

# October 2024



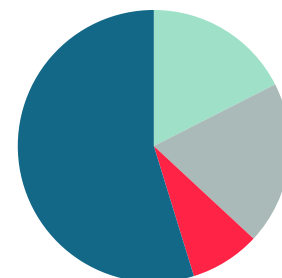
Area Delimited by County Of Tulsa - Residential Property Type



## 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%
Median List Price	275,000	267,698	-2.66%
Median Sale Price	272,745	262,250	-3.85%
Median Percent of Selling Price to List Price	99.93%	99.23%	-0.69%
Median Days on Market to Sale	13.00	24.00	84.62%
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.

#### 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 **3.85%** in October 2024 to \$262,250 versus the previous year at \$272,745.

#### Median Days on Market Lengthens

The median number of **24.00** days that homes spent on the market before selling increased by 11.00 days or **84.62%** in October 2024 compared to last year's same month at **13.00** 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 1,070 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.

### 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>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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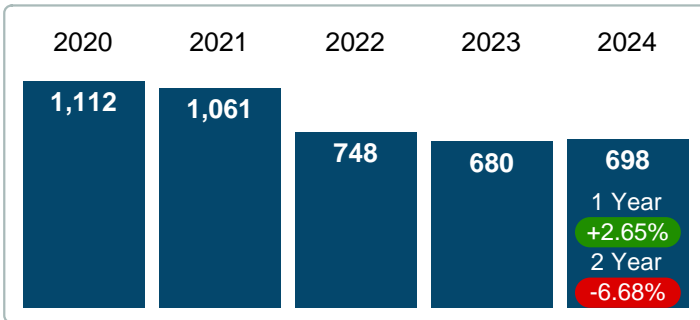
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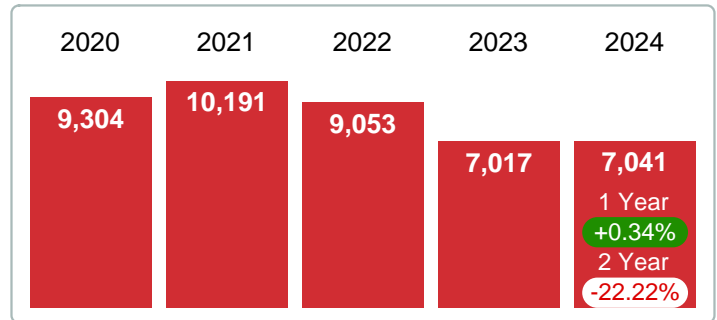
## CLOSED LISTINGS

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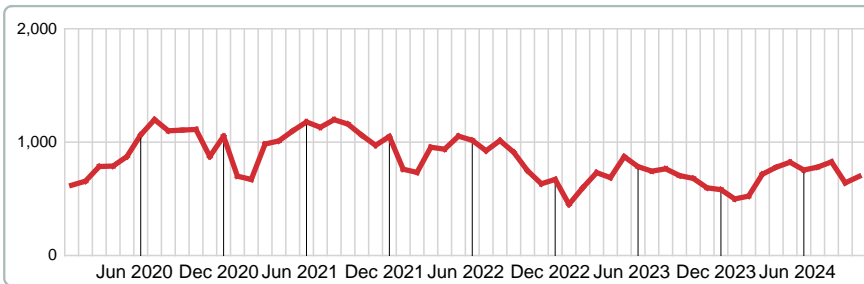
### OCTOBER



### YEAR TO DATE (YTD)

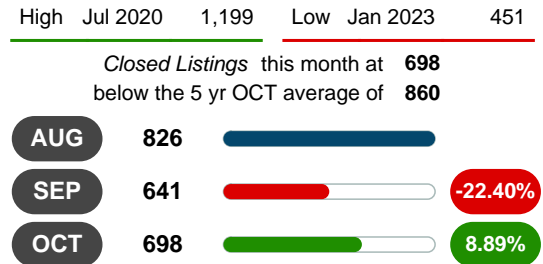


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 860



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	72	10.32%	17.5	37	30	4	1
\$125,001 - \$175,000	88	12.61%	16.0	24	56	7	1
\$175,001 - \$225,000	105	15.04%	11.0	16	71	18	0
\$225,001 - \$300,000	157	22.49%	26.0	9	102	42	4
\$300,001 - \$400,000	115	16.48%	31.0	4	45	58	8
\$400,001 - \$550,000	89	12.75%	41.0	4	28	47	10
\$550,001 and up	72	10.32%	34.0	1	15	41	15
<b>Total Closed Units</b>	<b>698</b>			<b>95</b>	<b>347</b>	<b>217</b>	<b>39</b>
<b>Total Closed Volume</b>	<b>223,307,635</b>	<b>100%</b>	<b>24.0</b>	<b>16.24M</b>	<b>93.09M</b>	<b>91.33M</b>	<b>22.65M</b>
<b>Median Closed Price</b>	<b>\$262,250</b>			<b>\$147,000</b>	<b>\$240,000</b>	<b>\$355,000</b>	<b>\$474,000</b>

# October 2024



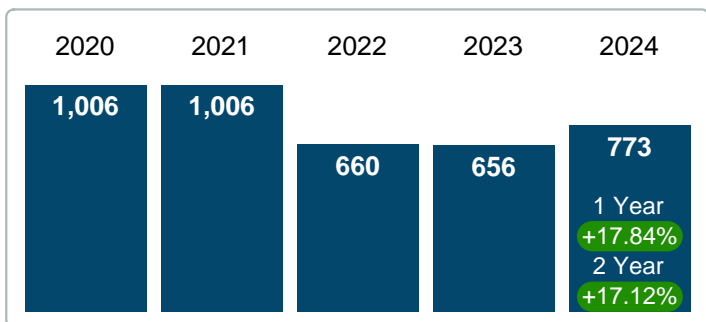
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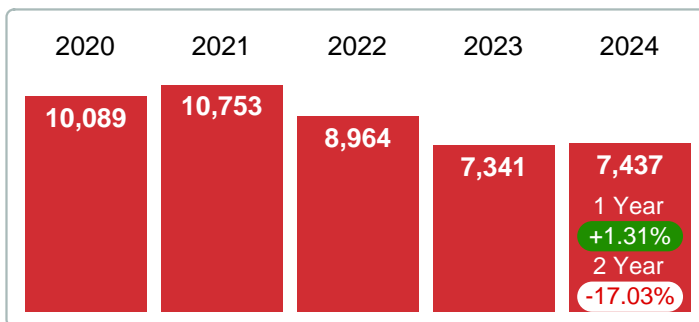
## PENDING LISTINGS

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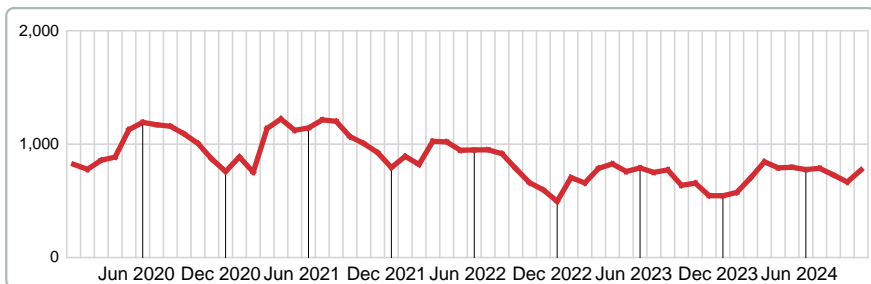
### OCTOBER



### 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	77	9.96%	13.0	38	33	5	1
\$125,001 - \$175,000	87	11.25%	25.0	19	63	5	0
\$175,001 - \$225,000	118	15.27%	20.0	18	82	18	0
\$225,001 - \$300,000	183	23.67%	25.0	10	120	51	2
\$300,001 - \$375,000	114	14.75%	26.0	6	50	51	7
\$375,001 - \$525,000	110	14.23%	28.0	1	43	51	15
\$525,001 and up	84	10.87%	26.0	3	11	53	17
<b>Total Pending Units</b>	<b>773</b>			<b>95</b>	<b>402</b>	<b>234</b>	<b>42</b>
<b>Total Pending Volume</b>	<b>244,261,431</b>	<b>100%</b>	<b>24.0</b>	<b>16.67M</b>	<b>104.27M</b>	<b>100.08M</b>	<b>23.23M</b>
<b>Median Listing Price</b>	<b>\$269,900</b>			<b>\$157,500</b>	<b>\$239,450</b>	<b>\$355,000</b>	<b>\$489,450</b>

# October 2024



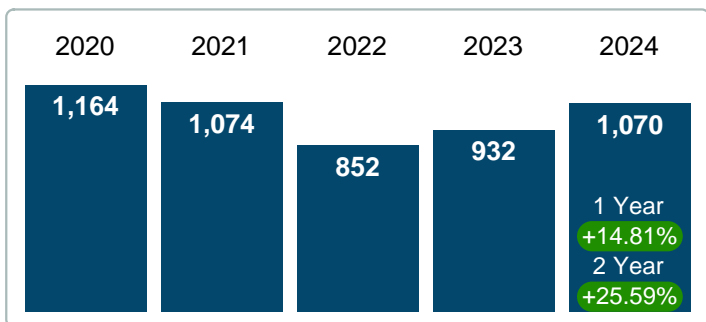
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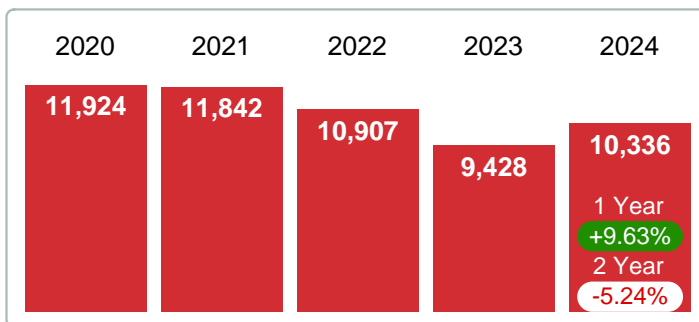
## NEW LISTINGS

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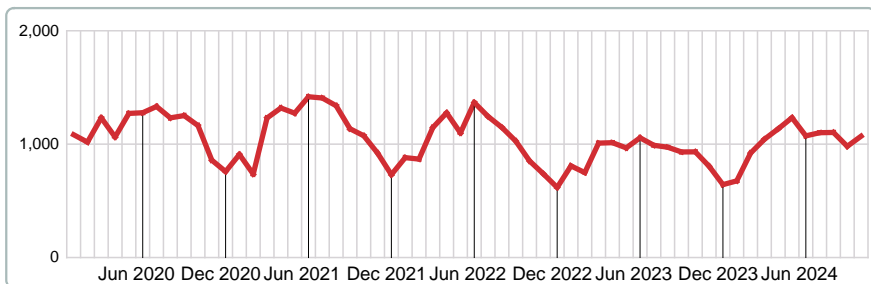
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 1,018

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
<b>Total New Listed Units</b>	<b>1,070</b>		<b>139</b>	<b>518</b>	<b>349</b>	<b>64</b>
<b>Total New Listed Volume</b>	<b>382,008,402</b>	<b>100%</b>	<b>30.94M</b>	<b>140.07M</b>	<b>164.69M</b>	<b>46.31M</b>
<b>Median New Listed Listing Price</b>	<b>\$290,000</b>		<b>\$150,000</b>	<b>\$244,950</b>	<b>\$375,000</b>	<b>\$604,500</b>

# October 2024



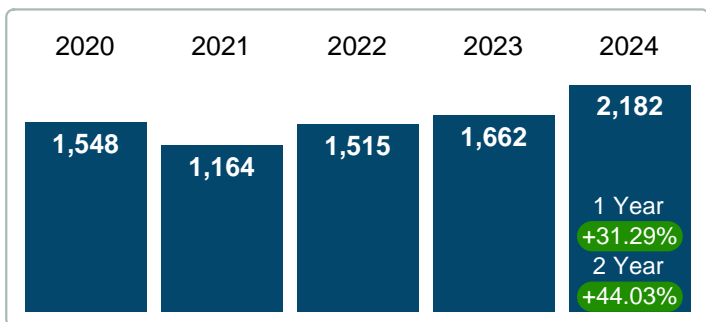
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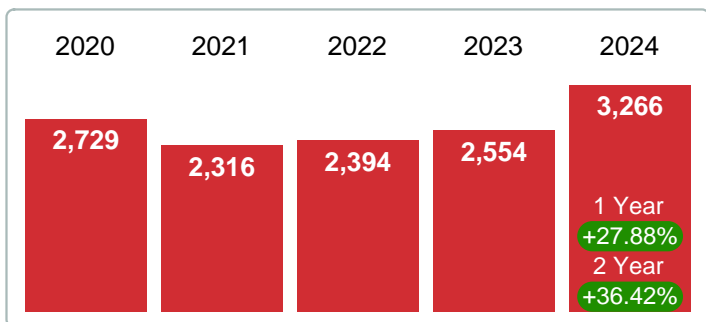
## ACTIVE INVENTORY

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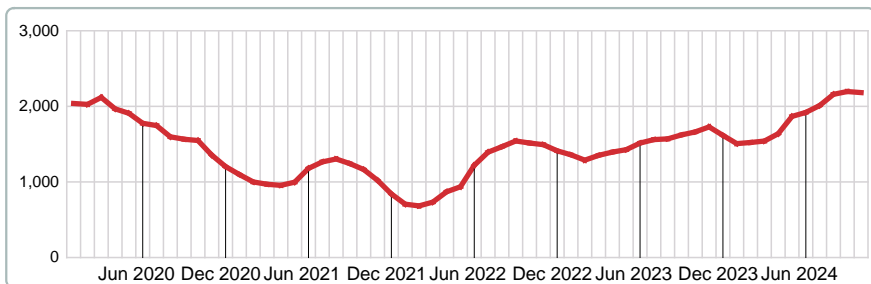
### END OF OCTOBER



### ACTIVE DURING OCTOBER



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$125,000 and less	<b>168</b>	7.70%	65.5	84	74	10	0	
\$125,001 - \$200,000	<b>245</b>	11.23%	38.0	60	162	22	1	
\$200,001 - \$275,000	<b>377</b>	17.28%	44.0	43	268	60	6	
\$275,001 - \$375,000	<b>501</b>	22.96%	41.0	25	230	230	16	
\$375,001 - \$475,000	<b>339</b>	15.54%	56.0	20	124	160	35	
\$475,001 - \$675,000	<b>328</b>	15.03%	78.0	16	85	184	43	
\$675,001 and up	<b>224</b>	10.27%	57.0	9	38	104	73	
Total Active Inventory by Units				2,182	257	981	770	174
Total Active Inventory by Volume				896,750,747	63.73M	307.23M	379.00M	146.80M
Median Active Inventory Listing Price				\$329,240	\$179,000	\$272,500	\$410,000	\$627,000

# October 2024



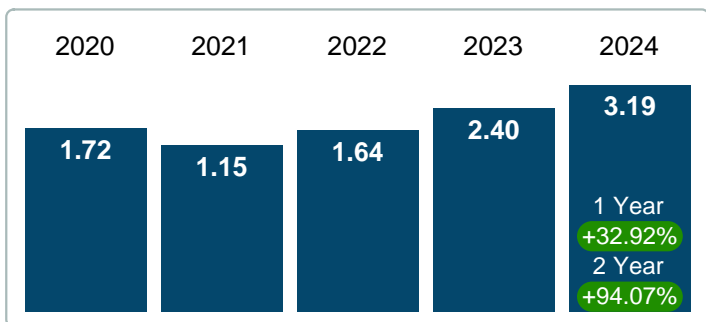
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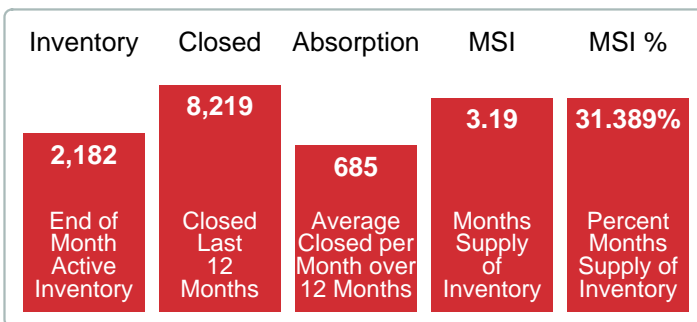
## MONTHS SUPPLY of INVENTORY (MSI)

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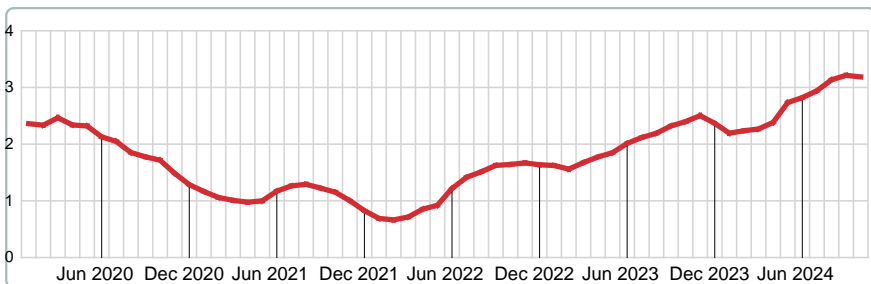
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2024

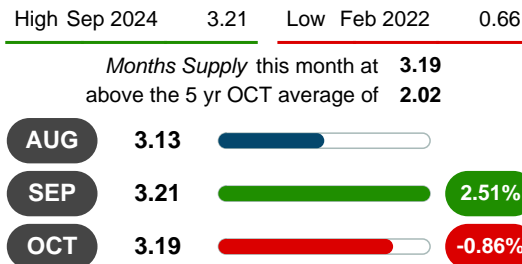


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 2.02



### 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

# October 2024



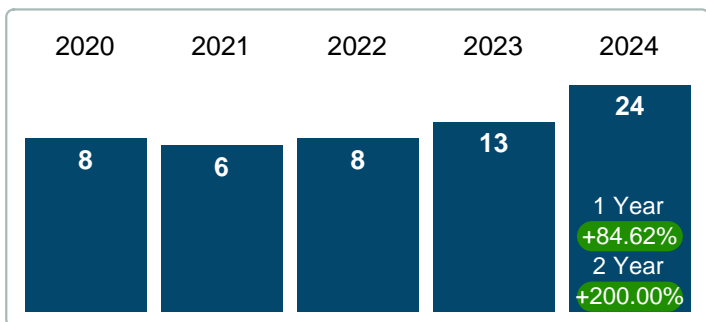
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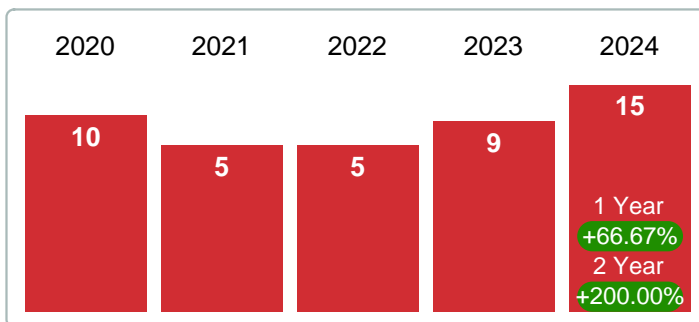
## MEDIAN DAYS ON MARKET TO SALE

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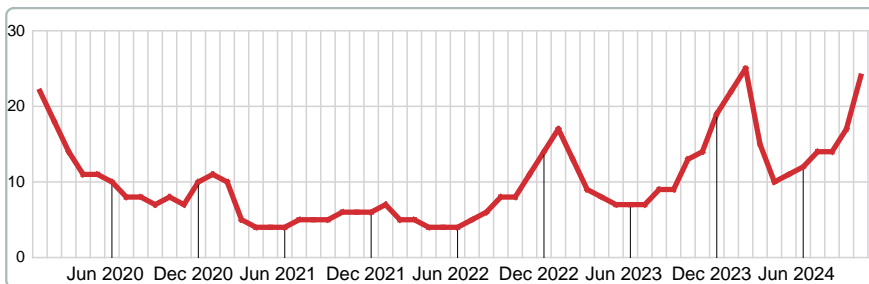
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

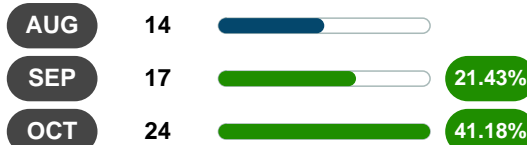


### 3 MONTHS

5 year OCT AVG = 12

High Feb 2024 25 Low Jun 2022 4

Median Days on Market to Sale this month at 24 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	10.32%	18	22	8	61	1
\$125,001 - \$175,000	12.61%	16	22	13	34	34
\$175,001 - \$225,000	15.04%	11	11	10	15	0
\$225,001 - \$300,000	22.49%	26	10	26	41	57
\$300,001 - \$400,000	16.48%	31	23	48	21	68
\$400,001 - \$550,000	12.75%	41	43	61	36	52
\$550,001 and up	10.32%	34	86	19	27	94
Median Closed DOM		24	19	19	26	62
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



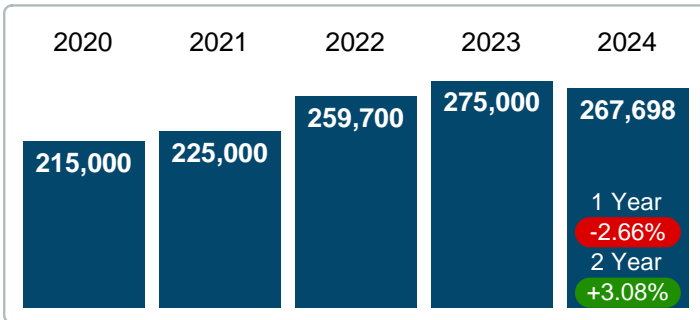
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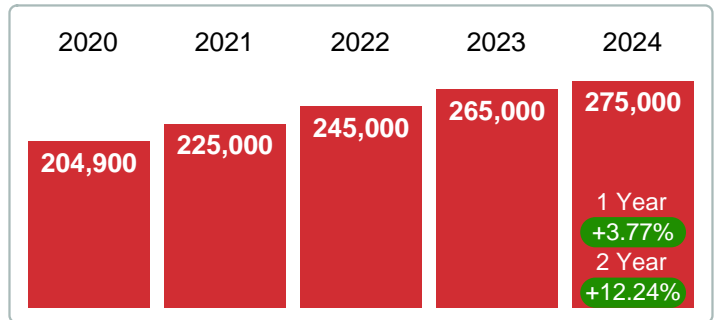
## MEDIAN LIST PRICE AT CLOSING

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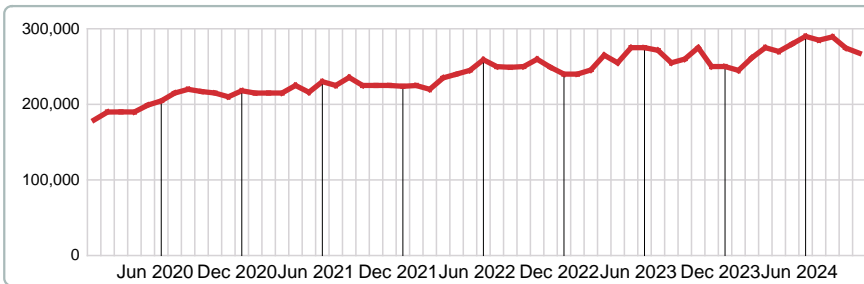
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

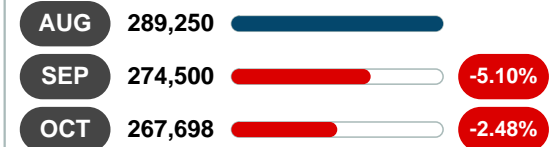


### 3 MONTHS

5 year OCT AVG = 248,480

High Jun 2024 289,900 Low Jan 2020 179,319

Median List Price at Closing this month at **267,698**  
above the 5 yr OCT average of **248,480**



### 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	68	9.74%	104,975	92,250	107,180	122,495	110,000
\$125,001 - \$175,000	86	12.32%	159,825	153,700	160,000	150,000	135,000
\$175,001 - \$225,000	109	15.62%	200,000	204,750	198,750	209,900	0
\$225,001 - \$300,000	153	21.92%	260,000	259,950	259,900	265,500	279,900
\$300,001 - \$400,000	116	16.62%	335,450	320,000	333,300	339,995	374,500
\$400,001 - \$550,000	85	12.18%	460,000	439,000	467,005	459,500	478,000
\$550,001 and up	81	11.60%	735,000	787,500	687,500	712,650	890,000
Median List Price			267,698	149,000	240,000	365,000	499,900
Total Closed Units	698	100%	267,698	95	347	217	39
Total Closed Volume			228,357,853	16.80M	94.43M	93.26M	23.87M



# October 2024



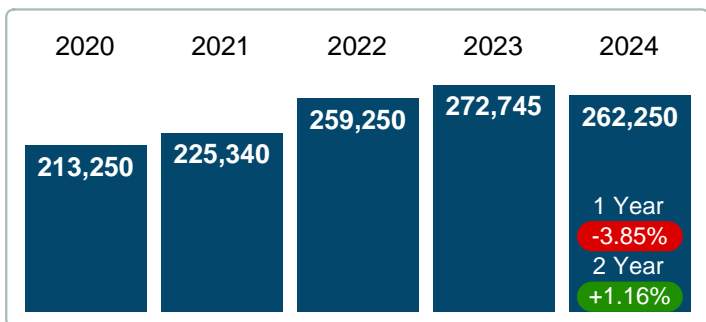
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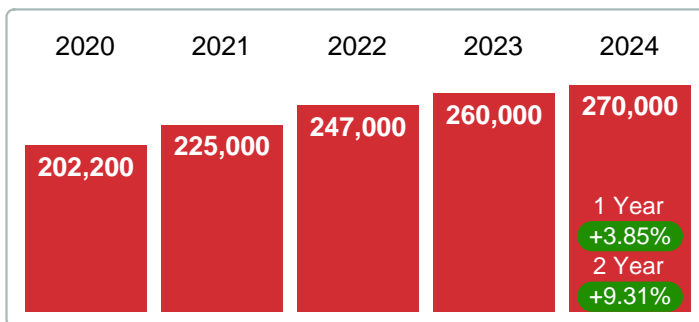
## MEDIAN SOLD PRICE AT CLOSING

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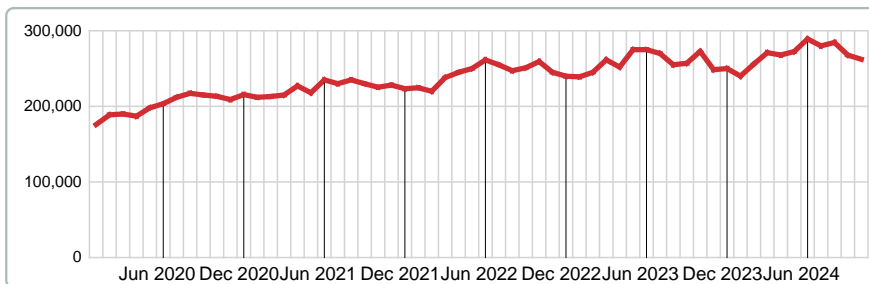
### OCTOBER



### YEAR TO DATE (YTD)

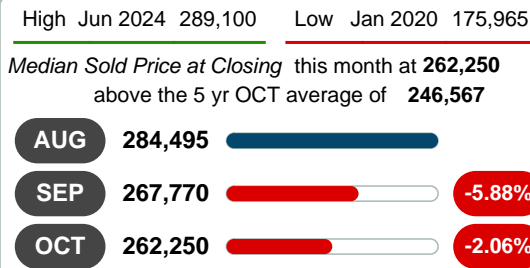


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 246,567



## 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	10.32%	102,500	81,000	106,090	120,995	115,000
\$125,001 - \$175,000	12.61%	156,489	149,500	159,825	153,000	135,000
\$175,001 - \$225,000	15.04%	205,000	200,000	200,000	212,000	0
\$225,001 - \$300,000	22.49%	260,000	260,000	258,000	260,000	282,750
\$300,001 - \$400,000	16.48%	339,990	317,500	330,000	340,000	364,500
\$400,001 - \$550,000	12.75%	465,000	442,000	476,950	465,000	467,000
\$550,001 and up	10.32%	775,000	842,500	675,000	750,000	875,000
Median Sold Price		262,250	147,000	240,000	355,000	474,000
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



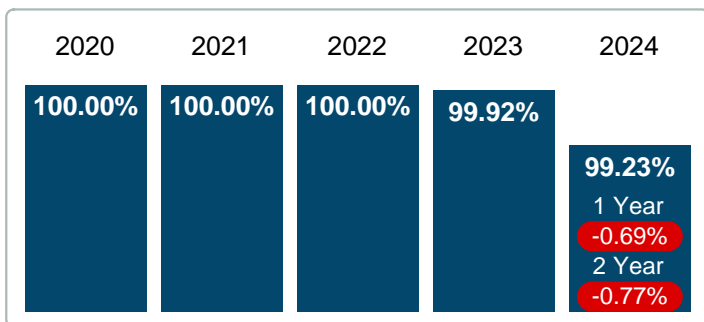
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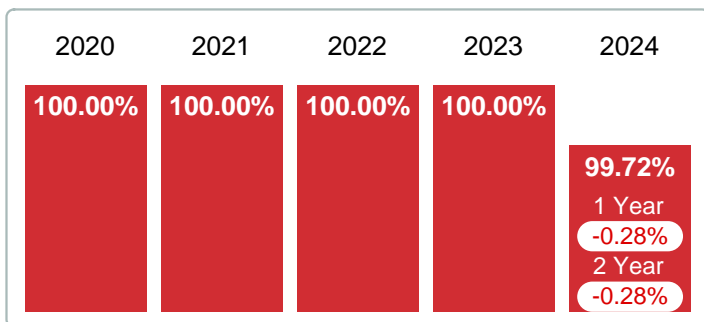
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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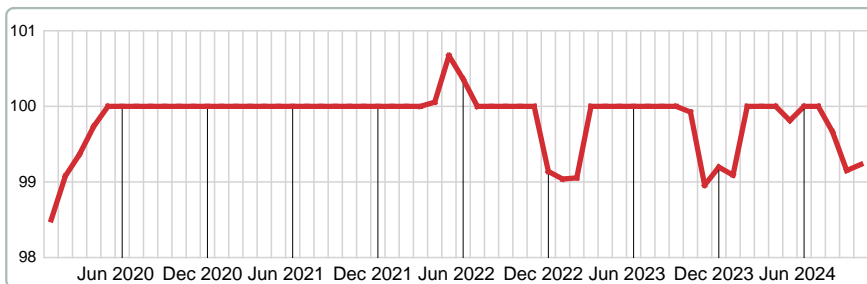
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

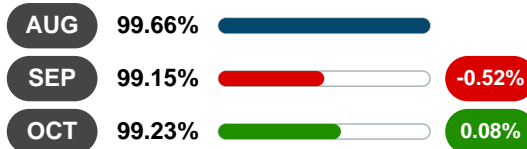


### 3 MONTHS

5 year OCT AVG = 99.83%

High May 2022 100.67% Low Jan 2020 98.50%

Median Sold/List Ratio this month at **99.23%**  
below the 5 yr OCT average of **99.83%**



### 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	72	10.32%	95.92%	97.60%	94.87%	92.34%	104.55%	
\$125,001 - \$175,000	88	12.61%	99.25%	99.82%	99.25%	95.79%	100.00%	
\$175,001 - \$225,000	105	15.04%	100.00%	98.35%	100.00%	100.00%	0.00%	
\$225,001 - \$300,000	157	22.49%	99.70%	98.84%	100.00%	99.55%	97.51%	
\$300,001 - \$400,000	115	16.48%	100.00%	98.41%	99.97%	100.00%	96.39%	
\$400,001 - \$550,000	89	12.75%	99.16%	98.96%	100.00%	99.08%	99.02%	
\$550,001 and up	72	10.32%	98.26%	96.29%	97.46%	99.37%	96.00%	
Median Sold/List Ratio		99.23%		98.86%	99.76%	99.44%	97.46%	
Total Closed Units		698	100%	99.23%	95	347	217	39
Total Closed Volume		223,307,635			16.24M	93.09M	91.33M	22.65M

# October 2024



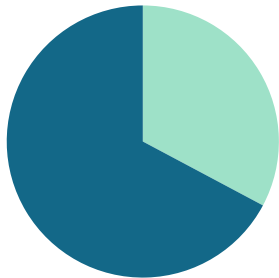
Area Delimited by County Of Tulsa - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

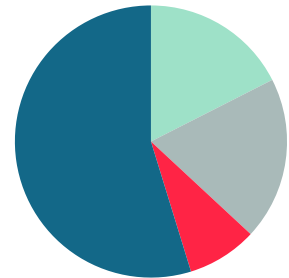


**Inventory**  
 New Listings  
**1,070 = 32.78%**  
 Start Inventory  
**2,194**  
 Total Inventory Units  
**3,264**  
 Volume  
**\$1,280,562,753**

### 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%
Median List Price	275,000	267,698	-2.66%	265,000	275,000	3.77%
Median Sale Price	272,745	262,250	-3.85%	260,000	270,000	3.85%
Median Percent of Selling Price to List Price	99.93%	99.23%	-0.69%	100.00%	99.72%	-0.28%
Median Days on Market to Sale	13.00	24.00	84.62%	9.00	15.00	66.67%
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**

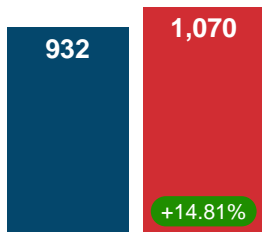
2023

2024

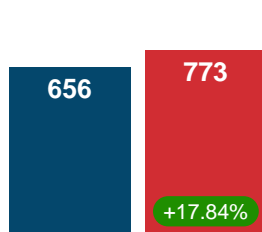
### OCTOBER MARKET

### MEDIAN PRICES

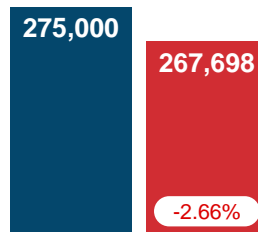
#### New Listings



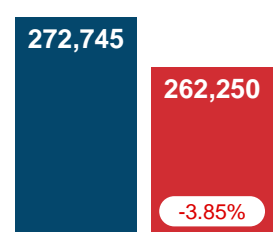
#### Pending Listings



#### List Price



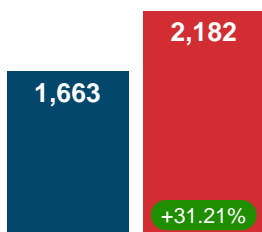
#### Sale Price



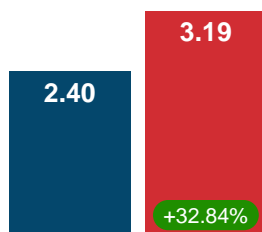
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

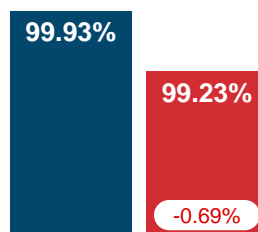
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

