

July 2025



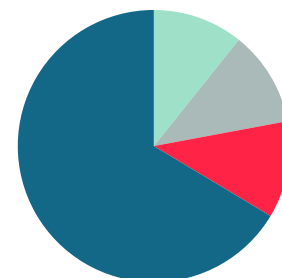
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2024	July 2025	+/-%
Closed Listings	67	55	-17.91%
Pending Listings	52	58	11.54%
New Listings	98	109	11.22%
Average List Price	285,039	231,927	-18.63%
Average Sale Price	277,278	225,498	-18.67%
Average Percent of Selling Price to List Price	96.57%	95.95%	-0.64%
Average Days on Market to Sale	40.04	70.67	76.48%
End of Month Inventory	370	340	-8.11%
Months Supply of Inventory	6.71	6.35	-5.39%



■ Closed (10.74%)
■ Pending (11.33%)
■ Other OffMarket (11.52%)
■ Active (66.41%)

Absorption: Last 12 months, an Average of **54** Sales/Month
Active Inventory as of July 31, 2025 = **340**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2025 decreased **8.11%** to 340 existing homes available for sale. Over the last 12 months this area has had an average of 54 closed sales per month. This represents an unsold inventory index of **6.35** 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 **18.67%** in July 2025 to \$225,498 versus the previous year at \$277,278.

Average Days on Market Lengthens

The average number of **70.67** days that homes spent on the market before selling increased by 30.63 days or **76.48%** in July 2025 compared to last year's same month at **40.04** DOM.

Sales Success for July 2025 is Positive

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

There were 109 New Listings in July 2025, up **11.22%** from last year at 98. Furthermore, there were 55 Closed Listings this month versus last year at 67, a **-17.91%** decrease.

Closed versus Listed trends yielded a **50.5%** ratio, down from previous year's, July 2024, at **68.4%**, a **26.19%** downswing. This will certainly create pressure on a decreasing Monthly 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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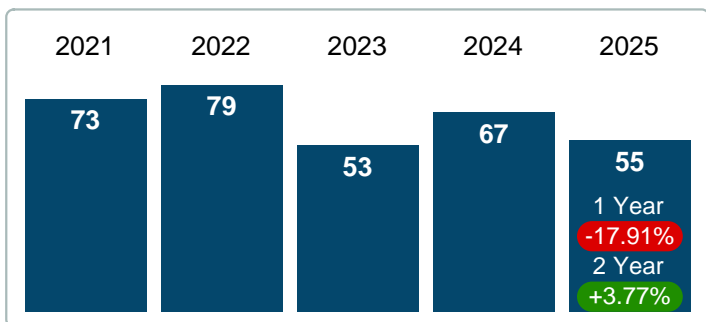
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



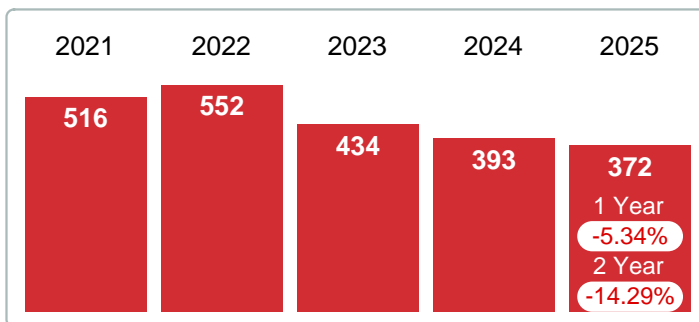
CLOSED LISTINGS

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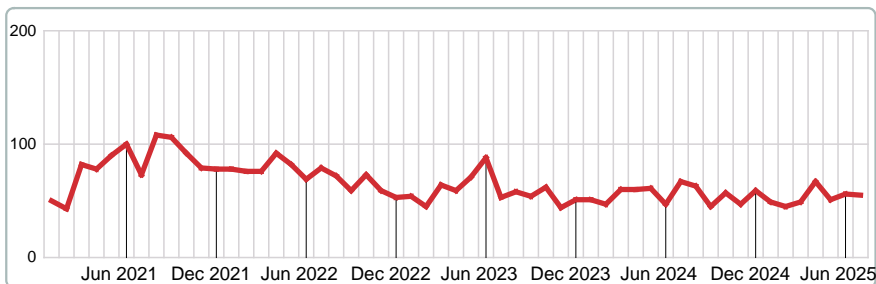
JULY



YEAR TO DATE (YTD)

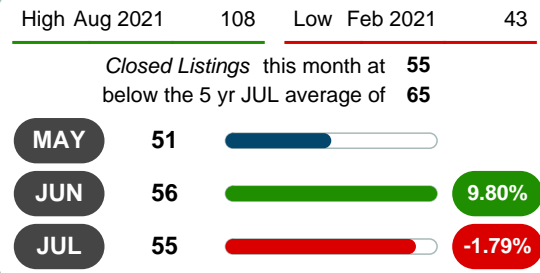


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 65



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	6	10.91%	139.0	5	1	0	0
\$75,001 - \$125,000	7	12.73%	61.7	2	5	0	0
\$125,001 - \$150,000	3	5.45%	113.0	0	3	0	0
\$150,001 - \$250,000	17	30.91%	50.1	4	11	2	0
\$250,001 - \$275,000	8	14.55%	60.8	0	7	1	0
\$275,001 - \$450,000	8	14.55%	82.4	0	6	1	1
\$450,001 and up	6	10.91%	47.5	0	4	1	1
Total Closed Units	55			11	37	5	2
Total Closed Volume	12,402,390	100%	70.7	1.22M	8.96M	1.40M	829.00K
Average Closed Price	\$225,498			\$110,726	\$242,099	\$279,550	\$414,500

July 2025



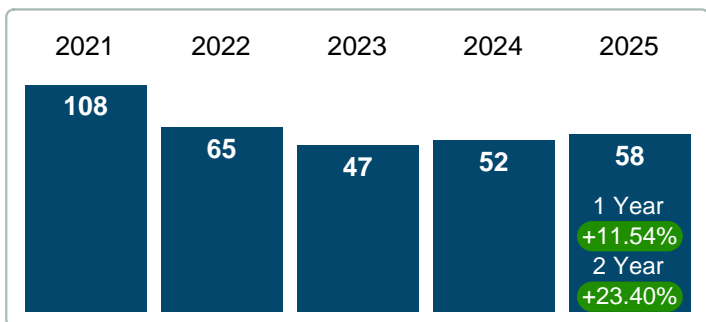
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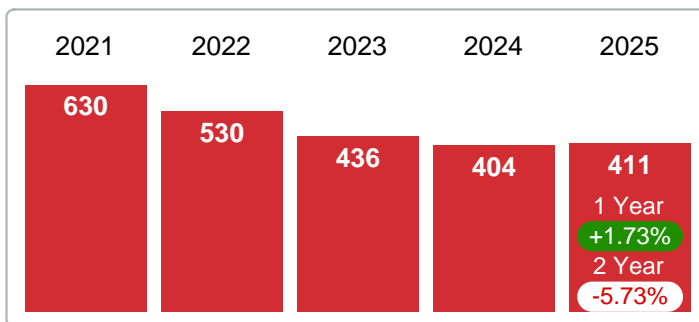
PENDING LISTINGS

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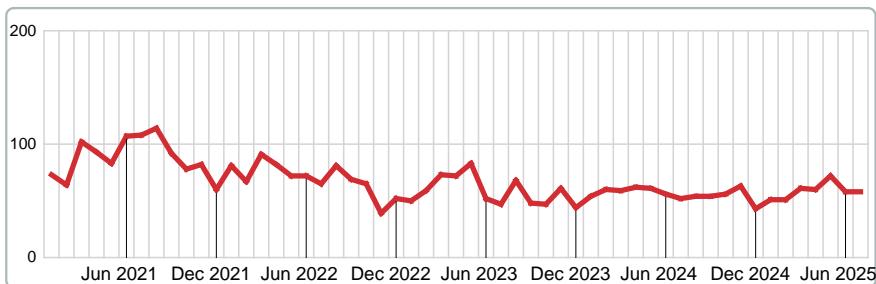
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

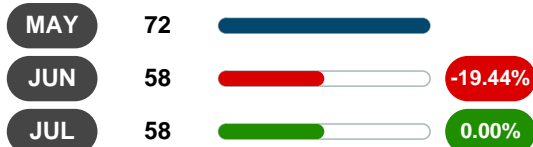


3 MONTHS

5 year JUL AVG = 66

High Aug 2021 114 Low Nov 2022 39

Pending Listings this month at 58
below the 5 yr JUL average of 66



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	5.17%	32.3	1	2	0	0
\$75,001 - \$125,000	10	17.24%	27.0	9	1	0	0
\$125,001 - \$150,000	8	13.79%	86.3	0	8	0	0
\$150,001 - \$200,000	12	20.69%	53.1	1	9	2	0
\$200,001 - \$275,000	10	17.24%	61.4	0	8	2	0
\$275,001 - \$375,000	9	15.52%	97.6	0	3	5	1
\$375,001 and up	6	10.34%	61.8	0	3	3	0
Total Pending Units	58			11	34	12	1
Total Pending Volume	12,764,322	100%	61.3	1.13M	7.22M	4.09M	325.00K
Average Listing Price	\$220,075			\$102,891	\$212,298	\$340,781	\$325,000

July 2025



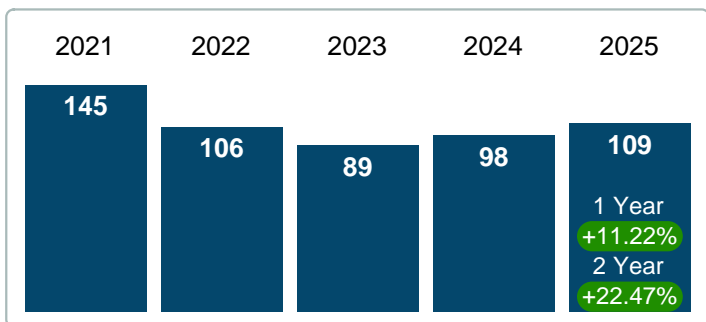
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



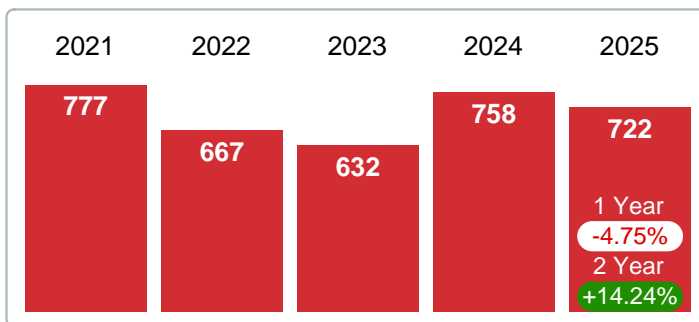
NEW LISTINGS

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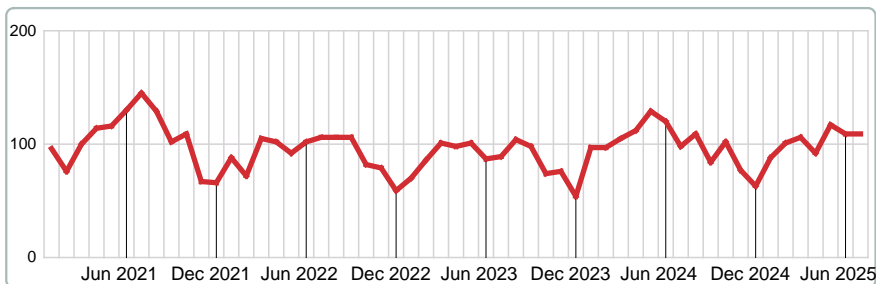
JULY



YEAR TO DATE (YTD)

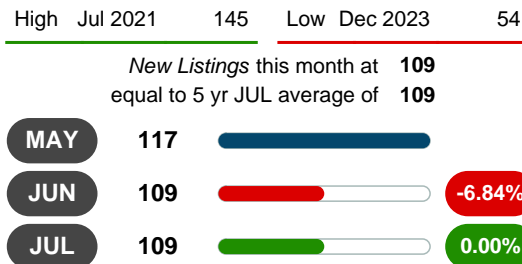


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 109



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	7	6.42%	3	4	0	0
\$75,001 - \$125,000	17	15.60%	11	6	0	0
\$125,001 - \$150,000	10	9.17%	3	7	0	0
\$150,001 - \$250,000	32	29.36%	4	19	9	0
\$250,001 - \$325,000	19	17.43%	1	13	5	0
\$325,001 - \$525,000	13	11.93%	1	5	4	3
\$525,001 and up	11	10.09%	1	5	4	1
Total New Listed Units	109		24	59	22	4
Total New Listed Volume	31,942,400	100%	5.20M	16.22M	8.07M	2.46M
Average New Listed Listing Price	\$293,050		\$216,675	\$274,871	\$366,627	\$614,750

July 2025



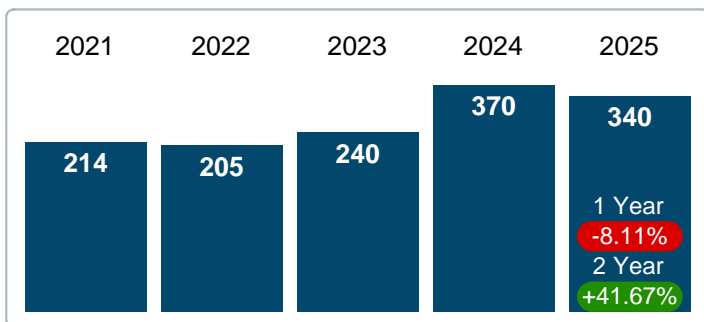
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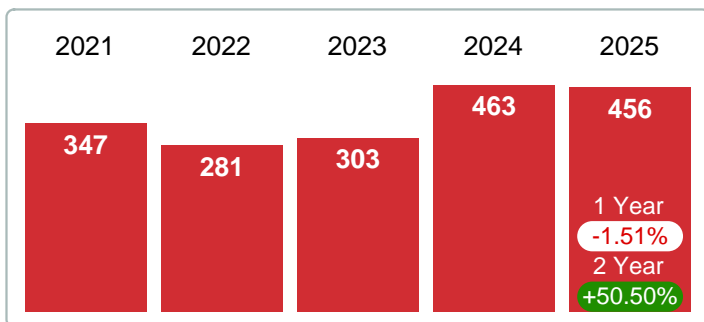
ACTIVE INVENTORY

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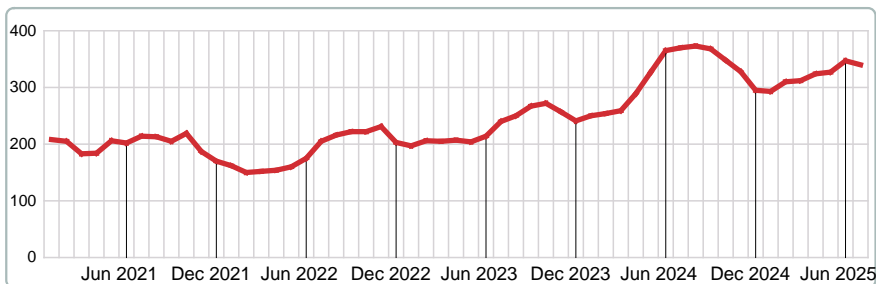
END OF JULY



ACTIVE DURING JULY

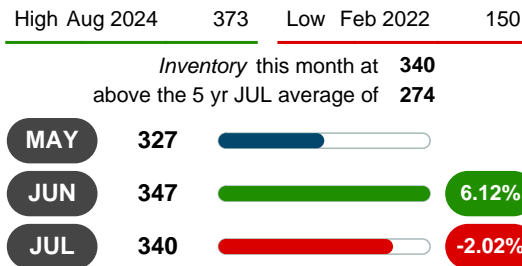


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 274



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	32	9.41%	112.3	16	15	1	0
\$100,001 - \$125,000	22	6.47%	78.6	12	9	1	0
\$125,001 - \$200,000	65	19.12%	74.0	17	37	11	0
\$200,001 - \$325,000	90	26.47%	77.7	5	49	33	3
\$325,001 - \$425,000	50	14.71%	95.5	4	35	8	3
\$425,001 - \$675,000	47	13.82%	98.2	5	14	17	11
\$675,001 and up	34	10.00%	127.9	6	11	10	7
Total Active Inventory by Units	340			65	170	81	24
Total Active Inventory by Volume	127,685,289	100%	90.8	21.15M	53.34M	38.53M	14.66M
Average Active Inventory Listing Price	\$375,545			\$325,358	\$313,772	\$475,715	\$610,954

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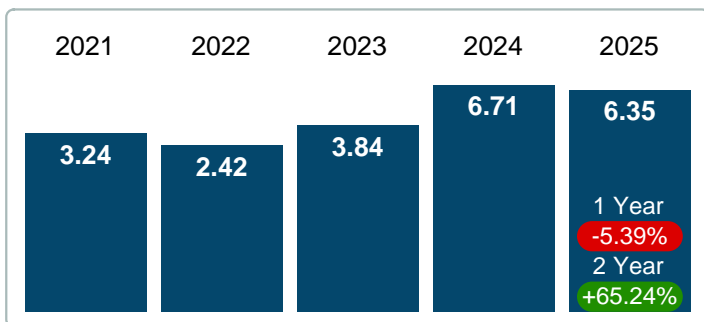
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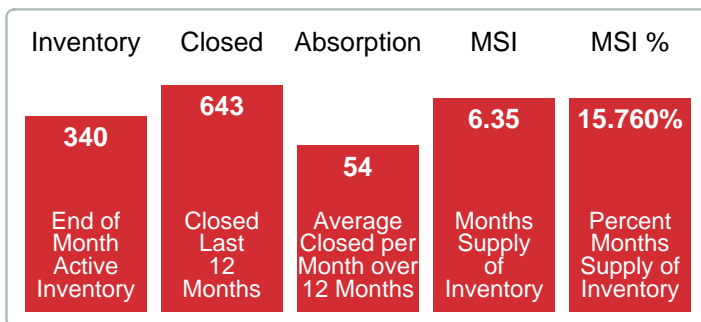
MONTHS SUPPLY of INVENTORY (MSI)

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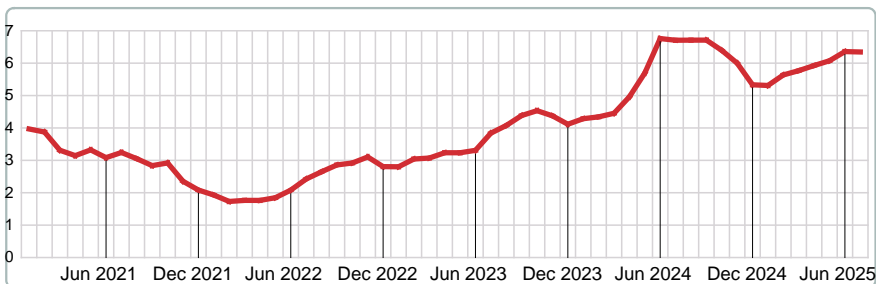
MSI FOR JULY



INDICATORS FOR JULY 2025



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 4.51

High Jun 2024 6.76 Low Feb 2022 1.73

Months Supply this month at 6.35 above the 5 yr JUL average of 4.51



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
\$100,000 and less	32	9.41%	2.82	2.91	2.95	2.00	0.00
\$100,001 - \$125,000	22	6.47%	6.00	7.58	6.35	1.50	0.00
\$125,001 - \$200,000	65	19.12%	4.22	5.37	3.58	5.74	0.00
\$200,001 - \$325,000	90	26.47%	6.67	7.50	4.70	14.67	18.00
\$325,001 - \$425,000	50	14.71%	10.91	8.00	12.35	8.00	12.00
\$425,001 - \$675,000	47	13.82%	12.26	60.00	7.64	11.33	26.40
\$675,001 and up	34	10.00%	27.20	0.00	16.50	30.00	28.00
Market Supply of Inventory (MSI)			6.35	5.65	5.22	9.92	18.00
Total Active Inventory by Units		100%	6.35	65	170	81	24

July 2025



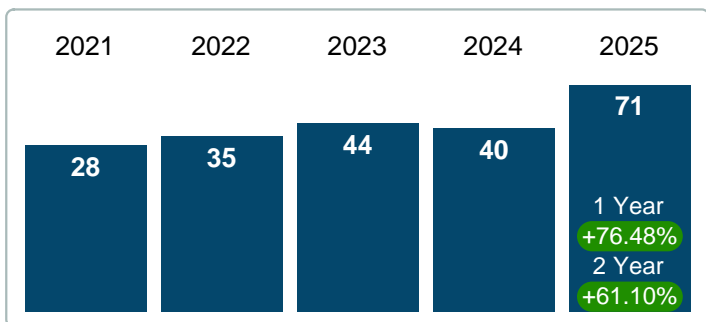
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



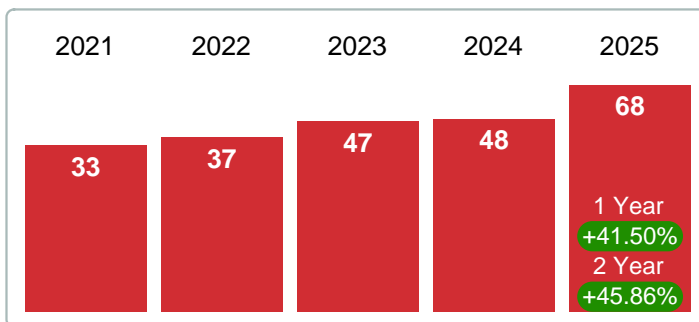
AVERAGE DAYS ON MARKET TO SALE

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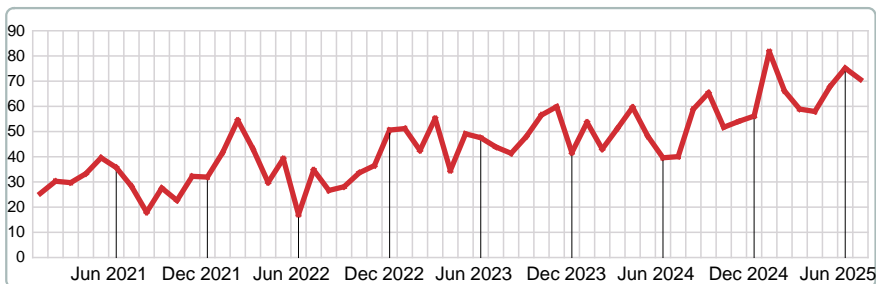
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 44

High Jan 2025 82 Low Jun 2022 17

Average Days on Market to Sale this month at 71 above the 5 yr JUL average of 44



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	10.91%	139	156	53	0	0
\$75,001 - \$125,000	12.73%	62	56	64	0	0
\$125,001 - \$150,000	5.45%	113	0	113	0	0
\$150,001 - \$250,000	30.91%	50	34	44	115	0
\$250,001 - \$275,000	14.55%	61	0	65	31	0
\$275,001 - \$450,000	14.55%	82	0	68	15	236
\$450,001 and up	10.91%	48	0	29	20	151
Average Closed DOM		71	94	59	59	194
Total Closed Units	100%	71	11	37	5	2
Total Closed Volume		12,402,390	1.22M	8.96M	1.40M	829.00K

July 2025



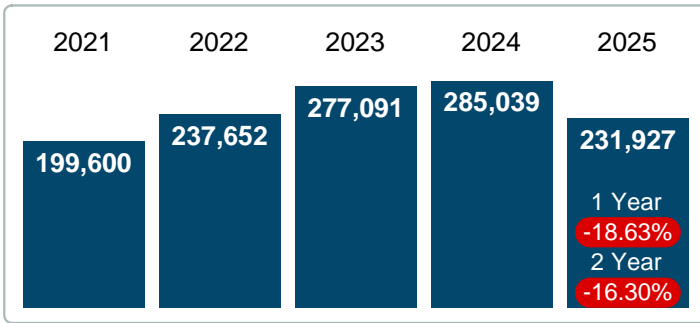
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



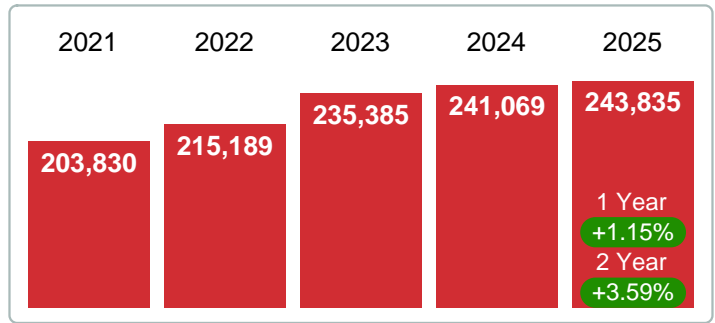
AVERAGE LIST PRICE AT CLOSING

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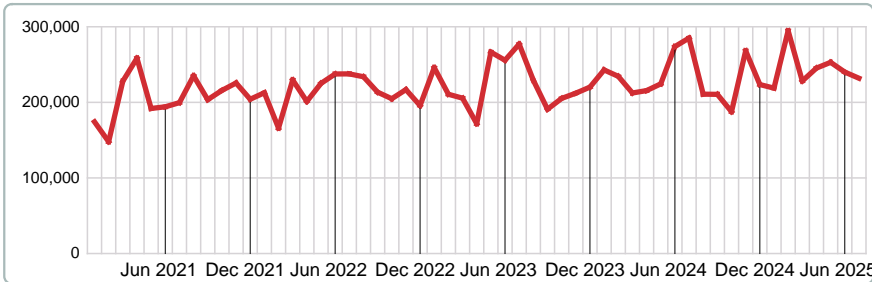
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

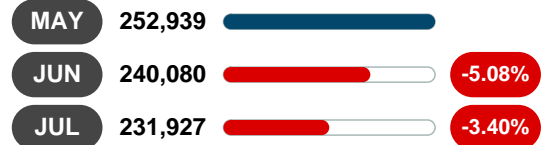


3 MONTHS

5 year JUL AVG = 246,262

High Feb 2025 294,722 Low Feb 2021 147,958

Average List Price at Closing this month at **231,927** below the 5 yr JUL average of **246,262**



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	9.09%	54,770	64,140	35,150	0	0
\$75,001 - \$125,000	12.73%	94,200	104,750	99,580	0	0
\$125,001 - \$150,000	7.27%	144,625	0	151,167	0	0
\$150,001 - \$250,000	32.73%	193,928	189,000	188,973	207,000	0
\$250,001 - \$275,000	7.27%	265,938	0	272,486	259,750	0
\$275,001 - \$450,000	20.00%	304,118	0	306,483	315,000	325,000
\$450,001 and up	10.91%	557,417	0	581,375	489,000	530,000
Average List Price		231,927	116,927	246,947	295,550	427,500
Total Closed Units	100%	231,927	11	37	5	2
Total Closed Volume		12,756,000	1.29M	9.14M	1.48M	855.00K

July 2025



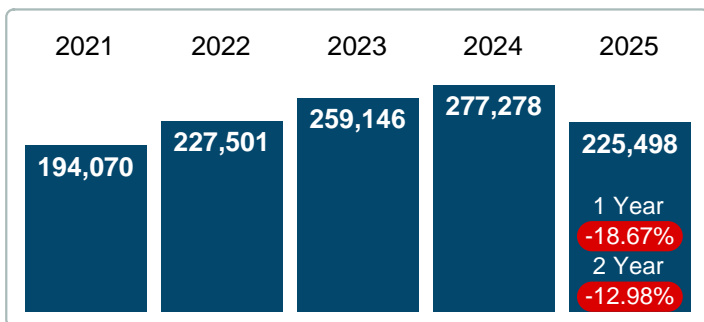
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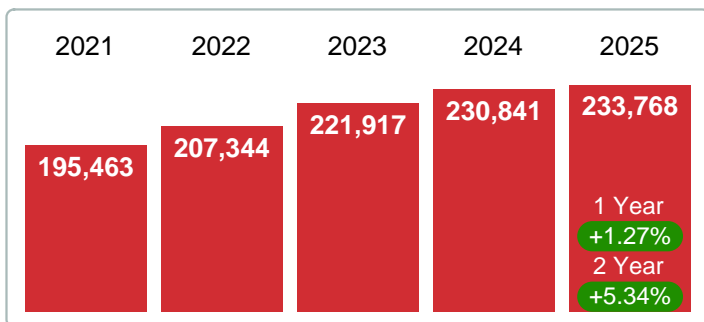
AVERAGE SOLD PRICE AT CLOSING

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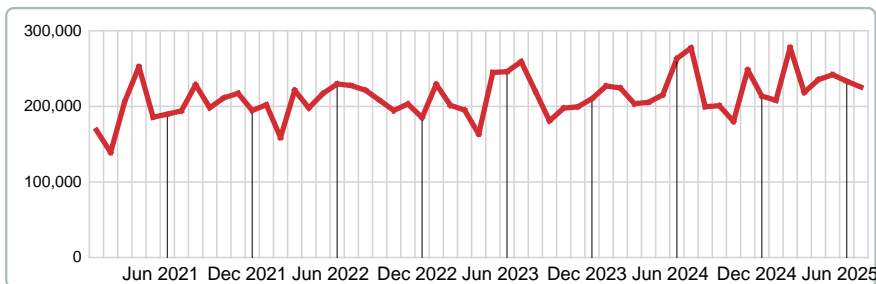
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

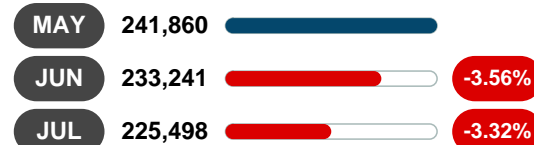


3 MONTHS

5 year JUL AVG = 236,699

High Feb 2025 277,811 Low Feb 2021 139,023

Average Sold Price at Closing this month at **225,498**
below the 5 yr JUL average of **236,699**



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	10.91%	50,667	55,300	27,500	0	0
\$75,001 - \$125,000	12.73%	96,572	100,500	95,001	0	0
\$125,001 - \$150,000	5.45%	146,167	0	146,167	0	0
\$150,001 - \$250,000	30.91%	185,440	185,122	184,818	189,500	0
\$250,001 - \$275,000	14.55%	264,438	0	265,107	259,750	0
\$275,001 - \$450,000	14.55%	304,050	0	301,400	294,000	330,000
\$450,001 and up	10.91%	547,250	0	579,875	465,000	499,000
Average Sold Price		225,498	110,726	242,099	279,550	414,500
Total Closed Units	100%	225,498	11	37	5	2
Total Closed Volume		12,402,390	1.22M	8.96M	1.40M	829.00K

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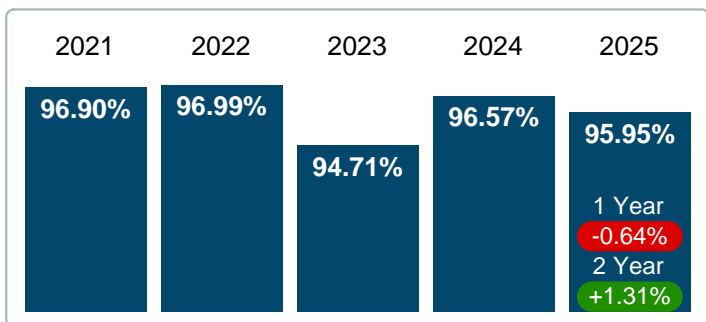
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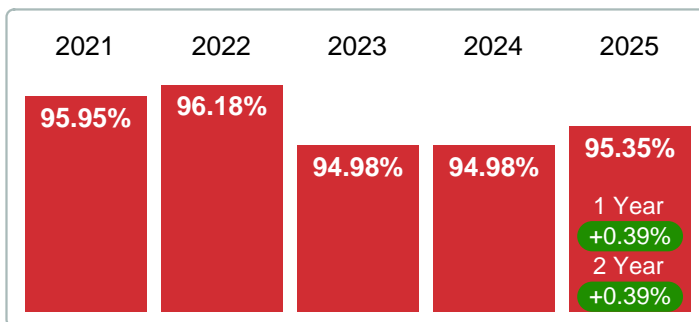
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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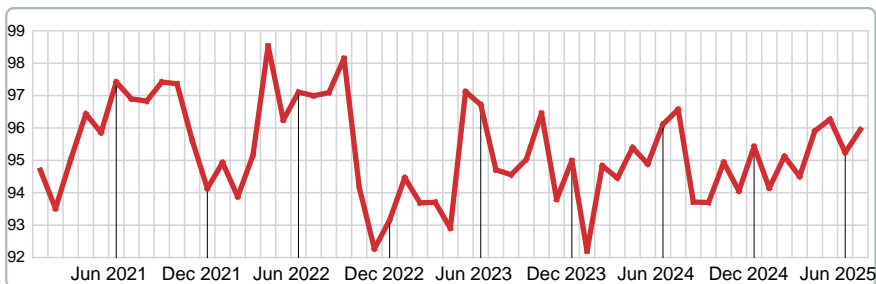
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

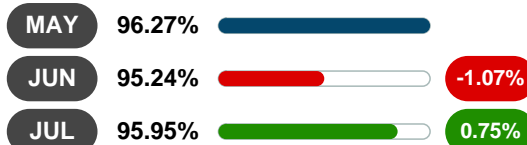


3 MONTHS

5 year JUL AVG = 96.22%

High Apr 2022 98.53% Low Jan 2024 92.20%

Average Sold/List Ratio this month at **95.95%** equal to 5 yr JUL average of **96.22%**



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	6	10.91%	84.84%	86.16%	78.24%	0.00%	0.00%	
\$75,001 - \$125,000	7	12.73%	95.65%	95.88%	95.55%	0.00%	0.00%	
\$125,001 - \$150,000	3	5.45%	96.77%	0.00%	96.77%	0.00%	0.00%	
\$150,001 - \$250,000	17	30.91%	97.21%	98.11%	97.87%	91.80%	0.00%	
\$250,001 - \$275,000	8	14.55%	97.88%	0.00%	97.57%	100.00%	0.00%	
\$275,001 - \$450,000	8	14.55%	98.10%	0.00%	98.32%	93.33%	101.54%	
\$450,001 and up	6	10.91%	98.01%	0.00%	99.70%	95.09%	94.15%	
Average Sold/List Ratio		96.00%		92.27%	97.15%	94.40%	97.84%	
Total Closed Units		55	100%	96.00%	11	37	5	2
Total Closed Volume		12,402,390			1.22M	8.96M	1.40M	829.00K

July 2025



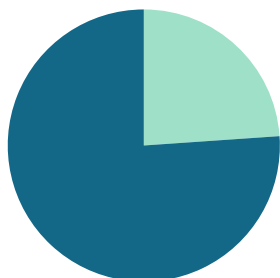
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

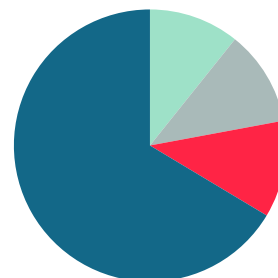


Inventory
 New Listings
109 = 23.90%
 Start Inventory
347
 Total Inventory Units
456
 Volume
\$160,144,560

Market Activity

Closed Sales
55 = 10.74%
 Pending Sales
58 = 11.33%
 Other Off Market
59 = 11.52%
 Active Inventory
340 = 66.41%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2024	2025	+/-%	2024	2025	+/-%
Closed Sales	67	55	-17.91%	393	372	-5.34%
Pending Sales	52	58	11.54%	404	411	1.73%
New Listings	98	109	11.22%	758	722	-4.75%
Average List Price	285,039	231,927	-18.63%	241,069	243,835	1.15%
Average Sale Price	277,278	225,498	-18.67%	230,841	233,768	1.27%
Average Percent of Selling Price to List Price	96.57%	95.95%	-0.64%	94.98%	95.35%	0.39%
Average Days on Market to Sale	40.04	70.67	76.48%	48.07	68.02	41.50%
Monthly Inventory	370	340	-8.11%	370	340	-8.11%
Months Supply of Inventory	6.71	6.35	-5.39%	6.71	6.35	-5.39%

Absorption: Last 12 months, an Average of **54** Sales/Month

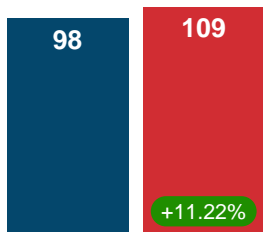
Inventory on July 31, 2025 = **340**

2024 **2025**

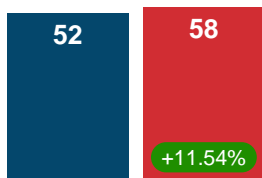
JULY MARKET

AVERAGE PRICES

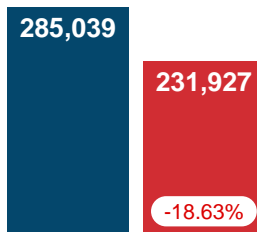
New Listings



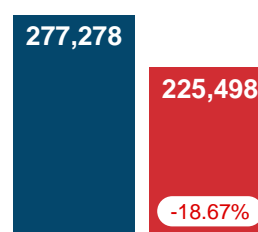
Pending Listings



List Price



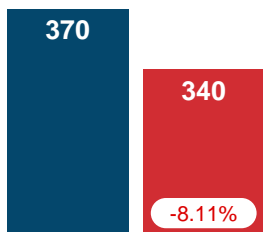
Sale Price



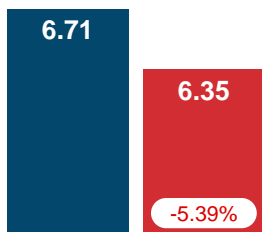
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

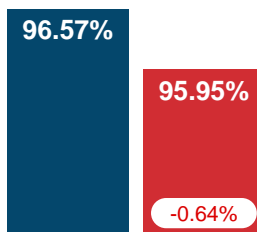
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

