

May 2020

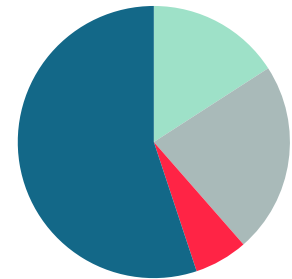
Area Delimited by County Of Rogers



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	May 2020	+/-%
Closed Listings	157	145	-7.64%
Pending Listings	148	207	39.86%
New Listings	247	207	-16.19%
Average List Price	217,910	230,148	5.62%
Average Sale Price	215,168	224,606	4.39%
Average Percent of Selling Price to List Price	100.33%	97.44%	-2.88%
Average Days on Market to Sale	41.23	36.82	-10.69%
End of Month Inventory	910	503	-44.73%
Months Supply of Inventory	6.59	3.46	-47.51%



■ Closed (15.88%)
■ Pending (22.67%)
■ Other OffMarket (6.35%)
■ Active (55.09%)

Absorption: Last 12 months, an Average of **145** Sales/Month
Active Inventory as of May 31, 2020 = **503**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2020 decreased **44.73%** to 503 existing homes available for sale. Over the last 12 months this area has had an average of 145 closed sales per month. This represents an unsold inventory index of **3.46** 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 **4.39%** in May 2020 to \$224,606 versus the previous year at \$215,168.

Average Days on Market Shortens

The average number of **36.82** days that homes spent on the market before selling decreased by 4.41 days or **10.69%** in May 2020 compared to last year's same month at **41.23** DOM.

Sales Success for May 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 207 New Listings in May 2020, down **16.19%** from last year at 247. Furthermore, there were 145 Closed Listings this month versus last year at 157, a **-7.64%** decrease.

Closed versus Listed trends yielded a **70.0%** ratio, up from previous year's, May 2019, at **63.6%**, a **10.20%** 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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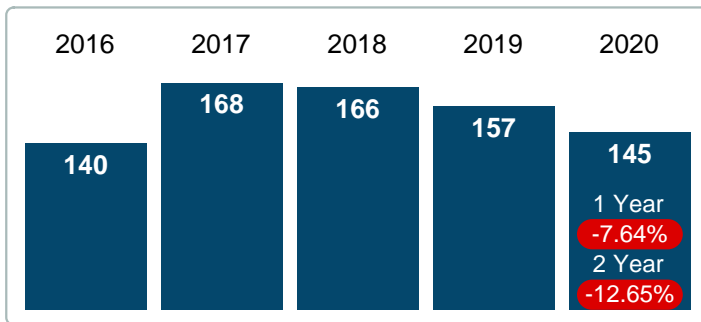
Area Delimited by County Of Rogers



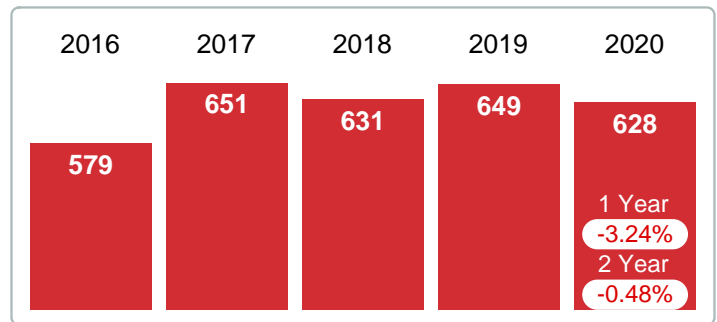
CLOSED LISTINGS

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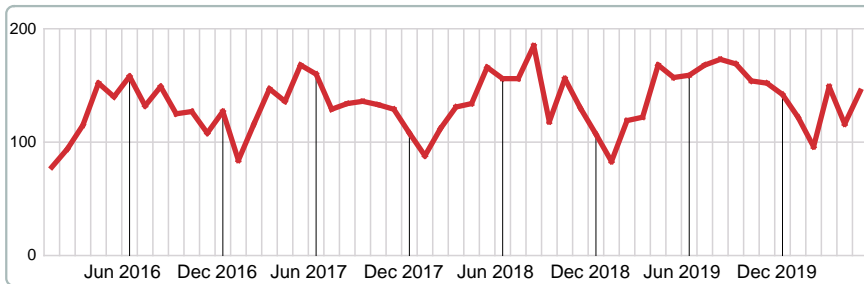
MAY



YEAR TO DATE (YTD)

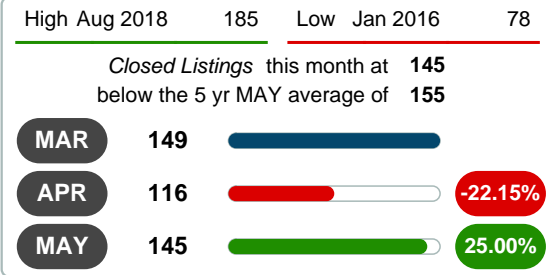


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 155



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	13	8.97%	35.9	11	2	0	0
\$50,001 - \$125,000	20	13.79%	29.1	8	12	0	0
\$125,001 - \$150,000	13	8.97%	22.8	2	11	0	0
\$150,001 - \$200,000	37	25.52%	32.2	2	22	13	0
\$200,001 - \$275,000	27	18.62%	29.7	1	15	11	0
\$275,001 - \$375,000	17	11.72%	60.0	1	8	7	1
\$375,001 and up	18	12.41%	54.3	1	4	12	1
Total Closed Units	145			26	74	43	2
Total Closed Volume	32,567,922	100%	36.8	3.30M	15.27M	13.19M	808.90K
Average Closed Price	\$224,606			\$126,921	\$206,298	\$306,814	\$404,450

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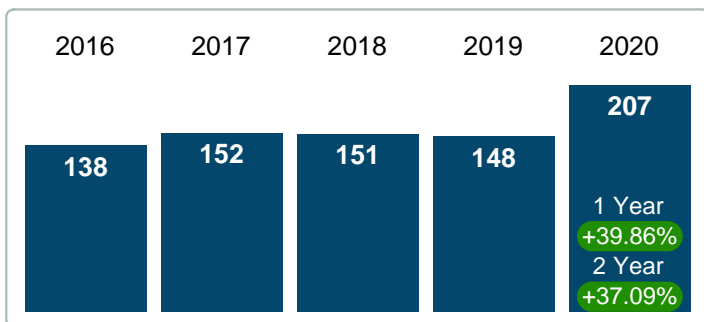
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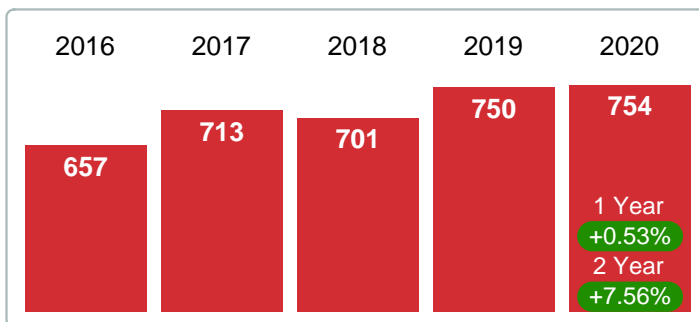
PENDING LISTINGS

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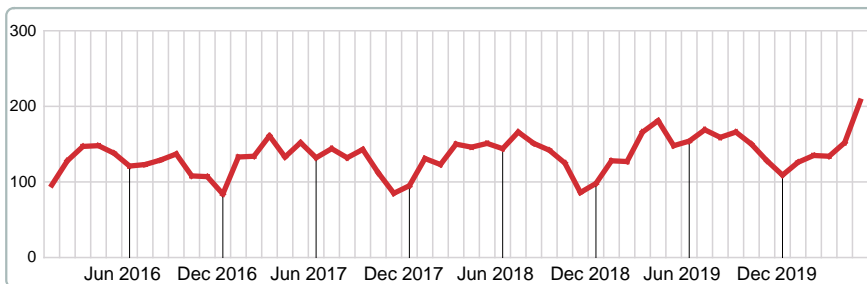
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

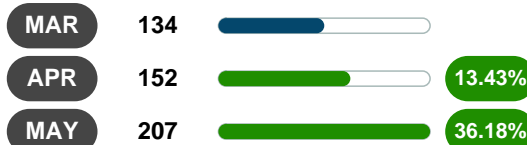


3 MONTHS

5 year MAY AVG = 159

High May 2020 207 Low Dec 2016 84

Pending Listings this month at 207 above the 5 yr MAY average of 159



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	6	2.90%	60.2	2	4	0	0
\$25,001 - \$100,000	35	16.91%	52.6	28	5	2	0
\$100,001 - \$150,000	30	14.49%	26.3	6	20	4	0
\$150,001 - \$225,000	51	24.64%	31.8	2	40	9	0
\$225,001 - \$300,000	36	17.39%	37.3	0	20	14	2
\$300,001 - \$400,000	28	13.53%	58.8	0	7	18	3
\$400,001 and up	21	10.14%	64.7	1	1	14	5
Total Pending Units	207			39	97	61	10
Total Pending Volume	45,210,987	100%	54.4	2.95M	18.61M	19.05M	4.59M
Average Listing Price	\$211,635			\$75,685	\$191,901	\$312,298	\$459,470

May 2020



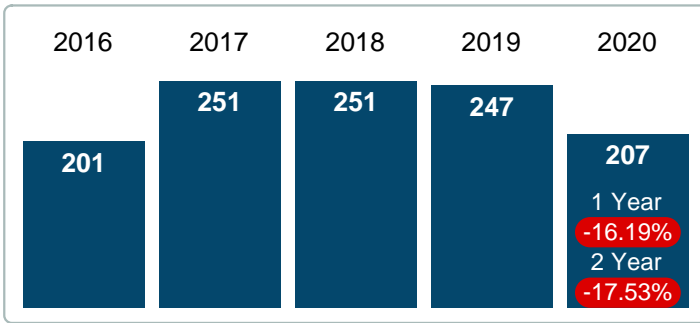
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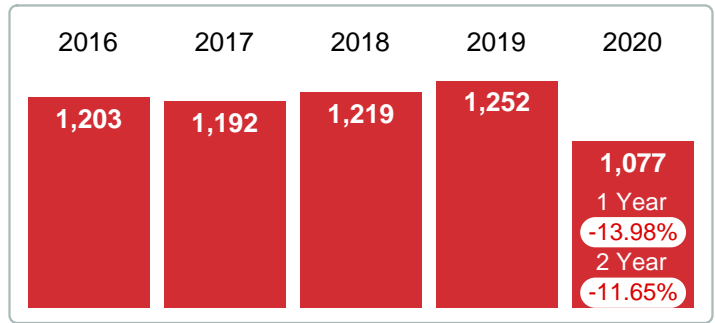
NEW LISTINGS

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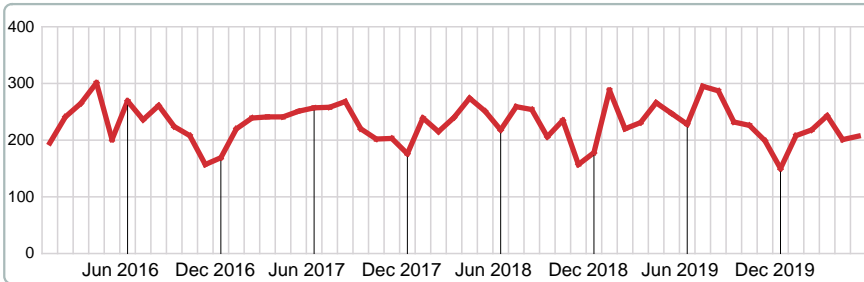
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YEAR TO DATE (YTD)

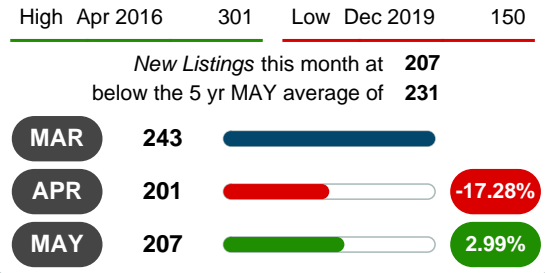


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 231



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	10	4.83%	8	2	0	0
\$25,001 - \$100,000	32	15.46%	27	5	0	0
\$100,001 - \$125,000	21	10.14%	9	9	3	0
\$125,001 - \$200,000	61	29.47%	7	41	12	1
\$200,001 - \$275,000	33	15.94%	3	18	12	0
\$275,001 - \$425,000	27	13.04%	1	11	15	0
\$425,001 and up	23	11.11%	4	3	8	8
Total New Listed Units	207		59	89	50	9
Total New Listed Volume	53,490,256	100%	8.50M	19.18M	15.37M	10.44M
Average New Listed Listing Price	\$192,524		\$144,123	\$215,486	\$307,362	\$1,160,067

May 2020



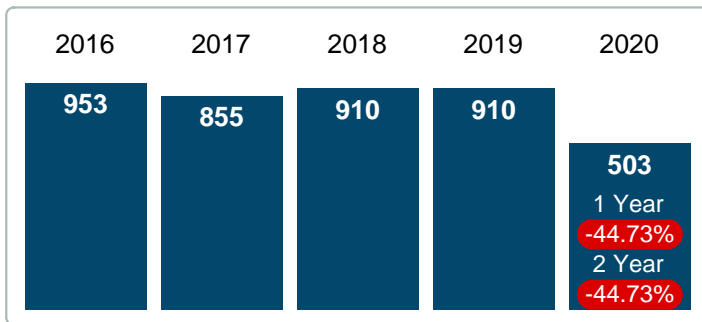
Area Delimited by County Of Rogers



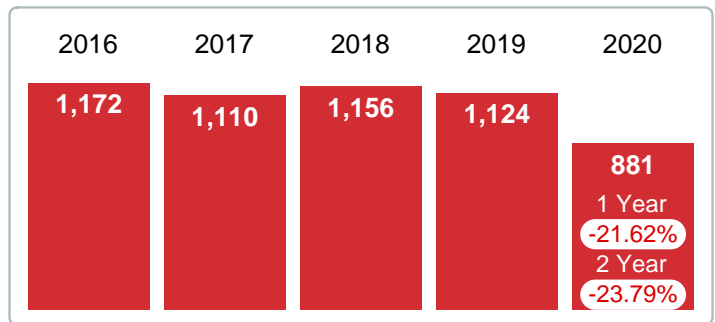
ACTIVE INVENTORY

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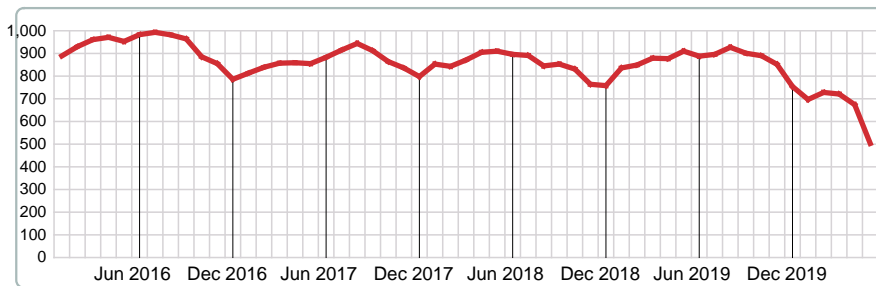
END OF MAY



ACTIVE DURING MAY

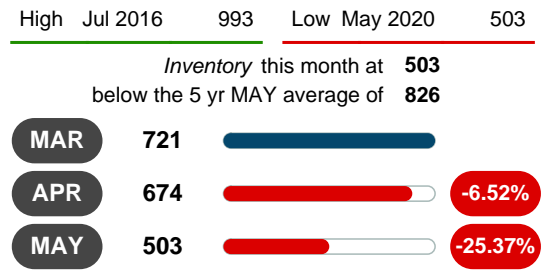


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 826



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	19	3.78%	79.8	16	2	1	0
\$25,001 - \$50,000	76	15.11%	87.8	75	1	0	0
\$50,001 - \$150,000	99	19.68%	70.0	67	26	5	1
\$150,001 - \$250,000	113	22.47%	69.1	30	50	31	2
\$250,001 - \$350,000	72	14.31%	77.0	11	25	27	9
\$350,001 - \$600,000	74	14.71%	71.1	14	9	38	13
\$600,001 and up	50	9.94%	83.4	18	5	10	17
Total Active Inventory by Units			503	231	118	112	42
Total Active Inventory by Volume			152,782,495	51.10M	28.37M	40.60M	32.71M
Average Active Inventory Listing Price			\$303,743	\$221,210	\$240,432	\$362,477	\$778,917

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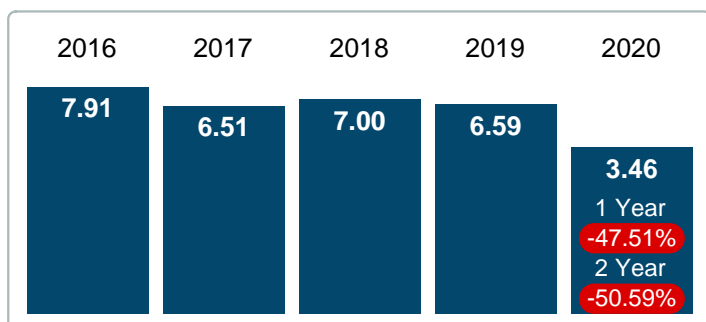
Area Delimited by County Of Rogers



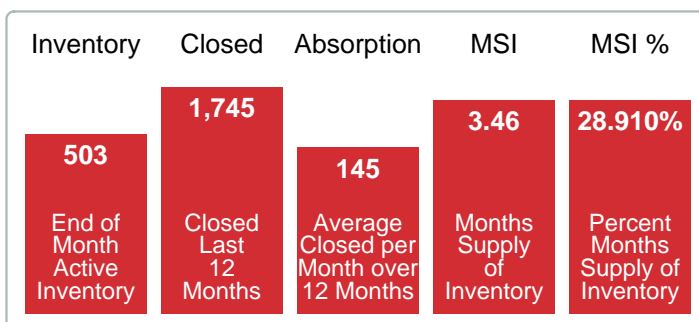
MONTHS SUPPLY of INVENTORY (MSI)

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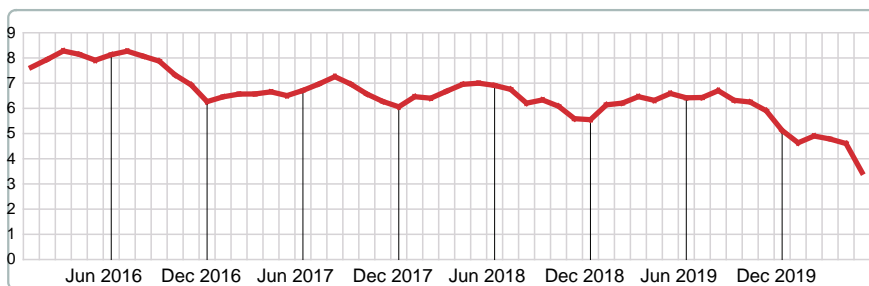
MSI FOR MAY



INDICATORS FOR MAY 2020

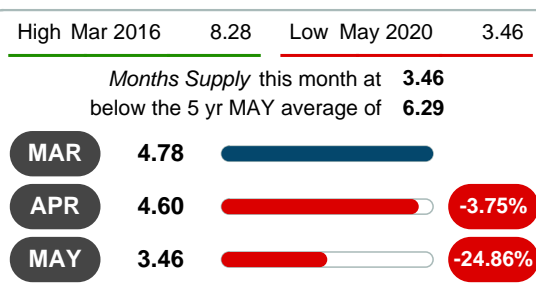


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY 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	19	3.78%	1.80	3.49	0.46	0.60	0.00
\$25,001 - \$50,000	76	15.11%	12.32	15.00	1.20	0.00	0.00
\$50,001 - \$150,000	99	19.68%	2.48	6.09	1.00	1.88	2.40
\$150,001 - \$250,000	113	22.47%	2.23	6.43	1.64	2.09	2.67
\$250,001 - \$350,000	72	14.31%	3.82	33.00	3.30	2.95	5.14
\$350,001 - \$600,000	74	14.71%	4.60	42.00	3.48	3.43	6.24
\$600,001 and up	50	9.94%	16.22	36.00	15.00	9.23	14.57
Market Supply of Inventory (MSI)			3.46	8.74	1.64	2.74	6.81
Total Active Inventory by Units		100%	3.46	231	118	112	42

May 2020



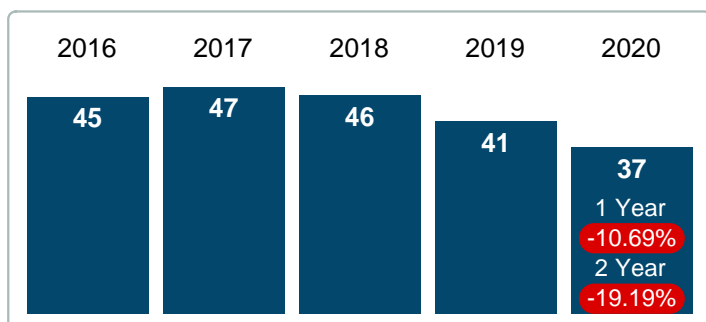
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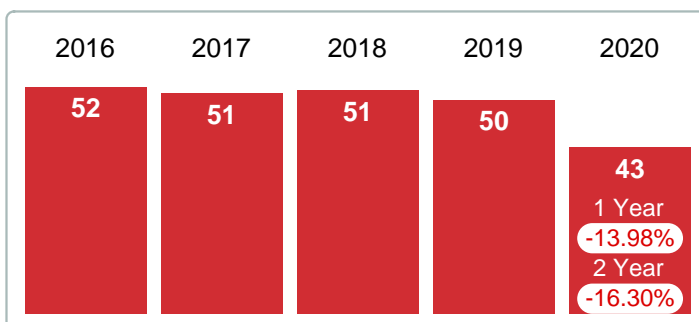
AVERAGE DAYS ON MARKET TO SALE

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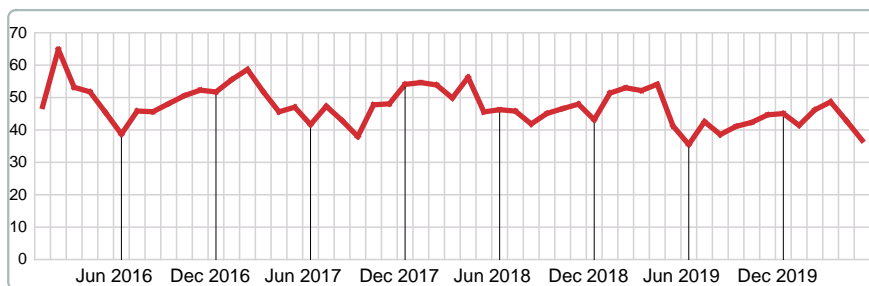
MAY



YEAR TO DATE (YTD)

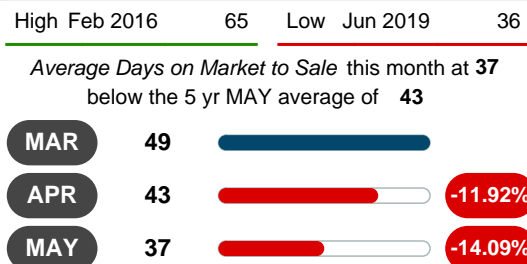


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 43



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	8.97%	36	37	29	0	0
\$50,001 - \$125,000	13.79%	29	56	11	0	0
\$125,001 - \$150,000	8.97%	23	17	24	0	0
\$150,001 - \$200,000	25.52%	32	3	31	38	0
\$200,001 - \$275,000	18.62%	30	11	25	38	0
\$275,001 - \$375,000	11.72%	60	100	50	70	31
\$375,001 and up	12.41%	54	98	73	49	4
Average Closed DOM		37	42	30	46	18
Total Closed Units	100%	37	26	74	43	2
Total Closed Volume		32,567,922	3.30M	15.27M	13.19M	808.90K

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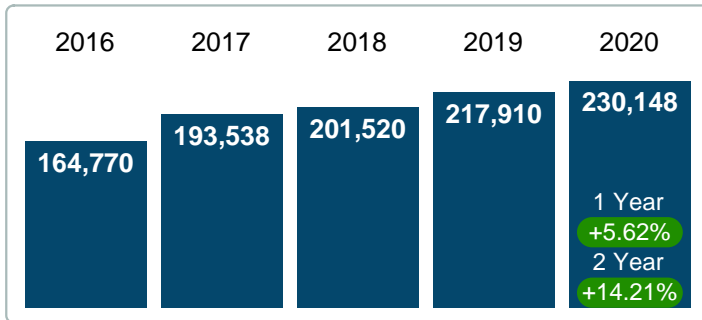
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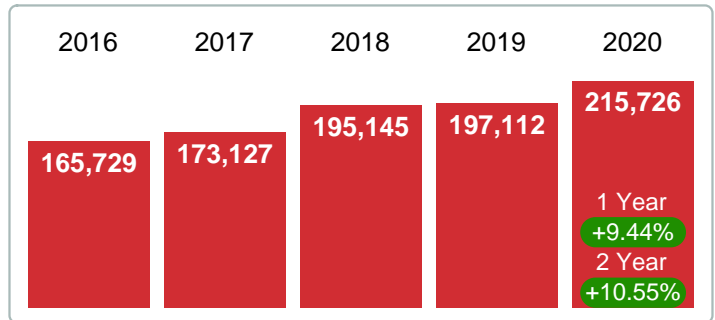
AVERAGE LIST PRICE AT CLOSING

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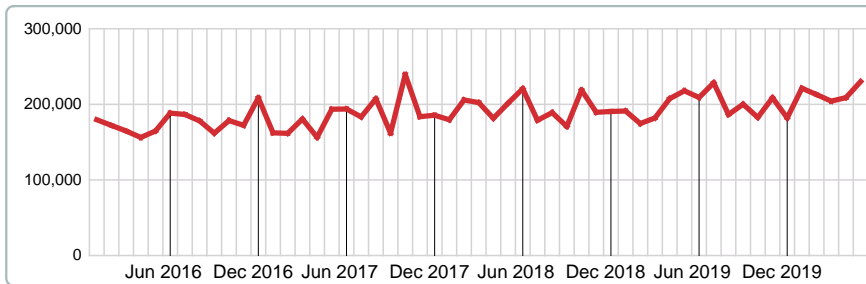
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YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

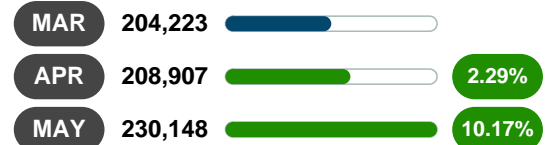


3 MONTHS

5 year MAY AVG = 201,577

High Oct 2017 239,418 Low Apr 2016 156,223

Average List Price at Closing this month at **230,148**
above the 5 yr MAY average of **201,577**



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	8.97%	31,273	36,736	1,223	0	0
\$50,001 - \$125,000	12.41%	98,539	100,350	102,900	0	0
\$125,001 - \$150,000	8.97%	139,094	134,950	143,902	0	0
\$150,001 - \$200,000	26.90%	176,478	192,500	175,951	182,164	0
\$200,001 - \$275,000	18.62%	236,849	214,900	234,327	237,748	0
\$275,001 - \$375,000	11.03%	321,938	399,000	310,188	337,800	304,900
\$375,001 and up	13.10%	576,547	1,044,000	726,751	507,115	519,000
Average List Price		230,148	135,373	210,736	312,404	411,950
Total Closed Units	100%	230,148	26	74	43	2
Total Closed Volume		33,371,442	3.52M	15.59M	13.43M	823.90K

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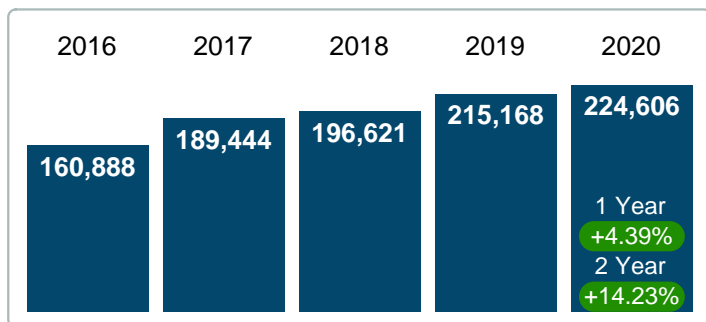
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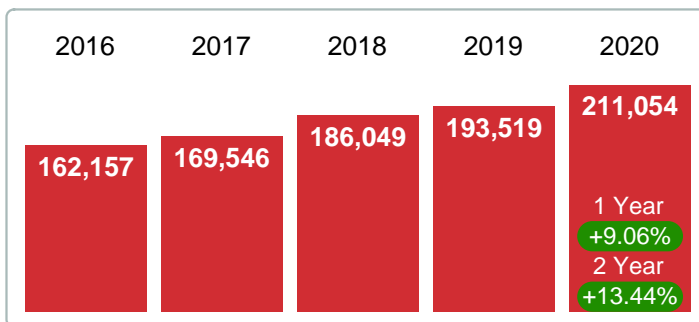
AVERAGE SOLD PRICE AT CLOSING

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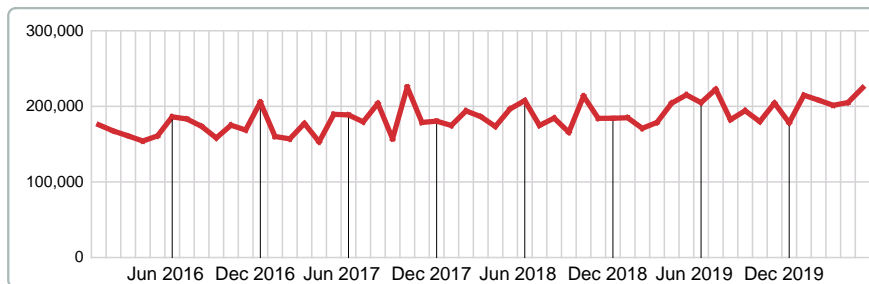
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 197,346

High Oct 2017 225,516 Low Apr 2017 153,074

Average Sold Price at Closing this month at **224,606**
above the 5 yr MAY average of **197,346**

MAR	201,370	
APR	205,043	1.82%
MAY	224,606	9.54%

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	8.97%	28,515	33,477	1,223	0	0
\$50,001 - \$125,000	13.79%	96,948	94,363	98,671	0	0
\$125,001 - \$150,000	8.97%	138,108	129,000	139,764	0	0
\$150,001 - \$200,000	25.52%	177,155	193,950	173,447	180,845	0
\$200,001 - \$275,000	18.62%	232,306	215,900	230,260	236,588	0
\$275,001 - \$375,000	11.72%	315,876	365,000	299,875	328,714	304,900
\$375,001 and up	12.41%	570,332	950,000	718,360	494,878	504,000
Average Sold Price		224,606	126,921	206,298	306,814	404,450
Total Closed Units	100%	224,606	26	74	43	2
Total Closed Volume		32,567,922	3.30M	15.27M	13.19M	808.90K

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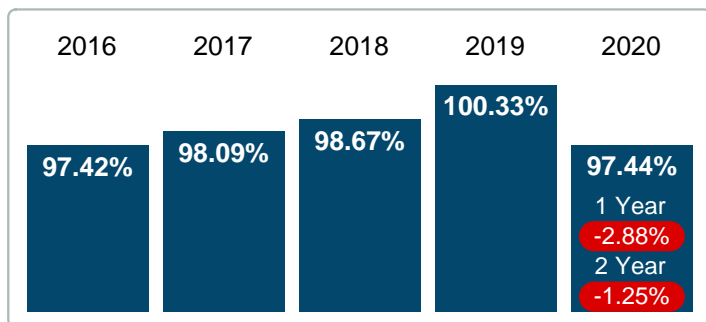
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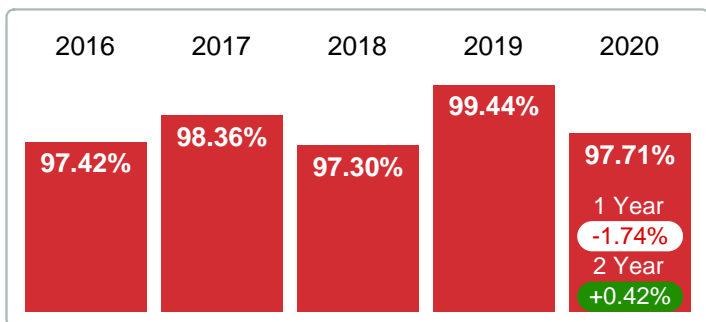
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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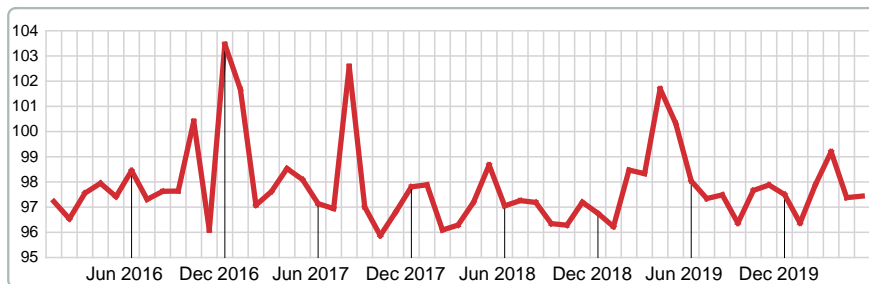
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

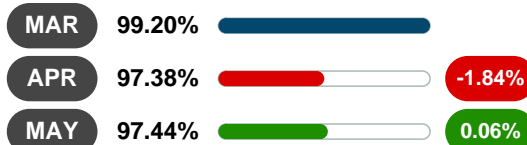


3 MONTHS

5 year MAY AVG = 98.39%

High Dec 2016 103.46% Low Oct 2017 95.87%

Average Sold/List Ratio this month at **97.44%**
below the 5 yr MAY average of **98.39%**



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	13	8.97%	93.27%	92.05%	100.00%	0.00%	0.00%
\$50,001 - \$125,000	20	13.79%	95.04%	95.07%	95.01%	0.00%	0.00%
\$125,001 - \$150,000	13	8.97%	97.00%	95.59%	97.26%	0.00%	0.00%
\$150,001 - \$200,000	37	25.52%	99.26%	100.78%	99.10%	99.28%	0.00%
\$200,001 - \$275,000	27	18.62%	98.92%	100.47%	98.31%	99.61%	0.00%
\$275,001 - \$375,000	17	11.72%	96.89%	91.48%	96.81%	97.31%	100.00%
\$375,001 and up	18	12.41%	97.99%	91.00%	100.36%	97.86%	97.11%
Average Sold/List Ratio		97.40%		94.19%	97.85%	98.65%	98.55%
Total Closed Units		145	100%	26	74	43	2
Total Closed Volume		32,567,922		3.30M	15.27M	13.19M	808.90K

May 2020

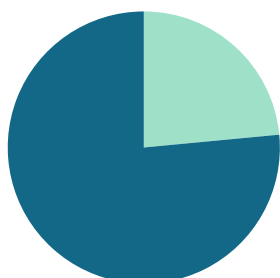
Area Delimited by County Of Rogers



MARKET SUMMARY

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

INVENTORY

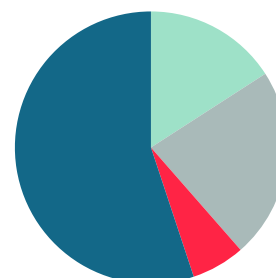


Inventory
 New Listings
207 = 23.50%
 Start Inventory
674
 Total Inventory Units
881
 Volume
\$243,035,449

Market Activity

Closed Sales
145 = 15.88%
 Pending Sales
207 = 22.67%
 Other Off Market
58 = 6.35%
 Active Inventory
503 = 55.09%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	157	145	-7.64%	649	628	-3.24%
Pending Sales	148	207	39.86%	750	754	0.53%
New Listings	247	207	-16.19%	1,252	1,077	-13.98%
Average List Price	217,910	230,148	5.62%	197,112	215,726	9.44%
Average Sale Price	215,168	224,606	4.39%	193,519	211,054	9.06%
Average Percent of Selling Price to List Price	100.33%	97.44%	-2.88%	99.44%	97.71%	-1.74%
Average Days on Market to Sale	41.23	36.82	-10.69%	50.07	43.07	-13.98%
Monthly Inventory	910	503	-44.73%	910	503	-44.73%
Months Supply of Inventory	6.59	3.46	-47.51%	6.59	3.46	-47.51%

Absorption: Last 12 months, an Average of **145** Sales/Month

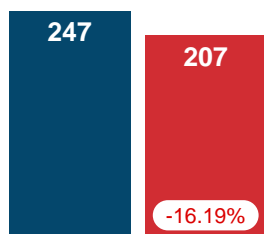
Inventory on May 31, 2020 = **503**

2019 **2020**

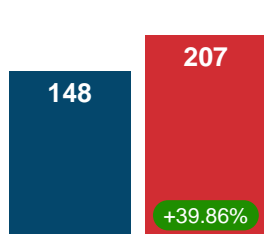
MAY MARKET

AVERAGE PRICES

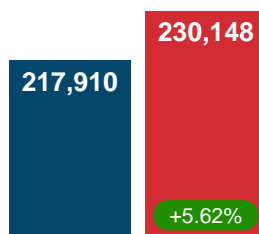
New Listings



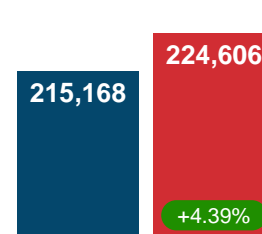
Pending Listings



List Price



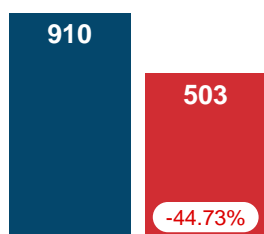
Sale Price



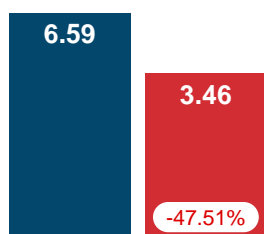
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

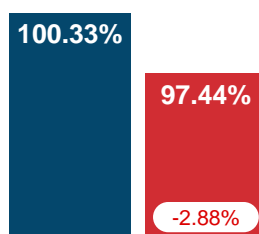
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

