

# September 2025



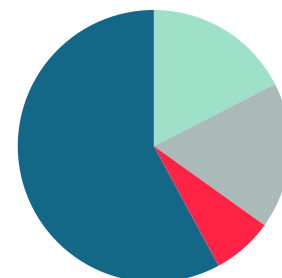
Area Delimited by County Of Tulsa - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2024	2025	+/-%
Closed Listings	641	730	13.88%
Pending Listings	656	727	10.82%
New Listings	978	1,042	6.54%
Average List Price	326,177	332,045	1.80%
Average Sale Price	319,694	325,098	1.69%
Average Percent of Selling Price to List Price	98.00%	98.09%	0.09%
Average Days on Market to Sale	35.61	35.87	0.73%
End of Month Inventory	2,221	2,417	8.82%
Months Supply of Inventory	3.25	3.35	3.06%



**Absorption:** Last 12 months, an Average of **722** Sales/Month  
**Active Inventory** as of September 30, 2025 = **2,417**

### Analysis Wrap-Up

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

The total housing inventory at the end of September 2025 rose **8.82%** to 2,417 existing homes available for sale. Over the last 12 months this area has had an average of 722 closed sales per month. This represents an unsold inventory index of **3.35** MSI for this period.

#### Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **1.69%** in September 2025 to \$325,098 versus the previous year at \$319,694.

#### Average Days on Market Lengthens

The average number of **35.87** days that homes spent on the market before selling increased by 0.26 days or **0.73%** in September 2025 compared to last year's same month at **35.61** DOM.

#### Sales Success for September 2025 is Positive

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

There were 1,042 New Listings in September 2025, up **6.54%** from last year at 978. Furthermore, there were 730 Closed Listings this month versus last year at 641, a **13.88%** increase.

Closed versus Listed trends yielded a **70.1%** ratio, up from previous year's, September 2024, at **65.5%**, a **6.89%** 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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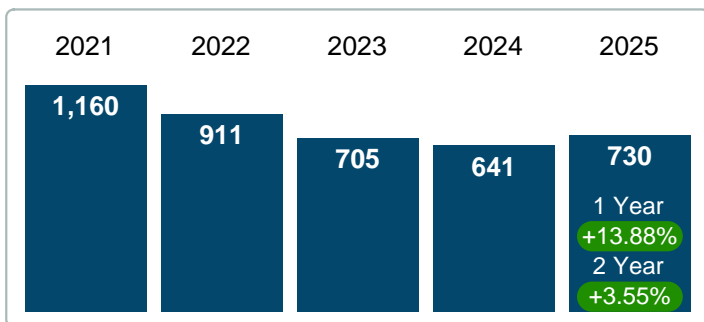
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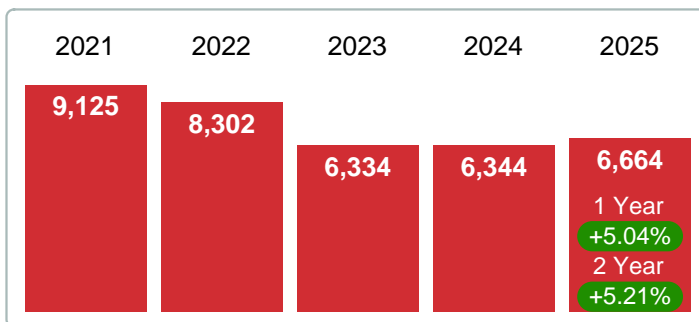
## CLOSED LISTINGS

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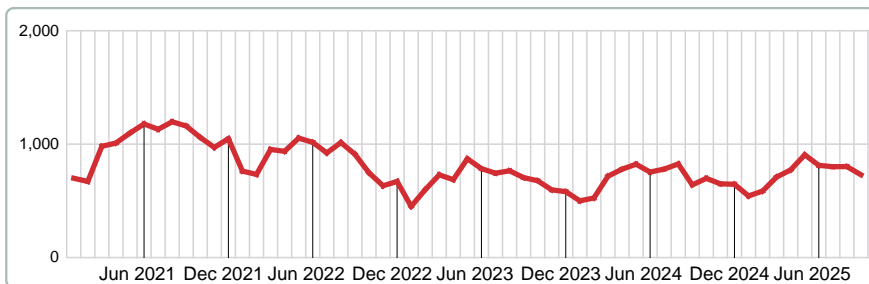
### SEPTEMBER



### YEAR TO DATE (YTD)

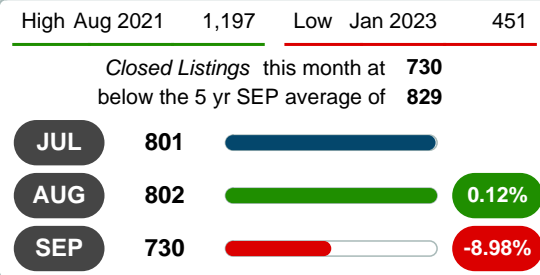


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 829



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	78	10.68%	26.2	33	37	8	0
\$150,001 - \$200,000	83	11.37%	25.6	14	60	9	0
\$200,001 - \$225,000	72	9.86%	32.3	7	57	8	0
\$225,001 - \$300,000	189	25.89%	30.1	11	120	53	5
\$300,001 - \$375,000	121	16.58%	39.9	7	54	52	8
\$375,001 - \$550,000	111	15.21%	42.4	5	34	59	13
\$550,001 and up	76	10.41%	58.9	0	16	37	23
<b>Total Closed Units</b>	<b>730</b>			<b>77</b>	<b>378</b>	<b>226</b>	<b>49</b>
<b>Total Closed Volume</b>	<b>237,321,839</b>	<b>100%</b>	<b>35.9</b>	<b>14.35M</b>	<b>103.98M</b>	<b>90.60M</b>	<b>28.39M</b>
<b>Average Closed Price</b>	<b>\$325,098</b>			<b>\$186,341</b>	<b>\$275,074</b>	<b>\$400,901</b>	<b>\$579,428</b>

# September 2025



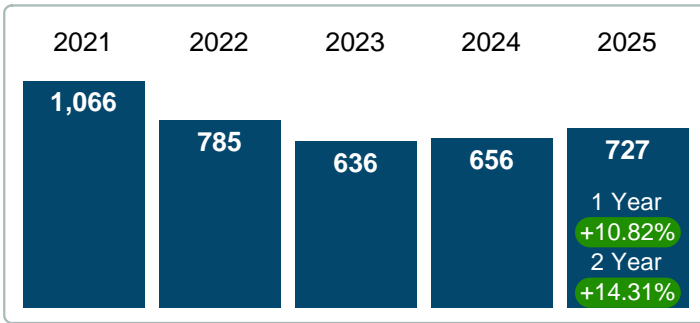
Area Delimited by County Of Tulsa - Residential Property Type



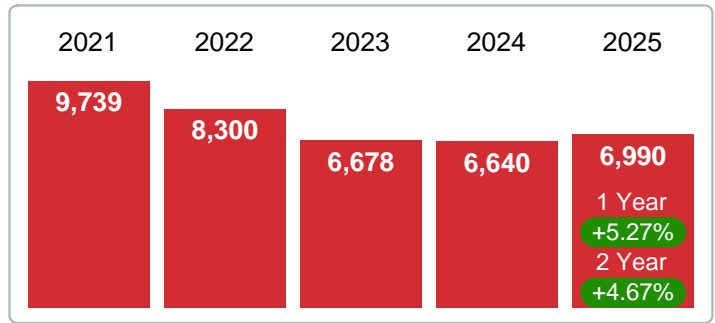
## PENDING LISTINGS

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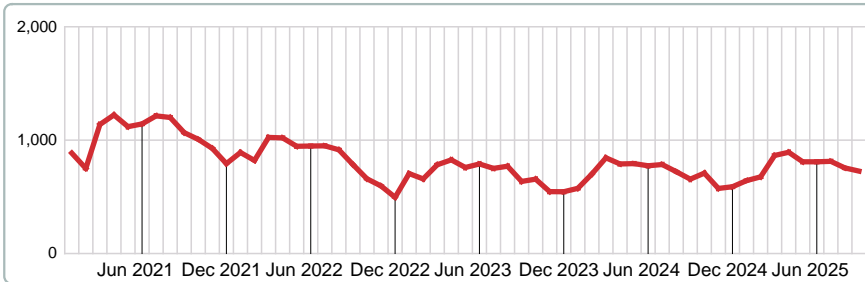
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

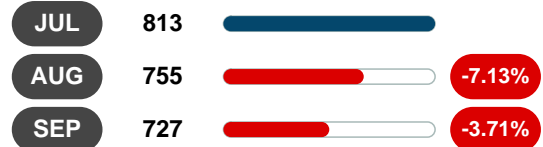


### 3 MONTHS

5 year SEP AVG = 774

High Apr 2021 1,222 Low Dec 2022 496

Pending Listings this month at **727**  
below the 5 yr SEP average of **774**



### 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	61	8.39%	42.2	29	29	2	1
\$125,001 - \$175,000	73	10.04%	33.5	24	43	6	0
\$175,001 - \$225,000	100	13.76%	37.6	13	76	11	0
\$225,001 - \$300,000	182	25.03%	40.3	19	118	44	1
\$300,001 - \$375,000	118	16.23%	42.1	9	50	50	9
\$375,001 - \$525,000	122	16.78%	56.4	3	42	60	17
\$525,001 and up	71	9.77%	72.4	0	11	43	17
<b>Total Pending Units</b>	<b>727</b>			<b>97</b>	<b>369</b>	<b>216</b>	<b>45</b>
<b>Total Pending Volume</b>	<b>232,810,089</b>	<b>100%</b>	<b>45.5</b>	<b>18.21M</b>	<b>98.07M</b>	<b>90.45M</b>	<b>26.07M</b>
<b>Average Listing Price</b>	<b>\$320,234</b>			<b>\$187,760</b>	<b>\$265,785</b>	<b>\$418,746</b>	<b>\$579,411</b>

# September 2025



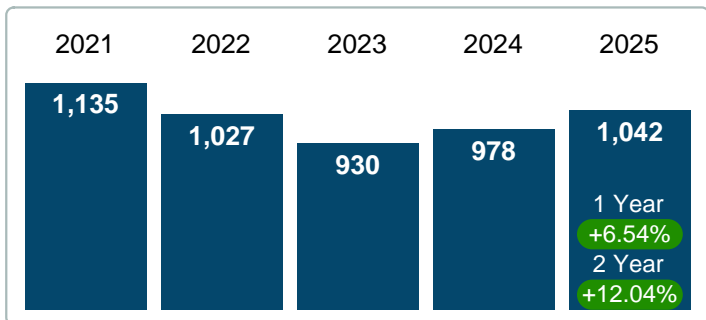
Area Delimited by County Of Tulsa - Residential Property Type



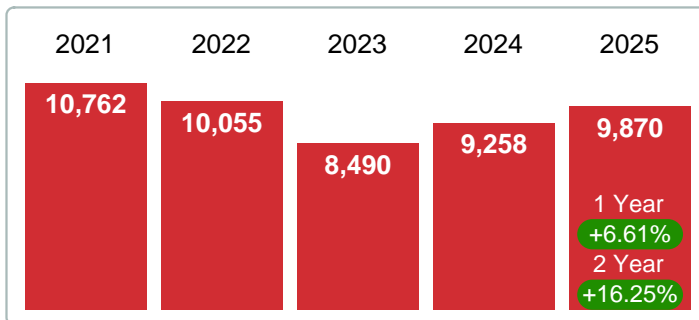
## NEW LISTINGS

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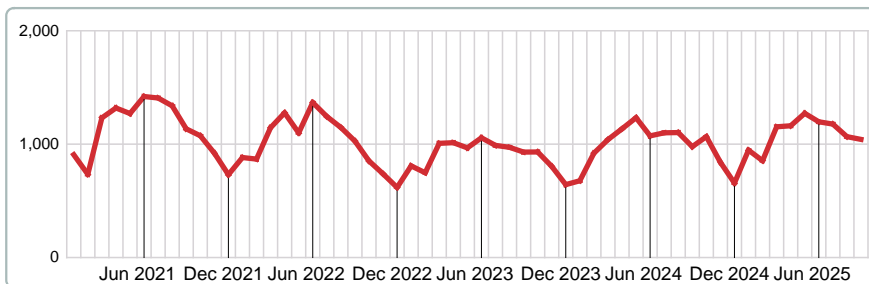
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

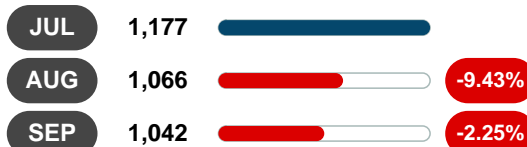


### 3 MONTHS

5 year SEP AVG = 1,022

High Jun 2021 1,420 Low Dec 2022 618

New Listings this month at **1,042**  
above the 5 yr SEP average of **1,022**



### 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	78	7.49%	38	33	5	2
\$125,001 - \$175,000	100	9.60%	33	60	7	0
\$175,001 - \$250,000	208	19.96%	25	156	27	0
\$250,001 - \$325,000	246	23.61%	12	152	73	9
\$325,001 - \$400,000	162	15.55%	7	66	83	6
\$400,001 - \$575,000	140	13.44%	8	45	72	15
\$575,001 and up	108	10.36%	2	24	58	24
<b>Total New Listed Units</b>	<b>1,042</b>		<b>125</b>	<b>536</b>	<b>325</b>	<b>56</b>
<b>Total New Listed Volume</b>	<b>363,555,382</b>	<b>100%</b>	<b>25.29M</b>	<b>153.78M</b>	<b>145.18M</b>	<b>39.30M</b>
<b>Average New Listed Listing Price</b>	<b>\$348,902</b>		<b>\$202,352</b>	<b>\$286,900</b>	<b>\$446,708</b>	<b>\$701,845</b>



Area Delimited by County Of Tulsa - Residential Property Type

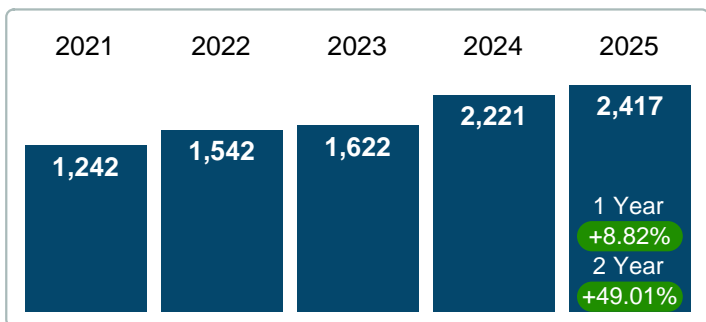


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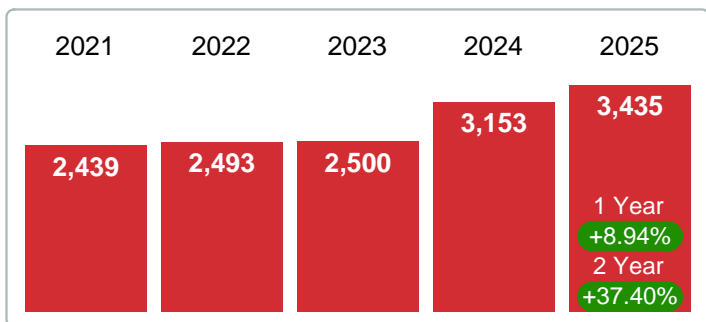
## ACTIVE INVENTORY

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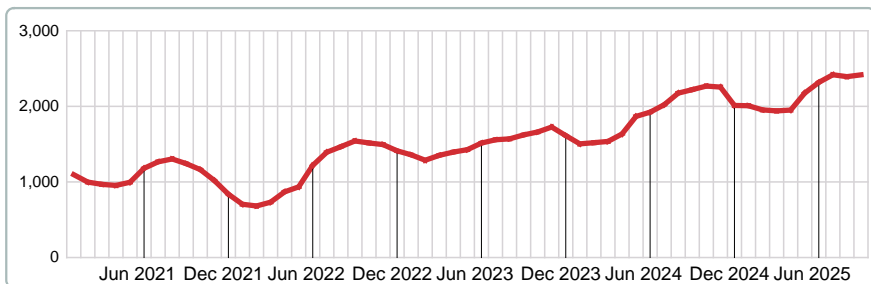
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 1,809

High Jul 2025 2,418 Low Feb 2022 682

Inventory this month at 2,417 above the 5 yr SEP average of 1,809



### 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	243	10.05%	81.2	145	83	14	1
\$150,001 - \$225,000	295	12.21%	55.9	61	203	29	2
\$225,001 - \$275,000	315	13.03%	54.4	27	231	55	2
\$275,001 - \$400,000	639	26.44%	61.3	26	286	291	36
\$400,001 - \$525,000	379	15.68%	92.4	21	155	161	42
\$525,001 - \$700,000	303	12.54%	95.2	8	74	181	40
\$700,001 and up	243	10.05%	84.6	23	32	103	85
Total Active Inventory by Units			2,417	311	1,064	834	208
Total Active Inventory by Volume			1,018,315,508	77.43M	349.51M	416.50M	174.88M
Average Active Inventory Listing Price			\$421,314	\$248,971	\$328,486	\$499,398	\$840,762

# September 2025



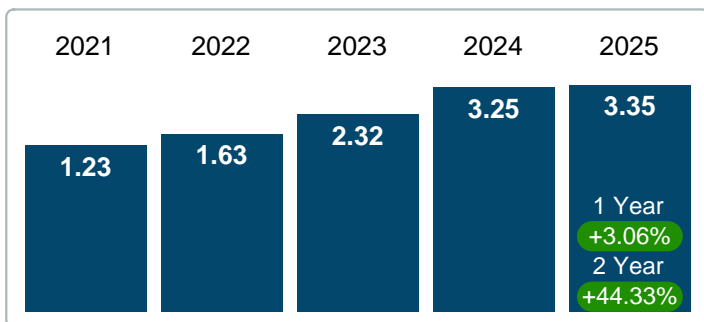
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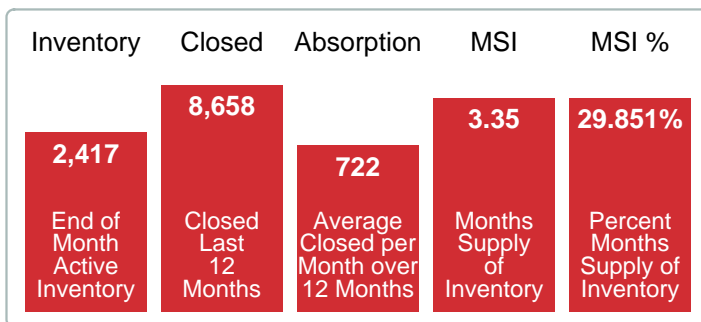
## MONTHS SUPPLY of INVENTORY (MSI)

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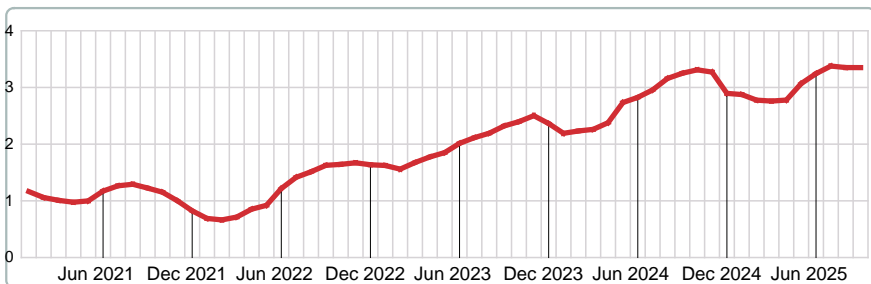
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2025

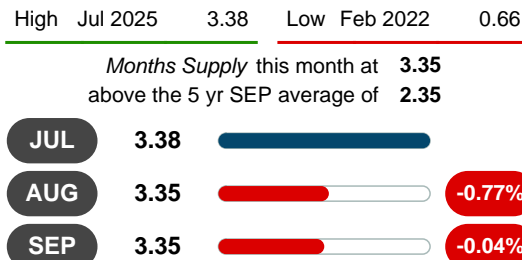


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 2.35



### 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	243	10.05%	2.77	3.77	1.91	2.71	2.00
\$150,001 - \$225,000	295	12.21%	1.92	2.36	1.83	1.72	8.00
\$225,001 - \$275,000	315	13.03%	2.58	2.87	2.59	2.53	1.04
\$275,001 - \$400,000	639	26.44%	3.28	3.03	3.18	3.40	3.40
\$400,001 - \$525,000	379	15.68%	4.89	6.81	6.53	3.93	4.31
\$525,001 - \$700,000	303	12.54%	5.92	10.67	7.10	5.61	5.16
\$700,001 and up	243	10.05%	7.08	55.20	6.40	5.91	7.39
Market Supply of Inventory (MSI)			3.35	3.59	2.86	3.79	4.92
Total Active Inventory by Units		100%	3.35	311	1,064	834	208

# September 2025



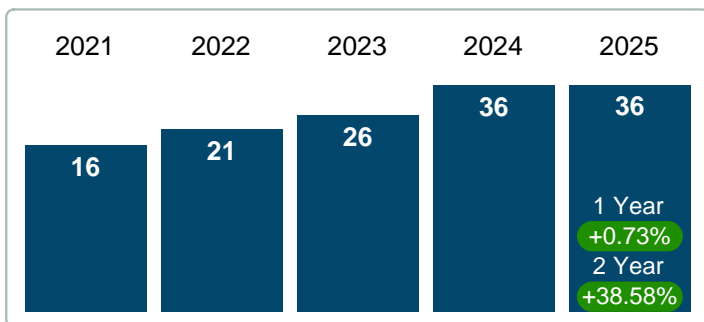
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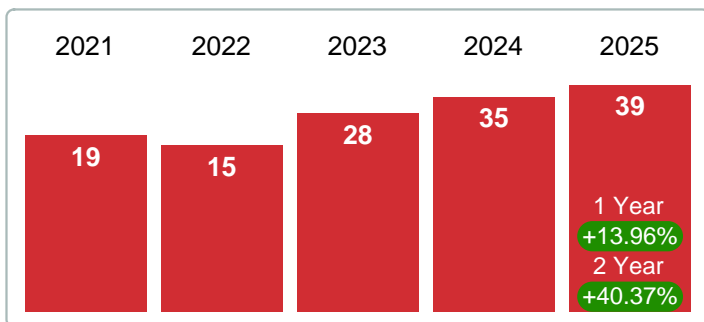
## AVERAGE DAYS ON MARKET TO SALE

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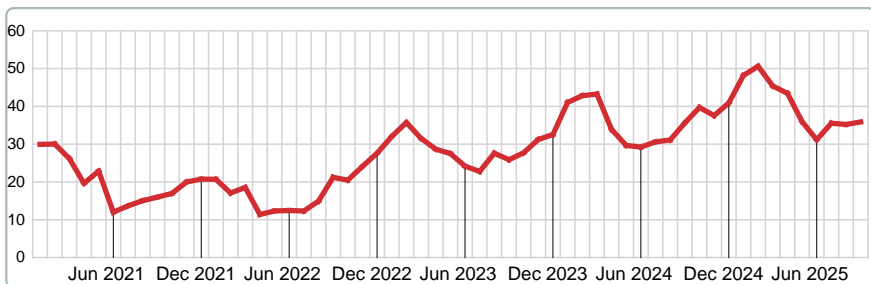
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

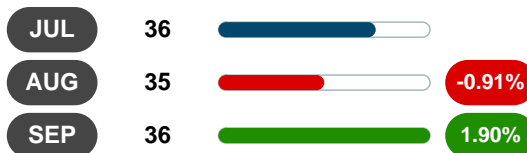


### 3 MONTHS

5 year SEP AVG = 27

High Feb 2025 51 Low Apr 2022 11

Average Days on Market to Sale this month at 36 above the 5 yr SEP average of 27



### 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
\$150,000 and less	10.68%	26	35	20	17	0
\$150,001 - \$200,000	11.37%	26	41	25	9	0
\$200,001 - \$225,000	9.86%	32	50	31	27	0
\$225,001 - \$300,000	25.89%	30	30	30	32	16
\$300,001 - \$375,000	16.58%	40	37	35	42	64
\$375,001 - \$550,000	15.21%	42	30	44	38	65
\$550,001 and up	10.41%	59	0	51	67	51
<b>Average Closed DOM</b>		<b>36</b>	<b>36</b>	<b>31</b>	<b>40</b>	<b>53</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>730</b>	<b>77</b>	<b>378</b>	<b>226</b>	<b>49</b>
<b>Total Closed Volume</b>		<b>237,321,839</b>	<b>14.35M</b>	<b>103.98M</b>	<b>90.60M</b>	<b>28.39M</b>

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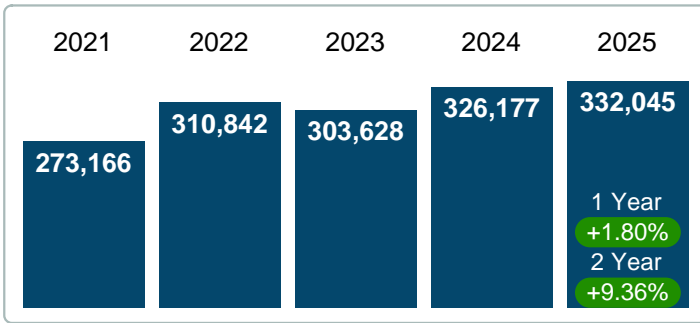
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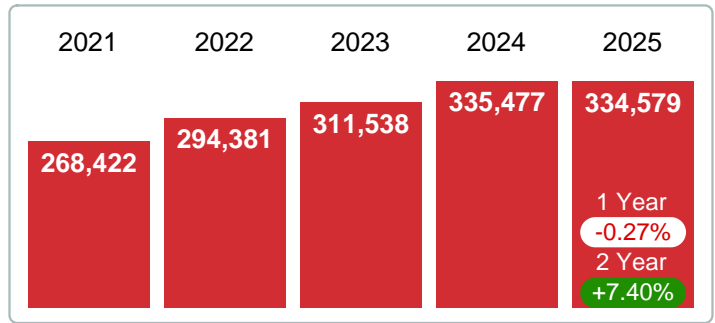
## AVERAGE LIST PRICE AT CLOSING

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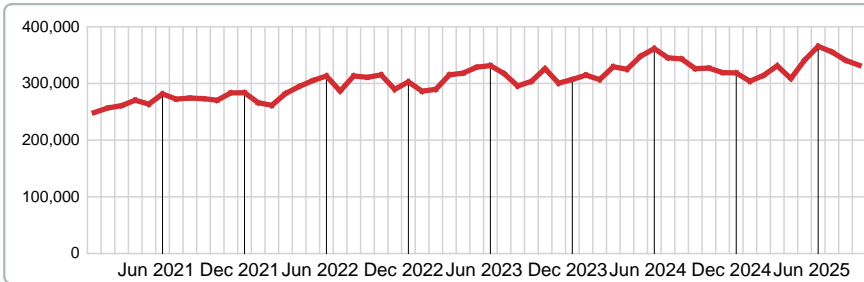
### SEPTEMBER



### YEAR TO DATE (YTD)

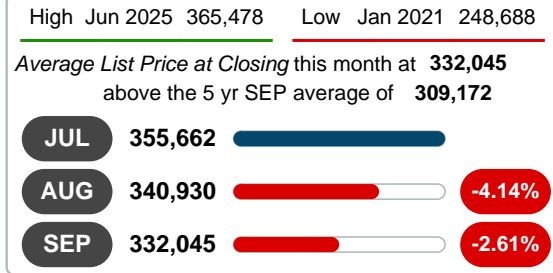


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 309,172



### 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
\$150,000 and less	10.41%	108,430	102,874	116,934	127,188	0
\$150,001 - \$200,000	10.96%	180,615	184,107	183,440	179,811	0
\$200,001 - \$225,000	10.00%	215,656	217,486	217,505	228,613	0
\$225,001 - \$300,000	25.34%	266,678	264,600	264,555	282,966	271,940
\$300,001 - \$375,000	16.58%	336,523	338,529	341,297	339,759	340,050
\$375,001 - \$550,000	16.71%	452,719	418,700	447,232	458,717	455,061
\$550,001 and up	10.00%	803,746	0	798,556	772,822	819,573
<b>Average List Price</b>		<b>332,045</b>	<b>193,098</b>	<b>280,133</b>	<b>410,567</b>	<b>588,695</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>332,045</b>	<b>77</b>	<b>378</b>	<b>226</b>	<b>49</b>
<b>Total Closed Volume</b>		<b>242,392,785</b>	<b>14.87M</b>	<b>105.89M</b>	<b>92.79M</b>	<b>28.85M</b>

# September 2025



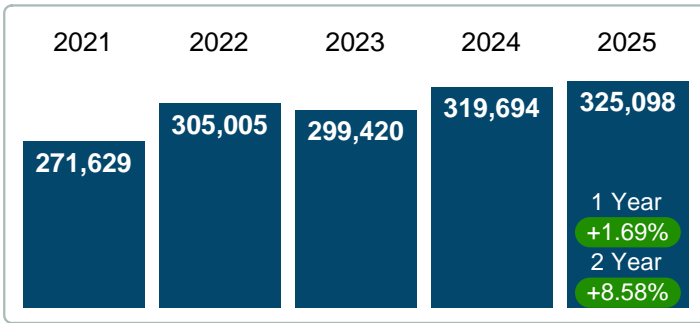
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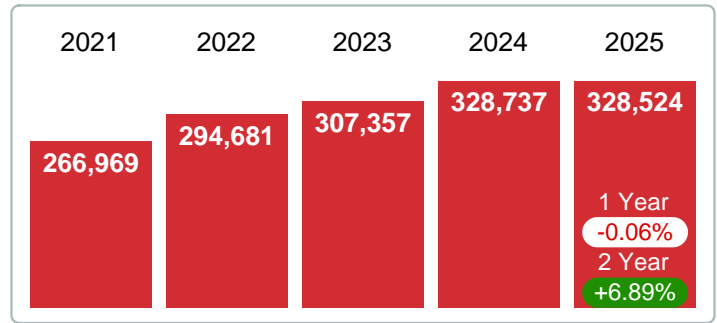
## AVERAGE SOLD PRICE AT CLOSING

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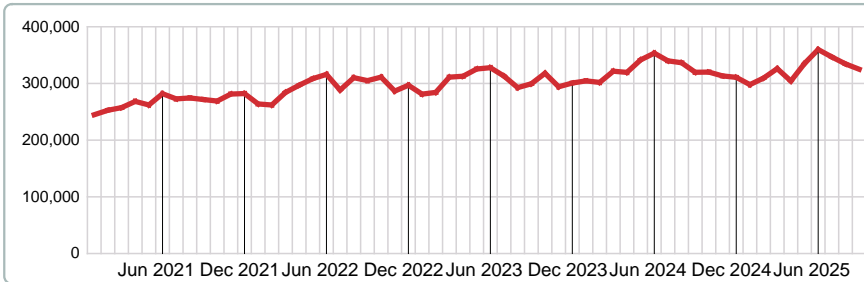
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

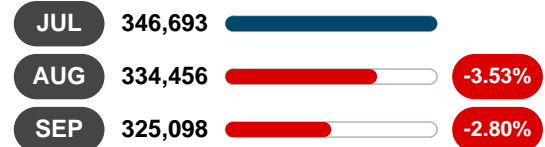


### 3 MONTHS

5 year SEP AVG = 304,169

High Jun 2025 359,768 Low Jan 2021 244,845

Average Sold Price at Closing this month at **325,098** above the 5 yr SEP average of **304,169**



### 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
\$150,000 and less	10.68%	104,499	96,325	110,388	110,983	0
\$150,001 - \$200,000	11.37%	180,749	178,568	181,904	176,444	0
\$200,001 - \$225,000	9.86%	214,176	213,571	213,696	218,125	0
\$225,001 - \$300,000	25.89%	264,416	258,945	260,682	273,098	274,020
\$300,001 - \$375,000	16.58%	333,634	328,786	332,892	335,078	333,500
\$375,001 - \$550,000	15.21%	446,671	404,940	440,392	454,414	444,000
\$550,001 and up	10.41%	773,991	0	785,455	747,950	807,907
<b>Average Sold Price</b>		<b>325,098</b>	<b>186,341</b>	<b>275,074</b>	<b>400,901</b>	<b>579,428</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>730</b>	<b>77</b>	<b>378</b>	<b>226</b>	<b>49</b>
<b>Total Closed Volume</b>		<b>237,321,839</b>	<b>14.35M</b>	<b>103.98M</b>	<b>90.60M</b>	<b>28.39M</b>

# September 2025



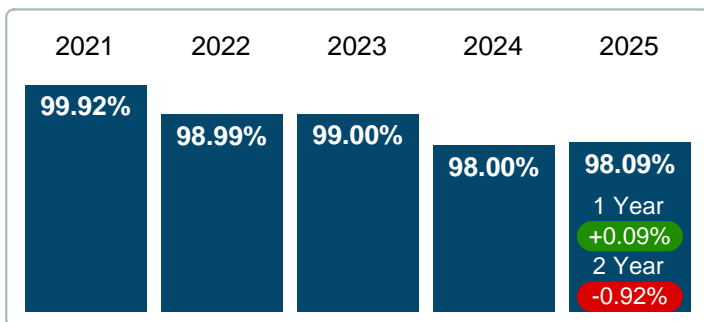
Area Delimited by County Of Tulsa - Residential Property Type



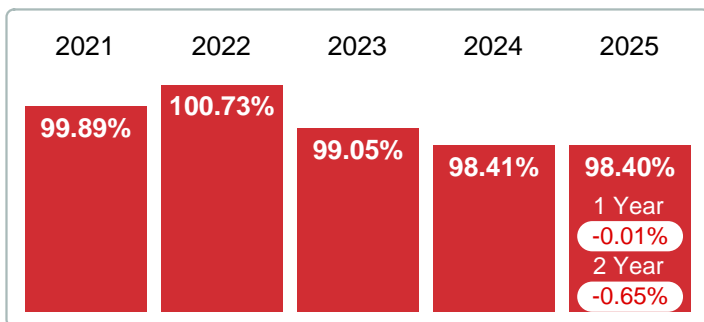
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

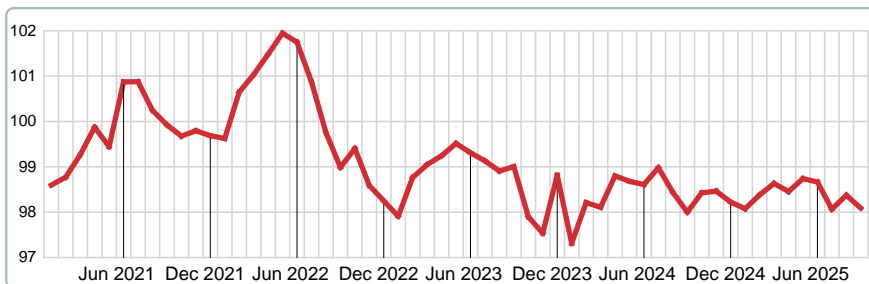
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

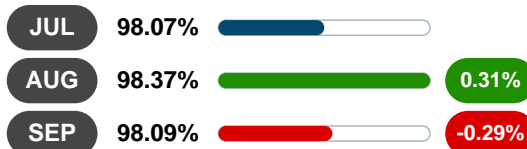


### 3 MONTHS

5 year SEP AVG = 98.80%

High May 2022 101.95% Low Jan 2024 97.31%

Average Sold/List Ratio this month at **98.09%**  
below the 5 yr SEP average of **98.80%**



### 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
\$150,000 and less	78	10.68%	93.79%	92.99%	95.01%	91.40%	0.00%
\$150,001 - \$200,000	83	11.37%	99.01%	97.21%	99.52%	98.42%	0.00%
\$200,001 - \$225,000	72	9.86%	98.17%	98.46%	98.43%	96.03%	0.00%
\$225,001 - \$300,000	189	25.89%	99.04%	97.93%	98.67%	99.92%	100.87%
\$300,001 - \$375,000	121	16.58%	98.12%	97.15%	97.65%	98.72%	98.31%
\$375,001 - \$550,000	111	15.21%	98.60%	96.68%	98.46%	99.07%	97.61%
\$550,001 and up	76	10.41%	98.27%	0.00%	99.36%	97.28%	99.09%
Average Sold/List Ratio		98.10%		95.58%	98.27%	98.49%	98.76%
Total Closed Units		730	100%	77	378	226	49
Total Closed Volume		237,321,839		14.35M	103.98M	90.60M	28.39M

# September 2025



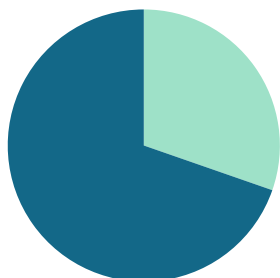
Area Delimited by County Of Tulsa - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

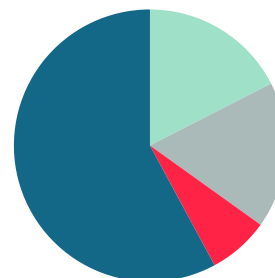


**Inventory**  
 New Listings  
**1,042 = 30.33%**  
 Start Inventory  
**2,394**  
 Total Inventory Units  
**3,436**  
 Volume  
**\$1,367,846,378**

### Market Activity

Closed Sales  
**730 = 17.48%**  
 Pending Sales  
**727 = 17.41%**  
 Other Off Market  
**302 = 7.23%**  
 Active Inventory  
**2,417 = 57.88%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2024	2025	+/-%	2024	2025	+/-%
Closed Sales	641	730	13.88%	6,344	6,664	5.04%
Pending Sales	656	727	10.82%	6,640	6,990	5.27%
New Listings	978	1,042	6.54%	9,258	9,870	6.61%
Average List Price	326,177	332,045	1.80%	335,477	334,579	-0.27%
Average Sale Price	319,694	325,098	1.69%	328,737	328,524	-0.06%
Average Percent of Selling Price to List Price	98.00%	98.09%	0.09%	98.41%	98.40%	-0.01%
Average Days on Market to Sale	35.61	35.87	0.73%	34.56	39.38	13.96%
Monthly Inventory	2,221	2,417	8.82%	2,221	2,417	8.82%
Months Supply of Inventory	3.25	3.35	3.06%	3.25	3.35	3.06%

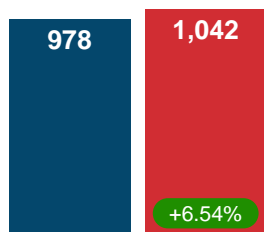
**Absorption:** Last 12 months, an Average of **722** Sales/Month

**Inventory** on September 30, 2025 = **2,417** 2024 2025

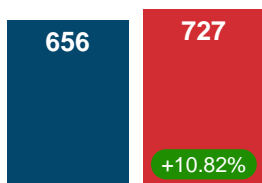
### SEPTEMBER MARKET

### AVERAGE PRICES

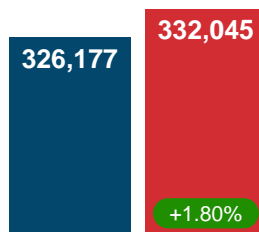
#### New Listings



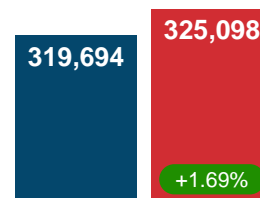
#### Pending Listings



#### List Price



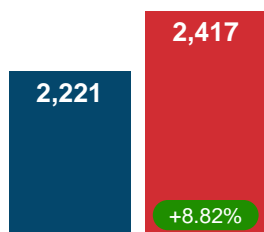
#### Sale Price



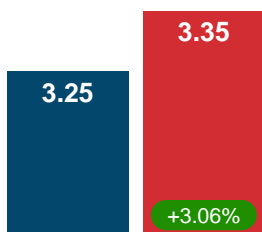
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

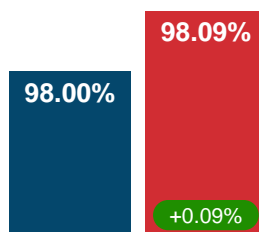
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

