

June 2019



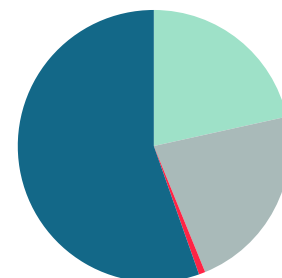
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	June 2019	+/-%
Closed Listings	62	56	-9.68%
Pending Listings	57	58	1.75%
New Listings	75	59	-21.33%
Average List Price	150,436	136,180	-9.48%
Average Sale Price	145,107	130,382	-10.15%
Average Percent of Selling Price to List Price	94.94%	94.70%	-0.25%
Average Days on Market to Sale	131.61	117.46	-10.75%
End of Month Inventory	181	144	-20.44%
Months Supply of Inventory	3.86	2.81	-27.18%



■ Closed (21.54%)
■ Pending (22.31%)
■ Other OffMarket (0.77%)
■ Active (55.38%)

Absorption: Last 12 months, an Average of **51** Sales/Month
Active Inventory as of June 30, 2019 = **144**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2019 decreased **20.44%** to 144 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 **2.81** 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 **10.15%** in June 2019 to \$130,382 versus the previous year at \$145,107.

Average Days on Market Shortens

The average number of **117.46** days that homes spent on the market before selling decreased by 14.15 days or **10.75%** in June 2019 compared to last year's same month at **131.61** DOM.

Sales Success for June 2019 is Positive

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

There were 59 New Listings in June 2019, down **21.33%** from last year at 75. Furthermore, there were 56 Closed Listings this month versus last year at 62, a **-9.68%** decrease.

Closed versus Listed trends yielded a **94.9%** ratio, up from previous year's, June 2018, at **82.7%**, a **14.82%** 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

June 2019



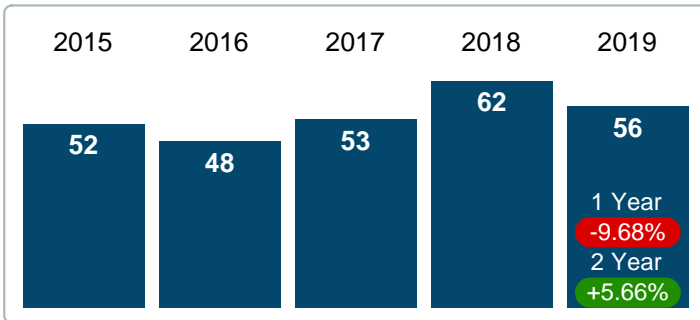
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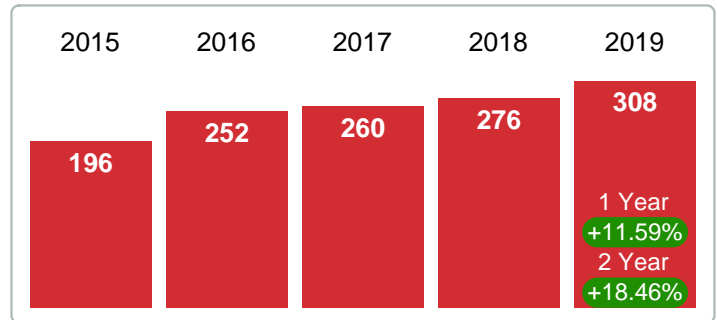
CLOSED LISTINGS

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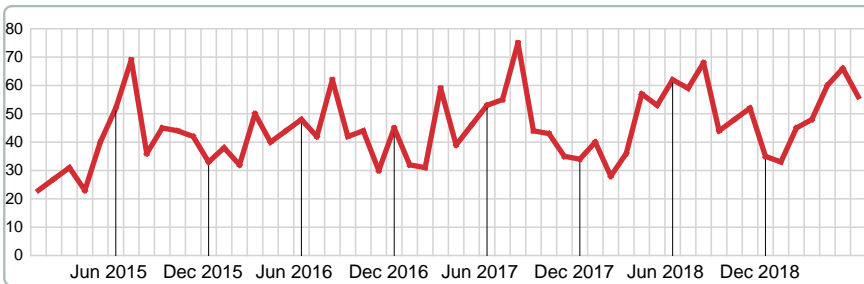
JUNE



YEAR TO DATE (YTD)

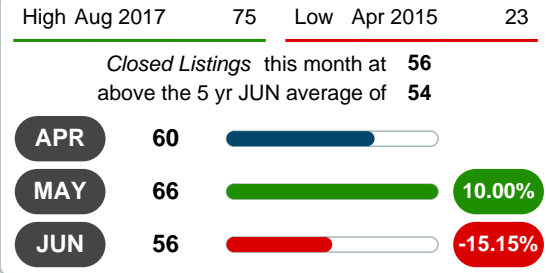


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 54



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	7.14%	103.3	4	0	0	0
\$40,001 - \$50,000	5	8.93%	113.8	2	2	1	0
\$50,001 - \$90,000	12	21.43%	130.8	5	6	1	0
\$90,001 - \$150,000	12	21.43%	107.4	2	7	3	0
\$150,001 - \$170,000	9	16.07%	152.3	0	6	3	0
\$170,001 - \$220,000	8	14.29%	76.8	0	7	1	0
\$220,001 and up	6	10.71%	125.5	0	2	4	0
Total Closed Units	56			13	30	13	0
Total Closed Volume	7,301,405	100%	117.5	770.90K	4.21M	2.33M	0.00B
Average Closed Price	\$130,382			\$59,300	\$140,184	\$178,846	\$0

June 2019



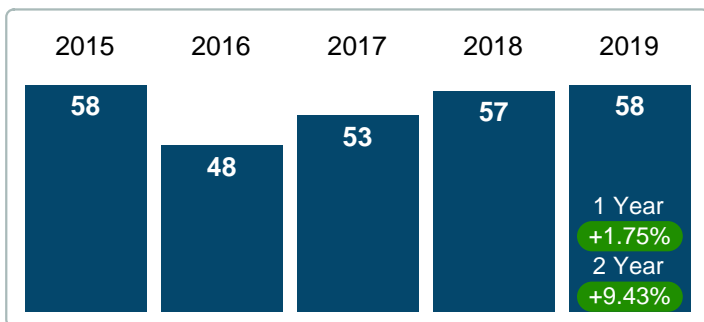
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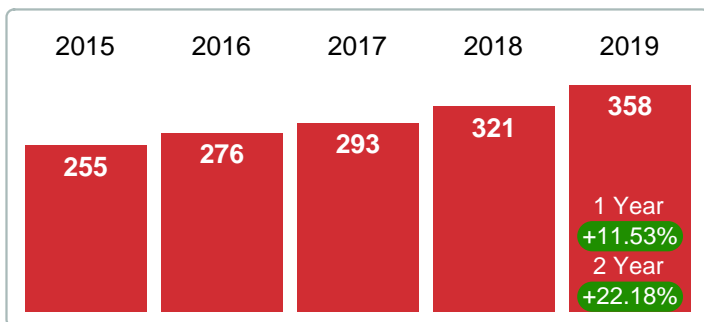
PENDING LISTINGS

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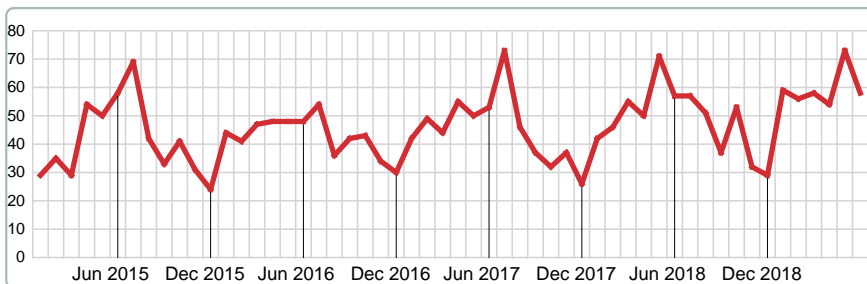
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 55

High May 2019 73 Low Dec 2015 24

Pending Listings this month at 58
above the 5 yr JUN average of 55



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	8.62%	67.2	2	2	1	0
\$50,001 - \$70,000	8	13.79%	60.4	3	3	2	0
\$70,001 - \$90,000	8	13.79%	42.8	4	4	0	0
\$90,001 - \$150,000	15	25.86%	59.1	3	8	4	0
\$150,001 - \$170,000	7	12.07%	105.6	1	5	1	0
\$170,001 - \$210,000	7	12.07%	19.7	0	5	2	0
\$210,001 and up	8	13.79%	44.8	2	3	3	0
Total Pending Units	58			15	30	13	0
Total Pending Volume	7,396,399	100%	56.6	1.52M	3.96M	1.92M	0.00B
Average Listing Price	\$127,524			\$101,040	\$131,943	\$147,885	\$0

June 2019



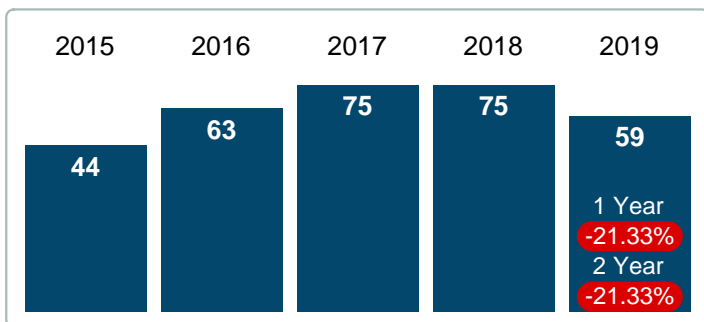
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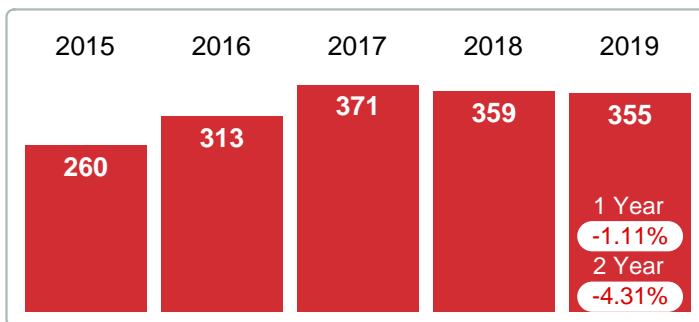
NEW LISTINGS

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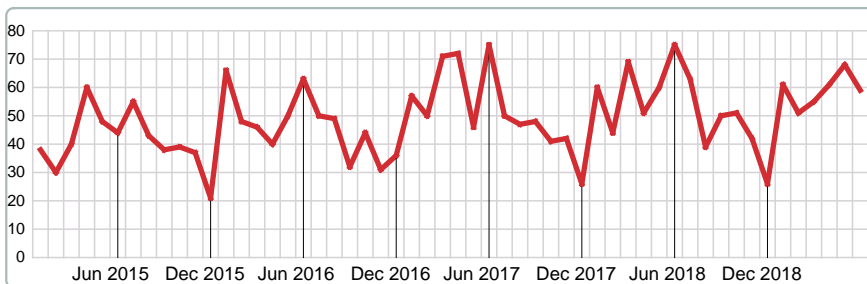
JUNE



YEAR TO DATE (YTD)

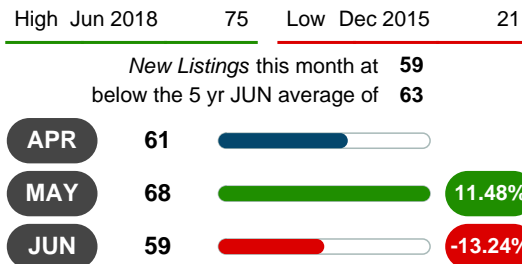


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 63



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	3	5.08%	1	2	0	0
\$40,001 - \$60,000	10	16.95%	6	4	0	0
\$60,001 - \$90,000	9	15.25%	5	4	0	0
\$90,001 - \$150,000	13	22.03%	4	8	1	0
\$150,001 - \$180,000	11	18.64%	2	8	1	0
\$180,001 - \$230,000	7	11.86%	1	4	2	0
\$230,001 and up	6	10.17%	0	2	4	0
Total New Listed Units	59		19	32	8	0
Total New Listed Volume	7,923,600	100%	1.71M	4.32M	1.89M	0.00B
Average New Listed Listing Price	\$133,311		\$89,847	\$135,084	\$236,725	\$0

June 2019



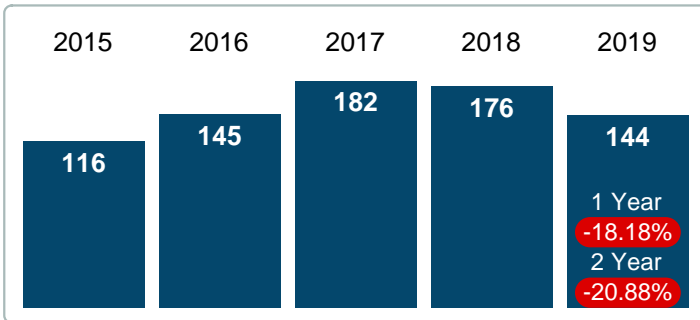
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



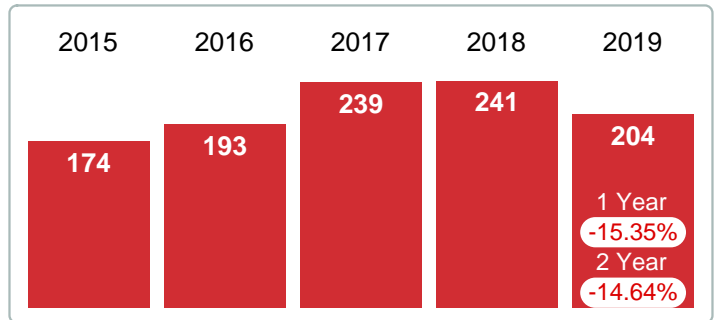
ACTIVE INVENTORY

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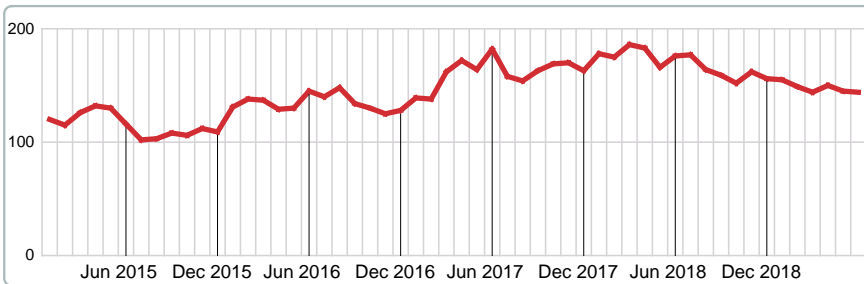
END OF JUNE



ACTIVE DURING JUNE

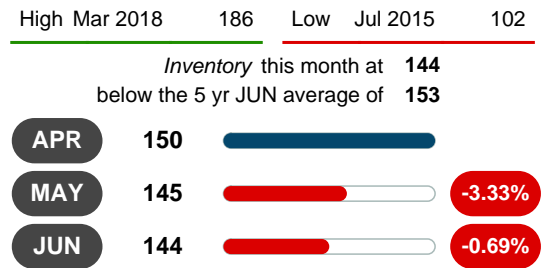


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 153



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	10	6.94%	394.2	6	4	0	0
\$30,001 - \$40,000	15	10.42%	141.4	9	6	0	0
\$40,001 - \$70,000	29	20.14%	99.8	11	17	1	0
\$70,001 - \$130,000	36	25.00%	182.8	14	19	3	0
\$130,001 - \$160,000	19	13.19%	101.9	2	14	2	1
\$160,001 - \$210,000	18	12.50%	100.3	2	14	2	0
\$210,001 and up	17	11.81%	121.9	0	9	8	0
Total Active Inventory by Units	144			44	83	16	1
Total Active Inventory by Volume	17,009,598	100%	148.3	3.01M	10.09M	3.77M	137.50K
Average Active Inventory Listing Price	\$118,122			\$68,325	\$121,600	\$235,812	\$137,500

June 2019



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



MONTHS SUPPLY of INVENTORY (MSI)

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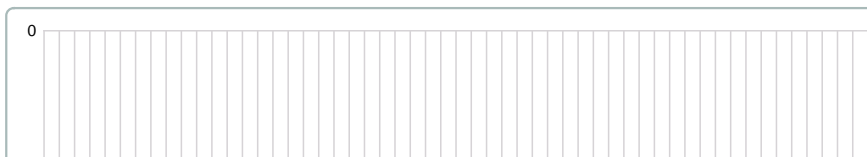
MSI FOR JUNE

2015	2016	2017	2018	2019

INDICATORS FOR JUNE 2019

Inventory	Closed	Absorption	MSI	MSI %
144	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 JUN AVG = inf

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

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	10		6.94%	3.43	2.77	6.00	0.00	0.00	
\$30,001 - \$40,000	15		10.42%	6.21	6.75	7.20	0.00	0.00	
\$40,001 - \$70,000	29		20.14%	3.45	4.40	3.34	1.33	0.00	
\$70,001 - \$130,000	36		25.00%	2.27	4.00	1.82	1.71	0.00	
\$130,001 - \$160,000	19		13.19%	2.89	6.00	2.47	3.43	0.00	
\$160,001 - \$210,000	18		12.50%	2.14	6.00	2.18	1.26	0.00	
\$210,001 and up	17		11.81%	2.58	0.00	2.70	2.91	0.00	
Market Supply of Inventory (MSI)		2.81			4.29	2.56	2.06	1.33	
Total Active Inventory by Units		144	100%	2.81	44	83	16	1	

June 2019



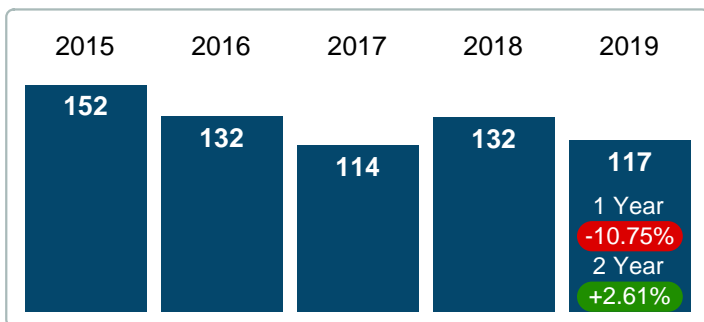
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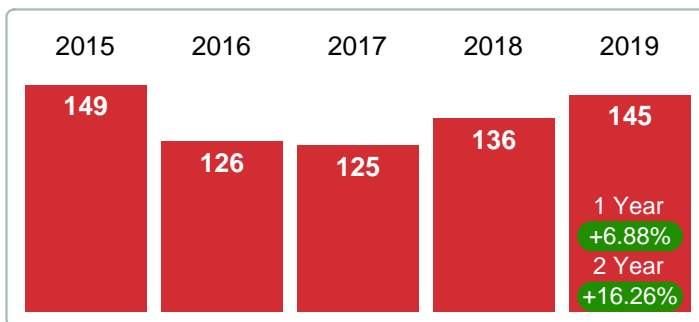
AVERAGE DAYS ON MARKET TO SALE

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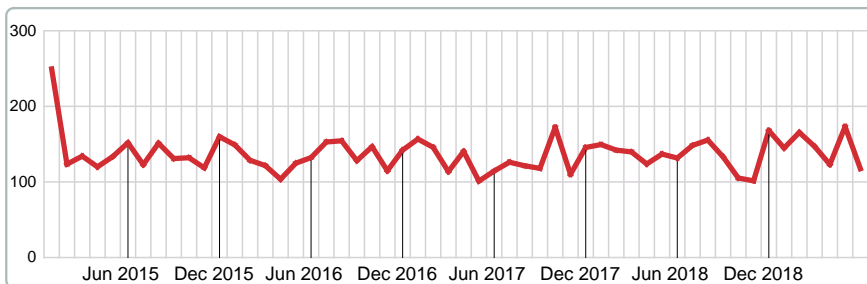
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

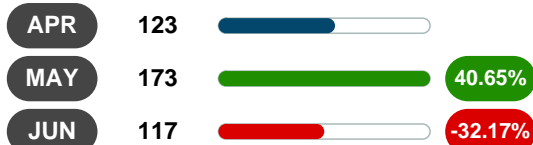


3 MONTHS

5 year JUN AVG = 130

High Jan 2015 249 Low May 2017 101

Average Days on Market to Sale this month at 117 below the 5 yr JUN average of 130



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
\$40,000 and less	7.14%	103	103	0	0	0
\$40,001 - \$50,000	8.93%	114	107	160	35	0
\$50,001 - \$90,000	21.43%	131	156	121	67	0
\$90,001 - \$150,000	21.43%	107	92	122	83	0
\$150,001 - \$170,000	16.07%	152	0	188	82	0
\$170,001 - \$220,000	14.29%	77	0	72	113	0
\$220,001 and up	10.71%	126	0	63	157	0
Average Closed DOM		117	122	122	103	0
Total Closed Units	100%	117	13	30	13	0
Total Closed Volume		7,301,405	770.90K	4.21M	2.33M	0.00B

June 2019



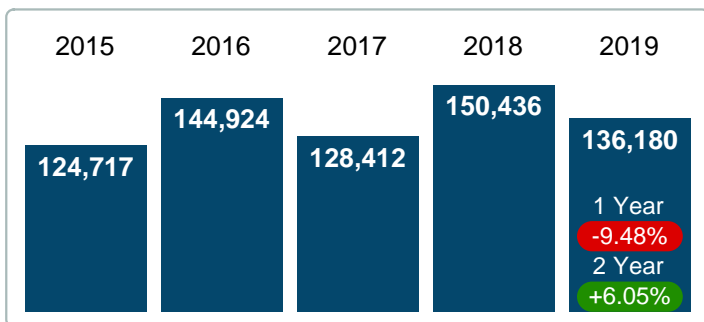
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



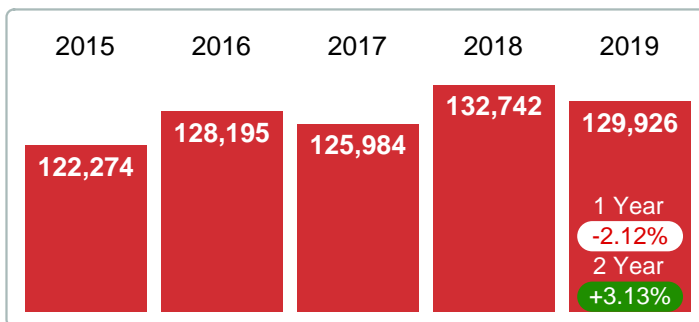
AVERAGE LIST PRICE AT CLOSING

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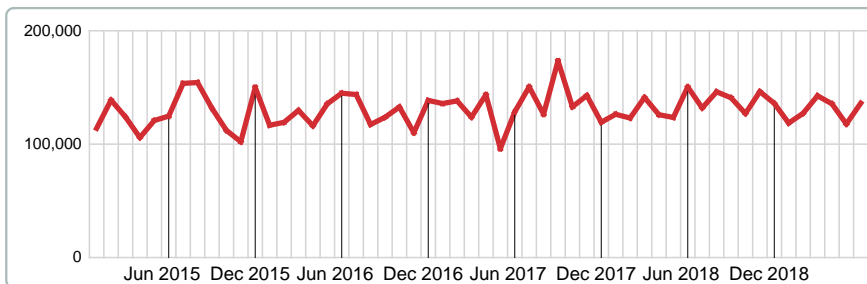
JUNE



YEAR TO DATE (YTD)

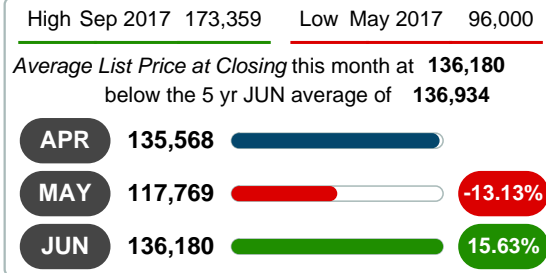


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 136,934



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
\$40,000 and less	1.79%	24,000	42,500	0	0	0
\$40,001 - \$50,000	12.50%	49,114	52,450	48,950	50,000	0
\$50,001 - \$90,000	19.64%	69,418	76,180	79,467	69,900	0
\$90,001 - \$150,000	23.21%	117,877	96,700	134,271	113,333	0
\$150,001 - \$170,000	16.07%	162,567	0	164,800	164,467	0
\$170,001 - \$220,000	16.07%	194,278	0	202,200	176,500	0
\$220,001 and up	10.71%	291,783	0	214,750	324,700	0
Average List Price		136,180	65,323	144,943	186,815	0
Total Closed Units	100%	136,180	13	30	13	0
Total Closed Volume		7,626,100	849.20K	4.35M	2.43M	0.00B

June 2019



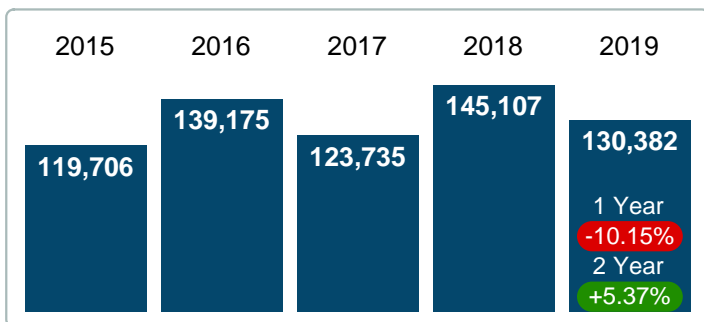
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



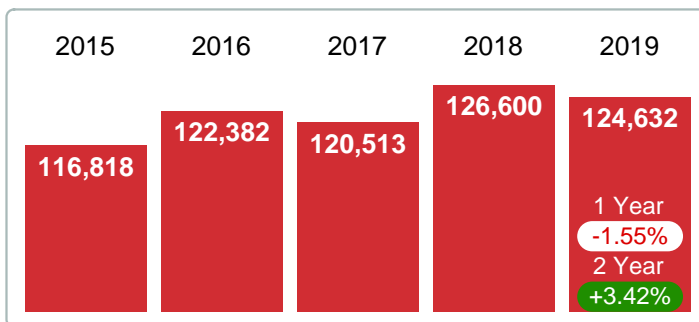
AVERAGE SOLD PRICE AT CLOSING

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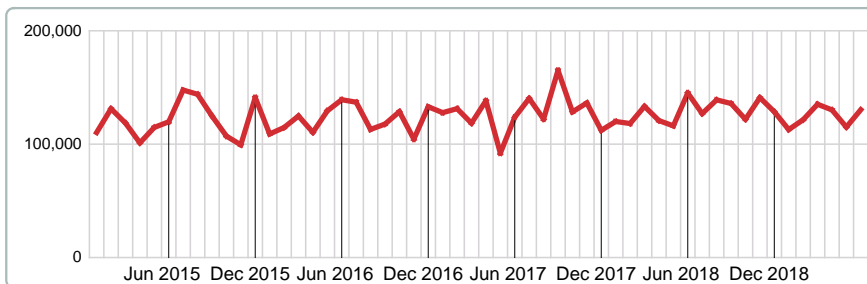
JUNE



YEAR TO DATE (YTD)

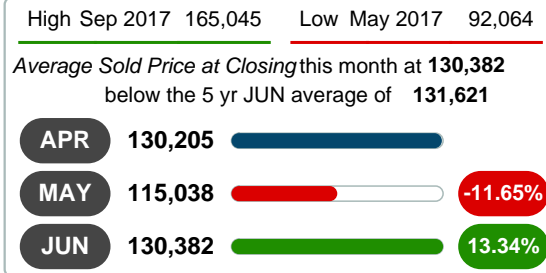


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 131,621



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
\$40,000 and less	7.14%	31,375	31,375	0	0	0
\$40,001 - \$50,000	8.93%	47,880	47,250	47,450	50,000	0
\$50,001 - \$90,000	21.43%	69,950	70,980	69,917	65,000	0
\$90,001 - \$150,000	21.43%	119,250	98,000	129,000	110,667	0
\$150,001 - \$170,000	16.07%	159,444	0	157,917	162,500	0
\$170,001 - \$220,000	14.29%	196,451	0	199,301	176,500	0
\$220,001 and up	10.71%	276,583	0	222,750	303,500	0
Average Sold Price		130,382	59,300	140,184	178,846	0
Total Closed Units	100%	130,382	13	30	13	0
Total Closed Volume		7,301,405	770.90K	4.21M	2.33M	0.00B

June 2019



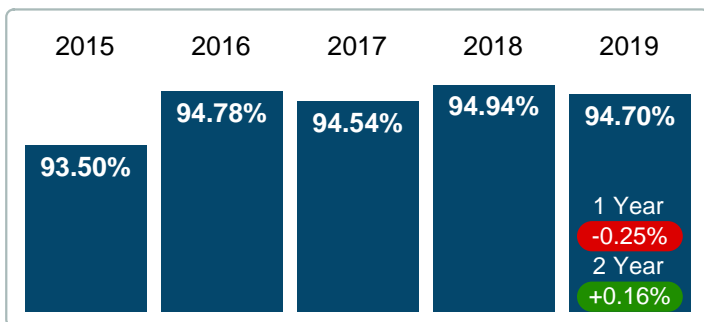
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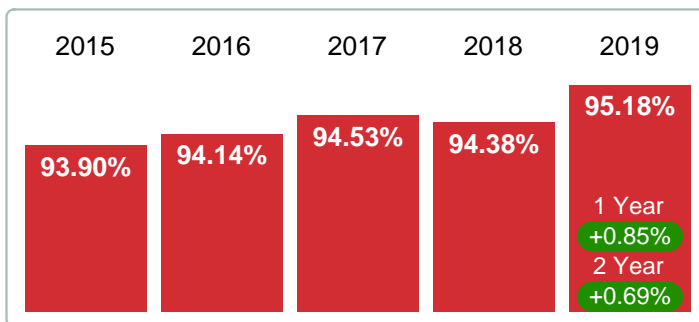
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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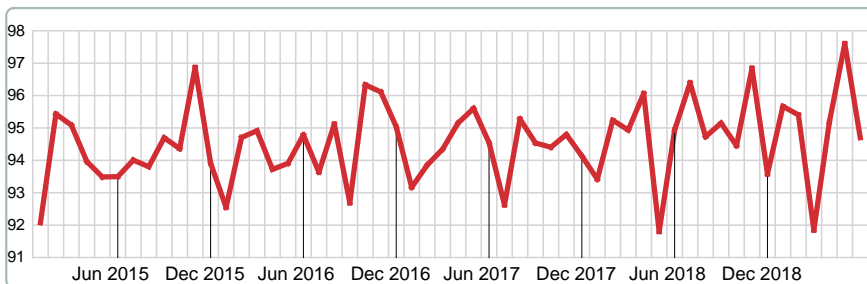
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

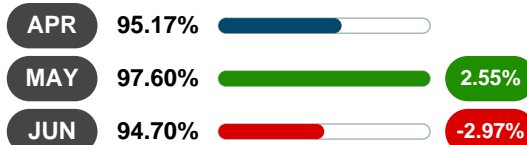


3 MONTHS

5 year JUN AVG = 94.49%

High May 2019 97.60% Low May 2018 91.80%

Average Sold/List Ratio this month at **94.70%**
above the 5 yr JUN average of **94.49%**



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
\$40,000 and less	4	7.14%	78.22%	78.22%	0.00%	0.00%	0.00%
\$40,001 \$50,000	5	8.93%	94.77%	90.04%	96.88%	100.00%	0.00%
\$50,001 \$90,000	12	21.43%	91.58%	93.95%	89.36%	92.99%	0.00%
\$90,001 \$150,000	12	21.43%	97.70%	101.34%	96.59%	97.86%	0.00%
\$150,001 \$170,000	9	16.07%	96.90%	0.00%	95.97%	98.77%	0.00%
\$170,001 \$220,000	8	14.29%	98.87%	0.00%	98.71%	100.00%	0.00%
\$220,001 and up	6	10.71%	97.01%	0.00%	103.72%	93.65%	0.00%
Average Sold/List Ratio		94.70%		89.65%	96.01%	96.73%	0.00%
Total Closed Units		56	100%	13	30	13	
Total Closed Volume		7,301,405		770.90K	4.21M	2.33M	0.00B

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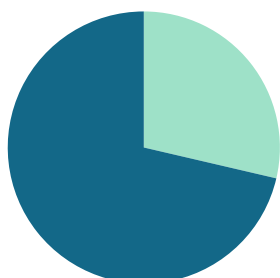
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

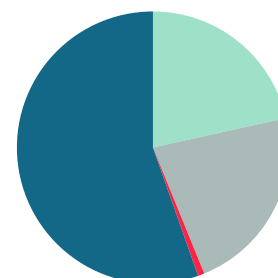


Inventory
 New Listings
59 = 28.64%
 Start Inventory
147
 Total Inventory Units
206
 Volume
\$25,109,397

Market Activity

Closed Sales
56 = 21.54%
 Pending Sales
58 = 22.31%
 Other Off Market
2 = 0.77%
 Active Inventory
144 = 55.38%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	62	56	-9.68%	276	308	11.59%
Pending Sales	57	58	1.75%	321	358	11.53%
New Listings	75	59	-21.33%	359	355	-1.11%
Average List Price	150,436	136,180	-9.48%	132,742	129,926	-2.12%
Average Sale Price	145,107	130,382	-10.15%	126,600	124,632	-1.55%
Average Percent of Selling Price to List Price	94.94%	94.70%	-0.25%	94.38%	95.18%	0.85%
Average Days on Market to Sale	131.61	117.46	-10.75%	135.71	145.05	6.88%
Monthly Inventory	181	144	-20.44%	181	144	-20.44%
Months Supply of Inventory	3.86	2.81	-27.18%	3.86	2.81	-27.18%

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

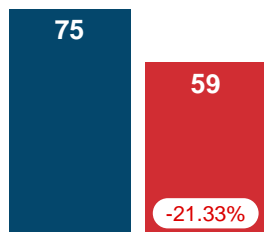
Inventory on June 30, 2019 = **144**

2018 **2019**

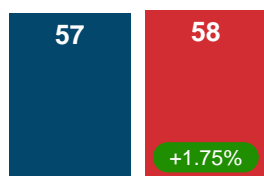
JUNE MARKET

AVERAGE PRICES

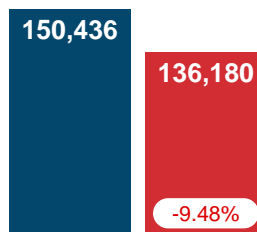
New Listings



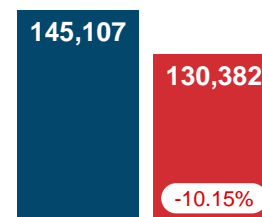
Pending Listings



List Price



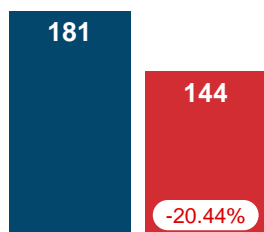
Sale Price



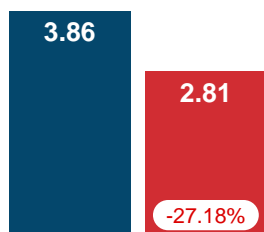
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

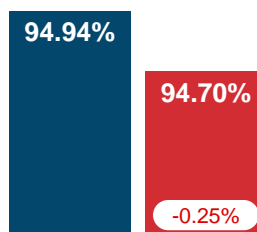
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

