



September 2024

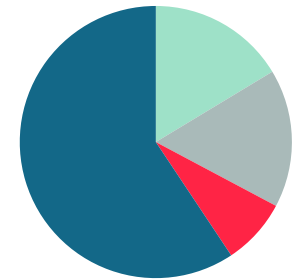
Area Delimited by County Of Tulsa



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%
Median List Price	229,000	242,450	5.87%
Median Sale Price	226,000	239,000	5.75%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	12.00	18.00	50.00%
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.

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 **5.75%** in September 2024 to \$239,000 versus the previous year at \$226,000.

Median Days on Market Lengthens

The median number of **18.00** days that homes spent on the market before selling increased by 6.00 days or **50.00%** in September 2024 compared to last year's same month at **12.00** 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 1,203 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.

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

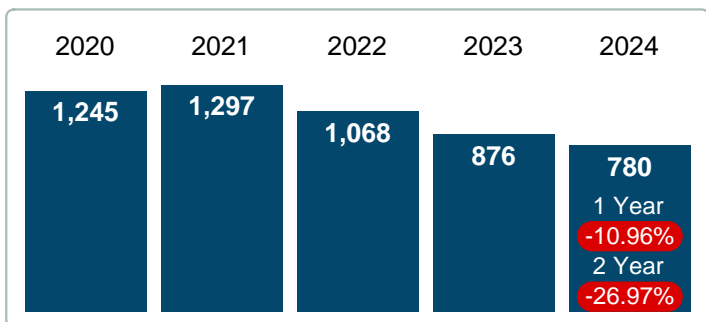
Area Delimited by County Of Tulsa



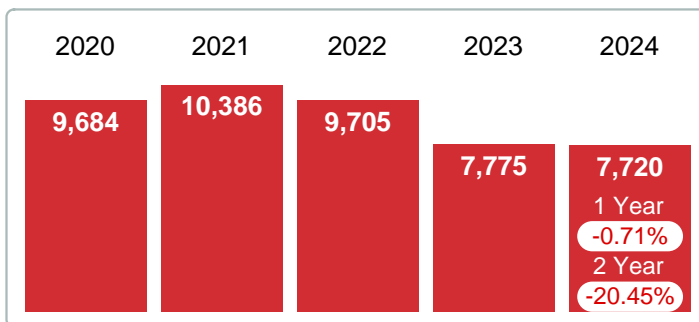
CLOSED LISTINGS

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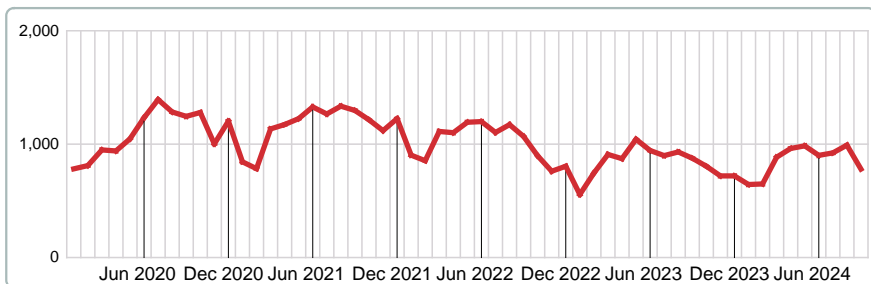
SEPTEMBER



YEAR TO DATE (YTD)

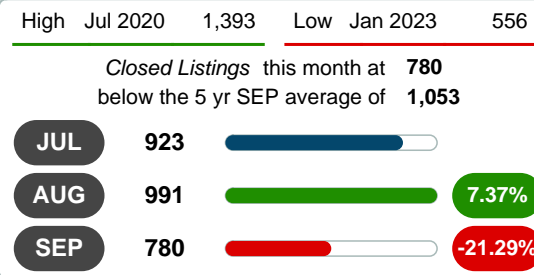


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 1,053



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	17.0	58	79	19	1
\$100,001 - \$175,000	109	13.97%	11.0	35	68	6	0
\$175,001 - \$275,000	203	26.03%	15.0	27	148	25	3
\$275,001 - \$375,000	132	16.92%	21.5	8	71	49	4
\$375,001 - \$525,000	102	13.08%	34.0	5	28	60	9
\$525,001 and up	77	9.87%	28.0	5	15	41	16
Total Closed Units	780			138	409	200	33
Total Closed Volume	211,620,766	100%	18.0	22.48M	89.94M	79.63M	19.57M
Median Closed Price	\$239,000			\$131,000	\$220,000	\$379,700	\$522,000



September 2024

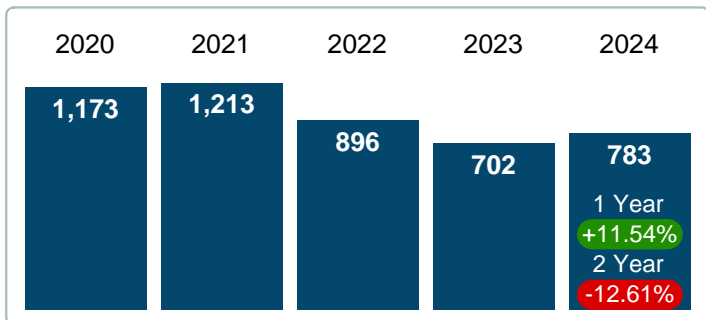
Area Delimited by County Of Tulsa



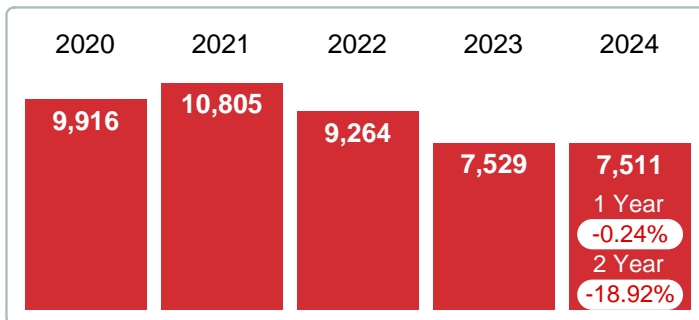
PENDING LISTINGS

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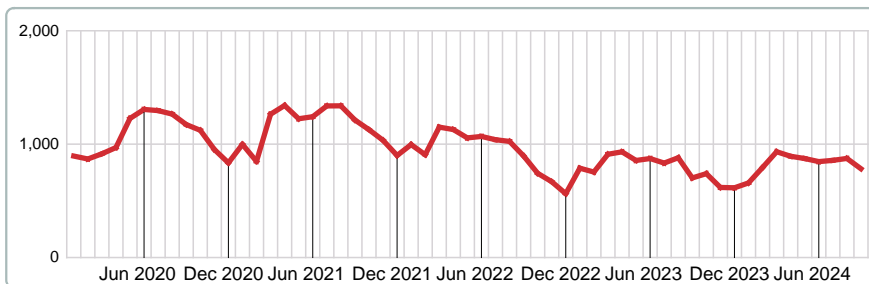
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

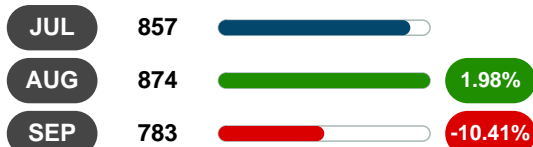


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	76	9.71%	26.5	40	28	7	1
\$75,001 - \$150,000	90	11.49%	22.5	38	41	10	1
\$150,001 - \$200,000	94	12.01%	20.5	18	68	8	0
\$200,001 - \$275,000	194	24.78%	23.5	26	124	42	2
\$275,001 - \$375,000	137	17.50%	40.0	13	58	56	10
\$375,001 - \$525,000	102	13.03%	51.5	4	30	58	10
\$525,001 and up	90	11.49%	26.5	8	18	44	20
Total Pending Units	783			147	367	225	44
Total Pending Volume	240,581,062	100%	29.0	35.39M	91.51M	88.97M	24.70M
Median Listing Price	\$254,500			\$148,999	\$235,000	\$350,000	\$507,450



September 2024

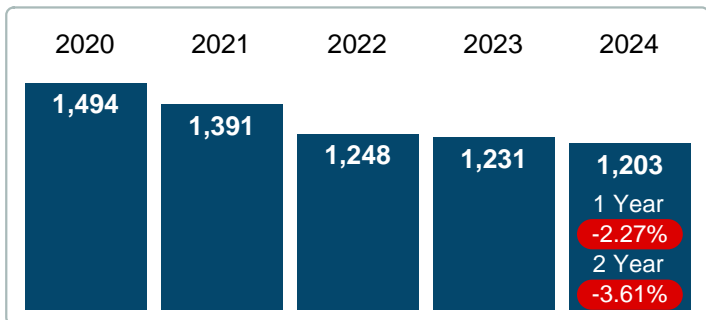
Area Delimited by County Of Tulsa



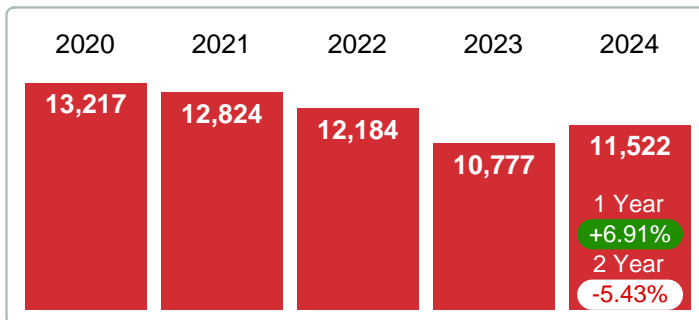
NEW LISTINGS

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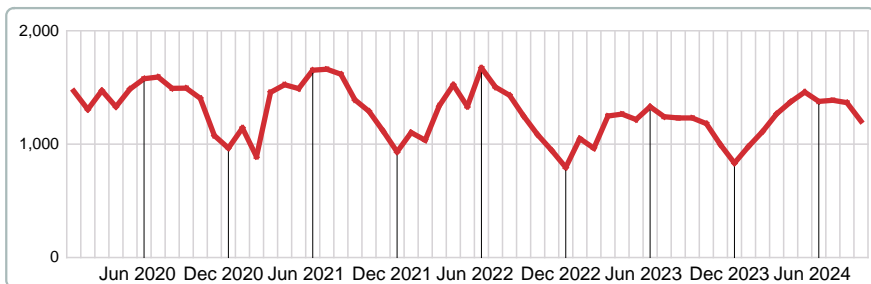
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

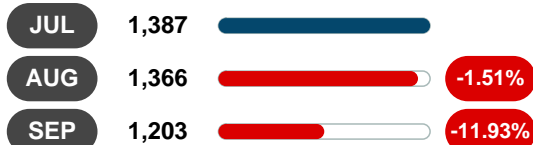


3 MONTHS

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	236	19.62%	86	112	32	6
\$125,001	167	13.88%	53	101	13	0
\$200,001	313	26.02%	40	205	61	7
\$300,001	207	17.21%	21	73	107	6
\$400,001	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
Median New Listed Listing Price	\$265,000		\$159,450	\$235,000	\$365,000	\$490,000



September 2024

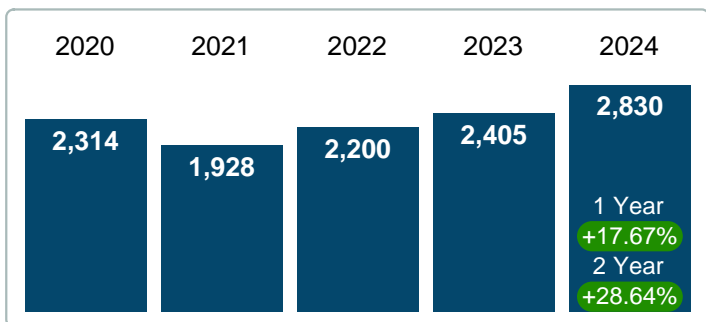
Area Delimited by County Of Tulsa



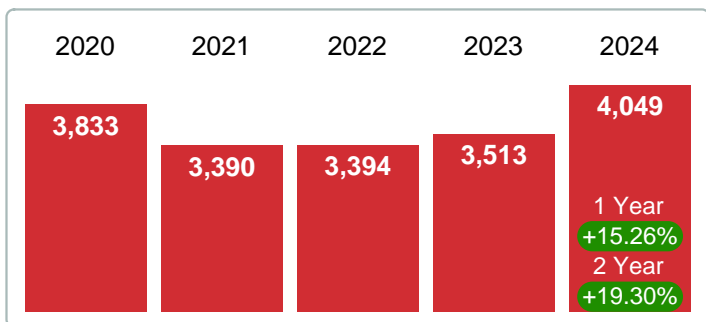
ACTIVE INVENTORY

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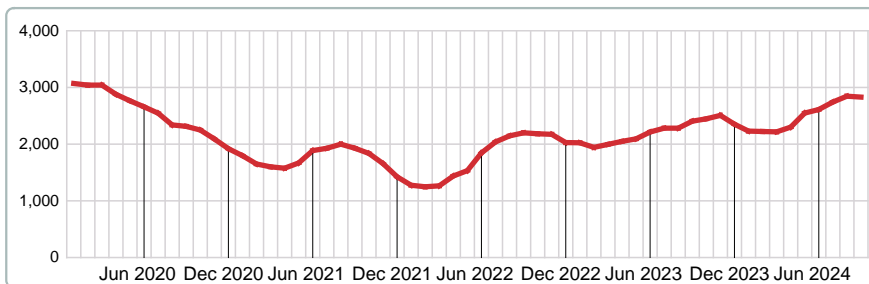
END OF SEPTEMBER



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	270	9.54%	41.0	92	131	38	9
\$25,001 - \$150,000	319	11.27%	80.0	220	88	10	1
\$150,001 - \$225,000	341	12.05%	42.0	105	197	36	3
\$225,001 - \$375,000	796	28.13%	45.0	111	405	262	18
\$375,001 - \$500,000	445	15.72%	57.0	54	163	184	44
\$500,001 - \$775,000	377	13.32%	69.0	59	79	190	49
\$775,001 and up	282	9.96%	84.0	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%	55.0	380.72M	303.55M	383.18M	149.97M
Median Active Inventory Listing Price	\$313,450			\$200,000	\$257,500	\$399,900	\$599,000



September 2024

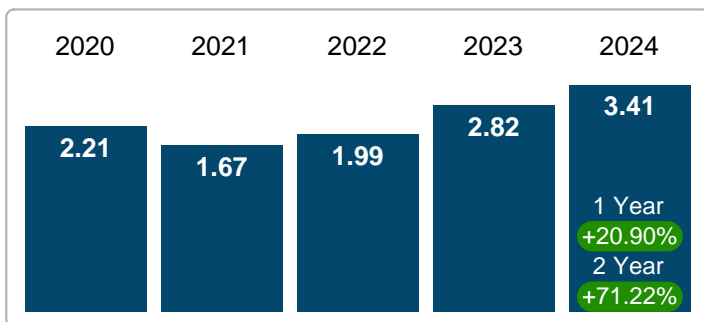
Area Delimited by County Of Tulsa



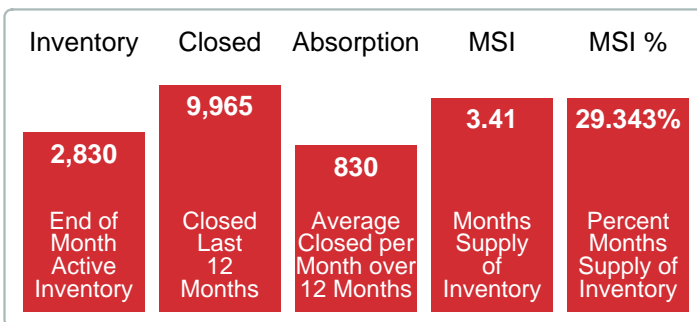
MONTHS SUPPLY of INVENTORY (MSI)

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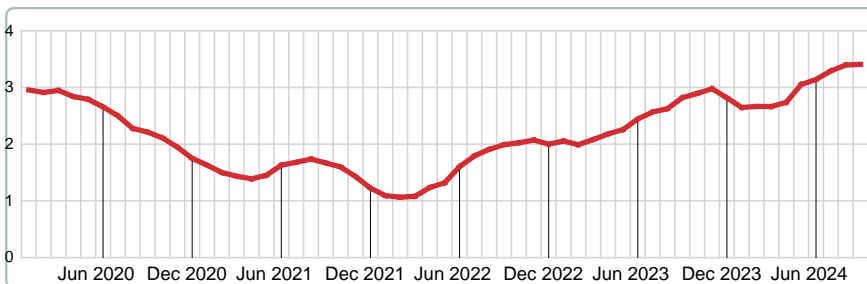
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2024

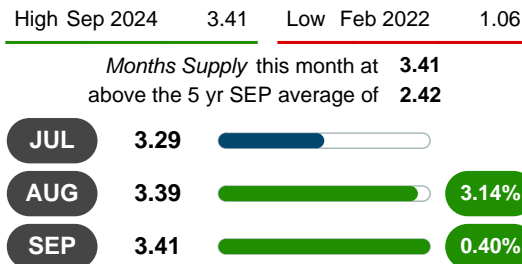


5 YEAR MARKET ACTIVITY TRENDS



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

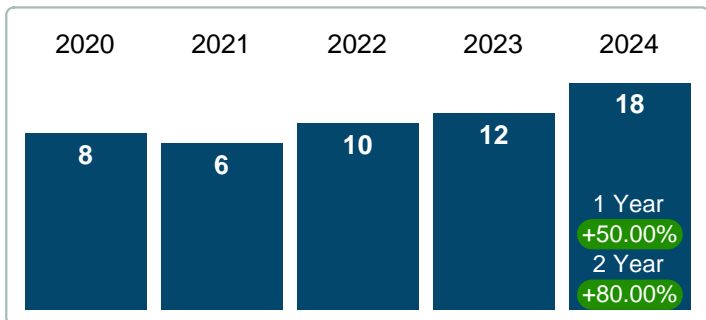
Area Delimited by County Of Tulsa



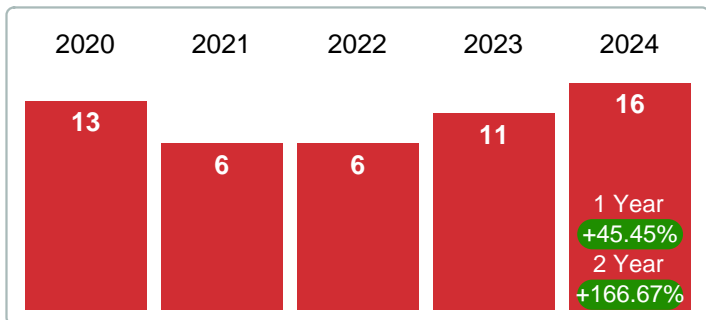
MEDIAN DAYS ON MARKET TO SALE

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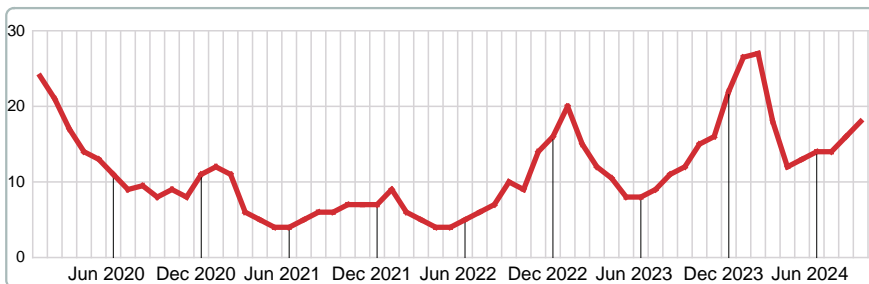
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

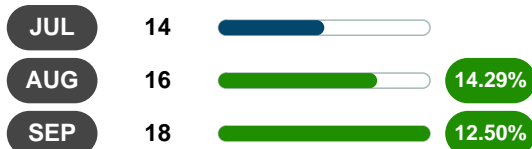


3 MONTHS

5 year SEP AVG = 11

High Feb 2024 27 Low May 2022 4

Median Days on Market to Sale this month at 18 above the 5 yr SEP average of 11



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
\$0 and less	0	0.00%	84	0	0	0	0
\$1-\$100,000	157	20.13%	17	20	15	25	72
\$100,001-\$175,000	109	13.97%	11	14	10	30	0
\$175,001-\$275,000	203	26.03%	15	20	15	20	4
\$275,001-\$375,000	132	16.92%	22	45	13	34	51
\$375,001-\$525,000	102	13.08%	34	24	35	33	40
\$525,001 and up	77	9.87%	28	12	31	28	45
Median Closed DOM			18	19	14	27	36
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

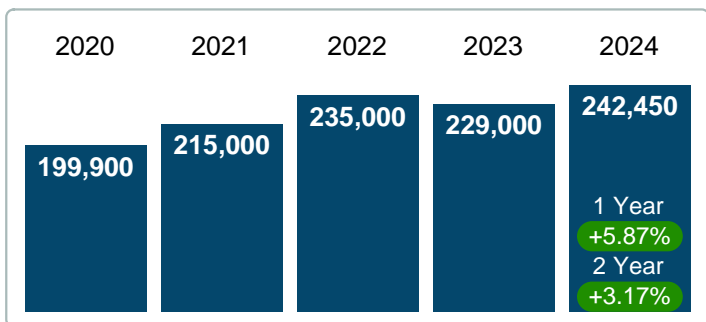
Area Delimited by County Of Tulsa



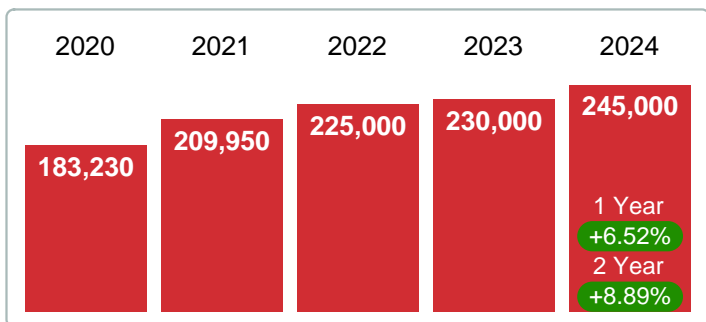
MEDIAN LIST PRICE AT CLOSING

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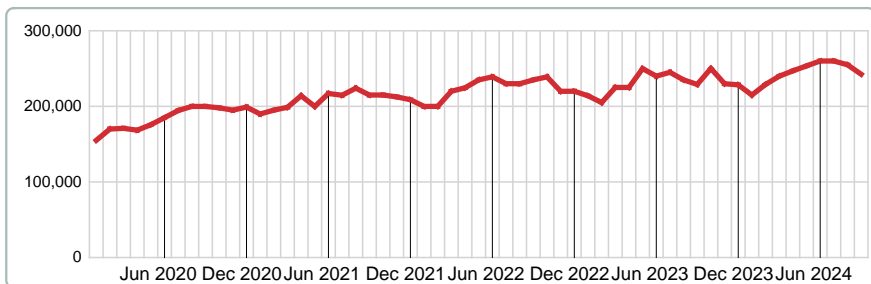
SEPTEMBER



YEAR TO DATE (YTD)

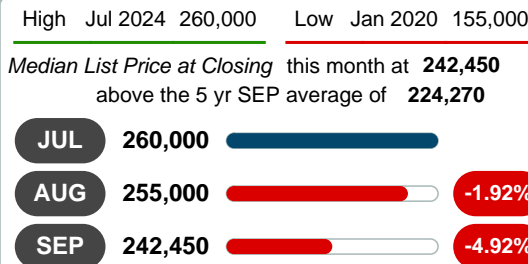


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 224,270



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
\$0 and less	0	0.00%	28	0	0	0	0
\$1	160	20.51%	1,800	27,000	1,595	1,900	4,500
\$100,001 - \$175,000	97	12.44%	149,000	140,000	151,000	137,750	0
\$175,001 - \$275,000	206	26.41%	235,000	226,250	234,900	249,900	235,555
\$275,001 - \$375,000	130	16.67%	319,945	339,680	317,000	315,000	373,450
\$375,001 - \$525,000	108	13.85%	425,000	425,000	425,000	425,000	465,000
\$525,001 and up	79	10.13%	669,500	875,000	617,500	669,500	697,500
Median List Price			242,450	135,000	224,900	386,100	525,000
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

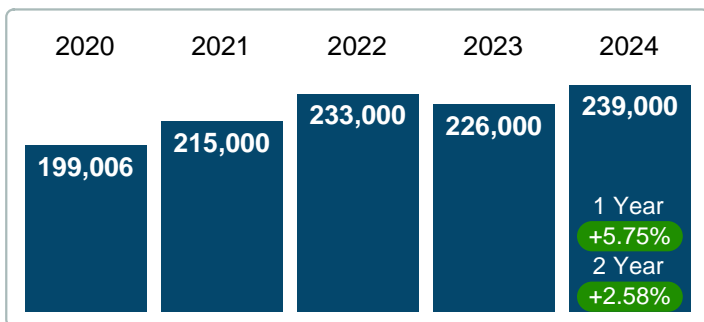
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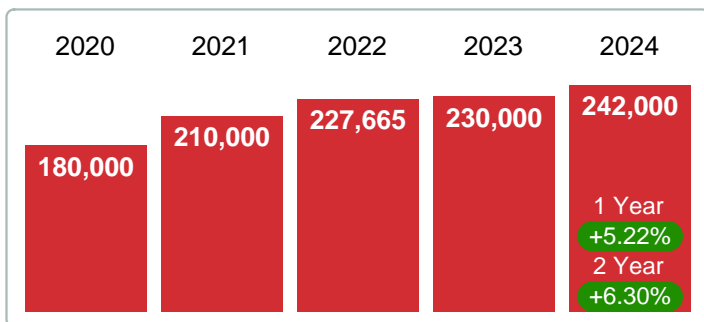
MEDIAN SOLD PRICE AT CLOSING

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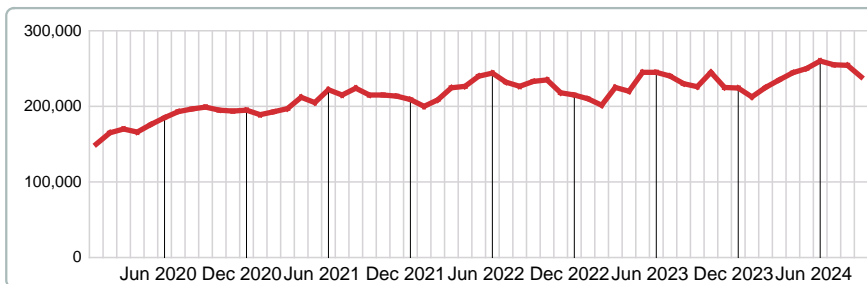
SEPTEMBER



YEAR TO DATE (YTD)

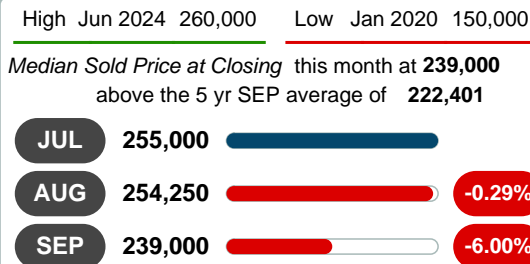


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 222,401



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
\$0 and less	0	0.00%	669,500	0	0	0	0
\$1	157	20.13%	1,795	20,500	1,550	1,900	4,500
\$100,001	109	13.97%	145,000	139,950	150,825	137,750	0
\$175,001	203	26.03%	230,000	220,000	230,000	247,000	235,555
\$275,001	132	16.92%	319,995	339,500	315,000	319,990	371,000
\$375,001	102	13.08%	425,000	425,000	414,125	425,000	465,000
\$525,001 and up	77	9.87%	665,000	1,100,000	618,000	653,003	692,500
Median Sold Price			239,000	131,000	220,000	379,700	522,000
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

Area Delimited by County Of Tulsa



MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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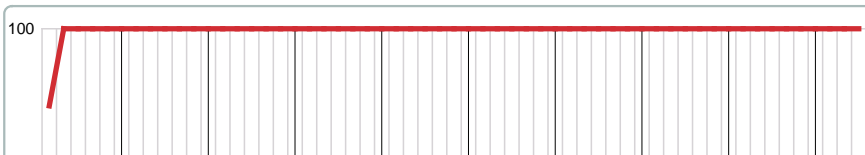
SEPTEMBER

2020	2021	2022	2023	2024
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YEAR TO DATE (YTD)

2020	2021	2022	2023	2024
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5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 100.00%

High Sep 2024 100.00% Low Jan 2020 99.66%

Median Sold/List Ratio this month at **100.00%**
equal to 5 yr SEP average of **100.00%**

JUL 100.00%

AUG 100.00%

SEP 100.00%

0.00%

0.00%

DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	65.00%	0.00%	0.00%	0.00%	0.00%
\$1 - \$100,000	157	20.13%	100.00%	100.00%	100.00%	100.00%	100.00%
\$100,001 - \$175,000	109	13.97%	98.64%	96.74%	100.00%	98.82%	0.00%
\$175,001 - \$275,000	203	26.03%	99.02%	97.87%	99.31%	100.00%	100.00%
\$275,001 - \$375,000	132	16.92%	99.77%	97.13%	99.83%	100.00%	99.73%
\$375,001 - \$525,000	102	13.08%	99.21%	97.70%	98.73%	99.45%	100.00%
\$525,001 and up	77	9.87%	98.99%	100.00%	100.00%	98.60%	98.78%
Median Sold/List Ratio		100.00%		98.57%	100.00%	100.00%	99.47%
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

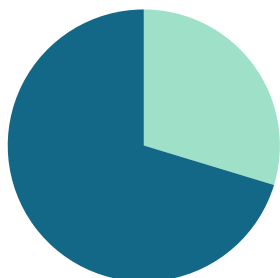
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MARKET SUMMARY

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

INVENTORY

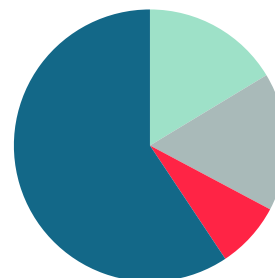


Inventory
 New Listings
 1,203 = 29.69%
 Start Inventory
 2,849
 Total Inventory Units
 4,052
 Volume
 \$1,622,957,957

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%
Median List Price	229,000	242,450	5.87%	230,000	245,000	6.52%
Median Sale Price	226,000	239,000	5.75%	230,000	242,000	5.22%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Days on Market to Sale	12.00	18.00	50.00%	11.00	16.00	45.45%
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%

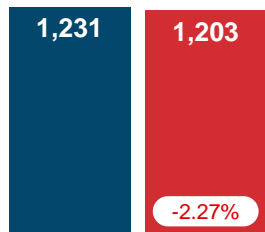
Absorption: Last 12 months, an Average of 830 Sales/Month

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

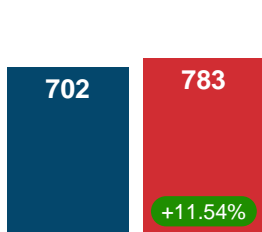
SEPTEMBER MARKET

MEDIAN PRICES

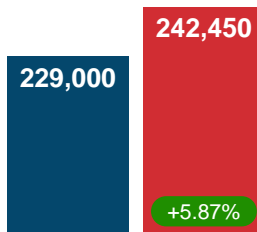
New Listings



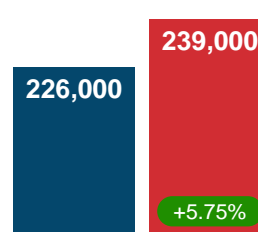
Pending Listings



List Price



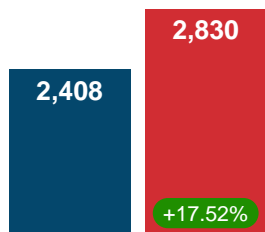
Sale Price



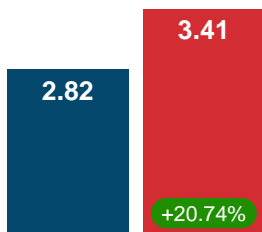
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

