



October 2018

Area Delimited by County Of Rogers

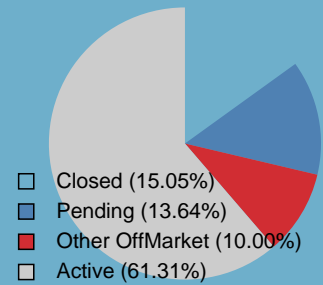


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	October		
	2017	2018	+/-%
Closed Listings	127	149	17.32%
Pending Listings	110	135	22.73%
New Listings	192	222	15.63%
Average List Price	248,362	223,841	-9.87%
Average Sale Price	233,942	218,709	-6.51%
Average Percent of List Price to Selling Price	95.85%	96.28%	0.45%
Average Days on Market to Sale	46.38	46.30	-0.16%
End of Month Inventory	811	607	-25.15%
Months Supply of Inventory	6.42	4.69	-27.03%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **130** Sales/Month
Active Inventory as of October 31, 2018 = **607**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2018 decreased **25.15%** to 607 existing homes available for sale. Over the last 12 months this area has had an average of 130 closed sales per month. This represents an unsold inventory index of **4.69** 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 **6.51%** in October 2018 to \$218,709 versus the previous year at \$233,942.

Average Days on Market Shortens

The average number of **46.30** days that homes spent on the market before selling decreased by 0.08 days or **0.16%** in October 2018 compared to last year's same month at **46.38** DOM.

Sales Success for October 2018 is Positive

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

There were 222 New Listings in October 2018, up **15.63%** from last year at 192. Furthermore, there were 149 Closed Listings this month versus last year at 127, a **17.32%** increase.

Closed versus Listed trends yielded a **67.1%** ratio, up from previous year's, October 2017, at **66.1%**, a **1.47%** 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.

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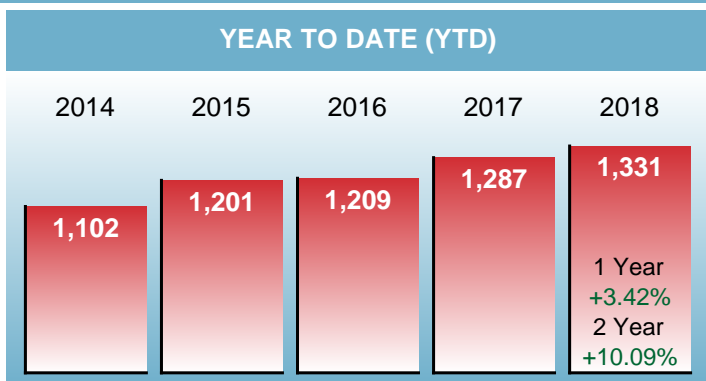
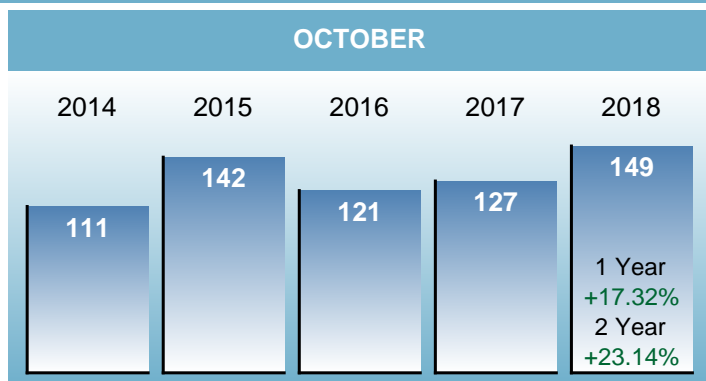
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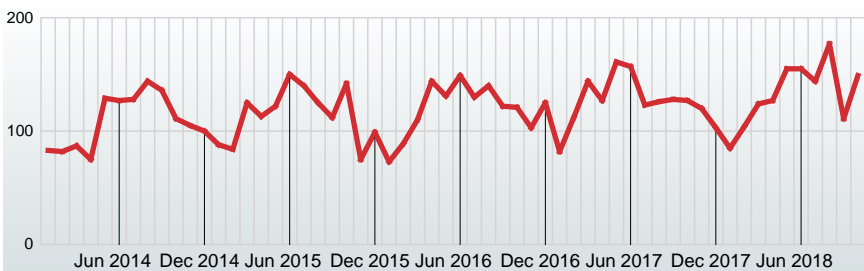


CLOSED LISTINGS

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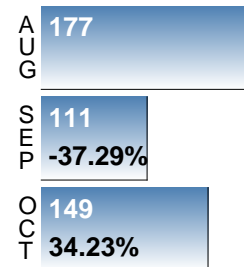
5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 130

3 MONTHS

High
Aug 2018 = 177
Low
Jan 2016 = 73
Closed Listings
this month at **149**,
above the 5 yr OCT
average of **130**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	10	6.71%	75.8	8	2	0	0
\$25,001 - \$100,000	23	15.44%	57.2	6	15	2	0
\$100,001 - \$125,000	14	9.40%	43.3	4	7	3	0
\$125,001 - \$200,000	43	28.86%	35.1	3	34	6	0
\$200,001 - \$250,000	19	12.75%	39.1	1	13	5	0
\$250,001 - \$375,000	24	16.11%	49.3	1	12	9	2
\$375,001 and up	16	10.74%	49.2	2	0	8	6
Total Closed Units	149			25	83	33	8
Total Closed Volume	32,587,606	100%	46.3	3.24M	14.17M	9.42M	5.75M
Average Closed Price	\$218,709			\$129,762	\$170,753	\$285,380	\$719,188

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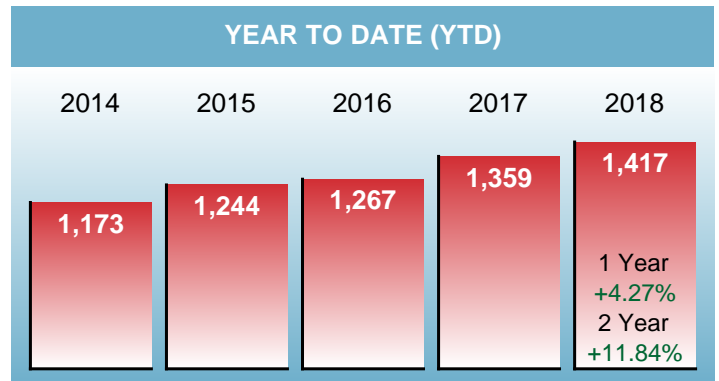
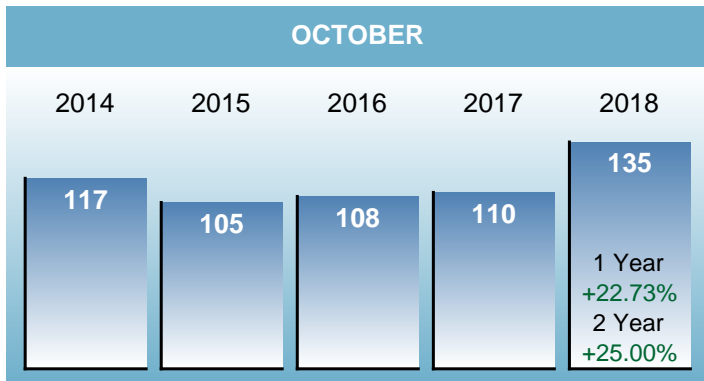
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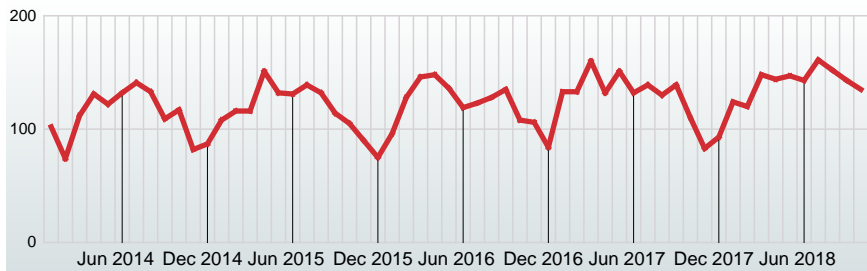
PENDING LISTINGS

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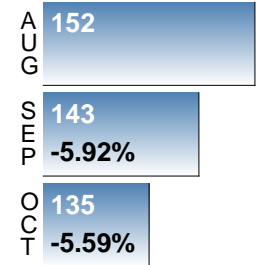


5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 115 **3 MONTHS**



High
Jul 2018 = 161
Low
Feb 2014 = 74
Pending Listings
this month at **135**,
above the 5 yr OCT
average of **115**



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	9.63%	38.4	10	2	1	0
\$50,001 - \$75,000	11	8.15%	54.0	8	3	0	0
\$75,001 - \$125,000	17	12.59%	36.5	3	10	4	0
\$125,001 - \$175,000	42	31.11%	43.6	0	37	5	0
\$175,001 - \$225,000	13	9.63%	37.8	0	7	6	0
\$225,001 - \$375,000	21	15.56%	50.1	0	12	9	0
\$375,001 and up	18	13.33%	39.1	1	1	10	6
Total Pending Units	135			22	72	35	6
Total Pending Volume	27,218,891			1.43M	12.86M	10.01M	2.92M
Average Listing Price	\$229,626			\$64,936	\$178,546	\$286,025	\$487,351

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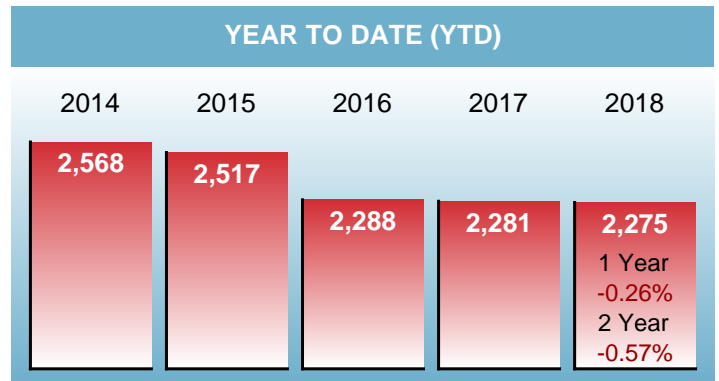
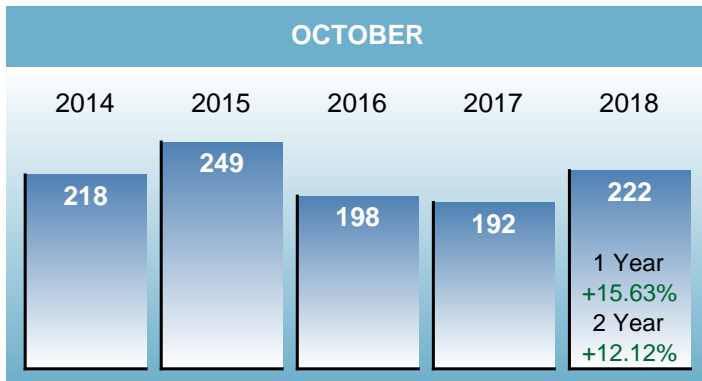
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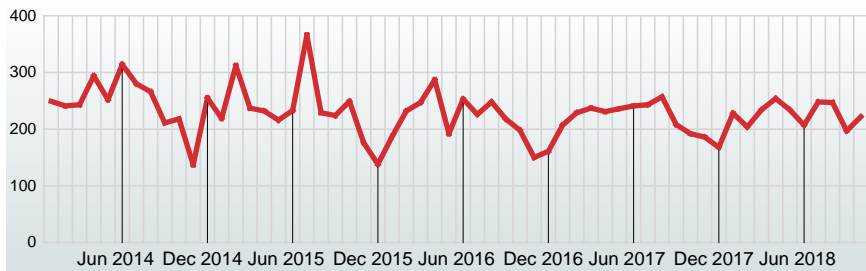
NEW LISTINGS

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



5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 216 **3 MONTHS**



High
Jul 2015 = 366
Low
Nov 2014 = 137
New Listings
this month at **222**,
above the 5 yr OCT
average of **216**

AUG	247
SEP	197 -20.24%
OCT	222 12.69%

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	15	6.76%	15	0	0	0
\$25,001 - \$100,000	33	14.86%	21	8	4	0
\$100,001 - \$125,000	16	7.21%	3	9	4	0
\$125,001 - \$200,000	66	29.73%	6	48	12	0
\$200,001 - \$300,000	41	18.47%	5	14	20	2
\$300,001 - \$425,000	27	12.16%	2	4	19	2
\$425,001 and up	24	10.81%	2	5	5	12
Total New Listed Units	222		54	88	64	16
Total New Listed Volume	54,088,324		7.80M	18.40M	17.61M	10.27M
Average New Listed Listing Price	\$164,609		\$144,424	\$209,140	\$275,191	\$642,057

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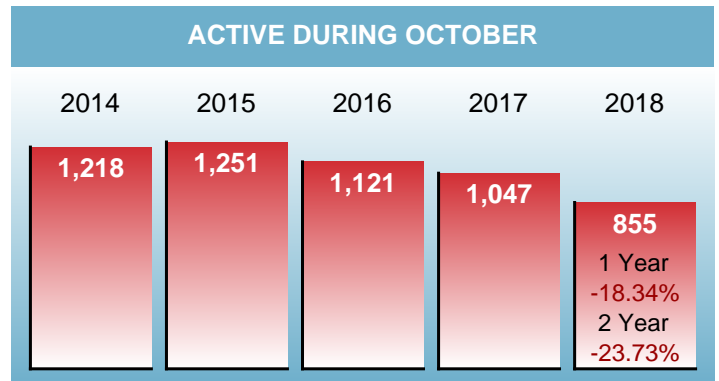
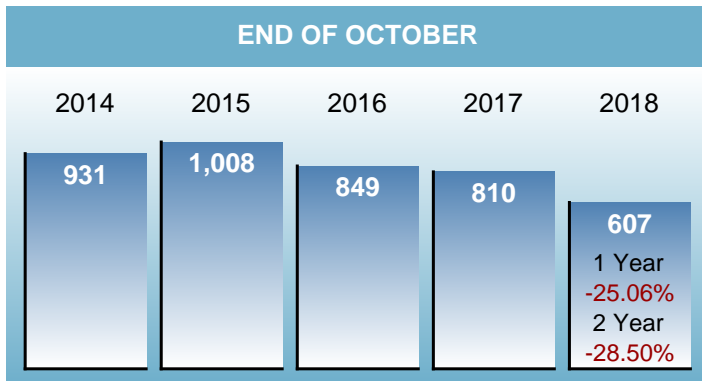
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ACTIVE INVENTORY

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



5yr OCT AVG = 841

3 MONTHS

AUG	717
SEP	688 -4.04%
OCT	607 -11.77%

High
May 2015 = 1,059

Low
Oct 2018 = 607

Inventory
this month at **607**,
below the 5 yr OCT
average of **841**

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	41	6.75%	86.3	40	1	0	0
\$25,001 - \$75,000	77	12.69%	104.4	65	10	2	0
\$75,001 - \$150,000	107	17.63%	81.6	33	55	15	4
\$150,001 - \$250,000	144	23.72%	80.3	18	72	48	6
\$250,001 - \$350,000	92	15.16%	74.8	13	28	42	9
\$350,001 - \$550,000	86	14.17%	86.3	10	11	48	17
\$550,001 and up	60	9.88%	88.0	18	10	10	22
Total Active Inventory by Units	607			197	187	165	58
Total Active Inventory by Volume	169,305,415	100%	84.8	35.32M	43.20M	52.68M	38.11M
Average Active Inventory Listing Price	\$278,922			\$179,271	\$231,003	\$319,290	\$657,045

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October 2018

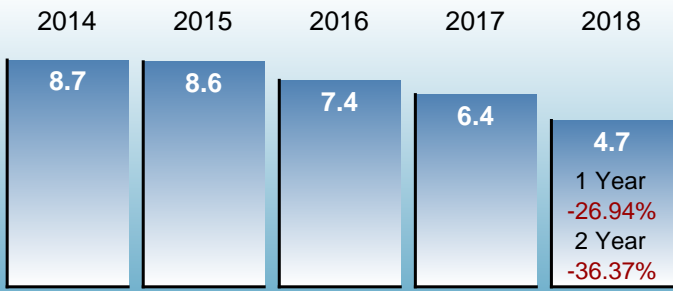
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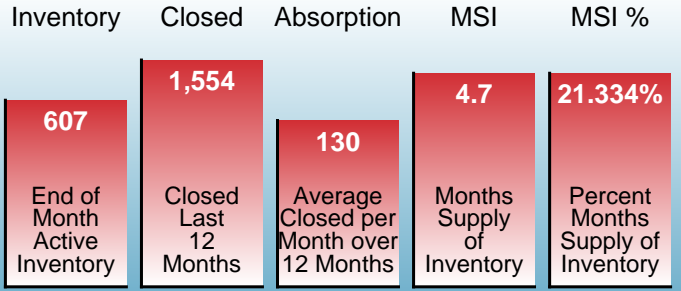
MONTHS SUPPLY of INVENTORY (MSI)

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

MSI FOR OCTOBER



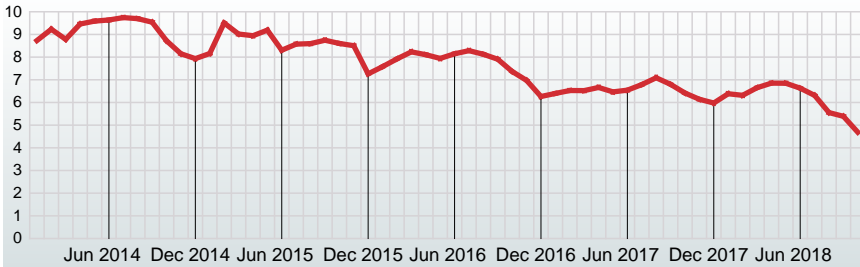
INDICATORS FOR OCTOBER 2018



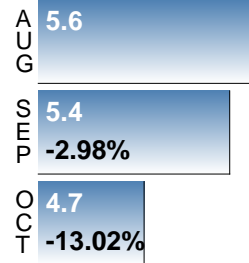
5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 7.2

3 MONTHS



High
Jul 2014 = 9.7
Low
Oct 2018 = 4.7
Months Supply this month at 4.7, below the 5 yr OCT average of 7.2



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	41	6.75%	8.5	10.2	1.2	0.0	0.0
\$25,001 - \$75,000	77	12.69%	6.3	10.1	1.9	3.4	0.0
\$75,001 - \$150,000	107	17.63%	2.8	5.9	2.0	3.4	6.0
\$150,001 - \$250,000	144	23.72%	3.1	10.3	2.5	3.4	7.2
\$250,001 - \$350,000	92	15.16%	5.5	26.0	4.6	4.9	6.0
\$350,001 - \$550,000	86	14.17%	9.2	20.0	10.2	8.3	8.5
\$550,001 and up	60	9.88%	24.0	108.0	120.0	10.9	16.5
Market Supply of Inventory (MSI)	4.7			10.5	2.7	4.8	9.0
Total Active Inventory by Units	607	100%	4.7	197	187	165	58

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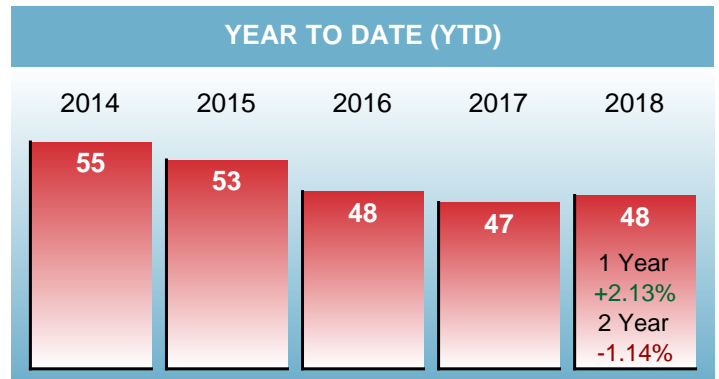
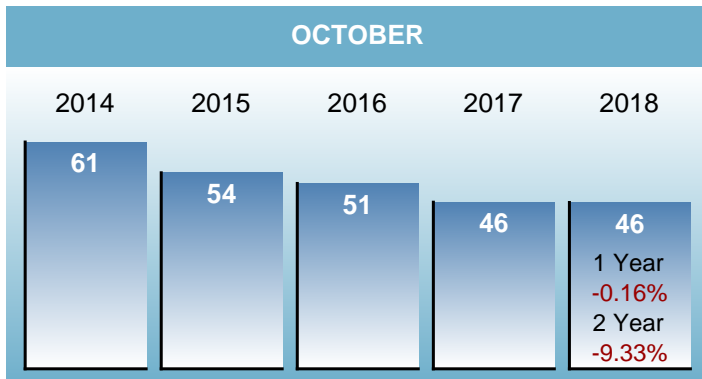
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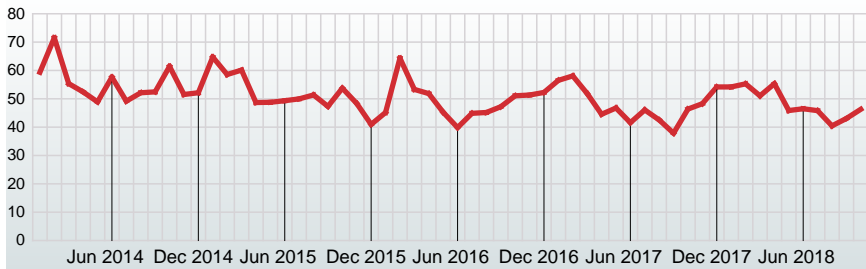


AVERAGE DAYS ON MARKET TO SALE

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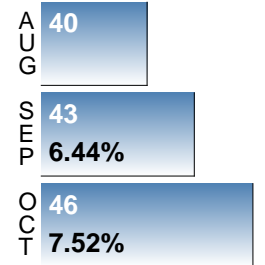


5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 52 **3 MONTHS**

High
Feb 2014 = 72
Low
Sep 2017 = 38
Average Days on Market
this month at **46**,
below the 5 yr OCT
average of **52**



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
\$25,000 and less	10	6.71%	75.8	90.1	18.5	0.0	0.0
\$25,001 - \$100,000	23	15.44%	57.2	33.5	67.1	53.5	0.0
\$100,001 - \$125,000	14	9.40%	43.3	30.0	42.6	62.7	0.0
\$125,001 - \$200,000	43	28.86%	35.1	18.3	38.1	26.3	0.0
\$200,001 - \$250,000	19	12.75%	39.1	29.0	43.2	30.2	0.0
\$250,001 - \$375,000	24	16.11%	49.3	37.0	30.2	67.3	88.5
\$375,001 and up	16	10.74%	49.2	38.5	0.0	51.0	50.3
Average Closed DOM	46.3			49.6	42.9	49.0	59.9
Total Closed Units	149			25	83	33	8
Total Closed Volume	32,587,606			3.24M	14.17M	9.42M	5.75M

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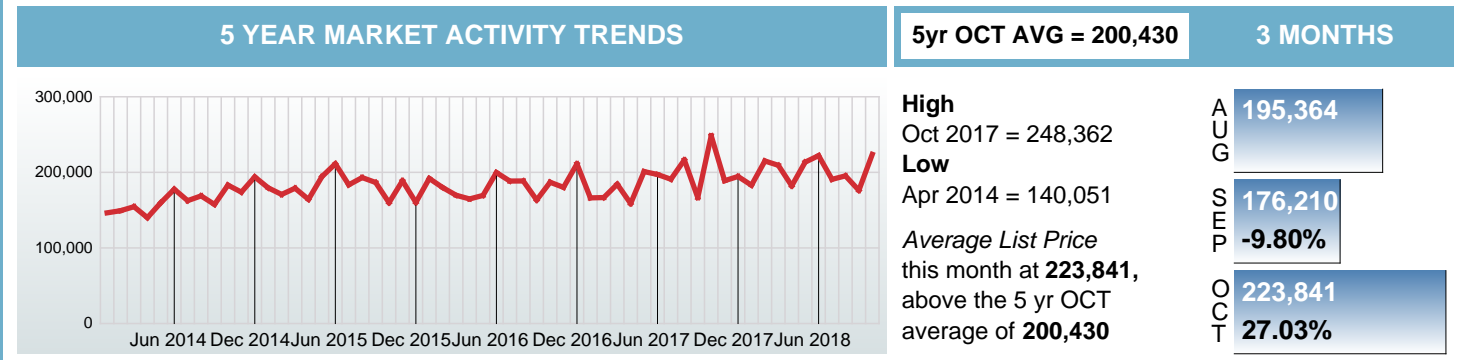
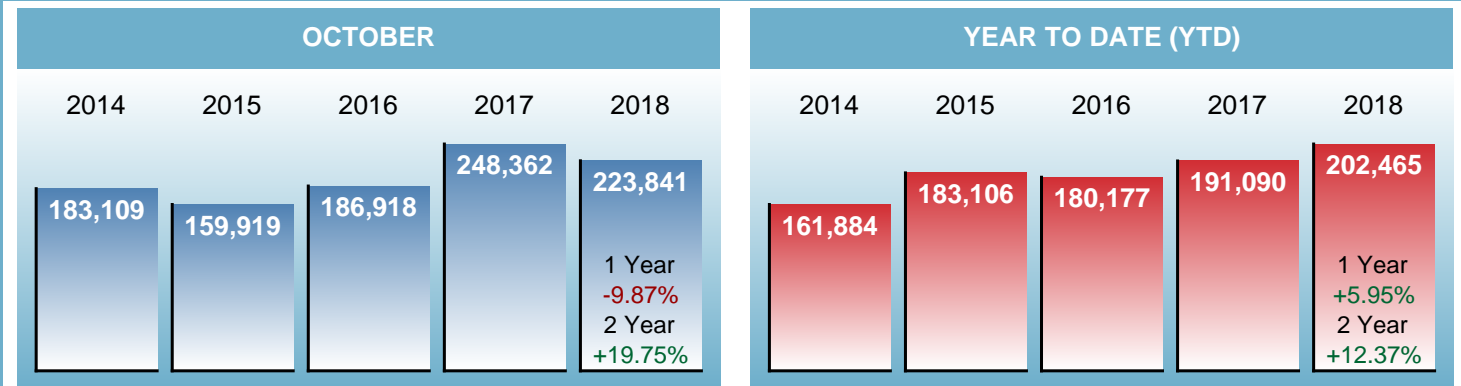
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AVERAGE LIST PRICE AT CLOSING

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



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
\$25,000 and less	6	4.03%	18,167	22,125	37,200	0	0
\$25,001 - \$100,000	27	18.12%	66,626	54,376	77,383	84,750	0
\$100,001 - \$125,000	10	6.71%	118,370	123,325	120,343	124,633	0
\$125,001 - \$200,000	46	30.87%	162,120	180,000	166,101	165,700	0
\$200,001 - \$250,000	19	12.75%	230,932	245,000	231,577	228,340	0
\$250,001 - \$375,000	24	16.11%	311,146	420,000	312,317	316,411	308,750
\$375,001 and up	17	11.41%	643,996	649,500	0	507,125	861,155
Average List Price			223,841	140,022	174,497	290,424	723,054
Total Closed Units		100%	223,841	25	83	33	8
Total Closed Volume			33,352,277	3.50M	14.48M	9.58M	5.78M

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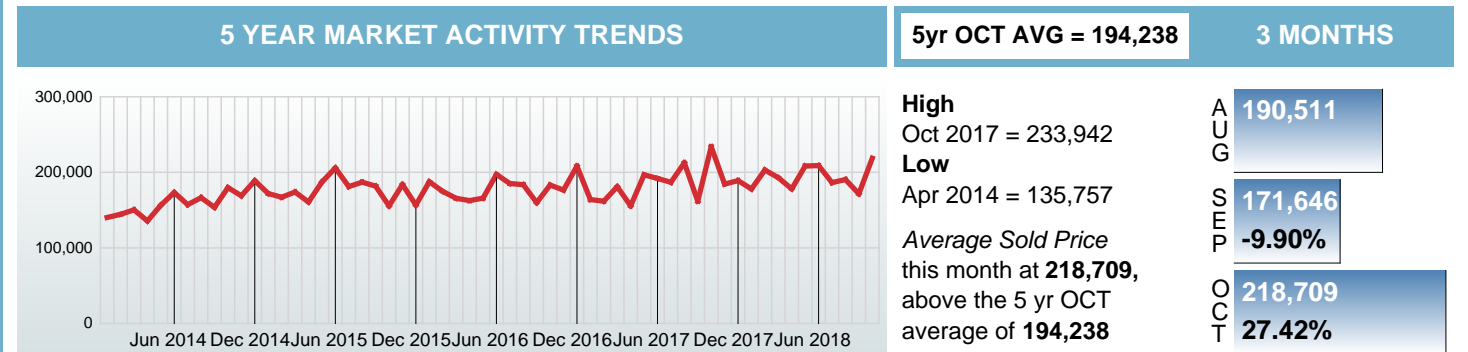
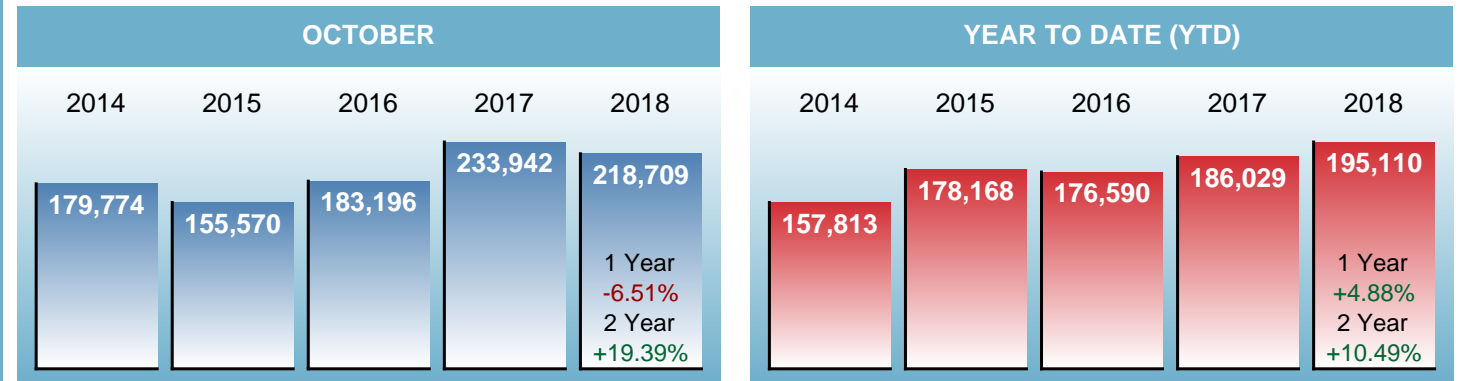
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AVERAGE SOLD PRICE AT CLOSING

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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
\$25,000 and less	10	6.71%	19,060	18,375	21,800	0	0
\$25,001 - \$100,000	23	15.44%	69,034	50,710	74,435	83,500	0
\$100,001 - \$125,000	14	9.40%	116,912	116,500	117,857	115,255	0
\$125,001 - \$200,000	43	28.86%	162,874	160,000	163,032	163,417	0
\$200,001 - \$250,000	19	12.75%	227,103	213,800	228,542	226,020	0
\$250,001 - \$375,000	24	16.11%	311,544	373,000	306,104	313,144	306,250
\$375,001 and up	16	10.74%	648,554	630,000	0	496,983	856,833
Average Sold Price	218,709			129,762	170,753	285,380	719,188
Total Closed Units	149	100%	218,709	25	83	33	8
Total Closed Volume	32,587,606			3.24M	14.17M	9.42M	5.75M

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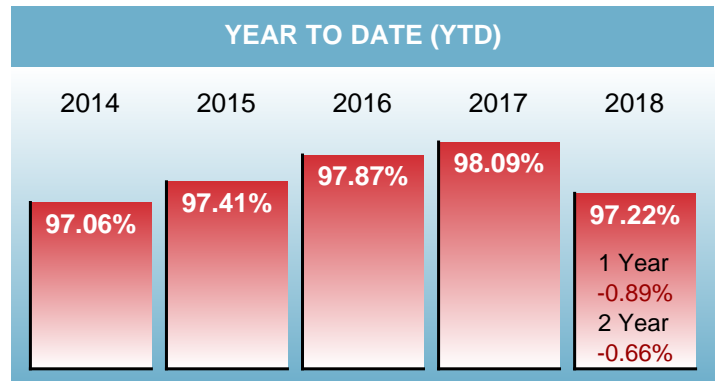
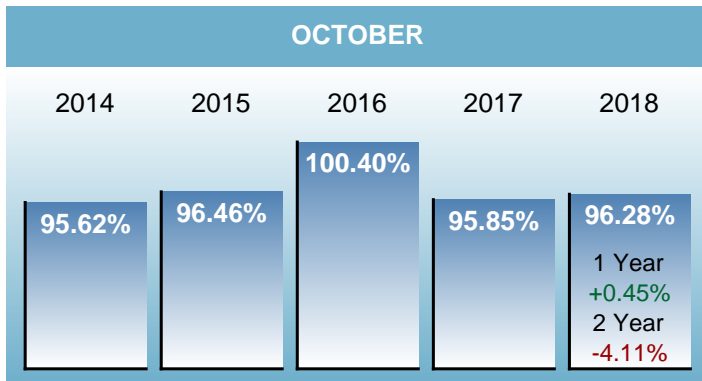
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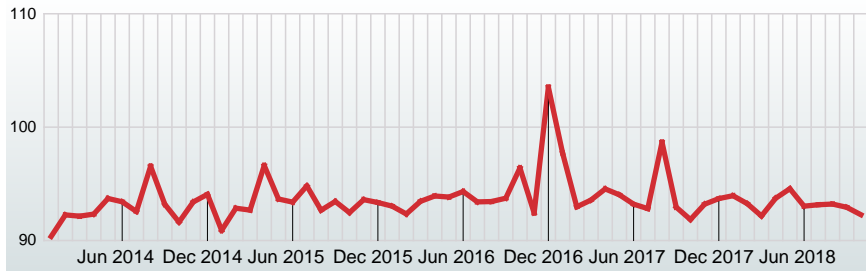


AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 96.92% **3 MONTHS**

High Dec 2016 = 107.52%	AUG 97.22%
Low Jan 2014 = 94.36%	SEP 96.93%
<i>Average Sold/List Ratio</i> this month at 96.28% , below the 5 yr OCT average of 96.92%	OCT 96.28%
	-0.29%
	-0.68%

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
\$25,000 and less	10	6.71%	82.01%	85.77%	66.99%	0.00%	0.00%
\$25,001 - \$100,000	23	15.44%	95.09%	93.82%	95.13%	98.68%	0.00%
\$100,001 - \$125,000	14	9.40%	95.92%	94.45%	97.98%	93.08%	0.00%
\$125,001 - \$200,000	43	28.86%	97.75%	91.03%	98.19%	98.61%	0.00%
\$200,001 - \$250,000	19	12.75%	98.17%	87.27%	98.70%	98.98%	0.00%
\$250,001 - \$375,000	24	16.11%	98.11%	88.81%	98.04%	99.00%	99.23%
\$375,001 and up	16	10.74%	98.25%	95.35%	0.00%	98.19%	99.31%
Average Sold/List Ratio			96.30%	90.67%	96.92%	98.17%	99.29%
Total Closed Units	149	100%	96.30%	25	83	33	8
Total Closed Volume	32,587,606			3.24M	14.17M	9.42M	5.75M

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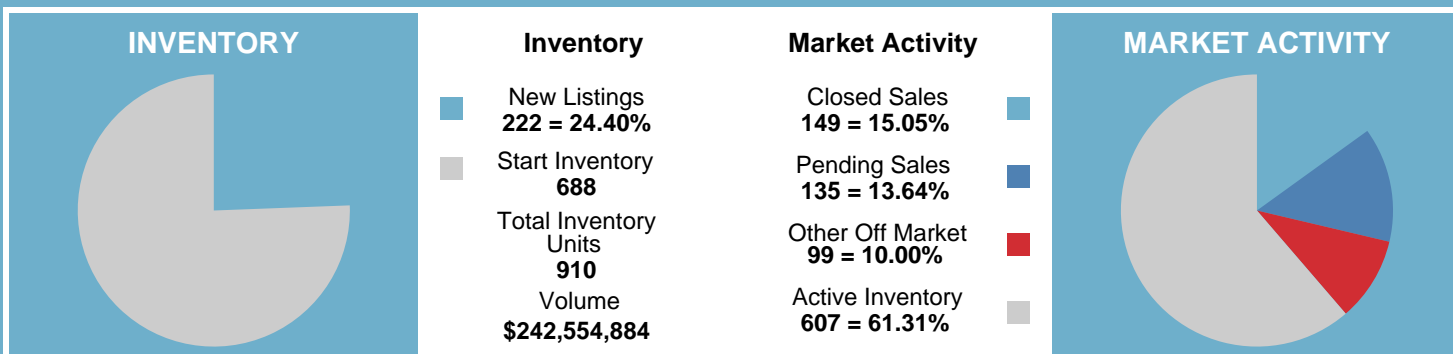
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MARKET SUMMARY

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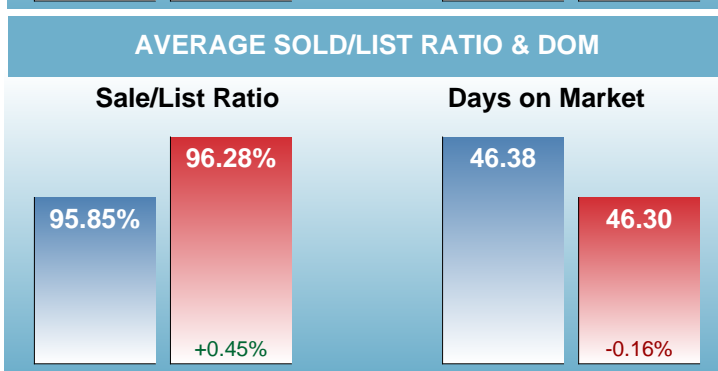
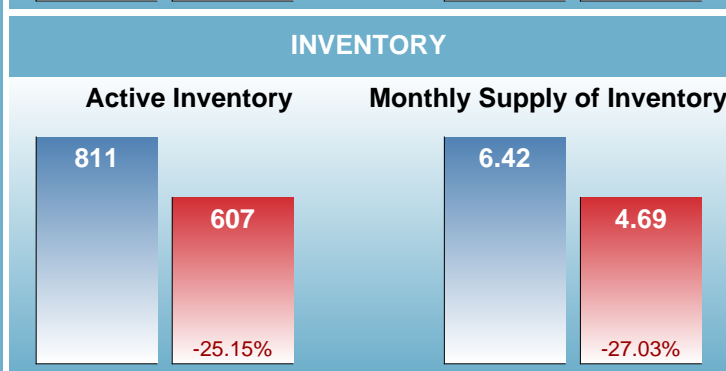
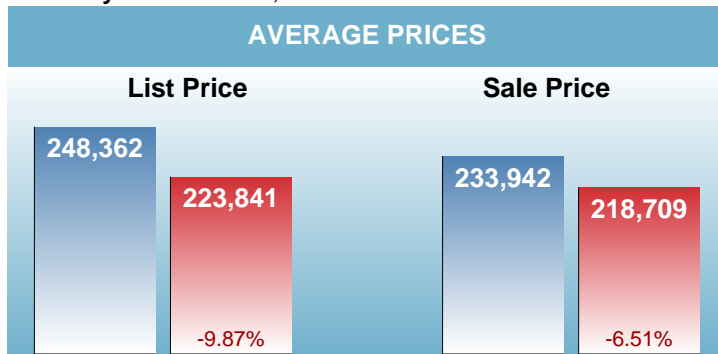
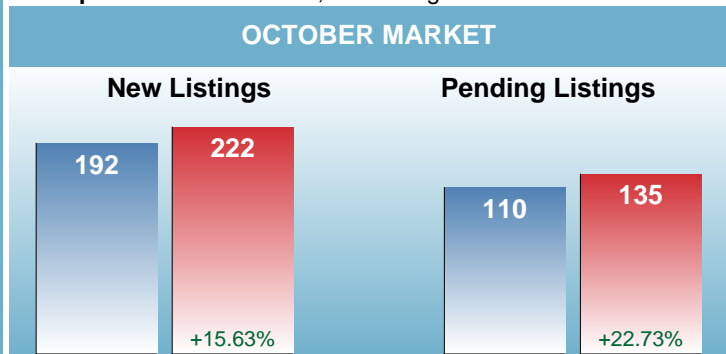


Compared Metrics	October			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	127	149	17.32%	1,287	1,331	3.42%
Pending Sales	110	135	22.73%	1,359	1,417	4.27%
New Listings	192	222	15.63%	2,281	2,275	-0.26%
Average List Price	248,362	223,841	-9.87%	191,090	202,465	5.95%
Average Sale Price	233,942	218,709	-6.51%	186,029	195,110	4.88%
Average Percent of Selling Price to List Price	95.85%	96.28%	0.45%	98.09%	97.22%	-0.89%
Average Days on Market to Sale	46.38	46.30	-0.16%	46.69	47.68	2.13%
Monthly Inventory	811	607	-25.15%	811	607	-25.15%
Months Supply of Inventory	6.42	4.69	-27.03%	6.42	4.69	-27.03%

Absorption: Last 12 months, an Average of **130** Sales/Month

Inventory on October 31, 2018 = **607**

2017 **2018**



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