



## December 2018

Area Delimited by County Of Rogers

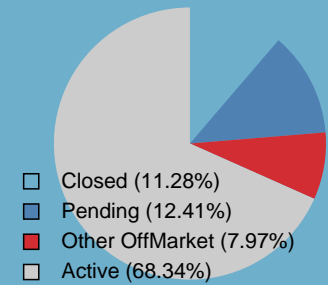


### MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2019 for MLS Technology Inc.

Compared Metrics	December		
	2017	2018	+/-%
Closed Listings	103	99	-3.88%
Pending Listings	93	109	17.20%
New Listings	168	170	1.19%
Average List Price	194,518	193,795	-0.37%
Average Sale Price	189,079	187,790	-0.68%
Average Percent of List Price to Selling Price	97.70%	96.87%	-0.85%
Average Days on Market to Sale	54.17	41.07	-24.19%
End of Month Inventory	750	600	-20.00%
Months Supply of Inventory	5.96	4.62	-22.46%

#### MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **130** Sales/Month  
**Active Inventory** as of December 31, 2018 = **600**

#### Analysis Wrap-Up

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

The total housing inventory at the end of December 2018 decreased **20.00%** to 600 existing homes available for sale. Over the last 12 months this area has had an average of 130 closed sales per month. This represents an unsold inventory index of **4.62** 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 **0.68%** in December 2018 to \$187,790 versus the previous year at \$189,079.

##### Average Days on Market Shortens

The average number of **41.07** days that homes spent on the market before selling decreased by 13.10 days or **24.19%** in December 2018 compared to last year's same month at **54.17** DOM.

##### Sales Success for December 2018 is Positive

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

There were 170 New Listings in December 2018, up **1.19%** from last year at 168. Furthermore, there were 99 Closed Listings this month versus last year at 103, a **-3.88%** decrease.

Closed versus Listed trends yielded a **58.2%** ratio, down from previous year's, December 2017, at **61.3%**, a **5.01%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

#### What's in this Issue

<b>Closed Listings</b>	<b>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average Percent of List Price to Selling Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</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?

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**Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.**



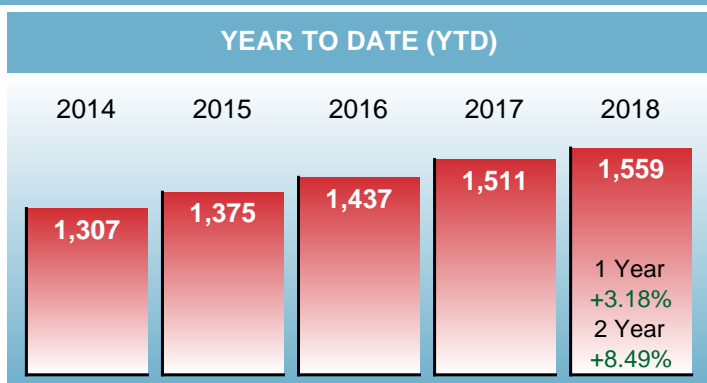
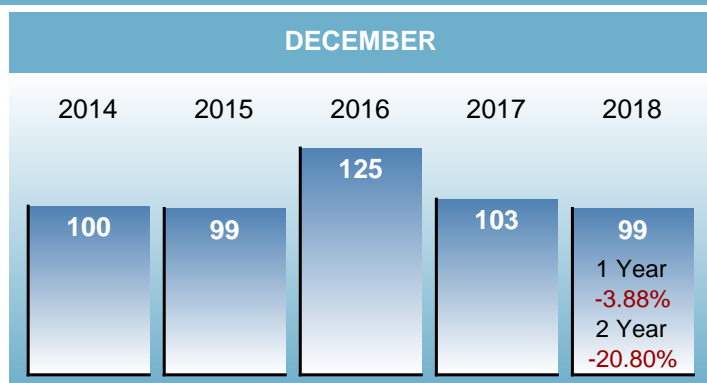
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### CLOSED LISTINGS

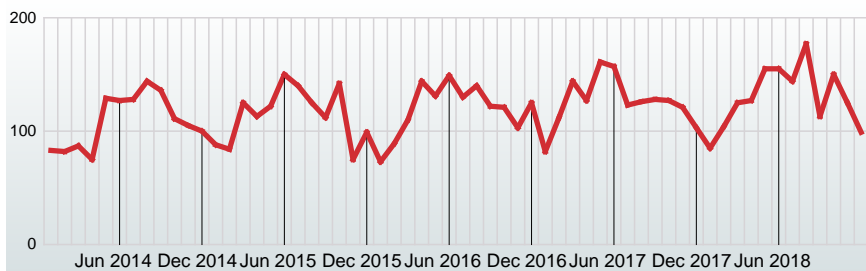
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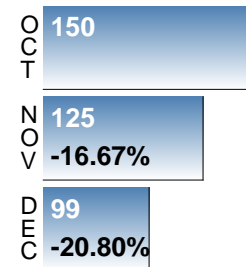
#### 5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 105

3 MONTHS



**High**  
Aug 2018 = 177  
**Low**  
Jan 2016 = 73  
*Closed Listings*  
this month at **99**,  
below the 5 yr DEC  
average of **105**



#### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	4.04%	16.0	4	0	0	0
\$25,001 - \$75,000	16	16.16%	27.9	6	10	0	0
\$75,001 - \$100,000	15	15.15%	11.1	1	13	1	0
\$100,001 - \$175,000	25	25.25%	48.1	1	21	3	0
\$175,001 - \$250,000	16	16.16%	54.4	0	10	6	0
\$250,001 - \$375,000	13	13.13%	65.4	0	4	8	1
\$375,001 and up	10	10.10%	46.6	0	1	6	3
<b>Total Closed Units</b>	<b>99</b>			<b>12</b>	<b>59</b>	<b>24</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>18,591,246</b>	<b>100%</b>	<b>41.1</b>	<b>551.23K</b>	<b>8.07M</b>	<b>7.51M</b>	<b>2.46M</b>
<b>Average Closed Price</b>	<b>\$187,790</b>			<b>\$45,936</b>	<b>\$136,794</b>	<b>\$312,800</b>	<b>\$615,500</b>

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Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com



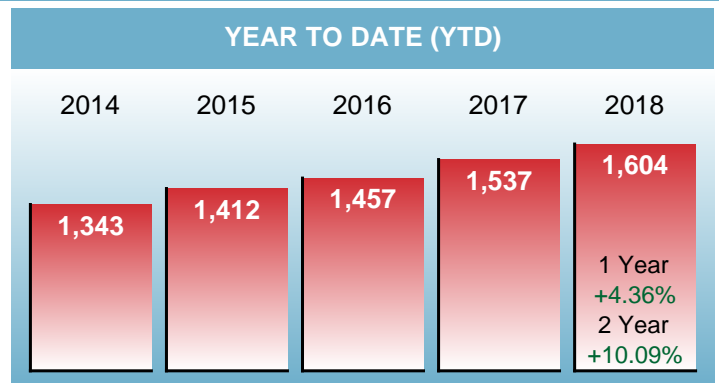
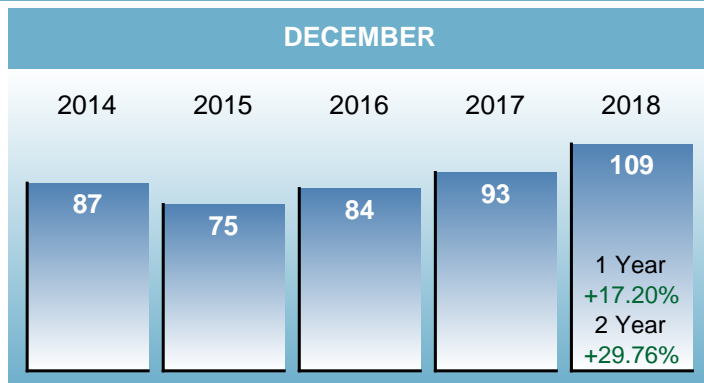
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## PENDING LISTINGS

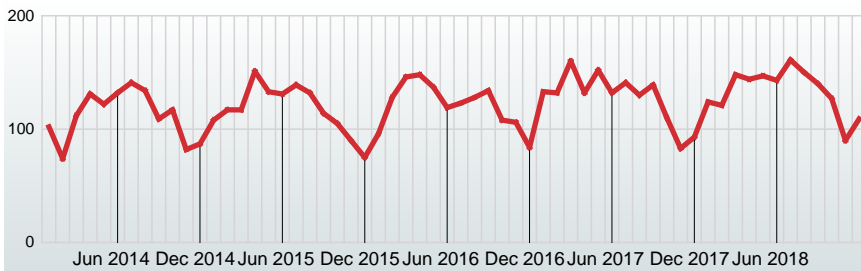
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 90

3 MONTHS



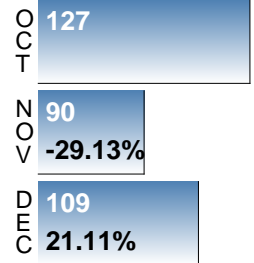
#### High

Jul 2018 = 161

#### Low

Feb 2014 = 74

Pending Listings this month at **109**, above the 5 yr DEC average of **90**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	5.50%	32.7	3	3	0	0
\$50,001 - \$75,000	9	8.26%	18.8	2	7	0	0
\$75,001 - \$125,000	23	21.10%	33.4	3	17	3	0
\$125,001 - \$175,000	16	14.68%	46.3	1	13	1	1
\$175,001 - \$275,000	26	23.85%	47.3	0	15	10	1
\$275,001 - \$425,000	17	15.60%	57.1	1	5	10	1
\$425,001 and up	12	11.01%	89.9	2	2	4	4
<b>Total Pending Units</b>	<b>109</b>			<b>12</b>	<b>62</b>	<b>28</b>	<b>7</b>
<b>Total Pending Volume</b>	<b>23,709,157</b>	<b>100%</b>	<b>25.8</b>	<b>2.01M</b>	<b>9.94M</b>	<b>8.21M</b>	<b>3.55M</b>
<b>Average Listing Price</b>	<b>\$200,187</b>			<b>\$167,423</b>	<b>\$160,303</b>	<b>\$293,086</b>	<b>\$507,843</b>

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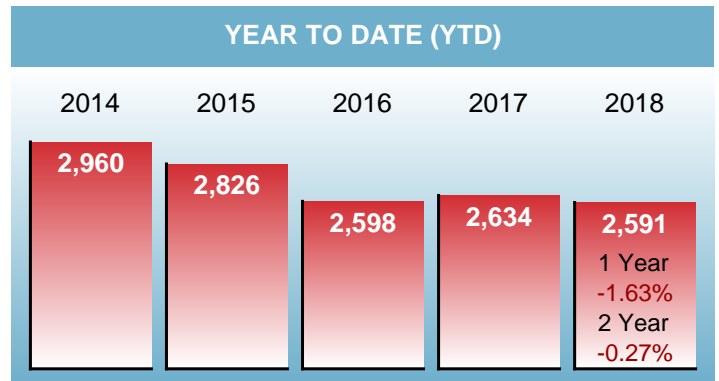
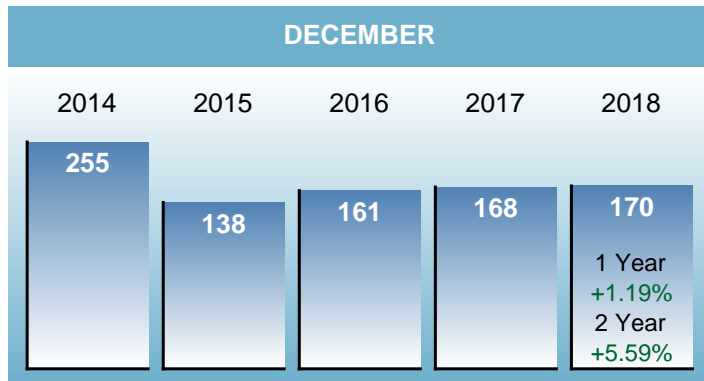
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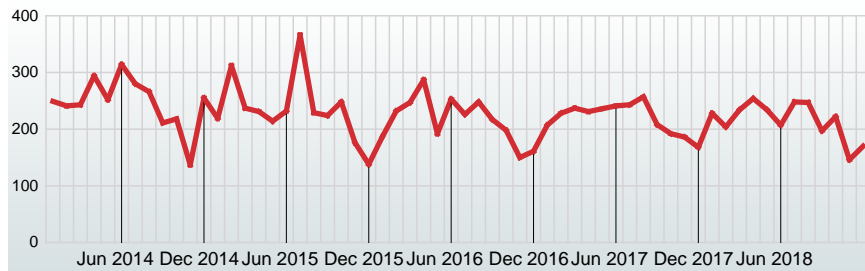
## NEW LISTINGS

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### 5 YEAR MARKET ACTIVITY TRENDS

**5yr DEC AVG = 178**      **3 MONTHS**



**High**  
Jul 2015 = 366  
**Low**  
Nov 2014 = 137  
*New Listings*  
this month at **170**,  
below the 5 yr DEC  
average of **178**

OCT	222
NOV	146
DEC	170
	<b>-34.23%</b>
	<b>16.44%</b>

### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	16	9.41%	11	5	0	0
\$60,001 - \$70,000	3	1.76%	0	3	0	0
\$70,001 - \$90,000	43	25.29%	37	5	1	0
\$90,001 - \$180,000	43	25.29%	9	22	9	3
\$180,001 - \$290,000	26	15.29%	3	12	10	1
\$290,001 - \$390,000	21	12.35%	2	5	12	2
\$390,001 and up	18	10.59%	4	5	7	2
<b>Total New Listed Units</b>	<b>170</b>		<b>66</b>	<b>57</b>	<b>39</b>	<b>8</b>
<b>Total New Listed Volume</b>	<b>33,761,373</b>	<b>100%</b>	<b>8.38M</b>	<b>10.12M</b>	<b>11.70M</b>	<b>3.56M</b>
<b>Average New Listed Listing Price</b>	<b>\$113,252</b>		<b>\$127,039</b>	<b>\$177,505</b>	<b>\$299,980</b>	<b>\$444,975</b>

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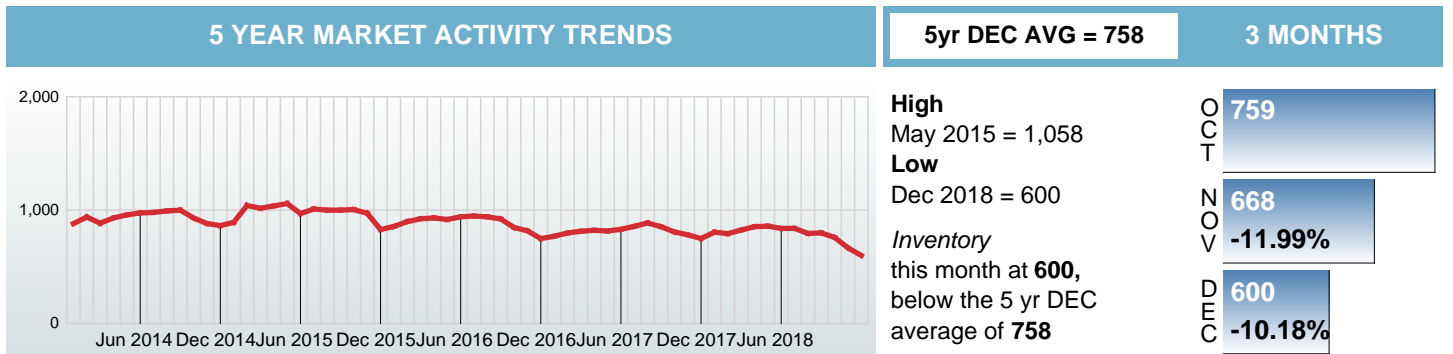
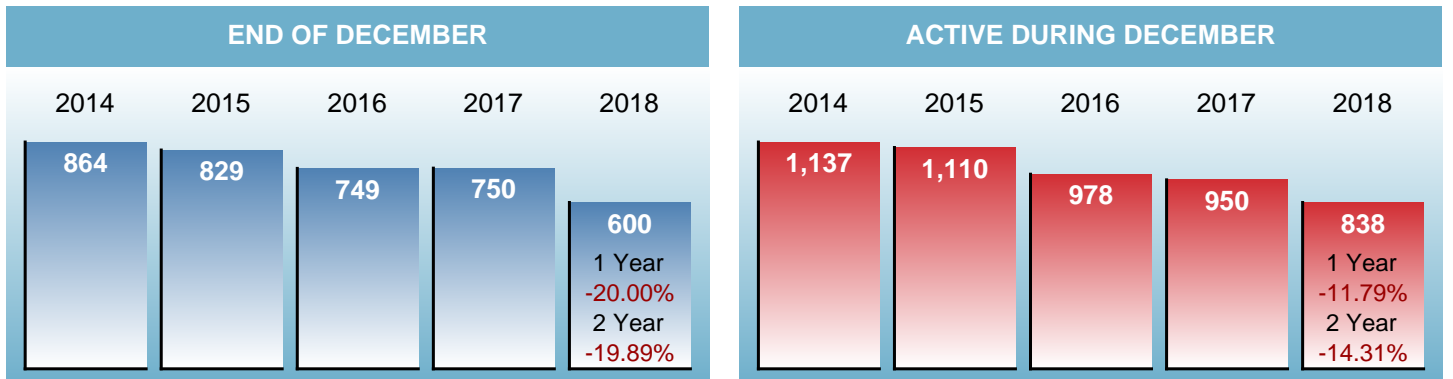
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## ACTIVE INVENTORY

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## INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	41	6.83%	83.0	40	0	1	0
\$25,001 - \$75,000	85	14.17%	106.1	79	6	0	0
\$75,001 - \$125,000	77	12.83%	65.3	44	25	7	1
\$125,001 - \$225,000	161	26.83%	75.9	29	86	39	7
\$225,001 - \$325,000	93	15.50%	86.3	15	26	45	7
\$325,001 - \$500,000	81	13.50%	84.5	11	19	41	10
\$500,001 and up	62	10.33%	100.7	18	7	13	24
<b>Total Active Inventory by Units</b>	600			236	169	146	49
<b>Total Active Inventory by Volume</b>	160,081,334	100%	84.7	42.23M	38.09M	46.23M	33.54M
<b>Average Active Inventory Listing Price</b>	\$266,802			\$178,923	\$225,374	\$316,644	\$684,434

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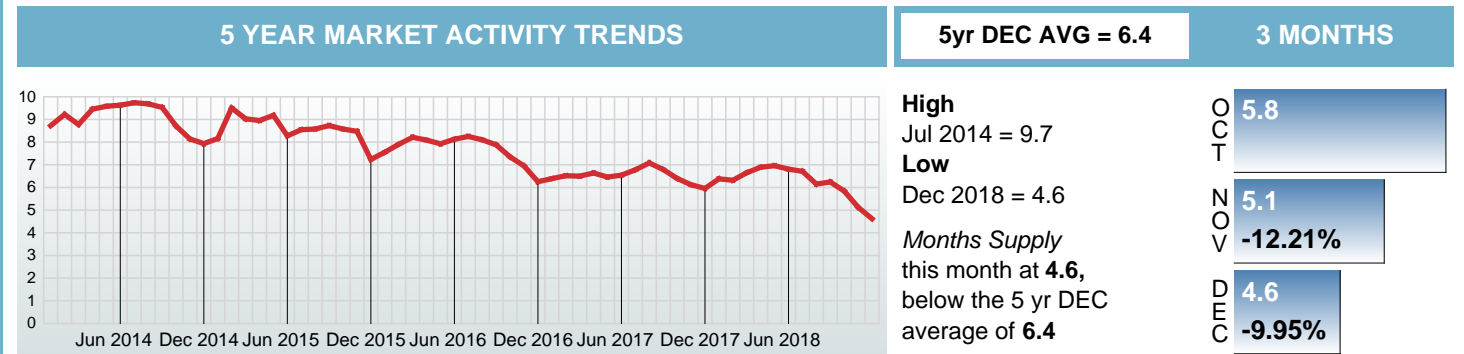
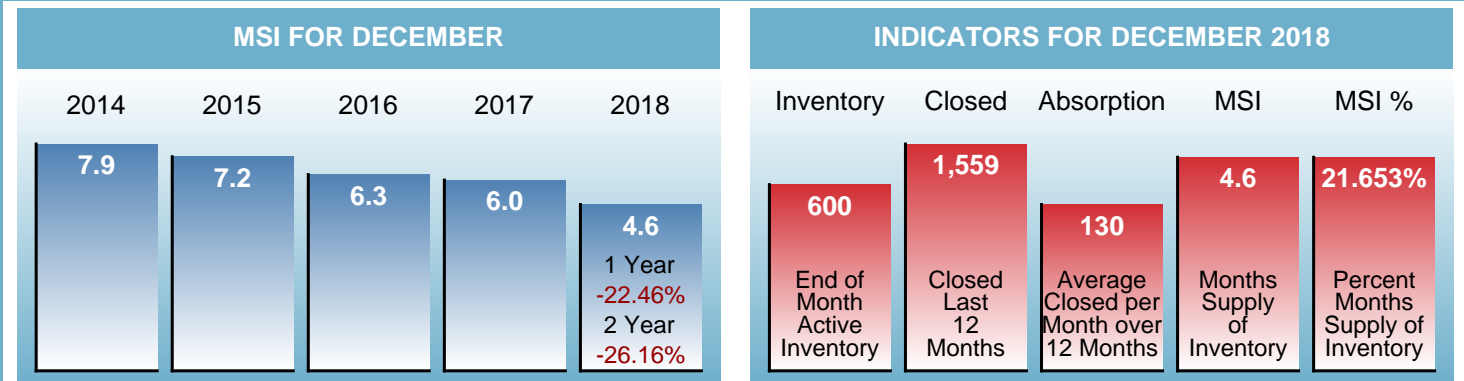
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## MONTHS SUPPLY of INVENTORY (MSI)

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MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE								
Distribution of Active Inventory by Price Range and MSI			%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	41		6.83%	7.8	9.4	0.0	12.0	0.0
\$25,001 - \$75,000	85		14.17%	6.5	11.6	1.1	0.0	0.0
\$75,001 - \$125,000	77		12.83%	3.5	10.6	1.8	2.3	4.0
\$125,001 - \$225,000	161		26.83%	3.0	12.0	2.2	3.2	10.5
\$225,001 - \$325,000	93		15.50%	4.4	60.0	2.9	4.6	4.0
\$325,001 - \$500,000	81		13.50%	7.0	16.5	12.0	5.5	5.2
\$500,001 and up	62		10.33%	16.9	108.0	84.0	7.8	13.7
Market Supply of Inventory (MSI)	4.6		100%	4.6	12.6	2.4	4.2	7.6
Total Active Inventory by Units	600				236	169	146	49

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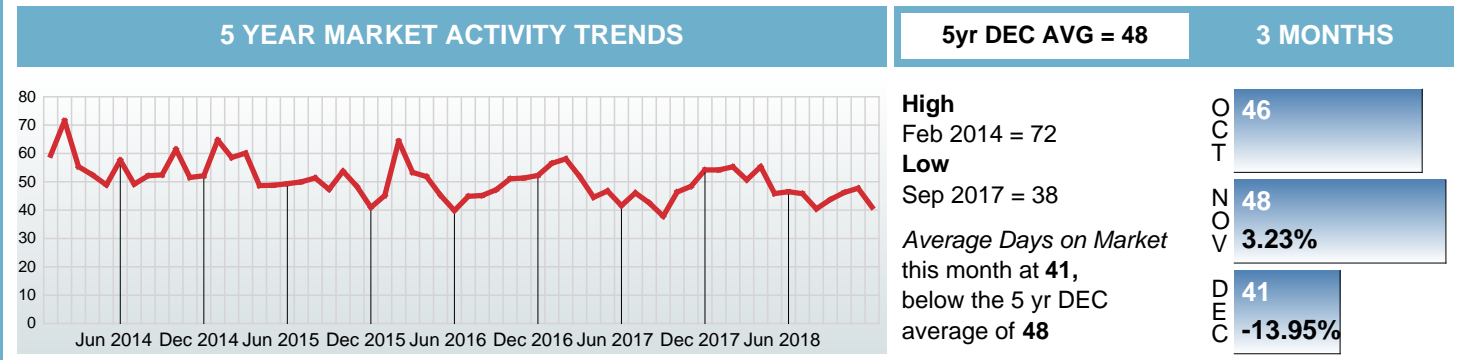
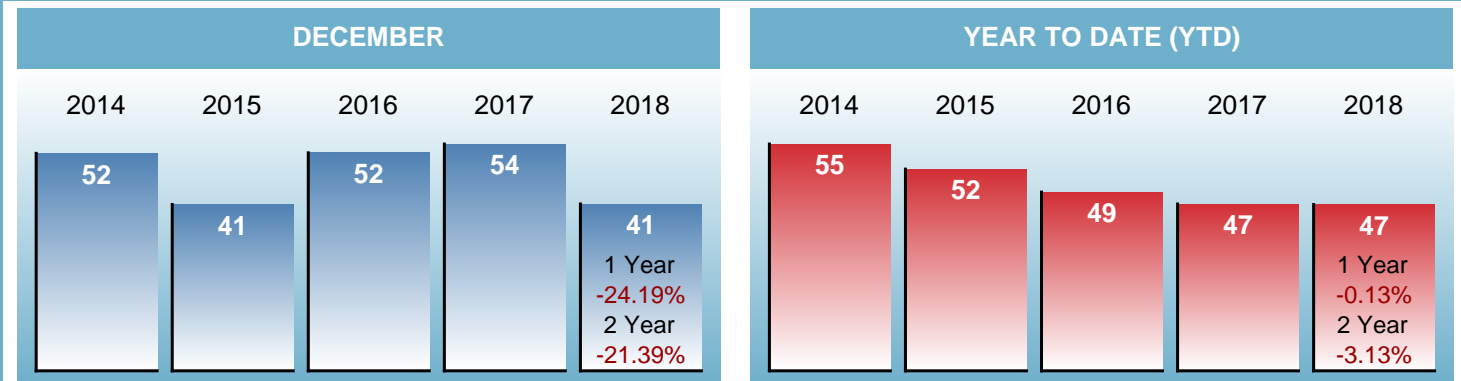
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## AVERAGE DAYS ON MARKET TO SALE

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### 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
\$25,000 and less	4	4.04%	16.0	0.0	0.0	0.0
\$25,001 - \$75,000	16	16.16%	36.0	23.0	0.0	0.0
\$75,001 - \$100,000	15	15.15%	52.0	8.8	1.0	0.0
\$100,001 - \$175,000	25	25.25%	100.0	41.9	74.0	0.0
\$175,001 - \$250,000	16	16.16%	0.0	52.4	57.8	0.0
\$250,001 - \$375,000	13	13.13%	0.0	74.0	65.1	33.0
\$375,001 and up	10	10.10%	0.0	1.0	26.7	101.7
<b>Average Closed DOM</b>		41.1	36.0	34.7	52.1	84.5
<b>Total Closed Units</b>	99	100%	12	59	24	4
<b>Total Closed Volume</b>	18,591,246		551.23K	8.07M	7.51M	2.46M

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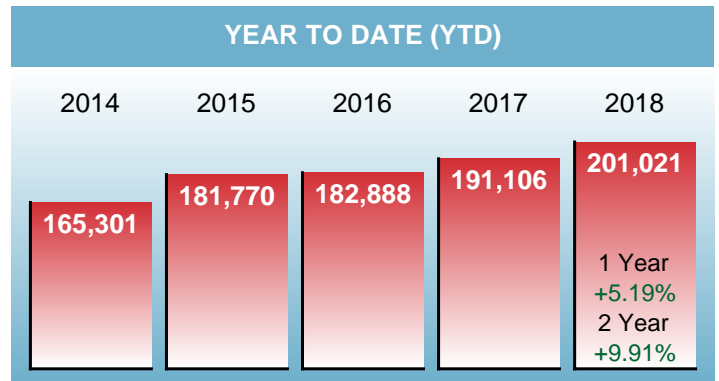
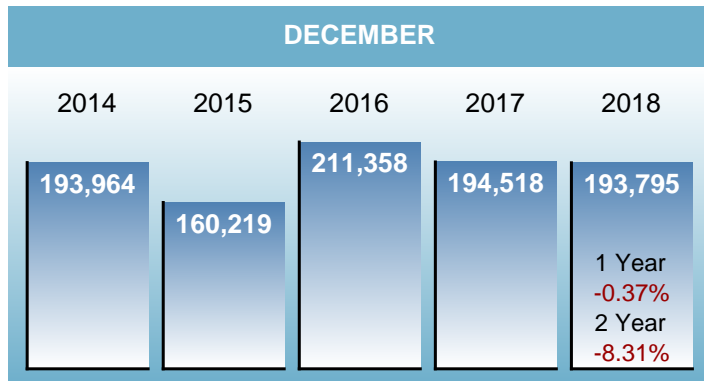
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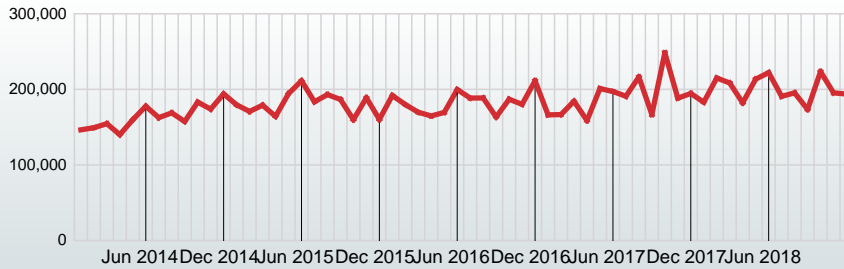
## AVERAGE LIST PRICE AT CLOSING

Report produced on Jan 11, 2019 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr DEC AVG = 190,771**      **3 MONTHS**



**High**  
Oct 2017 = 248,362  
**Low**  
Apr 2014 = 140,051  
*Average List Price*  
this month at **193,795**,  
above the 5 yr DEC  
average of **190,771**

OCT	223,448
NOV	195,362 -12.57%
DEC	193,795 -0.80%

### 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
\$25,000 and less	4	4.04%	17,975	17,975	0	0	0
\$25,001 - \$75,000	16	16.16%	51,813	41,838	57,798	0	0
\$75,001 - \$100,000	14	14.14%	87,824	86,500	88,476	94,360	0
\$100,001 - \$175,000	26	26.26%	135,433	200,000	132,440	154,500	0
\$175,001 - \$250,000	15	15.15%	212,724	0	212,127	216,433	0
\$250,001 - \$375,000	14	14.14%	305,866	0	286,350	320,466	319,000
\$375,001 and up	10	10.10%	606,101	0	445,000	536,502	799,000
Average List Price			193,795	50,786	139,340	318,300	679,000
Total Closed Units		100%	193,795	12	59	24	4
Total Closed Volume			19,185,705	609.43K	8.22M	7.64M	2.72M

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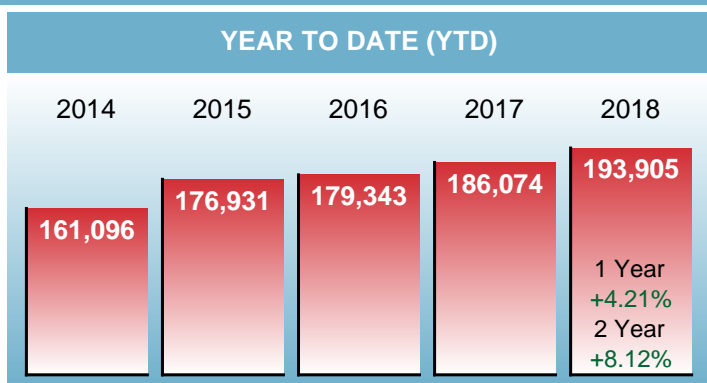
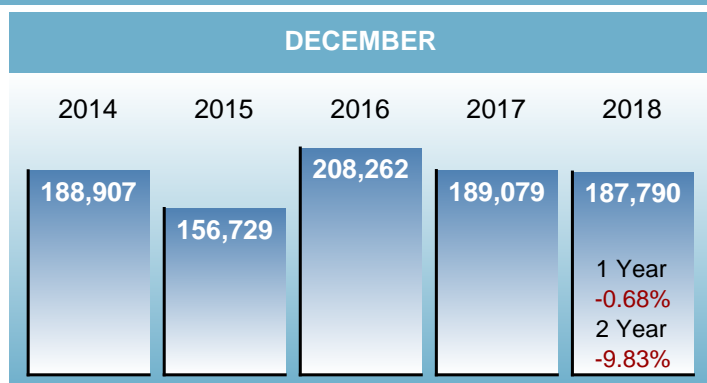
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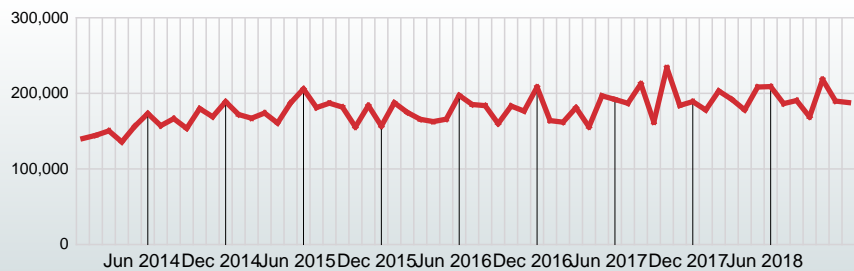
### AVERAGE SOLD PRICE AT CLOSING

Report produced on Jan 11, 2019 for MLS Technology Inc.



#### 5 YEAR MARKET ACTIVITY TRENDS

**5yr DEC AVG = 186,153**      **3 MONTHS**



**High**  
Oct 2017 = 233,942  
**Low**  
Apr 2014 = 135,757  
*Average Sold Price*  
this month at **187,790**,  
above the 5 yr DEC  
average of **186,153**

OCT	218,333
NOV	189,795 -13.07%
DEC	187,790 -1.06%

#### 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
\$25,000 and less	4	4.04%	16,500	16,500	0	0	0
\$25,001 - \$75,000	16	16.16%	49,157	36,704	56,628	0	0
\$75,001 - \$100,000	15	15.15%	87,868	90,000	87,205	94,360	0
\$100,001 - \$175,000	25	25.25%	133,845	175,000	129,744	148,833	0
\$175,001 - \$250,000	16	16.16%	209,829	0	208,437	212,150	0
\$250,001 - \$375,000	13	13.13%	303,441	0	279,225	314,479	312,000
\$375,001 and up	10	10.10%	577,260	0	445,000	529,600	716,667
<b>Average Sold Price</b>			187,790	45,936	136,794	312,800	615,500
<b>Total Closed Units</b>		100%	187,790	12	59	24	4
<b>Total Closed Volume</b>			18,591,246	551.23K	8.07M	7.51M	2.46M

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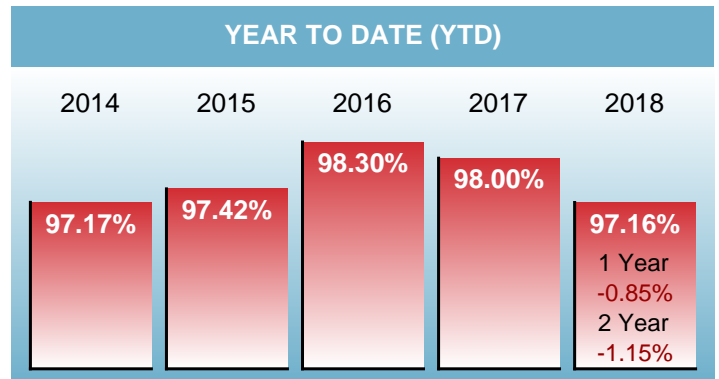
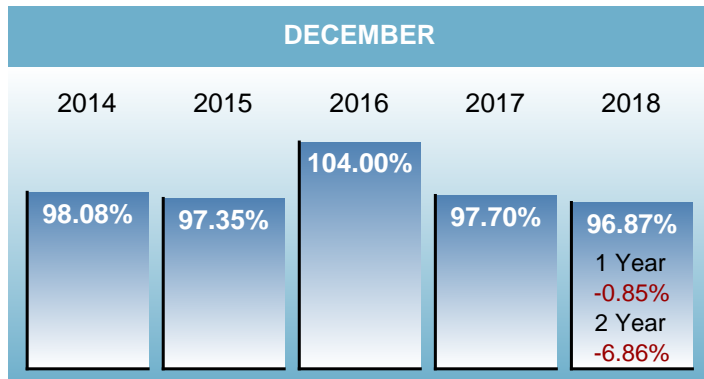
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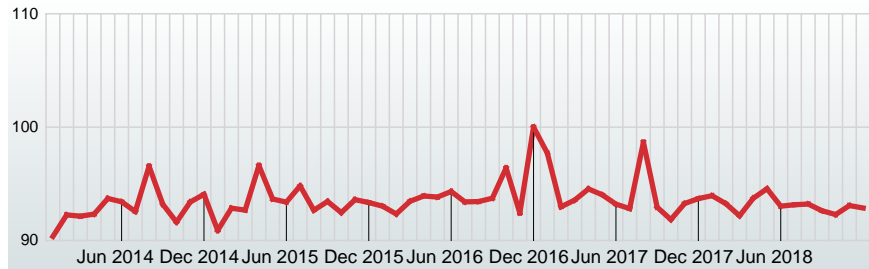


## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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### 5 YEAR MARKET ACTIVITY TRENDS



**5yr DEC AVG = 98.80%**      **3 MONTHS**

<b>High</b> Dec 2016 = 104.00%	<b>OCT</b> 96.29%
<b>Low</b> Jan 2014 = 94.36%	<b>NOV</b> 97.08%
<i>Average Sold/List Ratio</i> this month at <b>96.87%</b> , below the 5 yr DEC average of <b>98.80%</b>	<b>DEC</b> 96.87%
	<b>-0.22%</b>

### 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
\$25,000 and less	4	4.04%	90.46%	90.46%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	16	16.16%	93.83%	87.09%	97.88%	0.00%	0.00%
\$75,001 - \$100,000	15	15.15%	99.12%	104.05%	98.67%	100.00%	0.00%
\$100,001 - \$175,000	25	25.25%	97.38%	87.50%	97.99%	96.43%	0.00%
\$175,001 - \$250,000	16	16.16%	98.22%	0.00%	98.32%	98.05%	0.00%
\$250,001 - \$375,000	13	13.13%	97.90%	0.00%	97.44%	98.14%	97.81%
\$375,001 and up	10	10.10%	96.14%	0.00%	100.00%	98.45%	90.24%
<b>Average Sold/List Ratio</b>			96.90%	89.66%	98.17%	98.06%	92.13%
<b>Total Closed Units</b>		100%	96.90%	12	59	24	4
<b>Total Closed Volume</b>				551.23K	8.07M	7.51M	2.46M

Ready to Buy or Sell Real Estate?

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Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com



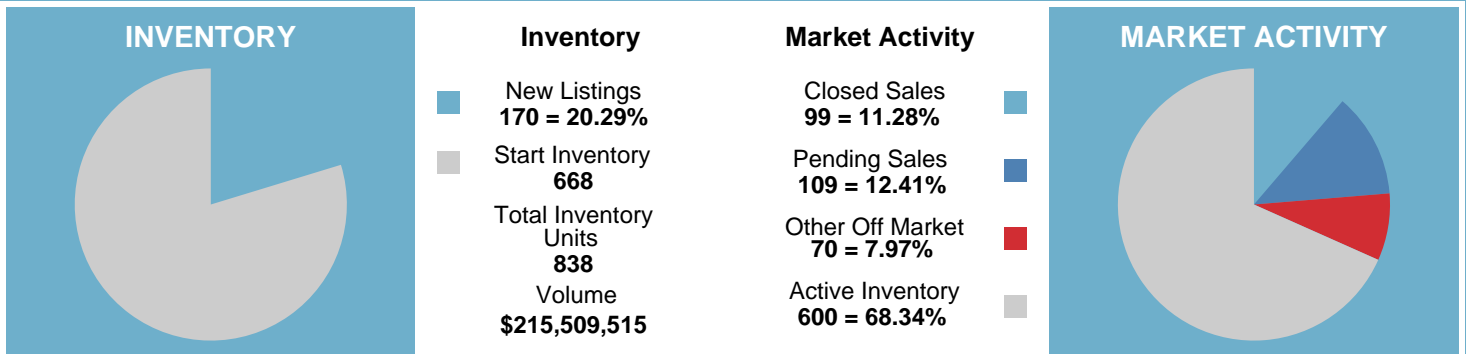
# December 2018

Area Delimited by County Of Rogers



## MARKET SUMMARY

Report produced on Jan 11, 2019 for MLS Technology Inc.

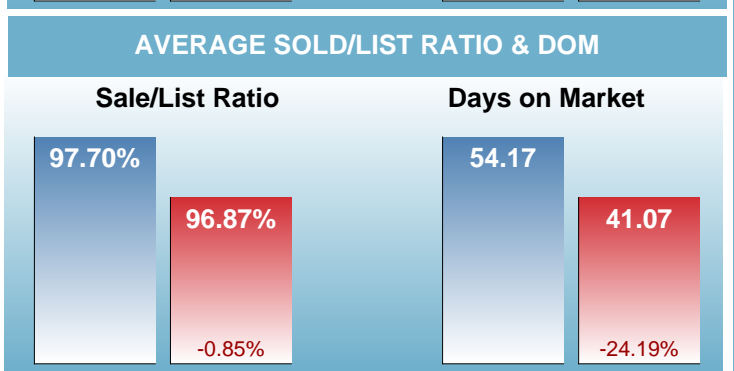
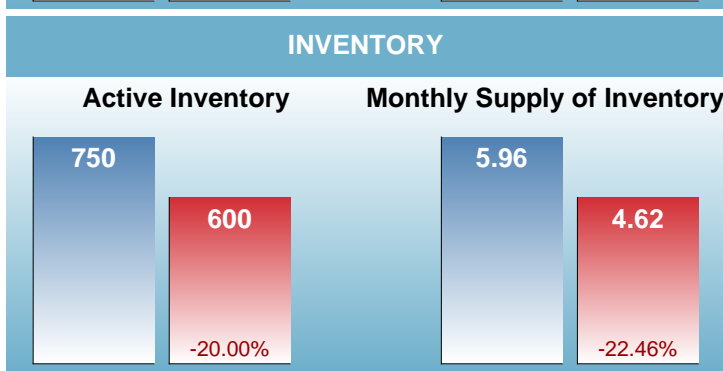
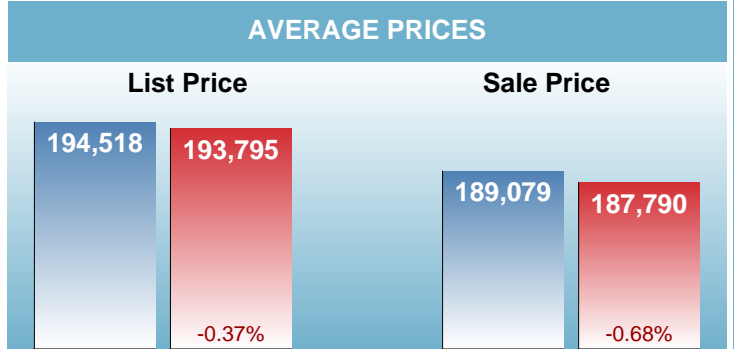
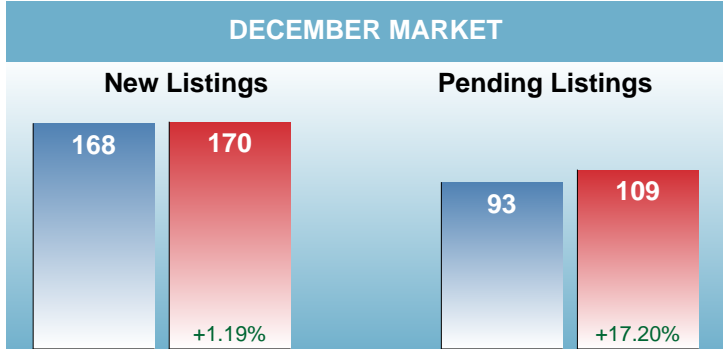


Compared Metrics	December			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	103	99	-3.88%	1,511	1,559	3.18%
Pending Sales	93	109	17.20%	1,537	1,604	4.36%
New Listings	168	170	1.19%	2,634	2,591	-1.63%
Average List Price	194,518	193,795	-0.37%	191,106	201,021	5.19%
Average Sale Price	189,079	187,790	-0.68%	186,074	193,905	4.21%
Average Percent of Selling Price to List Price	97.70%	96.87%	-0.85%	98.00%	97.16%	-0.85%
Average Days on Market to Sale	54.17	41.07	-24.19%	47.34	47.27	-0.13%
Monthly Inventory	750	600	-20.00%	750	600	-20.00%
Months Supply of Inventory	5.96	4.62	-22.46%	5.96	4.62	-22.46%

**Absorption:** Last 12 months, an Average of **130** Sales/Month

**Inventory** on December 31, 2018 = **600**

2017 2018



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