

December 2019



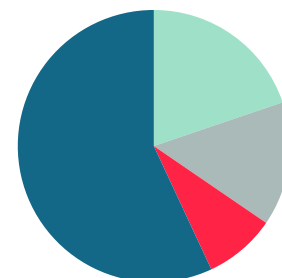
Area Delimited by County Of Rogers - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 26, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2018	2019	+/-%
Closed Listings	94	114	21.28%
Pending Listings	91	85	-6.59%
New Listings	111	102	-8.11%
Average List Price	209,019	211,171	1.03%
Average Sale Price	202,673	207,394	2.33%
Average Percent of Selling Price to List Price	97.48%	98.09%	0.63%
Average Days on Market to Sale	43.01	41.12	-4.39%
End of Month Inventory	405	328	-19.01%
Months Supply of Inventory	3.40	2.62	-22.90%



■ Closed (19.79%)
■ Pending (14.76%)
■ Other OffMarket (8.51%)
■ Active (56.94%)

Absorption: Last 12 months, an Average of **125** Sales/Month
Active Inventory as of December 31, 2019 = **328**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2019 decreased **19.01%** to 328 existing homes available for sale. Over the last 12 months this area has had an average of 125 closed sales per month. This represents an unsold inventory index of **2.62** 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 **2.33%** in December 2019 to \$207,394 versus the previous year at \$202,673.

Average Days on Market Shortens

The average number of **41.12** days that homes spent on the market before selling decreased by 1.89 days or **4.39%** in December 2019 compared to last year's same month at **43.01** DOM.

Sales Success for December 2019 is Positive

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

There were 102 New Listings in December 2019, down **8.11%** from last year at 111. Furthermore, there were 114 Closed Listings this month versus last year at 94, a **21.28%** increase.

Closed versus Listed trends yielded a **111.8%** ratio, up from previous year's, December 2018, at **84.7%**, a **31.98%** 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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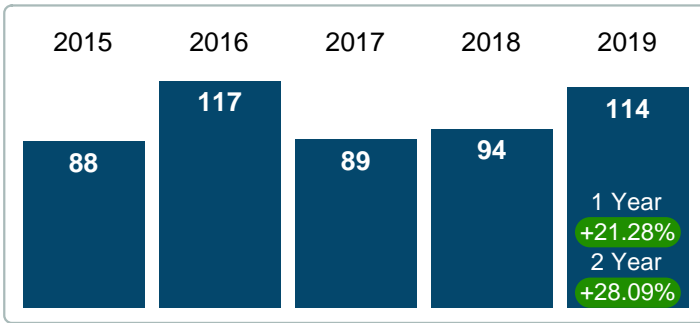
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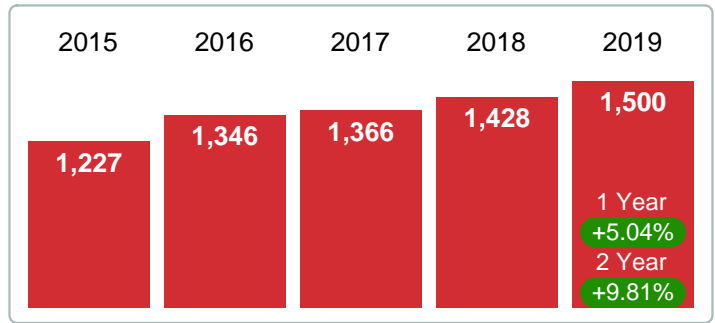
CLOSED LISTINGS

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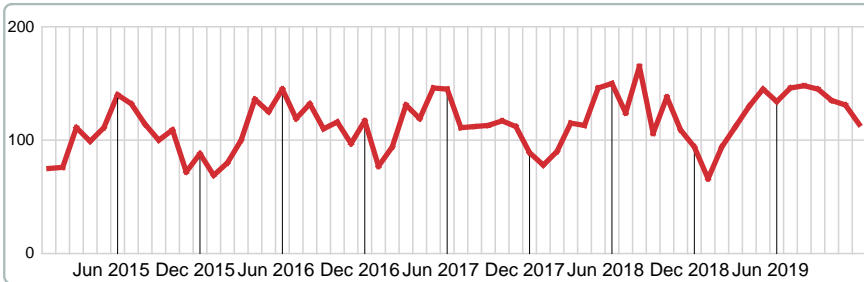
DECEMBER



YEAR TO DATE (YTD)

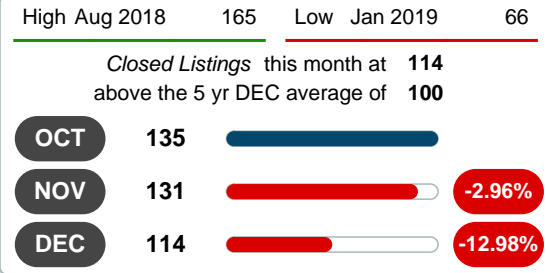


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 100



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	10	8.77%	34.0	5	3	2	0
\$75,001 - \$125,000	11	9.65%	33.9	2	8	1	0
\$125,001 - \$150,000	14	12.28%	29.3	1	11	1	1
\$150,001 - \$200,000	35	30.70%	39.4	0	22	13	0
\$200,001 - \$250,000	16	14.04%	48.1	0	10	5	1
\$250,001 - \$350,000	15	13.16%	37.4	0	8	6	1
\$350,001 and up	13	11.40%	65.8	0	3	8	2
Total Closed Units	114			8	65	36	5
Total Closed Volume	23,642,969	100%	41.1	564.00K	12.30M	9.06M	1.72M
Average Closed Price	\$207,394			\$70,500	\$189,175	\$251,797	\$343,580

December 2019



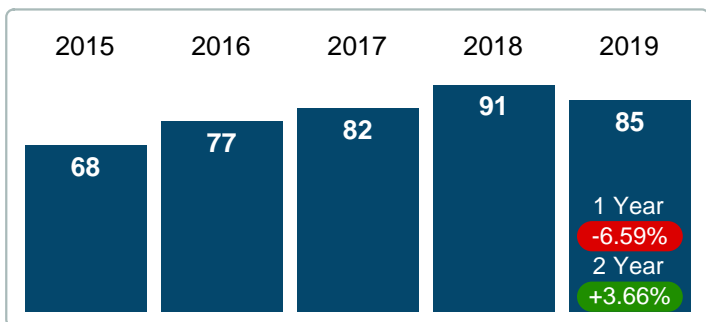
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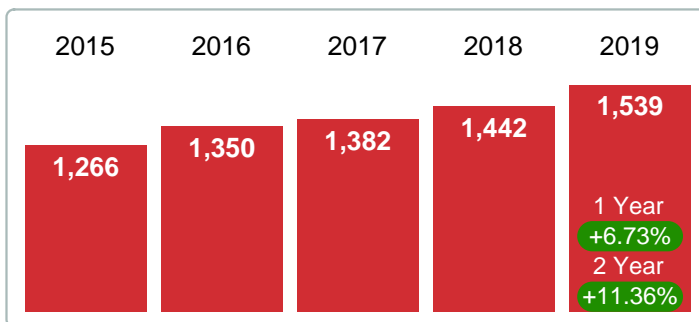
PENDING LISTINGS

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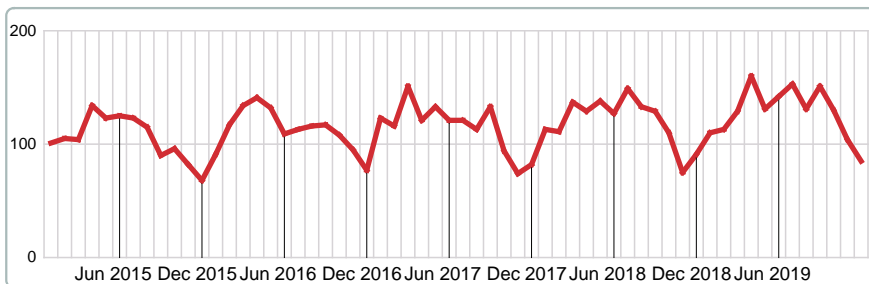
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 81

High Apr 2019 160 Low Dec 2015 68

Pending Listings this month at **85**
above the 5 yr DEC average of **81**



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	8	9.41%	56.3	3	4	1	0
\$75,001 - \$125,000	12	14.12%	29.3	3	8	1	0
\$125,001 - \$150,000	11	12.94%	34.4	2	9	0	0
\$150,001 - \$225,000	14	16.47%	38.4	0	10	4	0
\$225,001 - \$275,000	18	21.18%	27.8	0	9	8	1
\$275,001 - \$375,000	10	11.76%	37.9	0	3	7	0
\$375,001 and up	12	14.12%	43.8	0	2	9	1
Total Pending Units	85			8	45	30	2
Total Pending Volume	18,897,237	100%	36.6	754.80K	8.03M	9.45M	664.00K
Average Listing Price	\$223,271			\$94,350	\$178,511	\$314,848	\$332,000

December 2019



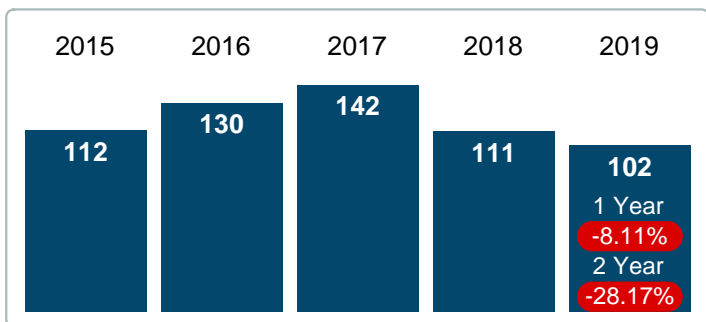
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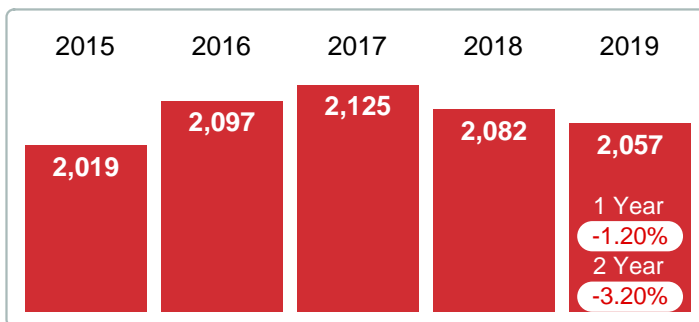
NEW LISTINGS

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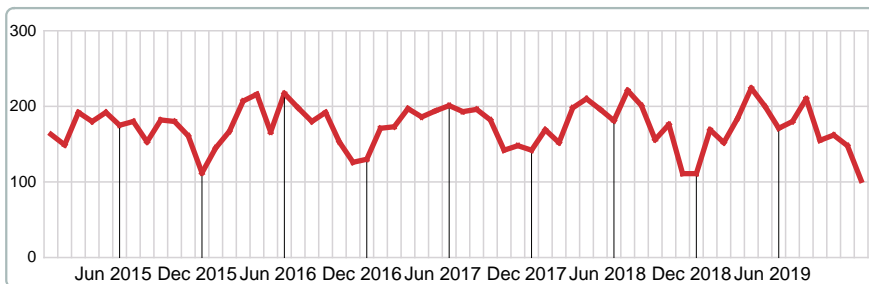
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

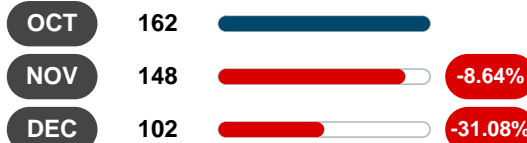


3 MONTHS

5 year DEC AVG = 119

High Apr 2019 224 Low Dec 2019 102

New Listings this month at 102 below the 5 yr DEC average of 119



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	10	9.80%	4	5	1	0
\$100,001 - \$125,000	5	4.90%	2	3	0	0
\$125,001 - \$175,000	17	16.67%	4	12	0	1
\$175,001 - \$275,000	27	26.47%	0	10	16	1
\$275,001 - \$375,000	16	15.69%	1	5	9	1
\$375,001 - \$450,000	14	13.73%	1	4	8	1
\$450,001 and up	13	12.75%	0	1	10	2
Total New Listed Units	102		12	40	44	6
Total New Listed Volume	29,932,634	100%	1.71M	9.08M	16.01M	3.13M
Average New Listed Listing Price	\$263,675		\$142,567	\$226,939	\$363,882	\$522,250

December 2019



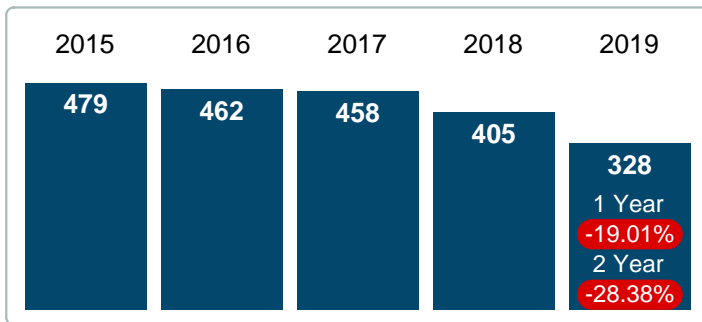
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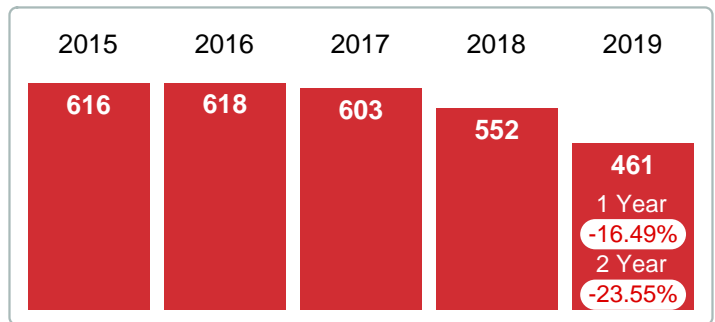
ACTIVE INVENTORY

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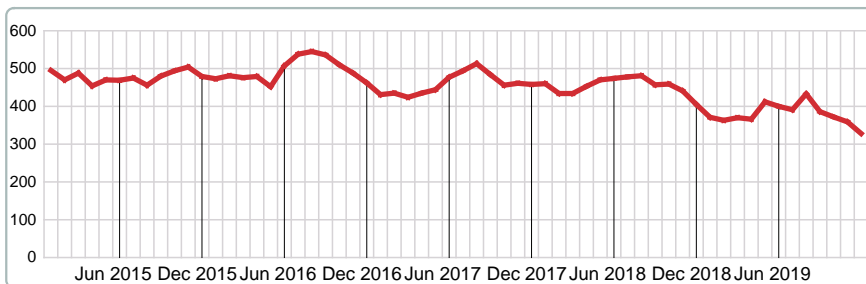
END OF DECEMBER



ACTIVE DURING DECEMBER

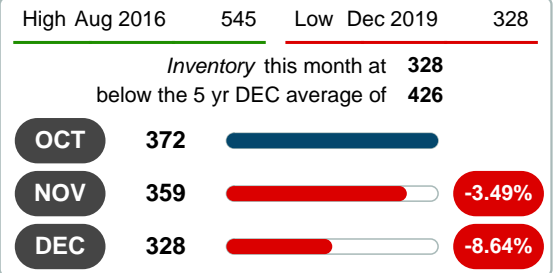


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 426



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	33	10.06%	71.3	13	16	4	0
\$100,001 - \$150,000	28	8.54%	65.9	6	19	3	0
\$150,001 - \$175,000	32	9.76%	79.3	2	21	7	2
\$175,001 - \$325,000	113	34.45%	78.5	1	56	49	7
\$325,001 - \$375,000	31	9.45%	82.4	0	8	21	2
\$375,001 - \$550,000	57	17.38%	82.1	1	11	39	6
\$550,001 and up	34	10.37%	90.8	0	5	12	17
Total Active Inventory by Units			328	23	136	135	34
Total Active Inventory by Volume			111,601,629	2.52M	32.33M	47.88M	28.88M
Average Active Inventory Listing Price			\$340,249	\$109,443	\$237,699	\$354,649	\$849,406

December 2019



Area Delimited by County Of Rogers - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 26, 2023 for MLS Technology Inc.

MSI FOR DECEMBER

2015	2016	2017	2018	2019

INDICATORS FOR DECEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
328	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 DEC AVG = inf

High Dec 2019	inf	Low Dec 2019	inf
Months Supply this month at inf equal to 5 yr DEC average of inf			
OCT	inf		%
NOV	inf		%
DEC	inf		%

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	33		10.06%	2.26	3.00	1.79	3.00	0.00	
\$100,001 - \$150,000	28		8.54%	1.10	3.43	0.93	1.09	0.00	
\$150,001 - \$175,000	32		9.76%	1.63	4.00	1.42	1.68	12.00	
\$175,001 - \$325,000	113		34.45%	2.53	0.63	2.50	2.65	3.11	
\$325,001 - \$375,000	31		9.45%	4.09	0.00	4.80	4.06	2.67	
\$375,001 - \$550,000	57		17.38%	6.11	0.00	7.33	6.16	4.00	
\$550,001 and up	34		10.37%	9.49	0.00	20.00	6.86	10.74	
Market Supply of Inventory (MSI)		2.62			2.82	1.94	3.38	5.04	
Total Active Inventory by Units		328	100%	2.62	23	136	135	34	

December 2019



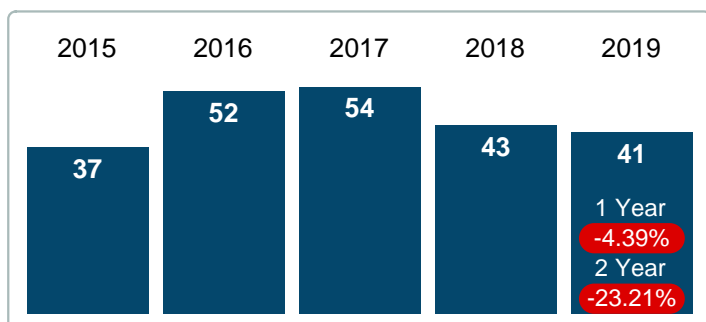
Area Delimited by County Of Rogers - Residential Property Type



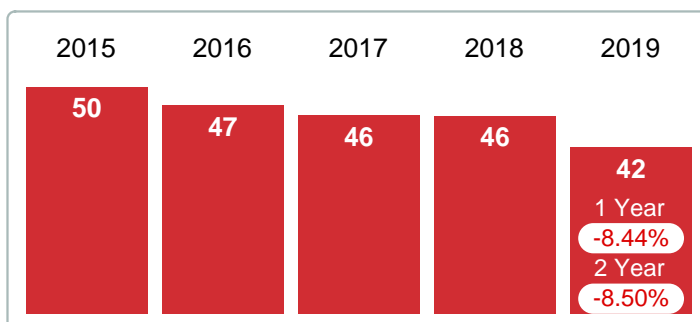
AVERAGE DAYS ON MARKET TO SALE

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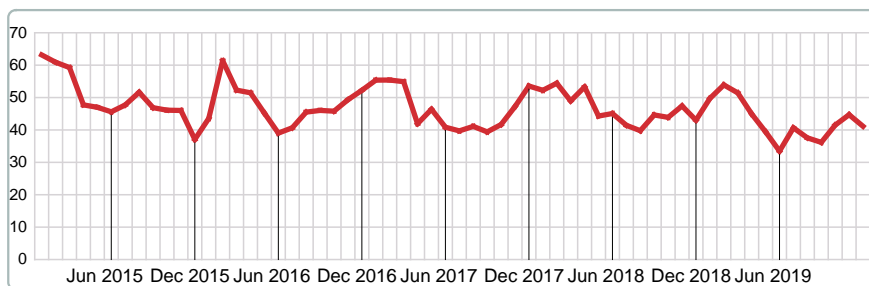
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 45

High Jan 2015 63 Low Jun 2019 33

Average Days on Market to Sale this month at 41 below the 5 yr DEC average of 45



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	8.77%	34	22	43	50	0
\$75,001 - \$125,000	9.65%	34	63	22	74	0
\$125,001 - \$150,000	12.28%	29	16	32	14	28
\$150,001 - \$200,000	30.70%	39	0	29	57	0
\$200,001 - \$250,000	14.04%	48	0	54	36	50
\$250,001 - \$350,000	13.16%	37	0	19	53	89
\$350,001 and up	11.40%	66	0	29	85	43
Average Closed DOM		41	32	32	59	50
Total Closed Units	100%	41	8	65	36	5
Total Closed Volume		23,642,969	564.00K	12.30M	9.06M	1.72M

December 2019



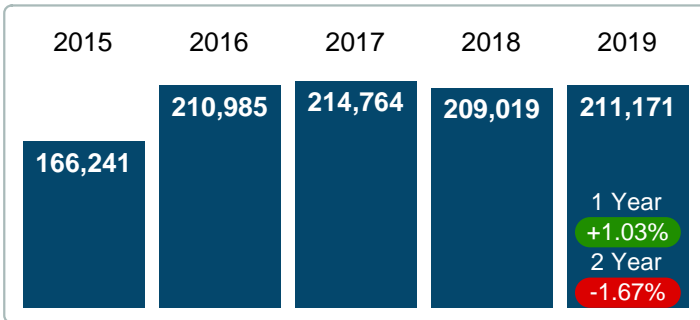
Area Delimited by County Of Rogers - Residential Property Type



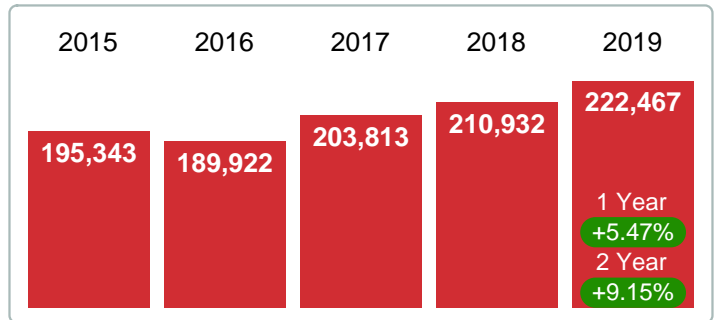
AVERAGE LIST PRICE AT CLOSING

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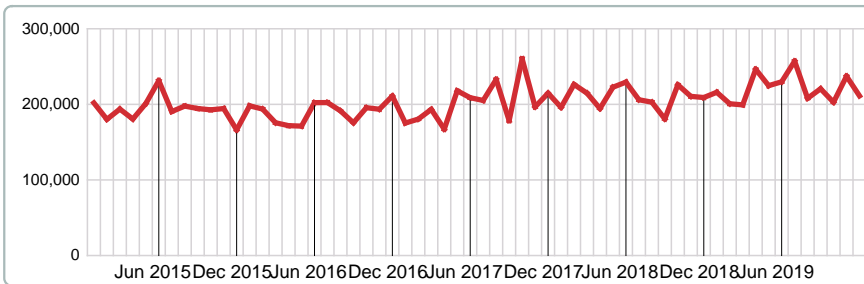
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

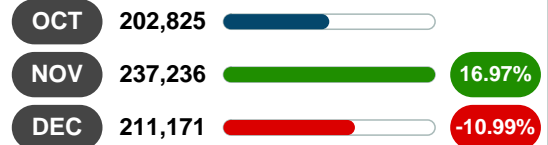


3 MONTHS

5 year DEC AVG = 202,436

High Oct 2017 260,276 Low Dec 2015 166,241

Average List Price at Closing this month at **211,171**
above the 5 yr DEC average of **202,436**



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	7.89%	50,572	51,080	70,000	47,375	0
\$75,001 - \$125,000	10.53%	102,813	109,950	99,388	118,750	0
\$125,001 - \$150,000	13.16%	139,855	135,900	138,011	150,000	138,900
\$150,001 - \$200,000	28.95%	172,836	0	169,788	178,474	0
\$200,001 - \$250,000	14.91%	226,648	0	232,410	221,185	229,900
\$250,001 - \$350,000	12.28%	302,701	0	309,452	292,217	410,000
\$350,001 and up	12.28%	463,736	0	464,967	449,176	547,000
Average List Price		211,171	76,400	191,587	253,786	374,560
Total Closed Units	100%	211,171	8	65	36	5
Total Closed Volume		24,073,474	611.20K	12.45M	9.14M	1.87M

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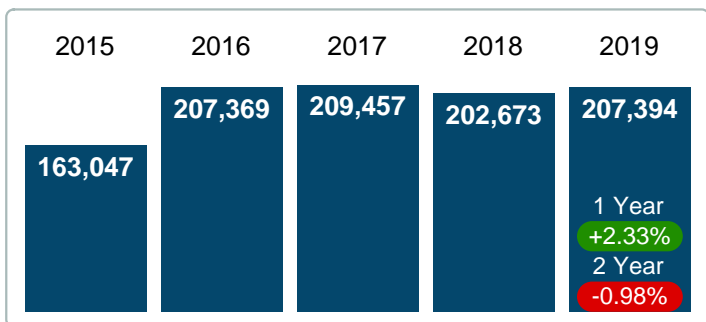
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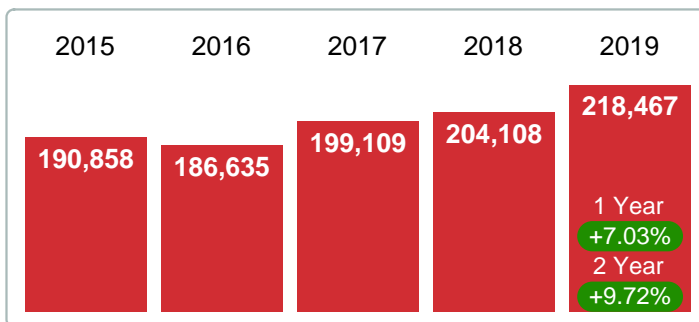
AVERAGE SOLD PRICE AT CLOSING

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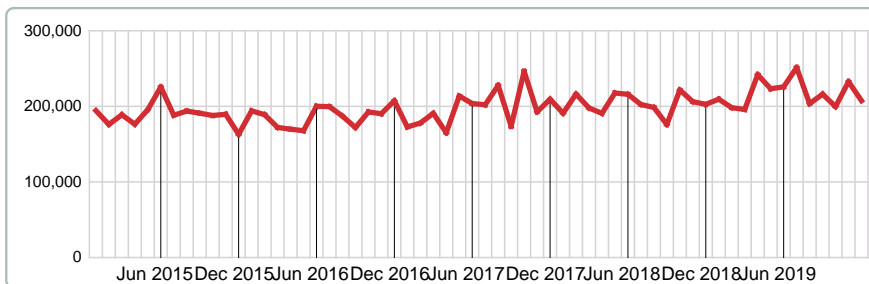
DECEMBER



YEAR TO DATE (YTD)

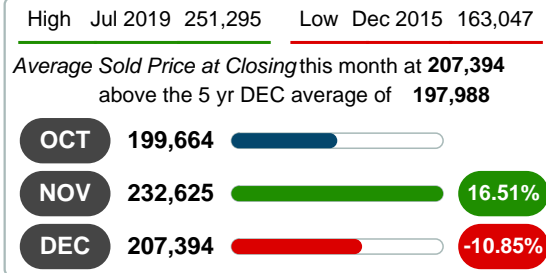


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 197,988



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	10	8.77%	48,675	45,600	61,667	36,875	0
\$75,001 - \$125,000	11	9.65%	99,255	100,500	99,475	95,000	0
\$125,001 - \$150,000	14	12.28%	137,934	135,000	137,926	140,000	138,900
\$150,001 - \$200,000	35	30.70%	172,987	0	169,209	179,380	0
\$200,001 - \$250,000	16	14.04%	226,402	0	229,240	220,205	229,000
\$250,001 - \$350,000	15	13.16%	303,541	0	308,181	293,777	325,000
\$350,001 and up	13	11.40%	454,097	0	439,310	445,041	512,500
Average Sold Price			207,394	70,500	189,175	251,797	343,580
Total Closed Units		100%	207,394	8	65	36	5
Total Closed Volume			23,642,969	564.00K	12.30M	9.06M	1.72M

December 2019



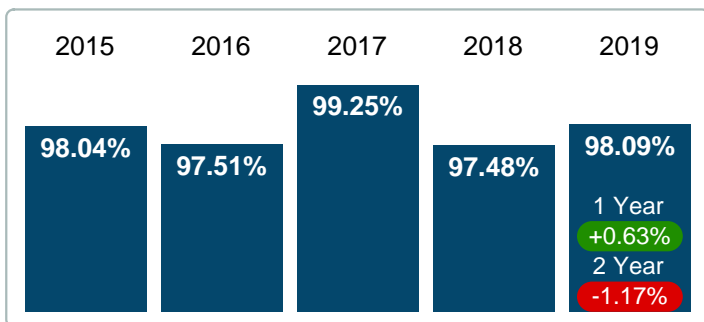
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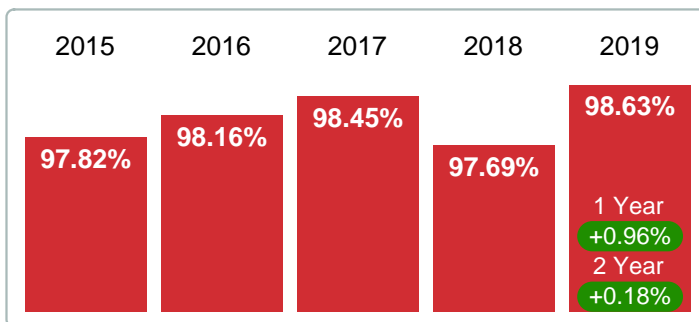
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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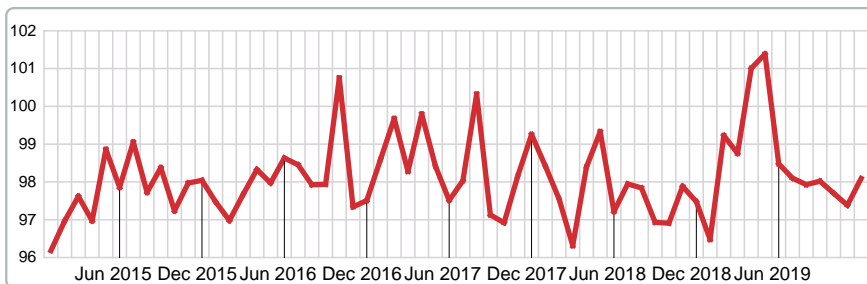
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

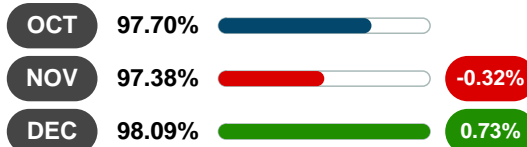


3 MONTHS

5 year DEC AVG = 98.08%

High May 2019 101.38% Low Jan 2015 96.18%

Average Sold/List Ratio this month at **98.09%** equal to 5 yr DEC average of **98.08%**



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	10	8.77%	89.05%	89.10%	94.18%	81.25%	0.00%
\$75,001 - \$125,000	11	9.65%	96.68%	90.78%	100.23%	80.00%	0.00%
\$125,001 - \$150,000	14	12.28%	99.55%	99.34%	100.09%	93.33%	100.00%
\$150,001 - \$200,000	35	30.70%	100.07%	0.00%	99.81%	100.52%	0.00%
\$200,001 - \$250,000	16	14.04%	99.04%	0.00%	98.73%	99.55%	99.61%
\$250,001 - \$350,000	15	13.16%	98.71%	0.00%	99.72%	100.61%	79.27%
\$350,001 and up	13	11.40%	97.47%	0.00%	95.73%	99.25%	92.96%
Average Sold/List Ratio		98.10%		90.80%	99.28%	98.28%	92.96%
Total Closed Units		114	100%	8	65	36	5
Total Closed Volume		23,642,969		564.00K	12.30M	9.06M	1.72M

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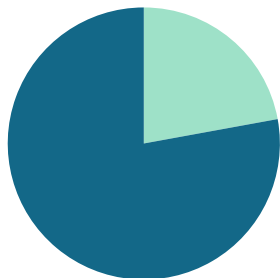
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

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INVENTORY

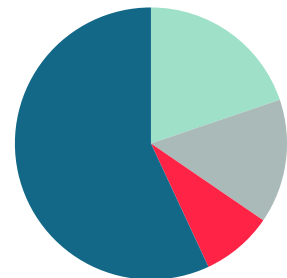


Inventory
 New Listings
102 = 22.13%
 Start Inventory
359
 Total Inventory Units
461
 Volume
\$148,891,744

Market Activity

Closed Sales
114 = 19.79%
 Pending Sales
85 = 14.76%
 Other Off Market
49 = 8.51%
 Active Inventory
328 = 56.94%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	94	114	21.28%	1,428	1,500	5.04%
Pending Sales	91	85	-6.59%	1,442	1,539	6.73%
New Listings	111	102	-8.11%	2,082	2,057	-1.20%
Average List Price	209,019	211,171	1.03%	210,932	222,467	5.47%
Average Sale Price	202,673	207,394	2.33%	204,108	218,467	7.03%
Average Percent of Selling Price to List Price	97.48%	98.09%	0.63%	97.69%	98.63%	0.96%
Average Days on Market to Sale	43.01	41.12	-4.39%	45.90	42.03	-8.44%
Monthly Inventory	405	328	-19.01%	405	328	-19.01%
Months Supply of Inventory	3.40	2.62	-22.90%	3.40	2.62	-22.90%

Absorption: Last 12 months, an Average of **125** Sales/Month

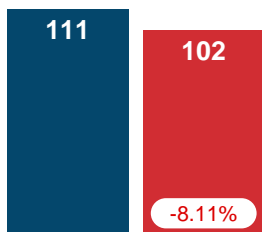
Inventory on December 31, 2019 = **328**

2018 **2019**

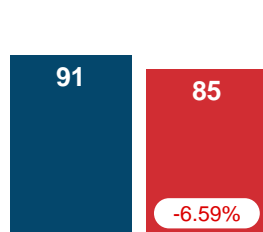
DECEMBER MARKET

AVERAGE PRICES

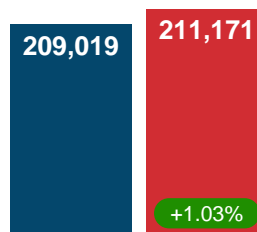
New Listings



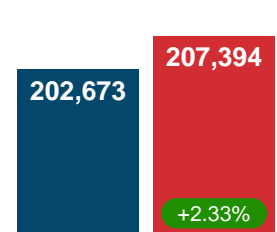
Pending Listings



List Price



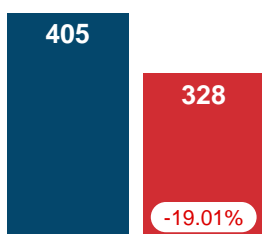
Sale Price



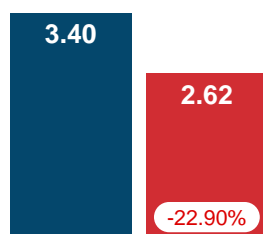
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

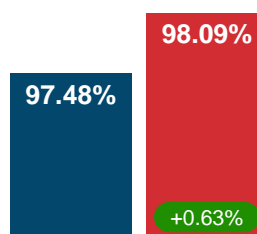
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

