



September 2020

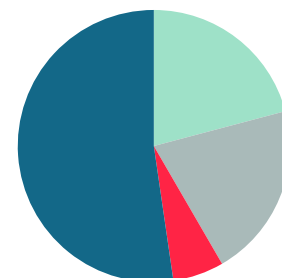
Area Delimited by County Of Rogers



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%
Median List Price	188,750	207,000	9.67%
Median Sale Price	187,275	205,000	9.46%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	18.50	14.00	-24.32%
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.

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 **9.46%** in September 2020 to \$205,000 versus the previous year at \$187,275.

Median Days on Market Shortens

The median number of **14.00** days that homes spent on the market before selling decreased by 4.50 days or **24.32%** in September 2020 compared to last year's same month at **18.50** DOM.

Sales Success for September 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 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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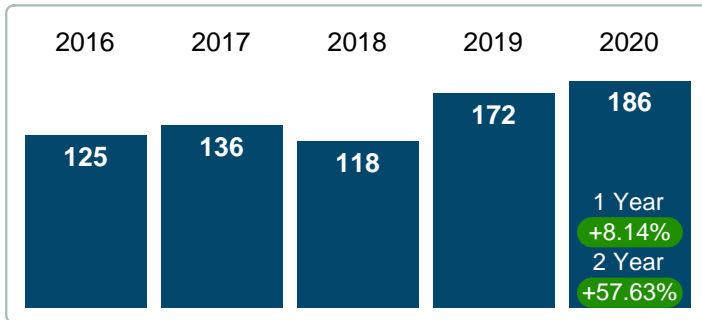
Area Delimited by County Of Rogers



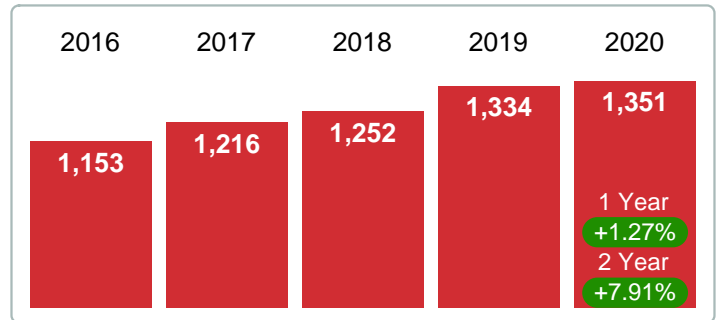
CLOSED LISTINGS

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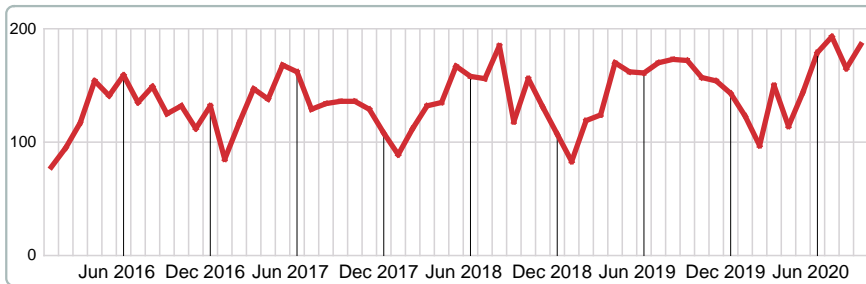
SEPTEMBER



YEAR TO DATE (YTD)

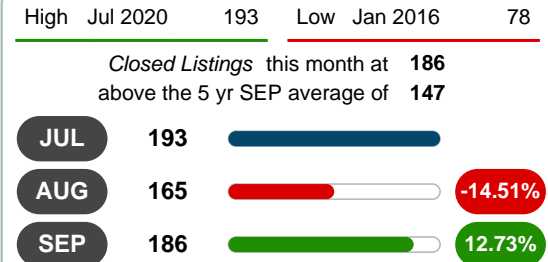


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 147



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	1.61%	4.0	3	0	0	0
\$25,001 - \$100,000	31	16.67%	16.0	21	6	3	1
\$100,001 - \$175,000	36	19.35%	10.0	7	22	7	0
\$175,001 - \$225,000	37	19.89%	9.0	5	21	11	0
\$225,001 - \$300,000	39	20.97%	10.0	3	14	19	3
\$300,001 - \$400,000	20	10.75%	42.5	1	5	12	2
\$400,001 and up	20	10.75%	32.5	0	3	9	8
Total Closed Units	186			40	71	61	14
Total Closed Volume	42,721,982	100%	14.0	4.09M	14.45M	17.46M	6.72M
Median Closed Price	\$205,000			\$66,000	\$195,000	\$270,900	\$417,450



September 2020

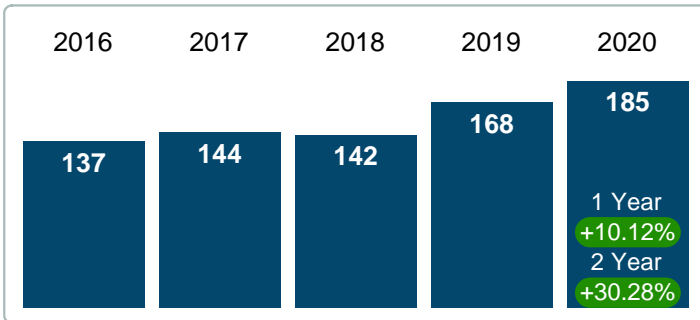
Area Delimited by County Of Rogers



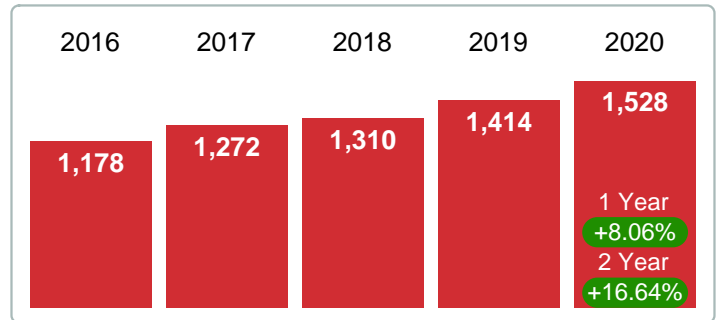
PENDING LISTINGS

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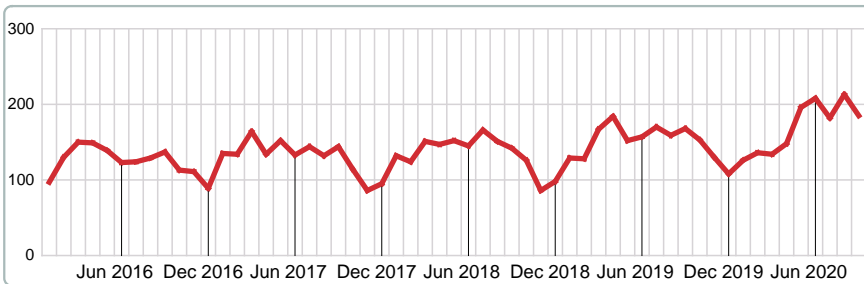
SEPTEMBER



YEAR TO DATE (YTD)

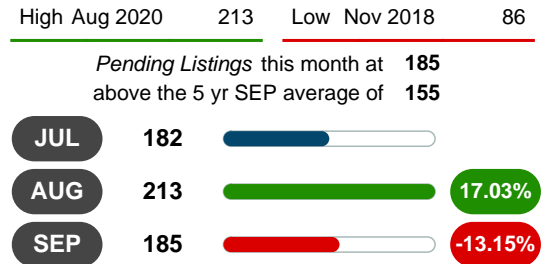


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 155



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	14	7.57%	27.0	8	5	1	0
\$50,001 - \$125,000	23	12.43%	7.0	17	6	0	0
\$125,001 - \$175,000	30	16.22%	7.5	5	20	5	0
\$175,001 - \$225,000	35	18.92%	10.0	4	26	5	0
\$225,001 - \$300,000	35	18.92%	17.0	1	19	14	1
\$300,001 - \$425,000	28	15.14%	31.5	1	8	16	3
\$425,001 and up	20	10.81%	17.5	0	5	12	3
Total Pending Units	185			36	89	53	7
Total Pending Volume	46,016,487	100%	15.0	3.74M	19.63M	18.57M	4.08M
Median Listing Price	\$209,000			\$102,450	\$197,500	\$315,000	\$383,321



September 2020

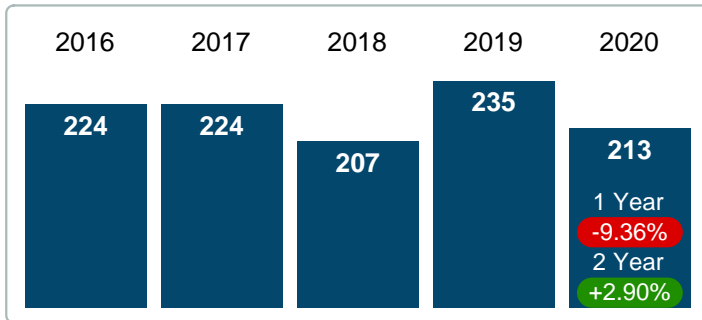
Area Delimited by County Of Rogers



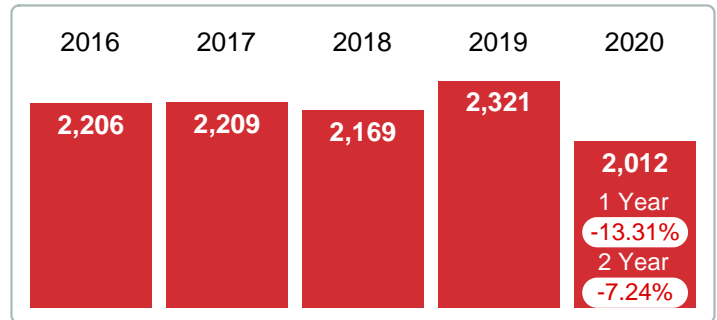
NEW LISTINGS

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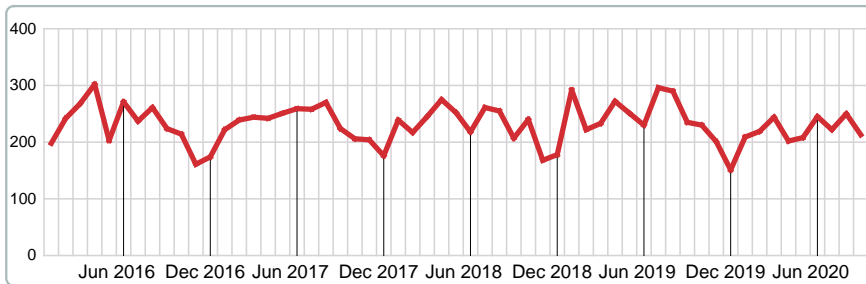
SEPTEMBER



YEAR TO DATE (YTD)

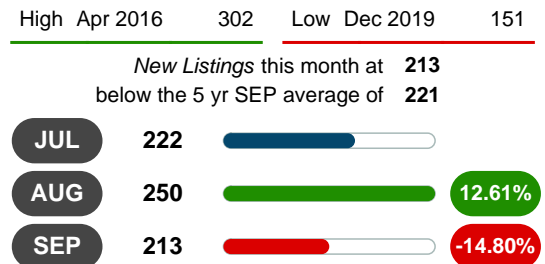


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$200,000		\$107,450	\$187,450	\$312,500	\$595,000



September 2020

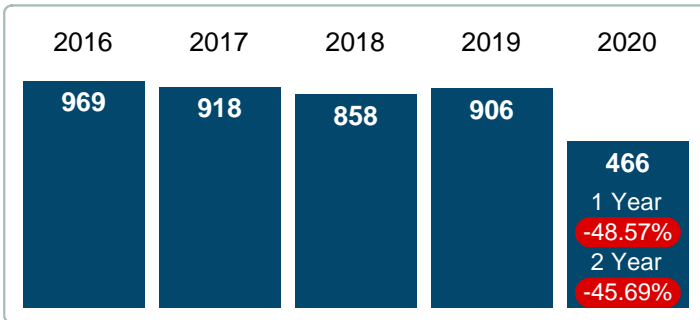
Area Delimited by County Of Rogers



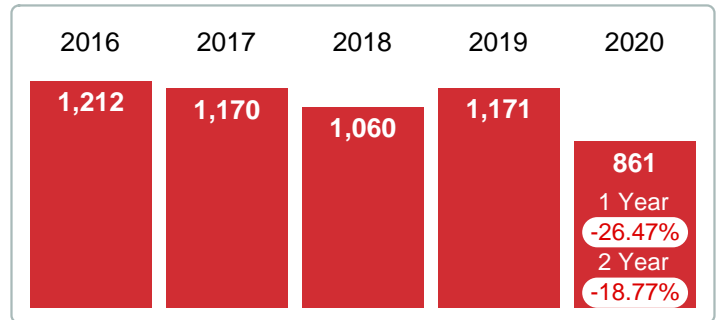
ACTIVE INVENTORY

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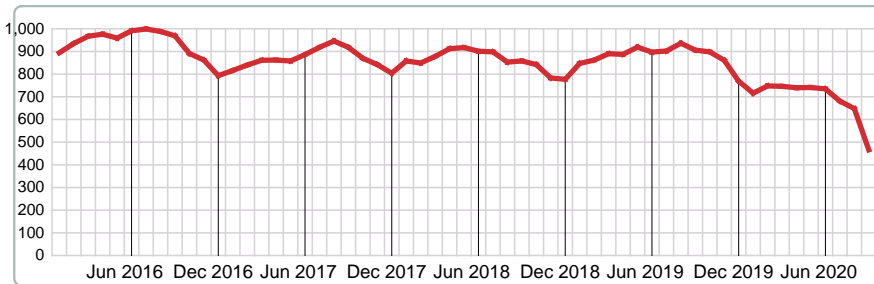
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

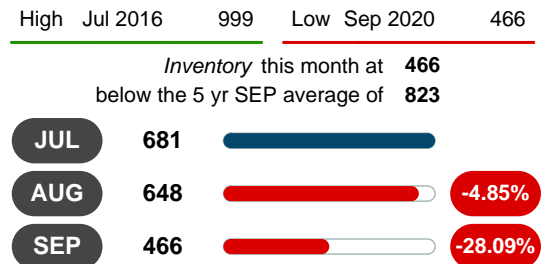


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 823



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	21	4.51%	61.0	10	6	5	0
\$25,001 - \$75,000	80	17.17%	80.5	77	3	0	0
\$75,001 - \$150,000	71	15.24%	55.0	41	26	4	0
\$150,001 - \$275,000	104	22.32%	46.5	28	45	29	2
\$275,001 - \$400,000	78	16.74%	57.0	15	21	36	6
\$400,001 - \$725,000	63	13.52%	70.0	11	11	27	14
\$725,001 and up	49	10.52%	75.0	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
Median Active Inventory Listing Price			\$206,000	\$95,000	\$198,500	\$343,950	\$646,945



September 2020

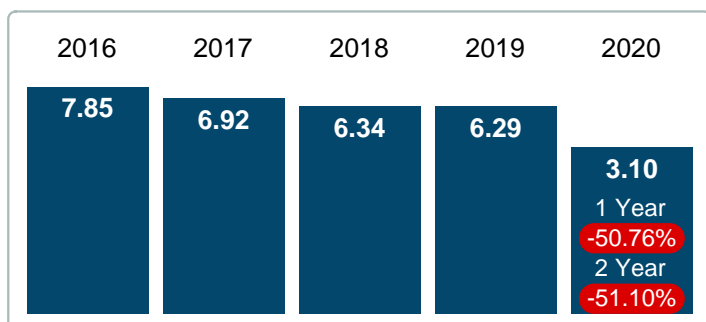
Area Delimited by County Of Rogers



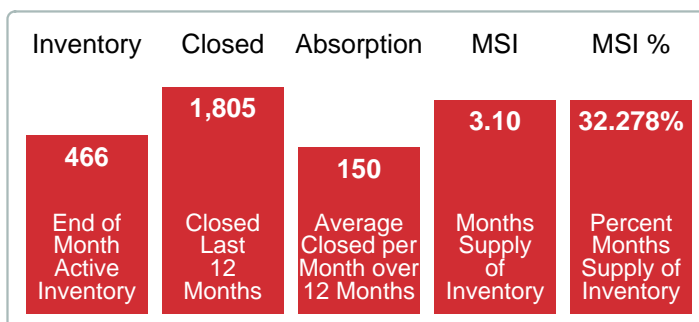
MONTHS SUPPLY of INVENTORY (MSI)

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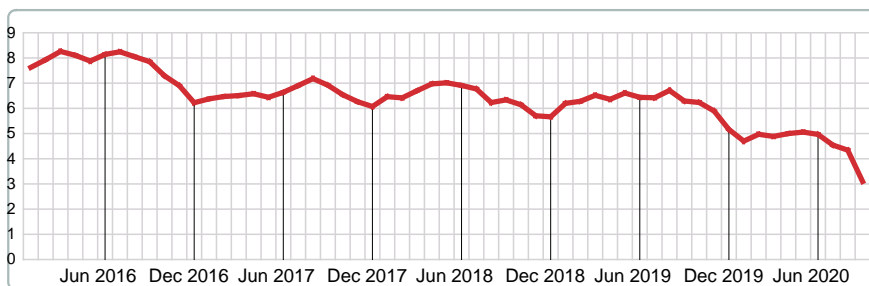
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020

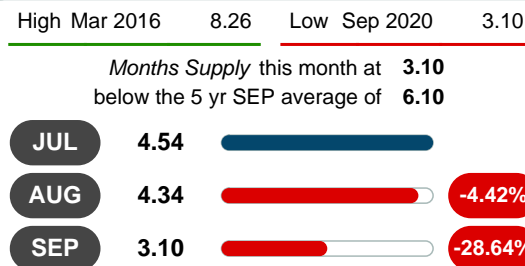


5 YEAR MARKET ACTIVITY TRENDS



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

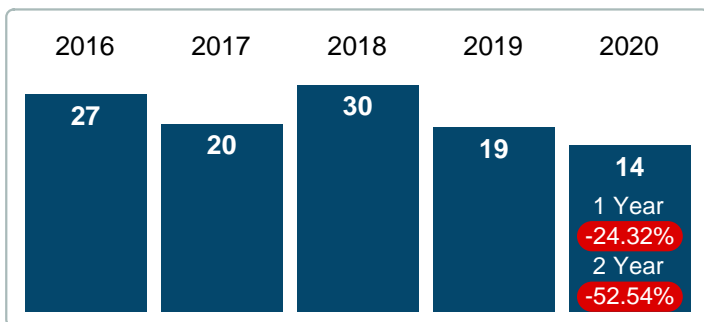
Area Delimited by County Of Rogers



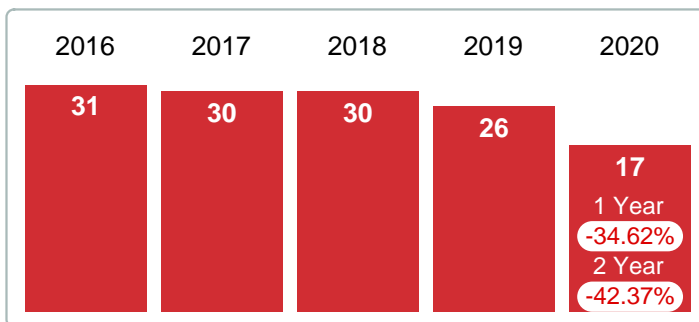
MEDIAN DAYS ON MARKET TO SALE

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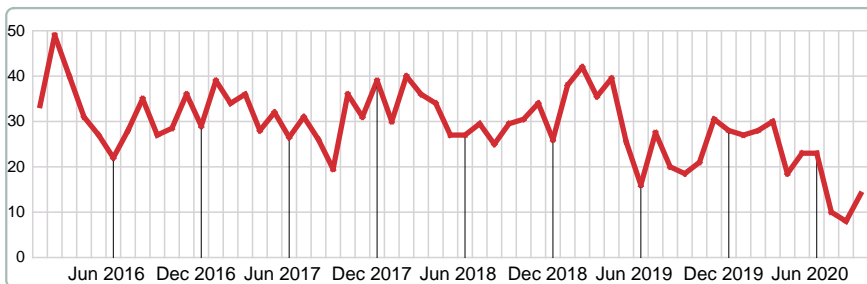
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 22

High Feb 2016 49 Low Aug 2020 8

Median Days on Market to Sale this month at 14 below the 5 yr SEP average of 22



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
\$25,000 and less	1.61%	4	4	0	0	0
\$25,001 - \$100,000	16.67%	16	16	16	7	16
\$100,001 - \$175,000	19.35%	10	64	5	28	0
\$175,001 - \$225,000	19.89%	9	17	7	10	0
\$225,001 - \$300,000	20.97%	10	15	23	7	35
\$300,001 - \$400,000	10.75%	43	22	19	67	83
\$400,001 and up	10.75%	33	0	25	63	13
Median Closed DOM		14	16	11	14	18
Total Closed Units	100%	14.0	40	71	61	14
Total Closed Volume		42,721,982	4.09M	14.45M	17.46M	6.72M



September 2020

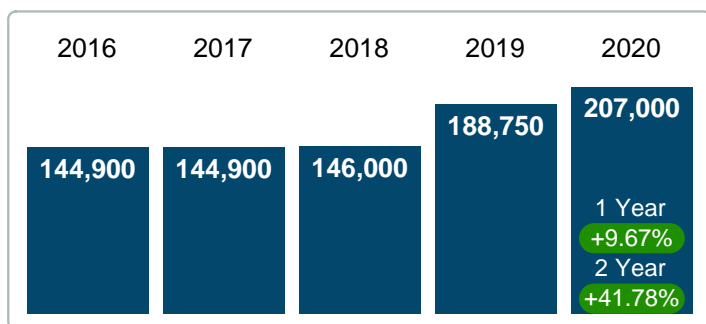
Area Delimited by County Of Rogers



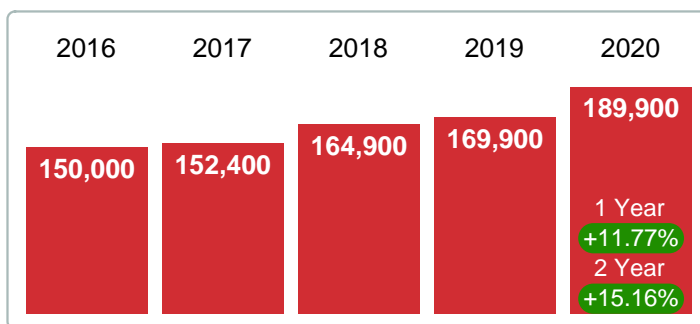
MEDIAN LIST PRICE AT CLOSING

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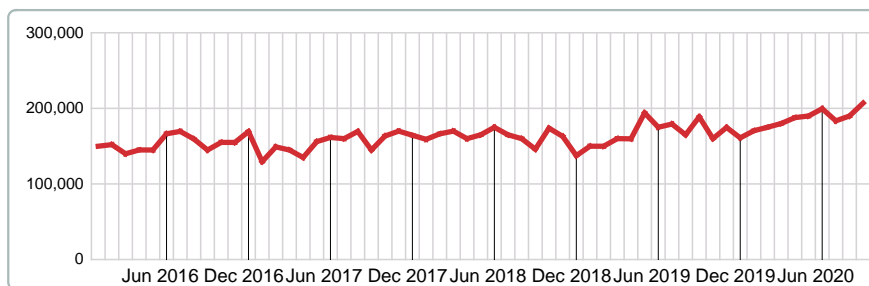
SEPTEMBER



YEAR TO DATE (YTD)

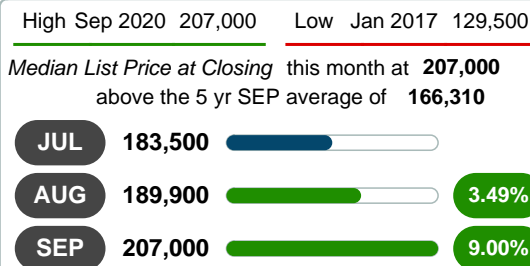


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 166,310



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
\$25,000 and less	3	1.61%	14,000	9,500	25,000	0	0
\$25,001 - \$100,000	31	16.67%	42,500	48,000	38,000	38,000	38,000
\$100,001 - \$175,000	38	20.43%	147,500	117,400	155,000	162,500	0
\$175,001 - \$225,000	32	17.20%	199,500	183,875	199,000	204,900	0
\$225,001 - \$300,000	42	22.58%	266,250	251,500	265,000	275,000	255,000
\$300,001 - \$400,000	20	10.75%	357,450	359,000	368,500	345,553	354,161
\$400,001 and up	20	10.75%	459,450	0	432,500	434,500	518,000
Median List Price			207,000	72,500	190,000	275,000	424,950
Total Closed Units		100%	207,000	40	71	61	14
Total Closed Volume			43,023,079	4.31M	14.47M	17.46M	6.77M



September 2020

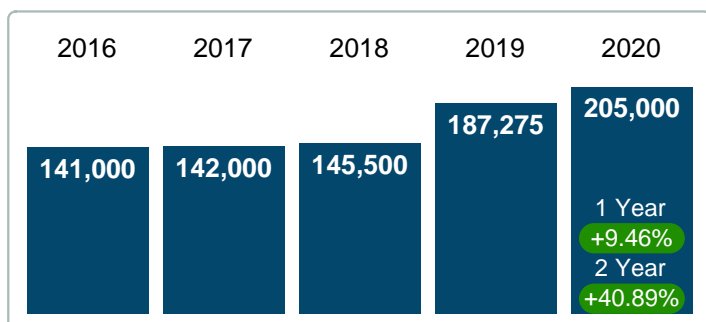
Area Delimited by County Of Rogers



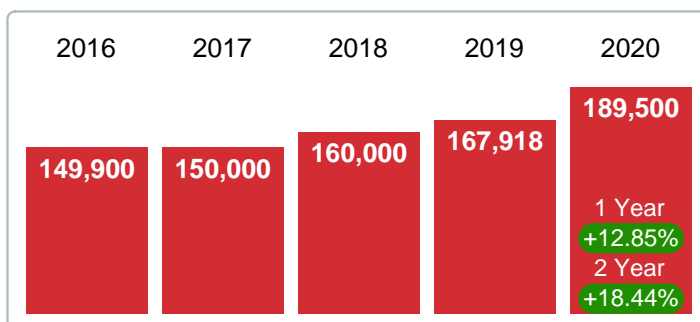
MEDIAN SOLD PRICE AT CLOSING

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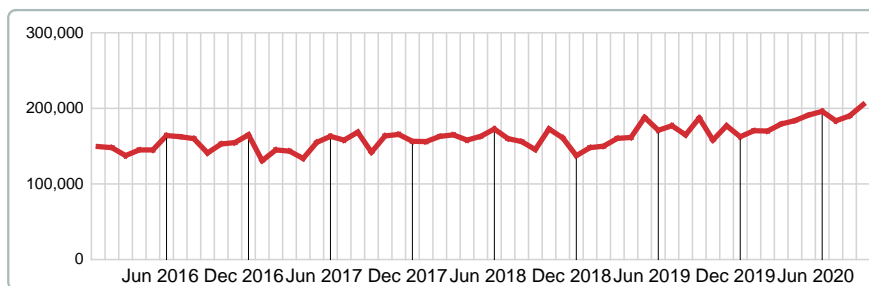
SEPTEMBER



YEAR TO DATE (YTD)

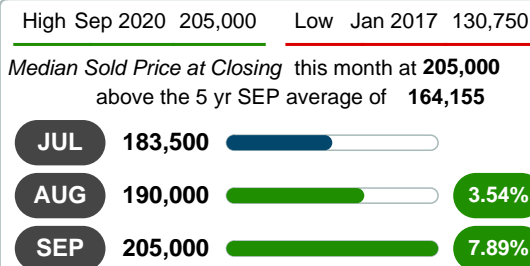


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 164,155



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
\$25,000 and less	3	1.61%	15,500	15,500	0	0	0
\$25,001 - \$100,000	31	16.67%	43,225	45,600	38,000	38,000	38,000
\$100,001 - \$175,000	36	19.35%	150,000	120,000	155,000	165,000	0
\$175,001 - \$225,000	37	19.89%	198,000	190,000	196,400	205,000	0
\$225,001 - \$300,000	39	20.97%	260,000	245,000	250,000	270,900	260,000
\$300,001 - \$400,000	20	10.75%	357,250	310,200	358,500	351,750	354,161
\$400,001 and up	20	10.75%	458,469	0	428,000	456,938	523,000
Median Sold Price			205,000	66,000	195,000	270,900	417,450
Total Closed Units		100%	205,000	40	71	61	14
Total Closed Volume			42,721,982	4.09M	14.45M	17.46M	6.72M

September 2020



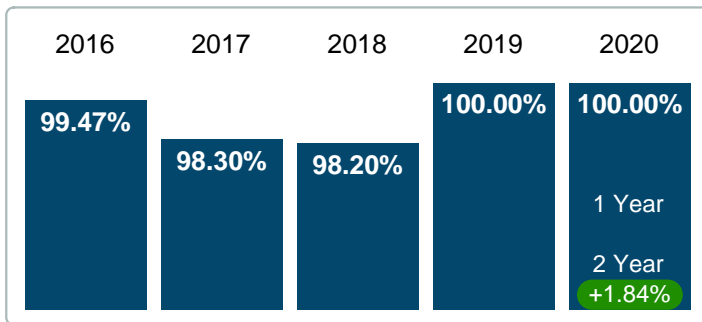
Area Delimited by County Of Rogers



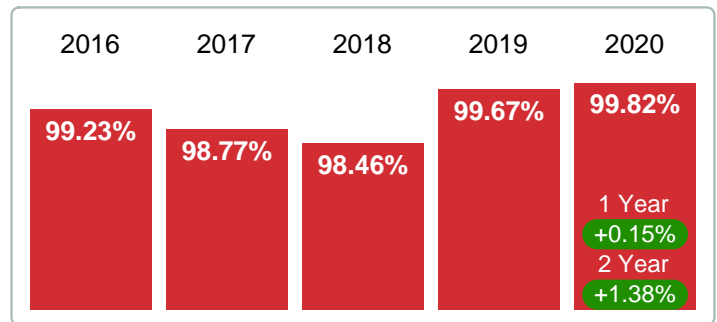
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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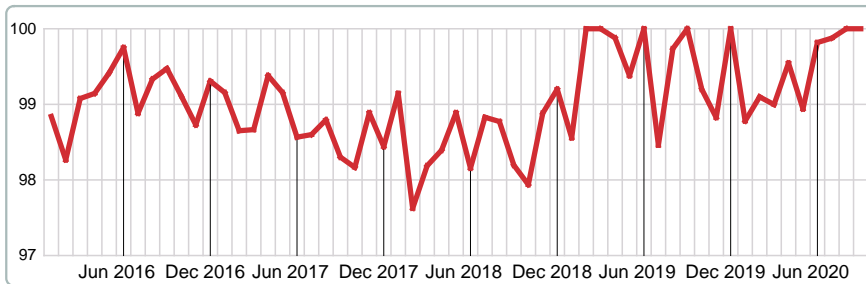
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

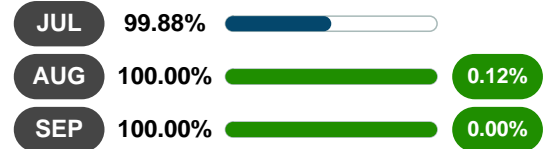


3 MONTHS

5 year SEP AVG = 99.19%

High Sep 2020 100.00% Low Feb 2018 97.62%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr SEP average of **99.19%**



MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	1.61%	100.00%	100.00%	0.00%	0.00%	0.00%
\$25,001 - \$100,000	31	16.67%	100.00%	96.88%	100.00%	102.15%	100.00%
\$100,001 - \$175,000	36	19.35%	100.00%	100.00%	100.00%	100.00%	0.00%
\$175,001 - \$225,000	37	19.89%	100.00%	99.32%	100.00%	100.49%	0.00%
\$225,001 - \$300,000	39	20.97%	100.00%	100.00%	98.81%	100.00%	100.63%
\$300,001 - \$400,000	20	10.75%	100.00%	86.41%	100.00%	100.00%	100.00%
\$400,001 and up	20	10.75%	100.00%	0.00%	98.96%	100.00%	99.41%
Median Sold/List Ratio		100.00%		99.10%	100.00%	100.00%	100.00%
Total Closed Units	186	100%	100.00%	40	71	61	14
Total Closed Volume	42,721,982			4.09M	14.45M	17.46M	6.72M



September 2020

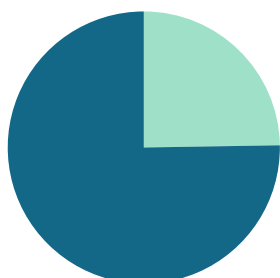
Area Delimited by County Of Rogers



MARKET SUMMARY

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

INVENTORY

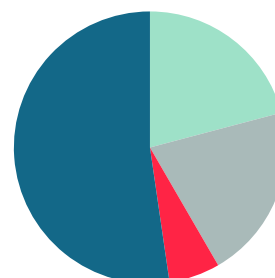


Inventory
 New Listings
213 = 24.74%
 Start Inventory
648
 Total Inventory Units
861
 Volume
\$254,485,836

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%
Median List Price	188,750	207,000	9.67%	169,900	189,900	11.77%
Median Sale Price	187,275	205,000	9.46%	167,918	189,500	12.85%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	99.67%	99.82%	0.15%
Median Days on Market to Sale	18.50	14.00	-24.32%	26.00	17.00	-34.62%
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

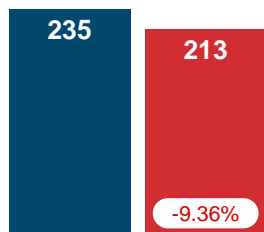
Inventory on September 30, 2020 = **466**

2019 **2020**

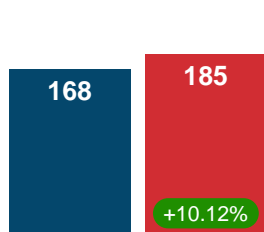
SEPTEMBER MARKET

MEDIAN PRICES

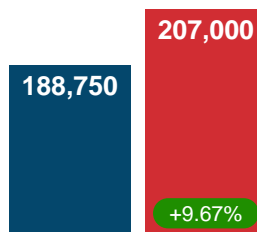
New Listings



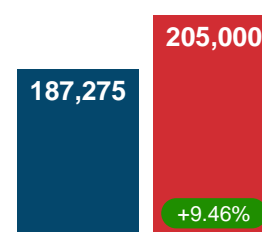
Pending Listings



List Price



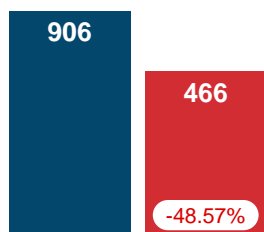
Sale Price



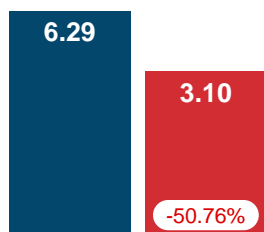
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

