

# February 2020

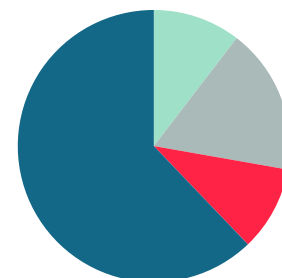
Area Delimited by County Of Rogers



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	February 2020	+/-%
Closed Listings	119	93	-21.85%
Pending Listings	127	155	22.05%
New Listings	220	218	-0.91%
Median List Price	149,900	175,000	16.74%
Median Sale Price	150,000	170,000	13.33%
Median Percent of Selling Price to List Price	100.00%	98.82%	-1.18%
Median Days on Market to Sale	42.00	29.00	-30.95%
End of Month Inventory	848	555	-34.55%
Months Supply of Inventory	6.20	3.75	-39.53%



■ Closed (10.41%)  
■ Pending (17.36%)  
■ Other OffMarket (10.08%)  
■ Active (62.15%)

**Absorption:** Last 12 months, an Average of **148** Sales/Month  
**Active Inventory** as of February 29, 2020 = **555**

### Analysis Wrap-Up

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

The total housing inventory at the end of February 2020 decreased **34.55%** to 555 existing homes available for sale. Over the last 12 months this area has had an average of 148 closed sales per month. This represents an unsold inventory index of **3.75** 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 **13.33%** in February 2020 to \$170,000 versus the previous year at \$150,000.

#### Median Days on Market Shortens

The median number of **29.00** days that homes spent on the market before selling decreased by 13.00 days or **30.95%** in February 2020 compared to last year's same month at **42.00** DOM.

#### Sales Success for February 2020 is Positive

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

There were 218 New Listings in February 2020, down **0.91%** from last year at 220. Furthermore, there were 93 Closed Listings this month versus last year at 119, a **-21.85%** decrease.

Closed versus Listed trends yielded a **42.7%** ratio, down from previous year's, February 2019, at **54.1%**, a **21.13%** 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>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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

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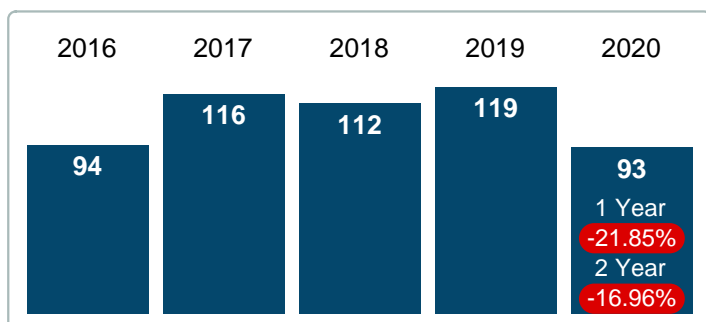
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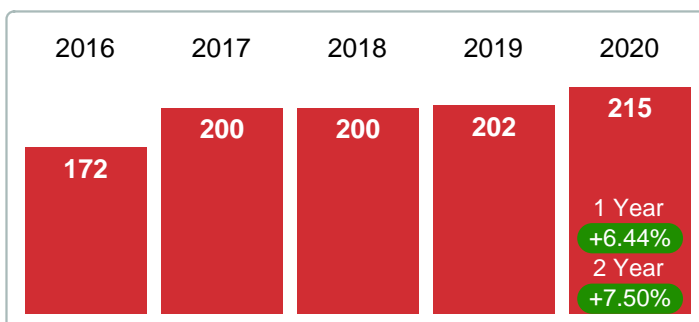
## CLOSED LISTINGS

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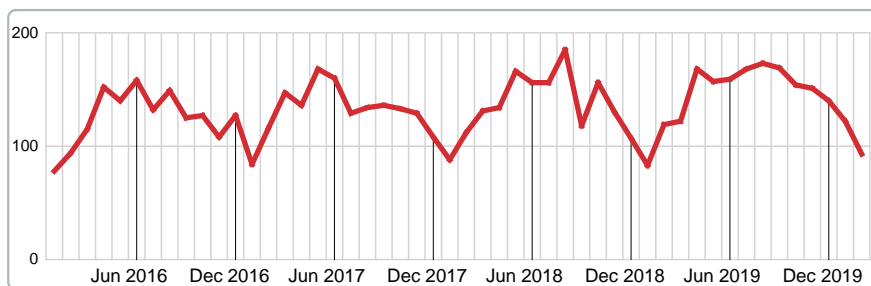
### FEBRUARY



### YEAR TO DATE (YTD)

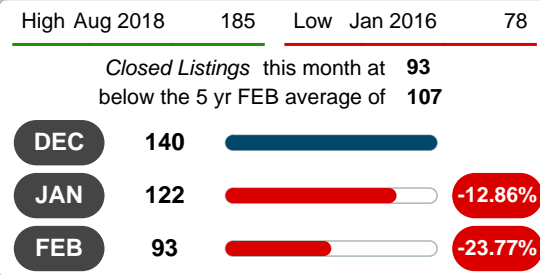


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 107



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$75,000	20	21.51%	35.0	12	8	0	0
\$75,001-\$125,000	14	15.05%	5.0	7	7	0	0
\$125,001-\$225,000	24	25.81%	18.0	1	19	4	0
\$225,001-\$300,000	14	15.05%	37.0	0	8	5	1
\$300,001-\$400,000	10	10.75%	81.5	0	4	5	1
\$400,001 and up	11	11.83%	7.0	0	1	6	4
<b>Total Closed Units</b>	<b>93</b>			<b>20</b>	<b>47</b>	<b>20</b>	<b>6</b>
<b>Total Closed Volume</b>	<b>19,505,811</b>	<b>100%</b>	<b>29.0</b>	<b>1.18M</b>	<b>8.10M</b>	<b>6.52M</b>	<b>3.70M</b>
<b>Median Closed Price</b>	<b>\$170,000</b>			<b>\$42,763</b>	<b>\$168,000</b>	<b>\$339,500</b>	<b>\$493,388</b>

# February 2020



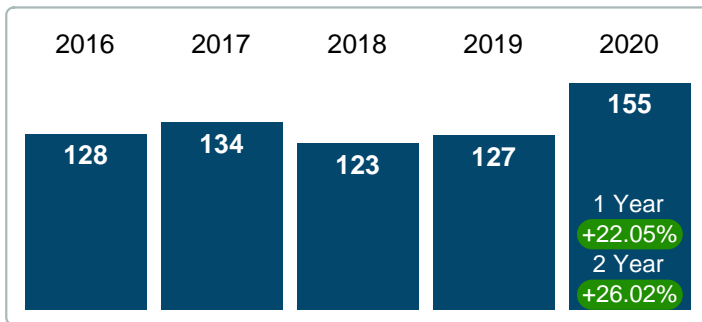
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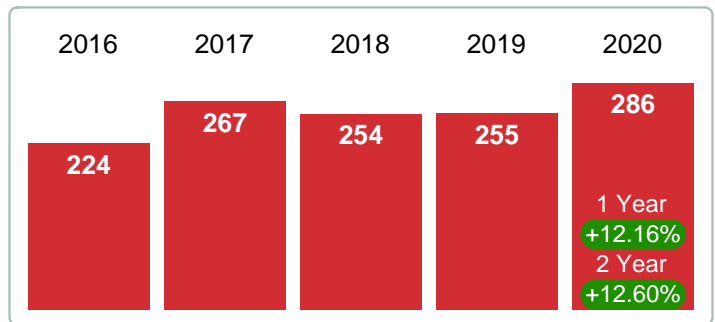
## PENDING LISTINGS

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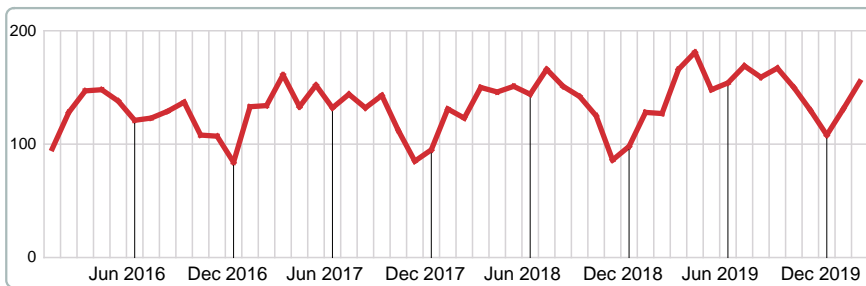
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 133

High Apr 2019 181 Low Dec 2016 84

Pending Listings this month at 155  
above the 5 yr FEB average of 133



### 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	13	8.39%	16.0	8	4	1	0
\$50,001 - \$100,000	15	9.68%	13.0	8	6	1	0
\$100,001 - \$150,000	29	18.71%	19.0	8	20	1	0
\$150,001 - \$175,000	22	14.19%	48.0	3	17	2	0
\$175,001 - \$250,000	41	26.45%	20.0	4	20	17	0
\$250,001 - \$325,000	17	10.97%	22.0	0	6	11	0
\$325,001 and up	18	11.61%	22.5	1	1	12	4
<b>Total Pending Units</b>	<b>155</b>			<b>32</b>	<b>74</b>	<b>45</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>30,780,046</b>	<b>100%</b>	<b>21.0</b>	<b>4.27M</b>	<b>12.28M</b>	<b>12.16M</b>	<b>2.07M</b>
<b>Median Listing Price</b>	<b>\$174,900</b>			<b>\$101,500</b>	<b>\$160,950</b>	<b>\$254,900</b>	<b>\$497,500</b>

# February 2020



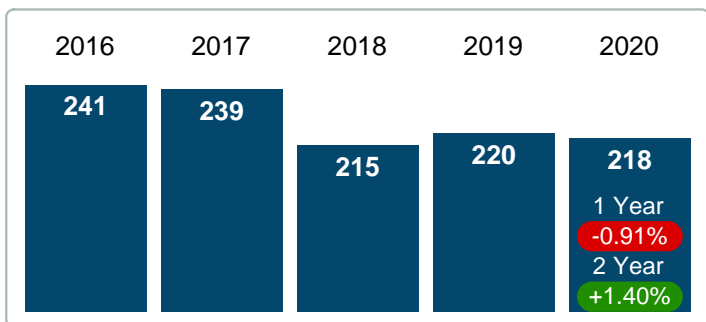
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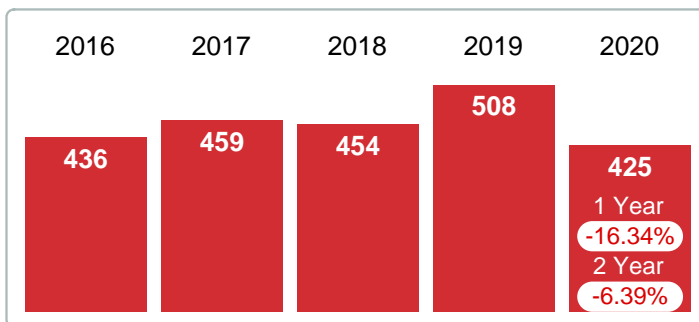
## NEW LISTINGS

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

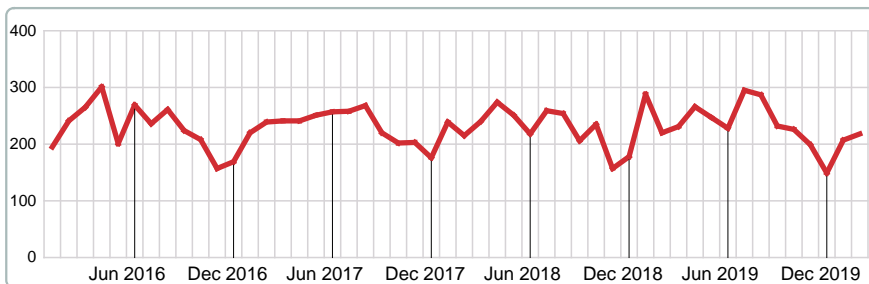
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 227

High Apr 2016 301 Low Dec 2019 149

New Listings this month at **218**  
below the 5 yr FEB average of **227**



### 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	12	5.50%	5	4	3	0
\$25,001 - \$50,000	33	15.14%	31	2	0	0
\$50,001 - \$125,000	30	13.76%	16	10	3	1
\$125,001 - \$225,000	56	25.69%	13	33	10	0
\$225,001 - \$325,000	36	16.51%	1	19	14	2
\$325,001 - \$475,000	26	11.93%	1	5	17	3
\$475,001 and up	25	11.47%	9	1	8	7
<b>Total New Listed Units</b>	<b>218</b>		<b>76</b>	<b>74</b>	<b>55</b>	<b>13</b>
<b>Total New Listed Volume</b>	<b>53,016,602</b>	<b>100%</b>	<b>14.45M</b>	<b>14.52M</b>	<b>17.98M</b>	<b>6.06M</b>
<b>Median New Listed Listing Price</b>	<b>\$184,700</b>		<b>\$56,500</b>	<b>\$171,200</b>	<b>\$290,000</b>	<b>\$479,999</b>

# February 2020



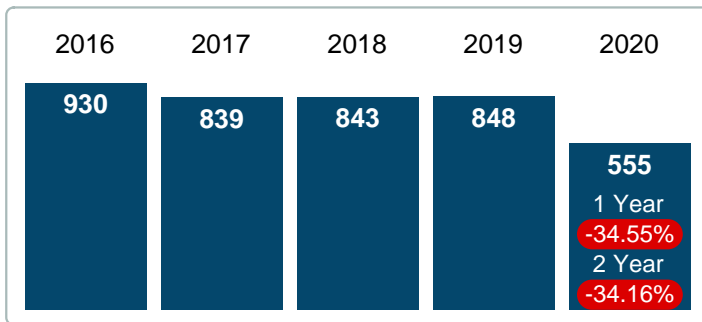
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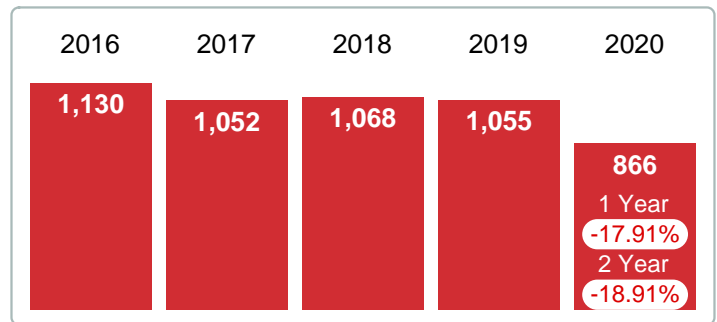
## ACTIVE INVENTORY

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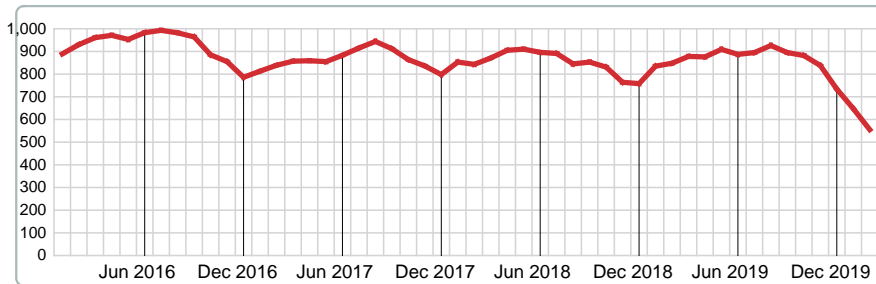
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

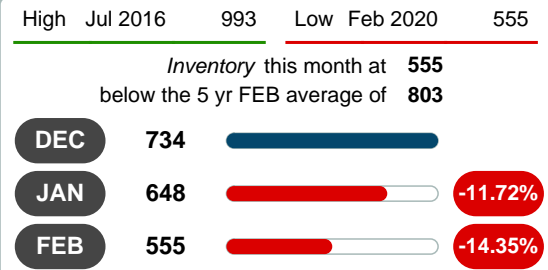


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 803



### 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	29	5.23%	64.0	20	5	4	0
\$25,001 - \$50,000	90	16.22%	72.5	86	3	1	0
\$50,001 - \$125,000	84	15.14%	83.0	56	22	5	1
\$125,001 - \$250,000	135	24.32%	53.0	41	63	28	3
\$250,001 - \$375,000	92	16.58%	66.0	15	27	43	7
\$375,001 - \$575,000	68	12.25%	74.0	9	7	41	11
\$575,001 and up	57	10.27%	71.0	22	6	14	15
Total Active Inventory by Units		555		249	133	136	37
Total Active Inventory by Volume		162,377,633	100%	53.75M	30.68M	49.99M	27.96M
Median Active Inventory Listing Price		\$190,000		\$72,000	\$186,955	\$350,000	\$529,000

# February 2020



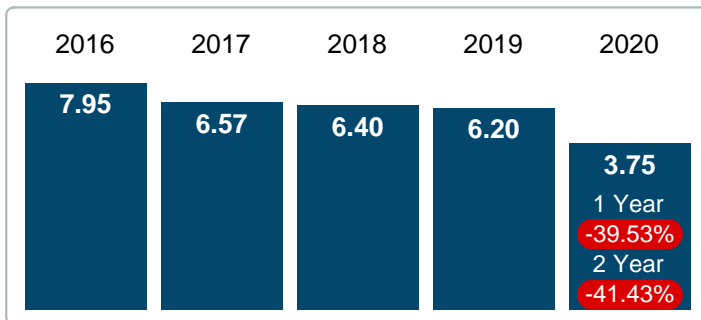
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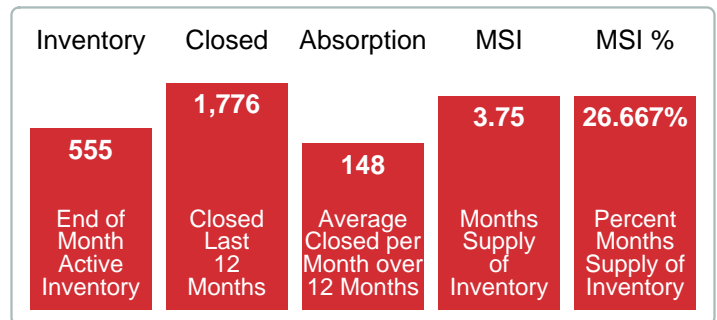
## MONTHS SUPPLY of INVENTORY (MSI)

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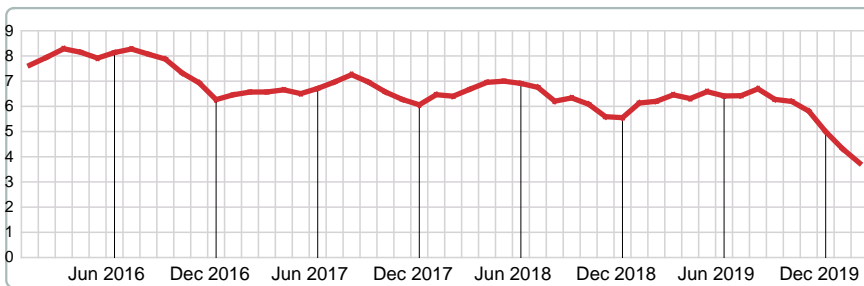
### MSI FOR FEBRUARY



### INDICATORS FOR FEBRUARY 2020

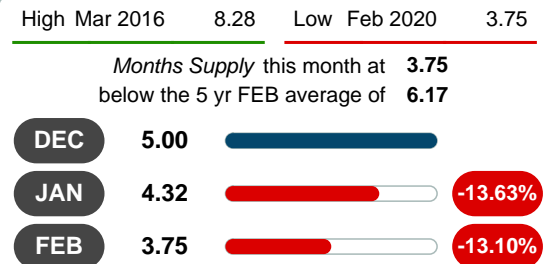


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 6.17



### 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	29	5.23%	2.54	3.53	1.20	2.82	0.00
\$25,001 - \$50,000	90	16.22%	15.88	19.47	3.60	2.40	0.00
\$50,001 - \$125,000	84	15.14%	3.19	5.60	1.51	3.00	12.00
\$125,001 - \$250,000	135	24.32%	2.03	6.93	1.47	1.71	2.57
\$250,001 - \$375,000	92	16.58%	3.94	25.71	3.60	3.33	3.00
\$375,001 - \$575,000	68	12.25%	6.09	21.60	3.65	5.93	5.74
\$575,001 and up	57	10.27%	15.55	66.00	36.00	8.00	10.59
Market Supply of Inventory (MSI)			3.75	9.11	1.85	3.28	5.22
Total Active Inventory by Units		100%	3.75	249	133	136	37

# February 2020

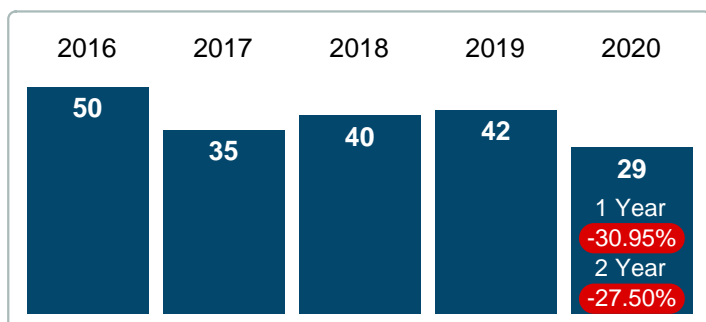
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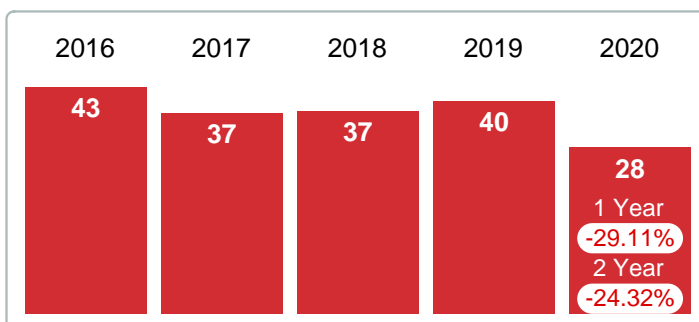
## MEDIAN DAYS ON MARKET TO SALE

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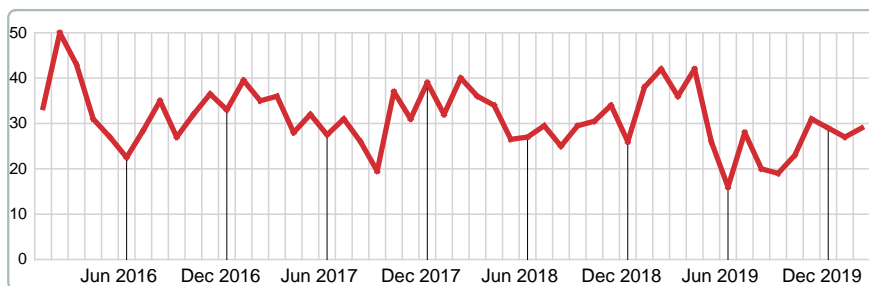
### FEBRUARY



### YEAR TO DATE (YTD)

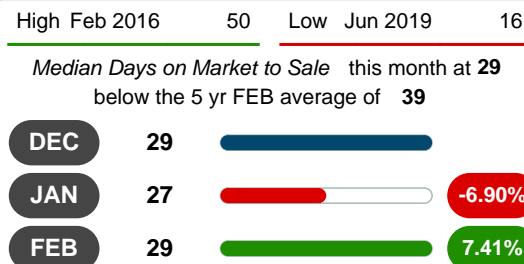


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 39



### 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
\$0 and less	0	0.00%	71	0	0	0	0
\$1-\$75,000	20	21.51%	35	45	14	0	0
\$75,001-\$125,000	14	15.05%	5	2	6	0	0
\$125,001-\$225,000	24	25.81%	18	47	17	41	0
\$225,001-\$300,000	14	15.05%	37	0	54	28	29
\$300,001-\$400,000	10	10.75%	82	0	118	26	77
\$400,001 and up	11	11.83%	7	0	6	5	79
<b>Median Closed DOM</b>	<b>29</b>			<b>32</b>	<b>19</b>	<b>24</b>	<b>54</b>
<b>Total Closed Units</b>	<b>93</b>	<b>100%</b>	<b>29.0</b>	<b>20</b>	<b>47</b>	<b>20</b>	<b>6</b>
<b>Total Closed Volume</b>	<b>19,505,811</b>			<b>1.18M</b>	<b>8.10M</b>	<b>6.52M</b>	<b>3.70M</b>

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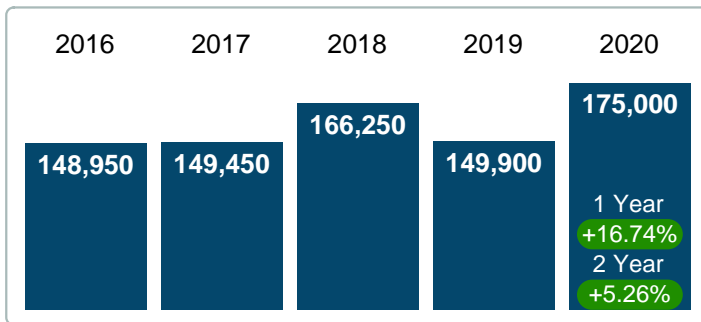
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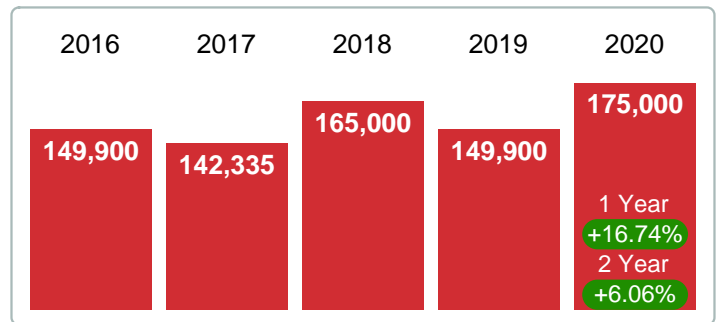
## MEDIAN LIST PRICE AT CLOSING

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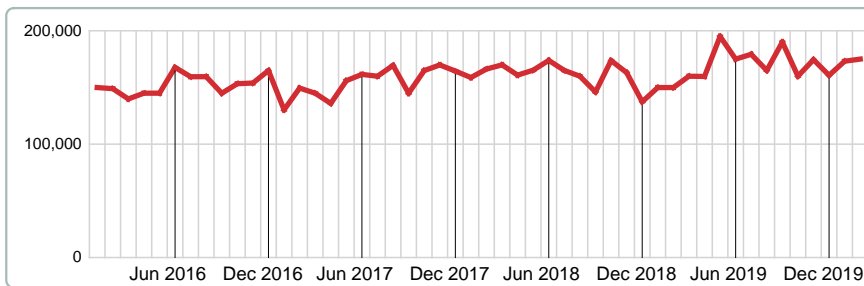
### FEBRUARY



### YEAR TO DATE (YTD)

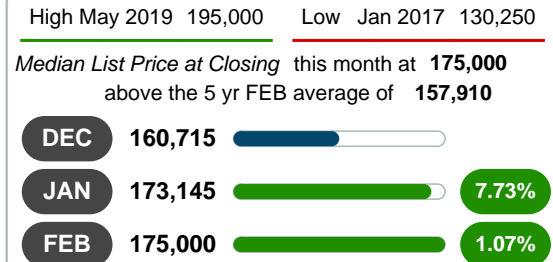


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 157,910



### 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
\$0 and less	0	0.00%	7	0	0	0	0
\$1-\$75,000	21	22.58%	32,900	27,750	32,900	0	0
\$75,001-\$125,000	11	11.83%	99,900	100,000	91,200	0	0
\$125,001-\$225,000	26	27.96%	172,500	190,000	170,000	182,000	0
\$225,001-\$300,000	14	15.05%	245,000	0	253,500	245,000	229,900
\$300,001-\$400,000	9	9.68%	359,900	0	389,900	358,900	309,900
\$400,001 and up	12	12.90%	500,000	0	515,000	450,949	705,888
Median List Price			175,000	47,500	170,000	343,900	503,388
Total Closed Units		100%	175,000	20	47	20	6
Total Closed Volume			19,955,820	1.25M	8.22M	6.70M	3.79M



# February 2020

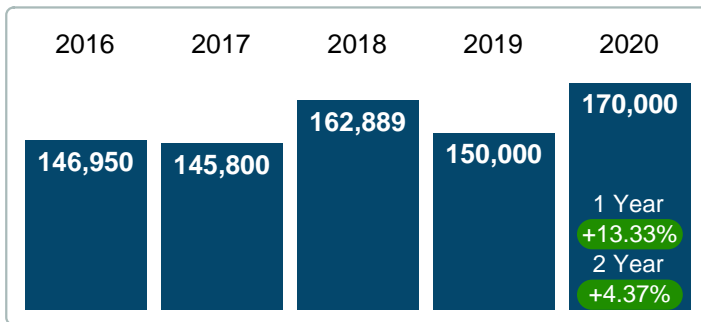
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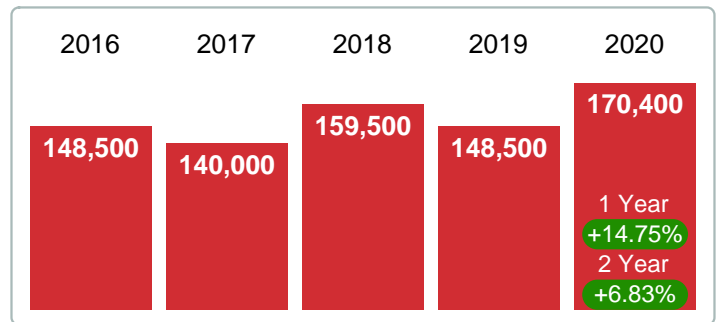
## MEDIAN SOLD PRICE AT CLOSING

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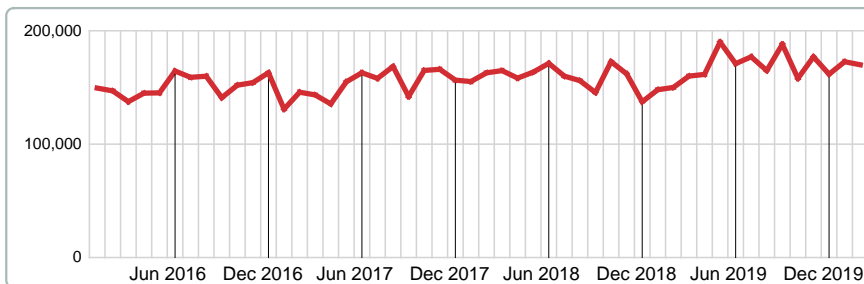
### FEBRUARY



### YEAR TO DATE (YTD)

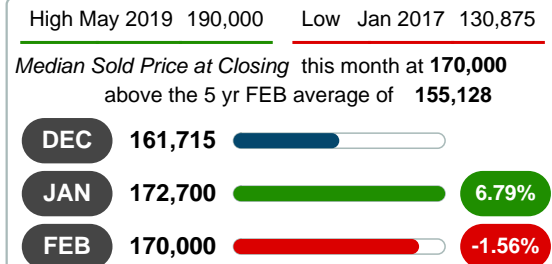


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 155,128



### 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
\$0 and less	0	0.00%	500,000	0	0	0	0
\$1-\$75,000	20	21.51%	25,500	26,125	25,500	0	0
\$75,001-\$125,000	14	15.05%	100,000	100,000	100,000	0	0
\$125,001-\$225,000	24	25.81%	170,000	175,750	170,000	179,500	0
\$225,001-\$300,000	14	15.05%	245,000	0	252,500	245,000	230,000
\$300,001-\$400,000	10	10.75%	351,250	0	384,450	350,000	309,000
\$400,001 and up	11	11.83%	475,000	0	515,000	460,225	684,388
Median Sold Price			170,000	42,763	168,000	339,500	493,388
Total Closed Units		100%	170,000	20	47	20	6
Total Closed Volume			19,505,811	1.18M	8.10M	6.52M	3.70M

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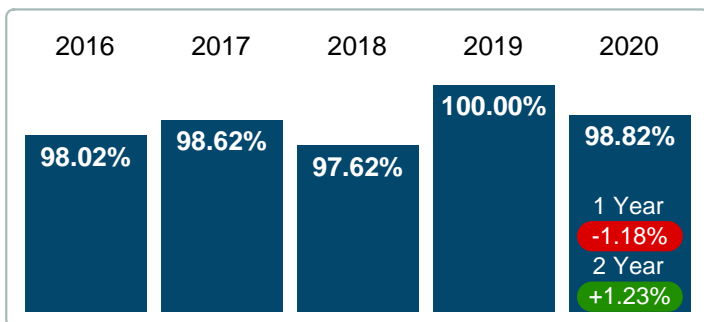
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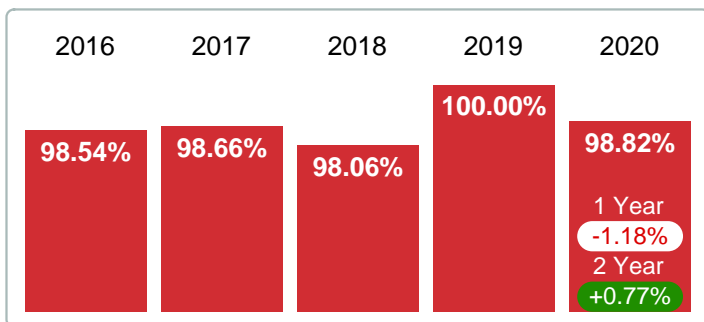
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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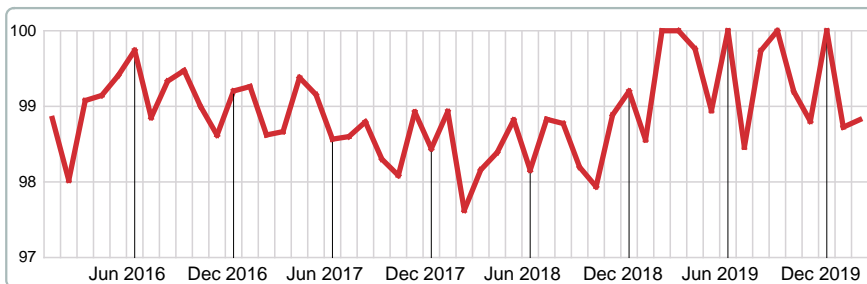
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

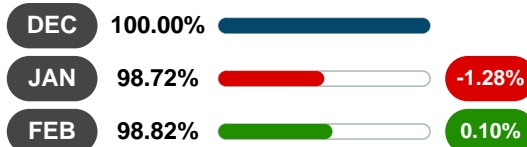


### 3 MONTHS

5 year FEB AVG = 98.62%

High Dec 2019 100.00% Low Feb 2018 97.62%

Median Sold/List Ratio this month at **98.82%**  
equal to 5 yr FEB average of **98.62%**



## 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
\$0 and less	0	0.00%	75,000.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$75,000	20	21.51%	96.55%	90.74%	100.00%	0.00%	0.00%
\$75,001-\$125,000	14	15.05%	100.00%	100.00%	100.00%	0.00%	0.00%
\$125,001-\$225,000	24	25.81%	97.95%	92.50%	98.77%	98.57%	0.00%
\$225,001-\$300,000	14	15.05%	100.00%	0.00%	99.41%	100.00%	100.04%
\$300,001-\$400,000	10	10.75%	97.85%	0.00%	98.19%	97.79%	99.71%
\$400,001 and up	11	11.83%	98.52%	0.00%	100.00%	98.97%	97.20%
Median Sold/List Ratio		98.82%		94.51%	99.78%	98.63%	99.11%
Total Closed Units		93	100%	20	47	20	6
Total Closed Volume		19,505,811		1.18M	8.10M	6.52M	3.70M

# February 2020

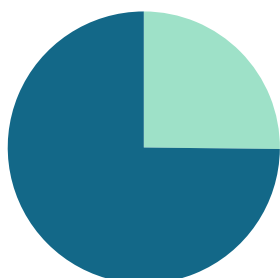
Area Delimited by County Of Rogers



## MARKET SUMMARY

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

### INVENTORY

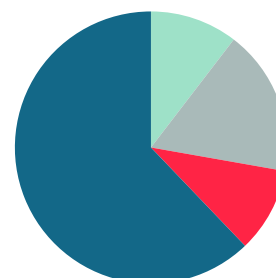


**Inventory**  
 New Listings  
**218 = 25.17%**  
 Start Inventory  
**648**  
 Total Inventory Units  
**866**  
 Volume  
**\$235,684,703**

### Market Activity

Closed Sales  
**93 = 10.41%**  
 Pending Sales  
**155 = 17.36%**  
 Other Off Market  
**90 = 10.08%**  
 Active Inventory  
**555 = 62.15%**

### MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	119	93	-21.85%	202	215	6.44%
Pending Sales	127	155	22.05%	255	286	12.16%
New Listings	220	218	-0.91%	508	425	-16.34%
Median List Price	149,900	175,000	16.74%	149,900	175,000	16.74%
Median Sale Price	150,000	170,000	13.33%	148,500	170,400	14.75%
Median Percent of Selling Price to List Price	100.00%	98.82%	-1.18%	100.00%	98.82%	-1.18%
Median Days on Market to Sale	42.00	29.00	-30.95%	39.50	28.00	-29.11%
Monthly Inventory	848	555	-34.55%	848	555	-34.55%
Months Supply of Inventory	6.20	3.75	-39.53%	6.20	3.75	-39.53%

**Absorption:** Last 12 months, an Average of **148** Sales/Month

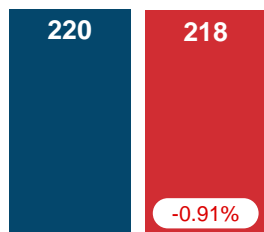
**Inventory** on February 29, 2020 = **555**

**2019** **2020**

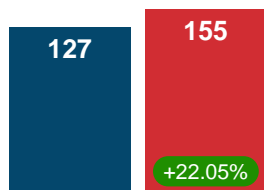
### FEBRUARY MARKET

### MEDIAN PRICES

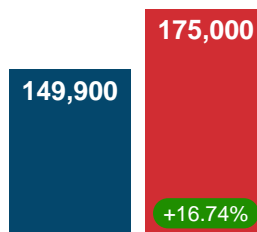
#### New Listings



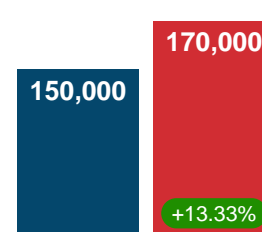
#### Pending Listings



#### List Price



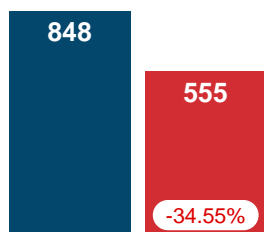
#### Sale Price



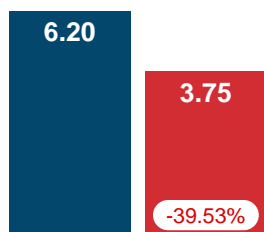
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

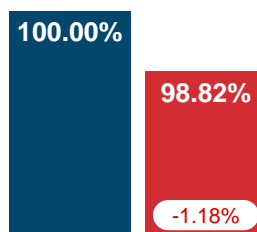
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

