



December 2018

Area Delimited by County Of Rogers

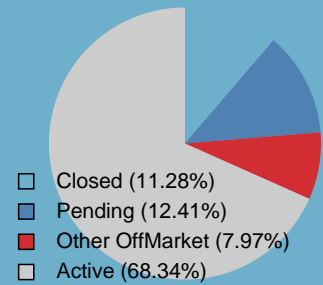


MONTHLY INVENTORY ANALYSIS

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%
Median List Price	167,500	137,400	-17.97%
Median Sale Price	159,900	137,400	-14.07%
Median Percent of List Price to Selling Price	98.11%	99.77%	1.69%
Median Days on Market to Sale	37.00	22.00	-40.54%
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.

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 **14.07%** in December 2018 to \$137,400 versus the previous year at \$159,900.

Median Days on Market Shortens

The median number of **22.00** days that homes spent on the market before selling decreased by 15.00 days or **40.54%** in December 2018 compared to last year's same month at **37.00** DOM.

Sales Success for December 2018 is Positive

Overall, with Median 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

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

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.

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



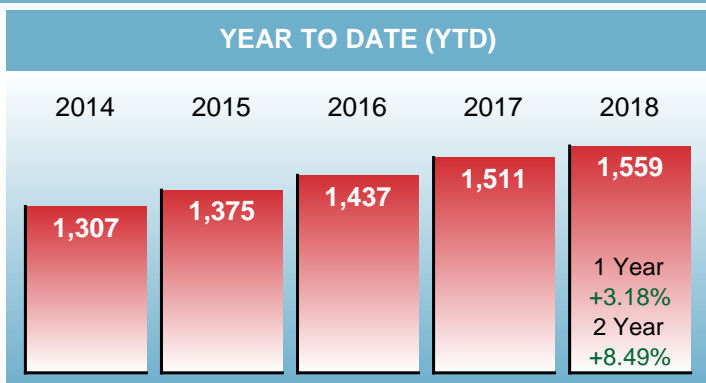
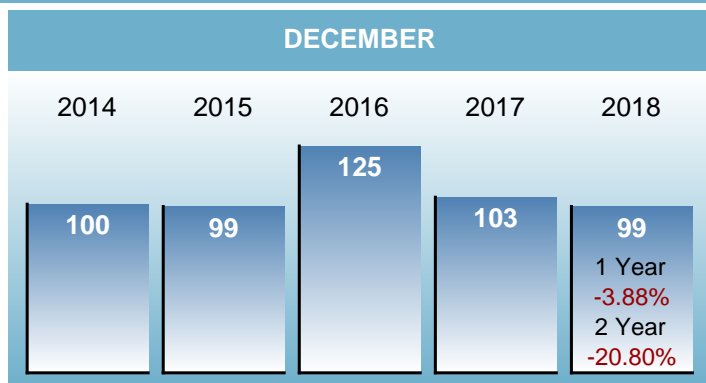
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CLOSED LISTINGS

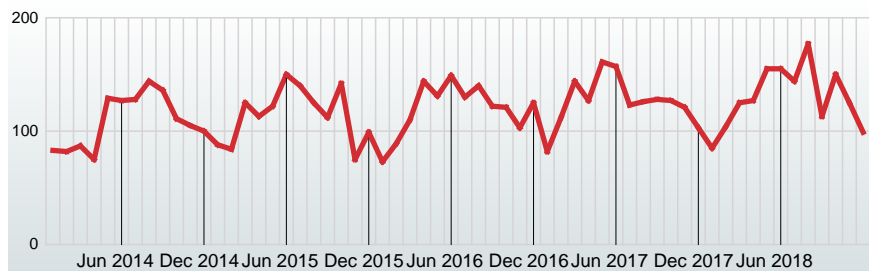
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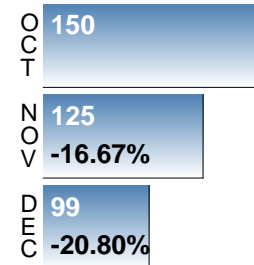
5 YEAR MARKET ACTIVITY TRENDS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	9	9.09%	21.0	9	0	0	0
\$40,001 \$80,000	13	13.13%	1.0	1	12	0	0
\$80,001 \$100,000	13	13.13%	1.0	1	11	1	0
\$100,001 \$180,000	27	27.27%	23.0	1	23	3	0
\$180,001 \$250,000	14	14.14%	46.5	0	8	6	0
\$250,001 \$390,000	13	13.13%	80.0	0	4	8	1
\$390,001 and up	10	10.10%	36.0	0	1	6	3
Total Closed Units	99			12	59	24	4
Total Closed Volume	18,591,246	100%	22.0	551.23K	8.07M	7.51M	2.46M
Median Closed Price	\$137,400			\$32,113	\$120,000	\$284,500	\$600,000

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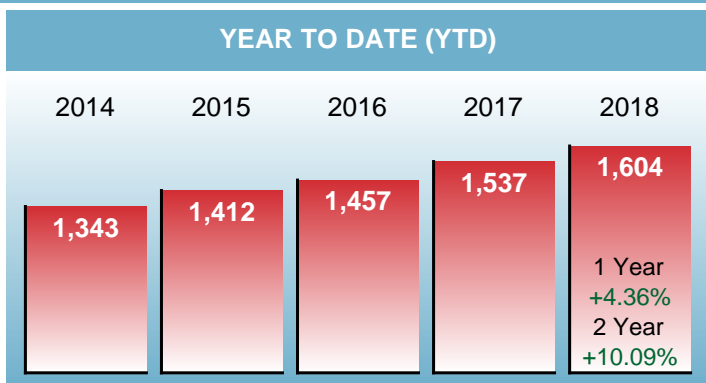
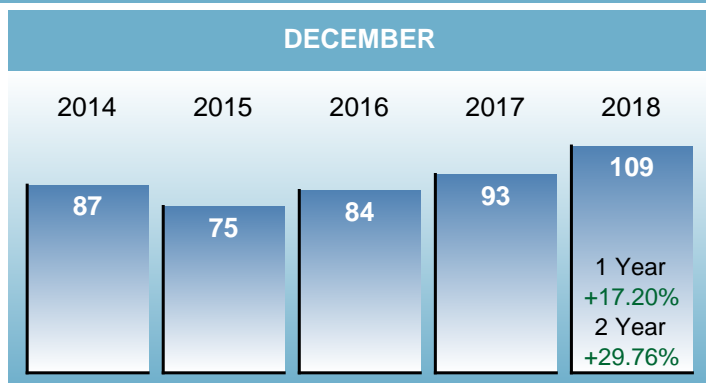
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PENDING LISTINGS

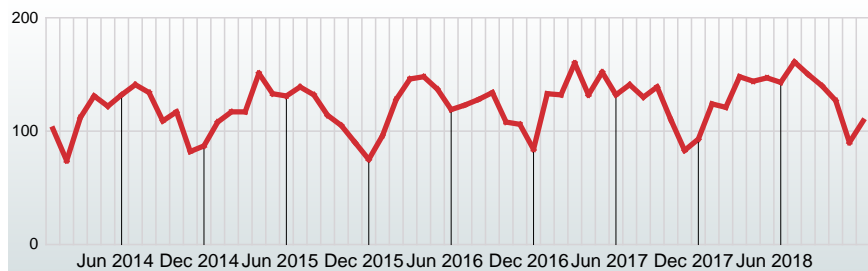
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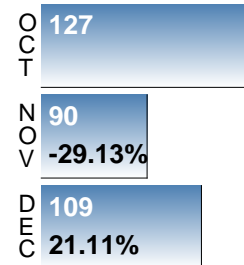
5 YEAR MARKET ACTIVITY TRENDS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	5.50%	0.0	3	3	0	0
\$50,001 - \$75,000	9	8.26%	0.0	2	7	0	0
\$75,001 - \$125,000	23	21.10%	5.0	3	17	3	0
\$125,001 - \$175,000	16	14.68%	35.0	1	13	1	1
\$175,001 - \$275,000	26	23.85%	41.0	0	15	10	1
\$275,001 - \$425,000	17	15.60%	39.0	1	5	10	1
\$425,001 and up	12	11.01%	94.0	2	2	4	4
Total Pending Units	109			12	62	28	7
Total Pending Volume	23,709,157	100%	26.0	2.01M	9.94M	8.21M	3.55M
Median Listing Price	\$176,000			\$100,500	\$143,400	\$275,915	\$470,000

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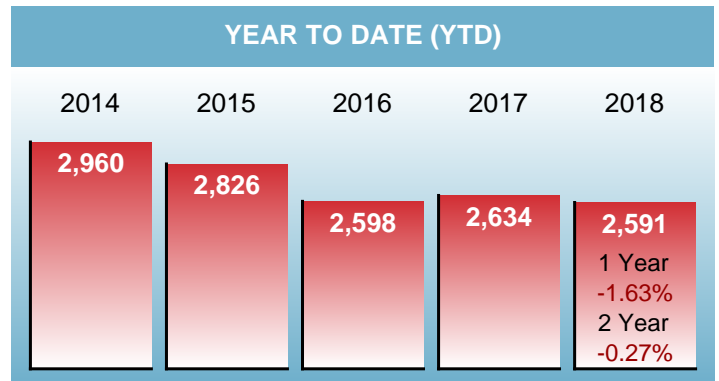
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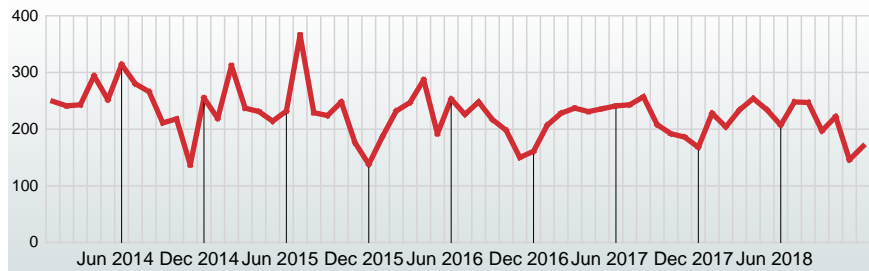


NEW LISTINGS

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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
-34.23%
16.44%

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
Total New Listed Units	170		66	57	39	8
Total New Listed Volume	33,761,373	100%	8.38M	10.12M	11.70M	3.56M
Median New Listed Listing Price	\$146,488		\$76,500	\$149,000	\$284,900	\$256,750

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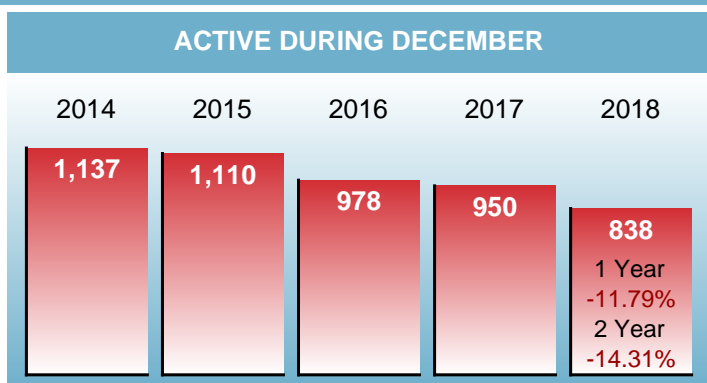
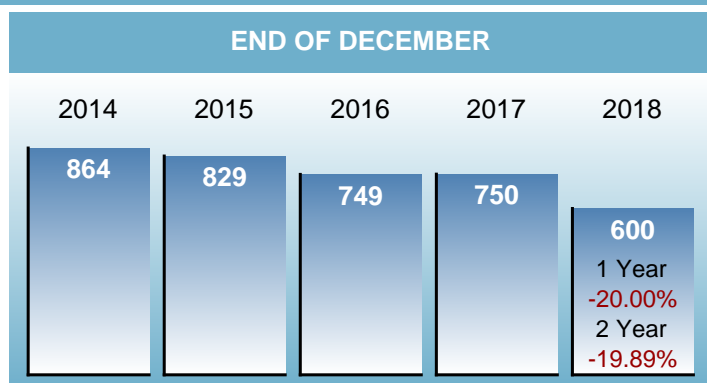
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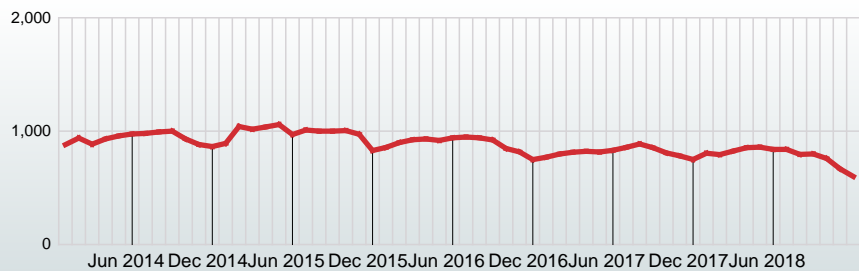
ACTIVE INVENTORY

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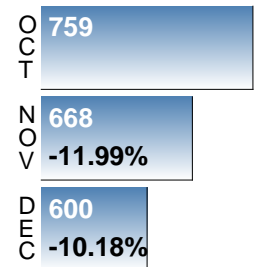


5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 758 3 MONTHS



High
May 2015 = 1,058
Low
Dec 2018 = 600
Inventory
this month at **600**,
below the 5 yr DEC
average of **758**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	41	6.83%	63.0	40	0	1	0
\$25,001 - \$75,000	85	14.17%	94.0	79	6	0	0
\$75,001 - \$125,000	77	12.83%	61.0	44	25	7	1
\$125,001 - \$225,000	161	26.83%	67.0	29	86	39	7
\$225,001 - \$325,000	93	15.50%	87.0	15	26	45	7
\$325,001 - \$500,000	81	13.50%	88.0	11	19	41	10
\$500,001 and up	62	10.33%	95.0	18	7	13	24
Total Active Inventory by Units	600			236	169	146	49
Total Active Inventory by Volume	160,081,334	100%	77.0	42.23M	38.09M	46.23M	33.54M
Median Active Inventory Listing Price	\$174,900			\$75,000	\$169,500	\$284,900	\$499,900

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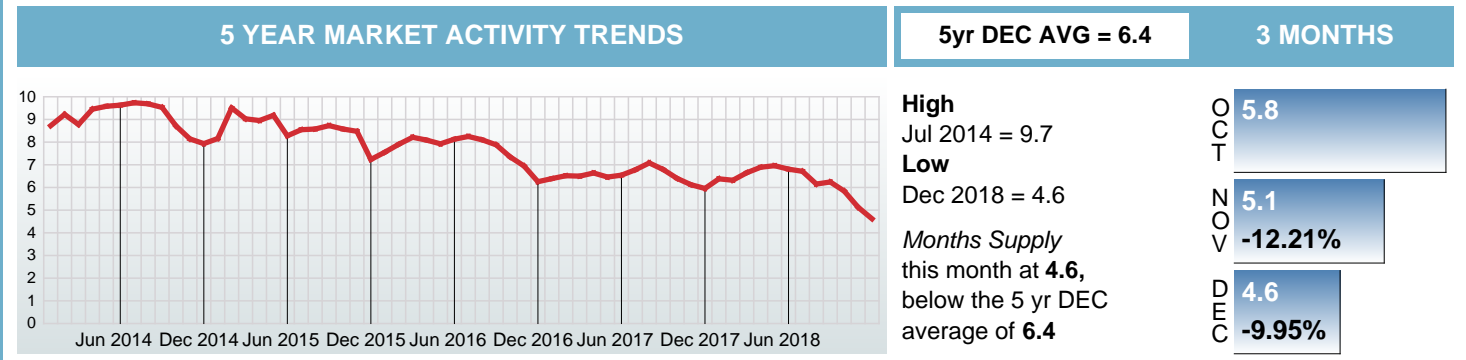
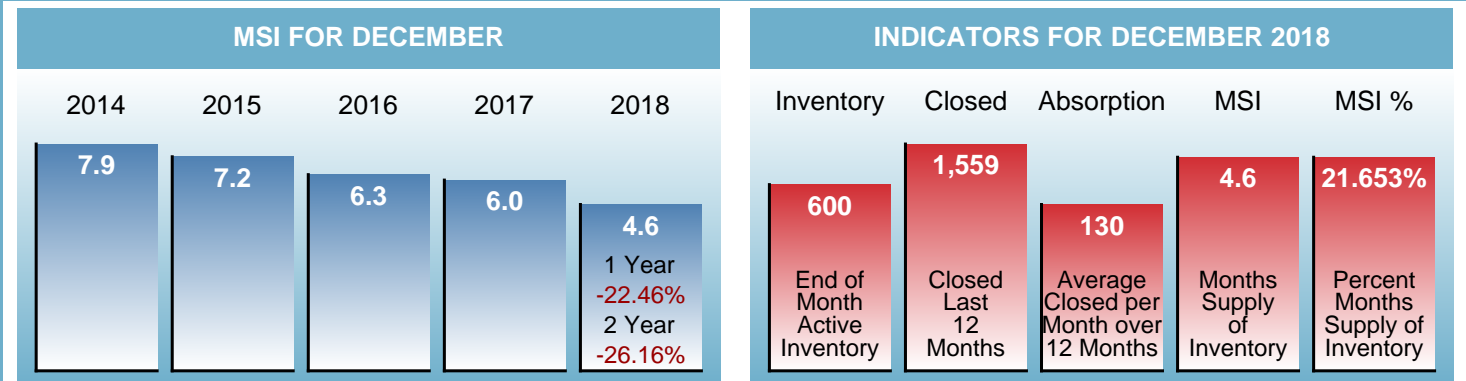
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MONTHS SUPPLY of INVENTORY (MSI)

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



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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Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com



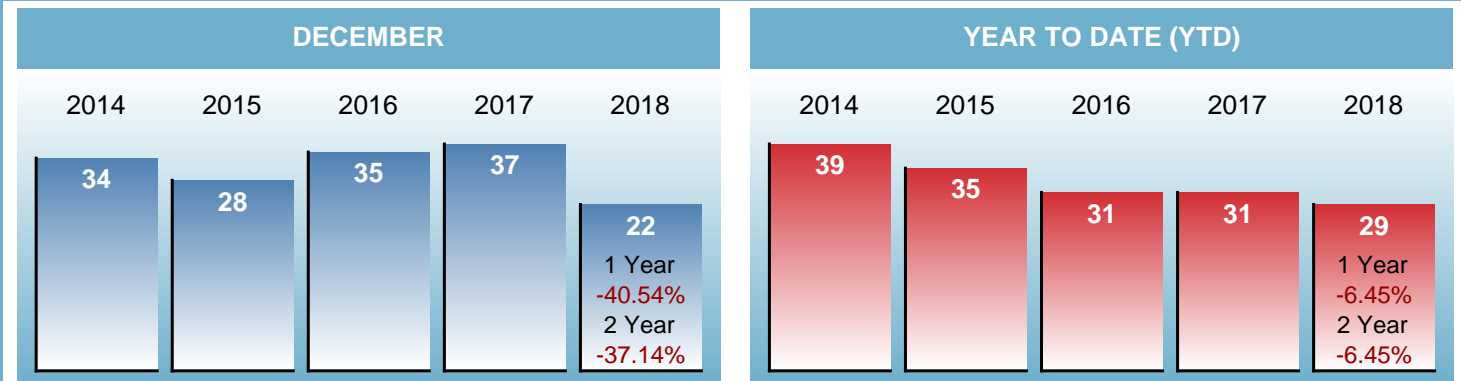
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MEDIAN DAYS ON MARKET TO SALE

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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
\$40,000 and less	9	9.09%	21.0	0.0	0.0	0.0
\$40,001 - \$80,000	13	13.13%	32.0	1.0	0.0	0.0
\$80,001 - \$100,000	13	13.13%	52.0	1.0	1.0	0.0
\$100,001 - \$180,000	27	27.27%	100.0	18.0	93.0	0.0
\$180,001 - \$250,000	14	14.14%	0.0	55.0	46.5	0.0
\$250,001 - \$390,000	13	13.13%	0.0	83.5	74.0	33.0
\$390,001 and up	10	10.10%	0.0	1.0	21.0	113.0
Median Closed DOM		22.0	30.5	9.0	36.5	90.0
Total Closed Units		99	12	59	24	4
Total Closed Volume		18,591,246	551.23K	8.07M	7.51M	2.46M

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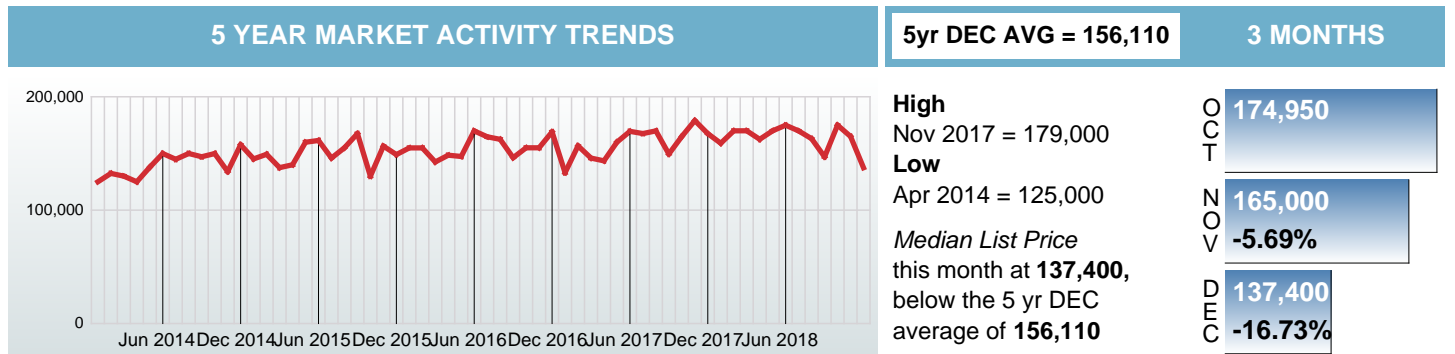
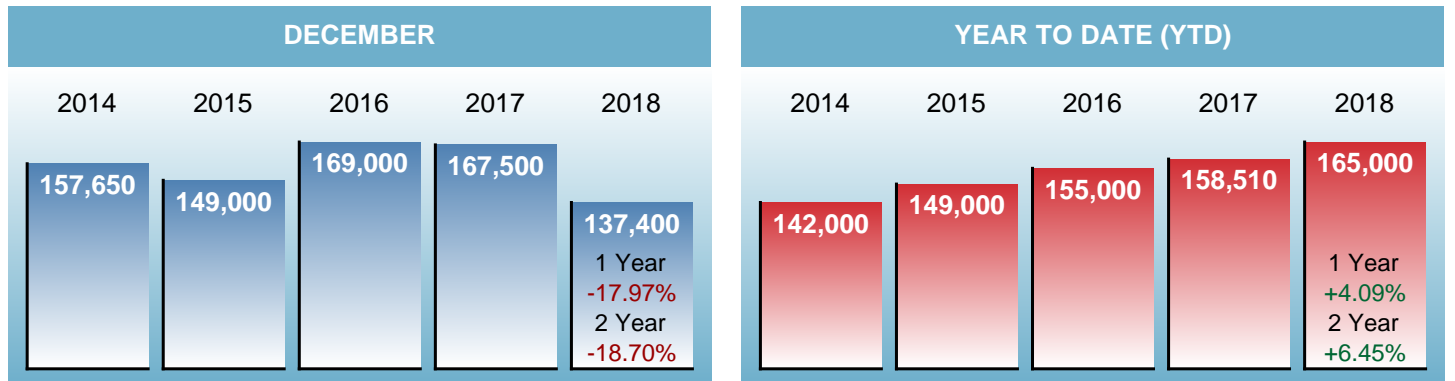
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MEDIAN LIST PRICE AT CLOSING

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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
\$40,000 and less	8	8.08%	26,613	26,613	0	0	0
\$40,001 - \$80,000	13	13.13%	59,900	52,450	60,000	0	0
\$80,001 - \$100,000	13	13.13%	89,252	86,500	89,252	94,360	0
\$100,001 - \$180,000	26	26.26%	134,450	0	130,000	155,000	0
\$180,001 - \$250,000	15	15.15%	207,900	200,000	215,000	200,000	0
\$250,001 - \$390,000	14	14.14%	308,000	0	279,950	325,000	319,000
\$390,001 and up	10	10.10%	500,938	0	445,000	470,988	699,000
Median List Price			137,400	36,450	121,500	293,000	648,500
Total Closed Units		100%	137,400	12	59	24	4
Total Closed Volume			19,185,705	609.43K	8.22M	7.64M	2.72M

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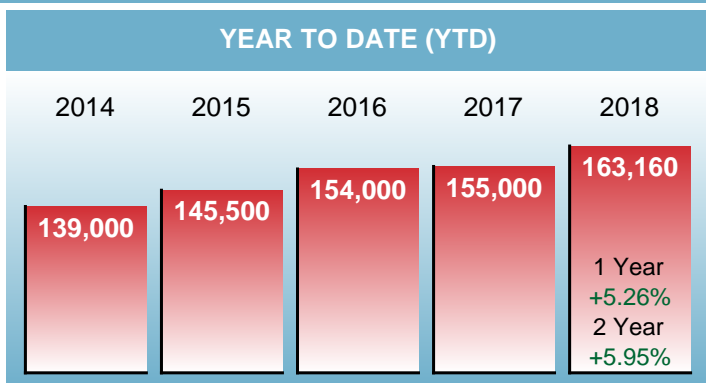
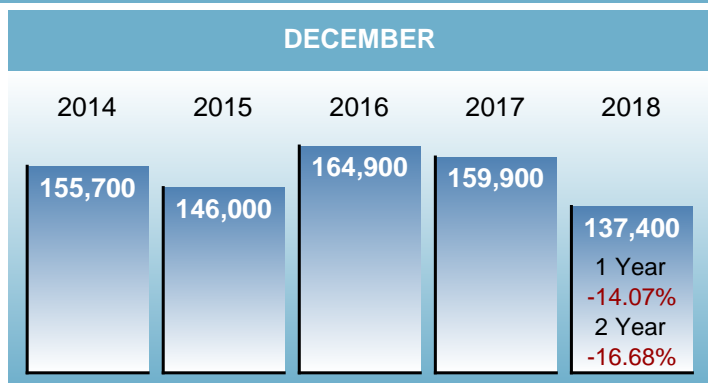
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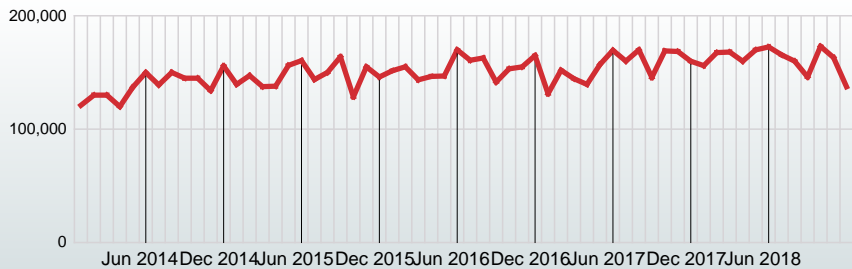
MEDIAN SOLD PRICE AT CLOSING

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5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 152,780 **3 MONTHS**



High
 Oct 2018 = 173,000
Low
 Apr 2014 = 119,900
Median Sold Price
 this month at **137,400**,
 below the 5 yr DEC
 average of **152,780**

OCT	173,000
NOV	163,160 -5.69%
DEC	137,400 -15.79%

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
\$40,000 and less	9	9.09%	26,000	26,000	0	0	0
\$40,001 - \$80,000	13	13.13%	60,000	57,500	63,610	0	0
\$80,001 - \$100,000	13	13.13%	90,000	90,000	89,820	94,360	0
\$100,001 - \$180,000	27	27.27%	133,900	175,000	130,000	153,500	0
\$180,001 - \$250,000	14	14.14%	207,000	0	212,630	201,000	0
\$250,001 - \$390,000	13	13.13%	312,000	0	272,450	316,000	312,000
\$390,001 and up	10	10.10%	487,500	0	445,000	472,500	675,000
Median Sold Price			137,400	32,113	120,000	284,500	600,000
Total Closed Units		100%	137,400	12	59	24	4
Total Closed Volume			18,591,246	551.23K	8.07M	7.51M	2.46M

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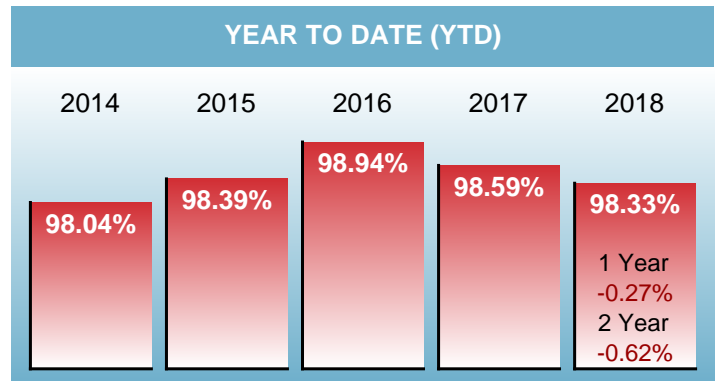
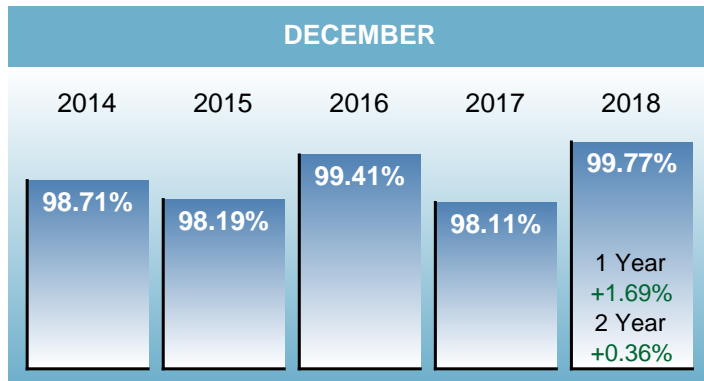
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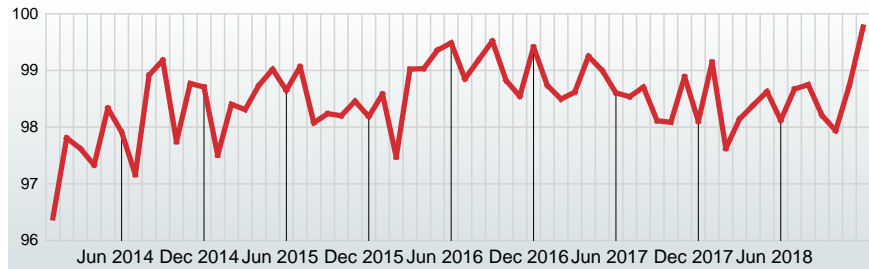
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS

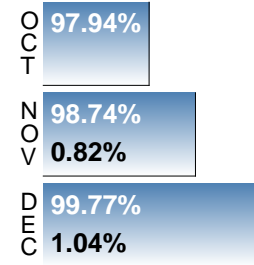
5yr DEC AVG = 98.84% **3 MONTHS**



High
Dec 2018 = 99.77%

Low
Jan 2014 = 96.40%

Median Sold/List Ratio
this month at **99.77%**,
above the 5 yr DEC
average of **98.84%**



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
\$40,000 and less	9	9.09%	89.74%	89.74%	0.00%	0.00%	0.00%
\$40,001 \$80,000	13	13.13%	100.00%	95.99%	100.00%	0.00%	0.00%
\$80,001 \$100,000	13	13.13%	100.00%	104.05%	100.00%	100.00%	0.00%
\$100,001 \$180,000	27	27.27%	98.04%	87.50%	99.77%	96.30%	0.00%
\$180,001 \$250,000	14	14.14%	99.18%	0.00%	100.00%	98.02%	0.00%
\$250,001 \$390,000	13	13.13%	97.86%	0.00%	97.65%	98.93%	97.81%
\$390,001 and up	10	10.10%	98.28%	0.00%	100.00%	100.00%	87.79%
Median Sold/List Ratio			99.77%	92.87%	100.00%	98.62%	92.18%
Total Closed Units		100%	99.77%	12	59	24	4
Total Closed Volume				551.23K	8.07M	7.51M	2.46M

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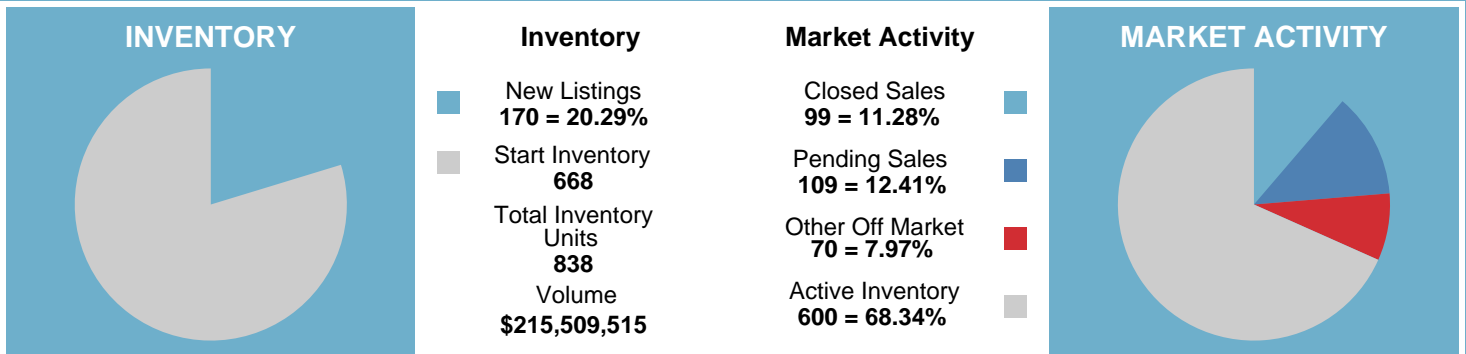
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MARKET SUMMARY

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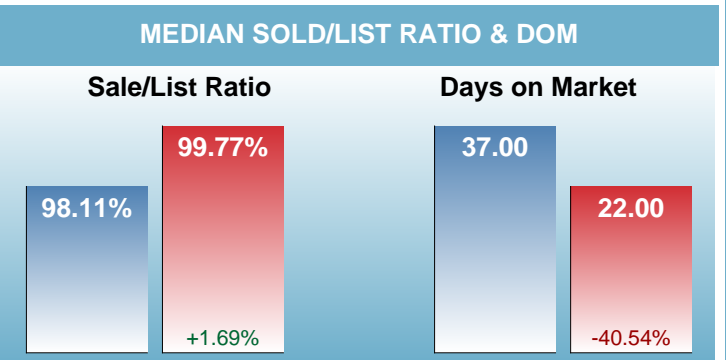
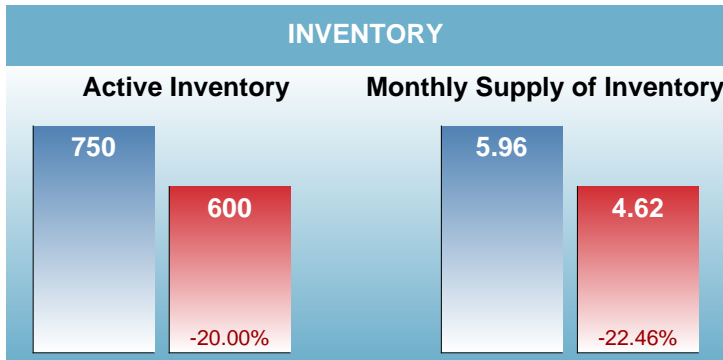
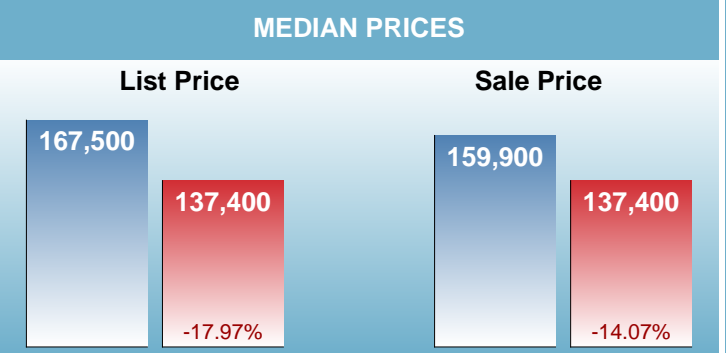
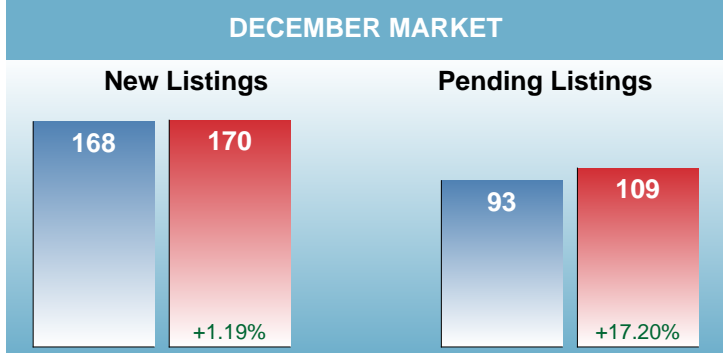


Compared Metrics	December			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	103	99	-3.88%	1,511	1,559	3.18%
Pending Sales	93	109	17.20%	1,537	1,604	4.36%
New Listings	168	170	1.19%	2,634	2,591	-1.63%
Median List Price	167,500	137,400	-17.97%	158,510	165,000	4.09%
Median Sale Price	159,900	137,400	-14.07%	155,000	163,160	5.26%
Median Percent of Selling Price to List Price	98.11%	99.77%	1.69%	98.59%	98.33%	-0.27%
Median Days on Market to Sale	37.00	22.00	-40.54%	31.00	29.00	-6.45%
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



Ready to Buy or Sell Real Estate?

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