

October 2020

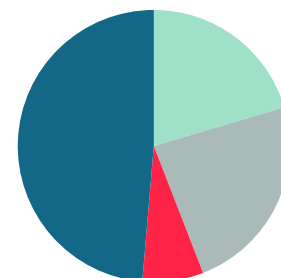
Area Delimited by County Of Rogers



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	October 2020	+/-%
Closed Listings	157	180	14.65%
Pending Listings	153	209	36.60%
New Listings	230	237	3.04%
Median List Price	159,999	197,700	23.56%
Median Sale Price	158,000	200,000	26.58%
Median Percent of Selling Price to List Price	99.20%	100.00%	0.81%
Median Days on Market to Sale	21.00	7.00	-66.67%
End of Month Inventory	898	429	-52.23%
Months Supply of Inventory	6.23	2.81	-54.84%



■ Closed (20.41%)
■ Pending (23.70%)
■ Other OffMarket (7.26%)
■ Active (48.64%)

Absorption: Last 12 months, an Average of **152** Sales/Month
Active Inventory as of October 31, 2020 = **429**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2020 decreased **52.23%** to 429 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 **2.81** 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 **26.58%** in October 2020 to \$200,000 versus the previous year at \$158,000.

Median Days on Market Shortens

The median number of **7.00** days that homes spent on the market before selling decreased by 14.00 days or **66.67%** in October 2020 compared to last year's same month at **21.00** DOM.

Sales Success for October 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 237 New Listings in October 2020, up **3.04%** from last year at 230. Furthermore, there were 180 Closed Listings this month versus last year at 157, a **14.65%** increase.

Closed versus Listed trends yielded a **75.9%** ratio, up from previous year's, October 2019, at **68.3%**, a **11.26%** 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

October 2020



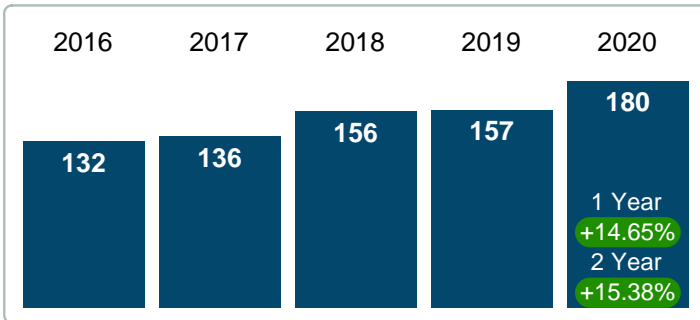
Area Delimited by County Of Rogers



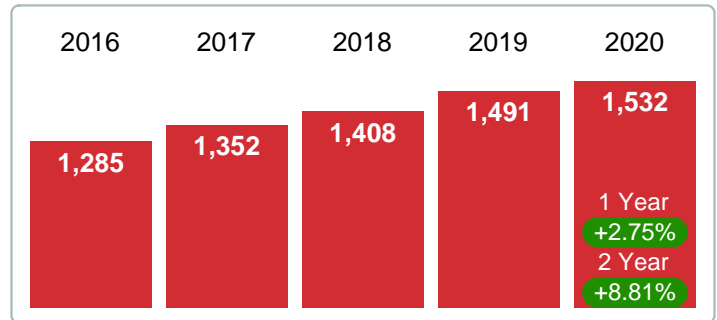
CLOSED LISTINGS

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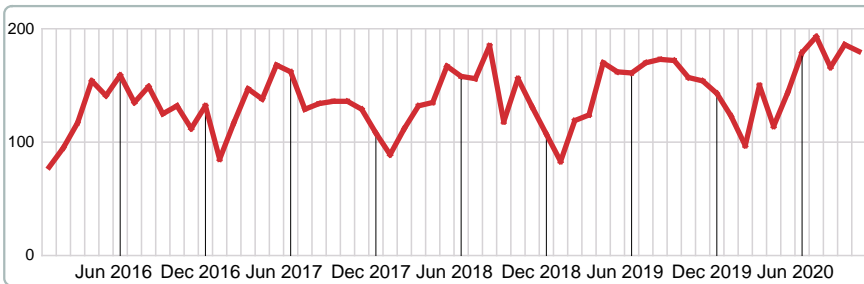
OCTOBER



YEAR TO DATE (YTD)

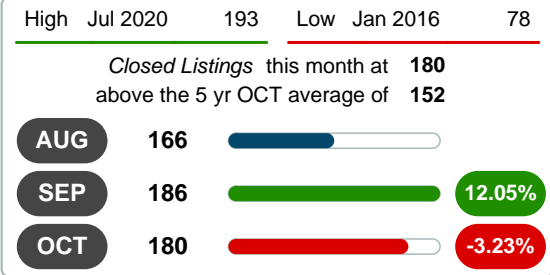


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 152



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	15	8.33%	31.0	12	2	1	0
\$50,001 - \$125,000	28	15.56%	7.0	16	10	2	0
\$125,001 - \$150,000	16	8.89%	3.0	1	15	0	0
\$150,001 - \$225,000	45	25.00%	7.0	2	30	12	1
\$225,001 - \$300,000	34	18.89%	10.0	1	19	13	1
\$300,001 - \$400,000	24	13.33%	11.0	0	7	16	1
\$400,001 and up	18	10.00%	17.5	1	2	11	4
Total Closed Units	180			33	85	55	7
Total Closed Volume	41,624,478	100%	7.0	3.01M	16.96M	17.85M	3.80M
Median Closed Price	\$200,000			\$70,000	\$192,000	\$295,000	\$428,000

October 2020



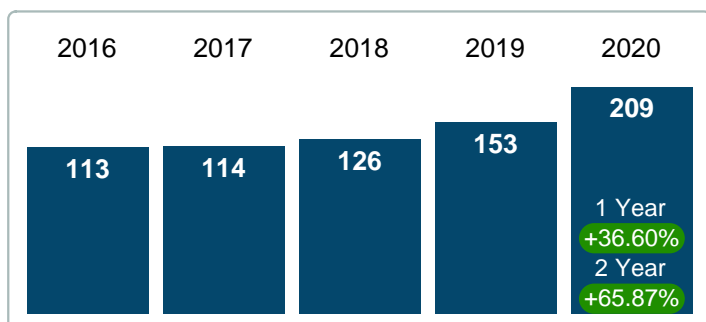
Area Delimited by County Of Rogers



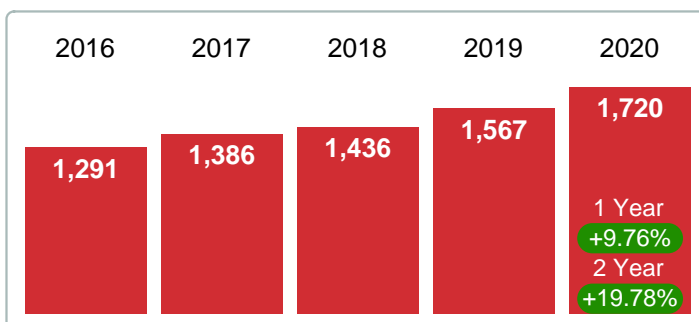
PENDING LISTINGS

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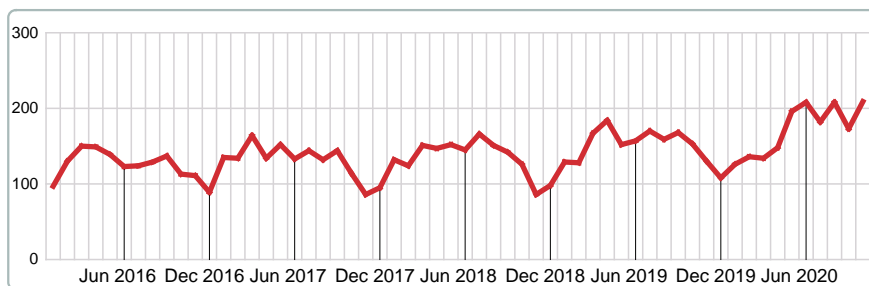
OCTOBER



YEAR TO DATE (YTD)

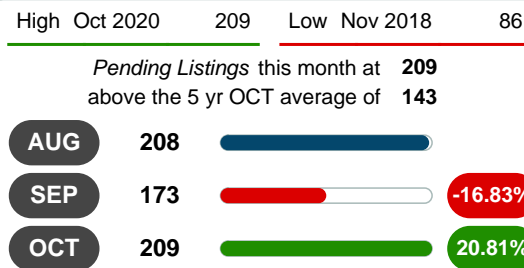


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 143



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	19	9.09%	9.0	16	2	1	0
\$50,001 - \$100,000	15	7.18%	14.0	9	5	1	0
\$100,001 - \$150,000	32	15.31%	13.0	2	28	2	0
\$150,001 - \$250,000	62	29.67%	13.0	3	38	20	1
\$250,001 - \$325,000	33	15.79%	6.0	1	15	17	0
\$325,001 - \$425,000	21	10.05%	8.0	0	7	11	3
\$425,001 and up	27	12.92%	18.0	3	3	14	7
Total Pending Units	209			34	98	66	11
Total Pending Volume	52,893,640	100%	11.0	6.58M	19.89M	21.15M	5.27M
Median Listing Price	\$208,000			\$62,000	\$187,950	\$297,000	\$449,400

October 2020



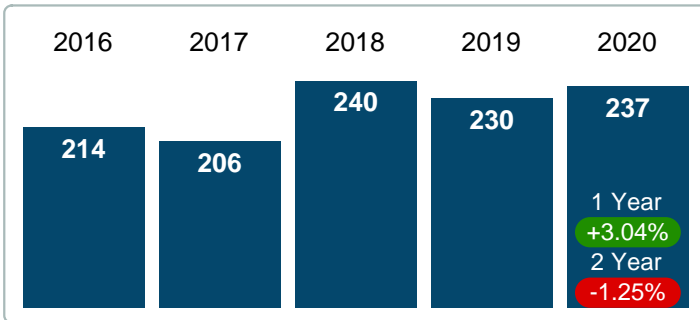
Area Delimited by County Of Rogers



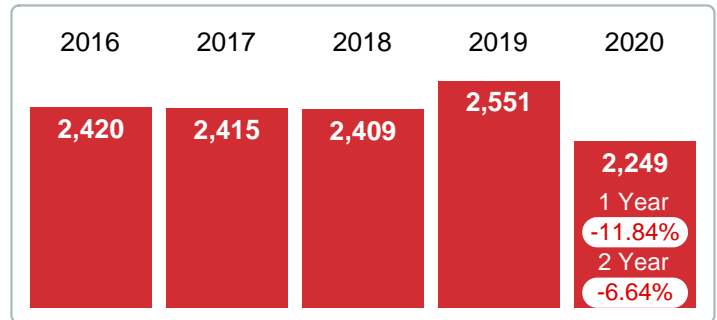
NEW LISTINGS

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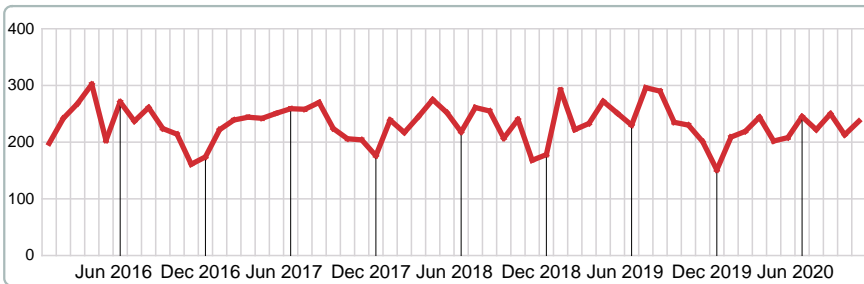
OCTOBER



YEAR TO DATE (YTD)

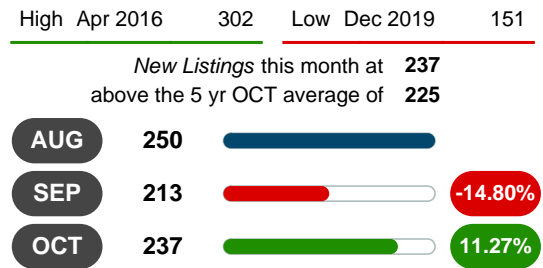


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 225



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	9.70%	17	5	1	0
\$50,001 - \$125,000	29	12.24%	14	13	1	1
\$125,001 - \$175,000	36	15.19%	7	25	4	0
\$175,001 - \$250,000	47	19.83%	6	29	12	0
\$250,001 - \$375,000	48	20.25%	4	21	20	3
\$375,001 - \$475,000	24	10.13%	0	8	15	1
\$475,001 and up	30	12.66%	5	2	13	10
Total New Listed Units	237		53	103	66	15
Total New Listed Volume	65,901,984	100%	8.06M	21.62M	25.66M	10.56M
Median New Listed Listing Price	\$220,000		\$97,500	\$189,000	\$364,950	\$639,000

October 2020



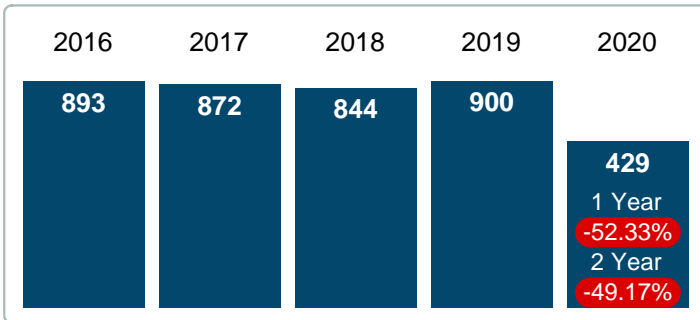
Area Delimited by County Of Rogers



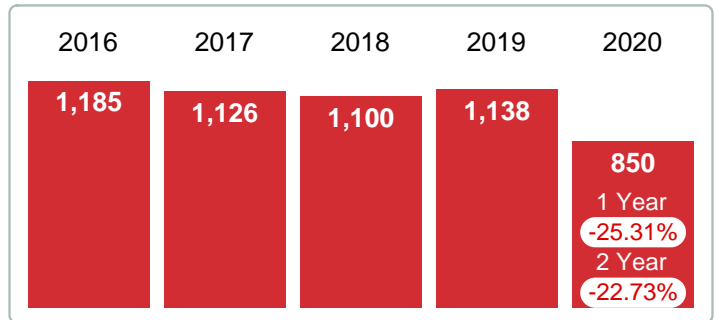
ACTIVE INVENTORY

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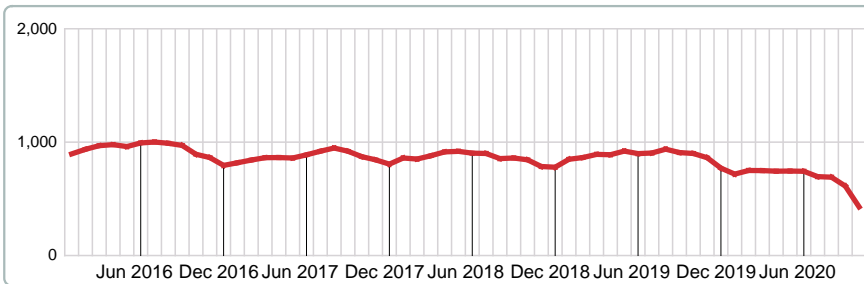
END OF OCTOBER



ACTIVE DURING OCTOBER

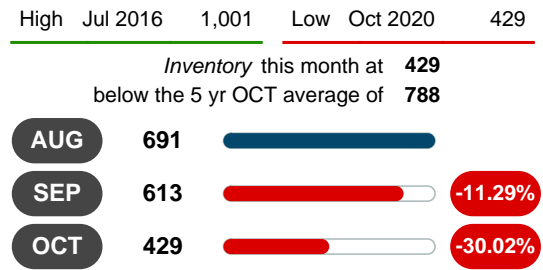


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 788



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	24	5.59%	58.5	9	10	5	0
\$25,001 - \$75,000	68	15.85%	91.0	64	3	0	1
\$75,001 - \$150,000	63	14.69%	46.0	39	23	1	0
\$150,001 - \$275,000	96	22.38%	37.5	28	47	20	1
\$275,001 - \$425,000	76	17.72%	63.5	14	19	35	8
\$425,001 - \$750,000	60	13.99%	49.5	12	13	23	12
\$750,001 and up	42	9.79%	99.0	16	3	9	14
Total Active Inventory by Units	429			182	118	93	36
Total Active Inventory by Volume	148,658,807	100%	60.0	46.47M	29.41M	40.93M	31.84M
Median Active Inventory Listing Price	\$224,000			\$101,000	\$193,450	\$379,900	\$710,000

October 2020

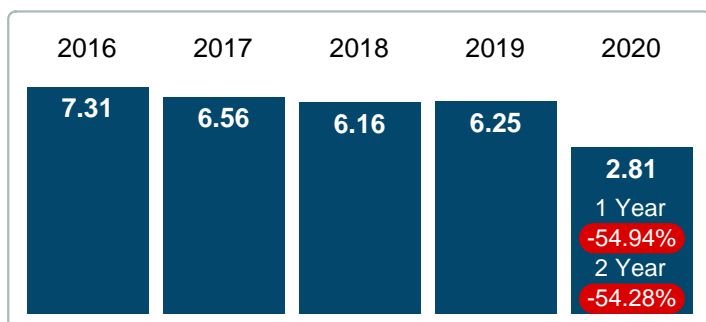
Area Delimited by County Of Rogers



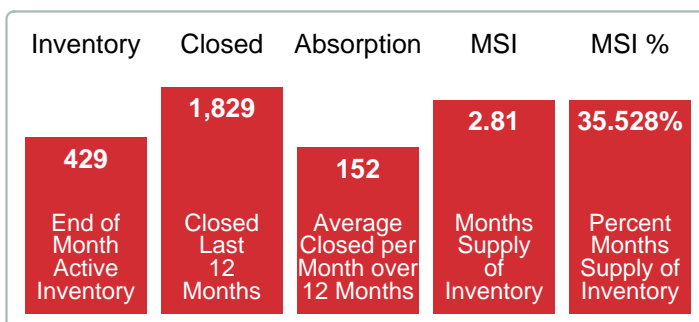
MONTHS SUPPLY of INVENTORY (MSI)

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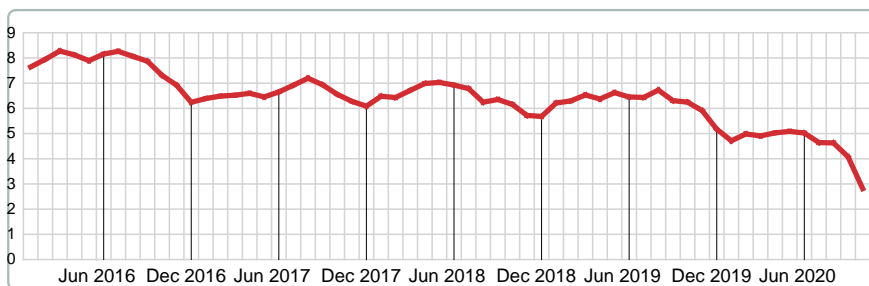
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020

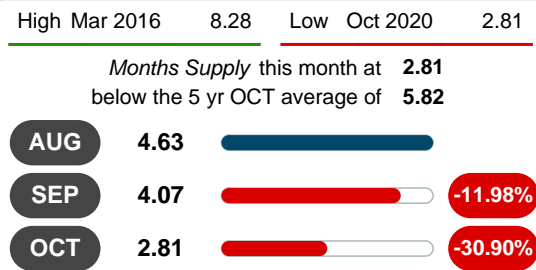


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 5.82



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	24	5.59%	3.74	2.40	4.14	20.00	0.00
\$25,001 - \$75,000	68	15.85%	4.21	5.41	0.84	0.00	12.00
\$75,001 - \$150,000	63	14.69%	2.04	4.93	1.14	0.41	0.00
\$150,001 - \$275,000	96	22.38%	1.60	6.59	1.32	1.03	1.20
\$275,001 - \$425,000	76	17.72%	2.72	24.00	2.35	2.10	3.10
\$425,001 - \$750,000	60	13.99%	6.55	28.80	9.75	4.76	4.65
\$750,001 and up	42	9.79%	25.20	64.00	36.00	13.50	21.00
Market Supply of Inventory (MSI)	2.81			6.28	1.65	2.07	5.08
Total Active Inventory by Units	429	100%	2.81	182	118	93	36

October 2020



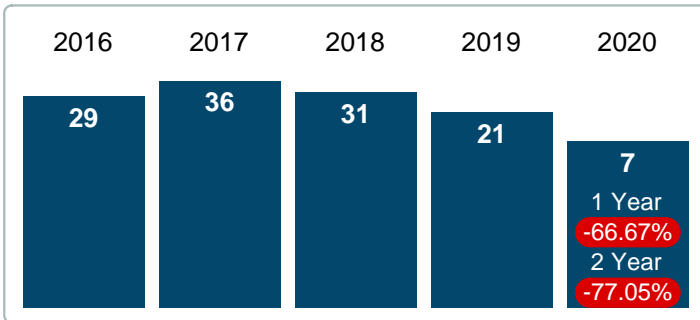
Area Delimited by County Of Rogers



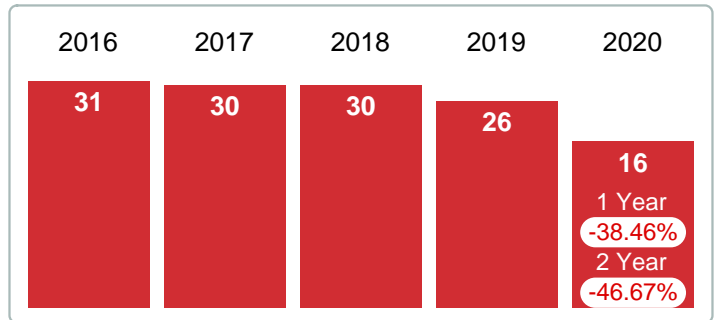
MEDIAN DAYS ON MARKET TO SALE

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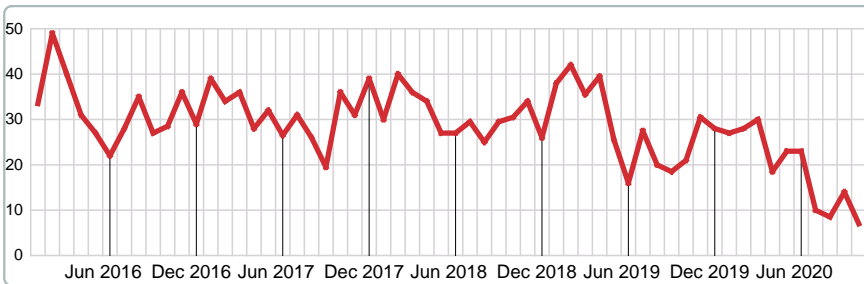
OCTOBER



YEAR TO DATE (YTD)

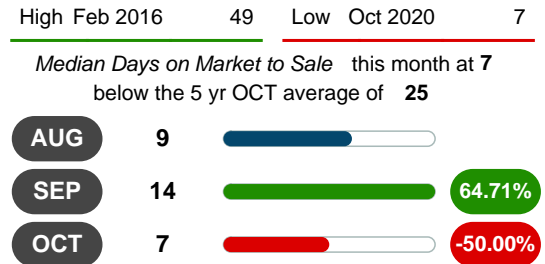


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT 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	8.33%	31	19	38	3	0
\$50,001 - \$125,000	15.56%	7	25	4	40	0
\$125,001 - \$150,000	8.89%	3	1	3	0	0
\$150,001 - \$225,000	25.00%	7	4	7	7	1
\$225,001 - \$300,000	18.89%	10	34	8	9	108
\$300,001 - \$400,000	13.33%	11	0	13	9	153
\$400,001 and up	10.00%	18	92	33	4	16
Median Closed DOM		7	14	5	7	24
Total Closed Units	100%	7.0	33	85	55	7
Total Closed Volume		41,624,478	3.01M	16.96M	17.85M	3.80M

October 2020



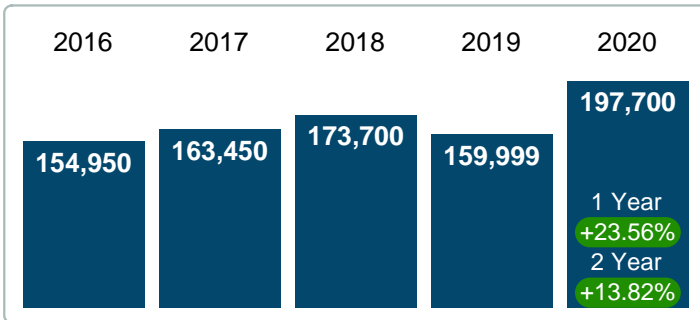
Area Delimited by County Of Rogers



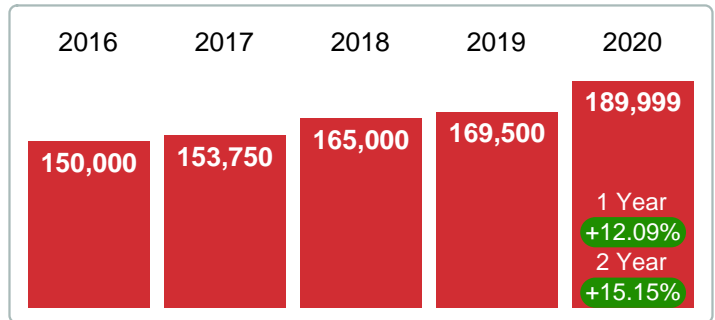
MEDIAN LIST PRICE AT CLOSING

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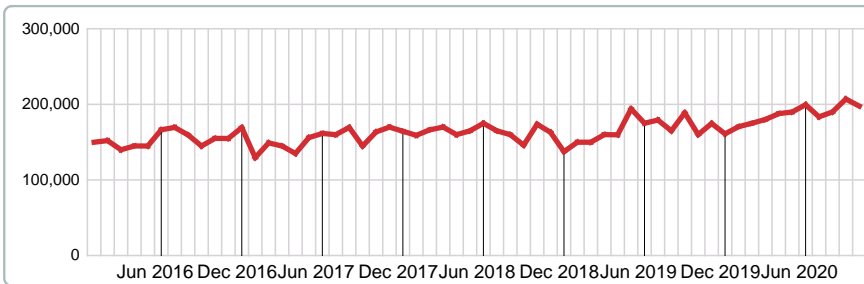
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

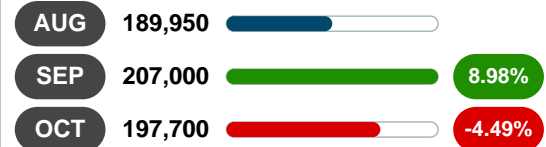


3 MONTHS

5 year OCT AVG = 169,960

High Sep 2020 207,000 Low Jan 2017 129,500

Median List Price at Closing this month at **197,700**
above the 5 yr OCT average of **169,960**



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	13	7.22%	45,000	44,000	42,250	45,000	0
\$50,001 - \$125,000	28	15.56%	98,000	83,250	114,900	107,900	0
\$125,001 - \$150,000	20	11.11%	135,950	134,000	140,000	137,950	0
\$150,001 - \$225,000	43	23.89%	189,900	177,450	189,900	190,000	180,000
\$225,001 - \$300,000	33	18.33%	265,000	299,900	264,950	250,000	290,000
\$300,001 - \$400,000	23	12.78%	349,800	0	320,000	360,000	349,900
\$400,001 and up	20	11.11%	475,000	450,000	469,000	496,000	493,000
Median List Price			197,700	72,000	189,900	299,900	430,000
Total Closed Units		100%	197,700	33	85	55	7
Total Closed Volume			42,792,794	3.25M	17.50M	18.15M	3.88M

October 2020



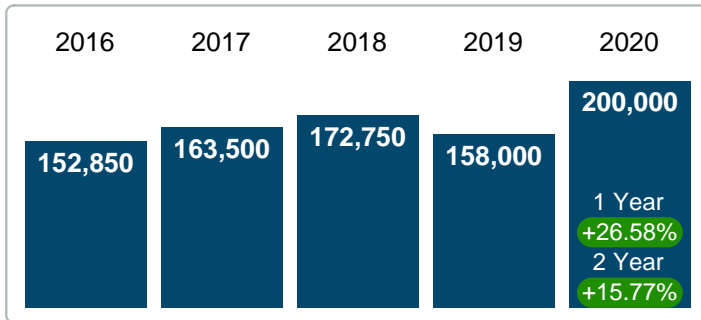
Area Delimited by County Of Rogers



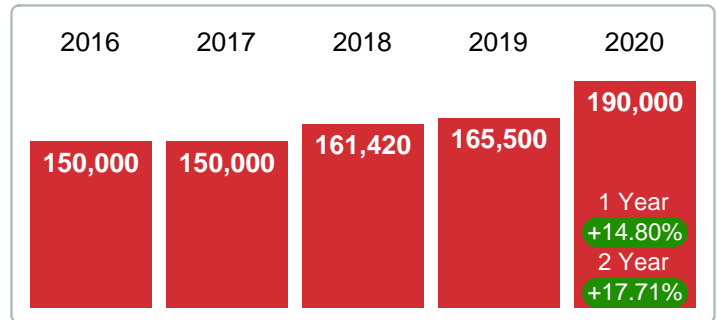
MEDIAN SOLD PRICE AT CLOSING

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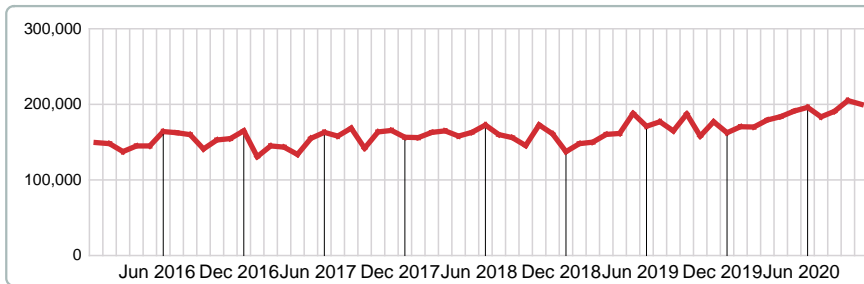
OCTOBER



YEAR TO DATE (YTD)

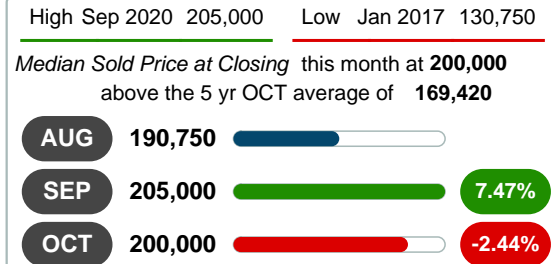


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 169,420



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	8.33%	40,000	35,500	42,504	50,000	0
\$50,001 - \$125,000	15.56%	98,750	87,500	111,251	120,251	0
\$125,001 - \$150,000	8.89%	137,250	145,000	134,500	0	0
\$150,001 - \$225,000	25.00%	184,500	182,500	188,250	183,150	180,000
\$225,001 - \$300,000	18.89%	263,700	275,000	264,400	250,000	285,000
\$300,001 - \$400,000	13.33%	349,950	0	314,545	352,500	349,900
\$400,001 and up	10.00%	467,500	427,500	437,500	505,000	478,600
Median Sold Price		200,000	70,000	192,000	295,000	428,000
Total Closed Units	100%	200,000	33	85	55	7
Total Closed Volume		41,624,478	3.01M	16.96M	17.85M	3.80M

October 2020



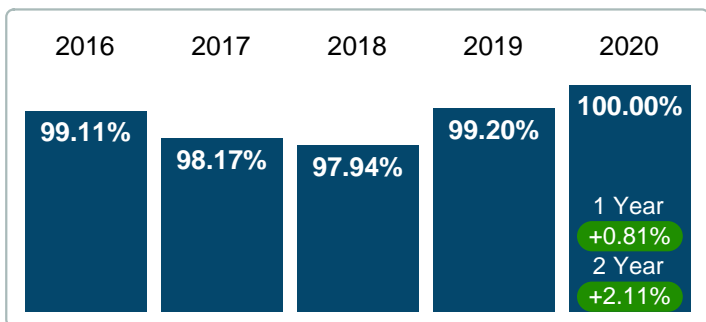
Area Delimited by County Of Rogers



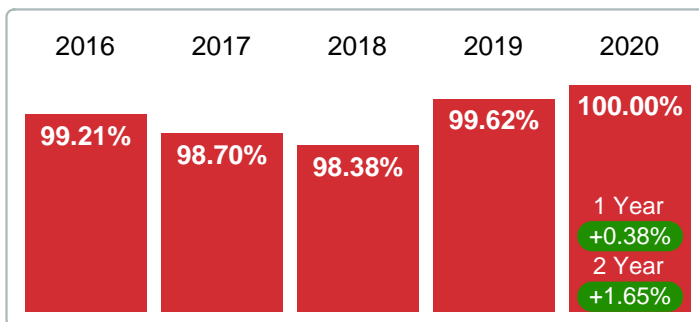
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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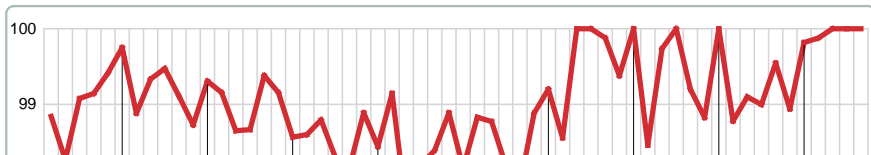
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 98.88%

High Oct 2020 100.00% Low Feb 2018 97.62%

Median Sold/List Ratio this month at **100.00%** above the 5 yr OCT average of **98.88%**

AUG 100.00%
SEP 100.00%
OCT 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	15	8.33%	85.71%	84.58%	99.94%	111.11%	0.00%
\$50,001 - \$125,000	28	15.56%	100.00%	94.44%	100.00%	101.23%	0.00%
\$125,001 - \$150,000	16	8.89%	100.55%	108.21%	100.36%	0.00%	0.00%
\$150,001 - \$225,000	45	25.00%	100.00%	102.66%	100.00%	100.00%	100.00%
\$225,001 - \$300,000	34	18.89%	100.00%	91.70%	100.00%	98.98%	98.28%
\$300,001 - \$400,000	24	13.33%	100.00%	0.00%	100.00%	100.00%	100.00%
\$400,001 and up	18	10.00%	97.35%	95.00%	94.29%	97.68%	98.28%
Median Sold/List Ratio		100.00%		91.67%	100.00%	100.00%	99.53%
Total Closed Units	180	100%	100.00%	33	85	55	7
Total Closed Volume	41,624,478			3.01M	16.96M	17.85M	3.80M

October 2020



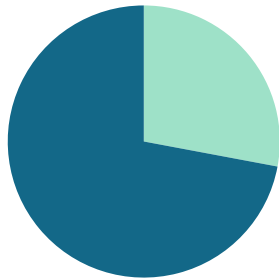
Area Delimited by County Of Rogers



MARKET SUMMARY

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

INVENTORY

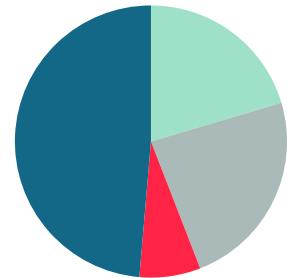


Inventory
 New Listings
237 = 27.95%
 Start Inventory
611
 Total Inventory Units
848
 Volume
\$254,215,976

Market Activity

Closed Sales
180 = 20.41%
 Pending Sales
209 = 23.70%
 Other Off Market
64 = 7.26%
 Active Inventory
429 = 48.64%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	157	180	14.65%	1,491	1,532	2.75%
Pending Sales	153	209	36.60%	1,567	1,720	9.76%
New Listings	230	237	3.04%	2,551	2,249	-11.84%
Median List Price	159,999	197,700	23.56%	169,500	189,999	12.09%
Median Sale Price	158,000	200,000	26.58%	165,500	190,000	14.80%
Median Percent of Selling Price to List Price	99.20%	100.00%	0.81%	99.62%	100.00%	0.38%
Median Days on Market to Sale	21.00	7.00	-66.67%	26.00	16.00	-38.46%
Monthly Inventory	898	429	-52.23%	898	429	-52.23%
Months Supply of Inventory	6.23	2.81	-54.84%	6.23	2.81	-54.84%

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

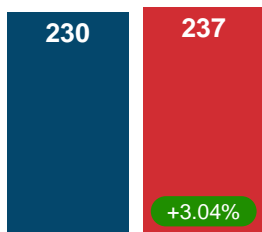
Inventory on October 31, 2020 = **429**

2019 **2020**

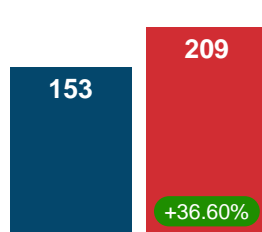
OCTOBER MARKET

MEDIAN PRICES

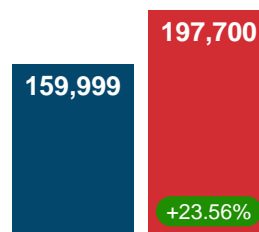
New Listings



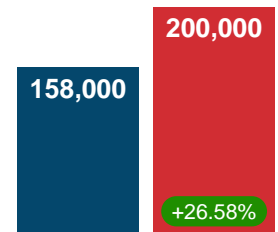
Pending Listings



List Price



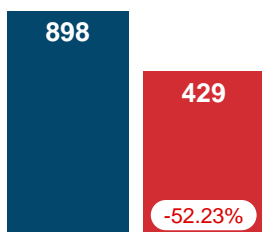
Sale Price



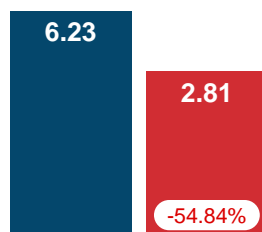
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

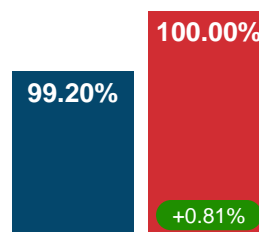
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

