



May 2018

Area Delimited by County Of Rogers

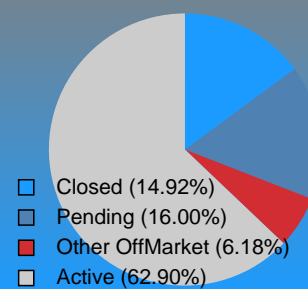


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	May		
	2017	2018	+/-%
Closed Listings	161	152	-5.59%
Pending Listings	151	163	7.95%
New Listings	236	234	-0.85%
Median List Price	160,000	169,950	6.22%
Median Sale Price	157,000	166,500	6.05%
Median Percent of List Price to Selling Price	99.00%	98.50%	-0.50%
Median Days on Market to Sale	32.00	26.00	-18.75%
End of Month Inventory	543	641	18.05%
Months Supply of Inventory	4.30	5.22	21.33%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **123** Sales/Month
Active Inventory as of May 31, 2018 = **641**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of May 2018 rose **18.05%** to 641 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 **5.22** 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 **6.05%** in May 2018 to \$166,500 versus the previous year at \$157,000.

Median Days on Market Shortens

The median number of **26.00** days that homes spent on the market before selling decreased by 6.00 days or **18.75%** in May 2018 compared to last year's same month at **32.00** DOM.

Sales Success for May 2018 is Positive

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

There were 234 New Listings in May 2018, down **0.85%** from last year at 236. Furthermore, there were 152 Closed Listings this month versus last year at 161, a **-5.59%** decrease.

Closed versus Listed trends yielded a **65.0%** ratio, down from previous year's, May 2017, at **68.2%**, a **4.78%** 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

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.

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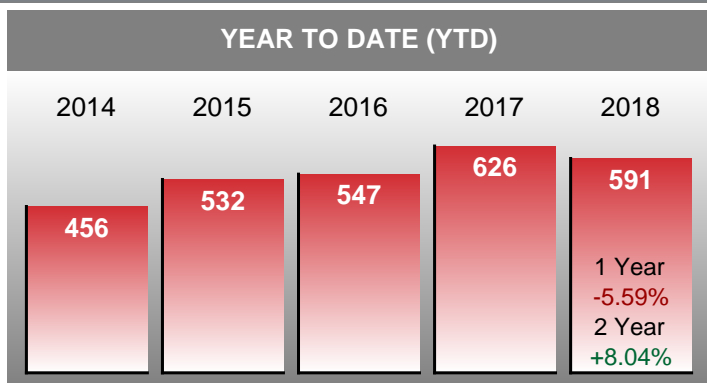
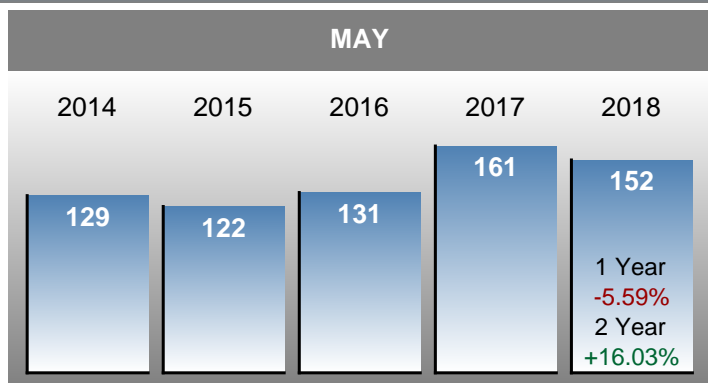
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CLOSED LISTINGS

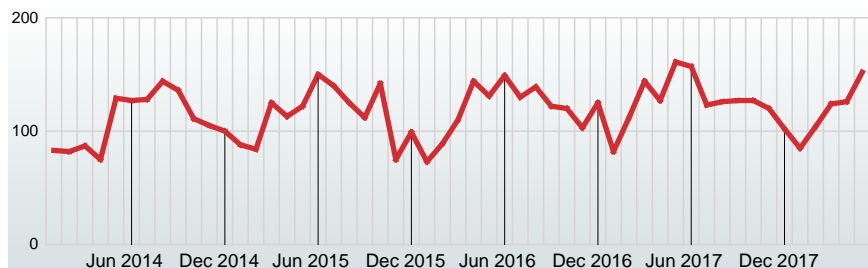
Report produced on Jun 11, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 139

3 MONTHS



High
May 2017 = 161
Low
Jan 2016 = 73
Closed Listings
this month at **152**,
above the 5 yr MAY
average of **139**

MAR	124
APR	126
APR	1.61%
MAY	152
MAY	20.63%

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	15	9.87%	42.0	8	6	0	1
\$75,001 - \$100,000	10	6.58%	7.5	4	2	4	0
\$100,001 - \$125,000	17	11.18%	27.0	2	12	3	0
\$125,001 - \$200,000	52	34.21%	25.5	0	37	13	2
\$200,001 - \$275,000	25	16.45%	23.0	0	14	11	0
\$275,001 - \$375,000	18	11.84%	24.0	0	3	11	4
\$375,001 and up	15	9.87%	40.0	0	0	10	5
Total Closed Units	152			14	74	52	12
Total Closed Volume	31,543,353	100%	26.0	922.80K	11.77M	13.87M	4.98M
Median Closed Price	\$166,500			\$68,500	\$153,500	\$256,500	\$334,900

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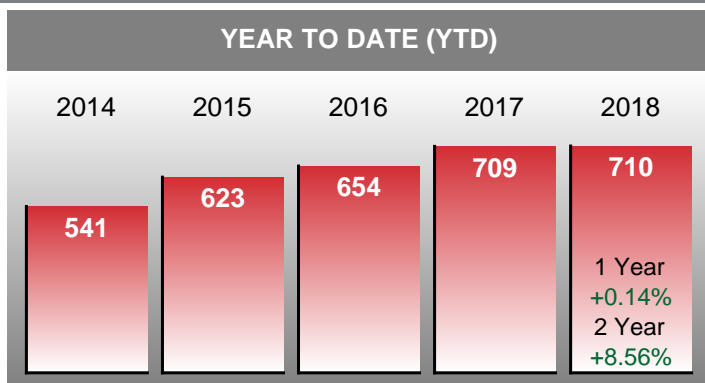
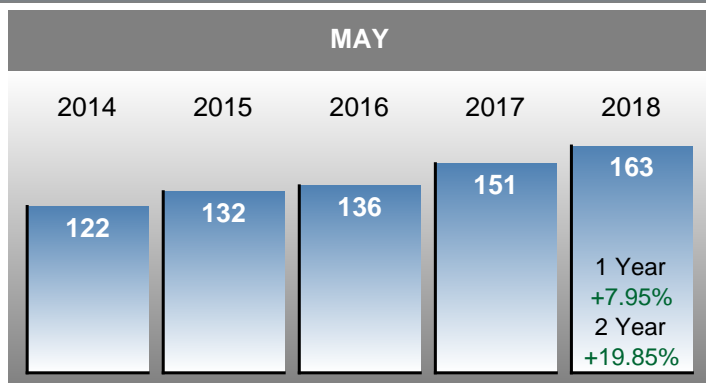
May 2018

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PENDING LISTINGS

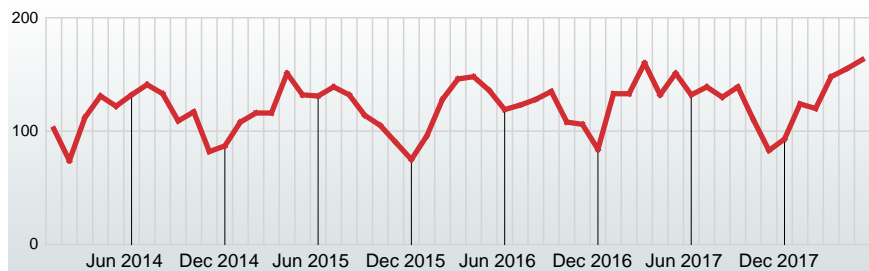
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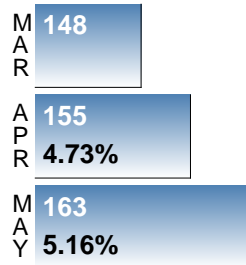
5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 141

3 MONTHS



High
May 2018 = 163
Low
Feb 2014 = 74
Pending Listings
this month at **163**,
above the 5 yr MAY
average of **141**



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	18	11.04%	26.0	16	2	0	0
\$50,001 - \$100,000	19	11.66%	39.0	5	9	4	1
\$100,001 - \$125,000	15	9.20%	13.0	2	11	0	2
\$125,001 - \$175,000	36	22.09%	15.0	2	30	4	0
\$175,001 - \$225,000	29	17.79%	20.0	1	16	12	0
\$225,001 - \$325,000	27	16.56%	43.0	1	11	15	0
\$325,001 and up	19	11.66%	44.0	0	4	14	1
Total Pending Units	163			27	83	49	4
Total Pending Volume	30,556,524	100%	26.0	1.87M	14.14M	13.81M	736.00K
Median Listing Price	\$167,500			\$49,000	\$159,500	\$240,000	\$116,500

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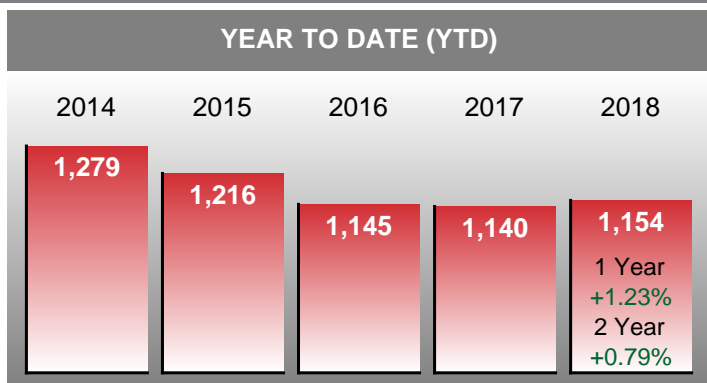
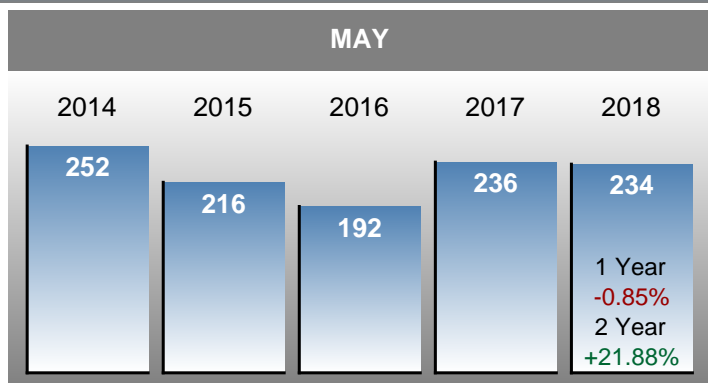
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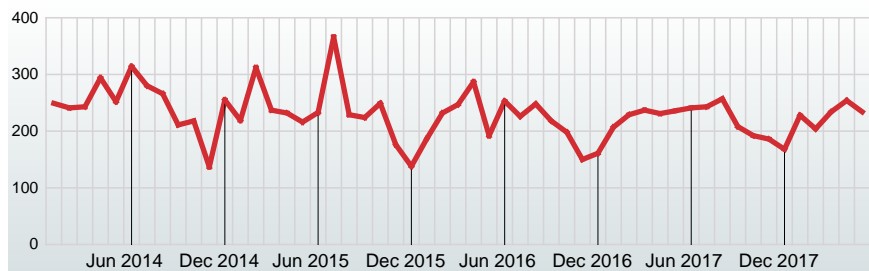
NEW LISTINGS

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



5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 226 3 MONTHS



High
Jul 2015 = 366
Low
Nov 2014 = 137
New Listings
this month at **234**,
above the 5 yr MAY
average of **226**

MAY	234
APR	254
8.55%	
MAY	234
-7.87%	

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	23	9.83%	20	3	0	0
\$25,001 - \$75,000	21	8.97%	14	7	0	0
\$75,001 - \$125,000	33	14.10%	11	15	7	0
\$125,001 - \$200,000	66	28.21%	3	44	16	3
\$200,001 - \$275,000	33	14.10%	1	15	15	2
\$275,001 - \$400,000	32	13.68%	1	11	16	4
\$400,001 and up	26	11.11%	4	3	11	8
Total New Listed Units	234		54	98	65	17
Total New Listed Volume	50,811,263		6.07M	18.21M	19.74M	6.80M
Median New Listed Listing Price	\$171,450		\$45,250	\$158,200	\$249,900	\$334,900

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May 2018

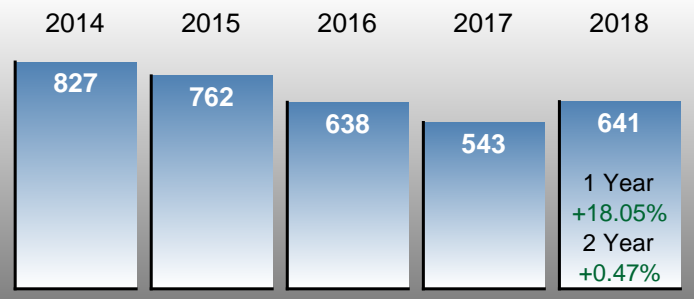
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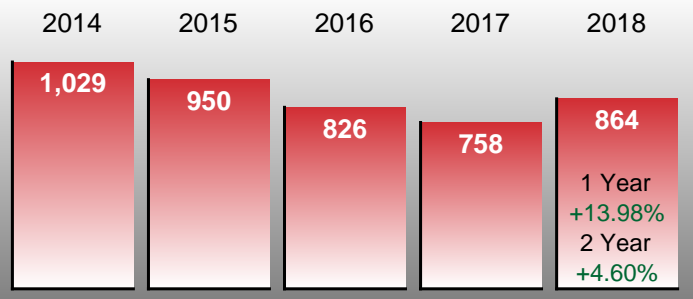
ACTIVE INVENTORY

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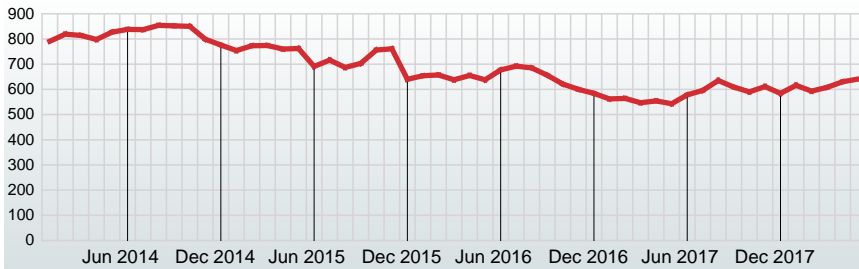
END OF MAY



ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS



5yr MAY AVG = 682

3 MONTHS

High
Aug 2014 = 854

Low
May 2017 = 543

Inventory
this month at **641**,
below the 5 yr MAY
average of **682**

MAR **608**

APR **630**
3.62%

MAY **641**
1.75%

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	58	9.05%	49.0	55	3	0	0
\$25,001 - \$50,000	53	8.27%	104.0	48	4	1	0
\$50,001 - \$125,000	118	18.41%	73.0	53	51	12	2
\$125,001 - \$225,000	155	24.18%	55.0	27	92	31	5
\$225,001 - \$325,000	108	16.85%	52.0	12	38	48	10
\$325,001 - \$500,000	82	12.79%	57.5	17	18	31	16
\$500,001 and up	67	10.45%	75.0	19	6	14	28
Total Active Inventory by Units	641			231	212	137	61
Total Active Inventory by Volume	162,815,422	100%	64.0	36.83M	42.62M	42.78M	40.58M
Median Active Inventory Listing Price	\$175,500			\$62,000	\$169,950	\$259,900	\$469,900

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May 2018

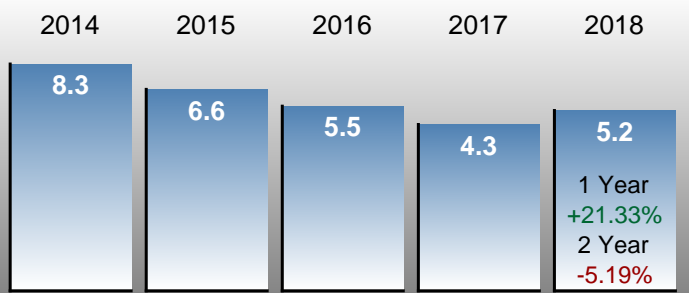
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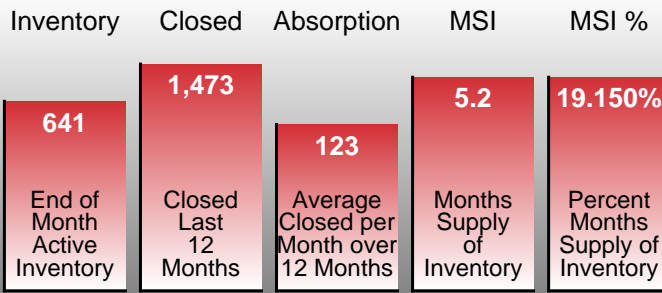
MONTHS SUPPLY of INVENTORY (MSI)

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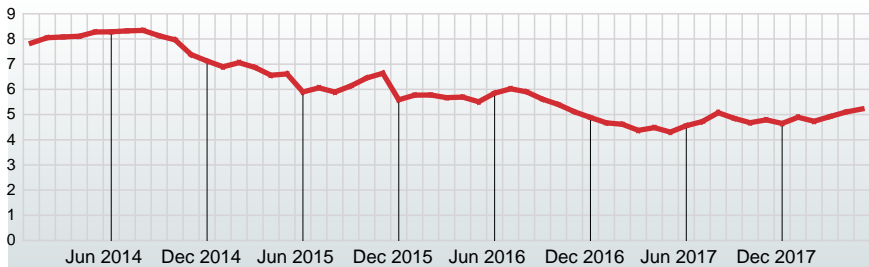
MSI FOR MAY



INDICATORS FOR MAY 2018



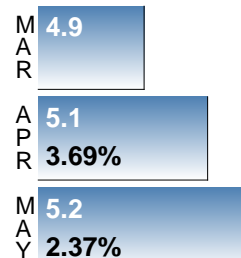
5 YEAR MARKET ACTIVITY TRENDS



5yr MAY AVG = 6.0

3 MONTHS

High
Aug 2014 = 8.3
Low
May 2017 = 4.3
Months Supply
this month at **5.2**,
below the 5 yr MAY
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	58	9.05%	13.1	15.3	4.5	0.0	0.0
\$25,001 - \$50,000	53	8.27%	9.2	15.6	2.0	1.7	0.0
\$50,001 - \$125,000	118	18.41%	4.3	7.0	3.0	4.5	12.0
\$125,001 - \$225,000	155	24.18%	3.0	9.3	2.6	2.5	5.5
\$225,001 - \$325,000	108	16.85%	5.3	14.4	4.3	5.2	6.3
\$325,001 - \$500,000	82	12.79%	8.3	34.0	15.4	4.7	9.6
\$500,001 and up	67	10.45%	19.1	228.0	36.0	8.8	16.8
Market Supply of Inventory (MSI)	5.2			12.4	3.3	4.1	10.0
Total Active Inventory by Units	641	100%	5.2	231	212	137	61

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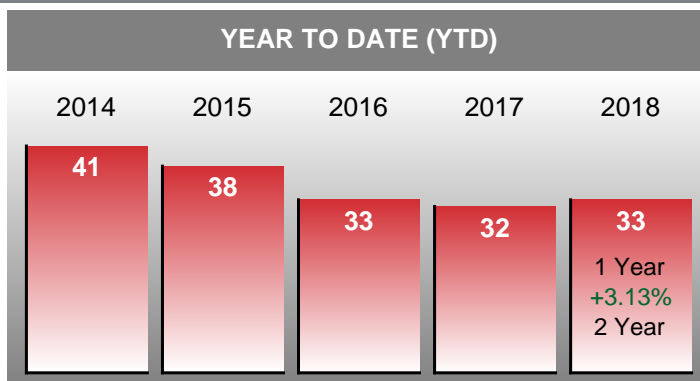
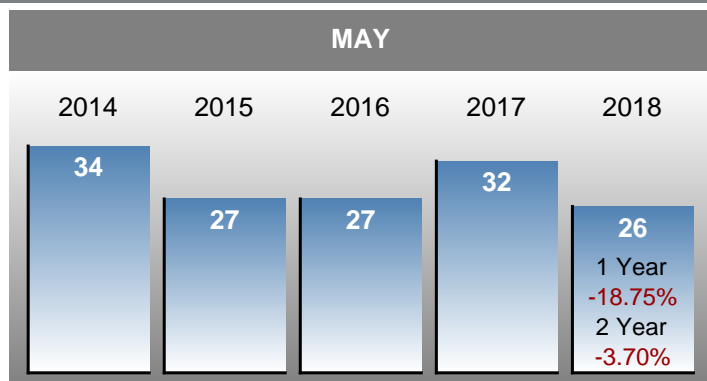
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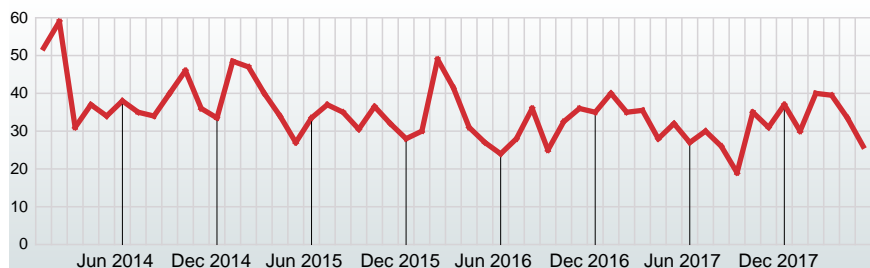


MEDIAN DAYS ON MARKET TO SALE

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



5 YEAR MARKET ACTIVITY TRENDS



5yr MAY AVG = 29

3 MONTHS

High
Feb 2014 = 59

Low
Sep 2017 = 19

Median Days on Market this month at **26**, below the 5 yr MAY average of **29**

MAR	40
APR	34
MAY	26

-15.19%
-22.39%

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
\$75,000 and less	15	9.87%	42.0	60.0	34.0	0.0	103.0
\$75,001 - \$100,000	10	6.58%	7.5	27.0	1.5	10.0	0.0
\$100,001 - \$125,000	17	11.18%	27.0	7.0	33.0	36.0	0.0
\$125,001 - \$200,000	52	34.21%	25.5	0.0	25.0	16.0	107.5
\$200,001 - \$275,000	25	16.45%	23.0	0.0	19.0	37.0	0.0
\$275,001 - \$375,000	18	11.84%	24.0	0.0	3.0	29.0	24.0
\$375,001 and up	15	9.87%	40.0	0.0	0.0	40.5	40.0
Median Closed DOM			26.0	31.0	25.0	26.0	40.5
Total Closed Units		100%	26.0	14	74	52	12
Total Closed Volume			31,543,353	922.80K	11.77M	13.87M	4.98M

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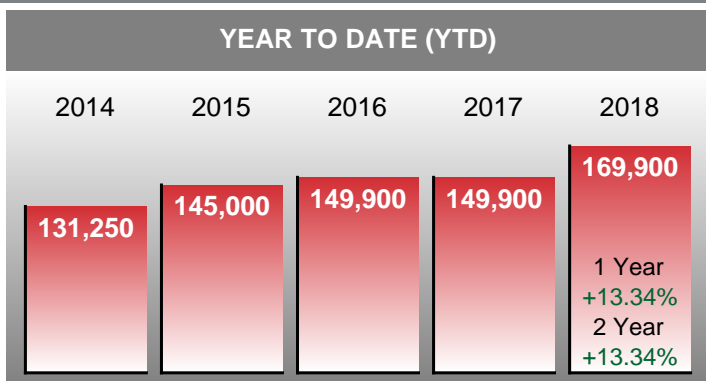
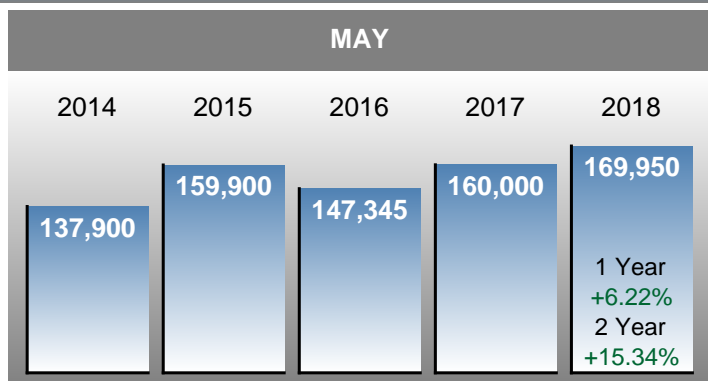
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MEDIAN LIST PRICE AT CLOSING

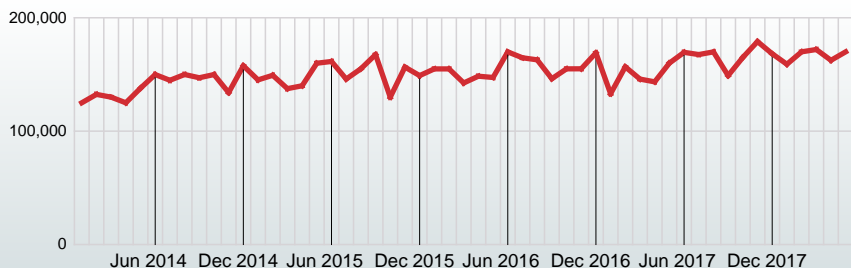
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 155,019

3 MONTHS



High
Nov 2017 = 179,000
Low
Apr 2014 = 125,000
Median List Price
this month at **169,950**,
above the 5 yr MAY
average of **155,019**

MAR	172,000
APR	162,500
APR	-5.52%
MAY	169,950
MAY	4.58%

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
\$75,000 and less	11	7.24%	35,000	30,750	42,188	0	35,000
\$75,001 - \$100,000	14	9.21%	89,950	90,000	84,900	92,200	0
\$100,001 - \$125,000	17	11.18%	115,000	119,900	114,500	110,950	0
\$125,001 - \$200,000	52	34.21%	159,700	0	157,950	168,750	157,000
\$200,001 - \$275,000	24	15.79%	237,449	0	229,500	239,900	274,850
\$275,001 - \$375,000	18	11.84%	330,805	0	328,000	336,680	319,900
\$375,001 and up	16	10.53%	447,400	0	0	424,900	469,900
Median List Price			169,950	77,700	155,750	262,000	334,900
Total Closed Units		100%	169,950	14	74	52	12
Total Closed Volume			32,409,579	1.02M	12.00M	14.19M	5.19M

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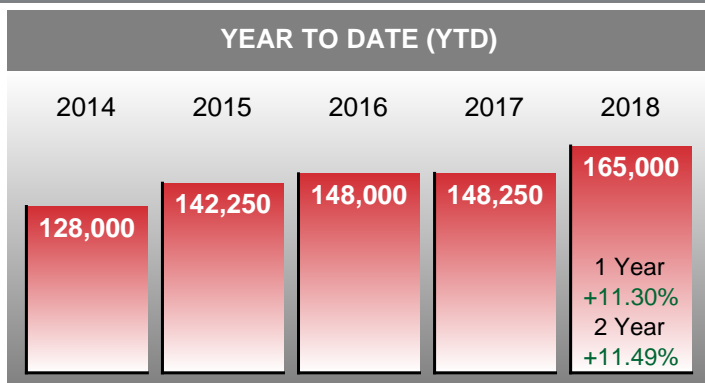
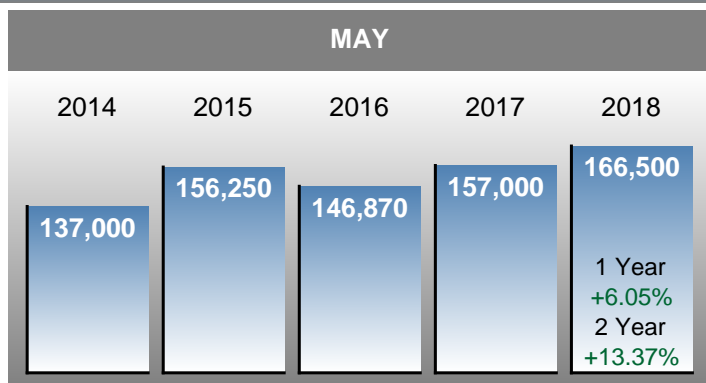
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MEDIAN SOLD PRICE AT CLOSING

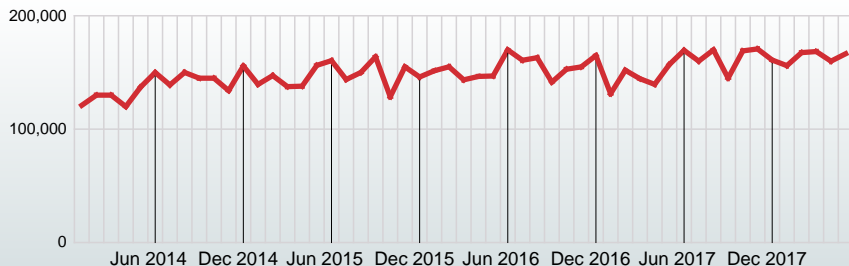
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 152,724

3 MONTHS



High
Nov 2017 = 170,750
Low
Apr 2014 = 119,900
Median Sold Price
this month at **166,500**,
above the 5 yr MAY
average of **152,724**

MAR	168,450
APR	159,950
APR	-5.05%
MAY	166,500
MAY	4.10%

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
\$75,000 and less	15	9.87%	52,025	46,500	57,513	0	28,000
\$75,001 - \$100,000	10	6.58%	89,038	87,500	91,950	90,538	0
\$100,001 - \$125,000	17	11.18%	110,000	118,700	110,000	105,000	0
\$125,001 - \$200,000	52	34.21%	156,875	0	155,750	164,000	141,000
\$200,001 - \$275,000	25	16.45%	229,500	0	225,750	255,000	0
\$275,001 - \$375,000	18	11.84%	325,250	0	325,000	335,000	316,600
\$375,001 and up	15	9.87%	460,000	0	0	440,500	460,000
Median Sold Price			166,500	68,500	153,500	256,500	334,900
Total Closed Units		100%	166,500	14	74	52	12
Total Closed Volume			31,543,353	922.80K	11.77M	13.87M	4.98M

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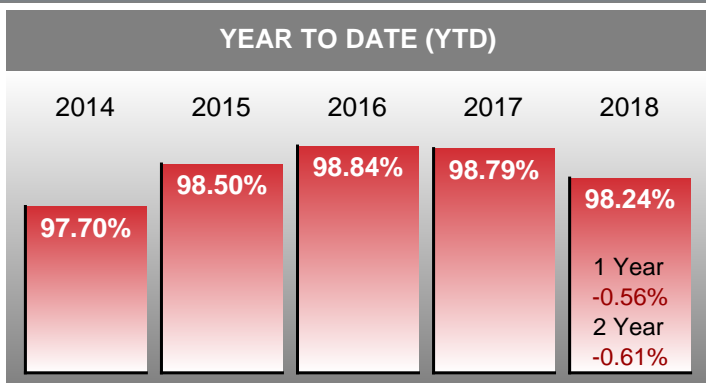
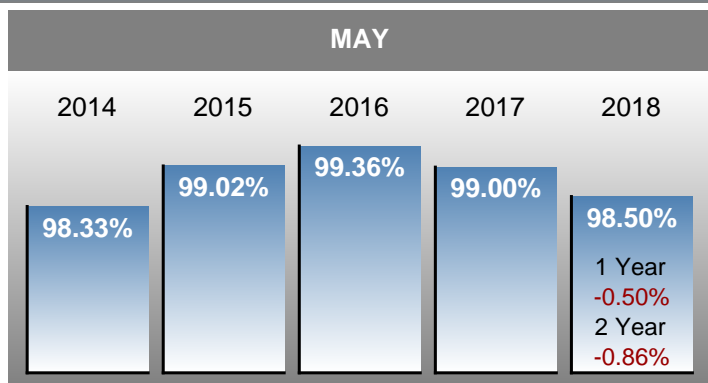
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MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

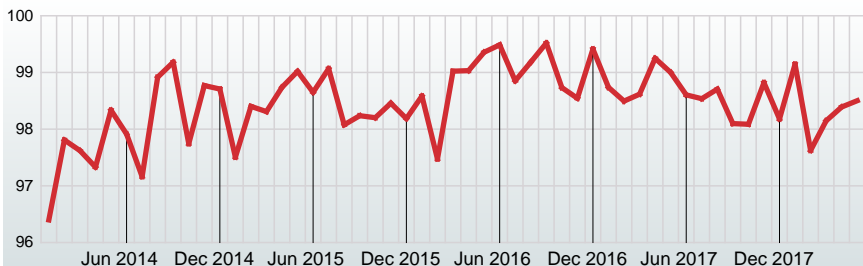
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 98.84%

3 MONTHS



High
Sep 2016 = 99.52%

Low
Jan 2014 = 96.40%

Median Sold/List Ratio
this month at **98.50%**,
equal to 5 yr MAY
average of **98.84%**

MAY **98.15%**

APR **98.39%**
PR **0.25%**

MAY **98.50%**
Y **0.11%**

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
\$75,000 and less	15	9.87%	92.86%	88.29%	97.84%	0.00%	80.00%
\$75,001 - \$100,000	10	6.58%	94.20%	87.08%	100.00%	97.05%	0.00%
\$100,001 - \$125,000	17	11.18%	100.00%	101.13%	99.05%	100.00%	0.00%
\$125,001 - \$200,000	52	34.21%	98.82%	0.00%	99.31%	97.91%	89.96%
\$200,001 - \$275,000	25	16.45%	98.27%	0.00%	98.11%	99.00%	0.00%
\$275,001 - \$375,000	18	11.84%	99.13%	0.00%	99.24%	97.10%	100.07%
\$375,001 and up	15	9.87%	97.89%	0.00%	0.00%	99.10%	97.24%
Median Sold/List Ratio			98.50%	90.80%	99.06%	98.81%	97.57%
Total Closed Units		100%	98.50%	14	74	52	12
Total Closed Volume				922.80K	11.77M	13.87M	4.98M

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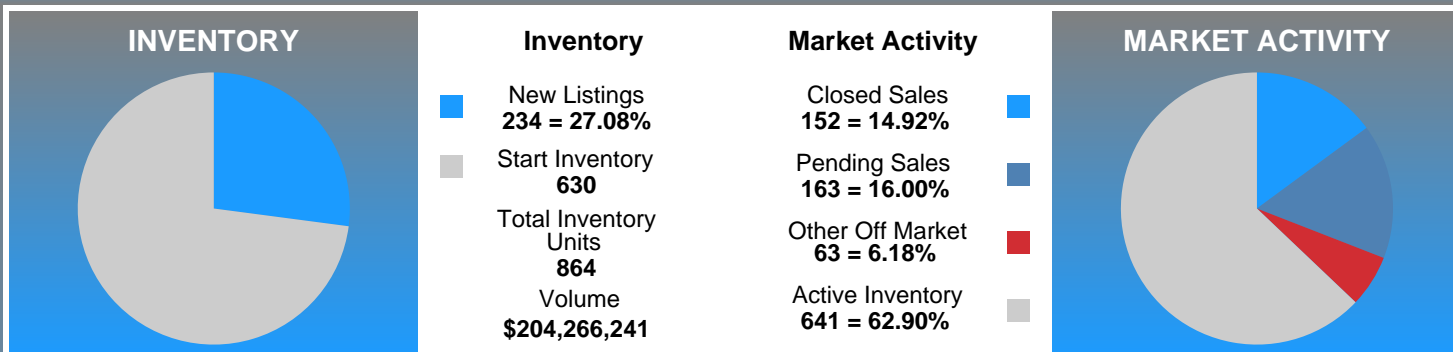
May 2018

Area Delimited by County Of Rogers



MARKET SUMMARY

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

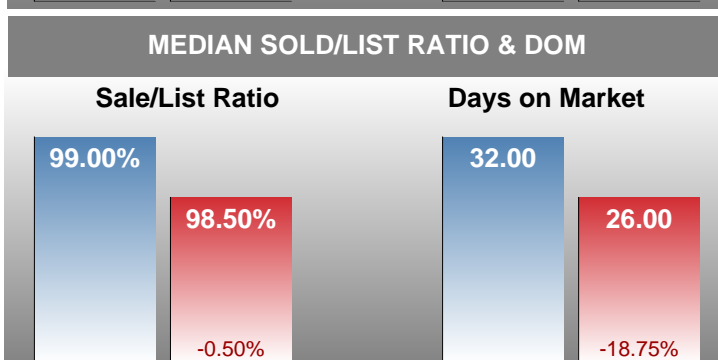
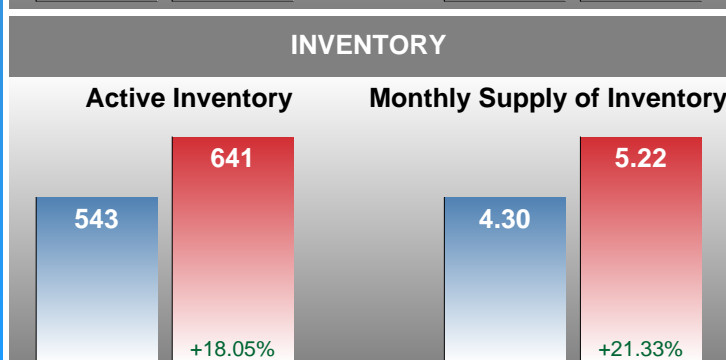
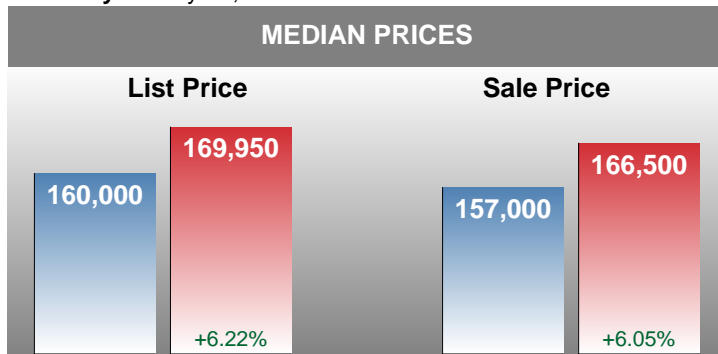
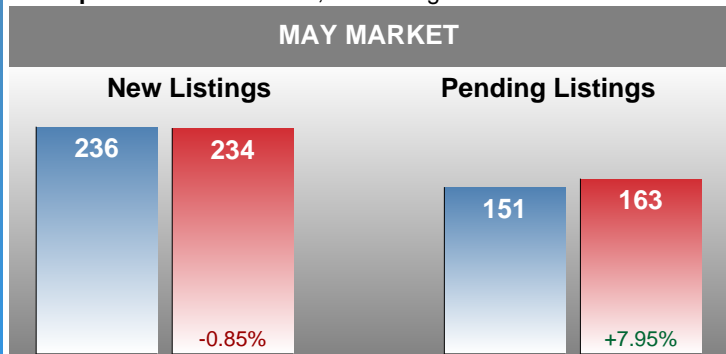


Compared Metrics	May			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	161	152	-5.59%	626	591	-5.59%
Pending Sales	151	163	+7.95%	709	710	+0.14%
New Listings	236	234	-0.85%	1,140	1,154	+1.23%
Median List Price	160,000	169,950	+6.22%	149,900	169,900	+13.34%
Median Sale Price	157,000	166,500	+6.05%	148,250	165,000	+11.30%
Median Percent of Selling Price to List Price	99.00%	98.50%	-0.50%	98.79%	98.24%	-0.56%
Median Days on Market to Sale	32.00	26.00	-18.75%	32.00	33.00	+3.13%
Monthly Inventory	543	641	+18.05%	543	641	+18.05%
Months Supply of Inventory	4.30	5.22	+21.33%	4.30	5.22	+21.33%

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

Inventory on May 31, 2018 = 641

2017 **2018**



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