



July 2018

Area Delimited by County Of Rogers

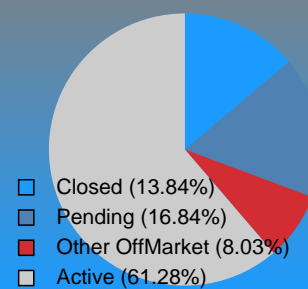


MONTHLY INVENTORY ANALYSIS

Report produced on Aug 13, 2018 for MLS Technology Inc.

Compared Metrics	July		
	2017	2018	+/-%
Closed Listings	123	143	16.26%
Pending Listings	139	174	25.18%
New Listings	243	248	2.06%
Median List Price	167,550	169,900	1.40%
Median Sale Price	160,000	166,000	3.75%
Median Percent of List Price to Selling Price	98.54%	98.66%	0.12%
Median Days on Market to Sale	30.00	29.00	-3.33%
End of Month Inventory	596	633	6.21%
Months Supply of Inventory	4.72	5.08	7.70%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **125** Sales/Month
Active Inventory as of July 31, 2018 = **633**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of July 2018 rose **6.21%** to 633 existing homes available for sale. Over the last 12 months this area has had an average of 125 closed sales per month. This represents an unsold inventory index of **5.08** MSI for this period.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **3.75%** in July 2018 to \$166,000 versus the previous year at \$160,000.

Median Days on Market Shortens

The median number of **29.00** days that homes spent on the market before selling decreased by 1.00 days or **3.33%** in July 2018 compared to last year's same month at **30.00** DOM.

Sales Success for July 2018 is Positive

Overall, with Median Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 248 New Listings in July 2018, up **2.06%** from last year at 243. Furthermore, there were 143 Closed Listings this month versus last year at 123, a **16.26%** increase.

Closed versus Listed trends yielded a **57.7%** ratio, up from previous year's, July 2017, at **50.6%**, a **13.92%** upswing. This will certainly create pressure on an increasing 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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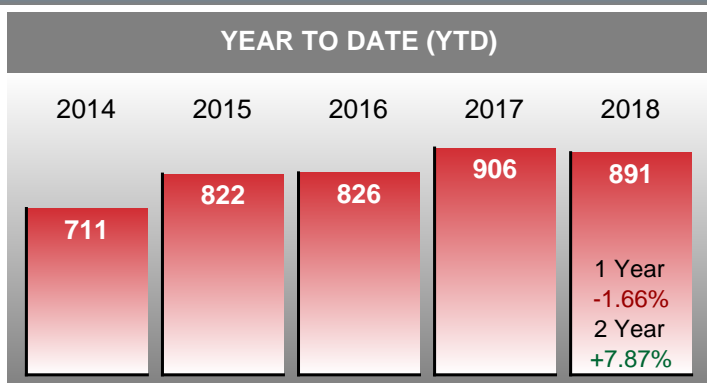
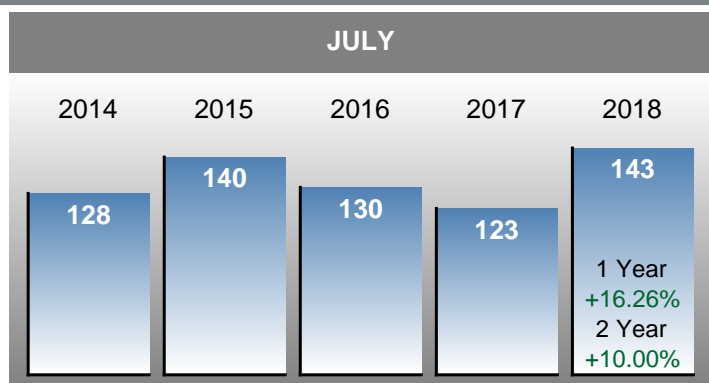
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CLOSED LISTINGS

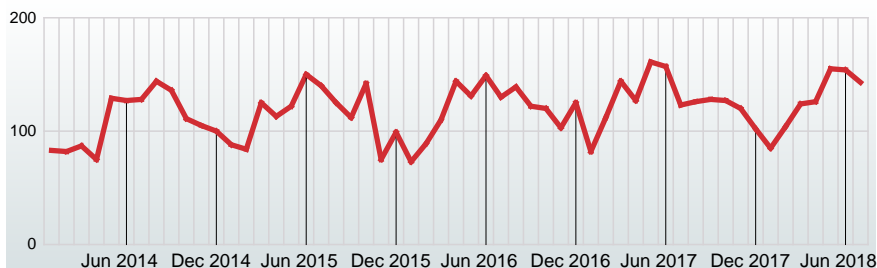
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 133

3 MONTHS



High
May 2017 = 161
Low
Jan 2016 = 73
Closed Listings
this month at **143**,
above the 5 yr JUL
average of **133**

MAY	155
JUN	154
JUL	143
JUL	-0.65%
JUL	-7.14%

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	5	3.50%	98.0	5	0	0	0
\$25,001 - \$100,000	24	16.78%	27.5	10	10	3	1
\$100,001 - \$125,000	7	4.90%	9.0	2	5	0	0
\$125,001 - \$200,000	52	36.36%	23.5	4	41	7	0
\$200,001 - \$225,000	12	8.39%	60.0	3	6	3	0
\$225,001 - \$300,000	26	18.18%	38.5	0	11	13	2
\$300,001 and up	17	11.89%	33.0	2	1	10	4
Total Closed Units	143			26	74	36	7
Total Closed Volume	26,795,429	100%	29.0	2.91M	11.92M	9.11M	2.85M
Median Closed Price	\$166,000			\$92,500	\$153,250	\$236,450	\$419,500

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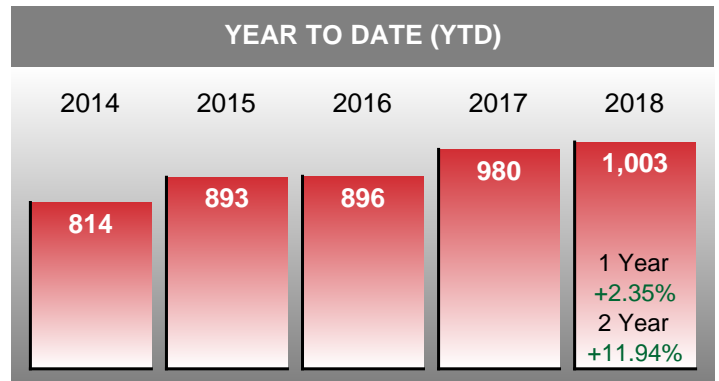
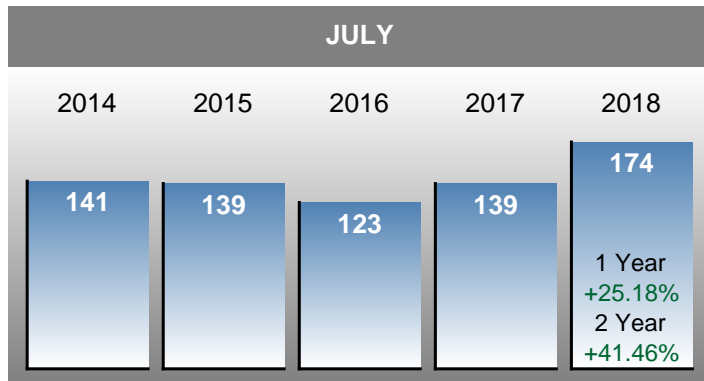
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PENDING LISTINGS

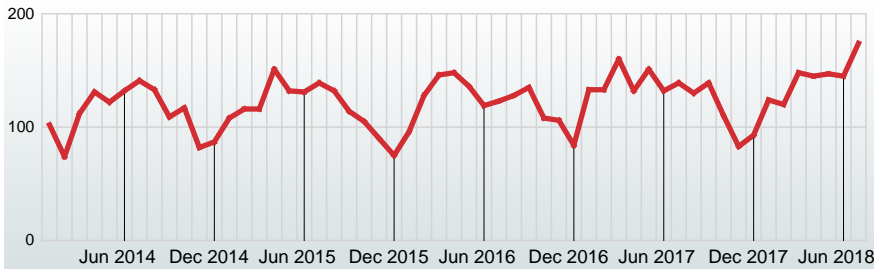
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 143

3 MONTHS



High
Jul 2018 = 174
Low
Feb 2014 = 74
Pending Listings
this month at **174**,
above the 5 yr JUL
average of **143**

MAY	147
JUN	145
JUL	174
-1.36%	
20.00%	

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	11	6.32%	46.0	4	6	1	0
\$50,001 - \$100,000	17	9.77%	37.0	5	11	1	0
\$100,001 - \$125,000	16	9.20%	25.0	1	10	5	0
\$125,001 - \$200,000	60	34.48%	21.5	3	45	11	1
\$200,001 - \$275,000	30	17.24%	36.0	1	11	16	2
\$275,001 - \$350,000	19	10.92%	26.0	0	5	8	6
\$350,001 and up	21	12.07%	48.0	3	4	9	5
Total Pending Units	174			17	92	51	14
Total Pending Volume	35,607,492	100%	34.0	2.72M	15.29M	12.60M	5.00M
Median Listing Price	\$175,250			\$85,000	\$149,200	\$235,000	\$322,450

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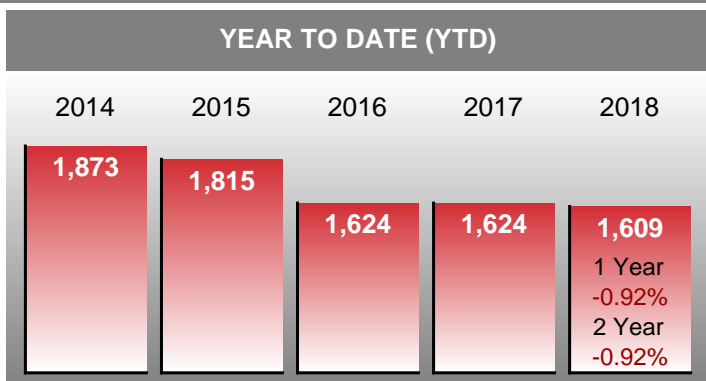
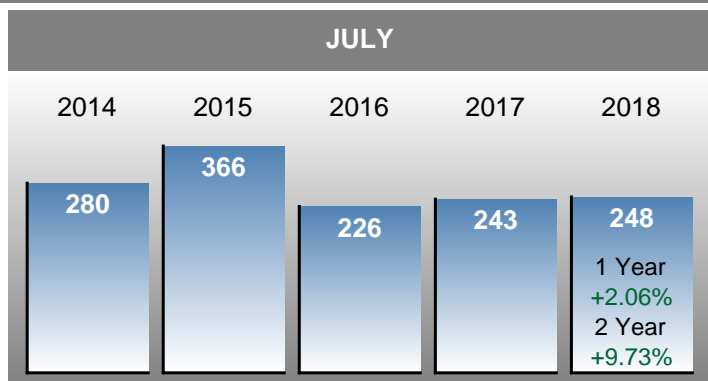
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NEW LISTINGS

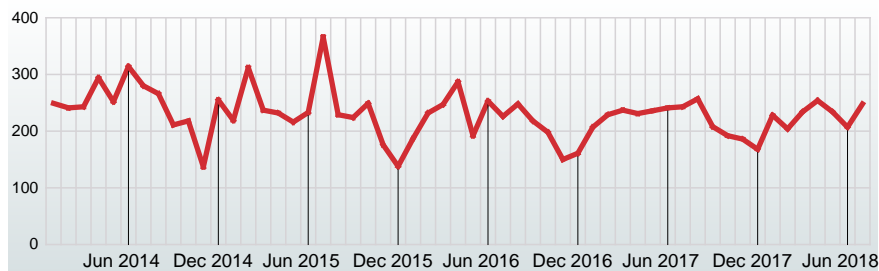
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 273

3 MONTHS



High
Jul 2015 = 366
Low
Nov 2014 = 137
New Listings
this month at **248**,
below the 5 yr JUL
average of **273**

MAY	234
JUN	207
JUL	248
-11.54%	
19.81%	

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	24	9.68%	18	6	0	0
\$50,001 - \$100,000	26	10.48%	13	11	2	0
\$100,001 - \$150,000	35	14.11%	2	25	6	2
\$150,001 - \$200,000	56	22.58%	2	40	13	1
\$200,001 - \$300,000	49	19.76%	2	27	17	3
\$300,001 - \$425,000	30	12.10%	2	10	10	8
\$425,001 and up	28	11.29%	2	5	12	9
Total New Listed Units	248		41	124	60	23
Total New Listed Volume	66,261,089	100%	4.74M	25.12M	18.63M	17.77M
Median New Listed Listing Price	\$179,950		\$69,800	\$172,500	\$249,700	\$389,000

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July 2018

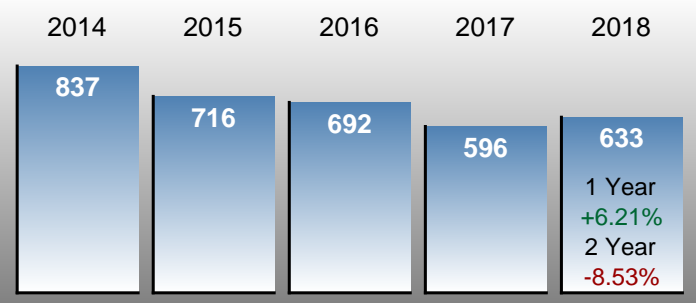
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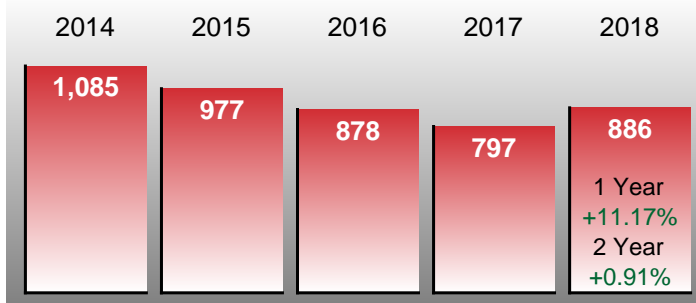
ACTIVE INVENTORY

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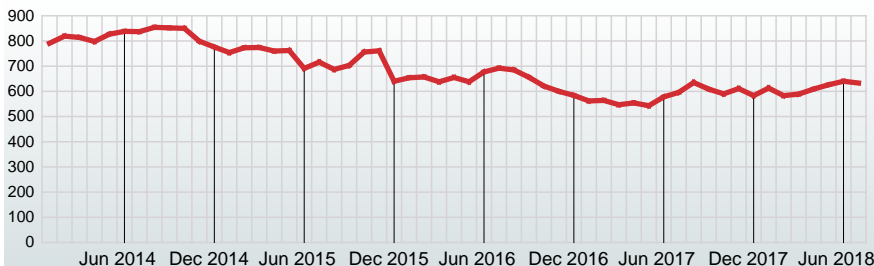
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS



5yr JUL AVG = 695

3 MONTHS

High
Aug 2014 = 854
Low
May 2017 = 543
Inventory
this month at **633**,
below the 5 yr JUL
average of **695**

MAY	626
JUN	640
JUL	633
2.24%	
-1.09%	

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	44	6.95%	95.0	44	0	0	0
\$25,001 - \$75,000	88	13.90%	95.0	69	16	3	0
\$75,001 - \$125,000	73	11.53%	71.0	23	37	9	4
\$125,001 - \$250,000	189	29.86%	48.0	29	110	43	7
\$250,001 - \$350,000	87	13.74%	74.0	12	35	31	9
\$350,001 - \$575,000	90	14.22%	56.5	13	14	42	21
\$575,001 and up	62	9.79%	74.5	15	8	16	23
Total Active Inventory by Units	633			205	220	144	64
Total Active Inventory by Volume	173,423,504	100%	70.0	32.99M	48.52M	49.95M	41.96M
Median Active Inventory Listing Price	\$190,000			\$67,000	\$175,000	\$304,950	\$458,200

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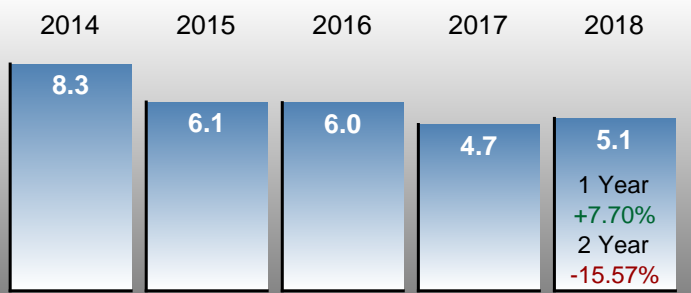
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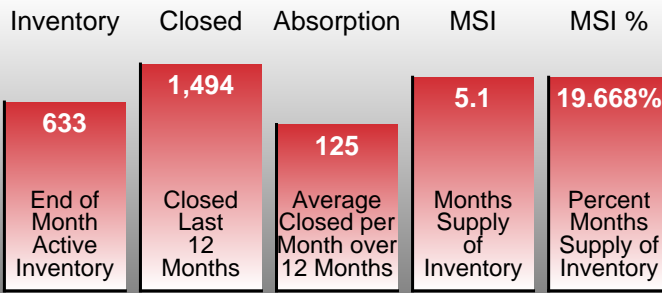
MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR JULY



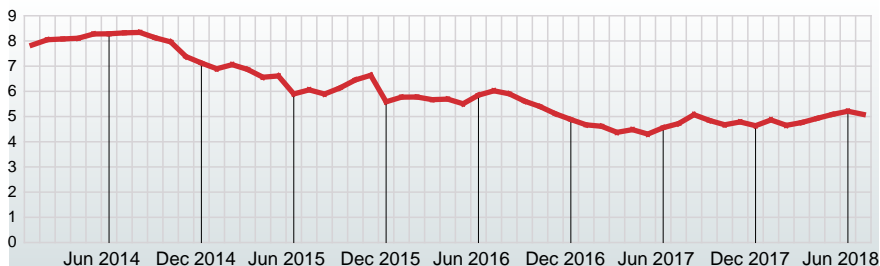
INDICATORS FOR JULY 2018



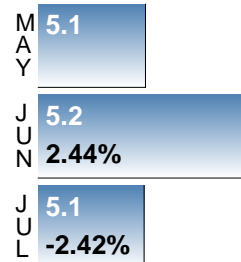
5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 6.0

3 MONTHS



High
Aug 2014 = 8.3
Low
May 2017 = 4.3
Months Supply this month at **5.1**, below the 5 yr JUL 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	44	6.95%	10.4	12.6	0.0	0.0	0.0
\$25,001 - \$75,000	88	13.90%	7.5	11.0	3.6	3.6	0.0
\$75,001 - \$125,000	73	11.53%	3.6	5.3	2.8	3.5	48.0
\$125,001 - \$250,000	189	29.86%	3.1	7.9	2.7	2.8	4.9
\$250,001 - \$350,000	87	13.74%	5.6	18.0	6.6	3.8	6.8
\$350,001 - \$575,000	90	14.22%	10.0	39.0	18.7	7.0	11.0
\$575,001 and up	62	9.79%	28.6	180.0	96.0	27.4	16.2
Market Supply of Inventory (MSI)	5.1	100%	5.1	10.9	3.3	4.3	10.1
Total Active Inventory by Units	633			205	220	144	64

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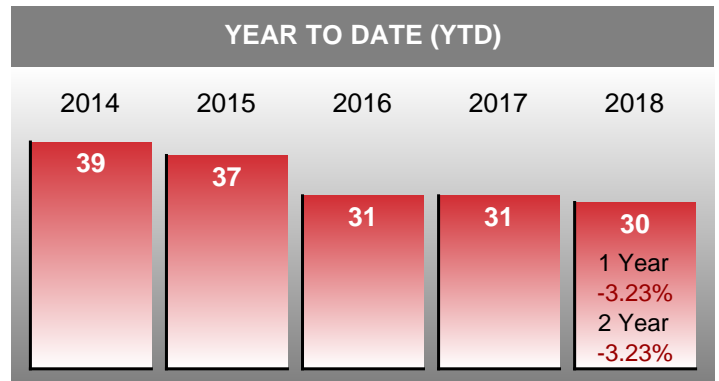
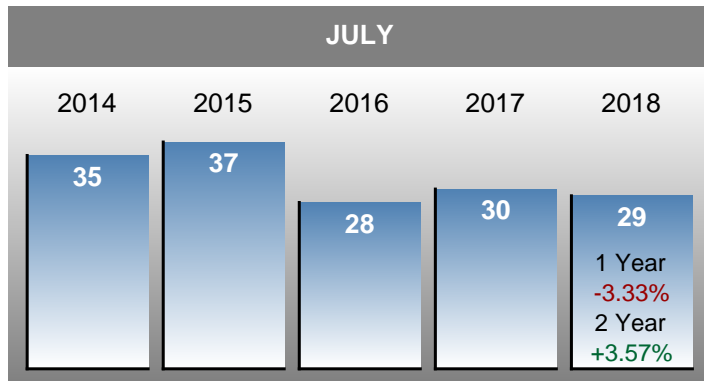
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MEDIAN DAYS ON MARKET TO SALE

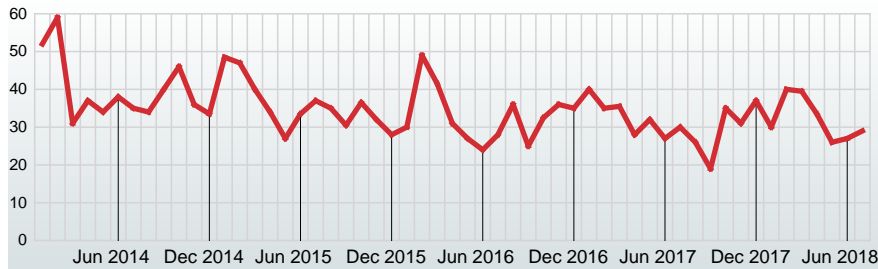
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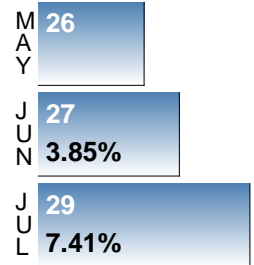
5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 32

3 MONTHS



High
Feb 2014 = 59
Low
Sep 2017 = 19
Median Days on Market
this month at **29**,
below the 5 yr JUL
average of **32**



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
\$25,000 and less	5	3.50%	98.0	98.0	0.0	0.0	0.0
\$25,001 - \$100,000	24	16.78%	27.5	25.0	27.5	100.0	24.0
\$100,001 - \$125,000	7	4.90%	9.0	76.5	9.0	0.0	0.0
\$125,001 - \$200,000	52	36.36%	23.5	110.0	21.0	22.0	0.0
\$200,001 - \$225,000	12	8.39%	60.0	95.0	39.0	59.0	0.0
\$225,001 - \$300,000	26	18.18%	38.5	0.0	61.0	36.0	1.0
\$300,001 and up	17	11.89%	33.0	105.5	7.0	22.0	38.5
Median Closed DOM			29.0	90.0	24.0	25.0	24.0
Total Closed Units		100%	29.0	26	74	36	7
Total Closed Volume			26,795,429	2.91M	11.92M	9.11M	2.85M

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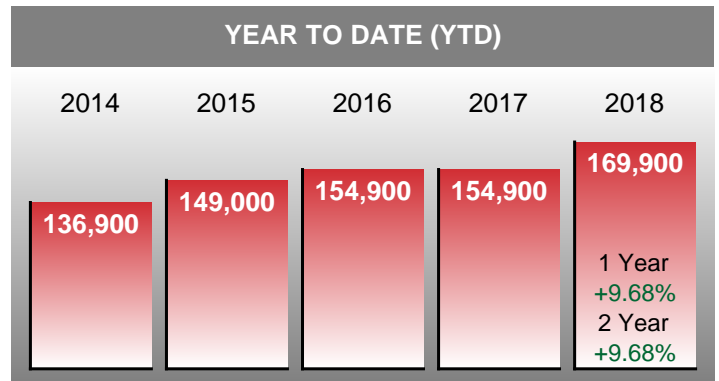
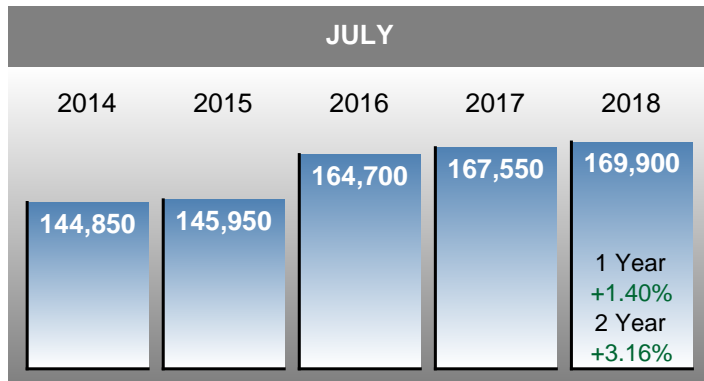
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MEDIAN LIST PRICE AT CLOSING

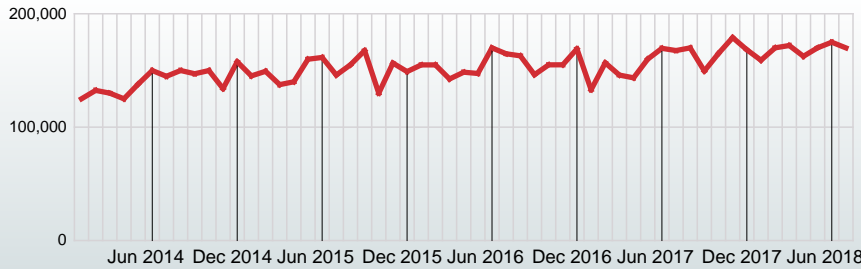
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 158,590

3 MONTHS



High
Nov 2017 = 179,000
Low
Apr 2014 = 125,000
Median List Price
this month at **169,900**,
above the 5 yr JUL
average of **158,590**

MAY	170,000
JUN	174,900
JUL	2.88%
JUL	169,900
JUL	-2.86%

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
\$25,000 and less	5	3.50%	17,000	17,000	0	0	0
\$25,001 - \$100,000	21	14.69%	60,000	49,900	64,750	70,000	88,000
\$100,001 - \$125,000	10	6.99%	112,250	118,450	110,900	0	0
\$125,001 - \$200,000	55	38.46%	159,500	150,000	159,000	187,450	0
\$200,001 - \$225,000	6	4.20%	215,950	219,900	209,500	218,000	0
\$225,001 - \$300,000	29	20.28%	249,900	250,950	259,073	239,900	264,450
\$300,001 and up	17	11.89%	380,455	406,500	319,000	369,950	544,025
Median List Price	169,900			95,950	159,000	239,400	419,500
Total Closed Units	143	100%	169,900	26	74	36	7
Total Closed Volume	27,415,225			3.13M	12.17M	9.20M	2.92M

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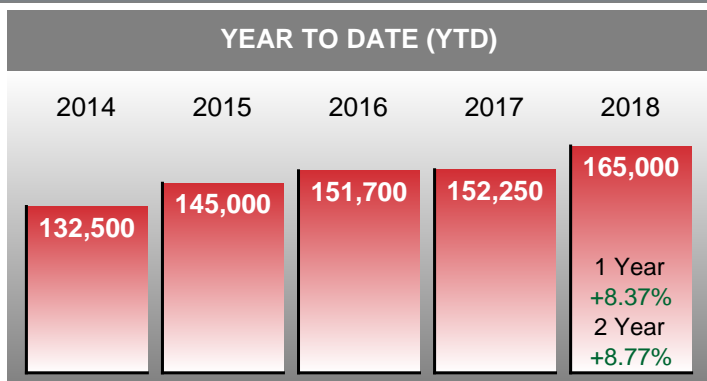
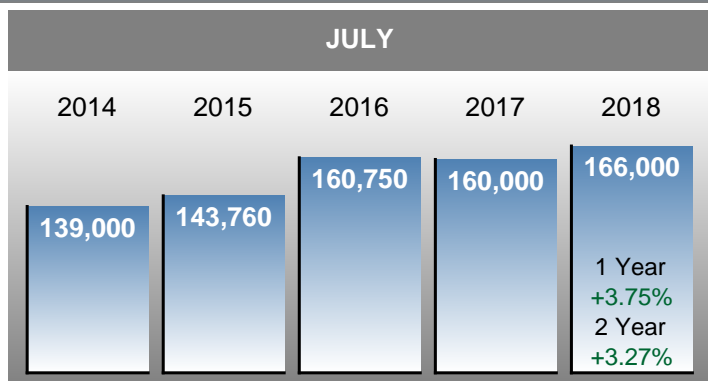
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MEDIAN SOLD PRICE AT CLOSING

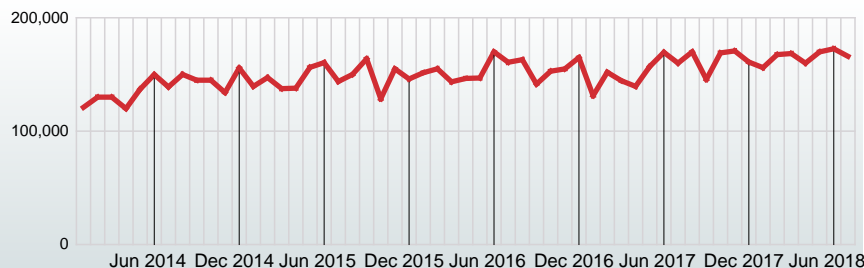
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 153,902

3 MONTHS



High
Jun 2018 = 172,650
Low
Apr 2014 = 119,900
Median Sold Price
this month at **166,000**,
above the 5 yr JUL
average of **153,902**

MAY	169,900
JUN	172,650
JUL	166,000
JUL	-3.85%

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
\$25,000 and less	5	3.50%	17,000	17,000	0	0	0
\$25,001 - \$100,000	24	16.78%	62,500	46,450	67,500	79,000	82,500
\$100,001 - \$125,000	7	4.90%	112,750	116,450	112,750	0	0
\$125,001 - \$200,000	52	36.36%	155,000	152,500	150,000	184,900	0
\$200,001 - \$225,000	12	8.39%	214,600	219,900	210,500	208,500	0
\$225,001 - \$300,000	26	18.18%	251,375	0	255,000	239,900	264,300
\$300,001 and up	17	11.89%	380,455	377,250	306,000	371,000	529,000
Median Sold Price			166,000	92,500	153,250	236,450	419,500
Total Closed Units		100%	166,000	26	74	36	7
Total Closed Volume			26,795,429	2.91M	11.92M	9.11M	2.85M

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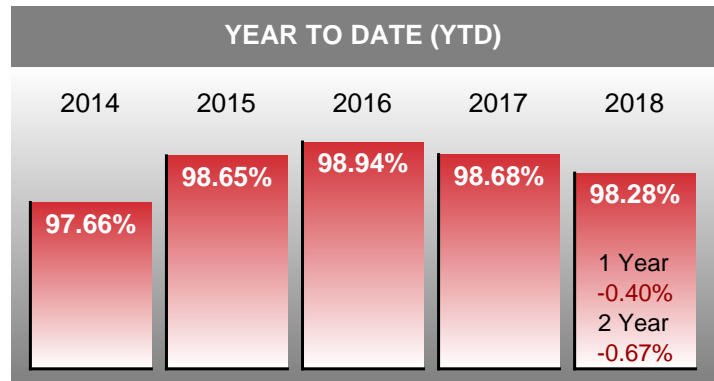
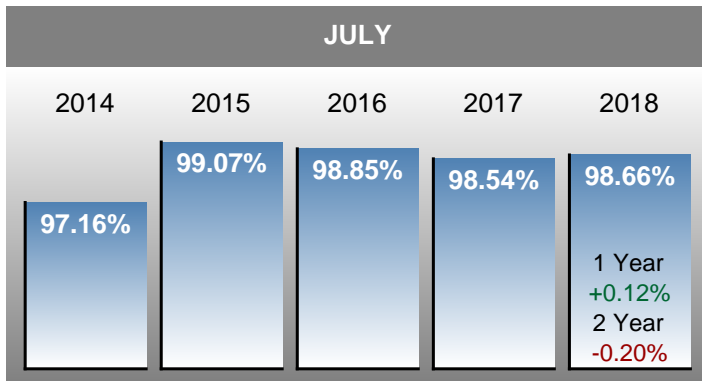
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MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

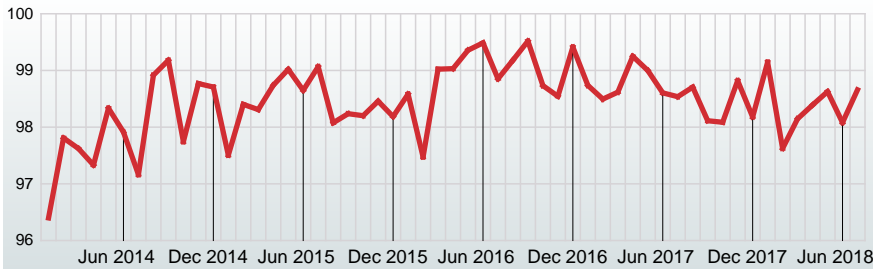
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 98.46%

3 MONTHS



High
Sep 2016 = 99.52%

Low
Jan 2014 = 96.40%

Median Sold/List Ratio this month at **98.66%**, above the 5 yr JUL average of **98.46%**

MAY	98.63%
JUN	98.08%
JUL	98.66%
JUL	0.59%

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
\$25,000 and less	5	3.50%	95.45%	95.45%	0.00%	0.00%	0.00%
\$25,001 - \$100,000	24	16.78%	93.64%	92.50%	91.83%	100.50%	93.75%
\$100,001 - \$125,000	7	4.90%	99.10%	93.59%	99.10%	0.00%	0.00%
\$125,001 - \$200,000	52	36.36%	99.46%	100.00%	97.79%	100.00%	0.00%
\$200,001 - \$225,000	12	8.39%	100.00%	88.04%	101.03%	100.45%	0.00%
\$225,001 - \$300,000	26	18.18%	99.93%	0.00%	98.11%	100.00%	99.93%
\$300,001 and up	17	11.89%	98.33%	92.77%	95.92%	100.00%	97.09%
Median Sold/List Ratio		98.66%		93.96%	98.15%	100.00%	98.33%
Total Closed Units		143	100%	26	74	36	7
Total Closed Volume		26,795,429		2.91M	11.92M	9.11M	2.85M

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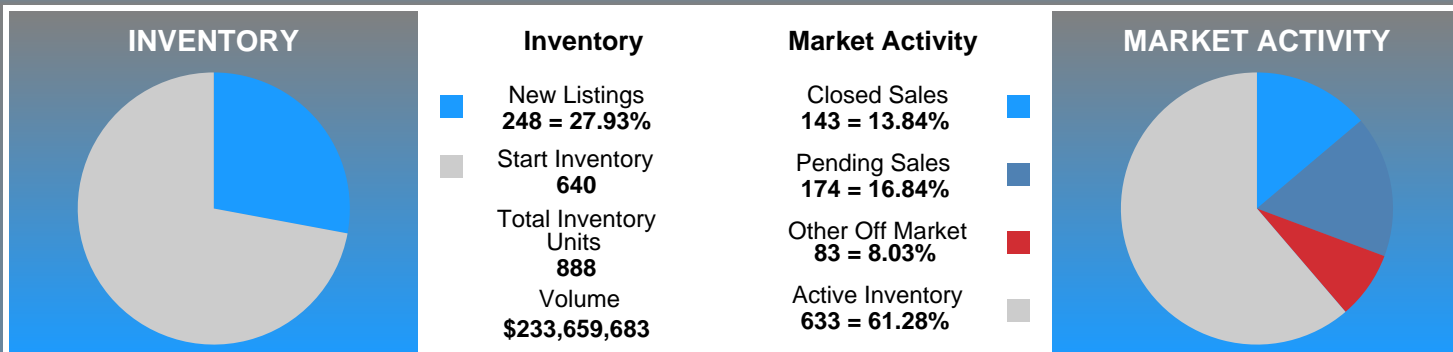
July 2018

Area Delimited by County Of Rogers



MARKET SUMMARY

Report produced on Aug 13, 2018 for MLS Technology Inc.

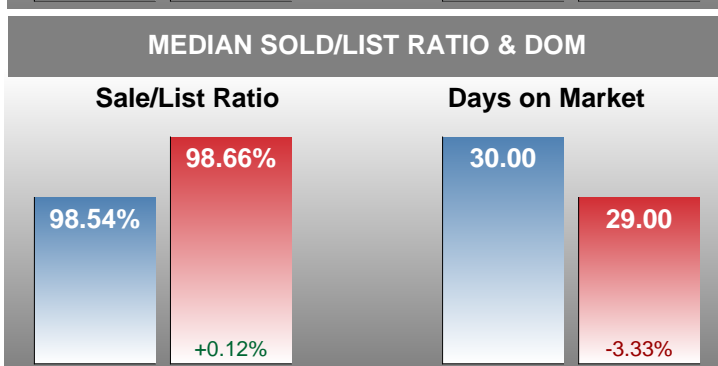
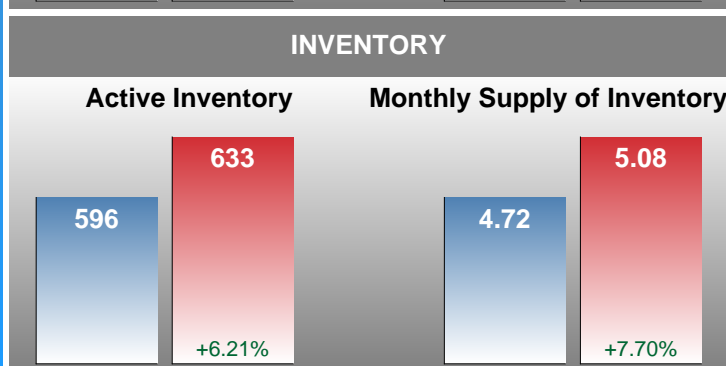
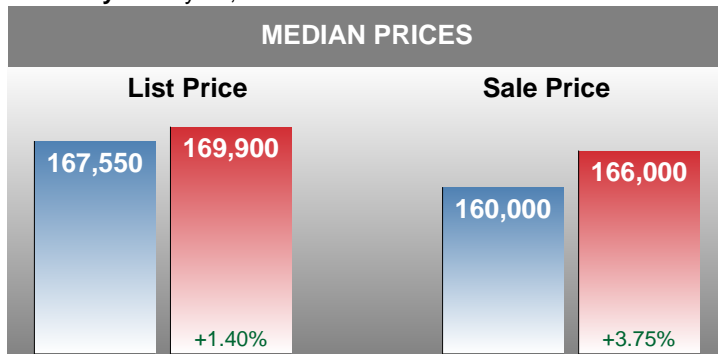
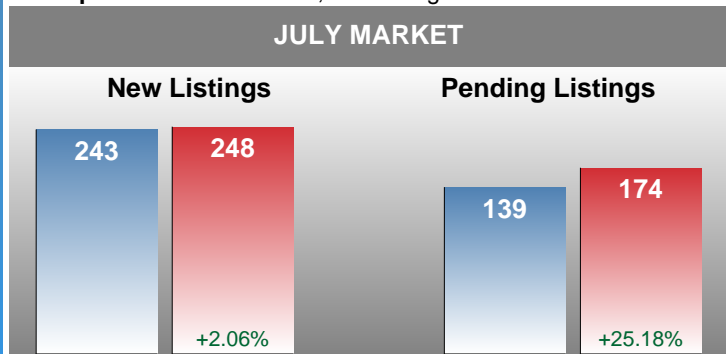


Compared Metrics	July			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	123	143	16.26%	906	891	-1.66%
Pending Sales	139	174	25.18%	980	1,003	2.35%
New Listings	243	248	2.06%	1,624	1,609	-0.92%
Median List Price	167,550	169,900	1.40%	154,900	169,900	9.68%
Median Sale Price	160,000	166,000	3.75%	152,250	165,000	8.37%
Median Percent of Selling Price to List Price	98.54%	98.66%	0.12%	98.68%	98.28%	-0.40%
Median Days on Market to Sale	30.00	29.00	-3.33%	31.00	30.00	-3.23%
Monthly Inventory	596	633	6.21%	596	633	6.21%
Months Supply of Inventory	4.72	5.08	7.70%	4.72	5.08	7.70%

Absorption: Last 12 months, an Average of **125** Sales/Month

Inventory on July 31, 2018 = 633

2017 **2018**



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