



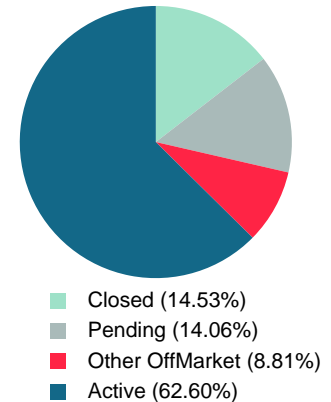
Area Delimited by County Of Rogers - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	December		
	2017	2018	+/-%
Closed Listings	89	94	5.62%
Pending Listings	82	91	10.98%
New Listings	142	111	-21.83%
Median List Price	169,900	149,950	-11.74%
Median Sale Price	169,500	149,000	-12.09%
Median Percent of Selling Price to List Price	98.80%	100.00%	1.22%
Median Days on Market to Sale	41.00	23.00	-43.90%
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.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **12.09%** in December 2018 to \$149,000 versus the previous year at \$169,500.

#### Median Days on Market Shortens

The median number of **23.00** days that homes spent on the market before selling decreased by 18.00 days or **43.90%** in December 2018 compared to last year's same month at **41.00** DOM.

#### Sales Success for December 2018 is Positive

Overall, with Median 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.

### What's in this Issue

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

### 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

# December 2018



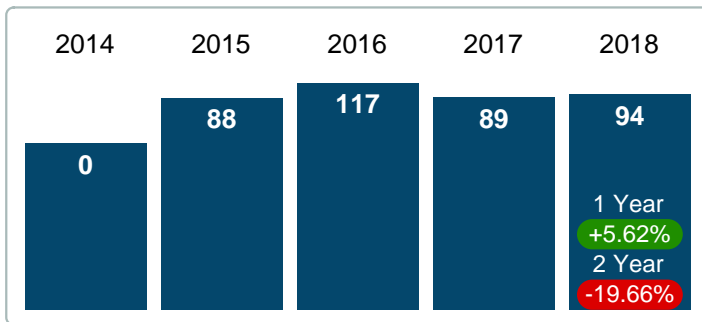
Area Delimited by County Of Rogers - Residential Property Type



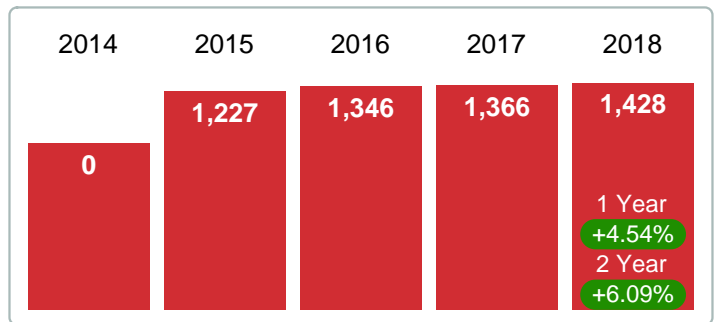
## CLOSED LISTINGS

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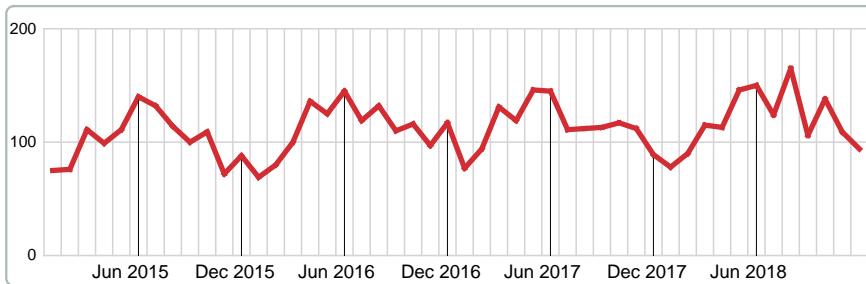
### DECEMBER



### YEAR TO DATE (YTD)

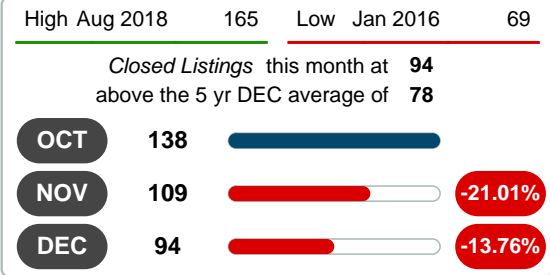


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 78



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	9	9.57%	1.0	3	6	0	0
\$60,001 - \$90,000	14	14.89%	1.0	1	13	0	0
\$90,001 - \$120,000	13	13.83%	13.0	0	12	1	0
\$120,001 - \$190,000	21	22.34%	32.0	1	16	4	0
\$190,001 - \$260,000	15	15.96%	33.0	0	9	6	0
\$260,001 - \$420,000	12	12.77%	68.0	0	2	9	1
\$420,001 and up	10	10.64%	53.5	0	1	5	4
<b>Total Closed Units</b>	<b>94</b>			<b>5</b>	<b>59</b>	<b>25</b>	<b>5</b>
<b>Total Closed Volume</b>	<b>19,051,246</b>	<b>100%</b>	<b>23.0</b>	<b>360.23K</b>	<b>8.07M</b>	<b>7.71M</b>	<b>2.91M</b>
<b>Median Closed Price</b>	<b>\$149,000</b>			<b>\$35,000</b>	<b>\$120,000</b>	<b>\$280,000</b>	<b>\$525,000</b>

# December 2018



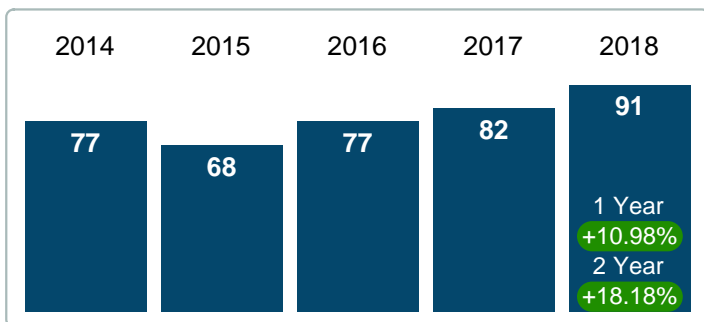
Area Delimited by County Of Rogers - Residential Property Type



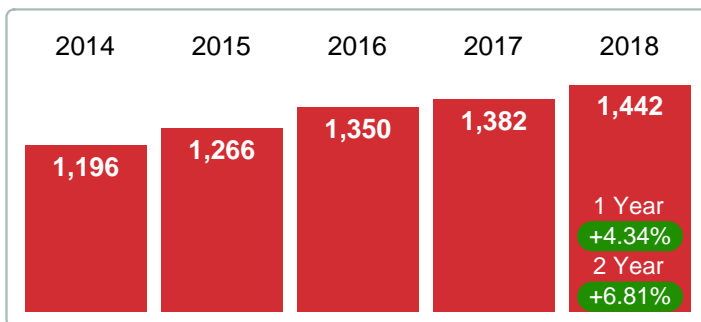
## PENDING LISTINGS

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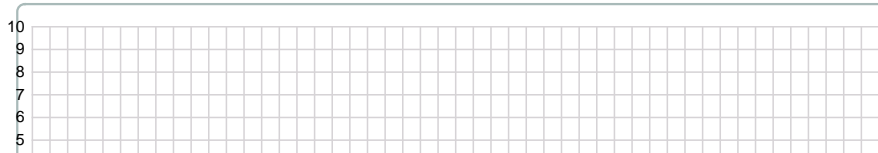
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 79

High Dec 2018 0 Low Dec 2018 0

Pending Listings this month at **91**  
above the 5 yr DEC average of **79**

OCT 0  
NOV 0  
DEC 0

nan%  
nan%

Distribution of Pending Listings by Price Range		%	MDOM	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%	0.0	0	7	0	0
\$75,001 - \$125,000	18	19.78%	1.5	1	14	3	0
\$125,001 - \$175,000	14	15.38%	35.0	0	12	1	1
\$175,001 - \$275,000	24	26.37%	41.0	0	14	10	0
\$275,001 - \$400,000	14	15.38%	50.0	1	3	9	1
\$400,001 and up	10	10.99%	94.0	0	3	3	4
<b>Total Pending Units</b>	<b>91</b>			<b>3</b>	<b>56</b>	<b>26</b>	<b>6</b>
<b>Total Pending Volume</b>	<b>19,974,445</b>	<b>100%</b>	<b>24.0</b>	<b>451.73K</b>	<b>8.96M</b>	<b>7.20M</b>	<b>3.37M</b>
<b>Median Listing Price</b>	<b>\$179,900</b>			<b>\$105,000</b>	<b>\$149,400</b>	<b>\$256,415</b>	<b>\$534,000</b>

# December 2018



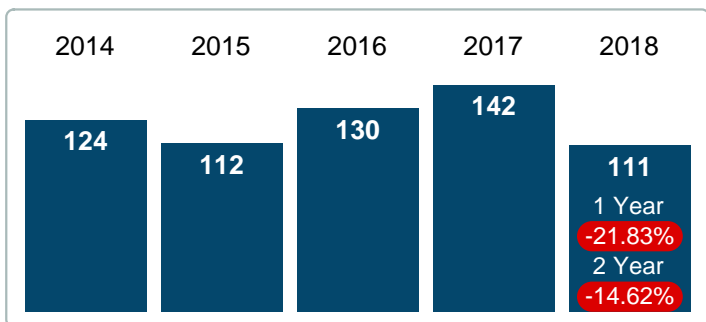
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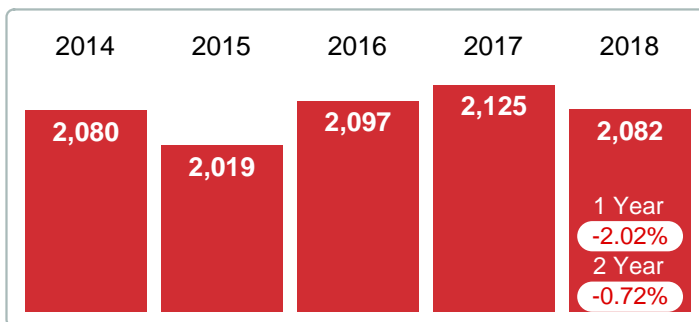
## NEW LISTINGS

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

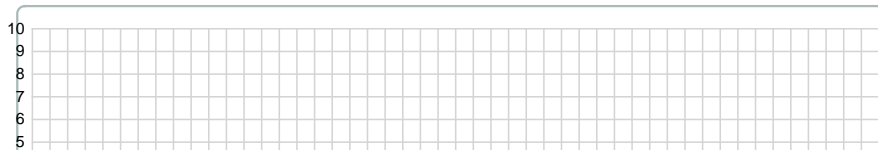
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 124

High Dec 2018: 0    Low Dec 2018: 0

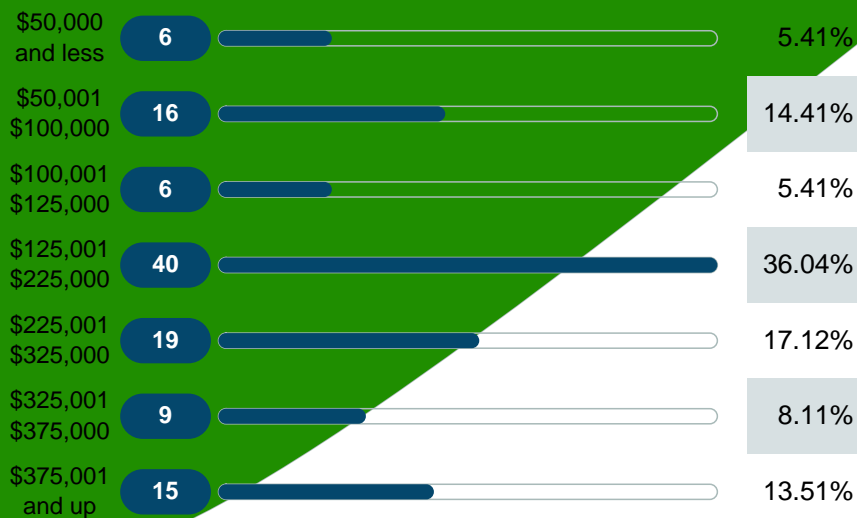
New Listings this month at 111  
 below the 5 yr DEC average of 124

- OCT: 0
- NOV: 0
- DEC: 0

nan%  
nan%

### Distribution of New Listings by Price Range

%



	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	3	0	0
\$50,001 - \$100,000	1	13	2	0
\$100,001 - \$125,000	2	3	1	0
\$125,001 - \$225,000	0	26	10	4
\$225,001 - \$325,000	1	4	13	1
\$325,001 - \$375,000	0	3	5	1
\$375,001 and up	0	4	9	2
<b>Total</b>	<b>7</b>	<b>56</b>	<b>40</b>	<b>8</b>
<b>Total New Listed Volume</b>	<b>691.63K</b>	<b>9.67M</b>	<b>11.94M</b>	<b>3.36M</b>
<b>Median New Listed Listing Price</b>	<b>\$54,900</b>	<b>\$148,488</b>	<b>\$284,950</b>	<b>\$256,750</b>

Total New Listed Units	111	
Total New Listed Volume	25,664,366	100%
Median New Listed Listing Price	\$184,900	

# December 2018



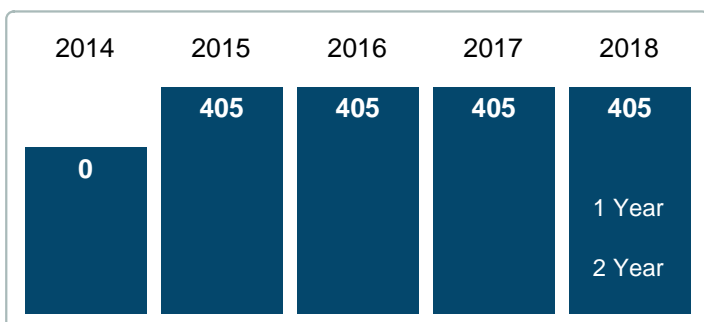
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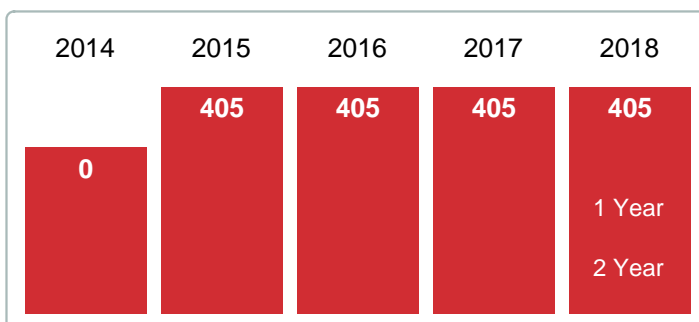
## ACTIVE INVENTORY

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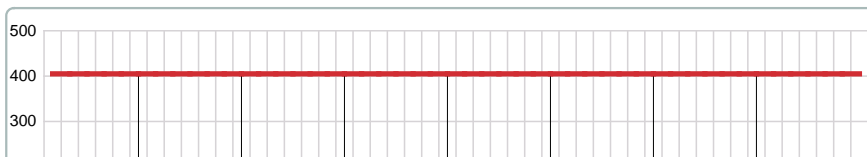
### END OF DECEMBER



### ACTIVE DURING DECEMBER



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 324

Month	Inventory	Change
High Dec 2018	405	
Low Dec 2018	405	
Inventory this month at <b>405</b> above the 5 yr DEC average of <b>324</b>		
OCT	405	
NOV	405	0.00%
DEC	405	0.00%

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	28	6.91%	111.0	18	8	2	0
\$75,001 - \$125,000	44	10.86%	84.0	4	28	9	3
\$125,001 - \$150,000	48	11.85%	61.0	3	36	6	3
\$150,001 - \$275,000	133	32.84%	75.0	2	65	56	10
\$275,001 - \$350,000	59	14.57%	90.0	0	19	35	5
\$350,001 - \$500,000	50	12.35%	89.5	0	12	29	9
\$500,001 and up	43	10.62%	94.0	0	6	13	24
<b>Total Active Inventory by Units</b>	<b>405</b>			<b>27</b>	<b>174</b>	<b>150</b>	<b>54</b>
<b>Total Active Inventory by Volume</b>	<b>121,271,768</b>	<b>100%</b>	<b>84.0</b>	<b>1.99M</b>	<b>38.03M</b>	<b>46.51M</b>	<b>34.74M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$219,900</b>			<b>\$55,320</b>	<b>\$161,880</b>	<b>\$279,900</b>	<b>\$470,750</b>

# December 2018



Area Delimited by County Of Rogers - Residential Property Type



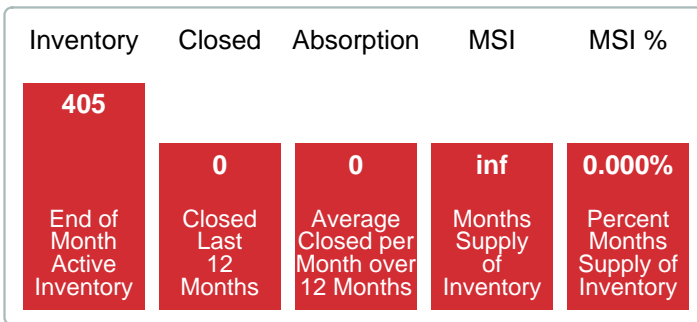
## MONTHS SUPPLY of INVENTORY (MSI)

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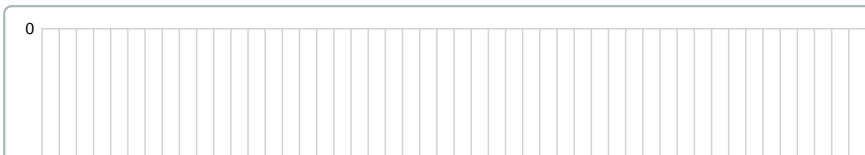
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2018

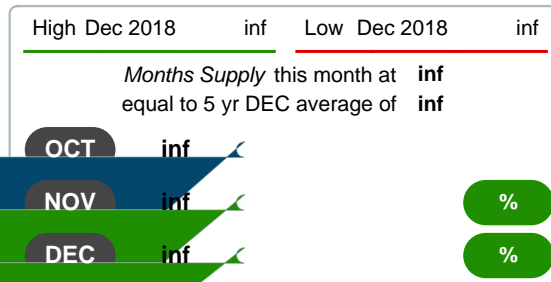


### 5 YEAR MARKET ACTIVITY TRENDS



### 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%	3.40	27	174	150	54	

# December 2018



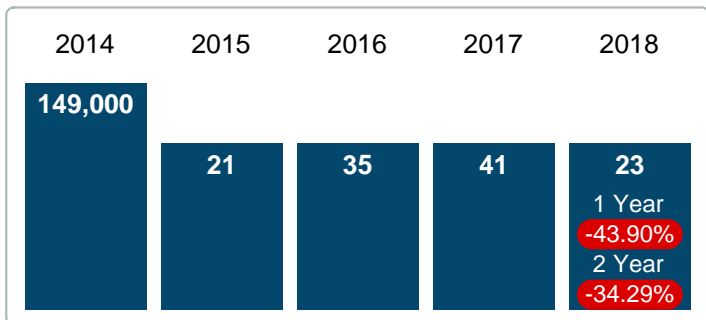
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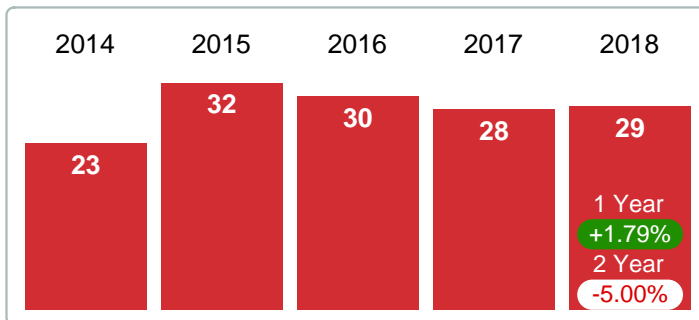
## MEDIAN DAYS ON MARKET TO SALE

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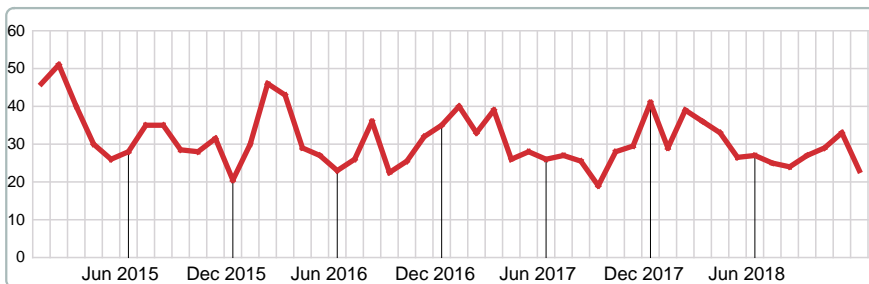
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

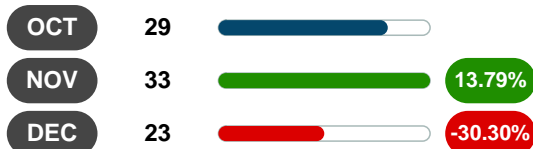


### 3 MONTHS

5 year DEC AVG = 29,824

High Feb 2015 51 Low Sep 2017 19

Median Days on Market to Sale this month at 23 below the 5 yr DEC average of 29,824



### 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
\$60,000 and less	9.57%	1	29	1	0	0
\$60,001 - \$90,000	14.89%	1	52	1	0	0
\$90,001 - \$120,000	13.83%	13	0	20	1	0
\$120,001 - \$190,000	22.34%	32	100	21	106	0
\$190,001 - \$260,000	15.96%	33	0	31	47	0
\$260,001 - \$420,000	12.77%	68	0	100	56	33
\$420,001 and up	10.64%	54	0	1	10	91
Median Closed DOM		23	50	9	40	69
Total Closed Units	100%	94	5	59	25	5
Total Closed Volume		19,051,246	360.23K	8.07M	7.71M	2.91M

# December 2018



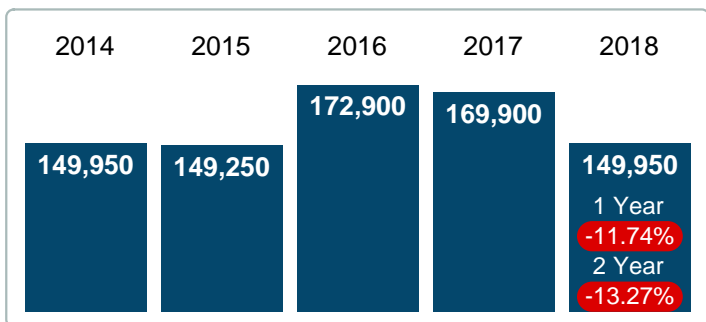
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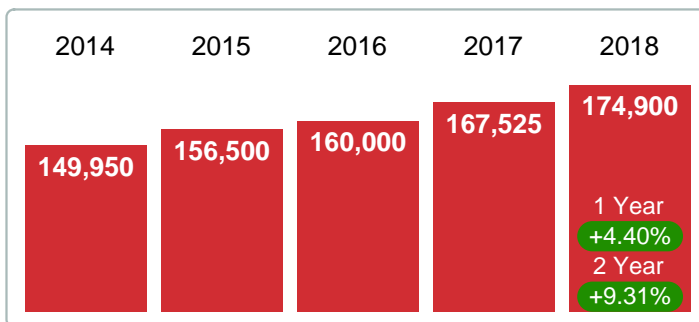
## MEDIAN LIST PRICE AT CLOSING

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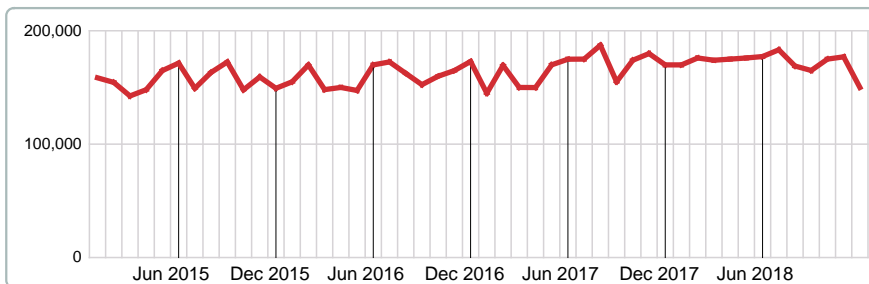
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 158,390

High Aug 2017 187,223    Low Mar 2015 142,500

Median List Price at Closing this month at **149,950**  
 below the 5 yr DEC average of **158,390**

OCT	175,000	
NOV	177,000	+1.14%
DEC	149,950	-15.28%

### 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
\$60,000 and less	9.57%	44,100	34,900	49,770	0	0
\$60,001 - \$90,000	14.89%	81,285	86,500	80,570	0	0
\$90,001 - \$120,000	11.70%	107,000	0	108,250	94,360	0
\$120,001 - \$190,000	21.28%	147,400	0	144,900	155,000	0
\$190,001 - \$260,000	18.09%	215,000	200,000	218,259	207,900	0
\$260,001 - \$420,000	13.83%	325,000	0	289,900	329,999	319,000
\$420,001 and up	10.64%	500,938	0	445,000	471,975	648,500
<b>Median List Price</b>		<b>149,950</b>	<b>39,000</b>	<b>121,500</b>	<b>289,000</b>	<b>598,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>149,950</b>	<b>5</b>	<b>59</b>	<b>25</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>19,647,805</b>	<b>394.63K</b>	<b>8.22M</b>	<b>7.85M</b>	<b>3.18M</b>



# December 2018



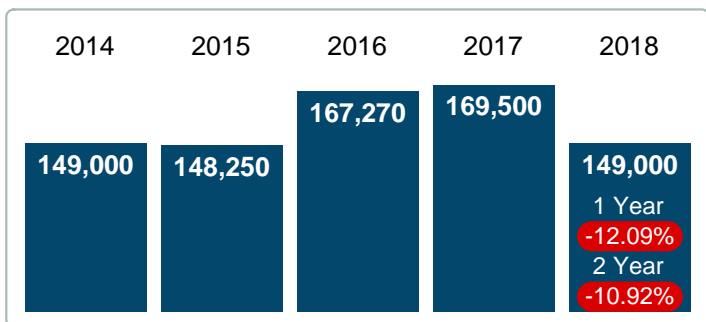
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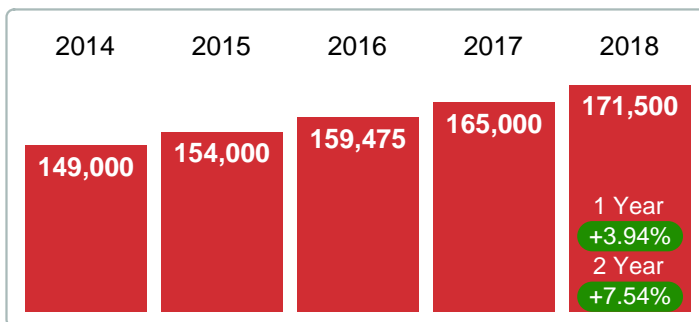
## MEDIAN SOLD PRICE AT CLOSING

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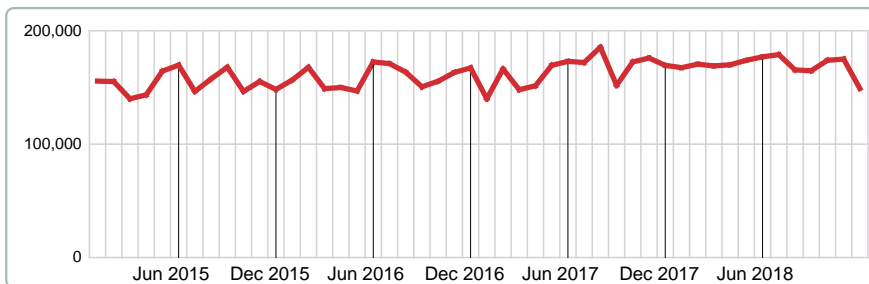
### DECEMBER



### YEAR TO DATE (YTD)

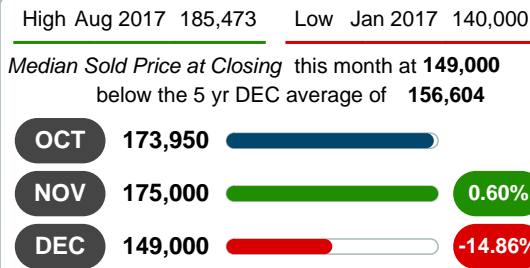


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 156,604



### 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
\$60,000 and less	9.57%	43,484	34,226	46,870	0	0
\$60,001 - \$90,000	14.89%	80,291	90,000	80,012	0	0
\$90,001 - \$120,000	13.83%	106,750	0	106,875	94,360	0
\$120,001 - \$190,000	22.34%	148,000	175,000	146,182	158,250	0
\$190,001 - \$260,000	15.96%	218,259	0	235,000	206,500	0
\$260,001 - \$420,000	12.77%	316,000	0	304,950	317,000	312,000
\$420,001 and up	10.64%	487,500	0	445,000	475,000	600,000
Median Sold Price		149,000	35,000	120,000	280,000	525,000
Total Closed Units	100%	149,000	5	59	25	5
Total Closed Volume		19,051,246	360.23K	8.07M	7.71M	2.91M

# December 2018



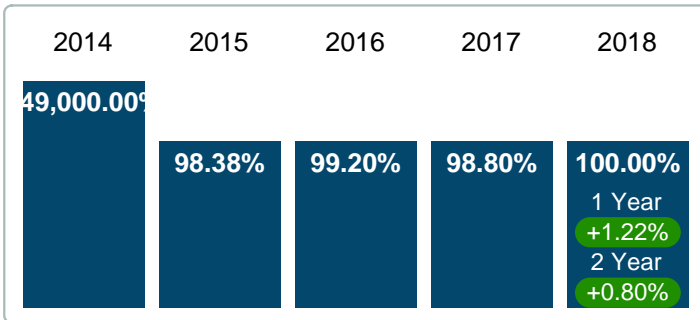
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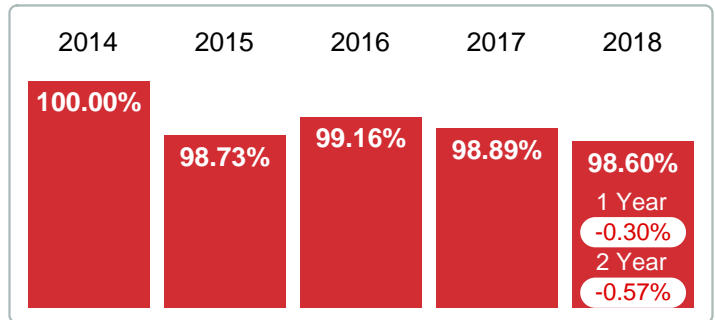
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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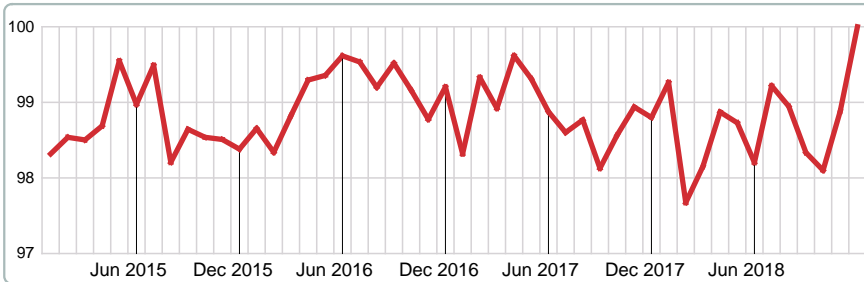
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

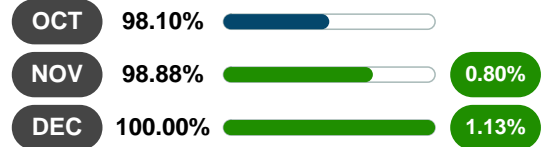


### 3 MONTHS

5 year DEC AVG = 29,879.28%

High Dec 2018 100.00% Low Feb 2018 97.67%

Median Sold/List Ratio this month at **100.00%**  
below the 5 yr DEC average of **29,879.28%**



### 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
\$60,000 and less	9	9.57%	100.00%	89.74%	100.00%	0.00%	0.00%
\$60,001 - \$90,000	14	14.89%	100.00%	104.05%	100.00%	0.00%	0.00%
\$90,001 - \$120,000	13	13.83%	97.46%	0.00%	96.51%	100.00%	0.00%
\$120,001 - \$190,000	21	22.34%	97.83%	87.50%	99.02%	95.63%	0.00%
\$190,001 - \$260,000	15	15.96%	98.37%	0.00%	100.00%	98.02%	0.00%
\$260,001 - \$420,000	12	12.77%	99.00%	0.00%	99.00%	100.00%	97.81%
\$420,001 and up	10	10.64%	96.14%	0.00%	100.00%	100.00%	91.76%
Median Sold/List Ratio		100.00%		89.74%	100.00%	98.20%	95.72%
Total Closed Units		94	100%	5	59	25	5
Total Closed Volume		19,051,246		360.23K	8.07M	7.71M	2.91M

# December 2018



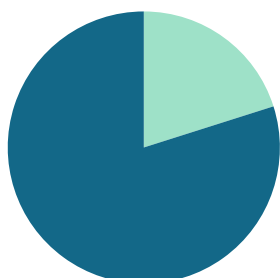
Area Delimited by County Of Rogers - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

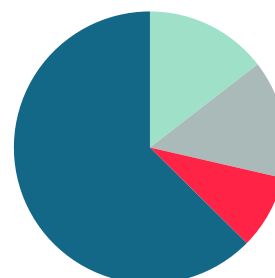


**Inventory**  
 New Listings  
**111 = 20.11%**  
 Start Inventory  
**441**  
 Total Inventory Units  
**552**  
 Volume  
**\$159,588,133**

### 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%
Median List Price	169,900	149,950	-11.74%	167,525	174,900	4.40%
Median Sale Price	169,500	149,000	-12.09%	165,000	171,500	3.94%
Median Percent of Selling Price to List Price	98.80%	100.00%	1.22%	98.89%	98.60%	-0.30%
Median Days on Market to Sale	41.00	23.00	-43.90%	28.00	28.50	1.79%
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

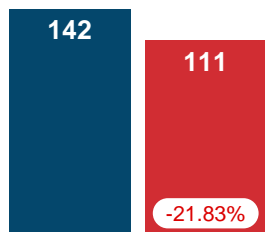
**Inventory** on December 31, 2018 = **405**

**2017** **2018**

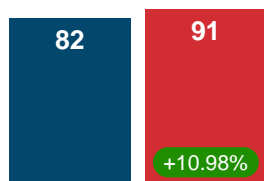
### DECEMBER MARKET

### MEDIAN PRICES

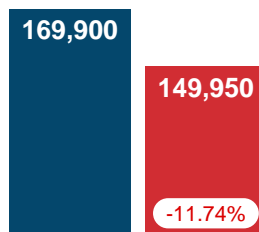
#### New Listings



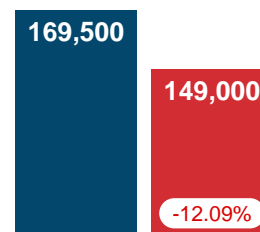
#### Pending Listings



#### List Price



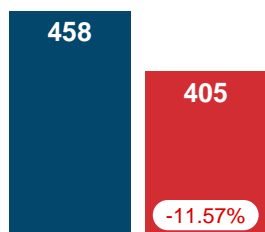
#### Sale Price



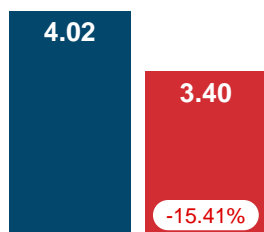
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

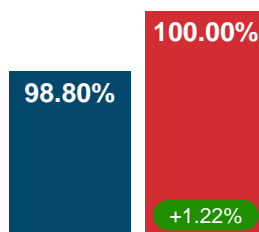
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

