



September 2024

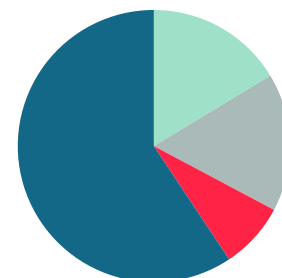
Area Delimited by County Of Tulsa



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2023	2024	+/-%
Closed Listings	876	780	-10.96%
Pending Listings	702	783	11.54%
New Listings	1,231	1,203	-2.27%
Average List Price	260,645	276,957	6.26%
Average Sale Price	256,391	271,309	5.82%
Average Percent of Selling Price to List Price	98.82%	98.06%	-0.77%
Average Days on Market to Sale	27.89	35.77	28.29%
End of Month Inventory	2,408	2,830	17.52%
Months Supply of Inventory	2.82	3.41	20.74%



■ Closed (16.36%)
■ Pending (16.42%)
■ Other OffMarket (7.88%)
■ Active (59.34%)

Absorption: Last 12 months, an Average of **830** Sales/Month
Active Inventory as of September 30, 2024 = **2,830**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of September 2024 rose **17.52%** to 2,830 existing homes available for sale. Over the last 12 months this area has had an average of 830 closed sales per month. This represents an unsold inventory index of **3.41** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **5.82%** in September 2024 to \$271,309 versus the previous year at \$256,391.

Average Days on Market Lengthens

The average number of **35.77** days that homes spent on the market before selling increased by 7.89 days or **28.29%** in September 2024 compared to last year's same month at **27.89** DOM.

Sales Success for September 2024 is Positive

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

There were 1,203 New Listings in September 2024, down **2.27%** from last year at 1,231. Furthermore, there were 780 Closed Listings this month versus last year at 876, a **-10.96%** decrease.

Closed versus Listed trends yielded a **64.8%** ratio, down from previous year's, September 2023, at **71.2%**, a **8.89%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

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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



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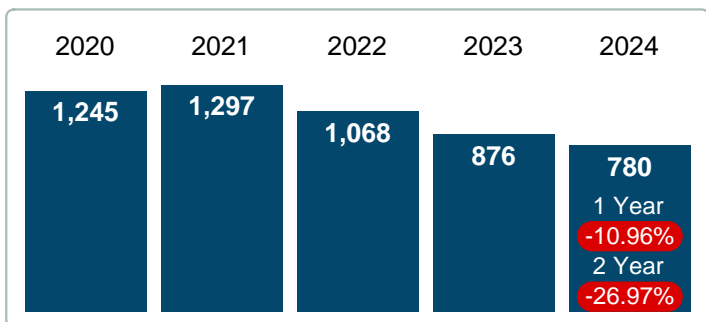
Area Delimited by County Of Tulsa



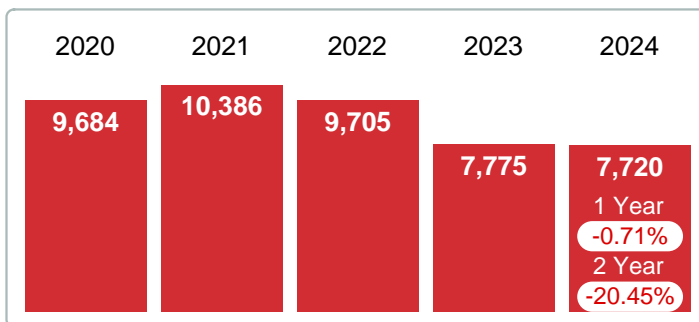
CLOSED LISTINGS

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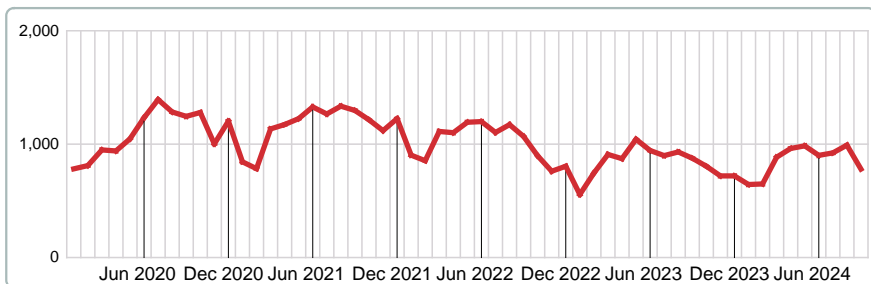
SEPTEMBER



YEAR TO DATE (YTD)

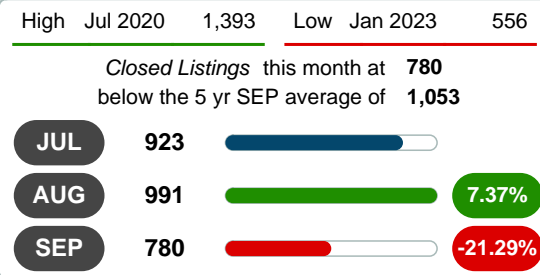


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 1,053



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$100,000	157	20.13%	30.2	58	79	19	1
\$100,001-\$175,000	109	13.97%	22.6	35	68	6	0
\$175,001-\$275,000	203	26.03%	28.1	27	148	25	3
\$275,001-\$375,000	132	16.92%	41.3	8	71	49	4
\$375,001-\$525,000	102	13.08%	52.2	5	28	60	9
\$525,001 and up	77	9.87%	54.7	5	15	41	16
Total Closed Units	780			138	409	200	33
Total Closed Volume	211,620,766	100%	35.8	22.48M	89.94M	79.63M	19.57M
Average Closed Price	\$271,309			\$162,925	\$219,900	\$398,138	\$593,047



September 2024

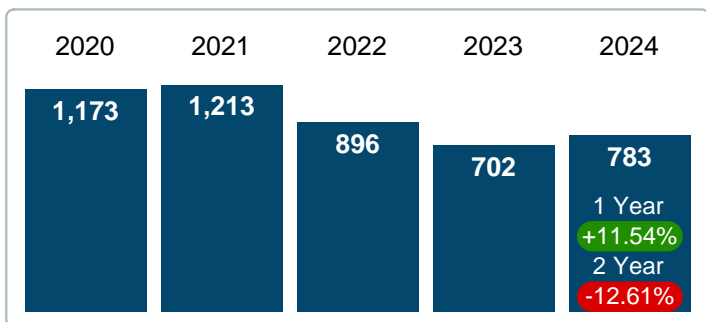
Area Delimited by County Of Tulsa



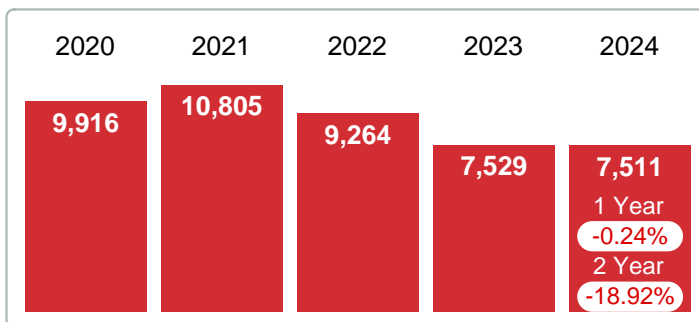
PENDING LISTINGS

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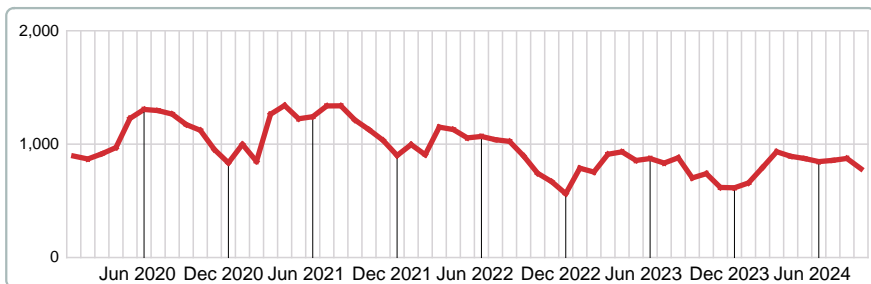
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

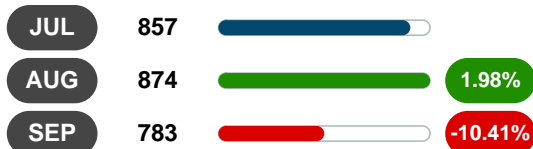


3 MONTHS

5 year SEP AVG = 953

High Apr 2021 1,341 Low Dec 2022 563

Pending Listings this month at **783**
below the 5 yr SEP average of **953**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	76	9.71%	50.2	40	28	7	1
\$75,001 - \$150,000	90	11.49%	38.6	38	41	10	1
\$150,001 - \$200,000	94	12.01%	30.8	18	68	8	0
\$200,001 - \$275,000	194	24.78%	39.5	26	124	42	2
\$275,001 - \$375,000	137	17.50%	56.4	13	58	56	10
\$375,001 - \$525,000	102	13.03%	67.8	4	30	58	10
\$525,001 and up	90	11.49%	56.8	8	18	44	20
Total Pending Units	783			147	367	225	44
Total Pending Volume	240,581,062	100%	39.7	35.39M	91.51M	88.97M	24.70M
Average Listing Price	\$232,822			\$240,766	\$249,356	\$395,440	\$561,382



September 2024

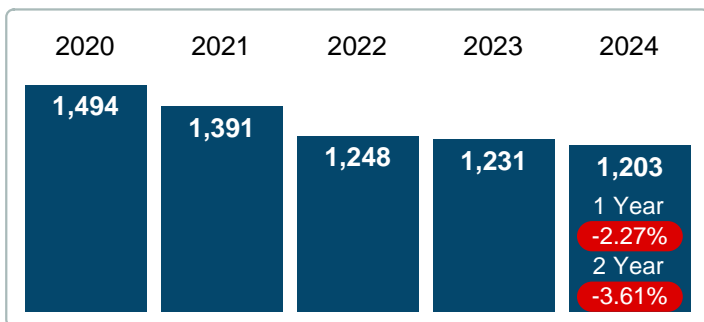
Area Delimited by County Of Tulsa



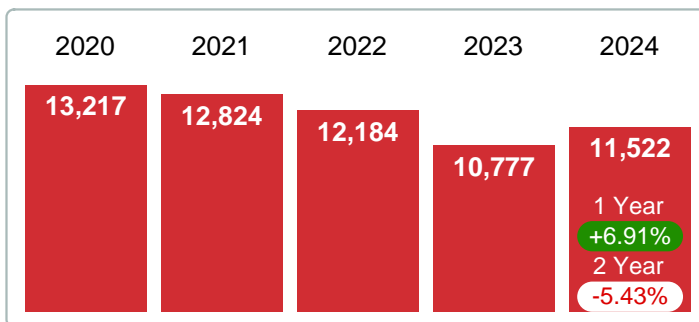
NEW LISTINGS

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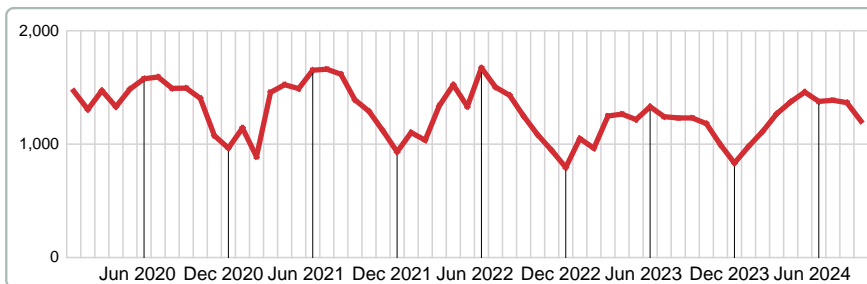
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

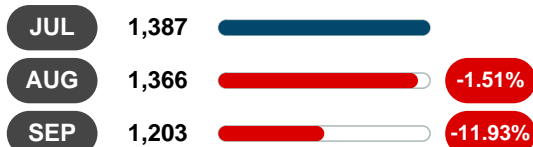


3 MONTHS

5 year SEP AVG = 1,313

High Jun 2022 1,672 Low Dec 2022 795

New Listings this month at 1,203 below the 5 yr SEP average of 1,313



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$125,000	236	19.62%	86	112	32	6
\$125,001-\$200,000	167	13.88%	53	101	13	0
\$200,001-\$300,000	313	26.02%	40	205	61	7
\$300,001-\$400,000	207	17.21%	21	73	107	6
\$400,001-\$600,000	152	12.64%	7	47	88	10
\$600,001 and up	128	10.64%	23	25	54	26
Total New Listed Units	1,203		230	563	355	55
Total New Listed Volume	395,252,930	100%	66.18M	142.82M	150.23M	36.02M
Average New Listed Listing Price	\$175,682		\$287,744	\$253,669	\$423,193	\$654,956



September 2024

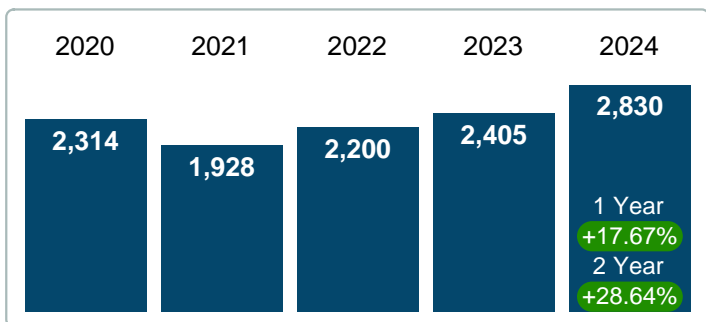
Area Delimited by County Of Tulsa



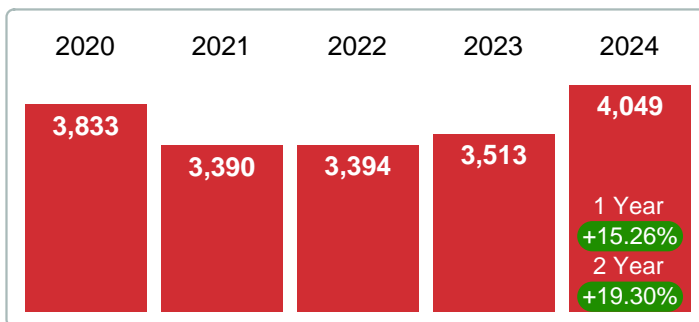
ACTIVE INVENTORY

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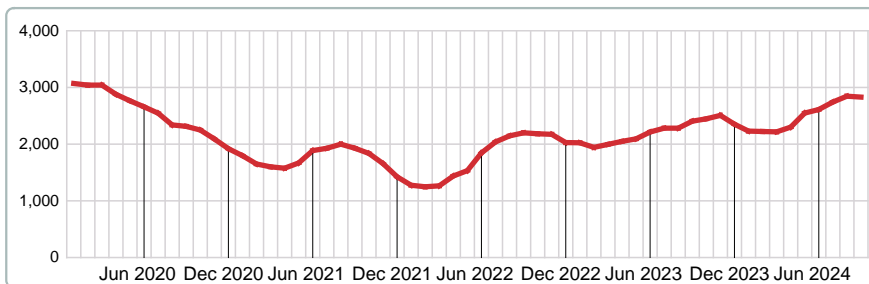
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 2,335

High Jan 2020 3,070 Low Feb 2022 1,248

Inventory this month at **2,830**
above the 5 yr SEP average of **2,335**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	270	9.54%	72.1	92	131	38	9
\$25,001 - \$150,000	319	11.27%	100.5	220	88	10	1
\$150,001 - \$225,000	341	12.05%	57.4	105	197	36	3
\$225,001 - \$375,000	796	28.13%	57.6	111	405	262	18
\$375,001 - \$500,000	445	15.72%	76.2	54	163	184	44
\$500,001 - \$775,000	377	13.32%	86.2	59	79	190	49
\$775,001 and up	282	9.96%	98.4	131	14	73	64
Total Active Inventory by Units	2,830			772	1,077	793	188
Total Active Inventory by Volume	1,217,422,705	100%	74.6	380.72M	303.55M	383.18M	149.97M
Average Active Inventory Listing Price	\$430,185			\$493,163	\$281,846	\$483,200	\$797,737



September 2024

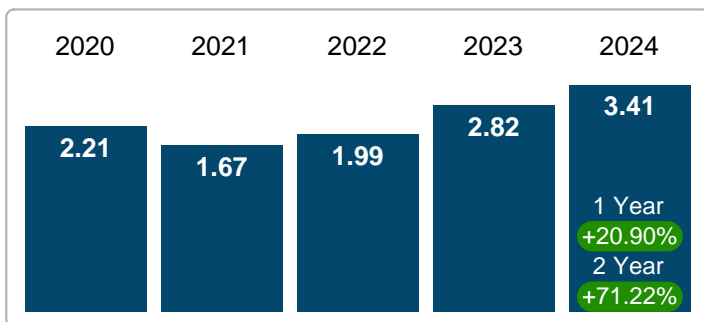
Area Delimited by County Of Tulsa



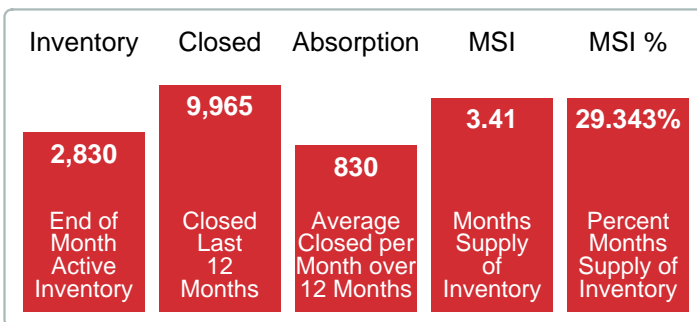
MONTHS SUPPLY of INVENTORY (MSI)

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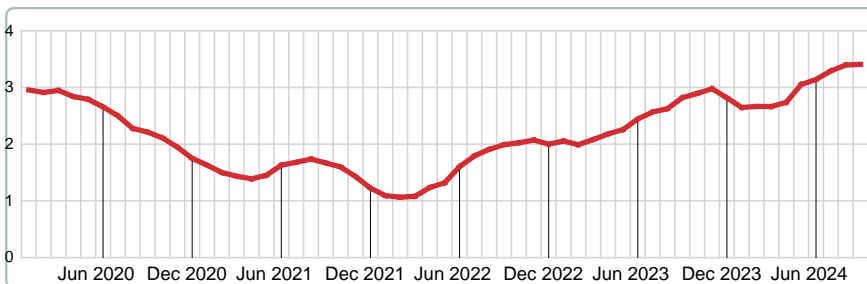
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2024

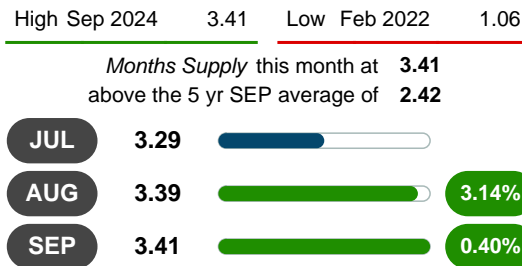


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 2.42



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
\$25,000 and less	270	9.54%	2.24	2.74	2.02	1.85	6.00
\$25,001 - \$150,000	319	11.27%	2.93	3.67	1.95	2.86	4.00
\$150,001 - \$225,000	341	12.05%	2.24	4.17	1.79	2.41	1.71
\$225,001 - \$375,000	796	28.13%	2.97	5.95	2.62	2.99	2.57
\$375,001 - \$500,000	445	15.72%	5.14	10.62	5.91	4.01	5.50
\$500,001 - \$775,000	377	13.32%	5.63	22.84	5.15	5.08	4.20
\$775,001 and up	282	9.96%	10.22	41.37	4.20	5.48	8.26
Market Supply of Inventory (MSI)			3.41	5.21	2.56	3.55	4.96
Total Active Inventory by Units		100%	3.41	772	1,077	793	188



September 2024

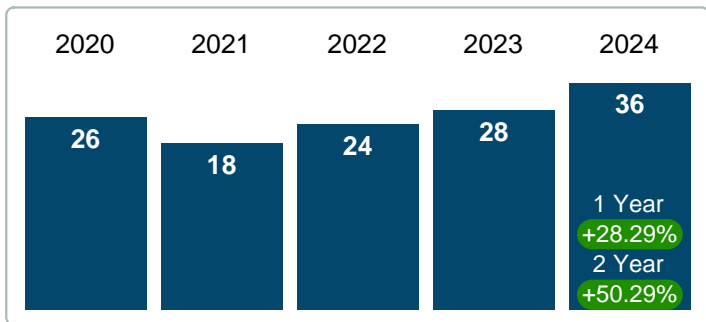
Area Delimited by County Of Tulsa



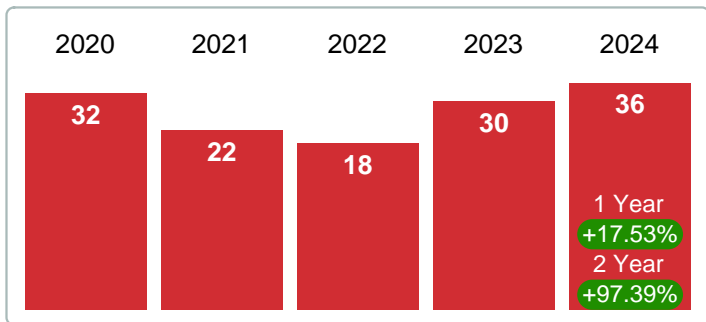
AVERAGE DAYS ON MARKET TO SALE

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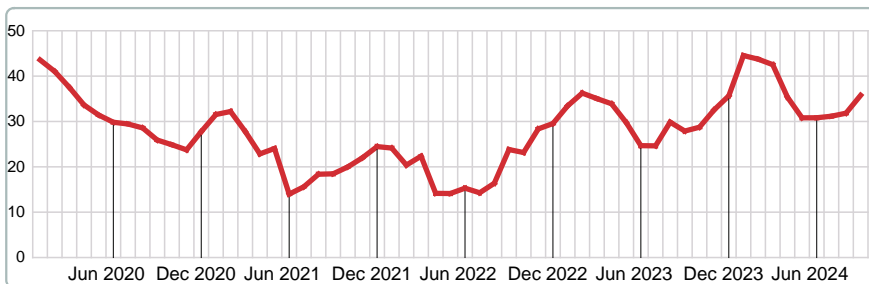
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

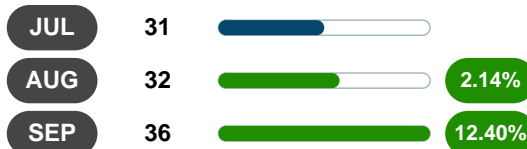


3 MONTHS

5 year SEP AVG = 26

High Jan 2024 45 Low Jun 2021 14

Average Days on Market to Sale this month at 36 above the 5 yr SEP average of 26



AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$100,000	157	20.13%	30	38	24	32	72
\$100,001-\$175,000	109	13.97%	23	23	21	38	0
\$175,001-\$275,000	203	26.03%	28	46	26	25	4
\$275,001-\$375,000	132	16.92%	41	46	30	54	65
\$375,001-\$525,000	102	13.08%	52	39	54	54	43
\$525,001 and up	77	9.87%	55	17	59	62	42
Average Closed DOM			36	36	29	50	43
Total Closed Units		100%	36	138	409	200	33
Total Closed Volume			211,620,766	22.48M	89.94M	79.63M	19.57M



September 2024

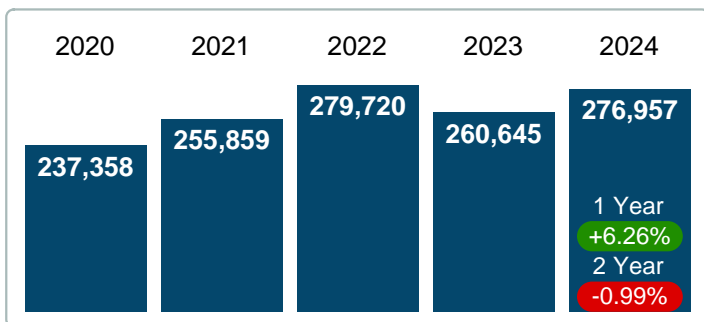
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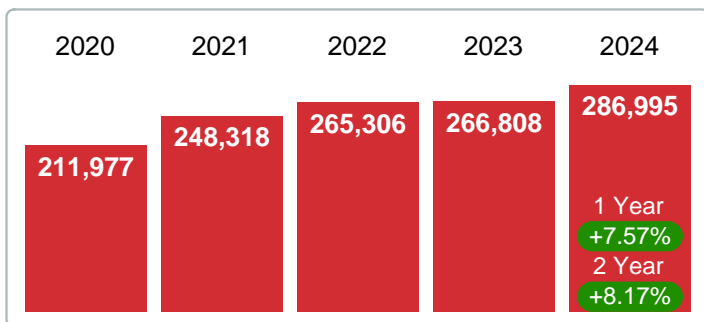
AVERAGE LIST PRICE AT CLOSING

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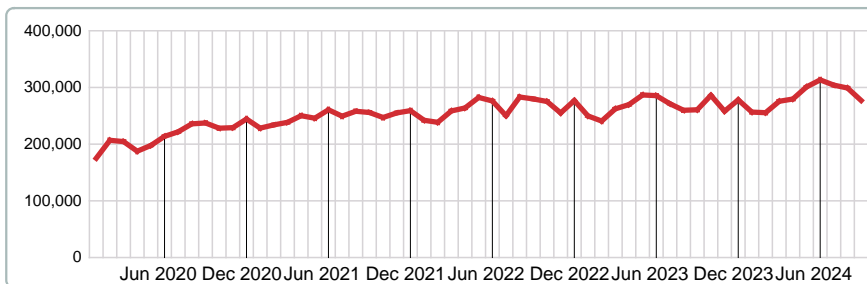
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

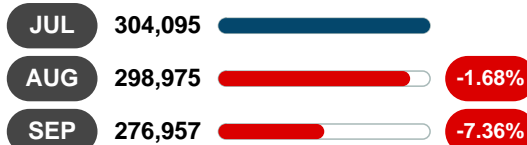


3 MONTHS

5 year SEP AVG = 262,108

High Jun 2024 313,295 Low Jan 2020 175,120

Average List Price at Closing this month at **276,957**
above the 5 yr SEP average of **262,108**



AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range		%	AVLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0	0
\$1	160	20.51%	21,693	31,963	15,778	6,642	4,500
\$100,001	97	12.44%	147,499	149,008	149,942	143,383	0
\$175,001	206	26.41%	229,831	231,100	231,028	248,428	240,285
\$275,001	130	16.67%	321,489	347,448	321,747	327,249	370,225
\$375,001	108	13.85%	437,012	453,700	441,060	441,607	459,189
\$525,001 and up	79	10.13%	783,703	1,020,000	706,160	762,960	862,494
Average List Price			276,957	169,978	223,523	405,051	610,268
Total Closed Units		100%	780	138	409	200	33
Total Closed Volume			216,026,769	23.46M	91.42M	81.01M	20.14M



September 2024

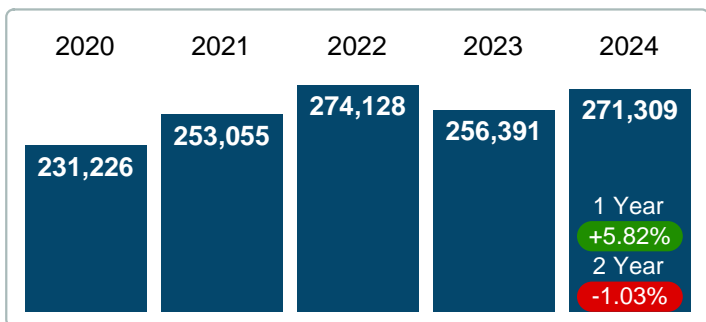
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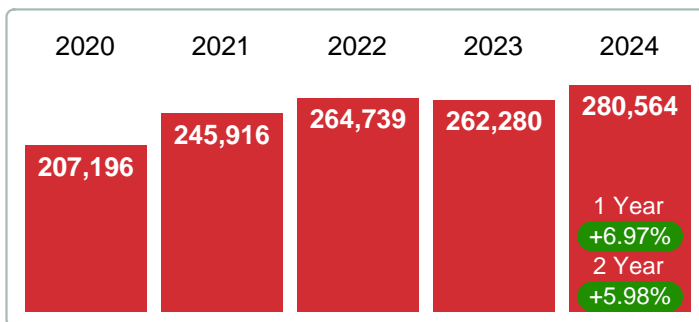
AVERAGE SOLD PRICE AT CLOSING

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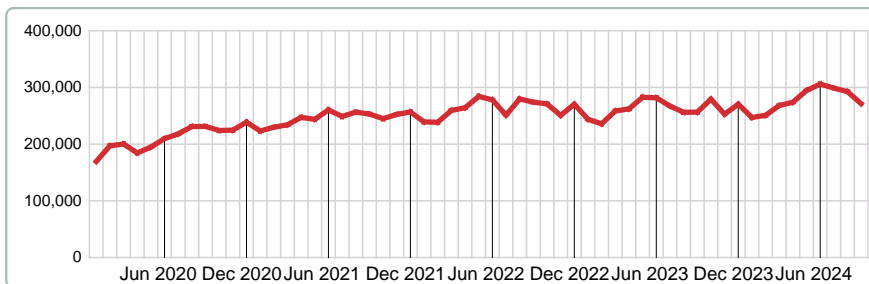
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 257,222

High Jun 2024 305,878 Low Jan 2020 169,340

Average Sold Price at Closing this month at **271,309**
above the 5 yr SEP average of **257,222**

- JUL: 298,936
- AUG: 292,574 (-2.13%)
- SEP: 271,309 (-7.27%)

AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range		%	AV Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0	0
\$1	157	20.13%	19,260	29,631	15,020	6,005	4,500
\$100,001 - \$175,000	109	13.97%	144,445	140,699	146,707	140,650	0
\$175,001 - \$275,000	203	26.03%	228,840	220,987	227,965	241,336	238,518
\$275,001 - \$375,000	132	16.92%	322,021	330,363	317,623	323,648	363,475
\$375,001 - \$525,000	102	13.08%	434,717	440,200	428,999	433,890	454,967
\$525,001 and up	77	9.87%	773,378	1,006,000	698,283	749,853	831,369
Average Sold Price			271,309	162,925	219,900	398,138	593,047
Total Closed Units		100%	780	138	409	200	33
Total Closed Volume			211,620,766	22.48M	89.94M	79.63M	19.57M

September 2024

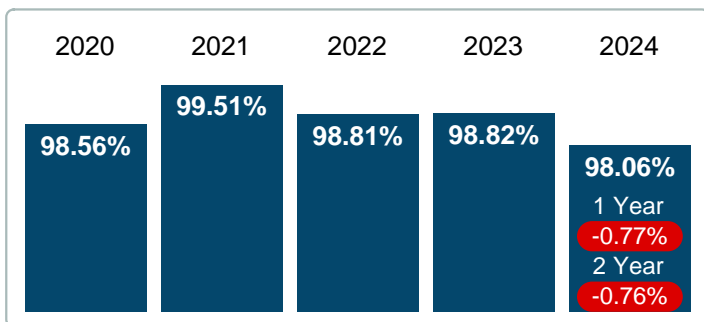
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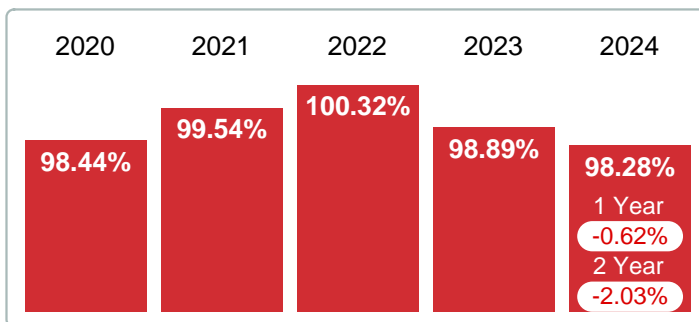
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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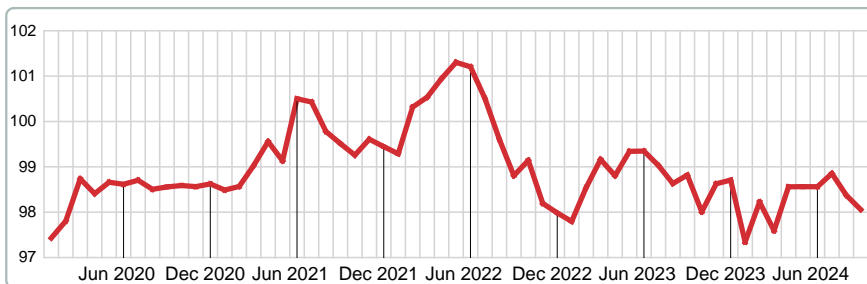
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

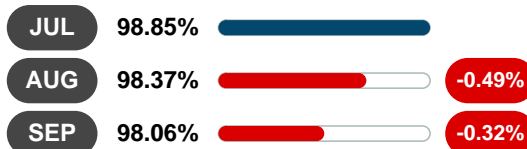


3 MONTHS

5 year SEP AVG = 98.75%

High May 2022 101.30% Low Jan 2024 97.34%

Average Sold/List Ratio this month at **98.06%** below the 5 yr SEP average of **98.75%**



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

Distribution of Sold/List Ratio by Price Range		%	AV S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1	157	20.13%	97.32%	95.00%	98.65%	98.76%	100.00%
\$100,001	109	13.97%	97.71%	94.93%	99.07%	98.47%	0.00%
\$175,001	203	26.03%	98.29%	96.14%	98.83%	97.29%	99.33%
\$275,001	132	16.92%	98.67%	95.14%	98.83%	99.03%	98.28%
\$375,001	102	13.08%	98.10%	97.06%	97.40%	98.36%	99.09%
\$525,001 and up	77	9.87%	98.33%	97.79%	98.97%	98.56%	97.33%
Average Sold/List Ratio		98.10%		95.39%	98.74%	98.47%	98.19%
Total Closed Units		780	100%	138	409	200	33
Total Closed Volume		211,620,766		22.48M	89.94M	79.63M	19.57M



September 2024

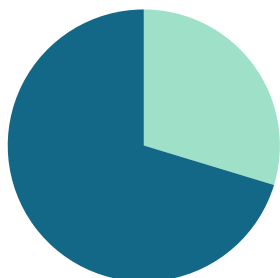
Area Delimited by County Of Tulsa



MARKET SUMMARY

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

INVENTORY

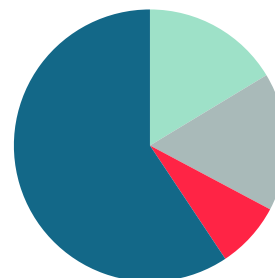


Inventory
 New Listings
 1,203 = 29.69%
 Start Inventory
 2,849
 Total Inventory Units
 4,052
 Volume
 \$1,622,957,957

Market Activity

Closed Sales
 780 = 16.36%
 Pending Sales
 783 = 16.42%
 Other Off Market
 376 = 7.88%
 Active Inventory
 2,830 = 59.34%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	876	780	-10.96%	7,775	7,720	-0.71%
Pending Sales	702	783	11.54%	7,529	7,511	-0.24%
New Listings	1,231	1,203	-2.27%	10,777	11,522	6.91%
Average List Price	260,645	276,957	6.26%	266,808	286,995	7.57%
Average Sale Price	256,391	271,309	5.82%	262,280	280,564	6.97%
Average Percent of Selling Price to List Price	98.82%	98.06%	-0.77%	98.89%	98.28%	-0.62%
Average Days on Market to Sale	27.89	35.77	28.29%	30.31	35.63	17.53%
Monthly Inventory	2,408	2,830	17.52%	2,408	2,830	17.52%
Months Supply of Inventory	2.82	3.41	20.74%	2.82	3.41	20.74%

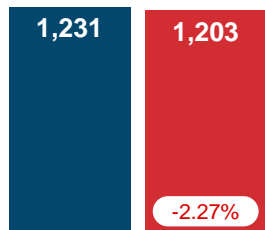
Absorption: Last 12 months, an Average of 830 Sales/Month

Inventory on September 30, 2024 = 2,830 2023 2024

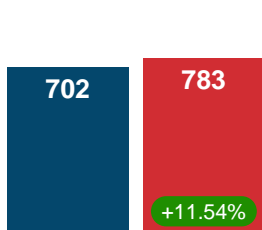
SEPTEMBER MARKET

AVERAGE PRICES

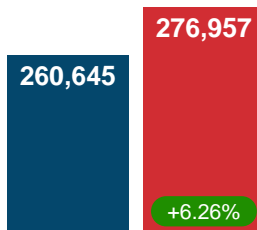
New Listings



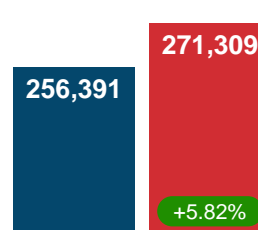
Pending Listings



List Price



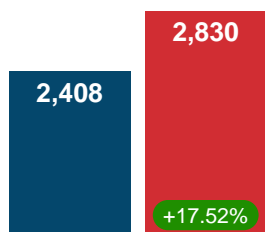
Sale Price



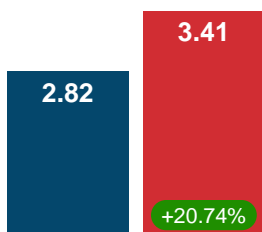
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

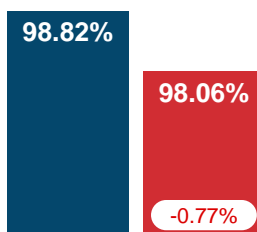
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

