

June 2019



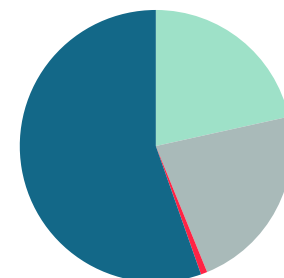
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



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%
Median List Price	136,450	132,450	-2.93%
Median Sale Price	135,000	128,500	-4.81%
Median Percent of Selling Price to List Price	97.24%	97.50%	0.27%
Median Days on Market to Sale	113.00	74.00	-34.51%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **4.81%** in June 2019 to \$128,500 versus the previous year at \$135,000.

Median Days on Market Shortens

The median number of **74.00** days that homes spent on the market before selling decreased by 39.00 days or **34.51%** in June 2019 compared to last year's same month at **113.00** DOM.

Sales Success for June 2019 is Positive

Overall, with Median 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.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median 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

June 2019



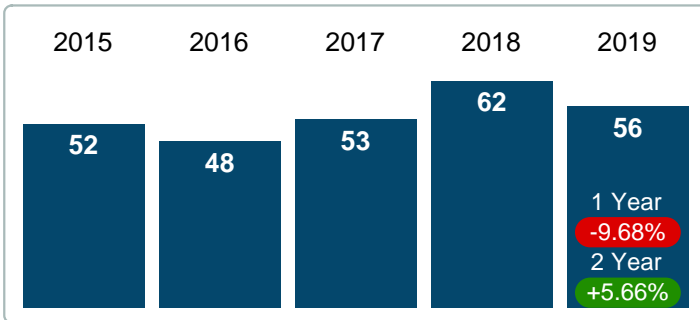
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



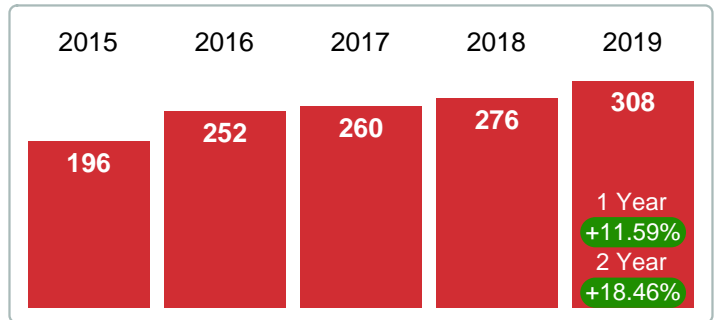
CLOSED LISTINGS

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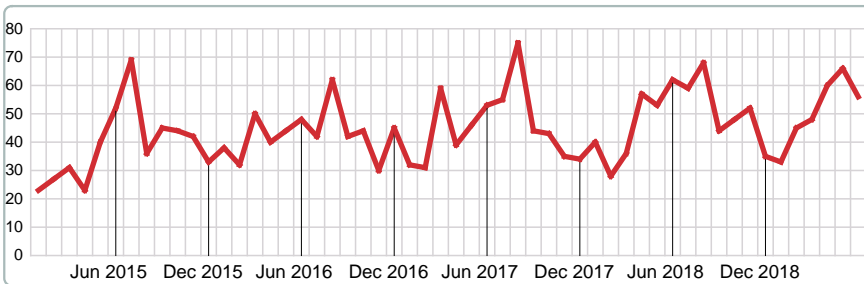
JUNE



YEAR TO DATE (YTD)

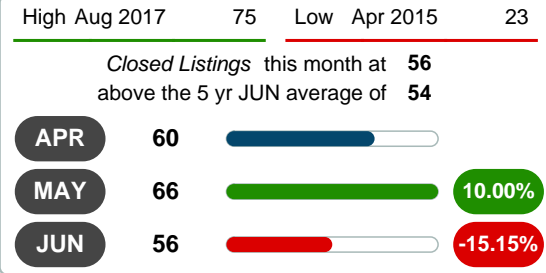


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 54



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	7.14%	74.0	4	0	0	0
\$40,001 - \$50,000	5	8.93%	84.0	2	2	1	0
\$50,001 - \$90,000	12	21.43%	66.5	5	6	1	0
\$90,001 - \$150,000	12	21.43%	65.5	2	7	3	0
\$150,001 - \$170,000	9	16.07%	121.0	0	6	3	0
\$170,001 - \$220,000	8	14.29%	62.0	0	7	1	0
\$220,001 and up	6	10.71%	64.5	0	2	4	0
Total Closed Units	56			13	30	13	0
Total Closed Volume	7,301,405	100%	74.0	770.90K	4.21M	2.33M	0.00B
Median Closed Price	\$128,500			\$57,000	\$147,250	\$164,500	\$0

June 2019



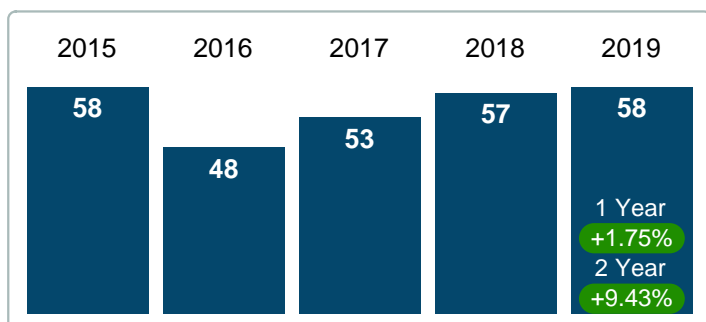
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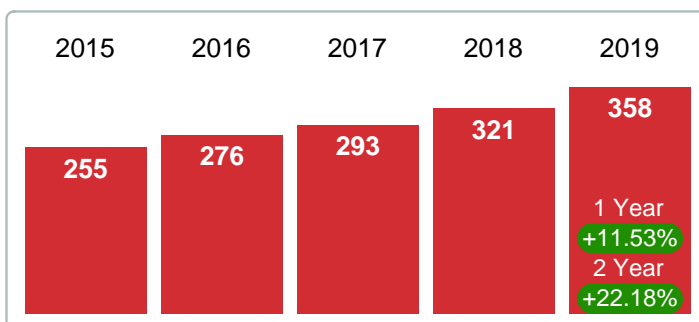
PENDING LISTINGS

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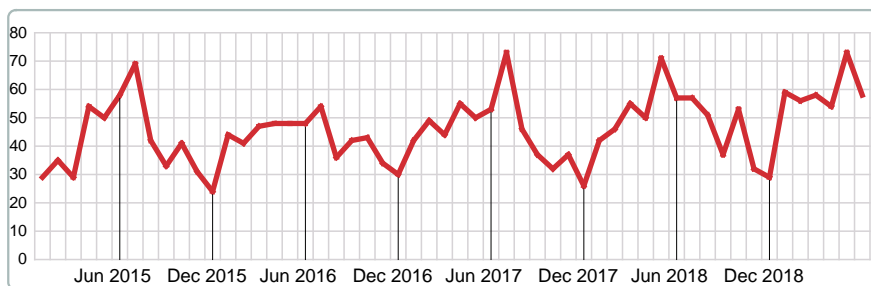
JUNE



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	8.62%	50.0	2	2	1	0
\$50,001 - \$70,000	8	13.79%	26.5	3	3	2	0
\$70,001 - \$90,000	8	13.79%	41.5	4	4	0	0
\$90,001 - \$150,000	15	25.86%	38.0	3	8	4	0
\$150,001 - \$170,000	7	12.07%	54.0	1	5	1	0
\$170,001 - \$210,000	7	12.07%	22.0	0	5	2	0
\$210,001 and up	8	13.79%	33.5	2	3	3	0
Total Pending Units	58			15	30	13	0
Total Pending Volume	7,396,399	100%	31.0	1.52M	3.96M	1.92M	0.00B
Median Listing Price	\$130,200			\$85,000	\$138,250	\$149,000	\$0

June 2019



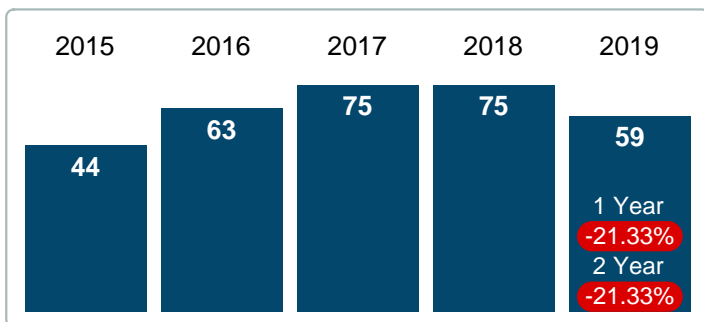
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



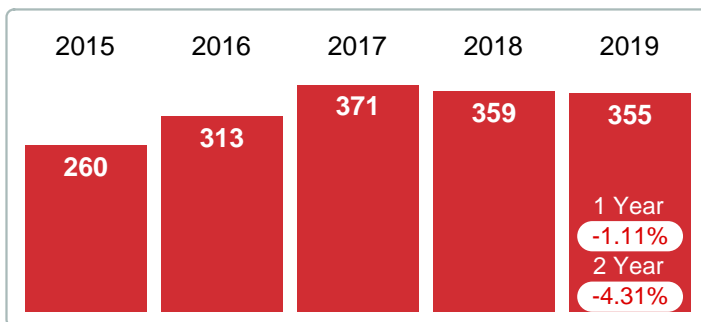
NEW LISTINGS

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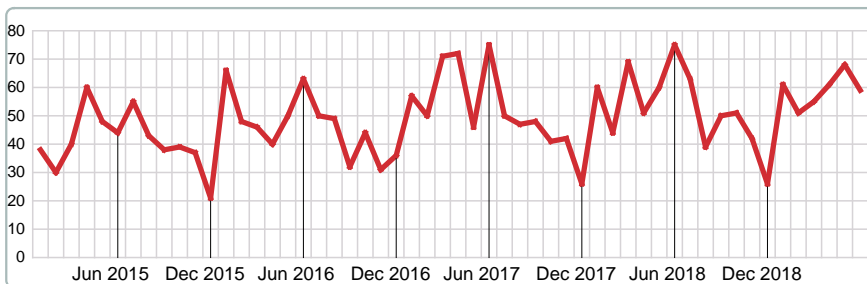
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 63

High Jun 2018: 75 | Low Dec 2015: 21

New Listings this month at **59**
below the 5 yr JUN average of **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
Median New Listed Listing Price	\$125,000		\$84,000	\$141,500	\$226,950	\$0

June 2019



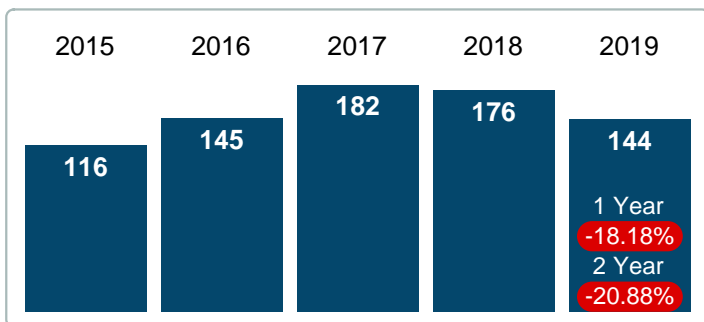
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



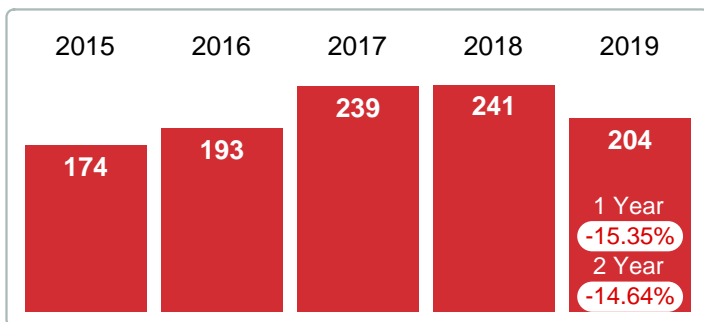
ACTIVE INVENTORY

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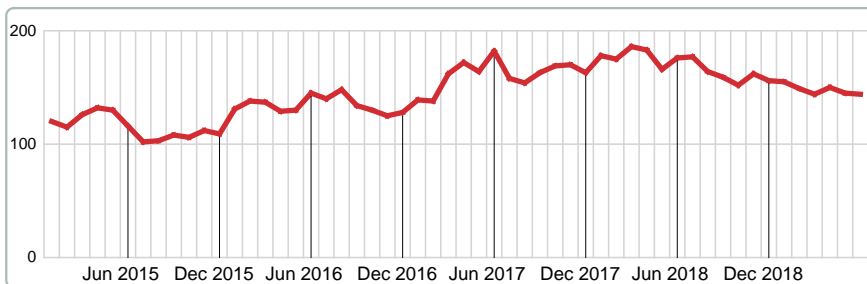
END OF JUNE



ACTIVE DURING JUNE

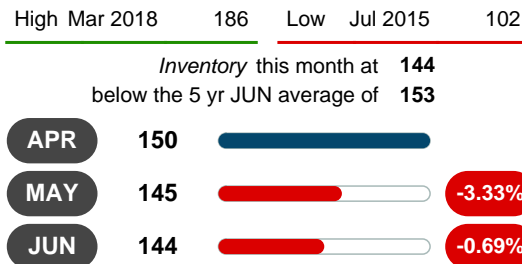


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 153



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	10	6.94%	137.5	6	4	0	0
\$30,001 - \$40,000	15	10.42%	120.0	9	6	0	0
\$40,001 - \$70,000	29	20.14%	55.0	11	17	1	0
\$70,001 - \$130,000	36	25.00%	76.0	14	19	3	0
\$130,001 - \$160,000	19	13.19%	68.0	2	14	2	1
\$160,001 - \$210,000	18	12.50%	59.5	2	14	2	0
\$210,001 and up	17	11.81%	64.0	0	9	8	0
Total Active Inventory by Units	144			44	83	16	1
Total Active Inventory by Volume	17,009,598	100%	74.5	3.01M	10.09M	3.77M	137.50K
Median Active Inventory Listing Price	\$96,000			\$55,000	\$115,900	\$224,500	\$137,500

June 2019



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



MONTHS SUPPLY of INVENTORY (MSI)

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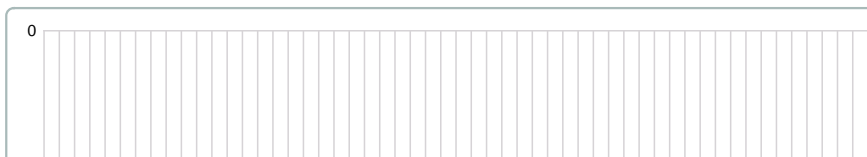
MSI FOR JUNE

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



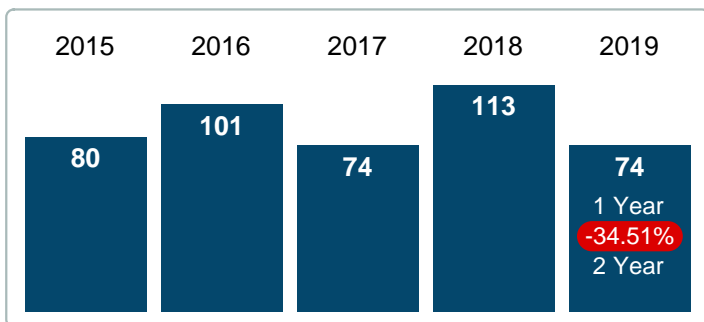
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



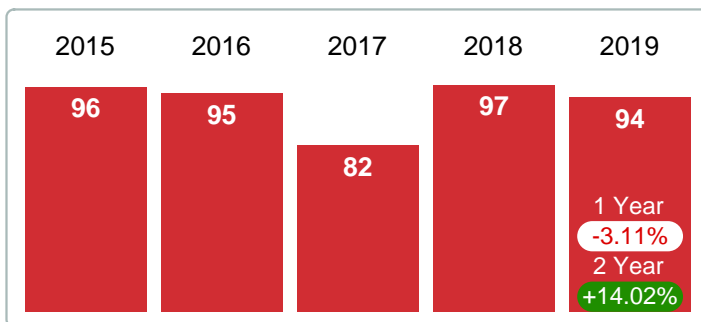
MEDIAN DAYS ON MARKET TO SALE

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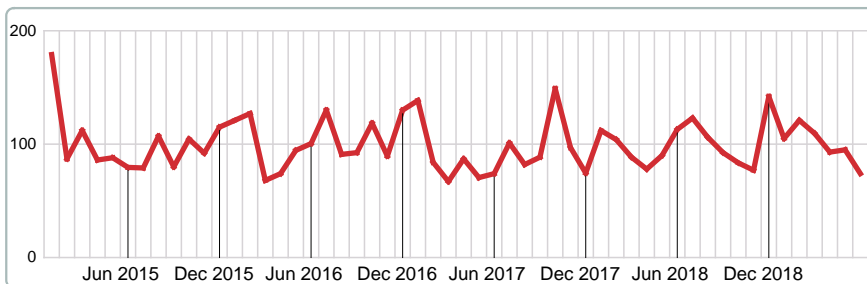
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

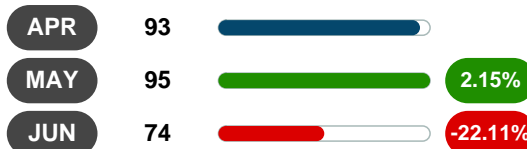


3 MONTHS

5 year JUN AVG = 88

High Jan 2015 179 Low Mar 2017 67

Median Days on Market to Sale this month at 74 below the 5 yr JUN average of 88



MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range	%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	7.14%	74	74	0	0	0
\$40,001 - \$50,000	8.93%	84	107	160	35	0
\$50,001 - \$90,000	21.43%	67	66	61	67	0
\$90,001 - \$150,000	21.43%	66	92	58	90	0
\$150,001 - \$170,000	16.07%	121	0	213	74	0
\$170,001 - \$220,000	14.29%	62	0	50	113	0
\$220,001 and up	10.71%	65	0	63	65	0
Median Closed DOM		74	78	68	74	0
Total Closed Units	100%	56	13	30	13	
Total Closed Volume		7,301,405	770.90K	4.21M	2.33M	0.00B

June 2019



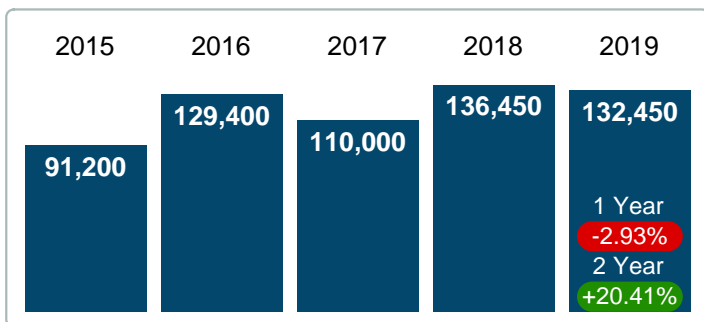
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



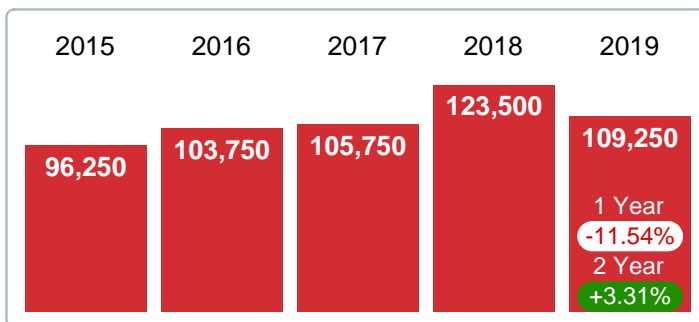
MEDIAN LIST PRICE AT CLOSING

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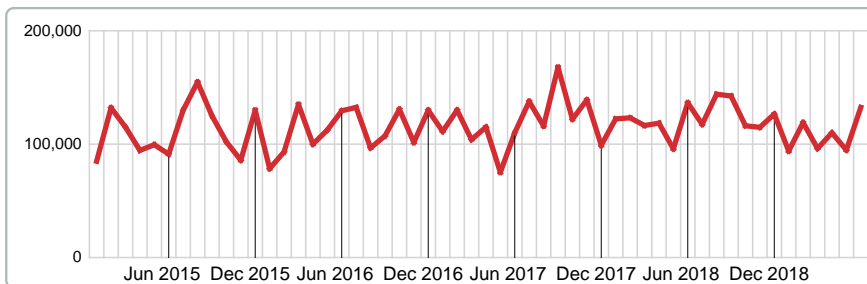
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

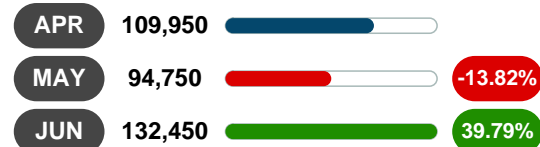


3 MONTHS

5 year JUN AVG = 119,900

High Sep 2017 167,750 Low May 2017 75,200

Median List Price at Closing this month at **132,450**
above the 5 yr JUN average of **119,900**



MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range	%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	1.79%	24,000	24,000	0	0	0
\$40,001 \$50,000	12.50%	49,900	49,700	48,950	50,000	0
\$50,001 \$90,000	19.64%	69,900	60,000	71,900	69,900	0
\$90,001 \$150,000	23.21%	119,900	96,900	135,900	111,000	0
\$150,001 \$170,000	16.07%	164,500	0	162,450	164,500	0
\$170,001 \$220,000	16.07%	195,000	0	196,500	176,500	0
\$220,001 and up	10.71%	261,950	0	225,950	279,900	0
Median List Price		132,450	59,000	154,950	164,500	0
Total Closed Units	100%	132,450	13	30	13	0
Total Closed Volume		7,626,100	849.20K	4.35M	2.43M	0.00B

June 2019



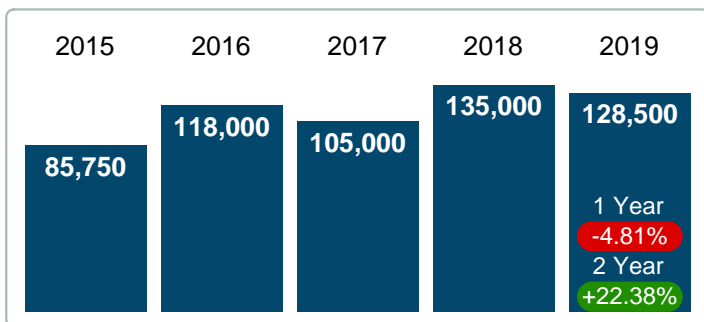
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



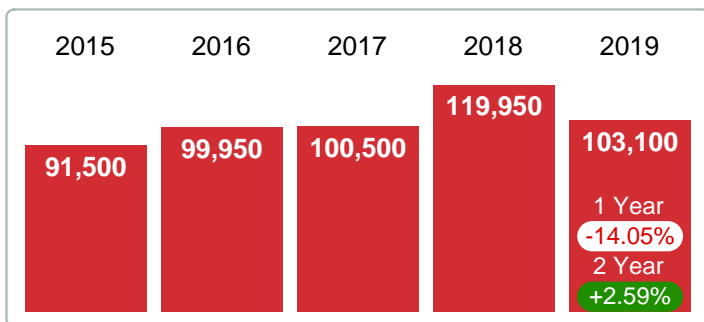
MEDIAN SOLD PRICE AT CLOSING

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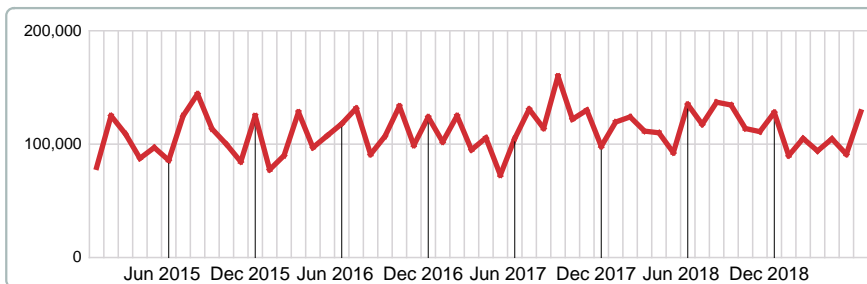
JUNE



YEAR TO DATE (YTD)

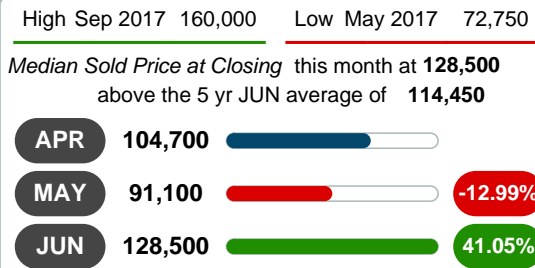


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 114,450



MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range	%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	7.14%	32,500	32,500	0	0	0
\$40,001 - \$50,000	8.93%	49,900	47,250	47,450	50,000	0
\$50,001 - \$90,000	21.43%	67,500	73,000	67,500	65,000	0
\$90,001 - \$150,000	21.43%	121,000	98,000	135,000	111,000	0
\$150,001 - \$170,000	16.07%	160,000	0	159,000	164,500	0
\$170,001 - \$220,000	14.29%	197,000	0	199,000	176,500	0
\$220,001 and up	10.71%	242,000	0	222,750	267,000	0
Median Sold Price		128,500	57,000	147,250	164,500	0
Total Closed Units	100%	128,500	13	30	13	
Total Closed Volume		7,301,405	770.90K	4.21M	2.33M	0.00B

June 2019



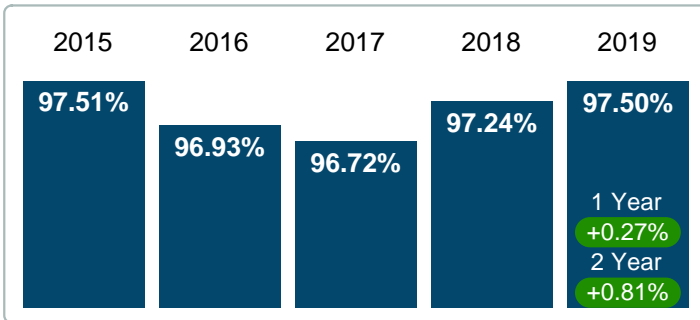
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



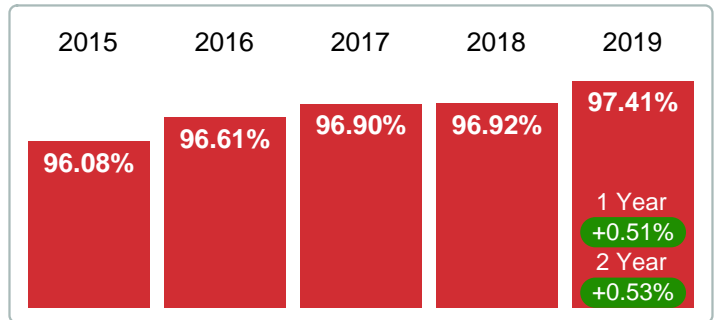
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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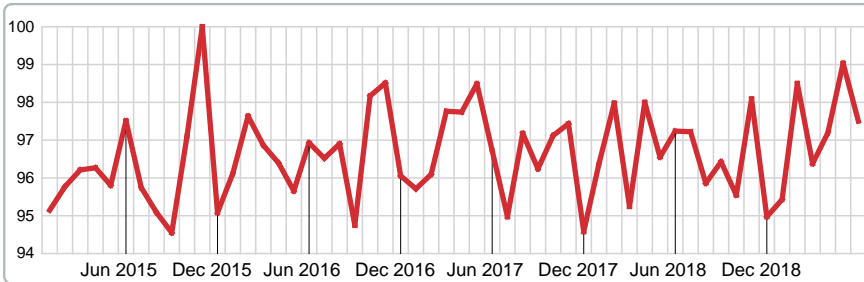
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 97.18%

High Nov 2015 100.00% Low Sep 2015 94.55%

Median Sold/List Ratio this month at **97.50%**
above the 5 yr JUN average of **97.18%**



MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	<div style="width: 7.14%;"></div> 4	7.14%	69.45%	69.45%	0.00%	0.00%	0.00%
\$40,001 \$50,000	<div style="width: 8.93%;"></div> 5	8.93%	93.75%	90.04%	96.88%	100.00%	0.00%
\$50,001 \$90,000	<div style="width: 21.43%;"></div> 12	21.43%	91.70%	95.00%	89.05%	92.99%	0.00%
\$90,001 \$150,000	<div style="width: 21.43%;"></div> 12	21.43%	100.00%	101.34%	100.00%	99.00%	0.00%
\$150,001 \$170,000	<div style="width: 16.07%;"></div> 9	16.07%	96.97%	0.00%	96.36%	100.00%	0.00%
\$170,001 \$220,000	<div style="width: 14.29%;"></div> 8	14.29%	100.00%	0.00%	100.00%	100.00%	0.00%
\$220,001 and up	<div style="width: 10.71%;"></div> 6	10.71%	98.29%	0.00%	103.72%	94.68%	0.00%
Median Sold/List Ratio		97.50%		90.91%	98.08%	99.00%	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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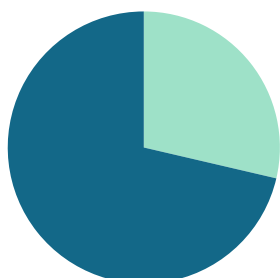
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

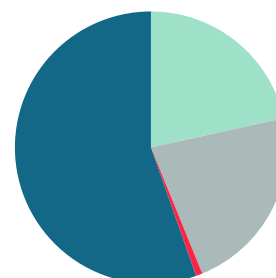


Inventory
 New Listings
59 = 28.64%
 Start Inventory
147
 Total Inventory Units
206
 Volume
\$25,109,397

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%
Median List Price	136,450	132,450	-2.93%	123,500	109,250	-11.54%
Median Sale Price	135,000	128,500	-4.81%	119,950	103,100	-14.05%
Median Percent of Selling Price to List Price	97.24%	97.50%	0.27%	96.92%	97.41%	0.51%
Median Days on Market to Sale	113.00	74.00	-34.51%	96.50	93.50	-3.11%
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

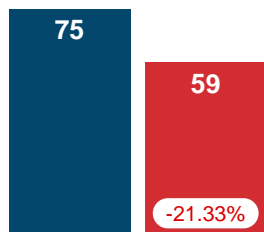
Inventory on June 30, 2019 = **144**

2018 **2019**

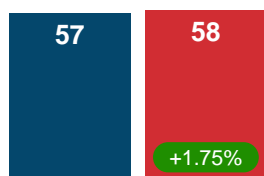
JUNE MARKET

MEDIAN PRICES

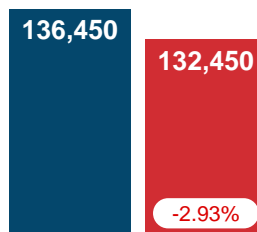
New Listings



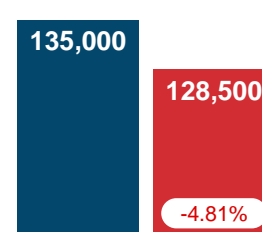
Pending Listings



List Price



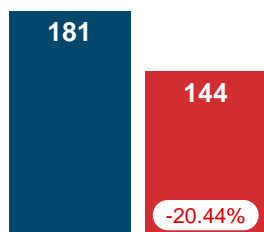
Sale Price



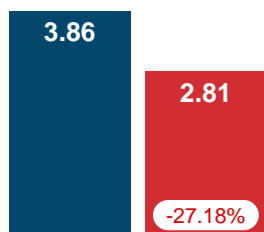
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

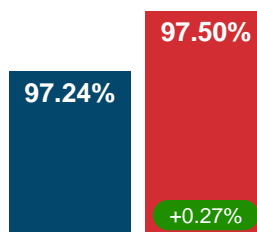
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

