



Area Delimited by County Of Rogers - Residential Property Type

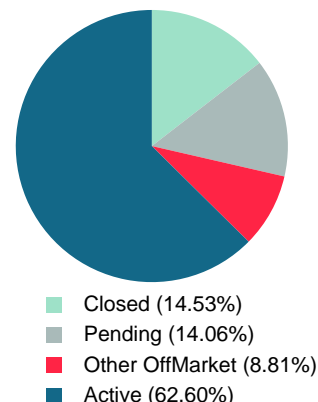


## MONTHLY INVENTORY ANALYSIS

Report produced on Jul 19, 2023 for MLS Technology Inc.

Compared Metrics	2017	December 2018	+/- %
Closed Listings	89	94	5.62%
Pending Listings	82	91	10.98%
New Listings	142	111	-21.83%
Average List Price	214,764	209,019	-2.67%
Average Sale Price	209,457	202,673	-3.24%
Average Percent of Selling Price to List Price	99.25%	97.48%	-1.79%
Average Days on Market to Sale	53.55	43.01	-19.68%
End of Month Inventory	458	405	-11.57%
Months Supply of Inventory	4.02	3.40	-15.41%

**Absorption:** Last 12 months, an Average of **119** Sales/Month  
**Active Inventory** as of December 31, 2018 = **405**



### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2018 decreased **11.57%** to 405 existing homes available for sale. Over the last 12 months this area has had an average of 119 closed sales per month. This represents an unsold inventory index of **3.40** MSI for this period.

#### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **3.24%** in December 2018 to \$202,673 versus the previous year at \$209,457.

#### Average Days on Market Shortens

The average number of **43.01** days that homes spent on the market before selling decreased by 10.54 days or **19.68%** in December 2018 compared to last year's same month at **53.55** DOM.

#### Sales Success for December 2018 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 111 New Listings in December 2018, down **21.83%** from last year at 142. Furthermore, there were 94 Closed Listings this month versus last year at 89, a **5.62%** increase.

Closed versus Listed trends yielded a **84.7%** ratio, up from previous year's, December 2017, at **62.7%**, a **35.11%** 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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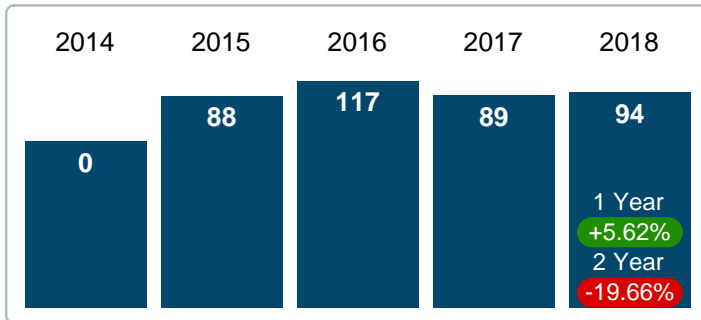


## December 2018

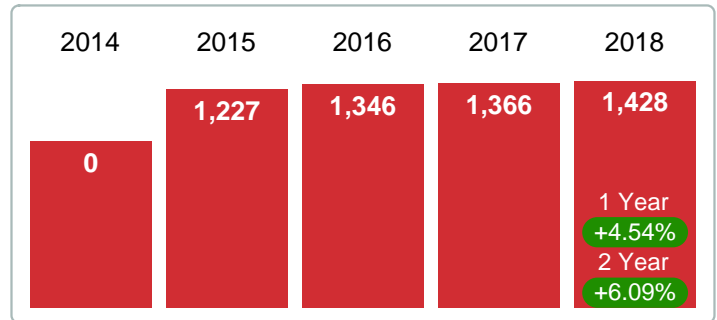
### CLOSED LISTINGS

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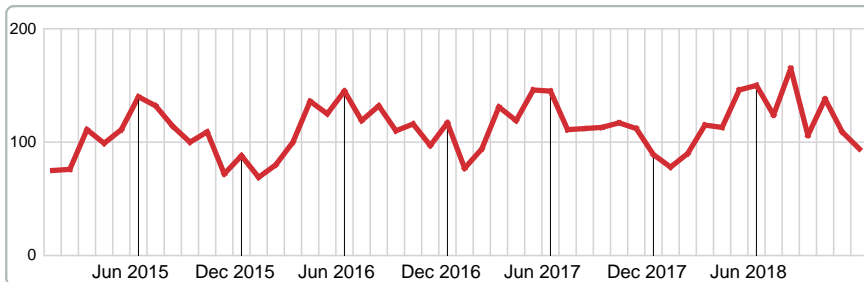
#### DECEMBER



#### YEAR TO DATE (YTD)

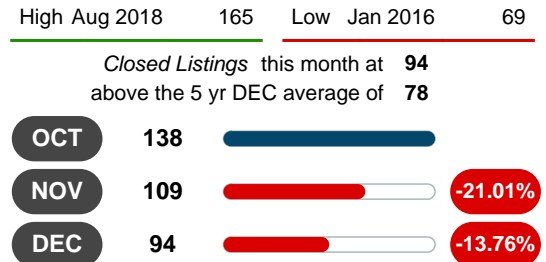


#### 5 YEAR MARKET ACTIVITY TRENDS



#### 3 MONTHS

5 year DEC AVG = 78



#### 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	7		7.45%	31.3	3	4	0	0
\$50,001 - \$75,000	6		6.38%	15.2	0	6	0	0
\$75,001 - \$100,000	15		15.96%	11.1	1	13	1	0
\$100,001 - \$175,000	25		26.60%	48.1	1	21	3	0
\$175,001 - \$250,000	17		18.09%	57.6	0	10	7	0
\$250,001 - \$425,000	15		15.96%	61.5	0	4	10	1
\$425,001 and up	9		9.57%	51.4	0	1	4	4
Total Closed Units			94		5	59	25	5
Total Closed Volume			19,051,246	100%	360.23K	8.07M	7.71M	2.91M
Average Closed Price			\$202,673		\$72,045	\$136,794	\$308,528	\$581,400

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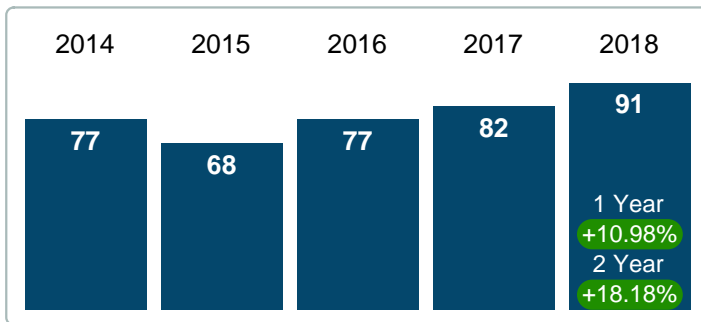


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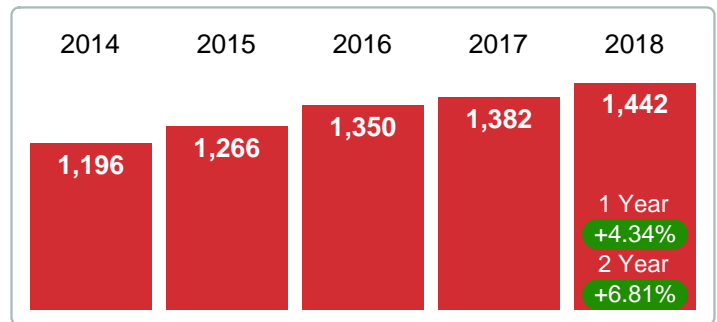
### PENDING LISTINGS

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#### DECEMBER



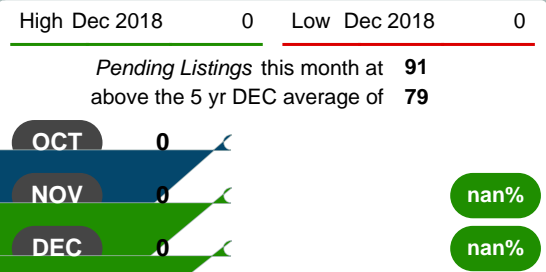
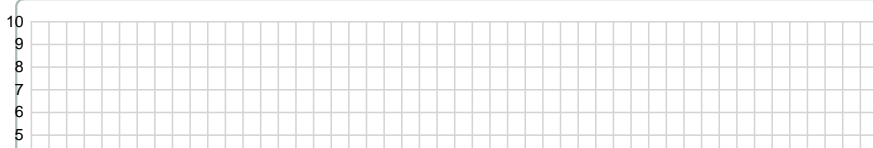
#### YEAR TO DATE (YTD)



#### 5 YEAR MARKET ACTIVITY TRENDS

#### 3 MONTHS

5 year DEC AVG = 79



Distribution of Pending Listings by Price Range			%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4		4.40%	0.0	1	3	0	0
\$50,001 - \$75,000	7		7.69%	7.3	0	7	0	0
\$75,001 - \$125,000	18		19.78%	18.4	1	14	3	0
\$125,001 - \$175,000	14		15.38%	45.6	0	12	1	1
\$175,001 - \$275,000	24		26.37%	44.7	0	14	10	0
\$275,001 - \$400,000	14		15.38%	59.6	1	3	9	1
\$400,001 and up	10		10.99%	75.9	0	3	3	4
Total Pending Units	91				3	56	26	6
Total Pending Volume	19,974,445			100%	451.73K	8.96M	7.20M	3.37M
Average Listing Price	\$218,505				\$150,575	\$159,981	\$276,823	\$561,067

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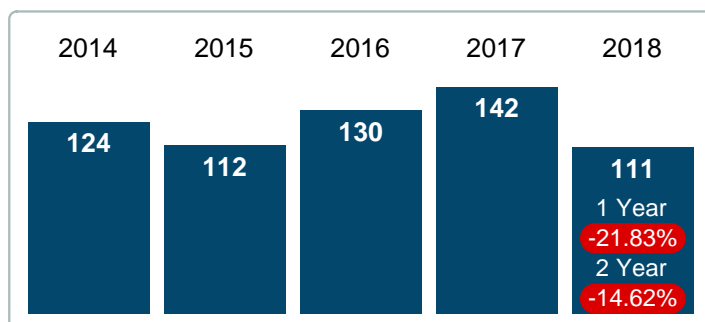


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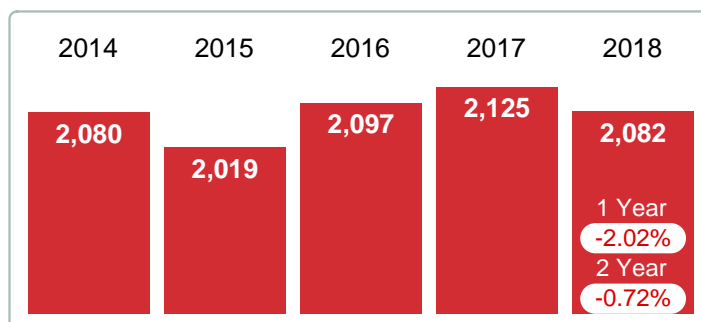
### NEW LISTINGS

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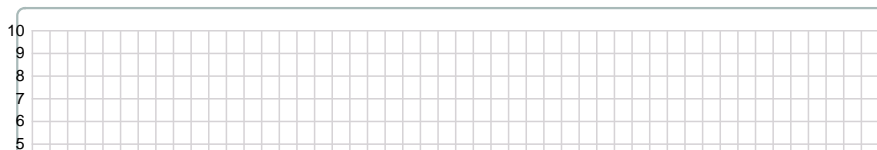
#### DECEMBER



#### YEAR TO DATE (YTD)



#### 5 YEAR MARKET ACTIVITY TRENDS



#### 3 MONTHS

5 year DEC AVG = 124

High Dec 2018 0 Low Dec 2018 0

New Listings this month at 111  
below the 5 yr DEC average of 124

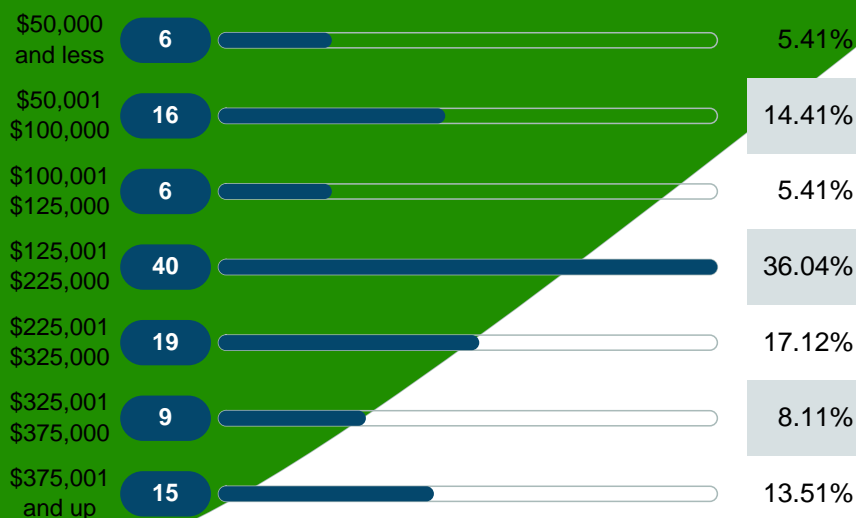
OCT 0  
NOV 0  
DEC 0

nan%

nan%

#### Distribution of New Listings by Price Range

%



1-2 Beds	3 Beds	4 Beds	5+ Beds
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3	3	0	0
1	13	2	0
2	3	1	0
0	26	10	4
1	4	13	1
0	3	5	1
0	4	9	2

Total New Listed Units	111	
Total New Listed Volume	25,664,366	100%
Average New Listed Listing Price	\$209,637	

7	56	40	8
691.63K	9.67M	11.94M	3.36M
\$98,804	\$172,704	\$298,535	\$419,988

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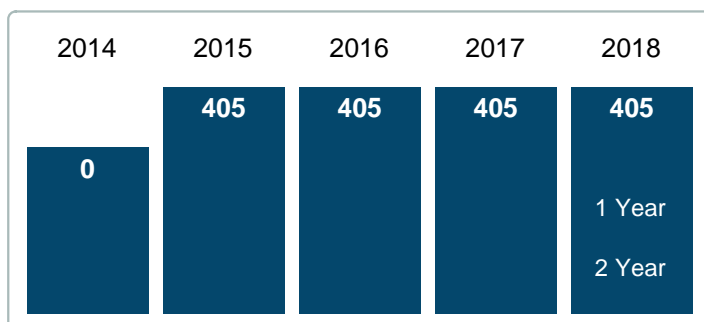


## December 2018

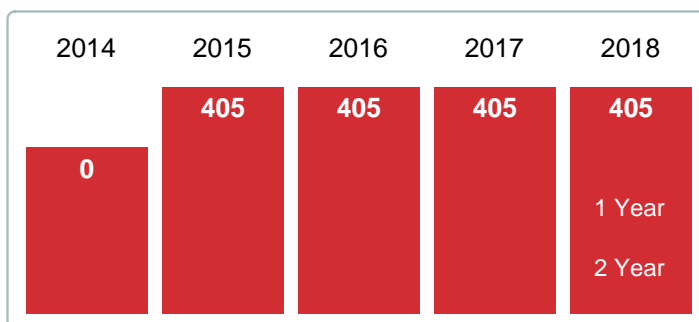
### ACTIVE INVENTORY

Report produced on Jul 19, 2023 for MLS Technology Inc.

#### END OF DECEMBER



#### ACTIVE DURING DECEMBER



#### 5 YEAR MARKET ACTIVITY TRENDS



#### 3 MONTHS

5 year DEC AVG = 324

High Dec 2018 405 Low Dec 2018 405

Inventory this month at 405  
above the 5 yr DEC average of 324

OCT 405

NOV 405

DEC 405

0.00%

0.00%

Distribution of Inventory by Price Range			%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	28		6.91%	104.7	18	8	2	0
\$75,001 - \$125,000	44		10.86%	108.5	4	28	9	3
\$125,001 - \$150,000	48		11.85%	70.9	3	36	6	3
\$150,001 - \$275,000	133		32.84%	91.1	2	65	56	10
\$275,001 - \$350,000	59		14.57%	89.2	0	19	35	5
\$350,001 - \$500,000	50		12.35%	95.2	0	12	29	9
\$500,001 and up	43		10.62%	119.7	0	6	13	24
Total Active Inventory by Units			405		27	174	150	54
Total Active Inventory by Volume			121,271,768	100%	1.99M	38.03M	46.51M	34.74M
Average Active Inventory Listing Price			\$299,436		\$73,667	\$218,552	\$310,085	\$643,370



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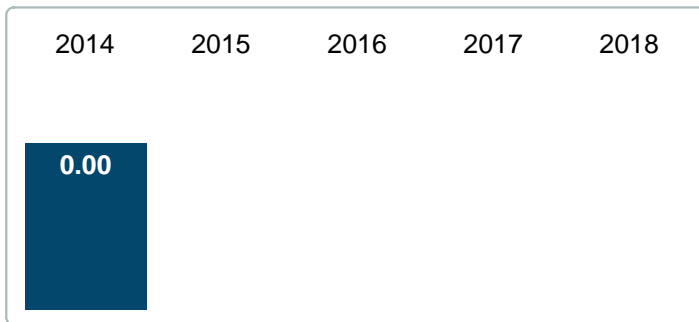


## December 2018

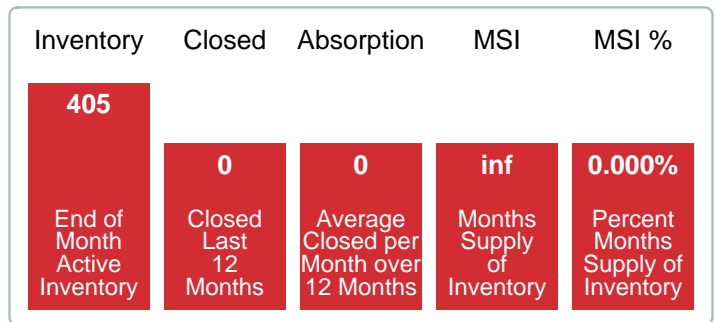
### MONTHS SUPPLY of INVENTORY (MSI)

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#### MSI FOR DECEMBER



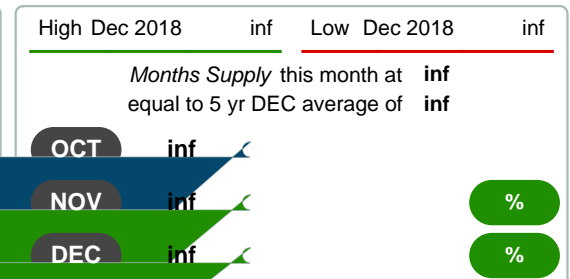
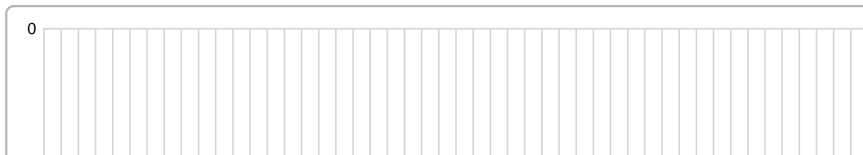
#### INDICATORS FOR DECEMBER 2018



#### 5 YEAR MARKET ACTIVITY TRENDS

#### 3 MONTHS

5 year DEC AVG = inf



Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	28			6.91%	2.65	5.68	1.20	3.00	0.00
\$75,001 - \$125,000	44			10.86%	2.19	1.60	1.96	2.92	12.00
\$125,001 - \$150,000	48			11.85%	3.05	5.14	2.70	3.79	12.00
\$150,001 - \$275,000	133			32.84%	2.65	3.43	2.04	3.33	10.00
\$275,001 - \$350,000	59			14.57%	5.66	0.00	6.51	5.83	3.75
\$350,001 - \$500,000	50			12.35%	5.94	0.00	12.00	5.27	4.91
\$500,001 and up	43			10.62%	12.29	0.00	72.00	7.80	13.71
Market Supply of Inventory (MSI)				3.40		3.81	2.48	4.25	8.31
Total Active Inventory by Units				405	100%	27	174	150	54

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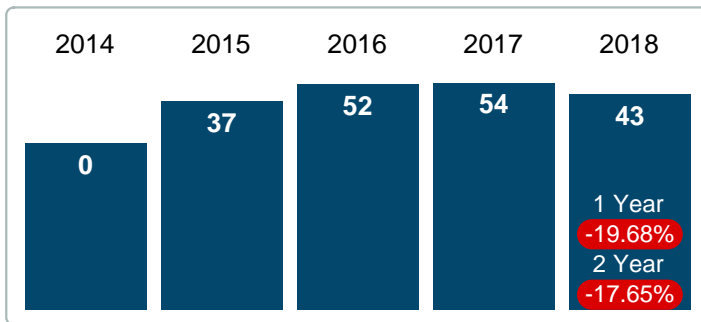
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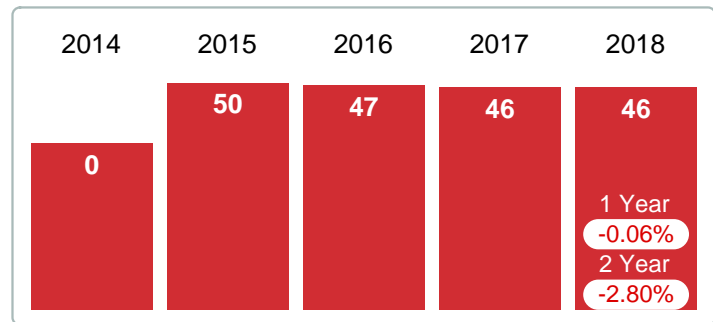
## AVERAGE DAYS ON MARKET TO SALE

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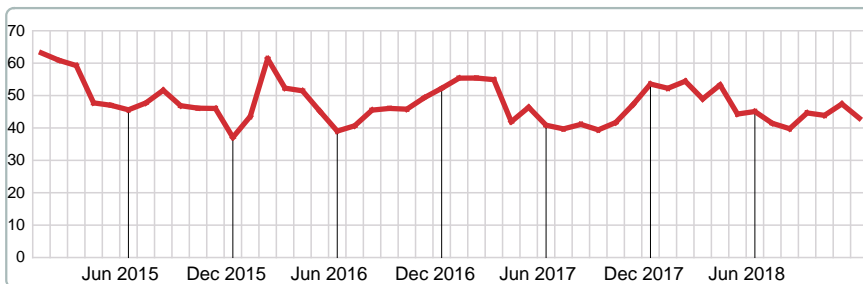
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 37

High Jan 2015 63 Low Dec 2015 37

Average Days on Market to Sale this month at 43  
above the 5 yr DEC average of 37

OCT	44		
NOV	47		8.02%
DEC	43		-9.27%

### 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	7.45%	31	27	35	0	0
\$50,001 - \$75,000	6	6.38%	15	0	15	0	0
\$75,001 - \$100,000	15	15.96%	11	52	9	1	0
\$100,001 - \$175,000	25	26.60%	48	100	42	74	0
\$175,001 - \$250,000	17	18.09%	58	0	52	65	0
\$250,001 - \$425,000	15	15.96%	61	0	74	59	33
\$425,001 and up	9	9.57%	51	0	1	22	94
Average Closed DOM	43			46	35	54	81
Total Closed Units	94	100%	43	5	59	25	5
Total Closed Volume	19,051,246			360.23K	8.07M	7.71M	2.91M





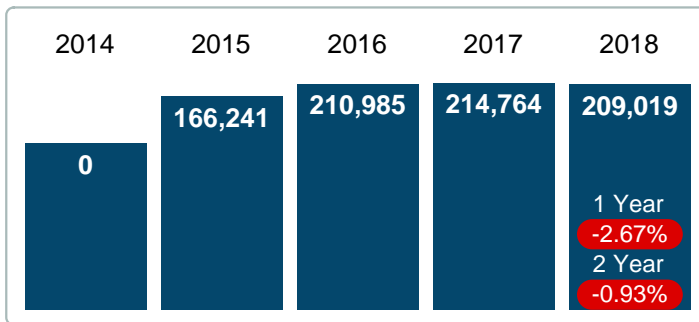
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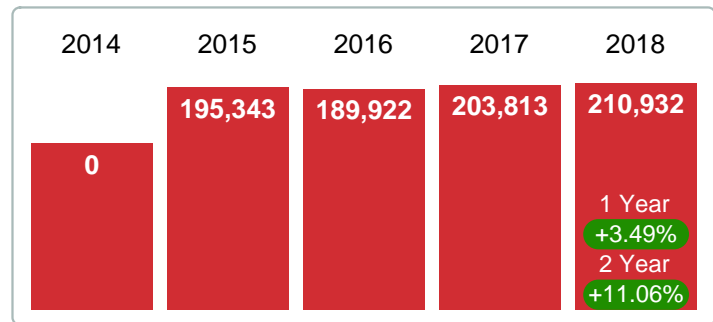
## AVERAGE LIST PRICE AT CLOSING

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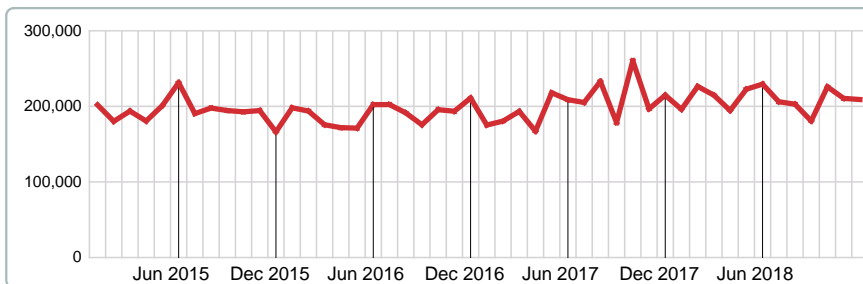
### DECEMBER



### YEAR TO DATE (YTD)

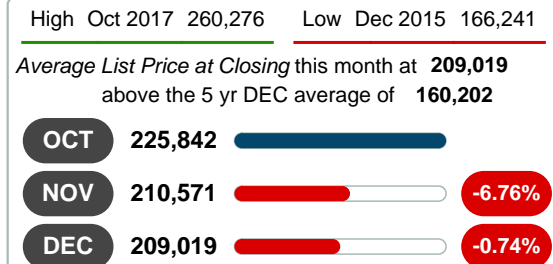


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 160,202



### 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	7.45%	42,179	36,042	46,781	0	0
\$50,001 - \$75,000	6	6.38%	65,143	0	65,143	0	0
\$75,001 - \$100,000	14	14.89%	87,824	86,500	88,476	94,360	0
\$100,001 - \$175,000	26	27.66%	135,433	200,000	132,440	154,500	0
\$175,001 - \$250,000	16	17.02%	212,679	0	212,127	215,800	0
\$250,001 - \$425,000	15	15.96%	312,135	0	286,350	341,263	319,000
\$425,001 and up	10	10.64%	612,601	0	445,000	592,528	715,475
Average List Price			209,019	78,925	139,340	314,048	636,180
Total Closed Units		100%	209,019	5	59	25	5
Total Closed Volume			19,647,805	394.63K	8.22M	7.85M	3.18M





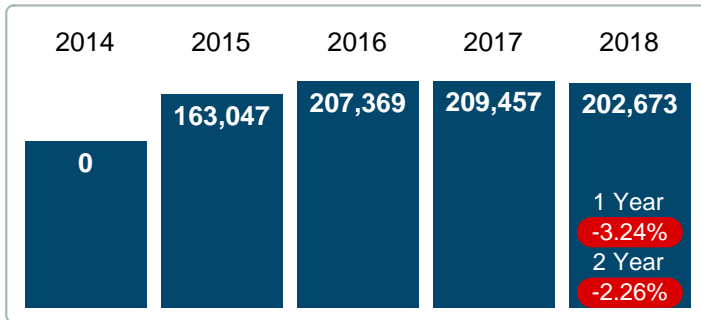
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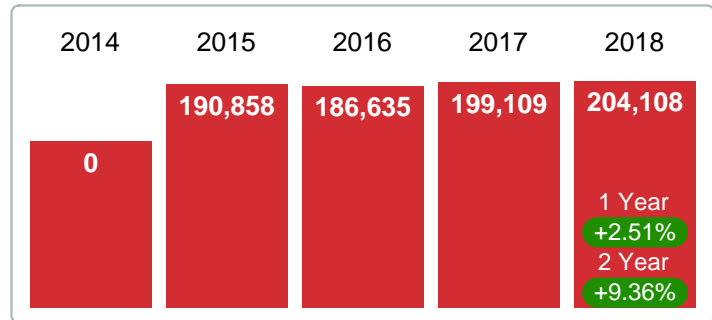
## AVERAGE SOLD PRICE AT CLOSING

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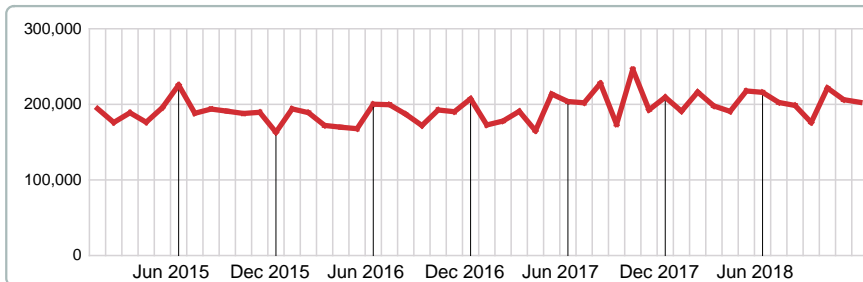
### DECEMBER



### YEAR TO DATE (YTD)

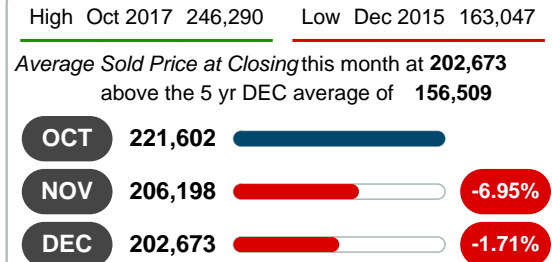


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 156,509



### 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		7.45%	39,136	31,742	44,681	0	0
\$50,001 - \$75,000	6		6.38%	64,593	0	64,593	0	0
\$75,001 - \$100,000	15		15.96%	87,868	90,000	87,205	94,360	0
\$100,001 - \$175,000	25		26.60%	133,845	175,000	129,744	148,833	0
\$175,001 - \$250,000	17		18.09%	209,604	0	208,437	211,271	0
\$250,001 - \$425,000	15		15.96%	317,975	0	279,225	334,073	312,000
\$425,001 and up	9		9.57%	599,189	0	445,000	588,176	648,750
Average Sold Price				202,673	72,045	136,794	308,528	581,400
Total Closed Units			100%	202,673	5	59	25	5
Total Closed Volume				19,051,246	360.23K	8.07M	7.71M	2.91M



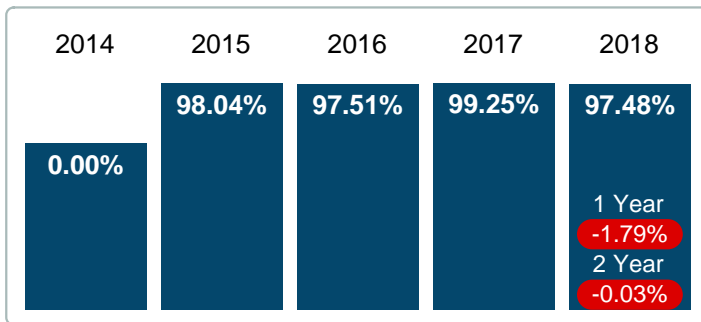
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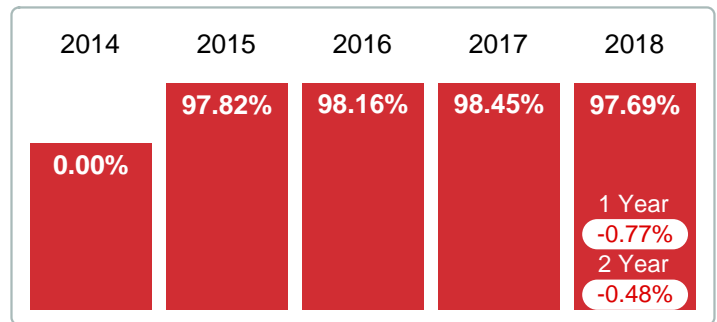
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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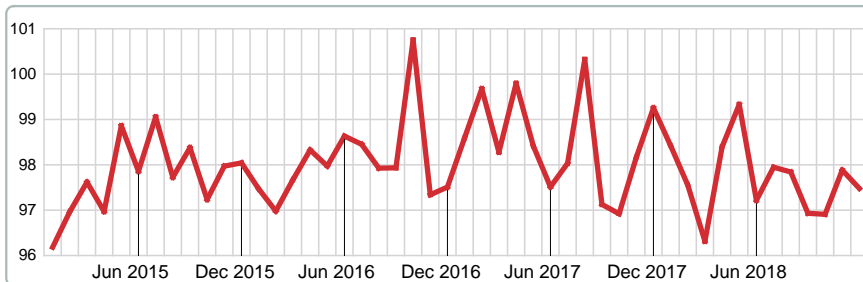
### DECEMBER



### YEAR TO DATE (YTD)



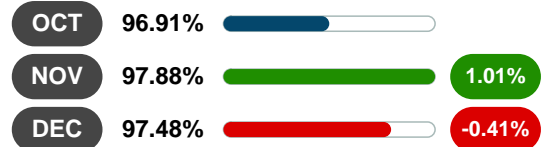
### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 78.46%

High Oct 2016 100.75% Low Jan 2015 96.18%

Average Sold/List Ratio this month at **97.48%**  
above the 5 yr DEC average of **78.46%**

### 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	7	7.45%	92.49%	88.08%	95.79%	0.00%	0.00%
\$50,001 to \$75,000	6	6.38%	99.27%	0.00%	99.27%	0.00%	0.00%
\$75,001 to \$100,000	15	15.96%	99.12%	104.05%	98.67%	100.00%	0.00%
\$100,001 to \$175,000	25	26.60%	97.38%	87.50%	97.99%	96.43%	0.00%
\$175,001 to \$250,000	17	18.09%	98.16%	0.00%	98.32%	97.92%	0.00%
\$250,001 to \$425,000	15	15.96%	97.82%	0.00%	97.44%	97.98%	97.81%
\$425,001 and up	9	9.57%	95.83%	0.00%	100.00%	99.01%	91.61%
Average Sold/List Ratio		97.50%		91.16%	98.17%	98.02%	92.85%
Total Closed Units		94	100%	5	59	25	5
Total Closed Volume		19,051,246		360.23K	8.07M	7.71M	2.91M

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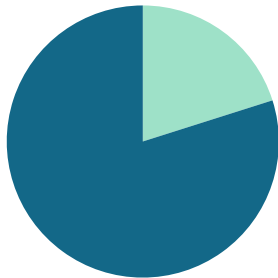


## December 2018

### MARKET SUMMARY

Report produced on Jul 19, 2023 for MLS Technology Inc.

#### INVENTORY



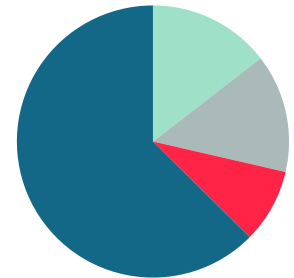
#### Inventory

New Listings	111 = 20.11%
Start Inventory	441
Total Inventory Units	552
Volume	\$159,588,133

#### Market Activity

Closed Sales	94 = 14.53%
Pending Sales	91 = 14.06%
Other Off Market	57 = 8.81%
Active Inventory	405 = 62.60%

#### MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2017	2018	+/- %	2017	2018	+/- %
Closed Sales	89	94	5.62%	1,366	1,428	4.54%
Pending Sales	82	91	10.98%	1,382	1,442	4.34%
New Listings	142	111	-21.83%	2,125	2,082	-2.02%
Average List Price	214,764	209,019	-2.67%	203,813	210,932	3.49%
Average Sale Price	209,457	202,673	-3.24%	199,109	204,108	2.51%
Average Percent of Selling Price to List Price	99.25%	97.48%	-1.79%	98.45%	97.69%	-0.77%
Average Days on Market to Sale	53.55	43.01	-19.68%	45.93	45.90	-0.06%
Monthly Inventory	458	405	-11.57%	458	405	-11.57%
Months Supply of Inventory	4.02	3.40	-15.41%	4.02	3.40	-15.41%

Absorption: Last 12 months, an Average of 119 Sales/Month

Inventory on December 31, 2018 = 405

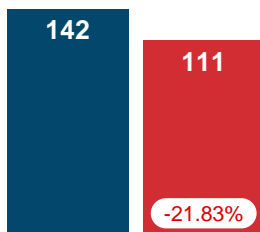
2017

2018

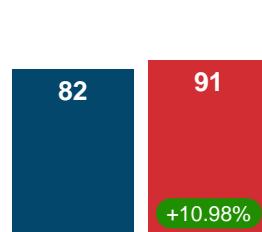
#### DECEMBER MARKET

#### AVERAGE PRICES

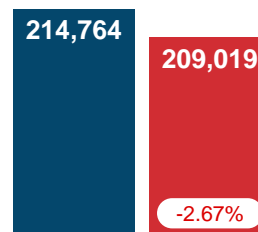
##### New Listings



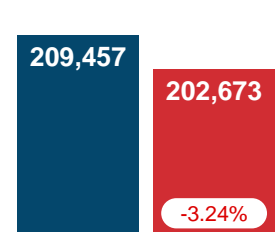
##### Pending Listings



##### List Price



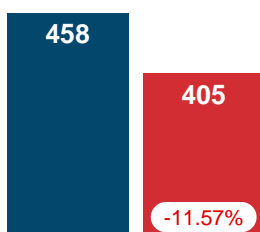
##### Sale Price



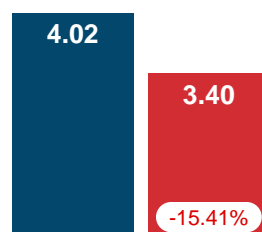
#### INVENTORY

#### AVERAGE SOLD/LIST RATIO & DOM

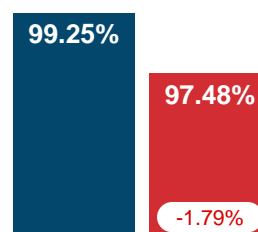
##### Active Inventory



##### Monthly Supply of Inventory



##### Sale/List Ratio



##### Days on Market

