

November 2024



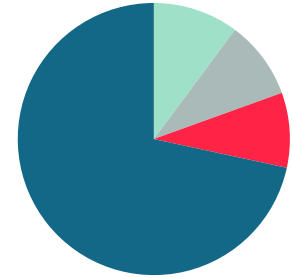
Area Delimited by County Of Mayes - Residential Property Type



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%
Median List Price	275,000	253,850	-7.69%
Median Sale Price	260,000	253,850	-2.37%
Median Percent of Selling Price to List Price	96.16%	96.57%	0.42%
Median Days on Market to Sale	37.00	52.00	40.54%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **2.37%** in November 2024 to \$253,850 versus the previous year at \$260,000.

Median Days on Market Lengthens

The median number of **52.00** days that homes spent on the market before selling increased by 15.00 days or **40.54%** in November 2024 compared to last year's same month at **37.00** DOM.

Sales Success for November 2024 is Positive

Overall, with Median 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.

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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®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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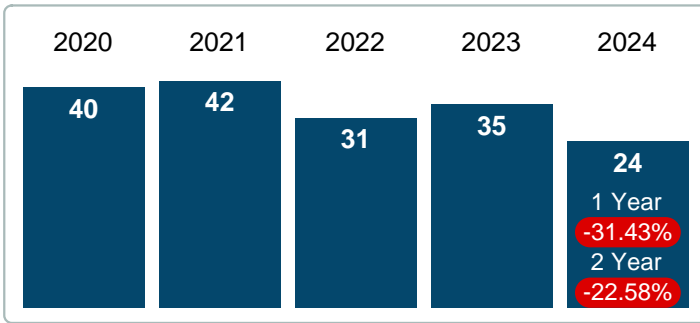
Area Delimited by County Of Mayes - Residential Property Type



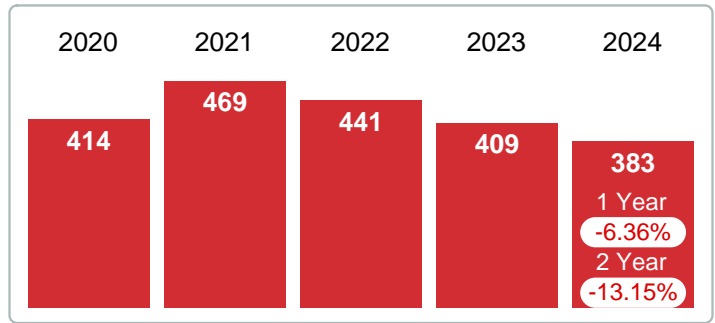
CLOSED LISTINGS

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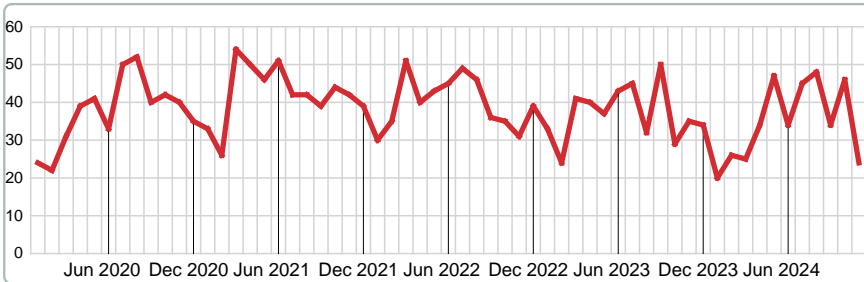
NOVEMBER



YEAR TO DATE (YTD)

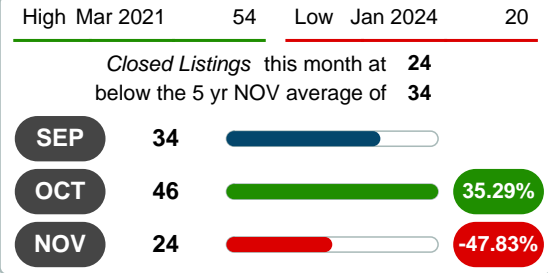


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 34



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	3	12.50%	60.0	0	3	0	0
\$125,001 - \$175,000	2	8.33%	15.0	0	1	1	0
\$175,001 - \$175,000	0	0.00%	15.0	0	0	0	0
\$175,001 - \$300,000	9	37.50%	49.0	1	8	0	0
\$300,001 - \$325,000	2	8.33%	60.5	0	2	0	0
\$325,001 - \$475,000	5	20.83%	189.0	0	3	2	0
\$475,001 and up	3	12.50%	15.0	0	2	1	0
Total Closed Units	24			1	19	4	0
Total Closed Volume	7,515,750	100%	52.0	198.60K	4.75M	2.56M	0.00B
Median Closed Price	\$253,850			\$198,600	\$239,700	\$352,500	\$0

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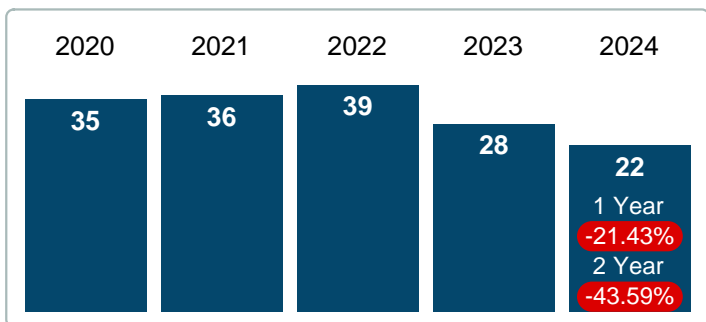
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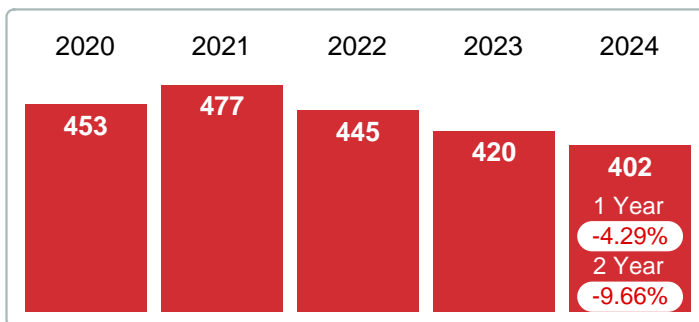
PENDING LISTINGS

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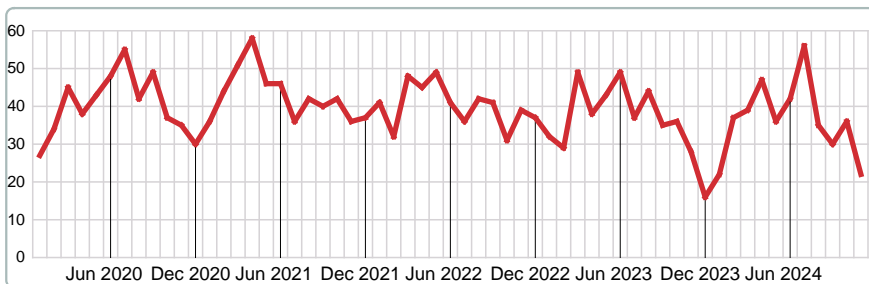
NOVEMBER



YEAR TO DATE (YTD)

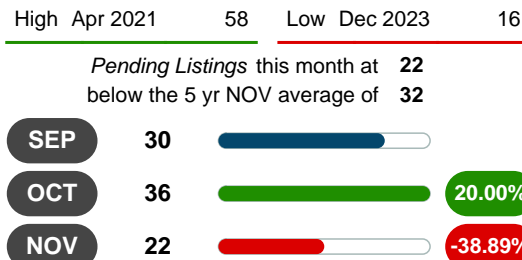


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 32



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	2	9.09%	44.5	2	0	0	0
\$125,001 - \$125,000	0	0.00%	44.5	0	0	0	0
\$125,001 - \$175,000	5	22.73%	82.0	1	3	1	0
\$175,001 - \$225,000	5	22.73%	50.0	0	4	1	0
\$225,001 - \$325,000	4	18.18%	43.0	0	4	0	0
\$325,001 - \$575,000	3	13.64%	118.0	1	2	0	0
\$575,001 and up	3	13.64%	67.0	0	1	1	1
Total Pending Units	22			4	14	3	1
Total Pending Volume	10,719,754	100%	64.5	650.40K	8.47M	1.01M	587.50K
Median Listing Price	\$222,000			\$118,950	\$225,528	\$225,000	\$587,500

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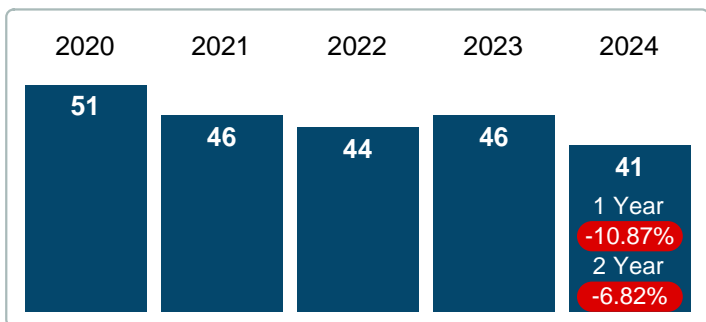
Area Delimited by County Of Mayes - Residential Property Type



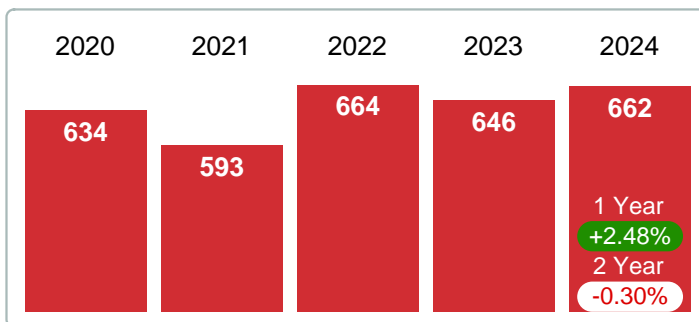
NEW LISTINGS

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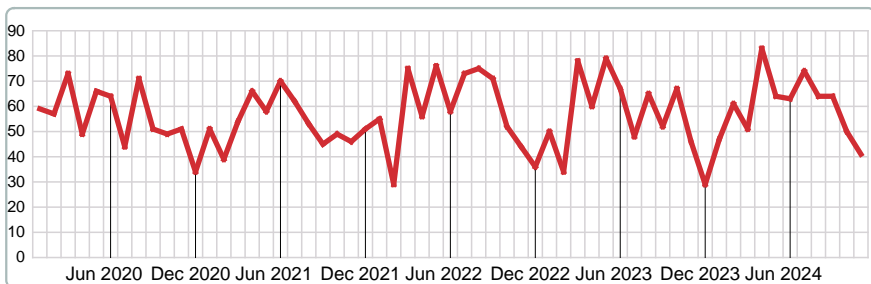
NOVEMBER



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
\$75,000 and less	2	4.88%	2	0	0	0
\$75,001 - \$125,000	6	14.63%	3	3	0	0
\$125,001 - \$175,000	7	17.07%	0	4	1	2
\$175,001 - \$325,000	11	26.83%	0	9	2	0
\$325,001 - \$375,000	5	12.20%	1	2	1	1
\$375,001 - \$625,000	5	12.20%	1	2	1	1
\$625,001 and up	5	12.20%	0	3	1	1
Total New Listed Units	41		7	23	6	5
Total New Listed Volume	12,914,298	100%	1.20M	7.32M	1.97M	2.43M
Median New Listed Listing Price	\$225,000		\$95,000	\$225,000	\$290,000	\$339,000

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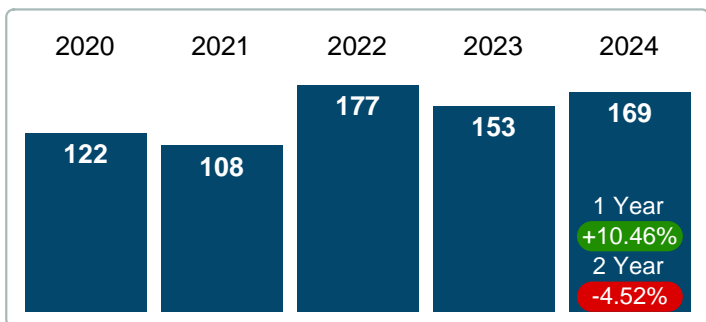
Area Delimited by County Of Mayes - Residential Property Type



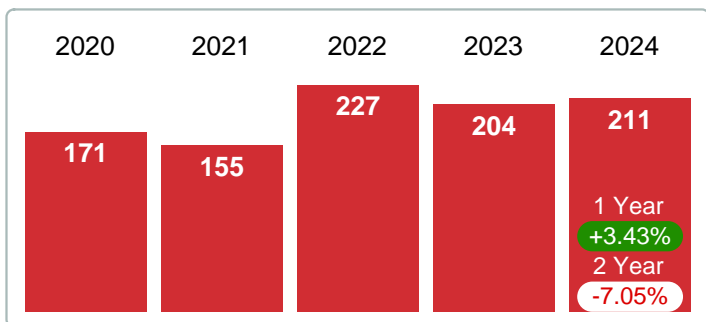
ACTIVE INVENTORY

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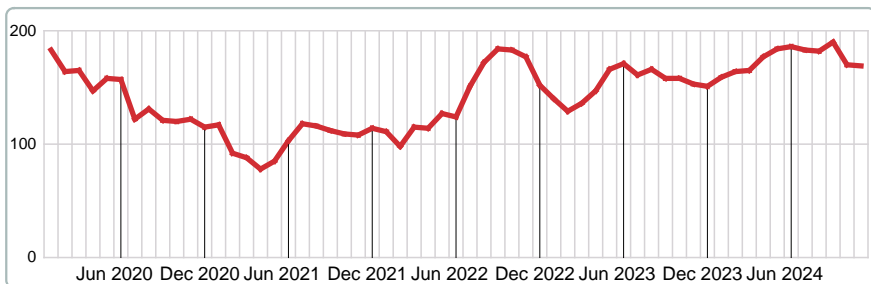
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS

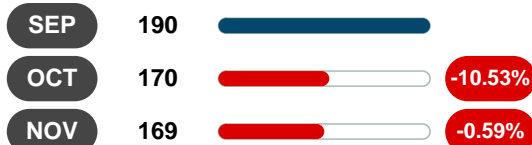


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	11	6.51%	21.0	7	4	0	0
\$125,001 - \$175,000	23	13.61%	43.0	5	13	3	2
\$175,001 - \$225,000	20	11.83%	59.5	0	16	4	0
\$225,001 - \$325,000	49	28.99%	82.0	2	36	10	1
\$325,001 - \$475,000	24	14.20%	83.0	3	6	11	4
\$475,001 - \$775,000	24	14.20%	63.5	0	13	6	5
\$775,001 and up	18	10.65%	101.5	0	9	4	5
Total Active Inventory by Units	169			17	97	38	17
Total Active Inventory by Volume	73,066,796	100%	68.0	3.12M	35.68M	19.71M	14.56M
Median Active Inventory Listing Price	\$279,900			\$130,000	\$251,500	\$368,200	\$600,000

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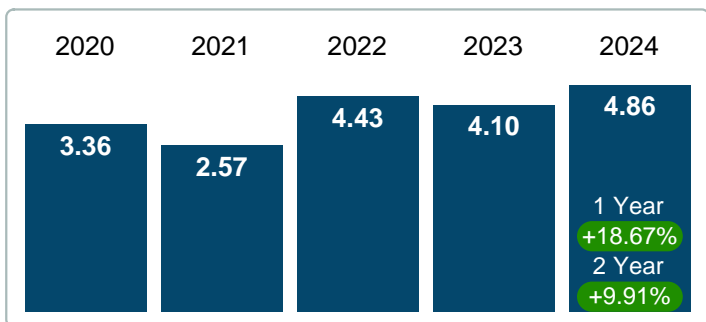
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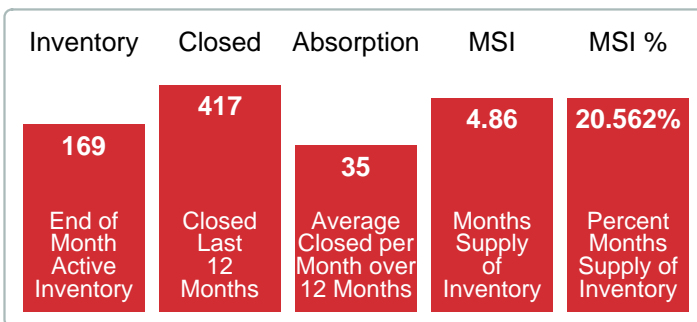
MONTHS SUPPLY of INVENTORY (MSI)

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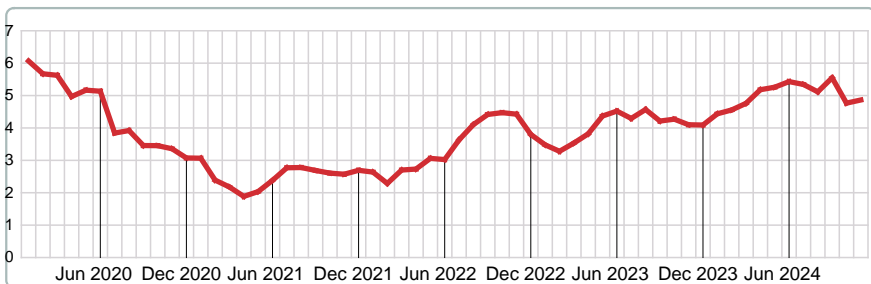
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2024



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 3.86

High Jan 2020 6.07 Low Apr 2021 1.89

Months Supply this month at **4.86**
above the 5 yr NOV average of **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

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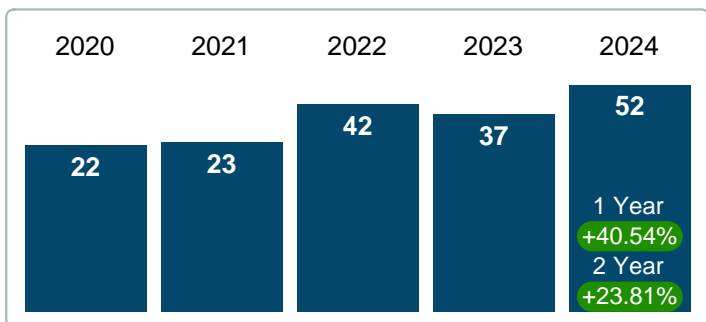
Area Delimited by County Of Mayes - Residential Property Type



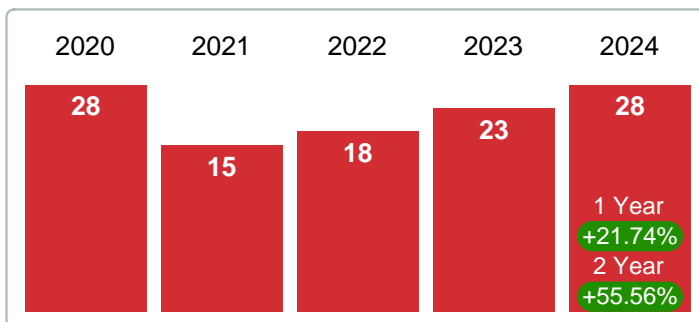
MEDIAN DAYS ON MARKET TO SALE

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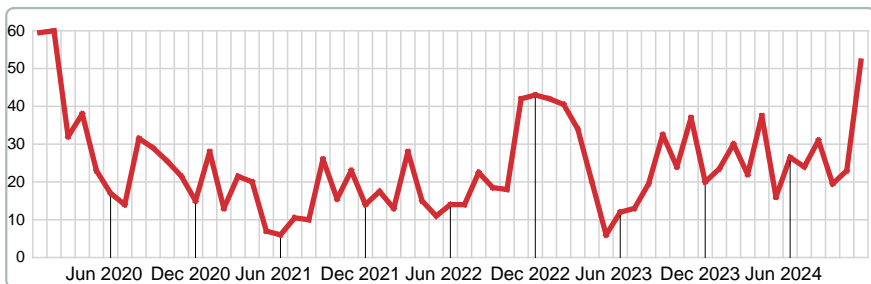
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

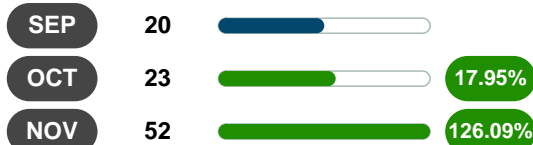


3 MONTHS

5 year NOV AVG = 35

High Feb 2020 60 Low May 2023 6

Median Days on Market to Sale this month at 52 above the 5 yr NOV average of 35



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
\$125,000 and less	3	12.50%	60	0	60	0	0
\$125,001 - \$175,000	2	8.33%	15	0	28	2	0
\$175,001 - \$175,000	0	0.00%	15	0	0	0	0
\$175,001 - \$300,000	9	37.50%	49	7	52	0	0
\$300,001 - \$325,000	2	8.33%	61	0	61	0	0
\$325,001 - \$475,000	5	20.83%	189	0	189	113	0
\$475,001 and up	3	12.50%	15	0	165	7	0
Median Closed DOM			52	7	60	21	0
Total Closed Units		100%	52.0	1	19	4	
Total Closed Volume			7,515,750	198.60K	4.75M	2.56M	0.00B

November 2024



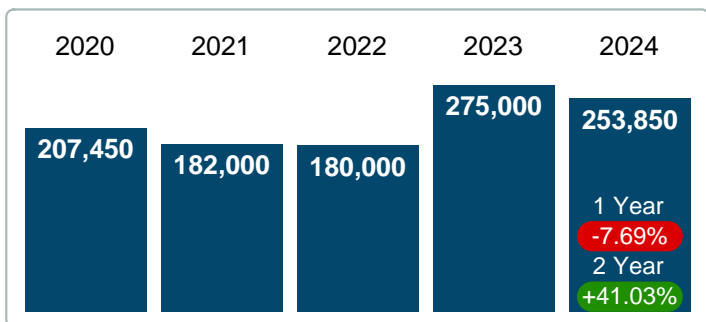
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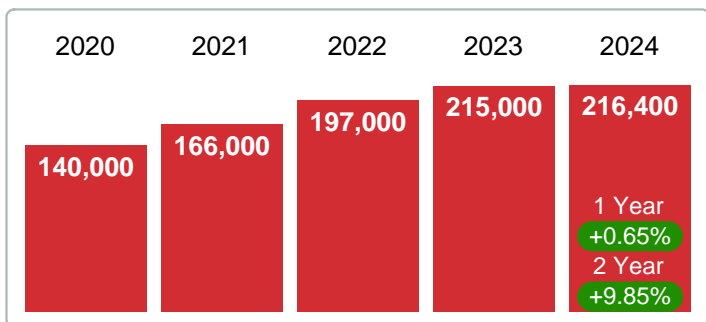
MEDIAN LIST PRICE AT CLOSING

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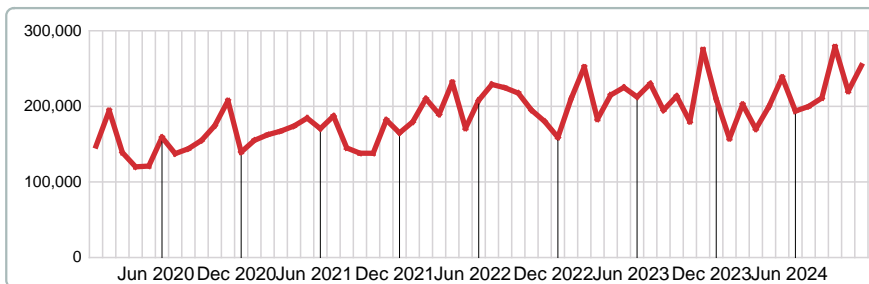
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 219,660

High Sep 2024 278,750 Low Apr 2020 120,000

Median List Price at Closing this month at **253,850**
above the 5 yr NOV average of **219,660**

SEP	278,750	Progress bar
OCT	220,000	Progress bar (-21.08%)
NOV	253,850	Progress bar (15.39%)

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
\$125,000 and less	8.33%	71,200	0	71,200	0	0
\$125,001 - \$175,000	8.33%	154,000	0	149,000	159,000	0
\$175,001 - \$175,000	0.00%	154,000	0	0	0	0
\$175,001 - \$300,000	41.67%	213,500	207,000	220,000	0	0
\$300,001 - \$325,000	12.50%	319,900	0	319,900	0	0
\$325,001 - \$475,000	16.67%	360,000	0	347,450	360,000	0
\$475,001 and up	12.50%	499,000	0	494,000	1,700,000	0
Median List Price		253,850	207,000	239,700	360,000	0
Total Closed Units	100%	253,850	1	19	4	0
Total Closed Volume		7,765,700	207.00K	4.98M	2.58M	0.00B

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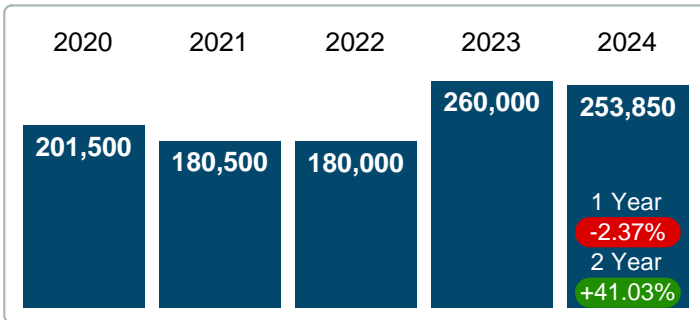
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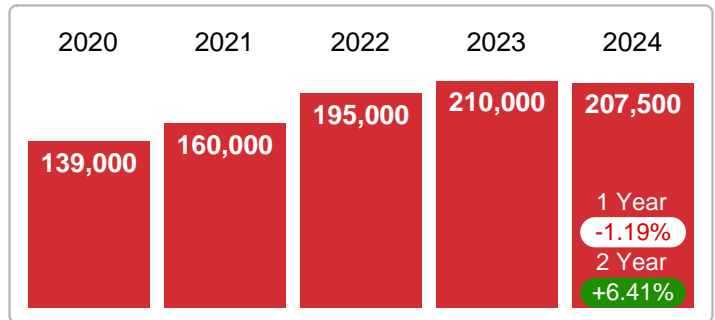
MEDIAN SOLD PRICE AT CLOSING

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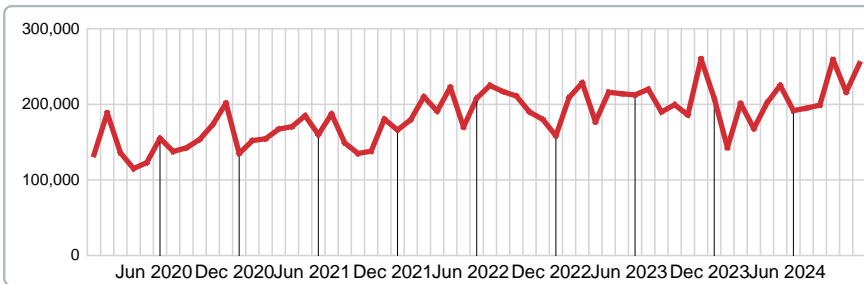
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 215,170

High Nov 2023 260,000 Low Apr 2020 115,000

Median Sold Price at Closing this month at **253,850** above the 5 yr NOV average of **215,170**



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
\$125,000 and less	12.50%	112,950	0	112,950	0	0
\$125,001 - \$175,000	8.33%	154,500	0	150,000	159,000	0
\$175,001 - \$175,000	0.00%	154,500	0	0	0	0
\$175,001 - \$300,000	37.50%	198,600	198,600	203,750	0	0
\$300,001 - \$325,000	8.33%	308,000	0	308,000	0	0
\$325,001 - \$475,000	20.83%	335,000	0	330,000	352,500	0
\$475,001 and up	12.50%	489,000	0	487,000	1,700,000	0
Median Sold Price		253,850	198,600	239,700	352,500	0
Total Closed Units	100%	253,850	1	19	4	0
Total Closed Volume		7,515,750	198.60K	4.75M	2.56M	0.00B

November 2024



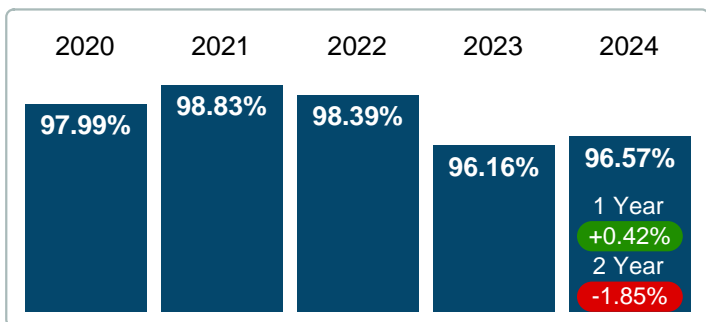
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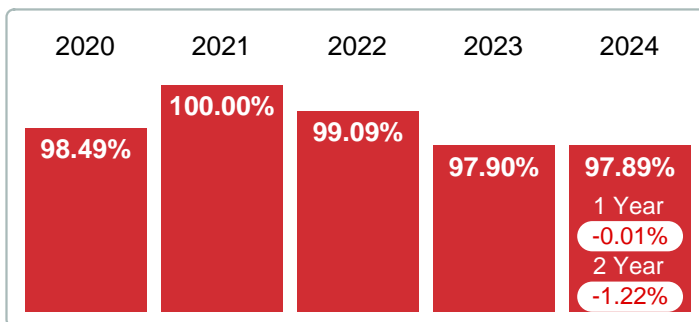
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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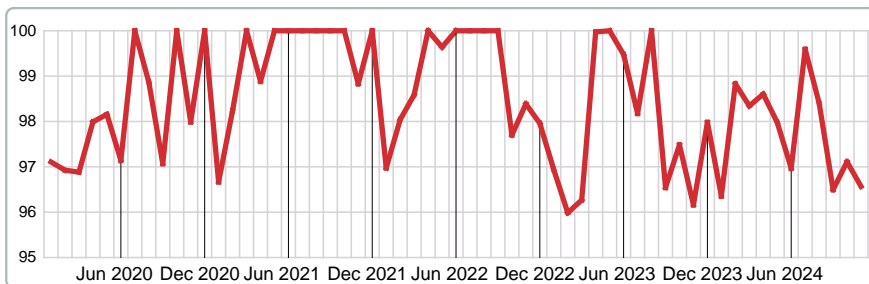
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

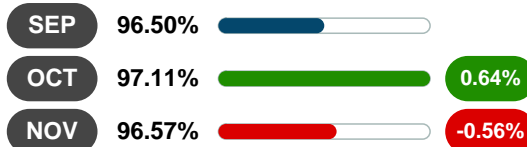


3 MONTHS

5 year NOV AVG = 97.59%

High Aug 2023 100.00% Low Feb 2023 95.99%

Median Sold/List Ratio this month at **96.57%**
below the 5 yr NOV average of **97.59%**



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
\$125,000 and less	3	12.50%	91.76%	0.00%	91.76%	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%	87.69%	0.00%	0.00%	0.00%	0.00%
\$175,001 - \$300,000	9	37.50%	95.48%	95.94%	95.21%	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%	100.00%	0.00%	101.55%	97.92%	0.00%
\$475,001 and up	3	12.50%	100.00%	0.00%	98.60%	100.00%	0.00%
Median Sold/List Ratio		96.57%		95.94%	95.48%	100.00%	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



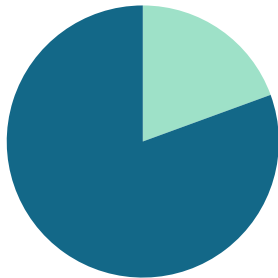
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

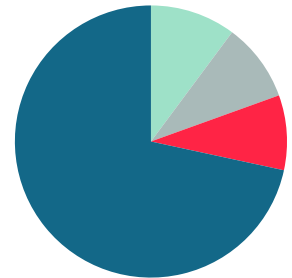


Inventory
 New Listings
41 = 19.43%
 Start Inventory
170
 Total Inventory Units
211
 Volume
\$91,032,600

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%
Median List Price	275,000	253,850	-7.69%	215,000	216,400	0.65%
Median Sale Price	260,000	253,850	-2.37%	210,000	207,500	-1.19%
Median Percent of Selling Price to List Price	96.16%	96.57%	0.42%	97.90%	97.89%	-0.01%
Median Days on Market to Sale	37.00	52.00	40.54%	23.00	28.00	21.74%
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

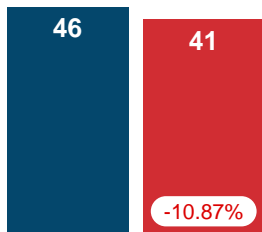
Inventory on November 30, 2024 = **169**

2023 **2024**

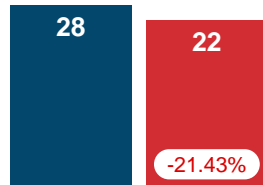
NOVEMBER MARKET

MEDIAN PRICES

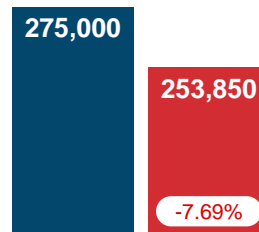
New Listings



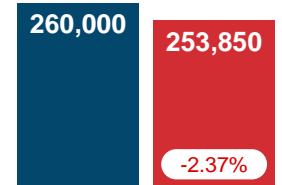
Pending Listings



List Price



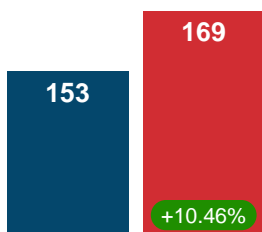
Sale Price



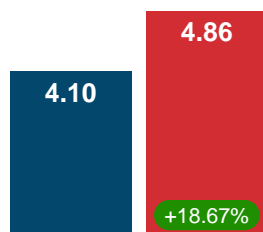
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

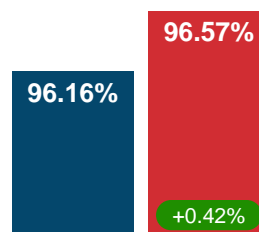
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

