

# August 2025



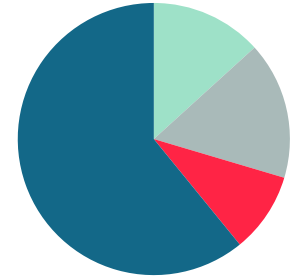
Area Delimited by County Of Mayes - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Sep 11, 2025 for MLS Technology Inc.

Compared Metrics	2024	August 2025	+/-%
Closed Listings	48	39	-18.75%
Pending Listings	35	48	37.14%
New Listings	64	66	3.13%
Average List Price	248,514	240,508	-3.22%
Average Sale Price	242,467	228,977	-5.56%
Average Percent of Selling Price to List Price	99.14%	94.31%	-4.87%
Average Days on Market to Sale	48.17	59.92	24.41%
End of Month Inventory	182	179	-1.65%
Months Supply of Inventory	5.11	5.44	6.32%



- Closed (13.27%)
- Pending (16.33%)
- Other OffMarket (9.52%)
- Active (60.88%)

**Absorption:** Last 12 months, an Average of **33** Sales/Month  
**Active Inventory** as of August 31, 2025 = **179**

### Analysis Wrap-Up

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

The total housing inventory at the end of August 2025 decreased **1.65%** to 179 existing homes available for sale. Over the last 12 months this area has had an average of 33 closed sales per month. This represents an unsold inventory index of **5.44** 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 **5.56%** in August 2025 to \$228,977 versus the previous year at \$242,467.

#### Average Days on Market Lengthens

The average number of **59.92** days that homes spent on the market before selling increased by 11.76 days or **24.41%** in August 2025 compared to last year's same month at **48.17** DOM.

#### Sales Success for August 2025 is Positive

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

There were 66 New Listings in August 2025, up **3.13%** from last year at 64. Furthermore, there were 39 Closed Listings this month versus last year at 48, a **-18.75%** decrease.

Closed versus Listed trends yielded a **59.1%** ratio, down from previous year's, August 2024, at **75.0%**, a **21.21%** downswing. This will certainly create pressure on a decreasing Monthly 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

# August 2025



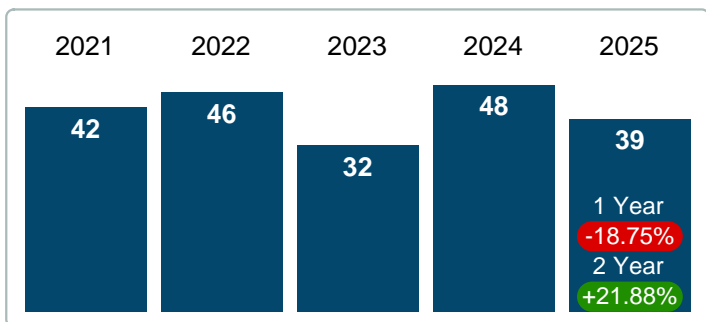
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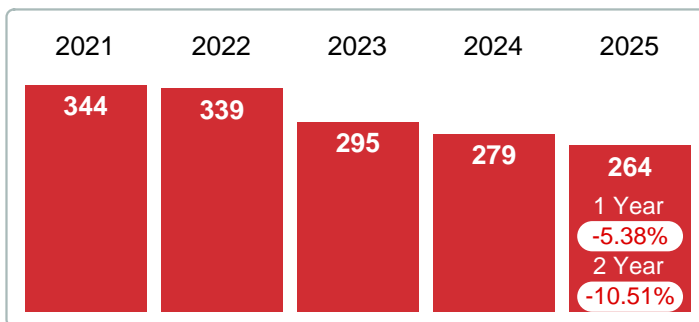
## CLOSED LISTINGS

Report produced on Sep 11, 2025 for MLS Technology Inc.

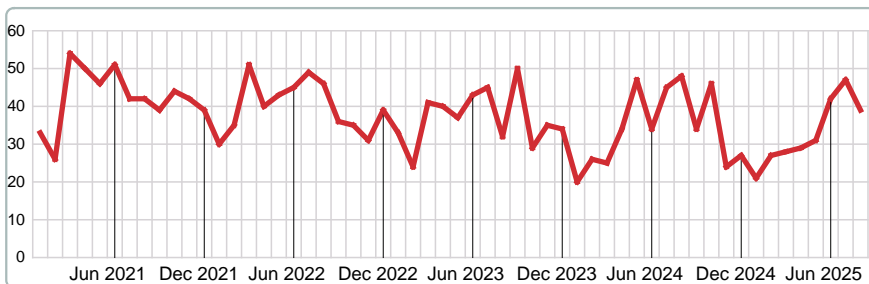
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 41

High Mar 2021: 54 | Low Jan 2024: 20

Closed Listings this month at **39**  
below the 5 yr AUG average of **41**

Month	Closed Listings	% Change
JUN	42	
JUL	47	11.90%
AUG	39	-17.02%

### 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	5.13%	2.0	1	1	0	0
\$50,001 - \$100,000	6	15.38%	52.7	2	4	0	0
\$100,001 - \$175,000	9	23.08%	59.7	0	9	0	0
\$175,001 - \$225,000	6	15.38%	105.7	2	4	0	0
\$225,001 - \$300,000	6	15.38%	48.7	1	3	2	0
\$300,001 - \$400,000	6	15.38%	53.8	1	3	2	0
\$400,001 and up	4	10.26%	57.8	0	2	2	0
<b>Total Closed Units</b>	<b>39</b>			<b>7</b>	<b>26</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>8,930,115</b>	<b>100%</b>	<b>59.9</b>	<b>1.17M</b>	<b>5.41M</b>	<b>2.35M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$228,977</b>			<b>\$167,750</b>	<b>\$207,899</b>	<b>\$391,750</b>	<b>\$0</b>

# August 2025



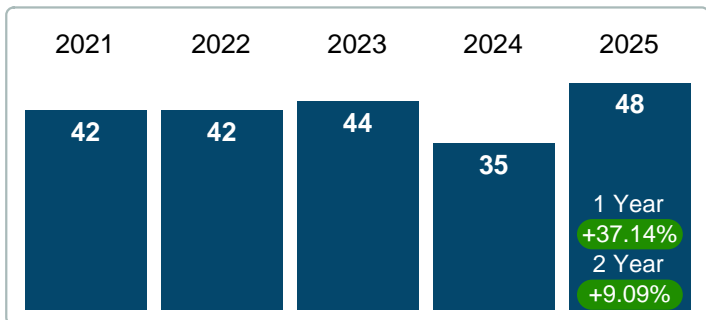
Area Delimited by County Of Mayes - Residential Property Type



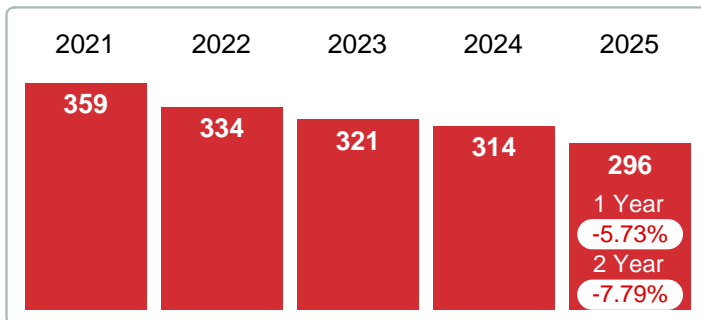
## PENDING LISTINGS

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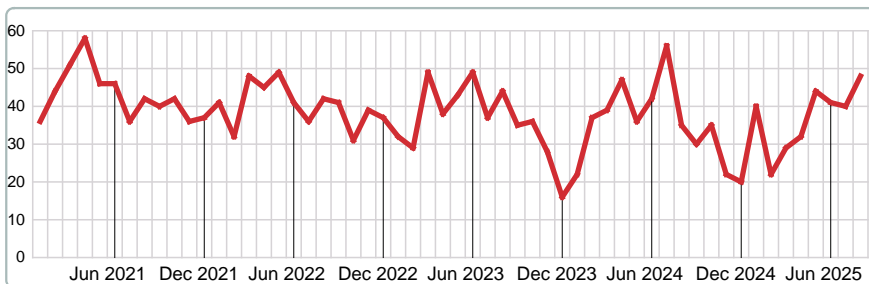
### AUGUST



### YEAR TO DATE (YTD)

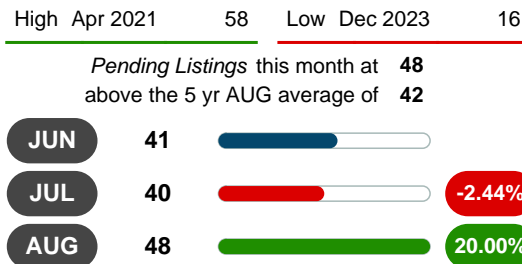


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 42



### 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	2	4.17%	1.0	0	1	1	0
\$75,001 - \$150,000	8	16.67%	28.0	3	5	0	0
\$150,001 - \$225,000	8	16.67%	53.5	1	6	1	0
\$225,001 - \$325,000	12	25.00%	31.0	0	9	3	0
\$325,001 - \$400,000	7	14.58%	35.4	2	5	0	0
\$400,001 - \$525,000	7	14.58%	115.3	0	4	3	0
\$525,001 and up	4	8.33%	70.5	0	3	1	0
<b>Total Pending Units</b>	<b>48</b>			<b>6</b>	<b>33</b>	<b>9</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>14,176,700</b>	<b>100%</b>	<b>49.2</b>	<b>1.22M</b>	<b>10.02M</b>	<b>2.93M</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$295,348</b>			<b>\$203,917</b>	<b>\$303,755</b>	<b>\$325,478</b>	<b>\$0</b>

# August 2025



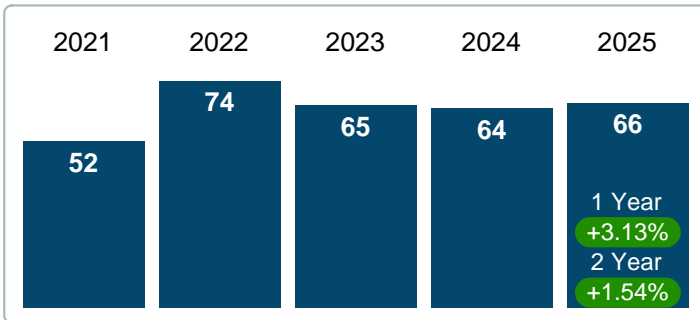
Area Delimited by County Of Mayes - Residential Property Type



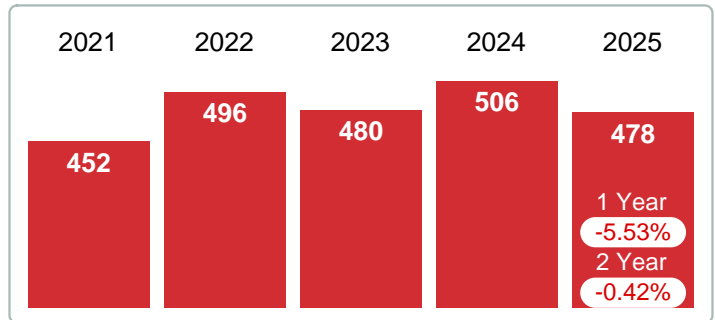
## NEW LISTINGS

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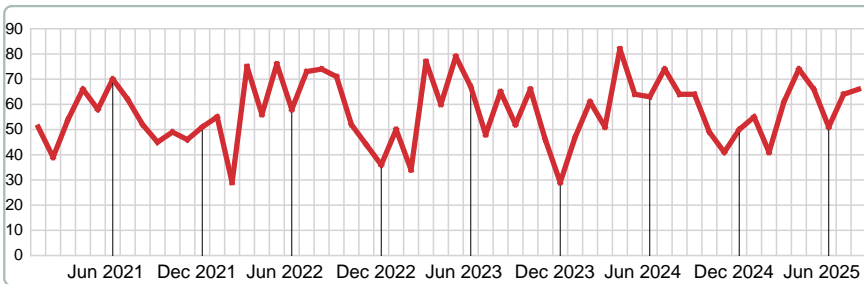
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

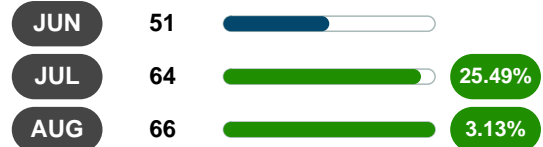


### 3 MONTHS

5 year AUG AVG = 64

High Apr 2024 82 Low Dec 2023 29

New Listings this month at **66**  
above the 5 yr AUG average of **64**



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	5	7.58%	2	2	1	0
\$100,001 - \$175,000	9	13.64%	3	6	0	0
\$175,001 - \$225,000	10	15.15%	0	8	2	0
\$225,001 - \$275,000	14	21.21%	2	11	1	0
\$275,001 - \$375,000	13	19.70%	1	5	7	0
\$375,001 - \$475,000	7	10.61%	2	1	4	0
\$475,001 and up	8	12.12%	1	3	4	0
<b>Total New Listed Units</b>	<b>66</b>		<b>11</b>	<b>36</b>	<b>19</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>20,025,698</b>	<b>100%</b>	<b>2.80M</b>	<b>9.73M</b>	<b>7.50M</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$303,420</b>		<b>\$254,218</b>	<b>\$270,228</b>	<b>\$394,795</b>	<b>\$0</b>

# August 2025



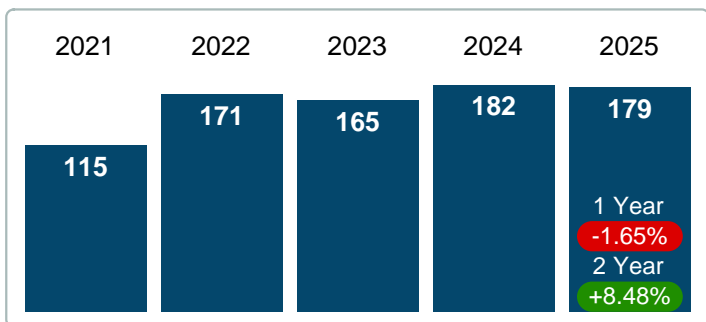
Area Delimited by County Of Mayes - Residential Property Type



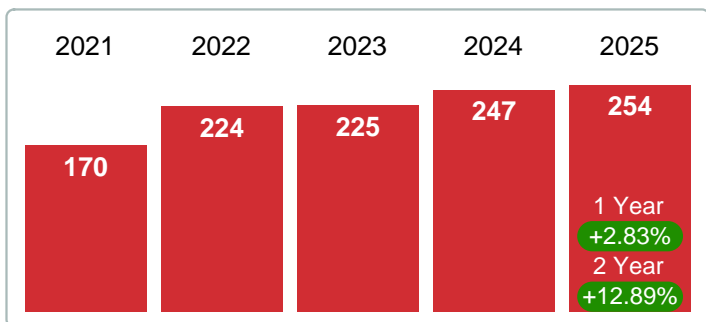
## ACTIVE INVENTORY

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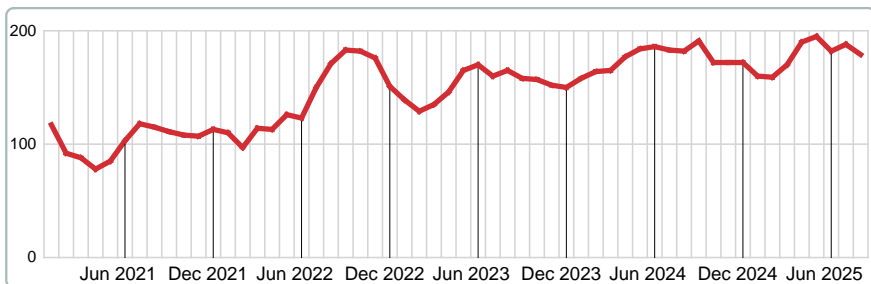
### END OF AUGUST



### ACTIVE DURING AUGUST

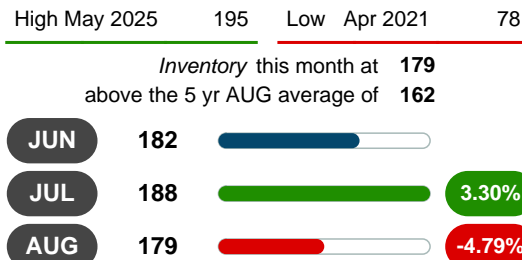


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 162



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	18	10.06%	52.7	9	7	1	1
\$150,001 - \$200,000	20	11.17%	92.0	4	10	6	0
\$200,001 - \$225,000	16	8.94%	69.8	1	13	2	0
\$225,001 - \$325,000	49	27.37%	70.1	6	30	11	2
\$325,001 - \$450,000	34	18.99%	99.1	1	21	11	1
\$450,001 - \$675,000	24	13.41%	92.4	2	7	14	1
\$675,001 and up	18	10.06%	90.8	1	5	6	6
<b>Total Active Inventory by Units</b>	<b>179</b>			<b>24</b>	<b>93</b>	<b>51</b>	<b>11</b>
<b>Total Active Inventory by Volume</b>	<b>70,863,767</b>	<b>100%</b>	<b>81.3</b>	<b>6.50M</b>	<b>31.05M</b>	<b>22.28M</b>	<b>11.04M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$395,887</b>			<b>\$270,996</b>	<b>\$333,847</b>	<b>\$436,772</b>	<b>\$1,003,336</b>

# August 2025



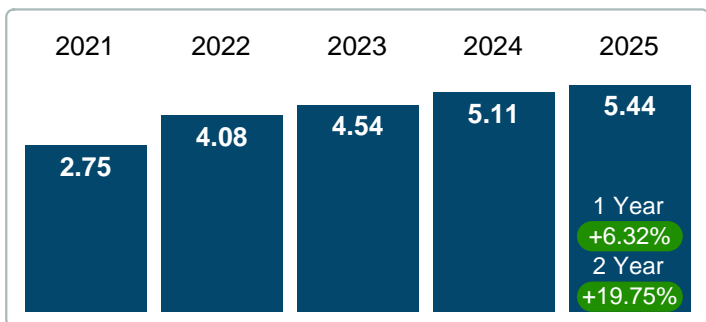
Area Delimited by County Of Mayes - Residential Property Type



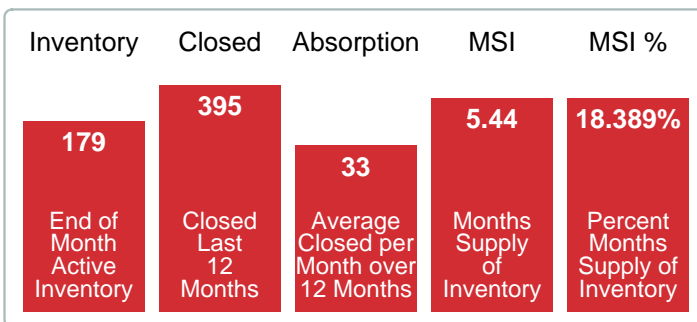
## MONTHS SUPPLY of INVENTORY (MSI)

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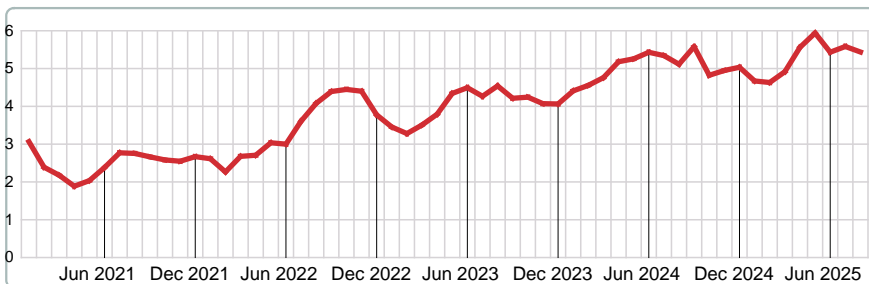
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2025

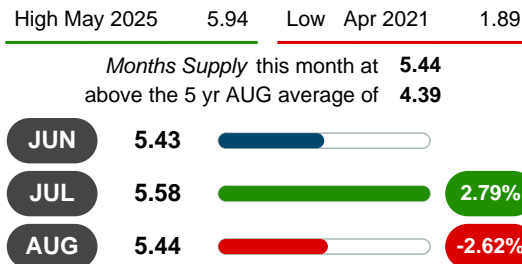


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 4.39



### 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
\$150,000 and less	18	10.06%	2.40	2.92	1.95	1.20	0.00
\$150,001 - \$200,000	20	11.17%	2.86	6.86	1.76	8.00	0.00
\$200,001 - \$225,000	16	8.94%	5.19	3.00	5.20	8.00	0.00
\$225,001 - \$325,000	49	27.37%	6.32	9.00	5.37	8.25	12.00
\$325,001 - \$450,000	34	18.99%	7.56	1.50	10.50	6.95	4.00
\$450,001 - \$675,000	24	13.41%	12.00	24.00	5.25	42.00	4.00
\$675,001 and up	18	10.06%	16.62	12.00	10.00	14.40	72.00
Market Supply of Inventory (MSI)			5.44	4.36	4.39	9.27	14.67
Total Active Inventory by Units		100%	5.44	24	93	51	11

# August 2025



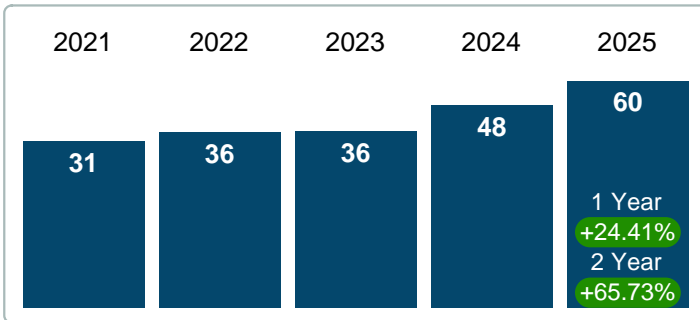
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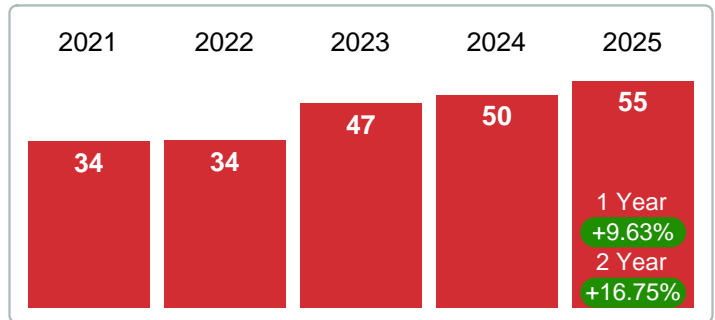
## AVERAGE DAYS ON MARKET TO SALE

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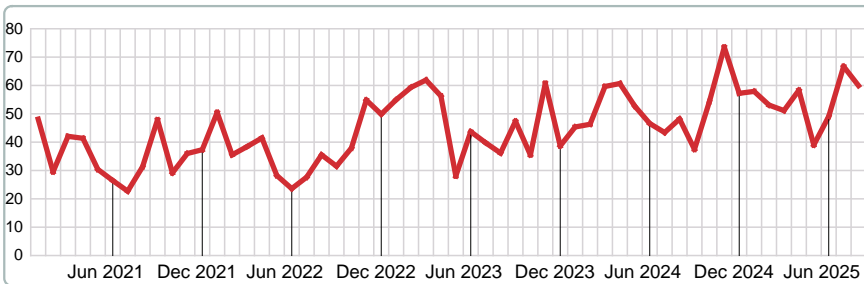
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 42

High Nov 2024 74 Low Jul 2021 23

Average Days on Market to Sale this month at 60 above the 5 yr AUG average of 42



### 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	5.13%	2	2	2	0	0
\$50,001 - \$100,000	15.38%	53	54	52	0	0
\$100,001 - \$175,000	23.08%	60	0	60	0	0
\$175,001 - \$225,000	15.38%	106	91	113	0	0
\$225,001 - \$300,000	15.38%	49	7	46	74	0
\$300,001 - \$400,000	15.38%	54	63	29	87	0
\$400,001 and up	10.26%	58	0	41	75	0
<b>Average Closed DOM</b>		<b>60</b>	<b>52</b>	<b>58</b>	<b>79</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>60</b>	<b>7</b>	<b>26</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>8,930,115</b>	<b>1.17M</b>	<b>5.41M</b>	<b>2.35M</b>	<b>0.00B</b>

# August 2025



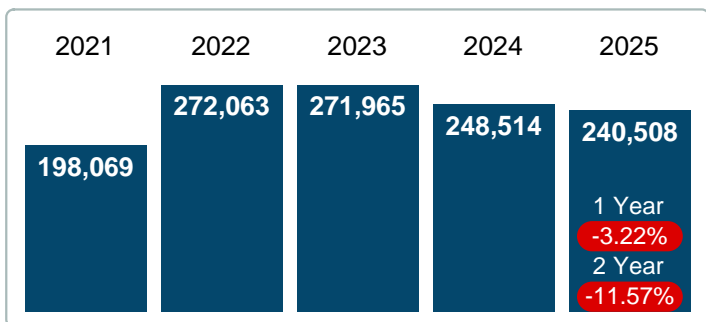
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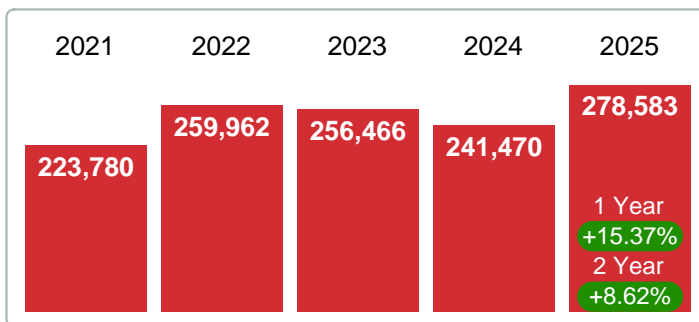
## AVERAGE LIST PRICE AT CLOSING

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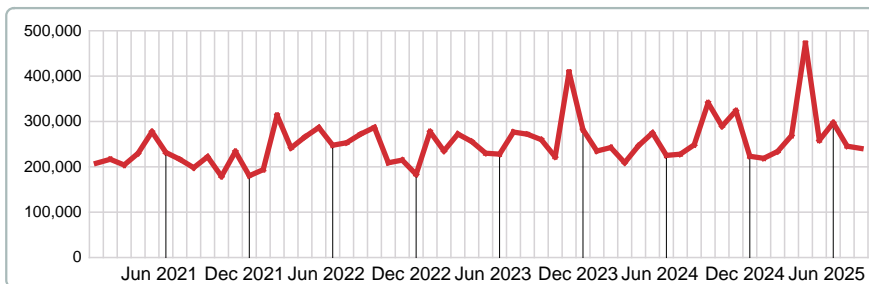
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

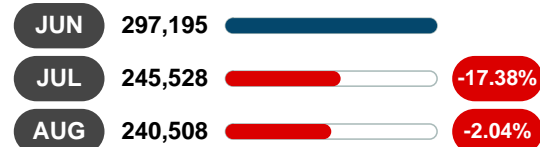


### 3 MONTHS

5 year AUG AVG = 246,224

High Apr 2025 472,390 Low Oct 2021 178,975

Average List Price at Closing this month at **240,508**  
below the 5 yr AUG average of **246,224**



### 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	5.13%	39,000	40,000	38,000	0	0
\$50,001 - \$100,000	10.26%	87,375	96,750	96,600	0	0
\$100,001 - \$175,000	23.08%	145,867	0	160,367	0	0
\$175,001 - \$225,000	15.38%	193,150	207,500	213,000	0	0
\$225,001 - \$300,000	20.51%	253,238	228,500	269,500	259,950	0
\$300,001 - \$400,000	15.38%	357,633	375,000	338,667	377,400	0
\$400,001 and up	10.26%	577,225	0	569,500	584,950	0
<b>Average List Price</b>		<b>240,508</b>	<b>178,857</b>	<b>218,585</b>	<b>407,433</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>240,508</b>	<b>7</b>	<b>26</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>9,379,800</b>	<b>1.25M</b>	<b>5.68M</b>	<b>2.44M</b>	<b>0.00B</b>

# August 2025



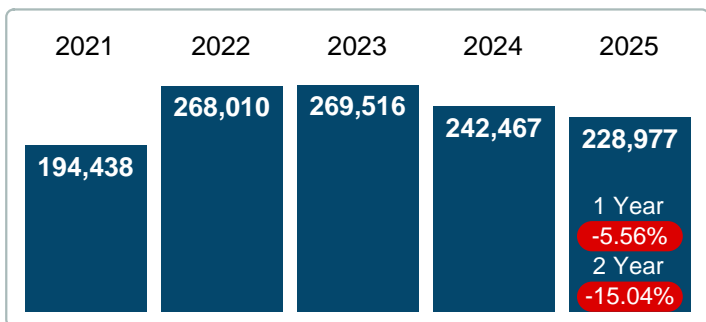
Area Delimited by County Of Mayes - Residential Property Type



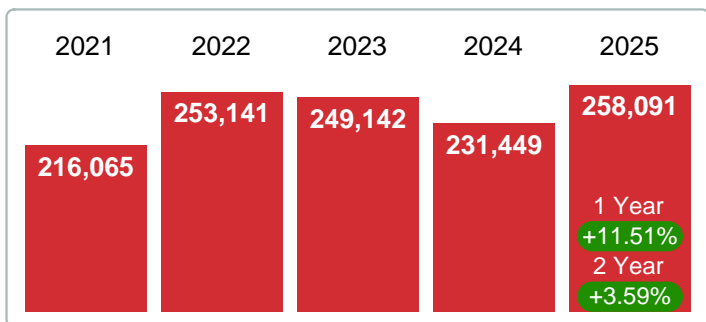
## AVERAGE SOLD PRICE AT CLOSING

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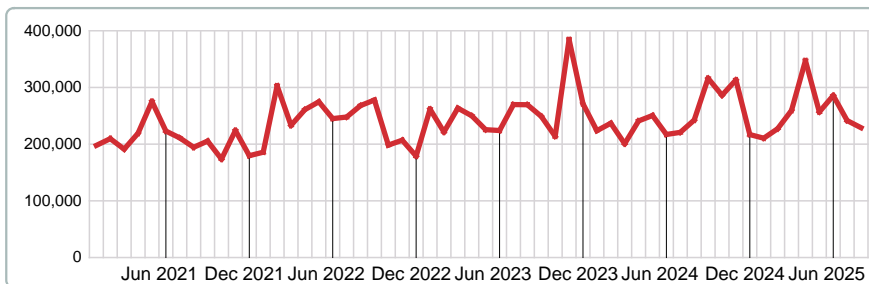
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

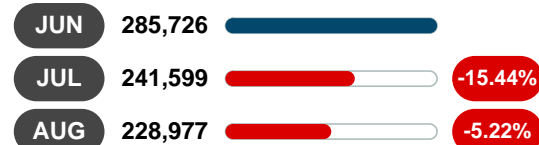


### 3 MONTHS

5 year AUG AVG = 240,682

High Nov 2023 384,533 Low Oct 2021 173,711

Average Sold Price at Closing this month at 228,977 below the 5 yr AUG average of 240,682



### 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	5.13%	36,500	38,000	35,000	0	0
\$50,001 - \$100,000	15.38%	82,128	89,750	78,316	0	0
\$100,001 - \$175,000	23.08%	154,822	0	154,822	0	0
\$175,001 - \$225,000	15.38%	199,958	204,375	197,750	0	0
\$225,001 - \$300,000	15.38%	251,783	233,000	255,233	256,000	0
\$300,001 - \$400,000	15.38%	333,833	315,000	319,333	365,000	0
\$400,001 and up	10.26%	564,375	0	574,500	554,250	0
<b>Average Sold Price</b>		<b>228,977</b>	<b>167,750</b>	<b>207,899</b>	<b>391,750</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>228,977</b>	<b>7</b>	<b>26</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>8,930,115</b>	<b>1.17M</b>	<b>5.41M</b>	<b>2.35M</b>	<b>0.00B</b>

# August 2025



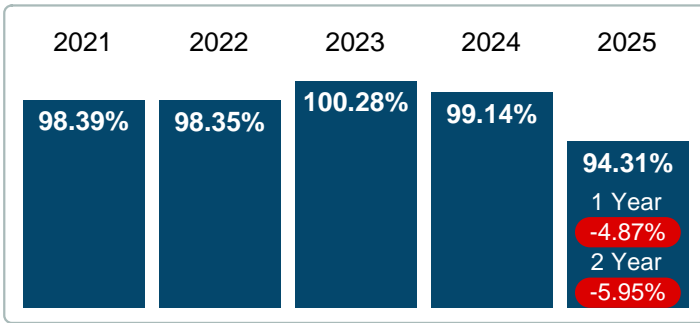
Area Delimited by County Of Mayes - Residential Property Type



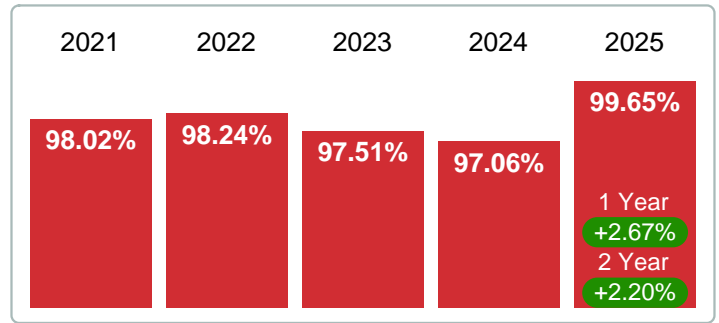
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Sep 11, 2025 for MLS Technology Inc.

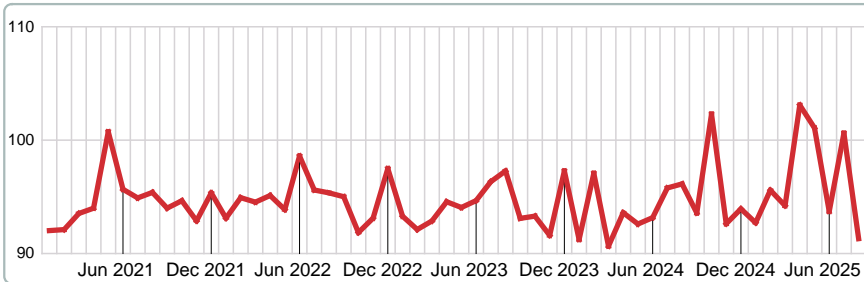
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

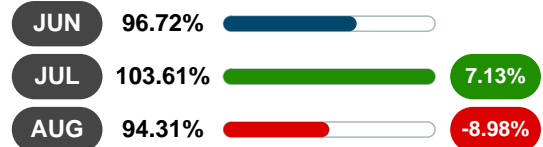


### 3 MONTHS

5 year AUG AVG = 98.09%

High Apr 2025 106.09% Low Mar 2024 93.66%

Average Sold/List Ratio this month at **94.31%**  
below the 5 yr AUG average of **98.09%**



## 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	5.13%	93.55%	95.00%	92.11%	0.00%	0.00%
\$50,001 - \$100,000	6	15.38%	85.37%	93.17%	81.46%	0.00%	0.00%
\$100,001 - \$175,000	9	23.08%	96.67%	0.00%	96.67%	0.00%	0.00%
\$175,001 - \$225,000	6	15.38%	95.19%	98.76%	93.40%	0.00%	0.00%
\$225,001 - \$300,000	6	15.38%	97.15%	101.97%	94.77%	98.32%	0.00%
\$300,001 - \$400,000	6	15.38%	93.44%	84.00%	94.38%	96.74%	0.00%
\$400,001 and up	4	10.26%	98.53%	0.00%	101.15%	95.91%	0.00%
Average Sold/List Ratio		94.30%		94.98%	93.51%	96.99%	0.00%
Total Closed Units		39	100%	7	26	6	
Total Closed Volume		8,930,115		1.17M	5.41M	2.35M	0.00B

# August 2025



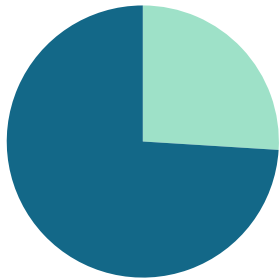
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

Report produced on Sep 11, 2025 for MLS Technology Inc.

### INVENTORY

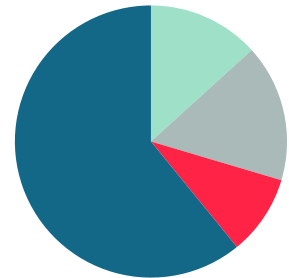


**Inventory**  
 New Listings  
**66 = 25.98%**  
 Start Inventory  
**188**  
 Total Inventory Units  
**254**  
 Volume  
**\$94,532,867**

### Market Activity

Closed Sales  
**39 = 13.27%**  
 Pending Sales  
**48 = 16.33%**  
 Other Off Market  
**28 = 9.52%**  
 Active Inventory  
**179 = 60.88%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2024	2025	+/-%	2024	2025	+/-%
Closed Sales	48	39	-18.75%	279	264	-5.38%
Pending Sales	35	48	37.14%	314	296	-5.73%
New Listings	64	66	3.13%	506	478	-5.53%
Average List Price	248,514	240,508	-3.22%	241,470	278,583	15.37%
Average Sale Price	242,467	228,977	-5.56%	231,449	258,091	11.51%
Average Percent of Selling Price to List Price	99.14%	94.31%	-4.87%	97.06%	99.65%	2.67%
Average Days on Market to Sale	48.17	59.92	24.41%	50.14	54.97	9.63%
Monthly Inventory	182	179	-1.65%	182	179	-1.65%
Months Supply of Inventory	5.11	5.44	6.32%	5.11	5.44	6.32%

**Absorption:** Last 12 months, an Average of **33** Sales/Month

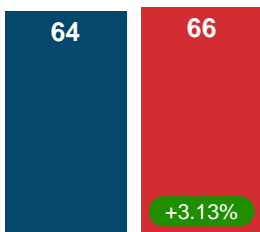
**Inventory** on August 31, 2025 = **179**

**2024** **2025**

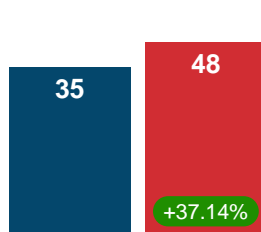
### AUGUST MARKET

### AVERAGE PRICES

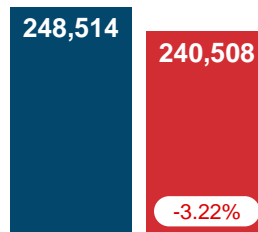
#### New Listings



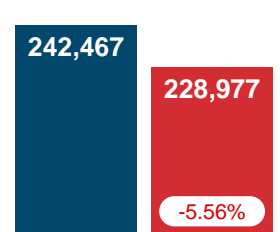
#### Pending Listings



#### List Price



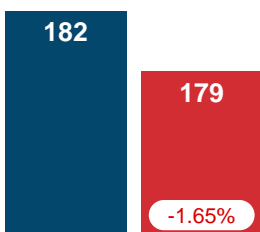
#### Sale Price



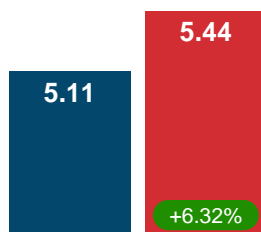
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

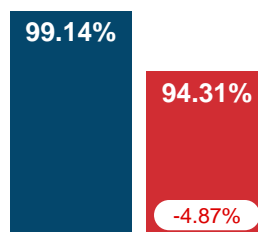
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

