

March 2025



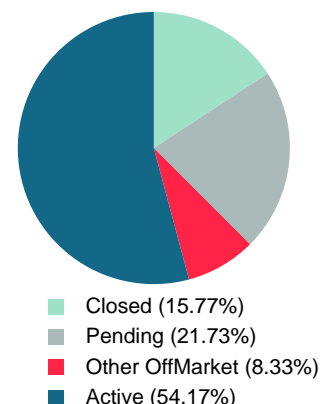
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential
Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2024	March 2025	+/- %
Closed Listings	53	53	0.00%
Pending Listings	58	73	25.86%
New Listings	80	87	8.75%
Average List Price	223,963	220,480	-1.56%
Average Sale Price	214,452	212,840	-0.75%
Average Percent of Selling Price to List Price	96.03%	95.94%	-0.09%
Average Days on Market to Sale	49.08	48.19	-1.81%
End of Month Inventory	156	182	16.67%
Months Supply of Inventory	3.02	3.92	29.86%



Absorption: Last 12 months, an Average of **46** Sales/Month
Active Inventory as of March 31, 2025 = **182**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of March 2025 rose **16.67%** to 182 existing homes available for sale. Over the last 12 months this area has had an average of 46 closed sales per month. This represents an unsold inventory index of **3.92** 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 **0.75%** in March 2025 to \$212,840 versus the previous year at \$214,452.

Average Days on Market Shortens

The average number of **48.19** days that homes spent on the market before selling decreased by 0.89 days or **1.81%** in March 2025 compared to last year's same month at **49.08** DOM.

Sales Success for March 2025 is Positive

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

There were 87 New Listings in March 2025, up **8.75%** from last year at 80. Furthermore, there were 53 Closed Listings this month versus last year at 53, a **0.00%** decrease.

Closed versus Listed trends yielded a **60.9%** ratio, down from previous year's, March 2024, at **66.3%**, a **8.05%** downswing. This will certainly create pressure on an increasing Monthly Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

March 2025



Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential
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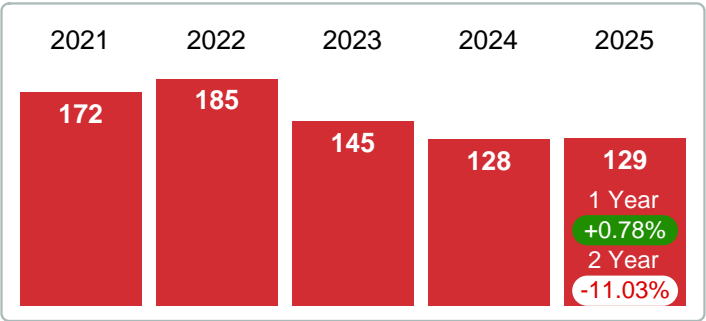
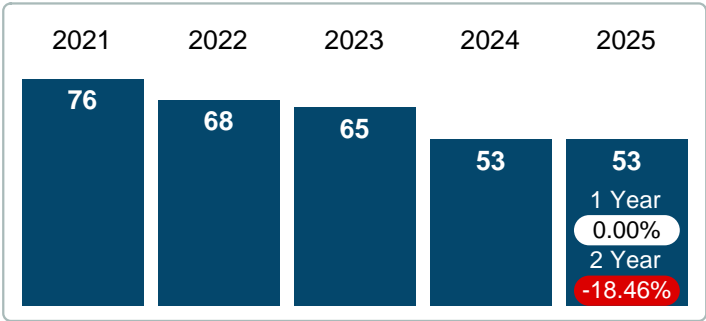


CLOSED LISTINGS

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MARCH

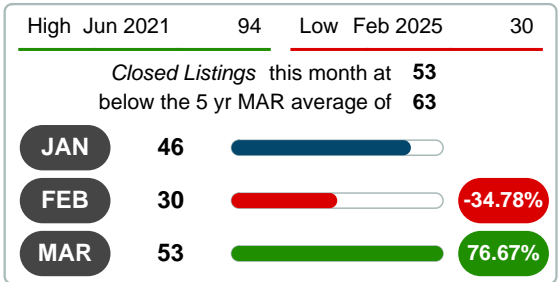
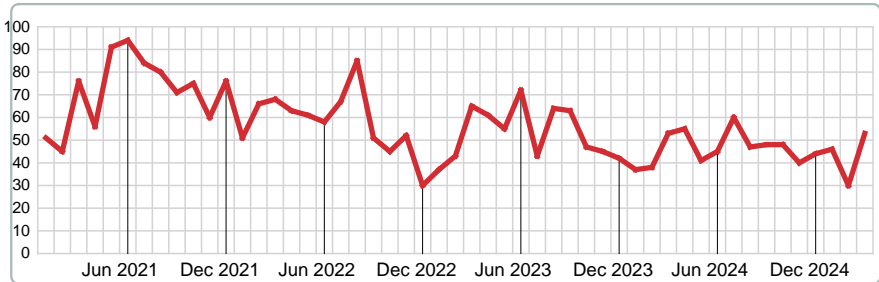
YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

3 MONTHS

5 year MAR AVG = 63



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range			%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4		7.55%	7.5	1	3	0	0
\$75,001 - \$100,000	6		11.32%	48.8	2	4	0	0
\$100,001 - \$125,000	4		7.55%	47.3	1	2	1	0
\$125,001 - \$175,000	13		24.53%	69.6	5	7	1	0
\$175,001 - \$300,000	14		26.42%	33.4	0	12	1	1
\$300,001 - \$400,000	6		11.32%	24.2	0	1	3	2
\$400,001 and up	6		11.32%	87.5	1	1	4	0
Total Closed Units				53	10	30	10	3
Total Closed Volume				11,280,500	1.67M	5.19M	3.47M	952.80K
Average Closed Price				\$212,840	\$166,700	\$173,073	\$346,850	\$317,600

March 2025



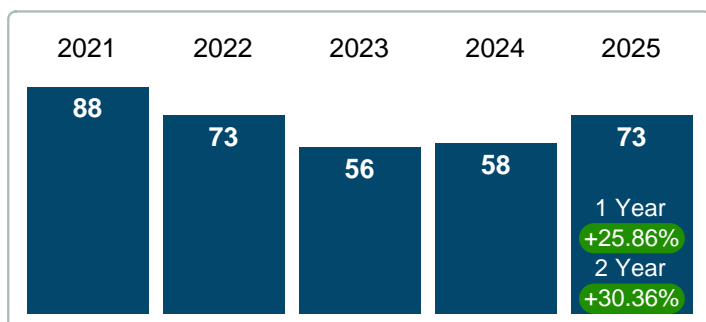
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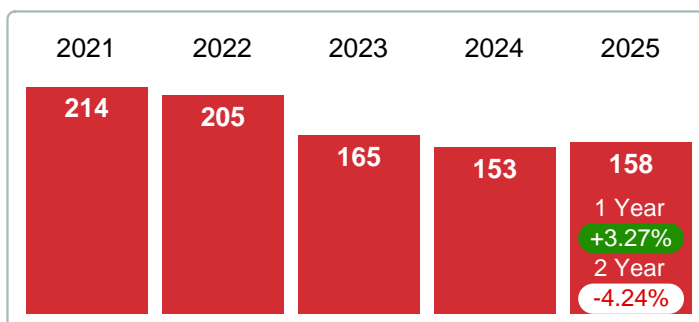
PENDING LISTINGS

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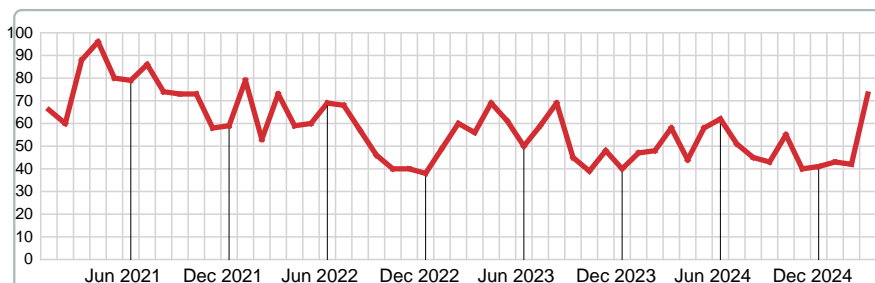
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 70

High Apr 2021 96 Low Dec 2022 38

Pending Listings this month at **73**
above the 5 yr MAR average of **70**

JAN	43	
FEB	42	-2.33%
MAR	73	73.81%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	8	10.96%	38.9	4	3	1	0
\$100,001 - \$125,000	5	6.85%	53.2	0	2	3	0
\$125,001 - \$175,000	13	17.81%	46.6	4	7	2	0
\$175,001 - \$225,000	15	20.55%	43.3	3	10	2	0
\$225,001 - \$275,000	11	15.07%	44.2	1	5	3	2
\$275,001 - \$375,000	13	17.81%	40.4	0	11	2	0
\$375,001 and up	8	10.96%	72.4	1	4	2	1
Total Pending Units	73			13	42	15	3
Total Pending Volume	17,022,429	100%	25.6	2.38M	9.88M	3.62M	1.14M
Average Listing Price	\$260,200			\$182,985	\$235,350	\$241,029	\$381,167

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

March 2025



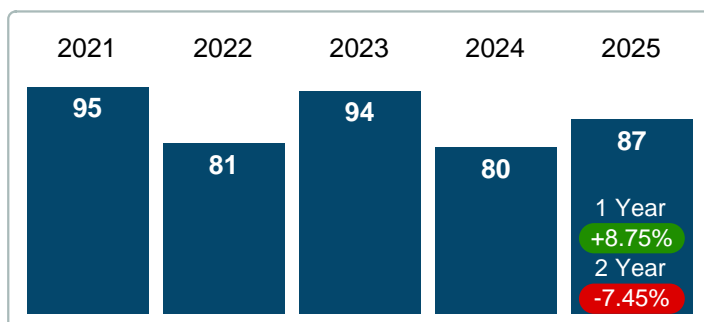
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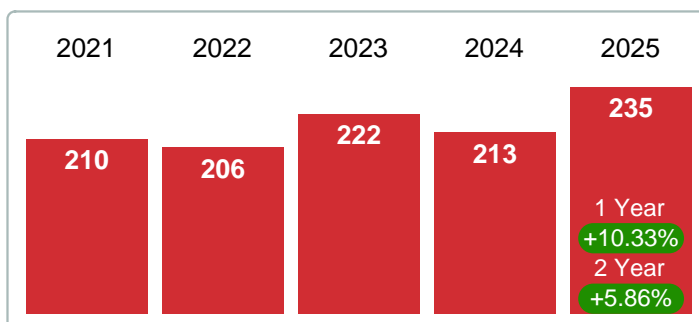
NEW LISTINGS

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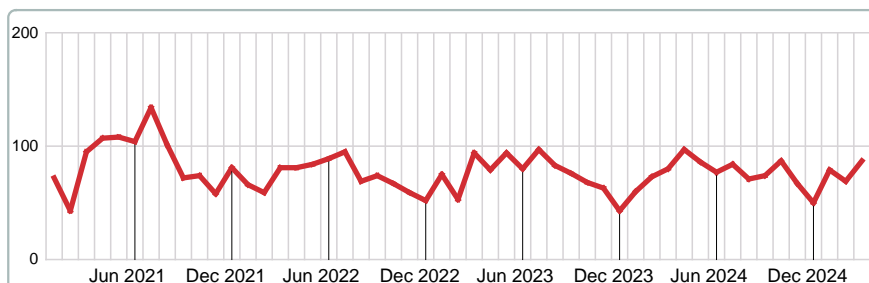
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 87

High Jul 2021 134 Low Dec 2023 43

New Listings this month at **87**
equal to 5 yr MAR average of **87**

JAN	79		
FEB	69		-12.66%
MAR	87		26.09%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%
\$25,000 and less	1	1.15%
\$25,001 - \$100,000	17	19.54%
\$100,001 - \$150,000	13	14.94%
\$150,001 - \$275,000	24	27.59%
\$275,001 - \$325,000	10	11.49%
\$325,001 - \$475,000	11	12.64%
\$475,001 and up	11	12.64%
Total New Listed Units	87	
Total New Listed Volume	23,223,323	100%
Average New Listed Listing Price	\$313,725	

1-2 Beds	3 Beds	4 Beds	5+ Beds
0	0	1	0
6	8	3	0
3	6	4	0
4	12	6	2
0	8	2	0
0	5	5	1
2	6	2	1
15	45	23	4
4.20M	11.85M	5.69M	1.48M
\$280,260	\$263,313	\$247,449	\$369,750

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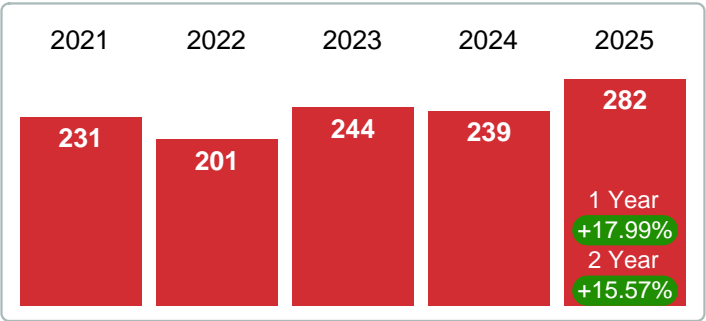
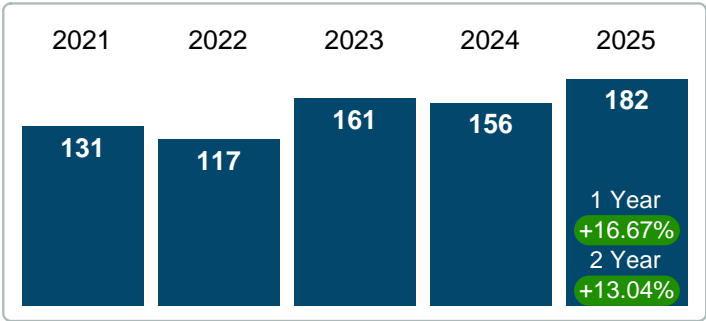


ACTIVE INVENTORY

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END OF MARCH

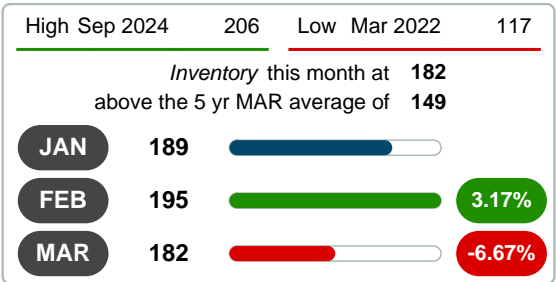
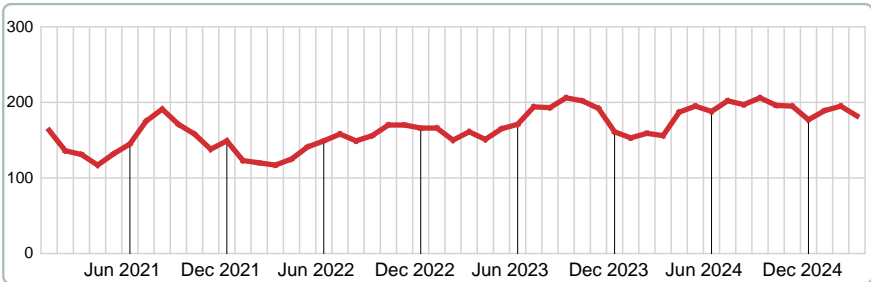
ACTIVE DURING MARCH



5 YEAR MARKET ACTIVITY TRENDS

3 MONTHS

5 year MAR AVG = 149



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range				%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	12			6.59%	81.3	4	4	3	1
\$50,001 - \$125,000	30			16.48%	64.4	15	12	3	0
\$125,001 - \$175,000	20			10.99%	88.7	4	13	3	0
\$175,001 - \$275,000	41			22.53%	66.1	6	31	3	1
\$275,001 - \$375,000	36			19.78%	78.3	4	16	14	2
\$375,001 - \$600,000	25			13.74%	68.3	0	15	7	3
\$600,001 and up	18			9.89%	112.3	4	5	6	3
Total Active Inventory by Units					182	37	96	39	10
Total Active Inventory by Volume					56,524,442	8.89M	28.03M	13.40M	6.20M
Average Active Inventory Listing Price					\$310,574	\$240,177	\$292,004	\$343,659	\$620,280

March 2025



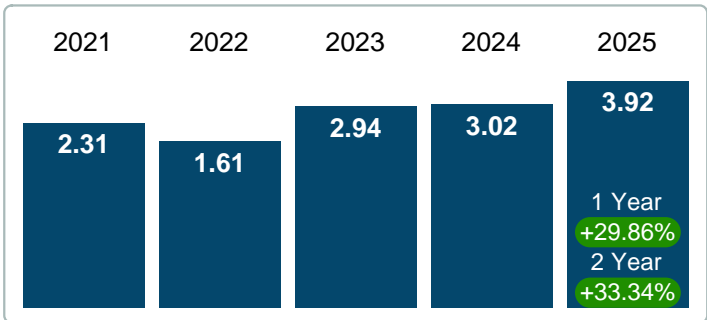
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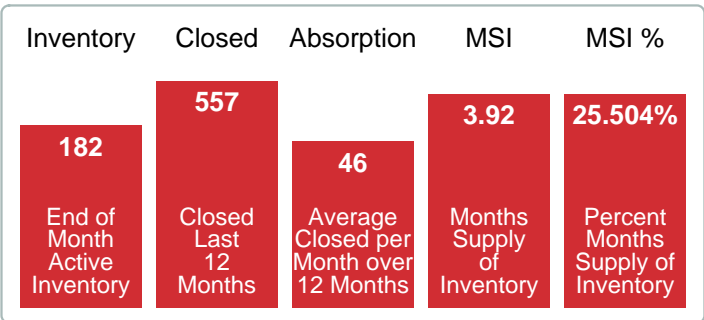
MONTHS SUPPLY of INVENTORY (MSI)

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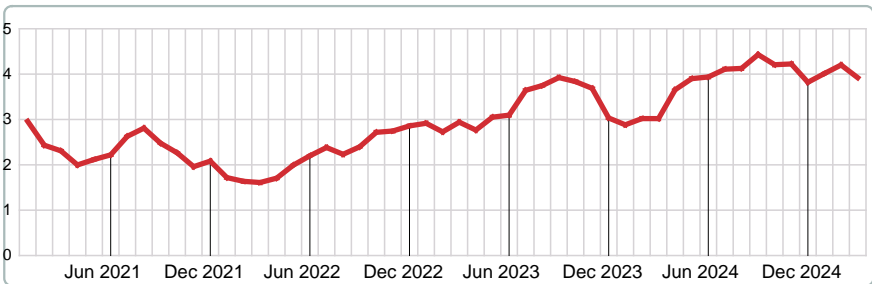
MSI FOR MARCH



INDICATORS FOR MARCH 2025

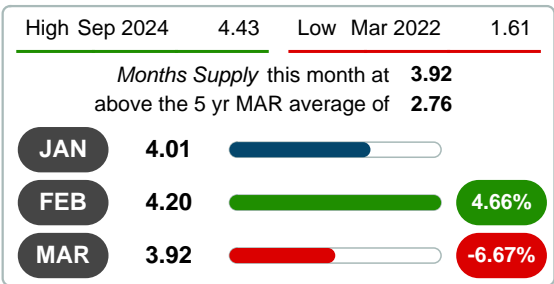


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 2.76



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
\$50,000 and less	12			6.59%	4.24	2.82	3.00	36.00	0.00
\$50,001 - \$125,000	30			16.48%	3.33	3.75	2.72	5.14	0.00
\$125,001 - \$175,000	20			10.99%	2.26	1.78	2.14	7.20	0.00
\$175,001 - \$275,000	41			22.53%	3.32	8.00	3.18	2.00	3.00
\$275,001 - \$375,000	36			19.78%	5.08	48.00	4.09	4.67	24.00
\$375,001 - \$600,000	25			13.74%	5.26	0.00	8.18	3.65	6.00
\$600,001 and up	18			9.89%	11.37	48.00	6.67	14.40	9.00
Market Supply of Inventory (MSI)					3.92	4.07	3.42	4.93	7.50
Total Active Inventory by Units				100%	3.92	37	96	39	10

March 2025



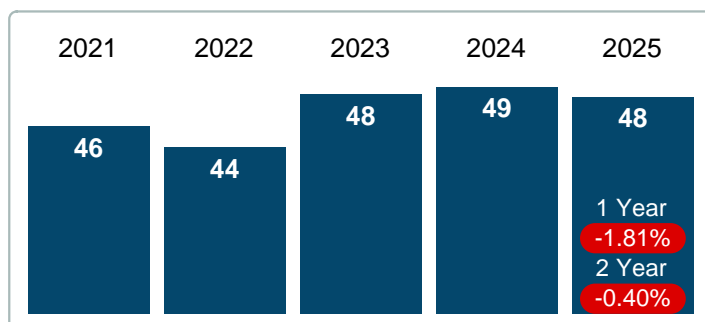
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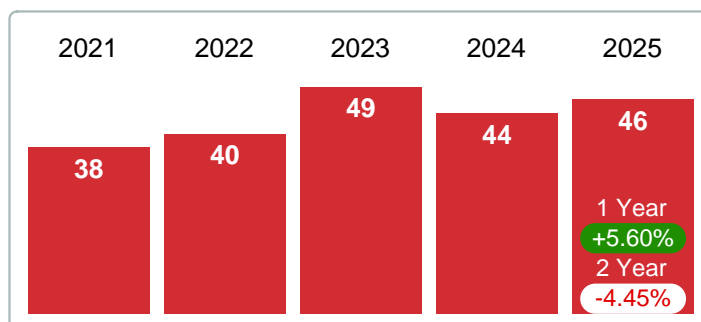
AVERAGE DAYS ON MARKET TO SALE

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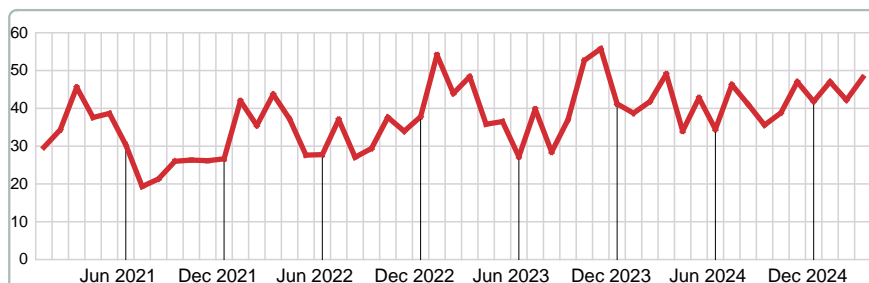
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 47

High Nov 2023 56 Low Jul 2021 19

Average Days on Market to Sale this month at **48**
above the 5 yr MAR average of **47**

JAN	47		
FEB	42		-10.25%
MAR	48		14.19%

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
\$75,000 and less	4	7.55%	8	1	10	0	0
\$75,001 - \$100,000	6	11.32%	49	3	72	0	0
\$100,001 - \$125,000	4	7.55%	47	5	92	1	0
\$125,001 - \$175,000	13	24.53%	70	90	52	91	0
\$175,001 - \$300,000	14	26.42%	33	0	34	21	41
\$300,001 - \$400,000	6	11.32%	24	0	2	37	16
\$400,001 and up	6	11.32%	88	55	92	95	0
Average Closed DOM	48			52	45	60	24
Total Closed Units	53	100%	48	10	30	10	3
Total Closed Volume	11,280,500			1.67M	5.19M	3.47M	952.80K

March 2025



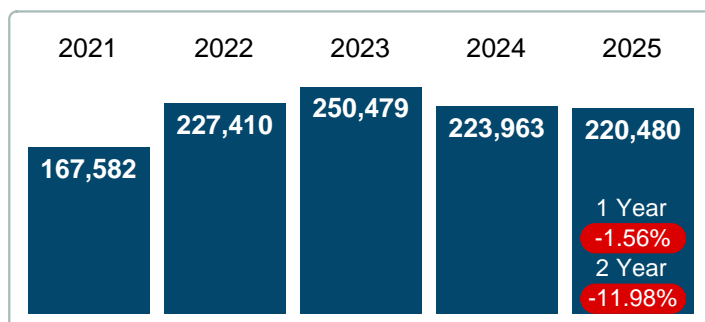
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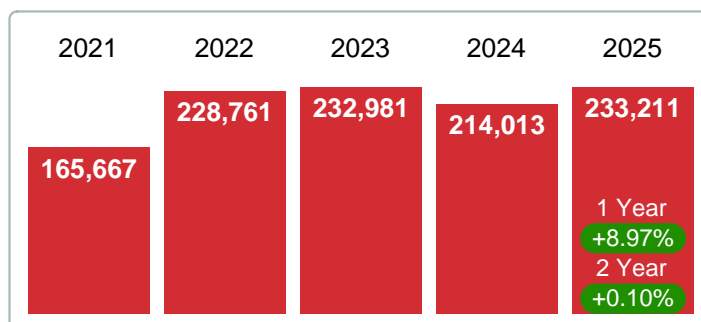
AVERAGE LIST PRICE AT CLOSING

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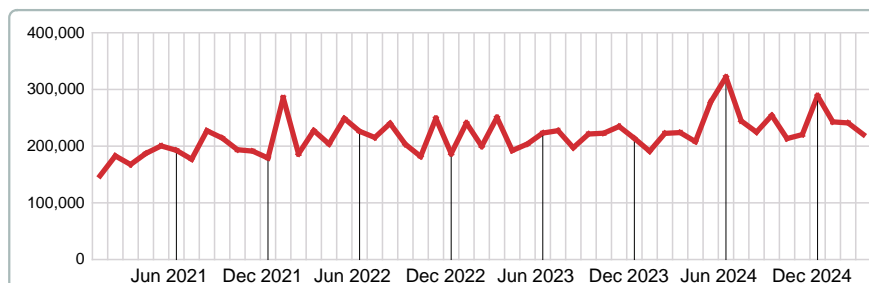
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 217,983

High Jun 2024 321,814 Low Jan 2021 147,706

Average List Price at Closing this month at **220,480**
above the 5 yr MAR average of **217,983**

JAN	242,846	
FEB	240,930	-0.79%
MAR	220,480	-8.49%

AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

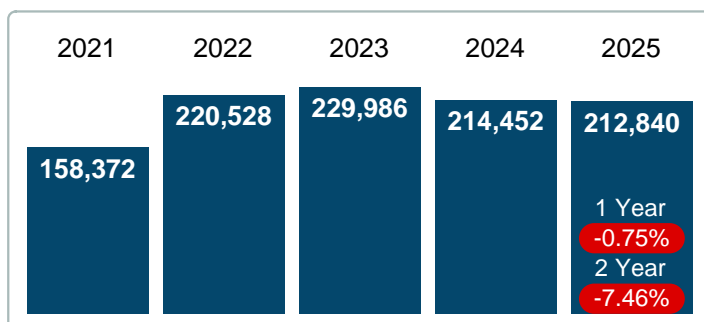
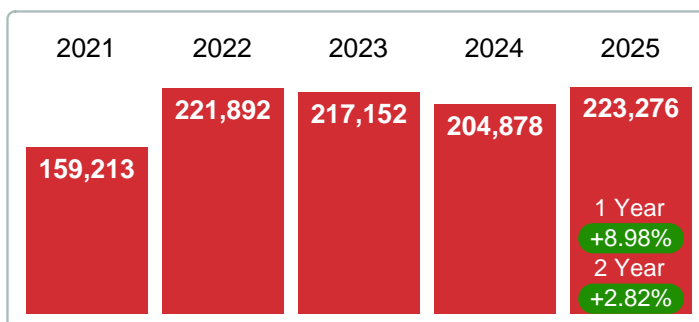
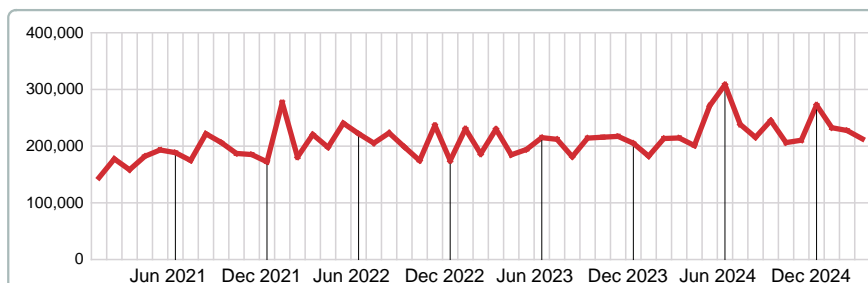
Distribution of Average List Price at Closing by Price Range		%	AVLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	7.55%	46,175	55,000	43,233	0	0
\$75,001 - \$100,000	4	7.55%	96,125	94,750	106,250	0	0
\$100,001 - \$125,000	6	11.32%	117,317	119,900	122,900	110,000	0
\$125,001 - \$175,000	11	20.75%	146,100	146,390	157,614	155,000	0
\$175,001 - \$300,000	16	30.19%	223,378	0	222,925	239,000	275,000
\$300,001 - \$400,000	6	11.32%	353,883	0	339,900	344,833	374,450
\$400,001 and up	6	11.32%	517,983	635,000	450,000	505,725	0
Average List Price			220,480	173,135	178,960	356,140	341,300
Total Closed Units		100%	220,480	10	30	10	3
Total Closed Volume			11,685,450	1.73M	5.37M	3.56M	1.02M

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Property Type

**AVERAGE SOLD PRICE AT CLOSING**

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MARCH**YEAR TO DATE (YTD)****5 YEAR MARKET ACTIVITY TRENDS****3 MONTHS**

5 year MAR AVG = 207,235

High Jun 2024 308,334 Low Jan 2021 144,404

Average Sold Price at Closing this month at **212,840**
above the 5 yr MAR average of **207,235**

JAN	232,497	
FEB	227,574	-2.12%
MAR	212,840	-6.47%

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
\$75,000 and less	4		7.55%	36,975	50,000	32,633	0	0
\$75,001 - \$100,000	6		11.32%	96,000	99,250	94,375	0	0
\$100,001 - \$125,000	4		7.55%	117,750	119,500	120,750	110,000	0
\$125,001 - \$175,000	13		24.53%	149,800	139,800	156,200	155,000	0
\$175,001 - \$300,000	14		26.42%	219,707	0	219,408	230,000	213,000
\$300,001 - \$400,000	6		11.32%	348,050	0	339,000	336,500	369,900
\$400,001 and up	6		11.32%	495,667	600,000	410,000	491,000	0
Average Sold Price		212,840			166,700	173,073	346,850	317,600
Total Closed Units		53	100%	212,840	10	30	10	3
Total Closed Volume		11,280,500			1.67M	5.19M	3.47M	952.80K

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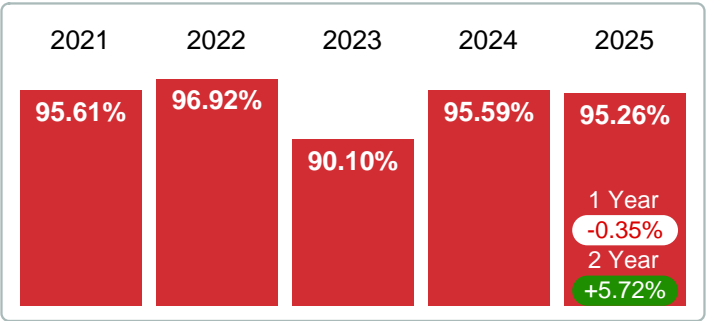
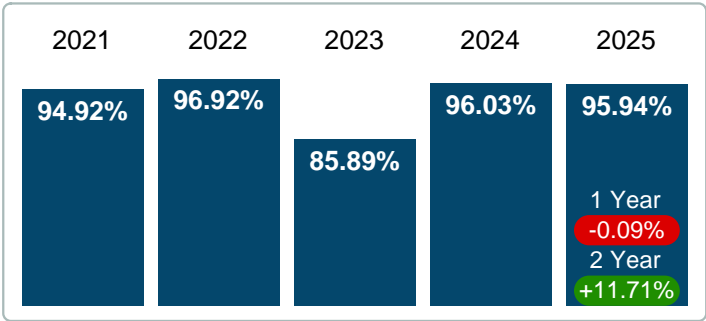


AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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MARCH

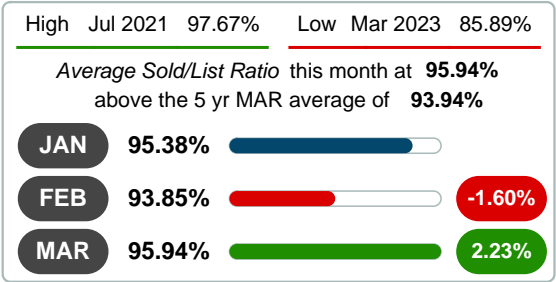
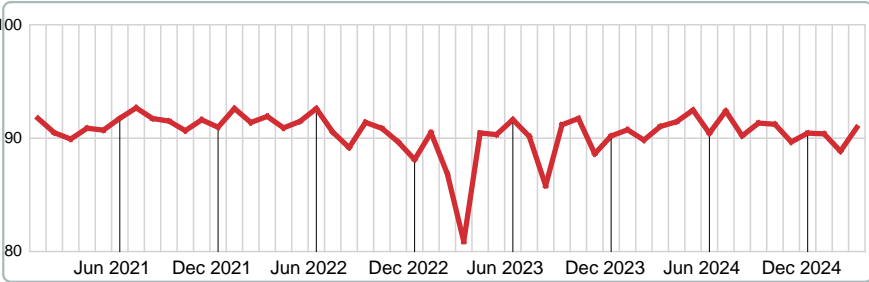
YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

3 MONTHS

5 year MAR AVG = 93.94%



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
\$75,000 and less	4	7.55%	80.30%	90.91%	76.77%	0.00%	0.00%
\$75,001 - \$100,000	6	11.32%	94.75%	104.83%	89.71%	0.00%	0.00%
\$100,001 - \$125,000	4	7.55%	99.07%	99.67%	98.30%	100.00%	0.00%
\$125,001 - \$175,000	13	24.53%	98.40%	96.82%	99.29%	100.00%	0.00%
\$175,001 - \$300,000	14	26.42%	96.90%	0.00%	98.58%	96.23%	77.45%
\$300,001 - \$400,000	6	11.32%	98.35%	0.00%	99.74%	97.55%	98.86%
\$400,001 and up	6	11.32%	95.53%	94.49%	91.11%	96.89%	0.00%
Average Sold/List Ratio		95.90%		97.88%	95.15%	97.64%	91.72%
Total Closed Units		53	100%	10	30	10	3
Total Closed Volume		11,280,500		1.67M	5.19M	3.47M	952.80K

March 2025



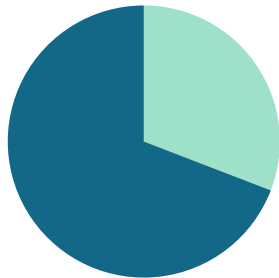
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential
Property Type



MARKET SUMMARY

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

INVENTORY

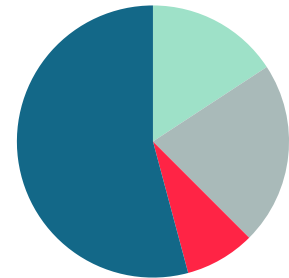


New Listings	87 = 30.85%
Start Inventory	195
Total Inventory Units	282
Volume	\$83,830,396

Market Activity

Closed Sales	53 = 15.77%
Pending Sales	73 = 21.73%
Other Off Market	28 = 8.33%
Active Inventory	182 = 54.17%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2024	2025	+/- %	2024	2025	+/- %
Closed Sales	53	53	0.00%	128	129	0.78%
Pending Sales	58	73	25.86%	153	158	3.27%
New Listings	80	87	8.75%	213	235	10.33%
Average List Price	223,963	220,480	-1.56%	214,013	233,211	8.97%
Average Sale Price	214,452	212,840	-0.75%	204,878	223,276	8.98%
Average Percent of Selling Price to List Price	96.03%	95.94%	-0.09%	95.59%	95.26%	-0.35%
Average Days on Market to Sale	49.08	48.19	-1.81%	43.92	46.38	5.60%
Monthly Inventory	156	182	16.67%	156	182	16.67%
Months Supply of Inventory	3.02	3.92	29.86%	3.02	3.92	29.86%

Absorption: Last 12 months, an Average of 46 Sales/Month

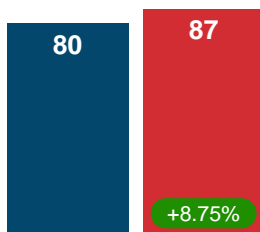
Inventory on March 31, 2025 = 182

2024 2025

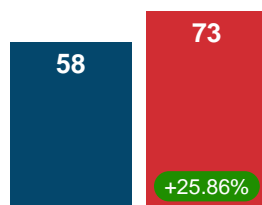
MARCH MARKET

AVERAGE PRICES

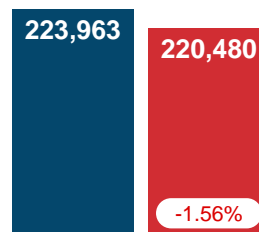
New Listings



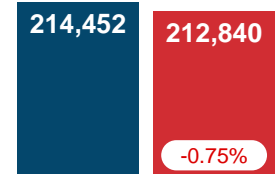
Pending Listings



List Price



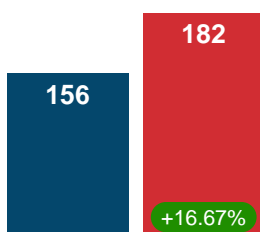
Sale Price



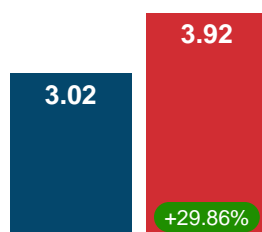
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

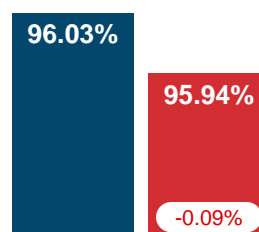
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

