

April 2019



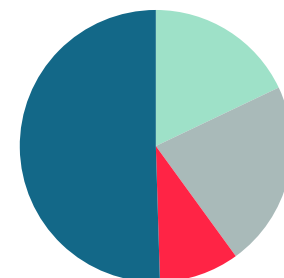
Area Delimited by County Of Rogers - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 20, 2023 for MLS Technology Inc.

Compared Metrics	2018	April 2019	+/-%
Closed Listings	113	130	15.04%
Pending Listings	129	160	24.03%
New Listings	210	224	6.67%
Average List Price	194,477	246,344	26.67%
Average Sale Price	190,725	241,909	26.84%
Average Percent of Selling Price to List Price	98.40%	101.00%	2.65%
Average Days on Market to Sale	53.27	44.93	-15.66%
End of Month Inventory	453	366	-19.21%
Months Supply of Inventory	4.05	3.06	-24.45%



■ Closed (17.93%)
■ Pending (22.07%)
■ Other OffMarket (9.52%)
■ Active (50.48%)

Absorption: Last 12 months, an Average of **120** Sales/Month
Active Inventory as of April 30, 2019 = **366**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2019 decreased **19.21%** to 366 existing homes available for sale. Over the last 12 months this area has had an average of 120 closed sales per month. This represents an unsold inventory index of **3.06** 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 **26.84%** in April 2019 to \$241,909 versus the previous year at \$190,725.

Average Days on Market Shortens

The average number of **44.93** days that homes spent on the market before selling decreased by 8.34 days or **15.66%** in April 2019 compared to last year's same month at **53.27** DOM.

Sales Success for April 2019 is Positive

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

There were 224 New Listings in April 2019, up **6.67%** from last year at 210. Furthermore, there were 130 Closed Listings this month versus last year at 113, a **15.04%** increase.

Closed versus Listed trends yielded a **58.0%** ratio, up from previous year's, April 2018, at **53.8%**, a **7.85%** 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.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

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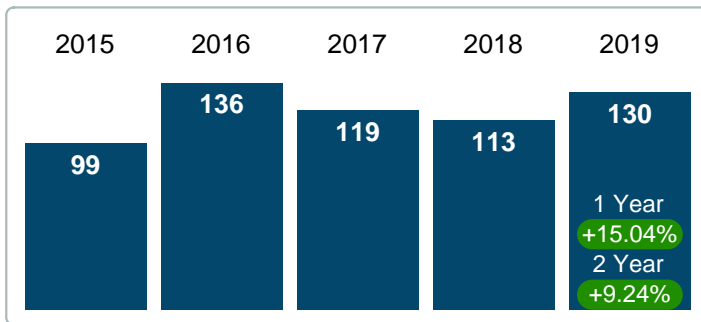
Area Delimited by County Of Rogers - Residential Property Type



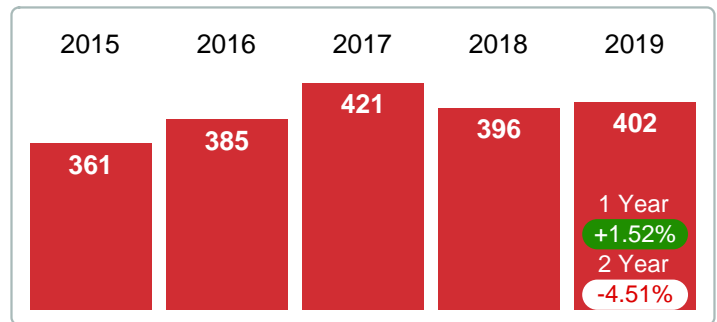
CLOSED LISTINGS

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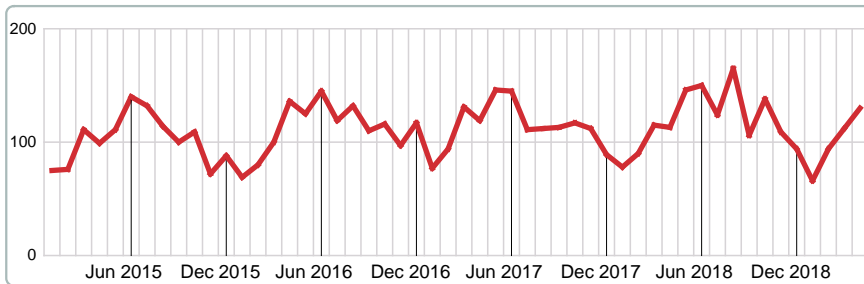
APRIL



YEAR TO DATE (YTD)

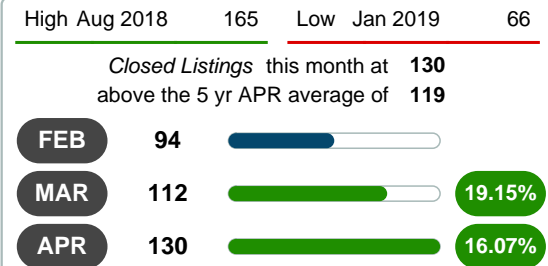


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 119



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	9	6.92%	20.9	4	5	0	0
\$100,001 - \$125,000	18	13.85%	38.0	3	13	2	0
\$125,001 - \$150,000	15	11.54%	30.6	2	12	1	0
\$150,001 - \$225,000	33	25.38%	43.8	0	24	9	0
\$225,001 - \$300,000	24	18.46%	65.7	0	13	11	0
\$300,001 - \$425,000	19	14.62%	41.9	2	5	10	2
\$425,001 and up	12	9.23%	57.7	0	0	8	4
Total Closed Units	130			11	72	41	6
Total Closed Volume	31,448,229	100%	44.9	1.41M	13.14M	13.30M	3.60M
Average Closed Price	\$241,909			\$127,882	\$182,457	\$324,494	\$600,056

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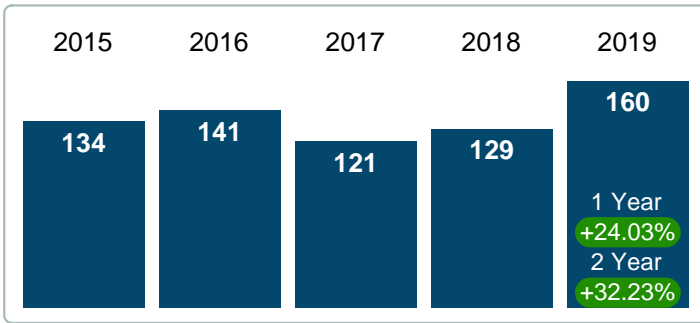
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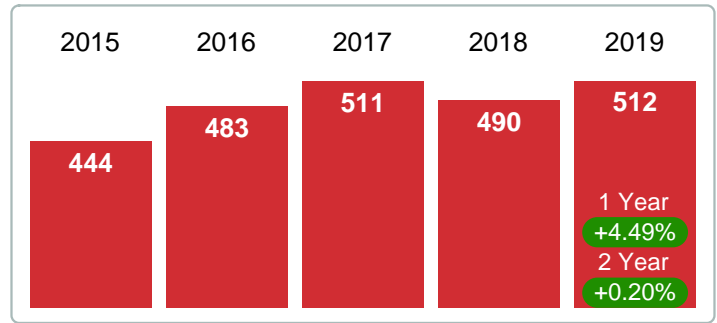
PENDING LISTINGS

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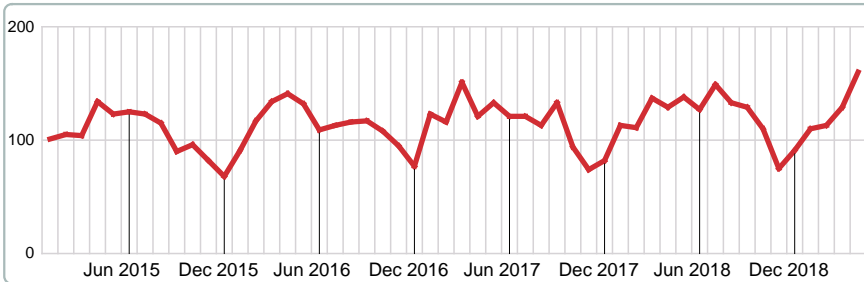
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

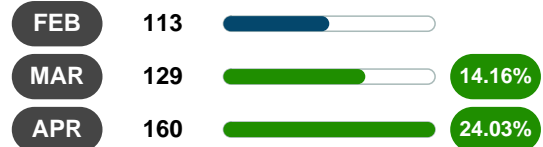


3 MONTHS

5 year APR AVG = 137

High Apr 2019 160 Low Dec 2015 68

Pending Listings this month at 160 above the 5 yr APR average of 137



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	9.38%	30.4	7	8	0	0
\$75,001 - \$125,000	18	11.25%	28.2	1	15	2	0
\$125,001 - \$150,000	15	9.38%	28.9	0	12	3	0
\$150,001 - \$200,000	48	30.00%	31.5	0	36	11	1
\$200,001 - \$300,000	28	17.50%	51.4	0	12	13	3
\$300,001 - \$375,000	20	12.50%	66.5	0	5	15	0
\$375,001 and up	16	10.00%	18.1	0	3	9	4
Total Pending Units	160			8	91	53	8
Total Pending Volume	34,622,259	100%	37.5	394.80K	16.07M	14.74M	3.42M
Average Listing Price	\$216,901			\$49,350	\$176,555	\$278,071	\$427,906

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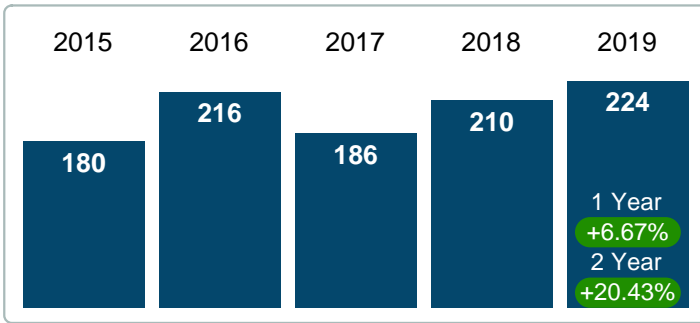
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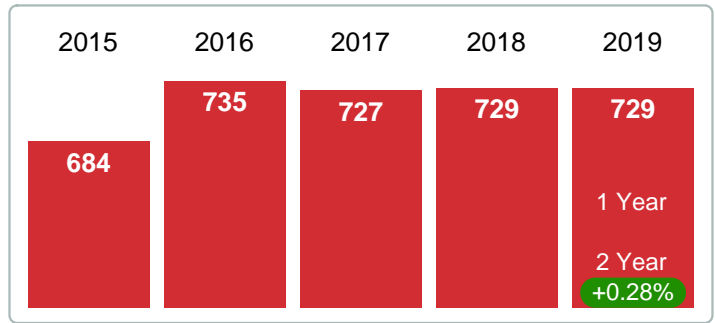
NEW LISTINGS

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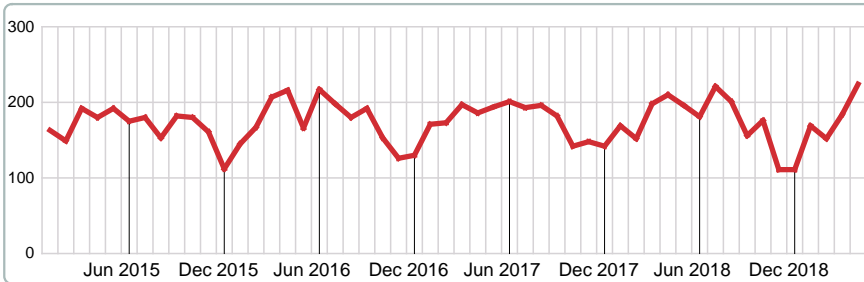
APRIL



YEAR TO DATE (YTD)

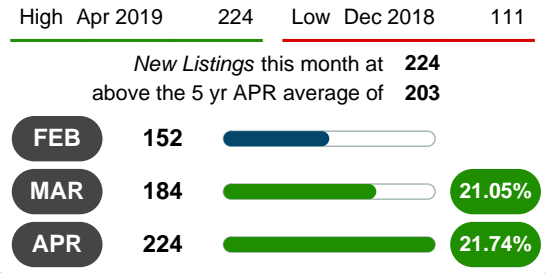


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 203



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	18	8.04%	5	13	0	0
\$100,001 - \$125,000	21	9.38%	2	17	2	0
\$125,001 - \$150,000	28	12.50%	0	20	8	0
\$150,001 - \$225,000	75	33.48%	3	49	23	0
\$225,001 - \$325,000	27	12.05%	0	13	11	3
\$325,001 - \$425,000	32	14.29%	0	3	26	3
\$425,001 and up	23	10.27%	0	4	6	13
Total New Listed Units	224		10	119	76	19
Total New Listed Volume	53,692,371	100%	1.06M	21.23M	21.22M	10.19M
Average New Listed Listing Price	\$224,597		\$105,830	\$178,393	\$279,173	\$536,218

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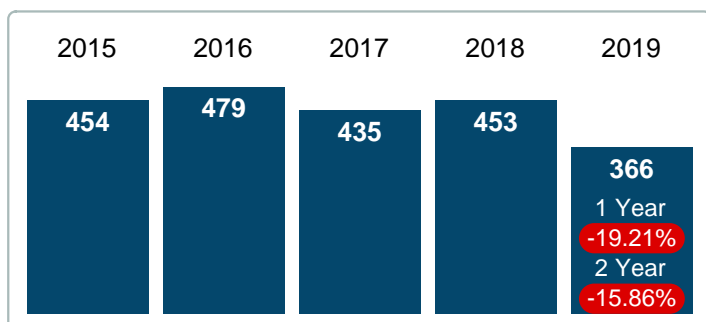
Area Delimited by County Of Rogers - Residential Property Type



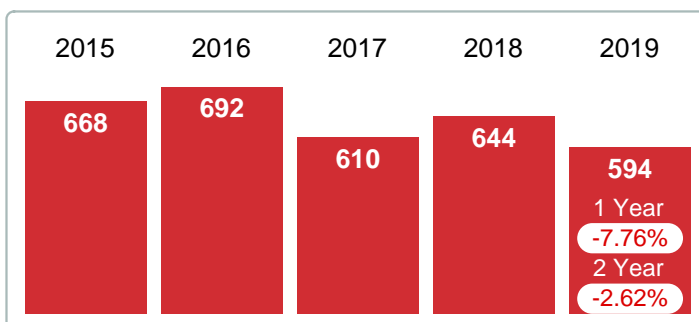
ACTIVE INVENTORY

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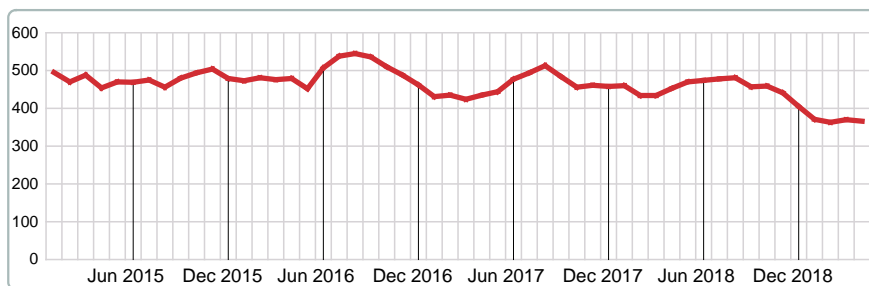
END OF APRIL



ACTIVE DURING APRIL

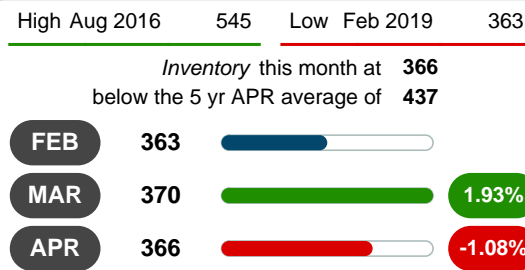


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 437



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	19	5.19%	46.6	4	14	1	0
\$100,001 - \$150,000	58	15.85%	62.7	5	40	11	2
\$150,001 - \$175,000	41	11.20%	57.8	0	28	12	1
\$175,001 - \$325,000	110	30.05%	52.0	2	55	49	4
\$325,001 - \$375,000	40	10.93%	47.2	0	10	24	6
\$375,001 - \$525,000	61	16.67%	56.8	0	9	39	13
\$525,001 and up	37	10.11%	64.1	0	5	12	20
Total Active Inventory by Units	366			11	161	148	46
Total Active Inventory by Volume	119,289,367	100%	55.5	1.19M	35.85M	49.73M	32.51M
Average Active Inventory Listing Price	\$325,927			\$108,618	\$222,698	\$336,047	\$706,637

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Area Delimited by County Of Rogers - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 20, 2023 for MLS Technology Inc.

MSI FOR APRIL

2015	2016	2017	2018	2019

INDICATORS FOR APRIL 2019

Inventory	Closed	Absorption	MSI	MSI %
366	0	0	inf	0.000%
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = inf

High Apr 2019	inf	Low Apr 2019	inf
Months Supply this month at inf equal to 5 yr APR average of inf			
FEB	inf		%
MAR	inf		%
APR	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	19	5.19%	0.98	0.86	1.15	0.44	0.00
\$100,001 - \$150,000	58	15.85%	2.13	2.40	1.83	3.88	4.80
\$150,001 - \$175,000	41	11.20%	2.58	0.00	2.37	3.35	6.00
\$175,001 - \$325,000	110	30.05%	2.74	4.80	2.59	3.02	1.85
\$325,001 - \$375,000	40	10.93%	6.08	0.00	7.06	5.24	10.29
\$375,001 - \$525,000	61	16.67%	8.61	0.00	9.82	9.18	6.78
\$525,001 and up	37	10.11%	11.38	0.00	60.00	7.20	13.33
Market Supply of Inventory (MSI)			3.06	1.47	2.32	4.18	6.49
Total Active Inventory by Units		100%	366	11	161	148	46

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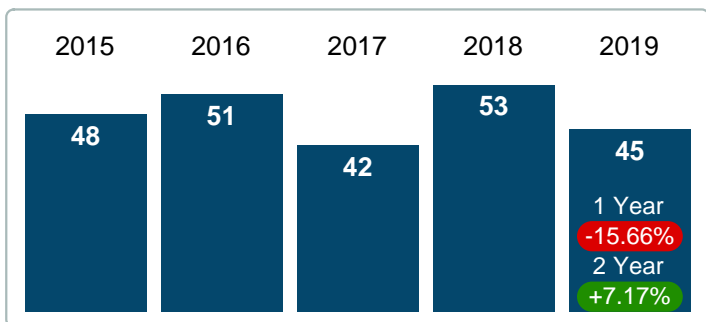
Area Delimited by County Of Rogers - Residential Property Type



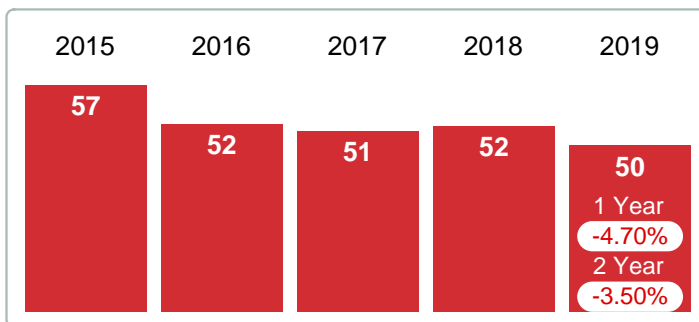
AVERAGE DAYS ON MARKET TO SALE

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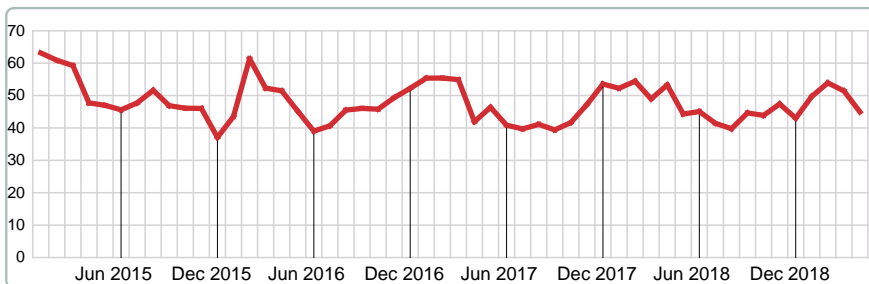
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

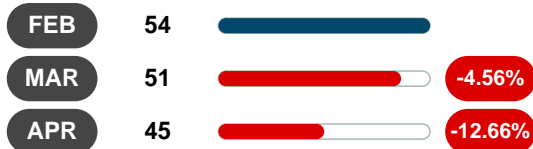


3 MONTHS

5 year APR AVG = 48

High Jan 2015 63 Low Dec 2015 37

Average Days on Market to Sale this month at 45 below the 5 yr APR average of 48



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
\$100,000 and less	6.92%	21	27	16	0	0
\$100,001 - \$125,000	13.85%	38	49	32	60	0
\$125,001 - \$150,000	11.54%	31	19	35	1	0
\$150,001 - \$225,000	25.38%	44	0	37	63	0
\$225,001 - \$300,000	18.46%	66	0	71	59	0
\$300,001 - \$425,000	14.62%	42	30	50	34	73
\$425,001 and up	9.23%	58	0	0	40	92
Average Closed DOM		45				
Total Closed Units	100%	45	11	72	41	6
Total Closed Volume		31,448,229	1.41M	13.14M	13.30M	3.60M

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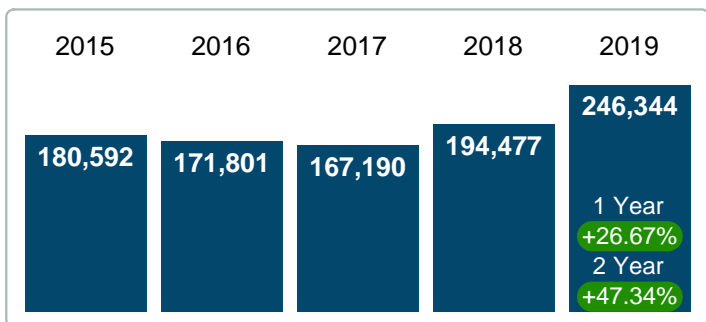
Area Delimited by County Of Rogers - Residential Property Type



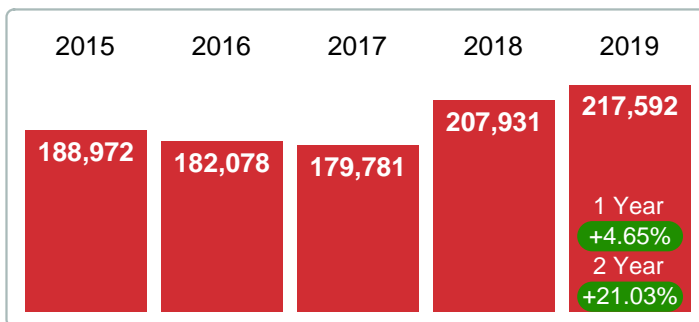
AVERAGE LIST PRICE AT CLOSING

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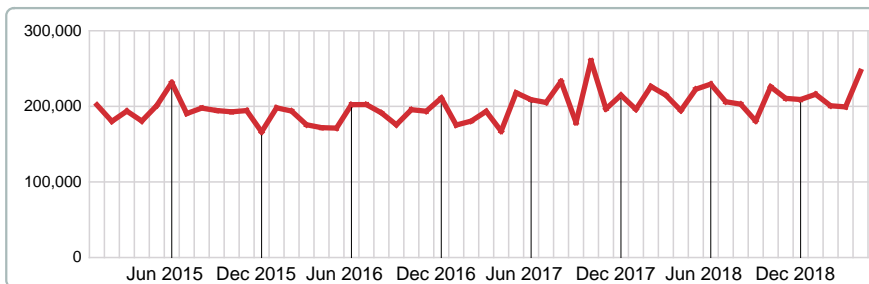
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YEAR TO DATE (YTD)

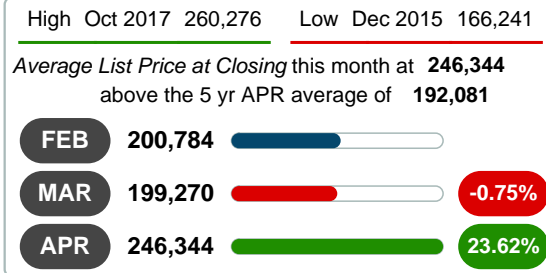


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 192,081



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
\$100,000 and less	11	8.46%	60,136	41,925	76,480	0	0
\$100,001 - \$125,000	14	10.77%	116,600	118,333	113,292	122,450	0
\$125,001 - \$150,000	18	13.85%	141,250	134,500	142,741	141,805	0
\$150,001 - \$225,000	30	23.08%	182,904	0	184,433	179,682	0
\$225,001 - \$300,000	26	20.00%	262,335	0	261,396	268,733	0
\$300,001 - \$425,000	17	13.08%	341,990	332,000	392,692	348,948	327,450
\$425,001 and up	14	10.77%	647,622	0	0	636,421	754,334
Average List Price			246,344	132,336	185,501	330,262	612,039
Total Closed Units		100%	246,344	11	72	41	6
Total Closed Volume			32,024,784	1.46M	13.36M	13.54M	3.67M

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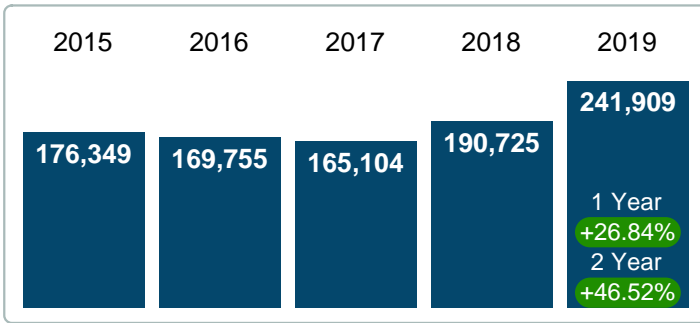
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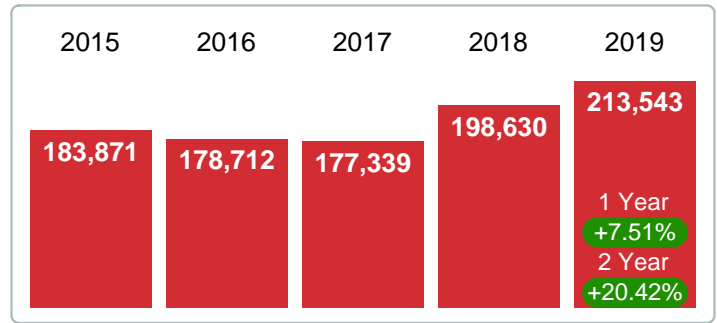
AVERAGE SOLD PRICE AT CLOSING

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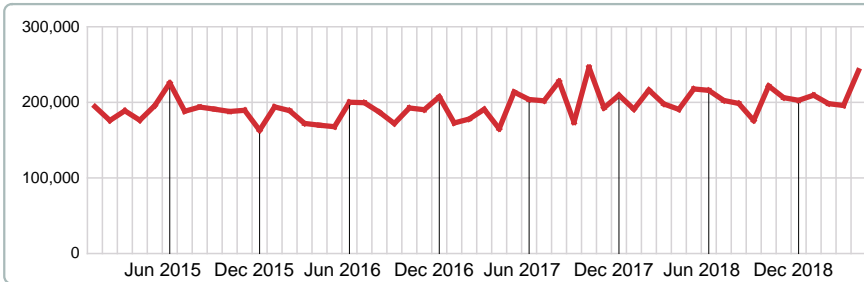
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

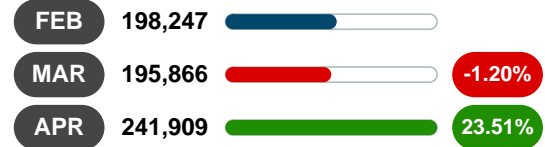


3 MONTHS

5 year APR AVG = 188,768

High Oct 2017 246,290 Low Dec 2015 163,047

Average Sold Price at Closing this month at **241,909** above the 5 yr APR average of **188,768**



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
\$100,000 and less	6.92%	58,478	38,475	74,480	0	0
\$100,001 - \$125,000	13.85%	114,422	118,000	112,392	122,250	0
\$125,001 - \$150,000	11.54%	140,990	140,800	140,953	141,805	0
\$150,001 - \$225,000	25.38%	183,198	0	185,483	177,106	0
\$225,001 - \$300,000	18.46%	261,029	0	255,056	268,088	0
\$300,001 - \$425,000	14.62%	343,023	308,600	368,932	341,358	321,000
\$425,001 and up	9.23%	659,983	0	0	620,183	739,584
Average Sold Price		241,909	127,882	182,457	324,494	600,056
Total Closed Units	100%	241,909	11	72	41	6
Total Closed Volume		31,448,229	1.41M	13.14M	13.30M	3.60M

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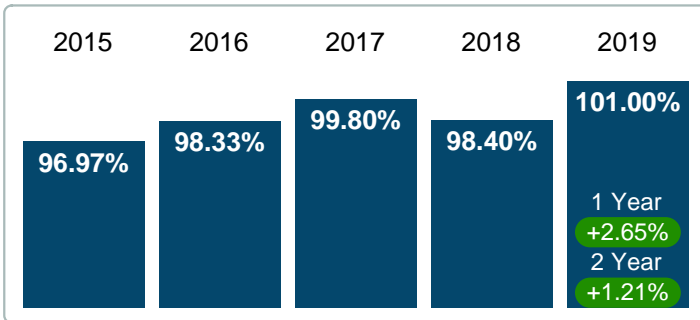
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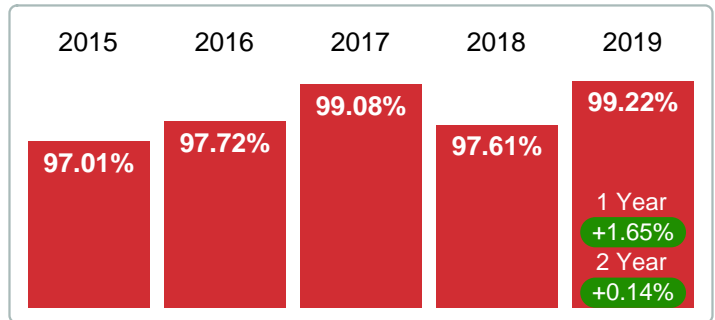
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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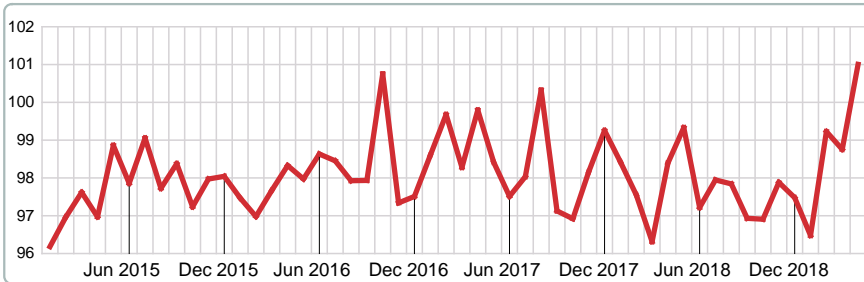
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

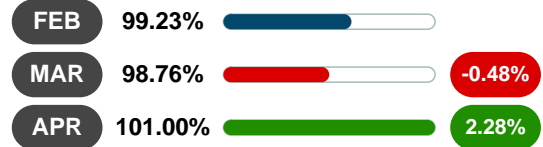


3 MONTHS

5 year APR AVG = 98.90%

High Apr 2019 101.00% Low Jan 2015 96.18%

Average Sold/List Ratio this month at **101.00%**
above the 5 yr APR average of **98.90%**



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
\$100,000 and less	9	6.92%	93.66%	87.79%	98.36%	0.00%	0.00%
\$100,001 - \$125,000	18	13.85%	114.95%	99.96%	120.74%	99.83%	0.00%
\$125,001 - \$150,000	15	11.54%	100.06%	107.89%	98.76%	100.00%	0.00%
\$150,001 - \$225,000	33	25.38%	101.26%	0.00%	102.15%	98.87%	0.00%
\$225,001 - \$300,000	24	18.46%	98.63%	0.00%	97.67%	99.77%	0.00%
\$300,001 - \$425,000	19	14.62%	96.57%	93.00%	94.43%	98.04%	98.13%
\$425,001 and up	12	9.23%	97.85%	0.00%	0.00%	97.87%	97.80%
Average Sold/List Ratio		101.00%		95.71%	103.33%	98.79%	97.91%
Total Closed Units	130	100%	101.00%	11	72	41	6
Total Closed Volume	31,448,229			1.41M	13.14M	13.30M	3.60M

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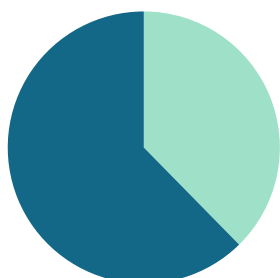
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

Report produced on Jul 20, 2023 for MLS Technology Inc.

INVENTORY

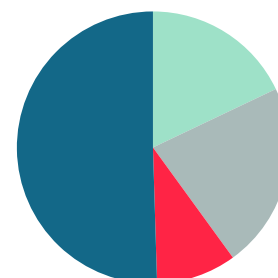


Inventory
 New Listings
224 = 37.65%
 Start Inventory
371
 Total Inventory Units
595
 Volume
\$174,803,585

Market Activity

Closed Sales
130 = 17.93%
 Pending Sales
160 = 22.07%
 Other Off Market
69 = 9.52%
 Active Inventory
366 = 50.48%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	113	130	15.04%	396	402	1.52%
Pending Sales	129	160	24.03%	490	512	4.49%
New Listings	210	224	6.67%	729	729	0.00%
Average List Price	194,477	246,344	26.67%	207,931	217,592	4.65%
Average Sale Price	190,725	241,909	26.84%	198,630	213,543	7.51%
Average Percent of Selling Price to List Price	98.40%	101.00%	2.65%	97.61%	99.22%	1.65%
Average Days on Market to Sale	53.27	44.93	-15.66%	52.08	49.63	-4.70%
Monthly Inventory	453	366	-19.21%	453	366	-19.21%
Months Supply of Inventory	4.05	3.06	-24.45%	4.05	3.06	-24.45%

Absorption: Last 12 months, an Average of **120** Sales/Month

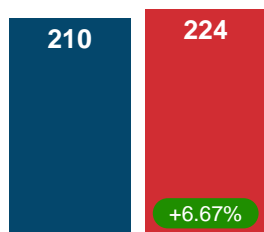
Inventory on April 30, 2019 = **366**

2018 **2019**

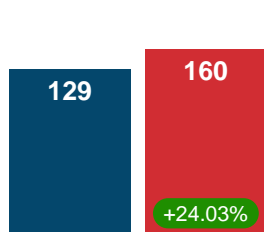
APRIL MARKET

AVERAGE PRICES

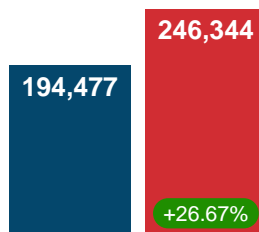
New Listings



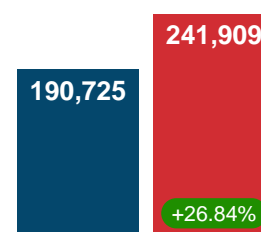
Pending Listings



List Price



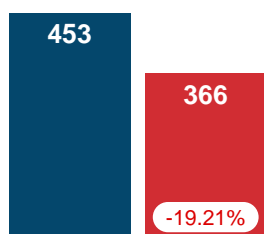
Sale Price



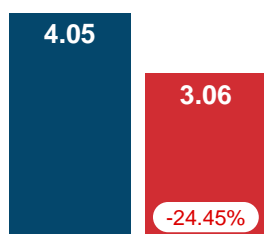
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

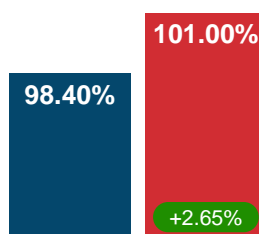
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

