



November 2020

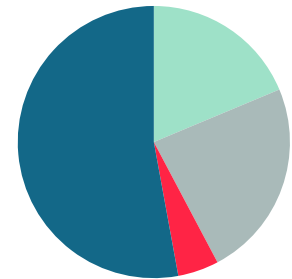
Area Delimited by County Of Rogers



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2019	2020	+/-%
Closed Listings	154	146	-5.19%
Pending Listings	130	184	41.54%
New Listings	201	196	-2.49%
Median List Price	174,750	207,250	18.60%
Median Sale Price	176,973	200,000	13.01%
Median Percent of Selling Price to List Price	98.83%	100.00%	1.19%
Median Days on Market to Sale	30.50	12.00	-60.66%
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.

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 **13.01%** in November 2020 to \$200,000 versus the previous year at \$176,973.

Median Days on Market Shortens

The median number of **12.00** days that homes spent on the market before selling decreased by 18.50 days or **60.66%** in November 2020 compared to last year's same month at **30.50** DOM.

Sales Success for November 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 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.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

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

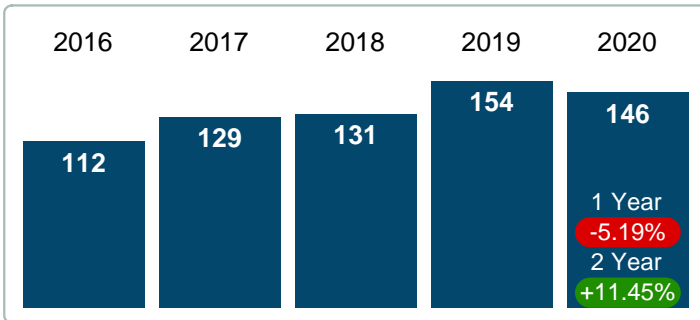
Area Delimited by County Of Rogers



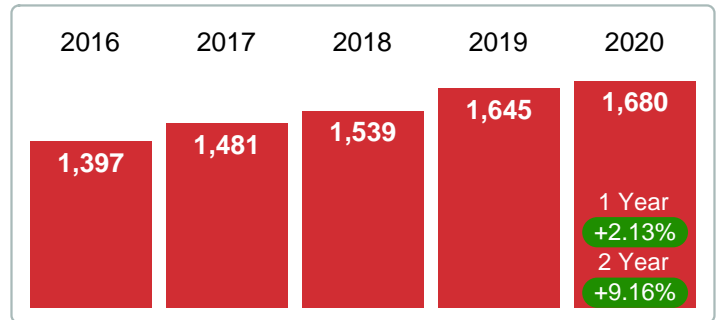
CLOSED LISTINGS

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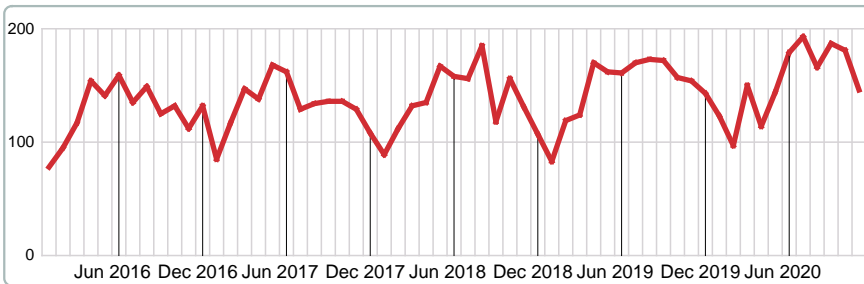
NOVEMBER



YEAR TO DATE (YTD)

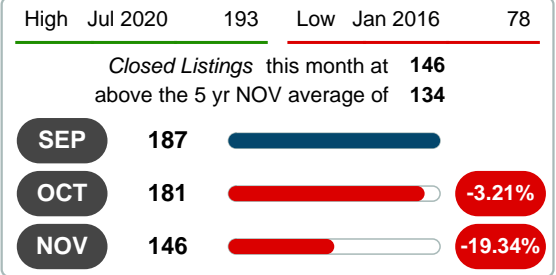


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 134



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	11	7.53%	32.0	9	2	0	0
\$50,001 - \$125,000	22	15.07%	43.0	10	12	0	0
\$125,001 - \$175,000	20	13.70%	14.0	3	15	2	0
\$175,001 - \$225,000	31	21.23%	10.0	1	20	10	0
\$225,001 - \$275,000	18	12.33%	9.0	0	9	9	0
\$275,001 - \$375,000	28	19.18%	8.5	1	9	13	5
\$375,001 and up	16	10.96%	8.5	0	3	10	3
Total Closed Units	146			24	70	44	8
Total Closed Volume	32,991,061	100%	12.0	2.08M	14.13M	13.61M	3.18M
Median Closed Price	\$200,000			\$66,250	\$182,750	\$284,500	\$341,000



November 2020

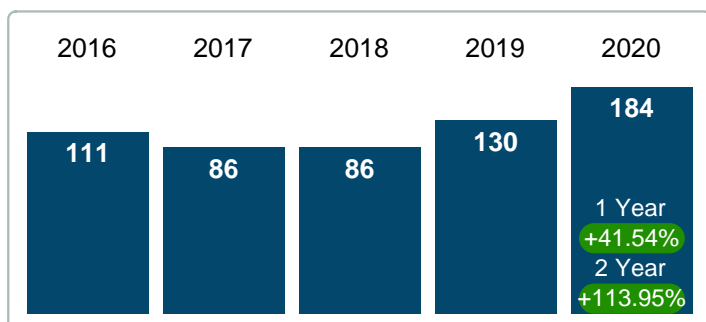
Area Delimited by County Of Rogers



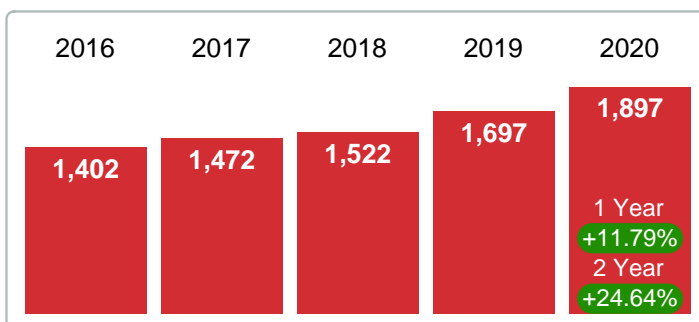
PENDING LISTINGS

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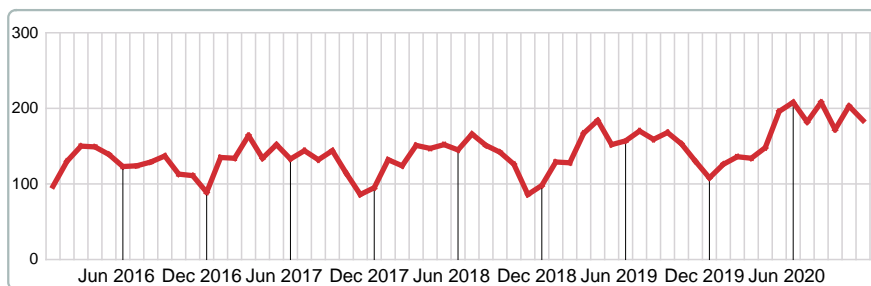
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 119

High Aug 2020 208 Low Nov 2018 86

Pending Listings this month at **184**
above the 5 yr NOV average of **119**



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	6	3.26%	7.0	2	3	1	0
\$25,001 - \$125,000	32	17.39%	13.0	23	9	0	0
\$125,001 - \$150,000	10	5.43%	6.0	1	9	0	0
\$150,001 - \$225,000	66	35.87%	8.5	5	48	12	1
\$225,001 - \$300,000	28	15.22%	7.0	0	18	9	1
\$300,001 - \$425,000	22	11.96%	20.5	2	2	14	4
\$425,001 and up	20	10.87%	40.0	1	5	8	6
Total Pending Units	184			34	94	44	12
Total Pending Volume	43,828,560	100%	11.0	3.84M	19.41M	14.87M	5.71M
Median Listing Price	\$198,000			\$53,700	\$184,950	\$302,450	\$430,000



November 2020

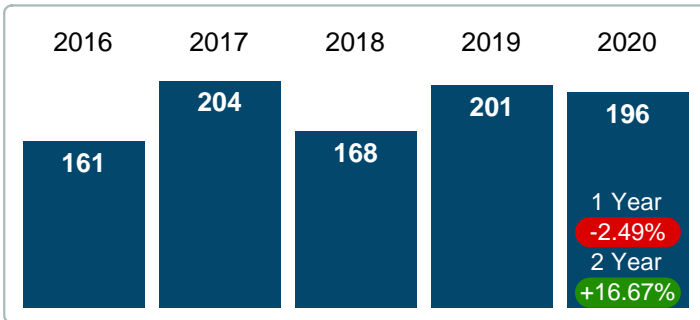
Area Delimited by County Of Rogers



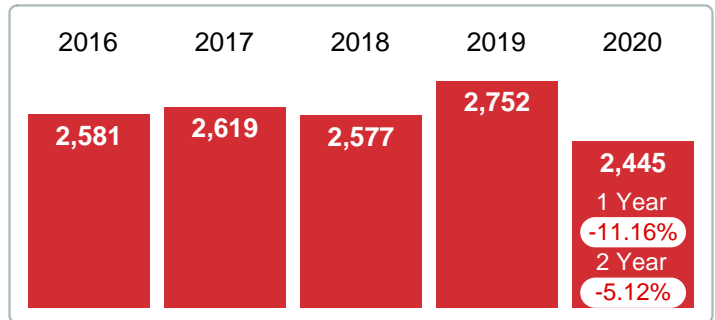
NEW LISTINGS

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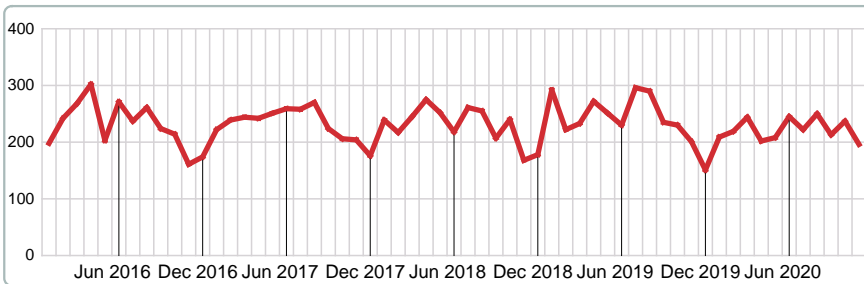
NOVEMBER



YEAR TO DATE (YTD)

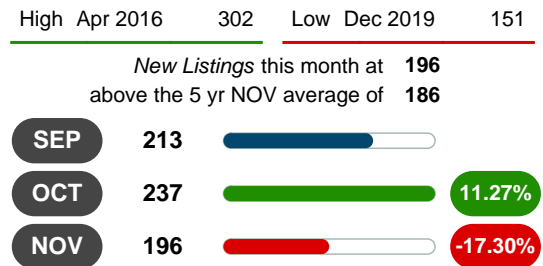


5 YEAR MARKET ACTIVITY TRENDS



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	100%	8.77M	20.07M	10.86M	4.31M
Median New Listed Listing Price	\$185,250		\$69,000	\$185,000	\$242,500	\$473,650



November 2020

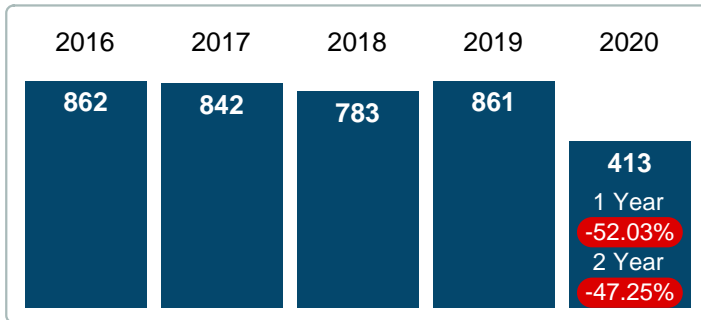
Area Delimited by County Of Rogers



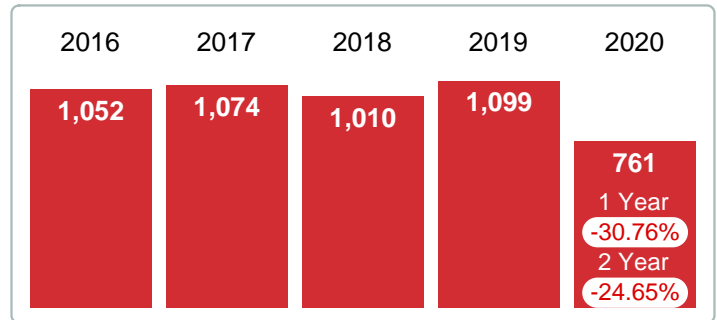
ACTIVE INVENTORY

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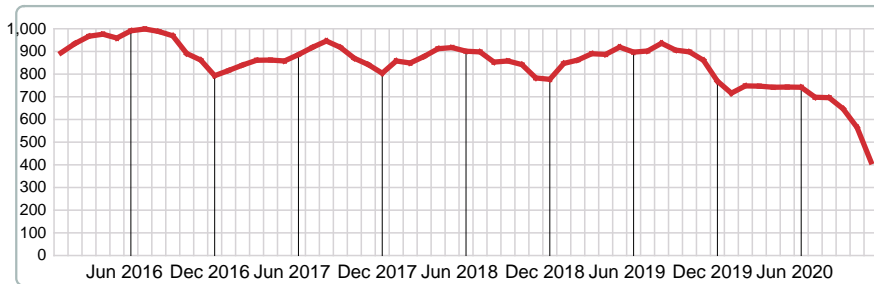
END OF NOVEMBER



ACTIVE DURING NOVEMBER

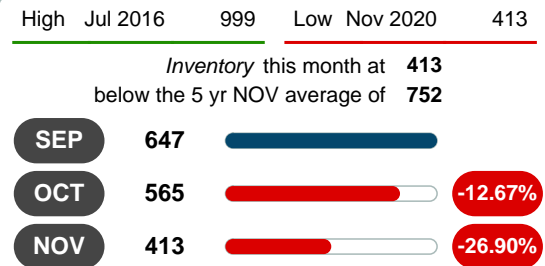


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 752



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	22	5.33%	88.5	6	11	5	0
\$25,001 - \$50,000	44	10.65%	130.0	43	0	1	0
\$50,001 - \$150,000	86	20.82%	48.0	58	26	1	1
\$150,001 - \$275,000	99	23.97%	38.0	28	46	25	0
\$275,001 - \$400,000	69	16.71%	66.0	12	25	28	4
\$400,001 - \$725,000	51	12.35%	73.0	12	9	23	7
\$725,001 and up	42	10.17%	98.5	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
Median Active Inventory Listing Price			\$209,500	\$99,900	\$192,450	\$361,900	\$749,900



November 2020

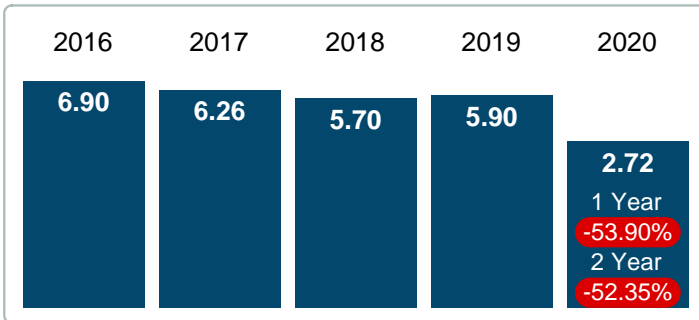
Area Delimited by County Of Rogers



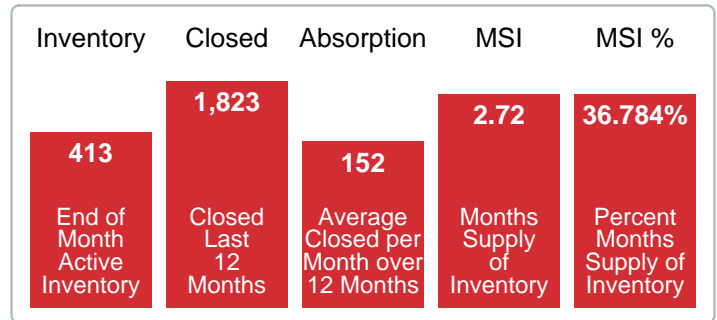
MONTHS SUPPLY of INVENTORY (MSI)

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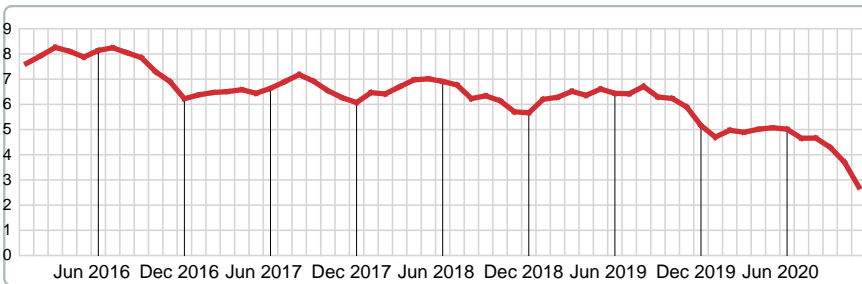
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2020

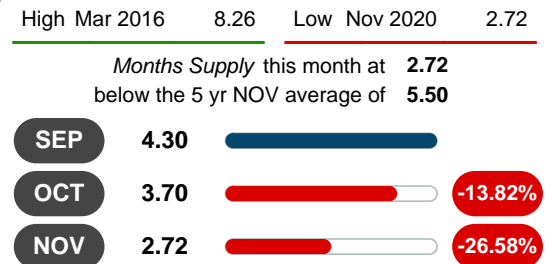


5 YEAR MARKET ACTIVITY TRENDS



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

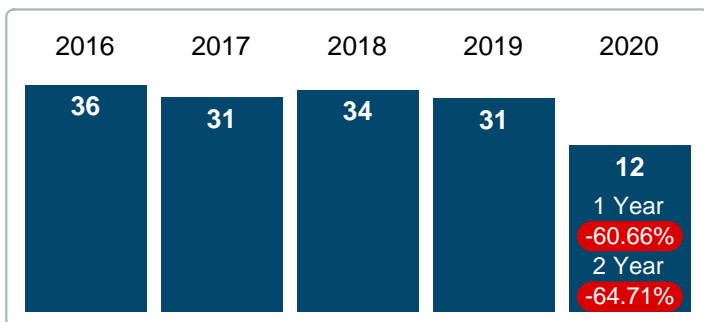
Area Delimited by County Of Rogers



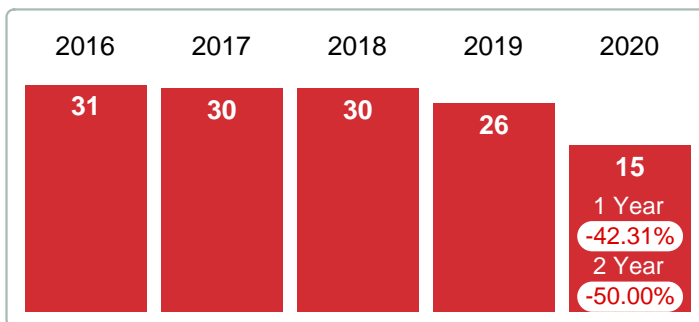
MEDIAN DAYS ON MARKET TO SALE

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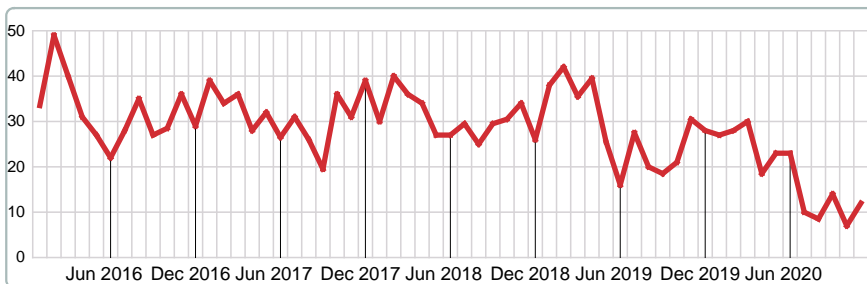
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 29

High Feb 2016 49 Low Oct 2020 7

Median Days on Market to Sale this month at 12 below the 5 yr NOV average of 29



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	7.53%	32	13	37	0	0
\$50,001 - \$125,000	15.07%	43	63	29	0	0
\$125,001 - \$175,000	13.70%	14	8	14	110	0
\$175,001 - \$225,000	21.23%	10	71	7	20	0
\$225,001 - \$275,000	12.33%	9	0	9	9	0
\$275,001 - \$375,000	19.18%	9	16	7	6	25
\$375,001 and up	10.96%	9	0	11	11	2
Median Closed DOM		12	33	10	15	14
Total Closed Units	100%	146	24	70	44	8
Total Closed Volume		32,991,061	2.08M	14.13M	13.61M	3.18M



November 2020

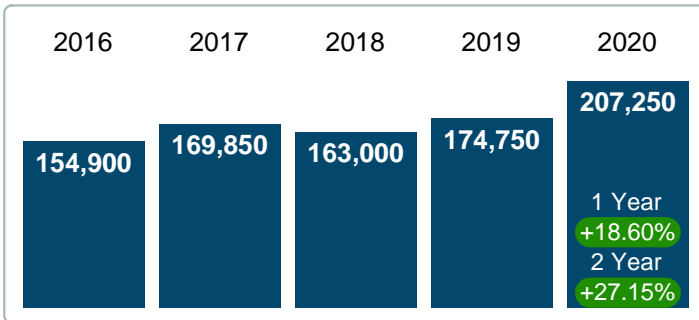
Area Delimited by County Of Rogers



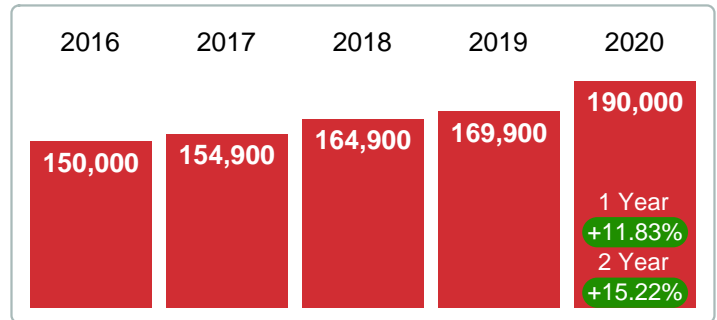
MEDIAN LIST PRICE AT CLOSING

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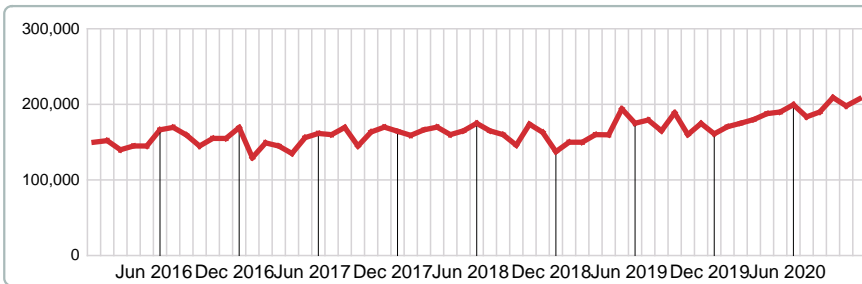
NOVEMBER



YEAR TO DATE (YTD)

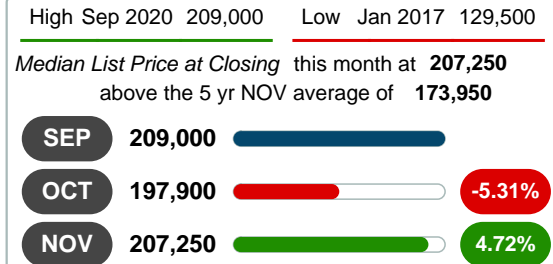


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 173,950



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	11	45,500	45,500	42,400	0	0
\$50,001 - \$125,000	20	100,000	90,000	114,900	0	0
\$125,001 - \$175,000	23	164,200	149,500	165,000	158,250	0
\$175,001 - \$225,000	31	198,500	219,000	196,700	194,950	0
\$225,001 - \$275,000	19	249,000	0	247,500	249,000	0
\$275,001 - \$375,000	26	299,900	320,000	294,080	299,900	325,000
\$375,001 and up	16	462,200	0	449,000	455,750	499,000
Median List Price		207,250	78,500	182,500	287,500	341,000
Total Closed Units	146	100%	24	70	44	8
Total Closed Volume	33,339,357		2.27M	14.23M	13.64M	3.20M



November 2020

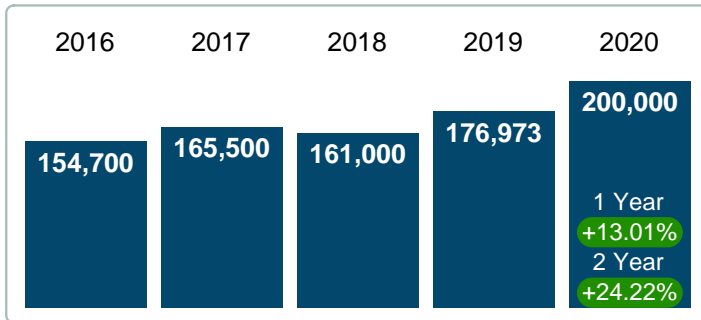
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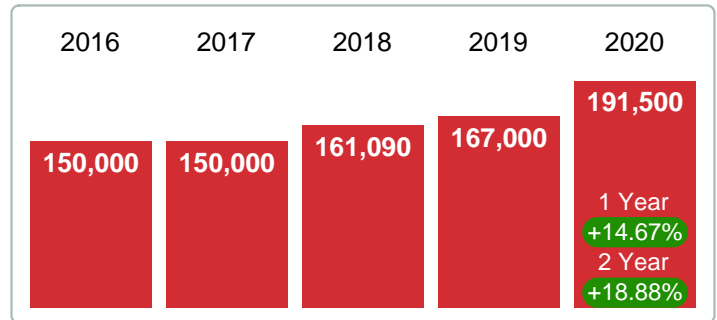
MEDIAN SOLD PRICE AT CLOSING

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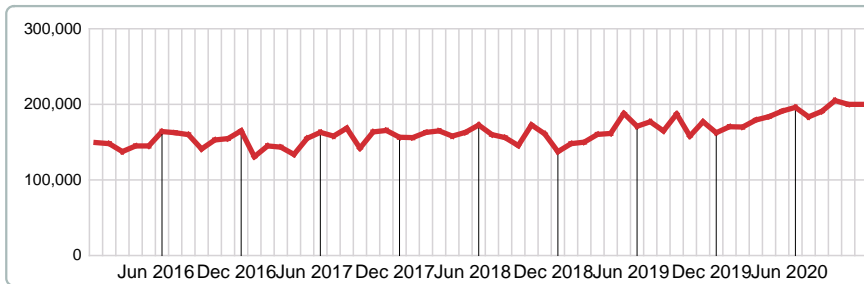
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

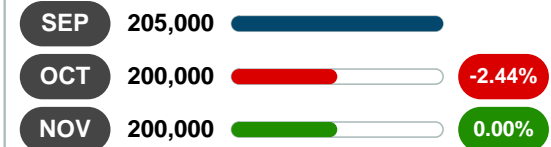


3 MONTHS

5 year NOV AVG = 171,635

High Sep 2020 205,000 Low Jan 2017 130,750

Median Sold Price at Closing this month at **200,000** above the 5 yr NOV average of **171,635**



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	7.53%	43,225	43,225	37,450	0	0
\$50,001 - \$125,000	15.07%	101,000	88,500	118,500	0	0
\$125,001 - \$175,000	13.70%	161,500	134,900	165,000	154,975	0
\$175,001 - \$225,000	21.23%	193,000	212,000	193,000	193,750	0
\$225,001 - \$275,000	12.33%	248,500	0	245,000	249,000	0
\$275,001 - \$375,000	19.18%	297,450	287,000	290,000	299,900	325,000
\$375,001 and up	10.96%	462,750	0	441,000	452,500	499,000
Median Sold Price		200,000	66,250	182,750	284,500	341,000
Total Closed Units	100%	200,000	24	70	44	8
Total Closed Volume		32,991,061	2.08M	14.13M	13.61M	3.18M



November 2020

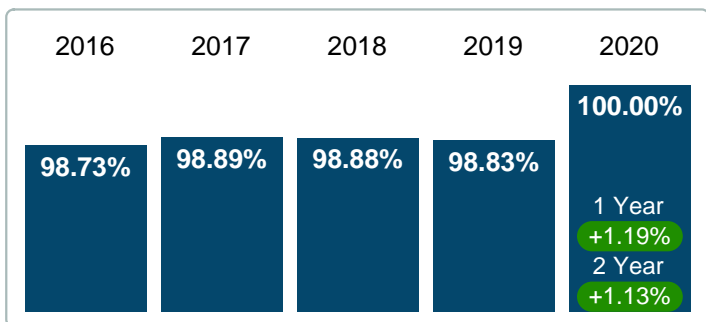
Area Delimited by County Of Rogers



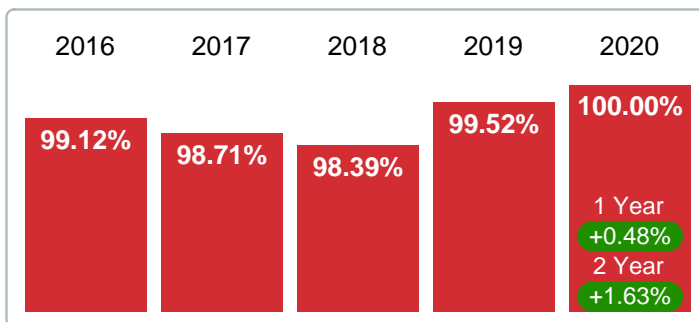
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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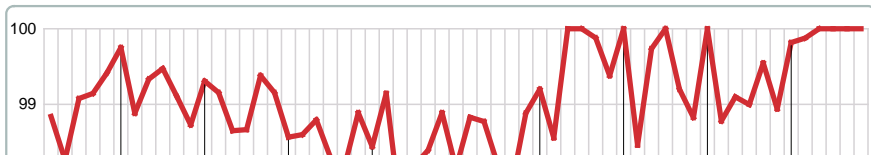
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 99.07%

High Nov 2020 100.00% Low Feb 2018 97.62%

Median Sold/List Ratio this month at **100.00%** above the 5 yr NOV average of **99.07%**

SEP 100.00%
OCT 100.00%
NOV 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
\$50,000 and less	11	7.53%	95.00%	95.00%	88.29%	0.00%	0.00%
\$50,001 - \$125,000	22	15.07%	100.00%	97.14%	100.00%	0.00%	0.00%
\$125,001 - \$175,000	20	13.70%	100.00%	97.12%	100.00%	93.93%	0.00%
\$175,001 - \$225,000	31	21.23%	100.00%	96.80%	99.62%	100.30%	0.00%
\$225,001 - \$275,000	18	12.33%	100.00%	0.00%	100.00%	100.00%	0.00%
\$275,001 - \$375,000	28	19.18%	100.00%	89.69%	100.00%	100.00%	100.00%
\$375,001 and up	16	10.96%	99.69%	0.00%	98.22%	99.87%	100.00%
Median Sold/List Ratio		100.00%		95.33%	100.00%	100.00%	100.00%
Total Closed Units		146	100%	24	70	44	8
Total Closed Volume		32,991,061		2.08M	14.13M	13.61M	3.18M



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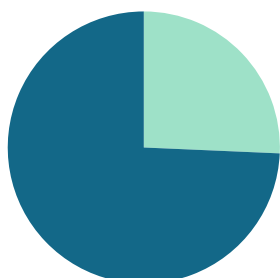
Area Delimited by County Of Rogers



MARKET SUMMARY

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INVENTORY

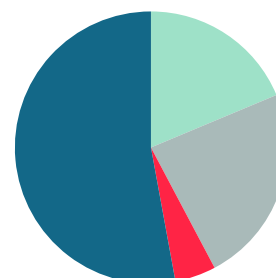


Inventory
 New Listings
196 = 25.69%
 Start Inventory
567
 Total Inventory Units
763
 Volume
\$225,219,464

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%
Median List Price	174,750	207,250	18.60%	169,900	190,000	11.83%
Median Sale Price	176,973	200,000	13.01%	167,000	191,500	14.67%
Median Percent of Selling Price to List Price	98.83%	100.00%	1.19%	99.52%	100.00%	0.48%
Median Days on Market to Sale	30.50	12.00	-60.66%	26.00	15.00	-42.31%
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

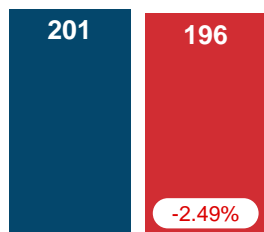
Inventory on November 30, 2020 = **413**

2019 **2020**

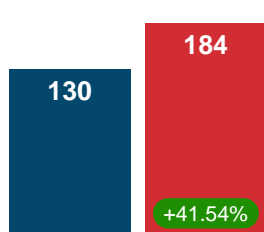
NOVEMBER MARKET

MEDIAN PRICES

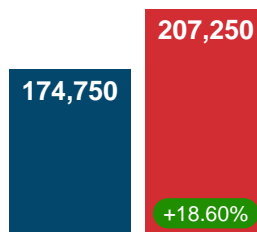
New Listings



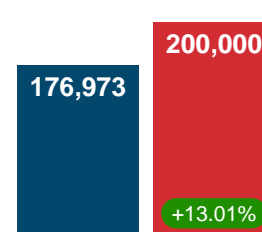
Pending Listings



List Price



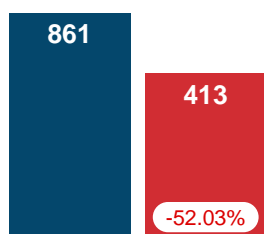
Sale Price



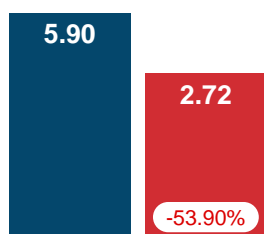
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

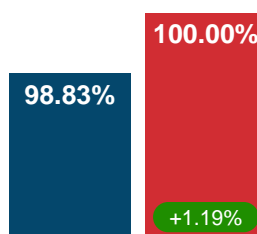
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

