

# January 2024



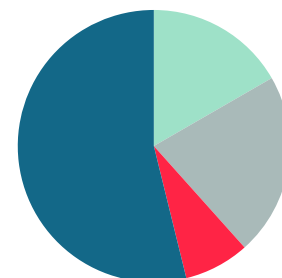
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Feb 12, 2024 for MLS Technology Inc.

Compared Metrics	2023	January 2024	+/-%
Closed Listings	700	740	5.71%
Pending Listings	1,047	963	-8.02%
New Listings	1,198	1,092	-8.85%
Average List Price	287,382	305,520	6.31%
Average Sale Price	281,890	297,067	5.38%
Average Percent of Selling Price to List Price	97.78%	97.32%	-0.47%
Average Days on Market to Sale	35.48	40.93	15.35%
End of Month Inventory	2,208	2,389	8.20%
Months Supply of Inventory	1.79	2.32	29.67%



■ Closed (16.68%)  
■ Pending (21.70%)  
■ Other OffMarket (7.78%)  
■ Active (53.84%)

**Absorption:** Last 12 months, an Average of **1,031** Sales/Month  
**Active Inventory** as of January 31, 2024 = **2,389**

### Analysis Wrap-Up

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

The total housing inventory at the end of January 2024 rose **8.20%** to 2,389 existing homes available for sale. Over the last 12 months this area has had an average of 1,031 closed sales per month. This represents an unsold inventory index of **2.32** 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 **5.38%** in January 2024 to \$297,067 versus the previous year at \$281,890.

#### Average Days on Market Lengthens

The average number of **40.93** days that homes spent on the market before selling increased by 5.45 days or **15.35%** in January 2024 compared to last year's same month at **35.48** DOM.

#### Sales Success for January 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 1,092 New Listings in January 2024, down **8.85%** from last year at 1,198. Furthermore, there were 740 Closed Listings this month versus last year at 700, a **5.71%** increase.

Closed versus Listed trends yielded a **67.8%** ratio, up from previous year's, January 2023, at **58.4%**, a **15.98%** upswing. 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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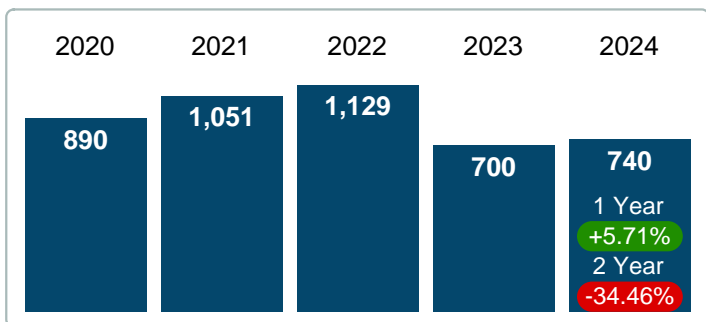
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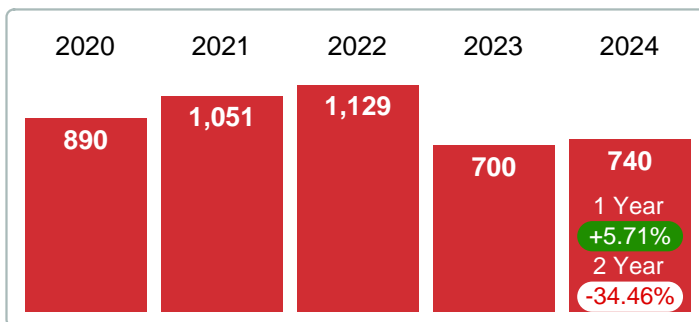
## CLOSED LISTINGS

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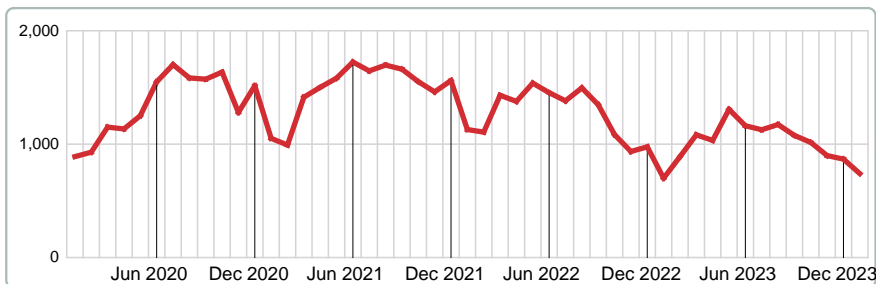
### JANUARY



### YEAR TO DATE (YTD)

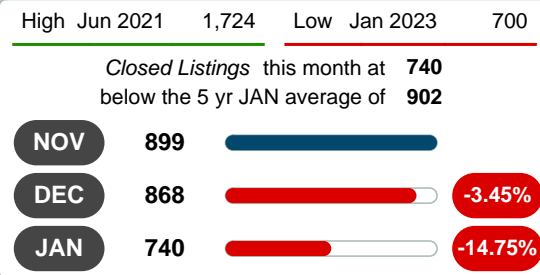


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 902



### 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	75	10.14%	31.7	44	28	1	2
\$100,001 - \$150,000	67	9.05%	28.6	18	46	3	0
\$150,001 - \$200,000	115	15.54%	27.1	17	81	16	1
\$200,001 - \$275,000	184	24.86%	34.2	12	138	31	3
\$275,001 - \$350,000	119	16.08%	36.3	4	61	51	3
\$350,001 - \$500,000	104	14.05%	65.4	1	47	47	9
\$500,001 and up	76	10.27%	71.9	1	13	49	13
<b>Total Closed Units</b>	<b>740</b>			<b>97</b>	<b>414</b>	<b>198</b>	<b>31</b>
<b>Total Closed Volume</b>	<b>219,829,947</b>	<b>100%</b>	<b>40.9</b>	<b>13.01M</b>	<b>101.68M</b>	<b>87.99M</b>	<b>17.14M</b>
<b>Average Closed Price</b>	<b>\$297,067</b>			<b>\$134,115</b>	<b>\$245,613</b>	<b>\$444,417</b>	<b>\$552,981</b>

# January 2024



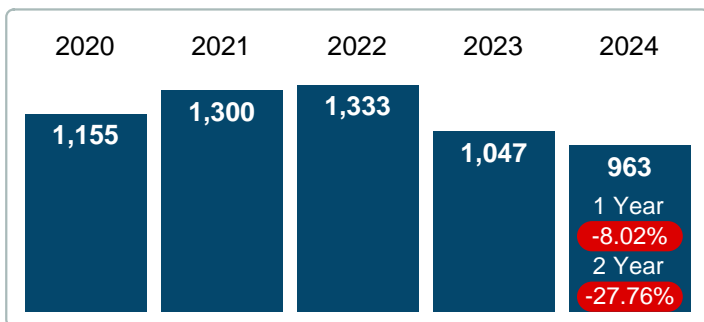
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



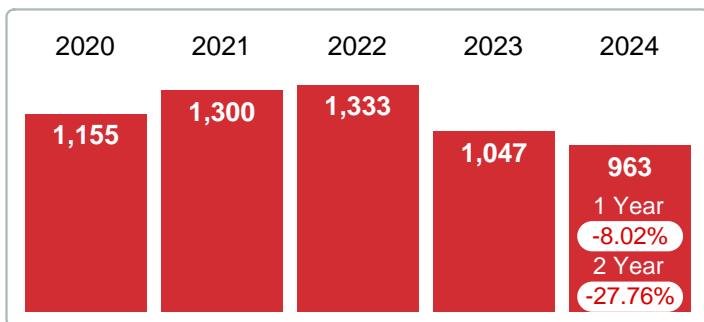
## PENDING LISTINGS

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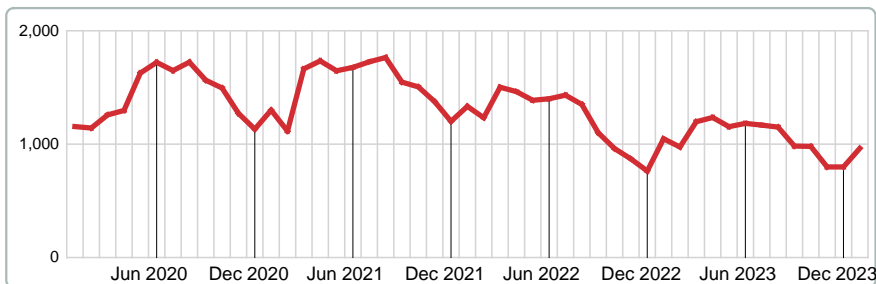
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

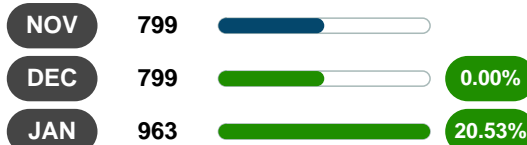


### 3 MONTHS

5 year JAN AVG = 1,160

High Aug 2021 1,764 Low Dec 2022 763

Pending Listings this month at 963 below the 5 yr JAN average of 1,160



### 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	82	8.52%	51.3	40	38	3	1
\$100,001 - \$150,000	85	8.83%	26.9	29	51	5	0
\$150,001 - \$200,000	143	14.85%	36.0	21	112	9	1
\$200,001 - \$275,000	226	23.47%	40.9	21	161	42	2
\$275,001 - \$375,000	203	21.08%	62.7	7	101	87	8
\$375,001 - \$525,000	114	11.84%	62.2	2	46	57	9
\$525,001 and up	110	11.42%	81.6	0	20	61	29
<b>Total Pending Units</b>	<b>963</b>			<b>120</b>	<b>529</b>	<b>264</b>	<b>50</b>
<b>Total Pending Volume</b>	<b>297,819,439</b>	<b>100%</b>	<b>55.4</b>	<b>18.15M</b>	<b>133.38M</b>	<b>113.02M</b>	<b>33.26M</b>
<b>Average Listing Price</b>	<b>\$346,613</b>			<b>\$151,292</b>	<b>\$252,145</b>	<b>\$428,100</b>	<b>\$665,227</b>

# January 2024



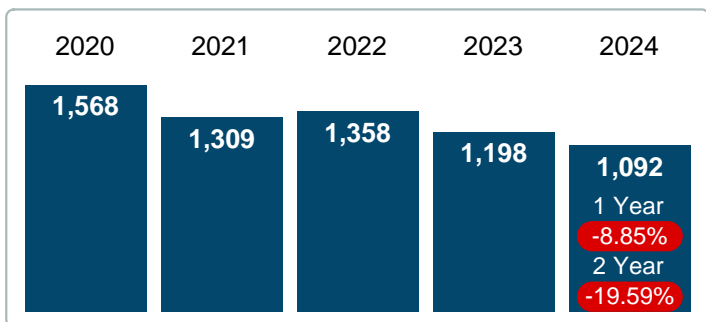
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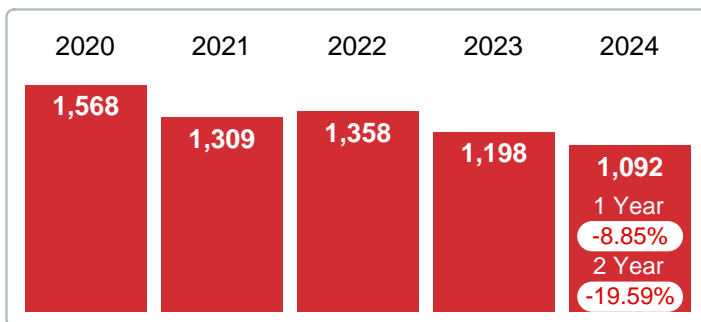
## NEW LISTINGS

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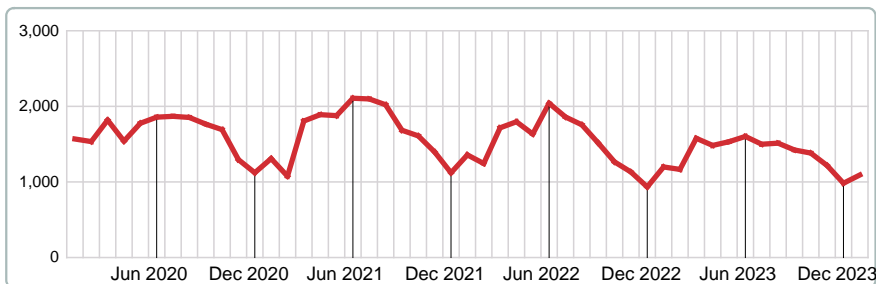
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 1,305

High Jun 2021 2,107 Low Dec 2022 934

New Listings this month at 1,092 below the 5 yr JAN average of 1,305



### 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	106	9.71%	58	43	5	0
\$125,001 - \$175,000	128	11.72%	23	91	12	2
\$175,001 - \$225,000	128	11.72%	17	96	13	2
\$225,001 - \$325,000	291	26.65%	21	181	85	4
\$325,001 - \$425,000	185	16.94%	7	79	94	5
\$425,001 - \$550,000	136	12.45%	5	42	73	16
\$550,001 and up	118	10.81%	4	18	68	28
<b>Total New Listed Units</b>	<b>1,092</b>		<b>135</b>	<b>550</b>	<b>350</b>	<b>57</b>
<b>Total New Listed Volume</b>	<b>379,849,323</b>	<b>100%</b>	<b>27.84M</b>	<b>152.18M</b>	<b>157.51M</b>	<b>42.32M</b>
<b>Average New Listed Listing Price</b>	<b>\$483,137</b>		<b>\$206,230</b>	<b>\$276,694</b>	<b>\$450,022</b>	<b>\$742,436</b>

# January 2024



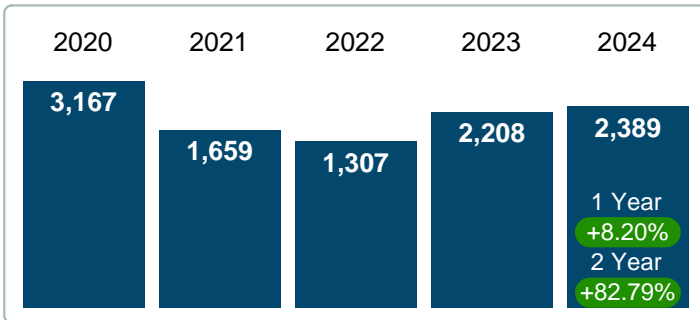
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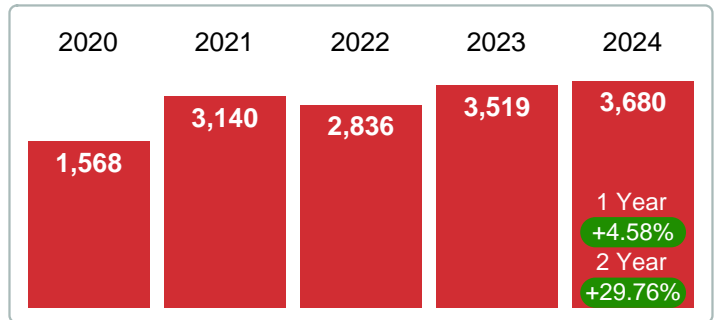
## ACTIVE INVENTORY

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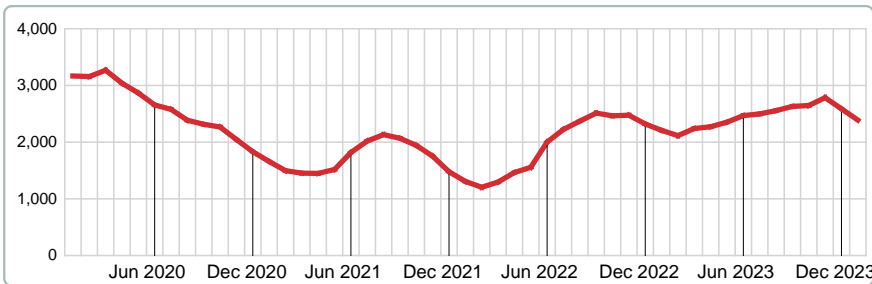
### END OF JANUARY



### ACTIVE DURING JANUARY

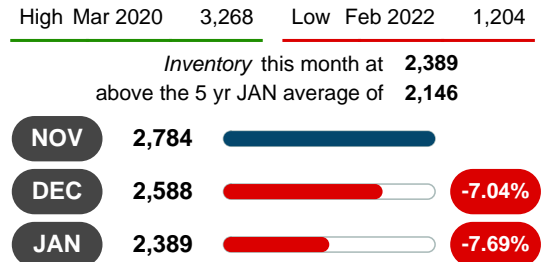


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 2,146



## 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	202	8.46%	94.6	112	76	13	1
\$125,001 - \$225,000	351	14.69%	58.4	71	225	48	7
\$225,001 - \$275,000	234	9.79%	63.5	21	156	52	5
\$275,001 - \$425,000	669	28.00%	68.7	31	330	277	31
\$425,001 - \$525,000	351	14.69%	109.6	19	133	163	36
\$525,001 - \$700,000	344	14.40%	103.0	12	69	215	48
\$700,001 and up	238	9.96%	103.2	12	40	103	83
Total Active Inventory by Units			2,389	278	1,029	871	211
Total Active Inventory by Volume			1,064,651,715	69.35M	357.17M	447.66M	190.46M
Average Active Inventory Listing Price			\$445,647	\$249,478	\$347,108	\$513,962	\$902,665

# January 2024



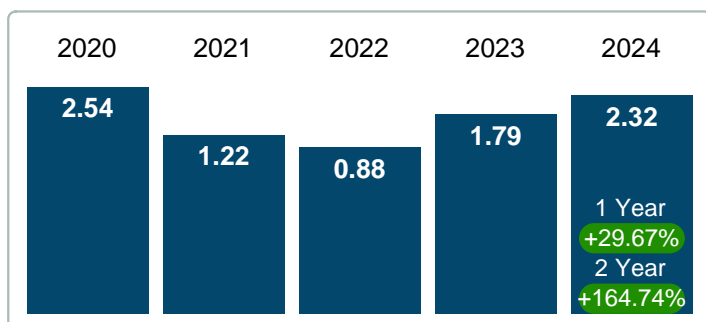
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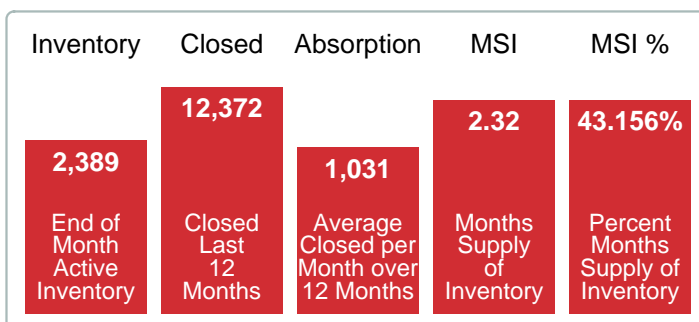
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Feb 12, 2024 for MLS Technology Inc.

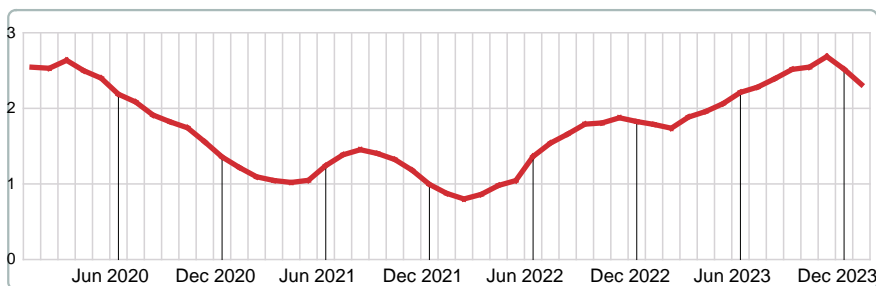
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2024

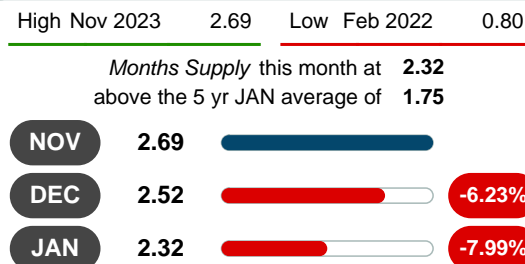


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 1.75



### 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	202	8.46%	1.65	1.86	1.38	2.29	0.71
\$125,001 - \$225,000	351	14.69%	1.20	1.76	1.04	1.52	2.33
\$225,001 - \$275,000	234	9.79%	1.46	2.86	1.33	1.54	2.22
\$275,001 - \$425,000	669	28.00%	2.38	3.15	2.56	2.19	1.99
\$425,001 - \$525,000	351	14.69%	4.71	10.86	6.02	3.96	3.79
\$525,001 - \$700,000	344	14.40%	5.73	20.57	5.41	6.14	4.09
\$700,001 and up	238	9.96%	5.90	24.00	6.23	4.61	7.49
Market Supply of Inventory (MSI)			2.32	2.31	1.84	2.94	3.87
Total Active Inventory by Units		100%	2,389	278	1,029	871	211

# January 2024



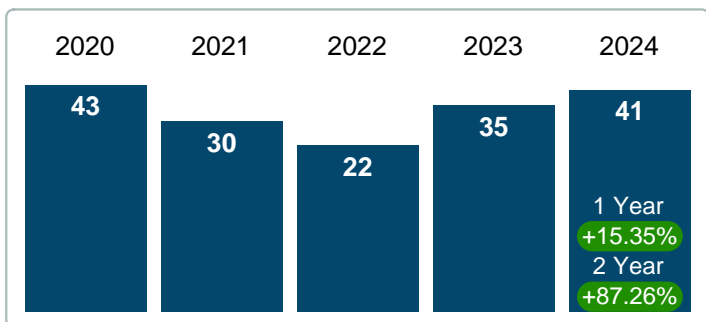
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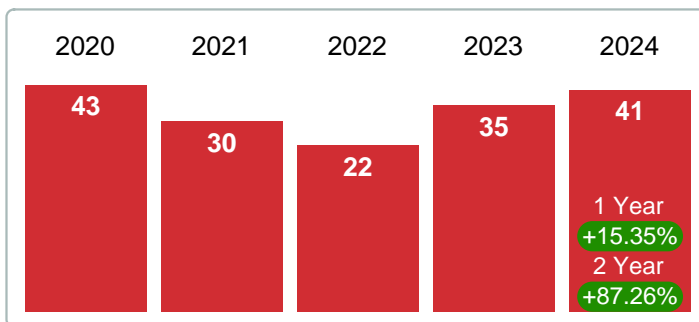
## AVERAGE DAYS ON MARKET TO SALE

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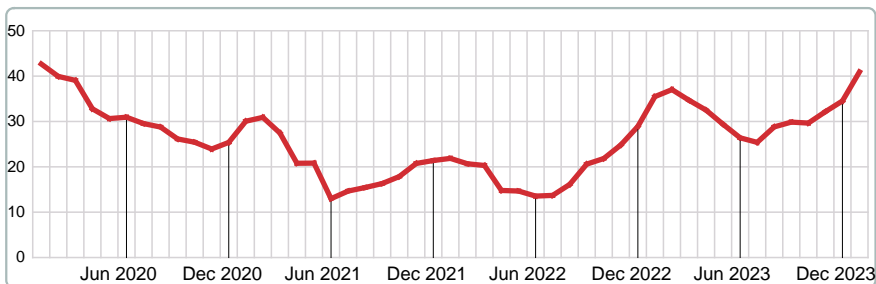
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 34

High Jan 2020 43 Low Jun 2021 13

Average Days on Market to Sale this month at 41 above the 5 yr JAN average of 34

- NOV 32
- DEC 35 7.34%
- JAN 41 18.57%

### 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 <span style="background-color: #004a7c; color: white; border-radius: 15px; padding: 2px 10px;">75</span>	10.14%	32	37	24	3	27
\$100,001 - \$150,000 <span style="background-color: #004a7c; color: white; border-radius: 15px; padding: 2px 10px;">67</span>	9.05%	29	25	27	72	0
\$150,001 - \$200,000 <span style="background-color: #004a7c; color: white; border-radius: 15px; padding: 2px 10px;">115</span>	15.54%	27	14	28	37	53
\$200,001 - \$275,000 <span style="background-color: #004a7c; color: white; border-radius: 15px; padding: 2px 10px;">184</span>	24.86%	34	37	35	30	26
\$275,001 - \$350,000 <span style="background-color: #004a7c; color: white; border-radius: 15px; padding: 2px 10px;">119</span>	16.08%	36	15	39	34	52
\$350,001 - \$500,000 <span style="background-color: #004a7c; color: white; border-radius: 15px; padding: 2px 10px;">104</span>	14.05%	65	126	65	62	79
\$500,001 and up <span style="background-color: #004a7c; color: white; border-radius: 15px; padding: 2px 10px;">76</span>	10.27%	72	7	48	80	69
<b>Average Closed DOM</b>		41	31	36	52	63
<b>Total Closed Units</b>		740	97	414	198	31
<b>Total Closed Volume</b>		219,829,947	13.01M	101.68M	87.99M	17.14M

# January 2024



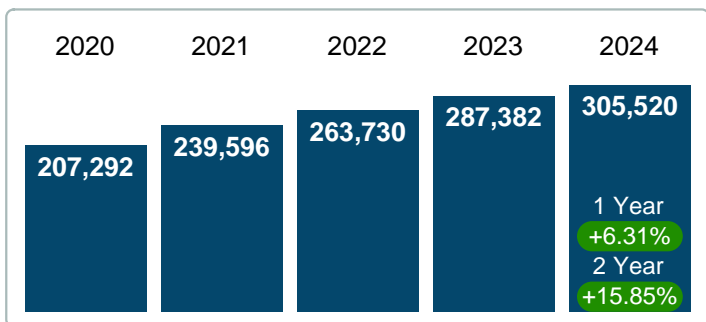
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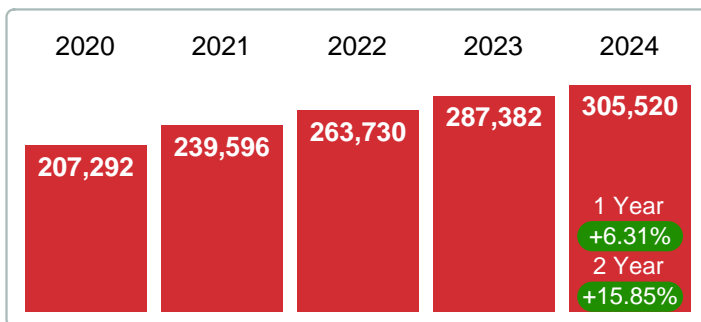
## AVERAGE LIST PRICE AT CLOSING

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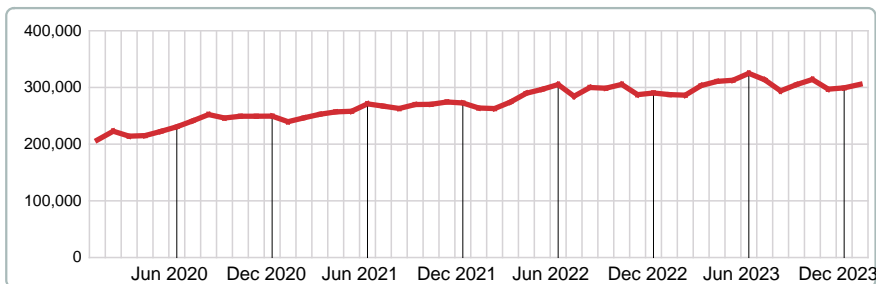
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

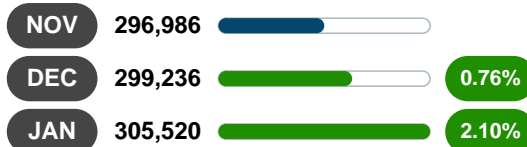


### 3 MONTHS

5 year JAN AVG = 260,704

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

Average List Price at Closing this month at **305,520**  
above the 5 yr JAN average of **260,704**



### 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	71	9.59%	69,112	70,547	75,057	99,900	70,500
\$100,001 - \$150,000	62	8.38%	131,575	134,929	137,754	127,967	0
\$150,001 - \$200,000	112	15.14%	179,416	181,271	184,737	192,206	199,900
\$200,001 - \$275,000	192	25.95%	237,366	247,308	236,523	249,069	234,667
\$275,001 - \$350,000	119	16.08%	310,647	304,850	305,397	322,307	350,797
\$350,001 - \$500,000	103	13.92%	407,093	410,000	423,867	407,410	420,767
\$500,001 and up	81	10.95%	845,106	650,000	760,415	886,307	889,623
<b>Average List Price</b>			<b>305,520</b>	142,902	252,364	456,037	562,880
<b>Total Closed Units</b>			<b>740</b>	97	414	198	31
<b>Total Closed Volume</b>			<b>226,084,601</b>	13.86M	104.48M	90.30M	17.45M



# January 2024



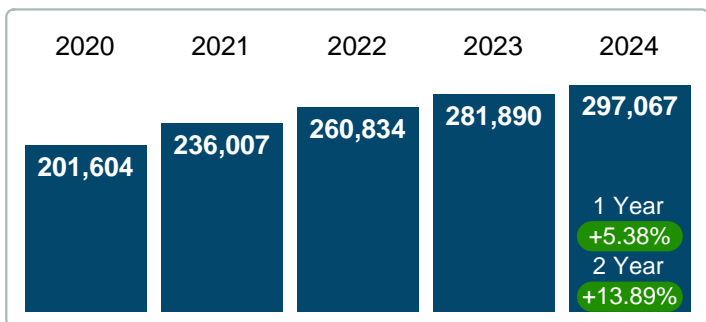
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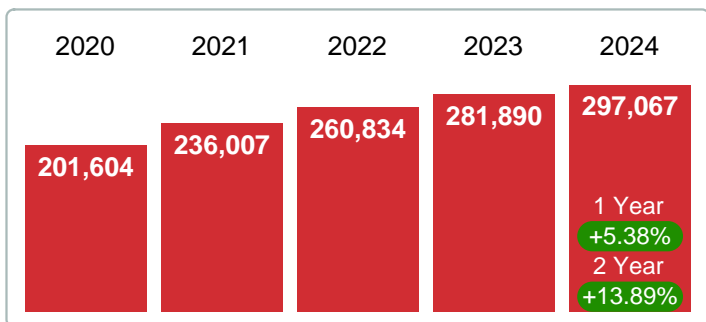
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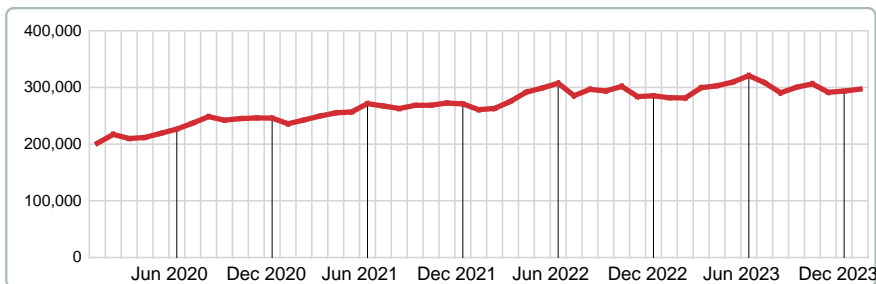
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

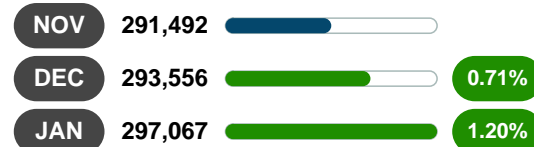


### 3 MONTHS

5 year JAN AVG = 255,481

High Jun 2023 320,815 Low Jan 2020 201,604

Average Sold Price at Closing this month at **297,067** above the 5 yr JAN average of **255,481**



### 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	10.14%	66,029	62,939	69,068	100,000	74,500
\$100,001 - \$150,000	9.05%	131,271	129,736	132,085	128,000	0
\$150,001 - \$200,000	15.54%	179,426	173,641	179,981	181,488	199,900
\$200,001 - \$275,000	24.86%	234,717	237,792	232,881	242,187	229,667
\$275,001 - \$350,000	16.08%	308,589	294,800	301,729	315,996	340,533
\$350,001 - \$500,000	14.05%	404,704	395,000	406,053	401,919	413,289
\$500,001 and up	10.27%	834,860	525,000	728,308	859,042	874,100
<b>Average Sold Price</b>		<b>297,067</b>	<b>134,115</b>	<b>245,613</b>	<b>444,417</b>	<b>552,981</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>740</b>	<b>97</b>	<b>414</b>	<b>198</b>	<b>31</b>
<b>Total Closed Volume</b>		<b>219,829,947</b>	<b>13.01M</b>	<b>101.68M</b>	<b>87.99M</b>	<b>17.14M</b>

# January 2024



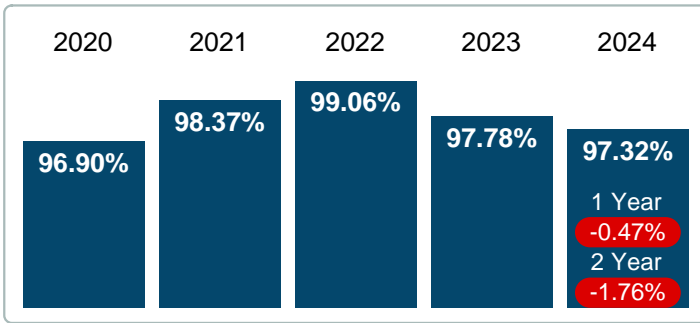
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



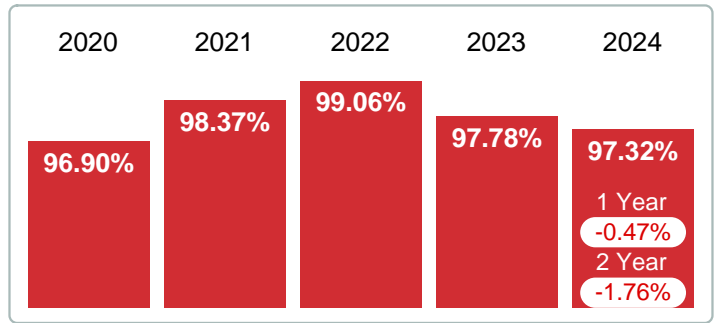
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Feb 12, 2024 for MLS Technology Inc.

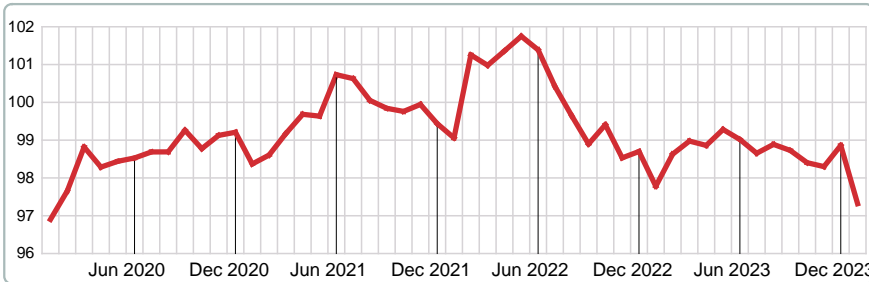
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

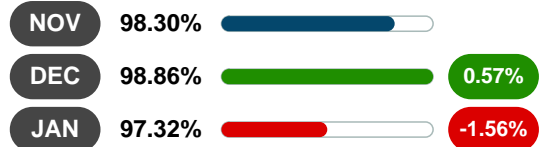


### 3 MONTHS

5 year JAN AVG = 97.89%

High May 2022 101.75% Low Jan 2020 96.90%

Average Sold/List Ratio this month at **97.32%**  
below the 5 yr JAN average of **97.89%**



### 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	<b>75</b>	10.14%	92.50%	90.78%	94.08%	100.10%	104.40%
\$100,001 - \$150,000	<b>67</b>	9.05%	96.91%	96.48%	96.89%	99.87%	0.00%
\$150,001 - \$200,000	<b>115</b>	15.54%	97.20%	96.37%	97.75%	95.15%	100.00%
\$200,001 - \$275,000	<b>184</b>	24.86%	98.21%	96.40%	98.57%	97.36%	97.67%
\$275,001 - \$350,000	<b>119</b>	16.08%	98.55%	96.76%	99.06%	98.16%	97.25%
\$350,001 - \$500,000	<b>104</b>	14.05%	97.84%	96.34%	96.80%	98.82%	98.27%
\$500,001 and up	<b>76</b>	10.27%	97.82%	80.77%	96.17%	97.89%	100.49%
Average Sold/List Ratio		97.30%		93.71%	97.71%	97.92%	99.49%
Total Closed Units		740	100%	97	414	198	31
Total Closed Volume		219,829,947		13.01M	101.68M	87.99M	17.14M

# January 2024



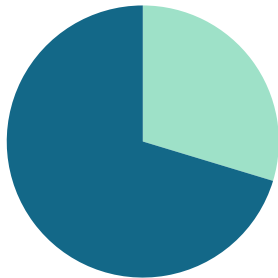
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MARKET SUMMARY

Report produced on Feb 12, 2024 for MLS Technology Inc.

### INVENTORY

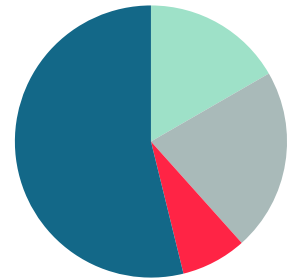


**Inventory**  
 New Listings  
**1,092 = 29.67%**  
 Start Inventory  
**2,588**  
 Total Inventory Units  
**3,680**  
 Volume  
**\$1,502,138,290**

### Market Activity

Closed Sales  
**740 = 16.68%**  
 Pending Sales  
**963 = 21.70%**  
 Other Off Market  
**345 = 7.78%**  
 Active Inventory  
**2,389 = 53.84%**

### MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	700	740	5.71%	700	740	5.71%
Pending Sales	1,047	963	-8.02%	1,047	963	-8.02%
New Listings	1,198	1,092	-8.85%	1,198	1,092	-8.85%
Average List Price	287,382	305,520	6.31%	287,382	305,520	6.31%
Average Sale Price	281,890	297,067	5.38%	281,890	297,067	5.38%
Average Percent of Selling Price to List Price	97.78%	97.32%	-0.47%	97.78%	97.32%	-0.47%
Average Days on Market to Sale	35.48	40.93	15.35%	35.48	40.93	15.35%
Monthly Inventory	2,208	2,389	8.20%	2,208	2,389	8.20%
Months Supply of Inventory	1.79	2.32	29.67%	1.79	2.32	29.67%

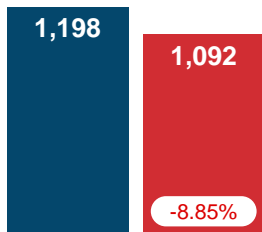
**Absorption:** Last 12 months, an Average of **1,031** Sales/Month

**Inventory** on January 31, 2024 = **2,389** 2023 2024

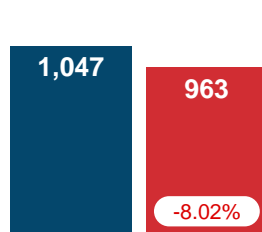
### JANUARY MARKET

### AVERAGE PRICES

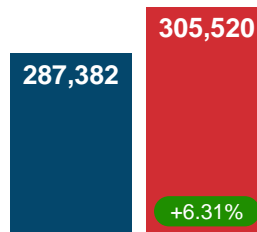
#### New Listings



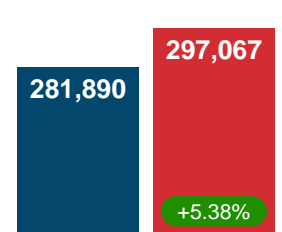
#### Pending Listings



#### List Price



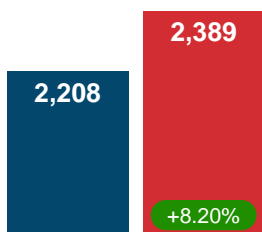
#### Sale Price



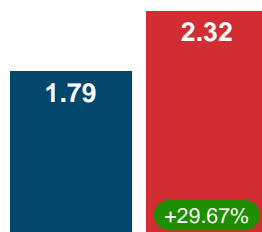
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

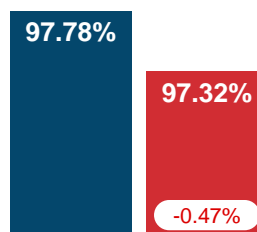
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

