

August 2019

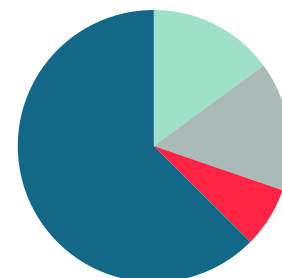
Area Delimited by County Of Rogers



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%
Median List Price	159,900	165,450	3.47%
Median Sale Price	156,000	164,950	5.74%
Median Percent of Selling Price to List Price	98.77%	99.62%	0.85%
Median Days on Market to Sale	25.00	20.50	-18.00%
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.

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 **5.74%** in August 2019 to \$164,950 versus the previous year at \$156,000.

Median Days on Market Shortens

The median number of **20.50** days that homes spent on the market before selling decreased by 4.50 days or **18.00%** in August 2019 compared to last year's same month at **25.00** DOM.

Sales Success for August 2019 is Positive

Overall, with Median Prices going up 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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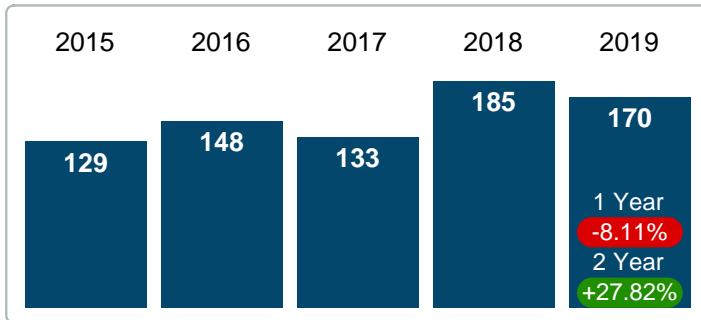
Area Delimited by County Of Rogers



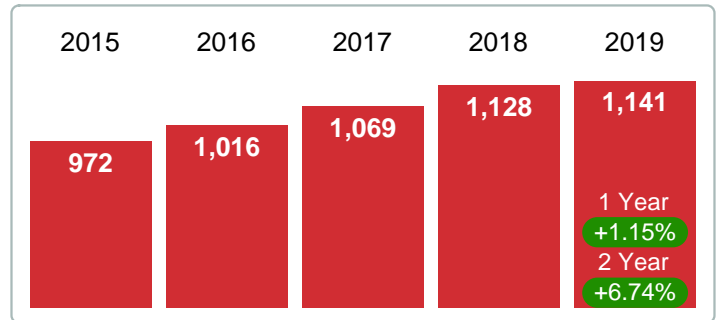
CLOSED LISTINGS

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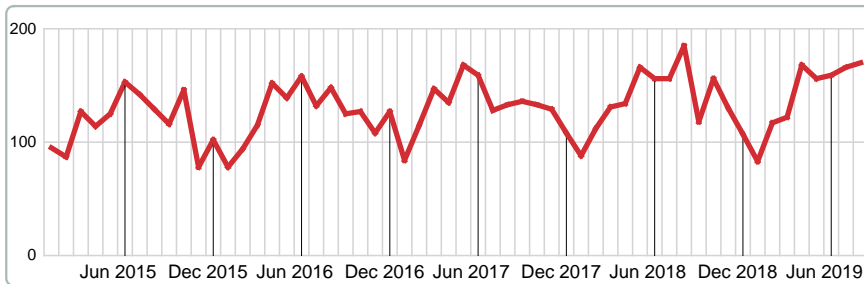
AUGUST



YEAR TO DATE (YTD)

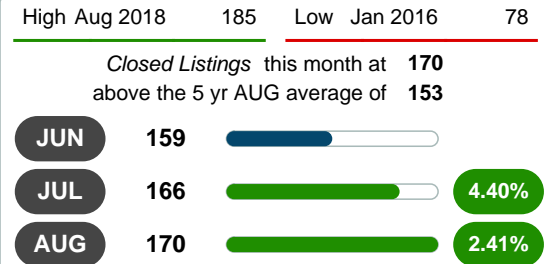


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 153



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	16	9.41%	23.5	9	5	2	0
\$50,001 - \$75,000	8	4.71%	21.0	4	4	0	0
\$75,001 - \$125,000	27	15.88%	19.0	8	18	1	0
\$125,001 - \$175,000	52	30.59%	16.0	3	41	7	1
\$175,001 - \$225,000	26	15.29%	18.0	2	16	8	0
\$225,001 - \$350,000	24	14.12%	45.0	0	9	13	2
\$350,001 and up	17	10.00%	22.0	1	0	13	3
Total Closed Units	170			27	93	44	6
Total Closed Volume	31,218,184	100%	20.5	2.49M	14.00M	12.40M	2.33M
Median Closed Price	\$164,950			\$85,000	\$155,000	\$244,450	\$346,250

August 2019



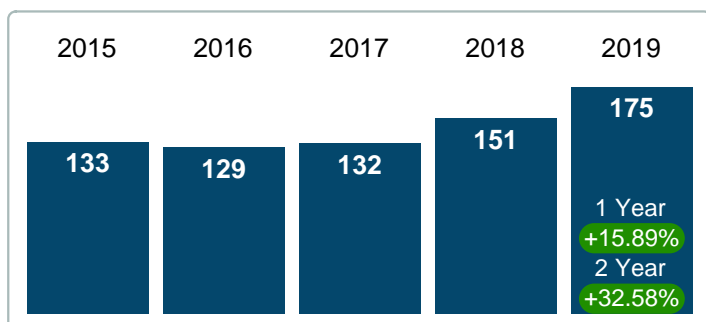
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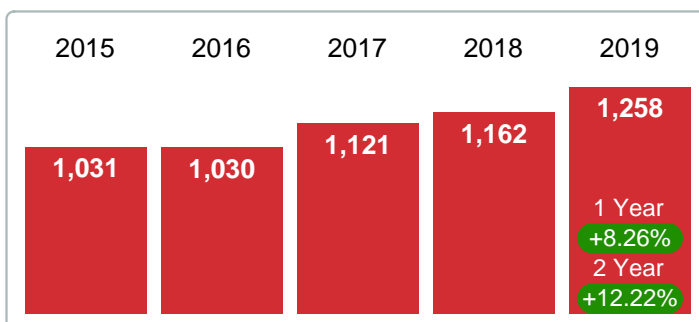
PENDING LISTINGS

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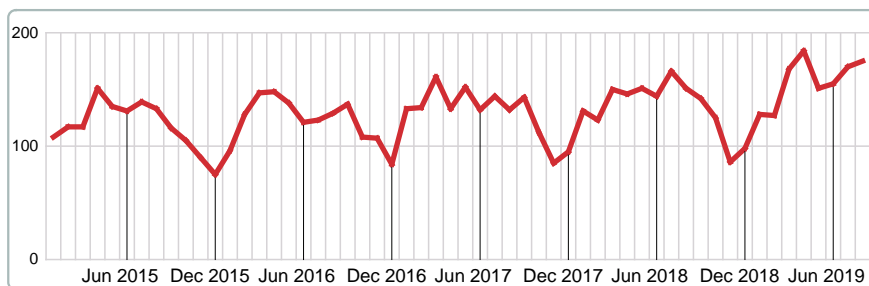
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

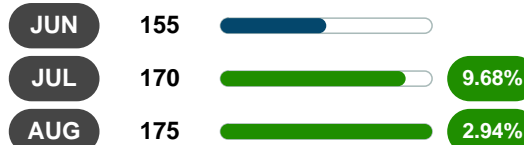


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	14	8.00%	34.0	13	1	0	0
\$50,001 - \$75,000	13	7.43%	36.0	7	3	3	0
\$75,001 - \$125,000	24	13.71%	14.0	10	11	3	0
\$125,001 - \$175,000	46	26.29%	22.5	7	31	7	1
\$175,001 - \$250,000	37	21.14%	24.0	4	20	10	3
\$250,001 - \$375,000	22	12.57%	24.5	2	8	12	0
\$375,001 and up	19	10.86%	45.0	1	2	12	4
Total Pending Units	175			44	76	47	8
Total Pending Volume	34,999,261	100%	25.0	4.80M	13.88M	13.52M	2.80M
Median Listing Price	\$169,730			\$79,500	\$167,783	\$263,900	\$340,350

August 2019



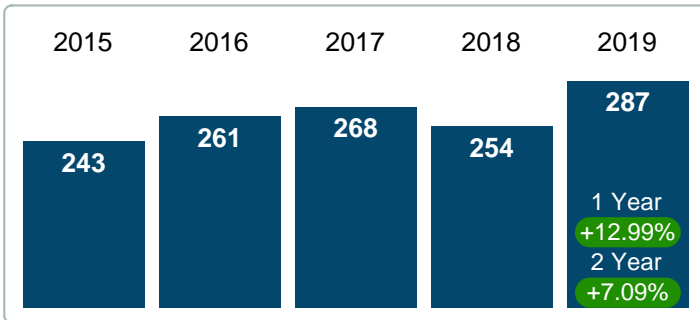
Area Delimited by County Of Rogers



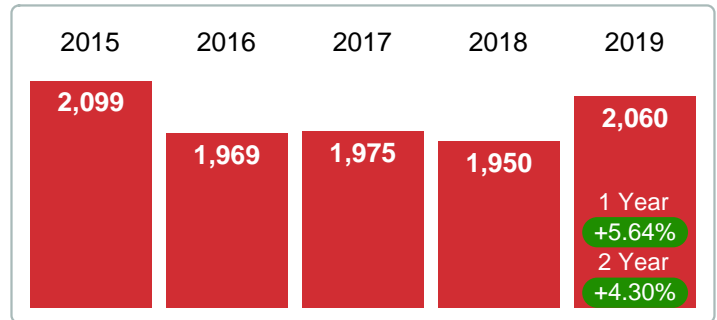
NEW LISTINGS

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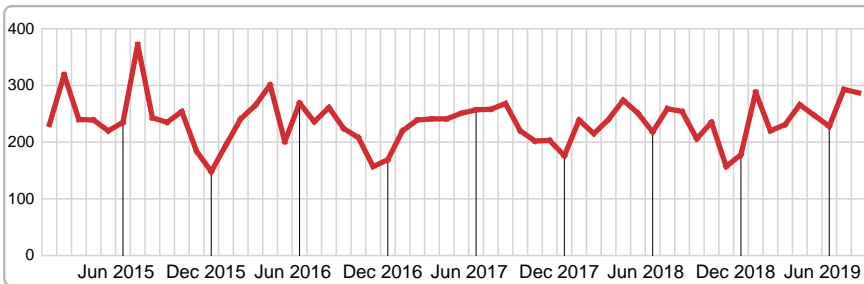
AUGUST



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
Median New Listed Listing Price	\$179,900		\$95,500	\$168,450	\$285,000	\$525,000

August 2019



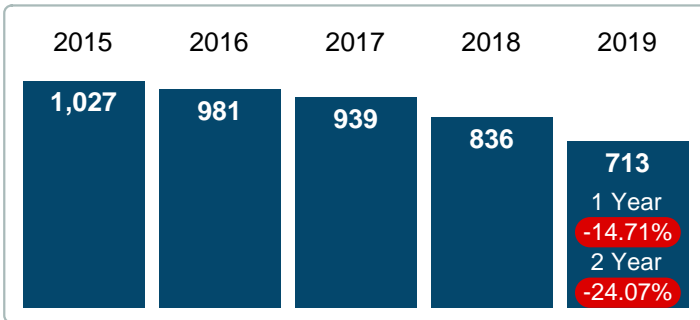
Area Delimited by County Of Rogers



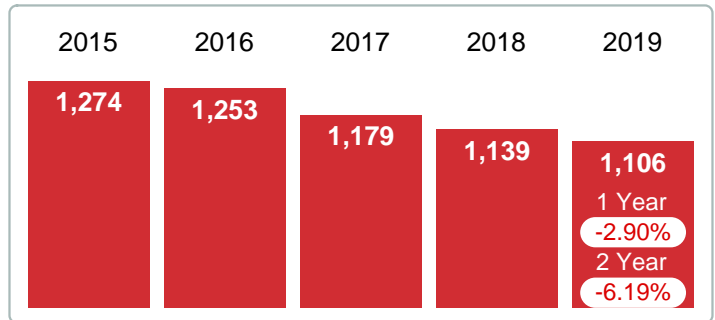
ACTIVE INVENTORY

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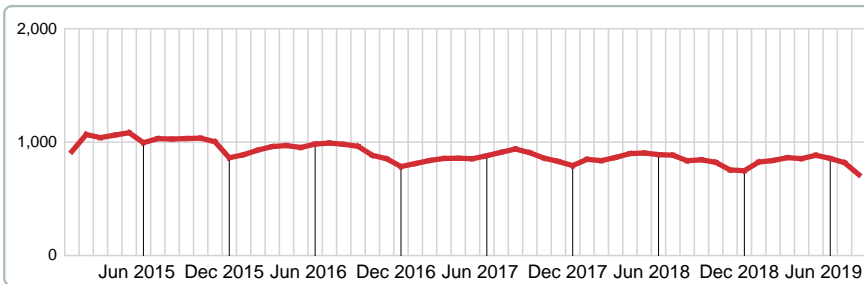
END OF AUGUST



ACTIVE DURING AUGUST

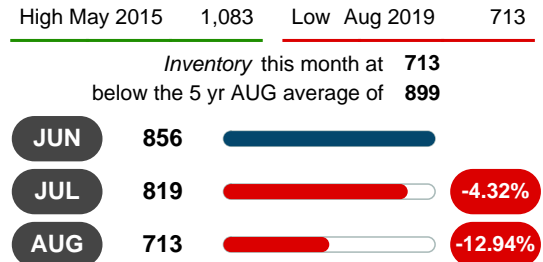


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 899



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	45	6.31%	45.0	35	7	3	0
\$25,001 - \$100,000	114	15.99%	40.0	93	17	4	0
\$100,001 - \$150,000	85	11.92%	40.0	37	42	5	1
\$150,001 - \$250,000	202	28.33%	39.0	74	79	47	2
\$250,001 - \$350,000	105	14.73%	61.0	28	30	39	8
\$350,001 - \$525,000	90	12.62%	75.0	10	20	49	11
\$525,001 and up	72	10.10%	79.5	25	9	16	22
Total Active Inventory by Units			713	302	204	163	44
Total Active Inventory by Volume			205,853,573	64.97M	50.66M	55.50M	34.73M
Median Active Inventory Listing Price			\$191,803	\$140,000	\$179,156	\$306,394	\$530,000

August 2019



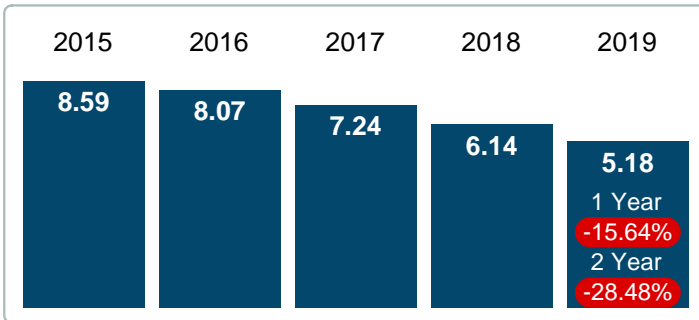
Area Delimited by County Of Rogers



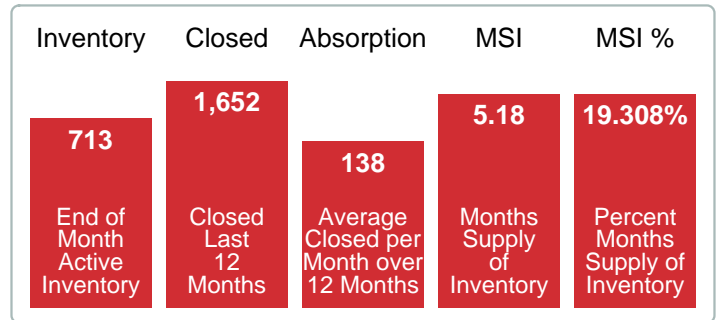
MONTHS SUPPLY of INVENTORY (MSI)

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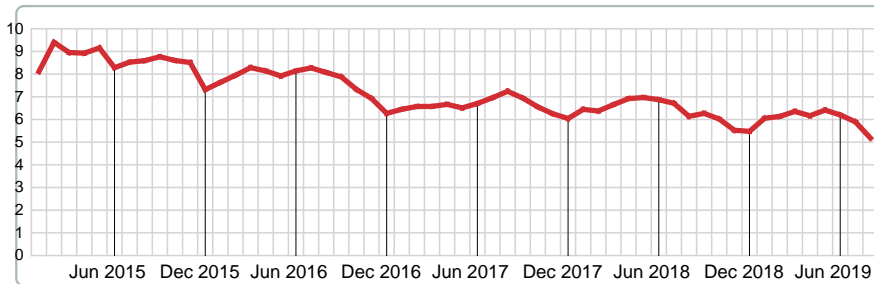
MSI FOR AUGUST



INDICATORS FOR AUGUST 2019

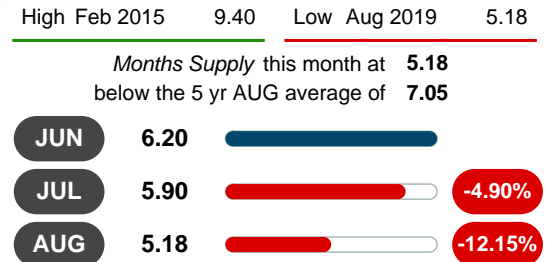


5 YEAR MARKET ACTIVITY TRENDS



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

August 2019



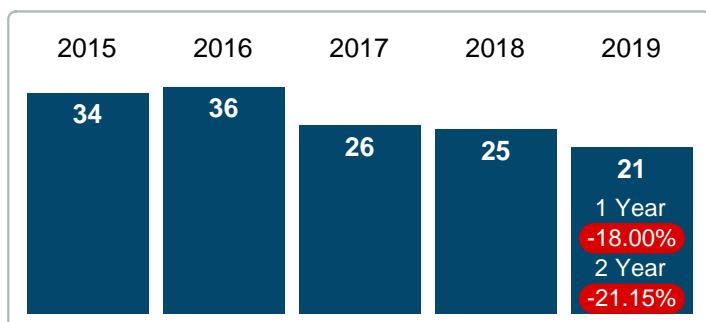
Area Delimited by County Of Rogers



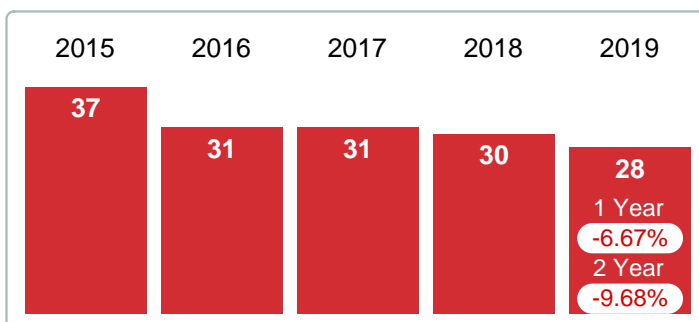
MEDIAN DAYS ON MARKET TO SALE

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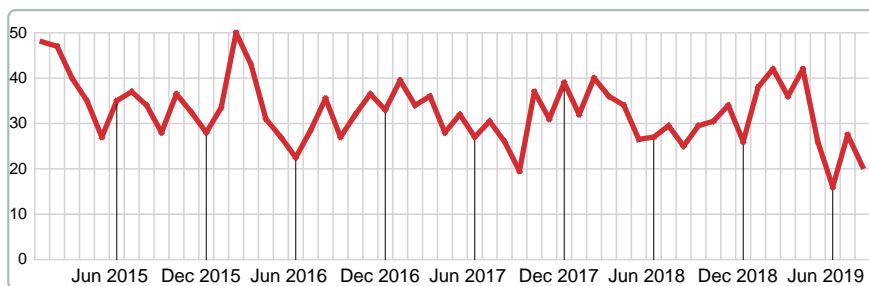
AUGUST



YEAR TO DATE (YTD)

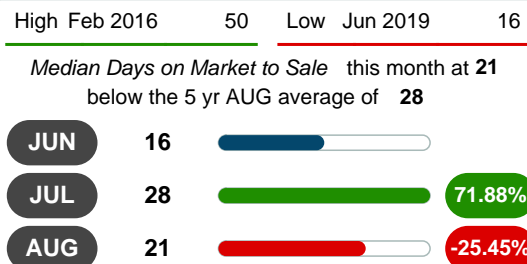


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 28



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	9.41%	24	26	23	19	0
\$50,001 - \$75,000	4.71%	21	25	15	0	0
\$75,001 - \$125,000	15.88%	19	69	15	19	0
\$125,001 - \$175,000	30.59%	16	54	14	58	1
\$175,001 - \$225,000	15.29%	18	94	17	38	0
\$225,001 - \$350,000	14.12%	45	0	49	41	76
\$350,001 and up	10.00%	22	7	0	16	69
Median Closed DOM		21	35	18	25	54
Total Closed Units	100%	20.5	27	93	44	6
Total Closed Volume		31,218,184	2.49M	14.00M	12.40M	2.33M

August 2019



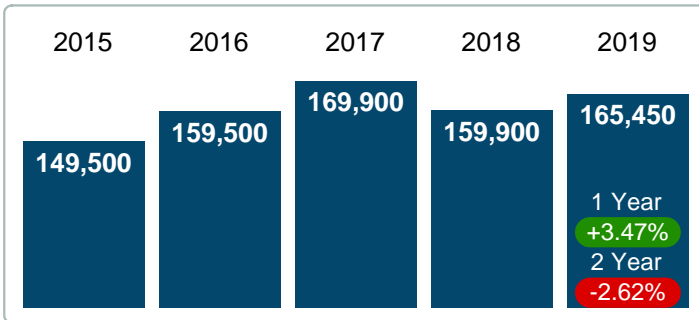
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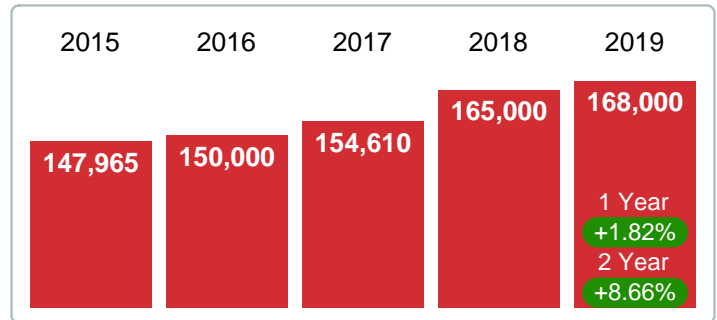
MEDIAN LIST PRICE AT CLOSING

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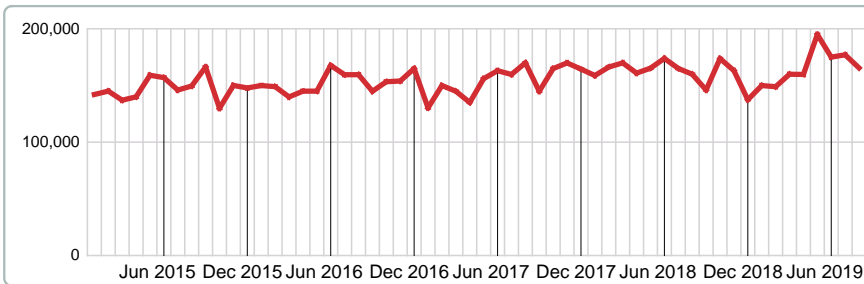
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

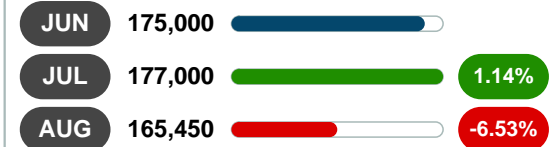


3 MONTHS

5 year AUG AVG = 160,850

High May 2019 194,950 Low Oct 2015 129,900

Median List Price at Closing this month at **165,450**
 above the 5 yr AUG average of **160,850**



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	8.82%	1,525	18,000	1,275	1,600	0
\$50,001 - \$75,000	4.71%	61,528	59,055	65,000	0	0
\$75,001 - \$125,000	15.88%	99,900	97,450	101,200	110,000	0
\$125,001 - \$175,000	28.24%	159,450	130,000	154,909	166,784	158,500
\$175,001 - \$225,000	17.65%	195,500	180,000	195,500	206,500	0
\$225,001 - \$350,000	13.53%	264,900	235,000	259,950	272,450	262,895
\$350,001 and up	11.18%	425,000	425,000	380,000	417,500	599,000
Median List Price		165,450	90,000	154,918	243,950	349,695
Total Closed Units	100%	170	27	93	44	6
Total Closed Volume		31,937,171	2.63M	14.24M	12.67M	2.40M

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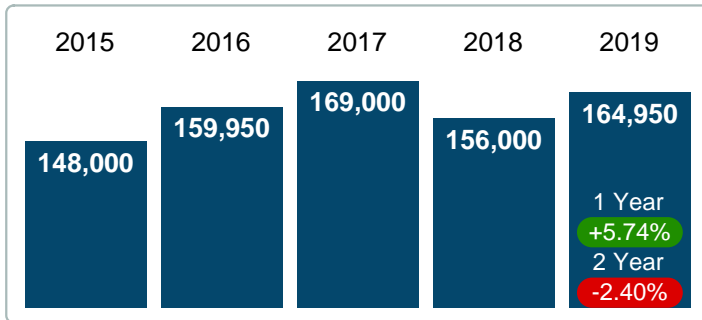
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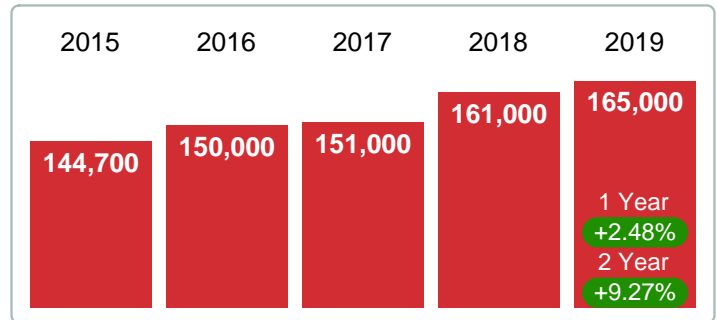
MEDIAN SOLD PRICE AT CLOSING

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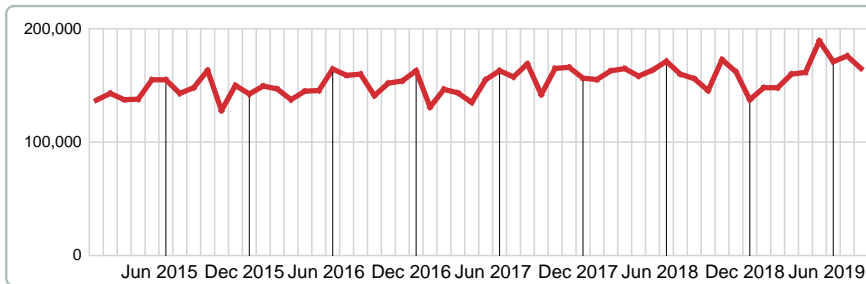
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

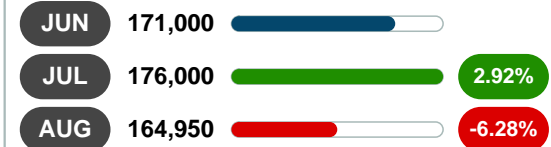


3 MONTHS

5 year AUG AVG = 159,580

High May 2019 189,250 Low Oct 2015 128,000

Median Sold Price at Closing this month at **164,950**
 above the 5 yr AUG average of **159,580**



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	16	9.41%	1,600	19,000	1,275	1,600	0
\$50,001 - \$75,000	8	4.71%	63,063	60,563	64,000	0	0
\$75,001 - \$125,000	27	15.88%	98,000	94,450	99,950	104,650	0
\$125,001 - \$175,000	52	30.59%	158,000	150,000	156,000	165,462	158,500
\$175,001 - \$225,000	26	15.29%	198,250	207,500	195,500	199,250	0
\$225,001 - \$350,000	24	14.12%	262,500	0	260,000	277,500	258,150
\$350,001 and up	17	10.00%	425,000	425,000	0	420,000	563,000
Median Sold Price			164,950	85,000	155,000	244,450	346,250
Total Closed Units		100%	170	27	93	44	6
Total Closed Volume			31,218,184	2.49M	14.00M	12.40M	2.33M

August 2019

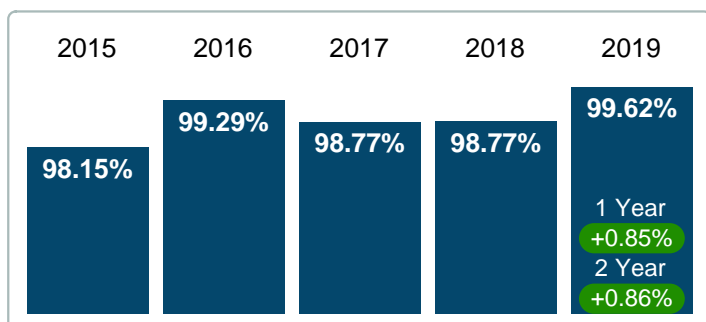
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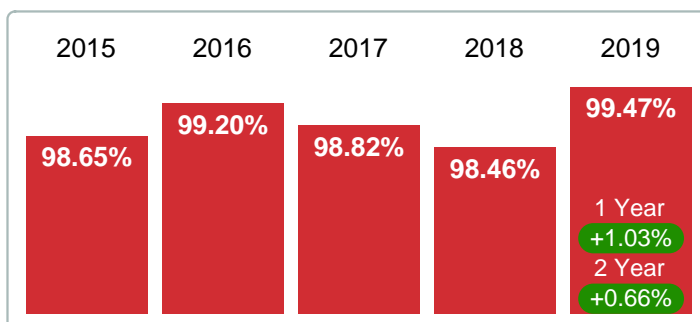
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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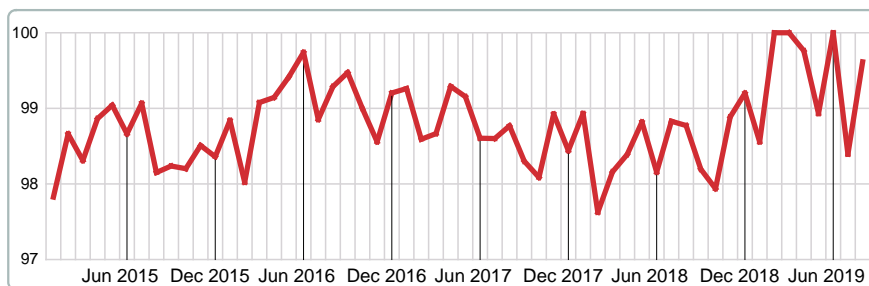
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

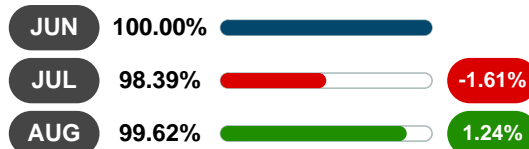


3 MONTHS

5 year AUG AVG = 98.92%

High Jun 2019 100.00% Low Feb 2018 97.62%

Median Sold/List Ratio this month at **99.62%**
above the 5 yr AUG average of **98.92%**



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	16	9.41%	100.00%	90.00%	100.00%	100.00%	0.00%
\$50,001 - \$75,000	8	4.71%	96.67%	100.00%	92.82%	0.00%	0.00%
\$75,001 - \$125,000	27	15.88%	97.60%	95.47%	98.59%	95.14%	0.00%
\$125,001 - \$175,000	52	30.59%	99.93%	94.44%	100.00%	98.21%	100.00%
\$175,001 - \$225,000	26	15.29%	100.00%	95.40%	100.00%	99.75%	0.00%
\$225,001 - \$350,000	24	14.12%	98.61%	0.00%	100.00%	98.45%	98.23%
\$350,001 and up	17	10.00%	98.82%	100.00%	0.00%	98.82%	96.43%
Median Sold/List Ratio		99.62%		95.00%	100.00%	99.04%	98.23%
Total Closed Units		170	100%	27	93	44	6
Total Closed Volume		31,218,184		2.49M	14.00M	12.40M	2.33M

August 2019

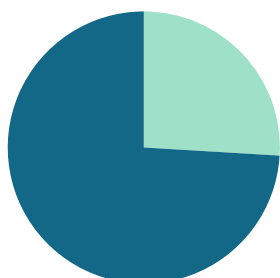
Area Delimited by County Of Rogers



MARKET SUMMARY

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

INVENTORY

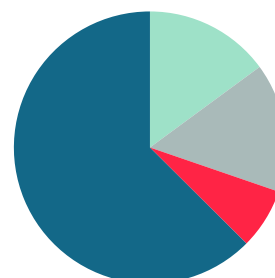


Inventory
 New Listings
287 = 25.95%
 Start Inventory
819
 Total Inventory Units
1,106
 Volume
\$286,114,041

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%
Median List Price	159,900	165,450	3.47%	165,000	168,000	1.82%
Median Sale Price	156,000	164,950	5.74%	161,000	165,000	2.48%
Median Percent of Selling Price to List Price	98.77%	99.62%	0.85%	98.46%	99.47%	1.03%
Median Days on Market to Sale	25.00	20.50	-18.00%	30.00	28.00	-6.67%
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

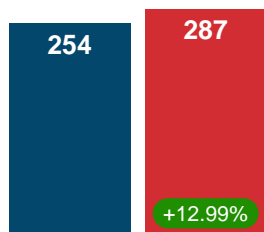
Inventory on August 31, 2019 = 713

2018 **2019**

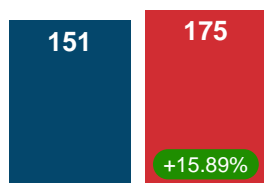
AUGUST MARKET

MEDIAN PRICES

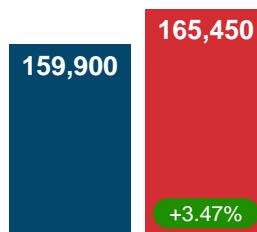
New Listings



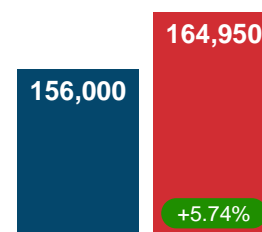
Pending Listings



List Price



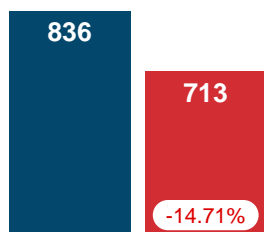
Sale Price



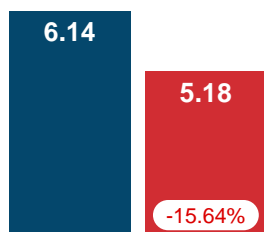
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

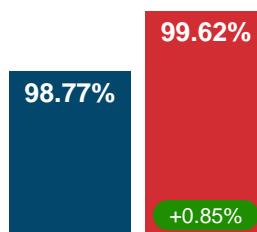
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

