

September 2024



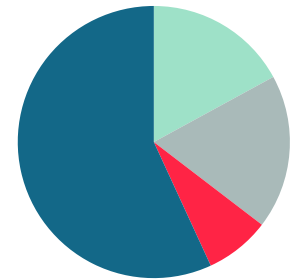
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2023	2024	+/-%
Closed Listings	1,077	997	-7.43%
Pending Listings	982	1,072	9.16%
New Listings	1,423	1,471	3.37%
Average List Price	305,042	328,045	7.54%
Average Sale Price	300,326	321,674	7.11%
Average Percent of Selling Price to List Price	98.73%	98.01%	-0.72%
Average Days on Market to Sale	29.86	38.56	29.15%
End of Month Inventory	2,654	3,324	25.24%
Months Supply of Inventory	2.54	3.21	26.63%



- Closed (17.06%)
- Pending (18.34%)
- Other OffMarket (7.73%)
- Active (56.87%)

Absorption: Last 12 months, an Average of **1,034** Sales/Month
Active Inventory as of September 30, 2024 = **3,324**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of September 2024 rose **25.24%** to 3,324 existing homes available for sale. Over the last 12 months this area has had an average of 1,034 closed sales per month. This represents an unsold inventory index of **3.21** 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 **7.11%** in September 2024 to \$321,674 versus the previous year at \$300,326.

Average Days on Market Lengthens

The average number of **38.56** days that homes spent on the market before selling increased by 8.70 days or **29.15%** in September 2024 compared to last year's same month at **29.86** DOM.

Sales Success for September 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 1,471 New Listings in September 2024, up **3.37%** from last year at 1,423. Furthermore, there were 997 Closed Listings this month versus last year at 1,077, a **-7.43%** decrease.

Closed versus Listed trends yielded a **67.8%** ratio, down from previous year's, September 2023, at **75.7%**, a **10.45%** 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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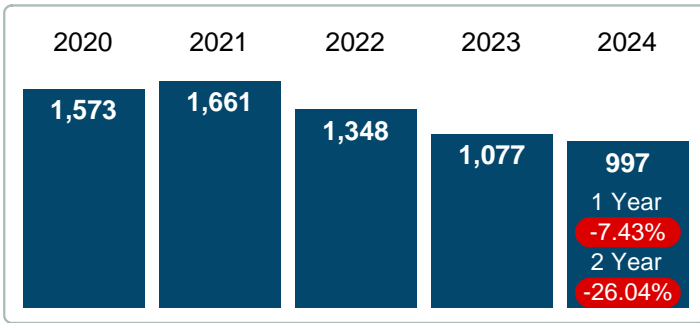
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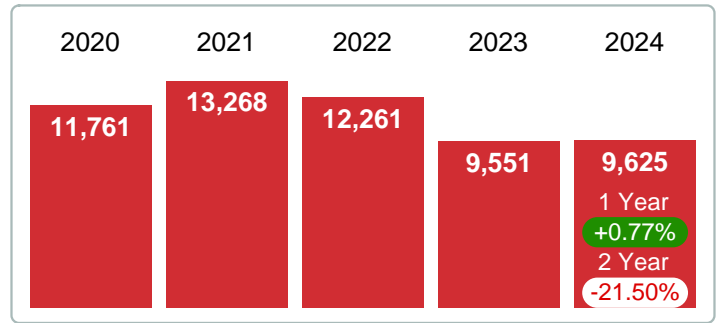
CLOSED LISTINGS

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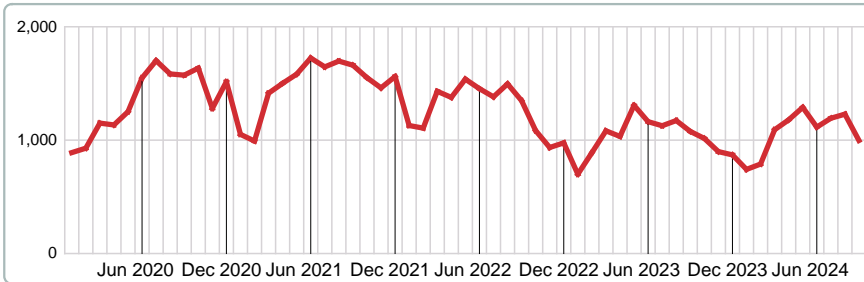
SEPTEMBER



YEAR TO DATE (YTD)

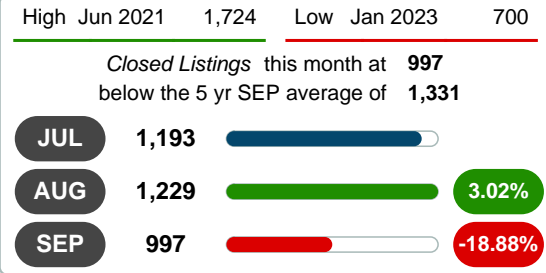


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 1,331



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	92	9.23%	30.1	34	52	4	2
\$125,001 - \$175,000	110	11.03%	24.0	28	75	7	0
\$175,001 - \$225,000	145	14.54%	31.2	16	114	14	1
\$225,001 - \$300,000	246	24.67%	33.3	10	174	58	4
\$300,001 - \$400,000	182	18.25%	45.1	7	93	72	10
\$400,001 - \$525,000	107	10.73%	55.0	4	28	63	12
\$525,001 and up	115	11.53%	54.1	1	26	63	25
Total Closed Units	997			100	562	281	54
Total Closed Volume	320,708,883	100%	38.6	18.36M	146.67M	120.43M	35.25M
Average Closed Price	\$321,674			\$183,554	\$260,979	\$428,587	\$652,786

September 2024



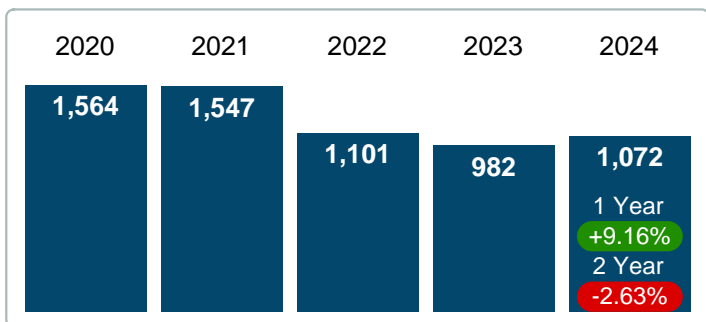
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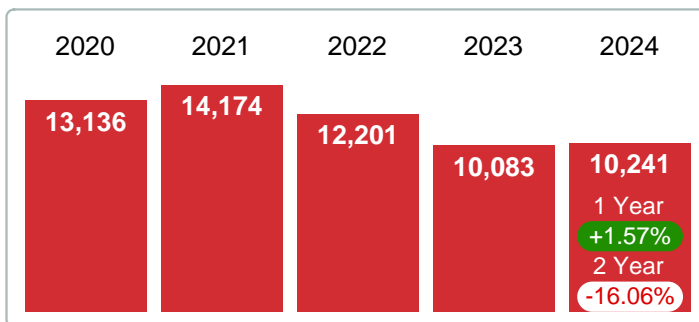
PENDING LISTINGS

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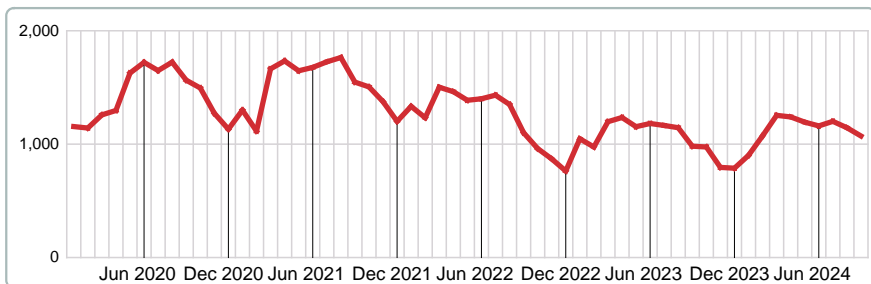
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 1,253

High Aug 2021 1,764 Low Dec 2022 763

Pending Listings this month at 1,072 below the 5 yr SEP average of 1,253



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	110	10.26%	40.2	61	42	7	0
\$125,001 - \$175,000	125	11.66%	35.7	33	80	11	1
\$175,001 - \$225,000	166	15.49%	38.4	18	126	21	1
\$225,001 - \$300,000	264	24.63%	43.8	21	172	68	3
\$300,001 - \$375,000	135	12.59%	55.7	4	68	53	10
\$375,001 - \$525,000	152	14.18%	63.2	2	57	80	13
\$525,001 and up	120	11.19%	54.0	2	23	64	31
Total Pending Units	1,072			141	568	304	59
Total Pending Volume	334,823,051	100%	47.3	23.54M	151.16M	125.36M	34.76M
Average Listing Price	\$324,271			\$166,951	\$266,118	\$412,385	\$589,200

September 2024



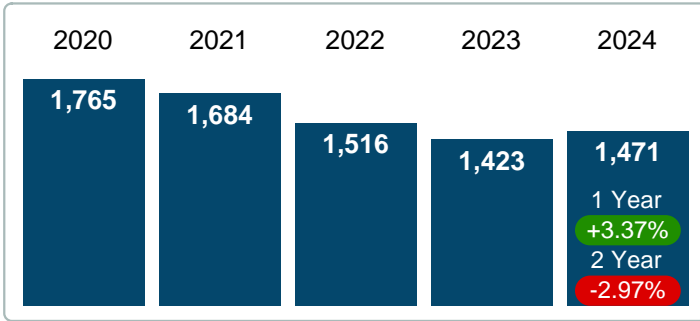
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



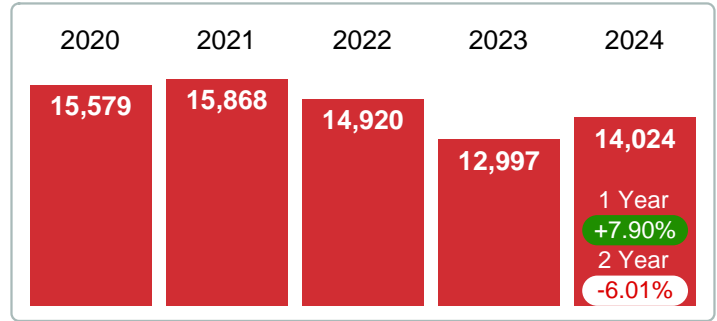
NEW LISTINGS

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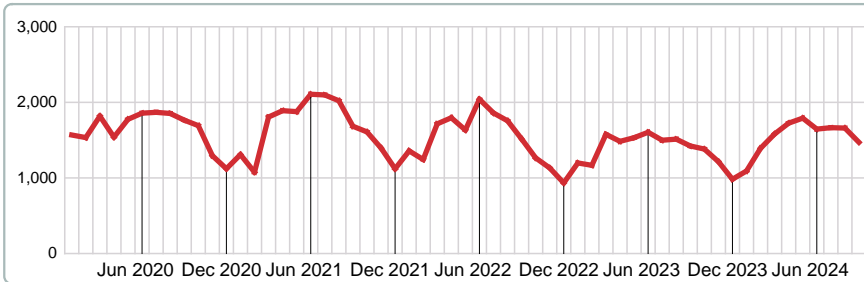
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

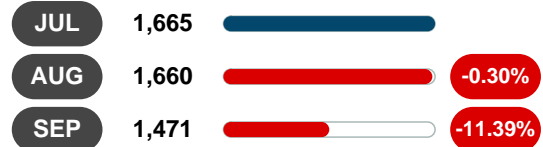


3 MONTHS

5 year SEP AVG = 1,572

High Jun 2021 2,107 Low Dec 2022 934

New Listings this month at 1,471 below the 5 yr SEP average of 1,572



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	123	8.36%	63	53	6	1
\$125,001 - \$175,000	135	9.18%	42	83	8	2
\$175,001 - \$225,000	201	13.66%	27	144	25	5
\$225,001 - \$325,000	423	28.76%	26	283	102	12
\$325,001 - \$425,000	256	17.40%	6	114	128	8
\$425,001 - \$600,000	184	12.51%	6	58	105	15
\$600,001 and up	149	10.13%	2	36	72	39
Total New Listed Units	1,471		172	771	446	82
Total New Listed Volume	525,881,740	100%	31.63M	226.93M	204.28M	63.04M
Average New Listed Listing Price	\$370,412		\$183,900	\$294,335	\$458,017	\$768,821

September 2024



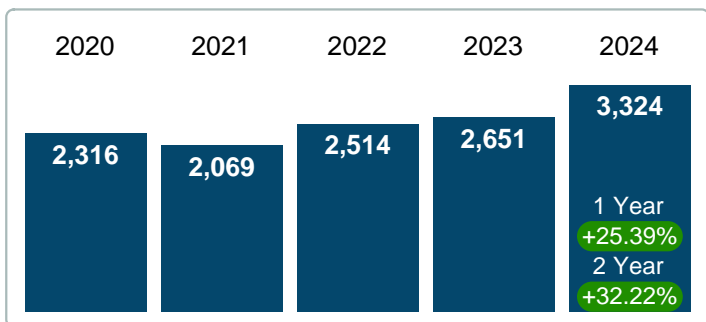
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



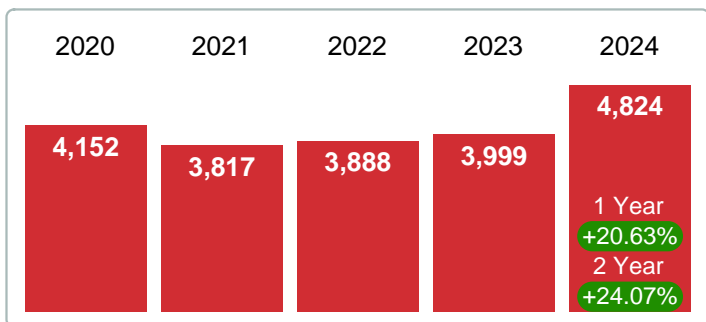
ACTIVE INVENTORY

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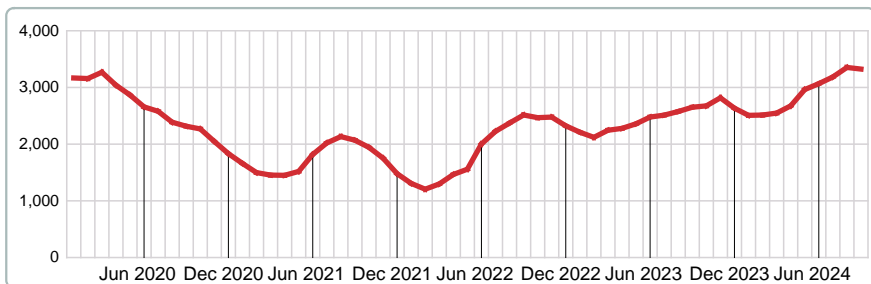
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER



5 YEAR MARKET ACTIVITY TRENDS

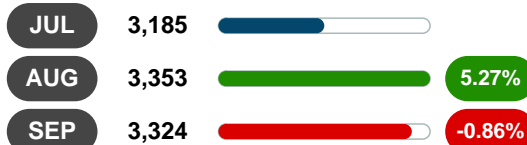


3 MONTHS

5 year SEP AVG = 2,575

High Aug 2024 3,353 Low Feb 2022 1,205

Inventory this month at **3,324**
above the 5 yr SEP average of **2,575**



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	247	7.43%	90.3	129	99	16	3
\$125,001 - \$200,000	397	11.94%	58.9	88	256	47	6
\$200,001 - \$275,000	574	17.27%	54.8	57	401	104	12
\$275,001 - \$375,000	768	23.10%	57.6	38	397	304	29
\$375,001 - \$500,000	586	17.63%	72.2	15	253	265	53
\$500,001 - \$675,000	390	11.73%	90.1	20	83	227	60
\$675,001 and up	362	10.89%	83.8	12	66	170	114
Total Active Inventory by Units			3,324	359	1,555	1,133	277
Total Active Inventory by Volume			1,382,233,916	81.60M	500.82M	569.62M	230.19M
Average Active Inventory Listing Price			\$415,835	\$227,305	\$322,072	\$502,756	\$831,002

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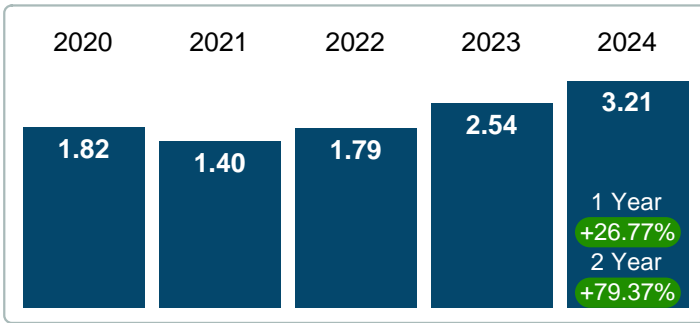
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



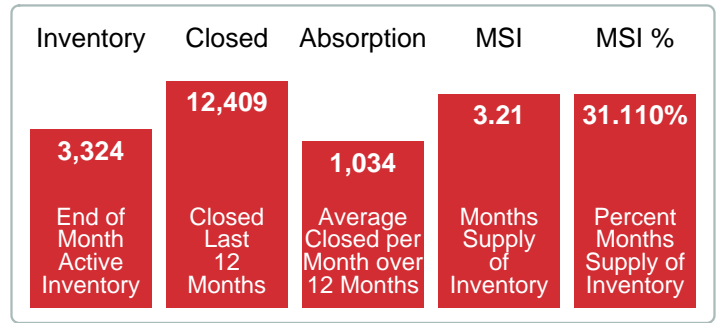
MONTHS SUPPLY of INVENTORY (MSI)

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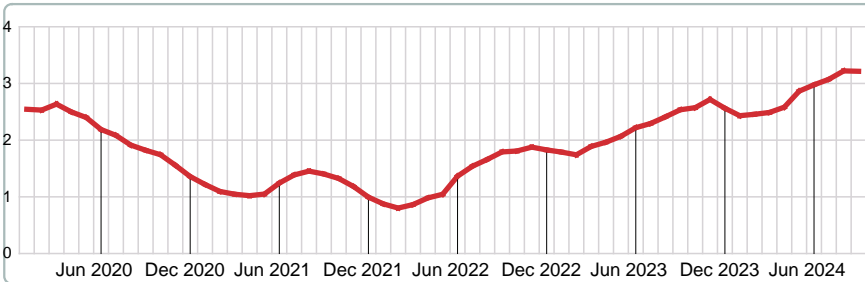
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2024

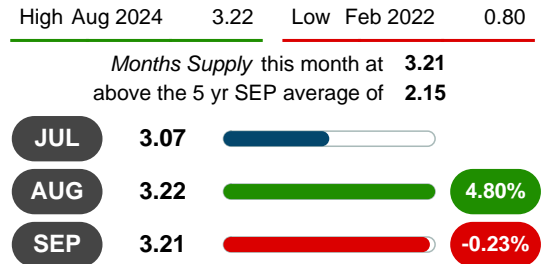


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 2.15



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	247	7.43%	2.38	2.43	2.19	3.31	3.27
\$125,001 - \$200,000	397	11.94%	2.04	2.41	1.85	2.54	4.50
\$200,001 - \$275,000	574	17.27%	2.27	3.27	2.13	2.42	2.94
\$275,001 - \$375,000	768	23.10%	3.35	4.56	3.40	3.14	4.14
\$375,001 - \$500,000	586	17.63%	4.69	3.67	5.75	4.07	4.51
\$500,001 - \$675,000	390	11.73%	5.07	15.00	4.29	5.12	5.03
\$675,001 and up	362	10.89%	7.01	20.57	8.08	6.13	7.52
Market Supply of Inventory (MSI)			3.21	2.96	2.78	3.77	5.31
Total Active Inventory by Units		100%	3,324	359	1,555	1,133	277

September 2024



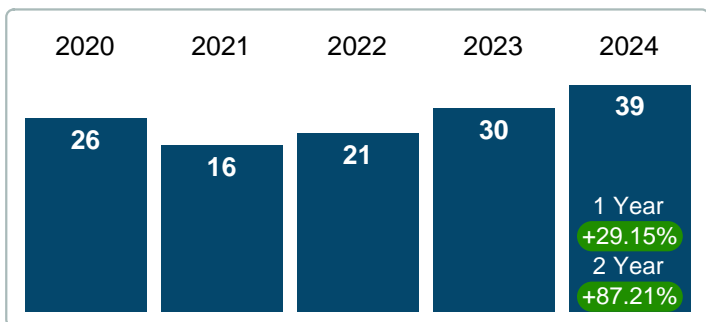
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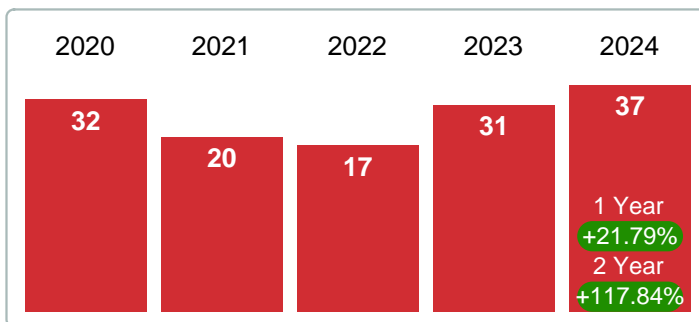
AVERAGE DAYS ON MARKET TO SALE

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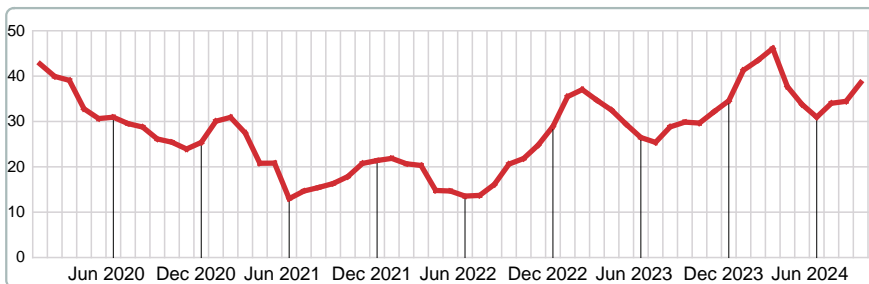
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

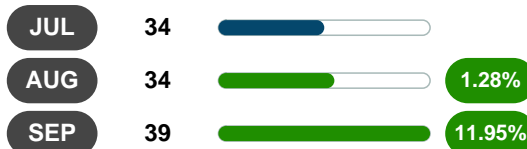


3 MONTHS

5 year SEP AVG = 26

High Mar 2024 46 Low Jun 2021 13

Average Days on Market to Sale this month at 39 above the 5 yr SEP 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	9.23%	30	23	29	82	86
\$125,001 - \$175,000	11.03%	24	25	22	42	0
\$175,001 - \$225,000	14.54%	31	50	27	44	1
\$225,001 - \$300,000	24.67%	33	36	31	41	6
\$300,001 - \$400,000	18.25%	45	43	41	49	57
\$400,001 - \$525,000	10.73%	55	43	47	61	48
\$525,001 and up	11.53%	54	1	43	62	47
Average Closed DOM		39	31	32	53	47
Total Closed Units	100%	997	100	562	281	54
Total Closed Volume		320,708,883	18.36M	146.67M	120.43M	35.25M

September 2024



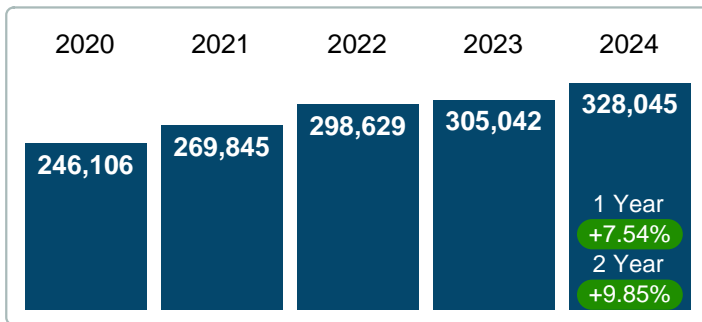
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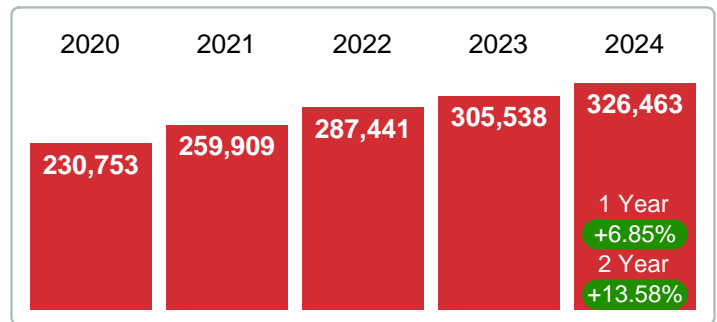
AVERAGE LIST PRICE AT CLOSING

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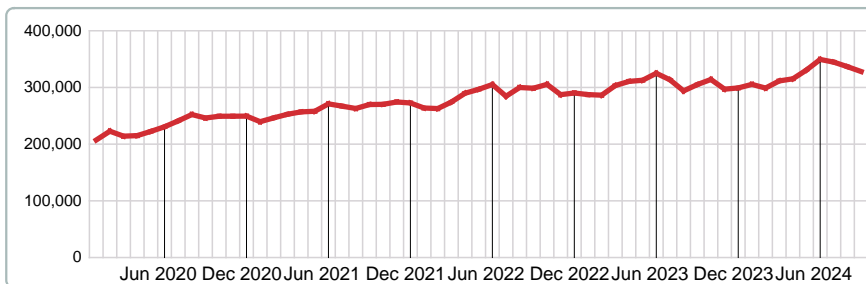
SEPTEMBER



YEAR TO DATE (YTD)

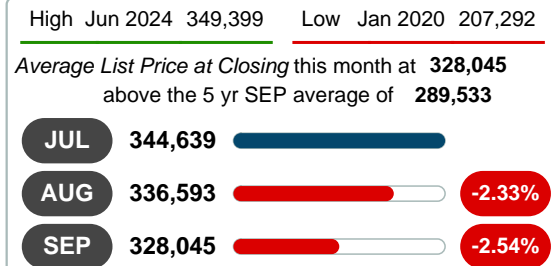


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 289,533



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	8.83%	81,490	75,456	90,806	100,925	47,200
\$125,001 - \$175,000	10.73%	155,237	156,816	159,886	152,614	0
\$175,001 - \$225,000	13.84%	204,792	219,616	208,285	210,057	220,000
\$225,001 - \$300,000	26.18%	263,973	267,490	262,375	271,337	248,964
\$300,001 - \$400,000	17.55%	353,223	368,057	350,521	359,568	362,380
\$400,001 - \$525,000	11.13%	457,355	467,250	459,860	458,501	470,249
\$525,001 and up	11.74%	799,497	1,600,000	678,454	750,647	1,034,108
Average List Price		328,045	191,905	265,526	434,931	674,625
Total Closed Units	100%	328,045	100	562	281	54
Total Closed Volume		327,061,129	19.19M	149.23M	122.22M	36.43M

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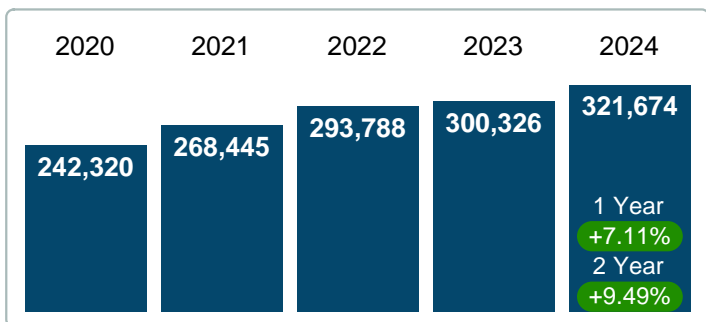
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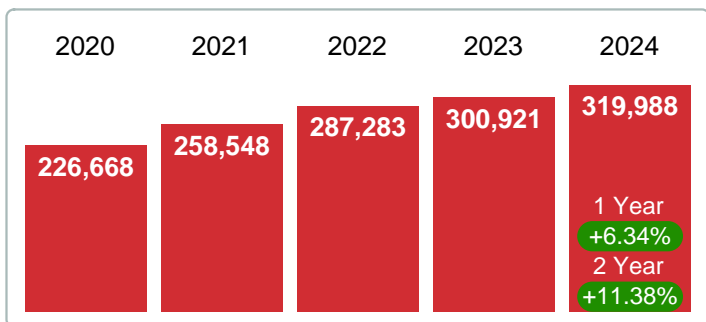
AVERAGE SOLD PRICE AT CLOSING

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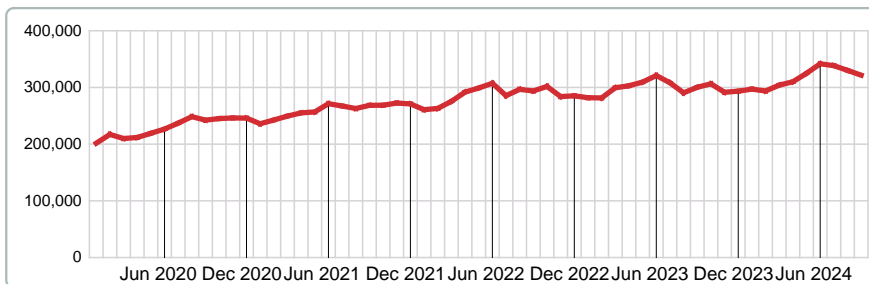
SEPTEMBER



YEAR TO DATE (YTD)

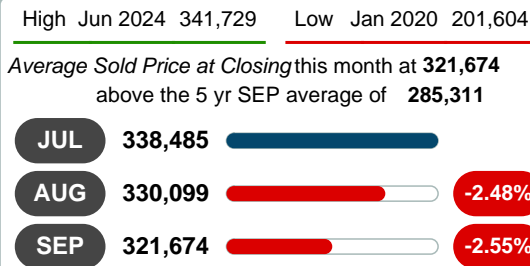


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 285,311



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	9.23%	80,161	70,088	87,318	95,250	35,150
\$125,001 - \$175,000	11.03%	153,127	148,546	155,257	148,629	0
\$175,001 - \$225,000	14.54%	204,634	206,844	204,335	203,450	220,000
\$225,001 - \$300,000	24.67%	261,845	257,365	259,806	269,801	246,389
\$300,001 - \$400,000	18.25%	349,650	358,414	344,416	354,762	355,390
\$400,001 - \$525,000	10.73%	453,720	455,250	453,502	451,596	464,874
\$525,001 and up	11.53%	784,520	1,600,000	663,698	738,435	993,689
Average Sold Price		321,674	183,554	260,979	428,587	652,786
Total Closed Units	100%	997	100	562	281	54
Total Closed Volume		320,708,883	18.36M	146.67M	120.43M	35.25M

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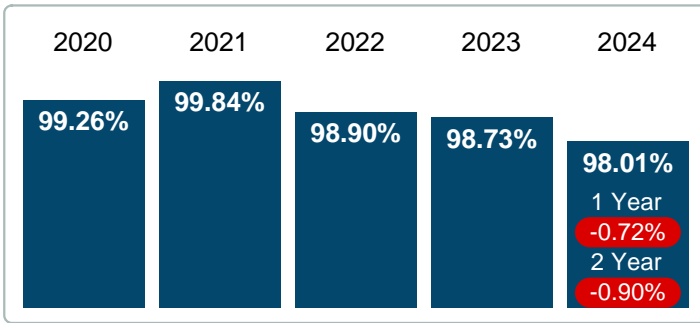
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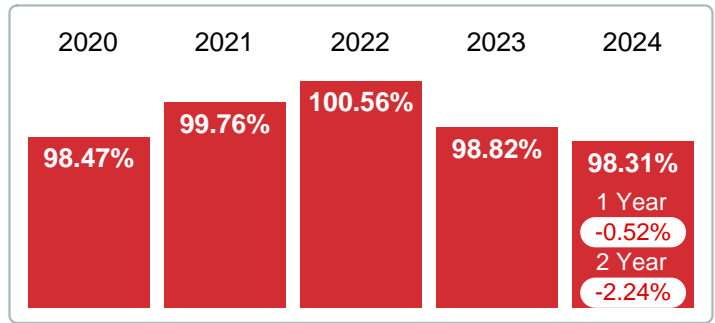
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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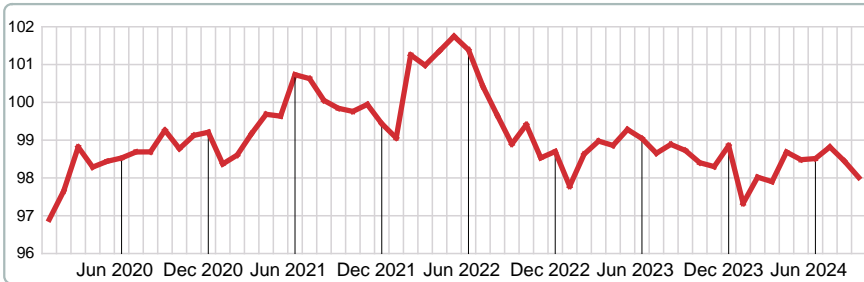
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

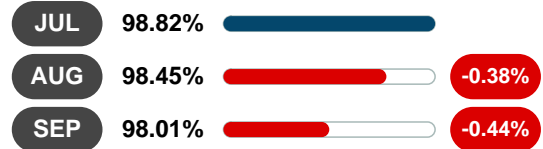


3 MONTHS

5 year SEP AVG = 98.95%

High May 2022 101.75% Low Jan 2020 96.90%

Average Sold/List Ratio this month at **98.01%** below the 5 yr SEP average of **98.95%**



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	92	9.23%	93.53%	91.70%	95.35%	94.96%	74.39%
\$125,001 - \$175,000	110	11.03%	96.96%	95.15%	97.58%	97.47%	0.00%
\$175,001 - \$225,000	145	14.54%	97.82%	94.50%	98.35%	97.12%	100.00%
\$225,001 - \$300,000	246	24.67%	99.56%	96.49%	99.08%	101.56%	98.97%
\$300,001 - \$400,000	182	18.25%	98.51%	97.48%	98.39%	98.82%	98.18%
\$400,001 - \$525,000	107	10.73%	98.60%	97.55%	98.69%	98.57%	98.88%
\$525,001 and up	115	11.53%	98.21%	100.00%	97.88%	98.75%	97.11%
Average Sold/List Ratio		98.00%		94.32%	98.20%	99.14%	97.05%
Total Closed Units		997	100%	100	562	281	54
Total Closed Volume		320,708,883		18.36M	146.67M	120.43M	35.25M

September 2024



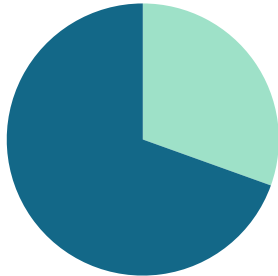
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY



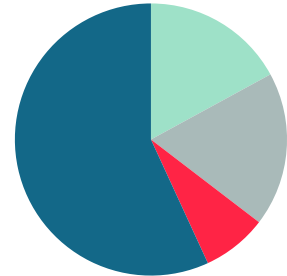
Inventory

- New Listings
1,471 = 30.48%
- Start Inventory
3,355
- Total Inventory Units
4,826
- Volume
\$1,911,068,176

Market Activity

- Closed Sales
997 = 17.06%
- Pending Sales
1,072 = 18.34%
- Other Off Market
452 = 7.73%
- Active Inventory
3,324 = 56.87%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	1,077	997	-7.43%	9,551	9,625	0.77%
Pending Sales	982	1,072	9.16%	10,083	10,241	1.57%
New Listings	1,423	1,471	3.37%	12,997	14,024	7.90%
Average List Price	305,042	328,045	7.54%	305,538	326,463	6.85%
Average Sale Price	300,326	321,674	7.11%	300,921	319,988	6.34%
Average Percent of Selling Price to List Price	98.73%	98.01%	-0.72%	98.82%	98.31%	-0.52%
Average Days on Market to Sale	29.86	38.56	29.15%	30.63	37.31	21.79%
Monthly Inventory	2,654	3,324	25.24%	2,654	3,324	25.24%
Months Supply of Inventory	2.54	3.21	26.63%	2.54	3.21	26.63%

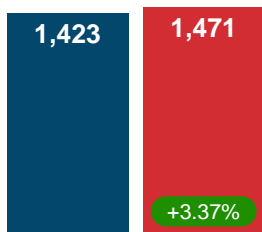
Absorption: Last 12 months, an Average of **1,034** Sales/Month

Inventory on September 30, 2024 = **3,324** 2023 2024

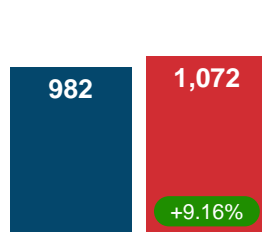
SEPTEMBER MARKET

AVERAGE PRICES

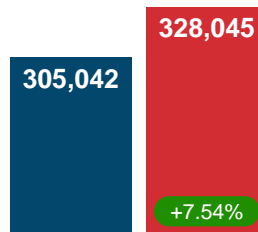
New Listings



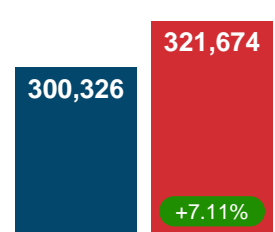
Pending Listings



List Price



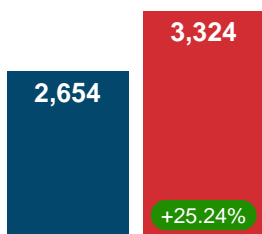
Sale Price



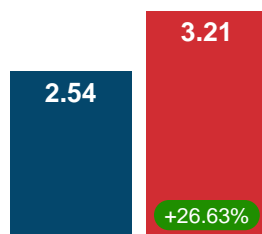
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

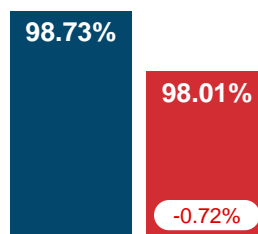
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

