

October 2018



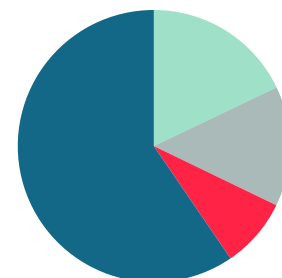
Area Delimited by County Of Rogers - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2017	October 2018	+/-%
Closed Listings	117	138	17.95%
Pending Listings	94	110	17.02%
New Listings	142	176	23.94%
Average List Price	260,276	225,842	-13.23%
Average Sale Price	246,290	221,602	-10.02%
Average Percent of Selling Price to List Price	96.92%	96.91%	-0.01%
Average Days on Market to Sale	41.67	43.88	5.32%
End of Month Inventory	456	459	0.66%
Months Supply of Inventory	3.97	3.86	-2.66%



■ Closed (17.90%)
■ Pending (14.27%)
■ Other OffMarket (8.30%)
■ Active (59.53%)

Absorption: Last 12 months, an Average of **119** Sales/Month
Active Inventory as of October 31, 2018 = **459**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2018 rose **0.66%** to 459 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 **3.86** 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 **10.02%** in October 2018 to \$221,602 versus the previous year at \$246,290.

Average Days on Market Lengthens

The average number of **43.88** days that homes spent on the market before selling increased by 2.22 days or **5.32%** in October 2018 compared to last year's same month at **41.67** DOM.

Sales Success for October 2018 is Positive

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

There were 176 New Listings in October 2018, up **23.94%** from last year at 142. Furthermore, there were 138 Closed Listings this month versus last year at 117, a **17.95%** increase.

Closed versus Listed trends yielded a **78.4%** ratio, down from previous year's, October 2017, at **82.4%**, a **4.84%** downswing. This will certainly create pressure on an increasing Monthly Months Supply of Inventory (MSI) in the months to come.

What's in this Issue

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

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

October 2018



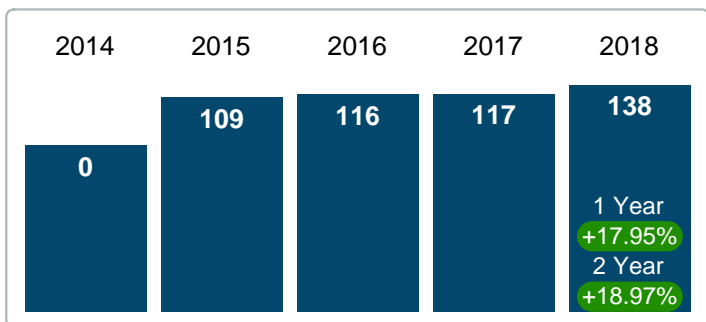
Area Delimited by County Of Rogers - Residential Property Type



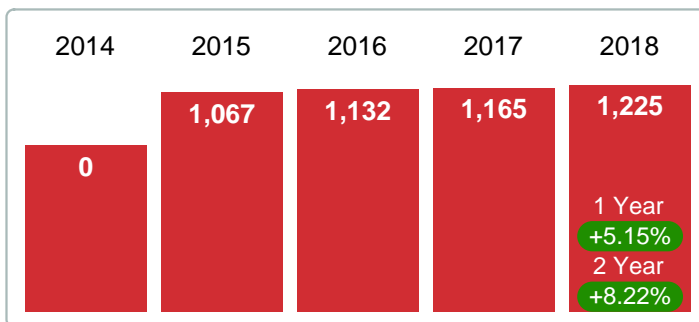
CLOSED LISTINGS

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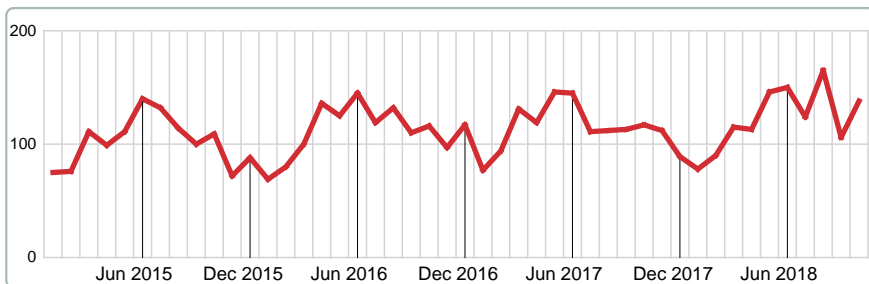
OCTOBER



YEAR TO DATE (YTD)

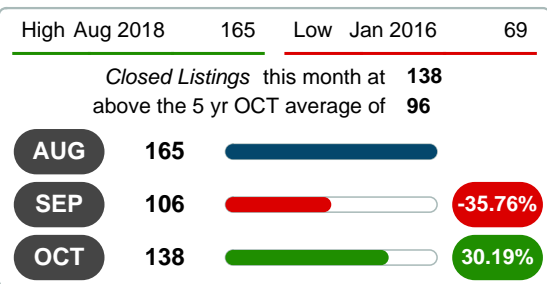


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 96



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	13	9.42%	44.9	6	6	1	0
\$75,001 - \$100,000	13	9.42%	60.1	1	11	1	0
\$100,001 - \$150,000	25	18.12%	30.8	6	15	4	0
\$150,001 - \$200,000	32	23.19%	42.3	1	26	5	0
\$200,001 - \$250,000	18	13.04%	39.6	0	13	5	0
\$250,001 - \$375,000	23	16.67%	49.8	0	12	9	2
\$375,001 and up	14	10.14%	50.7	0	0	8	6
Total Closed Units	138			14	83	33	8
Total Closed Volume	30,581,106	100%	43.9	1.24M	14.17M	9.42M	5.75M
Average Closed Price	\$221,602			\$88,397	\$170,753	\$285,380	\$719,188

October 2018



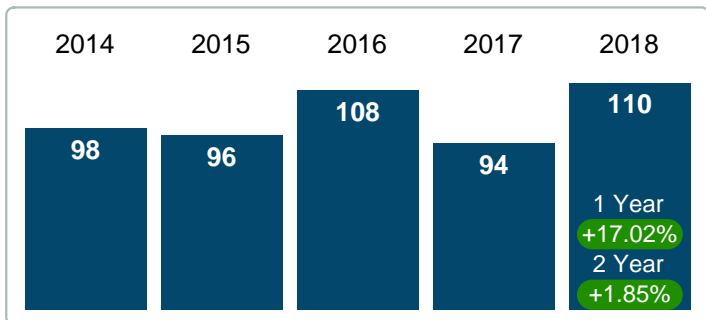
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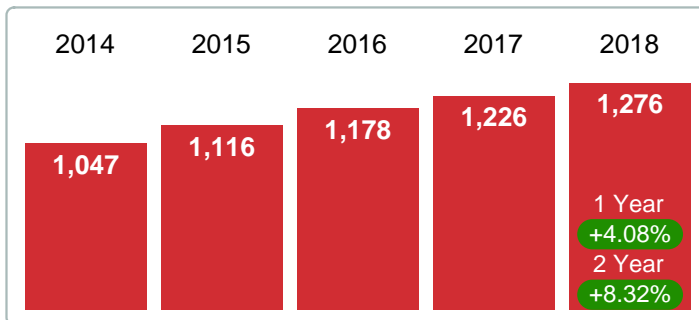
PENDING LISTINGS

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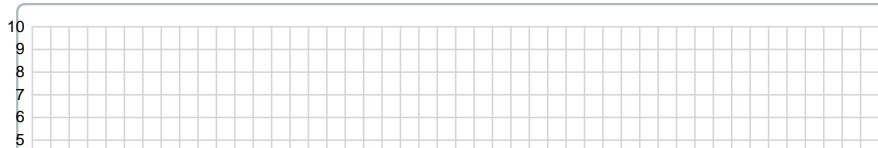
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 101

High Oct 2018 0 Low Oct 2018 0

Pending Listings this month at 110 above the 5 yr OCT average of 101

- AUG 0
- SEP 0
- OCT 0

nan%
nan%

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	8	7.27%	33.4	3	4	1	0
\$75,001 - \$125,000	16	14.55%	38.4	3	10	3	0
\$125,001 - \$150,000	17	15.45%	44.6	0	15	2	0
\$150,001 - \$200,000	27	24.55%	37.9	0	21	6	0
\$200,001 - \$275,000	17	15.45%	45.1	0	10	7	0
\$275,001 - \$425,000	14	12.73%	51.0	0	4	10	0
\$425,001 and up	11	10.00%	53.0	0	0	5	6
Total Pending Units	110			6	64	34	6
Total Pending Volume	23,812,291	100%	43.0	466.30K	10.68M	9.74M	2.92M
Average Listing Price	\$216,475			\$77,717	\$166,872	\$286,532	\$487,351

October 2018



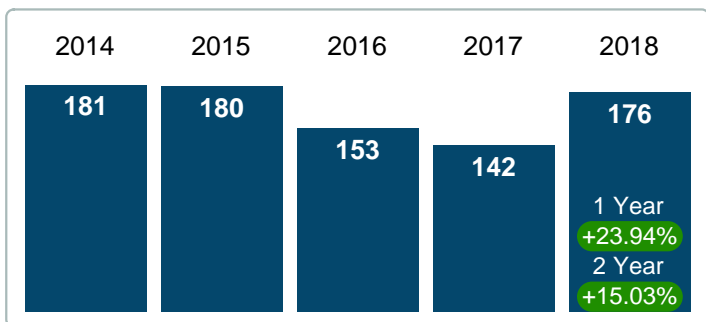
Area Delimited by County Of Rogers - Residential Property Type



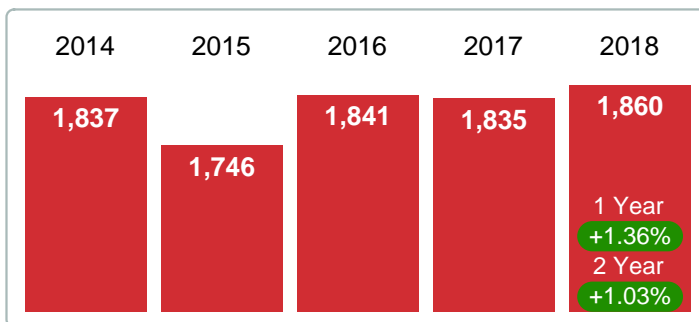
NEW LISTINGS

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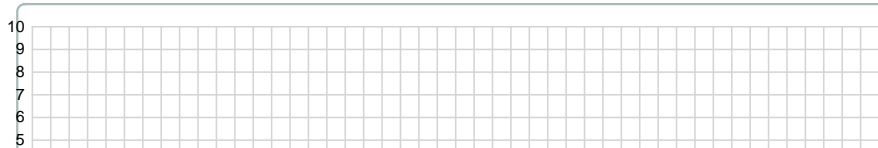
OCTOBER



YEAR TO DATE (YTD)

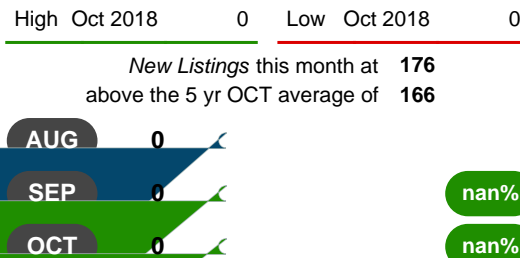


5 YEAR MARKET ACTIVITY TRENDS



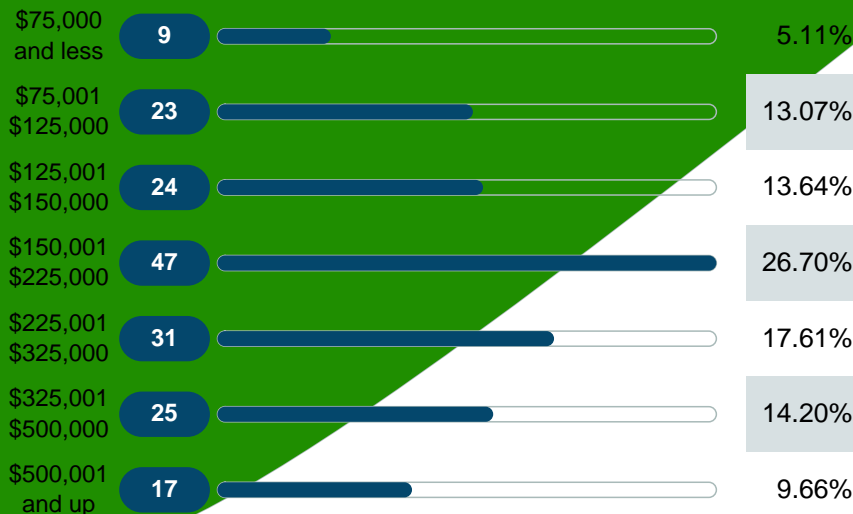
3 MONTHS

5 year OCT AVG = 166



Distribution of New Listings by Price Range

%



	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	1	2	0
\$75,001 - \$125,000	1	16	6	0
\$125,001 - \$150,000	1	20	3	0
\$150,001 - \$225,000	0	31	14	2
\$225,001 - \$325,000	0	14	16	1
\$325,001 - \$500,000	0	4	17	4
\$500,001 and up	0	4	4	9
Total	8	90	62	16
Total New Listed Volume	488.00K	18.69M	16.84M	10.05M
Average New Listed Listing Price	\$61,000	\$207,644	\$271,630	\$628,044

Total New Listed Units	176	
Total New Listed Volume	46,065,706	100%
Average New Listed Listing Price	\$215,096	

October 2018



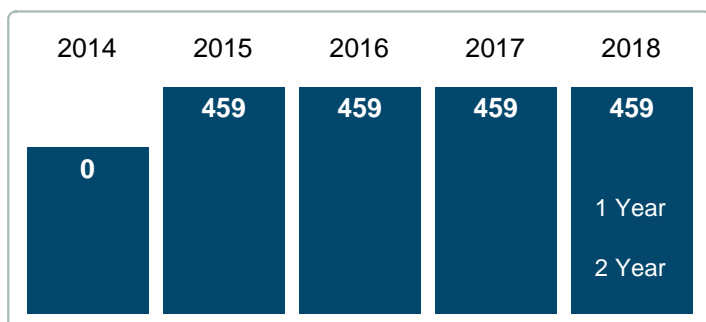
Area Delimited by County Of Rogers - Residential Property Type



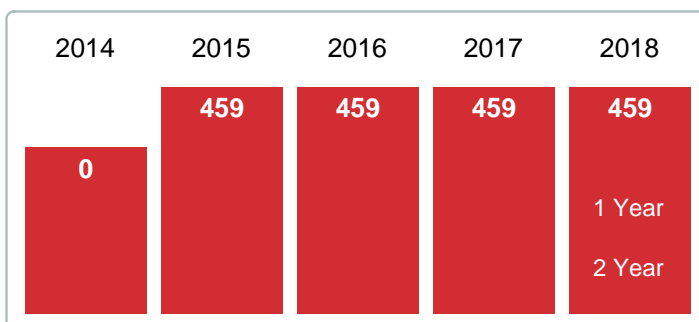
ACTIVE INVENTORY

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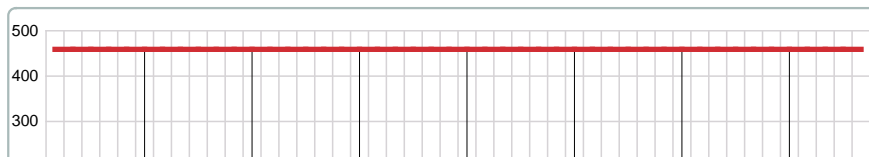
END OF OCTOBER



ACTIVE DURING OCTOBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 367

High Oct 2018 459 Low Oct 2018 459

Inventory this month at **459**
above the 5 yr OCT average of **367**

- AUG 459
- SEP 459 0.00%
- OCT 459 0.00%

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	34	7.41%	81.1	18	14	2	0
\$75,001 - \$125,000	52	11.33%	94.8	5	34	10	3
\$125,001 - \$175,000	85	18.52%	57.4	3	66	14	2
\$175,001 - \$275,000	107	23.31%	75.6	3	48	46	10
\$275,001 - \$350,000	65	14.16%	68.2	0	23	36	6
\$350,001 - \$525,000	67	14.60%	79.8	0	10	43	14
\$525,001 and up	49	10.68%	90.2	0	12	13	24
Total Active Inventory by Units	459			29	207	164	59
Total Active Inventory by Volume	139,148,159	100%	75.9	2.30M	46.78M	51.50M	38.57M
Average Active Inventory Listing Price	\$303,155			\$79,248	\$225,983	\$314,039	\$653,712

October 2018



Area Delimited by County Of Rogers - Residential Property Type



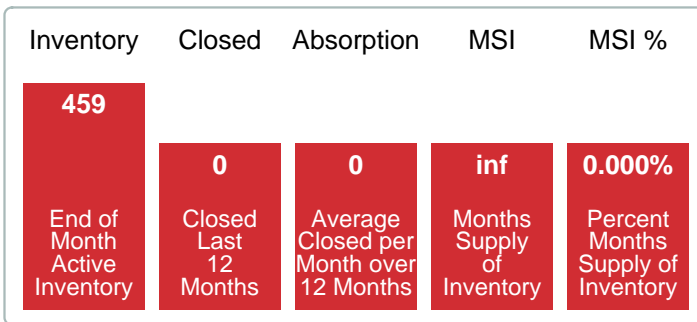
MONTHS SUPPLY of INVENTORY (MSI)

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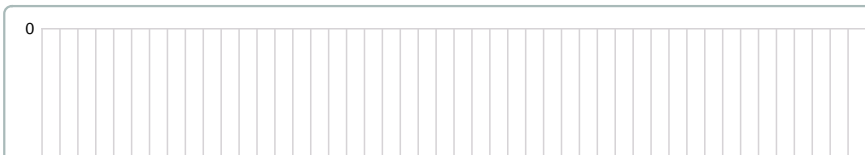
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2018

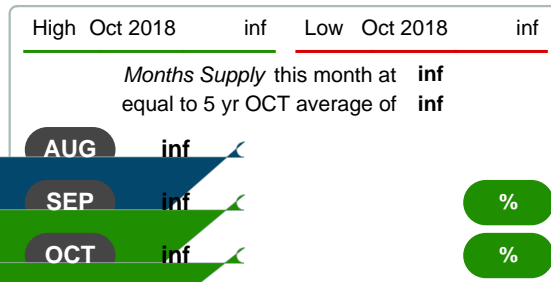


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT 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	34	7.41%	3.40	5.68	2.30	3.00	0.00
\$75,001 - \$125,000	52	11.33%	2.75	2.07	2.57	3.33	12.00
\$125,001 - \$175,000	85	18.52%	2.56	2.77	2.51	2.67	3.43
\$175,001 - \$275,000	107	23.31%	3.06	9.00	2.33	3.49	10.91
\$275,001 - \$350,000	65	14.16%	6.19	0.00	7.67	6.17	4.80
\$350,001 - \$525,000	67	14.60%	7.81	0.00	9.23	7.82	7.30
\$525,001 and up	49	10.68%	18.38	0.00	144.00	11.14	16.94
Market Supply of Inventory (MSI)			3.86	3.87	2.94	4.74	9.19
Total Active Inventory by Units		100%	459	29	207	164	59

October 2018



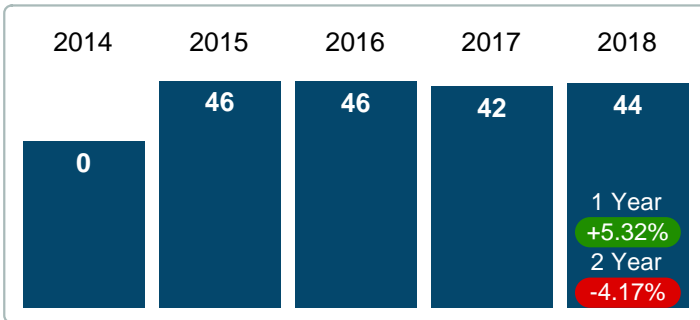
Area Delimited by County Of Rogers - Residential Property Type



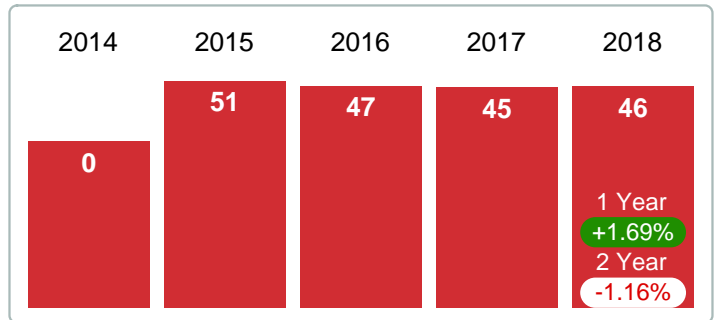
AVERAGE DAYS ON MARKET TO SALE

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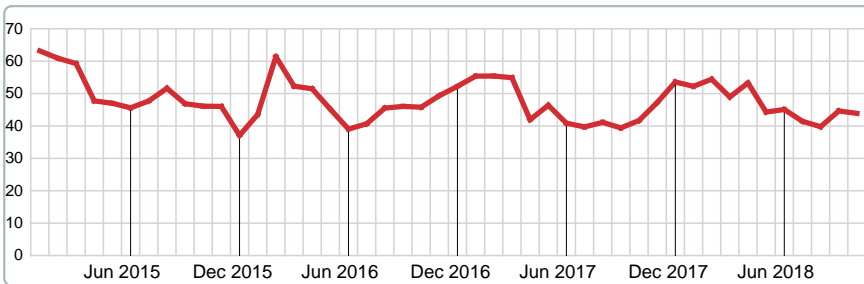
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 35

High Jan 2015 63 Low Dec 2015 37

Average Days on Market to Sale this month at 44 above the 5 yr OCT average of 35



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	9.42%	45	34	63	2	0
\$75,001 - \$100,000	9.42%	60	9	61	105	0
\$100,001 - \$150,000	18.12%	31	25	29	48	0
\$150,001 - \$200,000	23.19%	42	36	45	31	0
\$200,001 - \$250,000	13.04%	40	0	43	30	0
\$250,001 - \$375,000	16.67%	50	0	30	67	89
\$375,001 and up	10.14%	51	0	0	51	50
Average Closed DOM		44	28	43	49	60
Total Closed Units	100%	44	14	83	33	8
Total Closed Volume		30,581,106	1.24M	14.17M	9.42M	5.75M

October 2018



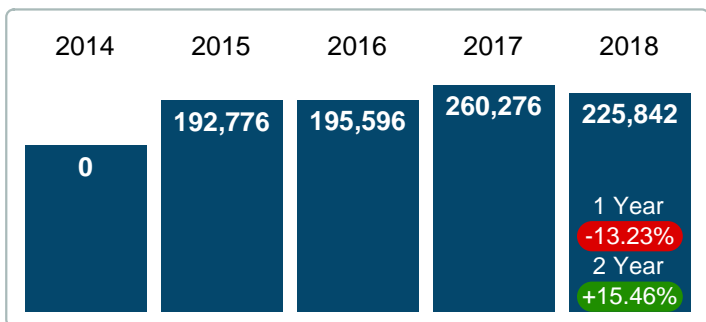
Area Delimited by County Of Rogers - Residential Property Type



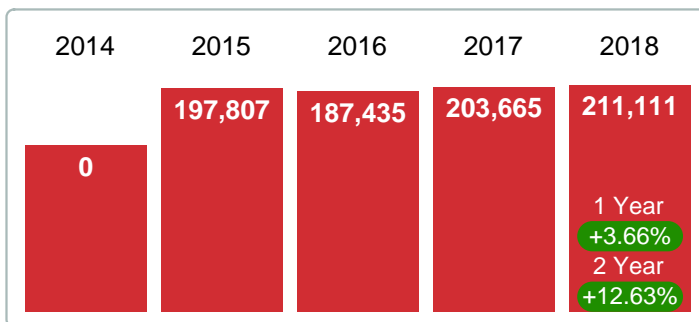
AVERAGE LIST PRICE AT CLOSING

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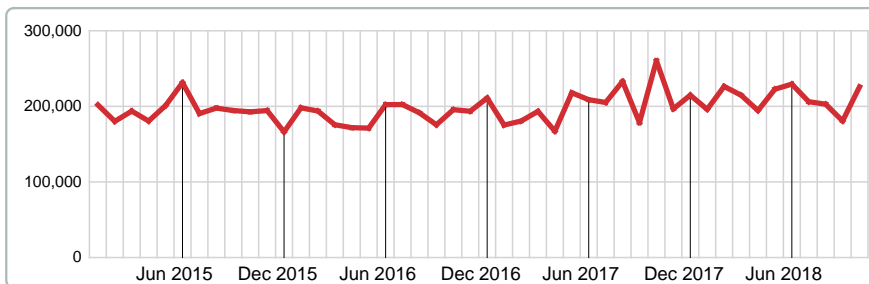
OCTOBER



YEAR TO DATE (YTD)

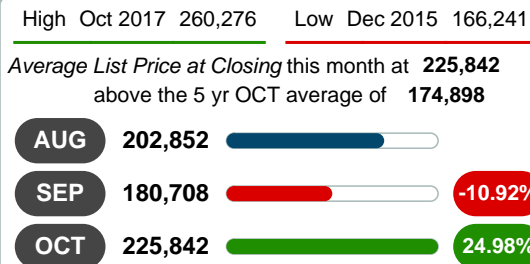


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 174,898



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	12	8.70%	45,100	47,709	44,992	75,000	0	
\$75,001 - \$100,000	14	10.14%	87,836	80,000	87,745	94,500	0	
\$100,001 - \$150,000	25	18.12%	130,818	130,550	132,416	128,950	0	
\$150,001 - \$200,000	32	23.19%	172,991	164,900	173,215	170,460	0	
\$200,001 - \$250,000	17	12.32%	228,982	0	231,577	228,340	0	
\$250,001 - \$375,000	24	17.39%	311,146	0	312,317	316,411	308,750	
\$375,001 and up	14	10.14%	659,209	0	0	507,125	861,155	
Average List Price		225,842		93,890	174,497	290,424	723,054	
Total Closed Units		138	100%	225,842	14	83	33	8
Total Closed Volume		31,166,177		1.31M	14.48M	9.58M	5.78M	

October 2018



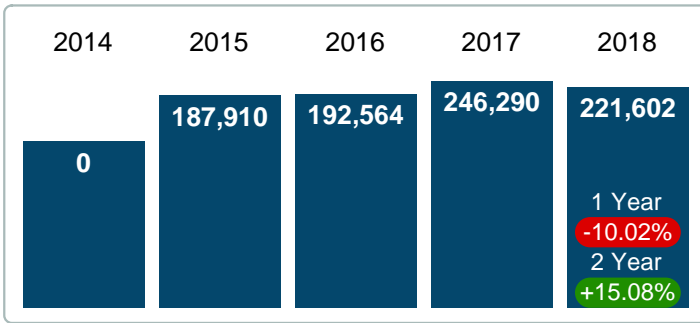
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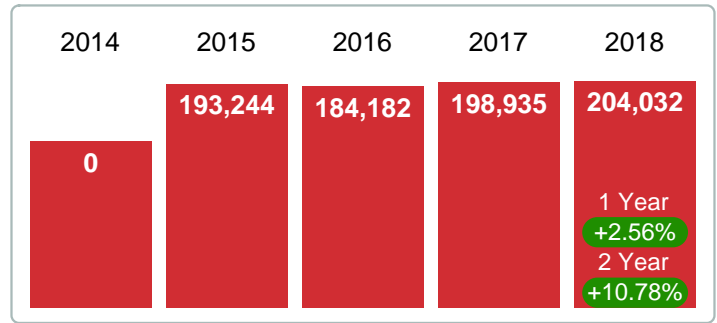
AVERAGE SOLD PRICE AT CLOSING

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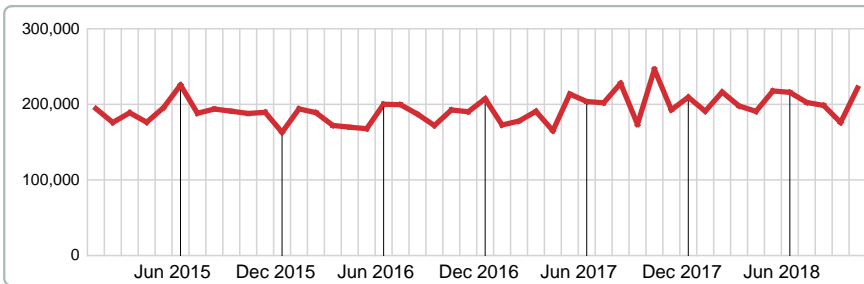
OCTOBER



YEAR TO DATE (YTD)

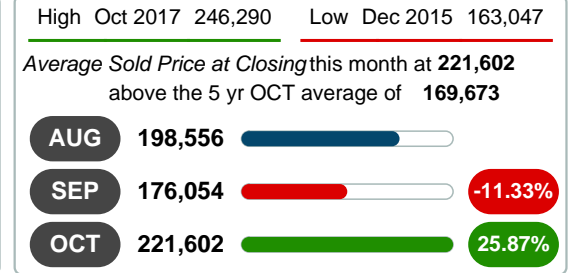


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 169,673



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	9.42%	41,335	41,543	35,517	75,000	0
\$75,001 - \$100,000	9.42%	86,079	80,000	86,093	92,000	0
\$100,001 - \$150,000	18.12%	126,532	124,333	128,936	120,816	0
\$150,001 - \$200,000	23.19%	169,980	162,300	170,540	168,600	0
\$200,001 - \$250,000	13.04%	227,842	0	228,542	226,020	0
\$250,001 - \$375,000	16.67%	308,872	0	306,104	313,144	306,250
\$375,001 and up	10.14%	651,205	0	0	496,983	856,833
Average Sold Price		221,602	88,397	170,753	285,380	719,188
Total Closed Units	100%	221,602	14	83	33	8
Total Closed Volume		30,581,106	1.24M	14.17M	9.42M	5.75M

October 2018



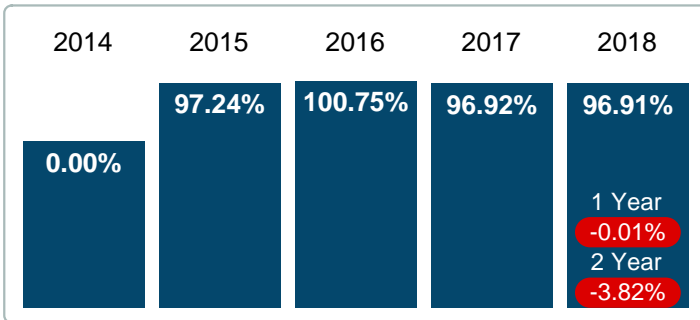
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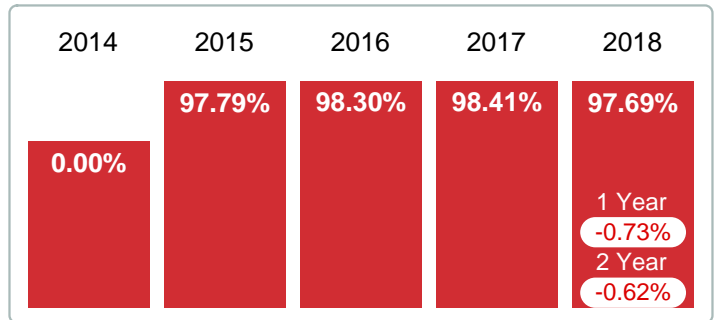
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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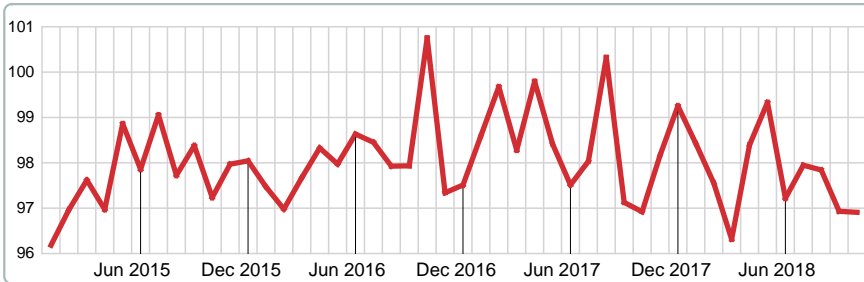
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

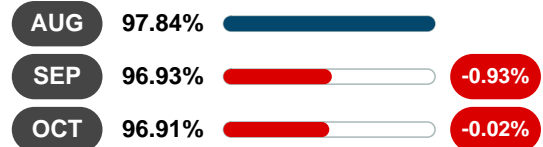


3 MONTHS

5 year OCT AVG = 78.36%

High Oct 2016 100.75% Low Jan 2015 96.18%

Average Sold/List Ratio this month at **96.91%** above the 5 yr OCT average of **78.36%**



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	13	9.42%	85.06%	87.57%	80.07%	100.00%	0.00%
\$75,001 - \$100,000	13	9.42%	98.29%	100.00%	98.22%	97.35%	0.00%
\$100,001 - \$150,000	25	18.12%	96.41%	95.15%	97.55%	94.03%	0.00%
\$150,001 - \$200,000	32	23.19%	98.57%	98.42%	98.50%	98.96%	0.00%
\$200,001 - \$250,000	18	13.04%	98.78%	0.00%	98.70%	98.98%	0.00%
\$250,001 - \$375,000	23	16.67%	98.52%	0.00%	98.04%	99.00%	99.23%
\$375,001 and up	14	10.14%	98.67%	0.00%	0.00%	98.19%	99.31%
Average Sold/List Ratio		96.90%		92.48%	96.92%	98.17%	99.29%
Total Closed Units		138	100%	14	83	33	8
Total Closed Volume		30,581,106		1.24M	14.17M	9.42M	5.75M

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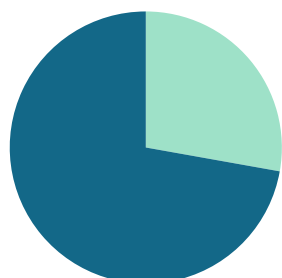
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

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INVENTORY

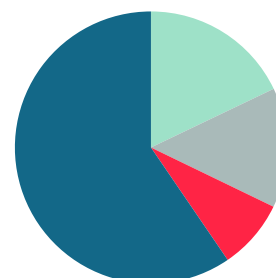


Inventory
 New Listings
176 = 27.80%
 Start Inventory
457
 Total Inventory Units
633
 Volume
\$185,633,149

Market Activity

Closed Sales
138 = 17.90%
 Pending Sales
110 = 14.27%
 Other Off Market
64 = 8.30%
 Active Inventory
459 = 59.53%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	117	138	17.95%	1,165	1,225	5.15%
Pending Sales	94	110	17.02%	1,226	1,276	4.08%
New Listings	142	176	23.94%	1,835	1,860	1.36%
Average List Price	260,276	225,842	-13.23%	203,665	211,111	3.66%
Average Sale Price	246,290	221,602	-10.02%	198,935	204,032	2.56%
Average Percent of Selling Price to List Price	96.92%	96.91%	-0.01%	98.41%	97.69%	-0.73%
Average Days on Market to Sale	41.67	43.88	5.32%	45.22	45.99	1.69%
Monthly Inventory	456	459	0.66%	456	459	0.66%
Months Supply of Inventory	3.97	3.86	-2.66%	3.97	3.86	-2.66%

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

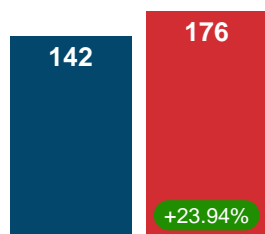
Inventory on October 31, 2018 = **459**

2017 **2018**

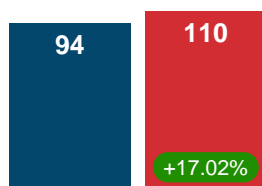
OCTOBER MARKET

AVERAGE PRICES

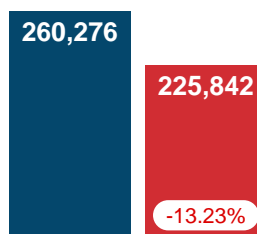
New Listings



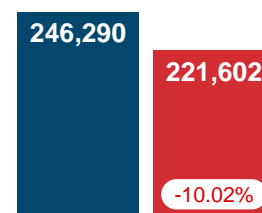
Pending Listings



List Price



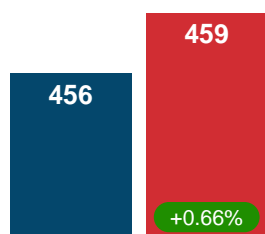
Sale Price



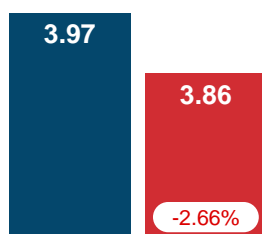
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

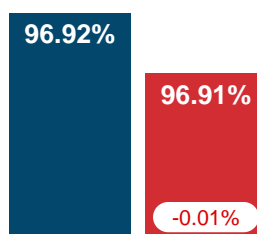
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

