

October 2024



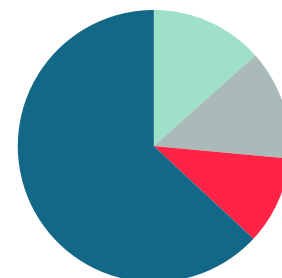
Area Delimited by County Of Bryan - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2023	October 2024	+/-%
Closed Listings	44	41	-6.82%
Pending Listings	38	40	5.26%
New Listings	66	67	1.52%
Average List Price	315,425	273,480	-13.30%
Average Sale Price	303,964	264,139	-13.10%
Average Percent of Selling Price to List Price	96.56%	96.17%	-0.41%
Average Days on Market to Sale	46.55	40.22	-13.59%
End of Month Inventory	185	193	4.32%
Months Supply of Inventory	4.48	4.95	10.34%



■ Closed (13.40%)
■ Pending (13.07%)
■ Other OffMarket (10.46%)
■ Active (63.07%)

Absorption: Last 12 months, an Average of **39** Sales/Month
Active Inventory as of October 31, 2024 = **193**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2024 rose **4.32%** to 193 existing homes available for sale. Over the last 12 months this area has had an average of 39 closed sales per month. This represents an unsold inventory index of **4.95** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **13.10%** in October 2024 to \$264,139 versus the previous year at \$303,964.

Average Days on Market Shortens

The average number of **40.22** days that homes spent on the market before selling decreased by 6.33 days or **13.59%** in October 2024 compared to last year's same month at **46.55** DOM.

Sales Success for October 2024 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 67 New Listings in October 2024, up **1.52%** from last year at 66. Furthermore, there were 41 Closed Listings this month versus last year at 44, a **-6.82%** decrease.

Closed versus Listed trends yielded a **61.2%** ratio, down from previous year's, October 2023, at **66.7%**, a **8.21%** 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®

Visit www.tulsarealtors.com to find a REALTOR® today.

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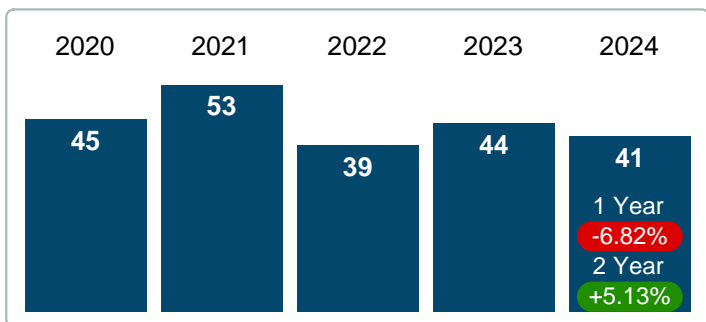
Area Delimited by County Of Bryan - Residential Property Type



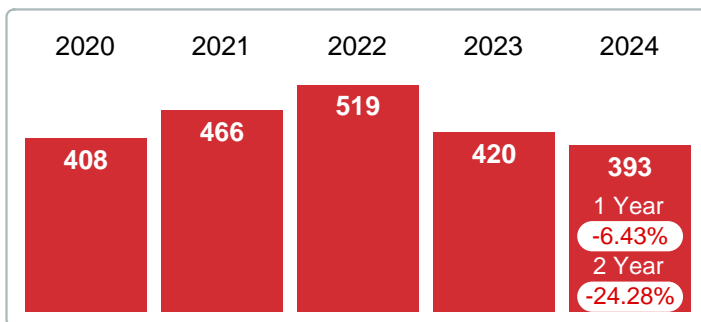
CLOSED LISTINGS

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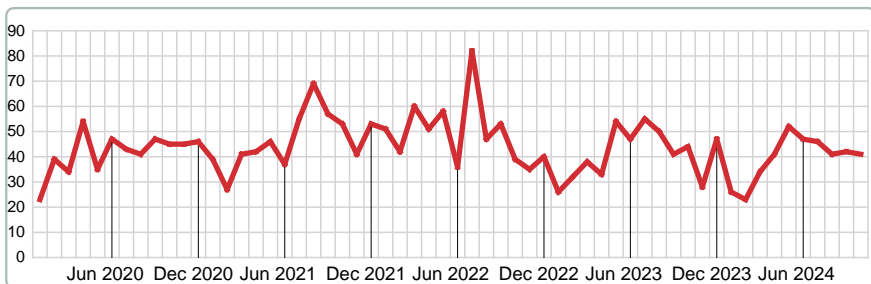
OCTOBER



YEAR TO DATE (YTD)

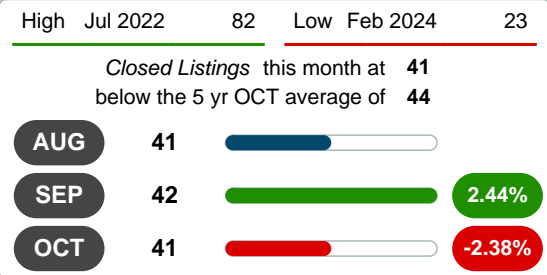


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 44



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	2	4.88%	11.0	1	1	0	0
\$100,001 - \$175,000	7	17.07%	63.7	3	4	0	0
\$175,001 - \$200,000	3	7.32%	59.3	0	2	1	0
\$200,001 - \$250,000	13	31.71%	29.5	0	13	0	0
\$250,001 - \$300,000	6	14.63%	17.3	0	4	2	0
\$300,001 - \$475,000	5	12.20%	39.2	0	2	2	1
\$475,001 and up	5	12.20%	64.0	0	3	1	1
Total Closed Units	41			4	29	6	2
Total Closed Volume	10,829,680	100%	40.2	402.00K	7.64M	1.85M	936.50K
Average Closed Price	\$264,139			\$100,500	\$263,398	\$308,773	\$468,250

October 2024



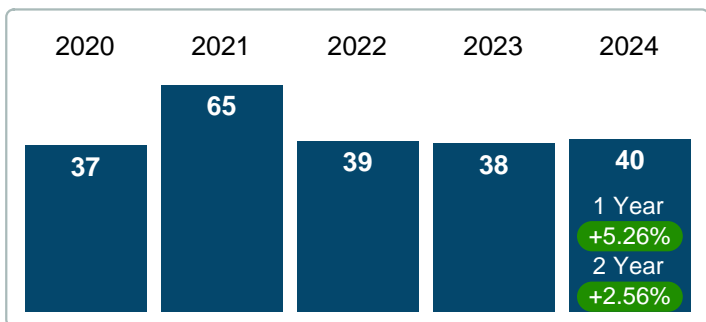
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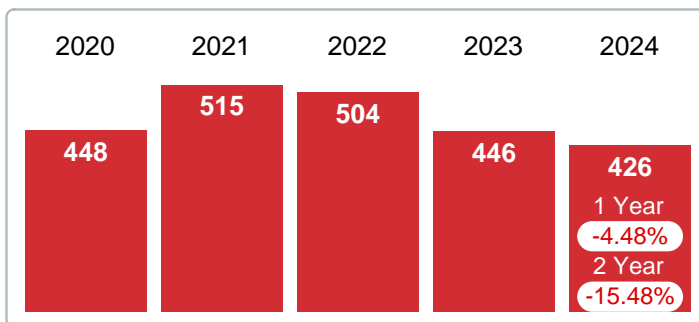
PENDING LISTINGS

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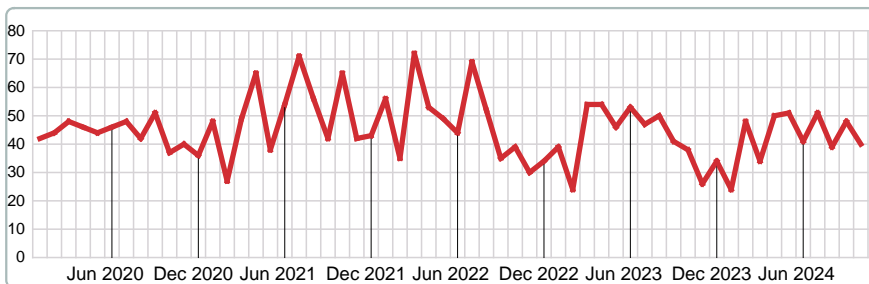
OCTOBER



YEAR TO DATE (YTD)

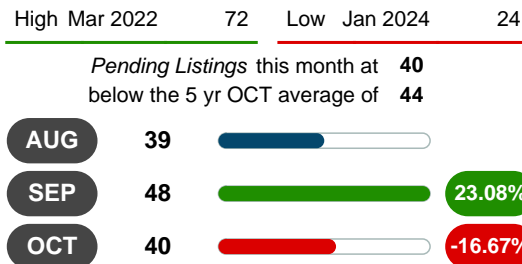


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 44



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	4	10.00%	99.0	2	2	0	0
\$100,001 - \$150,000	4	10.00%	101.0	1	3	0	0
\$150,001 - \$200,000	8	20.00%	28.1	0	6	2	0
\$200,001 - \$275,000	9	22.50%	79.1	0	9	0	0
\$275,001 - \$350,000	6	15.00%	15.8	0	5	1	0
\$350,001 - \$450,000	6	15.00%	67.0	0	5	1	0
\$450,001 and up	3	7.50%	114.0	0	1	2	0
Total Pending Units	40			3	31	6	0
Total Pending Volume	10,713,565	100%	42.8	302.50K	7.95M	2.46M	0.00B
Average Listing Price	\$266,967			\$100,833	\$256,425	\$410,313	\$0

October 2024



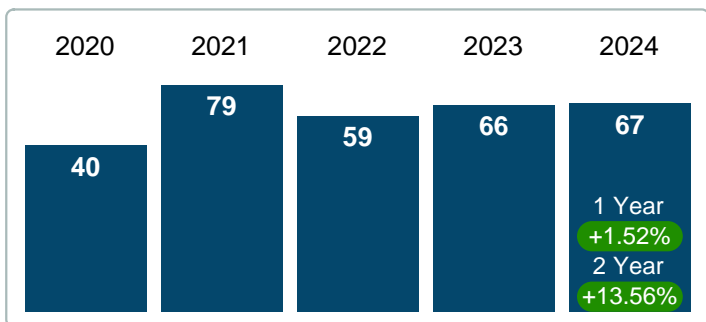
Area Delimited by County Of Bryan - Residential Property Type



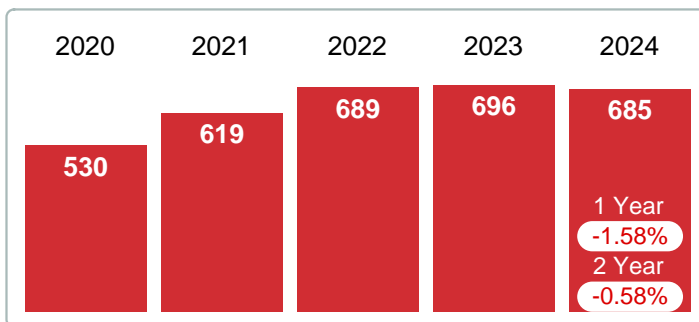
NEW LISTINGS

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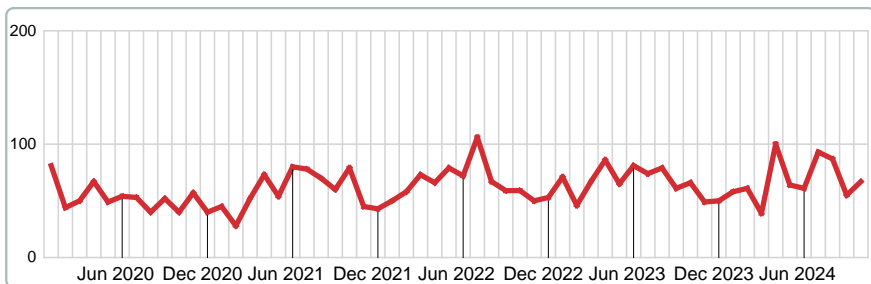
OCTOBER



YEAR TO DATE (YTD)

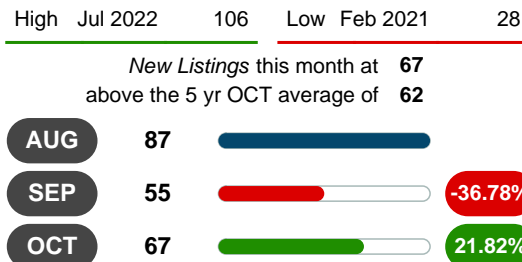


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 62



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	4	5.97%	1	3	0	0
\$150,001 - \$200,000	10	14.93%	0	8	2	0
\$200,001 - \$250,000	10	14.93%	1	9	0	0
\$250,001 - \$325,000	18	26.87%	0	16	2	0
\$325,001 - \$375,000	10	14.93%	0	8	1	1
\$375,001 - \$675,000	8	11.94%	0	5	2	1
\$675,001 and up	7	10.45%	0	1	5	1
Total New Listed Units	67		2	50	12	3
Total New Listed Volume	27,808,465	100%	353.00K	14.96M	10.78M	1.72M
Average New Listed Listing Price	\$280,000		\$176,500	\$299,172	\$898,081	\$573,300

October 2024



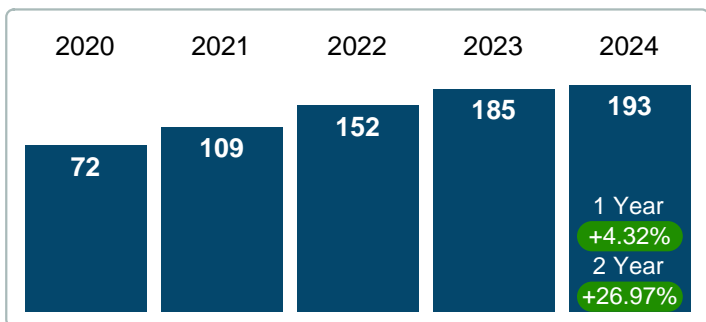
Area Delimited by County Of Bryan - Residential Property Type



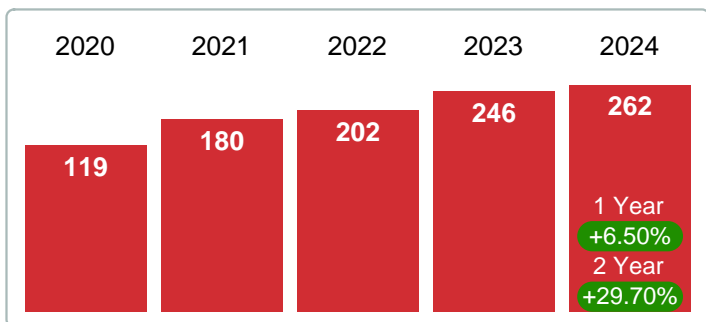
ACTIVE INVENTORY

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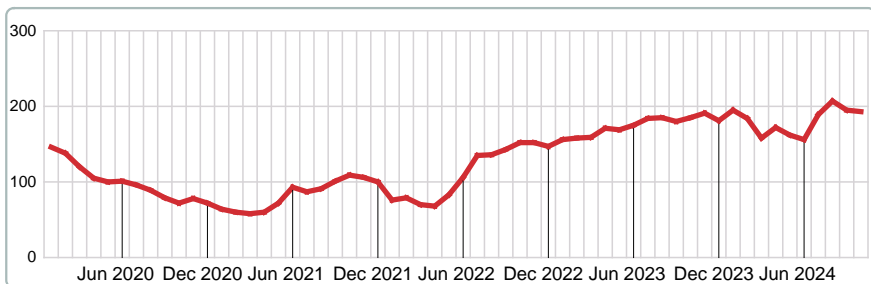
END OF OCTOBER



ACTIVE DURING OCTOBER

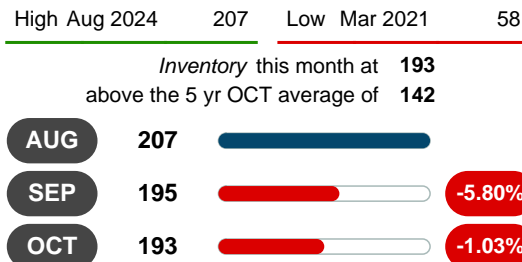


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 142



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	15	7.77%	79.5	7	7	1	0
\$150,001 - \$200,000	26	13.47%	82.9	5	16	5	0
\$200,001 - \$250,000	27	13.99%	58.4	3	20	4	0
\$250,001 - \$350,000	50	25.91%	58.3	2	38	8	2
\$350,001 - \$475,000	31	16.06%	80.6	2	20	8	1
\$475,001 - \$700,000	24	12.44%	104.8	2	10	8	4
\$700,001 and up	20	10.36%	97.9	3	6	7	4
Total Active Inventory by Units	193			24	117	41	11
Total Active Inventory by Volume	105,007,168	100%	76.7	10.48M	62.69M	23.16M	8.68M
Average Active Inventory Listing Price	\$544,079			\$436,650	\$535,807	\$564,888	\$788,891

October 2024



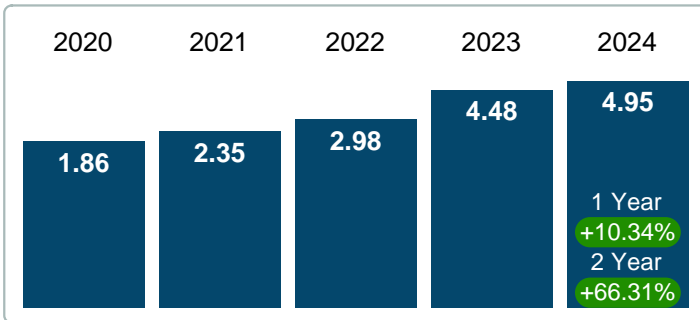
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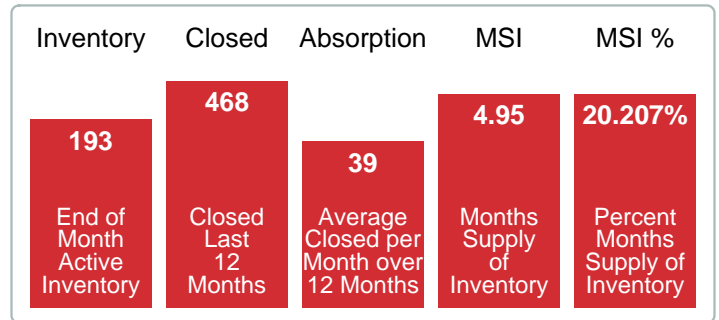
MONTHS SUPPLY of INVENTORY (MSI)

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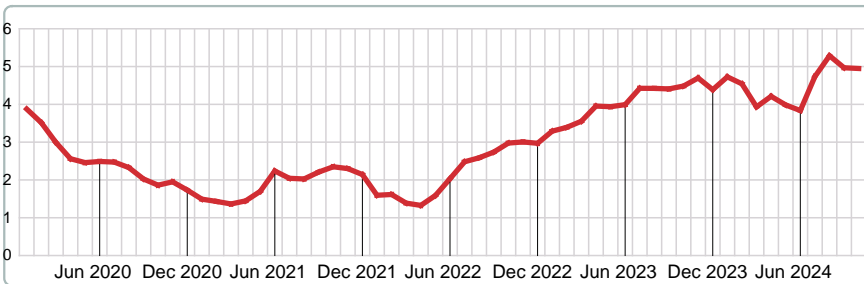
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2024

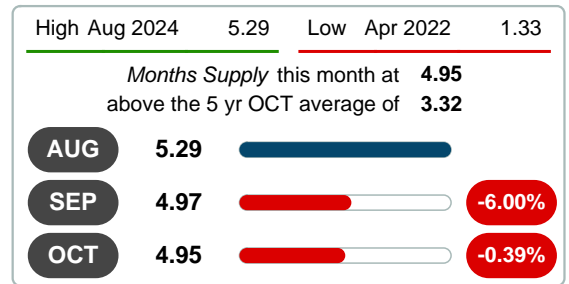


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 3.32



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
\$150,000 and less	15	7.77%	2.17	3.11	1.71	2.40	0.00
\$150,001 - \$200,000	26	13.47%	4.05	3.53	3.76	7.50	0.00
\$200,001 - \$250,000	27	13.99%	3.68	9.00	3.16	6.00	0.00
\$250,001 - \$350,000	50	25.91%	4.80	3.43	6.42	2.34	4.00
\$350,001 - \$475,000	31	16.06%	7.02	24.00	8.00	5.05	4.00
\$475,001 - \$700,000	24	12.44%	10.67	24.00	13.33	8.73	8.00
\$700,001 and up	20	10.36%	16.00	36.00	10.29	21.00	16.00
Market Supply of Inventory (MSI)			4.95	4.97	4.79	5.13	6.29
Total Active Inventory by Units		100%	4.95	24	117	41	11

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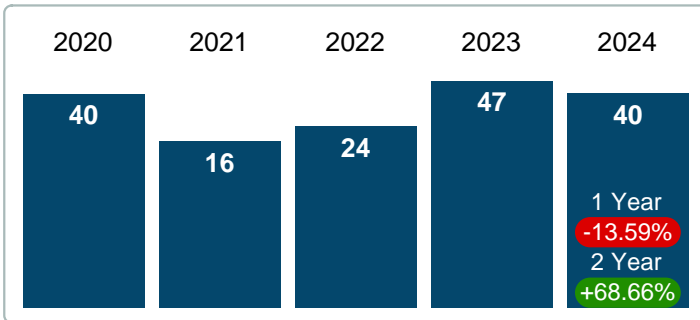
Area Delimited by County Of Bryan - Residential Property Type



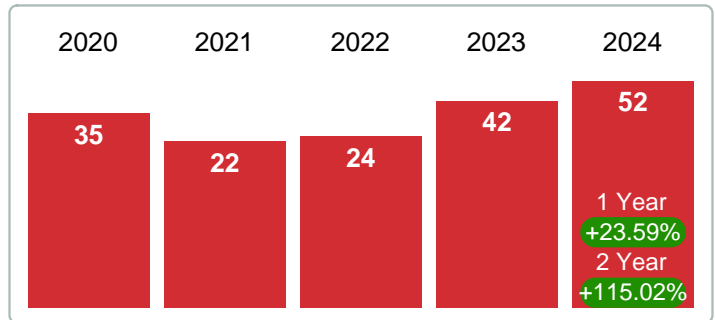
AVERAGE DAYS ON MARKET TO SALE

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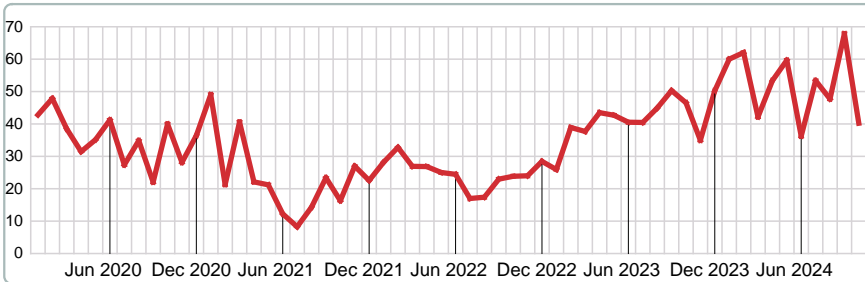
OCTOBER



YEAR TO DATE (YTD)

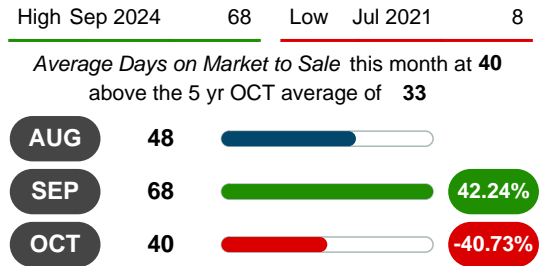


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 33



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		
\$100,000 and less	4.88%	11	8	14	0	0		
\$100,001 - \$175,000	17.07%	64	72	58	0	0		
\$175,001 - \$200,000	7.32%	59	0	78	22	0		
\$200,001 - \$250,000	31.71%	29	0	29	0	0		
\$250,001 - \$300,000	14.63%	17	0	22	8	0		
\$300,001 - \$475,000	12.20%	39	0	54	30	29		
\$475,001 and up	12.20%	64	0	53	39	123		
Average Closed DOM		40		56	39	23	76	
Total Closed Units		41	100%	40	4	29	6	2
Total Closed Volume		10,829,680		402.00K	7.64M	1.85M	936.50K	

October 2024



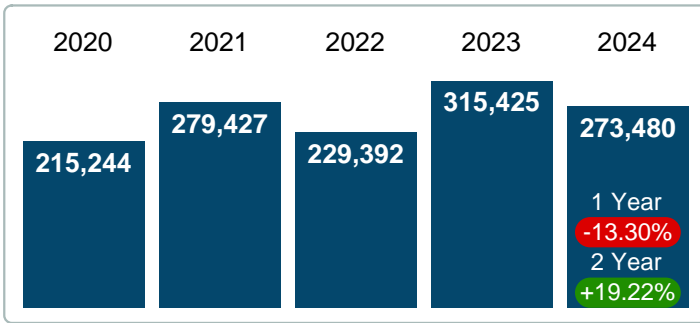
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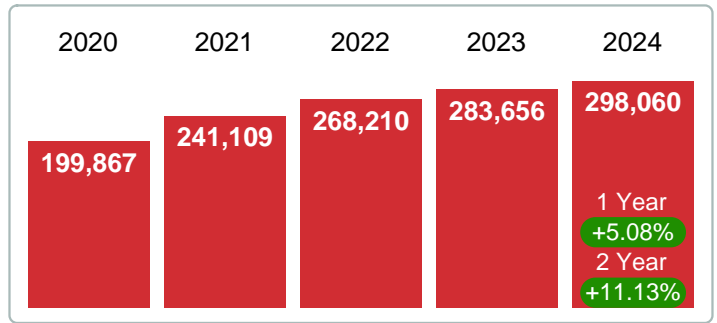
AVERAGE LIST PRICE AT CLOSING

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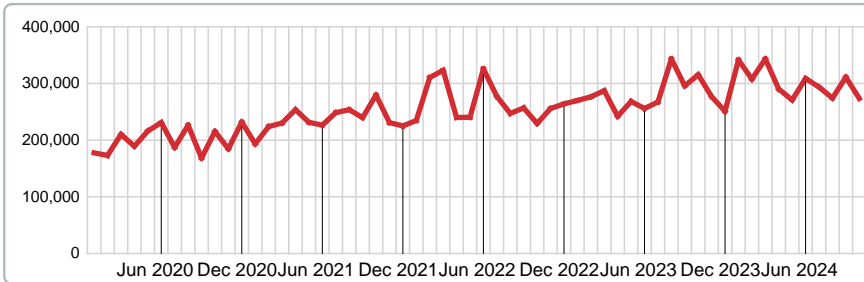
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

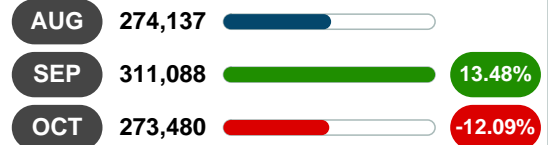


3 MONTHS

5 year OCT AVG = 262,594

High Mar 2024 343,165 Low Sep 2020 168,410

Average List Price at Closing this month at **273,480**
above the 5 yr OCT average of **262,594**



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
\$100,000 and less	4.88%	67,250	84,500	50,000	0	0
\$100,001 - \$175,000	14.63%	140,133	129,300	157,975	0	0
\$175,001 - \$200,000	12.20%	190,680	0	189,500	195,500	0
\$200,001 - \$250,000	24.39%	232,224	0	235,346	0	0
\$250,001 - \$300,000	19.51%	271,080	0	278,160	259,320	0
\$300,001 - \$475,000	12.20%	361,540	0	354,450	334,400	430,000
\$475,001 and up	12.20%	597,080	0	648,300	499,000	541,500
Average List Price		273,480	118,100	271,960	313,657	485,750
Total Closed Units	100%	273,480	4	29	6	2
Total Closed Volume		11,212,680	472.40K	7.89M	1.88M	971.50K

October 2024



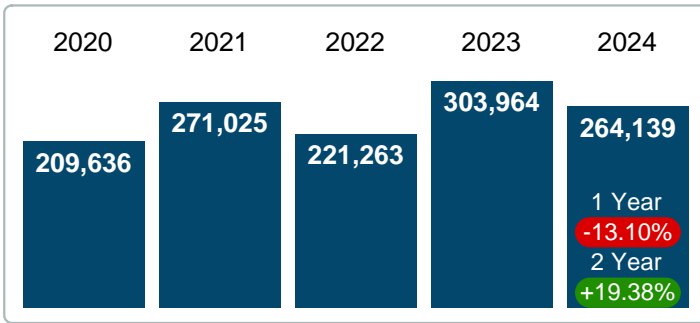
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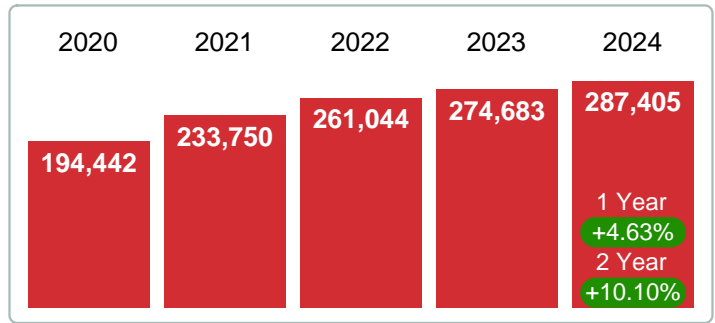
AVERAGE SOLD PRICE AT CLOSING

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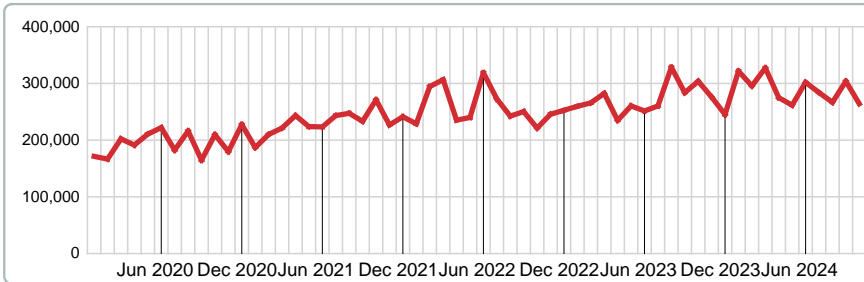
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

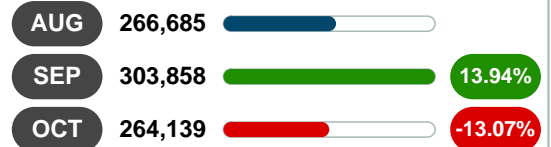


3 MONTHS

5 year OCT AVG = 254,005

High Aug 2023 328,410 Low Sep 2020 164,676

Average Sold Price at Closing this month at **264,139** above the 5 yr OCT average of **254,005**



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
\$100,000 and less	2	4.88%	54,000	65,000	43,000	0	0
\$100,001 - \$175,000	7	17.07%	136,271	112,333	154,225	0	0
\$175,001 - \$200,000	3	7.32%	192,833	0	193,250	192,000	0
\$200,001 - \$250,000	13	31.71%	229,154	0	229,154	0	0
\$250,001 - \$300,000	6	14.63%	267,297	0	271,285	259,320	0
\$300,001 - \$475,000	5	12.20%	349,200	0	347,000	328,500	395,000
\$475,001 and up	5	12.20%	572,100	0	611,333	485,000	541,500
Average Sold Price			264,139	100,500	263,398	308,773	468,250
Total Closed Units		100%	264,139	4	29	6	2
Total Closed Volume			10,829,680	402.00K	7.64M	1.85M	936.50K

October 2024



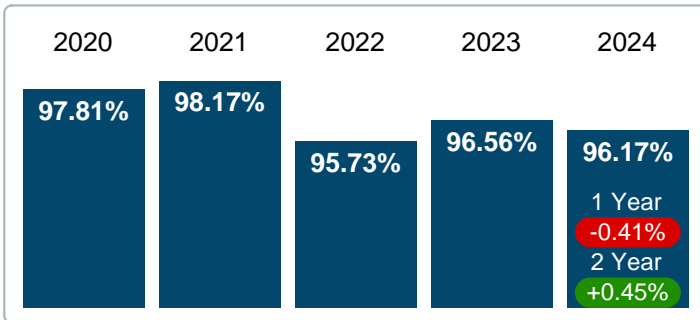
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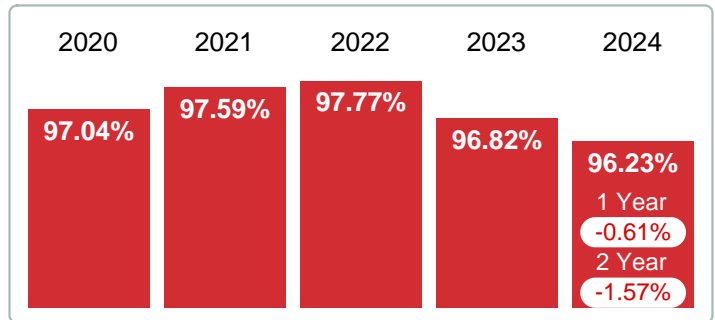
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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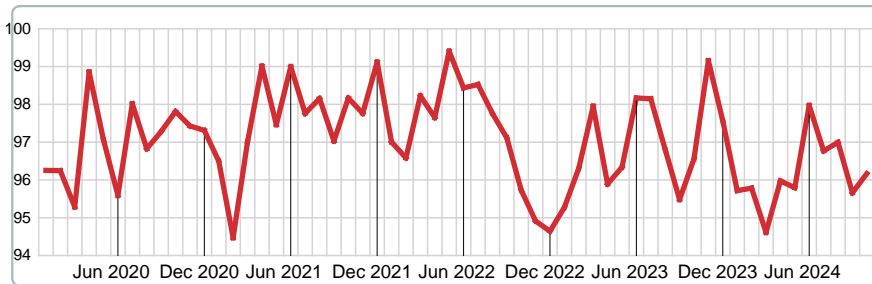
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

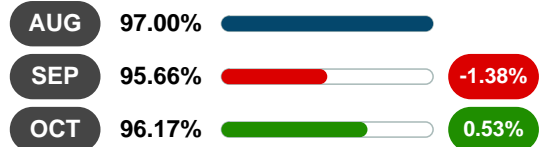


3 MONTHS

5 year OCT AVG = 96.89%

High May 2022 99.41% Low Feb 2021 94.47%

Average Sold/List Ratio this month at **96.17%**
below the 5 yr OCT average of **96.89%**



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	
\$100,000 and less	2	4.88%	81.46%	76.92%	86.00%	0.00%	0.00%	
\$100,001 - \$175,000	7	17.07%	93.39%	87.01%	98.18%	0.00%	0.00%	
\$175,001 - \$200,000	3	7.32%	100.72%	0.00%	101.97%	98.21%	0.00%	
\$200,001 - \$250,000	13	31.71%	97.70%	0.00%	97.70%	0.00%	0.00%	
\$250,001 - \$300,000	6	14.63%	98.47%	0.00%	97.66%	100.08%	0.00%	
\$300,001 - \$475,000	5	12.20%	96.83%	0.00%	97.89%	98.25%	91.86%	
\$475,001 and up	5	12.20%	95.82%	0.00%	93.97%	97.19%	100.00%	
Average Sold/List Ratio		96.20%		84.49%	97.28%	98.68%	95.93%	
Total Closed Units		41	100%	96.20%	4	29	6	2
Total Closed Volume		10,829,680			402.00K	7.64M	1.85M	936.50K

October 2024



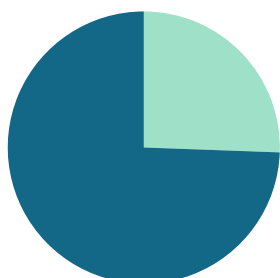
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

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

INVENTORY

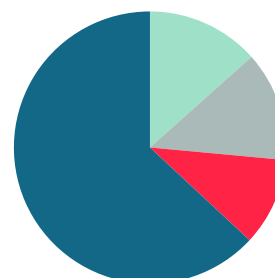


Inventory
 New Listings
67 = 25.57%
 Start Inventory
195
 Total Inventory Units
262
 Volume
\$129,126,478

Market Activity

Closed Sales
41 = 13.40%
 Pending Sales
40 = 13.07%
 Other Off Market
32 = 10.46%
 Active Inventory
193 = 63.07%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	44	41	-6.82%	420	393	-6.43%
Pending Sales	38	40	5.26%	446	426	-4.48%
New Listings	66	67	1.52%	696	685	-1.58%
Average List Price	315,425	273,480	-13.30%	283,656	298,060	5.08%
Average Sale Price	303,964	264,139	-13.10%	274,683	287,405	4.63%
Average Percent of Selling Price to List Price	96.56%	96.17%	-0.41%	96.82%	96.23%	-0.61%
Average Days on Market to Sale	46.55	40.22	-13.59%	41.85	51.72	23.59%
Monthly Inventory	185	193	4.32%	185	193	4.32%
Months Supply of Inventory	4.48	4.95	10.34%	4.48	4.95	10.34%

Absorption: Last 12 months, an Average of **39** Sales/Month

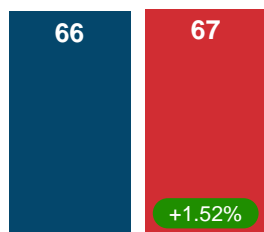
Inventory on October 31, 2024 = **193**

2023 **2024**

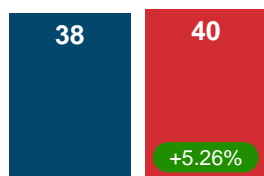
OCTOBER MARKET

AVERAGE PRICES

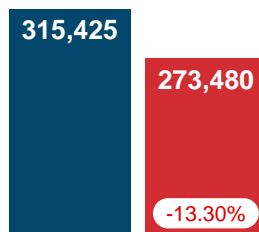
New Listings



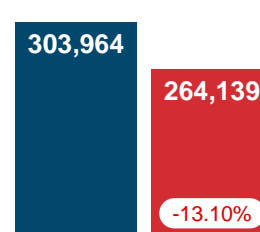
Pending Listings



List Price



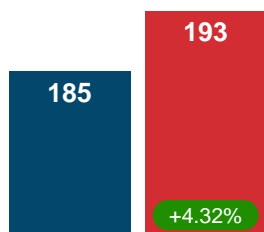
Sale Price



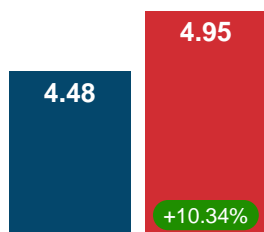
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

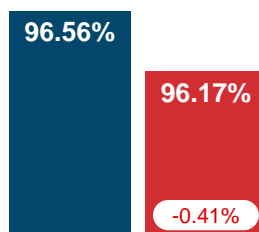
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

