

December 2024



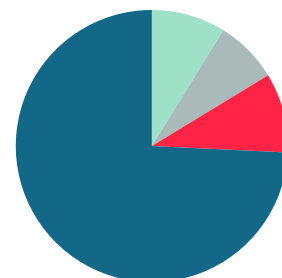
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	December		
	2023	2024	+/-%
Closed Listings	86	67	-22.09%
Pending Listings	62	57	-8.06%
New Listings	100	104	4.00%
Average List Price	251,770	229,710	-8.76%
Average Sale Price	238,422	214,926	-9.85%
Average Percent of Selling Price to List Price	95.20%	94.39%	-0.85%
Average Days on Market to Sale	60.70	63.52	4.65%
End of Month Inventory	444	565	27.25%
Months Supply of Inventory	5.07	6.95	36.90%



- Closed (8.80%)
- Pending (7.49%)
- Other OffMarket (9.46%)
- Active (74.24%)

Absorption: Last 12 months, an Average of **81** Sales/Month
Active Inventory as of December 31, 2024 = **565**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of December 2024 rose **27.25%** to 565 existing homes available for sale. Over the last 12 months this area has had an average of 81 closed sales per month. This represents an unsold inventory index of **6.95** 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 **9.85%** in December 2024 to \$214,926 versus the previous year at \$238,422.

Average Days on Market Lengthens

The average number of **63.52** days that homes spent on the market before selling increased by 2.82 days or **4.65%** in December 2024 compared to last year's same month at **60.70** 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 104 New Listings in December 2024, up **4.00%** from last year at 100. Furthermore, there were 67 Closed Listings this month versus last year at 86, a **-22.09%** decrease.

Closed versus Listed trends yielded a **64.4%** ratio, down from previous year's, December 2023, at **86.0%**, a **25.09%** 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

December 2024



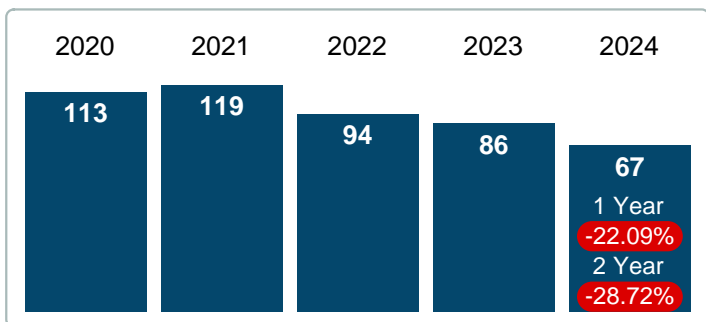
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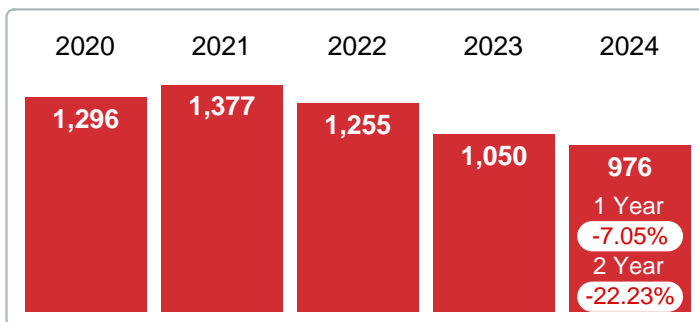
CLOSED LISTINGS

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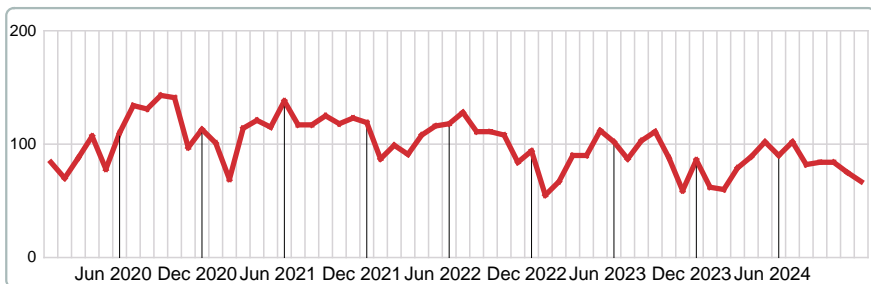
DECEMBER



YEAR TO DATE (YTD)

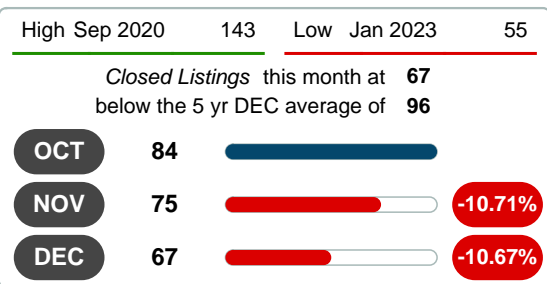


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 96



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	4	5.97%	18.5	1	3	0	0
\$50,001 - \$100,000	7	10.45%	36.4	4	3	0	0
\$100,001 - \$125,000	7	10.45%	69.7	2	4	1	0
\$125,001 - \$200,000	24	35.82%	68.3	6	14	3	1
\$200,001 - \$250,000	6	8.96%	54.7	1	3	2	0
\$250,001 - \$375,000	12	17.91%	60.7	4	5	3	0
\$375,001 and up	7	10.45%	106.3	1	4	1	1
Total Closed Units	67			19	36	10	2
Total Closed Volume	14,400,050	100%	63.5	3.45M	7.01M	3.05M	900.00K
Average Closed Price	\$214,926			\$181,337	\$194,657	\$304,700	\$450,000

December 2024



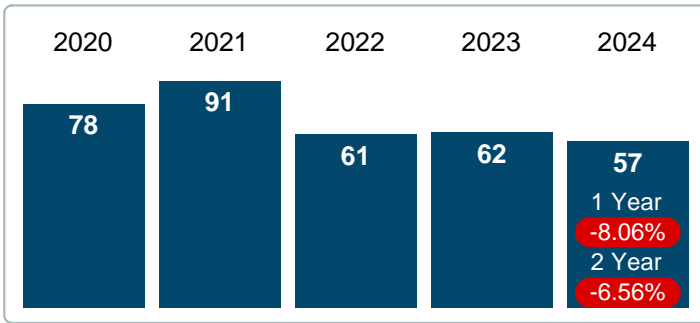
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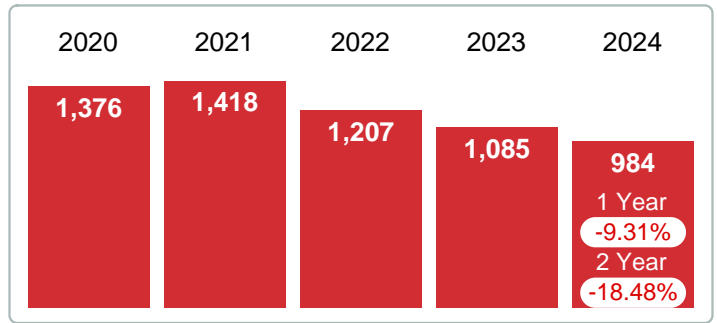
PENDING LISTINGS

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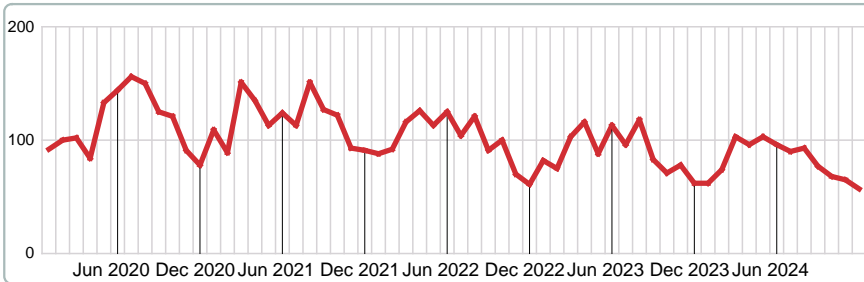
DECEMBER



YEAR TO DATE (YTD)

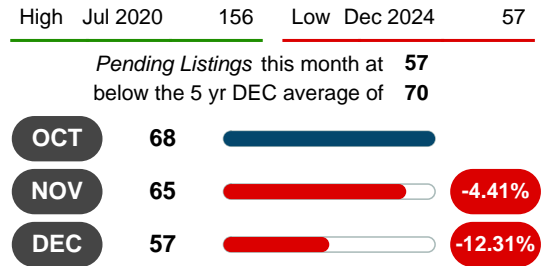


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 70



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	5	8.77%	30.6	3	1	1	0
\$75,001 - \$100,000	4	7.02%	125.0	0	4	0	0
\$100,001 - \$150,000	11	19.30%	60.3	2	8	1	0
\$150,001 - \$275,000	15	26.32%	95.3	3	12	0	0
\$275,001 - \$375,000	10	17.54%	72.5	0	6	4	0
\$375,001 - \$625,000	6	10.53%	54.3	0	3	2	1
\$625,001 and up	6	10.53%	100.2	0	2	2	2
Total Pending Units	57			8	36	10	3
Total Pending Volume	16,484,800	100%	55.8	1.10M	8.55M	4.76M	2.07M
Average Listing Price	\$231,369			\$137,238	\$237,433	\$476,470	\$691,533

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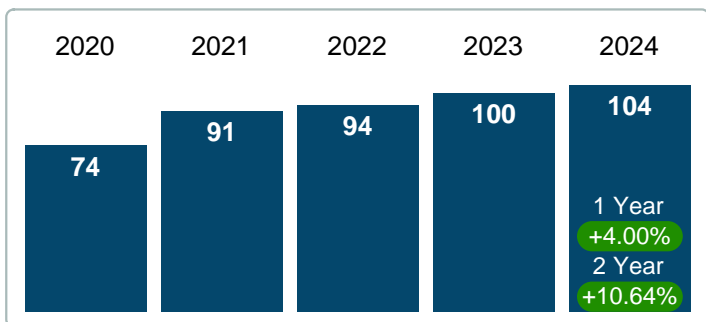
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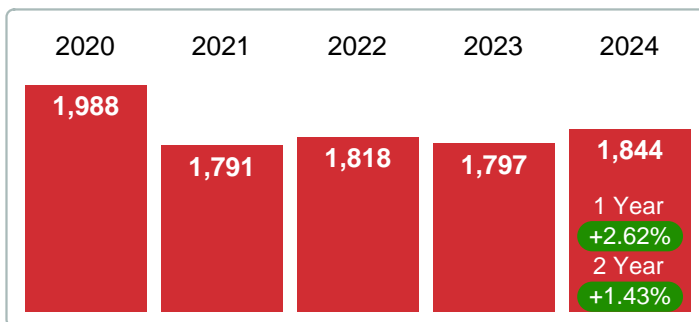
NEW LISTINGS

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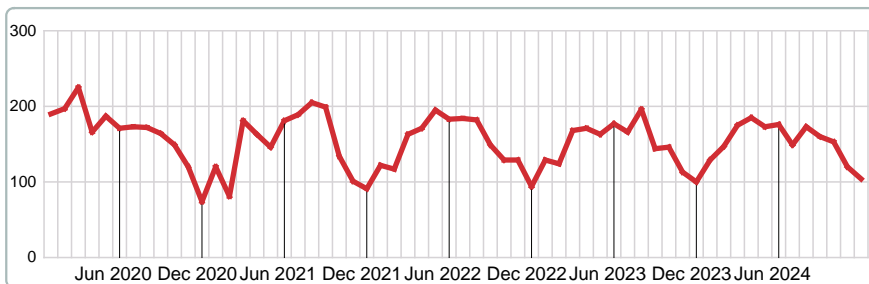
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 93

High Mar 2020 225 Low Dec 2020 74

New Listings this month at 104
above the 5 yr DEC average of 93



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	9	8.65%	5	3	1	0
\$75,001 - \$125,000	9	8.65%	2	7	0	0
\$125,001 - \$175,000	20	19.23%	4	14	1	1
\$175,001 - \$300,000	27	25.96%	6	14	7	0
\$300,001 - \$375,000	15	14.42%	1	9	5	0
\$375,001 - \$625,000	13	12.50%	2	6	2	3
\$625,001 and up	11	10.58%	2	4	2	3
Total New Listed Units	104		22	57	18	7
Total New Listed Volume	36,346,646	100%	5.17M	20.63M	6.32M	4.23M
Average New Listed Listing Price	\$273,800		\$234,873	\$361,903	\$351,011	\$604,686

December 2024



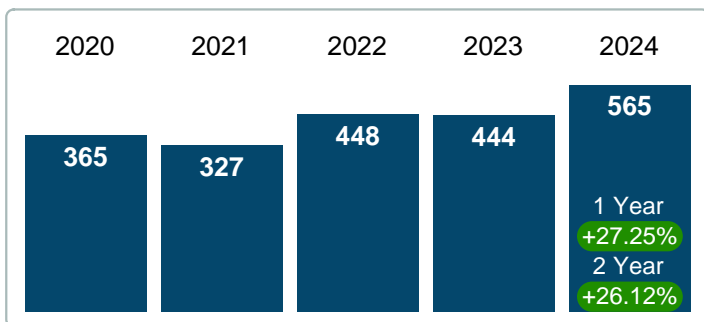
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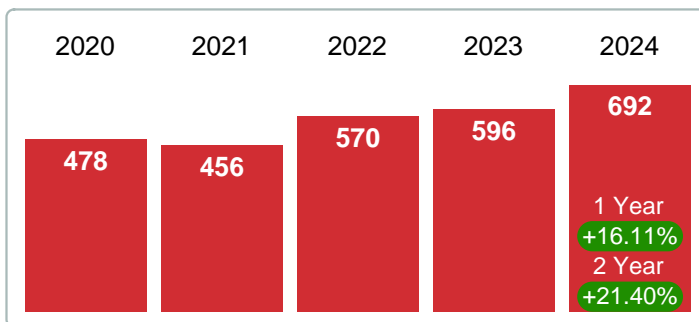
ACTIVE INVENTORY

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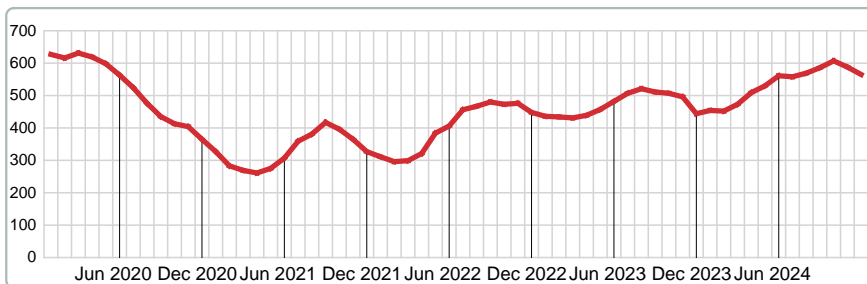
END OF DECEMBER



ACTIVE DURING DECEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 430

High Mar 2020 631 Low Apr 2021 261

Inventory this month at **565**
above the 5 yr DEC average of **430**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	46	8.14%	102.7	25	18	2	1
\$75,001 - \$125,000	54	9.56%	89.5	19	30	4	1
\$125,001 - \$175,000	90	15.93%	98.8	26	53	9	2
\$175,001 - \$275,000	141	24.96%	99.9	23	92	23	3
\$275,001 - \$475,000	107	18.94%	97.8	11	60	31	5
\$475,001 - \$750,000	68	12.04%	118.4	5	32	24	7
\$750,001 and up	59	10.44%	113.8	2	23	22	12
Total Active Inventory by Units	565			111	308	115	31
Total Active Inventory by Volume	206,074,682	100%	102.3	20.84M	104.63M	55.34M	25.27M
Average Active Inventory Listing Price	\$364,734			\$187,706	\$339,698	\$481,198	\$815,310

December 2024



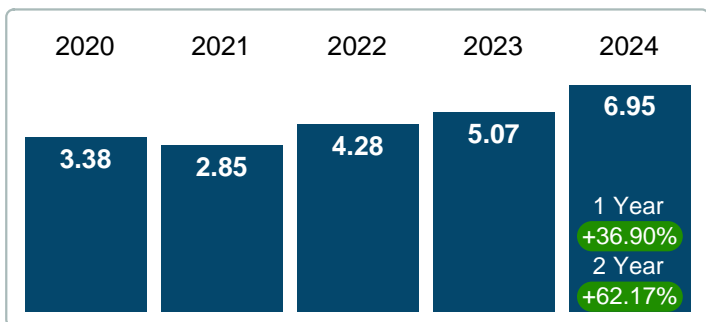
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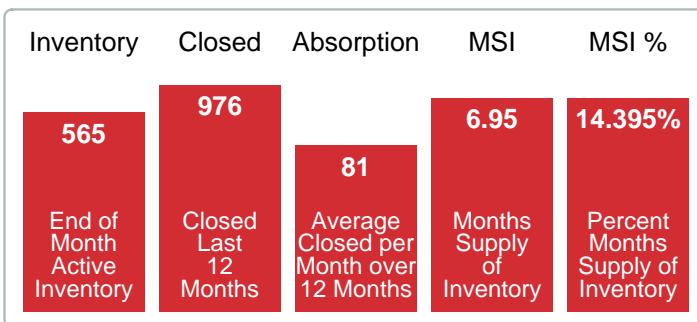
MONTHS SUPPLY of INVENTORY (MSI)

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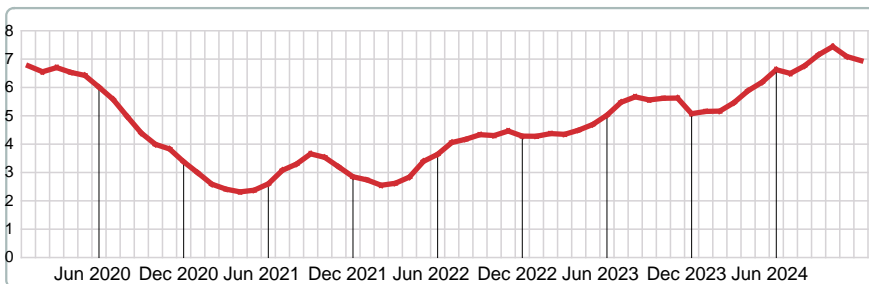
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2024

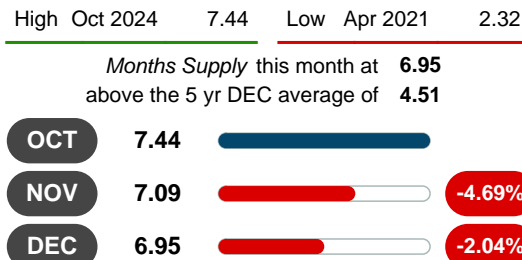


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 4.51



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
\$75,000 and less	46	8.14%	4.84	5.36	4.50	2.67	12.00
\$75,001 - \$125,000	54	9.56%	4.29	5.07	3.71	5.33	0.00
\$125,001 - \$175,000	90	15.93%	5.22	6.64	4.85	4.15	8.00
\$175,001 - \$275,000	141	24.96%	7.11	10.62	6.42	7.46	12.00
\$275,001 - \$475,000	107	18.94%	7.88	7.33	7.35	9.07	10.00
\$475,001 - \$750,000	68	12.04%	13.83	12.00	12.00	20.57	10.50
\$750,001 and up	59	10.44%	16.09	0.00	39.43	10.15	13.09
Market Supply of Inventory (MSI)			6.95	6.76	6.32	8.52	11.63
Total Active Inventory by Units		100%	6.95	111	308	115	31

December 2024



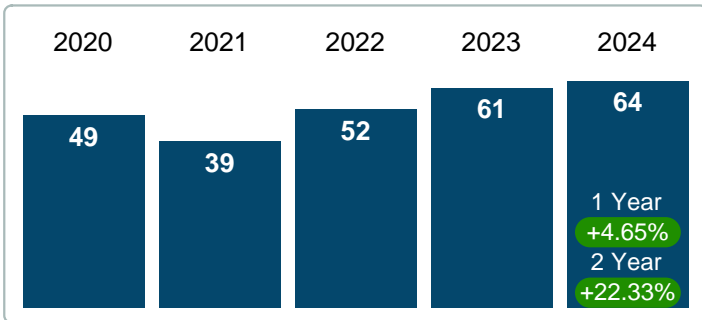
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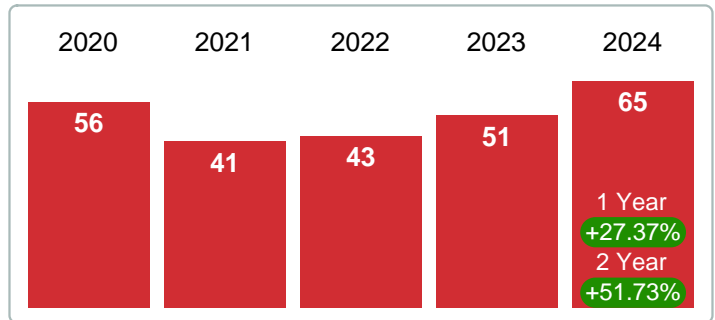
AVERAGE DAYS ON MARKET TO SALE

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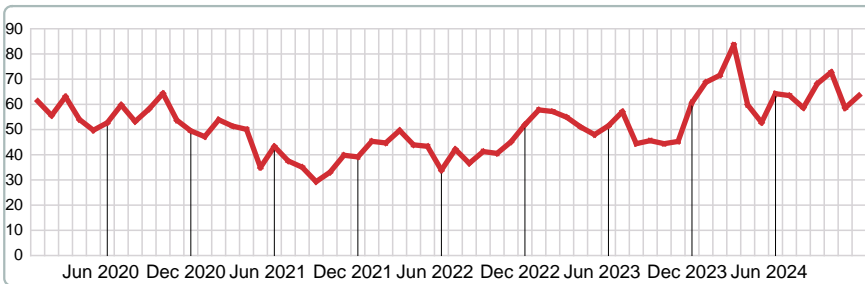
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

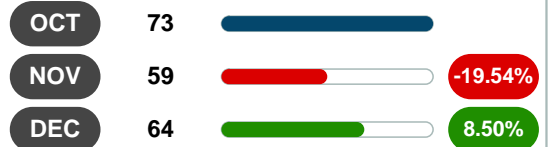


3 MONTHS

5 year DEC AVG = 53

High Mar 2024 84 Low Sep 2021 29

Average Days on Market to Sale this month at 64 above the 5 yr DEC average of 53



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	5.97%	19	3	24	0	0
\$50,001 - \$100,000	10.45%	36	35	39	0	0
\$100,001 - \$125,000	10.45%	70	47	68	121	0
\$125,001 - \$200,000	35.82%	68	81	52	93	147
\$200,001 - \$250,000	8.96%	55	20	52	77	0
\$250,001 - \$375,000	17.91%	61	60	46	85	0
\$375,001 and up	10.45%	106	177	74	96	177
Average Closed DOM		64	61	52	90	162
Total Closed Units	100%	64	19	36	10	2
Total Closed Volume		14,400,050	3.45M	7.01M	3.05M	900.00K

December 2024



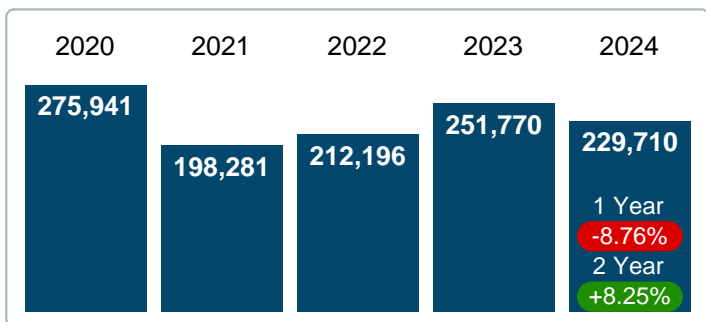
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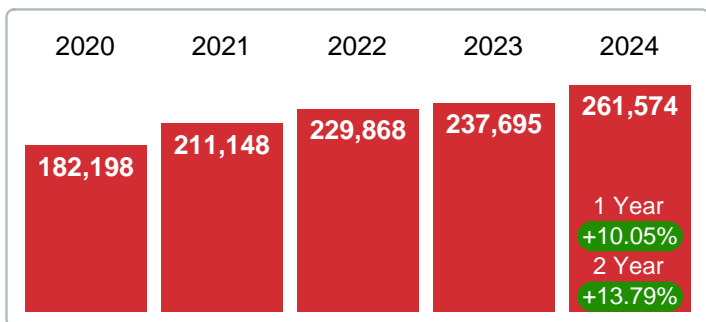
AVERAGE LIST PRICE AT CLOSING

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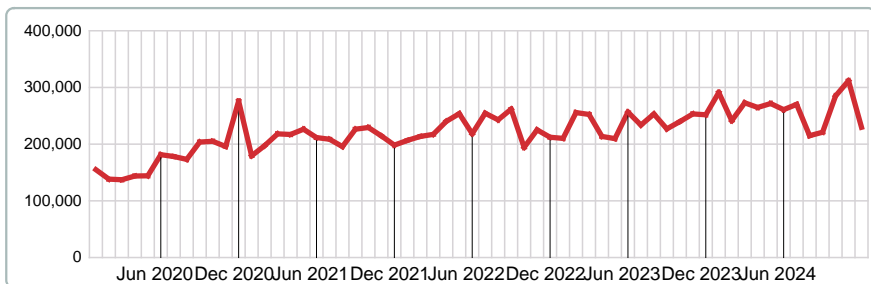
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 233,580

High Nov 2024 311,789 Low Mar 2020 137,193

Average List Price at Closing this month at **229,710**
below the 5 yr DEC average of **233,580**

- OCT** 284,957
- NOV** 311,789 +9.42%
- DEC** 229,710 -26.33%

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	2	2.99%	43,250	36,500	58,000	0	0
\$50,001 - \$100,000	8	11.94%	72,550	71,125	97,300	0	0
\$100,001 - \$125,000	8	11.94%	117,225	135,000	113,450	120,000	0
\$125,001 - \$200,000	23	34.33%	166,713	159,317	172,693	174,933	135,000
\$200,001 - \$250,000	8	11.94%	229,250	225,000	232,000	224,500	0
\$250,001 - \$375,000	10	14.93%	321,460	319,950	333,760	300,000	0
\$375,001 and up	8	11.94%	612,863	499,000	452,475	1,350,000	849,000
Average List Price			229,710	186,879	208,669	334,380	492,000
Total Closed Units		100%	229,710	19	36	10	2
Total Closed Volume			15,390,599	3.55M	7.51M	3.34M	984.00K

December 2024



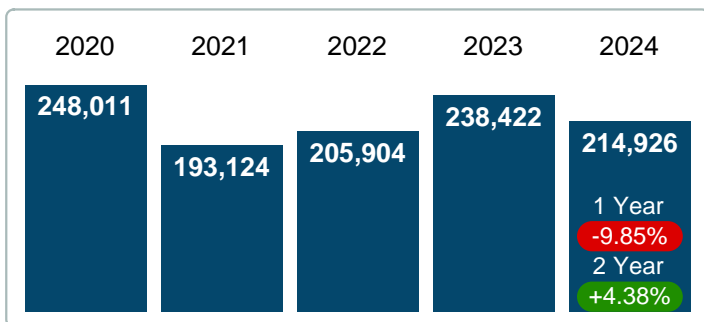
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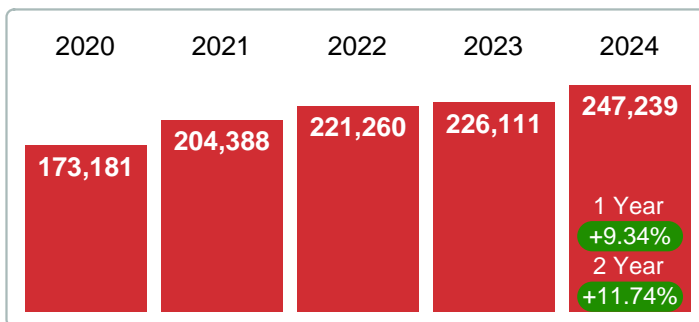
AVERAGE SOLD PRICE AT CLOSING

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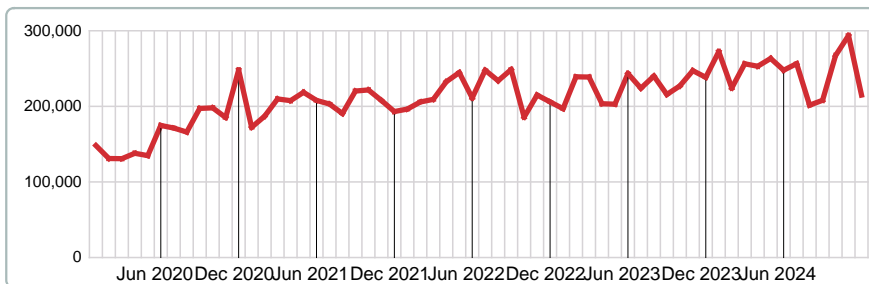
DECEMBER



YEAR TO DATE (YTD)

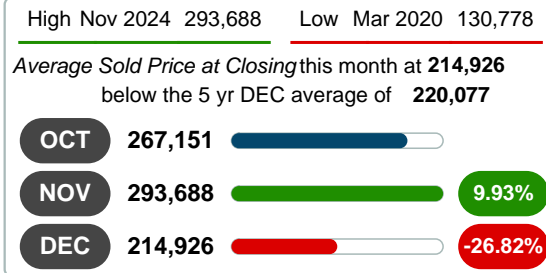


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 220,077



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	5.97%	44,125	36,500	46,667	0	0
\$50,001 - \$100,000	10.45%	70,393	68,000	73,583	0	0
\$100,001 - \$125,000	10.45%	114,500	116,000	114,875	110,000	0
\$125,001 - \$200,000	35.82%	159,533	156,483	162,993	157,667	135,000
\$200,001 - \$250,000	8.96%	221,333	225,000	219,667	222,000	0
\$250,001 - \$375,000	17.91%	308,250	305,250	321,600	290,000	0
\$375,001 and up	10.45%	581,929	520,000	409,625	150,000	765,000
Average Sold Price		214,926	181,337	194,657	304,700	450,000
Total Closed Units	100%	214,926	19	36	10	2
Total Closed Volume		14,400,050	3.45M	7.01M	3.05M	900.00K

December 2024



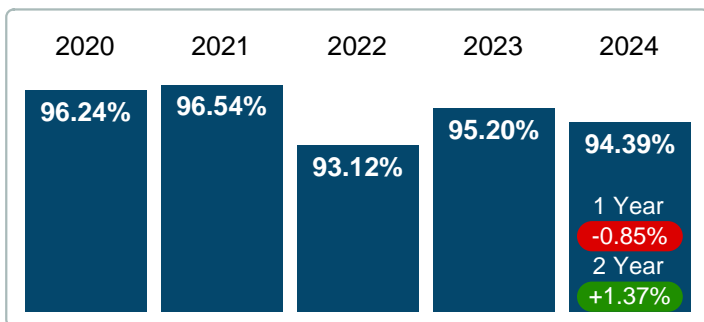
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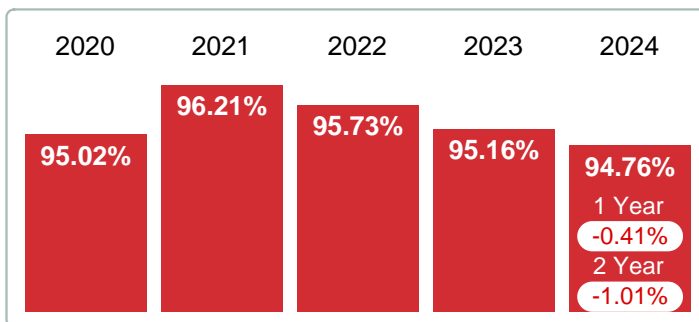
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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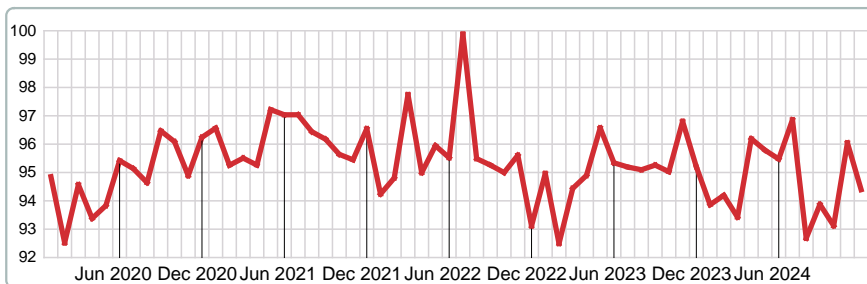
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

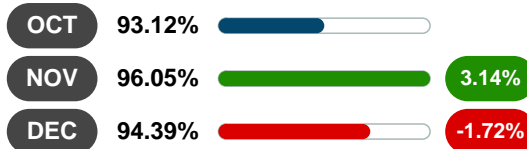


3 MONTHS

5 year DEC AVG = 95.10%

High Jul 2022 99.88% Low Feb 2023 92.49%

Average Sold/List Ratio this month at **94.39%**
below the 5 yr DEC average of **95.10%**



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	4	5.97%	86.30%	100.00%	81.73%	0.00%	0.00%
\$50,001 - \$100,000	7	10.45%	88.92%	95.81%	79.73%	0.00%	0.00%
\$100,001 - \$125,000	7	10.45%	95.56%	85.93%	101.35%	91.67%	0.00%
\$125,001 - \$200,000	24	35.82%	95.58%	99.52%	94.75%	90.10%	100.00%
\$200,001 - \$250,000	6	8.96%	97.06%	100.00%	94.84%	98.91%	0.00%
\$250,001 - \$375,000	12	17.91%	97.08%	96.01%	98.19%	96.64%	0.00%
\$375,001 and up	7	10.45%	92.38%	104.21%	91.78%	85.19%	90.11%
Average Sold/List Ratio		94.40%		96.86%	93.30%	93.49%	95.05%
Total Closed Units		67	100%	19	36	10	2
Total Closed Volume		14,400,050		3.45M	7.01M	3.05M	900.00K

December 2024



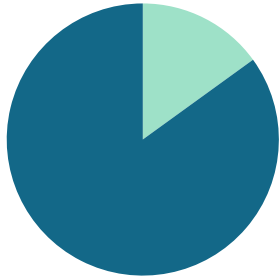
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha, Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

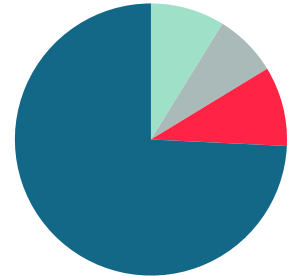


Inventory
 New Listings
104 = 15.03%
 Start Inventory
588
 Total Inventory Units
692
 Volume
\$252,868,578

Market Activity

Closed Sales
67 = 8.80%
 Pending Sales
57 = 7.49%
 Other Off Market
72 = 9.46%
 Active Inventory
565 = 74.24%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	86	67	-22.09%	1,050	976	-7.05%
Pending Sales	62	57	-8.06%	1,085	984	-9.31%
New Listings	100	104	4.00%	1,797	1,844	2.62%
Average List Price	251,770	229,710	-8.76%	237,695	261,574	10.05%
Average Sale Price	238,422	214,926	-9.85%	226,111	247,239	9.34%
Average Percent of Selling Price to List Price	95.20%	94.39%	-0.85%	95.16%	94.76%	-0.41%
Average Days on Market to Sale	60.70	63.52	4.65%	51.01	64.98	27.37%
Monthly Inventory	444	565	27.25%	444	565	27.25%
Months Supply of Inventory	5.07	6.95	36.90%	5.07	6.95	36.90%

Absorption: Last 12 months, an Average of **81** Sales/Month

Inventory on December 31, 2024 = **565**

2023 **2024**

DECEMBER MARKET

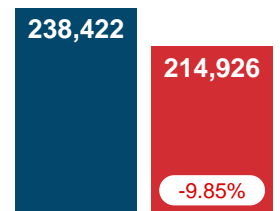
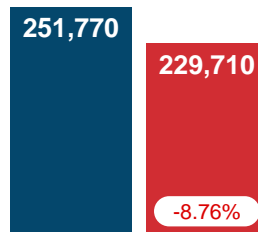
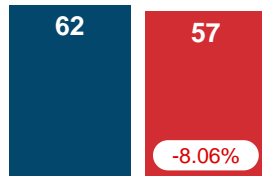
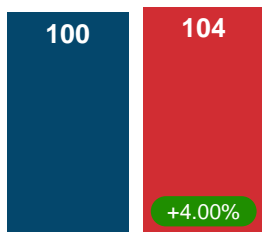
AVERAGE PRICES

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

