



June 2018

Area Delimited by County Of Cherokee

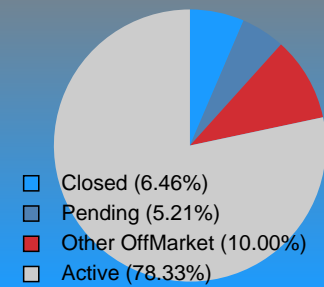


MONTHLY INVENTORY ANALYSIS

Report produced on Jul 11, 2018 for MLS Technology Inc.

| Compared Metrics | June | | |
|--|---------|---------|---------|
| | 2017 | 2018 | +/-% |
| Closed Listings | 64 | 62 | -3.13% |
| Pending Listings | 47 | 50 | 6.38% |
| New Listings | 211 | 173 | -18.01% |
| Average List Price | 131,831 | 133,410 | 1.20% |
| Average Sale Price | 126,510 | 125,099 | -1.12% |
| Average Percent of List Price to Selling Price | 93.00% | 91.20% | -1.94% |
| Average Days on Market to Sale | 47.20 | 41.82 | -11.40% |
| End of Month Inventory | 763 | 752 | -1.44% |
| Months Supply of Inventory | 14.51 | 14.63 | 0.79% |

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **51** Sales/Month
Active Inventory as of June 30, 2018 = **752**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2018 decreased **1.44%** to 752 existing homes available for sale. Over the last 12 months this area has had an average of 51 closed sales per month. This represents an unsold inventory index of **14.63** 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 **1.12%** in June 2018 to \$125,099 versus the previous year at \$126,510.

Average Days on Market Shortens

The average number of **41.82** days that homes spent on the market before selling decreased by 5.38 days or **11.40%** in June 2018 compared to last year's same month at **47.20** DOM.

Sales Success for June 2018 is Positive

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

There were 173 New Listings in June 2018, down **18.01%** from last year at 211. Furthermore, there were 62 Closed Listings this month versus last year at 64, a **-3.13%** decrease.

Closed versus Listed trends yielded a **35.8%** ratio, up from previous year's, June 2017, at **30.3%**, a **18.15%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

| | |
|---|-----------|
| Closed Listings | 1 |
| Pending Listings | 2 |
| New Listings | 3 |
| Inventory | 4 |
| Months Supply of Inventory | 5 |
| Average Days on Market to Sale | 6 |
| Average List Price at Closing | 7 |
| Average Sale Price at Closing | 8 |
| Average Percent of List Price to Selling Price | 9 |
| Market Summary | 10 |

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.

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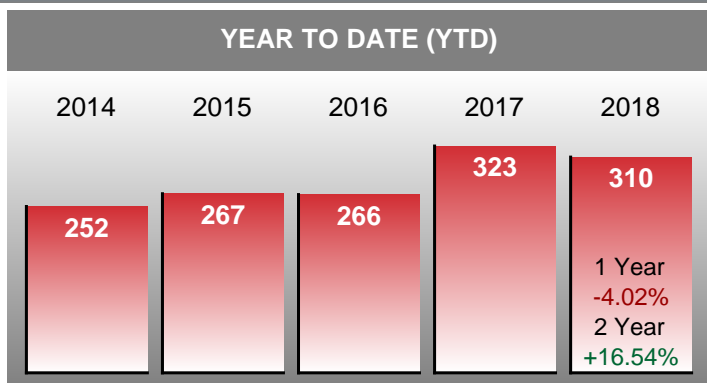
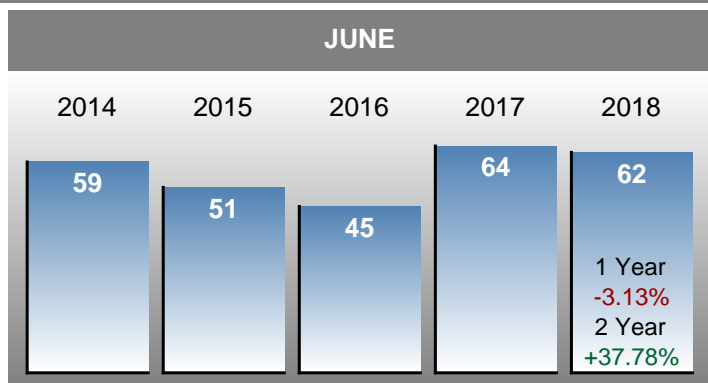
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CLOSED LISTINGS

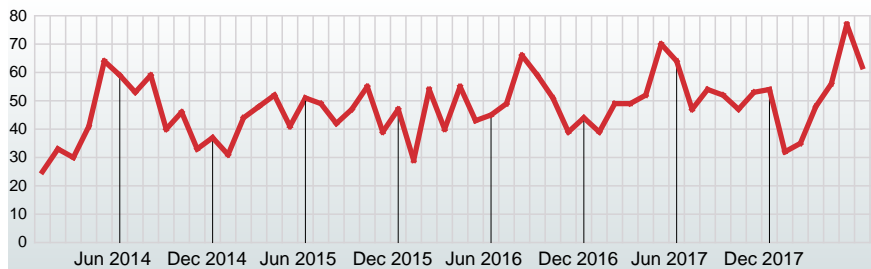
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 56

3 MONTHS



High
May 2018 = 77
Low
Jan 2014 = 25
Closed Listings
this month at **62**,
above the 5 yr JUN
average of **56**

| | |
|-------------|---------|
| A P R | 56 |
| M A Y | 77 |
| J U N | 62 |
| | -19.48% |

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|------------------|-------------|-------------|-----------------|------------------|------------------|-----------------|
| \$30,000 and less | 8 | 12.90% | 18.5 | 7 | 1 | 0 | 0 |
| \$30,001 - \$50,000 | 2 | 3.23% | 23.5 | 0 | 2 | 0 | 0 |
| \$50,001 - \$80,000 | 14 | 22.58% | 33.9 | 9 | 3 | 1 | 1 |
| \$80,001 - \$130,000 | 13 | 20.97% | 42.6 | 1 | 10 | 2 | 0 |
| \$130,001 - \$170,000 | 11 | 17.74% | 51.5 | 2 | 6 | 3 | 0 |
| \$170,001 - \$240,000 | 8 | 12.90% | 61.1 | 0 | 5 | 3 | 0 |
| \$240,001 and up | 6 | 9.68% | 52.3 | 0 | 3 | 3 | 0 |
| Total Closed Units | 62 | | | 19 | 30 | 12 | 1 |
| Total Closed Volume | 7,756,110 | 100% | 41.8 | 1.08M | 4.06M | 2.55M | 72.50K |
| Average Closed Price | \$125,099 | | | \$56,666 | \$135,185 | \$212,617 | \$72,500 |

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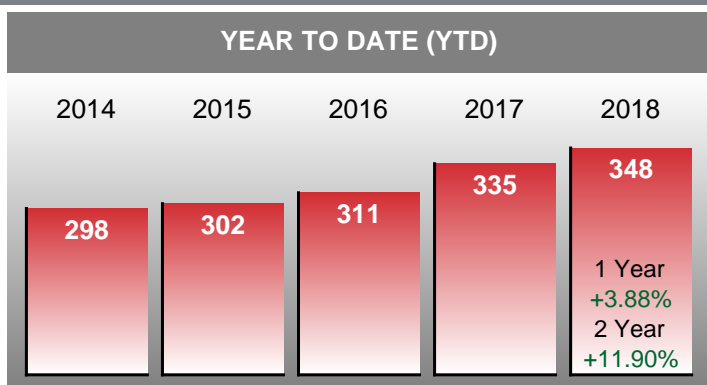
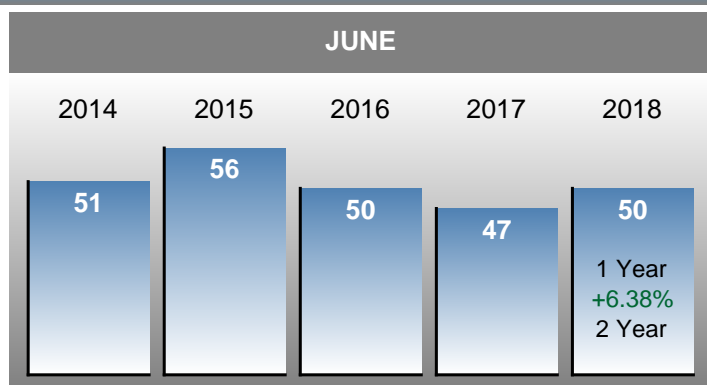
June 2018

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PENDING LISTINGS

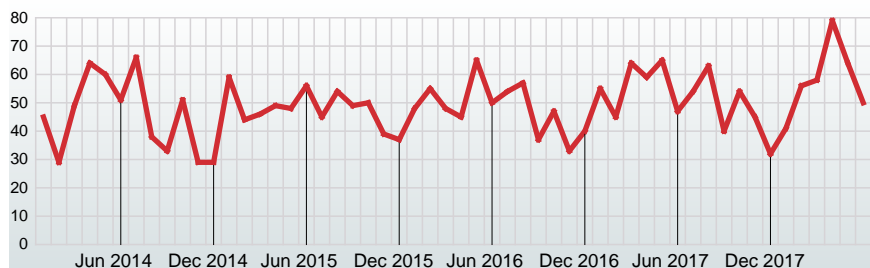
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 51

3 MONTHS



High

Apr 2018 = 79

Low

Dec 2014 = 29

Pending Listings this month at **50**, below the 5 yr JUN average of **51**

A
P
R

79

M
A
Y

64

-18.99%

J
U
N

50

-21.88%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|------------------|-------------|-------------|------------------|------------------|------------------|-----------------|
| \$20,000 and less | 3 | 6.00% | 59.7 | 2 | 0 | 0 | 1 |
| \$20,001 - \$70,000 | 7 | 14.00% | 107.3 | 6 | 1 | 0 | 0 |
| \$70,001 - \$90,000 | 6 | 12.00% | 64.7 | 2 | 3 | 0 | 1 |
| \$90,001 - \$160,000 | 15 | 30.00% | 47.5 | 3 | 9 | 3 | 0 |
| \$160,001 - \$190,000 | 7 | 14.00% | 69.6 | 1 | 4 | 2 | 0 |
| \$190,001 - \$390,000 | 7 | 14.00% | 43.4 | 0 | 6 | 1 | 0 |
| \$390,001 and up | 5 | 10.00% | 106.4 | 2 | 0 | 3 | 0 |
| Total Pending Units | 50 | | | 16 | 23 | 9 | 2 |
| Total Pending Volume | 8,490,716 | 100% | 90.4 | 2.59M | 3.51M | 2.29M | 98.00K |
| Average Listing Price | \$148,940 | | | \$162,050 | \$152,675 | \$254,267 | \$49,000 |

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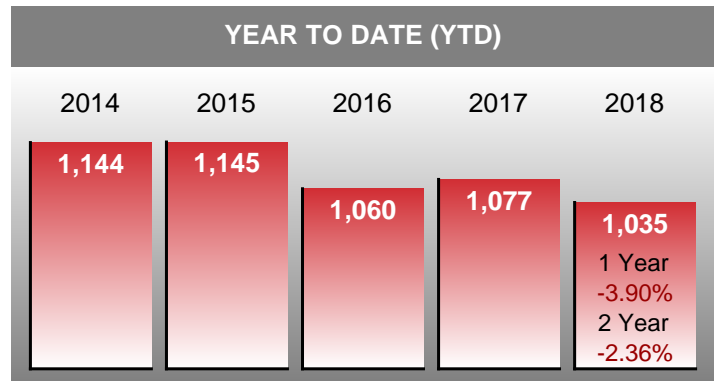
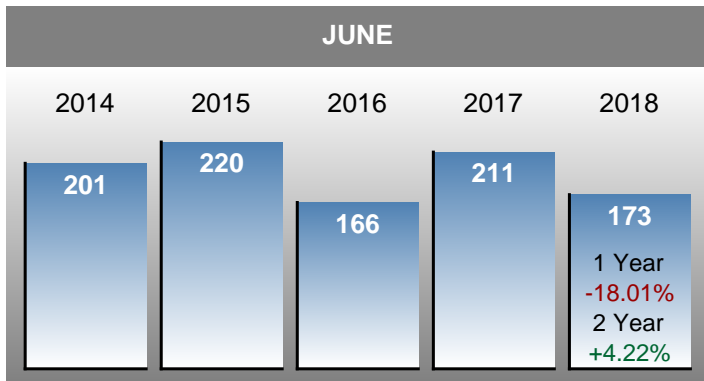
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NEW LISTINGS

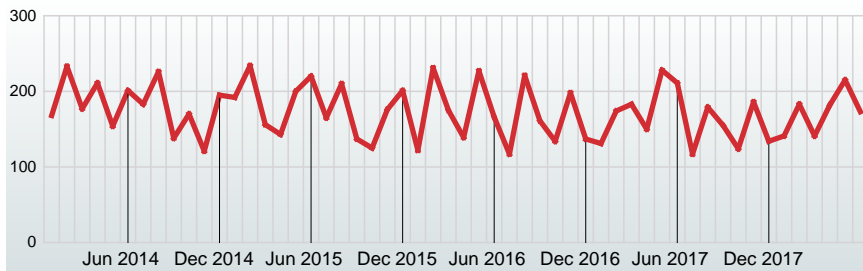
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 194

3 MONTHS



High
Feb 2015 = 234
Low
Jul 2017 = 117
New Listings
this month at **173**,
below the 5 yr JUN
average of **194**

| | |
|-------------|----------------|
| A P R | 182 |
| M A Y | 215 18.13% |
| J U N | 173 -19.53% |

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range | | % | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|------------------|------------------|------------------|------------------|
| \$10,000 and less | 5 | 2.89% | 5 | 0 | 0 | 0 |
| \$10,001 - \$10,000 | 0 | 0.00% | 0 | 0 | 0 | 0 |
| \$10,001 - \$30,000 | 56 | 32.37% | 54 | 2 | 0 | 0 |
| \$30,001 - \$130,000 | 48 | 27.75% | 28 | 17 | 2 | 1 |
| \$130,001 - \$210,000 | 25 | 14.45% | 3 | 18 | 3 | 1 |
| \$210,001 - \$420,000 | 20 | 11.56% | 6 | 10 | 3 | 1 |
| \$420,001 and up | 19 | 10.98% | 11 | 4 | 2 | 2 |
| Total New Listed Units | 173 | | 107 | 51 | 10 | 5 |
| Total New Listed Volume | 26,479,851 | 100% | 11.60M | 10.66M | 2.72M | 1.49M |
| Average New Listed Listing Price | \$0 | | \$108,420 | \$209,108 | \$272,070 | \$298,740 |

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June 2018

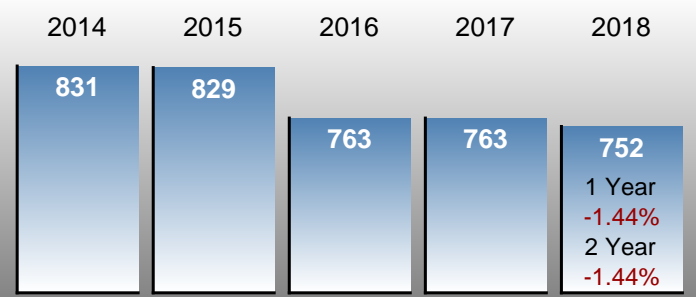
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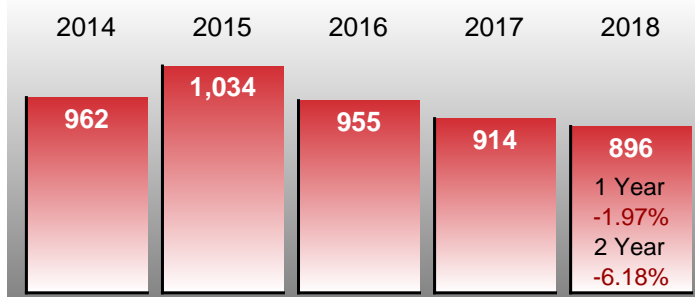
ACTIVE INVENTORY

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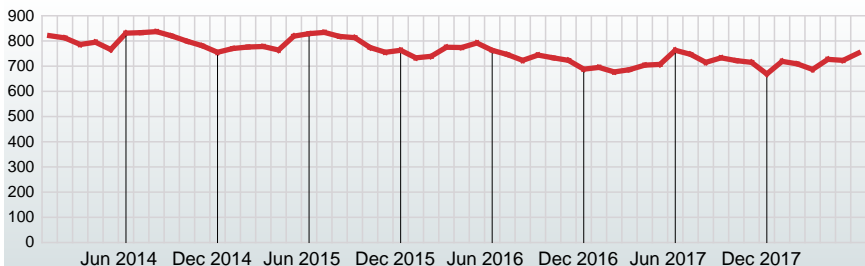
END OF JUNE



ACTIVE DURING JUNE



5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 788

3 MONTHS

High
Aug 2014 = 837
Low
Dec 2017 = 669
Inventory
this month at **752**,
below the 5 yr JUN
average of **788**

| | |
|---|--------|
| A | 727 |
| P | |
| R | |
| M | 723 |
| A | -0.55% |
| Y | |
| J | 752 |
| U | 4.01% |
| N | |

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|--------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$10,000 and less | 17 | 2.26% | 83.2 | 17 | 0 | 0 | 0 |
| \$10,001 - \$10,000 | 0 | 0.00% | 0.0 | 0 | 0 | 0 | 0 |
| \$10,001 - \$40,000 | 256 | 34.04% | 90.6 | 247 | 9 | 0 | 0 |
| \$40,001 - \$90,000 | 186 | 24.73% | 79.9 | 157 | 24 | 5 | 0 |
| \$90,001 - \$170,000 | 121 | 16.09% | 80.7 | 52 | 56 | 11 | 2 |
| \$170,001 - \$320,000 | 94 | 12.50% | 70.9 | 24 | 42 | 22 | 6 |
| \$320,001 and up | 78 | 10.37% | 85.0 | 33 | 19 | 18 | 8 |
| Total Active Inventory by Units | 752 | | | 530 | 150 | 56 | 16 |
| Total Active Inventory by Volume | 105,891,259 | 100% | 83.1 | 49.27M | 31.76M | 19.69M | 5.18M |
| Average Active Inventory Listing Price | \$140,813 | | | \$92,968 | \$211,713 | \$351,521 | \$323,500 |

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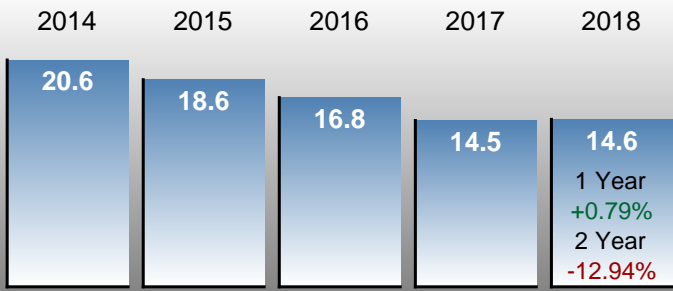
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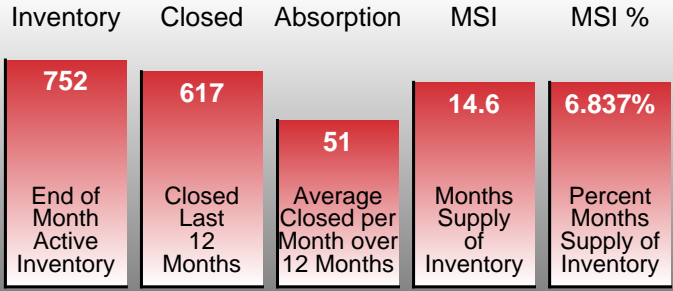
MONTHS SUPPLY of INVENTORY (MSI)

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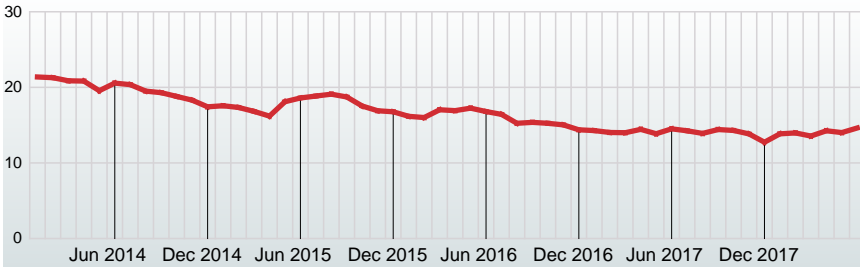
MSI FOR JUNE



INDICATORS FOR JUNE 2018



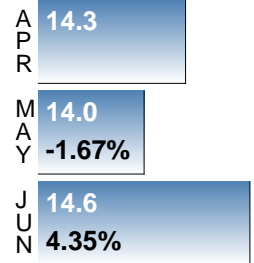
5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 17.0

3 MONTHS

High
Jan 2014 = 21.4
Low
Dec 2017 = 12.7
Months Supply
this month at **14.6**,
below the 5 yr JUN
average of **17.0**



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 |
|---|------|--------|------|----------|--------|--------|---------|
| \$10,000 and less | 17 | 2.26% | 9.7 | 9.7 | 0.0 | 0.0 | 0.0 |
| \$10,001 \$10,000 | 0 | 0.00% | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| \$10,001 \$40,000 | 256 | 34.04% | 31.7 | 38.5 | 7.2 | 0.0 | 0.0 |
| \$40,001 \$90,000 | 186 | 24.73% | 14.6 | 24.5 | 4.6 | 4.6 | 0.0 |
| \$90,001 \$170,000 | 121 | 16.09% | 7.2 | 20.1 | 4.8 | 4.4 | 24.0 |
| \$170,001 \$320,000 | 94 | 12.50% | 9.5 | 36.0 | 7.1 | 7.3 | 18.0 |
| \$320,001 and up | 78 | 10.37% | 39.0 | 132.0 | 45.6 | 21.6 | 16.0 |
| Market Supply of Inventory (MSI) | 14.6 | 100% | 14.6 | 29.3 | 6.1 | 7.1 | 16.0 |
| Total Active Inventory by Units | 752 | | | 530 | 150 | 56 | 16 |

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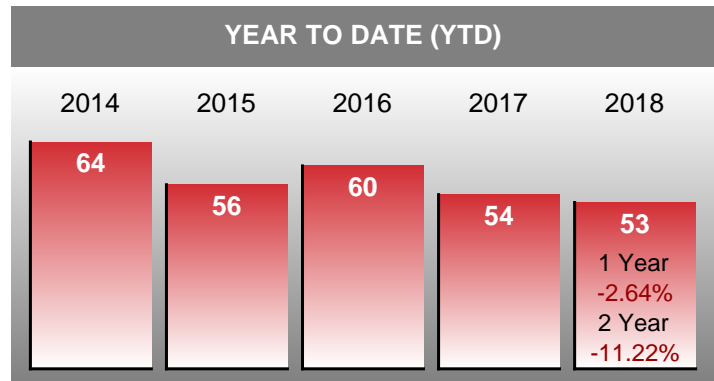
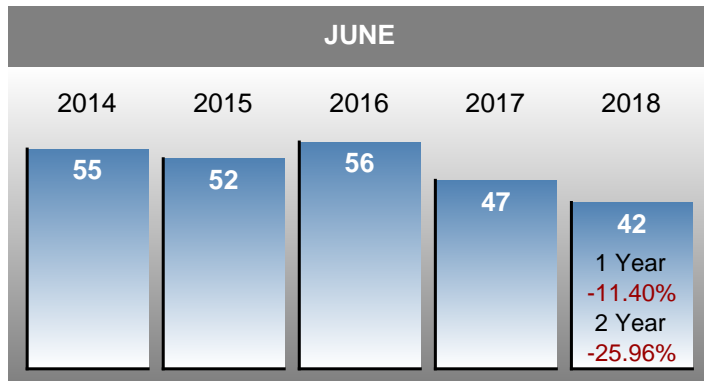
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AVERAGE DAYS ON MARKET TO SALE

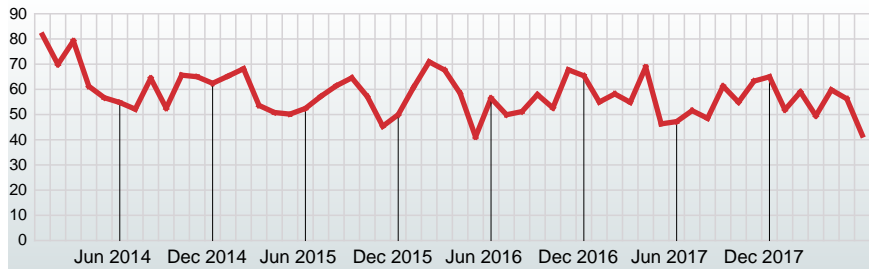
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 51

3 MONTHS



High
Jan 2014 = 82
Low
May 2016 = 41
Average Days on Market this month at **42**, below the 5 yr JUN average of **51**

| | |
|-------|---------------|
| A P R | 60 |
| M A Y | 56 -5.90% |
| J U N | 42 -25.66% |

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 |
|---|----|-------------|------------------|--------------|--------------|--------------|---------------|
| \$30,000 and less | 8 | 12.90% | 18.5 | 13.6 | 53.0 | 0.0 | 0.0 |
| \$30,001 \$50,000 | 2 | 3.23% | 23.5 | 0.0 | 23.5 | 0.0 | 0.0 |
| \$50,001 \$80,000 | 14 | 22.58% | 33.9 | 27.4 | 27.7 | 6.0 | 139.0 |
| \$80,001 \$130,000 | 13 | 20.97% | 42.6 | 23.0 | 48.2 | 24.5 | 0.0 |
| \$130,001 \$170,000 | 11 | 17.74% | 51.5 | 10.0 | 54.7 | 72.7 | 0.0 |
| \$170,001 \$240,000 | 8 | 12.90% | 61.1 | 0.0 | 88.4 | 15.7 | 0.0 |
| \$240,001 and up | 6 | 9.68% | 52.3 | 0.0 | 20.7 | 84.0 | 0.0 |
| Average Closed DOM | | | 41.8 | 20.3 | 49.9 | 47.7 | 139.0 |
| Total Closed Units | | 100% | 41.8 | 19 | 30 | 12 | 1 |
| Total Closed Volume | | | 7,756,110 | 1.08M | 4.06M | 2.55M | 72.50K |

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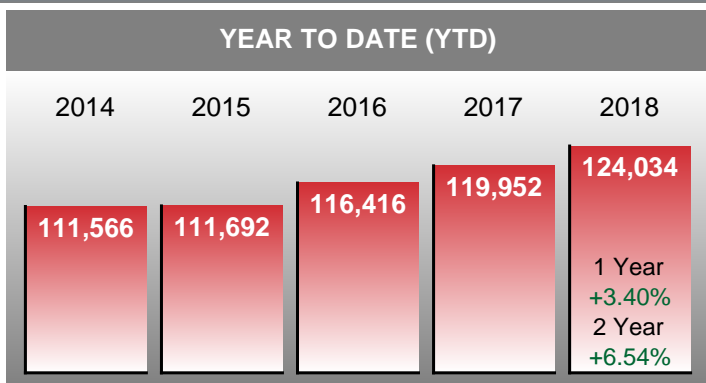
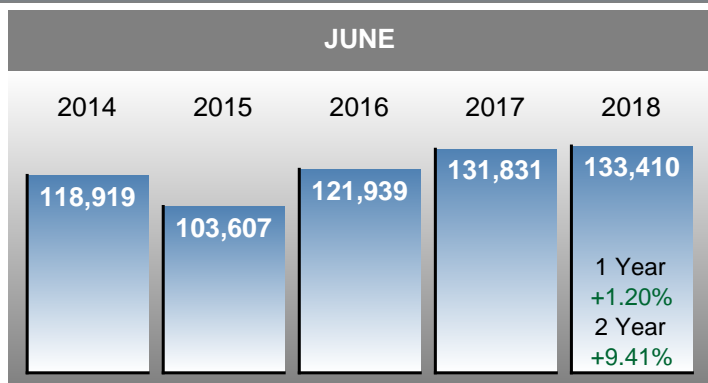
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AVERAGE LIST PRICE AT CLOSING

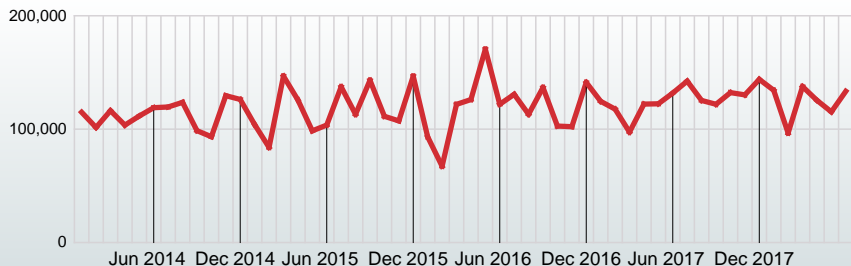
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 121,941

3 MONTHS



High
May 2016 = 170,479
Low
Feb 2016 = 67,320
Average List Price
this month at **133,410**,
above the 5 yr JUN
average of **121,941**

| | |
|---|---------|
| A | 125,413 |
| P | |
| R | |
| M | 115,265 |
| A | -8.09% |
| Y | |
| J | 133,410 |
| U | 15.74% |
| N | |

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 |
|--|----|-------------|------------------|---------------|----------------|----------------|---------------|
| \$30,000 and less | 5 | 8.06% | 12,640 | 18,886 | 42,900 | 0 | 0 |
| \$30,001 - \$50,000 | 5 | 8.06% | 42,340 | 0 | 49,900 | 0 | 0 |
| \$50,001 - \$80,000 | 10 | 16.13% | 67,280 | 74,022 | 79,200 | 75,000 | 80,000 |
| \$80,001 - \$130,000 | 16 | 25.81% | 109,175 | 119,900 | 113,750 | 124,200 | 0 |
| \$130,001 - \$170,000 | 12 | 19.35% | 156,000 | 147,500 | 162,100 | 153,133 | 0 |
| \$170,001 - \$240,000 | 7 | 11.29% | 194,671 | 0 | 190,540 | 219,833 | 0 |
| \$240,001 and up | 7 | 11.29% | 334,600 | 0 | 290,967 | 406,600 | 0 |
| Average List Price | | | 133,410 | 63,858 | 143,867 | 221,842 | 80,000 |
| Total Closed Units | | 100% | 133,410 | 19 | 30 | 12 | 1 |
| Total Closed Volume | | | 8,271,400 | 1.21M | 4.32M | 2.66M | 80.00K |

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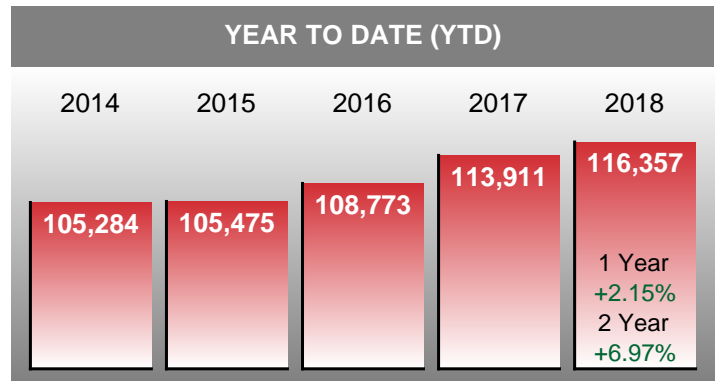
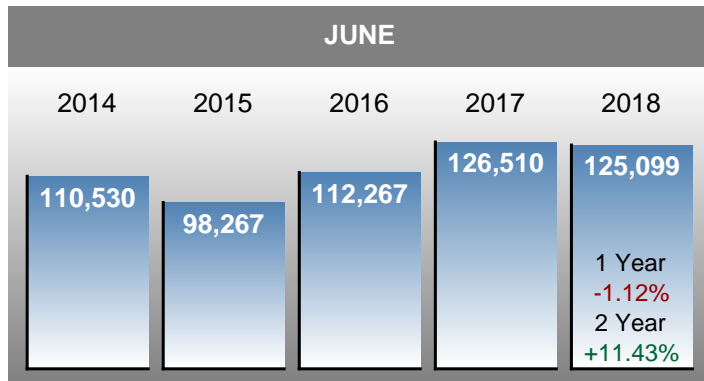
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AVERAGE SOLD PRICE AT CLOSING

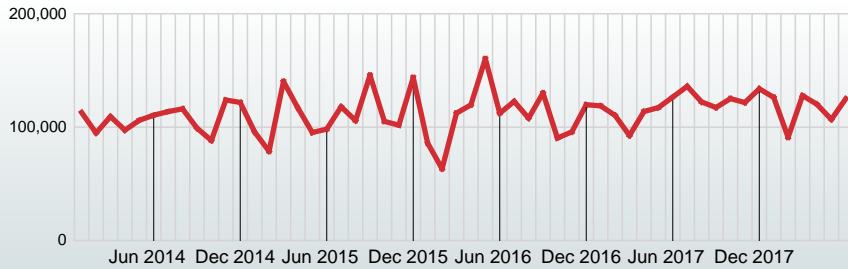
Report produced on Jul 11, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 114,534

3 MONTHS



High
May 2016 = 160,360
Low
Feb 2016 = 63,298
Average Sold Price
this month at **125,099**,
above the 5 yr JUN
average of **114,534**

| | |
|---|---------|
| A | 120,155 |
| P | |
| R | |
| M | 106,804 |
| A | -11.11% |
| Y | |
| J | 125,099 |
| U | 17.13% |
| N | |

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 |
|--|----|--------|-----------|----------|---------|---------|---------|
| \$30,000 and less | 8 | 12.90% | 16,750 | 15,214 | 27,500 | 0 | 0 |
| \$30,001 - \$50,000 | 2 | 3.23% | 42,000 | 0 | 42,000 | 0 | 0 |
| \$50,001 - \$80,000 | 14 | 22.58% | 66,400 | 64,122 | 68,333 | 75,000 | 72,500 |
| \$80,001 - \$130,000 | 13 | 20.97% | 110,631 | 109,000 | 108,570 | 121,750 | 0 |
| \$130,001 - \$170,000 | 11 | 17.74% | 152,174 | 142,025 | 156,077 | 151,133 | 0 |
| \$170,001 - \$240,000 | 8 | 12.90% | 192,500 | 0 | 179,000 | 215,000 | 0 |
| \$240,001 and up | 6 | 9.68% | 326,067 | 0 | 273,967 | 378,167 | 0 |
| Average Sold Price | | | 125,099 | 56,666 | 135,185 | 212,617 | 72,500 |
| Total Closed Units | | 100% | 125,099 | 19 | 30 | 12 | 1 |
| Total Closed Volume | | | 7,756,110 | 1.08M | 4.06M | 2.55M | 72.50K |

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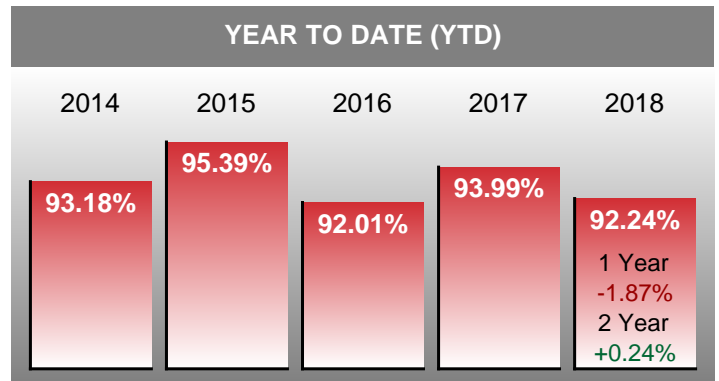
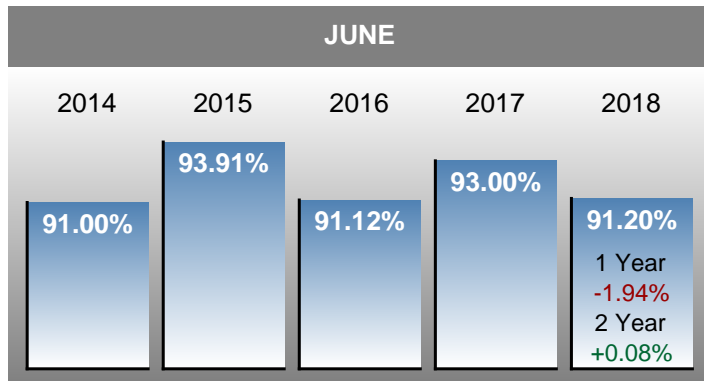
June 2018

Area Delimited by County Of Cherokee

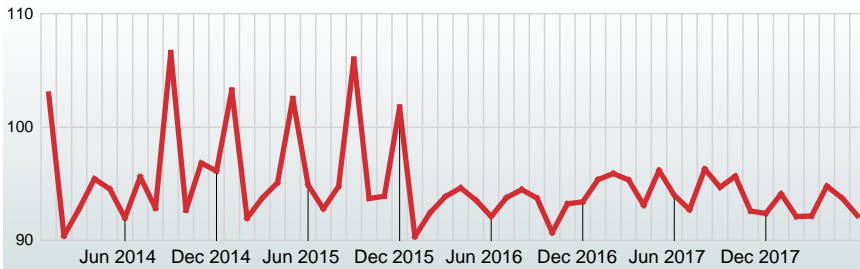


AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 11, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 92.05%

3 MONTHS

High

Sep 2014 = 105.58%

Low

Jan 2016 = 89.35%

Average Sold/List Ratio this month at **91.20%**, below the 5 yr JUN average of **92.05%**

APR 93.80%

MAY 92.74%

JUN -1.12%

JUN 91.20%

JUN -1.66%

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 |
|--|------------------|-------------|---------------|---------------|---------------|---------------|---------------|
| \$30,000 and less | 8 | 12.90% | 74.51% | 76.00% | 64.10% | 0.00% | 0.00% |
| \$30,001 \$50,000 | 2 | 3.23% | 84.17% | 0.00% | 84.17% | 0.00% | 0.00% |
| \$50,001 \$80,000 | 14 | 22.58% | 89.30% | 88.08% | 88.97% | 100.00% | 90.63% |
| \$80,001 \$130,000 | 13 | 20.97% | 96.03% | 90.91% | 96.15% | 97.98% | 0.00% |
| \$130,001 \$170,000 | 11 | 17.74% | 97.02% | 96.29% | 96.38% | 98.77% | 0.00% |
| \$170,001 \$240,000 | 8 | 12.90% | 95.60% | 0.00% | 94.26% | 97.83% | 0.00% |
| \$240,001 and up | 6 | 9.68% | 93.22% | 0.00% | 94.45% | 91.98% | 0.00% |
| Average Sold/List Ratio | | | 91.20% | 84.64% | 93.13% | 96.81% | 90.63% |
| Total Closed Units | 62 | 100% | 91.20% | 19 | 30 | 12 | 1 |
| Total Closed Volume | 7,756,110 | | | 1.08M | 4.06M | 2.55M | 72.50K |

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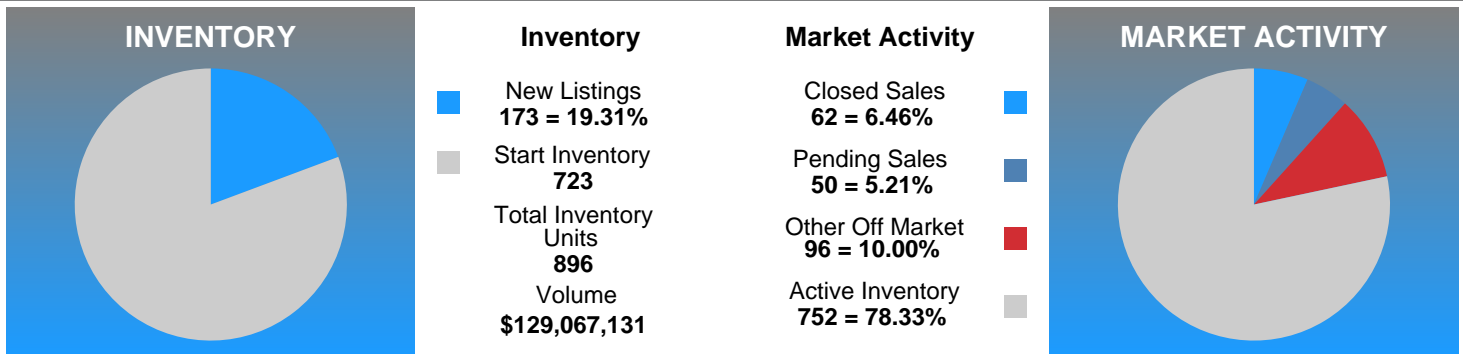
June 2018

Area Delimited by County Of Cherokee



MARKET SUMMARY

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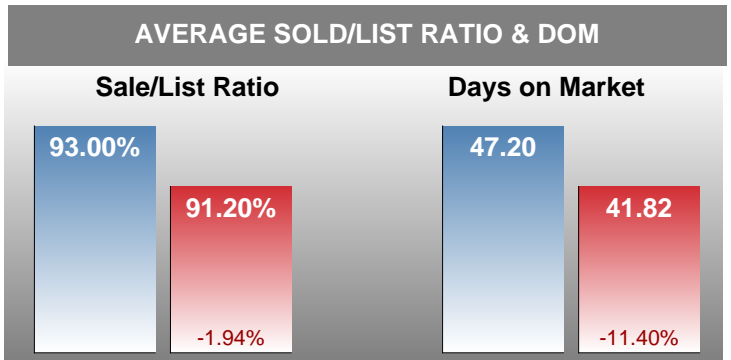
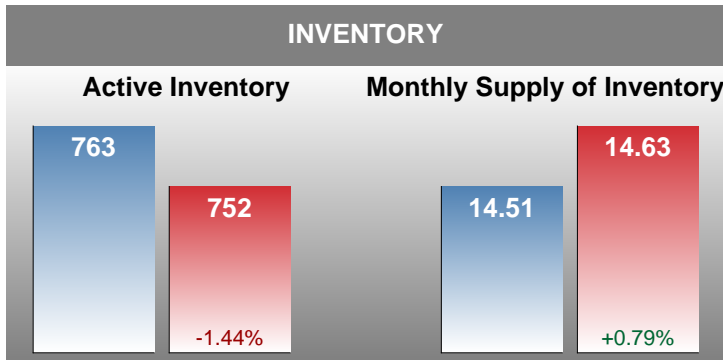
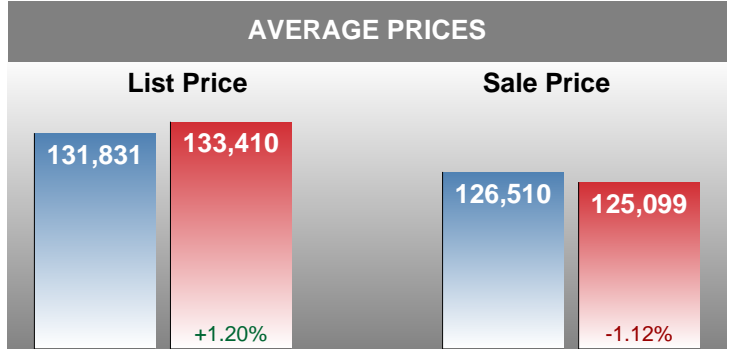
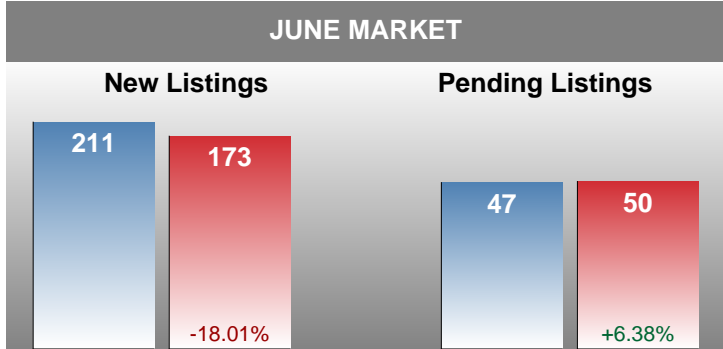


| Compared Metrics | June | | | Year to Date | | |
|--|---------|---------|---------|--------------|---------|--------|
| | 2017 | 2018 | +/-% | 2017 | 2018 | +/-% |
| Closed Sales | 64 | 62 | -3.13% | 323 | 310 | -4.02% |
| Pending Sales | 47 | 50 | +6.38% | 335 | 348 | +3.88% |
| New Listings | 211 | 173 | -18.01% | 1,077 | 1,035 | -3.90% |
| Average List Price | 131,831 | 133,410 | +1.20% | 119,952 | 124,034 | +3.40% |
| Average Sale Price | 126,510 | 125,099 | -1.12% | 113,911 | 116,357 | +2.15% |
| Average Percent of Selling Price to List Price | 93.00% | 91.20% | -1.94% | 93.99% | 92.24% | -1.87% |
| Average Days on Market to Sale | 47.20 | 41.82 | -11.40% | 54.25 | 52.82 | -2.64% |
| Monthly Inventory | 763 | 752 | -1.44% | 763 | 752 | -1.44% |
| Months Supply of Inventory | 14.51 | 14.63 | +0.79% | 14.51 | 14.63 | +0.79% |

Absorption: Last 12 months, an Average of **51** Sales/Month

Inventory on June 30, 2018 = 752

2017 2018



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Email: support@mlstechnology.com