

May 2019

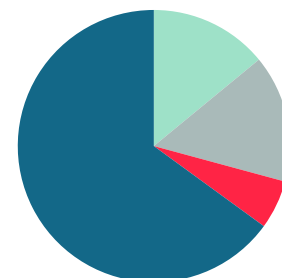
Area Delimited by County Of Rogers



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	May 2019	+/-%
Closed Listings	166	150	-9.64%
Pending Listings	151	162	7.28%
New Listings	251	247	-1.59%
Median List Price	165,250	194,950	17.97%
Median Sale Price	163,500	189,250	15.75%
Median Percent of Selling Price to List Price	98.82%	98.93%	0.11%
Median Days on Market to Sale	26.50	25.50	-3.77%
End of Month Inventory	903	694	-23.15%
Months Supply of Inventory	6.96	5.06	-27.30%



■ Closed (14.04%)
■ Pending (15.17%)
■ Other OffMarket (5.81%)
■ Active (64.98%)

Absorption: Last 12 months, an Average of **137** Sales/Month
Active Inventory as of May 31, 2019 = **694**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2019 decreased **23.15%** to 694 existing homes available for sale. Over the last 12 months this area has had an average of 137 closed sales per month. This represents an unsold inventory index of **5.06** 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 **15.75%** in May 2019 to \$189,250 versus the previous year at \$163,500.

Median Days on Market Shortens

The median number of **25.50** days that homes spent on the market before selling decreased by 1.00 days or **3.77%** in May 2019 compared to last year's same month at **26.50** DOM.

Sales Success for May 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 247 New Listings in May 2019, down **1.59%** from last year at 251. Furthermore, there were 150 Closed Listings this month versus last year at 166, a **-9.64%** decrease.

Closed versus Listed trends yielded a **60.7%** ratio, down from previous year's, May 2018, at **66.1%**, a **8.18%** 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

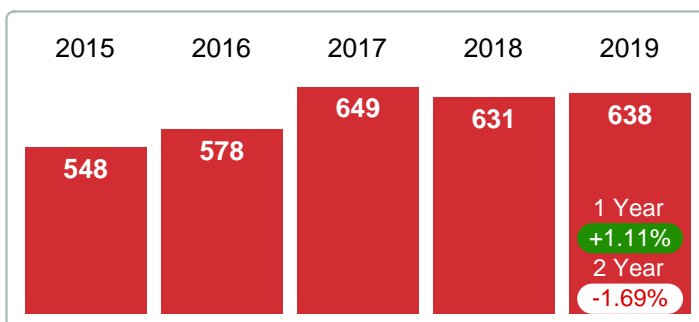
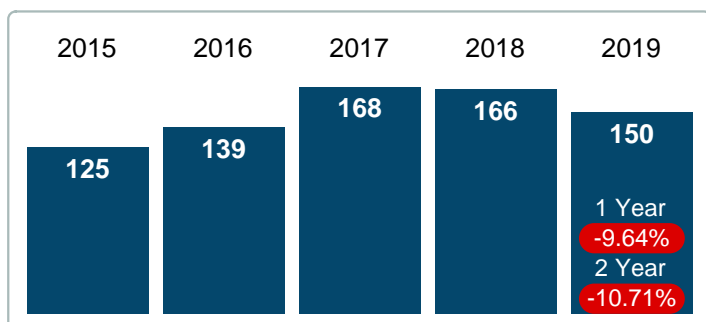


CLOSED LISTINGS

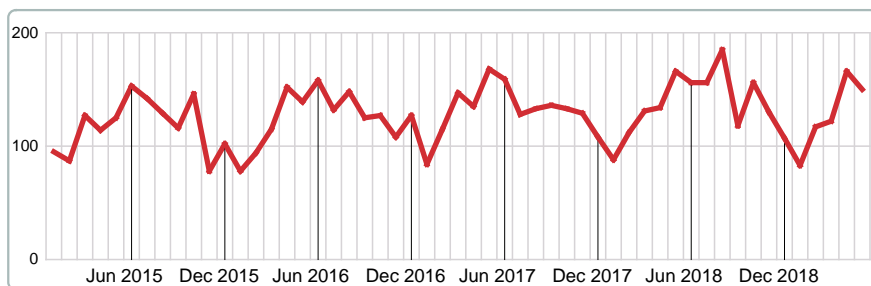
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MAY

YEAR TO DATE (YTD)

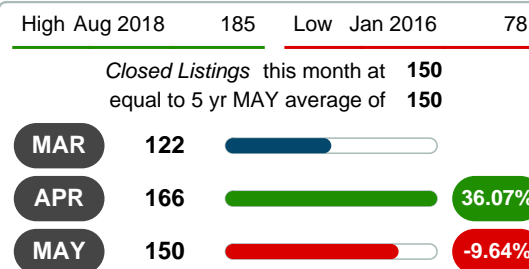


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 150



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	14	9.33%	41.5	8	4	2	0
\$75,001 - \$125,000	15	10.00%	20.0	3	11	1	0
\$125,001 - \$150,000	13	8.67%	18.0	2	10	1	0
\$150,001 - \$225,000	51	34.00%	15.0	2	34	15	0
\$225,001 - \$275,000	21	14.00%	40.0	2	9	9	1
\$275,001 - \$350,000	16	10.67%	34.5	1	4	8	3
\$350,001 and up	20	13.33%	14.0	1	0	15	4
Total Closed Units	150			19	72	51	8
Total Closed Volume	32,248,899	100%	25.5	2.45M	12.28M	13.99M	3.52M
Median Closed Price	\$189,250			\$97,000	\$169,490	\$259,000	\$386,500

May 2019



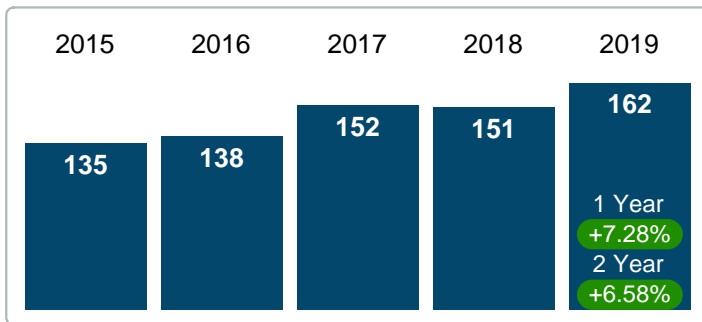
Area Delimited by County Of Rogers



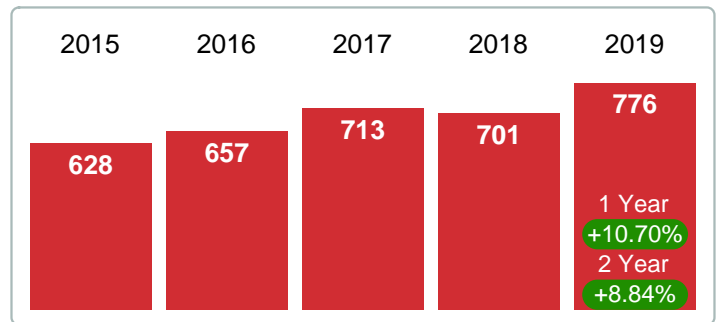
PENDING LISTINGS

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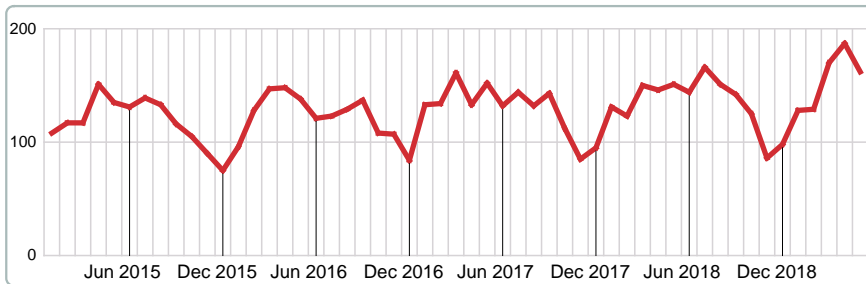
MAY



YEAR TO DATE (YTD)

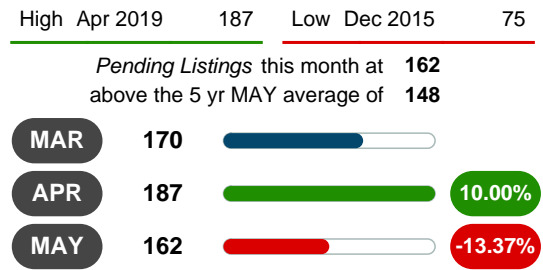


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 148



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	15	9.26%	26.0	10	4	1	0
\$75,001 - \$100,000	13	8.02%	8.0	6	7	0	0
\$100,001 - \$125,000	15	9.26%	19.0	2	12	1	0
\$125,001 - \$200,000	53	32.72%	24.0	3	42	8	0
\$200,001 - \$275,000	23	14.20%	35.0	1	11	10	1
\$275,001 - \$375,000	20	12.35%	29.5	0	5	14	1
\$375,001 and up	23	14.20%	55.0	3	1	15	4
Total Pending Units	162			25	82	49	6
Total Pending Volume	35,346,190	100%	24.5	3.24M	13.53M	15.32M	3.25M
Median Listing Price	\$177,000			\$89,900	\$155,408	\$290,000	\$514,500

May 2019



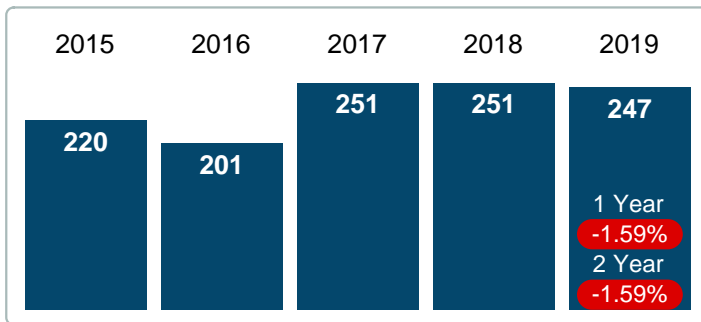
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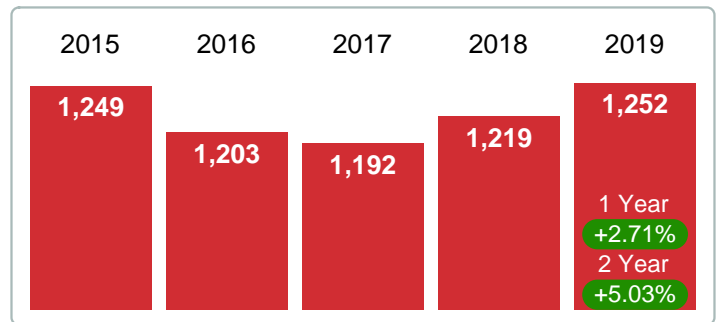
NEW LISTINGS

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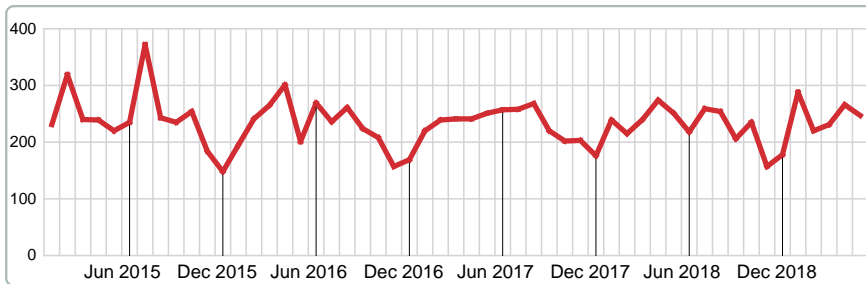
MAY



YEAR TO DATE (YTD)

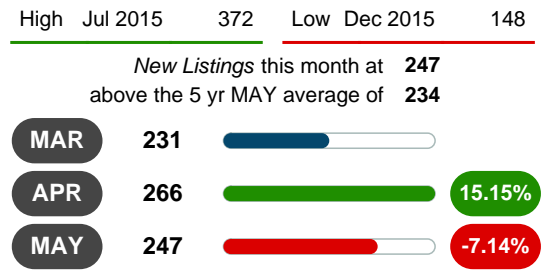


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 234



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	20	8.10%	13	3	4	0
\$25,001 - \$100,000	24	9.72%	16	7	1	0
\$100,001 - \$150,000	43	17.41%	9	29	5	0
\$150,001 - \$225,000	61	24.70%	5	38	18	0
\$225,001 - \$325,000	41	16.60%	3	19	18	1
\$325,001 - \$475,000	33	13.36%	3	8	19	3
\$475,001 and up	25	10.12%	5	2	9	9
Total New Listed Units	247		54	106	74	13
Total New Listed Volume	72,508,736	100%	13.70M	25.61M	22.90M	10.30M
Median New Listed Listing Price	\$187,664		\$84,950	\$175,000	\$270,000	\$559,000

May 2019

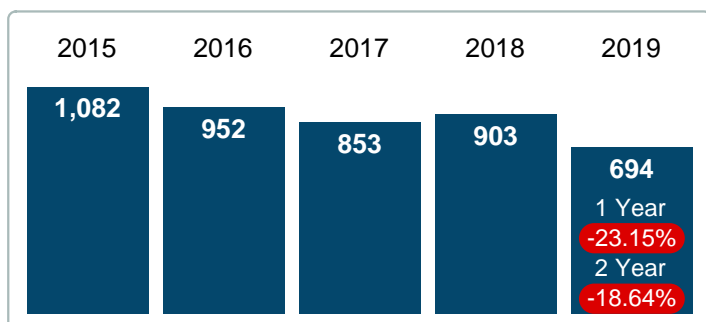
Area Delimited by County Of Rogers



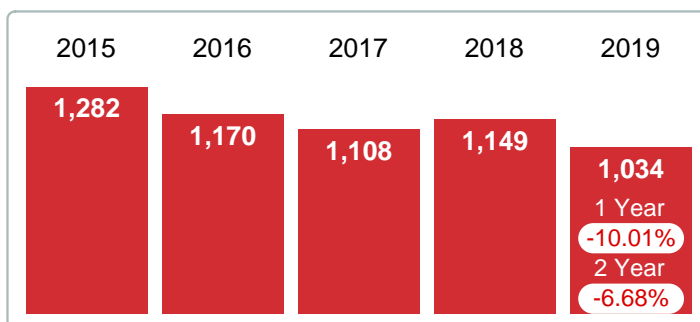
ACTIVE INVENTORY

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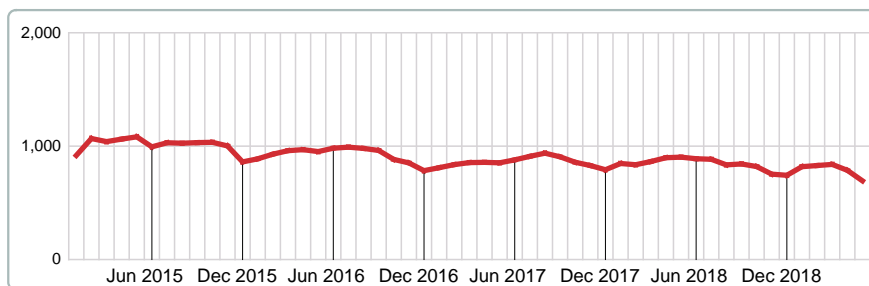
END OF MAY



ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS

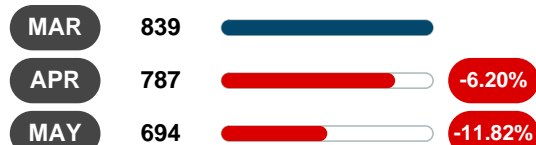


3 MONTHS

5 year MAY AVG = 897

High May 2015 1,082 Low May 2019 694

Inventory this month at 694
below the 5 yr MAY average of 897



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	39	5.62%	49.0	30	5	4	0
\$25,001 - \$100,000	99	14.27%	111.0	87	11	1	0
\$100,001 - \$150,000	95	13.69%	44.0	39	43	12	1
\$150,001 - \$250,000	198	28.53%	59.5	68	72	55	3
\$250,001 - \$350,000	93	13.40%	56.0	23	31	34	5
\$350,001 - \$475,000	96	13.83%	74.0	12	19	52	13
\$475,001 and up	74	10.66%	64.0	19	10	16	29
Total Active Inventory by Units		694		278	191	174	51
Total Active Inventory by Volume		200,142,667	100%	56.72M	49.19M	55.54M	38.70M
Median Active Inventory Listing Price		\$189,950		\$134,028	\$184,900	\$291,200	\$499,999

May 2019



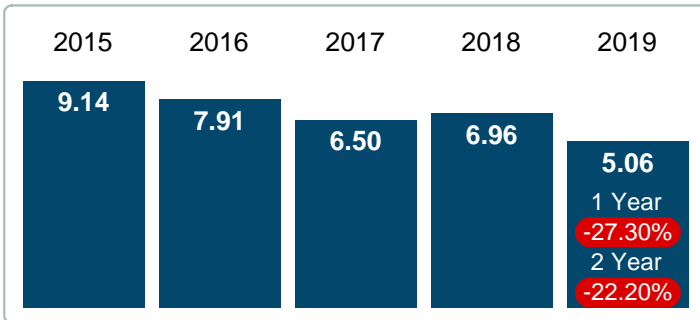
Area Delimited by County Of Rogers



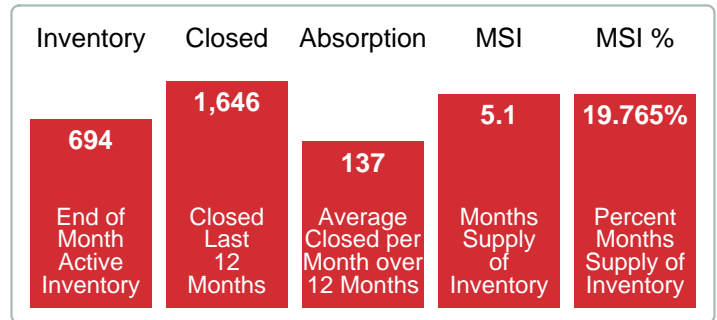
MONTHS SUPPLY of INVENTORY (MSI)

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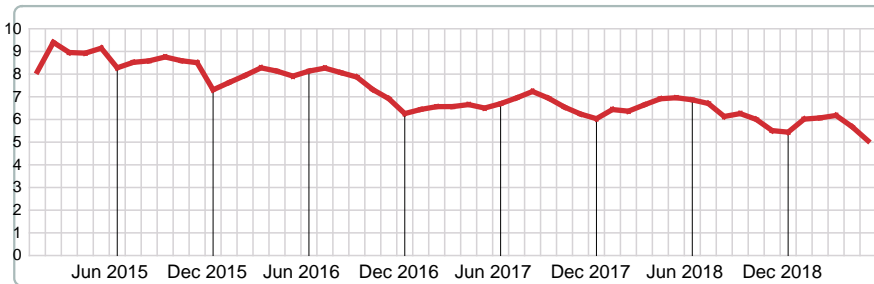
MSI FOR MAY



INDICATORS FOR MAY 2019

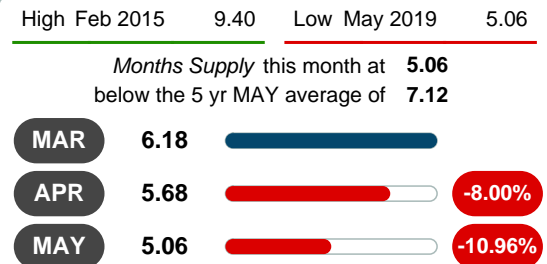


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 7.12



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	39	5.62%	4.03	5.81	1.33	6.86	0.00
\$25,001 - \$100,000	99	14.27%	4.03	8.09	0.95	0.50	0.00
\$100,001 - \$150,000	95	13.69%	3.58	13.00	2.06	4.97	4.00
\$150,001 - \$250,000	198	28.53%	4.35	25.50	2.56	3.98	3.27
\$250,001 - \$350,000	93	13.40%	5.64	55.20	5.17	4.04	3.00
\$350,001 - \$475,000	96	13.83%	9.76	20.57	12.00	8.79	7.43
\$475,001 and up	74	10.66%	16.15	57.00	120.00	7.11	15.13
Market Supply of Inventory (MSI)			5.06	12.13	2.66	4.91	7.37
Total Active Inventory by Units		100%	5.06	278	191	174	51

May 2019



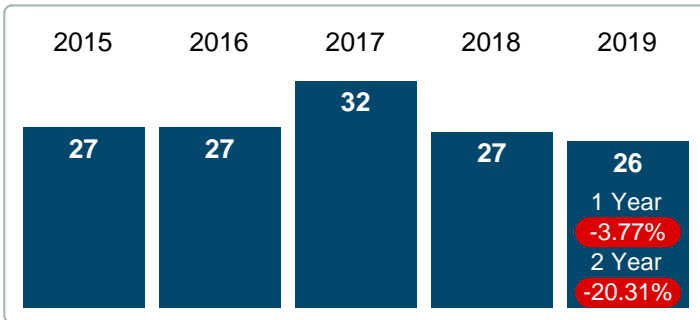
Area Delimited by County Of Rogers



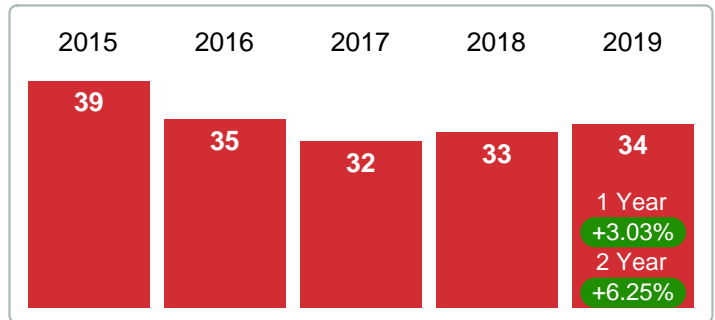
MEDIAN DAYS ON MARKET TO SALE

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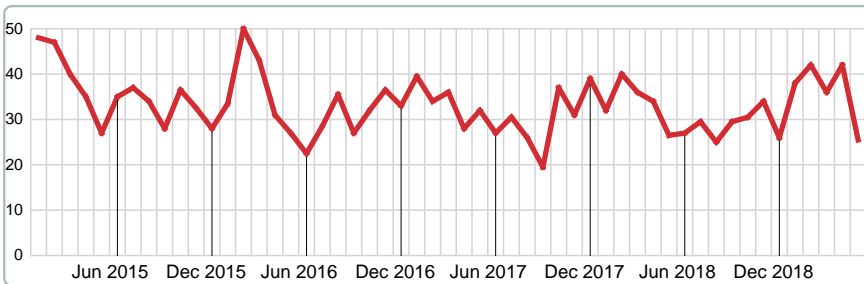
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

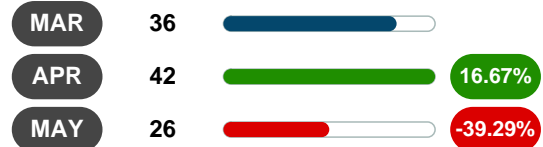


3 MONTHS

5 year MAY AVG = 28

High Feb 2016 50 Low Sep 2017 20

Median Days on Market to Sale this month at 26 below the 5 yr MAY average of 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
\$75,000 and less	9.33%	42	53	15	36	0
\$75,001 - \$125,000	10.00%	20	38	17	20	0
\$125,001 - \$150,000	8.67%	18	48	21	18	0
\$150,001 - \$225,000	34.00%	15	19	13	28	0
\$225,001 - \$275,000	14.00%	40	59	28	77	4
\$275,001 - \$350,000	10.67%	35	25	45	52	12
\$350,001 and up	13.33%	14	39	0	8	91
Median Closed DOM		26	39	16	28	13
Total Closed Units	100%	25.5	19	72	51	8
Total Closed Volume		32,248,899	2.45M	12.28M	13.99M	3.52M

May 2019



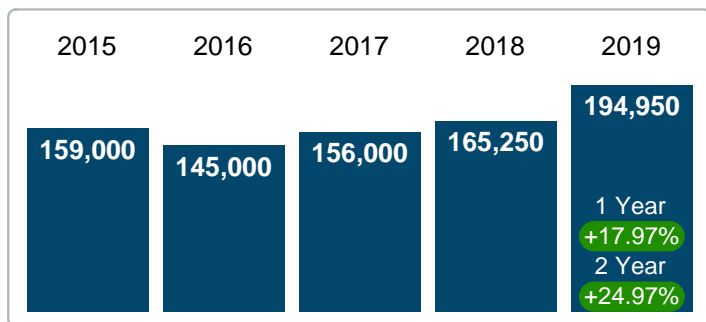
Area Delimited by County Of Rogers



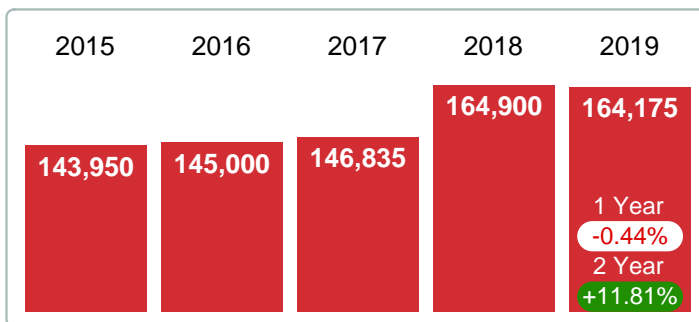
MEDIAN LIST PRICE AT CLOSING

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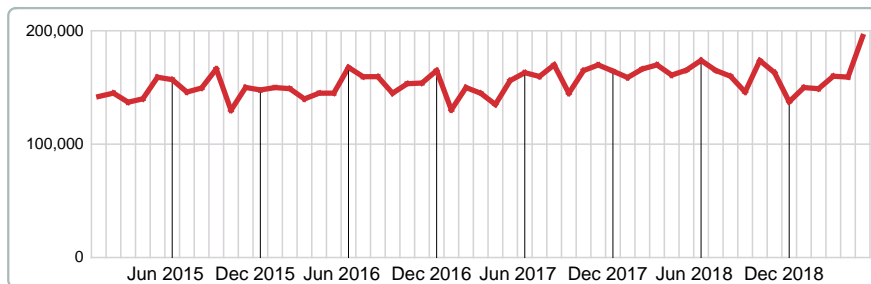
MAY



YEAR TO DATE (YTD)

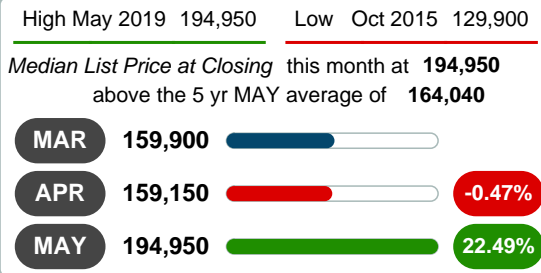


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 164,040



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
\$75,000 and less	17	49,900	49,900	45,000	38,223	0
\$75,001 - \$125,000	11	108,200	97,450	111,250	108,200	0
\$125,001 - \$150,000	15	141,000	135,000	141,950	140,000	0
\$150,001 - \$225,000	50	185,450	200,000	179,900	194,900	0
\$225,001 - \$275,000	19	245,000	266,000	245,000	242,999	229,900
\$275,001 - \$350,000	17	319,999	0	294,750	324,750	349,900
\$350,001 and up	21	389,900	430,000	0	379,900	528,000
Median List Price		194,950	97,000	173,404	259,000	389,450
Total Closed Units		150	19	72	51	8
Total Closed Volume		32,659,641	2.54M	12.43M	14.13M	3.55M

May 2019



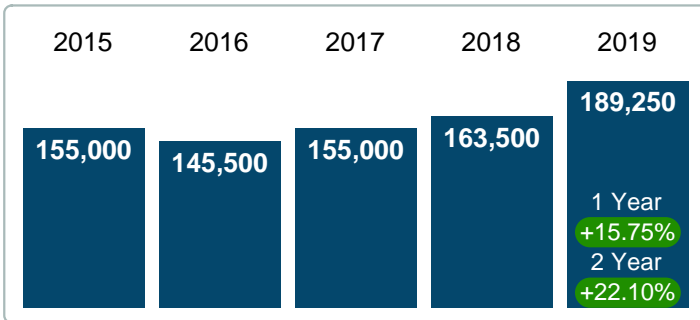
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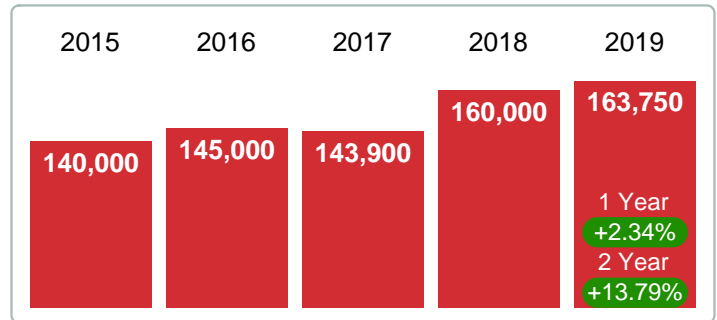
MEDIAN SOLD PRICE AT CLOSING

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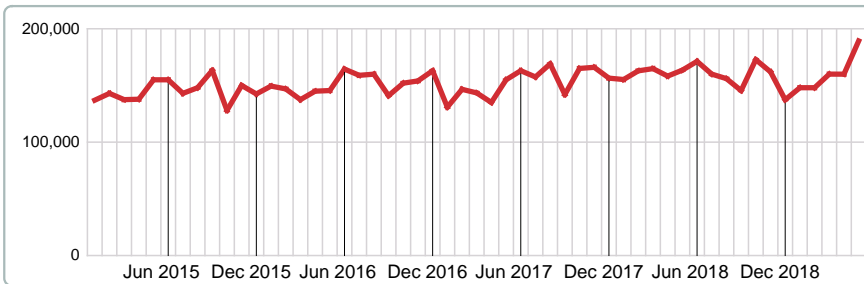
MAY



YEAR TO DATE (YTD)

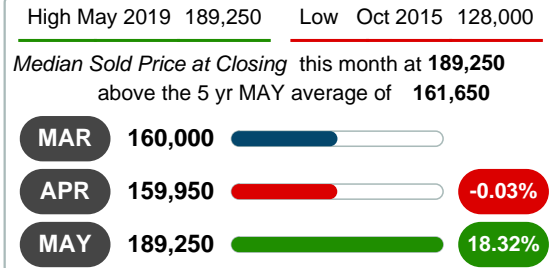


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 161,650



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
\$75,000 and less	9.33%	28,500	24,345	36,000	27,973	0
\$75,001 - \$125,000	10.00%	110,000	97,000	115,000	108,205	0
\$125,001 - \$150,000	8.67%	142,950	135,000	144,750	140,001	0
\$150,001 - \$225,000	34.00%	183,000	200,595	176,154	193,000	0
\$225,001 - \$275,000	14.00%	245,000	237,500	253,000	240,000	230,900
\$275,001 - \$350,000	10.67%	320,375	334,500	309,875	319,500	349,900
\$350,001 and up	13.33%	385,000	420,370	0	376,950	518,050
Median Sold Price		189,250	97,000	169,490	259,000	386,500
Total Closed Units	100%	189,250	19	72	51	8
Total Closed Volume		32,248,899	2.45M	12.28M	13.99M	3.52M

May 2019



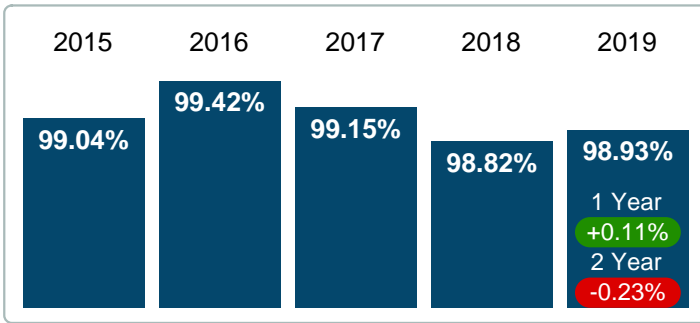
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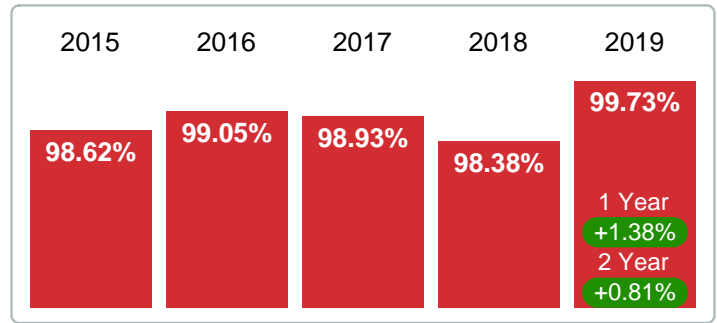
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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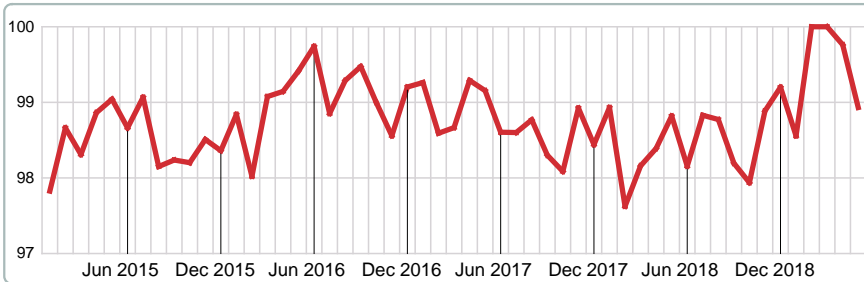
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

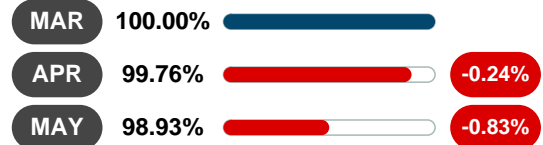


3 MONTHS

5 year MAY AVG = 99.07%

High Mar 2019 100.00% Low Feb 2018 97.62%

Median Sold/List Ratio this month at **98.93%**
equal to 5 yr MAY average of **99.07%**



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
\$75,000 and less	14	9.33%	91.55%	84.46%	100.00%	86.33%	0.00%
\$75,001 - \$125,000	15	10.00%	100.00%	92.31%	100.00%	100.00%	0.00%
\$125,001 - \$150,000	13	8.67%	100.00%	96.55%	100.00%	100.00%	0.00%
\$150,001 - \$225,000	51	34.00%	98.68%	263.05%	98.74%	97.86%	0.00%
\$225,001 - \$275,000	21	14.00%	99.24%	89.29%	98.11%	100.00%	100.43%
\$275,001 - \$350,000	16	10.67%	98.58%	91.64%	97.57%	99.08%	100.00%
\$350,001 and up	20	13.33%	98.71%	84.92%	0.00%	100.00%	98.39%
Median Sold/List Ratio		98.93%		91.67%	99.62%	99.69%	99.30%
Total Closed Units		150	100%	19	72	51	8
Total Closed Volume		32,248,899		2.45M	12.28M	13.99M	3.52M

May 2019

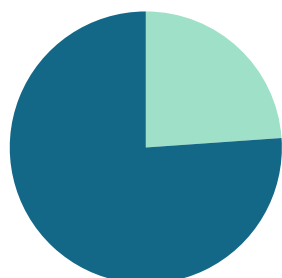
Area Delimited by County Of Rogers



MARKET SUMMARY

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

INVENTORY

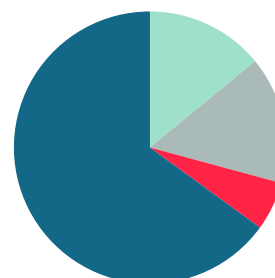


Inventory
 New Listings
247 = 23.89%
 Start Inventory
787
 Total Inventory Units
1,034
 Volume
\$282,140,190

Market Activity

Closed Sales
150 = 14.04%
 Pending Sales
162 = 15.17%
 Other Off Market
62 = 5.81%
 Active Inventory
694 = 64.98%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	166	150	-9.64%	631	638	1.11%
Pending Sales	151	162	7.28%	701	776	10.70%
New Listings	251	247	-1.59%	1,219	1,252	2.71%
Median List Price	165,250	194,950	17.97%	164,900	164,175	-0.44%
Median Sale Price	163,500	189,250	15.75%	160,000	163,750	2.34%
Median Percent of Selling Price to List Price	98.82%	98.93%	0.11%	98.38%	99.73%	1.38%
Median Days on Market to Sale	26.50	25.50	-3.77%	33.00	34.00	3.03%
Monthly Inventory	903	694	-23.15%	903	694	-23.15%
Months Supply of Inventory	6.96	5.06	-27.30%	6.96	5.06	-27.30%

Absorption: Last 12 months, an Average of **137** Sales/Month

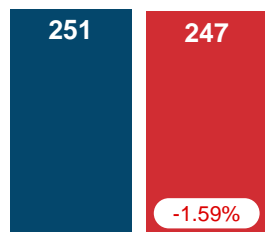
Inventory on May 31, 2019 = **694**

2018 **2019**

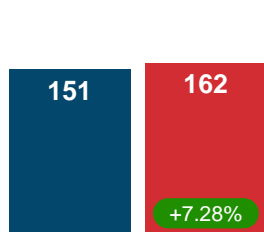
MAY MARKET

MEDIAN PRICES

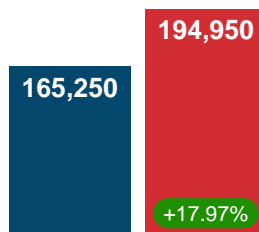
New Listings



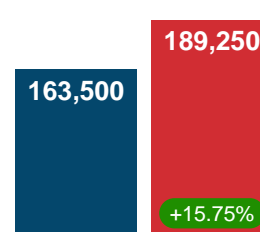
Pending Listings



List Price



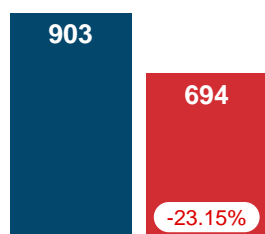
Sale Price



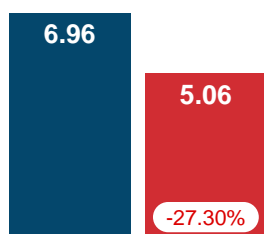
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

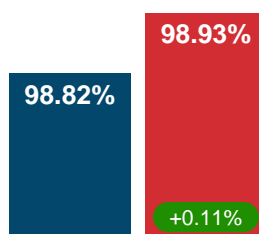
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

