

August 2019



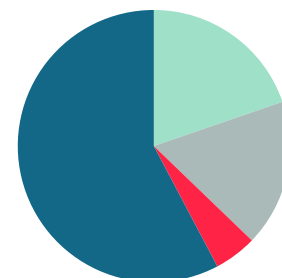
Area Delimited by County Of Rogers - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 20, 2023 for MLS Technology Inc.

Compared Metrics	2018	August 2019	+/-%
Closed Listings	165	148	-10.30%
Pending Listings	133	131	-1.50%
New Listings	201	210	4.48%
Average List Price	202,852	208,009	2.54%
Average Sale Price	198,556	203,557	2.52%
Average Percent of Selling Price to List Price	97.84%	97.93%	0.09%
Average Days on Market to Sale	39.77	37.56	-5.55%
End of Month Inventory	481	433	-9.98%
Months Supply of Inventory	4.09	3.65	-10.61%



■ Closed (19.73%)
■ Pending (17.47%)
■ Other OffMarket (5.07%)
■ Active (57.73%)

Absorption: Last 12 months, an Average of **119** Sales/Month
Active Inventory as of August 31, 2019 = **433**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2019 decreased **9.98%** to 433 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 **3.65** 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 **2.52%** in August 2019 to \$203,557 versus the previous year at \$198,556.

Average Days on Market Shortens

The average number of **37.56** days that homes spent on the market before selling decreased by 2.21 days or **5.55%** in August 2019 compared to last year's same month at **39.77** DOM.

Sales Success for August 2019 is Positive

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

There were 210 New Listings in August 2019, up **4.48%** from last year at 201. Furthermore, there were 148 Closed Listings this month versus last year at 165, a **-10.30%** decrease.

Closed versus Listed trends yielded a **70.5%** ratio, down from previous year's, August 2018, at **82.1%**, a **14.15%** downswing. This will certainly create pressure on a decreasing Month's 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

August 2019



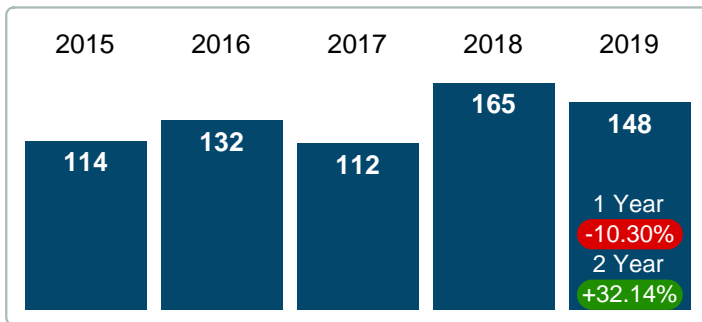
Area Delimited by County Of Rogers - Residential Property Type



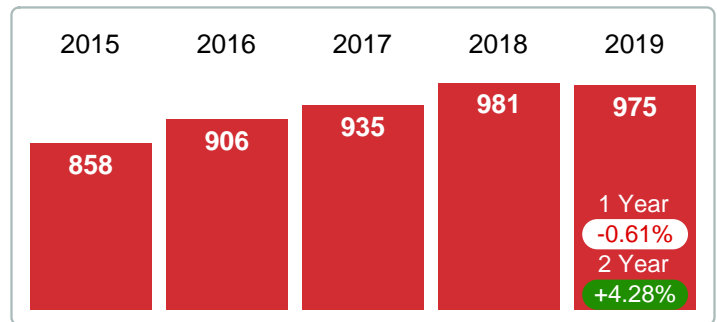
CLOSED LISTINGS

Report produced on Jul 20, 2023 for MLS Technology Inc.

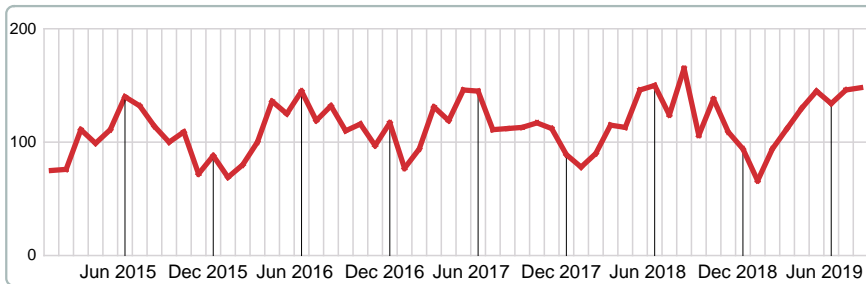
AUGUST



YEAR TO DATE (YTD)

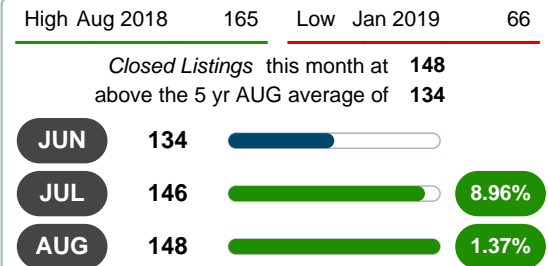


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 134



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	6	4.05%	21.2	2	4	0	0
\$75,001 - \$125,000	24	16.22%	24.0	4	19	1	0
\$125,001 - \$150,000	17	11.49%	40.2	2	15	0	0
\$150,001 - \$175,000	36	24.32%	32.4	1	27	7	1
\$175,001 - \$225,000	25	16.89%	36.5	1	16	8	0
\$225,001 - \$350,000	24	16.22%	51.8	0	9	13	2
\$350,001 and up	16	10.81%	53.2	0	0	13	3
Total Closed Units	148			10	90	42	6
Total Closed Volume	30,126,398	100%	37.6	1.14M	14.26M	12.40M	2.33M
Average Closed Price	\$203,557			\$113,788	\$158,422	\$295,208	\$388,633

August 2019



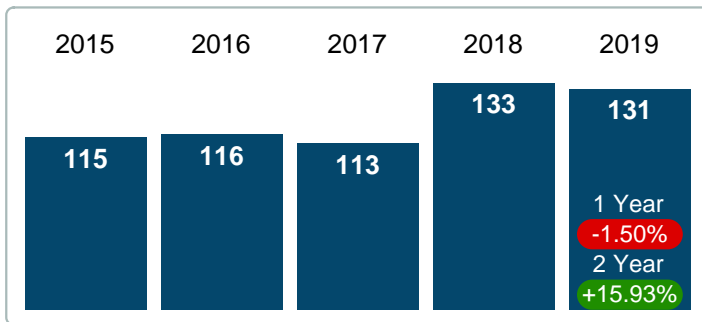
Area Delimited by County Of Rogers - Residential Property Type



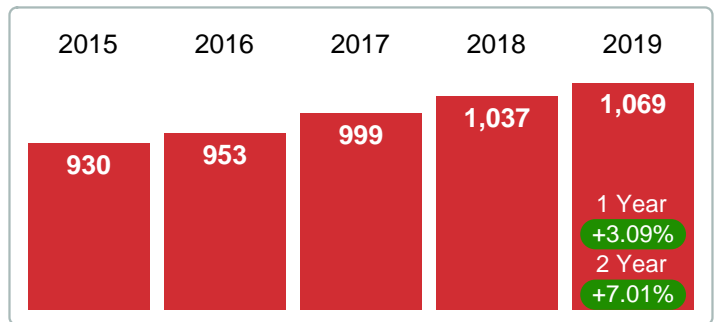
PENDING LISTINGS

Report produced on Jul 20, 2023 for MLS Technology Inc.

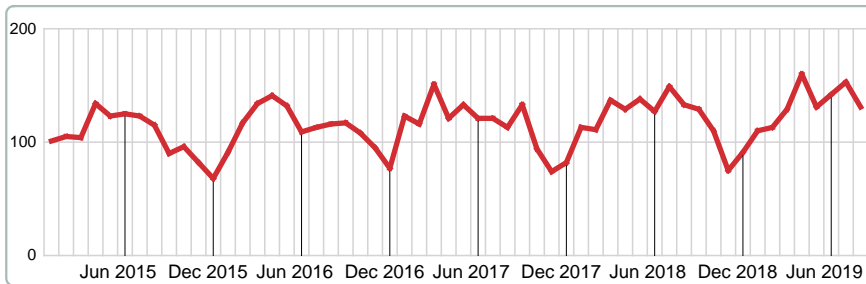
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

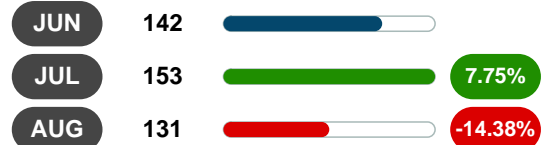


3 MONTHS

5 year AUG AVG = 122

High Apr 2019 160 Low Dec 2015 68

Pending Listings this month at 131
above the 5 yr AUG average of 122



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	9	6.87%	49.2	6	3	0	0
\$75,001 - \$125,000	14	10.69%	29.4	3	9	2	0
\$125,001 - \$150,000	14	10.69%	24.6	0	11	2	1
\$150,001 - \$200,000	37	28.24%	38.3	1	30	5	1
\$200,001 - \$275,000	26	19.85%	56.4	1	10	13	2
\$275,001 - \$400,000	16	12.21%	63.9	0	4	12	0
\$400,001 and up	15	11.45%	62.5	0	2	9	4
Total Pending Units	131			11	69	43	8
Total Pending Volume	29,650,736	100%	45.7	1.07M	12.50M	13.27M	2.80M
Average Listing Price	\$224,737			\$97,468	\$181,204	\$308,640	\$350,500

August 2019



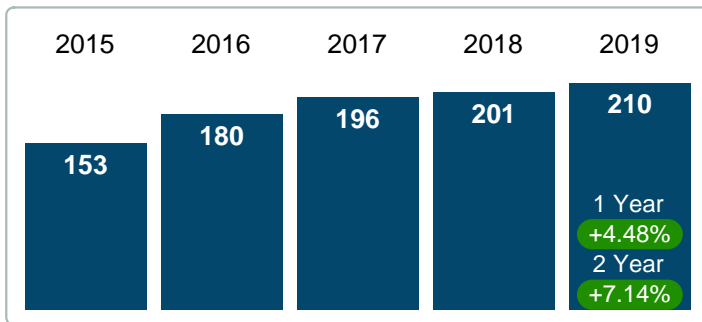
Area Delimited by County Of Rogers - Residential Property Type



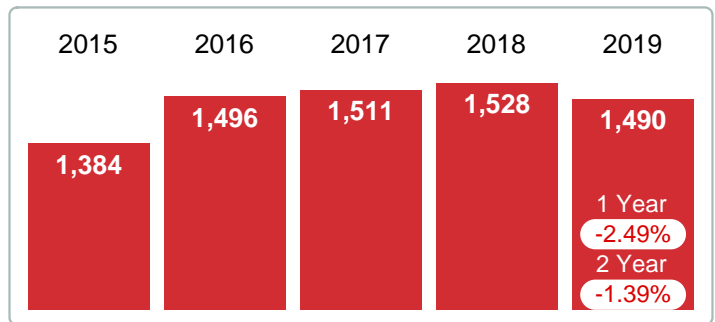
NEW LISTINGS

Report produced on Jul 20, 2023 for MLS Technology Inc.

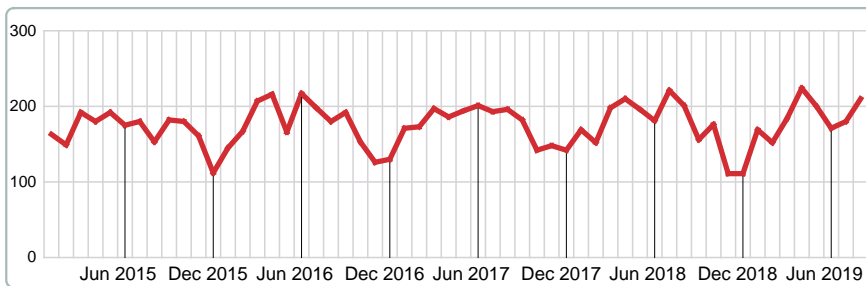
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 188

High Apr 2019 224 Low Dec 2018 111

New Listings this month at **210**
above the 5 yr AUG average of **188**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	14	6.67%	6	7	1	0
\$75,001 - \$125,000	27	12.86%	6	17	4	0
\$125,001 - \$150,000	24	11.43%	1	20	3	0
\$150,001 - \$200,000	59	28.10%	9	42	7	1
\$200,001 - \$275,000	29	13.81%	0	16	13	0
\$275,001 - \$425,000	35	16.67%	0	10	21	4
\$425,001 and up	22	10.48%	0	4	9	9
Total New Listed Units	210		22	116	58	14
Total New Listed Volume	49,539,209	100%	2.80M	21.43M	17.24M	8.07M
Average New Listed Listing Price	\$202,666		\$127,260	\$184,749	\$297,191	\$576,536

August 2019



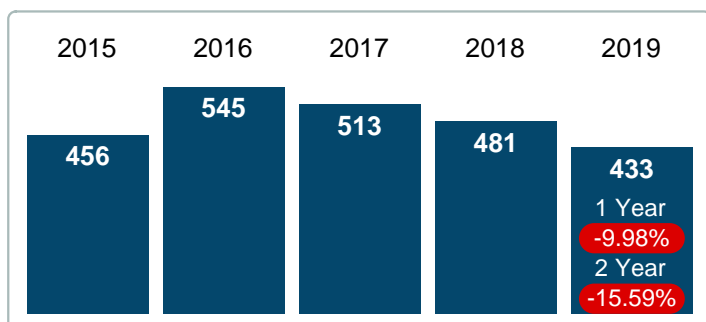
Area Delimited by County Of Rogers - Residential Property Type



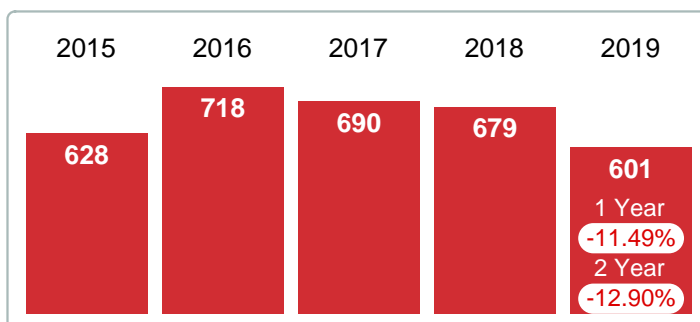
ACTIVE INVENTORY

Report produced on Jul 20, 2023 for MLS Technology Inc.

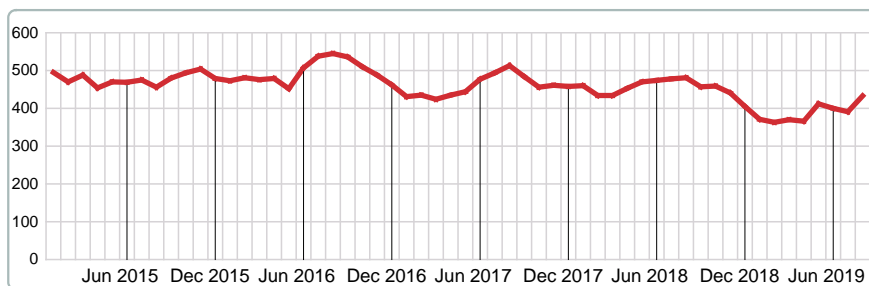
END OF AUGUST



ACTIVE DURING AUGUST

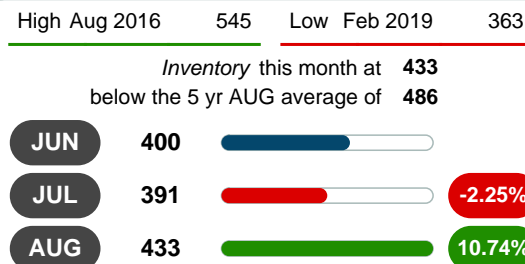


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 486



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	24	5.54%	46.9	7	11	6	0
\$75,001 - \$150,000	73	16.86%	46.7	10	55	7	1
\$150,001 - \$175,000	38	8.78%	50.9	0	27	11	0
\$175,001 - \$275,000	113	26.10%	63.8	10	59	43	1
\$275,001 - \$375,000	74	17.09%	71.9	1	24	39	10
\$375,001 - \$525,000	66	15.24%	80.4	1	12	41	12
\$525,001 and up	45	10.39%	86.6	0	8	16	21
Total Active Inventory by Units	433			29	196	163	45
Total Active Inventory by Volume	143,179,129	100%	65.1	4.12M	44.27M	55.06M	39.72M
Average Active Inventory Listing Price	\$330,668			\$142,182	\$225,878	\$337,804	\$882,705

August 2019



Area Delimited by County Of Rogers - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 20, 2023 for MLS Technology Inc.

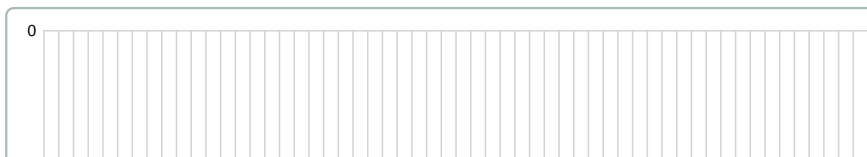
MSI FOR AUGUST

2015	2016	2017	2018	2019

INDICATORS FOR AUGUST 2019

Inventory	Closed	Absorption	MSI	MSI %
433	0	0	inf	0.000%
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = inf

High Aug 2019	inf	Low Aug 2019	inf
Months Supply this month at inf equal to 5 yr AUG average of inf			
JUN	inf		%
JUL	inf		%
AUG	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	24	5.54%	2.67	2.27	2.10	9.00	0.00
\$75,001 - \$150,000	73	16.86%	2.21	3.24	2.11	1.91	6.00
\$150,001 - \$175,000	38	8.78%	2.15	0.00	2.04	2.81	0.00
\$175,001 - \$275,000	113	26.10%	3.65	60.00	3.15	3.85	1.09
\$275,001 - \$375,000	74	17.09%	4.60	4.00	5.33	4.07	5.71
\$375,001 - \$525,000	66	15.24%	8.08	0.00	14.40	7.34	6.86
\$525,001 and up	45	10.39%	12.56	0.00	96.00	9.14	12.00
Market Supply of Inventory (MSI)			3.65	4.19	2.85	4.49	6.92
Total Active Inventory by Units		100%	3.65	29	196	163	45

August 2019



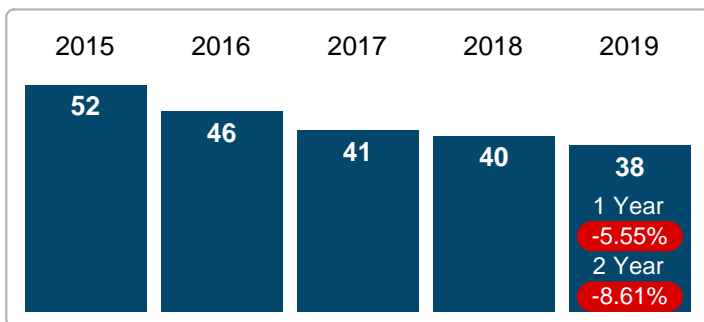
Area Delimited by County Of Rogers - Residential Property Type



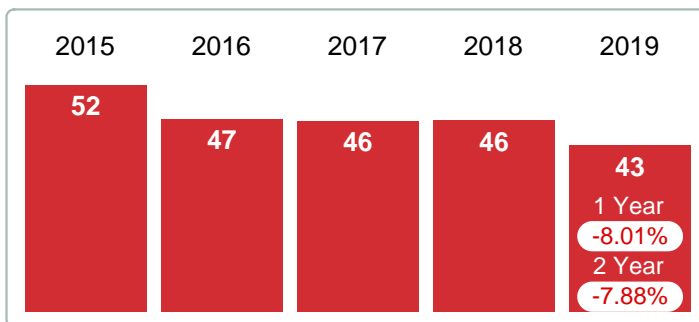
AVERAGE DAYS ON MARKET TO SALE

Report produced on Jul 20, 2023 for MLS Technology Inc.

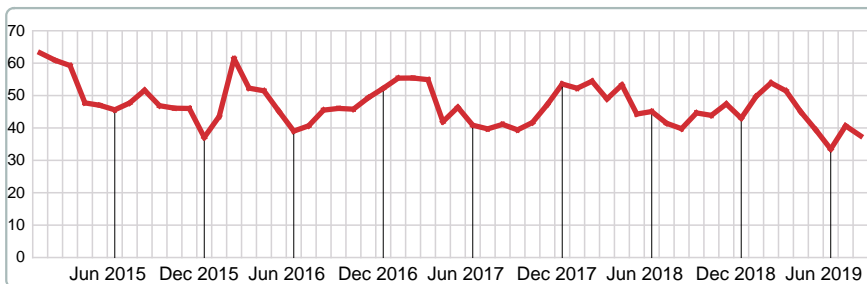
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 43

High Jan 2015 63 Low Jun 2019 33

Average Days on Market to Sale this month at 38 below the 5 yr AUG average of 43



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	4.05%	21	37	13	0	0
\$75,001 - \$125,000	16.22%	24	18	25	19	0
\$125,001 - \$150,000	11.49%	40	55	38	0	0
\$150,001 - \$175,000	24.32%	32	54	23	70	1
\$175,001 - \$225,000	16.89%	36	79	26	53	0
\$225,001 - \$350,000	16.22%	52	0	55	46	76
\$350,001 and up	10.81%	53	0	0	49	72
Average Closed DOM		38	39	29	52	61
Total Closed Units	100%	38	10	90	42	6
Total Closed Volume		30,126,398	1.14M	14.26M	12.40M	2.33M

August 2019



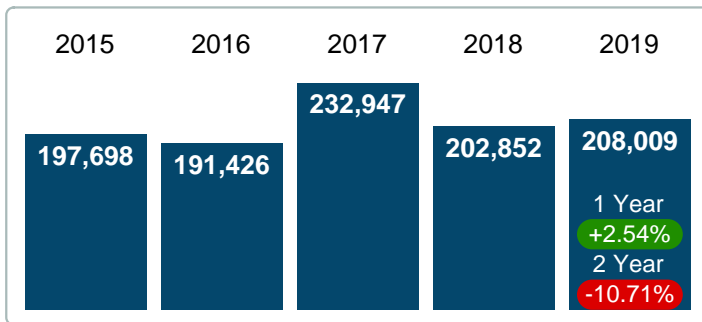
Area Delimited by County Of Rogers - Residential Property Type



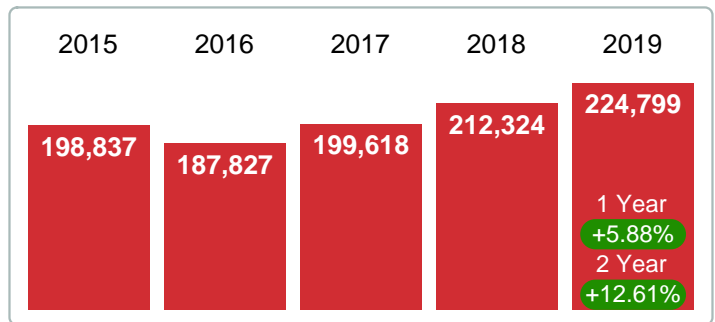
AVERAGE LIST PRICE AT CLOSING

Report produced on Jul 20, 2023 for MLS Technology Inc.

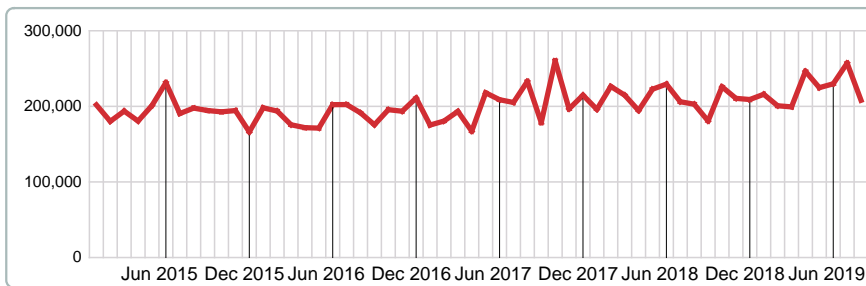
AUGUST



YEAR TO DATE (YTD)

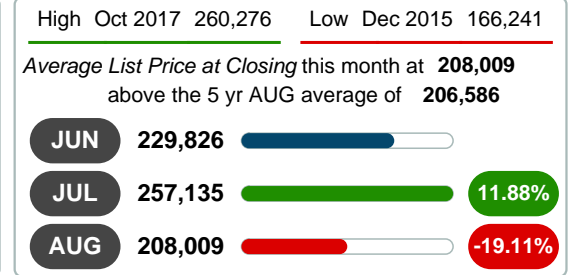


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 206,586



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	5	3.38%	62,300	59,500	67,625	0	
\$75,001 - \$125,000	24	16.22%	101,652	101,000	103,929	110,000	
\$125,001 - \$150,000	16	10.81%	141,411	155,000	144,031	0	
\$150,001 - \$175,000	33	22.30%	164,082	180,000	165,101	169,767	
\$175,001 - \$225,000	30	20.27%	196,845	199,900	198,975	202,131	
\$225,001 - \$350,000	22	14.86%	270,043	0	273,250	284,685	
\$350,001 and up	18	12.16%	472,813	0	0	465,172	
Average List Price		208,009		121,290	161,180	301,513	400,448
Total Closed Units		148	100%	208,009	10	90	42
Total Closed Volume		30,785,346			1.21M	14.51M	12.66M

August 2019



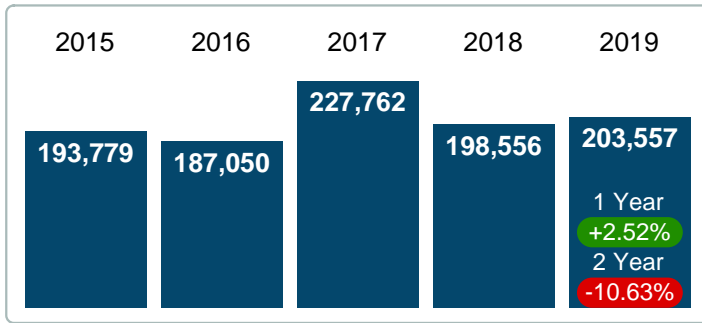
Area Delimited by County Of Rogers - Residential Property Type



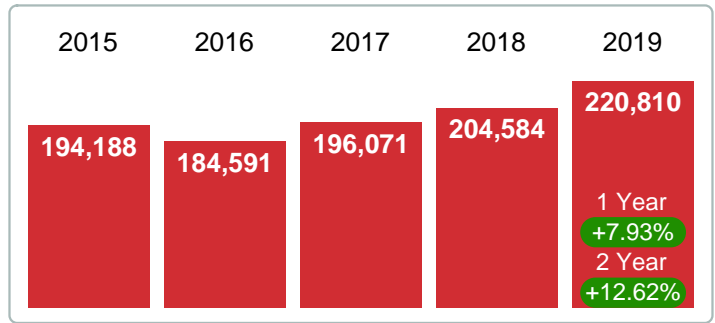
AVERAGE SOLD PRICE AT CLOSING

Report produced on Jul 20, 2023 for MLS Technology Inc.

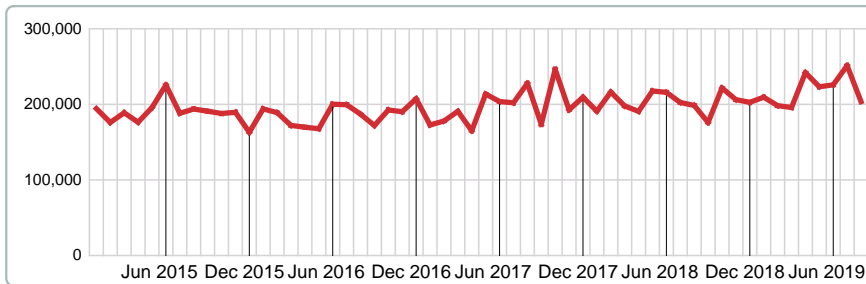
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

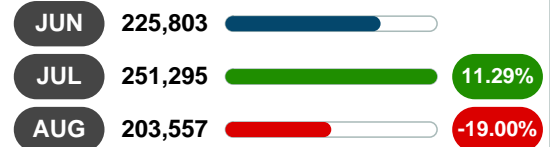


3 MONTHS

5 year AUG AVG = 202,141

High Jul 2019 251,295 Low Dec 2015 163,047

Average Sold Price at Closing this month at **203,557** above the 5 yr AUG average of **202,141**



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	6	4.05%	61,938	60,563	62,625	0	0
\$75,001 - \$125,000	24	16.22%	99,721	93,375	100,797	104,650	0
\$125,001 - \$150,000	17	11.49%	142,336	141,625	142,431	0	0
\$150,001 - \$175,000	36	24.32%	163,548	170,000	162,752	166,419	158,500
\$175,001 - \$225,000	25	16.89%	197,934	190,000	197,481	199,831	0
\$225,001 - \$350,000	24	16.22%	271,285	0	266,872	276,362	258,150
\$350,001 and up	16	10.81%	474,676	0	0	456,755	552,333
Average Sold Price			203,557	113,788	158,422	295,208	388,633
Total Closed Units		100%	203,557	10	90	42	6
Total Closed Volume			30,126,398	1.14M	14.26M	12.40M	2.33M

August 2019



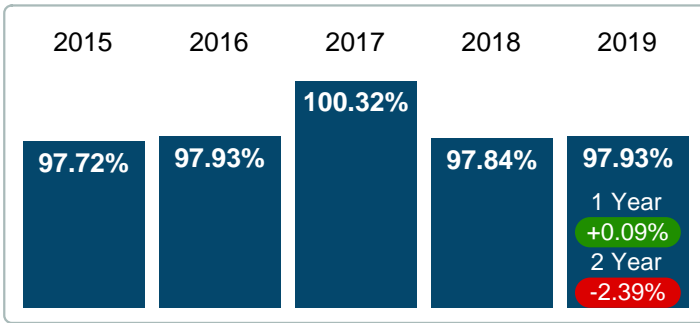
Area Delimited by County Of Rogers - Residential Property Type



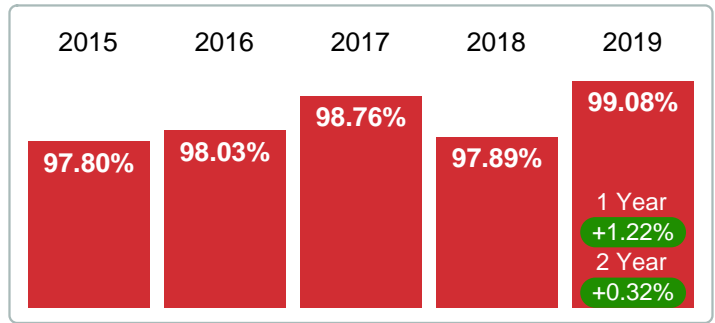
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 20, 2023 for MLS Technology Inc.

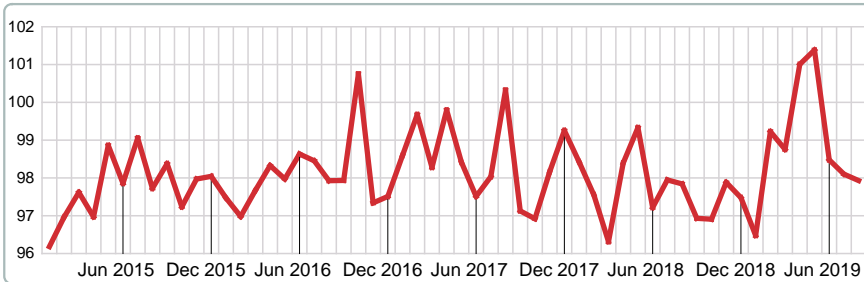
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

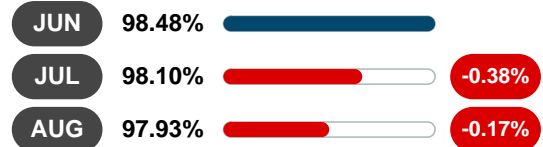


3 MONTHS

5 year AUG AVG = 98.35%

High May 2019 101.38% Low Jan 2015 96.18%

Average Sold/List Ratio this month at **97.93%** equal to 5 yr AUG average of **98.35%**



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	6	4.05%	96.02%	101.66%	93.21%	0.00%	0.00%
\$75,001 - \$125,000	24	16.22%	96.42%	93.14%	97.18%	95.14%	0.00%
\$125,001 - \$150,000	17	11.49%	98.23%	92.92%	98.94%	0.00%	0.00%
\$150,001 - \$175,000	36	24.32%	98.45%	94.44%	98.65%	98.03%	100.00%
\$175,001 - \$225,000	25	16.89%	98.99%	95.05%	99.28%	98.91%	0.00%
\$225,001 - \$350,000	24	16.22%	97.74%	0.00%	98.06%	97.44%	98.23%
\$350,001 and up	16	10.81%	98.05%	0.00%	0.00%	98.34%	96.77%
Average Sold/List Ratio		97.90%		95.12%	98.20%	98.04%	97.80%
Total Closed Units	148	100%	97.90%	10	90	42	6
Total Closed Volume	30,126,398			1.14M	14.26M	12.40M	2.33M

August 2019



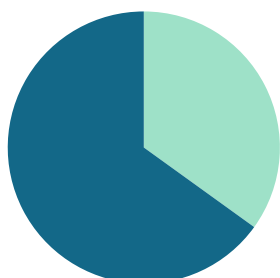
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

Report produced on Jul 20, 2023 for MLS Technology Inc.

INVENTORY

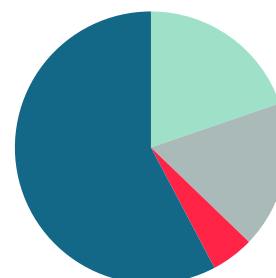


Inventory
 New Listings
210 = 34.94%
 Start Inventory
391
 Total Inventory Units
601
 Volume
\$184,687,028

Market Activity

Closed Sales
148 = 19.73%
 Pending Sales
131 = 17.47%
 Other Off Market
38 = 5.07%
 Active Inventory
433 = 57.73%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	165	148	-10.30%	981	975	-0.61%
Pending Sales	133	131	-1.50%	1,037	1,069	3.09%
New Listings	201	210	4.48%	1,528	1,490	-2.49%
Average List Price	202,852	208,009	2.54%	212,324	224,799	5.88%
Average Sale Price	198,556	203,557	2.52%	204,584	220,810	7.93%
Average Percent of Selling Price to List Price	97.84%	97.93%	0.09%	97.89%	99.08%	1.22%
Average Days on Market to Sale	39.77	37.56	-5.55%	46.43	42.71	-8.01%
Monthly Inventory	481	433	-9.98%	481	433	-9.98%
Months Supply of Inventory	4.09	3.65	-10.61%	4.09	3.65	-10.61%

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

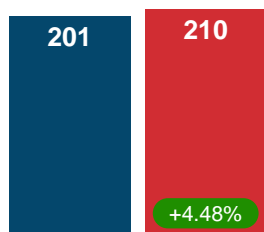
Inventory on August 31, 2019 = **433**

2018 **2019**

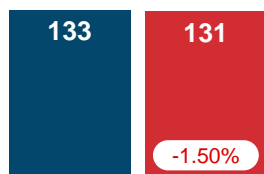
AUGUST MARKET

AVERAGE PRICES

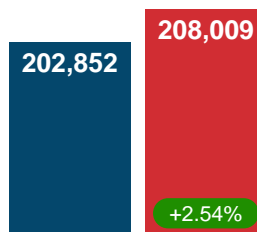
New Listings



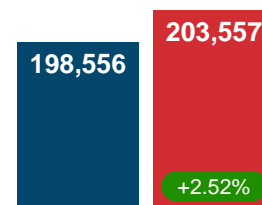
Pending Listings



List Price



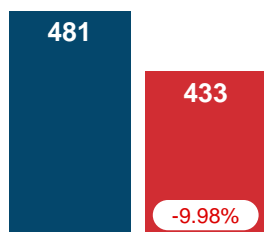
Sale Price



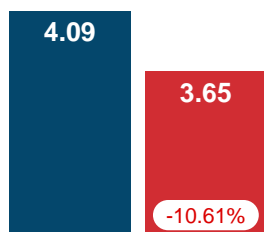
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

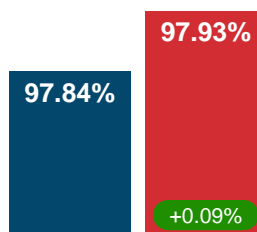
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

