



## September 2018

Area Delimited by County Of Rogers

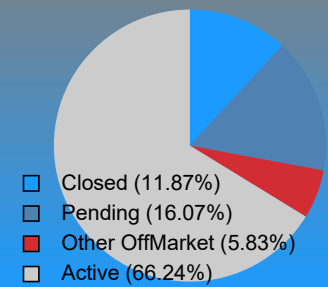


### MONTHLY INVENTORY ANALYSIS

Report produced on Oct 11, 2018 for MLS Technology Inc.

Compared Metrics	September		
	2017	2018	+/-%
Closed Listings	128	110	-14.06%
Pending Listings	139	149	7.19%
New Listings	208	197	-5.29%
Average List Price	166,699	170,721	2.41%
Average Sale Price	161,889	166,125	2.62%
Average Percent of List Price to Selling Price	96.94%	96.91%	-0.04%
Average Days on Market to Sale	37.87	42.35	11.83%
End of Month Inventory	609	614	0.82%
Months Supply of Inventory	4.84	4.82	-0.50%

#### MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **127** Sales/Month  
**Active Inventory** as of September 30, 2018 = **614**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of September 2018 rose **0.82%** to 614 existing homes available for sale. Over the last 12 months this area has had an average of 127 closed sales per month. This represents an unsold inventory index of **4.82** 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 **2.62%** in September 2018 to \$166,125 versus the previous year at \$161,889.

##### Average Days on Market Lengthens

The average number of **42.35** days that homes spent on the market before selling increased by 4.48 days or **11.83%** in September 2018 compared to last year's same month at **37.87** DOM.

##### Sales Success for September 2018 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 197 New Listings in September 2018, down **5.29%** from last year at 208. Furthermore, there were 110 Closed Listings this month versus last year at 128, a **-14.06%** decrease.

Closed versus Listed trends yielded a **55.8%** ratio, down from previous year's, September 2017, at **61.5%**, a **9.26%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

#### What's in this Issue

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

#### 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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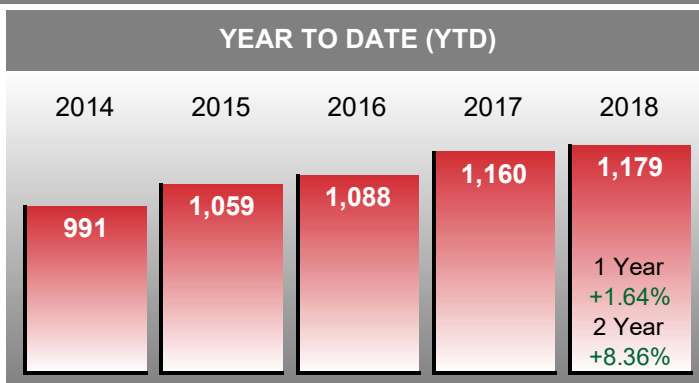
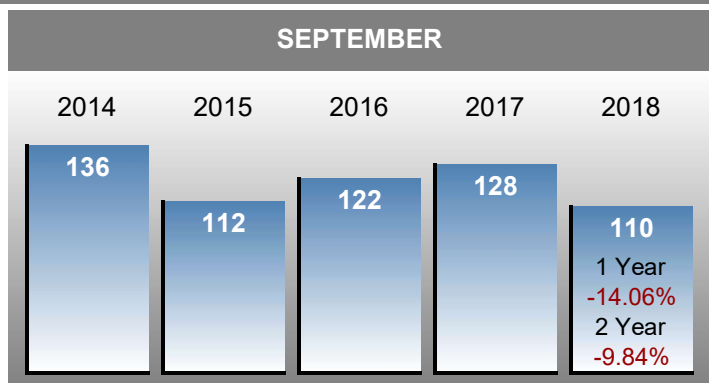
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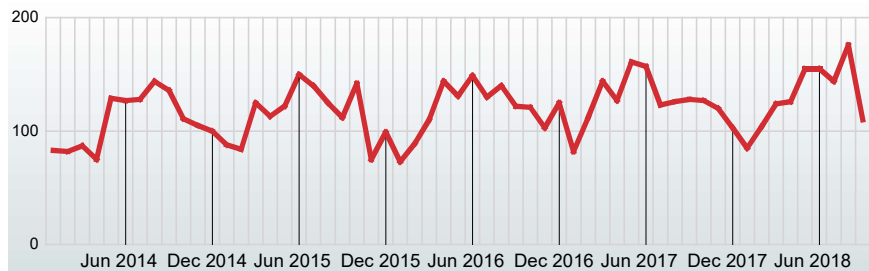


## CLOSED LISTINGS

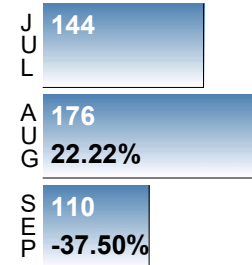
Report produced on Oct 11, 2018 for MLS Technology Inc.



**5 YEAR MARKET ACTIVITY TRENDS**      **5yr SEP AVG = 122**      **3 MONTHS**



**High**  
Aug 2018 = 176  
**Low**  
Jan 2016 = 73  
*Closed Listings*  
this month at **110**,  
below the 5 yr SEP  
average of **122**



## 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	9	8.18%	32.8	4	5	0	0
\$50,001 - \$75,000	10	9.09%	62.6	3	7	0	0
\$75,001 - \$125,000	20	18.18%	37.4	4	15	1	0
\$125,001 - \$175,000	27	24.55%	37.6	3	19	5	0
\$175,001 - \$225,000	18	16.36%	45.1	0	14	3	1
\$225,001 - \$300,000	16	14.55%	49.0	0	6	7	3
\$300,001 and up	10	9.09%	37.8	0	3	6	1
<b>Total Closed Units</b>	<b>110</b>			<b>14</b>	<b>69</b>	<b>22</b>	<b>5</b>
<b>Total Closed Volume</b>	<b>18,273,735</b>	<b>100%</b>	<b>42.3</b>	<b>1.09M</b>	<b>10.37M</b>	<b>5.44M</b>	<b>1.37M</b>
<b>Average Closed Price</b>	<b>\$166,125</b>			<b>\$78,021</b>	<b>\$150,322</b>	<b>\$247,374</b>	<b>\$273,400</b>

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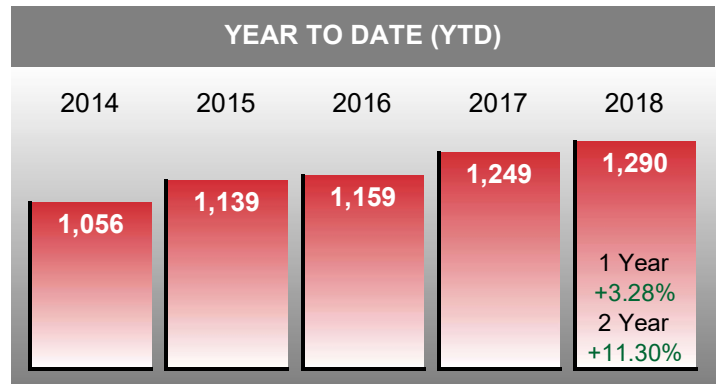
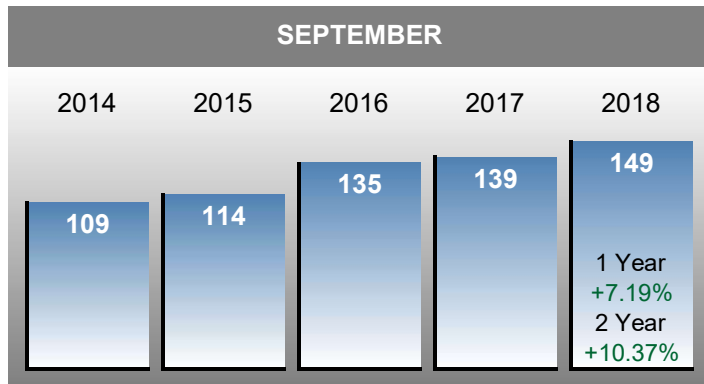
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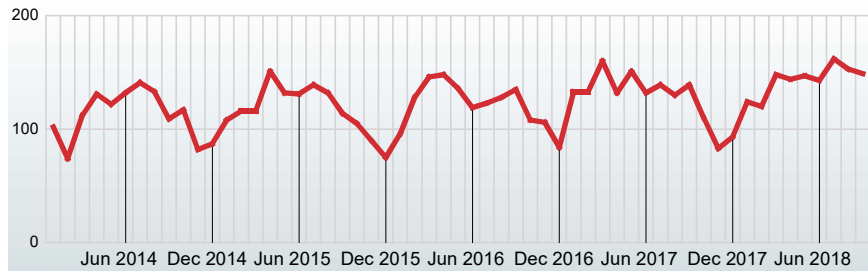
## PENDING LISTINGS

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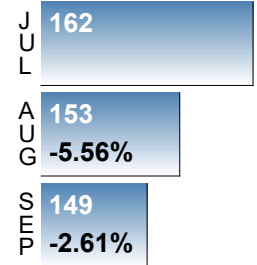


### 5 YEAR MARKET ACTIVITY TRENDS

**5yr SEP AVG = 129**      **3 MONTHS**



**High**  
Jul 2018 = 162  
**Low**  
Feb 2014 = 74  
*Pending Listings*  
this month at **149**,  
above the 5 yr SEP  
average of **129**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	12	8.05%	70.1	9	3	0	0
\$40,001 - \$90,000	20	13.42%	59.8	2	15	3	0
\$90,001 - \$130,000	22	14.77%	53.4	5	13	4	0
\$130,001 - \$190,000	38	25.50%	35.1	3	26	9	0
\$190,001 - \$240,000	21	14.09%	45.7	0	14	7	0
\$240,001 - \$380,000	20	13.42%	52.7	0	8	9	3
\$380,001 and up	16	10.74%	61.8	2	0	11	3
<b>Total Pending Units</b>	<b>149</b>			<b>21</b>	<b>79</b>	<b>43</b>	<b>6</b>
<b>Total Pending Volume</b>	<b>30,022,019</b>	<b>100%</b>	<b>22.1</b>	<b>2.90M</b>	<b>12.21M</b>	<b>12.41M</b>	<b>2.50M</b>
<b>Average Listing Price</b>	<b>\$130,573</b>			<b>\$138,105</b>	<b>\$154,593</b>	<b>\$288,591</b>	<b>\$416,589</b>

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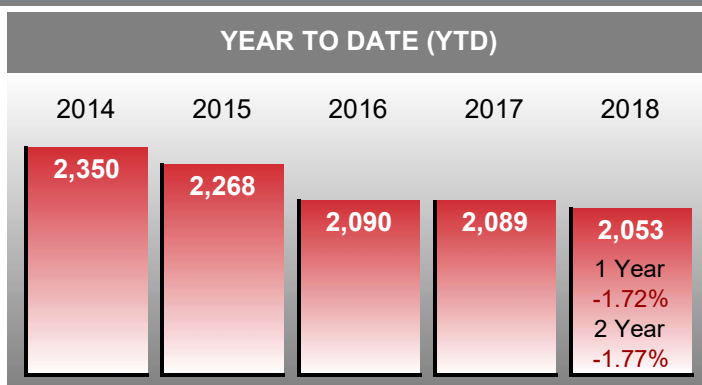
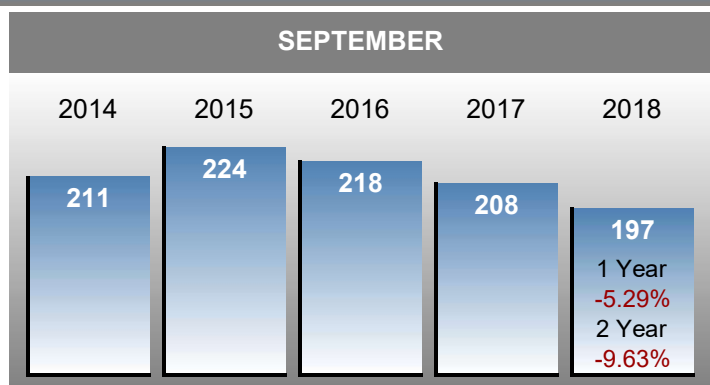
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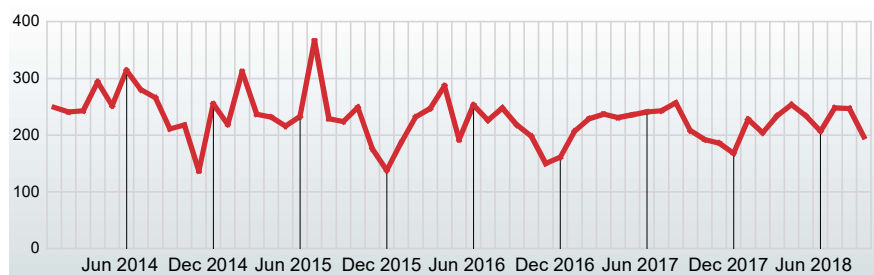


## NEW LISTINGS

Report produced on Oct 11, 2018 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS



**5yr SEP AVG = 212**      **3 MONTHS**

**High**  
Jul 2015 = 366  
**Low**  
Nov 2014 = 137  
*New Listings*  
this month at **197**,  
below the 5 yr SEP  
average of **212**

JUL	248
AUG	247
	-0.40%
SEP	197
	-20.24%

### 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	9	4.57%	8	1	0	0
\$25,001 - \$100,000	33	16.75%	28	4	1	0
\$100,001 - \$150,000	34	17.26%	6	22	5	1
\$150,001 - \$225,000	45	22.84%	2	30	13	0
\$225,001 - \$275,000	19	9.64%	0	14	5	0
\$275,001 - \$375,000	33	16.75%	5	10	17	1
\$375,001 and up	24	12.18%	7	3	8	6
<b>Total New Listed Units</b>	<b>197</b>		<b>56</b>	<b>84</b>	<b>49</b>	<b>8</b>
<b>Total New Listed Volume</b>	<b>45,955,910</b>	<b>100%</b>	<b>8.78M</b>	<b>18.51M</b>	<b>14.25M</b>	<b>4.41M</b>
<b>Average New Listed Listing Price</b>	<b>\$164,336</b>		<b>\$156,783</b>	<b>\$220,364</b>	<b>\$290,881</b>	<b>\$551,538</b>

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Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com



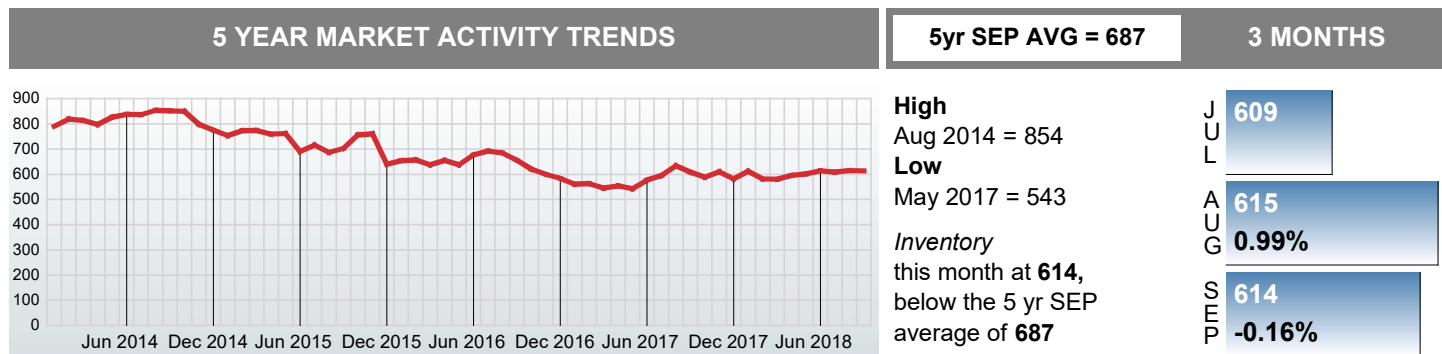
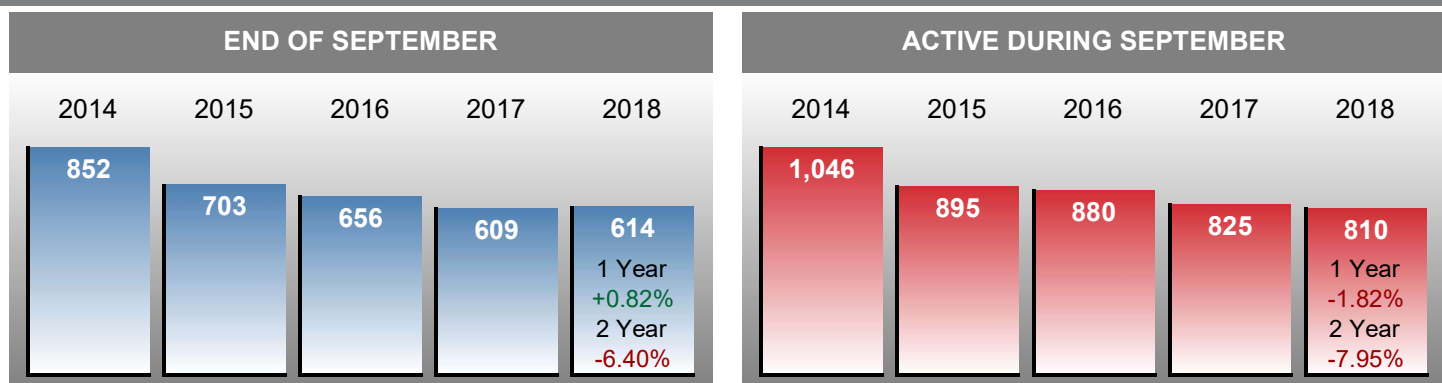
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## ACTIVE INVENTORY

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## 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	45	7.33%	107.7	43	2	0	0
\$25,001 - \$75,000	79	12.87%	98.6	68	11	0	0
\$75,001 - \$150,000	109	17.75%	78.3	31	63	10	5
\$150,001 - \$250,000	136	22.15%	78.4	16	73	43	4
\$250,001 - \$350,000	101	16.45%	74.5	17	35	38	11
\$350,001 - \$525,000	78	12.70%	77.8	10	10	40	18
\$525,001 and up	66	10.75%	85.8	17	11	17	21
<b>Total Active Inventory by Units</b>	<b>614</b>			<b>202</b>	<b>205</b>	<b>148</b>	<b>59</b>
<b>Total Active Inventory by Volume</b>	<b>170,012,211</b>	<b>100%</b>	<b>83.2</b>	<b>33.89M</b>	<b>47.25M</b>	<b>51.62M</b>	<b>37.25M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$276,893</b>			<b>\$167,789</b>	<b>\$230,489</b>	<b>\$348,793</b>	<b>\$631,310</b>

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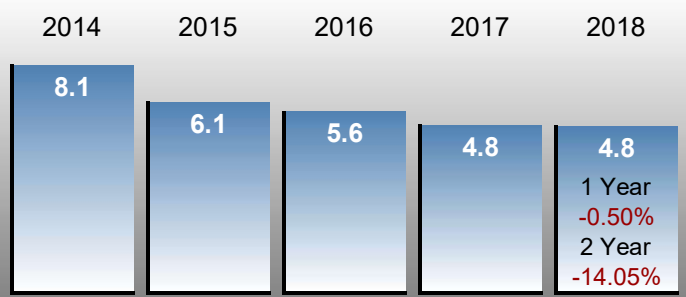
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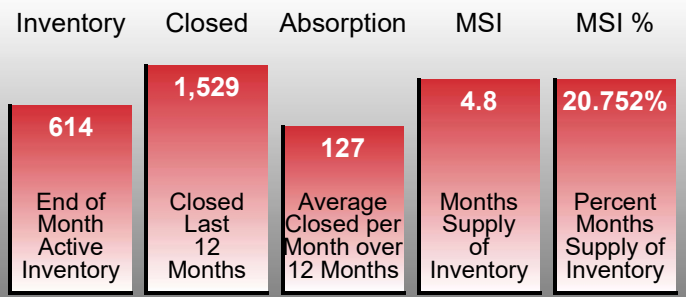
## MONTHS SUPPLY of INVENTORY (MSI)

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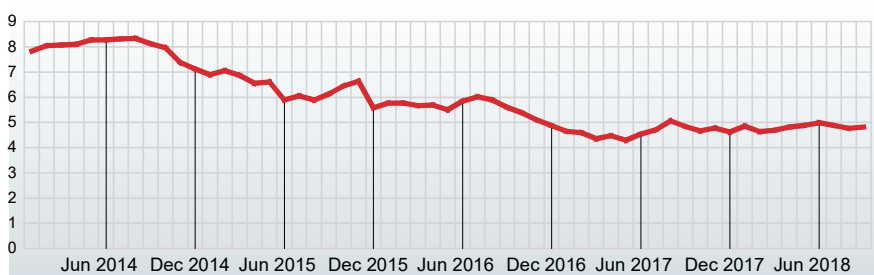
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2018



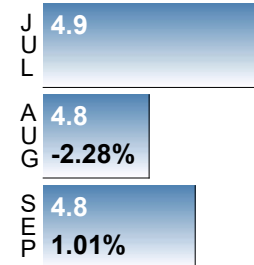
### 5 YEAR MARKET ACTIVITY TRENDS



5yr SEP AVG = 5.9

3 MONTHS

**High**  
Aug 2014 = 8.3  
**Low**  
May 2017 = 4.3  
*Months Supply*  
this month at **4.8**,  
below the 5 yr SEP  
average of **5.9**



### 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	45	7.33%	10.2	12.3	2.4	0.0	0.0
\$25,001 - \$75,000	79	12.87%	6.3	10.5	2.1	0.0	0.0
\$75,001 - \$150,000	109	17.75%	2.9	6.0	2.3	2.3	7.5
\$150,001 - \$250,000	136	22.15%	3.0	8.7	2.7	3.0	4.8
\$250,001 - \$350,000	101	16.45%	6.0	25.5	5.9	4.3	7.8
\$350,001 - \$525,000	78	12.70%	9.6	30.0	12.0	7.7	10.3
\$525,001 and up	66	10.75%	24.8	204.0	132.0	15.7	14.8
<b>Market Supply of Inventory (MSI)</b>	<b>4.8</b>			<b>11.2</b>	<b>3.0</b>	<b>4.3</b>	<b>9.6</b>
<b>Total Active Inventory by Units</b>	<b>614</b>	<b>100%</b>	<b>4.8</b>	<b>202</b>	<b>205</b>	<b>148</b>	<b>59</b>

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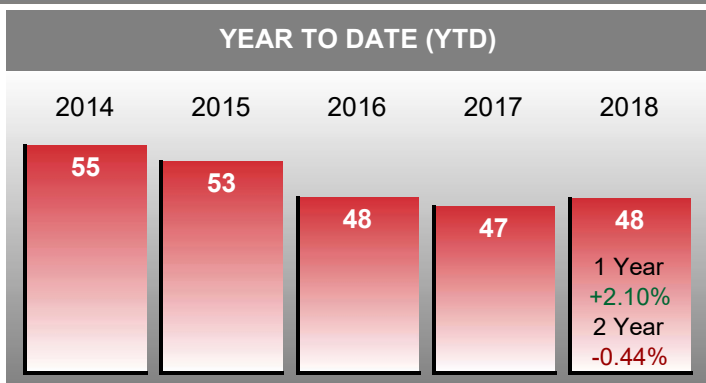
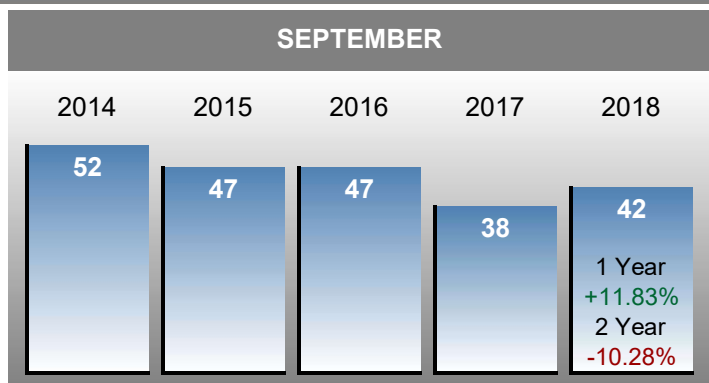
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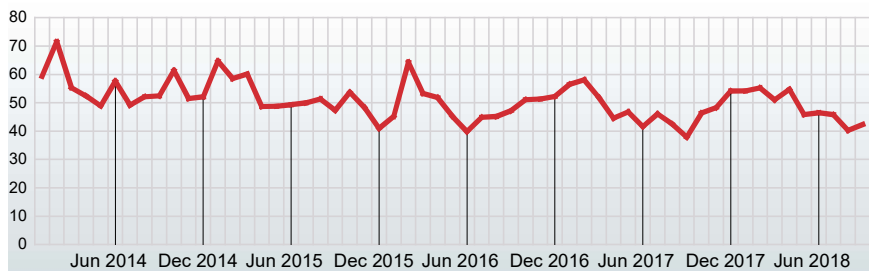


## AVERAGE DAYS ON MARKET TO SALE

Report produced on Oct 11, 2018 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS



**5yr SEP AVG = 45**      **3 MONTHS**

**High**  
Feb 2014 = 72  
**Low**  
Sep 2017 = 38

*Average Days on Market*  
this month at **42**,  
below the 5 yr SEP  
average of **45**

JUL	46
AUG	40 -12.09%
SEP	42 5.15%

### 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	9	8.18%	32.8	45.8	22.4	0.0	0.0
\$50,001 - \$75,000	10	9.09%	62.6	55.3	65.7	0.0	0.0
\$75,001 - \$125,000	20	18.18%	37.4	13.8	42.9	49.0	0.0
\$125,001 - \$175,000	27	24.55%	37.6	65.7	37.8	20.2	0.0
\$175,001 - \$225,000	18	16.36%	45.1	0.0	47.5	24.3	73.0
\$225,001 - \$300,000	16	14.55%	49.0	0.0	48.3	63.4	16.7
\$300,001 and up	10	9.09%	37.8	0.0	39.7	40.5	16.0
<b>Average Closed DOM</b>			42.3	42.9	43.6	41.4	27.8
<b>Total Closed Units</b>		100%	42.3	14	69	22	5
<b>Total Closed Volume</b>			18,273,735	1.09M	10.37M	5.44M	1.37M

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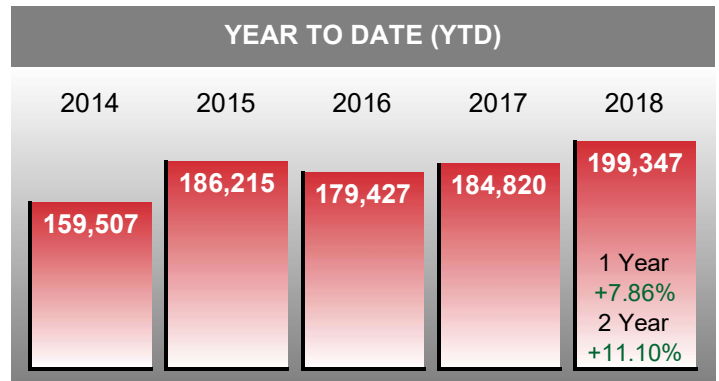
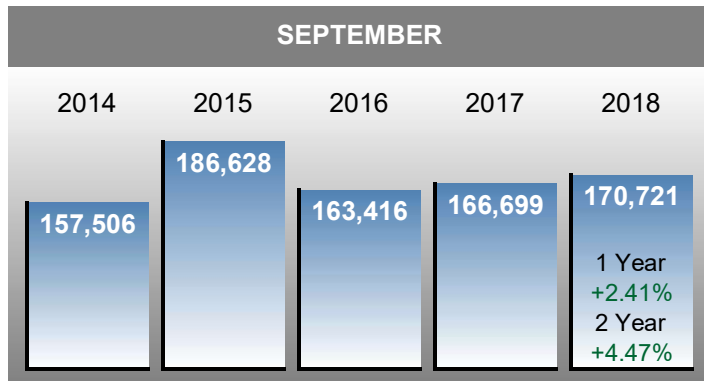
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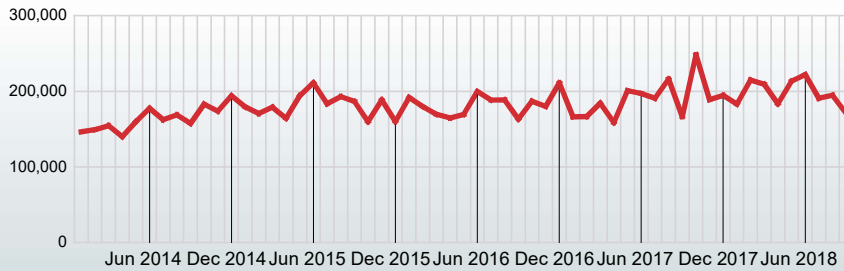
## AVERAGE LIST PRICE AT CLOSING

Report produced on Oct 11, 2018 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr SEP AVG = 168,994**      **3 MONTHS**



**High**  
Oct 2017 = 248,362  
**Low**  
Apr 2014 = 140,051  
*Average List Price*  
this month at **170,721**,  
above the 5 yr SEP  
average of **168,994**

JUL	190,759
AUG	194,770
SEP	170,721
<b>2.10%</b>	
<b>-12.35%</b>	

### 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	9	8.18%	33,111	34,875	31,700	0	0
\$50,001 - \$75,000	10	9.09%	67,320	67,666	67,171	0	0
\$75,001 - \$125,000	17	15.45%	104,824	99,688	111,173	105,100	0
\$125,001 - \$175,000	29	26.36%	146,821	135,967	151,218	154,460	0
\$175,001 - \$225,000	16	14.55%	198,904	0	201,026	220,000	215,000
\$225,001 - \$300,000	17	15.45%	260,461	0	276,950	269,920	273,233
\$300,001 and up	12	10.91%	346,504	0	344,550	348,417	399,000
<b>Average List Price</b>			170,721	82,082	154,770	250,788	286,740
<b>Total Closed Units</b>		100%	170,721	14	69	22	5
<b>Total Closed Volume</b>			18,779,346	1.15M	10.68M	5.52M	1.43M

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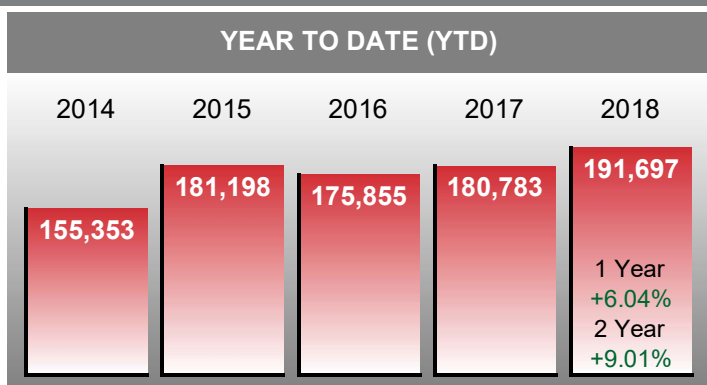
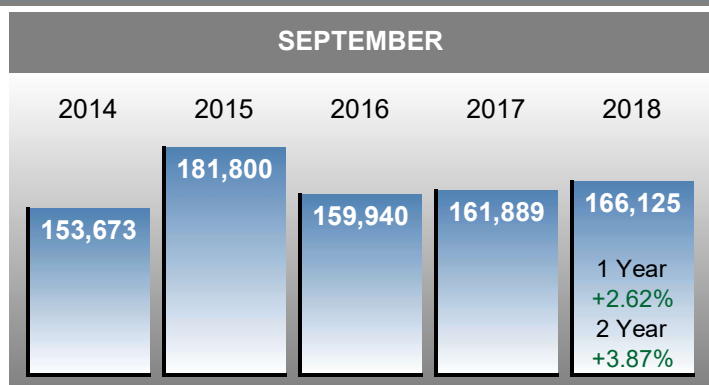
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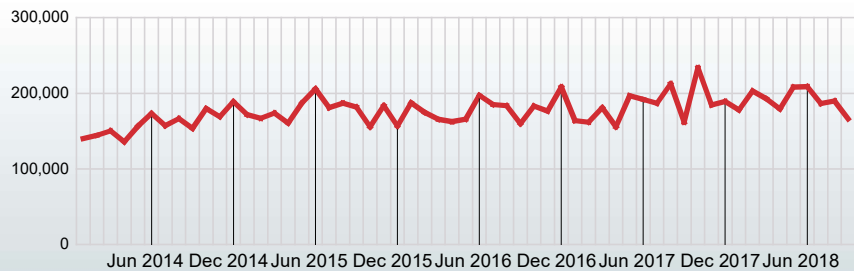
## AVERAGE SOLD PRICE AT CLOSING

Report produced on Oct 11, 2018 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr SEP AVG = 164,686**      **3 MONTHS**



**High**  
Oct 2017 = 233,942  
**Low**  
Apr 2014 = 135,757  
*Average Sold Price*  
this month at **166,125**,  
above the 5 yr SEP  
average of **164,686**

JUL	186,454
AUG	189,895
SEP	166,125
	-12.52%

### 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	9	8.18%	30,442	31,075	29,935	0	0
\$50,001 - \$75,000	10	9.09%	63,140	62,667	63,343	0	0
\$75,001 - \$125,000	20	18.18%	105,180	96,375	108,127	96,200	0
\$125,001 - \$175,000	27	24.55%	148,548	131,500	150,389	151,780	0
\$175,001 - \$225,000	18	16.36%	197,703	0	194,476	212,000	200,000
\$225,001 - \$300,000	16	14.55%	266,646	0	268,800	267,647	260,000
\$300,001 and up	10	9.09%	342,897	0	321,458	346,266	387,000
<b>Average Sold Price</b>			166,125	78,021	150,322	247,374	273,400
<b>Total Closed Units</b>		100%	166,125	14	69	22	5
<b>Total Closed Volume</b>			18,273,735	1.09M	10.37M	5.44M	1.37M

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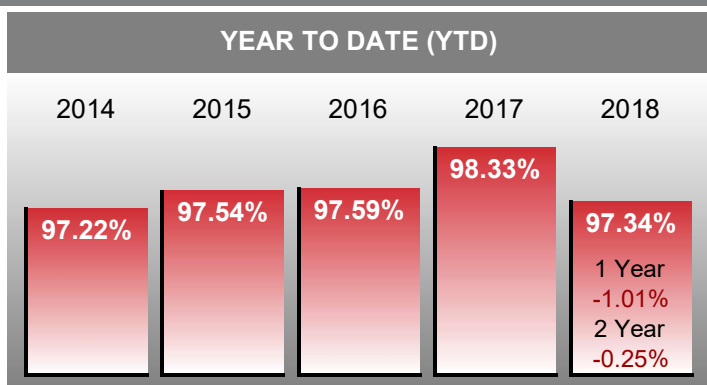
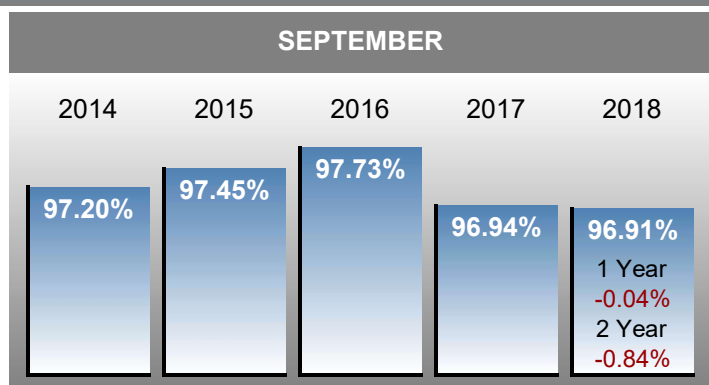
# September 2018

Area Delimited by County Of Rogers

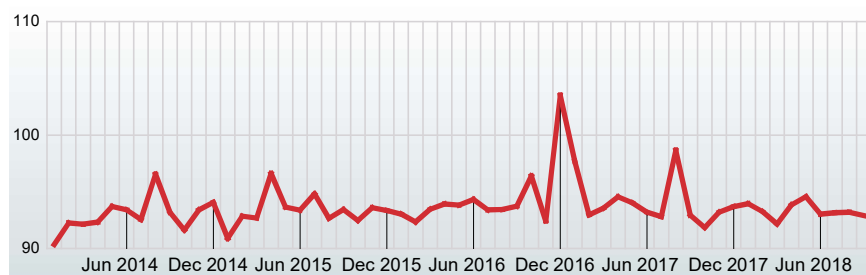


## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Oct 11, 2018 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS



**5yr SEP AVG = 97.25%**      **3 MONTHS**

**High**  
Dec 2016 = 107.52%  
**Low**  
Jan 2014 = 94.36%  
*Average Sold/List Ratio*  
this month at **96.91%**,  
equal to 5 yr SEP  
average of **97.25%**

JUL	97.16%
AUG	97.20%
SEP	96.91%

### 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	9	8.18%	92.52%	88.92%	95.40%	0.00%	0.00%
\$50,001 - \$75,000	10	9.09%	93.87%	92.49%	94.46%	0.00%	0.00%
\$75,001 - \$125,000	20	18.18%	96.94%	96.18%	97.51%	91.53%	0.00%
\$125,001 - \$175,000	27	24.55%	99.00%	96.76%	99.47%	98.56%	0.00%
\$175,001 - \$225,000	18	16.36%	96.63%	0.00%	96.94%	96.41%	93.02%
\$225,001 - \$300,000	16	14.55%	97.73%	0.00%	97.19%	99.12%	95.55%
\$300,001 and up	10	9.09%	97.35%	0.00%	93.28%	99.45%	96.99%
<b>Average Sold/List Ratio</b>			<b>96.90%</b>	<b>93.44%</b>	<b>97.26%</b>	<b>98.37%</b>	<b>95.34%</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>96.90%</b>	<b>14</b>	<b>69</b>	<b>22</b>	<b>5</b>
<b>Total Closed Volume</b>				<b>1.09M</b>	<b>10.37M</b>	<b>5.44M</b>	<b>1.37M</b>

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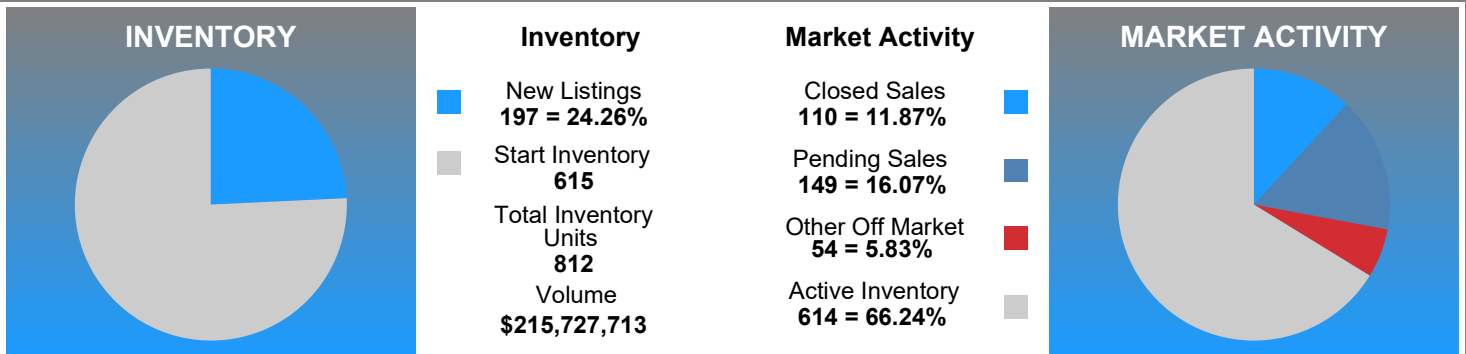
# September 2018

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## MARKET SUMMARY

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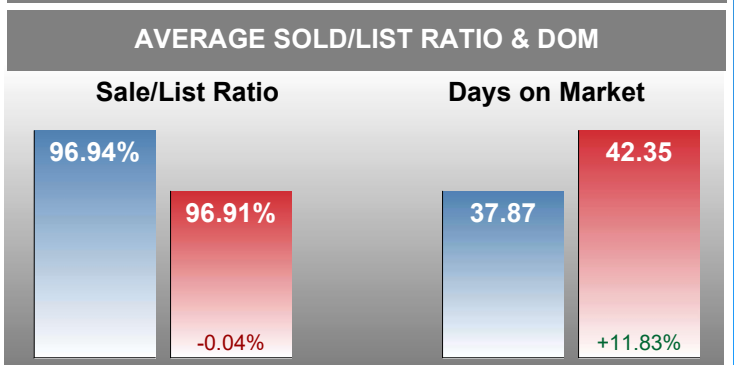
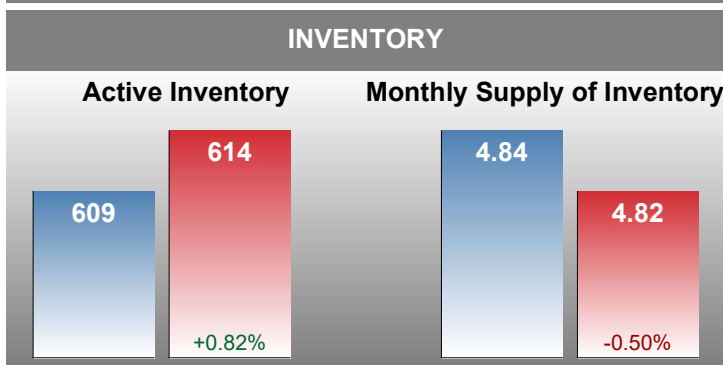
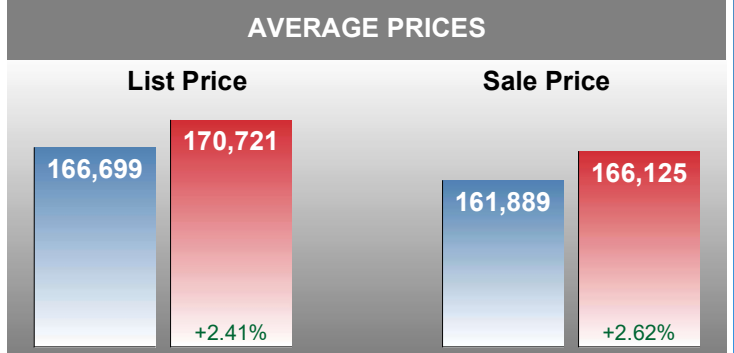
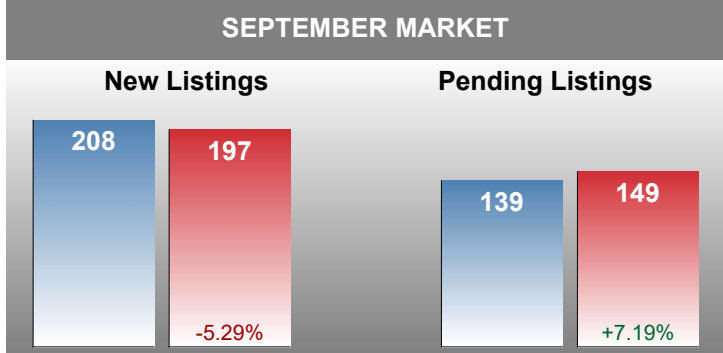


Compared Metrics	September			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	128	110	-14.06%	1,160	1,179	1.64%
Pending Sales	139	149	7.19%	1,249	1,290	3.28%
New Listings	208	197	-5.29%	2,089	2,053	-1.72%
Average List Price	166,699	170,721	2.41%	184,820	199,347	7.86%
Average Sale Price	161,889	166,125	2.62%	180,783	191,697	6.04%
Average Percent of Selling Price to List Price	96.94%	96.91%	-0.04%	98.33%	97.34%	-1.01%
Average Days on Market to Sale	37.87	42.35	11.83%	46.72	47.70	2.10%
Monthly Inventory	609	614	0.82%	609	614	0.82%
Months Supply of Inventory	4.84	4.82	-0.50%	4.84	4.82	-0.50%

**Absorption:** Last 12 months, an Average of **127** Sales/Month

**Inventory** on September 30, 2018 = **614**

2017 2018



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