

# December 2024



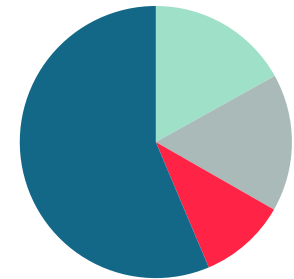
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jan 13, 2025 for MLS Technology Inc.

Compared Metrics	December		
	2023	2024	+/-%
Closed Listings	870	920	5.75%
Pending Listings	788	889	12.82%
New Listings	983	1,028	4.58%
Average List Price	299,163	308,497	3.12%
Average Sale Price	293,480	301,366	2.69%
Average Percent of Selling Price to List Price	98.86%	98.16%	-0.70%
Average Days on Market to Sale	34.57	42.72	23.59%
End of Month Inventory	2,635	3,065	16.32%
Months Supply of Inventory	2.56	2.91	13.66%



■ Closed (16.92%)  
■ Pending (16.35%)  
■ Other OffMarket (10.37%)  
■ Active (56.36%)

**Absorption:** Last 12 months, an Average of **1,052** Sales/Month  
**Active Inventory** as of December 31, 2024 = **3,065**

### Analysis Wrap-Up

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

The total housing inventory at the end of December 2024 rose **16.32%** to 3,065 existing homes available for sale. Over the last 12 months this area has had an average of 1,052 closed sales per month. This represents an unsold inventory index of **2.91** 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 **2.69%** in December 2024 to \$301,366 versus the previous year at \$293,480.

#### Average Days on Market Lengthens

The average number of **42.72** days that homes spent on the market before selling increased by 8.15 days or **23.59%** in December 2024 compared to last year's same month at **34.57** DOM.

#### Sales Success for December 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 1,028 New Listings in December 2024, up **4.58%** from last year at 983. Furthermore, there were 920 Closed Listings this month versus last year at 870, a **5.75%** increase.

Closed versus Listed trends yielded a **89.5%** ratio, up from previous year's, December 2023, at **88.5%**, a **1.12%** upswing. 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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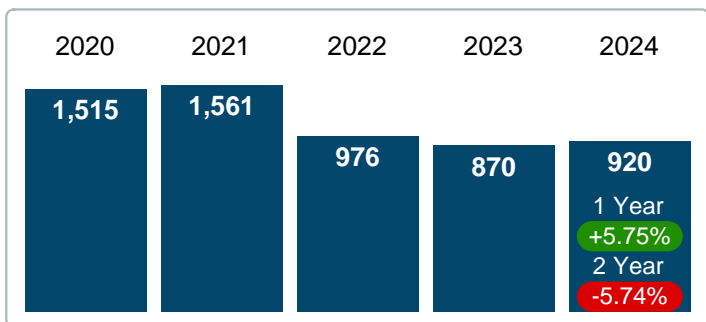
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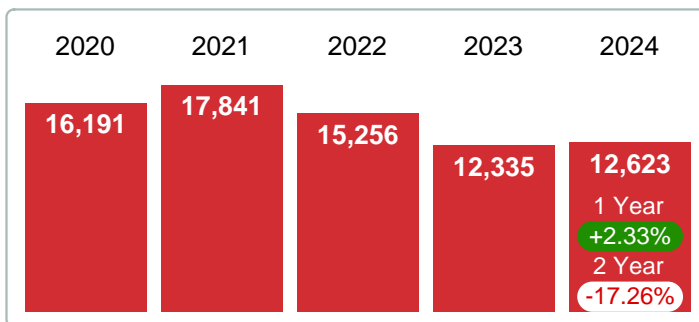
## CLOSED LISTINGS

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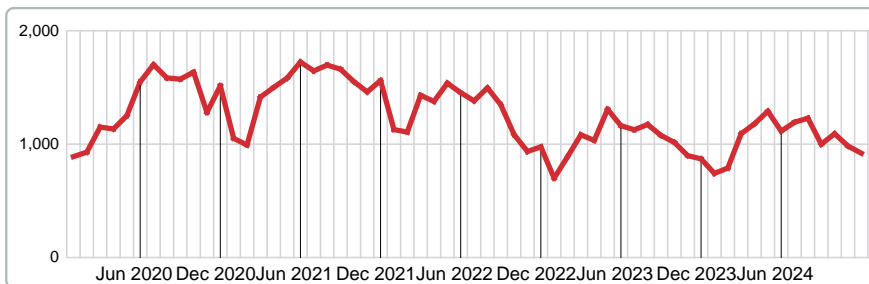
### DECEMBER



### YEAR TO DATE (YTD)

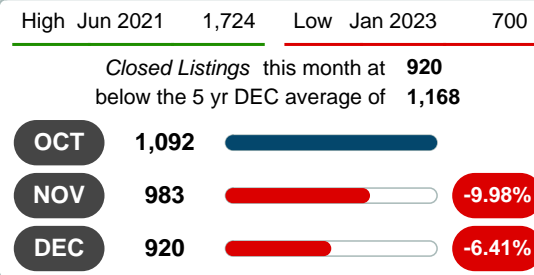


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 1,168



### 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	96	10.43%	23.6	47	46	3	0
\$125,001 - \$175,000	101	10.98%	29.5	32	62	7	0
\$175,001 - \$200,000	78	8.48%	35.9	7	63	7	1
\$200,001 - \$275,000	238	25.87%	40.3	8	178	45	7
\$275,001 - \$350,000	164	17.83%	44.2	10	79	70	5
\$350,001 - \$475,000	135	14.67%	57.0	5	60	60	10
\$475,001 and up	108	11.74%	62.2	2	23	66	17
<b>Total Closed Units</b>	<b>920</b>			<b>111</b>	<b>511</b>	<b>258</b>	<b>40</b>
<b>Total Closed Volume</b>	<b>277,256,875</b>	<b>100%</b>	<b>42.7</b>	<b>18.34M</b>	<b>130.22M</b>	<b>106.63M</b>	<b>22.06M</b>
<b>Average Closed Price</b>	<b>\$301,366</b>			<b>\$165,193</b>	<b>\$254,840</b>	<b>\$413,304</b>	<b>\$551,618</b>

# December 2024



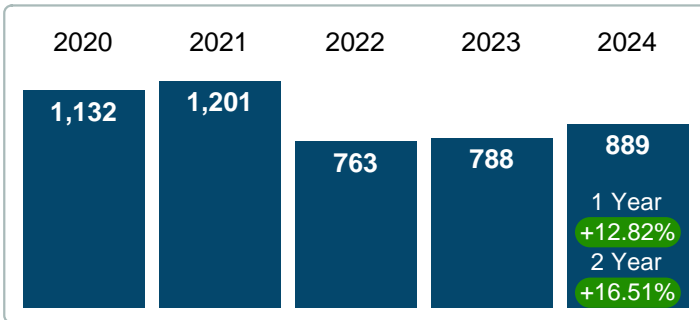
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



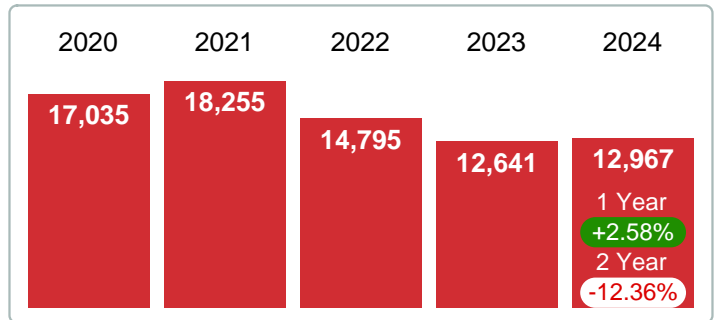
## PENDING LISTINGS

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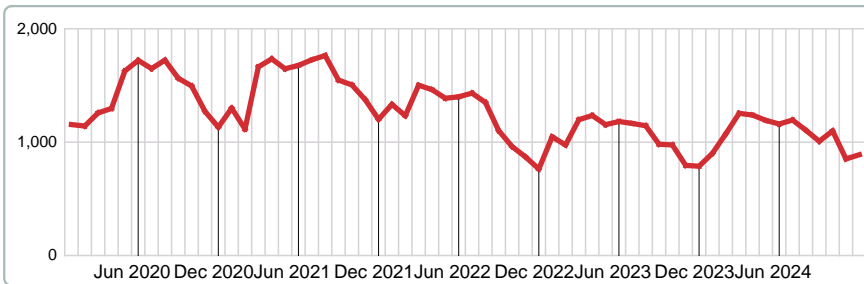
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 955

High Aug 2021 1,764 Low Dec 2022 763

Pending Listings this month at **889**  
below the 5 yr DEC average of **955**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	64	7.20%	59.5	26	34	4	0
\$100,001 - \$175,000	129	14.51%	42.7	36	86	5	2
\$175,001 - \$225,000	148	16.65%	46.5	13	117	18	0
\$225,001 - \$275,000	151	16.99%	61.8	10	103	34	4
\$275,001 - \$375,000	198	22.27%	53.5	13	97	79	9
\$375,001 - \$525,000	112	12.60%	71.5	3	40	57	12
\$525,001 and up	87	9.79%	66.4	1	12	50	24
<b>Total Pending Units</b>	<b>889</b>			<b>102</b>	<b>489</b>	<b>247</b>	<b>51</b>
<b>Total Pending Volume</b>	<b>274,457,363</b>	<b>100%</b>	<b>47.1</b>	<b>18.78M</b>	<b>123.89M</b>	<b>99.01M</b>	<b>32.78M</b>
<b>Average Listing Price</b>	<b>\$315,101</b>			<b>\$184,075</b>	<b>\$253,351</b>	<b>\$400,843</b>	<b>\$642,837</b>

# December 2024



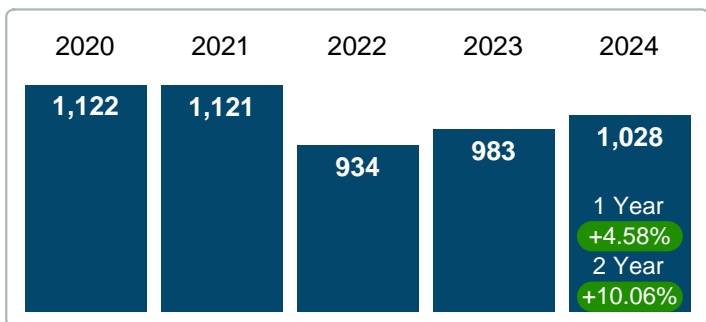
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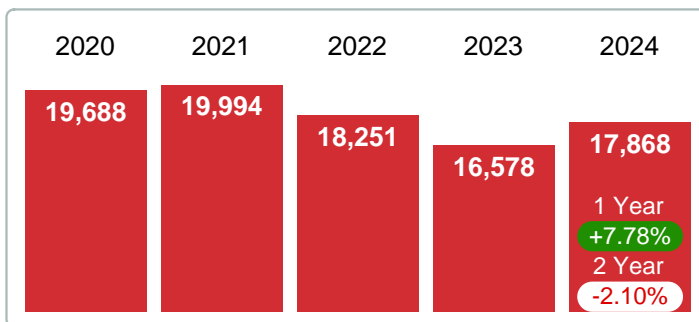
## NEW LISTINGS

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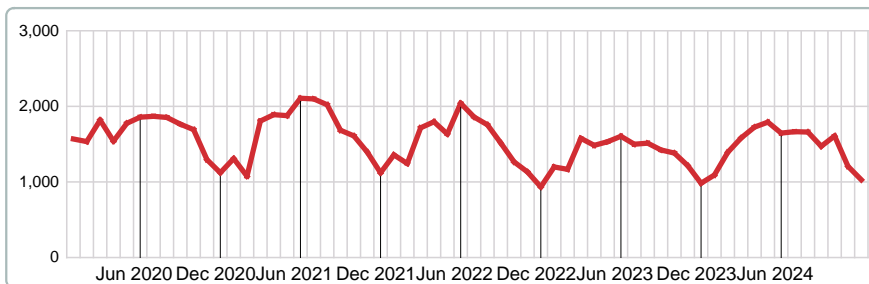
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 1,038

High Jun 2021 2,107 Low Dec 2022 934

New Listings this month at 1,028 below the 5 yr DEC average of 1,038



### 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	93	9.05%	45	46	2	0
\$125,001 - \$175,000	115	11.19%	32	79	4	0
\$175,001 - \$225,000	151	14.69%	15	115	20	1
\$225,001 - \$300,000	247	24.03%	22	169	54	2
\$300,001 - \$400,000	184	17.90%	9	83	82	10
\$400,001 - \$550,000	132	12.84%	10	45	57	20
\$550,001 and up	106	10.31%	2	26	56	22
<b>Total New Listed Units</b>	<b>1,028</b>		<b>135</b>	<b>563</b>	<b>275</b>	<b>55</b>
<b>Total New Listed Volume</b>	<b>341,820,070</b>	<b>100%</b>	<b>27.69M</b>	<b>153.09M</b>	<b>120.09M</b>	<b>40.94M</b>
<b>Average New Listed Listing Price</b>	<b>\$297,572</b>		<b>\$205,125</b>	<b>\$271,925</b>	<b>\$436,708</b>	<b>\$744,359</b>

# December 2024



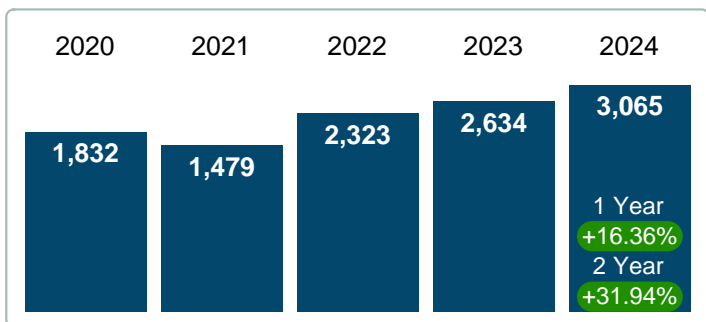
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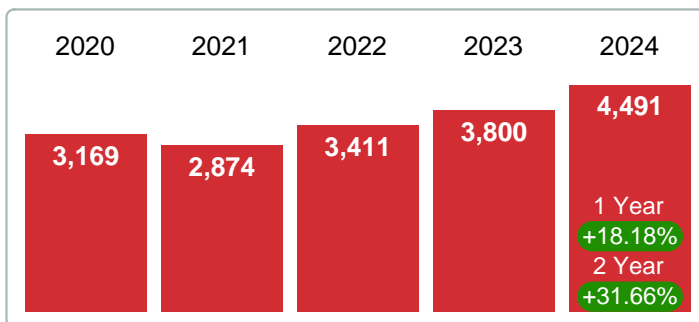
## ACTIVE INVENTORY

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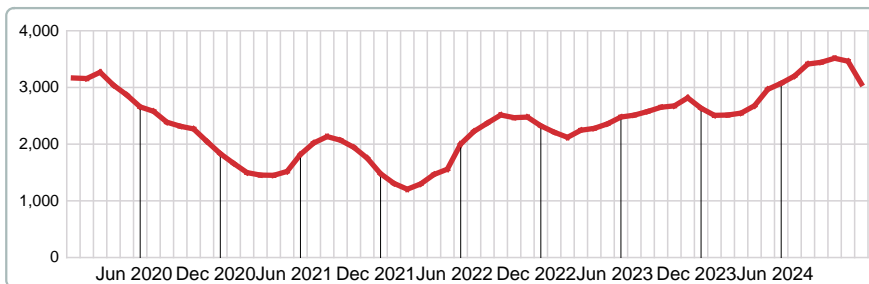
### END OF DECEMBER



### ACTIVE DURING DECEMBER



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 2,267

High Oct 2024 3,515 Low Feb 2022 1,205

Inventory this month at **3,065**  
above the 5 yr DEC average of **2,267**



### 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	269	8.78%	114.9	135	119	14	1
\$125,001 - \$200,000	384	12.53%	71.3	90	248	41	5
\$200,001 - \$250,000	384	12.53%	64.6	42	278	57	7
\$250,001 - \$375,000	843	27.50%	71.7	39	460	311	33
\$375,001 - \$475,000	420	13.70%	94.2	25	166	188	41
\$475,001 - \$675,000	446	14.55%	99.8	14	137	244	51
\$675,001 and up	319	10.41%	93.5	18	60	153	88
Total Active Inventory by Units	3,065			363	1,468	1,008	226
Total Active Inventory by Volume	1,233,591,211	100%	84.0	94.27M	463.80M	493.24M	182.28M
Average Active Inventory Listing Price	\$402,477			\$259,696	\$315,943	\$489,323	\$806,546

# December 2024



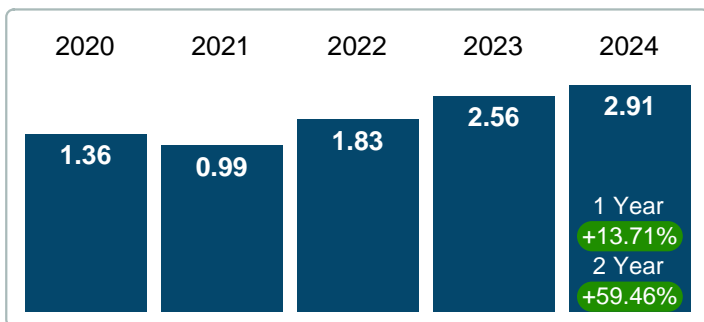
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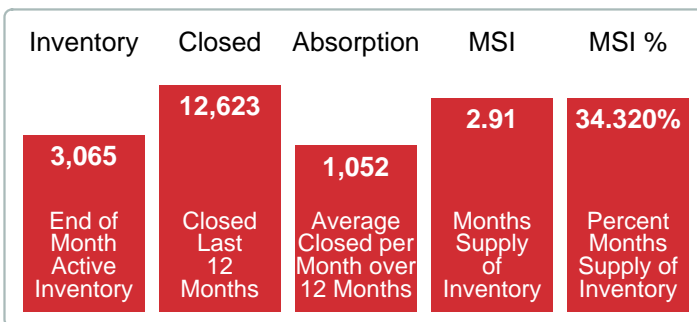
## MONTHS SUPPLY of INVENTORY (MSI)

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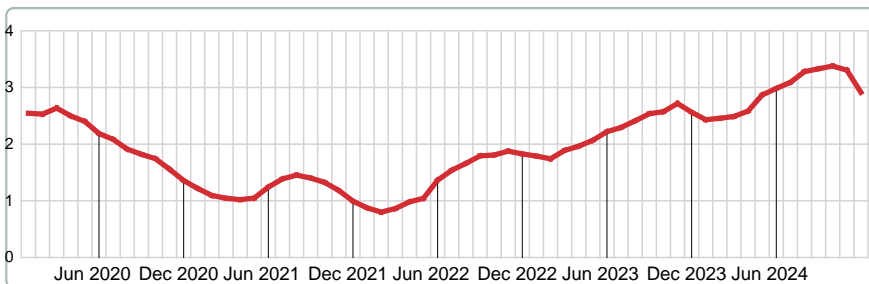
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2024



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 1.93

High Oct 2024 3.38 Low Feb 2022 0.80

Months Supply this month at 2.91 above the 5 yr DEC average of 1.93



### 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	269	8.78%	2.59	2.53	2.65	2.85	1.09
\$125,001 - \$200,000	384	12.53%	1.97	2.35	1.80	2.34	3.53
\$200,001 - \$250,000	384	12.53%	2.09	3.09	1.99	2.07	2.90
\$250,001 - \$375,000	843	27.50%	2.73	3.08	2.65	2.75	3.41
\$375,001 - \$475,000	420	13.70%	3.88	6.67	4.07	3.53	3.87
\$475,001 - \$675,000	446	14.55%	4.49	5.79	5.48	4.12	4.00
\$675,001 and up	319	10.41%	6.00	30.86	7.50	5.19	5.83
Market Supply of Inventory (MSI)	2.91	100%	2.91	2.91	2.58	3.30	4.28
Total Active Inventory by Units	3,065			363	1,468	1,008	226

# December 2024



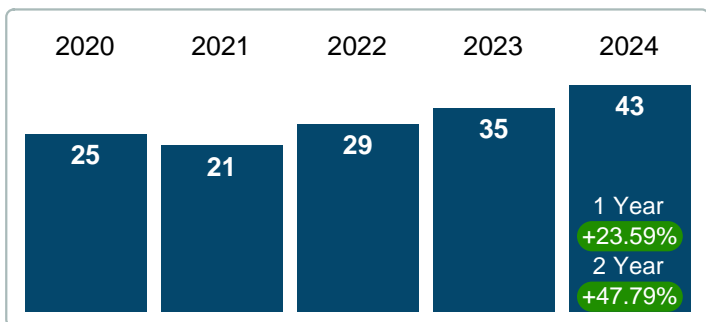
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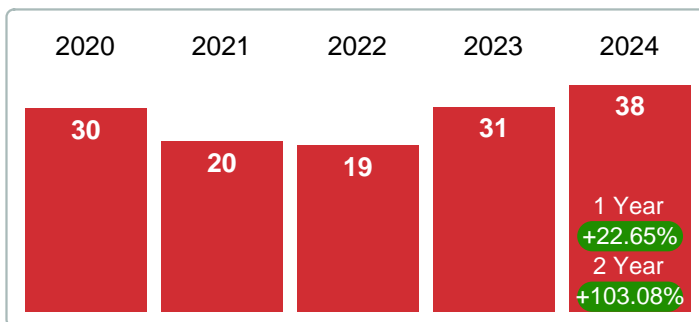
## AVERAGE DAYS ON MARKET TO SALE

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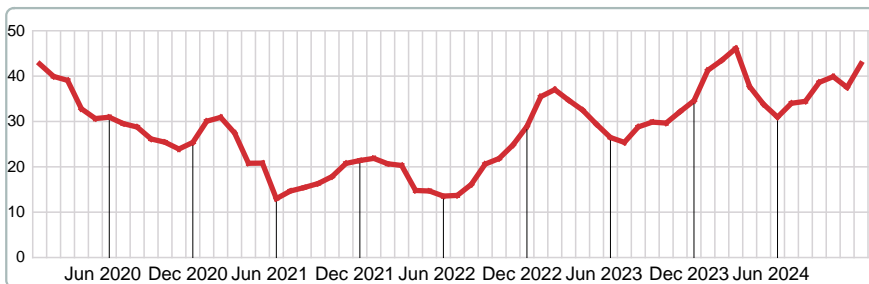
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

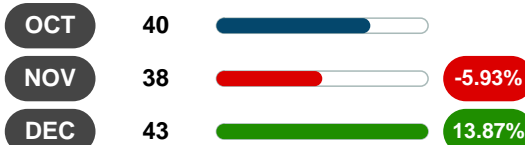


### 3 MONTHS

5 year DEC AVG = 31

High Mar 2024 46 Low Jun 2021 13

Average Days on Market to Sale this month at 43 above the 5 yr DEC average of 31



### 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	10.43%	24	26	21	26	0
\$125,001 - \$175,000	10.98%	30	24	30	48	0
\$175,001 - \$200,000	8.48%	36	62	33	29	59
\$200,001 - \$275,000	25.87%	40	23	39	49	29
\$275,001 - \$350,000	17.83%	44	52	36	50	68
\$350,001 - \$475,000	14.67%	57	22	55	63	51
\$475,001 and up	11.74%	62	107	57	66	51
<b>Average Closed DOM</b>		<b>43</b>	<b>31</b>	<b>38</b>	<b>56</b>	<b>50</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>43</b>	<b>111</b>	<b>511</b>	<b>258</b>	<b>40</b>
<b>Total Closed Volume</b>		<b>277,256,875</b>	<b>18.34M</b>	<b>130.22M</b>	<b>106.63M</b>	<b>22.06M</b>

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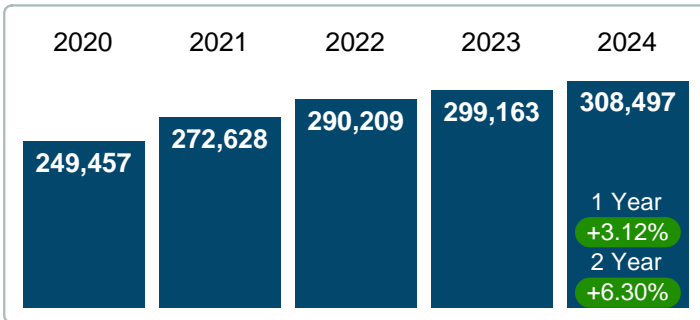
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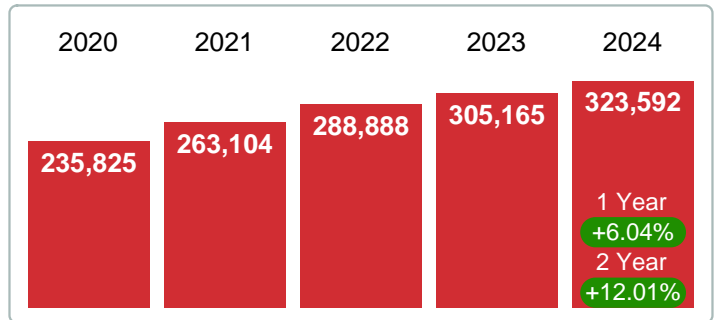
## AVERAGE LIST PRICE AT CLOSING

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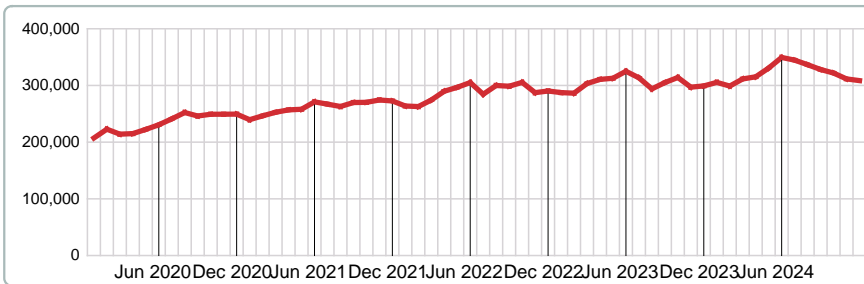
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

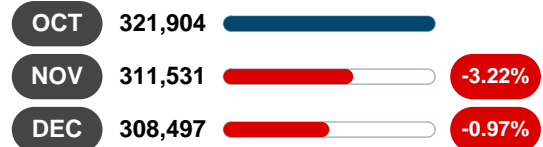


### 3 MONTHS

5 year DEC AVG = 283,991

High Jun 2024 349,399 Low Jan 2020 207,292

Average List Price at Closing this month at **308,497** above the 5 yr DEC average of **283,991**



### 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	87	9.46%	90,496	86,954	104,004	101,000	0
\$125,001 - \$175,000	99	10.76%	152,030	154,053	159,424	156,413	0
\$175,001 - \$200,000	91	9.89%	189,566	192,750	189,279	197,986	169,000
\$200,001 - \$275,000	229	24.89%	240,211	249,938	239,793	243,689	259,686
\$275,001 - \$350,000	166	18.04%	311,523	315,275	311,279	318,216	285,800
\$350,001 - \$475,000	136	14.78%	406,594	432,760	406,333	412,159	424,290
\$475,001 and up	112	12.17%	728,791	547,000	652,042	737,106	866,761
<b>Average List Price</b>			<b>308,497</b>	169,152	260,752	424,044	559,841
<b>Total Closed Units</b>			<b>920</b>	111	511	258	40
<b>Total Closed Volume</b>			<b>283,817,035</b>	18.78M	133.24M	109.40M	22.39M



# December 2024



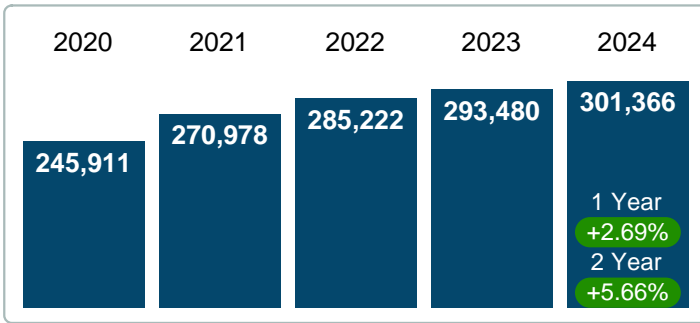
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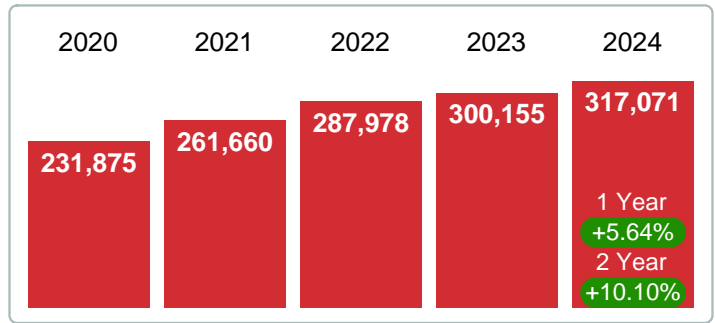
## AVERAGE SOLD PRICE AT CLOSING

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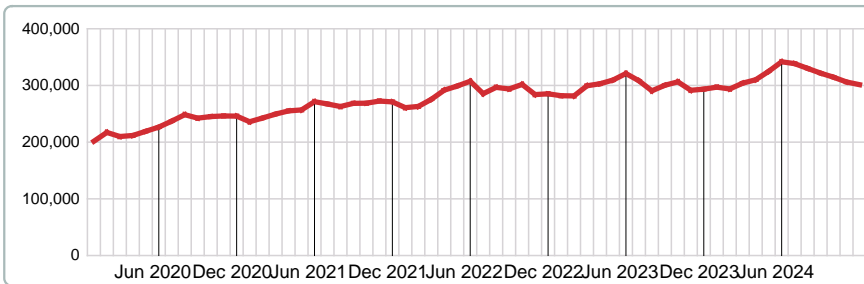
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

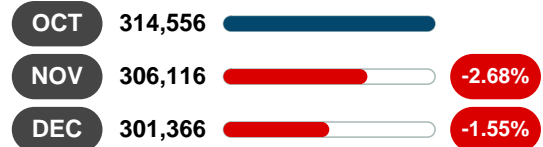


### 3 MONTHS

5 year DEC AVG = 279,391

High Jun 2024 341,729 Low Jan 2020 201,604

Average Sold Price at Closing this month at **301,366** above the 5 yr DEC average of **279,391**



### 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	10.43%	90,221	83,433	96,978	92,967	0
\$125,001 - \$175,000	10.98%	152,707	149,875	154,245	152,036	0
\$175,001 - \$200,000	8.48%	188,124	184,429	188,687	187,929	179,900
\$200,001 - \$275,000	25.87%	236,831	246,750	234,470	242,317	250,286
\$275,001 - \$350,000	17.83%	307,476	311,059	304,390	311,916	286,900
\$350,001 - \$475,000	14.67%	404,215	437,700	398,248	404,580	421,090
\$475,001 and up	11.74%	714,236	527,500	636,288	711,522	852,200
<b>Average Sold Price</b>		<b>301,366</b>	<b>165,193</b>	<b>254,840</b>	<b>413,304</b>	<b>551,618</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>920</b>	<b>111</b>	<b>511</b>	<b>258</b>	<b>40</b>
<b>Total Closed Volume</b>		<b>277,256,875</b>	<b>18.34M</b>	<b>130.22M</b>	<b>106.63M</b>	<b>22.06M</b>

# December 2024



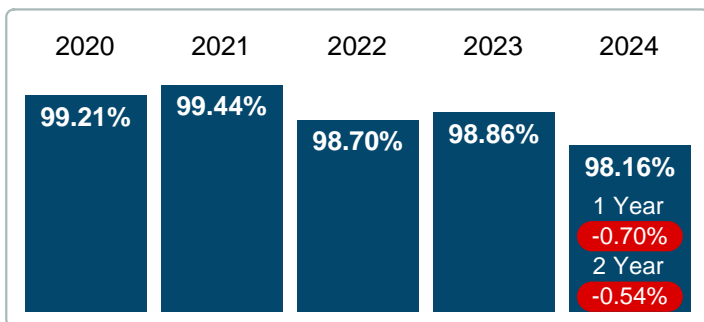
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



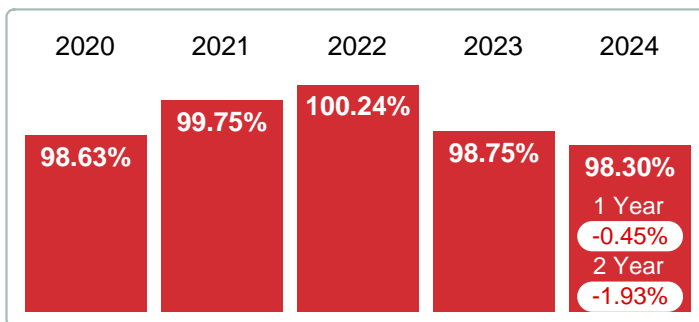
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jan 13, 2025 for MLS Technology Inc.

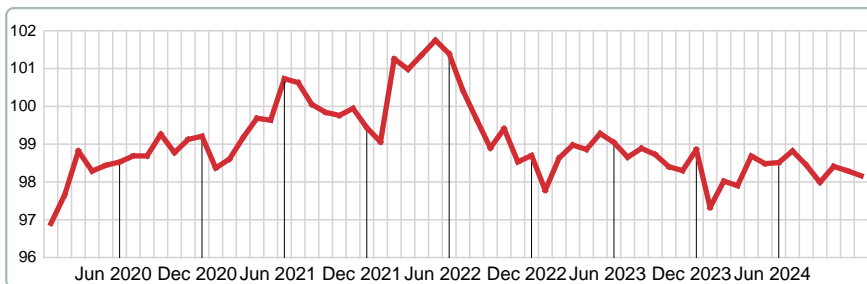
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

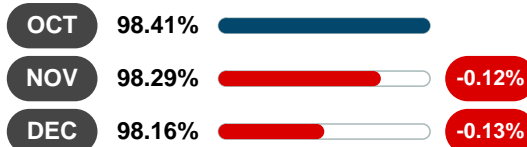


### 3 MONTHS

5 year DEC AVG = 98.87%

High May 2022 101.75% Low Jan 2020 96.90%

Average Sold/List Ratio this month at **98.16%** below the 5 yr DEC average of **98.87%**



### 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	96	10.43%	97.18%	99.76%	94.82%	93.03%	0.00%	
\$125,001 - \$175,000	101	10.98%	97.42%	97.77%	97.17%	97.95%	0.00%	
\$175,001 - \$200,000	78	8.48%	99.19%	96.37%	99.79%	95.55%	106.45%	
\$200,001 - \$275,000	238	25.87%	98.27%	98.86%	97.98%	99.61%	96.49%	
\$275,001 - \$350,000	164	17.83%	98.14%	98.84%	97.93%	98.11%	100.54%	
\$350,001 - \$475,000	135	14.67%	98.41%	102.35%	98.09%	98.25%	99.33%	
\$475,001 and up	108	11.74%	98.47%	96.43%	100.95%	97.58%	98.84%	
Average Sold/List Ratio		98.20%		98.88%	97.96%	98.14%	98.95%	
Total Closed Units		920	100%	98.20%	111	511	258	40
Total Closed Volume		277,256,875			18.34M	130.22M	106.63M	22.06M

# December 2024



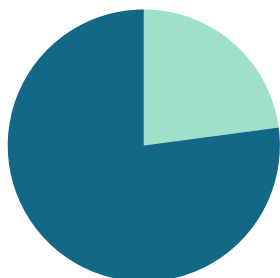
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MARKET SUMMARY

Report produced on Jan 13, 2025 for MLS Technology Inc.

### INVENTORY

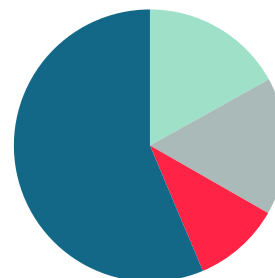


**Inventory**  
 New Listings  
**1,028 = 22.89%**  
 Start Inventory  
**3,463**  
 Total Inventory Units  
**4,491**  
 Volume  
**\$1,739,324,194**

### Market Activity

Closed Sales  
**920 = 16.92%**  
 Pending Sales  
**889 = 16.35%**  
 Other Off Market  
**564 = 10.37%**  
 Active Inventory  
**3,065 = 56.36%**

### MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	870	920	5.75%	12,335	12,623	2.33%
Pending Sales	788	889	12.82%	12,641	12,967	2.58%
New Listings	983	1,028	4.58%	16,578	17,868	7.78%
Average List Price	299,163	308,497	3.12%	305,165	323,592	6.04%
Average Sale Price	293,480	301,366	2.69%	300,155	317,071	5.64%
Average Percent of Selling Price to List Price	98.86%	98.16%	-0.70%	98.75%	98.30%	-0.45%
Average Days on Market to Sale	34.57	42.72	23.59%	30.94	37.95	22.65%
Monthly Inventory	2,635	3,065	16.32%	2,635	3,065	16.32%
Months Supply of Inventory	2.56	2.91	13.66%	2.56	2.91	13.66%

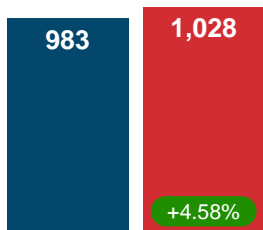
**Absorption:** Last 12 months, an Average of **1,052** Sales/Month

**Inventory** on December 31, 2024 = **3,065** 2023 2024

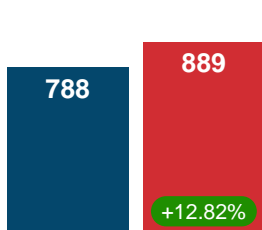
### DECEMBER MARKET

### AVERAGE PRICES

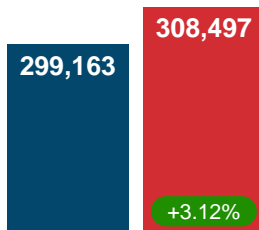
#### New Listings



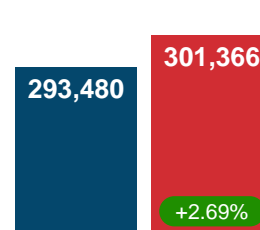
#### Pending Listings



#### List Price



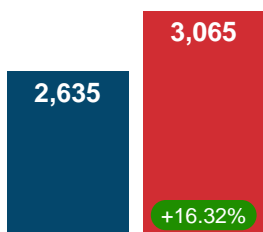
#### Sale Price



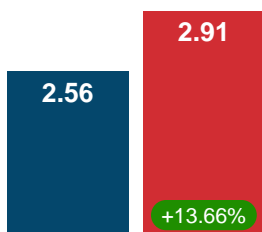
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

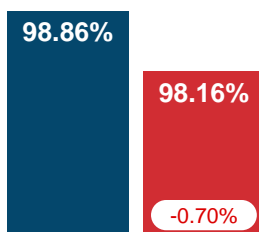
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

