

# May 2019



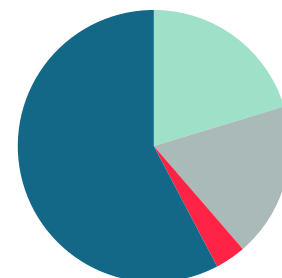
Area Delimited by County Of Rogers - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	May 2019	+/-%
Closed Listings	146	145	-0.68%
Pending Listings	138	131	-5.07%
New Listings	196	200	2.04%
Average List Price	222,667	224,712	0.92%
Average Sale Price	217,698	223,259	2.55%
Average Percent of Selling Price to List Price	99.33%	101.38%	2.07%
Average Days on Market to Sale	44.29	39.41	-11.02%
End of Month Inventory	470	412	-12.34%
Months Supply of Inventory	4.21	3.45	-17.97%



■ Closed (20.31%)  
■ Pending (18.35%)  
■ Other OffMarket (3.64%)  
■ Active (57.70%)

**Absorption:** Last 12 months, an Average of **119** Sales/Month  
**Active Inventory** as of May 31, 2019 = **412**

### Analysis Wrap-Up

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

The total housing inventory at the end of May 2019 decreased **12.34%** to 412 existing homes available for sale. Over the last 12 months this area has had an average of 119 closed sales per month. This represents an unsold inventory index of **3.45** 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 **2.55%** in May 2019 to \$223,259 versus the previous year at \$217,698.

#### Average Days on Market Shortens

The average number of **39.41** days that homes spent on the market before selling decreased by 4.88 days or **11.02%** in May 2019 compared to last year's same month at **44.29** DOM.

#### Sales Success for May 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 200 New Listings in May 2019, up **2.04%** from last year at 196. Furthermore, there were 145 Closed Listings this month versus last year at 146, a **-0.68%** decrease.

Closed versus Listed trends yielded a **72.5%** ratio, down from previous year's, May 2018, at **74.5%**, a **2.67%** downswing. This will certainly create pressure on a decreasing Monthly 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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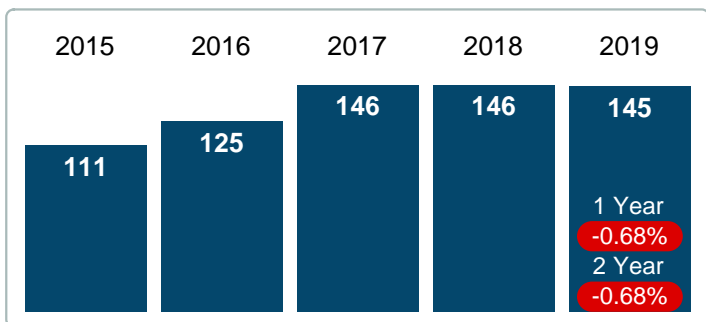
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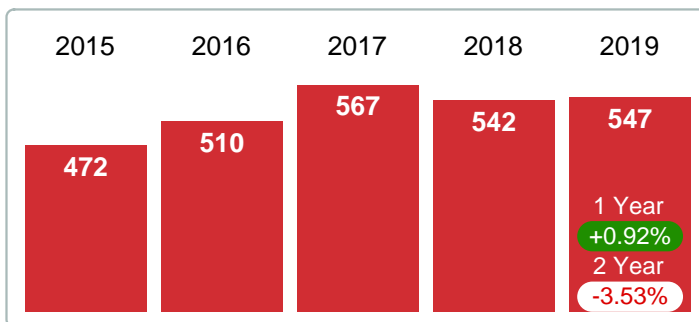
## CLOSED LISTINGS

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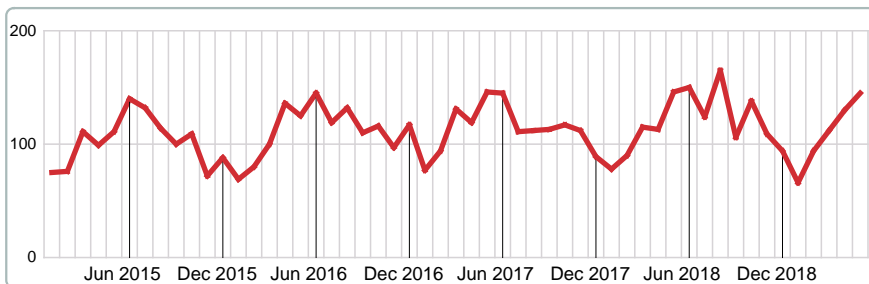
### MAY



### YEAR TO DATE (YTD)

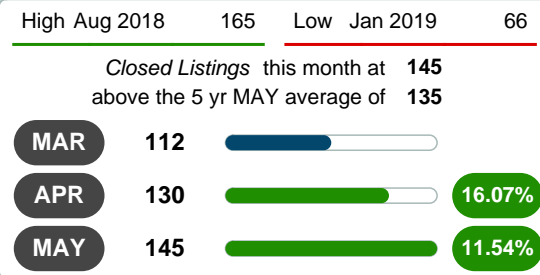


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 135



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	14	9.66%	25.6	4	9	1	0
\$100,001 - \$125,000	10	6.90%	29.3	0	9	1	0
\$125,001 - \$150,000	12	8.28%	39.3	1	10	1	0
\$150,001 - \$225,000	52	35.86%	36.7	1	36	15	0
\$225,001 - \$300,000	24	16.55%	53.1	0	12	10	2
\$300,001 - \$350,000	12	8.28%	49.0	0	2	8	2
\$350,001 and up	21	14.48%	39.0	0	1	15	5
<b>Total Closed Units</b>	<b>145</b>			<b>6</b>	<b>79</b>	<b>51</b>	<b>9</b>
<b>Total Closed Volume</b>	<b>32,372,573</b>	<b>100%</b>	<b>39.4</b>	<b>534.69K</b>	<b>13.65M</b>	<b>14.24M</b>	<b>3.95M</b>
<b>Average Closed Price</b>	<b>\$223,259</b>			<b>\$89,115</b>	<b>\$172,766</b>	<b>\$279,206</b>	<b>\$438,878</b>

# May 2019



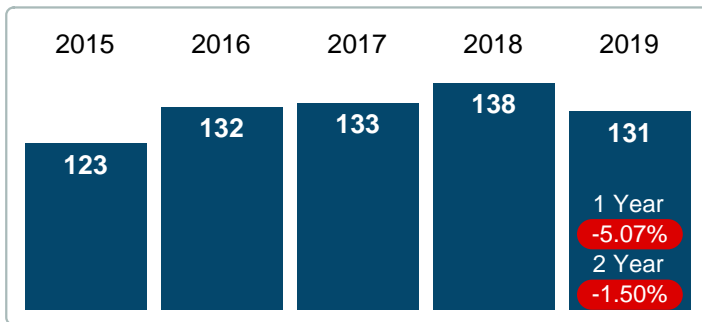
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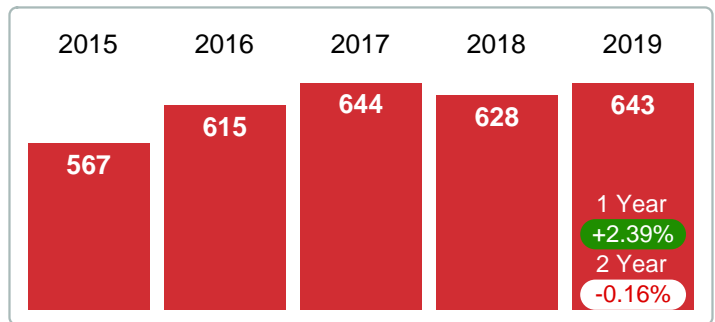
## PENDING LISTINGS

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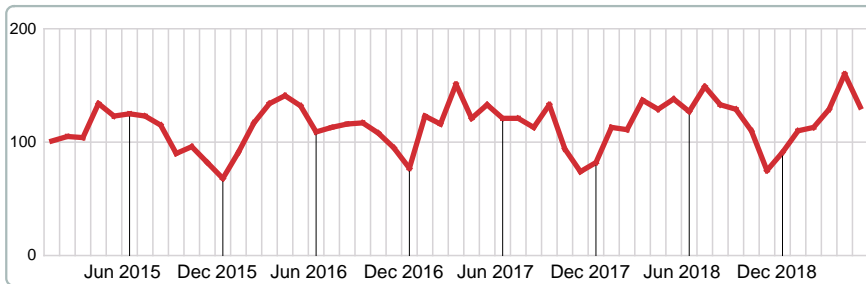
### MAY



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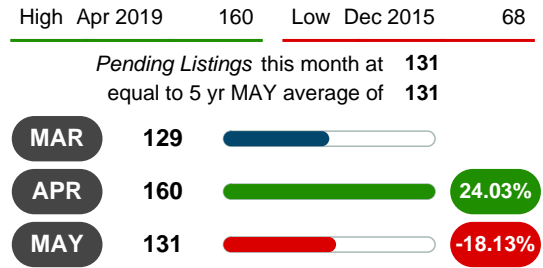


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 131



### 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	5	3.82%	35.4	1	4	0	0
\$75,001 - \$125,000	22	16.79%	27.3	2	19	1	0
\$125,001 - \$150,000	16	12.21%	30.3	1	11	4	0
\$150,001 - \$200,000	31	23.66%	48.8	0	28	3	0
\$200,001 - \$300,000	27	20.61%	40.3	0	13	13	1
\$300,001 - \$375,000	11	8.40%	32.7	0	2	8	1
\$375,001 and up	19	14.50%	51.6	0	1	14	4
<b>Total Pending Units</b>	<b>131</b>			<b>4</b>	<b>78</b>	<b>43</b>	<b>6</b>
<b>Total Pending Volume</b>	<b>30,399,445</b>	<b>100%</b>	<b>39.3</b>	<b>329.90K</b>	<b>12.96M</b>	<b>13.85M</b>	<b>3.25M</b>
<b>Average Listing Price</b>	<b>\$234,859</b>			<b>\$82,475</b>	<b>\$166,185</b>	<b>\$322,154</b>	<b>\$542,417</b>

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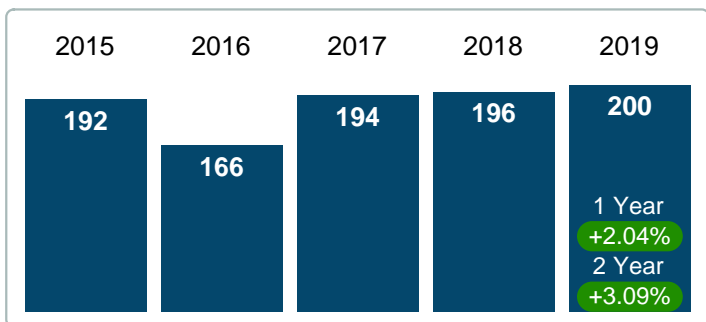
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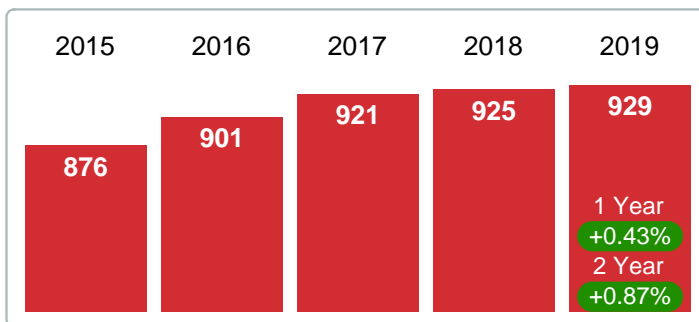
## NEW LISTINGS

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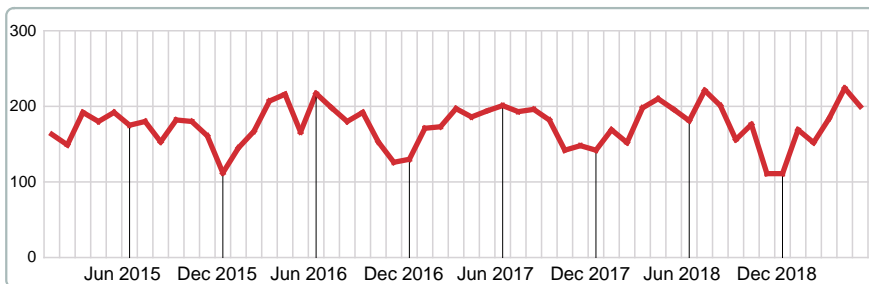
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 190

High Apr 2019 224 Low Dec 2018 111

New Listings this month at **200**  
above the 5 yr MAY average of **190**



### 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	17	8.50%	5	10	2	0
\$100,001 - \$125,000	14	7.00%	3	9	2	0
\$125,001 - \$175,000	44	22.00%	1	35	8	0
\$175,001 - \$250,000	50	25.00%	2	29	19	0
\$250,001 - \$325,000	27	13.50%	0	14	11	2
\$325,001 - \$450,000	27	13.50%	0	8	15	4
\$450,001 and up	21	10.50%	0	1	11	9
<b>Total New Listed Units</b>	<b>200</b>		<b>11</b>	<b>106</b>	<b>68</b>	<b>15</b>
<b>Total New Listed Volume</b>	<b>58,572,299</b>	<b>100%</b>	<b>1.22M</b>	<b>20.52M</b>	<b>21.79M</b>	<b>15.04M</b>
<b>Average New Listed Listing Price</b>	<b>\$236,839</b>		<b>\$110,527</b>	<b>\$193,614</b>	<b>\$320,479</b>	<b>\$1,002,722</b>

# May 2019



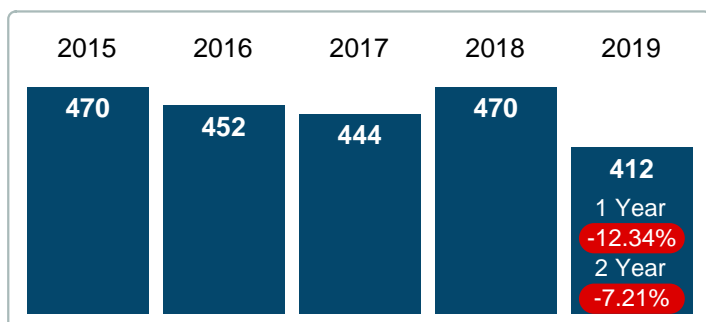
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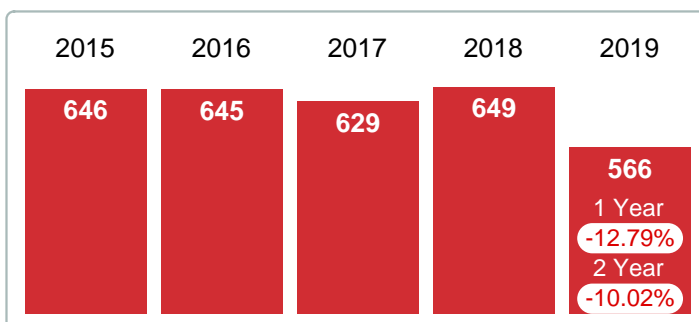
## ACTIVE INVENTORY

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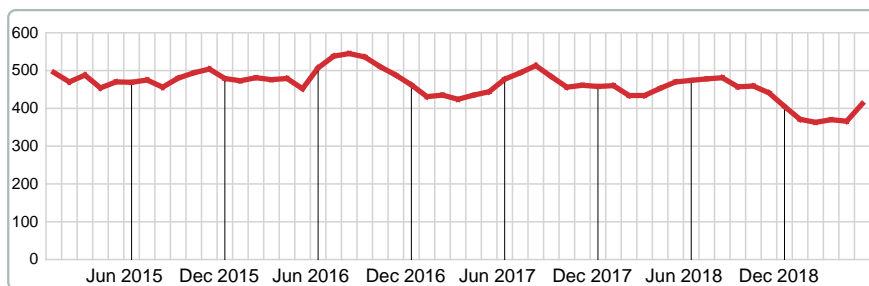
### END OF MAY



### ACTIVE DURING MAY

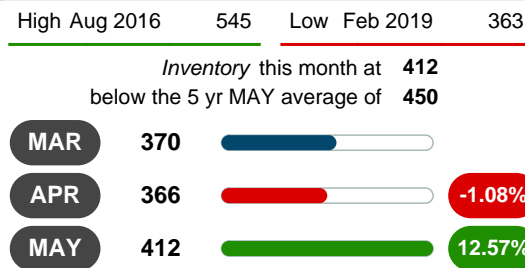


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 450



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	40	9.71%	77.5	10	24	6	0
\$125,001 - \$150,000	39	9.47%	45.7	1	29	7	2
\$150,001 - \$175,000	45	10.92%	48.0	0	29	16	0
\$175,001 - \$300,000	129	31.31%	52.9	4	61	60	4
\$300,001 - \$375,000	50	12.14%	63.9	0	19	24	7
\$375,001 - \$525,000	67	16.26%	66.9	0	12	40	15
\$525,001 and up	42	10.19%	68.0	0	6	13	23
<b>Total Active Inventory by Units</b>	<b>412</b>			<b>15</b>	<b>180</b>	<b>166</b>	<b>51</b>
<b>Total Active Inventory by Volume</b>	<b>139,481,759</b>	<b>100%</b>	<b>59.2</b>	<b>1.80M</b>	<b>41.61M</b>	<b>53.50M</b>	<b>42.57M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$338,548</b>			<b>\$120,320</b>	<b>\$231,167</b>	<b>\$322,284</b>	<b>\$834,663</b>

# May 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 MAY

2015	2016	2017	2018	2019

### INDICATORS FOR MAY 2019

Inventory	Closed	Absorption	MSI	MSI %
412	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 MAY AVG = inf

High May 2019	inf	Low May 2019	inf
Months Supply this month at inf equal to 5 yr MAY average of inf			
MAR	inf		%
APR	inf		%
MAY	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	40	9.71%	1.36	1.67	1.21	1.85	0.00
\$125,001 - \$150,000	39	9.47%	2.52	1.20	2.18	6.00	12.00
\$150,001 - \$175,000	45	10.92%	2.81	0.00	2.40	4.68	0.00
\$175,001 - \$300,000	129	31.31%	3.46	24.00	2.92	4.04	2.82
\$300,001 - \$375,000	50	12.14%	4.55	0.00	7.60	3.51	5.25
\$375,001 - \$525,000	67	16.26%	9.69	0.00	13.09	9.60	8.18
\$525,001 and up	42	10.19%	13.26	0.00	72.00	8.67	14.53
Market Supply of Inventory (MSI)			3.45	1.96	2.58	4.72	7.46
Total Active Inventory by Units		100%	3.45	15	180	166	51

# May 2019



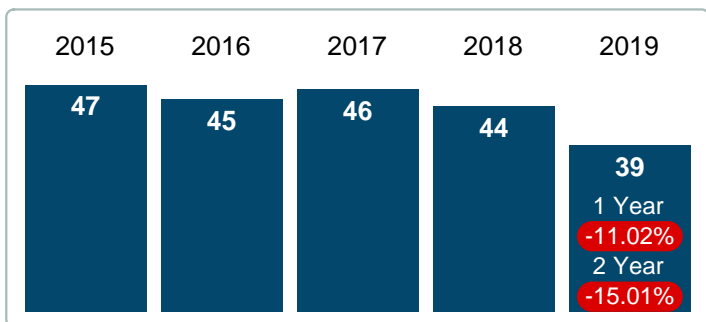
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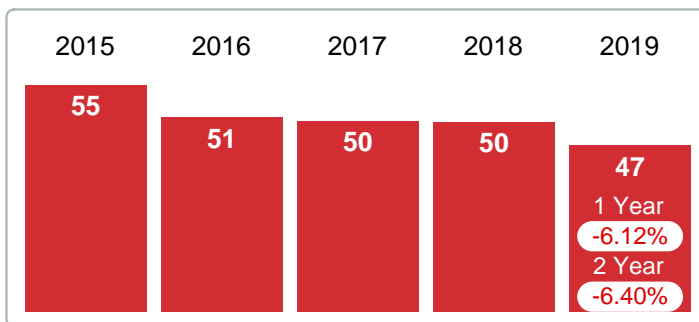
## AVERAGE DAYS ON MARKET TO SALE

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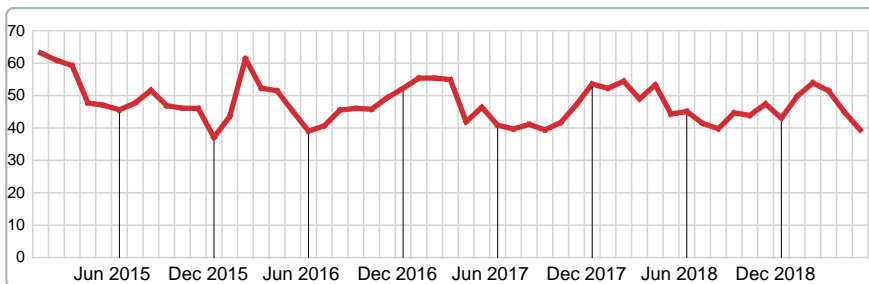
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

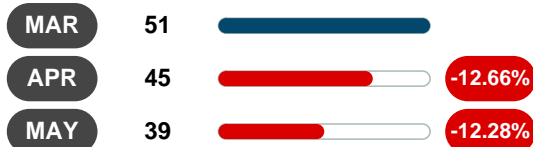


### 3 MONTHS

5 year MAY AVG = 44

High Jan 2015 63 Low Dec 2015 37

Average Days on Market to Sale this month at 39 below the 5 yr MAY average of 44



### 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
\$100,000 and less	9.66%	26	42	17	39	0
\$100,001 - \$125,000	6.90%	29	0	30	20	0
\$125,001 - \$150,000	8.28%	39	91	36	18	0
\$150,001 - \$225,000	35.86%	37	31	35	41	0
\$225,001 - \$300,000	16.55%	53	0	36	83	9
\$300,001 - \$350,000	8.28%	49	0	31	64	7
\$350,001 and up	14.48%	39	0	20	27	80
Average Closed DOM		39	48	32	48	48
Total Closed Units	100%	39	6	79	51	9
Total Closed Volume		32,372,573	534.69K	13.65M	14.24M	3.95M

# May 2019



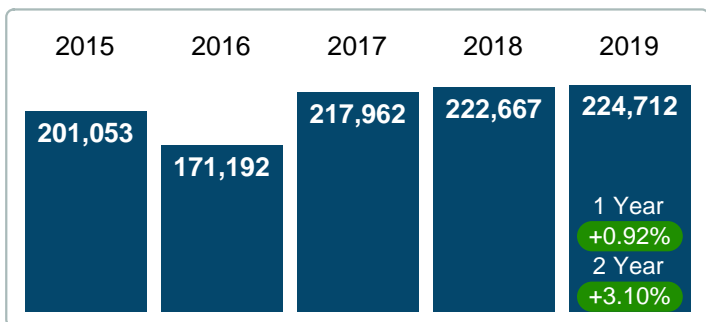
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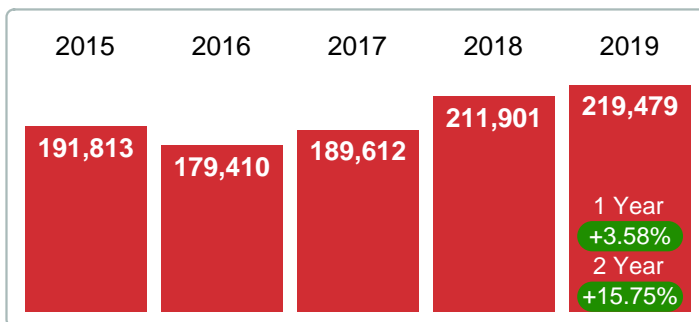
## AVERAGE LIST PRICE AT CLOSING

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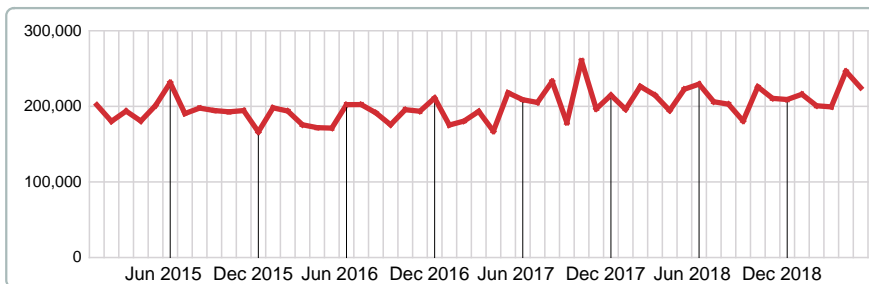
### MAY



### YEAR TO DATE (YTD)

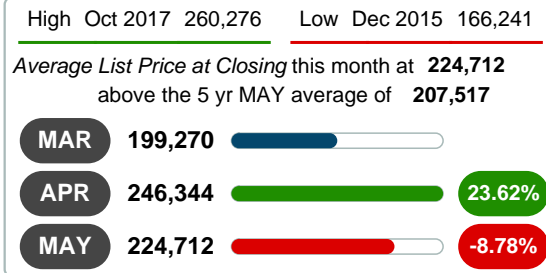


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 207,517



### 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
\$100,000 and less	10.34%	60,560	56,350	68,333	75,000	0
\$100,001 - \$125,000	6.21%	113,789	0	109,867	108,200	0
\$125,001 - \$150,000	8.97%	140,197	135,000	142,026	140,000	0
\$150,001 - \$225,000	35.17%	186,287	50,000	181,979	196,453	0
\$225,001 - \$300,000	15.86%	255,795	0	265,898	247,260	264,950
\$300,001 - \$350,000	8.97%	330,500	0	331,500	327,962	349,900
\$350,001 and up	14.48%	435,604	0	369,900	400,859	552,980
<b>Average List Price</b>		<b>224,712</b>	<b>68,400</b>	<b>174,671</b>	<b>281,945</b>	<b>443,844</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>224,712</b>	<b>6</b>	<b>79</b>	<b>51</b>	<b>9</b>
<b>Total Closed Volume</b>		<b>32,583,176</b>	<b>410.40K</b>	<b>13.80M</b>	<b>14.38M</b>	<b>3.99M</b>



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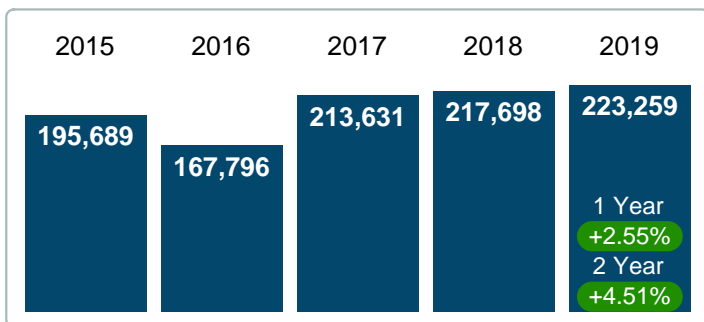
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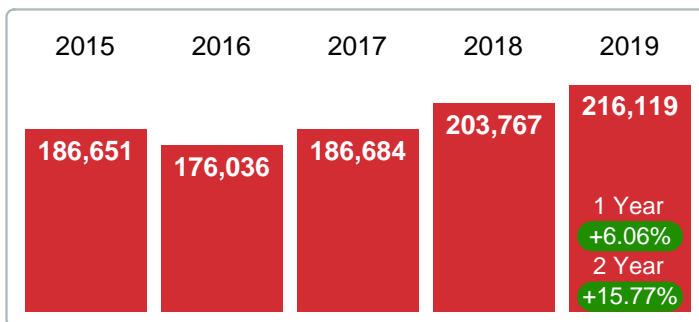
## AVERAGE SOLD PRICE AT CLOSING

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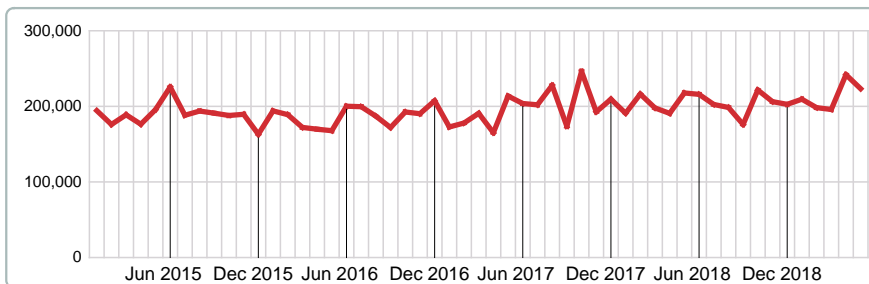
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

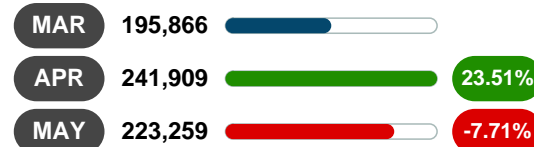


### 3 MONTHS

5 year MAY AVG = 203,615

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

Average Sold Price at Closing this month at **223,259** above the 5 yr MAY average of **203,615**



### 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
\$100,000 and less	9.66%	60,685	45,673	68,044	54,500	0
\$100,001 - \$125,000	6.90%	115,921	0	116,778	108,205	0
\$125,001 - \$150,000	8.28%	141,363	135,000	142,136	140,001	0
\$150,001 - \$225,000	35.86%	183,452	217,000	178,534	193,020	0
\$225,001 - \$300,000	16.55%	254,883	0	260,148	246,950	262,950
\$300,001 - \$350,000	8.28%	327,604	0	322,875	323,200	349,950
\$350,001 and up	14.48%	432,356	0	369,000	399,092	544,820
<b>Average Sold Price</b>		<b>223,259</b>	<b>89,115</b>	<b>172,766</b>	<b>279,206</b>	<b>438,878</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>223,259</b>	<b>6</b>	<b>79</b>	<b>51</b>	<b>9</b>
<b>Total Closed Volume</b>		<b>32,372,573</b>	<b>534.69K</b>	<b>13.65M</b>	<b>14.24M</b>	<b>3.95M</b>

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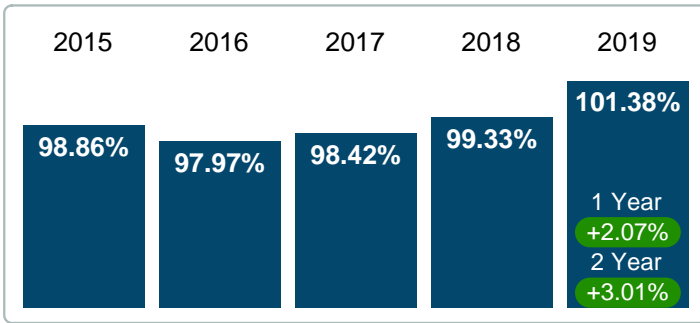
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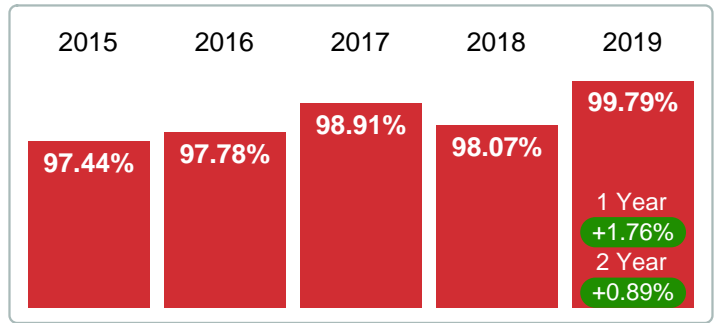
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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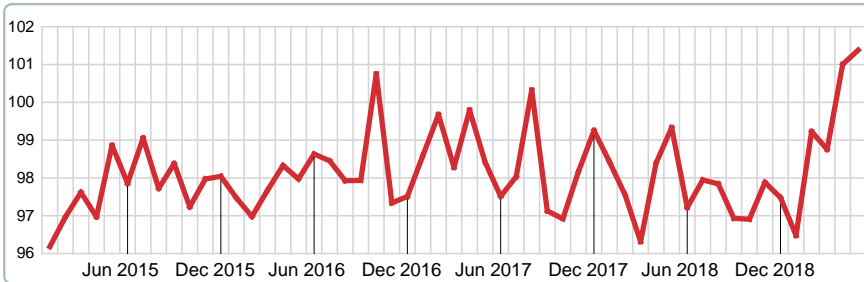
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

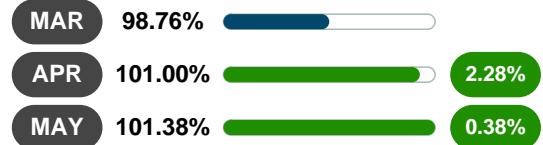


### 3 MONTHS

5 year MAY AVG = 99.19%

High May 2019 101.38% Low Jan 2015 96.18%

Average Sold/List Ratio this month at **101.38%** above the 5 yr MAY average of **99.19%**



## 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
\$100,000 and less	14	9.66%	91.57%	77.74%	99.81%	72.67%	0.00%
\$100,001 - \$125,000	10	6.90%	113.46%	0.00%	114.95%	100.00%	0.00%
\$125,001 - \$150,000	12	8.28%	100.07%	100.00%	100.08%	100.00%	0.00%
\$150,001 - \$225,000	52	35.86%	104.66%	434.00%	98.15%	98.35%	0.00%
\$225,001 - \$300,000	24	16.55%	98.89%	0.00%	97.95%	99.92%	99.38%
\$300,001 - \$350,000	12	8.28%	98.61%	0.00%	97.42%	98.56%	100.01%
\$350,001 and up	21	14.48%	99.24%	0.00%	99.76%	99.53%	98.28%
Average Sold/List Ratio		101.40%		140.83%	100.47%	98.60%	98.91%
Total Closed Units	145	100%	101.40%	6	79	51	9
Total Closed Volume	32,372,573			534.69K	13.65M	14.24M	3.95M

# May 2019



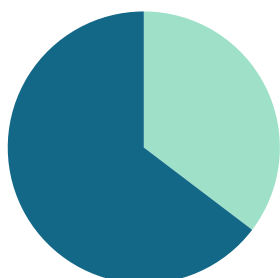
Area Delimited by County Of Rogers - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

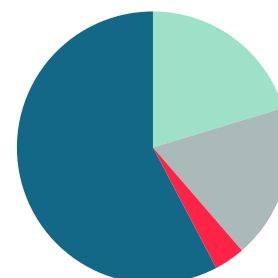


**Inventory**  
 New Listings  
**200 = 35.34%**  
 Start Inventory  
**366**  
 Total Inventory Units  
**566**  
 Volume  
**\$177,861,666**

### Market Activity

Closed Sales  
**145 = 20.31%**  
 Pending Sales  
**131 = 18.35%**  
 Other Off Market  
**26 = 3.64%**  
 Active Inventory  
**412 = 57.70%**

### MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	146	145	-0.68%	542	547	0.92%
Pending Sales	138	131	-5.07%	628	643	2.39%
New Listings	196	200	2.04%	925	929	0.43%
Average List Price	222,667	224,712	0.92%	211,901	219,479	3.58%
Average Sale Price	217,698	223,259	2.55%	203,767	216,119	6.06%
Average Percent of Selling Price to List Price	99.33%	101.38%	2.07%	98.07%	99.79%	1.76%
Average Days on Market to Sale	44.29	39.41	-11.02%	49.98	46.92	-6.12%
Monthly Inventory	470	412	-12.34%	470	412	-12.34%
Months Supply of Inventory	4.21	3.45	-17.97%	4.21	3.45	-17.97%

**Absorption:** Last 12 months, an Average of **119** Sales/Month

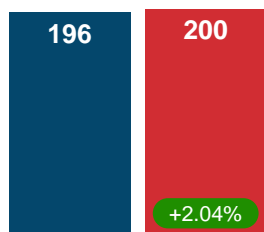
**Inventory** on May 31, 2019 = **412**

**2018** **2019**

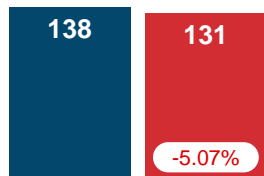
### MAY MARKET

### AVERAGE PRICES

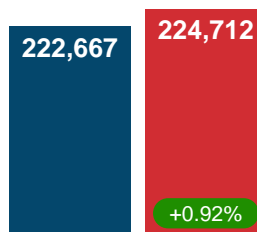
#### New Listings



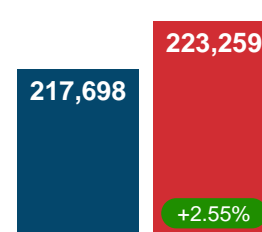
#### Pending Listings



#### List Price



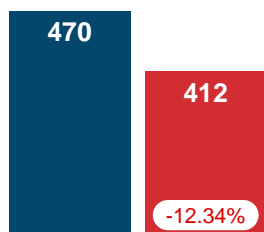
#### Sale Price



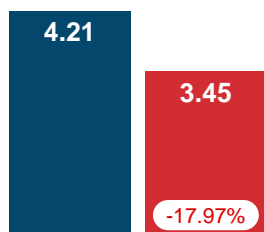
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

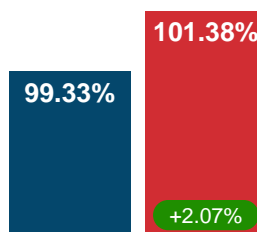
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

