

# September 2025



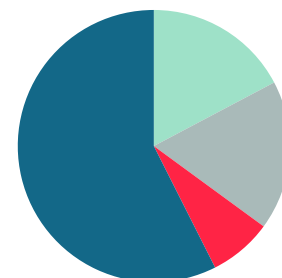
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2024	2025	+/-%
Closed Listings	999	1,147	14.81%
Pending Listings	1,003	1,182	17.85%
New Listings	1,473	1,630	10.66%
Average List Price	328,154	325,590	-0.78%
Average Sale Price	321,716	318,974	-0.85%
Average Percent of Selling Price to List Price	97.99%	97.98%	-0.01%
Average Days on Market to Sale	38.63	38.21	-1.10%
End of Month Inventory	3,461	3,816	10.26%
Months Supply of Inventory	3.35	3.52	5.32%



- Closed (17.26%)
- Pending (17.79%)
- Other OffMarket (7.51%)
- Active (57.44%)

**Absorption:** Last 12 months, an Average of **1,083** Sales/Month  
**Active Inventory** as of September 30, 2025 = **3,816**

### Analysis Wrap-Up

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

The total housing inventory at the end of September 2025 rose **10.26%** to 3,816 existing homes available for sale. Over the last 12 months this area has had an average of 1,083 closed sales per month. This represents an unsold inventory index of **3.52** 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 **0.85%** in September 2025 to \$318,974 versus the previous year at \$321,716.

#### Average Days on Market Shortens

The average number of **38.21** days that homes spent on the market before selling decreased by 0.42 days or **1.10%** in September 2025 compared to last year's same month at **38.63** DOM.

#### Sales Success for September 2025 is Positive

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

There were 1,630 New Listings in September 2025, up **10.66%** from last year at 1,473. Furthermore, there were 1,147 Closed Listings this month versus last year at 999, a **14.81%** increase.

Closed versus Listed trends yielded a **70.4%** ratio, up from previous year's, September 2024, at **67.8%**, a **3.76%** 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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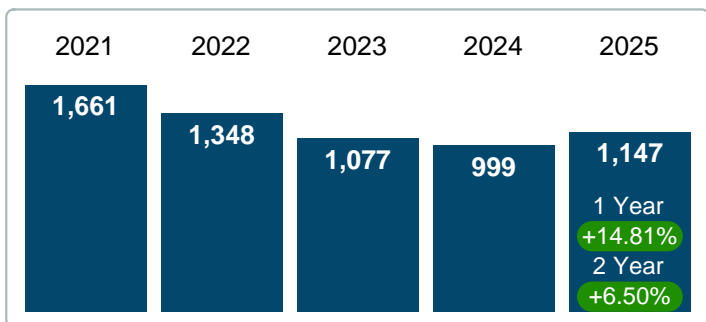
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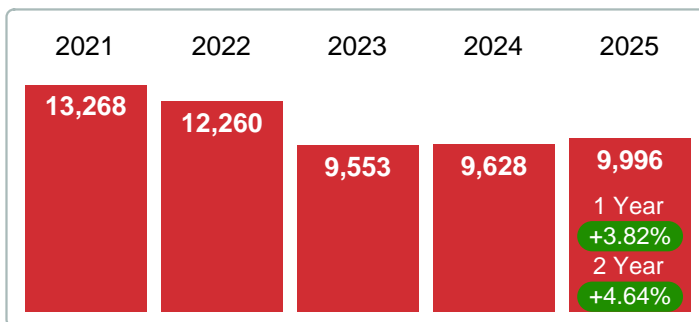
## CLOSED LISTINGS

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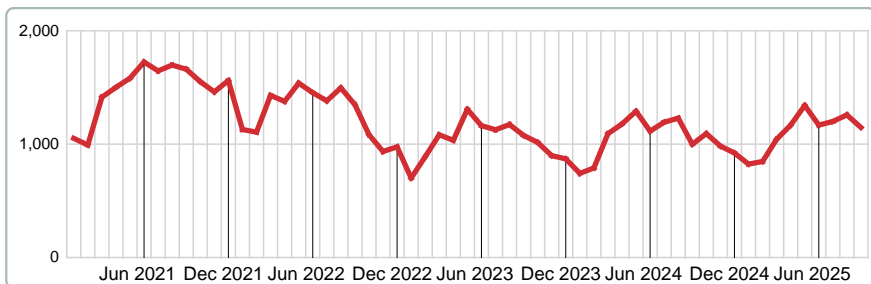
### SEPTEMBER



### YEAR TO DATE (YTD)

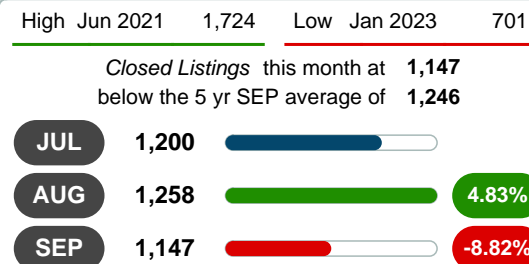


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 1,246



### 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	94	8.20%	32.2	44	43	7	0
\$125,001 - \$200,000	166	14.47%	29.2	28	120	17	1
\$200,001 - \$225,000	111	9.68%	29.1	7	95	9	0
\$225,001 - \$300,000	300	26.16%	33.5	13	203	76	8
\$300,001 - \$375,000	189	16.48%	45.0	8	89	83	9
\$375,001 - \$550,000	173	15.08%	45.5	6	62	84	21
\$550,001 and up	114	9.94%	55.2	0	30	53	31
<b>Total Closed Units</b>	<b>1,147</b>			<b>106</b>	<b>642</b>	<b>329</b>	<b>70</b>
<b>Total Closed Volume</b>	<b>365,863,526</b>	<b>100%</b>	<b>38.2</b>	<b>18.04M</b>	<b>176.79M</b>	<b>131.25M</b>	<b>39.78M</b>
<b>Average Closed Price</b>	<b>\$318,974</b>			<b>\$170,233</b>	<b>\$275,374</b>	<b>\$398,937</b>	<b>\$568,261</b>

# September 2025



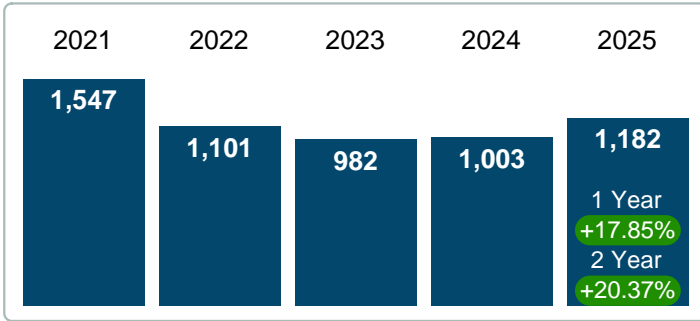
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



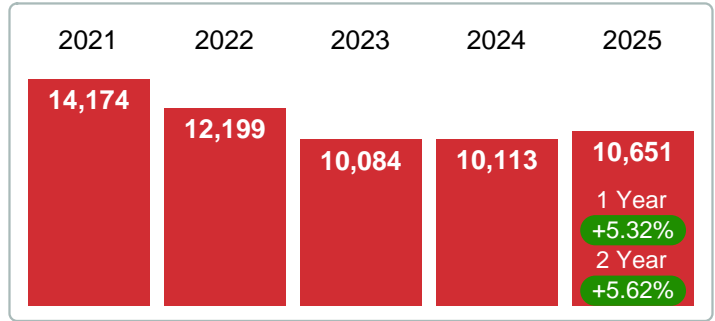
## PENDING LISTINGS

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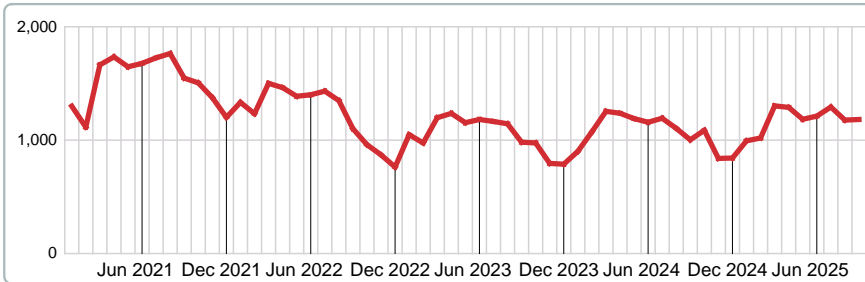
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

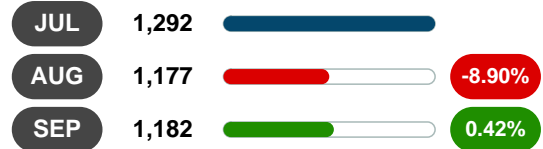


### 3 MONTHS

5 year SEP AVG = 1,163

High Aug 2021 1,764 Low Dec 2022 763

Pending Listings this month at 1,182 above the 5 yr SEP average of 1,163



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	99	8.38%	42.1	46	49	3	1
\$125,001 - \$175,000	122	10.32%	36.3	42	70	9	1
\$175,001 - \$225,000	182	15.40%	36.1	20	137	25	0
\$225,001 - \$300,000	315	26.65%	41.7	23	215	76	1
\$300,001 - \$375,000	166	14.04%	46.4	9	76	69	12
\$375,001 - \$525,000	179	15.14%	57.3	6	60	92	21
\$525,001 and up	119	10.07%	69.9	1	26	63	29
<b>Total Pending Units</b>	<b>1,182</b>			<b>147</b>	<b>633</b>	<b>337</b>	<b>65</b>
<b>Total Pending Volume</b>	<b>377,524,475</b>	<b>100%</b>	<b>46.2</b>	<b>26.13M</b>	<b>171.61M</b>	<b>138.75M</b>	<b>41.04M</b>
<b>Average Listing Price</b>	<b>\$319,395</b>			<b>\$177,760</b>	<b>\$271,102</b>	<b>\$411,710</b>	<b>\$631,385</b>

# September 2025



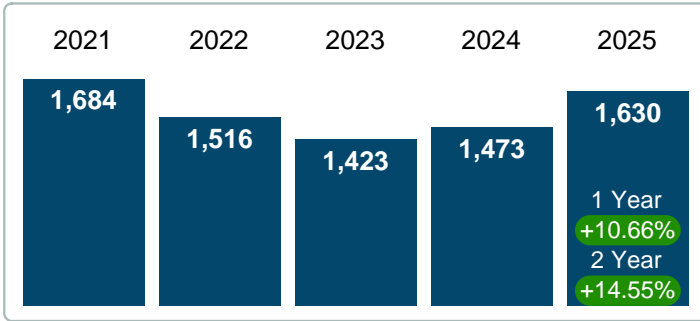
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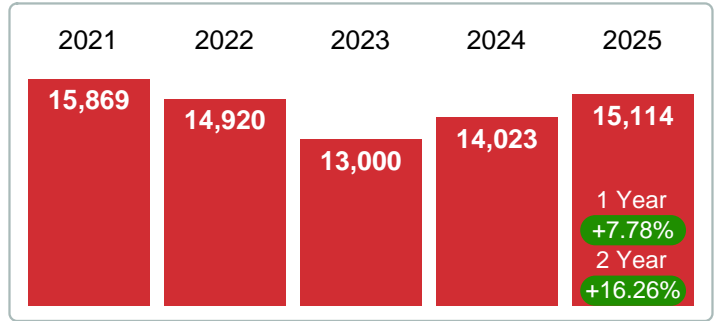
## NEW LISTINGS

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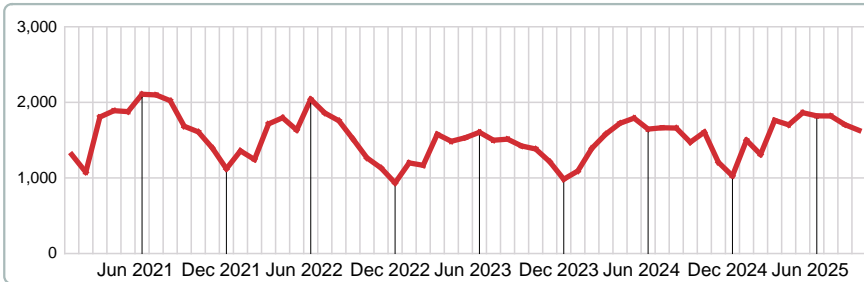
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

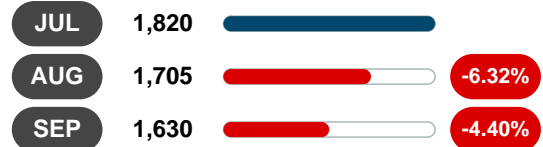


### 3 MONTHS

5 year SEP AVG = 1,545

High Jun 2021 2,107 Low Dec 2022 934

New Listings this month at **1,630**  
above the 5 yr SEP average of **1,545**



### 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	123	7.55%	54	55	11	3
\$125,001 - \$200,000	253	15.52%	65	166	21	1
\$200,001 - \$225,000	130	7.98%	7	107	16	0
\$225,001 - \$325,000	511	31.35%	24	343	133	11
\$325,001 - \$400,000	218	13.37%	8	94	108	8
\$400,001 - \$575,000	223	13.68%	11	77	112	23
\$575,001 and up	172	10.55%	4	38	85	45
<b>Total New Listed Units</b>	<b>1,630</b>		<b>173</b>	<b>880</b>	<b>486</b>	<b>91</b>
<b>Total New Listed Volume</b>	<b>561,878,079</b>	<b>100%</b>	<b>34.62M</b>	<b>248.60M</b>	<b>214.02M</b>	<b>64.64M</b>
<b>Average New Listed Listing Price</b>	<b>\$344,710</b>		<b>\$200,116</b>	<b>\$282,498</b>	<b>\$440,361</b>	<b>\$710,382</b>

# September 2025



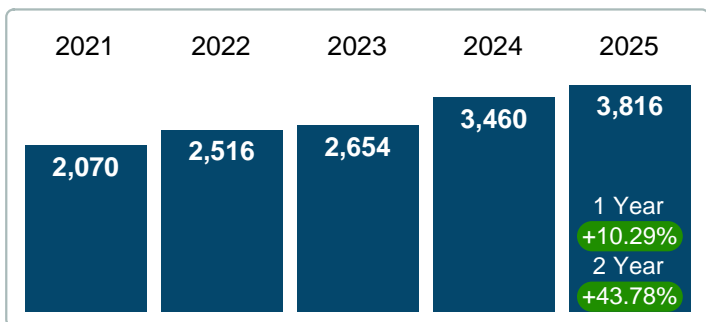
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



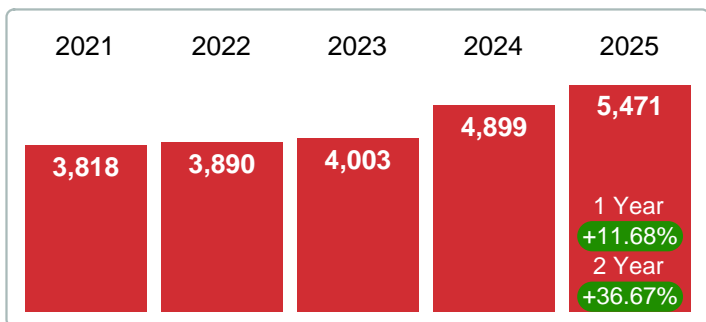
## ACTIVE INVENTORY

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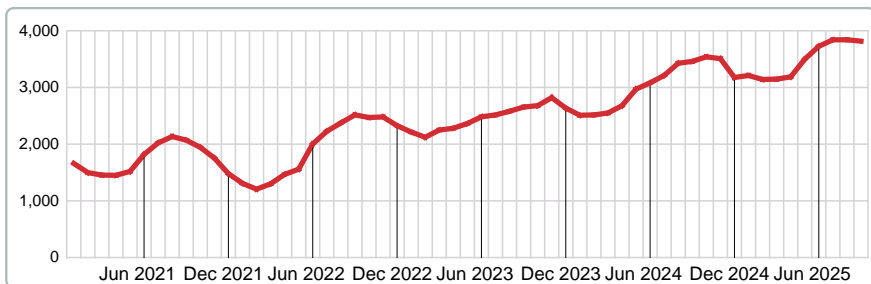
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER



### 5 YEAR MARKET ACTIVITY TRENDS

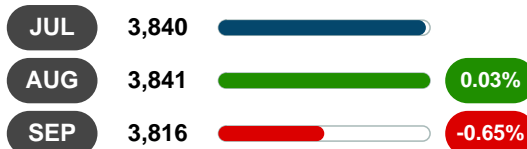


### 3 MONTHS

5 year SEP AVG = 2,903

High Aug 2025 3,841 Low Feb 2022 1,206

Inventory this month at **3,816**  
above the 5 yr SEP average of **2,903**



## 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	285	7.47%	91.0	157	103	17	8
\$125,001 - \$200,000	438	11.48%	60.8	109	278	45	6
\$200,001 - \$275,000	685	17.95%	54.6	58	500	118	9
\$275,001 - \$375,000	847	22.20%	65.4	37	412	354	44
\$375,001 - \$500,000	644	16.88%	85.3	29	273	281	61
\$500,001 - \$700,000	530	13.89%	93.9	14	129	315	72
\$700,001 and up	387	10.14%	86.6	30	62	161	134
Total Active Inventory by Units			3,816	434	1,757	1,291	334
Total Active Inventory by Volume			1,591,556,203	110.14M	569.95M	640.41M	271.06M
Average Active Inventory Listing Price			\$417,074	\$253,789	\$324,387	\$496,054	\$811,552

# September 2025



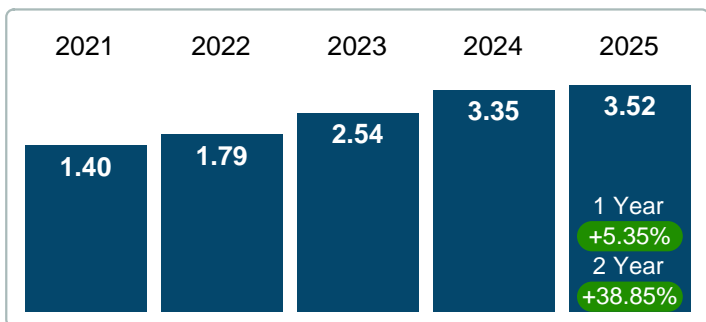
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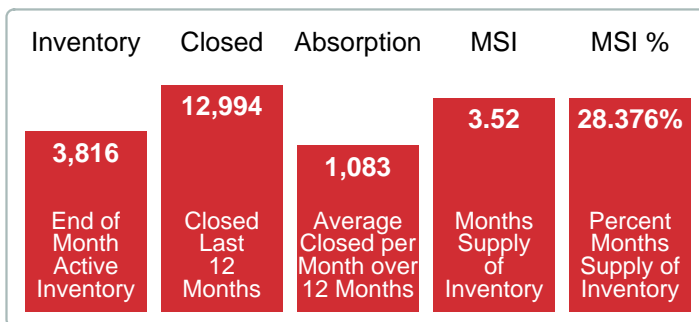
## MONTHS SUPPLY of INVENTORY (MSI)

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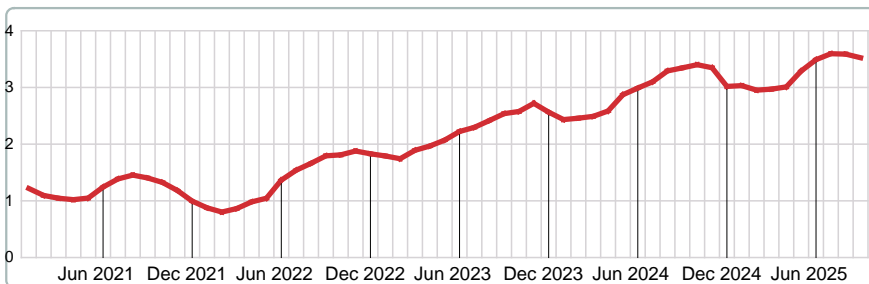
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2025

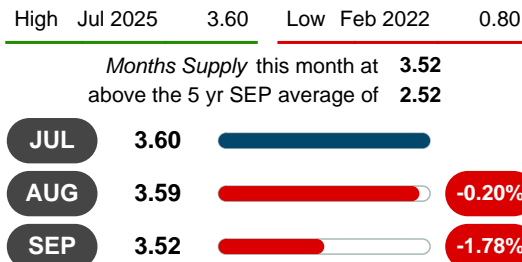


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 2.52



### 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	285	7.47%	3.05	3.44	2.40	3.58	24.00
\$125,001 - \$200,000	438	11.48%	2.33	2.74	2.17	2.40	4.50
\$200,001 - \$275,000	685	17.95%	2.41	2.92	2.36	2.47	1.64
\$275,001 - \$375,000	847	22.20%	3.45	3.93	3.23	3.64	3.85
\$375,001 - \$500,000	644	16.88%	4.70	6.44	5.46	4.09	4.44
\$500,001 - \$700,000	530	13.89%	6.10	10.50	6.67	5.95	5.43
\$700,001 and up	387	10.14%	8.22	60.00	9.42	6.57	8.65
Market Supply of Inventory (MSI)			3.52	3.58	3.00	4.10	5.47
Total Active Inventory by Units		100%	3,816	434	1,757	1,291	334

# September 2025



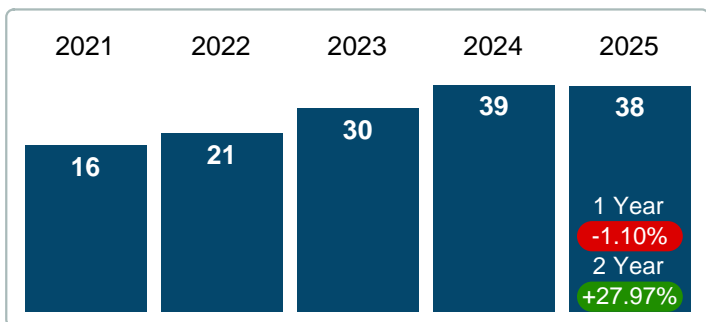
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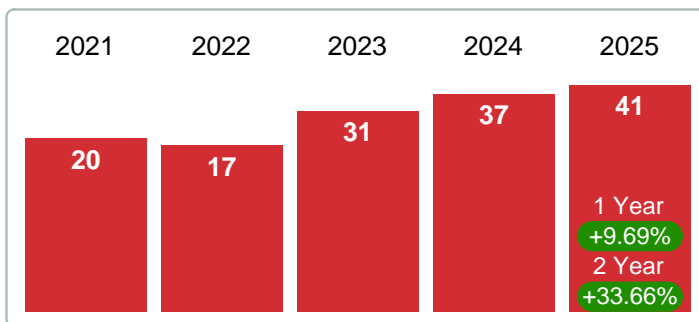
## AVERAGE DAYS ON MARKET TO SALE

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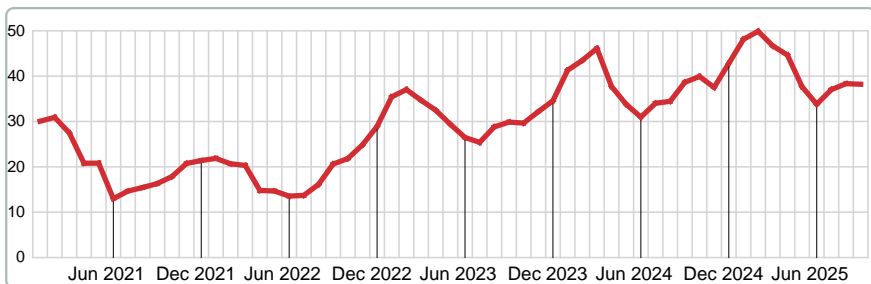
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 29

High Feb 2025 50 Low Jun 2021 13

Average Days on Market to Sale this month at 38 above the 5 yr SEP average of 29



### 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	8.20%	32	39	29	9	0
\$125,001 - \$200,000	14.47%	29	36	27	30	39
\$200,001 - \$225,000	9.68%	29	50	28	24	0
\$225,001 - \$300,000	26.16%	33	27	31	41	37
\$300,001 - \$375,000	16.48%	45	39	43	44	77
\$375,001 - \$550,000	15.08%	46	28	45	42	67
\$550,001 and up	9.94%	55	0	54	60	49
Average Closed DOM		38	37	34	43	56
Total Closed Units	100%	1,147	106	642	329	70
Total Closed Volume		365,863,526	18.04M	176.79M	131.25M	39.78M

# September 2025



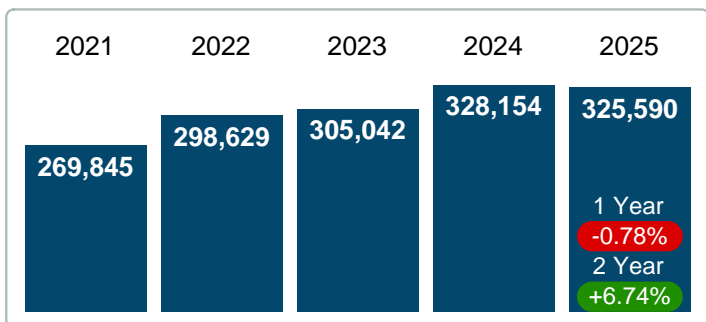
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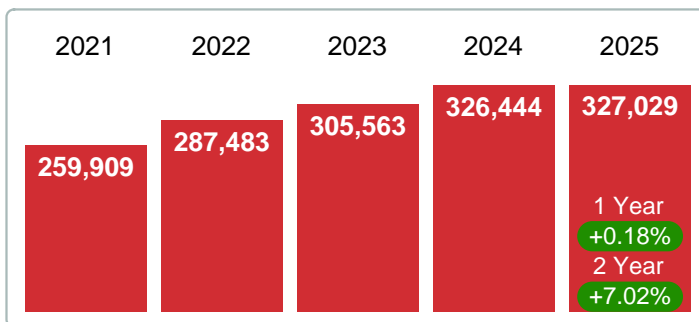
## AVERAGE LIST PRICE AT CLOSING

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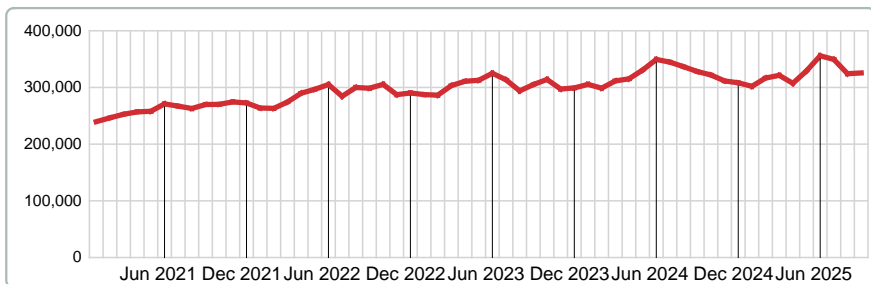
### SEPTEMBER



### YEAR TO DATE (YTD)

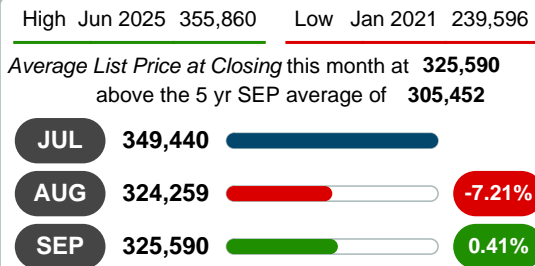


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 305,452



### 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	83	7.24%	89,607	91,679	104,794	98,000	0	
\$125,001 - \$200,000	172	15.00%	171,256	164,941	176,281	173,918	195,000	
\$200,001 - \$225,000	112	9.76%	215,918	217,486	217,233	227,656	0	
\$225,001 - \$300,000	296	25.81%	263,985	261,192	261,595	278,905	267,325	
\$300,001 - \$375,000	187	16.30%	337,054	339,963	341,994	337,987	342,267	
\$375,001 - \$550,000	186	16.22%	457,947	428,083	452,498	464,546	464,555	
\$550,001 and up	111	9.68%	775,030	0	749,369	751,736	814,332	
<b>Average List Price</b>		325,590		177,909	280,957	406,702	577,342	
<b>Total Closed Units</b>		1,147	100%	325,590	106	642	329	70
<b>Total Closed Volume</b>		373,451,505			18.86M	180.37M	133.81M	40.41M

# September 2025



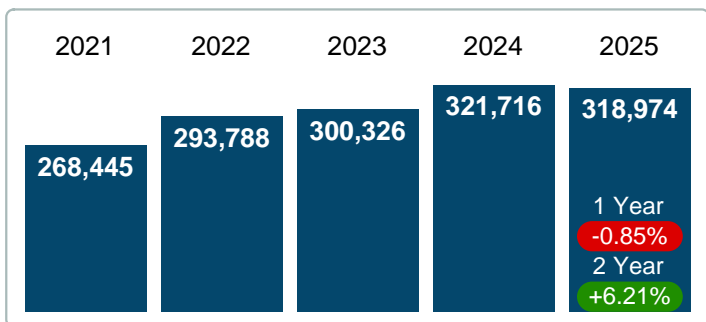
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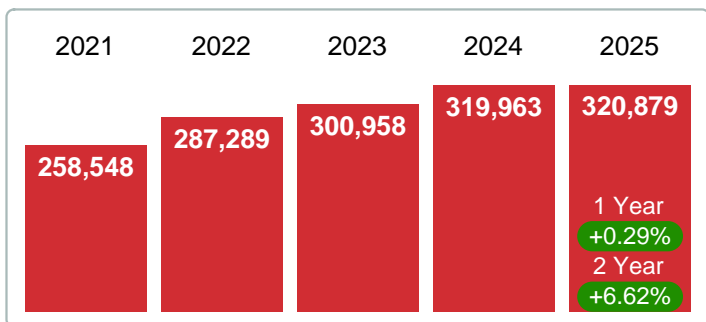
## AVERAGE SOLD PRICE AT CLOSING

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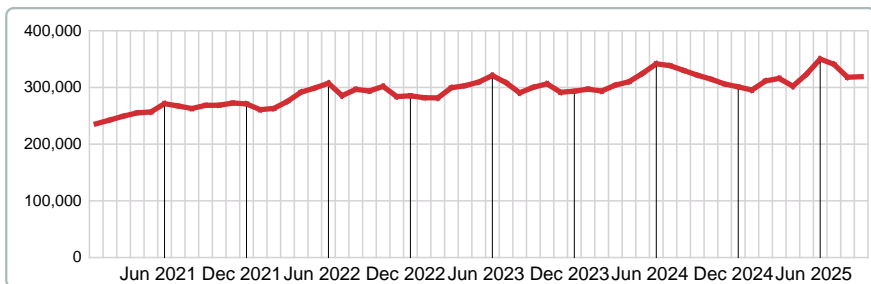
### SEPTEMBER



### YEAR TO DATE (YTD)

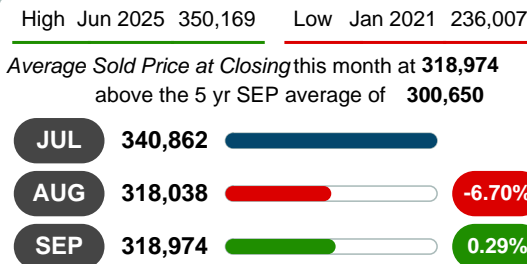


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 300,650



## 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	94	8.20%	86,613	83,355	89,492	89,409	0
\$125,001 - \$200,000	166	14.47%	171,451	160,141	174,351	168,229	195,000
\$200,001 - \$225,000	111	9.68%	214,529	213,571	214,240	218,333	0
\$225,001 - \$300,000	300	26.16%	261,757	255,915	258,202	271,592	268,013
\$300,001 - \$375,000	189	16.48%	334,081	327,688	334,449	334,262	334,444
\$375,001 - \$550,000	173	15.08%	451,651	408,283	444,775	459,554	452,728
\$550,001 and up	114	9.94%	751,266	0	730,341	732,307	803,931
<b>Average Sold Price</b>			<b>318,974</b>	<b>170,233</b>	<b>275,374</b>	<b>398,937</b>	<b>568,261</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>318,974</b>	<b>106</b>	<b>642</b>	<b>329</b>	<b>70</b>
<b>Total Closed Volume</b>			<b>365,863,526</b>	<b>18.04M</b>	<b>176.79M</b>	<b>131.25M</b>	<b>39.78M</b>

# September 2025



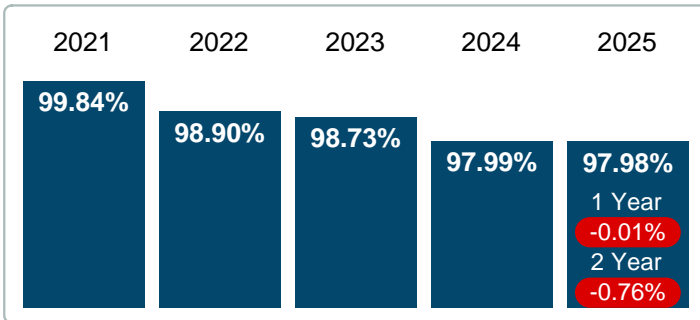
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



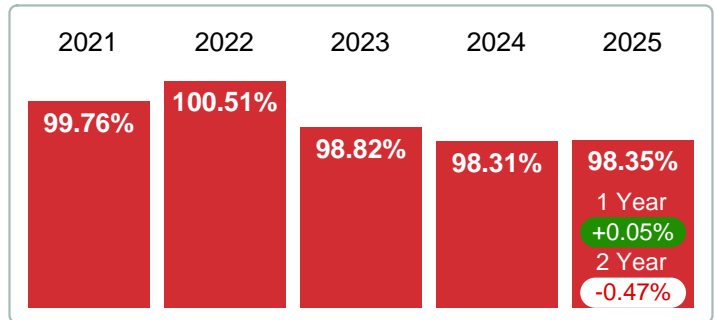
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

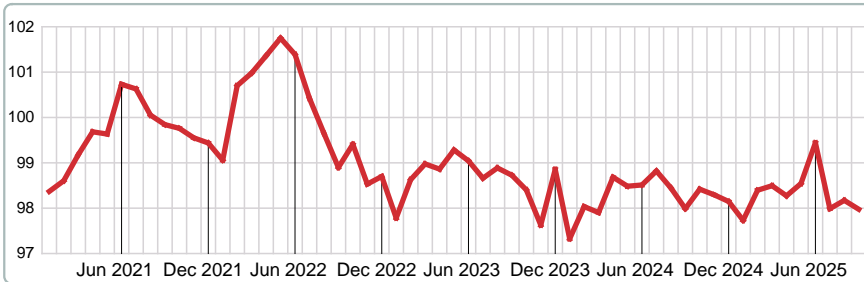
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

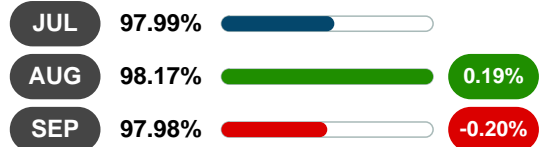


### 3 MONTHS

5 year SEP AVG = 98.69%

High May 2022 101.75% Low Jan 2024 97.33%

Average Sold/List Ratio this month at **97.98%** below the 5 yr SEP average of **98.69%**



### 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	94	8.20%	90.40%	90.77%	88.40%	100.31%	0.00%
\$125,001 - \$200,000	166	14.47%	98.72%	97.27%	99.24%	97.34%	100.00%
\$200,001 - \$225,000	111	9.68%	98.55%	98.46%	98.75%	96.47%	0.00%
\$225,001 - \$300,000	300	26.16%	99.08%	98.06%	98.82%	99.82%	100.29%
\$300,001 - \$375,000	189	16.48%	98.34%	96.44%	97.96%	98.98%	97.95%
\$375,001 - \$550,000	173	15.08%	98.46%	95.48%	98.35%	98.98%	97.59%
\$550,001 and up	114	9.94%	98.34%	0.00%	98.38%	97.85%	99.12%
Average Sold/List Ratio		98.00%		94.58%	98.00%	98.87%	98.66%
Total Closed Units	1,147	100%	98.00%	106	642	329	70
Total Closed Volume	365,863,526			18.04M	176.79M	131.25M	39.78M

# September 2025



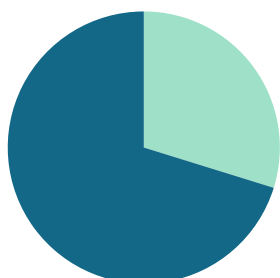
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

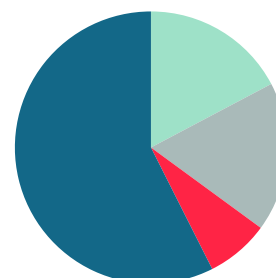


**Inventory**  
 New Listings  
**1,630 = 29.79%**  
 Start Inventory  
**3,842**  
 Total Inventory Units  
**5,472**  
 Volume  
**\$2,149,407,379**

### Market Activity

Closed Sales  
**1,147 = 17.26%**  
 Pending Sales  
**1,182 = 17.79%**  
 Other Off Market  
**499 = 7.51%**  
 Active Inventory  
**3,816 = 57.44%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2024	2025	+/-%	2024	2025	+/-%
Closed Sales	999	1,147	14.81%	9,628	9,996	3.82%
Pending Sales	1,003	1,182	17.85%	10,113	10,651	5.32%
New Listings	1,473	1,630	10.66%	14,023	15,114	7.78%
Average List Price	328,154	325,590	-0.78%	326,444	327,029	0.18%
Average Sale Price	321,716	318,974	-0.85%	319,963	320,879	0.29%
Average Percent of Selling Price to List Price	97.99%	97.98%	-0.01%	98.31%	98.35%	0.05%
Average Days on Market to Sale	38.63	38.21	-1.10%	37.32	40.94	9.69%
Monthly Inventory	3,461	3,816	10.26%	3,461	3,816	10.26%
Months Supply of Inventory	3.35	3.52	5.32%	3.35	3.52	5.32%

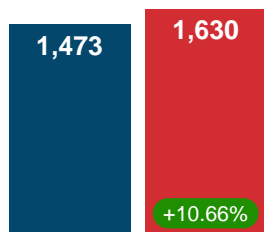
**Absorption:** Last 12 months, an Average of **1,083** Sales/Month

**Inventory** on September 30, 2025 = **3,816** 2024 2025

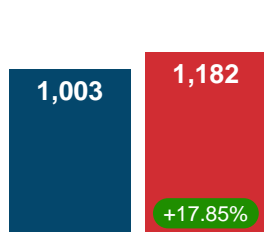
### SEPTEMBER MARKET

### AVERAGE PRICES

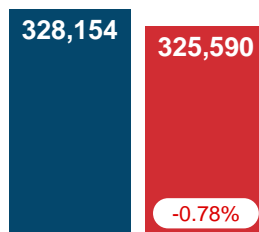
#### New Listings



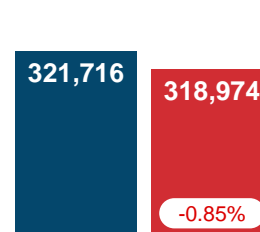
#### Pending Listings



#### List Price



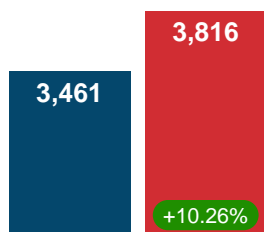
#### Sale Price



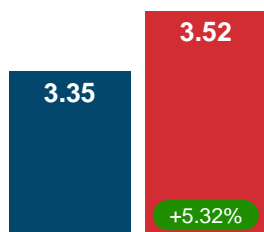
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

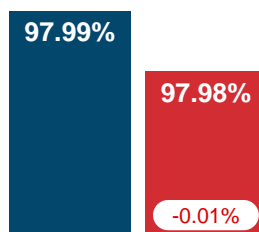
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

