

# August 2019



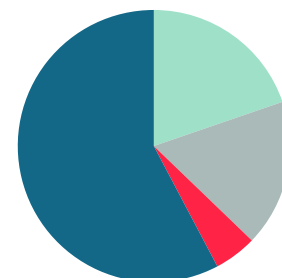
Area Delimited by County Of Rogers - Residential Property Type



## 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%
Median List Price	168,900	170,100	0.71%
Median Sale Price	165,500	168,950	2.08%
Median Percent of Selling Price to List Price	98.95%	99.44%	0.50%
Median Days on Market to Sale	24.00	19.00	-20.83%
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.

#### 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 **2.08%** in August 2019 to \$168,950 versus the previous year at \$165,500.

#### Median Days on Market Shortens

The median number of **19.00** days that homes spent on the market before selling decreased by 5.00 days or **20.83%** in August 2019 compared to last year's same month at **24.00** DOM.

#### Sales Success for August 2019 is Positive

Overall, with Median 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

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

### 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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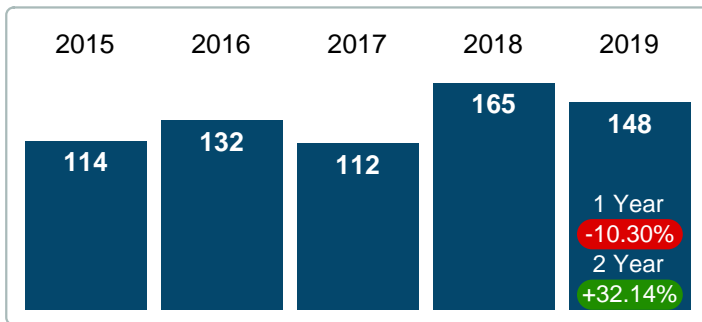
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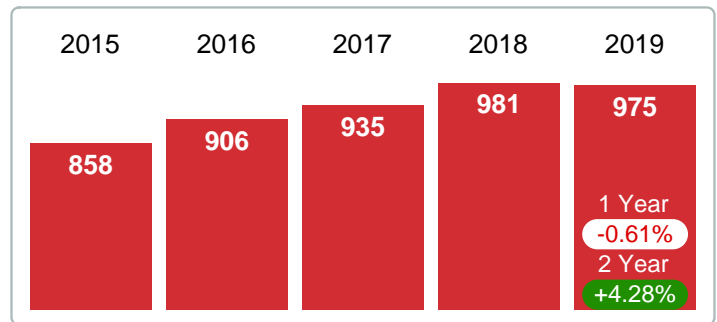
## CLOSED LISTINGS

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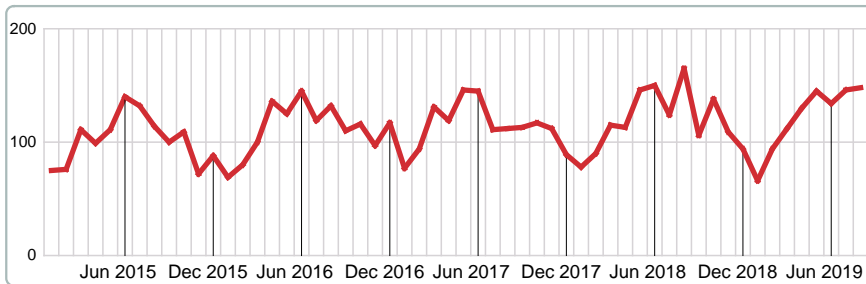
### AUGUST



### YEAR TO DATE (YTD)

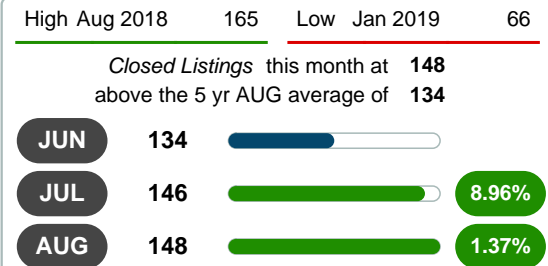


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 134



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	4.05%	21.5	2	4	0	0
\$75,001 - \$125,000	24	16.22%	11.5	4	19	1	0
\$125,001 - \$150,000	17	11.49%	19.0	2	15	0	0
\$150,001 - \$175,000	36	24.32%	15.5	1	27	7	1
\$175,001 - \$225,000	25	16.89%	18.0	1	16	8	0
\$225,001 - \$350,000	24	16.22%	45.0	0	9	13	2
\$350,001 and up	16	10.81%	33.0	0	0	13	3
<b>Total Closed Units</b>	<b>148</b>			<b>10</b>	<b>90</b>	<b>42</b>	<b>6</b>
<b>Total Closed Volume</b>	<b>30,126,398</b>	<b>100%</b>	<b>19.0</b>	<b>1.14M</b>	<b>14.26M</b>	<b>12.40M</b>	<b>2.33M</b>
<b>Median Closed Price</b>	<b>\$168,950</b>			<b>\$100,500</b>	<b>\$157,750</b>	<b>\$258,500</b>	<b>\$346,250</b>

# August 2019



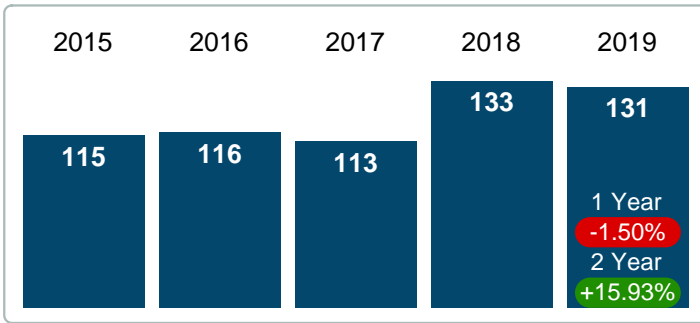
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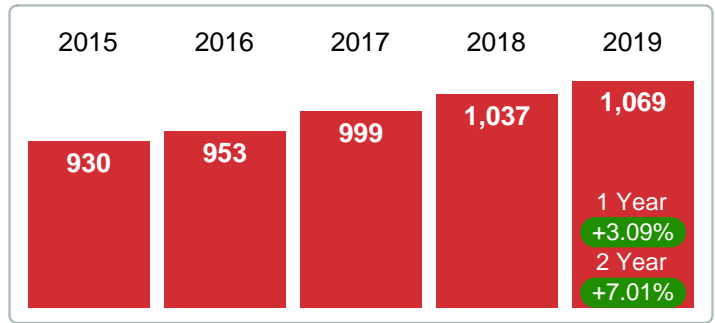
## PENDING LISTINGS

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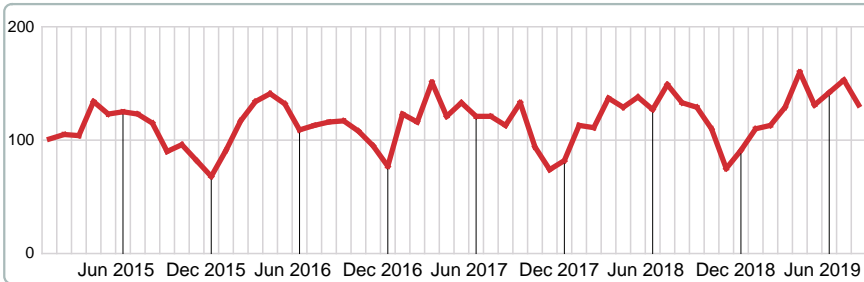
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

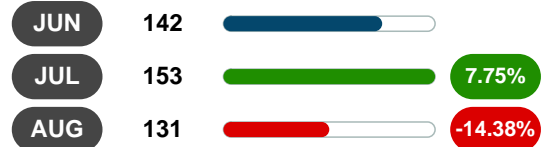


### 3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	9	6.87%	32.0	6	3	0	0
\$75,001 - \$125,000	14	10.69%	14.0	3	9	2	0
\$125,001 - \$150,000	14	10.69%	19.0	0	11	2	1
\$150,001 - \$200,000	37	28.24%	21.0	1	30	5	1
\$200,001 - \$275,000	26	19.85%	31.0	1	10	13	2
\$275,001 - \$400,000	16	12.21%	32.5	0	4	12	0
\$400,001 and up	15	11.45%	40.0	0	2	9	4
<b>Total Pending Units</b>	<b>131</b>			<b>11</b>	<b>69</b>	<b>43</b>	<b>8</b>
<b>Total Pending Volume</b>	<b>29,650,736</b>	<b>100%</b>	<b>24.0</b>	<b>1.07M</b>	<b>12.50M</b>	<b>13.27M</b>	<b>2.80M</b>
<b>Median Listing Price</b>	<b>\$181,500</b>			<b>\$73,000</b>	<b>\$167,850</b>	<b>\$269,900</b>	<b>\$340,350</b>

# August 2019



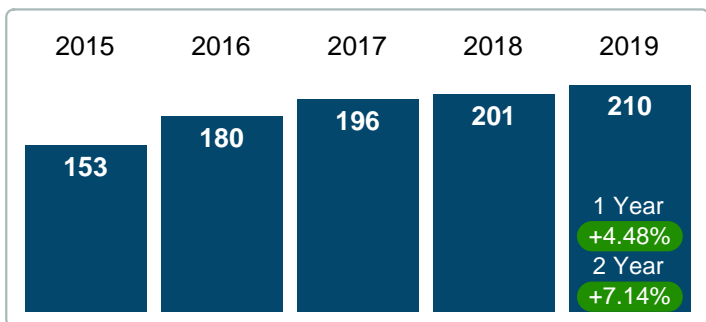
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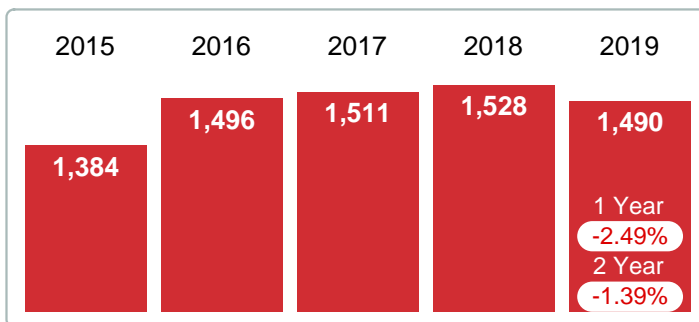
## NEW LISTINGS

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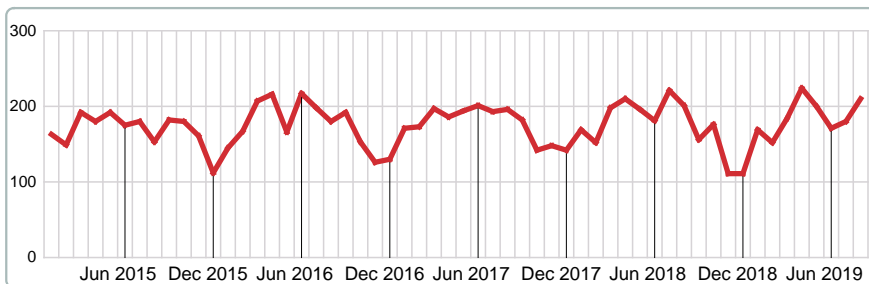
### AUGUST



### 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
<b>Total New Listed Units</b>	<b>210</b>		<b>22</b>	<b>116</b>	<b>58</b>	<b>14</b>
<b>Total New Listed Volume</b>	<b>49,539,209</b>	<b>100%</b>	<b>2.80M</b>	<b>21.43M</b>	<b>17.24M</b>	<b>8.07M</b>
<b>Median New Listed Listing Price</b>	<b>\$191,803</b>		<b>\$99,000</b>	<b>\$166,900</b>	<b>\$282,000</b>	<b>\$492,250</b>

# August 2019



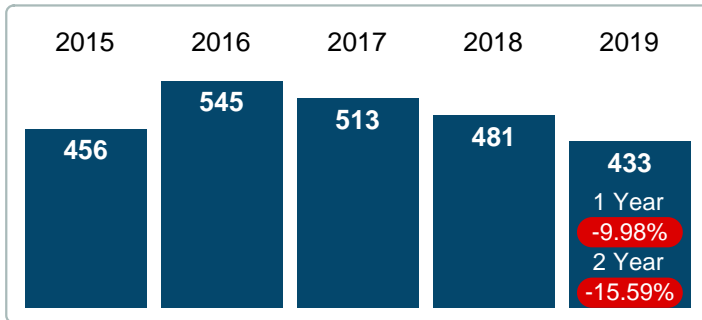
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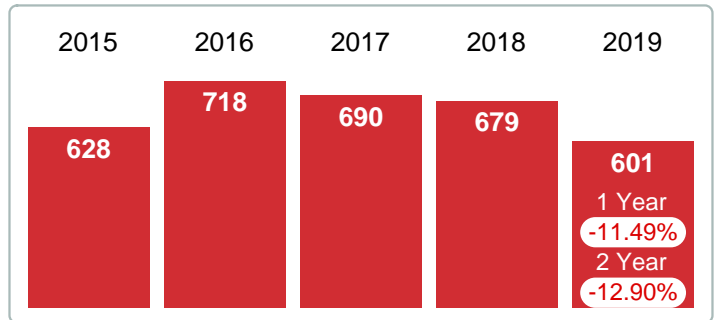
## ACTIVE INVENTORY

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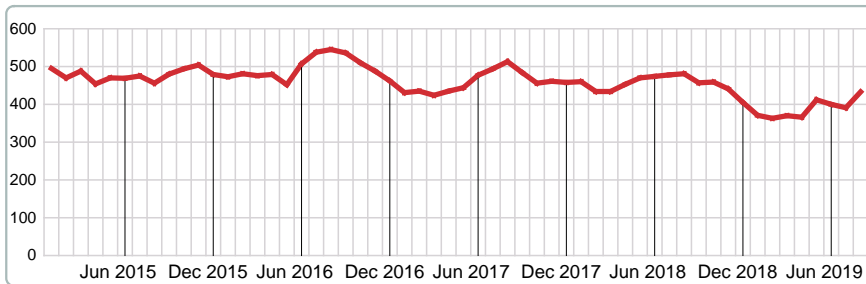
### END OF AUGUST



### ACTIVE DURING AUGUST

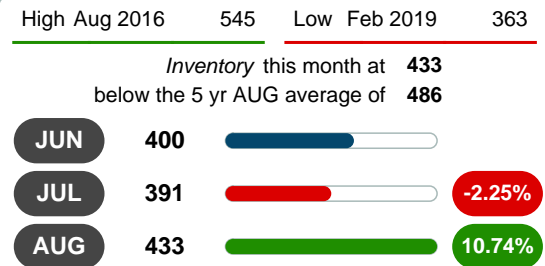


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 486



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	24	5.54%	37.0	7	11	6	0
\$75,001 - \$150,000	73	16.86%	30.0	10	55	7	1
\$150,001 - \$175,000	38	8.78%	42.5	0	27	11	0
\$175,001 - \$275,000	113	26.10%	48.0	10	59	43	1
\$275,001 - \$375,000	74	17.09%	62.5	1	24	39	10
\$375,001 - \$525,000	66	15.24%	65.5	1	12	41	12
\$525,001 and up	45	10.39%	91.0	0	8	16	21
<b>Total Active Inventory by Units</b>	<b>433</b>			<b>29</b>	<b>196</b>	<b>163</b>	<b>45</b>
<b>Total Active Inventory by Volume</b>	<b>143,179,129</b>	<b>100%</b>	<b>52.0</b>	<b>4.12M</b>	<b>44.27M</b>	<b>55.06M</b>	<b>39.72M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$240,000</b>			<b>\$129,900</b>	<b>\$184,900</b>	<b>\$301,063</b>	<b>\$499,999</b>

# August 2019



Area Delimited by County Of Rogers - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

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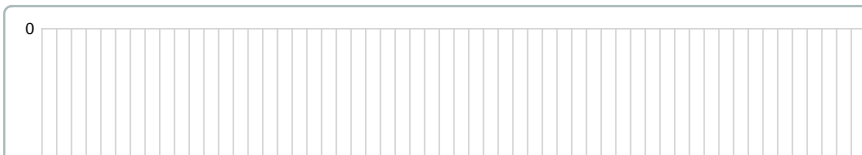
### MSI FOR AUGUST

2015	2016	2017	2018	2019

### INDICATORS FOR AUGUST 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>433</b>	<b>0</b>	<b>0</b>	<b>inf</b>	<b>0.000%</b>
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



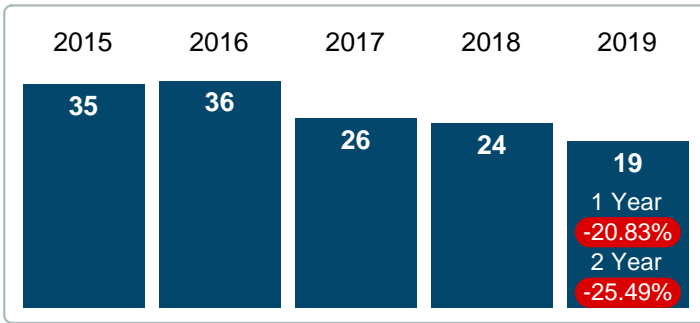
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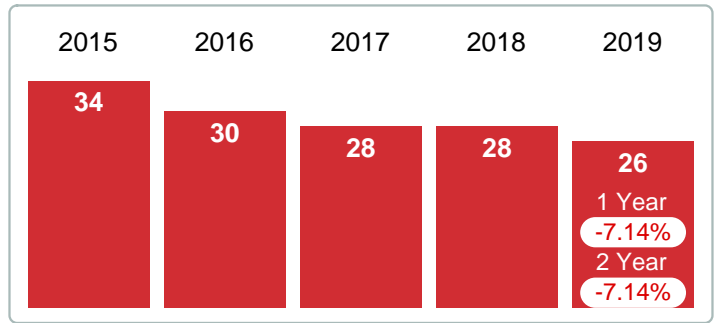
## MEDIAN DAYS ON MARKET TO SALE

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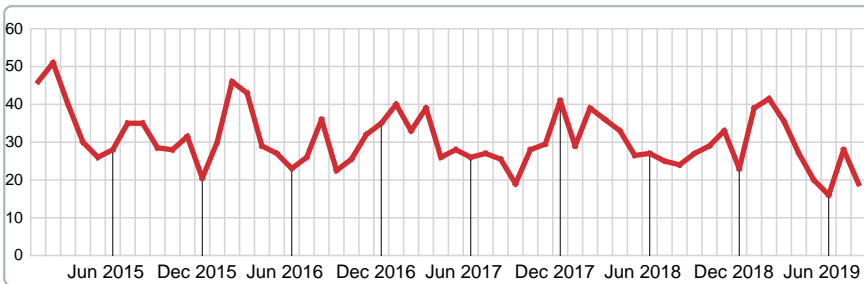
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 28

High Feb 2015 51 Low Jun 2019 16

Median Days on Market to Sale this month at 19 below the 5 yr AUG average of 28



### 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	4.05%	22	37	15	0	0
\$75,001 - \$125,000	16.22%	12	10	11	19	0
\$125,001 - \$150,000	11.49%	19	55	14	0	0
\$150,001 - \$175,000	24.32%	16	54	14	58	1
\$175,001 - \$225,000	16.89%	18	79	17	38	0
\$225,001 - \$350,000	16.22%	45	0	49	41	76
\$350,001 and up	10.81%	33	0	0	16	69
Median Closed DOM		19	41	16	33	54
Total Closed Units	100%	148	10	90	42	6
Total Closed Volume		30,126,398	1.14M	14.26M	12.40M	2.33M



# August 2019



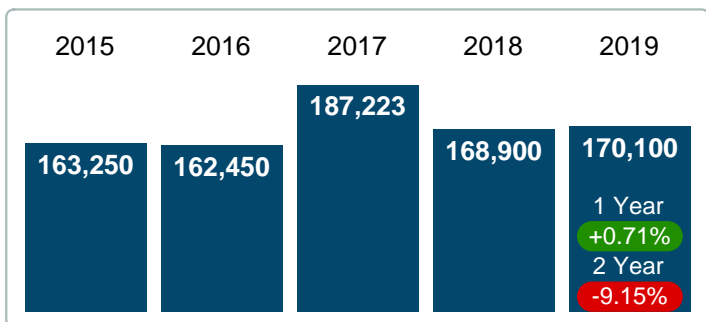
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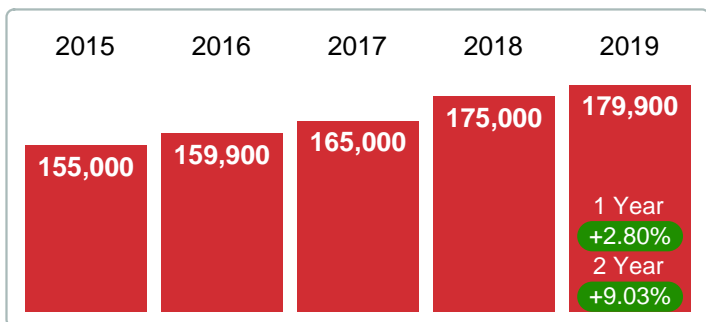
## MEDIAN LIST PRICE AT CLOSING

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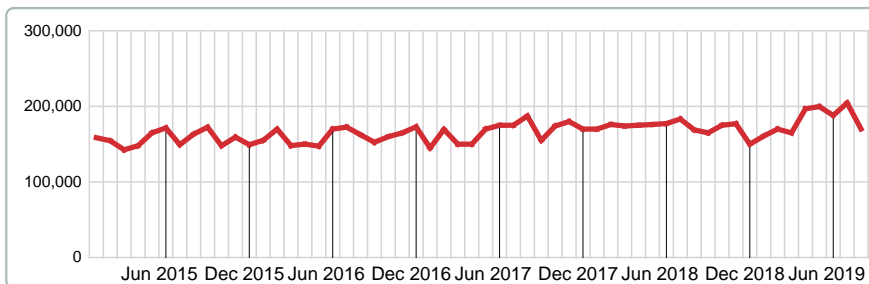
### AUGUST



### YEAR TO DATE (YTD)

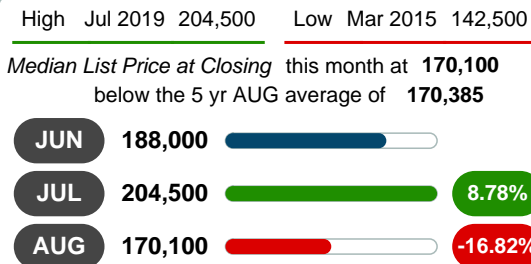


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 170,385



### 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	3.38%	64,000	59,500	65,000	0	0
\$75,001 - \$125,000	16.22%	101,200	97,000	102,500	110,000	0
\$125,001 - \$150,000	10.81%	144,950	130,000	145,000	0	0
\$150,001 - \$175,000	22.30%	165,000	0	164,400	166,784	158,500
\$175,001 - \$225,000	20.27%	195,500	180,000	195,500	206,500	0
\$225,001 - \$350,000	14.86%	267,400	0	259,950	272,450	262,895
\$350,001 and up	12.16%	422,200	0	380,000	417,500	599,000
<b>Median List Price</b>		<b>170,100</b>	<b>109,500</b>	<b>159,900</b>	<b>259,900</b>	<b>349,695</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>170,100</b>	<b>10</b>	<b>90</b>	<b>42</b>	<b>6</b>
<b>Total Closed Volume</b>		<b>30,785,346</b>	<b>1.21M</b>	<b>14.51M</b>	<b>12.66M</b>	<b>2.40M</b>



# August 2019



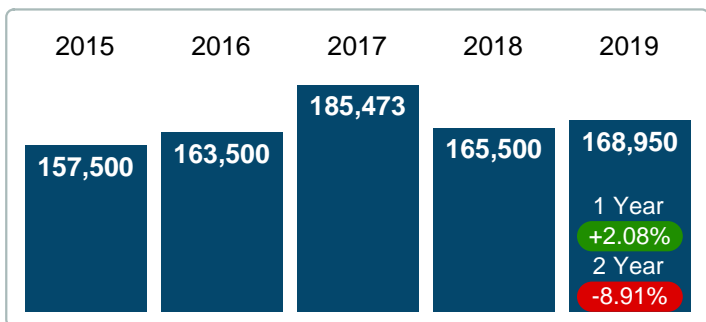
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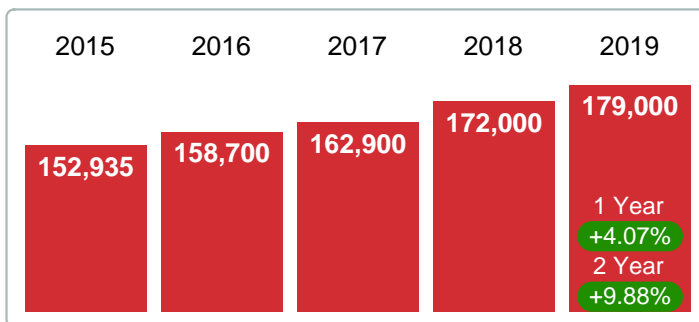
## MEDIAN SOLD PRICE AT CLOSING

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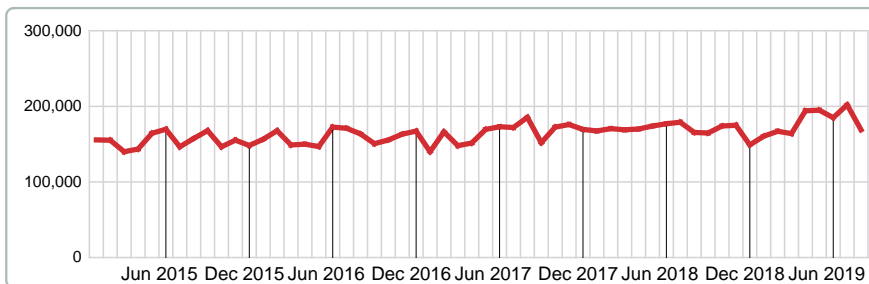
### AUGUST



### YEAR TO DATE (YTD)

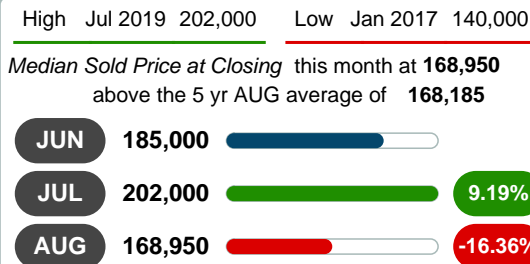


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 168,185



### 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	4.05%	63,063	60,563	64,000	0	0
\$75,001 - \$125,000	16.22%	99,950	92,250	100,000	104,650	0
\$125,001 - \$150,000	11.49%	144,900	141,625	144,900	0	0
\$150,001 - \$175,000	24.32%	165,000	170,000	165,000	165,462	158,500
\$175,001 - \$225,000	16.89%	198,000	190,000	195,500	199,250	0
\$225,001 - \$350,000	16.22%	262,500	0	260,000	277,500	258,150
\$350,001 and up	10.81%	426,250	0	0	420,000	563,000
<b>Median Sold Price</b>		<b>168,950</b>	<b>100,500</b>	<b>157,750</b>	<b>258,500</b>	<b>346,250</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>148</b>	<b>10</b>	<b>90</b>	<b>42</b>	<b>6</b>
<b>Total Closed Volume</b>		<b>30,126,398</b>	<b>1.14M</b>	<b>14.26M</b>	<b>12.40M</b>	<b>2.33M</b>

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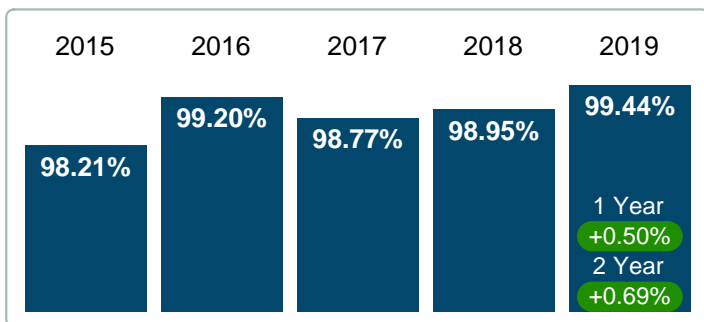
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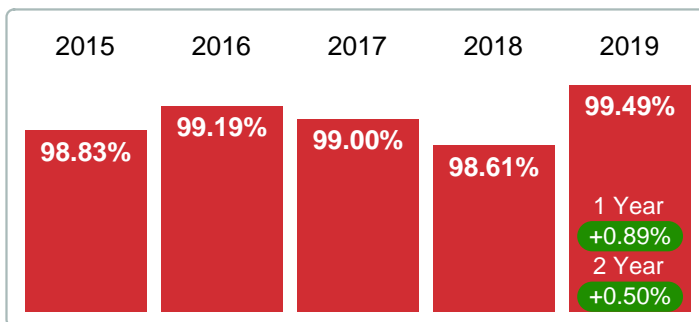
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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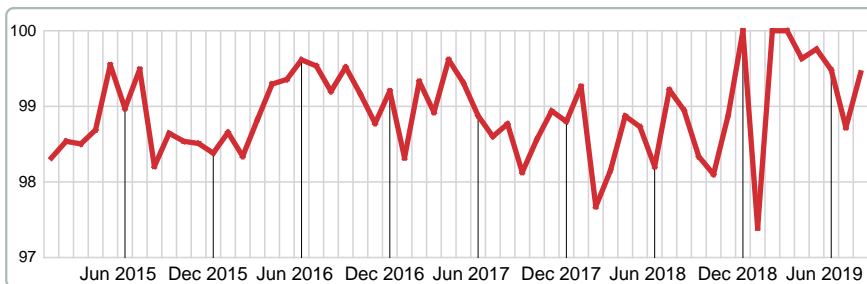
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

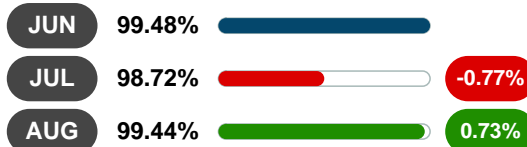


### 3 MONTHS

5 year AUG AVG = 98.91%

High Mar 2019 100.00% Low Jan 2019 97.39%

Median Sold/List Ratio this month at **99.44%**  
equal to 5 yr AUG average of **98.91%**



### 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	6	4.05%	96.67%	101.66%	92.82%	0.00%	0.00%	
\$75,001 - \$125,000	24	16.22%	97.41%	93.35%	97.80%	95.14%	0.00%	
\$125,001 - \$150,000	17	11.49%	100.00%	92.92%	100.00%	0.00%	0.00%	
\$150,001 - \$175,000	36	24.32%	99.79%	94.44%	100.00%	98.21%	100.00%	
\$175,001 - \$225,000	25	16.89%	100.00%	95.05%	100.00%	99.75%	0.00%	
\$225,001 - \$350,000	24	16.22%	98.61%	0.00%	100.00%	98.45%	98.23%	
\$350,001 and up	16	10.81%	98.13%	0.00%	0.00%	98.82%	96.43%	
Median Sold/List Ratio		99.44%		96.13%	100.00%	98.84%	98.23%	
Total Closed Units		148	100%	99.44%	10	90	42	6
Total Closed Volume		30,126,398			1.14M	14.26M	12.40M	2.33M

# August 2019



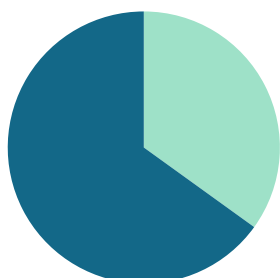
Area Delimited by County Of Rogers - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

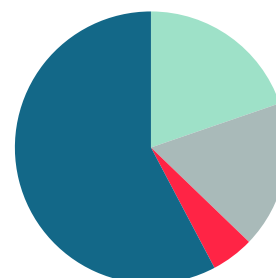


**Inventory**  
 New Listings  
**210 = 34.94%**  
 Start Inventory  
**391**  
 Total Inventory Units  
**601**  
 Volume  
**\$184,687,028**

### 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%
Median List Price	168,900	170,100	0.71%	175,000	179,900	2.80%
Median Sale Price	165,500	168,950	2.08%	172,000	179,000	4.07%
Median Percent of Selling Price to List Price	98.95%	99.44%	0.50%	98.62%	99.49%	0.89%
Median Days on Market to Sale	24.00	19.00	-20.83%	28.00	26.00	-7.14%
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

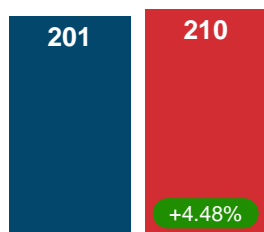
**Inventory** on August 31, 2019 = **433**

**2018** **2019**

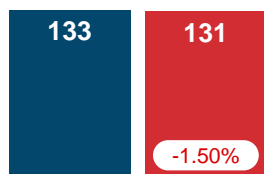
### AUGUST MARKET

### MEDIAN PRICES

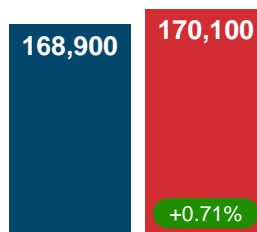
#### New Listings



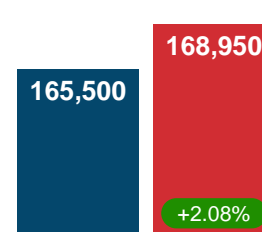
#### Pending Listings



#### List Price



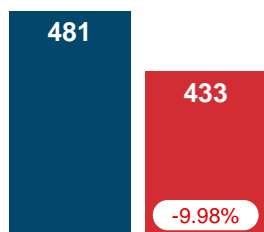
#### Sale Price



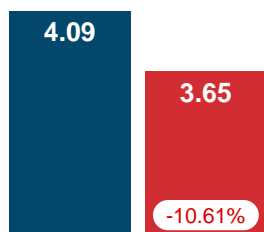
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

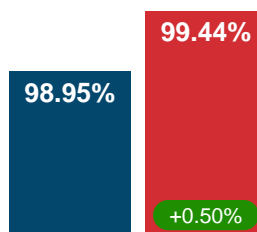
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

