

January 2019



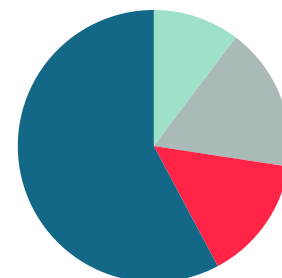
Area Delimited by County Of Rogers - Residential Property Type



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%
Median List Price	169,900	160,738	-5.39%
Median Sale Price	167,450	160,493	-4.15%
Median Percent of Selling Price to List Price	99.26%	97.39%	-1.89%
Median Days on Market to Sale	29.00	39.00	34.48%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **4.15%** in January 2019 to \$160,493 versus the previous year at \$167,450.

Median Days on Market Lengthens

The median number of **39.00** days that homes spent on the market before selling increased by 10.00 days or **34.48%** in January 2019 compared to last year's same month at **29.00** DOM.

Sales Success for January 2019 is Positive

Overall, with Median Prices falling and Days on Market increasing, 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.

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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®

Visit www.tulsarealtors.com to find a REALTOR® today.

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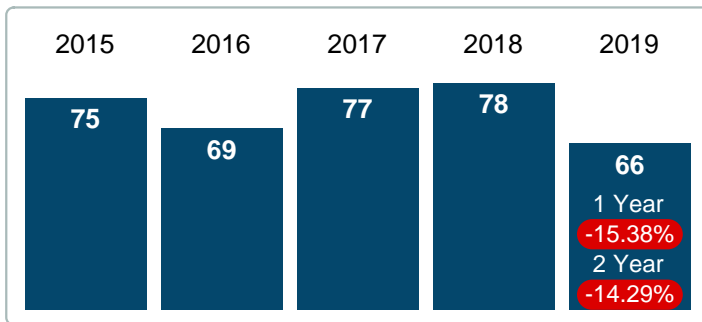
Area Delimited by County Of Rogers - Residential Property Type



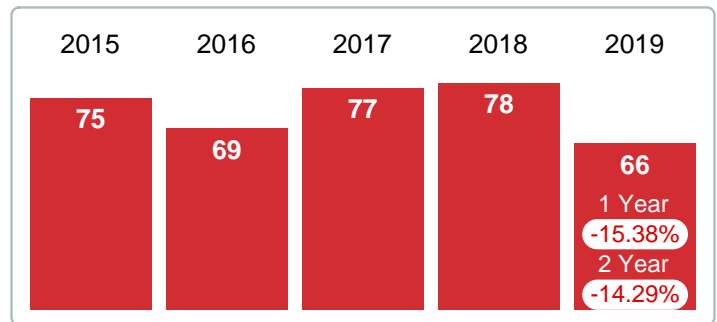
CLOSED LISTINGS

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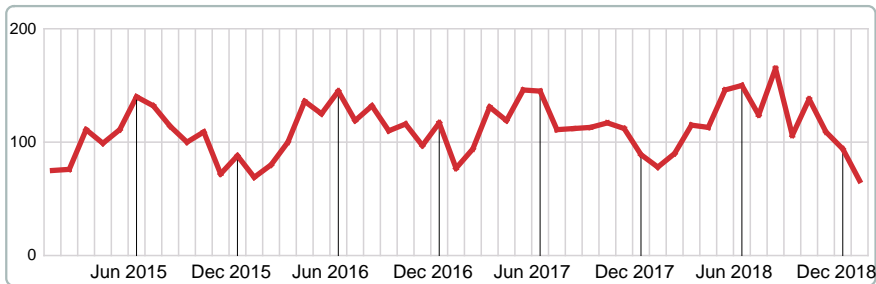
JANUARY



YEAR TO DATE (YTD)

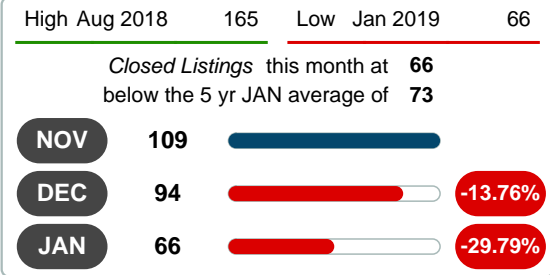


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 73



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	7.58%	17.0	1	4	0	0
\$75,001 - \$100,000	4	6.06%	72.0	0	2	2	0
\$100,001 - \$125,000	9	13.64%	39.0	1	6	1	1
\$125,001 - \$175,000	23	34.85%	28.0	0	21	2	0
\$175,001 - \$225,000	9	13.64%	45.0	0	4	4	1
\$225,001 - \$400,000	9	13.64%	29.0	0	3	6	0
\$400,001 and up	7	10.61%	104.0	0	3	4	0
Total Closed Units	66			2	43	19	2
Total Closed Volume	13,823,865	100%	39.0	181.95K	7.42M	5.90M	323.00K
Median Closed Price	\$160,493			\$90,975	\$149,000	\$248,000	\$161,500

January 2019



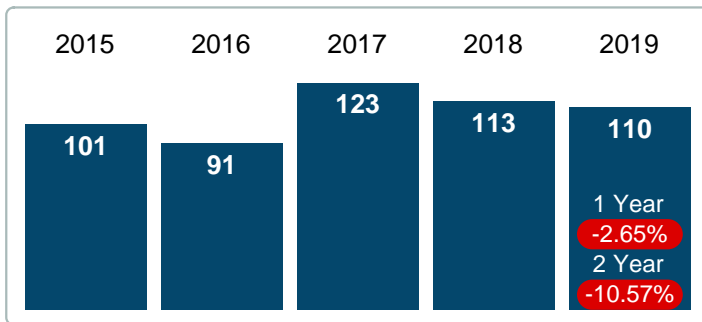
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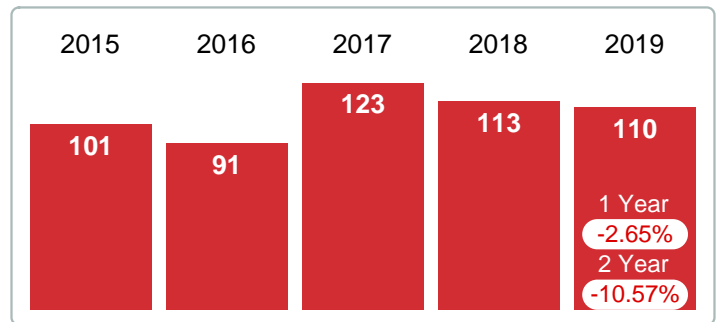
PENDING LISTINGS

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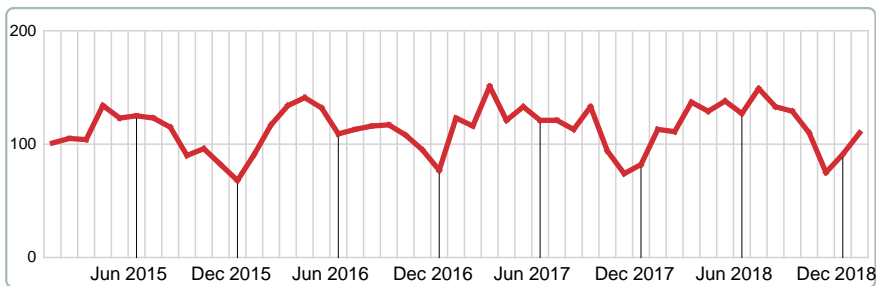
JANUARY



YEAR TO DATE (YTD)

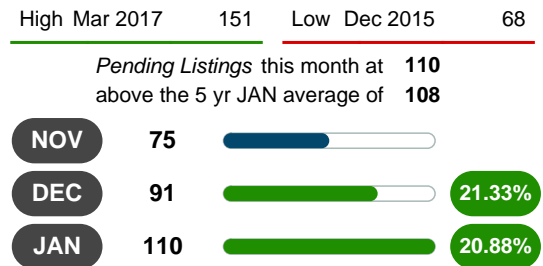


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 108



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	9	8.18%	12.0	4	5	0	0
\$75,001 - \$100,000	9	8.18%	56.0	1	7	1	0
\$100,001 - \$125,000	9	8.18%	98.0	1	7	1	0
\$125,001 - \$150,000	26	23.64%	41.0	0	21	4	1
\$150,001 - \$250,000	32	29.09%	19.5	0	19	12	1
\$250,001 - \$350,000	15	13.64%	42.0	0	4	8	3
\$350,001 and up	10	9.09%	78.0	0	1	6	3
Total Pending Units	110			6	64	32	8
Total Pending Volume	21,738,818	100%	38.0	358.80K	9.65M	8.63M	3.10M
Median Listing Price	\$154,200			\$47,000	\$144,950	\$224,000	\$337,000

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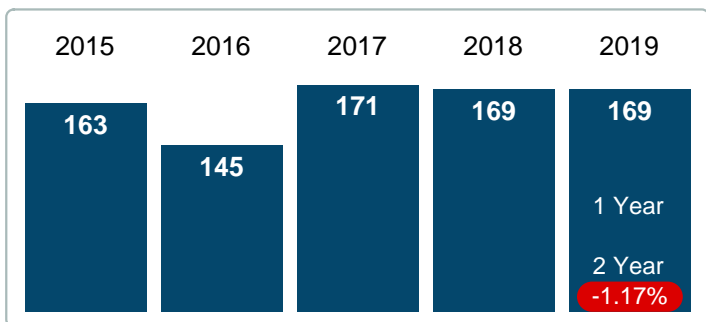
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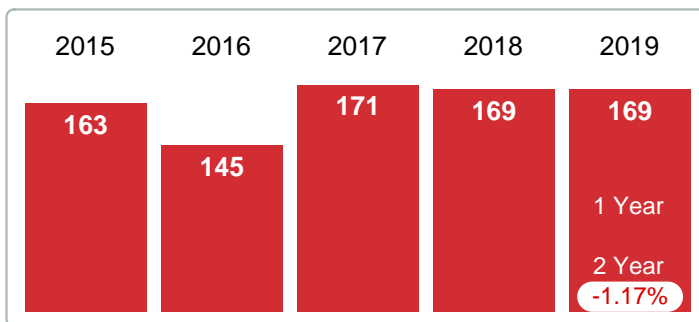
NEW LISTINGS

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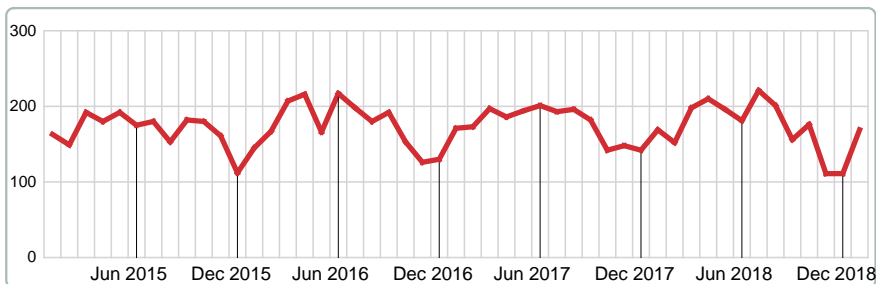
JANUARY



YEAR TO DATE (YTD)

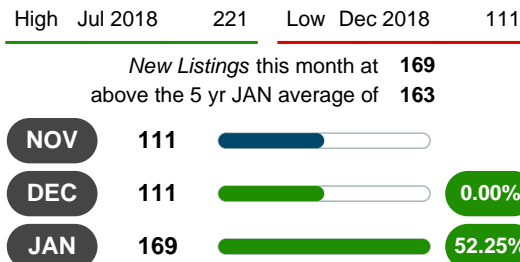


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 163



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
Total New Listed Units	169		10	94	49	16
Total New Listed Volume	50,493,521	100%	913.50K	17.63M	17.26M	14.69M
Median New Listed Listing Price	\$187,500		\$64,400	\$161,170	\$299,900	\$510,000

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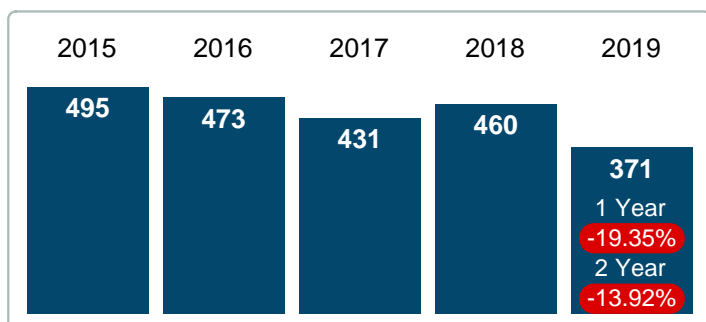
Area Delimited by County Of Rogers - Residential Property Type



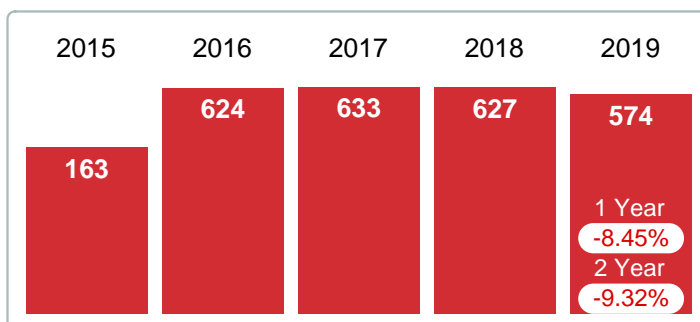
ACTIVE INVENTORY

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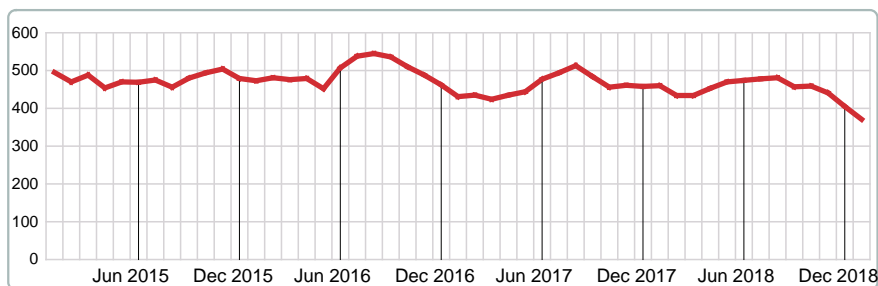
END OF JANUARY



ACTIVE DURING JANUARY

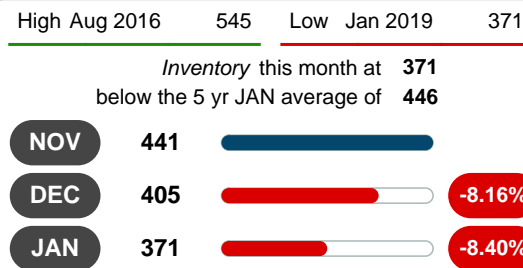


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 446



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	37	9.97%	71.0	18	15	4	0
\$100,001 - \$125,000	19	5.12%	66.0	1	13	5	0
\$125,001 - \$175,000	68	18.33%	45.5	4	48	13	3
\$175,001 - \$275,000	92	24.80%	84.0	2	44	39	7
\$275,001 - \$375,000	75	20.22%	88.0	1	26	43	5
\$375,001 - \$500,000	41	11.05%	84.0	0	8	22	11
\$500,001 and up	39	10.51%	85.0	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
Median Active Inventory Listing Price			\$240,000	\$56,610	\$179,900	\$298,999	\$460,000

January 2019



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 JANUARY

2015	2016	2017	2018	2019

INDICATORS FOR JANUARY 2019

Inventory	Closed	Absorption	MSI	MSI %
371	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 JAN AVG = inf

High Jan 2019	inf	Low Jan 2019	inf
Months Supply this month at inf			
equal to 5 yr JAN average of inf			
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%	3.14	26	159	139	47

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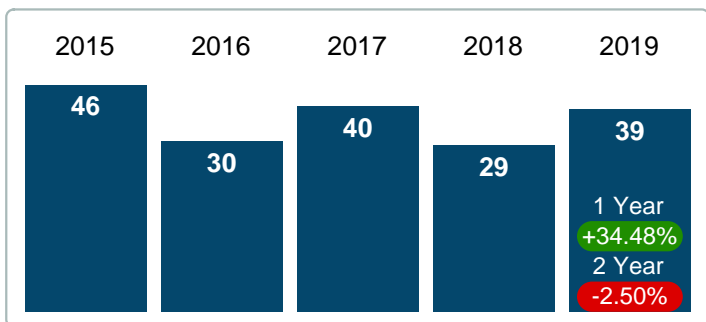
Area Delimited by County Of Rogers - Residential Property Type



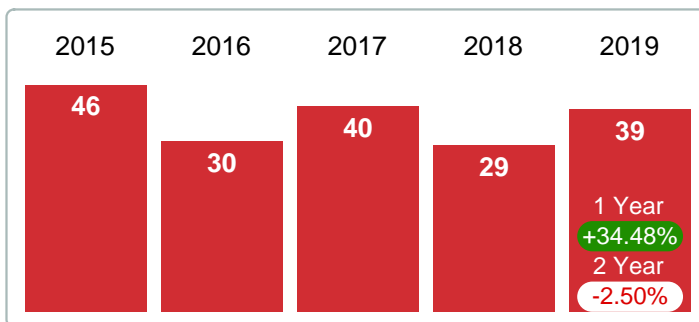
MEDIAN DAYS ON MARKET TO SALE

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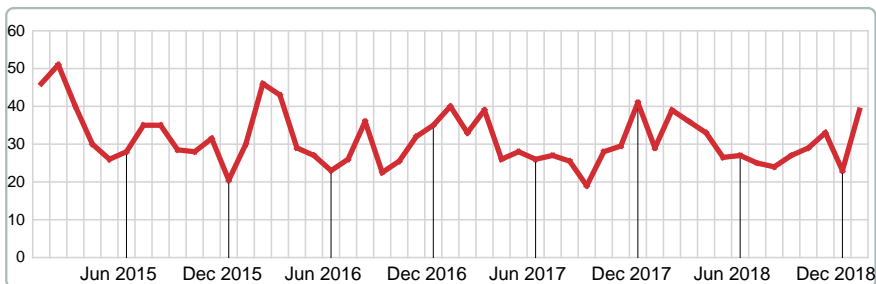
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 37

High Feb 2015 51 Low Sep 2017 19

Median Days on Market to Sale this month at 39 above the 5 yr JAN average of 37



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 5	7.58%	17	1	29	0	0
\$75,001 - \$100,000 4	6.06%	72	0	50	73	0
\$100,001 - \$125,000 9	13.64%	39	1	52	70	17
\$125,001 - \$175,000 23	34.85%	28	0	28	25	0
\$175,001 - \$225,000 9	13.64%	45	0	60	17	115
\$225,001 - \$400,000 9	13.64%	29	0	29	27	0
\$400,001 and up 7	10.61%	104	0	122	51	0
Median Closed DOM		39	1	40	36	66
Total Closed Units		66	2	43	19	2
Total Closed Volume		13,823,865	181.95K	7.42M	5.90M	323.00K

January 2019



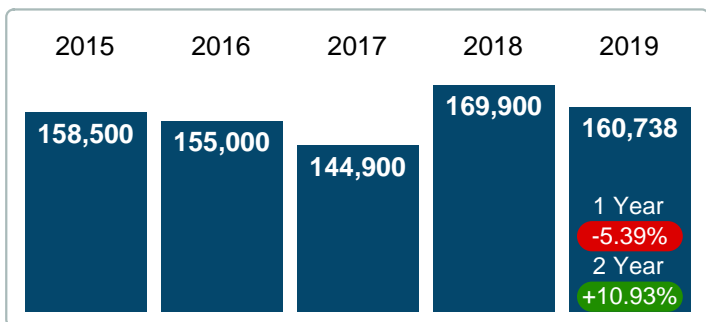
Area Delimited by County Of Rogers - Residential Property Type



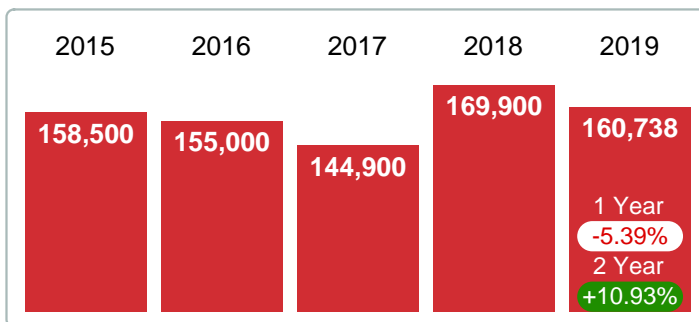
MEDIAN LIST PRICE AT CLOSING

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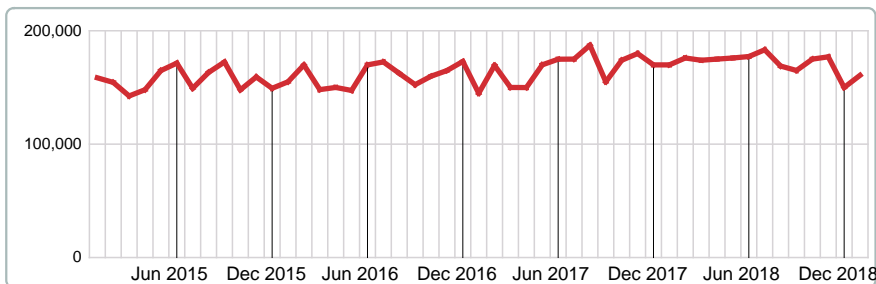
JANUARY



YEAR TO DATE (YTD)

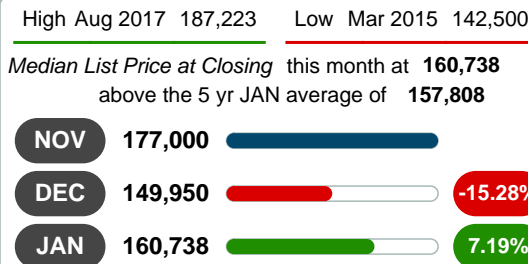


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 157,808



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	3	4.55%	66,300	0	66,300	0	0
\$75,001 - \$100,000	5	7.58%	89,000	77,500	99,900	89,000	0
\$100,001 - \$125,000	8	12.12%	107,450	105,000	112,450	104,900	0
\$125,001 - \$175,000	23	34.85%	150,000	0	150,000	159,810	149,500
\$175,001 - \$225,000	10	15.15%	185,000	0	185,000	183,700	200,000
\$225,001 - \$400,000	10	15.15%	334,450	0	272,450	374,450	0
\$400,001 and up	7	10.61%	549,900	0	495,000	584,900	0
Median List Price			160,738	91,250	150,000	245,000	174,750
Total Closed Units		100%	160,738	2	43	19	2
Total Closed Volume			14,255,064	182.50K	7.70M	6.02M	349.50K

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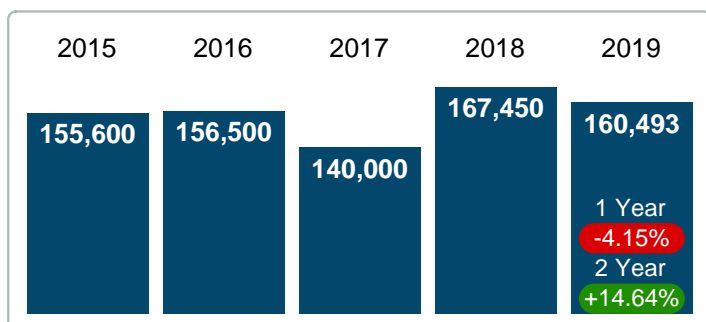
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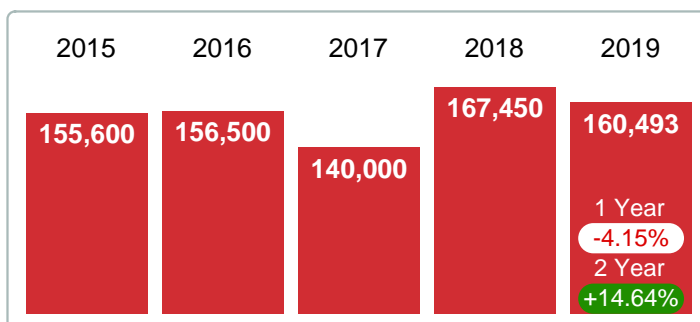
MEDIAN SOLD PRICE AT CLOSING

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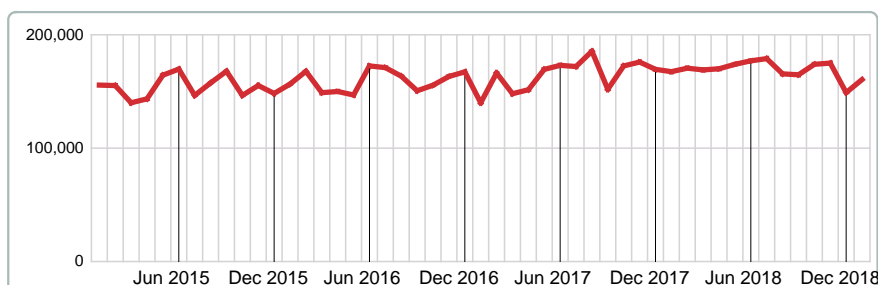
JANUARY



YEAR TO DATE (YTD)

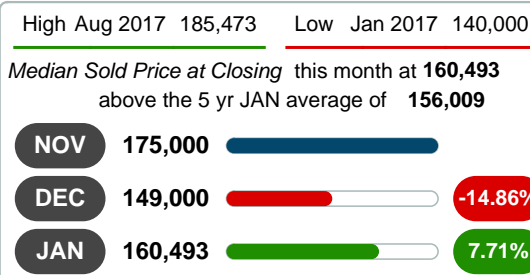


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 156,009



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	5	7.58%	66,301	71,150	64,651	0	0
\$75,001 - \$100,000	4	6.06%	95,000	0	95,000	90,875	0
\$100,001 - \$125,000	9	13.64%	110,800	110,800	107,500	115,000	123,000
\$125,001 - \$175,000	23	34.85%	154,600	0	150,050	161,190	0
\$175,001 - \$225,000	9	13.64%	189,300	0	194,650	184,750	200,000
\$225,001 - \$400,000	9	13.64%	356,000	0	275,000	364,500	0
\$400,001 and up	7	10.61%	528,000	0	435,000	562,750	0
Median Sold Price			160,493	90,975	149,000	248,000	161,500
Total Closed Units		100%	160,493	2	43	19	2
Total Closed Volume			13,823,865	181.95K	7.42M	5.90M	323.00K

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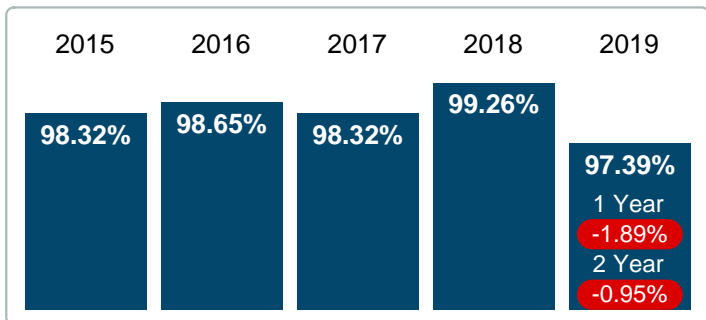
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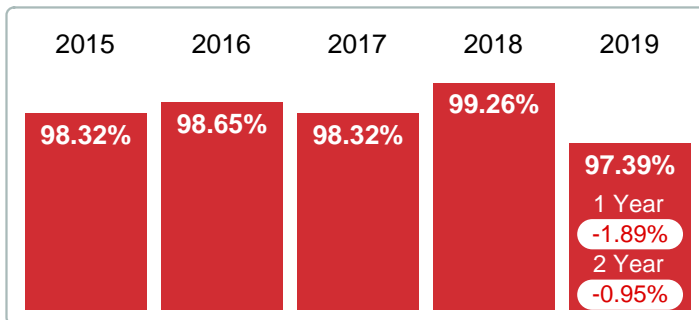
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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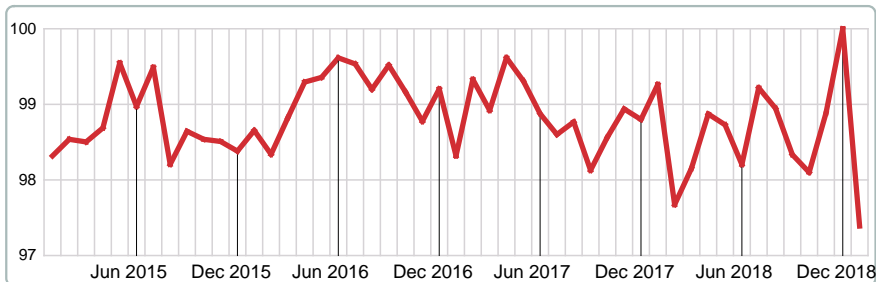
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

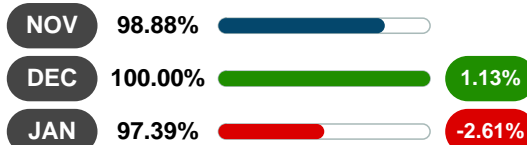


3 MONTHS

5 year JAN AVG = 98.39%

High Dec 2018 100.00% Low Jan 2019 97.39%

Median Sold/List Ratio this month at **97.39%**
below the 5 yr JAN average of **98.39%**



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
\$75,000 and less	5	7.58%	90.13%	91.81%	85.06%	0.00%	0.00%
\$75,001 - \$100,000	4	6.06%	93.66%	0.00%	92.79%	93.66%	0.00%
\$100,001 - \$125,000	9	13.64%	95.65%	105.52%	96.52%	88.53%	82.27%
\$125,001 - \$175,000	23	34.85%	99.81%	0.00%	99.81%	100.52%	0.00%
\$175,001 - \$225,000	9	13.64%	100.00%	0.00%	96.15%	100.00%	100.00%
\$225,001 - \$400,000	9	13.64%	98.64%	0.00%	98.64%	98.18%	0.00%
\$400,001 and up	7	10.61%	96.39%	0.00%	95.70%	97.47%	0.00%
Median Sold/List Ratio		97.39%		98.67%	97.35%	98.56%	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

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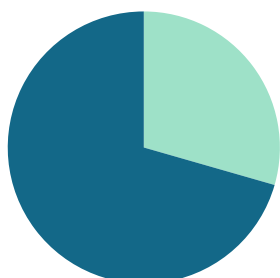
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

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INVENTORY

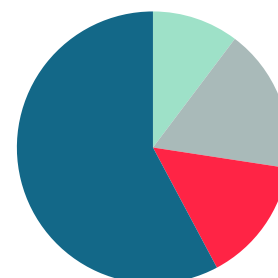


Inventory
 New Listings
169 = 29.44%
 Start Inventory
405
 Total Inventory Units
574
 Volume
\$171,765,289

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%
Median List Price	169,900	160,738	-5.39%	169,900	160,738	-5.39%
Median Sale Price	167,450	160,493	-4.15%	167,450	160,493	-4.15%
Median Percent of Selling Price to List Price	99.26%	97.39%	-1.89%	99.26%	97.39%	-1.89%
Median Days on Market to Sale	29.00	39.00	34.48%	29.00	39.00	34.48%
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

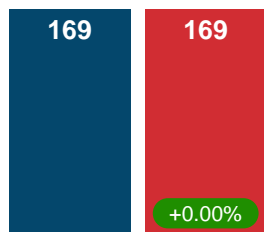
Inventory on January 31, 2019 = **371**

2018 **2019**

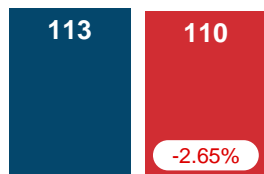
JANUARY MARKET

MEDIAN PRICES

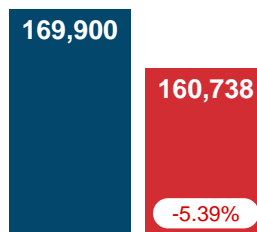
New Listings



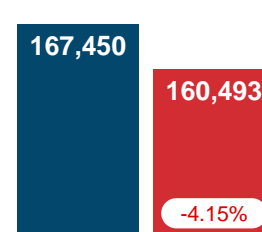
Pending Listings



List Price



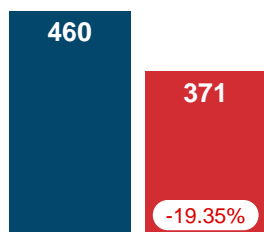
Sale Price



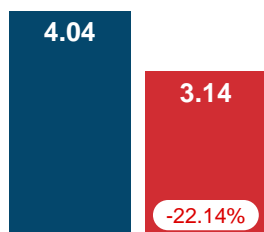
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

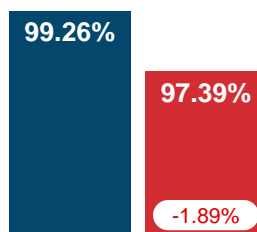
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

