

November 2019



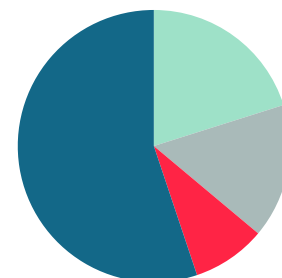
Area Delimited by County Of Rogers - Residential Property Type



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%
Median List Price	177,000	194,000	9.60%
Median Sale Price	175,000	188,500	7.71%
Median Percent of Selling Price to List Price	98.88%	99.35%	0.48%
Median Days on Market to Sale	33.00	30.00	-9.09%
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.

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 **7.71%** in November 2019 to \$188,500 versus the previous year at \$175,000.

Median Days on Market Shortens

The median number of **30.00** days that homes spent on the market before selling decreased by 3.00 days or **9.09%** in November 2019 compared to last year's same month at **33.00** DOM.

Sales Success for November 2019 is Positive

Overall, with Median 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.

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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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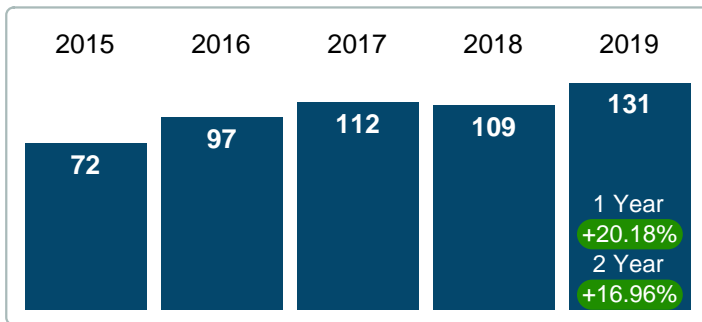
Area Delimited by County Of Rogers - Residential Property Type



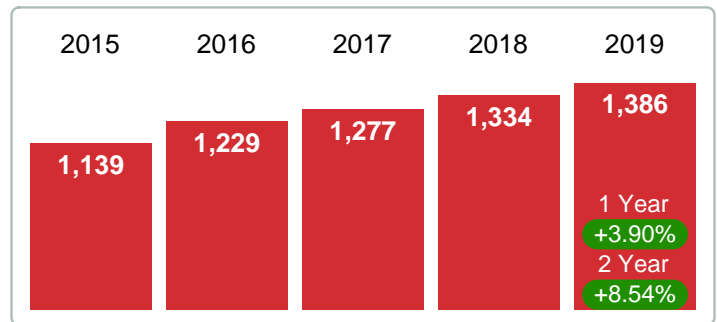
CLOSED LISTINGS

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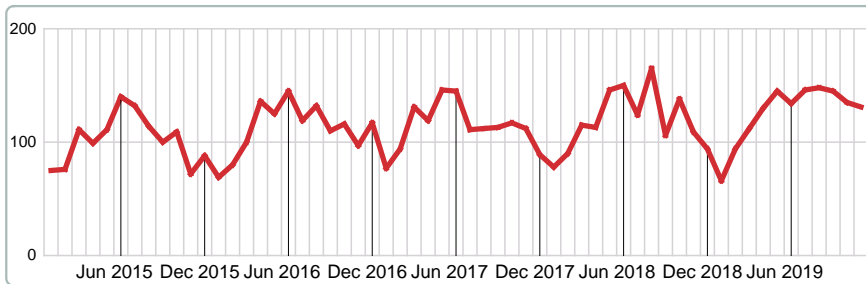
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

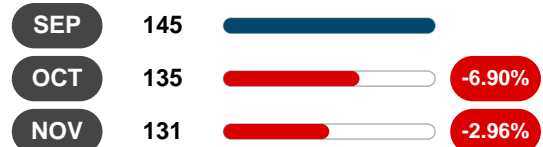


3 MONTHS

5 year NOV AVG = 104

High Aug 2018 165 Low Jan 2019 66

Closed Listings this month at 131
above the 5 yr NOV average of 104



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	5	3.82%	73.0	1	2	2	0
\$75,001 - \$125,000	21	16.03%	23.0	2	17	1	1
\$125,001 - \$150,000	17	12.98%	14.0	0	15	2	0
\$150,001 - \$225,000	32	24.43%	29.5	2	17	13	0
\$225,001 - \$300,000	28	21.37%	44.0	1	7	18	2
\$300,001 - \$375,000	12	9.16%	6.0	0	1	9	2
\$375,001 and up	16	12.21%	88.0	0	6	6	4
Total Closed Units	131			6	65	51	9
Total Closed Volume	30,473,858	100%	30.0	818.40K	11.91M	14.21M	3.53M
Median Closed Price	\$188,500			\$123,450	\$145,862	\$266,500	\$345,000

November 2019



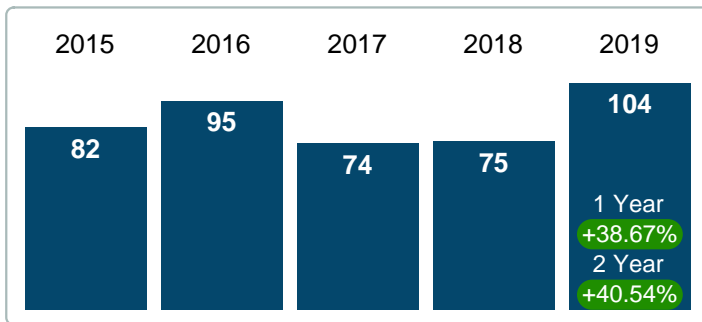
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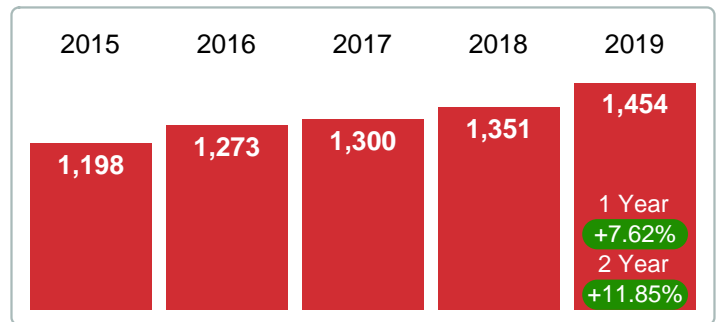
PENDING LISTINGS

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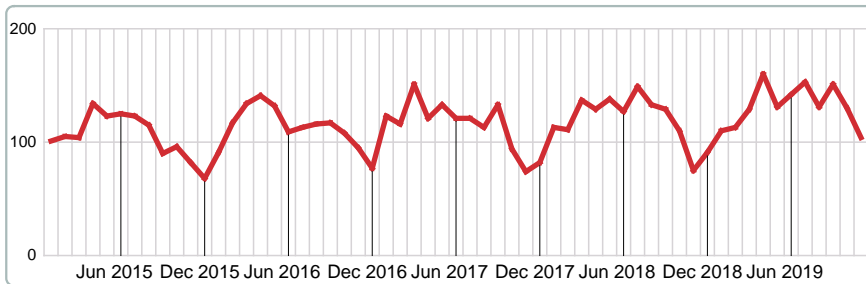
NOVEMBER



YEAR TO DATE (YTD)

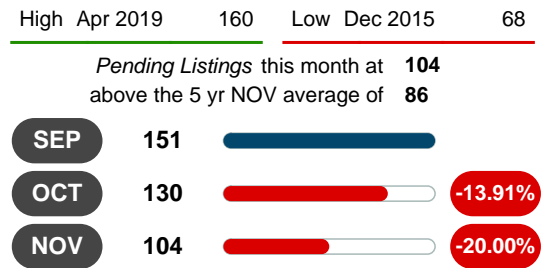


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 86



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	7	6.73%	42.0	2	3	2	0
\$75,001 - \$125,000	10	9.62%	42.5	0	9	1	0
\$125,001 - \$150,000	13	12.50%	16.0	2	8	2	1
\$150,001 - \$225,000	33	31.73%	26.0	1	15	17	0
\$225,001 - \$325,000	19	18.27%	17.0	0	9	9	1
\$325,001 - \$400,000	11	10.58%	34.0	0	3	7	1
\$400,001 and up	11	10.58%	64.0	0	0	6	5
Total Pending Units	104			5	47	44	8
Total Pending Volume	24,084,438	100%	29.0	545.80K	8.51M	11.70M	3.32M
Median Listing Price	\$189,903			\$130,000	\$160,000	\$223,400	\$407,500

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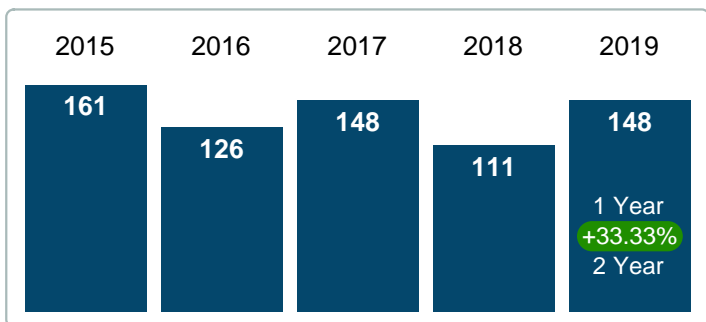
Area Delimited by County Of Rogers - Residential Property Type



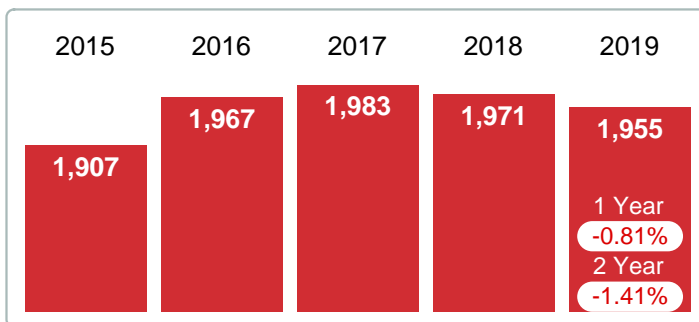
NEW LISTINGS

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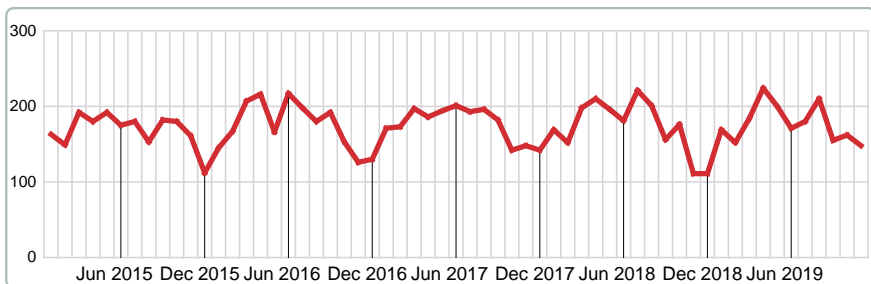
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 139

High Apr 2019 224 Low Dec 2018 111

New Listings this month at 148
above the 5 yr NOV average of 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
Median New Listed Listing Price	\$201,950		\$80,000	\$174,296	\$259,000	\$451,950

November 2019



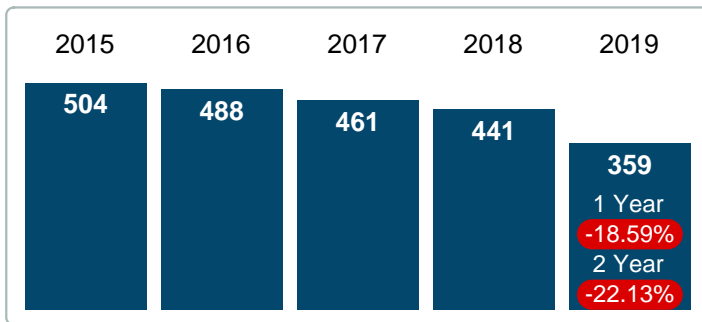
Area Delimited by County Of Rogers - Residential Property Type



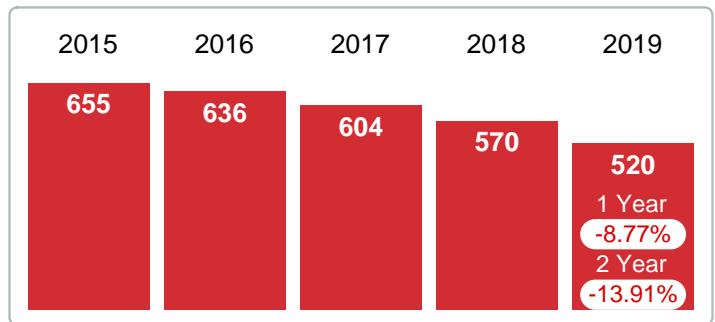
ACTIVE INVENTORY

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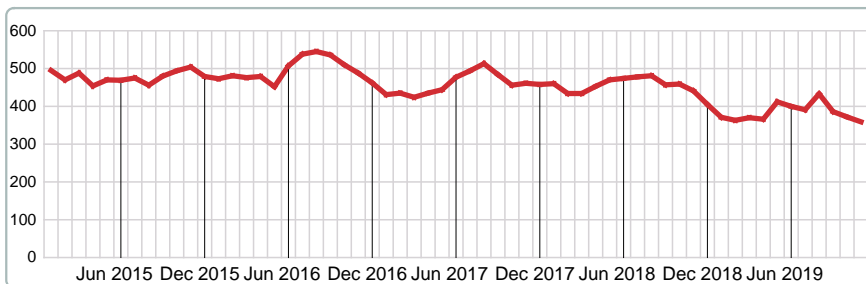
END OF NOVEMBER



ACTIVE DURING NOVEMBER

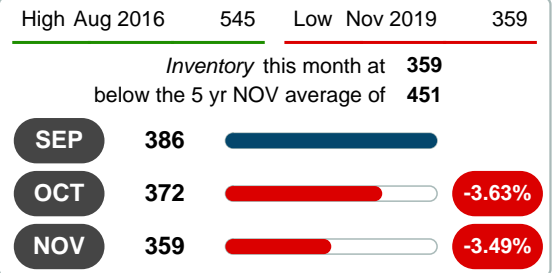


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 451



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$100,000 and less	37	10.31%	44.0	13	20	4	0	
\$100,001 - \$150,000	33	9.19%	58.0	5	23	5	0	
\$150,001 - \$175,000	36	10.03%	57.5	1	26	8	1	
\$175,001 - \$300,000	116	32.31%	44.0	1	61	49	5	
\$300,001 - \$375,000	46	12.81%	74.0	1	13	27	5	
\$375,001 - \$525,000	54	15.04%	82.5	1	9	39	5	
\$525,001 and up	37	10.31%	73.0	0	6	12	19	
Total Active Inventory by Units		359		22	158	144	35	
Total Active Inventory by Volume		118,959,110	100%	59.0	2.56M	35.99M	49.64M	30.77M
Median Active Inventory Listing Price		\$249,900			\$84,950	\$187,450	\$330,500	\$545,000

November 2019



Area Delimited by County Of Rogers - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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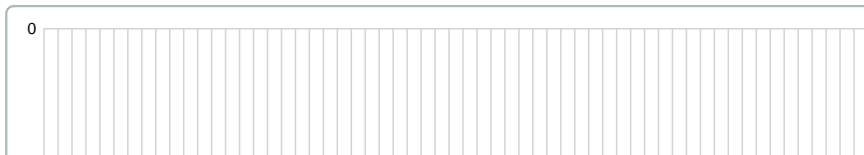
MSI FOR NOVEMBER

2015	2016	2017	2018	2019

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

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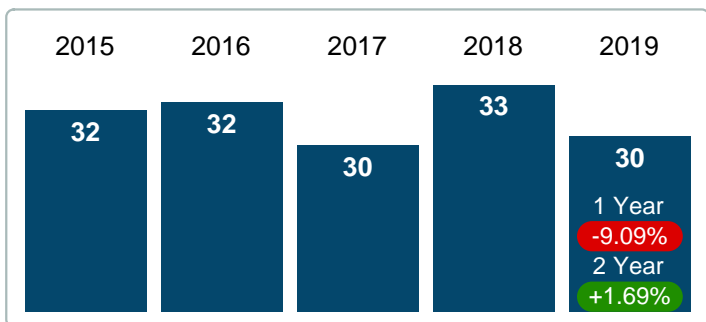
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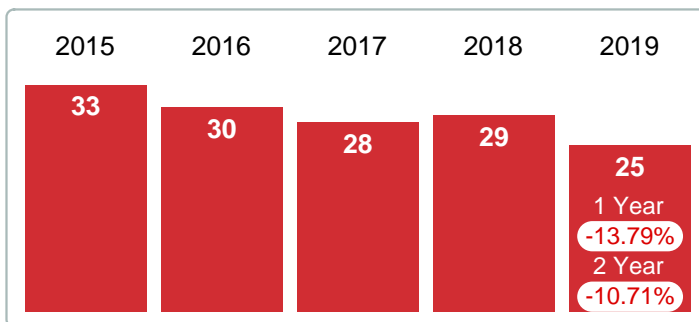
MEDIAN DAYS ON MARKET TO SALE

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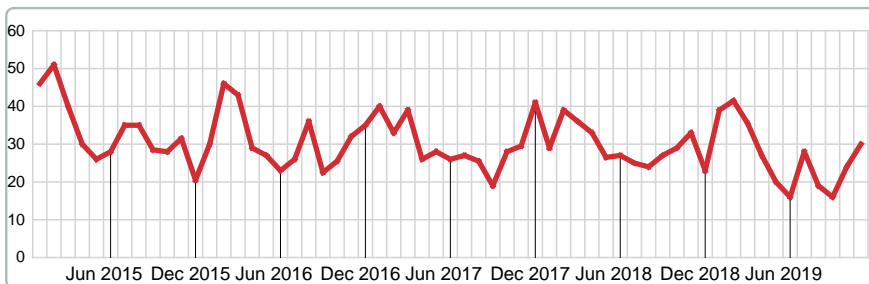
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

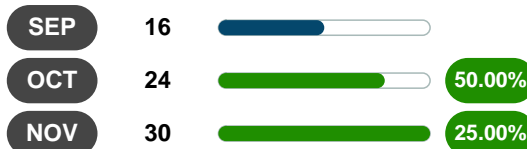


3 MONTHS

5 year NOV AVG = 31

High Feb 2015 51 Low Sep 2019 16

Median Days on Market to Sale this month at 30 below the 5 yr NOV average of 31



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	3.82%	73	117	77	43	0
\$75,001 - \$125,000	16.03%	23	11	30	21	28
\$125,001 - \$150,000	12.98%	14	0	54	7	0
\$150,001 - \$225,000	24.43%	30	31	32	20	0
\$225,001 - \$300,000	21.37%	44	1	26	50	114
\$300,001 - \$375,000	9.16%	6	0	15	1	35
\$375,001 and up	12.21%	88	0	95	58	82
Median Closed DOM		30	19	35	23	64
Total Closed Units	100%	131	6	65	51	9
Total Closed Volume		30,473,858	818.40K	11.91M	14.21M	3.53M

November 2019



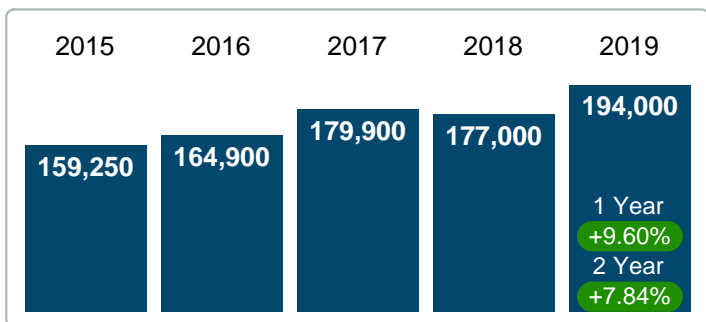
Area Delimited by County Of Rogers - Residential Property Type



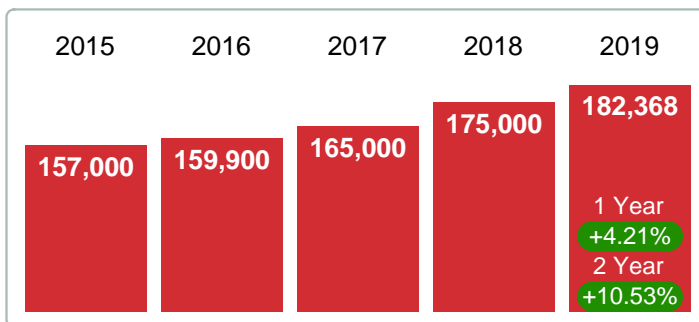
MEDIAN LIST PRICE AT CLOSING

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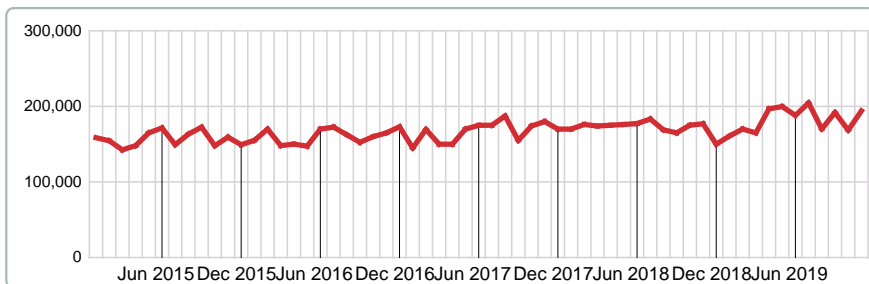
NOVEMBER



YEAR TO DATE (YTD)

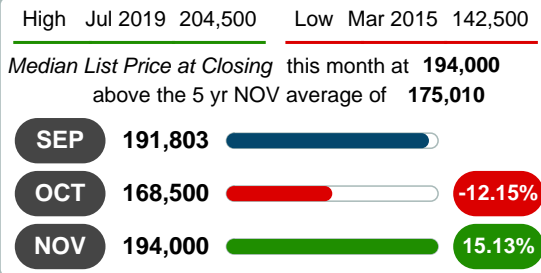


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 175,010



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	4	3.05%	54,500	55,000	74,900	53,000	0	
\$75,001 - \$125,000	19	14.50%	99,900	85,500	99,900	85,000	102,000	
\$125,001 - \$150,000	18	13.74%	141,500	0	140,000	145,000	0	
\$150,001 - \$225,000	31	23.66%	175,000	174,950	173,500	181,118	0	
\$225,001 - \$300,000	30	22.90%	261,250	259,500	253,686	274,900	288,950	
\$300,001 - \$375,000	13	9.92%	325,000	0	349,999	322,450	324,700	
\$375,001 and up	16	12.21%	475,000	0	436,200	446,868	600,000	
Median List Price		194,000		123,700	149,900	274,900	334,900	
Total Closed Units		131	100%	194,000	6	65	51	9
Total Closed Volume		31,077,866			835.40K	12.17M	14.48M	3.59M

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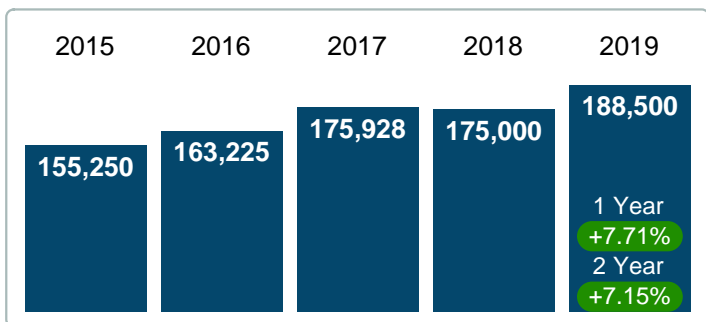
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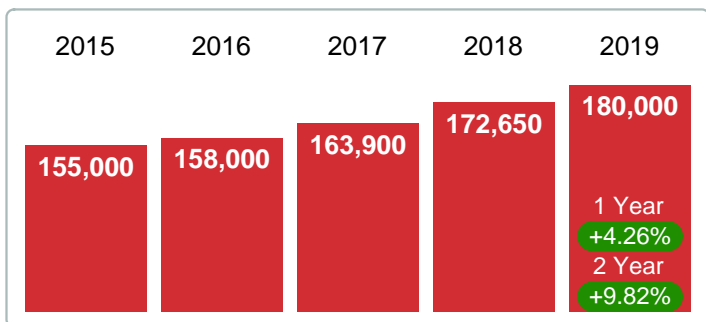
MEDIAN SOLD PRICE AT CLOSING

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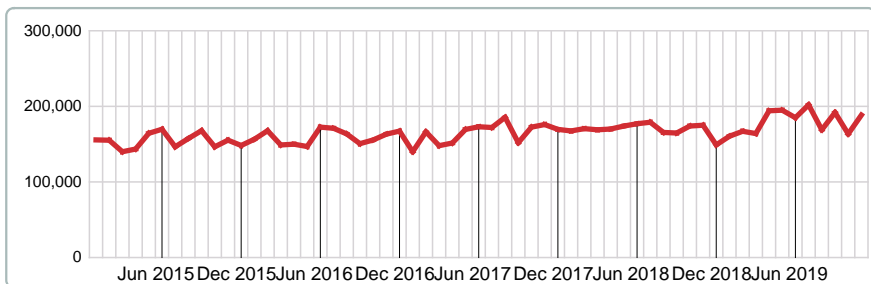
NOVEMBER



YEAR TO DATE (YTD)

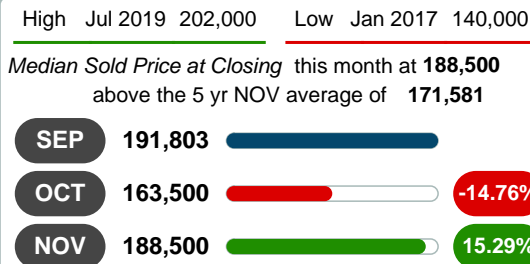


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 171,581



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	3.82%	48,000	48,000	74,700	32,500	0
\$75,001 - \$125,000	16.03%	95,000	85,750	100,000	84,000	102,000
\$125,001 - \$150,000	12.98%	142,500	0	140,000	144,150	0
\$150,001 - \$225,000	24.43%	179,750	174,450	176,945	180,000	0
\$225,001 - \$300,000	21.37%	267,750	250,000	257,472	274,950	292,200
\$300,001 - \$375,000	9.16%	326,000	0	340,000	320,000	336,000
\$375,001 and up	12.21%	462,500	0	423,250	439,401	557,500
Median Sold Price		188,500	123,450	145,862	266,500	345,000
Total Closed Units	100%	131	6	65	51	9
Total Closed Volume		30,473,858	818.40K	11.91M	14.21M	3.53M

November 2019



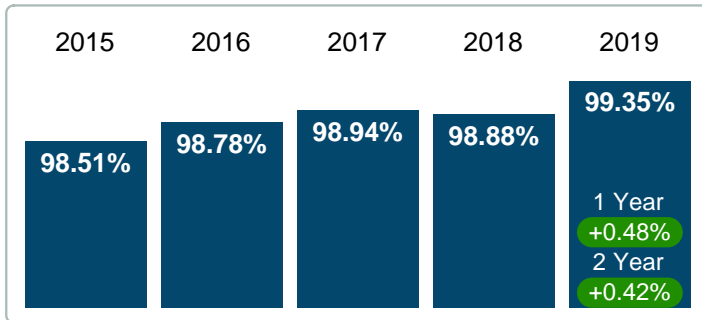
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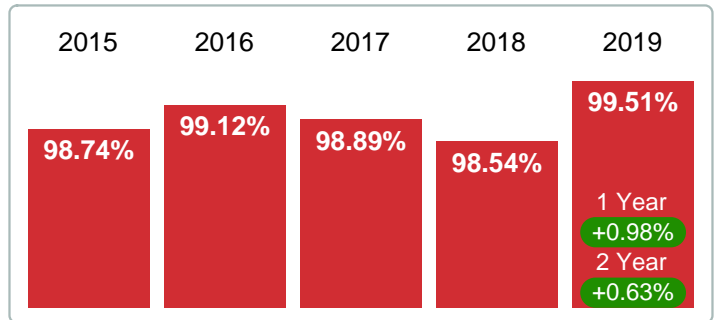
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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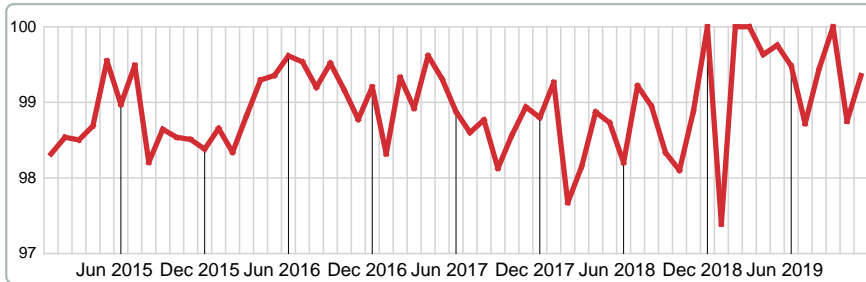
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

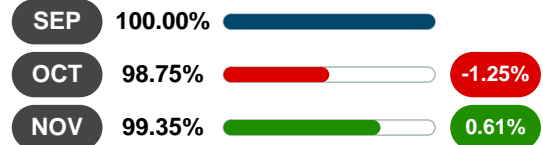


3 MONTHS

5 year NOV AVG = 98.89%

High Sep 2019 100.00% Low Jan 2019 97.39%

Median Sold/List Ratio this month at **99.35%**
equal to 5 yr NOV average of **98.89%**



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	5	3.82%	83.71%	87.27%	91.85%	61.32%	0.00%
\$75,001 - \$125,000	21	16.03%	98.08%	100.27%	94.55%	98.82%	100.00%
\$125,001 - \$150,000	17	12.98%	99.36%	0.00%	100.00%	96.22%	0.00%
\$150,001 - \$225,000	32	24.43%	99.40%	99.68%	100.00%	97.50%	0.00%
\$225,001 - \$300,000	28	21.37%	100.00%	96.34%	100.00%	100.00%	101.12%
\$300,001 - \$375,000	12	9.16%	99.85%	0.00%	97.14%	99.71%	103.50%
\$375,001 and up	16	12.21%	98.14%	0.00%	98.95%	97.82%	96.66%
Median Sold/List Ratio		99.35%		99.68%	99.81%	98.48%	100.00%
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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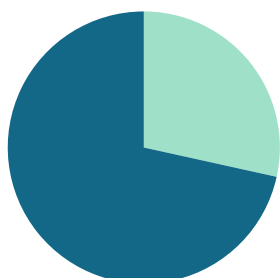
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

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

INVENTORY

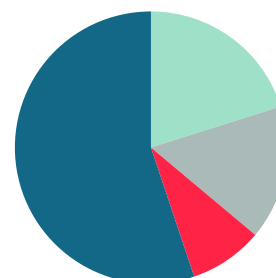


Inventory
 New Listings
148 = 28.46%
 Start Inventory
372
 Total Inventory Units
520
 Volume
\$173,248,203

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%
Median List Price	177,000	194,000	9.60%	175,000	182,368	4.21%
Median Sale Price	175,000	188,500	7.71%	172,650	180,000	4.26%
Median Percent of Selling Price to List Price	98.88%	99.35%	0.48%	98.54%	99.51%	0.98%
Median Days on Market to Sale	33.00	30.00	-9.09%	29.00	25.00	-13.79%
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

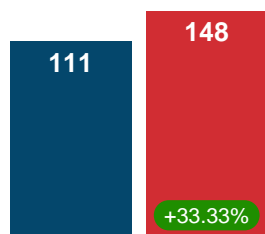
Inventory on November 30, 2019 = **359**

2018 **2019**

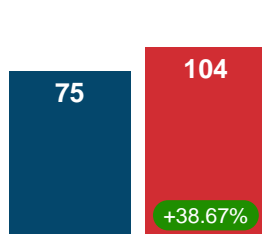
NOVEMBER MARKET

MEDIAN PRICES

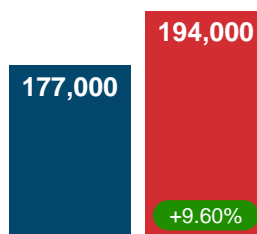
New Listings



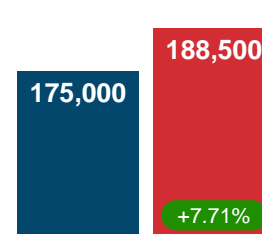
Pending Listings



List Price



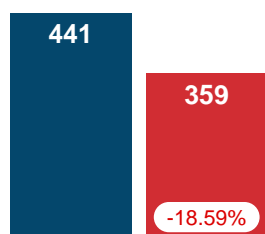
Sale Price



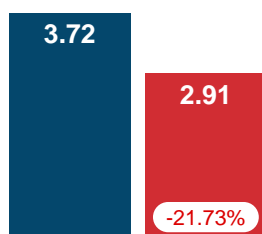
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

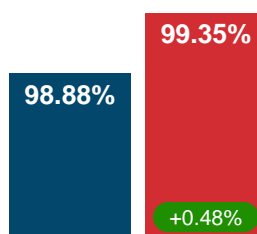
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

