



# May 2018

Area Delimited by County Of Rogers

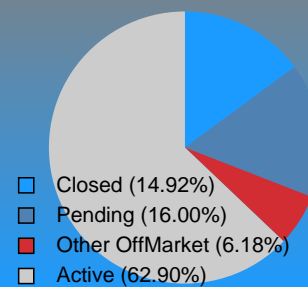


## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	May		
	2017	2018	+/-%
Closed Listings	161	152	-5.59%
Pending Listings	151	163	7.95%
New Listings	236	234	-0.85%
Average List Price	201,016	213,221	6.07%
Average Sale Price	196,744	207,522	5.48%
Average Percent of List Price to Selling Price	98.03%	97.04%	-1.01%
Average Days on Market to Sale	46.75	45.88	-1.88%
End of Month Inventory	543	641	18.05%
Months Supply of Inventory	4.30	5.22	21.33%

### MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **123** Sales/Month  
**Active Inventory** as of May 31, 2018 = **641**

### Analysis Wrap-Up

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

The total housing inventory at the end of May 2018 rose **18.05%** to 641 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 **5.22** 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 **5.48%** in May 2018 to \$207,522 versus the previous year at \$196,744.

#### Average Days on Market Shortens

The average number of **45.88** days that homes spent on the market before selling decreased by 0.88 days or **1.88%** in May 2018 compared to last year's same month at **46.75** DOM.

#### Sales Success for May 2018 is Positive

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

There were 234 New Listings in May 2018, down **0.85%** from last year at 236. Furthermore, there were 152 Closed Listings this month versus last year at 161, a **-5.59%** decrease.

Closed versus Listed trends yielded a **65.0%** ratio, down from previous year's, May 2017, at **68.2%**, a **4.78%** 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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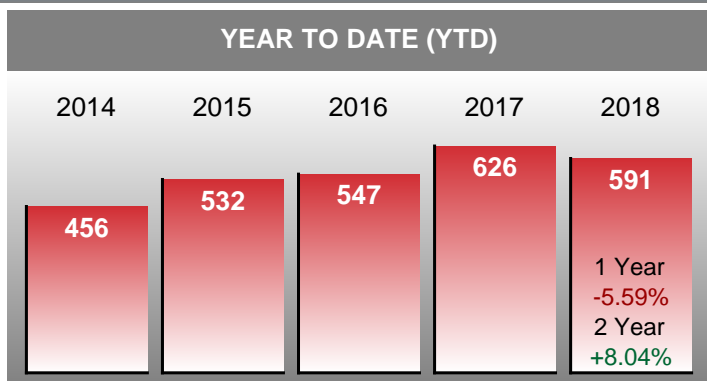
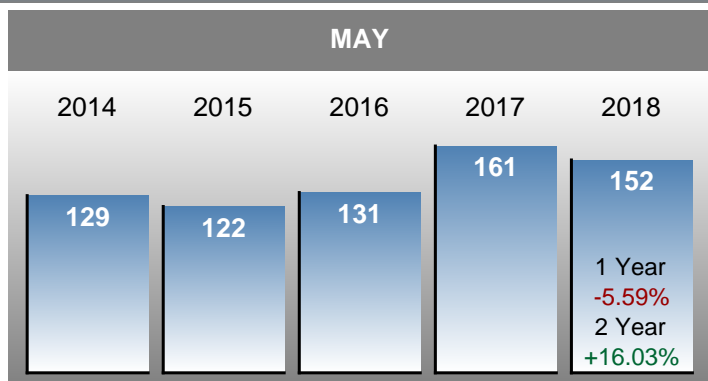
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## CLOSED LISTINGS

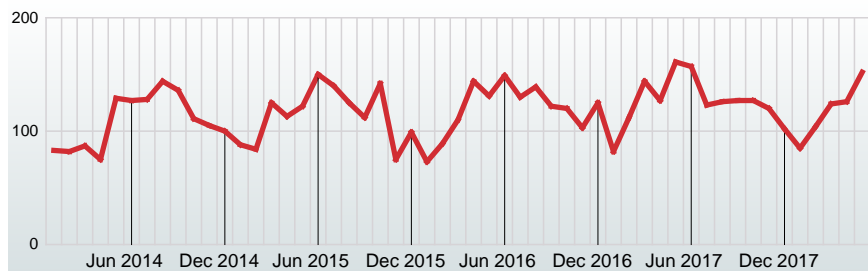
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 139

3 MONTHS



**High**  
May 2017 = 161  
**Low**  
Jan 2016 = 73  
*Closed Listings*  
this month at **152**,  
above the 5 yr MAY  
average of **139**

MAR	124
APR	126
APR	1.61%
MAY	152
MAY	20.63%

### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	15	9.87%	71.6	8	6	0	1
\$75,001 - \$100,000	10	6.58%	24.9	4	2	4	0
\$100,001 - \$125,000	17	11.18%	35.1	2	12	3	0
\$125,001 - \$200,000	52	34.21%	45.3	0	37	13	2
\$200,001 - \$275,000	25	16.45%	51.7	0	14	11	0
\$275,001 - \$375,000	18	11.84%	32.9	0	3	11	4
\$375,001 and up	15	9.87%	54.4	0	0	10	5
<b>Total Closed Units</b>	<b>152</b>			<b>14</b>	<b>74</b>	<b>52</b>	<b>12</b>
<b>Total Closed Volume</b>	<b>31,543,353</b>	<b>100%</b>	<b>45.9</b>	<b>922.80K</b>	<b>11.77M</b>	<b>13.87M</b>	<b>4.98M</b>
<b>Average Closed Price</b>	<b>\$207,522</b>			<b>\$65,914</b>	<b>\$159,030</b>	<b>\$266,769</b>	<b>\$415,029</b>

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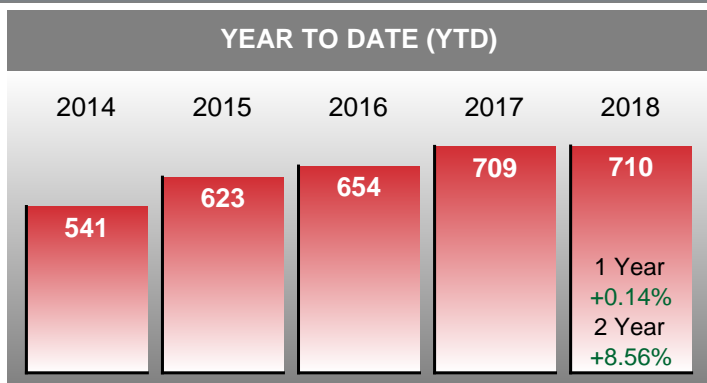
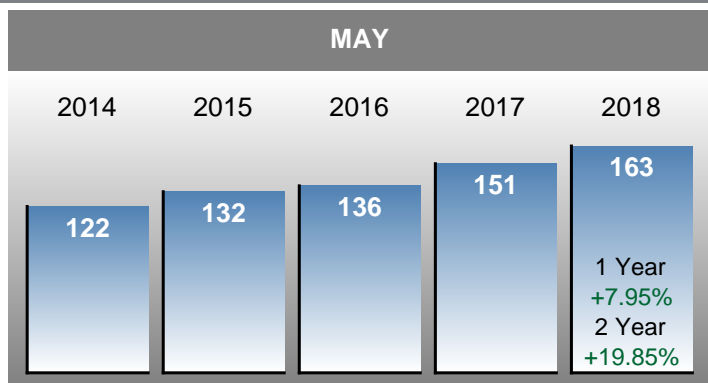
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## PENDING LISTINGS

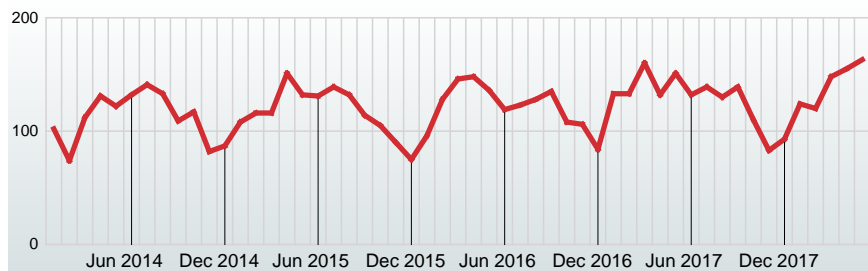
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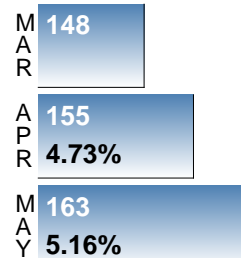
### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 141

3 MONTHS



**High**  
May 2018 = 163  
**Low**  
Feb 2014 = 74  
*Pending Listings*  
this month at **163**,  
above the 5 yr MAY  
average of **141**



### 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	18	11.04%	39.5	16	2	0	0
\$50,001 - \$100,000	19	11.66%	60.6	5	9	4	1
\$100,001 - \$125,000	15	9.20%	35.2	2	11	0	2
\$125,001 - \$175,000	36	22.09%	43.4	2	30	4	0
\$175,001 - \$225,000	29	17.79%	37.0	1	16	12	0
\$225,001 - \$325,000	27	16.56%	55.0	1	11	15	0
\$325,001 and up	19	11.66%	49.4	0	4	14	1
<b>Total Pending Units</b>	<b>163</b>			<b>27</b>	<b>83</b>	<b>49</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>30,556,524</b>	<b>100%</b>	<b>49.8</b>	<b>1.87M</b>	<b>14.14M</b>	<b>13.81M</b>	<b>736.00K</b>
<b>Average Listing Price</b>	<b>\$192,238</b>			<b>\$69,293</b>	<b>\$170,339</b>	<b>\$281,868</b>	<b>\$184,000</b>

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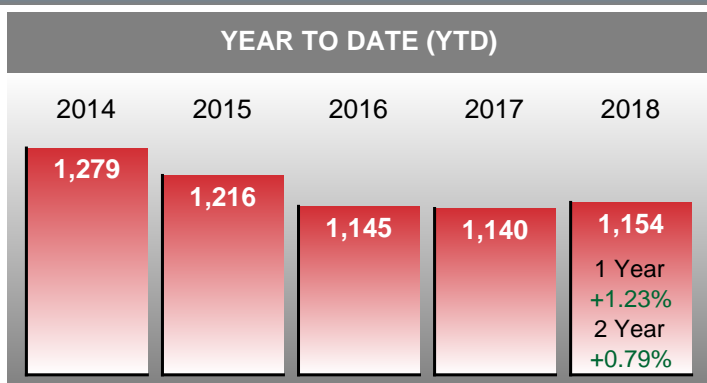
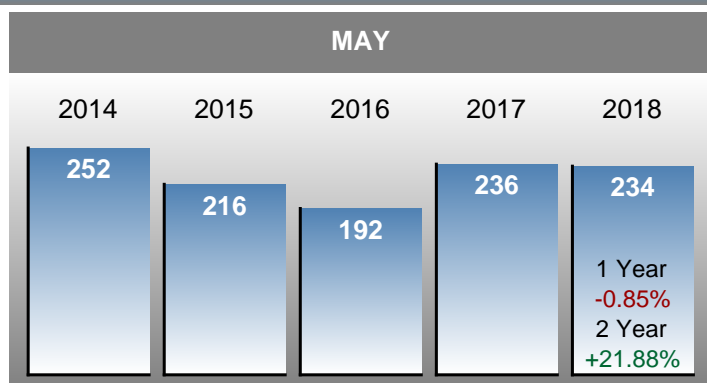
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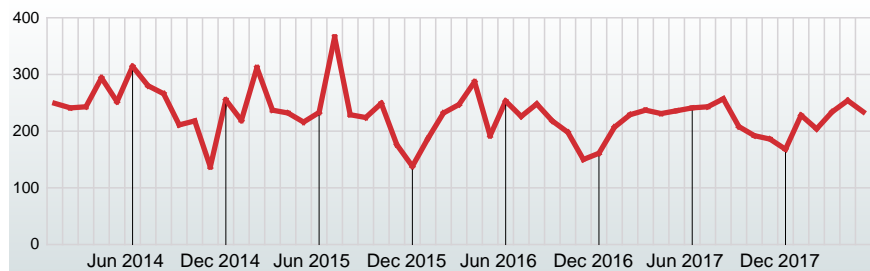


## NEW LISTINGS

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**5 YEAR MARKET ACTIVITY TRENDS**      **5yr MAY AVG = 226**      **3 MONTHS**



**High**  
Jul 2015 = 366  
**Low**  
Nov 2014 = 137  
*New Listings*  
this month at **234**,  
above the 5 yr MAY  
average of **226**

MAY	234
APR	254
<b>8.55%</b>	
MAY	234
<b>-7.87%</b>	

## 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	23	9.83%	20	3	0	0
\$25,001 - \$75,000	21	8.97%	14	7	0	0
\$75,001 - \$125,000	33	14.10%	11	15	7	0
\$125,001 - \$200,000	66	28.21%	3	44	16	3
\$200,001 - \$275,000	33	14.10%	1	15	15	2
\$275,001 - \$400,000	32	13.68%	1	11	16	4
\$400,001 and up	26	11.11%	4	3	11	8
<b>Total New Listed Units</b>	234		54	98	65	17
<b>Total New Listed Volume</b>	50,811,263		6.07M	18.21M	19.74M	6.80M
<b>Average New Listed Listing Price</b>	\$263,153		\$112,322	\$185,806	\$303,719	\$399,714

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# May 2018

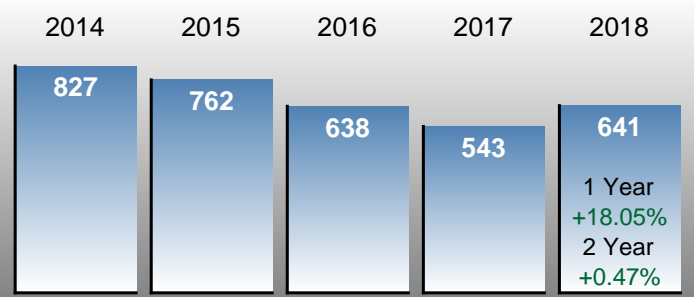
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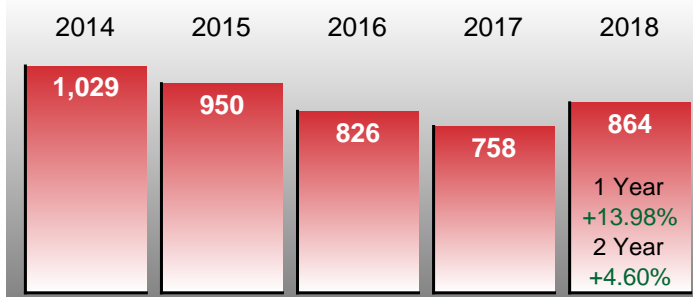
## ACTIVE INVENTORY

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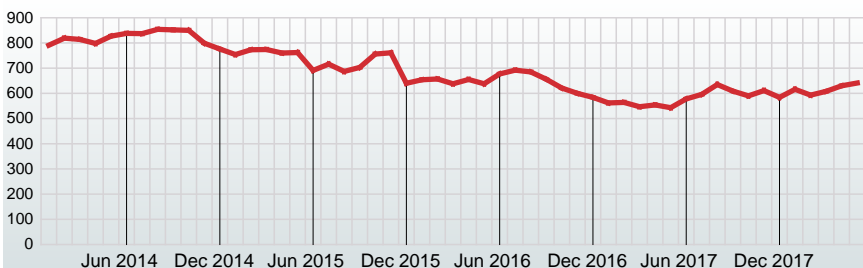
### END OF MAY



### ACTIVE DURING MAY



### 5 YEAR MARKET ACTIVITY TRENDS



5yr MAY AVG = 682

3 MONTHS

**High**  
Aug 2014 = 854  
**Low**  
May 2017 = 543  
*Inventory*  
this month at **641**,  
below the 5 yr MAY  
average of **682**

MAR	608
APR	630
MAY	641
<b>3.62%</b>	
<b>1.75%</b>	

### 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	58	9.05%	73.4	55	3	0	0
\$25,001 - \$50,000	53	8.27%	104.4	48	4	1	0
\$50,001 - \$125,000	118	18.41%	82.9	53	51	12	2
\$125,001 - \$225,000	155	24.18%	67.8	27	92	31	5
\$225,001 - \$325,000	108	16.85%	76.5	12	38	48	10
\$325,001 - \$500,000	82	12.79%	65.1	17	18	31	16
\$500,001 and up	67	10.45%	80.2	19	6	14	28
<b>Total Active Inventory by Units</b>	<b>641</b>			<b>231</b>	<b>212</b>	<b>137</b>	<b>61</b>
<b>Total Active Inventory by Volume</b>	<b>162,815,422</b>	<b>100%</b>	<b>76.5</b>	<b>36.83M</b>	<b>42.62M</b>	<b>42.78M</b>	<b>40.58M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$254,002</b>			<b>\$159,451</b>	<b>\$201,027</b>	<b>\$312,270</b>	<b>\$665,303</b>

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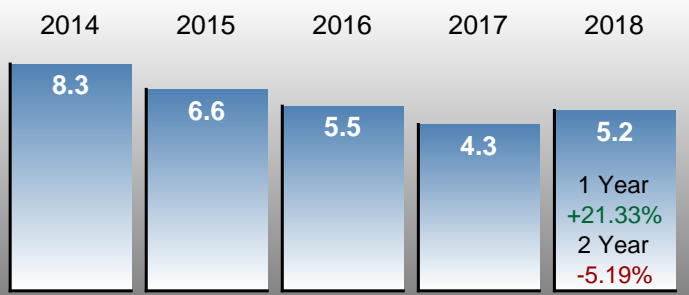
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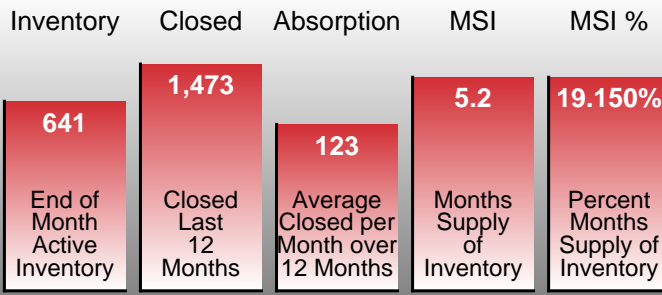
## MONTHS SUPPLY of INVENTORY (MSI)

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

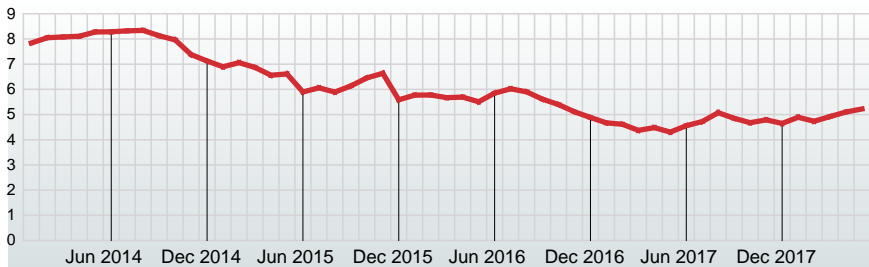
### MSI FOR MAY



### INDICATORS FOR MAY 2018



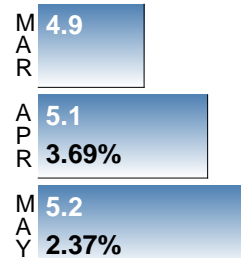
### 5 YEAR MARKET ACTIVITY TRENDS



5yr MAY AVG = 6.0

3 MONTHS

**High**  
Aug 2014 = 8.3  
**Low**  
May 2017 = 4.3  
*Months Supply*  
this month at **5.2**,  
below the 5 yr MAY  
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	58	9.05%	13.1	15.3	4.5	0.0	0.0
\$25,001 - \$50,000	53	8.27%	9.2	15.6	2.0	1.7	0.0
\$50,001 - \$125,000	118	18.41%	4.3	7.0	3.0	4.5	12.0
\$125,001 - \$225,000	155	24.18%	3.0	9.3	2.6	2.5	5.5
\$225,001 - \$325,000	108	16.85%	5.3	14.4	4.3	5.2	6.3
\$325,001 - \$500,000	82	12.79%	8.3	34.0	15.4	4.7	9.6
\$500,001 and up	67	10.45%	19.1	228.0	36.0	8.8	16.8
Market Supply of Inventory (MSI)	5.2			12.4	3.3	4.1	10.0
Total Active Inventory by Units	641	100%	5.2	231	212	137	61

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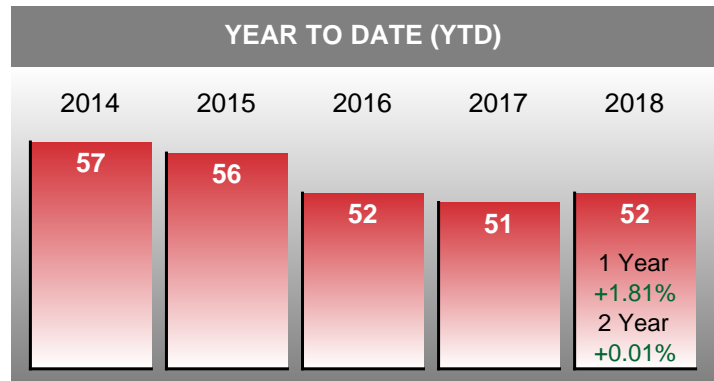
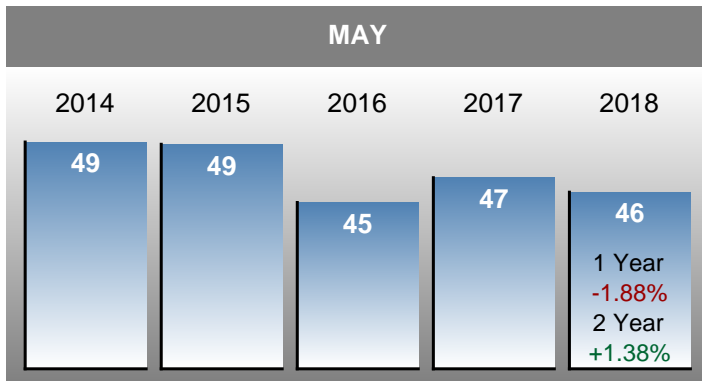
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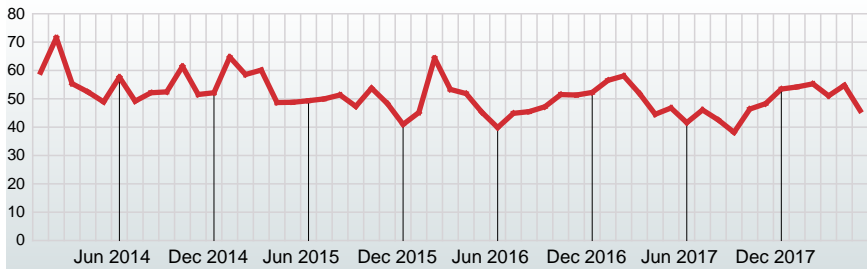
## AVERAGE DAYS ON MARKET TO SALE

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



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr MAY AVG = 47**      **3 MONTHS**



**High**  
Feb 2014 = 72  
**Low**  
Sep 2017 = 38  
*Average Days on Market*  
this month at **46**,  
below the 5 yr MAY  
average of **47**

MAR	51
APR	55
MAY	46
<b>7.23%</b>	
<b>-16.20%</b>	

### 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
\$75,000 and less	15	9.87%	71.6	84.4	49.3	0.0	103.0
\$75,001 - \$100,000	10	6.58%	24.9	53.5	1.5	8.0	0.0
\$100,001 - \$125,000	17	11.18%	35.1	7.0	38.2	41.3	0.0
\$125,001 - \$200,000	52	34.21%	45.3	0.0	48.6	26.2	107.5
\$200,001 - \$275,000	25	16.45%	51.7	0.0	52.6	50.5	0.0
\$275,001 - \$375,000	18	11.84%	32.9	0.0	21.3	39.5	23.5
\$375,001 and up	15	9.87%	54.4	0.0	0.0	49.4	64.4
<b>Average Closed DOM</b>			45.9	64.5	45.3	38.1	61.2
<b>Total Closed Units</b>		100%	45.9	14	74	52	12
<b>Total Closed Volume</b>			31,543,353	922.80K	11.77M	13.87M	4.98M

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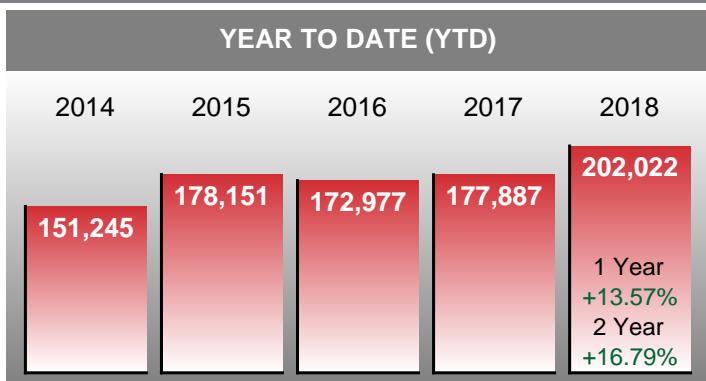
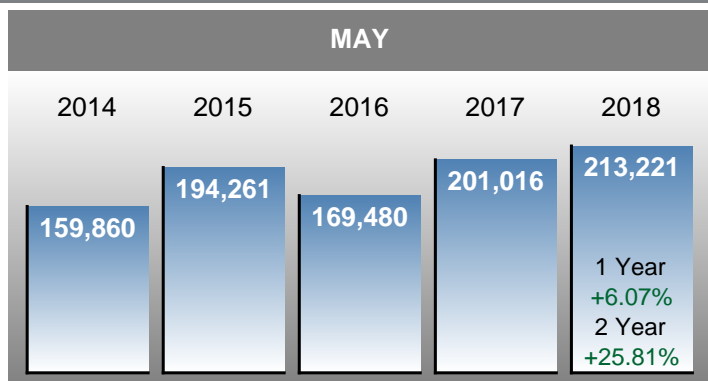
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## AVERAGE LIST PRICE AT CLOSING

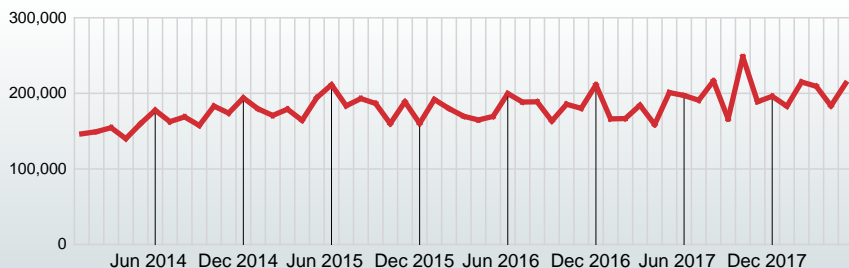
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 187,568

### 3 MONTHS



**High**  
Oct 2017 = 248,362  
**Low**  
Apr 2014 = 140,051  
*Average List Price*  
this month at **213,221**,  
above the 5 yr MAY  
average of **187,568**

MAY	209,316
APR	183,431
	-12.37%
MAY	213,221
YTD	16.24%

### 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
\$75,000 and less	11	7.24%	38,843	46,663	55,879	0	35,000
\$75,001 - \$100,000	14	9.21%	89,429	102,475	91,950	91,700	0
\$100,001 - \$125,000	17	11.18%	115,753	117,450	113,925	117,300	0
\$125,001 - \$200,000	52	34.21%	161,269	0	159,192	168,154	157,000
\$200,001 - \$275,000	24	15.79%	239,806	0	232,664	251,736	0
\$275,001 - \$375,000	18	11.84%	327,937	0	322,633	344,233	310,538
\$375,001 and up	16	10.53%	544,894	0	0	473,460	720,760
<b>Average List Price</b>			213,221	72,721	162,183	272,980	432,913
<b>Total Closed Units</b>		100%	213,221	14	74	52	12
<b>Total Closed Volume</b>			32,409,579	1.02M	12.00M	14.19M	5.19M

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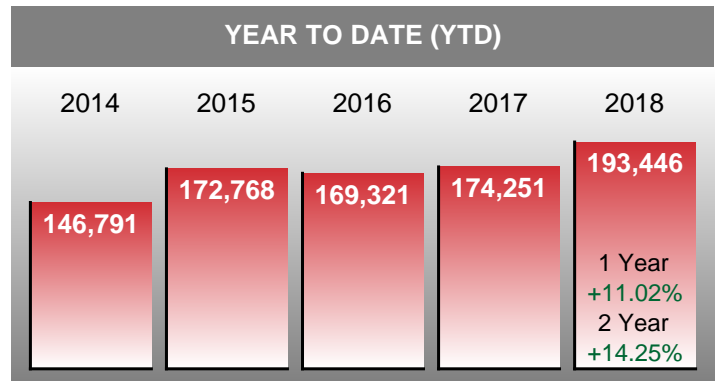
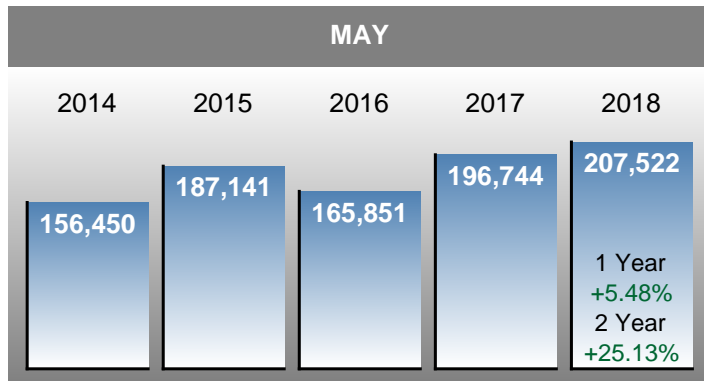
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## AVERAGE SOLD PRICE AT CLOSING

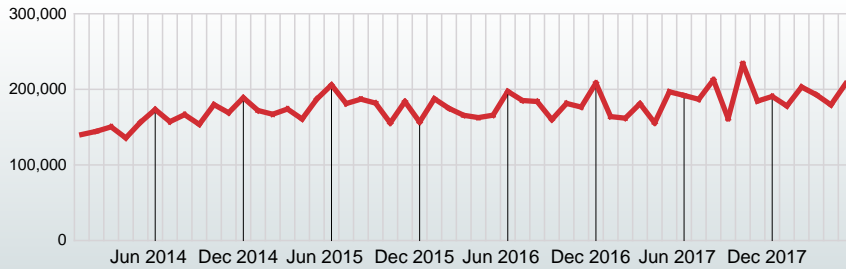
Report produced on Jun 11, 2018 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 182,742

3 MONTHS



**High**  
Oct 2017 = 233,942  
**Low**  
Apr 2014 = 135,757  
*Average Sold Price*  
this month at **207,522**,  
above the 5 yr MAY  
average of **182,742**

MAY	192,910
APR	179,416
MAY	-6.99%
MAY	207,522
YTD	15.67%

### 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
\$75,000 and less	15	9.87%	45,341	41,313	53,604	0	28,000
\$75,001 - \$100,000	10	6.58%	89,888	88,725	91,950	90,019	0
\$100,001 - \$125,000	17	11.18%	112,041	118,700	111,700	108,966	0
\$125,001 - \$200,000	52	34.21%	158,309	0	156,777	165,331	141,000
\$200,001 - \$275,000	25	16.45%	236,074	0	226,861	247,800	0
\$275,001 - \$375,000	18	11.84%	327,492	0	315,167	335,546	314,588
\$375,001 and up	15	9.87%	535,393	0	0	461,890	682,400
<b>Average Sold Price</b>			207,522	65,914	159,030	266,769	415,029
<b>Total Closed Units</b>		100%	207,522	14	74	52	12
<b>Total Closed Volume</b>			31,543,353	922.80K	11.77M	13.87M	4.98M

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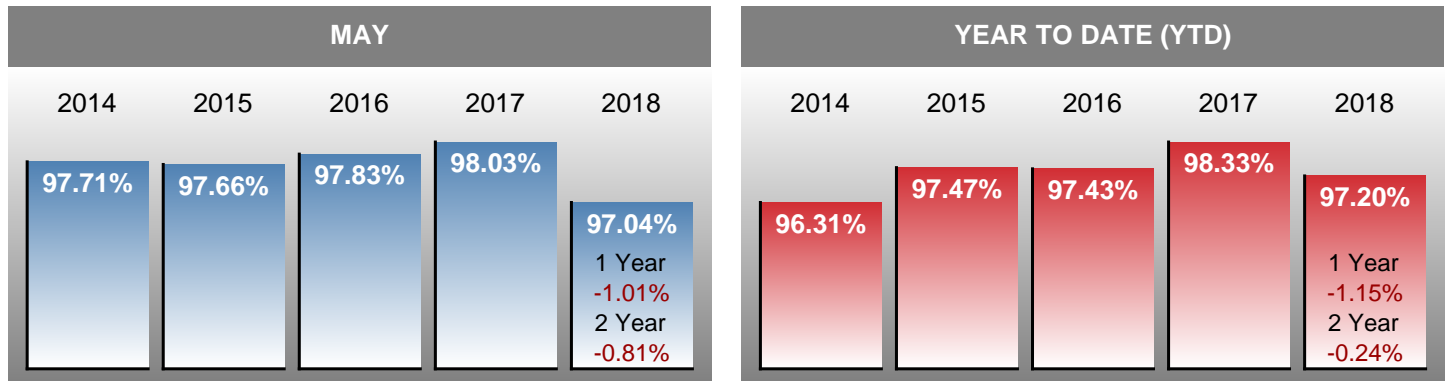
# May 2018

Area Delimited by County Of Rogers

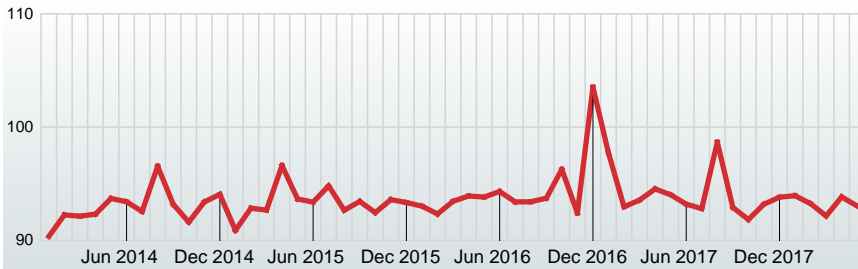


## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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



### 5 YEAR MARKET ACTIVITY TRENDS



5yr MAY AVG = 97.66%

3 MONTHS

#### High

Dec 2016 = 107.52%

#### Low

Jan 2014 = 94.36%

Average Sold/List Ratio this month at **97.04%**, below the 5 yr MAY average of **97.66%**

MAY 96.17%

APR 97.85%

MAY -0.82%

### 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
\$75,000 and less	15	9.87%	90.87%	86.71%	98.24%	0.00%	80.00%
\$75,001 - \$100,000	10	6.58%	94.21%	87.11%	100.00%	98.41%	0.00%
\$100,001 - \$125,000	17	11.18%	97.73%	101.13%	98.19%	93.59%	0.00%
\$125,001 - \$200,000	52	34.21%	98.19%	0.00%	98.57%	98.38%	89.96%
\$200,001 - \$275,000	25	16.45%	98.02%	0.00%	97.65%	98.49%	0.00%
\$275,001 - \$375,000	18	11.84%	98.38%	0.00%	97.82%	97.44%	101.36%
\$375,001 and up	15	9.87%	97.07%	0.00%	0.00%	97.72%	95.78%
Average Sold/List Ratio			97.00%	88.89%	98.32%	97.80%	95.36%
Total Closed Units	152	100%	97.00%	14	74	52	12
Total Closed Volume	31,543,353			922.80K	11.77M	13.87M	4.98M

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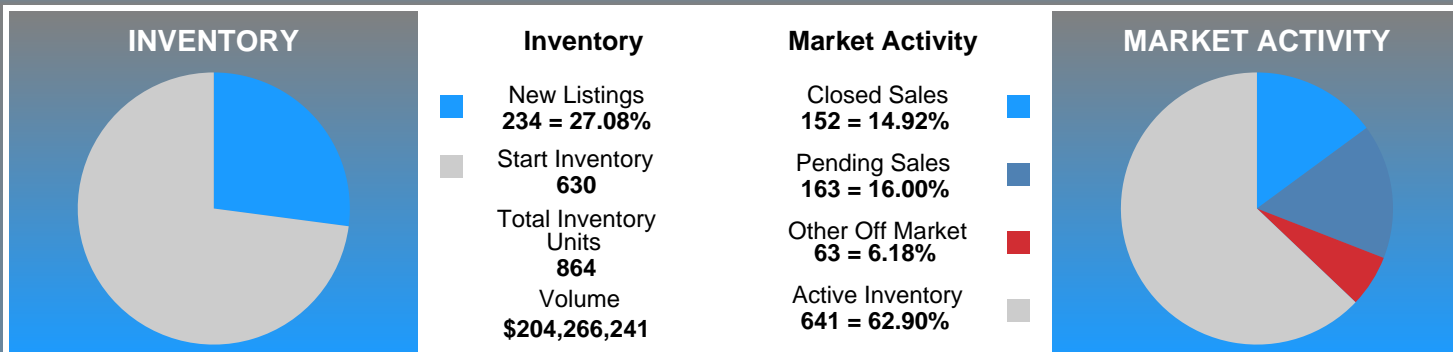
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## MARKET SUMMARY

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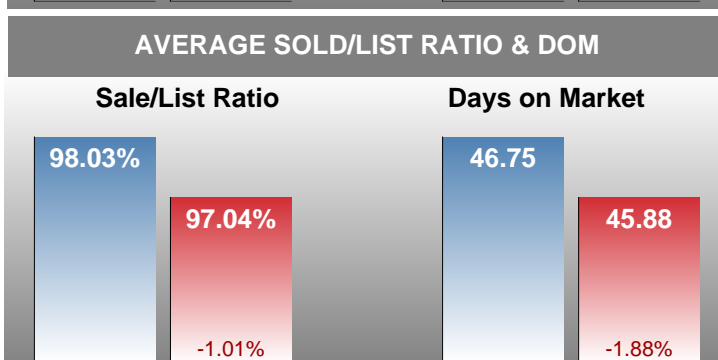
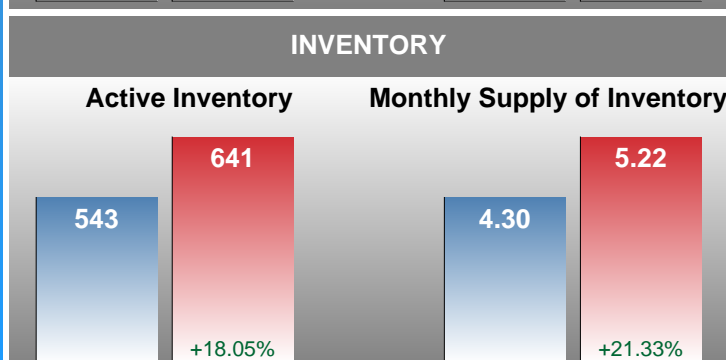
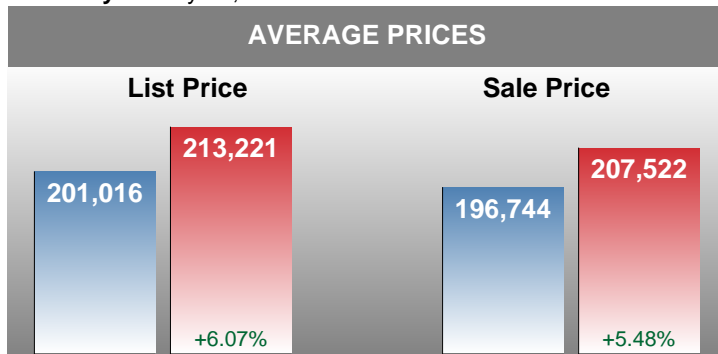
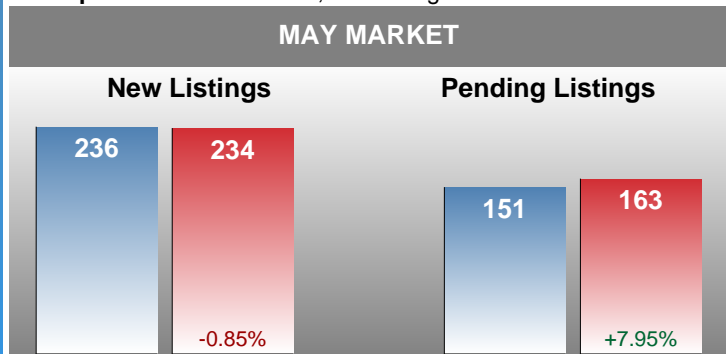


Compared Metrics	May			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	161	152	-5.59%	626	591	-5.59%
Pending Sales	151	163	+7.95%	709	710	+0.14%
New Listings	236	234	-0.85%	1,140	1,154	+1.23%
Average List Price	201,016	213,221	+6.07%	177,887	202,022	+13.57%
Average Sale Price	196,744	207,522	+5.48%	174,251	193,446	+11.02%
Average Percent of Selling Price to List Price	98.03%	97.04%	-1.01%	98.33%	97.20%	-1.15%
Average Days on Market to Sale	46.75	45.88	-1.88%	50.78	51.70	+1.81%
Monthly Inventory	543	641	+18.05%	543	641	+18.05%
Months Supply of Inventory	4.30	5.22	+21.33%	4.30	5.22	+21.33%

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

**Inventory on May 31, 2018 = 641**

2017	2018
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