

December 2019



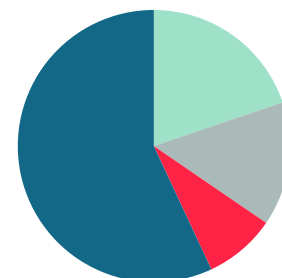
Area Delimited by County Of Rogers - Residential Property Type



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%
Median List Price	149,950	182,400	21.64%
Median Sale Price	149,000	180,500	21.14%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	23.00	22.50	-2.17%
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.

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 **21.14%** in December 2019 to \$180,500 versus the previous year at \$149,000.

Median Days on Market Shortens

The median number of **22.50** days that homes spent on the market before selling decreased by 0.50 days or **2.17%** in December 2019 compared to last year's same month at **23.00** DOM.

Sales Success for December 2019 is Positive

Overall, with Median 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

December 2019



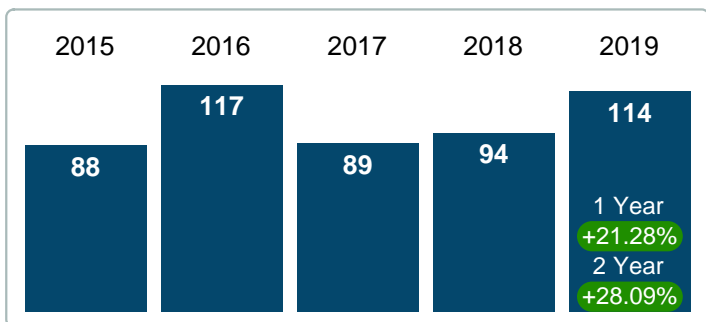
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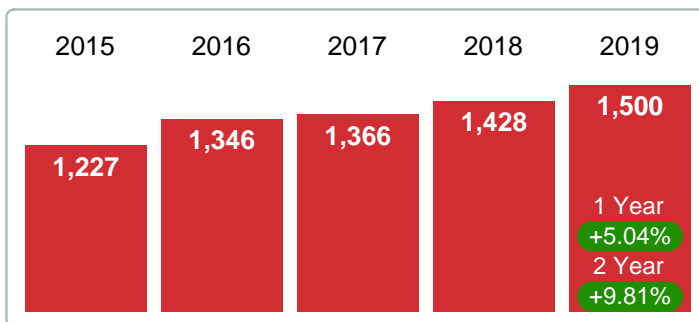
CLOSED LISTINGS

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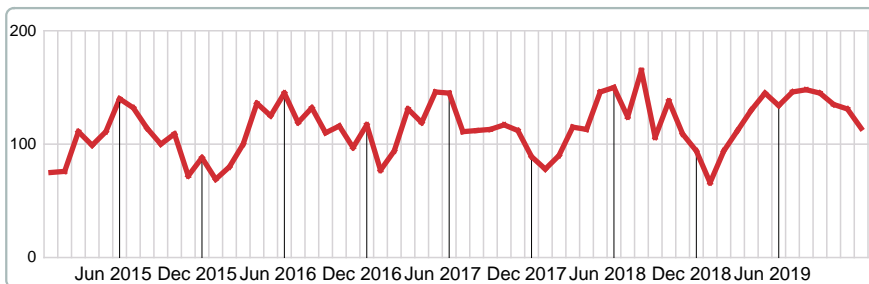
DECEMBER



YEAR TO DATE (YTD)

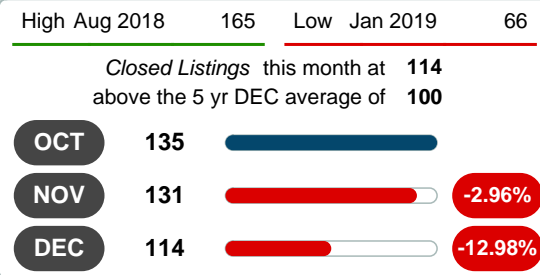


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 100



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	10	8.77%	17.0	5	3	2	0
\$75,001 - \$125,000	11	9.65%	12.0	2	8	1	0
\$125,001 - \$150,000	14	12.28%	21.0	1	11	1	1
\$150,001 - \$200,000	35	30.70%	21.0	0	22	13	0
\$200,001 - \$250,000	16	14.04%	29.5	0	10	5	1
\$250,001 - \$350,000	15	13.16%	17.0	0	8	6	1
\$350,001 and up	13	11.40%	40.0	0	3	8	2
Total Closed Units	114			8	65	36	5
Total Closed Volume	23,642,969	100%	22.5	564.00K	12.30M	9.06M	1.72M
Median Closed Price	\$180,500			\$57,250	\$162,500	\$202,512	\$325,000

December 2019



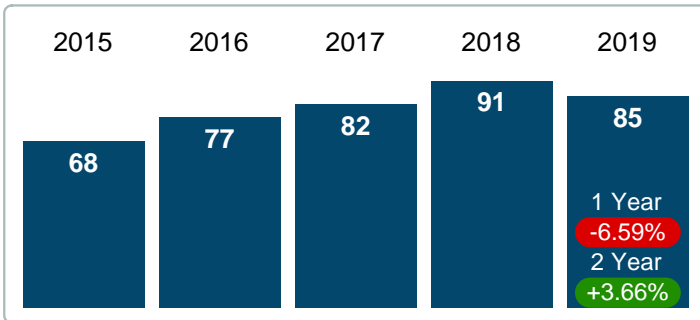
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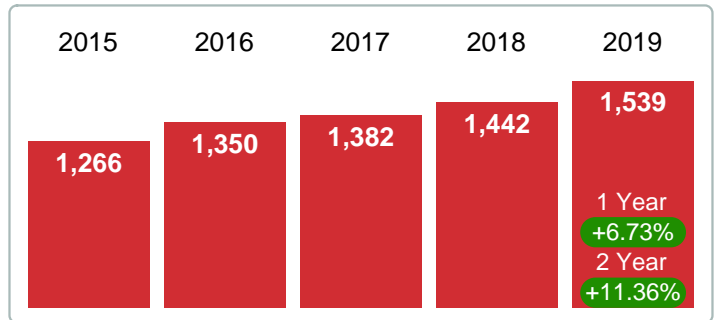
PENDING LISTINGS

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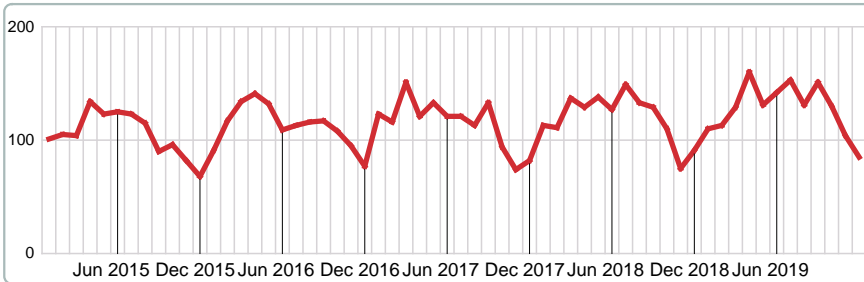
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

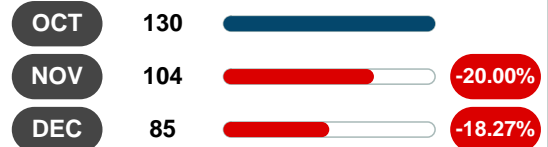


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	8	9.41%	48.0	3	4	1	0
\$75,001 - \$125,000	12	14.12%	22.5	3	8	1	0
\$125,001 - \$150,000	11	12.94%	33.0	2	9	0	0
\$150,001 - \$225,000	14	16.47%	24.0	0	10	4	0
\$225,001 - \$275,000	18	21.18%	25.0	0	9	8	1
\$275,001 - \$375,000	10	11.76%	22.5	0	3	7	0
\$375,001 and up	12	14.12%	15.0	0	2	9	1
Total Pending Units	85			8	45	30	2
Total Pending Volume	18,897,237	100%	24.0	754.80K	8.03M	9.45M	664.00K
Median Listing Price	\$204,000			\$107,450	\$157,000	\$284,000	\$332,000

December 2019



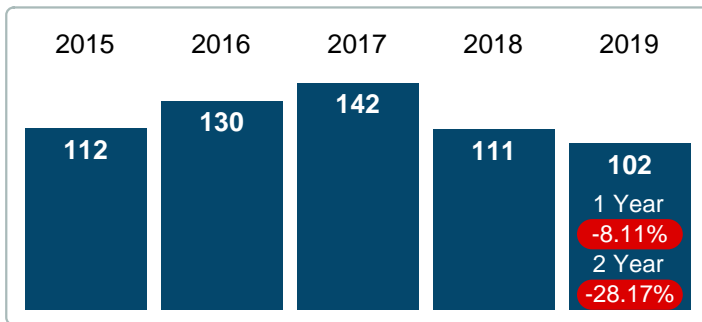
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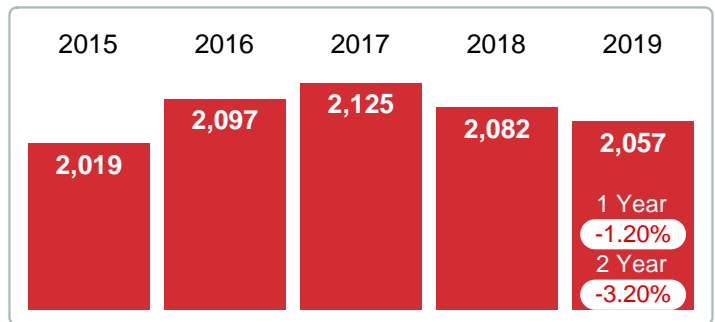
NEW LISTINGS

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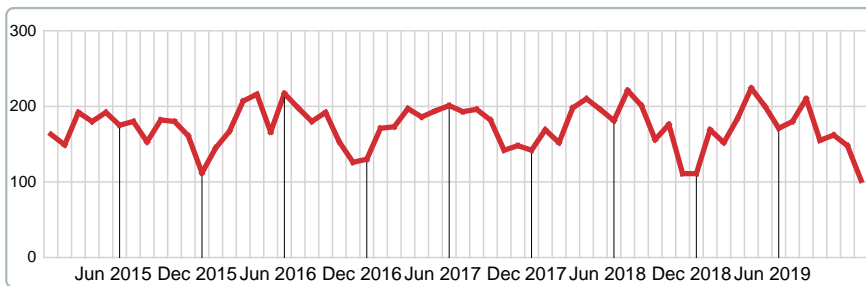
DECEMBER



YEAR TO DATE (YTD)

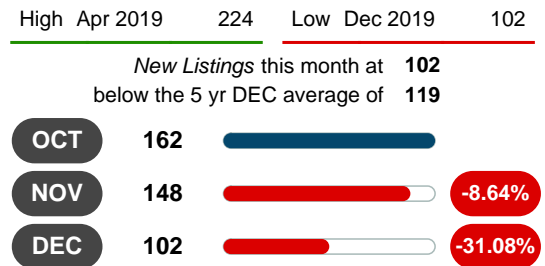


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 119



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
Median New Listed Listing Price	\$254,450		\$122,750	\$177,000	\$319,950	\$341,750

December 2019



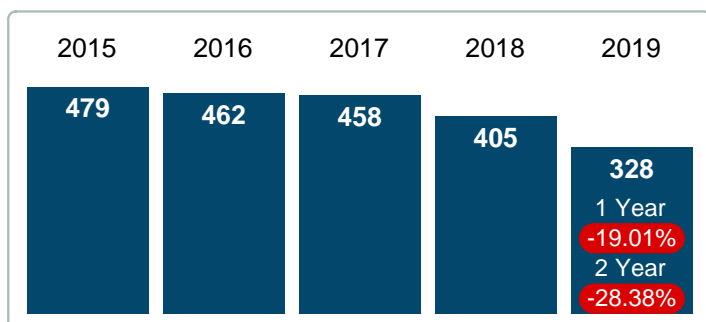
Area Delimited by County Of Rogers - Residential Property Type



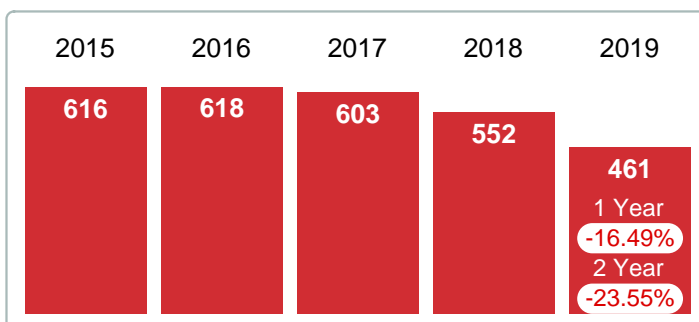
ACTIVE INVENTORY

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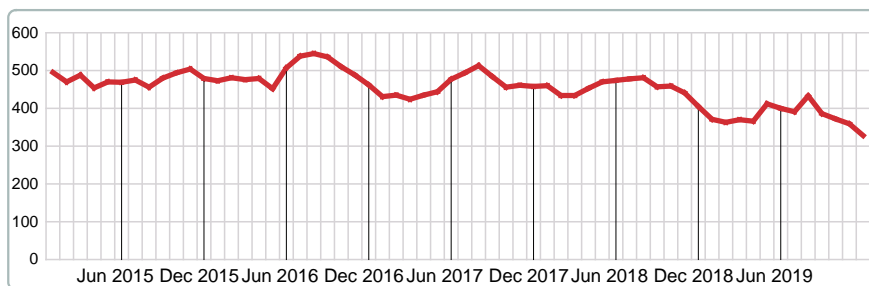
END OF DECEMBER



ACTIVE DURING DECEMBER

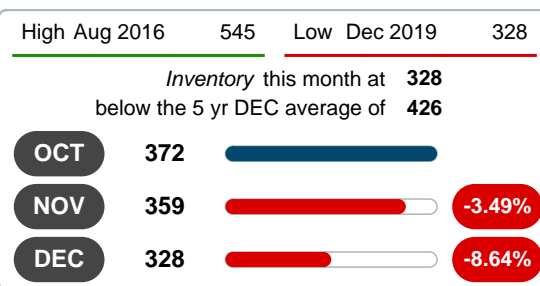


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 426



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$100,000 and less	33	10.06%	54.0	13	16	4	0	
\$100,001 - \$150,000	28	8.54%	60.0	6	19	3	0	
\$150,001 - \$175,000	32	9.76%	76.0	2	21	7	2	
\$175,001 - \$325,000	113	34.45%	61.0	1	56	49	7	
\$325,001 - \$375,000	31	9.45%	77.0	0	8	21	2	
\$375,001 - \$550,000	57	17.38%	76.0	1	11	39	6	
\$550,001 and up	34	10.37%	96.0	0	5	12	17	
Total Active Inventory by Units		328		23	136	135	34	
Total Active Inventory by Volume		111,601,629	100%	75.0	2.52M	32.33M	47.88M	28.88M
Median Active Inventory Listing Price		\$259,900			\$80,000	\$189,900	\$341,000	\$555,000

December 2019



Area Delimited by County Of Rogers - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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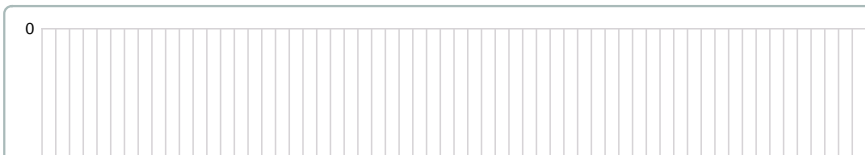
MSI FOR DECEMBER

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



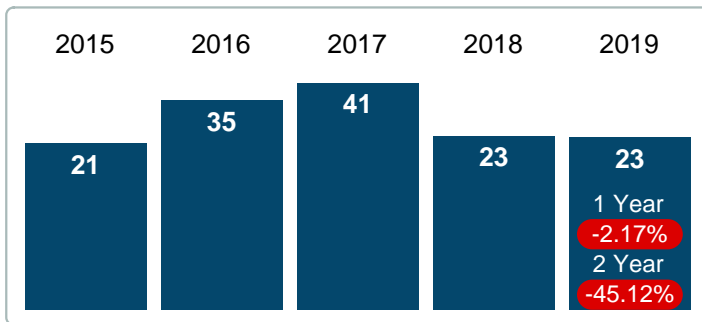
Area Delimited by County Of Rogers - Residential Property Type



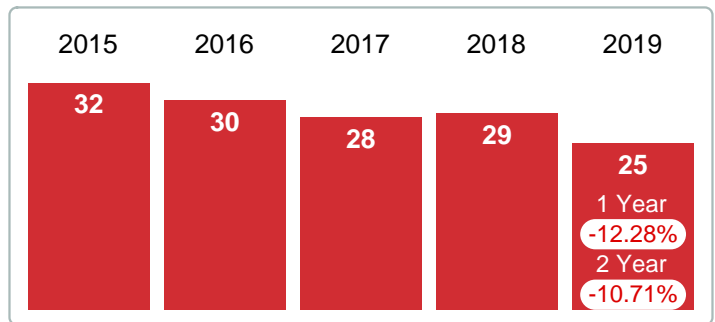
MEDIAN DAYS ON MARKET TO SALE

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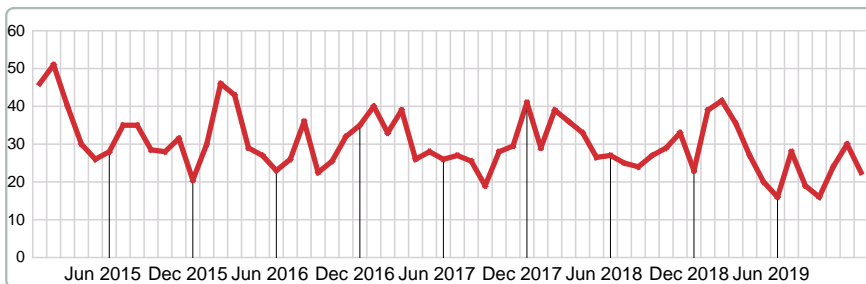
DECEMBER



YEAR TO DATE (YTD)

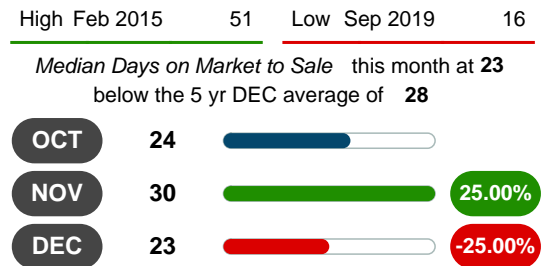


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 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	8.77%	17	14	44	50	0
\$75,001 - \$125,000	9.65%	12	63	9	74	0
\$125,001 - \$150,000	12.28%	21	16	22	14	28
\$150,001 - \$200,000	30.70%	21	0	18	37	0
\$200,001 - \$250,000	14.04%	30	0	23	23	50
\$250,001 - \$350,000	13.16%	17	0	15	36	89
\$350,001 and up	11.40%	40	0	31	99	43
Median Closed DOM		23	16	18	40	50
Total Closed Units	100%	22.5	8	65	36	5
Total Closed Volume		23,642,969	564.00K	12.30M	9.06M	1.72M

December 2019



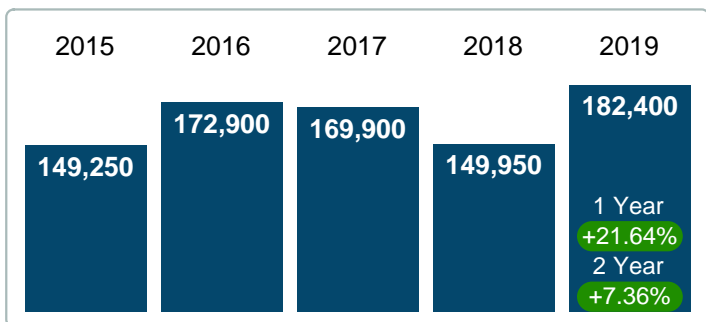
Area Delimited by County Of Rogers - Residential Property Type



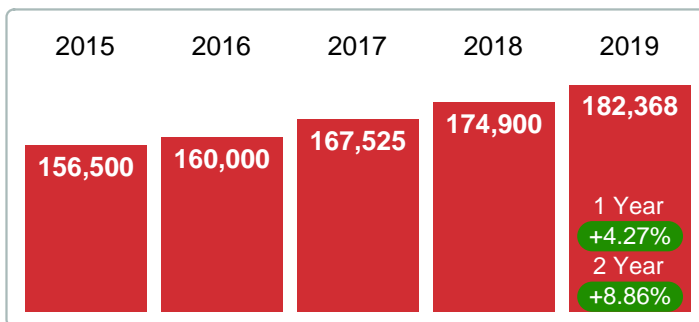
MEDIAN LIST PRICE AT CLOSING

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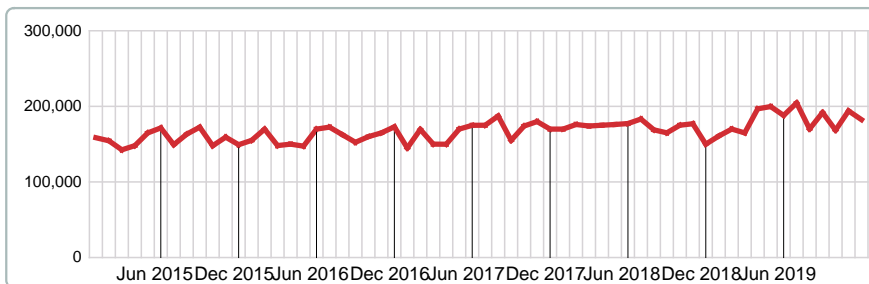
DECEMBER



YEAR TO DATE (YTD)

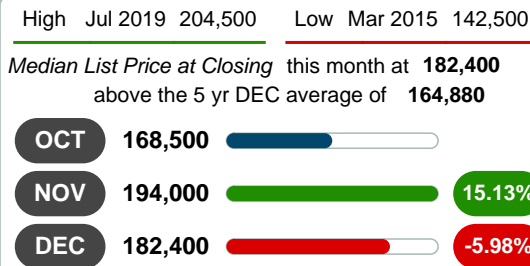


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 164,880



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	7.89%	56,000	58,000	52,500	47,375	0
\$75,001 - \$125,000	10.53%	102,450	89,900	102,450	118,750	0
\$125,001 - \$150,000	13.16%	139,900	132,950	142,500	150,000	138,900
\$150,001 - \$200,000	28.95%	165,900	0	164,950	189,900	0
\$200,001 - \$250,000	14.91%	229,900	0	226,750	227,450	229,900
\$250,001 - \$350,000	12.28%	300,000	0	299,900	300,000	0
\$350,001 and up	12.28%	417,500	0	425,000	427,450	410,000
Median List Price		182,400	66,250	164,900	202,512	405,000
Total Closed Units	100%	182,400	8	65	36	5
Total Closed Volume		24,073,474	611.20K	12.45M	9.14M	1.87M

December 2019



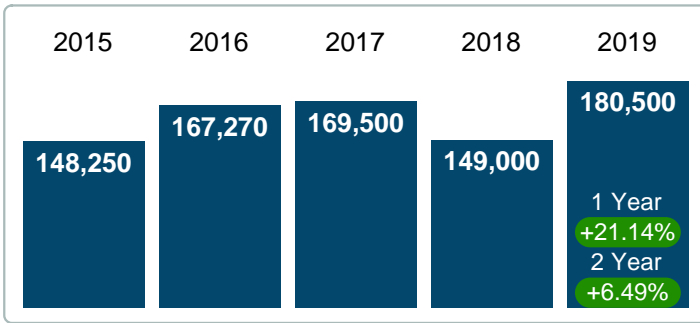
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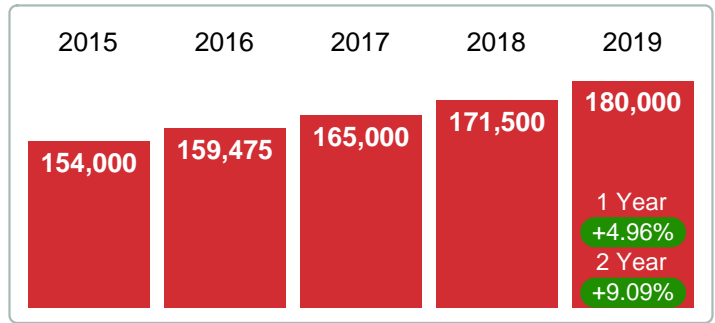
MEDIAN SOLD PRICE AT CLOSING

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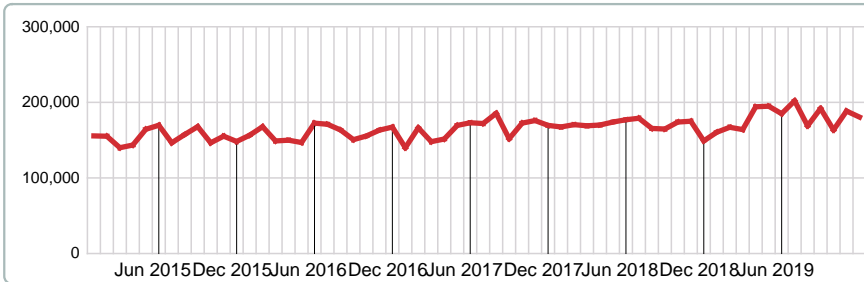
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

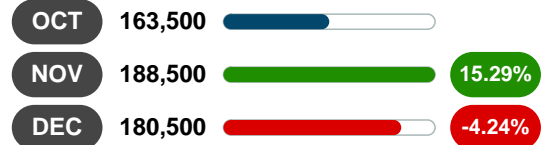


3 MONTHS

5 year DEC AVG = 162,904

High Jul 2019 202,000 Low Jan 2017 140,000

Median Sold Price at Closing this month at **180,500** above the 5 yr DEC average of **162,904**



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	8.77%	52,500	55,000	60,000	36,875	0
\$75,001 - \$125,000	9.65%	95,000	100,500	97,450	95,000	0
\$125,001 - \$150,000	12.28%	139,000	135,000	139,000	140,000	138,900
\$150,001 - \$200,000	30.70%	165,700	0	162,634	189,900	0
\$200,001 - \$250,000	14.04%	229,500	0	231,750	210,000	229,000
\$250,001 - \$350,000	13.16%	309,148	0	312,199	296,625	325,000
\$350,001 and up	11.40%	425,000	0	425,000	433,158	512,500
Median Sold Price		180,500	57,250	162,500	202,512	325,000
Total Closed Units		114	8	65	36	5
Total Closed Volume		23,642,969	564.00K	12.30M	9.06M	1.72M

December 2019



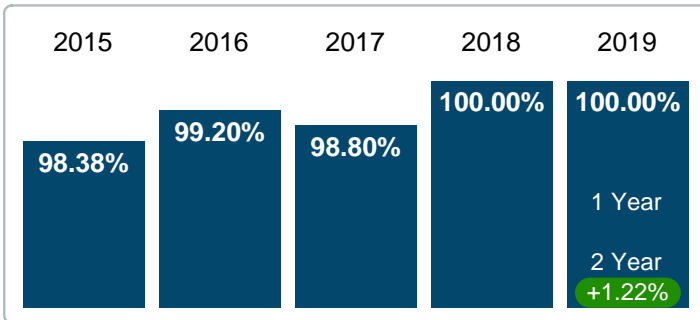
Area Delimited by County Of Rogers - Residential Property Type



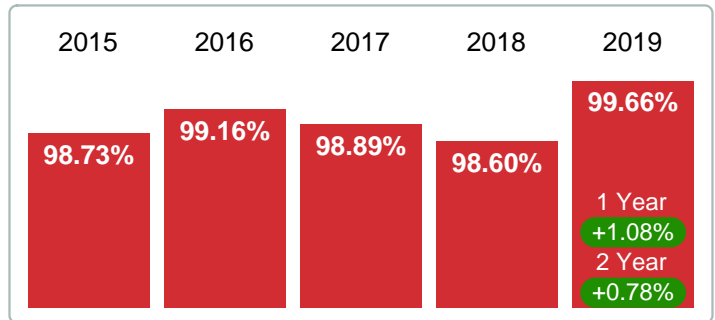
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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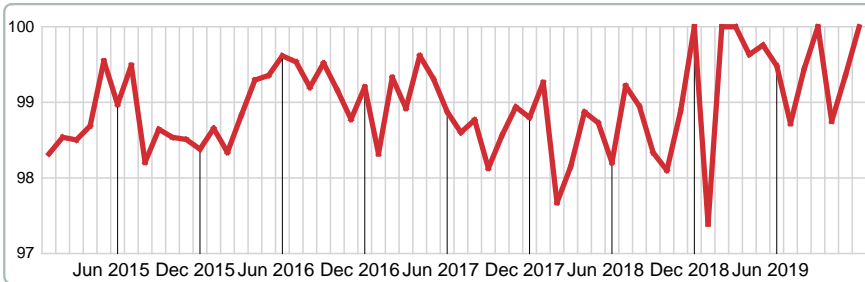
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

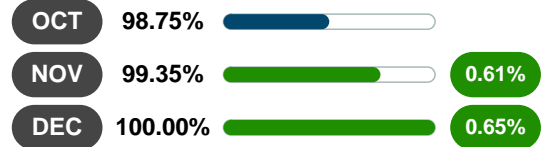


3 MONTHS

5 year DEC AVG = 99.28%

High Dec 2019 100.00% Low Jan 2019 97.39%

Median Sold/List Ratio this month at **100.00%** above the 5 yr DEC average of **99.28%**



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	10	8.77%	86.03%	85.86%	100.00%	81.25%	0.00%
\$75,001 - \$125,000	11	9.65%	98.89%	90.78%	100.00%	80.00%	0.00%
\$125,001 - \$150,000	14	12.28%	99.70%	99.34%	100.00%	93.33%	100.00%
\$150,001 - \$200,000	35	30.70%	100.00%	0.00%	100.00%	100.00%	0.00%
\$200,001 - \$250,000	16	14.04%	99.80%	0.00%	99.79%	100.00%	99.61%
\$250,001 - \$350,000	15	13.16%	99.84%	0.00%	99.39%	100.00%	79.27%
\$350,001 and up	13	11.40%	98.08%	0.00%	100.00%	99.04%	92.96%
Median Sold/List Ratio		100.00%		86.76%	100.00%	100.00%	95.79%
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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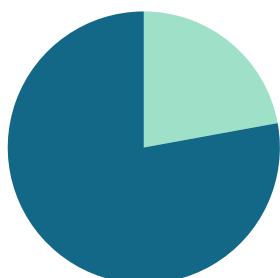
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

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

INVENTORY

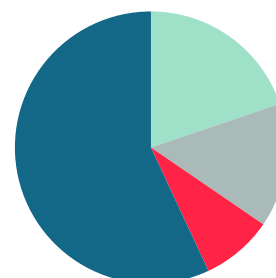


Inventory
 New Listings
102 = 22.13%
 Start Inventory
359
 Total Inventory Units
461
 Volume
\$148,891,744

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%
Median List Price	149,950	182,400	21.64%	174,900	182,368	4.27%
Median Sale Price	149,000	180,500	21.14%	171,500	180,000	4.96%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	98.60%	99.66%	1.08%
Median Days on Market to Sale	23.00	22.50	-2.17%	28.50	25.00	-12.28%
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

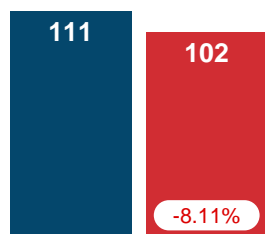
Inventory on December 31, 2019 = **328**

2018 **2019**

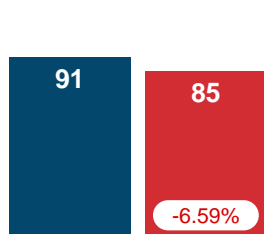
DECEMBER MARKET

MEDIAN PRICES

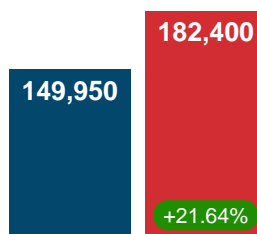
New Listings



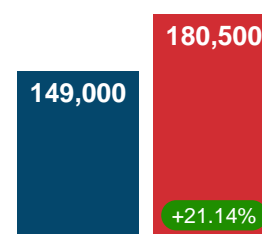
Pending Listings



List Price



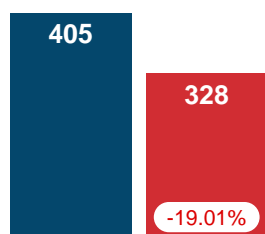
Sale Price



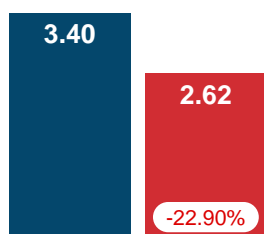
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

