

October 2018



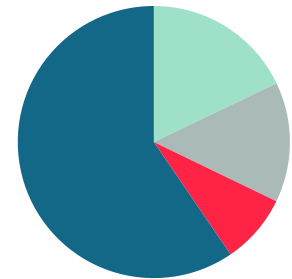
Area Delimited by County Of Rogers - Residential Property Type



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%
Median List Price	174,000	175,000	0.57%
Median Sale Price	172,500	173,950	0.84%
Median Percent of Selling Price to List Price	98.57%	98.10%	-0.47%
Median Days on Market to Sale	28.00	29.00	3.57%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **0.84%** in October 2018 to \$173,950 versus the previous year at \$172,500.

Median Days on Market Lengthens

The median number of **29.00** days that homes spent on the market before selling increased by 1.00 days or **3.57%** in October 2018 compared to last year's same month at **28.00** DOM.

Sales Success for October 2018 is Positive

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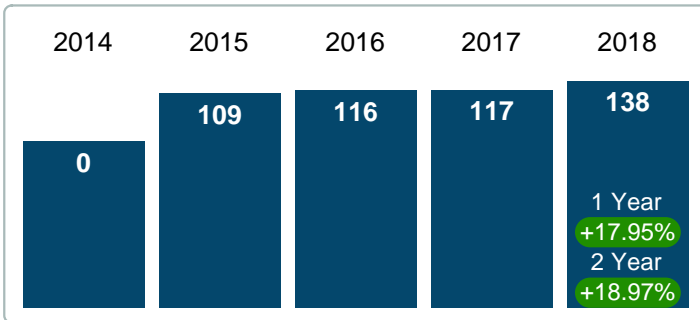
Area Delimited by County Of Rogers - Residential Property Type



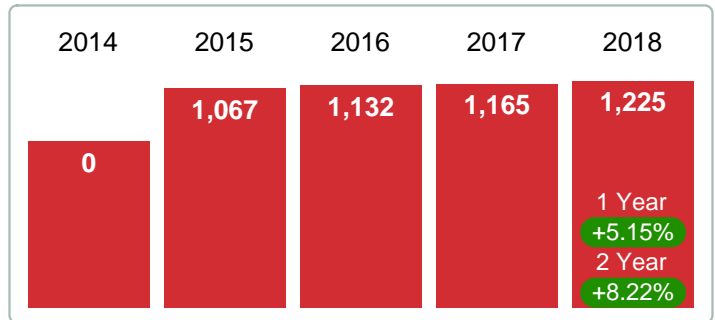
CLOSED LISTINGS

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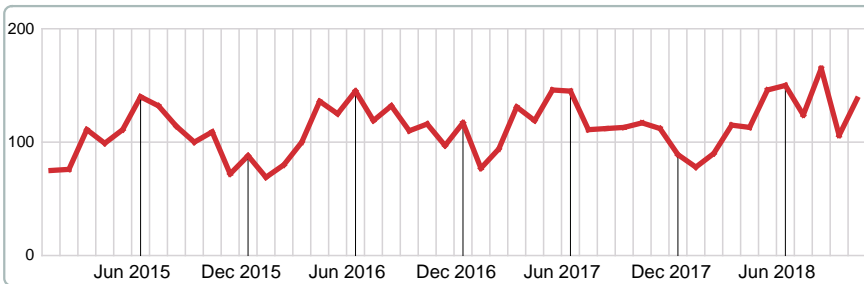
OCTOBER



YEAR TO DATE (YTD)

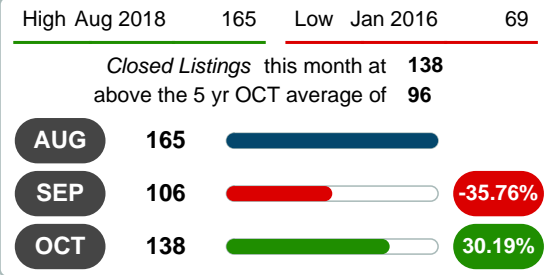


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 96



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	13	9.42%	26.0	6	6	1	0
\$75,001 - \$100,000	13	9.42%	66.0	1	11	1	0
\$100,001 - \$150,000	25	18.12%	14.0	6	15	4	0
\$150,001 - \$200,000	32	23.19%	27.5	1	26	5	0
\$200,001 - \$250,000	18	13.04%	27.5	0	13	5	0
\$250,001 - \$375,000	23	16.67%	36.0	0	12	9	2
\$375,001 and up	14	10.14%	43.0	0	0	8	6
Total Closed Units	138			14	83	33	8
Total Closed Volume	30,581,106	100%	29.0	1.24M	14.17M	9.42M	5.75M
Median Closed Price	\$173,950			\$92,500	\$163,000	\$259,900	\$447,500

October 2018



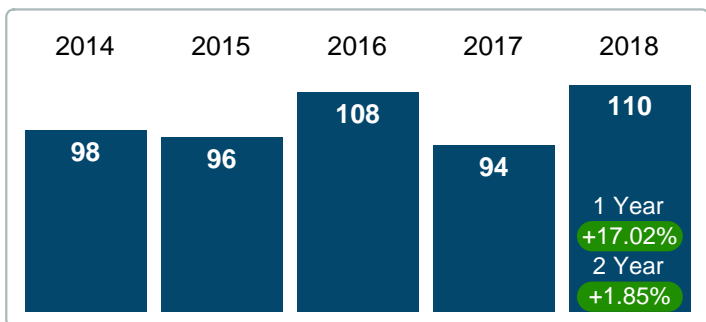
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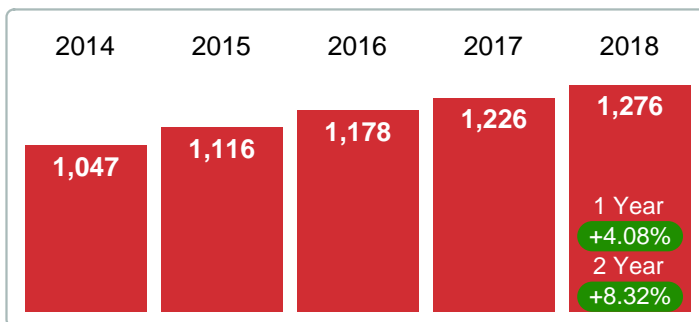
PENDING LISTINGS

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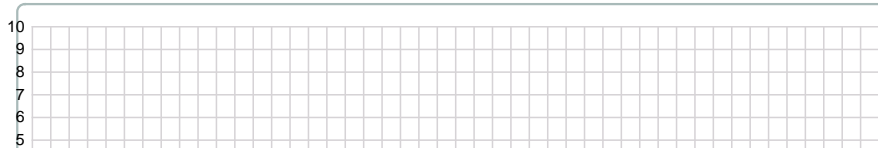
OCTOBER



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	8	7.27%	22.5	3	4	1	0
\$75,001 - \$125,000	16	14.55%	11.0	3	10	3	0
\$125,001 - \$150,000	17	15.45%	23.0	0	15	2	0
\$150,001 - \$200,000	27	24.55%	29.0	0	21	6	0
\$200,001 - \$275,000	17	15.45%	31.0	0	10	7	0
\$275,001 - \$425,000	14	12.73%	23.0	0	4	10	0
\$425,001 and up	11	10.00%	27.0	0	0	5	6
Total Pending Units	110			6	64	34	6
Total Pending Volume	23,812,291	100%	22.5	466.30K	10.68M	9.74M	2.92M
Median Listing Price	\$167,418			\$73,750	\$155,958	\$237,200	\$484,950

October 2018



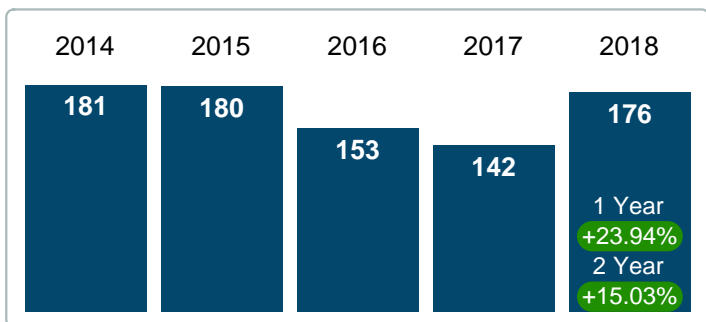
Area Delimited by County Of Rogers - Residential Property Type



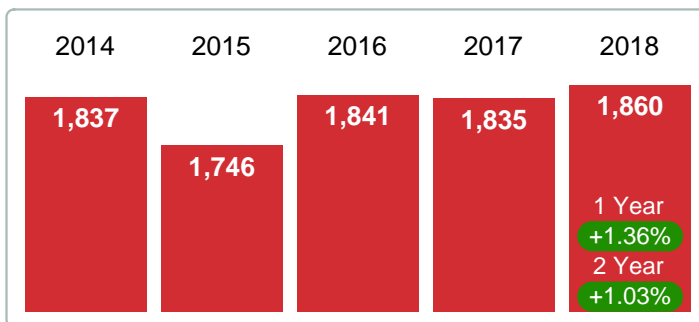
NEW LISTINGS

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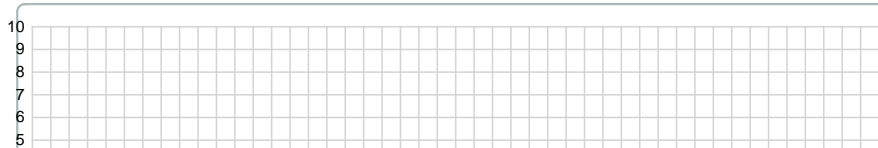
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 166

High Oct 2018: 0 Low Oct 2018: 0

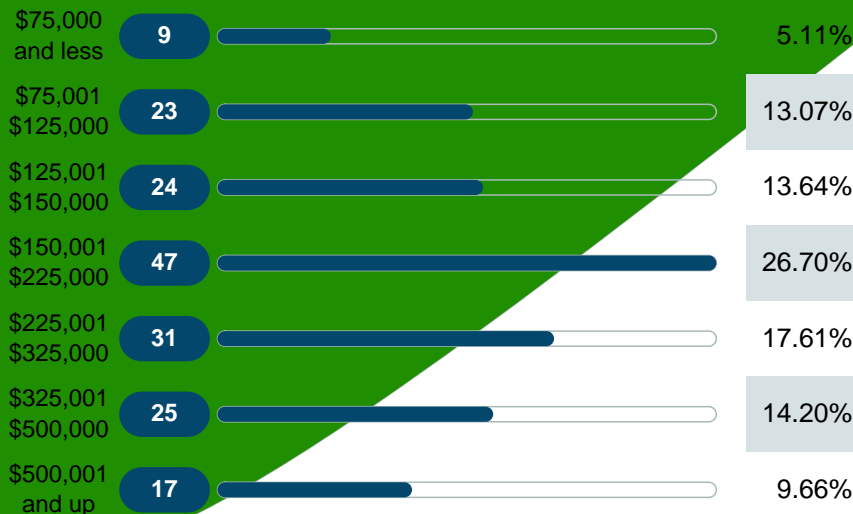
New Listings this month at **176**
above the 5 yr OCT average of **166**

AUG: 0
SEP: 0
OCT: 0

nan%
nan%

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
Median New Listed Listing Price	\$42,400	\$159,475	\$239,950	\$524,500

Total New Listed Units	176	
Total New Listed Volume	46,065,706	100%
Median New Listed Listing Price	\$188,200	

October 2018



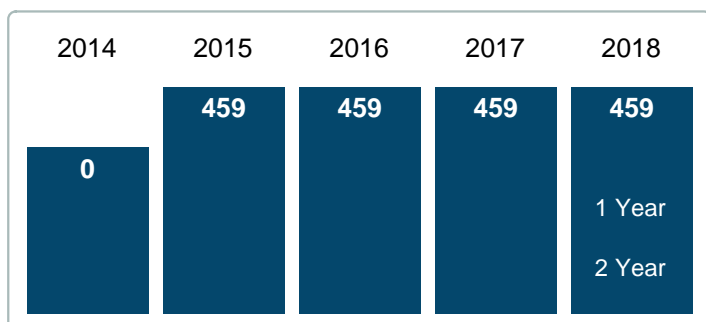
Area Delimited by County Of Rogers - Residential Property Type



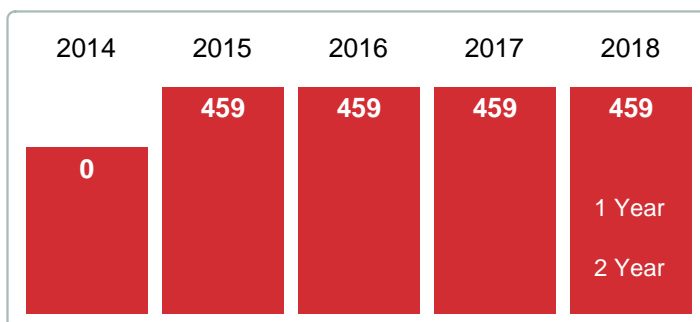
ACTIVE INVENTORY

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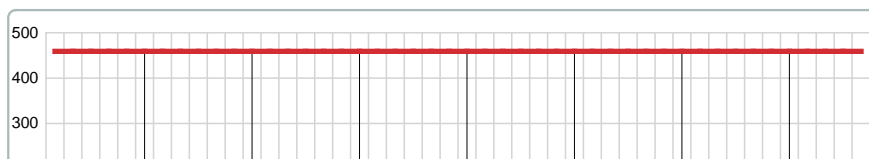
END OF OCTOBER



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	34	7.41%	82.5	18	14	2	0
\$75,001 - \$125,000	52	11.33%	59.5	5	34	10	3
\$125,001 - \$175,000	85	18.52%	48.0	3	66	14	2
\$175,001 - \$275,000	107	23.31%	54.0	3	48	46	10
\$275,001 - \$350,000	65	14.16%	55.0	0	23	36	6
\$350,001 - \$525,000	67	14.60%	65.0	0	10	43	14
\$525,001 and up	49	10.68%	77.0	0	12	13	24
Total Active Inventory by Units	459			29	207	164	59
Total Active Inventory by Volume	139,148,159	100%	61.0	2.30M	46.78M	51.50M	38.57M
Median Active Inventory Listing Price	\$219,900			\$55,900	\$165,000	\$298,999	\$485,500

October 2018



Area Delimited by County Of Rogers - Residential Property Type



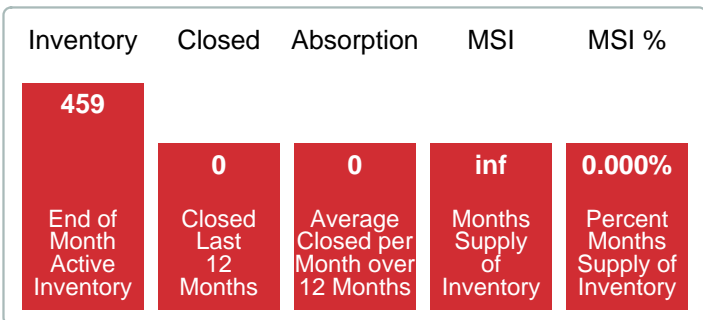
MONTHS SUPPLY of INVENTORY (MSI)

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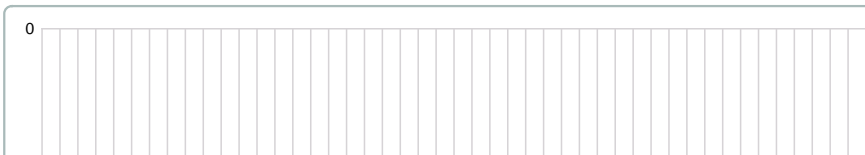
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2018

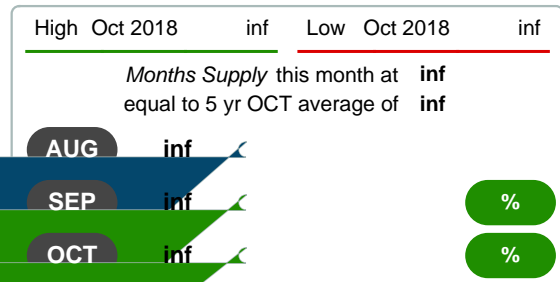


5 YEAR MARKET ACTIVITY TRENDS



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		459	100%	3.86	29	207	164	59	

October 2018



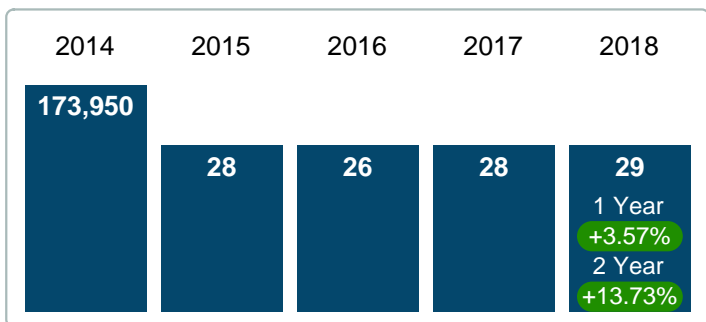
Area Delimited by County Of Rogers - Residential Property Type



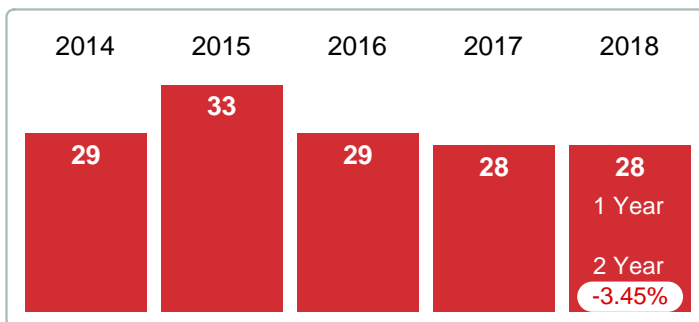
MEDIAN DAYS ON MARKET TO SALE

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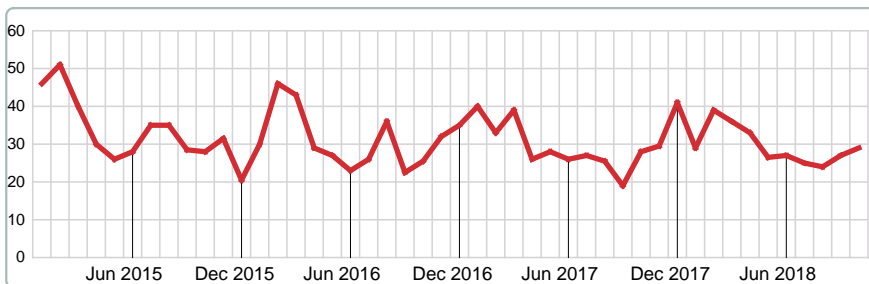
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

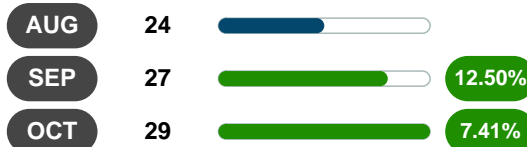


3 MONTHS

5 year OCT AVG = 34,812

High Feb 2015 51 Low Sep 2017 19

Median Days on Market to Sale this month at 29 below the 5 yr OCT average of 34,812



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	9.42%	26	13	47	2	0
\$75,001 - \$100,000	9.42%	66	9	66	105	0
\$100,001 - \$150,000	18.12%	14	15	14	49	0
\$150,001 - \$200,000	23.19%	28	36	24	30	0
\$200,001 - \$250,000	13.04%	28	0	14	36	0
\$250,001 - \$375,000	16.67%	36	0	19	51	89
\$375,001 and up	10.14%	43	0	0	34	49
Median Closed DOM		29	13	23	36	52
Total Closed Units	100%	29.0	14	83	33	8
Total Closed Volume		30,581,106	1.24M	14.17M	9.42M	5.75M

October 2018



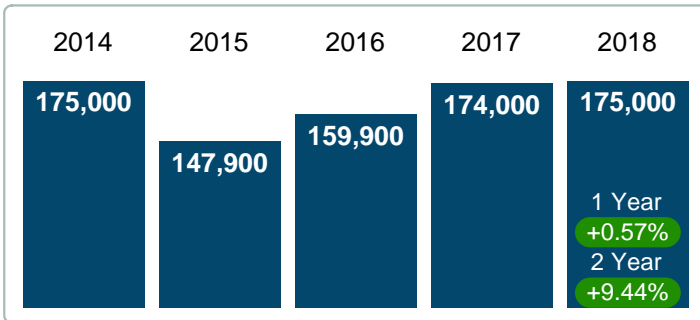
Area Delimited by County Of Rogers - Residential Property Type



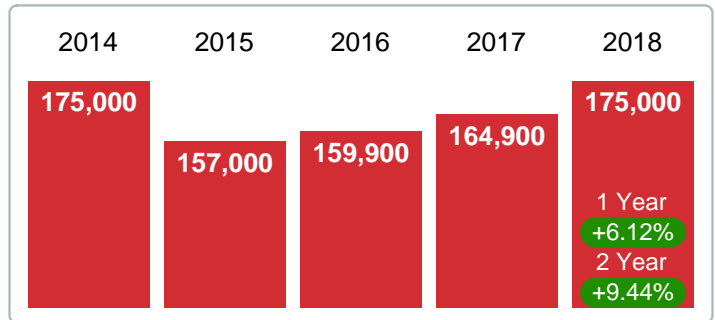
MEDIAN LIST PRICE AT CLOSING

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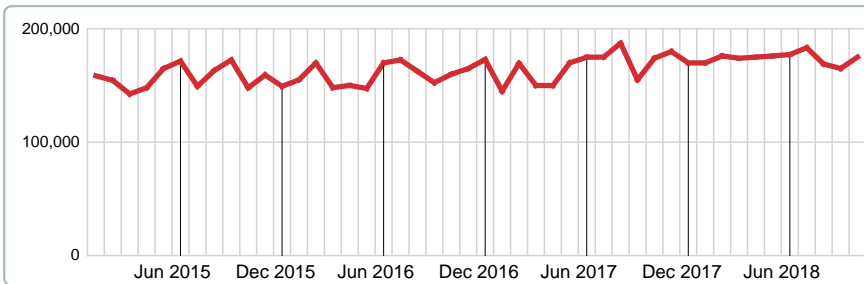
OCTOBER



YEAR TO DATE (YTD)

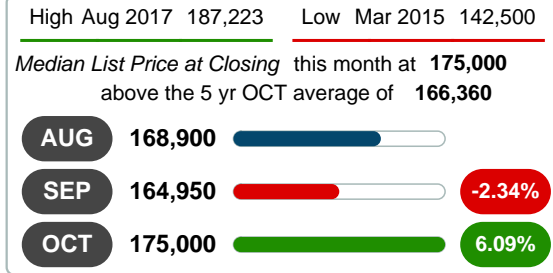


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 166,360



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	8.70%	44,250	37,555	49,200	75,000	0
\$75,001 - \$100,000	10.14%	89,500	85,000	89,000	94,500	0
\$100,001 - \$150,000	18.12%	130,000	128,700	129,950	134,900	0
\$150,001 - \$200,000	23.19%	173,700	164,900	174,900	176,200	0
\$200,001 - \$250,000	12.32%	227,500	0	229,950	224,900	0
\$250,001 - \$375,000	17.39%	288,750	0	279,950	333,750	308,750
\$375,001 and up	10.14%	484,750	0	380,000	489,500	484,950
Median List Price		175,000	101,450	166,500	259,900	479,950
Total Closed Units	100%	175,000	14	83	33	8
Total Closed Volume		31,166,177	1.31M	14.48M	9.58M	5.78M

October 2018



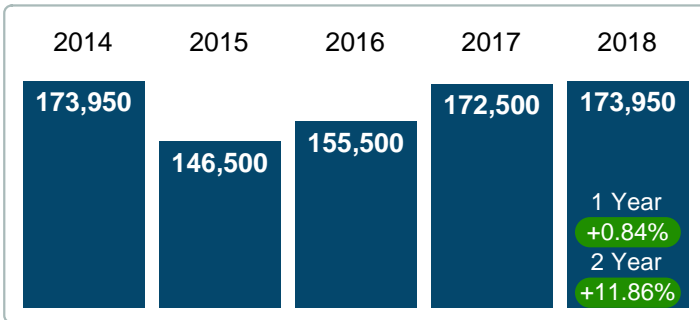
Area Delimited by County Of Rogers - Residential Property Type



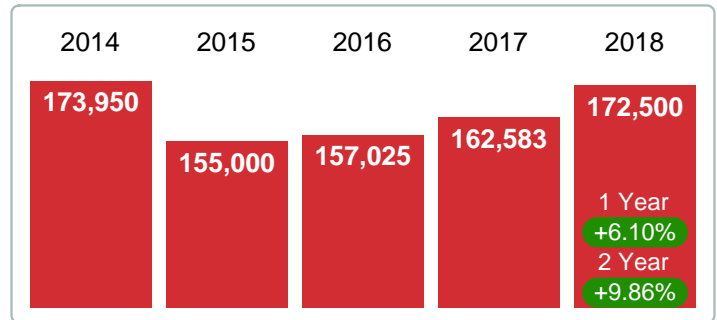
MEDIAN SOLD PRICE AT CLOSING

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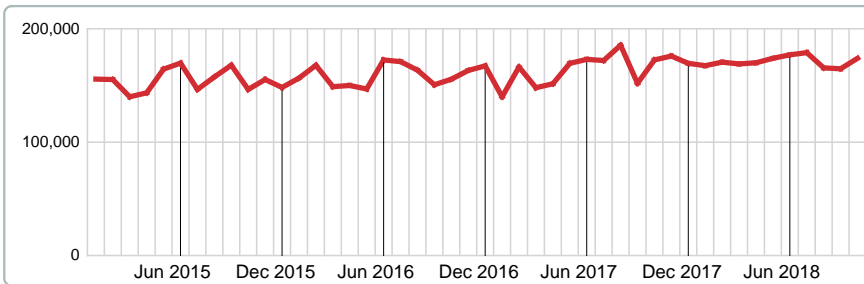
OCTOBER



YEAR TO DATE (YTD)

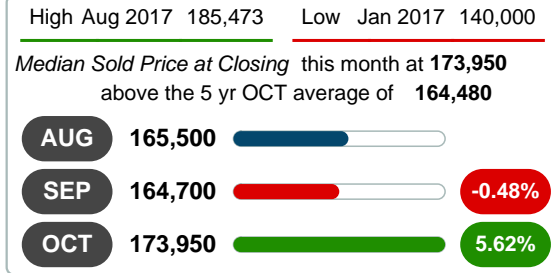


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 164,480



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	9.42%	35,000	33,450	36,250	75,000	0
\$75,001 - \$100,000	9.42%	85,475	80,000	85,475	92,000	0
\$100,001 - \$150,000	18.12%	125,000	122,000	132,000	118,883	0
\$150,001 - \$200,000	23.19%	172,750	162,300	173,000	172,500	0
\$200,001 - \$250,000	13.04%	225,000	0	234,900	220,600	0
\$250,001 - \$375,000	16.67%	292,500	0	277,450	310,000	306,250
\$375,001 and up	10.14%	470,750	0	0	445,000	470,750
Median Sold Price		173,950	92,500	163,000	259,900	447,500
Total Closed Units	100%	138	14	83	33	8
Total Closed Volume		30,581,106	1.24M	14.17M	9.42M	5.75M

October 2018



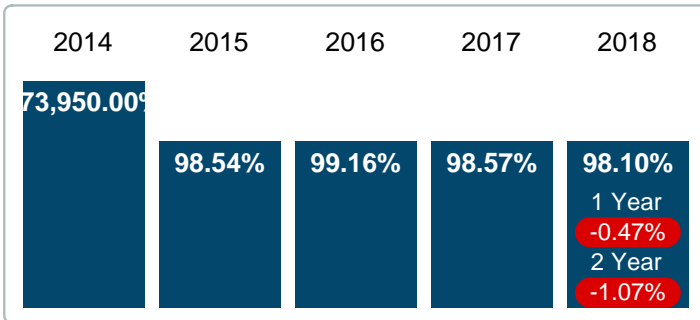
Area Delimited by County Of Rogers - Residential Property Type



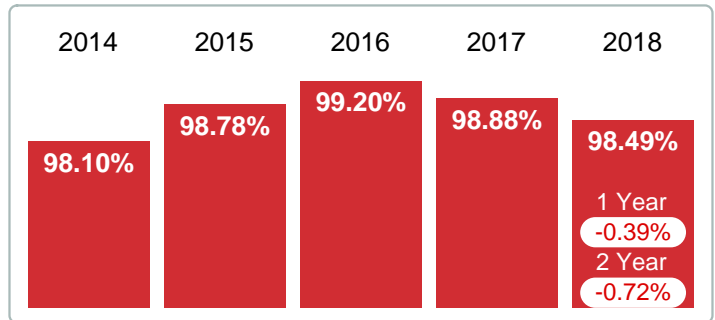
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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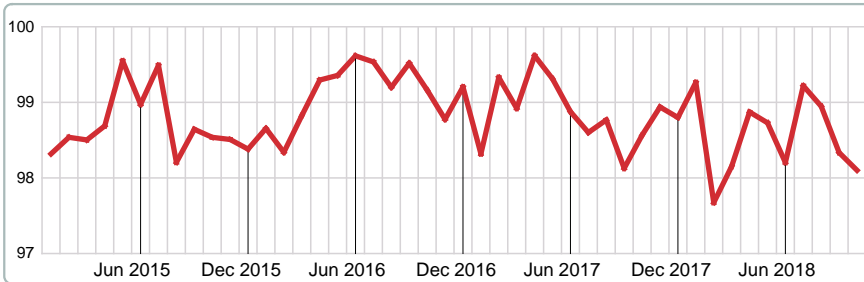
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

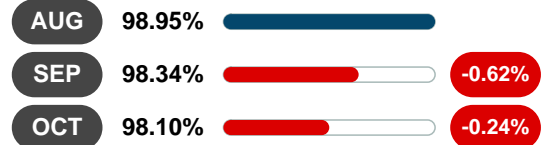


3 MONTHS

5 year OCT AVG = 34,868.87%

High Apr 2017 99.62% Low Feb 2018 97.67%

Median Sold/List Ratio this month at **98.10%**
below the 5 yr OCT average of **34,868.87%**



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	13	9.42%	91.40%	92.30%	84.06%	100.00%	0.00%
\$75,001 - \$100,000	13	9.42%	99.02%	100.00%	99.02%	97.35%	0.00%
\$100,001 - \$150,000	25	18.12%	96.67%	95.58%	97.94%	97.16%	0.00%
\$150,001 - \$200,000	32	23.19%	99.46%	98.42%	99.56%	99.50%	0.00%
\$200,001 - \$250,000	18	13.04%	98.97%	0.00%	98.90%	99.04%	0.00%
\$250,001 - \$375,000	23	16.67%	98.75%	0.00%	97.90%	100.00%	99.23%
\$375,001 and up	14	10.14%	97.82%	0.00%	0.00%	97.67%	98.97%
Median Sold/List Ratio		98.10%		95.06%	98.11%	98.75%	99.23%
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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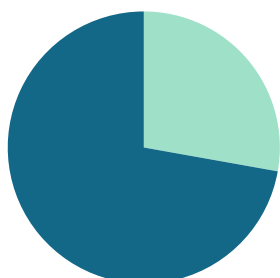
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

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

INVENTORY

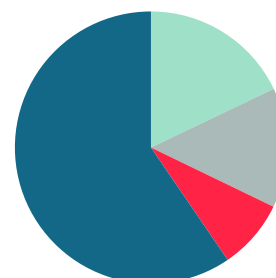


Inventory
 New Listings
176 = 27.80%
 Start Inventory
457
 Total Inventory Units
633
 Volume
\$185,633,149

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%
Median List Price	174,000	175,000	0.57%	164,900	175,000	6.12%
Median Sale Price	172,500	173,950	0.84%	162,583	172,500	6.10%
Median Percent of Selling Price to List Price	98.57%	98.10%	-0.47%	98.88%	98.49%	-0.39%
Median Days on Market to Sale	28.00	29.00	3.57%	28.00	28.00	0.00%
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

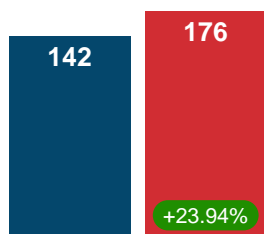
Inventory on October 31, 2018 = **459**

2017 **2018**

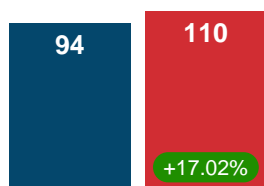
OCTOBER MARKET

MEDIAN PRICES

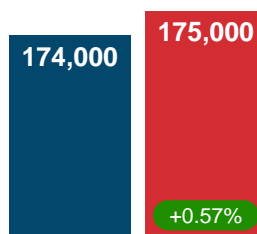
New Listings



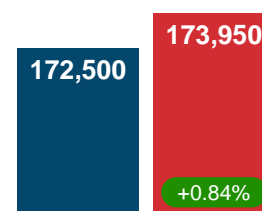
Pending Listings



List Price



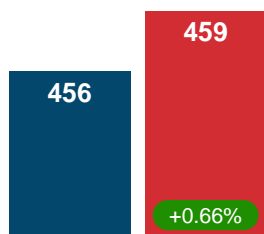
Sale Price



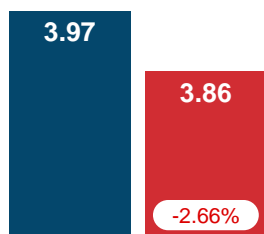
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

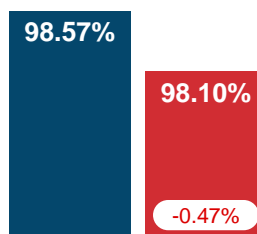
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

