

November 2018



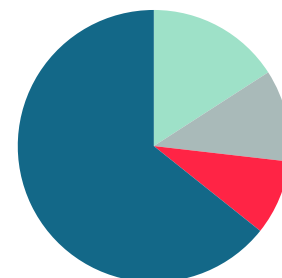
Area Delimited by County Of Rogers - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2017	2018	+/-%
Closed Listings	112	109	-2.68%
Pending Listings	74	75	1.35%
New Listings	148	111	-25.00%
Average List Price	196,644	210,571	7.08%
Average Sale Price	192,693	206,198	7.01%
Average Percent of Selling Price to List Price	98.16%	97.88%	-0.28%
Average Days on Market to Sale	47.21	47.40	0.40%
End of Month Inventory	461	441	-4.34%
Months Supply of Inventory	3.97	3.72	-6.29%



■ Closed (15.89%)
■ Pending (10.93%)
■ Other OffMarket (8.89%)
■ Active (64.29%)

Absorption: Last 12 months, an Average of **119** Sales/Month
Active Inventory as of November 30, 2018 = **441**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2018 decreased **4.34%** to 441 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 **3.72** 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 **7.01%** in November 2018 to \$206,198 versus the previous year at \$192,693.

Average Days on Market Lengthens

The average number of **47.40** days that homes spent on the market before selling increased by 0.19 days or **0.40%** in November 2018 compared to last year's same month at **47.21** DOM.

Sales Success for November 2018 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 111 New Listings in November 2018, down **25.00%** from last year at 148. Furthermore, there were 109 Closed Listings this month versus last year at 112, a **-2.68%** decrease.

Closed versus Listed trends yielded a **98.2%** ratio, up from previous year's, November 2017, at **75.7%**, a **29.76%** 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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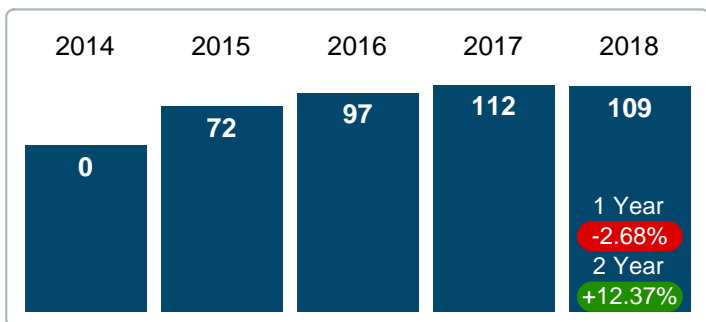
Area Delimited by County Of Rogers - Residential Property Type



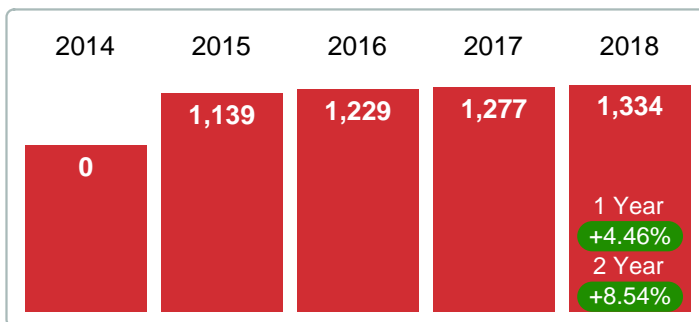
CLOSED LISTINGS

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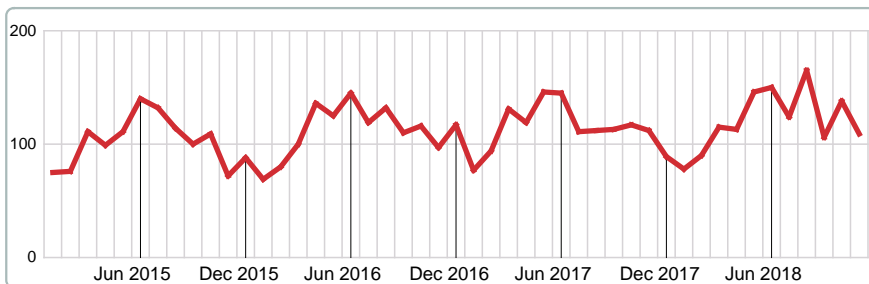
NOVEMBER



YEAR TO DATE (YTD)

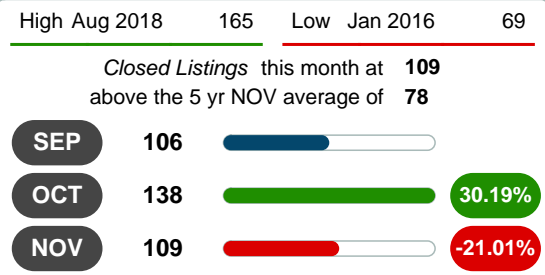


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV 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
\$75,000 and less	7	6.42%	35.3	1	4	2	0
\$75,001 - \$125,000	16	14.68%	43.9	3	8	5	0
\$125,001 - \$150,000	14	12.84%	38.1	0	12	2	0
\$150,001 - \$200,000	30	27.52%	46.0	0	23	7	0
\$200,001 - \$225,000	11	10.09%	44.3	0	6	5	0
\$225,001 - \$375,000	21	19.27%	58.8	0	10	10	1
\$375,001 and up	10	9.17%	58.2	0	0	6	4
Total Closed Units	109			4	63	37	5
Total Closed Volume	22,475,629	100%	47.4	342.00K	10.80M	9.15M	2.18M
Average Closed Price	\$206,198			\$85,500	\$171,496	\$247,388	\$435,200

November 2018



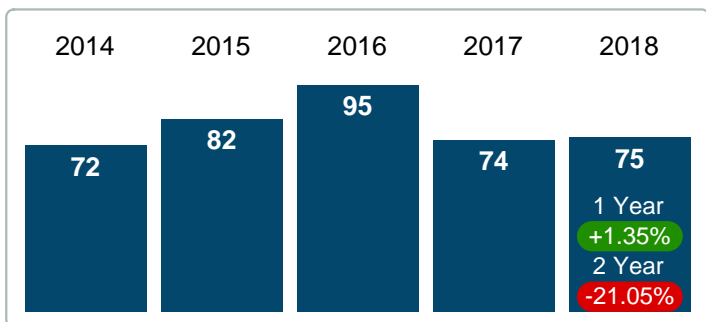
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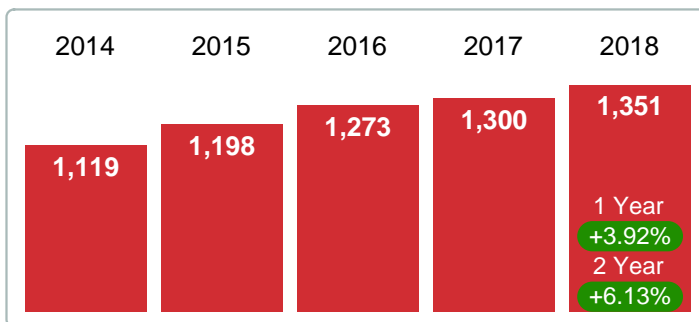
PENDING LISTINGS

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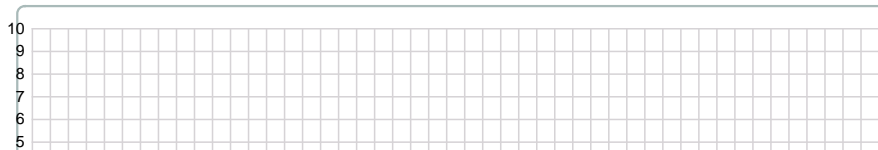
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 80

High Nov 2018: 0 | Low Nov 2018: 0

Pending Listings this month at **75**
 below the 5 yr NOV average of **80**

SEP: 0
 OCT: 0
 NOV: 0

nan%
 nan%

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	5.33%	85.5	1	3	0	0
\$75,001 - \$100,000	4	5.33%	16.3	2	2	0	0
\$100,001 - \$125,000	10	13.33%	82.5	0	8	0	2
\$125,001 - \$175,000	27	36.00%	45.6	0	22	5	0
\$175,001 - \$250,000	12	16.00%	80.4	1	7	3	1
\$250,001 - \$350,000	8	10.67%	66.8	0	5	2	1
\$350,001 and up	10	13.33%	60.2	0	1	8	1
Total Pending Units	75			4	48	18	5
Total Pending Volume	15,126,749	100%	59.6	421.30K	8.02M	5.45M	1.23M
Average Listing Price	\$207,672			\$105,325	\$167,180	\$302,995	\$245,380

November 2018



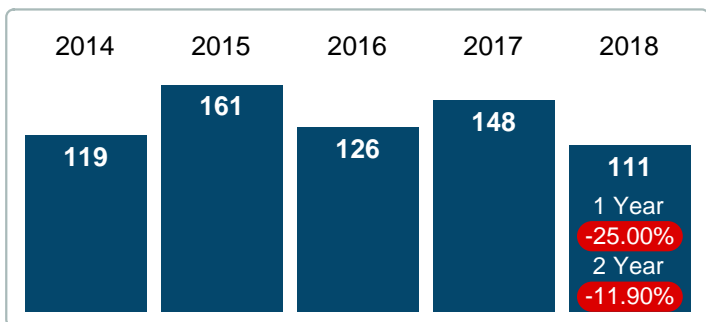
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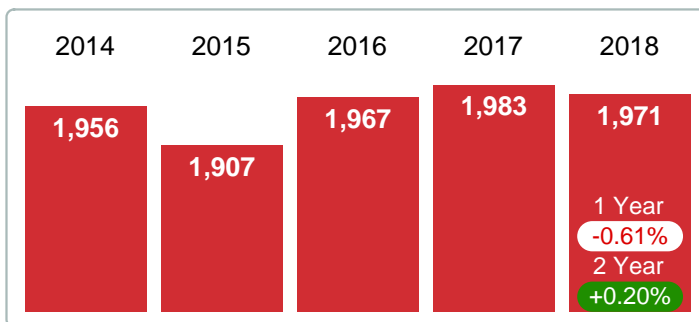
NEW LISTINGS

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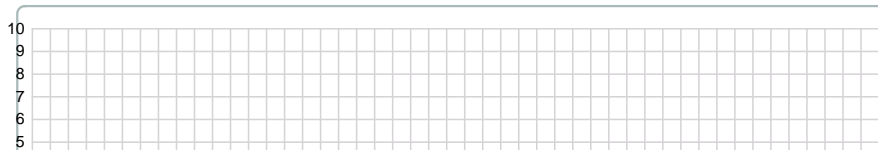
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 133

High Nov 2018: 0 Low Nov 2018: 0

New Listings this month at 111
below the 5 yr NOV average of 133

SEP	0	
OCT	0	nan%
NOV	0	nan%

Distribution of New Listings by Price Range

Price Range	Count	%
\$75,000 and less	8	7.21%
\$75,001 - \$100,000	10	9.01%
\$100,001 - \$125,000	9	8.11%
\$125,001 - \$175,000	35	31.53%
\$175,001 - \$250,000	22	19.82%
\$250,001 - \$375,000	14	12.61%
\$375,001 and up	13	11.71%

	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	4	1	0
\$75,001 - \$100,000	1	6	2	1
\$100,001 - \$125,000	0	8	1	0
\$125,001 - \$175,000	1	26	7	1
\$175,001 - \$250,000	0	10	10	2
\$250,001 - \$375,000	0	5	6	3
\$375,001 and up	0	2	8	3
Total	5	61	35	10
Total New Listed Volume	349.80K	10.11M	10.44M	3.16M
Average New Listed Listing Price	\$69,960	\$165,744	\$298,259	\$315,790

Total New Listed Units	111	
Total New Listed Volume	24,057,123	100%
Average New Listed Listing Price	\$194,701	

November 2018



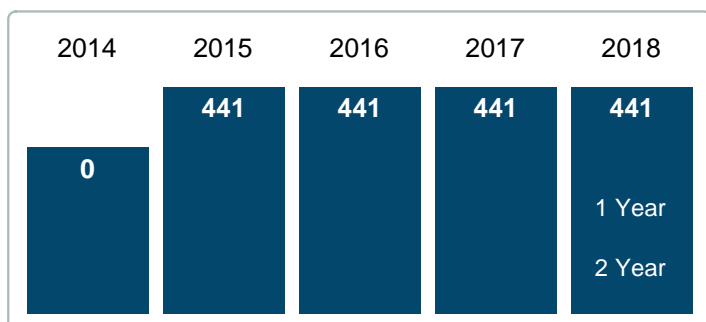
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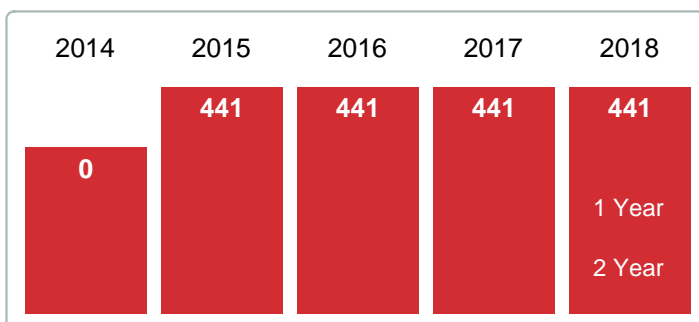
ACTIVE INVENTORY

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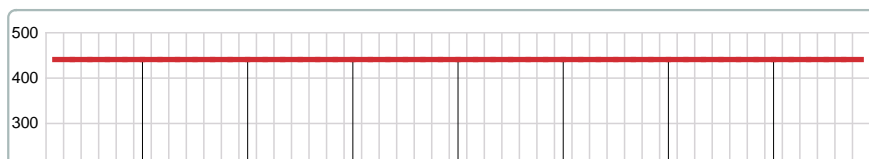
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 353

High Nov 2018 441 Low Nov 2018 441

Inventory this month at **441**
above the 5 yr NOV average of **353**

- SEP 441
- OCT 441 0.00%
- NOV 441 0.00%

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	32	7.26%	85.0	18	12	2	0
\$75,001 - \$125,000	52	11.79%	90.0	4	34	11	3
\$125,001 - \$175,000	83	18.82%	62.3	3	65	12	3
\$175,001 - \$275,000	106	24.04%	81.2	2	43	52	9
\$275,001 - \$350,000	61	13.83%	87.8	0	19	35	7
\$350,001 - \$525,000	60	13.61%	93.3	0	12	35	13
\$525,001 and up	47	10.66%	110.5	0	9	13	25
Total Active Inventory by Units	441			27	194	160	60
Total Active Inventory by Volume	133,923,767	100%	84.6	1.98M	42.95M	50.17M	38.82M
Average Active Inventory Listing Price	\$303,682			\$73,474	\$221,391	\$313,555	\$647,022

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Area Delimited by County Of Rogers - Residential Property Type



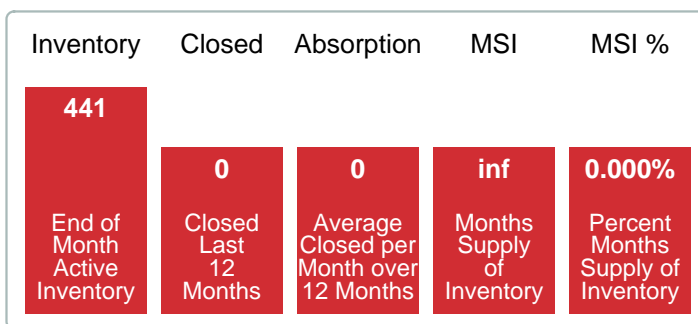
MONTHS SUPPLY of INVENTORY (MSI)

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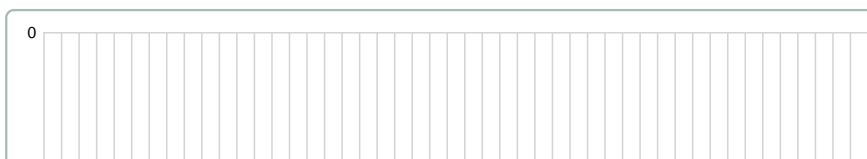
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2018

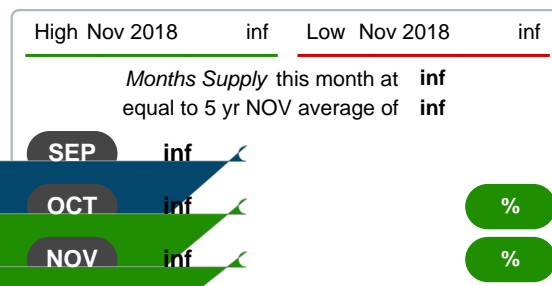


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV 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	32		7.26%	3.20	6.17	1.95	2.40	0.00	
\$75,001 - \$125,000	52		11.79%	2.71	1.60	2.58	3.38	12.00	
\$125,001 - \$175,000	83		18.82%	2.52	3.00	2.49	2.25	6.00	
\$175,001 - \$275,000	106		24.04%	3.09	12.00	2.11	4.03	10.80	
\$275,001 - \$350,000	61		13.83%	5.81	0.00	6.16	5.92	5.60	
\$350,001 - \$525,000	60		13.61%	6.67	0.00	9.60	6.27	6.24	
\$525,001 and up	47		10.66%	17.09	0.00	108.00	9.75	18.75	
Market Supply of Inventory (MSI)		3.72			3.90	2.76	4.55	9.47	
Total Active Inventory by Units		441	100%	3.72	27	194	160	60	

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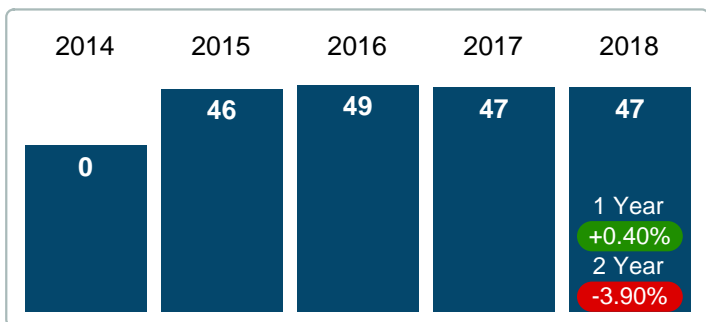
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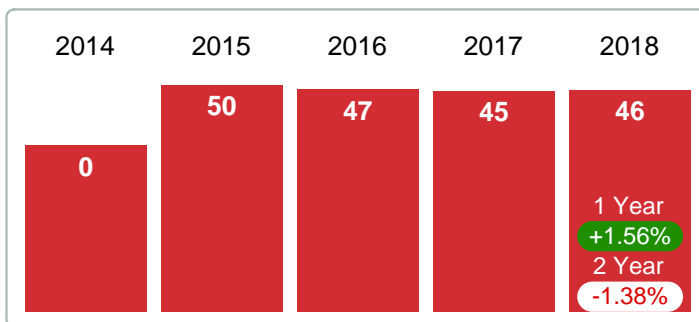
AVERAGE DAYS ON MARKET TO SALE

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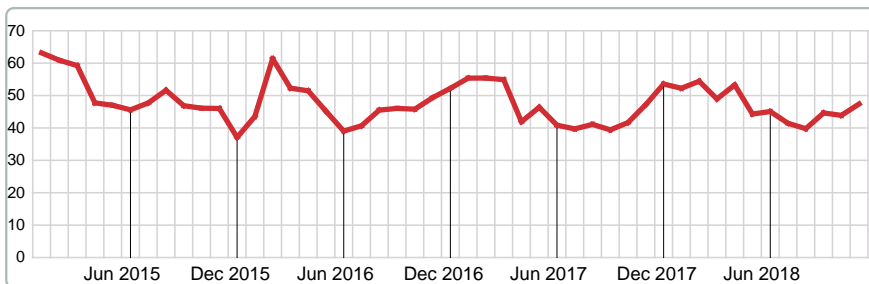
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 38

High Jan 2015 63 Low Dec 2015 37

Average Days on Market to Sale this month at 47 above the 5 yr NOV average of 38



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		
\$75,000 and less	6.42%	35	34	36	36	0		
\$75,001 - \$125,000	14.68%	44	60	35	48	0		
\$125,001 - \$150,000	12.84%	38	0	43	11	0		
\$150,001 - \$200,000	27.52%	46	0	43	56	0		
\$200,001 - \$225,000	10.09%	44	0	42	48	0		
\$225,001 - \$375,000	19.27%	59	0	44	66	135		
\$375,001 and up	9.17%	58	0	0	55	64		
Average Closed DOM		47		54	41	53	78	
Total Closed Units		109	100%	47	4	63	37	5
Total Closed Volume		22,475,629			342.00K	10.80M	9.15M	2.18M

November 2018



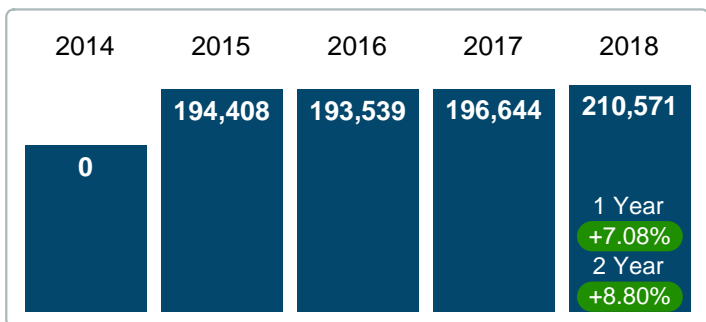
Area Delimited by County Of Rogers - Residential Property Type



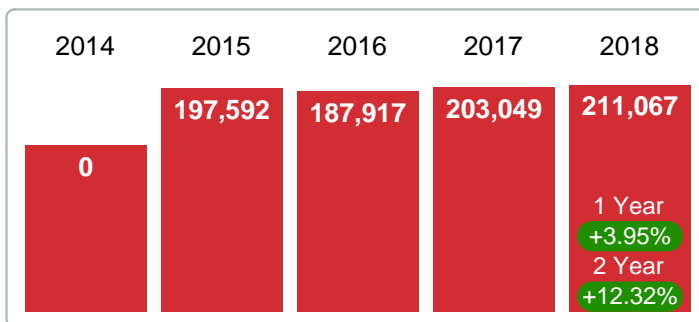
AVERAGE LIST PRICE AT CLOSING

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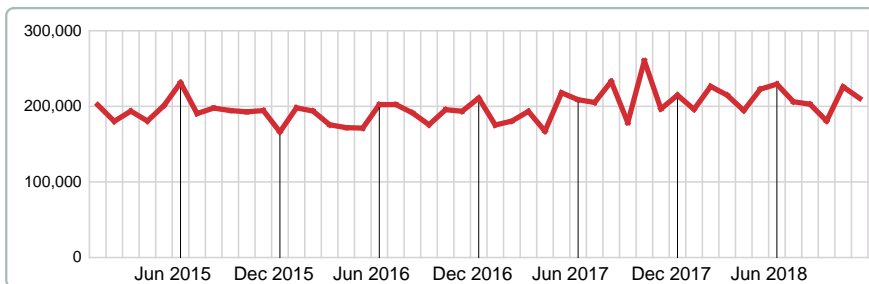
NOVEMBER



YEAR TO DATE (YTD)

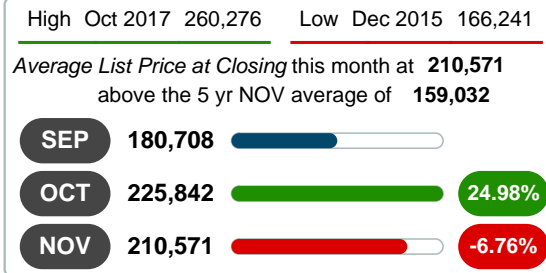


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 159,032



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		
\$75,000 and less	6	5.50%	46,000	60,000	56,500	37,500		
\$75,001 - \$125,000	16	14.68%	103,725	97,467	114,988	98,440		
\$125,001 - \$150,000	15	13.76%	141,835	0	142,727	152,400		
\$150,001 - \$200,000	30	27.52%	173,976	0	172,544	175,837		
\$200,001 - \$225,000	9	8.26%	220,122	0	225,400	219,740		
\$225,001 - \$375,000	22	20.18%	290,314	0	281,770	311,410		
\$375,001 and up	11	10.09%	481,982	0	0	502,817		
Average List Price		210,571		88,100	174,559	252,231	454,000	
Total Closed Units		109	100%	210,571	4	63	37	5
Total Closed Volume		22,952,209			352.40K	11.00M	9.33M	2.27M

November 2018



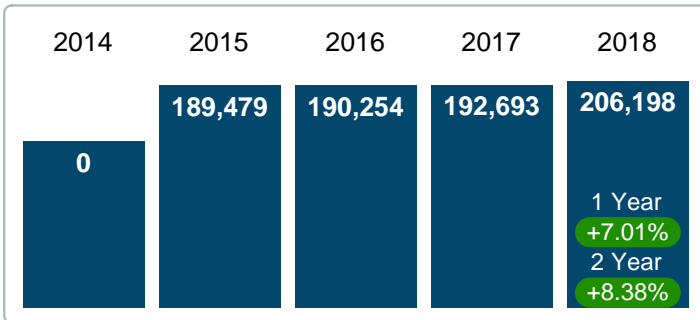
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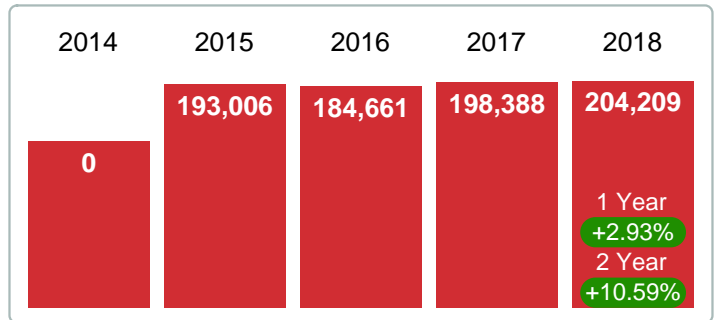
AVERAGE SOLD PRICE AT CLOSING

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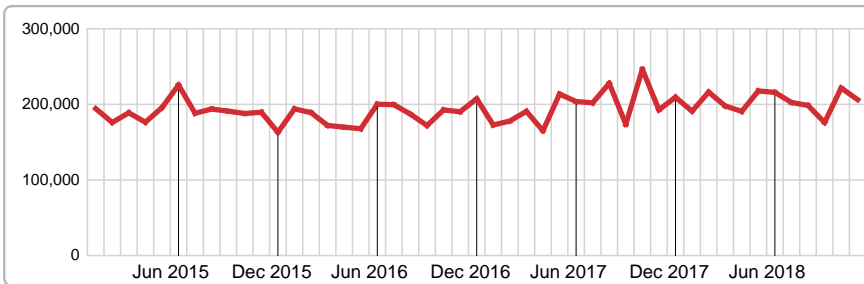
NOVEMBER



YEAR TO DATE (YTD)

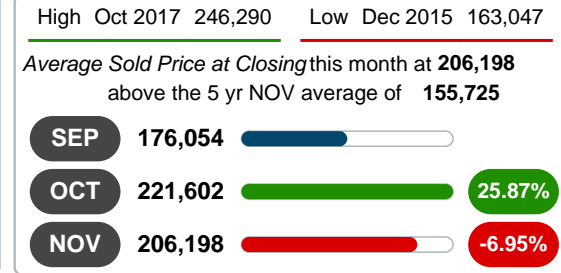


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 155,725



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		
\$75,000 and less	7	6.42%	46,857	59,000	49,750	35,000	0	
\$75,001 - \$125,000	16	14.68%	104,918	94,333	113,400	97,699	0	
\$125,001 - \$150,000	14	12.84%	140,088	0	138,444	149,950	0	
\$150,001 - \$200,000	30	27.52%	171,557	0	171,198	172,737	0	
\$200,001 - \$225,000	11	10.09%	216,800	0	220,550	212,300	0	
\$225,001 - \$375,000	21	19.27%	295,481	0	277,590	307,120	358,000	
\$375,001 and up	10	9.17%	477,110	0	0	492,183	454,500	
Average Sold Price		206,198		85,500	171,496	247,388	435,200	
Total Closed Units		109	100%	206,198	4	63	37	5
Total Closed Volume		22,475,629			342.00K	10.80M	9.15M	2.18M

November 2018



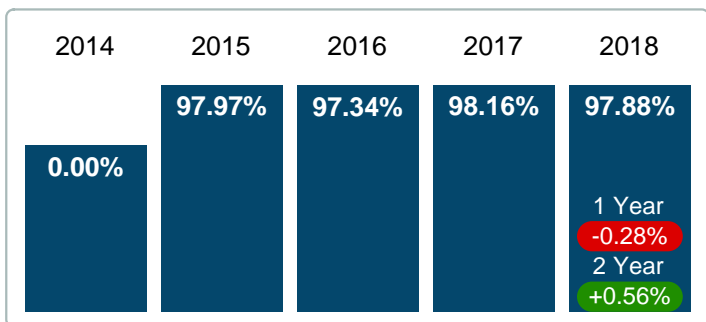
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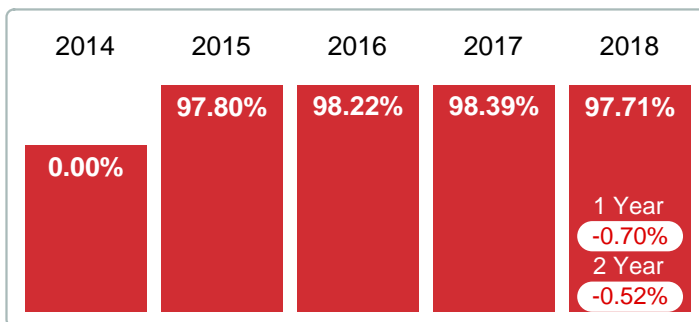
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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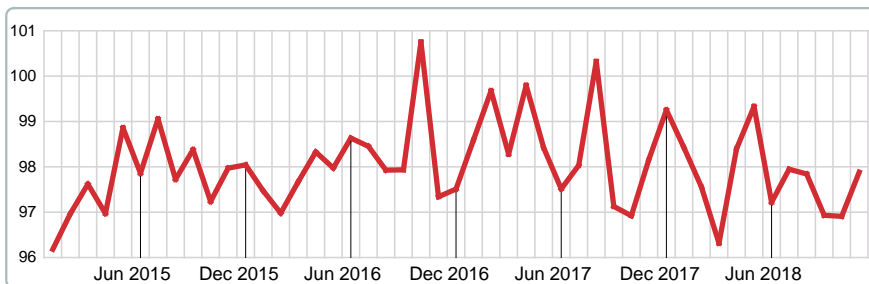
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

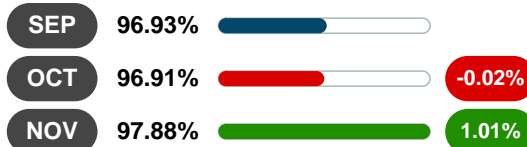


3 MONTHS

5 year NOV AVG = 78.27%

High Oct 2016 100.75% Low Jan 2015 96.18%

Average Sold/List Ratio this month at **97.88%**
above the 5 yr NOV average of **78.27%**



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
\$75,000 and less	7	6.42%	91.66%	98.33%	88.61%	94.44%	0.00%
\$75,001 - \$125,000	16	14.68%	98.69%	96.75%	99.13%	99.16%	0.00%
\$125,001 - \$150,000	14	12.84%	97.28%	0.00%	97.09%	98.42%	0.00%
\$150,001 - \$200,000	30	27.52%	99.13%	0.00%	99.34%	98.43%	0.00%
\$200,001 - \$225,000	11	10.09%	97.33%	0.00%	97.90%	96.64%	0.00%
\$225,001 - \$375,000	21	19.27%	98.59%	0.00%	98.61%	98.89%	95.47%
\$375,001 and up	10	9.17%	97.16%	0.00%	0.00%	97.95%	95.97%
Average Sold/List Ratio		97.90%		97.14%	97.95%	98.12%	95.87%
Total Closed Units		109	100%	4	63	37	5
Total Closed Volume		22,475,629		342.00K	10.80M	9.15M	2.18M

November 2018



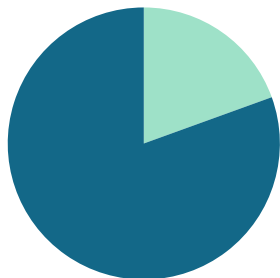
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

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

INVENTORY

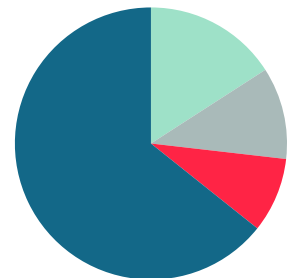


Inventory
 New Listings
111 = 19.47%
 Start Inventory
459
 Total Inventory Units
570
 Volume
\$163,205,282

Market Activity

Closed Sales
109 = 15.89%
 Pending Sales
75 = 10.93%
 Other Off Market
61 = 8.89%
 Active Inventory
441 = 64.29%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	112	109	-2.68%	1,277	1,334	4.46%
Pending Sales	74	75	1.35%	1,300	1,351	3.92%
New Listings	148	111	-25.00%	1,983	1,971	-0.61%
Average List Price	196,644	210,571	7.08%	203,049	211,067	3.95%
Average Sale Price	192,693	206,198	7.01%	198,388	204,209	2.93%
Average Percent of Selling Price to List Price	98.16%	97.88%	-0.28%	98.39%	97.71%	-0.70%
Average Days on Market to Sale	47.21	47.40	0.40%	45.40	46.10	1.56%
Monthly Inventory	461	441	-4.34%	461	441	-4.34%
Months Supply of Inventory	3.97	3.72	-6.29%	3.97	3.72	-6.29%

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

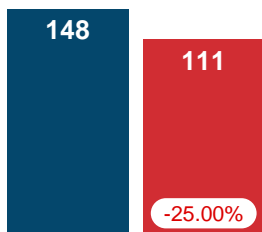
Inventory on November 30, 2018 = **441**

2017 **2018**

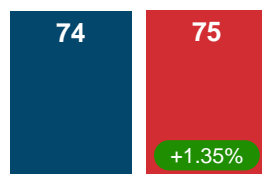
NOVEMBER MARKET

AVERAGE PRICES

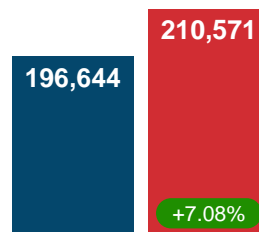
New Listings



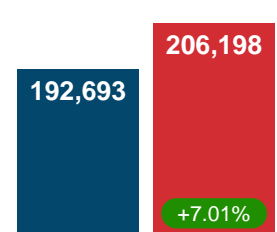
Pending Listings



List Price



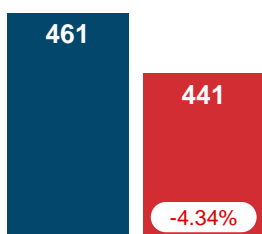
Sale Price



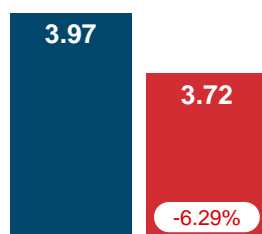
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

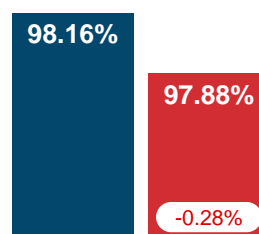
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

