

# October 2024



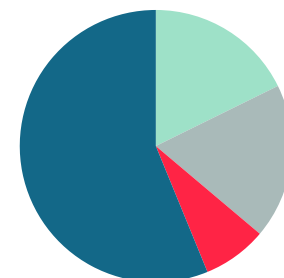
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Nov 26, 2024 for MLS Technology Inc.

Compared Metrics	2023	October 2024	+/-%
Closed Listings	1,015	1,091	7.49%
Pending Listings	975	1,135	16.41%
New Listings	1,382	1,608	16.35%
Median List Price	269,900	265,500	-1.63%
Median Sale Price	265,000	260,000	-1.89%
Median Percent of Selling Price to List Price	100.00%	99.43%	-0.57%
Median Days on Market to Sale	14.00	23.00	64.29%
End of Month Inventory	2,679	3,460	29.15%
Months Supply of Inventory	2.58	3.33	29.05%



■ Closed (17.72%)  
■ Pending (18.43%)  
■ Other OffMarket (7.65%)  
■ Active (56.20%)

**Absorption:** Last 12 months, an Average of **1,041** Sales/Month  
**Active Inventory** as of October 31, 2024 = **3,460**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2024 rose **29.15%** to 3,460 existing homes available for sale. Over the last 12 months this area has had an average of 1,041 closed sales per month. This represents an unsold inventory index of **3.33** MSI for this period.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **1.89%** in October 2024 to \$260,000 versus the previous year at \$265,000.

#### Median Days on Market Lengthens

The median number of **23.00** days that homes spent on the market before selling increased by 9.00 days or **64.29%** in October 2024 compared to last year's same month at **14.00** DOM.

#### Sales Success for October 2024 is Positive

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

There were 1,608 New Listings in October 2024, up **16.35%** from last year at 1,382. Furthermore, there were 1,091 Closed Listings this month versus last year at 1,015, a **7.49%** increase.

Closed versus Listed trends yielded a **67.8%** ratio, down from previous year's, October 2023, at **73.4%**, a **7.62%** 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

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

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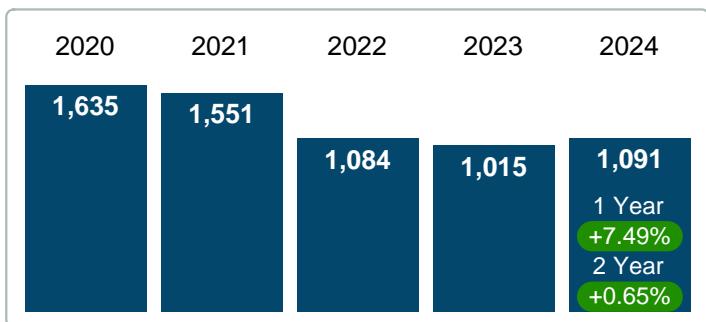
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



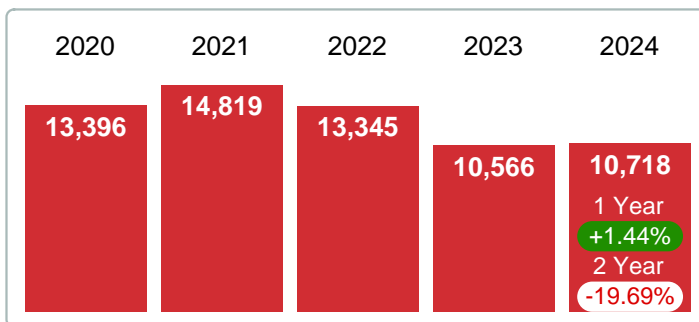
## CLOSED LISTINGS

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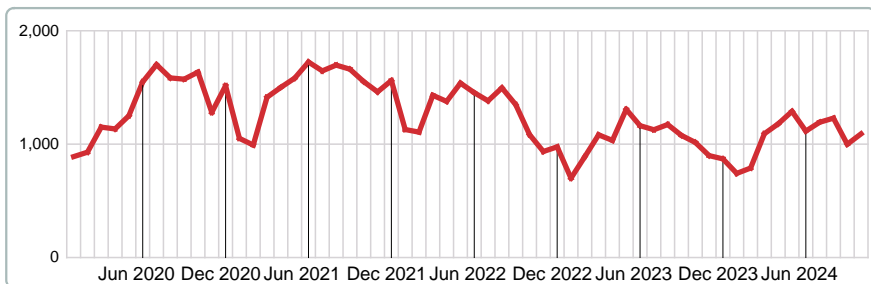
### OCTOBER



### YEAR TO DATE (YTD)

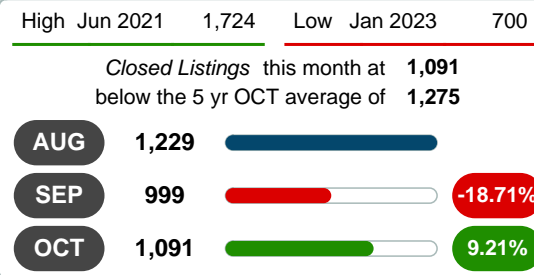


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 1,275



### 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	118	10.82%	15.5	61	48	8	1
\$125,001 - \$175,000	135	12.37%	19.0	32	86	16	1
\$175,001 - \$225,000	165	15.12%	16.0	20	125	20	0
\$225,001 - \$300,000	250	22.91%	25.5	13	168	62	7
\$300,001 - \$375,000	147	13.47%	28.0	4	81	56	6
\$375,001 - \$550,000	167	15.31%	36.0	4	63	81	19
\$550,001 and up	109	9.99%	22.0	1	22	61	25
<b>Total Closed Units</b>	<b>1,091</b>			<b>135</b>	<b>593</b>	<b>304</b>	<b>59</b>
<b>Total Closed Volume</b>	<b>343,418,752</b>	<b>100%</b>	<b>23.0</b>	<b>21.23M</b>	<b>160.27M</b>	<b>126.89M</b>	<b>35.03M</b>
<b>Median Closed Price</b>	<b>\$260,000</b>			<b>\$135,000</b>	<b>\$242,000</b>	<b>\$350,000</b>	<b>\$492,500</b>

# October 2024



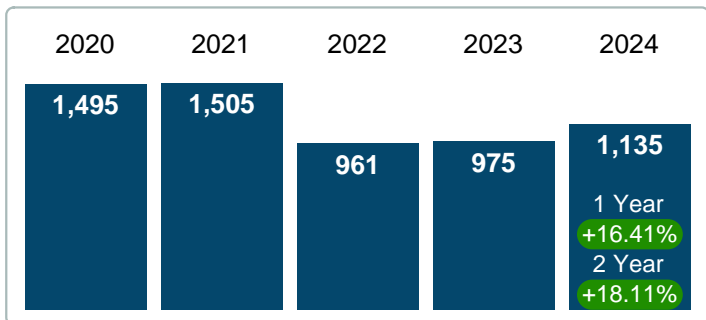
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



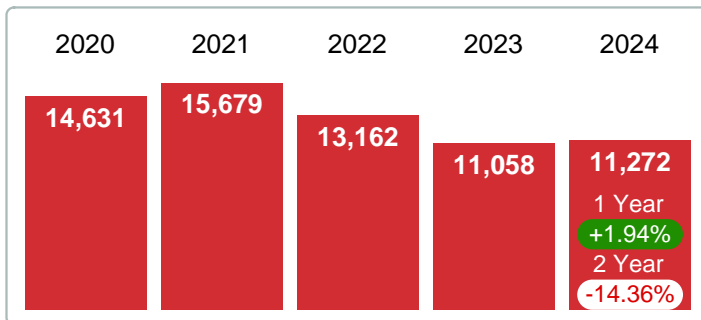
## PENDING LISTINGS

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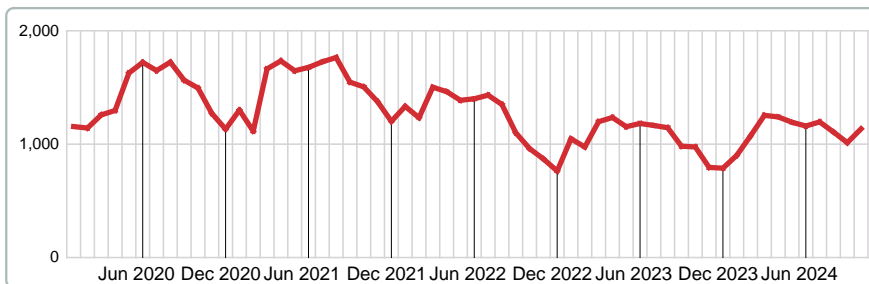
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 1,214

High Aug 2021 1,764 Low Dec 2022 763

Pending Listings this month at 1,135 below the 5 yr OCT average of 1,214



## 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	120	10.57%	13.0	60	51	8	1
\$125,001 - \$175,000	129	11.37%	19.0	24	92	13	0
\$175,001 - \$225,000	175	15.42%	22.0	20	128	26	1
\$225,001 - \$300,000	280	24.67%	27.0	11	189	75	5
\$300,001 - \$375,000	163	14.36%	23.0	7	81	66	9
\$375,001 - \$500,000	147	12.95%	31.0	0	61	70	16
\$500,001 and up	121	10.66%	22.0	5	18	77	21
<b>Total Pending Units</b>	<b>1,135</b>			<b>127</b>	<b>620</b>	<b>335</b>	<b>53</b>
<b>Total Pending Volume</b>	<b>349,206,420</b>	<b>100%</b>	<b>24.0</b>	<b>20.46M</b>	<b>161.91M</b>	<b>139.00M</b>	<b>27.84M</b>
<b>Median Listing Price</b>	<b>\$263,820</b>			<b>\$140,000</b>	<b>\$239,900</b>	<b>\$350,000</b>	<b>\$460,000</b>

# October 2024



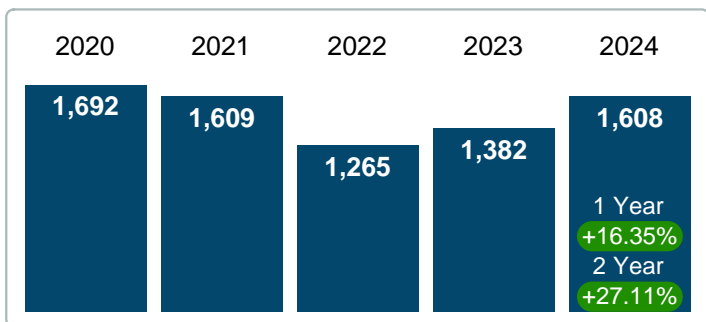
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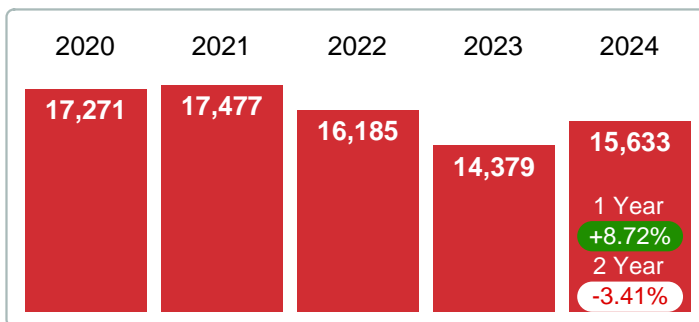
## NEW LISTINGS

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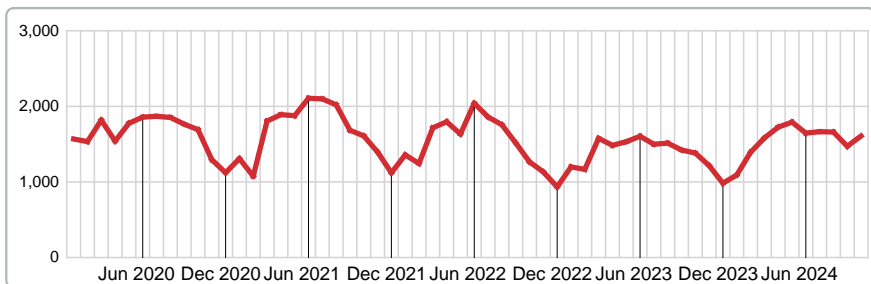
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 1,511

High Jun 2021 2,107 Low Dec 2022 934

New Listings this month at **1,608**  
above the 5 yr OCT average of **1,511**



### 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	145	9.02%	81	59	5	0
\$125,001 - \$175,000	153	9.51%	40	92	18	3
\$175,001 - \$225,000	245	15.24%	24	187	31	3
\$225,001 - \$325,000	443	27.55%	21	284	131	7
\$325,001 - \$400,000	229	14.24%	5	95	114	15
\$400,001 - \$575,000	213	13.25%	14	60	121	18
\$575,001 and up	180	11.19%	7	28	100	45
<b>Total New Listed Units</b>	<b>1,608</b>		<b>192</b>	<b>805</b>	<b>520</b>	<b>91</b>
<b>Total New Listed Volume</b>	<b>557,824,878</b>	<b>100%</b>	<b>42.40M</b>	<b>218.45M</b>	<b>235.78M</b>	<b>61.20M</b>
<b>Median New Listed Listing Price</b>	<b>\$286,995</b>		<b>\$145,000</b>	<b>\$245,000</b>	<b>\$371,950</b>	<b>\$559,000</b>

# October 2024



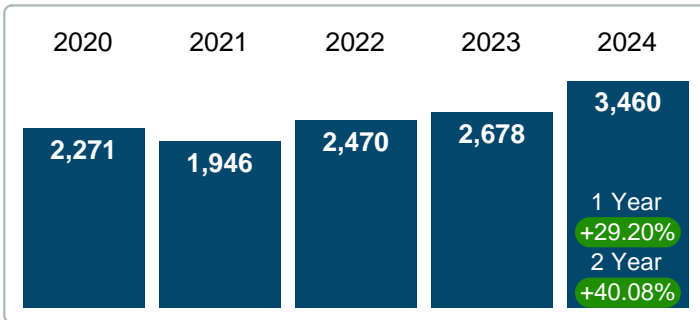
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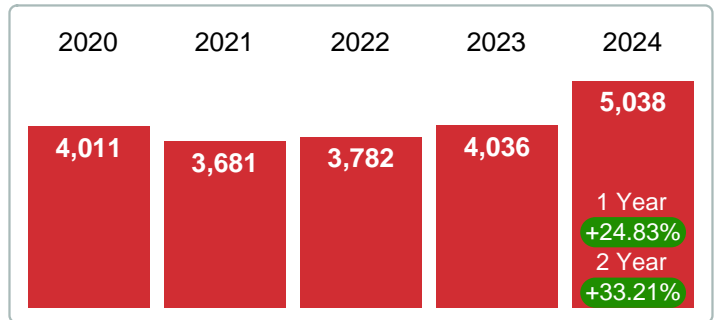
## ACTIVE INVENTORY

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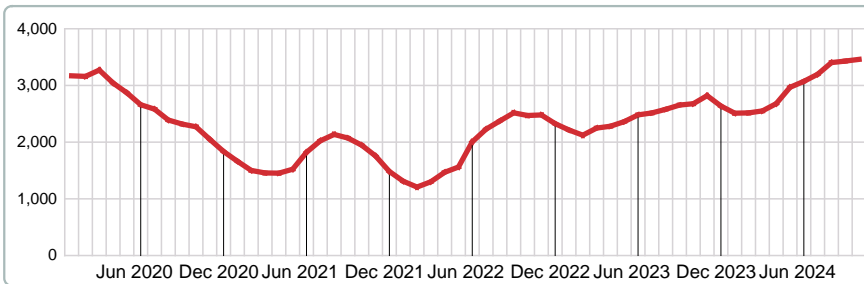
### END OF OCTOBER



### ACTIVE DURING OCTOBER



### 5 YEAR MARKET ACTIVITY TRENDS

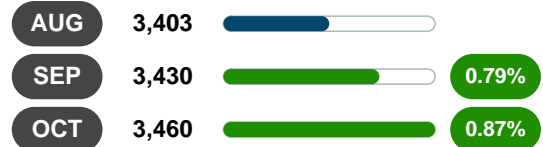


### 3 MONTHS

5 year OCT AVG = 2,565

High Oct 2024 3,460 Low Feb 2022 1,208

Inventory this month at 3,460 above the 5 yr OCT average of 2,565



### 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	283	8.18%	62.0	147	118	17	1
\$125,001 - \$200,000	427	12.34%	42.0	91	276	51	9
\$200,001 - \$275,000	598	17.28%	44.0	58	417	113	10
\$275,001 - \$375,000	798	23.06%	42.0	34	406	325	33
\$375,001 - \$475,000	498	14.39%	57.5	25	206	221	46
\$475,001 - \$675,000	508	14.68%	78.0	21	127	286	74
\$675,001 and up	348	10.06%	69.0	16	61	159	112
Total Active Inventory by Units			3,460	392	1,611	1,172	285
Total Active Inventory by Volume			1,407,432,137	95.54M	504.85M	573.58M	233.45M
Median Active Inventory Listing Price			\$325,000	\$160,000	\$275,000	\$412,150	\$620,000

# October 2024



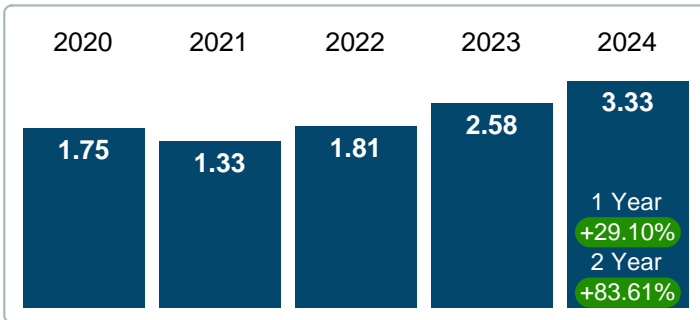
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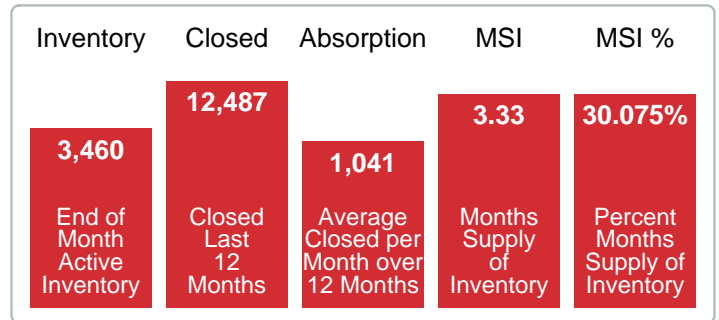
## MONTHS SUPPLY of INVENTORY (MSI)

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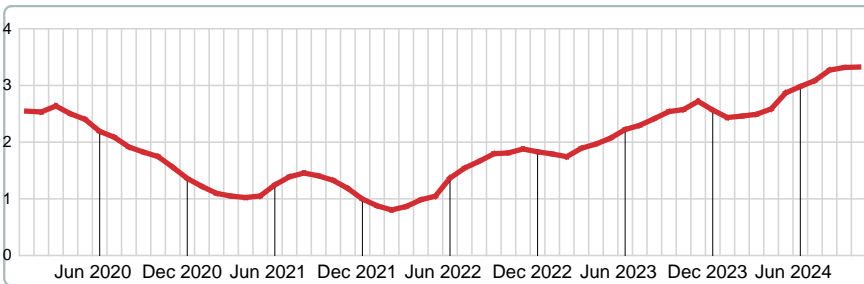
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2024

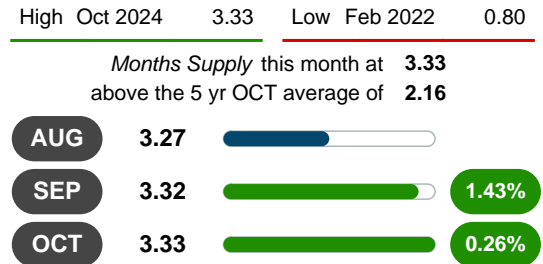


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 2.16



### 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	283	8.18%	2.72	2.75	2.64	3.34	1.09
\$125,001 - \$200,000	427	12.34%	2.17	2.46	1.97	2.79	6.35
\$200,001 - \$275,000	598	17.28%	2.34	3.22	2.21	2.55	2.31
\$275,001 - \$375,000	798	23.06%	3.50	4.34	3.43	3.44	4.60
\$375,001 - \$475,000	498	14.39%	4.67	7.50	5.14	4.18	4.45
\$475,001 - \$675,000	508	14.68%	5.24	10.96	5.03	5.00	5.84
\$675,001 and up	348	10.06%	6.59	24.00	7.47	5.50	7.43
Market Supply of Inventory (MSI)			3.33	3.21	2.85	3.89	5.49
Total Active Inventory by Units		100%	3,460	392	1,611	1,172	285

# October 2024



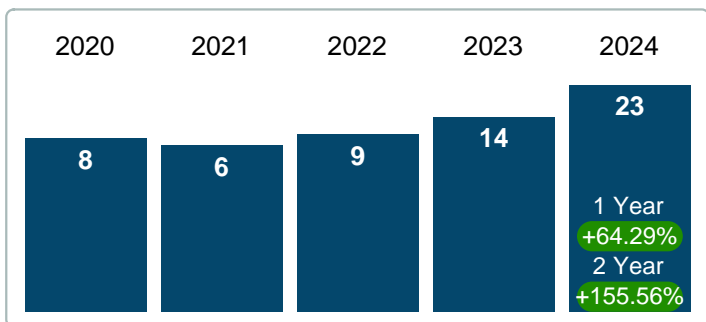
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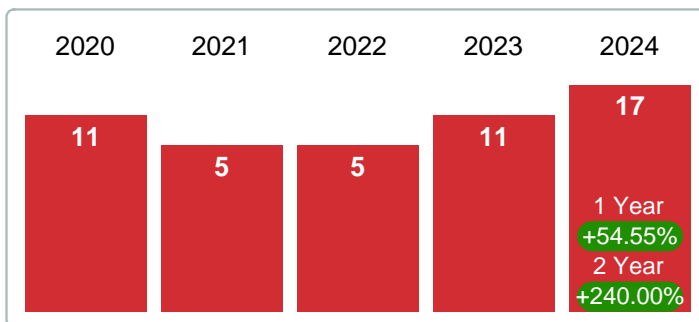
## MEDIAN DAYS ON MARKET TO SALE

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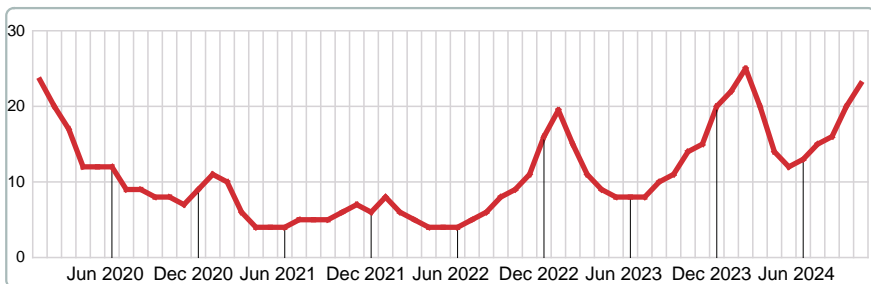
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

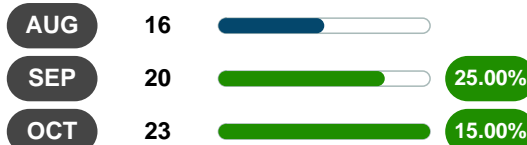


### 3 MONTHS

5 year OCT AVG = 12

High Feb 2024 25 Low Jun 2022 4

Median Days on Market to Sale this month at 23 above the 5 yr OCT average of 12



### 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 <b>118</b>	10.82%	16	20	12	41	1
\$125,001 - \$175,000 <b>135</b>	12.37%	19	23	15	27	34
\$175,001 - \$225,000 <b>165</b>	15.12%	16	15	16	16	0
\$225,001 - \$300,000 <b>250</b>	22.91%	26	19	24	42	52
\$300,001 - \$375,000 <b>147</b>	13.47%	28	23	34	20	79
\$375,001 - \$550,000 <b>167</b>	15.31%	36	43	31	33	62
\$550,001 and up <b>109</b>	9.99%	22	86	14	22	57
Median Closed DOM		23	20	19	26	57
Total Closed Units	1,091	100%	135	593	304	59
Total Closed Volume	343,418,752		21.23M	160.27M	126.89M	35.03M

# October 2024



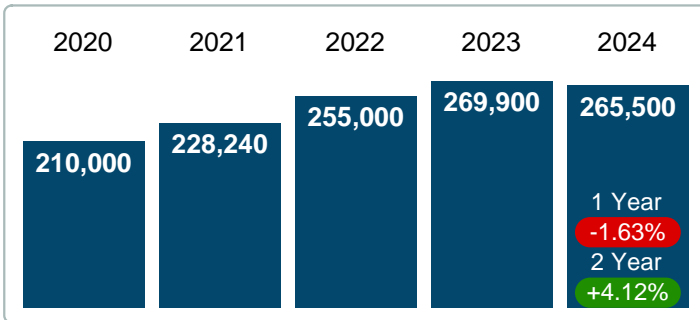
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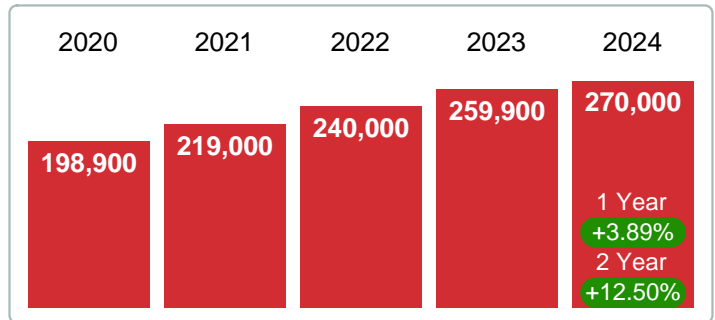
## MEDIAN LIST PRICE AT CLOSING

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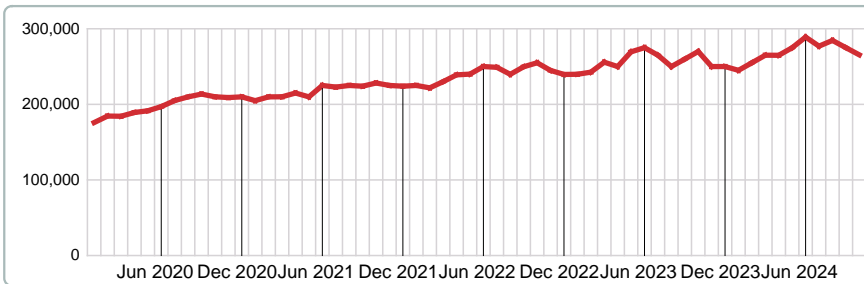
### OCTOBER



### YEAR TO DATE (YTD)



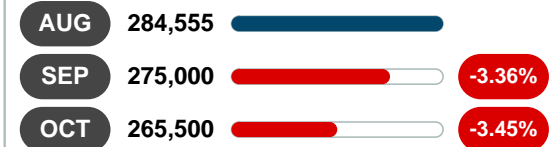
### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 245,728

High Jun 2024 289,000 Low Jan 2020 175,910  
Median List Price at Closing this month at **265,500**  
above the 5 yr OCT average of **245,728**



### 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	10.17%	99,999	82,500	108,900	100,000	110,000
\$125,001 - \$175,000	12.28%	155,000	152,450	158,000	155,200	135,000
\$175,001 - \$225,000	15.40%	204,900	204,000	199,900	212,400	0
\$225,001 - \$300,000	22.73%	261,450	267,500	260,000	269,000	267,500
\$300,001 - \$375,000	13.38%	329,990	315,000	329,900	334,900	320,000
\$375,001 - \$550,000	15.31%	444,000	439,000	439,000	449,900	444,000
\$550,001 and up	10.72%	719,900	787,500	687,500	717,450	785,000
Median List Price		265,500	138,000	245,000	353,950	499,900
Total Closed Units	100%	265,500	135	593	304	59
Total Closed Volume		351,469,273	21.94M	163.33M	129.86M	36.34M



# October 2024



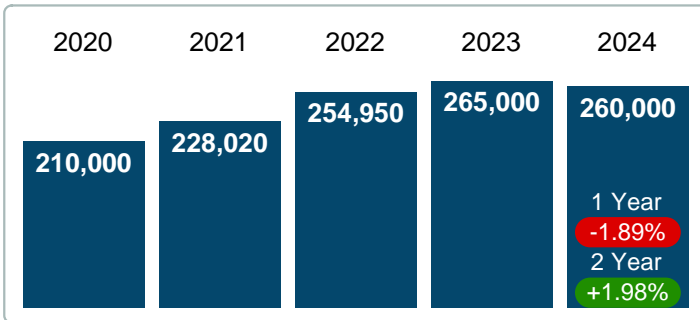
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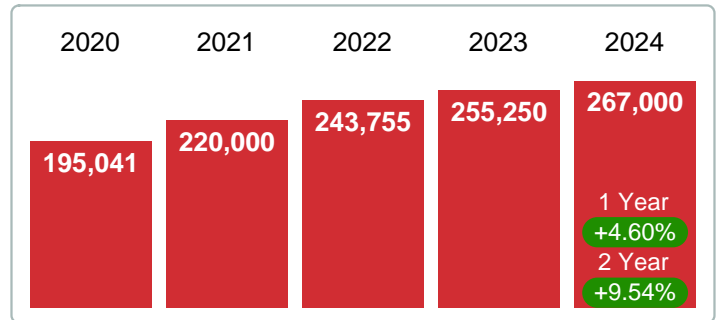
## MEDIAN SOLD PRICE AT CLOSING

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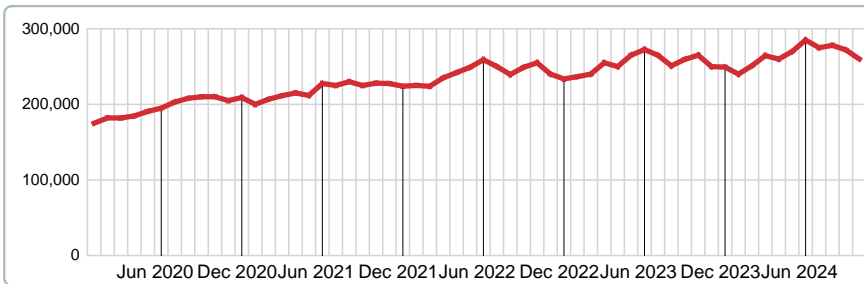
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

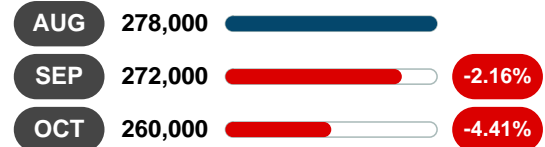


### 3 MONTHS

5 year OCT AVG = 243,594

High Jun 2024 285,000 Low Jan 2020 175,000

Median Sold Price at Closing this month at **260,000** above the 5 yr OCT average of **243,594**



### 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	10.82%	99,950	80,000	106,090	107,500	115,000
\$125,001 - \$175,000	12.37%	155,500	149,500	158,000	158,400	135,000
\$175,001 - \$225,000	15.12%	205,000	202,500	200,000	212,000	0
\$225,001 - \$300,000	22.91%	260,000	265,000	259,700	260,000	262,500
\$300,001 - \$375,000	13.47%	329,990	317,500	329,000	330,000	347,000
\$375,001 - \$550,000	15.31%	440,000	442,000	440,000	436,000	450,000
\$550,001 and up	9.99%	764,900	842,500	672,000	750,000	820,000
Median Sold Price		260,000	135,000	242,000	350,000	492,500
Total Closed Units	100%	260,000	135	593	304	59
Total Closed Volume		343,418,752	21.23M	160.27M	126.89M	35.03M

# October 2024



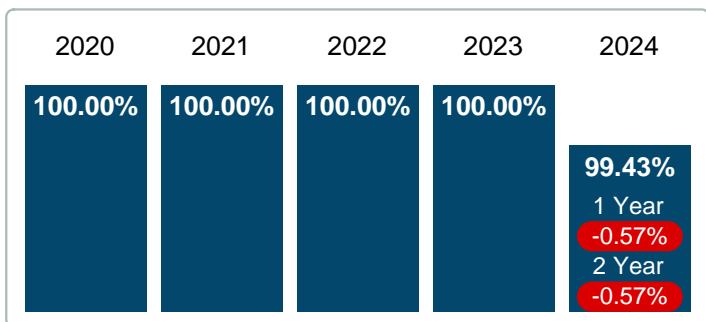
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



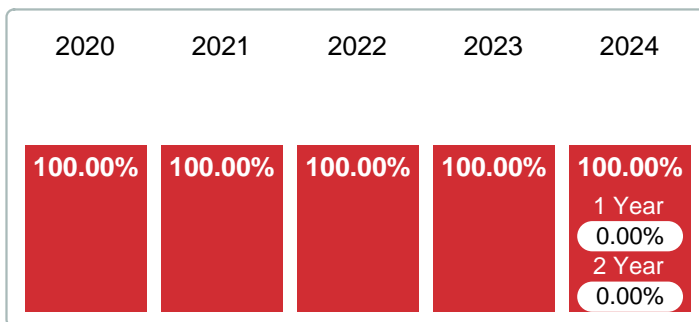
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Nov 26, 2024 for MLS Technology Inc.

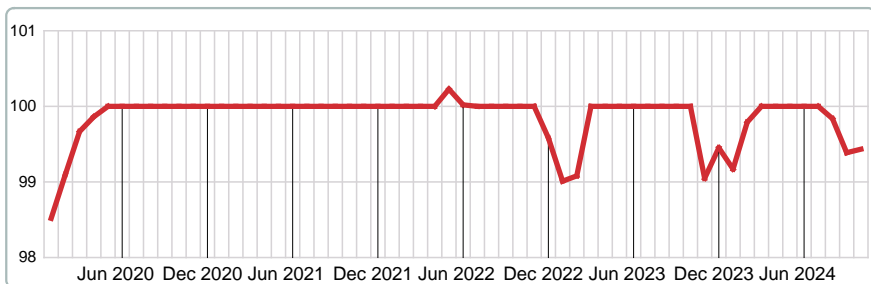
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

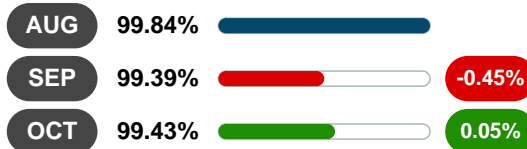


### 3 MONTHS

5 year OCT AVG = 99.89%

High May 2022 100.23% Low Jan 2020 98.52%

Median Sold/List Ratio this month at **99.43%**  
below the 5 yr OCT average of **99.89%**



### 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	118	10.82%	96.00%	96.15%	95.96%	92.81%	104.55%
\$125,001 - \$175,000	135	12.37%	98.86%	99.25%	98.71%	99.83%	100.00%
\$175,001 - \$225,000	165	15.12%	99.52%	99.33%	99.11%	100.00%	0.00%
\$225,001 - \$300,000	250	22.91%	99.94%	98.84%	100.00%	99.67%	97.67%
\$300,001 - \$375,000	147	13.47%	99.97%	98.41%	99.53%	100.00%	97.66%
\$375,001 - \$550,000	167	15.31%	99.57%	98.96%	100.00%	99.53%	99.05%
\$550,001 and up	109	9.99%	98.42%	96.29%	96.95%	99.37%	96.69%
Median Sold/List Ratio		99.43%		98.84%	99.57%	99.60%	98.73%
Total Closed Units		1,091	100%	135	593	304	59
Total Closed Volume		343,418,752		21.23M	160.27M	126.89M	35.03M

# October 2024



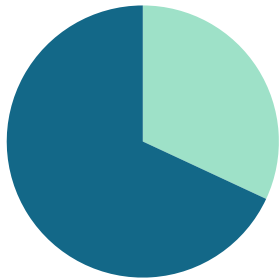
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MARKET SUMMARY

Report produced on Nov 26, 2024 for MLS Technology Inc.

### INVENTORY



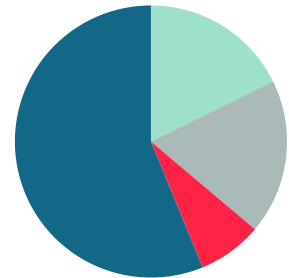
### Inventory

- New Listings  
**1,608 = 31.93%**
- Start Inventory  
**3,428**
- Total Inventory Units  
**5,036**
- Volume  
**\$1,948,591,797**

### Market Activity

- Closed Sales  
**1,091 = 17.72%**
- Pending Sales  
**1,135 = 18.43%**
- Other Off Market  
**471 = 7.65%**
- Active Inventory  
**3,460 = 56.20%**

### MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	1,015	1,091	7.49%	10,566	10,718	1.44%
Pending Sales	975	1,135	16.41%	11,058	11,272	1.94%
New Listings	1,382	1,608	16.35%	14,379	15,633	8.72%
Median List Price	269,900	265,500	-1.63%	259,900	270,000	3.89%
Median Sale Price	265,000	260,000	-1.89%	255,250	267,000	4.60%
Median Percent of Selling Price to List Price	100.00%	99.43%	-0.57%	100.00%	100.00%	0.00%
Median Days on Market to Sale	14.00	23.00	64.29%	11.00	17.00	54.55%
Monthly Inventory	2,679	3,460	29.15%	2,679	3,460	29.15%
Months Supply of Inventory	2.58	3.33	29.05%	2.58	3.33	29.05%

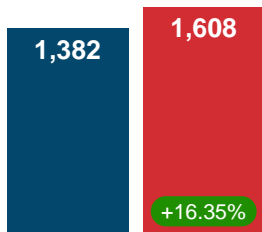
**Absorption:** Last 12 months, an Average of **1,041** Sales/Month

**Inventory** on October 31, 2024 = **3,460** 2023 2024

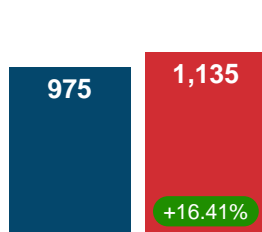
### OCTOBER MARKET

### MEDIAN PRICES

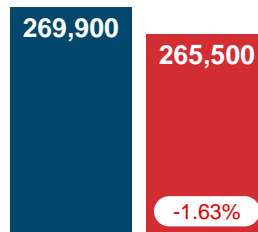
#### New Listings



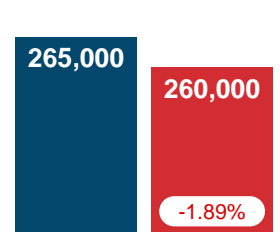
#### Pending Listings



#### List Price



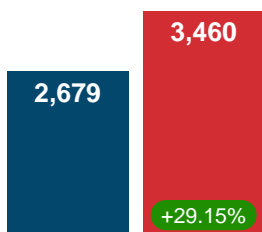
#### Sale Price



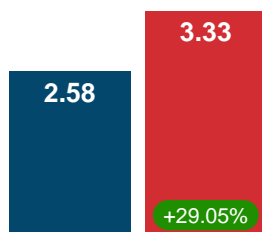
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

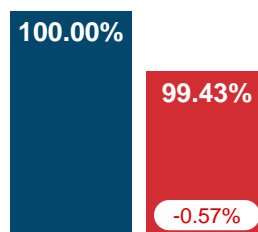
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

