

October 2024



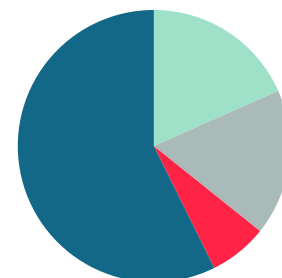
Area Delimited by County Of Rogers - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2023	October 2024	+/-%
Closed Listings	113	114	0.88%
Pending Listings	81	108	33.33%
New Listings	133	149	12.03%
Average List Price	334,571	345,510	3.27%
Average Sale Price	323,559	339,508	4.93%
Average Percent of Selling Price to List Price	97.61%	99.84%	2.29%
Average Days on Market to Sale	28.36	43.99	55.10%
End of Month Inventory	307	356	15.96%
Months Supply of Inventory	2.88	3.40	18.27%



■ Closed (18.36%)
■ Pending (17.39%)
■ Other OffMarket (6.92%)
■ Active (57.33%)

Absorption: Last 12 months, an Average of **105** Sales/Month
Active Inventory as of October 31, 2024 = **356**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2024 rose **15.96%** to 356 existing homes available for sale. Over the last 12 months this area has had an average of 105 closed sales per month. This represents an unsold inventory index of **3.40** 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 **4.93%** in October 2024 to \$339,508 versus the previous year at \$323,559.

Average Days on Market Lengthens

The average number of **43.99** days that homes spent on the market before selling increased by 15.63 days or **55.10%** in October 2024 compared to last year's same month at **28.36** 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 149 New Listings in October 2024, up **12.03%** from last year at 133. Furthermore, there were 114 Closed Listings this month versus last year at 113, a **0.88%** increase.

Closed versus Listed trends yielded a **76.5%** ratio, down from previous year's, October 2023, at **85.0%**, a **9.95%** 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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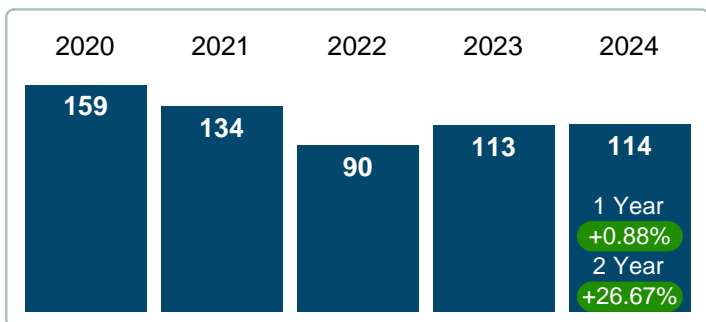
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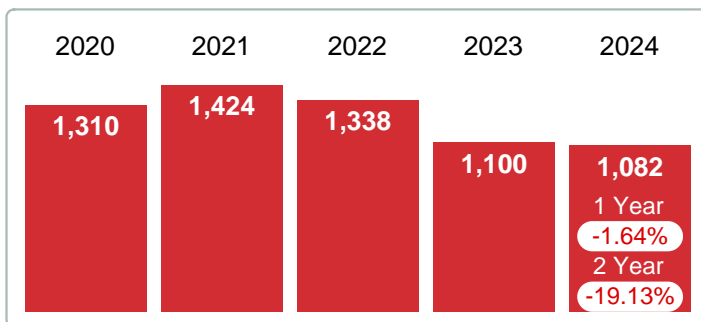
CLOSED LISTINGS

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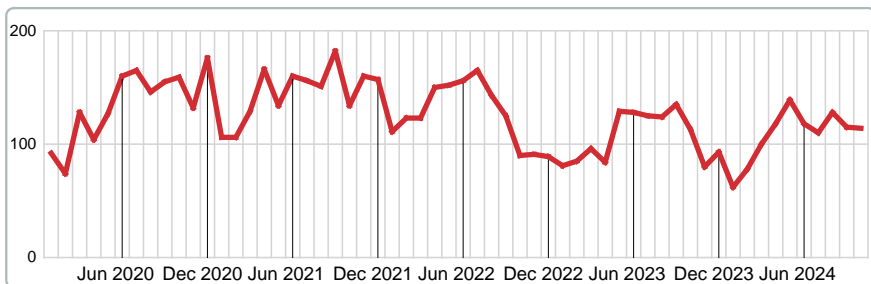
OCTOBER



YEAR TO DATE (YTD)

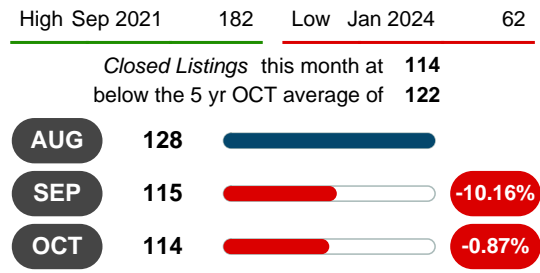


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 122



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	10	8.77%	27.3	8	2	0	0
\$125,001 - \$175,000	9	7.89%	19.8	1	4	4	0
\$175,001 - \$250,000	22	19.30%	41.6	0	20	2	0
\$250,001 - \$325,000	29	25.44%	43.6	3	19	7	0
\$325,001 - \$400,000	16	14.04%	45.7	0	11	4	1
\$400,001 - \$550,000	13	11.40%	64.2	0	8	4	1
\$550,001 and up	15	13.16%	54.7	0	1	10	4
Total Closed Units	114			12	65	31	6
Total Closed Volume	38,703,865			1.61M	18.60M	14.14M	4.36M
Average Closed Price	\$339,508			\$133,808	\$286,216	\$456,073	\$725,979

October 2024



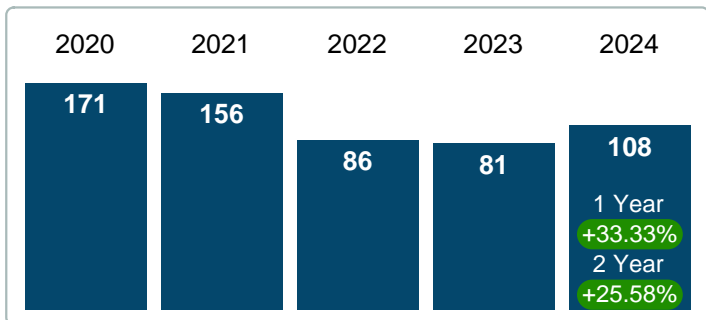
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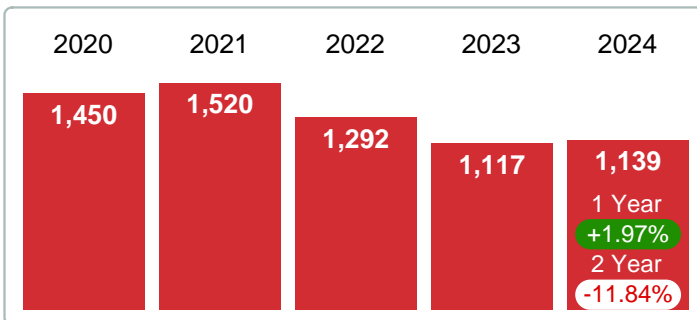
PENDING LISTINGS

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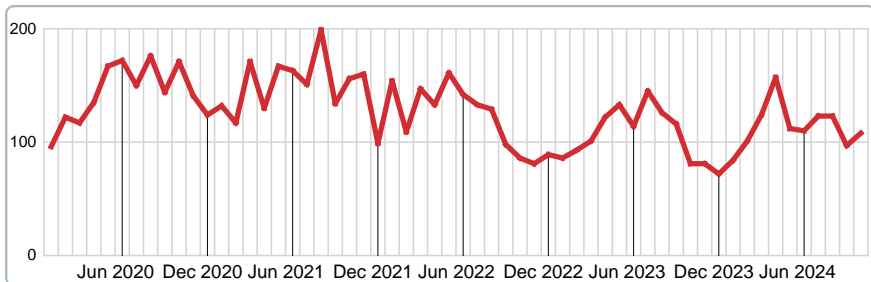
OCTOBER



YEAR TO DATE (YTD)

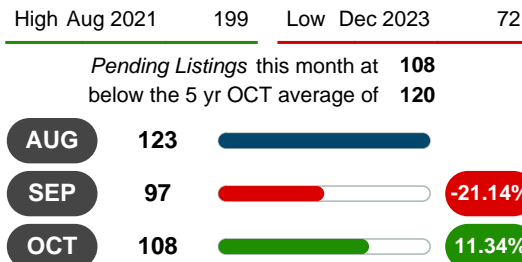


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 120



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	10	9.26%	38.5	4	6	0	0
\$150,001 - \$200,000	12	11.11%	33.9	3	7	2	0
\$200,001 - \$250,000	18	16.67%	42.8	1	13	4	0
\$250,001 - \$300,000	22	20.37%	49.6	0	16	6	0
\$300,001 - \$425,000	17	15.74%	35.8	1	9	7	0
\$425,001 - \$575,000	17	15.74%	64.4	0	6	10	1
\$575,001 and up	12	11.11%	57.9	0	1	10	1
Total Pending Units	108			9	58	39	2
Total Pending Volume	36,851,860	100%	63.9	1.55M	15.73M	18.11M	1.47M
Average Listing Price	\$318,534			\$172,200	\$271,135	\$464,265	\$734,950

October 2024



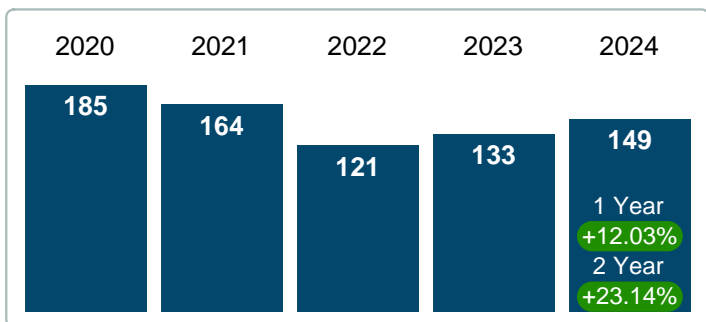
Area Delimited by County Of Rogers - Residential Property Type



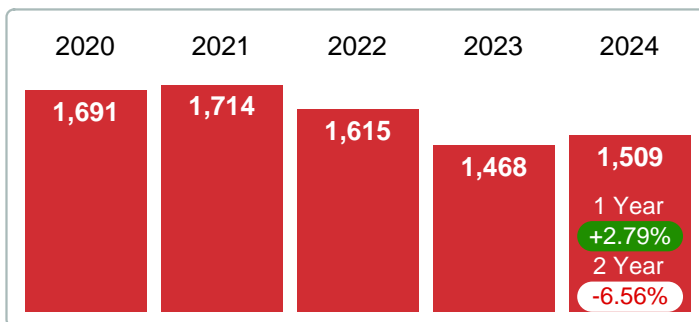
NEW LISTINGS

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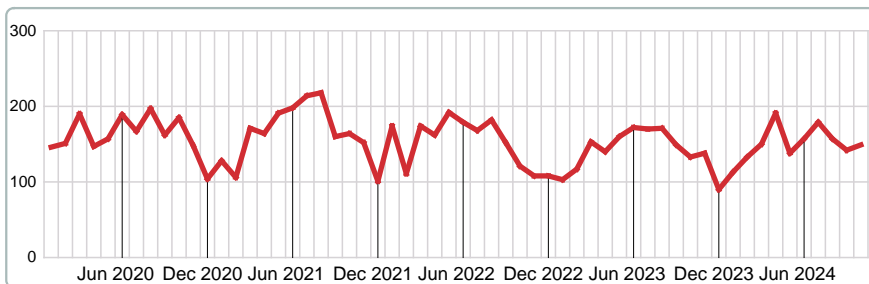
OCTOBER



YEAR TO DATE (YTD)

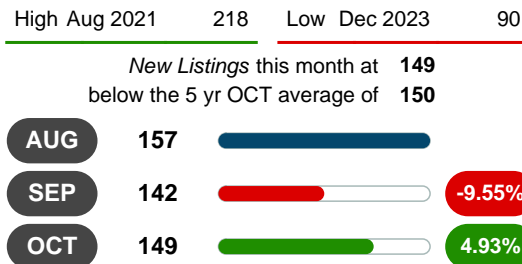


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 150



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	13	8.72%	5	8	0	0
\$150,001 - \$200,000	21	14.09%	6	12	3	0
\$200,001 - \$225,000	14	9.40%	1	13	0	0
\$225,001 - \$325,000	36	24.16%	0	24	10	2
\$325,001 - \$475,000	32	21.48%	0	14	15	3
\$475,001 - \$650,000	17	11.41%	0	1	13	3
\$650,001 and up	16	10.74%	0	1	11	4
Total New Listed Units	149		12	73	52	12
Total New Listed Volume	55,140,068	100%	1.79M	19.09M	25.98M	8.27M
Average New Listed Listing Price	\$300,440		\$149,225	\$261,571	\$499,671	\$689,317

October 2024



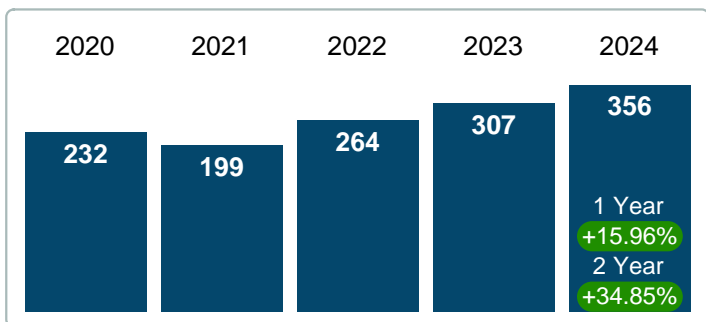
Area Delimited by County Of Rogers - Residential Property Type



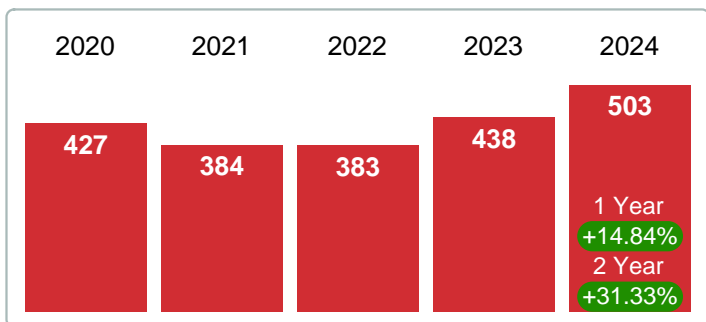
ACTIVE INVENTORY

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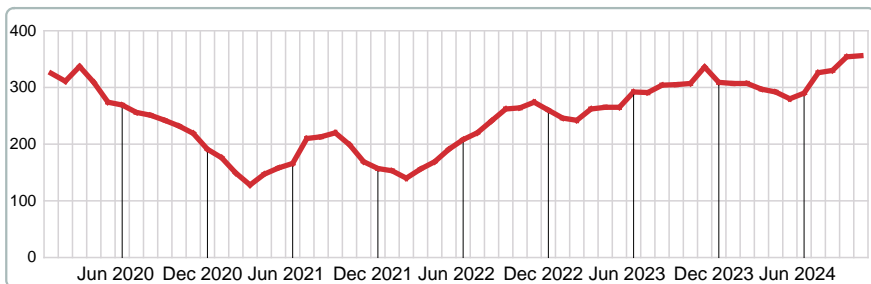
END OF OCTOBER



ACTIVE DURING OCTOBER

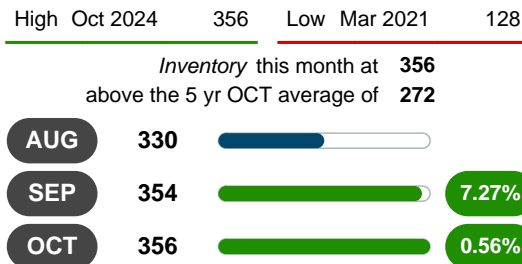


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 272



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$175,000 and less	29	8.15%	63.0	10	16	3	0
\$175,001 - \$250,000	51	14.33%	53.7	4	34	10	3
\$250,001 - \$300,000	39	10.96%	60.2	1	28	8	2
\$300,001 - \$425,000	94	26.40%	64.1	2	46	39	7
\$425,001 - \$550,000	61	17.13%	112.2	0	19	35	7
\$550,001 - \$775,000	45	12.64%	92.2	1	5	24	15
\$775,001 and up	37	10.39%	90.4	1	3	19	14
Total Active Inventory by Units			356	19	151	138	48
Total Active Inventory by Volume			170,684,789	4.74M	48.37M	74.29M	43.28M
Average Active Inventory Listing Price			\$479,452	\$249,679	\$320,352	\$538,325	\$901,644

October 2024



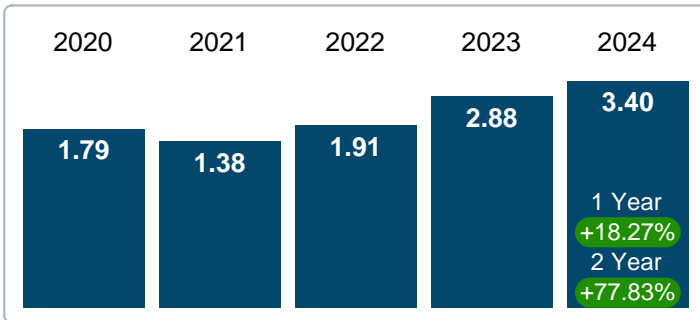
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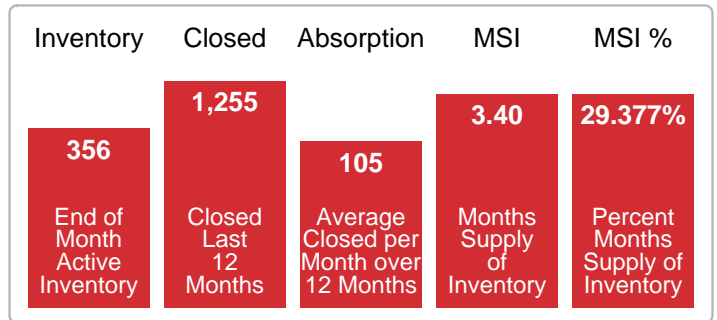
MONTHS SUPPLY of INVENTORY (MSI)

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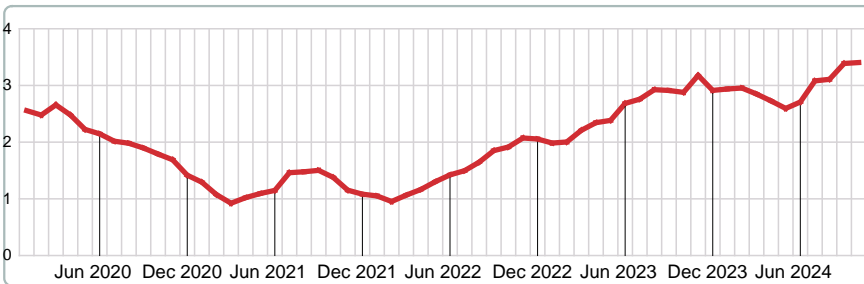
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2024

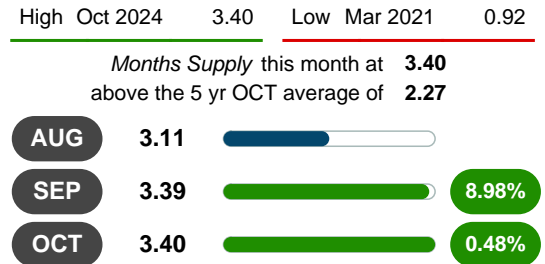


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 2.27



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
\$175,000 and less	29	8.15%	1.82	2.11	1.73	1.57	0.00
\$175,001 - \$250,000	51	14.33%	2.00	3.43	1.65	2.79	36.00
\$250,001 - \$300,000	39	10.96%	2.32	1.33	2.73	1.37	0.00
\$300,001 - \$425,000	94	26.40%	4.44	4.80	4.21	4.50	6.00
\$425,001 - \$550,000	61	17.13%	4.95	0.00	4.75	5.00	5.60
\$550,001 - \$775,000	45	12.64%	5.05	12.00	3.53	4.24	8.57
\$775,001 and up	37	10.39%	9.45	0.00	5.14	9.12	11.20
Market Supply of Inventory (MSI)			3.40	2.62	2.65	3.97	8.73
Total Active Inventory by Units		100%	356	19	151	138	48

October 2024



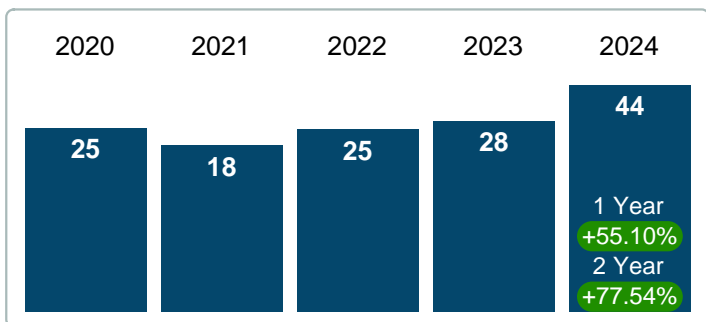
Area Delimited by County Of Rogers - Residential Property Type



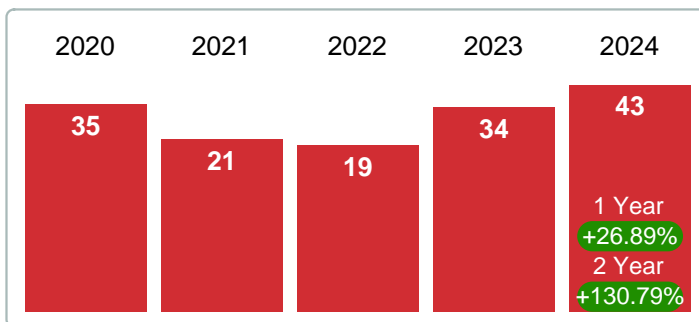
AVERAGE DAYS ON MARKET TO SALE

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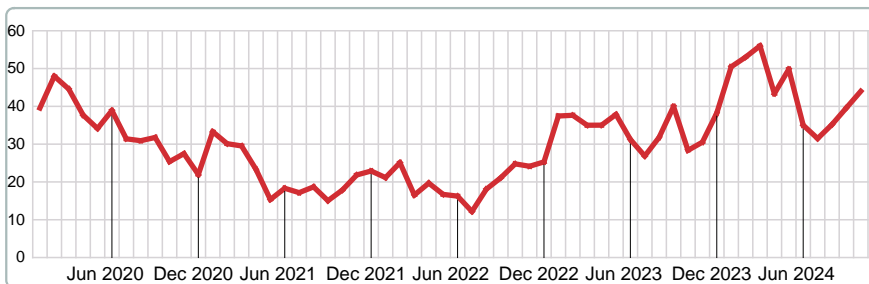
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

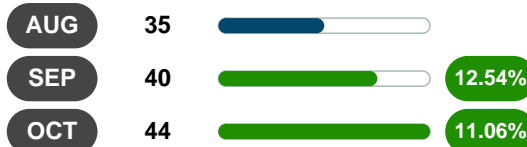


3 MONTHS

5 year OCT AVG = 28

High Mar 2024 56 Low Jul 2022 12

Average Days on Market to Sale this month at 44 above the 5 yr OCT average of 28



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
\$125,000 and less	8.77%	27	33	6	0	0
\$125,001 - \$175,000	7.89%	20	62	9	20	0
\$175,001 - \$250,000	19.30%	42	0	37	88	0
\$250,001 - \$325,000	25.44%	44	53	35	64	0
\$325,001 - \$400,000	14.04%	46	0	39	36	152
\$400,001 - \$550,000	11.40%	64	0	73	42	81
\$550,001 and up	13.16%	55	0	1	41	102
Average Closed DOM		44	40	38	46	107
Total Closed Units	100%	44	12	65	31	6
Total Closed Volume		38,703,865	1.61M	18.60M	14.14M	4.36M

October 2024



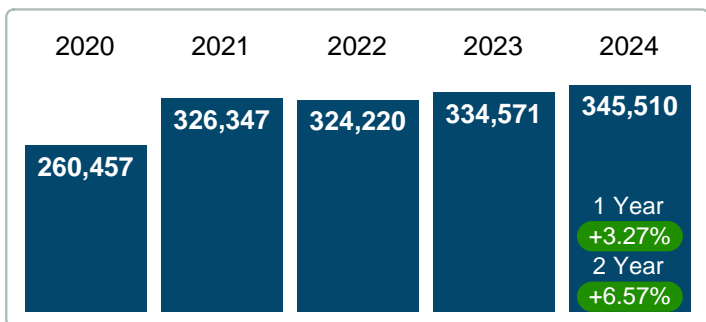
Area Delimited by County Of Rogers - Residential Property Type



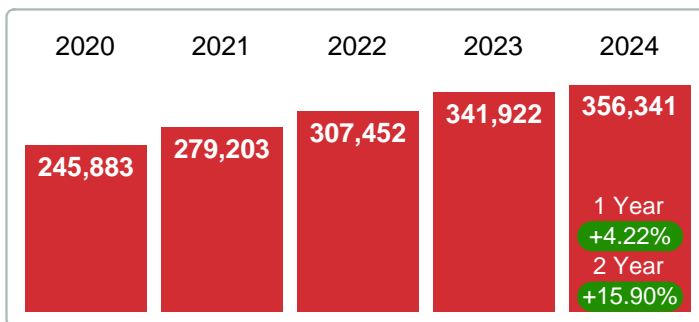
AVERAGE LIST PRICE AT CLOSING

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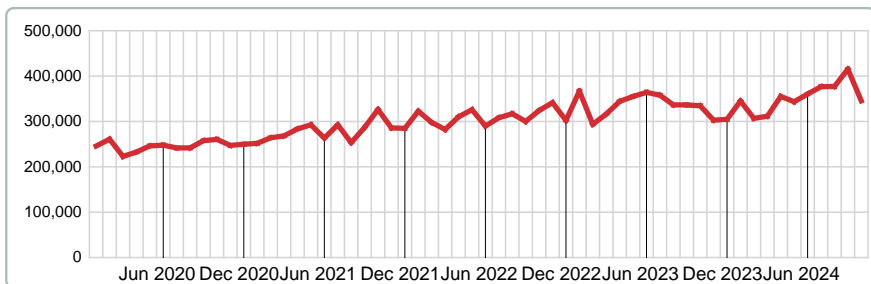
OCTOBER



YEAR TO DATE (YTD)

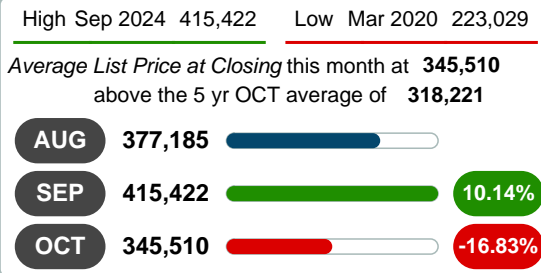


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 318,221



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	
\$125,000 and less	10	8.77%	74,680	79,962	88,500	0	
\$125,001 - \$175,000	9	7.89%	152,167	139,900	158,725	151,200	
\$175,001 - \$250,000	23	20.18%	214,553	0	215,651	245,895	
\$250,001 - \$325,000	25	21.93%	289,915	294,633	282,100	293,069	
\$325,001 - \$400,000	18	15.79%	361,340	0	382,348	362,600	
\$400,001 - \$550,000	15	13.16%	476,980	0	460,075	473,925	
\$550,001 and up	14	12.28%	816,463	0	539,900	775,648	
Average List Price		345,510		138,625	290,941	459,698	760,483
Total Closed Units		114	100%	345,510	12	65	31
Total Closed Volume		39,388,190			1.66M	18.91M	14.25M

October 2024



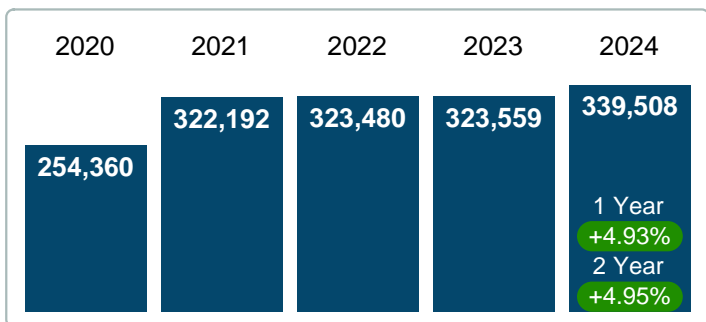
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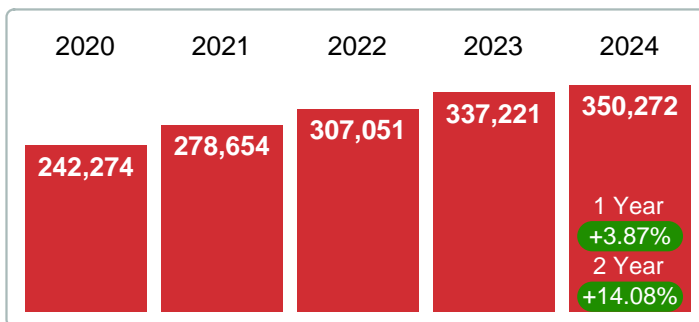
AVERAGE SOLD PRICE AT CLOSING

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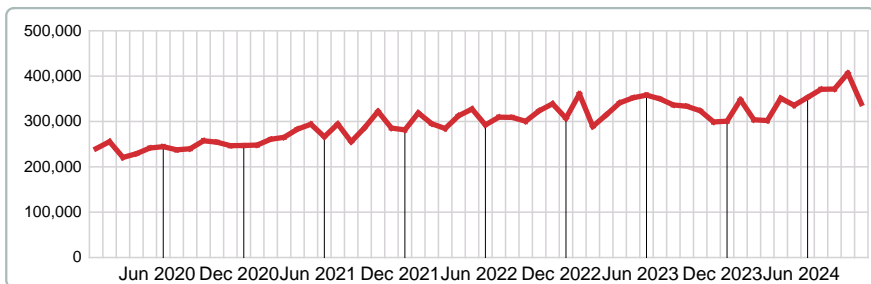
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

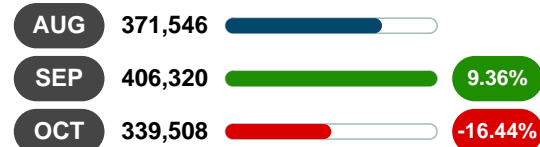


3 MONTHS

5 year OCT AVG = 312,620

High Sep 2024 406,320 Low Mar 2020 220,750

Average Sold Price at Closing this month at **339,508** above the 5 yr OCT average of **312,620**



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
\$125,000 and less	8.77%	74,900	77,125	66,000	0	0
\$125,001 - \$175,000	7.89%	153,600	135,000	154,475	157,374	0
\$175,001 - \$250,000	19.30%	213,093	0	209,905	244,977	0
\$250,001 - \$325,000	25.44%	289,231	284,567	289,842	289,570	0
\$325,001 - \$400,000	14.04%	359,858	0	359,893	364,975	339,000
\$400,001 - \$550,000	11.40%	466,775	0	454,050	471,419	550,000
\$550,001 and up	13.16%	778,062	0	557,823	764,623	866,719
Average Sold Price		339,508	133,808	286,216	456,073	725,979
Total Closed Units	100%	339,508	12	65	31	6
Total Closed Volume		38,703,865	1.61M	18.60M	14.14M	4.36M

October 2024



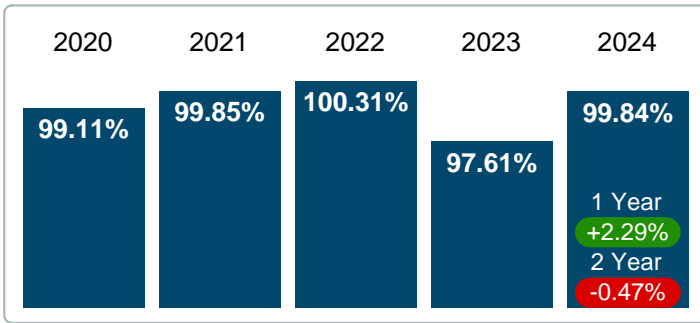
Area Delimited by County Of Rogers - Residential Property Type



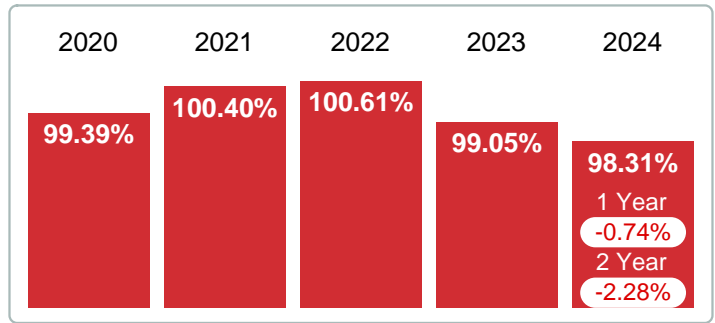
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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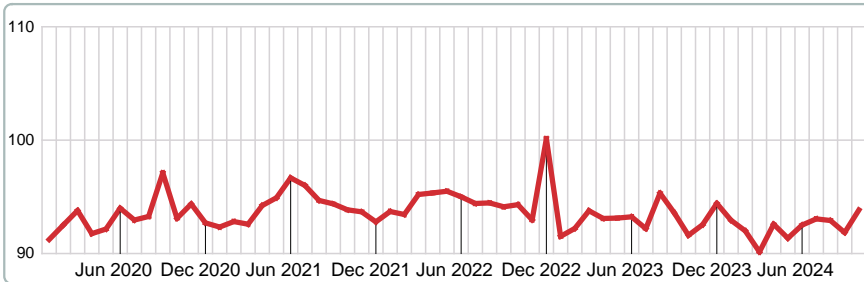
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

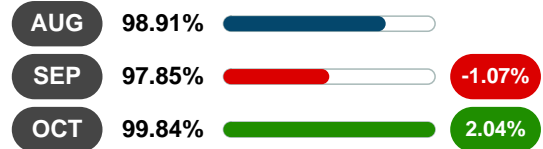


3 MONTHS

5 year OCT AVG = 99.34%

High Dec 2022 106.13% Low Mar 2024 96.14%

Average Sold/List Ratio this month at **99.84%** above the 5 yr OCT average of **99.34%**



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	
\$125,000 and less	10	8.77%	94.15%	97.01%	82.69%	0.00%	0.00%	
\$125,001 - \$175,000	9	7.89%	101.45%	96.50%	97.41%	106.72%	0.00%	
\$175,001 - \$250,000	22	19.30%	97.88%	0.00%	97.71%	99.64%	0.00%	
\$250,001 - \$325,000	29	25.44%	105.67%	96.48%	109.65%	98.82%	0.00%	
\$325,001 - \$400,000	16	14.04%	96.46%	0.00%	94.61%	100.67%	100.00%	
\$400,001 - \$550,000	13	11.40%	98.90%	0.00%	98.82%	99.43%	97.35%	
\$550,001 and up	15	13.16%	98.72%	0.00%	103.32%	99.18%	96.41%	
Average Sold/List Ratio		99.80%		96.83%	100.42%	100.33%	97.16%	
Total Closed Units		114	100%	99.80%	12	65	31	6
Total Closed Volume		38,703,865			1.61M	18.60M	14.14M	4.36M

October 2024



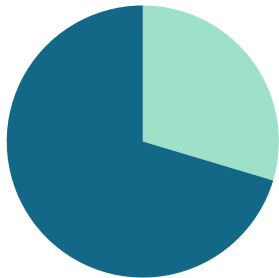
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

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

INVENTORY

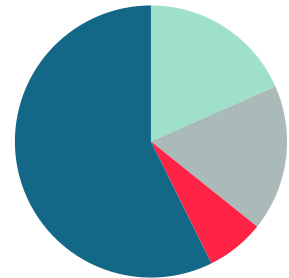


Inventory
 New Listings
149 = 29.62%
 Start Inventory
354
 Total Inventory Units
503
 Volume
\$222,777,647

Market Activity

Closed Sales
114 = 18.36%
 Pending Sales
108 = 17.39%
 Other Off Market
43 = 6.92%
 Active Inventory
356 = 57.33%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	113	114	0.88%	1,100	1,082	-1.64%
Pending Sales	81	108	33.33%	1,117	1,139	1.97%
New Listings	133	149	12.03%	1,468	1,509	2.79%
Average List Price	334,571	345,510	3.27%	341,922	356,341	4.22%
Average Sale Price	323,559	339,508	4.93%	337,221	350,272	3.87%
Average Percent of Selling Price to List Price	97.61%	99.84%	2.29%	99.05%	98.31%	-0.74%
Average Days on Market to Sale	28.36	43.99	55.10%	33.93	43.05	26.89%
Monthly Inventory	307	356	15.96%	307	356	15.96%
Months Supply of Inventory	2.88	3.40	18.27%	2.88	3.40	18.27%

Absorption: Last 12 months, an Average of **105** Sales/Month

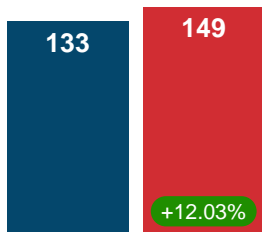
Inventory on October 31, 2024 = **356**

2023 **2024**

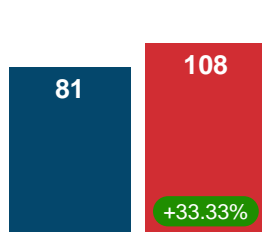
OCTOBER MARKET

AVERAGE PRICES

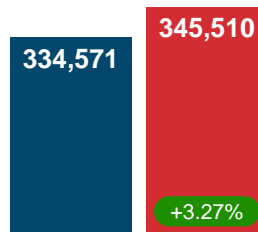
New Listings



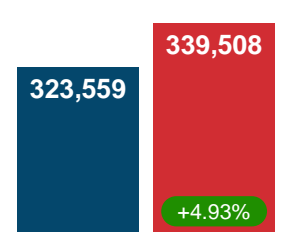
Pending Listings



List Price



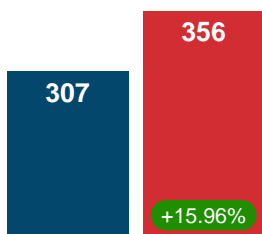
Sale Price



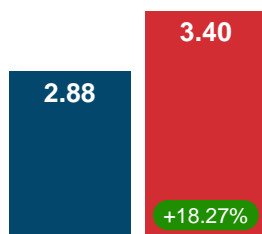
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

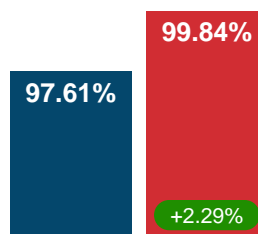
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

