



# April 2018

Area Delimited by County Of Rogers

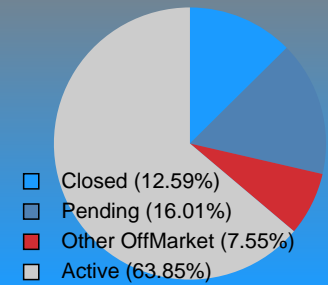


## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	April		
	2017	2018	+/-%
Closed Listings	127	125	-1.57%
Pending Listings	132	159	20.45%
New Listings	231	254	9.96%
Average List Price	158,737	180,579	13.76%
Average Sale Price	155,633	176,691	13.53%
Average Percent of List Price to Selling Price	98.55%	97.86%	-0.70%
Average Days on Market to Sale	44.54	54.02	21.27%
End of Month Inventory	554	634	14.44%
Months Supply of Inventory	4.48	5.14	14.67%

### MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **123** Sales/Month  
**Active Inventory** as of April 30, 2018 = **634**

### Analysis Wrap-Up

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

The total housing inventory at the end of April 2018 rose **14.44%** to 634 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 **5.14** 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 **13.53%** in April 2018 to \$176,691 versus the previous year at \$155,633.

#### Average Days on Market Lengthens

The average number of **54.02** days that homes spent on the market before selling increased by 9.47 days or **21.27%** in April 2018 compared to last year's same month at **44.54** DOM.

#### Sales Success for April 2018 is Positive

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

There were 254 New Listings in April 2018, up **9.96%** from last year at 231. Furthermore, there were 125 Closed Listings this month versus last year at 127, a **-1.57%** decrease.

Closed versus Listed trends yielded a **49.2%** ratio, down from previous year's, April 2017, at **55.0%**, a **10.49%** downswing. 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.

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Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.



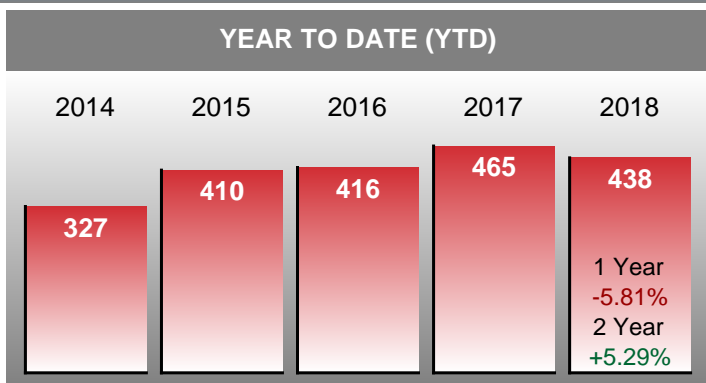
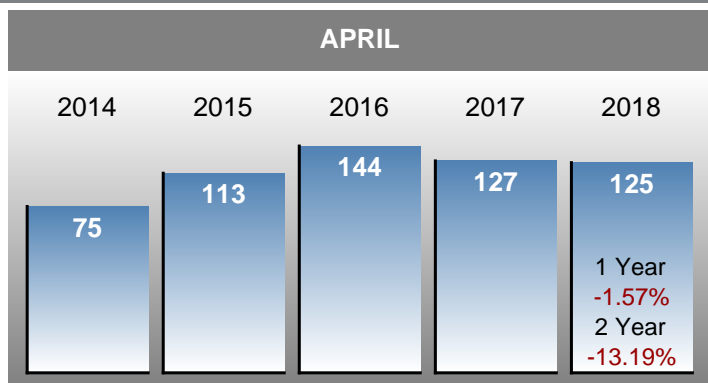
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## CLOSED LISTINGS

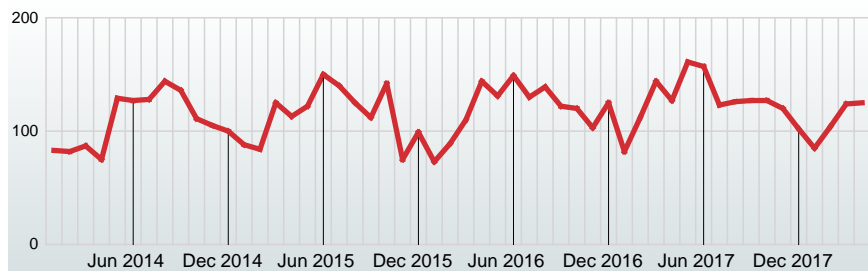
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 117

3 MONTHS



**High**  
May 2017 = 161  
**Low**  
Jan 2016 = 73  
*Closed Listings*  
this month at **125**,  
above the 5 yr APR  
average of **117**

FEB	104
MAR	124
APR	<b>125</b>
APR	<b>19.23%</b>
APR	<b>0.81%</b>

### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	10	8.00%	52.5	7	2	1	0
\$75,001 - \$100,000	11	8.80%	49.0	8	2	1	0
\$100,001 - \$125,000	11	8.80%	44.3	2	8	1	0
\$125,001 - \$175,000	41	32.80%	52.1	4	29	8	0
\$175,001 - \$225,000	24	19.20%	61.0	0	14	10	0
\$225,001 - \$275,000	12	9.60%	35.7	0	7	4	1
\$275,001 and up	16	12.80%	73.2	0	2	12	2
<b>Total Closed Units</b>	<b>125</b>			<b>21</b>	<b>64</b>	<b>37</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>22,086,425</b>	<b>100%</b>	<b>54.0</b>	<b>1.80M</b>	<b>10.46M</b>	<b>8.67M</b>	<b>1.16M</b>
<b>Average Closed Price</b>	<b>\$176,691</b>			<b>\$85,605</b>	<b>\$163,366</b>	<b>\$234,365</b>	<b>\$387,267</b>

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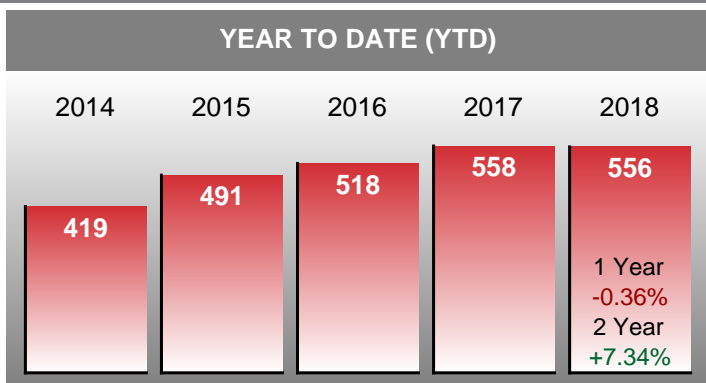
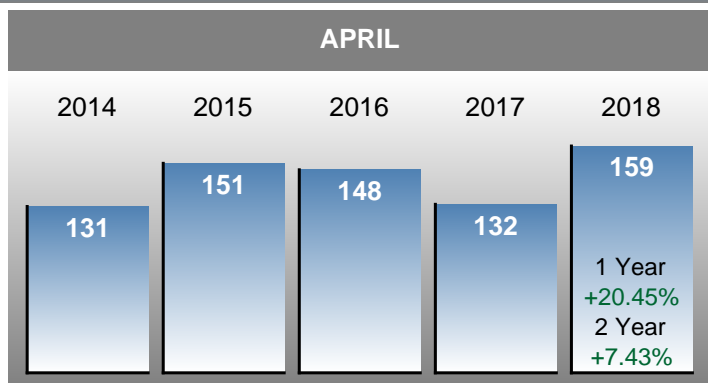
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## PENDING LISTINGS

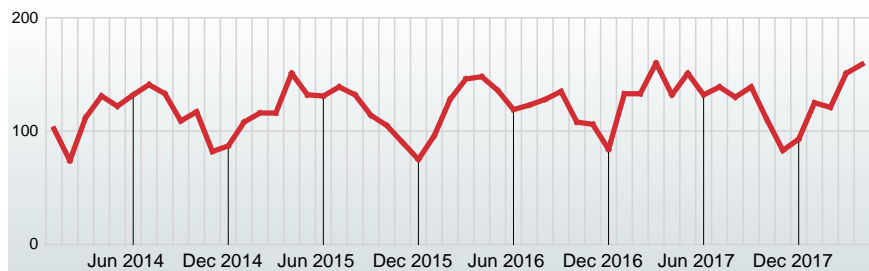
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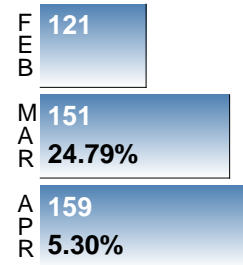
### 5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 144

3 MONTHS



**High**  
Mar 2017 = 160  
**Low**  
Feb 2014 = 74  
*Pending Listings*  
this month at **159**,  
above the 5 yr APR  
average of **144**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	15	9.43%	53.9	8	4	2	1
\$75,001 - \$100,000	11	6.92%	36.5	4	5	2	0
\$100,001 - \$125,000	21	13.21%	48.2	5	14	2	0
\$125,001 - \$175,000	42	26.42%	55.0	2	29	8	3
\$175,001 - \$275,000	34	21.38%	56.3	1	18	14	1
\$275,001 - \$400,000	19	11.95%	35.5	0	6	10	3
\$400,001 and up	17	10.69%	55.6	0	1	9	7
<b>Total Pending Units</b>	<b>159</b>			<b>20</b>	<b>77</b>	<b>47</b>	<b>15</b>
<b>Total Pending Volume</b>	<b>35,140,528</b>	<b>100%</b>	<b>46.3</b>	<b>1.72M</b>	<b>12.91M</b>	<b>12.54M</b>	<b>7.97M</b>
<b>Average Listing Price</b>	<b>\$162,117</b>			<b>\$85,915</b>	<b>\$167,714</b>	<b>\$266,736</b>	<b>\$531,443</b>

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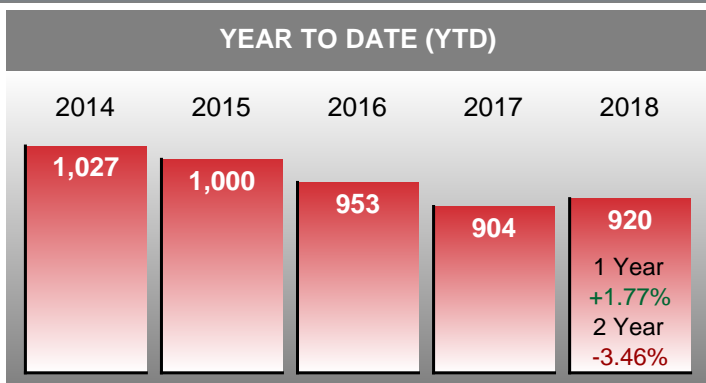
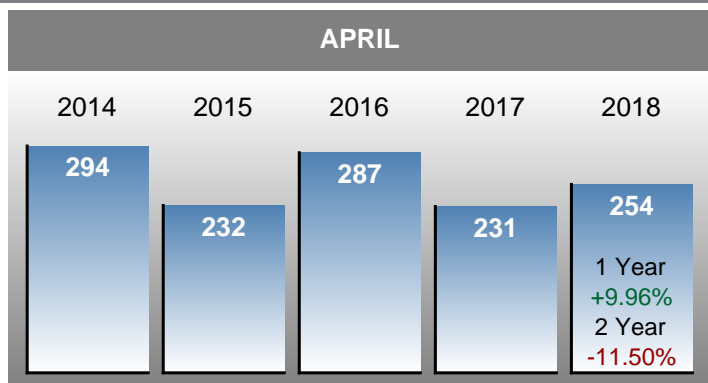
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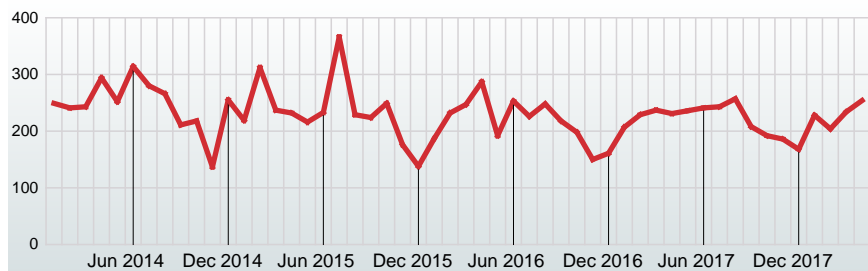


## NEW LISTINGS

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### 5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 260

3 MONTHS

**High**  
Jul 2015 = 366  
**Low**  
Nov 2014 = 137  
*New Listings*  
this month at **254**,  
below the 5 yr APR  
average of **260**

FEB	204
MAR	234
APR	254

**14.71%**  
**8.55%**

### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	23	9.06%	23	0	0	0
\$40,001 - \$100,000	34	13.39%	16	12	4	2
\$100,001 - \$140,000	32	12.60%	3	25	3	1
\$140,001 - \$220,000	68	26.77%	6	49	13	0
\$220,001 - \$290,000	37	14.57%	2	16	17	2
\$290,001 - \$390,000	34	13.39%	4	11	15	4
\$390,001 and up	26	10.24%	1	4	13	8
<b>Total New Listed Units</b>	<b>254</b>		<b>55</b>	<b>117</b>	<b>65</b>	<b>17</b>
<b>Total New Listed Volume</b>	<b>60,053,699</b>	<b>100%</b>	<b>5.29M</b>	<b>23.97M</b>	<b>18.88M</b>	<b>11.92M</b>
<b>Average New Listed Listing Price</b>	<b>\$142,475</b>		<b>\$96,117</b>	<b>\$204,830</b>	<b>\$290,500</b>	<b>\$701,156</b>

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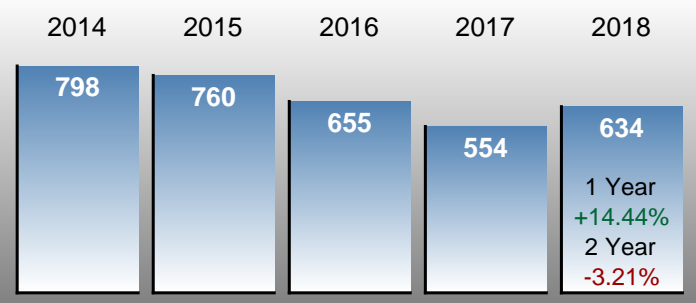
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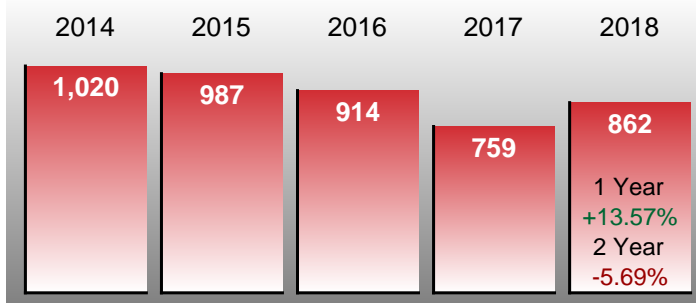
## ACTIVE INVENTORY

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### END OF APRIL



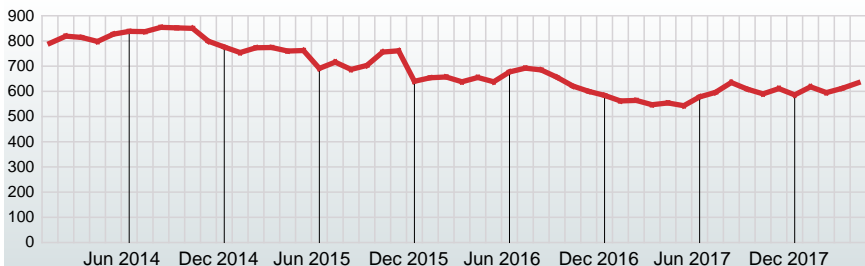
### ACTIVE DURING APRIL



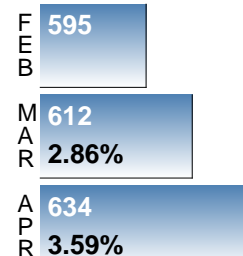
### 5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 680

3 MONTHS



**High**  
Aug 2014 = 854  
**Low**  
May 2017 = 543  
*Inventory*  
this month at **634**,  
below the 5 yr APR  
average of **680**



### 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	59	9.31%	99.5	59	0	0	0
\$25,001 - \$50,000	52	8.20%	99.0	48	3	1	0
\$50,001 - \$125,000	123	19.40%	73.1	52	57	9	5
\$125,001 - \$225,000	157	24.76%	65.8	29	94	30	4
\$225,001 - \$300,000	98	15.46%	75.2	9	37	47	5
\$300,001 - \$475,000	79	12.46%	59.0	17	16	34	12
\$475,001 and up	66	10.41%	68.5	18	8	15	25
<b>Total Active Inventory by Units</b>	<b>634</b>			<b>232</b>	<b>215</b>	<b>136</b>	<b>51</b>
<b>Total Active Inventory by Volume</b>	<b>155,625,515</b>	<b>100%</b>	<b>74.0</b>	<b>34.43M</b>	<b>43.99M</b>	<b>41.81M</b>	<b>35.40M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$245,466</b>			<b>\$148,388</b>	<b>\$204,614</b>	<b>\$307,414</b>	<b>\$694,103</b>

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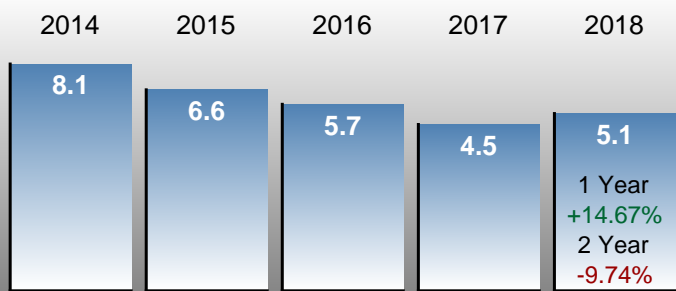
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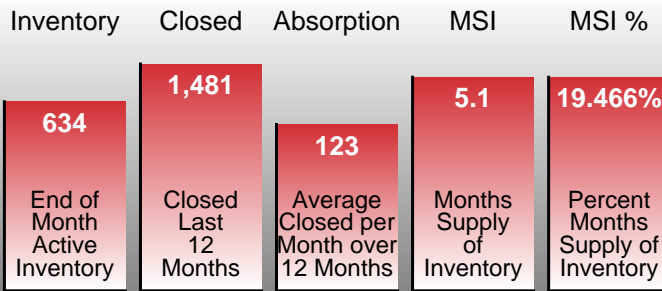
## MONTHS SUPPLY of INVENTORY (MSI)

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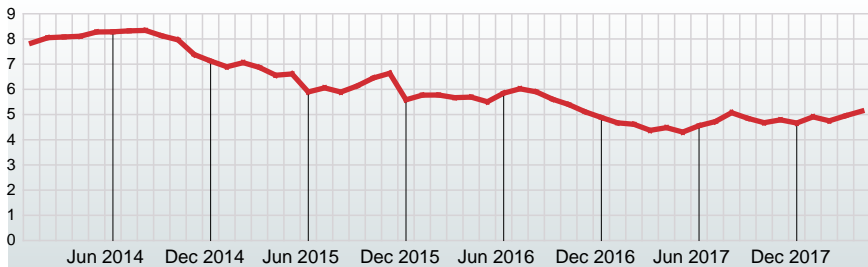
### MSI FOR APRIL



### INDICATORS FOR APRIL 2018



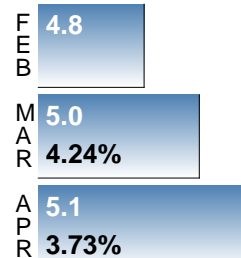
### 5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 6.0

3 MONTHS

**High**  
Aug 2014 = 8.3  
**Low**  
May 2017 = 4.3  
*Months Supply*  
this month at **5.1**,  
below the 5 yr APR  
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	59	9.31%	11.8	14.4	0.0	0.0	0.0
\$25,001 - \$50,000	52	8.20%	8.8	14.8	1.5	1.5	0.0
\$50,001 - \$125,000	123	19.40%	4.5	6.9	3.3	3.6	30.0
\$125,001 - \$225,000	157	24.76%	3.0	9.9	2.6	2.4	4.8
\$225,001 - \$300,000	98	15.46%	5.7	12.0	4.8	6.1	4.0
\$300,001 - \$475,000	79	12.46%	6.4	29.1	8.3	4.3	6.9
\$475,001 and up	66	10.41%	16.9	216.0	48.0	7.5	15.0
Market Supply of Inventory (MSI)	5.1	100%	5.1	12.1	3.3	4.1	9.0
Total Active Inventory by Units	634			232	215	136	51

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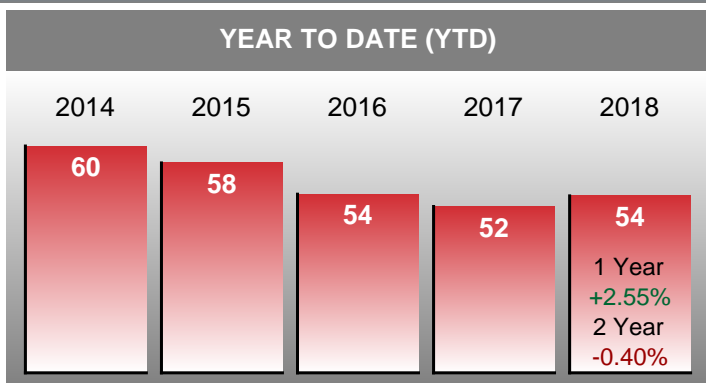
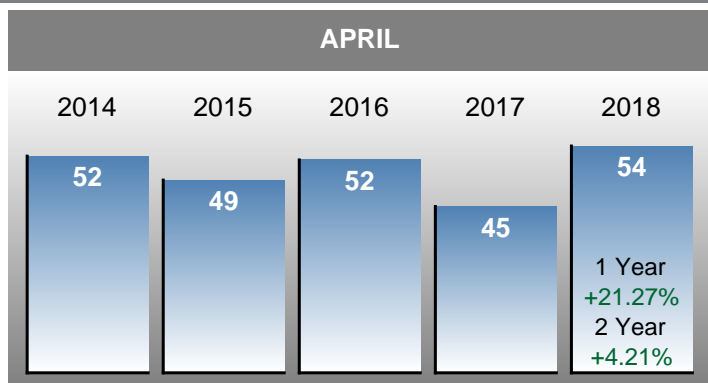
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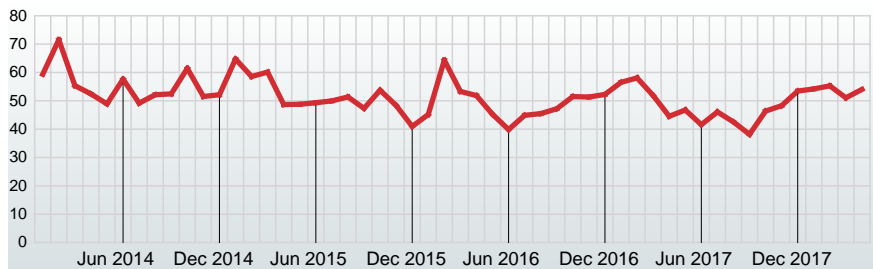


## AVERAGE DAYS ON MARKET TO SALE

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



### 5 YEAR MARKET ACTIVITY TRENDS



**5yr APR AVG = 50**      **3 MONTHS**

**High**  
Feb 2014 = 72

**Low**  
Sep 2017 = 38

Average Days on Market this month at **54**, above the 5 yr APR average of **50**

**FEB** 55

**MAR** 51  
-7.64%

**APR** 54  
5.80%

### 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
\$75,000 and less	10	8.00%	52.5	69.9	12.5	11.0	0.0
\$75,001 - \$100,000	11	8.80%	49.0	50.3	67.5	2.0	0.0
\$100,001 - \$125,000	11	8.80%	44.3	17.0	55.4	10.0	0.0
\$125,001 - \$175,000	41	32.80%	52.1	62.3	51.0	51.0	0.0
\$175,001 - \$225,000	24	19.20%	61.0	0.0	59.1	63.8	0.0
\$225,001 - \$275,000	12	9.60%	35.7	0.0	26.0	61.3	1.0
\$275,001 and up	16	12.80%	73.2	0.0	12.0	92.2	20.5
<b>Average Closed DOM</b>			54.0	55.9	48.7	65.4	14.0
<b>Total Closed Units</b>		100%	54.0	21	64	37	3
<b>Total Closed Volume</b>			22,086,425	1.80M	10.46M	8.67M	1.16M

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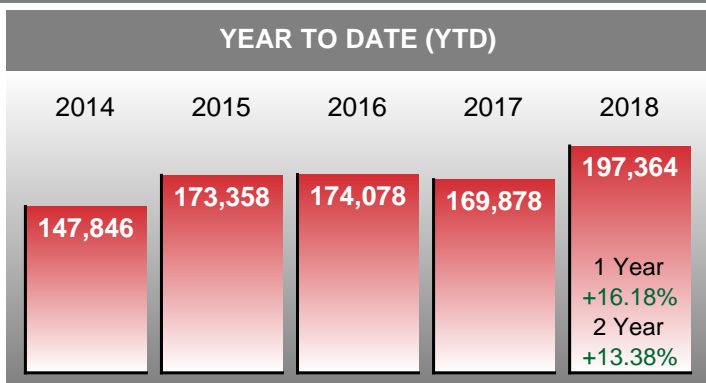
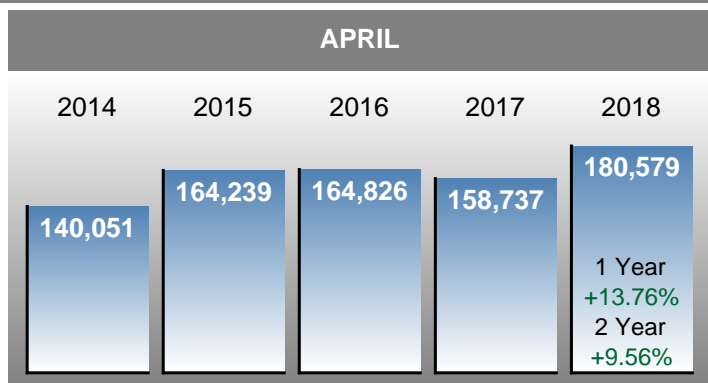
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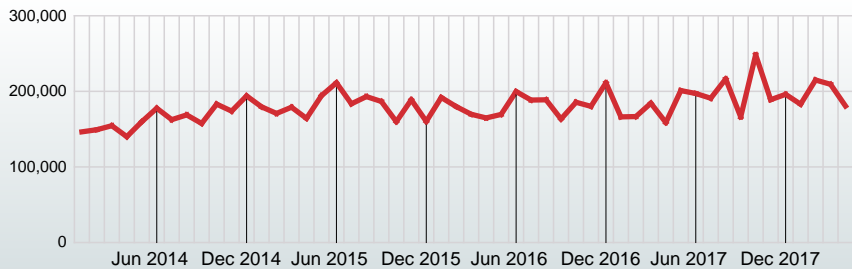
## AVERAGE LIST PRICE AT CLOSING

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### 5 YEAR MARKET ACTIVITY TRENDS

**5yr APR AVG = 161,686**      **3 MONTHS**



**High**  
Oct 2017 = 248,362  
**Low**  
Apr 2014 = 140,051  
*Average List Price*  
this month at **180,579**,  
above the 5 yr APR  
average of **161,686**

<b>FEB</b>	215,035
<b>MAR</b>	209,316
<b>APR</b>	180,579
	<b>-2.66%</b>
	<b>-13.73%</b>

### 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
\$75,000 and less	10	8.00%	40,570	43,757	35,200	29,000	0
\$75,001 - \$100,000	12	9.60%	91,067	89,500	97,400	92,000	0
\$100,001 - \$125,000	9	7.20%	113,433	128,500	113,925	90,000	0
\$125,001 - \$175,000	40	32.00%	150,674	157,750	148,547	163,063	0
\$175,001 - \$225,000	25	20.00%	199,793	0	200,271	205,702	0
\$225,001 - \$275,000	14	11.20%	252,048	0	249,440	254,700	263,900
\$275,001 and up	15	12.00%	366,833	0	290,000	357,308	452,400
<b>Average List Price</b>			180,579	90,967	165,849	239,973	389,567
<b>Total Closed Units</b>		100%	180,579	21	64	37	3
<b>Total Closed Volume</b>			22,572,358	1.91M	10.61M	8.88M	1.17M

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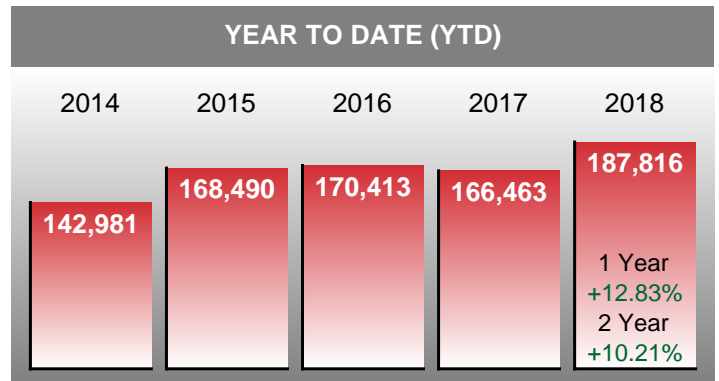
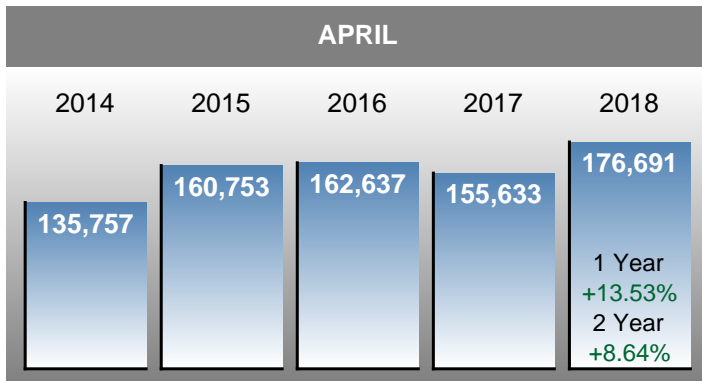
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## AVERAGE SOLD PRICE AT CLOSING

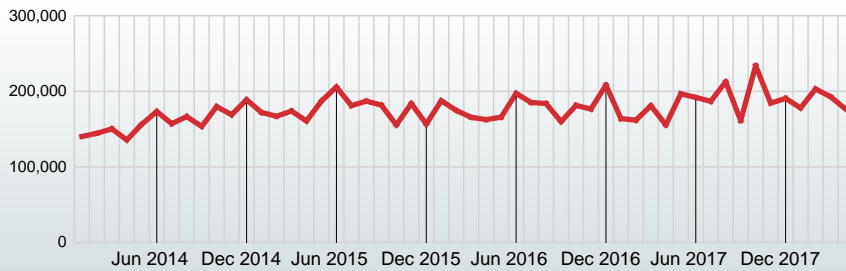
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 158,294

### 3 MONTHS



**High**  
Oct 2017 = 233,942  
**Low**  
Apr 2014 = 135,757  
*Average Sold Price*  
this month at **176,691**,  
above the 5 yr APR  
average of **158,294**

FEB	203,113
MAR	192,910
APR	176,691
APR Change	-5.02%
APR Change	-8.41%

### 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
\$75,000 and less	10	8.00%	38,598	41,200	33,500	30,577	0
\$75,001 - \$100,000	11	8.80%	88,298	84,788	97,678	97,625	0
\$100,001 - \$125,000	11	8.80%	115,037	124,000	114,026	105,200	0
\$125,001 - \$175,000	41	32.80%	149,750	145,750	147,344	160,475	0
\$175,001 - \$225,000	24	19.20%	197,683	0	195,114	201,279	0
\$225,001 - \$275,000	12	9.60%	248,850	0	244,471	252,750	263,900
\$275,001 and up	16	12.80%	349,588	0	282,500	344,208	448,950
<b>Average Sold Price</b>			176,691	85,605	163,366	234,365	387,267
<b>Total Closed Units</b>		100%	176,691	21	64	37	3
<b>Total Closed Volume</b>			22,086,425	1.80M	10.46M	8.67M	1.16M

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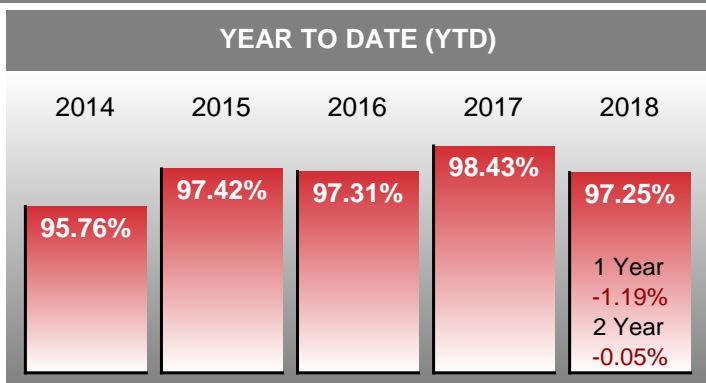
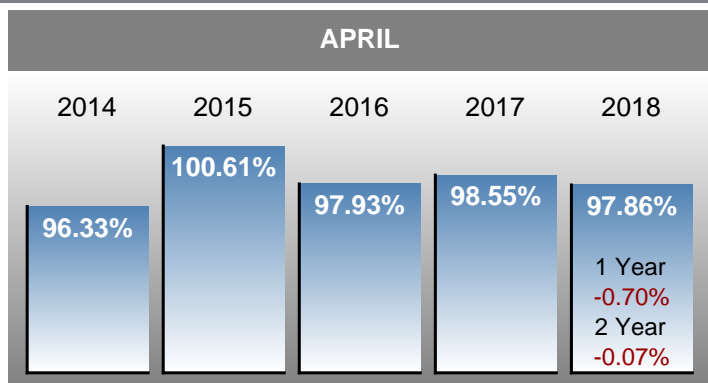
# April 2018

Area Delimited by County Of Rogers

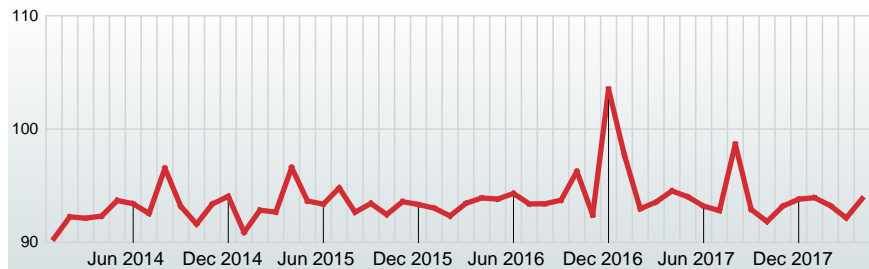


## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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### 5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 98.26%

3 MONTHS

**High**  
Dec 2016 = 107.52%

**Low**  
Jan 2014 = 94.36%

Average Sold/List Ratio this month at **97.86%**, equal to 5 yr APR average of **98.26%**

FEB	97.25%
MAR	96.17%
APR	97.86%
APR	1.75%

### 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
\$75,000 and less	10	8.00%	93.69%	92.04%	93.63%	105.44%	0.00%
\$75,001 - \$100,000	11	8.80%	96.88%	94.87%	100.28%	106.11%	0.00%
\$100,001 - \$125,000	11	8.80%	101.29%	96.64%	100.50%	116.89%	0.00%
\$125,001 - \$175,000	41	32.80%	98.50%	92.42%	99.29%	98.68%	0.00%
\$175,001 - \$225,000	24	19.20%	97.61%	0.00%	97.47%	97.81%	0.00%
\$225,001 - \$275,000	12	9.60%	98.60%	0.00%	98.02%	99.26%	100.00%
\$275,001 and up	16	12.80%	96.94%	0.00%	97.82%	96.45%	99.05%
<b>Average Sold/List Ratio</b>			97.90%	93.63%	98.71%	98.66%	99.37%
<b>Total Closed Units</b>		100%	97.90%	21	64	37	3
<b>Total Closed Volume</b>			22,086,425	1.80M	10.46M	8.67M	1.16M

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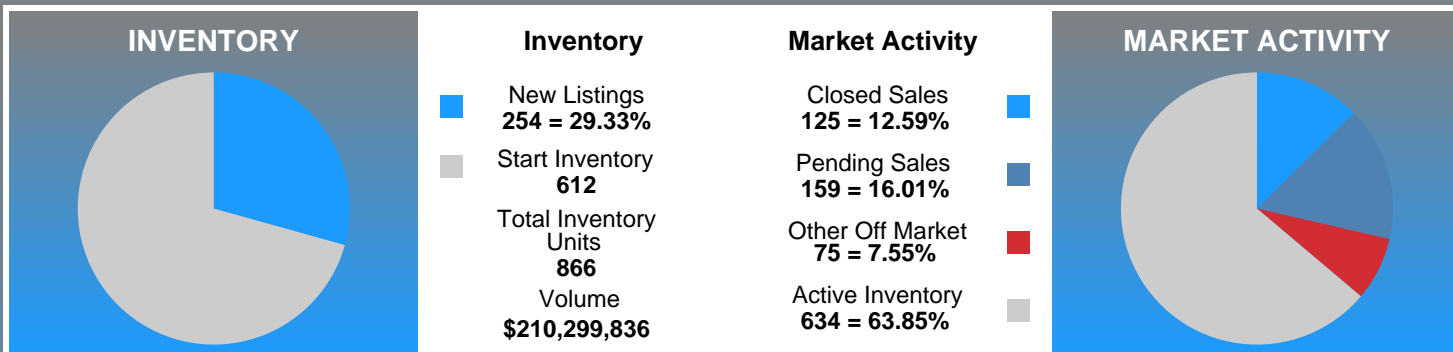
# April 2018

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## MARKET SUMMARY

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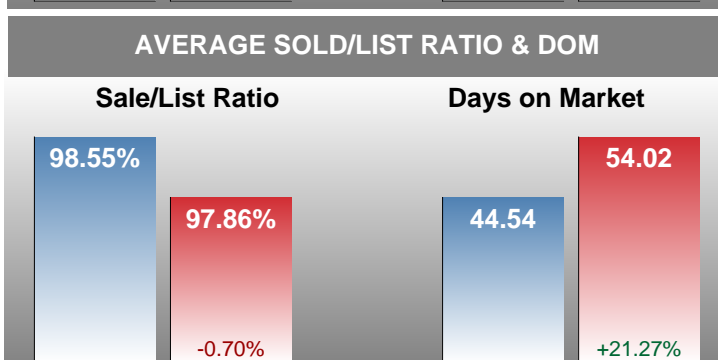
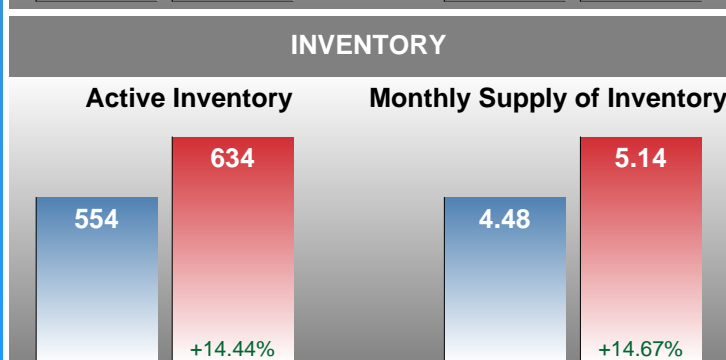
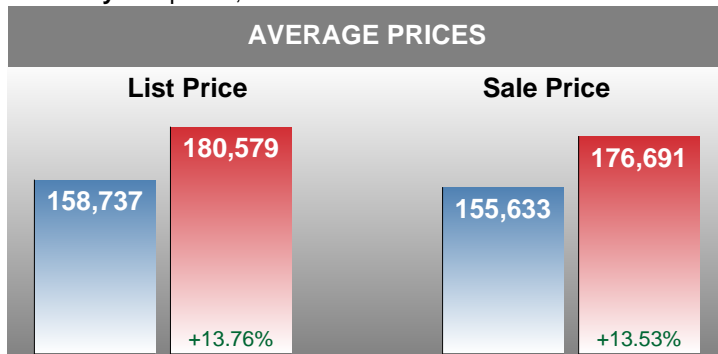
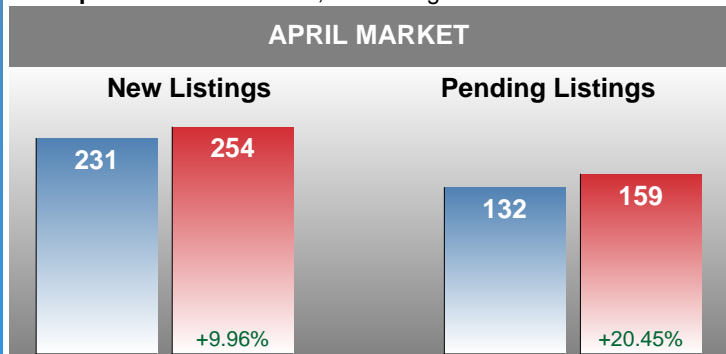


Compared Metrics	April			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	127	125	-1.57%	465	438	-5.81%
Pending Sales	132	159	20.45%	558	556	-0.36%
New Listings	231	254	9.96%	904	920	1.77%
Average List Price	158,737	180,579	13.76%	169,878	197,364	16.18%
Average Sale Price	155,633	176,691	13.53%	166,463	187,816	12.83%
Average Percent of Selling Price to List Price	98.55%	97.86%	-0.70%	98.43%	97.25%	-1.19%
Average Days on Market to Sale	44.54	54.02	21.27%	52.18	53.51	2.55%
Monthly Inventory	554	634	14.44%	554	634	14.44%
Months Supply of Inventory	4.48	5.14	14.67%	4.48	5.14	14.67%

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

**Inventory** on April 30, 2018 = **634**

2017 2018



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Email: support@mlstechnology.com