

October 2018

Area Delimited by County Of Rogers

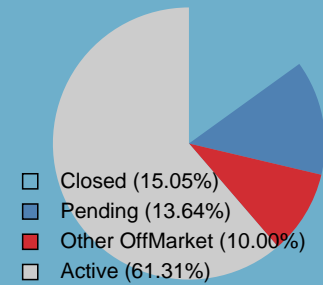


MONTHLY INVENTORY ANALYSIS

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%
Median List Price	165,000	175,000	6.06%
Median Sale Price	169,000	173,000	2.37%
Median Percent of List Price to Selling Price	98.09%	97.94%	-0.15%
Median Days on Market to Sale	35.00	30.00	-14.29%
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.

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 **2.37%** in October 2018 to \$173,000 versus the previous year at \$169,000.

Median Days on Market Shortens

The median number of **30.00** days that homes spent on the market before selling decreased by 5.00 days or **14.29%** in October 2018 compared to last year's same month at **35.00** DOM.

Sales Success for October 2018 is Positive

Overall, with Median Prices going up 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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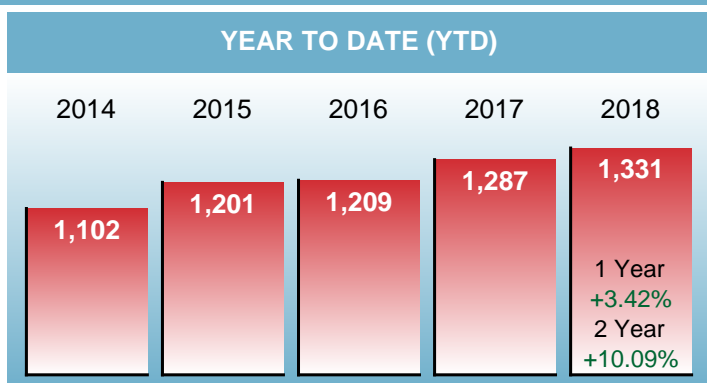
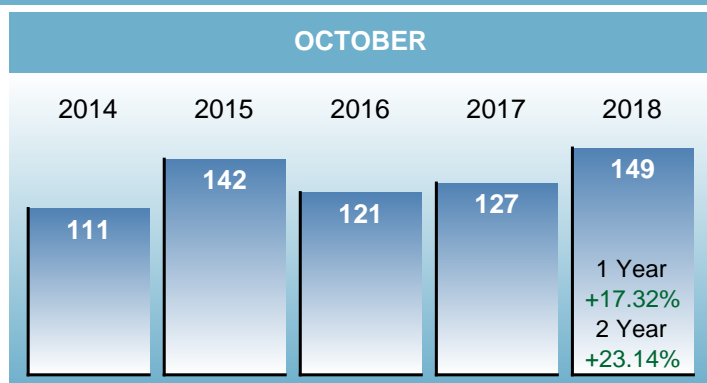
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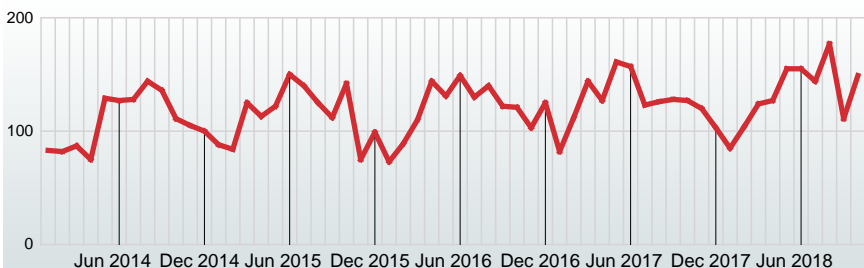


CLOSED LISTINGS

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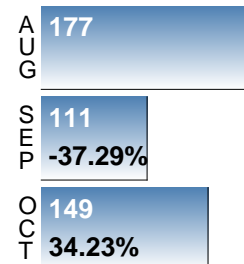
5 YEAR MARKET ACTIVITY TRENDS



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	10	6.71%	80.0	8	2	0	0
\$25,001 - \$100,000	23	15.44%	65.0	6	15	2	0
\$100,001 - \$125,000	14	9.40%	18.5	4	7	3	0
\$125,001 - \$200,000	43	28.86%	20.0	3	34	6	0
\$200,001 - \$250,000	19	12.75%	29.0	1	13	5	0
\$250,001 - \$375,000	24	16.11%	36.5	1	12	9	2
\$375,001 and up	16	10.74%	43.0	2	0	8	6
Total Closed Units	149			25	83	33	8
Total Closed Volume	32,587,606	100%	30.0	3.24M	14.17M	9.42M	5.75M
Median Closed Price	\$173,000			\$75,000	\$163,000	\$259,900	\$447,500

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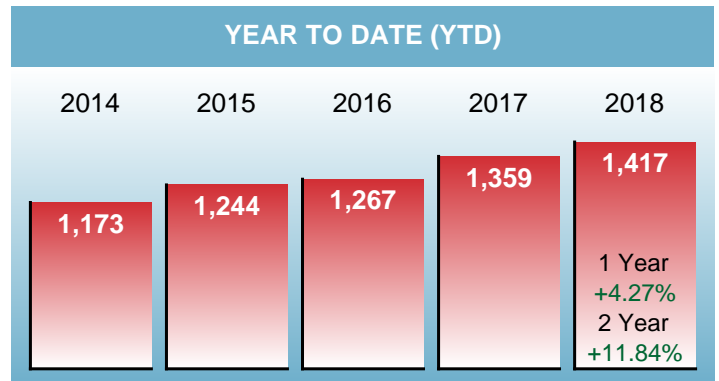
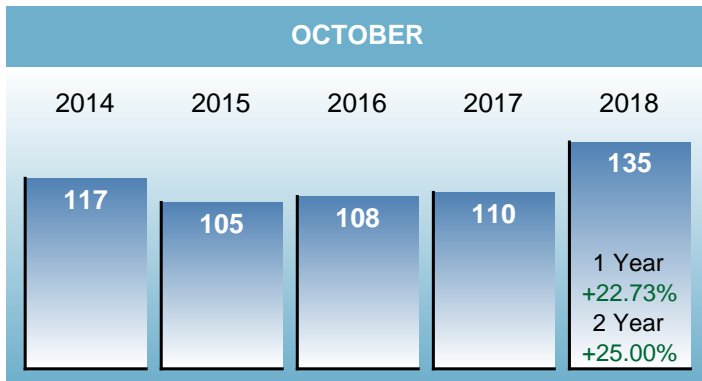
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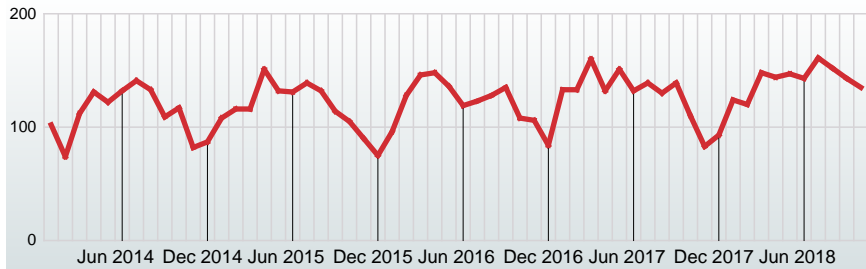
PENDING LISTINGS

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

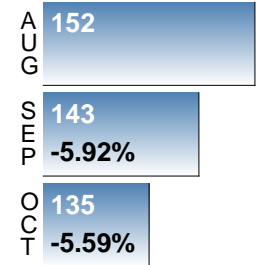


5 YEAR MARKET ACTIVITY TRENDS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	13	9.63%	41.0	10	2	1	0
\$50,001 - \$75,000	11	8.15%	63.0	8	3	0	0
\$75,001 - \$125,000	17	12.59%	9.0	3	10	4	0
\$125,001 - \$175,000	42	31.11%	27.0	0	37	5	0
\$175,001 - \$225,000	13	9.63%	30.0	0	7	6	0
\$225,001 - \$375,000	21	15.56%	31.0	0	12	9	0
\$375,001 and up	18	13.33%	12.0	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
Median Listing Price	\$160,000			\$52,950	\$155,958	\$244,900	\$484,950

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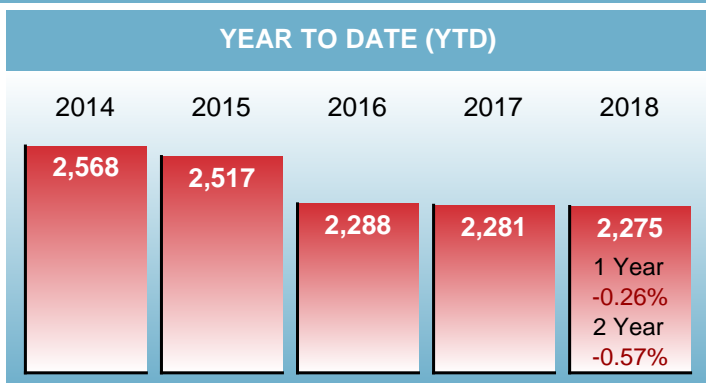
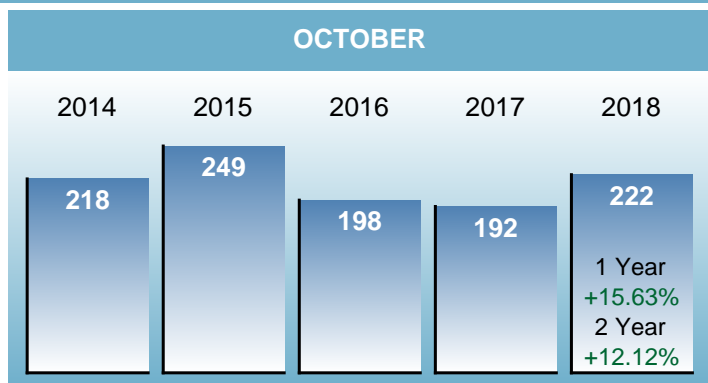
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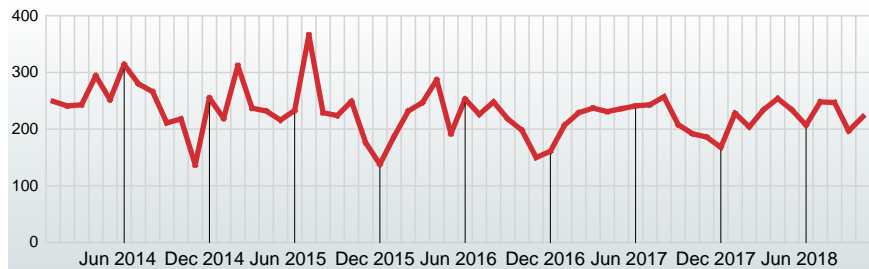


NEW LISTINGS

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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
Median New Listed Listing Price	\$171,430		\$54,950	\$160,000	\$244,950	\$539,605

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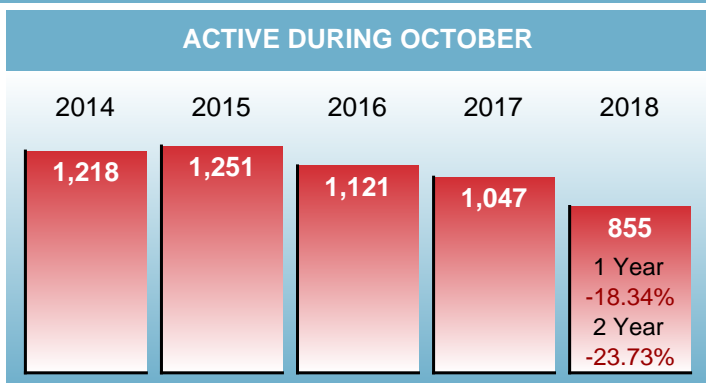
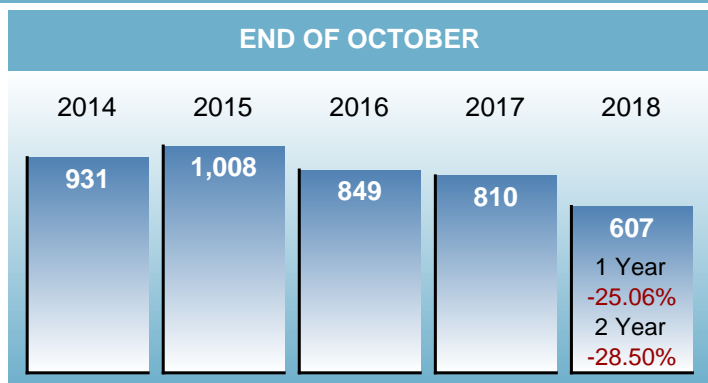
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ACTIVE INVENTORY

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	41	6.75%	82.0	40	1	0	0
\$25,001 - \$75,000	77	12.69%	75.0	65	10	2	0
\$75,001 - \$150,000	107	17.63%	56.0	33	55	15	4
\$150,001 - \$250,000	144	23.72%	54.5	18	72	48	6
\$250,001 - \$350,000	92	15.16%	70.0	13	28	42	9
\$350,001 - \$550,000	86	14.17%	75.0	10	11	48	17
\$550,001 and up	60	9.88%	80.0	18	10	10	22
Total Active Inventory by Units	607			197	187	165	58
Total Active Inventory by Volume	169,305,415	100%	67.0	35.32M	43.20M	52.68M	38.11M
Median Active Inventory Listing Price	\$199,900			\$68,000	\$174,900	\$295,000	\$477,750

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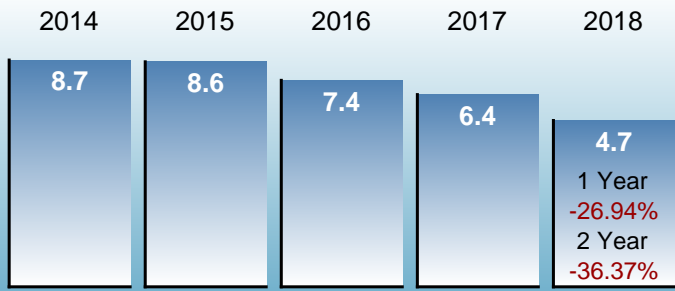
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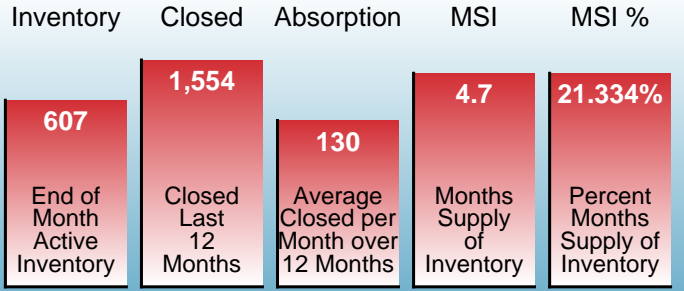
MONTHS SUPPLY of INVENTORY (MSI)

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

MSI FOR OCTOBER



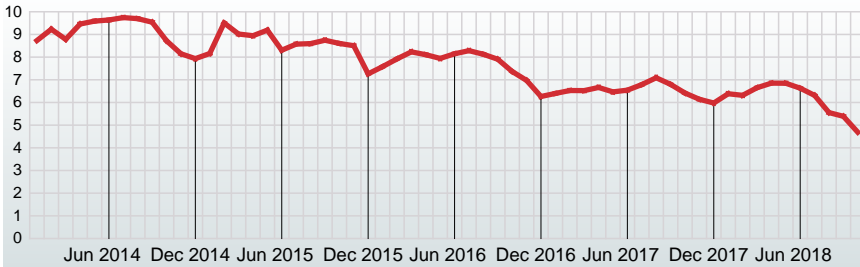
INDICATORS FOR OCTOBER 2018



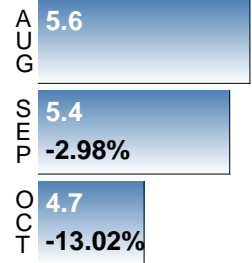
5 YEAR MARKET ACTIVITY TRENDS

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	100%	4.7	10.5	2.7	4.8	9.0
Total Active Inventory by Units	607			197	187	165	58

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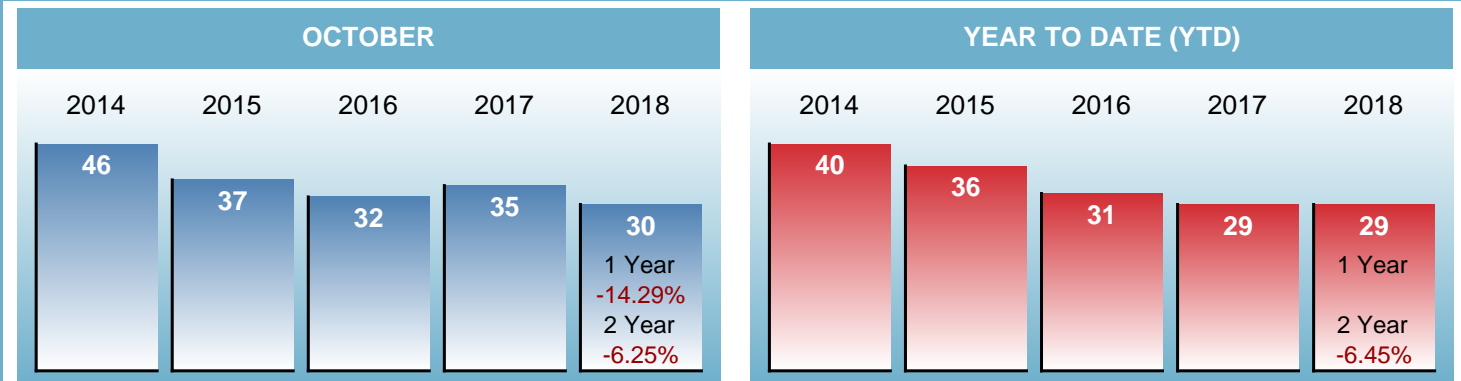
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MEDIAN DAYS ON MARKET TO SALE

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



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
\$25,000 and less	10	6.71%	80.0	134.0	18.5	0.0	0.0
\$25,001 - \$100,000	23	15.44%	65.0	11.0	66.0	53.5	0.0
\$100,001 - \$125,000	14	9.40%	18.5	16.0	15.0	79.0	0.0
\$125,001 - \$200,000	43	28.86%	20.0	19.0	20.0	25.5	0.0
\$200,001 - \$250,000	19	12.75%	29.0	29.0	14.0	36.0	0.0
\$250,001 - \$375,000	24	16.11%	36.5	37.0	19.0	51.0	88.5
\$375,001 and up	16	10.74%	43.0	38.5	0.0	34.0	48.5
Median Closed DOM	30.0			22.0	23.0	36.0	51.5
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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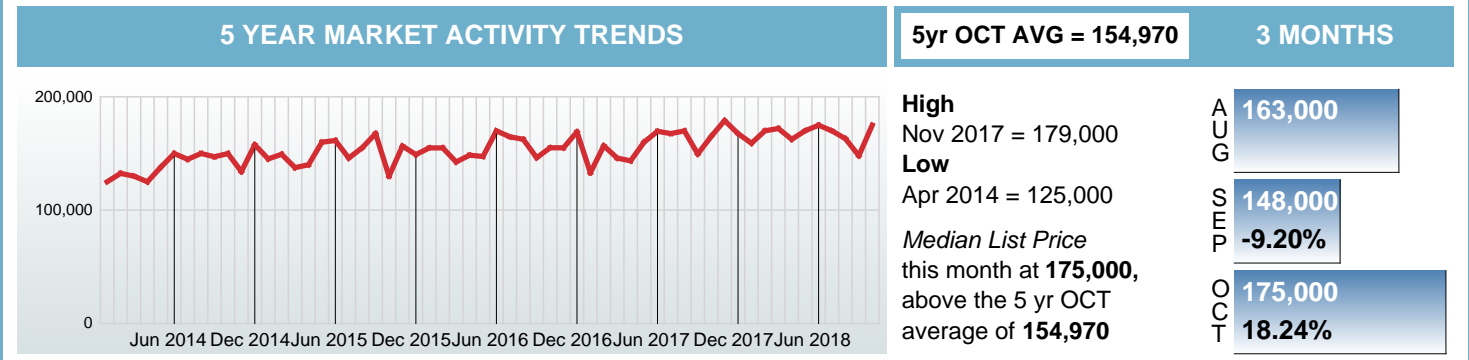
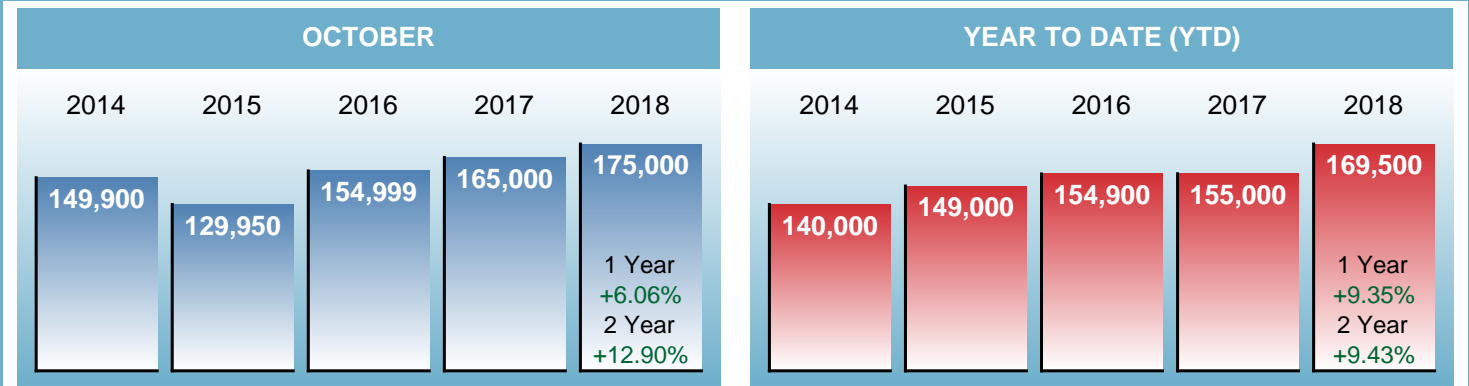
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MEDIAN LIST PRICE AT CLOSING

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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
\$25,000 and less	4.03%	18,000	18,000	0	0	0
\$25,001 - \$100,000	18.12%	79,500	38,778	80,000	84,750	0
\$100,001 - \$125,000	6.71%	120,200	123,000	119,900	119,500	0
\$125,001 - \$200,000	30.87%	161,000	140,000	164,900	159,900	0
\$200,001 - \$250,000	12.75%	229,900	247,500	229,950	224,900	0
\$250,001 - \$375,000	16.11%	288,750	0	279,950	333,750	308,750
\$375,001 and up	11.41%	480,000	420,000	380,000	489,500	484,950
Median List Price		175,000	80,000	166,500	259,900	479,950
Total Closed Units	100%	175,000	25	83	33	8
Total Closed Volume		33,352,277	3.50M	14.48M	9.58M	5.78M

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Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com



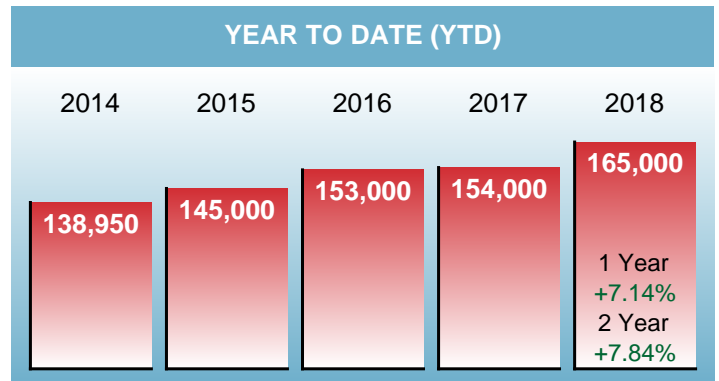
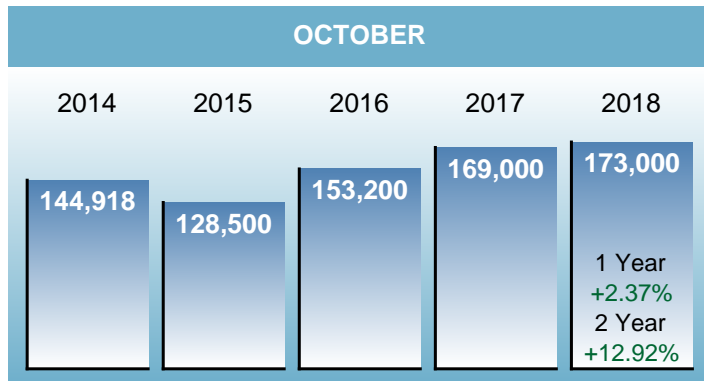
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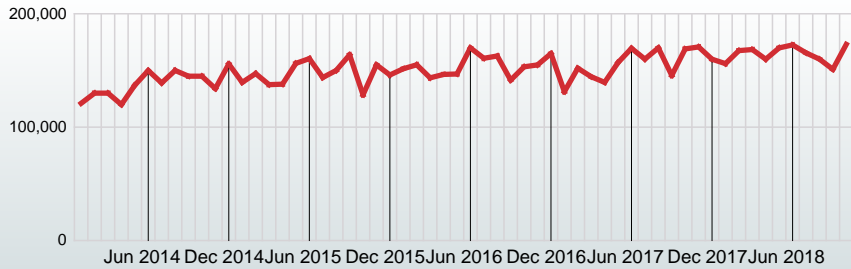
MEDIAN SOLD PRICE AT CLOSING

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5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 153,724 **3 MONTHS**



High
 Oct 2018 = 173,000
Low
 Apr 2014 = 119,900
Median Sold Price
 this month at **173,000**,
 above the 5 yr OCT
 average of **153,724**

AUG	160,000
SEP	151,000
SEP	-5.63%
OCT	173,000
OCT	14.57%

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
\$25,000 and less	10	6.71%	17,550	16,000	21,800	0	0
\$25,001 - \$100,000	23	15.44%	78,000	45,000	80,000	83,500	0
\$100,001 - \$125,000	14	9.40%	118,000	118,000	121,500	116,000	0
\$125,001 - \$200,000	43	28.86%	162,000	145,000	162,500	164,000	0
\$200,001 - \$250,000	19	12.75%	225,000	213,800	234,900	220,600	0
\$250,001 - \$375,000	24	16.11%	301,250	373,000	277,450	310,000	306,250
\$375,001 and up	16	10.74%	470,750	630,000	0	445,000	470,750
Median Sold Price			173,000	75,000	163,000	259,900	447,500
Total Closed Units		100%	173,000	25	83	33	8
Total Closed Volume			32,587,606	3.24M	14.17M	9.42M	5.75M

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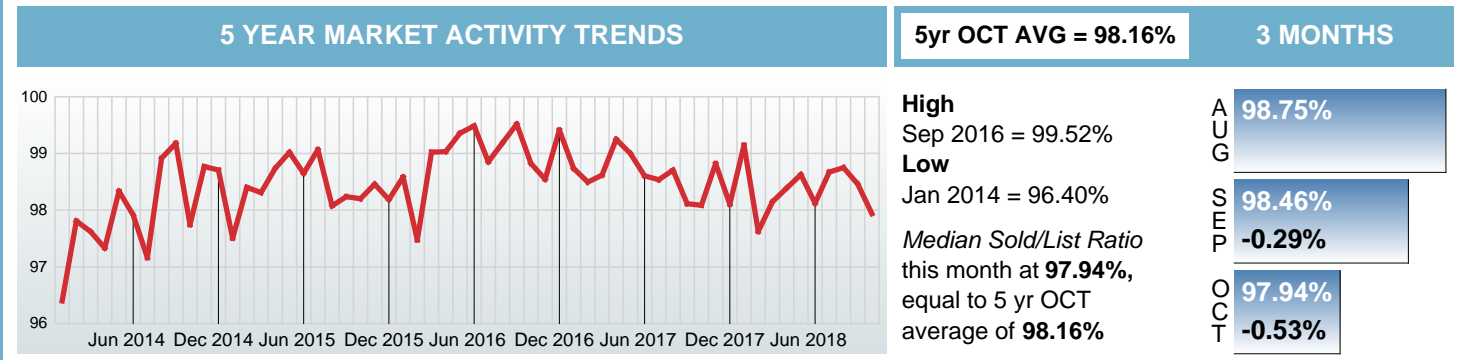
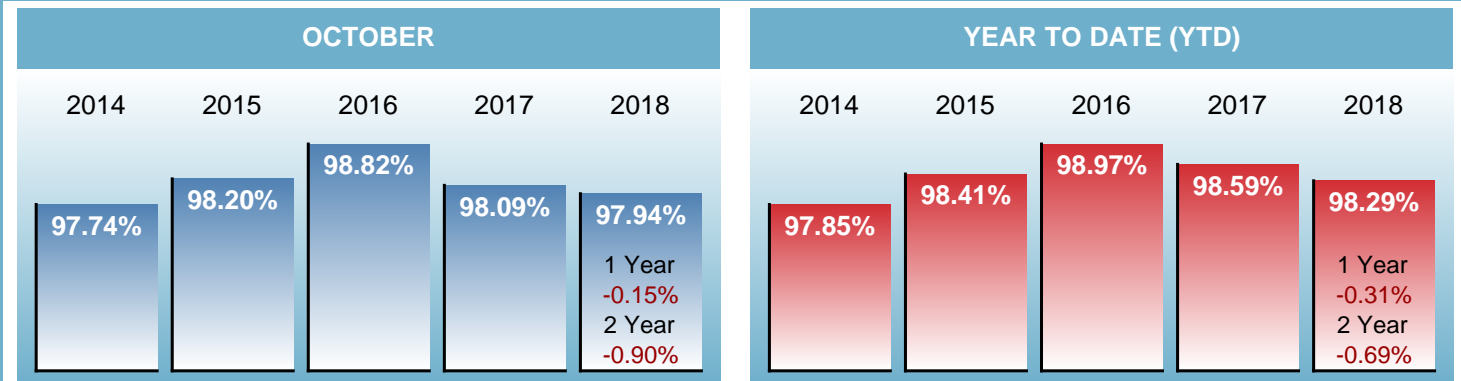
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MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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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
\$25,000 and less	10	6.71%	88.89%	88.89%	66.99%	0.00%	0.00%
\$25,001 - \$100,000	23	15.44%	97.35%	94.10%	98.00%	98.68%	0.00%
\$100,001 - \$125,000	14	9.40%	96.32%	94.38%	97.59%	97.41%	0.00%
\$125,001 - \$200,000	43	28.86%	98.13%	96.43%	99.56%	98.43%	0.00%
\$200,001 - \$250,000	19	12.75%	98.90%	87.27%	98.90%	99.04%	0.00%
\$250,001 - \$375,000	24	16.11%	98.61%	88.81%	97.90%	100.00%	99.23%
\$375,001 and up	16	10.74%	97.82%	95.35%	0.00%	97.67%	98.97%
Median Sold/List Ratio		97.94%		91.40%	98.11%	98.75%	99.23%
Total Closed Units	149	100%	97.94%	25	83	33	8
Total Closed Volume	32,587,606			3.24M	14.17M	9.42M	5.75M

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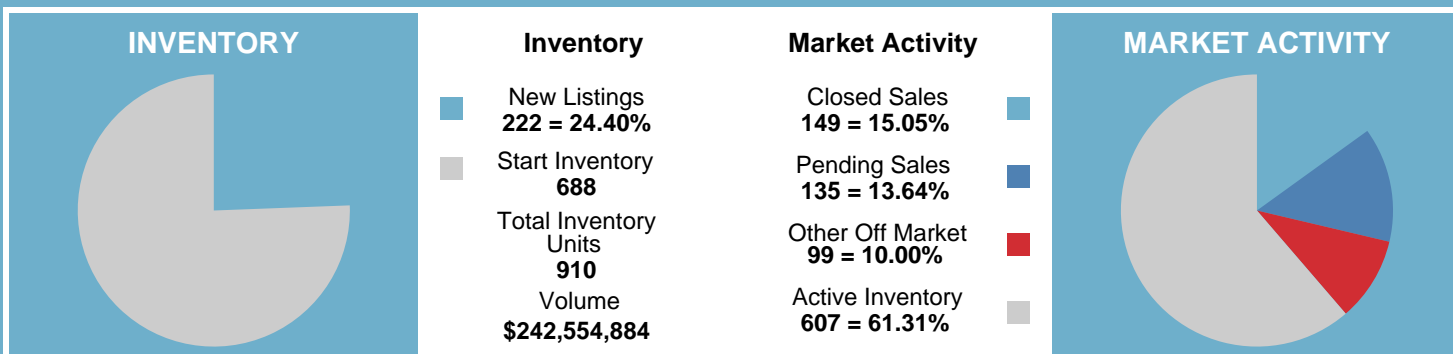
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MARKET SUMMARY

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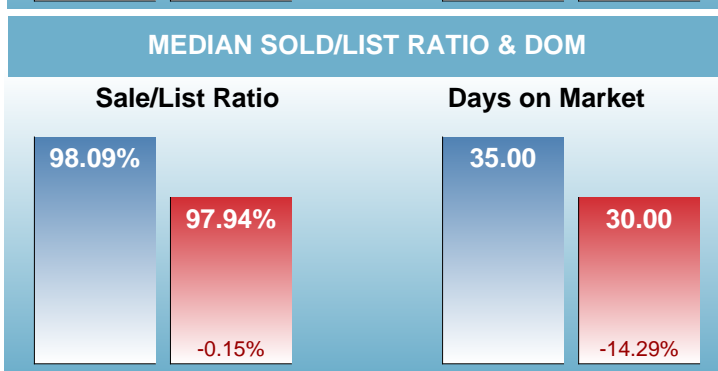
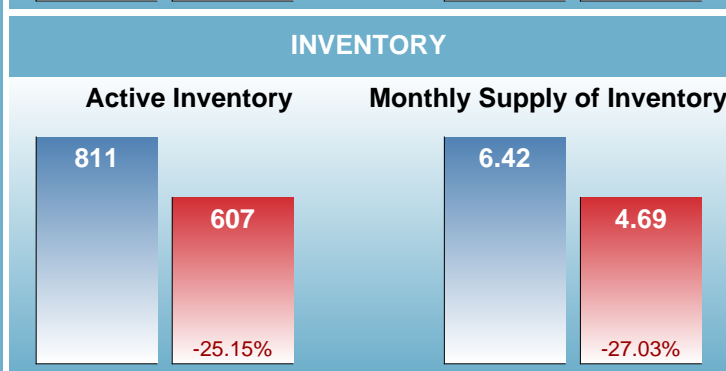
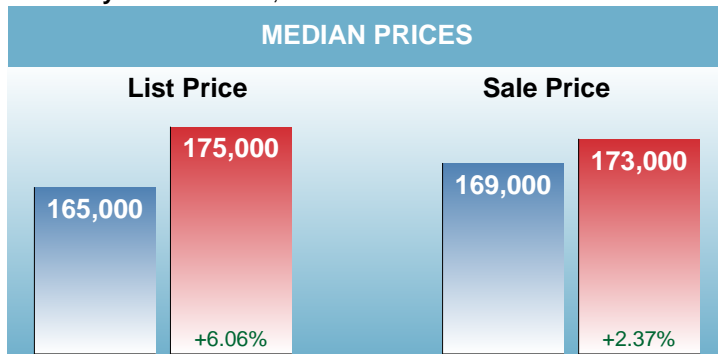
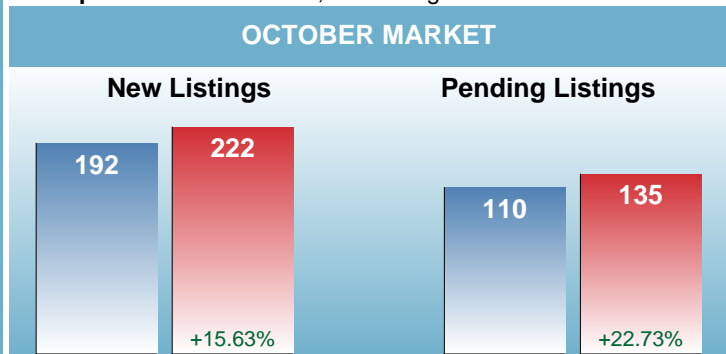


Compared Metrics	October			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	127	149	17.32%	1,287	1,331	3.42%
Pending Sales	110	135	22.73%	1,359	1,417	4.27%
New Listings	192	222	15.63%	2,281	2,275	-0.26%
Median List Price	165,000	175,000	6.06%	155,000	169,500	9.35%
Median Sale Price	169,000	173,000	2.37%	154,000	165,000	7.14%
Median Percent of Selling Price to List Price	98.09%	97.94%	-0.15%	98.59%	98.29%	-0.31%
Median Days on Market to Sale	35.00	30.00	-14.29%	29.00	29.00	0.00%
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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Ready to Buy or Sell Real Estate?

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Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com