



# June 2018

Area Delimited by County Of Rogers

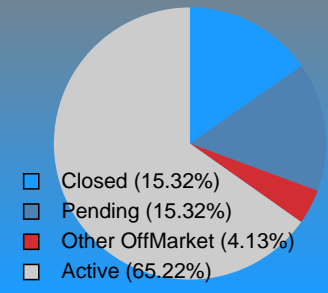


## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	June		
	2017	2018	+/-%
Closed Listings	157	152	-3.18%
Pending Listings	132	152	15.15%
New Listings	241	207	-14.11%
Median List Price	169,500	174,900	3.19%
Median Sale Price	169,500	172,650	1.86%
Median Percent of List Price to Selling Price	98.60%	98.03%	-0.58%
Median Days on Market to Sale	27.00	27.00	0.00%
End of Month Inventory	578	647	11.94%
Months Supply of Inventory	4.56	5.28	15.82%

### MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **123** Sales/Month  
**Active Inventory** as of June 30, 2018 = **647**

### Analysis Wrap-Up

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

The total housing inventory at the end of June 2018 rose **11.94%** to 647 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 **5.28** 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 **1.86%** in June 2018 to \$172,650 versus the previous year at \$169,500.

#### Median Days on Market Shortens

The median number of **27.00** days that homes spent on the market before selling decreased by 0.00 days or **0.00%** in June 2018 compared to last year's same month at **27.00** DOM.

#### Sales Success for June 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 207 New Listings in June 2018, down **14.11%** from last year at 241. Furthermore, there were 152 Closed Listings this month versus last year at 157, a **-3.18%** decrease.

Closed versus Listed trends yielded a **73.4%** ratio, up from previous year's, June 2017, at **65.1%**, a **12.72%** upswing. 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>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
<b>Median 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.

#### Are You Ready to Buy or Sell Real Estate?

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**Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.**



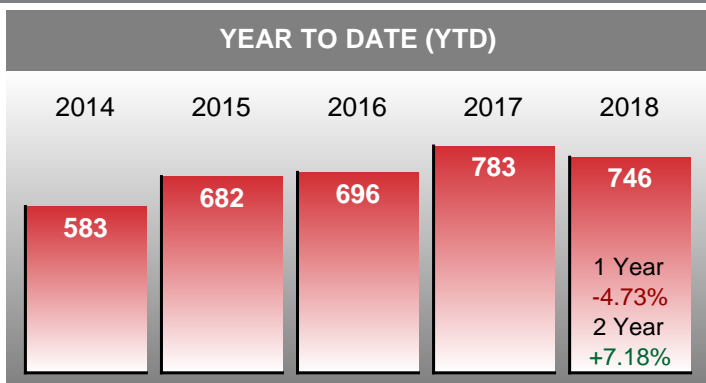
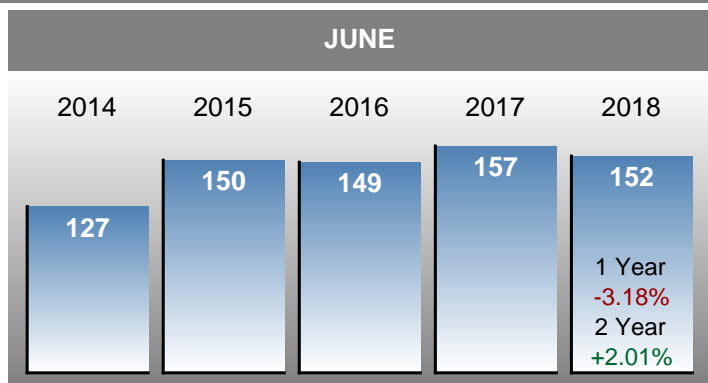
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## CLOSED LISTINGS

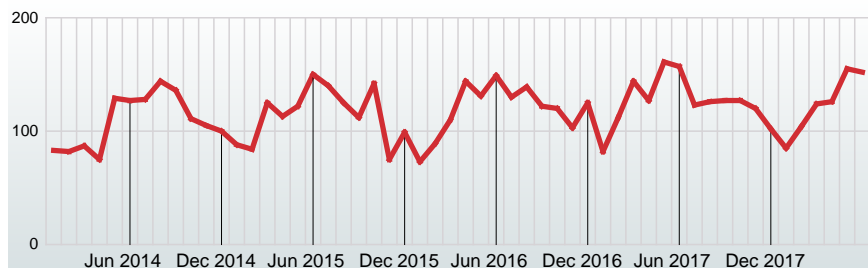
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 147

3 MONTHS



**High**  
May 2017 = 161  
**Low**  
Jan 2016 = 73  
*Closed Listings*  
this month at **152**,  
above the 5 yr JUN  
average of **147**

A P R	126
M A Y	155
<b>23.02%</b>	
J U N	152
<b>-1.94%</b>	

### 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	9	5.92%	28.0	8	1	0	0
\$50,001 - \$100,000	16	10.53%	51.0	5	10	1	0
\$100,001 - \$125,000	15	9.87%	11.0	3	11	1	0
\$125,001 - \$200,000	55	36.18%	20.0	1	40	12	2
\$200,001 - \$250,000	21	13.82%	27.0	0	12	9	0
\$250,001 - \$325,000	16	10.53%	28.5	0	7	9	0
\$325,001 and up	20	13.16%	37.0	0	4	10	6
<b>Total Closed Units</b>	<b>152</b>			<b>17</b>	<b>85</b>	<b>42</b>	<b>8</b>
<b>Total Closed Volume</b>	<b>31,924,942</b>	<b>100%</b>	<b>27.0</b>	<b>1.08M</b>	<b>14.56M</b>	<b>11.55M</b>	<b>4.73M</b>
<b>Median Closed Price</b>	<b>\$172,650</b>			<b>\$69,500</b>	<b>\$156,250</b>	<b>\$229,988</b>	<b>\$460,000</b>

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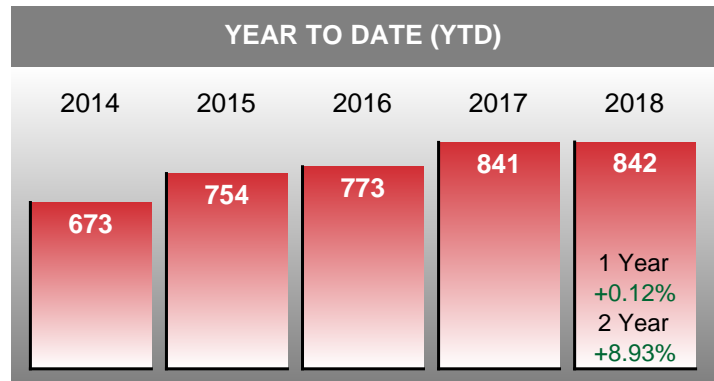
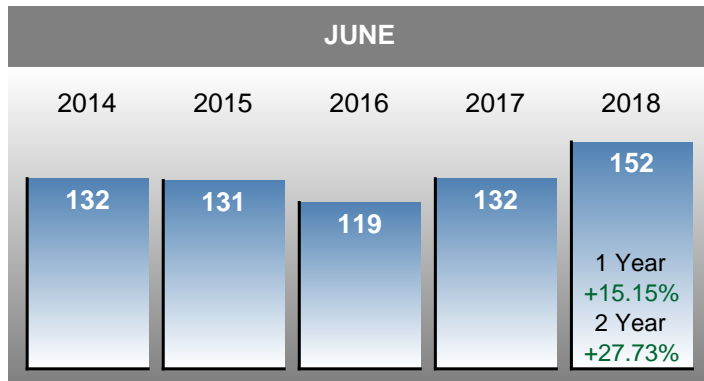
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## PENDING LISTINGS

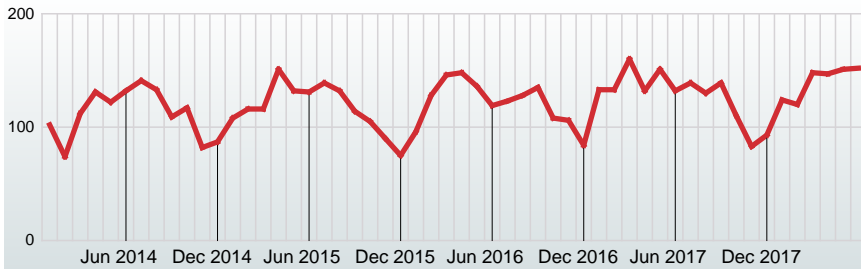
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 133

3 MONTHS



**High**  
Mar 2017 = 160  
**Low**  
Feb 2014 = 74  
*Pending Listings*  
this month at **152**,  
above the 5 yr JUN  
average of **133**

A P R	147
M A Y	151
J U N	152
<b>2.72%</b>	
<b>0.66%</b>	

### 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	13	8.55%	77.0	11	2	0	0
\$50,001 - \$100,000	17	11.18%	29.0	5	11	1	0
\$100,001 - \$125,000	9	5.92%	46.0	1	7	1	0
\$125,001 - \$200,000	54	35.53%	22.0	3	42	9	0
\$200,001 - \$250,000	21	13.82%	49.0	0	11	9	1
\$250,001 - \$325,000	19	12.50%	43.0	0	12	6	1
\$325,001 and up	19	12.50%	33.0	2	1	12	4
<b>Total Pending Units</b>	<b>152</b>			<b>22</b>	<b>86</b>	<b>38</b>	<b>6</b>
<b>Total Pending Volume</b>	<b>30,158,834</b>	<b>100%</b>	<b>33.5</b>	<b>2.03M</b>	<b>14.57M</b>	<b>10.99M</b>	<b>2.57M</b>
<b>Median Listing Price</b>	<b>\$172,450</b>			<b>\$52,000</b>	<b>\$156,500</b>	<b>\$246,206</b>	<b>\$464,700</b>

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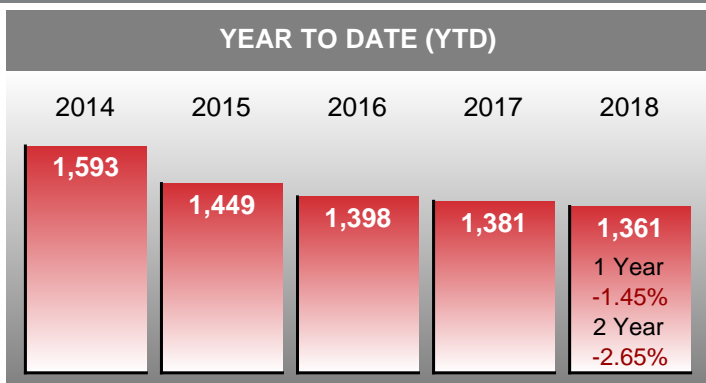
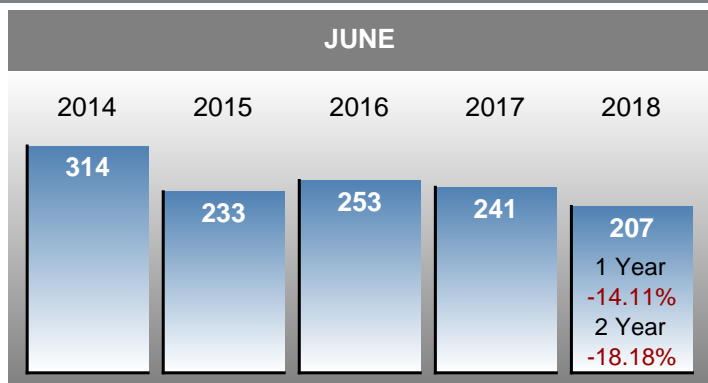
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## NEW LISTINGS

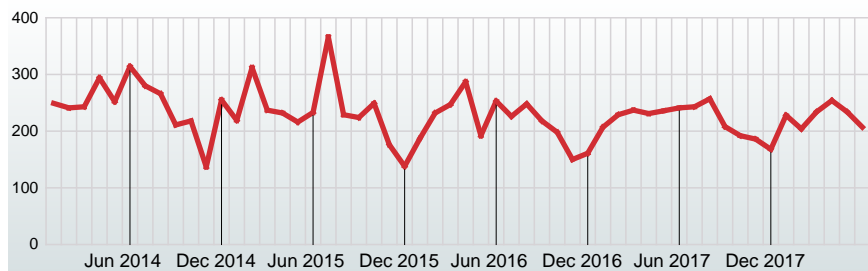
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 250

3 MONTHS



**High**  
Jul 2015 = 366  
**Low**  
Nov 2014 = 137  
*New Listings*  
this month at **207**,  
below the 5 yr JUN  
average of **250**

A P R	254
M A Y	234 -7.87%
J U N	207 -11.54%

### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	20	9.66%	12	8	0	0
\$75,001 - \$125,000	22	10.63%	4	15	3	0
\$125,001 - \$150,000	35	16.91%	4	29	2	0
\$150,001 - \$250,000	52	25.12%	3	29	18	2
\$250,001 - \$325,000	28	13.53%	3	9	12	4
\$325,001 - \$450,000	28	13.53%	1	4	19	4
\$450,001 and up	22	10.63%	6	3	8	5
<b>Total New Listed Units</b>	<b>207</b>		<b>33</b>	<b>97</b>	<b>62</b>	<b>15</b>
<b>Total New Listed Volume</b>	<b>52,234,631</b>	<b>100%</b>	<b>6.81M</b>	<b>18.13M</b>	<b>19.93M</b>	<b>7.36M</b>
<b>Median New Listed Listing Price</b>	<b>\$199,400</b>		<b>\$127,500</b>	<b>\$149,500</b>	<b>\$299,900</b>	<b>\$389,900</b>

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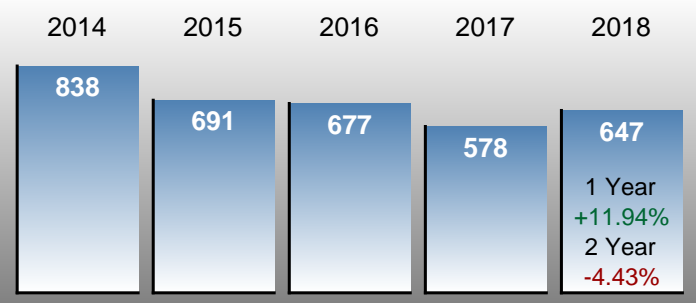
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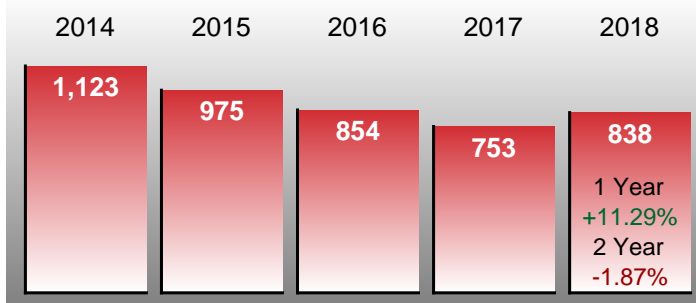
## ACTIVE INVENTORY

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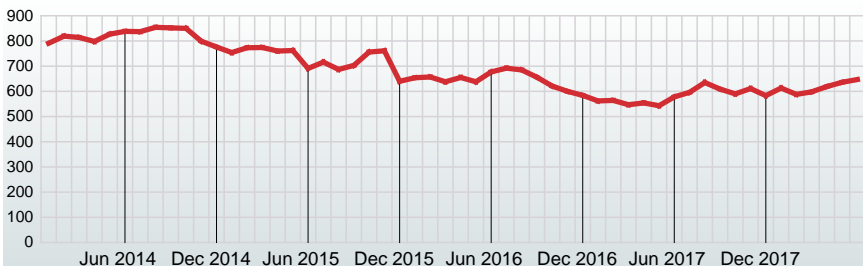
### END OF JUNE



### ACTIVE DURING JUNE



### 5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 686

3 MONTHS

**High**  
Aug 2014 = 854  
**Low**  
May 2017 = 543  
*Inventory*  
this month at **647**,  
below the 5 yr JUN  
average of **686**

A P R	619
M A Y	636 2.75%
J U N	647 1.73%

### 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	56	8.66%	79.0	53	3	0	0
\$25,001 - \$75,000	89	13.76%	130.0	67	19	3	0
\$75,001 - \$125,000	78	12.06%	70.5	22	41	11	4
\$125,001 - \$225,000	154	23.80%	50.0	28	86	33	7
\$225,001 - \$350,000	126	19.47%	73.5	19	42	52	13
\$350,001 - \$525,000	81	12.52%	59.0	13	13	36	19
\$525,001 and up	63	9.74%	94.0	18	7	14	24
<b>Total Active Inventory by Units</b>	<b>647</b>			<b>220</b>	<b>211</b>	<b>149</b>	<b>67</b>
<b>Total Active Inventory by Volume</b>	<b>169,806,605</b>	<b>100%</b>	<b>74.0</b>	<b>36.37M</b>	<b>43.36M</b>	<b>48.18M</b>	<b>41.90M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$183,900</b>			<b>\$67,000</b>	<b>\$160,000</b>	<b>\$273,400</b>	<b>\$449,999</b>

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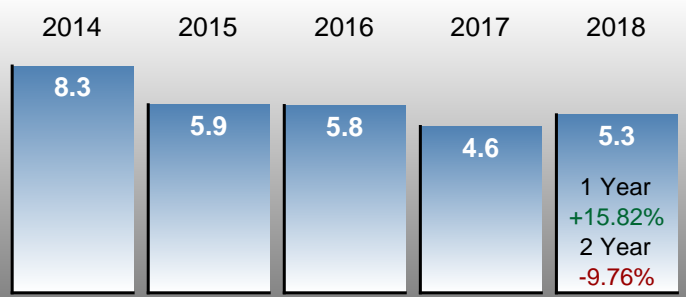
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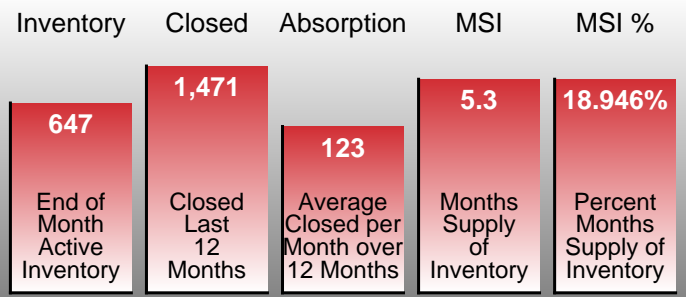
## MONTHS SUPPLY of INVENTORY (MSI)

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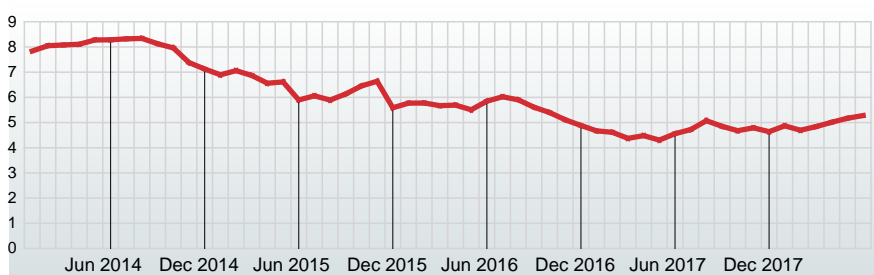
### MSI FOR JUNE



### INDICATORS FOR JUNE 2018



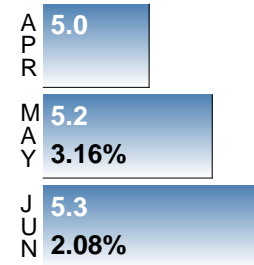
### 5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 6.0

3 MONTHS

**High**  
Aug 2014 = 8.3  
**Low**  
May 2017 = 4.3  
*Months Supply*  
this month at **5.3**,  
below the 5 yr JUN  
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	56	8.66%	12.9	14.8	4.5	0.0	0.0
\$25,001 - \$75,000	89	13.76%	7.6	10.7	4.3	3.6	0.0
\$75,001 - \$125,000	78	12.06%	3.9	5.3	3.1	4.3	0.0
\$125,001 - \$225,000	154	23.80%	2.9	9.9	2.3	2.6	7.0
\$225,001 - \$350,000	126	19.47%	5.8	20.7	4.6	5.2	7.8
\$350,001 - \$525,000	81	12.52%	9.6	52.0	15.6	6.5	10.4
\$525,001 and up	63	9.74%	21.0	216.0	84.0	9.9	16.9
<b>Market Supply of Inventory (MSI)</b>	<b>5.3</b>			<b>12.2</b>	<b>3.2</b>	<b>4.5</b>	<b>11.0</b>
<b>Total Active Inventory by Units</b>	<b>647</b>	<b>100%</b>	<b>5.3</b>	<b>220</b>	<b>211</b>	<b>149</b>	<b>67</b>

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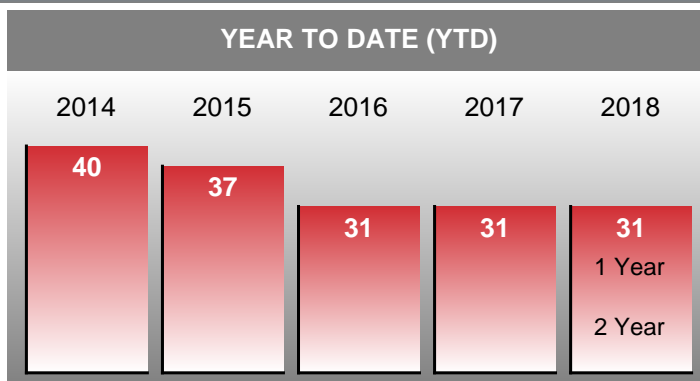
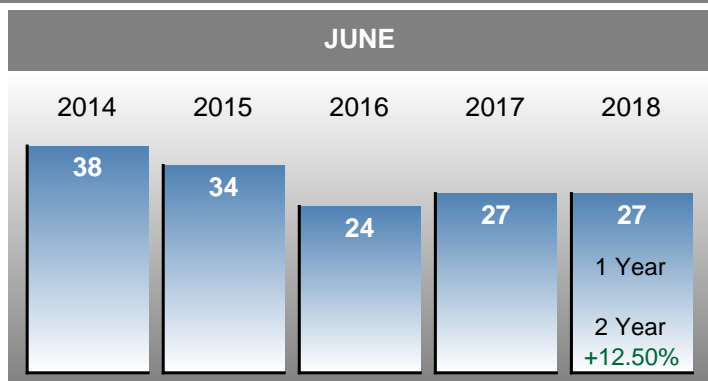
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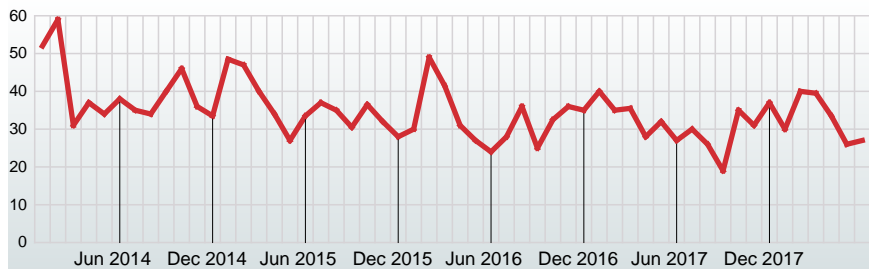


## MEDIAN DAYS ON MARKET TO SALE

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**5 YEAR MARKET ACTIVITY TRENDS**      **5yr JUN AVG = 30**      **3 MONTHS**



**High**  
Feb 2014 = 59  
**Low**  
Sep 2017 = 19  
*Median Days on Market*  
this month at **27**,  
below the 5 yr JUN  
average of **30**

A	34
P	
R	
M	26
A	-22.39%
Y	
J	27
U	3.85%
N	

### 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	9	5.92%	28.0	44.5	1.0	0.0	0.0
\$50,001 - \$100,000	16	10.53%	51.0	50.0	55.5	43.0	0.0
\$100,001 - \$125,000	15	9.87%	11.0	8.0	11.0	43.0	0.0
\$125,001 - \$200,000	55	36.18%	20.0	14.0	18.0	42.0	98.5
\$200,001 - \$250,000	21	13.82%	27.0	0.0	26.0	28.0	0.0
\$250,001 - \$325,000	16	10.53%	28.5	0.0	28.0	29.0	0.0
\$325,001 and up	20	13.16%	37.0	0.0	14.5	74.5	33.0
Median Closed DOM			27.0	28.0	20.0	43.5	36.0
Total Closed Units		100%	27.0	17	85	42	8
Total Closed Volume			31,924,942	1.08M	14.56M	11.55M	4.73M

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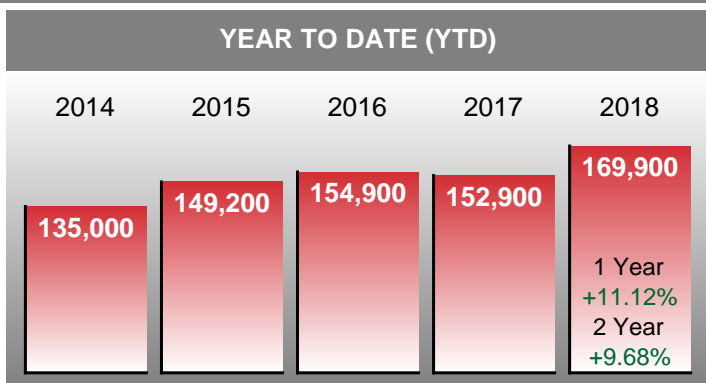
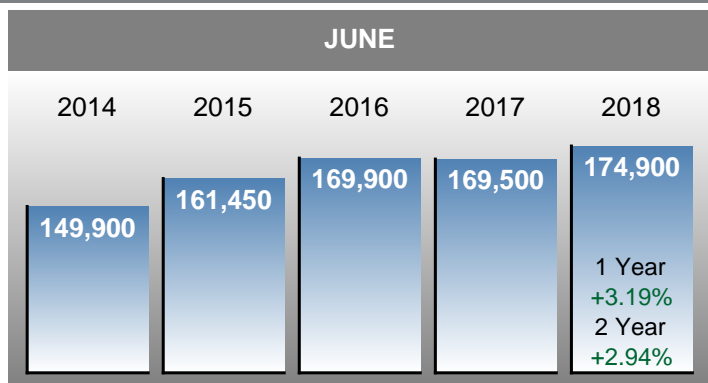
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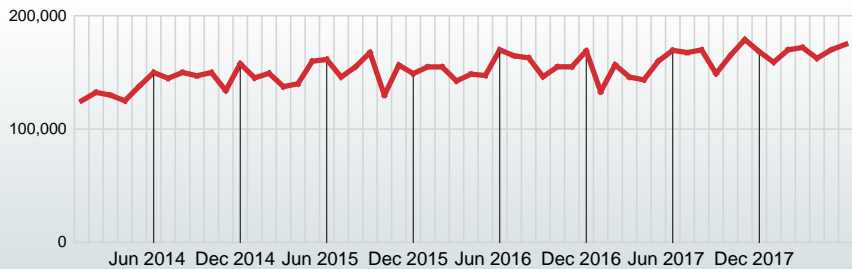
## MEDIAN LIST PRICE AT CLOSING

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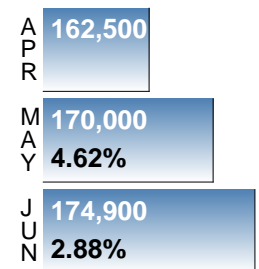


### 5 YEAR MARKET ACTIVITY TRENDS

**5yr JUN AVG = 165,130**      **3 MONTHS**



**High**  
Nov 2017 = 179,000  
**Low**  
Apr 2014 = 125,000  
*Median List Price*  
this month at **174,900**,  
above the 5 yr JUN  
average of **165,130**



### 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	9	5.92%	36,000	30,500	49,000	0	0
\$50,001 - \$100,000	15	9.87%	84,000	84,000	85,000	74,900	0
\$100,001 - \$125,000	13	8.55%	118,500	115,000	122,500	105,500	0
\$125,001 - \$200,000	60	39.47%	159,400	130,000	152,750	179,900	154,350
\$200,001 - \$250,000	19	12.50%	225,000	0	224,900	226,895	0
\$250,001 - \$325,000	16	10.53%	297,250	0	299,500	295,000	0
\$325,001 and up	20	13.16%	417,060	0	382,000	407,500	626,763
<b>Median List Price</b>			174,900	78,500	155,000	234,450	477,013
<b>Total Closed Units</b>		100%	174,900	17	85	42	8
<b>Total Closed Volume</b>			33,998,930	1.14M	14.93M	11.88M	6.05M

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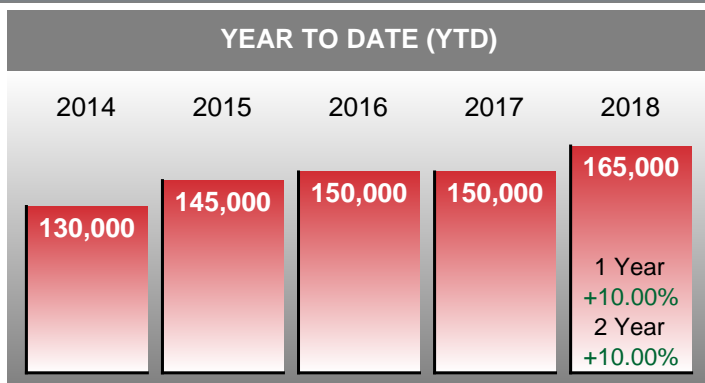
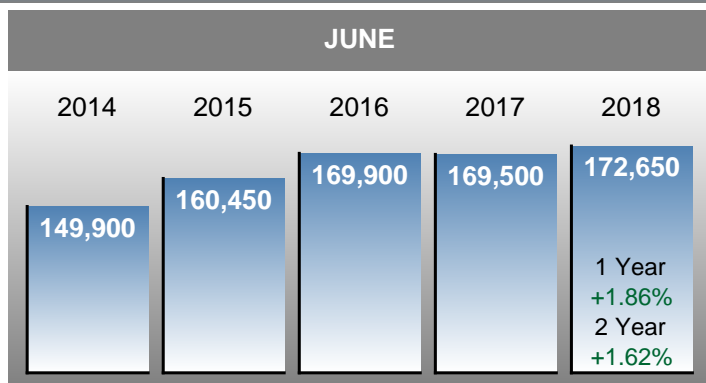
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## MEDIAN SOLD PRICE AT CLOSING

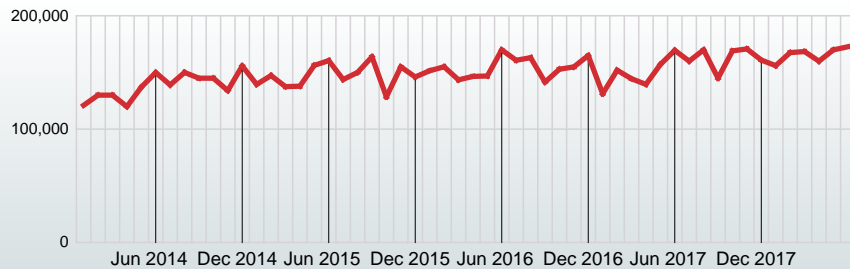
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 164,480

### 3 MONTHS



**High**  
Jun 2018 = 172,650  
**Low**  
Apr 2014 = 119,900  
*Median Sold Price*  
this month at **172,650**,  
above the 5 yr JUN  
average of **164,480**

A	159,950
P	
R	
M	169,900
A	6.22%
Y	
J	172,650
U	1.62%
N	

### 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	9	5.92%	34,000	29,000	45,500	0	0
\$50,001 - \$100,000	16	10.53%	78,500	77,000	85,000	67,500	0
\$100,001 - \$125,000	15	9.87%	118,500	115,000	120,000	110,000	0
\$125,001 - \$200,000	55	36.18%	159,900	130,000	155,875	177,500	154,350
\$200,001 - \$250,000	21	13.82%	216,000	0	215,500	217,000	0
\$250,001 - \$325,000	16	10.53%	285,500	0	285,000	286,000	0
\$325,001 and up	20	13.16%	410,513	0	365,000	402,450	594,000
Median Sold Price			172,650	69,500	156,250	229,988	460,000
Total Closed Units		100%	172,650	17	85	42	8
Total Closed Volume			31,924,942	1.08M	14.56M	11.55M	4.73M

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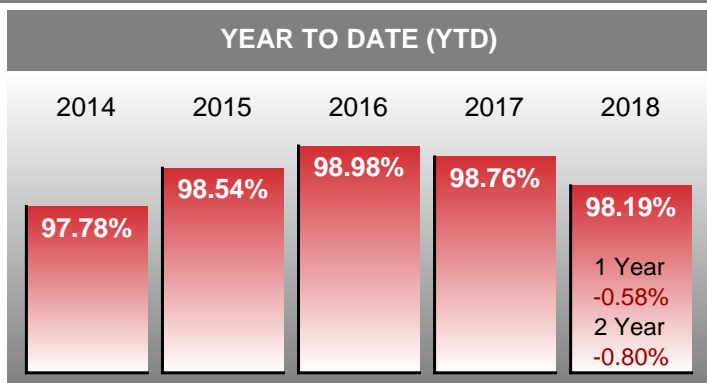
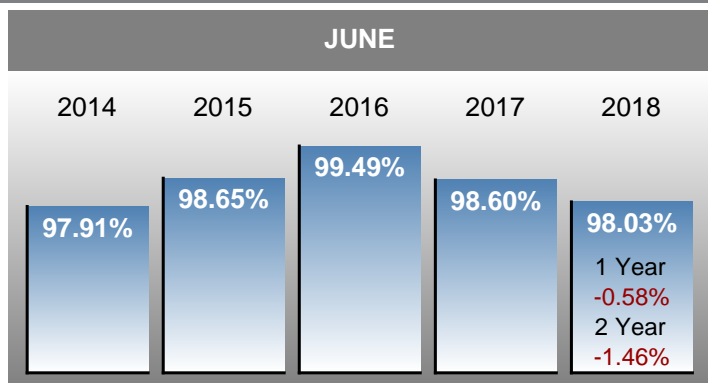
# June 2018

Area Delimited by County Of Rogers



## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

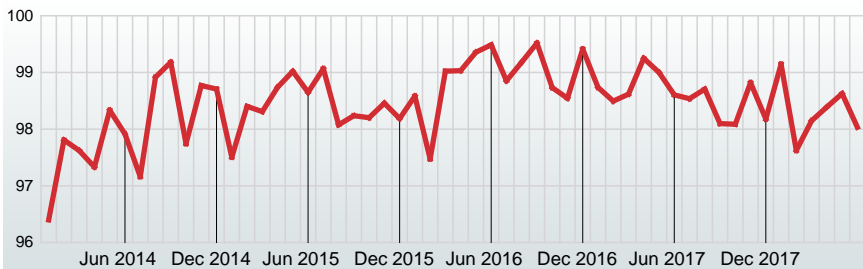
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 98.54%

3 MONTHS



**High**  
Sep 2016 = 99.52%  
**Low**  
Jan 2014 = 96.40%  
*Median Sold/List Ratio*  
this month at **98.03%**,  
below the 5 yr JUN  
average of **98.54%**

A	98.39%
P	
R	
M	98.63%
A	0.24%
Y	
J	98.03%
U	-0.60%
N	

### 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	9	5.92%	93.88%	94.16%	92.86%	0.00%	0.00%
\$50,001 - \$100,000	16	10.53%	94.69%	91.67%	96.26%	90.12%	0.00%
\$100,001 - \$125,000	15	9.87%	97.64%	100.00%	97.62%	104.27%	0.00%
\$125,001 - \$200,000	55	36.18%	99.12%	100.00%	98.62%	99.65%	100.00%
\$200,001 - \$250,000	21	13.82%	98.49%	0.00%	98.85%	96.11%	0.00%
\$250,001 - \$325,000	16	10.53%	98.25%	0.00%	98.22%	100.00%	0.00%
\$325,001 and up	20	13.16%	97.74%	0.00%	98.91%	97.78%	96.27%
<b>Median Sold/List Ratio</b>			98.03%	94.44%	98.28%	98.24%	97.64%
<b>Total Closed Units</b>	152	100%	98.03%	17	85	42	8
<b>Total Closed Volume</b>	31,924,942			1.08M	14.56M	11.55M	4.73M

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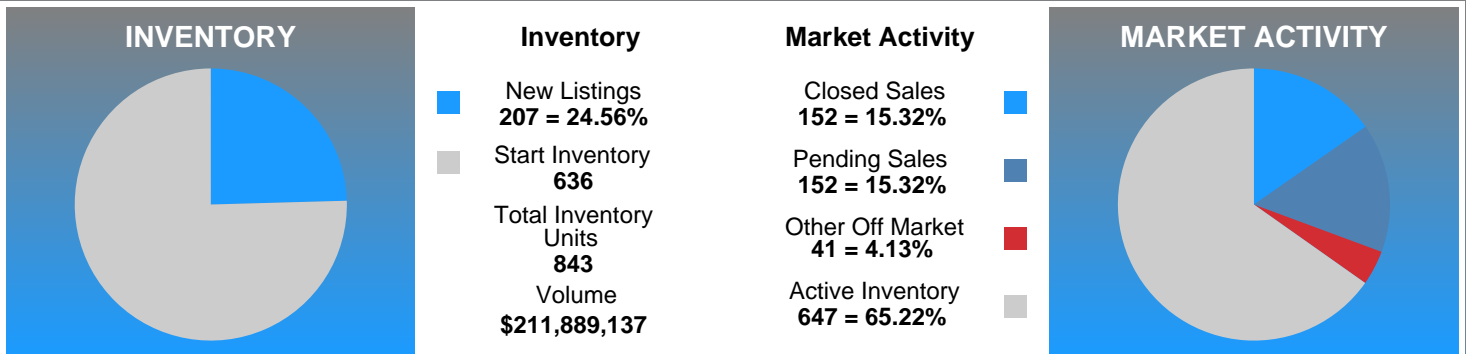
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## MARKET SUMMARY

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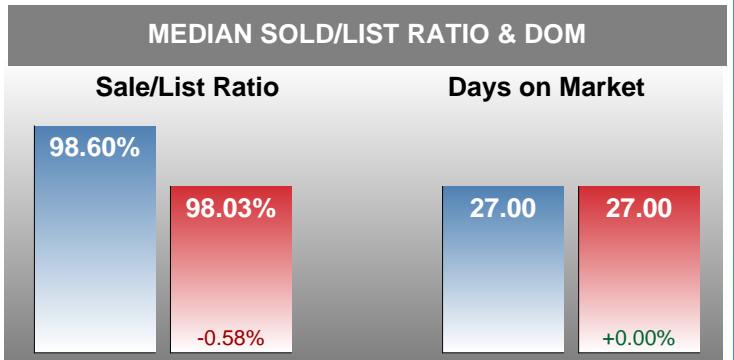
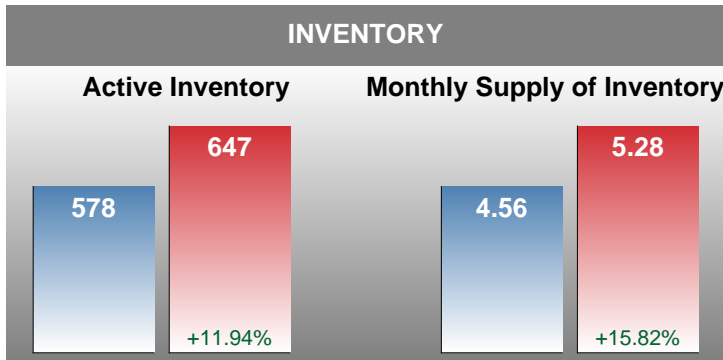
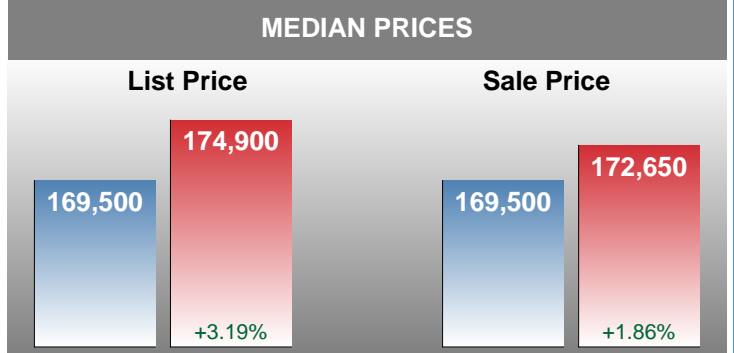
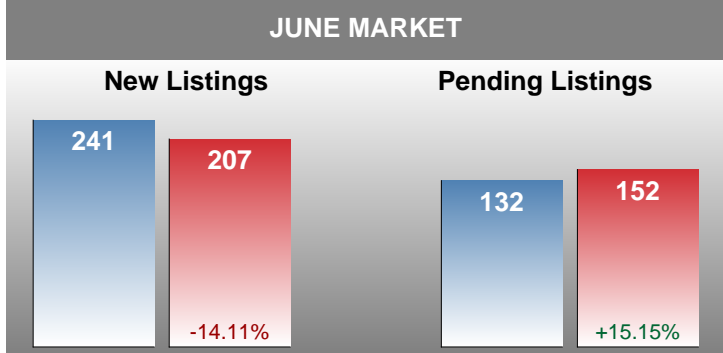


Compared Metrics	June			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	157	152	-3.18%	783	746	-4.73%
Pending Sales	132	152	15.15%	841	842	0.12%
New Listings	241	207	-14.11%	1,381	1,361	-1.45%
Median List Price	169,500	174,900	3.19%	152,900	169,900	11.12%
Median Sale Price	169,500	172,650	1.86%	150,000	165,000	10.00%
Median Percent of Selling Price to List Price	98.60%	98.03%	-0.58%	98.76%	98.19%	-0.58%
Median Days on Market to Sale	27.00	27.00	0.00%	31.00	31.00	0.00%
Monthly Inventory	578	647	11.94%	578	647	11.94%
Months Supply of Inventory	4.56	5.28	15.82%	4.56	5.28	15.82%

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

**Inventory on June 30, 2018 = 647**

2017 2018



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Phone: 918-663-7500

Email: support@mlstechnology.com