

October 2024



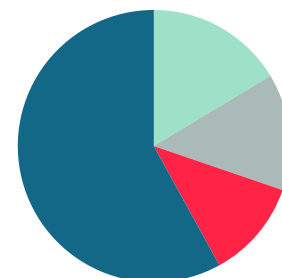
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2023	October 2024	+/-%
Closed Listings	29	46	58.62%
Pending Listings	36	39	8.33%
New Listings	67	50	-25.37%
Average List Price	221,952	289,442	30.41%
Average Sale Price	213,798	286,229	33.88%
Average Percent of Selling Price to List Price	96.30%	105.29%	9.34%
Average Days on Market to Sale	35.52	54.26	52.77%
End of Month Inventory	158	163	3.16%
Months Supply of Inventory	4.27	4.57	7.02%



■ Closed (16.37%)
■ Pending (13.88%)
■ Other OffMarket (11.74%)
■ Active (58.01%)

Absorption: Last 12 months, an Average of **36** Sales/Month
Active Inventory as of October 31, 2024 = **163**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2024 rose **3.16%** to 163 existing homes available for sale. Over the last 12 months this area has had an average of 36 closed sales per month. This represents an unsold inventory index of **4.57** 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 **33.88%** in October 2024 to \$286,229 versus the previous year at \$213,798.

Average Days on Market Lengthens

The average number of **54.26** days that homes spent on the market before selling increased by 18.74 days or **52.77%** in October 2024 compared to last year's same month at **35.52** DOM.

Sales Success for October 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 50 New Listings in October 2024, down **25.37%** from last year at 67. Furthermore, there were 46 Closed Listings this month versus last year at 29, a **58.62%** increase.

Closed versus Listed trends yielded a **92.0%** ratio, up from previous year's, October 2023, at **43.3%**, a **112.55%** 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®

Visit www.tulsarealtors.com to find a REALTOR® today.

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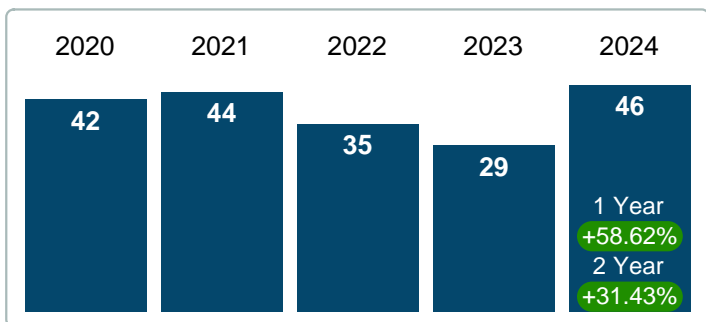
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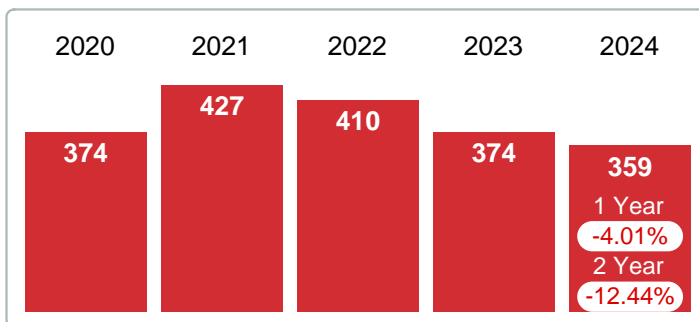
CLOSED LISTINGS

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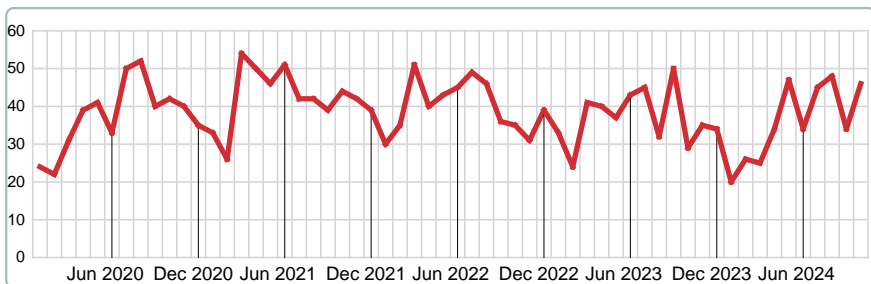
OCTOBER



YEAR TO DATE (YTD)

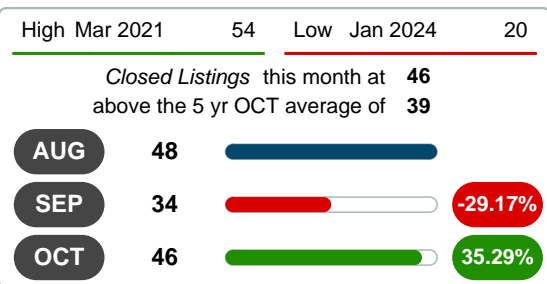


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 39



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	6.52%	74.0	1	1	1	0
\$75,001 - \$125,000	6	13.04%	9.2	4	1	1	0
\$125,001 - \$175,000	6	13.04%	30.0	1	5	0	0
\$175,001 - \$250,000	13	28.26%	58.5	1	11	1	0
\$250,001 - \$325,000	5	10.87%	29.2	0	4	0	1
\$325,001 - \$475,000	9	19.57%	75.7	2	3	3	1
\$475,001 and up	4	8.70%	113.0	1	2	0	1
Total Closed Units	46			10	27	6	3
Total Closed Volume	13,166,550	100%	54.3	2.01M	6.60M	1.54M	3.03M
Average Closed Price	\$286,229			\$200,750	\$244,298	\$256,333	\$1,008,333

October 2024



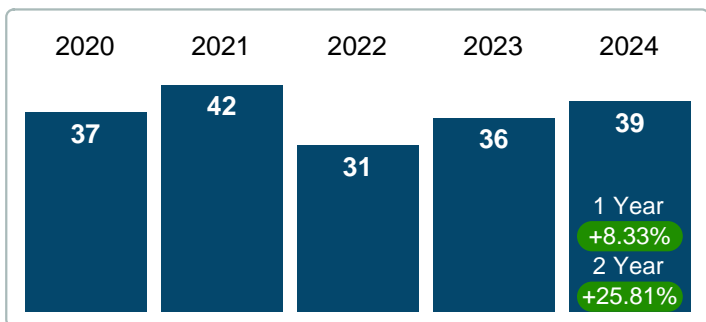
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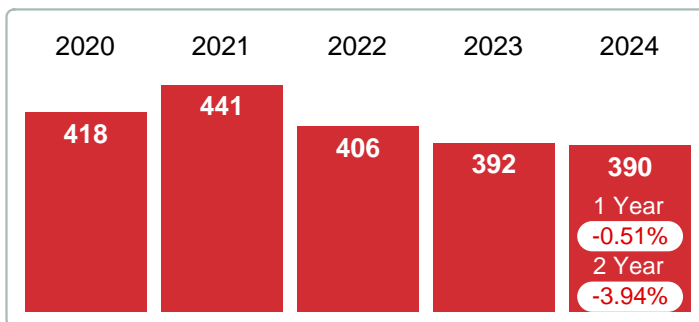
PENDING LISTINGS

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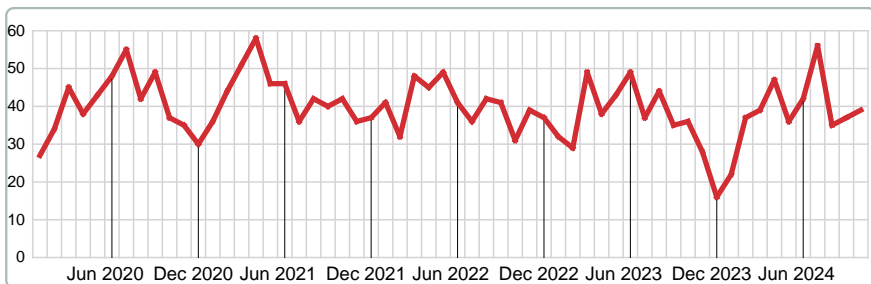
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 37

High Apr 2021 58 Low Dec 2023 16

Pending Listings this month at **39**
above the 5 yr OCT average of **37**

- AUG** 35
- SEP** 37 5.71%
- OCT** 39 5.41%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	1	2.56%	104.0	0	1	0	0
\$75,001 - \$175,000	5	12.82%	33.8	1	4	0	0
\$175,001 - \$200,000	5	12.82%	49.6	0	5	0	0
\$200,001 - \$275,000	13	33.33%	58.4	2	10	1	0
\$275,001 - \$325,000	6	15.38%	97.7	0	5	1	0
\$325,001 - \$475,000	5	12.82%	133.4	0	3	2	0
\$475,001 and up	4	10.26%	140.3	1	3	0	0
Total Pending Units	39			4	31	4	0
Total Pending Volume	10,381,400	100%	81.3	1.14M	8.03M	1.21M	0.00B
Average Listing Price	\$269,043			\$285,450	\$258,955	\$303,000	\$0

October 2024



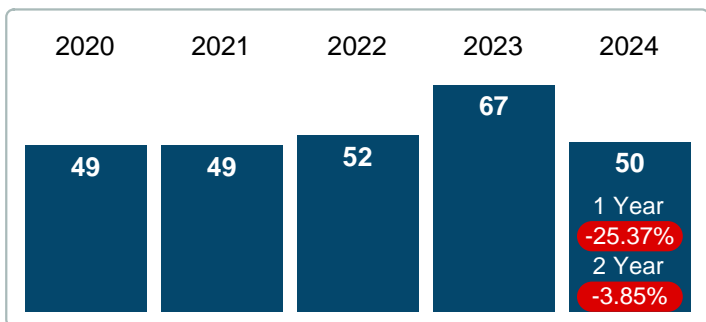
Area Delimited by County Of Mayes - Residential Property Type



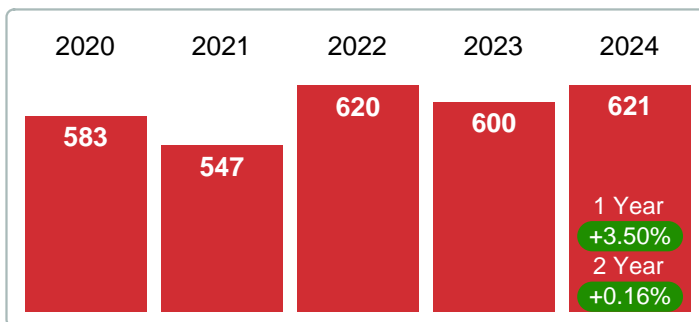
NEW LISTINGS

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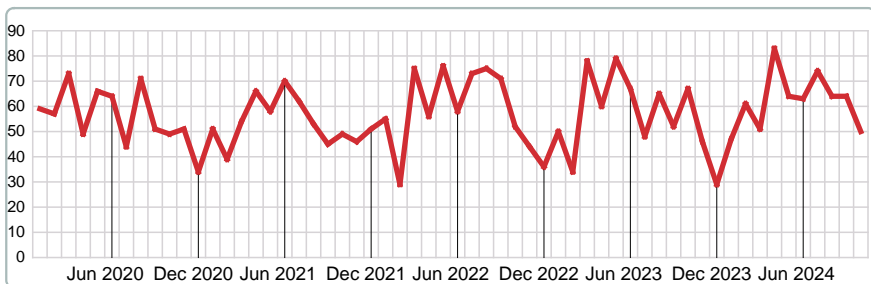
OCTOBER



YEAR TO DATE (YTD)

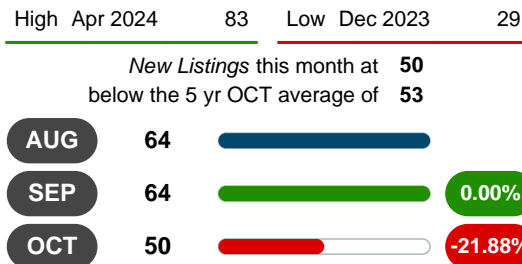


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 53



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	2	4.00%	0	2	0	0
\$125,001 - \$175,000	8	16.00%	4	4	0	0
\$175,001 - \$200,000	5	10.00%	1	4	0	0
\$200,001 - \$300,000	16	32.00%	2	11	3	0
\$300,001 - \$475,000	8	16.00%	1	3	2	2
\$475,001 - \$1,275,000	6	12.00%	0	2	2	2
\$1,275,001 and up	5	10.00%	0	4	0	1
Total New Listed Units	50		8	30	7	5
Total New Listed Volume	21,975,353	100%	1.60M	12.45M	2.62M	5.31M
Average New Listed Listing Price	\$257,500		\$200,100	\$414,855	\$374,343	\$1,061,700

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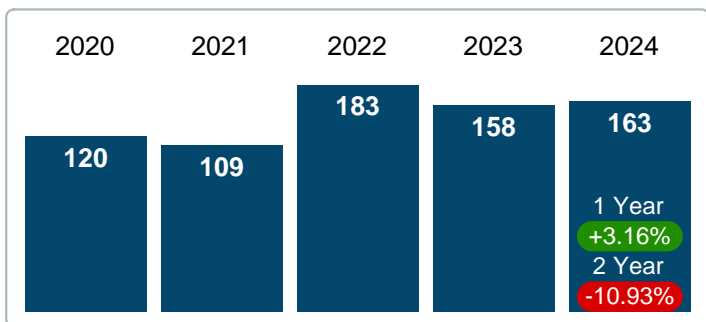
Area Delimited by County Of Mayes - Residential Property Type



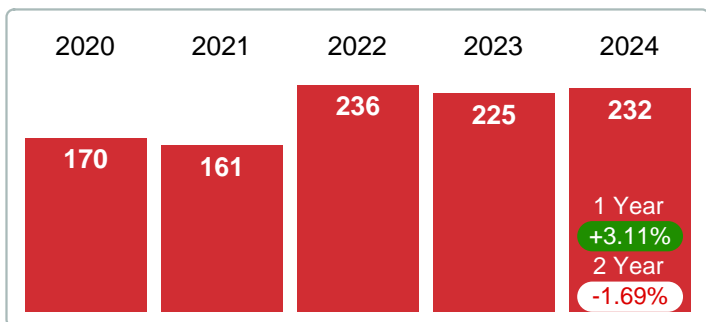
ACTIVE INVENTORY

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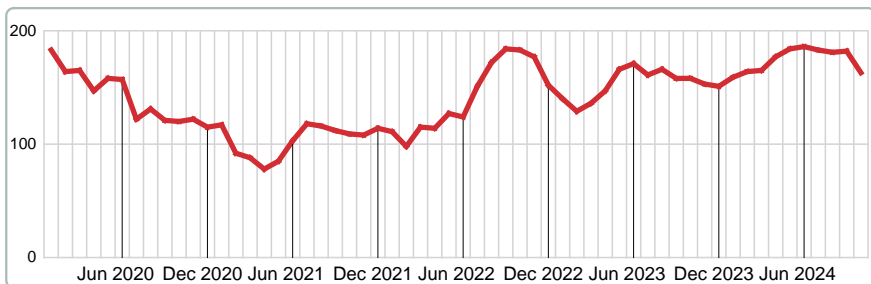
END OF OCTOBER



ACTIVE DURING OCTOBER

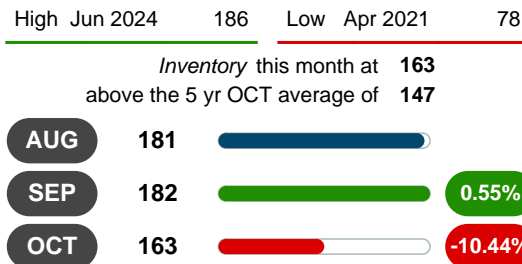


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 147



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	6	3.68%	63.5	4	2	0	0
\$125,001 - \$175,000	24	14.72%	69.6	6	15	3	0
\$175,001 - \$225,000	22	13.50%	44.8	0	17	5	0
\$225,001 - \$325,000	48	29.45%	79.5	2	36	8	2
\$325,001 - \$525,000	26	15.95%	89.2	3	8	9	6
\$525,001 - \$825,000	20	12.27%	70.5	0	10	5	5
\$825,001 and up	17	10.43%	101.1	0	8	4	5
Total Active Inventory by Units	163			15	96	34	18
Total Active Inventory by Volume	76,738,003	100%	75.5	2.89M	39.43M	18.31M	16.11M
Average Active Inventory Listing Price	\$470,785			\$192,373	\$410,713	\$538,576	\$895,133

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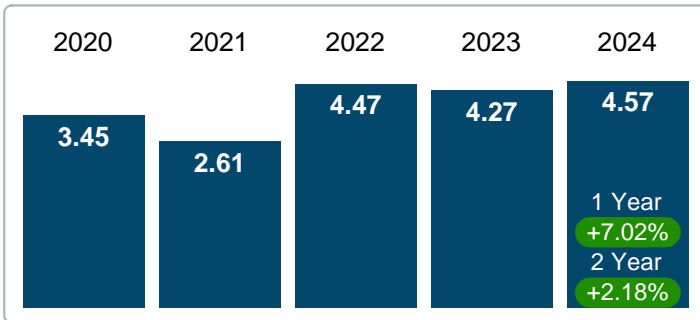
Area Delimited by County Of Mayes - Residential Property Type



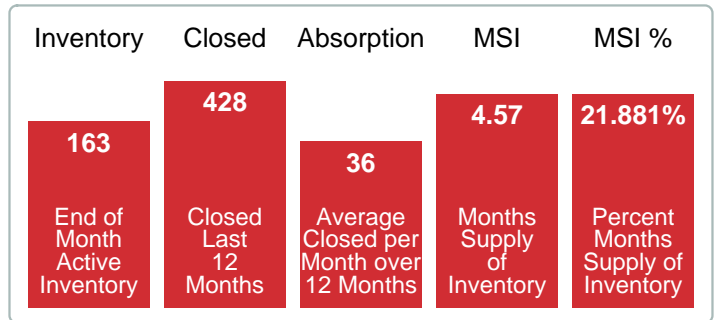
MONTHS SUPPLY of INVENTORY (MSI)

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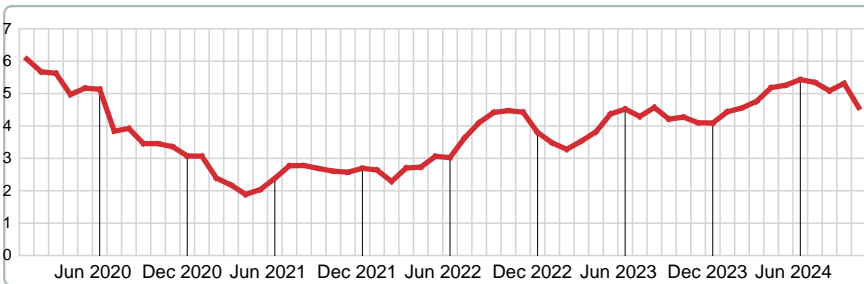
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2024

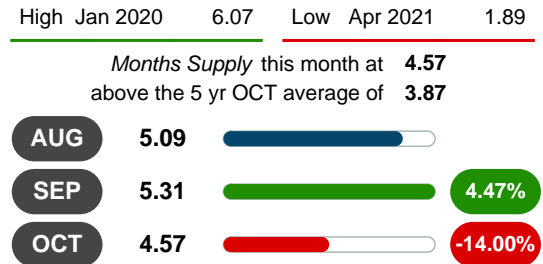


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 3.87



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	6	3.68%	0.79	1.00	0.60	0.00	0.00
\$125,001 - \$175,000	24	14.72%	4.00	6.00	3.40	5.14	0.00
\$175,001 - \$225,000	22	13.50%	3.57	0.00	3.46	8.57	0.00
\$225,001 - \$325,000	48	29.45%	6.13	4.80	6.97	3.69	24.00
\$325,001 - \$525,000	26	15.95%	4.52	4.50	2.91	4.32	24.00
\$525,001 - \$825,000	20	12.27%	15.00	0.00	13.33	10.00	0.00
\$825,001 and up	17	10.43%	17.00	0.00	16.00	16.00	20.00
Market Supply of Inventory (MSI)	4.57			2.20	4.40	5.30	30.86
Total Active Inventory by Units	163	100%	4.57	15	96	34	18

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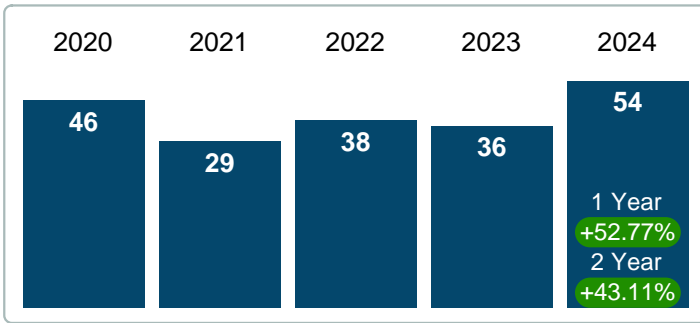
Area Delimited by County Of Mayes - Residential Property Type



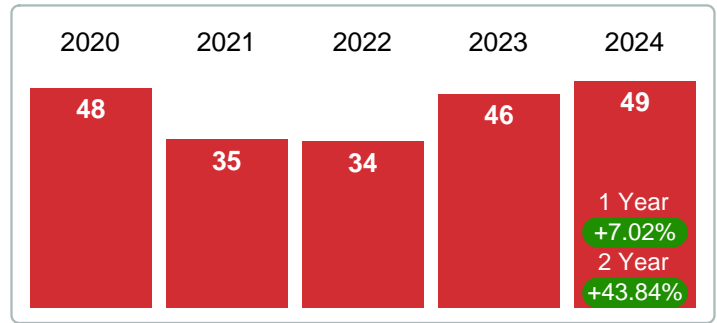
AVERAGE DAYS ON MARKET TO SALE

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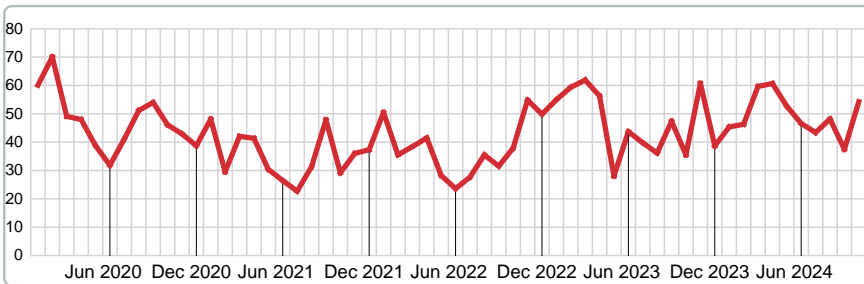
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 41

High Feb 2020 70 Low Jul 2021 23

Average Days on Market to Sale this month at 54 above the 5 yr OCT average of 41



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
\$75,000 and less	3	6.52%	74	6	187	29	0
\$75,001 - \$125,000	6	13.04%	9	6	1	29	0
\$125,001 - \$175,000	6	13.04%	30	8	34	0	0
\$175,001 - \$250,000	13	28.26%	58	226	47	15	0
\$250,001 - \$325,000	5	10.87%	29	0	7	0	118
\$325,001 - \$475,000	9	19.57%	76	79	105	59	29
\$475,001 and up	4	8.70%	113	98	18	0	318
Average Closed DOM	54			52	47	42	155
Total Closed Units	46	100%	54	10	27	6	3
Total Closed Volume	13,166,550			2.01M	6.60M	1.54M	3.03M

October 2024



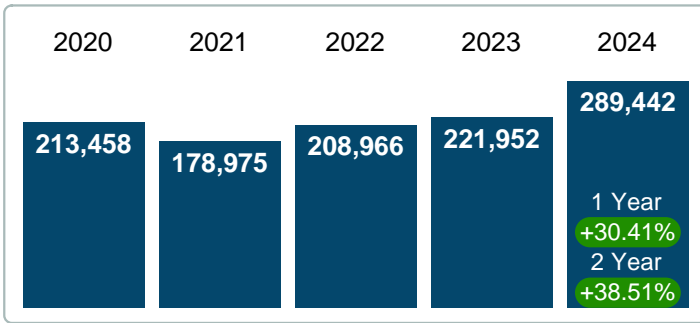
Area Delimited by County Of Mayes - Residential Property Type



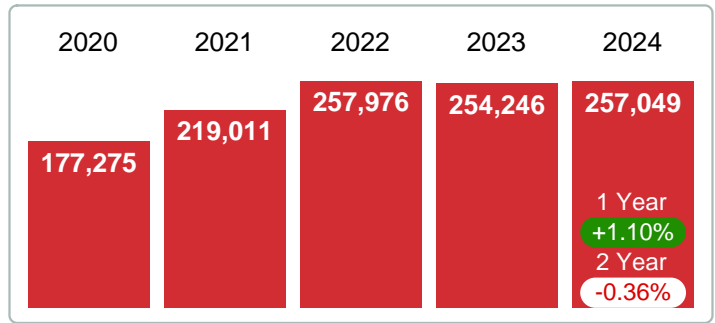
AVERAGE LIST PRICE AT CLOSING

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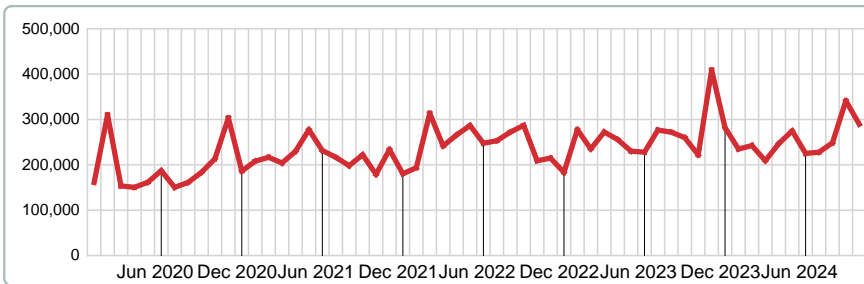
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

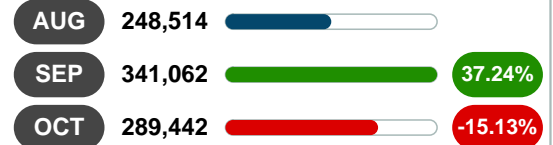


3 MONTHS

5 year OCT AVG = 222,559

High Nov 2023 408,881 Low Jul 2020 150,324

Average List Price at Closing this month at **289,442** above the 5 yr OCT average of **222,559**



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
\$75,000 and less	6.52%	61,667	60,000	79,000	50,000	0
\$75,001 - \$125,000	15.22%	101,543	107,975	125,000	75,000	0
\$125,001 - \$175,000	10.87%	155,480	124,900	165,480	0	0
\$175,001 - \$250,000	28.26%	214,123	279,900	216,236	205,000	0
\$250,001 - \$325,000	10.87%	292,460	0	295,600	0	334,000
\$325,001 - \$475,000	19.57%	368,360	369,950	358,833	388,280	100,000
\$475,001 and up	8.70%	1,020,000	580,000	605,000		02,290,000
Average List Price		289,442	221,660	254,774	249,140	908,000
Total Closed Units	100%	289,442	10	27	6	3
Total Closed Volume		13,314,340	2.22M	6.88M	1.49M	2.72M

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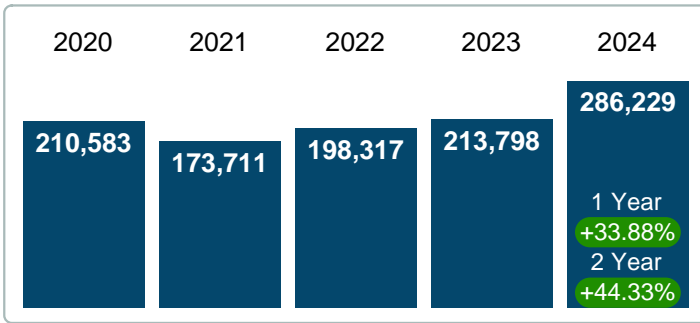
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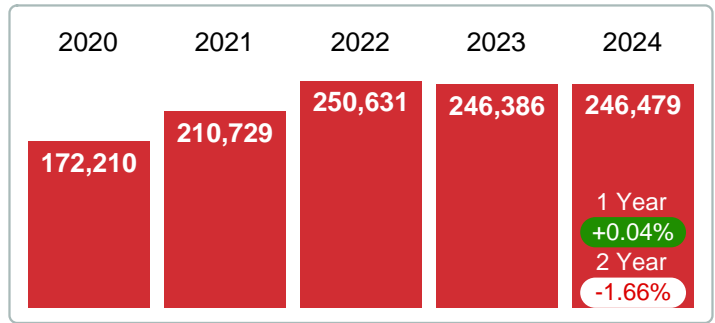
AVERAGE SOLD PRICE AT CLOSING

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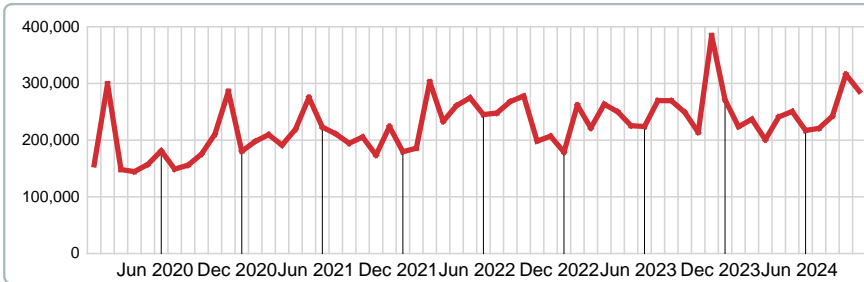
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

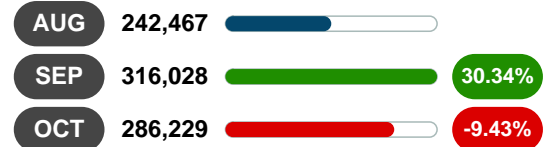


3 MONTHS

5 year OCT AVG = 216,528

High Nov 2023 384,533 Low Apr 2020 144,503

Average Sold Price at Closing this month at **286,229** above the 5 yr OCT average of **216,528**



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
\$75,000 and less	6.52%	59,833	37,500	70,000	72,000	0
\$75,001 - \$125,000	13.04%	105,000	98,000	118,000	120,000	0
\$125,001 - \$175,000	13.04%	151,833	138,000	154,600	0	0
\$175,001 - \$250,000	28.26%	208,965	225,000	208,050	203,000	0
\$250,001 - \$325,000	10.87%	286,500	0	283,125	0	300,000
\$325,001 - \$475,000	19.57%	373,556	345,000	351,333	381,000	475,000
\$475,001 and up	8.70%	983,750	525,000	580,000		02,250,000
Average Sold Price		286,229	200,750	244,298	256,333	1,008,333
Total Closed Units	100%	286,229	10	27	6	3
Total Closed Volume		13,166,550	2.01M	6.60M	1.54M	3.03M

October 2024



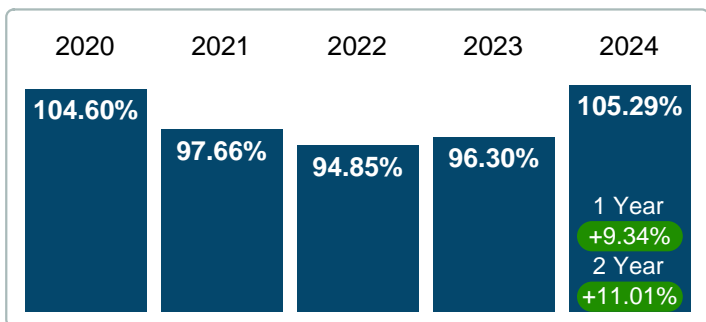
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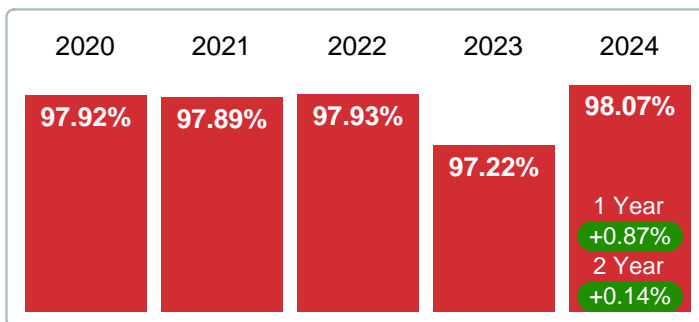
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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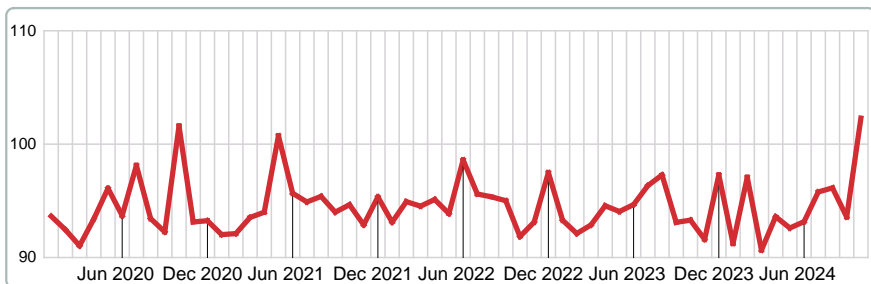
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

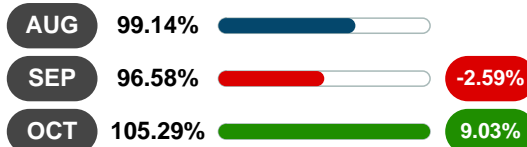


3 MONTHS

5 year OCT AVG = 99.74%

High Oct 2024 105.29% Low Mar 2024 93.66%

Average Sold/List Ratio this month at **105.29%** above the 5 yr OCT average of **99.74%**



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
\$75,000 and less	3	6.52%	98.37%	62.50%	88.61%	144.00%	0.00%
\$75,001 - \$125,000	6	13.04%	103.95%	92.33%	94.40%	160.00%	0.00%
\$125,001 - \$175,000	6	13.04%	96.92%	110.49%	94.20%	0.00%	0.00%
\$175,001 - \$250,000	13	28.26%	95.22%	80.39%	96.22%	99.02%	0.00%
\$250,001 - \$325,000	5	10.87%	94.67%	0.00%	95.88%	0.00%	89.82%
\$325,001 - \$475,000	9	19.57%	138.92%	93.76%	97.87%	98.06%	475.00%
\$475,001 and up	4	8.70%	95.42%	90.52%	96.46%	0.00%	98.25%
Average Sold/List Ratio		105.30%		90.07%	95.65%	116.20%	221.02%
Total Closed Units	46	100%	105.30%	10	27	6	3
Total Closed Volume	13,166,550			2.01M	6.60M	1.54M	3.03M

October 2024



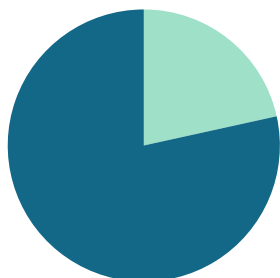
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

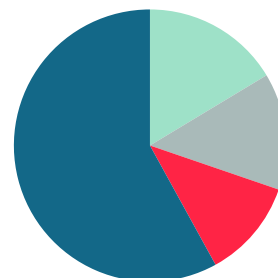


Inventory
 New Listings
50 = 21.55%
 Start Inventory
182
 Total Inventory Units
232
 Volume
\$97,470,575

Market Activity

Closed Sales
46 = 16.37%
 Pending Sales
39 = 13.88%
 Other Off Market
33 = 11.74%
 Active Inventory
163 = 58.01%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	29	46	58.62%	374	359	-4.01%
Pending Sales	36	39	8.33%	392	390	-0.51%
New Listings	67	50	-25.37%	600	621	3.50%
Average List Price	221,952	289,442	30.41%	254,246	257,049	1.10%
Average Sale Price	213,798	286,229	33.88%	246,386	246,479	0.04%
Average Percent of Selling Price to List Price	96.30%	105.29%	9.34%	97.22%	98.07%	0.87%
Average Days on Market to Sale	35.52	54.26	52.77%	46.23	49.47	7.02%
Monthly Inventory	158	163	3.16%	158	163	3.16%
Months Supply of Inventory	4.27	4.57	7.02%	4.27	4.57	7.02%

Absorption: Last 12 months, an Average of **36** Sales/Month

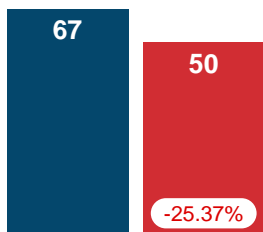
Inventory on October 31, 2024 = **163**

2023 **2024**

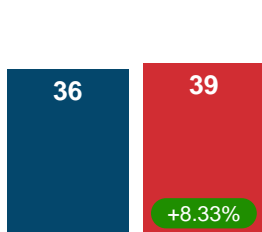
OCTOBER MARKET

AVERAGE PRICES

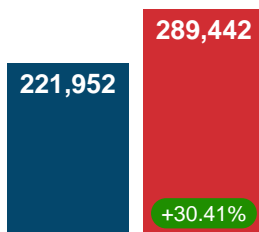
New Listings



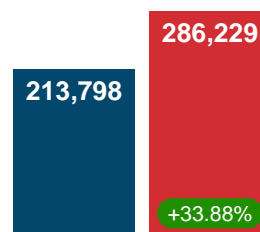
Pending Listings



List Price



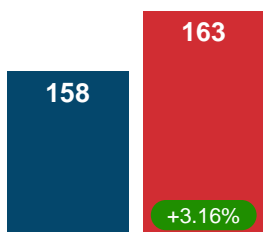
Sale Price



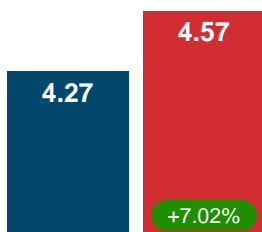
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

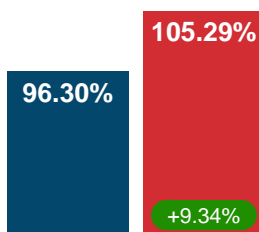
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

