

September 2024



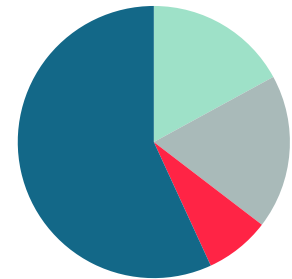
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Oct 11, 2024 for MLS Technology Inc.

Compared Metrics	September		
	2023	2024	+/-%
Closed Listings	1,077	997	-7.43%
Pending Listings	982	1,072	9.16%
New Listings	1,423	1,471	3.37%
Median List Price	259,900	275,000	5.81%
Median Sale Price	259,500	272,000	4.82%
Median Percent of Selling Price to List Price	100.00%	99.41%	-0.59%
Median Days on Market to Sale	11.00	20.00	81.82%
End of Month Inventory	2,654	3,324	25.24%
Months Supply of Inventory	2.54	3.21	26.63%



- Closed (17.06%)
- Pending (18.34%)
- Other OffMarket (7.73%)
- Active (56.87%)

Absorption: Last 12 months, an Average of **1,034** Sales/Month
Active Inventory as of September 30, 2024 = **3,324**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of September 2024 rose **25.24%** to 3,324 existing homes available for sale. Over the last 12 months this area has had an average of 1,034 closed sales per month. This represents an unsold inventory index of **3.21** MSI for this period.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **4.82%** in September 2024 to \$272,000 versus the previous year at \$259,500.

Median Days on Market Lengthens

The median number of **20.00** days that homes spent on the market before selling increased by 9.00 days or **81.82%** in September 2024 compared to last year's same month at **11.00** DOM.

Sales Success for September 2024 is Positive

Overall, with Median Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 1,471 New Listings in September 2024, up **3.37%** from last year at 1,423. Furthermore, there were 997 Closed Listings this month versus last year at 1,077, a **-7.43%** decrease.

Closed versus Listed trends yielded a **67.8%** ratio, down from previous year's, September 2023, at **75.7%**, a **10.45%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

September 2024



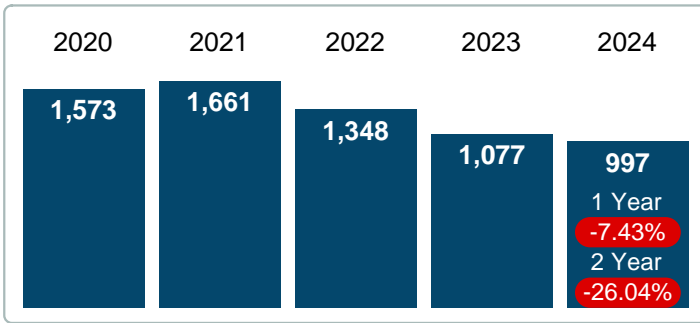
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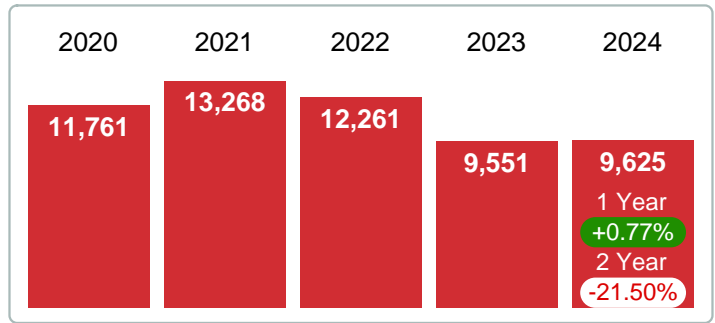
CLOSED LISTINGS

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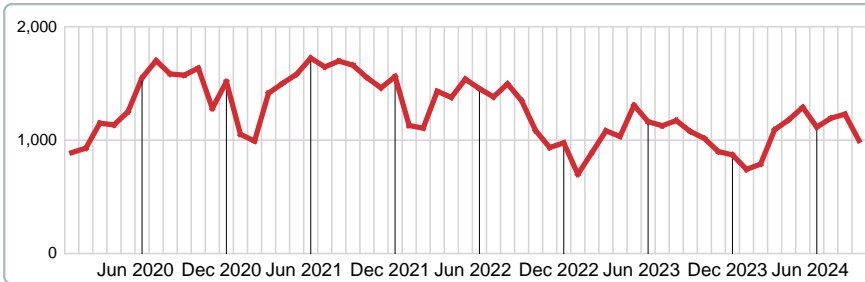
SEPTEMBER



YEAR TO DATE (YTD)

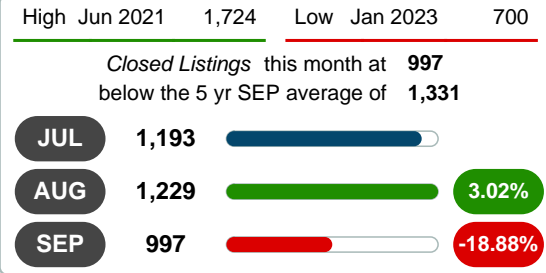


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 1,331



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	92	9.23%	9.0	34	52	4	2
\$125,001 - \$175,000	110	11.03%	14.0	28	75	7	0
\$175,001 - \$225,000	145	14.54%	17.0	16	114	14	1
\$225,001 - \$300,000	246	24.67%	19.0	10	174	58	4
\$300,001 - \$400,000	182	18.25%	30.0	7	93	72	10
\$400,001 - \$525,000	107	10.73%	36.0	4	28	63	12
\$525,001 and up	115	11.53%	28.0	1	26	63	25
Total Closed Units	997			100	562	281	54
Total Closed Volume	320,708,883	100%	20.0	18.36M	146.67M	120.43M	35.25M
Median Closed Price	\$272,000			\$147,500	\$239,950	\$385,000	\$520,950

September 2024



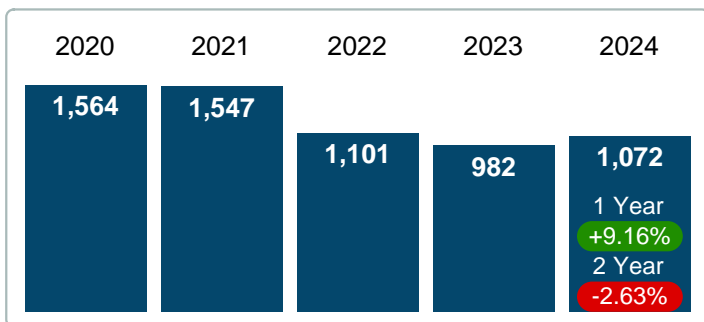
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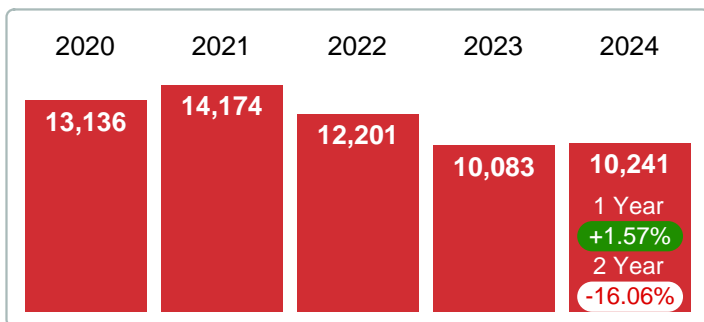
PENDING LISTINGS

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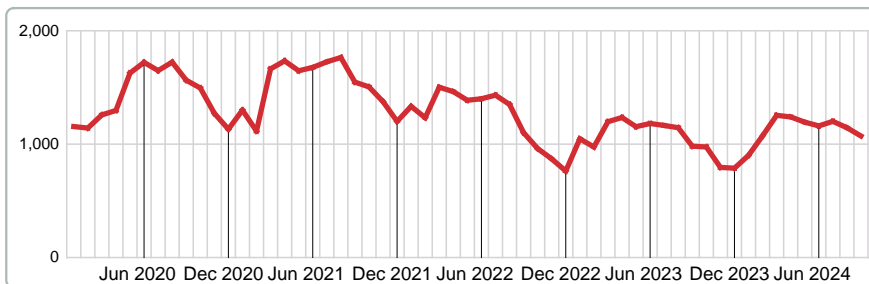
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

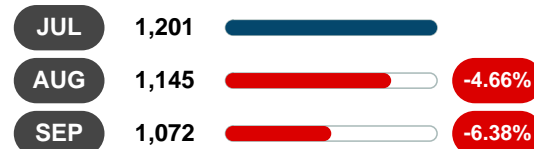


3 MONTHS

5 year SEP AVG = 1,253

High Aug 2021 1,764 Low Dec 2022 763

Pending Listings this month at 1,072 below the 5 yr SEP average of 1,253



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	110	10.26%	25.5	61	42	7	0
\$125,001 - \$175,000	125	11.66%	15.0	33	80	11	1
\$175,001 - \$225,000	166	15.49%	22.5	18	126	21	1
\$225,001 - \$300,000	264	24.63%	26.0	21	172	68	3
\$300,001 - \$375,000	135	12.59%	46.0	4	68	53	10
\$375,001 - \$525,000	152	14.18%	49.0	2	57	80	13
\$525,001 and up	120	11.19%	26.5	2	23	64	31
Total Pending Units	1,072			141	568	304	59
Total Pending Volume	334,823,051	100%	28.0	23.54M	151.16M	125.36M	34.76M
Median Listing Price	\$260,000			\$139,900	\$239,995	\$359,827	\$545,000

September 2024



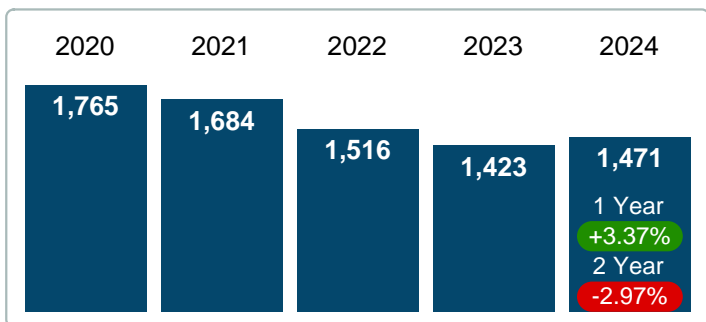
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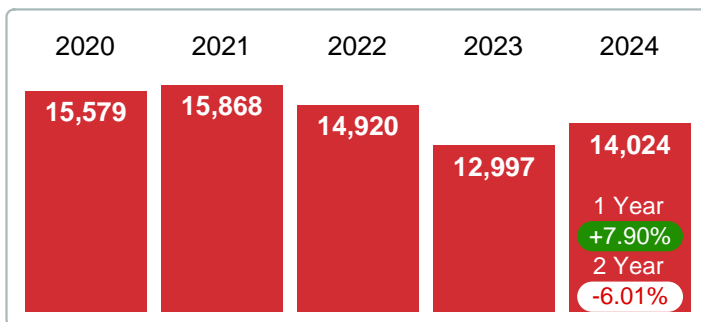
NEW LISTINGS

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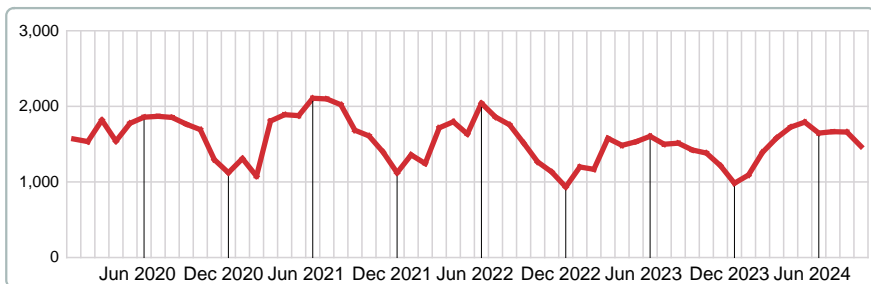
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 1,572

High Jun 2021 2,107 Low Dec 2022 934

New Listings this month at 1,471 below the 5 yr SEP average of 1,572



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	123	8.36%	63	53	6	1
\$125,001 - \$175,000	135	9.18%	42	83	8	2
\$175,001 - \$225,000	201	13.66%	27	144	25	5
\$225,001 - \$325,000	423	28.76%	26	283	102	12
\$325,001 - \$425,000	256	17.40%	6	114	128	8
\$425,001 - \$600,000	184	12.51%	6	58	105	15
\$600,001 and up	149	10.13%	2	36	72	39
Total New Listed Units	1,471		172	771	446	82
Total New Listed Volume	525,881,740	100%	31.63M	226.93M	204.28M	63.04M
Median New Listed Listing Price	\$289,900		\$150,000	\$258,000	\$379,782	\$562,500

September 2024



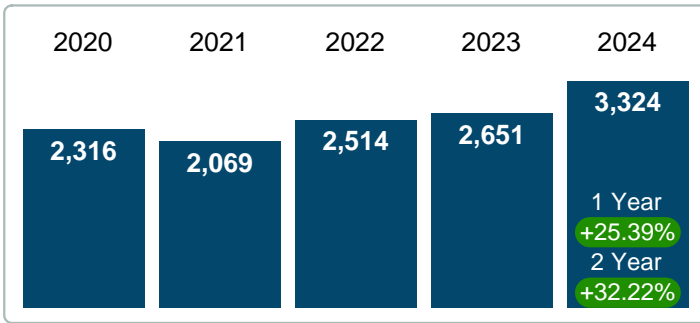
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



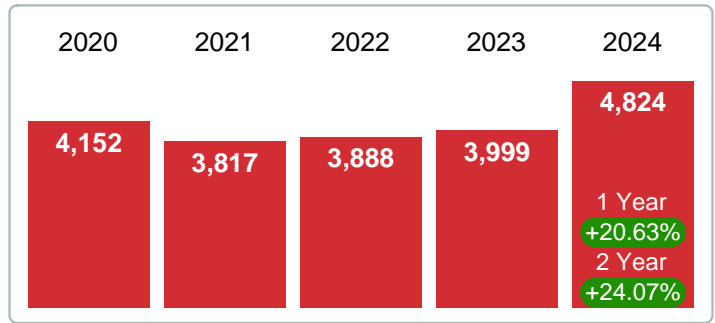
ACTIVE INVENTORY

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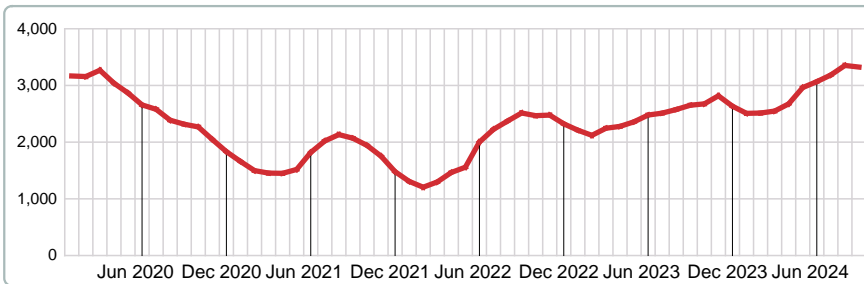
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 2,575

High Aug 2024 3,353 Low Feb 2022 1,205

Inventory this month at **3,324**
above the 5 yr SEP average of **2,575**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	247	7.43%	60.0	129	99	16	3
\$125,001 - \$200,000	397	11.94%	40.0	88	256	47	6
\$200,001 - \$275,000	574	17.27%	42.0	57	401	104	12
\$275,001 - \$375,000	768	23.10%	45.0	38	397	304	29
\$375,001 - \$500,000	586	17.63%	56.0	15	253	265	53
\$500,001 - \$675,000	390	11.73%	70.0	20	83	227	60
\$675,001 and up	362	10.89%	74.0	12	66	170	114
Total Active Inventory by Units			3,324	359	1,555	1,133	277
Total Active Inventory by Volume			1,382,233,916	81.60M	500.82M	569.62M	230.19M
Median Active Inventory Listing Price			\$329,673	\$165,000	\$280,000	\$420,000	\$625,000

September 2024



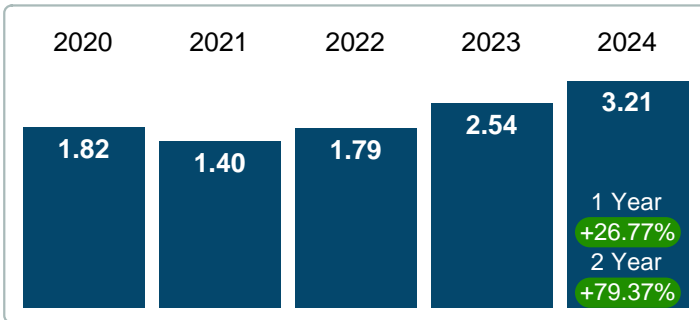
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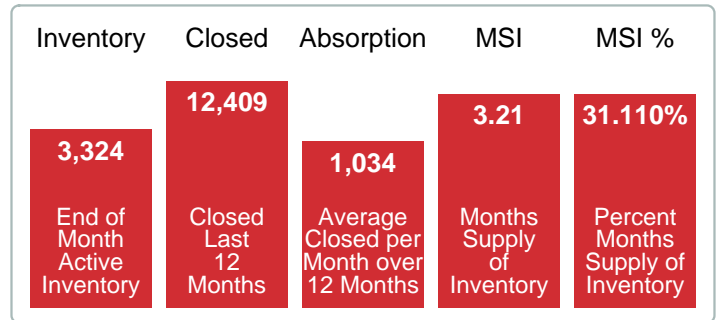
MONTHS SUPPLY of INVENTORY (MSI)

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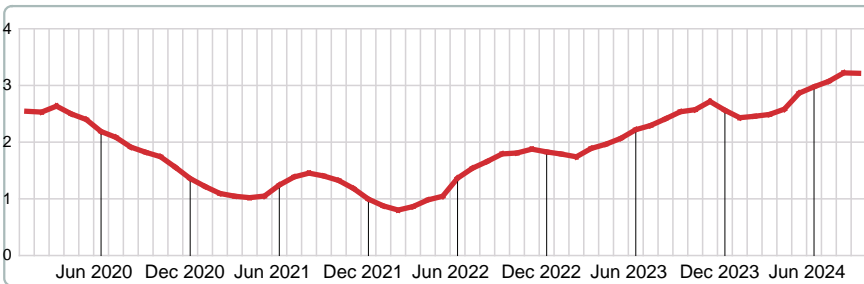
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2024

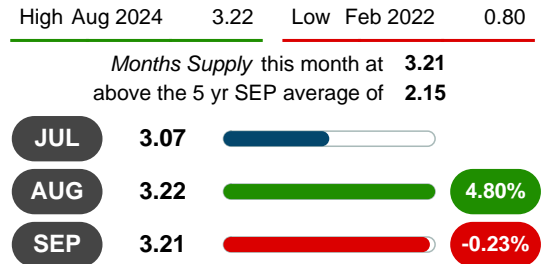


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 2.15



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	247	7.43%	2.38	2.43	2.19	3.31	3.27
\$125,001 - \$200,000	397	11.94%	2.04	2.41	1.85	2.54	4.50
\$200,001 - \$275,000	574	17.27%	2.27	3.27	2.13	2.42	2.94
\$275,001 - \$375,000	768	23.10%	3.35	4.56	3.40	3.14	4.14
\$375,001 - \$500,000	586	17.63%	4.69	3.67	5.75	4.07	4.51
\$500,001 - \$675,000	390	11.73%	5.07	15.00	4.29	5.12	5.03
\$675,001 and up	362	10.89%	7.01	20.57	8.08	6.13	7.52
Market Supply of Inventory (MSI)			3.21	2.96	2.78	3.77	5.31
Total Active Inventory by Units		100%	3,324	359	1,555	1,133	277

September 2024



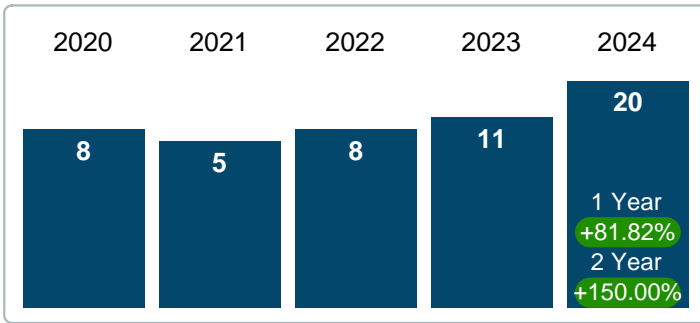
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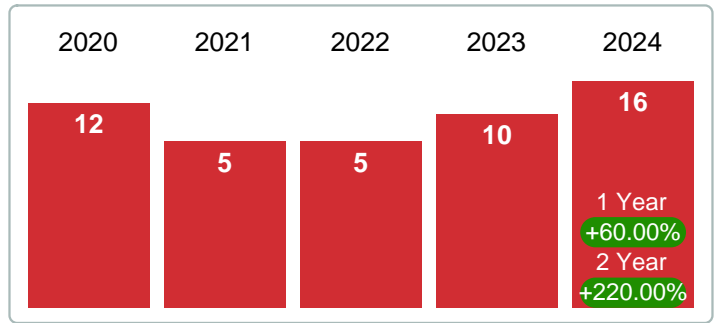
MEDIAN DAYS ON MARKET TO SALE

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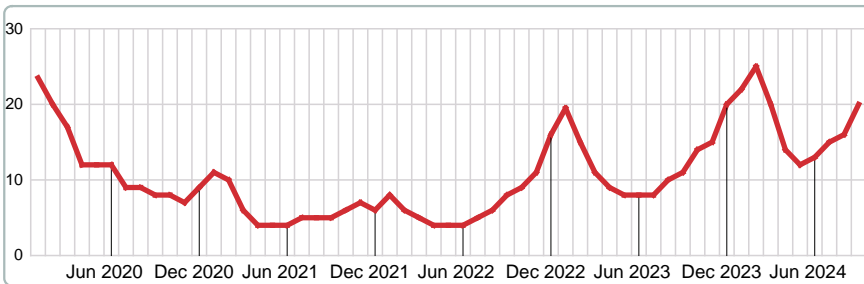
SEPTEMBER



YEAR TO DATE (YTD)

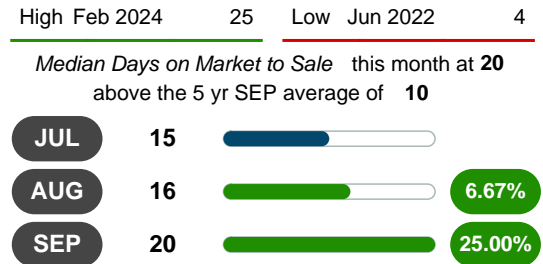


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 10



MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range	%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	9.23%	9	7	10	53	86
\$125,001 - \$175,000	11.03%	14	17	10	41	0
\$175,001 - \$225,000	14.54%	17	14	16	42	1
\$225,001 - \$300,000	24.67%	19	28	16	24	5
\$300,001 - \$400,000	18.25%	30	36	15	34	39
\$400,001 - \$525,000	10.73%	36	40	28	45	33
\$525,001 and up	11.53%	28	1	20	29	36
Median Closed DOM		20	15	15	35	33
Total Closed Units	100%	20.0	100	562	281	54
Total Closed Volume		320,708,883	18.36M	146.67M	120.43M	35.25M

September 2024



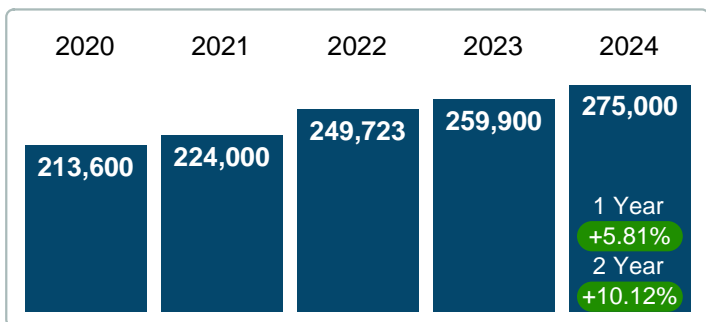
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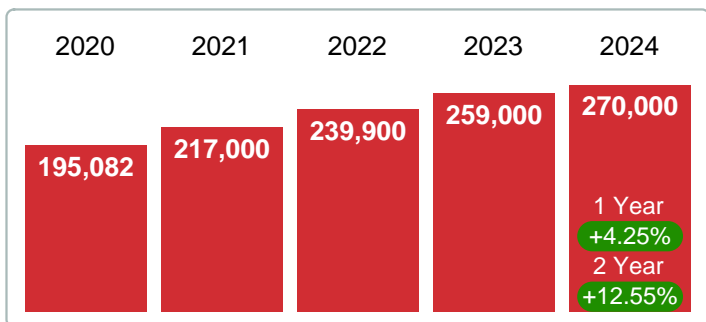
MEDIAN LIST PRICE AT CLOSING

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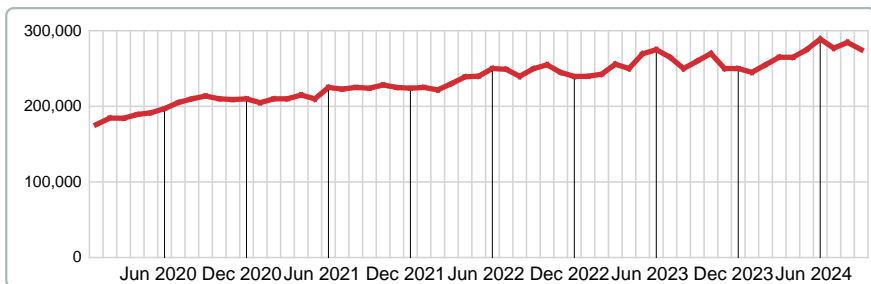
SEPTEMBER



YEAR TO DATE (YTD)

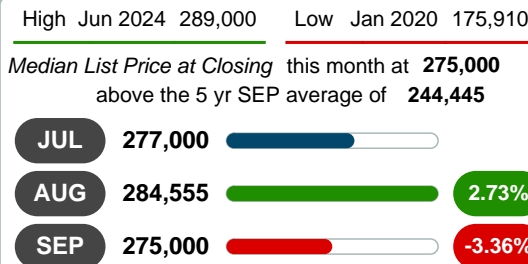


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 244,445



MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range		%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	88	8.83%	85,000	79,900	89,000	94,950	47,200
\$125,001 - \$175,000	107	10.73%	155,000	147,750	159,900	144,950	0
\$175,001 - \$225,000	138	13.84%	205,000	199,900	205,000	200,000	220,000
\$225,001 - \$300,000	261	26.18%	264,900	249,500	256,750	275,000	247,778
\$300,001 - \$400,000	175	17.55%	350,000	375,000	344,000	369,900	349,000
\$400,001 - \$525,000	111	11.13%	450,000	435,000	449,997	452,500	465,000
\$525,001 and up	117	11.74%	650,000	1,069,500	625,000	650,000	700,000
Median List Price			275,000	162,000	242,000	389,900	514,950
Total Closed Units		100%	275,000	100	562	281	54
Total Closed Volume				19.19M	149.23M	122.22M	36.43M

September 2024



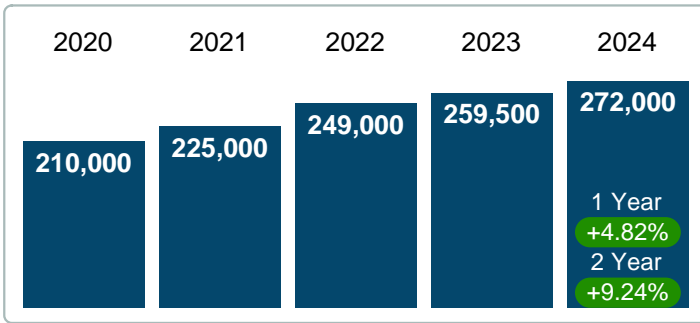
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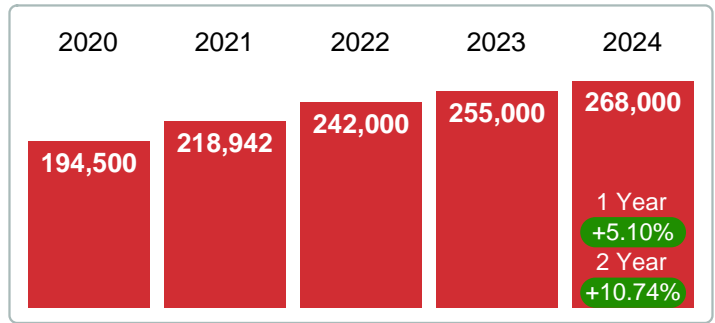
MEDIAN SOLD PRICE AT CLOSING

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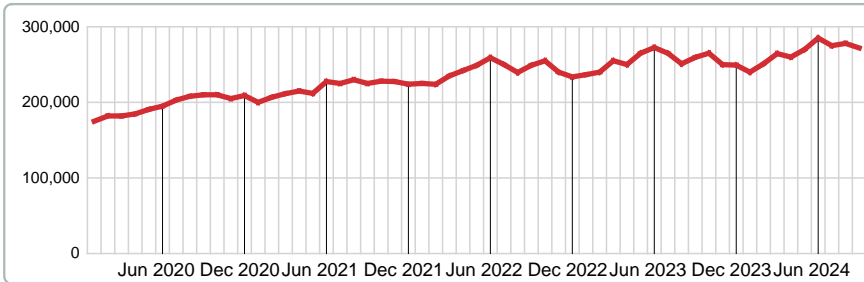
SEPTEMBER



YEAR TO DATE (YTD)

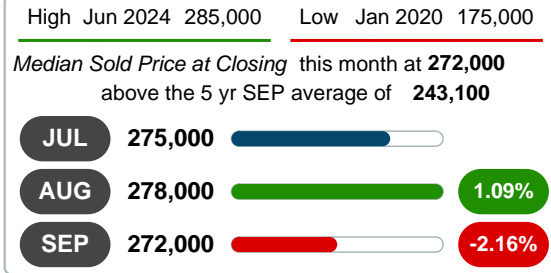


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 243,100



MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range	%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	9.23%	82,000	74,950	96,000	99,000	35,150
\$125,001 - \$175,000	11.03%	155,000	142,750	159,000	145,500	0
\$175,001 - \$225,000	14.54%	205,000	209,000	208,000	199,950	220,000
\$225,001 - \$300,000	24.67%	259,950	250,000	255,000	275,000	247,778
\$300,001 - \$400,000	18.25%	346,000	360,000	340,000	355,000	357,500
\$400,001 - \$525,000	10.73%	445,000	447,500	445,450	441,000	474,000
\$525,001 and up	11.53%	650,000	1,600,000	607,400	650,000	700,000
Median Sold Price		272,000	147,500	239,950	385,000	520,950
Total Closed Units	100%	997	100	562	281	54
Total Closed Volume		320,708,883	18.36M	146.67M	120.43M	35.25M

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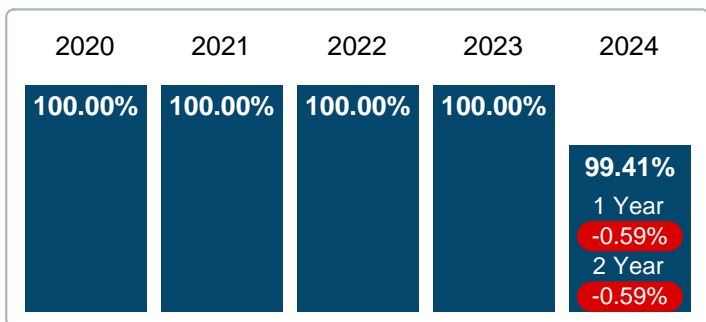
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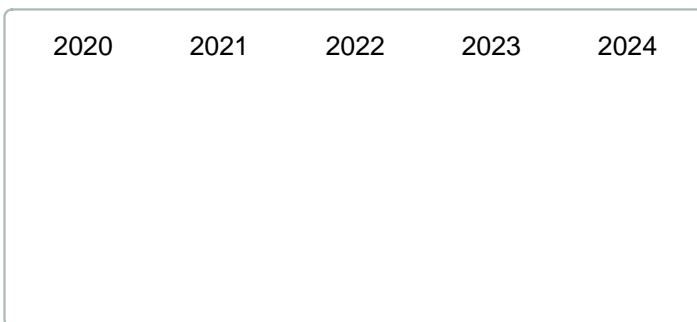
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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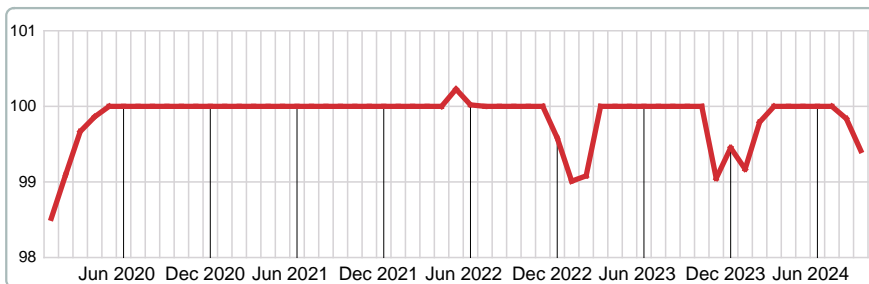
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

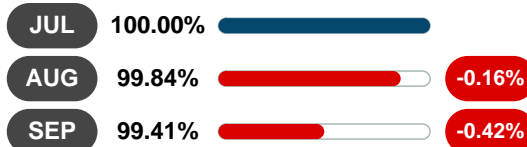


3 MONTHS

5 year SEP AVG = 99.88%

High May 2022 100.23% Low Jan 2020 98.52%

Median Sold/List Ratio this month at **99.41%**
 below the 5 yr SEP average of **99.88%**



MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	92	9.23%	97.20%	94.38%	99.15%	94.33%	74.39%
\$125,001 - \$175,000	110	11.03%	98.14%	97.70%	98.29%	97.65%	0.00%
\$175,001 - \$225,000	145	14.54%	99.71%	96.18%	100.00%	98.81%	100.00%
\$225,001 - \$300,000	246	24.67%	100.00%	98.02%	100.00%	99.70%	99.00%
\$300,001 - \$400,000	182	18.25%	99.67%	98.67%	99.43%	100.00%	98.84%
\$400,001 - \$525,000	107	10.73%	99.43%	97.79%	99.26%	99.51%	99.71%
\$525,001 and up	115	11.53%	98.56%	100.00%	98.49%	98.61%	98.50%
Median Sold/List Ratio		99.41%		97.66%	100.00%	99.70%	98.84%
Total Closed Units		997	100%	100	562	281	54
Total Closed Volume		320,708,883		18.36M	146.67M	120.43M	35.25M

September 2024



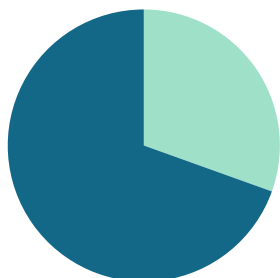
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

Report produced on Oct 11, 2024 for MLS Technology Inc.

INVENTORY

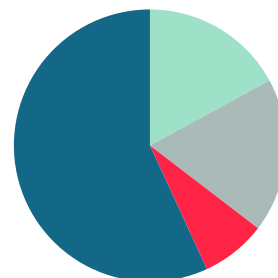


Inventory
 New Listings
1,471 = 30.48%
 Start Inventory
3,355
 Total Inventory Units
4,826
 Volume
\$1,911,068,176

Market Activity

Closed Sales
997 = 17.06%
 Pending Sales
1,072 = 18.34%
 Other Off Market
452 = 7.73%
 Active Inventory
3,324 = 56.87%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	1,077	997	-7.43%	9,551	9,625	0.77%
Pending Sales	982	1,072	9.16%	10,083	10,241	1.57%
New Listings	1,423	1,471	3.37%	12,997	14,024	7.90%
Median List Price	259,900	275,000	5.81%	259,000	270,000	4.25%
Median Sale Price	259,500	272,000	4.82%	255,000	268,000	5.10%
Median Percent of Selling Price to List Price	100.00%	99.41%	-0.59%	100.00%	100.00%	0.00%
Median Days on Market to Sale	11.00	20.00	81.82%	10.00	16.00	60.00%
Monthly Inventory	2,654	3,324	25.24%	2,654	3,324	25.24%
Months Supply of Inventory	2.54	3.21	26.63%	2.54	3.21	26.63%

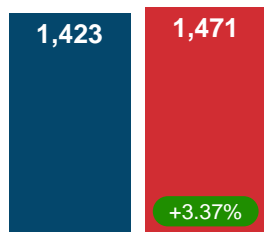
Absorption: Last 12 months, an Average of **1,034** Sales/Month

Inventory on September 30, 2024 = **3,324** 2023 2024

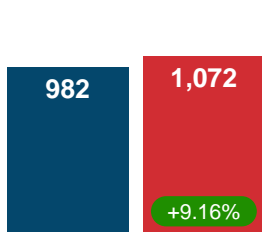
SEPTEMBER MARKET

MEDIAN PRICES

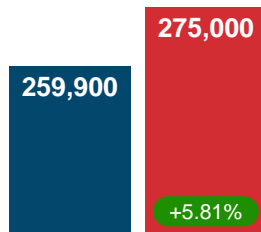
New Listings



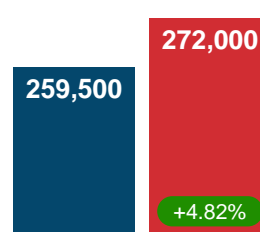
Pending Listings



List Price



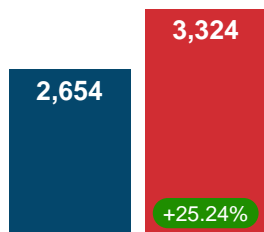
Sale Price



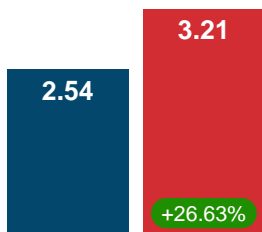
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

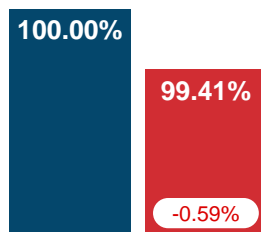
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

