



April 2018

Area Delimited by County Of Rogers

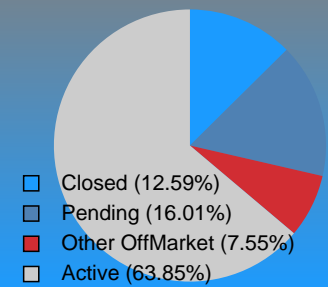


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	April		
	2017	2018	+/-%
Closed Listings	127	125	-1.57%
Pending Listings	132	159	20.45%
New Listings	231	254	9.96%
Median List Price	143,500	162,500	13.24%
Median Sale Price	139,500	159,900	14.62%
Median Percent of List Price to Selling Price	99.25%	98.39%	-0.86%
Median Days on Market to Sale	28.00	33.00	17.86%
End of Month Inventory	554	634	14.44%
Months Supply of Inventory	4.48	5.14	14.67%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **123** Sales/Month
Active Inventory as of April 30, 2018 = **634**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of April 2018 rose **14.44%** to 634 existing homes available for sale. Over the last 12 months this area has had an average of 123 closed sales per month. This represents an unsold inventory index of **5.14** 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 **14.62%** in April 2018 to \$159,900 versus the previous year at \$139,500.

Median Days on Market Lengthens

The median number of **33.00** days that homes spent on the market before selling increased by 5.00 days or **17.86%** in April 2018 compared to last year's same month at **28.00** DOM.

Sales Success for April 2018 is Positive

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

There were 254 New Listings in April 2018, up **9.96%** from last year at 231. Furthermore, there were 125 Closed Listings this month versus last year at 127, a **-1.57%** decrease.

Closed versus Listed trends yielded a **49.2%** ratio, down from previous year's, April 2017, at **55.0%**, a **10.49%** downswing. 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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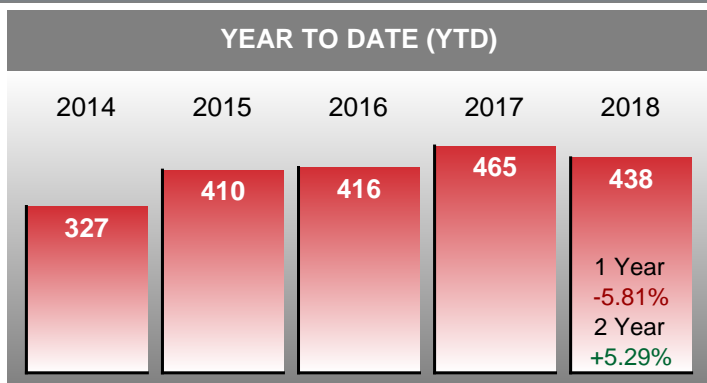
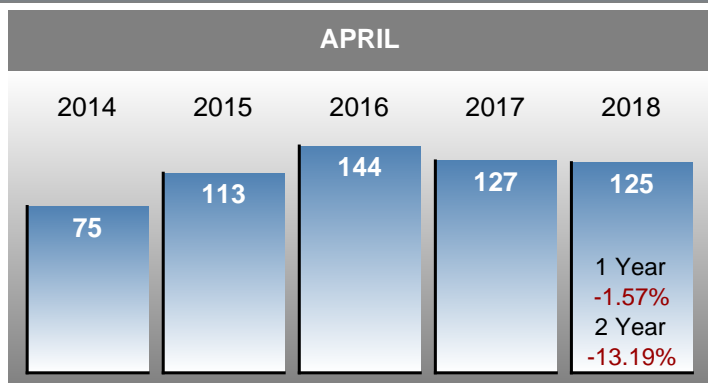
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CLOSED LISTINGS

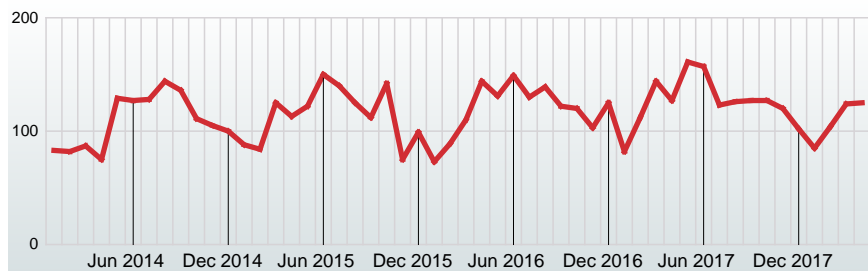
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5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 117

3 MONTHS



High
May 2017 = 161
Low
Jan 2016 = 73
Closed Listings
this month at **125**,
above the 5 yr APR
average of **117**

FEB	104
MAR	124
APR	125
19.23%	
0.81%	

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	10	8.00%	40.5	7	2	1	0
\$75,001 - \$100,000	11	8.80%	27.0	8	2	1	0
\$100,001 - \$125,000	11	8.80%	31.0	2	8	1	0
\$125,001 - \$175,000	41	32.80%	30.0	4	29	8	0
\$175,001 - \$225,000	24	19.20%	59.0	0	14	10	0
\$225,001 - \$275,000	12	9.60%	30.0	0	7	4	1
\$275,001 and up	16	12.80%	78.5	0	2	12	2
Total Closed Units	125			21	64	37	3
Total Closed Volume	22,086,425	100%	33.0	1.80M	10.46M	8.67M	1.16M
Median Closed Price	\$159,900			\$84,900	\$156,500	\$219,900	\$358,000

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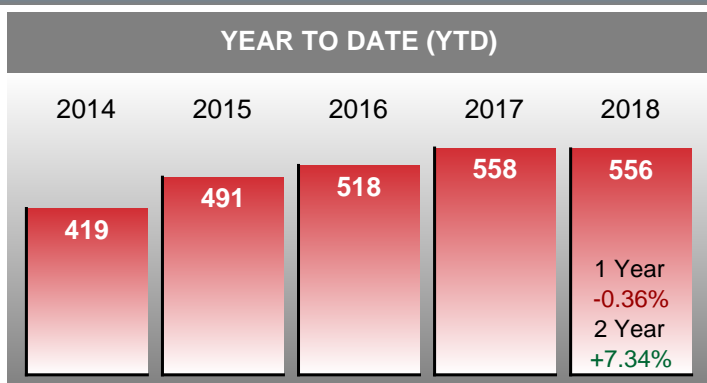
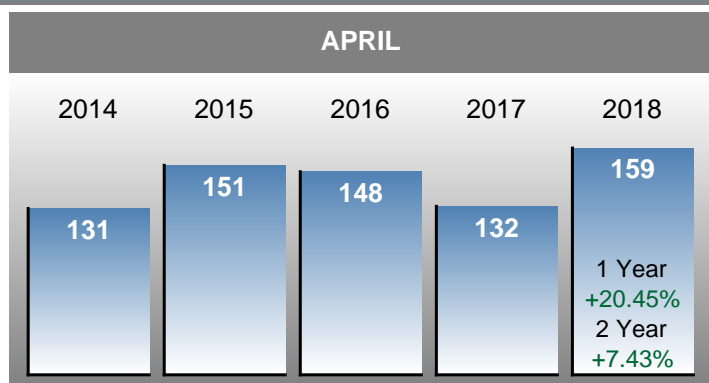
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PENDING LISTINGS

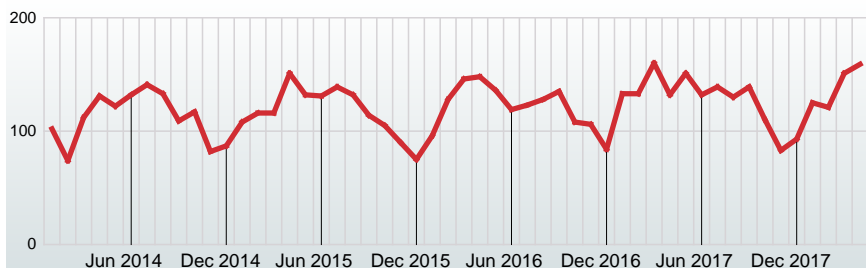
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5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 144

3 MONTHS



High
Mar 2017 = 160
Low
Feb 2014 = 74
Pending Listings
this month at **159**,
above the 5 yr APR
average of **144**

FEB	121
MAR	151
APR	24.79%
MAY	159
JUN	5.30%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	15	9.43%	48.0	8	4	2	1
\$75,001 - \$100,000	11	6.92%	6.0	4	5	2	0
\$100,001 - \$125,000	21	13.21%	39.0	5	14	2	0
\$125,001 - \$175,000	42	26.42%	40.0	2	29	8	3
\$175,001 - \$275,000	34	21.38%	37.0	1	18	14	1
\$275,001 - \$400,000	19	11.95%	25.0	0	6	10	3
\$400,001 and up	17	10.69%	40.0	0	1	9	7
Total Pending Units	159			20	77	47	15
Total Pending Volume	35,140,528	100%	29.0	1.72M	12.91M	12.54M	7.97M
Median Listing Price	\$165,000			\$88,200	\$155,000	\$234,999	\$379,900

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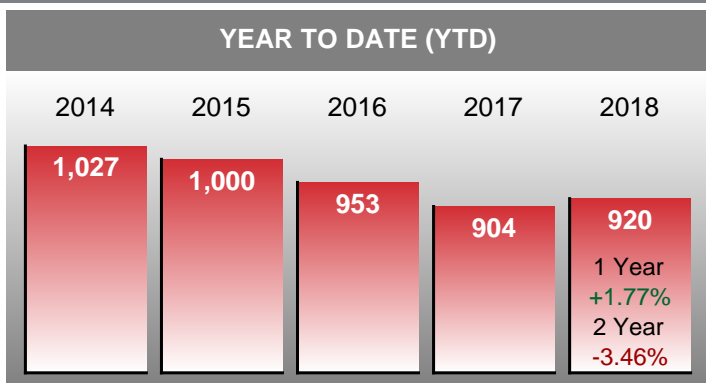
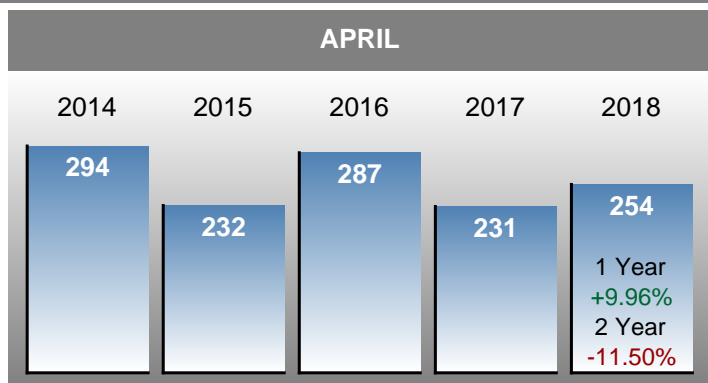
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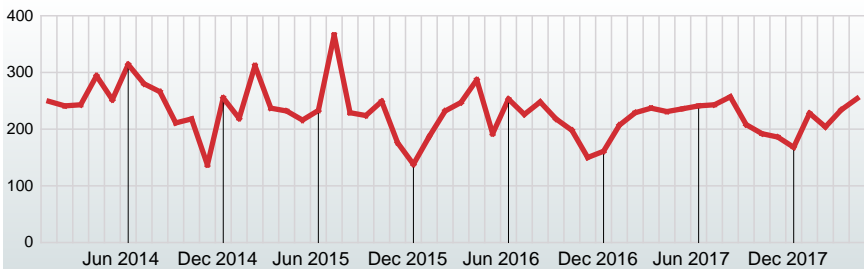


NEW LISTINGS

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



5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 260

3 MONTHS

High
Jul 2015 = 366
Low
Nov 2014 = 137
New Listings
this month at **254**,
below the 5 yr APR
average of **260**

FEB	204
MAR	234
APR	254
14.71%	
8.55%	

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	16	6.30%	16	0	0	0
\$25,001 - \$100,000	41	16.14%	23	12	4	2
\$100,001 - \$125,000	21	8.27%	1	17	2	1
\$125,001 - \$225,000	80	31.50%	8	57	15	0
\$225,001 - \$275,000	24	9.45%	1	9	12	2
\$275,001 - \$375,000	46	18.11%	5	18	19	4
\$375,001 and up	26	10.24%	1	4	13	8
Total New Listed Units	254		55	117	65	17
Total New Listed Volume	60,053,699	100%	5.29M	23.97M	18.88M	11.92M
Median New Listed Listing Price	\$178,000		\$65,000	\$170,000	\$268,955	\$375,000

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April 2018

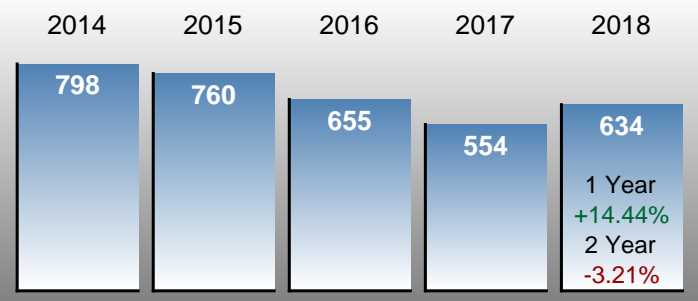
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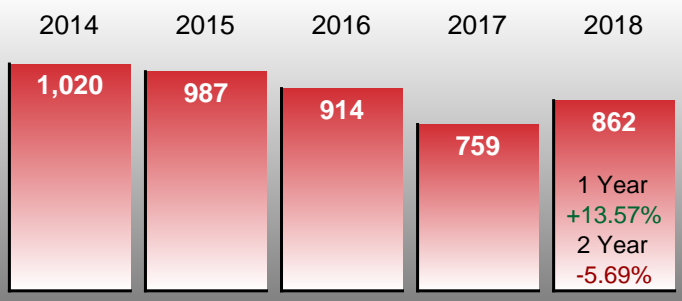
ACTIVE INVENTORY

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END OF APRIL



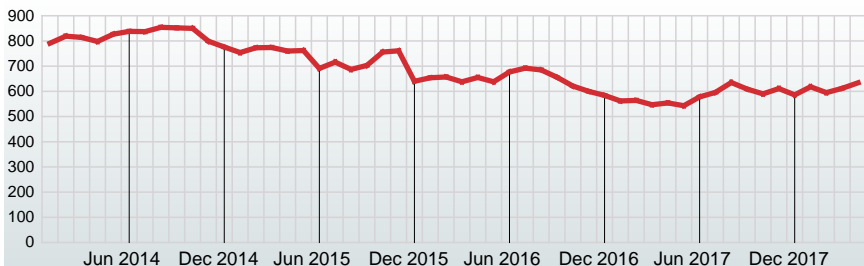
ACTIVE DURING APRIL



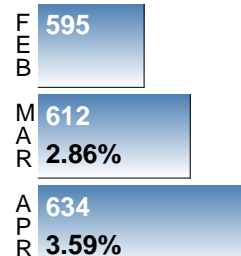
5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 680

3 MONTHS



High
Aug 2014 = 854
Low
May 2017 = 543
Inventory
this month at **634**,
below the 5 yr APR
average of **680**



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	59	9.31%	96.0	59	0	0	0
\$25,001 - \$50,000	52	8.20%	87.5	48	3	1	0
\$50,001 - \$125,000	123	19.40%	58.0	52	57	9	5
\$125,001 - \$225,000	157	24.76%	52.0	29	94	30	4
\$225,001 - \$300,000	98	15.46%	50.5	9	37	47	5
\$300,001 - \$475,000	79	12.46%	42.0	17	16	34	12
\$475,001 and up	66	10.41%	62.0	18	8	15	25
Total Active Inventory by Units	634			232	215	136	51
Total Active Inventory by Volume	155,625,515	100%	58.5	34.43M	43.99M	41.81M	35.40M
Median Active Inventory Listing Price	\$174,950			\$59,950	\$170,000	\$266,978	\$465,000

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April 2018

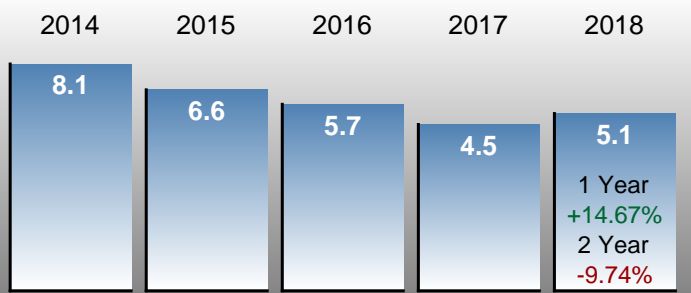
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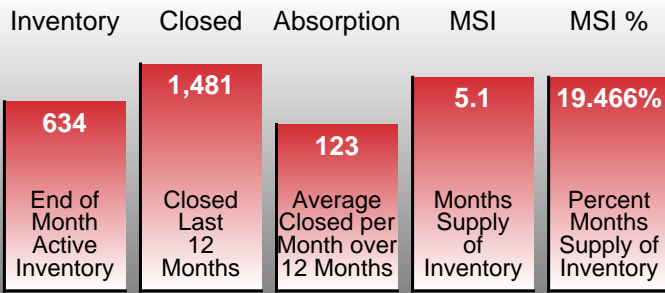
MONTHS SUPPLY of INVENTORY (MSI)

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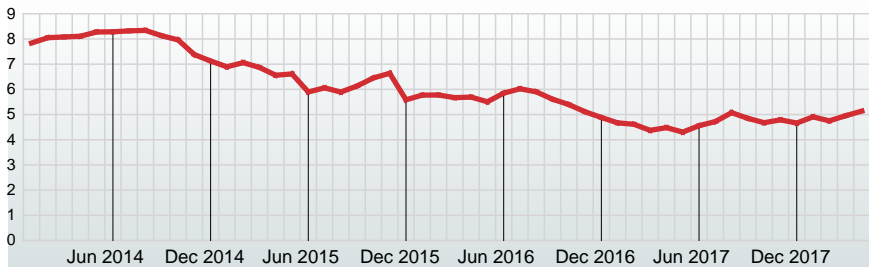
MSI FOR APRIL



INDICATORS FOR APRIL 2018



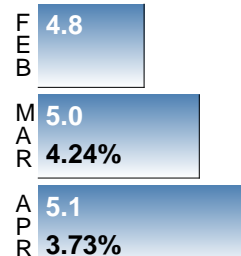
5 YEAR MARKET ACTIVITY TRENDS



5yr APR 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 APR
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	59	9.31%	11.8	14.4	0.0	0.0	0.0
\$25,001 - \$50,000	52	8.20%	8.8	14.8	1.5	1.5	0.0
\$50,001 - \$125,000	123	19.40%	4.5	6.9	3.3	3.6	30.0
\$125,001 - \$225,000	157	24.76%	3.0	9.9	2.6	2.4	4.8
\$225,001 - \$300,000	98	15.46%	5.7	12.0	4.8	6.1	4.0
\$300,001 - \$475,000	79	12.46%	6.4	29.1	8.3	4.3	6.9
\$475,001 and up	66	10.41%	16.9	216.0	48.0	7.5	15.0
Market Supply of Inventory (MSI)	5.1	100%	5.1	12.1	3.3	4.1	9.0
Total Active Inventory by Units	634			232	215	136	51

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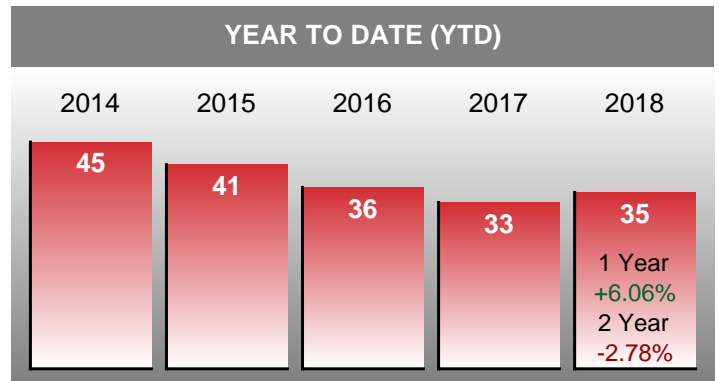
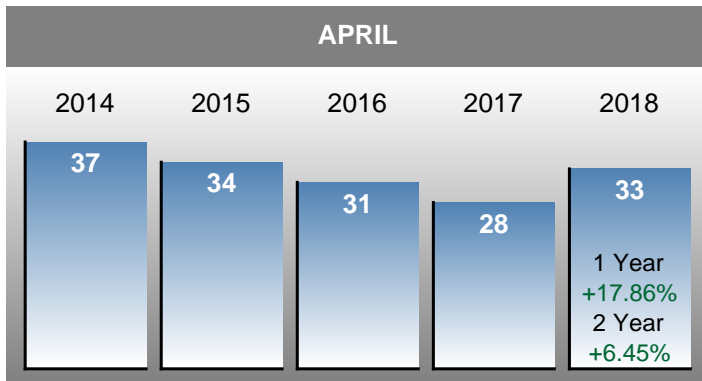
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MEDIAN DAYS ON MARKET TO SALE

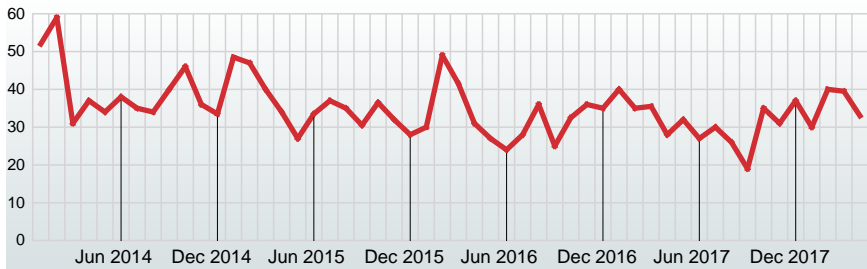
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5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 33

3 MONTHS



High
Feb 2014 = 59
Low
Sep 2017 = 19
Median Days on Market
this month at **33**,
equal to 5 yr APR
average of **33**

FEB	40
MAR	40
APR	33
	-1.25%
	-16.46%

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
\$75,000 and less	10	8.00%	40.5	56.0	12.5	11.0	0.0
\$75,001 - \$100,000	11	8.80%	27.0	29.0	67.5	2.0	0.0
\$100,001 - \$125,000	11	8.80%	31.0	17.0	43.5	10.0	0.0
\$125,001 - \$175,000	41	32.80%	30.0	32.0	30.0	24.0	0.0
\$175,001 - \$225,000	24	19.20%	59.0	0.0	47.0	66.5	0.0
\$225,001 - \$275,000	12	9.60%	30.0	0.0	18.0	61.0	1.0
\$275,001 and up	16	12.80%	78.5	0.0	12.0	102.5	20.5
Median Closed DOM	33.0			35.0	29.0	63.0	17.0
Total Closed Units	125			21	64	37	3
Total Closed Volume	22,086,425			1.80M	10.46M	8.67M	1.16M

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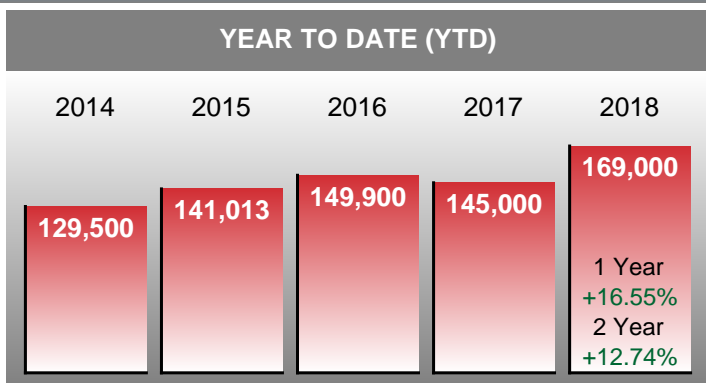
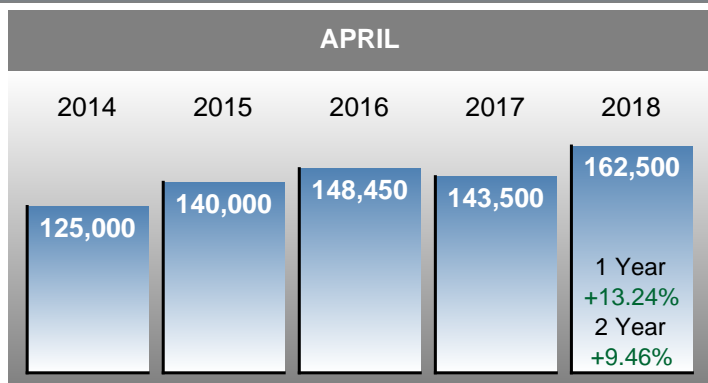
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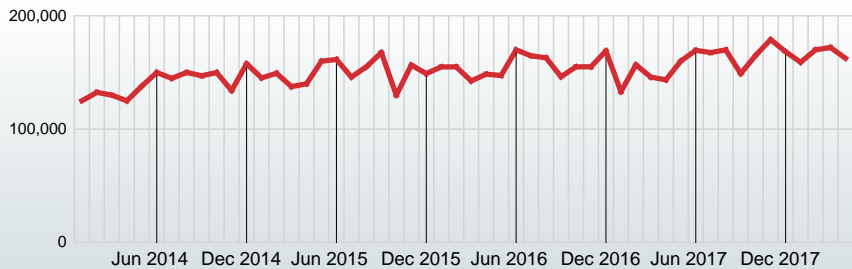
MEDIAN LIST PRICE AT CLOSING

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



5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 143,890 **3 MONTHS**



High
Nov 2017 = 179,000
Low
Apr 2014 = 125,000
Median List Price
this month at **162,500**,
above the 5 yr APR
average of **143,890**

FEB	169,950
MAR	172,000
APR	162,500
APR	-5.52%

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
\$75,000 and less	10	8.00%	29,450	29,900	35,200	29,000	0
\$75,001 - \$100,000	12	9.60%	91,000	88,700	97,400	91,000	0
\$100,001 - \$125,000	9	7.20%	114,900	123,000	114,000	0	0
\$125,001 - \$175,000	40	32.00%	150,000	150,000	150,000	159,900	0
\$175,001 - \$225,000	25	20.00%	199,900	179,000	194,900	205,000	0
\$225,001 - \$275,000	14	11.20%	251,950	0	241,000	254,450	263,900
\$275,001 and up	15	12.00%	350,000	0	310,000	344,950	452,400
Median List Price			162,500	87,500	159,300	219,900	364,900
Total Closed Units	125	100%	162,500	21	64	37	3
Total Closed Volume	22,572,358			1.91M	10.61M	8.88M	1.17M

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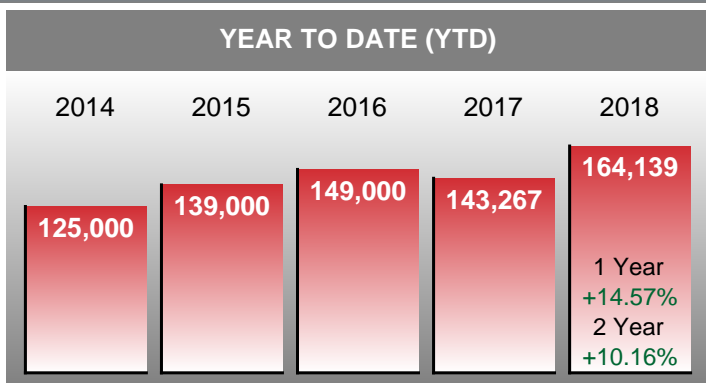
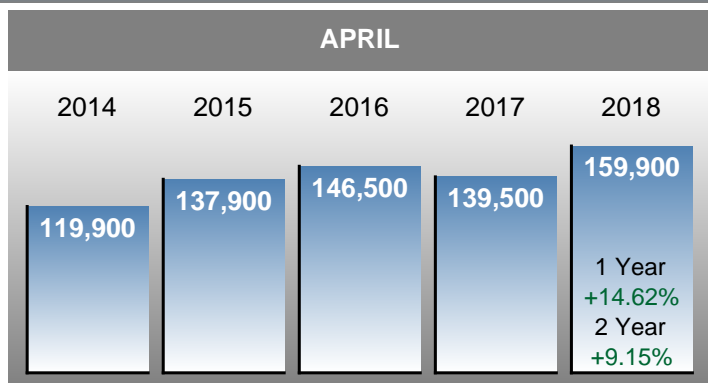
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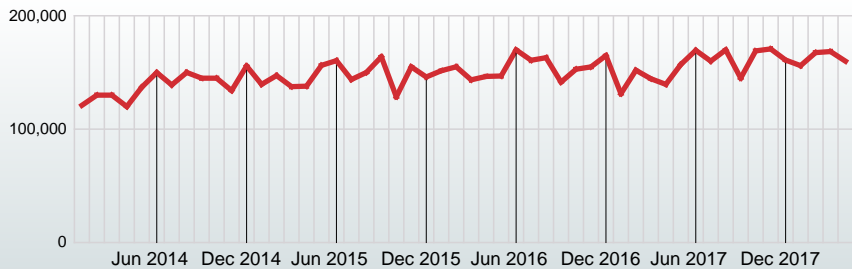
MEDIAN SOLD PRICE AT CLOSING

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5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 140,740 **3 MONTHS**



High
Nov 2017 = 170,750
Low
Apr 2014 = 119,900
Median Sold Price
this month at **159,900**,
above the 5 yr APR
average of **140,740**

FEB	167,500
MAR	168,450
APR	159,900
APR	-5.08%

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
\$75,000 and less	10	8.00%	29,289	28,000	33,500	30,577	0
\$75,001 - \$100,000	11	8.80%	90,000	85,950	97,678	97,625	0
\$100,001 - \$125,000	11	8.80%	115,000	124,000	112,750	105,200	0
\$125,001 - \$175,000	41	32.80%	150,000	142,500	150,000	155,750	0
\$175,001 - \$225,000	24	19.20%	193,500	0	190,800	202,500	0
\$225,001 - \$275,000	12	9.60%	242,500	0	235,500	253,500	263,900
\$275,001 and up	16	12.80%	332,500	0	282,500	332,500	448,950
Median Sold Price			159,900	84,900	156,500	219,900	358,000
Total Closed Units		100%	125	21	64	37	3
Total Closed Volume			22,086,425	1.80M	10.46M	8.67M	1.16M

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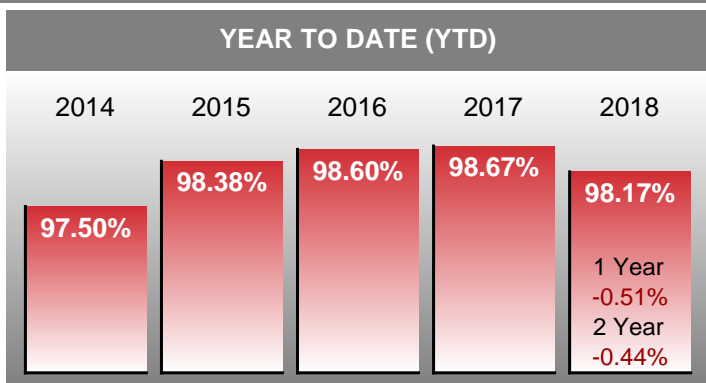
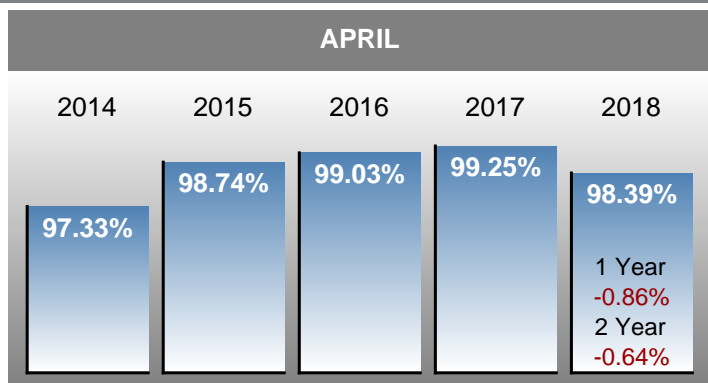
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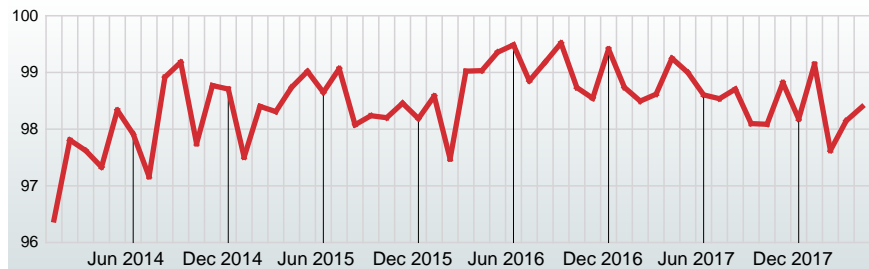
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 98.55% 3 MONTHS



High
Sep 2016 = 99.52%
Low
Jan 2014 = 96.40%
Median Sold/List Ratio
this month at **98.39%**,
below the 5 yr APR
average of **98.55%**

FEB	97.62%
MAR	98.15%
APR	98.39%
MAY	0.54%

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
\$75,000 and less	10	8.00%	96.57%	95.92%	93.63%	105.44%	0.00%
\$75,001 - \$100,000	11	8.80%	96.77%	94.69%	100.28%	106.11%	0.00%
\$100,001 - \$125,000	11	8.80%	100.00%	96.64%	99.72%	116.89%	0.00%
\$125,001 - \$175,000	41	32.80%	99.04%	93.59%	99.76%	98.95%	0.00%
\$175,001 - \$225,000	24	19.20%	97.83%	0.00%	97.83%	98.12%	0.00%
\$225,001 - \$275,000	12	9.60%	98.63%	0.00%	98.33%	99.20%	100.00%
\$275,001 and up	16	12.80%	97.07%	0.00%	97.82%	96.71%	99.05%
Median Sold/List Ratio			98.39%	95.00%	98.93%	98.45%	100.00%
Total Closed Units		100%	98.39%	21	64	37	3
Total Closed Volume			22,086,425	1.80M	10.46M	8.67M	1.16M

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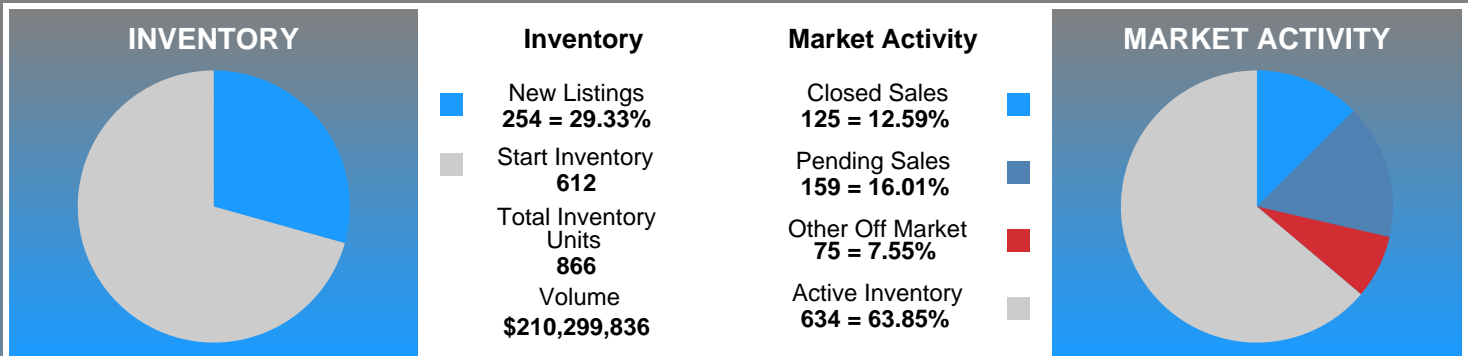
April 2018

Area Delimited by County Of Rogers



MARKET SUMMARY

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

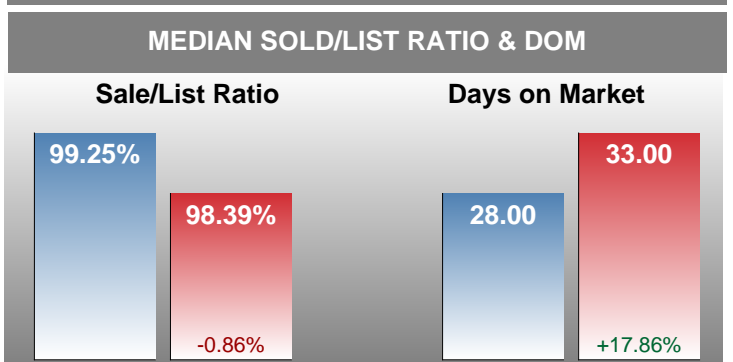
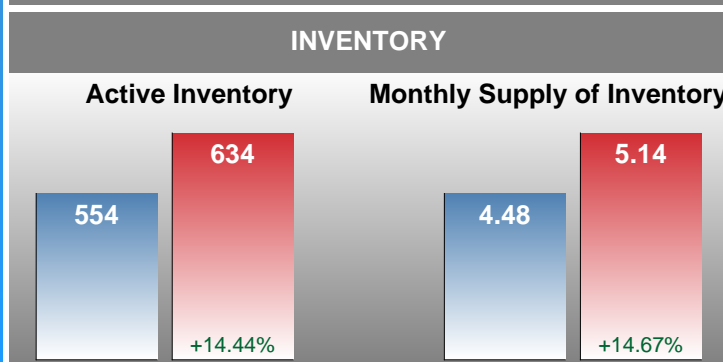
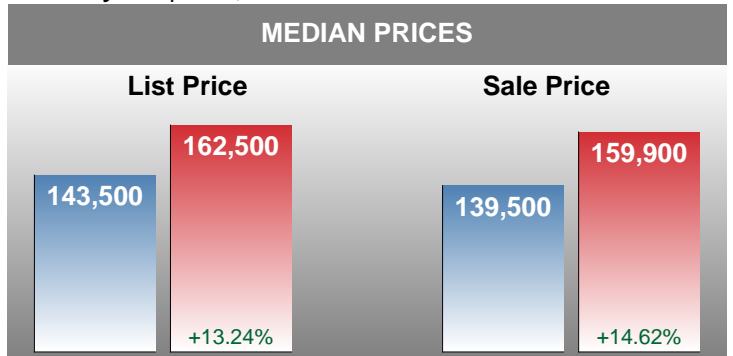
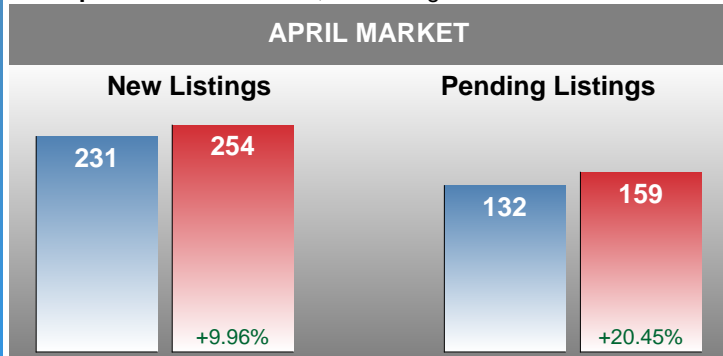


Compared Metrics	April			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	127	125	-1.57%	465	438	-5.81%
Pending Sales	132	159	20.45%	558	556	-0.36%
New Listings	231	254	9.96%	904	920	1.77%
Median List Price	143,500	162,500	13.24%	145,000	169,000	16.55%
Median Sale Price	139,500	159,900	14.62%	143,267	164,139	14.57%
Median Percent of Selling Price to List Price	99.25%	98.39%	-0.86%	98.67%	98.17%	-0.51%
Median Days on Market to Sale	28.00	33.00	17.86%	33.00	35.00	6.06%
Monthly Inventory	554	634	14.44%	554	634	14.44%
Months Supply of Inventory	4.48	5.14	14.67%	4.48	5.14	14.67%

Absorption: Last 12 months, an Average of **123** Sales/Month

Inventory on April 30, 2018 = **634**

2017 2018



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Email: support@mlstechnology.com