

July 2019



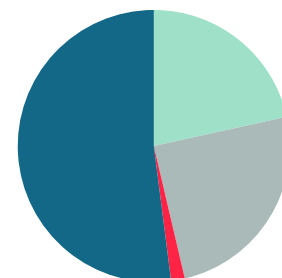
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 20, 2023 for MLS Technology Inc.

Compared Metrics	2018	July 2019	+/-%
Closed Listings	59	53	-10.17%
Pending Listings	57	61	7.02%
New Listings	63	48	-23.81%
Average List Price	131,946	134,002	1.56%
Average Sale Price	126,951	129,053	1.66%
Average Percent of Selling Price to List Price	96.39%	93.97%	-2.52%
Average Days on Market to Sale	148.31	113.26	-23.63%
End of Month Inventory	181	128	-29.28%
Months Supply of Inventory	3.84	2.53	-34.17%



■ Closed (21.54%)
■ Pending (24.80%)
■ Other OffMarket (1.63%)
■ Active (52.03%)

Absorption: Last 12 months, an Average of **51** Sales/Month
Active Inventory as of July 31, 2019 = **128**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2019 decreased **29.28%** to 128 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 **2.53** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **1.66%** in July 2019 to \$129,053 versus the previous year at \$126,951.

Average Days on Market Shortens

The average number of **113.26** days that homes spent on the market before selling decreased by 35.04 days or **23.63%** in July 2019 compared to last year's same month at **148.31** DOM.

Sales Success for July 2019 is Positive

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

There were 48 New Listings in July 2019, down **23.81%** from last year at 63. Furthermore, there were 53 Closed Listings this month versus last year at 59, a **-10.17%** decrease.

Closed versus Listed trends yielded a **110.4%** ratio, up from previous year's, July 2018, at **93.7%**, a **17.90%** upswing. This will certainly create pressure on a decreasing 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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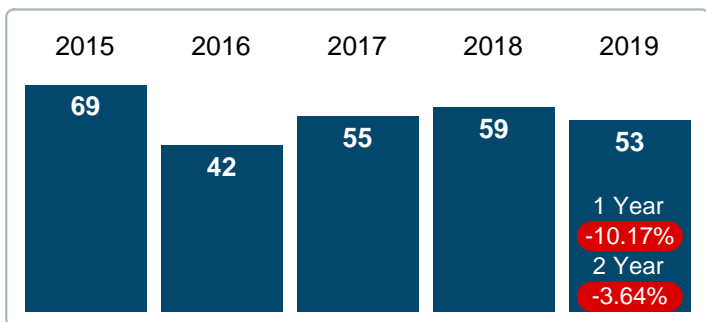
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



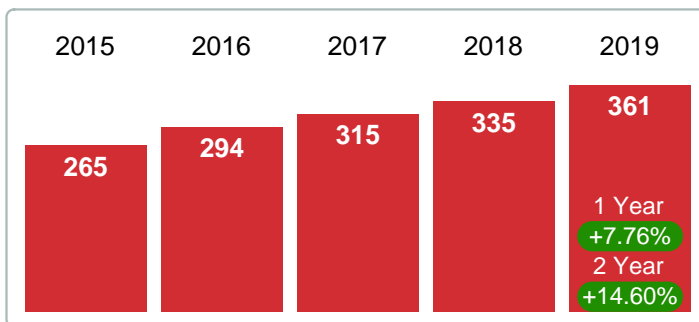
CLOSED LISTINGS

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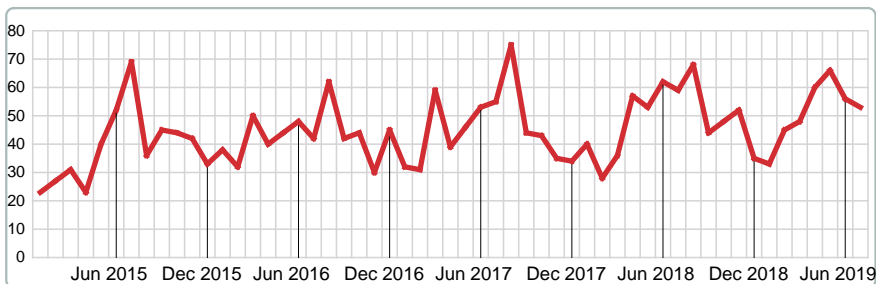
JULY



YEAR TO DATE (YTD)

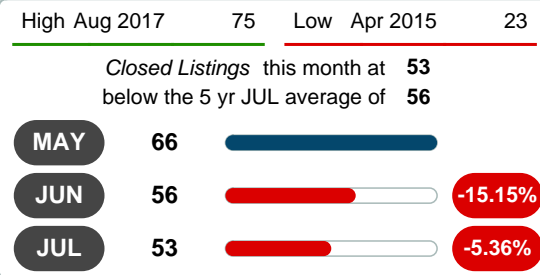


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 56



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	3	5.66%	156.0	2	1	0	0
\$20,001 - \$50,000	8	15.09%	70.4	2	4	2	0
\$50,001 - \$90,000	8	15.09%	105.8	4	4	0	0
\$90,001 - \$140,000	14	26.42%	136.0	0	14	0	0
\$140,001 - \$180,000	9	16.98%	105.2	1	8	0	0
\$180,001 - \$230,000	4	7.55%	75.3	0	3	1	0
\$230,001 and up	7	13.21%	139.1	0	4	3	0
Total Closed Units	53			9	38	6	0
Total Closed Volume	6,839,800	100%	113.3	539.80K	5.12M	1.18M	0.00B
Average Closed Price	\$129,053			\$59,978	\$134,634	\$197,317	\$0

July 2019



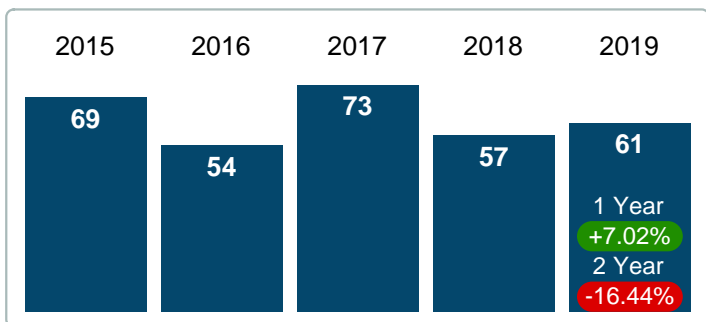
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



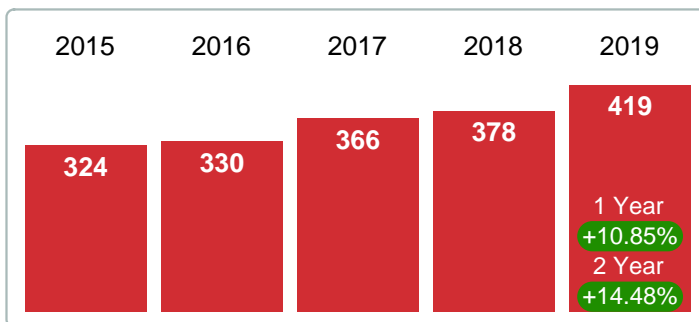
PENDING LISTINGS

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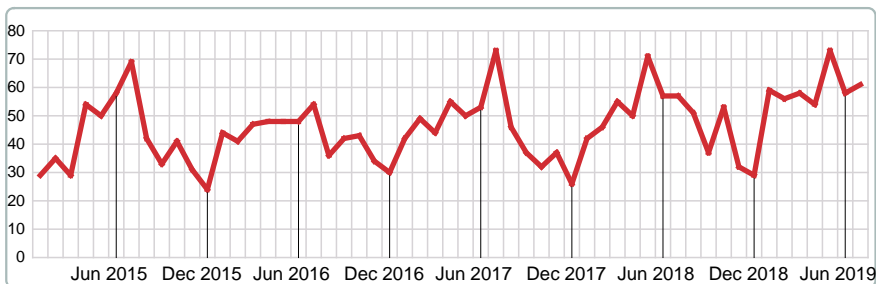
JULY



YEAR TO DATE (YTD)

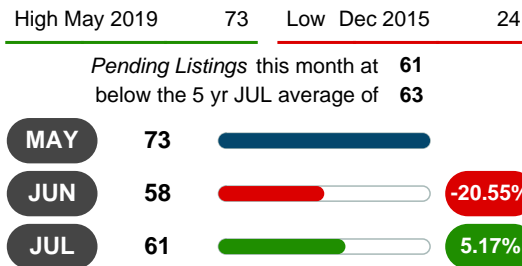


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 63



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	6.56%	169.8	2	2	0	0
\$40,001 - \$60,000	7	11.48%	43.6	2	4	1	0
\$60,001 - \$90,000	11	18.03%	47.4	3	7	1	0
\$90,001 - \$140,000	15	24.59%	111.9	3	11	1	0
\$140,001 - \$170,000	9	14.75%	100.2	1	6	2	0
\$170,001 - \$230,000	8	13.11%	67.3	0	8	0	0
\$230,001 and up	7	11.48%	104.1	0	2	5	0
Total Pending Units	61			11	40	10	0
Total Pending Volume	7,871,600	100%	87.8	872.50K	5.01M	1.99M	0.00B
Average Listing Price	\$129,043			\$79,318	\$125,158	\$199,280	\$0

July 2019



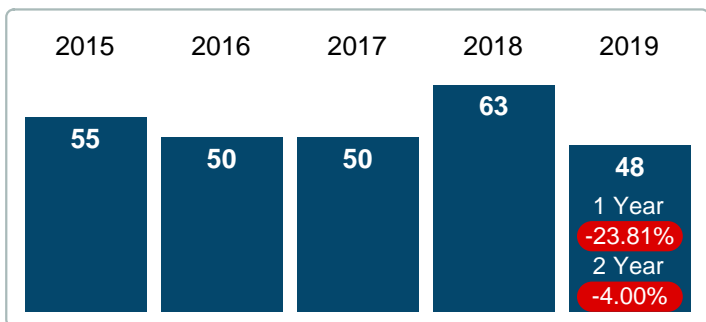
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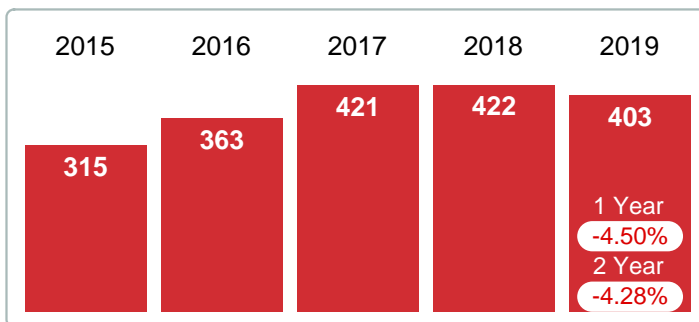
NEW LISTINGS

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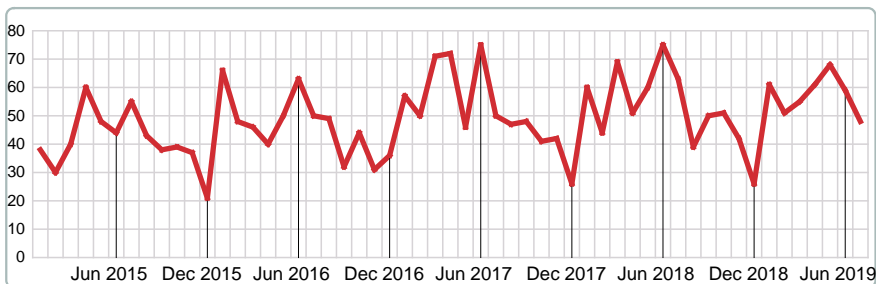
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 53

High Jun 2018 75 Low Dec 2015 21

New Listings this month at 48
below the 5 yr JUL average of 53



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	3	6.25%	0	3	0	0
\$30,001 - \$50,000	7	14.58%	1	5	1	0
\$50,001 - \$80,000	8	16.67%	5	3	0	0
\$80,001 - \$140,000	12	25.00%	3	7	2	0
\$140,001 - \$190,000	7	14.58%	1	5	1	0
\$190,001 - \$230,000	4	8.33%	1	3	0	0
\$230,001 and up	7	14.58%	0	2	5	0
Total New Listed Units	48		11	28	9	0
Total New Listed Volume	6,569,949	100%	1.08M	3.15M	2.34M	0.00B
Average New Listed Listing Price	\$135,584		\$98,200	\$112,516	\$259,922	\$0

July 2019



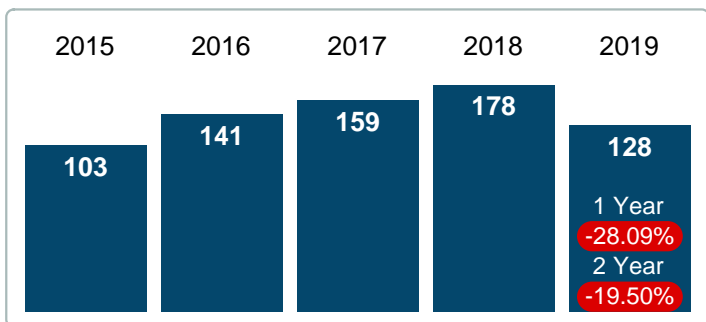
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



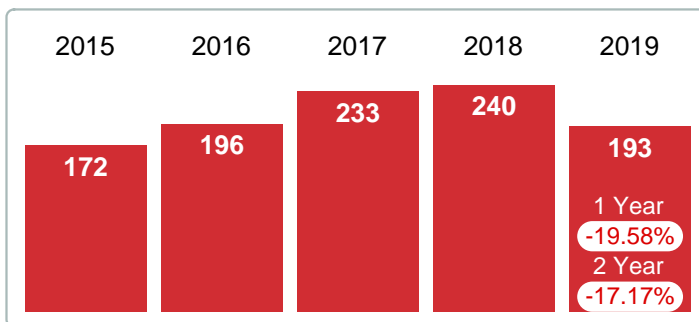
ACTIVE INVENTORY

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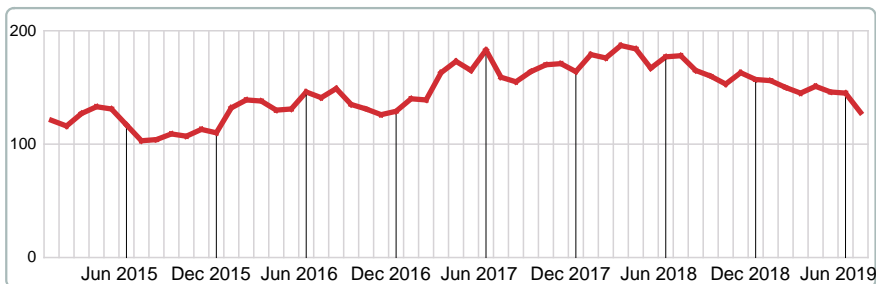
END OF JULY



ACTIVE DURING JULY

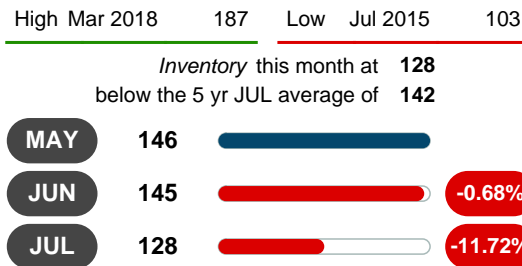


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 142



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	12	9.38%	340.8	5	7	0	0
\$30,001 - \$40,000	12	9.38%	123.8	7	5	0	0
\$40,001 - \$60,000	20	15.63%	111.3	11	8	1	0
\$60,001 - \$130,000	36	28.13%	187.7	12	20	4	0
\$130,001 - \$170,000	19	14.84%	84.9	2	14	2	1
\$170,001 - \$220,000	16	12.50%	118.8	4	11	1	0
\$220,001 and up	13	10.16%	103.9	0	5	8	0
Total Active Inventory by Units	128			41	70	16	1
Total Active Inventory by Volume	15,578,947	100%	151.7	3.06M	8.20M	4.18M	137.50K
Average Active Inventory Listing Price	\$121,711			\$74,598	\$117,121	\$261,531	\$137,500

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



MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 20, 2023 for MLS Technology Inc.

MSI FOR JULY

2015	2016	2017	2018	2019
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INDICATORS FOR JULY 2019

Inventory	Closed	Absorption	MSI	MSI %
128	0	0	inf	0.000%
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = inf

High Jul 2019	inf	Low Jul 2019	inf
Months Supply this month at inf equal to 5 yr JUL average of inf			
MAY	inf		%
JUN	inf		%
JUL	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	12	9.38%	3.60	2.07	8.40	0.00	0.00
\$30,001 - \$40,000	12	9.38%	5.33	6.46	6.00	0.00	0.00
\$40,001 - \$60,000	20	15.63%	3.75	6.95	2.34	3.00	0.00
\$60,001 - \$130,000	36	28.13%	1.97	2.88	1.69	2.00	0.00
\$130,001 - \$170,000	19	14.84%	1.95	3.43	1.71	2.18	12.00
\$170,001 - \$220,000	16	12.50%	2.91	16.00	2.54	1.09	0.00
\$220,001 and up	13	10.16%	2.08	0.00	1.67	2.82	0.00
Market Supply of Inventory (MSI)		2.53		4.07	2.16	2.16	1.33
		100%	2.53				
Total Active Inventory by Units		128		41	70	16	1

July 2019



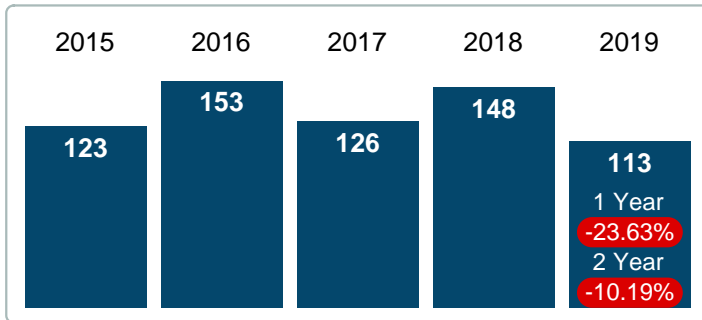
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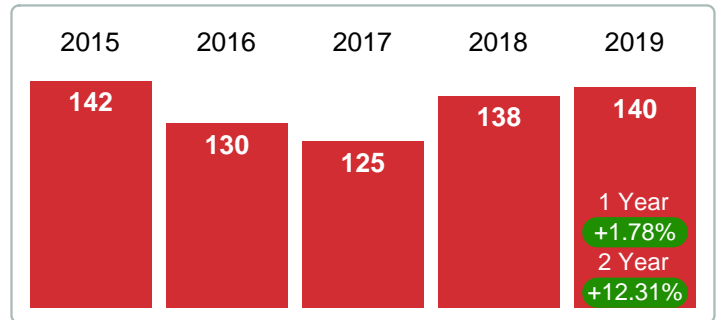
AVERAGE DAYS ON MARKET TO SALE

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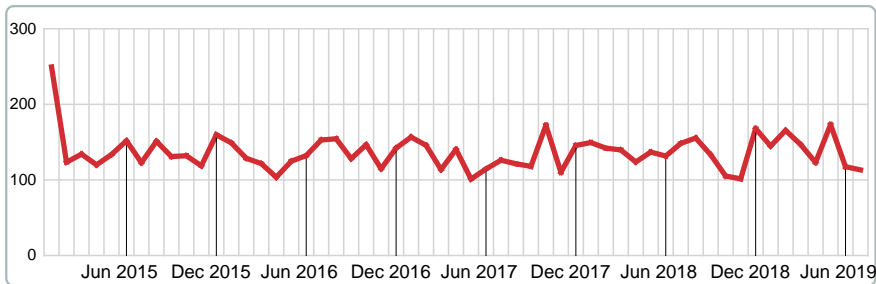
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

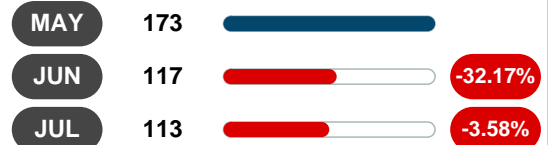


3 MONTHS

5 year JUL AVG = 133

High Jan 2015 249 Low May 2017 101

Average Days on Market to Sale this month at 113 below the 5 yr JUL average of 133



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
\$20,000 and less	5.66%	156	178	112	0	0
\$20,001 - \$50,000	15.09%	70	115	54	59	0
\$50,001 - \$90,000	15.09%	106	113	99	0	0
\$90,001 - \$140,000	26.42%	136	0	136	0	0
\$140,001 - \$180,000	16.98%	105	47	113	0	0
\$180,001 - \$230,000	7.55%	75	0	80	62	0
\$230,001 and up	13.21%	139	0	107	182	0
Average Closed DOM		113	120	110	121	0
Total Closed Units	100%	113	9	38	6	0
Total Closed Volume		6,839,800	539.80K	5.12M	1.18M	0.00B

July 2019



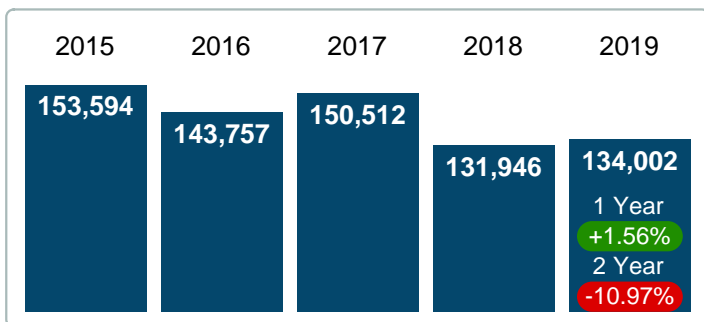
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



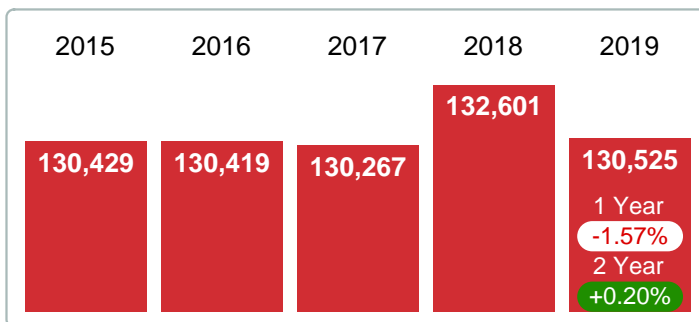
AVERAGE LIST PRICE AT CLOSING

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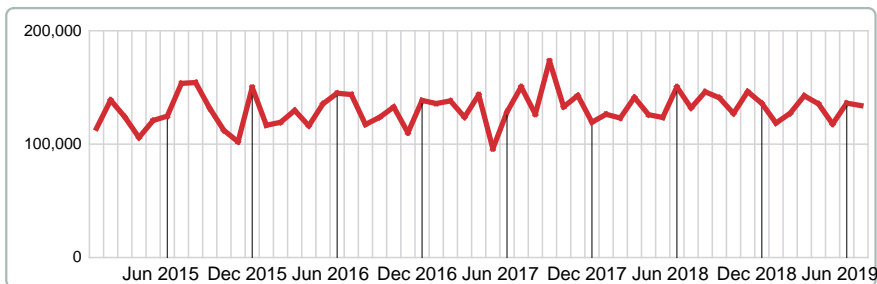
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 142,762

High Sep 2017 173,359 Low May 2017 96,000

Average List Price at Closing this month at **134,002**
below the 5 yr JUL average of **142,762**

- MAY** 117,769
- JUN** 136,180 **15.63%**
- JUL** 134,002 **-1.60%**

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
\$20,000 and less	1.89%	7,500	16,200	25,000	0	0
\$20,001 - \$50,000	13.21%	31,229	29,900	48,725	44,450	0
\$50,001 - \$90,000	20.75%	70,045	79,600	69,300	0	0
\$90,001 - \$140,000	22.64%	118,150	0	122,200	0	0
\$140,001 - \$180,000	18.87%	164,390	159,000	172,113	0	0
\$180,001 - \$230,000	7.55%	201,200	0	221,633	189,900	0
\$230,001 and up	15.09%	279,875	0	269,500	308,667	0
Average List Price		134,002	63,289	140,203	200,800	0
Total Closed Units	100%	134,002	9	38	6	0
Total Closed Volume		7,102,099	569.60K	5.33M	1.20M	0.00B

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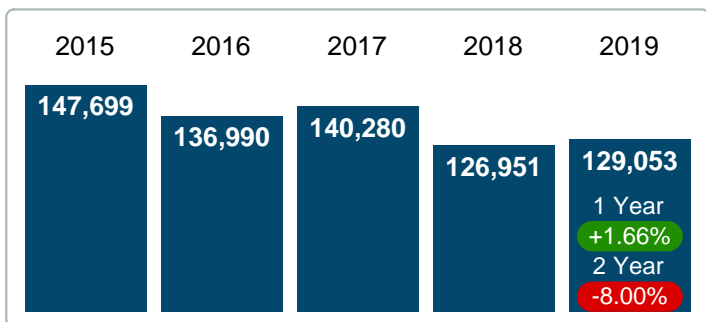
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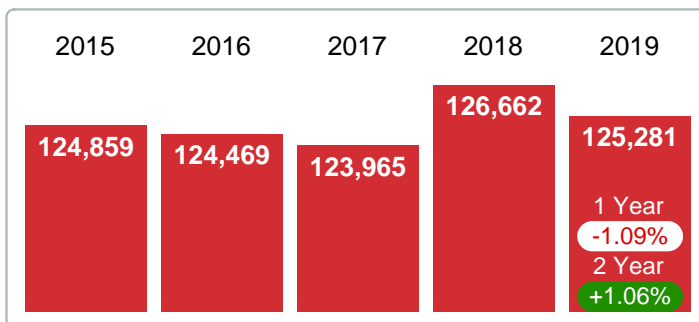
AVERAGE SOLD PRICE AT CLOSING

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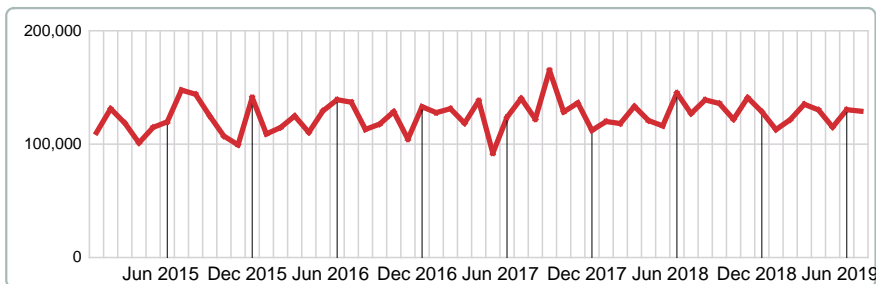
JULY



YEAR TO DATE (YTD)

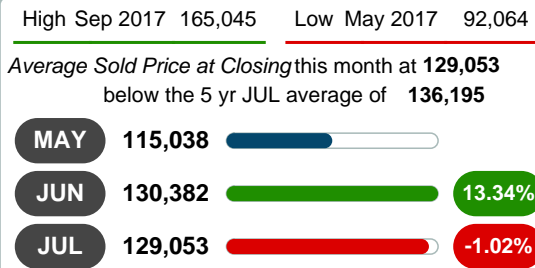


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 136,195



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
\$20,000 and less	5.66%	15,333	13,000	20,000	0	0
\$20,001 - \$50,000	15.09%	36,188	23,750	40,250	40,500	0
\$50,001 - \$90,000	15.09%	72,163	80,325	64,000	0	0
\$90,001 - \$140,000	26.42%	117,607	0	117,607	0	0
\$140,001 - \$180,000	16.98%	163,667	145,000	166,000	0	0
\$180,001 - \$230,000	7.55%	210,075	0	216,800	189,900	0
\$230,001 and up	13.21%	281,029	0	263,550	304,333	0
Average Sold Price		129,053	59,978	134,634	197,317	0
Total Closed Units	100%	129,053	9	38	6	0
Total Closed Volume		6,839,800	539.80K	5.12M	1.18M	0.00B

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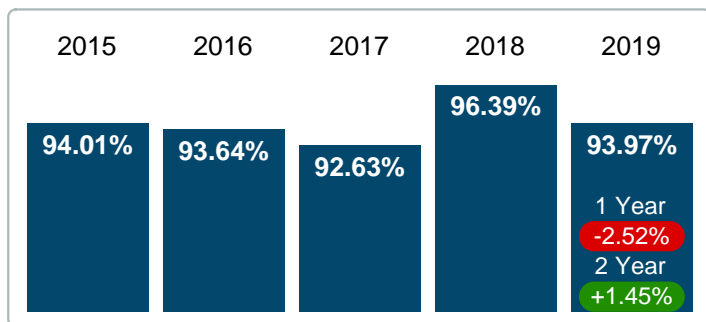
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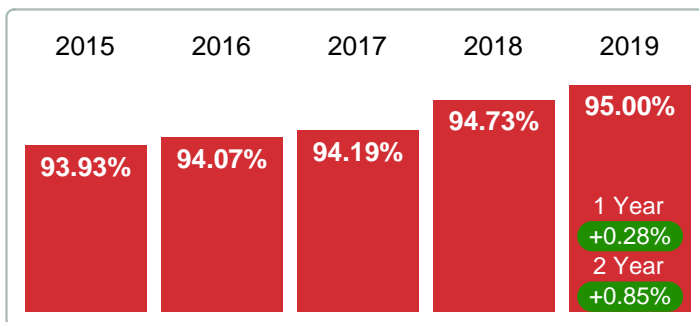
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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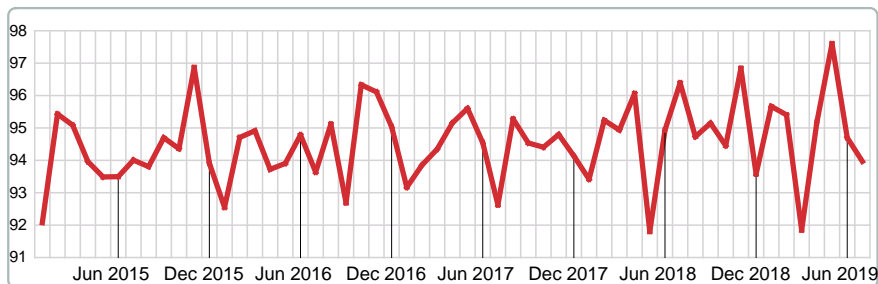
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

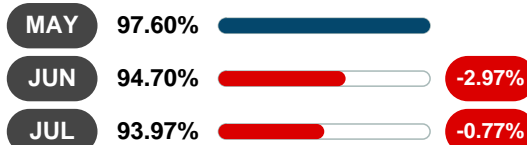


3 MONTHS

5 year JUL AVG = 94.13%

High May 2019 97.60% Low May 2018 91.80%

Average Sold/List Ratio this month at **93.97%**
equal to 5 yr JUL average of **94.13%**



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
\$20,000 and less	3	5.66%	80.11%	80.16%	80.00%	0.00%	0.00%
\$20,001 - \$50,000	8	15.09%	84.80%	80.71%	82.56%	93.36%	0.00%
\$50,001 - \$90,000	8	15.09%	96.34%	100.88%	91.80%	0.00%	0.00%
\$90,001 - \$140,000	14	26.42%	96.27%	0.00%	96.27%	0.00%	0.00%
\$140,001 - \$180,000	9	16.98%	95.78%	91.19%	96.35%	0.00%	0.00%
\$180,001 - \$230,000	4	7.55%	98.42%	0.00%	97.90%	100.00%	0.00%
\$230,001 and up	7	13.21%	98.19%	0.00%	97.90%	98.58%	0.00%
Average Sold/List Ratio		94.00%		90.72%	94.25%	97.08%	0.00%
Total Closed Units		53	100%	9	38	6	
Total Closed Volume		6,839,800		539.80K	5.12M	1.18M	0.00B

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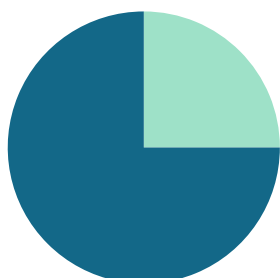
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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INVENTORY

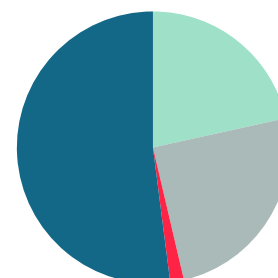


Inventory
 New Listings
48 = 25.00%
 Start Inventory
144
 Total Inventory Units
192
 Volume
\$23,579,547

Market Activity

Closed Sales
53 = 21.54%
 Pending Sales
61 = 24.80%
 Other Off Market
4 = 1.63%
 Active Inventory
128 = 52.03%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	59	53	-10.17%	335	361	7.76%
Pending Sales	57	61	7.02%	378	419	10.85%
New Listings	63	48	-23.81%	422	403	-4.50%
Average List Price	131,946	134,002	1.56%	132,601	130,525	-1.57%
Average Sale Price	126,951	129,053	1.66%	126,662	125,281	-1.09%
Average Percent of Selling Price to List Price	96.39%	93.97%	-2.52%	94.73%	95.00%	0.28%
Average Days on Market to Sale	148.31	113.26	-23.63%	137.93	140.39	1.78%
Monthly Inventory	181	128	-29.28%	181	128	-29.28%
Months Supply of Inventory	3.84	2.53	-34.17%	3.84	2.53	-34.17%

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

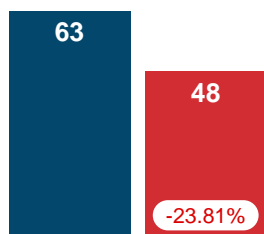
Inventory on July 31, 2019 = **128**

2018 **2019**

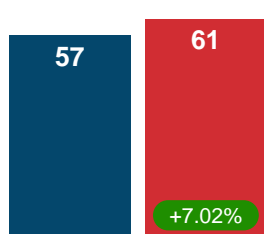
JULY MARKET

AVERAGE PRICES

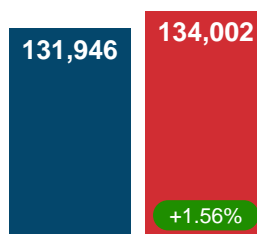
New Listings



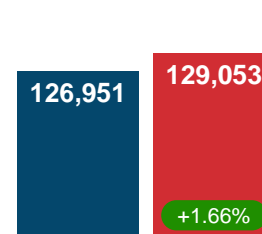
Pending Listings



List Price



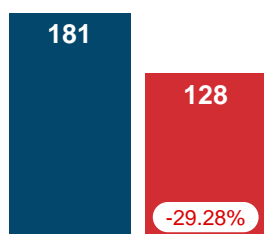
Sale Price



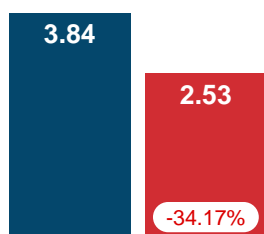
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

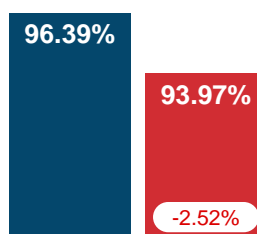
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

