

# July 2019

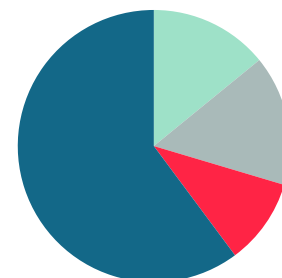
Area Delimited by County Of Rogers



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 12, 2019 for MLS Technology Inc.

Compared Metrics	2018	July 2019	+/-%
Closed Listings	156	163	4.49%
Pending Listings	166	179	7.83%
New Listings	259	293	13.13%
Median List Price	165,000	179,000	8.48%
Median Sale Price	160,000	175,000	9.38%
Median Percent of Selling Price to List Price	98.83%	98.39%	-0.45%
Median Days on Market to Sale	29.50	27.00	-8.47%
End of Month Inventory	884	695	-21.38%
Months Supply of Inventory	6.71	5.02	-25.21%



■ Closed (14.11%)  
■ Pending (15.50%)  
■ Other OffMarket (10.22%)  
■ Active (60.17%)

**Absorption:** Last 12 months, an Average of **139** Sales/Month  
**Active Inventory** as of July 31, 2019 = **695**

### Analysis Wrap-Up

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

The total housing inventory at the end of July 2019 decreased **21.38%** to 695 existing homes available for sale. Over the last 12 months this area has had an average of 139 closed sales per month. This represents an unsold inventory index of **5.02** 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 **9.38%** in July 2019 to \$175,000 versus the previous year at \$160,000.

#### Median Days on Market Shortens

The median number of **27.00** days that homes spent on the market before selling decreased by 2.50 days or **8.47%** in July 2019 compared to last year's same month at **29.50** DOM.

#### Sales Success for July 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 293 New Listings in July 2019, up **13.13%** from last year at 259. Furthermore, there were 163 Closed Listings this month versus last year at 156, a **4.49%** increase.

Closed versus Listed trends yielded a **55.6%** ratio, down from previous year's, July 2018, at **60.2%**, a **7.64%** downswing. This will certainly create pressure on a decreasing 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 Selling Price to List 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?

Contact an experienced REALTOR®

**MLS Technology Inc. -**

**Phone:** 918-663-7500

**Email:** support@mlstechnology.com

# July 2019

Area Delimited by County Of Rogers

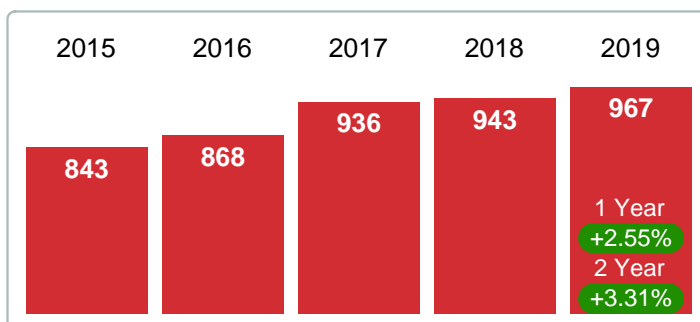
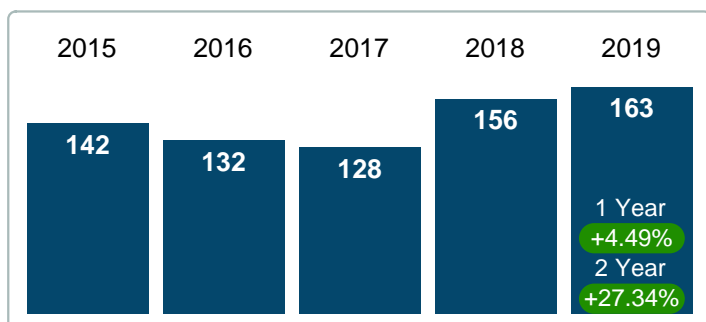


## CLOSED LISTINGS

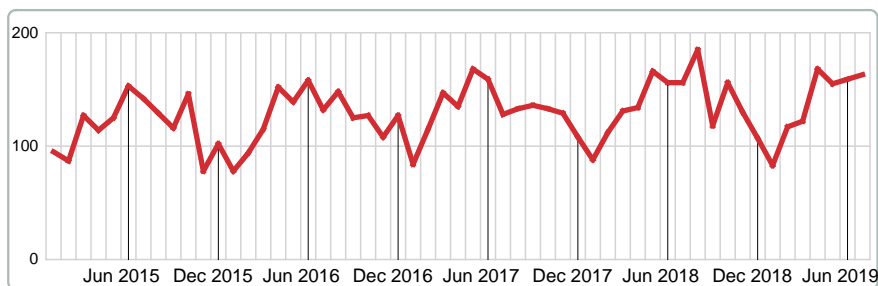
Report produced on Aug 12, 2019 for MLS Technology Inc.

### JULY

### YEAR TO DATE (YTD)

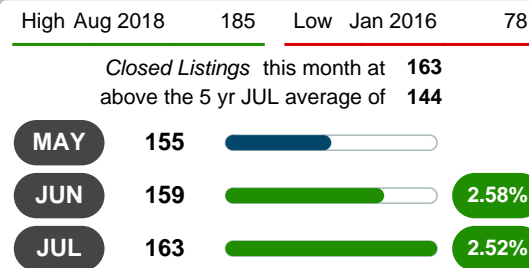


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 144



### 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	14	8.59%	26.5	8	4	2	0
\$50,001 - \$100,000	17	10.43%	14.0	8	8	1	0
\$100,001 - \$125,000	18	11.04%	25.0	5	12	1	0
\$125,001 - \$225,000	51	31.29%	25.0	1	32	18	0
\$225,001 - \$325,000	27	16.56%	34.0	0	12	13	2
\$325,001 - \$400,000	19	11.66%	43.0	0	4	13	2
\$400,001 and up	17	10.43%	36.0	0	0	11	6
<b>Total Closed Units</b>	<b>163</b>			<b>22</b>	<b>72</b>	<b>59</b>	<b>10</b>
<b>Total Closed Volume</b>	<b>36,287,481</b>	<b>100%</b>	<b>27.0</b>	<b>1.55M</b>	<b>12.21M</b>	<b>16.90M</b>	<b>5.63M</b>
<b>Median Closed Price</b>	<b>\$175,000</b>			<b>\$69,500</b>	<b>\$156,950</b>	<b>\$287,000</b>	<b>\$533,750</b>

# July 2019



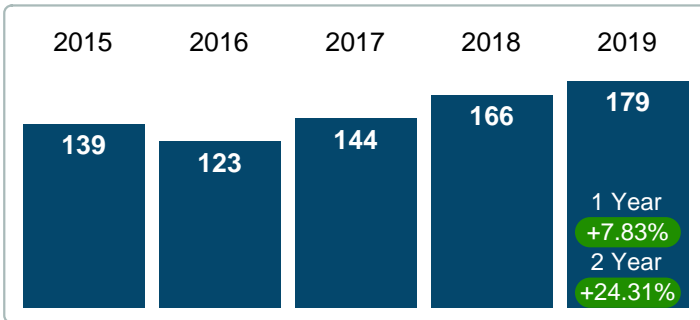
Area Delimited by County Of Rogers



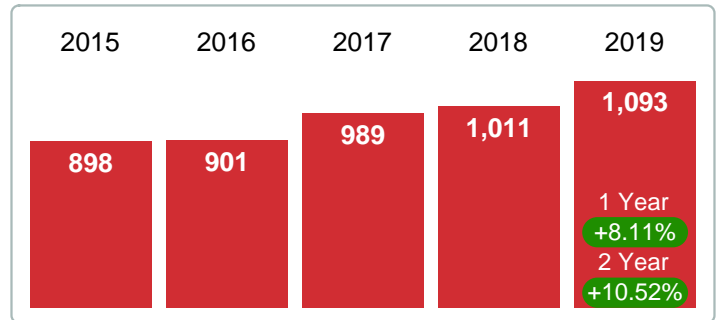
## PENDING LISTINGS

Report produced on Aug 12, 2019 for MLS Technology Inc.

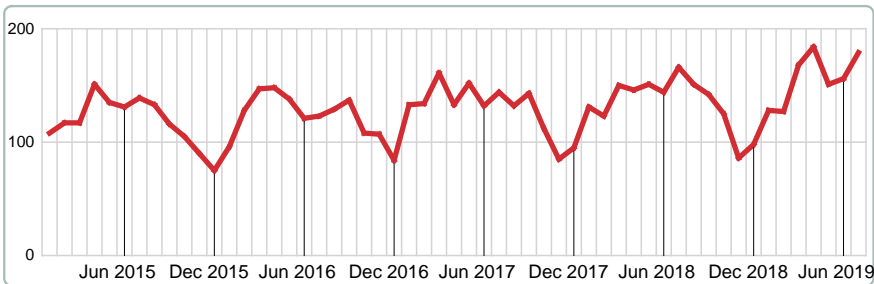
### JULY



### YEAR TO DATE (YTD)

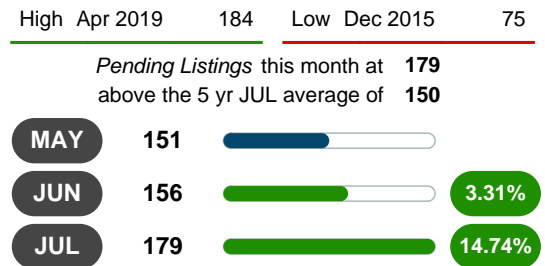


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 150



### 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	7	3.91%	59.0	5	2	0	0
\$50,001 - \$125,000	33	18.44%	23.0	13	16	4	0
\$125,001 - \$150,000	24	13.41%	35.0	2	20	2	0
\$150,001 - \$175,000	27	15.08%	16.0	0	23	3	1
\$175,001 - \$250,000	47	26.26%	29.0	6	24	17	0
\$250,001 - \$350,000	21	11.73%	16.0	3	7	11	0
\$350,001 and up	20	11.17%	27.0	0	3	12	5
<b>Total Pending Units</b>	<b>179</b>			<b>29</b>	<b>95</b>	<b>49</b>	<b>6</b>
<b>Total Pending Volume</b>	<b>36,552,452</b>	<b>100%</b>	<b>27.0</b>	<b>3.45M</b>	<b>17.09M</b>	<b>13.26M</b>	<b>2.75M</b>
<b>Median Listing Price</b>	<b>\$173,580</b>			<b>\$90,000</b>	<b>\$160,000</b>	<b>\$240,000</b>	<b>\$510,888</b>

# July 2019

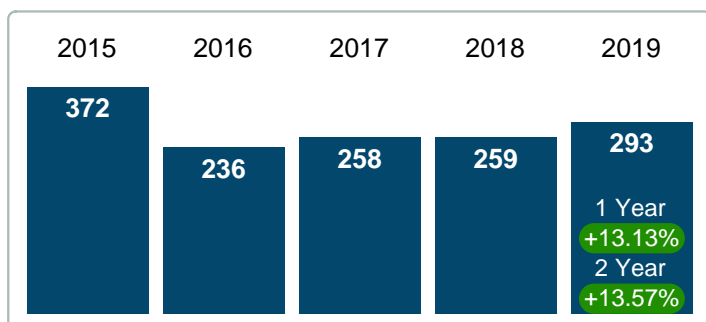
Area Delimited by County Of Rogers



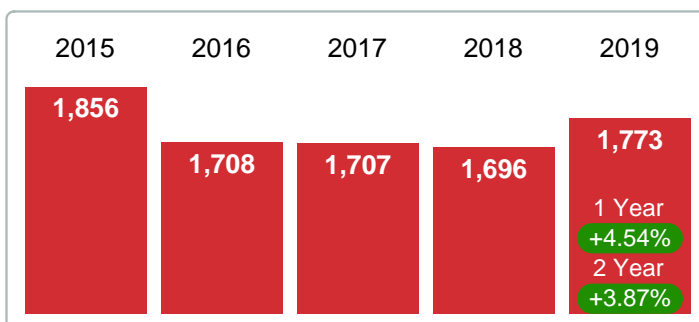
## NEW LISTINGS

Report produced on Aug 12, 2019 for MLS Technology Inc.

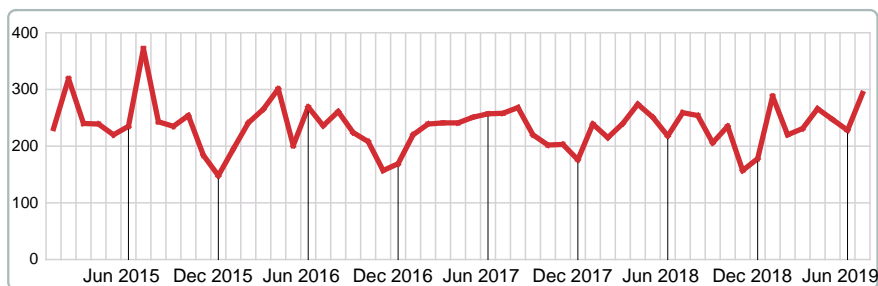
### JULY



### YEAR TO DATE (YTD)

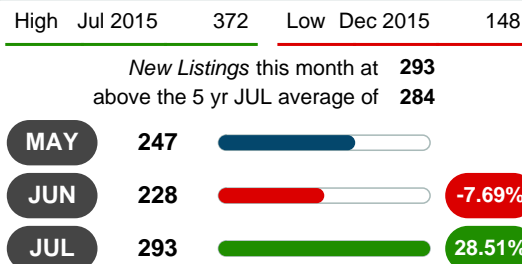


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 284



### 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	6.48%	10	6	3	0
\$25,001 - \$100,000	43	14.68%	29	11	3	0
\$100,001 - \$150,000	32	10.92%	9	18	3	2
\$150,001 - \$225,000	94	32.08%	41	39	12	2
\$225,001 - \$275,000	33	11.26%	14	7	12	0
\$275,001 - \$425,000	40	13.65%	7	9	23	1
\$425,001 and up	32	10.92%	5	4	10	13
<b>Total New Listed Units</b>	<b>293</b>		<b>115</b>	<b>94</b>	<b>66</b>	<b>18</b>
<b>Total New Listed Volume</b>	<b>73,200,971</b>	100%	<b>19.66M</b>	<b>17.89M</b>	<b>20.26M</b>	<b>15.39M</b>
<b>Median New Listed Listing Price</b>	<b>\$175,000</b>		<b>\$162,000</b>	<b>\$161,950</b>	<b>\$274,950</b>	<b>\$540,888</b>

# July 2019

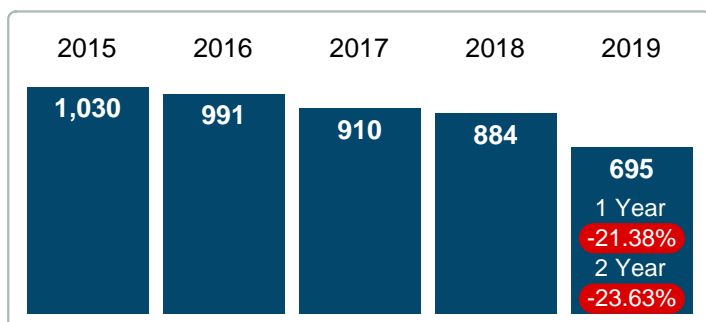
Area Delimited by County Of Rogers



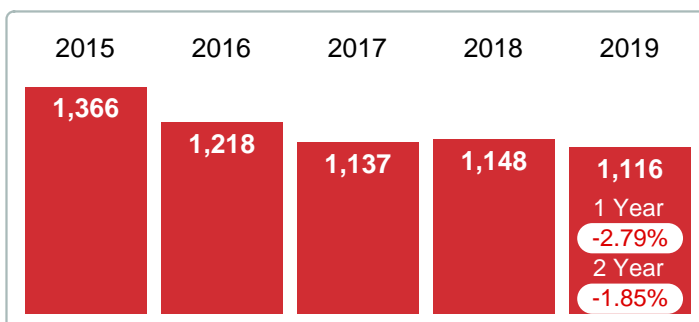
## ACTIVE INVENTORY

Report produced on Aug 12, 2019 for MLS Technology Inc.

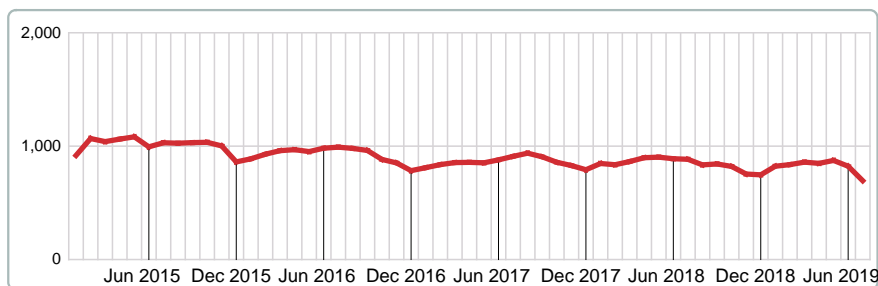
### END OF JULY



### ACTIVE DURING JULY



### 5 YEAR MARKET ACTIVITY TRENDS

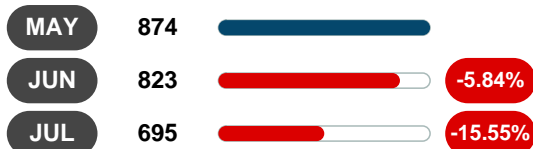


### 3 MONTHS

5 year JUL AVG = 902

High May 2015 1,082 Low Jul 2019 695

Inventory this month at 695  
below the 5 yr JUL average of 902



### 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	44	6.33%	42.5	35	7	2	0
\$25,001 - \$75,000	79	11.37%	57.0	68	7	4	0
\$75,001 - \$150,000	121	17.41%	57.0	65	46	8	2
\$150,001 - \$250,000	193	27.77%	35.0	71	72	47	3
\$250,001 - \$350,000	97	13.96%	68.0	26	27	36	8
\$350,001 - \$500,000	93	13.38%	81.0	10	18	55	10
\$500,001 and up	68	9.78%	64.5	19	10	18	21
Total Active Inventory by Units		695		294	187	170	44
Total Active Inventory by Volume		197,702,071	100%	58.84M	47.24M	57.56M	34.06M
Median Active Inventory Listing Price		\$187,299		\$129,250	\$178,900	\$305,697	\$494,999

# July 2019



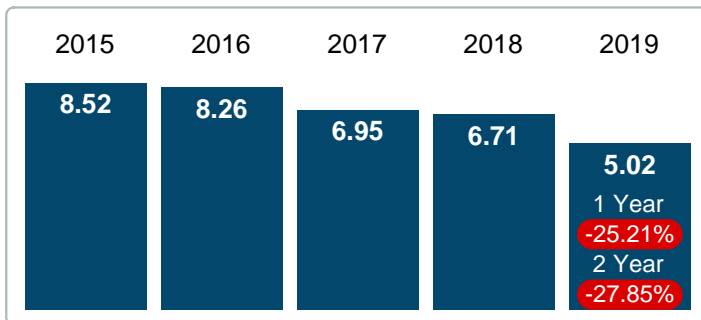
Area Delimited by County Of Rogers



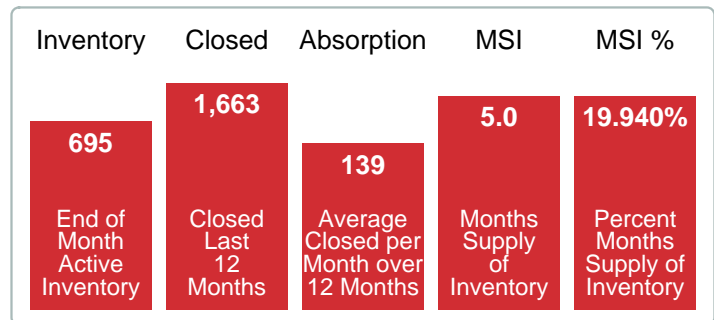
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Aug 12, 2019 for MLS Technology Inc.

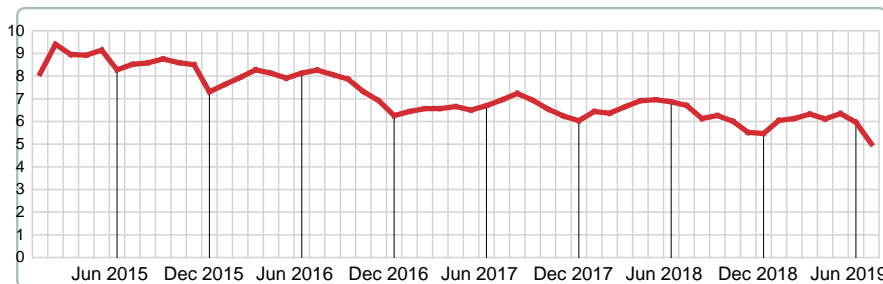
### MSI FOR JULY



### INDICATORS FOR JULY 2019

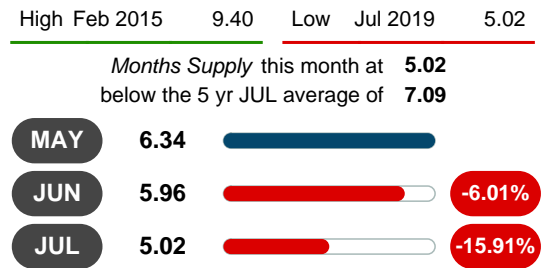


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 7.09



### 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	44	6.33%	4.40	7.12	1.91	1.60	0.00
\$25,001 - \$75,000	79	11.37%	5.64	8.59	1.29	6.00	0.00
\$75,001 - \$150,000	121	17.41%	3.32	11.30	1.75	2.00	6.00
\$150,001 - \$250,000	193	27.77%	4.39	29.38	2.60	3.59	3.60
\$250,001 - \$350,000	97	13.96%	5.71	78.00	4.44	4.19	4.00
\$350,001 - \$500,000	93	13.38%	7.39	15.00	9.00	6.95	5.00
\$500,001 and up	68	9.78%	14.84	45.60	120.00	8.00	11.45
Market Supply of Inventory (MSI)			5.02	13.12	2.62	4.50	6.14
Total Active Inventory by Units		100%	5.02	294	187	170	44

# July 2019



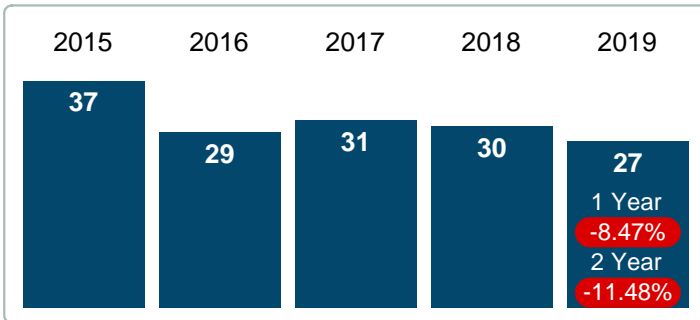
Area Delimited by County Of Rogers



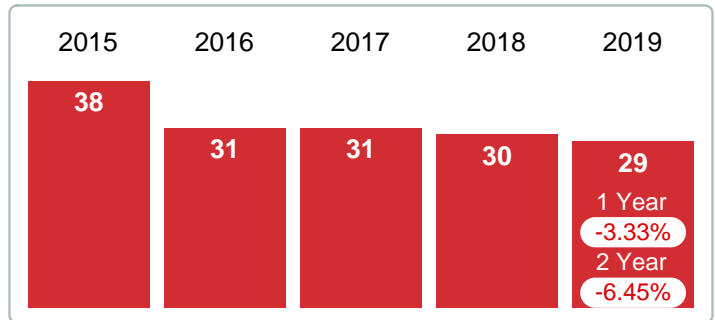
## MEDIAN DAYS ON MARKET TO SALE

Report produced on Aug 12, 2019 for MLS Technology Inc.

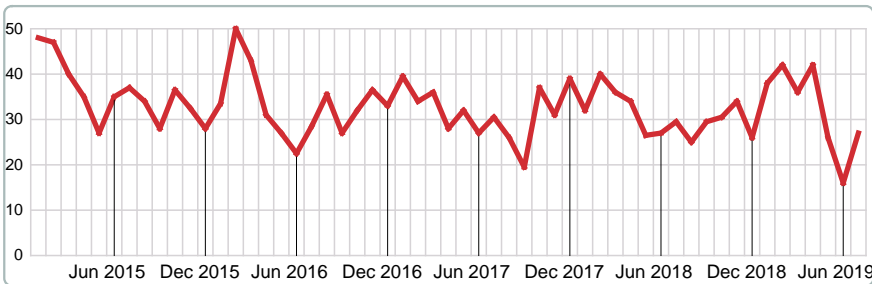
### JULY



### YEAR TO DATE (YTD)

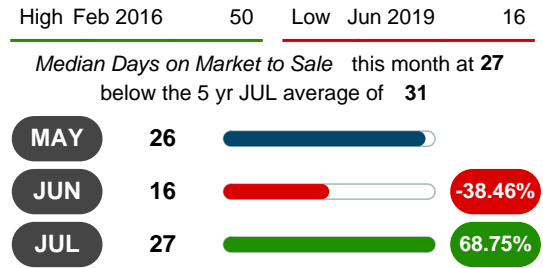


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 31



### 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	8.59%	27	47	39	12	0
\$50,001 - \$100,000	10.43%	14	13	15	20	0
\$100,001 - \$125,000	11.04%	25	29	19	43	0
\$125,001 - \$225,000	31.29%	25	100	19	35	0
\$225,001 - \$325,000	16.56%	34	0	37	26	58
\$325,001 - \$400,000	11.66%	43	0	65	27	127
\$400,001 and up	10.43%	36	0	0	35	52
Median Closed DOM		27	28	25	31	69
Total Closed Units	100%	163	22	72	59	10
Total Closed Volume		36,287,481	1.55M	12.21M	16.90M	5.63M



# July 2019



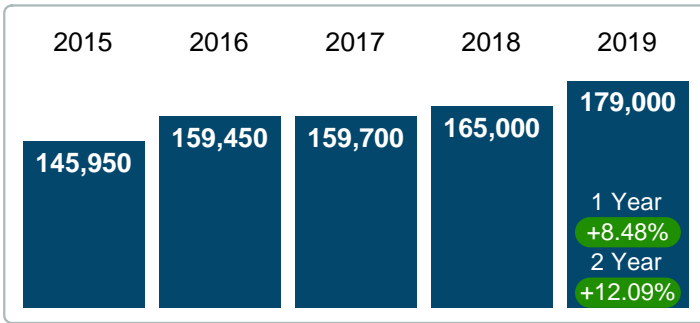
Area Delimited by County Of Rogers



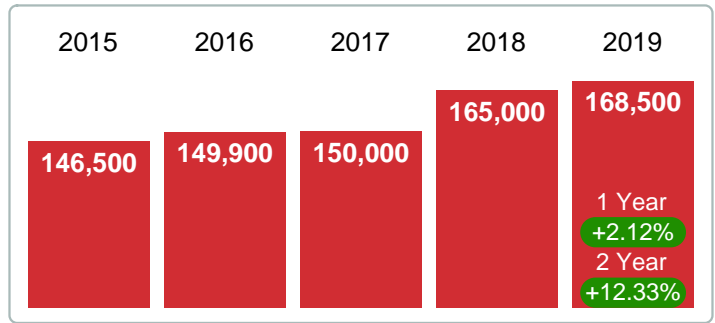
## MEDIAN LIST PRICE AT CLOSING

Report produced on Aug 12, 2019 for MLS Technology Inc.

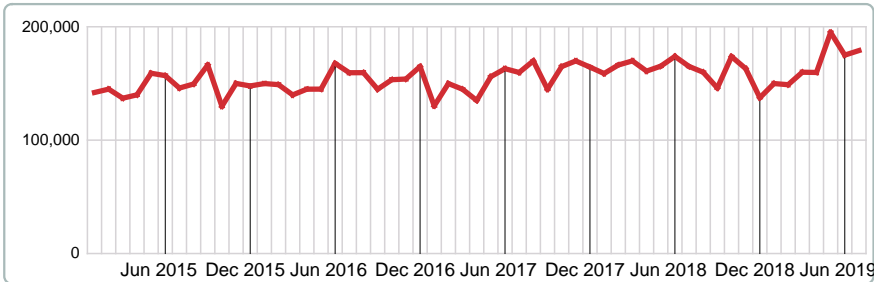
### JULY



### YEAR TO DATE (YTD)

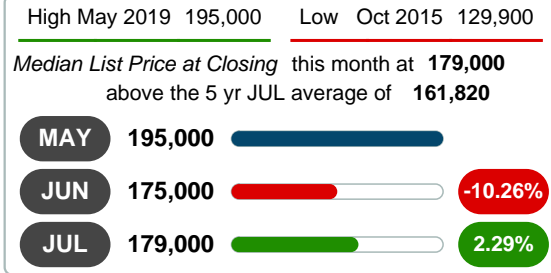


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 161,820



### 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	14	8.59%	4,688	26,375	1,150	1,513	0	
\$50,001 - \$100,000	18	11.04%	87,450	75,950	95,000	92,900	0	
\$100,001 - \$125,000	13	7.98%	118,000	124,000	117,450	0	0	
\$125,001 - \$225,000	53	32.52%	168,000	134,500	165,250	171,900	0	
\$225,001 - \$325,000	24	14.72%	279,900	250,000	279,900	279,000	279,900	
\$325,001 - \$400,000	23	14.11%	365,000	0	345,700	369,950	362,000	
\$400,001 and up	18	11.04%	454,950	0	0	435,793	675,000	
Median List Price		179,000		70,950	159,900	290,000	538,750	
Total Closed Units		163	100%	179,000	22	72	59	10
Total Closed Volume		37,288,079		1.71M	12.50M	17.18M	5.89M	



# July 2019



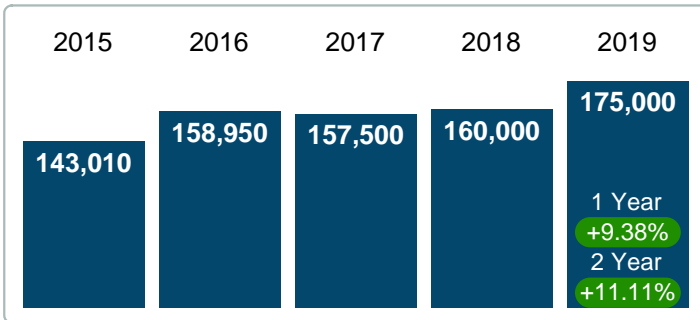
Area Delimited by County Of Rogers



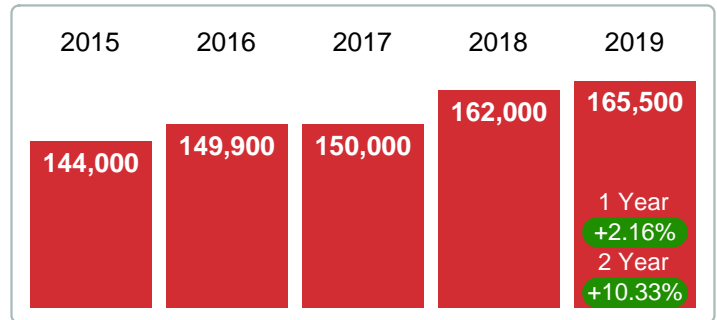
## MEDIAN SOLD PRICE AT CLOSING

Report produced on Aug 12, 2019 for MLS Technology Inc.

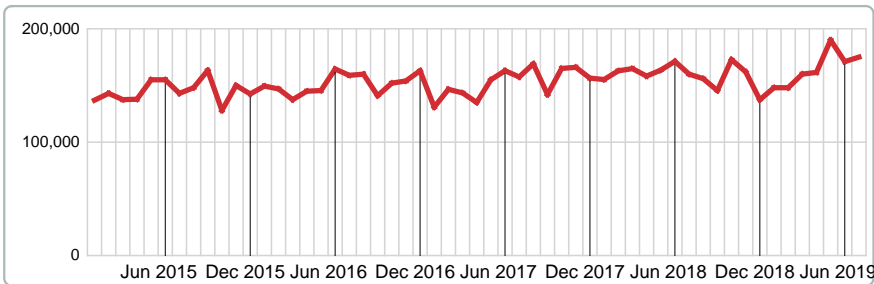
### JULY



### YEAR TO DATE (YTD)

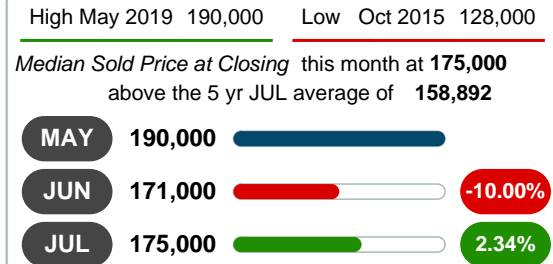


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 158,892



### 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	8.59%	4,813	23,975	1,150	1,413	0
\$50,001 - \$100,000	10.43%	79,840	74,500	91,000	86,000	0
\$100,001 - \$125,000	11.04%	117,380	119,000	115,000	124,300	0
\$125,001 - \$225,000	31.29%	168,000	185,000	162,750	172,365	0
\$225,001 - \$325,000	16.56%	285,000	0	285,000	285,000	295,950
\$325,001 - \$400,000	11.66%	362,500	0	356,250	362,500	360,500
\$400,001 and up	10.43%	472,500	0	0	438,900	651,000
<b>Median Sold Price</b>		<b>175,000</b>	<b>69,500</b>	<b>156,950</b>	<b>287,000</b>	<b>533,750</b>
<b>Total Closed Units</b>	100%	<b>163</b>	<b>22</b>	<b>72</b>	<b>59</b>	<b>10</b>
<b>Total Closed Volume</b>		<b>36,287,481</b>	<b>1.55M</b>	<b>12.21M</b>	<b>16.90M</b>	<b>5.63M</b>

# July 2019



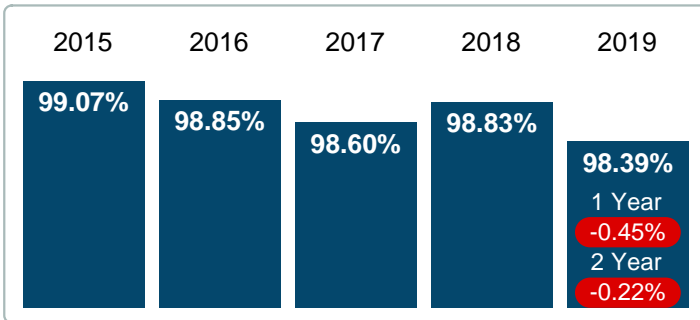
Area Delimited by County Of Rogers



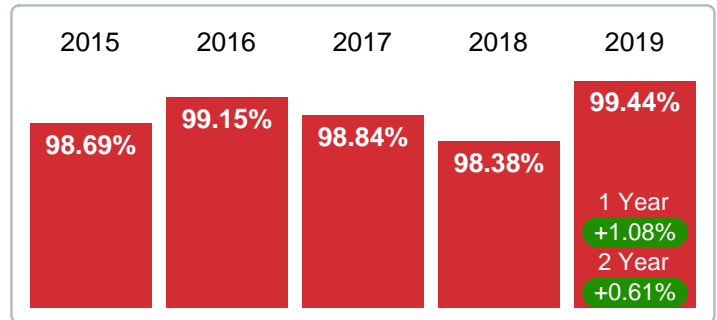
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 12, 2019 for MLS Technology Inc.

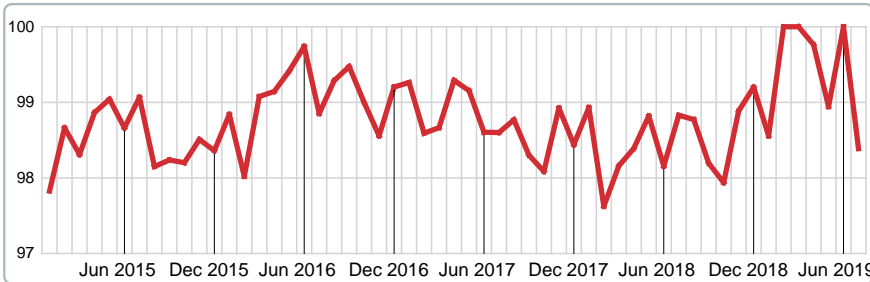
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

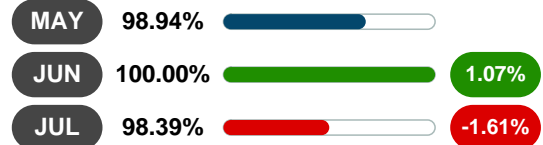


### 3 MONTHS

5 year JUL AVG = 98.75%

High Jun 2019 100.00% Low Feb 2018 97.62%

Median Sold/List Ratio this month at **98.39%**  
below the 5 yr JUL average of **98.75%**



### 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	14	8.59%	98.89%	90.96%	100.00%	92.86%	0.00%
\$50,001 - \$100,000	17	10.43%	98.87%	96.30%	100.00%	92.57%	0.00%
\$100,001 - \$125,000	18	11.04%	97.76%	95.28%	99.34%	95.62%	0.00%
\$125,001 - \$225,000	51	31.29%	100.00%	74.00%	99.20%	100.00%	0.00%
\$225,001 - \$325,000	27	16.56%	98.31%	0.00%	97.89%	98.39%	96.71%
\$325,001 - \$400,000	19	11.66%	98.13%	0.00%	99.08%	97.63%	97.85%
\$400,001 and up	17	10.43%	97.91%	0.00%	0.00%	98.12%	97.33%
Median Sold/List Ratio		98.39%		94.85%	98.84%	98.97%	97.63%
Total Closed Units		163	100%	22	72	59	10
Total Closed Volume		36,287,481		1.55M	12.21M	16.90M	5.63M

# July 2019



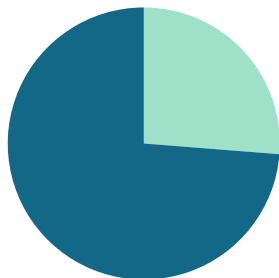
Area Delimited by County Of Rogers



## MARKET SUMMARY

Report produced on Aug 12, 2019 for MLS Technology Inc.

### INVENTORY

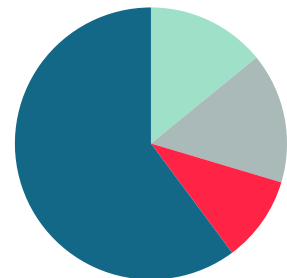


**Inventory**  
 New Listings  
**293 = 26.25%**  
 Start Inventory  
**823**  
 Total Inventory Units  
**1,116**  
 Volume  
**\$298,195,090**

### Market Activity

Closed Sales  
**163 = 14.11%**  
 Pending Sales  
**179 = 15.50%**  
 Other Off Market  
**118 = 10.22%**  
 Active Inventory  
**695 = 60.17%**

### MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	156	163	4.49%	943	967	2.55%
Pending Sales	166	179	7.83%	1,011	1,093	8.11%
New Listings	259	293	13.13%	1,696	1,773	4.54%
Median List Price	165,000	179,000	8.48%	165,000	168,500	2.12%
Median Sale Price	160,000	175,000	9.38%	162,000	165,500	2.16%
Median Percent of Selling Price to List Price	98.83%	98.39%	-0.45%	98.38%	99.44%	1.08%
Median Days on Market to Sale	29.50	27.00	-8.47%	30.00	29.00	-3.33%
Monthly Inventory	884	695	-21.38%	884	695	-21.38%
Months Supply of Inventory	6.71	5.02	-25.21%	6.71	5.02	-25.21%

**Absorption:** Last 12 months, an Average of **139** Sales/Month

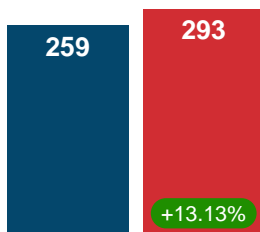
**Inventory** on July 31, 2019 = **695**

**2018** **2019**

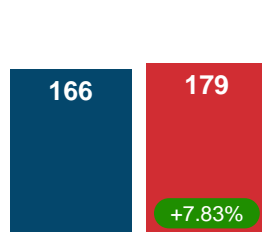
### JULY MARKET

### MEDIAN PRICES

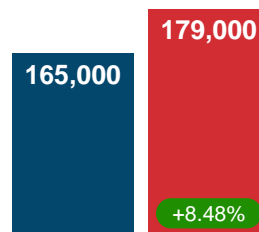
#### New Listings



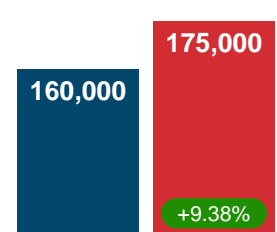
#### Pending Listings



#### List Price



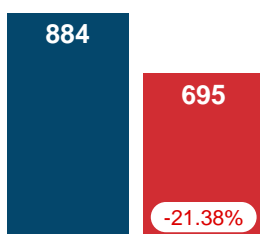
#### Sale Price



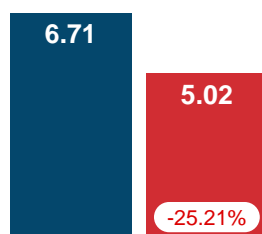
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

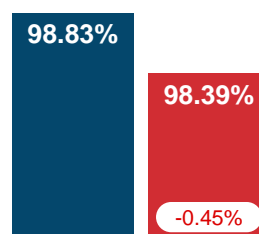
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

