



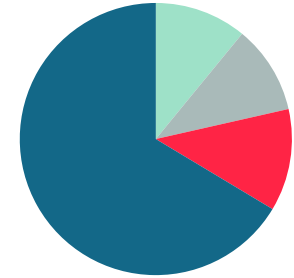
Area Delimited by County Of Mayes - Residential Property Type



## 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%
Median List Price	209,250	219,000	4.66%
Median Sale Price	208,000	214,900	3.32%
Median Percent of Selling Price to List Price	97.98%	97.82%	-0.16%
Median Days on Market to Sale	20.00	45.00	125.00%
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.

#### Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **3.32%** in December 2024 to \$214,900 versus the previous year at \$208,000.

#### Median Days on Market Lengthens

The median number of **45.00** days that homes spent on the market before selling increased by 25.00 days or **125.00%** in December 2024 compared to last year's same month at **20.00** DOM.

#### Sales Success for December 2024 is Positive

Overall, with Median Prices going up 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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



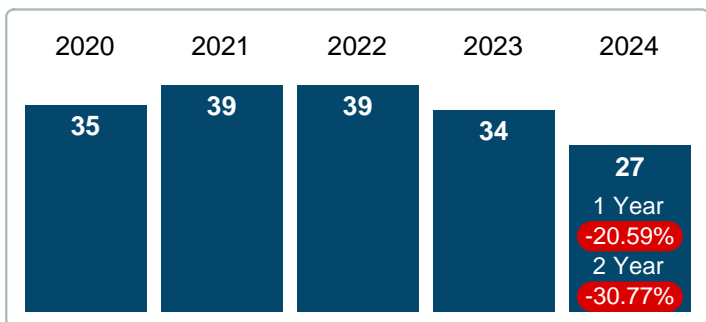
Area Delimited by County Of Mayes - Residential Property Type



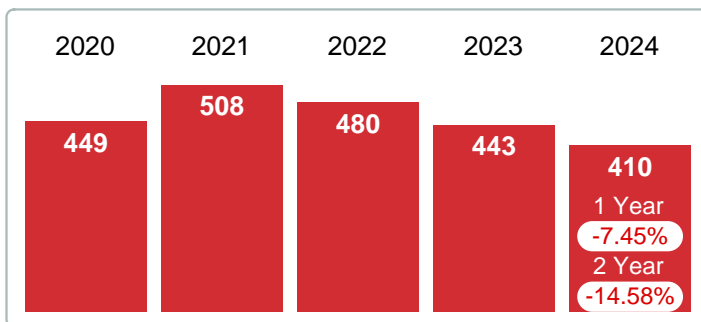
## CLOSED LISTINGS

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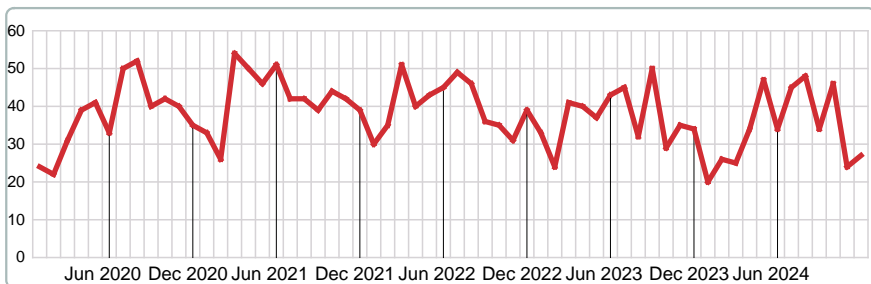
### DECEMBER



### YEAR TO DATE (YTD)

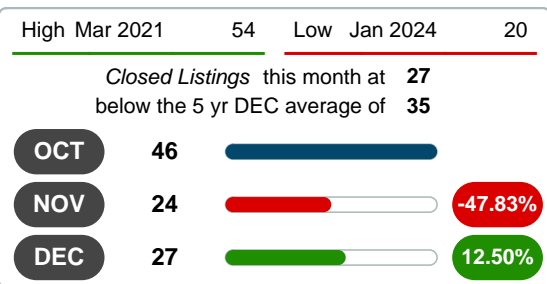


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 35



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	7.0	2	1	0	0
\$125,001 - \$175,000	4	14.81%	35.5	0	4	0	0
\$175,001 - \$225,000	8	29.63%	47.5	1	6	1	0
\$225,001 - \$275,000	3	11.11%	127.0	1	2	0	0
\$275,001 - \$325,000	4	14.81%	45.5	0	3	1	0
\$325,001 and up	3	11.11%	67.0	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>45.0</b>	<b>1.05M</b>	<b>3.77M</b>	<b>476.00K</b>	<b>560.00K</b>
<b>Median Closed Price</b>	<b>\$214,900</b>			<b>\$105,000</b>	<b>\$219,900</b>	<b>\$238,000</b>	<b>\$560,000</b>

# December 2024



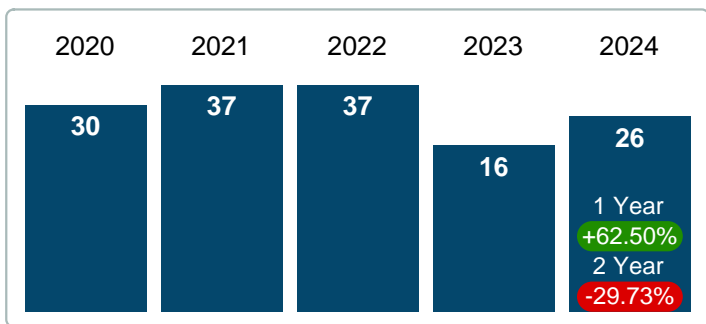
Area Delimited by County Of Mayes - Residential Property Type



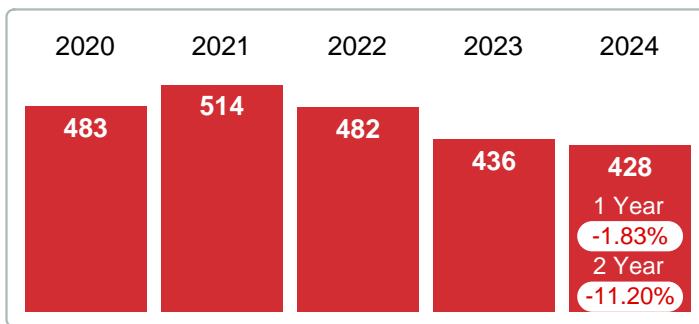
## PENDING LISTINGS

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

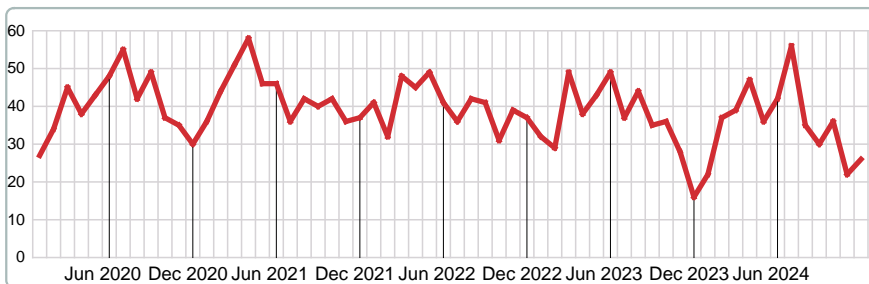
### DECEMBER



### 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 (Blue bar)
- NOV** 22 (-38.89% vs Dec) (Red bar)
- DEC** 26 (18.18% vs 5yr Avg) (Green bar)

### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	14.0	0	0	0	0
\$75,001 - \$175,000	10	38.46%	31.5	2	6	2	0
\$175,001 - \$225,000	4	15.38%	53.0	1	2	1	0
\$225,001 - \$275,000	2	7.69%	94.5	0	1	1	0
\$275,001 - \$350,000	7	26.92%	65.0	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>41.0</b>	<b>790.00K</b>	<b>4.32M</b>	<b>677.50K</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$202,500</b>			<b>\$95,000</b>	<b>\$239,900</b>	<b>\$182,000</b>	<b>\$0</b>

# December 2024



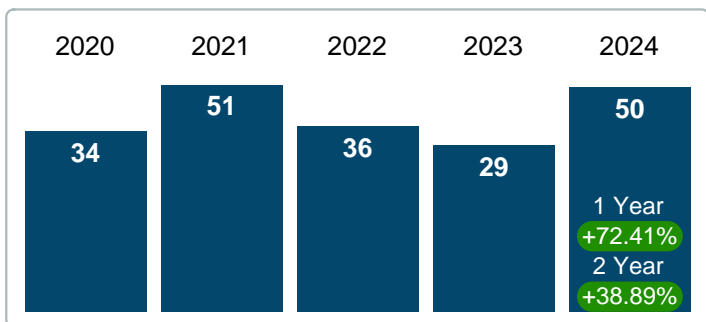
Area Delimited by County Of Mayes - Residential Property Type



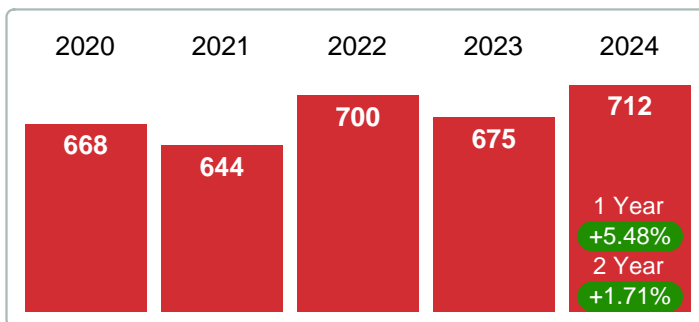
## NEW LISTINGS

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

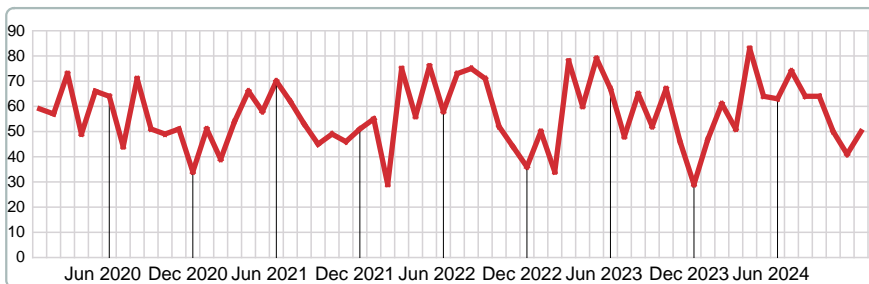
### DECEMBER



### YEAR TO DATE (YTD)

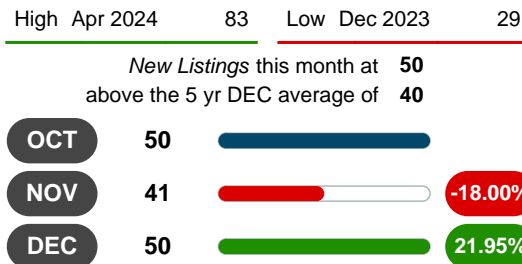


### 5 YEAR MARKET ACTIVITY TRENDS



### 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>Median New Listed Listing Price</b>	<b>\$265,610</b>		<b>\$180,000</b>	<b>\$244,900</b>	<b>\$345,000</b>	<b>\$659,950</b>

# December 2024



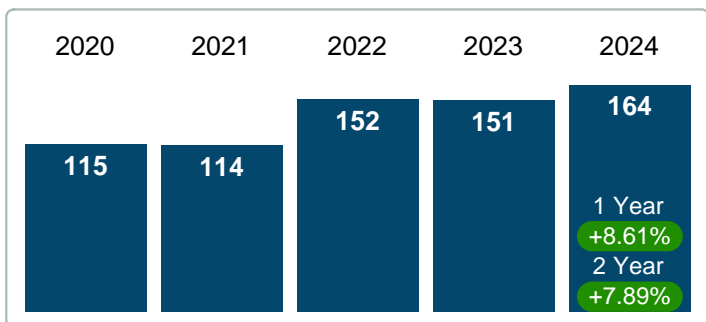
Area Delimited by County Of Mayes - Residential Property Type



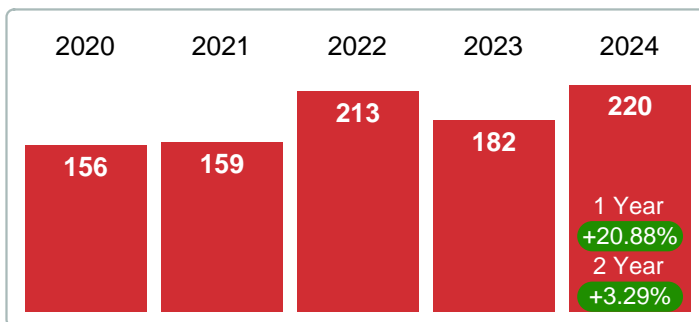
## ACTIVE INVENTORY

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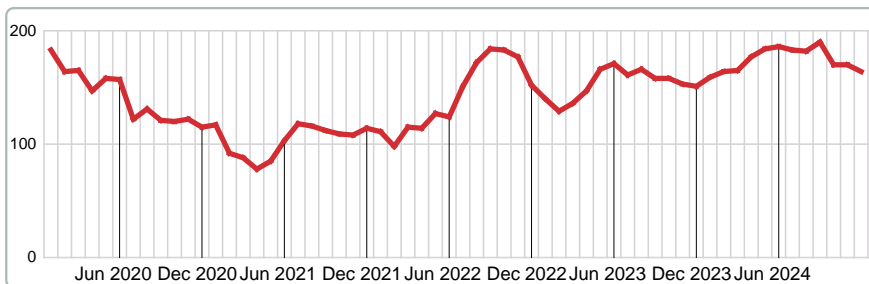
### END OF DECEMBER



### ACTIVE DURING DECEMBER

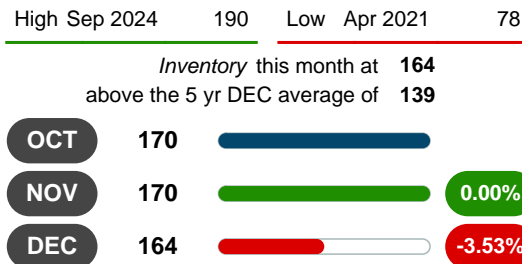


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 139



## INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	9	5.49%	35.0	4	2	2	1
\$125,001 - \$175,000	20	12.20%	72.5	7	10	2	1
\$175,001 - \$225,000	20	12.20%	67.0	0	17	3	0
\$225,001 - \$350,000	52	31.71%	70.5	2	37	10	3
\$350,001 - \$475,000	25	15.24%	77.0	3	8	13	1
\$475,001 - \$675,000	20	12.20%	90.5	1	11	6	2
\$675,001 and up	18	10.98%	75.0	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>73.5</b>	<b>3.70M</b>	<b>30.37M</b>	<b>21.56M</b>	<b>13.69M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$290,200</b>			<b>\$155,000</b>	<b>\$249,950</b>	<b>\$378,500</b>	<b>\$650,000</b>

# December 2024



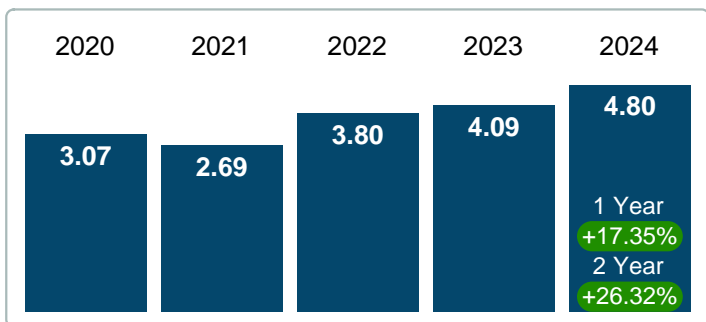
Area Delimited by County Of Mayes - Residential Property Type



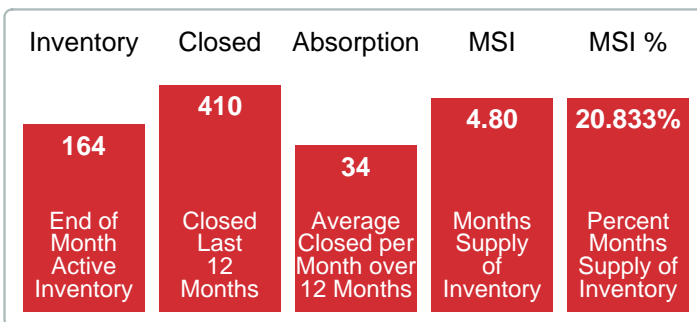
## MONTHS SUPPLY of INVENTORY (MSI)

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

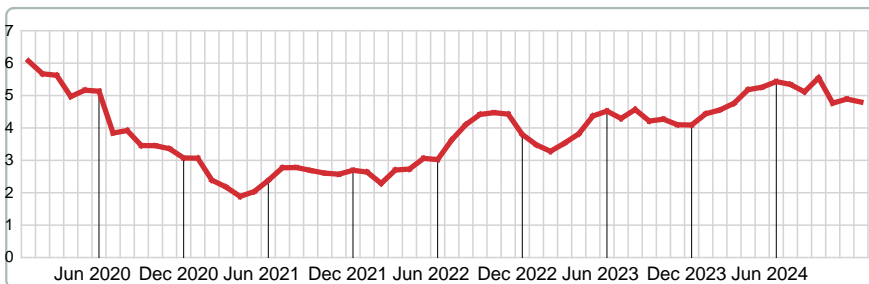
### MSI FOR DECEMBER



### 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



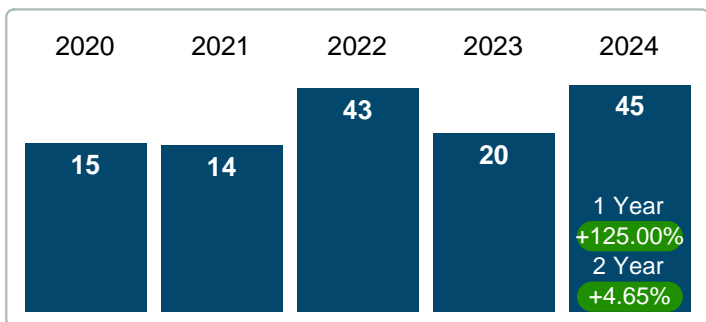
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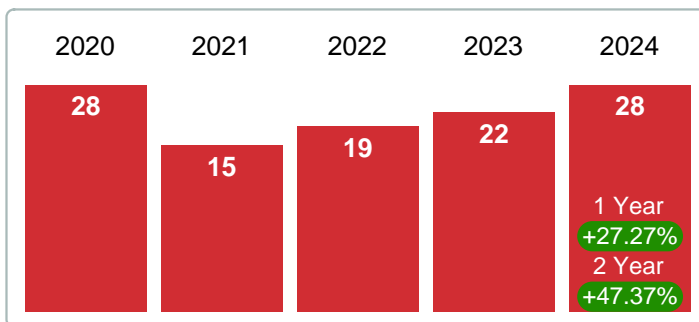
## MEDIAN DAYS ON MARKET TO SALE

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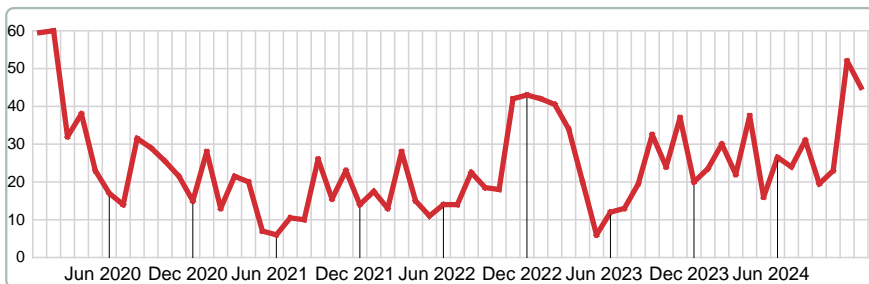
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

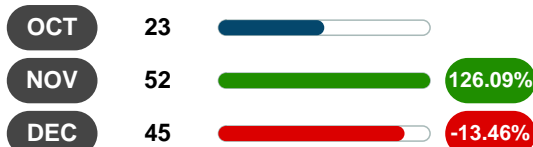


### 3 MONTHS

5 year DEC AVG = 27

High Feb 2020 60 Low May 2023 6

Median Days on Market to Sale this month at 45 above the 5 yr DEC average of 27



### 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
\$50,000 and less	7.41%	13	13	0	0	0
\$50,001 - \$125,000	11.11%	7	45	7	0	0
\$125,001 - \$175,000	14.81%	36	0	36	0	0
\$175,001 - \$225,000	29.63%	48	1	50	74	0
\$225,001 - \$275,000	11.11%	127	127	99	0	0
\$275,001 - \$325,000	14.81%	46	0	65	26	0
\$325,001 and up	11.11%	67	17	214	0	67
Median Closed DOM		45	14	62	50	67
Total Closed Units	100%	45.0	7	17	2	1
Total Closed Volume		5,856,149	1.05M	3.77M	476.00K	560.00K



# December 2024



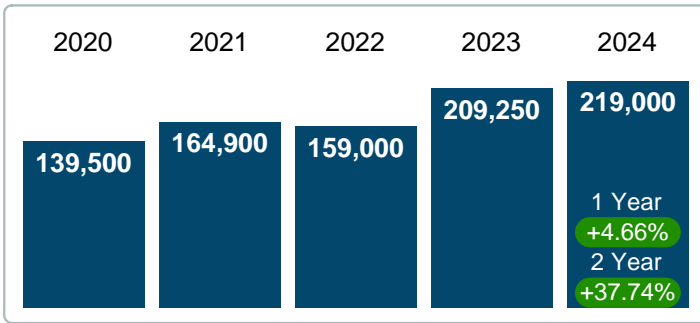
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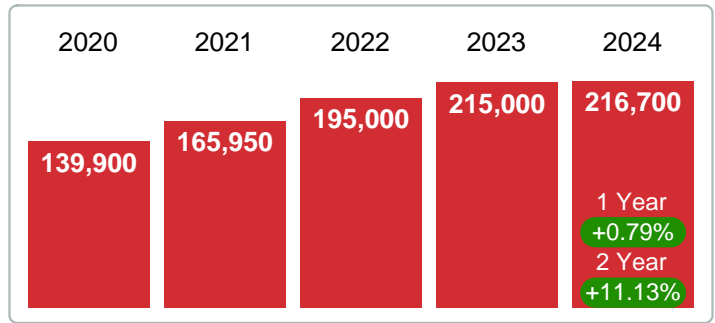
## MEDIAN LIST PRICE AT CLOSING

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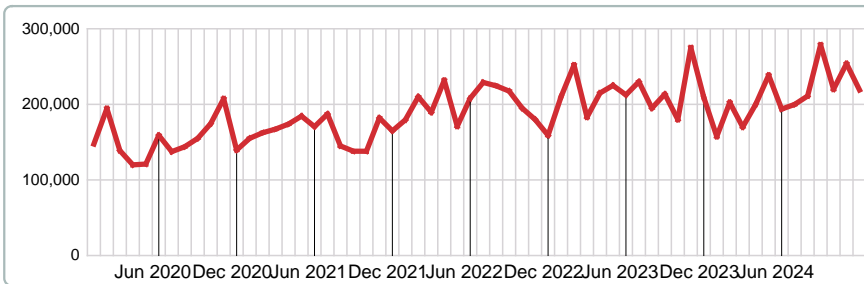
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

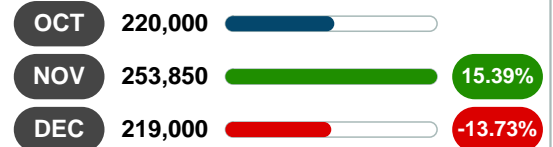


### 3 MONTHS

5 year DEC AVG = 178,330

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

Median List Price at Closing this month at **219,000**  
above the 5 yr DEC average of **178,330**



### 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
\$50,000 and less	2	7.41%	47,250	47,250	0	0	0
\$50,001 - \$125,000	3	11.11%	108,000	90,250	119,000	0	0
\$125,001 - \$175,000	3	11.11%	144,500	0	144,500	0	0
\$175,001 - \$225,000	6	22.22%	207,000	200,000	214,450	189,000	0
\$225,001 - \$275,000	7	25.93%	245,000	274,900	242,450	0	0
\$275,001 - \$325,000	3	11.11%	295,000	0	302,450	287,000	0
\$325,001 and up	3	11.11%	395,000	350,000	395,000	0	587,500
Median List Price			219,000	108,000	232,055	238,000	587,500
Total Closed Units		100%	219,000	7	17	2	1
Total Closed Volume			6,029,654	1.10M	3.87M	476.00K	587.50K



# December 2024



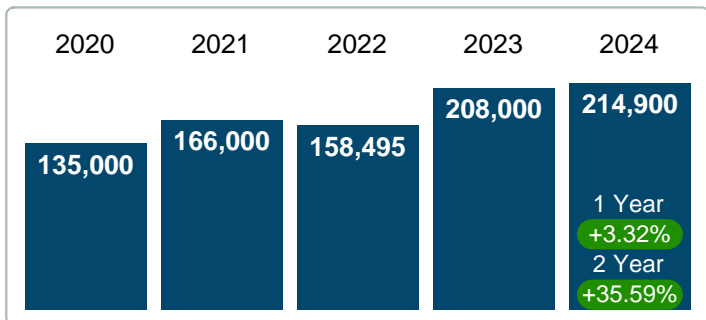
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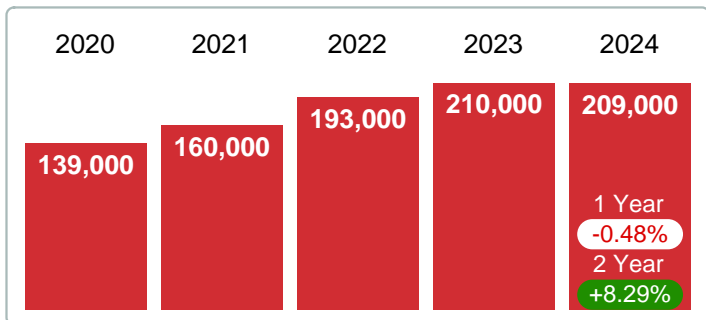
## MEDIAN SOLD PRICE AT CLOSING

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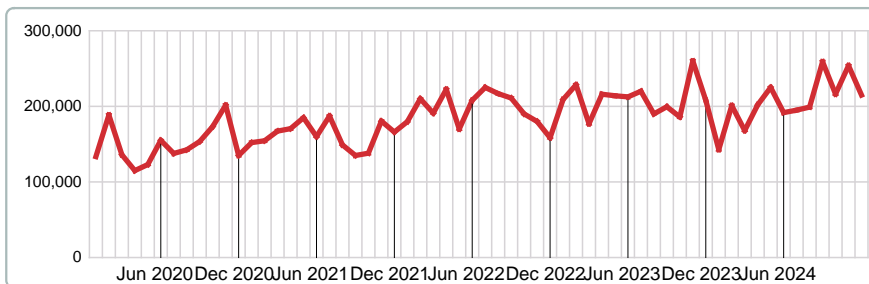
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

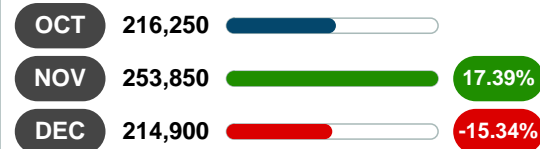


### 3 MONTHS

5 year DEC AVG = 176,479

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

Median Sold Price at Closing this month at 214,900 above the 5 yr DEC average of 176,479



### 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
\$50,000 and less	2	7.41%	43,500	43,500	0	0	0
\$50,001 - \$125,000	3	11.11%	105,000	86,500	125,000	0	0
\$125,001 - \$175,000	4	14.81%	150,675	0	150,675	0	0
\$175,001 - \$225,000	8	29.63%	214,450	200,000	217,400	189,000	0
\$225,001 - \$275,000	3	11.11%	251,500	256,000	245,000	0	0
\$275,001 - \$325,000	4	14.81%	288,500	0	290,000	287,000	0
\$325,001 and up	3	11.11%	400,000	337,500	400,000	0	560,000
Median Sold Price			214,900	105,000	219,900	238,000	560,000
Total Closed Units		100%	214,900	7	17	2	1
Total Closed Volume			5,856,149	1.05M	3.77M	476.00K	560.00K

# December 2024



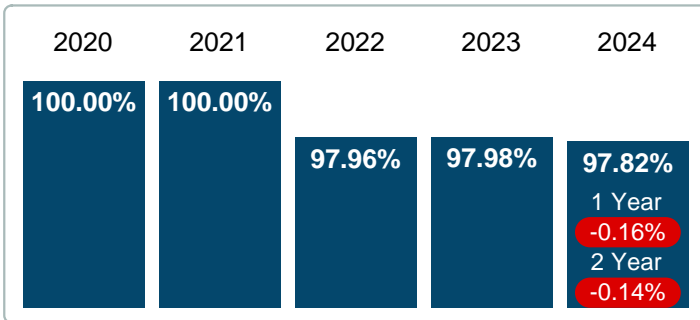
Area Delimited by County Of Mayes - Residential Property Type



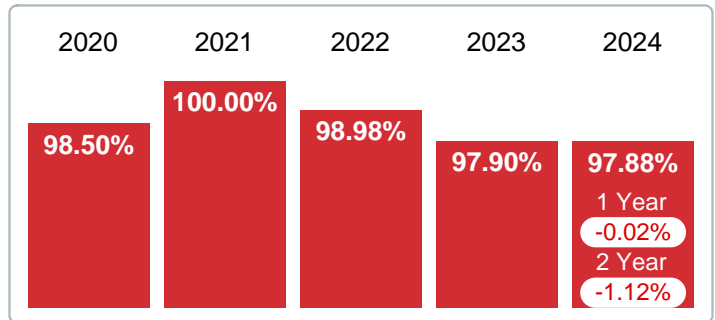
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

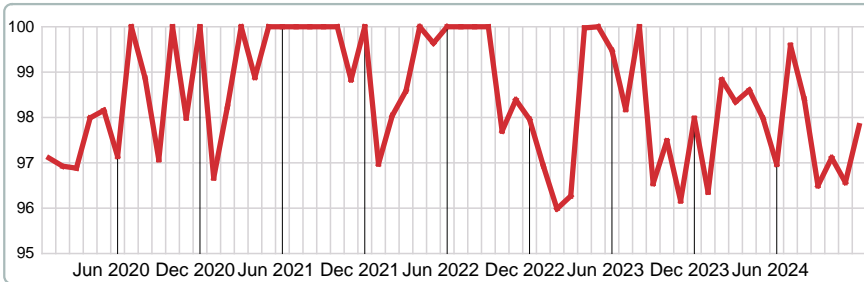
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

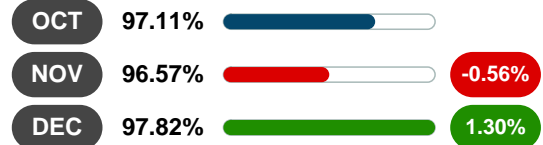


### 3 MONTHS

5 year DEC AVG = 98.75%

High Aug 2023 100.00% Low Feb 2023 95.99%

Median Sold/List Ratio this month at **97.82%**  
below the 5 yr DEC average of **98.75%**



### 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
\$50,000 and less	2	7.41%	91.94%	91.94%	0.00%	0.00%	0.00%
\$50,001 - \$125,000	3	11.11%	97.22%	95.51%	105.04%	0.00%	0.00%
\$125,001 - \$175,000	4	14.81%	98.15%	0.00%	98.15%	0.00%	0.00%
\$175,001 - \$225,000	8	29.63%	97.38%	100.00%	93.30%	100.00%	0.00%
\$225,001 - \$275,000	3	11.11%	100.00%	93.12%	100.21%	0.00%	0.00%
\$275,001 - \$325,000	4	14.81%	99.15%	0.00%	98.31%	100.00%	0.00%
\$325,001 and up	3	11.11%	96.43%	96.43%	101.27%	0.00%	95.32%
Median Sold/List Ratio		97.82%		94.00%	98.49%	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



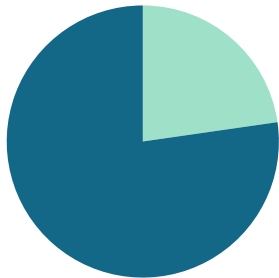
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

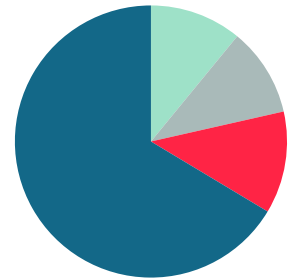


**Inventory**  
 New Listings  
**50 = 22.73%**  
 Start Inventory  
**170**  
 Total Inventory Units  
**220**  
 Volume  
**\$90,368,090**

### 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%
Median List Price	209,250	219,000	4.66%	215,000	216,700	0.79%
Median Sale Price	208,000	214,900	3.32%	210,000	209,000	-0.48%
Median Percent of Selling Price to List Price	97.98%	97.82%	-0.16%	97.90%	97.88%	-0.02%
Median Days on Market to Sale	20.00	45.00	125.00%	22.00	28.00	27.27%
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

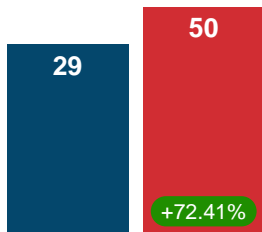
**Inventory** on December 31, 2024 = **164**

**2023** **2024**

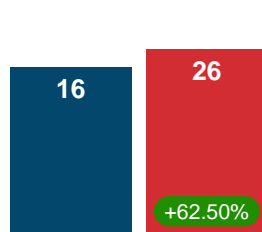
### DECEMBER MARKET

### MEDIAN PRICES

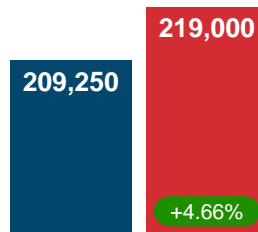
#### New Listings



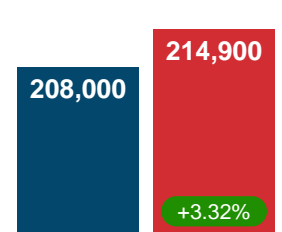
#### Pending Listings



#### List Price



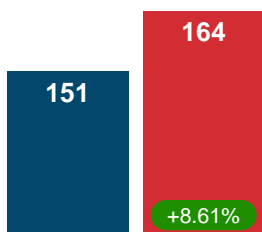
#### Sale Price



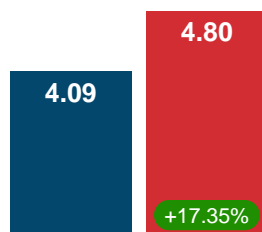
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

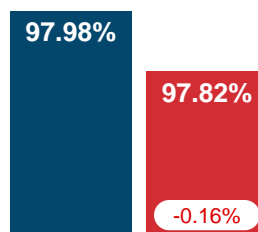
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

