

August 2019



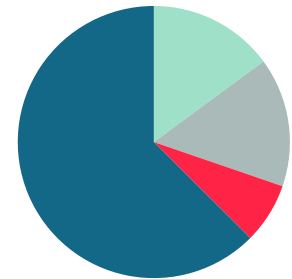
Area Delimited by County Of Rogers



MONTHLY INVENTORY ANALYSIS

Report produced on Sep 11, 2019 for MLS Technology Inc.

Compared Metrics	2018	August 2019	+/-%
Closed Listings	185	170	-8.11%
Pending Listings	151	175	15.89%
New Listings	254	287	12.99%
Average List Price	189,056	187,866	-0.63%
Average Sale Price	184,435	183,636	-0.43%
Average Percent of Selling Price to List Price	97.19%	97.47%	0.29%
Average Days on Market to Sale	41.84	39.18	-6.36%
End of Month Inventory	836	713	-14.71%
Months Supply of Inventory	6.14	5.18	-15.64%



■ Closed (14.91%)
■ Pending (15.35%)
■ Other OffMarket (7.19%)
■ Active (62.54%)

Absorption: Last 12 months, an Average of **138** Sales/Month
Active Inventory as of August 31, 2019 = **713**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2019 decreased **14.71%** to 713 existing homes available for sale. Over the last 12 months this area has had an average of 138 closed sales per month. This represents an unsold inventory index of **5.18** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **0.43%** in August 2019 to \$183,636 versus the previous year at \$184,435.

Average Days on Market Shortens

The average number of **39.18** days that homes spent on the market before selling decreased by 2.66 days or **6.36%** in August 2019 compared to last year's same month at **41.84** DOM.

Sales Success for August 2019 is Positive

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

There were 287 New Listings in August 2019, up **12.99%** from last year at 254. Furthermore, there were 170 Closed Listings this month versus last year at 185, a **-8.11%** decrease.

Closed versus Listed trends yielded a **59.2%** ratio, down from previous year's, August 2018, at **72.8%**, a **18.67%** downswing. This will certainly create pressure on a decreasing 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.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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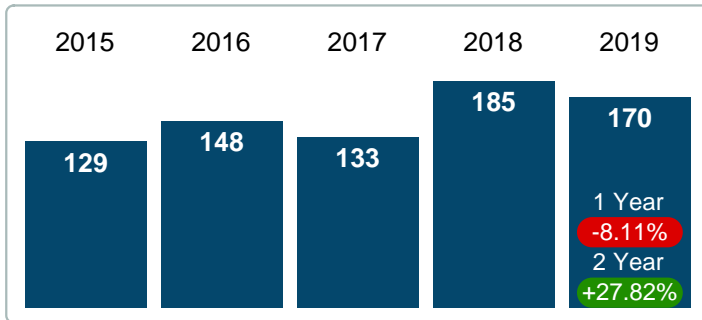
Area Delimited by County Of Rogers



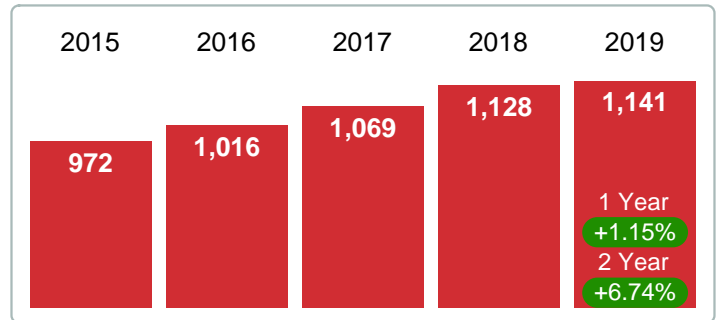
CLOSED LISTINGS

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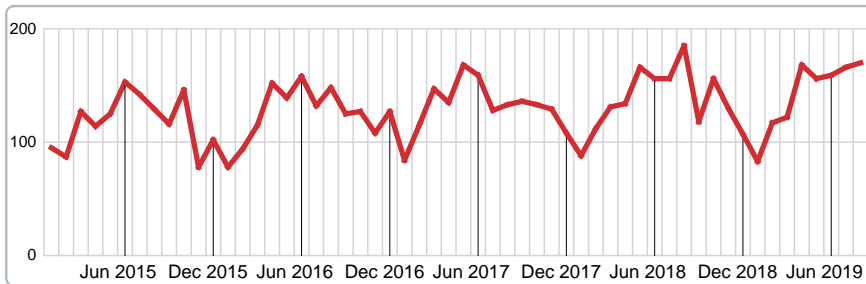
AUGUST



YEAR TO DATE (YTD)

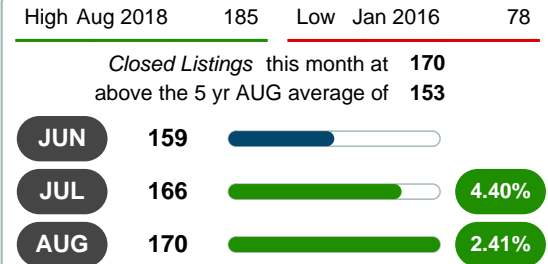


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 153



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	16	9.41%	30.4	9	5	2	0
\$50,001 - \$75,000	8	4.71%	18.9	4	4	0	0
\$75,001 - \$125,000	27	15.88%	39.3	8	18	1	0
\$125,001 - \$175,000	52	30.59%	35.4	3	41	7	1
\$175,001 - \$225,000	26	15.29%	39.2	2	16	8	0
\$225,001 - \$350,000	24	14.12%	51.8	0	9	13	2
\$350,001 and up	17	10.00%	50.5	1	0	13	3
Total Closed Units	170			27	93	44	6
Total Closed Volume	31,218,184	100%	39.2	2.49M	14.00M	12.40M	2.33M
Average Closed Price	\$183,636			\$92,159	\$150,496	\$281,862	\$388,633

August 2019



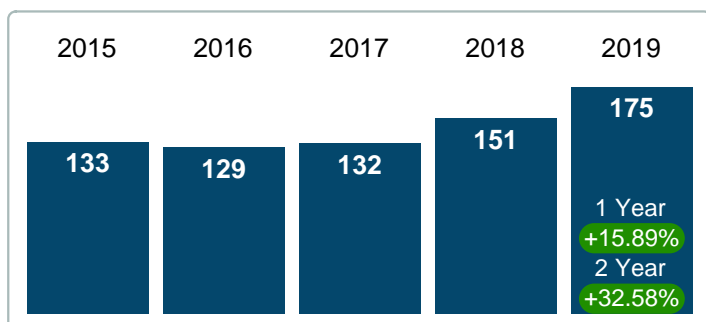
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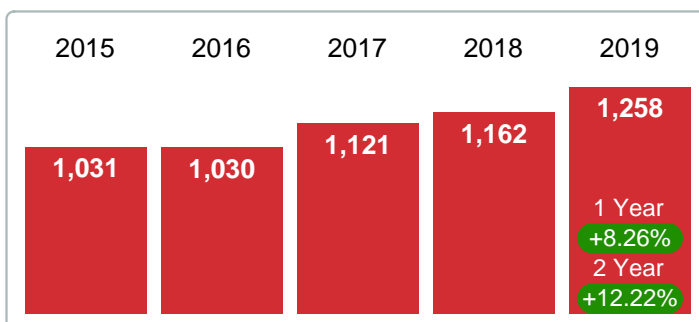
PENDING LISTINGS

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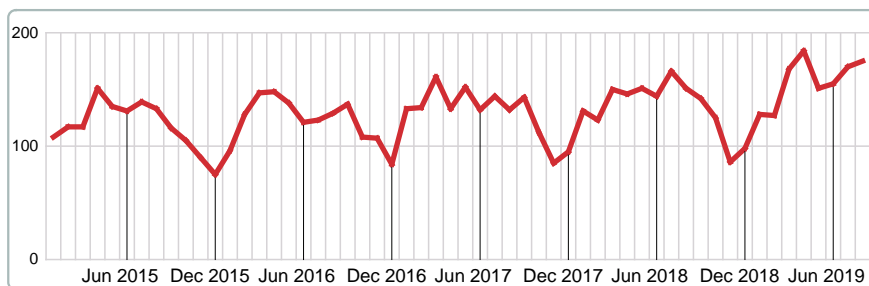
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

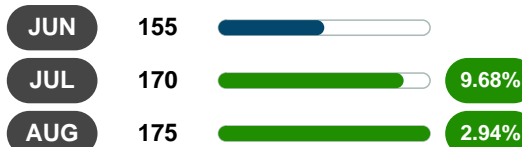


3 MONTHS

5 year AUG AVG = 144

High Apr 2019 184 Low Dec 2015 75

Pending Listings this month at 175
above the 5 yr AUG average of 144



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	14	8.00%	62.8	13	1	0	0
\$50,001 - \$75,000	13	7.43%	42.1	7	3	3	0
\$75,001 - \$125,000	24	13.71%	43.0	10	11	3	0
\$125,001 - \$175,000	46	26.29%	39.2	7	31	7	1
\$175,001 - \$250,000	37	21.14%	40.9	4	20	10	3
\$250,001 - \$375,000	22	12.57%	61.5	2	8	12	0
\$375,001 and up	19	10.86%	72.9	1	2	12	4
Total Pending Units	175			44	76	47	8
Total Pending Volume	34,999,261	100%	48.6	4.80M	13.88M	13.52M	2.80M
Average Listing Price	\$187,920			\$109,145	\$182,572	\$287,604	\$350,500

August 2019



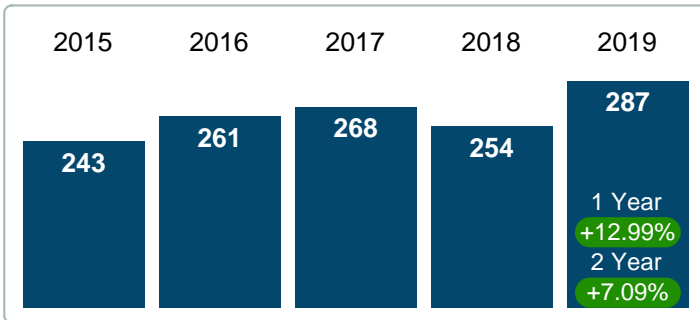
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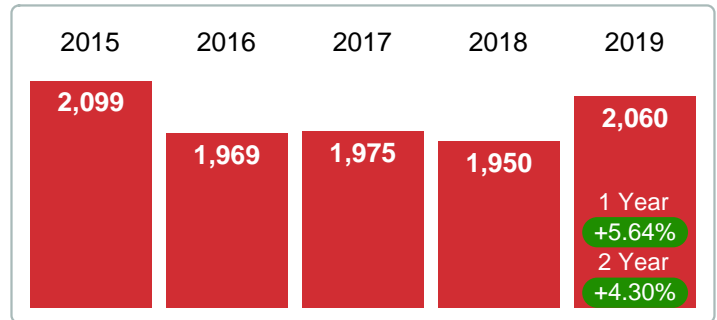
NEW LISTINGS

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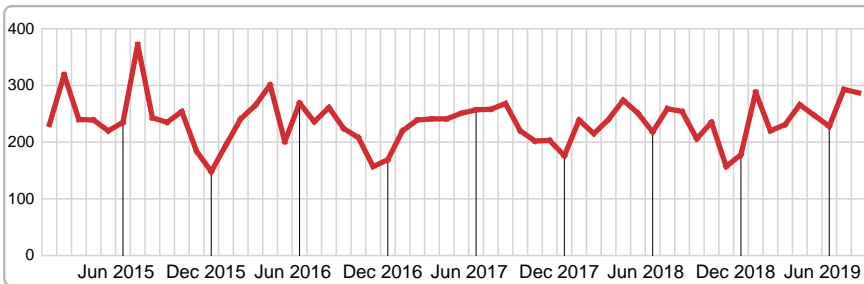
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 263

High Jul 2015 372 Low Dec 2015 148

New Listings this month at **287**
above the 5 yr AUG average of **263**



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	19	6.62%	11	5	3	0
\$25,001 - \$75,000	32	11.15%	25	6	1	0
\$75,001 - \$125,000	36	12.54%	16	17	3	0
\$125,001 - \$200,000	94	32.75%	23	61	9	1
\$200,001 - \$275,000	34	11.85%	5	17	12	0
\$275,001 - \$425,000	41	14.29%	5	10	22	4
\$425,001 and up	31	10.80%	9	4	9	9
Total New Listed Units	287		94	120	59	14
Total New Listed Volume	64,878,159	100%	17.70M	21.71M	17.12M	8.36M
Average New Listed Listing Price	\$190,481		\$188,265	\$180,892	\$290,104	\$597,007

August 2019

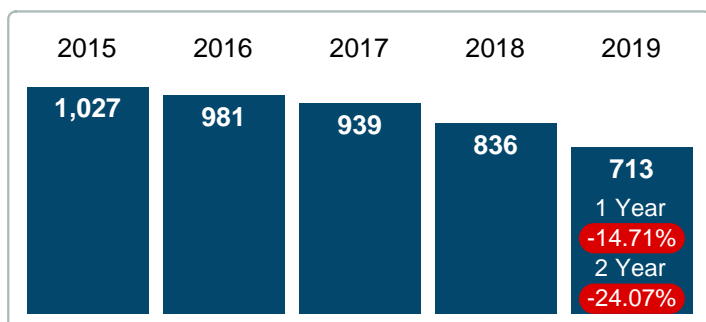
Area Delimited by County Of Rogers



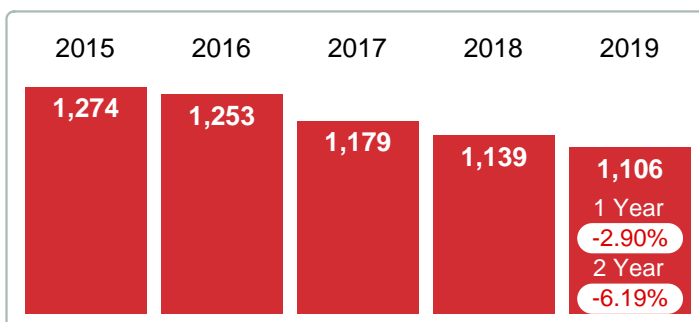
ACTIVE INVENTORY

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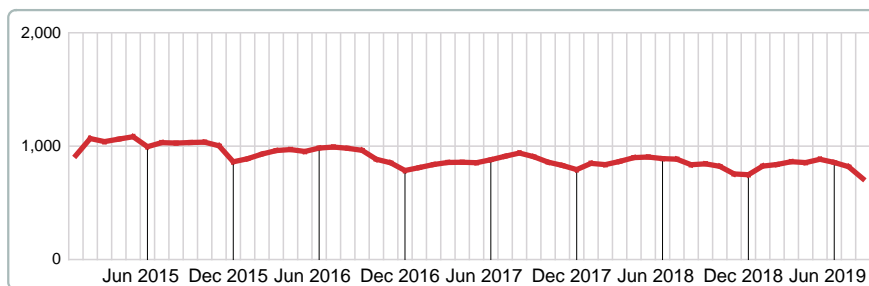
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS

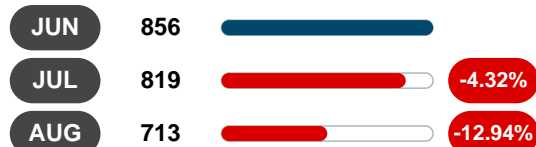


3 MONTHS

5 year AUG AVG = 899

High May 2015 1,083 Low Aug 2019 713

Inventory this month at 713
below the 5 yr AUG average of 899



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	6.31%	57.2	35	7	3	0
\$25,001 - \$100,000	114	15.99%	62.5	93	17	4	0
\$100,001 - \$150,000	85	11.92%	62.6	37	42	5	1
\$150,001 - \$250,000	202	28.33%	54.5	74	79	47	2
\$250,001 - \$350,000	105	14.73%	75.5	28	30	39	8
\$350,001 - \$525,000	90	12.62%	83.5	10	20	49	11
\$525,001 and up	72	10.10%	82.8	25	9	16	22
Total Active Inventory by Units	713			302	204	163	44
Total Active Inventory by Volume	205,853,573	100%	66.5	64.97M	50.66M	55.50M	34.73M
Average Active Inventory Listing Price	\$288,715			\$215,117	\$248,311	\$340,519	\$789,275

August 2019



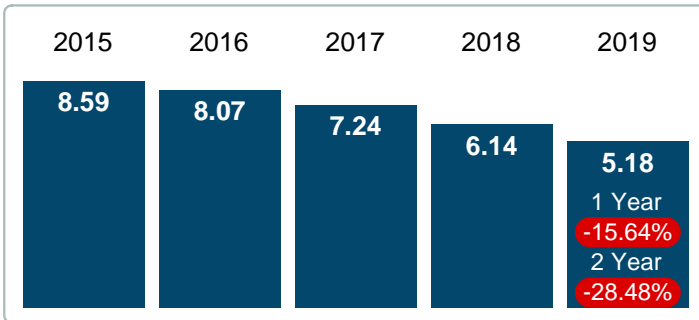
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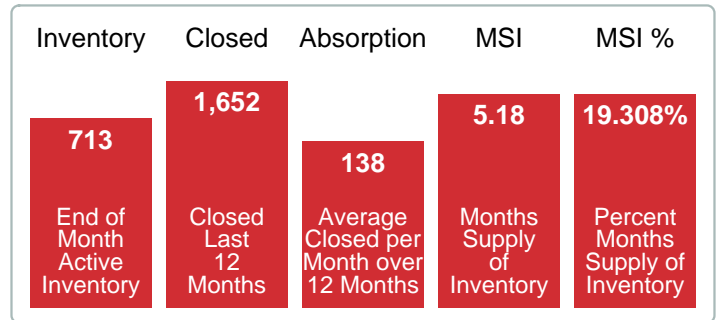
MONTHS SUPPLY of INVENTORY (MSI)

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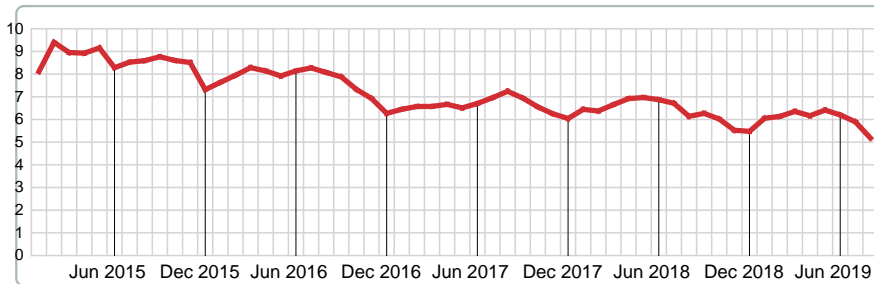
MSI FOR AUGUST



INDICATORS FOR AUGUST 2019

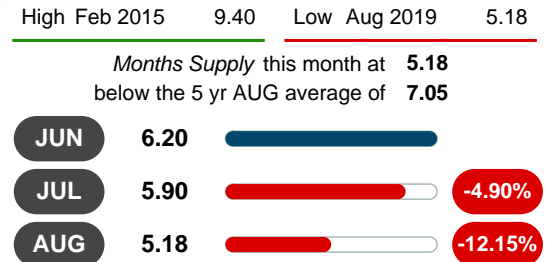


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 7.05



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	6.31%	4.29	6.56	1.91	2.25	0.00
\$25,001 - \$100,000	114	15.99%	5.03	8.93	1.57	2.82	0.00
\$100,001 - \$150,000	85	11.92%	3.28	11.68	2.14	1.71	6.00
\$150,001 - \$250,000	202	28.33%	4.46	30.62	2.72	3.64	2.40
\$250,001 - \$350,000	105	14.73%	6.60	84.00	5.22	4.82	4.57
\$350,001 - \$525,000	90	12.62%	6.67	13.33	11.43	5.44	5.50
\$525,001 and up	72	10.10%	18.38	75.00	108.00	9.14	12.57
Market Supply of Inventory (MSI)			5.18	13.27	2.88	4.36	6.60
Total Active Inventory by Units		100%	5.18	302	204	163	44

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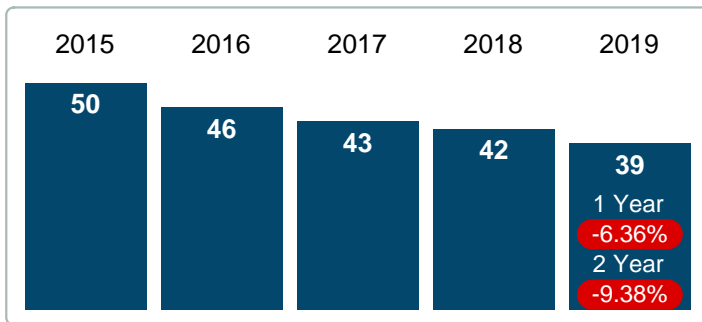
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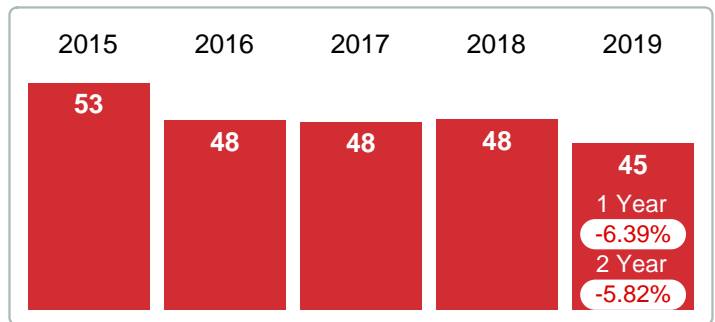
AVERAGE DAYS ON MARKET TO SALE

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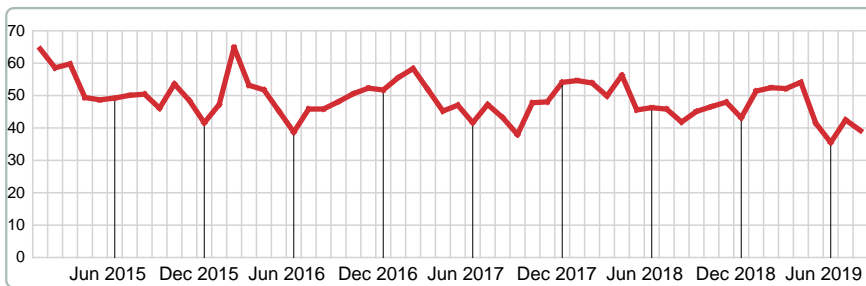
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 44

High Feb 2016 65 Low Jun 2019 36

Average Days on Market to Sale this month at 39 below the 5 yr AUG average of 44



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	9.41%	30	37	23	19	0
\$50,001 - \$75,000	4.71%	19	25	13	0	0
\$75,001 - \$125,000	15.88%	39	70	27	19	0
\$125,001 - \$175,000	30.59%	35	54	29	70	1
\$175,001 - \$225,000	15.29%	39	94	26	53	0
\$225,001 - \$350,000	14.12%	52	0	55	46	76
\$350,001 and up	10.00%	50	7	0	49	72
Average Closed DOM		39	50	29	50	61
Total Closed Units	100%	39	27	93	44	6
Total Closed Volume		31,218,184	2.49M	14.00M	12.40M	2.33M

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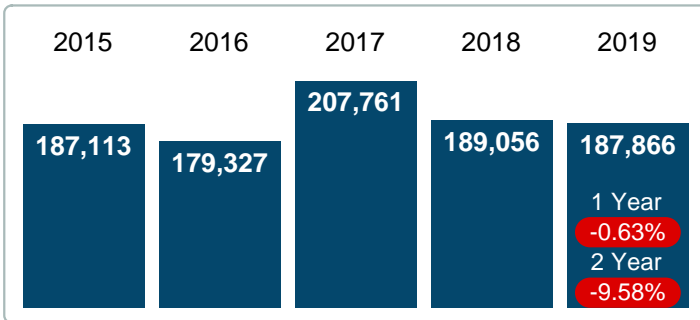
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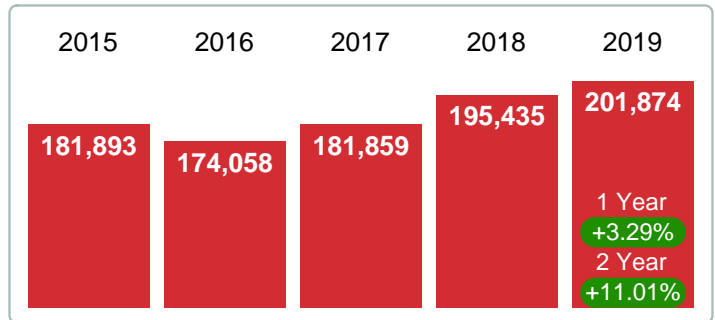
AVERAGE LIST PRICE AT CLOSING

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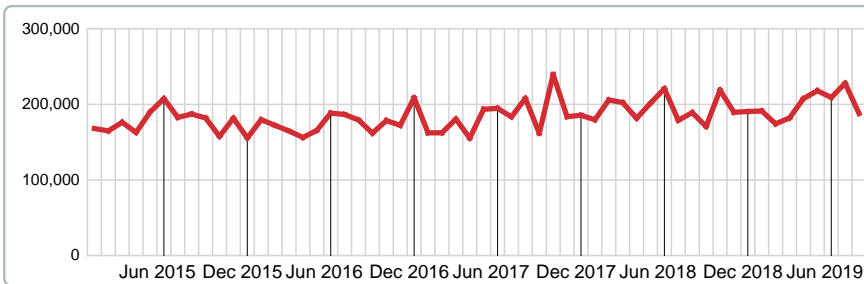
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

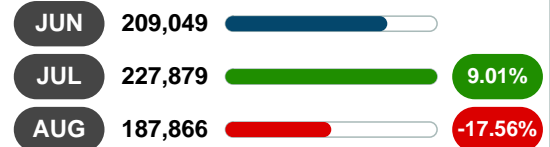


3 MONTHS

5 year AUG AVG = 190,225

High Oct 2017 239,418 Low Apr 2017 155,351

Average List Price at Closing this month at **187,866**
 below the 5 yr AUG average of **190,225**



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	8.82%	12,028	25,142	1,189	1,600	0
\$50,001 - \$75,000	4.71%	62,382	62,889	67,625	0	0
\$75,001 - \$125,000	15.88%	101,161	100,088	103,869	110,000	0
\$125,001 - \$175,000	28.24%	156,446	163,333	157,326	169,767	158,500
\$175,001 - \$225,000	17.65%	196,845	217,450	198,975	202,131	0
\$225,001 - \$350,000	13.53%	268,519	0	273,250	284,685	262,895
\$350,001 and up	11.18%	470,297	425,000	0	465,172	572,800
Average List Price		187,866	97,349	153,111	287,881	400,448
Total Closed Units	100%	187,866	27	93	44	6
Total Closed Volume		31,937,171	2.63M	14.24M	12.67M	2.40M

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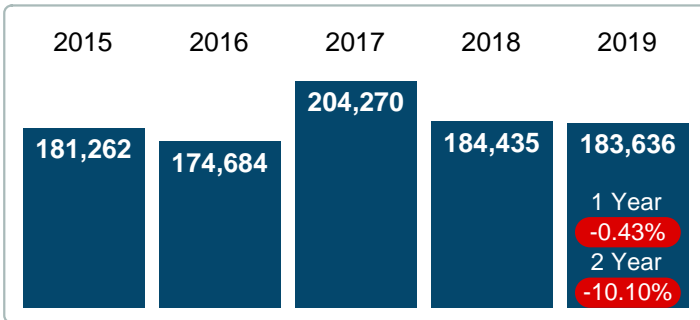
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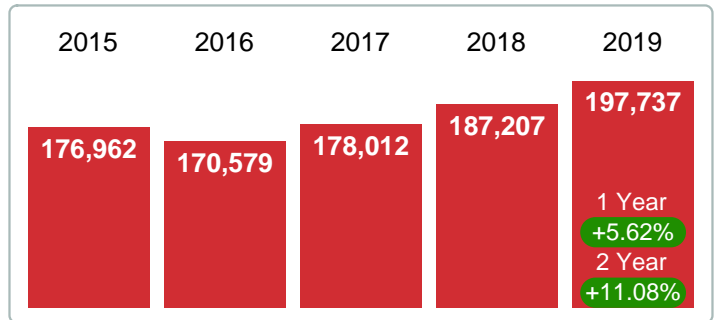
AVERAGE SOLD PRICE AT CLOSING

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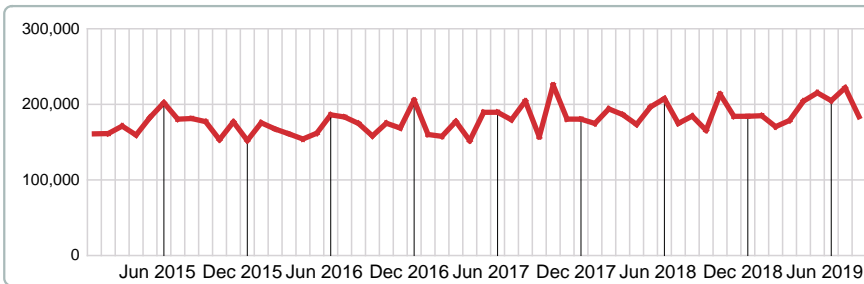
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

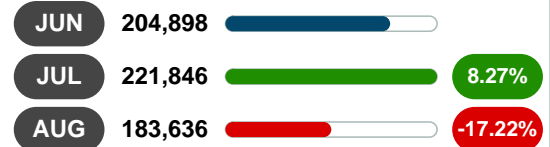


3 MONTHS

5 year AUG AVG = 185,657

High Oct 2017 225,516 Low Apr 2017 152,023

Average Sold Price at Closing this month at **183,636**
 below the 5 yr AUG average of **185,657**



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	9.41%	12,827	21,781	1,202	1,600	0
\$50,001 - \$75,000	4.71%	62,016	61,406	62,625	0	0
\$75,001 - \$125,000	15.88%	99,007	94,175	100,842	104,650	0
\$125,001 - \$175,000	30.59%	156,531	151,083	155,193	166,419	158,500
\$175,001 - \$225,000	15.29%	198,975	207,500	197,481	199,831	0
\$225,001 - \$350,000	14.12%	271,285	0	266,872	276,362	258,150
\$350,001 and up	10.00%	471,754	425,000	0	456,755	552,333
Average Sold Price		183,636	92,159	150,496	281,862	388,633
Total Closed Units	100%	170	27	93	44	6
Total Closed Volume		31,218,184	2.49M	14.00M	12.40M	2.33M

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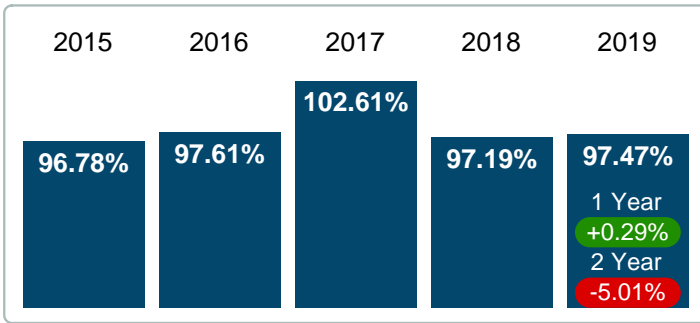
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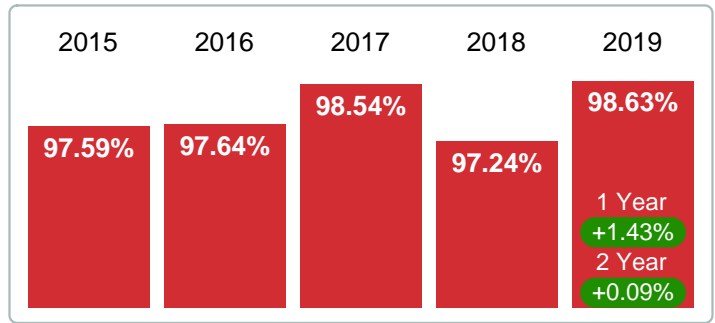
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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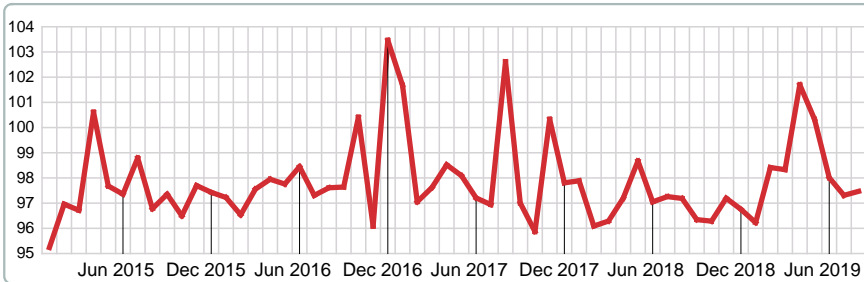
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 98.33%

High Dec 2016 103.46% Low Jan 2015 95.24%

Average Sold/List Ratio this month at **97.47%**
below the 5 yr AUG average of **98.33%**



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	16	9.41%	94.11%	89.01%	100.93%	100.00%	0.00%
\$50,001 - \$75,000	8	4.71%	95.31%	97.42%	93.21%	0.00%	0.00%
\$75,001 - \$125,000	27	15.88%	96.39%	94.52%	97.29%	95.14%	0.00%
\$125,001 - \$175,000	52	30.59%	98.35%	93.43%	98.72%	98.03%	100.00%
\$175,001 - \$225,000	26	15.29%	98.87%	95.40%	99.28%	98.91%	0.00%
\$225,001 - \$350,000	24	14.12%	97.74%	0.00%	98.06%	97.44%	98.23%
\$350,001 and up	17	10.00%	98.16%	100.00%	0.00%	98.34%	96.77%
Average Sold/List Ratio		97.50%		93.26%	98.36%	98.13%	97.80%
Total Closed Units		170	100%	27	93	44	6
Total Closed Volume		31,218,184		2.49M	14.00M	12.40M	2.33M

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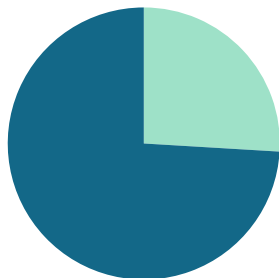
Area Delimited by County Of Rogers



MARKET SUMMARY

Report produced on Sep 11, 2019 for MLS Technology Inc.

INVENTORY

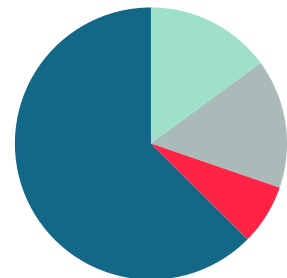


Inventory
 New Listings
287 = 25.95%
 Start Inventory
819
 Total Inventory Units
1,106
 Volume
\$286,114,041

Market Activity

Closed Sales
170 = 14.91%
 Pending Sales
175 = 15.35%
 Other Off Market
82 = 7.19%
 Active Inventory
713 = 62.54%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	185	170	-8.11%	1,128	1,141	1.15%
Pending Sales	151	175	15.89%	1,162	1,258	8.26%
New Listings	254	287	12.99%	1,950	2,060	5.64%
Average List Price	189,056	187,866	-0.63%	195,435	201,874	3.29%
Average Sale Price	184,435	183,636	-0.43%	187,207	197,737	5.62%
Average Percent of Selling Price to List Price	97.19%	97.47%	0.29%	97.24%	98.63%	1.43%
Average Days on Market to Sale	41.84	39.18	-6.36%	48.38	45.29	-6.39%
Monthly Inventory	836	713	-14.71%	836	713	-14.71%
Months Supply of Inventory	6.14	5.18	-15.64%	6.14	5.18	-15.64%

Absorption: Last 12 months, an Average of **138** Sales/Month

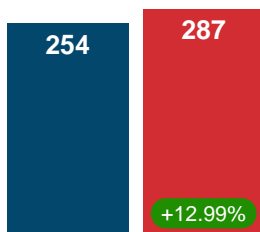
Inventory on August 31, 2019 = **713**

2018 **2019**

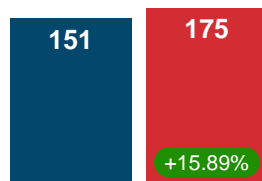
AUGUST MARKET

AVERAGE PRICES

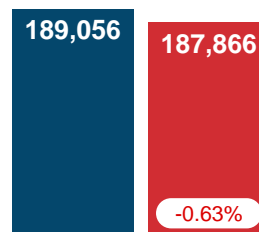
New Listings



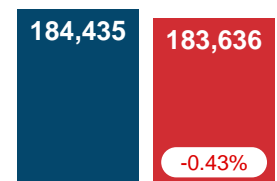
Pending Listings



List Price



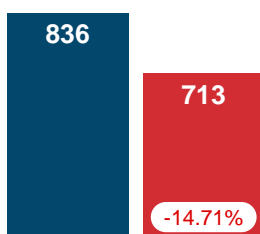
Sale Price



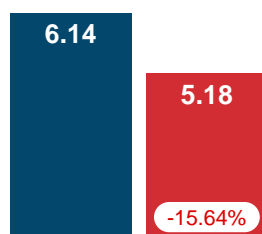
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

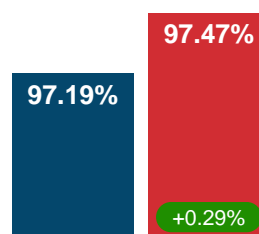
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

