

October 2024



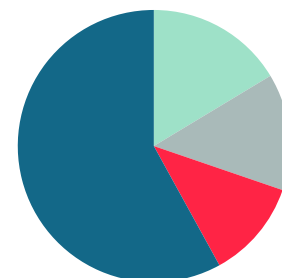
Area Delimited by County Of Mayes - Residential Property Type



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%
Median List Price	179,900	220,000	22.29%
Median Sale Price	186,000	216,250	16.26%
Median Percent of Selling Price to List Price	97.48%	97.11%	-0.38%
Median Days on Market to Sale	24.00	23.00	-4.17%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **16.26%** in October 2024 to \$216,250 versus the previous year at \$186,000.

Median Days on Market Shortens

The median number of **23.00** days that homes spent on the market before selling decreased by 1.00 days or **4.17%** in October 2024 compared to last year's same month at **24.00** DOM.

Sales Success for October 2024 is Positive

Overall, with Median Prices going up and Days on Market decreasing, 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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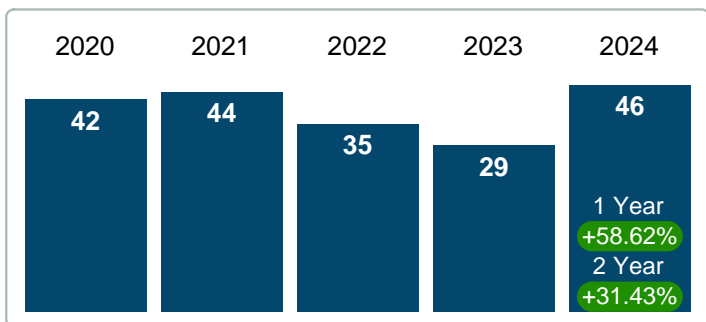
Area Delimited by County Of Mayes - Residential Property Type



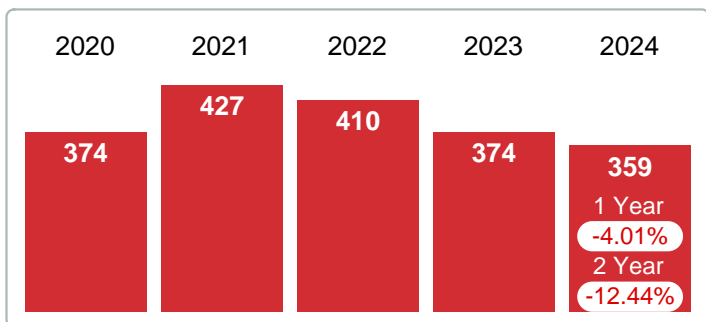
CLOSED LISTINGS

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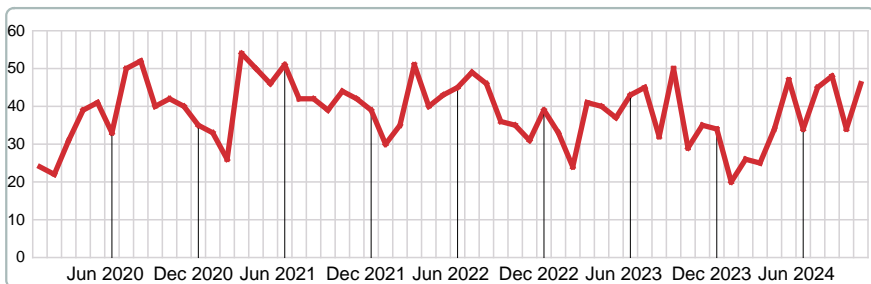
OCTOBER



YEAR TO DATE (YTD)

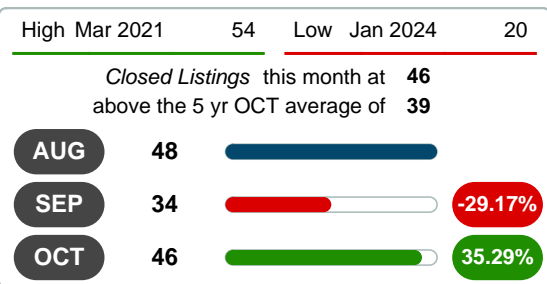


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 39



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	6.52%	29.0	1	1	1	0
\$75,001 - \$125,000	6	13.04%	5.5	4	1	1	0
\$125,001 - \$175,000	6	13.04%	16.0	1	5	0	0
\$175,001 - \$250,000	13	28.26%	24.0	1	11	1	0
\$250,001 - \$325,000	5	10.87%	10.0	0	4	0	1
\$325,001 - \$475,000	9	19.57%	62.0	2	3	3	1
\$475,001 and up	4	8.70%	64.5	1	2	0	1
Total Closed Units	46			10	27	6	3
Total Closed Volume	13,166,550	100%	23.0	2.01M	6.60M	1.54M	3.03M
Median Closed Price	\$216,250			\$129,000	\$212,500	\$278,250	\$475,000

October 2024



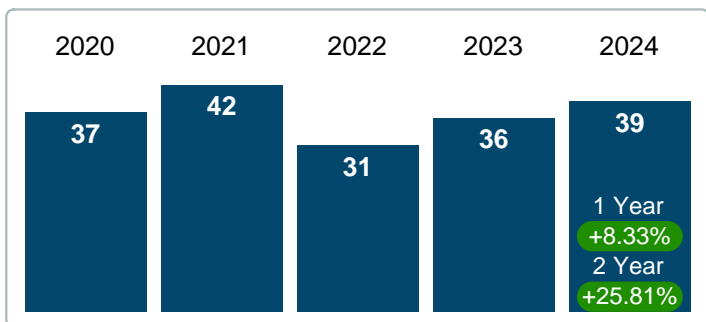
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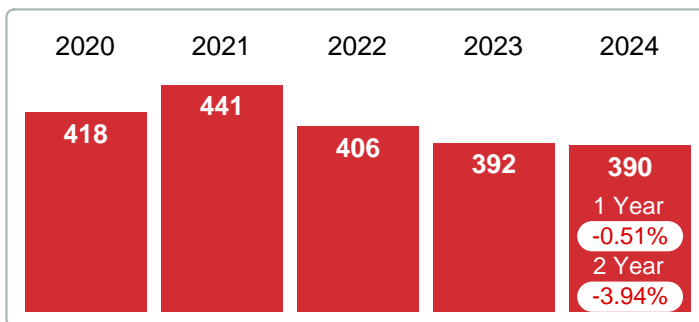
PENDING LISTINGS

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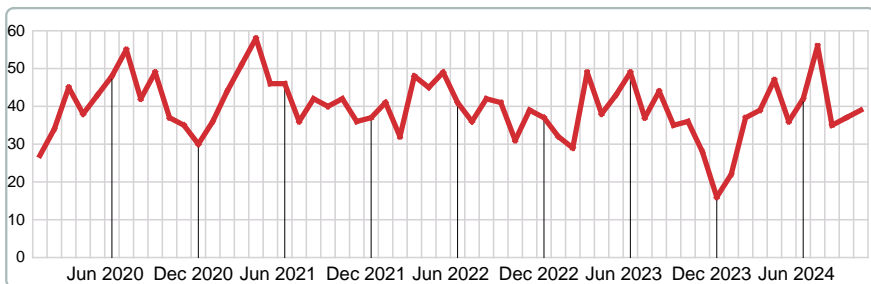
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

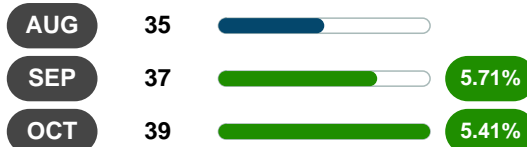


3 MONTHS

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



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	7.0	1	4	0	0
\$175,001 - \$200,000	5	12.82%	32.0	0	5	0	0
\$200,001 - \$275,000	13	33.33%	55.0	2	10	1	0
\$275,001 - \$325,000	6	15.38%	76.0	0	5	1	0
\$325,001 - \$475,000	5	12.82%	189.0	0	3	2	0
\$475,001 and up	4	10.26%	117.0	1	3	0	0
Total Pending Units	39			4	31	4	0
Total Pending Volume	10,381,400	100%	60.0	1.14M	8.03M	1.21M	0.00B
Median Listing Price	\$239,900			\$240,950	\$239,000	\$323,500	\$0

October 2024



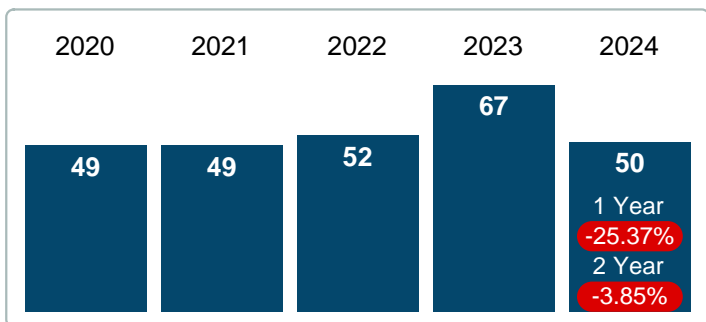
Area Delimited by County Of Mayes - Residential Property Type



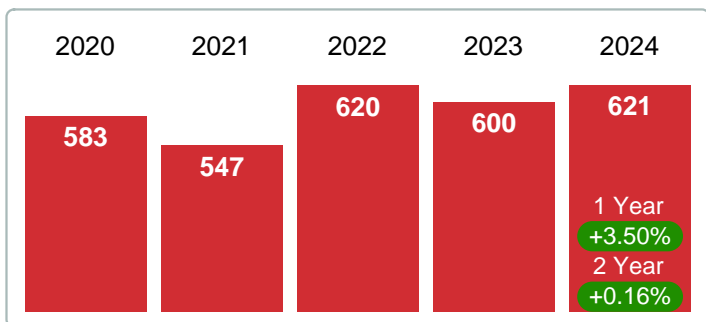
NEW LISTINGS

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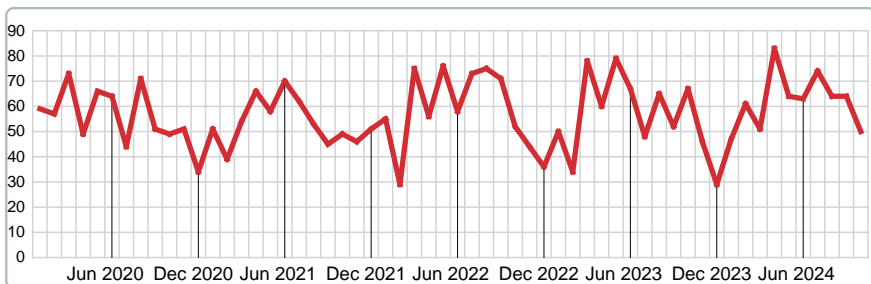
OCTOBER



YEAR TO DATE (YTD)

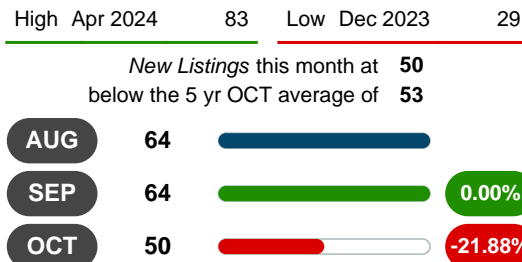


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$249,000		\$184,500	\$233,528	\$319,000	\$650,000

October 2024



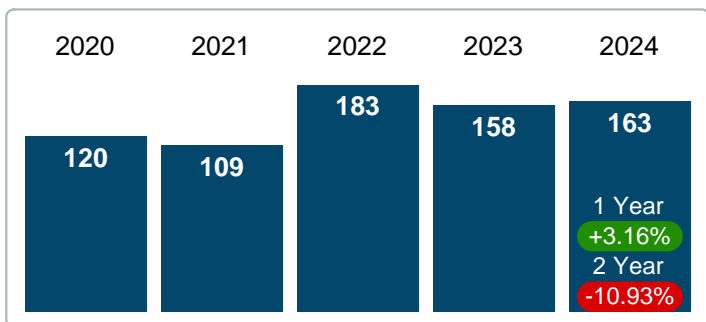
Area Delimited by County Of Mayes - Residential Property Type



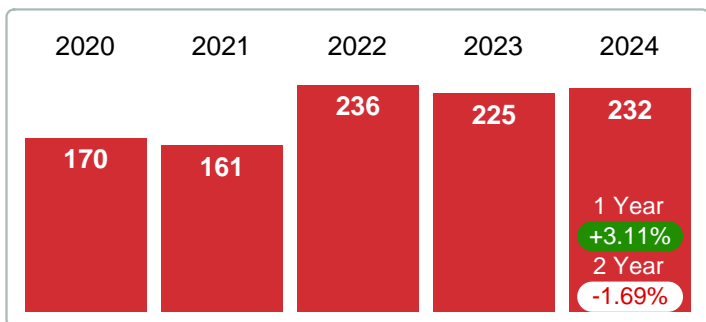
ACTIVE INVENTORY

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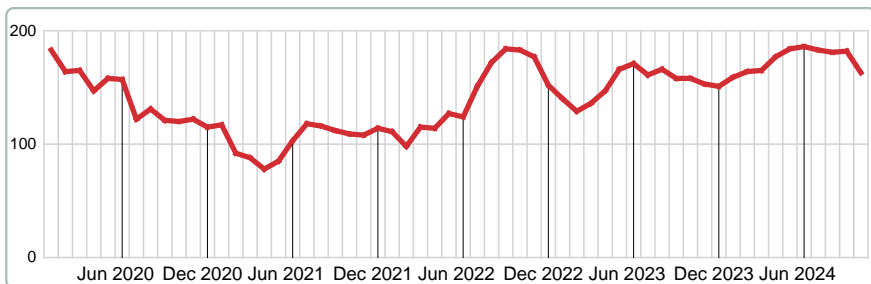
END OF OCTOBER



ACTIVE DURING OCTOBER

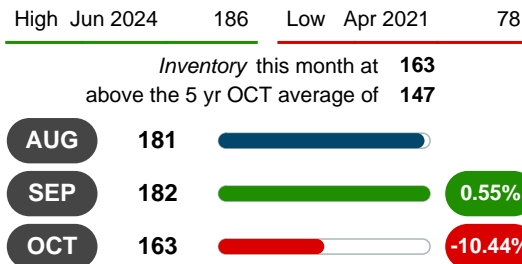


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 147



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	6	3.68%	47.5	4	2	0	0
\$125,001 - \$175,000	24	14.72%	61.0	6	15	3	0
\$175,001 - \$225,000	22	13.50%	44.5	0	17	5	0
\$225,001 - \$325,000	48	29.45%	68.5	2	36	8	2
\$325,001 - \$525,000	26	15.95%	86.5	3	8	9	6
\$525,001 - \$825,000	20	12.27%	40.5	0	10	5	5
\$825,001 and up	17	10.43%	108.0	0	8	4	5
Total Active Inventory by Units	163			15	96	34	18
Total Active Inventory by Volume	76,738,003	100%	62.0	2.89M	39.43M	18.31M	16.11M
Median Active Inventory Listing Price	\$279,900			\$149,900	\$254,000	\$382,450	\$618,750

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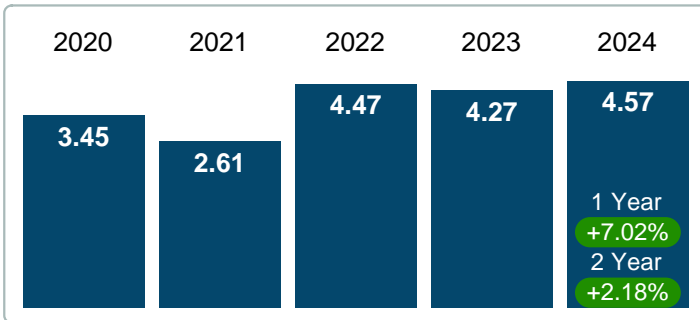
Area Delimited by County Of Mayes - Residential Property Type



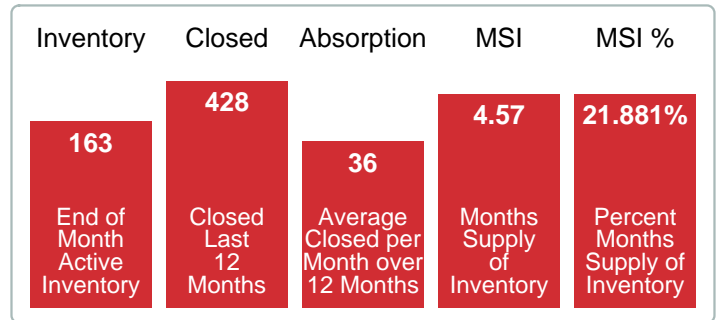
MONTHS SUPPLY of INVENTORY (MSI)

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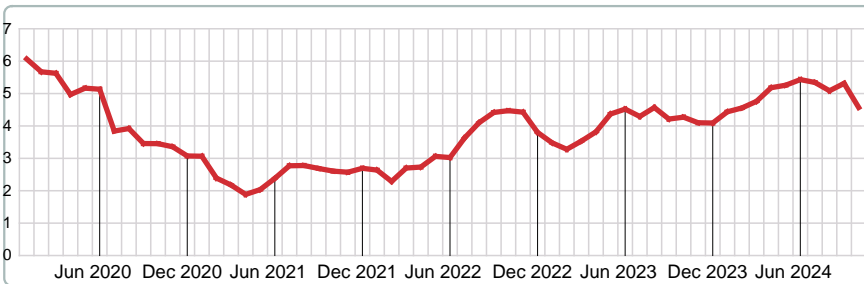
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2024

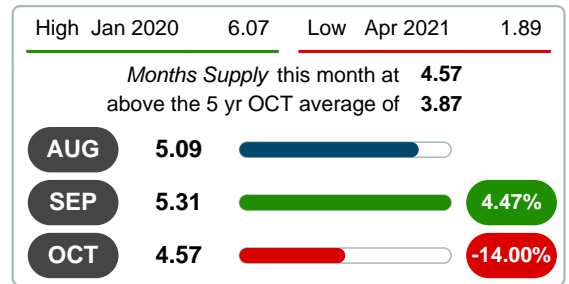


5 YEAR MARKET ACTIVITY TRENDS



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		100%	4.57	15	96	34	18

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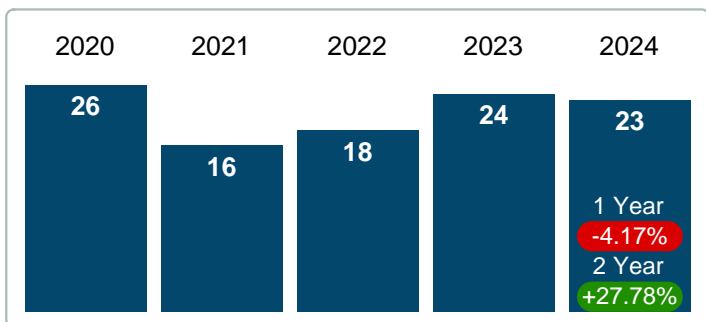
Area Delimited by County Of Mayes - Residential Property Type



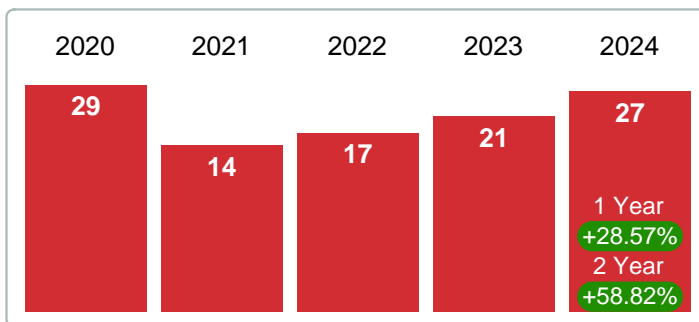
MEDIAN DAYS ON MARKET TO SALE

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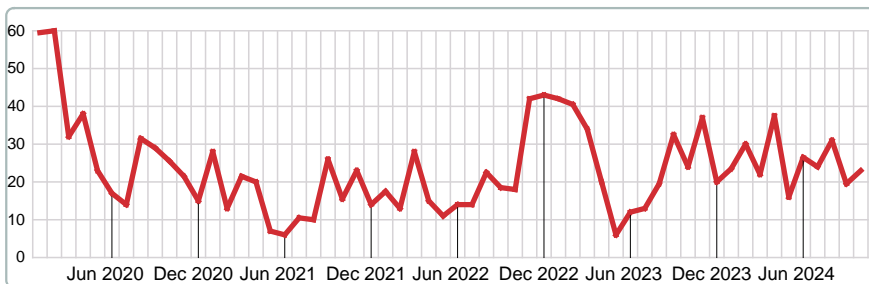
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 21

High Feb 2020 60 Low May 2023 6

Median Days on Market to Sale this month at 23 above the 5 yr OCT average of 21



MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range	%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6.52%	29	6	187	29	0
\$75,001 - \$125,000	13.04%	6	6	1	29	0
\$125,001 - \$175,000	13.04%	16	8	20	0	0
\$175,001 - \$250,000	28.26%	24	226	24	15	0
\$250,001 - \$325,000	10.87%	10	0	6	0	118
\$325,001 - \$475,000	19.57%	62	79	62	29	29
\$475,001 and up	8.70%	65	98	18	0	318
Median Closed DOM		23	7	22	29	118
Total Closed Units	100%	23.0	10	27	6	3
Total Closed Volume		13,166,550	2.01M	6.60M	1.54M	3.03M

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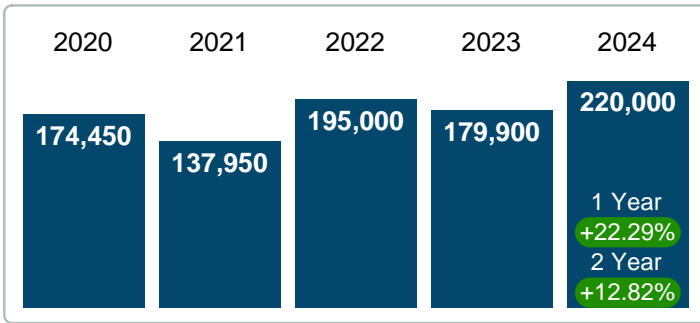
Area Delimited by County Of Mayes - Residential Property Type



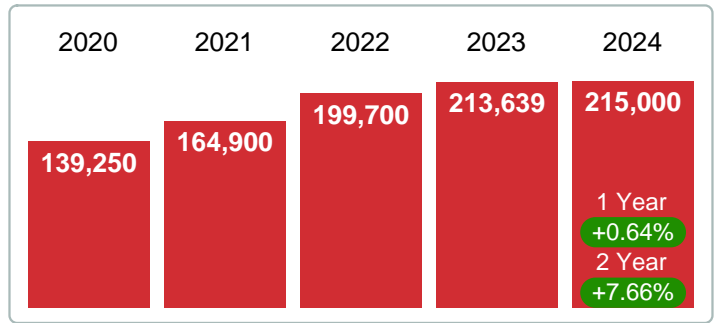
MEDIAN LIST PRICE AT CLOSING

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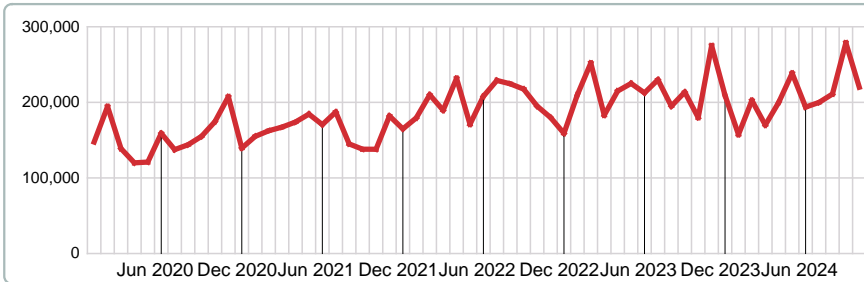
OCTOBER



YEAR TO DATE (YTD)

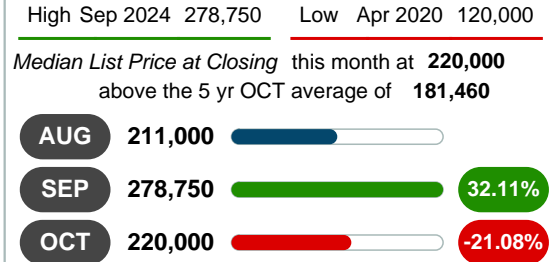


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 181,460



MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range		%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	6.52%	60,000	60,000	0	62,500	0
\$75,001 - \$125,000	7	15.22%	100,000	101,000	102,000	0	100,000
\$125,001 - \$175,000	5	10.87%	157,000	150,000	162,500	0	0
\$175,001 - \$250,000	13	28.26%	215,900	0	217,950	205,000	0
\$250,001 - \$325,000	5	10.87%	279,900	279,900	299,950	0	0
\$325,001 - \$475,000	9	19.57%	369,000	369,950	349,000	395,840	334,000
\$475,001 and up	4	8.70%	632,500	580,000	605,000		02,290,000
Median List Price			220,000	137,450	220,000	287,000	334,000
Total Closed Units		100%	220,000	10	27	6	3
Total Closed Volume			13,314,340	2.22M	6.88M	1.49M	2.72M

October 2024



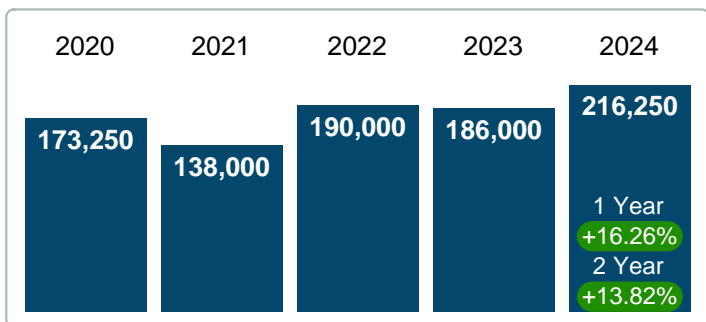
Area Delimited by County Of Mayes - Residential Property Type



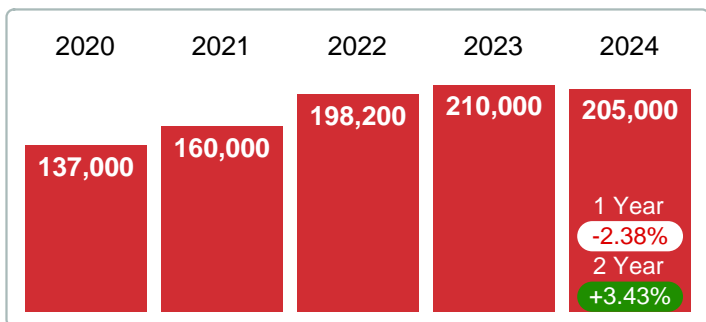
MEDIAN SOLD PRICE AT CLOSING

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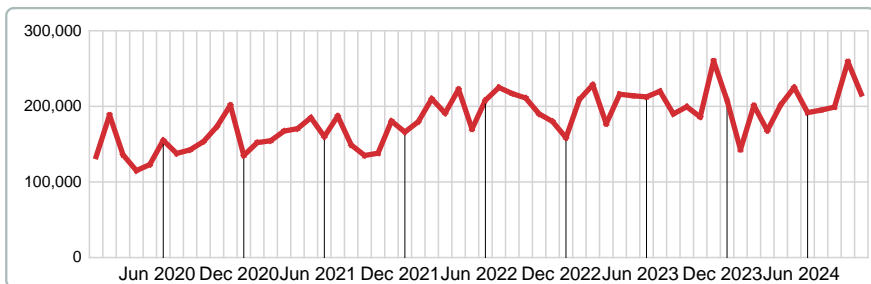
OCTOBER



YEAR TO DATE (YTD)

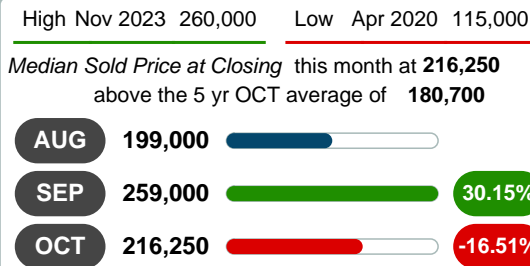


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 180,700



MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range	%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6.52%	70,000	37,500	70,000	72,000	0
\$75,001 - \$125,000	13.04%	111,500	97,500	118,000	120,000	0
\$125,001 - \$175,000	13.04%	156,250	138,000	162,500	0	0
\$175,001 - \$250,000	28.26%	206,000	225,000	206,000	203,000	0
\$250,001 - \$325,000	10.87%	295,000	0	276,250	0	300,000
\$325,001 - \$475,000	19.57%	353,500	345,000	345,000	383,000	475,000
\$475,001 and up	8.70%	580,000	525,000	580,000	0	0,250,000
Median Sold Price		216,250	129,000	212,500	278,250	475,000
Total Closed Units		46	10	27	6	3
Total Closed Volume		13,166,550	2.01M	6.60M	1.54M	3.03M

October 2024



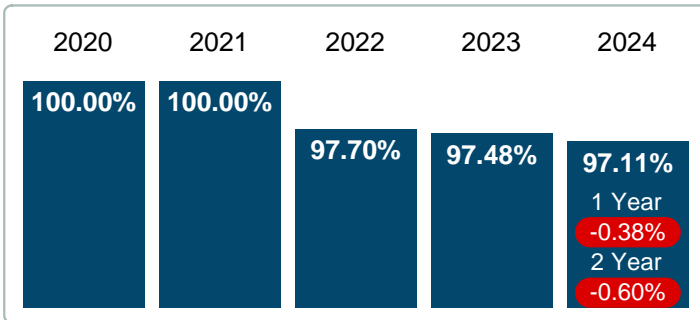
Area Delimited by County Of Mayes - Residential Property Type



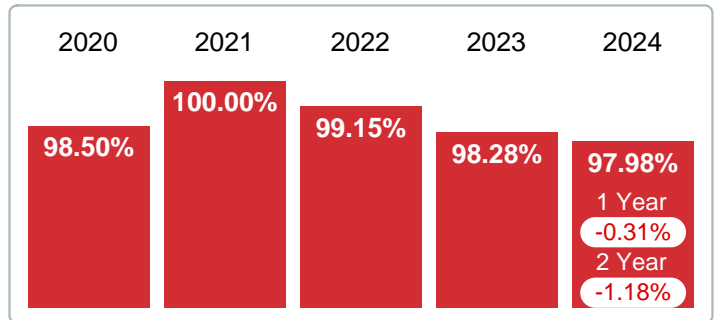
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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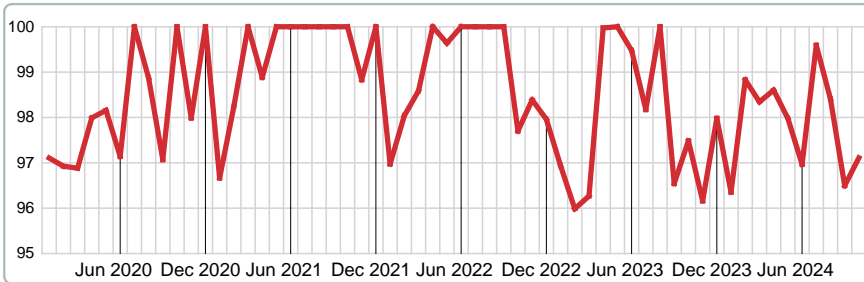
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

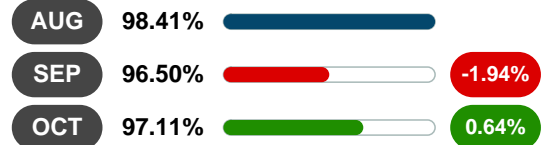


3 MONTHS

5 year OCT AVG = 98.46%

High Aug 2023 100.00% Low Feb 2023 95.99%

Median Sold/List Ratio this month at **97.11%**
below the 5 yr OCT average of **98.46%**



MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	6.52%	88.61%	62.50%	88.61%	144.00%	0.00%
\$75,001 - \$125,000	6	13.04%	95.39%	93.19%	94.40%	160.00%	0.00%
\$125,001 - \$175,000	6	13.04%	97.11%	110.49%	97.02%	0.00%	0.00%
\$175,001 - \$250,000	13	28.26%	99.02%	80.39%	100.00%	99.02%	0.00%
\$250,001 - \$325,000	5	10.87%	92.73%	0.00%	96.36%	0.00%	89.82%
\$325,001 - \$475,000	9	19.57%	99.35%	93.76%	99.35%	96.76%	475.00%
\$475,001 and up	4	8.70%	95.11%	90.52%	96.46%	0.00%	98.25%
Median Sold/List Ratio		97.11%		90.26%	97.20%	100.32%	98.25%
Total Closed Units		46	100%	10	27	6	3
Total Closed Volume		13,166,550		2.01M	6.60M	1.54M	3.03M

October 2024



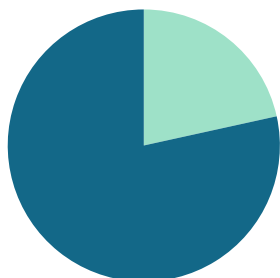
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

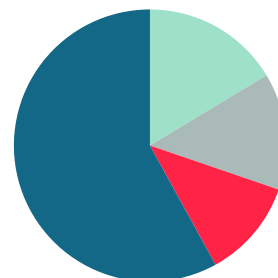


Inventory
 New Listings
50 = 21.55%
 Start Inventory
182
 Total Inventory Units
232
 Volume
\$97,470,575

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%
Median List Price	179,900	220,000	22.29%	213,639	215,000	0.64%
Median Sale Price	186,000	216,250	16.26%	210,000	205,000	-2.38%
Median Percent of Selling Price to List Price	97.48%	97.11%	-0.38%	98.28%	97.98%	-0.31%
Median Days on Market to Sale	24.00	23.00	-4.17%	21.00	27.00	28.57%
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

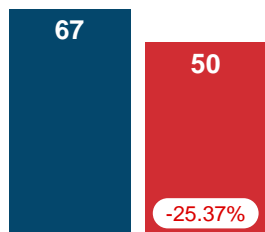
Inventory on October 31, 2024 = **163**

2023 **2024**

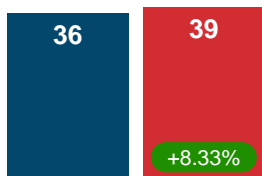
OCTOBER MARKET

MEDIAN PRICES

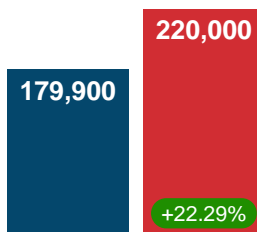
New Listings



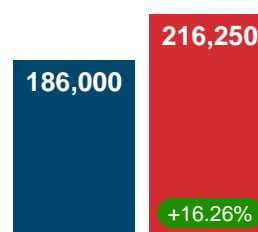
Pending Listings



List Price



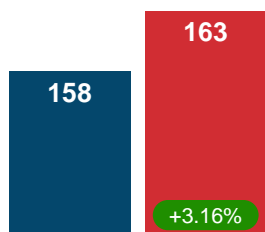
Sale Price



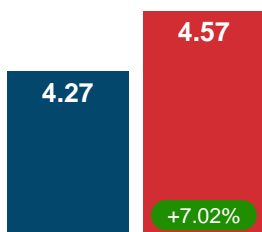
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

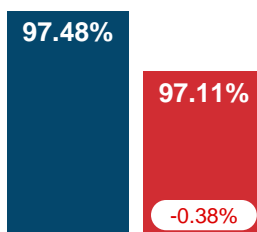
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

