

# February 2019



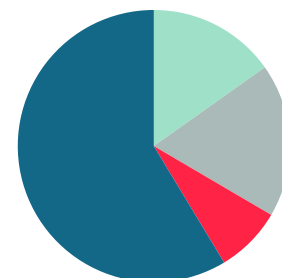
Area Delimited by County Of Rogers - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		
	2018	2019	+/-%
Closed Listings	90	94	4.44%
Pending Listings	111	113	1.80%
New Listings	152	152	0.00%
Average List Price	226,343	200,784	-11.29%
Average Sale Price	216,211	198,247	-8.31%
Average Percent of Selling Price to List Price	97.55%	99.23%	1.72%
Average Days on Market to Sale	54.42	53.90	-0.95%
End of Month Inventory	434	363	-16.36%
Months Supply of Inventory	3.82	3.07	-19.72%



■ Closed (15.19%)  
■ Pending (18.26%)  
■ Other OffMarket (7.92%)  
■ Active (58.64%)

**Absorption:** Last 12 months, an Average of **118** Sales/Month  
**Active Inventory** as of February 28, 2019 = **363**

### Analysis Wrap-Up

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

The total housing inventory at the end of February 2019 decreased **16.36%** to 363 existing homes available for sale. Over the last 12 months this area has had an average of 118 closed sales per month. This represents an unsold inventory index of **3.07** MSI for this period.

#### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **8.31%** in February 2019 to \$198,247 versus the previous year at \$216,211.

#### Average Days on Market Shortens

The average number of **53.90** days that homes spent on the market before selling decreased by 0.52 days or **0.95%** in February 2019 compared to last year's same month at **54.42** DOM.

#### Sales Success for February 2019 is Positive

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

There were 152 New Listings in February 2019, down **0.00%** from last year at 152. Furthermore, there were 94 Closed Listings this month versus last year at 90, a **4.44%** increase.

Closed versus Listed trends yielded a **61.8%** ratio, up from previous year's, February 2018, at **59.2%**, a **4.44%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</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?

Contact an experienced REALTOR®

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

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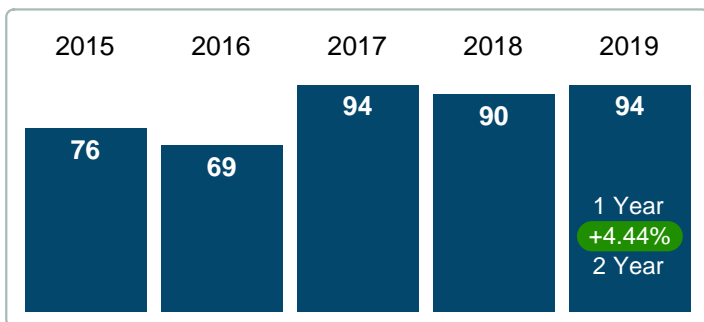
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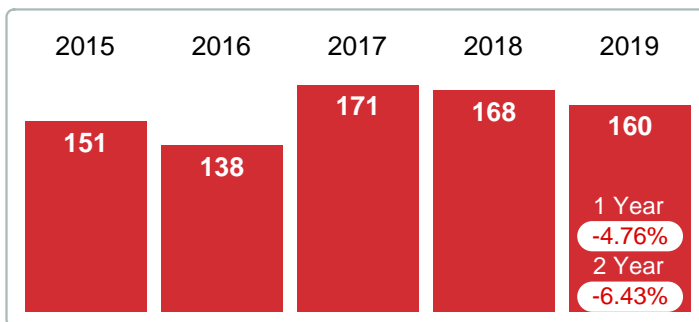
## CLOSED LISTINGS

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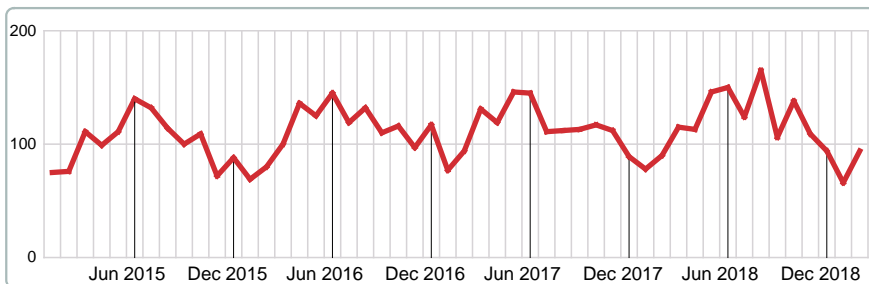
### FEBRUARY



### YEAR TO DATE (YTD)

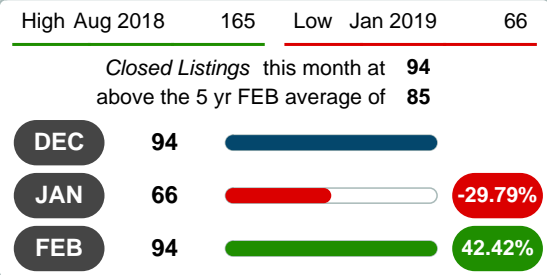


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 85



### 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	8	8.51%	43.4	4	4	0	0
\$75,001 - \$125,000	13	13.83%	48.5	1	11	1	0
\$125,001 - \$125,000	0	0.00%	0.0	0	0	0	0
\$125,001 - \$200,000	37	39.36%	56.5	0	29	7	1
\$200,001 - \$250,000	15	15.96%	50.2	0	6	8	1
\$250,001 - \$325,000	11	11.70%	44.2	1	3	4	3
\$325,001 and up	10	10.64%	75.8	0	0	7	3
<b>Total Closed Units</b>	<b>94</b>			<b>6</b>	<b>53</b>	<b>27</b>	<b>8</b>
<b>Total Closed Volume</b>	<b>18,635,215</b>	<b>100%</b>	<b>53.9</b>	<b>604.50K</b>	<b>8.21M</b>	<b>6.76M</b>	<b>3.06M</b>
<b>Average Closed Price</b>	<b>\$198,247</b>			<b>\$100,750</b>	<b>\$154,954</b>	<b>\$250,325</b>	<b>\$382,425</b>

# February 2019



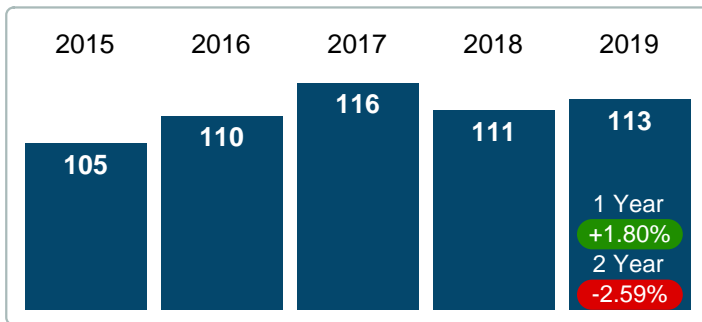
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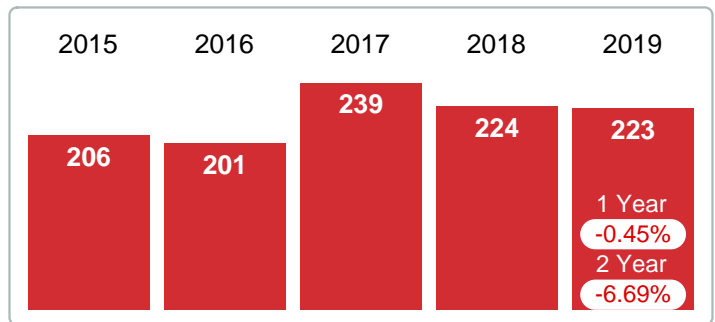
## PENDING LISTINGS

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

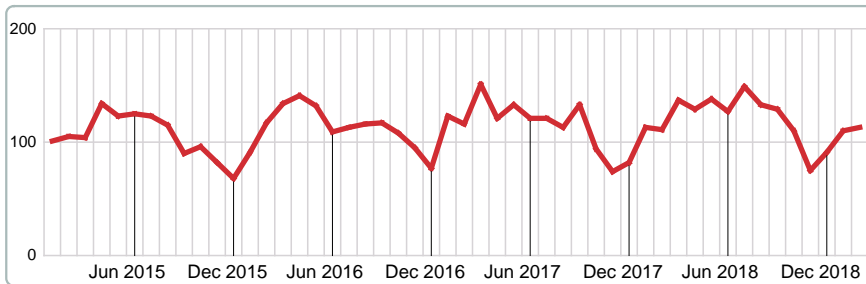
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 111

High Mar 2017 151 Low Dec 2015 68

Pending Listings this month at 113  
above the 5 yr FEB average of 111



### 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	12	10.62%	37.2	5	5	2	0
\$75,001 - \$125,000	9	7.96%	81.7	0	7	2	0
\$125,001 - \$150,000	15	13.27%	63.9	0	14	1	0
\$150,001 - \$225,000	35	30.97%	56.5	1	24	9	1
\$225,001 - \$325,000	15	13.27%	95.7	0	5	8	2
\$325,001 - \$375,000	14	12.39%	65.6	0	2	11	1
\$375,001 and up	13	11.50%	59.3	0	0	7	6
<b>Total Pending Units</b>	<b>113</b>			<b>6</b>	<b>57</b>	<b>40</b>	<b>10</b>
<b>Total Pending Volume</b>	<b>26,194,701</b>	<b>100%</b>	<b>64.0</b>	<b>430.20K</b>	<b>9.32M</b>	<b>12.01M</b>	<b>4.44M</b>
<b>Average Listing Price</b>	<b>\$233,917</b>			<b>\$71,700</b>	<b>\$163,449</b>	<b>\$300,303</b>	<b>\$443,581</b>

# February 2019



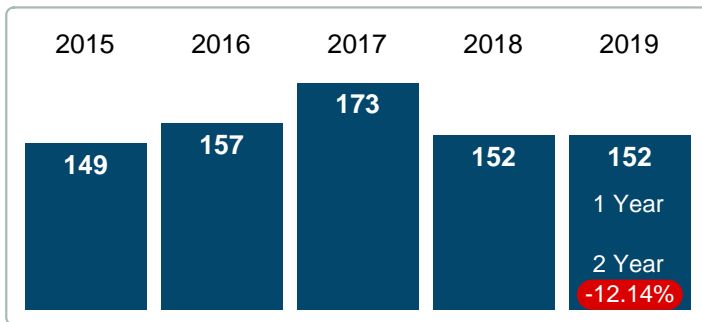
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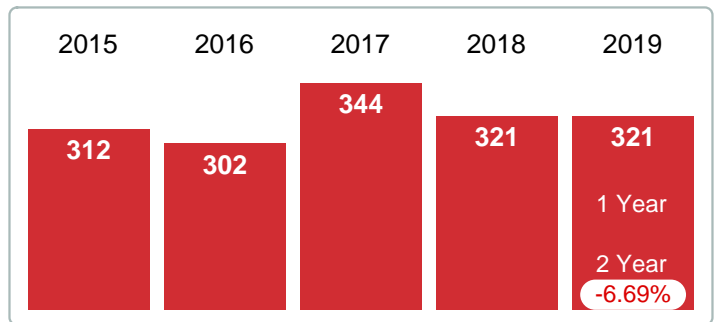
## NEW LISTINGS

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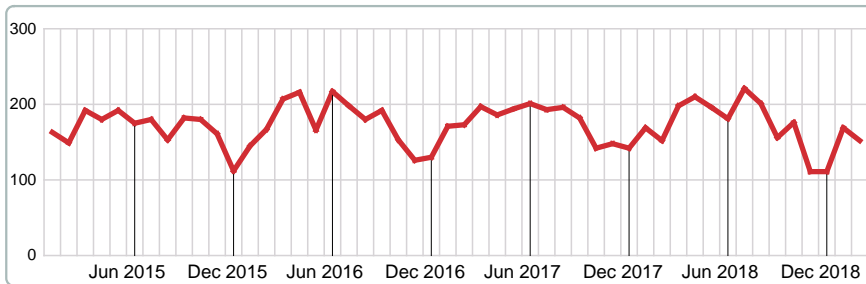
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 157

High Jul 2018 221 Low Dec 2018 111

New Listings this month at 152  
below the 5 yr FEB average of 157



### 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	14	9.21%	3	9	2	0
\$100,001 - \$125,000	8	5.26%	3	4	1	0
\$125,001 - \$150,000	19	12.50%	0	16	2	1
\$150,001 - \$250,000	54	35.53%	1	36	17	0
\$250,001 - \$300,000	20	13.16%	0	9	9	2
\$300,001 - \$375,000	19	12.50%	0	3	12	4
\$375,001 and up	18	11.84%	0	2	11	5
<b>Total New Listed Units</b>	<b>152</b>		<b>7</b>	<b>79</b>	<b>54</b>	<b>12</b>
<b>Total New Listed Volume</b>	<b>37,498,881</b>	<b>100%</b>	<b>627.80K</b>	<b>14.71M</b>	<b>15.54M</b>	<b>6.62M</b>
<b>Average New Listed Listing Price</b>	<b>\$224,728</b>		<b>\$89,686</b>	<b>\$186,234</b>	<b>\$287,762</b>	<b>\$551,617</b>

# February 2019



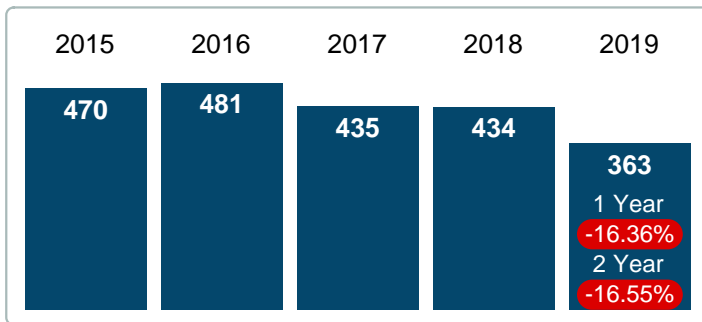
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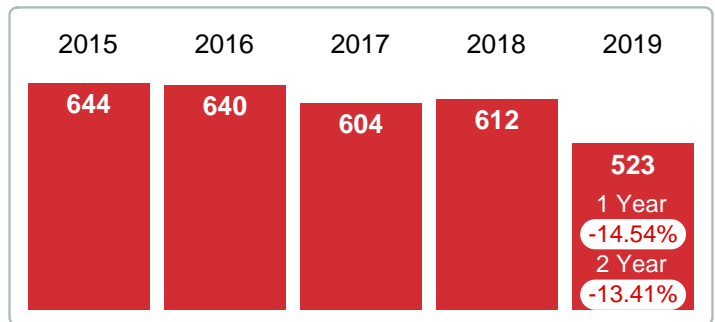
## ACTIVE INVENTORY

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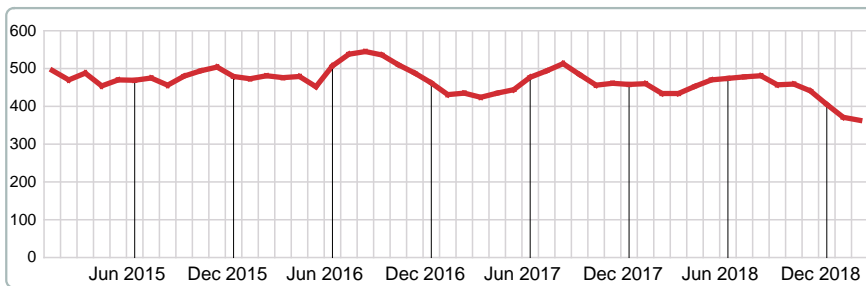
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

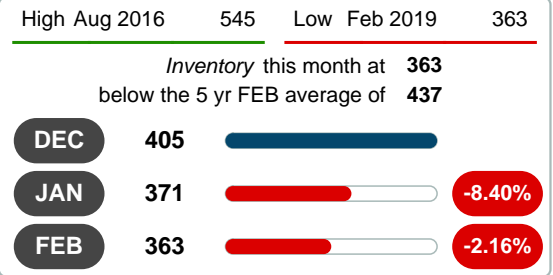


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB 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	29	7.99%	79.7	14	11	4	0
\$100,001 - \$125,000	21	5.79%	122.4	4	13	4	0
\$125,001 - \$175,000	69	19.01%	48.7	4	50	12	3
\$175,001 - \$275,000	99	27.27%	80.7	1	53	41	4
\$275,001 - \$350,000	53	14.60%	64.9	1	19	27	6
\$350,001 - \$500,000	56	15.43%	77.2	0	16	31	9
\$500,001 and up	36	9.92%	108.3	0	4	12	20
Total Active Inventory by Units			363	24	166	131	42
Total Active Inventory by Volume			115,315,099	2.22M	38.42M	43.08M	31.59M
Average Active Inventory Listing Price			\$317,672	\$92,475	\$231,438	\$328,891	\$752,195

# February 2019



Area Delimited by County Of Rogers - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

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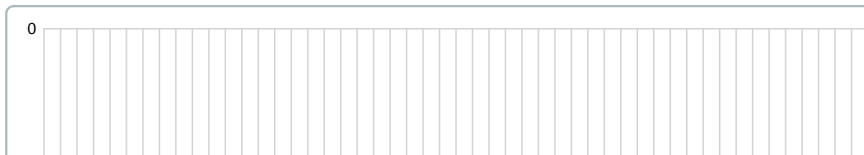
### MSI FOR FEBRUARY

2015	2016	2017	2018	2019

### INDICATORS FOR FEBRUARY 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>363</b>	<b>0</b>	<b>0</b>	<b>inf</b>	<b>0.000%</b>
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 FEB AVG = inf

High Feb 2019	inf	Low Feb 2019	inf
Months Supply this month at <b>inf</b> equal to 5 yr FEB average of <b>inf</b>			
DEC	inf		%
JAN	inf		%
FEB	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	29	7.99%	1.47	3.17	0.87	1.78	0.00
\$100,001 - \$125,000	21	5.79%	1.98	3.00	1.64	3.20	0.00
\$125,001 - \$175,000	69	19.01%	2.13	4.36	1.97	2.18	6.00
\$175,001 - \$275,000	99	27.27%	3.02	12.00	2.77	3.24	4.36
\$275,001 - \$350,000	53	14.60%	4.97	6.00	6.71	4.38	4.00
\$350,001 - \$500,000	56	15.43%	6.46	0.00	12.80	5.55	4.91
\$500,001 and up	36	9.92%	10.05	0.00	24.00	6.86	12.00
Market Supply of Inventory (MSI)			3.07	3.47	2.39	3.73	6.15
Total Active Inventory by Units		100%	363	24	166	131	42

# February 2019



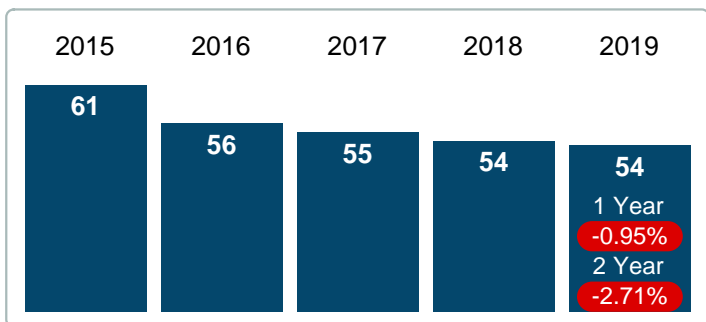
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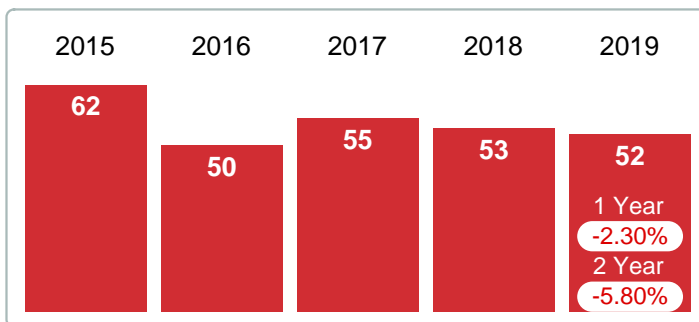
## AVERAGE DAYS ON MARKET TO SALE

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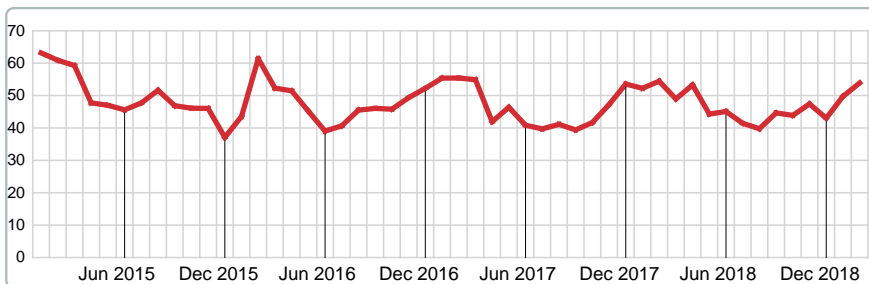
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

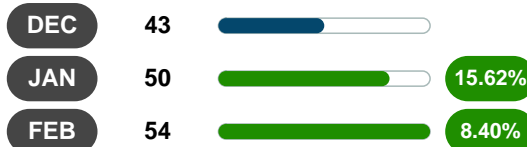


### 3 MONTHS

5 year FEB AVG = 56

High Jan 2015 63 Low Dec 2015 37

Average Days on Market to Sale this month at 54 below the 5 yr FEB average of 56



### 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	8.51%	43	24	63	0	0
\$75,001 - \$125,000	13.83%	49	3	48	96	0
\$125,001 - \$125,000	0.00%	0	0	0	0	0
\$125,001 - \$200,000	39.36%	57	0	55	70	11
\$200,001 - \$250,000	15.96%	50	0	31	52	153
\$250,001 - \$325,000	11.70%	44	15	33	62	42
\$325,001 and up	10.64%	76	0	0	90	43
<b>Average Closed DOM</b>		<b>54</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>94</b>	<b>6</b>	<b>53</b>	<b>27</b>	<b>8</b>
<b>Total Closed Volume</b>		<b>18,635,215</b>	<b>604.50K</b>	<b>8.21M</b>	<b>6.76M</b>	<b>3.06M</b>

# February 2019



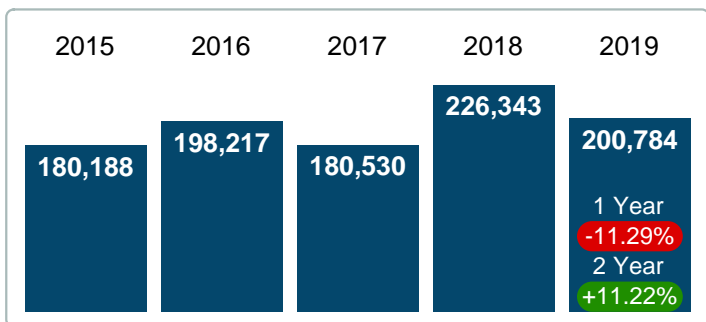
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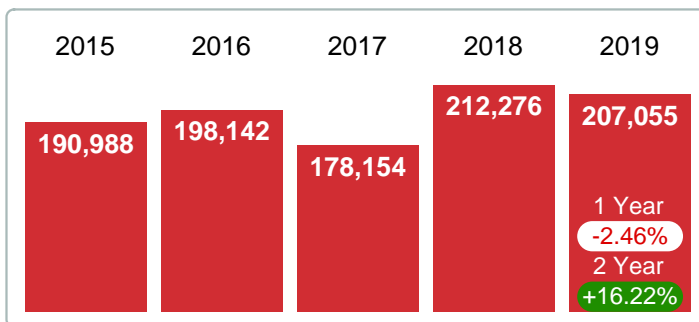
## AVERAGE LIST PRICE AT CLOSING

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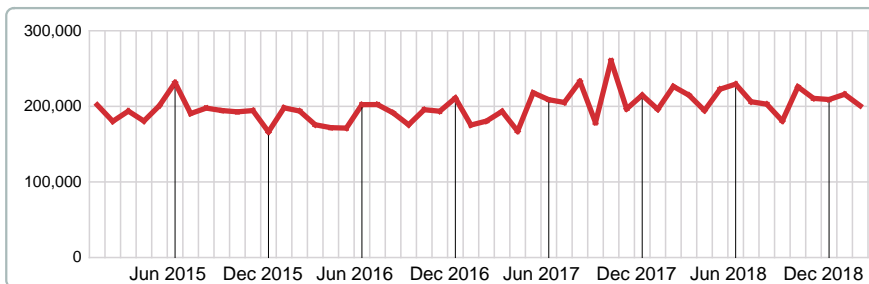
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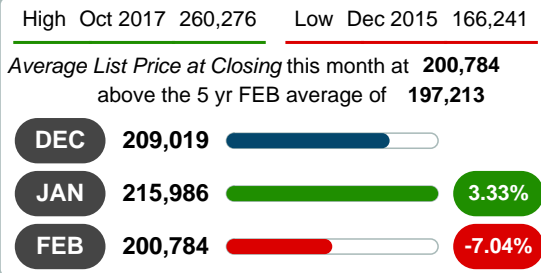


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 197,213



### 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	8.51%	52,588	44,575	60,600	0	0
\$75,001 - \$125,000	13.83%	107,831	115,000	105,618	125,000	0
\$125,001 - \$125,000	0.00%	0	0	0	0	0
\$125,001 - \$200,000	39.36%	156,975	0	158,644	155,414	142,000
\$200,001 - \$250,000	14.89%	231,014	0	225,483	236,850	249,000
\$250,001 - \$325,000	12.77%	303,175	312,500	292,667	303,200	316,600
\$325,001 and up	10.64%	437,080	0	0	369,400	595,000
<b>Average List Price</b>		<b>200,784</b>	<b>100,967</b>	<b>155,392</b>	<b>255,789</b>	<b>390,725</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>200,784</b>	<b>6</b>	<b>53</b>	<b>27</b>	<b>8</b>
<b>Total Closed Volume</b>		<b>18,873,675</b>	<b>605.80K</b>	<b>8.24M</b>	<b>6.91M</b>	<b>3.13M</b>



# February 2019



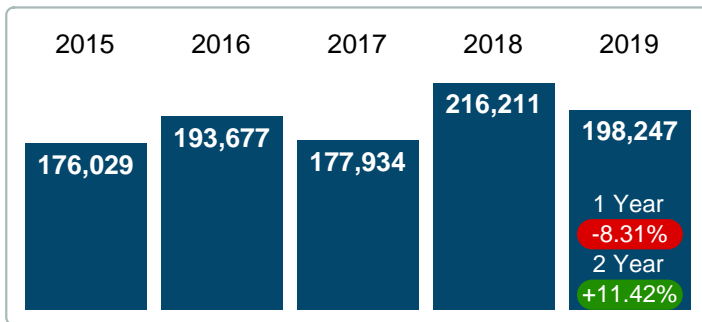
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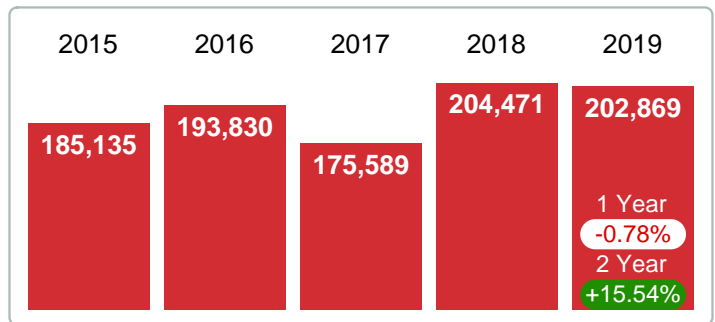
## AVERAGE SOLD PRICE AT CLOSING

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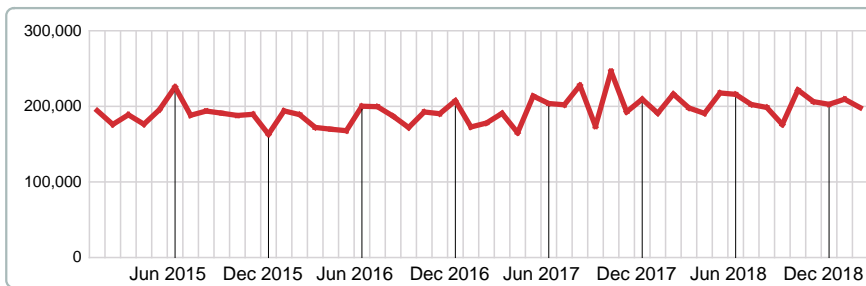
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

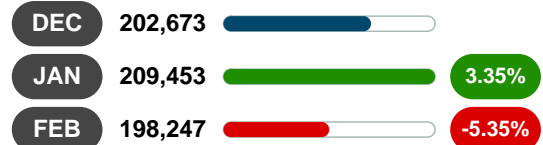


### 3 MONTHS

5 year FEB AVG = 192,419

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

Average Sold Price at Closing this month at 198,247 above the 5 yr FEB average of 192,419



### 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	8.51%	51,738	44,125	59,350	0	0
\$75,001 - \$125,000	13.83%	108,554	118,000	106,200	125,000	0
\$125,001 - \$125,000	0.00%	0	0	0	0	0
\$125,001 - \$200,000	39.36%	156,118	0	156,760	154,843	146,400
\$200,001 - \$250,000	15.96%	230,813	0	232,900	228,100	240,000
\$250,001 - \$325,000	11.70%	298,915	310,000	287,833	300,392	304,333
\$325,001 and up	10.64%	428,350	0	0	360,500	586,667
<b>Average Sold Price</b>		<b>198,247</b>	<b>100,750</b>	<b>154,954</b>	<b>250,325</b>	<b>382,425</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>198,247</b>	<b>6</b>	<b>53</b>	<b>27</b>	<b>8</b>
<b>Total Closed Volume</b>		<b>18,635,215</b>	<b>604.50K</b>	<b>8.21M</b>	<b>6.76M</b>	<b>3.06M</b>

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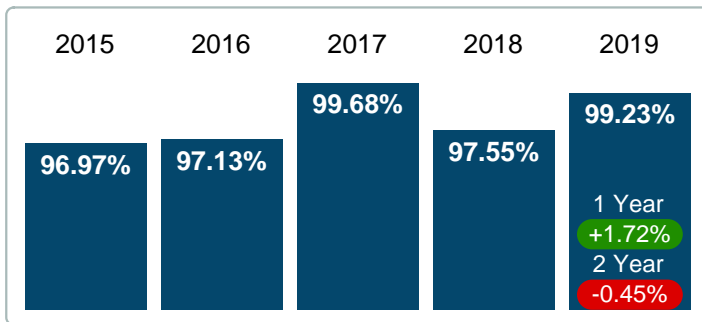
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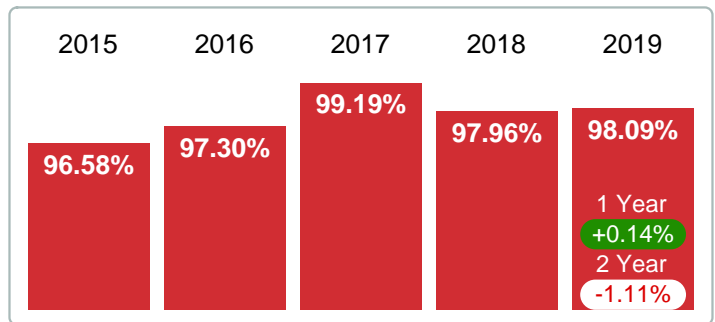
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

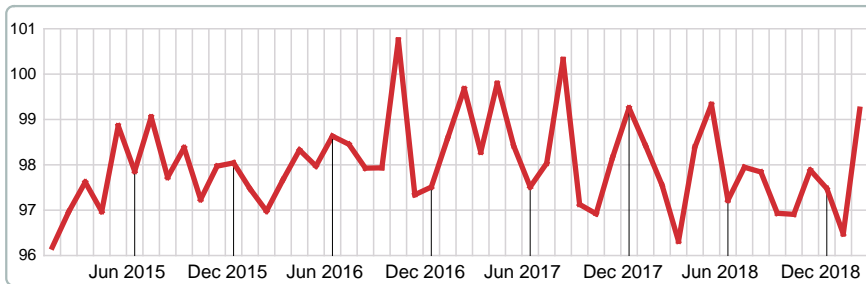
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

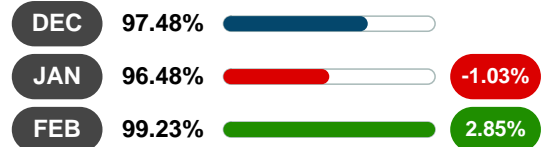


### 3 MONTHS

5 year FEB AVG = 98.11%

High Oct 2016 100.75% Low Jan 2015 96.18%

Average Sold/List Ratio this month at **99.23%**  
above the 5 yr FEB average of **98.11%**



### 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	8	8.51%	99.06%	99.56%	98.57%	0.00%	0.00%
\$75,001 - \$125,000	13	13.83%	100.76%	102.61%	100.66%	100.00%	0.00%
\$125,001 - \$125,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$125,001 - \$200,000	37	39.36%	99.15%	0.00%	98.91%	99.61%	103.10%
\$200,001 - \$250,000	15	15.96%	99.89%	0.00%	104.28%	97.04%	96.39%
\$250,001 - \$325,000	11	11.70%	98.10%	99.20%	98.44%	99.05%	96.13%
\$325,001 and up	10	10.64%	97.88%	0.00%	0.00%	97.61%	98.51%
Average Sold/List Ratio		99.20%		100.01%	99.83%	98.26%	97.93%
Total Closed Units		94	100%	6	53	27	8
Total Closed Volume		18,635,215		604.50K	8.21M	6.76M	3.06M

# February 2019



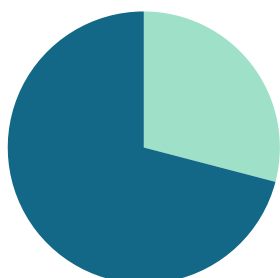
Area Delimited by County Of Rogers - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

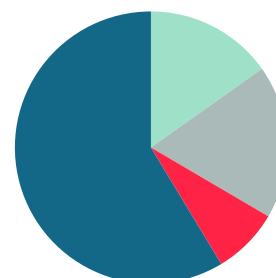


**Inventory**  
 New Listings  
**152 = 29.06%**  
 Start Inventory  
**371**  
 Total Inventory Units  
**523**  
 Volume  
**\$154,543,996**

### Market Activity

Closed Sales  
**94 = 15.19%**  
 Pending Sales  
**113 = 18.26%**  
 Other Off Market  
**49 = 7.92%**  
 Active Inventory  
**363 = 58.64%**

### MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	90	94	4.44%	168	160	-4.76%
Pending Sales	111	113	1.80%	224	223	-0.45%
New Listings	152	152	0.00%	321	321	0.00%
Average List Price	226,343	200,784	-11.29%	212,276	207,055	-2.46%
Average Sale Price	216,211	198,247	-8.31%	204,471	202,869	-0.78%
Average Percent of Selling Price to List Price	97.55%	99.23%	1.72%	97.96%	98.09%	0.14%
Average Days on Market to Sale	54.42	53.90	-0.95%	53.41	52.18	-2.30%
Monthly Inventory	434	363	-16.36%	434	363	-16.36%
Months Supply of Inventory	3.82	3.07	-19.72%	3.82	3.07	-19.72%

**Absorption:** Last 12 months, an Average of **118** Sales/Month

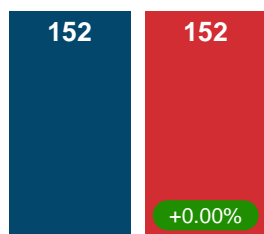
**Inventory** on February 28, 2019 = **363**

**2018** **2019**

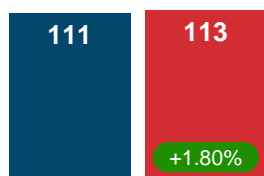
### FEBRUARY MARKET

### AVERAGE PRICES

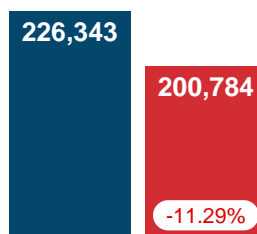
#### New Listings



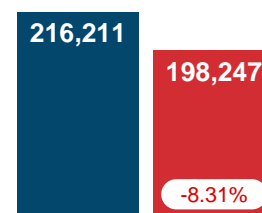
#### Pending Listings



#### List Price



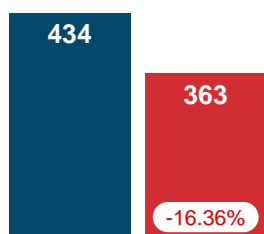
#### Sale Price



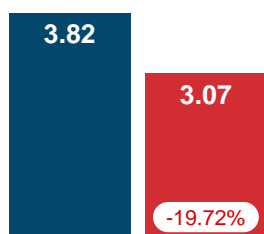
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

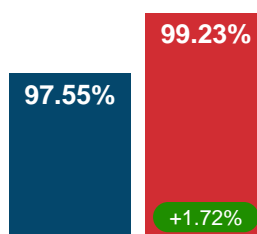
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

