

August 2020



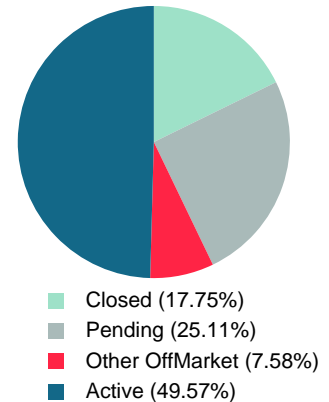
Area Delimited by County Of Rogers



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%
Median List Price	165,000	189,950	15.12%
Median Sale Price	164,900	190,750	15.68%
Median Percent of Selling Price to List Price	99.74%	100.00%	0.26%
Median Days on Market to Sale	20.00	8.50	-57.50%
End of Month Inventory	935	458	-51.02%
Months Supply of Inventory	6.70	3.07	-54.19%



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.

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 **15.68%** in August 2020 to \$190,750 versus the previous year at \$164,900.

Median Days on Market Shortens

The median number of **8.50** days that homes spent on the market before selling decreased by 11.50 days or **57.50%** in August 2020 compared to last year's same month at **20.00** DOM.

Sales Success for August 2020 is Positive

Overall, with Median 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.

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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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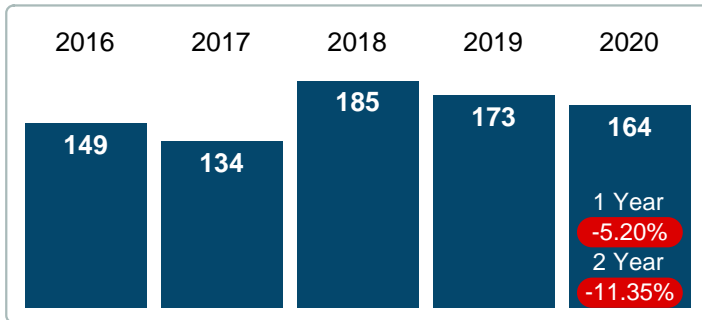
Area Delimited by County Of Rogers



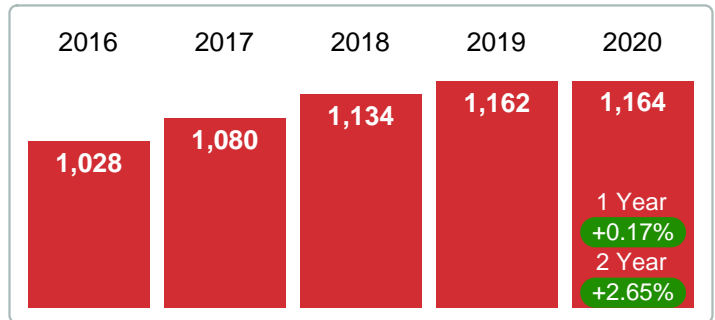
CLOSED LISTINGS

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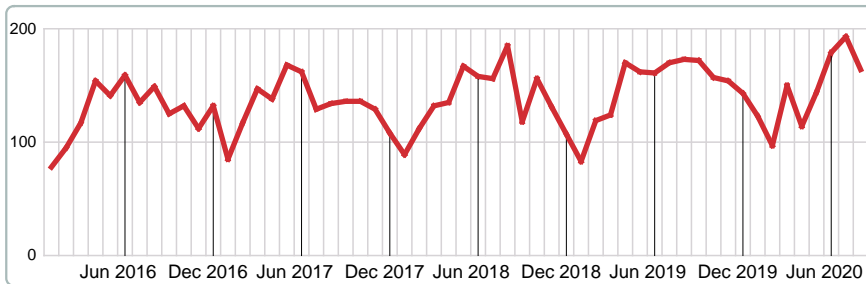
AUGUST



YEAR TO DATE (YTD)

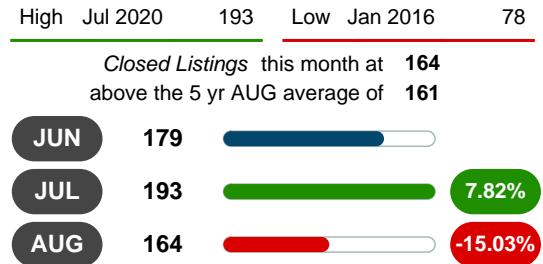


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 161



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	11	6.71%	54.0	11	0	0	0
\$50,001 - \$125,000	22	13.41%	7.5	11	11	0	0
\$125,001 - \$150,000	16	9.76%	5.0	2	13	1	0
\$150,001 - \$225,000	52	31.71%	7.0	3	33	16	0
\$225,001 - \$275,000	21	12.80%	5.0	3	9	8	1
\$275,001 - \$350,000	19	11.59%	8.0	1	9	9	0
\$350,001 and up	23	14.02%	46.0	2	3	15	3
Total Closed Units	164			33	78	49	4
Total Closed Volume	36,126,481	100%	8.5	4.64M	15.04M	14.67M	1.78M
Median Closed Price	\$190,750			\$75,000	\$179,250	\$275,000	\$407,500

August 2020



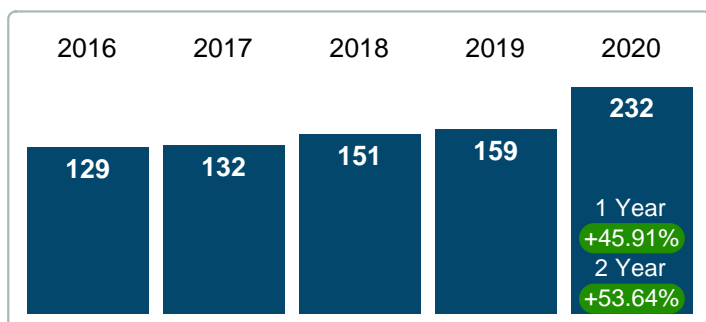
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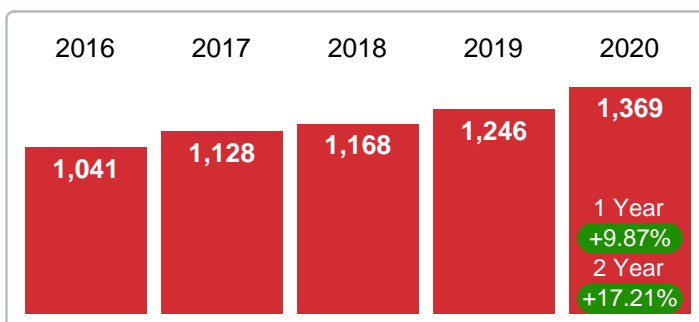
PENDING LISTINGS

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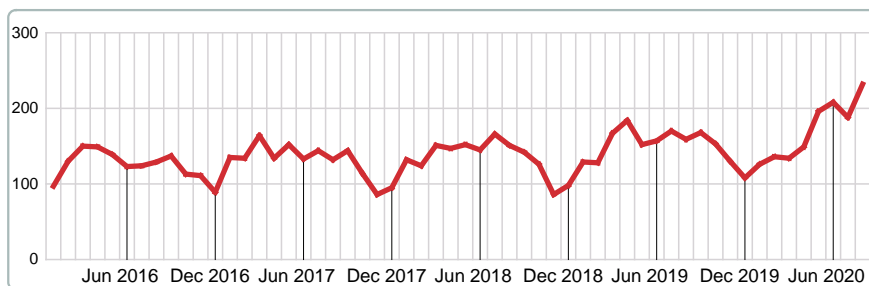
AUGUST



YEAR TO DATE (YTD)

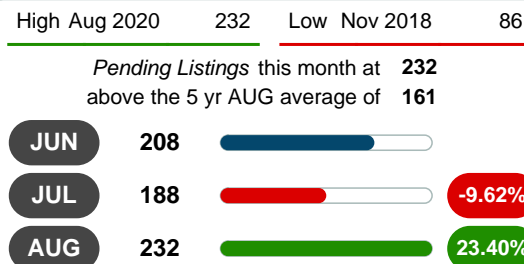


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 161



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	18	7.76%	17.5	13	3	2	0
\$50,001 - \$125,000	30	12.93%	7.0	18	10	2	0
\$125,001 - \$175,000	36	15.52%	10.5	6	24	6	0
\$175,001 - \$250,000	62	26.72%	9.5	5	31	24	2
\$250,001 - \$275,000	21	9.05%	5.0	2	8	10	1
\$275,001 - \$400,000	40	17.24%	15.0	3	11	21	5
\$400,001 and up	25	10.78%	25.0	1	2	14	8
Total Pending Units	232			48	89	79	16
Total Pending Volume	56,591,838	100%	10.5	8.59M	17.56M	23.33M	7.11M
Median Listing Price	\$206,000			\$110,000	\$189,000	\$269,900	\$387,450

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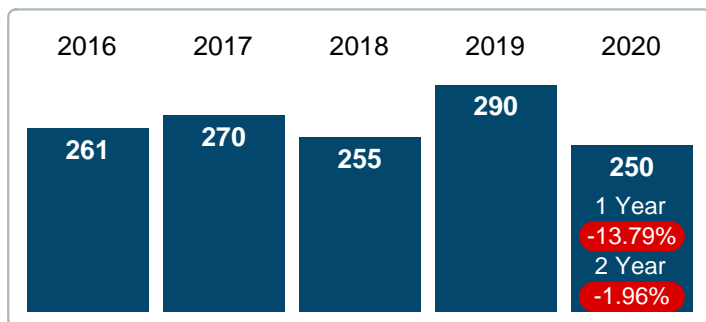
Area Delimited by County Of Rogers



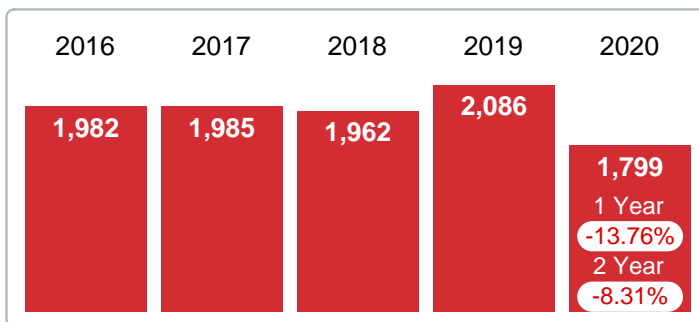
NEW LISTINGS

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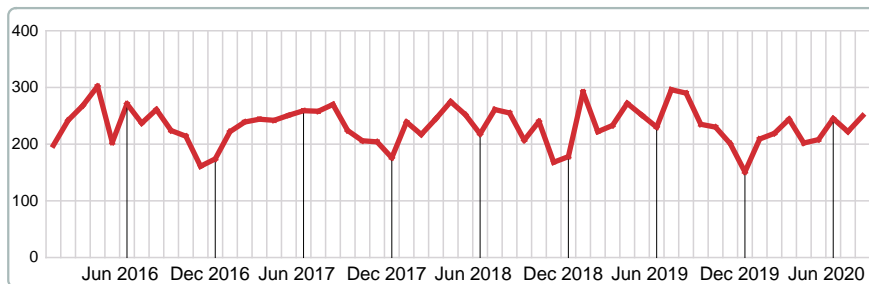
AUGUST



YEAR TO DATE (YTD)

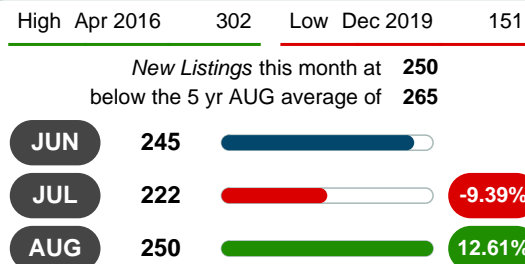


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 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
Total New Listed Units	250		59	98	77	16
Total New Listed Volume	65,971,943	100%	9.53M	21.61M	25.58M	9.26M
Median New Listed Listing Price	\$219,950		\$99,000	\$199,000	\$275,000	\$437,000

August 2020



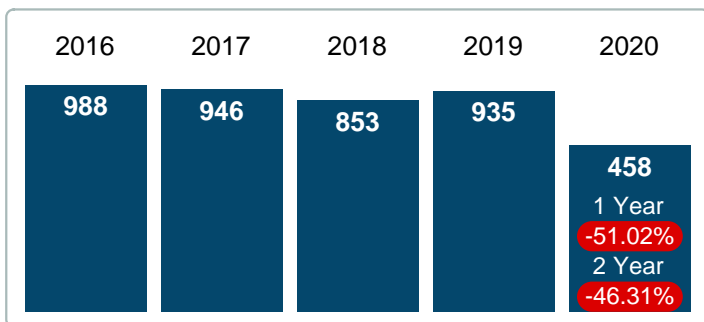
Area Delimited by County Of Rogers



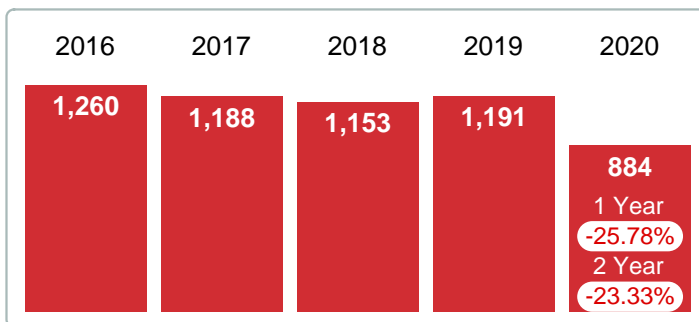
ACTIVE INVENTORY

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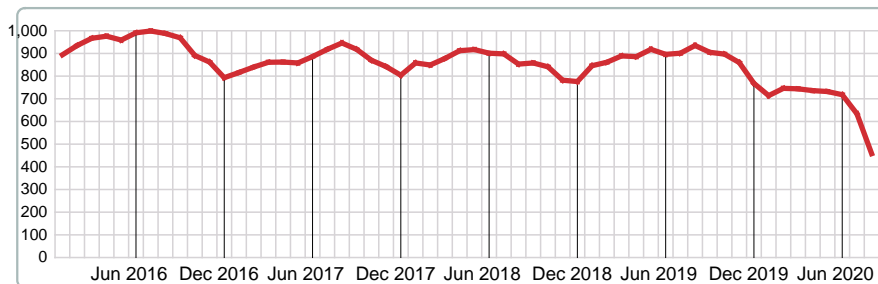
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	22	4.80%	77.5	13	5	4	0
\$25,001 - \$50,000	68	14.85%	68.0	58	8	1	1
\$50,001 - \$150,000	79	17.25%	62.0	55	19	5	0
\$150,001 - \$300,000	117	25.55%	46.0	33	49	33	2
\$300,001 - \$425,000	67	14.63%	48.0	6	15	37	9
\$425,001 - \$775,000	57	12.45%	59.0	13	10	22	12
\$775,001 and up	48	10.48%	92.5	18	3	10	17
Total Active Inventory by Units		458		196	109	112	41
Total Active Inventory by Volume		155,089,436	100%	49.73M	27.80M	43.17M	34.39M
Median Active Inventory Listing Price		\$223,200		\$85,000	\$219,900	\$345,503	\$684,900

August 2020



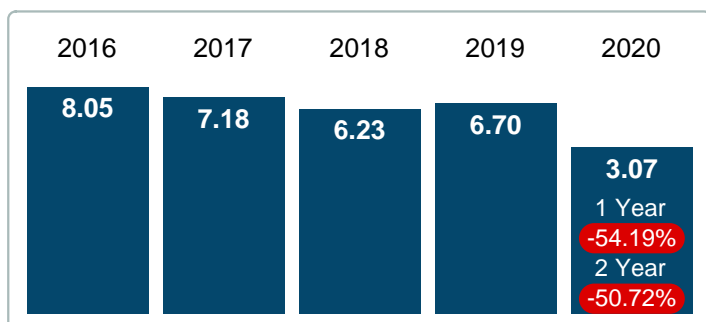
Area Delimited by County Of Rogers



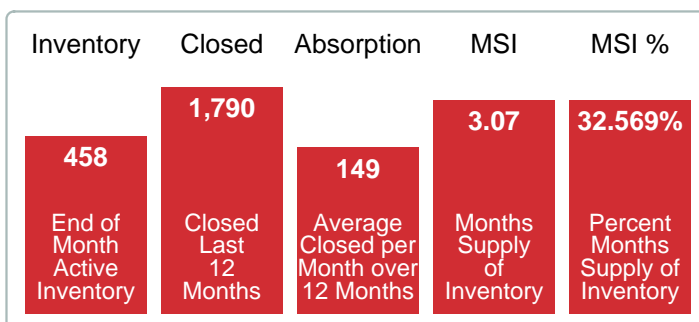
MONTHS SUPPLY of INVENTORY (MSI)

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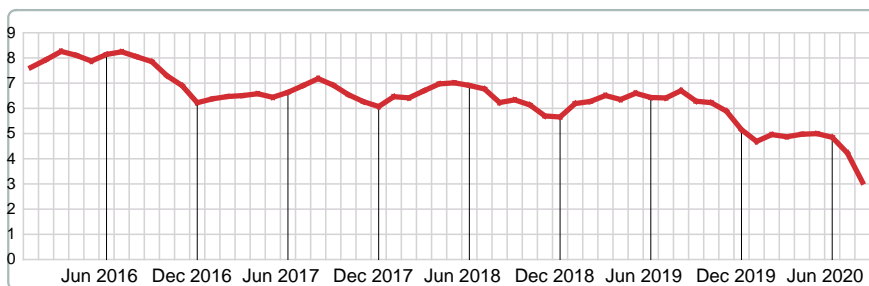
MSI FOR AUGUST



INDICATORS FOR AUGUST 2020

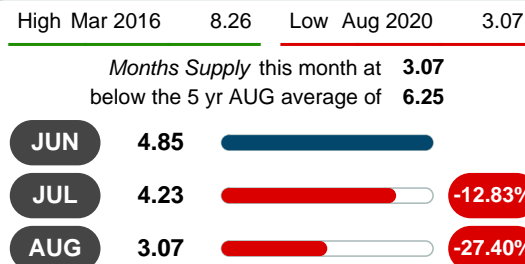


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 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	4.80%	2.78	3.00	1.67	6.86	0.00
\$25,001 - \$50,000	14.85%	8.59	8.49	10.67	3.00	0.00
\$50,001 - \$150,000	17.25%	2.04	4.82	0.79	1.88	0.00
\$150,001 - \$300,000	25.55%	1.73	6.00	1.28	1.47	1.71
\$300,001 - \$425,000	14.63%	3.81	24.00	3.16	3.44	4.91
\$425,001 - \$775,000	12.45%	6.77	39.00	8.57	4.98	4.80
\$775,001 and up	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%	458	196	109	112	41

August 2020



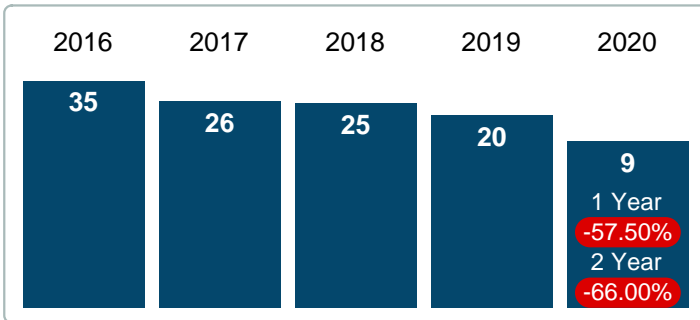
Area Delimited by County Of Rogers



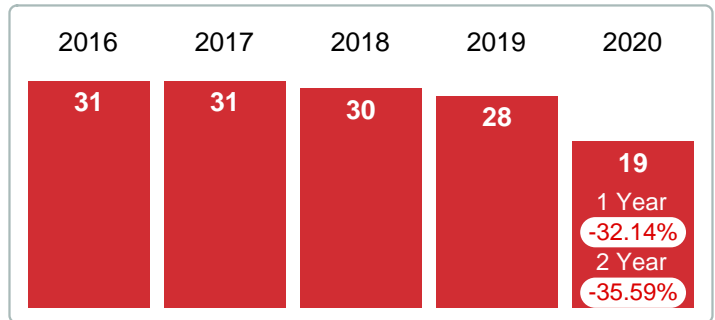
MEDIAN DAYS ON MARKET TO SALE

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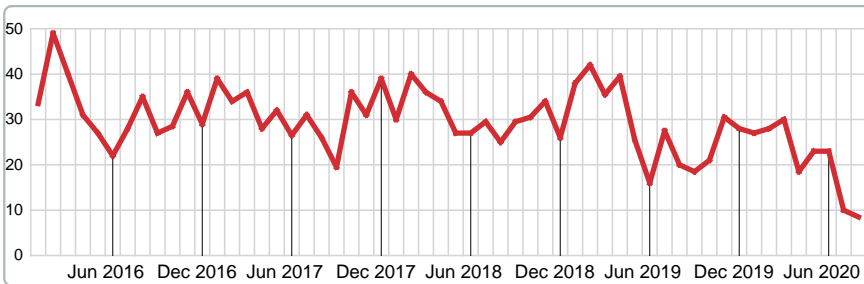
AUGUST



YEAR TO DATE (YTD)

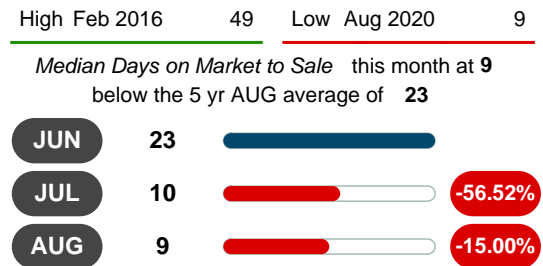


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 23



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	6.71%	54	54	0	0	0
\$50,001 - \$125,000	13.41%	8	9	4	0	0
\$125,001 - \$150,000	9.76%	5	5	4	11	0
\$150,001 - \$225,000	31.71%	7	30	5	21	0
\$225,001 - \$275,000	12.80%	5	18	8	4	4
\$275,001 - \$350,000	11.59%	8	117	18	6	0
\$350,001 and up	14.02%	46	106	47	35	132
Median Closed DOM		9	30	6	8	105
Total Closed Units	100%	164	33	78	49	4
Total Closed Volume		36,126,481	4.64M	15.04M	14.67M	1.78M

August 2020



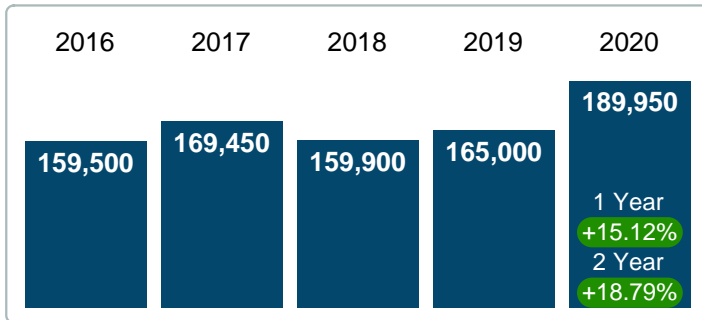
Area Delimited by County Of Rogers



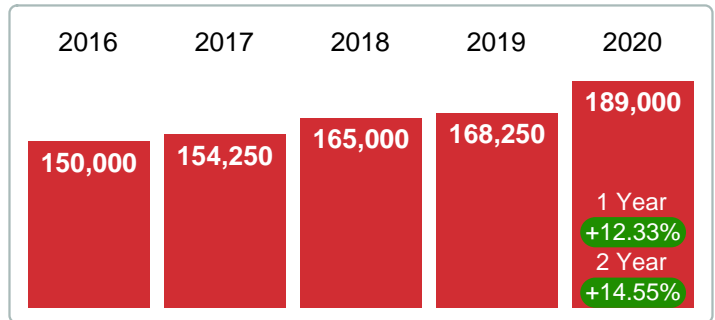
MEDIAN LIST PRICE AT CLOSING

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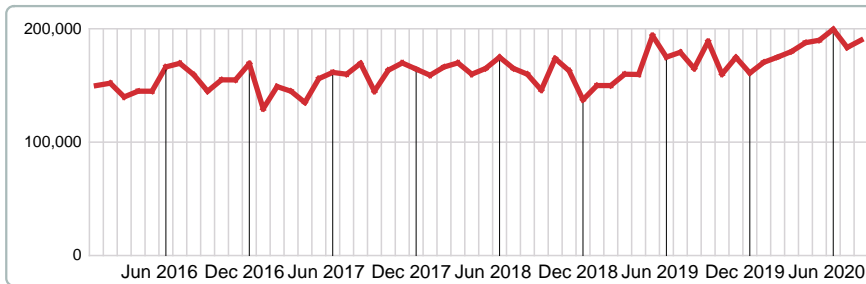
AUGUST



YEAR TO DATE (YTD)

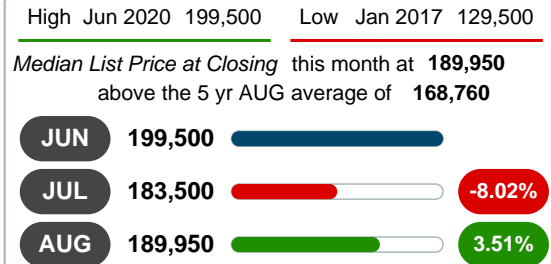


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 168,760



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	6.71%	37,500	37,500	0	0	0
\$50,001 - \$125,000	14.63%	92,500	79,950	112,900	104,500	0
\$125,001 - \$150,000	6.71%	135,000	139,900	133,750	0	0
\$150,001 - \$225,000	32.93%	180,500	170,000	178,852	189,161	0
\$225,001 - \$275,000	12.20%	257,330	255,000	262,488	257,330	235,000
\$275,001 - \$350,000	11.59%	293,986	310,000	293,986	289,900	0
\$350,001 and up	15.24%	409,999	647,000	365,000	409,999	459,999
Median List Price		189,950	79,900	178,852	275,000	417,500
Total Closed Units	100%	189,950	33	78	49	4
Total Closed Volume		36,760,438	5.06M	15.16M	14.72M	1.83M

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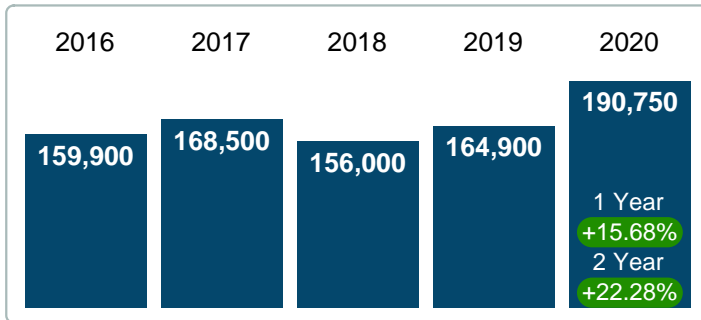
Area Delimited by County Of Rogers



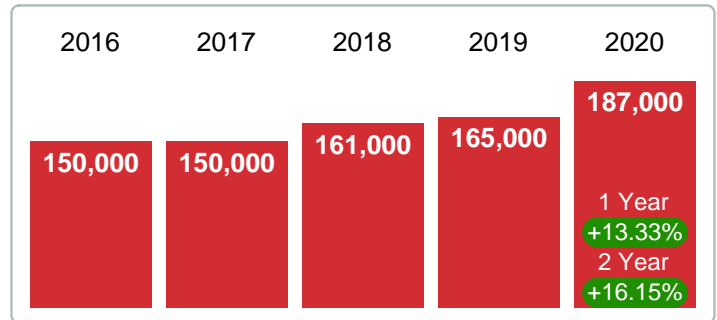
MEDIAN SOLD PRICE AT CLOSING

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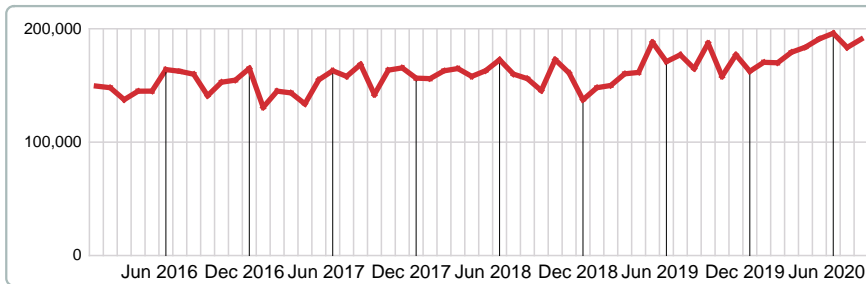
AUGUST



YEAR TO DATE (YTD)

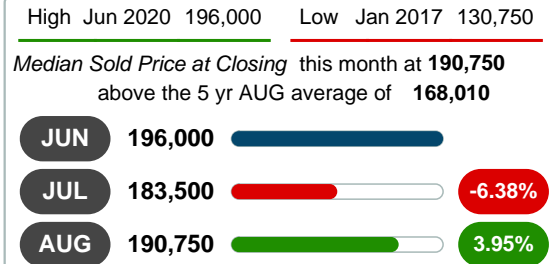


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 168,010



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	11	6.71%	30,000	30,000	0	0	0
\$50,001 - \$125,000	22	13.41%	88,750	75,000	107,500	0	0
\$125,001 - \$150,000	16	9.76%	135,500	133,000	136,000	134,490	0
\$150,001 - \$225,000	52	31.71%	186,953	160,000	181,000	188,318	0
\$225,001 - \$275,000	21	12.80%	252,000	250,000	263,000	252,000	240,000
\$275,001 - \$350,000	19	11.59%	290,000	290,000	295,000	289,000	0
\$350,001 and up	23	14.02%	409,999	780,000	365,000	409,999	450,000
Median Sold Price			190,750	75,000	179,250	275,000	407,500
Total Closed Units		100%	164	33	78	49	4
Total Closed Volume			36,126,481	4.64M	15.04M	14.67M	1.78M

August 2020



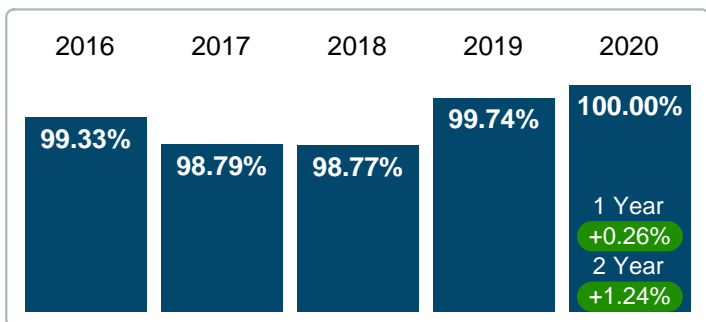
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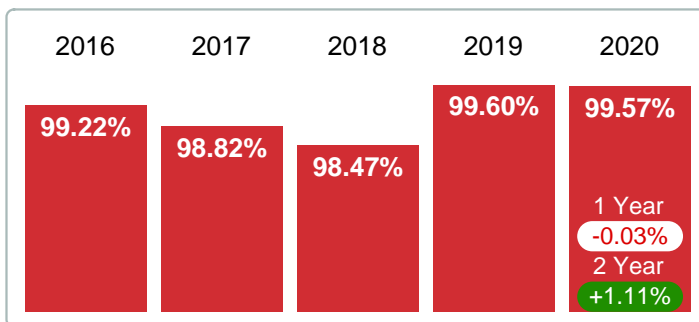
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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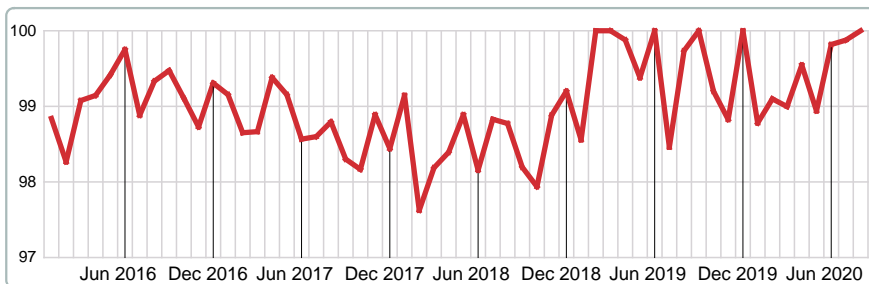
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

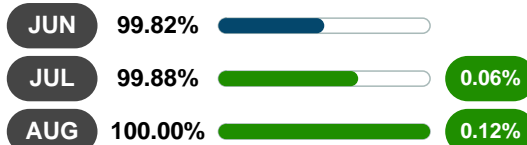


3 MONTHS

5 year AUG AVG = 99.33%

High Aug 2020 100.00% Low Feb 2018 97.62%

Median Sold/List Ratio this month at **100.00%** above the 5 yr AUG average of **99.33%**



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	11	6.71%	93.33%	93.33%	0.00%	0.00%	0.00%
\$50,001 - \$125,000	22	13.41%	97.12%	100.00%	96.15%	0.00%	0.00%
\$125,001 - \$150,000	16	9.76%	99.50%	100.50%	98.87%	128.70%	0.00%
\$150,001 - \$225,000	52	31.71%	100.00%	91.43%	100.00%	100.00%	0.00%
\$225,001 - \$275,000	21	12.80%	100.00%	96.15%	100.00%	100.00%	102.13%
\$275,001 - \$350,000	19	11.59%	100.00%	93.55%	100.00%	100.00%	0.00%
\$350,001 and up	23	14.02%	100.00%	96.00%	100.00%	100.08%	97.33%
Median Sold/List Ratio		100.00%		95.29%	100.00%	100.00%	97.58%
Total Closed Units		164	100%	33	78	49	4
Total Closed Volume		36,126,481		4.64M	15.04M	14.67M	1.78M

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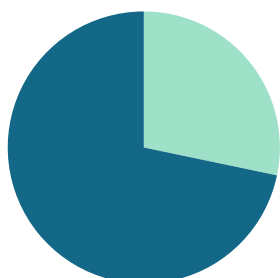
Area Delimited by County Of Rogers



MARKET SUMMARY

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

INVENTORY

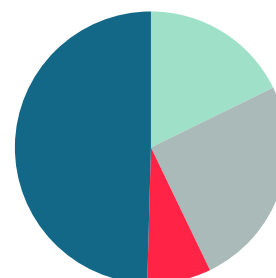


Inventory
 New Listings
250 = 28.28%
 Start Inventory
634
 Total Inventory Units
884
 Volume
\$251,750,670

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%
Median List Price	165,000	189,950	15.12%	168,250	189,000	12.33%
Median Sale Price	164,900	190,750	15.68%	165,000	187,000	13.33%
Median Percent of Selling Price to List Price	99.74%	100.00%	0.26%	99.60%	99.57%	-0.03%
Median Days on Market to Sale	20.00	8.50	-57.50%	28.00	19.00	-32.14%
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

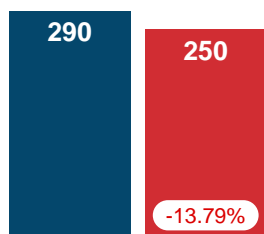
Inventory on August 31, 2020 = **458**

2019 **2020**

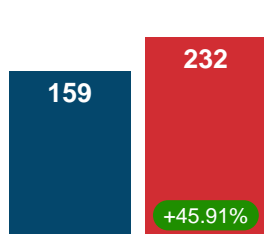
AUGUST MARKET

MEDIAN PRICES

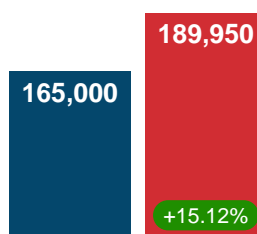
New Listings



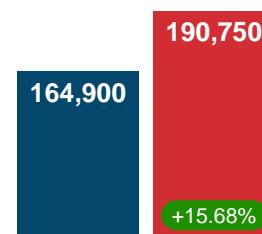
Pending Listings



List Price



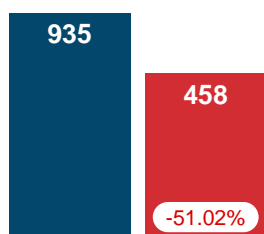
Sale Price



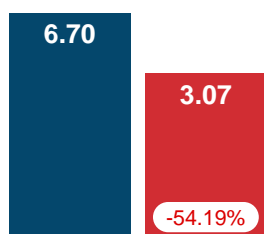
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

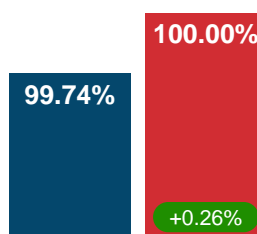
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

