



November 2020

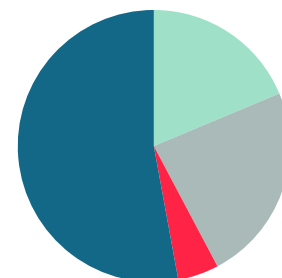
Area Delimited by County Of Rogers



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	November 2020	+/-%
Closed Listings	154	146	-5.19%
Pending Listings	130	184	41.54%
New Listings	201	196	-2.49%
Average List Price	210,127	228,352	8.67%
Average Sale Price	205,796	225,966	9.80%
Average Percent of Selling Price to List Price	97.91%	98.46%	0.56%
Average Days on Market to Sale	44.09	31.03	-29.63%
End of Month Inventory	861	413	-52.03%
Months Supply of Inventory	5.90	2.72	-53.90%



■ Closed (18.69%)
■ Pending (23.56%)
■ Other OffMarket (4.87%)
■ Active (52.88%)

Absorption: Last 12 months, an Average of **152** Sales/Month
Active Inventory as of November 30, 2020 = **413**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2020 decreased **52.03%** to 413 existing homes available for sale. Over the last 12 months this area has had an average of 152 closed sales per month. This represents an unsold inventory index of **2.72** 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 **9.80%** in November 2020 to \$225,966 versus the previous year at \$205,796.

Average Days on Market Shortens

The average number of **31.03** days that homes spent on the market before selling decreased by 13.06 days or **29.63%** in November 2020 compared to last year's same month at **44.09** DOM.

Sales Success for November 2020 is Positive

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

There were 196 New Listings in November 2020, down **2.49%** from last year at 201. Furthermore, there were 146 Closed Listings this month versus last year at 154, a **-5.19%** decrease.

Closed versus Listed trends yielded a **74.5%** ratio, down from previous year's, November 2019, at **76.6%**, a **2.78%** downswing. 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



November 2020

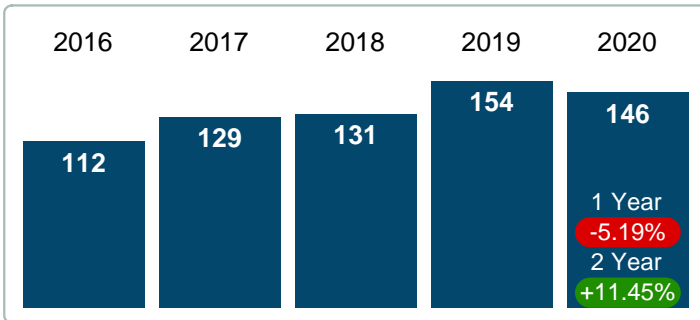
Area Delimited by County Of Rogers



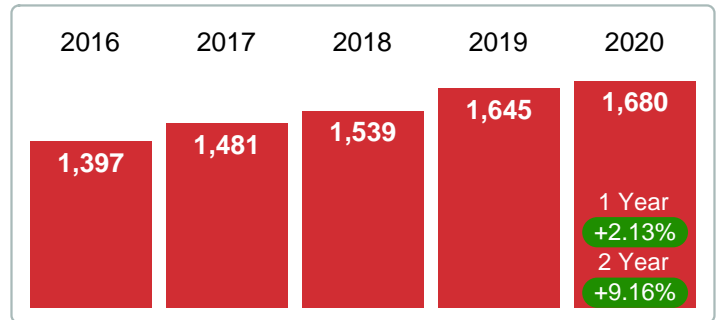
CLOSED LISTINGS

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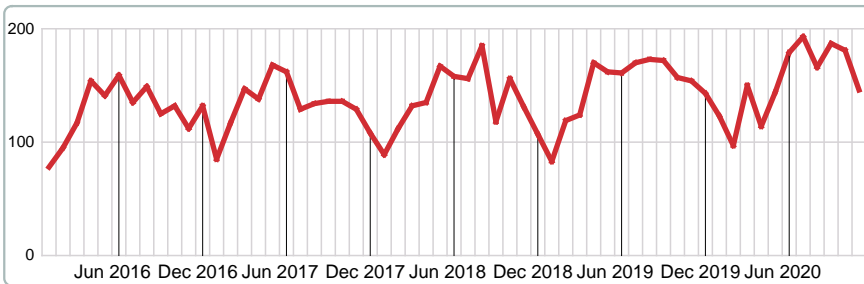
NOVEMBER



YEAR TO DATE (YTD)

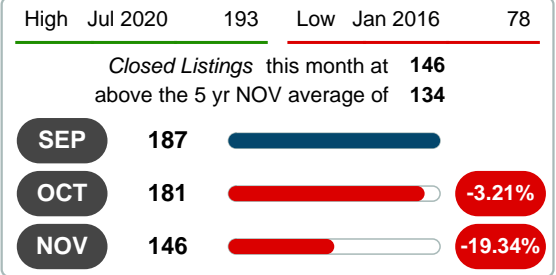


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 134



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	11	7.53%	35.5	9	2	0	0
\$50,001 - \$125,000	22	15.07%	59.1	10	12	0	0
\$125,001 - \$175,000	20	13.70%	29.4	3	15	2	0
\$175,001 - \$225,000	31	21.23%	18.5	1	20	10	0
\$225,001 - \$275,000	18	12.33%	22.1	0	9	9	0
\$275,001 - \$375,000	28	19.18%	27.7	1	9	13	5
\$375,001 and up	16	10.96%	31.5	0	3	10	3
Total Closed Units	146			24	70	44	8
Total Closed Volume	32,991,061	100%	31.0	2.08M	14.13M	13.61M	3.18M
Average Closed Price	\$225,966			\$86,677	\$201,834	\$309,251	\$396,925



November 2020

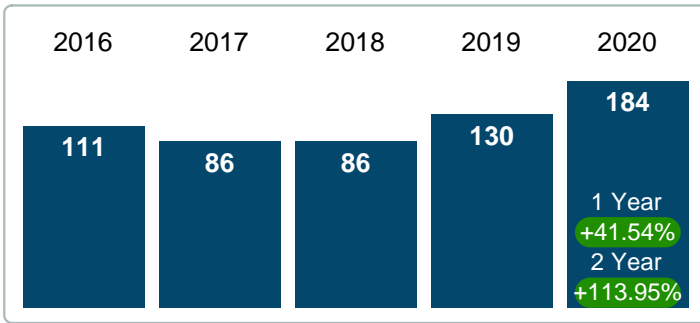
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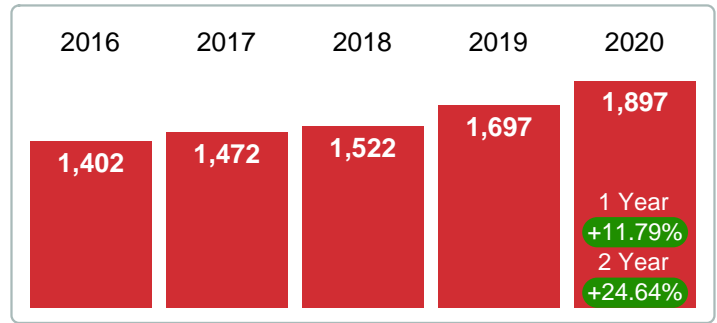
PENDING LISTINGS

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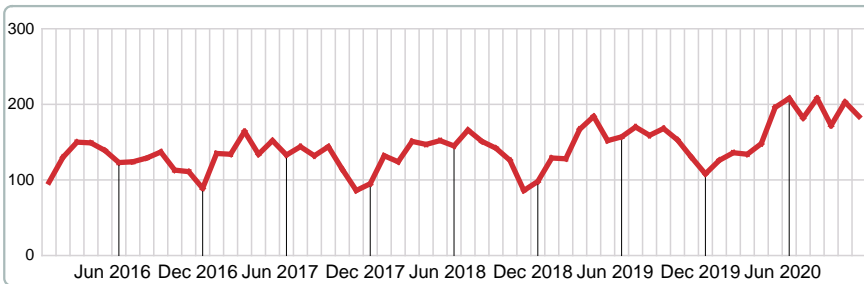
NOVEMBER



YEAR TO DATE (YTD)

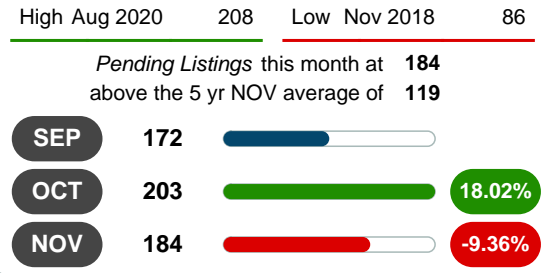


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 119



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	3.26%	11.5	2	3	1	0
\$25,001 - \$125,000	32	17.39%	40.8	23	9	0	0
\$125,001 - \$150,000	10	5.43%	13.1	1	9	0	0
\$150,001 - \$225,000	66	35.87%	23.2	5	48	12	1
\$225,001 - \$300,000	28	15.22%	27.8	0	18	9	1
\$300,001 - \$425,000	22	11.96%	61.3	2	2	14	4
\$425,001 and up	20	10.87%	55.2	1	5	8	6
Total Pending Units	184			34	94	44	12
Total Pending Volume	43,828,560	100%	56.8	3.84M	19.41M	14.87M	5.71M
Average Listing Price	\$225,258			\$112,925	\$206,444	\$337,941	\$476,167



November 2020

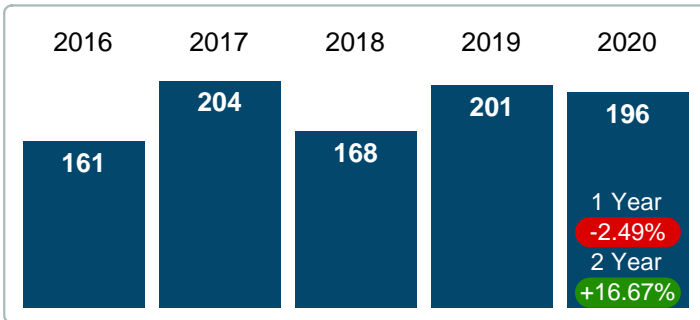
Area Delimited by County Of Rogers



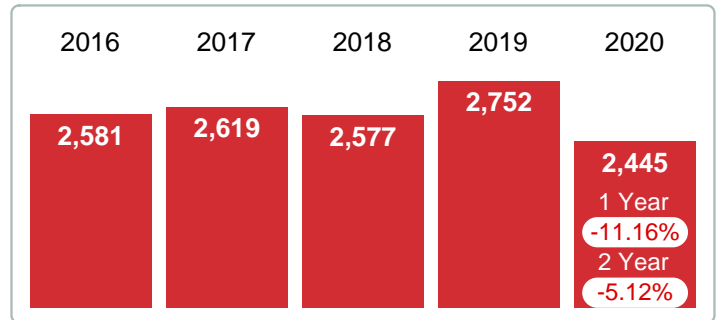
NEW LISTINGS

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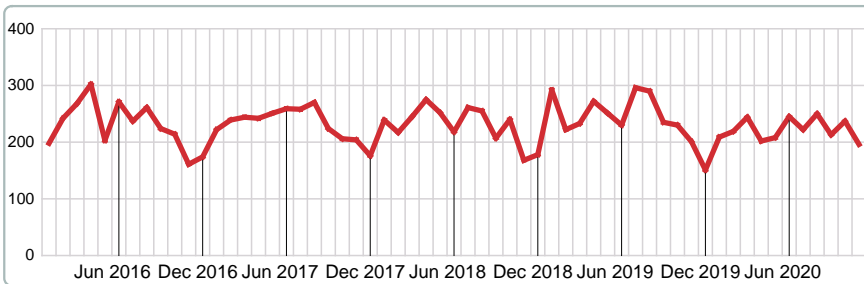
NOVEMBER



YEAR TO DATE (YTD)

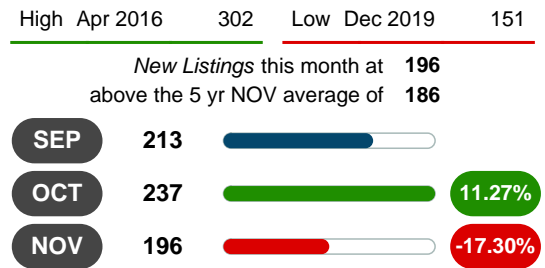


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 186



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	14	7.14%	9				4				1				0			
\$50,001 - \$100,000	26	13.27%	23				3				0				0			
\$100,001 - \$150,000	24	12.24%	8				15				1				0			
\$150,001 - \$200,000	48	24.49%	2				39				6				1			
\$200,001 - \$250,000	37	18.88%	3				20				14				0			
\$250,001 - \$375,000	30	15.31%	2				14				13				1			
\$375,001 and up	17	8.67%	2				4				5				6			
Total New Listed Units	196		49				99				40				8			
Total New Listed Volume	44,014,637		8.77M				20.07M				10.86M				4.31M			
Average New Listed Listing Price	\$316,333		\$178,989				\$202,714				\$271,537				\$539,250			



November 2020

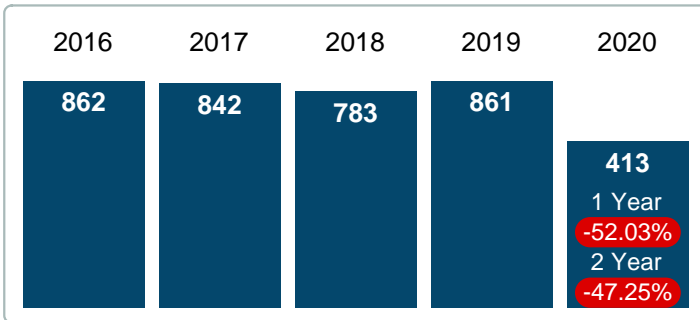
Area Delimited by County Of Rogers



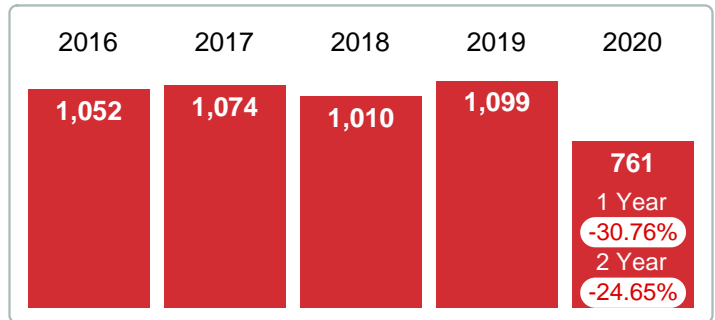
ACTIVE INVENTORY

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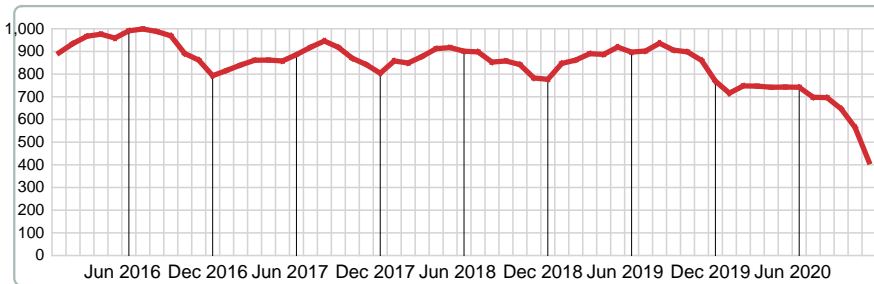
END OF NOVEMBER



ACTIVE DURING NOVEMBER

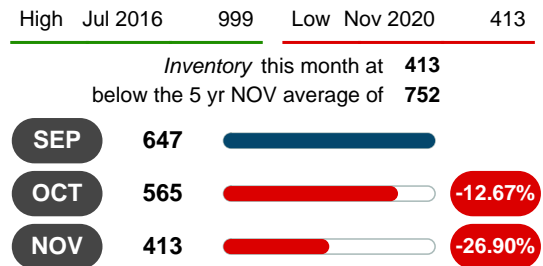


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 752



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	22	5.33%	124.0	6	11	5	0
\$25,001 - \$50,000	44	10.65%	147.0	43	0	1	0
\$50,001 - \$150,000	86	20.82%	58.2	58	26	1	1
\$150,001 - \$275,000	99	23.97%	58.3	28	46	25	0
\$275,001 - \$400,000	69	16.71%	76.6	12	25	28	4
\$400,001 - \$725,000	51	12.35%	84.8	12	9	23	7
\$725,001 and up	42	10.17%	119.9	15	3	6	18
Total Active Inventory by Units			413	174	120	89	30
Total Active Inventory by Volume			135,646,619	42.71M	28.51M	35.08M	29.35M
Average Active Inventory Listing Price			\$328,442	\$245,459	\$237,550	\$394,186	\$978,272



November 2020

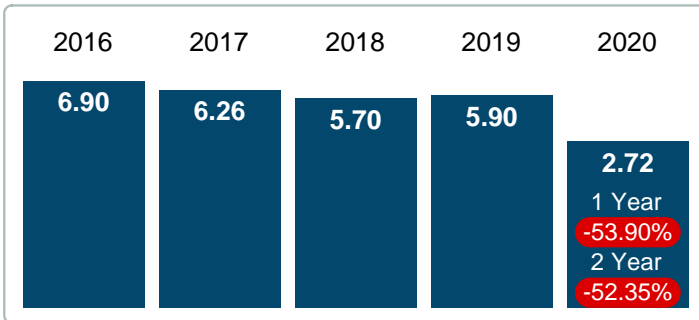
Area Delimited by County Of Rogers



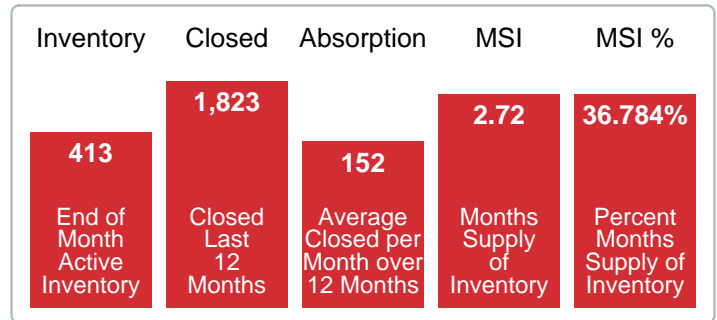
MONTHS SUPPLY of INVENTORY (MSI)

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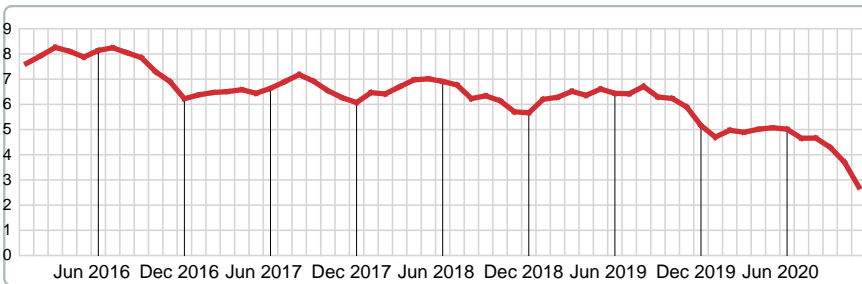
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2020

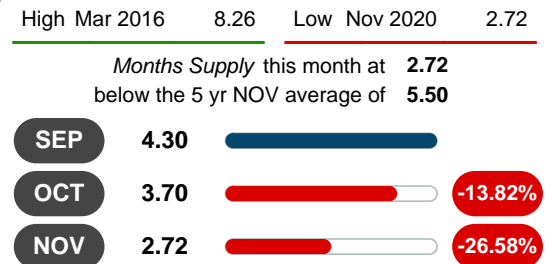


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 5.50



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	5.33%	3.94	1.64	6.29	30.00	0.00
\$25,001 - \$50,000	44	10.65%	4.19	5.06	0.00	2.40	0.00
\$50,001 - \$150,000	86	20.82%	2.42	4.90	1.23	0.43	4.00
\$150,001 - \$275,000	99	23.97%	1.62	7.00	1.24	1.30	0.00
\$275,001 - \$400,000	69	16.71%	2.72	20.57	3.06	1.96	1.71
\$400,001 - \$725,000	51	12.35%	4.22	24.00	6.00	3.17	2.47
\$725,001 and up	42	10.17%	21.91	60.00	18.00	7.20	27.00
Market Supply of Inventory (MSI)			2.72	5.93	1.69	2.00	4.29
Total Active Inventory by Units		100%	2.72	174	120	89	30



November 2020

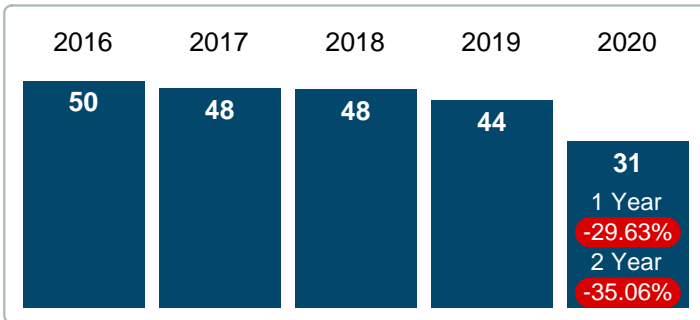
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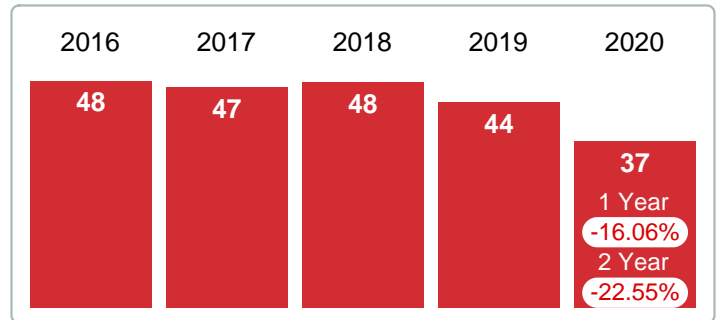
AVERAGE DAYS ON MARKET TO SALE

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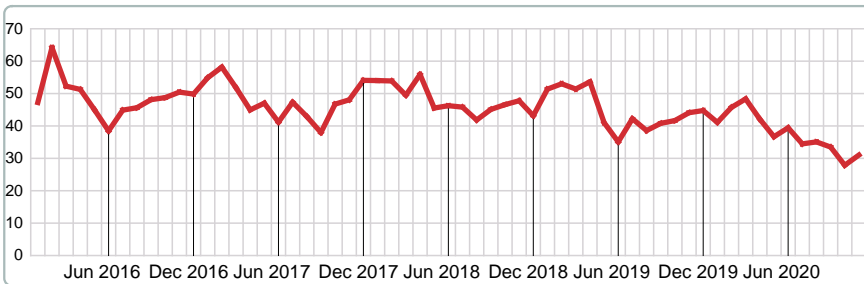
NOVEMBER



YEAR TO DATE (YTD)

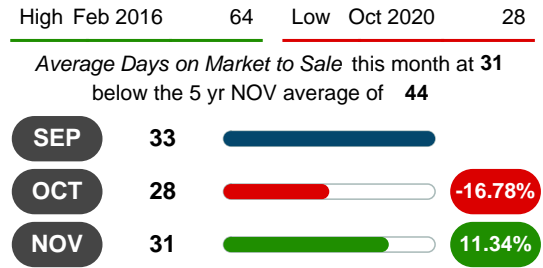


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 44



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	7.53%	36	35	37	0	0
\$50,001 - \$125,000	15.07%	59	71	49	0	0
\$125,001 - \$175,000	13.70%	29	23	20	110	0
\$175,001 - \$225,000	21.23%	19	71	9	32	0
\$225,001 - \$275,000	12.33%	22	0	31	13	0
\$275,001 - \$375,000	19.18%	28	16	15	23	65
\$375,001 and up	10.96%	32	0	43	35	7
Average Closed DOM		31	49	24	30	43
Total Closed Units	100%	31	24	70	44	8
Total Closed Volume		32,991,061	2.08M	14.13M	13.61M	3.18M



November 2020

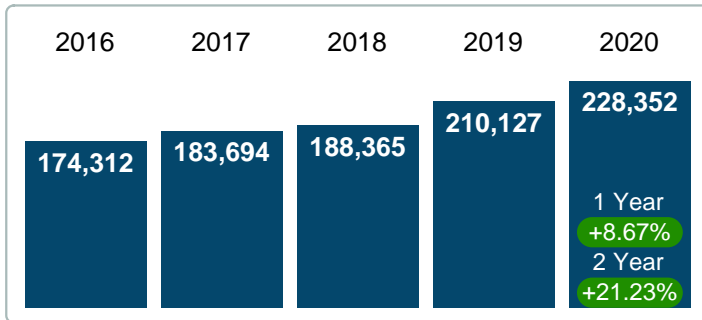
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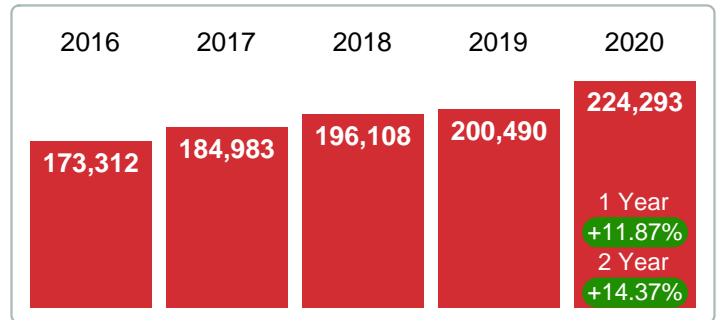
AVERAGE LIST PRICE AT CLOSING

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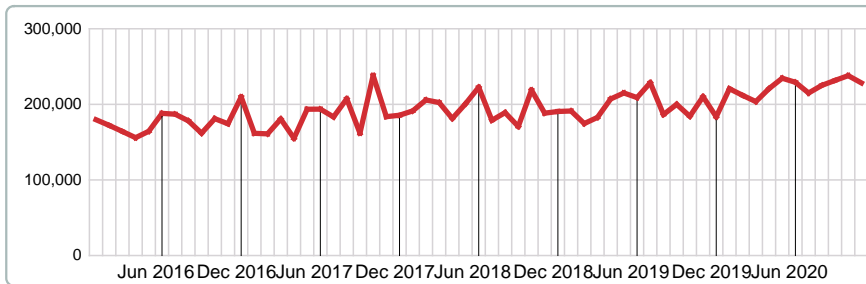
NOVEMBER



YEAR TO DATE (YTD)

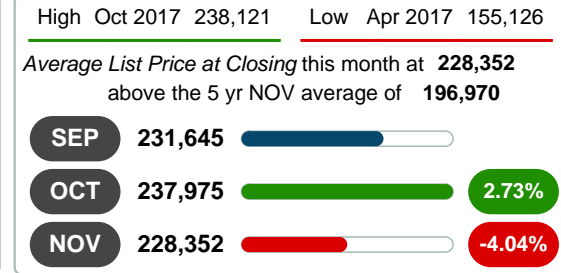


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 196,970



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	7.53%	39,300	38,611	42,400	0	0
\$50,001 - \$125,000	13.70%	99,705	92,940	111,892	0	0
\$125,001 - \$175,000	15.75%	154,881	151,600	155,870	165,750	0
\$175,001 - \$225,000	21.23%	199,219	219,000	195,610	197,960	0
\$225,001 - \$275,000	13.01%	251,705	0	248,233	252,133	0
\$275,001 - \$375,000	17.81%	315,318	320,000	293,553	317,569	322,380
\$375,001 and up	10.96%	512,139	0	559,233	492,912	529,133
Average List Price		228,352	94,613	203,308	309,951	399,912
Total Closed Units	100%	228,352	24	70	44	8
Total Closed Volume		33,339,357	2.27M	14.23M	13.64M	3.20M



November 2020

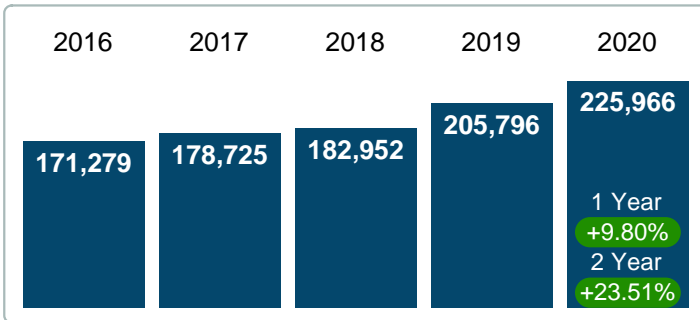
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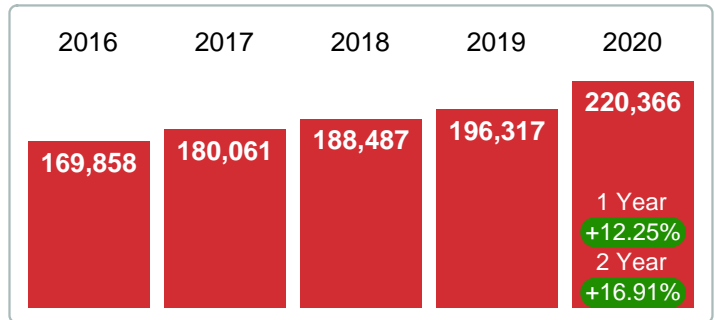
AVERAGE SOLD PRICE AT CLOSING

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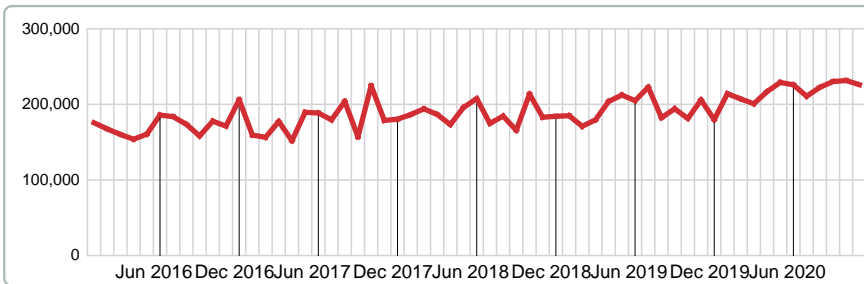
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

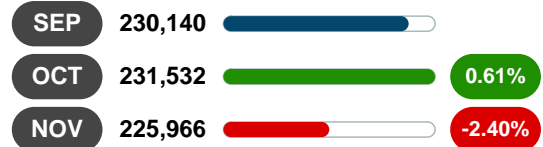


3 MONTHS

5 year NOV AVG = 192,944

High Oct 2020 231,532 Low Apr 2017 151,863

Average Sold Price at Closing this month at **225,966** above the 5 yr NOV average of **192,944**



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	7.53%	37,068	36,983	37,450	0	0
\$50,001 - \$125,000	15.07%	98,114	82,250	111,333	0	0
\$125,001 - \$175,000	13.70%	153,893	141,967	156,134	154,975	0
\$175,001 - \$225,000	21.23%	194,925	212,000	192,985	197,098	0
\$225,001 - \$275,000	12.33%	249,561	0	248,522	250,600	0
\$275,001 - \$375,000	19.18%	310,596	287,000	298,064	315,400	325,380
\$375,001 and up	10.96%	507,219	0	532,167	497,050	516,167
Average Sold Price		225,966	86,677	201,834	309,251	396,925
Total Closed Units	100%	225,966	24	70	44	8
Total Closed Volume		32,991,061	2.08M	14.13M	13.61M	3.18M



November 2020

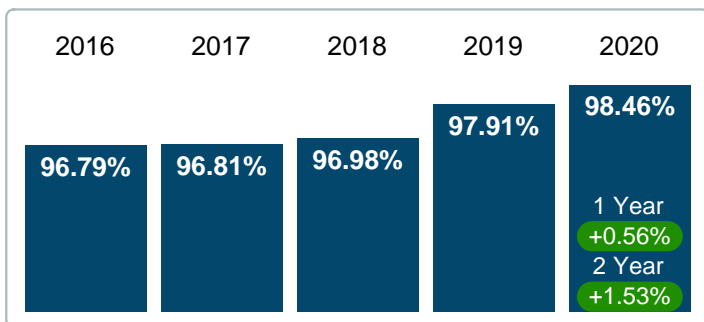
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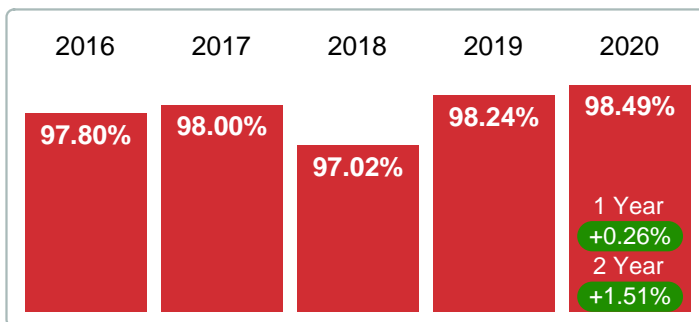
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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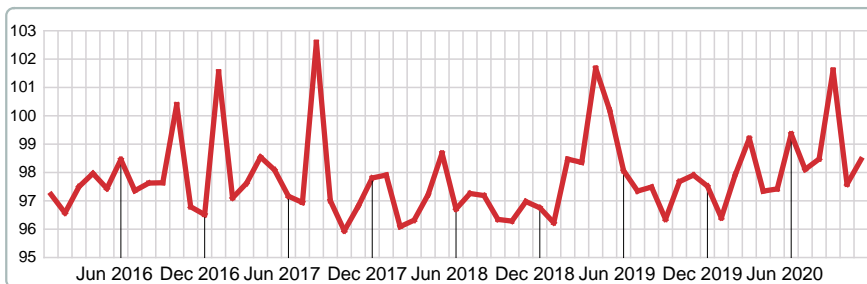
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

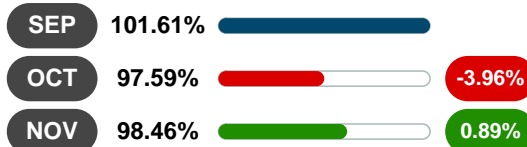


3 MONTHS

5 year NOV AVG = 97.39%

High Aug 2017 102.59% Low Oct 2017 95.94%

Average Sold/List Ratio this month at **98.46%**
above the 5 yr NOV average of **97.39%**



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	11	7.53%	95.12%	96.64%	88.29%	0.00%	0.00%
\$50,001 - \$125,000	22	15.07%	95.23%	90.63%	99.06%	0.00%	0.00%
\$125,001 - \$175,000	20	13.70%	98.61%	93.71%	100.22%	93.93%	0.00%
\$175,001 - \$225,000	31	21.23%	98.98%	96.80%	98.78%	99.62%	0.00%
\$225,001 - \$275,000	18	12.33%	99.76%	0.00%	100.11%	99.40%	0.00%
\$275,001 - \$375,000	28	19.18%	100.23%	89.69%	102.31%	99.31%	100.98%
\$375,001 and up	16	10.96%	99.40%	0.00%	96.20%	100.79%	97.97%
Average Sold/List Ratio		98.50%		93.49%	99.35%	99.49%	99.85%
Total Closed Units	146	100%	98.50%	24	70	44	8
Total Closed Volume	32,991,061			2.08M	14.13M	13.61M	3.18M



November 2020

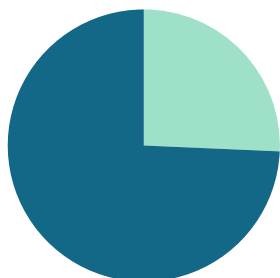
Area Delimited by County Of Rogers



MARKET SUMMARY

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

INVENTORY

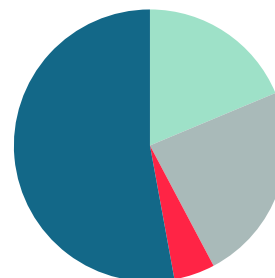


Inventory
 New Listings
196 = 25.69%
 Start Inventory
567
 Total Inventory Units
763
 Volume
\$225,219,464

Market Activity

Closed Sales
146 = 18.69%
 Pending Sales
184 = 23.56%
 Other Off Market
38 = 4.87%
 Active Inventory
413 = 52.88%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	154	146	-5.19%	1,645	1,680	2.13%
Pending Sales	130	184	41.54%	1,697	1,897	11.79%
New Listings	201	196	-2.49%	2,752	2,445	-11.16%
Average List Price	210,127	228,352	8.67%	200,490	224,293	11.87%
Average Sale Price	205,796	225,966	9.80%	196,317	220,366	12.25%
Average Percent of Selling Price to List Price	97.91%	98.46%	0.56%	98.24%	98.49%	0.26%
Average Days on Market to Sale	44.09	31.03	-29.63%	44.11	37.02	-16.06%
Monthly Inventory	861	413	-52.03%	861	413	-52.03%
Months Supply of Inventory	5.90	2.72	-53.90%	5.90	2.72	-53.90%

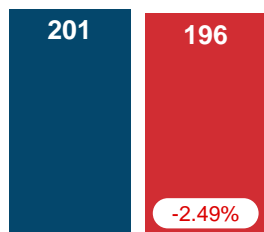
Absorption: Last 12 months, an Average of **152** Sales/Month

Inventory on November 30, 2020 = **413** 2019 2020

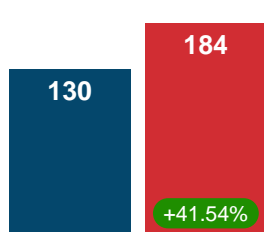
NOVEMBER MARKET

AVERAGE PRICES

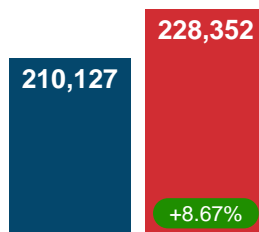
New Listings



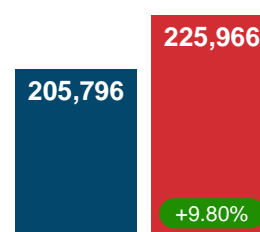
Pending Listings



List Price



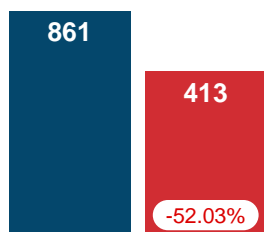
Sale Price



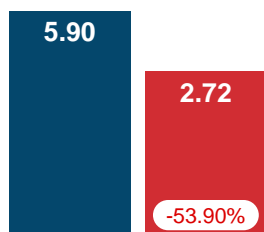
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

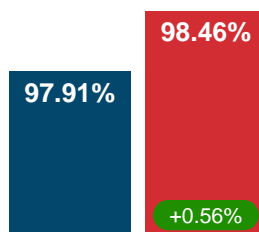
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

