

# July 2019



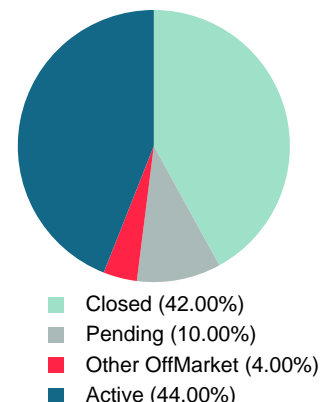
Area Delimited by School District Union - Sch Dist (9) - Leasing Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 12, 2019 for MLS Technology Inc.

Compared Metrics	2018	July 2019	+/-%
Closed Listings	13	21	61.54%
Pending Listings	2	5	150.00%
New Listings	16	14	-12.50%
Median List Price	1,195	1,275	6.69%
Median Sale Price	1,195	1,250	4.60%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	44.00	29.00	-34.09%
End of Month Inventory	35	22	-37.14%
Months Supply of Inventory	2.78	1.60	-42.48%



**Absorption:** Last 12 months, an Average of **14 Sales/Month Active Inventory** as of July 31, 2019 = **22**

### Analysis Wrap-Up

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

The total housing inventory at the end of July 2019 decreased **37.14%** to 22 existing homes available for sale. Over the last 12 months this area has had an average of 14 closed sales per month. This represents an unsold inventory index of **1.60** MSI for this period.

#### Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **4.60%** in July 2019 to \$1,250 versus the previous year at \$1,195.

#### Median Days on Market Shortens

The median number of **29.00** days that homes spent on the market before selling decreased by 15.00 days or **34.09%** in July 2019 compared to last year's same month at **44.00** DOM.

#### Sales Success for July 2019 is Positive

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

There were 14 New Listings in July 2019, down **12.50%** from last year at 16. Furthermore, there were 21 Closed Listings this month versus last year at 13, a **61.54%** increase.

Closed versus Listed trends yielded a **150.0%** ratio, up from previous year's, July 2018, at **81.3%**, a **84.62%** 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

<b>Closed Listings</b>	<b>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
<b>Median Percent of Selling Price to List Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</b>

### 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

# July 2019



Area Delimited by School District Union - Sch Dist (9) - Leasing Property Type

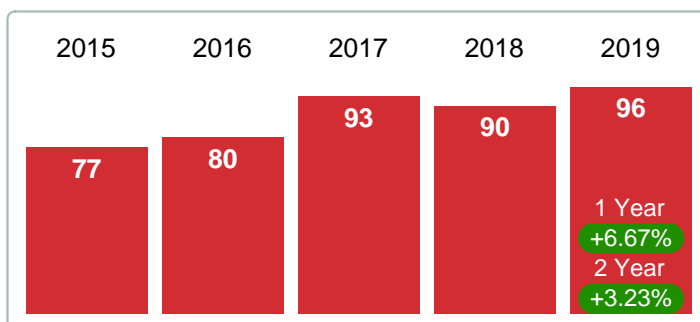
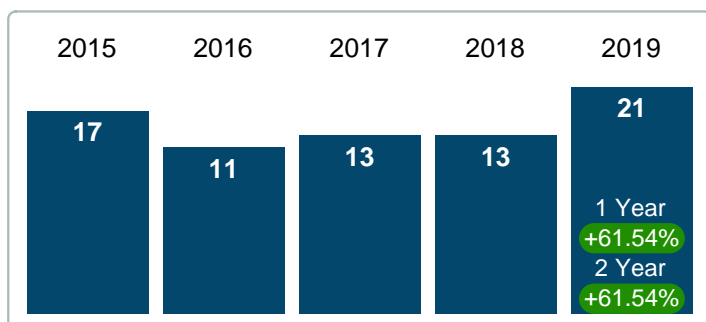


## CLOSED LISTINGS

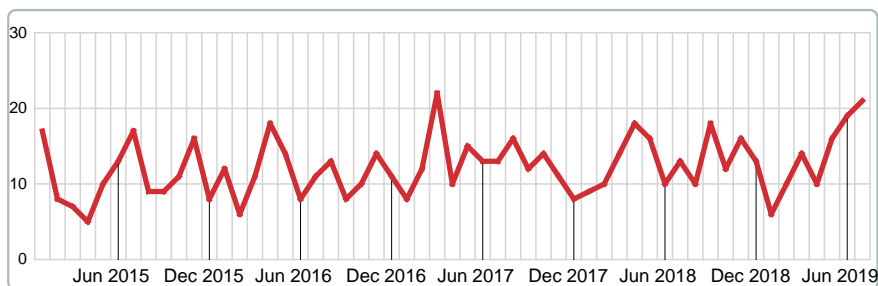
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### JULY

### YEAR TO DATE (YTD)

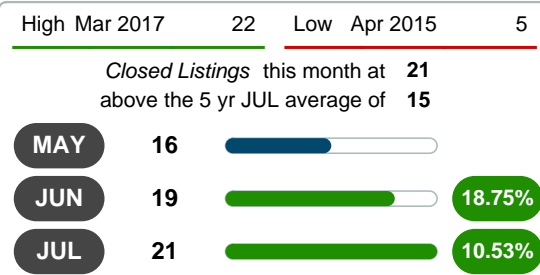


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 15



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1 \$0	0	0.00%	0.0	0	0	0	0
\$1 \$0	0	0.00%	0.0	0	0	0	0
\$1 \$0	0	0.00%	0.0	0	0	0	0
\$1 \$0	0	0.00%	0.0	0	0	0	0
\$1 \$0	0	0.00%	0.0	0	0	0	0
\$1 and up	21	100.00%	29.0	4	13	4	0
<b>Total Closed Units</b>	<b>21</b>			<b>4</b>	<b>13</b>	<b>4</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>27,525</b>	<b>100%</b>	<b>29.0</b>	<b>4,765</b>	<b>15.37K</b>	<b>7,390</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$1,250</b>			<b>\$1,210</b>	<b>\$1,195</b>	<b>\$1,620</b>	<b>\$0</b>

# July 2019



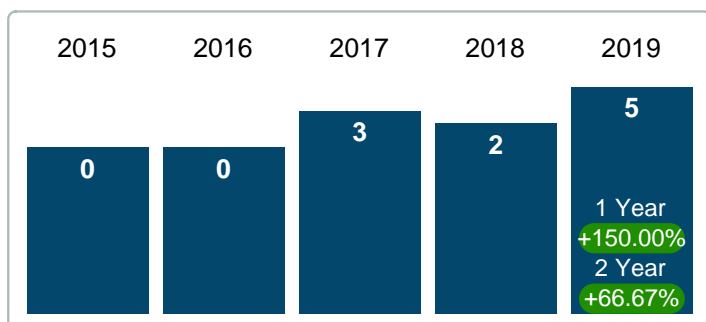
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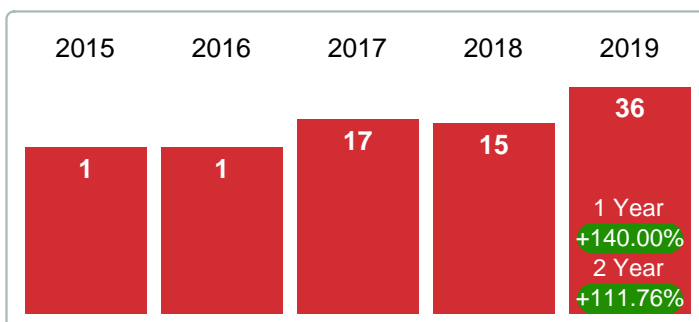
## PENDING LISTINGS

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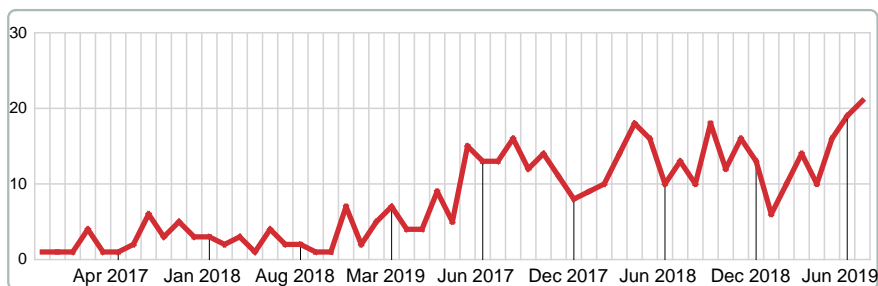
### JULY



### YEAR TO DATE (YTD)

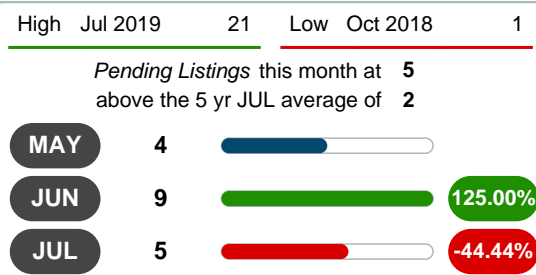


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 2



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	29.0	0	0	0	0
\$1-\$0	0	0.00%	29.0	0	0	0	0
\$1-\$0	0	0.00%	29.0	0	0	0	0
\$1-\$0	0	0.00%	29.0	0	0	0	0
\$1-\$0	0	0.00%	29.0	0	0	0	0
\$1-\$0	0	0.00%	29.0	0	0	0	0
\$1 and up	5	100.00%	63.0	1	3	1	0
Total Pending Units	5			1	3	1	0
Total Pending Volume	6,710	100%	63.0	1,195	3,015	2,500	0.00B
Median Listing Price	\$1,025			\$1,195	\$995	\$2,500	\$0

# July 2019



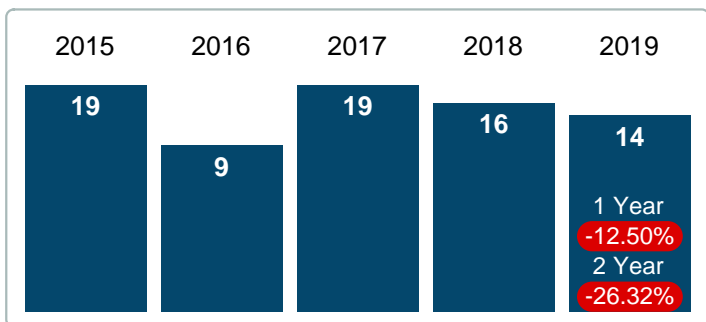
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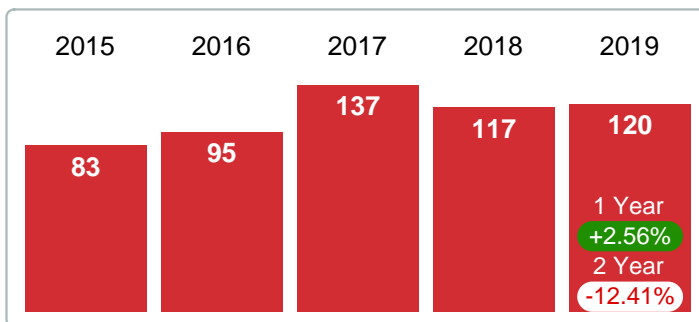
## NEW LISTINGS

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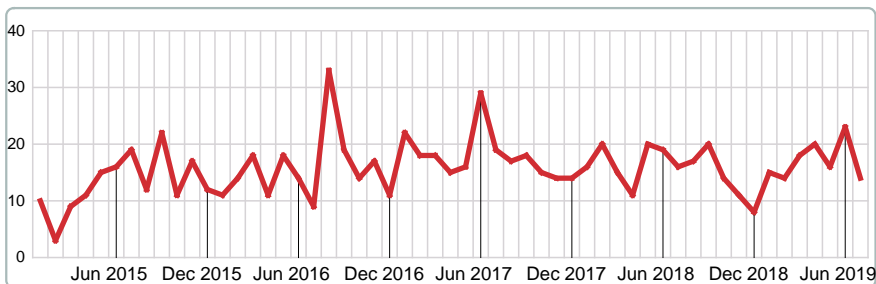
### JULY



### YEAR TO DATE (YTD)

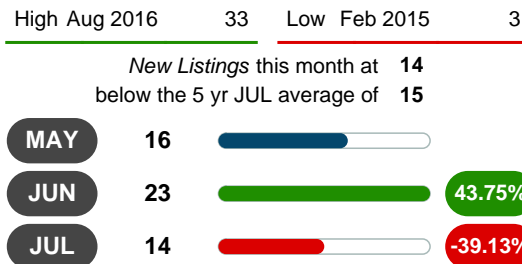


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 15



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1 and up	14	100.00%	2	9	3	0
<b>Total New Listed Units</b>	<b>14</b>		<b>2</b>	<b>9</b>	<b>3</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>16,945</b>	<b>100%</b>	<b>1,970</b>	<b>10.34K</b>	<b>4,640</b>	<b>0.00B</b>
<b>Median New Listed Listing Price</b>	<b>\$1,175</b>		<b>\$985</b>	<b>\$1,150</b>	<b>\$1,565</b>	<b>\$0</b>

# July 2019



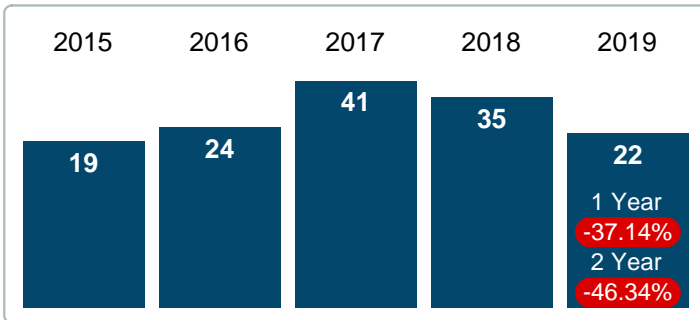
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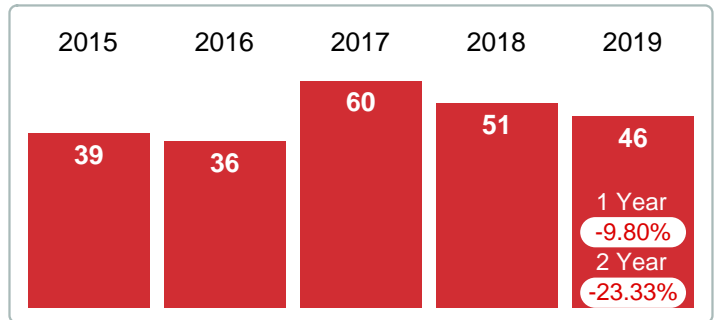
## ACTIVE INVENTORY

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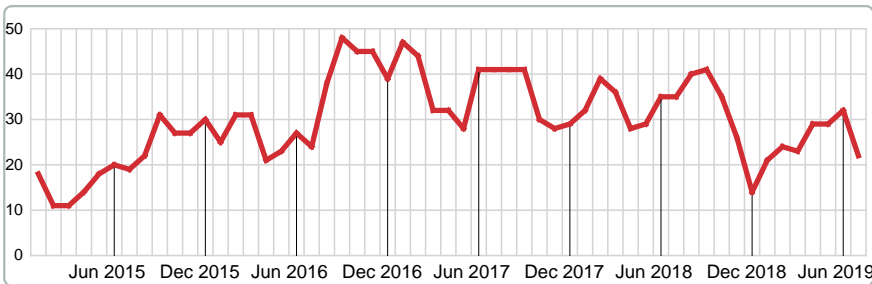
### END OF JULY



### ACTIVE DURING JULY

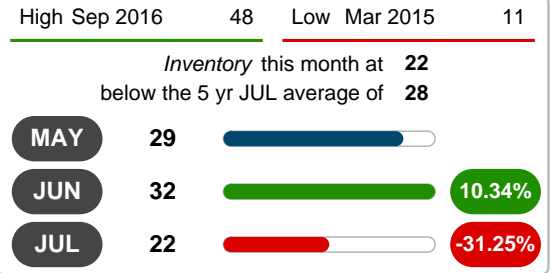


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 28



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	<div style="width: 0%;"></div>	0.00%	63.0	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div>	0.00%	63.0	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div>	0.00%	63.0	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div>	0.00%	63.0	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div>	0.00%	63.0	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div>	0.00%	63.0	0	0	0	0
\$1 and up	<div style="width: 100%;"></div>	100.00%	32.5	5	10	7	0
Total Active Inventory by Units			22	5	10	7	0
Total Active Inventory by Volume			26,590	5,855	10.91K	9,830	0.00B
Median Active Inventory Listing Price			\$1,198	\$1,195	\$1,010	\$1,450	\$0

# July 2019



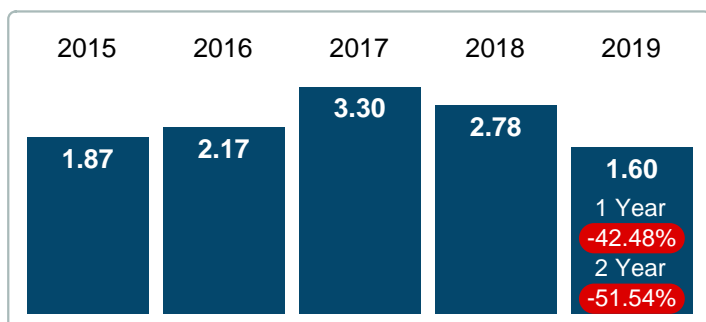
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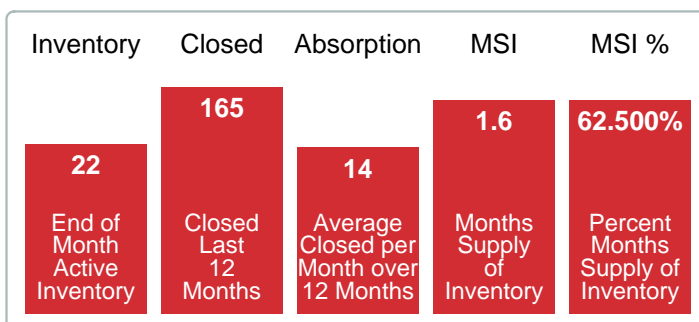
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Aug 12, 2019 for MLS Technology Inc.

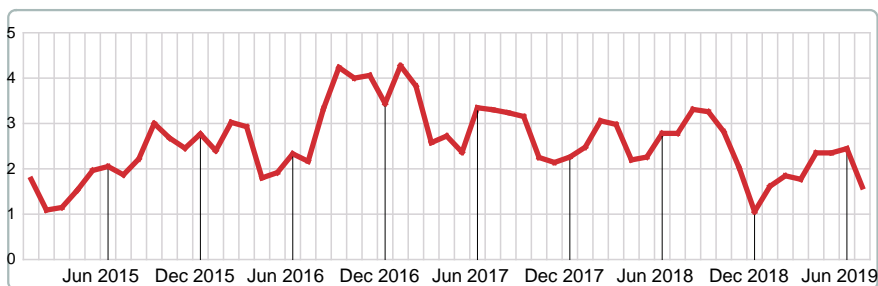
### MSI FOR JULY



### INDICATORS FOR JULY 2019

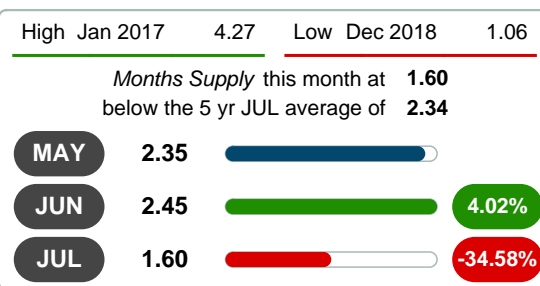


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 2.34



### 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
\$0 and less	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$1 \$0	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$1 \$0	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$1 \$0	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$1 \$0	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$1 \$0	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$1 and up	22	100.00%	1.60	6.67	1.17	1.75	0.00
Market Supply of Inventory (MSI)			1.60	6.67	1.17	1.75	0.00
Total Active Inventory by Units		100%	1.60	5	10	7	0

# July 2019



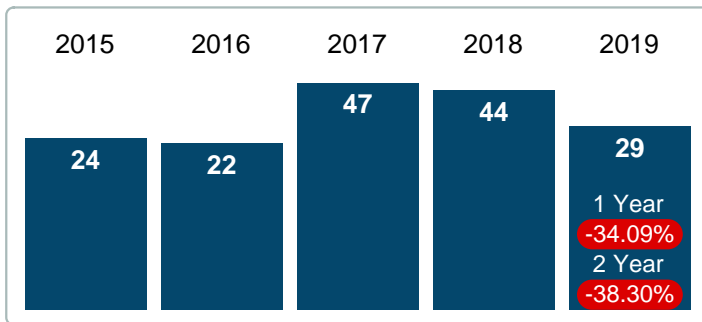
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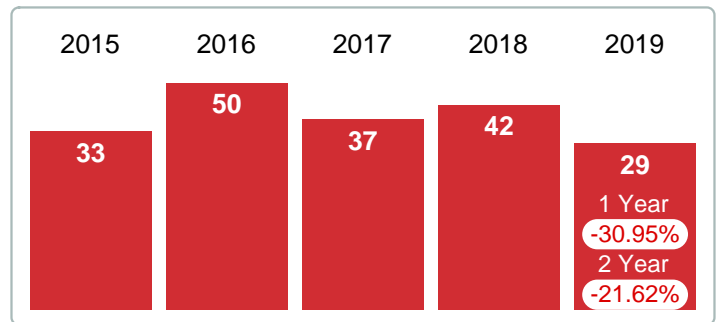
## MEDIAN DAYS ON MARKET TO SALE

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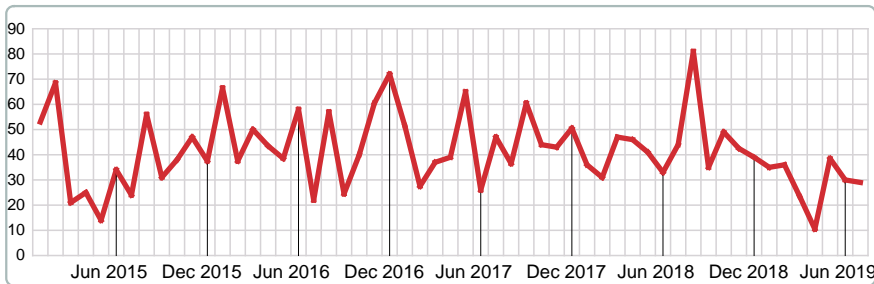
### JULY



### YEAR TO DATE (YTD)

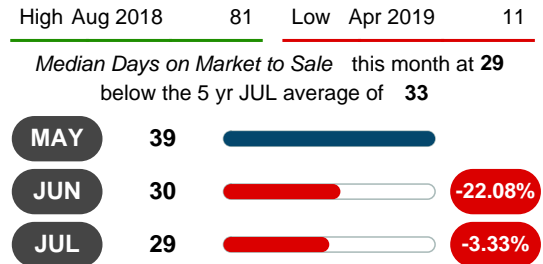


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 33



### 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
\$0 and less	0	0.00%	33	0	0	0	0
\$1 \$0	0	0.00%	33	0	0	0	0
\$1 \$0	0	0.00%	33	0	0	0	0
\$1 \$0	0	0.00%	33	0	0	0	0
\$1 \$0	0	0.00%	33	0	0	0	0
\$1 \$0	0	0.00%	33	0	0	0	0
\$1 and up	21	100.00%	29	37	26	60	0
Median Closed DOM			29	37	26	60	0
Total Closed Units		100%	29.0	4	13	4	
Total Closed Volume			27,525	4,765	15,37K	7,390	0.00B

# July 2019



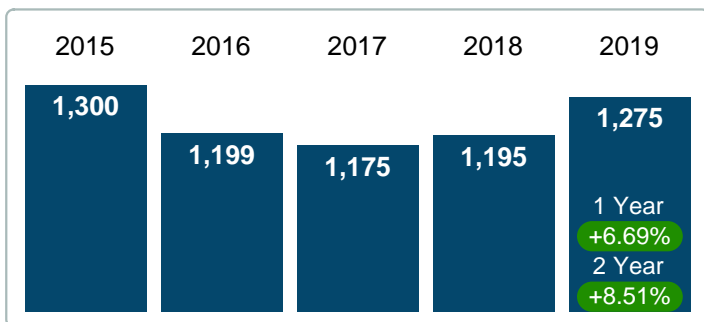
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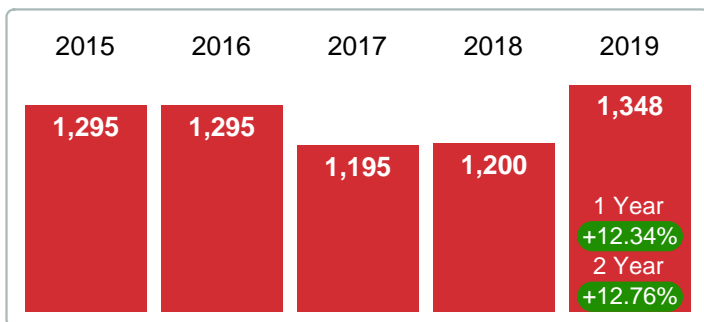
## MEDIAN LIST PRICE AT CLOSING

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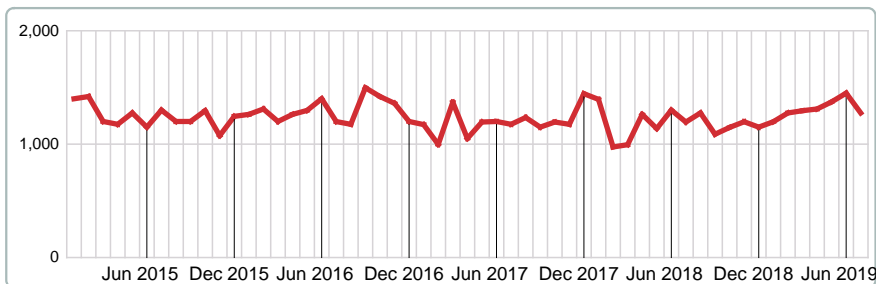
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 1,229

High Sep 2016 1,498    Low Feb 2018 975

Median List Price at Closing this month at **1,275**  
above the 5 yr JUL average of **1,229**

- MAY 1,373
- JUN 1,450 (+5.65%)
- JUL 1,275 (-12.07%)

### 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
\$0 and less	0	0.00%	29	0	0	0	0
\$1 \$0	0	0.00%	29	0	0	0	0
\$1 \$0	0	0.00%	29	0	0	0	0
\$1 \$0	0	0.00%	29	0	0	0	0
\$1 \$0	0	0.00%	29	0	0	0	0
\$1 \$0	0	0.00%	29	0	0	0	0
\$1 and up	21	100.00%	1,275	1,235	1,195	1,620	0
Median List Price			1,275	1,235	1,195	1,620	0
Total Closed Units		100%	1,275	4	13	4	
Total Closed Volume			27,540	4,815	15.39K	7,335	0.00B



# July 2019



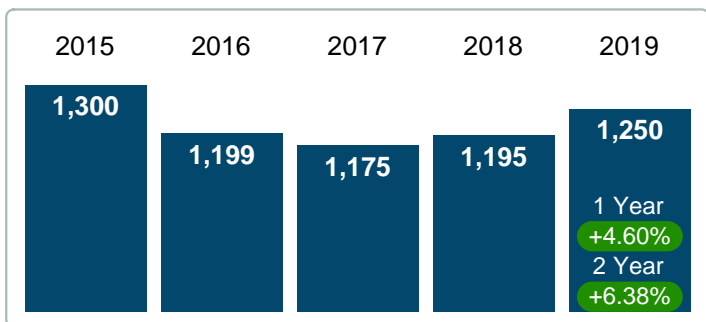
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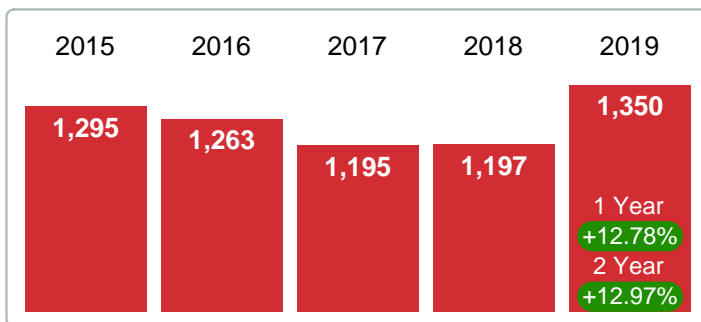
## MEDIAN SOLD PRICE AT CLOSING

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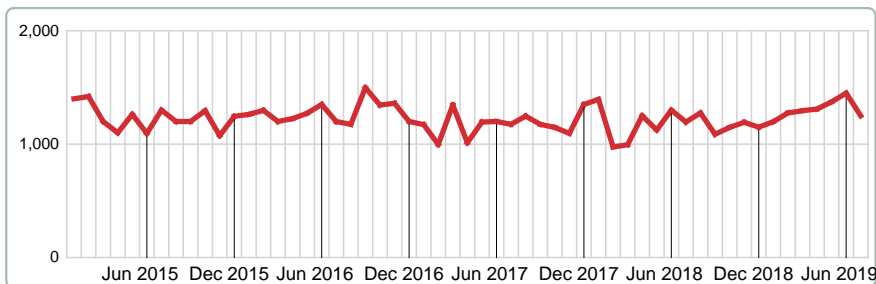
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 1,224

High Sep 2016 1,498 Low Feb 2018 975

Median Sold Price at Closing this month at 1,250 above the 5 yr JUL average of 1,224

- MAY 1,373
- JUN 1,450 +5.65%
- JUL 1,250 -13.79%

### 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
\$0 and less	0	0.00%	1,275	0	0	0	0
\$1 \$0	0	0.00%	1,275	0	0	0	0
\$1 \$0	0	0.00%	1,275	0	0	0	0
\$1 \$0	0	0.00%	1,275	0	0	0	0
\$1 \$0	0	0.00%	1,275	0	0	0	0
\$1 \$0	0	0.00%	1,275	0	0	0	0
\$1 and up	21	100.00%	1,250	1,210	1,195	1,620	0
Median Sold Price			1,250	1,210	1,195	1,620	0
Total Closed Units		100%	1,250	4	13	4	
Total Closed Volume			27,525	4,765	15.37K	7,390	0.00B

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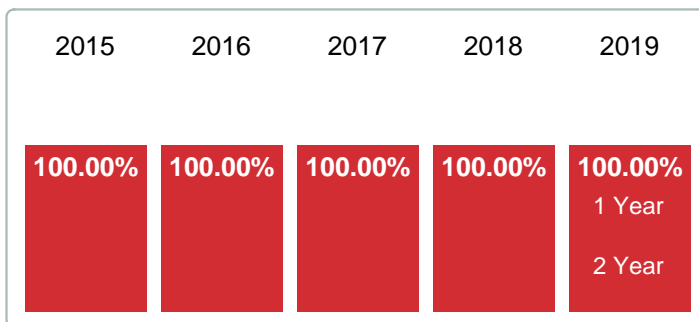
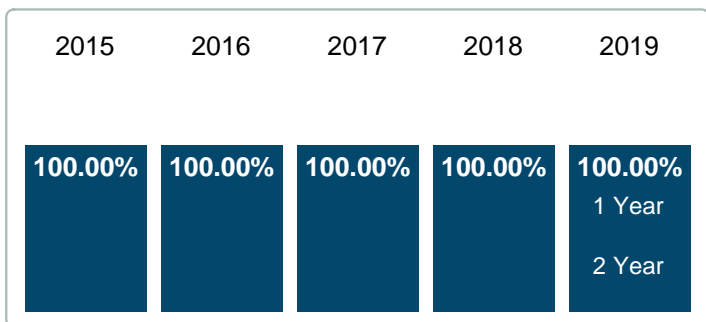


## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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### JULY

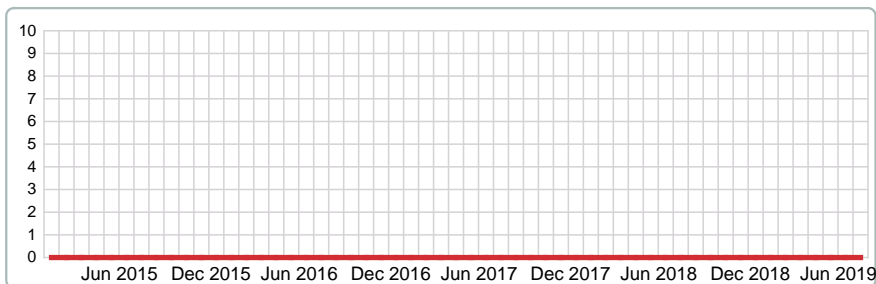
### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

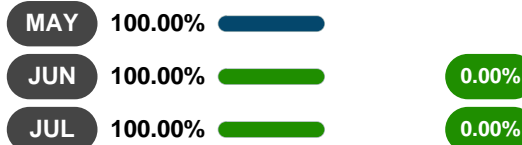
### 3 MONTHS

5 year JUL AVG = 100.00%



High Jul 2019 100.00% Low Jul 2019 100.00%

Median Sold/List Ratio this month at 100.00% equal to 5 yr JUL average of 100.00%



## 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
\$0 and less	0	0.00%	1,250.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,250.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,250.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,250.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,250.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	1,250.00%	0.00%	0.00%	0.00%	0.00%
\$1 and up	21	100.00%	100.00%	100.00%	100.00%	100.00%	0.00%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	0.00%
Total Closed Units		21	100%	4	13	4	
Total Closed Volume		27,525		4,765	15.37K	7,390	0.00B

# July 2019



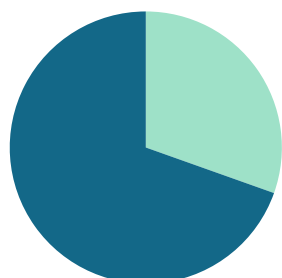
Area Delimited by School District Union - Sch Dist (9) - Leasing Property Type



## MARKET SUMMARY

Report produced on Aug 12, 2019 for MLS Technology Inc.

### INVENTORY

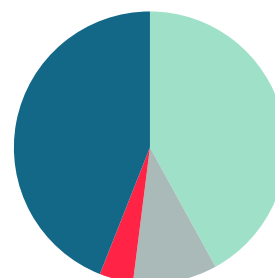


**Inventory**  
 New Listings  
**14 = 30.43%**  
 Start Inventory  
**32**  
 Total Inventory Units  
**46**  
 Volume  
**\$58,750**

### Market Activity

Closed Sales  
**21 = 42.00%**  
 Pending Sales  
**5 = 10.00%**  
 Other Off Market  
**2 = 4.00%**  
 Active Inventory  
**22 = 44.00%**

### MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	13	21	61.54%	90	96	6.67%
Pending Sales	2	5	150.00%	15	36	140.00%
New Listings	16	14	-12.50%	117	120	2.56%
Median List Price	1,195	1,275	6.69%	1,200	1,348	12.34%
Median Sale Price	1,195	1,250	4.60%	1,197	1,350	12.78%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Days on Market to Sale	44.00	29.00	-34.09%	42.00	29.00	-30.95%
Monthly Inventory	35	22	-37.14%	35	22	-37.14%
Months Supply of Inventory	2.78	1.60	-42.48%	2.78	1.60	-42.48%

**Absorption:** Last 12 months, an Average of 14 Sales/Month

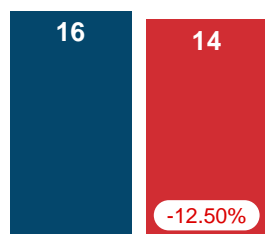
**Inventory on July 31, 2019 = 22**

**2018 2019**

### JULY MARKET

### MEDIAN PRICES

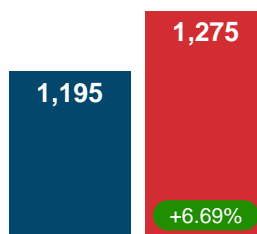
#### New Listings



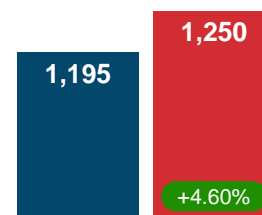
#### Pending Listings



#### List Price



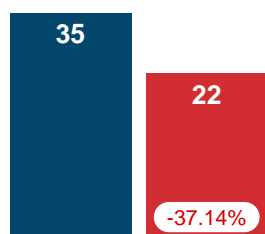
#### Sale Price



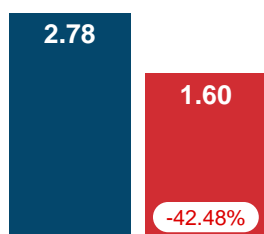
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

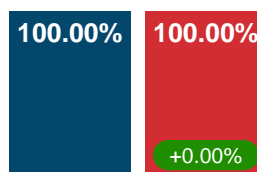
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

