

# March 2019



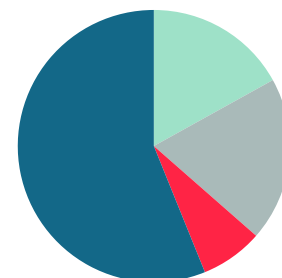
Area Delimited by County Of Rogers - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	March 2019	+/-%
Closed Listings	115	112	-2.61%
Pending Listings	137	129	-5.84%
New Listings	198	184	-7.07%
Average List Price	214,805	199,270	-7.23%
Average Sale Price	197,867	195,866	-1.01%
Average Percent of Selling Price to List Price	96.31%	98.76%	2.53%
Average Days on Market to Sale	48.96	51.45	5.09%
End of Month Inventory	434	371	-14.52%
Months Supply of Inventory	3.87	3.14	-18.74%



■ Closed (16.94%)  
■ Pending (19.52%)  
■ Other OffMarket (7.41%)  
■ Active (56.13%)

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

### Analysis Wrap-Up

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

The total housing inventory at the end of March 2019 decreased **14.52%** 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 Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **1.01%** in March 2019 to \$195,866 versus the previous year at \$197,867.

#### Average Days on Market Lengthens

The average number of **51.45** days that homes spent on the market before selling increased by 2.49 days or **5.09%** in March 2019 compared to last year's same month at **48.96** DOM.

#### Sales Success for March 2019 is Positive

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

There were 184 New Listings in March 2019, down **7.07%** from last year at 198. Furthermore, there were 112 Closed Listings this month versus last year at 115, a **-2.61%** decrease.

Closed versus Listed trends yielded a **60.9%** ratio, up from previous year's, March 2018, at **58.1%**, a **4.80%** 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.

# March 2019



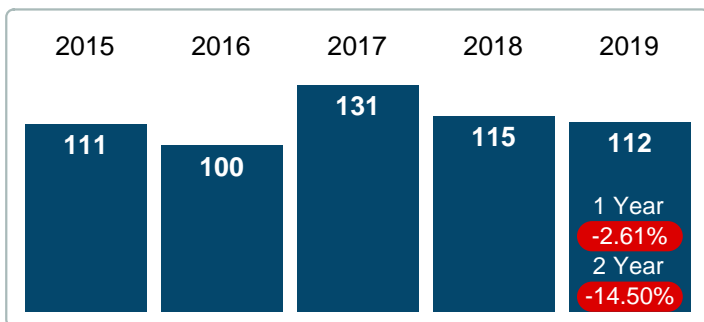
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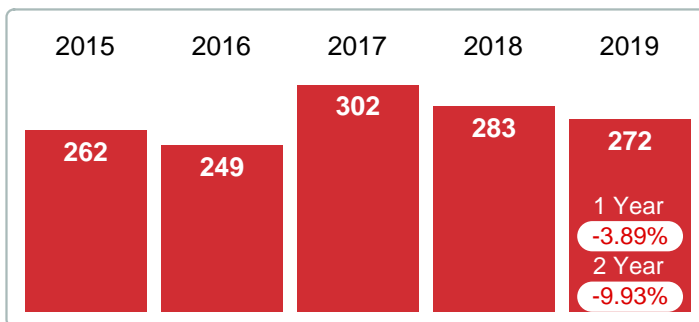
## CLOSED LISTINGS

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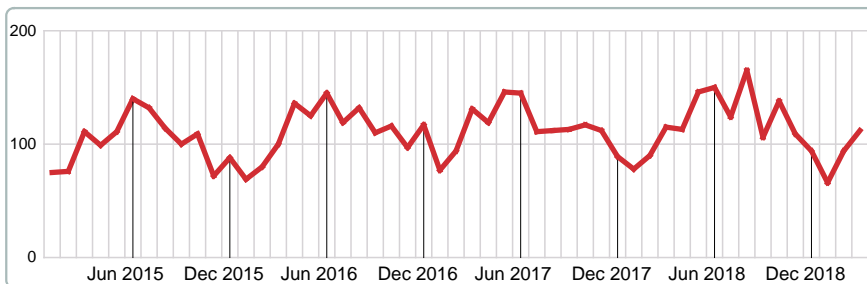
### MARCH



### YEAR TO DATE (YTD)

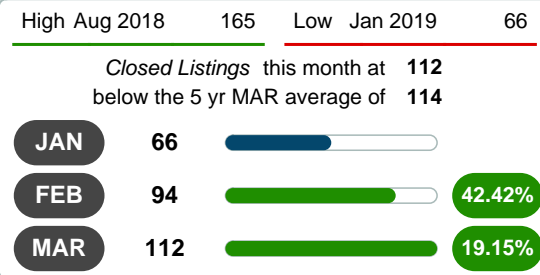


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 114



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	3.57%	53.3	3	0	1	0
\$50,001 - \$100,000	19	16.96%	48.8	5	11	3	0
\$100,001 - \$150,000	17	15.18%	42.1	0	14	3	0
\$150,001 - \$175,000	25	22.32%	42.2	1	20	4	0
\$175,001 - \$250,000	22	19.64%	58.3	0	11	9	2
\$250,001 - \$350,000	10	8.93%	60.4	0	3	5	2
\$350,001 and up	15	13.39%	64.2	0	1	11	3
<b>Total Closed Units</b>	<b>112</b>			<b>9</b>	<b>60</b>	<b>36</b>	<b>7</b>
<b>Total Closed Volume</b>	<b>21,937,018</b>	<b>100%</b>	<b>51.4</b>	<b>632.50K</b>	<b>9.64M</b>	<b>9.17M</b>	<b>2.49M</b>
<b>Average Closed Price</b>	<b>\$195,866</b>			<b>\$70,278</b>	<b>\$160,748</b>	<b>\$254,675</b>	<b>\$355,911</b>

# March 2019



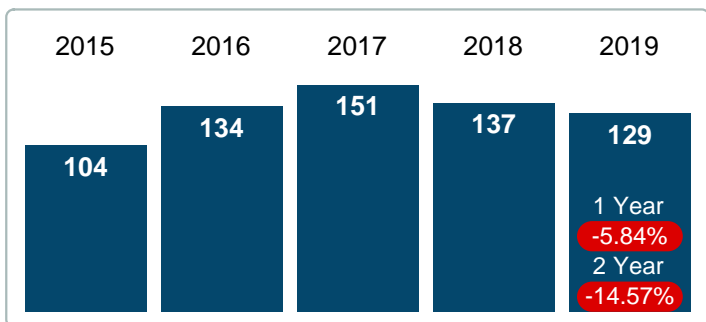
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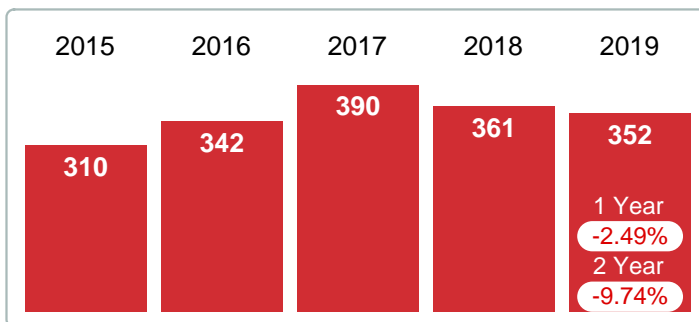
## PENDING LISTINGS

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

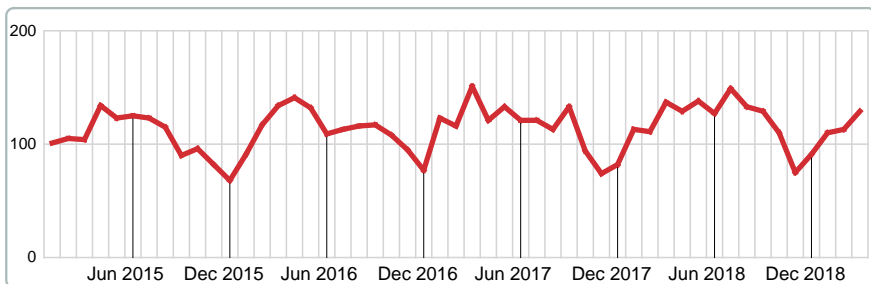
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 131

High Mar 2017 151 Low Dec 2015 68

Pending Listings this month at **129**  
below the 5 yr MAR average of **131**

- JAN 110
- FEB 113 2.73%
- MAR 129 14.16%

### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	11	8.53%	35.4	3	6	2	0
\$100,001 - \$125,000	11	8.53%	41.2	3	6	2	0
\$125,001 - \$150,000	18	13.95%	38.1	1	17	0	0
\$150,001 - \$225,000	37	28.68%	41.0	1	28	7	1
\$225,001 - \$275,000	15	11.63%	53.7	0	11	4	0
\$275,001 - \$375,000	23	17.83%	48.1	2	7	12	2
\$375,001 and up	14	10.85%	36.1	0	1	11	2
<b>Total Pending Units</b>	<b>129</b>			<b>10</b>	<b>76</b>	<b>38</b>	<b>5</b>
<b>Total Pending Volume</b>	<b>30,534,612</b>	<b>100%</b>	<b>42.5</b>	<b>1.48M</b>	<b>14.18M</b>	<b>12.89M</b>	<b>1.98M</b>
<b>Average Listing Price</b>	<b>\$237,390</b>			<b>\$147,690</b>	<b>\$186,595</b>	<b>\$339,252</b>	<b>\$396,980</b>

# March 2019



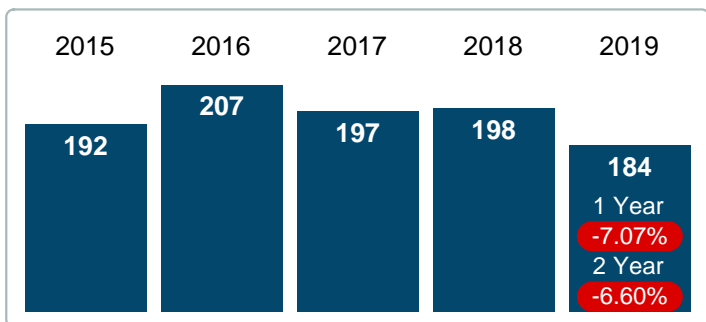
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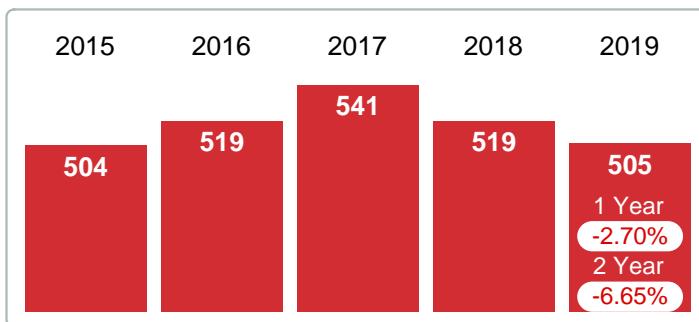
## NEW LISTINGS

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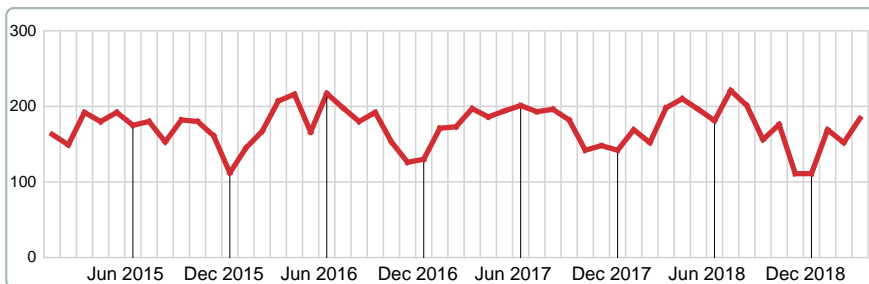
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 196

High Jul 2018 221 Low Dec 2018 111

New Listings this month at **184**  
 below the 5 yr MAR average of **196**



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	15	8.15%	5	10	0	0
\$100,001 - \$150,000	26	14.13%	1	23	2	0
\$150,001 - \$175,000	18	9.78%	0	15	3	0
\$175,001 - \$325,000	58	31.52%	1	33	22	2
\$325,001 - \$375,000	17	9.24%	1	6	9	1
\$375,001 - \$525,000	30	16.30%	0	1	24	5
\$525,001 and up	20	10.87%	0	5	9	6
<b>Total New Listed Units</b>	<b>184</b>		<b>8</b>	<b>93</b>	<b>69</b>	<b>14</b>
<b>Total New Listed Volume</b>	<b>56,190,041</b>	<b>100%</b>	<b>1.04M</b>	<b>20.91M</b>	<b>25.47M</b>	<b>8.77M</b>
<b>Average New Listed Listing Price</b>	<b>\$261,316</b>		<b>\$130,613</b>	<b>\$224,804</b>	<b>\$369,089</b>	<b>\$626,521</b>

# March 2019



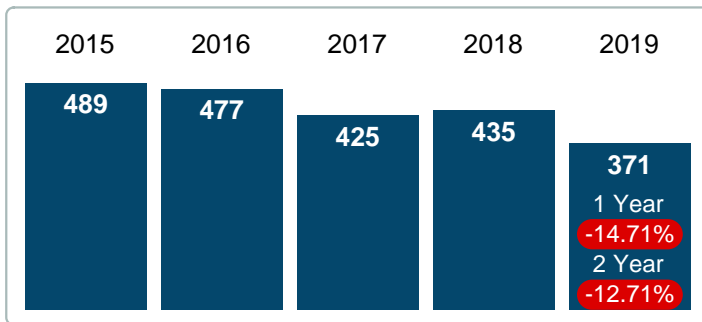
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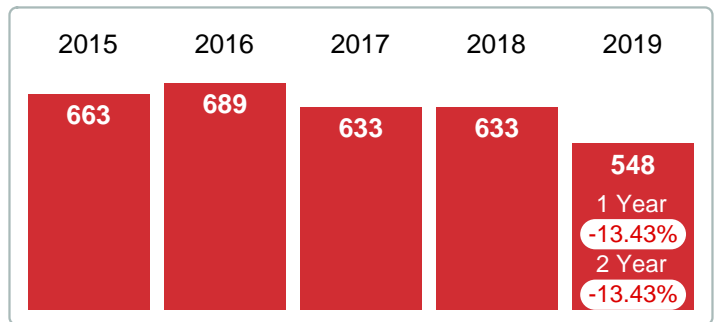
## ACTIVE INVENTORY

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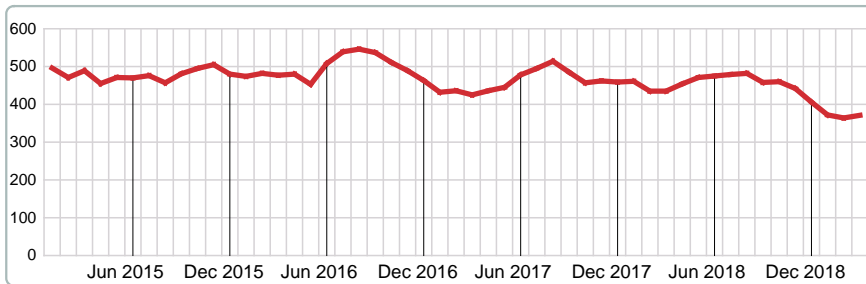
### END OF MARCH



### ACTIVE DURING MARCH

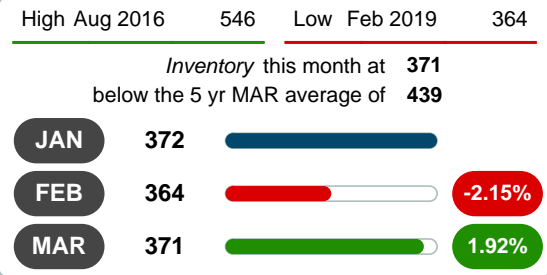


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 439



### 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	25	6.74%	53.2	10	13	2	0
\$100,001 - \$150,000	47	12.67%	89.3	3	34	8	2
\$150,001 - \$200,000	69	18.60%	56.4	0	50	17	2
\$200,001 - \$300,000	82	22.10%	63.1	1	35	42	4
\$300,001 - \$375,000	53	14.29%	62.8	0	20	29	4
\$375,001 - \$525,000	57	15.36%	58.1	0	9	36	12
\$525,001 and up	38	10.24%	59.4	0	6	14	18
Total Active Inventory by Units			371	14	167	148	42
Total Active Inventory by Volume			121,111,214	1.06M	38.60M	50.71M	30.73M
Average Active Inventory Listing Price			\$326,445	\$75,964	\$231,140	\$342,663	\$731,743

# March 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 MARCH

2015	2016	2017	2018	2019

### INDICATORS FOR MARCH 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 MAR AVG = inf

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

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	25	6.74%	1.27	2.07	1.08	0.83	0.00
\$100,001 - \$150,000	47	12.67%	1.75	1.80	1.56	2.74	4.80
\$150,001 - \$200,000	69	18.60%	2.49	0.00	2.52	2.40	4.80
\$200,001 - \$300,000	82	22.10%	3.35	12.00	2.90	3.76	3.43
\$300,001 - \$375,000	53	14.29%	5.39	0.00	9.23	4.70	3.00
\$375,001 - \$525,000	57	15.36%	8.55	0.00	12.00	9.00	6.26
\$525,001 and up	38	10.24%	13.41	0.00	72.00	9.88	13.50
Market Supply of Inventory (MSI)			3.14	1.95	2.43	4.21	6.07
Total Active Inventory by Units		100%	371	14	167	148	42

# March 2019



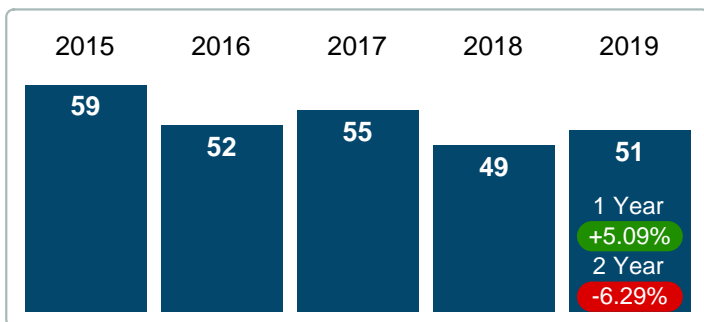
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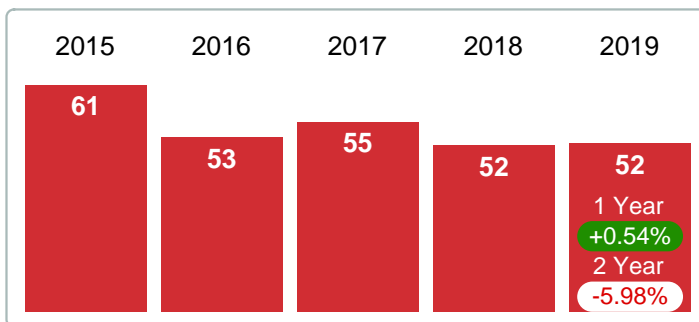
## AVERAGE DAYS ON MARKET TO SALE

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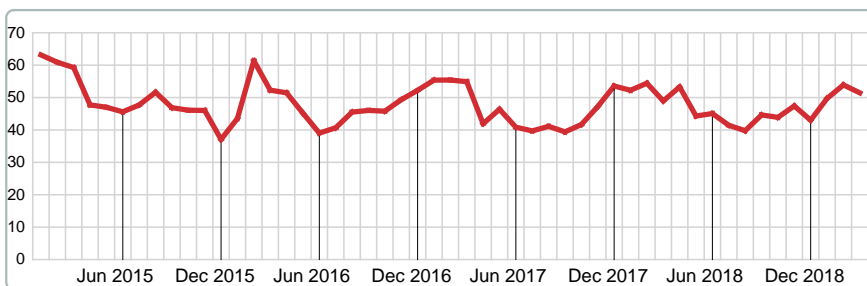
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

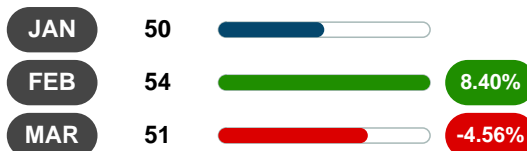


### 3 MONTHS

5 year MAR AVG = 53

High Jan 2015 63 Low Dec 2015 37

Average Days on Market to Sale this month at 51 below the 5 yr MAR 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
\$50,000 and less	3.57%	53	69	0	7	0
\$50,001 - \$100,000	16.96%	49	64	43	46	0
\$100,001 - \$150,000	15.18%	42	0	33	83	0
\$150,001 - \$175,000	22.32%	42	182	39	23	0
\$175,001 - \$250,000	19.64%	58	0	45	70	80
\$250,001 - \$350,000	8.93%	60	0	31	84	45
\$350,001 and up	13.39%	64	0	94	65	50
<b>Average Closed DOM</b>		<b>51</b>	<b>79</b>	<b>40</b>	<b>63</b>	<b>57</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>51</b>	<b>9</b>	<b>60</b>	<b>36</b>	<b>7</b>
<b>Total Closed Volume</b>		<b>21,937,018</b>	<b>632.50K</b>	<b>9.64M</b>	<b>9.17M</b>	<b>2.49M</b>

# March 2019



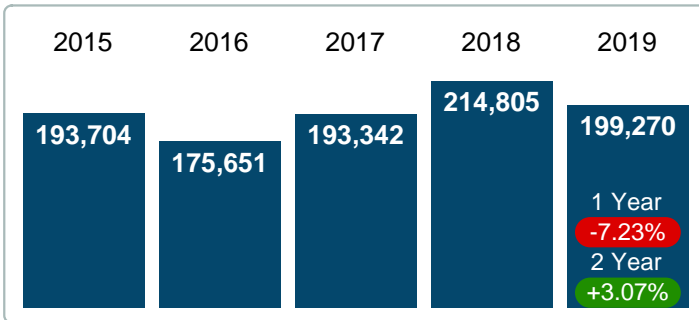
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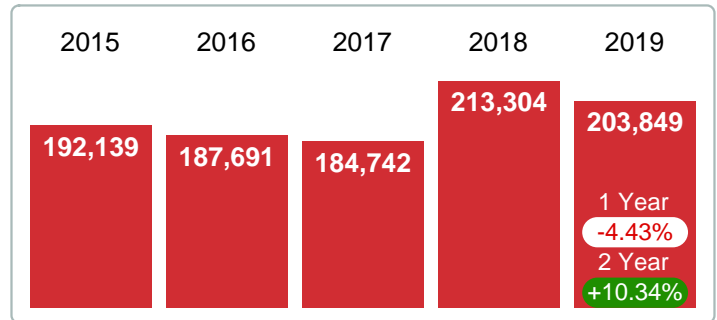
## AVERAGE LIST PRICE AT CLOSING

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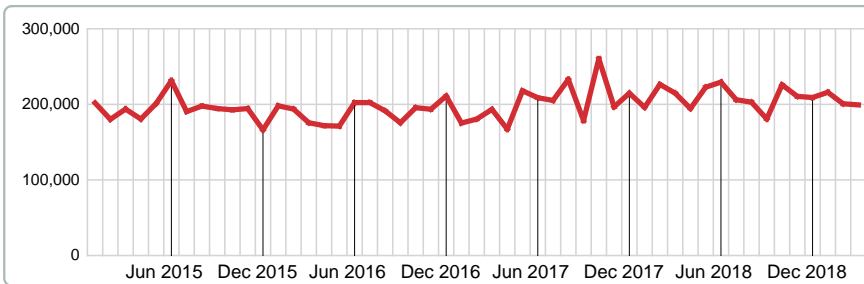
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

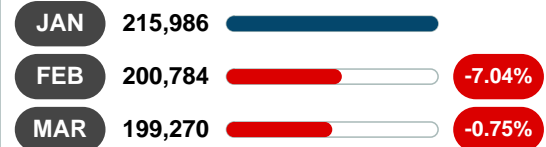


### 3 MONTHS

5 year MAR AVG = 195,354

High Oct 2017 260,276 Low Dec 2015 166,241

Average List Price at Closing this month at **199,270**  
above the 5 yr MAR average of **195,354**



### 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		
\$50,000 and less	4	3.57%	33,013	30,367	0	40,950		
\$50,001 - \$100,000	19	16.96%	79,842	75,960	85,427	70,833		
\$100,001 - \$150,000	16	14.29%	132,285	0	134,786	122,817		
\$150,001 - \$175,000	24	21.43%	161,212	183,900	162,518	161,184		
\$175,001 - \$250,000	21	18.75%	203,564	0	213,199	216,184		
\$250,001 - \$350,000	11	9.82%	296,680	0	306,625	321,960		
\$350,001 and up	17	15.18%	420,310	0	398,000	413,650		
<b>Average List Price</b>		<b>199,270</b>		<b>72,756</b>	<b>162,336</b>	<b>260,340</b>	<b>364,444</b>	
<b>Total Closed Units</b>		<b>112</b>	<b>100%</b>	<b>199,270</b>	<b>9</b>	<b>60</b>	<b>36</b>	<b>7</b>
<b>Total Closed Volume</b>		<b>22,318,284</b>		<b>654.80K</b>	<b>9.74M</b>	<b>9.37M</b>	<b>2.55M</b>	



# March 2019



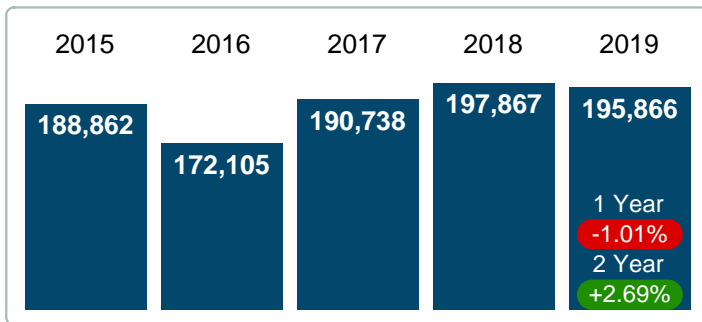
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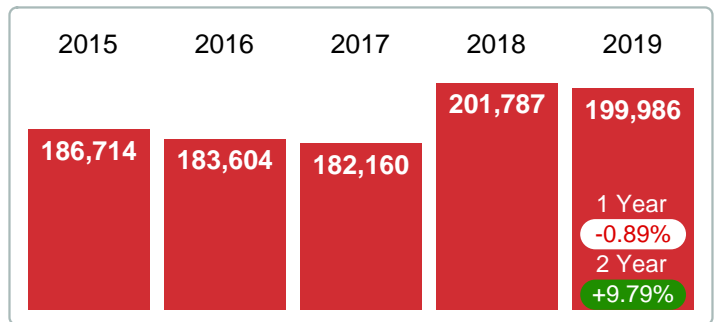
## AVERAGE SOLD PRICE AT CLOSING

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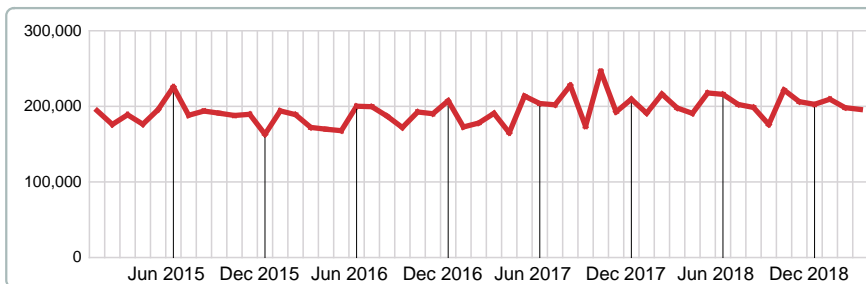
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

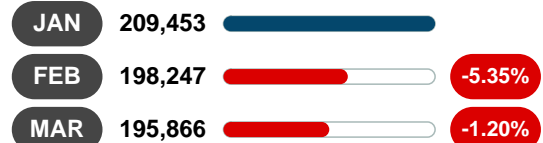


### 3 MONTHS

5 year MAR AVG = 189,088

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

Average Sold Price at Closing this month at **195,866** above the 5 yr MAR average of **189,088**



### 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
\$50,000 and less	4	3.57%	36,750	32,333	0	50,000
\$50,001 - \$100,000	19	16.96%	77,877	72,100	84,832	62,003
\$100,001 - \$150,000	17	15.18%	130,686	0	134,404	113,333
\$150,001 - \$175,000	25	22.32%	162,015	175,000	161,183	162,934
\$175,001 - \$250,000	22	19.64%	209,359	0	209,163	213,567
\$250,001 - \$350,000	10	8.93%	311,930	0	302,300	313,480
\$350,001 and up	15	13.39%	420,874	0	398,700	404,640
<b>Average Sold Price</b>		<b>195,866</b>		<b>70,278</b>	<b>160,748</b>	<b>254,675</b>
<b>Total Closed Units</b>		<b>112</b>		<b>9</b>	<b>60</b>	<b>36</b>
<b>Total Closed Volume</b>		<b>21,937,018</b>		<b>632.50K</b>	<b>9.64M</b>	<b>9.17M</b>

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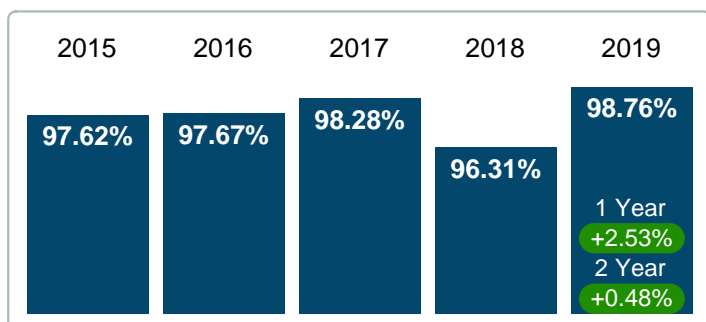
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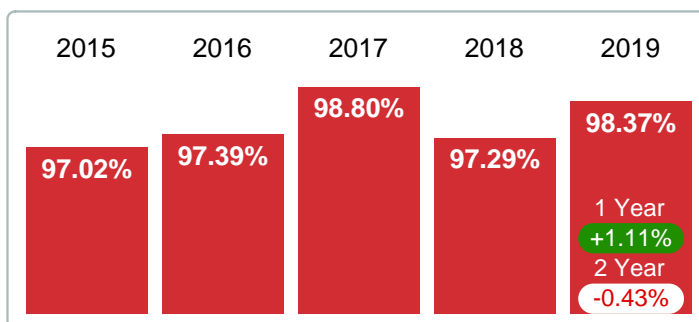
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

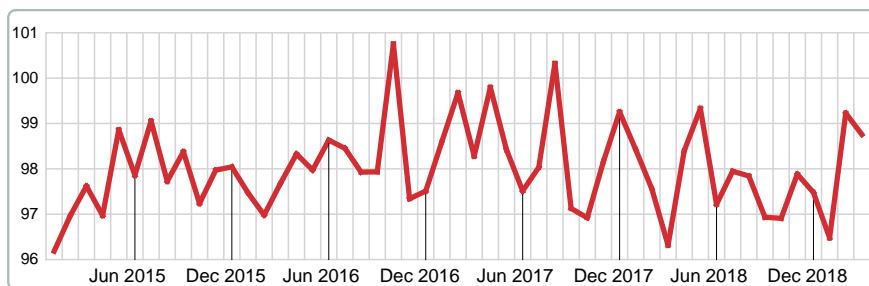
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

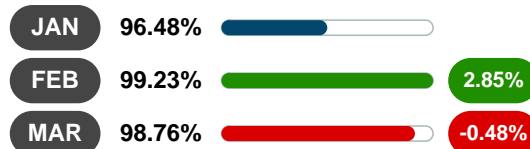


### 3 MONTHS

5 year MAR AVG = 97.73%

High Oct 2016 100.75% Low Jan 2015 96.18%

Average Sold/List Ratio this month at **98.76%**  
above the 5 yr MAR average of **97.73%**



### 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	
\$50,000 and less	4	3.57%	109.66%	105.52%	0.00%	122.10%	0.00%	
\$50,001 - \$100,000	19	16.96%	96.87%	95.73%	99.75%	88.24%	0.00%	
\$100,001 - \$150,000	17	15.18%	98.75%	0.00%	100.09%	92.53%	0.00%	
\$150,001 - \$175,000	25	22.32%	99.36%	95.16%	99.22%	101.10%	0.00%	
\$175,001 - \$250,000	22	19.64%	98.45%	0.00%	98.25%	98.91%	97.47%	
\$250,001 - \$350,000	10	8.93%	97.41%	0.00%	98.67%	97.37%	95.63%	
\$350,001 and up	15	13.39%	98.58%	0.00%	100.18%	98.48%	98.40%	
Average Sold/List Ratio		98.80%		98.93%	99.33%	98.03%	97.34%	
Total Closed Units		112	100%	98.80%	9	60	36	7
Total Closed Volume		21,937,018			632.50K	9.64M	9.17M	2.49M

# March 2019



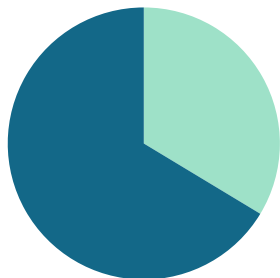
Area Delimited by County Of Rogers - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

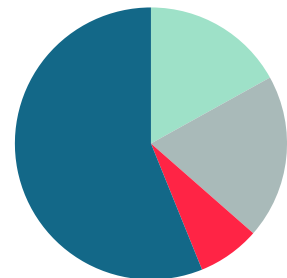


**Inventory**  
 New Listings  
**184 = 33.64%**  
 Start Inventory  
**363**  
 Total Inventory Units  
**547**  
 Volume  
**\$171,505,140**

### Market Activity

Closed Sales  
**112 = 16.94%**  
 Pending Sales  
**129 = 19.52%**  
 Other Off Market  
**49 = 7.41%**  
 Active Inventory  
**371 = 56.13%**

### MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	115	112	-2.61%	283	272	-3.89%
Pending Sales	137	129	-5.84%	361	352	-2.49%
New Listings	198	184	-7.07%	519	505	-2.70%
Average List Price	214,805	199,270	-7.23%	213,304	203,849	-4.43%
Average Sale Price	197,867	195,866	-1.01%	201,787	199,986	-0.89%
Average Percent of Selling Price to List Price	96.31%	98.76%	2.53%	97.29%	98.37%	1.11%
Average Days on Market to Sale	48.96	51.45	5.09%	51.60	51.88	0.54%
Monthly Inventory	434	371	-14.52%	434	371	-14.52%
Months Supply of Inventory	3.87	3.14	-18.74%	3.87	3.14	-18.74%

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

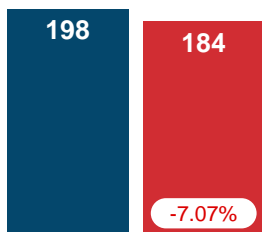
**Inventory** on March 31, 2019 = **371**

**2018** **2019**

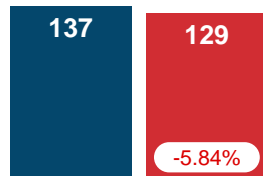
### MARCH MARKET

### AVERAGE PRICES

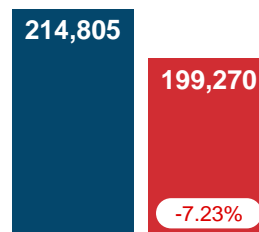
#### New Listings



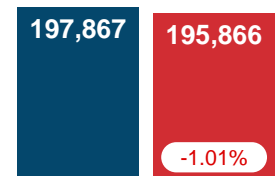
#### Pending Listings



#### List Price



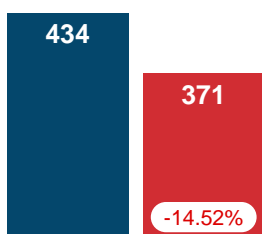
#### Sale Price



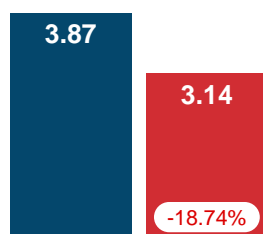
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

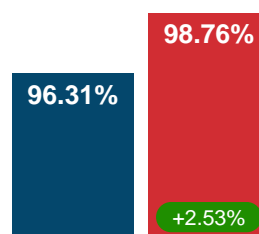
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

