

July 2019



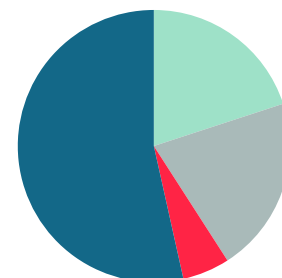
Area Delimited by County Of Rogers - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	July 2019	+/-%
Closed Listings	124	146	17.74%
Pending Listings	149	153	2.68%
New Listings	221	180	-18.55%
Average List Price	206,099	257,135	24.76%
Average Sale Price	202,512	251,295	24.09%
Average Percent of Selling Price to List Price	97.95%	98.10%	0.16%
Average Days on Market to Sale	41.44	40.66	-1.88%
End of Month Inventory	478	391	-18.20%
Months Supply of Inventory	4.22	3.26	-22.75%



■ Closed (19.97%)
■ Pending (20.93%)
■ Other OffMarket (5.61%)
■ Active (53.49%)

Absorption: Last 12 months, an Average of **120** Sales/Month
Active Inventory as of July 31, 2019 = **391**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2019 decreased **18.20%** to 391 existing homes available for sale. Over the last 12 months this area has had an average of 120 closed sales per month. This represents an unsold inventory index of **3.26** 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 **24.09%** in July 2019 to \$251,295 versus the previous year at \$202,512.

Average Days on Market Shortens

The average number of **40.66** days that homes spent on the market before selling decreased by 0.78 days or **1.88%** in July 2019 compared to last year's same month at **41.44** DOM.

Sales Success for July 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 180 New Listings in July 2019, down **18.55%** from last year at 221. Furthermore, there were 146 Closed Listings this month versus last year at 124, a **17.74%** increase.

Closed versus Listed trends yielded a **81.1%** ratio, up from previous year's, July 2018, at **56.1%**, a **44.56%** 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

July 2019



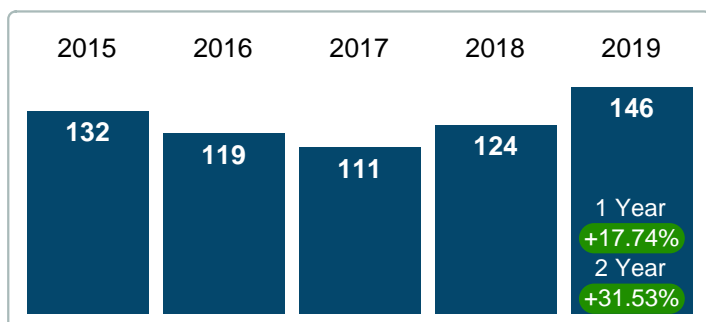
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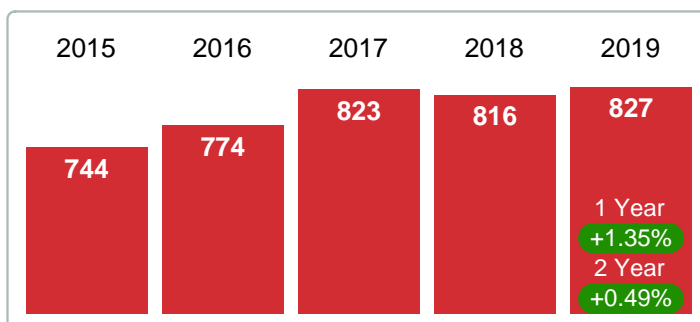
CLOSED LISTINGS

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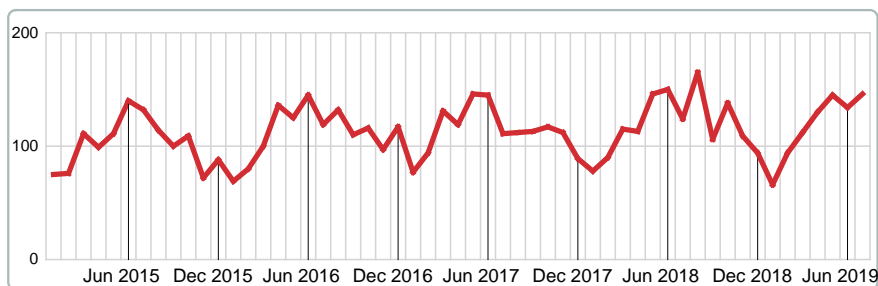
JULY



YEAR TO DATE (YTD)

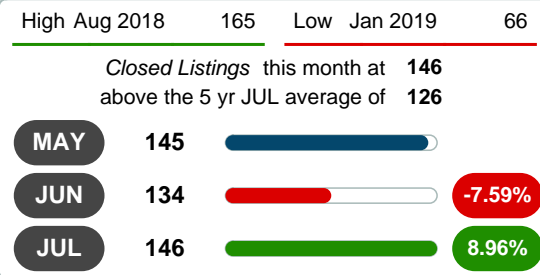


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 126



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	11 <div style="width: 15%;"></div>	7.53%	20.2	2	8	1	0
\$100,001 - \$125,000	16 <div style="width: 20%;"></div>	10.96%	33.1	3	12	1	0
\$125,001 - \$150,000	16 <div style="width: 20%;"></div>	10.96%	43.3	0	11	5	0
\$150,001 - \$275,000	48 <div style="width: 60%;"></div>	32.88%	35.5	0	28	20	0
\$275,001 - \$350,000	23 <div style="width: 30%;"></div>	15.75%	52.0	0	10	11	2
\$350,001 - \$400,000	15 <div style="width: 20%;"></div>	10.27%	43.3	0	2	11	2
\$400,001 and up	17 <div style="width: 25%;"></div>	11.64%	55.3	0	0	11	6
Total Closed Units	146			5	71	60	10
Total Closed Volume	36,689,131	100%	40.7	494.50K	12.92M	17.65M	5.63M
Average Closed Price	\$251,295			\$98,900	\$181,922	\$294,180	\$562,740

July 2019



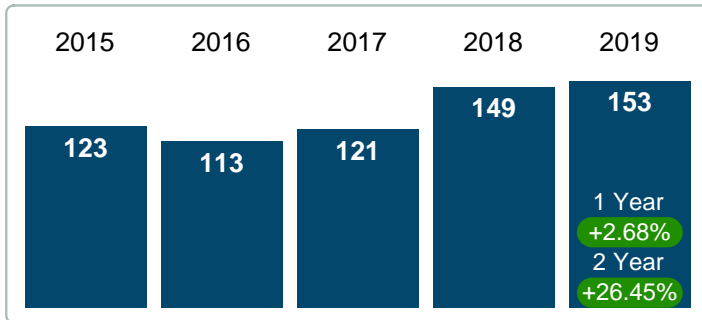
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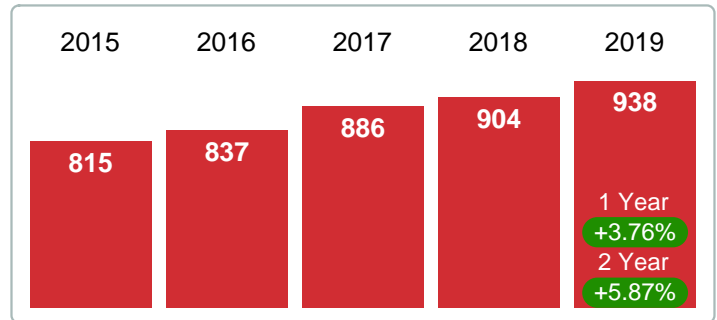
PENDING LISTINGS

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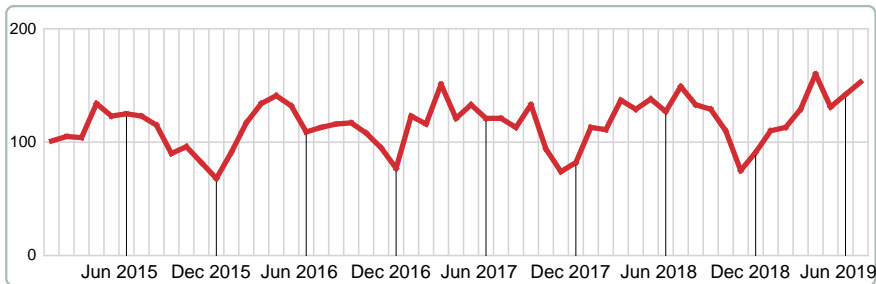
JULY



YEAR TO DATE (YTD)

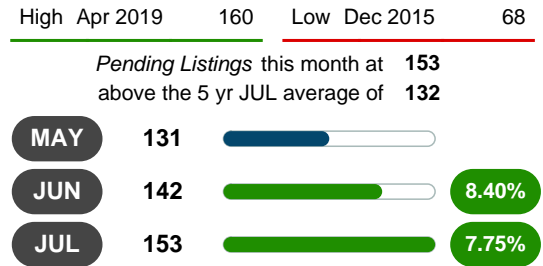


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 132



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	15	9.80%	18.8	6	8	1	0
\$100,001 - \$125,000	9	5.88%	33.4	0	7	2	0
\$125,001 - \$150,000	23	15.03%	44.7	2	20	1	0
\$150,001 - \$200,000	48	31.37%	36.8	3	37	7	1
\$200,001 - \$250,000	20	13.07%	58.1	0	8	12	0
\$250,001 - \$350,000	19	12.42%	47.1	1	8	10	0
\$350,001 and up	19	12.42%	46.2	0	3	11	5
Total Pending Units	153			12	91	44	6
Total Pending Volume	33,194,825	100%	41.6	1.56M	16.78M	12.11M	2.75M
Average Listing Price	\$207,821			\$129,617	\$184,375	\$275,151	\$459,113

July 2019



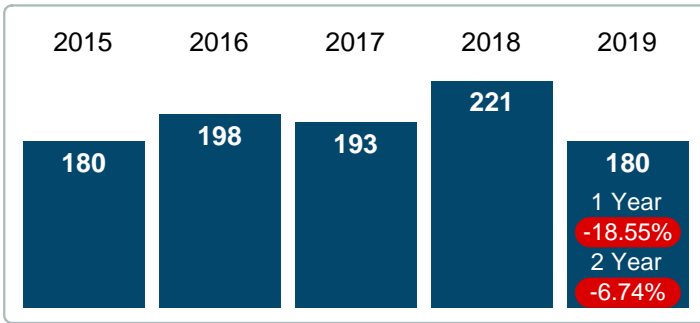
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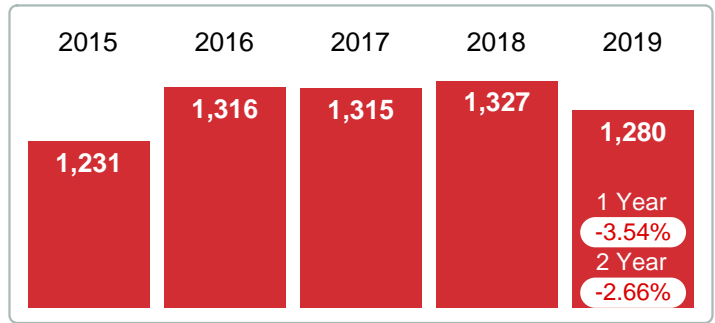
NEW LISTINGS

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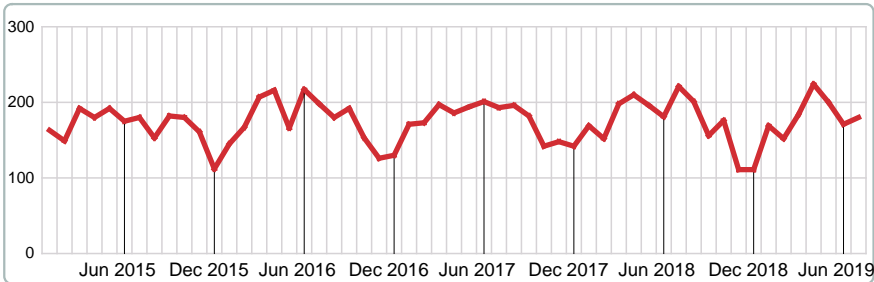
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 194

High Apr 2019 224 Low Dec 2018 111

New Listings this month at 180
below the 5 yr JUL average of 194



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	8	4.44%	2	3	3	0
\$75,001 - \$125,000	22	12.22%	3	18	1	0
\$125,001 - \$150,000	15	8.33%	1	10	2	2
\$150,001 - \$250,000	66	36.67%	2	41	21	2
\$250,001 - \$325,000	23	12.78%	1	8	13	1
\$325,001 - \$475,000	26	14.44%	0	4	20	2
\$475,001 and up	20	11.11%	0	4	5	11
Total New Listed Units	180		9	88	65	18
Total New Listed Volume	54,642,900	100%	1.20M	17.51M	20.63M	15.30M
Average New Listed Listing Price	\$217,810		\$133,822	\$198,956	\$317,413	\$849,921

July 2019



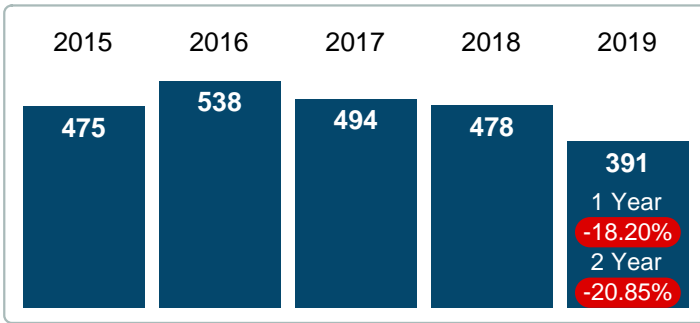
Area Delimited by County Of Rogers - Residential Property Type



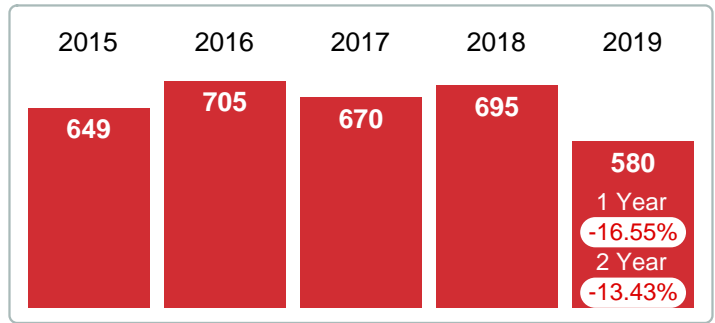
ACTIVE INVENTORY

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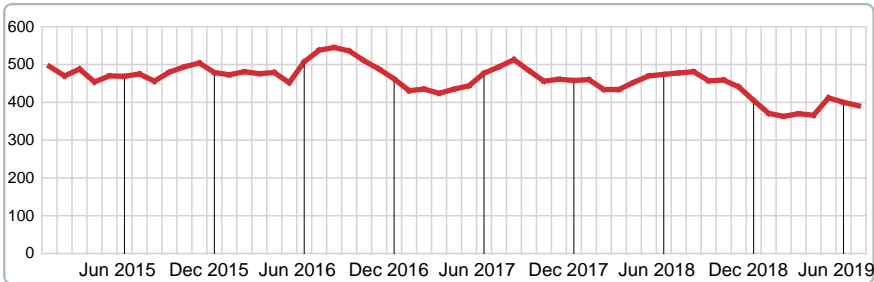
END OF JULY



ACTIVE DURING JULY

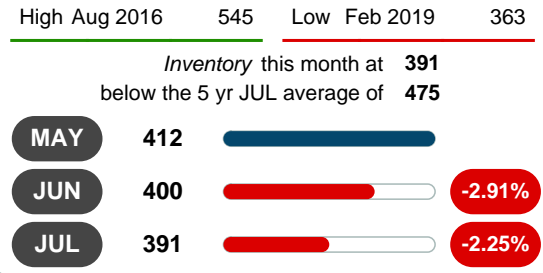


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 475



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	8.44%	52.4	9	18	6	0
\$100,001 - \$150,000	45	11.51%	90.5	5	30	8	2
\$150,001 - \$200,000	68	17.39%	56.6	1	40	26	1
\$200,001 - \$325,000	101	25.83%	67.6	3	42	50	6
\$325,001 - \$400,000	54	13.81%	78.7	1	14	33	6
\$400,001 - \$550,000	51	13.04%	78.1	0	11	29	11
\$550,001 and up	39	9.97%	65.7	0	5	14	20
Total Active Inventory by Units	391			19	160	166	46
Total Active Inventory by Volume	135,147,819	100%	69.8	2.51M	37.88M	55.79M	38.97M
Average Active Inventory Listing Price	\$345,647			\$132,142	\$236,765	\$336,072	\$847,103

July 2019



Area Delimited by County Of Rogers - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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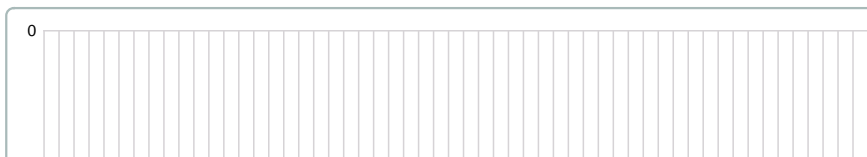
MSI FOR JULY

2015	2016	2017	2018	2019

INDICATORS FOR JULY 2019

Inventory	Closed	Absorption	MSI	MSI %
391	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 JUL AVG = inf

High	Jul 2019	Low	Jul 2019
inf	inf	inf	inf
Months Supply this month at inf equal to 5 yr JUL average of inf			
MAY	inf		%
JUN	inf		%
JUL	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	8.44%	1.80	2.04	1.50	3.43	0.00
\$100,001 - \$150,000	45	11.51%	1.76	2.86	1.46	2.67	12.00
\$150,001 - \$200,000	68	17.39%	2.44	3.00	1.94	3.95	2.40
\$200,001 - \$325,000	101	25.83%	3.52	9.00	3.21	3.80	2.88
\$325,001 - \$400,000	54	13.81%	5.36	0.00	7.00	4.55	7.20
\$400,001 - \$550,000	51	13.04%	8.38	0.00	13.20	8.29	6.29
\$550,001 and up	39	9.97%	11.70	0.00	60.00	8.40	12.63
Market Supply of Inventory (MSI)			3.26	2.78	2.31	4.50	6.57
Total Active Inventory by Units		100%	391	19	160	166	46

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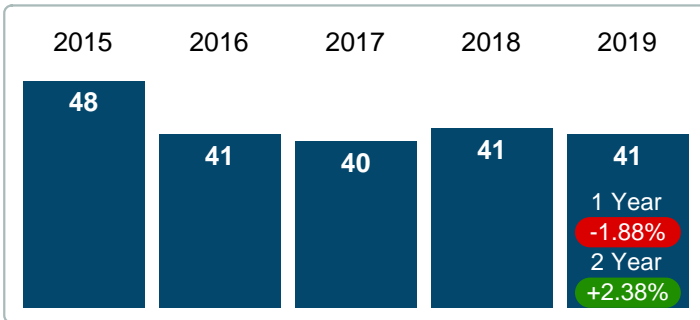
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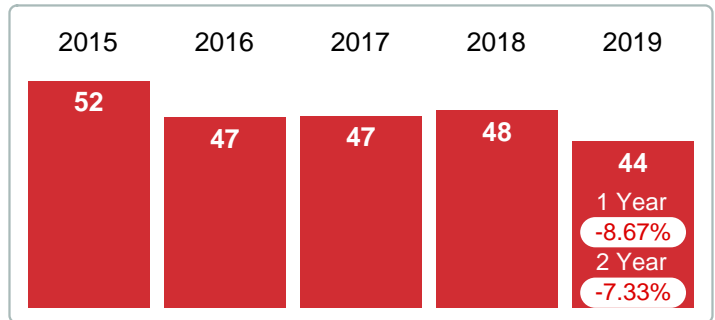
AVERAGE DAYS ON MARKET TO SALE

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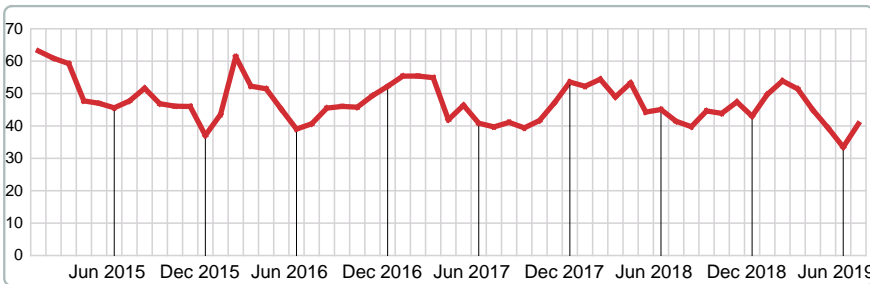
JULY



YEAR TO DATE (YTD)

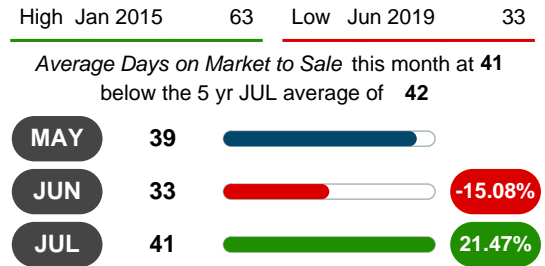


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 42



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
\$100,000 and less	7.53%	20	7	24	20	0
\$100,001 - \$125,000	10.96%	33	31	33	43	0
\$125,001 - \$150,000	10.96%	43	0	42	47	0
\$150,001 - \$275,000	32.88%	36	0	33	39	0
\$275,001 - \$350,000	15.75%	52	0	53	50	58
\$350,001 - \$400,000	10.27%	43	0	25	31	127
\$400,001 and up	11.64%	55	0	0	56	53
Average Closed DOM		41	21	36	43	69
Total Closed Units	100%	41	5	71	60	10
Total Closed Volume		36,689,131	494.50K	12.92M	17.65M	5.63M

July 2019



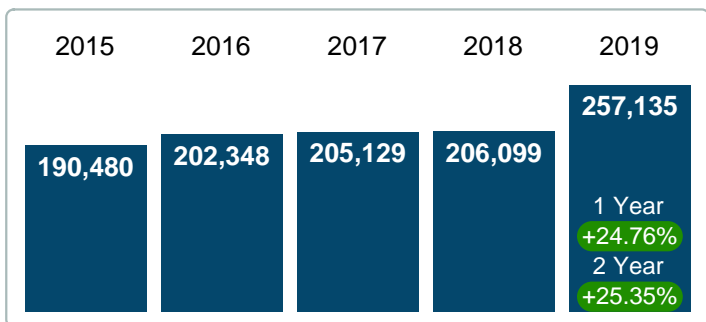
Area Delimited by County Of Rogers - Residential Property Type



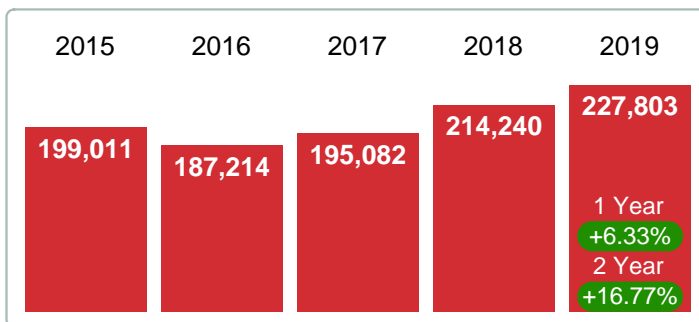
AVERAGE LIST PRICE AT CLOSING

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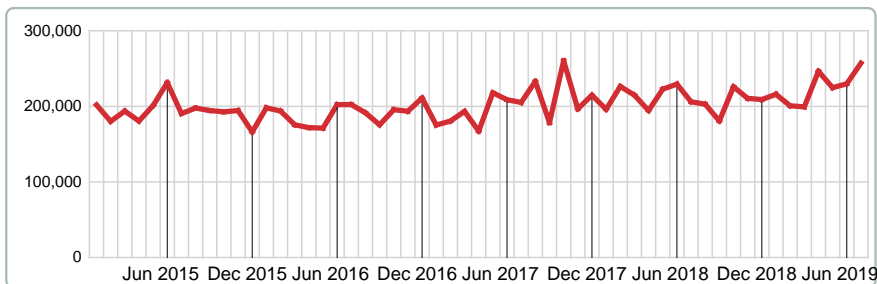
JULY



YEAR TO DATE (YTD)

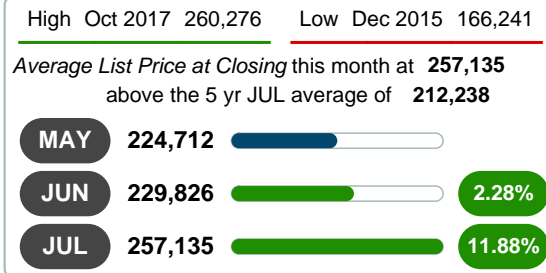


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 212,238



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
\$100,000 and less	8.22%	85,308	74,950	85,738	92,900	0
\$100,001 - \$125,000	8.22%	117,230	121,000	116,134	130,000	0
\$125,001 - \$150,000	12.33%	140,635	0	144,834	141,640	0
\$150,001 - \$275,000	32.19%	196,487	0	197,450	205,565	0
\$275,001 - \$350,000	15.07%	312,093	0	323,654	323,418	306,950
\$350,001 - \$400,000	11.64%	376,016	0	382,450	386,195	368,450
\$400,001 and up	12.33%	560,371	0	0	462,246	757,083
Average List Price		257,135	102,580	185,954	298,881	589,330
Total Closed Units	100%	257,135	5	71	60	10
Total Closed Volume		37,541,769	512.90K	13.20M	17.93M	5.89M

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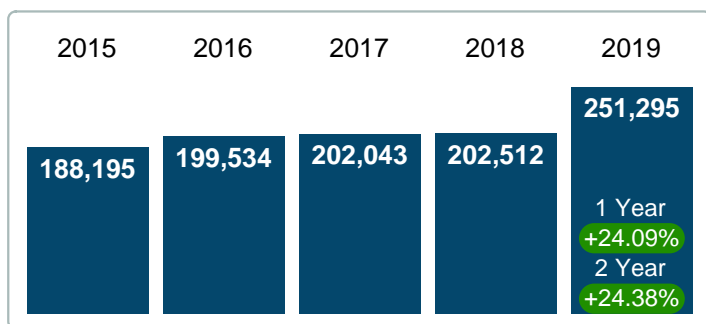
Area Delimited by County Of Rogers - Residential Property Type



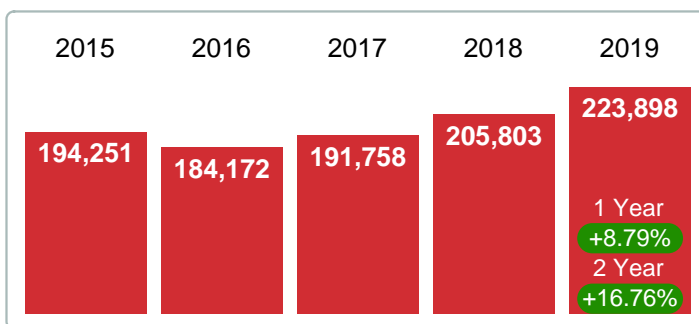
AVERAGE SOLD PRICE AT CLOSING

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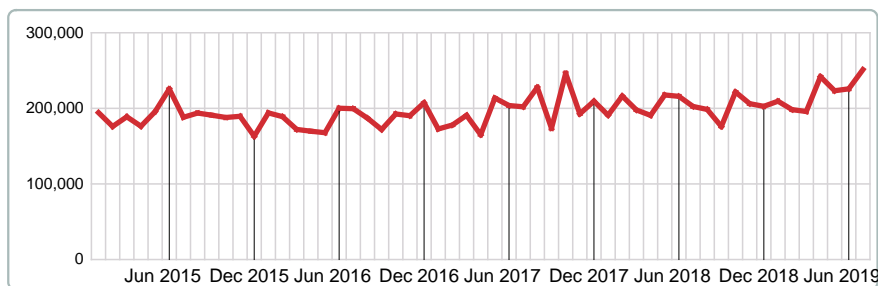
JULY



YEAR TO DATE (YTD)

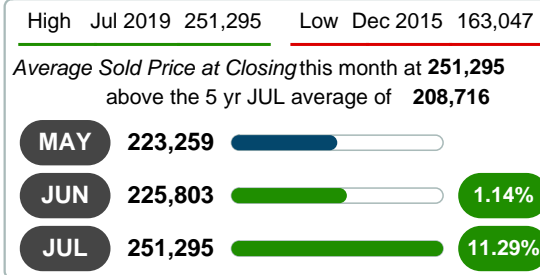


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 208,716



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
\$100,000 and less 11	7.53%	81,706	78,500	81,971	86,000	0
\$100,001 - \$125,000 16	10.96%	114,348	112,500	113,980	124,300	0
\$125,001 - \$150,000 16	10.96%	142,348	0	143,243	140,380	0
\$150,001 - \$275,000 48	32.88%	197,936	0	193,475	204,181	0
\$275,001 - \$350,000 23	15.75%	312,341	0	314,795	313,091	295,950
\$350,001 - \$400,000 15	10.27%	371,780	0	376,000	373,064	360,500
\$400,001 and up 17	11.64%	554,221	0	0	464,296	719,083
Average Sold Price		251,295	98,900	181,922	294,180	562,740
Total Closed Units		146	5	71	60	10
Total Closed Volume		36,689,131	494.50K	12.92M	17.65M	5.63M

July 2019



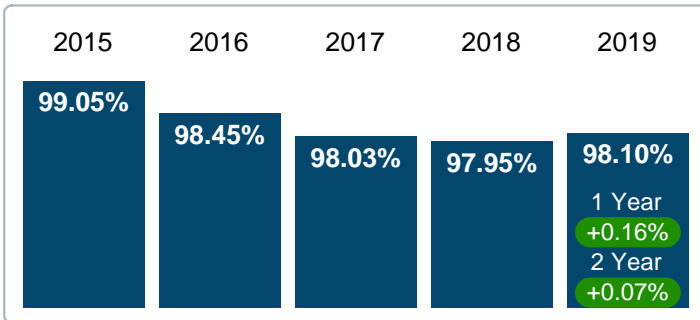
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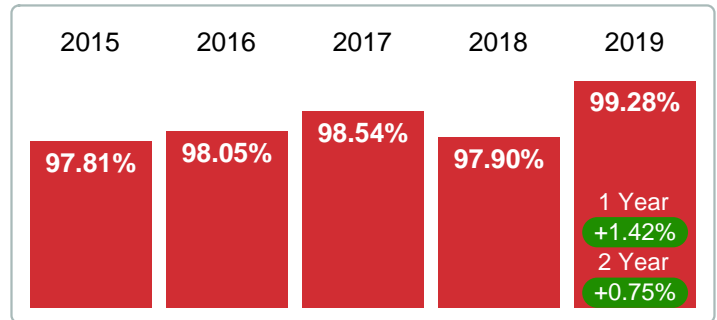
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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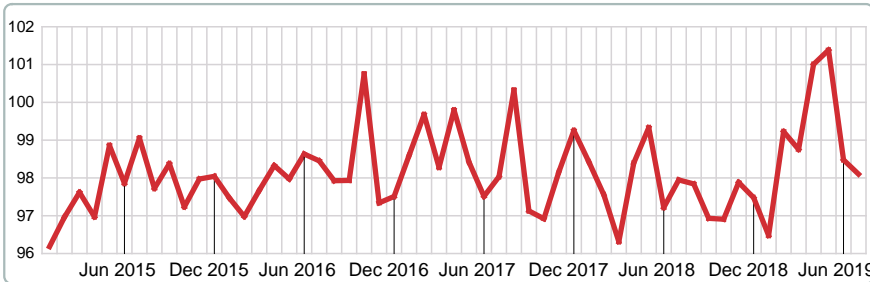
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

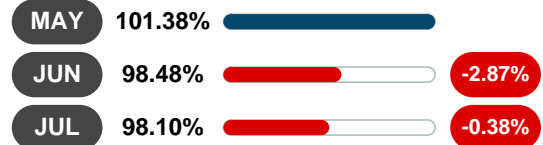


3 MONTHS

5 year JUL AVG = 98.32%

High May 2019 101.38% Low Jan 2015 96.18%

Average Sold/List Ratio this month at **98.10%**
equal to 5 yr JUL average of **98.32%**



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
\$100,000 and less	11	7.53%	97.19%	104.90%	95.83%	92.57%	0.00%
\$100,001 - \$125,000	16	10.96%	97.31%	93.19%	98.48%	95.62%	0.00%
\$125,001 - \$150,000	16	10.96%	98.99%	0.00%	98.92%	99.13%	0.00%
\$150,001 - \$275,000	48	32.88%	98.64%	0.00%	98.09%	99.41%	0.00%
\$275,001 - \$350,000	23	15.75%	97.12%	0.00%	97.27%	97.06%	96.71%
\$350,001 - \$400,000	15	10.27%	97.22%	0.00%	98.39%	96.90%	97.85%
\$400,001 and up	17	11.64%	99.18%	0.00%	0.00%	100.91%	96.00%
Average Sold/List Ratio		98.10%		97.87%	97.93%	98.59%	96.51%
Total Closed Units	146	100%	98.10%	5	71	60	10
Total Closed Volume	36,689,131			494.50K	12.92M	17.65M	5.63M

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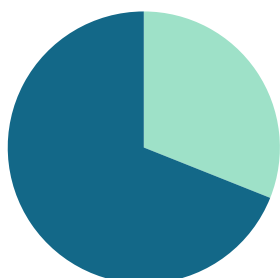
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

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

INVENTORY

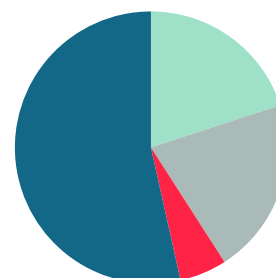


Inventory
 New Listings
180 = 31.03%
 Start Inventory
400
 Total Inventory Units
580
 Volume
\$188,707,057

Market Activity

Closed Sales
146 = 19.97%
 Pending Sales
153 = 20.93%
 Other Off Market
41 = 5.61%
 Active Inventory
391 = 53.49%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	124	146	17.74%	816	827	1.35%
Pending Sales	149	153	2.68%	904	938	3.76%
New Listings	221	180	-18.55%	1,327	1,280	-3.54%
Average List Price	206,099	257,135	24.76%	214,240	227,803	6.33%
Average Sale Price	202,512	251,295	24.09%	205,803	223,898	8.79%
Average Percent of Selling Price to List Price	97.95%	98.10%	0.16%	97.90%	99.28%	1.42%
Average Days on Market to Sale	41.44	40.66	-1.88%	47.78	43.64	-8.67%
Monthly Inventory	478	391	-18.20%	478	391	-18.20%
Months Supply of Inventory	4.22	3.26	-22.75%	4.22	3.26	-22.75%

Absorption: Last 12 months, an Average of **120** Sales/Month

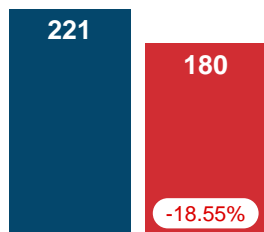
Inventory on July 31, 2019 = 391

2018 **2019**

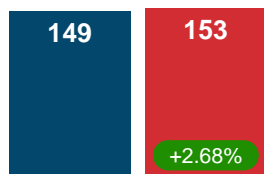
JULY MARKET

AVERAGE PRICES

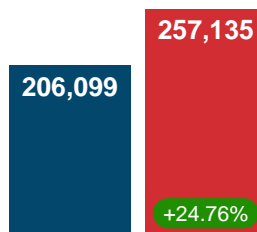
New Listings



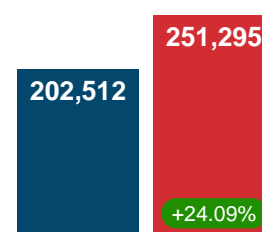
Pending Listings



List Price



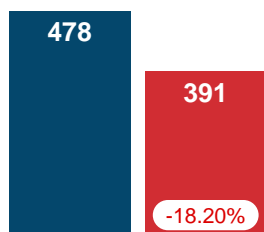
Sale Price



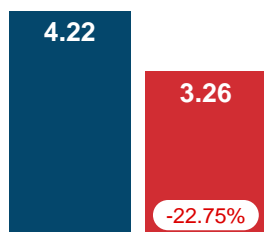
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

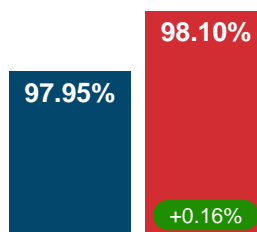
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

