



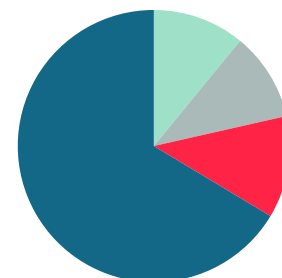
Area Delimited by County Of Mayes - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	December		
	2023	2024	+/-%
Closed Listings	34	27	-20.59%
Pending Listings	16	26	62.50%
New Listings	29	50	72.41%
Average List Price	281,961	223,321	-20.80%
Average Sale Price	271,200	216,894	-20.02%
Average Percent of Selling Price to List Price	100.28%	96.94%	-3.33%
Average Days on Market to Sale	38.68	57.22	47.95%
End of Month Inventory	151	164	8.61%
Months Supply of Inventory	4.09	4.80	17.35%



■ Closed (10.93%)  
■ Pending (10.53%)  
■ Other OffMarket (12.15%)  
■ Active (66.40%)

**Absorption:** Last 12 months, an Average of **34** Sales/Month  
**Active Inventory** as of December 31, 2024 = **164**

### Analysis Wrap-Up

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

The total housing inventory at the end of December 2024 rose **8.61%** to 164 existing homes available for sale. Over the last 12 months this area has had an average of 34 closed sales per month. This represents an unsold inventory index of **4.80** 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 **20.02%** in December 2024 to \$216,894 versus the previous year at \$271,200.

#### Average Days on Market Lengthens

The average number of **57.22** days that homes spent on the market before selling increased by 18.55 days or **47.95%** in December 2024 compared to last year's same month at **38.68** DOM.

#### Sales Success for December 2024 is Positive

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

There were 50 New Listings in December 2024, up **72.41%** from last year at 29. Furthermore, there were 27 Closed Listings this month versus last year at 34, a **-20.59%** decrease.

Closed versus Listed trends yielded a **54.0%** ratio, down from previous year's, December 2023, at **117.2%**, a **53.94%** 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

# December 2024



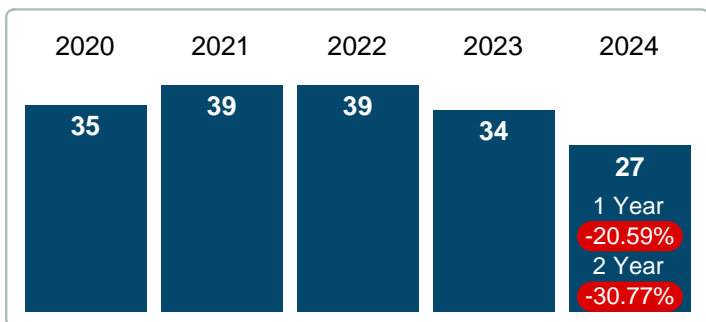
Area Delimited by County Of Mayes - Residential Property Type



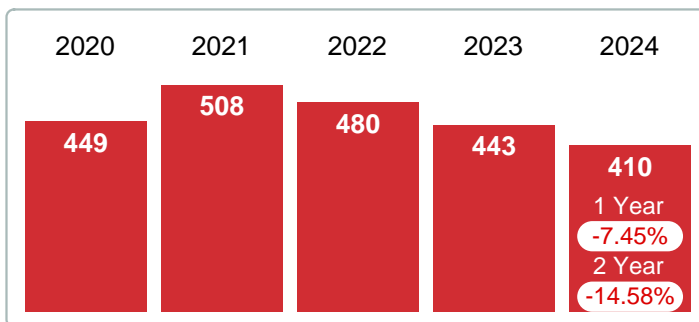
## CLOSED LISTINGS

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

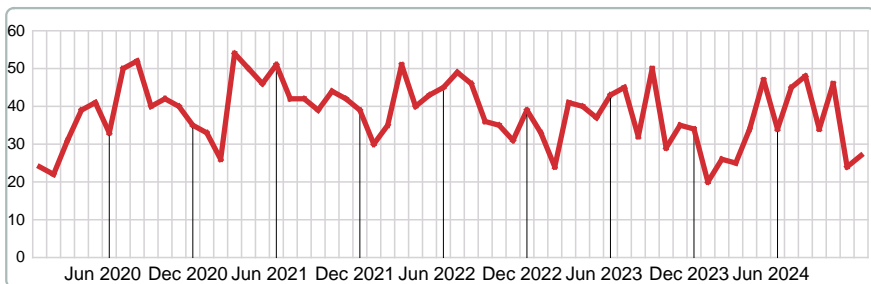
### DECEMBER



### YEAR TO DATE (YTD)

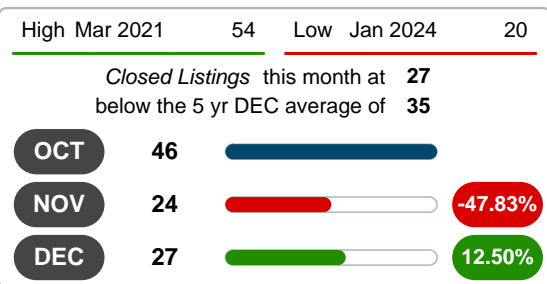


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 35



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	2	7.41%	13.0	2	0	0	0
\$50,001 - \$125,000	3	11.11%	32.0	2	1	0	0
\$125,001 - \$175,000	4	14.81%	50.0	0	4	0	0
\$175,001 - \$225,000	8	29.63%	49.3	1	6	1	0
\$225,001 - \$275,000	3	11.11%	108.3	1	2	0	0
\$275,001 - \$325,000	4	14.81%	51.5	0	3	1	0
\$325,001 and up	3	11.11%	99.3	1	1	0	1
<b>Total Closed Units</b>	<b>27</b>			<b>7</b>	<b>17</b>	<b>2</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>5,856,149</b>	<b>100%</b>	<b>57.2</b>	<b>1.05M</b>	<b>3.77M</b>	<b>476.00K</b>	<b>560.00K</b>
<b>Average Closed Price</b>	<b>\$216,894</b>			<b>\$150,500</b>	<b>\$221,568</b>	<b>\$238,000</b>	<b>\$560,000</b>

# December 2024



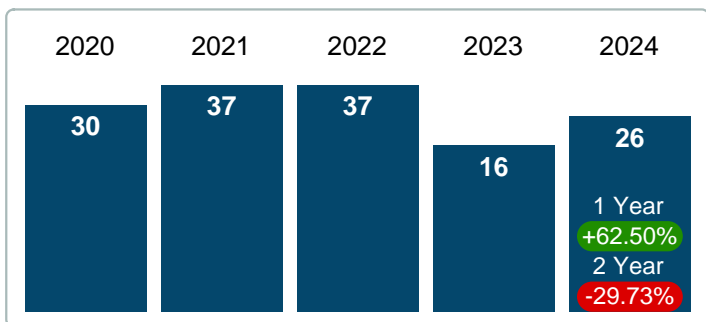
Area Delimited by County Of Mayes - Residential Property Type



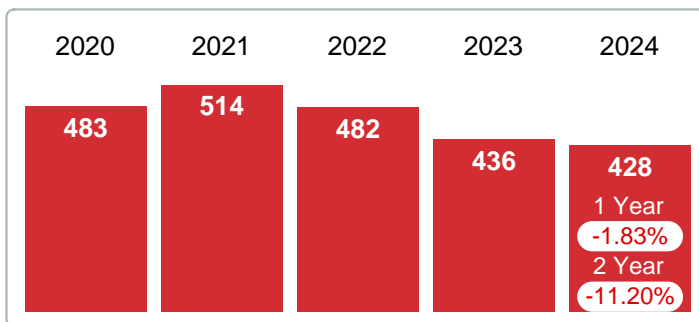
## PENDING LISTINGS

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

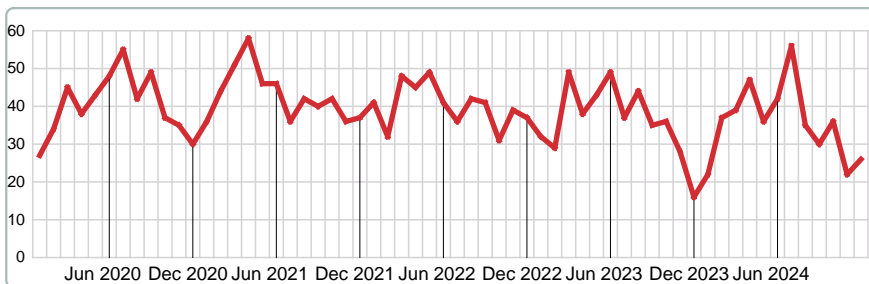
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 29

High Apr 2021 58 | Low Dec 2023 16

Pending Listings this month at **26**  
 below the 5 yr DEC average of **29**

- OCT** 36
- NOV** 22 (-38.89%)
- DEC** 26 (18.18%)

### 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	1	3.85%	14.0	1	0	0	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$175,000	10	38.46%	41.1	2	6	2	0
\$175,001 - \$225,000	4	15.38%	62.5	1	2	1	0
\$225,001 - \$275,000	2	7.69%	94.5	0	1	1	0
\$275,001 - \$350,000	7	26.92%	62.1	1	6	0	0
\$350,001 and up	2	7.69%	45.5	0	2	0	0
<b>Total Pending Units</b>	<b>26</b>			<b>5</b>	<b>17</b>	<b>4</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>5,788,498</b>	<b>100%</b>	<b>46.5</b>	<b>790.00K</b>	<b>4.32M</b>	<b>677.50K</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$208,250</b>			<b>\$158,000</b>	<b>\$254,176</b>	<b>\$169,375</b>	<b>\$0</b>

# December 2024



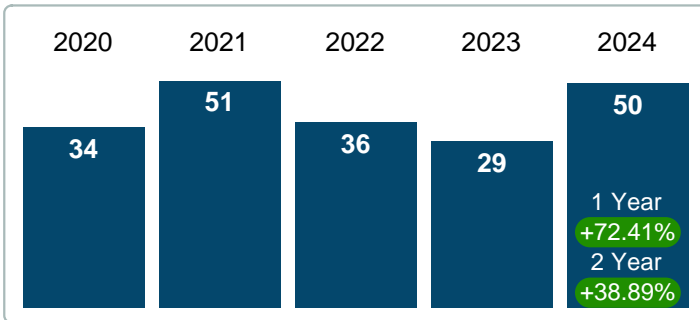
Area Delimited by County Of Mayes - Residential Property Type



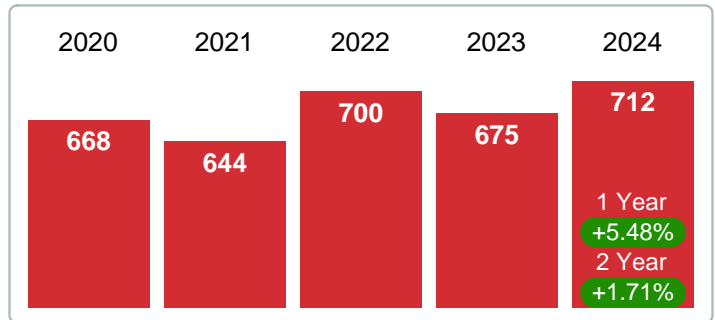
## NEW LISTINGS

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

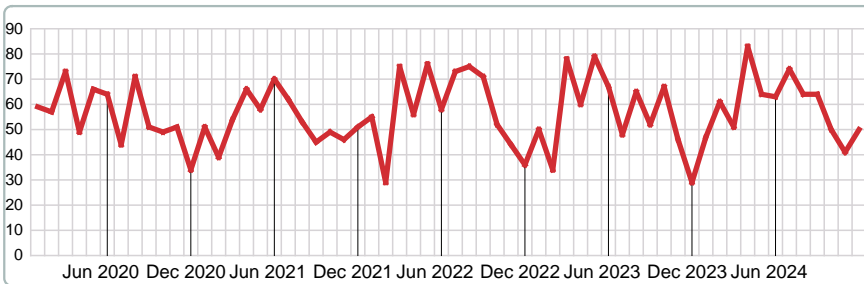
### DECEMBER



### YEAR TO DATE (YTD)

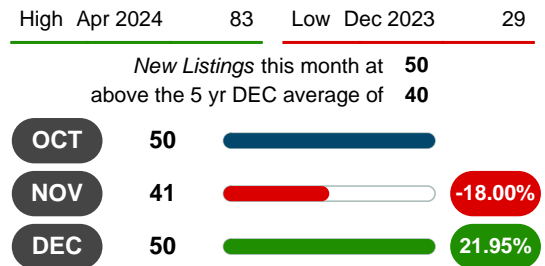


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 40



### 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	5	10.00%	0	2	3	0
\$125,001 - \$175,000	6	12.00%	3	3	0	0
\$175,001 - \$225,000	8	16.00%	1	7	0	0
\$225,001 - \$325,000	13	26.00%	0	10	1	2
\$325,001 - \$375,000	7	14.00%	1	4	2	0
\$375,001 - \$575,000	7	14.00%	1	4	2	0
\$575,001 and up	4	8.00%	0	0	2	2
<b>Total New Listed Units</b>	<b>50</b>		<b>6</b>	<b>30</b>	<b>10</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>17,617,099</b>	<b>100%</b>	<b>1.52M</b>	<b>8.05M</b>	<b>3.56M</b>	<b>4.49M</b>
<b>Average New Listed Listing Price</b>	<b>\$200,000</b>		<b>\$253,983</b>	<b>\$268,323</b>	<b>\$355,790</b>	<b>\$1,121,405</b>

# December 2024



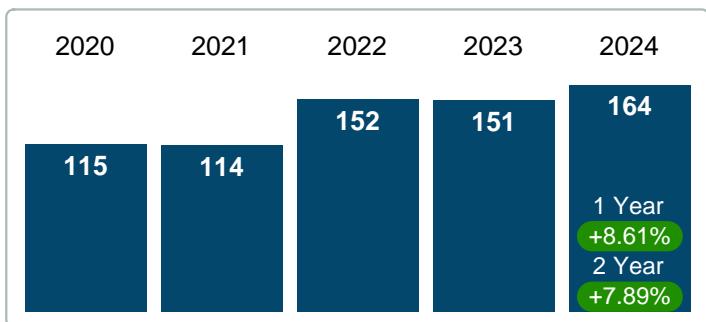
Area Delimited by County Of Mayes - Residential Property Type



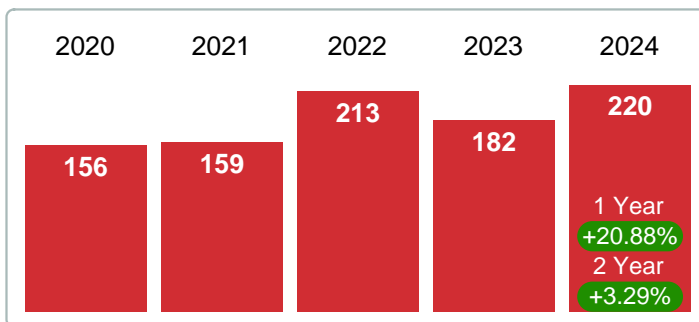
## ACTIVE INVENTORY

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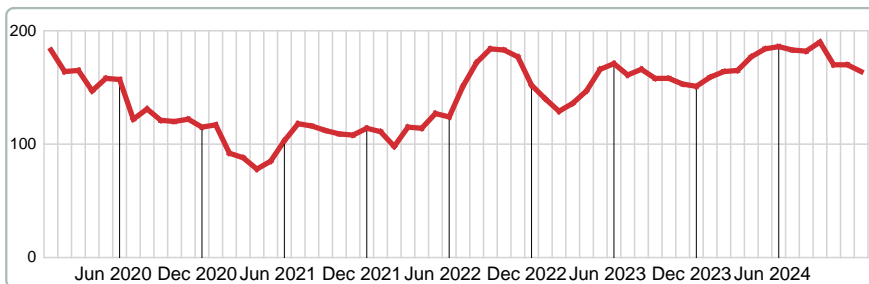
### END OF DECEMBER



### ACTIVE DURING DECEMBER

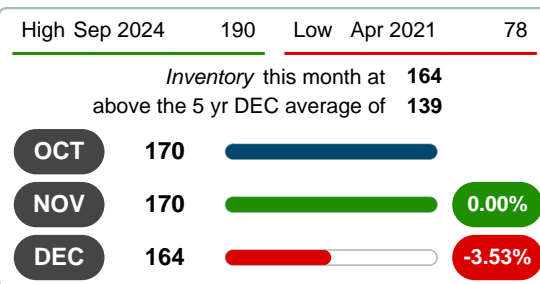


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 139



### 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	9	5.49%	43.3	4	2	2	1
\$125,001 - \$175,000	20	12.20%	82.3	7	10	2	1
\$175,001 - \$225,000	20	12.20%	65.9	0	17	3	0
\$225,001 - \$350,000	52	31.71%	91.0	2	37	10	3
\$350,001 - \$475,000	25	15.24%	89.5	3	8	13	1
\$475,001 - \$675,000	20	12.20%	113.6	1	11	6	2
\$675,001 and up	18	10.98%	99.1	0	5	6	7
<b>Total Active Inventory by Units</b>	<b>164</b>			<b>17</b>	<b>90</b>	<b>42</b>	<b>15</b>
<b>Total Active Inventory by Volume</b>	<b>69,321,393</b>	<b>100%</b>	<b>87.6</b>	<b>3.70M</b>	<b>30.37M</b>	<b>21.56M</b>	<b>13.69M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$422,691</b>			<b>\$217,835</b>	<b>\$337,403</b>	<b>\$513,414</b>	<b>\$912,568</b>

# December 2024



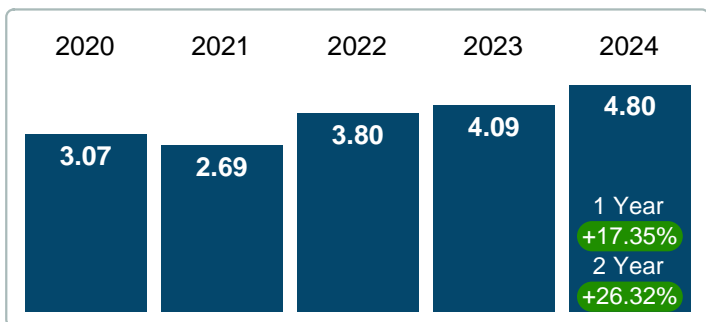
Area Delimited by County Of Mayes - Residential Property Type



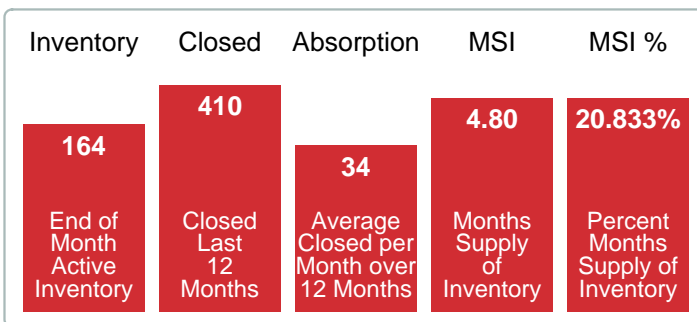
## MONTHS SUPPLY of INVENTORY (MSI)

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

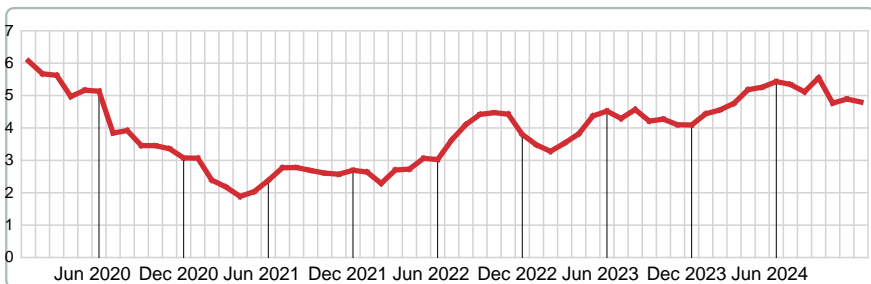
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2024



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 3.69

High Jan 2020 6.07 Low Apr 2021 1.89

Months Supply this month at **4.80**  
above the 5 yr DEC average of **3.69**



### 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	9	5.49%	1.29	1.12	0.63	8.00	0.00
\$125,001 - \$175,000	20	12.20%	3.53	7.64	2.35	4.00	0.00
\$175,001 - \$225,000	20	12.20%	3.00	0.00	3.19	6.00	0.00
\$225,001 - \$350,000	52	31.71%	5.52	2.67	6.17	4.00	18.00
\$350,001 - \$475,000	25	15.24%	9.09	9.00	6.86	12.00	6.00
\$475,001 - \$675,000	20	12.20%	10.91	12.00	11.00	9.00	24.00
\$675,001 and up	18	10.98%	21.60	0.00	30.00	12.00	84.00
Market Supply of Inventory (MSI)			4.80	2.58	4.27	7.00	30.00
Total Active Inventory by Units		100%	4.80	17	90	42	15

# December 2024



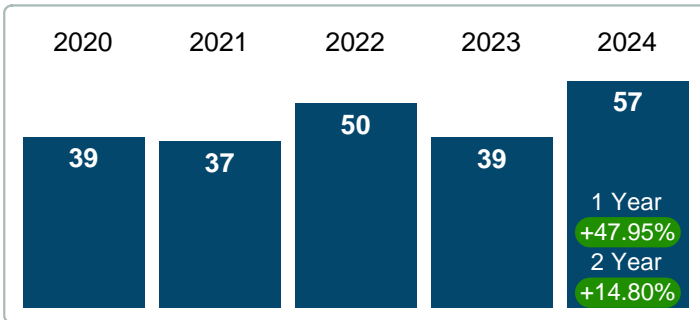
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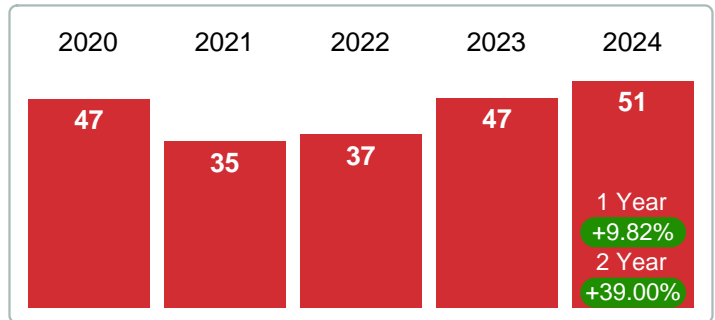
## AVERAGE DAYS ON MARKET TO SALE

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

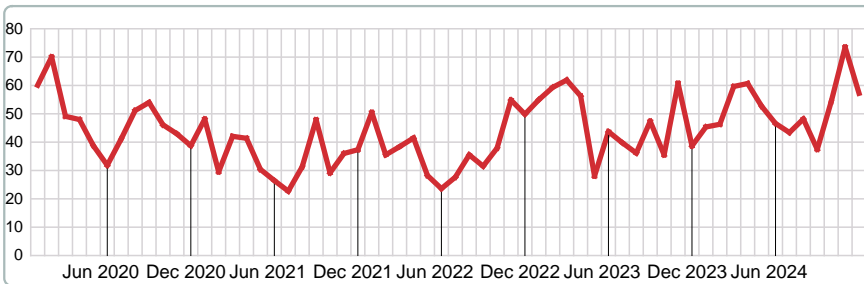
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

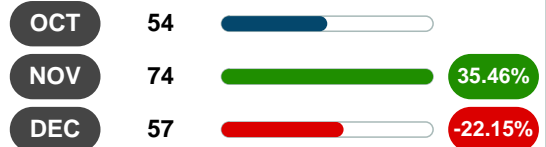


### 3 MONTHS

5 year DEC AVG = 44

High Nov 2024 74 Low Jul 2021 23

Average Days on Market to Sale this month at 57 above the 5 yr DEC average of 44



### 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
\$50,000 and less	7.41%	13	13	0	0	0
\$50,001 - \$125,000	11.11%	32	45	7	0	0
\$125,001 - \$175,000	14.81%	50	0	50	0	0
\$175,001 - \$225,000	29.63%	49	1	53	74	0
\$225,001 - \$275,000	11.11%	108	127	99	0	0
\$275,001 - \$325,000	14.81%	52	0	60	26	0
\$325,001 and up	11.11%	99	17	214	0	67
<b>Average Closed DOM</b>		<b>57</b>	<b>37</b>	<b>66</b>	<b>50</b>	<b>67</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>57</b>	<b>7</b>	<b>17</b>	<b>2</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>5,856,149</b>	<b>1.05M</b>	<b>3.77M</b>	<b>476.00K</b>	<b>560.00K</b>

# December 2024



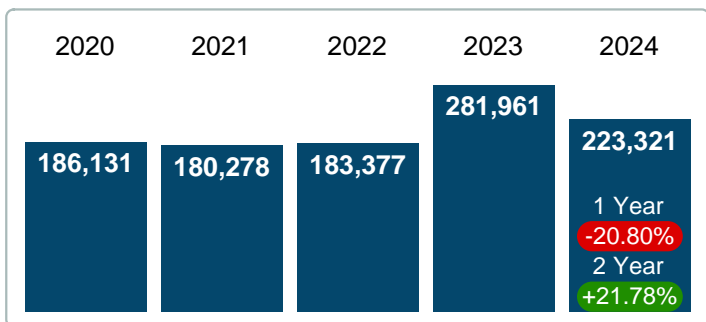
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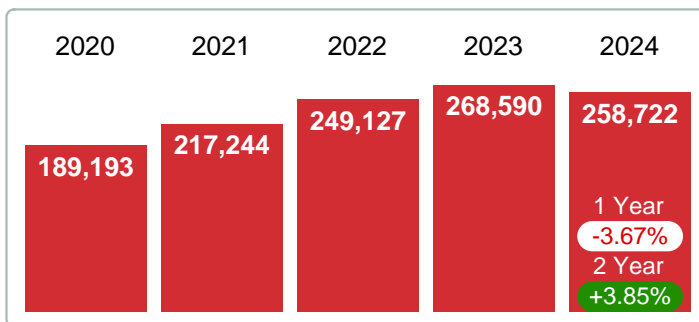
## AVERAGE LIST PRICE AT CLOSING

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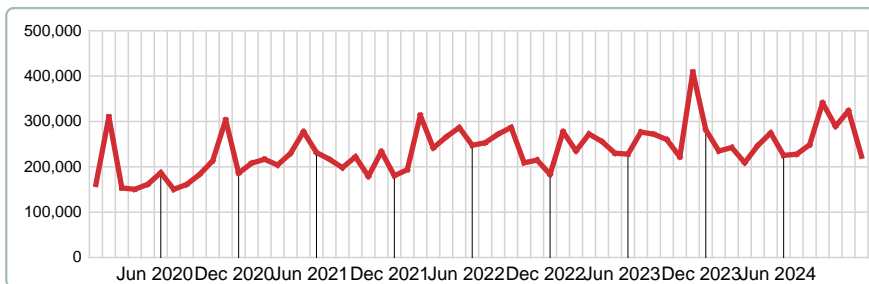
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

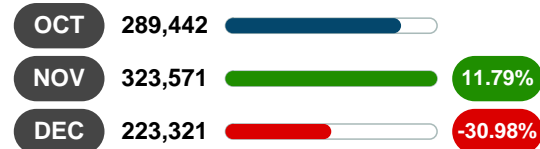


### 3 MONTHS

5 year DEC AVG = 211,013

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

Average List Price at Closing this month at **223,321** above the 5 yr DEC average of **211,013**



### 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
\$50,000 and less	7.41%	47,250	47,250	0	0	0
\$50,001 - \$125,000	11.11%	99,833	90,250	119,000	0	0
\$125,001 - \$175,000	11.11%	146,500	0	154,625	0	0
\$175,001 - \$225,000	22.22%	202,650	200,000	227,476	189,000	0
\$225,001 - \$275,000	25.93%	250,836	274,900	244,500	0	0
\$275,001 - \$325,000	11.11%	297,300	0	293,300	287,000	0
\$325,001 and up	11.11%	444,167	350,000	395,000	0	587,500
<b>Average List Price</b>		<b>223,321</b>	<b>157,129</b>	<b>227,427</b>	<b>238,000</b>	<b>587,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>223,321</b>	<b>7</b>	<b>17</b>	<b>2</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>6,029,654</b>	<b>1.10M</b>	<b>3.87M</b>	<b>476.00K</b>	<b>587.50K</b>



# December 2024



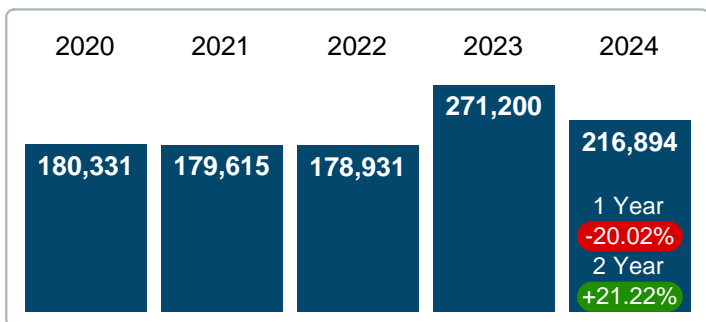
Area Delimited by County Of Mayes - Residential Property Type



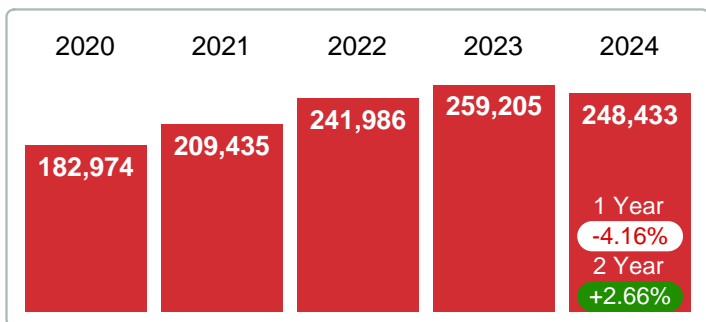
## AVERAGE SOLD PRICE AT CLOSING

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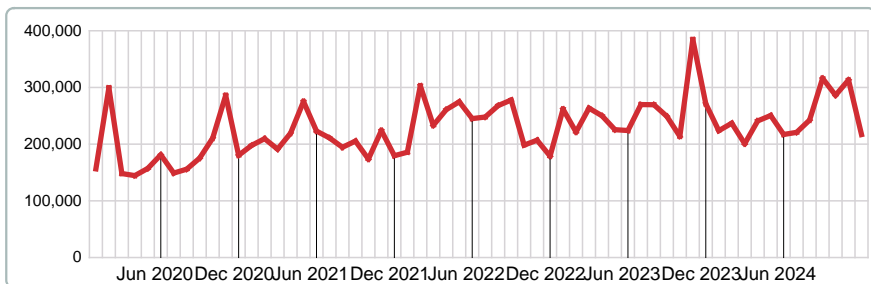
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

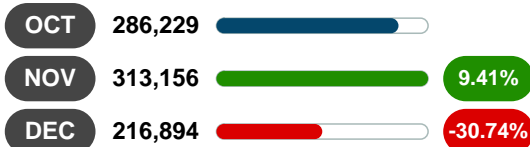


### 3 MONTHS

5 year DEC AVG = 205,394

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

Average Sold Price at Closing this month at **216,894** above the 5 yr DEC average of **205,394**



### 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
\$50,000 and less	7.41%	43,500	43,500	0	0	0
\$50,001 - \$125,000	11.11%	99,333	86,500	125,000	0	0
\$125,001 - \$175,000	14.81%	149,463	0	149,463	0	0
\$175,001 - \$225,000	29.63%	209,100	200,000	213,967	189,000	0
\$225,001 - \$275,000	11.11%	248,667	256,000	245,000	0	0
\$275,001 - \$325,000	14.81%	289,250	0	290,000	287,000	0
\$325,001 and up	11.11%	432,500	337,500	400,000	0	560,000
<b>Average Sold Price</b>		<b>216,894</b>	<b>150,500</b>	<b>221,568</b>	<b>238,000</b>	<b>560,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>27</b>	<b>7</b>	<b>17</b>	<b>2</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>5,856,149</b>	<b>1.05M</b>	<b>3.77M</b>	<b>476.00K</b>	<b>560.00K</b>

# December 2024



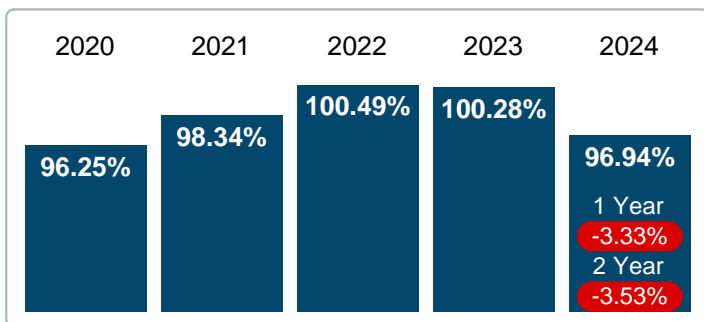
Area Delimited by County Of Mayes - Residential Property Type



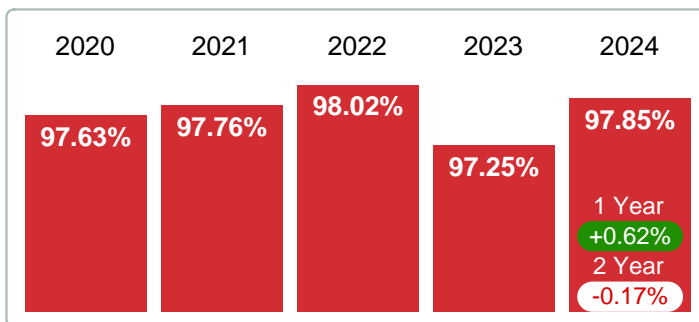
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

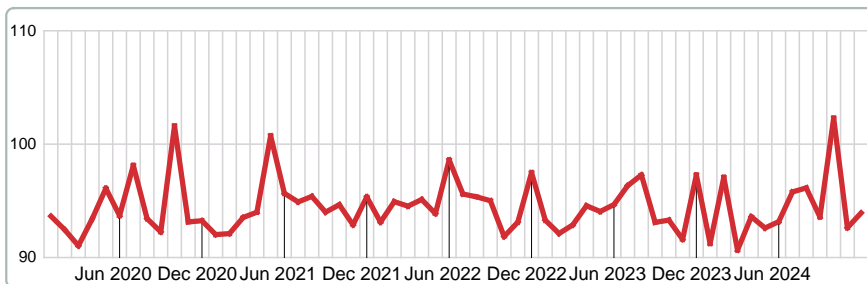
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

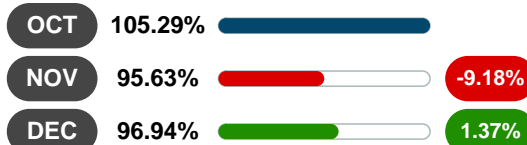


### 3 MONTHS

5 year DEC AVG = 98.46%

High Oct 2024 105.29% Low Mar 2024 93.66%

Average Sold/List Ratio this month at **96.94%**  
below the 5 yr DEC average of **98.46%**



## 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
\$50,000 and less	2	7.41%	91.94%	91.94%	0.00%	0.00%	0.00%
\$50,001 - \$125,000	3	11.11%	98.69%	95.51%	105.04%	0.00%	0.00%
\$125,001 - \$175,000	4	14.81%	97.20%	0.00%	97.20%	0.00%	0.00%
\$175,001 - \$225,000	8	29.63%	95.63%	100.00%	94.18%	100.00%	0.00%
\$225,001 - \$275,000	3	11.11%	97.85%	93.12%	100.21%	0.00%	0.00%
\$275,001 - \$325,000	4	14.81%	99.23%	0.00%	98.98%	100.00%	0.00%
\$325,001 and up	3	11.11%	97.67%	96.43%	101.27%	0.00%	95.32%
Average Sold/List Ratio		96.90%		94.92%	97.50%	100.00%	95.32%
Total Closed Units		27	100%	7	17	2	1
Total Closed Volume		5,856,149		1.05M	3.77M	476.00K	560.00K

# December 2024



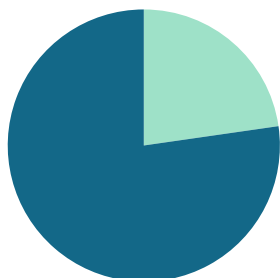
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

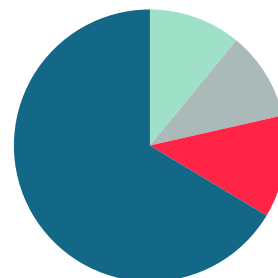


**Inventory**  
 New Listings  
**50 = 22.73%**  
 Start Inventory  
**170**  
 Total Inventory Units  
**220**  
 Volume  
**\$90,368,090**

### Market Activity

Closed Sales  
**27 = 10.93%**  
 Pending Sales  
**26 = 10.53%**  
 Other Off Market  
**30 = 12.15%**  
 Active Inventory  
**164 = 66.40%**

### MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	34	27	-20.59%	443	410	-7.45%
Pending Sales	16	26	62.50%	436	428	-1.83%
New Listings	29	50	72.41%	675	712	5.48%
Average List Price	281,961	223,321	-20.80%	268,590	258,722	-3.67%
Average Sale Price	271,200	216,894	-20.02%	259,205	248,433	-4.16%
Average Percent of Selling Price to List Price	100.28%	96.94%	-3.33%	97.25%	97.85%	0.62%
Average Days on Market to Sale	38.68	57.22	47.95%	46.79	51.39	9.82%
Monthly Inventory	151	164	8.61%	151	164	8.61%
Months Supply of Inventory	4.09	4.80	17.35%	4.09	4.80	17.35%

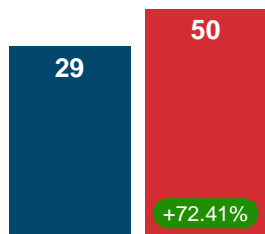
**Absorption:** Last 12 months, an Average of **34** Sales/Month

**Inventory** on December 31, 2024 = **164** 2023 2024

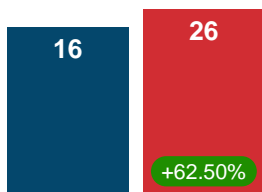
### DECEMBER MARKET

### AVERAGE PRICES

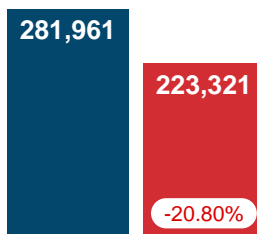
#### New Listings



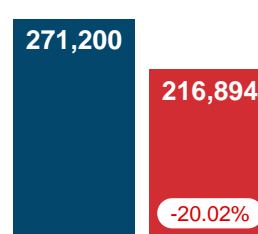
#### Pending Listings



#### List Price



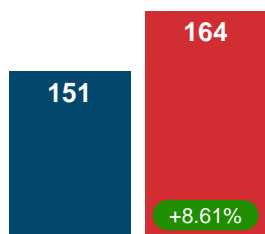
#### Sale Price



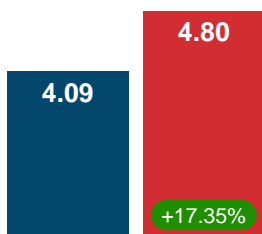
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

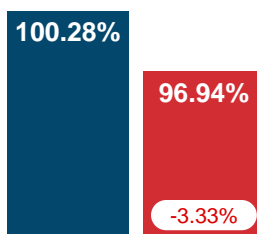
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

