

# October 2024



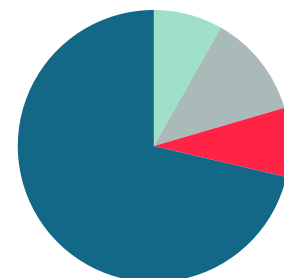
Area Delimited by County Of McIntosh - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2023	October 2024	+/-%
Closed Listings	23	14	-39.13%
Pending Listings	24	21	-12.50%
New Listings	37	34	-8.11%
Average List Price	206,209	291,957	41.58%
Average Sale Price	195,130	274,564	40.71%
Average Percent of Selling Price to List Price	94.35%	93.79%	-0.59%
Average Days on Market to Sale	58.30	103.14	76.90%
End of Month Inventory	110	122	10.91%
Months Supply of Inventory	5.26	6.23	18.46%



- Closed (8.19%)
- Pending (12.28%)
- Other OffMarket (8.19%)
- Active (71.35%)

**Absorption:** Last 12 months, an Average of **20** Sales/Month  
**Active Inventory** as of October 31, 2024 = **122**

### Analysis Wrap-Up

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

The total housing inventory at the end of October 2024 rose **10.91%** to 122 existing homes available for sale. Over the last 12 months this area has had an average of 20 closed sales per month. This represents an unsold inventory index of **6.23** 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 **40.71%** in October 2024 to \$274,564 versus the previous year at \$195,130.

#### Average Days on Market Lengthens

The average number of **103.14** days that homes spent on the market before selling increased by 44.84 days or **76.90%** in October 2024 compared to last year's same month at **58.30** DOM.

#### Sales Success for October 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 34 New Listings in October 2024, down **8.11%** from last year at 37. Furthermore, there were 14 Closed Listings this month versus last year at 23, a **-39.13%** decrease.

Closed versus Listed trends yielded a **41.2%** ratio, down from previous year's, October 2023, at **62.2%**, a **33.76%** 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>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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®

**Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.**

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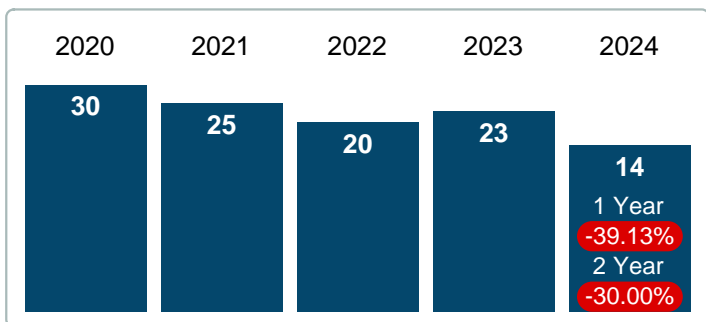
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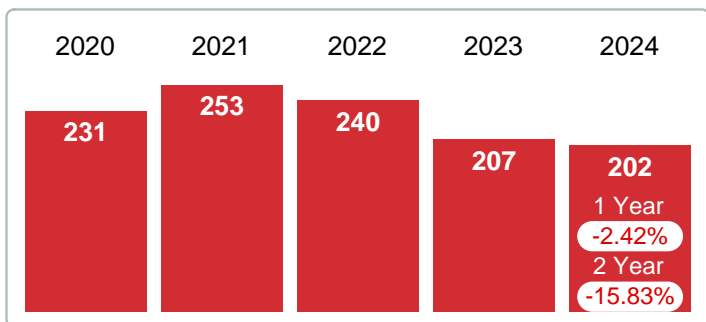
## CLOSED LISTINGS

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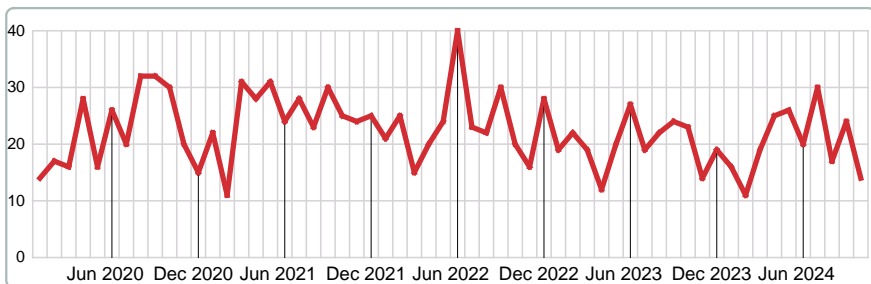
### OCTOBER



### YEAR TO DATE (YTD)

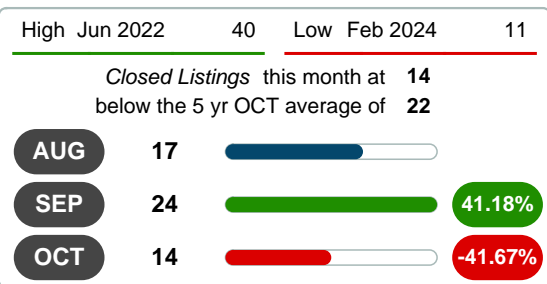


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 22



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	1	7.14%	160.0	0	1	0	0
\$75,001 - \$125,000	2	14.29%	97.5	2	0	0	0
\$125,001 - \$125,000	0	0.00%	0.0	0	0	0	0
\$125,001 - \$200,000	5	35.71%	31.8	3	2	0	0
\$200,001 - \$275,000	2	14.29%	152.5	1	1	0	0
\$275,001 - \$575,000	2	14.29%	201.5	0	2	0	0
\$575,001 and up	2	14.29%	111.0	0	2	0	0
<b>Total Closed Units</b>	<b>14</b>			<b>6</b>	<b>8</b>	<b>0</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>3,843,900</b>	<b>100%</b>	<b>103.1</b>	<b>853.50K</b>	<b>2.99M</b>	<b>0.00B</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$274,564</b>			<b>\$142,250</b>	<b>\$373,800</b>	<b>\$0</b>	<b>\$0</b>

# October 2024



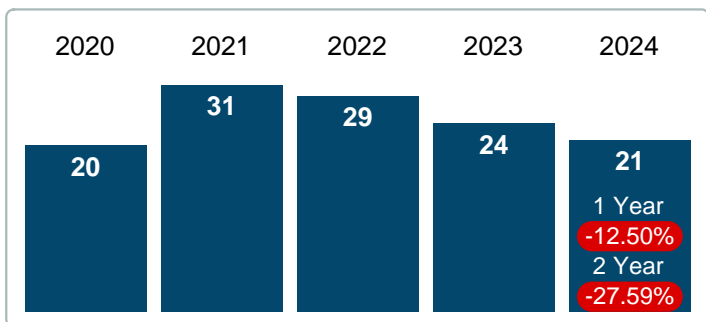
Area Delimited by County Of McIntosh - Residential Property Type



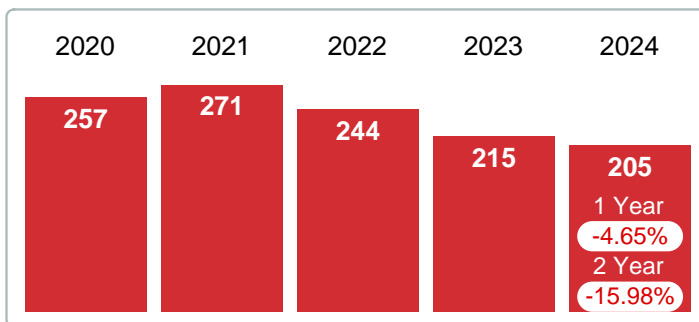
## PENDING LISTINGS

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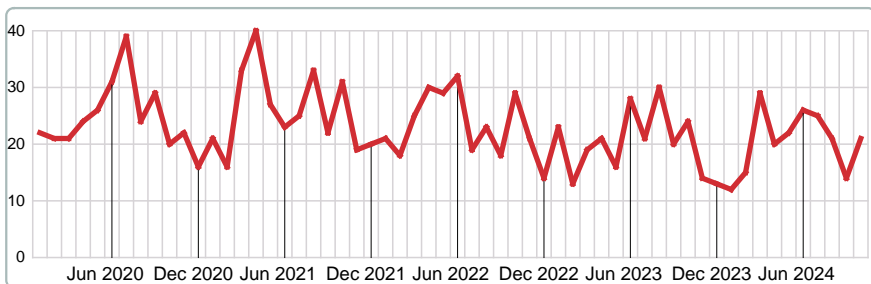
### OCTOBER



### YEAR TO DATE (YTD)

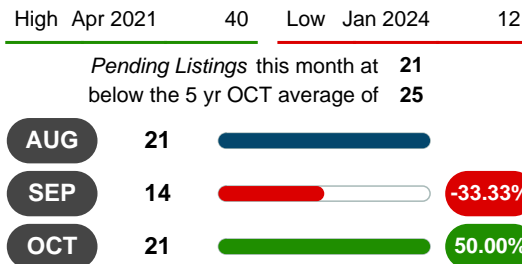


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 25



### 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	2	9.52%	18.0	2	0	0	0
\$100,001 - \$125,000	2	9.52%	53.0	1	1	0	0
\$125,001 - \$150,000	5	23.81%	54.2	3	2	0	0
\$150,001 - \$225,000	3	14.29%	78.3	2	1	0	0
\$225,001 - \$375,000	4	19.05%	64.8	0	4	0	0
\$375,001 - \$400,000	1	4.76%	22.0	0	0	1	0
\$400,001 and up	4	19.05%	47.8	0	1	3	0
<b>Total Pending Units</b>	<b>21</b>			<b>8</b>	<b>9</b>	<b>4</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>5,811,800</b>	<b>100%</b>	<b>33.7</b>	<b>1.08M</b>	<b>2.07M</b>	<b>2.66M</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$162,000</b>			<b>\$135,000</b>	<b>\$230,200</b>	<b>\$665,000</b>	<b>\$0</b>

# October 2024



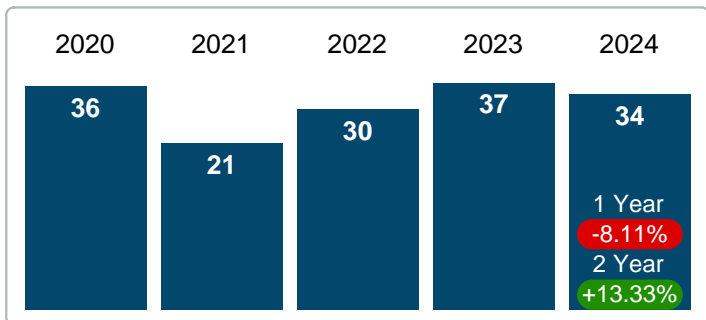
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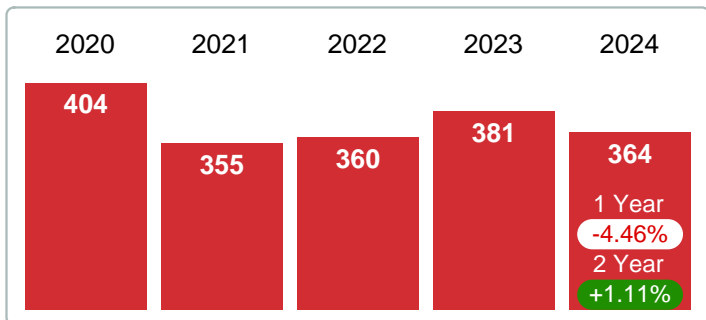
## NEW LISTINGS

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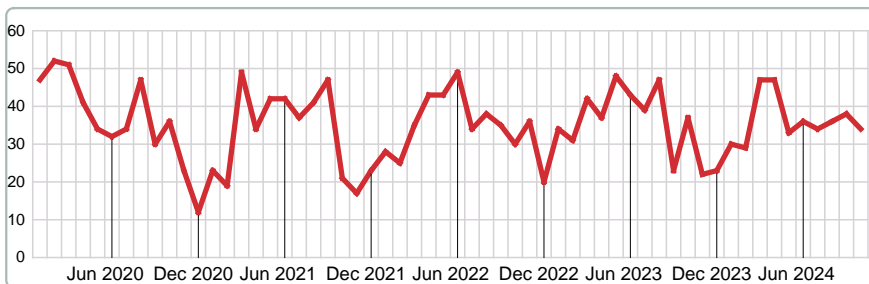
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 32

High Feb 2020 52    Low Dec 2020 12

New Listings this month at **34**  
above the 5 yr OCT average of **32**

- AUG** 36 (Progress bar)
- SEP** 38 (Progress bar) **+5.56%**
- OCT** 34 (Progress bar) **-10.53%**

### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$110,000 and less	3	8.82%	3	0	0	0
\$110,001 - \$140,000	5	14.71%	4	1	0	0
\$140,001 - \$170,000	2	5.88%	2	0	0	0
\$170,001 - \$270,000	11	32.35%	1	9	1	0
\$270,001 - \$440,000	5	14.71%	0	5	0	0
\$440,001 - \$670,000	4	11.76%	0	3	1	0
\$670,001 and up	4	11.76%	1	0	2	1
<b>Total New Listed Units</b>	<b>34</b>		<b>11</b>	<b>18</b>	<b>4</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>10,250,975</b>	<b>100%</b>	<b>2.20M</b>	<b>5.15M</b>	<b>2.10M</b>	<b>799.00K</b>
<b>Average New Listed Listing Price</b>	<b>\$139,000</b>		<b>\$199,591</b>	<b>\$286,221</b>	<b>\$526,125</b>	<b>\$799,000</b>

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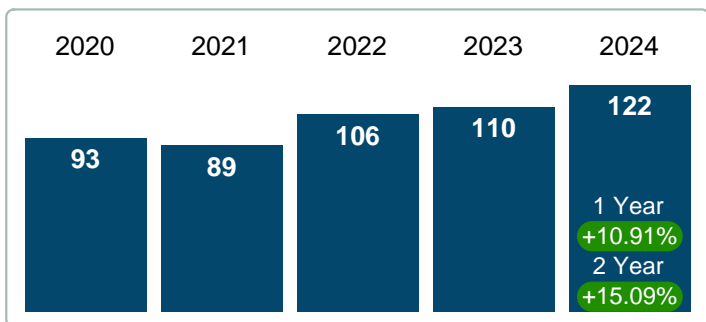
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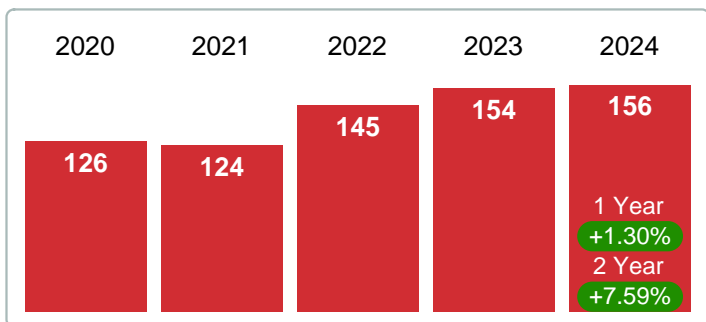
## ACTIVE INVENTORY

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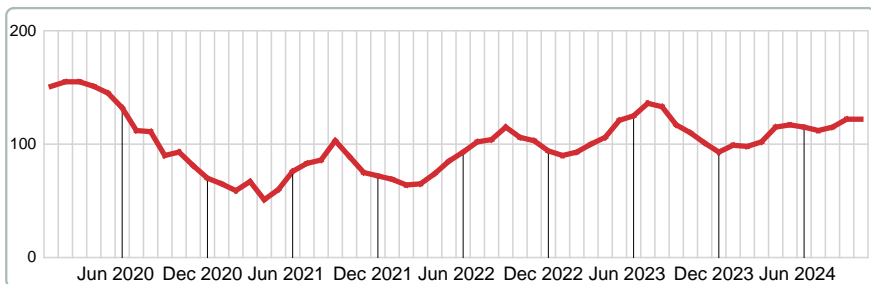
### END OF OCTOBER



### ACTIVE DURING OCTOBER

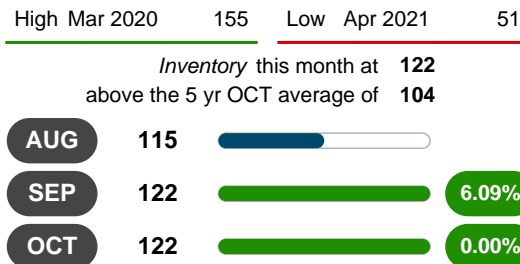


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 104



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	11	9.02%	67.4	10	1	0	0
\$125,001 - \$150,000	9	7.38%	63.8	6	3	0	0
\$150,001 - \$200,000	22	18.03%	74.5	8	12	1	1
\$200,001 - \$325,000	34	27.87%	86.8	5	22	7	0
\$325,001 - \$475,000	18	14.75%	79.6	2	13	3	0
\$475,001 - \$675,000	15	12.30%	118.8	1	8	5	1
\$675,001 and up	13	10.66%	79.6	1	4	5	3
<b>Total Active Inventory by Units</b>	<b>122</b>			<b>33</b>	<b>63</b>	<b>21</b>	<b>5</b>
<b>Total Active Inventory by Volume</b>	<b>44,841,545</b>	<b>100%</b>	<b>83.2</b>	<b>6.63M</b>	<b>22.74M</b>	<b>11.75M</b>	<b>3.72M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$367,554</b>			<b>\$200,822</b>	<b>\$361,009</b>	<b>\$559,707</b>	<b>\$743,400</b>

# October 2024



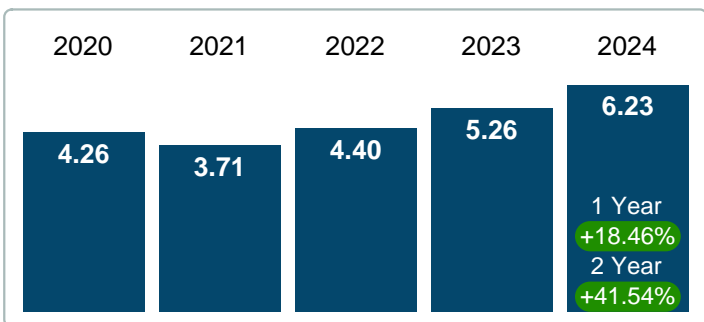
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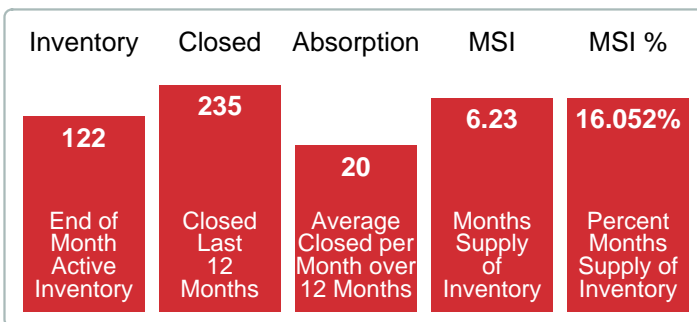
## MONTHS SUPPLY of INVENTORY (MSI)

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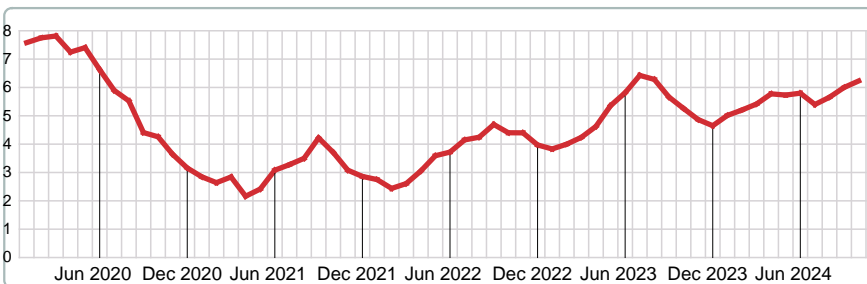
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2024

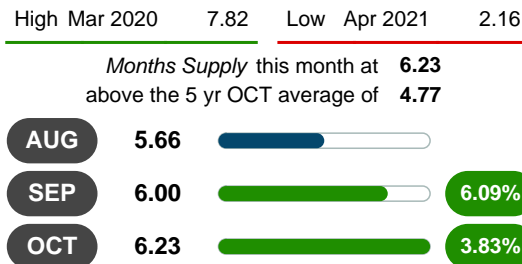


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 4.77



### 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	11	9.02%	2.69	4.44	0.57	0.00	0.00
\$125,001 - \$150,000	9	7.38%	4.15	8.00	2.57	0.00	0.00
\$150,001 - \$200,000	22	18.03%	6.14	6.40	6.26	3.00	12.00
\$200,001 - \$325,000	34	27.87%	6.92	6.00	6.29	14.00	0.00
\$325,001 - \$475,000	18	14.75%	6.97	6.00	10.40	3.60	0.00
\$475,001 - \$675,000	15	12.30%	10.59	0.00	12.00	7.50	12.00
\$675,001 and up	13	10.66%	15.60	0.00	12.00	12.00	36.00
Market Supply of Inventory (MSI)			6.23	6.09	5.95	6.81	10.00
Total Active Inventory by Units		100%	6.23	33	63	21	5

# October 2024



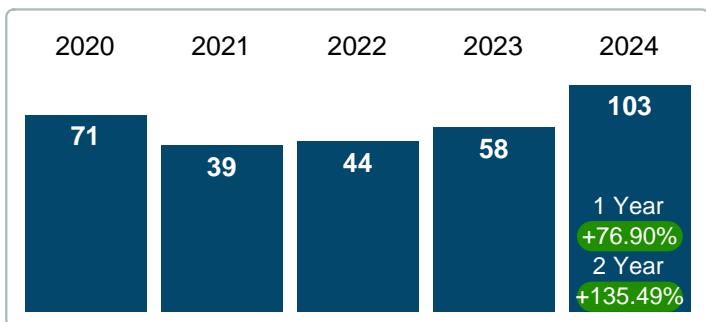
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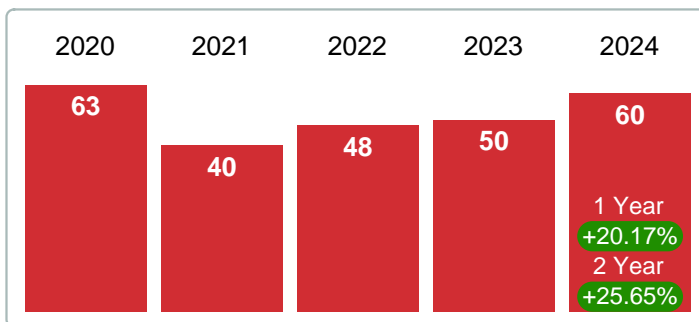
## AVERAGE DAYS ON MARKET TO SALE

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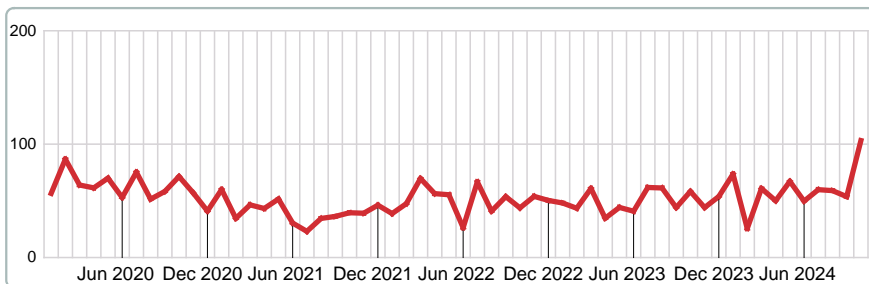
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 63

High Oct 2024 103 Low Jul 2021 23

Average Days on Market to Sale this month at 103 above the 5 yr OCT average of 63



### 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
\$75,000 and less	7.14%	160	0	160	0	0
\$75,001 - \$125,000	14.29%	98	98	0	0	0
\$125,001 - \$125,000	0.00%	0	0	0	0	0
\$125,001 - \$200,000	35.71%	32	16	56	0	0
\$200,001 - \$275,000	14.29%	153	123	182	0	0
\$275,001 - \$575,000	14.29%	202	0	202	0	0
\$575,001 and up	14.29%	111	0	111	0	0
<b>Average Closed DOM</b>		<b>103</b>	<b>61</b>	<b>135</b>	<b>0</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>103</b>	<b>6</b>	<b>8</b>		
<b>Total Closed Volume</b>		<b>3,843,900</b>	<b>853.50K</b>	<b>2.99M</b>	<b>0.00B</b>	<b>0.00B</b>

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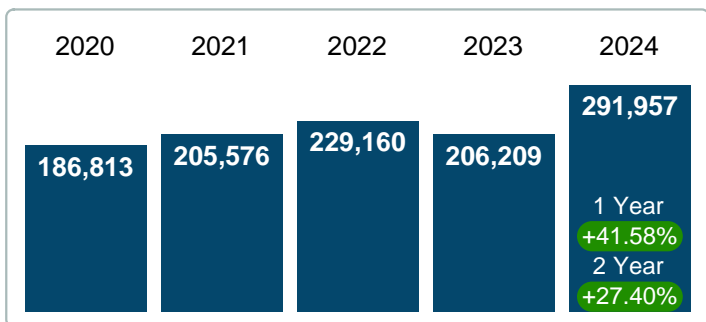
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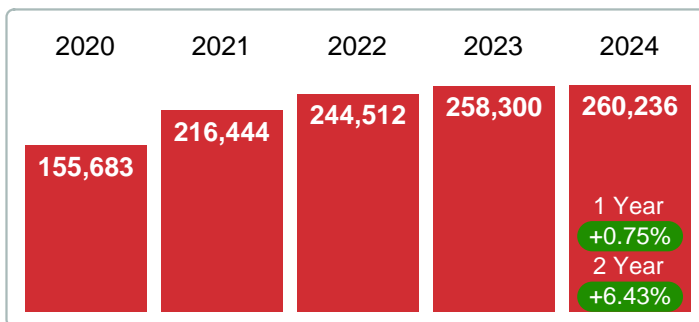
## AVERAGE LIST PRICE AT CLOSING

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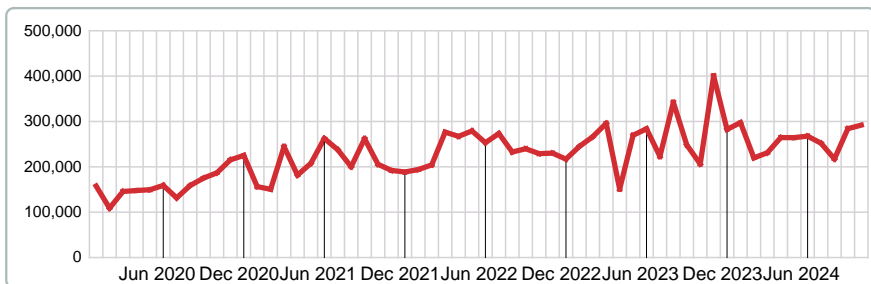
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

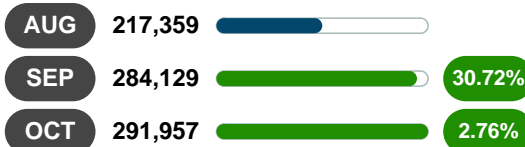


### 3 MONTHS

5 year OCT AVG = 223,943

High Nov 2023 400,564 Low Feb 2020 108,871

Average List Price at Closing this month at **291,957** above the 5 yr OCT average of **223,943**



### 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
\$75,000 and less	0.00%	0	0	82,000	0	0
\$75,001 - \$125,000	28.57%	104,225	104,950	0	0	0
\$125,001 - \$200,000	28.57%	170,375	152,000	175,250	0	0
\$200,001 - \$275,000	14.29%	237,500	245,000	230,000	0	0
\$275,001 - \$575,000	14.29%	307,000	0	307,000	0	0
\$575,001 and up	14.29%	950,000	0	950,000	0	0
<b>Average List Price</b>		<b>291,957</b>	<b>151,817</b>	<b>397,063</b>	<b>0</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>291,957</b>	<b>6</b>	<b>8</b>		
<b>Total Closed Volume</b>		<b>4,087,400</b>	<b>910.90K</b>	<b>3.18M</b>	<b>0.00B</b>	<b>0.00B</b>



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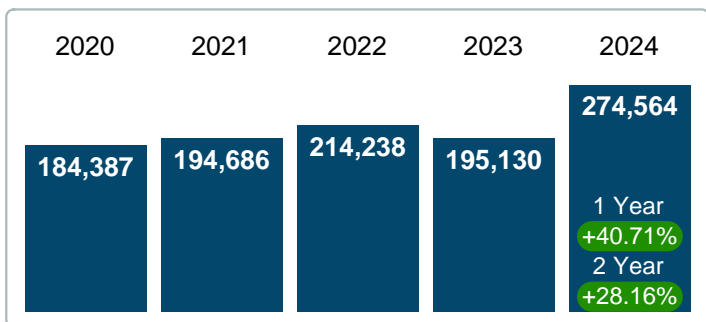
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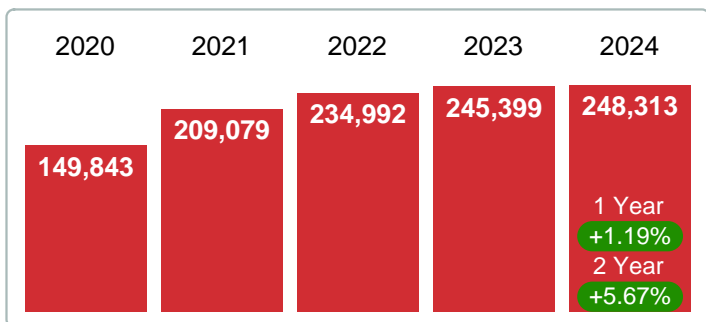
## AVERAGE SOLD PRICE AT CLOSING

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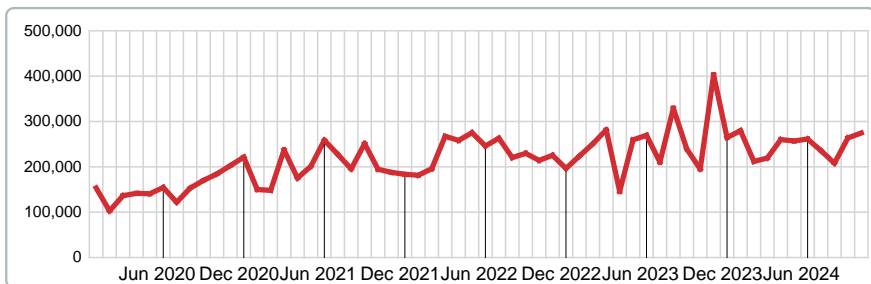
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

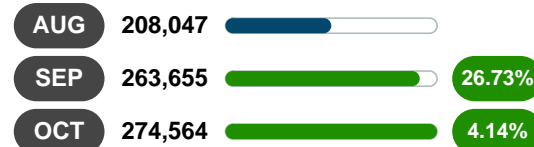


### 3 MONTHS

5 year OCT AVG = 212,601

High Nov 2023 402,700 Low Feb 2020 102,882

Average Sold Price at Closing this month at **274,564** above the 5 yr OCT average of **212,601**



### 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
\$75,000 and less	7.14%	75,000	0	75,000	0	0
\$75,001 - \$125,000	14.29%	93,750	93,750	0	0	0
\$125,001 - \$125,000	0.00%	0	0	0	0	0
\$125,001 - \$200,000	35.71%	150,580	140,333	165,950	0	0
\$200,001 - \$275,000	14.29%	225,000	245,000	205,000	0	0
\$275,001 - \$575,000	14.29%	301,250	0	301,250	0	0
\$575,001 and up	14.29%	888,000	0	888,000	0	0
<b>Average Sold Price</b>		<b>274,564</b>	<b>142,250</b>	<b>373,800</b>	<b>0</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>274,564</b>	<b>6</b>	<b>8</b>		
<b>Total Closed Volume</b>		<b>3,843,900</b>	<b>853.50K</b>	<b>2.99M</b>	<b>0.00B</b>	<b>0.00B</b>

# October 2024



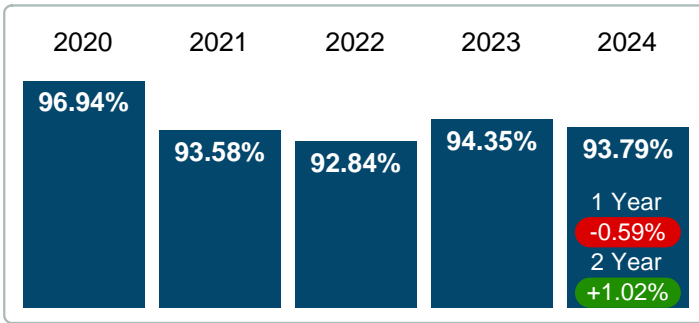
Area Delimited by County Of McIntosh - Residential Property Type



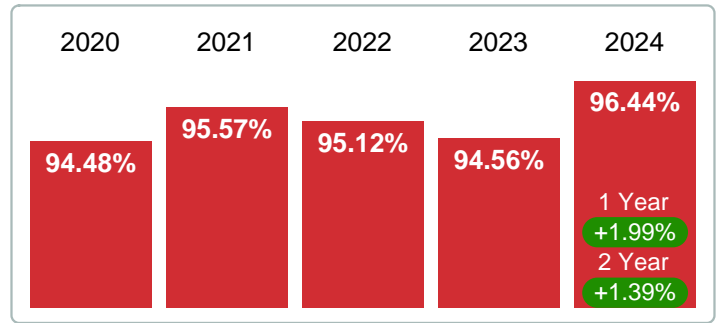
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

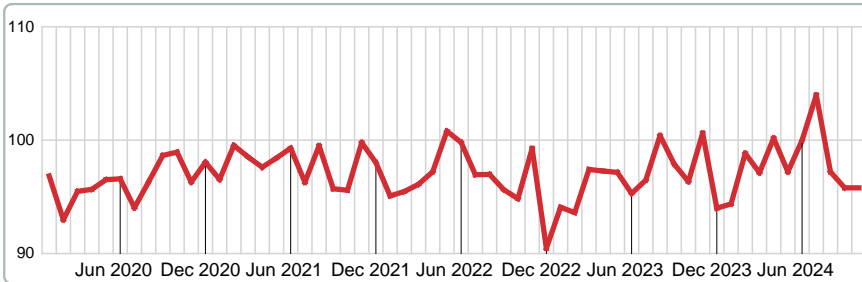
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

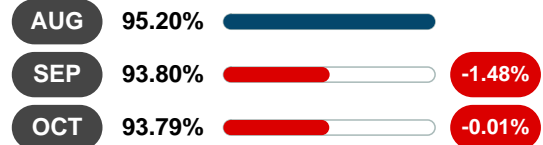


### 3 MONTHS

5 year OCT AVG = 94.30%

High Jul 2024 101.97% Low Dec 2022 88.47%

Average Sold/List Ratio this month at **93.79%** equal to 5 yr OCT average of **94.30%**



### 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
\$75,000 and less	1	7.14%	91.46%	0.00%	91.46%	0.00%	0.00%
\$75,001 - \$125,000	2	14.29%	88.89%	88.89%	0.00%	0.00%	0.00%
\$125,001 - \$125,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$125,001 - \$200,000	5	35.71%	94.75%	94.87%	94.57%	0.00%	0.00%
\$200,001 - \$275,000	2	14.29%	94.57%	100.00%	89.13%	0.00%	0.00%
\$275,001 - \$575,000	2	14.29%	98.16%	0.00%	98.16%	0.00%	0.00%
\$575,001 and up	2	14.29%	92.31%	0.00%	92.31%	0.00%	0.00%
Average Sold/List Ratio		93.80%		93.73%	93.84%	0.00%	0.00%
Total Closed Units		14	100%	93.80%	6	8	
Total Closed Volume		3,843,900			853.50K	2.99M	0.00B

# October 2024



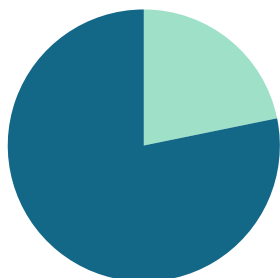
Area Delimited by County Of McIntosh - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

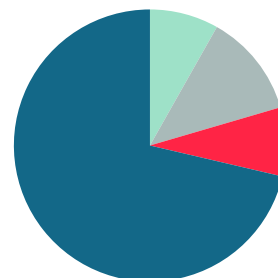


**Inventory**  
 New Listings  
**34 = 21.79%**  
 Start Inventory  
**122**  
 Total Inventory Units  
**156**  
 Volume  
**\$55,916,045**

### Market Activity

Closed Sales  
**14 = 8.19%**  
 Pending Sales  
**21 = 12.28%**  
 Other Off Market  
**14 = 8.19%**  
 Active Inventory  
**122 = 71.35%**

### MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	23	14	-39.13%	207	202	-2.42%
Pending Sales	24	21	-12.50%	215	205	-4.65%
New Listings	37	34	-8.11%	381	364	-4.46%
Average List Price	206,209	291,957	41.58%	258,300	260,236	0.75%
Average Sale Price	195,130	274,564	40.71%	245,399	248,313	1.19%
Average Percent of Selling Price to List Price	94.35%	93.79%	-0.59%	94.56%	96.44%	1.99%
Average Days on Market to Sale	58.30	103.14	76.90%	50.01	60.10	20.17%
Monthly Inventory	110	122	10.91%	110	122	10.91%
Months Supply of Inventory	5.26	6.23	18.46%	5.26	6.23	18.46%

**Absorption:** Last 12 months, an Average of **20** Sales/Month

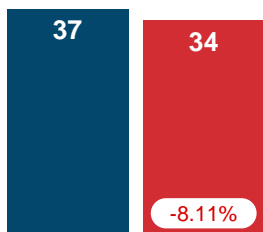
**Inventory** on October 31, 2024 = **122**

**2023** **2024**

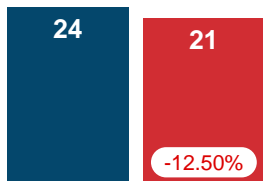
### OCTOBER MARKET

### AVERAGE PRICES

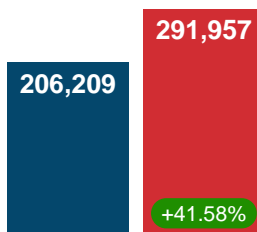
#### New Listings



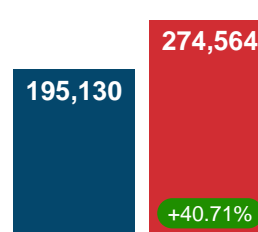
#### Pending Listings



#### List Price



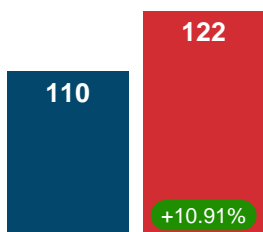
#### Sale Price



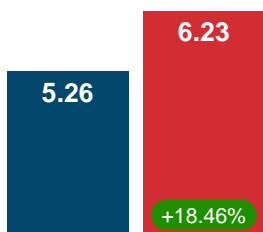
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

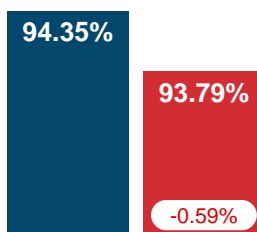
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

