

# August 2020



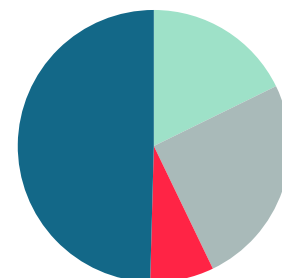
Area Delimited by County Of Rogers



## MONTHLY INVENTORY ANALYSIS

Report produced on Sep 11, 2020 for MLS Technology Inc.

Compared Metrics	2019	August 2020	+/-%
Closed Listings	173	164	-5.20%
Pending Listings	159	232	45.91%
New Listings	290	250	-13.79%
Average List Price	186,503	224,149	20.19%
Average Sale Price	182,318	220,283	20.82%
Average Percent of Selling Price to List Price	97.49%	98.19%	0.72%
Average Days on Market to Sale	38.57	35.02	-9.20%
End of Month Inventory	935	458	-51.02%
Months Supply of Inventory	6.70	3.07	-54.19%



■ Closed (17.75%)  
■ Pending (25.11%)  
■ Other OffMarket (7.58%)  
■ Active (49.57%)

**Absorption:** Last 12 months, an Average of **149** Sales/Month  
**Active Inventory** as of August 31, 2020 = **458**

### Analysis Wrap-Up

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

The total housing inventory at the end of August 2020 decreased **51.02%** to 458 existing homes available for sale. Over the last 12 months this area has had an average of 149 closed sales per month. This represents an unsold inventory index of **3.07** 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 **20.82%** in August 2020 to \$220,283 versus the previous year at \$182,318.

#### Average Days on Market Shortens

The average number of **35.02** days that homes spent on the market before selling decreased by 3.55 days or **9.20%** in August 2020 compared to last year's same month at **38.57** DOM.

#### Sales Success for August 2020 is Positive

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

There were 250 New Listings in August 2020, down **13.79%** from last year at 290. Furthermore, there were 164 Closed Listings this month versus last year at 173, a **-5.20%** decrease.

Closed versus Listed trends yielded a **65.6%** ratio, up from previous year's, August 2019, at **59.7%**, a **9.97%** upswing. 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>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</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

# August 2020



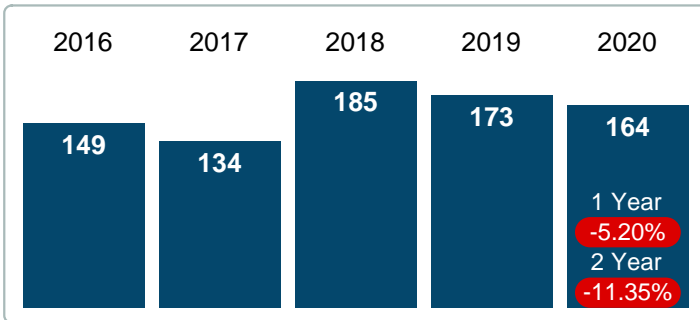
Area Delimited by County Of Rogers



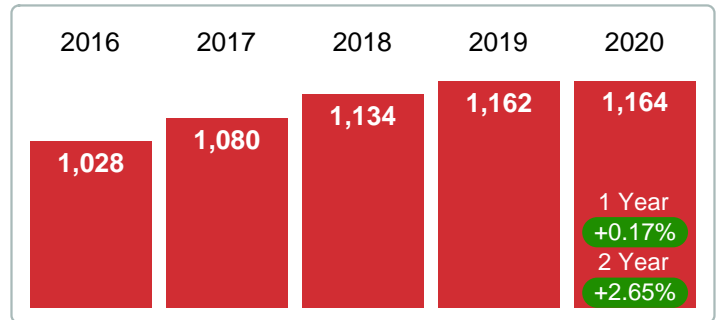
## CLOSED LISTINGS

Report produced on Sep 11, 2020 for MLS Technology Inc.

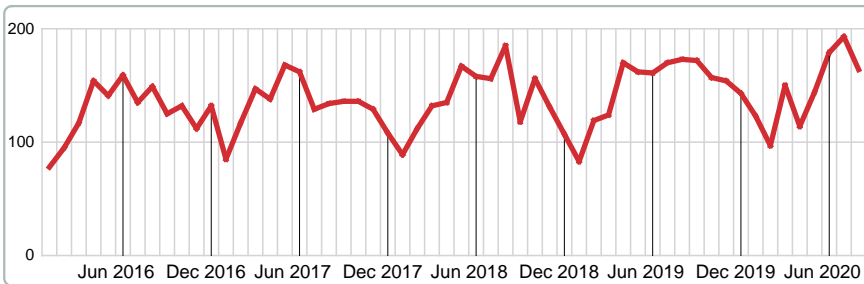
### AUGUST



### YEAR TO DATE (YTD)

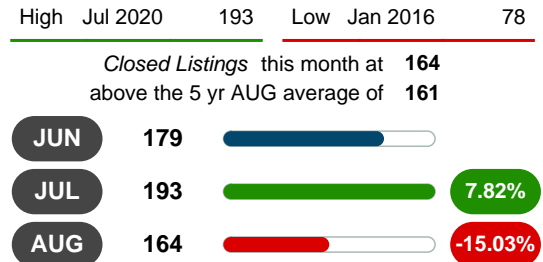


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 161



### 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	11	6.71%	66.1	11	0	0	0
\$50,001 - \$125,000	22	13.41%	24.6	11	11	0	0
\$125,001 - \$150,000	16	9.76%	15.1	2	13	1	0
\$150,001 - \$225,000	52	31.71%	32.0	3	33	16	0
\$225,001 - \$275,000	21	12.80%	24.8	3	9	8	1
\$275,001 - \$350,000	19	11.59%	35.8	1	9	9	0
\$350,001 and up	23	14.02%	59.5	2	3	15	3
<b>Total Closed Units</b>	<b>164</b>			<b>33</b>	<b>78</b>	<b>49</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>36,126,481</b>	<b>100%</b>	<b>35.0</b>	<b>4.64M</b>	<b>15.04M</b>	<b>14.67M</b>	<b>1.78M</b>
<b>Average Closed Price</b>	<b>\$220,283</b>			<b>\$140,606</b>	<b>\$192,787</b>	<b>\$299,369</b>	<b>\$445,000</b>

# August 2020



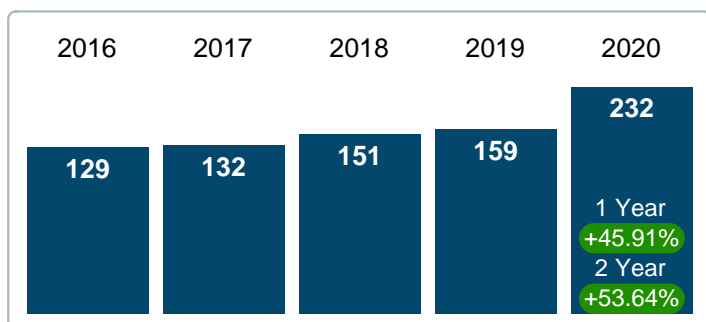
Area Delimited by County Of Rogers



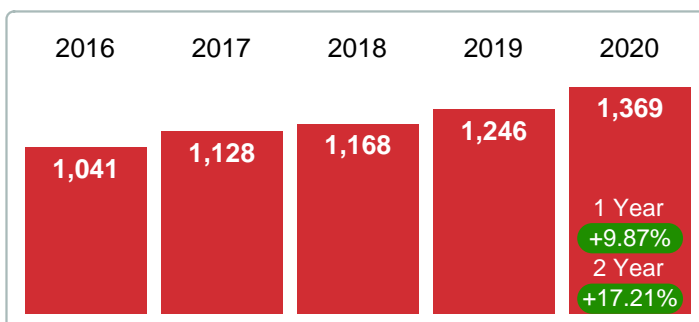
## PENDING LISTINGS

Report produced on Sep 11, 2020 for MLS Technology Inc.

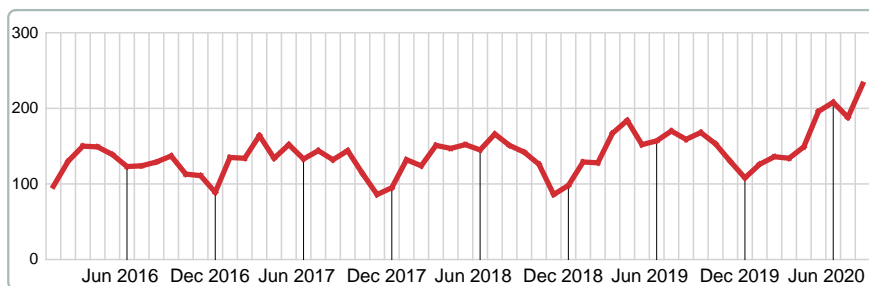
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

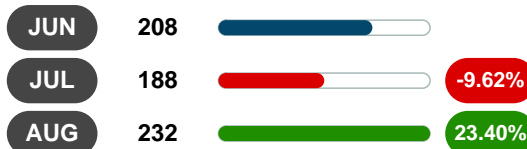


### 3 MONTHS

5 year AUG AVG = 161

High Aug 2020 232 Low Nov 2018 86

Pending Listings this month at 232 above the 5 yr AUG average of 161



### 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	7.76%	32.7	13	3	2	0
\$50,001 - \$125,000	30	12.93%	35.4	18	10	2	0
\$125,001 - \$175,000	36	15.52%	36.8	6	24	6	0
\$175,001 - \$250,000	62	26.72%	25.1	5	31	24	2
\$250,001 - \$275,000	21	9.05%	38.0	2	8	10	1
\$275,001 - \$400,000	40	17.24%	41.0	3	11	21	5
\$400,001 and up	25	10.78%	53.4	1	2	14	8
<b>Total Pending Units</b>	<b>232</b>			<b>48</b>	<b>89</b>	<b>79</b>	<b>16</b>
<b>Total Pending Volume</b>	<b>56,591,838</b>	<b>100%</b>	<b>40.6</b>	<b>8.59M</b>	<b>17.56M</b>	<b>23.33M</b>	<b>7.11M</b>
<b>Average Listing Price</b>	<b>\$221,521</b>			<b>\$179,017</b>	<b>\$197,290</b>	<b>\$295,333</b>	<b>\$444,303</b>

# August 2020



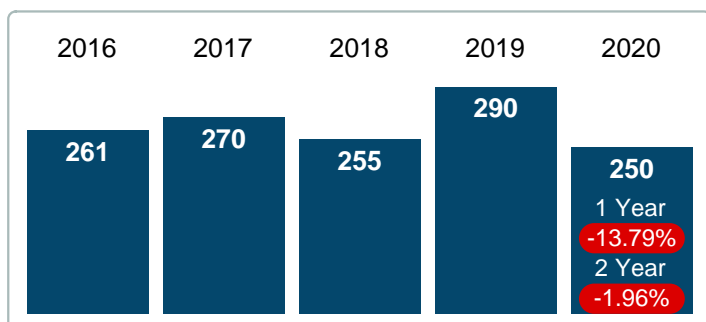
Area Delimited by County Of Rogers



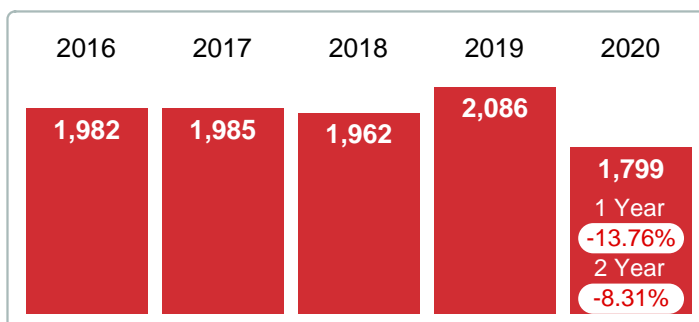
## NEW LISTINGS

Report produced on Sep 11, 2020 for MLS Technology Inc.

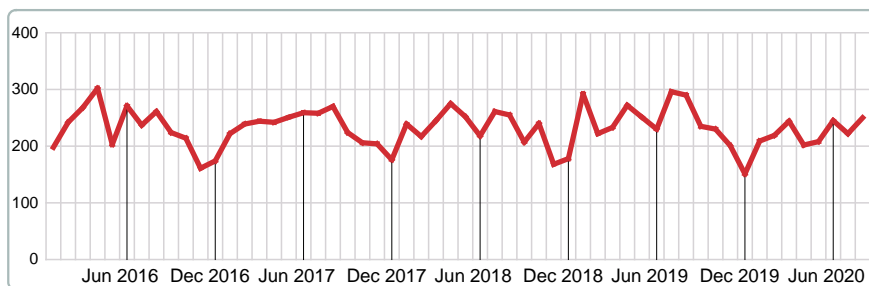
### AUGUST



### YEAR TO DATE (YTD)

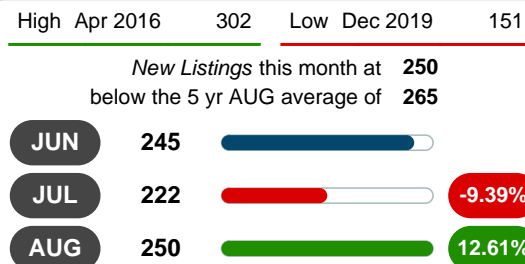


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 265



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	25	10.00%	19	3	3	0
\$50,001 - \$125,000	29	11.60%	16	10	3	0
\$125,001 - \$175,000	35	14.00%	9	21	5	0
\$175,001 - \$250,000	64	25.60%	7	35	21	1
\$250,001 - \$325,000	38	15.20%	1	20	14	3
\$325,001 - \$450,000	32	12.80%	3	5	19	5
\$450,001 and up	27	10.80%	4	4	12	7
<b>Total New Listed Units</b>	<b>250</b>		<b>59</b>	<b>98</b>	<b>77</b>	<b>16</b>
<b>Total New Listed Volume</b>	<b>65,971,943</b>	<b>100%</b>	<b>9.53M</b>	<b>21.61M</b>	<b>25.58M</b>	<b>9.26M</b>
<b>Average New Listed Listing Price</b>	<b>\$244,344</b>		<b>\$161,459</b>	<b>\$220,491</b>	<b>\$332,148</b>	<b>\$578,897</b>

# August 2020



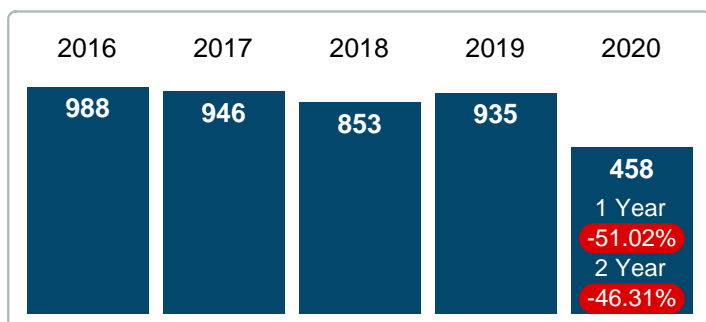
Area Delimited by County Of Rogers



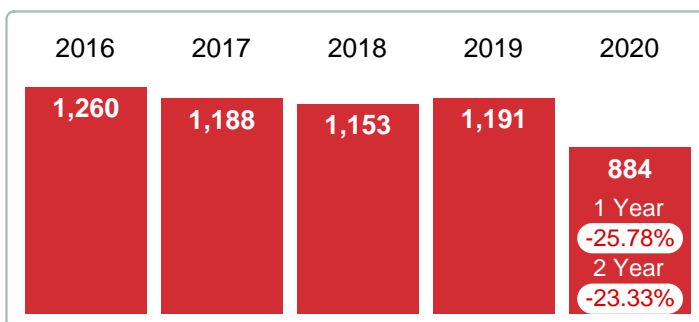
## ACTIVE INVENTORY

Report produced on Sep 11, 2020 for MLS Technology Inc.

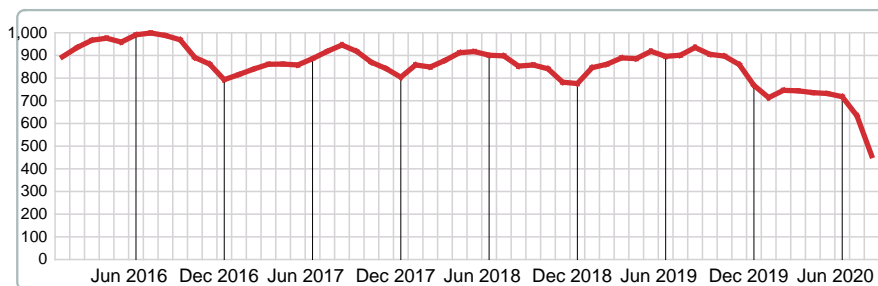
### END OF AUGUST



### ACTIVE DURING AUGUST



### 5 YEAR MARKET ACTIVITY TRENDS

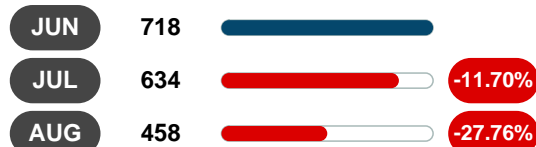


### 3 MONTHS

5 year AUG AVG = 836

High Jul 2016 999 Low Aug 2020 458

Inventory this month at 458  
below the 5 yr AUG average of 836



### 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	22	4.80%	88.3	13	5	4	0
\$25,001 - \$50,000	68	14.85%	91.0	58	8	1	1
\$50,001 - \$150,000	79	17.25%	72.4	55	19	5	0
\$150,001 - \$300,000	117	25.55%	65.9	33	49	33	2
\$300,001 - \$425,000	67	14.63%	61.2	6	15	37	9
\$425,001 - \$775,000	57	12.45%	68.3	13	10	22	12
\$775,001 and up	48	10.48%	99.6	18	3	10	17
<b>Total Active Inventory by Units</b>	<b>458</b>			<b>196</b>	<b>109</b>	<b>112</b>	<b>41</b>
<b>Total Active Inventory by Volume</b>	<b>155,089,436</b>	<b>100%</b>	<b>75.0</b>	<b>49.73M</b>	<b>27.80M</b>	<b>43.17M</b>	<b>34.39M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$338,623</b>			<b>\$253,731</b>	<b>\$255,021</b>	<b>\$385,489</b>	<b>\$838,685</b>

# August 2020



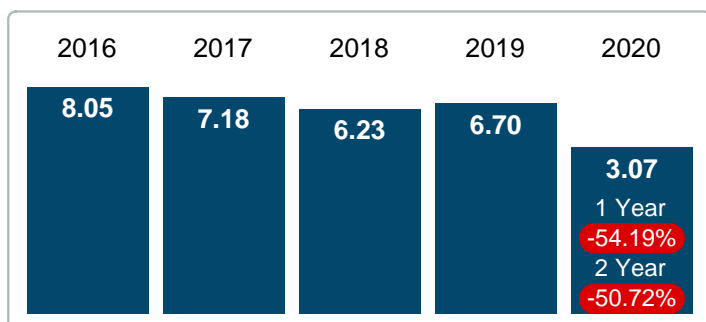
Area Delimited by County Of Rogers



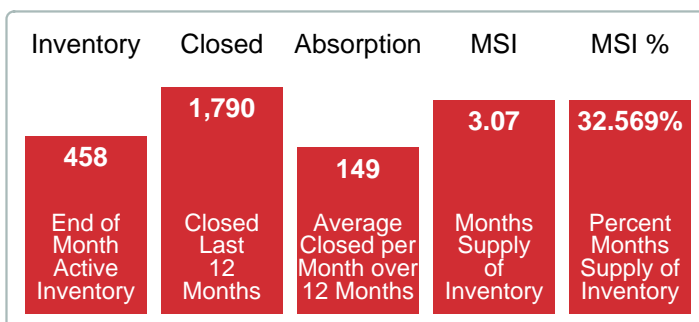
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Sep 11, 2020 for MLS Technology Inc.

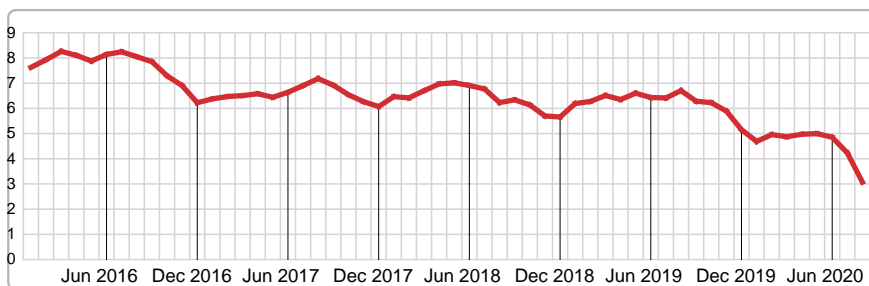
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2020



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 6.25

High Mar 2016 8.26 Low Aug 2020 3.07

Months Supply this month at **3.07**  
below the 5 yr AUG average of **6.25**



### 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	22	4.80%	2.78	3.00	1.67	6.86	0.00
\$25,001 - \$50,000	68	14.85%	8.59	8.49	10.67	3.00	0.00
\$50,001 - \$150,000	79	17.25%	2.04	4.82	0.79	1.88	0.00
\$150,001 - \$300,000	117	25.55%	1.73	6.00	1.28	1.47	1.71
\$300,001 - \$425,000	67	14.63%	3.81	24.00	3.16	3.44	4.91
\$425,001 - \$775,000	57	12.45%	6.77	39.00	8.57	4.98	4.80
\$775,001 and up	48	10.48%	41.14	72.00	36.00	20.00	51.00
Market Supply of Inventory (MSI)			3.07	6.78	1.51	2.69	6.47
Total Active Inventory by Units		100%	3.07	196	109	112	41

# August 2020



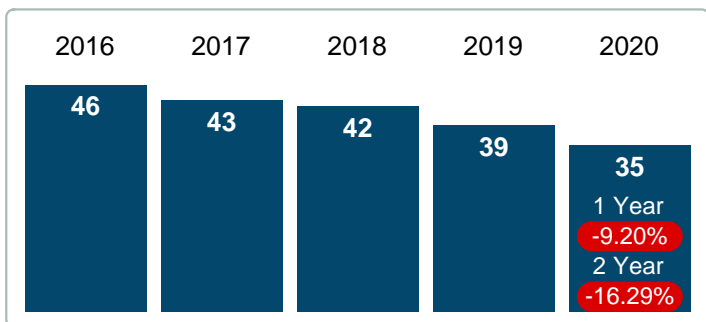
Area Delimited by County Of Rogers



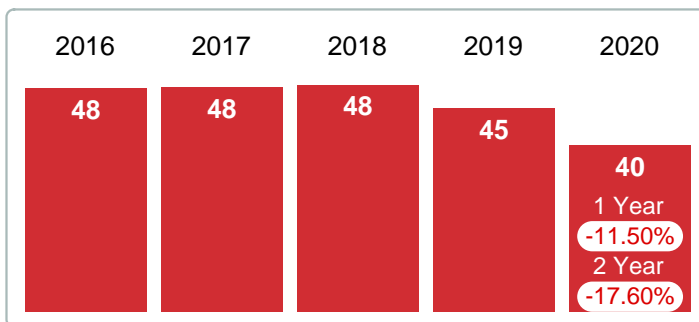
## AVERAGE DAYS ON MARKET TO SALE

Report produced on Sep 11, 2020 for MLS Technology Inc.

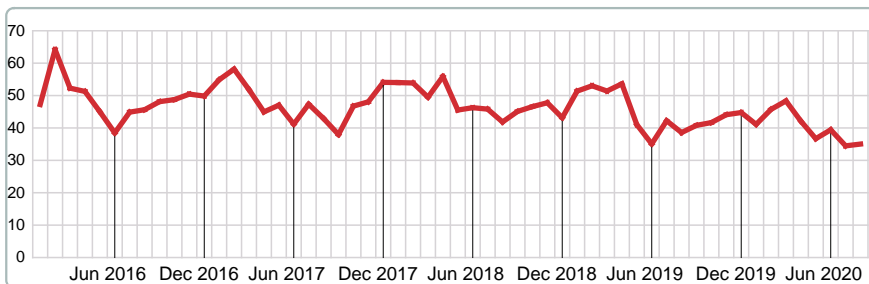
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 41

High Feb 2016 64 Low Jul 2020 34

Average Days on Market to Sale this month at 35 below the 5 yr AUG average of 41



## 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	6.71%	66	66	0	0	0
\$50,001 - \$125,000	13.41%	25	38	12	0	0
\$125,001 - \$150,000	9.76%	15	5	17	11	0
\$150,001 - \$225,000	31.71%	32	47	23	47	0
\$225,001 - \$275,000	12.80%	25	56	22	19	4
\$275,001 - \$350,000	11.59%	36	117	31	31	0
\$350,001 and up	14.02%	60	106	62	41	117
<b>Average Closed DOM</b>		<b>35</b>	<b>54</b>	<b>23</b>	<b>37</b>	<b>89</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>35</b>	<b>33</b>	<b>78</b>	<b>49</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>36,126,481</b>	<b>4.64M</b>	<b>15.04M</b>	<b>14.67M</b>	<b>1.78M</b>

# August 2020



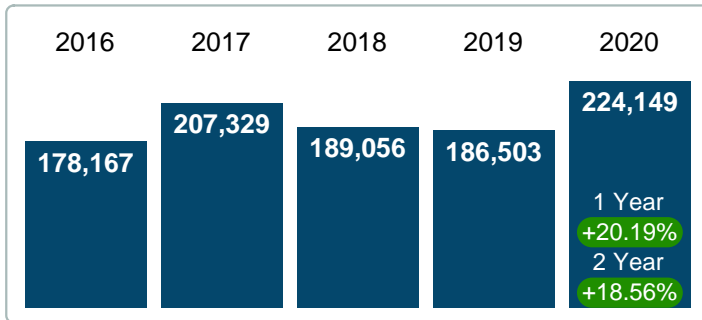
Area Delimited by County Of Rogers



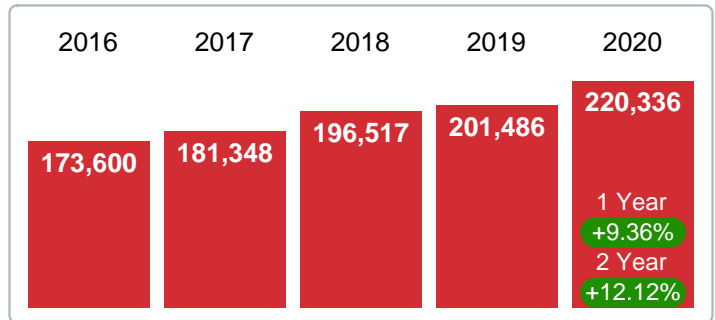
## AVERAGE LIST PRICE AT CLOSING

Report produced on Sep 11, 2020 for MLS Technology Inc.

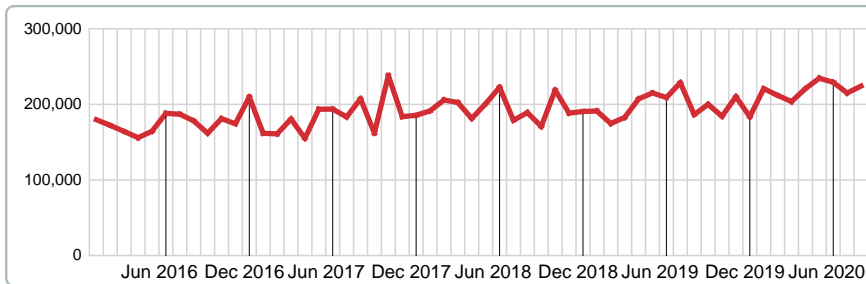
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

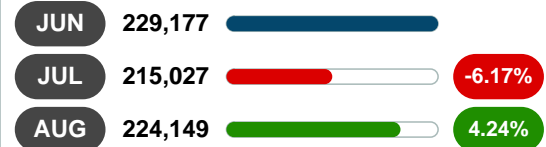


### 3 MONTHS

5 year AUG AVG = 197,041

High Oct 2017 238,121 Low Apr 2017 155,126

Average List Price at Closing this month at **224,149** above the 5 yr AUG average of **197,041**



### 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	11	6.71%	36,182	0	0	0
\$50,001 - \$125,000	24	14.63%	84,405	102,882	0	0
\$125,001 - \$150,000	11	6.71%	132,450	140,631	104,500	0
\$150,001 - \$225,000	54	32.93%	192,667	182,796	192,217	0
\$225,001 - \$275,000	20	12.20%	316,667	256,319	257,445	235,000
\$275,001 - \$350,000	19	11.59%	310,000	304,988	304,258	0
\$350,001 and up	25	15.24%	813,500	370,967	449,300	531,633
<b>Average List Price</b>		<b>224,149</b>	<b>153,223</b>	<b>194,318</b>	<b>300,354</b>	<b>457,475</b>
<b>Total Closed Units</b>		<b>164</b>	<b>33</b>	<b>78</b>	<b>49</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>36,760,438</b>	<b>5.06M</b>	<b>15.16M</b>	<b>14.72M</b>	<b>1.83M</b>



# August 2020



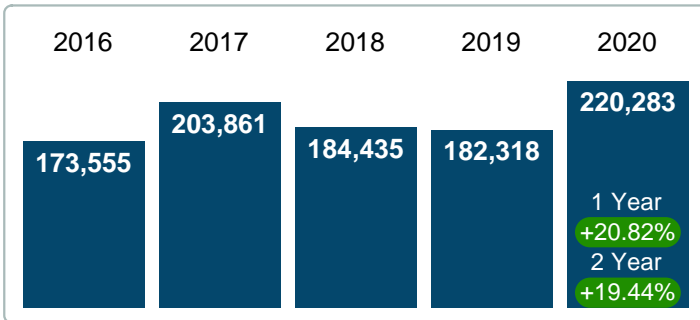
Area Delimited by County Of Rogers



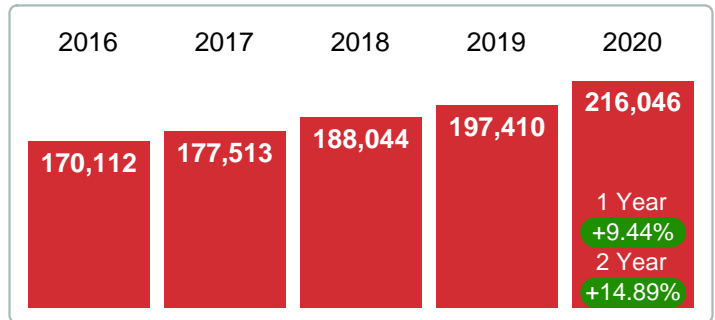
## AVERAGE SOLD PRICE AT CLOSING

Report produced on Sep 11, 2020 for MLS Technology Inc.

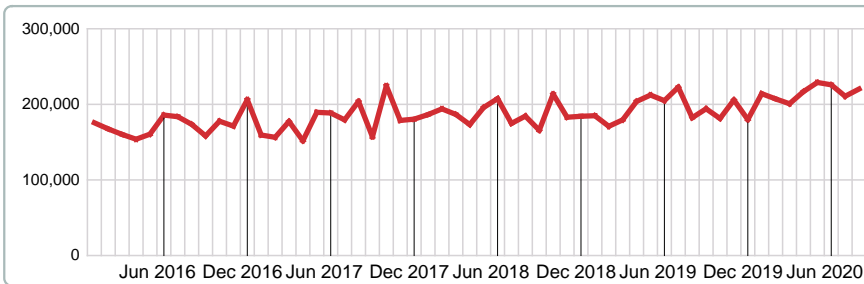
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

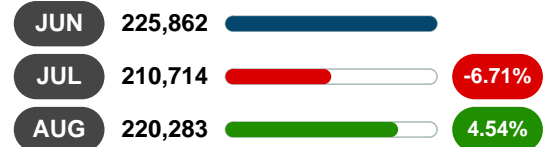


### 3 MONTHS

5 year AUG AVG = 192,890

High May 2020 228,970 Low Apr 2017 151,863

Average Sold Price at Closing this month at **220,283** above the 5 yr AUG average of **192,890**



### 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	6.71%	32,564	32,564	0	0	0
\$50,001 - \$125,000	13.41%	91,123	83,264	98,982	0	0
\$125,001 - \$150,000	9.76%	137,043	133,000	137,862	134,490	0
\$150,001 - \$225,000	31.71%	184,318	171,633	182,638	190,160	0
\$225,001 - \$275,000	12.80%	253,318	245,000	256,569	254,445	240,000
\$275,001 - \$350,000	11.59%	301,791	290,000	302,256	302,636	0
\$350,001 and up	14.02%	475,333	780,000	366,633	448,850	513,333
<b>Average Sold Price</b>		<b>220,283</b>	<b>140,606</b>	<b>192,787</b>	<b>299,369</b>	<b>445,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>220,283</b>	<b>33</b>	<b>78</b>	<b>49</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>36,126,481</b>	<b>4.64M</b>	<b>15.04M</b>	<b>14.67M</b>	<b>1.78M</b>

# August 2020



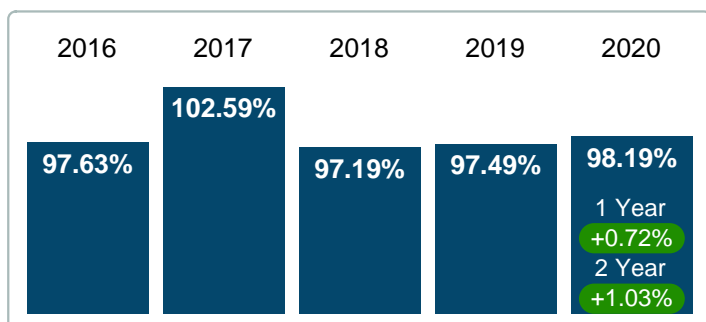
Area Delimited by County Of Rogers



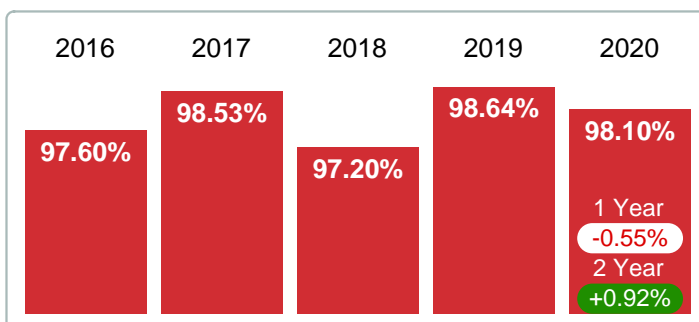
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Sep 11, 2020 for MLS Technology Inc.

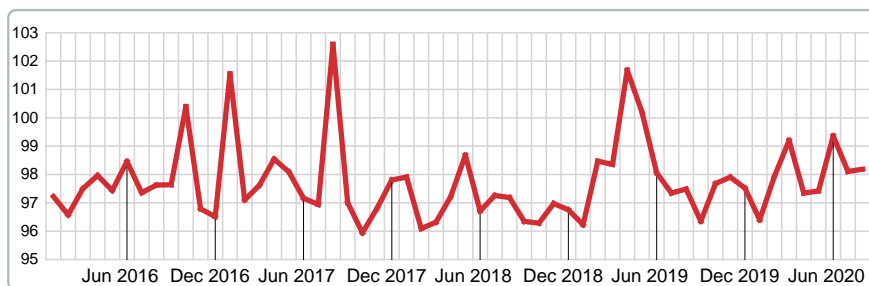
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

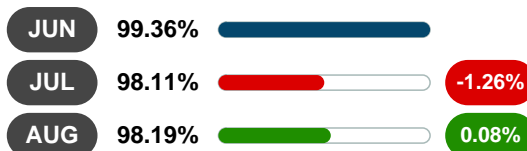


### 3 MONTHS

5 year AUG AVG = 98.61%

High Aug 2017 102.59% Low Oct 2017 95.94%

Average Sold/List Ratio this month at **98.19%**  
below the 5 yr AUG average of **98.61%**



## 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	11	6.71%	90.12%	90.12%	0.00%	0.00%	0.00%
\$50,001 - \$125,000	22	13.41%	97.20%	98.38%	96.03%	0.00%	0.00%
\$125,001 - \$150,000	16	9.76%	100.57%	100.50%	98.42%	128.70%	0.00%
\$150,001 - \$225,000	52	31.71%	99.10%	89.78%	100.10%	98.79%	0.00%
\$225,001 - \$275,000	21	12.80%	97.35%	83.01%	100.20%	98.91%	102.13%
\$275,001 - \$350,000	19	11.59%	99.07%	93.55%	99.28%	99.47%	0.00%
\$350,001 and up	23	14.02%	99.29%	96.00%	98.88%	100.30%	96.86%
Average Sold/List Ratio		98.20%		93.28%	99.12%	100.00%	98.17%
Total Closed Units	164	100%	98.20%	33	78	49	4
Total Closed Volume	36,126,481			4.64M	15.04M	14.67M	1.78M

# August 2020

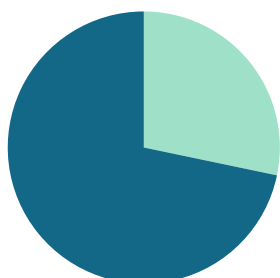
Area Delimited by County Of Rogers



## MARKET SUMMARY

Report produced on Sep 11, 2020 for MLS Technology Inc.

### INVENTORY

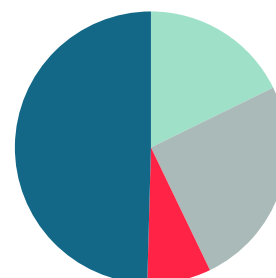


**Inventory**  
 New Listings  
**250 = 28.28%**  
 Start Inventory  
**634**  
 Total Inventory Units  
**884**  
 Volume  
**\$251,750,670**

### Market Activity

Closed Sales  
**164 = 17.75%**  
 Pending Sales  
**232 = 25.11%**  
 Other Off Market  
**70 = 7.58%**  
 Active Inventory  
**458 = 49.57%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	173	164	-5.20%	1,162	1,164	0.17%
Pending Sales	159	232	45.91%	1,246	1,369	9.87%
New Listings	290	250	-13.79%	2,086	1,799	-13.76%
Average List Price	186,503	224,149	20.19%	201,486	220,336	9.36%
Average Sale Price	182,318	220,283	20.82%	197,410	216,046	9.44%
Average Percent of Selling Price to List Price	97.49%	98.19%	0.72%	98.64%	98.10%	-0.55%
Average Days on Market to Sale	38.57	35.02	-9.20%	44.93	39.76	-11.50%
Monthly Inventory	935	458	-51.02%	935	458	-51.02%
Months Supply of Inventory	6.70	3.07	-54.19%	6.70	3.07	-54.19%

**Absorption:** Last 12 months, an Average of **149** Sales/Month

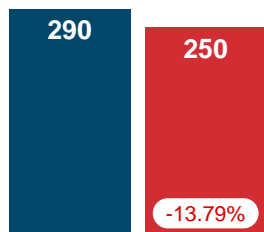
**Inventory** on August 31, 2020 = **458**

**2019** **2020**

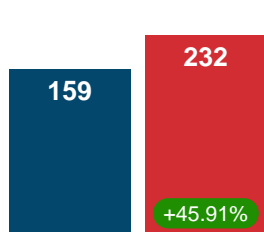
### AUGUST MARKET

### AVERAGE PRICES

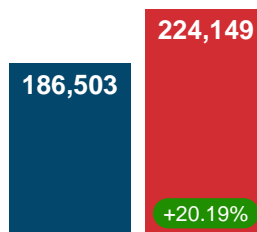
#### New Listings



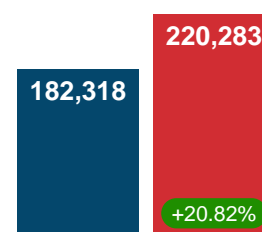
#### Pending Listings



#### List Price



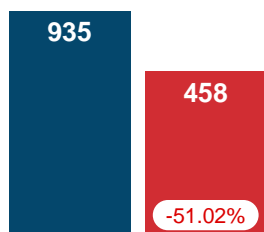
#### Sale Price



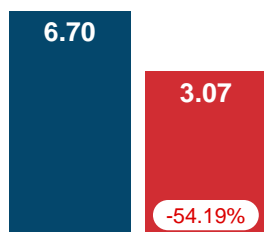
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

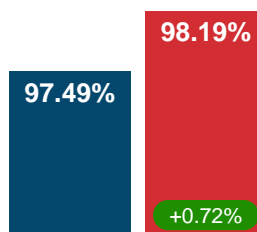
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

