

August 2018

Area Delimited by County Of Rogers

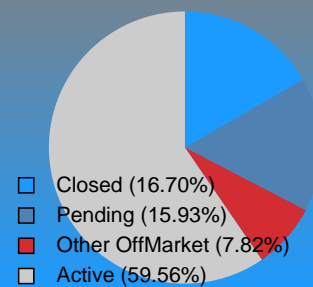


MONTHLY INVENTORY ANALYSIS

Report produced on Sep 12, 2018 for MLS Technology Inc.

Compared Metrics	August		
	2017	2018	+/-%
Closed Listings	126	173	37.30%
Pending Listings	130	165	26.92%
New Listings	257	247	-3.89%
Median List Price	169,900	163,000	-4.06%
Median Sale Price	169,900	160,000	-5.83%
Median Percent of List Price to Selling Price	98.71%	98.69%	-0.01%
Median Days on Market to Sale	26.00	23.00	-11.54%
End of Month Inventory	635	617	-2.83%
Months Supply of Inventory	5.07	4.80	-5.35%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **129** Sales/Month
Active Inventory as of August 31, 2018 = **617**

Analysis Wrap-Up

What's in this Issue

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2018 decreased **2.83%** to 617 existing homes available for sale. Over the last 12 months this area has had an average of 129 closed sales per month. This represents an unsold inventory index of **4.80** 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 **5.83%** in August 2018 to \$160,000 versus the previous year at \$169,900.

Median Days on Market Shortens

The median number of **23.00** days that homes spent on the market before selling decreased by 3.00 days or **11.54%** in August 2018 compared to last year's same month at **26.00** DOM.

Sales Success for August 2018 is Positive

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

There were 247 New Listings in August 2018, down **3.89%** from last year at 257. Furthermore, there were 173 Closed Listings this month versus last year at 126, a **37.30%** increase.

Closed versus Listed trends yielded a **70.0%** ratio, up from previous year's, August 2017, at **49.0%**, a **42.86%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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

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®

Visit www.tulsarealtors.com to find a REALTOR® today.



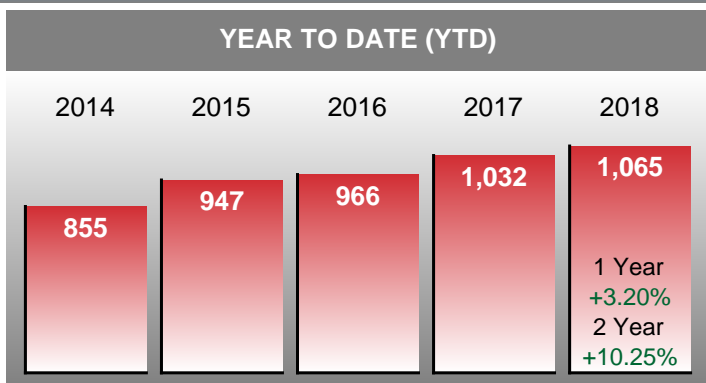
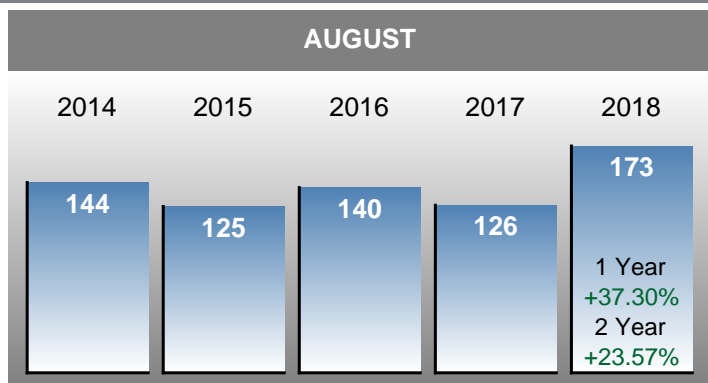
August 2018

Area Delimited by County Of Rogers



CLOSED LISTINGS

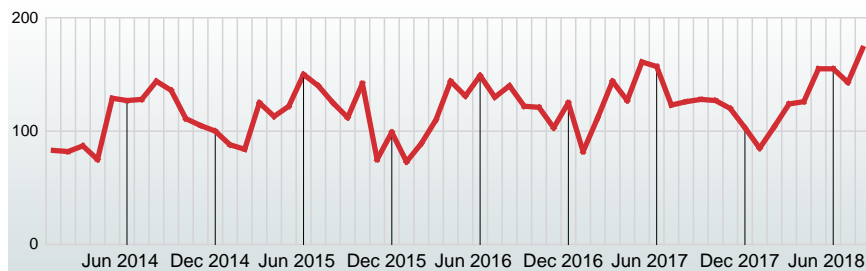
Report produced on Sep 12, 2018 for MLS Technology Inc.



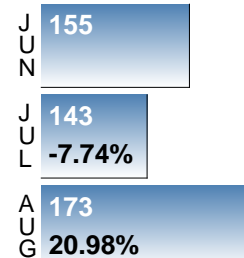
5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 142

3 MONTHS



High
Aug 2018 = 173
Low
Jan 2016 = 73
Closed Listings
this month at **173**,
above the 5 yr AUG
average of **142**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	14	8.09%	27.0	8	6	0	0
\$50,001 - \$75,000	13	7.51%	37.0	7	6	0	0
\$75,001 - \$125,000	27	15.61%	19.0	3	17	5	2
\$125,001 - \$175,000	42	24.28%	18.0	2	33	6	1
\$175,001 - \$250,000	35	20.23%	20.0	0	18	16	1
\$250,001 - \$325,000	25	14.45%	35.0	0	9	12	4
\$325,001 and up	17	9.83%	43.0	1	4	8	4
Total Closed Units	173			21	93	47	12
Total Closed Volume	32,973,548	100%	23.0	1.71M	15.10M	12.34M	3.82M
Median Closed Price	\$160,000			\$57,900	\$145,000	\$236,000	\$318,500

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



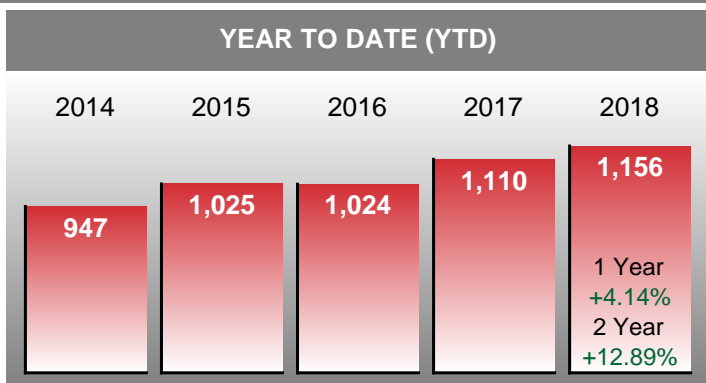
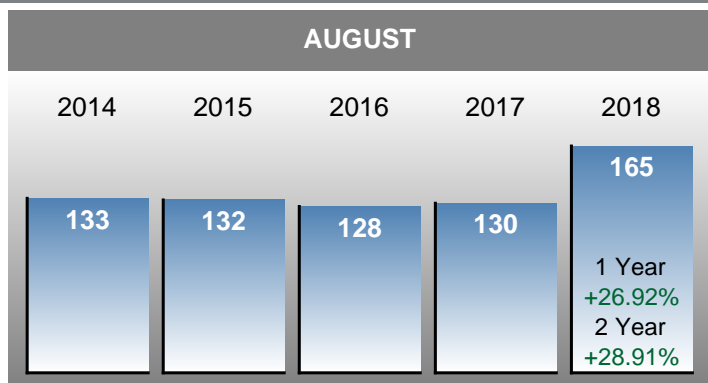
August 2018

Area Delimited by County Of Rogers



PENDING LISTINGS

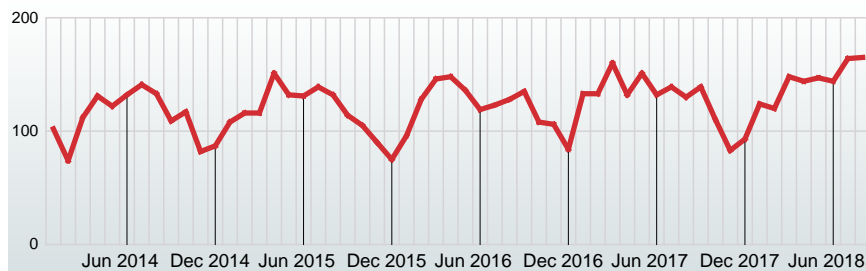
Report produced on Sep 12, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 138

3 MONTHS



High
Aug 2018 = 165
Low
Feb 2014 = 74
Pending Listings
this month at **165**,
above the 5 yr AUG
average of **138**

JUN	144
JUL	164
AUG	165 13.89%
	0.61%

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	19	11.52%	18.0	15	4	0	0
\$50,001 - \$75,000	9	5.45%	95.0	5	3	1	0
\$75,001 - \$125,000	29	17.58%	16.0	9	17	1	2
\$125,001 - \$175,000	33	20.00%	30.0	3	23	7	0
\$175,001 - \$250,000	37	22.42%	29.0	1	29	6	1
\$250,001 - \$325,000	17	10.30%	118.0	0	9	7	1
\$325,001 and up	21	12.73%	35.0	0	6	12	3
Total Pending Units	165			33	91	34	7
Total Pending Volume	30,232,041	100%	29.0	2.27M	16.18M	9.39M	2.39M
Median Listing Price	\$165,000			\$54,900	\$174,900	\$262,700	\$259,900

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



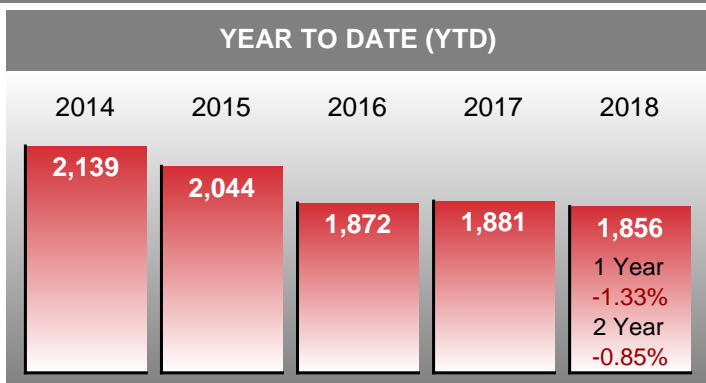
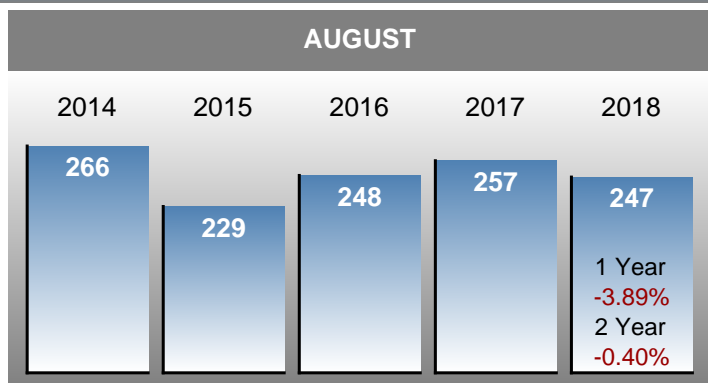
August 2018

Area Delimited by County Of Rogers

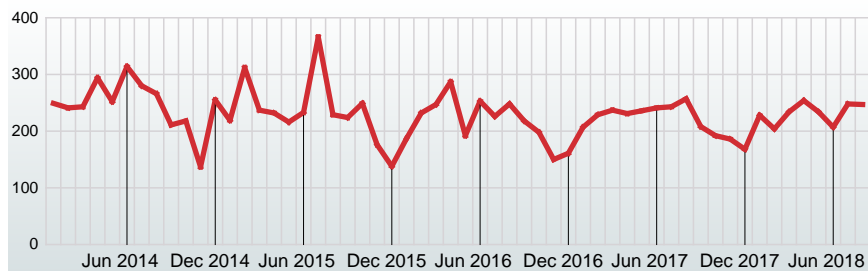


NEW LISTINGS

Report produced on Sep 12, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS



5yr AUG AVG = 249

3 MONTHS

High
Jul 2015 = 366
Low
Nov 2014 = 137
New Listings
this month at **247**,
below the 5 yr AUG
average of **249**

JUN	207
JUL	248
AUG	19.81%
AUG	247
AUG	-0.40%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	10	4.05%	9	1	0	0
\$25,001 - \$75,000	33	13.36%	23	10	0	0
\$75,001 - \$125,000	38	15.38%	9	26	2	1
\$125,001 - \$200,000	60	24.29%	9	39	11	1
\$200,001 - \$275,000	43	17.41%	4	18	18	3
\$275,001 - \$450,000	37	14.98%	2	9	22	4
\$450,001 and up	26	10.53%	4	2	9	11
Total New Listed Units	247		60	105	62	20
Total New Listed Volume	55,942,688	100%	9.10M	18.03M	19.36M	9.45M
Median New Listed Listing Price	\$183,900		\$69,000	\$164,900	\$285,200	\$494,400

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



August 2018

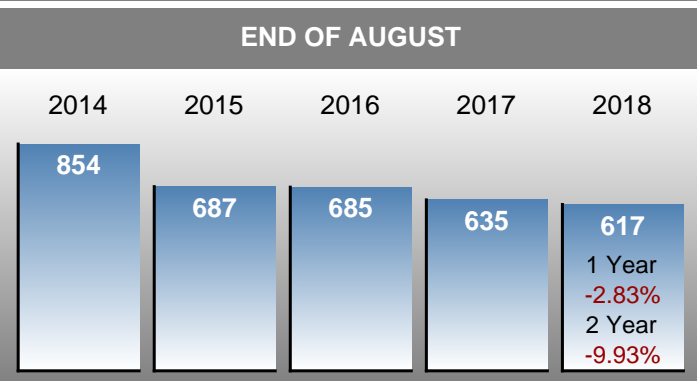
Area Delimited by County Of Rogers



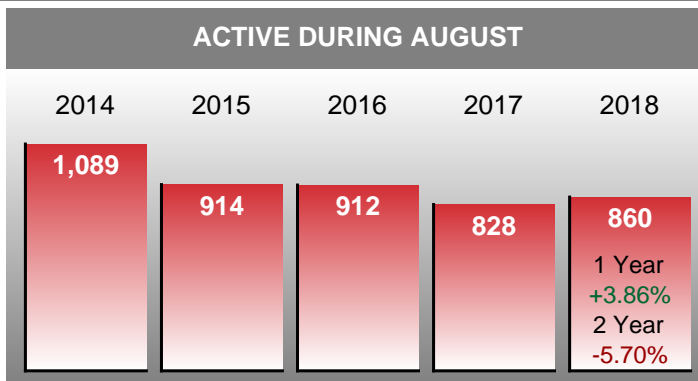
ACTIVE INVENTORY

Report produced on Sep 12, 2018 for MLS Technology Inc.

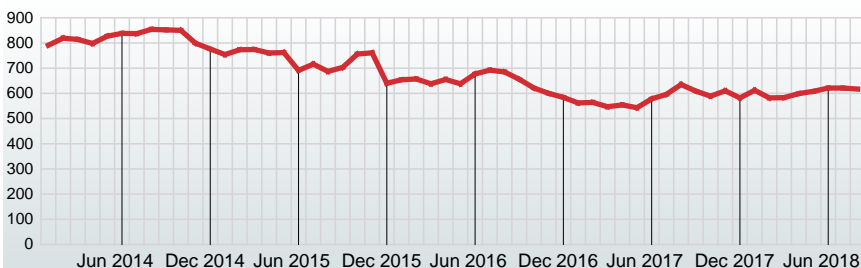
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS



5yr AUG AVG = 696

3 MONTHS

High
Aug 2014 = 854
Low
May 2017 = 543
Inventory
this month at **617**,
below the 5 yr AUG
average of **696**

JUN	621
JUL	621 0.00%
AUG	617 -0.64%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	42	6.81%	122.0	41	1	0	0
\$25,001 - \$75,000	82	13.29%	43.5	60	21	1	0
\$75,001 - \$150,000	111	17.99%	67.0	31	64	11	5
\$150,001 - \$250,000	138	22.37%	41.0	17	73	43	5
\$250,001 - \$375,000	104	16.86%	72.0	15	31	44	14
\$375,001 - \$550,000	77	12.48%	59.0	9	9	38	21
\$550,001 and up	63	10.21%	67.0	18	10	15	20
Total Active Inventory by Units	617			191	209	152	65
Total Active Inventory by Volume	171,292,072	100%	56.0	34.00M	44.59M	52.86M	39.84M
Median Active Inventory Listing Price	\$199,500			\$69,800	\$167,900	\$304,950	\$450,000

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



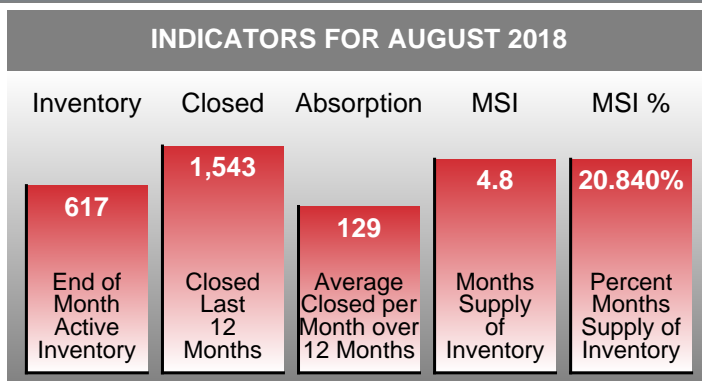
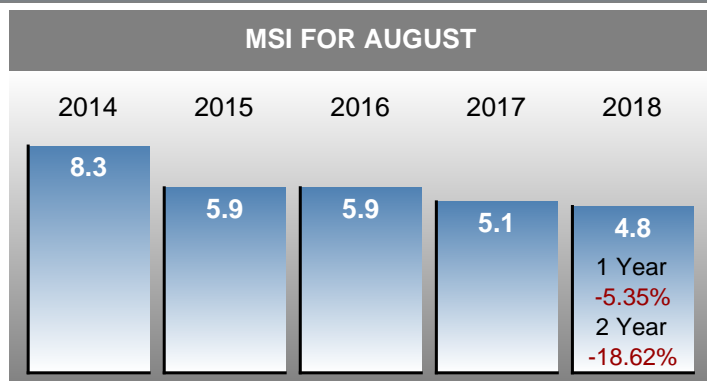
August 2018

Area Delimited by County Of Rogers

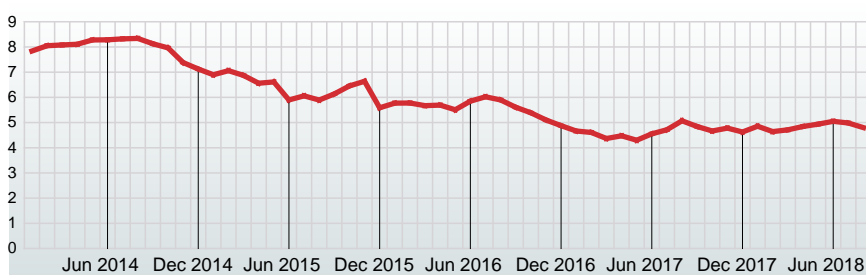


MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Sep 12, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS



5yr AUG AVG = 6.0 **3 MONTHS**

High
Aug 2014 = 8.3

Low
May 2017 = 4.3

Months Supply this month at **4.8**, below the 5 yr AUG average of **6.0**

JUN	5.0
JUL	5.0
AUG	4.8
-1.34%	
-3.67%	

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	42	6.81%	9.3	11.2	1.3	0.0	0.0
\$25,001 - \$75,000	82	13.29%	6.4	9.1	4.0	1.2	0.0
\$75,001 - \$150,000	111	17.99%	2.9	6.2	2.2	2.5	6.0
\$150,001 - \$250,000	138	22.37%	3.1	7.6	2.7	3.0	6.0
\$250,001 - \$375,000	104	16.86%	5.6	20.0	5.3	4.3	7.6
\$375,001 - \$550,000	77	12.48%	12.0	36.0	10.8	9.5	15.8
\$550,001 and up	63	10.21%	26.1	216.0	120.0	18.0	14.1
Market Supply of Inventory (MSI)	4.8	100%	4.8	10.3	3.0	4.4	10.3
Total Active Inventory by Units	617			191	209	152	65

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



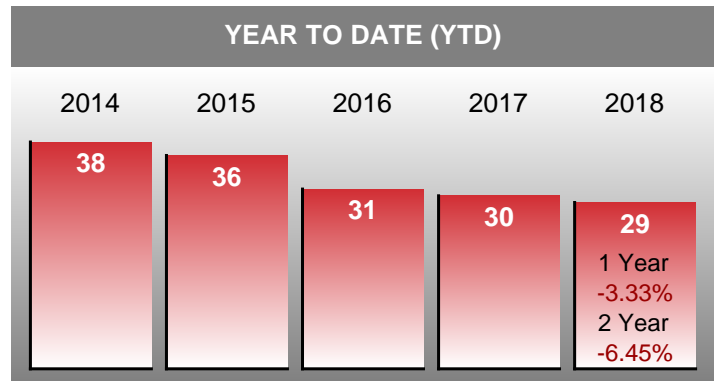
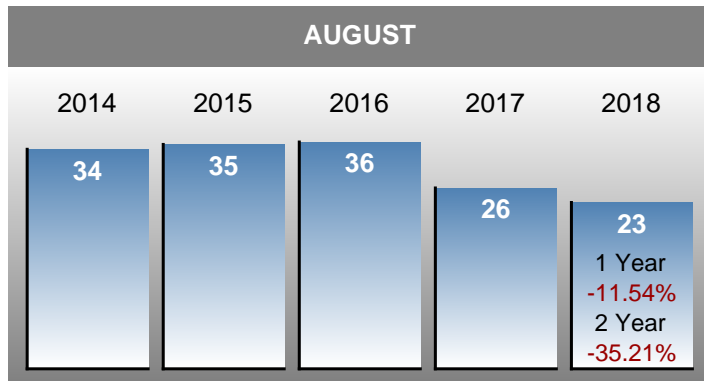
August 2018

Area Delimited by County Of Rogers



MEDIAN DAYS ON MARKET TO SALE

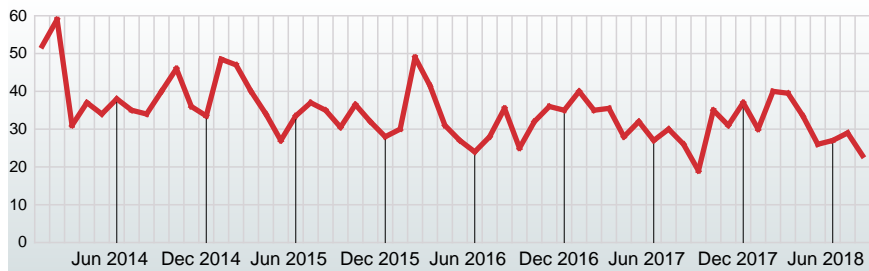
Report produced on Sep 12, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 31

3 MONTHS



High
Feb 2014 = 59
Low
Sep 2017 = 19
Median Days on Market
this month at **23**,
below the 5 yr AUG
average of **31**

JUN	27
JUL	29
AUG	23
7.41%	
-20.69%	

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
\$50,000 and less	14	8.09%	27.0	29.0	23.5	0.0	0.0
\$50,001 - \$75,000	13	7.51%	37.0	25.0	57.5	0.0	0.0
\$75,001 - \$125,000	27	15.61%	19.0	19.0	24.0	2.0	10.0
\$125,001 - \$175,000	42	24.28%	18.0	85.5	18.0	16.0	130.0
\$175,001 - \$250,000	35	20.23%	20.0	0.0	12.0	22.0	98.0
\$250,001 - \$325,000	25	14.45%	35.0	0.0	26.0	36.5	33.5
\$325,001 and up	17	9.83%	43.0	43.0	12.0	13.0	75.5
Median Closed DOM	23.0			25.0	21.0	21.0	60.5
Total Closed Units	173			21	93	47	12
Total Closed Volume	32,973,548			1.71M	15.10M	12.34M	3.82M

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



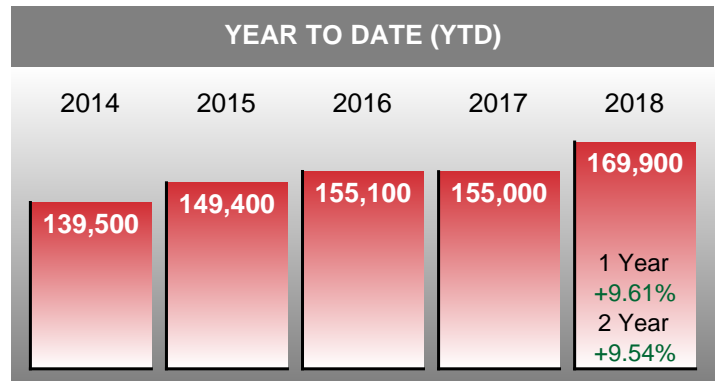
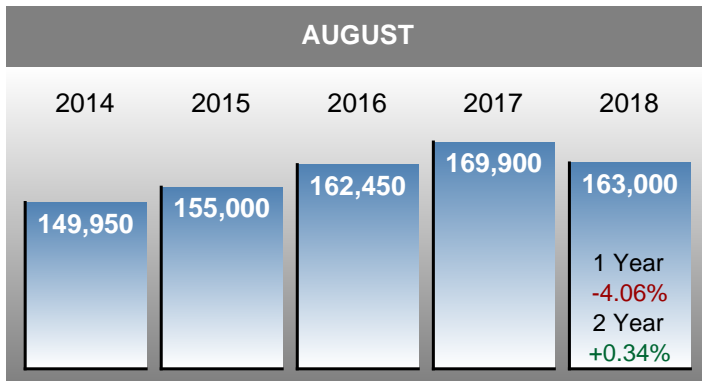
August 2018

Area Delimited by County Of Rogers



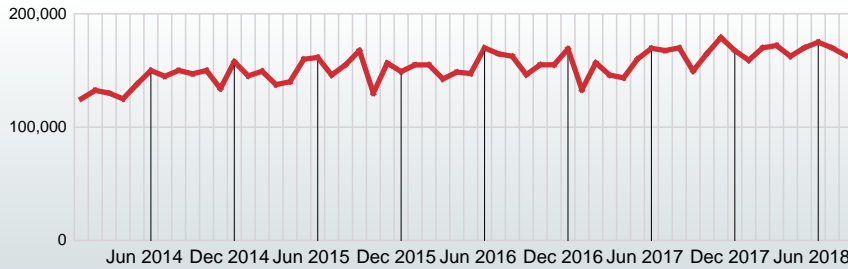
MEDIAN LIST PRICE AT CLOSING

Report produced on Sep 12, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 160,060 **3 MONTHS**



High
Nov 2017 = 179,000
Low
Apr 2014 = 125,000
Median List Price
this month at **163,000**,
above the 5 yr AUG
average of **160,060**

JUN	174,900
JUL	169,900 -2.86%
AUG	163,000 -4.06%

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
\$50,000 and less	13	7.51%	37,000	39,950	28,000	0	0
\$50,001 - \$75,000	10	5.78%	67,450	60,950	69,000	0	0
\$75,001 - \$125,000	30	17.34%	97,550	87,500	100,000	110,000	96,050
\$125,001 - \$175,000	42	24.28%	148,500	159,985	145,450	166,950	152,500
\$175,001 - \$250,000	35	20.23%	210,000	200,000	202,200	234,900	250,000
\$250,001 - \$325,000	23	13.29%	290,000	0	284,950	289,900	322,450
\$325,001 and up	20	11.56%	418,340	370,000	435,000	413,340	468,750
Median List Price			163,000	67,000	147,950	247,000	322,450
Total Closed Units		100%	163,000	21	93	47	12
Total Closed Volume			33,827,549	1.81M	15.40M	12.65M	3.97M

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



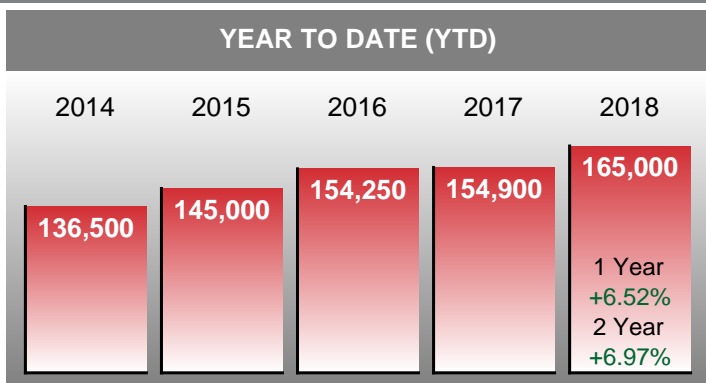
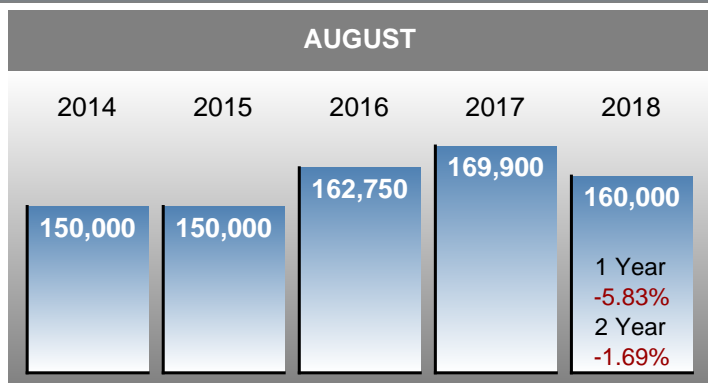
August 2018

Area Delimited by County Of Rogers



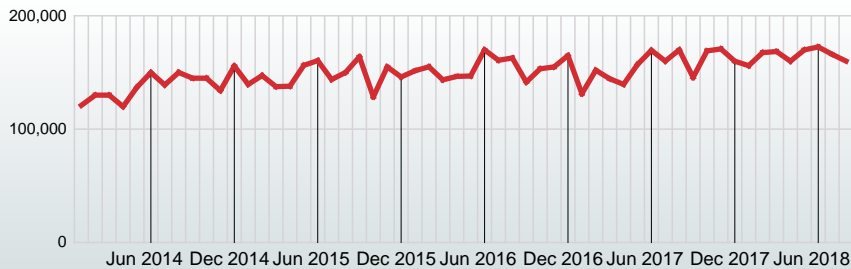
MEDIAN SOLD PRICE AT CLOSING

Report produced on Sep 12, 2018 for MLS Technology Inc.

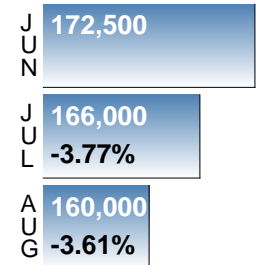


5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 158,530 **3 MONTHS**



High
Jun 2018 = 172,500
Low
Apr 2014 = 119,900
Median Sold Price
this month at **160,000**,
above the 5 yr AUG
average of **158,530**



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
\$50,000 and less	14	8.09%	38,389	38,950	36,389	0	0
\$50,001 - \$75,000	13	7.51%	67,000	63,000	68,250	0	0
\$75,001 - \$125,000	27	15.61%	96,600	98,000	97,000	90,500	95,550
\$125,001 - \$175,000	42	24.28%	149,249	160,000	145,000	159,950	152,500
\$175,001 - \$250,000	35	20.23%	209,000	0	196,500	220,000	220,000
\$250,001 - \$325,000	25	14.45%	295,000	0	278,000	293,000	318,500
\$325,001 and up	17	9.83%	427,679	370,000	428,450	456,340	432,500
Median Sold Price			160,000	57,900	145,000	236,000	318,500
Total Closed Units		100%	160,000	21	93	47	12
Total Closed Volume			32,973,548	1.71M	15.10M	12.34M	3.82M

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



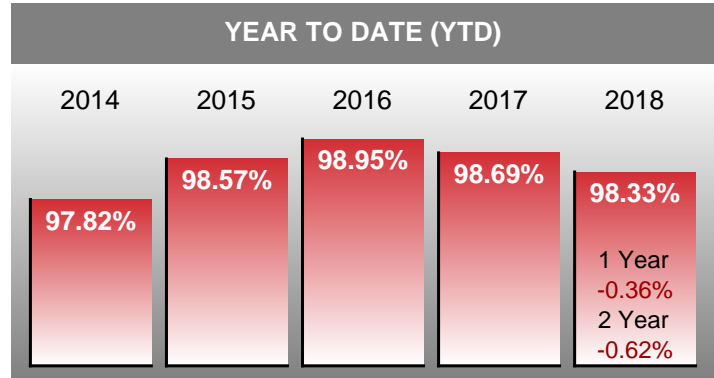
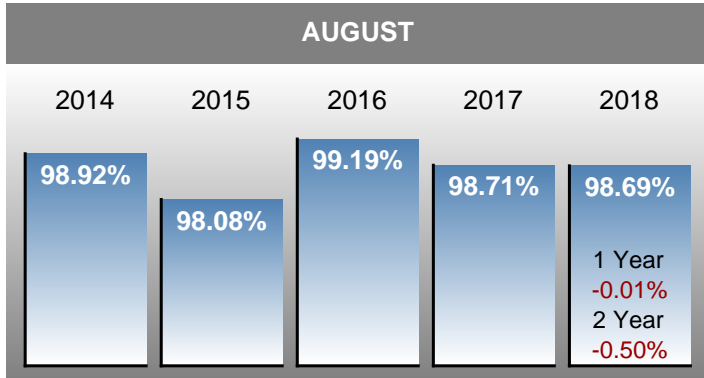
August 2018

Area Delimited by County Of Rogers

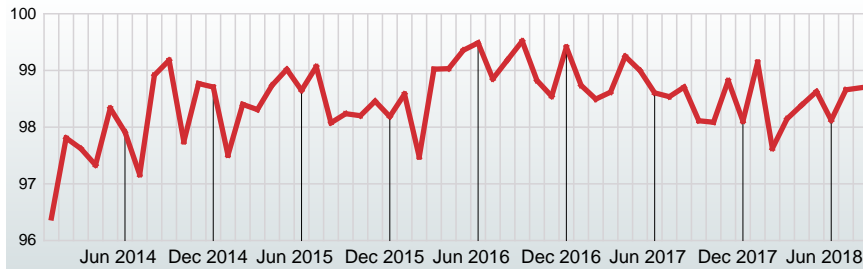


MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Sep 12, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS



5yr AUG AVG = 98.72% **3 MONTHS**

High
 Sep 2016 = 99.52%
Low
 Jan 2014 = 96.40%
 Median Sold/List Ratio
 this month at **98.69%**,
 equal to 5 yr AUG
 average of **98.72%**

JUN	98.12%
JUL	98.66%
AUG	98.69%
Change	0.04%

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
\$50,000 and less	14	8.09%	97.50%	94.64%	100.00%	0.00%	0.00%
\$50,001 - \$75,000	13	7.51%	94.03%	91.36%	96.89%	0.00%	0.00%
\$75,001 - \$125,000	27	15.61%	100.00%	100.00%	100.00%	82.27%	99.47%
\$125,001 - \$175,000	42	24.28%	98.71%	89.69%	98.77%	98.40%	100.00%
\$175,001 - \$250,000	35	20.23%	99.15%	0.00%	100.00%	98.53%	88.00%
\$250,001 - \$325,000	25	14.45%	98.33%	0.00%	98.03%	98.32%	98.77%
\$325,001 and up	17	9.83%	97.98%	100.00%	98.95%	99.12%	95.95%
Median Sold/List Ratio			98.69%	94.35%	99.48%	98.29%	98.50%
Total Closed Units		100%	98.69%	21	93	47	12
Total Closed Volume			32,973,548	1.71M	15.10M	12.34M	3.82M

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

August 2018

Area Delimited by County Of Rogers



MARKET SUMMARY

Report produced on Sep 12, 2018 for MLS Technology Inc.

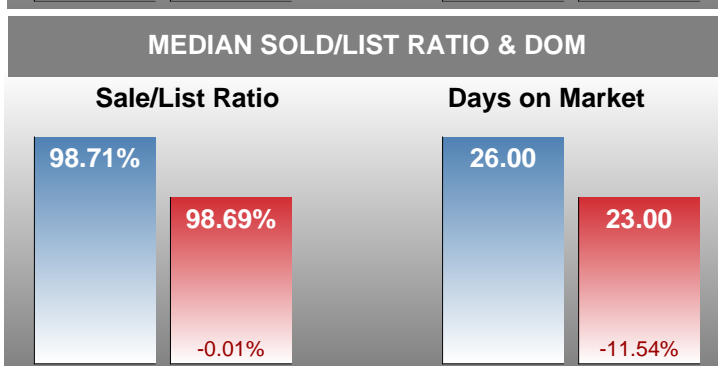
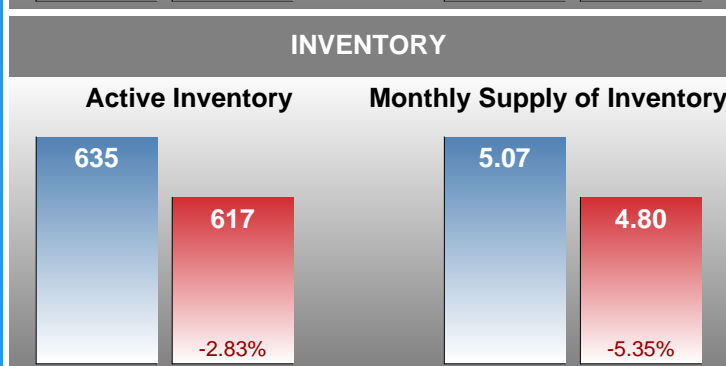
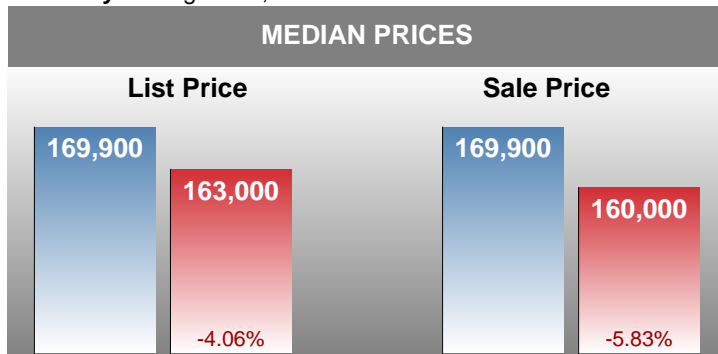
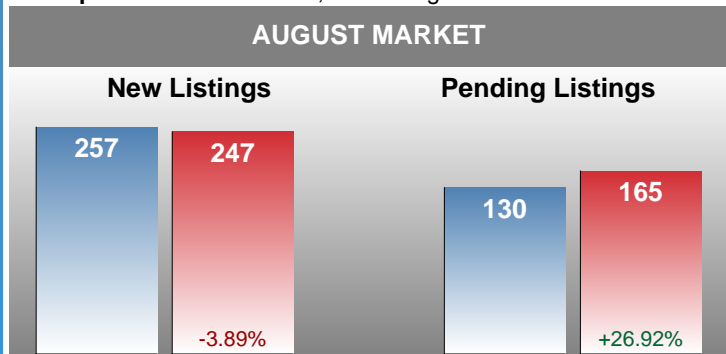


Compared Metrics	August			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	126	173	37.30%	1,032	1,065	3.20%
Pending Sales	130	165	26.92%	1,110	1,156	4.14%
New Listings	257	247	-3.89%	1,881	1,856	-1.33%
Median List Price	169,900	163,000	-4.06%	155,000	169,900	9.61%
Median Sale Price	169,900	160,000	-5.83%	154,900	165,000	6.52%
Median Percent of Selling Price to List Price	98.71%	98.69%	-0.01%	98.69%	98.33%	-0.36%
Median Days on Market to Sale	26.00	23.00	-11.54%	30.00	29.00	-3.33%
Monthly Inventory	635	617	-2.83%	635	617	-2.83%
Months Supply of Inventory	5.07	4.80	-5.35%	5.07	4.80	-5.35%

Absorption: Last 12 months, an Average of **129** Sales/Month

Inventory on August 31, 2018 = 617

2017 **2018**



Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®