

March 2019



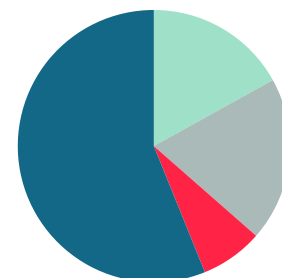
Area Delimited by County Of Rogers - Residential Property Type



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% |
| Median List Price | 174,000 | 164,875 | -5.24% |
| Median Sale Price | 169,000 | 164,000 | -2.96% |
| Median Percent of Selling Price to List Price | 98.15% | 100.00% | 1.88% |
| Median Days on Market to Sale | 36.00 | 35.50 | -1.39% |
| 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.

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 **2.96%** in March 2019 to \$164,000 versus the previous year at \$169,000.

Median Days on Market Shortens

The median number of **35.50** days that homes spent on the market before selling decreased by 0.50 days or **1.39%** in March 2019 compared to last year's same month at **36.00** DOM.

Sales Success for March 2019 is Positive

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

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| Market Summary | 11 |

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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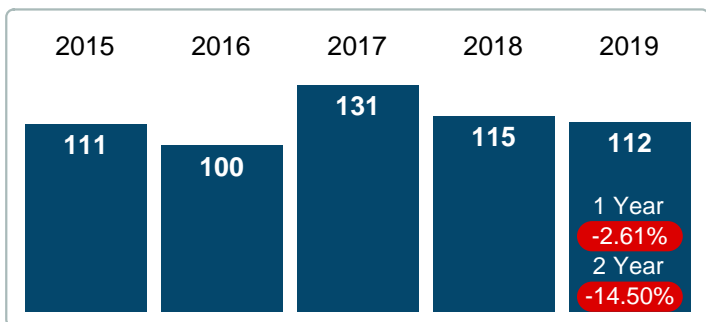
Area Delimited by County Of Rogers - Residential Property Type



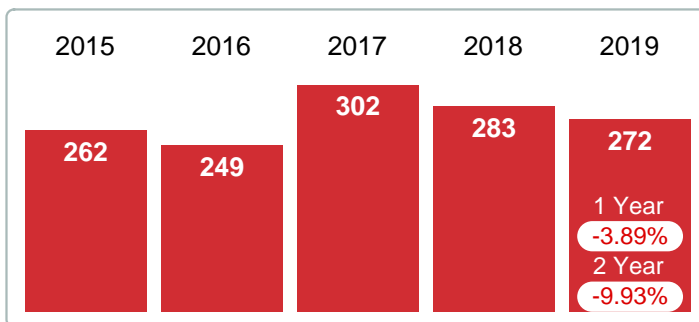
CLOSED LISTINGS

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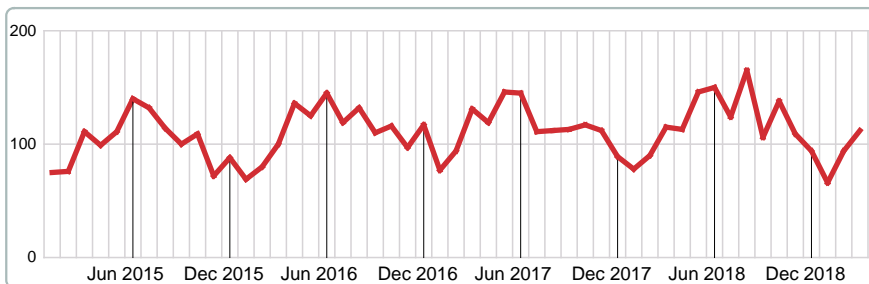
MARCH



YEAR TO DATE (YTD)

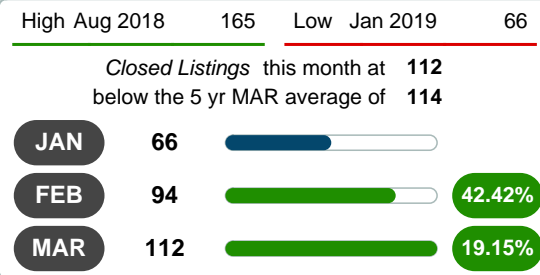


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 114



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$50,000 and less | 4 | 3.57% | 41.0 | 3 | 0 | 1 | 0 |
| \$50,001 - \$100,000 | 19 | 16.96% | 28.0 | 5 | 11 | 3 | 0 |
| \$100,001 - \$150,000 | 17 | 15.18% | 35.0 | 0 | 14 | 3 | 0 |
| \$150,001 - \$175,000 | 25 | 22.32% | 27.0 | 1 | 20 | 4 | 0 |
| \$175,001 - \$250,000 | 22 | 19.64% | 37.5 | 0 | 11 | 9 | 2 |
| \$250,001 - \$350,000 | 10 | 8.93% | 53.5 | 0 | 3 | 5 | 2 |
| \$350,001 and up | 15 | 13.39% | 47.0 | 0 | 1 | 11 | 3 |
| Total Closed Units | 112 | | | 9 | 60 | 36 | 7 |
| Total Closed Volume | 21,937,018 | 100% | 35.5 | 632.50K | 9.64M | 9.17M | 2.49M |
| Median Closed Price | \$164,000 | | | \$58,000 | \$157,500 | \$231,765 | \$340,000 |

March 2019



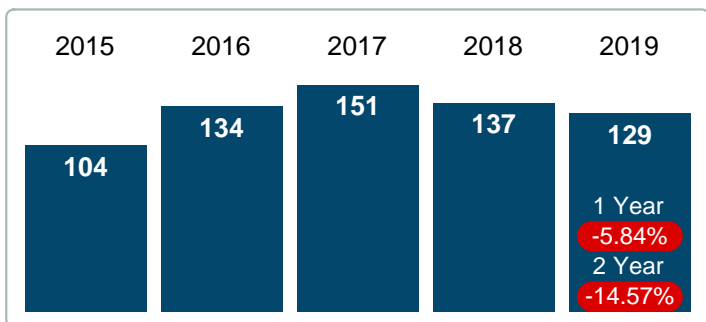
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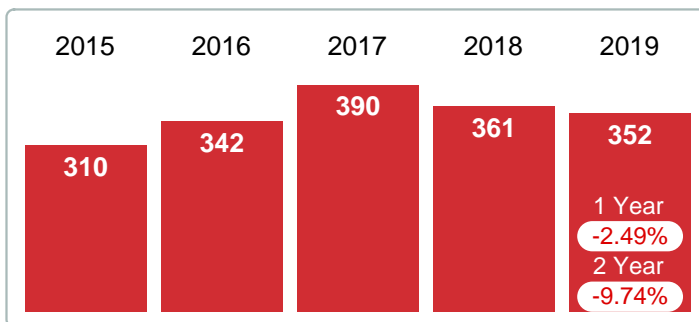
PENDING LISTINGS

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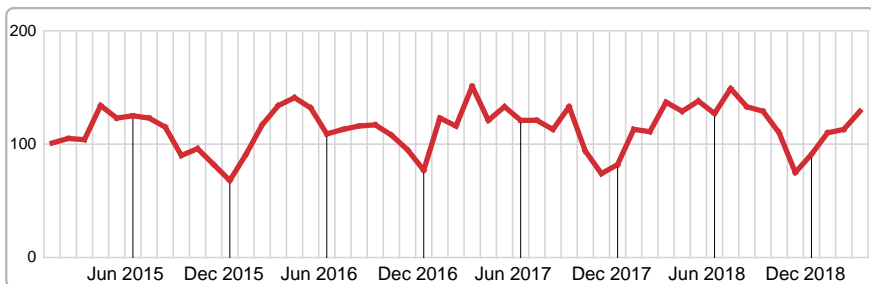
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

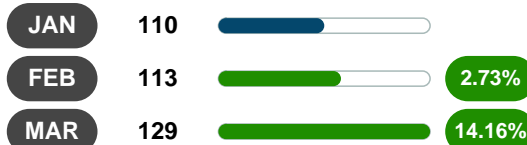


3 MONTHS

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



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$100,000 and less | 11 | 8.53% | 33.0 | 3 | 6 | 2 | 0 |
| \$100,001 - \$125,000 | 11 | 8.53% | 14.0 | 3 | 6 | 2 | 0 |
| \$125,001 - \$150,000 | 18 | 13.95% | 16.5 | 1 | 17 | 0 | 0 |
| \$150,001 - \$225,000 | 37 | 28.68% | 34.0 | 1 | 28 | 7 | 1 |
| \$225,001 - \$275,000 | 15 | 11.63% | 33.0 | 0 | 11 | 4 | 0 |
| \$275,001 - \$375,000 | 23 | 17.83% | 31.0 | 2 | 7 | 12 | 2 |
| \$375,001 and up | 14 | 10.85% | 21.0 | 0 | 1 | 11 | 2 |
| Total Pending Units | 129 | | | 10 | 76 | 38 | 5 |
| Total Pending Volume | 30,534,612 | 100% | 29.0 | 1.48M | 14.18M | 12.89M | 1.98M |
| Median Listing Price | \$193,000 | | | \$112,500 | \$173,000 | \$309,450 | \$344,900 |

March 2019



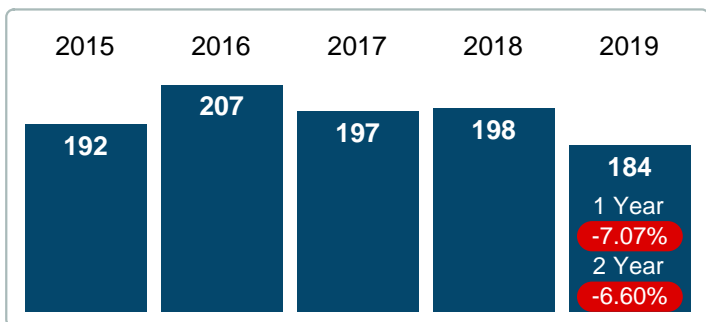
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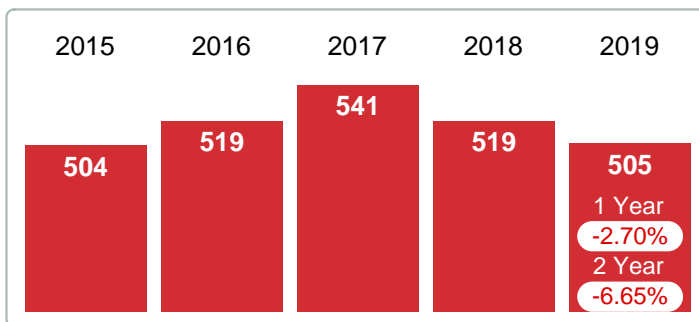
NEW LISTINGS

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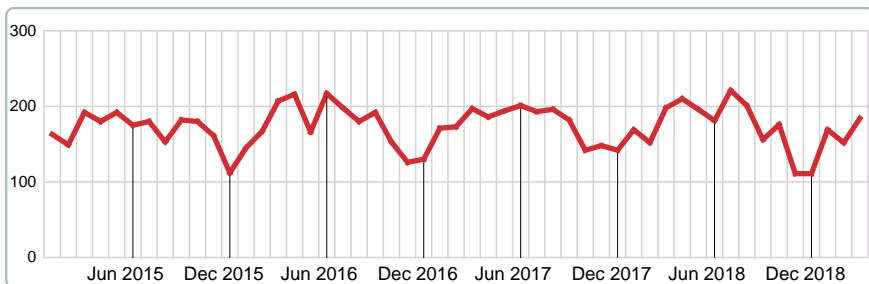
MARCH



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 |
| Total New Listed Units | 184 | | 8 | 93 | 69 | 14 |
| Total New Listed Volume | 56,190,041 | 100% | 1.04M | 20.91M | 25.47M | 8.77M |
| Median New Listed Listing Price | \$239,800 | | \$92,950 | \$174,308 | \$369,900 | \$487,500 |

March 2019



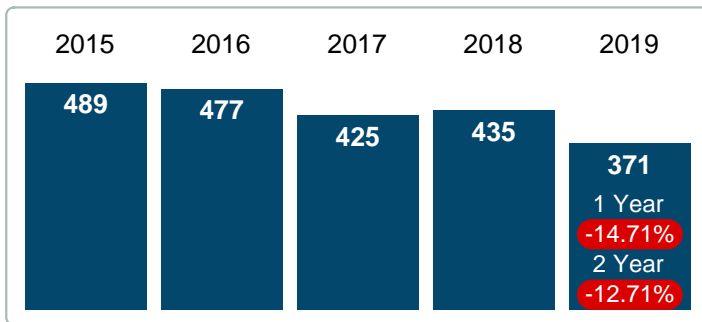
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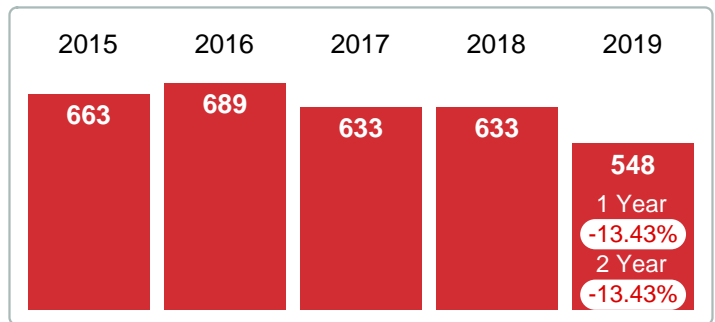
ACTIVE INVENTORY

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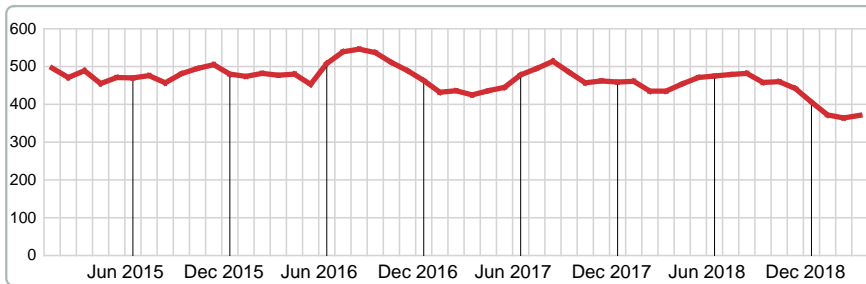
END OF MARCH



ACTIVE DURING MARCH

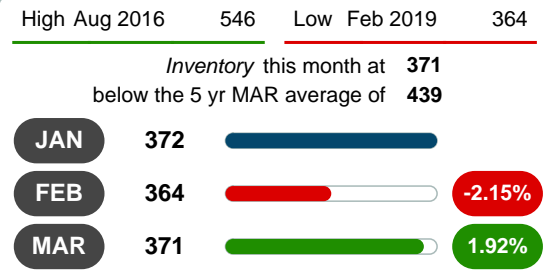


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 439



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|----|--------|-------------|----------|-----------|-----------|-----------|
| \$100,000 and less | 25 | 6.74% | 34.0 | 10 | 13 | 2 | 0 |
| \$100,001 - \$150,000 | 47 | 12.67% | 44.0 | 3 | 34 | 8 | 2 |
| \$150,001 - \$200,000 | 69 | 18.60% | 44.0 | 0 | 50 | 17 | 2 |
| \$200,001 - \$300,000 | 82 | 22.10% | 43.5 | 1 | 35 | 42 | 4 |
| \$300,001 - \$375,000 | 53 | 14.29% | 52.0 | 0 | 20 | 29 | 4 |
| \$375,001 - \$525,000 | 57 | 15.36% | 37.0 | 0 | 9 | 36 | 12 |
| \$525,001 and up | 38 | 10.24% | 38.5 | 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 |
| Median Active Inventory Listing Price | | | \$254,900 | \$53,950 | \$187,500 | \$319,950 | \$494,950 |

March 2019



Area Delimited by County Of Rogers - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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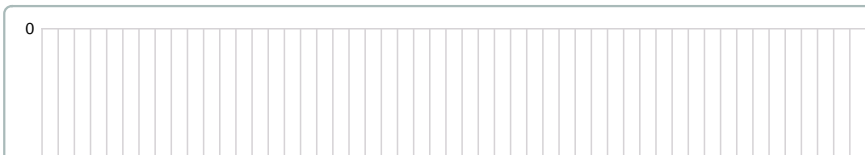
MSI FOR MARCH

| 2015 | 2016 | 2017 | 2018 | 2019 |
|------|------|------|------|------|
| | | | | |

INDICATORS FOR MARCH 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 MAR AVG = inf

| High Mar 2019 | inf | Low Mar 2019 | inf |
|----------------------------------|-----|--------------|-----|
| Months Supply this month at inf | | | |
| equal to 5 yr MAR average of inf | | | |
| 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



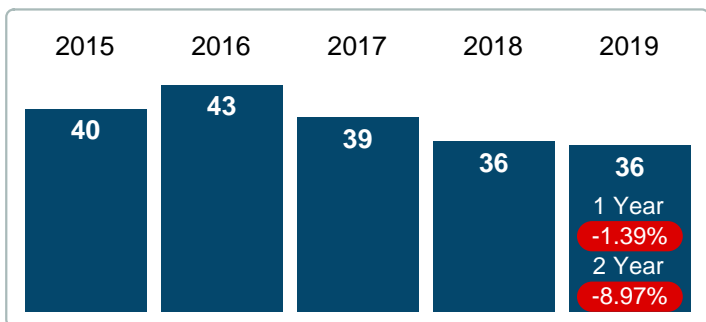
Area Delimited by County Of Rogers - Residential Property Type



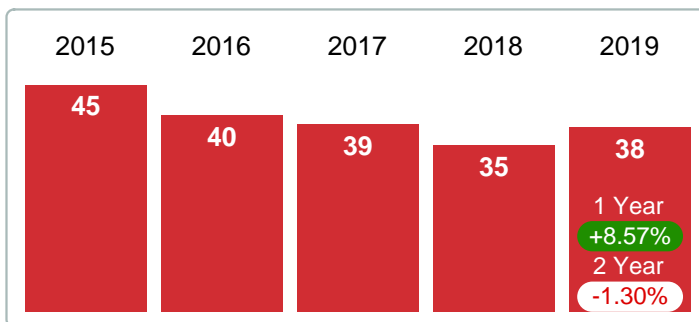
MEDIAN DAYS ON MARKET TO SALE

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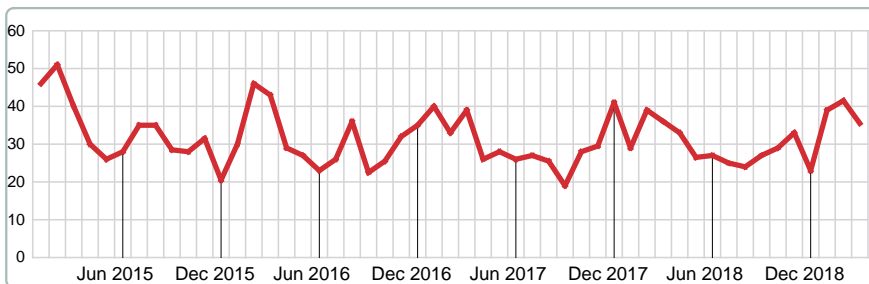
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

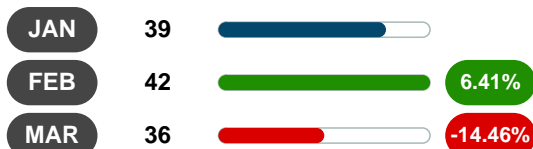


3 MONTHS

5 year MAR AVG = 39

High Feb 2015 51 Low Sep 2017 19

Median Days on Market to Sale this month at 36 below the 5 yr MAR average of 39



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 |
|--|-------------|-------------------|----------------|--------------|--------------|--------------|
| \$50,000 and less | 3.57% | 41 | 62 | 0 | 7 | 0 |
| \$50,001 - \$100,000 | 16.96% | 28 | 6 | 9 | 50 | 0 |
| \$100,001 - \$150,000 | 15.18% | 35 | 0 | 24 | 86 | 0 |
| \$150,001 - \$175,000 | 22.32% | 27 | 182 | 30 | 26 | 0 |
| \$175,001 - \$250,000 | 19.64% | 38 | 0 | 19 | 61 | 80 |
| \$250,001 - \$350,000 | 8.93% | 54 | 0 | 31 | 77 | 45 |
| \$350,001 and up | 13.39% | 47 | 0 | 94 | 47 | 14 |
| Median Closed DOM | | 36 | | | | |
| Total Closed Units | 100% | 35.5 | 9 | 60 | 36 | 7 |
| Total Closed Volume | | 21,937,018 | 632.50K | 9.64M | 9.17M | 2.49M |

March 2019



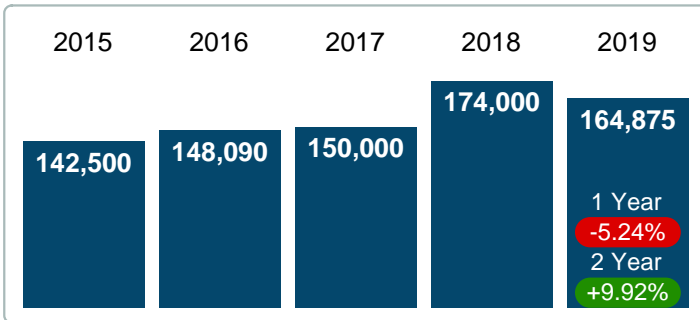
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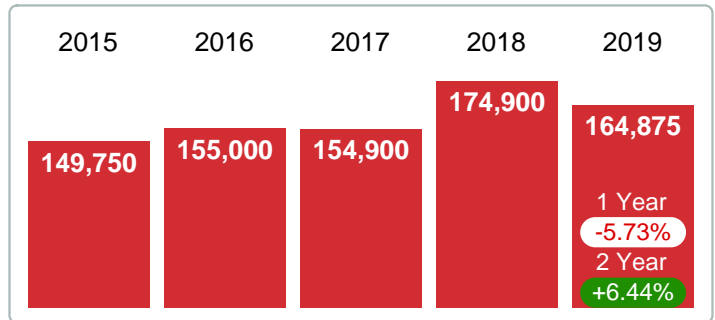
MEDIAN LIST PRICE AT CLOSING

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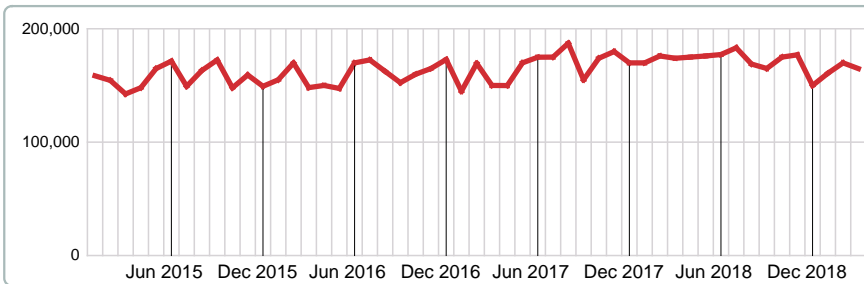
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

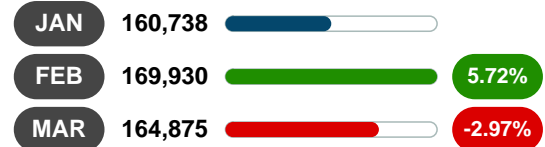


3 MONTHS

5 year MAR AVG = 155,893

High Aug 2017 187,223 Low Mar 2015 142,500

Median List Price at Closing this month at **164,875**
above the 5 yr MAR average of **155,893**



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 |
|---|----|--------|------------|----------|---------|---------|---------|
| \$50,000 and less | 4 | 3.57% | 32,050 | 30,100 | 0 | 40,950 | 0 |
| \$50,001 - \$100,000 | 19 | 16.96% | 83,000 | 87,000 | 85,000 | 75,000 | 0 |
| \$100,001 - \$150,000 | 16 | 14.29% | 130,725 | 0 | 135,000 | 125,000 | 0 |
| \$150,001 - \$175,000 | 24 | 21.43% | 159,900 | 0 | 159,900 | 162,368 | 0 |
| \$175,001 - \$250,000 | 21 | 18.75% | 205,000 | 183,900 | 197,697 | 210,000 | 196,250 |
| \$250,001 - \$350,000 | 11 | 9.82% | 307,900 | 0 | 260,000 | 307,900 | 337,000 |
| \$350,001 and up | 17 | 15.18% | 387,355 | 0 | 376,500 | 382,450 | 485,500 |
| Median List Price | | | 164,875 | 60,000 | 159,500 | 234,715 | 348,999 |
| Total Closed Units | | 100% | 164,875 | 9 | 60 | 36 | 7 |
| Total Closed Volume | | | 22,318,284 | 654.80K | 9.74M | 9.37M | 2.55M |

March 2019



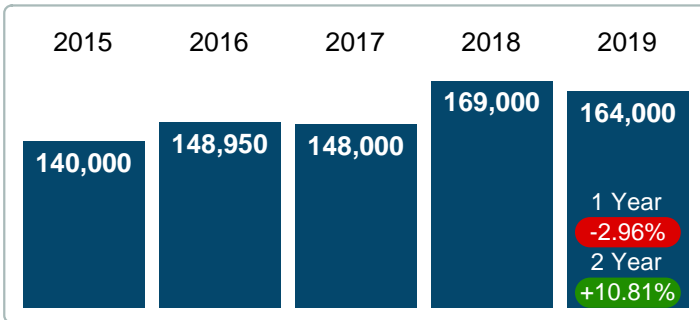
Area Delimited by County Of Rogers - Residential Property Type



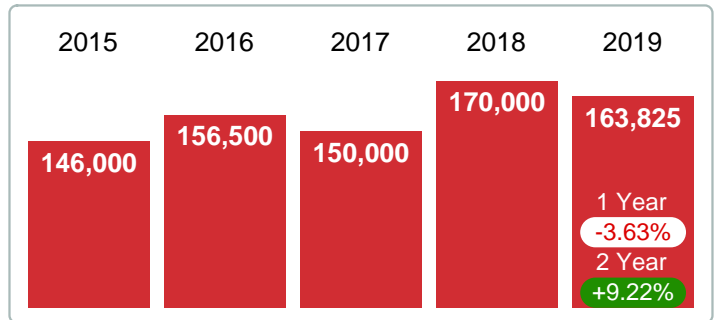
MEDIAN SOLD PRICE AT CLOSING

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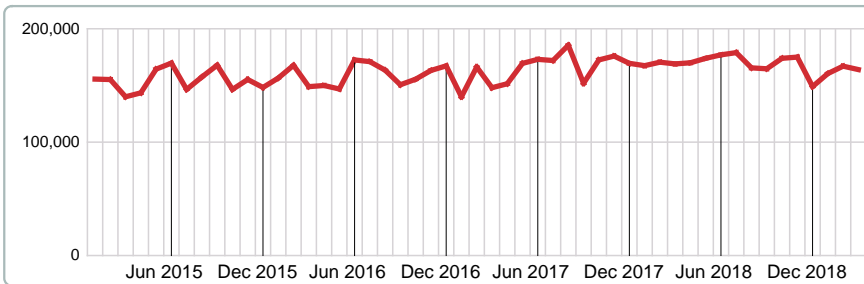
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

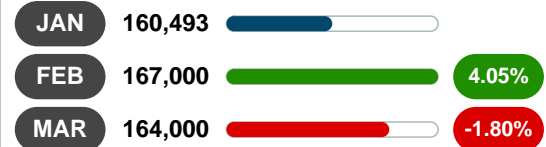


3 MONTHS

5 year MAR AVG = 153,990

High Aug 2017 185,473 Low Jan 2017 140,000

Median Sold Price at Closing this month at **164,000** above the 5 yr MAR average of **153,990**



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 |
|---|--------|-------------------|----------------|----------------|----------------|----------------|
| \$50,000 and less | 3.57% | 35,000 | 28,000 | 0 | 50,000 | 0 |
| \$50,001 - \$100,000 | 16.96% | 78,100 | 77,500 | 90,000 | 65,000 | 0 |
| \$100,001 - \$150,000 | 15.18% | 132,000 | 0 | 136,620 | 115,000 | 0 |
| \$150,001 - \$175,000 | 22.32% | 162,000 | 175,000 | 160,250 | 164,125 | 0 |
| \$175,001 - \$250,000 | 19.64% | 206,500 | 0 | 200,000 | 215,000 | 191,500 |
| \$250,001 - \$350,000 | 8.93% | 312,450 | 0 | 309,900 | 315,000 | 322,500 |
| \$350,001 and up | 13.39% | 390,000 | 0 | 398,700 | 375,000 | 450,983 |
| Median Sold Price | | 164,000 | 58,000 | 157,500 | 231,765 | 340,000 |
| Total Closed Units | | 112 | 9 | 60 | 36 | 7 |
| Total Closed Volume | | 21,937,018 | 632.50K | 9.64M | 9.17M | 2.49M |

March 2019



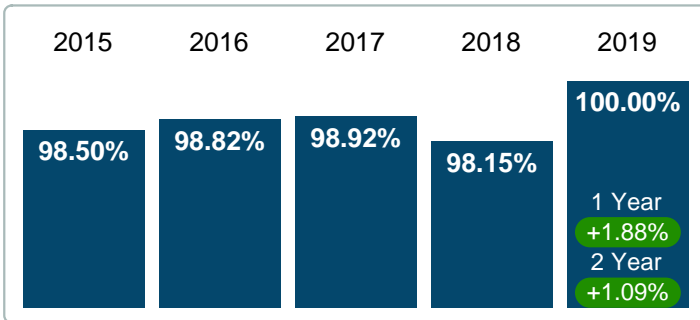
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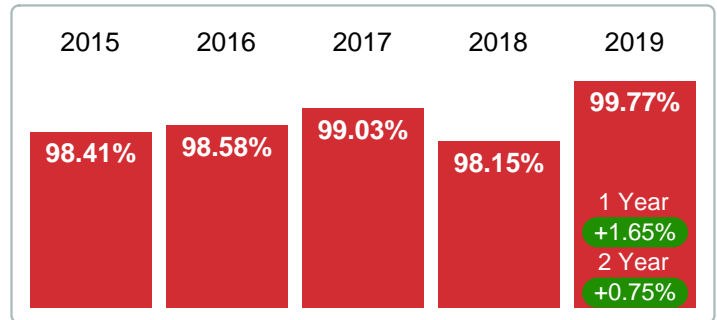
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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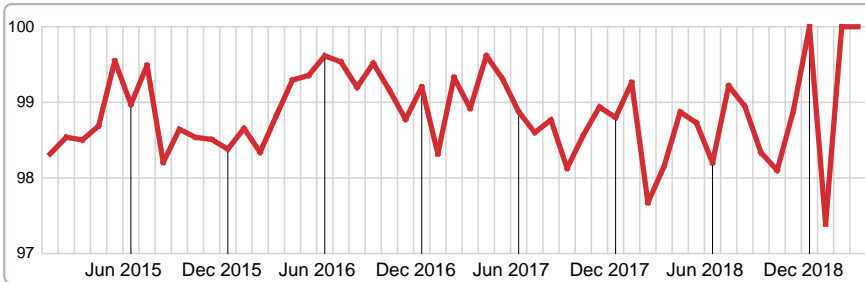
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

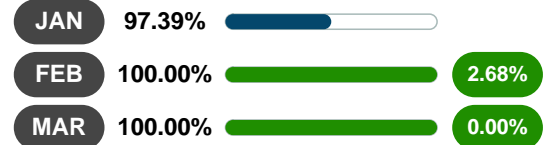


3 MONTHS

5 year MAR AVG = 98.88%

High Mar 2019 100.00% Low Jan 2019 97.39%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr MAR average of **98.88%**



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 |
|--|----|------------|---------|----------|---------|---------|---------|
| \$50,000 and less | 4 | 3.57% | 111.05% | 100.00% | 0.00% | 122.10% | 0.00% |
| \$50,001 - \$100,000 | 19 | 16.96% | 100.00% | 96.67% | 100.00% | 88.67% | 0.00% |
| \$100,001 - \$150,000 | 17 | 15.18% | 100.00% | 0.00% | 100.00% | 92.70% | 0.00% |
| \$150,001 - \$175,000 | 25 | 22.32% | 100.00% | 95.16% | 100.00% | 100.16% | 0.00% |
| \$175,001 - \$250,000 | 22 | 19.64% | 99.62% | 0.00% | 98.84% | 100.00% | 97.47% |
| \$250,001 - \$350,000 | 10 | 8.93% | 97.30% | 0.00% | 98.83% | 96.92% | 95.63% |
| \$350,001 and up | 15 | 13.39% | 99.47% | 0.00% | 100.18% | 97.52% | 100.24% |
| Median Sold/List Ratio | | 100.00% | | 96.67% | 100.00% | 98.57% | 97.42% |
| Total Closed Units | | 112 | 100% | 9 | 60 | 36 | 7 |
| Total Closed Volume | | 21,937,018 | | 632.50K | 9.64M | 9.17M | 2.49M |

March 2019



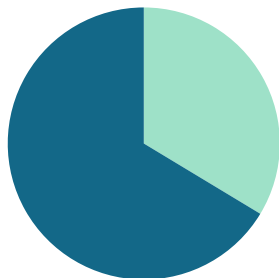
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

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

INVENTORY

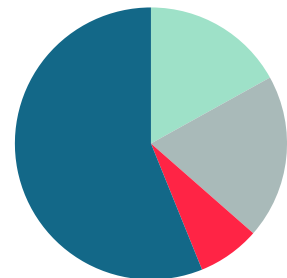


Inventory
 New Listings
184 = 33.64%
 Start Inventory
363
 Total Inventory Units
547
 Volume
\$171,505,140

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% |
| Median List Price | 174,000 | 164,875 | -5.24% | 174,900 | 164,875 | -5.73% |
| Median Sale Price | 169,000 | 164,000 | -2.96% | 170,000 | 163,825 | -3.63% |
| Median Percent of Selling Price to List Price | 98.15% | 100.00% | 1.88% | 98.15% | 99.77% | 1.65% |
| Median Days on Market to Sale | 36.00 | 35.50 | -1.39% | 35.00 | 38.00 | 8.57% |
| 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

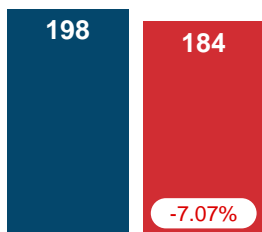
Inventory on March 31, 2019 = **371**

2018 **2019**

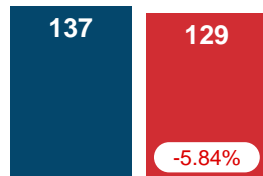
MARCH MARKET

MEDIAN PRICES

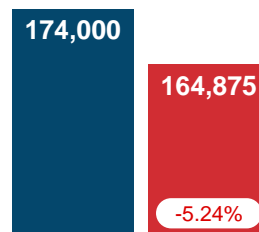
New Listings



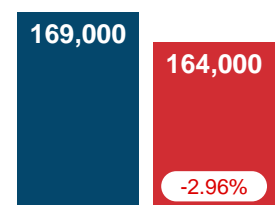
Pending Listings



List Price



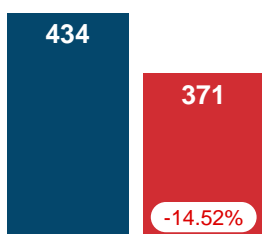
Sale Price



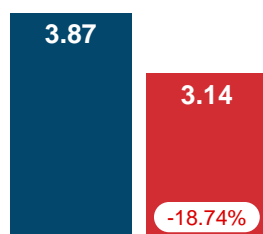
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

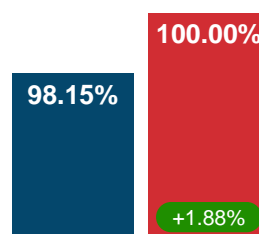
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

