



September 2020

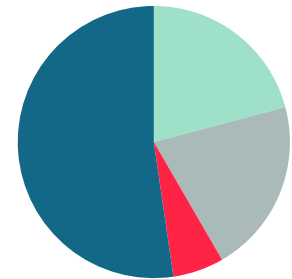
Area Delimited by County Of Rogers



MONTHLY INVENTORY ANALYSIS

Report produced on Oct 12, 2020 for MLS Technology Inc.

Compared Metrics	September		
	2019	2020	+/-%
Closed Listings	172	186	8.14%
Pending Listings	168	185	10.12%
New Listings	235	213	-9.36%
Average List Price	199,982	231,307	15.66%
Average Sale Price	194,140	229,688	18.31%
Average Percent of Selling Price to List Price	96.35%	101.58%	5.43%
Average Days on Market to Sale	40.80	33.02	-19.07%
End of Month Inventory	906	466	-48.57%
Months Supply of Inventory	6.29	3.10	-50.76%



■ Closed (20.88%)
■ Pending (20.76%)
■ Other OffMarket (6.06%)
■ Active (52.30%)

Absorption: Last 12 months, an Average of **150** Sales/Month
Active Inventory as of September 30, 2020 = **466**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2020 decreased **48.57%** to 466 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 **3.10** 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 **18.31%** in September 2020 to \$229,688 versus the previous year at \$194,140.

Average Days on Market Shortens

The average number of **33.02** days that homes spent on the market before selling decreased by 7.78 days or **19.07%** in September 2020 compared to last year's same month at **40.80** DOM.

Sales Success for September 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 213 New Listings in September 2020, down **9.36%** from last year at 235. Furthermore, there were 186 Closed Listings this month versus last year at 172, a **8.14%** increase.

Closed versus Listed trends yielded a **87.3%** ratio, up from previous year's, September 2019, at **73.2%**, a **19.31%** 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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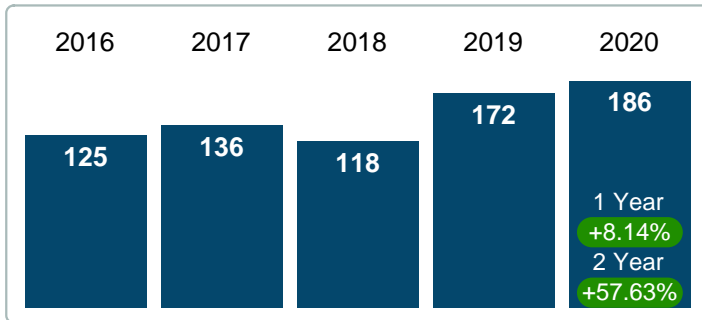
Area Delimited by County Of Rogers



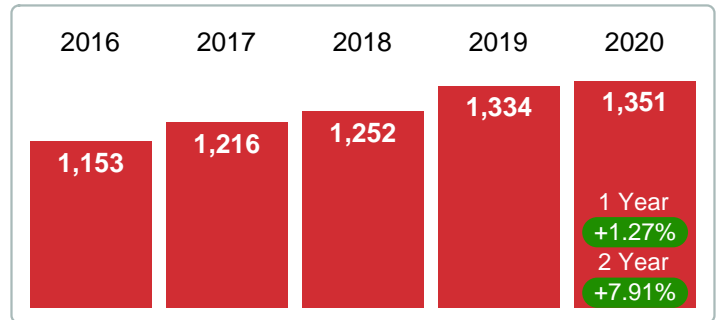
CLOSED LISTINGS

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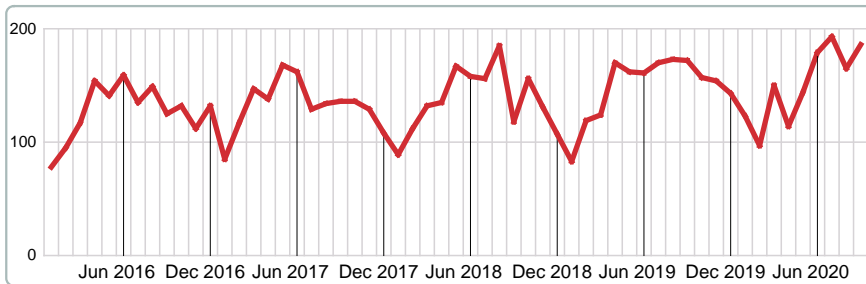
SEPTEMBER



YEAR TO DATE (YTD)

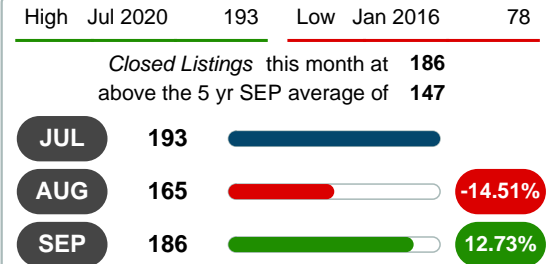


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 147



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	1.61%	9.3	3	0	0	0
\$25,001 - \$100,000	31	16.67%	23.8	21	6	3	1
\$100,001 - \$175,000	36	19.35%	28.3	7	22	7	0
\$175,001 - \$225,000	37	19.89%	26.1	5	21	11	0
\$225,001 - \$300,000	39	20.97%	34.8	3	14	19	3
\$300,001 - \$400,000	20	10.75%	58.4	1	5	12	2
\$400,001 and up	20	10.75%	43.3	0	3	9	8
Total Closed Units	186			40	71	61	14
Total Closed Volume	42,721,982	100%	33.0	4.09M	14.45M	17.46M	6.72M
Average Closed Price	\$229,688			\$102,373	\$203,565	\$286,167	\$479,837



September 2020

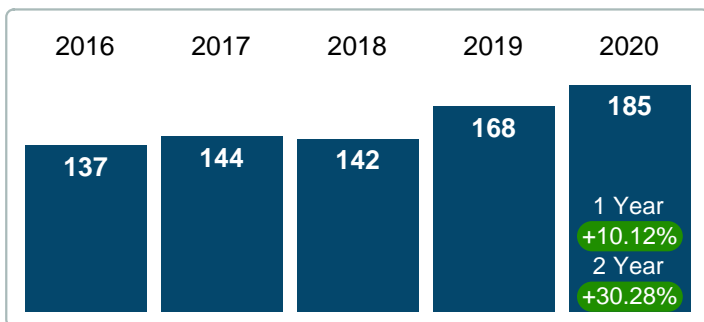
Area Delimited by County Of Rogers



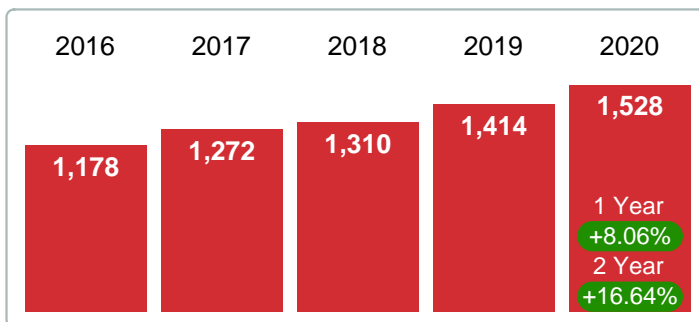
PENDING LISTINGS

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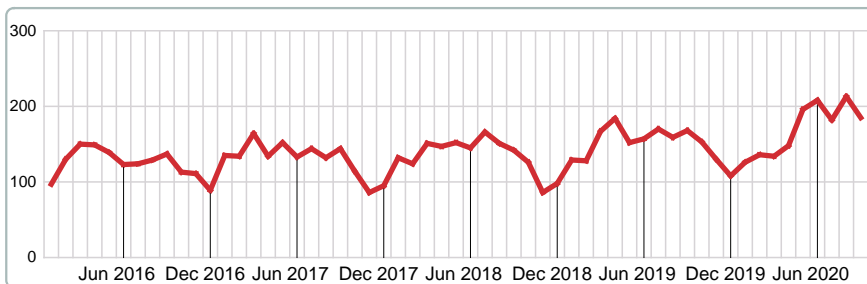
SEPTEMBER



YEAR TO DATE (YTD)

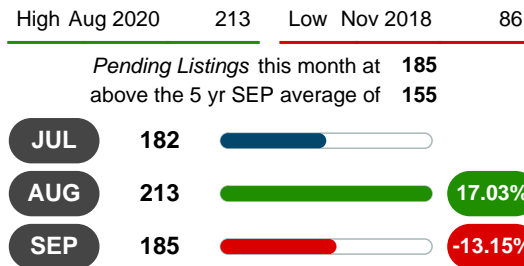


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 155



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	14	7.57%	37.4	8	5	1	0
\$50,001 - \$125,000	23	12.43%	26.6	17	6	0	0
\$125,001 - \$175,000	30	16.22%	34.0	5	20	5	0
\$175,001 - \$225,000	35	18.92%	27.8	4	26	5	0
\$225,001 - \$300,000	35	18.92%	26.5	1	19	14	1
\$300,001 - \$425,000	28	15.14%	52.0	1	8	16	3
\$425,001 and up	20	10.81%	42.7	0	5	12	3
Total Pending Units	185			36	89	53	7
Total Pending Volume	46,016,487	100%	44.8	3.74M	19.63M	18.57M	4.08M
Average Listing Price	\$337,227			\$103,881	\$220,554	\$350,307	\$583,017



September 2020

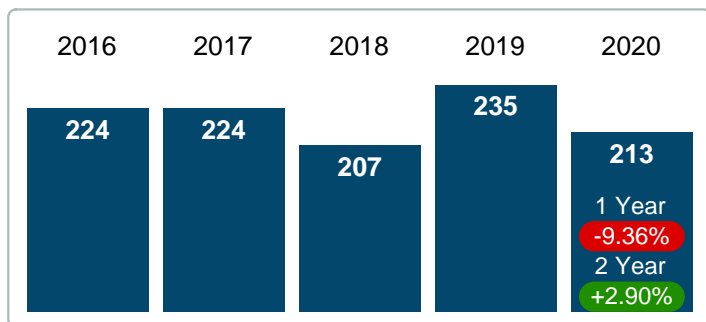
Area Delimited by County Of Rogers



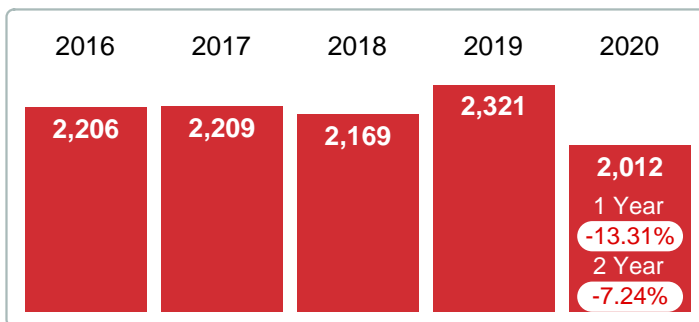
NEW LISTINGS

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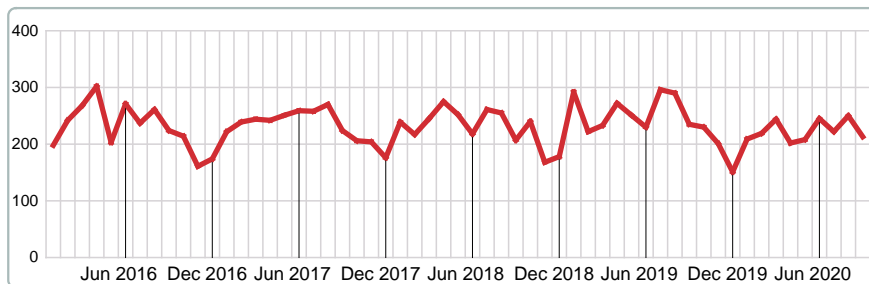
SEPTEMBER



YEAR TO DATE (YTD)

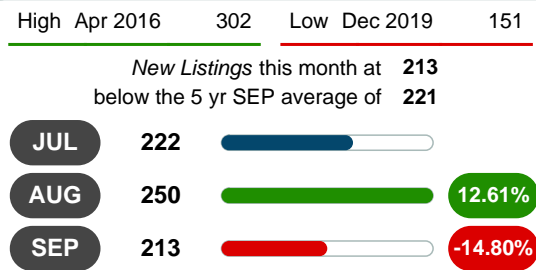


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 221



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	4.69%	4	5	1	0
\$25,001 - \$100,000	28	13.15%	23	4	1	0
\$100,001 - \$150,000	31	14.55%	12	18	1	0
\$150,001 - \$250,000	62	29.11%	9	38	15	0
\$250,001 - \$325,000	33	15.49%	2	16	15	0
\$325,001 - \$475,000	26	12.21%	3	6	15	2
\$475,001 and up	23	10.80%	3	5	10	5
Total New Listed Units	213		56	92	58	7
Total New Listed Volume	55,761,149	100%	9.01M	19.47M	22.43M	4.84M
Average New Listed Listing Price	\$287,326		\$160,930	\$211,660	\$386,770	\$691,960

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com



September 2020

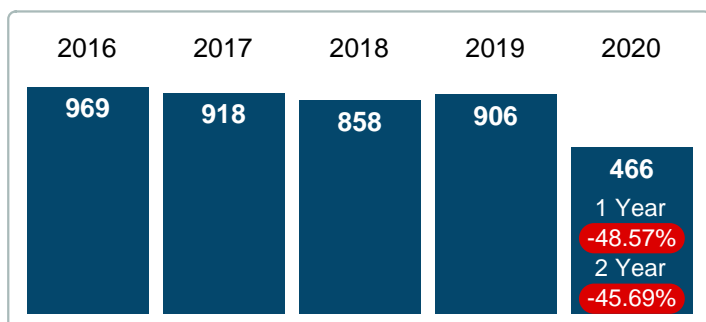
Area Delimited by County Of Rogers



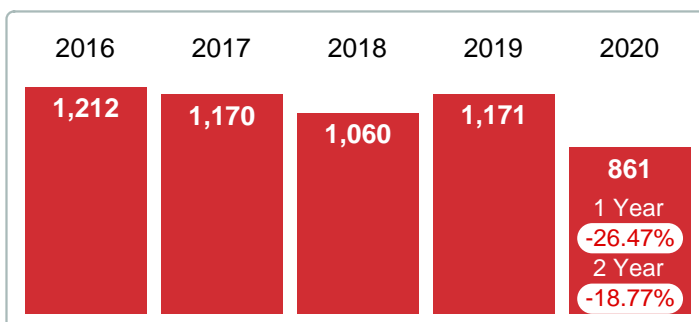
ACTIVE INVENTORY

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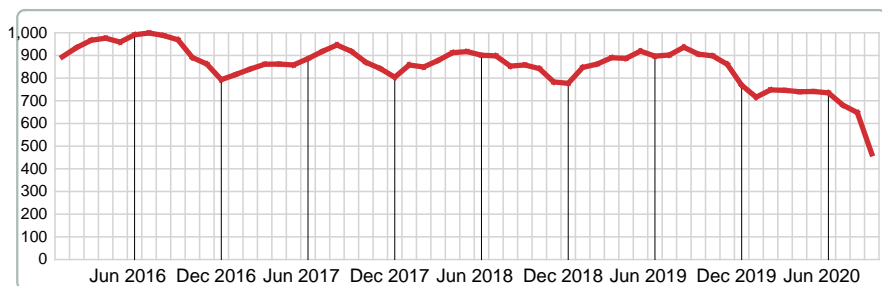
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

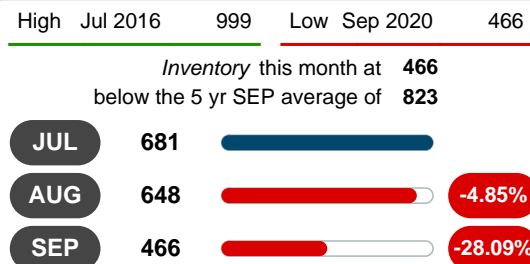


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 823



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	21	4.51%	93.3	10	6	5	0
\$25,001 - \$75,000	80	17.17%	108.8	77	3	0	0
\$75,001 - \$150,000	71	15.24%	73.0	41	26	4	0
\$150,001 - \$275,000	104	22.32%	65.8	28	45	29	2
\$275,001 - \$400,000	78	16.74%	62.6	15	21	36	6
\$400,001 - \$725,000	63	13.52%	75.5	11	11	27	14
\$725,001 and up	49	10.52%	94.0	17	3	13	16
Total Active Inventory by Units			466	199	115	114	38
Total Active Inventory by Volume			153,543,952	49.04M	28.20M	45.02M	31.29M
Average Active Inventory Listing Price			\$329,493	\$246,431	\$245,176	\$394,921	\$823,368



September 2020

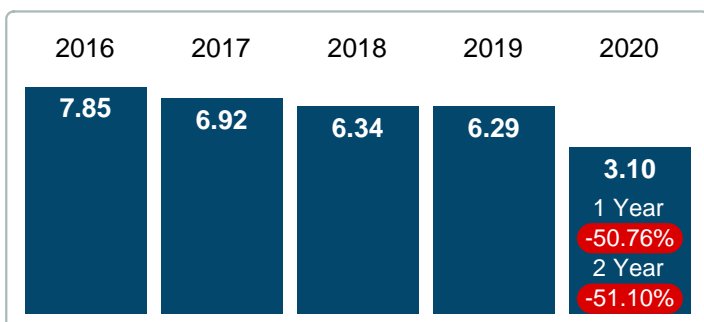
Area Delimited by County Of Rogers



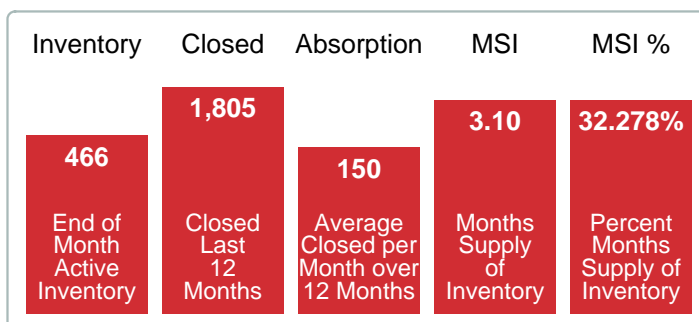
MONTHS SUPPLY of INVENTORY (MSI)

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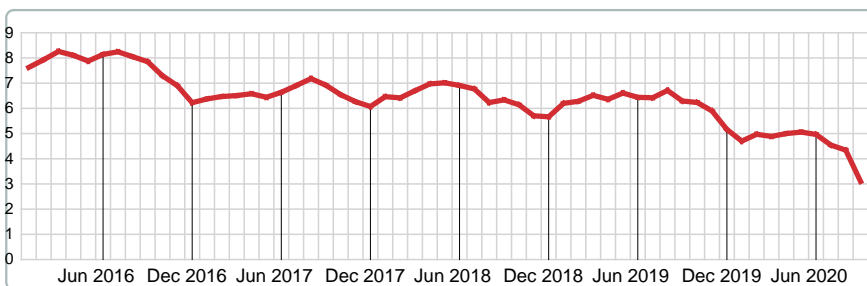
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020

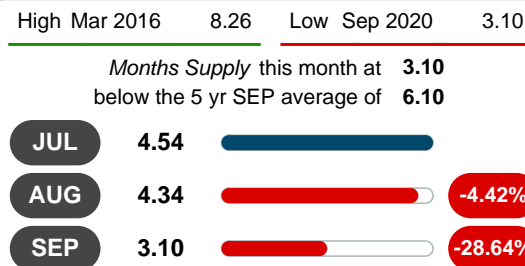


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 6.10



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	21	4.51%	2.96	2.55	2.25	10.00	0.00
\$25,001 - \$75,000	80	17.17%	5.22	6.79	0.90	0.00	0.00
\$75,001 - \$150,000	71	15.24%	2.23	5.47	1.22	1.60	0.00
\$150,001 - \$275,000	104	22.32%	1.75	6.00	1.27	1.55	2.67
\$275,001 - \$400,000	78	16.74%	3.30	25.71	2.90	2.65	2.67
\$400,001 - \$725,000	63	13.52%	5.52	33.00	6.95	4.05	4.94
\$725,001 and up	49	10.52%	32.67	68.00	36.00	22.29	27.43
Market Supply of Inventory (MSI)			3.10	6.96	1.60	2.64	5.43
Total Active Inventory by Units		100%	3.10	199	115	114	38



September 2020

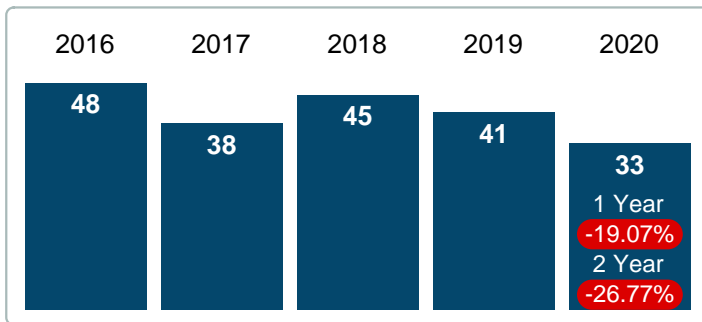
Area Delimited by County Of Rogers



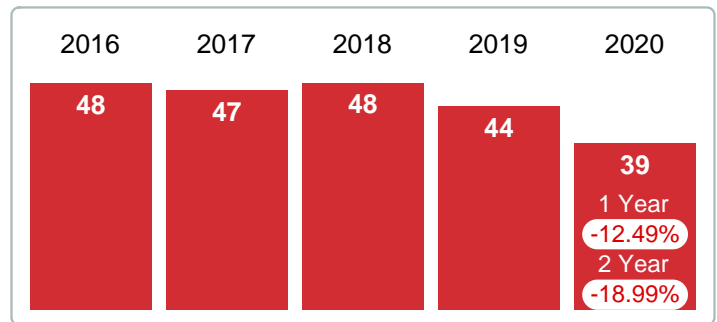
AVERAGE DAYS ON MARKET TO SALE

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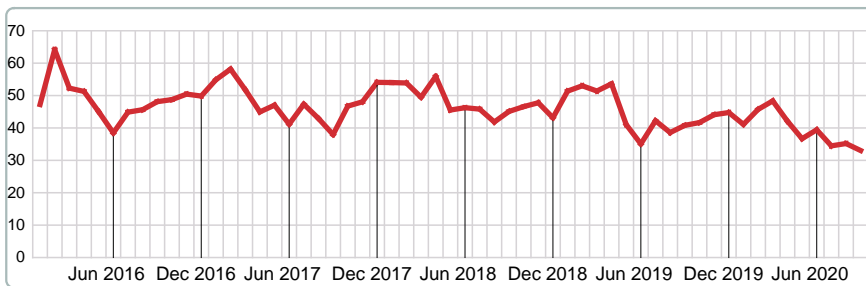
SEPTEMBER



YEAR TO DATE (YTD)

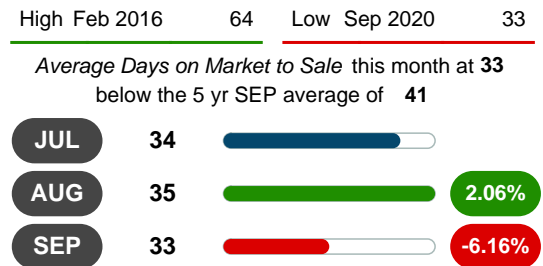


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 41



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
\$25,000 and less	1.61%	9	9	0	0	0
\$25,001 - \$100,000	16.67%	24	29	15	9	16
\$100,001 - \$175,000	19.35%	28	59	14	43	0
\$175,001 - \$225,000	19.89%	26	41	20	31	0
\$225,001 - \$300,000	20.97%	35	42	42	26	52
\$300,001 - \$400,000	10.75%	58	22	45	63	83
\$400,001 and up	10.75%	43	0	48	53	30
Average Closed DOM		33				
Total Closed Units	100%	33	40	71	61	14
Total Closed Volume		42,721,982	4.09M	14.45M	17.46M	6.72M



September 2020

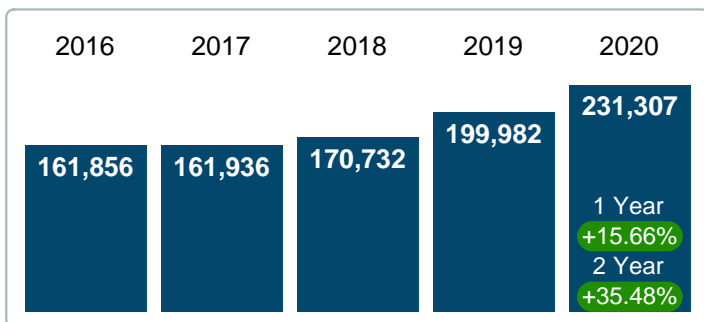
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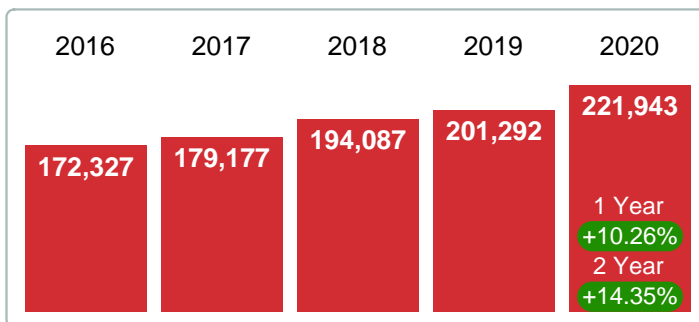
AVERAGE LIST PRICE AT CLOSING

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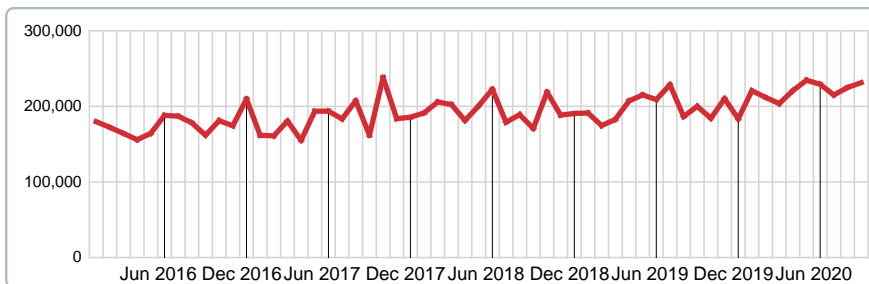
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

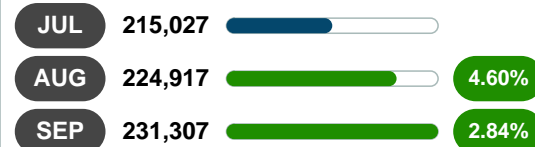


3 MONTHS

5 year SEP AVG = 185,163

High Oct 2017 238,121 Low Apr 2017 155,126

Average List Price at Closing this month at **231,307** above the 5 yr SEP average of **185,163**



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	
\$25,000 and less	3	1.61%	14,667	16,000	0	0	
\$25,001 - \$100,000	31	16.67%	48,861	55,995	36,167	46,600	
\$100,001 - \$175,000	38	20.43%	145,503	132,386	143,805	146,957	
\$175,001 - \$225,000	32	17.20%	201,779	202,150	202,705	204,409	
\$225,001 - \$300,000	42	22.58%	264,194	264,877	264,141	268,468	
\$300,001 - \$400,000	20	10.75%	355,856	359,000	363,640	352,634	
\$400,001 and up	20	10.75%	563,255	0	438,466	523,867	
Average List Price		231,307		107,875	203,790	286,300	483,909
Total Closed Units		186	100%	231,307	40	71	61
Total Closed Volume		43,023,079			4.31M	14.47M	17.46M



September 2020

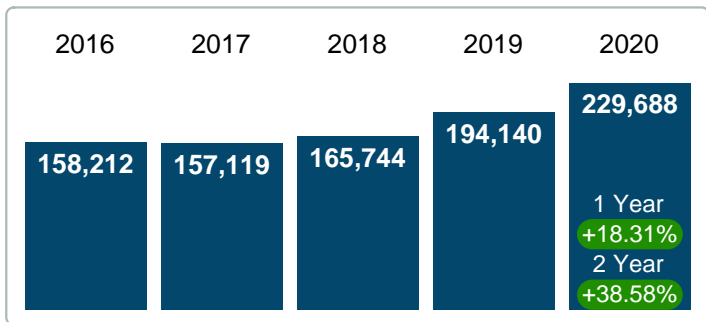
Area Delimited by County Of Rogers



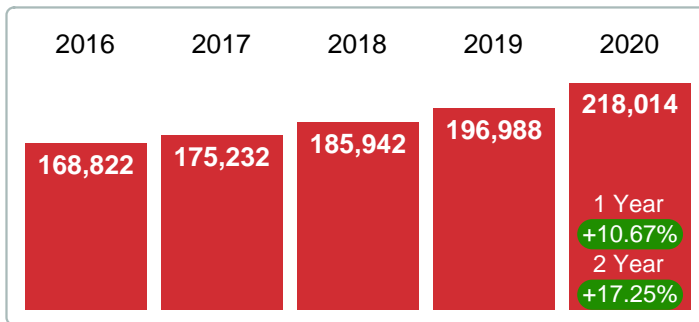
AVERAGE SOLD PRICE AT CLOSING

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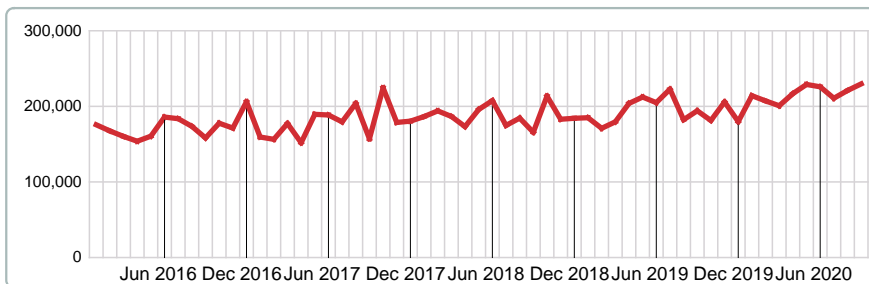
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 180,981

High Sep 2020 229,688 Low Apr 2017 151,863

Average Sold Price at Closing this month at **229,688**
above the 5 yr SEP average of **180,981**

JUL	210,714	
AUG	220,991	4.88%
SEP	229,688	3.94%

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
\$25,000 and less	3	1.61%	15,167	0	0	0
\$25,001 - \$100,000	31	16.67%	52,276	48,708	50,500	38,000
\$100,001 - \$175,000	36	19.35%	129,500	147,923	147,129	0
\$175,001 - \$225,000	37	19.89%	192,060	199,895	202,736	0
\$225,001 - \$300,000	39	20.97%	258,211	257,393	269,005	266,667
\$300,001 - \$400,000	20	10.75%	310,200	360,860	352,865	354,161
\$400,001 and up	20	10.75%	0	433,666	522,134	646,425
Average Sold Price		229,688	102,373	203,565	286,167	479,837
Total Closed Units		186	40	71	61	14
Total Closed Volume		42,721,982	4.09M	14.45M	17.46M	6.72M



September 2020

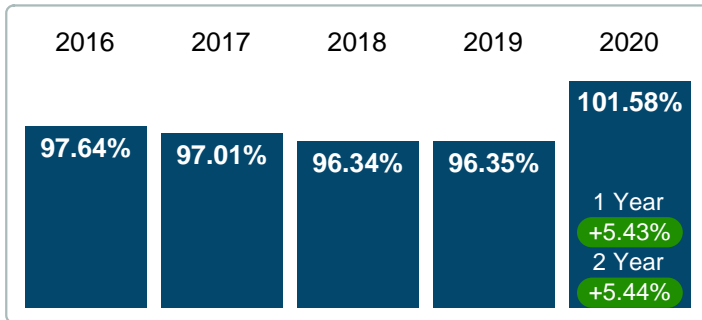
Area Delimited by County Of Rogers



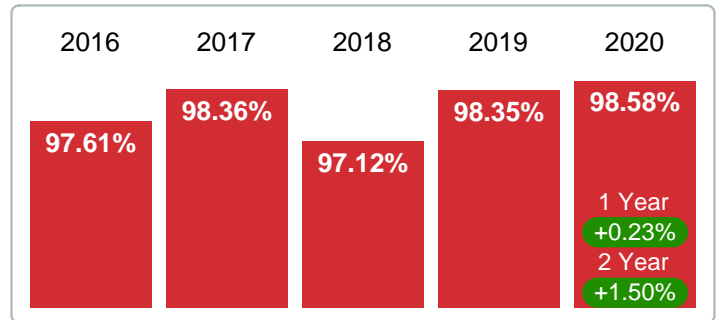
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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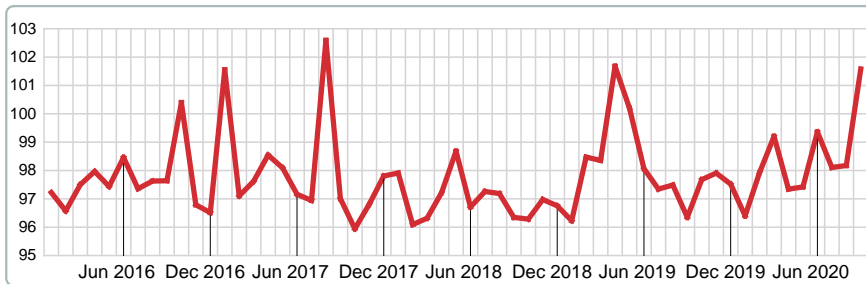
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

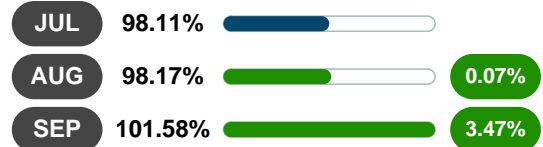


3 MONTHS

5 year SEP AVG = 97.78%

High Aug 2017 102.59% Low Oct 2017 95.94%

Average Sold/List Ratio this month at **101.58%**
above the 5 yr SEP average of **97.78%**



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
\$25,000 and less	3	1.61%	98.97%	98.97%	0.00%	0.00%	0.00%
\$25,001 - \$100,000	31	16.67%	106.56%	94.57%	149.85%	106.01%	100.00%
\$100,001 - \$175,000	36	19.35%	105.91%	98.55%	110.10%	100.11%	0.00%
\$175,001 - \$225,000	37	19.89%	98.53%	95.77%	98.76%	99.36%	0.00%
\$225,001 - \$300,000	39	20.97%	99.14%	97.48%	97.54%	100.31%	100.86%
\$300,001 - \$400,000	20	10.75%	99.19%	86.41%	99.24%	100.10%	100.00%
\$400,001 and up	20	10.75%	99.28%	0.00%	98.95%	99.93%	98.67%
Average Sold/List Ratio		101.60%		95.76%	106.39%	100.30%	99.43%
Total Closed Units	186	100%	101.60%	40	71	61	14
Total Closed Volume	42,721,982			4.09M	14.45M	17.46M	6.72M



September 2020

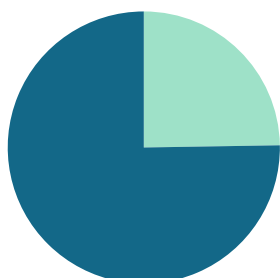
Area Delimited by County Of Rogers



MARKET SUMMARY

Report produced on Oct 12, 2020 for MLS Technology Inc.

INVENTORY



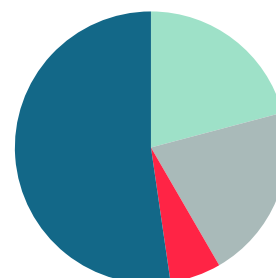
Inventory

- New Listings **213 = 24.74%**
- Start Inventory **648**
- Total Inventory Units **861**
- Volume **\$254,485,836**

Market Activity

- Closed Sales **186 = 20.88%**
- Pending Sales **185 = 20.76%**
- Other Off Market **54 = 6.06%**
- Active Inventory **466 = 52.30%**

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	172	186	8.14%	1,334	1,351	1.27%
Pending Sales	168	185	10.12%	1,414	1,528	8.06%
New Listings	235	213	-9.36%	2,321	2,012	-13.31%
Average List Price	199,982	231,307	15.66%	201,292	221,943	10.26%
Average Sale Price	194,140	229,688	18.31%	196,988	218,014	10.67%
Average Percent of Selling Price to List Price	96.35%	101.58%	5.43%	98.35%	98.58%	0.23%
Average Days on Market to Sale	40.80	33.02	-19.07%	44.39	38.85	-12.49%
Monthly Inventory	906	466	-48.57%	906	466	-48.57%
Months Supply of Inventory	6.29	3.10	-50.76%	6.29	3.10	-50.76%

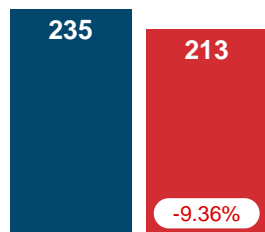
Absorption: Last 12 months, an Average of **150** Sales/Month

Inventory on September 30, 2020 = **466** 2019 2020

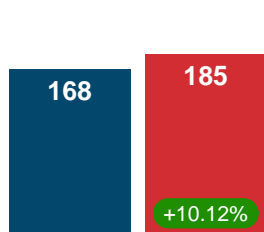
SEPTEMBER MARKET

AVERAGE PRICES

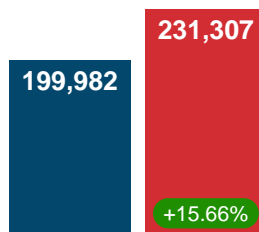
New Listings



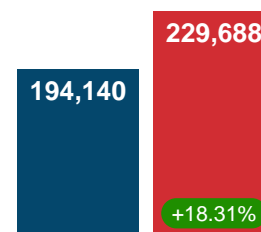
Pending Listings



List Price



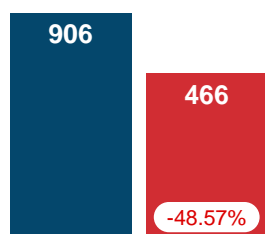
Sale Price



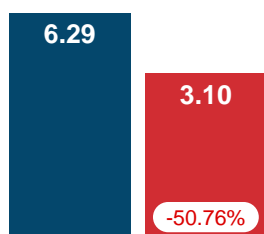
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

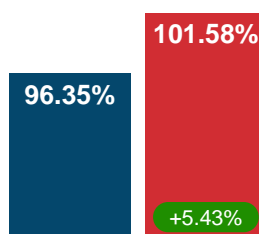
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

