

December 2024



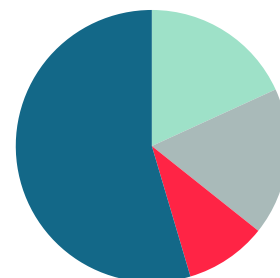
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jan 13, 2025 for MLS Technology Inc.

Compared Metrics	December		
	2023	2024	+/-%
Closed Listings	581	645	11.02%
Pending Listings	545	622	14.13%
New Listings	643	660	2.64%
Average List Price	307,107	318,730	3.78%
Average Sale Price	300,736	311,097	3.44%
Average Percent of Selling Price to List Price	98.81%	98.25%	-0.57%
Average Days on Market to Sale	32.55	40.74	25.18%
End of Month Inventory	1,614	1,937	20.01%
Months Supply of Inventory	2.36	2.79	17.93%



- Closed (18.17%)
- Pending (17.53%)
- Other OffMarket (9.72%)
- Active (54.58%)

Absorption: Last 12 months, an Average of **695** Sales/Month
Active Inventory as of December 31, 2024 = **1,937**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of December 2024 rose **20.01%** to 1,937 existing homes available for sale. Over the last 12 months this area has had an average of 695 closed sales per month. This represents an unsold inventory index of **2.79** 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 **3.44%** in December 2024 to \$311,097 versus the previous year at \$300,736.

Average Days on Market Lengthens

The average number of **40.74** days that homes spent on the market before selling increased by 8.20 days or **25.18%** in December 2024 compared to last year's same month at **32.55** DOM.

Sales Success for December 2024 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 660 New Listings in December 2024, up **2.64%** from last year at 643. Furthermore, there were 645 Closed Listings this month versus last year at 581, a **11.02%** increase.

Closed versus Listed trends yielded a **97.7%** ratio, up from previous year's, December 2023, at **90.4%**, a **8.16%** upswing. 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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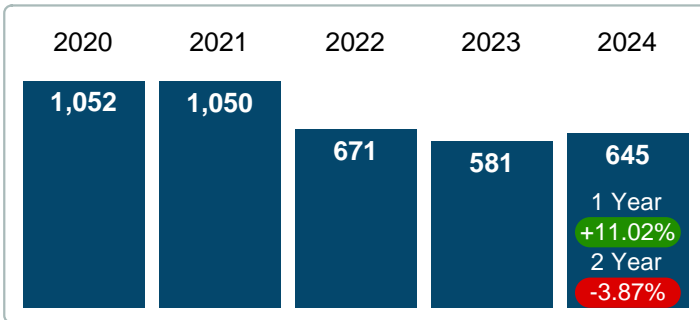
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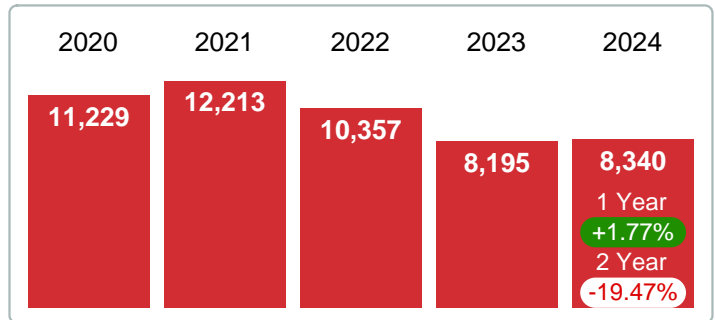
CLOSED LISTINGS

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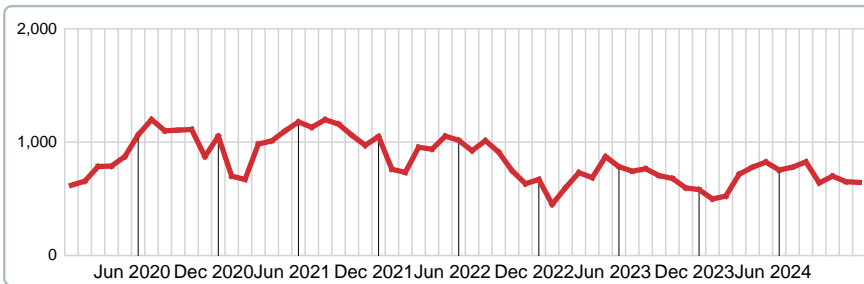
DECEMBER



YEAR TO DATE (YTD)

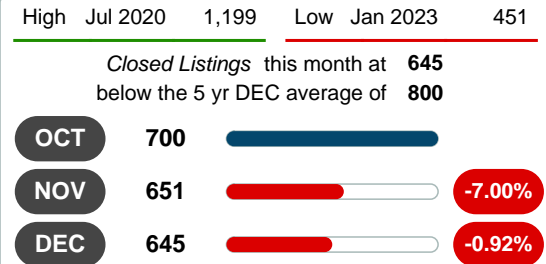


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 800



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	67	10.39%	23.3	33	31	3	0
\$125,001 - \$175,000	71	11.01%	31.0	25	41	5	0
\$175,001 - \$200,000	55	8.53%	34.8	5	46	4	0
\$200,001 - \$300,000	213	33.02%	34.6	10	149	44	10
\$300,001 - \$375,000	88	13.64%	51.0	5	37	45	1
\$375,001 - \$500,000	82	12.71%	57.7	5	26	44	7
\$500,001 and up	69	10.70%	58.2	1	12	43	13
Total Closed Units	645			84	342	188	31
Total Closed Volume	200,657,247	100%	40.7	14.68M	86.83M	81.53M	17.62M
Average Closed Price	\$311,097			\$174,704	\$253,884	\$433,667	\$568,529

December 2024



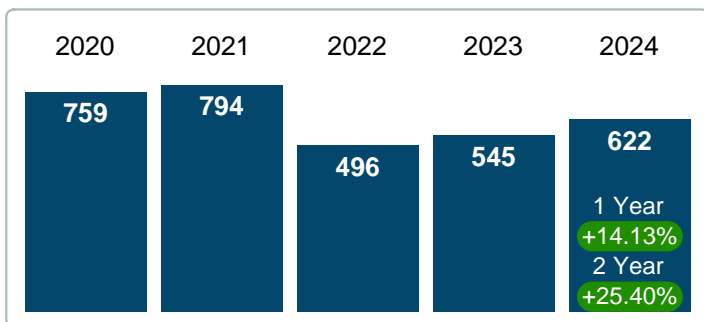
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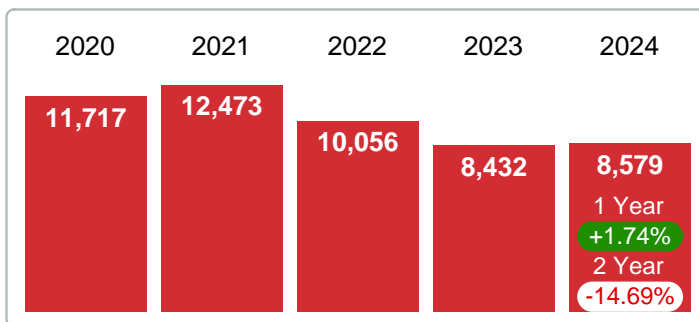
PENDING LISTINGS

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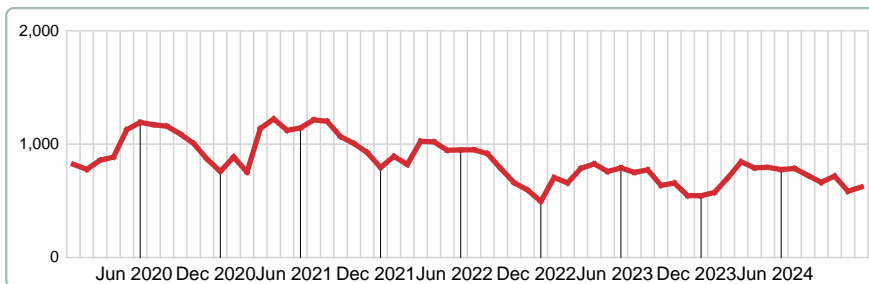
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 643

High Apr 2021 1,222 Low Dec 2022 496

Pending Listings this month at **622**
below the 5 yr DEC average of **643**



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	46	7.40%	67.9	18	26	2	0
\$100,001 - \$175,000	91	14.63%	36.8	26	61	3	1
\$175,001 - \$225,000	99	15.92%	43.5	8	77	14	0
\$225,001 - \$275,000	106	17.04%	58.0	9	67	27	3
\$275,001 - \$375,000	142	22.83%	50.6	11	64	63	4
\$375,001 - \$475,000	62	9.97%	75.2	1	21	31	9
\$475,001 and up	76	12.22%	65.4	2	10	48	16
Total Pending Units	622			75	326	188	33
Total Pending Volume	191,525,192	100%	43.8	14.69M	81.65M	73.94M	21.24M
Average Listing Price	\$328,258			\$195,887	\$250,451	\$393,315	\$643,742

December 2024



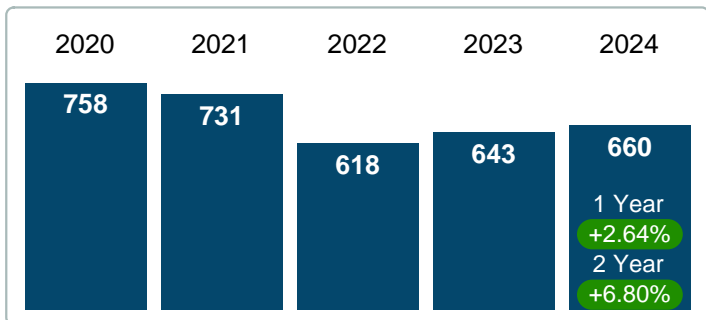
Area Delimited by County Of Tulsa - Residential Property Type



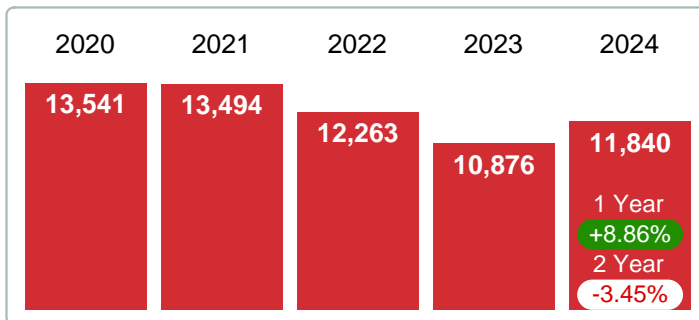
NEW LISTINGS

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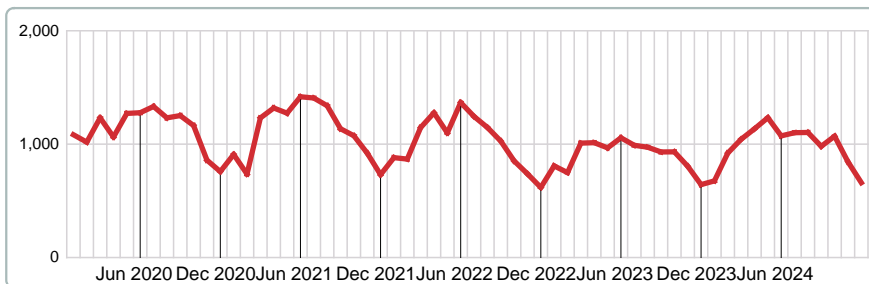
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 682

High Jun 2021 1,418 Low Dec 2022 618

New Listings this month at **660**
below the 5 yr DEC average of **682**



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	59	8.94%	28	29	2	0
\$125,001 - \$175,000	82	12.42%	22	58	2	0
\$175,001 - \$225,000	98	14.85%	11	76	10	1
\$225,001 - \$300,000	154	23.33%	20	104	28	2
\$300,001 - \$400,000	114	17.27%	4	48	57	5
\$400,001 - \$525,000	72	10.91%	5	24	31	12
\$525,001 and up	81	12.27%	4	18	38	21
Total New Listed Units	660		94	357	168	41
Total New Listed Volume	221,595,303	100%	20.47M	94.74M	74.21M	32.18M
Average New Listed Listing Price	\$309,664		\$217,723	\$265,387	\$441,720	\$784,807

December 2024



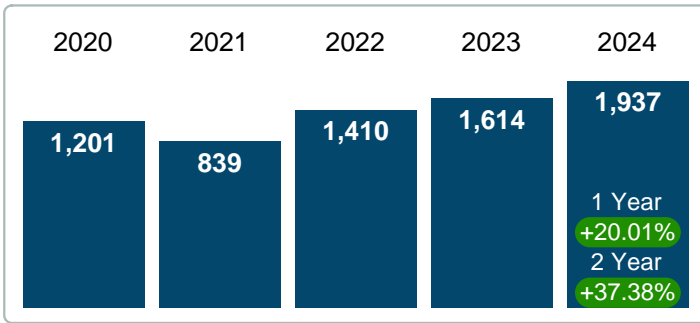
Area Delimited by County Of Tulsa - Residential Property Type



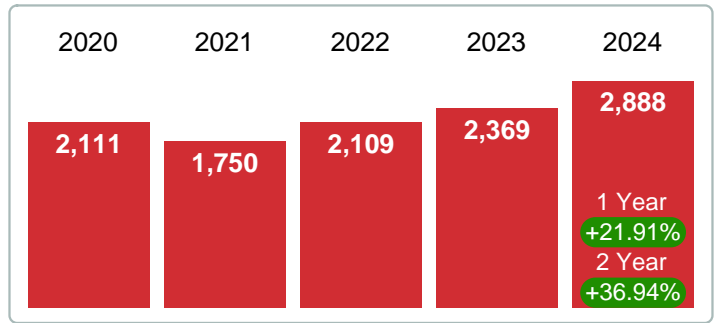
ACTIVE INVENTORY

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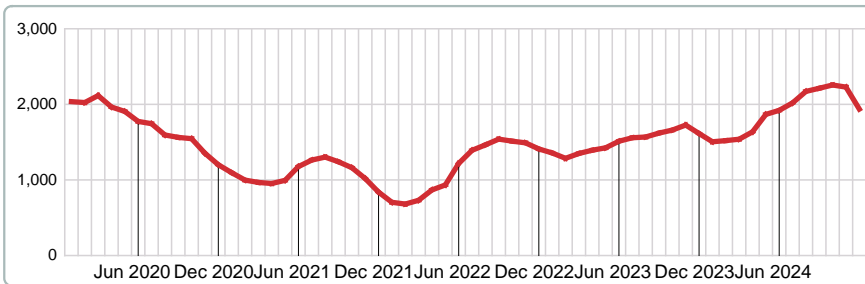
END OF DECEMBER



ACTIVE DURING DECEMBER

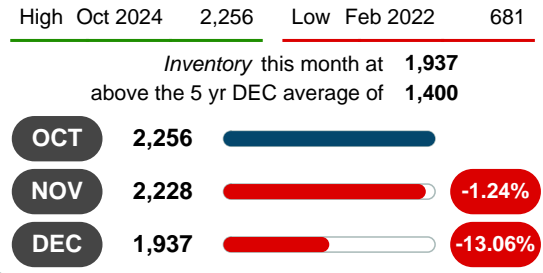


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 1,400



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	169	8.72%	128.6	81	77	11	0
\$125,001 - \$200,000	235	12.13%	65.6	62	150	22	1
\$200,001 - \$250,000	259	13.37%	67.3	33	195	27	4
\$250,001 - \$375,000	498	25.71%	68.4	23	263	194	18
\$375,001 - \$500,000	339	17.50%	95.9	21	132	149	37
\$500,001 - \$700,000	242	12.49%	105.2	8	66	139	29
\$700,001 and up	195	10.07%	89.5	10	33	99	53
Total Active Inventory by Units			1,937	238	916	641	142
Total Active Inventory by Volume			784,562,141	63.87M	284.87M	318.40M	117.42M
Average Active Inventory Listing Price			\$405,040	\$268,353	\$310,996	\$496,724	\$826,912

December 2024



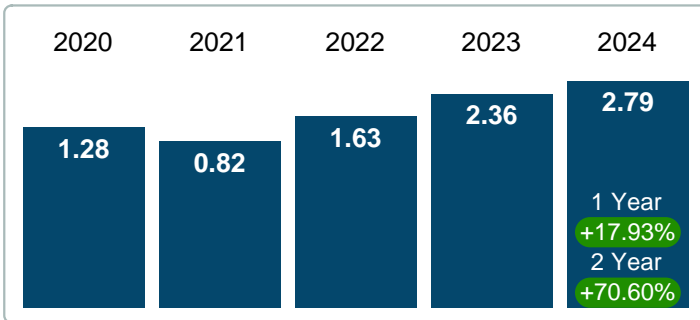
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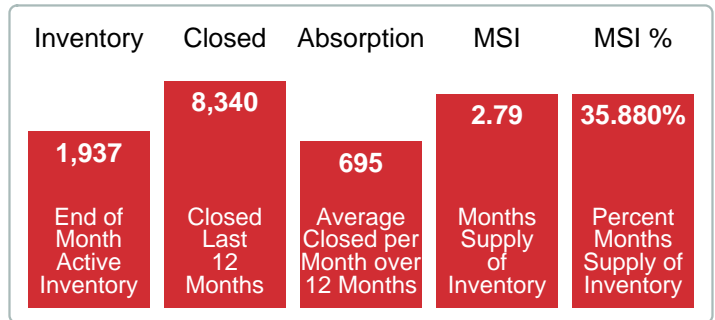
MONTHS SUPPLY of INVENTORY (MSI)

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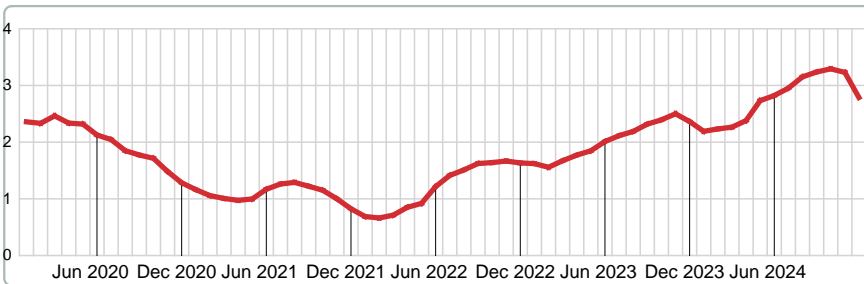
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2024

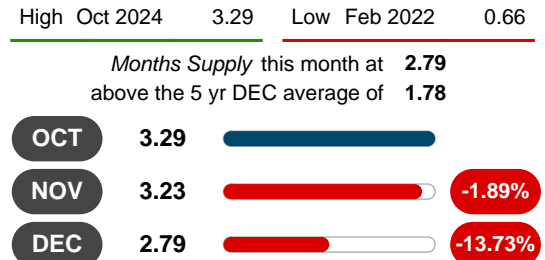


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 1.78



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	169	8.72%	2.60	2.24	2.93	4.71	0.00
\$125,001 - \$200,000	235	12.13%	1.85	2.21	1.70	2.26	1.09
\$200,001 - \$250,000	259	13.37%	2.23	2.98	2.22	1.71	2.53
\$250,001 - \$375,000	498	25.71%	2.41	2.28	2.38	2.46	2.60
\$375,001 - \$500,000	339	17.50%	3.84	5.86	4.59	3.16	4.23
\$500,001 - \$700,000	242	12.49%	4.20	6.40	4.69	4.08	3.52
\$700,001 and up	195	10.07%	5.61	24.00	7.47	5.06	5.13
Market Supply of Inventory (MSI)			2.79	2.63	2.55	3.09	3.84
Total Active Inventory by Units		100%	2.79	238	916	641	142

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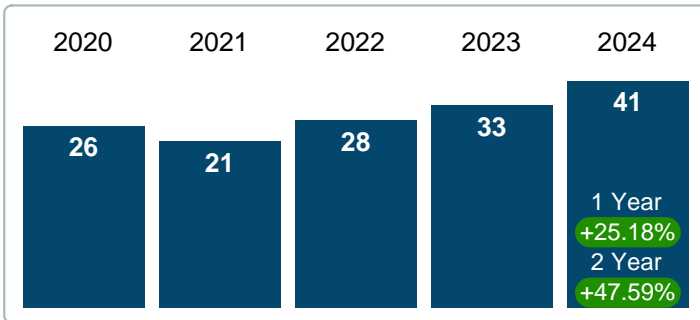
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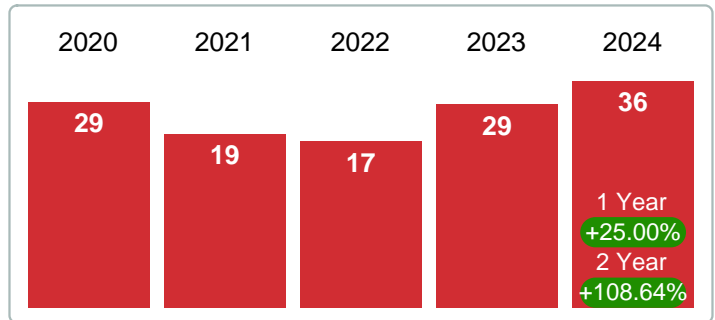
AVERAGE DAYS ON MARKET TO SALE

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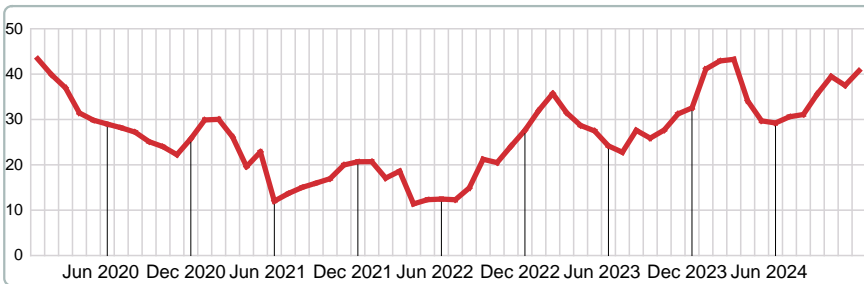
DECEMBER



YEAR TO DATE (YTD)

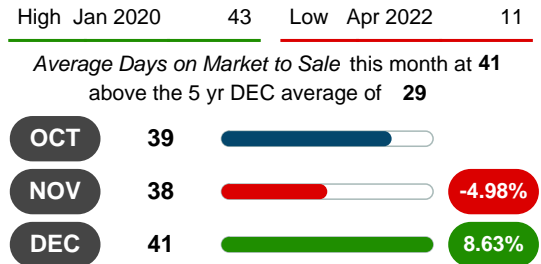


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 29



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 67	10.39%	23	24	22	26	0
\$125,001 - \$175,000 71	11.01%	31	28	30	52	0
\$175,001 - \$200,000 55	8.53%	35	47	34	30	0
\$200,001 - \$300,000 213	33.02%	35	23	32	47	36
\$300,001 - \$375,000 88	13.64%	51	69	52	49	12
\$375,001 - \$500,000 82	12.71%	58	59	52	63	44
\$500,001 and up 69	10.70%	58	4	53	62	55
Average Closed DOM		41	31	35	54	45
Total Closed Units		645	84	342	188	31
Total Closed Volume		200,657,247	14.68M	86.83M	81.53M	17.62M

December 2024



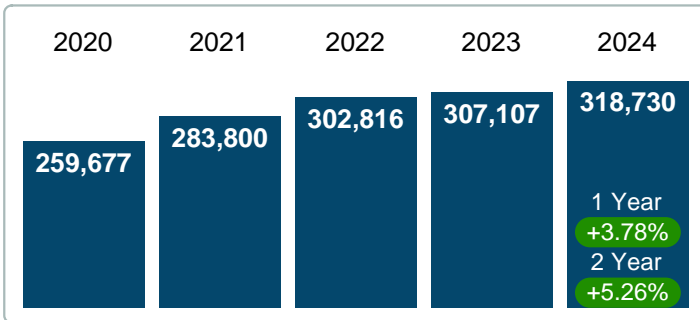
Area Delimited by County Of Tulsa - Residential Property Type



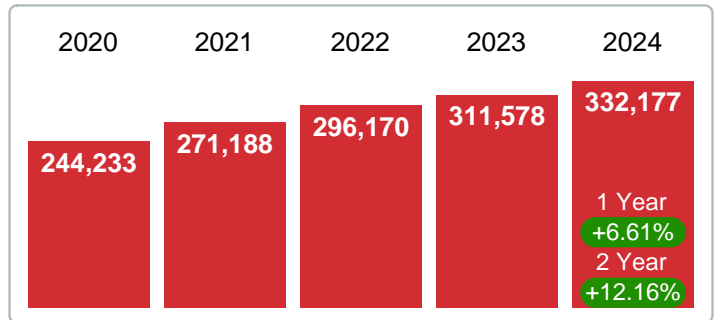
AVERAGE LIST PRICE AT CLOSING

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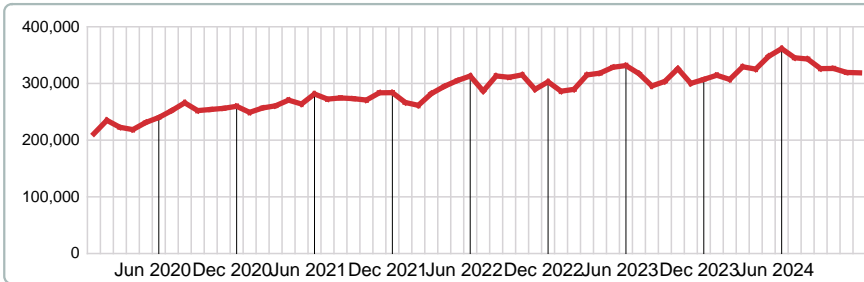
DECEMBER



YEAR TO DATE (YTD)

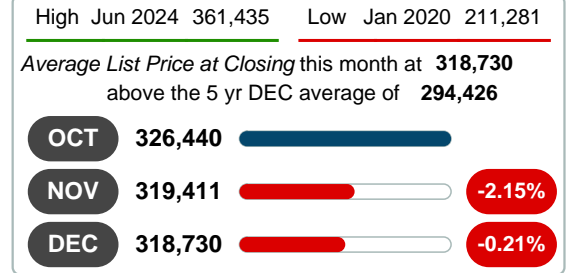


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 294,426



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	9.30%	90,542	87,664	104,861	101,000	0
\$125,001 - \$175,000	10.23%	153,030	156,052	163,384	154,979	0
\$175,001 - \$200,000	10.23%	188,810	188,350	188,639	209,975	0
\$200,001 - \$300,000	31.16%	252,946	263,840	253,148	266,421	267,280
\$300,001 - \$375,000	14.73%	338,431	343,670	346,089	342,081	365,000
\$375,001 - \$500,000	12.87%	437,290	472,560	441,928	446,958	447,293
\$500,001 and up	11.47%	787,821	575,000	687,573	815,872	900,531
Average List Price		318,730	178,935	259,919	445,652	576,637
Total Closed Units	100%	318,730	84	342	188	31
Total Closed Volume		205,580,962	15.03M	88.89M	83.78M	17.88M

December 2024



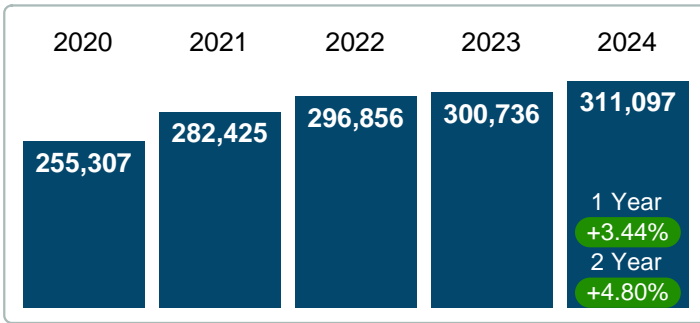
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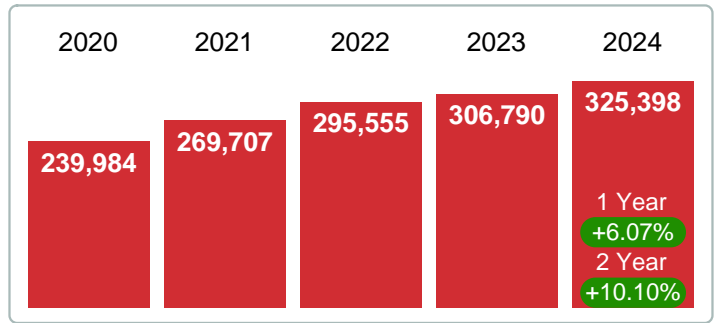
AVERAGE SOLD PRICE AT CLOSING

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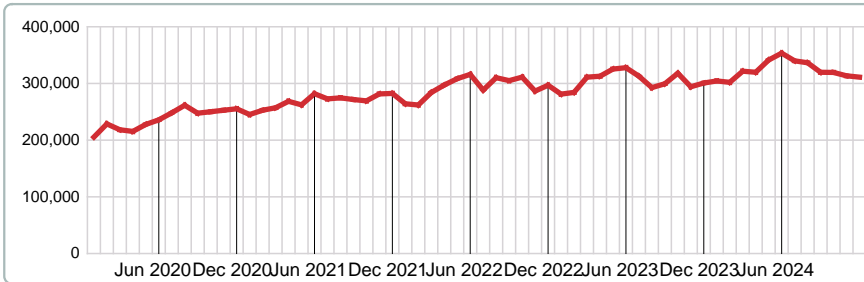
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

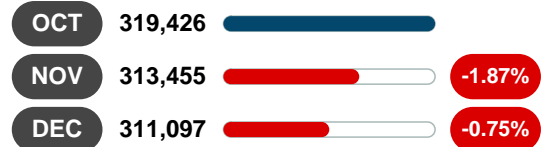


3 MONTHS

5 year DEC AVG = 289,284

High Jun 2024 353,432 Low Jan 2020 205,332

Average Sold Price at Closing this month at **311,097** above the 5 yr DEC average of **289,284**



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	10.39%	91,604	85,442	98,032	92,967	0
\$125,001 - \$175,000	11.01%	155,283	152,660	157,056	153,850	0
\$175,001 - \$200,000	8.53%	187,781	181,700	188,195	190,625	0
\$200,001 - \$300,000	33.02%	250,771	259,640	246,253	261,626	261,450
\$300,001 - \$375,000	13.64%	338,792	335,238	341,222	336,518	369,000
\$375,001 - \$500,000	12.71%	438,276	460,600	435,657	436,352	444,148
\$500,001 and up	10.70%	782,613	555,000	670,755	787,544	887,067
Average Sold Price		311,097	174,704	253,884	433,667	568,529
Total Closed Units	100%	311,097	84	342	188	31
Total Closed Volume		200,657,247	14.68M	86.83M	81.53M	17.62M

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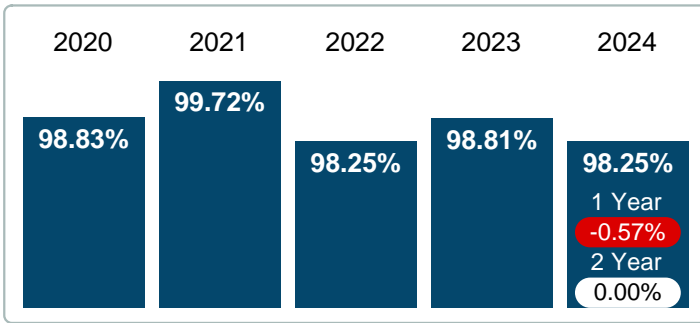
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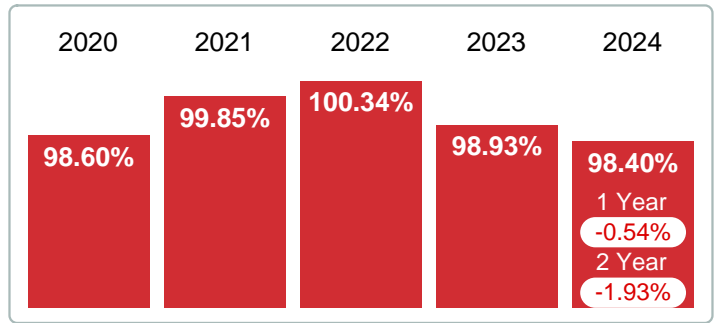
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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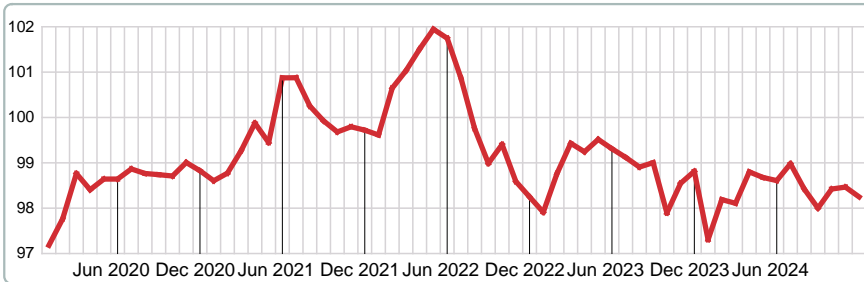
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

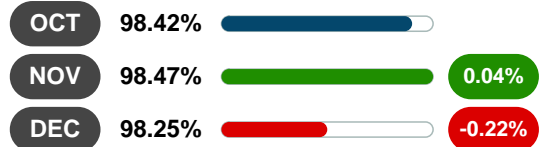


3 MONTHS

5 year DEC AVG = 98.77%

High May 2022 101.95% Low Jan 2020 97.18%

Average Sold/List Ratio this month at **98.25%**
below the 5 yr DEC average of **98.77%**



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	67	10.39%	99.73%	104.23%	95.57%	93.03%	0.00%
\$125,001 - \$175,000	71	11.01%	97.40%	98.32%	96.58%	99.52%	0.00%
\$175,001 - \$200,000	55	8.53%	98.96%	97.29%	99.82%	91.20%	0.00%
\$200,001 - \$300,000	213	33.02%	97.79%	98.54%	97.55%	98.42%	97.88%
\$300,001 - \$375,000	88	13.64%	98.51%	97.56%	98.62%	98.47%	101.10%
\$375,001 - \$500,000	82	12.71%	98.19%	97.53%	98.63%	97.83%	99.31%
\$500,001 and up	69	10.70%	98.27%	96.52%	98.28%	98.07%	99.04%
Average Sold/List Ratio		98.20%		100.49%	97.78%	98.00%	98.79%
Total Closed Units		645	100%	84	342	188	31
Total Closed Volume		200,657,247		14.68M	86.83M	81.53M	17.62M

December 2024



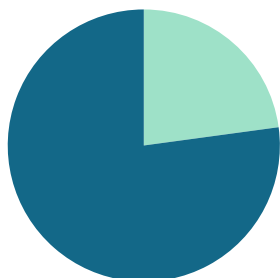
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

Report produced on Jan 13, 2025 for MLS Technology Inc.

INVENTORY

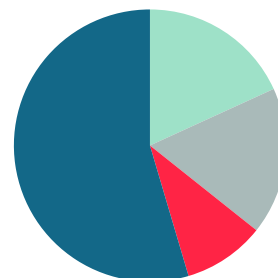


Inventory
 New Listings **660 = 22.85%**
 Start Inventory **2,228**
 Total Inventory Units **2,888**
 Volume **\$1,121,484,212**

Market Activity

Closed Sales **645 = 18.17%**
 Pending Sales **622 = 17.53%**
 Other Off Market **345 = 9.72%**
 Active Inventory **1,937 = 54.58%**

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	581	645	11.02%	8,195	8,340	1.77%
Pending Sales	545	622	14.13%	8,432	8,579	1.74%
New Listings	643	660	2.64%	10,876	11,840	8.86%
Average List Price	307,107	318,730	3.78%	311,578	332,177	6.61%
Average Sale Price	300,736	311,097	3.44%	306,790	325,398	6.07%
Average Percent of Selling Price to List Price	98.81%	98.25%	-0.57%	98.93%	98.40%	-0.54%
Average Days on Market to Sale	32.55	40.74	25.18%	28.56	35.70	25.00%
Monthly Inventory	1,614	1,937	20.01%	1,614	1,937	20.01%
Months Supply of Inventory	2.36	2.79	17.93%	2.36	2.79	17.93%

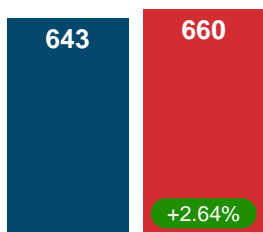
Absorption: Last 12 months, an Average of **695** Sales/Month

Inventory on December 31, 2024 = **1,937** 2023 2024

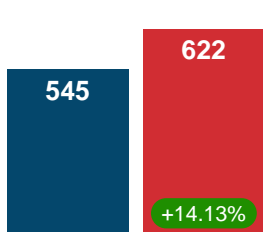
DECEMBER MARKET

AVERAGE PRICES

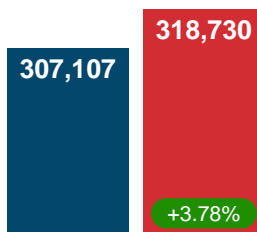
New Listings



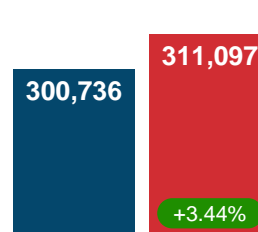
Pending Listings



List Price



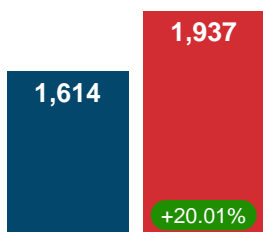
Sale Price



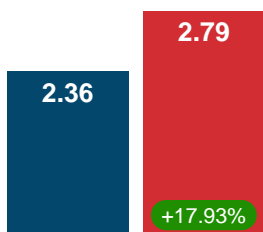
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

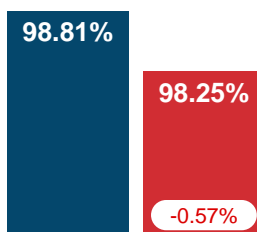
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

