

October 2024



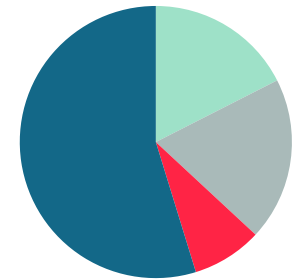
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2023	October 2024	+/-%
Closed Listings	680	698	2.65%
Pending Listings	656	773	17.84%
New Listings	932	1,070	14.81%
Average List Price	326,037	327,160	0.34%
Average Sale Price	317,976	319,925	0.61%
Average Percent of Selling Price to List Price	97.90%	98.31%	0.42%
Average Days on Market to Sale	27.66	39.57	43.07%
End of Month Inventory	1,663	2,182	31.21%
Months Supply of Inventory	2.40	3.19	32.84%



■ Closed (17.52%)
■ Pending (19.40%)
■ Other OffMarket (8.33%)
■ Active (54.76%)

Absorption: Last 12 months, an Average of **685** Sales/Month
Active Inventory as of October 31, 2024 = **2,182**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2024 rose **31.21%** to 2,182 existing homes available for sale. Over the last 12 months this area has had an average of 685 closed sales per month. This represents an unsold inventory index of **3.19** 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 **0.61%** in October 2024 to \$319,925 versus the previous year at \$317,976.

Average Days on Market Lengthens

The average number of **39.57** days that homes spent on the market before selling increased by 11.91 days or **43.07%** in October 2024 compared to last year's same month at **27.66** 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 1,070 New Listings in October 2024, up **14.81%** from last year at 932. Furthermore, there were 698 Closed Listings this month versus last year at 680, a **2.65%** increase.

Closed versus Listed trends yielded a **65.2%** ratio, down from previous year's, October 2023, at **73.0%**, a **10.59%** 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®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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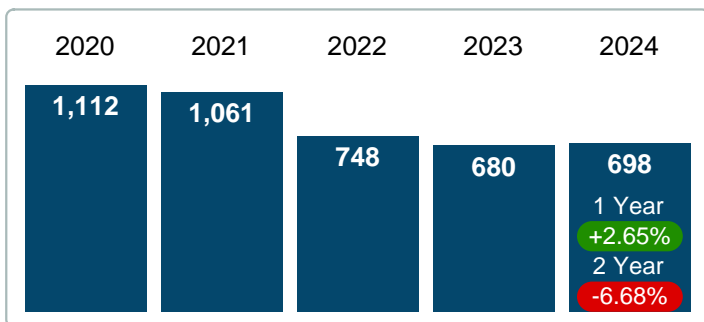
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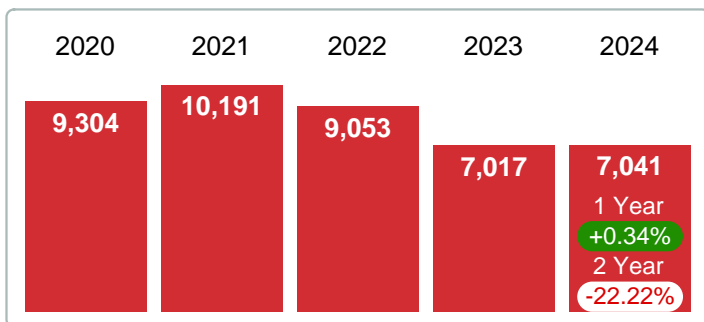
CLOSED LISTINGS

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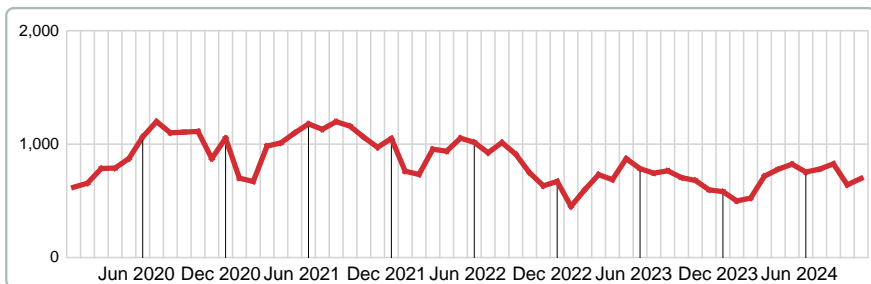
OCTOBER



YEAR TO DATE (YTD)

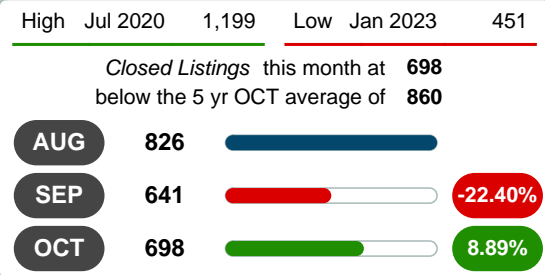


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 860



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	72	10.32%	36.6	37	30	4	1
\$125,001 - \$175,000	88	12.61%	28.8	24	56	7	1
\$175,001 - \$225,000	105	15.04%	23.0	16	71	18	0
\$225,001 - \$300,000	157	22.49%	39.2	9	102	42	4
\$300,001 - \$400,000	115	16.48%	43.4	4	45	58	8
\$400,001 - \$550,000	89	12.75%	53.0	4	28	47	10
\$550,001 and up	72	10.32%	57.7	1	15	41	15
Total Closed Units	698			95	347	217	39
Total Closed Volume	223,307,635	100%	39.6	16.24M	93.09M	91.33M	22.65M
Average Closed Price	\$319,925			\$170,968	\$268,258	\$420,884	\$580,726

October 2024



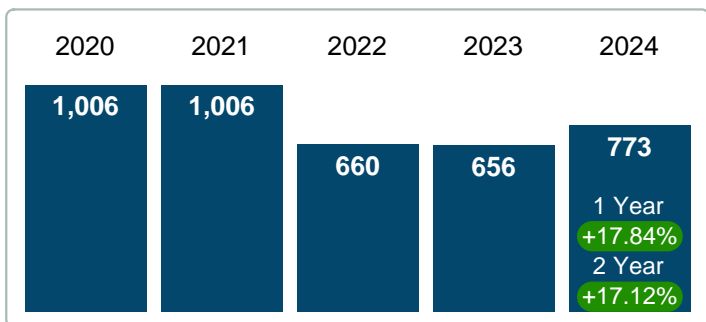
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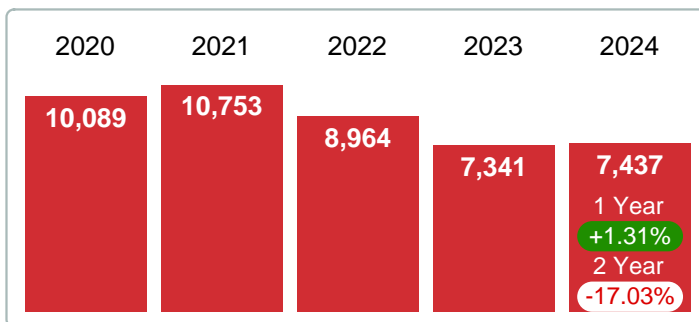
PENDING LISTINGS

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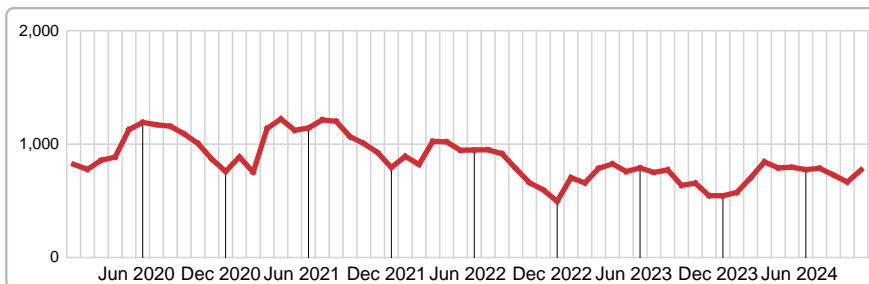
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 820

High Apr 2021 1,222 Low Dec 2022 496

Pending Listings this month at **773**
 below the 5 yr OCT average of **820**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	77	9.96%	39.6	38	33	5	1
\$125,001 - \$175,000	87	11.25%	36.7	19	63	5	0
\$175,001 - \$225,000	118	15.27%	28.7	18	82	18	0
\$225,001 - \$300,000	183	23.67%	39.3	10	120	51	2
\$300,001 - \$375,000	114	14.75%	40.4	6	50	51	7
\$375,001 - \$525,000	110	14.23%	46.2	1	43	51	15
\$525,001 and up	84	10.87%	48.0	3	11	53	17
Total Pending Units	773			95	402	234	42
Total Pending Volume	244,261,431	100%	40.1	16.67M	104.27M	100.08M	23.23M
Average Listing Price	\$323,859			\$175,511	\$259,385	\$427,696	\$553,198

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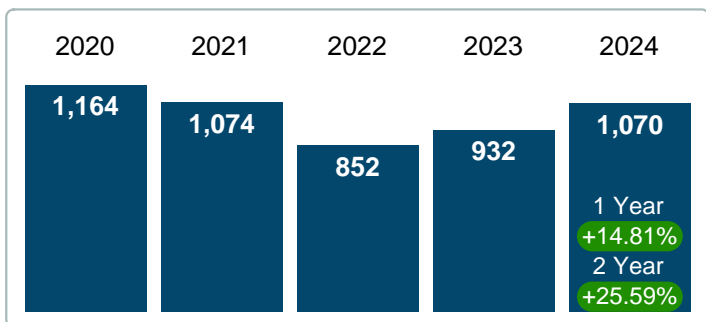
Area Delimited by County Of Tulsa - Residential Property Type



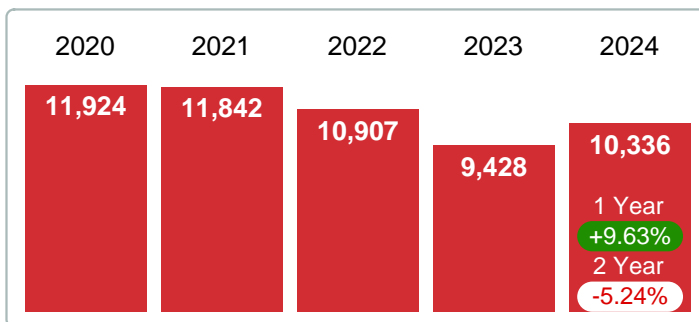
NEW LISTINGS

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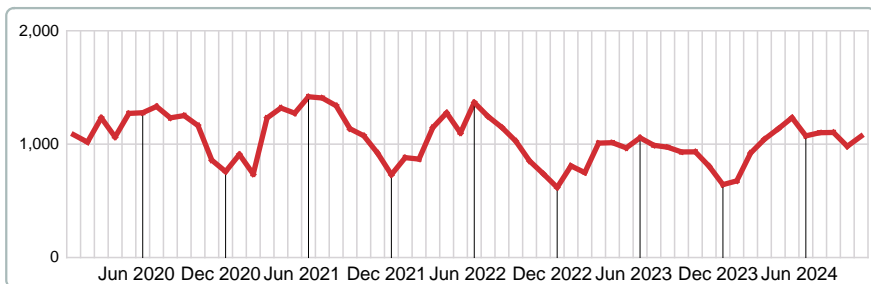
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 1,018

High Jun 2021 1,418 Low Dec 2022 618

New Listings this month at **1,070**
above the 5 yr OCT average of **1,018**



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	93	8.69%	55	35	3	0
\$125,001 - \$175,000	92	8.60%	27	57	7	1
\$175,001 - \$225,000	161	15.05%	19	124	17	1
\$225,001 - \$325,000	300	28.04%	17	189	91	3
\$325,001 - \$425,000	180	16.82%	11	60	95	14
\$425,001 - \$575,000	119	11.12%	6	36	66	11
\$575,001 and up	125	11.68%	4	17	70	34
Total New Listed Units	1,070		139	518	349	64
Total New Listed Volume	382,008,402	100%	30.94M	140.07M	164.69M	46.31M
Average New Listed Listing Price	\$291,334		\$222,561	\$270,412	\$471,896	\$723,549

October 2024



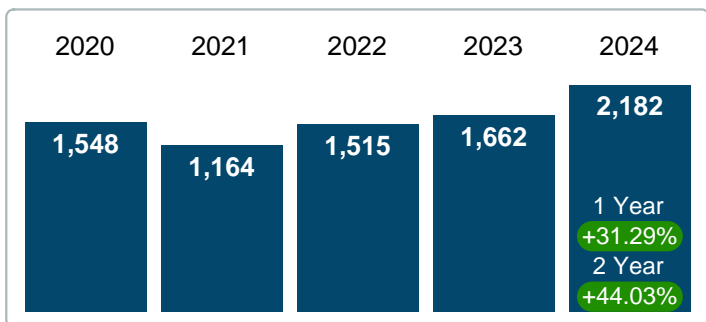
Area Delimited by County Of Tulsa - Residential Property Type



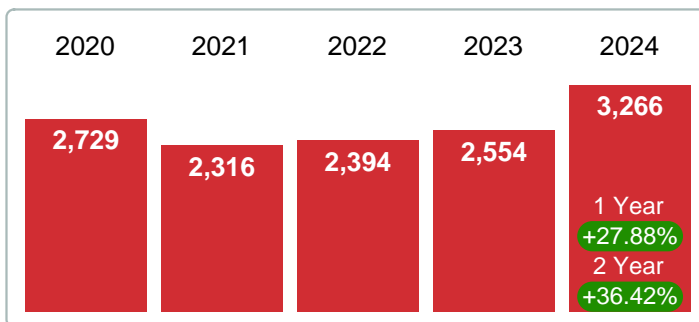
ACTIVE INVENTORY

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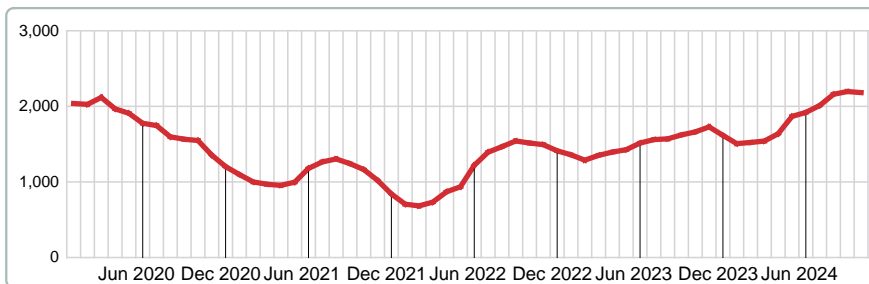
END OF OCTOBER



ACTIVE DURING OCTOBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 1,614

High Sep 2024 2,196 Low Feb 2022 683

Inventory this month at **2,182**
above the 5 yr OCT average of **1,614**



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	168	7.70%	102.5	84	74	10	0
\$125,001 - \$200,000	245	11.23%	51.1	60	162	22	1
\$200,001 - \$275,000	377	17.28%	56.2	43	268	60	6
\$275,001 - \$375,000	501	22.96%	55.2	25	230	230	16
\$375,001 - \$475,000	339	15.54%	74.3	20	124	160	35
\$475,001 - \$675,000	328	15.03%	94.1	16	85	184	43
\$675,001 and up	224	10.27%	77.0	9	38	104	73
Total Active Inventory by Units	2,182			257	981	770	174
Total Active Inventory by Volume	896,750,747	100%	69.6	63.73M	307.23M	379.00M	146.80M
Average Active Inventory Listing Price	\$410,977			\$247,960	\$313,178	\$492,208	\$843,661

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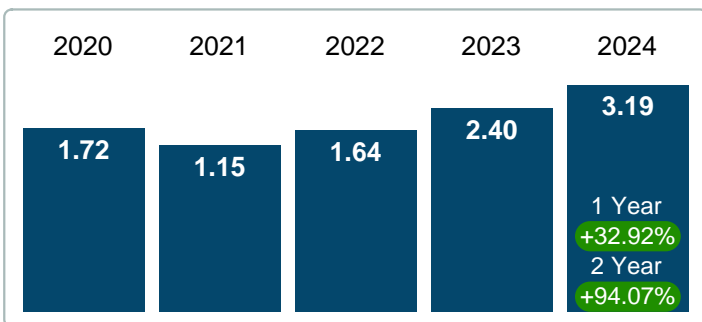
Area Delimited by County Of Tulsa - Residential Property Type



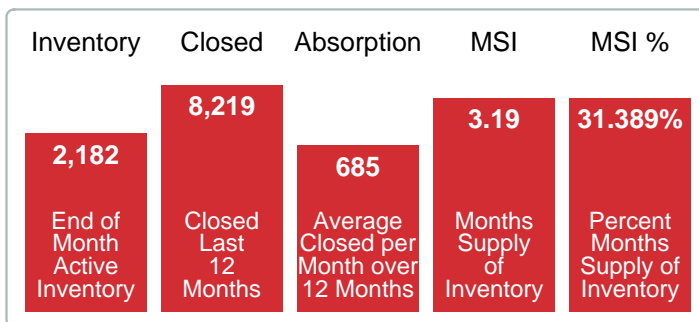
MONTHS SUPPLY of INVENTORY (MSI)

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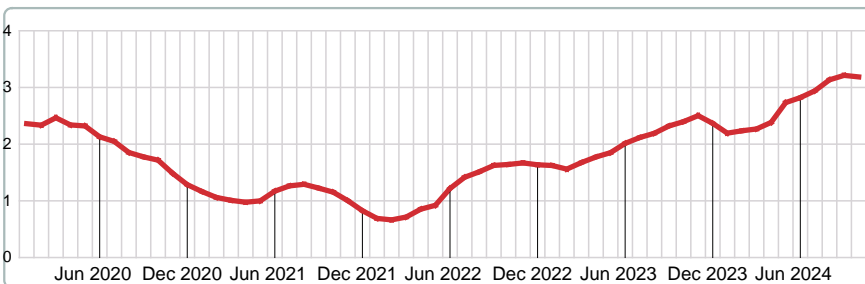
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2024

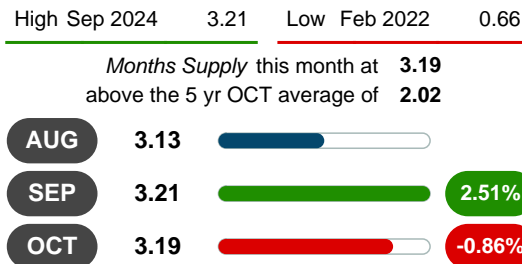


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 2.02



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	168	7.70%	2.58	2.28	2.86	4.80	0.00
\$125,001 - \$200,000	245	11.23%	1.92	2.23	1.81	2.20	1.09
\$200,001 - \$275,000	377	17.28%	2.25	3.02	2.17	2.22	2.25
\$275,001 - \$375,000	501	22.96%	3.36	4.23	3.20	3.49	2.91
\$375,001 - \$475,000	339	15.54%	4.78	7.27	5.18	4.30	4.94
\$475,001 - \$675,000	328	15.03%	4.98	10.67	4.93	4.75	5.16
\$675,001 and up	224	10.27%	5.71	18.00	6.51	4.78	6.54
Market Supply of Inventory (MSI)			3.19	2.90	2.74	3.80	4.84
Total Active Inventory by Units		100%	3.19	257	981	770	174

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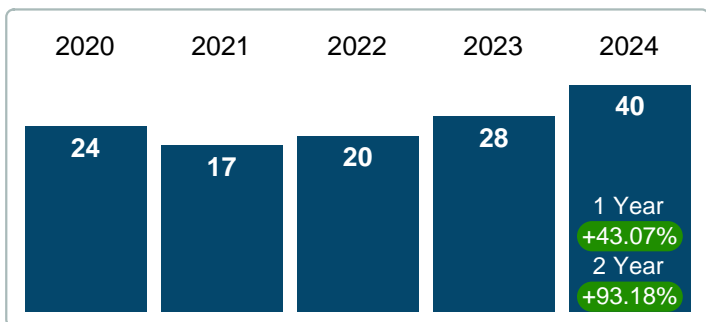
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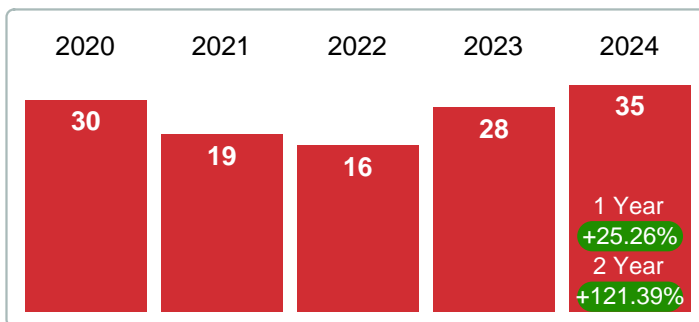
AVERAGE DAYS ON MARKET TO SALE

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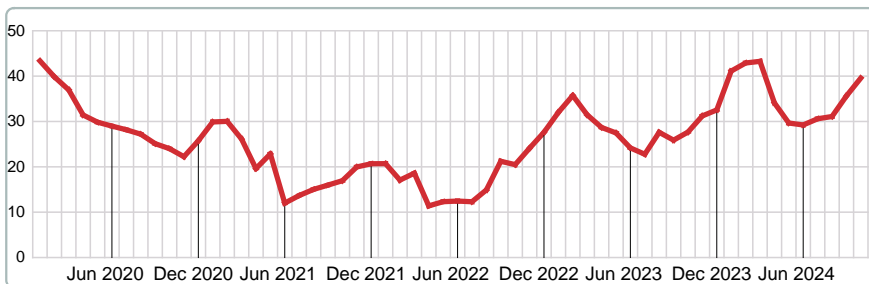
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

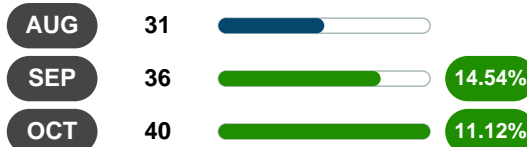


3 MONTHS

5 year OCT AVG = 26

High Jan 2020 43 Low Apr 2022 11

Average Days on Market to Sale this month at 40 above the 5 yr OCT average of 26



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	10.32%	37	35	37	56	1
\$125,001 - \$175,000	12.61%	29	27	27	52	34
\$175,001 - \$225,000	15.04%	23	22	21	33	0
\$225,001 - \$300,000	22.49%	39	28	36	48	60
\$300,001 - \$400,000	16.48%	43	33	50	36	64
\$400,001 - \$550,000	12.75%	53	44	59	47	68
\$550,001 and up	10.32%	58	86	30	50	105
Average Closed DOM		40				
Total Closed Units		698				
Total Closed Volume		223,307,635				
			16.24M	93.09M	91.33M	22.65M

October 2024



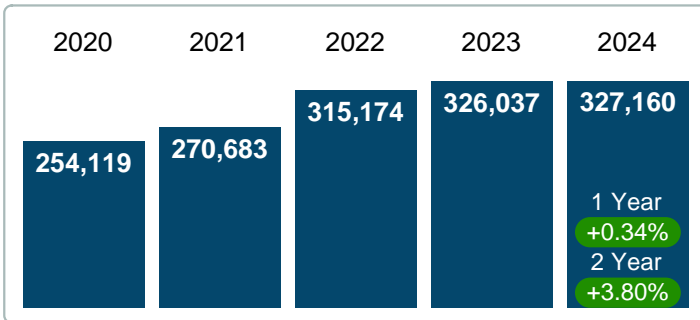
Area Delimited by County Of Tulsa - Residential Property Type



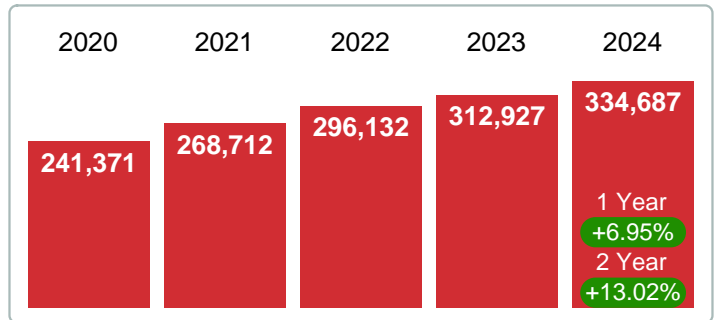
AVERAGE LIST PRICE AT CLOSING

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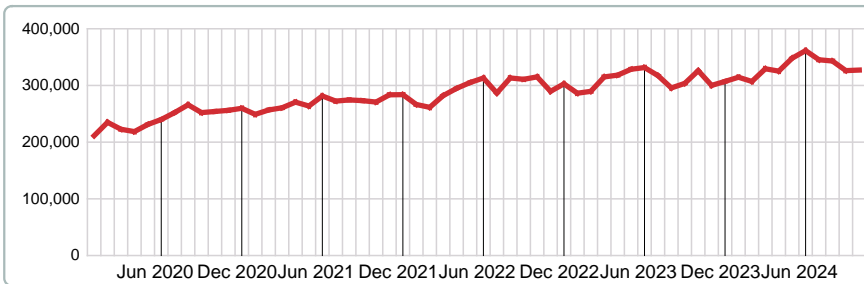
OCTOBER



YEAR TO DATE (YTD)

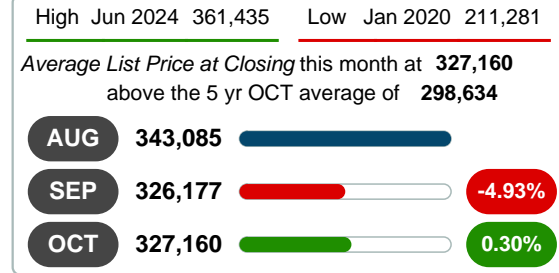


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 298,634



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	9.74%	94,492	87,665	106,756	126,748	110,000
\$125,001 - \$175,000	12.32%	156,100	152,671	162,077	165,679	135,000
\$175,001 - \$225,000	15.62%	202,026	208,125	200,941	218,028	0
\$225,001 - \$300,000	21.92%	264,574	264,200	264,037	271,215	287,225
\$300,001 - \$400,000	16.62%	345,152	327,250	338,860	353,680	389,787
\$400,001 - \$550,000	12.18%	470,037	500,500	478,678	483,926	479,610
\$550,001 and up	11.60%	815,017	875,000	819,987	805,361	970,593
Average List Price		327,160	176,858	272,130	429,770	611,979
Total Closed Units	100%	327,160	95	347	217	39
Total Closed Volume		228,357,853	16.80M	94.43M	93.26M	23.87M

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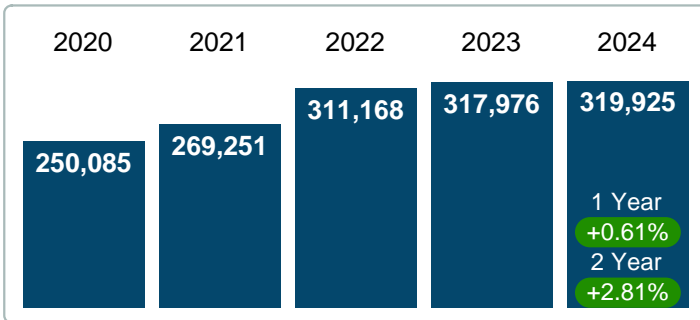
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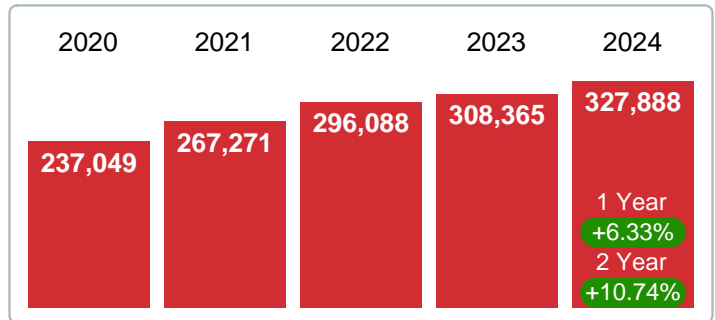
AVERAGE SOLD PRICE AT CLOSING

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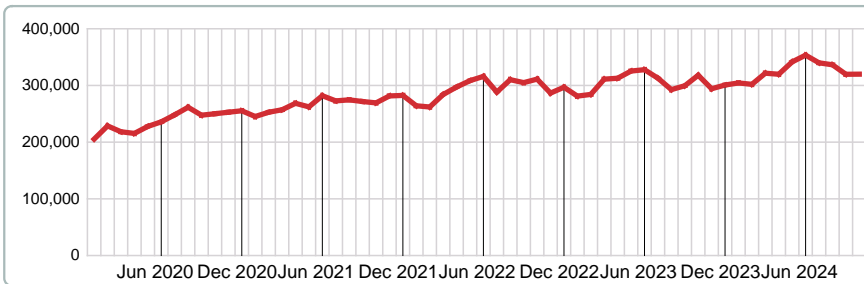
OCTOBER



YEAR TO DATE (YTD)

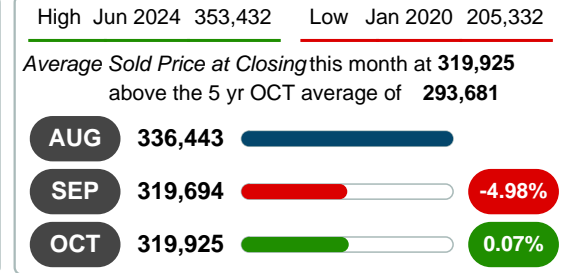


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 293,681



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	72	10.32%	92,407	84,483	98,014	117,998	115,000
\$125,001 - \$175,000	88	12.61%	154,626	150,017	157,359	151,365	135,000
\$175,001 - \$225,000	105	15.04%	201,805	200,888	200,499	207,775	0
\$225,001 - \$300,000	157	22.49%	262,538	258,333	260,826	265,862	280,750
\$300,001 - \$400,000	115	16.48%	344,234	321,250	340,327	347,304	355,438
\$400,001 - \$550,000	89	12.75%	473,612	462,250	471,197	476,834	469,780
\$550,001 and up	72	10.32%	818,068	842,500	799,000	788,765	915,600
Average Sold Price			319,925	170,968	268,258	420,884	580,726
Total Closed Units		100%	698	95	347	217	39
Total Closed Volume			223,307,635	16.24M	93.09M	91.33M	22.65M

October 2024



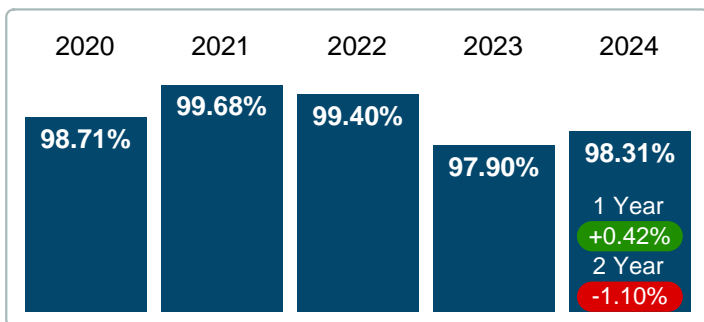
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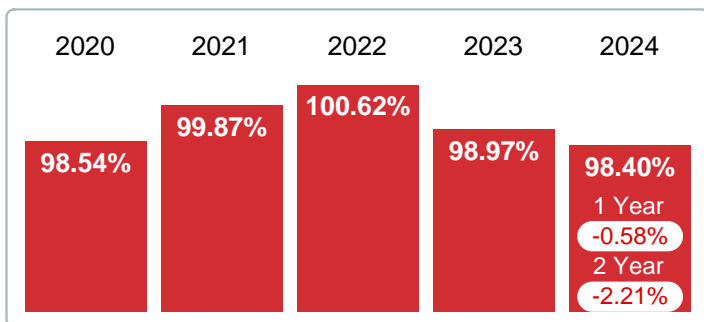
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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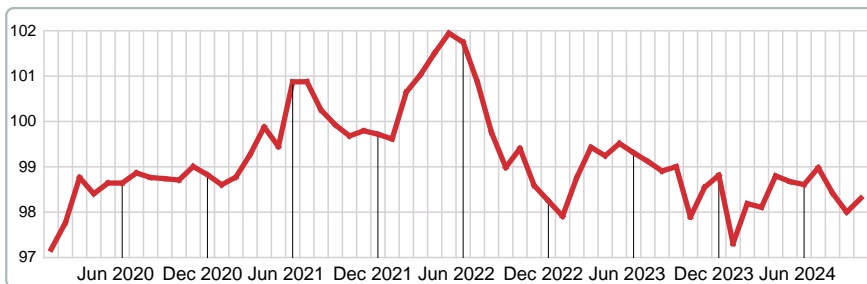
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

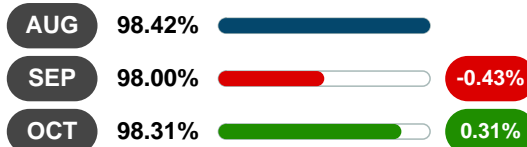


3 MONTHS

5 year OCT AVG = 98.80%

High May 2022 101.95% Low Jan 2020 97.18%

Average Sold/List Ratio this month at **98.31%**
below the 5 yr OCT average of **98.80%**



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	72	10.32%	95.08%	96.75%	92.97%	93.05%	104.55%
\$125,001 - \$175,000	88	12.61%	97.29%	98.73%	97.18%	92.87%	100.00%
\$175,001 - \$225,000	105	15.04%	98.85%	96.83%	99.95%	96.29%	0.00%
\$225,001 - \$300,000	157	22.49%	98.65%	97.83%	98.93%	98.20%	97.88%
\$300,001 - \$400,000	115	16.48%	100.57%	98.23%	105.04%	98.35%	92.62%
\$400,001 - \$550,000	89	12.75%	98.35%	94.46%	98.58%	98.61%	98.04%
\$550,001 and up	72	10.32%	97.61%	96.29%	97.84%	98.66%	94.58%
Average Sold/List Ratio		98.30%		97.33%	99.06%	97.99%	95.80%
Total Closed Units		698	100%	95	347	217	39
Total Closed Volume		223,307,635		16.24M	93.09M	91.33M	22.65M

October 2024



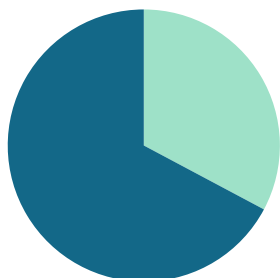
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

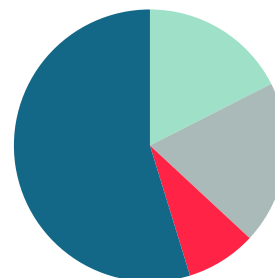


Inventory
 New Listings
1,070 = 32.78%
 Start Inventory
2,194
 Total Inventory Units
3,264
 Volume
\$1,280,562,753

Market Activity

Closed Sales
698 = 17.52%
 Pending Sales
773 = 19.40%
 Other Off Market
332 = 8.33%
 Active Inventory
2,182 = 54.76%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	680	698	2.65%	7,017	7,041	0.34%
Pending Sales	656	773	17.84%	7,341	7,437	1.31%
New Listings	932	1,070	14.81%	9,428	10,336	9.63%
Average List Price	326,037	327,160	0.34%	312,927	334,687	6.95%
Average Sale Price	317,976	319,925	0.61%	308,365	327,888	6.33%
Average Percent of Selling Price to List Price	97.90%	98.31%	0.42%	98.97%	98.40%	-0.58%
Average Days on Market to Sale	27.66	39.57	43.07%	28.01	35.08	25.26%
Monthly Inventory	1,663	2,182	31.21%	1,663	2,182	31.21%
Months Supply of Inventory	2.40	3.19	32.84%	2.40	3.19	32.84%

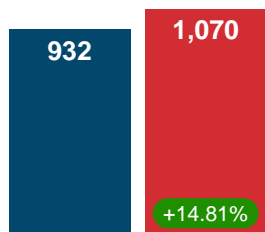
Absorption: Last 12 months, an Average of **685** Sales/Month

Inventory on October 31, 2024 = **2,182** 2023 2024

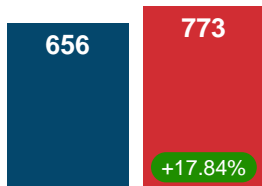
OCTOBER MARKET

AVERAGE PRICES

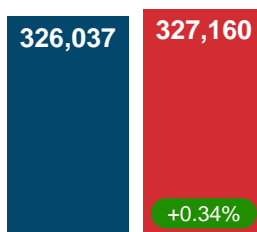
New Listings



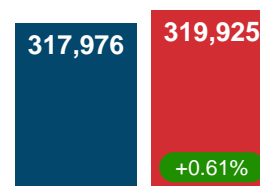
Pending Listings



List Price



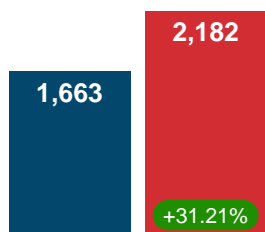
Sale Price



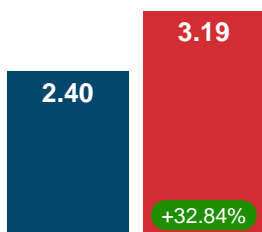
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

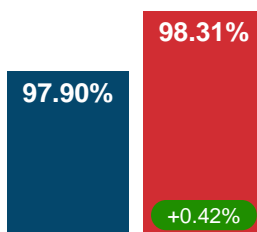
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

