

July 2020

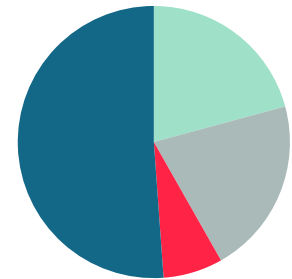
Area Delimited by County Of Rogers



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	July 2020	+/-%
Closed Listings	170	191	12.35%
Pending Listings	170	193	13.53%
New Listings	296	222	-25.00%
Median List Price	179,250	183,500	2.37%
Median Sale Price	177,000	183,500	3.67%
Median Percent of Selling Price to List Price	98.46%	99.88%	1.44%
Median Days on Market to Sale	27.50	10.00	-63.64%
End of Month Inventory	900	470	-47.78%
Months Supply of Inventory	6.41	3.14	-51.00%



■ Closed (20.78%)
■ Pending (21.00%)
■ Other OffMarket (7.07%)
■ Active (51.14%)

Absorption: Last 12 months, an Average of **150** Sales/Month
Active Inventory as of July 31, 2020 = **470**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2020 decreased **47.78%** to 470 existing homes available for sale. Over the last 12 months this area has had an average of 150 closed sales per month. This represents an unsold inventory index of **3.14** 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 **3.67%** in July 2020 to \$183,500 versus the previous year at \$177,000.

Median Days on Market Shortens

The median number of **10.00** days that homes spent on the market before selling decreased by 17.50 days or **63.64%** in July 2020 compared to last year's same month at **27.50** DOM.

Sales Success for July 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 222 New Listings in July 2020, down **25.00%** from last year at 296. Furthermore, there were 191 Closed Listings this month versus last year at 170, a **12.35%** increase.

Closed versus Listed trends yielded a **86.0%** ratio, up from previous year's, July 2019, at **57.4%**, a **49.80%** 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

July 2020



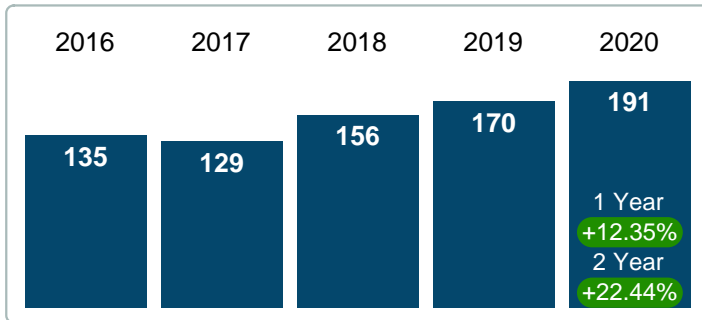
Area Delimited by County Of Rogers



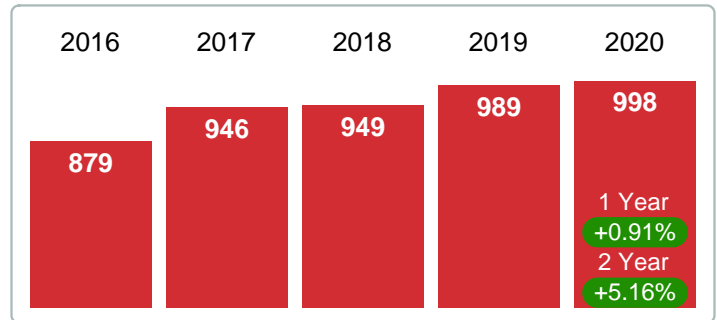
CLOSED LISTINGS

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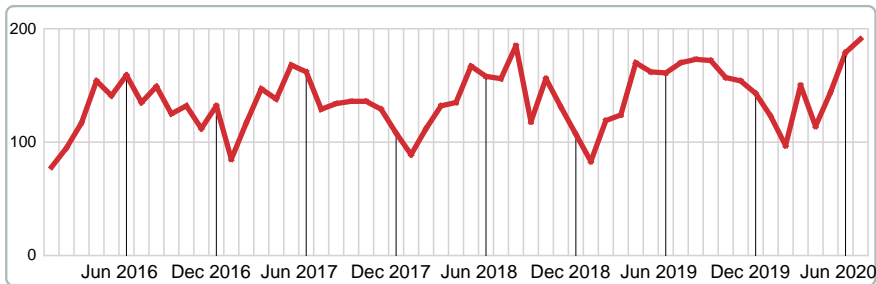
JULY



YEAR TO DATE (YTD)

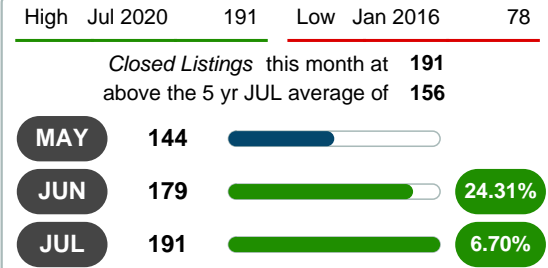


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 156



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	19	9.95%	15.0	17	1	1	0
\$50,001 - \$100,000	22	11.52%	6.0	11	9	2	0
\$100,001 - \$150,000	31	16.23%	3.0	5	23	2	1
\$150,001 - \$200,000	35	18.32%	11.0	3	23	9	0
\$200,001 - \$275,000	43	22.51%	10.0	0	28	15	0
\$275,001 - \$350,000	17	8.90%	17.0	1	9	6	1
\$350,001 and up	24	12.57%	40.0	0	1	12	11
Total Closed Units	191			37	94	47	13
Total Closed Volume	40,438,294	100%	10.0	2.88M	17.70M	12.51M	7.35M
Median Closed Price	\$183,500			\$60,000	\$181,417	\$254,900	\$466,000

July 2020



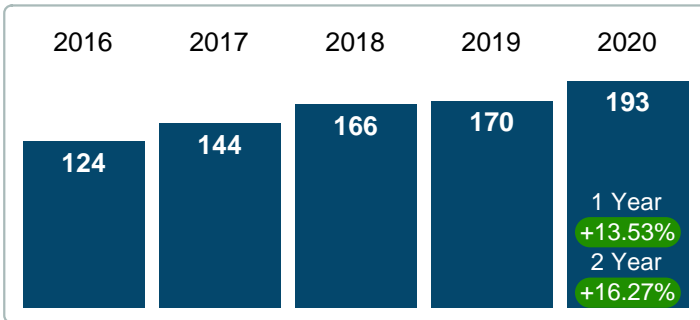
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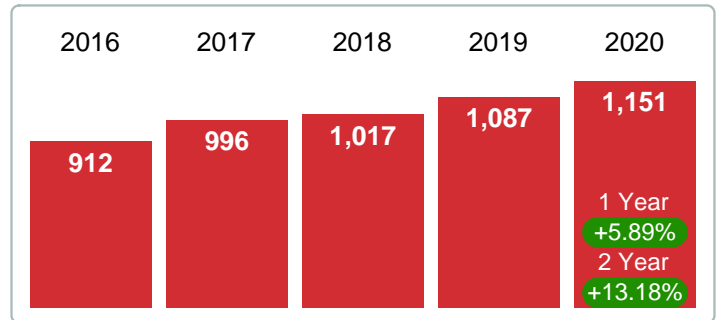
PENDING LISTINGS

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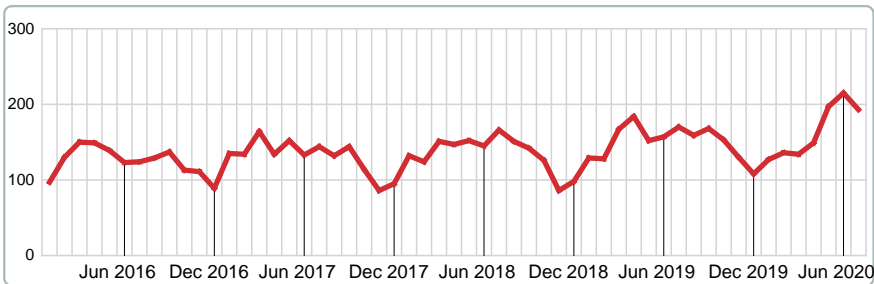
JULY



YEAR TO DATE (YTD)

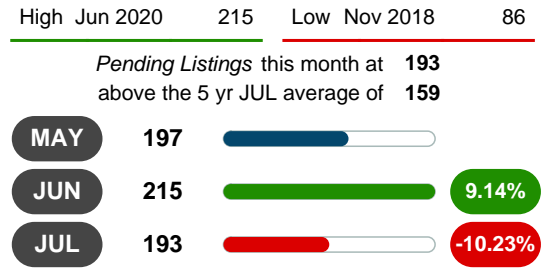


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 159



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	1.55%	3.0	2	1	0	0
\$25,001 - \$75,000	32	16.58%	16.0	20	8	3	1
\$75,001 - \$150,000	34	17.62%	9.5	12	19	3	0
\$150,001 - \$225,000	52	26.94%	11.0	4	34	14	0
\$225,001 - \$275,000	17	8.81%	18.0	1	9	6	1
\$275,001 - \$400,000	36	18.65%	25.5	1	12	21	2
\$400,001 and up	19	9.84%	6.0	3	2	9	5
Total Pending Units	193			43	85	56	9
Total Pending Volume	41,522,660	100%	15.0	5.66M	15.91M	16.50M	3.45M
Median Listing Price	\$182,750			\$75,000	\$170,999	\$286,739	\$424,900

July 2020



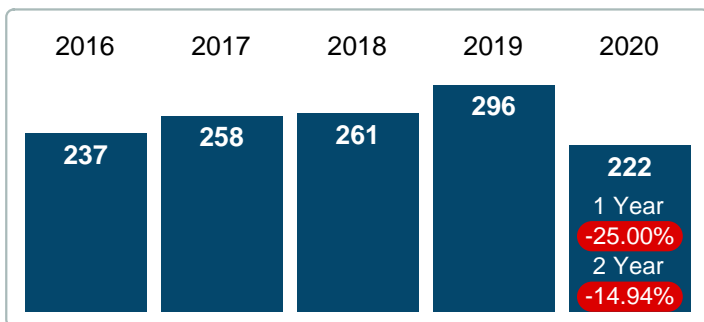
Area Delimited by County Of Rogers



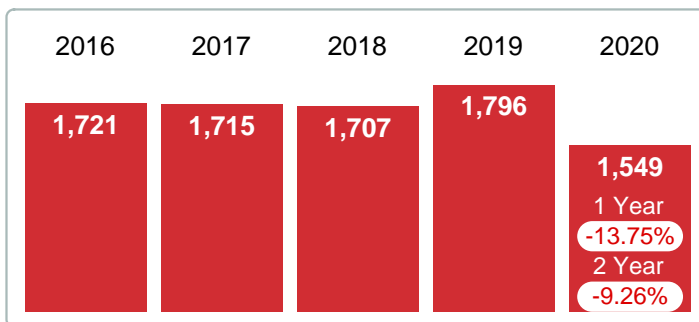
NEW LISTINGS

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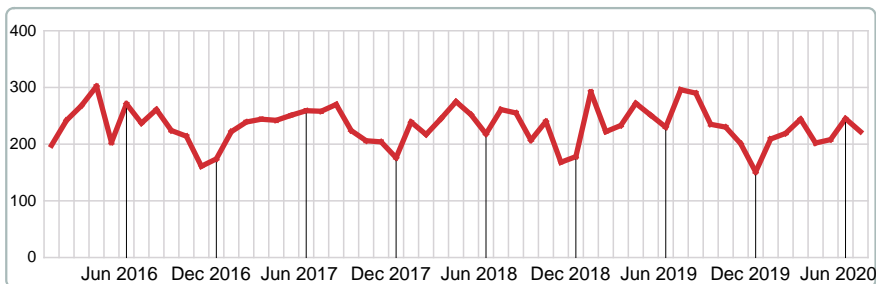
JULY



YEAR TO DATE (YTD)

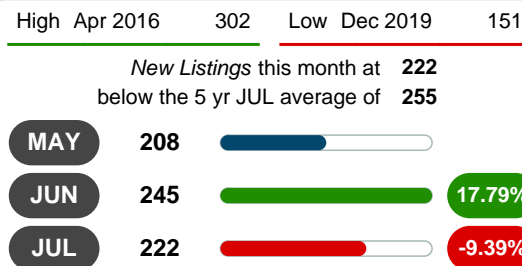


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 255



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	23	10.36%	17	4	2	0
\$50,001 - \$100,000	22	9.91%	17	5	0	0
\$100,001 - \$150,000	26	11.71%	10	15	1	0
\$150,001 - \$250,000	64	28.83%	4	40	19	1
\$250,001 - \$350,000	33	14.86%	4	10	17	2
\$350,001 - \$450,000	29	13.06%	1	9	18	1
\$450,001 and up	25	11.26%	5	4	5	11
Total New Listed Units	222		58	87	62	15
Total New Listed Volume	61,885,452	100%	11.51M	18.78M	19.91M	11.68M
Median New Listed Listing Price	\$202,750		\$85,000	\$185,000	\$298,000	\$639,000

July 2020

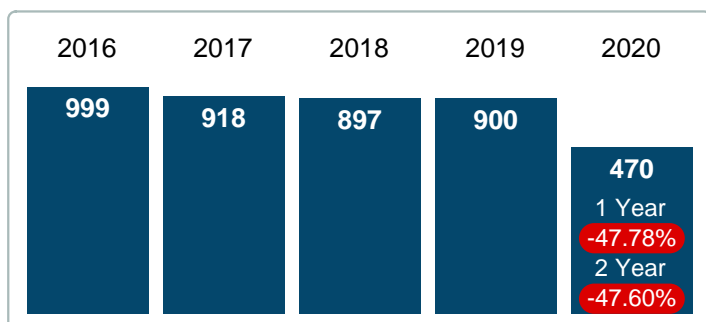
Area Delimited by County Of Rogers



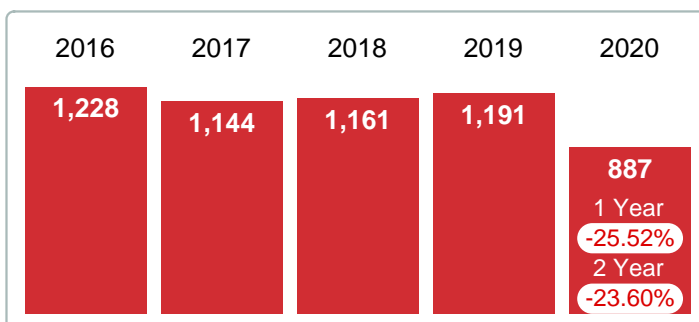
ACTIVE INVENTORY

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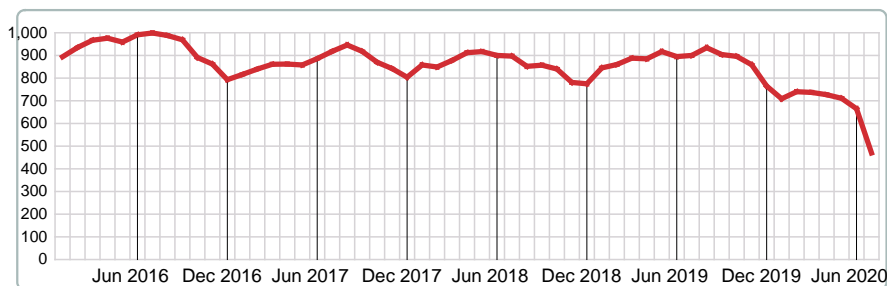
END OF JULY



ACTIVE DURING JULY

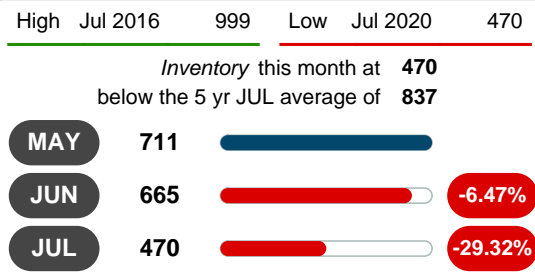


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 837



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	17	3.62%	119.0	10	4	3	0
\$25,001 - \$50,000	75	15.96%	119.0	72	3	0	0
\$50,001 - \$125,000	74	15.74%	64.5	55	18	1	0
\$125,001 - \$275,000	118	25.11%	56.5	41	43	32	2
\$275,001 - \$400,000	79	16.81%	53.0	13	17	37	12
\$400,001 - \$750,000	61	12.98%	60.0	13	10	23	15
\$750,001 and up	46	9.79%	87.5	17	3	9	17
Total Active Inventory by Units				470			
Total Active Inventory by Volume				149,551,262	100%	66.0	
Median Active Inventory Listing Price				\$204,950			
				221	98	105	46
				50.07M	24.58M	39.10M	35.80M
				\$80,000	\$216,950	\$339,500	\$589,400

July 2020



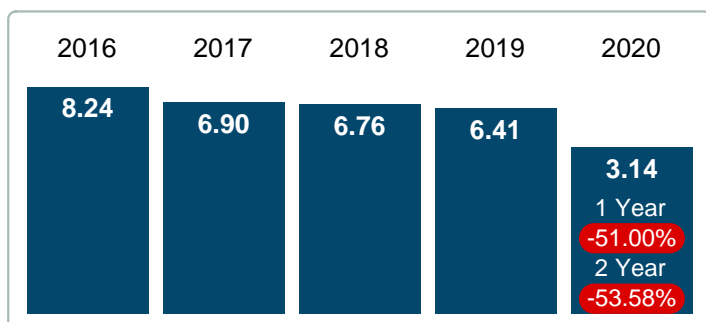
Area Delimited by County Of Rogers



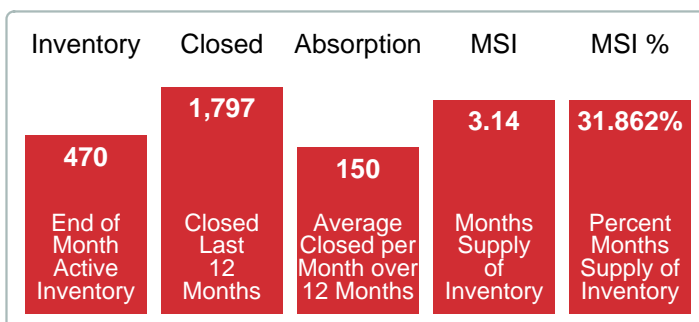
MONTHS SUPPLY of INVENTORY (MSI)

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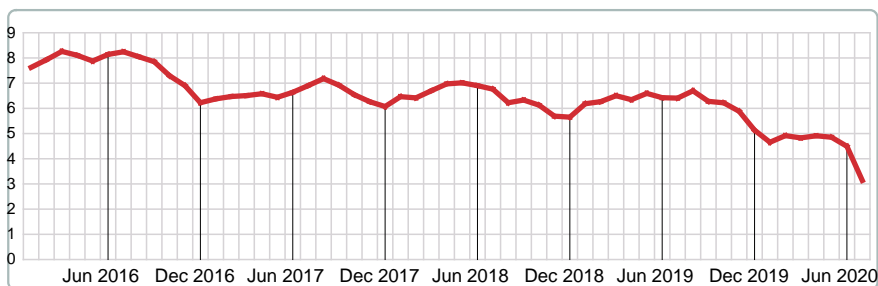
MSI FOR JULY



INDICATORS FOR JULY 2020

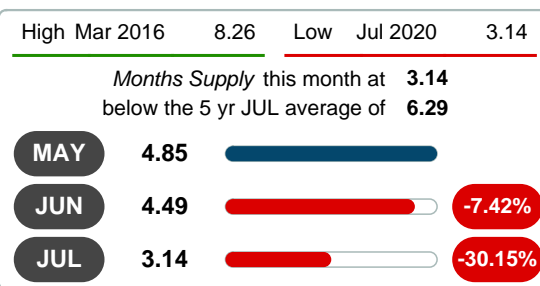


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 6.29



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	17	3.62%	1.96	2.22	1.17	4.00	0.00
\$25,001 - \$50,000	75	15.96%	10.00	11.22	4.00	0.00	0.00
\$50,001 - \$125,000	74	15.74%	2.94	5.64	1.33	0.60	0.00
\$125,001 - \$275,000	118	25.11%	1.57	5.93	0.89	1.70	1.50
\$275,001 - \$400,000	79	16.81%	3.72	39.00	2.79	2.88	6.00
\$400,001 - \$750,000	61	12.98%	5.72	39.00	7.06	3.63	5.81
\$750,001 and up	46	9.79%	39.43	102.00	36.00	18.00	40.80
Market Supply of Inventory (MSI)			3.14	7.78	1.33	2.55	7.08
Total Active Inventory by Units		100%	3.14	221	98	105	46

July 2020



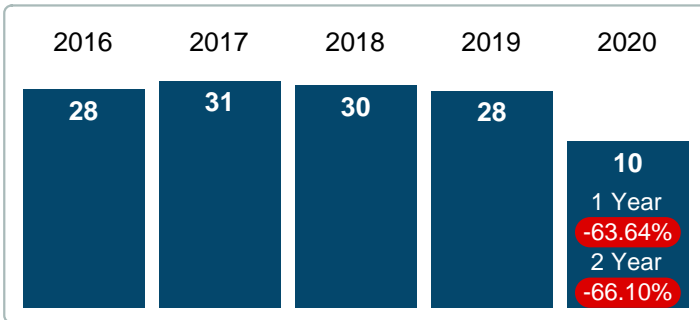
Area Delimited by County Of Rogers



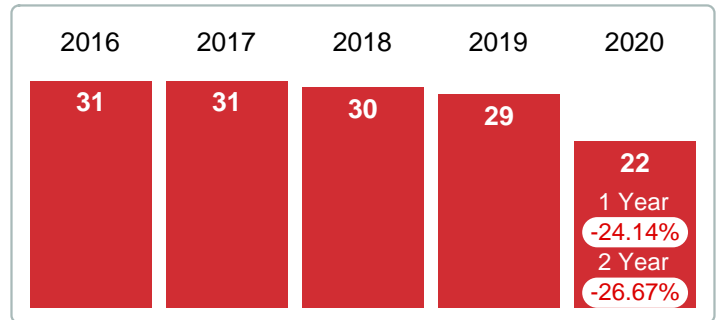
MEDIAN DAYS ON MARKET TO SALE

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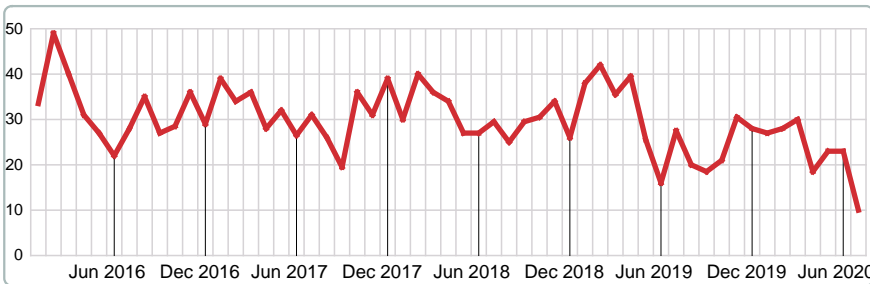
JULY



YEAR TO DATE (YTD)

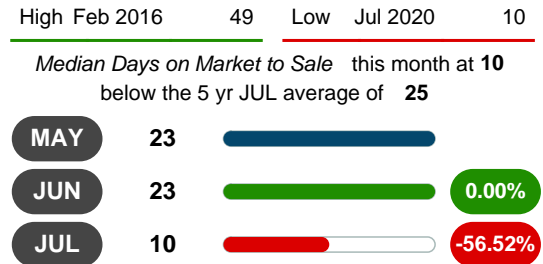


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 25



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	9.95%	15	15	5	174	0
\$50,001 - \$100,000	11.52%	6	6	4	17	0
\$100,001 - \$150,000	16.23%	3	4	3	11	47
\$150,001 - \$200,000	18.32%	11	48	7	37	0
\$200,001 - \$275,000	22.51%	10	0	12	6	0
\$275,001 - \$350,000	8.90%	17	3	17	78	4
\$350,001 and up	12.57%	40	0	15	41	40
Median Closed DOM		10	9	7	21	40
Total Closed Units	100%	191	37	94	47	13
Total Closed Volume		40,438,294	2.88M	17.70M	12.51M	7.35M

July 2020

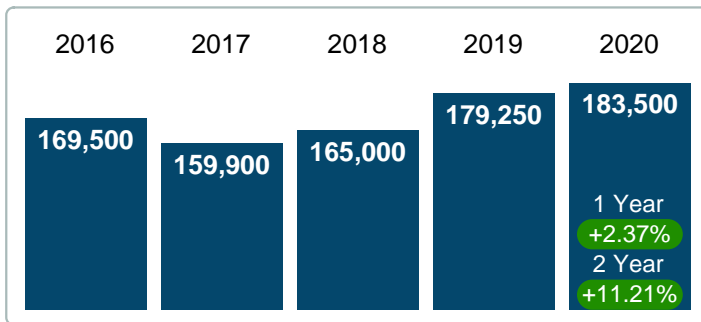
Area Delimited by County Of Rogers



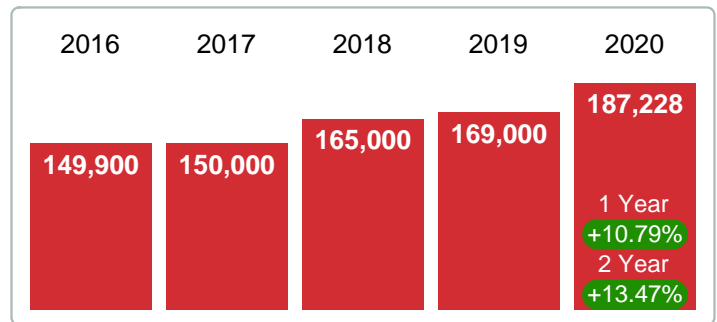
MEDIAN LIST PRICE AT CLOSING

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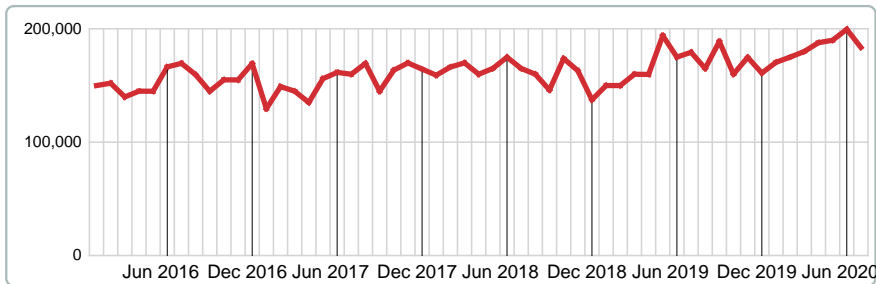
JULY



YEAR TO DATE (YTD)

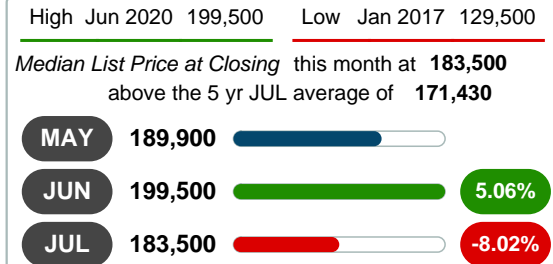


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 171,430



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	19	44,500	45,500	44,500	19,900	0
\$50,001 - \$100,000	22	91,500	84,950	97,500	84,900	0
\$100,001 - \$150,000	31	130,000	115,000	133,750	116,000	150,000
\$150,001 - \$200,000	34	173,458	193,000	172,250	172,415	0
\$200,001 - \$275,000	45	239,000	275,000	237,000	244,450	0
\$275,001 - \$350,000	16	299,950	0	299,900	299,739	319,900
\$350,001 and up	24	459,000	0	409,000	401,750	529,000
Median List Price		183,500	55,000	178,700	254,900	489,900
Total Closed Units		191	37	94	47	13
Total Closed Volume		41,263,217	3.03M	17.83M	12.59M	7.81M

July 2020



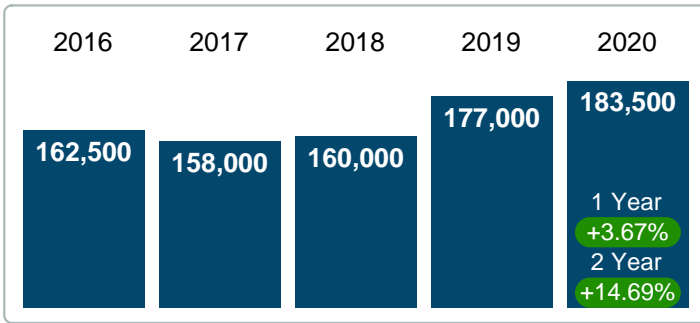
Area Delimited by County Of Rogers



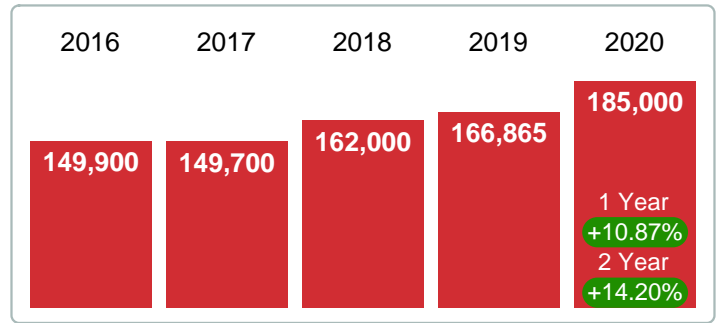
MEDIAN SOLD PRICE AT CLOSING

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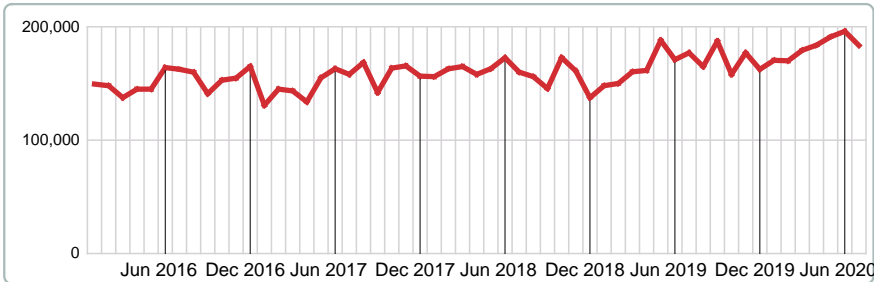
JULY



YEAR TO DATE (YTD)

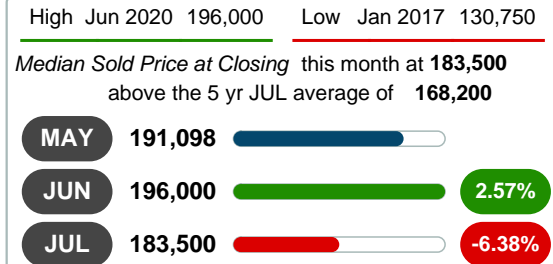


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 168,200



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	9.95%	40,000	40,950	40,000	16,000	0
\$50,001 - \$100,000	11.52%	86,000	75,000	90,500	79,000	0
\$100,001 - \$150,000	16.23%	130,000	120,000	135,000	122,250	130,000
\$150,001 - \$200,000	18.32%	172,415	165,240	174,500	172,415	0
\$200,001 - \$275,000	22.51%	239,000	0	239,250	235,000	0
\$275,001 - \$350,000	8.90%	294,080	280,000	294,080	292,500	320,000
\$350,001 and up	12.57%	453,217	0	409,000	405,063	480,000
Median Sold Price		183,500	60,000	181,417	254,900	466,000
Total Closed Units	100%	191	37	94	47	13
Total Closed Volume		40,438,294	2.88M	17.70M	12.51M	7.35M

July 2020

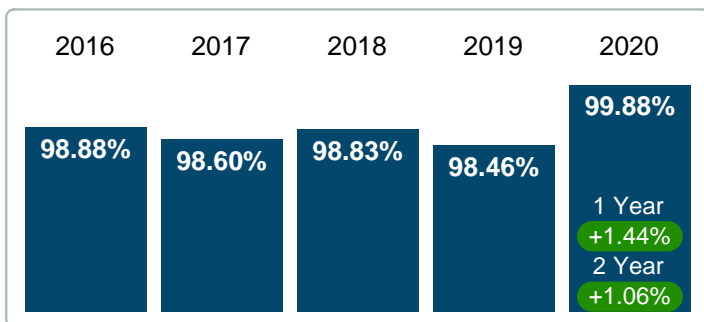
Area Delimited by County Of Rogers



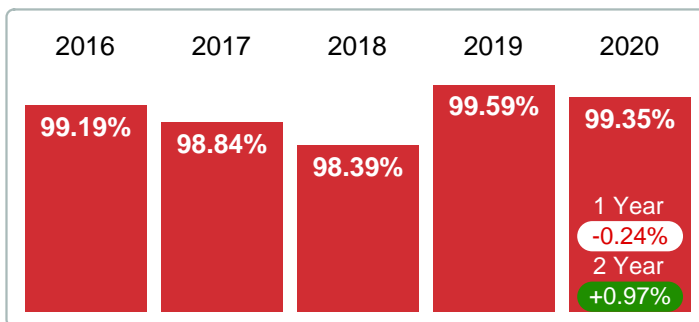
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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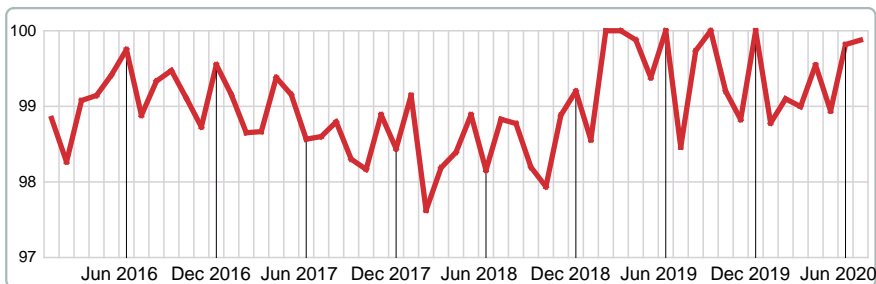
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

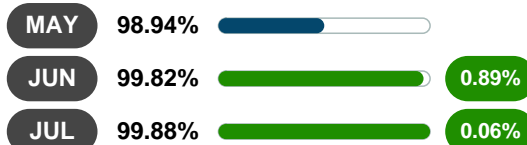


3 MONTHS

5 year JUL AVG = 98.93%

High Dec 2019 100.00% Low Feb 2018 97.62%

Median Sold/List Ratio this month at **99.88%**
above the 5 yr JUL average of **98.93%**



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	19	9.95%	94.00%	94.59%	89.89%	80.40%	0.00%
\$50,001 - \$100,000	22	11.52%	97.57%	100.00%	97.44%	83.57%	0.00%
\$100,001 - \$150,000	31	16.23%	100.00%	100.00%	100.00%	112.70%	86.67%
\$150,001 - \$200,000	35	18.32%	100.00%	95.88%	100.00%	100.00%	0.00%
\$200,001 - \$275,000	43	22.51%	100.00%	0.00%	99.94%	100.00%	0.00%
\$275,001 - \$350,000	17	8.90%	100.00%	101.82%	100.00%	100.00%	100.03%
\$350,001 and up	24	12.57%	98.94%	0.00%	100.00%	99.62%	97.01%
Median Sold/List Ratio		99.88%		95.00%	100.00%	100.00%	97.01%
Total Closed Units	191	100%	99.88%	37	94	47	13
Total Closed Volume	40,438,294			2.88M	17.70M	12.51M	7.35M

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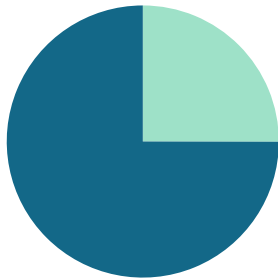
Area Delimited by County Of Rogers



MARKET SUMMARY

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

INVENTORY

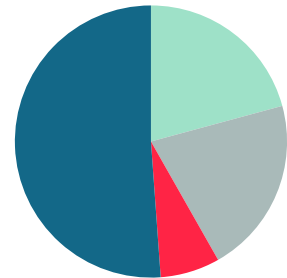


Inventory
 New Listings
222 = 25.03%
 Start Inventory
665
 Total Inventory Units
887
 Volume
\$251,107,943

Market Activity

Closed Sales
191 = 20.78%
 Pending Sales
193 = 21.00%
 Other Off Market
65 = 7.07%
 Active Inventory
470 = 51.14%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	170	191	12.35%	989	998	0.91%
Pending Sales	170	193	13.53%	1,087	1,151	5.89%
New Listings	296	222	-25.00%	1,796	1,549	-13.75%
Median List Price	179,250	183,500	2.37%	169,000	187,228	10.79%
Median Sale Price	177,000	183,500	3.67%	166,865	185,000	10.87%
Median Percent of Selling Price to List Price	98.46%	99.88%	1.44%	99.59%	99.35%	-0.24%
Median Days on Market to Sale	27.50	10.00	-63.64%	29.00	22.00	-24.14%
Monthly Inventory	900	470	-47.78%	900	470	-47.78%
Months Supply of Inventory	6.41	3.14	-51.00%	6.41	3.14	-51.00%

Absorption: Last 12 months, an Average of **150** Sales/Month

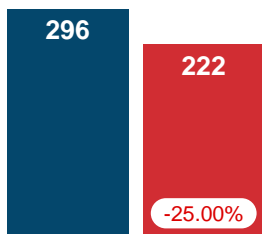
Inventory on July 31, 2020 = **470**

2019 **2020**

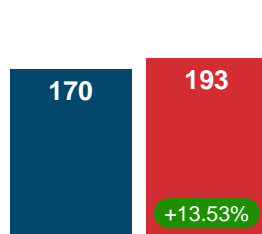
JULY MARKET

MEDIAN PRICES

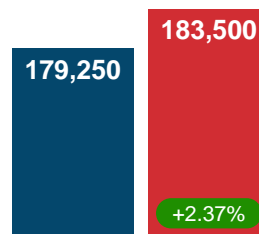
New Listings



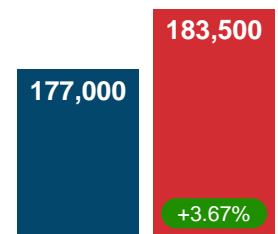
Pending Listings



List Price



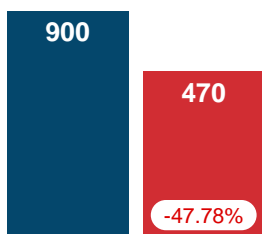
Sale Price



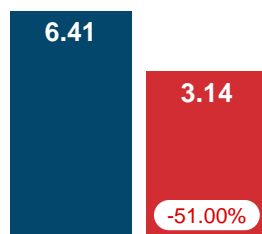
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

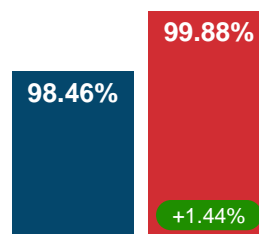
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

