

# June 2019



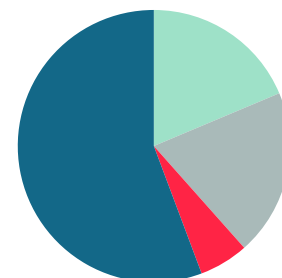
Area Delimited by County Of Rogers - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	June 2019	+/-%
Closed Listings	150	134	-10.67%
Pending Listings	127	142	11.81%
New Listings	181	171	-5.52%
Average List Price	229,422	229,826	0.18%
Average Sale Price	215,879	225,803	4.60%
Average Percent of Selling Price to List Price	97.22%	98.48%	1.30%
Average Days on Market to Sale	45.07	33.47	-25.73%
End of Month Inventory	474	400	-15.61%
Months Supply of Inventory	4.23	3.39	-19.84%



■ Closed (18.66%)  
■ Pending (19.78%)  
■ Other OffMarket (5.85%)  
■ Active (55.71%)

**Absorption:** Last 12 months, an Average of **118** Sales/Month  
**Active Inventory** as of June 30, 2019 = **400**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2019 decreased **15.61%** to 400 existing homes available for sale. Over the last 12 months this area has had an average of 118 closed sales per month. This represents an unsold inventory index of **3.39** 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 **4.60%** in June 2019 to \$225,803 versus the previous year at \$215,879.

#### Average Days on Market Shortens

The average number of **33.47** days that homes spent on the market before selling decreased by 11.60 days or **25.73%** in June 2019 compared to last year's same month at **45.07** DOM.

#### Sales Success for June 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 171 New Listings in June 2019, down **5.52%** from last year at 181. Furthermore, there were 134 Closed Listings this month versus last year at 150, a **-10.67%** decrease.

Closed versus Listed trends yielded a **78.4%** ratio, down from previous year's, June 2018, at **82.9%**, a **5.44%** downswing. This will certainly create pressure on a decreasing Monthly 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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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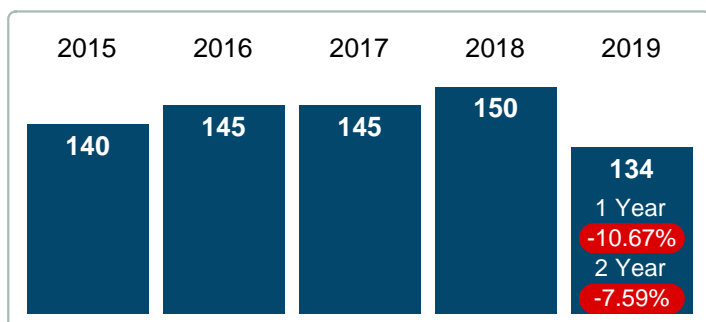
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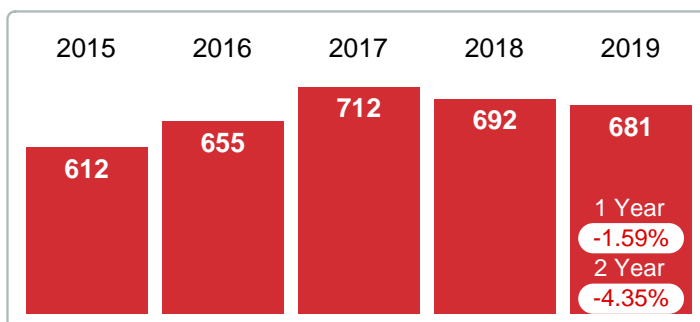
## CLOSED LISTINGS

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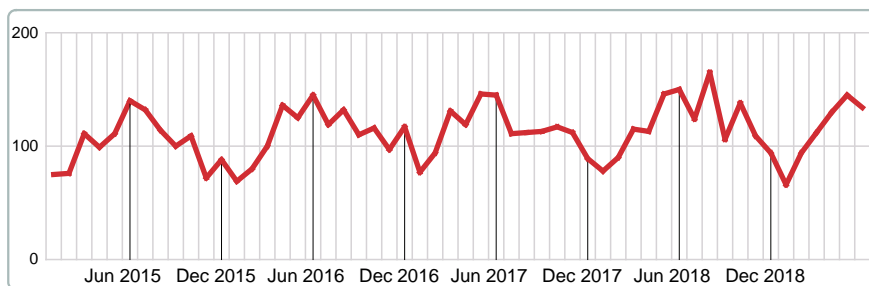
### JUNE



### YEAR TO DATE (YTD)

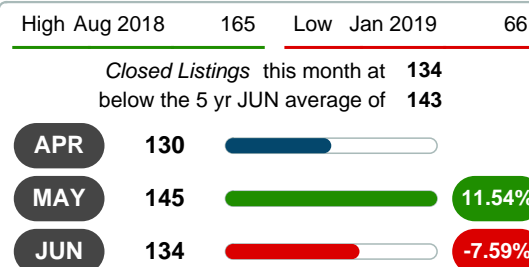


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 143



### 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	14	10.45%	24.5	3	11	0	0
\$100,001 - \$125,000	9	6.72%	10.6	0	9	0	0
\$125,001 - \$150,000	20	14.93%	15.8	0	16	4	0
\$150,001 - \$200,000	34	25.37%	39.8	0	25	8	1
\$200,001 - \$300,000	26	19.40%	42.1	0	14	10	2
\$300,001 - \$425,000	17	12.69%	47.1	0	5	11	1
\$425,001 and up	14	10.45%	34.5	0	2	9	3
<b>Total Closed Units</b>	<b>134</b>			<b>3</b>	<b>82</b>	<b>42</b>	<b>7</b>
<b>Total Closed Volume</b>	<b>30,257,666</b>	<b>100%</b>	<b>33.5</b>	<b>176.90K</b>	<b>14.17M</b>	<b>13.27M</b>	<b>2.64M</b>
<b>Average Closed Price</b>	<b>\$225,803</b>			<b>\$58,967</b>	<b>\$172,865</b>	<b>\$315,859</b>	<b>\$377,111</b>

# June 2019



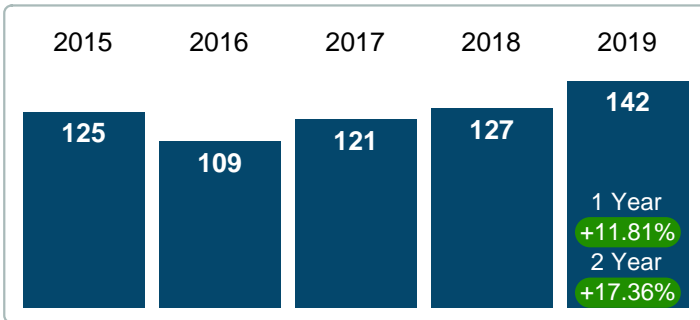
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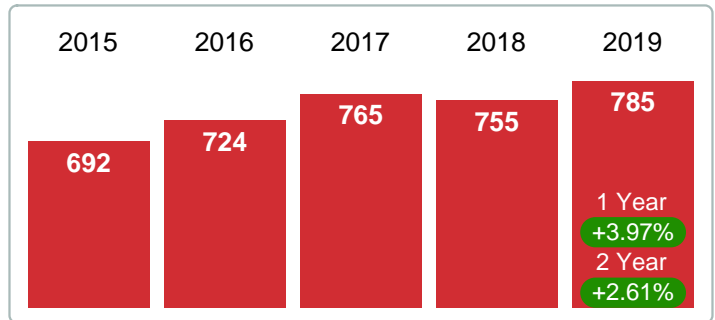
## PENDING LISTINGS

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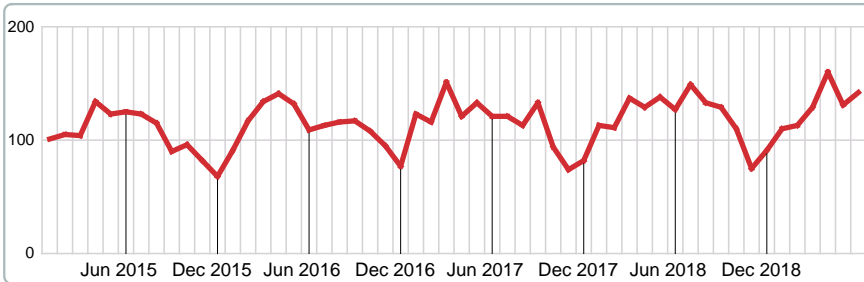
### JUNE



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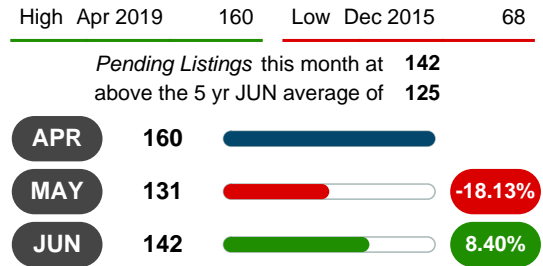


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 125



### 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	12	8.45%	30.8	1	11	0	0
\$100,001 - \$125,000	9	6.34%	27.6	3	6	0	0
\$125,001 - \$150,000	16	11.27%	41.1	1	10	5	0
\$150,001 - \$225,000	51	35.92%	38.7	1	28	22	0
\$225,001 - \$325,000	22	15.49%	60.0	0	11	9	2
\$325,001 - \$400,000	17	11.97%	57.1	0	6	8	3
\$400,001 and up	15	10.56%	63.5	0	0	10	5
<b>Total Pending Units</b>	<b>142</b>			<b>6</b>	<b>72</b>	<b>54</b>	<b>10</b>
<b>Total Pending Volume</b>	<b>34,013,203</b>	<b>100%</b>	<b>46.0</b>	<b>752.80K</b>	<b>13.06M</b>	<b>14.85M</b>	<b>5.35M</b>
<b>Average Listing Price</b>	<b>\$239,619</b>			<b>\$125,467</b>	<b>\$181,342</b>	<b>\$275,009</b>	<b>\$535,329</b>

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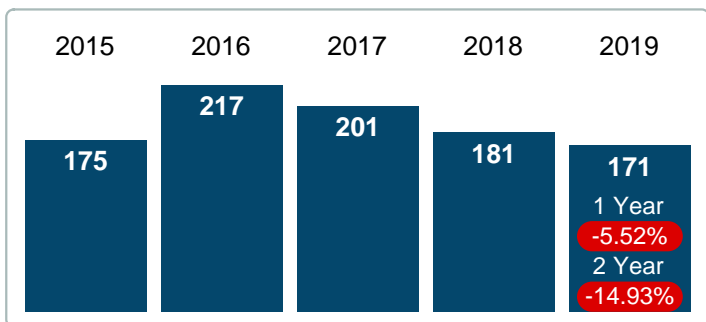
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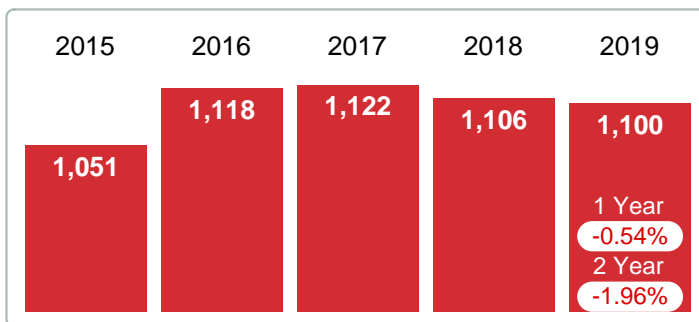
## NEW LISTINGS

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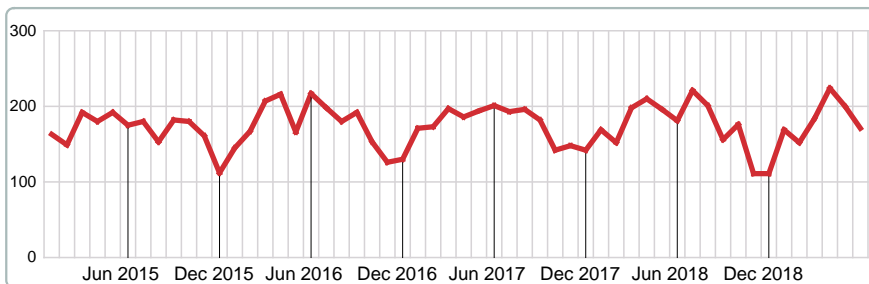
### JUNE



### YEAR TO DATE (YTD)

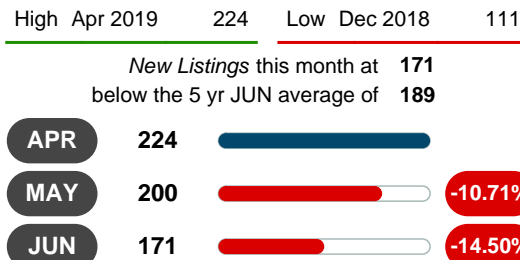


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 189



### 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	11	6.43%	5	5	1	0
\$75,001 - \$125,000	19	11.11%	2	14	3	0
\$125,001 - \$150,000	18	10.53%	3	14	1	0
\$150,001 - \$225,000	50	29.24%	1	35	14	0
\$225,001 - \$350,000	34	19.88%	1	8	22	3
\$350,001 - \$425,000	22	12.87%	1	3	17	1
\$425,001 and up	17	9.94%	0	4	11	2
<b>Total New Listed Units</b>	<b>171</b>		<b>13</b>	<b>83</b>	<b>69</b>	<b>6</b>
<b>Total New Listed Volume</b>	<b>42,995,696</b>	<b>100%</b>	<b>1.81M</b>	<b>15.63M</b>	<b>22.35M</b>	<b>3.21M</b>
<b>Average New Listed Listing Price</b>	<b>\$206,467</b>		<b>\$139,208</b>	<b>\$188,323</b>	<b>\$323,891</b>	<b>\$534,450</b>

# June 2019



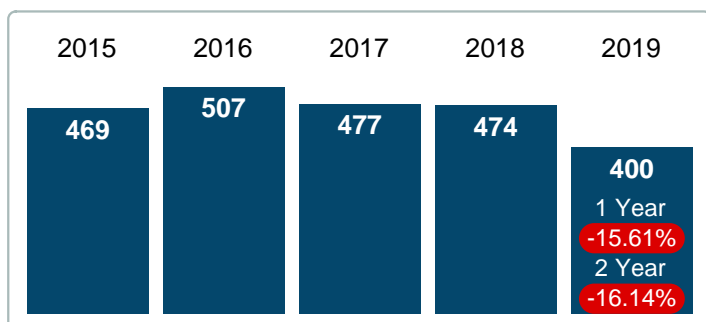
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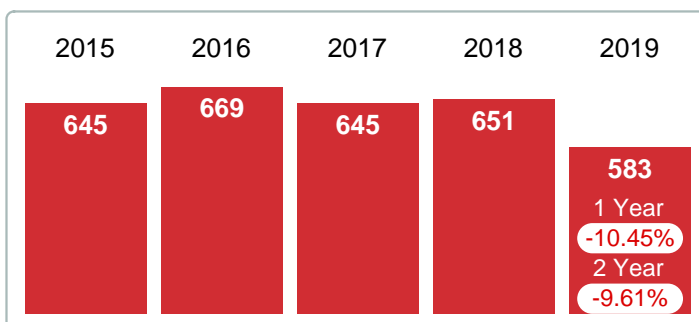
## ACTIVE INVENTORY

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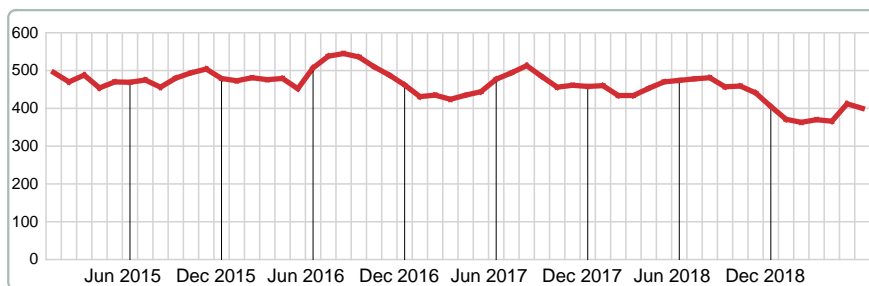
### END OF JUNE



### ACTIVE DURING JUNE

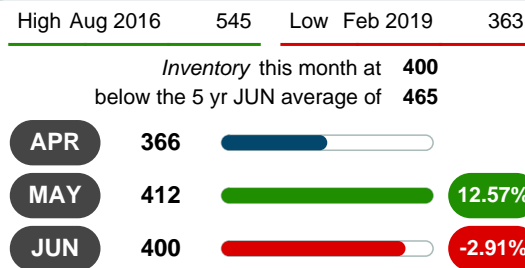


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 465



### 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	29	7.25%	40.0	11	14	4	0
\$100,001 - \$150,000	57	14.25%	79.1	5	44	8	0
\$150,001 - \$175,000	38	9.50%	53.9	0	26	12	0
\$175,001 - \$300,000	124	31.00%	60.2	4	62	54	4
\$300,001 - \$375,000	45	11.25%	69.1	1	13	26	5
\$375,001 - \$525,000	66	16.50%	72.9	1	11	40	14
\$525,001 and up	41	10.25%	69.6	0	9	15	17
Total Active Inventory by Units			400	22	179	159	40
Total Active Inventory by Volume			134,064,157	2.86M	41.27M	53.45M	36.48M
Average Active Inventory Listing Price			\$335,160	\$130,077	\$230,571	\$336,148	\$912,068

# June 2019



Area Delimited by County Of Rogers - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

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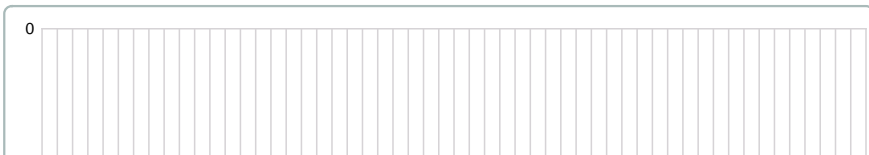
### MSI FOR JUNE

2015	2016	2017	2018	2019
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### INDICATORS FOR JUNE 2019

Inventory	Closed	Absorption	MSI	MSI %
400	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 JUN AVG = inf

High Jun 2019	inf	Low Jun 2019	inf
Months Supply this month at inf			
equal to 5 yr JUN average of inf			
APR	inf		%
MAY	inf		%
JUN	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	29	7.25%	1.55	2.54	1.15	2.09	0.00
\$100,001 - \$150,000	57	14.25%	2.26	2.86	2.11	3.20	0.00
\$150,001 - \$175,000	38	9.50%	2.36	0.00	2.14	3.51	0.00
\$175,001 - \$300,000	124	31.00%	3.40	24.00	2.99	3.86	2.53
\$300,001 - \$375,000	45	11.25%	4.06	3.00	5.20	3.76	3.75
\$375,001 - \$525,000	66	16.50%	8.90	0.00	11.00	8.73	7.64
\$525,001 and up	41	10.25%	13.30	0.00	108.00	9.47	12.00
Market Supply of Inventory (MSI)			3.39	3.18	2.58	4.55	5.93
Total Active Inventory by Units		100%	3.39	22	179	159	40

# June 2019



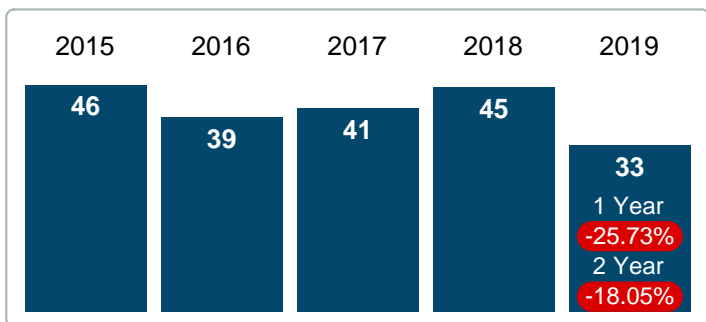
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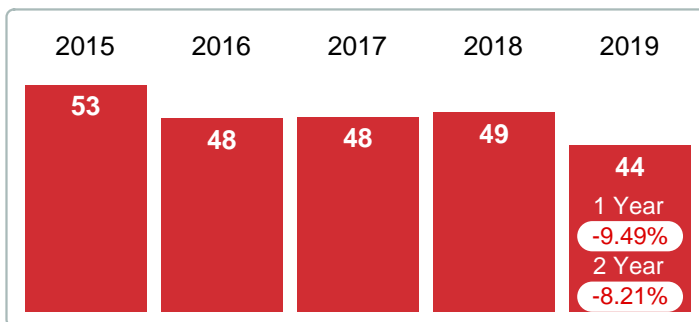
## AVERAGE DAYS ON MARKET TO SALE

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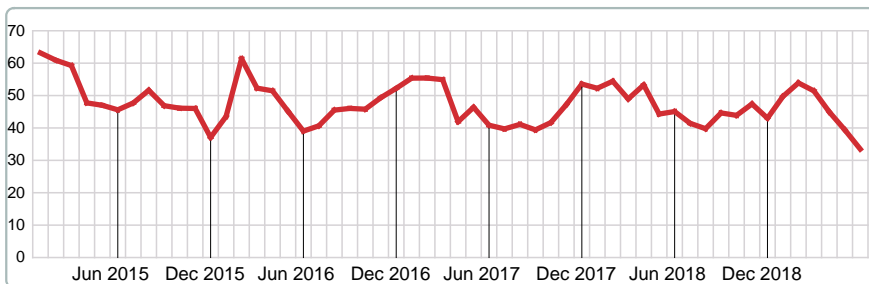
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 41

High Jan 2015 63 Low Jun 2019 33

Average Days on Market to Sale this month at 33 below the 5 yr JUN average of 41



### 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	10.45%	25	11	28	0	0
\$100,001 - \$125,000	6.72%	11	0	11	0	0
\$125,001 - \$150,000	14.93%	16	0	12	30	0
\$150,001 - \$200,000	25.37%	40	0	41	31	67
\$200,001 - \$300,000	19.40%	42	0	35	55	29
\$300,001 - \$425,000	12.69%	47	0	48	48	33
\$425,001 and up	10.45%	35	0	21	42	23
<b>Average Closed DOM</b>		<b>33</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>33</b>	<b>3</b>	<b>82</b>	<b>42</b>	<b>7</b>
<b>Total Closed Volume</b>		<b>30,257,666</b>	<b>176.90K</b>	<b>14.17M</b>	<b>13.27M</b>	<b>2.64M</b>

# June 2019



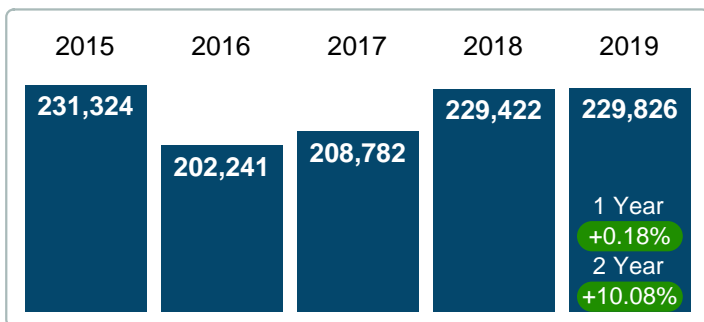
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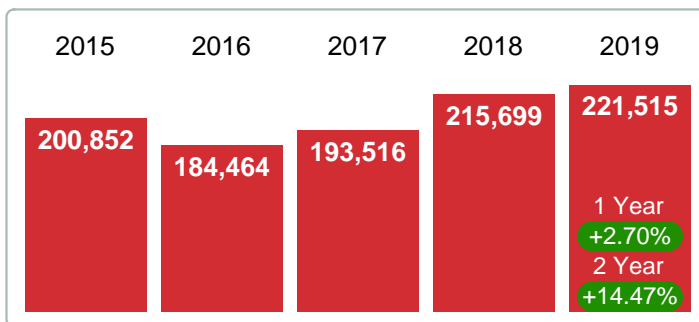
## AVERAGE LIST PRICE AT CLOSING

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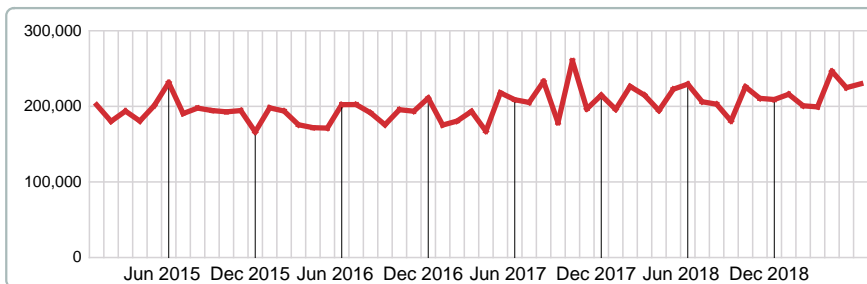
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 220,319

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

Average List Price at Closing this month at **229,826**  
above the 5 yr JUN average of **220,319**

- APR: 246,344
- MAY: 224,712 (-8.78%)
- JUN: 229,826 (2.28%)

### 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	14	10.45%	67,536	61,133	70,100	0
\$100,001 - \$125,000	10	7.46%	115,570	0	113,533	0
\$125,001 - \$150,000	18	13.43%	138,643	0	139,411	139,975
\$150,001 - \$200,000	36	26.87%	175,225	0	175,394	171,843
\$200,001 - \$300,000	25	18.66%	245,566	0	234,336	249,096
\$300,001 - \$425,000	17	12.69%	356,534	0	345,235	363,265
\$425,001 and up	14	10.45%	549,400	0	499,450	563,189
<b>Average List Price</b>		<b>229,826</b>		<b>61,133</b>	<b>175,782</b>	<b>321,196</b>
<b>Total Closed Units</b>		<b>134</b>	<b>100%</b>	<b>229,826</b>	<b>3</b>	<b>82</b>
<b>Total Closed Volume</b>		<b>30,796,712</b>		<b>183.40K</b>	<b>14.41M</b>	<b>13.49M</b>



# June 2019



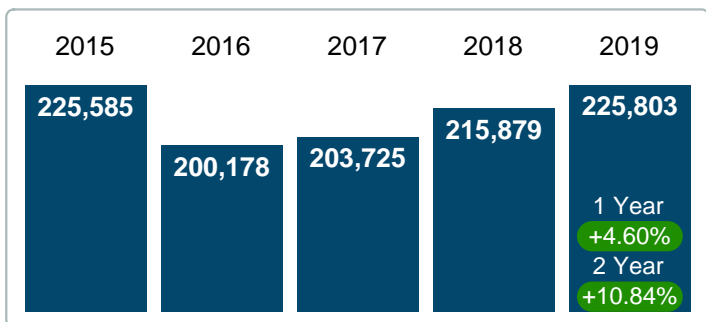
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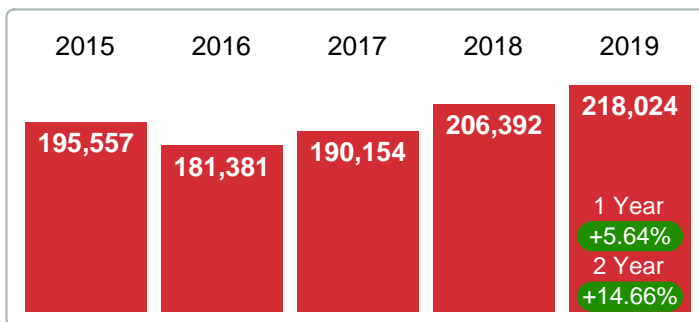
## AVERAGE SOLD PRICE AT CLOSING

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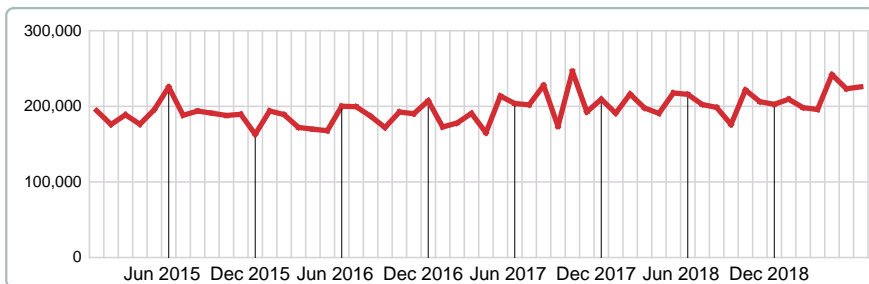
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

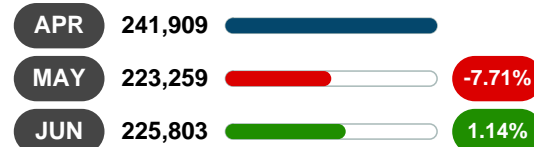


### 3 MONTHS

5 year JUN AVG = 214,234

High Oct 2017 246,290 Low Dec 2015 163,047

Average Sold Price at Closing this month at **225,803** above the 5 yr JUN average of **214,234**



### 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	10.45%	65,643	58,967	67,464	0	0
\$100,001 - \$125,000	6.72%	114,933	0	114,933	0	0
\$125,001 - \$150,000	14.93%	137,065	0	137,098	136,931	0
\$150,001 - \$200,000	25.37%	172,474	0	172,402	172,384	175,000
\$200,001 - \$300,000	19.40%	238,460	0	230,743	242,506	272,250
\$300,001 - \$425,000	12.69%	355,271	0	345,877	362,748	320,000
\$425,001 and up	10.45%	532,806	0	467,500	547,111	533,427
<b>Average Sold Price</b>		<b>225,803</b>	<b>58,967</b>	<b>172,865</b>	<b>315,859</b>	<b>377,111</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>225,803</b>	<b>3</b>	<b>82</b>	<b>42</b>	<b>7</b>
<b>Total Closed Volume</b>		<b>30,257,666</b>	<b>176.90K</b>	<b>14.17M</b>	<b>13.27M</b>	<b>2.64M</b>

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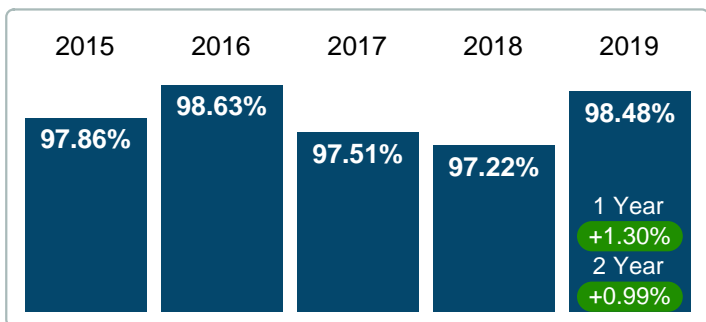
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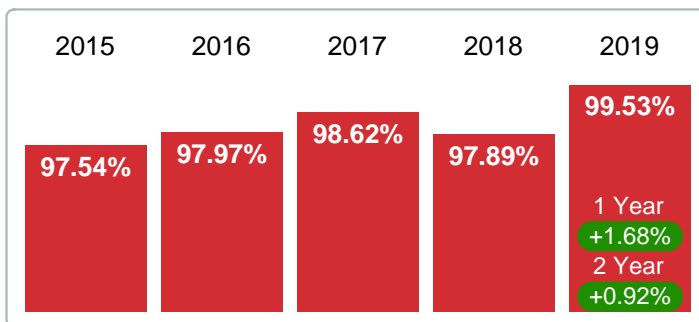
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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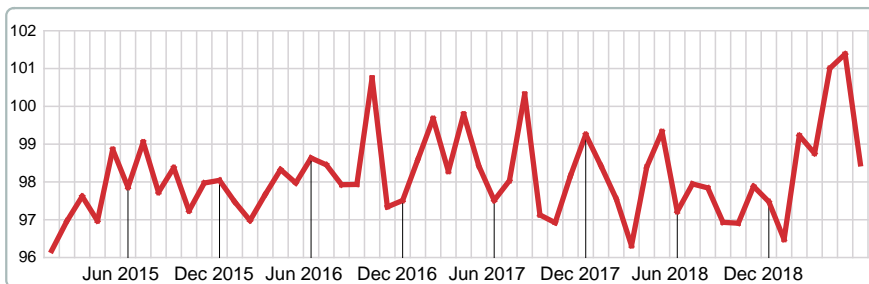
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

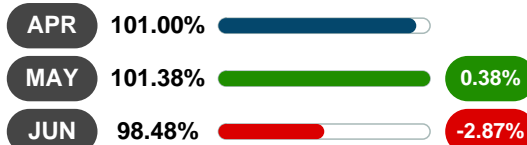


### 3 MONTHS

5 year JUN AVG = 97.94%

High May 2019 101.38% Low Jan 2015 96.18%

Average Sold/List Ratio this month at **98.48%**  
equal to 5 yr JUN average of **97.94%**



### 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	14	10.45%	96.78%	94.30%	97.46%	0.00%	0.00%
\$100,001 - \$125,000	9	6.72%	101.58%	0.00%	101.58%	0.00%	0.00%
\$125,001 - \$150,000	20	14.93%	98.44%	0.00%	98.53%	98.07%	0.00%
\$150,001 - \$200,000	34	25.37%	98.69%	0.00%	98.32%	100.57%	92.84%
\$200,001 - \$300,000	26	19.40%	98.05%	0.00%	98.60%	97.36%	97.59%
\$300,001 - \$425,000	17	12.69%	99.61%	0.00%	100.18%	99.83%	94.40%
\$425,001 and up	14	10.45%	97.15%	0.00%	93.98%	97.28%	98.88%
Average Sold/List Ratio		98.50%		94.30%	98.66%	98.67%	97.00%
Total Closed Units		134	100%	3	82	42	7
Total Closed Volume		30,257,666		176.90K	14.17M	13.27M	2.64M

# June 2019



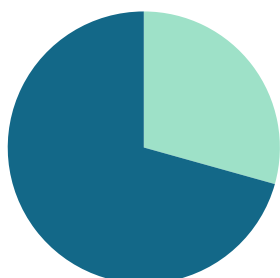
Area Delimited by County Of Rogers - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

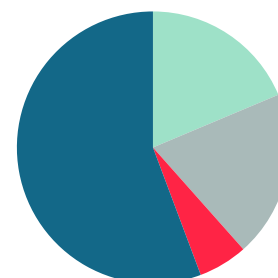


**Inventory**  
 New Listings  
**171 = 29.33%**  
 Start Inventory  
**412**  
 Total Inventory Units  
**583**  
 Volume  
**\$182,477,455**

### Market Activity

Closed Sales  
**134 = 18.66%**  
 Pending Sales  
**142 = 19.78%**  
 Other Off Market  
**42 = 5.85%**  
 Active Inventory  
**400 = 55.71%**

### MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	150	134	-10.67%	692	681	-1.59%
Pending Sales	127	142	11.81%	755	785	3.97%
New Listings	181	171	-5.52%	1,106	1,100	-0.54%
Average List Price	229,422	229,826	0.18%	215,699	221,515	2.70%
Average Sale Price	215,879	225,803	4.60%	206,392	218,024	5.64%
Average Percent of Selling Price to List Price	97.22%	98.48%	1.30%	97.89%	99.53%	1.68%
Average Days on Market to Sale	45.07	33.47	-25.73%	48.92	44.28	-9.49%
Monthly Inventory	474	400	-15.61%	474	400	-15.61%
Months Supply of Inventory	4.23	3.39	-19.84%	4.23	3.39	-19.84%

**Absorption:** Last 12 months, an Average of **118** Sales/Month

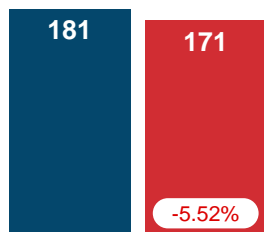
**Inventory** on June 30, 2019 = **400**

**2018** **2019**

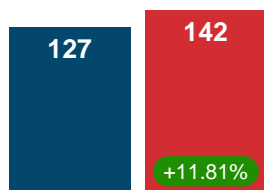
### JUNE MARKET

### AVERAGE PRICES

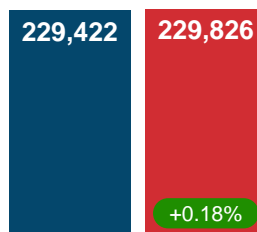
#### New Listings



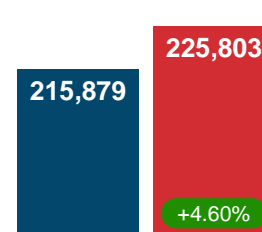
#### Pending Listings



#### List Price



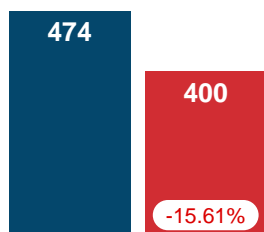
#### Sale Price



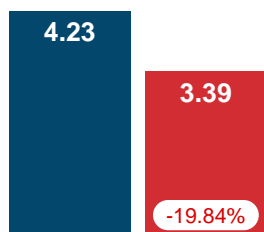
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

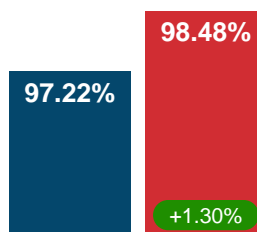
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

