



# June 2018

Area Delimited by County Of Rogers

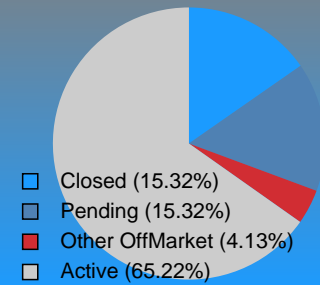


## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	June		
	2017	2018	+/-%
Closed Listings	157	152	-3.18%
Pending Listings	132	152	15.15%
New Listings	241	207	-14.11%
Average List Price	197,170	223,677	13.44%
Average Sale Price	191,954	210,033	9.42%
Average Percent of List Price to Selling Price	97.21%	96.90%	-0.32%
Average Days on Market to Sale	41.59	47.03	13.06%
End of Month Inventory	578	647	11.94%
Months Supply of Inventory	4.56	5.28	15.82%

### MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **123** Sales/Month  
**Active Inventory** as of June 30, 2018 = **647**

### Analysis Wrap-Up

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

The total housing inventory at the end of June 2018 rose **11.94%** to 647 existing homes available for sale. Over the last 12 months this area has had an average of 123 closed sales per month. This represents an unsold inventory index of **5.28** 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 **9.42%** in June 2018 to \$210,033 versus the previous year at \$191,954.

#### Average Days on Market Lengthens

The average number of **47.03** days that homes spent on the market before selling increased by 5.43 days or **13.06%** in June 2018 compared to last year's same month at **41.59** DOM.

#### Sales Success for June 2018 is Positive

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

There were 207 New Listings in June 2018, down **14.11%** from last year at 241. Furthermore, there were 152 Closed Listings this month versus last year at 157, a **-3.18%** decrease.

Closed versus Listed trends yielded a **73.4%** ratio, up from previous year's, June 2017, at **65.1%**, a **12.72%** upswing. This will certainly create pressure on an increasing 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>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average Percent of List Price to Selling 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?

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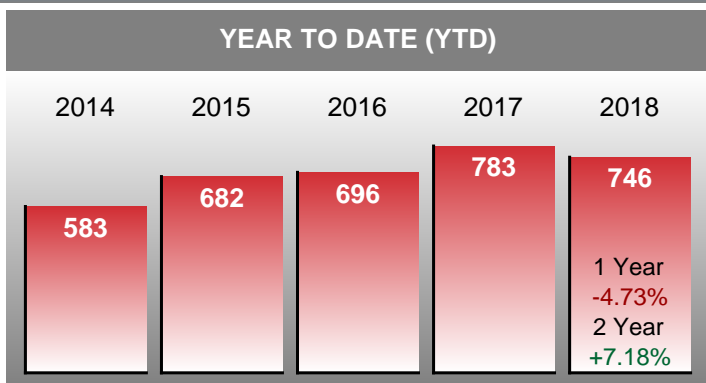
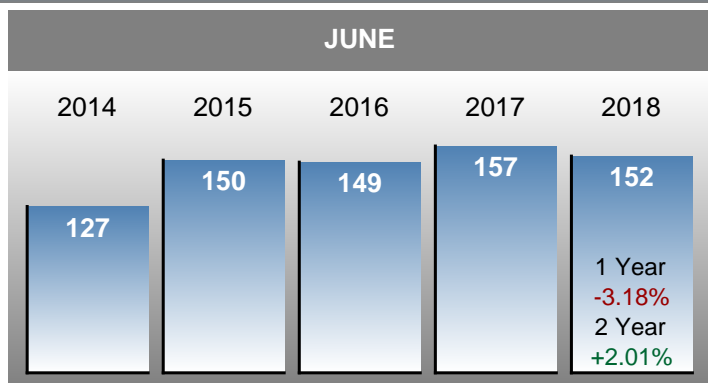
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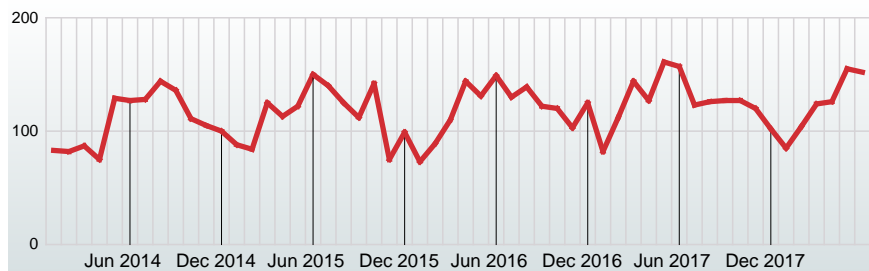
## CLOSED LISTINGS

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



### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 147      3 MONTHS



**High**  
May 2017 = 161  
**Low**  
Jan 2016 = 73  
*Closed Listings*  
this month at **152**,  
above the 5 yr JUN  
average of **147**

A	126
P	
R	
M	155
A	<b>23.02%</b>
Y	
J	152
U	<b>-1.94%</b>
N	

### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	5.92%	54.2	8	1	0	0
\$50,001 - \$100,000	16	10.53%	63.8	5	10	1	0
\$100,001 - \$125,000	15	9.87%	34.4	3	11	1	0
\$125,001 - \$200,000	55	36.18%	42.6	1	40	12	2
\$200,001 - \$250,000	21	13.82%	44.0	0	12	9	0
\$250,001 - \$325,000	16	10.53%	53.8	0	7	9	0
\$325,001 and up	20	13.16%	49.8	0	4	10	6
<b>Total Closed Units</b>	<b>152</b>			<b>17</b>	<b>85</b>	<b>42</b>	<b>8</b>
<b>Total Closed Volume</b>	<b>31,924,942</b>	<b>100%</b>	<b>47.0</b>	<b>1.08M</b>	<b>14.56M</b>	<b>11.55M</b>	<b>4.73M</b>
<b>Average Closed Price</b>	<b>\$210,033</b>			<b>\$63,765</b>	<b>\$171,294</b>	<b>\$275,089</b>	<b>\$590,899</b>

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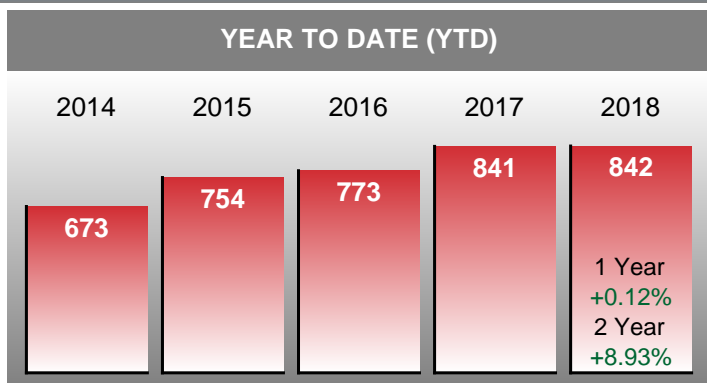
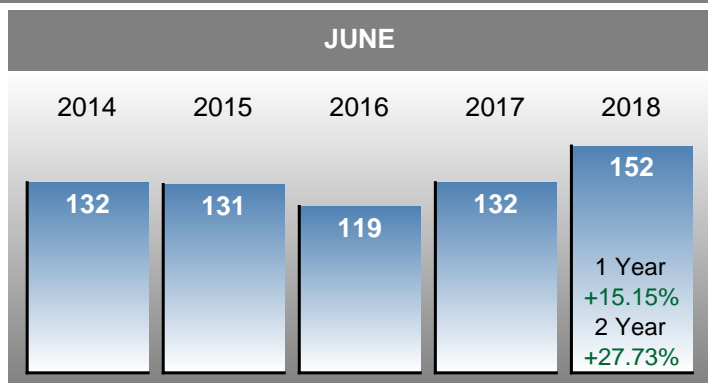
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## PENDING LISTINGS

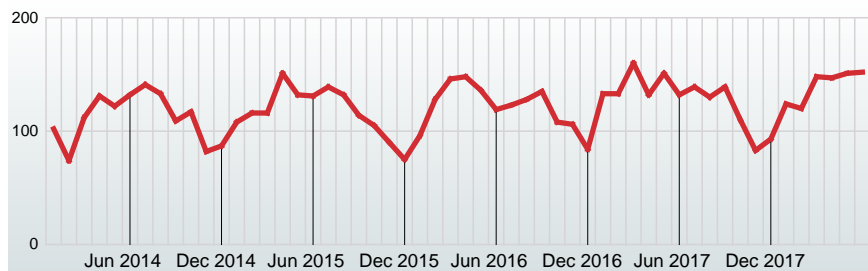
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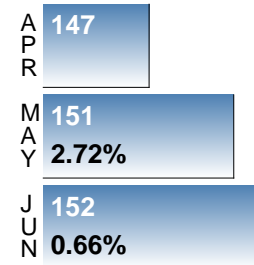
### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 133

3 MONTHS



**High**  
Mar 2017 = 160  
**Low**  
Feb 2014 = 74  
*Pending Listings*  
this month at **152**,  
above the 5 yr JUN  
average of **133**



### 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	13	8.55%	78.1	11	2	0	0
\$50,001 - \$100,000	17	11.18%	37.8	5	11	1	0
\$100,001 - \$125,000	9	5.92%	54.0	1	7	1	0
\$125,001 - \$200,000	54	35.53%	41.0	3	42	9	0
\$200,001 - \$250,000	21	13.82%	55.9	0	11	9	1
\$250,001 - \$325,000	19	12.50%	46.8	0	12	6	1
\$325,001 and up	19	12.50%	41.5	2	1	12	4
<b>Total Pending Units</b>	<b>152</b>			<b>22</b>	<b>86</b>	<b>38</b>	<b>6</b>
<b>Total Pending Volume</b>	<b>30,158,834</b>	<b>100%</b>	<b>46.7</b>	<b>2.03M</b>	<b>14.57M</b>	<b>10.99M</b>	<b>2.57M</b>
<b>Average Listing Price</b>	<b>\$262,951</b>			<b>\$92,107</b>	<b>\$169,469</b>	<b>\$289,137</b>	<b>\$428,496</b>

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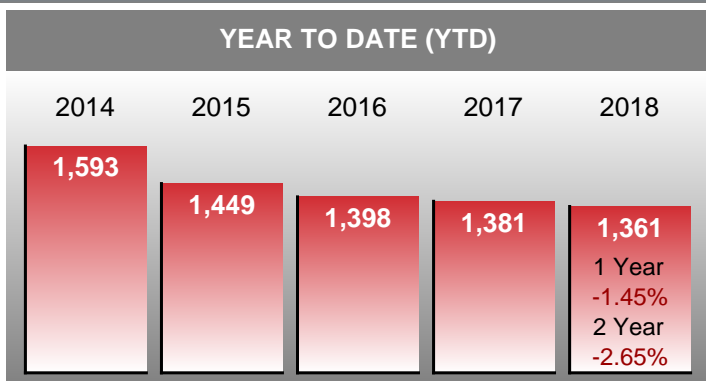
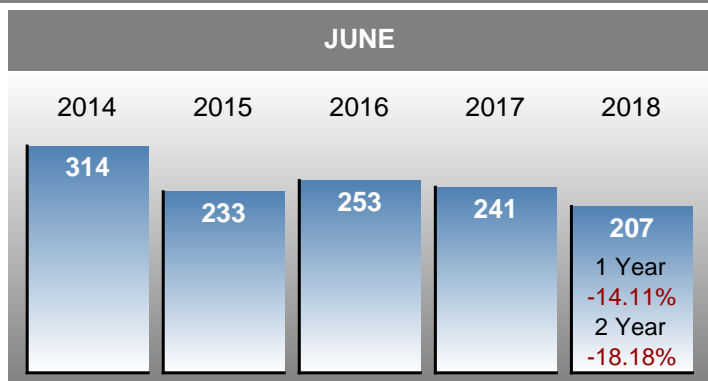
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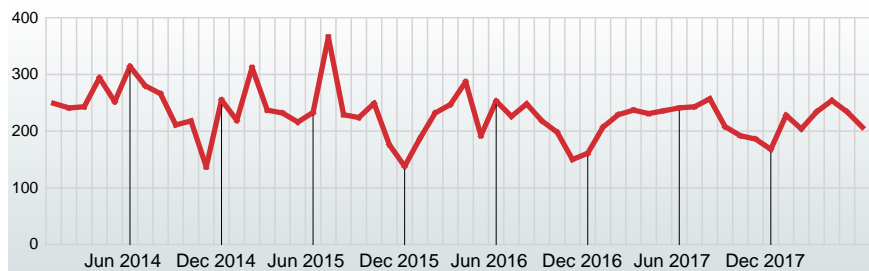


## NEW LISTINGS

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



**5 YEAR MARKET ACTIVITY TRENDS** | **5yr JUN AVG = 250** | **3 MONTHS**



**High**  
Jul 2015 = 366  
**Low**  
Nov 2014 = 137  
*New Listings*  
this month at **207**,  
below the 5 yr JUN  
average of **250**

<b>A P R</b>	254
<b>M A Y</b>	234 -7.87%
<b>J U N</b>	207 -11.54%

### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	20	9.66%	12	8	0	0
\$75,001 - \$125,000	22	10.63%	4	15	3	0
\$125,001 - \$150,000	35	16.91%	4	29	2	0
\$150,001 - \$250,000	52	25.12%	3	29	18	2
\$250,001 - \$325,000	28	13.53%	3	9	12	4
\$325,001 - \$450,000	28	13.53%	1	4	19	4
\$450,001 and up	22	10.63%	6	3	8	5
<b>Total New Listed Units</b>	207		33	97	62	15
<b>Total New Listed Volume</b>	52,234,631		6.81M	18.13M	19.93M	7.36M
<b>Average New Listed Listing Price</b>	\$229,200		\$206,444	\$186,857	\$321,490	\$490,967

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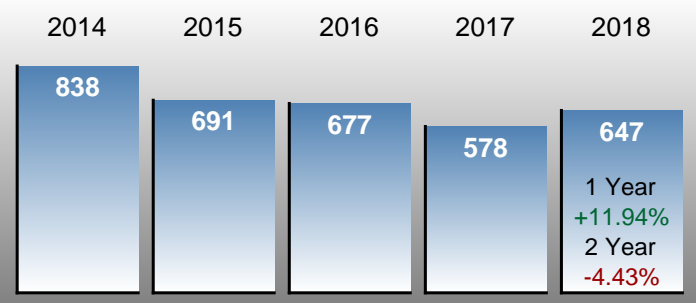
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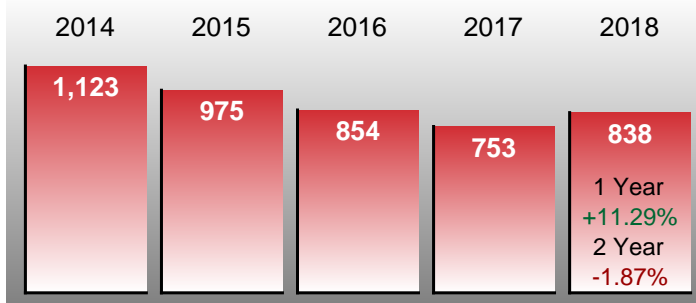
## ACTIVE INVENTORY

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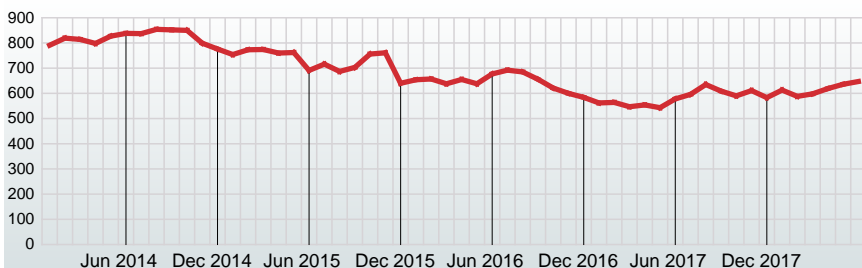
### END OF JUNE



### ACTIVE DURING JUNE



### 5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 686

3 MONTHS

**High**  
Aug 2014 = 854  
**Low**  
May 2017 = 543  
*Inventory*  
this month at **647**,  
below the 5 yr JUN  
average of **686**

A P R	619
M A Y	636 2.75%
J U N	647 1.73%

### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	56	8.66%	95.9	53	3	0	0
\$25,001 - \$75,000	89	13.76%	116.8	67	19	3	0
\$75,001 - \$125,000	78	12.06%	87.0	22	41	11	4
\$125,001 - \$225,000	154	23.80%	71.4	28	86	33	7
\$225,001 - \$350,000	126	19.47%	82.3	19	42	52	13
\$350,001 - \$525,000	81	12.52%	71.5	13	13	36	19
\$525,001 and up	63	9.74%	88.4	18	7	14	24
<b>Total Active Inventory by Units</b>	<b>647</b>			<b>220</b>	<b>211</b>	<b>149</b>	<b>67</b>
<b>Total Active Inventory by Volume</b>	<b>169,806,605</b>	<b>100%</b>	<b>85.4</b>	<b>36.37M</b>	<b>43.36M</b>	<b>48.18M</b>	<b>41.90M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$262,452</b>			<b>\$165,297</b>	<b>\$205,476</b>	<b>\$323,382</b>	<b>\$625,402</b>

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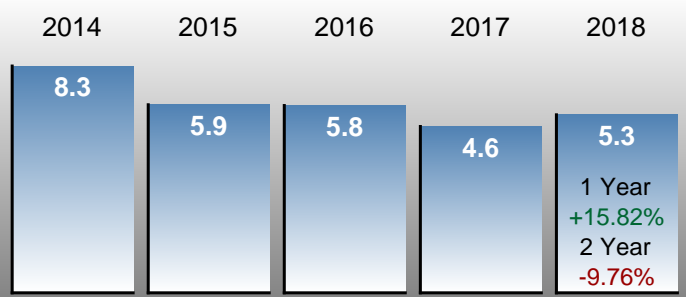
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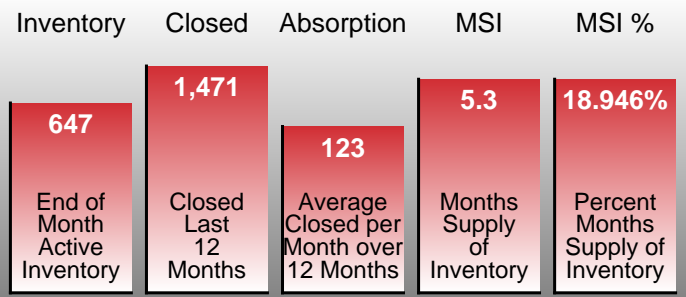
## MONTHS SUPPLY of INVENTORY (MSI)

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

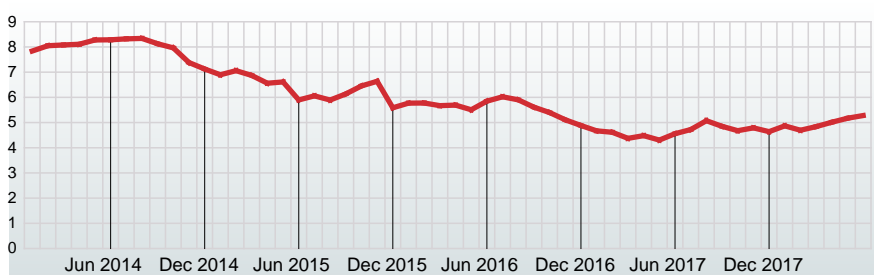
### MSI FOR JUNE



### INDICATORS FOR JUNE 2018



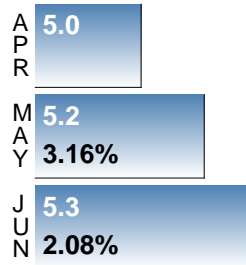
### 5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 6.0

3 MONTHS

**High**  
Aug 2014 = 8.3  
**Low**  
May 2017 = 4.3  
*Months Supply*  
this month at **5.3**,  
below the 5 yr JUN  
average of **6.0**



### 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
\$25,000 and less	56	8.66%	12.9	14.8	4.5	0.0	0.0
\$25,001 - \$75,000	89	13.76%	7.6	10.7	4.3	3.6	0.0
\$75,001 - \$125,000	78	12.06%	3.9	5.3	3.1	4.3	0.0
\$125,001 - \$225,000	154	23.80%	2.9	9.9	2.3	2.6	7.0
\$225,001 - \$350,000	126	19.47%	5.8	20.7	4.6	5.2	7.8
\$350,001 - \$525,000	81	12.52%	9.6	52.0	15.6	6.5	10.4
\$525,001 and up	63	9.74%	21.0	216.0	84.0	9.9	16.9
<b>Market Supply of Inventory (MSI)</b>	<b>5.3</b>			<b>12.2</b>	<b>3.2</b>	<b>4.5</b>	<b>11.0</b>
<b>Total Active Inventory by Units</b>	<b>647</b>	<b>100%</b>	<b>5.3</b>	<b>220</b>	<b>211</b>	<b>149</b>	<b>67</b>

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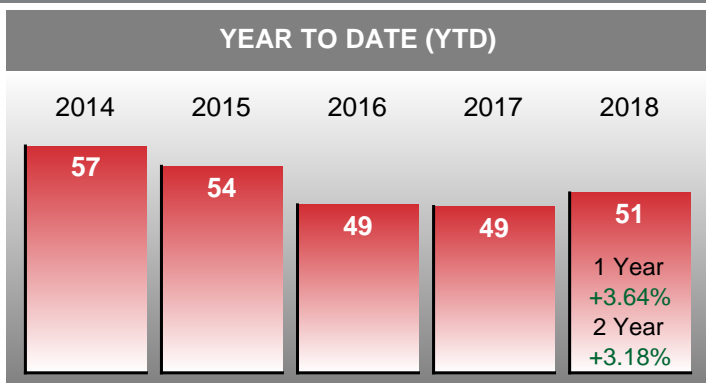
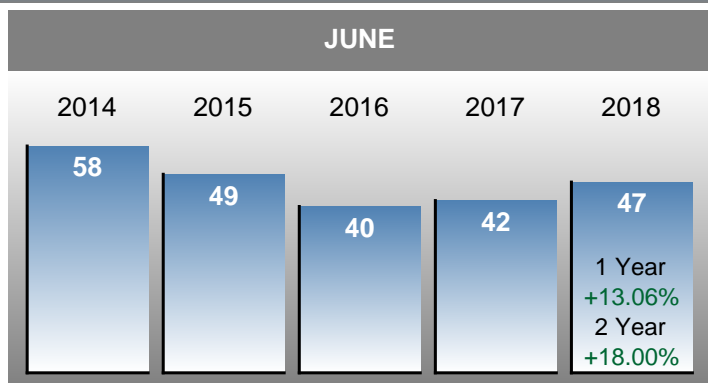
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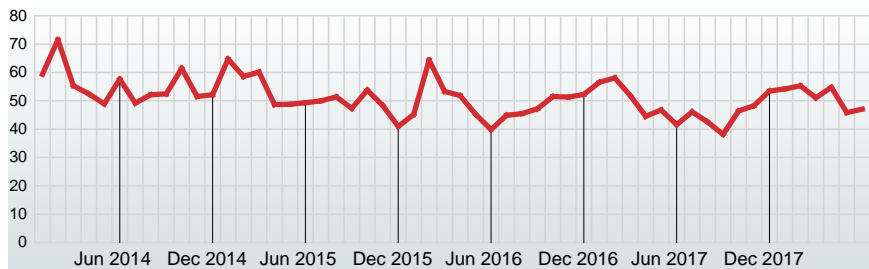


## AVERAGE DAYS ON MARKET TO SALE

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



### 5 YEAR MARKET ACTIVITY TRENDS



**5yr JUN AVG = 47**      **3 MONTHS**

**High**  
Feb 2014 = 72

**Low**  
Sep 2017 = 38

*Average Days on Market*  
this month at **47**,  
equal to 5 yr JUN  
average of **47**

A P R	55
M A Y	46
J U N	47
<b>-16.23%</b>	
<b>2.55%</b>	

### 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
\$50,000 and less	9	5.92%	54.2	60.9	1.0	0.0	0.0
\$50,001 - \$100,000	16	10.53%	63.8	58.8	68.3	43.0	0.0
\$100,001 - \$125,000	15	9.87%	34.4	12.7	39.5	43.0	0.0
\$125,001 - \$200,000	55	36.18%	42.6	14.0	36.2	57.2	98.5
\$200,001 - \$250,000	21	13.82%	44.0	0.0	47.2	39.9	0.0
\$250,001 - \$325,000	16	10.53%	53.8	0.0	54.7	53.0	0.0
\$325,001 and up	20	13.16%	49.8	0.0	13.5	72.4	36.2
<b>Average Closed DOM</b>			47.0	49.0	42.0	55.5	51.8
<b>Total Closed Units</b>		100%	47.0	17	85	42	8
<b>Total Closed Volume</b>			31,924,942	1.08M	14.56M	11.55M	4.73M

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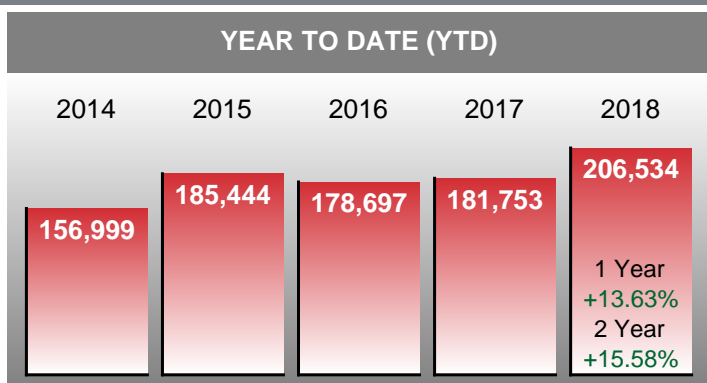
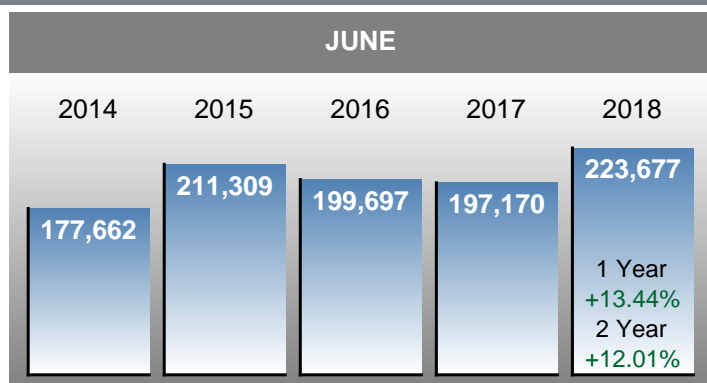
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## AVERAGE LIST PRICE AT CLOSING

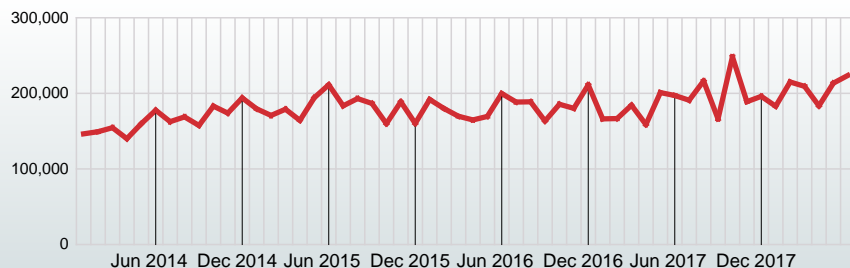
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 201,903

3 MONTHS



**High**  
Oct 2017 = 248,362  
**Low**  
Apr 2014 = 140,051  
*Average List Price*  
this month at **223,677**,  
above the 5 yr JUN  
average of **201,903**

A P R	183,431
M A Y	213,488
J U N	223,677
	4.77%

### 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
\$50,000 and less	9	5.92%	33,656	31,738	49,000	0	0
\$50,001 - \$100,000	15	9.87%	81,093	83,480	82,910	74,900	0
\$100,001 - \$125,000	13	8.55%	115,985	112,500	123,609	105,500	0
\$125,001 - \$200,000	60	39.47%	163,470	130,000	160,960	177,608	154,350
\$200,001 - \$250,000	19	12.50%	225,110	0	222,575	222,899	0
\$250,001 - \$325,000	16	10.53%	295,806	0	295,057	296,389	0
\$325,001 and up	20	13.16%	607,682	0	378,255	489,870	956,987
<b>Average List Price</b>			223,677	66,988	175,594	282,952	756,328
<b>Total Closed Units</b>		100%	223,677	17	85	42	8
<b>Total Closed Volume</b>			33,998,930	1.14M	14.93M	11.88M	6.05M

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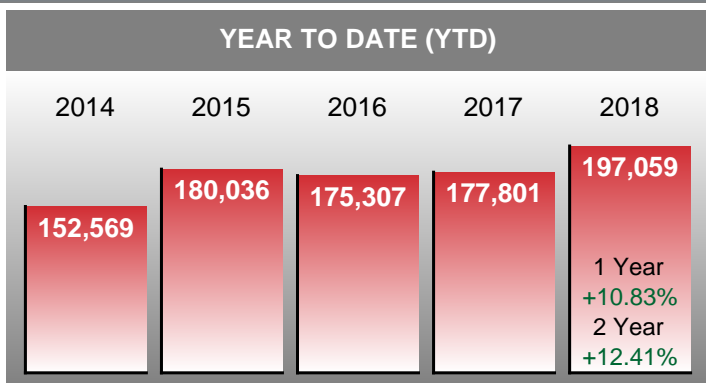
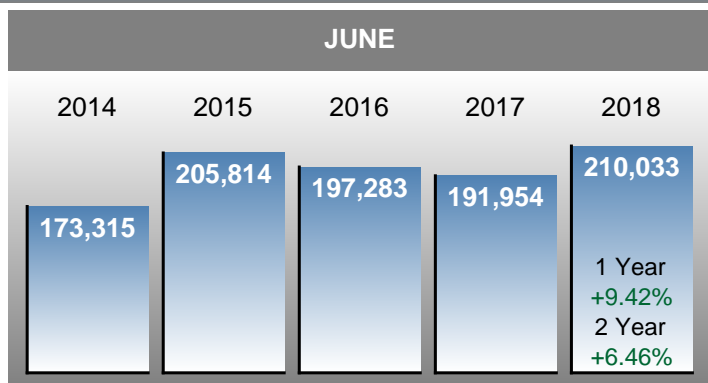
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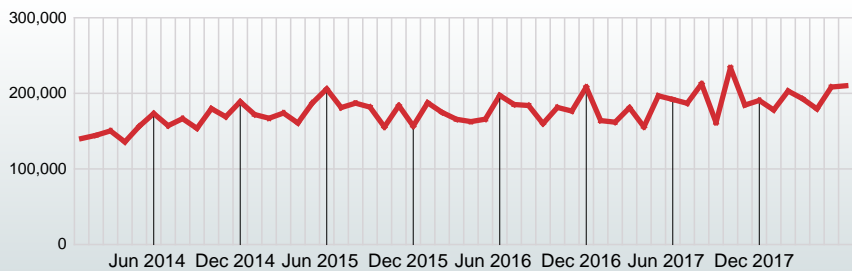
## AVERAGE SOLD PRICE AT CLOSING

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



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr JUN AVG = 195,680**      **3 MONTHS**



**High**  
Oct 2017 = 233,942  
**Low**  
Apr 2014 = 135,757  
*Average Sold Price*  
this month at **210,033**,  
above the 5 yr JUN  
average of **195,680**

<b>A P R</b>	<b>179,416</b>
<b>M A Y</b>	<b>208,370</b>
<b>J U N</b>	<b>210,033</b>
<b>Change</b>	<b>16.14%</b>
<b>Change</b>	<b>0.80%</b>

### 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
\$50,000 and less	<b>9</b>	5.92%	31,222	29,438	45,500	0	0
\$50,001 - \$100,000	<b>16</b>	10.53%	77,259	76,800	78,465	67,500	0
\$100,001 - \$125,000	<b>15</b>	9.87%	116,533	111,500	118,500	110,000	0
\$125,001 - \$200,000	<b>55</b>	36.18%	162,075	130,000	159,141	175,813	154,350
\$200,001 - \$250,000	<b>21</b>	13.82%	216,223	0	215,058	217,775	0
\$250,001 - \$325,000	<b>16</b>	10.53%	288,731	0	286,786	290,244	0
\$325,001 and up	<b>20</b>	13.16%	529,266	0	368,131	469,430	736,416
<b>Average Sold Price</b>	<b>210,033</b>			<b>63,765</b>	<b>171,294</b>	<b>275,089</b>	<b>590,899</b>
<b>Total Closed Units</b>	<b>152</b>	<b>100%</b>	<b>210,033</b>	<b>17</b>	<b>85</b>	<b>42</b>	<b>8</b>
<b>Total Closed Volume</b>	<b>31,924,942</b>			<b>1.08M</b>	<b>14.56M</b>	<b>11.55M</b>	<b>4.73M</b>

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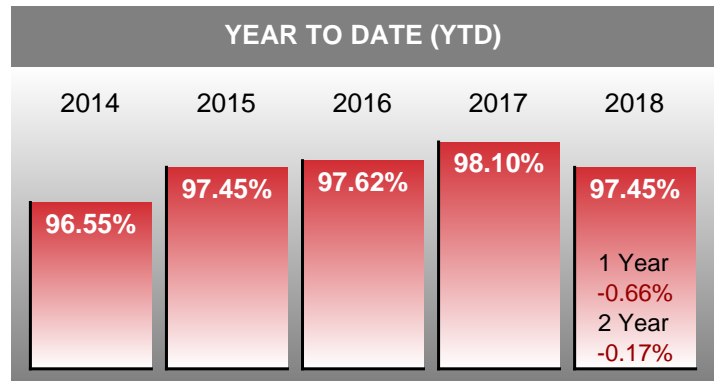
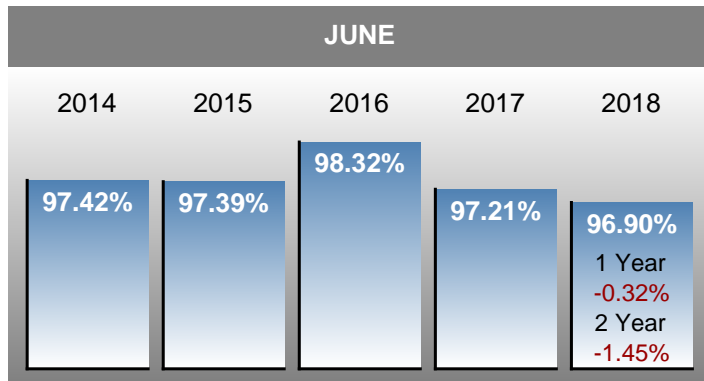
# June 2018

Area Delimited by County Of Rogers



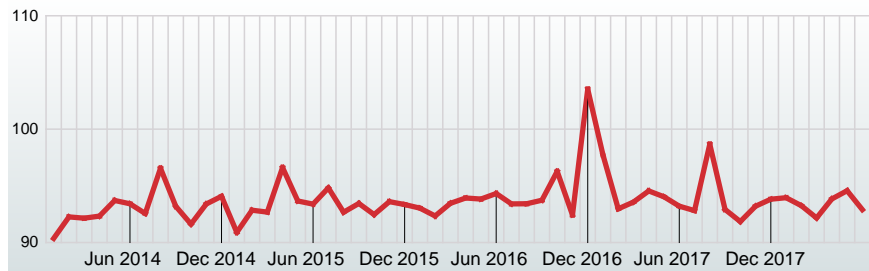
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr JUN AVG = 97.45%**      **3 MONTHS**



**High**  
Dec 2016 = 107.52%

**Low**  
Jan 2014 = 94.36%

*Average Sold/List Ratio this month at **96.90%**, equal to 5 yr JUN average of **97.45%***

A	97.85%
P	
R	
M	98.57%
A	0.74%
Y	
J	96.90%
U	-1.70%
N	

### 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
\$50,000 and less	9	5.92%	92.16%	92.07%	92.86%	0.00%	0.00%
\$50,001 - \$100,000	16	10.53%	93.60%	91.84%	94.83%	90.12%	0.00%
\$100,001 - \$125,000	15	9.87%	97.30%	99.17%	96.16%	104.27%	0.00%
\$125,001 - \$200,000	55	36.18%	99.01%	100.00%	98.93%	99.04%	100.00%
\$200,001 - \$250,000	21	13.82%	97.24%	0.00%	96.83%	97.78%	0.00%
\$250,001 - \$325,000	16	10.53%	97.68%	0.00%	97.32%	97.95%	0.00%
\$325,001 and up	20	13.16%	94.56%	0.00%	97.46%	96.06%	90.12%
<b>Average Sold/List Ratio</b>			96.90%	93.72%	97.52%	97.74%	92.59%
<b>Total Closed Units</b>	152	100%	96.90%	17	85	42	8
<b>Total Closed Volume</b>	31,924,942			1.08M	14.56M	11.55M	4.73M

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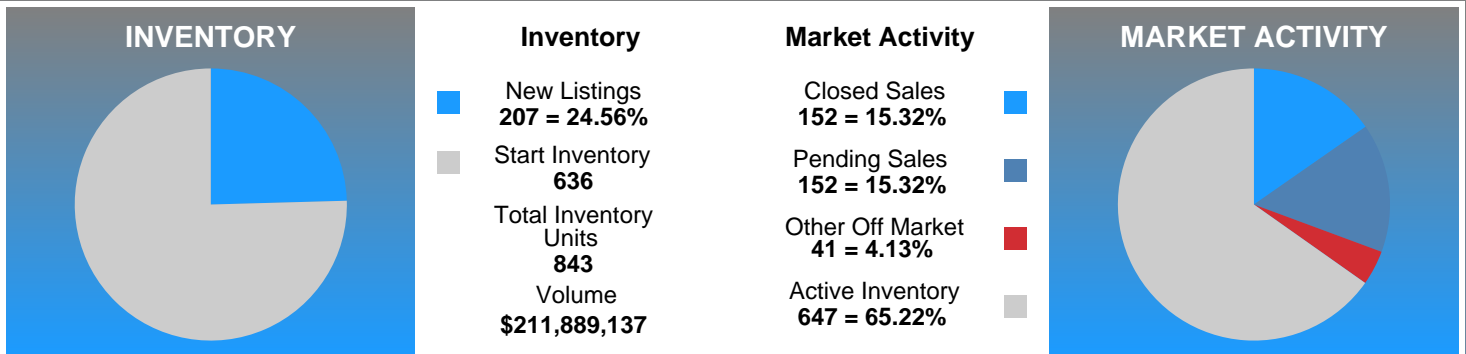
# June 2018

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## MARKET SUMMARY

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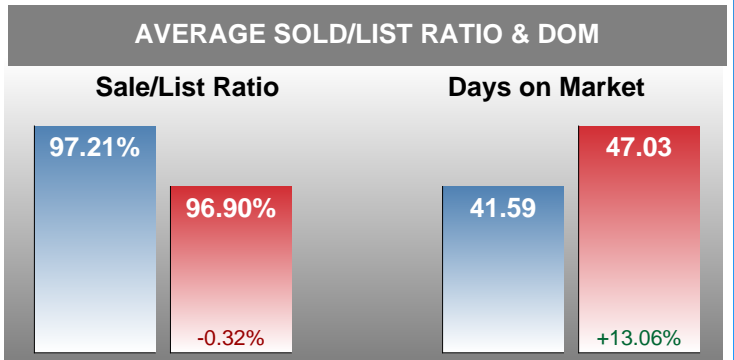
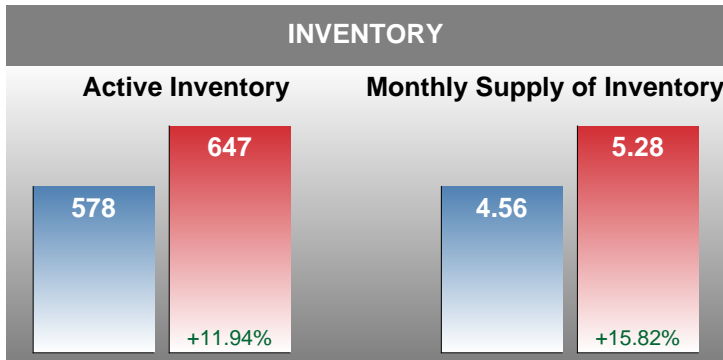
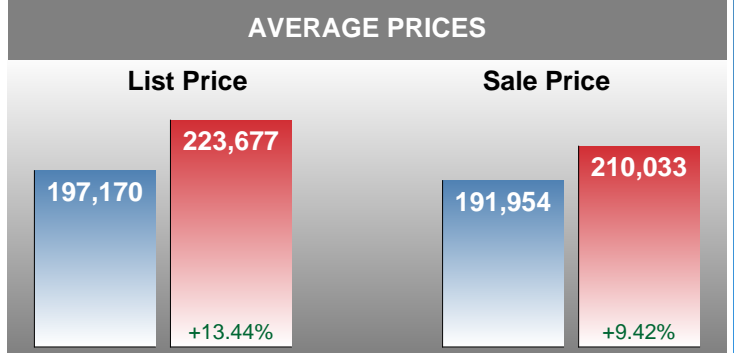
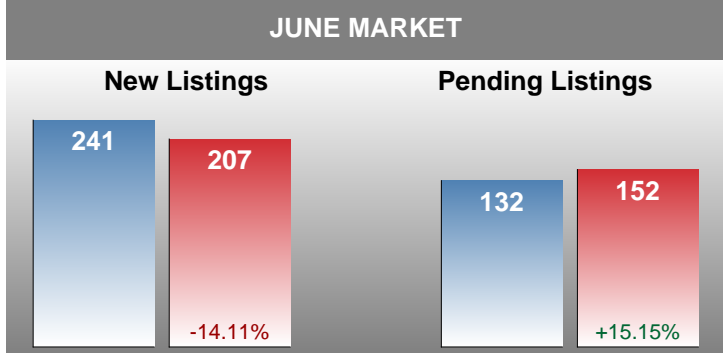


Compared Metrics	June			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	157	152	-3.18%	783	746	-4.73%
Pending Sales	132	152	15.15%	841	842	0.12%
New Listings	241	207	-14.11%	1,381	1,361	-1.45%
Average List Price	197,170	223,677	13.44%	181,753	206,534	13.63%
Average Sale Price	191,954	210,033	9.42%	177,801	197,059	10.83%
Average Percent of Selling Price to List Price	97.21%	96.90%	-0.32%	98.10%	97.45%	-0.66%
Average Days on Market to Sale	41.59	47.03	13.06%	48.94	50.72	3.64%
Monthly Inventory	578	647	11.94%	578	647	11.94%
Months Supply of Inventory	4.56	5.28	15.82%	4.56	5.28	15.82%

**Absorption:** Last 12 months, an Average of **123** Sales/Month

**Inventory on June 30, 2018 = 647**

**2017** **2018**



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