

September 2025



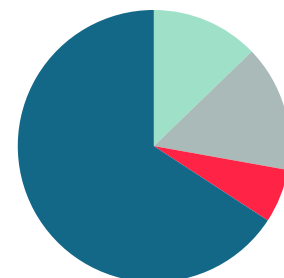
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Oct 17, 2025 for MLS Technology Inc.

Compared Metrics	September		
	2024	2025	+/-%
Closed Listings	34	34	0.00%
Pending Listings	30	40	33.33%
New Listings	64	50	-21.88%
Average List Price	341,062	252,056	-26.10%
Average Sale Price	316,028	248,865	-21.25%
Average Percent of Selling Price to List Price	96.58%	99.14%	2.66%
Average Days on Market to Sale	37.47	43.35	15.70%
End of Month Inventory	191	175	-8.38%
Months Supply of Inventory	5.58	5.32	-4.67%



- Closed (12.78%)
- Pending (15.04%)
- Other OffMarket (6.39%)
- Active (65.79%)

Absorption: Last 12 months, an Average of **33 Sales/Month Active Inventory** as of September 30, 2025 = **175**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2025 decreased **8.38%** to 175 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 **5.32** 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 **21.25%** in September 2025 to \$248,865 versus the previous year at \$316,028.

Average Days on Market Lengthens

The average number of **43.35** days that homes spent on the market before selling increased by 5.88 days or **15.70%** in September 2025 compared to last year's same month at **37.47** DOM.

Sales Success for September 2025 is Positive

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

There were 50 New Listings in September 2025, down **21.88%** from last year at 64. Furthermore, there were 34 Closed Listings this month versus last year at 34, a **0.00%** decrease.

Closed versus Listed trends yielded a **68.0%** ratio, up from previous year's, September 2024, at **53.1%**, a **28.00%** upswing. This will certainly create pressure on a decreasing 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

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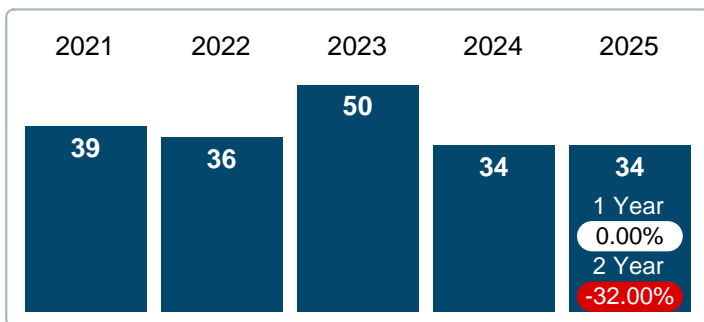
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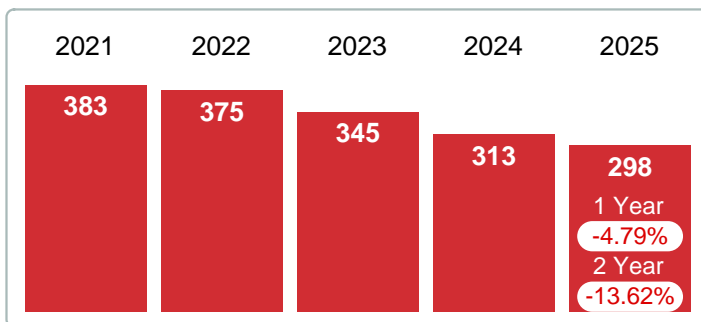
CLOSED LISTINGS

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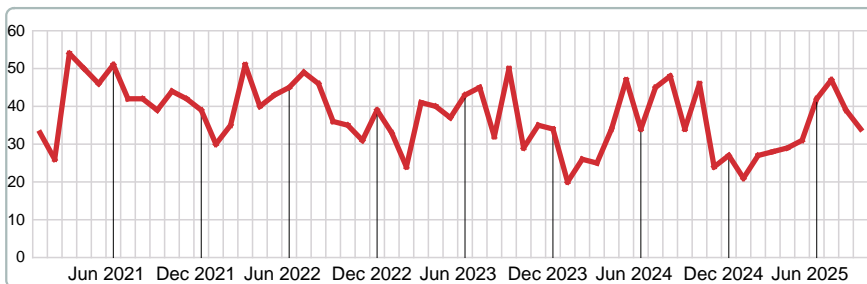
SEPTEMBER



YEAR TO DATE (YTD)

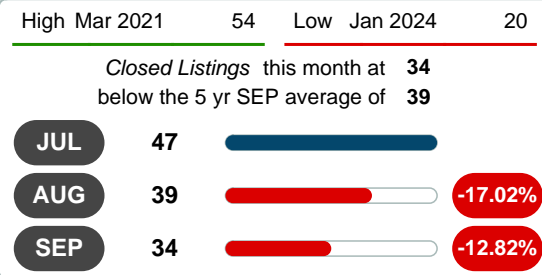


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 39



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	3	8.82%	1.0	2	0	1	0
\$100,001 - \$125,000	2	5.88%	21.5	2	0	0	0
\$125,001 - \$175,000	5	14.71%	53.8	0	5	0	0
\$175,001 - \$275,000	10	29.41%	46.4	0	9	1	0
\$275,001 - \$325,000	6	17.65%	34.3	0	4	2	0
\$325,001 - \$400,000	4	11.76%	39.0	1	3	0	0
\$400,001 and up	4	11.76%	83.3	0	2	2	0
Total Closed Units	34			5	23	6	0
Total Closed Volume	8,461,400	100%	43.4	606.00K	5.97M	1.89M	0.00B
Average Closed Price	\$248,865			\$121,200	\$259,387	\$314,917	\$0

September 2025



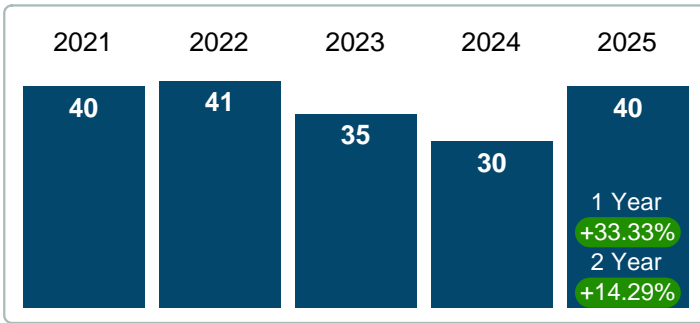
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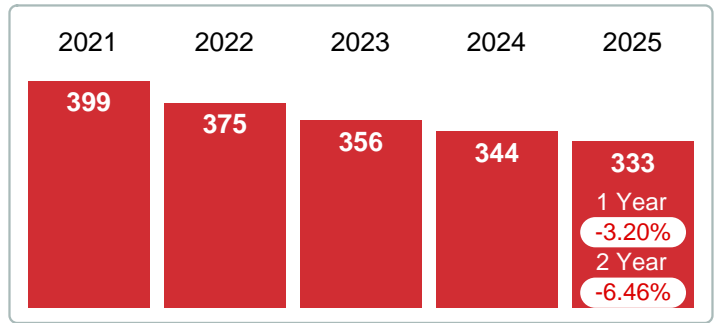
PENDING LISTINGS

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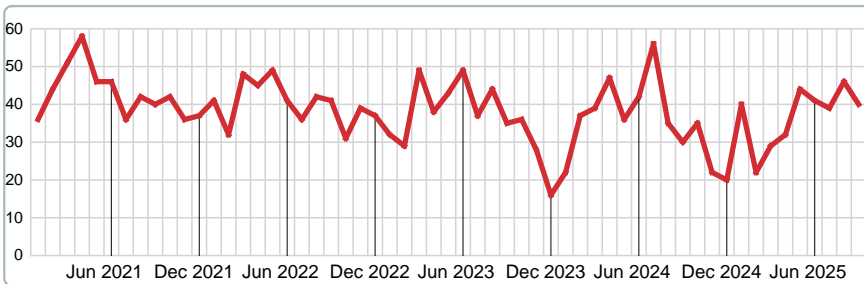
SEPTEMBER



YEAR TO DATE (YTD)

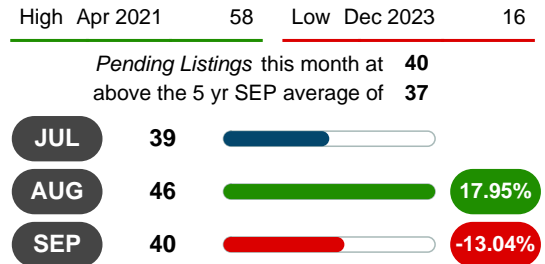


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 37



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	3	7.50%	5.3	2	1	0	0
\$75,001 - \$150,000	4	10.00%	44.3	0	4	0	0
\$150,001 - \$200,000	7	17.50%	75.4	2	5	0	0
\$200,001 - \$250,000	11	27.50%	63.3	2	7	2	0
\$250,001 - \$250,000	0	0.00%	0.0	0	0	0	0
\$250,001 - \$650,000	11	27.50%	61.2	2	5	4	0
\$650,001 and up	4	10.00%	49.8	0	1	1	2
Total Pending Units	40			8	23	7	2
Total Pending Volume	11,672,589	100%	57.2	1.45M	5.24M	2.67M	2.32M
Average Listing Price	\$291,815			\$181,125	\$227,704	\$380,927	\$1,159,950

September 2025



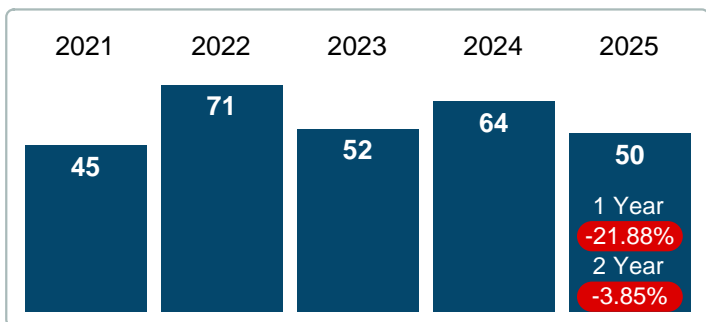
Area Delimited by County Of Mayes - Residential Property Type



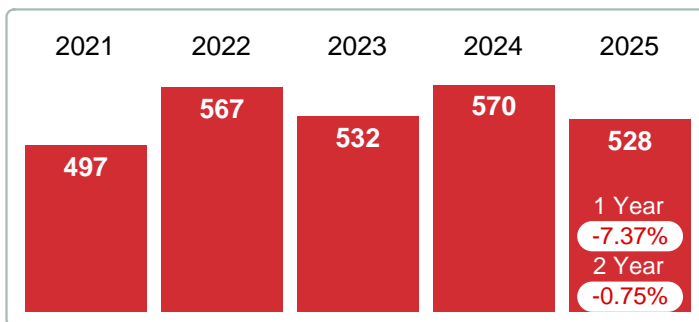
NEW LISTINGS

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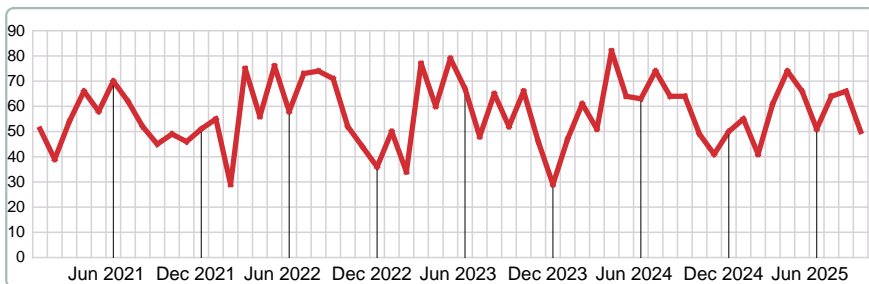
SEPTEMBER



YEAR TO DATE (YTD)

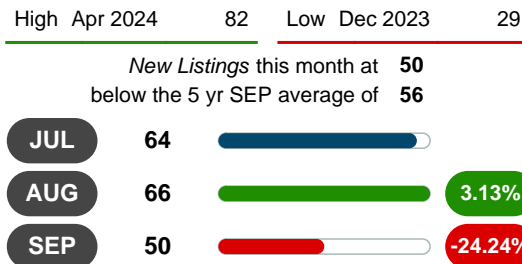


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 56



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	5	10.00%	3	2	0	0
\$75,001 - \$150,000	7	14.00%	1	4	2	0
\$150,001 - \$200,000	6	12.00%	1	5	0	0
\$200,001 - \$275,000	12	24.00%	1	11	0	0
\$275,001 - \$325,000	8	16.00%	1	6	1	0
\$325,001 - \$675,000	7	14.00%	1	2	3	1
\$675,001 and up	5	10.00%	0	0	3	2
Total New Listed Units	50		8	30	9	3
Total New Listed Volume	15,301,200	100%	1.48M	6.81M	4.40M	2.61M
Average New Listed Listing Price	\$306,024		\$184,400	\$227,093	\$489,356	\$869,667

September 2025



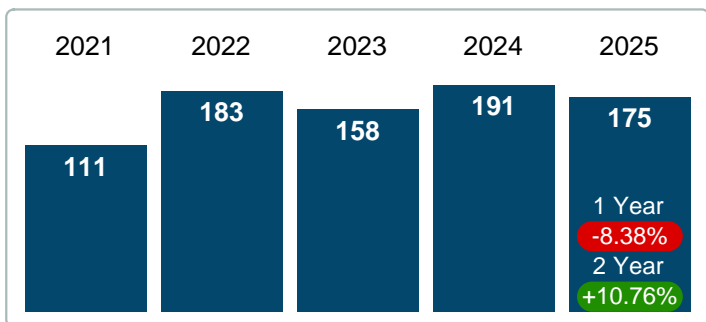
Area Delimited by County Of Mayes - Residential Property Type



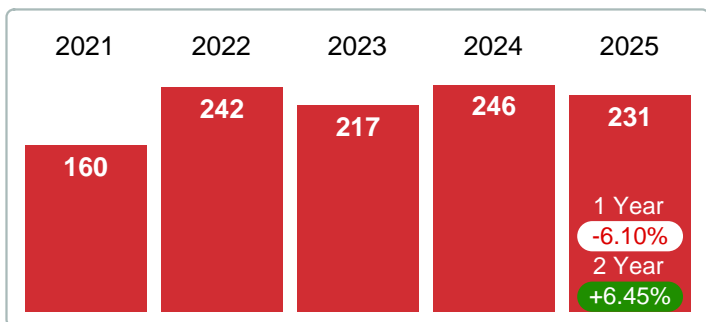
ACTIVE INVENTORY

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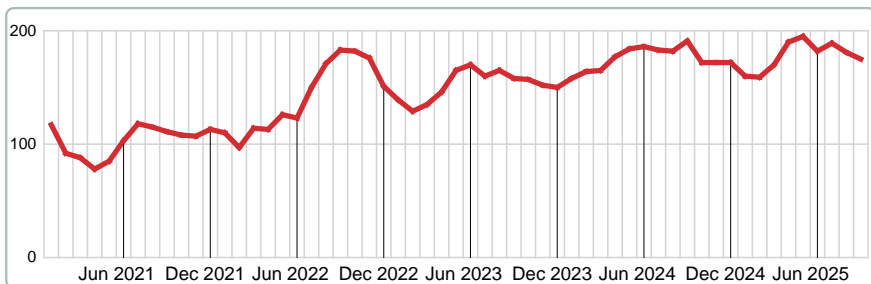
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

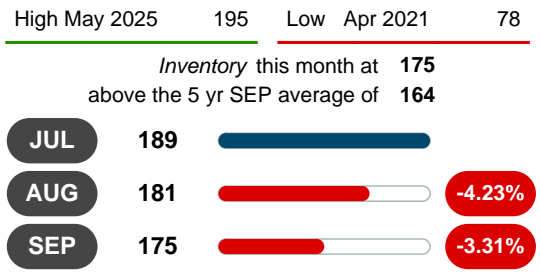


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 164



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	15	8.57%	53.3	7	5	2	1
\$125,001 - \$175,000	14	8.00%	86.7	4	7	3	0
\$175,001 - \$250,000	37	21.14%	86.8	6	23	6	2
\$250,001 - \$350,000	42	24.00%	76.5	1	27	14	0
\$350,001 - \$450,000	25	14.29%	110.0	2	16	7	0
\$450,001 - \$650,000	25	14.29%	104.7	3	7	14	1
\$650,001 and up	17	9.71%	100.6	1	4	6	6
Total Active Inventory by Units	175			24	89	52	10
Total Active Inventory by Volume	67,966,815	100%	88.7	6.61M	29.30M	22.83M	9.22M
Average Active Inventory Listing Price	\$388,382			\$275,546	\$329,269	\$439,096	\$921,580

September 2025



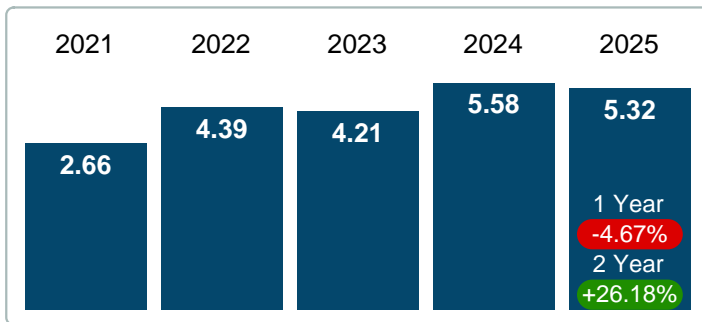
Area Delimited by County Of Mayes - Residential Property Type



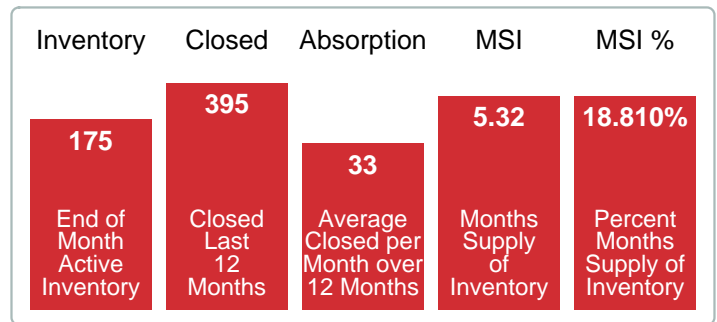
MONTHS SUPPLY of INVENTORY (MSI)

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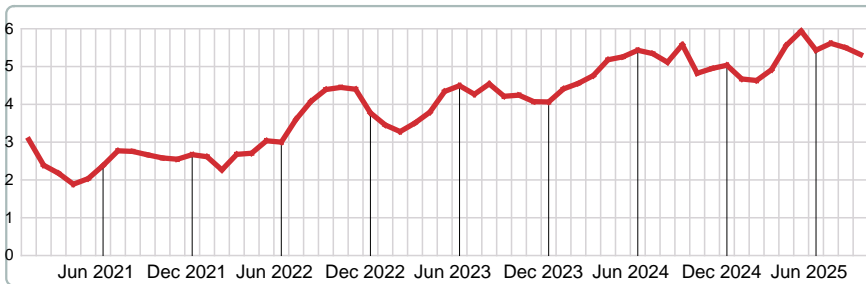
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2025

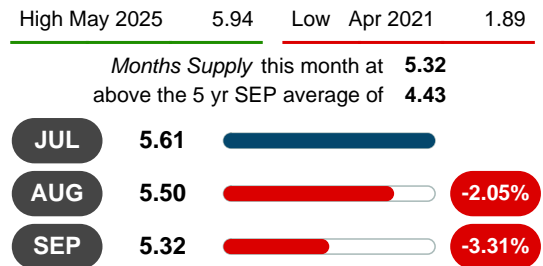


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 4.43



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	15	8.57%	2.73	2.40	2.61	3.00	0.00
\$125,001 - \$175,000	14	8.00%	2.47	6.86	1.56	5.14	0.00
\$175,001 - \$250,000	37	21.14%	4.11	7.20	3.21	6.00	0.00
\$250,001 - \$350,000	42	24.00%	6.07	1.09	5.68	14.00	0.00
\$350,001 - \$450,000	25	14.29%	8.33	12.00	13.71	4.67	0.00
\$450,001 - \$650,000	25	14.29%	13.04	36.00	5.25	56.00	4.00
\$650,001 and up	17	9.71%	18.55	0.00	8.00	18.00	72.00
Market Supply of Inventory (MSI)			5.32	4.36	4.17	9.75	13.33
Total Active Inventory by Units		100%	5.32	24	89	52	10

September 2025



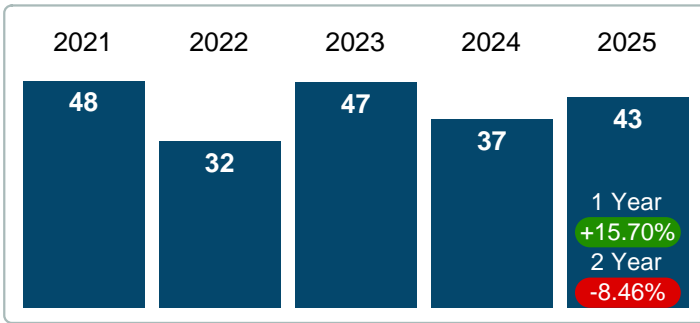
Area Delimited by County Of Mayes - Residential Property Type



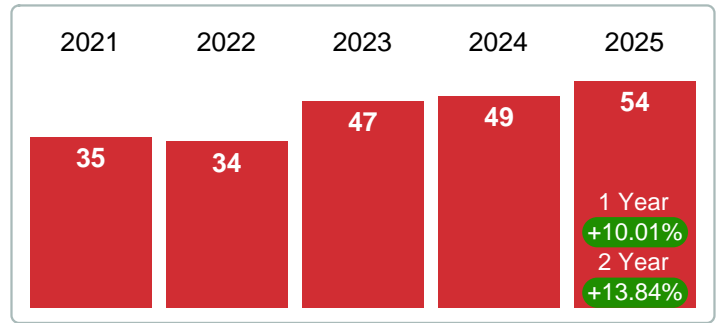
AVERAGE DAYS ON MARKET TO SALE

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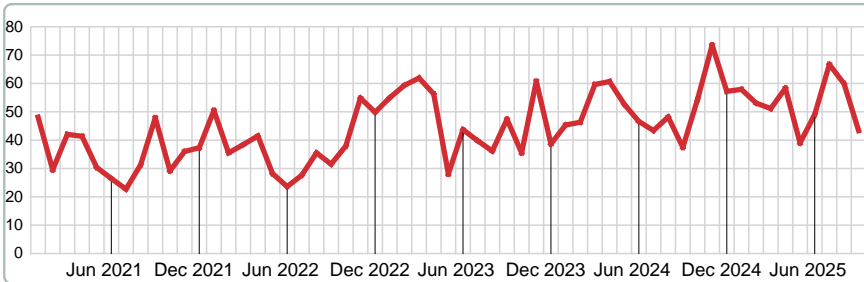
SEPTEMBER



YEAR TO DATE (YTD)

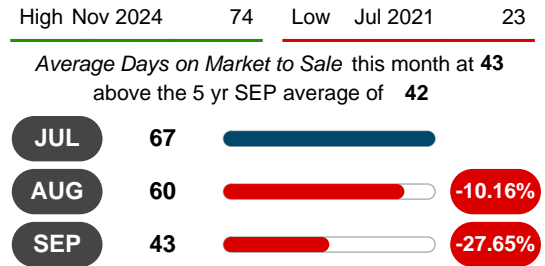


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 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
\$100,000 and less	8.82%	1	1	0	1	0
\$100,001 - \$125,000	5.88%	22	22	0	0	0
\$125,001 - \$175,000	14.71%	54	0	54	0	0
\$175,001 - \$275,000	29.41%	46	0	49	27	0
\$275,001 - \$325,000	17.65%	34	0	40	24	0
\$325,001 - \$400,000	11.76%	39	1	52	0	0
\$400,001 and up	11.76%	83	0	95	72	0
Average Closed DOM		43	9	53	37	0
Total Closed Units	100%	43	5	23	6	0
Total Closed Volume		8,461,400	606.00K	5.97M	1.89M	0.00B

September 2025



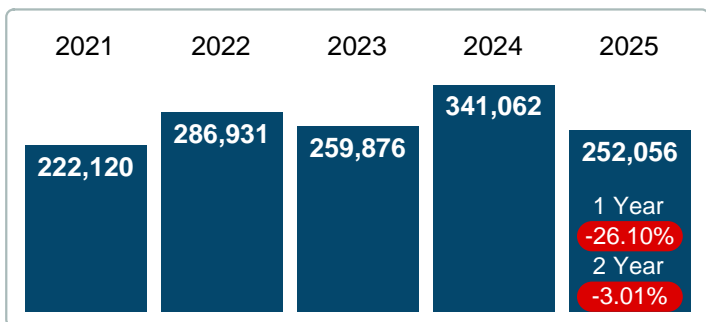
Area Delimited by County Of Mayes - Residential Property Type



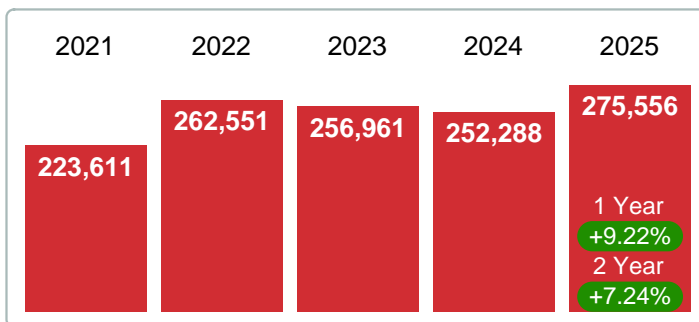
AVERAGE LIST PRICE AT CLOSING

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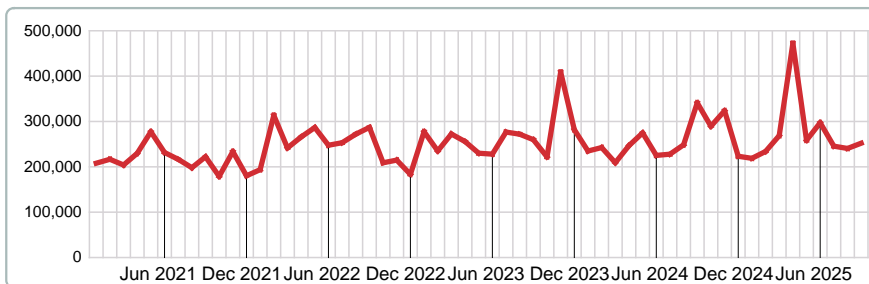
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

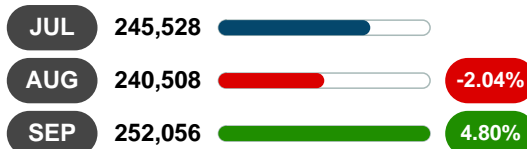


3 MONTHS

5 year SEP AVG = 272,409

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

Average List Price at Closing this month at **252,056**
below the 5 yr SEP average of **272,409**



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
\$100,000 and less	11.76%	58,125	31,500	0	74,500	0
\$100,001 - \$125,000	2.94%	115,000	105,000	0	0	0
\$125,001 - \$175,000	14.71%	151,440	0	151,440	0	0
\$175,001 - \$275,000	29.41%	225,630	0	223,478	245,000	0
\$275,001 - \$325,000	14.71%	308,280	0	316,375	307,450	0
\$325,001 - \$400,000	14.71%	350,100	328,000	361,167	0	0
\$400,001 and up	11.76%	479,250	0	468,500	490,000	0
Average List Price		252,056	120,200	263,239	319,067	0
Total Closed Units	100%	252,056	5	23	6	0
Total Closed Volume		8,569,900	601.00K	6.05M	1.91M	0.00B

September 2025



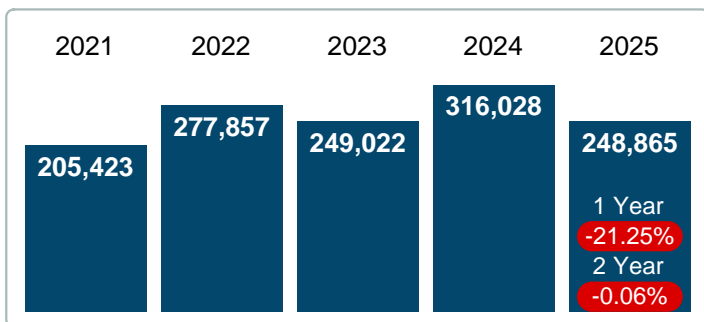
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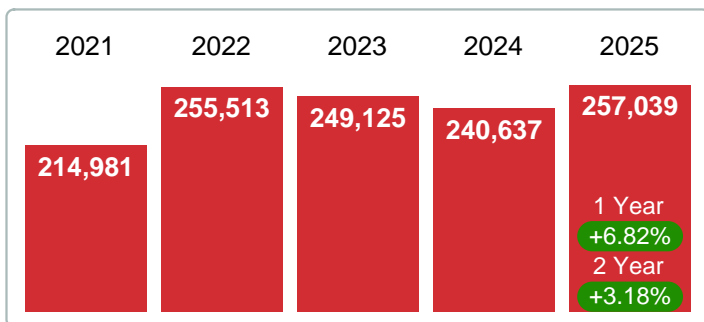
AVERAGE SOLD PRICE AT CLOSING

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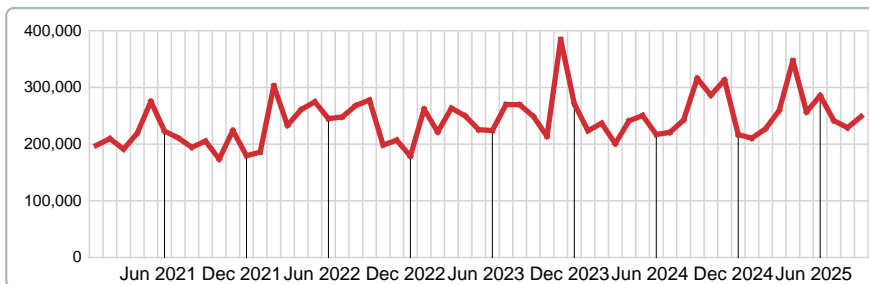
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

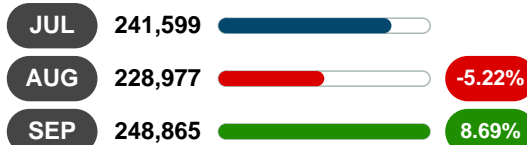


3 MONTHS

5 year SEP AVG = 259,439

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

Average Sold Price at Closing this month at **248,865** below the 5 yr SEP average of **259,439**



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
\$100,000 and less	8.82%	45,833	31,500	0	74,500	0
\$100,001 - \$125,000	5.88%	107,500	107,500	0	0	0
\$125,001 - \$175,000	14.71%	151,560	0	151,560	0	0
\$175,001 - \$275,000	29.41%	223,040	0	220,600	245,000	0
\$275,001 - \$325,000	17.65%	306,283	0	310,175	298,500	0
\$325,001 - \$400,000	11.76%	343,000	328,000	348,000	0	0
\$400,001 and up	11.76%	477,750	0	469,000	486,500	0
Average Sold Price		248,865	121,200	259,387	314,917	0
Total Closed Units	100%	248,865	5	23	6	0
Total Closed Volume		8,461,400	606.00K	5.97M	1.89M	0.00B

September 2025



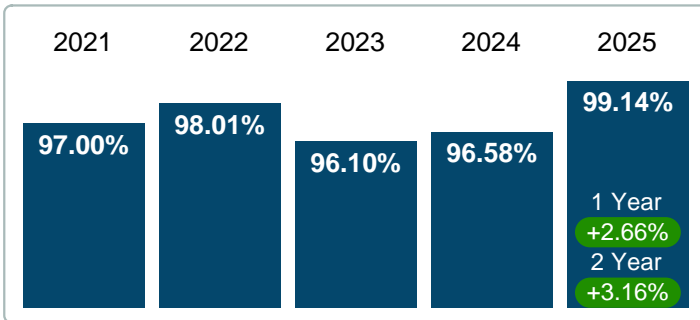
Area Delimited by County Of Mayes - Residential Property Type



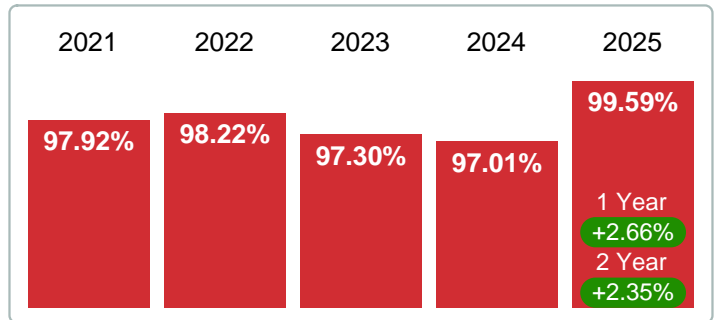
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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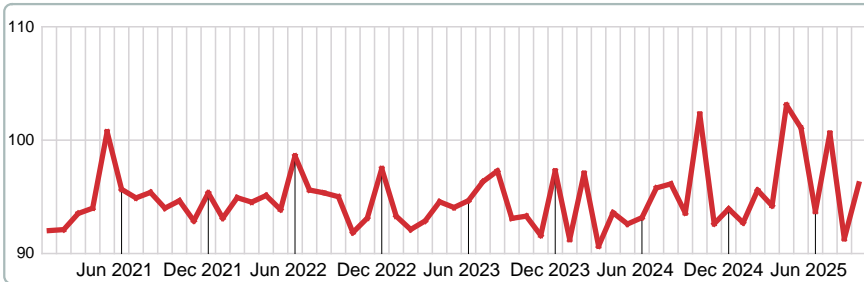
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

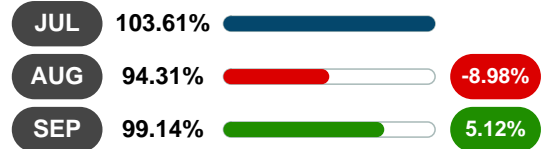


3 MONTHS

5 year SEP AVG = 97.37%

High Apr 2025 106.09% Low Mar 2024 93.66%

Average Sold/List Ratio this month at **99.14%** above the 5 yr SEP average of **97.37%**



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
\$100,000 and less	3	8.82%	100.00%	100.00%	0.00%	100.00%	0.00%
\$100,001 - \$125,000	2	5.88%	103.09%	103.09%	0.00%	0.00%	0.00%
\$125,001 - \$175,000	5	14.71%	100.13%	0.00%	100.13%	0.00%	0.00%
\$175,001 - \$275,000	10	29.41%	98.90%	0.00%	98.78%	100.00%	0.00%
\$275,001 - \$325,000	6	17.65%	97.85%	0.00%	98.23%	97.10%	0.00%
\$325,001 - \$400,000	4	11.76%	97.32%	100.00%	96.43%	0.00%	0.00%
\$400,001 and up	4	11.76%	99.65%	0.00%	100.09%	99.21%	0.00%
Average Sold/List Ratio		99.10%		101.24%	98.79%	98.77%	0.00%
Total Closed Units		34	100%	5	23	6	
Total Closed Volume		8,461,400		606.00K	5.97M	1.89M	0.00B

September 2025



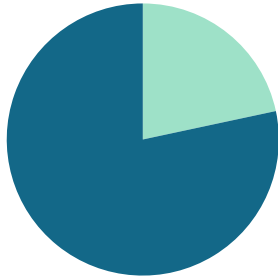
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

Report produced on Oct 17, 2025 for MLS Technology Inc.

INVENTORY

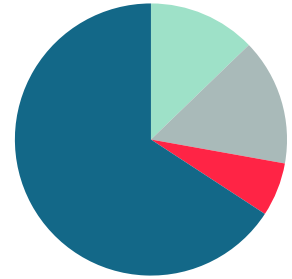


Inventory
 New Listings
50 = 21.65%
 Start Inventory
181
 Total Inventory Units
231
 Volume
\$86,259,603

Market Activity

Closed Sales
34 = 12.78%
 Pending Sales
40 = 15.04%
 Other Off Market
17 = 6.39%
 Active Inventory
175 = 65.79%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2024	2025	+/-%	2024	2025	+/-%
Closed Sales	34	34	0.00%	313	298	-4.79%
Pending Sales	30	40	33.33%	344	333	-3.20%
New Listings	64	50	-21.88%	570	528	-7.37%
Average List Price	341,062	252,056	-26.10%	252,288	275,556	9.22%
Average Sale Price	316,028	248,865	-21.25%	240,637	257,039	6.82%
Average Percent of Selling Price to List Price	96.58%	99.14%	2.66%	97.01%	99.59%	2.66%
Average Days on Market to Sale	37.47	43.35	15.70%	48.77	53.65	10.01%
Monthly Inventory	191	175	-8.38%	191	175	-8.38%
Months Supply of Inventory	5.58	5.32	-4.67%	5.58	5.32	-4.67%

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

Inventory on September 30, 2025 = **175**

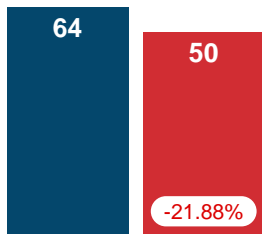
2024

2025

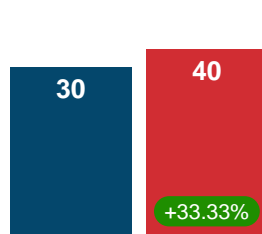
SEPTEMBER MARKET

AVERAGE PRICES

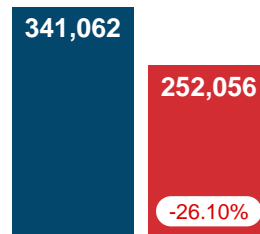
New Listings



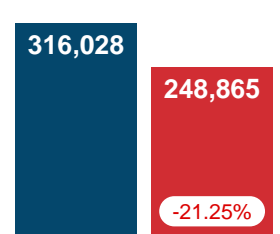
Pending Listings



List Price



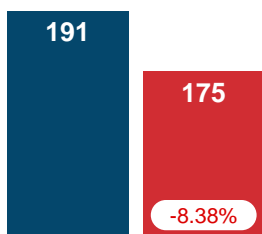
Sale Price



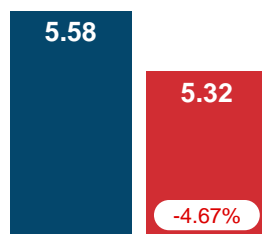
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

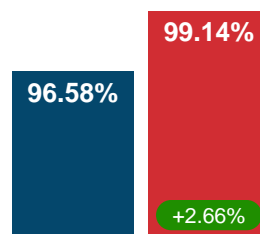
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

