

# January 2019



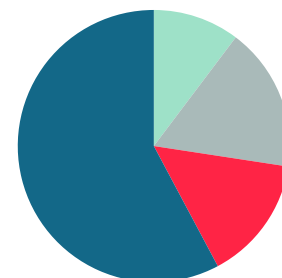
Area Delimited by County Of Rogers - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	January 2019	+/-%
Closed Listings	78	66	-15.38%
Pending Listings	113	110	-2.65%
New Listings	169	169	0.00%
Average List Price	196,046	215,986	10.17%
Average Sale Price	190,924	209,453	9.70%
Average Percent of Selling Price to List Price	98.42%	96.48%	-1.98%
Average Days on Market to Sale	52.24	49.73	-4.82%
End of Month Inventory	460	371	-19.35%
Months Supply of Inventory	4.04	3.14	-22.14%



■ Closed (10.28%)  
■ Pending (17.13%)  
■ Other OffMarket (14.80%)  
■ Active (57.79%)

**Absorption:** Last 12 months, an Average of **118** Sales/Month  
**Active Inventory** as of January 31, 2019 = **371**

### Analysis Wrap-Up

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

The total housing inventory at the end of January 2019 decreased **19.35%** to 371 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 **3.14** 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 **9.70%** in January 2019 to \$209,453 versus the previous year at \$190,924.

#### Average Days on Market Shortens

The average number of **49.73** days that homes spent on the market before selling decreased by 2.52 days or **4.82%** in January 2019 compared to last year's same month at **52.24** DOM.

#### Sales Success for January 2019 is Positive

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

There were 169 New Listings in January 2019, down **0.00%** from last year at 169. Furthermore, there were 66 Closed Listings this month versus last year at 78, a **-15.38%** decrease.

Closed versus Listed trends yielded a **39.1%** ratio, down from previous year's, January 2018, at **46.2%**, a **15.38%** downswing. 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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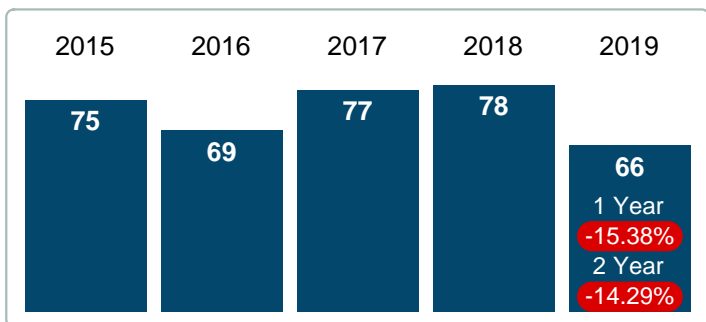
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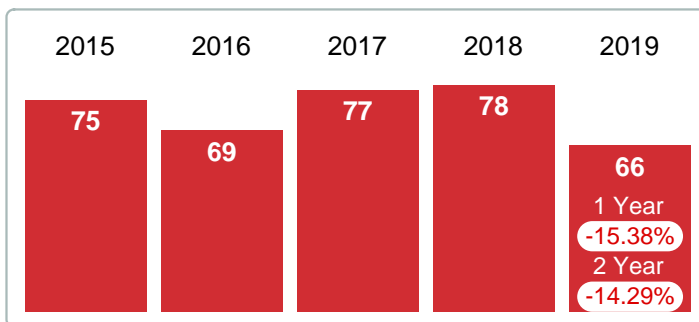
## CLOSED LISTINGS

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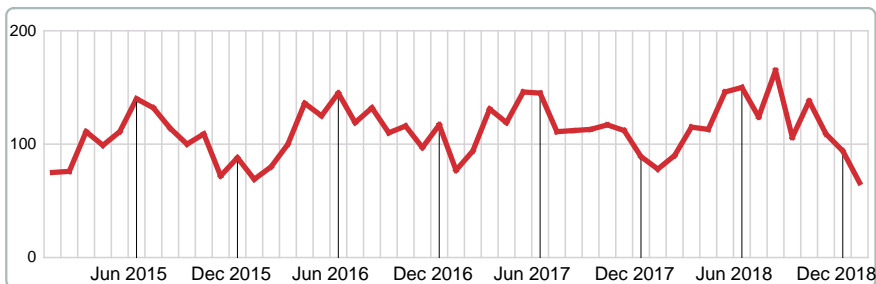
### JANUARY



### YEAR TO DATE (YTD)

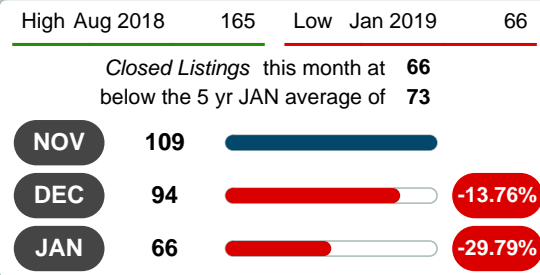


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 73



### 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	5	7.58%	28.0	1	4	0	0
\$75,001 - \$100,000	4	6.06%	61.3	0	2	2	0
\$100,001 - \$125,000	9	13.64%	43.1	1	6	1	1
\$125,001 - \$175,000	23	34.85%	46.8	0	21	2	0
\$175,001 - \$225,000	9	13.64%	54.9	0	4	4	1
\$225,001 - \$400,000	9	13.64%	40.3	0	3	6	0
\$400,001 and up	7	10.61%	82.3	0	3	4	0
<b>Total Closed Units</b>	<b>66</b>			<b>2</b>	<b>43</b>	<b>19</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>13,823,865</b>	<b>100%</b>	<b>49.7</b>	<b>181.95K</b>	<b>7.42M</b>	<b>5.90M</b>	<b>323.00K</b>
<b>Average Closed Price</b>	<b>\$209,453</b>			<b>\$90,975</b>	<b>\$172,462</b>	<b>\$310,686</b>	<b>\$161,500</b>

# January 2019



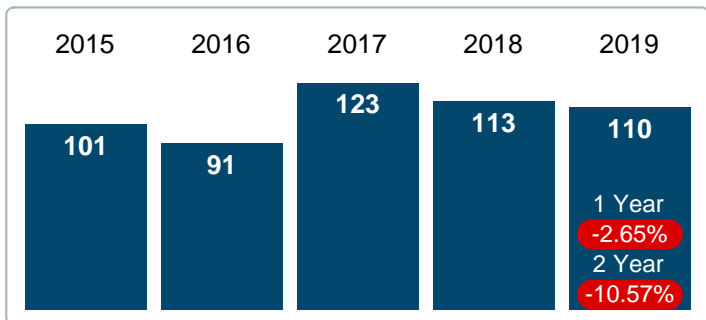
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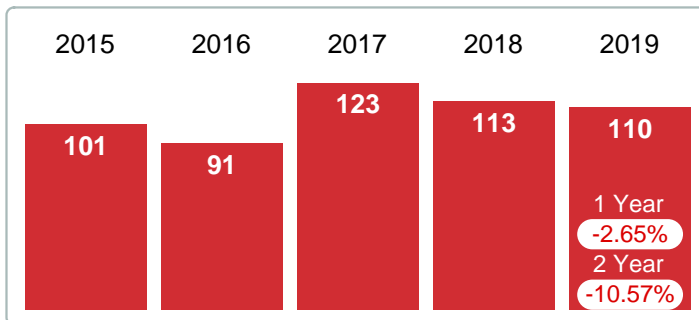
## PENDING LISTINGS

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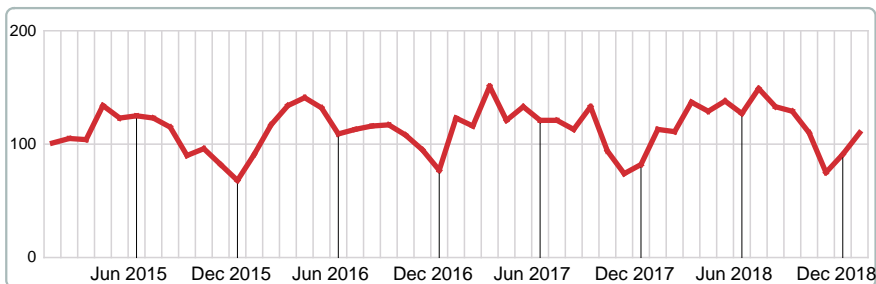
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

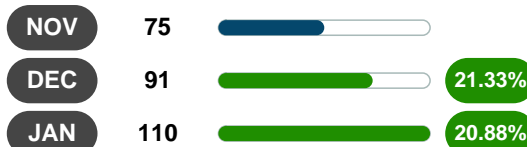


### 3 MONTHS

5 year JAN AVG = 108

High Mar 2017 151 Low Dec 2015 68

Pending Listings this month at 110 above the 5 yr JAN average of 108



### 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	9	8.18%	30.7	4	5	0	0
\$75,001 - \$100,000	9	8.18%	65.9	1	7	1	0
\$100,001 - \$125,000	9	8.18%	69.3	1	7	1	0
\$125,001 - \$150,000	26	23.64%	53.3	0	21	4	1
\$150,001 - \$250,000	32	29.09%	47.3	0	19	12	1
\$250,001 - \$350,000	15	13.64%	69.0	0	4	8	3
\$350,001 and up	10	9.09%	63.7	0	1	6	3
<b>Total Pending Units</b>	<b>110</b>			<b>6</b>	<b>64</b>	<b>32</b>	<b>8</b>
<b>Total Pending Volume</b>	<b>21,738,818</b>	<b>100%</b>	<b>55.8</b>	<b>358.80K</b>	<b>9.65M</b>	<b>8.63M</b>	<b>3.10M</b>
<b>Average Listing Price</b>	<b>\$196,201</b>			<b>\$59,800</b>	<b>\$150,840</b>	<b>\$269,557</b>	<b>\$387,550</b>

# January 2019



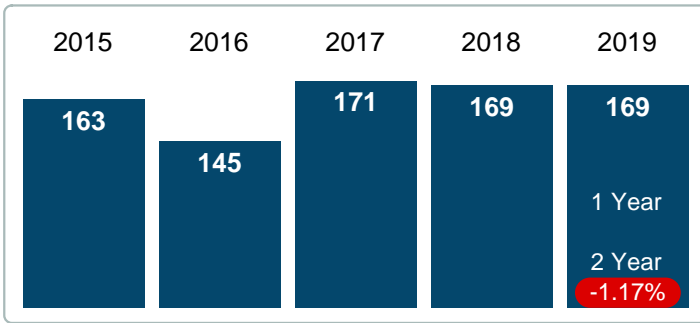
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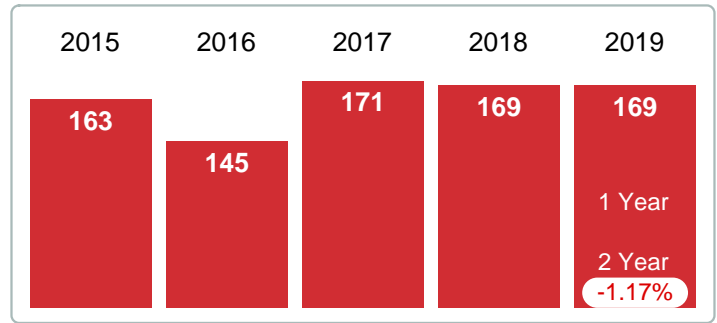
## NEW LISTINGS

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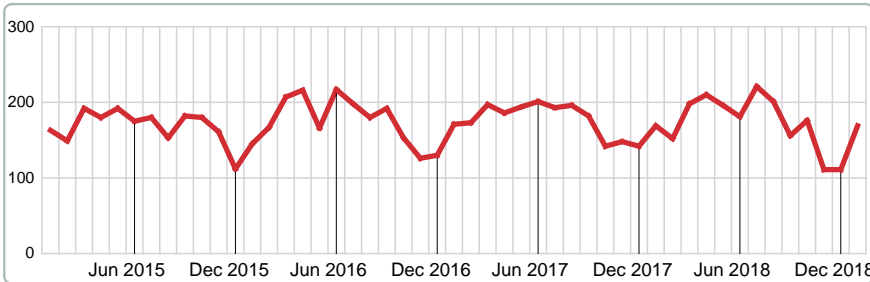
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 163

High Jul 2018 221 Low Dec 2018 111

New Listings this month at **169**  
above the 5 yr JAN average of **163**



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	16	9.47%	6	8	2	0
\$75,001 - \$125,000	14	8.28%	2	11	1	0
\$125,001 - \$150,000	17	10.06%	1	14	2	0
\$150,001 - \$250,000	58	34.32%	0	44	13	1
\$250,001 - \$350,000	26	15.38%	1	11	12	2
\$350,001 - \$475,000	21	12.43%	0	5	11	5
\$475,001 and up	17	10.06%	0	1	8	8
<b>Total New Listed Units</b>	<b>169</b>		<b>10</b>	<b>94</b>	<b>49</b>	<b>16</b>
<b>Total New Listed Volume</b>	<b>50,493,521</b>	<b>100%</b>	<b>913.50K</b>	<b>17.63M</b>	<b>17.26M</b>	<b>14.69M</b>
<b>Average New Listed Listing Price</b>	<b>\$220,267</b>		<b>\$91,350</b>	<b>\$187,593</b>	<b>\$352,249</b>	<b>\$917,881</b>

# January 2019



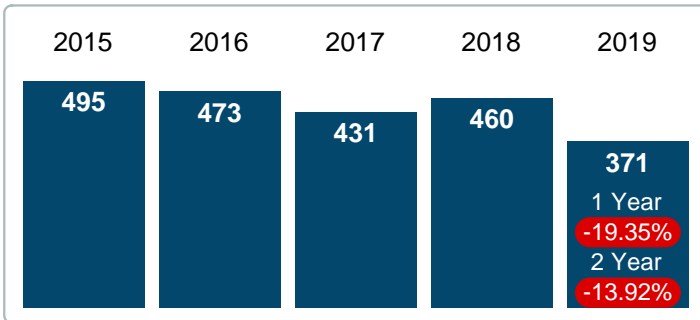
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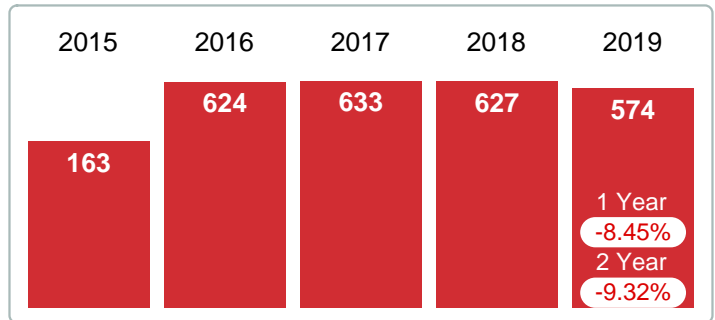
## ACTIVE INVENTORY

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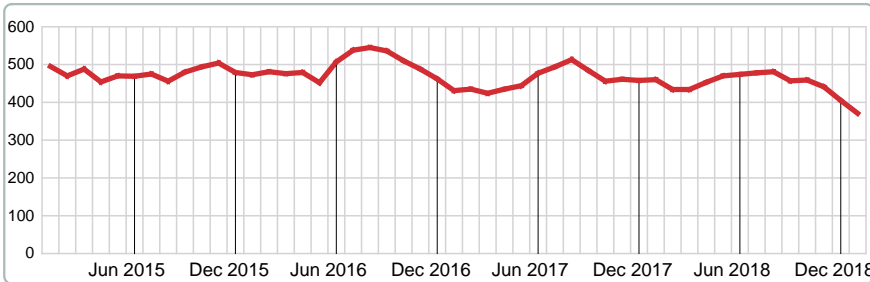
### END OF JANUARY



### ACTIVE DURING JANUARY

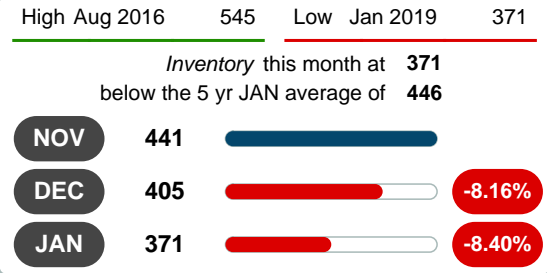


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 446



### 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	37	9.97%	83.1	18	15	4	0
\$100,001 - \$125,000	19	5.12%	134.2	1	13	5	0
\$125,001 - \$175,000	68	18.33%	61.9	4	48	13	3
\$175,001 - \$275,000	92	24.80%	95.7	2	44	39	7
\$275,001 - \$375,000	75	20.22%	81.4	1	26	43	5
\$375,001 - \$500,000	41	11.05%	92.3	0	8	22	11
\$500,001 and up	39	10.51%	95.7	0	5	13	21
Total Active Inventory by Units			371	26	159	139	47
Total Active Inventory by Volume			117,045,115	2.27M	36.53M	46.31M	31.93M
Average Active Inventory Listing Price			\$315,485	\$87,435	\$229,738	\$333,181	\$679,389

# January 2019



Area Delimited by County Of Rogers - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

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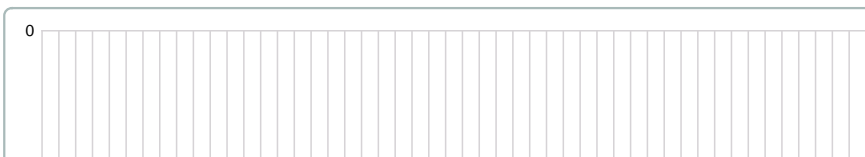
### MSI FOR JANUARY

2015	2016	2017	2018	2019

### INDICATORS FOR JANUARY 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>371</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 JAN AVG = inf

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

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	37	9.97%	1.87	4.00	1.19	1.66	0.00
\$100,001 - \$125,000	19	5.12%	1.80	0.80	1.66	3.53	0.00
\$125,001 - \$175,000	68	18.33%	2.13	4.00	1.89	2.52	7.20
\$175,001 - \$275,000	92	24.80%	2.78	24.00	2.30	3.00	8.40
\$275,001 - \$375,000	75	20.22%	5.77	12.00	7.80	5.43	3.00
\$375,001 - \$500,000	41	11.05%	7.03	0.00	12.00	6.00	7.76
\$500,001 and up	39	10.51%	10.64	0.00	30.00	7.09	12.60
Market Supply of Inventory (MSI)			3.14	3.71	2.30	3.92	7.32
Total Active Inventory by Units		100%	371	26	159	139	47

# January 2019



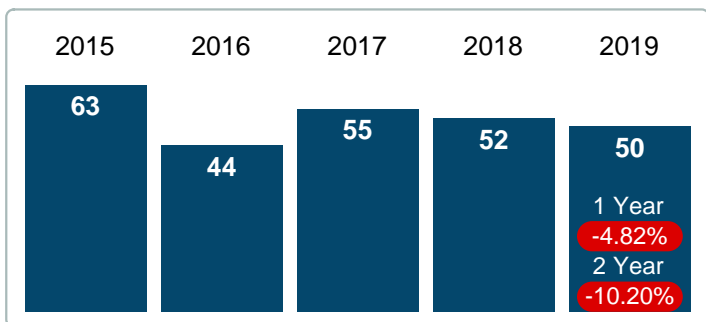
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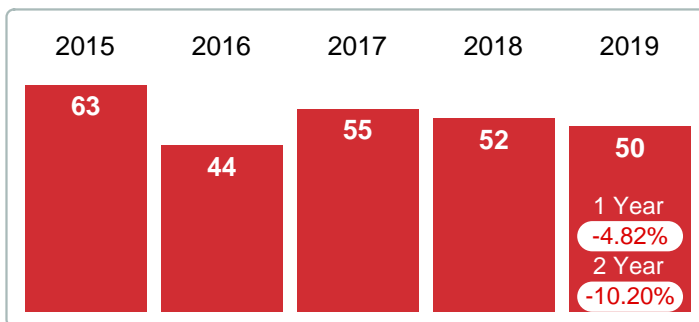
## AVERAGE DAYS ON MARKET TO SALE

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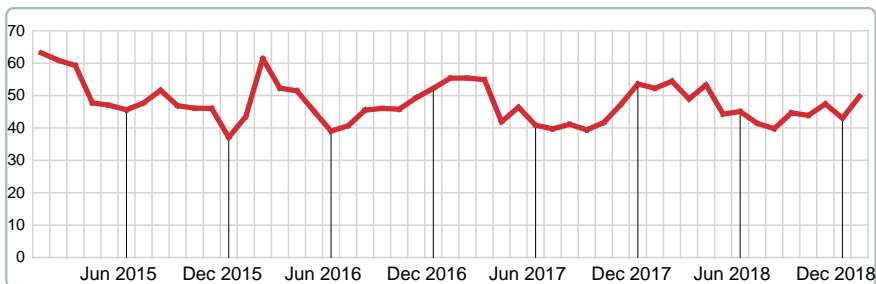
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 53

High Jan 2015 63 Low Dec 2015 37

Average Days on Market to Sale this month at 50 below the 5 yr JAN average of 53



### 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	7.58%	28	1	35	0	0
\$75,001 - \$100,000	6.06%	61	0	50	73	0
\$100,001 - \$125,000	13.64%	43	1	50	70	17
\$125,001 - \$175,000	34.85%	47	0	49	25	0
\$175,001 - \$225,000	13.64%	55	0	60	35	115
\$225,001 - \$400,000	13.64%	40	0	31	45	0
\$400,001 and up	10.61%	82	0	123	52	0
<b>Average Closed DOM</b>		<b>50</b>	<b>1</b>	<b>53</b>	<b>46</b>	<b>66</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>50</b>	<b>2</b>	<b>43</b>	<b>19</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>13,823,865</b>	<b>181.95K</b>	<b>7.42M</b>	<b>5.90M</b>	<b>323.00K</b>



# January 2019



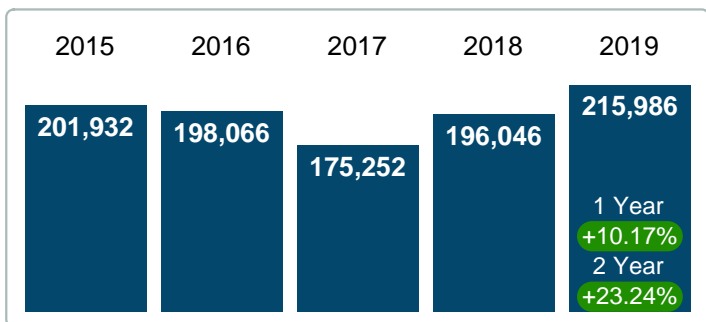
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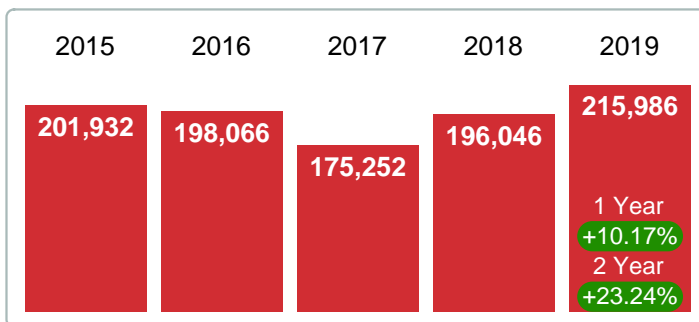
## AVERAGE LIST PRICE AT CLOSING

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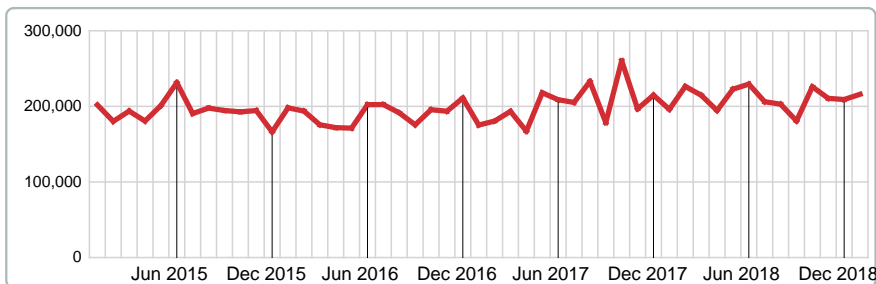
### JANUARY



### YEAR TO DATE (YTD)

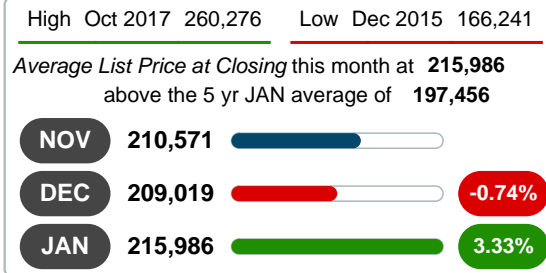


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 197,456



### 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	3	4.55%	66,400	77,500	71,050	0	0
\$75,001 - \$100,000	5	7.58%	90,260	0	102,450	96,950	0
\$100,001 - \$125,000	8	12.12%	110,600	105,000	111,633	129,900	149,500
\$125,001 - \$175,000	23	34.85%	151,707	0	154,908	160,353	0
\$175,001 - \$225,000	10	15.15%	188,720	0	202,250	185,825	200,000
\$225,001 - \$400,000	10	15.15%	322,550	0	306,600	346,117	0
\$400,001 and up	7	10.61%	588,257	0	521,000	638,700	0
Average List Price			215,986	91,250	179,157	316,806	174,750
Total Closed Units		100%	215,986	2	43	19	2
Total Closed Volume			14,255,064	182.50K	7.70M	6.02M	349.50K



# January 2019



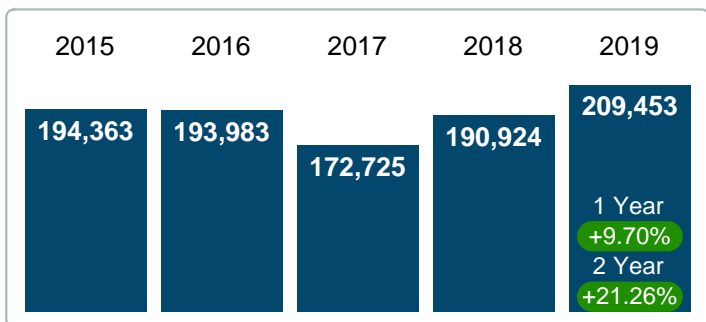
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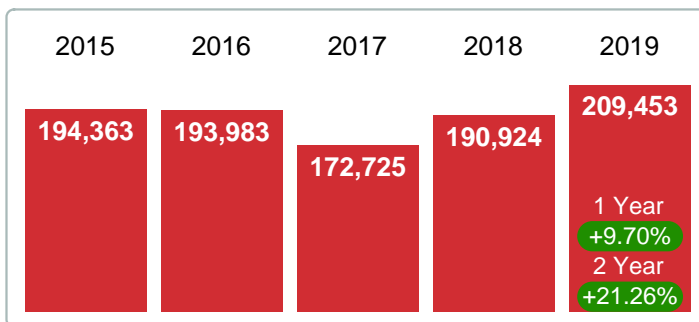
## AVERAGE SOLD PRICE AT CLOSING

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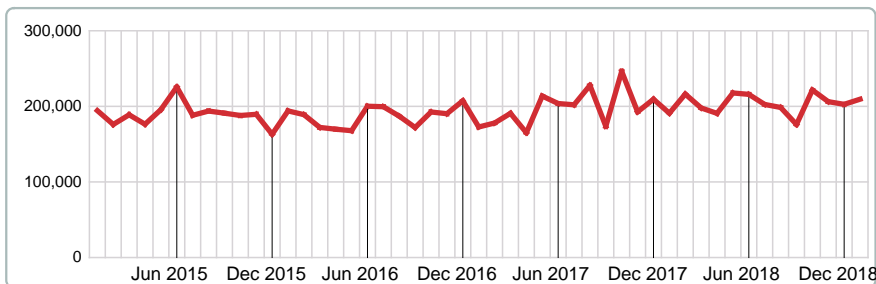
### JANUARY



### YEAR TO DATE (YTD)

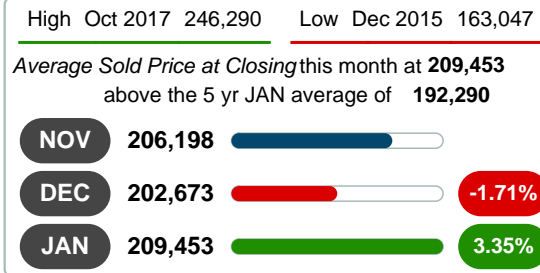


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 192,290



### 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	7.58%	62,690	71,150	60,575	0	0
\$75,001 - \$100,000	6.06%	92,938	0	95,000	90,875	0
\$100,001 - \$125,000	13.64%	110,411	110,800	107,483	115,000	123,000
\$125,001 - \$175,000	34.85%	152,745	0	151,941	161,190	0
\$175,001 - \$225,000	13.64%	191,447	0	196,881	183,875	200,000
\$225,001 - \$400,000	13.64%	326,811	0	298,800	340,817	0
\$400,001 and up	10.61%	566,786	0	488,000	625,875	0
<b>Average Sold Price</b>		<b>209,453</b>	<b>90,975</b>	<b>172,462</b>	<b>310,686</b>	<b>161,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>209,453</b>	<b>2</b>	<b>43</b>	<b>19</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>13,823,865</b>	<b>181.95K</b>	<b>7.42M</b>	<b>5.90M</b>	<b>323.00K</b>

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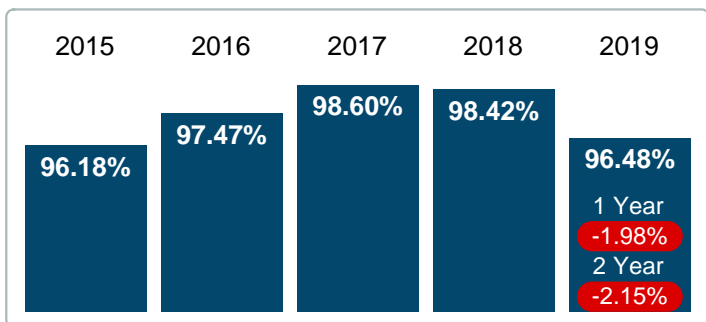
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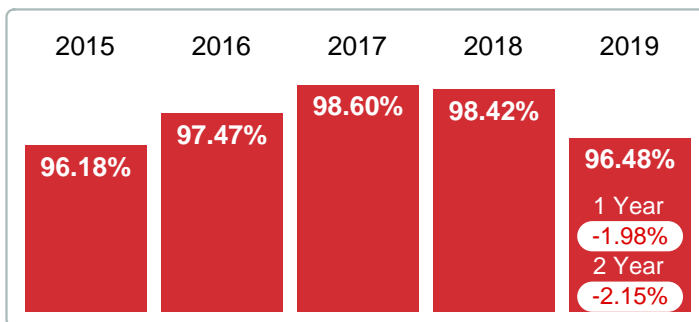
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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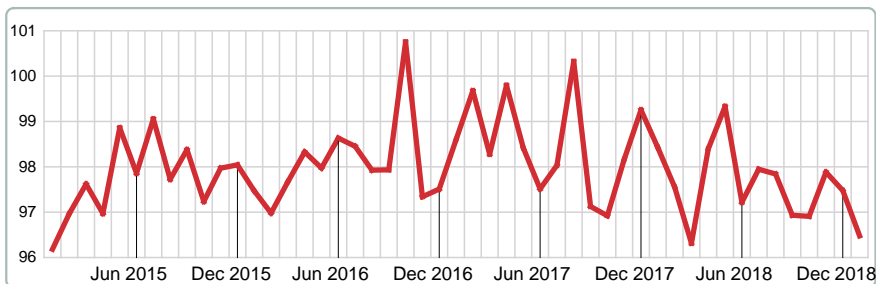
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

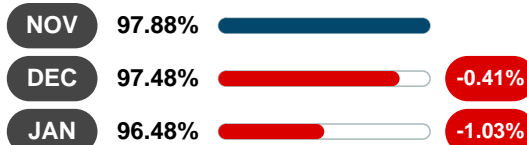


### 3 MONTHS

5 year JAN AVG = 97.43%

High Oct 2016 100.75% Low Jan 2015 96.18%

Average Sold/List Ratio this month at **96.48%**  
below the 5 yr JAN average of **97.43%**



### 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	5	7.58%	86.67%	91.81%	85.39%	0.00%	0.00%
\$75,001 - \$100,000	4	6.06%	93.22%	0.00%	92.79%	93.66%	0.00%
\$100,001 - \$125,000	9	13.64%	95.06%	105.52%	96.53%	88.53%	82.27%
\$125,001 - \$175,000	23	34.85%	98.48%	0.00%	98.29%	100.52%	0.00%
\$175,001 - \$225,000	9	13.64%	98.45%	0.00%	97.47%	99.05%	100.00%
\$225,001 - \$400,000	9	13.64%	98.14%	0.00%	97.29%	98.57%	0.00%
\$400,001 and up	7	10.61%	95.90%	0.00%	93.45%	97.74%	0.00%
Average Sold/List Ratio		96.50%		98.67%	96.10%	97.66%	91.14%
Total Closed Units		66	100%	2	43	19	2
Total Closed Volume		13,823,865		181.95K	7.42M	5.90M	323.00K

# January 2019



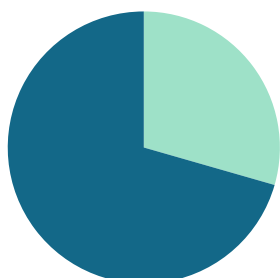
Area Delimited by County Of Rogers - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

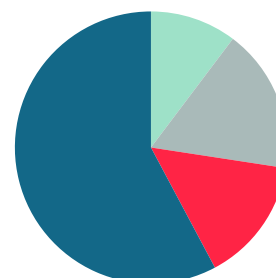


**Inventory**  
 New Listings  
**169 = 29.44%**  
 Start Inventory  
**405**  
 Total Inventory Units  
**574**  
 Volume  
**\$171,765,289**

### Market Activity

Closed Sales  
**66 = 10.28%**  
 Pending Sales  
**110 = 17.13%**  
 Other Off Market  
**95 = 14.80%**  
 Active Inventory  
**371 = 57.79%**

### MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	78	66	-15.38%	78	66	-15.38%
Pending Sales	113	110	-2.65%	113	110	-2.65%
New Listings	169	169	0.00%	169	169	0.00%
Average List Price	196,046	215,986	10.17%	196,046	215,986	10.17%
Average Sale Price	190,924	209,453	9.70%	190,924	209,453	9.70%
Average Percent of Selling Price to List Price	98.42%	96.48%	-1.98%	98.42%	96.48%	-1.98%
Average Days on Market to Sale	52.24	49.73	-4.82%	52.24	49.73	-4.82%
Monthly Inventory	460	371	-19.35%	460	371	-19.35%
Months Supply of Inventory	4.04	3.14	-22.14%	4.04	3.14	-22.14%

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

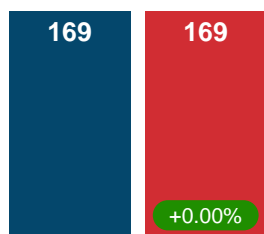
**Inventory** on January 31, 2019 = **371**

**2018** **2019**

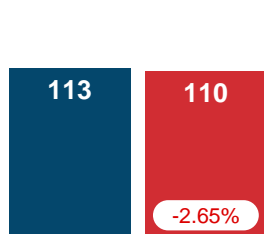
### JANUARY MARKET

### AVERAGE PRICES

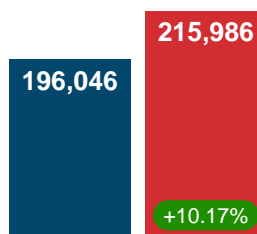
#### New Listings



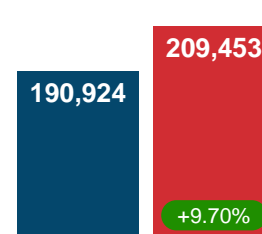
#### Pending Listings



#### List Price



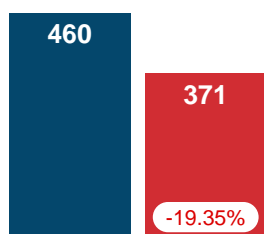
#### Sale Price



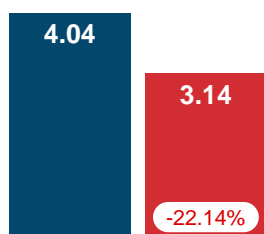
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

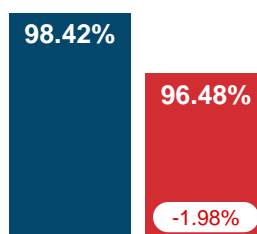
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

