



January 2019

Area Delimited by County Of Rogers

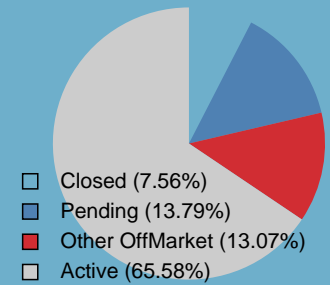


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	January		
	2018	2019	+/-%
Closed Listings	85	74	-12.94%
Pending Listings	124	135	8.87%
New Listings	228	272	19.30%
Average List Price	182,989	199,778	9.17%
Average Sale Price	178,029	193,590	8.74%
Average Percent of List Price to Selling Price	97.95%	96.05%	-1.94%
Average Days on Market to Sale	54.19	52.64	-2.87%
End of Month Inventory	806	642	-20.35%
Months Supply of Inventory	6.39	4.96	-22.30%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **129** Sales/Month
Active Inventory as of January 31, 2019 = **642**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2019 decreased **20.35%** to 642 existing homes available for sale. Over the last 12 months this area has had an average of 129 closed sales per month. This represents an unsold inventory index of **4.96** 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 **8.74%** in January 2019 to \$193,590 versus the previous year at \$178,029.

Average Days on Market Shortens

The average number of **52.64** days that homes spent on the market before selling decreased by 1.55 days or **2.87%** in January 2019 compared to last year's same month at **54.19** DOM.

Sales Success for January 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 272 New Listings in January 2019, up **19.30%** from last year at 228. Furthermore, there were 74 Closed Listings this month versus last year at 85, a **-12.94%** decrease.

Closed versus Listed trends yielded a **27.2%** ratio, down from previous year's, January 2018, at **37.3%**, a **27.02%** 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
Average Days on Market to Sale	6
Average List Price at Closing	7
Average Sale Price at Closing	8
Average 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.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

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



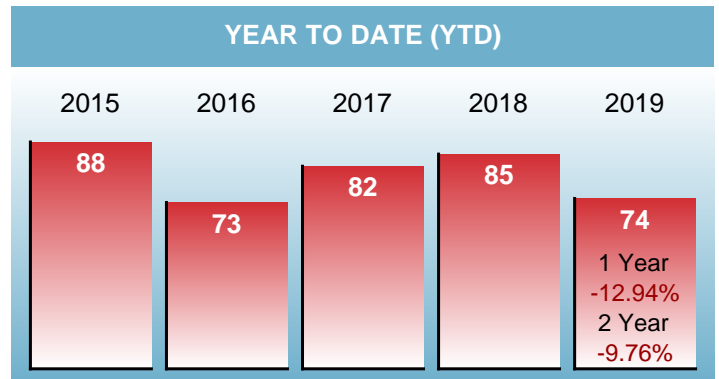
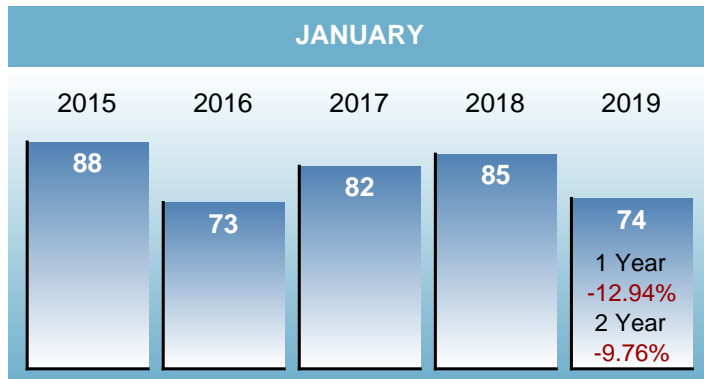
January 2019

Area Delimited by County Of Rogers

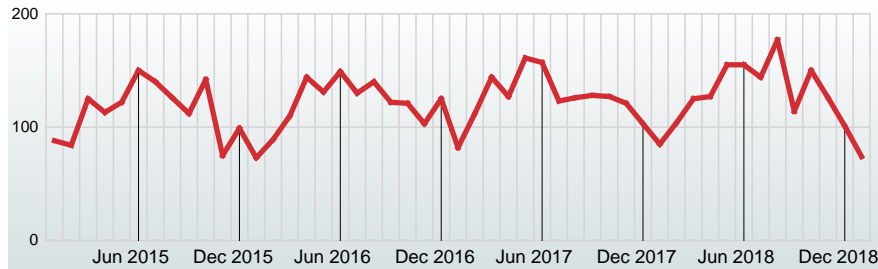


CLOSED LISTINGS

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



5 YEAR MARKET ACTIVITY TRENDS



High
Aug 2018 = 177
Low
Jan 2016 = 73
Closed Listings
this month at **74**,
below the 5 yr JAN
average of **80**

5yr JAN AVG = 80

3 MONTHS

NOV	126
DEC	101 -19.84%
JAN	74 -26.73%

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	5	6.76%	97.8	4	1	0	0
\$50,001 - \$100,000	10	13.51%	38.7	3	5	2	0
\$100,001 - \$125,000	10	13.51%	48.8	2	6	1	1
\$125,001 - \$150,000	10	13.51%	35.9	0	10	0	0
\$150,001 - \$200,000	22	29.73%	54.0	1	14	6	1
\$200,001 - \$375,000	8	10.81%	47.6	0	4	4	0
\$375,001 and up	9	12.16%	67.0	0	3	6	0
Total Closed Units	74			10	43	19	2
Total Closed Volume	14,325,665	100%	52.6	683.75K	7.42M	5.90M	323.00K
Average Closed Price	\$193,590			\$68,375	\$172,462	\$310,686	\$161,500

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

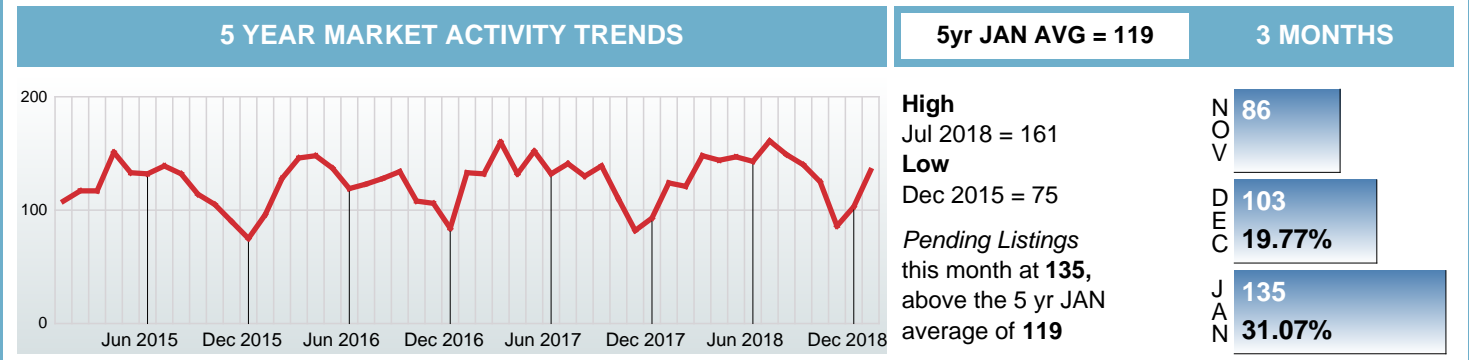
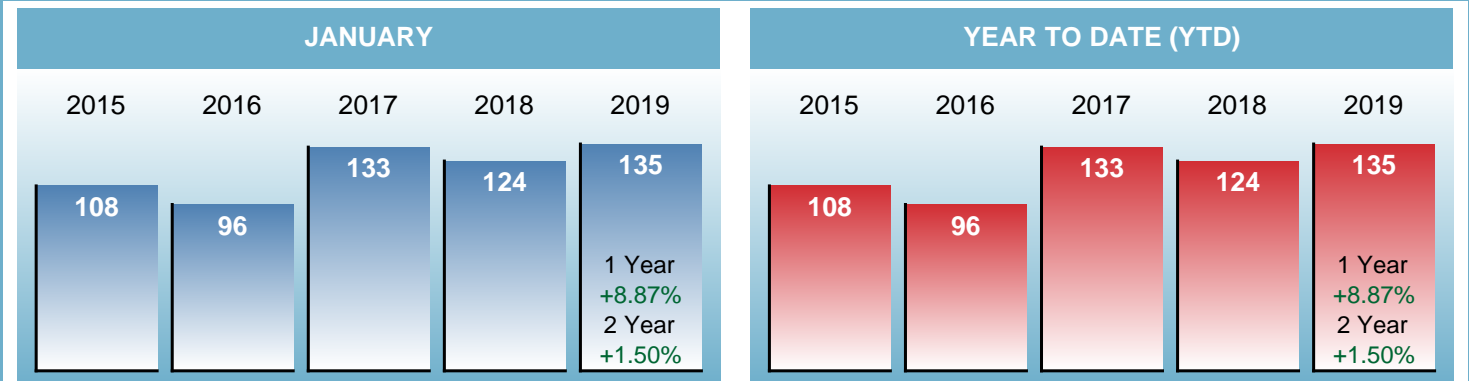
January 2019

Area Delimited by County Of Rogers



PENDING LISTINGS

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



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	11	8.15%	29.1	9	2	0	0
\$50,001 - \$75,000	8	5.93%	50.9	5	3	0	0
\$75,001 - \$125,000	24	17.78%	61.0	7	14	3	0
\$125,001 - \$150,000	28	20.74%	53.5	1	22	4	1
\$150,001 - \$225,000	30	22.22%	46.6	0	19	11	0
\$225,001 - \$325,000	19	14.07%	70.4	0	6	9	4
\$325,001 and up	15	11.11%	70.1	1	1	9	4
Total Pending Units	135			23	67	36	9
Total Pending Volume	24,826,436	100%	52.9	1.87M	10.09M	9.44M	3.43M
Average Listing Price	\$171,871			\$81,235	\$150,599	\$262,293	\$380,600

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com



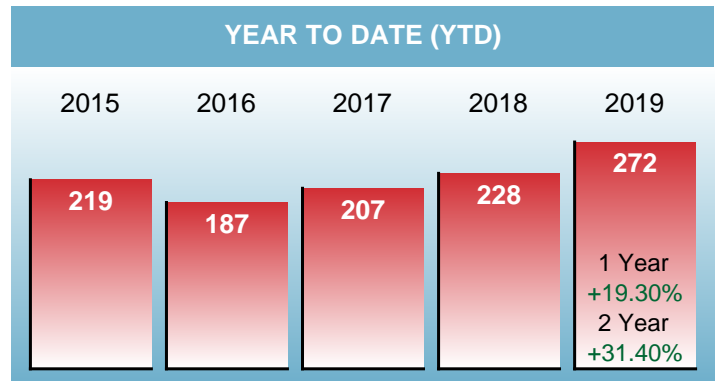
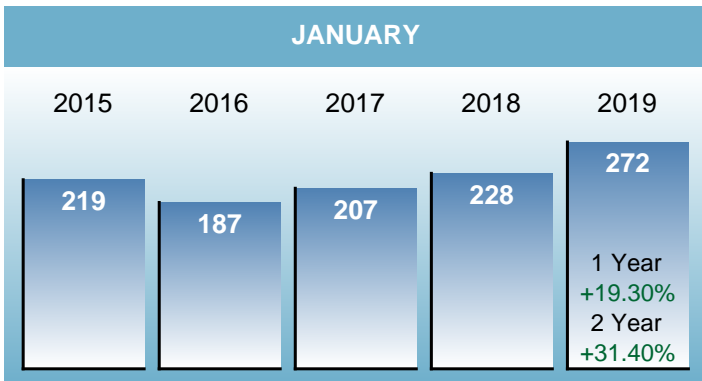
January 2019

Area Delimited by County Of Rogers

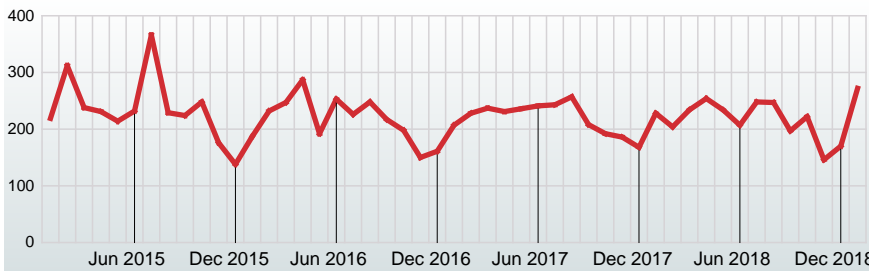


NEW LISTINGS

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



5 YEAR MARKET ACTIVITY TRENDS



5yr JAN AVG = 223 **3 MONTHS**

High
Jul 2015 = 366
Low
Dec 2015 = 138
New Listings
this month at **272**,
above the 5 yr JAN
average of **223**

N O V	146
D E C	170
16.44%	
J A N	272
60.00%	

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	13	4.78%	11	2	0	0
\$25,001 - \$75,000	36	13.24%	29	5	2	0
\$75,001 - \$150,000	48	17.65%	20	25	3	0
\$150,001 - \$175,000	66	24.26%	35	26	5	0
\$175,001 - \$275,000	45	16.54%	15	17	12	1
\$275,001 - \$400,000	37	13.60%	6	14	14	3
\$400,001 and up	27	9.93%	0	2	13	12
Total New Listed Units	272		116	91	49	16
Total New Listed Volume	65,064,315		15.22M	17.73M	17.40M	14.71M
Average New Listed Listing Price	\$263,898		\$131,186	\$194,844	\$355,180	\$919,506

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



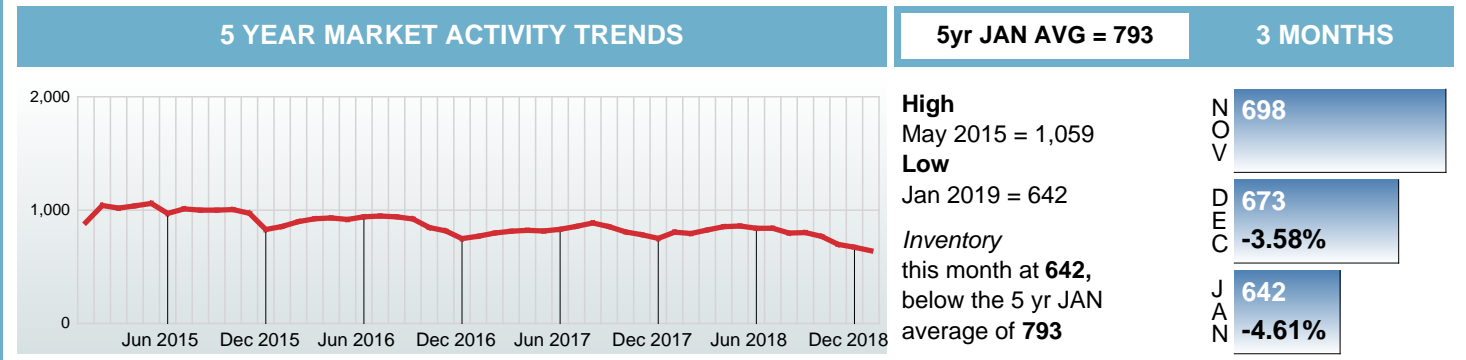
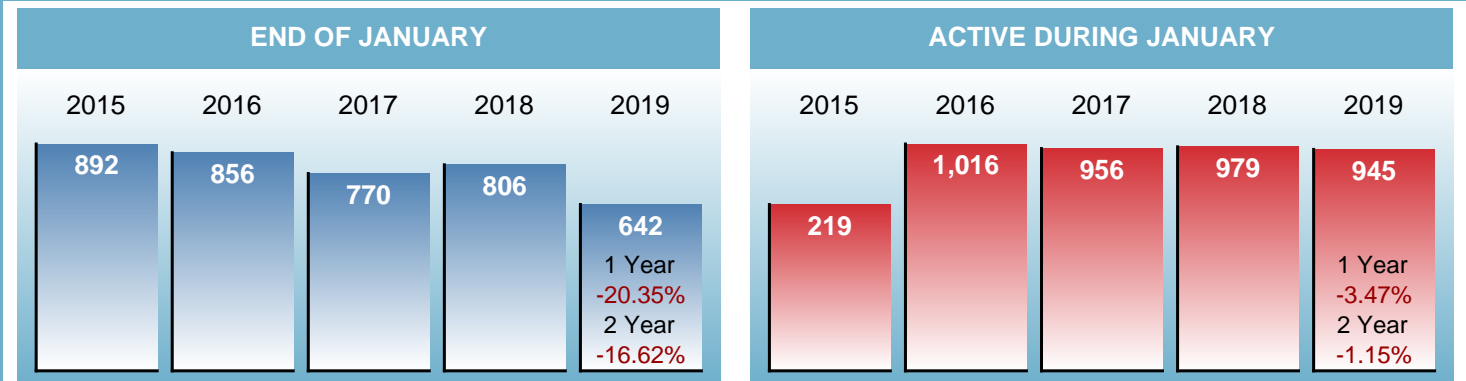
January 2019

Area Delimited by County Of Rogers



ACTIVE INVENTORY

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



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	47	7.32%	85.7	46	1	0	0
\$25,001 - \$75,000	89	13.86%	76.3	83	4	2	0
\$75,001 - \$125,000	77	11.99%	72.5	49	23	5	0
\$125,001 - \$225,000	184	28.66%	59.9	69	78	31	6
\$225,001 - \$325,000	102	15.89%	79.8	25	28	43	6
\$325,001 - \$450,000	74	11.53%	75.1	12	17	35	10
\$450,001 and up	69	10.75%	88.1	16	8	21	24
Total Active Inventory by Units	642			300	159	137	46
Total Active Inventory by Volume	166,390,761	100%	73.5	51.79M	36.96M	46.23M	31.41M
Average Active Inventory Listing Price	\$259,176			\$172,623	\$232,454	\$337,456	\$682,873

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com



January 2019

Area Delimited by County Of Rogers



MONTHS SUPPLY of INVENTORY (MSI)

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

MSI FOR JANUARY					INDICATORS FOR JANUARY 2019				
2015	2016	2017	2018	2019	Inventory	Closed	Absorption	MSI	MSI %
8.2	7.5	6.4	6.4	5.0	642	1,552	129	5.0	20.145%
					End of Month Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory
					1 Year -22.30% 2 Year -22.32%				

5 YEAR MARKET ACTIVITY TRENDS	5yr JAN AVG = 6.7	3 MONTHS
	<p>High Feb 2015 = 9.5</p> <p>Low Jan 2019 = 5.0</p> <p>Months Supply this month at 5.0, below the 5 yr JAN average of 6.7</p>	<p>N O V 5.4</p> <p>D E C 5.2 -3.46%</p> <p>J A N 5.0 -3.93%</p>

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	47		7.32%	9.2	11.0	1.2	0.0	0.0
\$25,001 - \$75,000	89		13.86%	6.8	12.1	0.7	3.4	0.0
\$75,001 - \$125,000	77		11.99%	3.6	11.3	1.7	1.6	0.0
\$125,001 - \$225,000	184		28.66%	3.4	28.6	2.1	2.5	9.0
\$225,001 - \$325,000	102		15.89%	5.1	150.0	3.2	4.5	3.6
\$325,001 - \$450,000	74		11.53%	7.0	20.6	9.7	5.2	7.1
\$450,001 and up	69		10.75%	12.7	64.0	32.0	7.9	10.7
Market Supply of Inventory (MSI)	5.0				16.0	2.3	3.9	7.2
Total Active Inventory by Units	642		100%	5.0	300	159	137	46

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



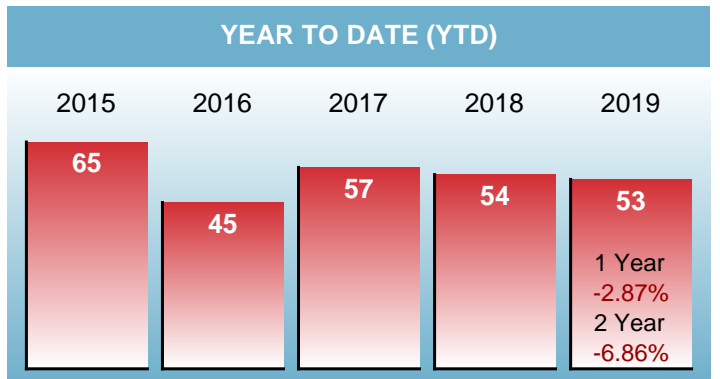
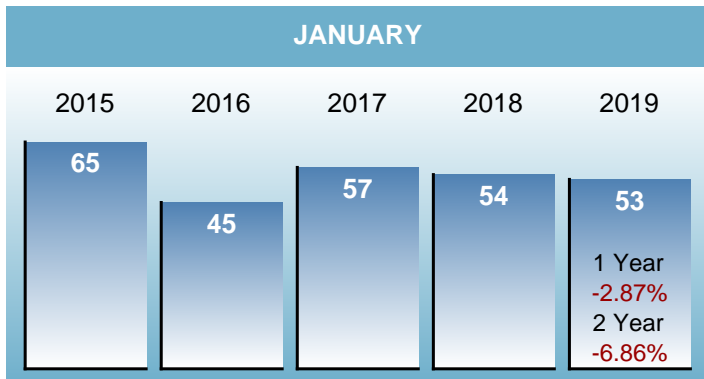
January 2019

Area Delimited by County Of Rogers

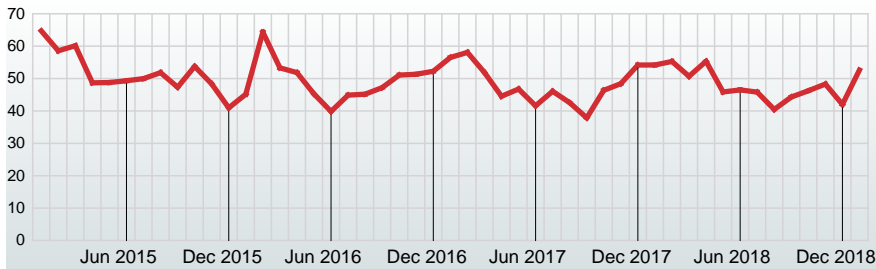


AVERAGE DAYS ON MARKET TO SALE

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



5 YEAR MARKET ACTIVITY TRENDS

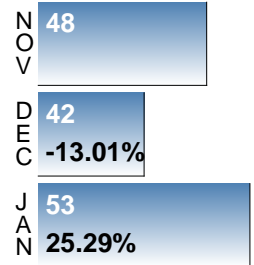


5yr JAN AVG = 55

3 MONTHS

High
Jan 2015 = 65
Low
Sep 2017 = 38

Average Days on Market
this month at **53**,
below the 5 yr JAN
average of **55**



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	5	6.76%	97.8	112.3	40.0	0.0	0.0
\$50,001 - \$100,000	10	13.51%	38.7	14.3	39.8	72.5	0.0
\$100,001 - \$125,000	10	13.51%	48.8	50.5	50.0	70.0	17.0
\$125,001 - \$150,000	10	13.51%	35.9	0.0	35.9	0.0	0.0
\$150,001 - \$200,000	22	29.73%	54.0	22.0	61.6	31.3	115.0
\$200,001 - \$375,000	8	10.81%	47.6	0.0	34.8	60.5	0.0
\$375,001 and up	9	12.16%	67.0	0.0	123.0	39.0	0.0
Average Closed DOM	52.6			61.5	52.8	46.3	66.0
Total Closed Units	74			10	43	19	2
Total Closed Volume	14,325,665			683.75K	7.42M	5.90M	323.00K

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



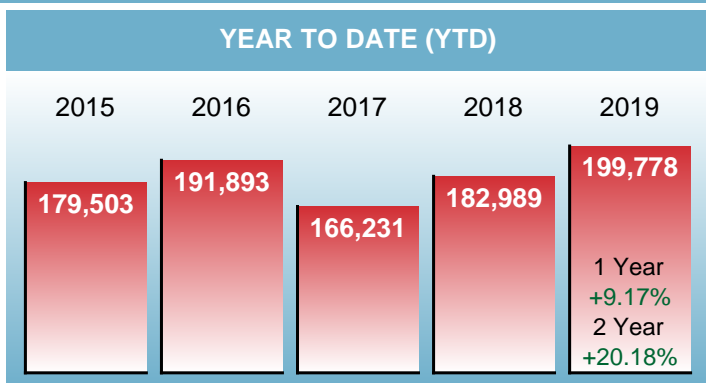
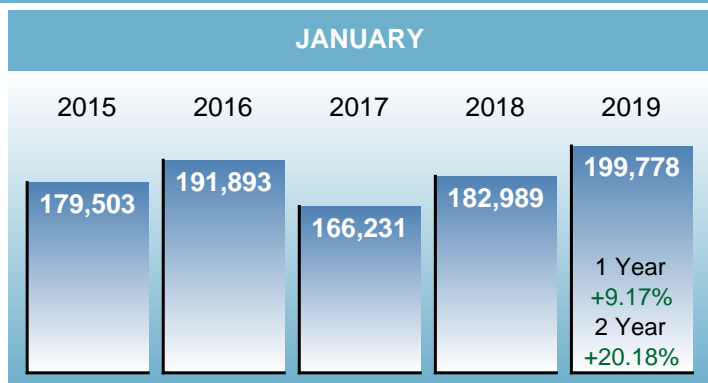
January 2019

Area Delimited by County Of Rogers



AVERAGE LIST PRICE AT CLOSING

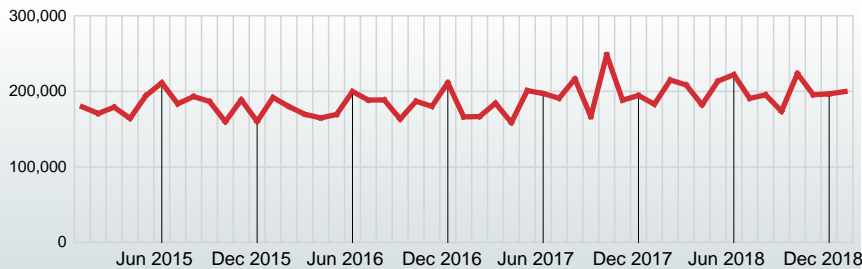
Report produced on Feb 11, 2019 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 184,079

3 MONTHS



High
 Oct 2017 = 248,362
Low
 Apr 2017 = 158,737
 Average List Price
 this month at **199,778**,
 above the 5 yr JAN
 average of **184,079**

NOV	195,470
DEC	196,659
0.61%	
JAN	199,778
1.59%	

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	5.41%	22,500	22,500	63,000	0	0
\$50,001 - \$100,000	10	13.51%	80,400	77,000	85,220	96,950	0
\$100,001 - \$125,000	9	12.16%	112,200	115,000	111,633	129,900	149,500
\$125,001 - \$150,000	12	16.22%	141,706	0	142,107	0	0
\$150,001 - \$200,000	21	28.38%	172,666	160,000	172,285	177,334	200,000
\$200,001 - \$375,000	8	10.81%	284,088	0	287,200	324,225	0
\$375,001 and up	10	13.51%	528,060	0	521,000	555,767	0
Average List Price	199,778			71,100	179,157	316,806	174,750
Total Closed Units	74			10	43	19	2
Total Closed Volume	14,783,564			711.00K	7.70M	6.02M	349.50K

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



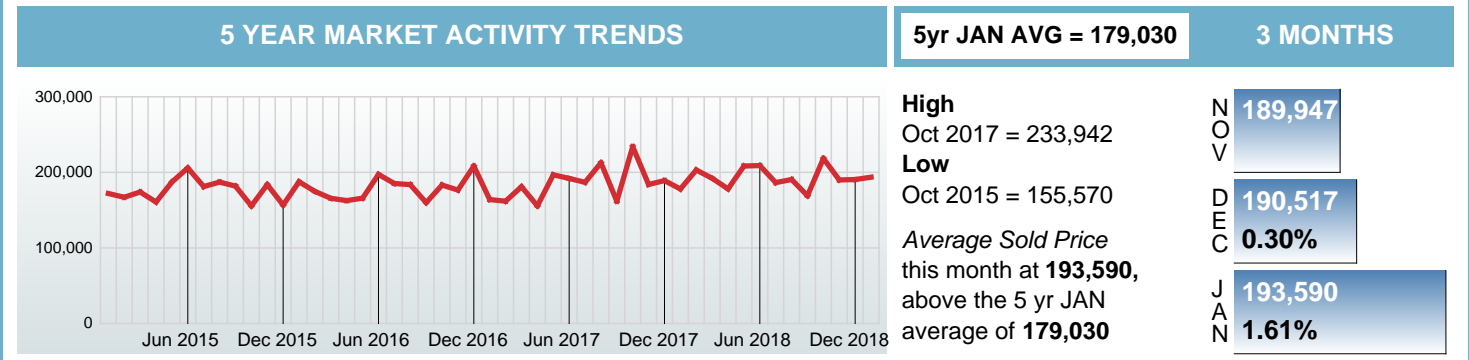
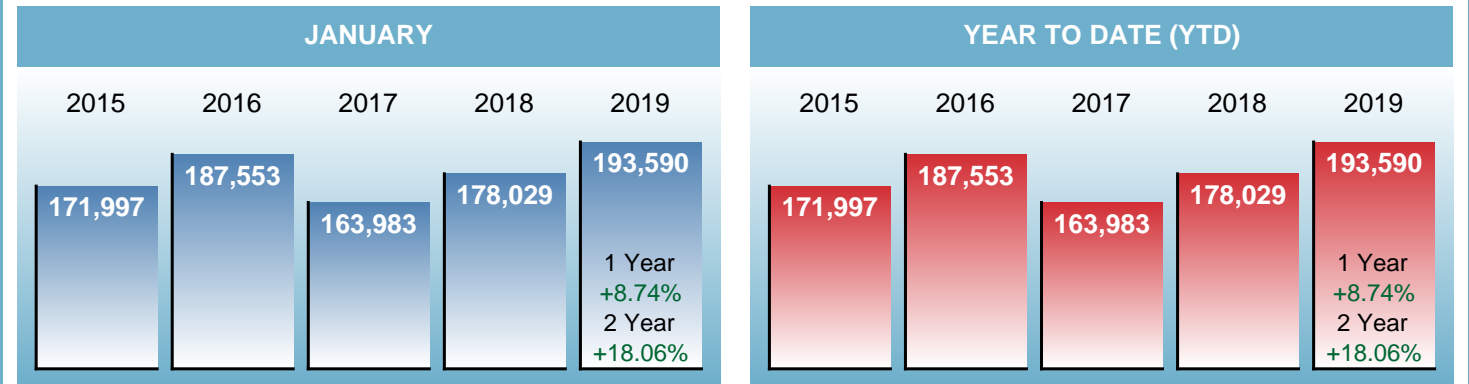
January 2019

Area Delimited by County Of Rogers



AVERAGE SOLD PRICE AT CLOSING

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



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	5	6.76%	24,500	19,375	45,000	0	0
\$50,001 - \$100,000	10	13.51%	79,370	74,883	77,460	90,875	0
\$100,001 - \$125,000	10	13.51%	110,370	110,400	107,483	115,000	123,000
\$125,001 - \$150,000	10	13.51%	141,137	0	141,137	0	0
\$150,001 - \$200,000	22	29.73%	171,118	160,800	167,565	176,313	200,000
\$200,001 - \$375,000	8	10.81%	298,300	0	279,350	317,250	0
\$375,001 and up	9	12.16%	527,044	0	488,000	546,567	0
Average Sold Price			193,590	68,375	172,462	310,686	161,500
Total Closed Units		100%	193,590	10	43	19	2
Total Closed Volume			14,325,665	683.75K	7.42M	5.90M	323.00K

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



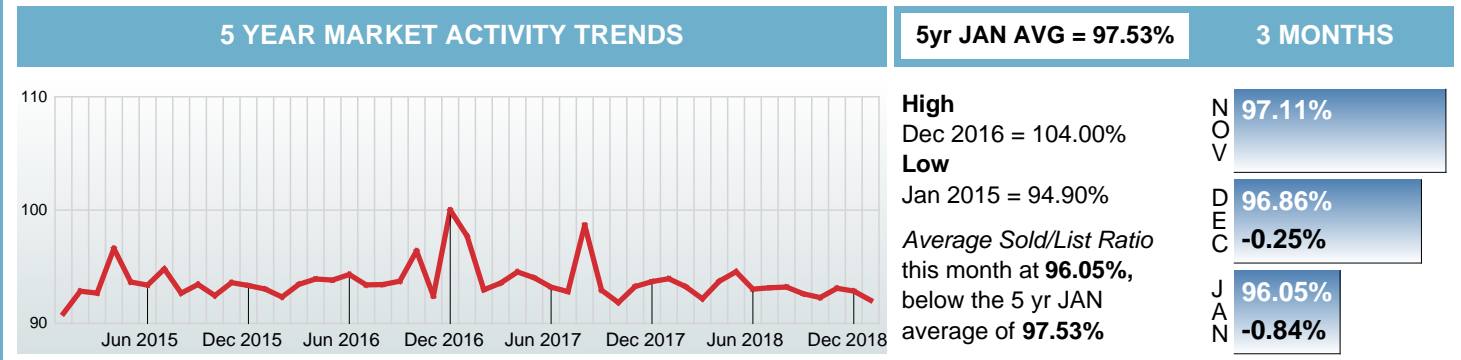
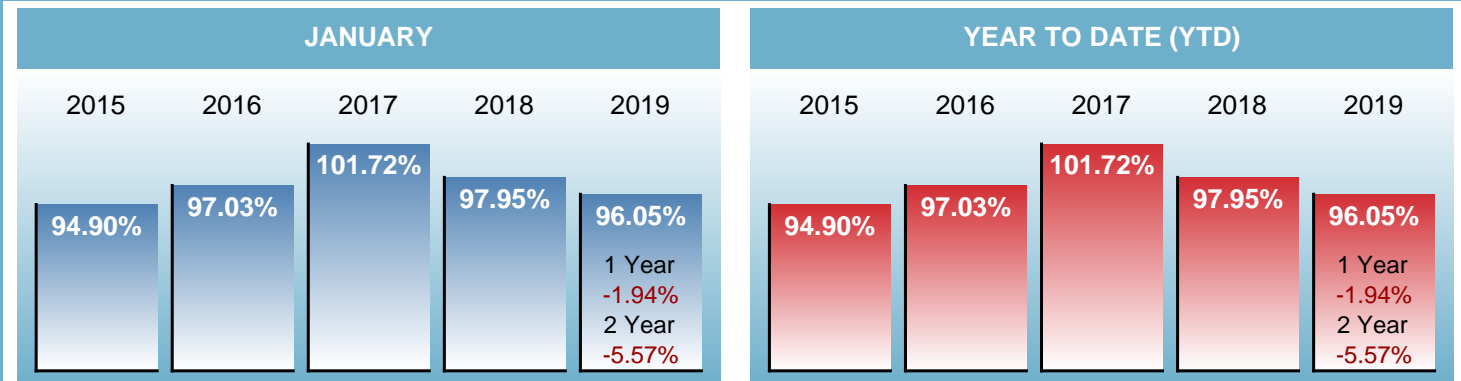
January 2019

Area Delimited by County Of Rogers



AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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



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	5	6.76%	84.63%	87.93%	71.43%	0.00%	0.00%
\$50,001 - \$100,000	10	13.51%	93.48%	97.27%	91.14%	93.66%	0.00%
\$100,001 - \$125,000	10	13.51%	94.35%	96.76%	96.53%	88.53%	82.27%
\$125,001 - \$150,000	10	13.51%	99.43%	0.00%	99.43%	0.00%	0.00%
\$150,001 - \$200,000	22	29.73%	98.22%	100.50%	97.36%	99.54%	100.00%
\$200,001 - \$375,000	8	10.81%	97.60%	0.00%	97.09%	98.11%	0.00%
\$375,001 and up	9	12.16%	96.70%	0.00%	93.45%	98.32%	0.00%
Average Sold/List Ratio			96.10%	93.75%	96.10%	97.66%	91.14%
Total Closed Units		100%	96.10%	10	43	19	2
Total Closed Volume				683.75K	7.42M	5.90M	323.00K

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com



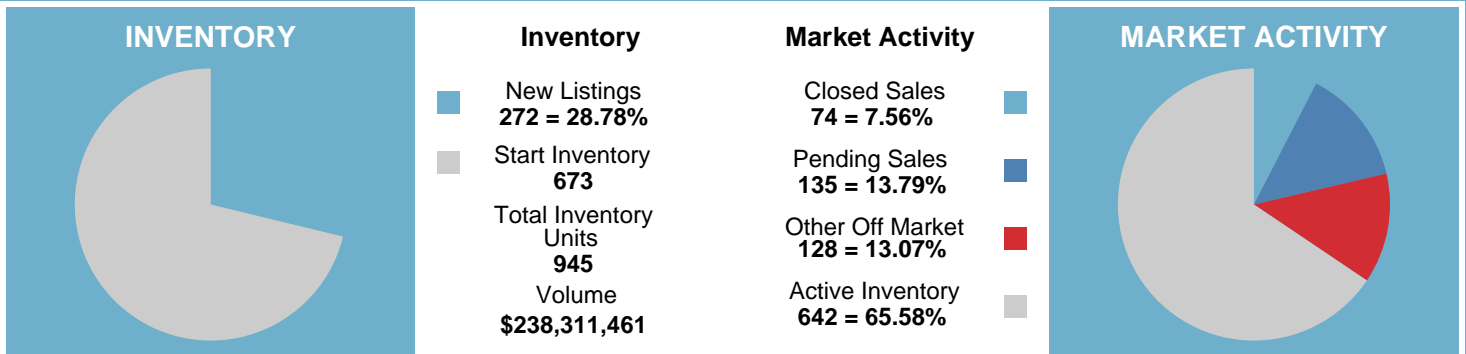
January 2019

Area Delimited by County Of Rogers



MARKET SUMMARY

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

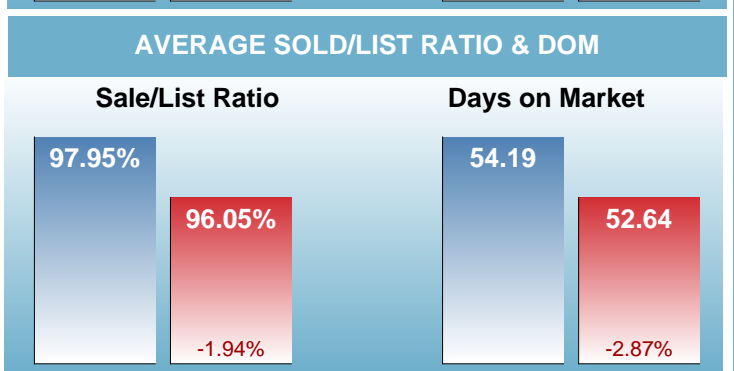
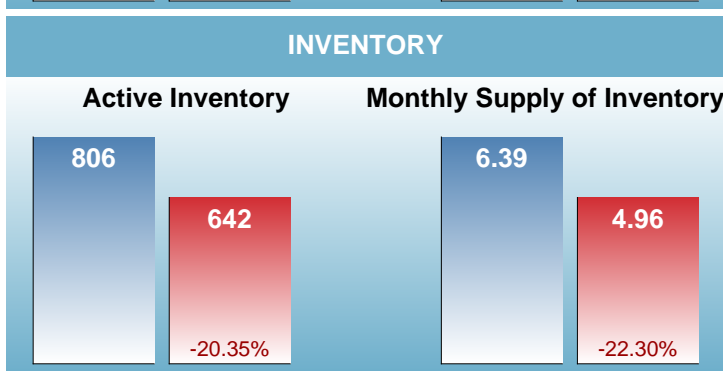
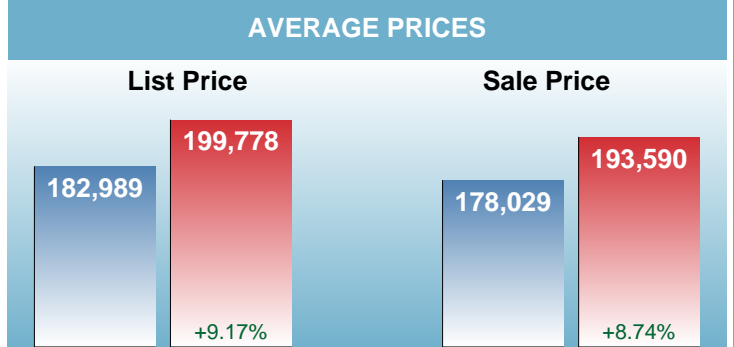
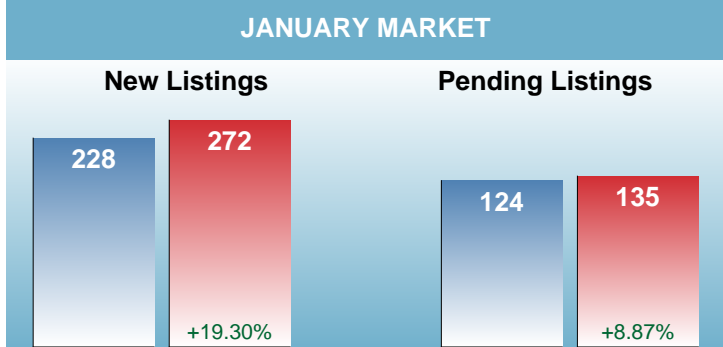


Compared Metrics	January			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	85	74	-12.94%	85	74	-12.94%
Pending Sales	124	135	8.87%	124	135	8.87%
New Listings	228	272	19.30%	228	272	19.30%
Average List Price	182,989	199,778	9.17%	182,989	199,778	9.17%
Average Sale Price	178,029	193,590	8.74%	178,029	193,590	8.74%
Average Percent of Selling Price to List Price	97.95%	96.05%	-1.94%	97.95%	96.05%	-1.94%
Average Days on Market to Sale	54.19	52.64	-2.87%	54.19	52.64	-2.87%
Monthly Inventory	806	642	-20.35%	806	642	-20.35%
Months Supply of Inventory	6.39	4.96	-22.30%	6.39	4.96	-22.30%

Absorption: Last 12 months, an Average of **129** Sales/Month

Inventory on January 31, 2019 = **642**

2018 **2019**



Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com