

July 2025



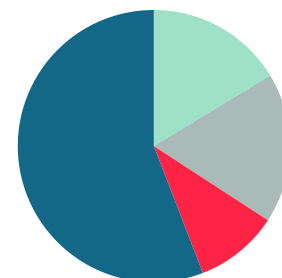
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential
Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2024	July 2025	+/-%
Closed Listings	60	64	6.67%
Pending Listings	51	70	37.25%
New Listings	84	94	11.90%
Average List Price	244,473	243,664	-0.33%
Average Sale Price	238,336	237,091	-0.52%
Average Percent of Selling Price to List Price	97.39%	95.86%	-1.57%
Average Days on Market to Sale	46.27	34.64	-25.13%
End of Month Inventory	203	219	7.88%
Months Supply of Inventory	4.13	4.62	11.86%



■ Closed (16.33%)
■ Pending (17.86%)
■ Other OffMarket (9.95%)
■ Active (55.87%)

Absorption: Last 12 months, an Average of **47** Sales/Month
Active Inventory as of July 31, 2025 = **219**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of July 2025 rose **7.88%** to 219 existing homes available for sale. Over the last 12 months this area has had an average of 47 closed sales per month. This represents an unsold inventory index of **4.62** 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 **0.52%** in July 2025 to \$237,091 versus the previous year at \$238,336.

Average Days on Market Shortens

The average number of **34.64** days that homes spent on the market before selling decreased by 11.63 days or **25.13%** in July 2025 compared to last year's same month at **46.27** DOM.

Sales Success for July 2025 is Positive

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

There were 94 New Listings in July 2025, up **11.90%** from last year at 84. Furthermore, there were 64 Closed Listings this month versus last year at 60, a **6.67%** increase.

Closed versus Listed trends yielded a **68.1%** ratio, down from previous year's, July 2024, at **71.4%**, a **4.68%** downswing. This will certainly create pressure on an increasing 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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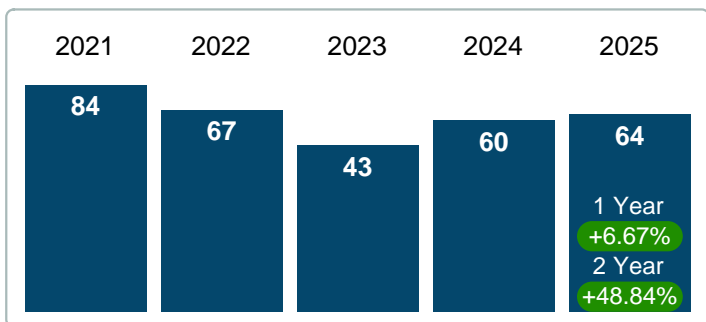
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



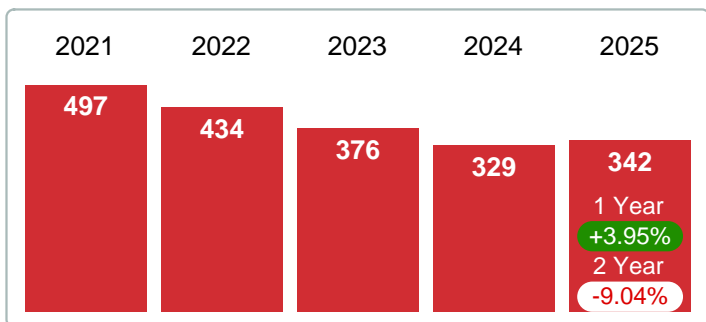
CLOSED LISTINGS

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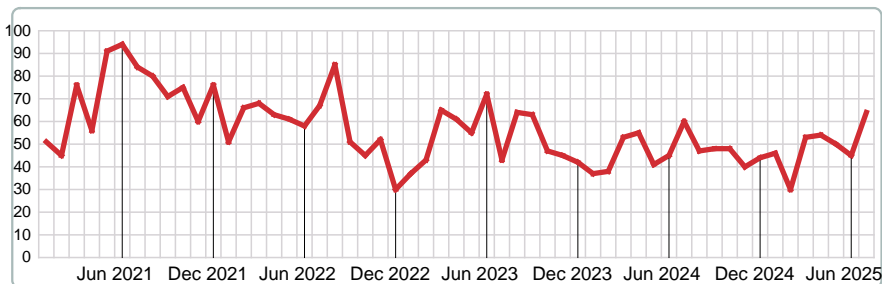
JULY



YEAR TO DATE (YTD)

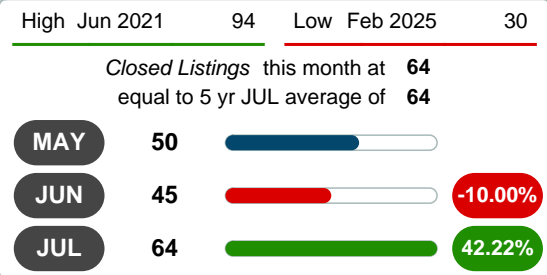


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 64



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	7	10.94%	45.3	3	4	0	0
\$75,001 - \$125,000	7	10.94%	60.7	1	5	1	0
\$125,001 - \$175,000	7	10.94%	52.1	2	4	1	0
\$175,001 - \$250,000	15	23.44%	30.3	3	11	1	0
\$250,001 - \$275,000	7	10.94%	21.0	0	5	2	0
\$275,001 - \$375,000	14	21.88%	28.3	0	9	5	0
\$375,001 and up	7	10.94%	16.1	0	4	3	0
Total Closed Units	64			9	42	13	0
Total Closed Volume	15,173,821	100%	34.6	1.16M	10.01M	4.01M	0.00B
Average Closed Price	\$237,091			\$128,465	\$238,308	\$308,362	\$0

July 2025



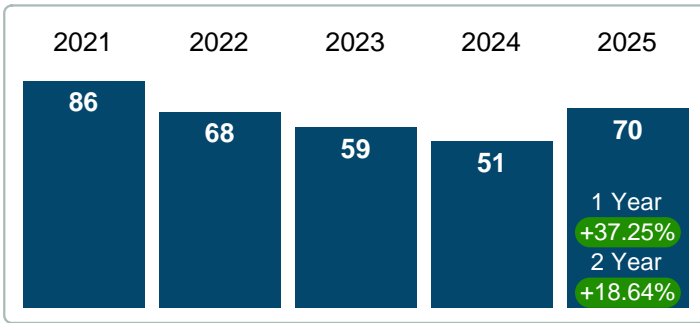
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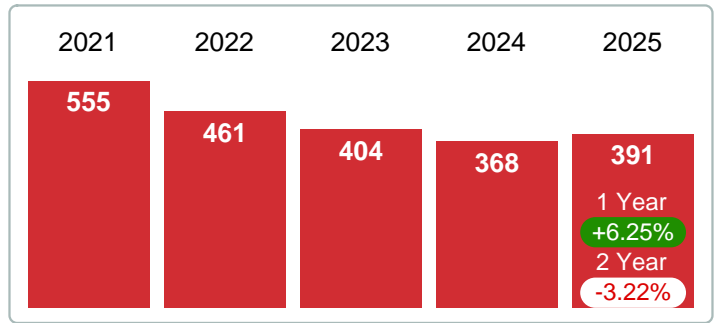
PENDING LISTINGS

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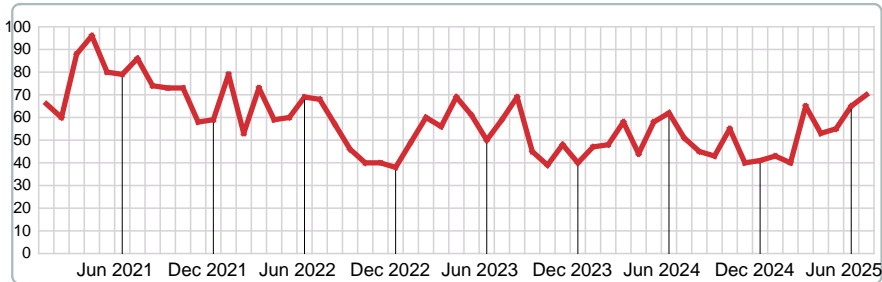
JULY



YEAR TO DATE (YTD)

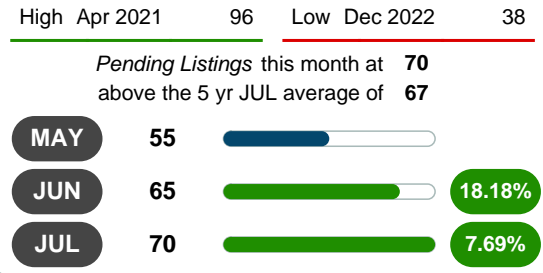


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 67



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	8	11.43%	57.6	2	3	2	1
\$75,001 - \$100,000	5	7.14%	16.2	2	3	0	0
\$100,001 - \$125,000	6	8.57%	16.7	4	2	0	0
\$125,001 - \$225,000	23	32.86%	46.7	7	14	2	0
\$225,001 - \$275,000	11	15.71%	69.8	0	11	0	0
\$275,001 - \$350,000	8	11.43%	63.6	0	6	1	1
\$350,001 and up	9	12.86%	35.7	0	4	4	1
Total Pending Units	70			15	43	9	3
Total Pending Volume	14,564,599	100%	47.4	1.81M	9.78M	2.28M	695.50K
Average Listing Price	\$208,066			\$120,647	\$227,488	\$253,044	\$231,833

July 2025



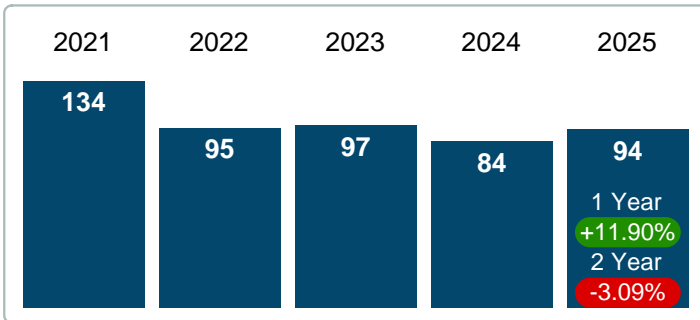
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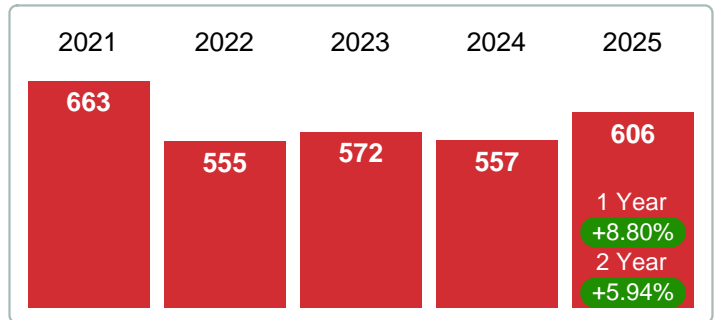
NEW LISTINGS

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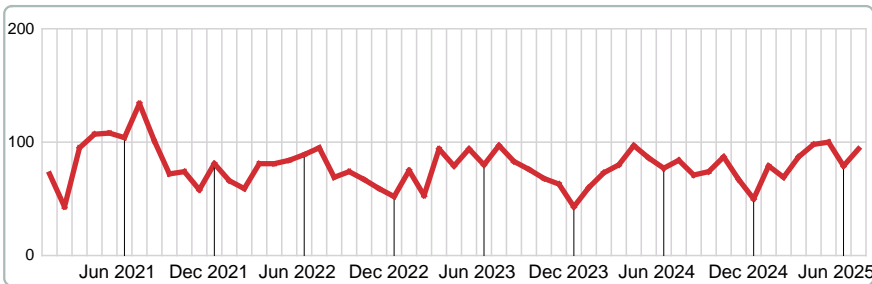
JULY



YEAR TO DATE (YTD)

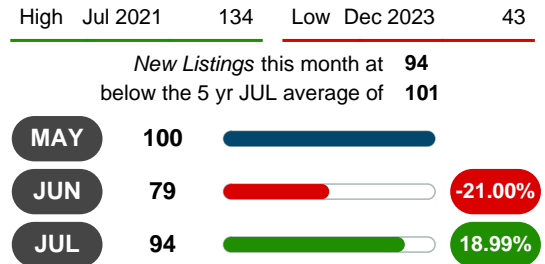


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 101



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	8	8.51%	5	2	1	0
\$100,001 - \$125,000	7	7.45%	4	3	0	0
\$125,001 - \$175,000	21	22.34%	6	14	1	0
\$175,001 - \$250,000	22	23.40%	2	17	3	0
\$250,001 - \$350,000	12	12.77%	0	8	4	0
\$350,001 - \$475,000	14	14.89%	0	3	9	2
\$475,001 and up	10	10.64%	1	5	3	1
Total New Listed Units	94		18	52	21	3
Total New Listed Volume	28,048,899	100%	2.58M	13.79M	9.74M	1.94M
Average New Listed Listing Price	\$298,393		\$143,294	\$265,229	\$463,795	\$646,000

July 2025



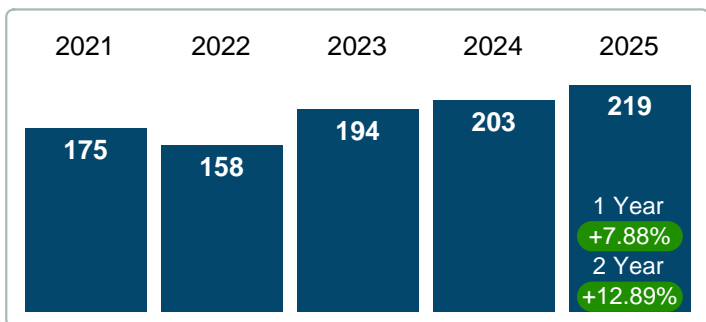
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



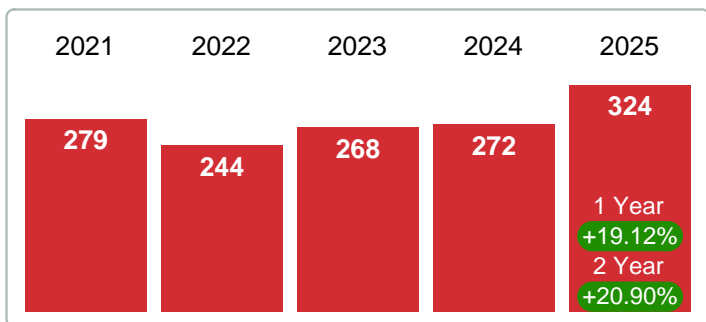
ACTIVE INVENTORY

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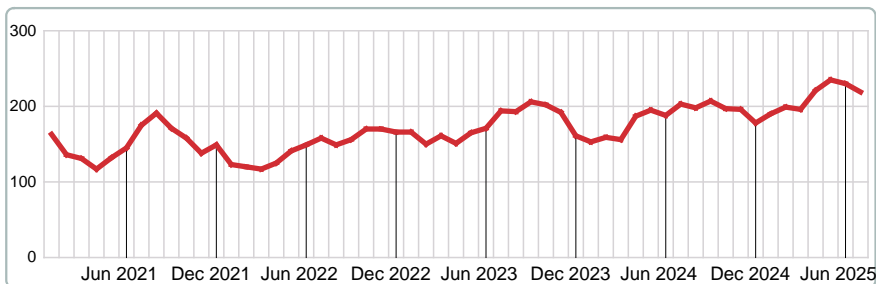
END OF JULY



ACTIVE DURING JULY

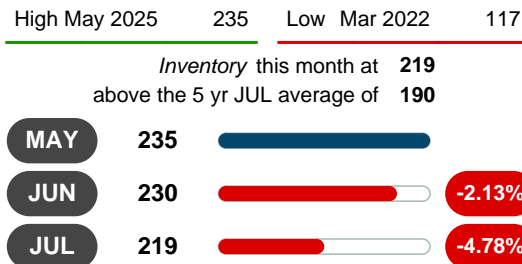


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 190



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	21	9.59%	84.7	9	9	3	0
\$75,001 - \$125,000	19	8.68%	109.4	8	9	2	0
\$125,001 - \$200,000	43	19.63%	59.6	7	33	3	0
\$200,001 - \$300,000	52	23.74%	77.9	3	35	12	2
\$300,001 - \$375,000	29	13.24%	80.5	0	16	11	2
\$375,001 - \$700,000	34	15.53%	74.4	1	16	13	4
\$700,001 and up	21	9.59%	95.6	4	7	6	4
Total Active Inventory by Units	219			32	125	50	12
Total Active Inventory by Volume	77,043,204	100%	79.2	7.92M	36.98M	22.42M	9.73M
Average Active Inventory Listing Price	\$351,795			\$247,580	\$295,817	\$448,354	\$810,483

July 2025



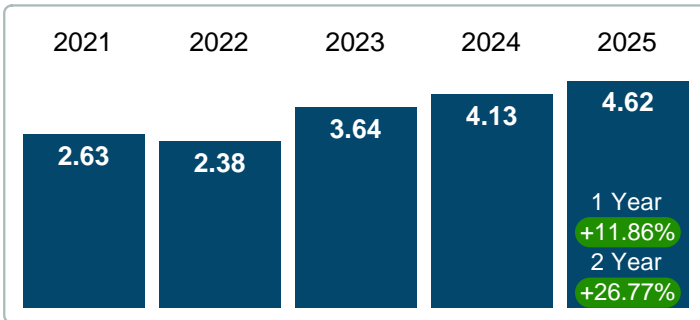
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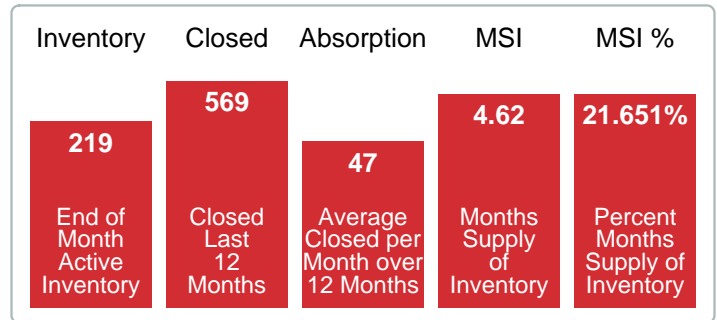
MONTHS SUPPLY of INVENTORY (MSI)

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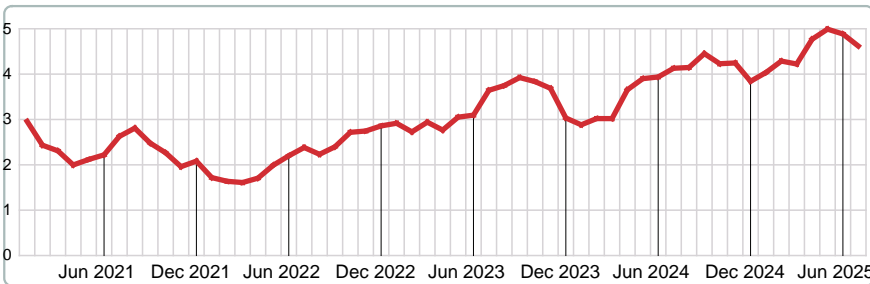
MSI FOR JULY



INDICATORS FOR JULY 2025

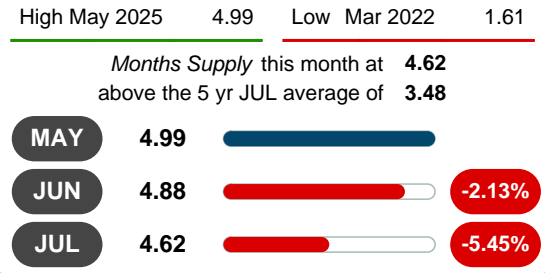


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 3.48



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
\$75,000 and less	21	9.59%	3.60	2.77	4.00	9.00	0.00
\$75,001 - \$125,000	19	8.68%	3.00	3.20	2.77	4.00	0.00
\$125,001 - \$200,000	43	19.63%	3.37	2.90	3.70	2.40	0.00
\$200,001 - \$300,000	52	23.74%	4.43	4.50	4.00	6.00	6.00
\$300,001 - \$375,000	29	13.24%	5.61	0.00	6.86	4.40	12.00
\$375,001 - \$700,000	34	15.53%	6.80	6.00	6.62	6.78	8.00
\$700,001 and up	21	9.59%	36.00	0.00	28.00	72.00	16.00
Market Supply of Inventory (MSI)			4.62	3.49	4.44	5.83	8.00
Total Active Inventory by Units		100%	4.62	32	125	50	12

July 2025



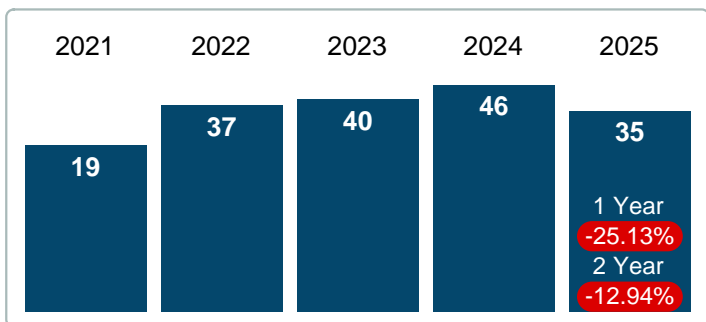
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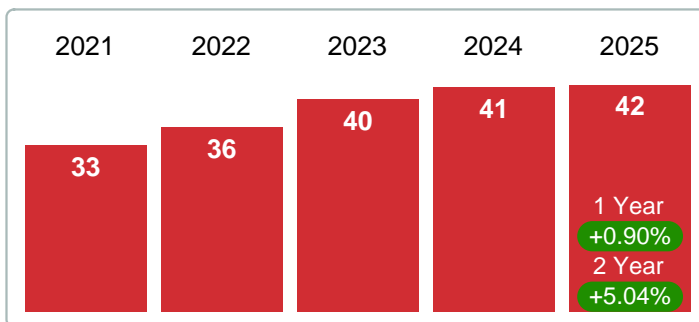
AVERAGE DAYS ON MARKET TO SALE

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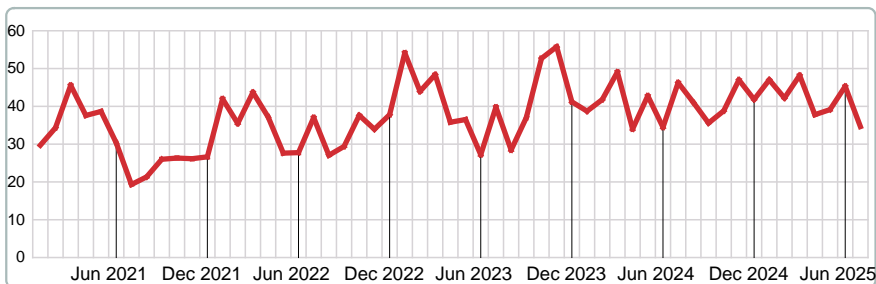
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

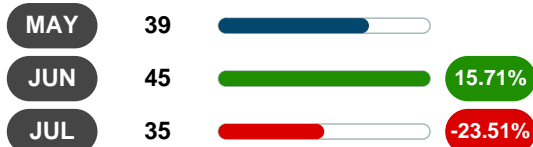


3 MONTHS

5 year JUL AVG = 35

High Nov 2023 56 Low Jul 2021 19

Average Days on Market to Sale this month at 35 equal to 5 yr JUL average of 35



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	10.94%	45	51	41	0	0
\$75,001 - \$125,000	10.94%	61	6	83	2	0
\$125,001 - \$175,000	10.94%	52	1	72	76	0
\$175,001 - \$250,000	23.44%	30	8	30	99	0
\$250,001 - \$275,000	10.94%	21	0	9	52	0
\$275,001 - \$375,000	21.88%	28	0	32	22	0
\$375,001 and up	10.94%	16	0	26	3	0
Average Closed DOM		35	21	39	31	0
Total Closed Units	100%	64	9	42	13	0
Total Closed Volume		15,173,821	1.16M	10.01M	4.01M	0.00B

July 2025



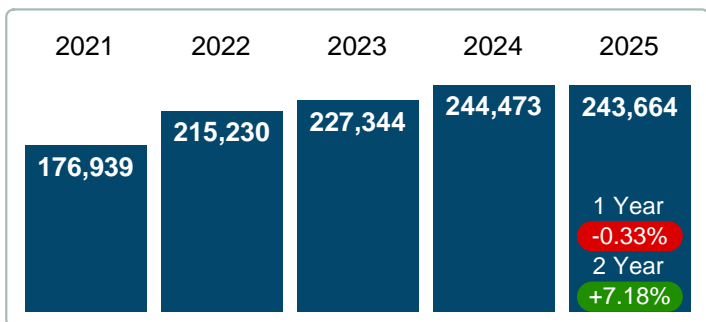
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



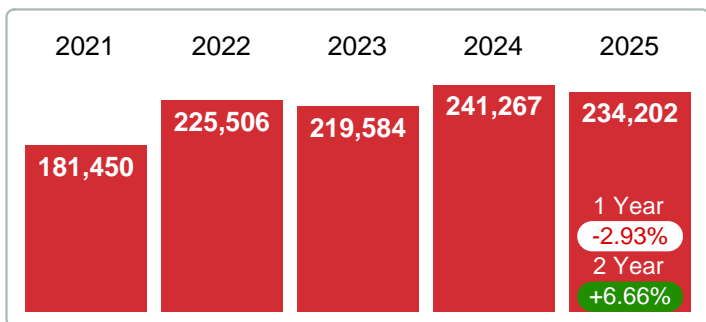
AVERAGE LIST PRICE AT CLOSING

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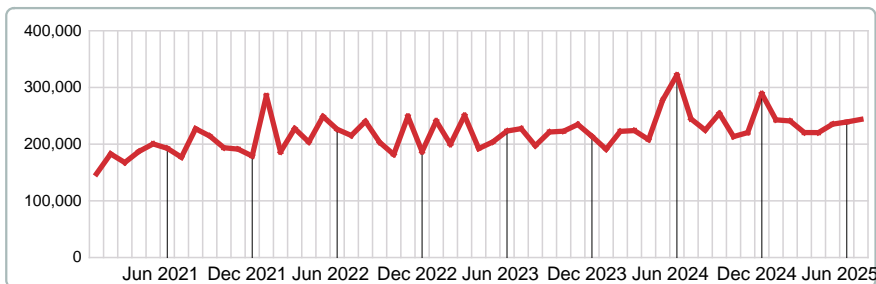
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

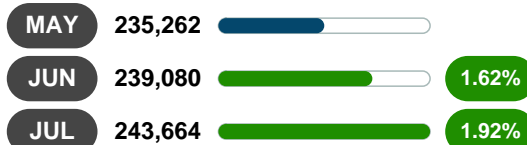


3 MONTHS

5 year JUL AVG = 221,530

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

Average List Price at Closing this month at **243,664**
above the 5 yr JUL average of **221,530**



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	7.81%	56,330	70,167	60,788	0	0
\$75,001 - \$125,000	10.94%	96,614	120,000	111,840	85,000	0
\$125,001 - \$175,000	14.06%	142,744	149,950	145,475	143,000	0
\$175,001 - \$250,000	23.44%	216,533	190,500	221,773	269,000	0
\$250,001 - \$275,000	9.38%	268,667	0	261,000	282,000	0
\$275,001 - \$375,000	25.00%	321,927	0	316,371	329,100	0
\$375,001 and up	9.38%	556,833	0	562,875	486,167	0
Average List Price		243,664	133,544	243,514	320,385	0
Total Closed Units	100%	243,664	9	42	13	0
Total Closed Volume		15,594,485	1.20M	10.23M	4.17M	0.00B

July 2025



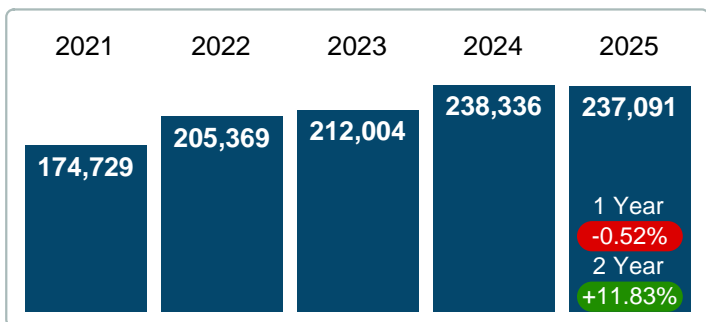
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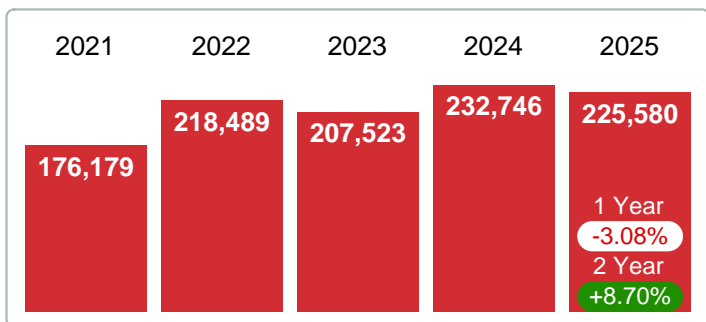
AVERAGE SOLD PRICE AT CLOSING

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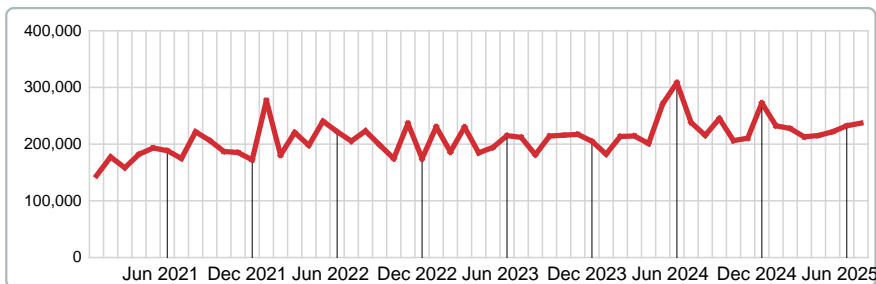
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

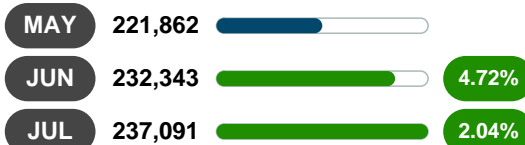


3 MONTHS

5 year JUL AVG = 213,506

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

Average Sold Price at Closing this month at 237,091 above the 5 yr JUL average of 213,506



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	10.94%	56,071	65,000	49,375	0	0
\$75,001 - \$125,000	10.94%	99,143	112,000	101,300	75,500	0
\$125,001 - \$175,000	10.94%	145,571	146,500	146,750	139,000	0
\$175,001 - \$250,000	23.44%	209,212	185,395	216,545	200,000	0
\$250,001 - \$275,000	10.94%	265,107	0	263,150	270,000	0
\$275,001 - \$375,000	21.88%	314,353	0	309,104	323,800	0
\$375,001 and up	10.94%	524,779	0	559,563	478,400	0
Average Sold Price		237,091	128,465	238,308	308,362	0
Total Closed Units	100%	237,091	9	42	13	0
Total Closed Volume		15,173,821	1.16M	10.01M	4.01M	0.00B

July 2025



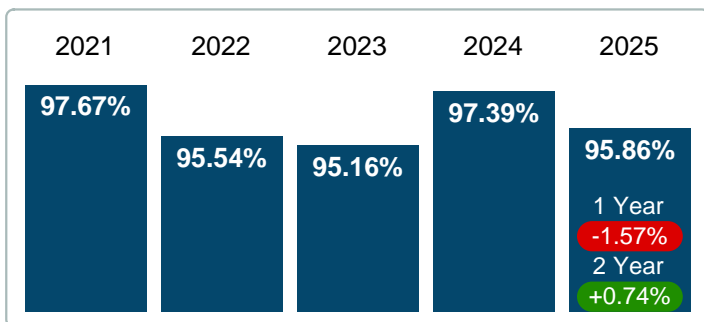
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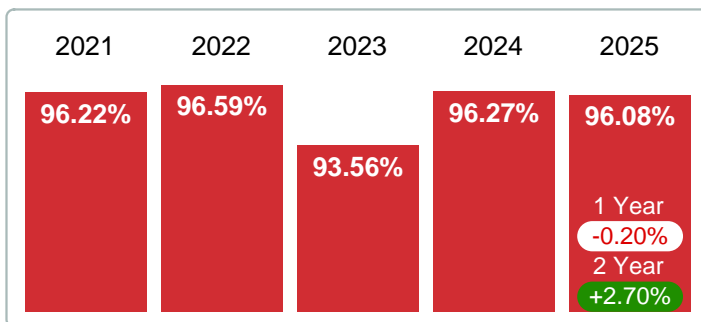
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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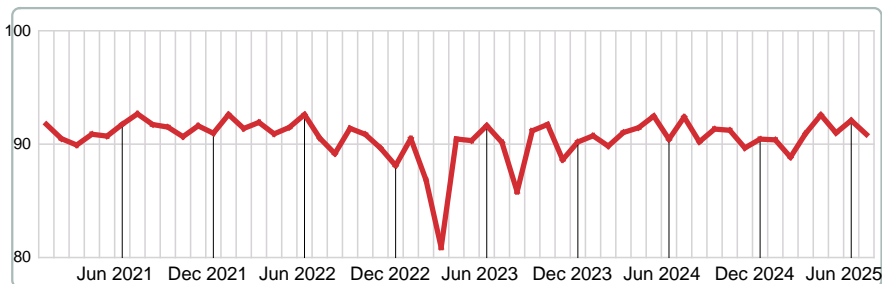
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

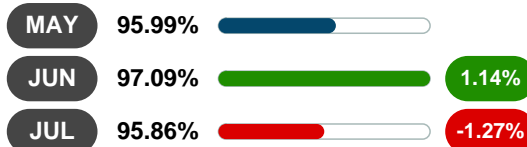


3 MONTHS

5 year JUL AVG = 96.32%

High Jul 2021 97.67% Low Mar 2023 85.89%

Average Sold/List Ratio this month at **95.86%** equal to 5 yr JUL average of **96.32%**



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	7	10.94%	85.69%	92.74%	80.41%	0.00%	0.00%
\$75,001 - \$125,000	7	10.94%	90.70%	93.33%	90.55%	88.82%	0.00%
\$125,001 - \$175,000	7	10.94%	99.55%	97.75%	101.04%	97.20%	0.00%
\$175,001 - \$250,000	15	23.44%	96.05%	97.46%	97.64%	74.35%	0.00%
\$250,001 - \$275,000	7	10.94%	99.48%	0.00%	100.97%	95.76%	0.00%
\$275,001 - \$375,000	14	21.88%	97.95%	0.00%	97.72%	98.38%	0.00%
\$375,001 and up	7	10.94%	99.27%	0.00%	99.28%	99.25%	0.00%
Average Sold/List Ratio		95.90%		95.49%	96.05%	95.50%	0.00%
Total Closed Units		64	100%	95.90%	9	42	13
Total Closed Volume		15,173,821			1.16M	10.01M	4.01M

July 2025



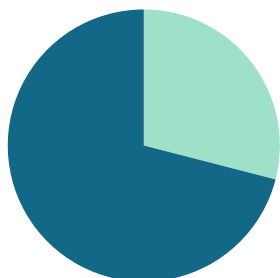
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

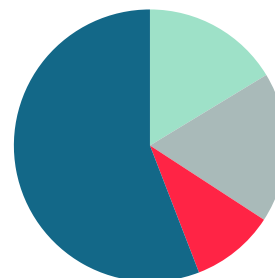


Inventory
 New Listings **94 = 29.01%**
 Start Inventory **230**
 Total Inventory Units **324**
 Volume **\$101,381,756**

Market Activity

Closed Sales **64 = 16.33%**
 Pending Sales **70 = 17.86%**
 Other Off Market **39 = 9.95%**
 Active Inventory **219 = 55.87%**

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2024	2025	+/-%	2024	2025	+/-%
Closed Sales	60	64	6.67%	329	342	3.95%
Pending Sales	51	70	37.25%	368	391	6.25%
New Listings	84	94	11.90%	557	606	8.80%
Average List Price	244,473	243,664	-0.33%	241,267	234,202	-2.93%
Average Sale Price	238,336	237,091	-0.52%	232,746	225,580	-3.08%
Average Percent of Selling Price to List Price	97.39%	95.86%	-1.57%	96.27%	96.08%	-0.20%
Average Days on Market to Sale	46.27	34.64	-25.13%	41.26	41.63	0.90%
Monthly Inventory	203	219	7.88%	203	219	7.88%
Months Supply of Inventory	4.13	4.62	11.86%	4.13	4.62	11.86%

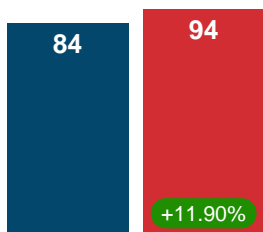
Absorption: Last 12 months, an Average of **47** Sales/Month

Inventory on July 31, 2025 = 219 2024 2025

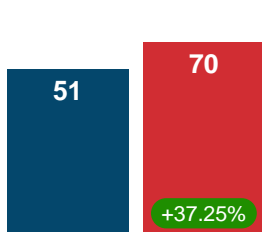
JULY MARKET

AVERAGE PRICES

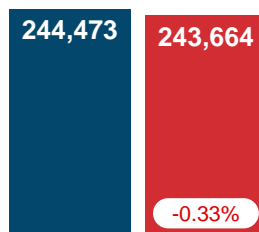
New Listings



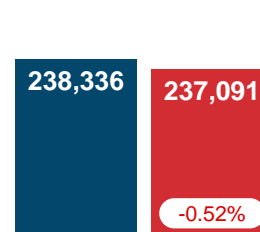
Pending Listings



List Price



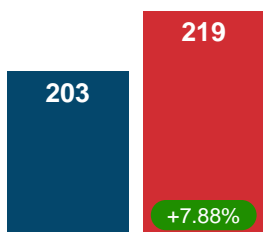
Sale Price



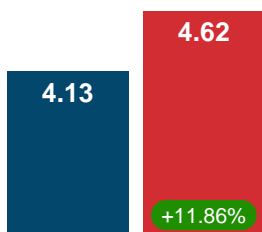
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

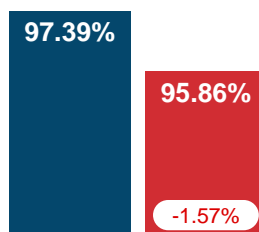
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

