

# March 2024



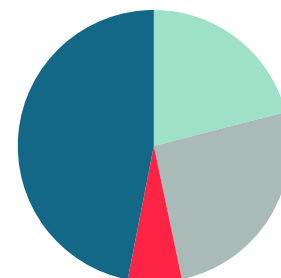
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2023	March 2024	+/-%
Closed Listings	1,082	1,081	-0.09%
Pending Listings	1,198	1,325	10.60%
New Listings	1,577	1,582	0.32%
Average List Price	303,361	312,355	2.96%
Average Sale Price	299,424	304,764	1.78%
Average Percent of Selling Price to List Price	98.98%	97.85%	-1.13%
Average Days on Market to Sale	34.68	46.25	33.36%
End of Month Inventory	2,246	2,418	7.66%
Months Supply of Inventory	1.89	2.36	25.13%



■ Closed (20.98%)  
■ Pending (25.71%)  
■ Other OffMarket (6.38%)  
■ Active (46.92%)

**Absorption:** Last 12 months, an Average of **1,023** Sales/Month  
**Active Inventory** as of March 31, 2024 = **2,418**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of March 2024 rose **7.66%** to 2,418 existing homes available for sale. Over the last 12 months this area has had an average of 1,023 closed sales per month. This represents an unsold inventory index of **2.36** 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 **1.78%** in March 2024 to \$304,764 versus the previous year at \$299,424.

#### Average Days on Market Lengthens

The average number of **46.25** days that homes spent on the market before selling increased by 11.57 days or **33.36%** in March 2024 compared to last year's same month at **34.68** DOM.

#### Sales Success for March 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 1,582 New Listings in March 2024, up **0.32%** from last year at 1,577. Furthermore, there were 1,081 Closed Listings this month versus last year at 1,082, a **-0.09%** decrease.

Closed versus Listed trends yielded a **68.3%** ratio, down from previous year's, March 2023, at **68.6%**, a **0.41%** 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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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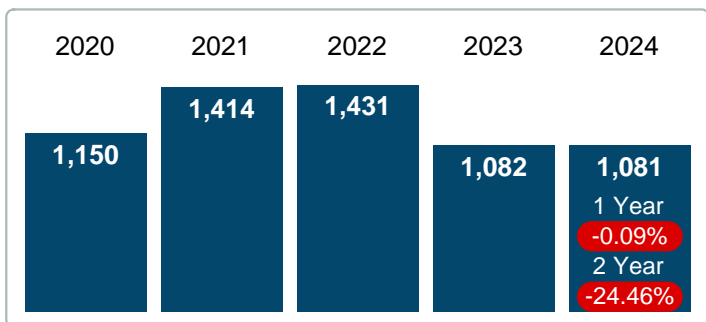
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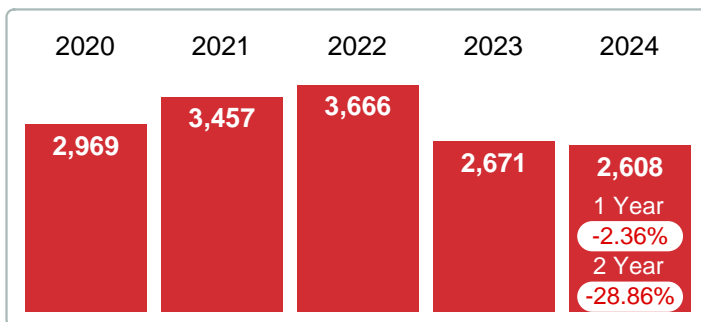
## CLOSED LISTINGS

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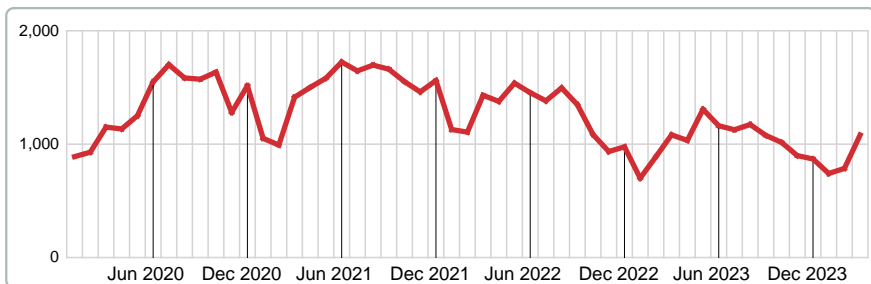
### MARCH



### YEAR TO DATE (YTD)

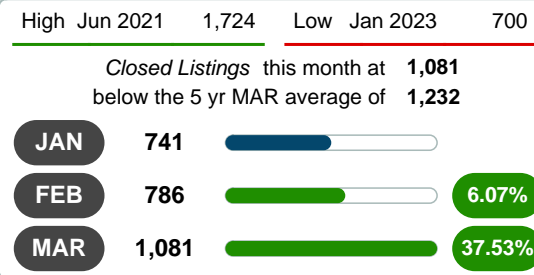


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 1,232



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	87	8.05%	44.9	48	37	1	1
\$100,001 - \$150,000	105	9.71%	26.3	32	65	8	0
\$150,001 - \$200,000	155	14.34%	30.0	22	116	16	1
\$200,001 - \$300,000	312	28.86%	34.3	22	209	78	3
\$300,001 - \$375,000	154	14.25%	50.2	5	79	63	7
\$375,001 - \$525,000	155	14.34%	70.2	6	54	87	8
\$525,001 and up	113	10.45%	82.9	3	24	59	27
<b>Total Closed Units</b>	<b>1,081</b>			<b>138</b>	<b>584</b>	<b>312</b>	<b>47</b>
<b>Total Closed Volume</b>	<b>329,449,392</b>	<b>100%</b>	<b>46.2</b>	<b>23.23M</b>	<b>148.53M</b>	<b>125.09M</b>	<b>32.60M</b>
<b>Average Closed Price</b>	<b>\$304,764</b>			<b>\$168,358</b>	<b>\$254,329</b>	<b>\$400,919</b>	<b>\$693,642</b>

# March 2024



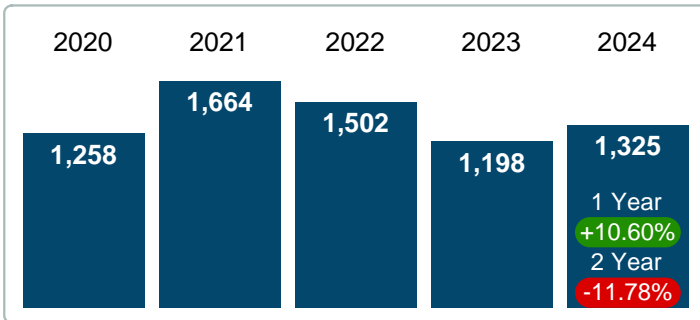
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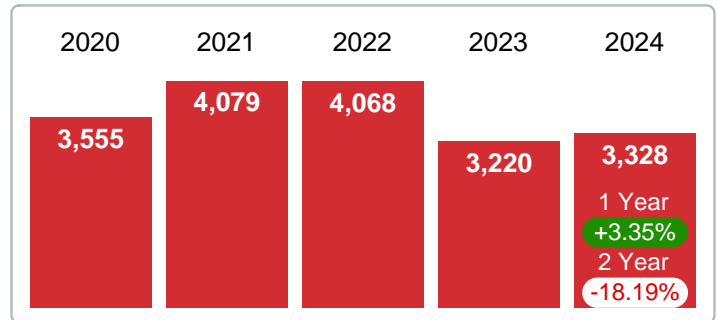
## PENDING LISTINGS

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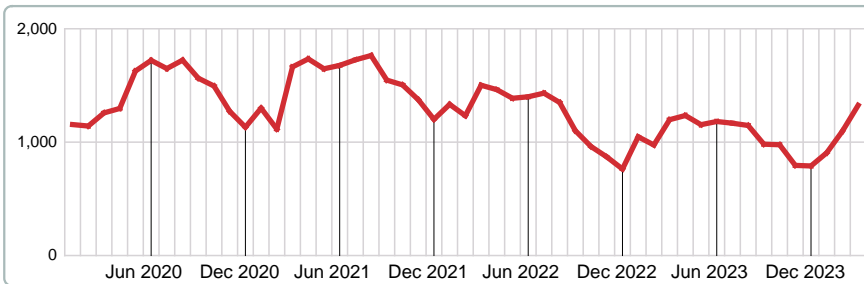
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 1,389

High Aug 2021 1,764 Low Dec 2022 763

Pending Listings this month at 1,325 below the 5 yr MAR average of 1,389



### 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	120	9.06%	39.3	63	47	7	3
\$125,001 - \$175,000	162	12.23%	28.0	41	105	12	4
\$175,001 - \$225,000	174	13.13%	30.4	18	138	15	3
\$225,001 - \$300,000	324	24.45%	33.7	22	230	70	2
\$300,001 - \$375,000	205	15.47%	43.7	6	98	92	9
\$375,001 - \$525,000	193	14.57%	62.3	9	61	105	18
\$525,001 and up	147	11.09%	69.4	1	37	81	28
<b>Total Pending Units</b>	<b>1,325</b>			<b>160</b>	<b>716</b>	<b>382</b>	<b>67</b>
<b>Total Pending Volume</b>	<b>426,617,057</b>	<b>100%</b>	<b>48.8</b>	<b>27.69M</b>	<b>199.93M</b>	<b>164.79M</b>	<b>34.21M</b>
<b>Average Listing Price</b>	<b>\$285,355</b>			<b>\$173,089</b>	<b>\$279,228</b>	<b>\$431,386</b>	<b>\$510,540</b>

# March 2024



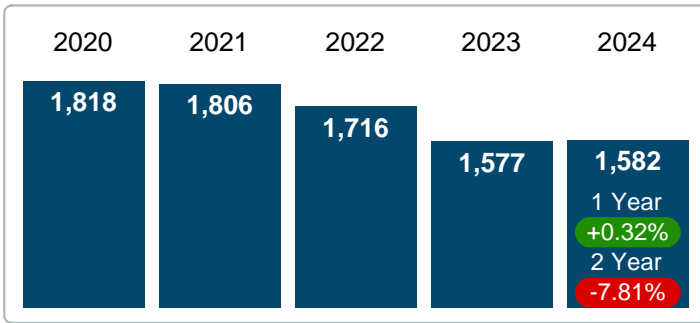
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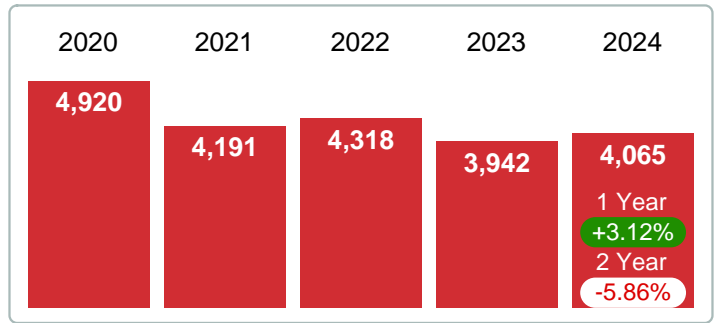
## NEW LISTINGS

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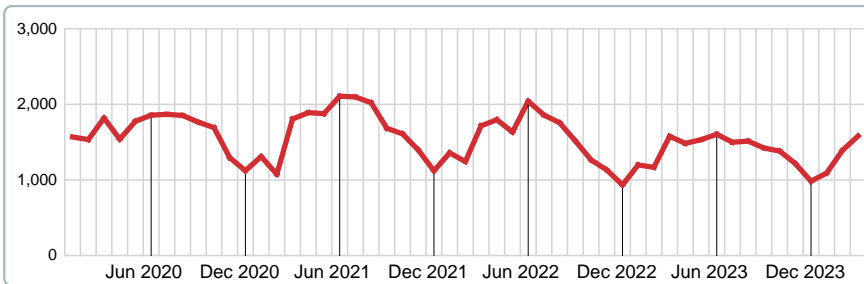
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 1,700

High Jun 2021 2,107 Low Dec 2022 934

New Listings this month at 1,582 below the 5 yr MAR average of 1,700



### 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	157	9.92%	91	52	11	3
\$125,001 - \$175,000	166	10.49%	49	106	8	3
\$175,001 - \$225,000	196	12.39%	23	152	18	3
\$225,001 - \$325,000	469	29.65%	27	305	129	8
\$325,001 - \$425,000	244	15.42%	9	92	129	14
\$425,001 - \$575,000	178	11.25%	5	66	81	26
\$575,001 and up	172	10.87%	3	35	96	38
<b>Total New Listed Units</b>	<b>1,582</b>		<b>207</b>	<b>808</b>	<b>472</b>	<b>95</b>
<b>Total New Listed Volume</b>	<b>559,655,344</b>	<b>100%</b>	<b>35.17M</b>	<b>232.91M</b>	<b>221.15M</b>	<b>70.42M</b>
<b>Average New Listed Listing Price</b>	<b>\$275,562</b>		<b>\$169,906</b>	<b>\$288,256</b>	<b>\$468,544</b>	<b>\$741,275</b>

# March 2024



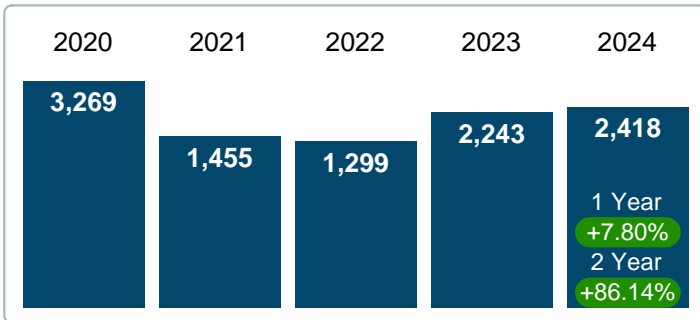
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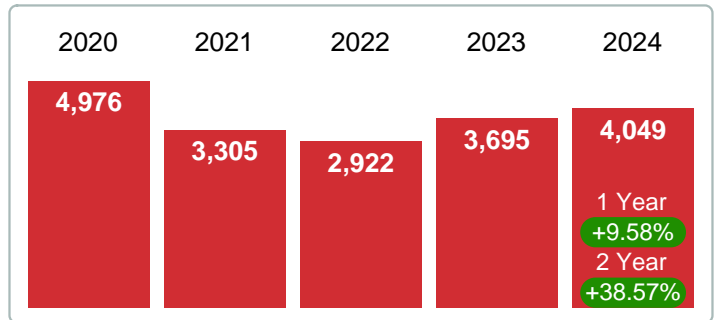
## ACTIVE INVENTORY

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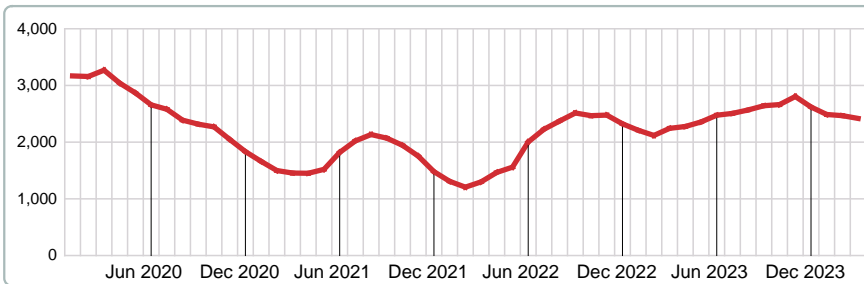
### END OF MARCH



### ACTIVE DURING MARCH



### 5 YEAR MARKET ACTIVITY TRENDS

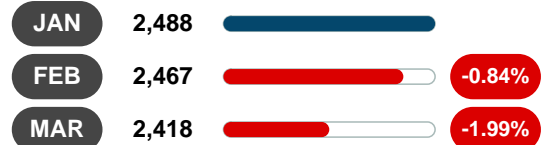


### 3 MONTHS

5 year MAR AVG = 2,137

High Mar 2020 3,269 Low Feb 2022 1,206

Inventory this month at 2,418  
above the 5 yr MAR average of 2,137



## 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	199	8.23%	83.4	112	71	12	4
\$125,001 - \$200,000	276	11.41%	50.9	77	172	23	4
\$200,001 - \$275,000	357	14.76%	46.8	34	244	71	8
\$275,001 - \$400,000	633	26.18%	60.1	32	295	277	29
\$400,001 - \$525,000	389	16.09%	94.9	16	154	174	45
\$525,001 - \$725,000	311	12.86%	98.5	13	70	176	52
\$725,001 and up	253	10.46%	88.7	7	42	117	87
Total Active Inventory by Units			2,418	291	1,048	850	229
Total Active Inventory by Volume			1,103,251,085	65.84M	358.21M	452.36M	226.85M
Average Active Inventory Listing Price			\$456,266	\$226,252	\$341,803	\$532,183	\$990,595

# March 2024



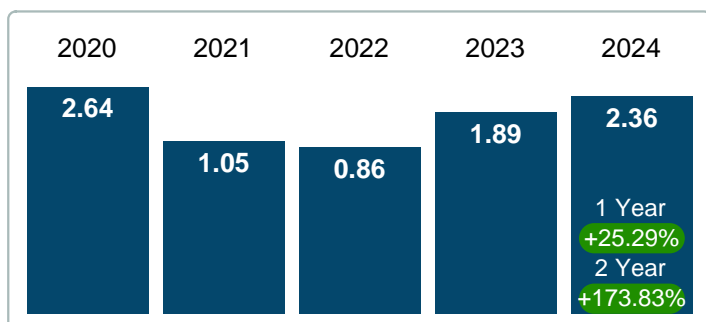
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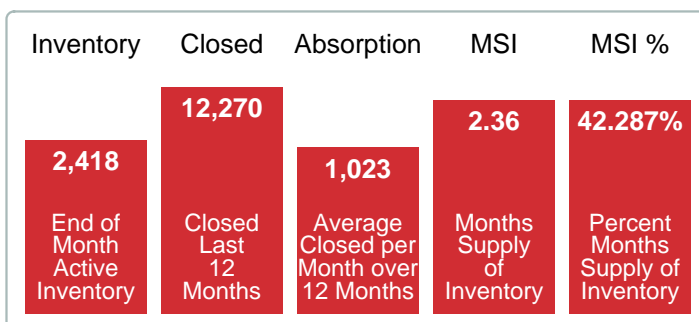
## MONTHS SUPPLY of INVENTORY (MSI)

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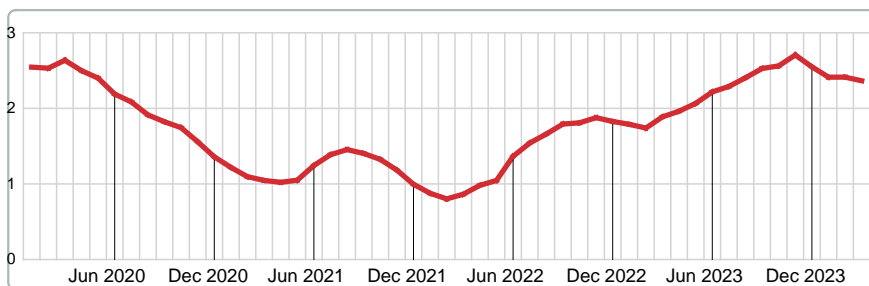
### MSI FOR MARCH



### INDICATORS FOR MARCH 2024

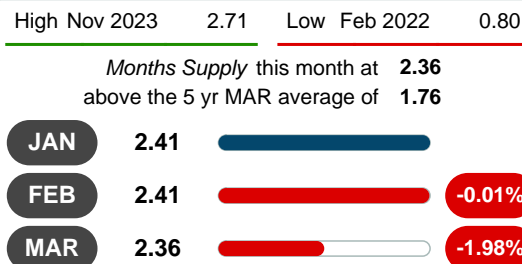


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 1.76



### 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	199	8.23%	1.69	1.94	1.33	2.18	3.69
\$125,001 - \$200,000	276	11.41%	1.35	2.20	1.17	1.15	2.40
\$200,001 - \$275,000	357	14.76%	1.46	2.47	1.33	1.60	2.23
\$275,001 - \$400,000	633	26.18%	2.48	3.56	2.44	2.44	2.47
\$400,001 - \$525,000	389	16.09%	3.92	6.19	5.01	3.18	4.03
\$525,001 - \$725,000	311	12.86%	4.77	15.60	5.03	4.63	4.19
\$725,001 and up	253	10.46%	6.85	14.00	7.20	5.97	7.91
Market Supply of Inventory (MSI)			2.36	2.44	1.89	2.88	4.35
Total Active Inventory by Units		100%	2,36	291	1,048	850	229

# March 2024



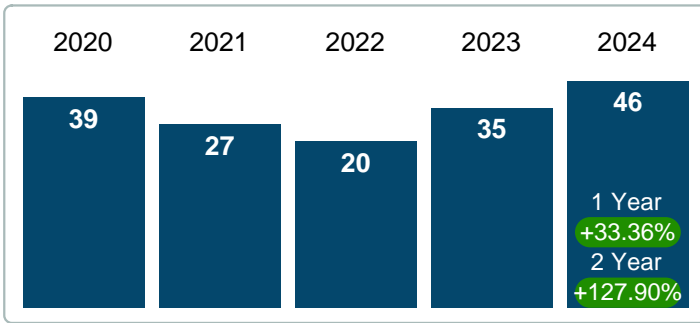
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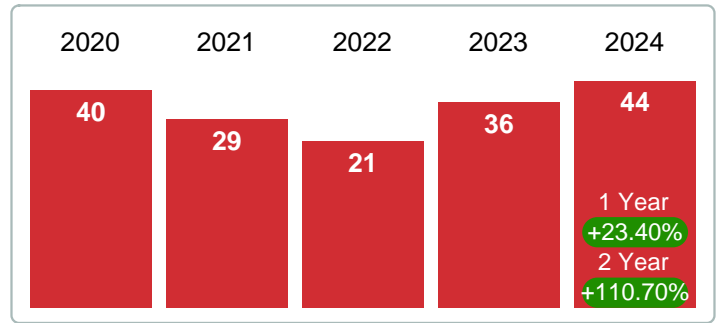
## AVERAGE DAYS ON MARKET TO SALE

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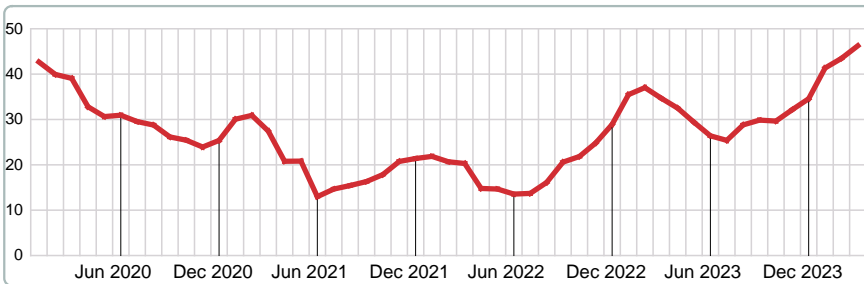
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

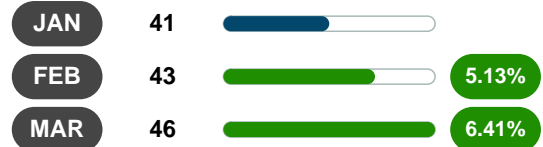


### 3 MONTHS

5 year MAR AVG = 34

High Mar 2024 46 Low Jun 2021 13

Average Days on Market to Sale this month at 46 above the 5 yr MAR average of 34



### 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	
\$100,000 and less <b>87</b>	8.05%	45	36	50	22	325	
\$100,001 - \$150,000 <b>105</b>	9.71%	26	21	29	23	0	
\$150,001 - \$200,000 <b>155</b>	14.34%	30	30	29	38	36	
\$200,001 - \$300,000 <b>312</b>	28.86%	34	40	29	46	76	
\$300,001 - \$375,000 <b>154</b>	14.25%	50	80	47	54	36	
\$375,001 - \$525,000 <b>155</b>	14.34%	70	33	94	59	59	
\$525,001 and up <b>113</b>	10.45%	83	42	78	90	76	
Average Closed DOM		46	34	41	58	72	
Total Closed Units	1,081	100%	46	138	584	312	47
Total Closed Volume	329,449,392			23.23M	148.53M	125.09M	32.60M

# March 2024



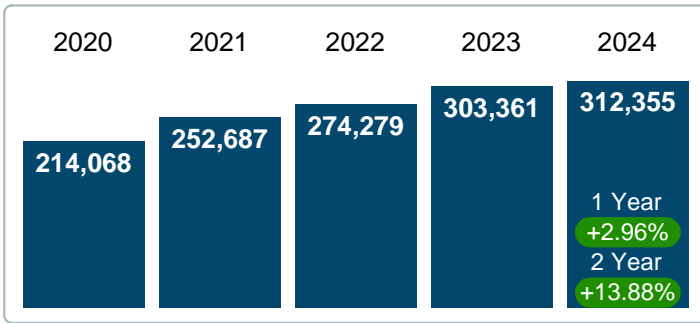
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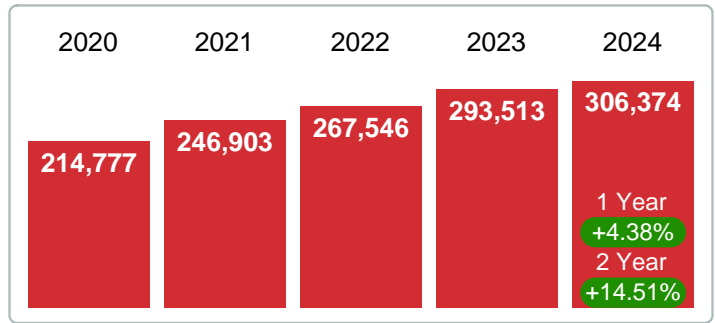
## AVERAGE LIST PRICE AT CLOSING

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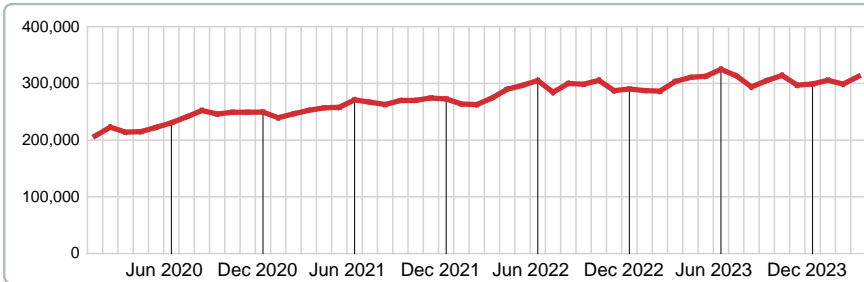
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

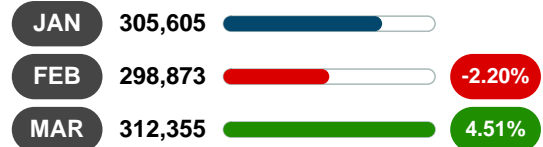


### 3 MONTHS

5 year MAR AVG = 271,350

High Jun 2023 324,875 Low Jan 2020 207,292

Average List Price at Closing this month at **312,355**  
above the 5 yr MAR average of **271,350**



### 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	
\$100,000 and less	83	7.68%	71,499	71,846	77,611	89,900	
\$100,001 - \$150,000	109	10.08%	130,873	127,669	133,730	139,362	
\$150,001 - \$200,000	147	13.60%	178,697	174,886	181,504	180,606	
\$200,001 - \$300,000	312	28.86%	252,240	242,332	250,911	267,535	
\$300,001 - \$375,000	156	14.43%	336,207	346,104	337,180	340,964	
\$375,001 - \$525,000	155	14.34%	441,892	463,667	443,237	455,210	
\$525,001 and up	119	11.01%	769,305	955,000	667,606	701,415	
<b>Average List Price</b>		<b>312,355</b>		<b>174,567</b>	<b>259,681</b>	<b>408,429</b>	<b>733,663</b>
<b>Total Closed Units</b>		<b>1,081</b>	<b>100%</b>	<b>312,355</b>	<b>138</b>	<b>584</b>	<b>312</b>
<b>Total Closed Volume</b>		<b>337,655,741</b>			<b>24.09M</b>	<b>151.65M</b>	<b>127.43M</b>



# March 2024



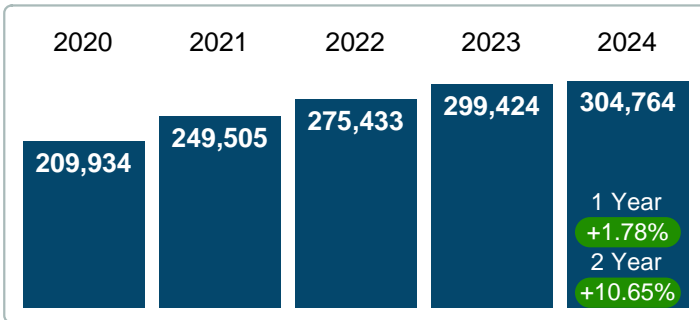
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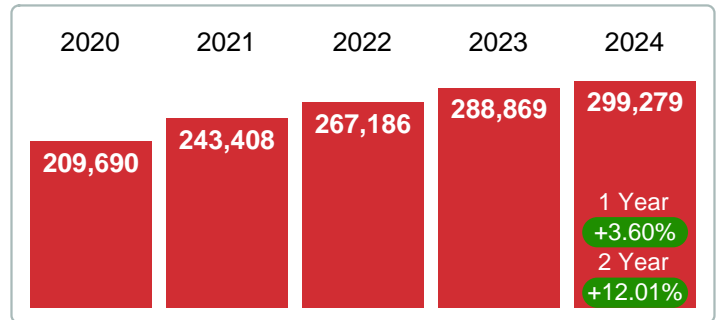
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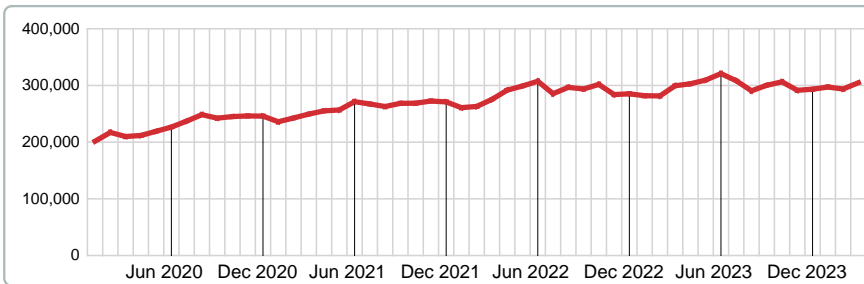
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

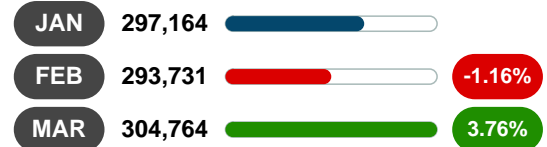


### 3 MONTHS

5 year MAR AVG = 267,812

High Jun 2023 320,901 Low Jan 2020 201,604

Average Sold Price at Closing this month at **304,764** above the 5 yr MAR average of **267,812**



### 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
\$100,000 and less	8.05%	67,118	65,184	69,823	77,000	50,000
\$100,001 - \$150,000	9.71%	128,830	126,216	129,887	130,706	0
\$150,001 - \$200,000	14.34%	177,156	172,002	178,829	172,969	163,500
\$200,001 - \$300,000	28.86%	250,573	236,170	248,144	260,912	256,633
\$300,001 - \$375,000	14.25%	335,244	324,991	333,408	337,563	342,414
\$375,001 - \$525,000	14.34%	441,958	460,150	431,403	449,261	420,136
\$525,001 and up	10.45%	746,140	900,000	635,859	686,329	957,770
<b>Average Sold Price</b>		<b>304,764</b>	<b>168,358</b>	<b>254,329</b>	<b>400,919</b>	<b>693,642</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>304,764</b>	<b>138</b>	<b>584</b>	<b>312</b>	<b>47</b>
<b>Total Closed Volume</b>		<b>329,449,392</b>	<b>23.23M</b>	<b>148.53M</b>	<b>125.09M</b>	<b>32.60M</b>

# March 2024



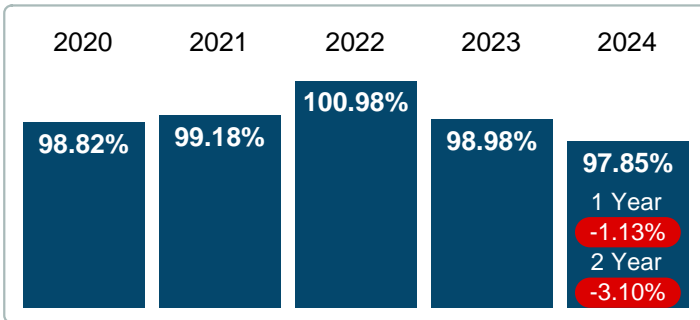
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



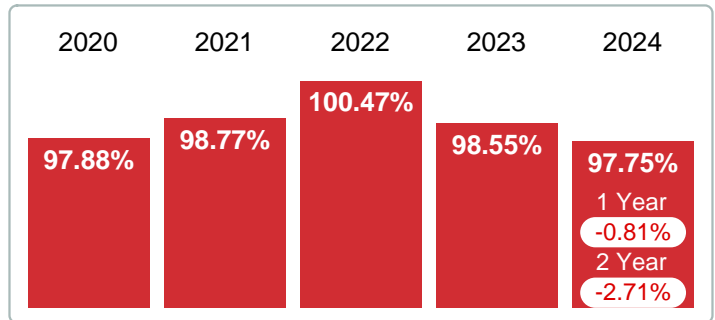
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

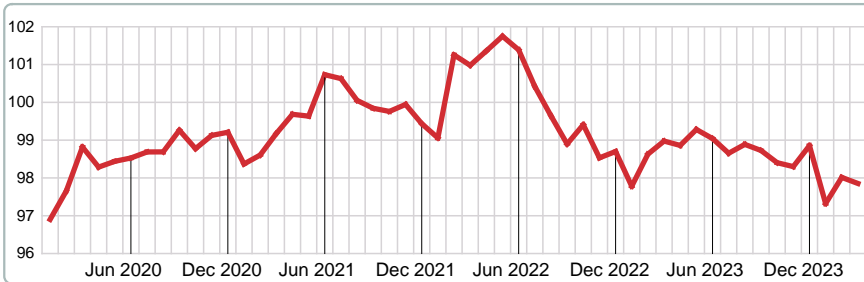
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

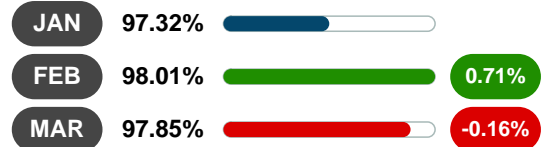


### 3 MONTHS

5 year MAR AVG = 99.16%

High May 2022 101.75% Low Jan 2020 96.90%

Average Sold/List Ratio this month at **97.85%** below the 5 yr MAR average of **99.16%**



## 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
\$100,000 and less	87	8.05%	91.59%	92.58%	90.23%	85.65%	100.00%
\$100,001 - \$150,000	105	9.71%	98.13%	99.22%	98.10%	93.99%	0.00%
\$150,001 - \$200,000	155	14.34%	98.58%	99.05%	98.81%	95.99%	102.83%
\$200,001 - \$300,000	312	28.86%	98.56%	97.75%	99.01%	97.69%	96.08%
\$300,001 - \$375,000	154	14.25%	98.83%	94.21%	98.92%	99.05%	99.18%
\$375,001 - \$525,000	155	14.34%	98.55%	99.38%	98.21%	98.78%	97.84%
\$525,001 and up	113	10.45%	97.17%	95.91%	96.38%	98.22%	95.73%
Average Sold/List Ratio		97.90%		96.40%	98.12%	98.15%	96.87%
Total Closed Units		1,081	100%	138	584	312	47
Total Closed Volume		329,449,392		23.23M	148.53M	125.09M	32.60M

# March 2024



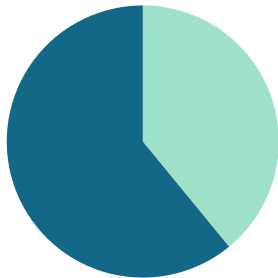
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

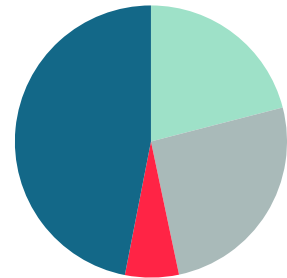


**Inventory**  
 New Listings  
**1,582 = 39.06%**  
 Start Inventory  
**2,468**  
 Total Inventory Units  
**4,050**  
 Volume  
**\$1,643,030,455**

### Market Activity

Closed Sales  
**1,081 = 20.98%**  
 Pending Sales  
**1,325 = 25.71%**  
 Other Off Market  
**329 = 6.38%**  
 Active Inventory  
**2,418 = 46.92%**

### MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	1,082	1,081	-0.09%	2,671	2,608	-2.36%
Pending Sales	1,198	1,325	10.60%	3,220	3,328	3.35%
New Listings	1,577	1,582	0.32%	3,942	4,065	3.12%
Average List Price	303,361	312,355	2.96%	293,513	306,374	4.38%
Average Sale Price	299,424	304,764	1.78%	288,869	299,279	3.60%
Average Percent of Selling Price to List Price	98.98%	97.85%	-1.13%	98.55%	97.75%	-0.81%
Average Days on Market to Sale	34.68	46.25	33.36%	35.67	44.02	23.40%
Monthly Inventory	2,246	2,418	7.66%	2,246	2,418	7.66%
Months Supply of Inventory	1.89	2.36	25.13%	1.89	2.36	25.13%

**Absorption:** Last 12 months, an Average of **1,023** Sales/Month

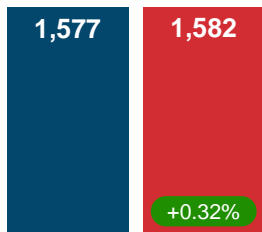
**Inventory** on March 31, 2024 = **2,418**

**2023** **2024**

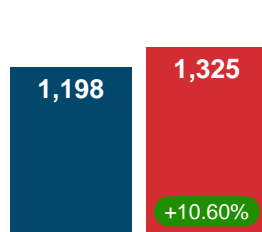
### MARCH MARKET

### AVERAGE PRICES

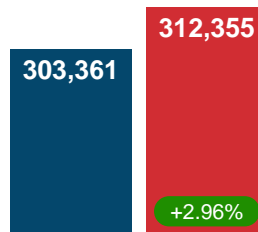
#### New Listings



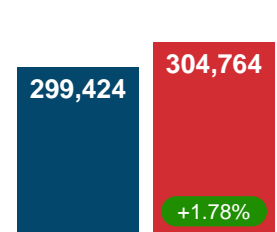
#### Pending Listings



#### List Price



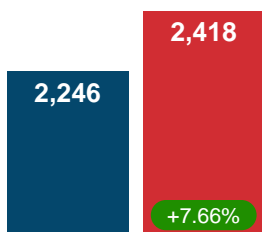
#### Sale Price



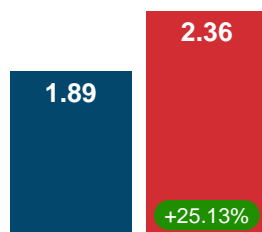
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

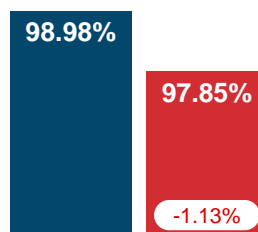
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

