

November 2018



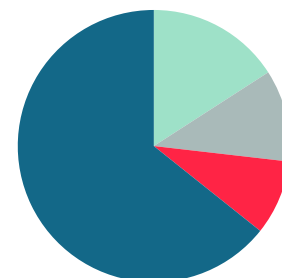
Area Delimited by County Of Rogers - Residential Property Type



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%
Median List Price	179,900	177,000	-1.61%
Median Sale Price	175,928	175,000	-0.53%
Median Percent of Selling Price to List Price	98.94%	98.88%	-0.06%
Median Days on Market to Sale	29.50	33.00	11.86%
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.

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 **0.53%** in November 2018 to \$175,000 versus the previous year at \$175,928.

Median Days on Market Lengthens

The median number of **33.00** days that homes spent on the market before selling increased by 3.50 days or **11.86%** in November 2018 compared to last year's same month at **29.50** DOM.

Sales Success for November 2018 is Positive

Overall, with Median Prices falling 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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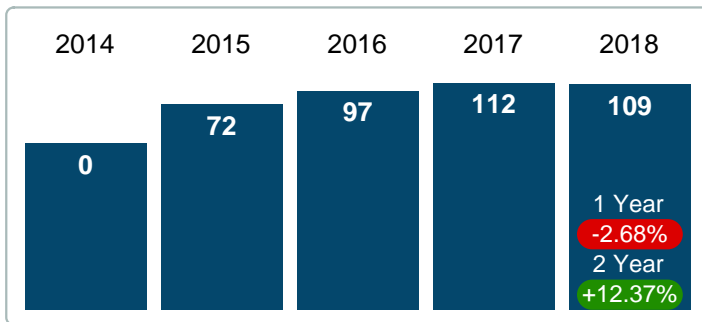
Area Delimited by County Of Rogers - Residential Property Type



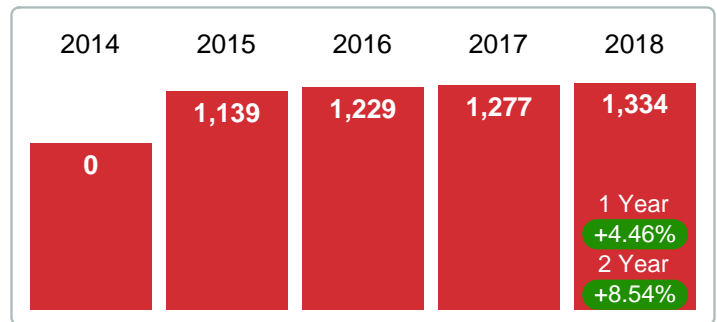
CLOSED LISTINGS

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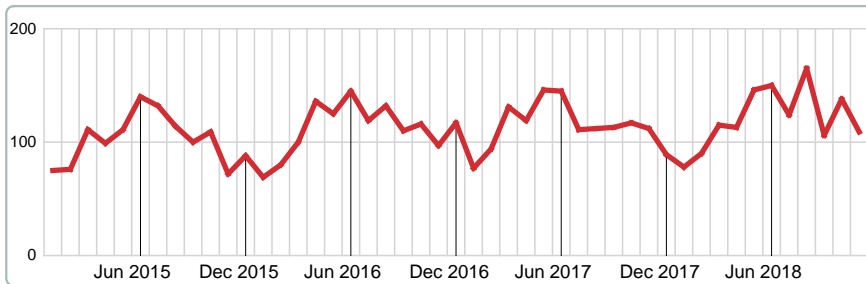
NOVEMBER



YEAR TO DATE (YTD)

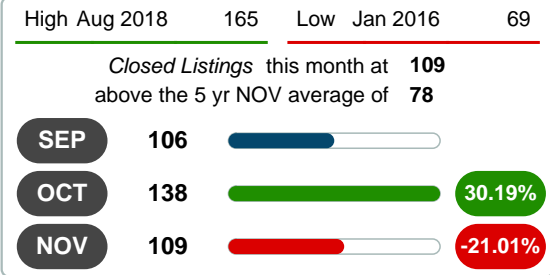


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 78



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	6.42%	39.0	1	4	2	0
\$75,001 - \$125,000	16	14.68%	18.5	3	8	5	0
\$125,001 - \$150,000	14	12.84%	16.5	0	12	2	0
\$150,001 - \$200,000	30	27.52%	30.5	0	23	7	0
\$200,001 - \$225,000	11	10.09%	10.0	0	6	5	0
\$225,001 - \$375,000	21	19.27%	40.0	0	10	10	1
\$375,001 and up	10	9.17%	59.0	0	0	6	4
Total Closed Units	109			4	63	37	5
Total Closed Volume	22,475,629	100%	33.0	342.00K	10.80M	9.15M	2.18M
Median Closed Price	\$175,000			\$89,000	\$163,000	\$209,000	\$431,998

November 2018



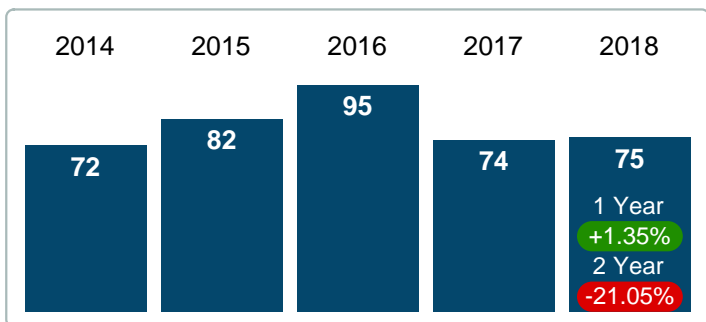
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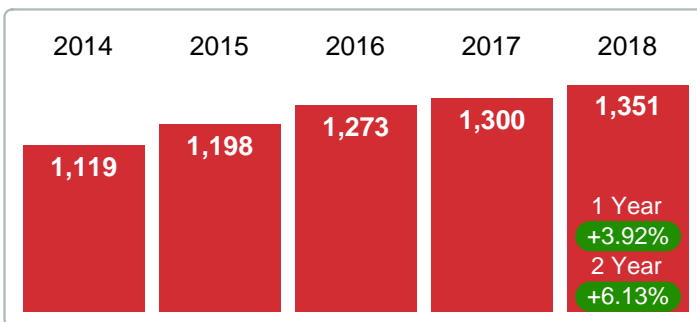
PENDING LISTINGS

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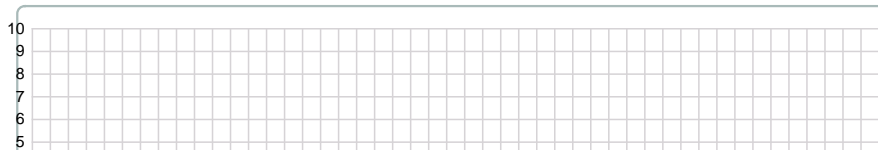
NOVEMBER



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	5.33%	93.0	1	3	0	0
\$75,001 - \$100,000	4	5.33%	6.0	2	2	0	0
\$100,001 - \$125,000	10	13.33%	104.0	0	8	0	2
\$125,001 - \$175,000	27	36.00%	42.0	0	22	5	0
\$175,001 - \$250,000	12	16.00%	107.0	1	7	3	1
\$250,001 - \$350,000	8	10.67%	59.5	0	5	2	1
\$350,001 and up	10	13.33%	50.5	0	1	8	1
Total Pending Units	75			4	48	18	5
Total Pending Volume	15,126,749	100%	52.0	421.30K	8.02M	5.45M	1.23M
Median Listing Price	\$156,900			\$93,200	\$141,165	\$335,602	\$200,000

November 2018



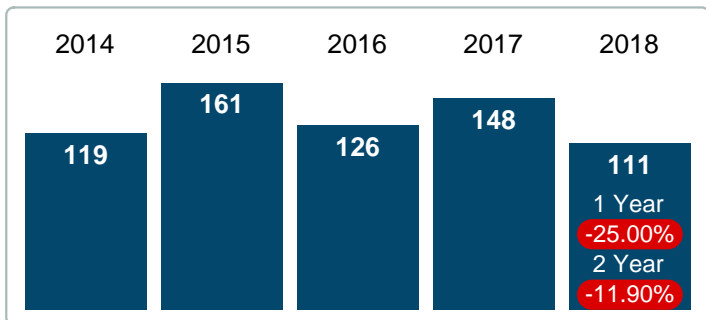
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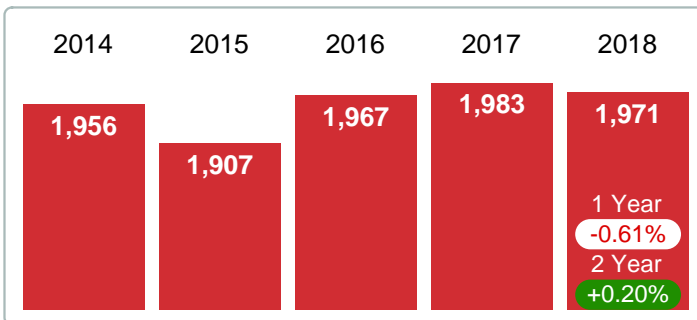
NEW LISTINGS

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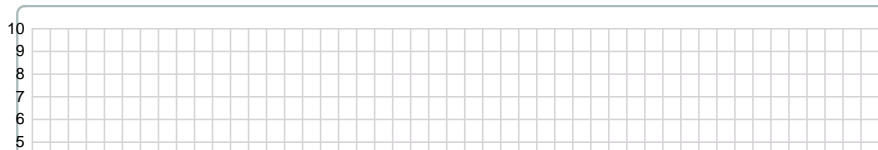
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 133

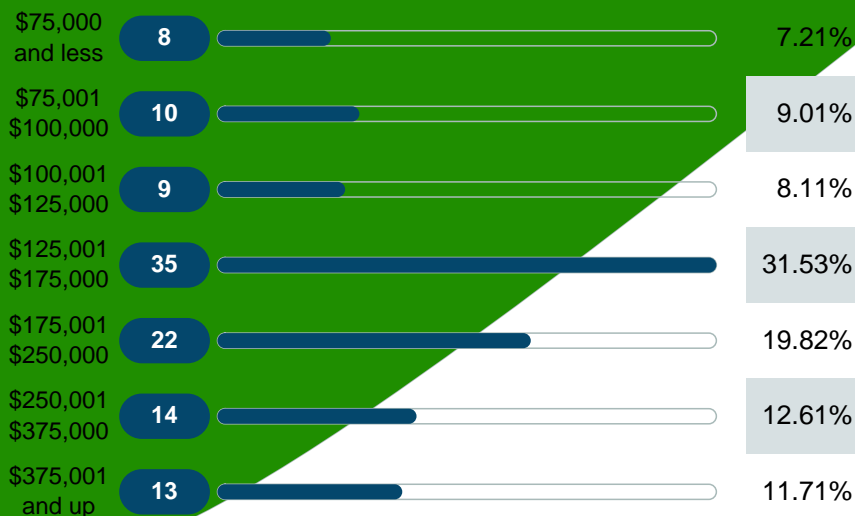
High Nov 2018: 0 | Low Nov 2018: 0

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

Month	New Listings	Change
SEP	0	
OCT	0	nan%
NOV	0	nan%

Distribution of New Listings by Price Range

%



	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
Median New Listed Listing Price	\$57,900	\$144,900	\$225,000	\$312,450

Total New Listed Units	111	
Total New Listed Volume	24,057,123	100%
Median New Listed Listing Price	\$159,810	

November 2018



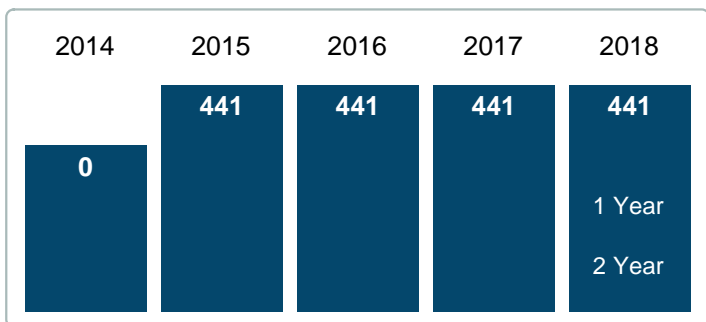
Area Delimited by County Of Rogers - Residential Property Type



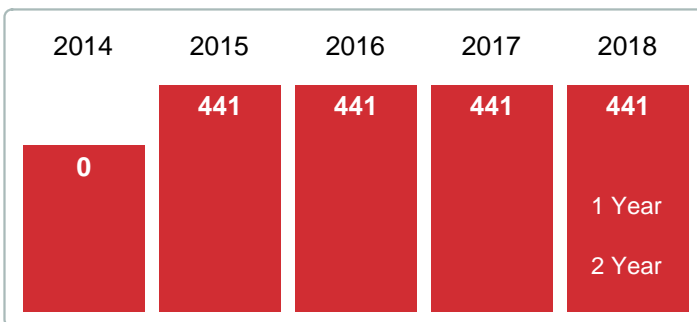
ACTIVE INVENTORY

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

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	32	7.26%	80.0	18	12	2	0
\$75,001 - \$125,000	52	11.79%	67.0	4	34	11	3
\$125,001 - \$175,000	83	18.82%	52.0	3	65	12	3
\$175,001 - \$275,000	106	24.04%	63.0	2	43	52	9
\$275,001 - \$350,000	61	13.83%	74.0	0	19	35	7
\$350,001 - \$525,000	60	13.61%	89.0	0	12	35	13
\$525,001 and up	47	10.66%	93.0	0	9	13	25
Total Active Inventory by Units	441			27	194	160	60
Total Active Inventory by Volume	133,923,767	100%	71.0	1.98M	42.95M	50.17M	38.82M
Median Active Inventory Listing Price	\$219,900			\$55,320	\$162,250	\$284,500	\$477,750

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Area Delimited by County Of Rogers - Residential Property Type



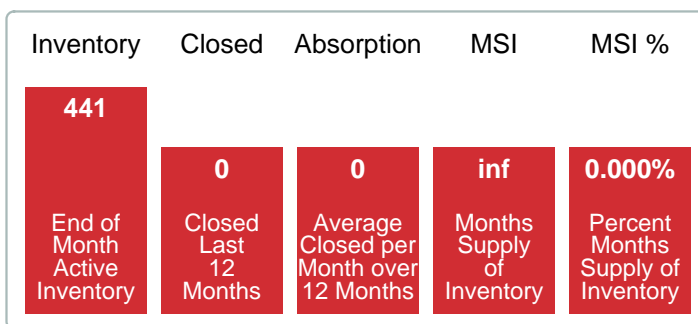
MONTHS SUPPLY of INVENTORY (MSI)

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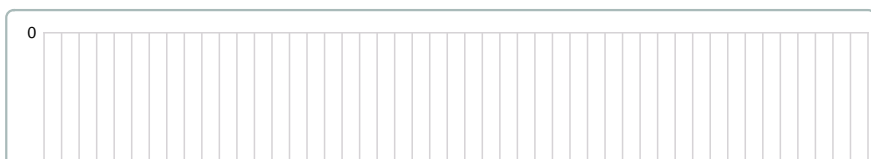
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2018

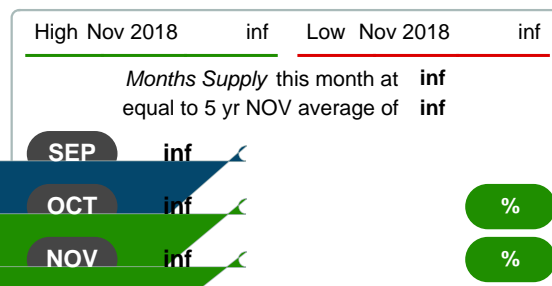


5 YEAR MARKET ACTIVITY TRENDS



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	

November 2018



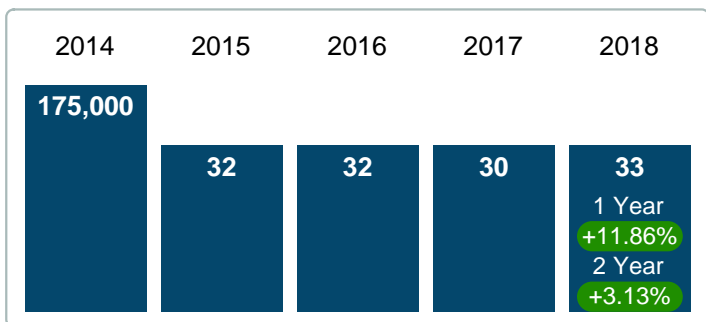
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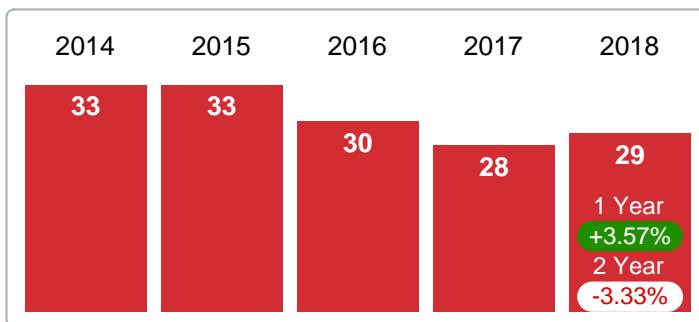
MEDIAN DAYS ON MARKET TO SALE

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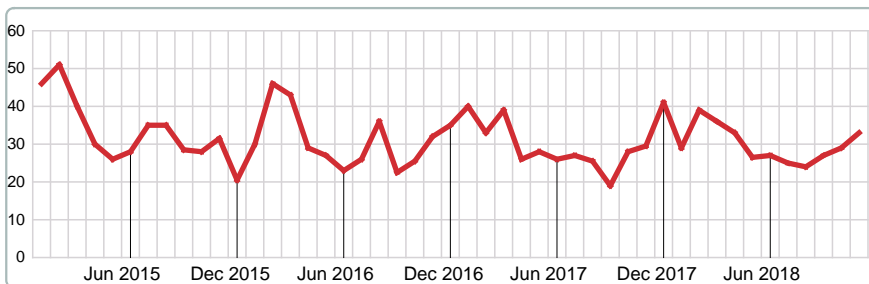
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

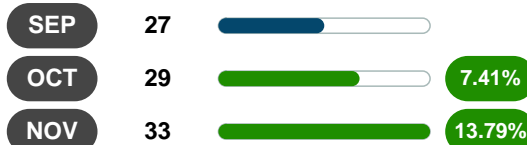


3 MONTHS

5 year NOV AVG = 35,025

High Feb 2015 51 Low Sep 2017 19

Median Days on Market to Sale this month at 33 below the 5 yr NOV average of 35,025



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	
\$75,000 and less	6.42%	39	34	45	36	0	
\$75,001 - \$125,000	14.68%	19	15	24	21	0	
\$125,001 - \$150,000	12.84%	17	0	17	11	0	
\$150,001 - \$200,000	27.52%	31	0	31	30	0	
\$200,001 - \$225,000	10.09%	10	0	9	10	0	
\$225,001 - \$375,000	19.27%	40	0	36	65	135	
\$375,001 and up	9.17%	59	0	0	59	49	
Median Closed DOM		33					
Total Closed Units	109	100%	33.0				
Total Closed Volume	22,475,629			342.00K	10.80M	9.15M	2.18M

November 2018



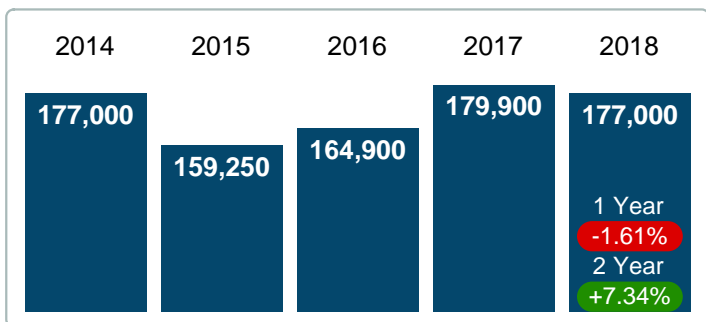
Area Delimited by County Of Rogers - Residential Property Type



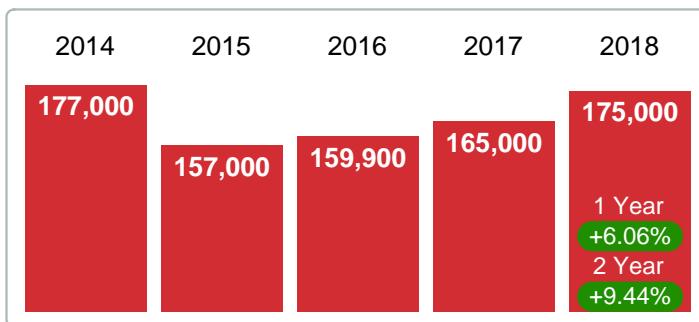
MEDIAN LIST PRICE AT CLOSING

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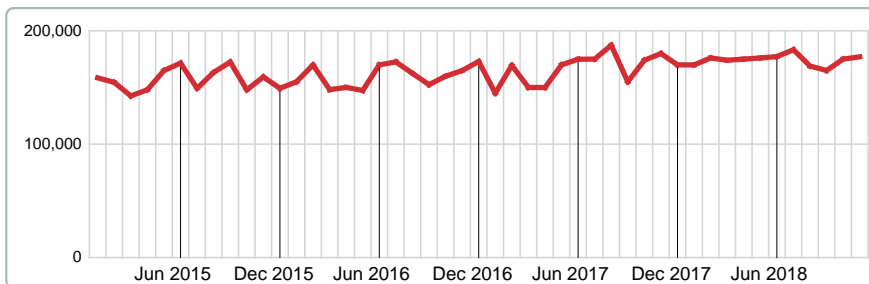
NOVEMBER



YEAR TO DATE (YTD)

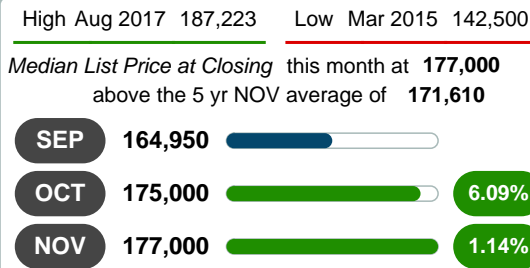


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 171,610



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
\$75,000 and less	6	5.50%	47,500	60,000	50,000	37,500	0
\$75,001 - \$125,000	16	14.68%	101,100	99,900	117,800	96,000	0
\$125,001 - \$150,000	15	13.76%	140,000	0	140,000	149,950	0
\$150,001 - \$200,000	30	27.52%	170,200	0	167,500	181,500	0
\$200,001 - \$225,000	9	8.26%	219,900	0	219,450	219,900	0
\$225,001 - \$375,000	22	20.18%	257,000	0	240,000	325,000	375,000
\$375,001 and up	11	10.09%	447,000	0	0	439,900	468,500
Median List Price			177,000	93,700	165,000	219,900	447,000
Total Closed Units		100%	177,000	4	63	37	5
Total Closed Volume			22,952,209	352.40K	11.00M	9.33M	2.27M

November 2018



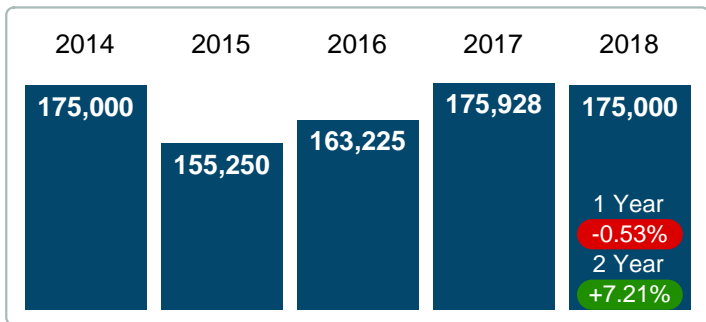
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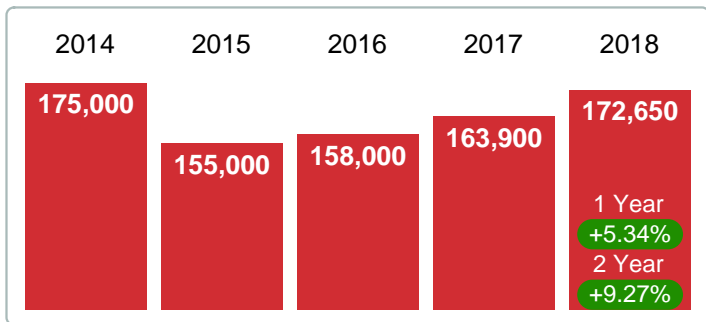
MEDIAN SOLD PRICE AT CLOSING

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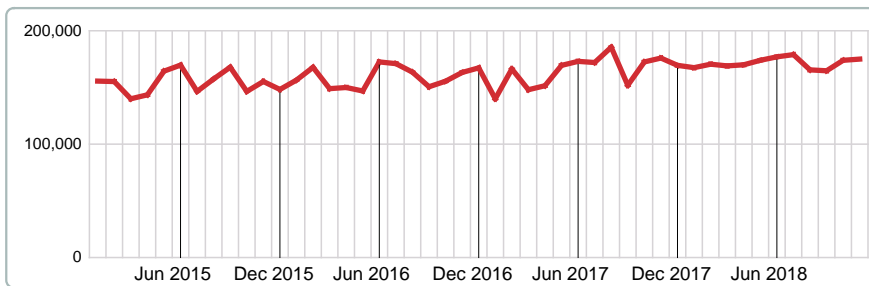
NOVEMBER



YEAR TO DATE (YTD)

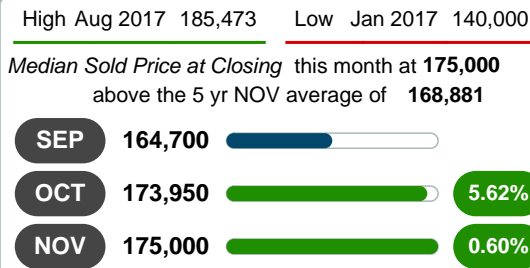


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 168,881



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
\$75,000 and less	7	6.42%	45,000	59,000	52,500	35,000
\$75,001 - \$125,000	16	14.68%	106,250	93,000	118,200	96,000
\$125,001 - \$150,000	14	12.84%	143,250	0	138,550	149,950
\$150,001 - \$200,000	30	27.52%	167,950	0	167,900	175,000
\$200,001 - \$225,000	11	10.09%	219,000	0	220,650	209,000
\$225,001 - \$375,000	21	19.27%	309,900	0	237,500	327,250
\$375,001 and up	10	9.17%	451,550	0	0	451,550
Median Sold Price			175,000	89,000	163,000	209,000
Total Closed Units			109	4	63	37
Total Closed Volume			22,475,629	342.00K	10.80M	9.15M

November 2018



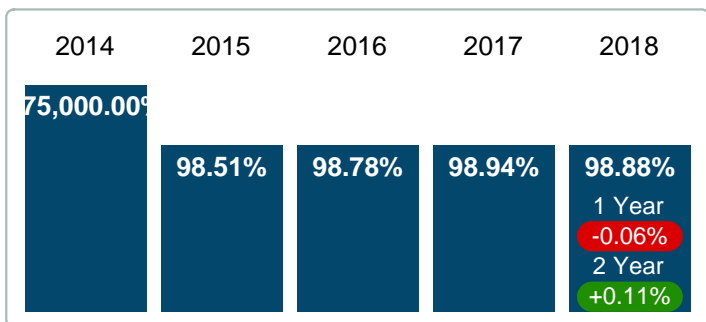
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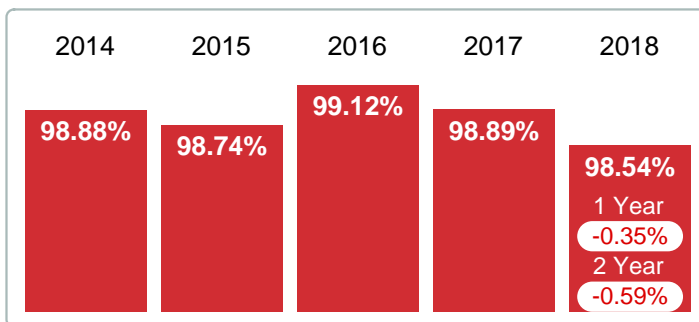
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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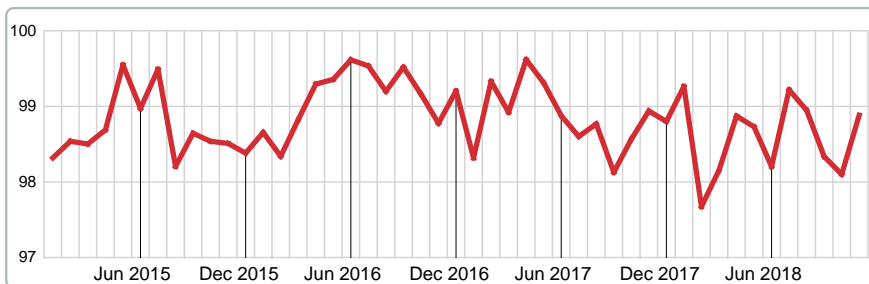
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

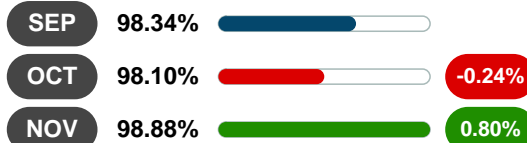


3 MONTHS

5 year NOV AVG = 35,079.02%

High Apr 2017 99.62% Low Feb 2018 97.67%

Median Sold/List Ratio this month at **98.88%**
below the 5 yr NOV average of **35,079.02%**



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
\$75,000 and less	7	6.42%	90.00%	98.33%	89.12%	94.44%	0.00%
\$75,001 - \$125,000	16	14.68%	100.00%	97.14%	99.17%	100.00%	0.00%
\$125,001 - \$150,000	14	12.84%	98.66%	0.00%	98.66%	98.42%	0.00%
\$150,001 - \$200,000	30	27.52%	100.00%	0.00%	100.00%	100.00%	0.00%
\$200,001 - \$225,000	11	10.09%	97.48%	0.00%	98.54%	96.93%	0.00%
\$225,001 - \$375,000	21	19.27%	100.00%	0.00%	99.37%	100.00%	95.47%
\$375,001 and up	10	9.17%	97.35%	0.00%	0.00%	98.05%	96.53%
Median Sold/List Ratio		98.88%		97.74%	99.00%	99.33%	96.42%
Total Closed Units		109	100%	4	63	37	5
Total Closed Volume		22,475,629		342.00K	10.80M	9.15M	2.18M



Area Delimited by County Of Rogers - Residential Property Type

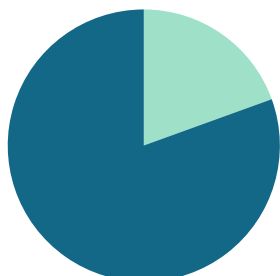


November 2018

MARKET SUMMARY

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INVENTORY

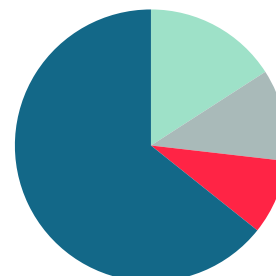


Inventory
 New Listings
111 = 19.47%
 Start Inventory
459
 Total Inventory Units
570
 Volume
\$163,205,282

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%
Median List Price	179,900	177,000	-1.61%	165,000	175,000	6.06%
Median Sale Price	175,928	175,000	-0.53%	163,900	172,650	5.34%
Median Percent of Selling Price to List Price	98.94%	98.88%	-0.06%	98.89%	98.54%	-0.35%
Median Days on Market to Sale	29.50	33.00	11.86%	28.00	29.00	3.57%
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

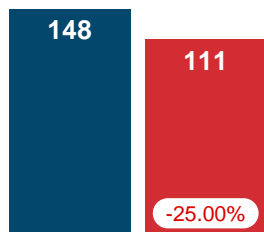
Inventory on November 30, 2018 = **441**

2017 **2018**

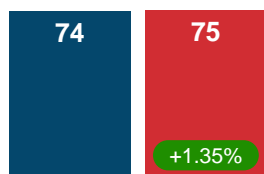
NOVEMBER MARKET

MEDIAN PRICES

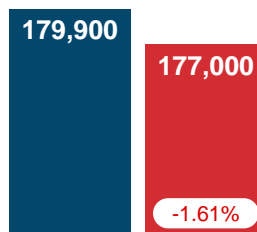
New Listings



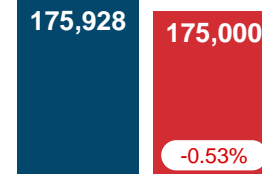
Pending Listings



List Price



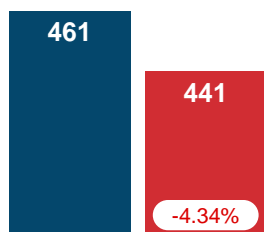
Sale Price



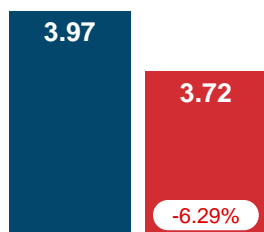
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

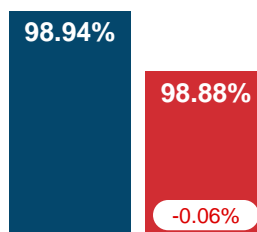
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

