



January 2019

Area Delimited by County Of Rogers

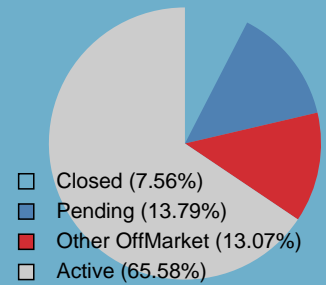


MONTHLY INVENTORY ANALYSIS

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%
Median List Price	159,000	156,975	-1.27%
Median Sale Price	156,000	154,750	-0.80%
Median Percent of List Price to Selling Price	99.15%	97.39%	-1.77%
Median Days on Market to Sale	30.00	38.50	28.33%
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.

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 **0.80%** in January 2019 to \$154,750 versus the previous year at \$156,000.

Median Days on Market Lengthens

The median number of **38.50** days that homes spent on the market before selling increased by 8.50 days or **28.33%** in January 2019 compared to last year's same month at **30.00** DOM.

Sales Success for January 2019 is Positive

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

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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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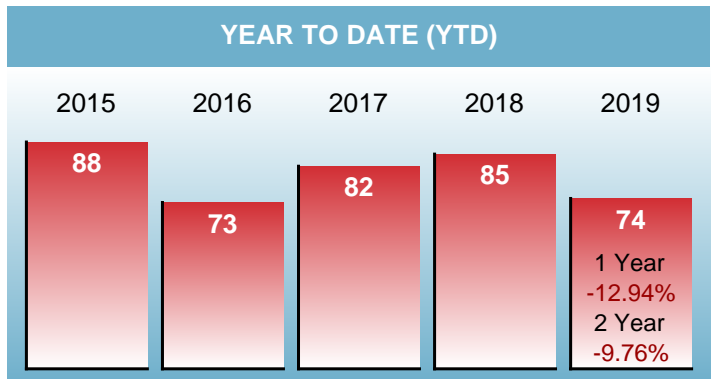
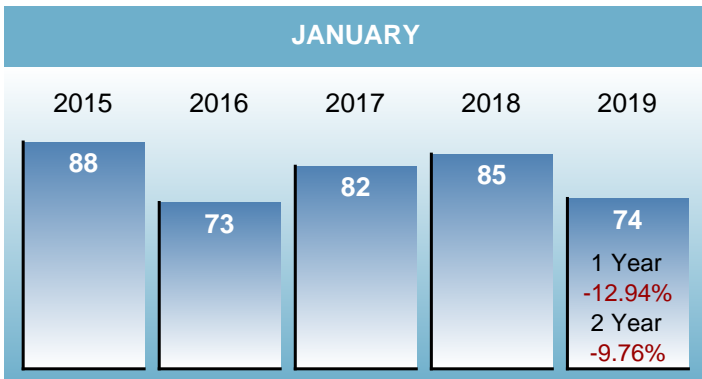
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CLOSED LISTINGS

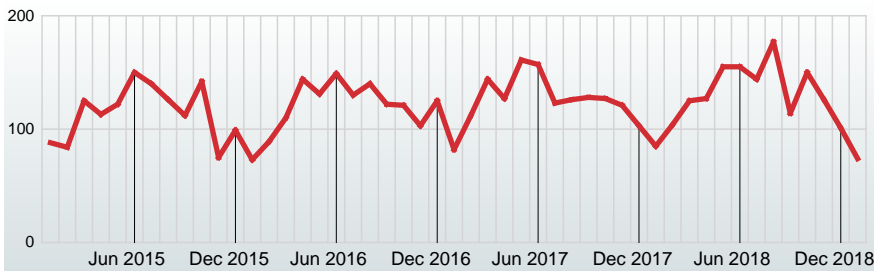
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5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 80

3 MONTHS



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

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

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	5	6.76%	40.0	4	1	0	0
\$50,001 - \$100,000	10	13.51%	27.5	3	5	2	0
\$100,001 - \$125,000	10	13.51%	51.5	2	6	1	1
\$125,001 - \$150,000	10	13.51%	24.0	0	10	0	0
\$150,001 - \$200,000	22	29.73%	33.0	1	14	6	1
\$200,001 - \$375,000	8	10.81%	37.5	0	4	4	0
\$375,001 and up	9	12.16%	96.0	0	3	6	0
Total Closed Units	74			10	43	19	2
Total Closed Volume	14,325,665	100%	38.5	683.75K	7.42M	5.90M	323.00K
Median Closed Price	\$154,750			\$73,075	\$149,000	\$248,000	\$161,500

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Phone: 918-663-7500

Email: support@mlstechnology.com

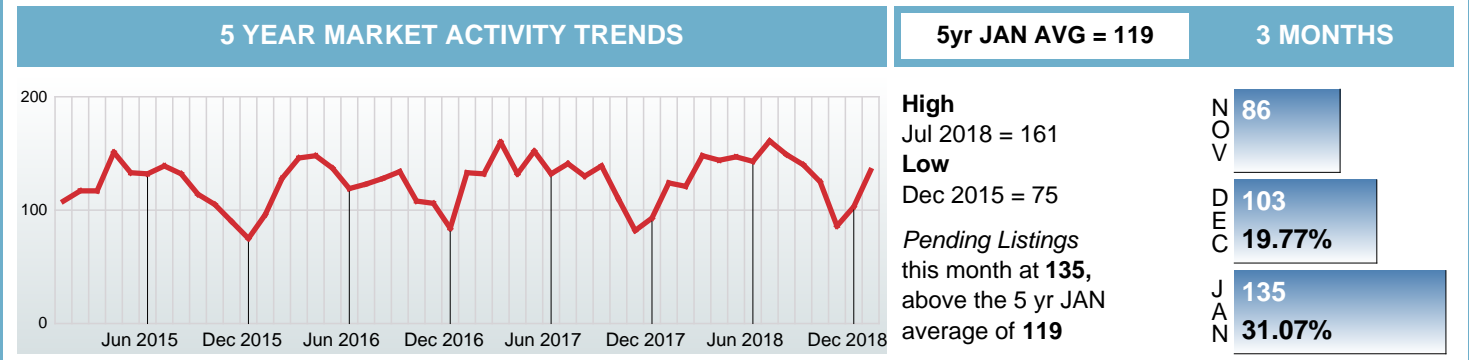
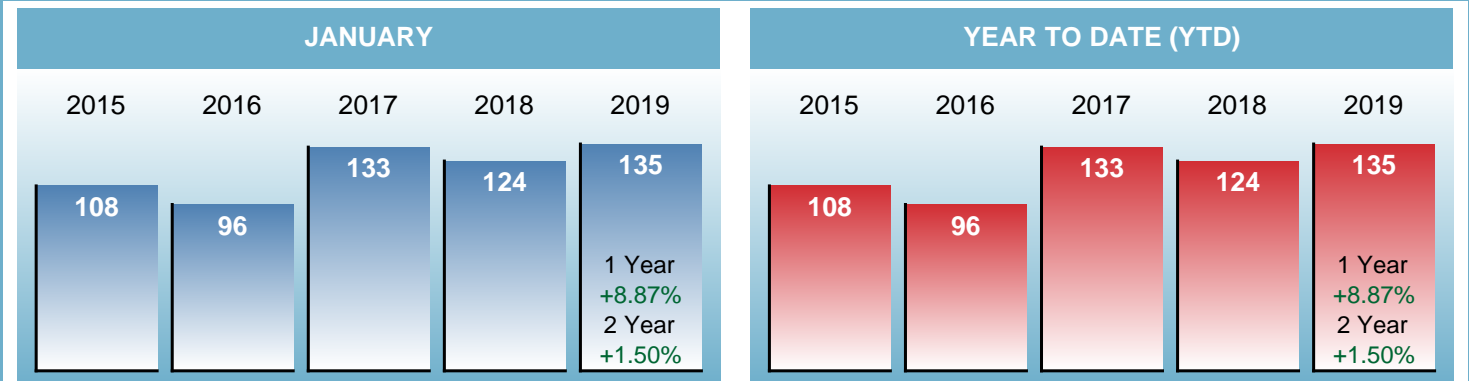
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PENDING LISTINGS

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PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	13	9.63%	22.0	11	2	0	0
\$60,001 - \$90,000	15	11.11%	13.0	8	6	1	0
\$90,001 - \$130,000	22	16.30%	57.5	2	16	4	0
\$130,001 - \$160,000	33	24.44%	31.0	1	26	5	1
\$160,001 - \$240,000	21	15.56%	52.0	0	11	10	0
\$240,001 - \$340,000	16	11.85%	49.5	0	5	7	4
\$340,001 and up	15	11.11%	86.0	1	1	9	4
Total Pending Units	135			23	67	36	9
Total Pending Volume	24,826,436	100%	41.0	1.87M	10.09M	9.44M	3.43M
Median Listing Price	\$149,102			\$65,000	\$145,000	\$223,000	\$325,000

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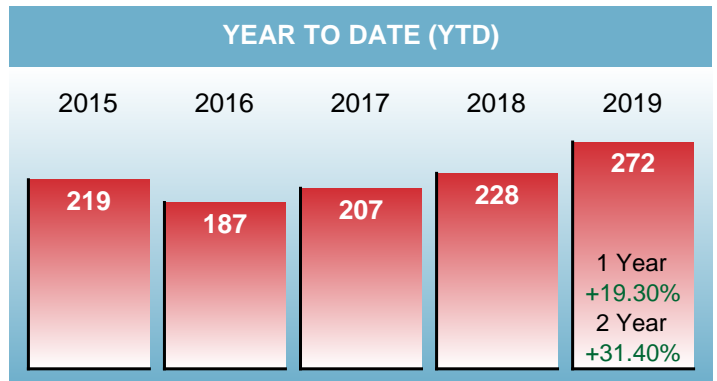
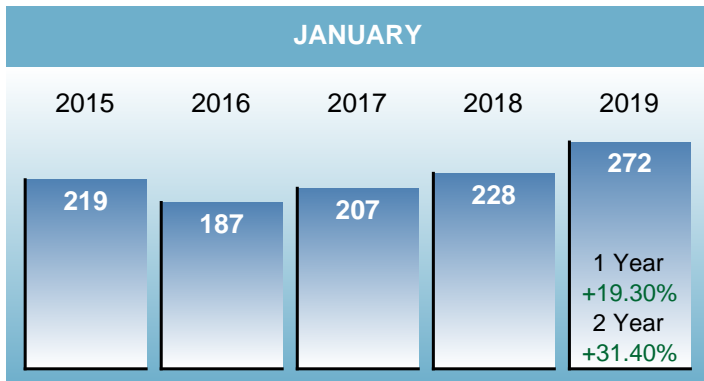
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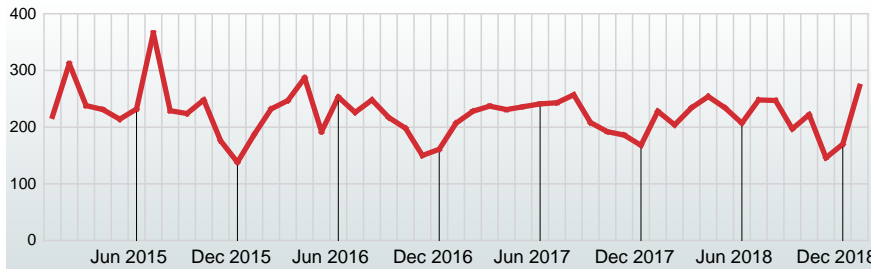


NEW LISTINGS

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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**

NOV	146
DEC	170
16.44%	
JAN	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
Median New Listed Listing Price	\$169,440		\$149,950	\$161,760	\$299,900	\$517,500

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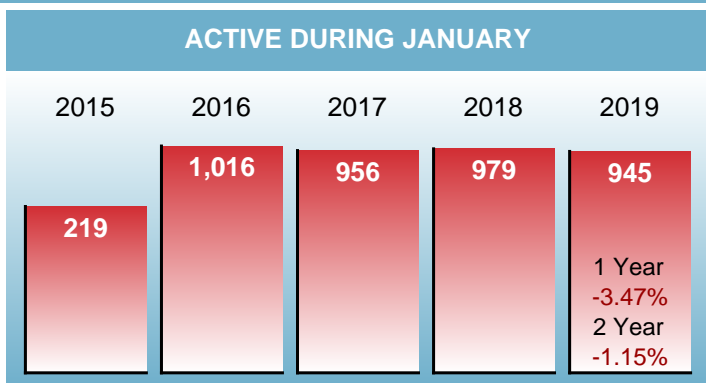
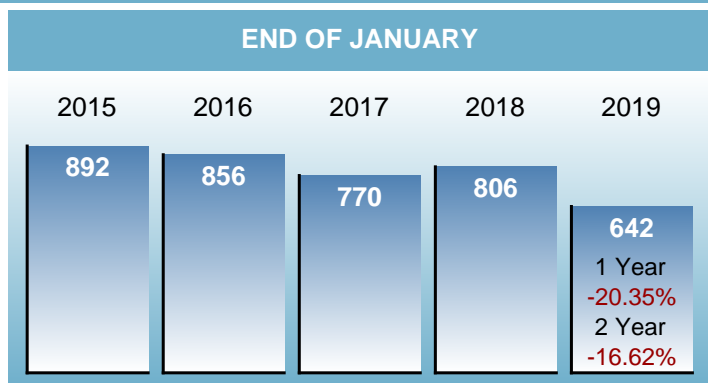
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ACTIVE INVENTORY

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



5yr JAN AVG = 793 **3 MONTHS**

High
May 2015 = 1,059

Low
Jan 2019 = 642

Inventory
this month at **642**,
below the 5 yr JAN
average of **793**

NOV	698
DEC	673 -3.58%
JAN	642 -4.61%

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	47	7.32%	91.0	46	1	0	0
\$25,001 - \$75,000	89	13.86%	52.0	83	4	2	0
\$75,001 - \$125,000	77	11.99%	55.0	49	23	5	0
\$125,001 - \$225,000	184	28.66%	42.0	69	78	31	6
\$225,001 - \$325,000	102	15.89%	83.5	25	28	43	6
\$325,001 - \$450,000	74	11.53%	62.0	12	17	35	10
\$450,001 and up	69	10.75%	87.0	16	8	21	24
Total Active Inventory by Units	642			300	159	137	46
Total Active Inventory by Volume	166,390,761	100%	61.5	51.79M	36.96M	46.23M	31.41M
Median Active Inventory Listing Price	\$175,000			\$80,000	\$179,000	\$299,900	\$465,500

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MONTHS SUPPLY of INVENTORY (MSI)

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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 Active 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

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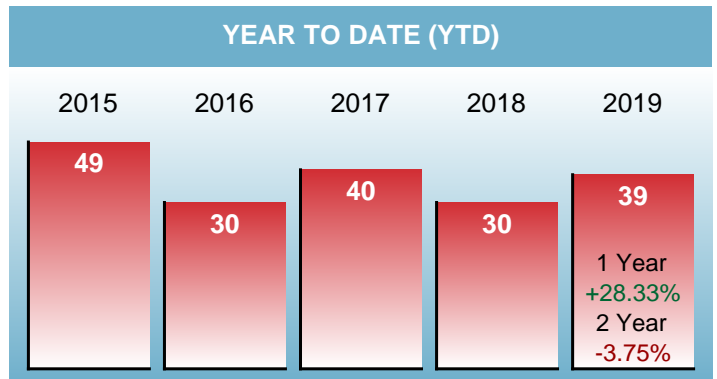
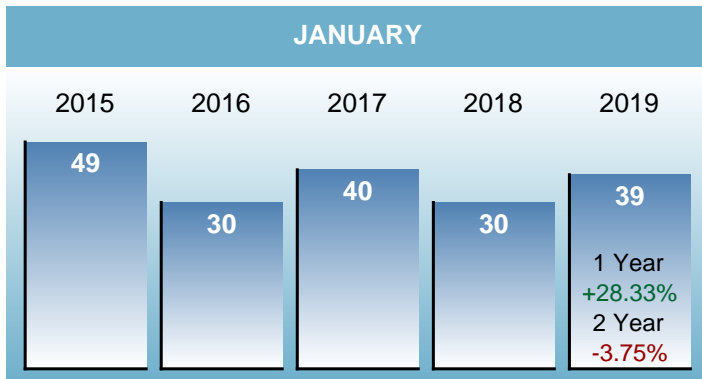
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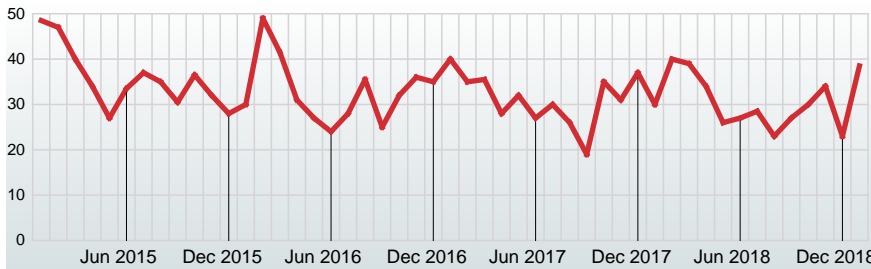


MEDIAN DAYS ON MARKET TO SALE

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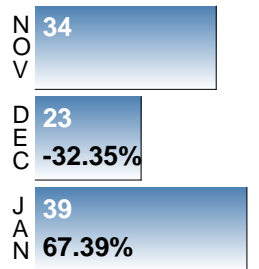


5 YEAR MARKET ACTIVITY TRENDS



5yr JAN AVG = 37

3 MONTHS



High
Feb 2016 = 49
Low
Sep 2017 = 19
Median Days on Market
this month at **39**,
above the 5 yr JAN
average of **37**

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	5	6.76%	40.0	98.0	40.0	0.0	0.0
\$50,001 - \$100,000	10	13.51%	27.5	4.0	17.0	72.5	0.0
\$100,001 - \$125,000	10	13.51%	51.5	50.5	51.5	70.0	17.0
\$125,001 - \$150,000	10	13.51%	24.0	0.0	24.0	0.0	0.0
\$150,001 - \$200,000	22	29.73%	33.0	22.0	64.0	17.0	115.0
\$200,001 - \$375,000	8	10.81%	37.5	0.0	34.0	59.5	0.0
\$375,001 and up	9	12.16%	96.0	0.0	122.0	13.5	0.0
Median Closed DOM	38.5			24.5	40.0	36.0	66.0
Total Closed Units	74			10	43	19	2
Total Closed Volume	14,325,665			683.75K	7.42M	5.90M	323.00K

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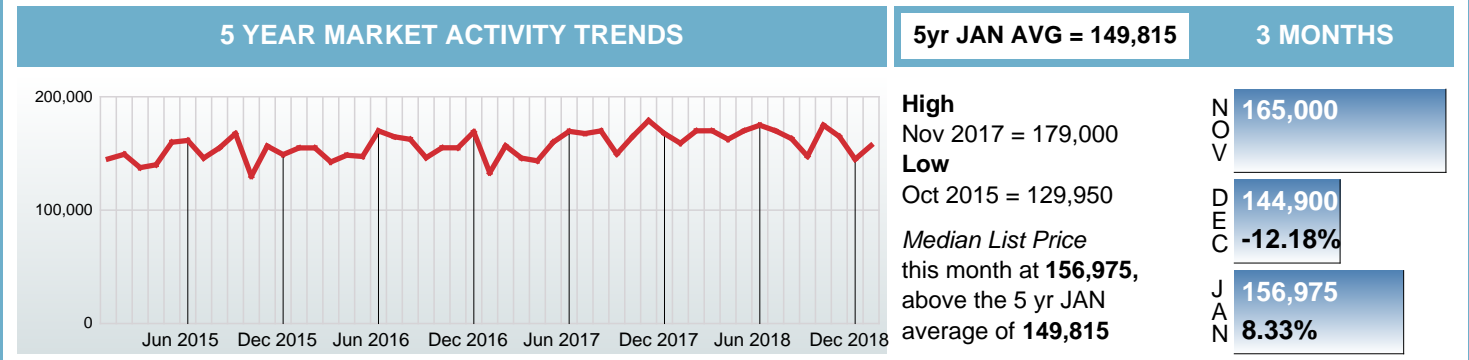
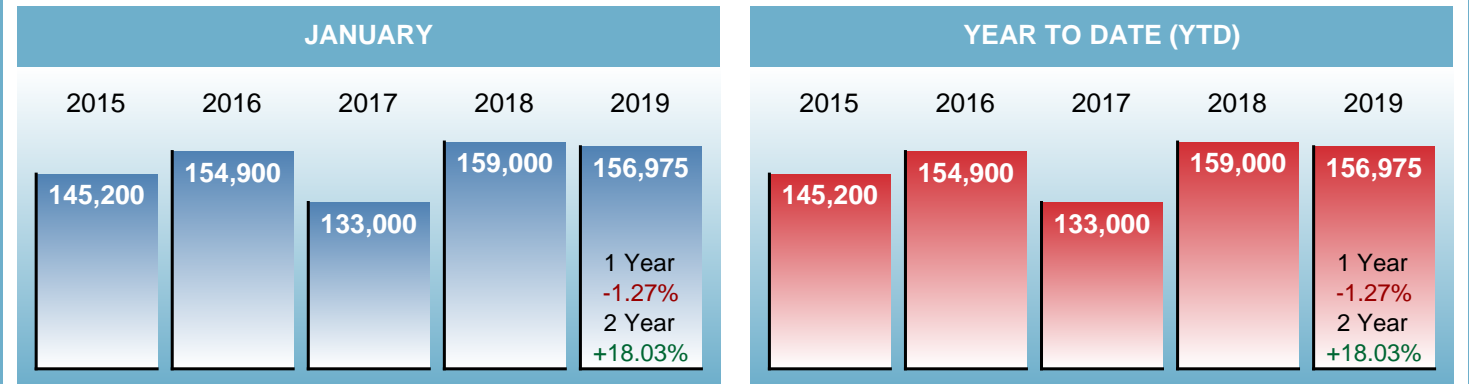
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MEDIAN LIST PRICE AT CLOSING

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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
\$50,000 and less	4	5.41%	20,000	20,000	0	0	0
\$50,001 - \$100,000	10	13.51%	78,000	77,500	77,450	89,000	0
\$100,001 - \$125,000	9	12.16%	109,900	115,000	112,450	104,900	0
\$125,001 - \$150,000	12	16.22%	144,460	0	144,460	129,900	149,500
\$150,001 - \$200,000	21	28.38%	169,500	160,000	167,900	177,950	200,000
\$200,001 - \$375,000	8	10.81%	272,450	0	249,900	299,900	0
\$375,001 and up	10	13.51%	490,000	0	495,000	485,000	0
Median List Price			156,975	76,250	150,000	245,000	174,750
Total Closed Units	74	100%	156,975	10	43	19	2
Total Closed Volume	14,783,564			711.00K	7.70M	6.02M	349.50K

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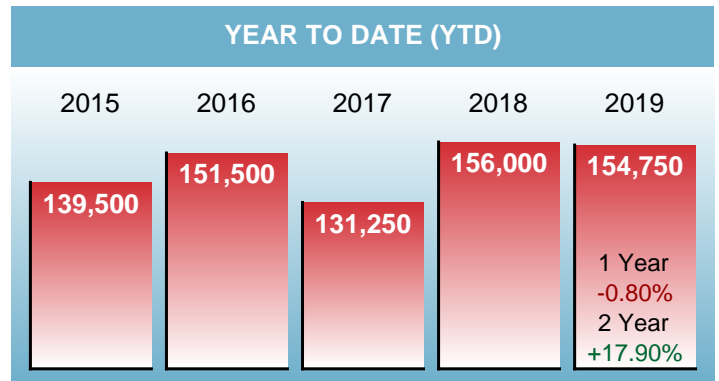
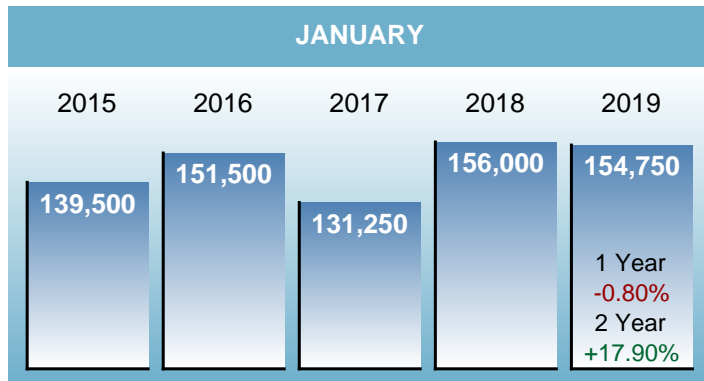
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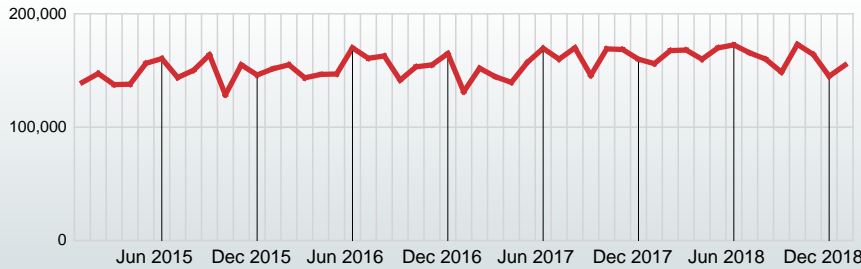
MEDIAN SOLD PRICE AT CLOSING

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



5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 146,600 **3 MONTHS**



High
Oct 2018 = 173,000
Low
Oct 2015 = 128,500
Median Sold Price
this month at **154,750**,
above the 5 yr JAN
average of **146,600**

NOV	164,080
DEC	144,900
DEC	-11.69%
JAN	154,750
N	6.80%

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	5	6.76%	19,000	17,000	45,000	0	0
\$50,001 - \$100,000	10	13.51%	76,750	75,000	68,000	90,875	0
\$100,001 - \$125,000	10	13.51%	110,400	110,400	107,500	115,000	123,000
\$125,001 - \$150,000	10	13.51%	140,120	0	140,120	0	0
\$150,001 - \$200,000	22	29.73%	166,500	160,800	164,750	179,000	200,000
\$200,001 - \$375,000	8	10.81%	283,500	0	260,750	324,000	0
\$375,001 and up	9	12.16%	478,000	0	435,000	503,000	0
Median Sold Price			154,750	73,075	149,000	248,000	161,500
Total Closed Units		100%	154,750	10	43	19	2
Total Closed Volume			14,325,665	683.75K	7.42M	5.90M	323.00K

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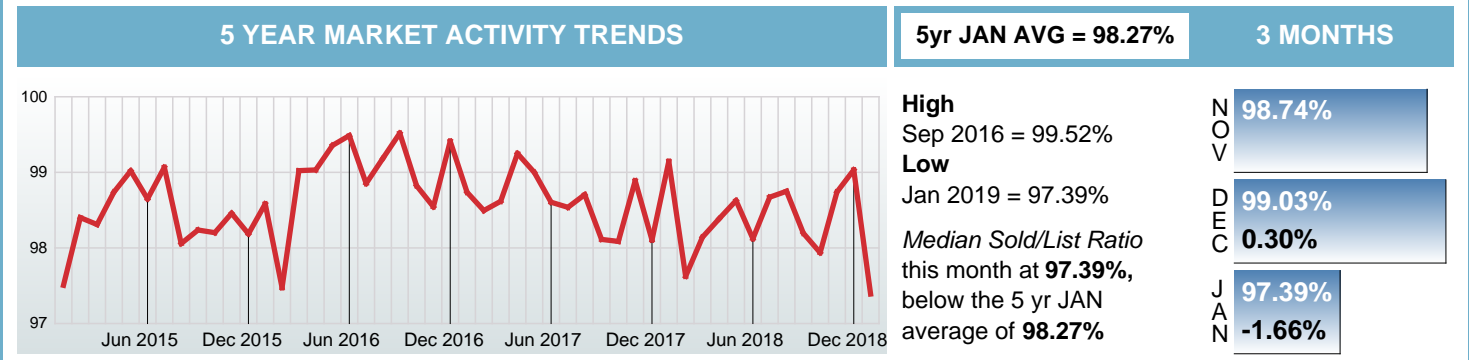
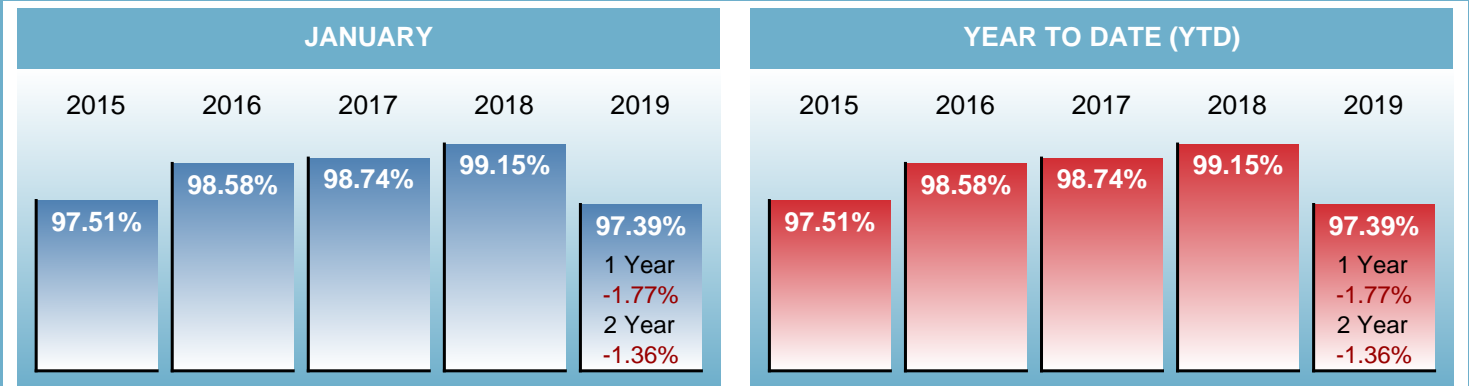
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MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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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	5	6.76%	85.71%	87.86%	71.43%	0.00%	0.00%
\$50,001 - \$100,000	10	13.51%	93.66%	100.00%	90.48%	93.66%	0.00%
\$100,001 - \$125,000	10	13.51%	94.64%	96.76%	96.52%	88.53%	82.27%
\$125,001 - \$150,000	10	13.51%	100.00%	0.00%	100.00%	0.00%	0.00%
\$150,001 - \$200,000	22	29.73%	99.90%	100.50%	97.24%	100.00%	100.00%
\$200,001 - \$375,000	8	10.81%	97.38%	0.00%	97.57%	97.38%	0.00%
\$375,001 and up	9	12.16%	96.76%	0.00%	95.70%	98.77%	0.00%
Median Sold/List Ratio			97.39%	95.90%	97.35%	98.56%	91.14%
Total Closed Units		100%	97.39%	10	43	19	2
Total Closed Volume				683.75K	7.42M	5.90M	323.00K

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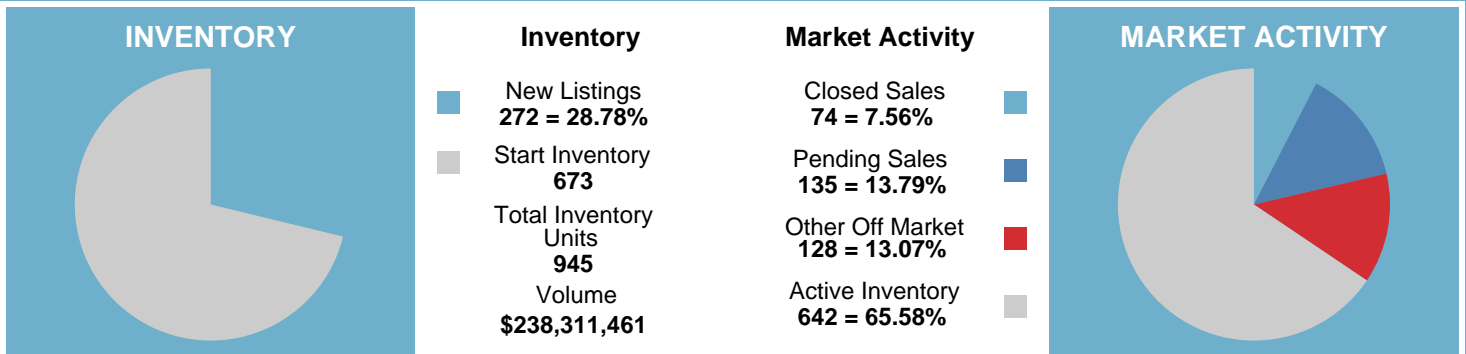
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MARKET SUMMARY

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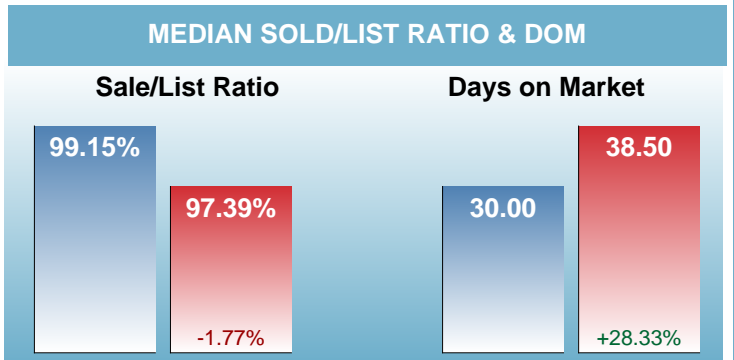
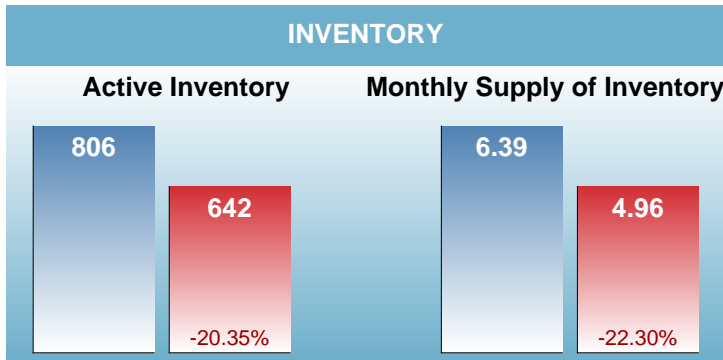
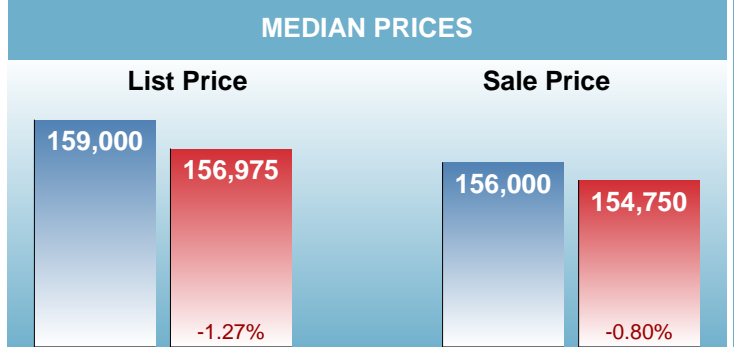
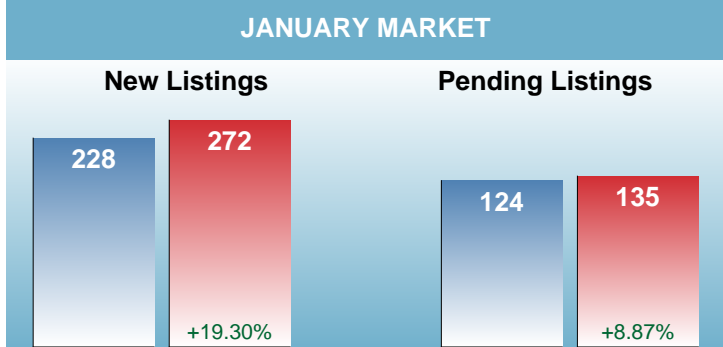


Compared Metrics	January			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	85	74	-12.94%	85	74	-12.94%
Pending Sales	124	135	8.87%	124	135	8.87%
New Listings	228	272	19.30%	228	272	19.30%
Median List Price	159,000	156,975	-1.27%	159,000	156,975	-1.27%
Median Sale Price	156,000	154,750	-0.80%	156,000	154,750	-0.80%
Median Percent of Selling Price to List Price	99.15%	97.39%	-1.77%	99.15%	97.39%	-1.77%
Median Days on Market to Sale	30.00	38.50	28.33%	30.00	38.50	28.33%
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?

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