



December 2020

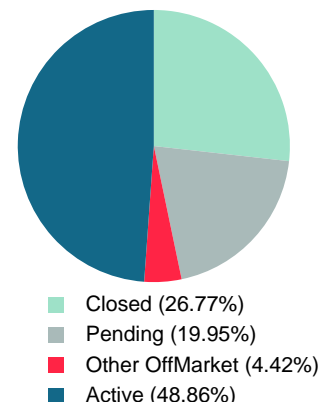
Area Delimited by County Of Rogers



MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2021 for MLS Technology Inc.

Compared Metrics	December		
	2019	2020	+/-%
Closed Listings	143	200	39.86%
Pending Listings	108	149	37.96%
New Listings	151	132	-12.58%
Median List Price	160,960	199,950	24.22%
Median Sale Price	162,469	199,450	22.76%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	28.00	7.00	-75.00%
End of Month Inventory	769	365	-52.54%
Months Supply of Inventory	5.16	2.33	-54.93%



Absorption: Last 12 months, an Average of **157** Sales/Month
Active Inventory as of December 31, 2020 = **365**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2020 decreased **52.54%** to 365 existing homes available for sale. Over the last 12 months this area has had an average of 157 closed sales per month. This represents an unsold inventory index of **2.33** 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 **22.76%** in December 2020 to \$199,450 versus the previous year at \$162,469.

Median Days on Market Shortens

The median number of **7.00** days that homes spent on the market before selling decreased by 21.00 days or **75.00%** in December 2020 compared to last year's same month at **28.00** DOM.

Sales Success for December 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 132 New Listings in December 2020, down **12.58%** from last year at 151. Furthermore, there were 200 Closed Listings this month versus last year at 143, a **39.86%** increase.

Closed versus Listed trends yielded a **151.5%** ratio, up from previous year's, December 2019, at **94.7%**, a **59.99%** 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



December 2020

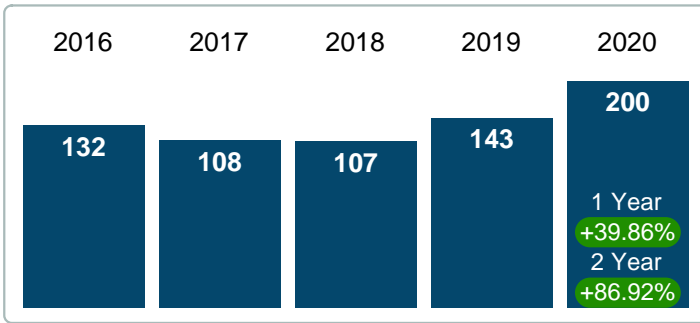
Area Delimited by County Of Rogers



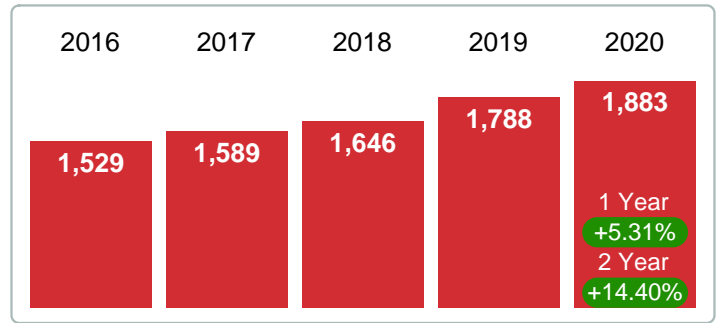
CLOSED LISTINGS

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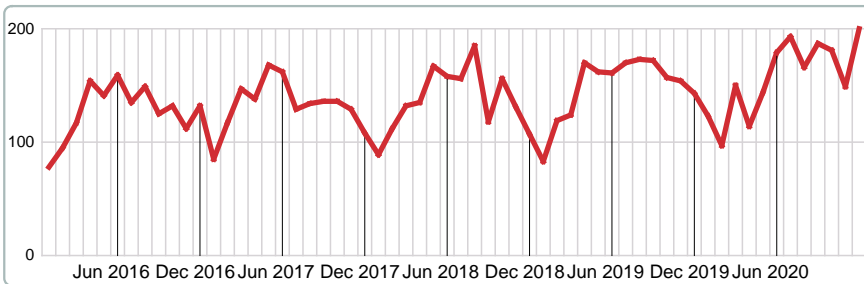
DECEMBER



YEAR TO DATE (YTD)

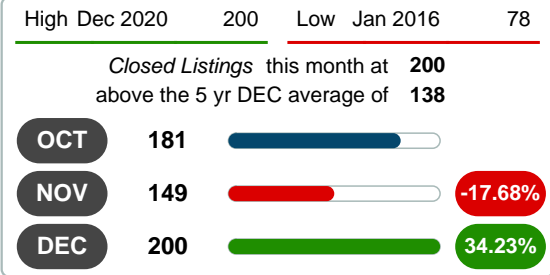


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 138



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	17	8.50%	4.0	15	1	1	0
\$75,001 - \$125,000	22	11.00%	6.0	8	11	3	0
\$125,001 - \$175,000	37	18.50%	7.0	5	30	1	1
\$175,001 - \$225,000	48	24.00%	5.0	4	31	13	0
\$225,001 - \$300,000	31	15.50%	3.0	1	18	11	1
\$300,001 - \$400,000	22	11.00%	7.5	0	4	15	3
\$400,001 and up	23	11.50%	24.0	3	4	11	5
Total Closed Units	200			36	99	55	10
Total Closed Volume	46,766,880	100%	7.0	5.23M	20.09M	17.06M	4.40M
Median Closed Price	\$199,450			\$105,000	\$187,500	\$290,000	\$407,500



December 2020

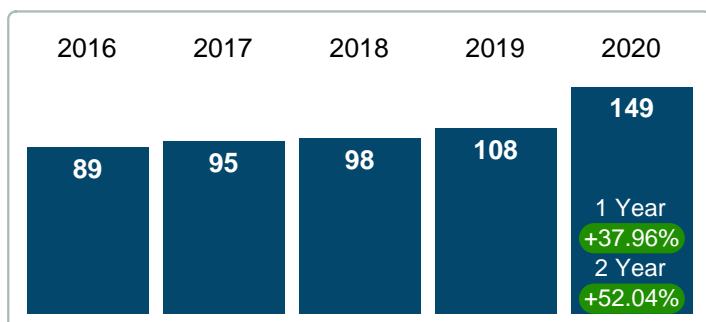
Area Delimited by County Of Rogers



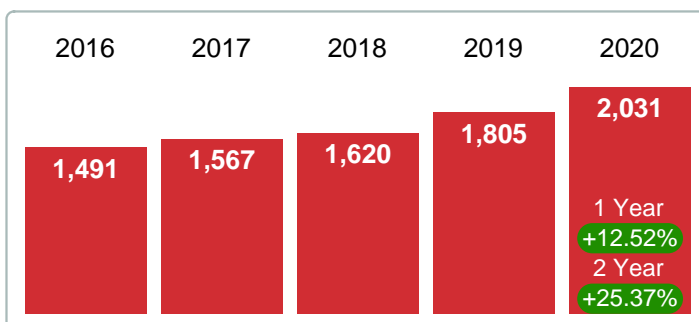
PENDING LISTINGS

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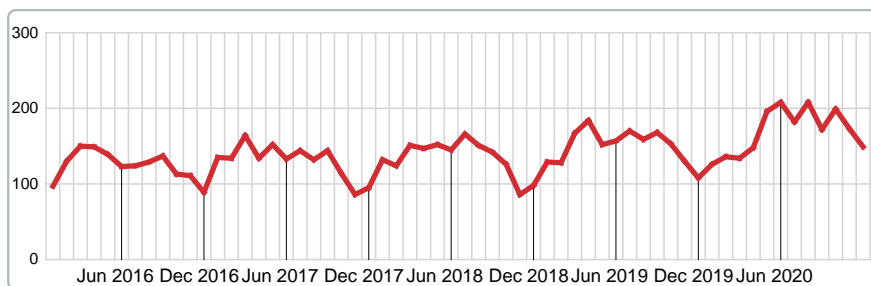
DECEMBER



YEAR TO DATE (YTD)

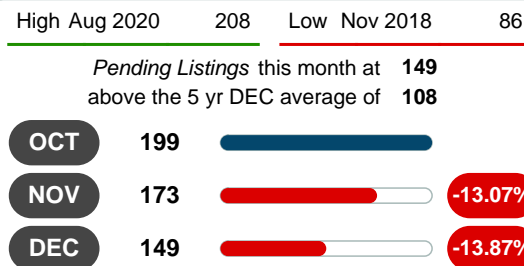


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 108



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	11	7.38%	133.0	10	1	0	0
\$75,001 - \$125,000	17	11.41%	55.0	7	9	1	0
\$125,001 - \$175,000	21	14.09%	7.0	1	16	4	0
\$175,001 - \$250,000	42	28.19%	13.0	3	22	16	1
\$250,001 - \$350,000	21	14.09%	50.0	2	10	7	2
\$350,001 - \$450,000	24	16.11%	3.5	2	4	18	0
\$450,001 and up	13	8.72%	45.0	2	2	6	3
Total Pending Units	149			27	64	52	6
Total Pending Volume	38,374,989	100%	24.0	4.96M	13.85M	16.98M	2.58M
Median Listing Price	\$214,900			\$86,500	\$188,700	\$313,600	\$409,325



December 2020

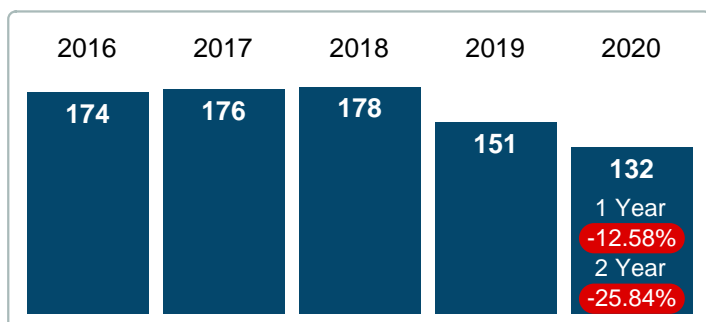
Area Delimited by County Of Rogers



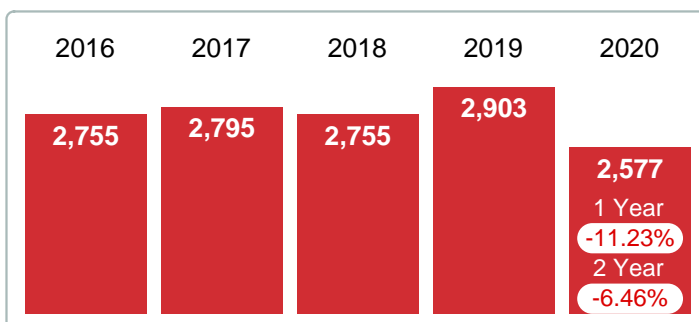
NEW LISTINGS

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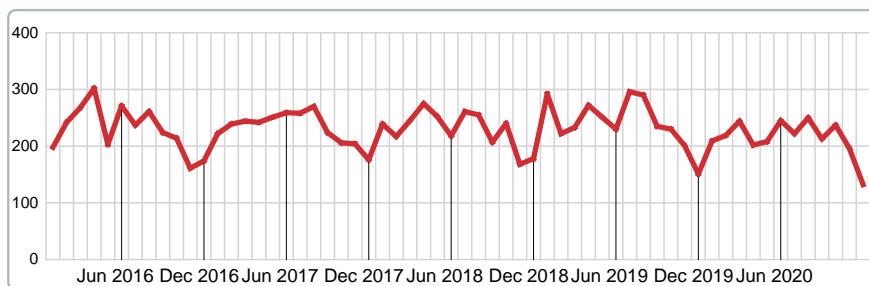
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

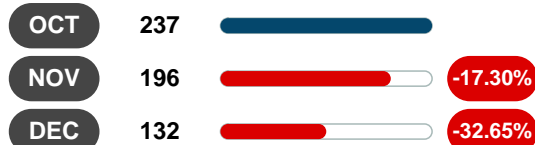


3 MONTHS

5 year DEC AVG = 162

High Apr 2016 302 Low Dec 2020 132

New Listings this month at 132
 below the 5 yr DEC average of 162



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	9	6.82%	8	1	0	0
\$50,001 - \$125,000	19	14.39%	12	7	0	0
\$125,001 - \$175,000	20	15.15%	4	15	1	0
\$175,001 - \$225,000	30	22.73%	3	15	12	0
\$225,001 - \$350,000	23	17.42%	5	10	7	1
\$350,001 - \$400,000	12	9.09%	0	1	11	0
\$400,001 and up	19	14.39%	3	4	8	4
Total New Listed Units	132		35	53	39	5
Total New Listed Volume	33,002,109	100%	6.59M	10.77M	12.70M	2.95M
Median New Listed Listing Price	\$201,500		\$110,000	\$187,500	\$319,500	\$559,900



December 2020

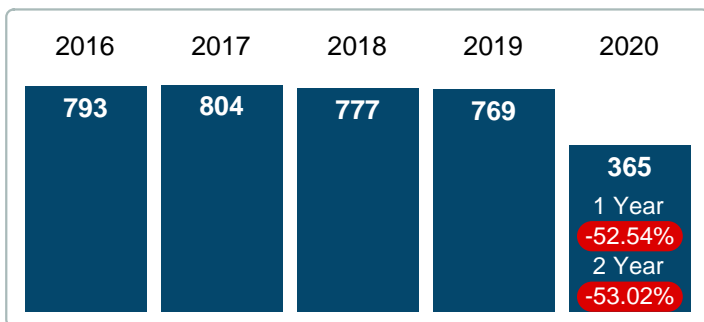
Area Delimited by County Of Rogers



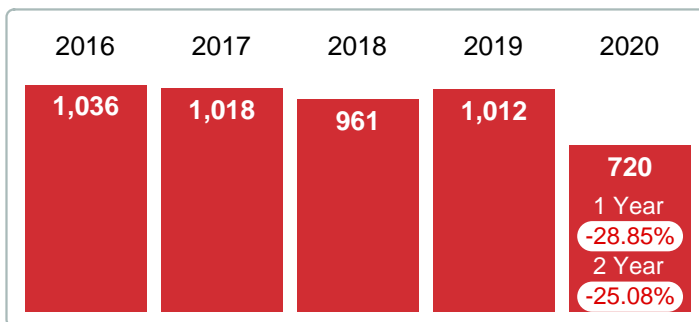
ACTIVE INVENTORY

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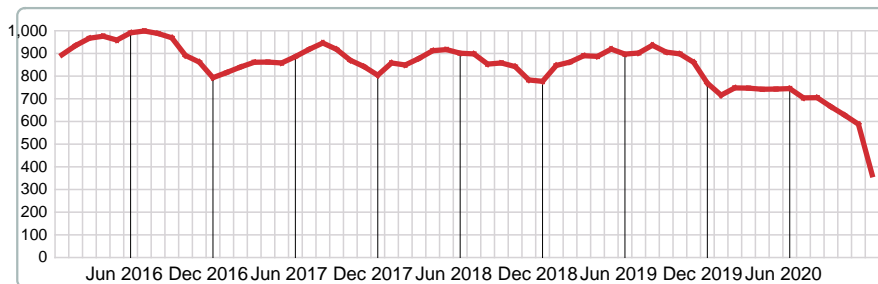
END OF DECEMBER



ACTIVE DURING DECEMBER

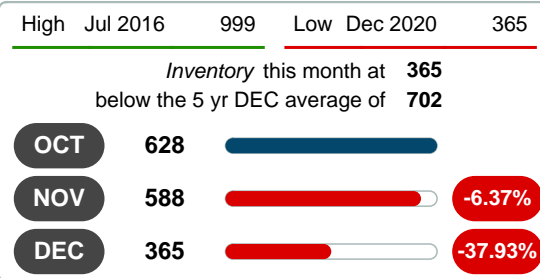


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 702



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	6.03%	113.0	5	12	5	0
\$25,001 - \$50,000	42	11.51%	121.0	42	0	0	0
\$50,001 - \$125,000	60	16.44%	51.5	44	15	0	1
\$125,001 - \$275,000	101	27.67%	47.0	38	44	19	0
\$275,001 - \$425,000	59	16.16%	75.0	12	17	28	2
\$425,001 - \$750,000	45	12.33%	97.0	10	11	12	12
\$750,001 and up	36	9.86%	127.0	15	2	6	13
Total Active Inventory by Units			365	166	101	70	28
Total Active Inventory by Volume			122,917,203	41.32M	24.20M	29.26M	28.14M
Median Active Inventory Listing Price			\$200,000	\$104,500	\$189,500	\$362,400	\$749,950

December 2020

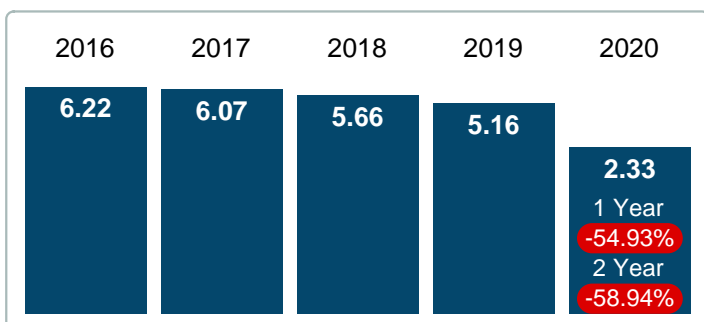
Area Delimited by County Of Rogers



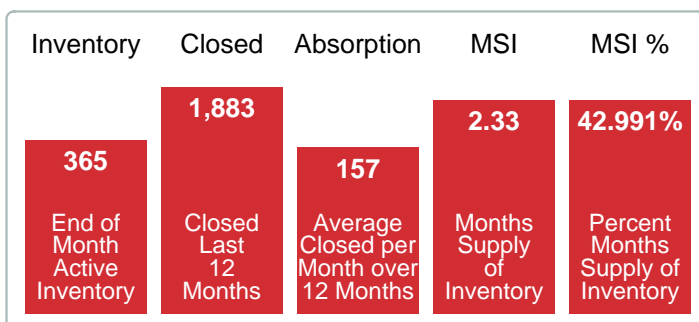
MONTHS SUPPLY of INVENTORY (MSI)

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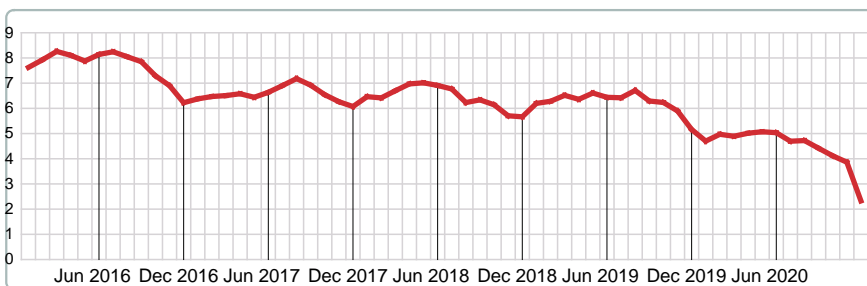
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2020

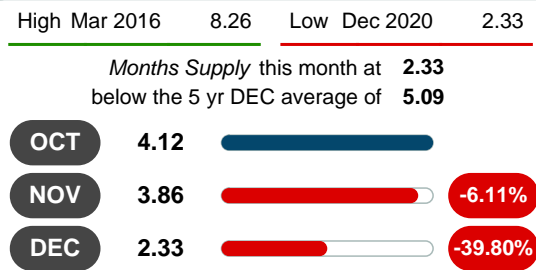


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 5.09



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	22	6.03%	4.63	1.62	8.00	30.00	0.00
\$25,001 - \$50,000	42	11.51%	3.91	4.75	0.00	0.00	0.00
\$50,001 - \$125,000	60	16.44%	2.59	4.44	1.31	0.00	12.00
\$125,001 - \$275,000	101	27.67%	1.32	6.25	0.89	0.95	0.00
\$275,001 - \$425,000	59	16.16%	1.98	20.57	1.94	1.60	0.69
\$425,001 - \$750,000	45	12.33%	4.43	15.00	7.76	2.22	4.50
\$750,001 and up	36	9.86%	18.00	45.00	12.00	8.00	17.33
Market Supply of Inventory (MSI)			2.33	5.63	1.36	1.52	3.78
Total Active Inventory by Units		100%	2.33	166	101	70	28



December 2020

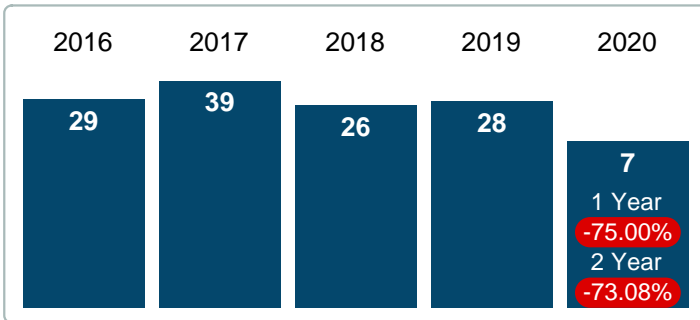
Area Delimited by County Of Rogers



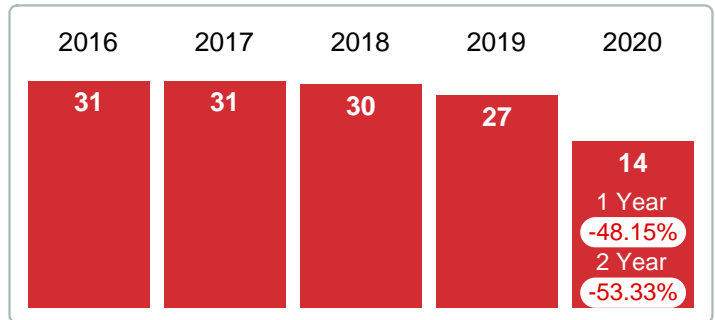
MEDIAN DAYS ON MARKET TO SALE

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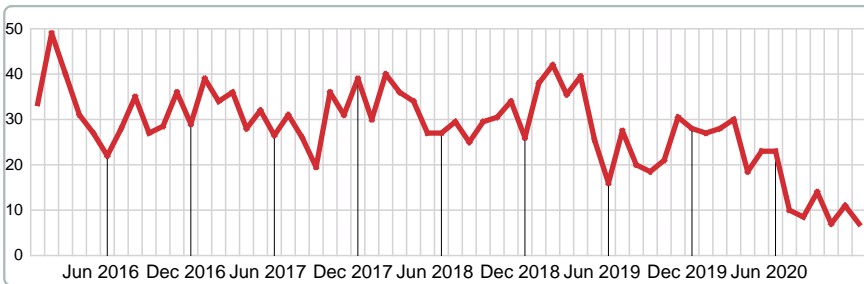
DECEMBER



YEAR TO DATE (YTD)

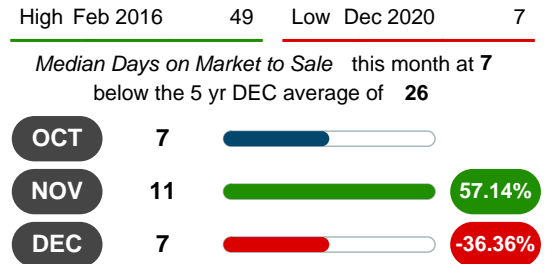


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 26



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	8.50%	4	4	125	1	0
\$75,001 - \$125,000	11.00%	6	4	5	58	0
\$125,001 - \$175,000	18.50%	7	37	7	5	45
\$175,001 - \$225,000	24.00%	5	3	8	5	0
\$225,001 - \$300,000	15.50%	3	86	4	3	3
\$300,001 - \$400,000	11.00%	8	0	3	8	98
\$400,001 and up	11.50%	24	45	11	24	81
Median Closed DOM		7	6	5	7	74
Total Closed Units	100%	200	36	99	55	10
Total Closed Volume		46,766,880	5.23M	20.09M	17.06M	4.40M



December 2020

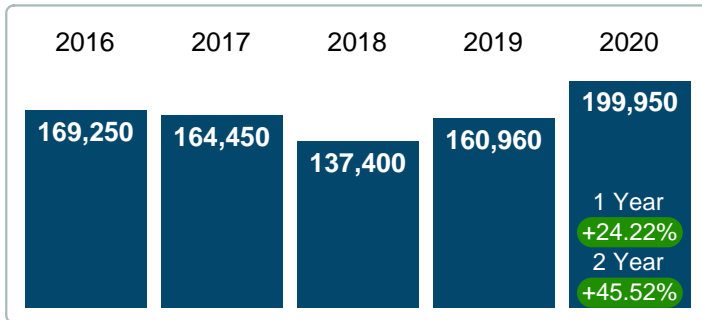
Area Delimited by County Of Rogers



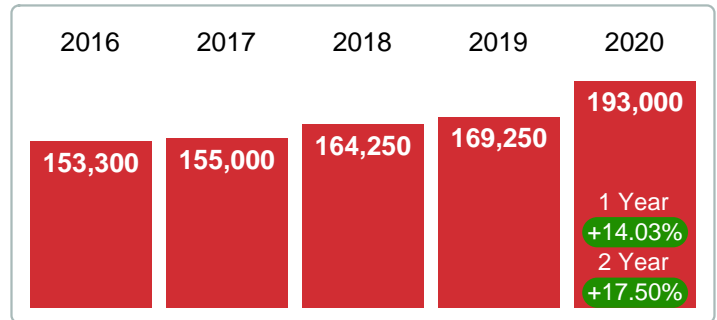
MEDIAN LIST PRICE AT CLOSING

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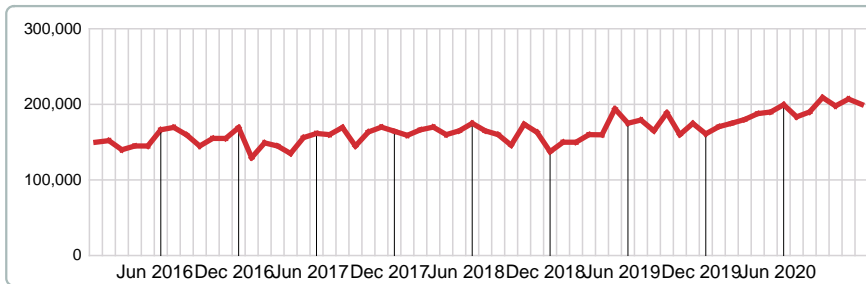
DECEMBER



YEAR TO DATE (YTD)

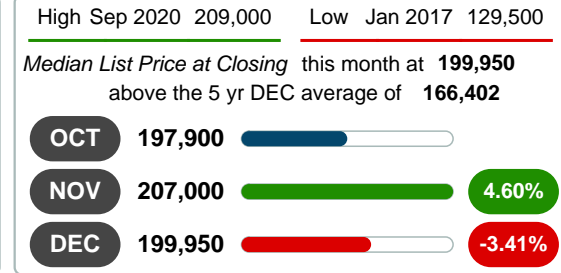


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 166,402



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	8.50%	45,500	45,500	57,500	32,500	0
\$75,001 - \$125,000	19	9.50%	115,000	115,000	117,000	89,900	0
\$125,001 - \$175,000	39	19.50%	159,900	158,500	159,900	159,000	163,000
\$175,001 - \$225,000	49	24.50%	199,900	200,000	199,000	212,825	0
\$225,001 - \$300,000	28	14.00%	257,450	0	265,000	249,500	294,900
\$300,001 - \$400,000	24	12.00%	341,000	315,000	308,598	350,000	394,000
\$400,001 and up	24	12.00%	462,000	560,000	467,350	459,500	442,450
Median List Price		199,950		107,500	187,500	305,000	410,000
Total Closed Units		200	100%	36	99	55	10
Total Closed Volume		47,460,582		5.46M	20.25M	17.20M	4.55M



December 2020

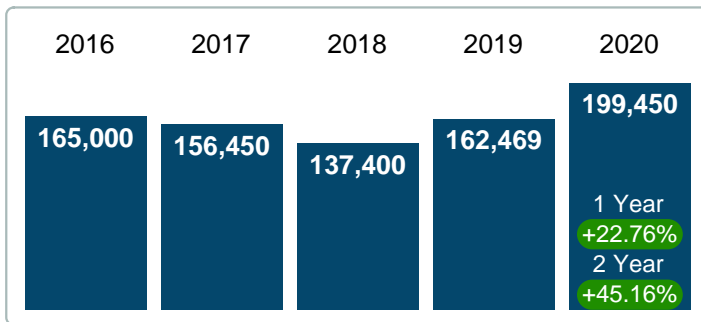
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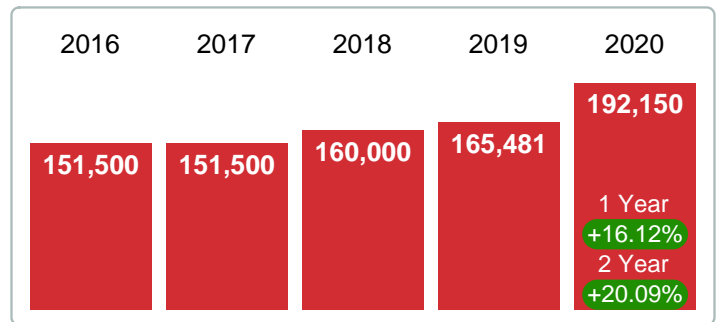
MEDIAN SOLD PRICE AT CLOSING

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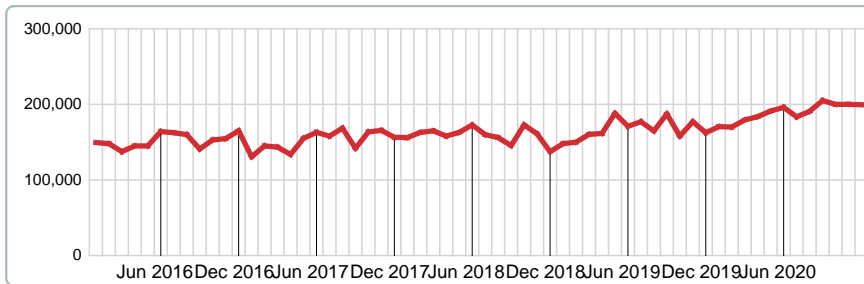
DECEMBER



YEAR TO DATE (YTD)

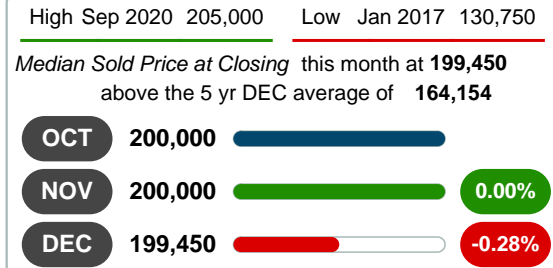


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 164,154



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	8.50%	44,362	44,362	47,000	32,500	0
\$75,001 - \$125,000	11.00%	110,000	110,000	110,000	108,000	0
\$125,001 - \$175,000	18.50%	158,000	160,000	158,000	137,000	160,000
\$175,001 - \$225,000	24.00%	199,450	210,000	198,016	213,000	0
\$225,001 - \$300,000	15.50%	255,000	250,000	259,250	255,000	295,500
\$300,001 - \$400,000	11.00%	364,000	0	308,598	359,999	390,000
\$400,001 and up	11.50%	464,000	464,000	455,000	464,627	450,000
Median Sold Price		199,450	105,000	187,500	290,000	407,500
Total Closed Units	100%	199,450	36	99	55	10
Total Closed Volume		46,766,880	5.23M	20.09M	17.06M	4.40M

December 2020

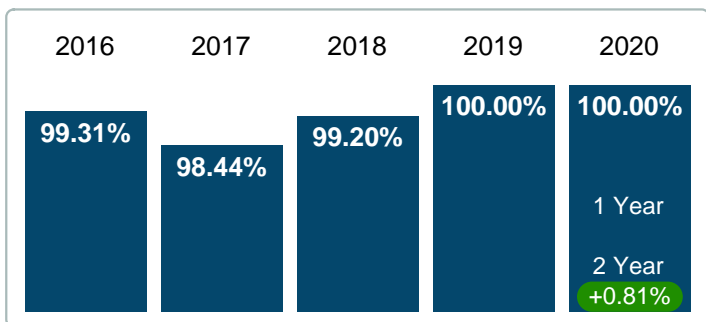
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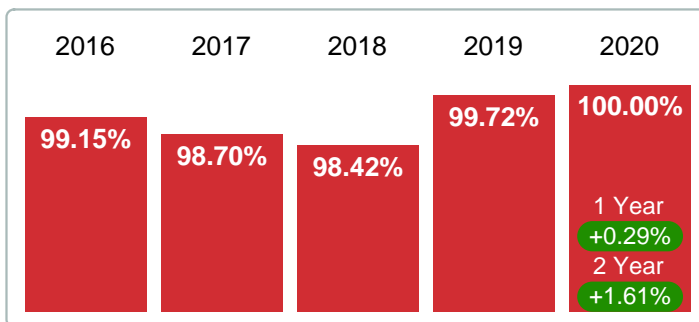
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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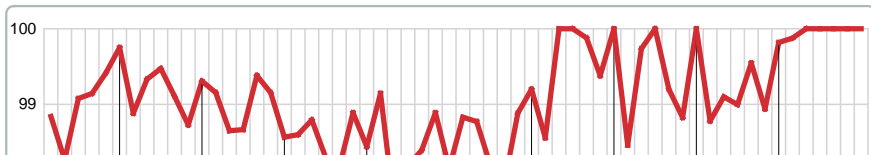
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 99.39%

High Dec 2020 100.00% Low Feb 2018 97.62%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr DEC average of **99.39%**

OCT 100.00%
NOV 100.00%
DEC 100.00%

0.00%
0.00%

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	17	8.50%	95.00%	95.00%	81.74%	100.00%	0.00%
\$75,001 - \$125,000	22	11.00%	100.00%	100.00%	97.58%	84.38%	0.00%
\$125,001 - \$175,000	37	18.50%	100.00%	96.97%	100.00%	86.16%	98.16%
\$175,001 - \$225,000	48	24.00%	100.00%	100.00%	100.00%	99.41%	0.00%
\$225,001 - \$300,000	31	15.50%	100.00%	79.37%	100.00%	98.70%	100.20%
\$300,001 - \$400,000	22	11.00%	100.00%	0.00%	100.00%	100.00%	97.74%
\$400,001 and up	23	11.50%	99.45%	100.00%	98.81%	99.45%	96.80%
Median Sold/List Ratio		100.00%		97.47%	100.00%	100.00%	97.95%
Total Closed Units		200	100%	36	99	55	10
Total Closed Volume		46,766,880		5.23M	20.09M	17.06M	4.40M



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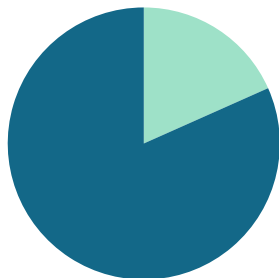
Area Delimited by County Of Rogers



MARKET SUMMARY

Report produced on Jan 11, 2021 for MLS Technology Inc.

INVENTORY

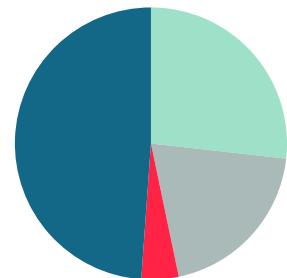


Inventory
 New Listings
132 = 18.33%
 Start Inventory
588
 Total Inventory Units
720
 Volume
\$209,242,694

Market Activity

Closed Sales
200 = 26.77%
 Pending Sales
149 = 19.95%
 Other Off Market
33 = 4.42%
 Active Inventory
365 = 48.86%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	143	200	39.86%	1,788	1,883	5.31%
Pending Sales	108	149	37.96%	1,805	2,031	12.52%
New Listings	151	132	-12.58%	2,903	2,577	-11.23%
Median List Price	160,960	199,950	24.22%	169,250	193,000	14.03%
Median Sale Price	162,469	199,450	22.76%	165,481	192,150	16.12%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	99.72%	100.00%	0.29%
Median Days on Market to Sale	28.00	7.00	-75.00%	27.00	14.00	-48.15%
Monthly Inventory	769	365	-52.54%	769	365	-52.54%
Months Supply of Inventory	5.16	2.33	-54.93%	5.16	2.33	-54.93%

Absorption: Last 12 months, an Average of **157** Sales/Month

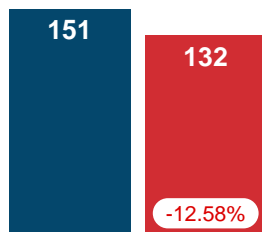
Inventory on December 31, 2020 = **365**

2019 **2020**

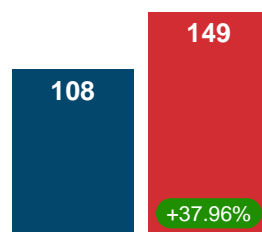
DECEMBER MARKET

MEDIAN PRICES

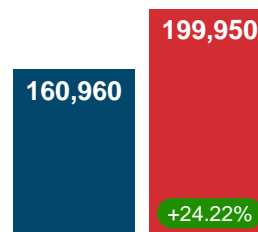
New Listings



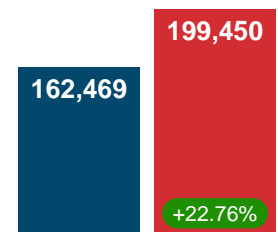
Pending Listings



List Price



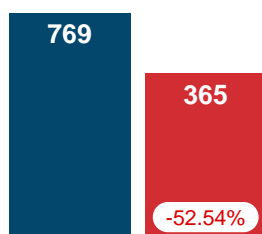
Sale Price



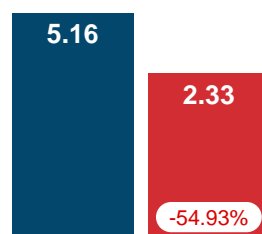
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

