

# October 2025



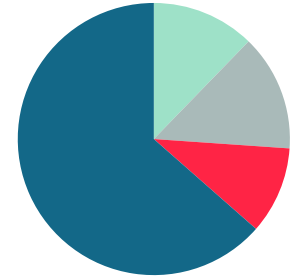
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2024	October 2025	+/-%
Closed Listings	48	39	-18.75%
Pending Listings	55	44	-20.00%
New Listings	87	67	-22.99%
Average List Price	213,382	207,488	-2.76%
Average Sale Price	206,265	199,304	-3.37%
Average Percent of Selling Price to List Price	96.22%	95.62%	-0.63%
Average Days on Market to Sale	38.81	27.92	-28.06%
End of Month Inventory	197	202	2.54%
Months Supply of Inventory	4.23	4.13	-2.35%



- Closed (12.26%)
- Pending (13.84%)
- Other OffMarket (10.38%)
- Active (63.52%)

**Absorption:** Last 12 months, an Average of **49** Sales/Month  
**Active Inventory** as of October 31, 2025 = **202**

### Analysis Wrap-Up

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

The total housing inventory at the end of October 2025 rose **2.54%** to 202 existing homes available for sale. Over the last 12 months this area has had an average of 49 closed sales per month. This represents an unsold inventory index of **4.13** 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 **3.37%** in October 2025 to \$199,304 versus the previous year at \$206,265.

#### Average Days on Market Shortens

The average number of **27.92** days that homes spent on the market before selling decreased by 10.89 days or **28.06%** in October 2025 compared to last year's same month at **38.81** DOM.

#### Sales Success for October 2025 is Positive

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

There were 67 New Listings in October 2025, down **22.99%** from last year at 87. Furthermore, there were 39 Closed Listings this month versus last year at 48, a **-18.75%** decrease.

Closed versus Listed trends yielded a **58.2%** ratio, up from previous year's, October 2024, at **55.2%**, a **5.50%** 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

- 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

# October 2025



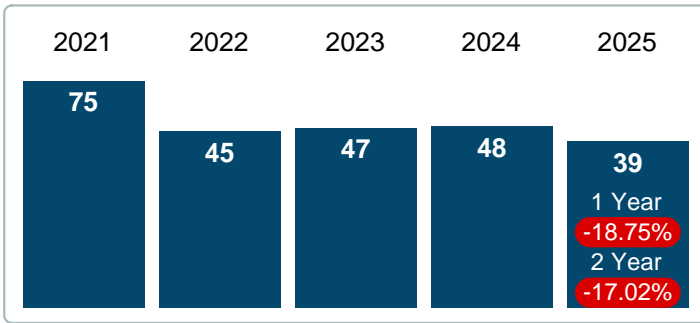
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



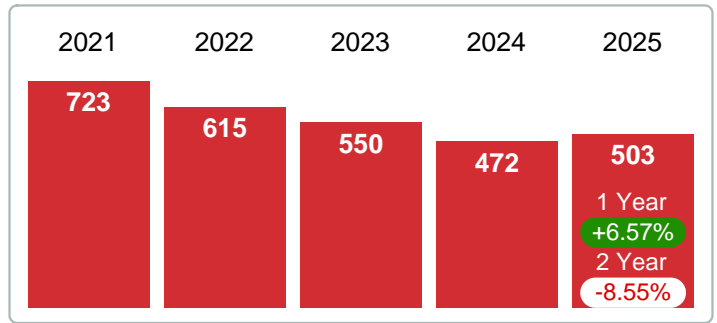
## CLOSED LISTINGS

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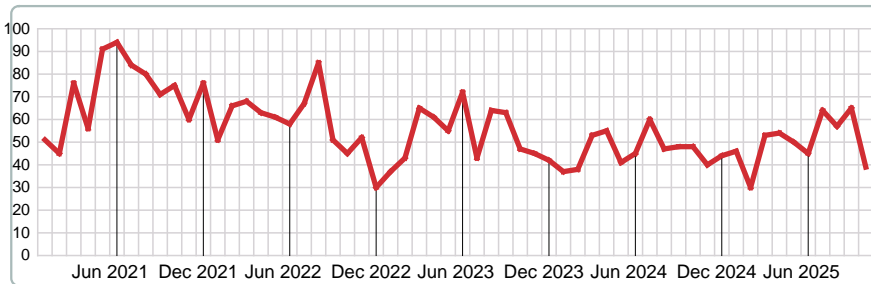
### OCTOBER



### YEAR TO DATE (YTD)

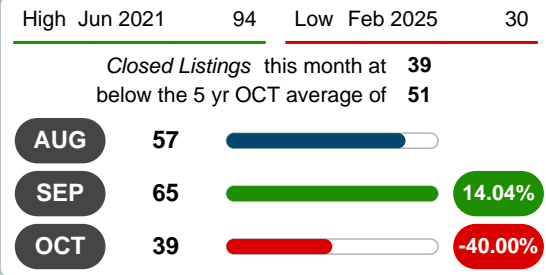


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 51



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	2.56%	1.0	1	0	0	0
\$25,001 - \$50,000	5	12.82%	11.2	2	3	0	0
\$50,001 - \$100,000	8	20.51%	15.1	5	3	0	0
\$100,001 - \$175,000	10	25.64%	29.5	2	7	0	1
\$175,001 - \$275,000	7	17.95%	32.7	2	3	2	0
\$275,001 - \$325,000	2	5.13%	34.0	0	1	1	0
\$325,001 and up	6	15.38%	53.2	0	5	1	0
<b>Total Closed Units</b>	<b>39</b>			<b>12</b>	<b>22</b>	<b>4</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>7,772,850</b>	<b>100%</b>	<b>27.9</b>	<b>1.16M</b>	<b>5.33M</b>	<b>1.18M</b>	<b>105.00K</b>
<b>Average Closed Price</b>	<b>\$199,304</b>			<b>\$96,879</b>	<b>\$242,286</b>	<b>\$293,750</b>	<b>\$105,000</b>

# October 2025



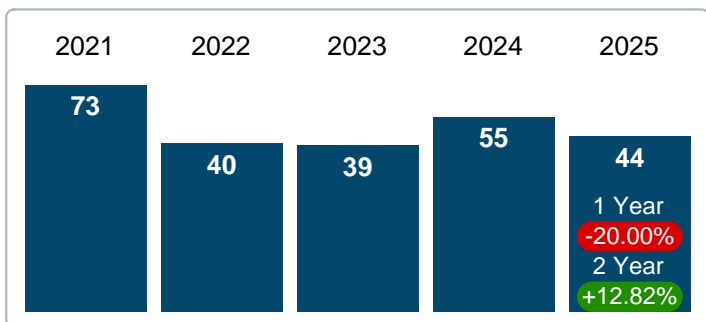
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



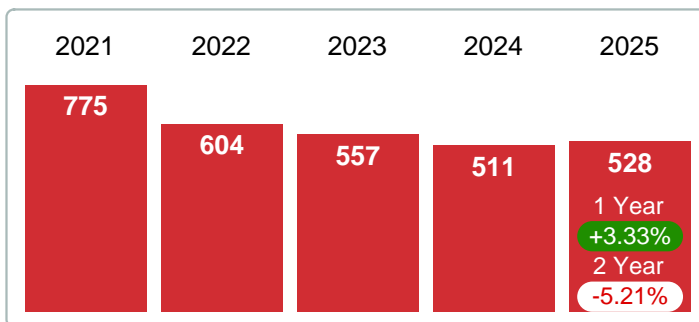
## PENDING LISTINGS

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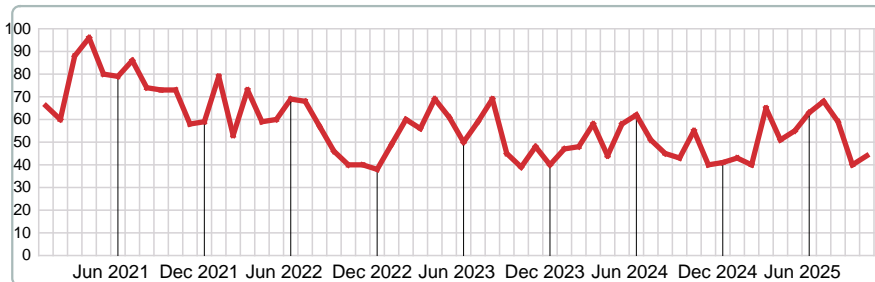
### OCTOBER



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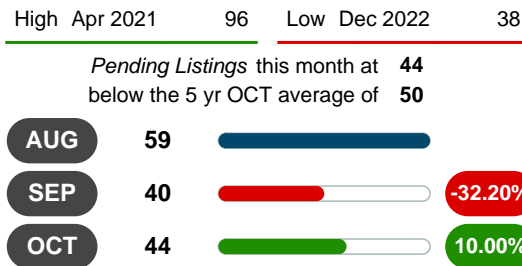


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 50



### 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	4	9.09%	77.0	1	3	0	0
\$75,001 - \$125,000	5	11.36%	3.4	2	2	0	1
\$125,001 - \$175,000	7	15.91%	37.0	3	4	0	0
\$175,001 - \$250,000	10	22.73%	25.0	4	5	1	0
\$250,001 - \$325,000	8	18.18%	63.3	0	6	2	0
\$325,001 - \$375,000	5	11.36%	44.0	0	4	1	0
\$375,001 and up	5	11.36%	58.4	0	2	3	0
<b>Total Pending Units</b>	<b>44</b>			<b>10</b>	<b>26</b>	<b>7</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>10,815,100</b>	<b>100%</b>	<b>42.1</b>	<b>1.47M</b>	<b>6.30M</b>	<b>2.94M</b>	<b>105.00K</b>
<b>Average Listing Price</b>	<b>\$245,798</b>			<b>\$146,640</b>	<b>\$242,488</b>	<b>\$419,857</b>	<b>\$105,000</b>

# October 2025



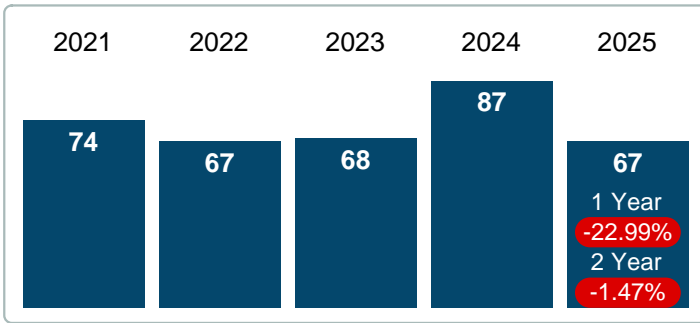
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



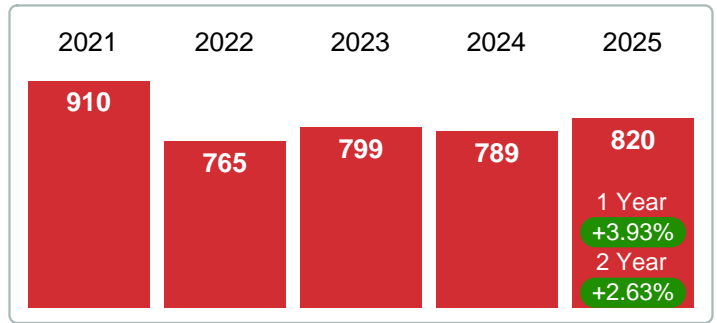
## NEW LISTINGS

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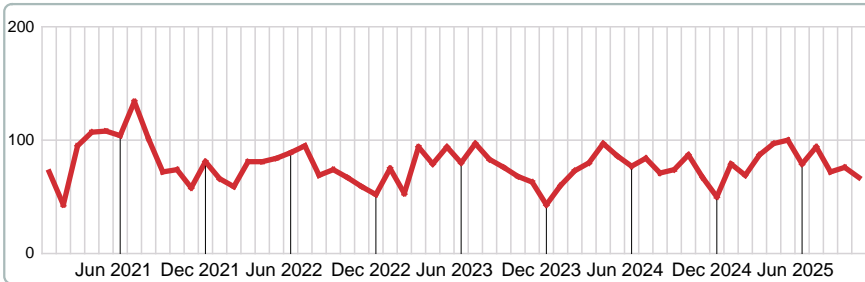
### OCTOBER



### YEAR TO DATE (YTD)

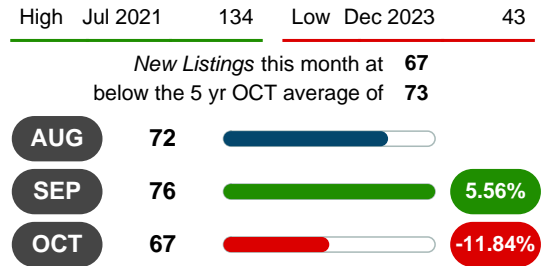


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 73



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	7.46%	3	2	0	0
\$75,001 - \$125,000	10	14.93%	4	5	0	1
\$125,001 - \$150,000	5	7.46%	1	3	1	0
\$150,001 - \$250,000	20	29.85%	2	14	4	0
\$250,001 - \$300,000	10	14.93%	0	8	2	0
\$300,001 - \$600,000	11	16.42%	0	7	3	1
\$600,001 and up	6	8.96%	0	1	4	1
<b>Total New Listed Units</b>	<b>67</b>		<b>10</b>	<b>40</b>	<b>14</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>18,478,100</b>	<b>100%</b>	<b>1.01M</b>	<b>9.54M</b>	<b>5.32M</b>	<b>2.61M</b>
<b>Average New Listed Listing Price</b>	<b>\$275,793</b>		<b>\$101,480</b>	<b>\$238,403</b>	<b>\$379,800</b>	<b>\$870,000</b>

# October 2025



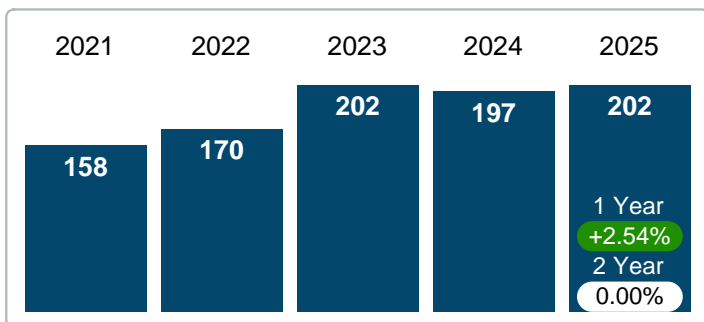
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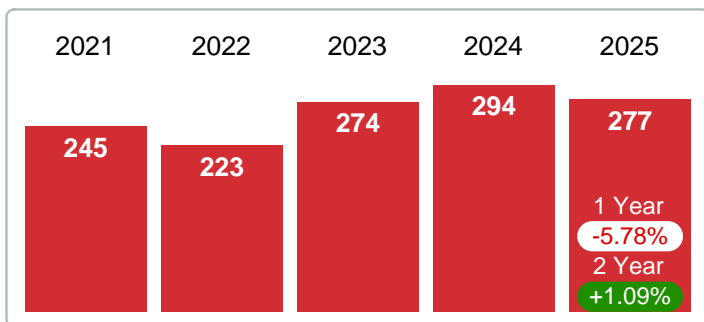
## ACTIVE INVENTORY

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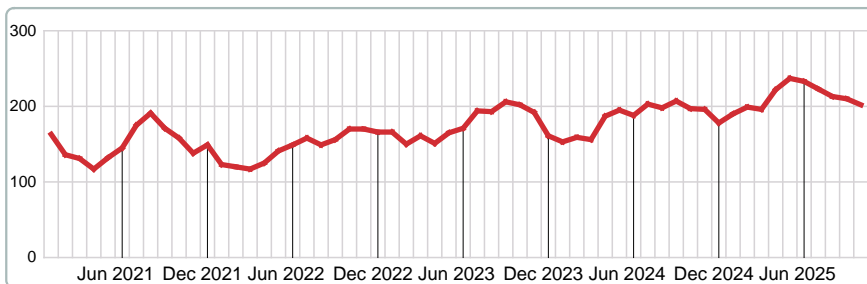
### END OF OCTOBER



### ACTIVE DURING OCTOBER



### 5 YEAR MARKET ACTIVITY TRENDS

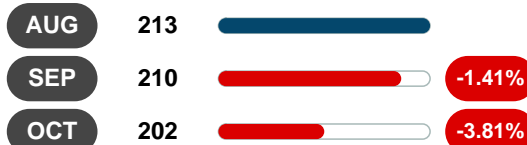


### 3 MONTHS

5 year OCT AVG = 186

High May 2025 237 Low Mar 2022 117

Inventory this month at 202  
above the 5 yr OCT average of 186



### 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	14	6.93%	89.6	7	4	3	0
\$75,001 - \$150,000	28	13.86%	60.9	9	17	2	0
\$150,001 - \$200,000	33	16.34%	60.9	5	24	4	0
\$200,001 - \$325,000	51	25.25%	71.6	2	33	15	1
\$325,001 - \$450,000	30	14.85%	98.2	0	13	16	1
\$450,001 - \$700,000	26	12.87%	82.1	1	10	8	7
\$700,001 and up	20	9.90%	149.2	3	7	4	6
<b>Total Active Inventory by Units</b>	<b>202</b>			<b>27</b>	<b>108</b>	<b>52</b>	<b>15</b>
<b>Total Active Inventory by Volume</b>	<b>75,158,074</b>	<b>100%</b>	<b>82.6</b>	<b>6.55M</b>	<b>32.54M</b>	<b>21.62M</b>	<b>14.45M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$372,070</b>			<b>\$242,541</b>	<b>\$301,290</b>	<b>\$415,798</b>	<b>\$963,247</b>

# October 2025



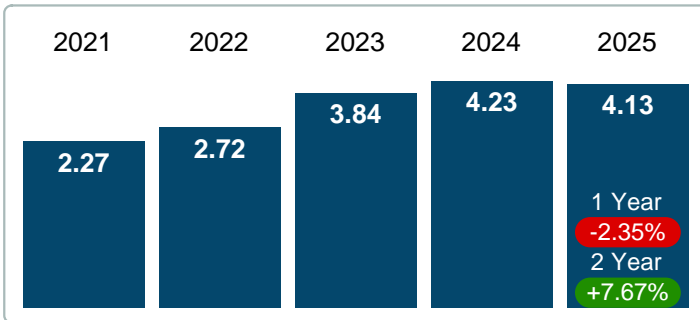
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



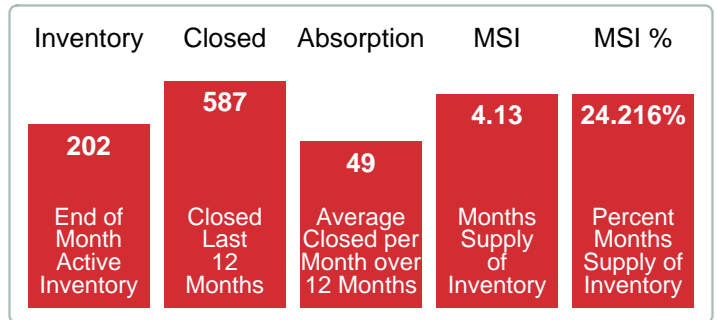
## MONTHS SUPPLY of INVENTORY (MSI)

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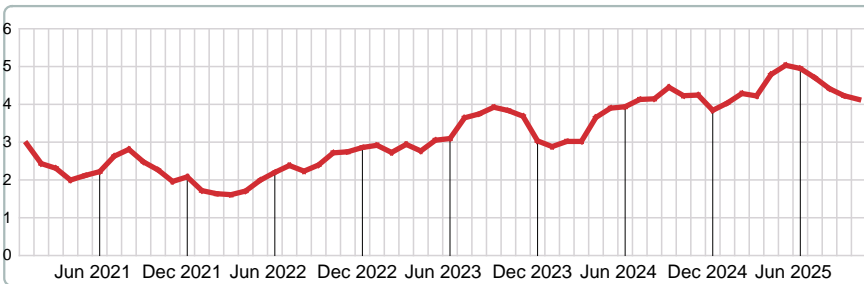
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2025

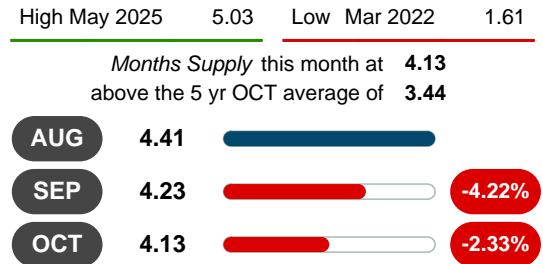


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 3.44



### 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	6.93%	2.15	2.21	1.37	9.00	0.00
\$75,001 - \$150,000	13.86%	2.53	2.16	2.76	4.00	0.00
\$150,001 - \$200,000	16.34%	4.08	5.00	3.89	4.36	0.00
\$200,001 - \$325,000	25.25%	3.60	2.67	3.30	5.45	1.50
\$325,001 - \$450,000	14.85%	4.86	0.00	4.46	5.65	4.00
\$450,001 - \$700,000	12.87%	11.56	6.00	10.91	10.67	16.80
\$700,001 and up	9.90%	30.00	0.00	21.00	48.00	24.00
Market Supply of Inventory (MSI)		4.13	2.87	3.67	6.37	7.83
Total Active Inventory by Units	100%	4.13	27	108	52	15

# October 2025



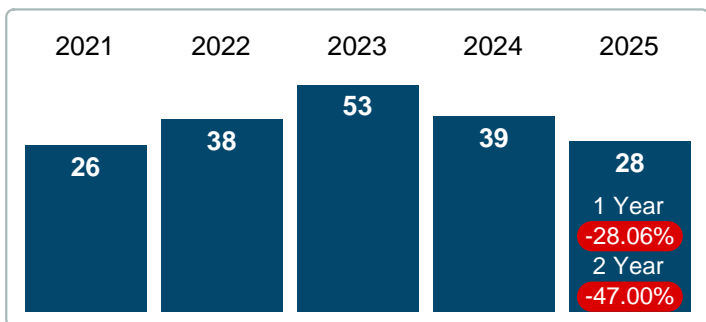
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



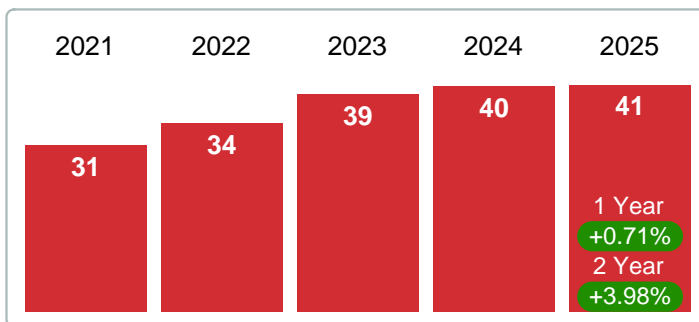
## AVERAGE DAYS ON MARKET TO SALE

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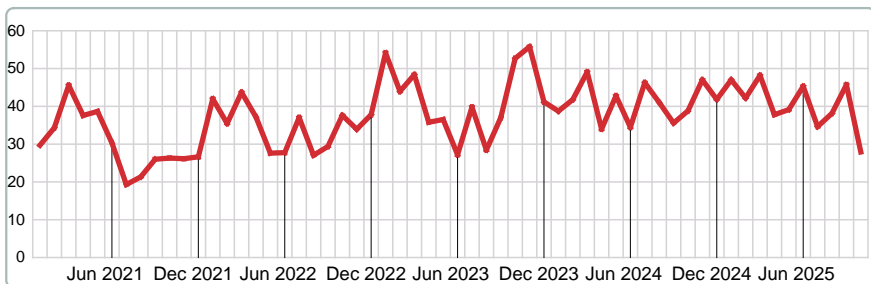
### OCTOBER



### YEAR TO DATE (YTD)

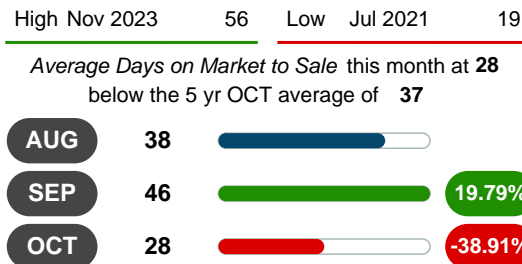


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 37



### 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
\$25,000 and less	2.56%	1	1	0	0	0
\$25,001 - \$50,000	12.82%	11	19	6	0	0
\$50,001 - \$100,000	20.51%	15	23	2	0	0
\$100,001 - \$175,000	25.64%	30	47	29	0	1
\$175,001 - \$275,000	17.95%	33	5	56	26	0
\$275,001 - \$325,000	5.13%	34	0	22	46	0
\$325,001 and up	15.38%	53	0	63	2	0
<b>Average Closed DOM</b>		<b>28</b>	<b>21</b>	<b>33</b>	<b>25</b>	<b>1</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>28</b>	<b>12</b>	<b>22</b>	<b>4</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>7,772,850</b>	<b>1.16M</b>	<b>5.33M</b>	<b>1.18M</b>	<b>105.00K</b>

# October 2025



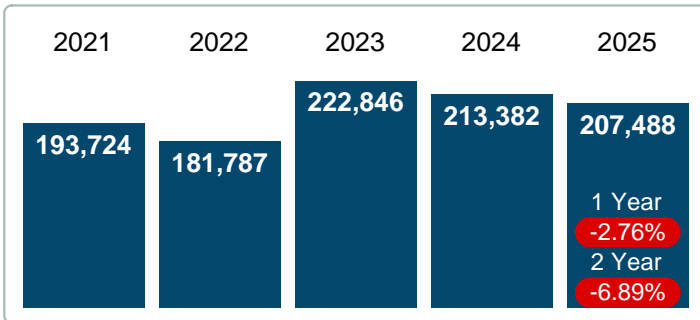
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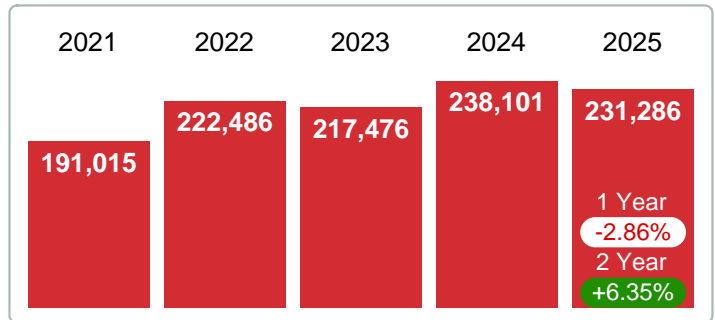
## AVERAGE LIST PRICE AT CLOSING

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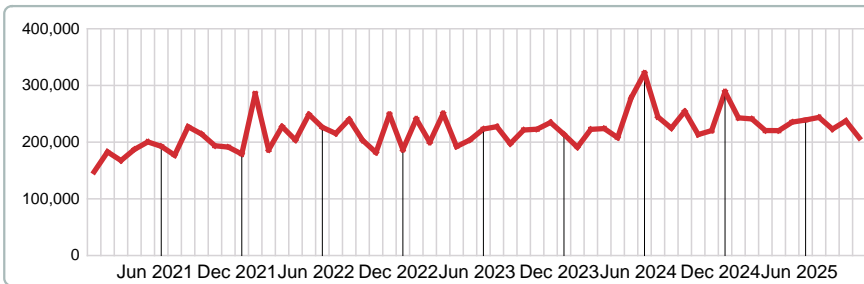
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

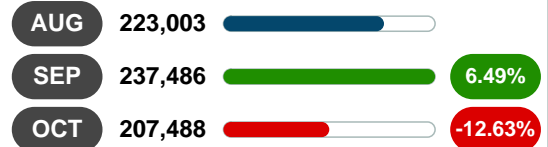


### 3 MONTHS

5 year OCT AVG = 203,845

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

Average List Price at Closing this month at **207,488** above the 5 yr OCT average of **203,845**



## 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
\$25,000 and less	2.56%	13,500	13,500	0	0	0
\$25,001 - \$50,000	10.26%	38,375	52,250	34,667	0	0
\$50,001 - \$100,000	20.51%	70,363	85,480	63,467	0	0
\$100,001 - \$175,000	28.21%	138,173	137,000	147,286	0	105,000
\$175,001 - \$275,000	15.38%	215,500	209,950	215,500	275,800	0
\$275,001 - \$325,000	7.69%	314,783	0	294,350	325,000	0
\$325,001 and up	15.38%	600,817	0	645,980	375,000	0
<b>Average List Price</b>		<b>207,488</b>	<b>103,275</b>	<b>249,825</b>	<b>312,900</b>	<b>105,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>207,488</b>	<b>12</b>	<b>22</b>	<b>4</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>8,092,050</b>	<b>1.24M</b>	<b>5.50M</b>	<b>1.25M</b>	<b>105.00K</b>

# October 2025



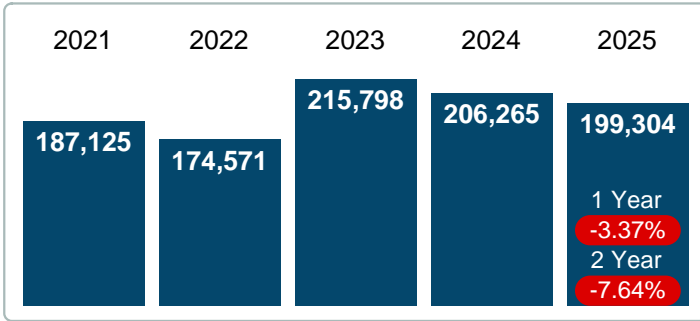
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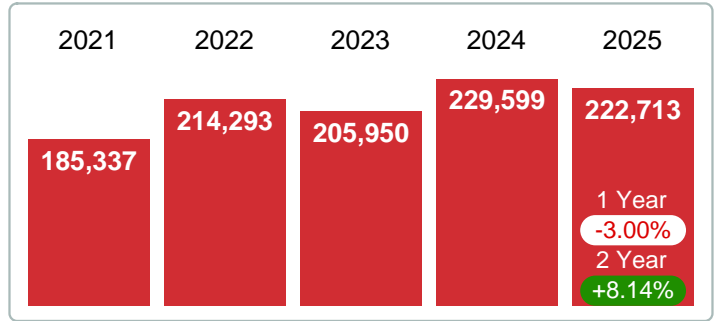
## AVERAGE SOLD PRICE AT CLOSING

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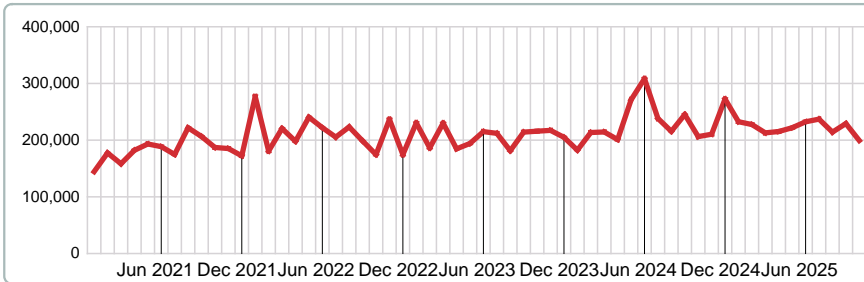
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

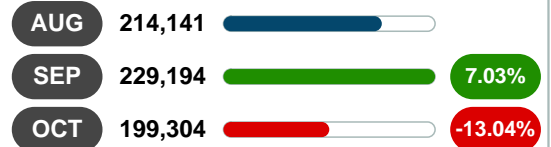


### 3 MONTHS

5 year OCT AVG = 196,613

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

Average Sold Price at Closing this month at **199,304** above the 5 yr OCT average of **196,613**



## 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
\$25,000 and less	2.56%	11,300	11,300	0	0	0
\$25,001 - \$50,000	12.82%	37,420	43,550	33,333	0	0
\$50,001 - \$100,000	20.51%	73,363	79,300	63,467	0	0
\$100,001 - \$175,000	25.64%	135,575	123,875	143,286	0	105,000
\$175,001 - \$275,000	17.95%	217,557	209,950	209,333	237,500	0
\$275,001 - \$325,000	5.13%	307,000	0	289,000	325,000	0
\$325,001 and up	15.38%	582,483	0	623,980	375,000	0
<b>Average Sold Price</b>		<b>199,304</b>	<b>96,879</b>	<b>242,286</b>	<b>293,750</b>	<b>105,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>199,304</b>	<b>12</b>	<b>22</b>	<b>4</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>7,772,850</b>	<b>1.16M</b>	<b>5.33M</b>	<b>1.18M</b>	<b>105.00K</b>

# October 2025



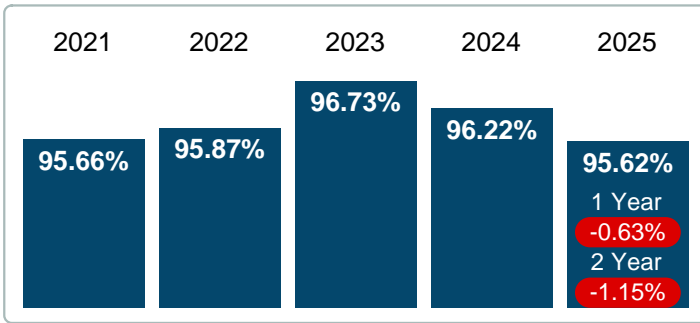
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



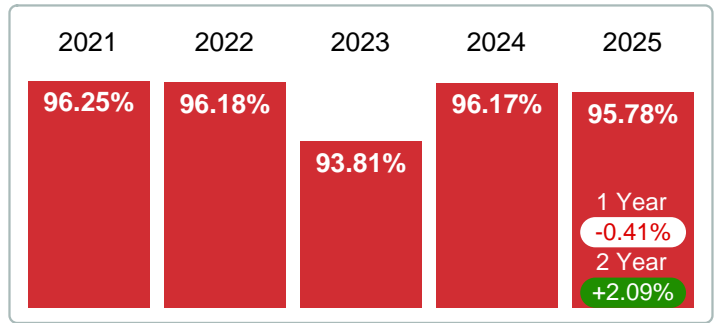
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

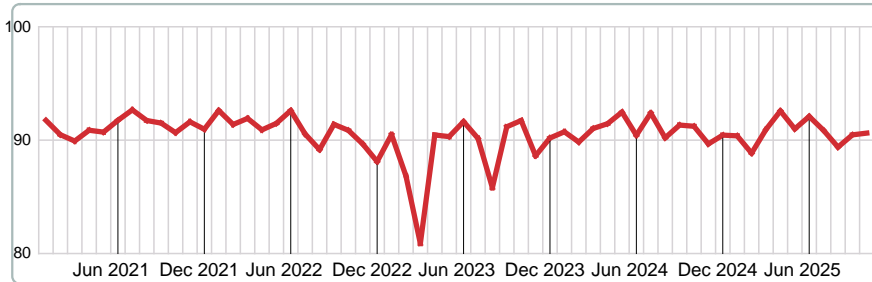
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 96.02%

High Jul 2021 97.67% Low Mar 2023 85.89%

Average Sold/List Ratio this month at **95.62%** equal to 5 yr OCT average of **96.02%**



### 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
\$25,000 and less	1	2.56%	83.70%	83.70%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	5	12.82%	91.47%	83.23%	96.97%	0.00%	0.00%
\$50,001 - \$100,000	8	20.51%	96.40%	94.23%	100.00%	0.00%	0.00%
\$100,001 - \$175,000	10	25.64%	96.29%	90.89%	97.31%	0.00%	100.00%
\$175,001 - \$275,000	7	17.95%	94.89%	100.00%	97.13%	86.44%	0.00%
\$275,001 - \$325,000	2	5.13%	99.09%	0.00%	98.18%	100.00%	0.00%
\$325,001 and up	6	15.38%	98.60%	0.00%	98.32%	100.00%	0.00%
Average Sold/List Ratio		95.60%		91.93%	97.87%	93.22%	100.00%
Total Closed Units		39	100%	12	22	4	1
Total Closed Volume		7,772,850		1.16M	5.33M	1.18M	105.00K

# October 2025



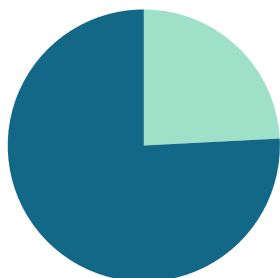
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

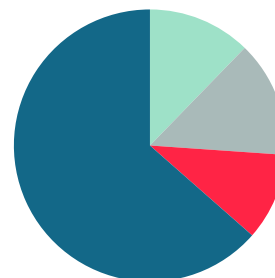


**Inventory**  
 New Listings  
**67 = 24.19%**  
 Start Inventory  
**210**  
 Total Inventory Units  
**277**  
 Volume  
**\$93,975,673**

### Market Activity

Closed Sales  
**39 = 12.26%**  
 Pending Sales  
**44 = 13.84%**  
 Other Off Market  
**33 = 10.38%**  
 Active Inventory  
**202 = 63.52%**

### MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2024	2025	+/-%	2024	2025	+/-%
Closed Sales	48	39	-18.75%	472	503	6.57%
Pending Sales	55	44	-20.00%	511	528	3.33%
New Listings	87	67	-22.99%	789	820	3.93%
Average List Price	213,382	207,488	-2.76%	238,101	231,286	-2.86%
Average Sale Price	206,265	199,304	-3.37%	229,599	222,713	-3.00%
Average Percent of Selling Price to List Price	96.22%	95.62%	-0.63%	96.17%	95.78%	-0.41%
Average Days on Market to Sale	38.81	27.92	-28.06%	40.41	40.70	0.71%
Monthly Inventory	197	202	2.54%	197	202	2.54%
Months Supply of Inventory	4.23	4.13	-2.35%	4.23	4.13	-2.35%

**Absorption:** Last 12 months, an Average of **49** Sales/Month

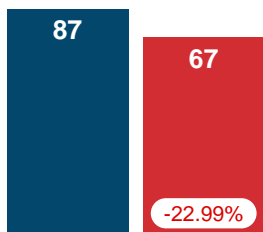
**Inventory** on October 31, 2025 = **202**

**2024** **2025**

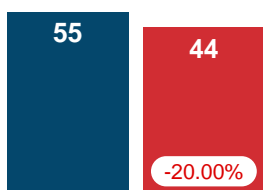
### OCTOBER MARKET

### AVERAGE PRICES

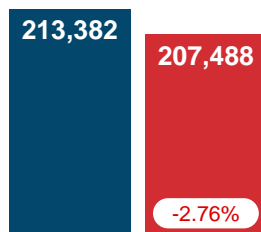
#### New Listings



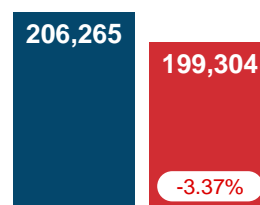
#### Pending Listings



#### List Price



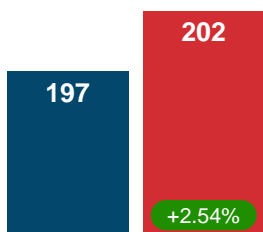
#### Sale Price



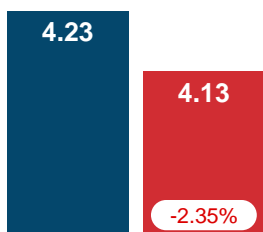
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

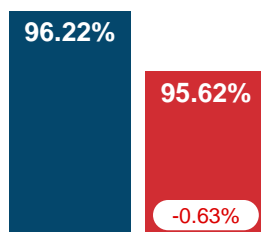
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

