



August 2018

Area Delimited by County Of Rogers

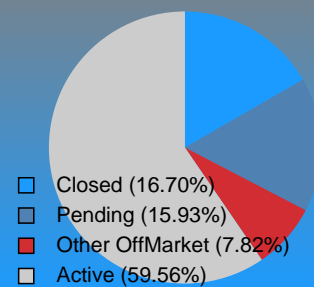


MONTHLY INVENTORY ANALYSIS

Report produced on Sep 12, 2018 for MLS Technology Inc.

Compared Metrics	August		
	2017	2018	+/-%
Closed Listings	126	173	37.30%
Pending Listings	130	165	26.92%
New Listings	257	247	-3.89%
Average List Price	216,351	195,535	-9.62%
Average Sale Price	212,594	190,599	-10.35%
Average Percent of List Price to Selling Price	102.67%	97.19%	-5.34%
Average Days on Market to Sale	42.55	40.52	-4.77%
End of Month Inventory	635	617	-2.83%
Months Supply of Inventory	5.07	4.80	-5.35%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **129** Sales/Month
Active Inventory as of August 31, 2018 = **617**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2018 decreased **2.83%** to 617 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 **4.80** 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 **10.35%** in August 2018 to \$190,599 versus the previous year at \$212,594.

Average Days on Market Shortens

The average number of **40.52** days that homes spent on the market before selling decreased by 2.03 days or **4.77%** in August 2018 compared to last year's same month at **42.55** DOM.

Sales Success for August 2018 is Positive

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

There were 247 New Listings in August 2018, down **3.89%** from last year at 257. Furthermore, there were 173 Closed Listings this month versus last year at 126, a **37.30%** increase.

Closed versus Listed trends yielded a **70.0%** ratio, up from previous year's, August 2017, at **49.0%**, a **42.86%** upswing. 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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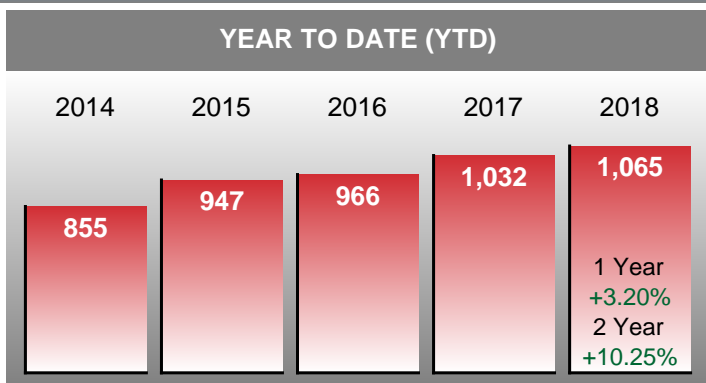
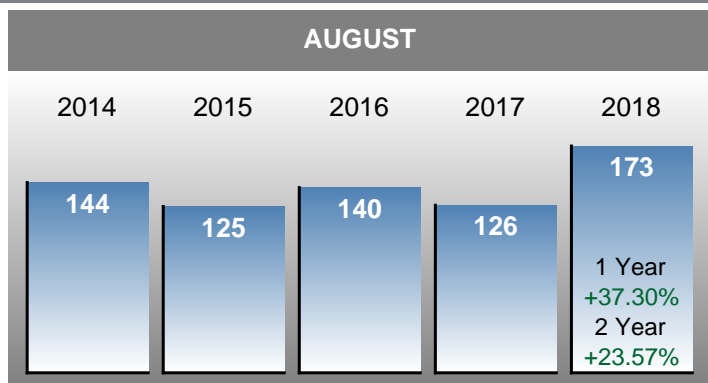
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CLOSED LISTINGS

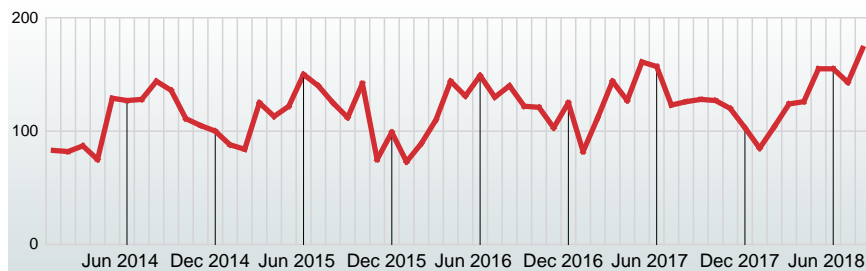
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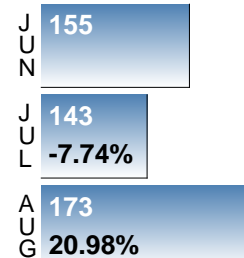
5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 142

3 MONTHS



High
Aug 2018 = 173
Low
Jan 2016 = 73
Closed Listings
this month at **173**,
above the 5 yr AUG
average of **142**



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	14	8.09%	36.1	8	6	0	0
\$50,001 - \$75,000	13	7.51%	65.1	7	6	0	0
\$75,001 - \$125,000	27	15.61%	38.0	3	17	5	2
\$125,001 - \$175,000	42	24.28%	33.6	2	33	6	1
\$175,001 - \$250,000	35	20.23%	39.5	0	18	16	1
\$250,001 - \$325,000	25	14.45%	40.3	0	9	12	4
\$325,001 and up	17	9.83%	48.8	1	4	8	4
Total Closed Units	173			21	93	47	12
Total Closed Volume	32,973,548	100%	40.5	1.71M	15.10M	12.34M	3.82M
Average Closed Price	\$190,599			\$81,431	\$162,358	\$262,597	\$318,508

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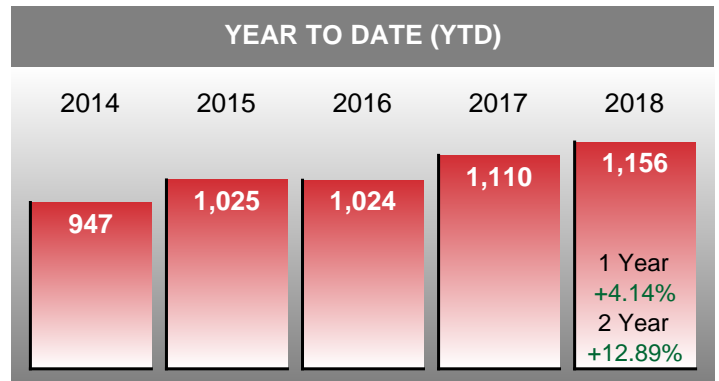
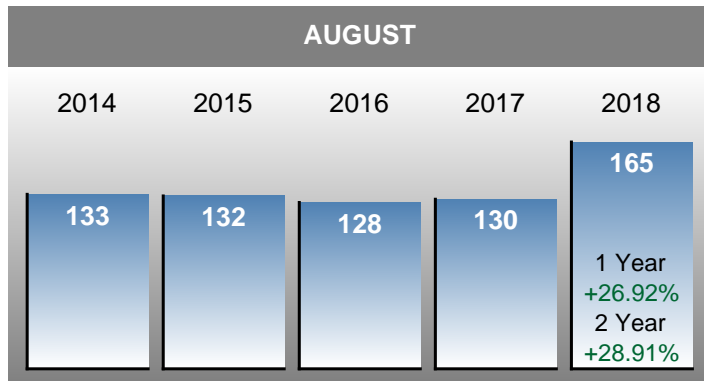
August 2018

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PENDING LISTINGS

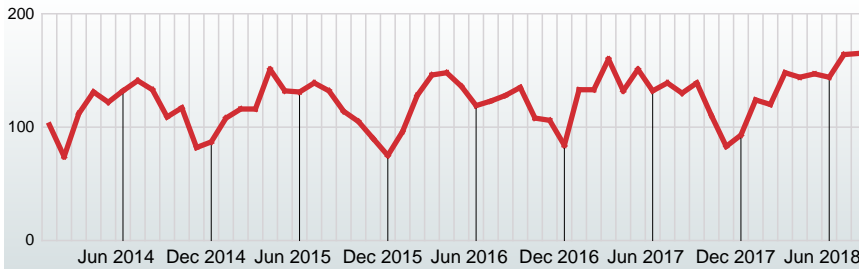
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5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 138

3 MONTHS



High
Aug 2018 = 165
Low
Feb 2014 = 74
Pending Listings
this month at **165**,
above the 5 yr AUG
average of **138**

JUN	144
JUL	164
AUG	165 13.89%
AUG	165 0.61%

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	19	11.52%	37.2	15	4	0	0
\$50,001 - \$75,000	9	5.45%	100.9	5	3	1	0
\$75,001 - \$125,000	29	17.58%	34.8	9	17	1	2
\$125,001 - \$175,000	33	20.00%	50.5	3	23	7	0
\$175,001 - \$250,000	37	22.42%	42.1	1	29	6	1
\$250,001 - \$325,000	17	10.30%	81.1	0	9	7	1
\$325,001 and up	21	12.73%	48.5	0	6	12	3
Total Pending Units	165			33	91	34	7
Total Pending Volume	30,232,041	100%	45.1	2.27M	16.18M	9.39M	2.39M
Average Listing Price	\$170,119			\$68,862	\$177,769	\$276,229	\$341,543

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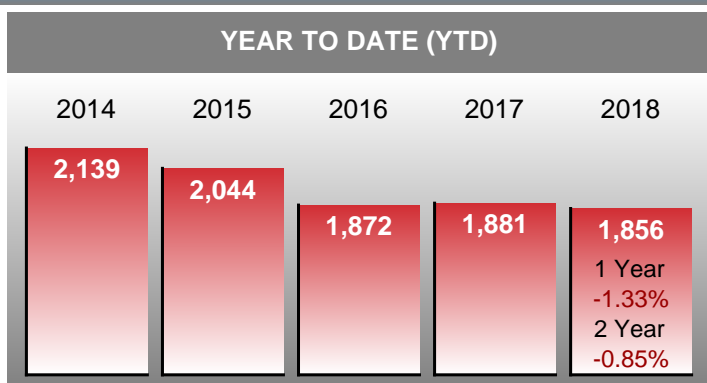
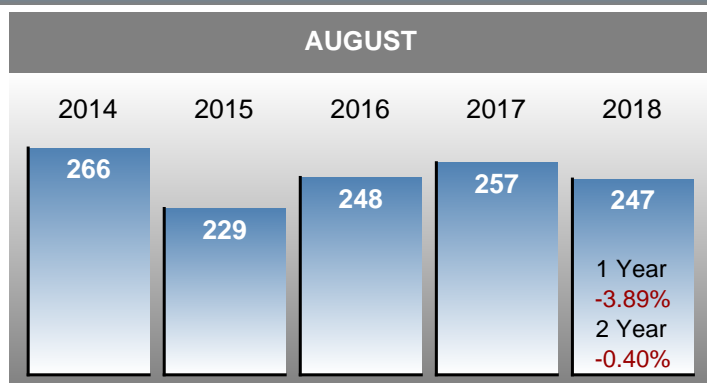
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NEW LISTINGS

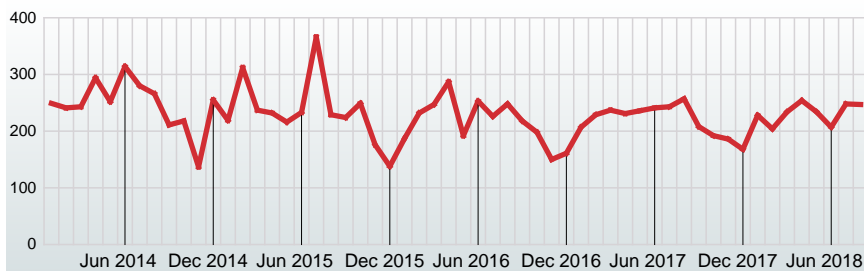
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5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 249

3 MONTHS



High
Jul 2015 = 366
Low
Nov 2014 = 137
New Listings
this month at **247**,
below the 5 yr AUG
average of **249**

JUN	207
JUL	248
19.81%	
AUG	247
-0.40%	

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	10	4.05%	9	1	0	0
\$25,001 - \$75,000	33	13.36%	23	10	0	0
\$75,001 - \$125,000	38	15.38%	9	26	2	1
\$125,001 - \$200,000	60	24.29%	9	39	11	1
\$200,001 - \$275,000	43	17.41%	4	18	18	3
\$275,001 - \$450,000	37	14.98%	2	9	22	4
\$450,001 and up	26	10.53%	4	2	9	11
Total New Listed Units	247		60	105	62	20
Total New Listed Volume	55,942,688	100%	9.10M	18.03M	19.36M	9.45M
Average New Listed Listing Price	\$161,510		\$151,743	\$171,667	\$312,336	\$472,412

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August 2018

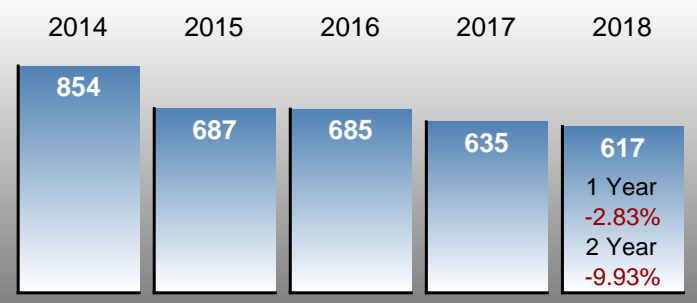
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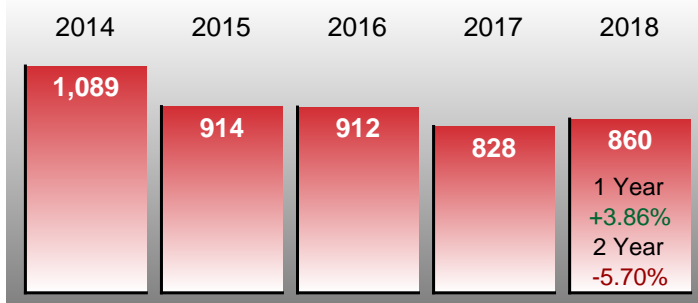
ACTIVE INVENTORY

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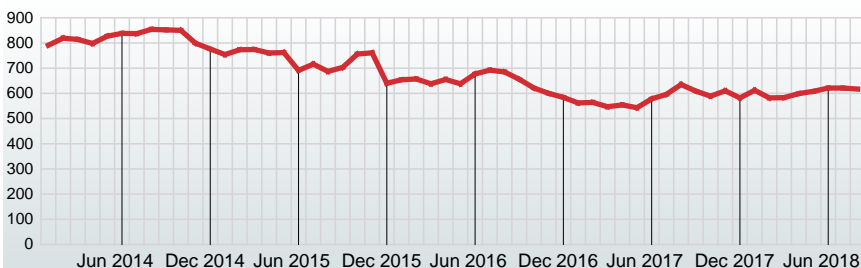
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS



5yr AUG AVG = 696

3 MONTHS

High
Aug 2014 = 854
Low
May 2017 = 543
Inventory
this month at **617**,
below the 5 yr AUG
average of **696**

JUN	621
JUL	621 0.00%
AUG	617 -0.64%

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	42	6.81%	107.3	41	1	0	0
\$25,001 - \$75,000	82	13.29%	86.3	60	21	1	0
\$75,001 - \$150,000	111	17.99%	84.5	31	64	11	5
\$150,001 - \$250,000	138	22.37%	71.8	17	73	43	5
\$250,001 - \$375,000	104	16.86%	81.1	15	31	44	14
\$375,001 - \$550,000	77	12.48%	69.5	9	9	38	21
\$550,001 and up	63	10.21%	84.1	18	10	15	20
Total Active Inventory by Units	617			191	209	152	65
Total Active Inventory by Volume	171,292,072	100%	81.0	34.00M	44.59M	52.86M	39.84M
Average Active Inventory Listing Price	\$277,621			\$178,033	\$213,327	\$347,762	\$612,962

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August 2018

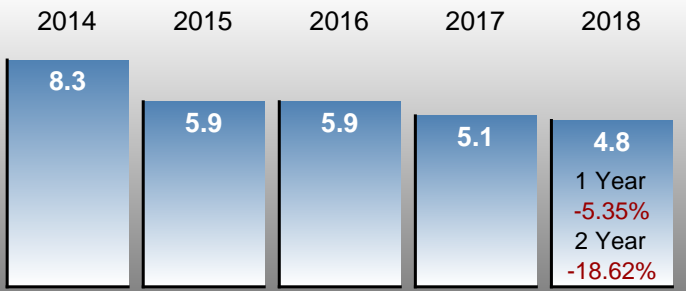
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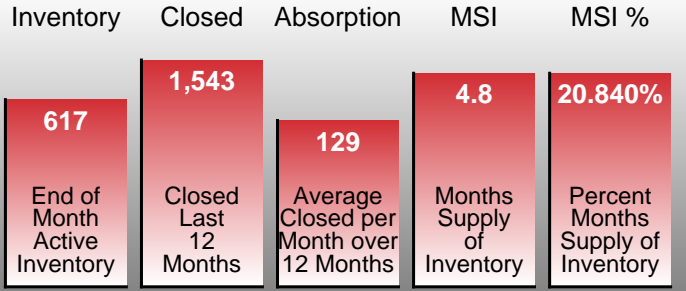
MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Sep 12, 2018 for MLS Technology Inc.

MSI FOR AUGUST



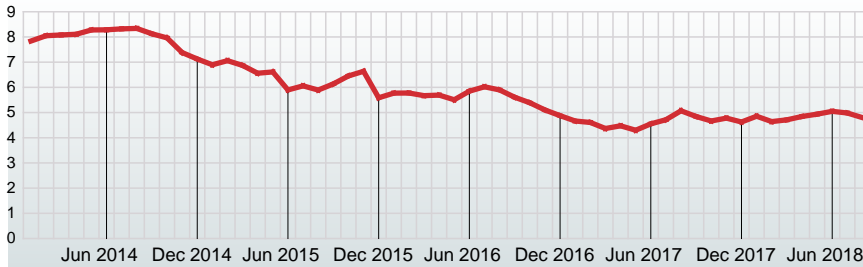
INDICATORS FOR AUGUST 2018



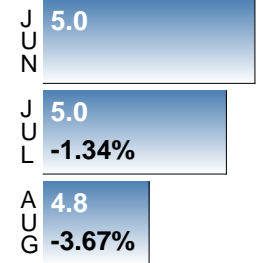
5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 6.0

3 MONTHS



High Aug 2014 = 8.3
Low May 2017 = 4.3
Months Supply this month at 4.8, below the 5 yr AUG average of 6.0



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	42	6.81%	9.3	11.2	1.3	0.0	0.0
\$25,001 - \$75,000	82	13.29%	6.4	9.1	4.0	1.2	0.0
\$75,001 - \$150,000	111	17.99%	2.9	6.2	2.2	2.5	6.0
\$150,001 - \$250,000	138	22.37%	3.1	7.6	2.7	3.0	6.0
\$250,001 - \$375,000	104	16.86%	5.6	20.0	5.3	4.3	7.6
\$375,001 - \$550,000	77	12.48%	12.0	36.0	10.8	9.5	15.8
\$550,001 and up	63	10.21%	26.1	216.0	120.0	18.0	14.1
Market Supply of Inventory (MSI)	4.8	100%	4.8	10.3	3.0	4.4	10.3
Total Active Inventory by Units	617			191	209	152	65

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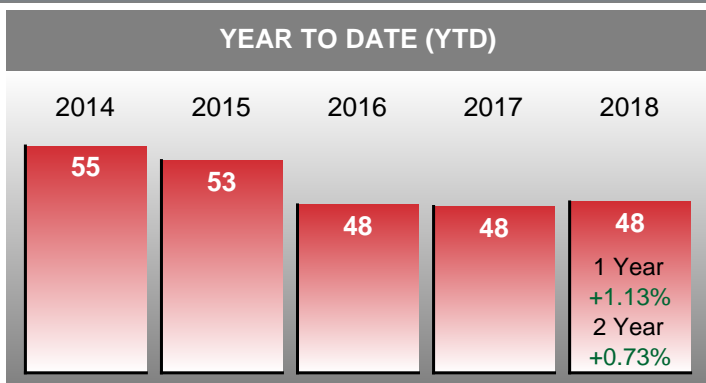
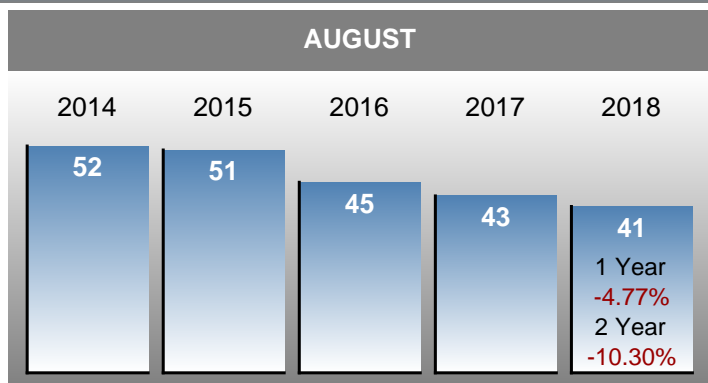
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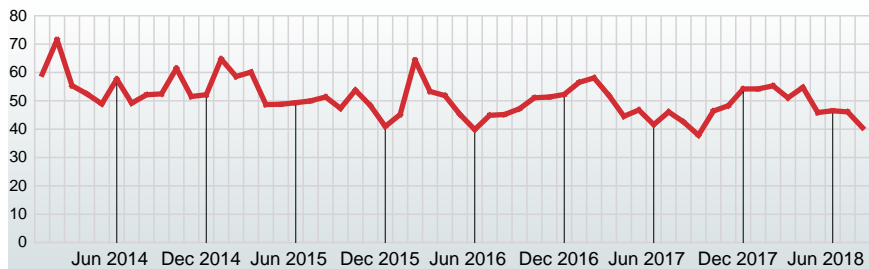


AVERAGE DAYS ON MARKET TO SALE

Report produced on Sep 12, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS



5yr AUG AVG = 46 **3 MONTHS**

High
 Feb 2014 = 72
Low
 Sep 2017 = 38
Average Days on Market
 this month at **41**,
 below the 5 yr AUG
 average of **46**

JUN	46
JUL	46 -0.89%
AUG	41 -12.07%

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	14	8.09%	36.1	36.9	35.0	0.0	0.0
\$50,001 - \$75,000	13	7.51%	65.1	62.1	68.5	0.0	0.0
\$75,001 - \$125,000	27	15.61%	38.0	24.3	49.5	18.4	10.0
\$125,001 - \$175,000	42	24.28%	33.6	85.5	28.8	26.8	130.0
\$175,001 - \$250,000	35	20.23%	39.5	0.0	36.9	38.9	98.0
\$250,001 - \$325,000	25	14.45%	40.3	0.0	32.8	48.2	33.8
\$325,001 and up	17	9.83%	48.8	43.0	21.8	41.9	91.0
Average Closed DOM			40.5	48.4	37.2	38.0	62.3
Total Closed Units		100%	40.5	21	93	47	12
Total Closed Volume			32,973,548	1.71M	15.10M	12.34M	3.82M

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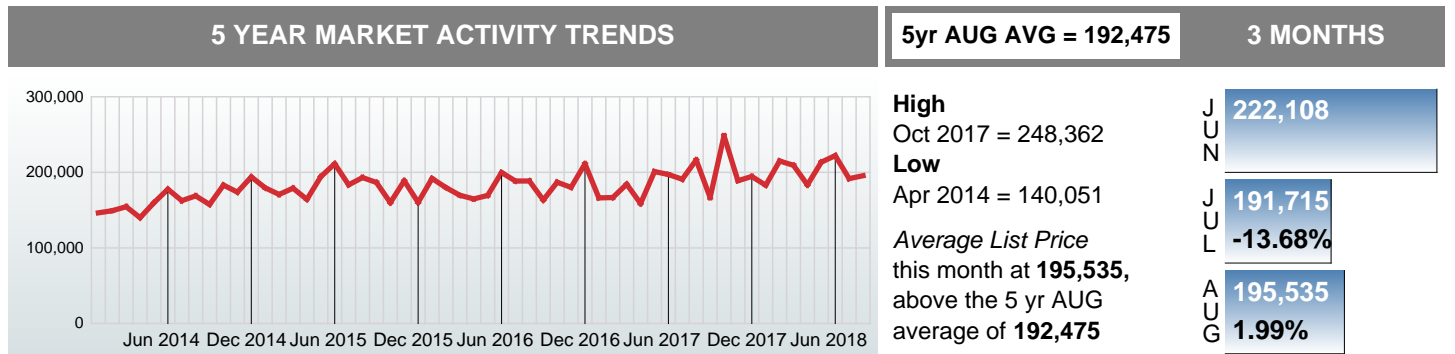
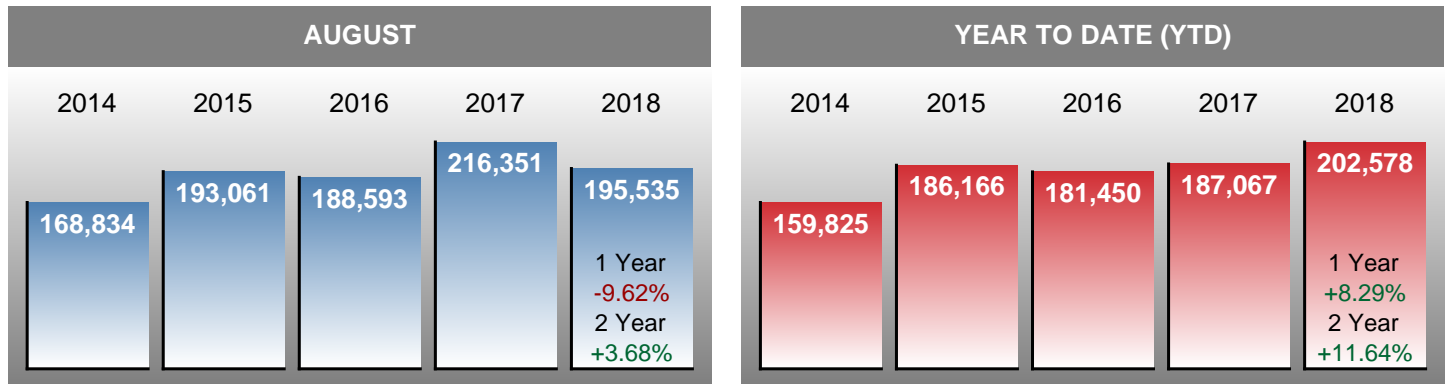
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Area Delimited by County Of Rogers



AVERAGE LIST PRICE AT CLOSING

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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	13	7.51%	35,292	36,600	37,200	0	0
\$50,001 - \$75,000	10	5.78%	65,350	69,686	72,200	0	0
\$75,001 - \$125,000	30	17.34%	99,773	101,333	104,376	107,580	96,050
\$125,001 - \$175,000	42	24.28%	150,970	179,993	149,604	161,050	152,500
\$175,001 - \$250,000	35	20.23%	214,649	0	207,211	223,313	250,000
\$250,001 - \$325,000	23	13.29%	289,672	0	289,078	297,971	312,450
\$325,001 and up	20	11.56%	460,309	370,000	424,975	499,385	530,375
Average List Price			195,535	86,409	165,582	269,105	330,492
Total Closed Units		100%	173	21	93	47	12
Total Closed Volume			33,827,549	1.81M	15.40M	12.65M	3.97M

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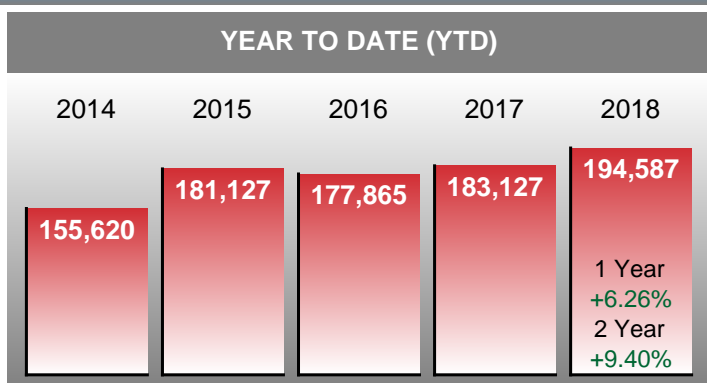
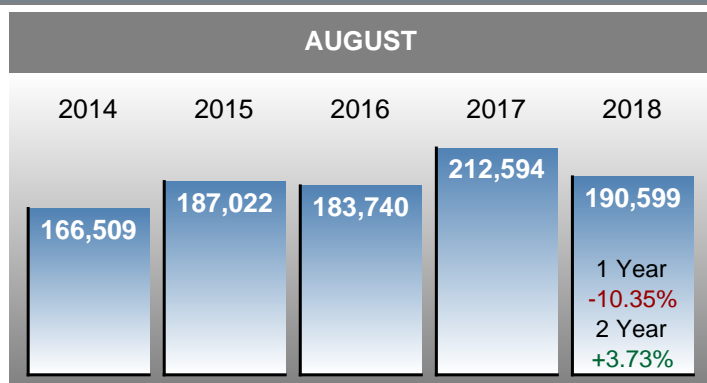
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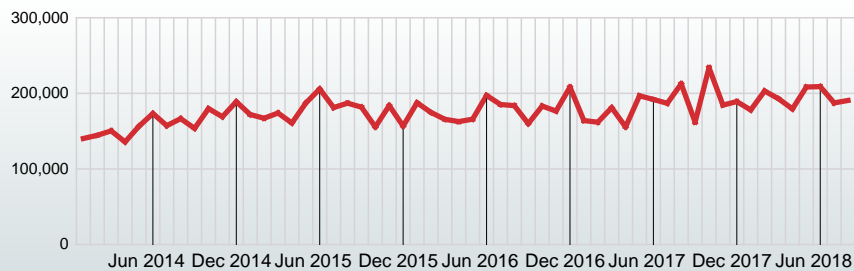
AVERAGE SOLD PRICE AT CLOSING

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5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 188,093 **3 MONTHS**



High
Oct 2017 = 233,942
Low
Apr 2014 = 135,757
Average Sold Price
this month at **190,599**,
above the 5 yr AUG
average of **188,093**

JUN	208,938
JUL	187,381
AUG	190,599
-10.32%	
1.72%	

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	14	8.09%	35,556	34,738	36,646	0	0
\$50,001 - \$75,000	13	7.51%	64,820	62,308	67,750	0	0
\$75,001 - \$125,000	27	15.61%	100,237	102,000	102,606	93,000	95,550
\$125,001 - \$175,000	42	24.28%	149,518	160,000	147,086	158,900	152,500
\$175,001 - \$250,000	35	20.23%	209,980	0	203,550	216,588	220,000
\$250,001 - \$325,000	25	14.45%	291,712	0	283,222	292,233	309,250
\$325,001 and up	17	9.83%	470,875	370,000	415,475	493,934	505,375
Average Sold Price			190,599	81,431	162,358	262,597	318,508
Total Closed Units		100%	190,599	21	93	47	12
Total Closed Volume			32,973,548	1.71M	15.10M	12.34M	3.82M

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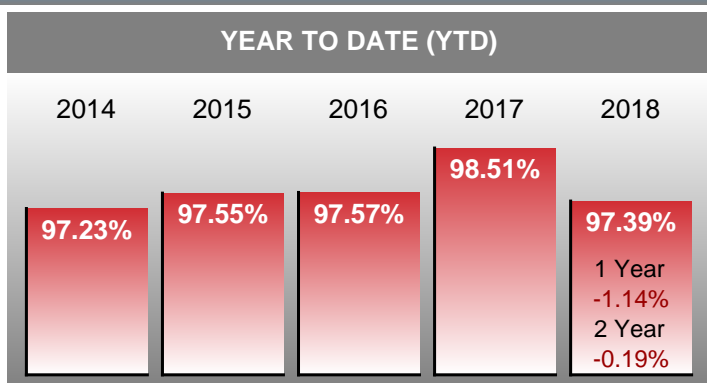
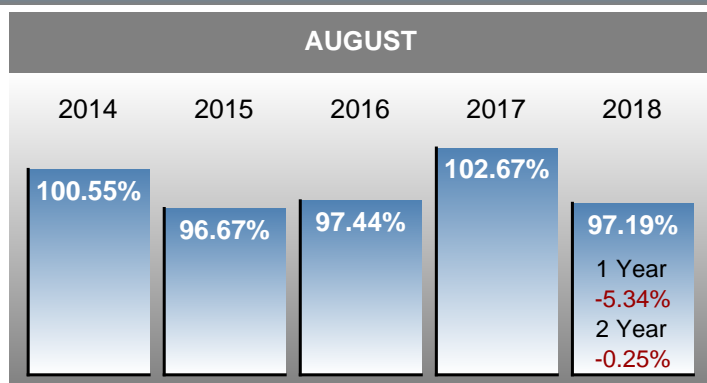
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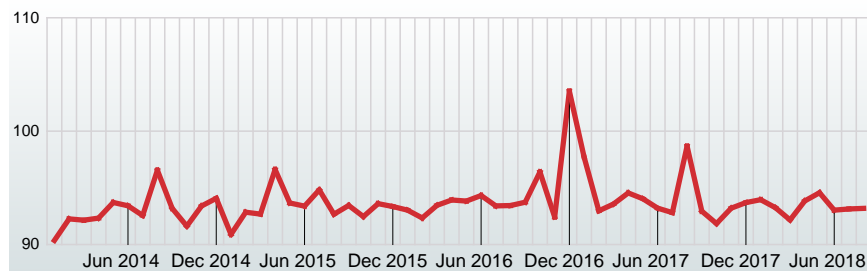


AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS



5yr AUG AVG = 98.90% **3 MONTHS**

High
Dec 2016 = 107.52%
Low
Jan 2014 = 94.36%
Average Sold/List Ratio
this month at **97.19%**,
below the 5 yr AUG
average of **98.90%**

JUN	97.03%
JUL	97.14%
AUG	97.19%
	0.11%
	0.05%

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	14	8.09%	96.94%	94.43%	100.28%	0.00%	0.00%
\$50,001 - \$75,000	13	7.51%	91.99%	90.28%	93.99%	0.00%	0.00%
\$75,001 - \$125,000	27	15.61%	96.67%	100.57%	98.61%	86.60%	99.47%
\$125,001 - \$175,000	42	24.28%	98.05%	89.69%	98.37%	98.76%	100.00%
\$175,001 - \$250,000	35	20.23%	97.53%	0.00%	98.28%	97.28%	88.00%
\$250,001 - \$325,000	25	14.45%	98.29%	0.00%	98.10%	98.21%	98.95%
\$325,001 and up	17	9.83%	97.76%	100.00%	97.92%	98.90%	94.75%
Average Sold/List Ratio			97.20%	93.74%	98.19%	96.84%	96.81%
Total Closed Units		100%	97.20%	21	93	47	12
Total Closed Volume				1.71M	15.10M	12.34M	3.82M

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MARKET SUMMARY

Report produced on Sep 12, 2018 for MLS Technology Inc.

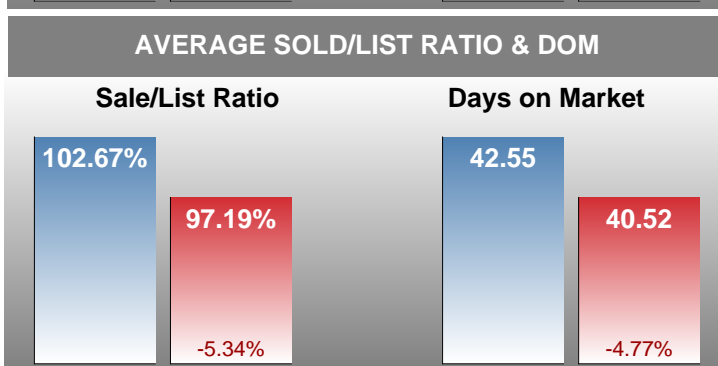
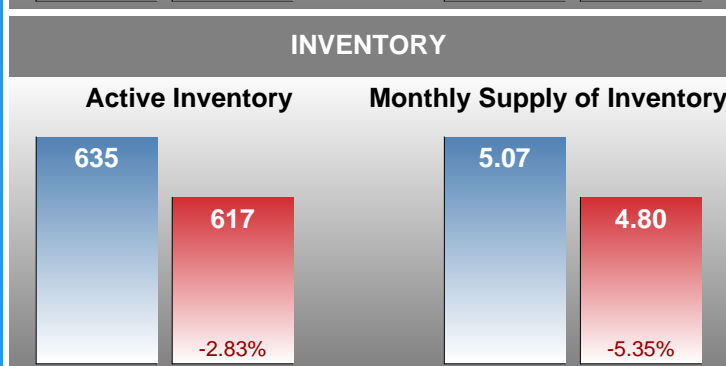
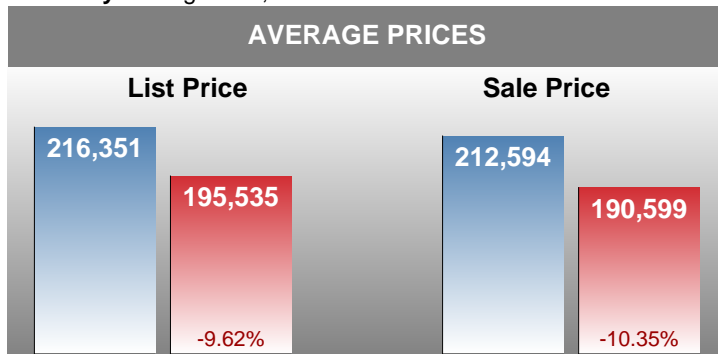
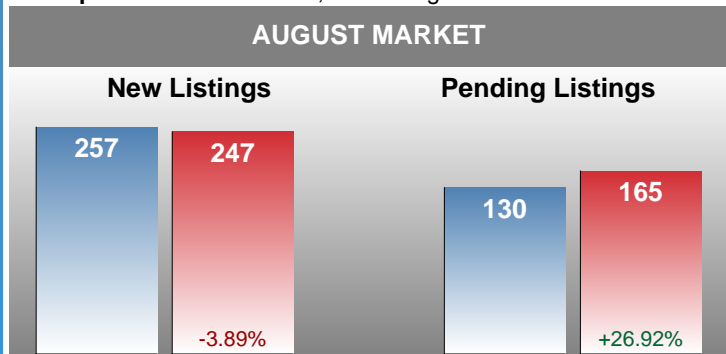


Compared Metrics	August			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	126	173	37.30%	1,032	1,065	3.20%
Pending Sales	130	165	26.92%	1,110	1,156	4.14%
New Listings	257	247	-3.89%	1,881	1,856	-1.33%
Average List Price	216,351	195,535	-9.62%	187,067	202,578	8.29%
Average Sale Price	212,594	190,599	-10.35%	183,127	194,587	6.26%
Average Percent of Selling Price to List Price	102.67%	97.19%	-5.34%	98.51%	97.39%	-1.14%
Average Days on Market to Sale	42.55	40.52	-4.77%	47.82	48.36	1.13%
Monthly Inventory	635	617	-2.83%	635	617	-2.83%
Months Supply of Inventory	5.07	4.80	-5.35%	5.07	4.80	-5.35%

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

Inventory on August 31, 2018 = 617

2017 **2018**



Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

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