

# October 2024



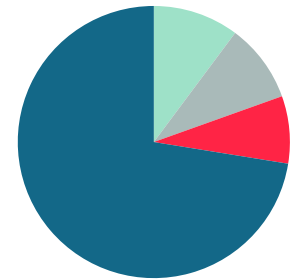
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2023	October 2024	+/-%
Closed Listings	88	84	-4.55%
Pending Listings	71	77	8.45%
New Listings	146	153	4.79%
Average List Price	239,773	284,957	18.84%
Average Sale Price	227,028	267,151	17.67%
Average Percent of Selling Price to List Price	95.03%	93.12%	-2.01%
Average Days on Market to Sale	44.39	72.76	63.93%
End of Month Inventory	507	597	17.75%
Months Supply of Inventory	5.62	7.32	30.26%



■ Closed (10.19%)  
■ Pending (9.34%)  
■ Other OffMarket (8.01%)  
■ Active (72.45%)

**Absorption:** Last 12 months, an Average of **82** Sales/Month  
**Active Inventory** as of October 31, 2024 = **597**

### Analysis Wrap-Up

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

The total housing inventory at the end of October 2024 rose **17.75%** to 597 existing homes available for sale. Over the last 12 months this area has had an average of 82 closed sales per month. This represents an unsold inventory index of **7.32** 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 **17.67%** in October 2024 to \$267,151 versus the previous year at \$227,028.

#### Average Days on Market Lengthens

The average number of **72.76** days that homes spent on the market before selling increased by 28.38 days or **63.93%** in October 2024 compared to last year's same month at **44.39** 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 weak this month.

There were 153 New Listings in October 2024, up **4.79%** from last year at 146. Furthermore, there were 84 Closed Listings this month versus last year at 88, a **-4.55%** decrease.

Closed versus Listed trends yielded a **54.9%** ratio, down from previous year's, October 2023, at **60.3%**, a **8.91%** 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

# October 2024



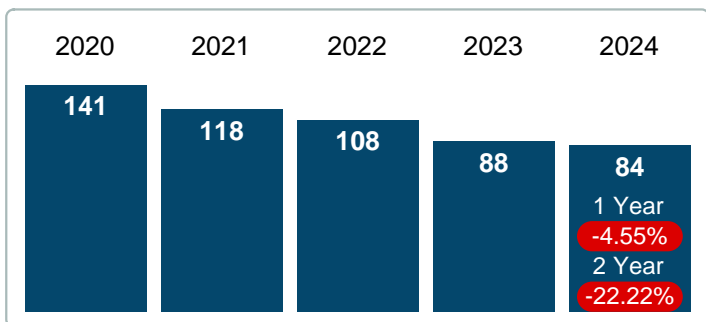
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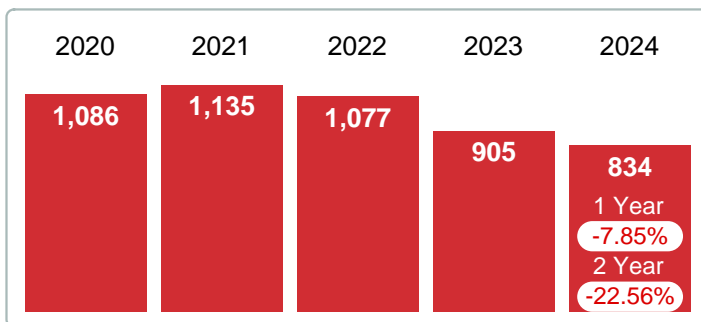
## CLOSED LISTINGS

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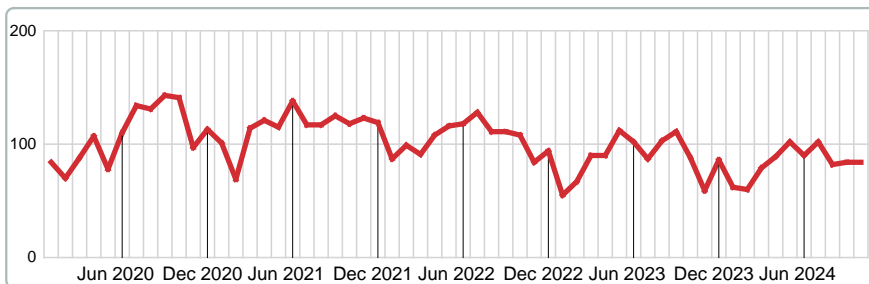
### OCTOBER



### YEAR TO DATE (YTD)

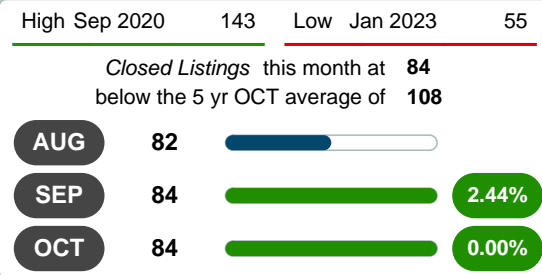


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 108



### 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	8	9.52%	82.3	6	1	1	0
\$75,001 - \$100,000	4	4.76%	99.8	2	2	0	0
\$100,001 - \$150,000	18	21.43%	66.5	9	8	1	0
\$150,001 - \$225,000	21	25.00%	59.6	2	17	2	0
\$225,001 - \$275,000	10	11.90%	80.9	1	7	2	0
\$275,001 - \$500,000	14	16.67%	72.0	0	6	6	2
\$500,001 and up	9	10.71%	87.8	0	4	4	1
<b>Total Closed Units</b>	<b>84</b>			<b>20</b>	<b>45</b>	<b>16</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>22,440,650</b>	<b>100%</b>	<b>72.8</b>	<b>2.13M</b>	<b>11.18M</b>	<b>6.95M</b>	<b>2.18M</b>
<b>Average Closed Price</b>	<b>\$267,151</b>			<b>\$106,500</b>	<b>\$248,534</b>	<b>\$434,475</b>	<b>\$725,000</b>

# October 2024



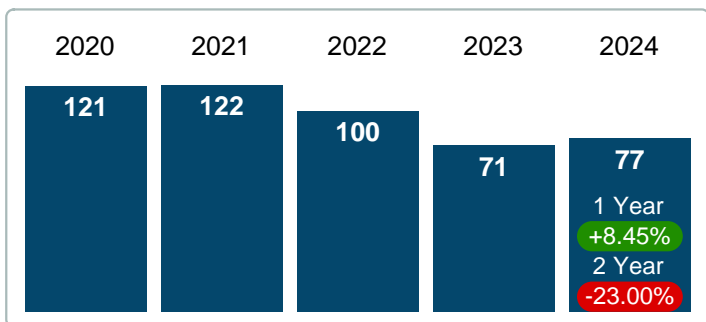
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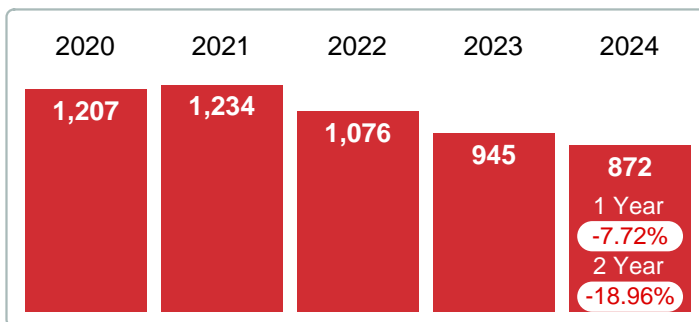
## PENDING LISTINGS

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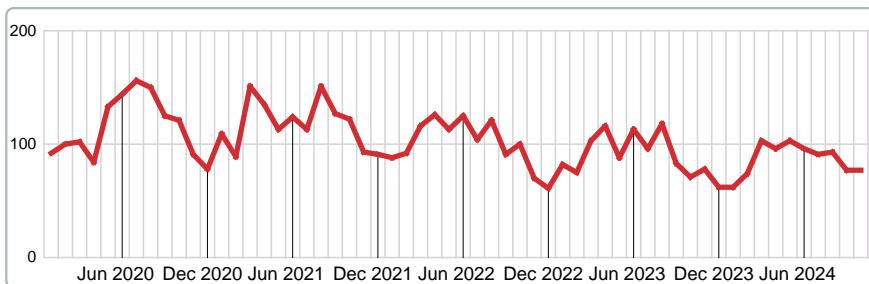
### OCTOBER



### YEAR TO DATE (YTD)

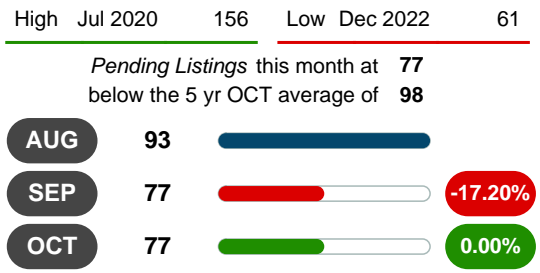


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 98



### 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	2	2.60%	35.5	0	2	0	0
\$75,001 - \$125,000	15	19.48%	46.2	7	7	1	0
\$125,001 - \$150,000	10	12.99%	78.5	4	5	0	1
\$150,001 - \$225,000	20	25.97%	55.6	3	13	3	1
\$225,001 - \$300,000	12	15.58%	82.9	0	12	0	0
\$300,001 - \$500,000	10	12.99%	54.1	0	4	6	0
\$500,001 and up	8	10.39%	79.3	0	4	3	1
<b>Total Pending Units</b>	<b>77</b>			<b>14</b>	<b>47</b>	<b>13</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>20,175,897</b>	<b>100%</b>	<b>63.1</b>	<b>1.86M</b>	<b>11.61M</b>	<b>5.70M</b>	<b>999.00K</b>
<b>Average Listing Price</b>	<b>\$195,773</b>			<b>\$132,921</b>	<b>\$247,108</b>	<b>\$438,608</b>	<b>\$333,000</b>

# October 2024



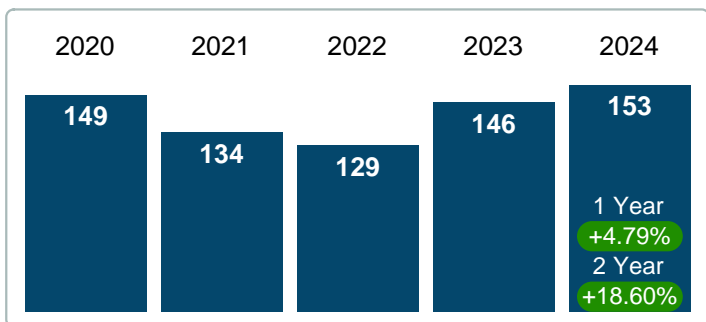
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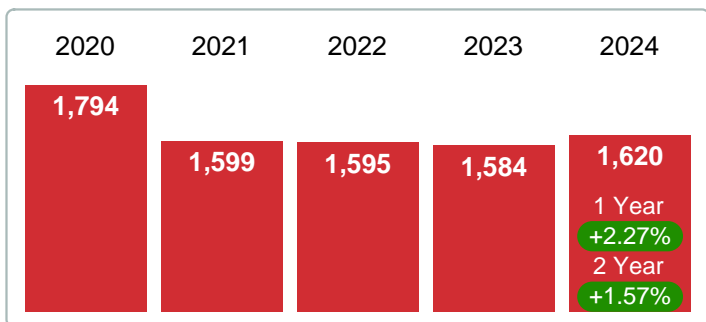
## NEW LISTINGS

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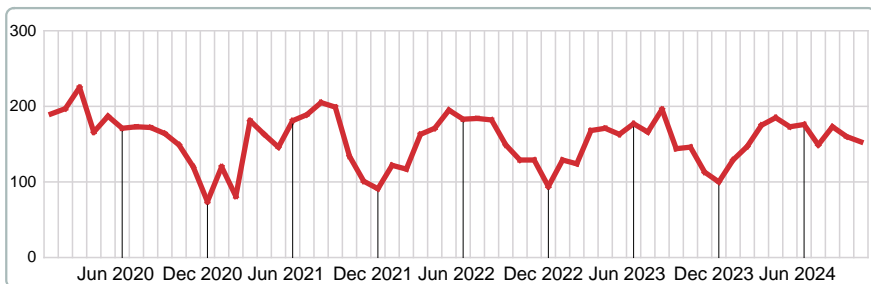
### OCTOBER



### YEAR TO DATE (YTD)

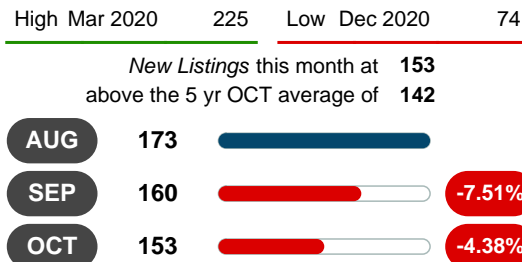


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 142



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	10	6.54%	4	6	0	0
\$75,001 - \$125,000	22	14.38%	7	14	1	0
\$125,001 - \$175,000	27	17.65%	13	13	0	1
\$175,001 - \$250,000	32	20.92%	5	20	7	0
\$250,001 - \$425,000	25	16.34%	2	18	4	1
\$425,001 - \$700,000	21	13.73%	1	6	11	3
\$700,001 and up	16	10.46%	1	4	7	4
<b>Total New Listed Units</b>	<b>153</b>		<b>33</b>	<b>81</b>	<b>30</b>	<b>9</b>
<b>Total New Listed Volume</b>	<b>52,338,474</b>	<b>100%</b>	<b>5.80M</b>	<b>20.62M</b>	<b>14.99M</b>	<b>10.93M</b>
<b>Average New Listed Listing Price</b>	<b>\$250,167</b>		<b>\$175,633</b>	<b>\$254,555</b>	<b>\$499,710</b>	<b>\$1,214,700</b>

# October 2024



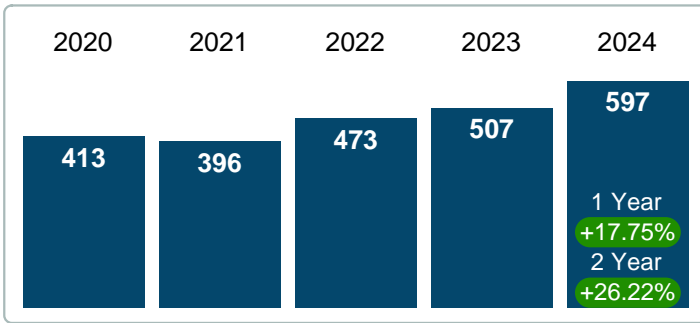
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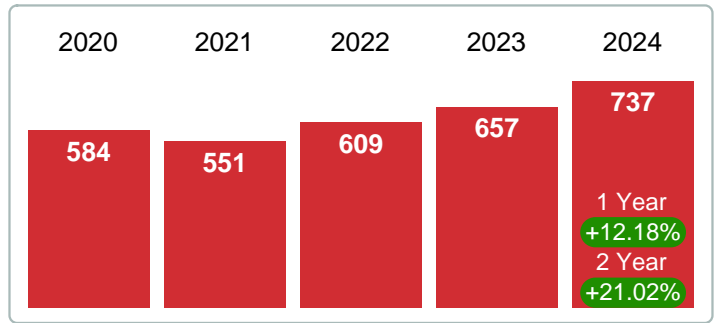
## ACTIVE INVENTORY

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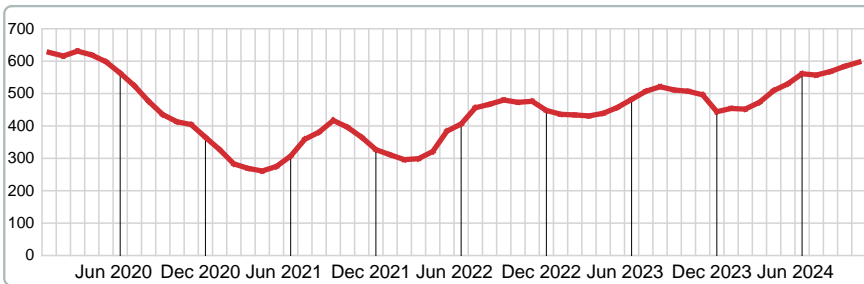
### END OF OCTOBER



### ACTIVE DURING OCTOBER

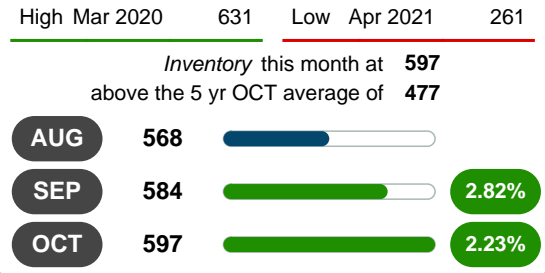


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 477



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	38	6.37%	79.2	22	15	1	0
\$75,001 - \$125,000	54	9.05%	70.6	20	27	5	2
\$125,001 - \$175,000	100	16.75%	82.8	28	60	9	3
\$175,001 - \$275,000	152	25.46%	81.8	25	98	25	4
\$275,001 - \$475,000	116	19.43%	89.6	13	68	32	3
\$475,001 - \$775,000	75	12.56%	100.7	8	35	26	6
\$775,001 and up	62	10.39%	106.3	3	19	23	17
<b>Total Active Inventory by Units</b>				119	322	121	35
<b>Total Active Inventory by Volume</b>				24.72M	108.26M	58.94M	35.84M
<b>Average Active Inventory Listing Price</b>				\$207,766	\$336,196	\$487,123	\$1,024,026

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

# October 2024



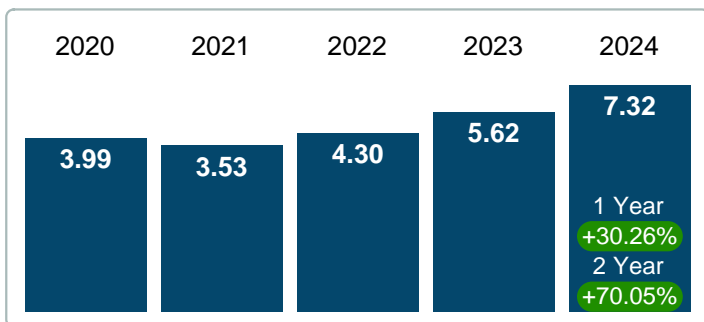
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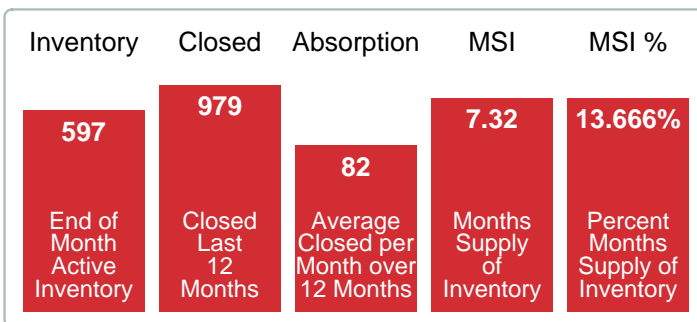
## MONTHS SUPPLY of INVENTORY (MSI)

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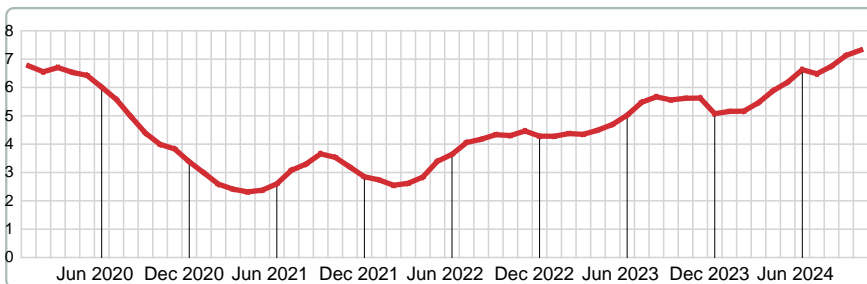
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2024

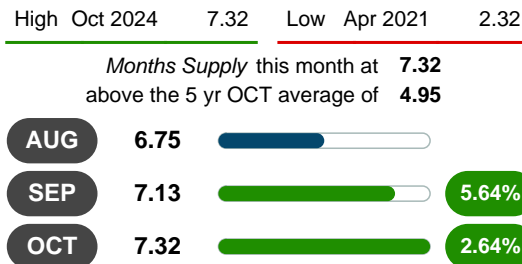


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 4.95



### 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
\$75,000 and less	38	6.37%	4.15	4.89	3.91	1.33	0.00
\$75,001 - \$125,000	54	9.05%	4.35	5.58	3.38	6.67	24.00
\$125,001 - \$175,000	100	16.75%	5.56	7.47	5.00	4.50	12.00
\$175,001 - \$275,000	152	25.46%	7.38	11.54	6.53	8.11	12.00
\$275,001 - \$475,000	116	19.43%	8.92	7.80	9.49	9.60	3.60
\$475,001 - \$775,000	75	12.56%	14.29	16.00	13.13	16.42	12.00
\$775,001 and up	62	10.39%	19.58	0.00	45.60	11.04	25.50
Market Supply of Inventory (MSI)			7.32	7.36	6.56	8.91	12.73
Total Active Inventory by Units		100%	7.32	119	322	121	35

# October 2024



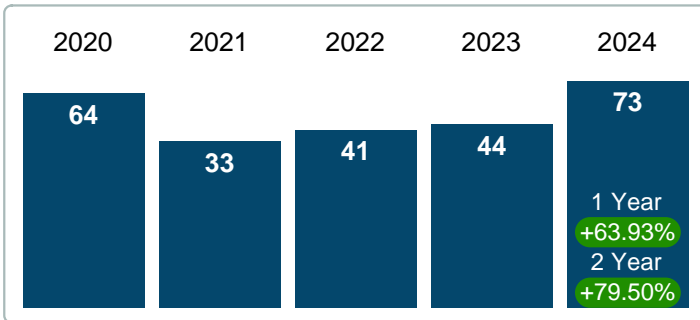
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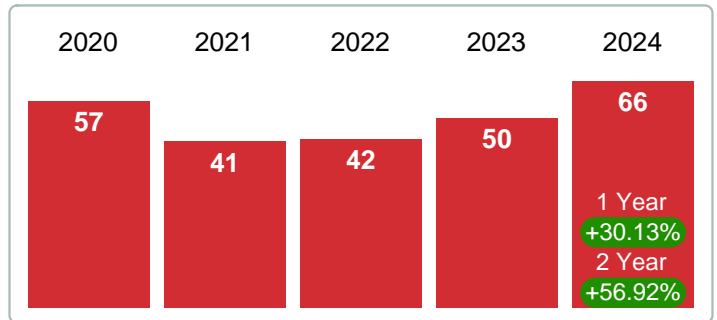
## AVERAGE DAYS ON MARKET TO SALE

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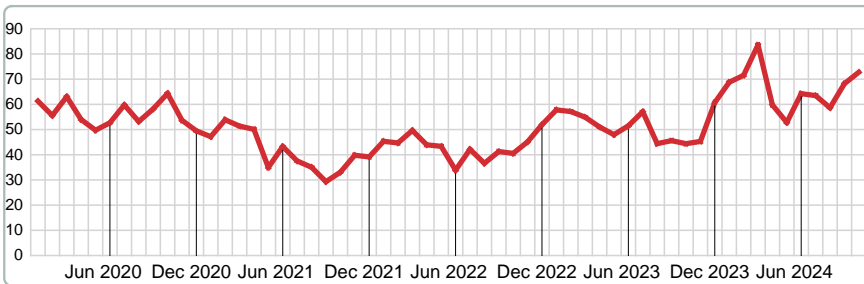
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

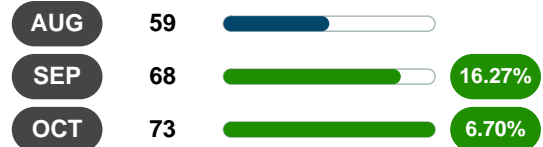


### 3 MONTHS

5 year OCT AVG = 51

High Mar 2024 84 Low Sep 2021 29

Average Days on Market to Sale this month at 73 above the 5 yr OCT average of 51



### 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 <b>8</b>	9.52%	82	76	160	45	0
\$75,001 - \$100,000 <b>4</b>	4.76%	100	124	76	0	0
\$100,001 - \$150,000 <b>18</b>	21.43%	67	66	60	122	0
\$150,001 - \$225,000 <b>21</b>	25.00%	60	28	67	27	0
\$225,001 - \$275,000 <b>10</b>	11.90%	81	123	72	92	0
\$275,001 - \$500,000 <b>14</b>	16.67%	72	0	113	14	125
\$500,001 and up <b>9</b>	10.71%	88	0	83	49	263
<b>Average Closed DOM</b>		73	74	76	43	171
<b>Total Closed Units</b>		84	20	45	16	3
<b>Total Closed Volume</b>		22,440,650	2.13M	11.18M	6.95M	2.18M



# October 2024



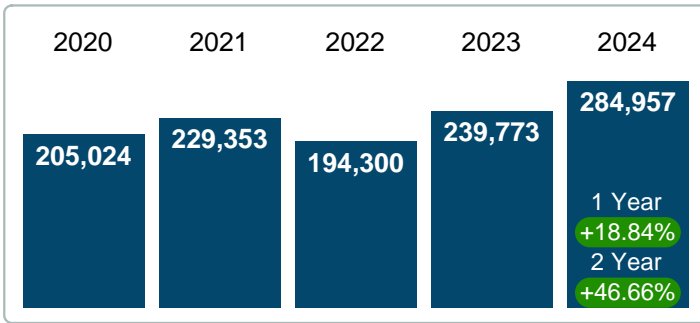
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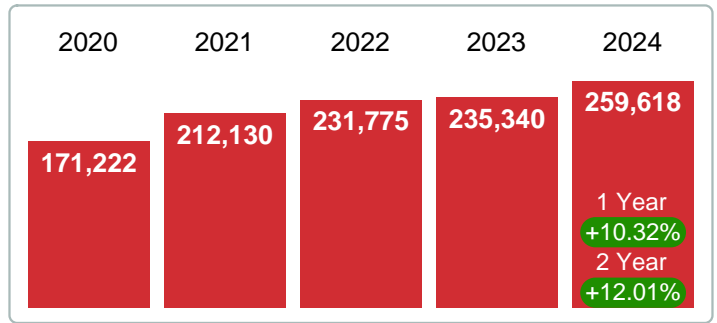
## AVERAGE LIST PRICE AT CLOSING

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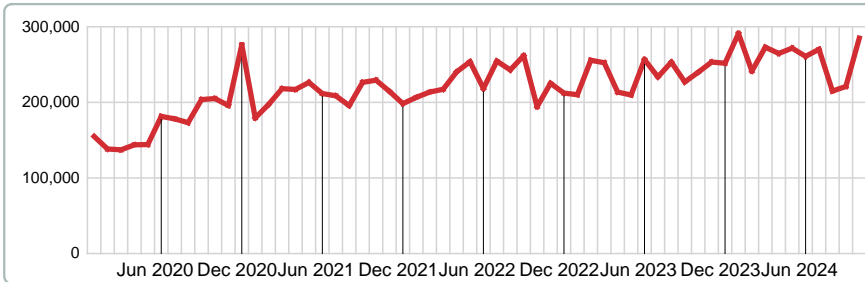
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

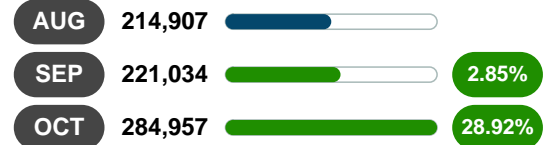


### 3 MONTHS

5 year OCT AVG = 230,681

High Jan 2024 291,047 Low Mar 2020 137,193

Average List Price at Closing this month at **284,957** above the 5 yr OCT average of **230,681**



### 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	8.33%	47,400	49,133	82,000	37,000	0
\$75,001 - \$100,000	5.95%	91,400	94,500	93,000	0	0
\$100,001 - \$150,000	19.05%	131,669	138,300	132,388	149,900	0
\$150,001 - \$225,000	23.81%	188,470	174,950	195,841	219,000	0
\$225,001 - \$275,000	11.90%	248,760	245,000	260,543	334,950	0
\$275,001 - \$500,000	20.24%	335,059	0	327,817	326,550	411,950
\$500,001 and up	10.71%	1,009,767	0	858,750	988,500	1,698,900
<b>Average List Price</b>		<b>284,957</b>	<b>116,170</b>	<b>264,047</b>	<b>450,506</b>	<b>840,933</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>284,957</b>	<b>20</b>	<b>45</b>	<b>16</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>23,936,398</b>	<b>2.32M</b>	<b>11.88M</b>	<b>7.21M</b>	<b>2.52M</b>



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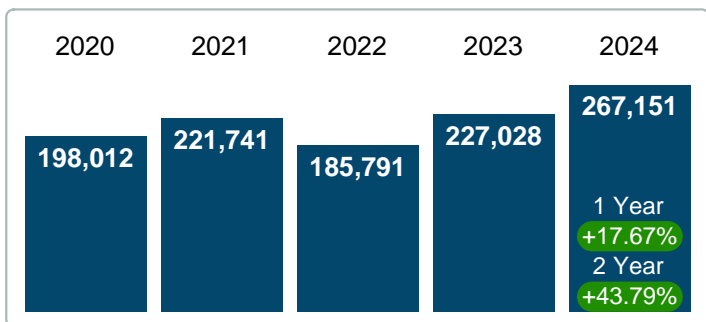
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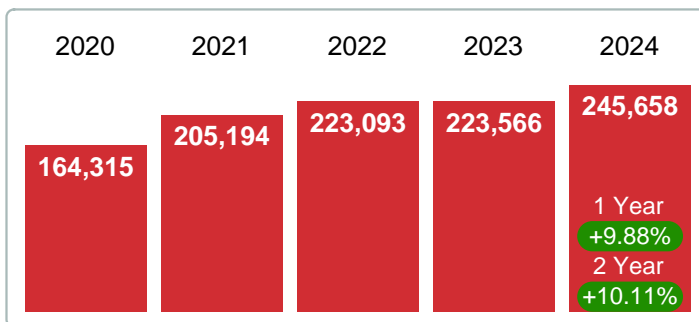
## AVERAGE SOLD PRICE AT CLOSING

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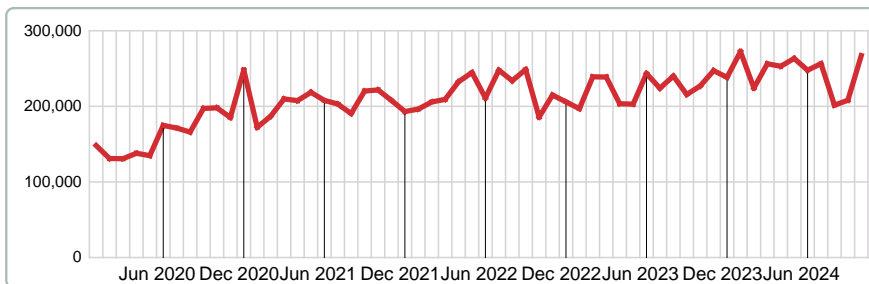
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

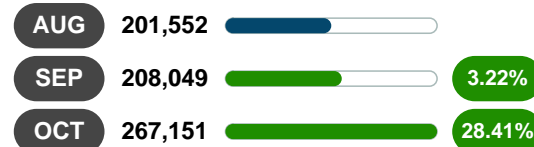


### 3 MONTHS

5 year OCT AVG = 219,945

High Jan 2024 272,394 Low Mar 2020 130,778

Average Sold Price at Closing this month at **267,151** above the 5 yr OCT average of **219,945**



### 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	9.52%	40,275	35,500	75,000	34,200	0
\$75,001 - \$100,000	4.76%	86,250	82,500	90,000	0	0
\$100,001 - \$150,000	21.43%	126,494	127,611	125,800	122,000	0
\$150,001 - \$225,000	25.00%	190,033	179,250	189,012	209,500	0
\$225,001 - \$275,000	11.90%	251,095	245,000	248,707	262,500	0
\$275,001 - \$500,000	16.67%	327,743	0	312,667	322,900	387,500
\$500,001 and up	10.71%	934,056	0	773,125	978,500	1,400,000
<b>Average Sold Price</b>		<b>267,151</b>	<b>106,500</b>	<b>248,534</b>	<b>434,475</b>	<b>725,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>267,151</b>	<b>20</b>	<b>45</b>	<b>16</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>22,440,650</b>	<b>2.13M</b>	<b>11.18M</b>	<b>6.95M</b>	<b>2.18M</b>

# October 2024



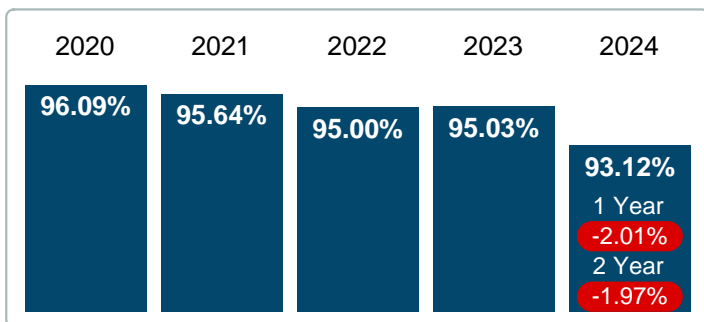
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



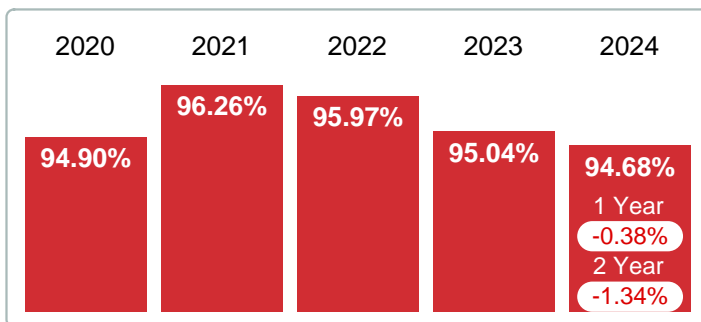
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

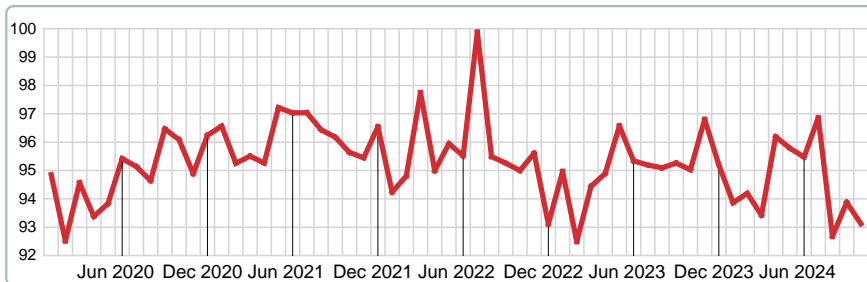
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

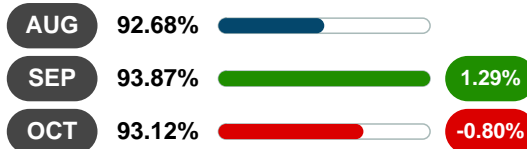


### 3 MONTHS

5 year OCT AVG = 94.97%

High Jul 2022 99.88% Low Feb 2023 92.49%

Average Sold/List Ratio this month at **93.12%**  
below the 5 yr OCT average of **94.97%**



### 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	8	9.52%	76.69%	71.60%	91.46%	92.43%	0.00%
\$75,001 - \$100,000	4	4.76%	91.90%	87.32%	96.48%	0.00%	0.00%
\$100,001 - \$150,000	18	21.43%	93.45%	93.13%	95.32%	81.39%	0.00%
\$150,001 - \$225,000	21	25.00%	97.16%	102.26%	96.72%	95.76%	0.00%
\$225,001 - \$275,000	10	11.90%	92.59%	100.00%	95.50%	78.69%	0.00%
\$275,001 - \$500,000	14	16.67%	96.70%	0.00%	95.51%	98.77%	94.01%
\$500,001 and up	9	10.71%	93.22%	0.00%	90.15%	98.99%	82.41%
Average Sold/List Ratio		93.10%		87.35%	95.41%	94.46%	90.14%
Total Closed Units	84	100%	93.10%	20	45	16	3
Total Closed Volume	22,440,650			2.13M	11.18M	6.95M	2.18M

# October 2024



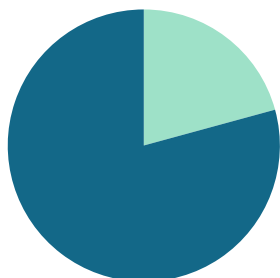
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

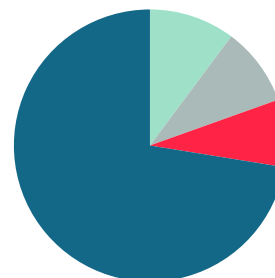


**Inventory**  
 New Listings  
**153 = 20.76%**  
 Start Inventory  
**584**  
 Total Inventory Units  
**737**  
 Volume  
**\$270,322,300**

### Market Activity

Closed Sales  
**84 = 10.19%**  
 Pending Sales  
**77 = 9.34%**  
 Other Off Market  
**66 = 8.01%**  
 Active Inventory  
**597 = 72.45%**

### MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	88	84	-4.55%	905	834	-7.85%
Pending Sales	71	77	8.45%	945	872	-7.72%
New Listings	146	153	4.79%	1,584	1,620	2.27%
Average List Price	239,773	284,957	18.84%	235,340	259,618	10.32%
Average Sale Price	227,028	267,151	17.67%	223,566	245,658	9.88%
Average Percent of Selling Price to List Price	95.03%	93.12%	-2.01%	95.04%	94.68%	-0.38%
Average Days on Market to Sale	44.39	72.76	63.93%	50.47	65.67	30.13%
Monthly Inventory	507	597	17.75%	507	597	17.75%
Months Supply of Inventory	5.62	7.32	30.26%	5.62	7.32	30.26%

**Absorption:** Last 12 months, an Average of **82** Sales/Month

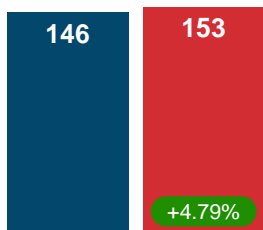
**Inventory** on October 31, 2024 = **597**

**2023** **2024**

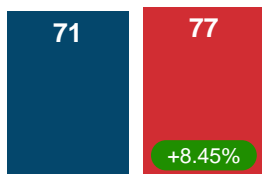
### OCTOBER MARKET

### AVERAGE PRICES

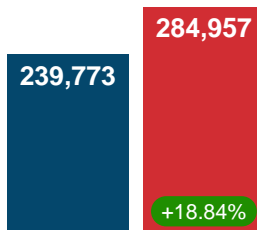
#### New Listings



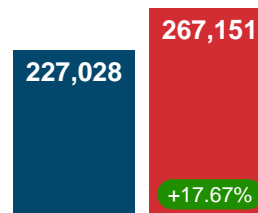
#### Pending Listings



#### List Price



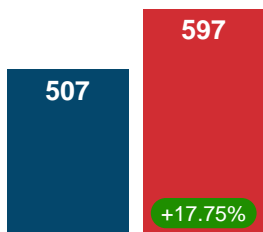
#### Sale Price



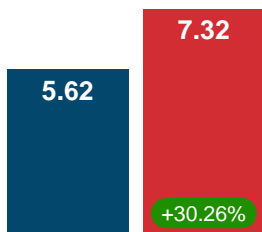
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

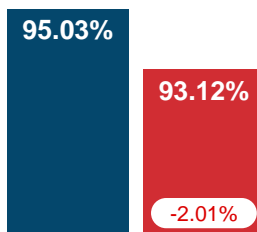
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

