

November 2019



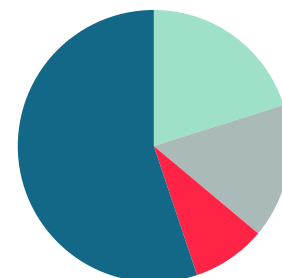
Area Delimited by County Of Rogers - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2018	2019	+/-%
Closed Listings	109	131	20.18%
Pending Listings	75	104	38.67%
New Listings	111	148	33.33%
Average List Price	210,571	237,236	12.66%
Average Sale Price	206,198	232,625	12.82%
Average Percent of Selling Price to List Price	97.88%	97.38%	-0.51%
Average Days on Market to Sale	47.40	44.71	-5.68%
End of Month Inventory	441	359	-18.59%
Months Supply of Inventory	3.72	2.91	-21.73%



■ Closed (20.12%)
■ Pending (15.98%)
■ Other OffMarket (8.76%)
■ Active (55.15%)

Absorption: Last 12 months, an Average of **123** Sales/Month
Active Inventory as of November 30, 2019 = **359**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2019 decreased **18.59%** to 359 existing homes available for sale. Over the last 12 months this area has had an average of 123 closed sales per month. This represents an unsold inventory index of **2.91** 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 **12.82%** in November 2019 to \$232,625 versus the previous year at \$206,198.

Average Days on Market Shortens

The average number of **44.71** days that homes spent on the market before selling decreased by 2.69 days or **5.68%** in November 2019 compared to last year's same month at **47.40** DOM.

Sales Success for November 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 148 New Listings in November 2019, up **33.33%** from last year at 111. Furthermore, there were 131 Closed Listings this month versus last year at 109, a **20.18%** increase.

Closed versus Listed trends yielded a **88.5%** ratio, down from previous year's, November 2018, at **98.2%**, a **9.86%** 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

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

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

November 2019



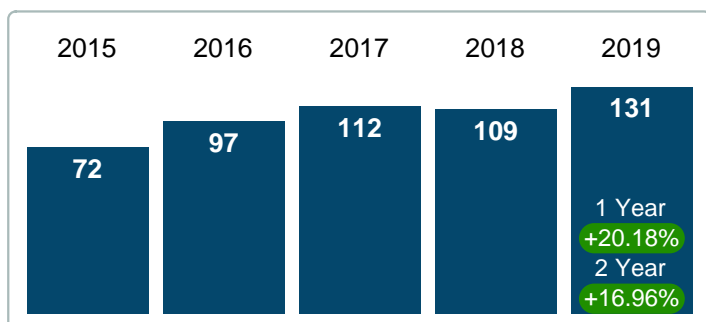
Area Delimited by County Of Rogers - Residential Property Type



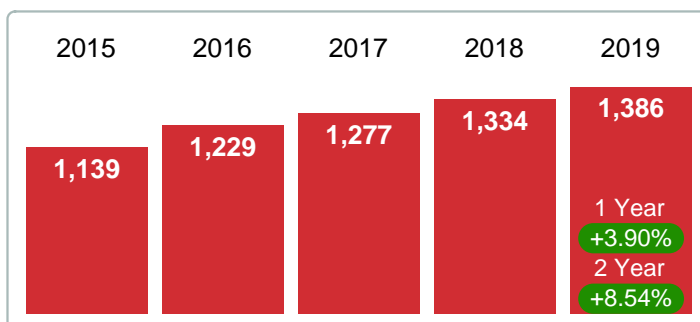
CLOSED LISTINGS

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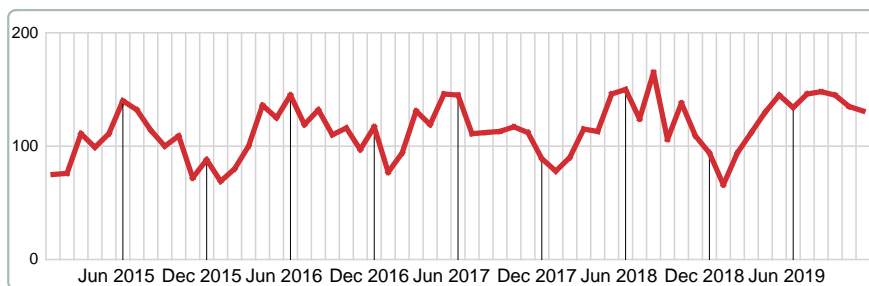
NOVEMBER



YEAR TO DATE (YTD)

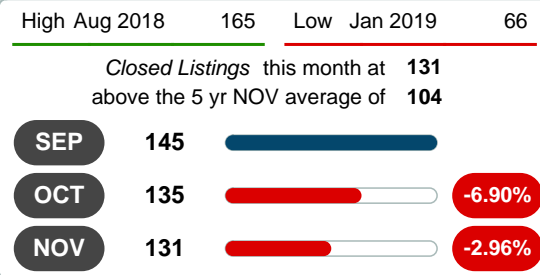


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 104



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	5	3.82%	71.4	1	2	2	0
\$75,001 - \$125,000	21	16.03%	32.1	2	17	1	1
\$125,001 - \$150,000	17	12.98%	37.5	0	15	2	0
\$150,001 - \$225,000	32	24.43%	42.8	2	17	13	0
\$225,001 - \$300,000	28	21.37%	45.5	1	7	18	2
\$300,001 - \$375,000	12	9.16%	18.7	0	1	9	2
\$375,001 and up	16	12.21%	82.5	0	6	6	4
Total Closed Units	131			6	65	51	9
Total Closed Volume	30,473,858	100%	44.7	818.40K	11.91M	14.21M	3.53M
Average Closed Price	\$232,625			\$136,400	\$183,292	\$278,593	\$392,584



Area Delimited by County Of Rogers - Residential Property Type

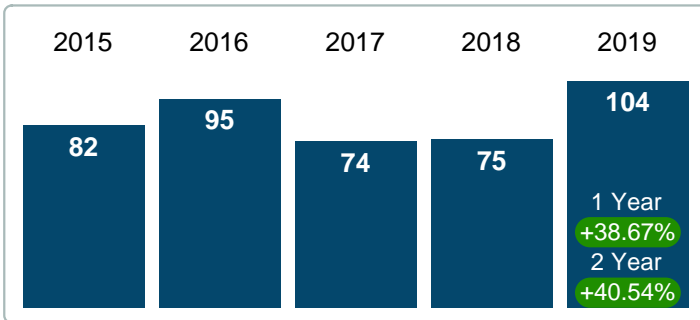


November 2019

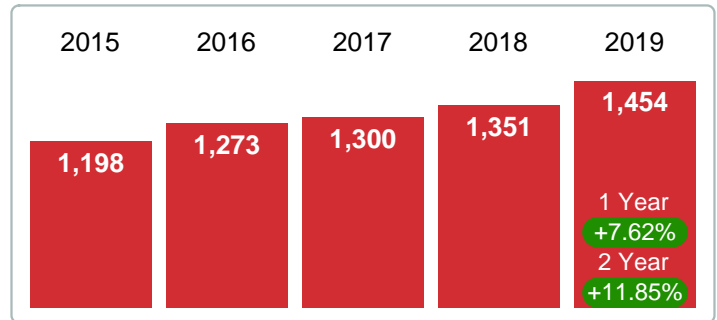
PENDING LISTINGS

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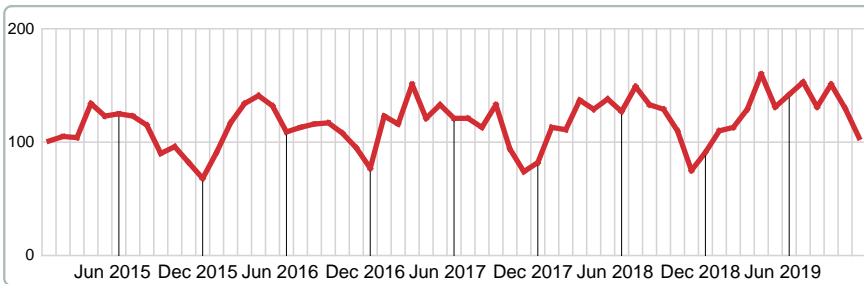
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

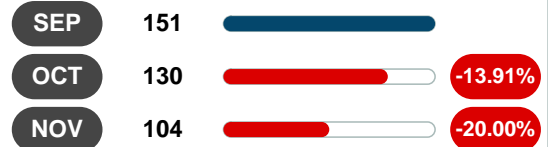


3 MONTHS

5 year NOV AVG = 86

High Apr 2019 160 Low Dec 2015 68

Pending Listings this month at **104**
above the 5 yr NOV average of **86**



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	7	6.73%	58.7	2	3	2	0
\$75,001 - \$125,000	10	9.62%	52.6	0	9	1	0
\$125,001 - \$150,000	13	12.50%	30.2	2	8	2	1
\$150,001 - \$225,000	33	31.73%	39.5	1	15	17	0
\$225,001 - \$325,000	19	18.27%	51.6	0	9	9	1
\$325,001 - \$400,000	11	10.58%	58.3	0	3	7	1
\$400,001 and up	11	10.58%	71.5	0	0	6	5
Total Pending Units	104			5	47	44	8
Total Pending Volume	24,084,438	100%	48.5	545.80K	8.51M	11.70M	3.32M
Average Listing Price	\$231,581			\$109,160	\$181,147	\$265,975	\$415,228

November 2019



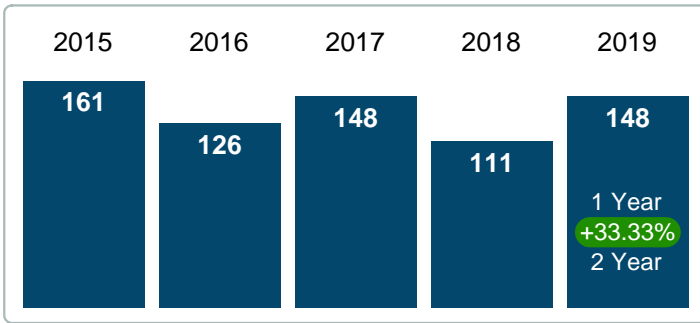
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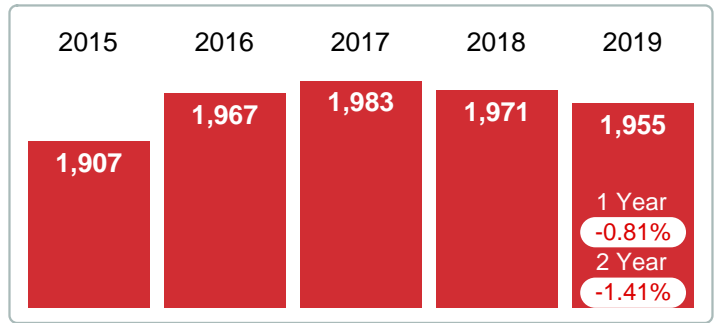
NEW LISTINGS

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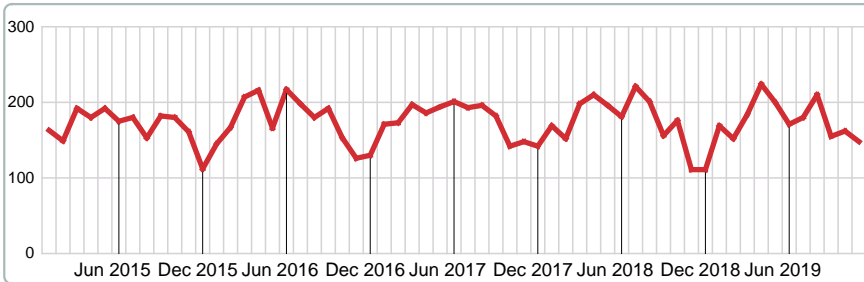
NOVEMBER



YEAR TO DATE (YTD)

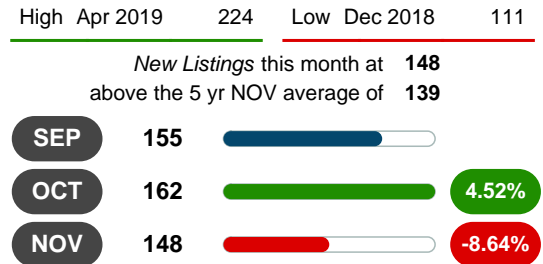


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 139



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	12	8.11%	5	6	1	0
\$75,001 - \$125,000	16	10.81%	4	10	2	0
\$125,001 - \$150,000	12	8.11%	1	9	2	0
\$150,001 - \$225,000	39	26.35%	1	22	14	2
\$225,001 - \$300,000	34	22.97%	0	15	18	1
\$300,001 - \$400,000	20	13.51%	0	5	11	4
\$400,001 and up	15	10.14%	0	3	5	7
Total New Listed Units	148		11	70	53	14
Total New Listed Volume	42,418,456	100%	936.10K	13.71M	14.31M	13.47M
Average New Listed Listing Price	\$225,127		\$85,100	\$195,866	\$269,914	\$961,879

November 2019



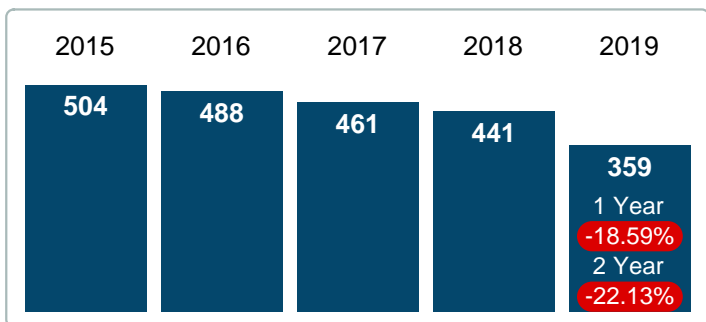
Area Delimited by County Of Rogers - Residential Property Type



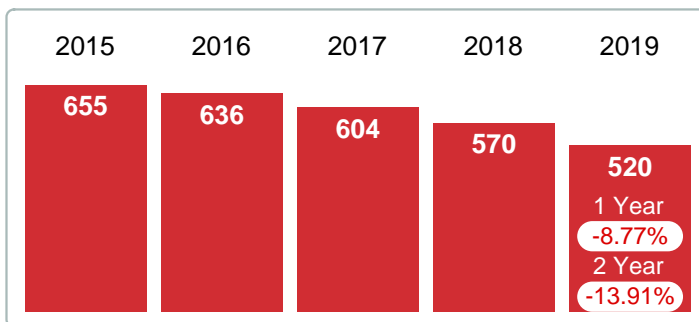
ACTIVE INVENTORY

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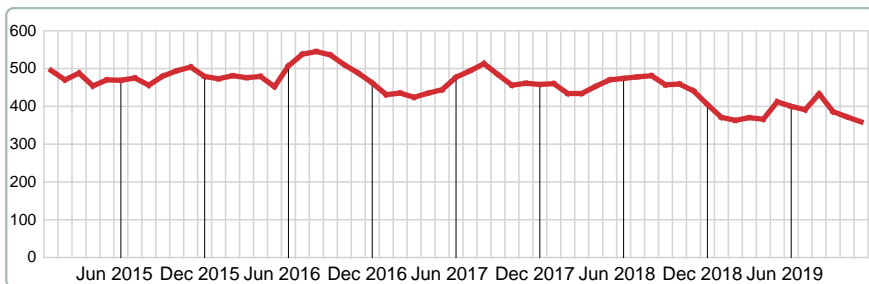
END OF NOVEMBER



ACTIVE DURING NOVEMBER

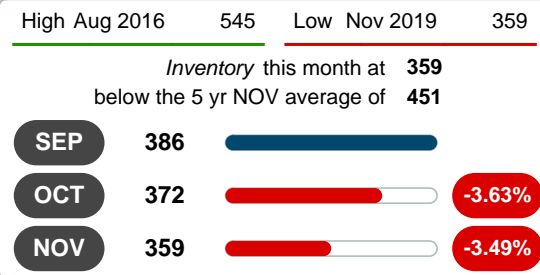


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 451



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	37	10.31%	51.8	13	20	4	0
\$100,001 - \$150,000	33	9.19%	57.2	5	23	5	0
\$150,001 - \$175,000	36	10.03%	62.8	1	26	8	1
\$175,001 - \$300,000	116	32.31%	66.9	1	61	49	5
\$300,001 - \$375,000	46	12.81%	77.4	1	13	27	5
\$375,001 - \$525,000	54	15.04%	85.4	1	9	39	5
\$525,001 and up	37	10.31%	77.7	0	6	12	19
Total Active Inventory by Units	359			22	158	144	35
Total Active Inventory by Volume	118,959,110	100%	69.3	2.56M	35.99M	49.64M	30.77M
Average Active Inventory Listing Price	\$331,362			\$116,168	\$227,801	\$344,716	\$879,191



Area Delimited by County Of Rogers - Residential Property Type



November 2019

MONTHS SUPPLY of INVENTORY (MSI)

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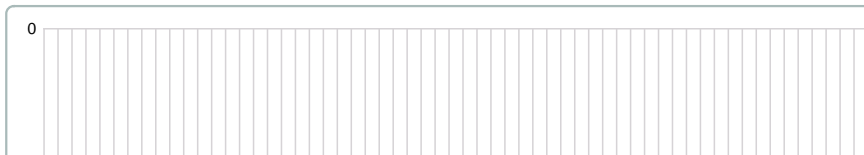
MSI FOR NOVEMBER

2015	2016	2017	2018	2019
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INDICATORS FOR NOVEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
359	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 NOV AVG = inf

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

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	37	10.31%	2.39	3.12	1.97	3.43	0.00
\$100,001 - \$150,000	33	9.19%	1.29	3.16	1.10	1.82	0.00
\$150,001 - \$175,000	36	10.03%	1.96	1.71	1.89	2.09	6.00
\$175,001 - \$300,000	116	32.31%	2.98	0.75	2.99	3.14	3.16
\$300,001 - \$375,000	46	12.81%	3.89	4.00	4.88	3.52	4.00
\$375,001 - \$525,000	54	15.04%	5.89	0.00	6.35	6.32	3.16
\$525,001 and up	37	10.31%	9.45	0.00	24.00	6.26	10.86
Market Supply of Inventory (MSI)			2.91	2.78	2.27	3.68	5.19
Total Active Inventory by Units		100%	2.91	22	158	144	35

November 2019



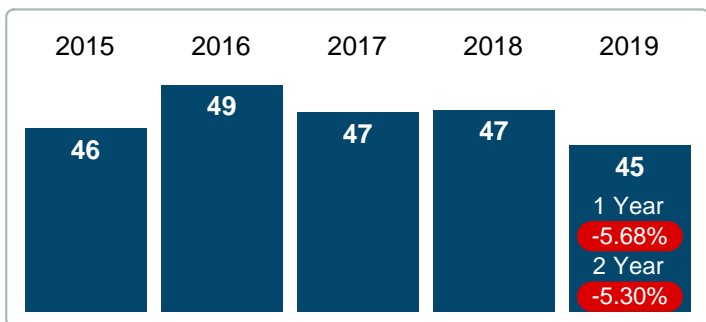
Area Delimited by County Of Rogers - Residential Property Type



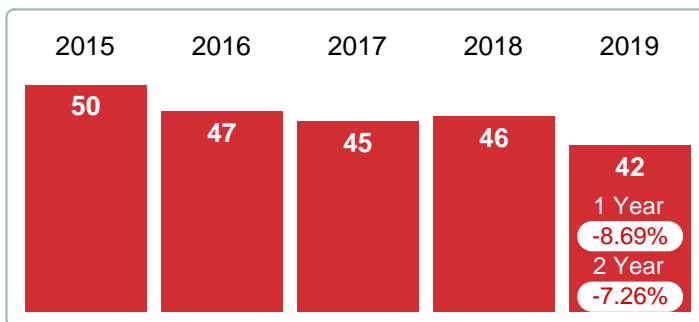
AVERAGE DAYS ON MARKET TO SALE

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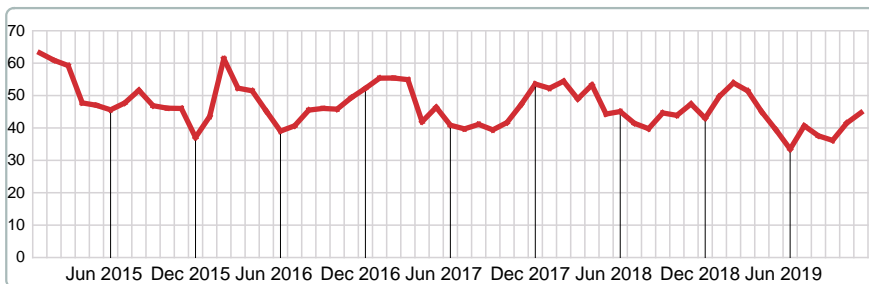
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

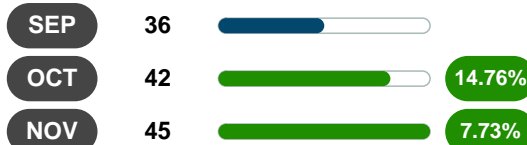


3 MONTHS

5 year NOV AVG = 47

High Jan 2015 63 Low Jun 2019 33

Average Days on Market to Sale this month at 45 below the 5 yr NOV average of 47



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	3.82%	71	117	77	43	0
\$75,001 - \$125,000	16.03%	32	11	35	21	28
\$125,001 - \$150,000	12.98%	37	0	42	7	0
\$150,001 - \$225,000	24.43%	43	31	48	38	0
\$225,001 - \$300,000	21.37%	46	1	33	45	114
\$300,001 - \$375,000	9.16%	19	0	15	15	35
\$375,001 and up	12.21%	83	0	98	75	70
Average Closed DOM		45	34	47	40	67
Total Closed Units	100%	45	6	65	51	9
Total Closed Volume		30,473,858	818.40K	11.91M	14.21M	3.53M



Area Delimited by County Of Rogers - Residential Property Type

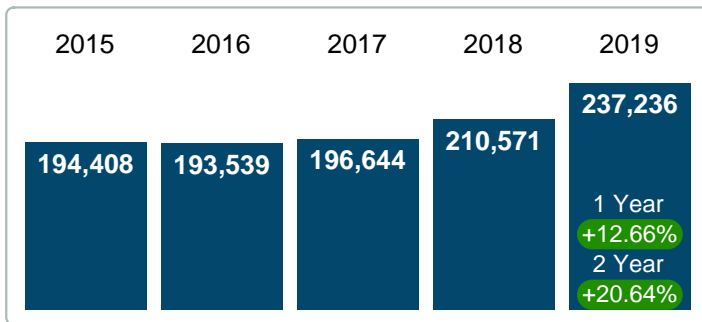


November 2019

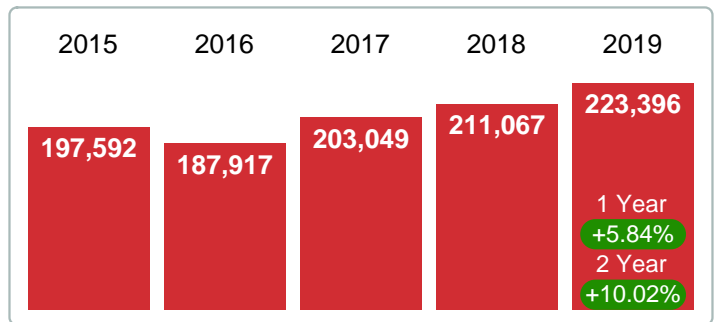
AVERAGE LIST PRICE AT CLOSING

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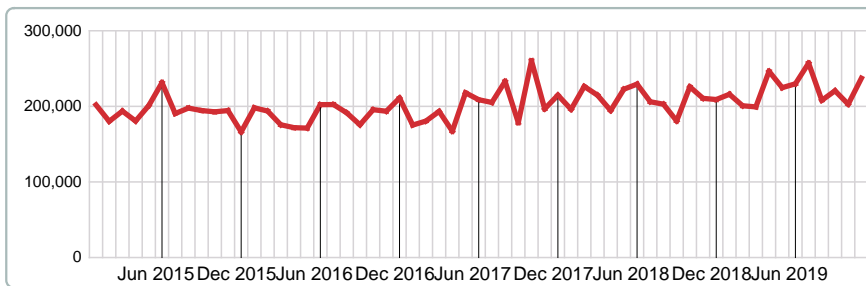
NOVEMBER



YEAR TO DATE (YTD)

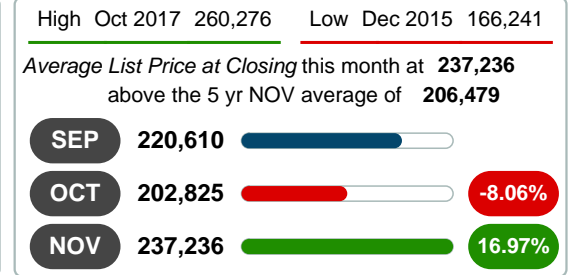


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 206,479



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	4	3.05%	58,975	55,000	81,950	53,000	0
\$75,001 - \$125,000	19	14.50%	98,991	85,500	107,331	85,000	102,000
\$125,001 - \$150,000	18	13.74%	140,163	0	144,343	149,950	0
\$150,001 - \$225,000	31	23.66%	176,634	174,950	178,764	189,475	0
\$225,001 - \$300,000	30	22.90%	265,138	259,500	260,253	271,977	288,950
\$300,001 - \$375,000	13	9.92%	325,440	0	349,999	324,602	324,700
\$375,001 and up	16	12.21%	548,605	0	467,700	617,772	566,213
Average List Price			237,236	139,233	187,240	283,877	399,350
Total Closed Units		100%	237,236	6	65	51	9
Total Closed Volume			31,077,866	835.40K	12.17M	14.48M	3.59M

November 2019



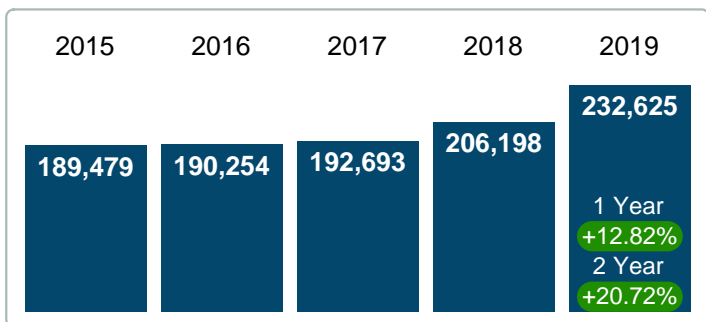
Area Delimited by County Of Rogers - Residential Property Type



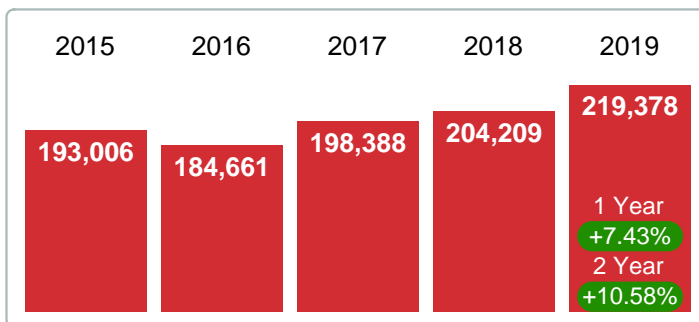
AVERAGE SOLD PRICE AT CLOSING

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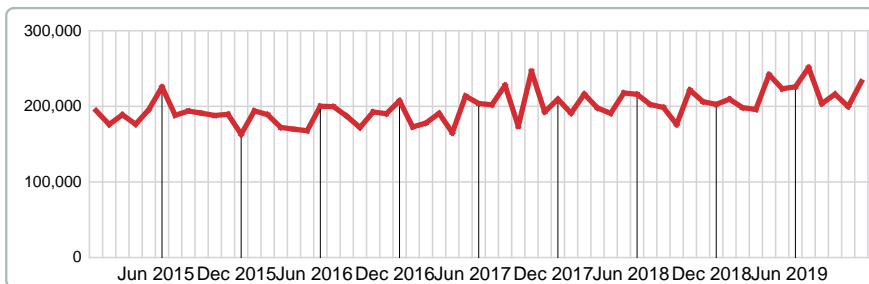
NOVEMBER



YEAR TO DATE (YTD)

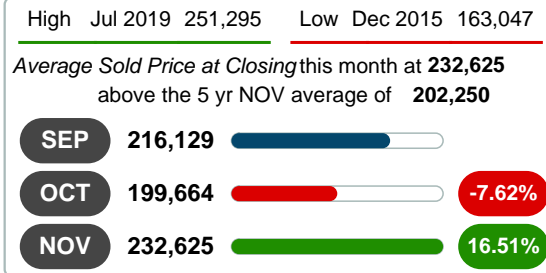


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 202,250



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	3.82%	52,480	48,000	74,700	32,500	0
\$75,001 - \$125,000	16.03%	99,225	85,750	101,542	84,000	102,000
\$125,001 - \$150,000	12.98%	140,838	0	140,396	144,150	0
\$150,001 - \$225,000	24.43%	180,882	174,450	177,709	186,020	0
\$225,001 - \$300,000	21.37%	267,009	250,000	259,425	268,104	292,200
\$300,001 - \$375,000	9.16%	324,832	0	340,000	320,665	336,000
\$375,001 and up	12.21%	535,691	0	459,233	606,800	543,714
Average Sold Price		232,625	136,400	183,292	278,593	392,584
Total Closed Units	100%	232,625	6	65	51	9
Total Closed Volume		30,473,858	818.40K	11.91M	14.21M	3.53M

November 2019



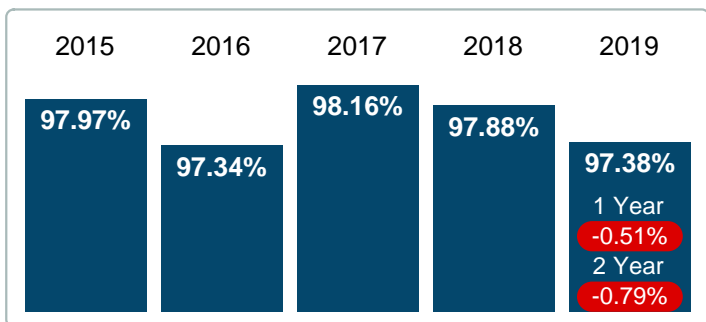
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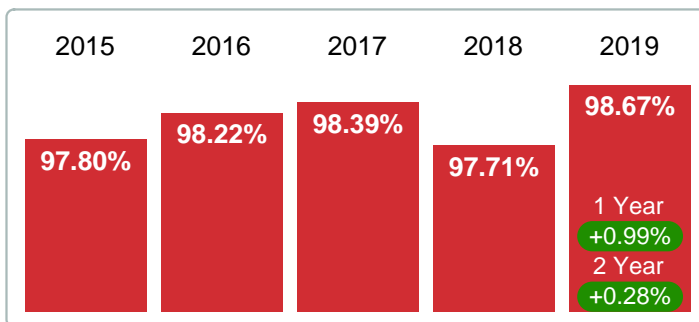
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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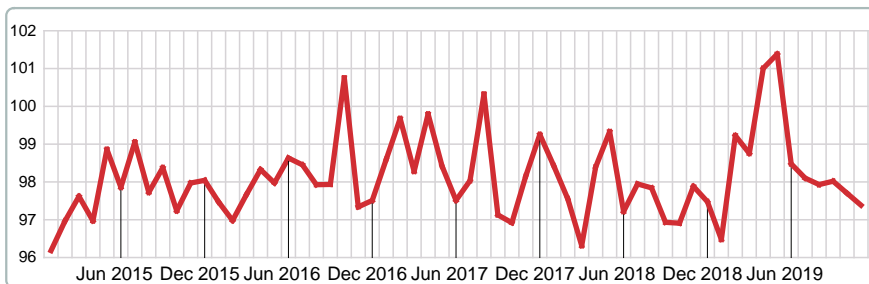
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

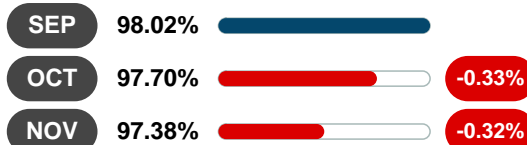


3 MONTHS

5 year NOV AVG = 97.75%

High May 2019 101.38% Low Jan 2015 96.18%

Average Sold/List Ratio this month at **97.38%**
below the 5 yr NOV average of **97.75%**



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	5	3.82%	78.73%	87.27%	91.85%	61.32%	0.00%
\$75,001 - \$125,000	21	16.03%	95.57%	100.27%	94.57%	98.82%	100.00%
\$125,001 - \$150,000	17	12.98%	97.40%	0.00%	97.56%	96.22%	0.00%
\$150,001 - \$225,000	32	24.43%	99.12%	99.68%	99.67%	98.32%	0.00%
\$225,001 - \$300,000	28	21.37%	98.98%	96.34%	99.67%	98.62%	101.12%
\$300,001 - \$375,000	12	9.16%	99.44%	0.00%	97.14%	98.80%	103.50%
\$375,001 and up	16	12.21%	97.76%	0.00%	98.39%	98.26%	96.06%
Average Sold/List Ratio		97.40%		97.25%	97.45%	96.98%	99.27%
Total Closed Units		131	100%	6	65	51	9
Total Closed Volume		30,473,858		818.40K	11.91M	14.21M	3.53M



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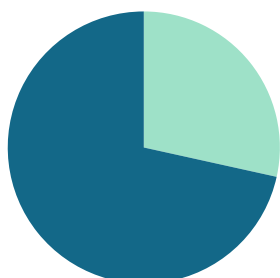


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MARKET SUMMARY

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

INVENTORY

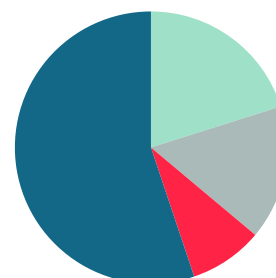


Inventory
 New Listings
148 = 28.46%
 Start Inventory
372
 Total Inventory Units
520
 Volume
\$173,248,203

Market Activity

Closed Sales
131 = 20.12%
 Pending Sales
104 = 15.98%
 Other Off Market
57 = 8.76%
 Active Inventory
359 = 55.15%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	109	131	20.18%	1,334	1,386	3.90%
Pending Sales	75	104	38.67%	1,351	1,454	7.62%
New Listings	111	148	33.33%	1,971	1,955	-0.81%
Average List Price	210,571	237,236	12.66%	211,067	223,396	5.84%
Average Sale Price	206,198	232,625	12.82%	204,209	219,378	7.43%
Average Percent of Selling Price to List Price	97.88%	97.38%	-0.51%	97.71%	98.67%	0.99%
Average Days on Market to Sale	47.40	44.71	-5.68%	46.10	42.10	-8.69%
Monthly Inventory	441	359	-18.59%	441	359	-18.59%
Months Supply of Inventory	3.72	2.91	-21.73%	3.72	2.91	-21.73%

Absorption: Last 12 months, an Average of **123** Sales/Month

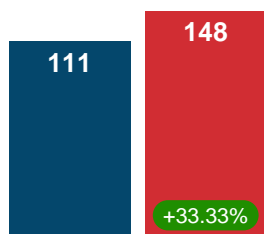
Inventory on November 30, 2019 = **359**

2018 **2019**

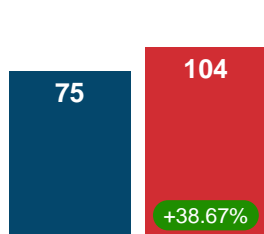
NOVEMBER MARKET

AVERAGE PRICES

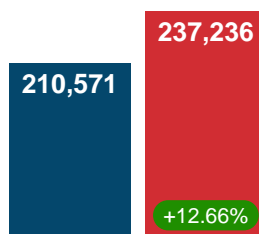
New Listings



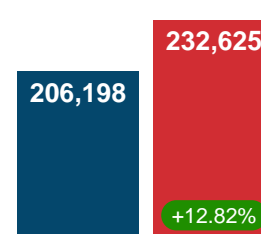
Pending Listings



List Price



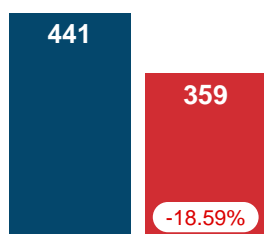
Sale Price



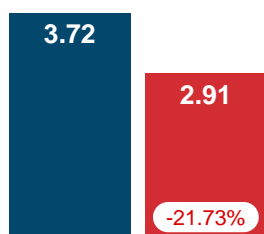
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

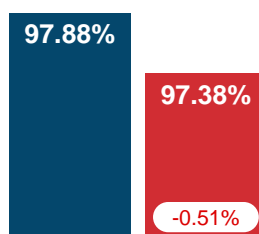
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

