

# November 2024



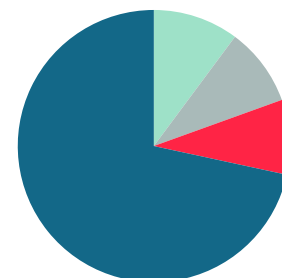
Area Delimited by County Of Mayes - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2023	2024	+/-%
Closed Listings	35	24	-31.43%
Pending Listings	28	22	-21.43%
New Listings	46	41	-10.87%
Average List Price	408,881	323,571	-20.86%
Average Sale Price	384,533	313,156	-18.56%
Average Percent of Selling Price to List Price	94.60%	95.63%	1.08%
Average Days on Market to Sale	60.74	73.50	21.00%
End of Month Inventory	153	169	10.46%
Months Supply of Inventory	4.10	4.86	18.67%



■ Closed (10.17%)  
■ Pending (9.32%)  
■ Other OffMarket (8.90%)  
■ Active (71.61%)

**Absorption:** Last 12 months, an Average of **35** Sales/Month  
**Active Inventory** as of November 30, 2024 = **169**

### Analysis Wrap-Up

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

The total housing inventory at the end of November 2024 rose **10.46%** to 169 existing homes available for sale. Over the last 12 months this area has had an average of 35 closed sales per month. This represents an unsold inventory index of **4.86** MSI for this period.

#### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **18.56%** in November 2024 to \$313,156 versus the previous year at \$384,533.

#### Average Days on Market Lengthens

The average number of **73.50** days that homes spent on the market before selling increased by 12.76 days or **21.00%** in November 2024 compared to last year's same month at **60.74** DOM.

#### Sales Success for November 2024 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 41 New Listings in November 2024, down **10.87%** from last year at 46. Furthermore, there were 24 Closed Listings this month versus last year at 35, a **-31.43%** decrease.

Closed versus Listed trends yielded a **58.5%** ratio, down from previous year's, November 2023, at **76.1%**, a **23.07%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### Real Estate is Local

#### Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

#### Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

#### Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

**MLS Technology Inc. -**

**Phone:** 918-663-7500

**Email:** support@mlstechnology.com

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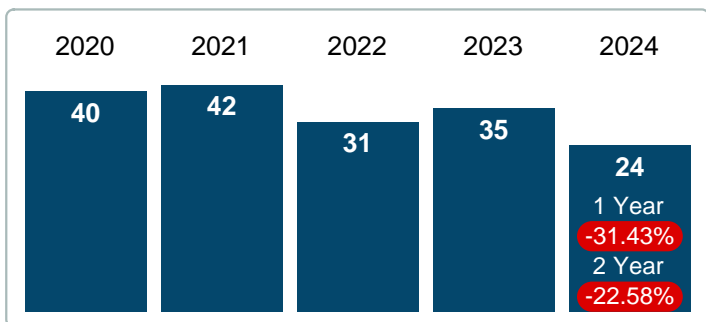
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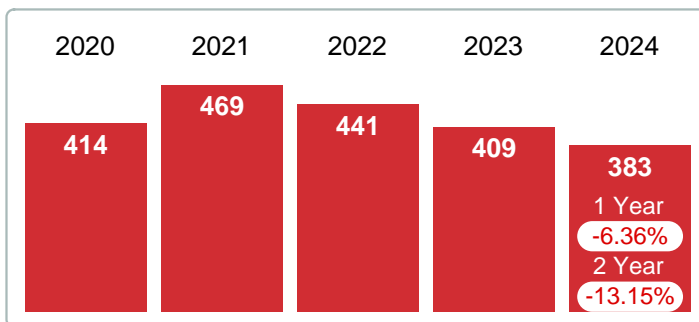
## CLOSED LISTINGS

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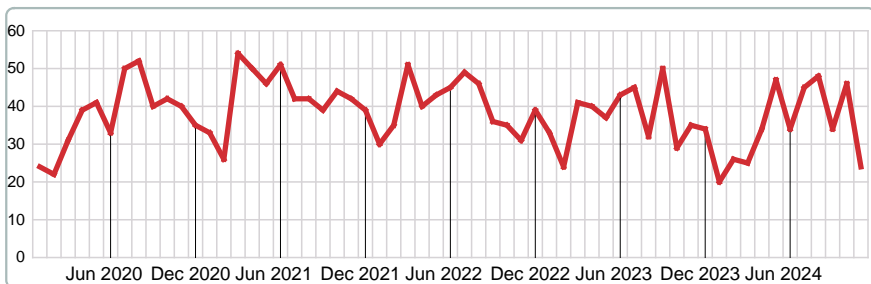
### NOVEMBER



### YEAR TO DATE (YTD)

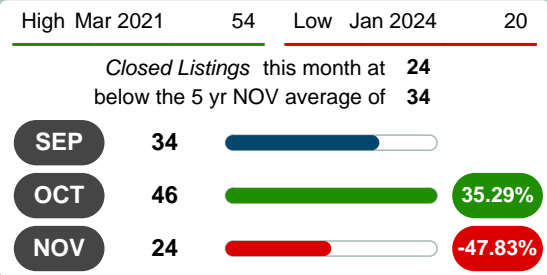


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 34



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	3	12.50%	57.0	0	3	0	0
\$125,001 - \$175,000	2	8.33%	15.0	0	1	1	0
\$175,001 - \$175,000	0	0.00%	0.0	0	0	0	0
\$175,001 - \$300,000	9	37.50%	45.7	1	8	0	0
\$300,001 - \$325,000	2	8.33%	60.5	0	2	0	0
\$325,001 - \$475,000	5	20.83%	138.8	0	3	2	0
\$475,001 and up	3	12.50%	112.3	0	2	1	0
<b>Total Closed Units</b>	<b>24</b>			<b>1</b>	<b>19</b>	<b>4</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>7,515,750</b>	<b>100%</b>	<b>73.5</b>	<b>198.60K</b>	<b>4.75M</b>	<b>2.56M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$313,156</b>			<b>\$198,600</b>	<b>\$250,166</b>	<b>\$641,000</b>	<b>\$0</b>

# November 2024



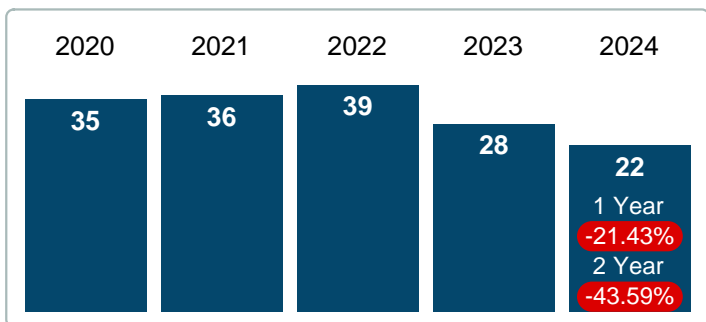
Area Delimited by County Of Mayes - Residential Property Type



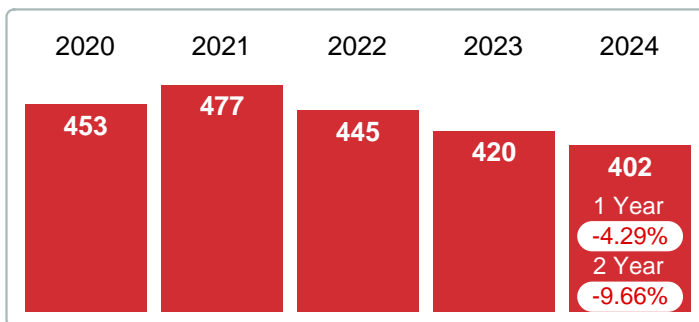
## PENDING LISTINGS

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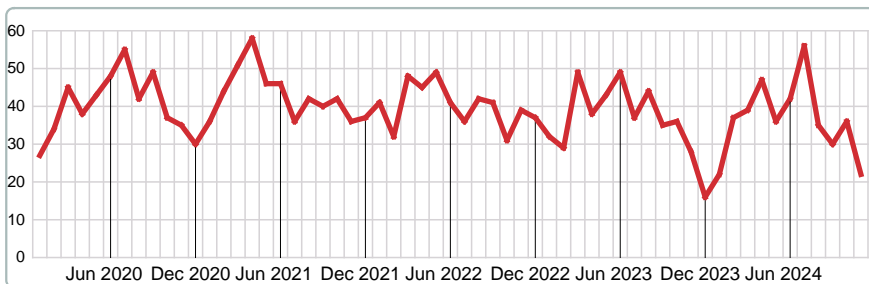
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 32

High Apr 2021 58 Low Dec 2023 16

Pending Listings this month at 22  
below the 5 yr NOV average of 32



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$120,000 and less	2	9.09%	44.5	2	0	0	0
\$120,001 - \$140,000	2	9.09%	20.0	1	1	0	0
\$140,001 - \$170,000	3	13.64%	107.7	0	2	1	0
\$170,001 - \$230,000	5	22.73%	51.8	0	4	1	0
\$230,001 - \$340,000	5	22.73%	70.4	1	4	0	0
\$340,001 - \$580,000	2	9.09%	126.0	0	2	0	0
\$580,001 and up	3	13.64%	60.7	0	1	1	1
<b>Total Pending Units</b>	<b>22</b>			<b>4</b>	<b>14</b>	<b>3</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>10,719,754</b>	<b>100%</b>	<b>0.0</b>	<b>650.40K</b>	<b>8.47M</b>	<b>1.01M</b>	<b>587.50K</b>
<b>Average Listing Price</b>	<b>\$0</b>			<b>\$162,600</b>	<b>\$605,132</b>	<b>\$336,667</b>	<b>\$587,500</b>

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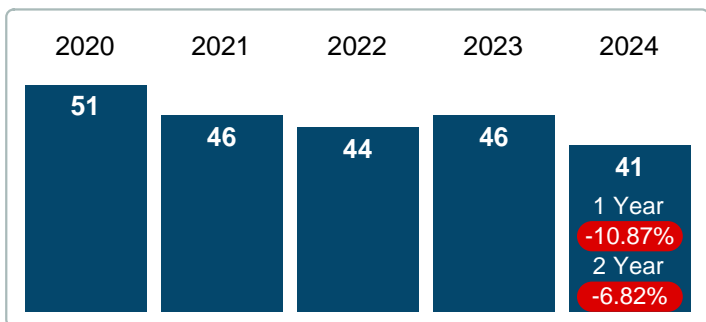
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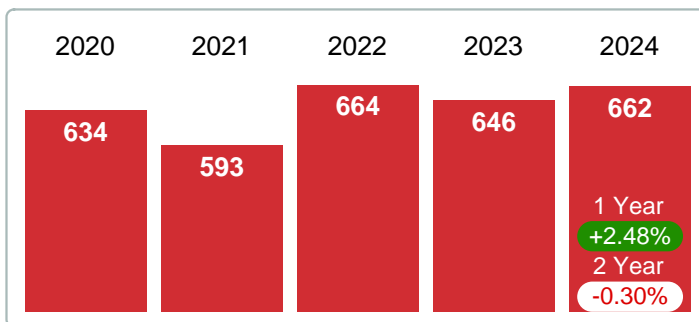
## NEW LISTINGS

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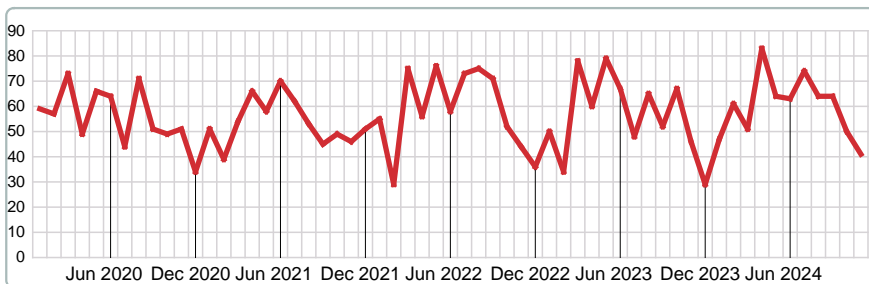
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 46

High Apr 2024 83 Low Dec 2023 29

New Listings this month at 41  
 below the 5 yr NOV average of 46



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$90,000 and less	3	7.32%	2	1	0	0
\$90,001 - \$130,000	5	12.20%	3	2	0	0
\$130,001 - \$170,000	5	12.20%	0	3	0	2
\$170,001 - \$320,000	12	29.27%	0	9	3	0
\$320,001 - \$380,000	6	14.63%	1	3	1	1
\$380,001 - \$630,000	5	12.20%	1	2	1	1
\$630,001 and up	5	12.20%	0	3	1	1
<b>Total New Listed Units</b>	<b>41</b>		<b>7</b>	<b>23</b>	<b>6</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>12,914,298</b>	<b>100%</b>	<b>1.20M</b>	<b>7.32M</b>	<b>1.97M</b>	<b>2.43M</b>
<b>Average New Listed Listing Price</b>	<b>\$0</b>		<b>\$170,857</b>	<b>\$318,100</b>	<b>\$329,000</b>	<b>\$485,600</b>

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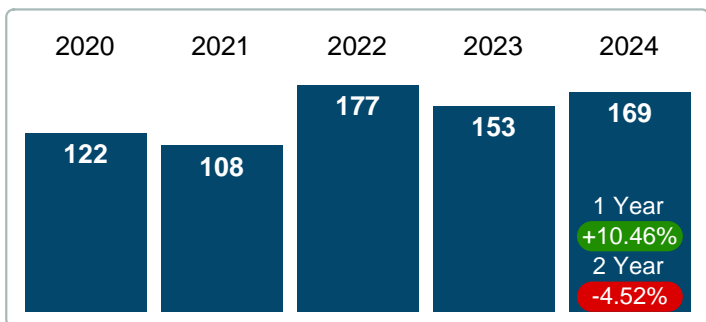
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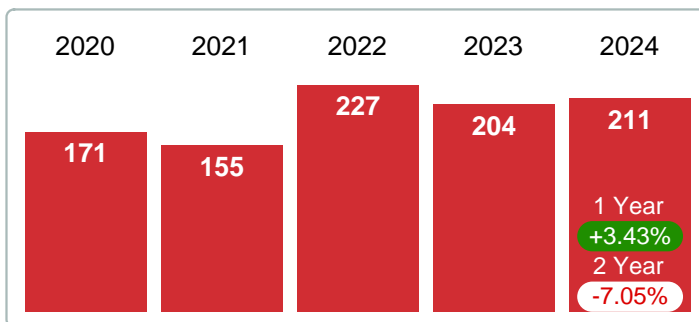
## ACTIVE INVENTORY

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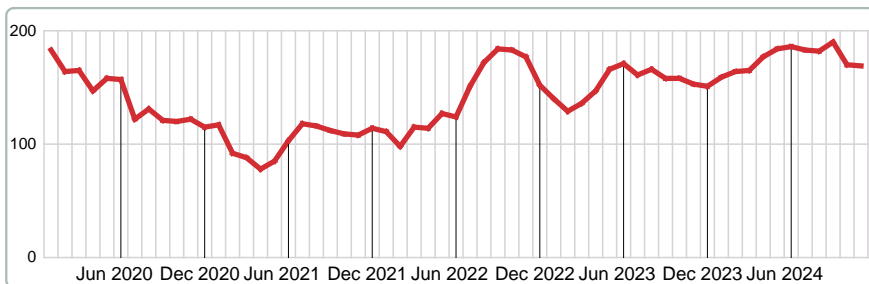
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER



### 5 YEAR MARKET ACTIVITY TRENDS

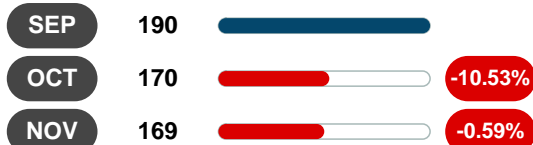


### 3 MONTHS

5 year NOV AVG = 146

High Sep 2024 190 Low Apr 2021 78

Inventory this month at 169  
above the 5 yr NOV average of 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	11	6.51%	48.0	7	4	0	0
\$125,001 - \$175,000	23	13.61%	68.3	5	13	3	2
\$175,001 - \$225,000	20	11.83%	59.0	0	16	4	0
\$225,001 - \$325,000	49	28.99%	104.1	2	36	10	1
\$325,001 - \$475,000	24	14.20%	83.8	3	6	11	4
\$475,001 - \$775,000	24	14.20%	99.1	0	13	6	5
\$775,001 and up	18	10.65%	110.1	0	9	4	5
<b>Total Active Inventory by Units</b>	<b>169</b>			<b>17</b>	<b>97</b>	<b>38</b>	<b>17</b>
<b>Total Active Inventory by Volume</b>	<b>73,066,796</b>	<b>100%</b>	<b>87.3</b>	<b>3.12M</b>	<b>35.68M</b>	<b>19.71M</b>	<b>14.56M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$432,348</b>			<b>\$183,694</b>	<b>\$367,835</b>	<b>\$518,647</b>	<b>\$856,200</b>

# November 2024



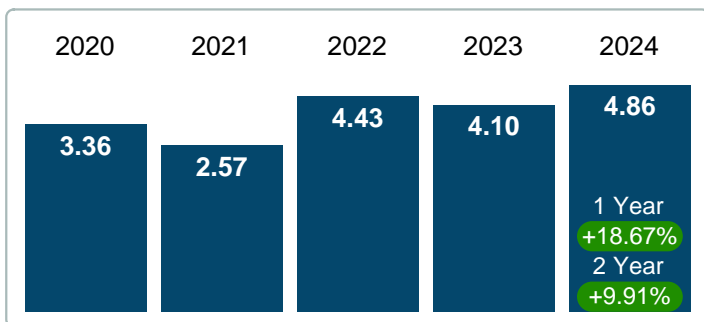
Area Delimited by County Of Mayes - Residential Property Type



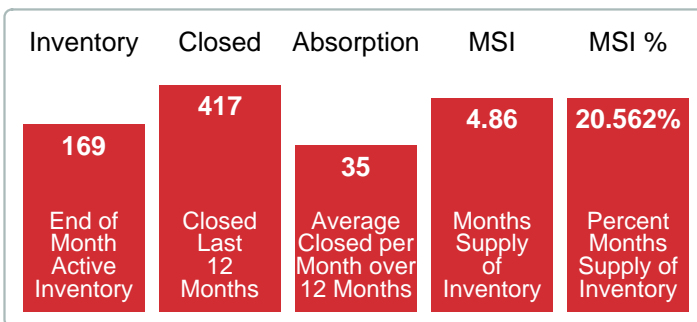
## MONTHS SUPPLY of INVENTORY (MSI)

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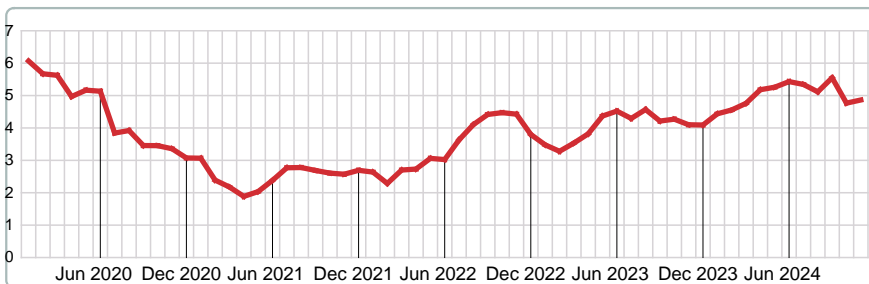
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2024

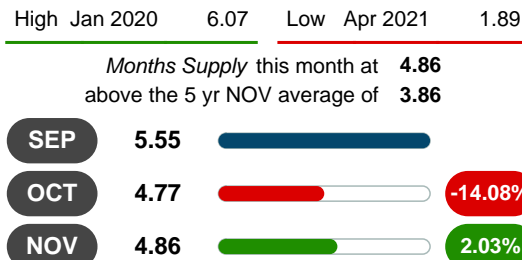


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 3.86



### 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	11	6.51%	1.50	1.95	1.14	0.00	0.00
\$125,001 - \$175,000	23	13.61%	4.06	5.00	3.18	5.14	0.00
\$175,001 - \$225,000	20	11.83%	3.12	0.00	3.15	6.86	0.00
\$225,001 - \$325,000	49	28.99%	6.46	4.80	6.97	5.22	12.00
\$325,001 - \$475,000	24	14.20%	4.80	5.14	2.57	6.00	16.00
\$475,001 - \$775,000	24	14.20%	12.00	0.00	13.00	7.20	0.00
\$775,001 and up	18	10.65%	24.00	0.00	36.00	12.00	30.00
Market Supply of Inventory (MSI)			4.86	2.62	4.53	6.00	34.00
Total Active Inventory by Units		100%	4.86	17	97	38	17

# November 2024



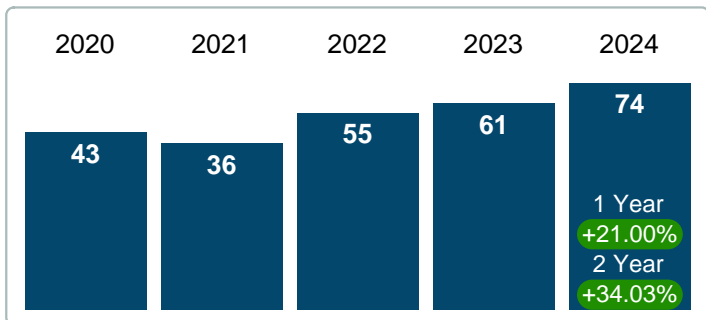
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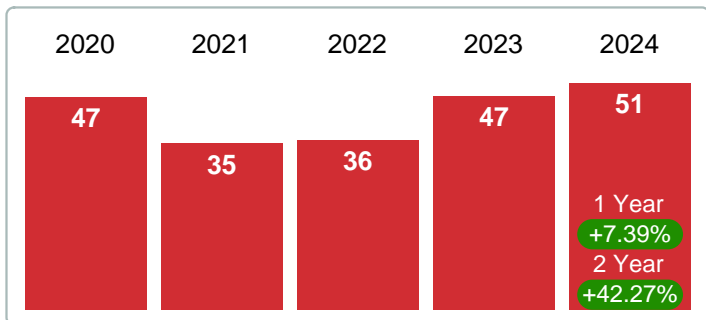
## AVERAGE DAYS ON MARKET TO SALE

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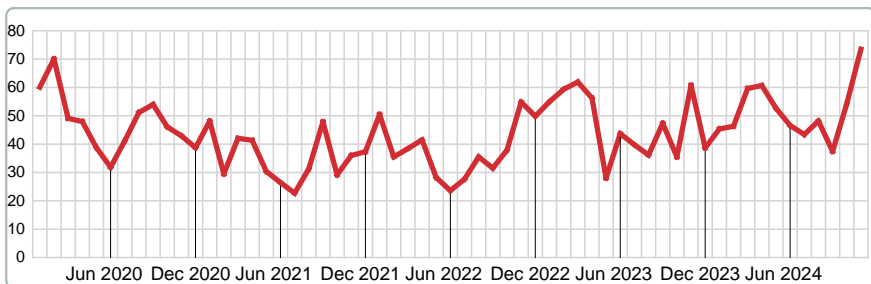
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

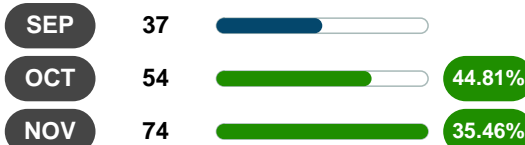


### 3 MONTHS

5 year NOV AVG = 54

High Nov 2024 74 Low Jul 2021 23

Average Days on Market to Sale this month at 74 above the 5 yr NOV average of 54



### 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
\$125,000 and less	3	12.50%	57	0	57	0	0
\$125,001 - \$175,000	2	8.33%	15	0	28	2	0
\$175,001 - \$175,000	0	0.00%	0	0	0	0	0
\$175,001 - \$300,000	9	37.50%	46	7	51	0	0
\$300,001 - \$325,000	2	8.33%	61	0	61	0	0
\$325,001 - \$475,000	5	20.83%	139	0	156	113	0
\$475,001 and up	3	12.50%	112	0	165	7	0
Average Closed DOM	74			7	80	59	0
Total Closed Units	24	100%	74	1	19	4	
Total Closed Volume	7,515,750			198.60K	4.75M	2.56M	0.00B



# November 2024



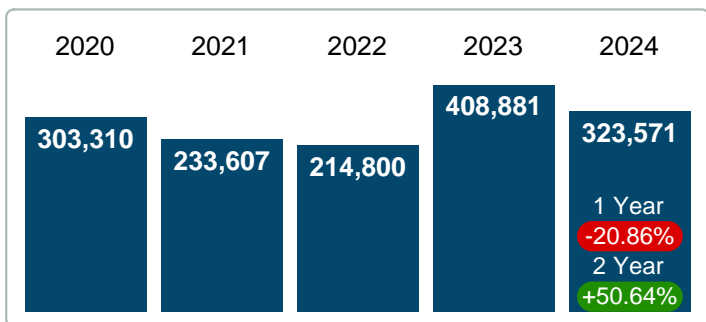
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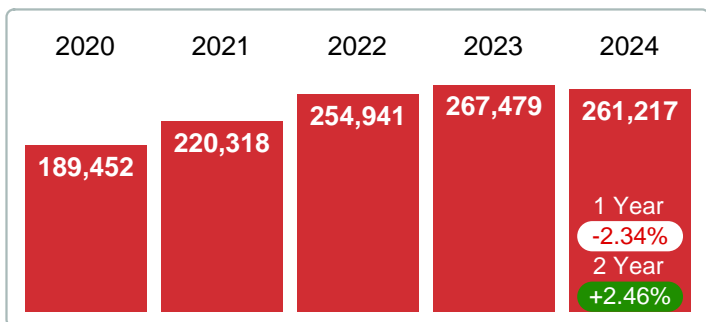
## AVERAGE LIST PRICE AT CLOSING

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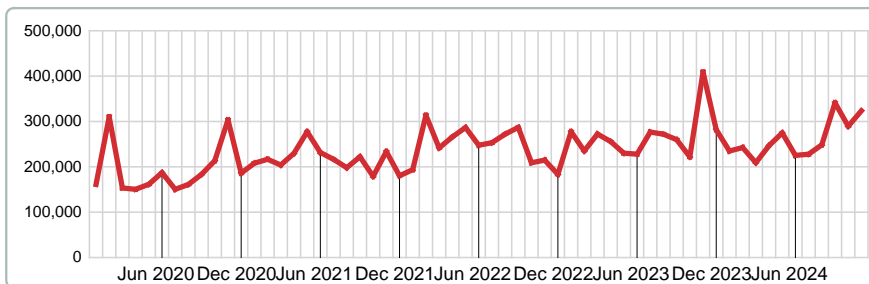
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

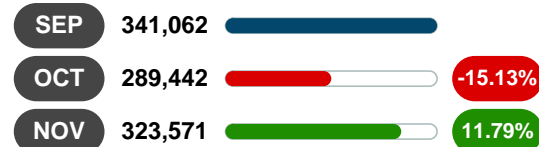


### 3 MONTHS

5 year NOV AVG = 296,834

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

Average List Price at Closing this month at **323,571** above the 5 yr NOV average of **296,834**



### 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
\$125,000 and less	8.33%	71,200	0	97,133	0	0
\$125,001 - \$175,000	8.33%	154,000	0	199,000	159,000	0
\$175,001 - \$175,000	0.00%	0	0	0	0	0
\$175,001 - \$300,000	41.67%	225,910	207,000	231,638	0	0
\$300,001 - \$325,000	12.50%	317,767	0	319,950	0	0
\$325,001 - \$475,000	16.67%	353,725	0	336,100	360,000	0
\$475,001 and up	12.50%	896,000	0	494,000	1,700,000	0
<b>Average List Price</b>		<b>323,571</b>	<b>207,000</b>	<b>262,089</b>	<b>644,750</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>323,571</b>	<b>1</b>	<b>19</b>	<b>4</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>7,765,700</b>	<b>207.00K</b>	<b>4.98M</b>	<b>2.58M</b>	<b>0.00B</b>



# November 2024



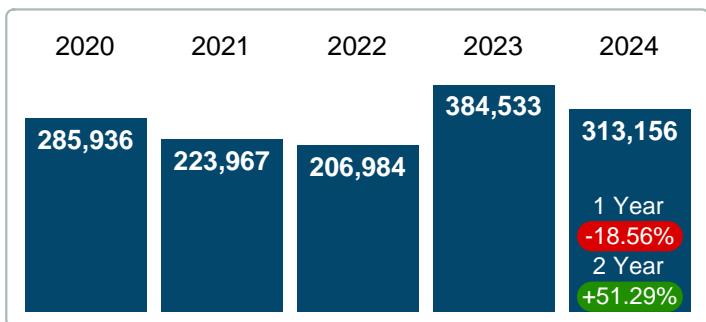
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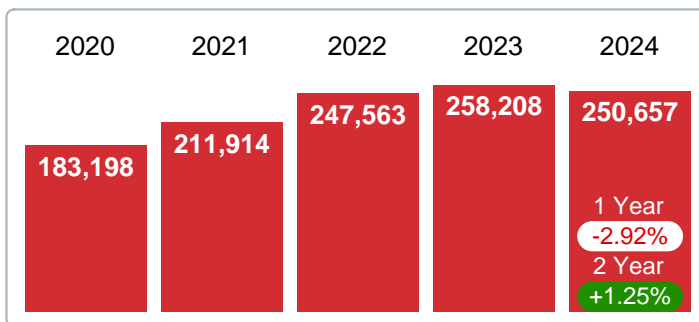
## AVERAGE SOLD PRICE AT CLOSING

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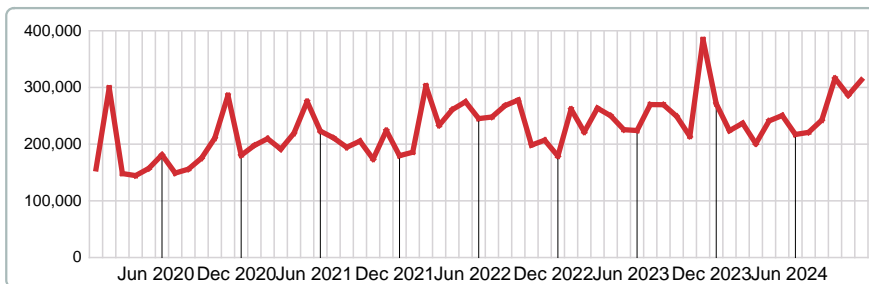
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 282,915

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

Average Sold Price at Closing this month at **313,156**  
above the 5 yr NOV average of **282,915**

- SEP: 316,028
- OCT: 286,229 (-9.43%)
- NOV: 313,156 (9.41%)

### 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
\$125,000 and less	3	12.50%	92,317	0	92,317	0	0
\$125,001 - \$175,000	2	8.33%	154,500	0	150,000	159,000	0
\$175,001 - \$175,000	0	0.00%	0	0	0	0	0
\$175,001 - \$300,000	9	37.50%	215,700	198,600	217,838	0	0
\$300,001 - \$325,000	2	8.33%	308,000	0	308,000	0	0
\$325,001 - \$475,000	5	20.83%	339,700	0	331,167	352,500	0
\$475,001 and up	3	12.50%	891,333	0	487,000	1,700,000	0
Average Sold Price			313,156	198,600	250,166	641,000	0
Total Closed Units		100%	313,156	1	19	4	
Total Closed Volume			7,515,750	198.60K	4.75M	2.56M	0.00B

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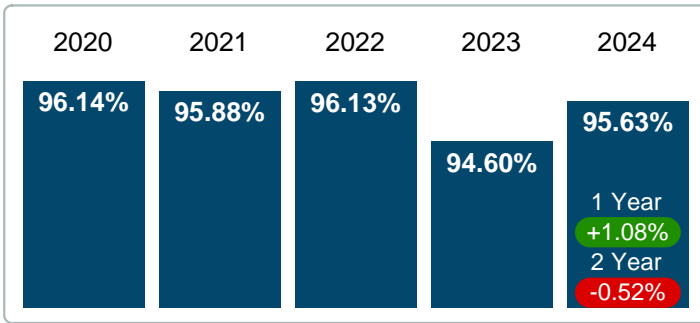
Area Delimited by County Of Mayes - Residential Property Type



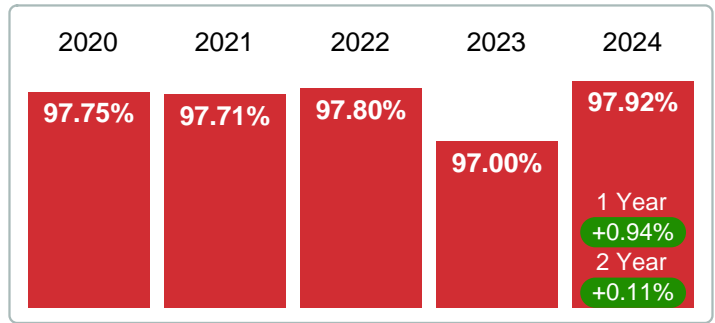
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

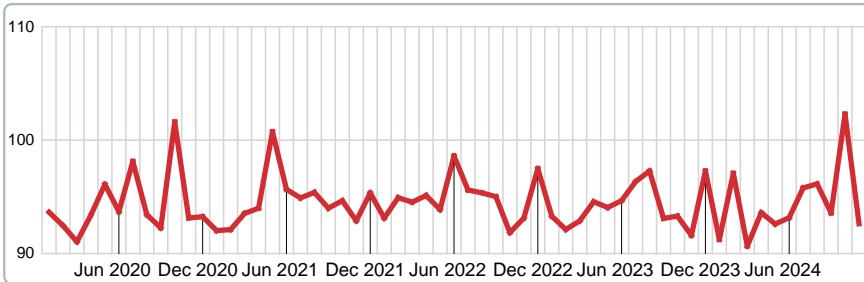
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

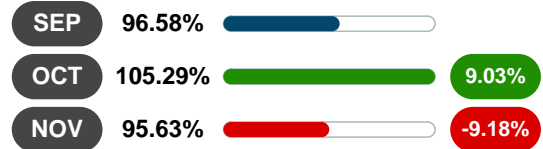


### 3 MONTHS

5 year NOV AVG = 95.68%

High Oct 2024 105.29% Low Mar 2024 93.66%

Average Sold/List Ratio this month at **95.63%** equal to 5 yr NOV average of **95.68%**



### 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
\$125,000 and less	3	12.50%	96.24%	0.00%	96.24%	0.00%	0.00%
\$125,001 - \$175,000	2	8.33%	87.69%	0.00%	75.38%	100.00%	0.00%
\$175,001 - \$175,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$175,001 - \$300,000	9	37.50%	94.29%	95.94%	94.08%	0.00%	0.00%
\$300,001 - \$325,000	2	8.33%	96.34%	0.00%	96.34%	0.00%	0.00%
\$325,001 - \$475,000	5	20.83%	98.51%	0.00%	98.90%	97.92%	0.00%
\$475,001 and up	3	12.50%	99.06%	0.00%	98.60%	100.00%	0.00%
Average Sold/List Ratio		95.60%		95.94%	94.91%	98.96%	0.00%
Total Closed Units		24	100%	1	19	4	
Total Closed Volume		7,515,750		198.60K	4.75M	2.56M	0.00B

# November 2024



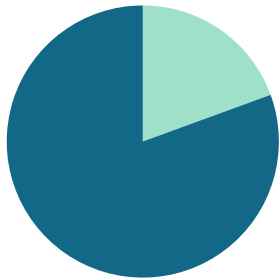
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

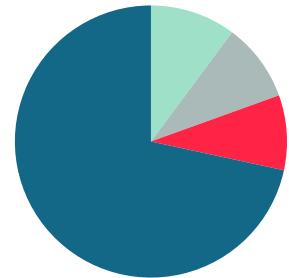


**Inventory**  
 New Listings  
**41 = 19.43%**  
 Start Inventory  
**170**  
 Total Inventory Units  
**211**  
 Volume  
**\$91,032,600**

### Market Activity

Closed Sales  
**24 = 10.17%**  
 Pending Sales  
**22 = 9.32%**  
 Other Off Market  
**21 = 8.90%**  
 Active Inventory  
**169 = 71.61%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	35	24	-31.43%	409	383	-6.36%
Pending Sales	28	22	-21.43%	420	402	-4.29%
New Listings	46	41	-10.87%	646	662	2.48%
Average List Price	408,881	323,571	-20.86%	267,479	261,217	-2.34%
Average Sale Price	384,533	313,156	-18.56%	258,208	250,657	-2.92%
Average Percent of Selling Price to List Price	94.60%	95.63%	1.08%	97.00%	97.92%	0.94%
Average Days on Market to Sale	60.74	73.50	21.00%	47.47	50.98	7.39%
Monthly Inventory	153	169	10.46%	153	169	10.46%
Months Supply of Inventory	4.10	4.86	18.67%	4.10	4.86	18.67%

**Absorption:** Last 12 months, an Average of **35** Sales/Month

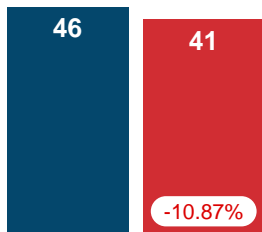
**Inventory** on November 30, 2024 = **169**

**2023** **2024**

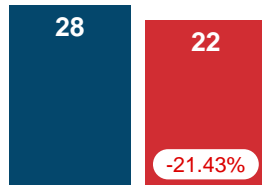
### NOVEMBER MARKET

### AVERAGE PRICES

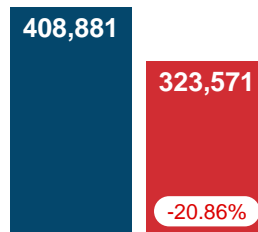
#### New Listings



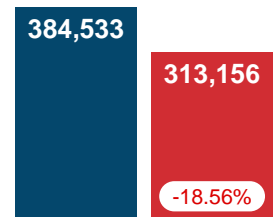
#### Pending Listings



#### List Price



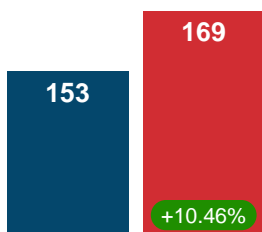
#### Sale Price



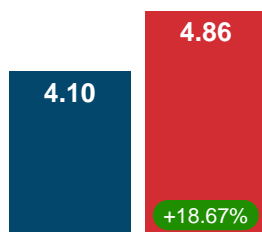
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

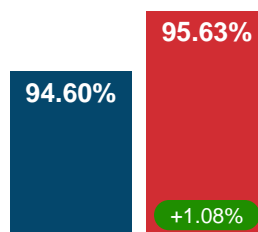
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

