

# August 2025



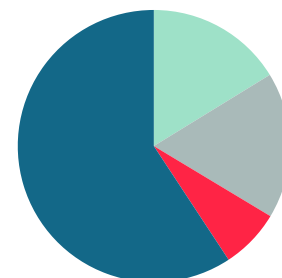
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2024	August 2025	+/-%
Closed Listings	47	57	21.28%
Pending Listings	45	61	35.56%
New Listings	71	72	1.41%
Average List Price	224,753	223,003	-0.78%
Average Sale Price	215,522	214,141	-0.64%
Average Percent of Selling Price to List Price	95.20%	94.39%	-0.86%
Average Days on Market to Sale	41.04	38.16	-7.03%
End of Month Inventory	198	208	5.05%
Months Supply of Inventory	4.15	4.31	3.96%



■ Closed (16.24%)  
■ Pending (17.38%)  
■ Other OffMarket (7.12%)  
■ Active (59.26%)

**Absorption:** Last 12 months, an Average of **48** Sales/Month  
**Active Inventory** as of August 31, 2025 = **208**

### Analysis Wrap-Up

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

The total housing inventory at the end of August 2025 rose **5.05%** to 208 existing homes available for sale. Over the last 12 months this area has had an average of 48 closed sales per month. This represents an unsold inventory index of **4.31** 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 **0.64%** in August 2025 to \$214,141 versus the previous year at \$215,522.

#### Average Days on Market Shortens

The average number of **38.16** days that homes spent on the market before selling decreased by 2.88 days or **7.03%** in August 2025 compared to last year's same month at **41.04** DOM.

#### Sales Success for August 2025 is Positive

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

There were 72 New Listings in August 2025, up **1.41%** from last year at 71. Furthermore, there were 57 Closed Listings this month versus last year at 47, a **21.28%** increase.

Closed versus Listed trends yielded a **79.2%** ratio, up from previous year's, August 2024, at **66.2%**, a **19.59%** 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

# August 2025



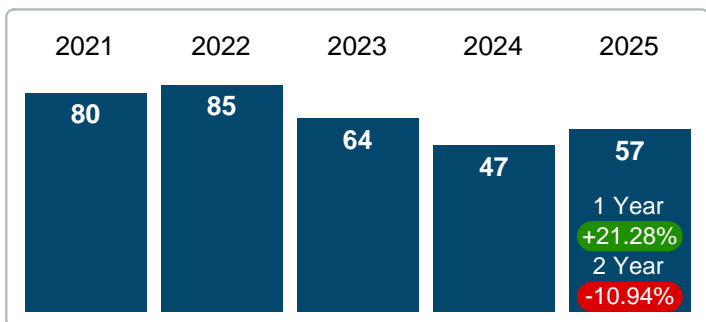
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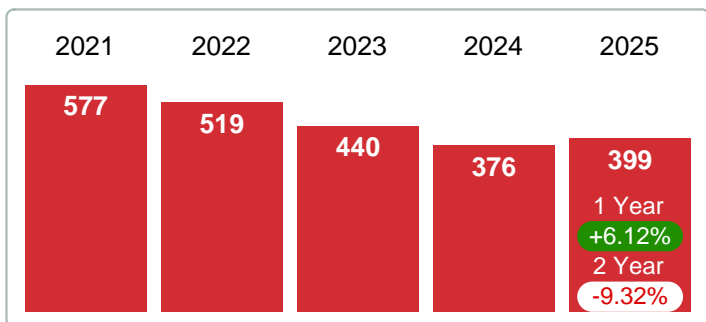
## CLOSED LISTINGS

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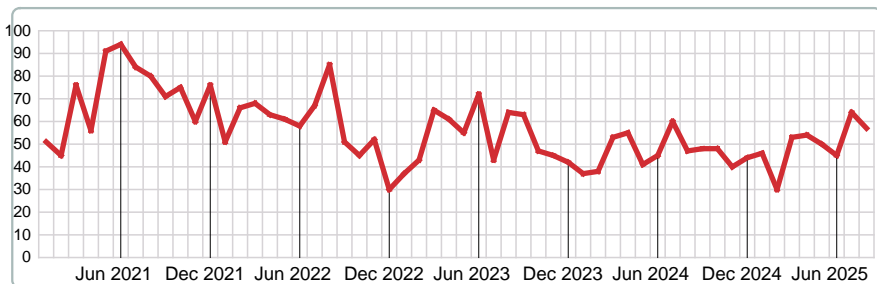
### AUGUST



### YEAR TO DATE (YTD)

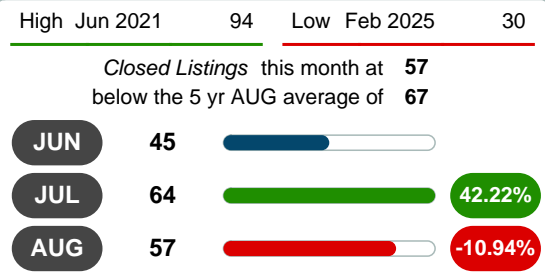


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 67



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	8.77%	60.0	2	2	1	0
\$50,001 - \$75,000	6	10.53%	6.7	3	3	0	0
\$75,001 - \$125,000	10	17.54%	35.4	7	2	1	0
\$125,001 - \$250,000	15	26.32%	26.7	0	11	2	2
\$250,001 - \$275,000	6	10.53%	47.3	0	6	0	0
\$275,001 - \$375,000	9	15.79%	59.9	0	8	1	0
\$375,001 and up	6	10.53%	43.0	0	4	2	0
<b>Total Closed Units</b>	<b>57</b>			<b>12</b>	<b>36</b>	<b>7</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>12,206,050</b>	<b>100%</b>	<b>38.2</b>	<b>1.07M</b>	<b>8.79M</b>	<b>1.85M</b>	<b>499.00K</b>
<b>Average Closed Price</b>	<b>\$214,141</b>			<b>\$88,792</b>	<b>\$244,238</b>	<b>\$264,143</b>	<b>\$249,500</b>

# August 2025



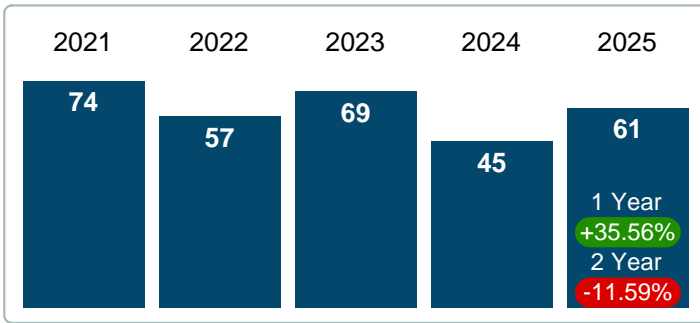
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



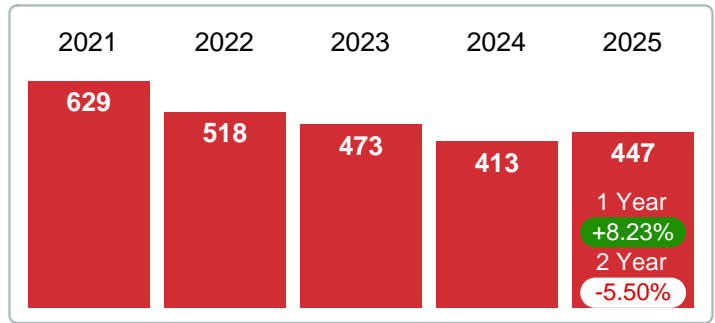
## PENDING LISTINGS

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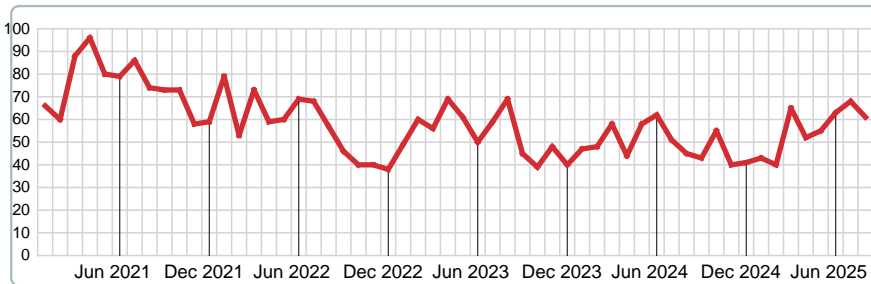
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

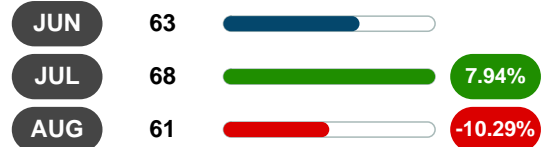


### 3 MONTHS

5 year AUG AVG = 61

High Apr 2021 96 Low Dec 2022 38

Pending Listings this month at 61 equal to 5 yr AUG average of 61



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	8.20%	46.8	2	3	0	0
\$50,001 - \$100,000	6	9.84%	109.2	4	2	0	0
\$100,001 - \$150,000	10	16.39%	53.7	2	8	0	0
\$150,001 - \$225,000	12	19.67%	49.1	0	11	1	0
\$225,001 - \$275,000	11	18.03%	41.0	1	7	3	0
\$275,001 - \$325,000	9	14.75%	56.8	0	6	2	1
\$325,001 and up	8	13.11%	67.5	0	5	1	2
<b>Total Pending Units</b>	<b>61</b>			<b>9</b>	<b>42</b>	<b>7</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>14,854,926</b>	<b>100%</b>	<b>57.7</b>	<b>817.80K</b>	<b>10.85M</b>	<b>2.08M</b>	<b>1.11M</b>
<b>Average Listing Price</b>	<b>\$243,523</b>			<b>\$90,867</b>	<b>\$258,432</b>	<b>\$296,429</b>	<b>\$369,333</b>

# August 2025



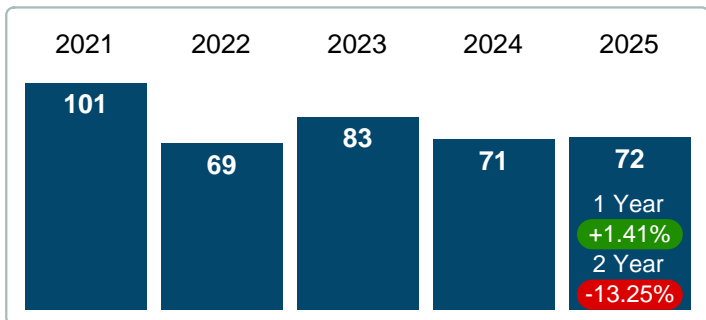
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



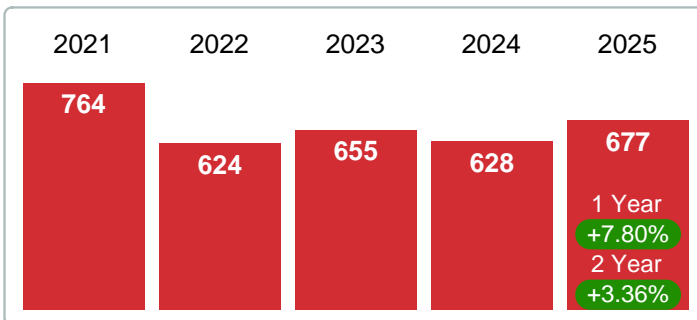
## NEW LISTINGS

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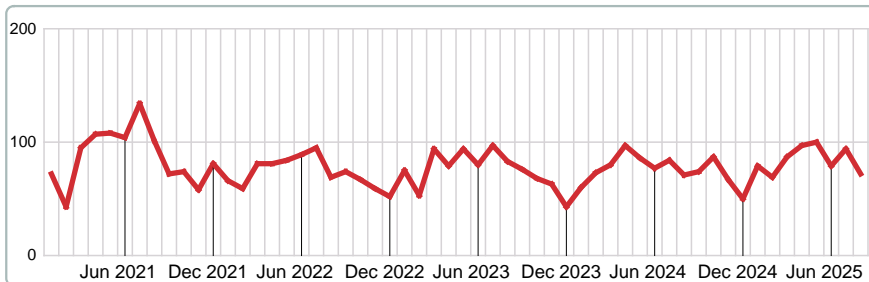
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 79

High Jul 2021 134 Low Dec 2023 43

New Listings this month at 72 below the 5 yr AUG average of 79



### 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	6	8.33%	3	3	0	0
\$75,001 - \$125,000	6	8.33%	2	4	0	0
\$125,001 - \$200,000	16	22.22%	4	10	2	0
\$200,001 - \$275,000	18	25.00%	5	10	3	0
\$275,001 - \$325,000	6	8.33%	0	4	1	1
\$325,001 - \$500,000	12	16.67%	0	8	3	1
\$500,001 and up	8	11.11%	0	4	3	1
<b>Total New Listed Units</b>	<b>72</b>		<b>14</b>	<b>43</b>	<b>12</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>20,908,050</b>	<b>100%</b>	<b>2.19M</b>	<b>11.87M</b>	<b>4.30M</b>	<b>2.54M</b>
<b>Average New Listed Listing Price</b>	<b>\$290,390</b>		<b>\$156,729</b>	<b>\$276,103</b>	<b>\$358,042</b>	<b>\$848,300</b>

# August 2025



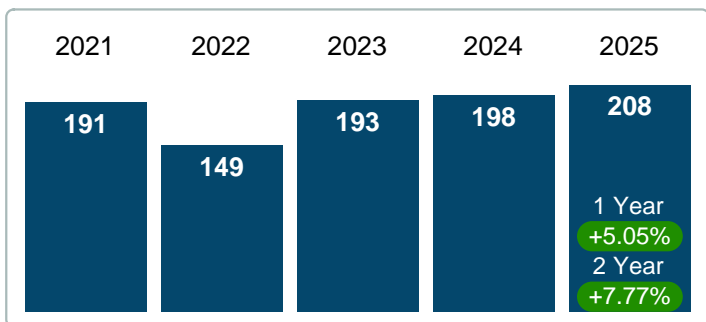
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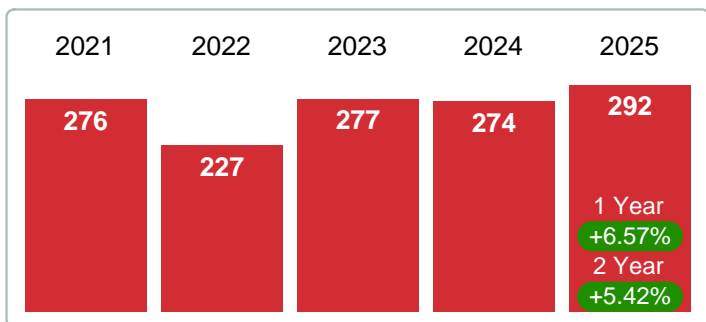
## ACTIVE INVENTORY

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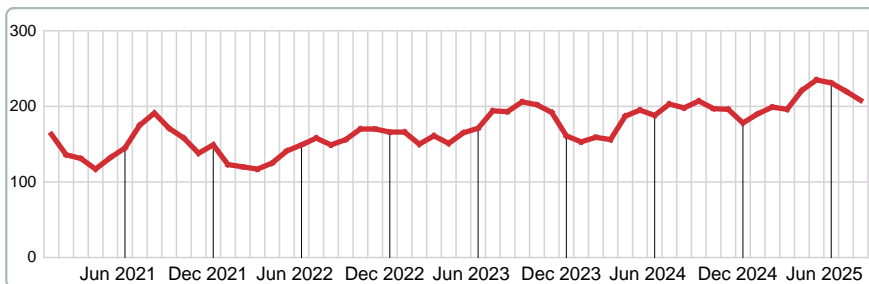
### END OF AUGUST



### ACTIVE DURING AUGUST

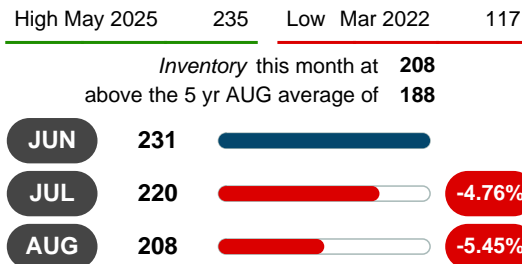


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 188



### 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	20	9.62%	102.5	7	9	3	1
\$75,001 - \$125,000	17	8.17%	99.5	9	6	2	0
\$125,001 - \$200,000	40	19.23%	68.6	10	28	2	0
\$200,001 - \$300,000	47	22.60%	70.4	5	30	11	1
\$300,001 - \$400,000	36	17.31%	76.8	0	20	13	3
\$400,001 - \$725,000	27	12.98%	88.1	1	12	12	2
\$725,001 and up	21	10.10%	97.0	4	7	5	5
<b>Total Active Inventory by Units</b>	<b>208</b>			<b>36</b>	<b>112</b>	<b>48</b>	<b>12</b>
<b>Total Active Inventory by Volume</b>	<b>74,788,228</b>	<b>100%</b>	<b>81.6</b>	<b>8.88M</b>	<b>33.52M</b>	<b>21.58M</b>	<b>10.81M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$359,559</b>			<b>\$246,679</b>	<b>\$299,254</b>	<b>\$449,638</b>	<b>\$900,725</b>

# August 2025



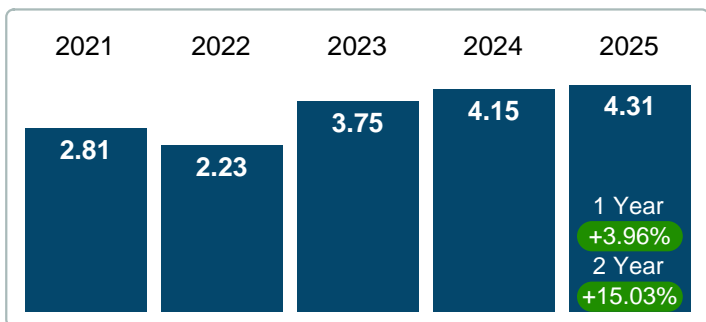
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



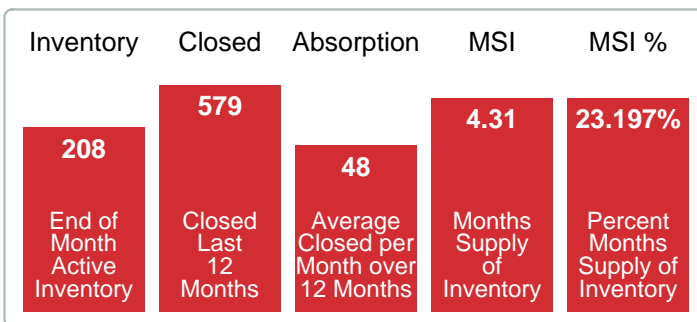
## MONTHS SUPPLY of INVENTORY (MSI)

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

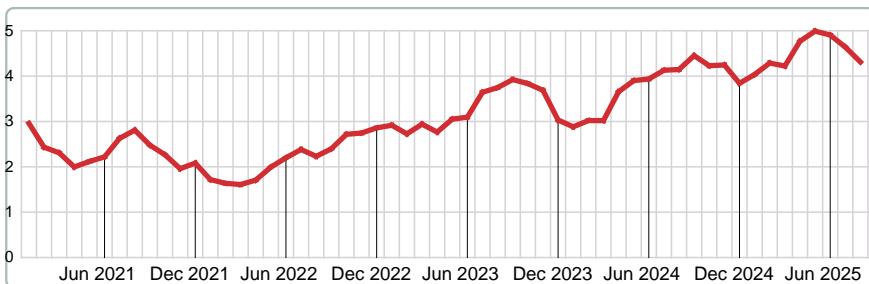
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2025

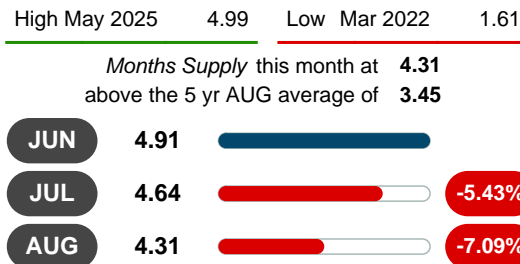


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 3.45



### 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	20	9.62%	3.20	2.10	3.48	9.00	0.00
\$75,001 - \$125,000	17	8.17%	2.58	3.09	1.95	4.00	0.00
\$125,001 - \$200,000	40	19.23%	3.22	4.29	3.20	1.71	0.00
\$200,001 - \$300,000	47	22.60%	3.97	7.50	3.36	6.29	2.00
\$300,001 - \$400,000	36	17.31%	5.27	0.00	6.15	4.11	12.00
\$400,001 - \$725,000	27	12.98%	7.36	6.00	6.55	9.60	4.80
\$725,001 and up	21	10.10%	31.50	0.00	21.00	60.00	20.00
Market Supply of Inventory (MSI)	4.31			3.76	3.90	5.82	7.20
Total Active Inventory by Units	208	100%	4.31	36	112	48	12

# August 2025



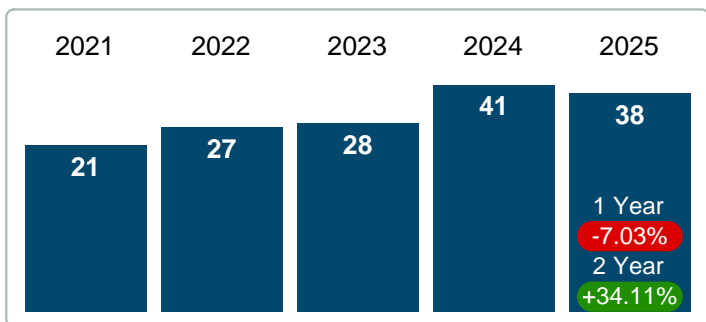
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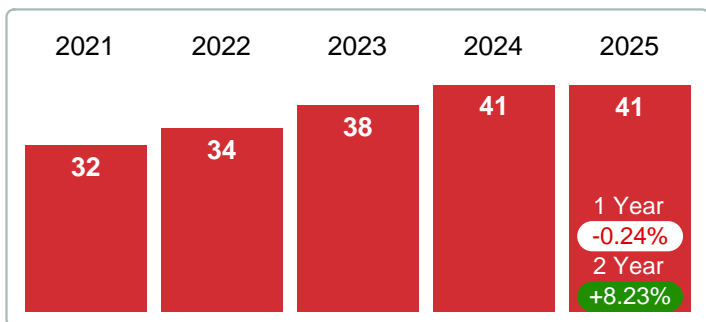
## AVERAGE DAYS ON MARKET TO SALE

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

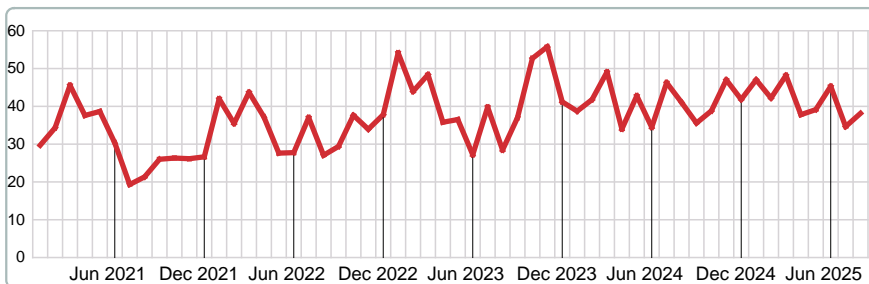
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

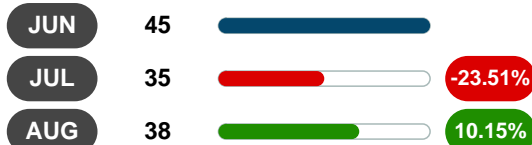


### 3 MONTHS

5 year AUG AVG = 31

High Nov 2023 56 Low Jul 2021 19

Average Days on Market to Sale this month at 38 above the 5 yr AUG average of 31



### 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
\$50,000 and less	8.77%	60	74	59	36	0
\$50,001 - \$75,000	10.53%	7	10	3	0	0
\$75,001 - \$125,000	17.54%	35	34	59	1	0
\$125,001 - \$250,000	26.32%	27	0	23	43	30
\$250,001 - \$275,000	10.53%	47	0	47	0	0
\$275,001 - \$375,000	15.79%	60	0	53	118	0
\$375,001 and up	10.53%	43	0	62	5	0
<b>Average Closed DOM</b>		<b>38</b>	<b>35</b>	<b>40</b>	<b>36</b>	<b>30</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>38</b>	<b>12</b>	<b>36</b>	<b>7</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>12,206,050</b>	<b>1.07M</b>	<b>8.79M</b>	<b>1.85M</b>	<b>499.00K</b>

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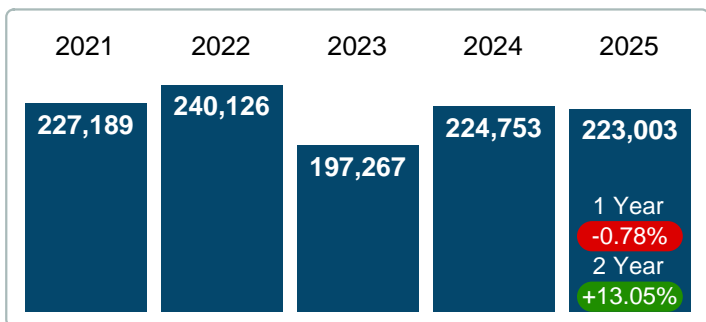
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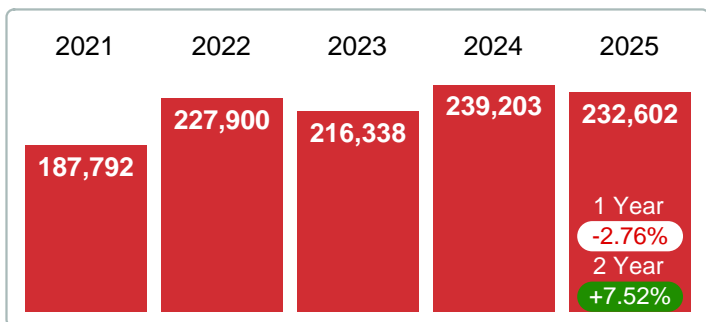
## AVERAGE LIST PRICE AT CLOSING

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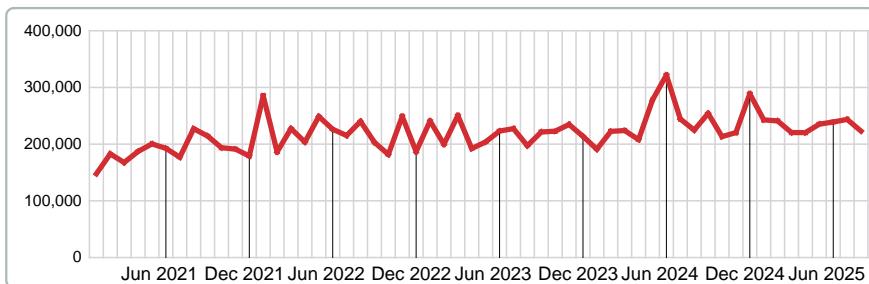
### AUGUST



### YEAR TO DATE (YTD)

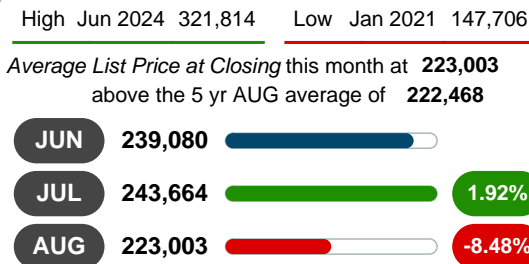


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 222,468



### 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
\$50,000 and less	7.02%	35,600	54,500	37,450	17,500	0
\$50,001 - \$75,000	8.77%	67,680	69,833	76,267	0	0
\$75,001 - \$125,000	14.04%	103,963	120,686	119,950	150,000	0
\$125,001 - \$250,000	28.07%	186,788	0	203,836	232,450	262,000
\$250,001 - \$275,000	12.28%	268,457	0	278,930	0	0
\$275,001 - \$375,000	17.54%	312,058	0	322,613	319,900	0
\$375,001 and up	12.28%	487,186	0	515,350	484,950	0
<b>Average List Price</b>		<b>223,003</b>	<b>96,942</b>	<b>252,824</b>	<b>274,600</b>	<b>262,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>223,003</b>	<b>12</b>	<b>36</b>	<b>7</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>12,711,177</b>	<b>1.16M</b>	<b>9.10M</b>	<b>1.92M</b>	<b>524.00K</b>

# August 2025



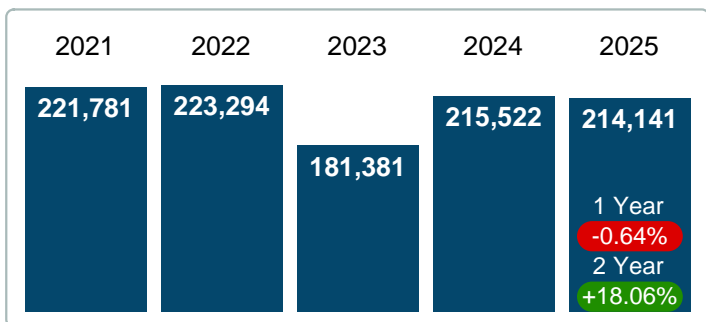
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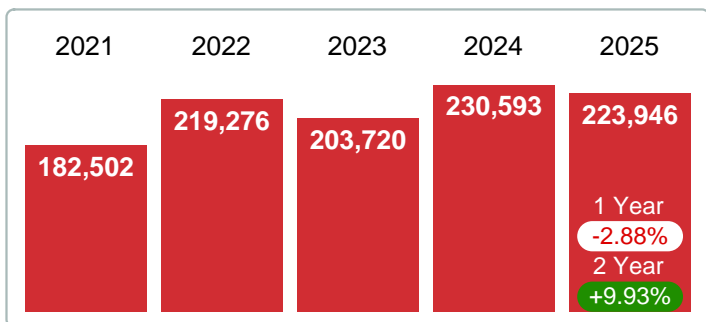
## AVERAGE SOLD PRICE AT CLOSING

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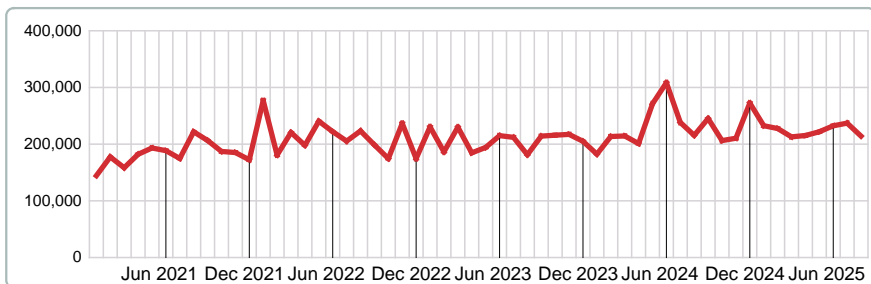
### AUGUST



### YEAR TO DATE (YTD)

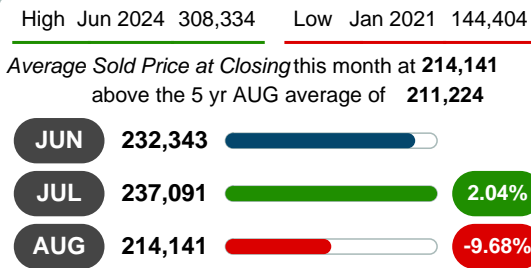


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 211,224



### 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
\$50,000 and less	8.77%	35,750	45,625	34,000	19,500	0
\$50,001 - \$75,000	10.53%	65,858	68,083	63,633	0	0
\$75,001 - \$125,000	17.54%	107,950	110,000	96,250	117,000	0
\$125,001 - \$250,000	26.32%	208,883	0	198,795	223,750	249,500
\$250,001 - \$275,000	10.53%	264,817	0	264,817	0	0
\$275,001 - \$375,000	15.79%	313,778	0	313,625	315,000	0
\$375,001 and up	10.53%	501,083	0	514,125	475,000	0
<b>Average Sold Price</b>		<b>214,141</b>	<b>88,792</b>	<b>244,238</b>	<b>264,143</b>	<b>249,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>214,141</b>	<b>12</b>	<b>36</b>	<b>7</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>12,206,050</b>	<b>1.07M</b>	<b>8.79M</b>	<b>1.85M</b>	<b>499.00K</b>

# August 2025



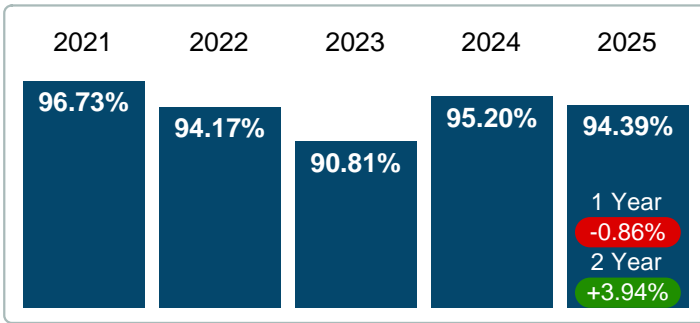
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



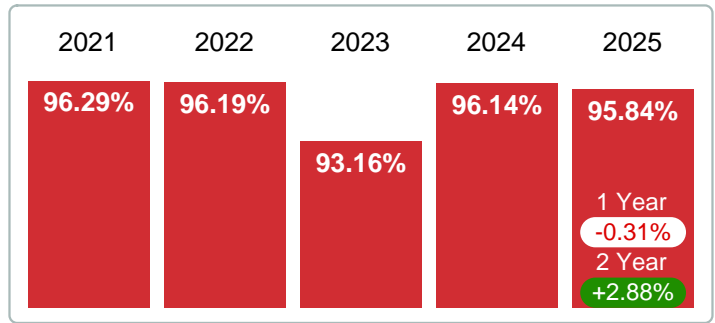
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

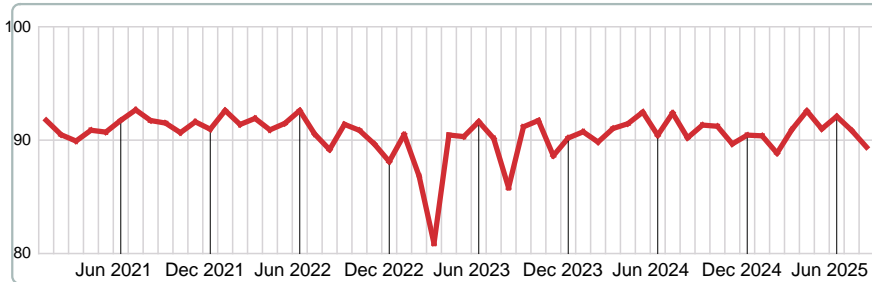
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

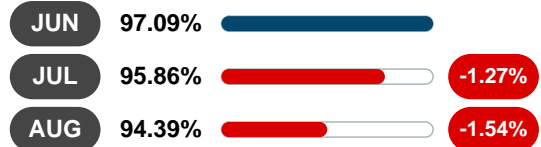


### 3 MONTHS

5 year AUG AVG = 94.26%

High Jul 2021 97.67% Low Mar 2023 85.89%

Average Sold/List Ratio this month at **94.39%** equal to 5 yr AUG average of **94.26%**



### 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
\$50,000 and less	5	8.77%	90.19%	83.62%	86.14%	111.43%	0.00%
\$50,001 - \$75,000	6	10.53%	90.55%	97.66%	83.45%	0.00%	0.00%
\$75,001 - \$125,000	10	17.54%	87.99%	91.14%	81.97%	78.00%	0.00%
\$125,001 - \$250,000	15	26.32%	97.43%	0.00%	97.93%	96.65%	95.45%
\$250,001 - \$275,000	6	10.53%	95.30%	0.00%	95.30%	0.00%	0.00%
\$275,001 - \$375,000	9	15.79%	97.46%	0.00%	97.33%	98.47%	0.00%
\$375,001 and up	6	10.53%	99.23%	0.00%	99.69%	98.32%	0.00%
Average Sold/List Ratio		94.40%		91.51%	94.81%	96.83%	95.45%
Total Closed Units		57	100%	12	36	7	2
Total Closed Volume		12,206,050		1.07M	8.79M	1.85M	499.00K

# August 2025



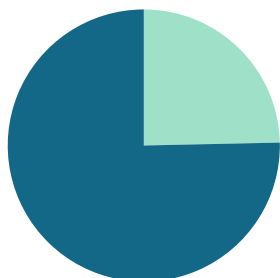
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

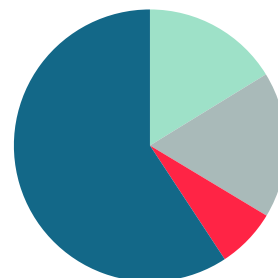


**Inventory**  
 New Listings  
**72 = 24.66%**  
 Start Inventory  
**220**  
 Total Inventory Units  
**292**  
 Volume  
**\$96,572,754**

### Market Activity

Closed Sales  
**57 = 16.24%**  
 Pending Sales  
**61 = 17.38%**  
 Other Off Market  
**25 = 7.12%**  
 Active Inventory  
**208 = 59.26%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2024	2025	+/-%	2024	2025	+/-%
Closed Sales	47	57	21.28%	376	399	6.12%
Pending Sales	45	61	35.56%	413	447	8.23%
New Listings	71	72	1.41%	628	677	7.80%
Average List Price	224,753	223,003	-0.78%	239,203	232,602	-2.76%
Average Sale Price	215,522	214,141	-0.64%	230,593	223,946	-2.88%
Average Percent of Selling Price to List Price	95.20%	94.39%	-0.86%	96.14%	95.84%	-0.31%
Average Days on Market to Sale	41.04	38.16	-7.03%	41.23	41.13	-0.24%
Monthly Inventory	198	208	5.05%	198	208	5.05%
Months Supply of Inventory	4.15	4.31	3.96%	4.15	4.31	3.96%

**Absorption:** Last 12 months, an Average of **48** Sales/Month

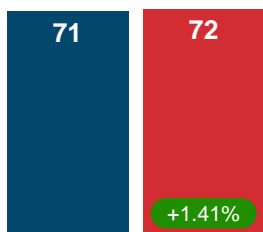
**Inventory** on August 31, 2025 = **208**

**2024** **2025**

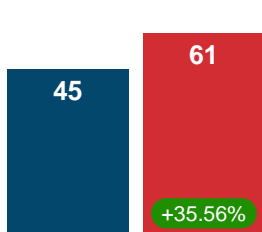
### AUGUST MARKET

### AVERAGE PRICES

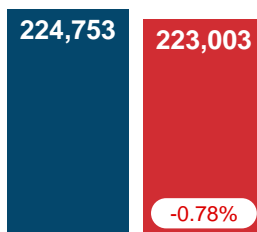
#### New Listings



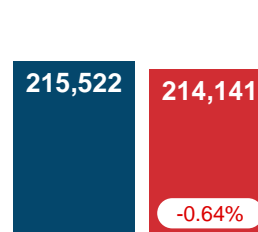
#### Pending Listings



#### List Price



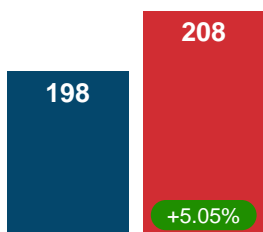
#### Sale Price



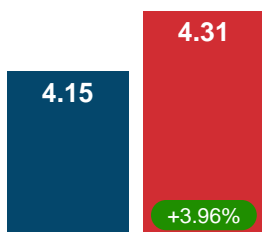
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

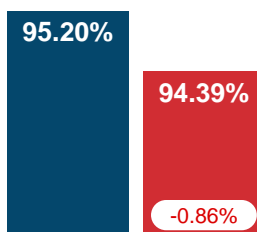
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

