



September 2018

Area Delimited by County Of Rogers

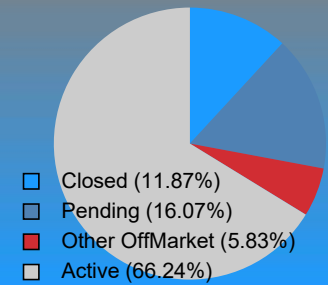


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2017	2018	+/-%
Closed Listings	128	110	-14.06%
Pending Listings	139	149	7.19%
New Listings	208	197	-5.29%
Median List Price	149,500	147,500	-1.34%
Median Sale Price	145,625	148,500	1.97%
Median Percent of List Price to Selling Price	98.11%	98.34%	0.23%
Median Days on Market to Sale	19.00	25.50	34.21%
End of Month Inventory	609	614	0.82%
Months Supply of Inventory	4.84	4.82	-0.50%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **127** Sales/Month
Active Inventory as of September 30, 2018 = **614**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of September 2018 rose **0.82%** to 614 existing homes available for sale. Over the last 12 months this area has had an average of 127 closed sales per month. This represents an unsold inventory index of **4.82** 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 **1.97%** in September 2018 to \$148,500 versus the previous year at \$145,625.

Median Days on Market Lengthens

The median number of **25.50** days that homes spent on the market before selling increased by 6.50 days or **34.21%** in September 2018 compared to last year's same month at **19.00** DOM.

Sales Success for September 2018 is Positive

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

There were 197 New Listings in September 2018, down **5.29%** from last year at 208. Furthermore, there were 110 Closed Listings this month versus last year at 128, a **-14.06%** decrease.

Closed versus Listed trends yielded a **55.8%** ratio, down from previous year's, September 2017, at **61.5%**, a **9.26%** downswing. This will certainly create pressure on an increasing 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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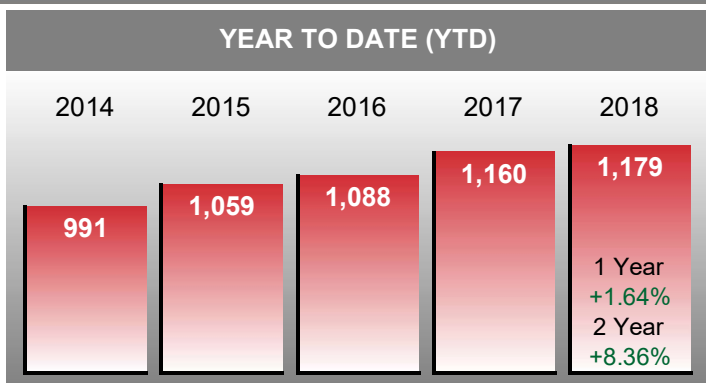
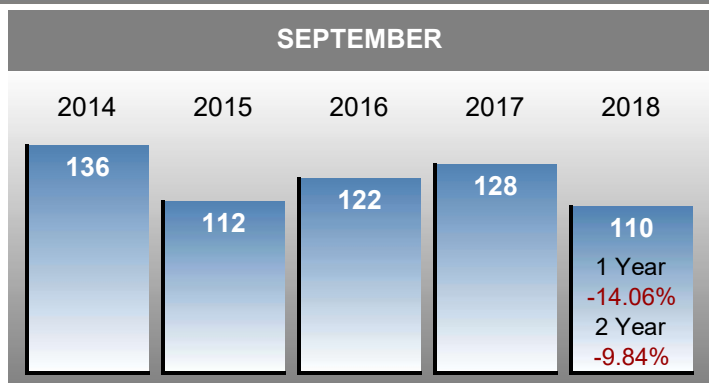
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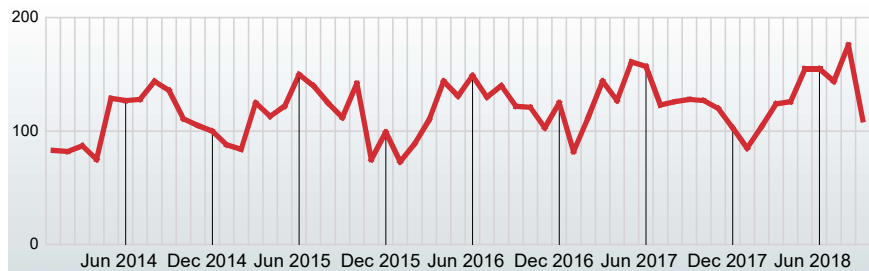


CLOSED LISTINGS

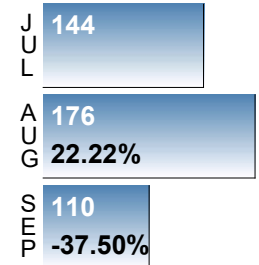
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5 YEAR MARKET ACTIVITY TRENDS **5yr SEP AVG = 122** **3 MONTHS**



High
Aug 2018 = 176
Low
Jan 2016 = 73
Closed Listings
this month at **110**,
below the 5 yr SEP
average of **122**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	8.18%	25.0	4	5	0	0
\$50,001 - \$90,000	15	13.64%	18.0	5	10	0	0
\$90,001 - \$120,000	10	9.09%	23.5	1	8	1	0
\$120,001 - \$180,000	36	32.73%	19.5	4	27	5	0
\$180,001 - \$220,000	14	12.73%	34.5	0	10	3	1
\$220,001 - \$300,000	16	14.55%	29.5	0	6	7	3
\$300,001 and up	10	9.09%	21.5	0	3	6	1
Total Closed Units	110			14	69	22	5
Total Closed Volume	18,273,735	100%	25.5	1.09M	10.37M	5.44M	1.37M
Median Closed Price	\$148,500			\$73,500	\$143,000	\$249,950	\$255,000

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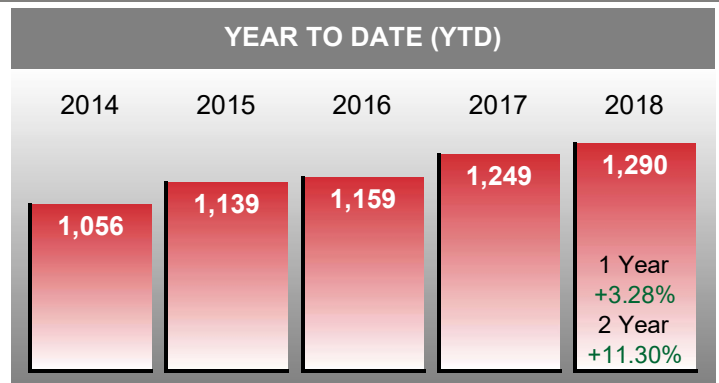
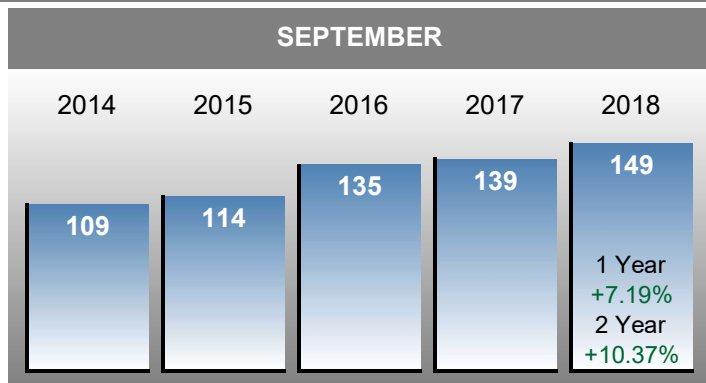
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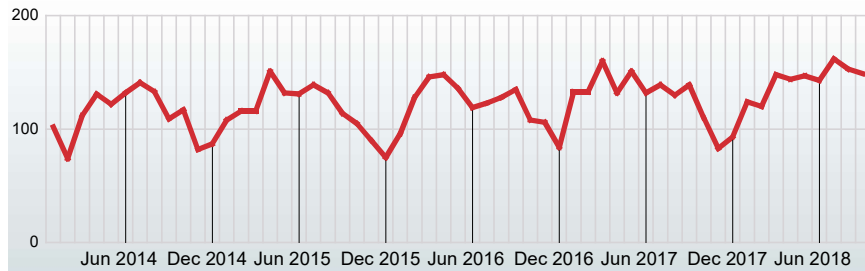


PENDING LISTINGS

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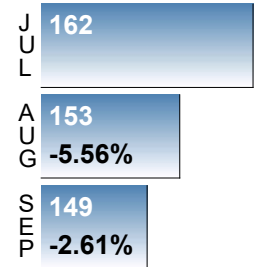
5 YEAR MARKET ACTIVITY TRENDS



5yr SEP AVG = 129

3 MONTHS

High
Jul 2018 = 162
Low
Feb 2014 = 74
Pending Listings
this month at **149**,
above the 5 yr SEP
average of **129**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	6	4.03%	134.0	5	1	0	0
\$25,001 - \$75,000	15	10.07%	46.0	4	9	2	0
\$75,001 - \$125,000	29	19.46%	39.0	6	18	5	0
\$125,001 - \$175,000	32	21.48%	15.0	4	22	6	0
\$175,001 - \$225,000	26	17.45%	36.0	0	18	8	0
\$225,001 - \$375,000	24	16.11%	38.0	0	10	11	3
\$375,001 and up	17	11.41%	51.0	2	1	11	3
Total Pending Units	149			21	79	43	6
Total Pending Volume	30,022,019	100%	36.0	2.90M	12.21M	12.41M	2.50M
Median Listing Price	\$165,900			\$82,900	\$160,000	\$234,900	\$379,750

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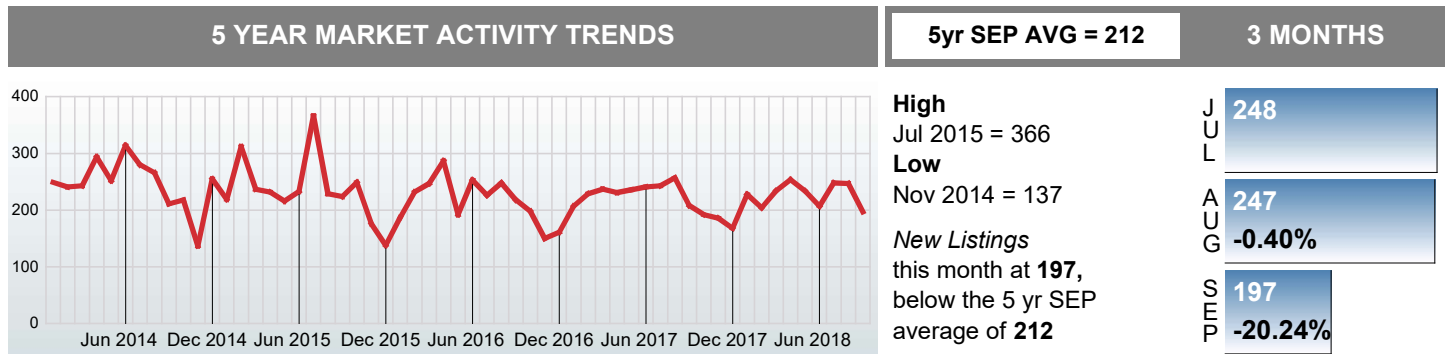
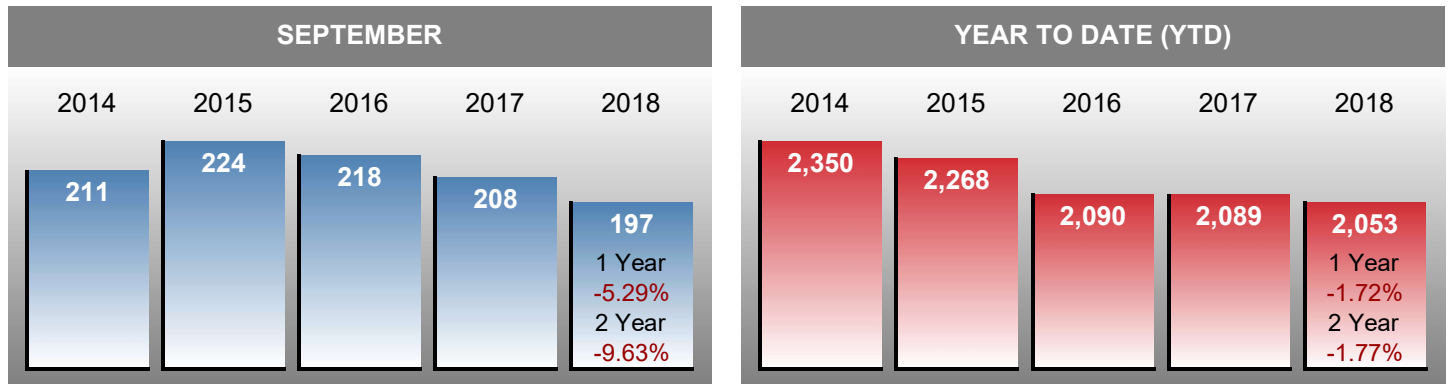
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NEW LISTINGS

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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	9	4.57%	8	1	0	0
\$25,001 - \$100,000	33	16.75%	28	4	1	0
\$100,001 - \$150,000	34	17.26%	6	22	5	1
\$150,001 - \$225,000	45	22.84%	2	30	13	0
\$225,001 - \$275,000	19	9.64%	0	14	5	0
\$275,001 - \$375,000	33	16.75%	5	10	17	1
\$375,001 and up	24	12.18%	7	3	8	6
Total New Listed Units	197		56	84	49	8
Total New Listed Volume	45,955,910	100%	8.78M	18.51M	14.25M	4.41M
Median New Listed Listing Price	\$175,000		\$79,750	\$169,700	\$279,900	\$467,450

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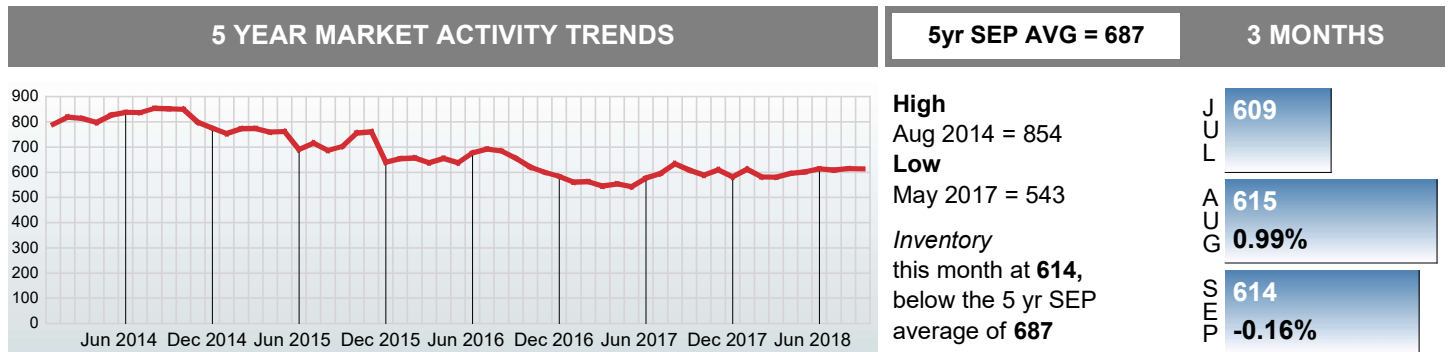
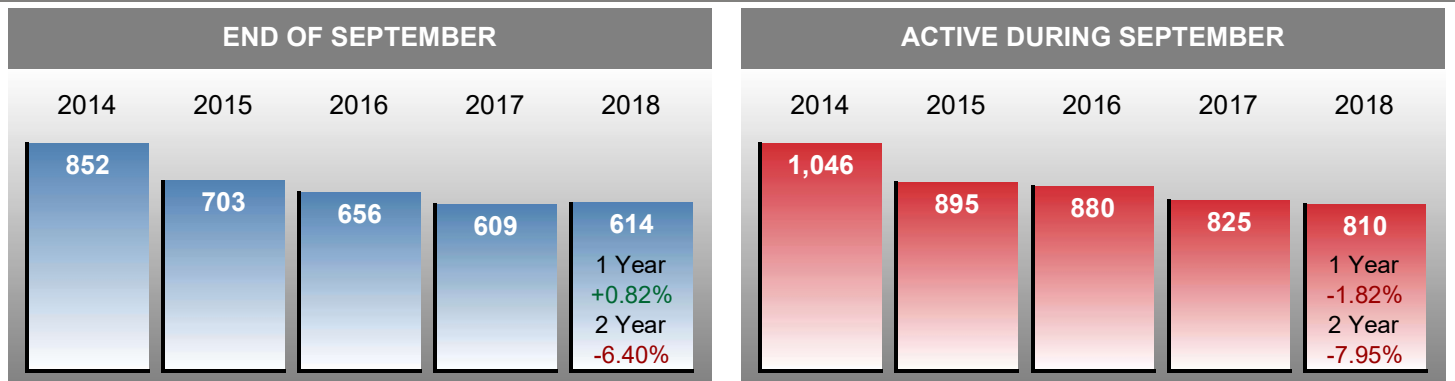
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ACTIVE INVENTORY

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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	45	7.33%	132.0	43	2	0	0
\$25,001 - \$75,000	79	12.87%	62.0	68	11	0	0
\$75,001 - \$150,000	109	17.75%	53.0	31	63	10	5
\$150,001 - \$250,000	136	22.15%	54.0	16	73	43	4
\$250,001 - \$350,000	101	16.45%	58.0	17	35	38	11
\$350,001 - \$525,000	78	12.70%	71.5	10	10	40	18
\$525,001 and up	66	10.75%	79.0	17	11	17	21
Total Active Inventory by Units	614			202	205	148	59
Total Active Inventory by Volume	170,012,211	100%	61.0	33.89M	47.25M	51.62M	37.25M
Median Active Inventory Listing Price	\$199,700			\$62,250	\$174,900	\$318,900	\$456,500

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September 2018

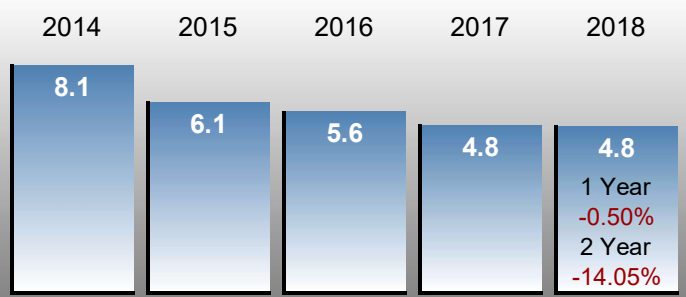
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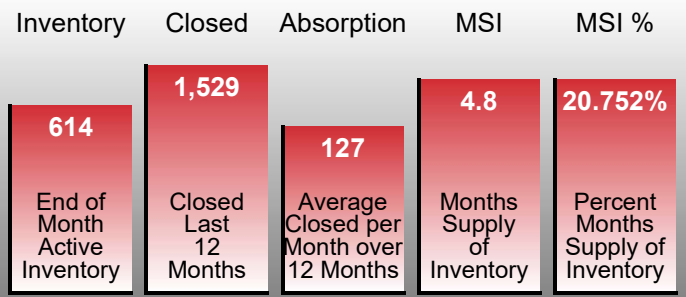
MONTHS SUPPLY of INVENTORY (MSI)

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

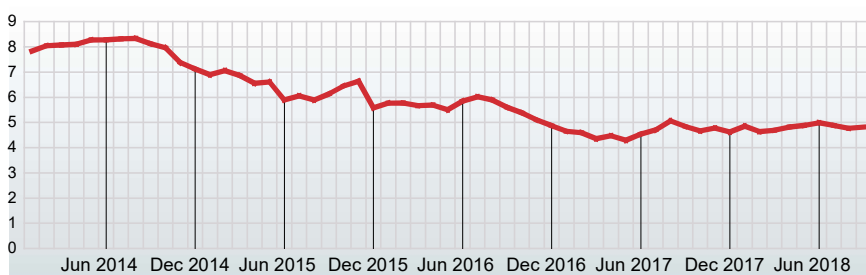
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2018



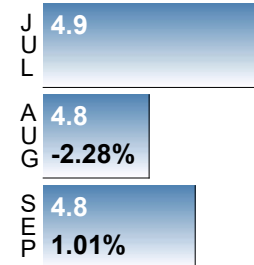
5 YEAR MARKET ACTIVITY TRENDS



5yr SEP AVG = 5.9

3 MONTHS

High
Aug 2014 = 8.3
Low
May 2017 = 4.3
Months Supply
this month at **4.8**,
below the 5 yr SEP
average of **5.9**



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	45	7.33%	10.2	12.3	2.4	0.0	0.0
\$25,001 - \$75,000	79	12.87%	6.3	10.5	2.1	0.0	0.0
\$75,001 - \$150,000	109	17.75%	2.9	6.0	2.3	2.3	7.5
\$150,001 - \$250,000	136	22.15%	3.0	8.7	2.7	3.0	4.8
\$250,001 - \$350,000	101	16.45%	6.0	25.5	5.9	4.3	7.8
\$350,001 - \$525,000	78	12.70%	9.6	30.0	12.0	7.7	10.3
\$525,001 and up	66	10.75%	24.8	204.0	132.0	15.7	14.8
Market Supply of Inventory (MSI)	4.8			11.2	3.0	4.3	9.6
Total Active Inventory by Units	614	100%	4.8	202	205	148	59

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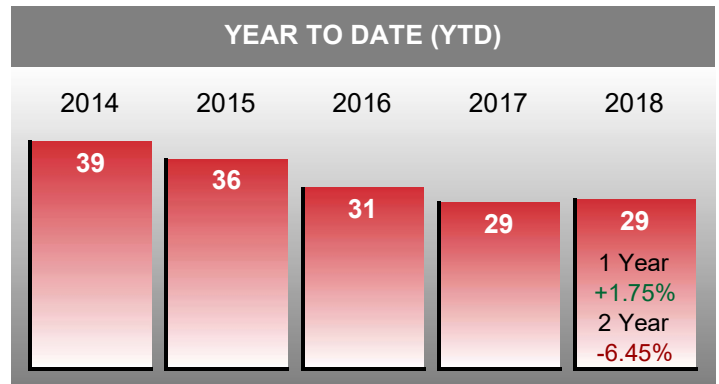
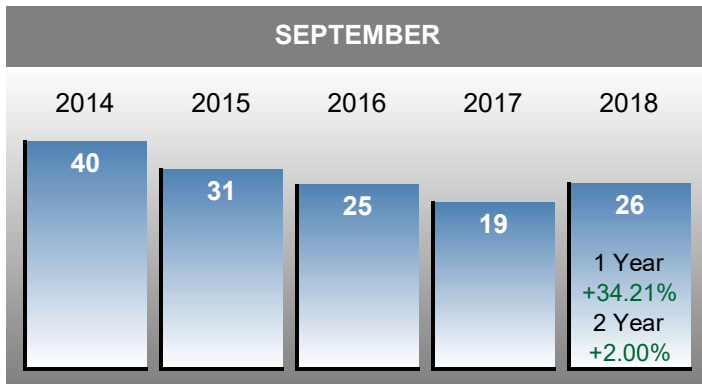
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MEDIAN DAYS ON MARKET TO SALE

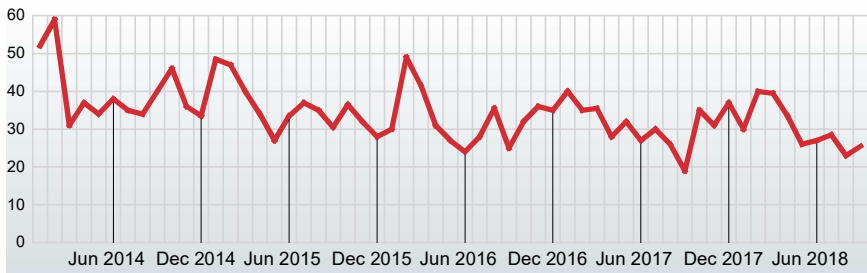
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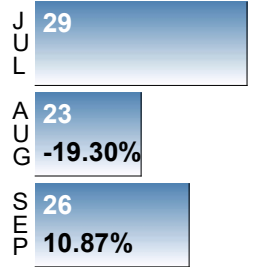
5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 28

3 MONTHS



High
Feb 2014 = 59
Low
Sep 2017 = 19
Median Days on Market
this month at **26**,
below the 5 yr SEP
average of **28**



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
\$50,000 and less	9	8.18%	25.0	35.5	13.0	0.0	0.0
\$50,001 - \$90,000	15	13.64%	18.0	18.0	24.5	0.0	0.0
\$90,001 - \$120,000	10	9.09%	23.5	1.0	23.5	49.0	0.0
\$120,001 - \$180,000	36	32.73%	19.5	37.0	21.0	13.0	0.0
\$180,001 - \$220,000	14	12.73%	34.5	0.0	34.5	26.0	73.0
\$220,001 - \$300,000	16	14.55%	29.5	0.0	28.0	72.0	17.0
\$300,001 and up	10	9.09%	21.5	0.0	24.0	33.0	16.0
Median Closed DOM			25.5	24.0	27.0	31.0	17.0
Total Closed Units		100%	25.5	14	69	22	5
Total Closed Volume			18,273,735	1.09M	10.37M	5.44M	1.37M

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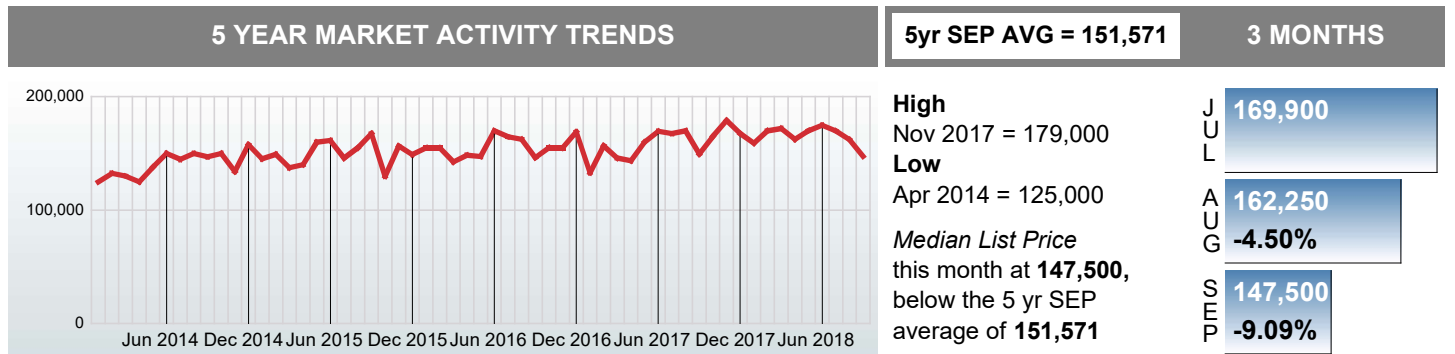
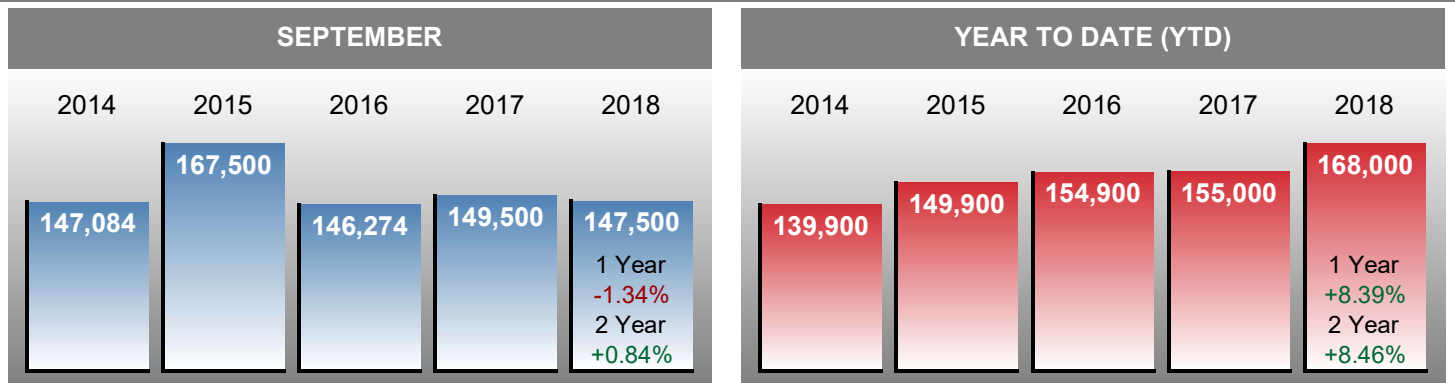
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MEDIAN LIST PRICE AT CLOSING

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



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
\$50,000 and less	9	8.18%	33,500	32,500	33,500	0	0
\$50,001 - \$90,000	14	12.73%	71,250	70,000	72,500	0	0
\$90,001 - \$120,000	8	7.27%	105,000	105,000	100,875	105,100	0
\$120,001 - \$180,000	36	32.73%	139,975	131,700	140,000	165,000	0
\$180,001 - \$220,000	14	12.73%	199,450	0	195,000	215,500	215,000
\$220,001 - \$300,000	17	15.45%	259,900	0	260,000	267,516	254,900
\$300,001 and up	12	10.91%	339,325	0	339,325	345,900	354,450
Median List Price			147,500	75,000	145,000	252,400	259,900
Total Closed Units		100%	147,500	14	69	22	5
Total Closed Volume			18,779,346	1.15M	10.68M	5.52M	1.43M

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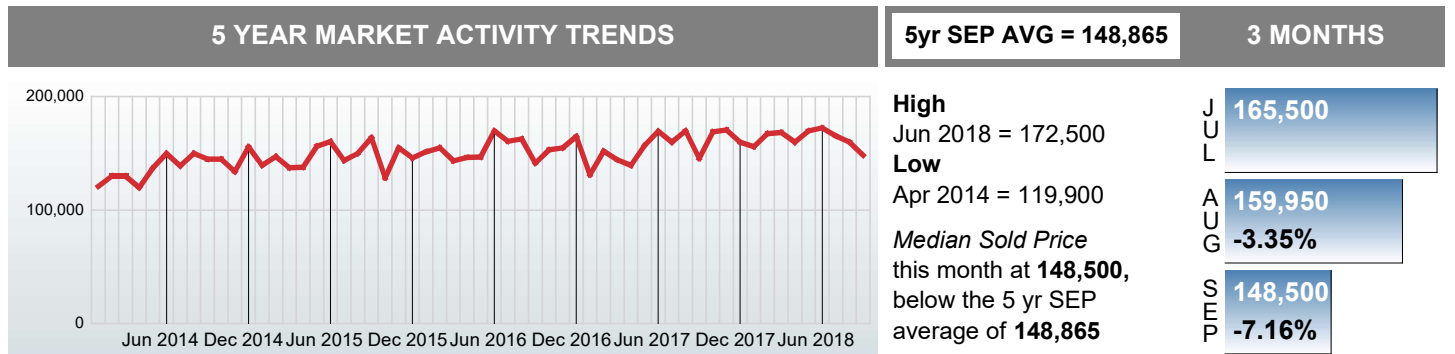
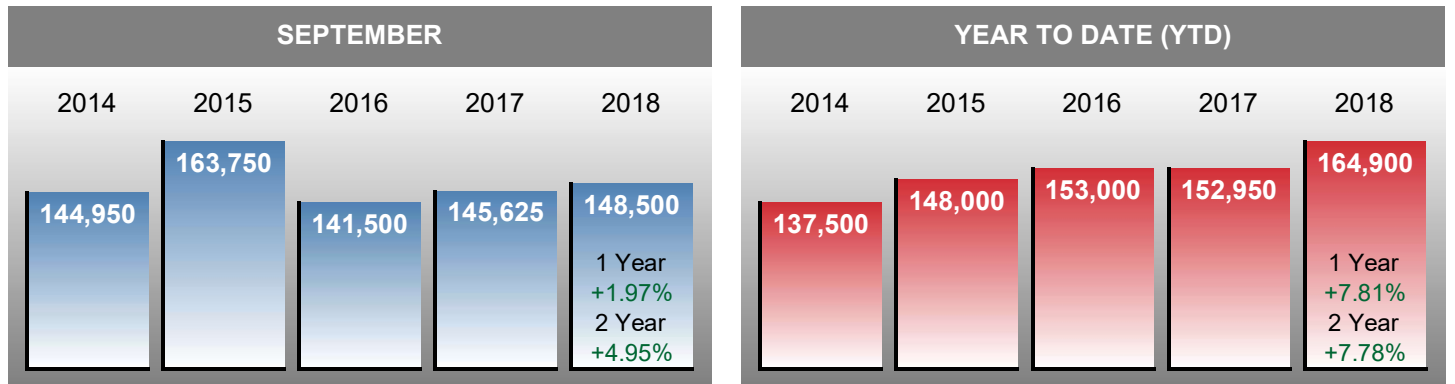
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MEDIAN SOLD PRICE AT CLOSING

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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
\$50,000 and less	9	8.18%	28,800	29,400	26,175	0	0
\$50,001 - \$90,000	15	13.64%	68,500	70,000	68,250	0	0
\$90,001 - \$120,000	10	9.09%	106,450	105,000	110,950	96,200	0
\$120,001 - \$180,000	36	32.73%	144,000	127,250	145,000	157,000	0
\$180,001 - \$220,000	14	12.73%	199,950	0	196,750	215,000	200,000
\$220,001 - \$300,000	16	14.55%	274,000	0	274,000	280,132	255,000
\$300,001 and up	10	9.09%	337,347	0	324,375	341,910	387,000
Median Sold Price			148,500	73,500	143,000	249,950	255,000
Total Closed Units		100%	148,500	14	69	22	5
Total Closed Volume			18,273,735	1.09M	10.37M	5.44M	1.37M

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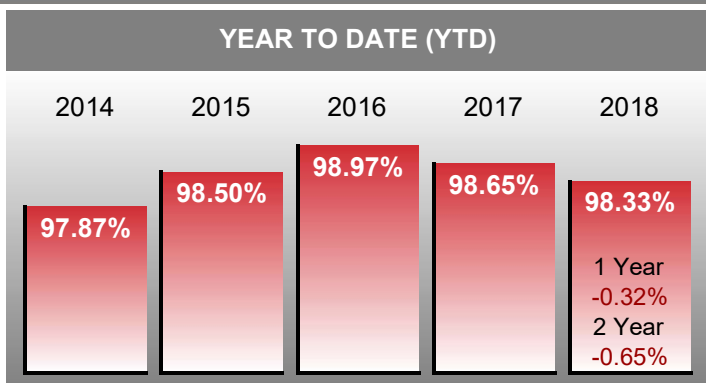
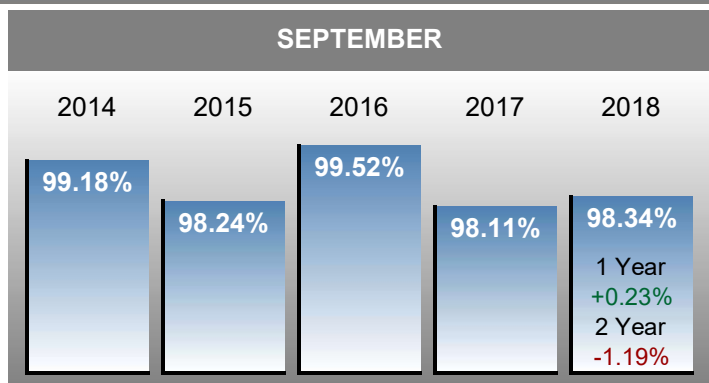
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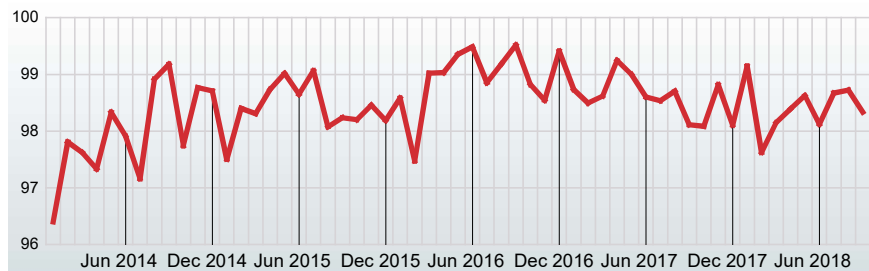
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 98.68% **3 MONTHS**



High
Sep 2016 = 99.52%

Low
Jan 2014 = 96.40%

Median Sold/List Ratio
this month at **98.34%**,
below the 5 yr SEP
average of **98.68%**

JUL	98.67%
AUG	98.72%
SEP	98.34%
	-0.39%

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
\$50,000 and less	9	8.18%	94.00%	89.01%	100.00%	0.00%	0.00%
\$50,001 - \$90,000	15	13.64%	93.79%	89.23%	93.86%	0.00%	0.00%
\$90,001 - \$120,000	10	9.09%	96.98%	100.00%	96.98%	91.53%	0.00%
\$120,001 - \$180,000	36	32.73%	99.58%	98.44%	99.83%	99.20%	0.00%
\$180,001 - \$220,000	14	12.73%	97.84%	0.00%	98.73%	97.17%	93.02%
\$220,001 - \$300,000	16	14.55%	98.14%	0.00%	97.88%	100.00%	94.27%
\$300,001 and up	10	9.09%	97.01%	0.00%	94.37%	100.00%	96.99%
Median Sold/List Ratio			98.34%	94.83%	98.64%	98.69%	94.27%
Total Closed Units		100%	98.34%	14	69	22	5
Total Closed Volume			18,273,735	1.09M	10.37M	5.44M	1.37M

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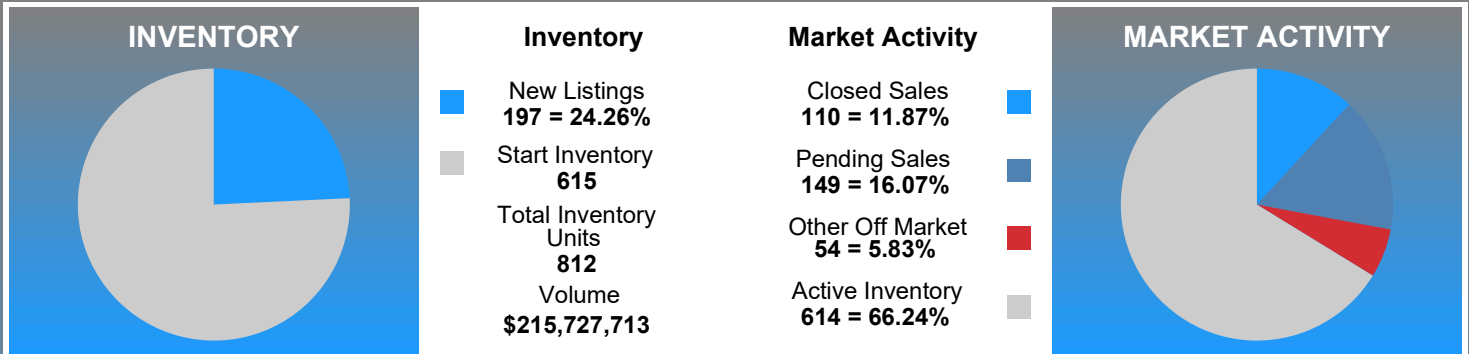
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MARKET SUMMARY

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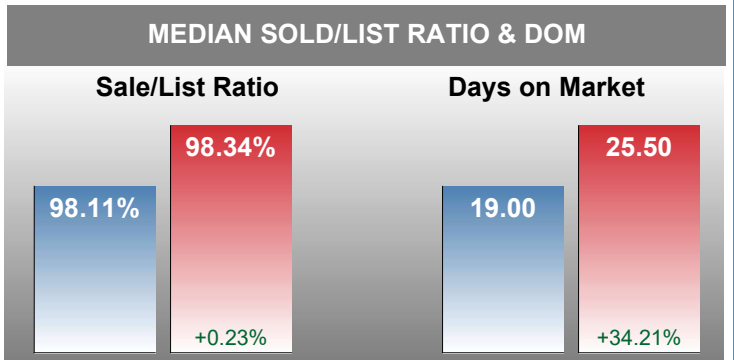
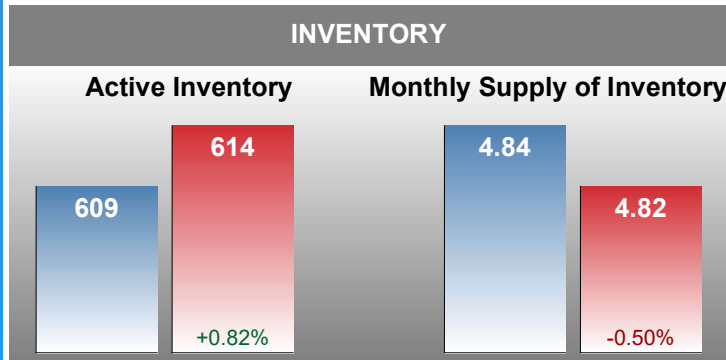
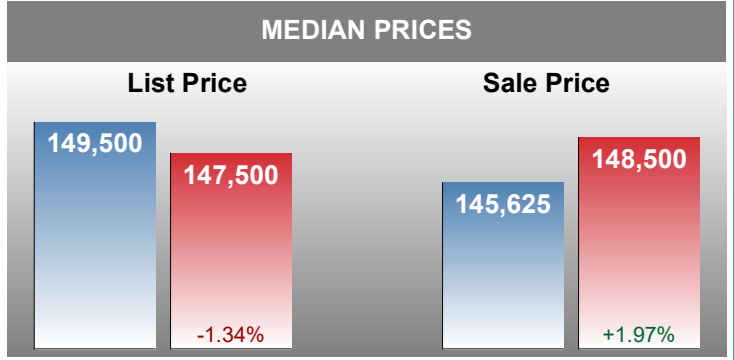
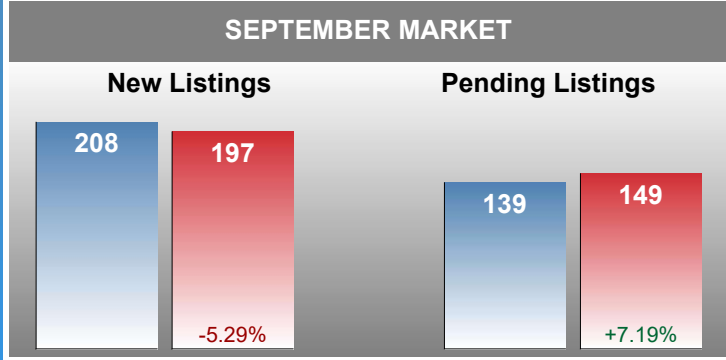


Compared Metrics	September			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	128	110	-14.06%	1,160	1,179	1.64%
Pending Sales	139	149	7.19%	1,249	1,290	3.28%
New Listings	208	197	-5.29%	2,089	2,053	-1.72%
Median List Price	149,500	147,500	-1.34%	155,000	168,000	8.39%
Median Sale Price	145,625	148,500	1.97%	152,950	164,900	7.81%
Median Percent of Selling Price to List Price	98.11%	98.34%	0.23%	98.65%	98.33%	-0.32%
Median Days on Market to Sale	19.00	25.50	34.21%	28.50	29.00	1.75%
Monthly Inventory	609	614	0.82%	609	614	0.82%
Months Supply of Inventory	4.84	4.82	-0.50%	4.84	4.82	-0.50%

Absorption: Last 12 months, an Average of **127** Sales/Month

Inventory on September 30, 2018 = **614**

2017 2018



Ready to Buy or Sell Real Estate?

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