



# July 2018

Area Delimited by County Of Rogers

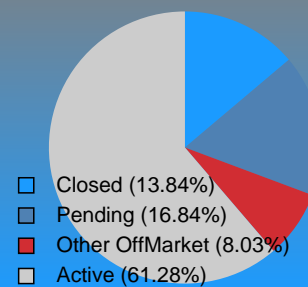


## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 13, 2018 for MLS Technology Inc.

Compared Metrics	July		
	2017	2018	+/-%
Closed Listings	123	143	16.26%
Pending Listings	139	174	25.18%
New Listings	243	248	2.06%
Average List Price	190,898	191,715	0.43%
Average Sale Price	186,844	187,381	0.29%
Average Percent of List Price to Selling Price	96.82%	97.14%	0.33%
Average Days on Market to Sale	46.07	46.08	0.04%
End of Month Inventory	596	633	6.21%
Months Supply of Inventory	4.72	5.08	7.70%

### MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **125** Sales/Month  
**Active Inventory** as of July 31, 2018 = **633**

### Analysis Wrap-Up

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

The total housing inventory at the end of July 2018 rose **6.21%** to 633 existing homes available for sale. Over the last 12 months this area has had an average of 125 closed sales per month. This represents an unsold inventory index of **5.08** 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 **0.29%** in July 2018 to \$187,381 versus the previous year at \$186,844.

#### Average Days on Market Lengthens

The average number of **46.08** days that homes spent on the market before selling increased by 0.02 days or **0.04%** in July 2018 compared to last year's same month at **46.07** DOM.

#### Sales Success for July 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 248 New Listings in July 2018, up **2.06%** from last year at 243. Furthermore, there were 143 Closed Listings this month versus last year at 123, a **16.26%** increase.

Closed versus Listed trends yielded a **57.7%** ratio, up from previous year's, July 2017, at **50.6%**, a **13.92%** 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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**Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.**

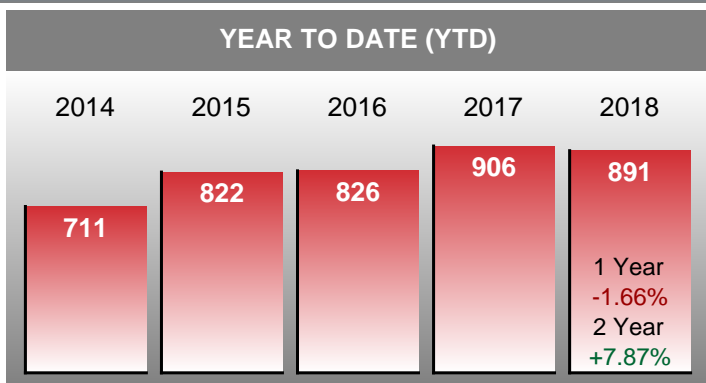
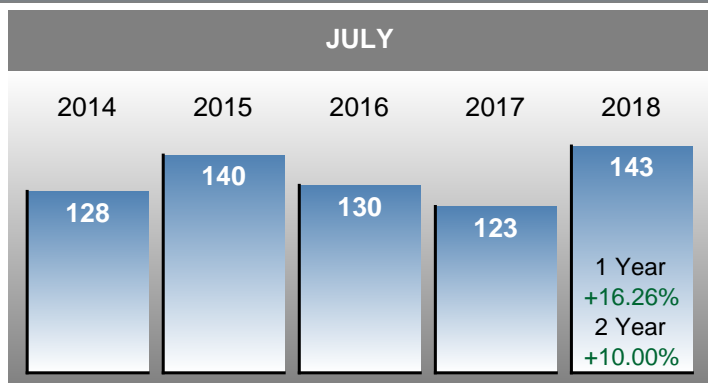
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## CLOSED LISTINGS

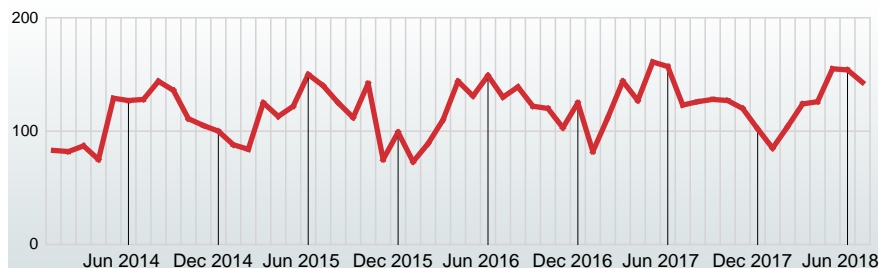
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 133

3 MONTHS



**High**  
May 2017 = 161  
**Low**  
Jan 2016 = 73  
*Closed Listings*  
this month at **143**,  
above the 5 yr JUL  
average of **133**

MAY	155
JUN	154
JUL	143
JUL	-0.65%
JUL	-7.14%

### 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	5	3.50%	87.0	5	0	0	0
\$25,001 - \$100,000	24	16.78%	41.7	10	10	3	1
\$100,001 - \$125,000	7	4.90%	31.9	2	5	0	0
\$125,001 - \$200,000	52	36.36%	44.3	4	41	7	0
\$200,001 - \$225,000	12	8.39%	61.9	3	6	3	0
\$225,001 - \$300,000	26	18.18%	43.5	0	11	13	2
\$300,001 and up	17	11.89%	44.4	2	1	10	4
<b>Total Closed Units</b>	<b>143</b>			<b>26</b>	<b>74</b>	<b>36</b>	<b>7</b>
<b>Total Closed Volume</b>	<b>26,795,429</b>	<b>100%</b>	<b>46.1</b>	<b>2.91M</b>	<b>11.92M</b>	<b>9.11M</b>	<b>2.85M</b>
<b>Average Closed Price</b>	<b>\$187,381</b>			<b>\$111,774</b>	<b>\$161,133</b>	<b>\$253,163</b>	<b>\$407,371</b>

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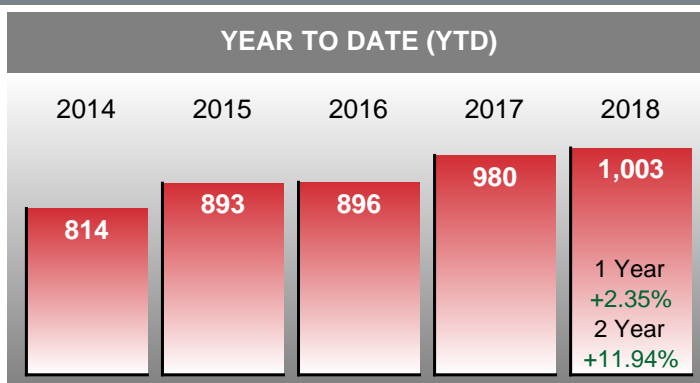
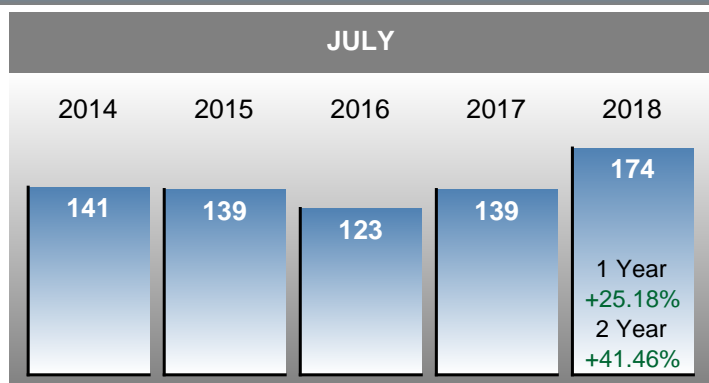
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## PENDING LISTINGS

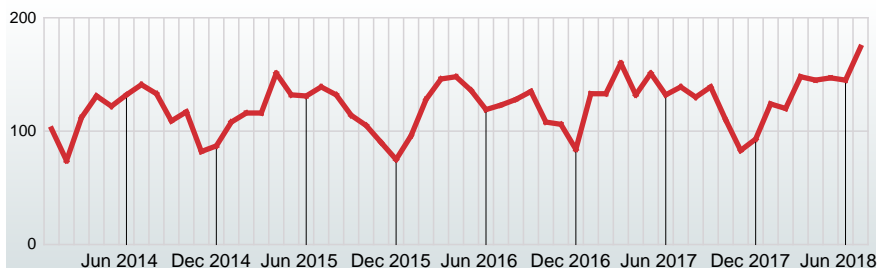
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 143

3 MONTHS



**High**  
Jul 2018 = 174  
**Low**  
Feb 2014 = 74  
*Pending Listings*  
this month at **174**,  
above the 5 yr JUL  
average of **143**

MAY	147
JUN	145
JUL	174
<b>-1.36%</b>	
<b>20.00%</b>	

### 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	11	6.32%	47.3	4	6	1	0
\$50,001 - \$100,000	17	9.77%	62.8	5	11	1	0
\$100,001 - \$125,000	16	9.20%	47.0	1	10	5	0
\$125,001 - \$200,000	60	34.48%	38.3	3	45	11	1
\$200,001 - \$275,000	30	17.24%	48.7	1	11	16	2
\$275,001 - \$350,000	19	10.92%	34.1	0	5	8	6
\$350,001 and up	21	12.07%	54.6	3	4	9	5
<b>Total Pending Units</b>	<b>174</b>			<b>17</b>	<b>92</b>	<b>51</b>	<b>14</b>
<b>Total Pending Volume</b>	<b>35,607,492</b>	<b>100%</b>	<b>58.3</b>	<b>2.72M</b>	<b>15.29M</b>	<b>12.60M</b>	<b>5.00M</b>
<b>Average Listing Price</b>	<b>\$242,621</b>			<b>\$159,958</b>	<b>\$166,245</b>	<b>\$246,990</b>	<b>\$356,943</b>

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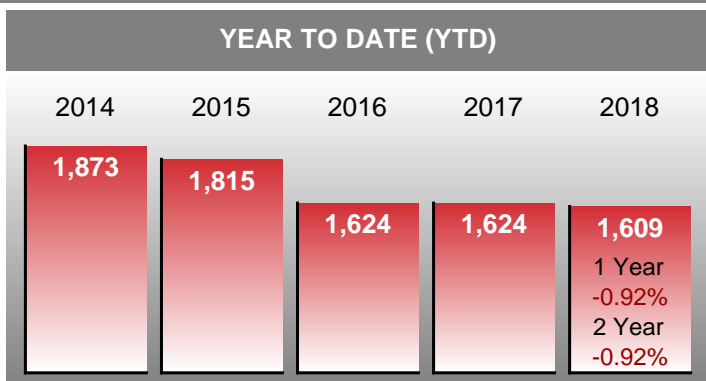
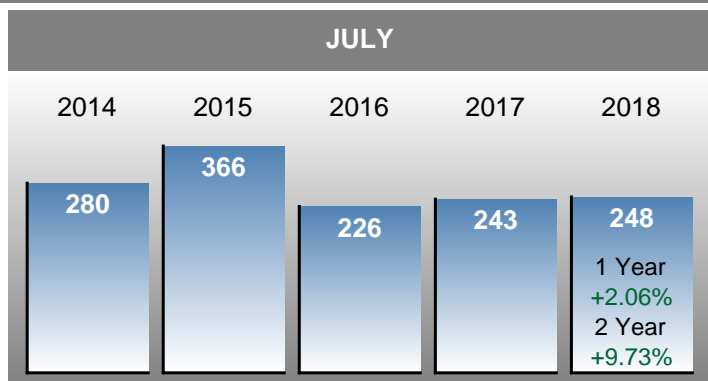
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## NEW LISTINGS

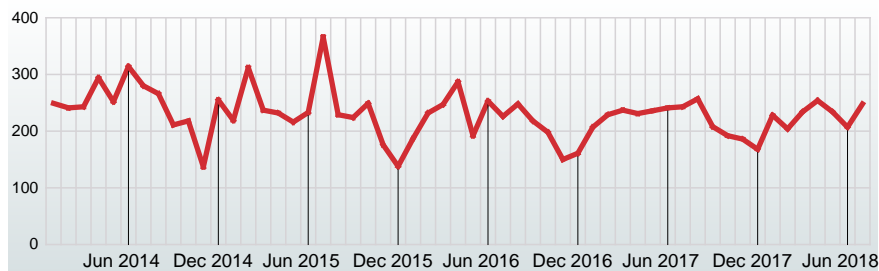
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 273

3 MONTHS



**High**  
Jul 2015 = 366  
**Low**  
Nov 2014 = 137  
*New Listings*  
this month at **248**,  
below the 5 yr JUL  
average of **273**

MAY	234
JUN	207
JUL	<b>-11.54%</b>
JUL	248
JUL	<b>19.81%</b>

### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	24	9.68%	18	6	0	0
\$50,001 - \$100,000	26	10.48%	13	11	2	0
\$100,001 - \$150,000	35	14.11%	2	25	6	2
\$150,001 - \$200,000	56	22.58%	2	40	13	1
\$200,001 - \$300,000	49	19.76%	2	27	17	3
\$300,001 - \$425,000	30	12.10%	2	10	10	8
\$425,001 and up	28	11.29%	2	5	12	9
<b>Total New Listed Units</b>	<b>248</b>		<b>41</b>	<b>124</b>	<b>60</b>	<b>23</b>
<b>Total New Listed Volume</b>	<b>66,261,089</b>	<b>100%</b>	<b>4.74M</b>	<b>25.12M</b>	<b>18.63M</b>	<b>17.77M</b>
<b>Average New Listed Listing Price</b>	<b>\$280,940</b>		<b>\$115,722</b>	<b>\$202,546</b>	<b>\$310,483</b>	<b>\$772,687</b>

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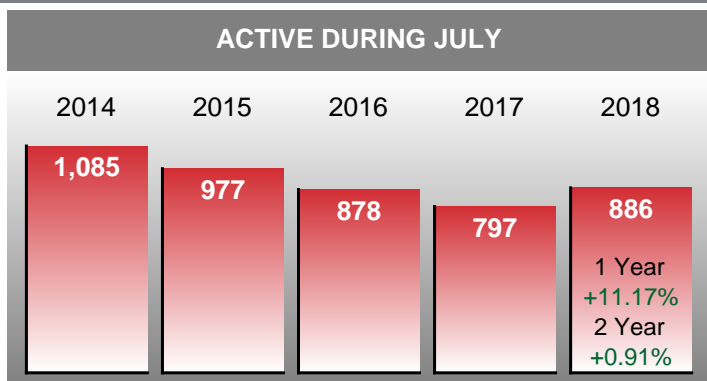
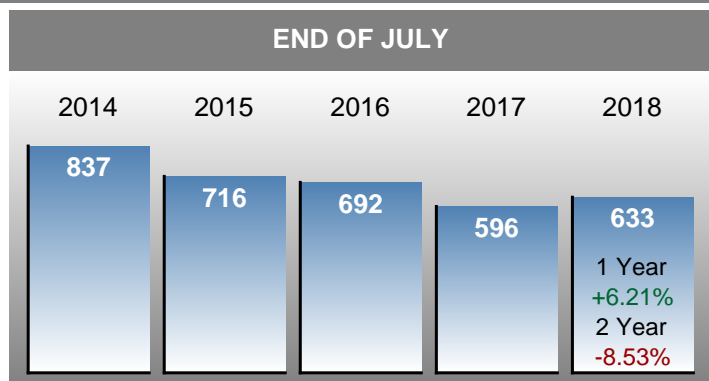
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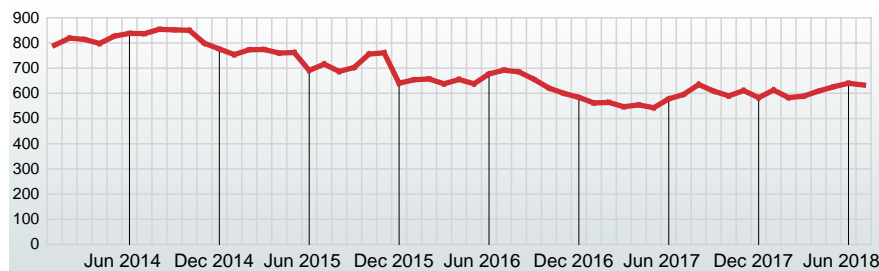
## ACTIVE INVENTORY

Report produced on Aug 13, 2018 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr JUL AVG = 695**      **3 MONTHS**



**High**  
Aug 2014 = 854  
**Low**  
May 2017 = 543  
*Inventory*  
this month at **633**,  
below the 5 yr JUL  
average of **695**

MAY	626
JUN	640
<b>2.24%</b>	
JUL	633
<b>-1.09%</b>	

### 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	44	6.95%	106.6	44	0	0	0
\$25,001 - \$75,000	88	13.90%	103.7	69	16	3	0
\$75,001 - \$125,000	73	11.53%	88.7	23	37	9	4
\$125,001 - \$250,000	189	29.86%	74.2	29	110	43	7
\$250,001 - \$350,000	87	13.74%	76.3	12	35	31	9
\$350,001 - \$575,000	90	14.22%	77.1	13	14	42	21
\$575,001 and up	62	9.79%	85.7	15	8	16	23
<b>Total Active Inventory by Units</b>	<b>633</b>			<b>205</b>	<b>220</b>	<b>144</b>	<b>64</b>
<b>Total Active Inventory by Volume</b>	<b>173,423,504</b>	<b>100%</b>	<b>84.0</b>	<b>32.99M</b>	<b>48.52M</b>	<b>49.95M</b>	<b>41.96M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$273,971</b>			<b>\$160,927</b>	<b>\$220,553</b>	<b>\$346,866</b>	<b>\$655,674</b>

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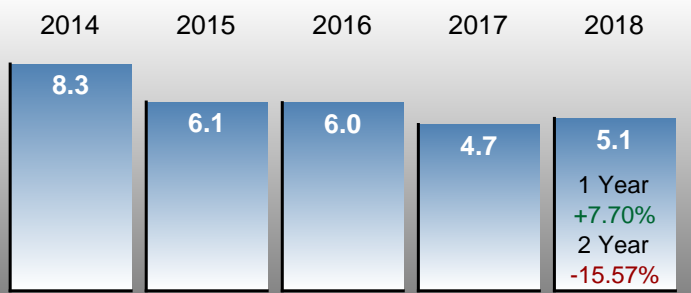
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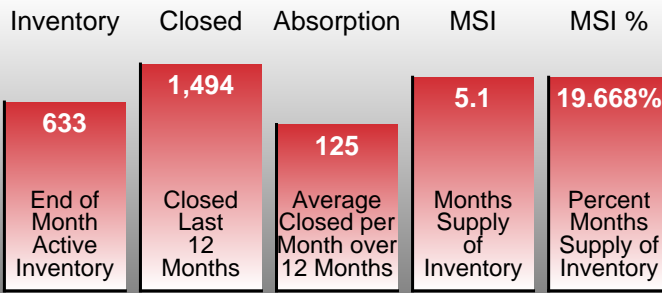
## MONTHS SUPPLY of INVENTORY (MSI)

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### MSI FOR JULY



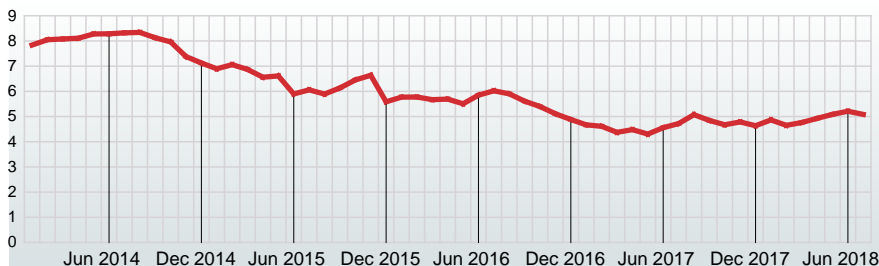
### INDICATORS FOR JULY 2018



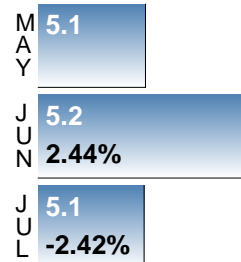
### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUL 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 JUL  
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	44	6.95%	10.4	12.6	0.0	0.0	0.0
\$25,001 - \$75,000	88	13.90%	7.5	11.0	3.6	3.6	0.0
\$75,001 - \$125,000	73	11.53%	3.6	5.3	2.8	3.5	48.0
\$125,001 - \$250,000	189	29.86%	3.1	7.9	2.7	2.8	4.9
\$250,001 - \$350,000	87	13.74%	5.6	18.0	6.6	3.8	6.8
\$350,001 - \$575,000	90	14.22%	10.0	39.0	18.7	7.0	11.0
\$575,001 and up	62	9.79%	28.6	180.0	96.0	27.4	16.2
Market Supply of Inventory (MSI)	5.1	100%	5.1	10.9	3.3	4.3	10.1
Total Active Inventory by Units	633			205	220	144	64

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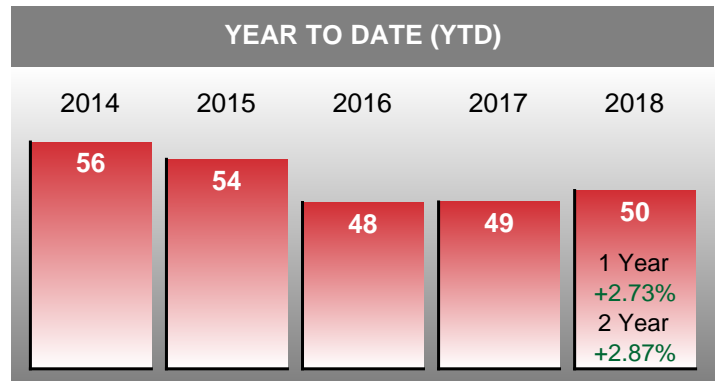
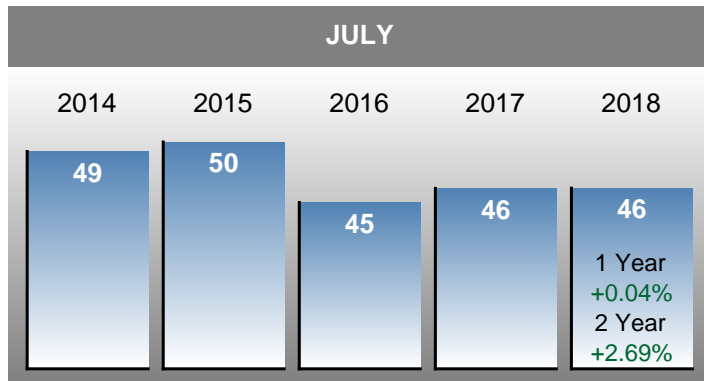
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## AVERAGE DAYS ON MARKET TO SALE

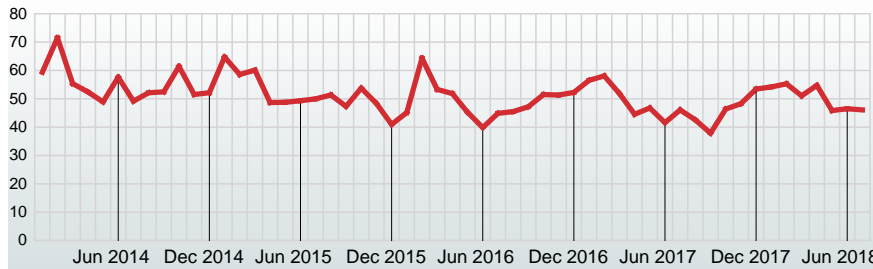
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### 5 YEAR MARKET ACTIVITY TRENDS

**5yr JUL AVG = 47**

### 3 MONTHS



**High**  
Feb 2014 = 72  
**Low**  
Sep 2017 = 38  
*Average Days on Market*  
this month at **46**,  
below the 5 yr JUL  
average of **47**

MAY	46
JUN	46
JUL	46
JUL	-0.87%

### 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	5	3.50%	87.0	87.0	0.0	0.0	0.0
\$25,001 - \$100,000	24	16.78%	41.7	47.3	24.7	85.7	24.0
\$100,001 - \$125,000	7	4.90%	31.9	76.5	14.0	0.0	0.0
\$125,001 - \$200,000	52	36.36%	44.3	99.5	41.4	29.4	0.0
\$200,001 - \$225,000	12	8.39%	61.9	70.3	54.8	67.7	0.0
\$225,001 - \$300,000	26	18.18%	43.5	0.0	55.9	39.5	1.0
\$300,001 and up	17	11.89%	44.4	105.5	7.0	36.2	43.8
<b>Average Closed DOM</b>			46.1	72.3	40.1	42.8	28.7
<b>Total Closed Units</b>		100%	46.1	26	74	36	7
<b>Total Closed Volume</b>			26,795,429	2.91M	11.92M	9.11M	2.85M

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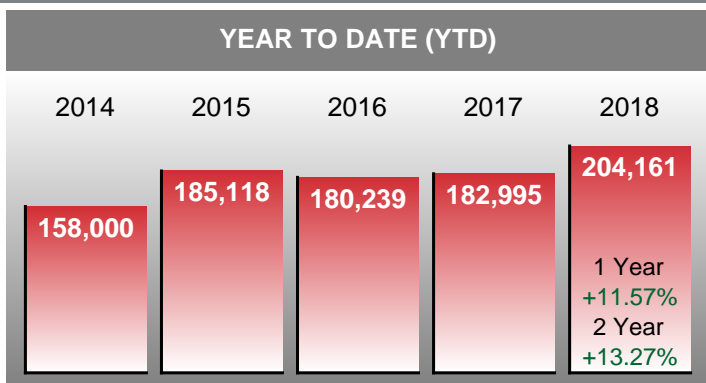
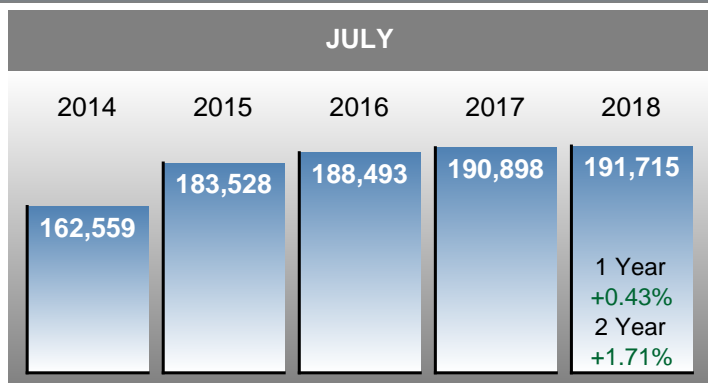
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## AVERAGE LIST PRICE AT CLOSING

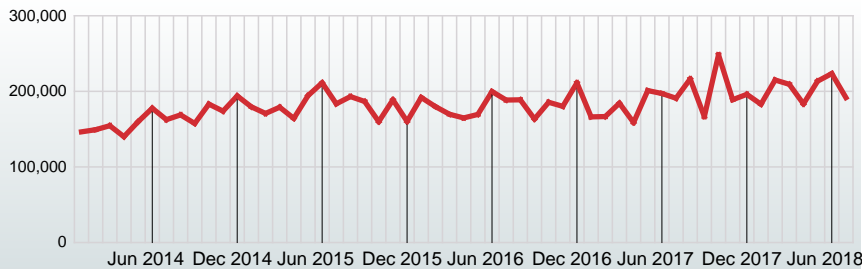
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 183,438

3 MONTHS



**High**  
Oct 2017 = 248,362  
**Low**  
Apr 2014 = 140,051  
*Average List Price*  
this month at **191,715**,  
above the 5 yr JUL  
average of **183,438**

MAY	213,488
JUN	223,485
JUL	4.68%
JUL	191,715
JUL	-14.22%

### 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	5	3.50%	18,060	18,060	0	0	0
\$25,001 - \$100,000	21	14.69%	63,990	62,630	75,310	69,800	88,000
\$100,001 - \$125,000	10	6.99%	113,710	124,900	114,680	0	0
\$125,001 - \$200,000	55	38.46%	162,111	156,850	155,643	184,243	0
\$200,001 - \$225,000	6	4.20%	215,050	240,600	210,233	211,850	0
\$225,001 - \$300,000	29	20.28%	256,371	0	261,731	253,610	264,450
\$300,001 and up	17	11.89%	423,697	406,500	319,000	376,431	576,638
<b>Average List Price</b>			191,715	120,331	164,423	255,441	417,636
<b>Total Closed Units</b>	143	100%	191,715	26	74	36	7
<b>Total Closed Volume</b>	27,415,225			3.13M	12.17M	9.20M	2.92M

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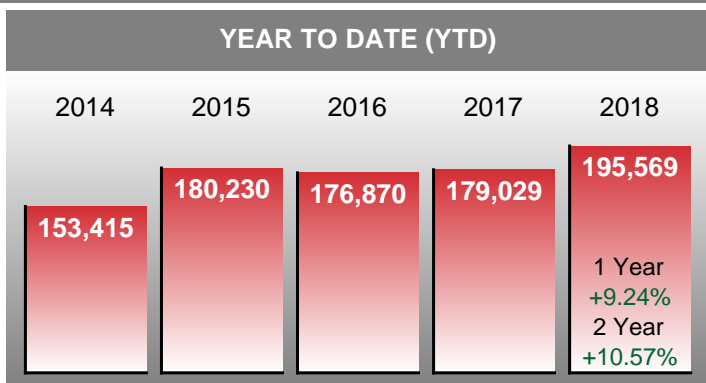
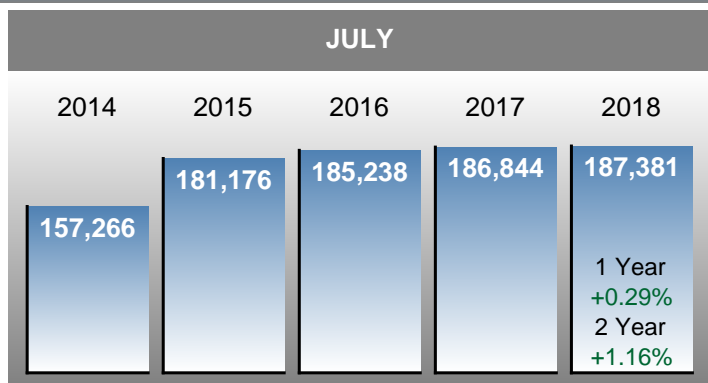
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## AVERAGE SOLD PRICE AT CLOSING

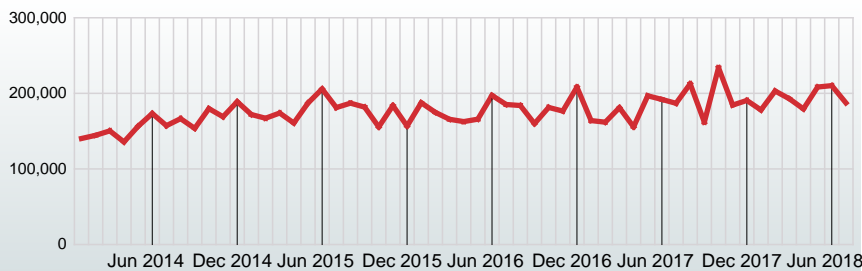
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 179,581

### 3 MONTHS



**High**  
Oct 2017 = 233,942  
**Low**  
Apr 2014 = 135,757  
*Average Sold Price*  
this month at **187,381**,  
above the 5 yr JUL  
average of **179,581**

MAY	208,370
JUN	210,229
JUL	187,381
<b>0.89%</b>	
JUL	-10.87%

## 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	5	3.50%	17,363	17,363	0	0	0
\$25,001 - \$100,000	24	16.78%	64,104	56,390	68,109	70,333	82,500
\$100,001 - \$125,000	7	4.90%	114,007	116,450	113,030	0	0
\$125,001 - \$200,000	52	36.36%	156,963	152,475	153,056	182,414	0
\$200,001 - \$225,000	12	8.39%	214,083	219,367	212,650	211,667	0
\$225,001 - \$300,000	26	18.18%	255,178	0	256,400	252,740	264,300
\$300,001 and up	17	11.89%	412,139	377,250	306,000	370,536	560,125
<b>Average Sold Price</b>			187,381	111,774	161,133	253,163	407,371
<b>Total Closed Units</b>		100%	187,381	26	74	36	7
<b>Total Closed Volume</b>			26,795,429	2.91M	11.92M	9.11M	2.85M

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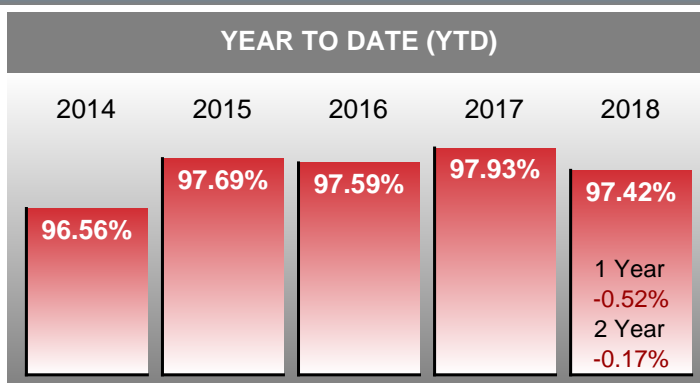
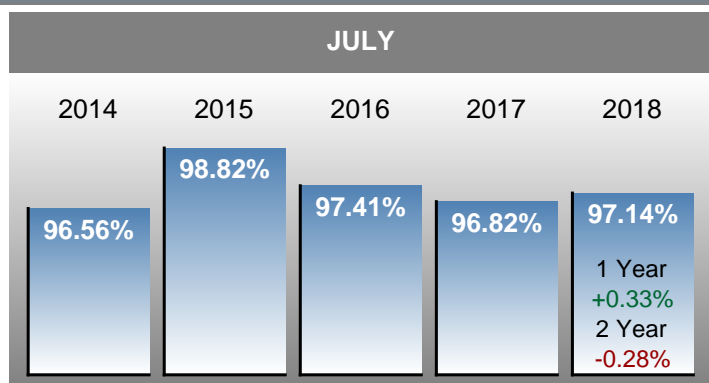
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## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

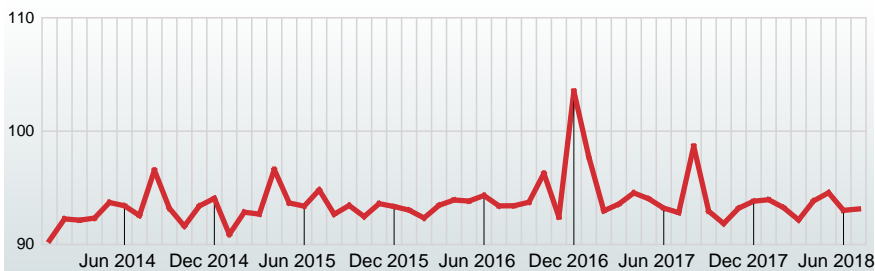
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 97.35%

3 MONTHS



**High**  
Dec 2016 = 107.52%

**Low**  
Jan 2014 = 94.36%

Average Sold/List Ratio this month at **97.14%**, equal to 5 yr JUL average of **97.35%**

MAY **98.57%**

JUN **-1.58%**

JUL **97.14%**  
**0.13%**

## 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	5	3.50%	96.11%	96.11%	0.00%	0.00%	0.00%
\$25,001 - \$100,000	24	16.78%	91.38%	90.19%	90.39%	97.85%	93.75%
\$100,001 - \$125,000	7	4.90%	97.12%	93.59%	98.53%	0.00%	0.00%
\$125,001 - \$200,000	52	36.36%	98.61%	97.64%	98.65%	98.92%	0.00%
\$200,001 - \$225,000	12	8.39%	98.49%	91.54%	101.25%	99.92%	0.00%
\$225,001 - \$300,000	26	18.18%	98.97%	0.00%	98.03%	99.62%	99.93%
\$300,001 and up	17	11.89%	97.32%	92.77%	95.92%	98.33%	97.42%
Average Sold/List Ratio			97.10%	93.09%	97.61%	99.00%	97.61%
Total Closed Units	143	100%	97.10%	26	74	36	7
Total Closed Volume	26,795,429			2.91M	11.92M	9.11M	2.85M

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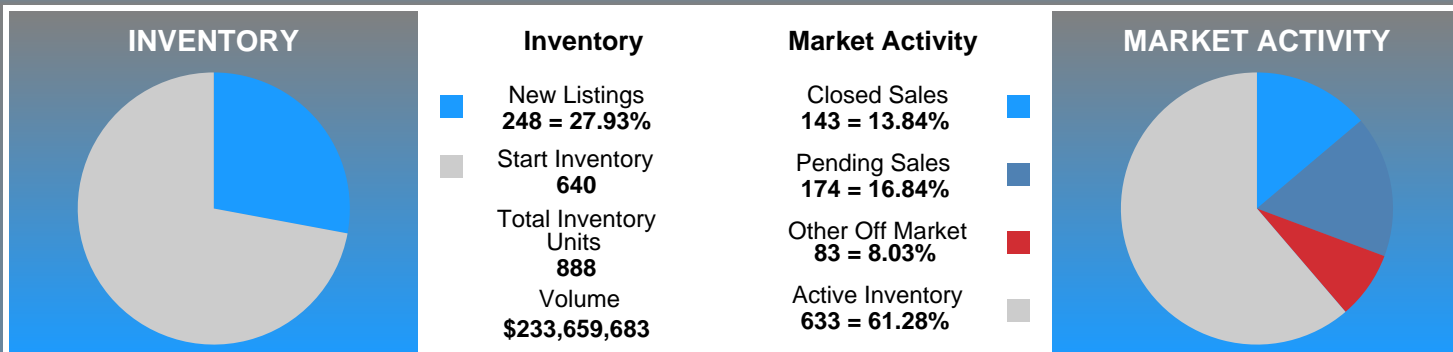
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## MARKET SUMMARY

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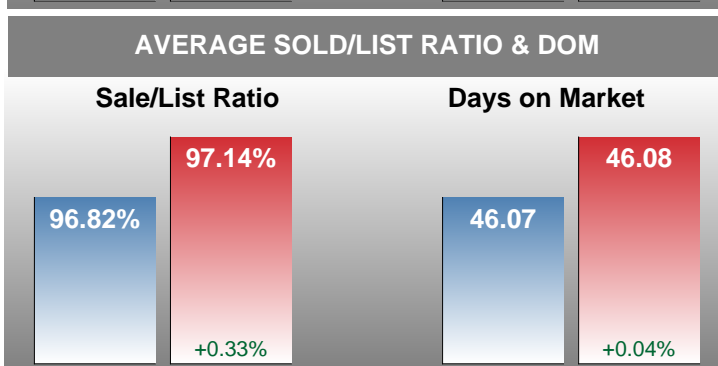
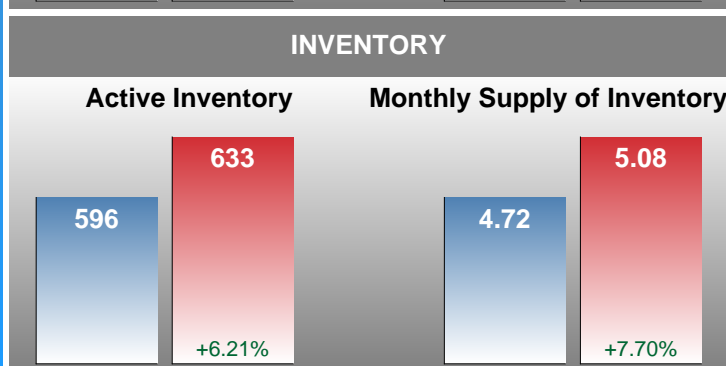
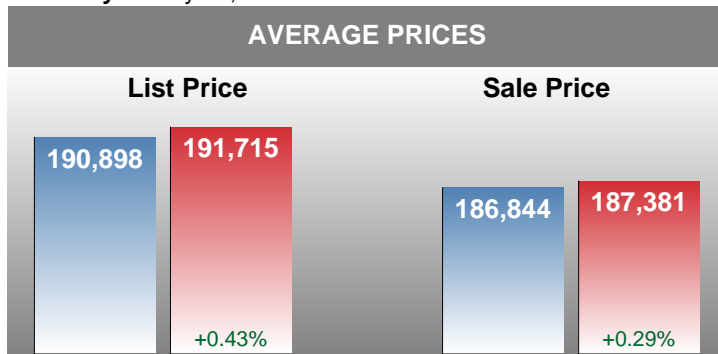
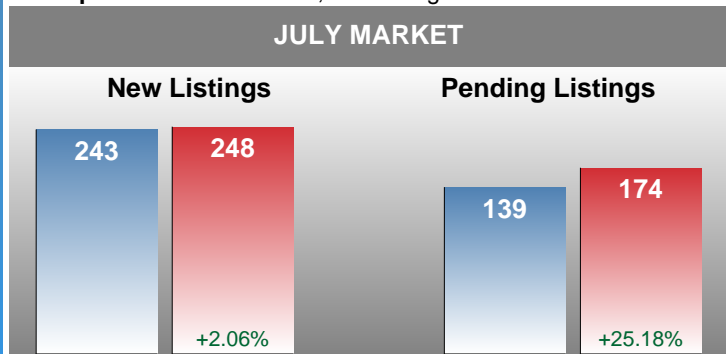


Compared Metrics	July			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	123	143	16.26%	906	891	-1.66%
Pending Sales	139	174	25.18%	980	1,003	2.35%
New Listings	243	248	2.06%	1,624	1,609	-0.92%
Average List Price	190,898	191,715	0.43%	182,995	204,161	11.57%
Average Sale Price	186,844	187,381	0.29%	179,029	195,569	9.24%
Average Percent of Selling Price to List Price	96.82%	97.14%	0.33%	97.93%	97.42%	-0.52%
Average Days on Market to Sale	46.07	46.08	0.04%	48.55	49.88	2.73%
Monthly Inventory	596	633	6.21%	596	633	6.21%
Months Supply of Inventory	4.72	5.08	7.70%	4.72	5.08	7.70%

**Absorption:** Last 12 months, an Average of **125** Sales/Month

**Inventory on July 31, 2018 = 633**

**2017** **2018**



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