

# October 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	October 2019	+/-%
Closed Listings	138	135	-2.17%
Pending Listings	110	130	18.18%
New Listings	176	162	-7.95%
Average List Price	225,842	202,825	-10.19%
Average Sale Price	221,602	199,664	-9.90%
Average Percent of Selling Price to List Price	96.91%	97.70%	0.82%
Average Days on Market to Sale	43.88	41.50	-5.42%
End of Month Inventory	459	372	-18.95%
Months Supply of Inventory	3.86	3.06	-20.73%



■ Closed (19.71%)  
■ Pending (18.98%)  
■ Other OffMarket (7.01%)  
■ Active (54.31%)

**Absorption:** Last 12 months, an Average of **122** Sales/Month  
**Active Inventory** as of October 31, 2019 = **372**

### Analysis Wrap-Up

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

The total housing inventory at the end of October 2019 decreased **18.95%** to 372 existing homes available for sale. Over the last 12 months this area has had an average of 122 closed sales per month. This represents an unsold inventory index of **3.06** MSI for this period.

#### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **9.90%** in October 2019 to \$199,664 versus the previous year at \$221,602.

#### Average Days on Market Shortens

The average number of **41.50** days that homes spent on the market before selling decreased by 2.38 days or **5.42%** in October 2019 compared to last year's same month at **43.88** DOM.

#### Sales Success for October 2019 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 162 New Listings in October 2019, down **7.95%** from last year at 176. Furthermore, there were 135 Closed Listings this month versus last year at 138, a **-2.17%** decrease.

Closed versus Listed trends yielded a **83.3%** ratio, up from previous year's, October 2018, at **78.4%**, a **6.28%** upswing. This will certainly create pressure on a decreasing Month's 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

# October 2019



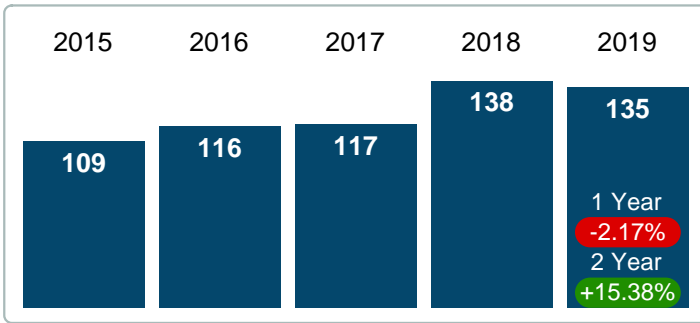
Area Delimited by County Of Rogers - Residential Property Type



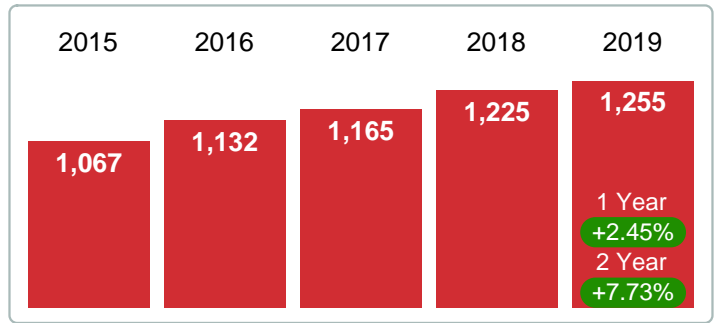
## CLOSED LISTINGS

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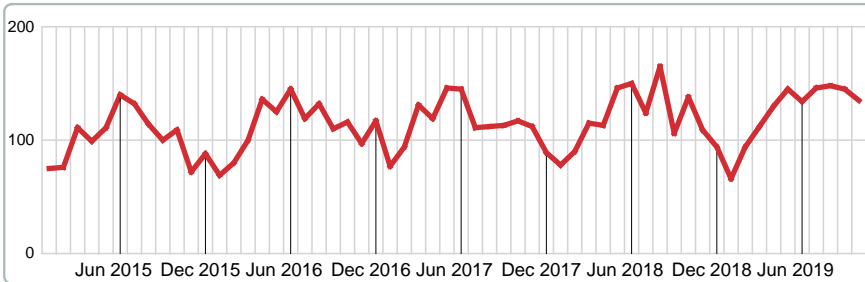
### OCTOBER



### YEAR TO DATE (YTD)

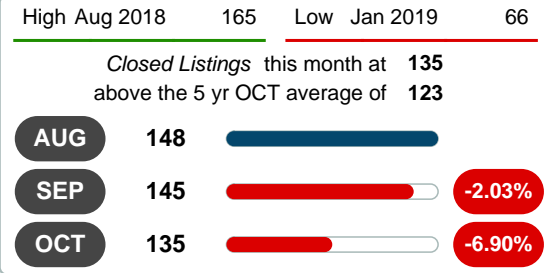


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 123



### 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	7	5.19%	39.6	6	1	0	0
\$75,001 - \$125,000	21	15.56%	37.0	2	17	2	0
\$125,001 - \$125,000	0	0.00%	0.0	0	0	0	0
\$125,001 - \$175,000	48	35.56%	33.5	2	40	4	2
\$175,001 - \$250,000	28	20.74%	34.6	2	16	10	0
\$250,001 - \$375,000	18	13.33%	63.3	0	9	8	1
\$375,001 and up	13	9.63%	64.0	0	2	8	3
<b>Total Closed Units</b>	<b>135</b>			<b>12</b>	<b>85</b>	<b>32</b>	<b>6</b>
<b>Total Closed Volume</b>	<b>26,954,683</b>	<b>100%</b>	<b>41.5</b>	<b>1.23M</b>	<b>14.88M</b>	<b>8.90M</b>	<b>1.94M</b>
<b>Average Closed Price</b>	<b>\$199,664</b>			<b>\$102,429</b>	<b>\$175,110</b>	<b>\$278,138</b>	<b>\$323,456</b>

# October 2019



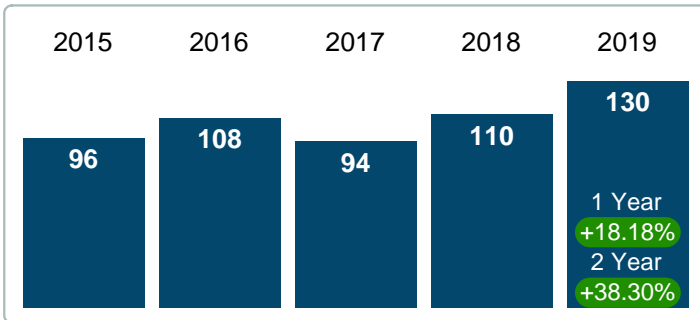
Area Delimited by County Of Rogers - Residential Property Type



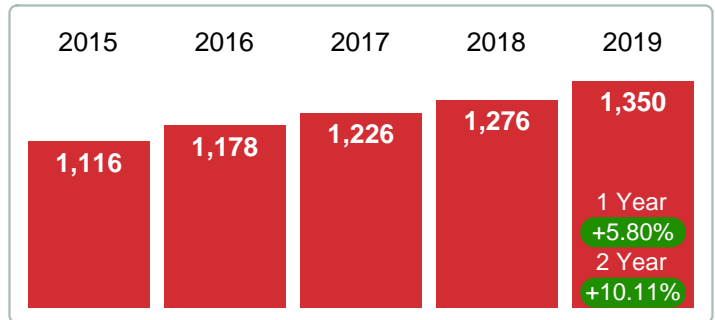
## PENDING LISTINGS

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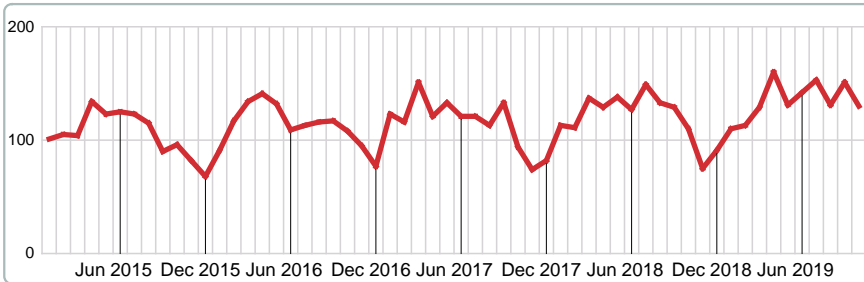
### OCTOBER



### YEAR TO DATE (YTD)

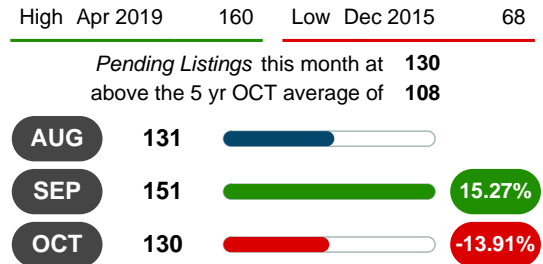


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 108



### 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	3	2.31%	70.0	3	0	0	0
\$75,001 - \$125,000	18	13.85%	37.2	3	13	1	1
\$125,001 - \$150,000	18	13.85%	31.9	0	17	1	0
\$150,001 - \$225,000	39	30.00%	48.9	1	23	15	0
\$225,001 - \$275,000	17	13.08%	47.5	0	8	8	1
\$275,001 - \$375,000	22	16.92%	46.3	0	2	16	4
\$375,001 and up	13	10.00%	57.3	0	4	6	3
<b>Total Pending Units</b>	<b>130</b>			<b>7</b>	<b>67</b>	<b>47</b>	<b>9</b>
<b>Total Pending Volume</b>	<b>28,697,352</b>	<b>100%</b>	<b>45.4</b>	<b>584.30K</b>	<b>12.16M</b>	<b>12.95M</b>	<b>3.00M</b>
<b>Average Listing Price</b>	<b>\$219,423</b>			<b>\$83,471</b>	<b>\$181,542</b>	<b>\$275,440</b>	<b>\$333,789</b>

# October 2019



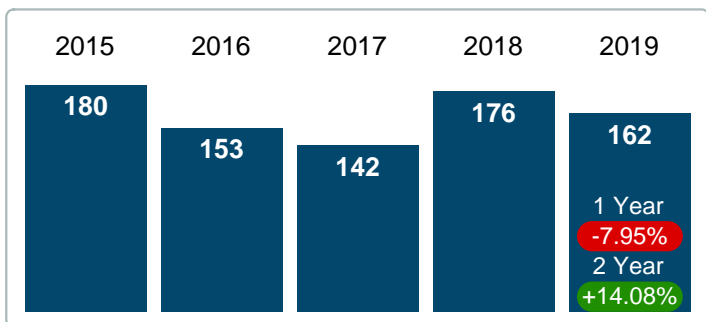
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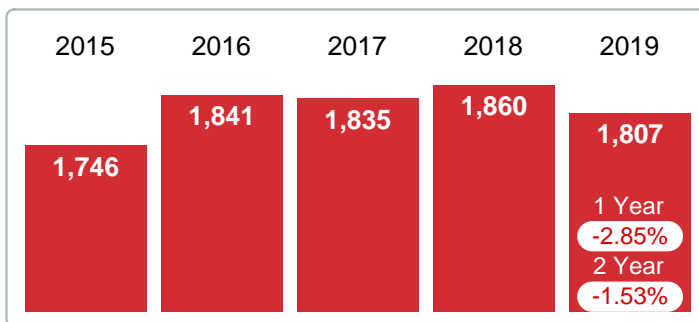
## NEW LISTINGS

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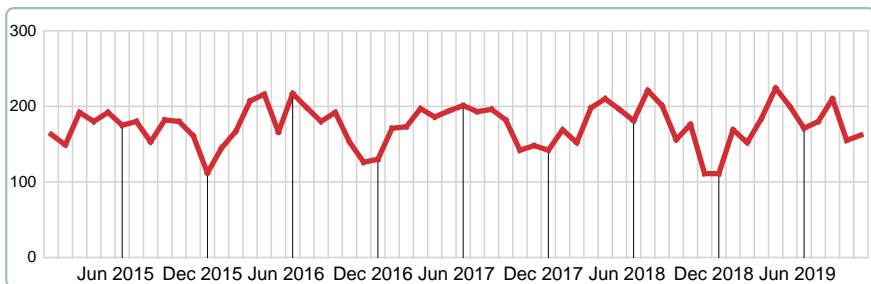
### OCTOBER



### YEAR TO DATE (YTD)

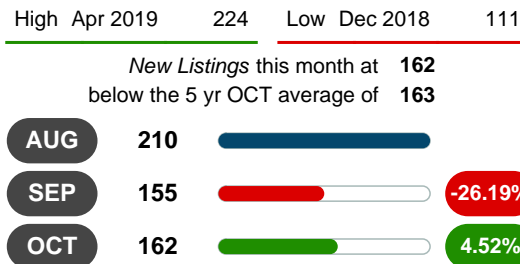


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 163



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedrooms Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	14	8.64%	5	9	0	0
\$100,001 - \$125,000	7	4.32%	0	6	1	0
\$125,001 - \$150,000	23	14.20%	2	19	1	1
\$150,001 - \$250,000	54	33.33%	0	35	19	0
\$250,001 - \$350,000	25	15.43%	1	4	18	2
\$350,001 - \$425,000	19	11.73%	0	1	18	0
\$425,001 and up	20	12.35%	0	3	12	5
<b>Total New Listed Units</b>	<b>162</b>		<b>8</b>	<b>77</b>	<b>69</b>	<b>8</b>
<b>Total New Listed Volume</b>	<b>41,883,431</b>	<b>100%</b>	<b>854.40K</b>	<b>14.45M</b>	<b>21.93M</b>	<b>4.65M</b>
<b>Average New Listed Listing Price</b>	<b>\$214,630</b>		<b>\$106,800</b>	<b>\$187,678</b>	<b>\$317,763</b>	<b>\$581,525</b>

# October 2019



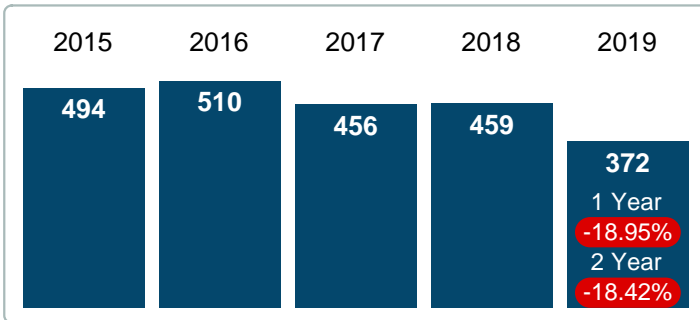
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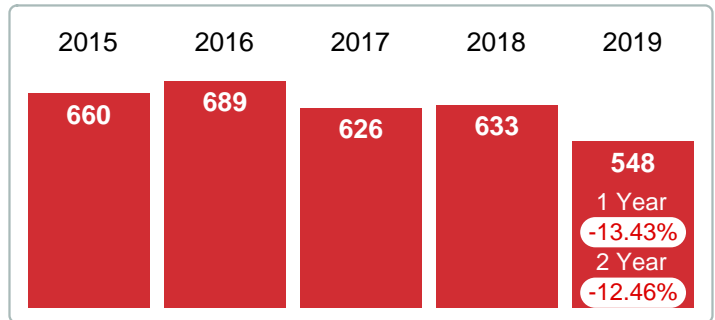
## ACTIVE INVENTORY

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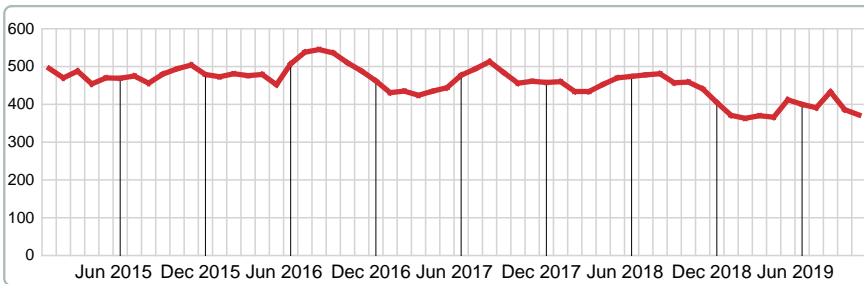
### END OF OCTOBER



### ACTIVE DURING OCTOBER

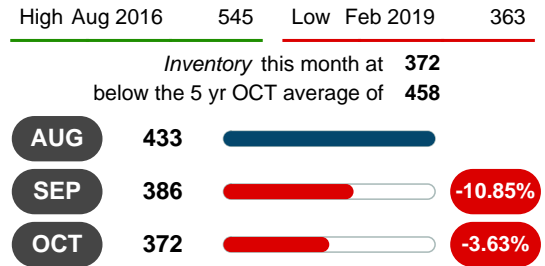


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 458



### 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	35	9.41%	69.9	12	17	6	0
\$100,001 - \$150,000	36	9.68%	50.4	5	25	5	1
\$150,001 - \$200,000	65	17.47%	58.4	1	34	30	0
\$200,001 - \$325,000	92	24.73%	79.1	2	50	34	6
\$325,001 - \$400,000	54	14.52%	69.7	1	16	35	2
\$400,001 - \$525,000	49	13.17%	71.4	0	6	32	11
\$525,001 and up	41	11.02%	87.3	0	6	15	20
Total Active Inventory by Units			372	21	154	157	40
Total Active Inventory by Volume			130,829,747	2.55M	36.53M	53.84M	37.91M
Average Active Inventory Listing Price			\$351,693	\$121,583	\$237,180	\$342,926	\$947,786

# October 2019



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## MONTHS SUPPLY of INVENTORY (MSI)

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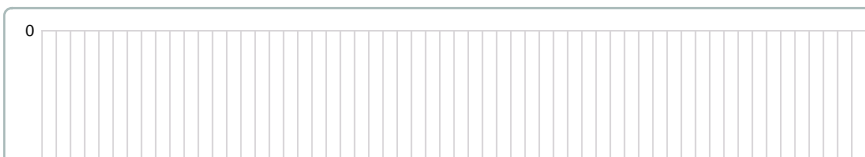
### MSI FOR OCTOBER

2015	2016	2017	2018	2019

### INDICATORS FOR OCTOBER 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>372</b>	<b>0</b>	<b>0</b>	<b>inf</b>	<b>0.000%</b>
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 OCT AVG = inf

High Oct 2019	inf	Low Oct 2019	inf
Months Supply this month at <b>inf</b> equal to 5 yr OCT average of <b>inf</b>			
<b>AUG</b>	inf		%
<b>SEP</b>	inf		%
<b>OCT</b>	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	<b>35</b>	9.41%	2.31	2.88	1.76	4.50	0.00
\$100,001 - \$150,000	<b>36</b>	9.68%	1.41	3.00	1.21	1.71	3.00
\$150,001 - \$200,000	<b>65</b>	17.47%	1.98	0.71	1.44	4.09	0.00
\$200,001 - \$325,000	<b>92</b>	24.73%	3.30	4.00	3.90	2.63	3.60
\$325,001 - \$400,000	<b>54</b>	14.52%	5.36	0.00	8.73	4.57	3.43
\$400,001 - \$525,000	<b>49</b>	13.17%	7.84	0.00	8.00	8.53	6.29
\$525,001 and up	<b>41</b>	11.02%	10.93	0.00	36.00	7.50	12.63
Market Supply of Inventory (MSI)		3.06		2.71	2.22	4.14	6.23
Total Active Inventory by Units		372	100%	21	154	157	40

# October 2019



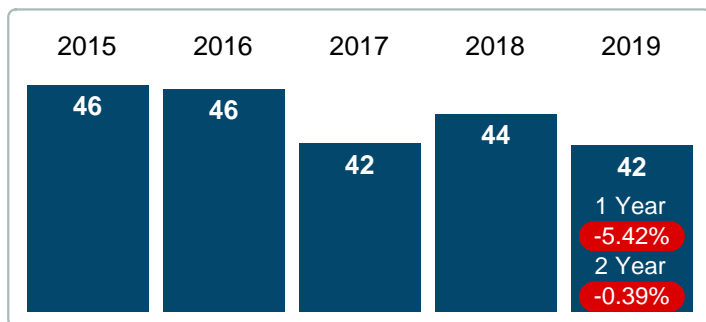
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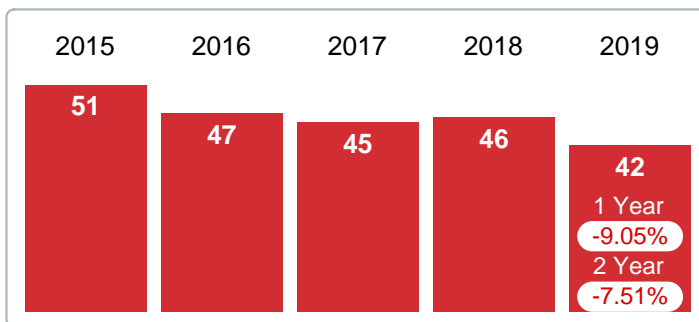
## AVERAGE DAYS ON MARKET TO SALE

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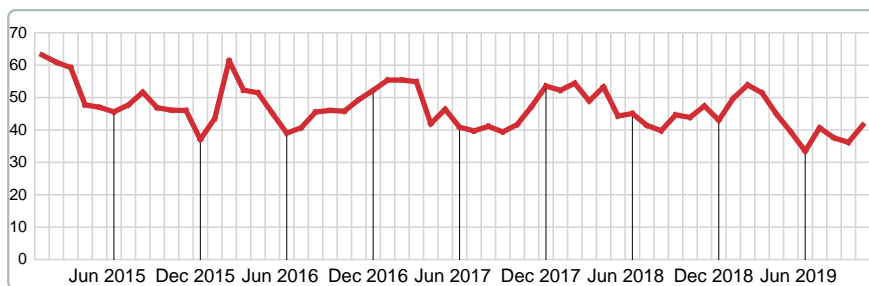
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 44

High Jan 2015 63 Low Jun 2019 33

Average Days on Market to Sale this month at 42 below the 5 yr OCT average of 44



### 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	5.19%	40	40	40	0	0
\$75,001 - \$125,000	15.56%	37	18	42	18	0
\$125,001 - \$125,000	0.00%	0	0	0	0	0
\$125,001 - \$175,000	35.56%	34	6	32	65	36
\$175,001 - \$250,000	20.74%	35	13	35	38	0
\$250,001 - \$375,000	13.33%	63	0	93	31	56
\$375,001 and up	9.63%	64	0	21	63	97
<b>Average Closed DOM</b>		<b>42</b>	<b>26</b>	<b>41</b>	<b>44</b>	<b>70</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>42</b>	<b>12</b>	<b>85</b>	<b>32</b>	<b>6</b>
<b>Total Closed Volume</b>		<b>26,954,683</b>	<b>1.23M</b>	<b>14.88M</b>	<b>8.90M</b>	<b>1.94M</b>



# October 2019



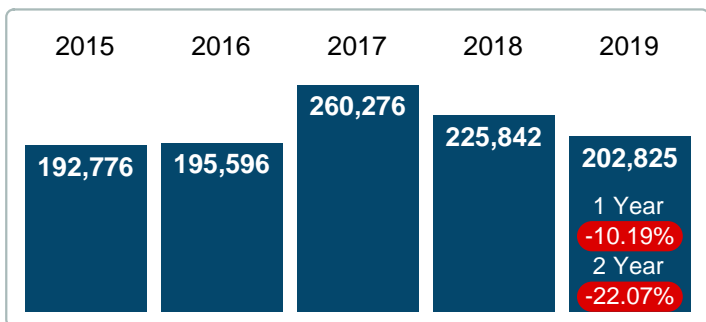
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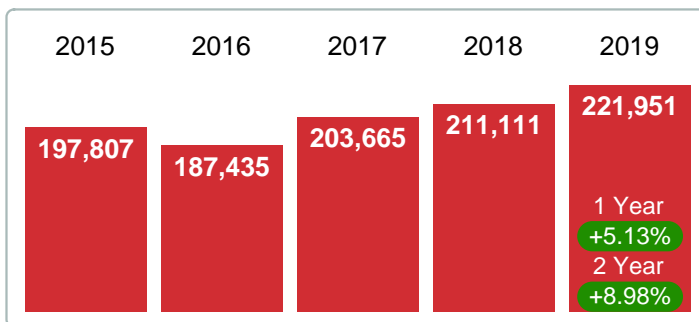
## AVERAGE LIST PRICE AT CLOSING

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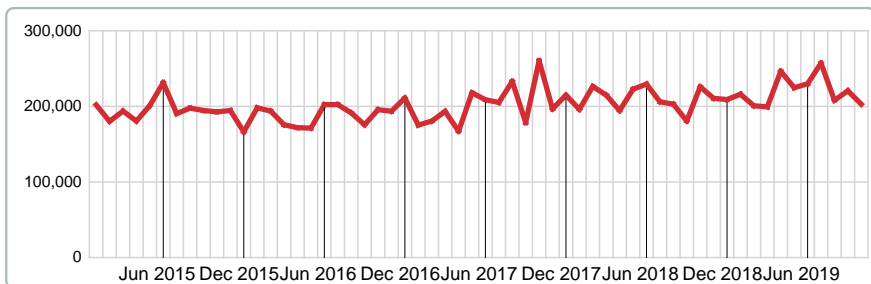
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 215,463

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

Average List Price at Closing this month at **202,825**  
below the 5 yr OCT average of **215,463**

Month	Average List Price	Change
AUG	208,009	
SEP	220,610	+6.06%
OCT	202,825	-8.06%

### 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	5	3.70%	60,330	65,675	89,900	0	0
\$75,001 - \$125,000	21	15.56%	102,657	94,500	110,547	82,050	0
\$125,001 - \$125,000	0	0.00%	0	0	0	0	0
\$125,001 - \$175,000	51	37.78%	153,068	149,900	154,340	155,699	139,700
\$175,001 - \$250,000	27	20.00%	207,679	189,900	202,306	216,265	0
\$250,001 - \$375,000	19	14.07%	311,842	0	312,218	306,484	300,000
\$375,001 and up	12	8.89%	465,421	0	526,750	441,137	455,202
Average List Price			202,825	105,221	179,331	279,079	324,168
Total Closed Units		100%	202,825	12	85	32	6
Total Closed Volume			27,381,316	1.26M	15.24M	8.93M	1.95M



# October 2019



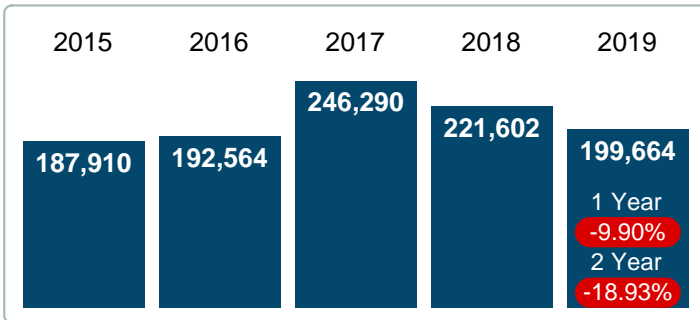
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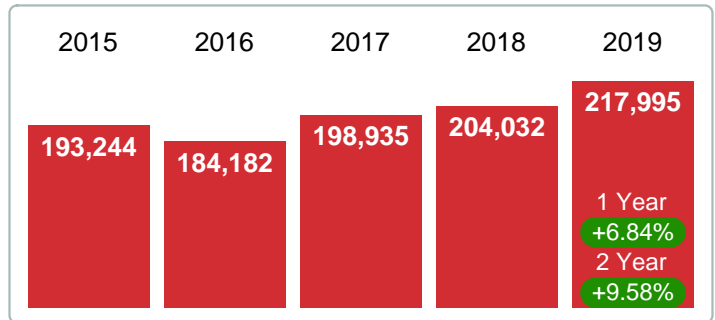
## AVERAGE SOLD PRICE AT CLOSING

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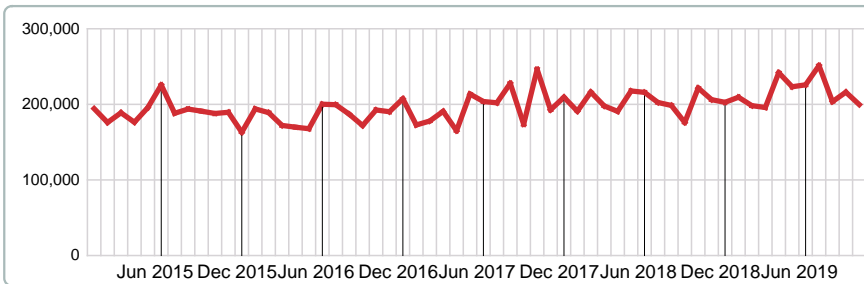
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

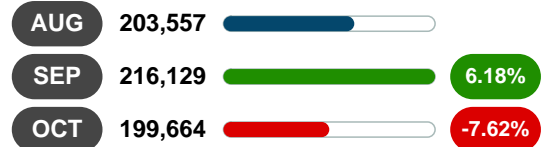


### 3 MONTHS

5 year OCT AVG = 209,606

High Jul 2019 251,295 Low Dec 2015 163,047

Average Sold Price at Closing this month at **199,664** below the 5 yr OCT average of **209,606**



### 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	7	5.19%	60,821	58,458	75,000	0
\$75,001 - \$125,000	21	15.56%	100,997	91,000	104,525	81,005
\$125,001 - \$125,000	0	0.00%	0	0	0	0
\$125,001 - \$175,000	48	35.56%	150,601	148,450	151,202	153,724
\$175,001 - \$250,000	28	20.74%	205,723	199,750	201,868	213,085
\$250,001 - \$375,000	18	13.33%	300,997	0	301,056	302,930
\$375,001 and up	13	9.63%	461,613	0	522,500	446,154
<b>Average Sold Price</b>		<b>199,664</b>		<b>102,429</b>	<b>175,110</b>	<b>278,138</b>
<b>Total Closed Units</b>		<b>135</b>		<b>12</b>	<b>85</b>	<b>32</b>
<b>Total Closed Volume</b>		<b>26,954,683</b>		<b>1.23M</b>	<b>14.88M</b>	<b>8.90M</b>

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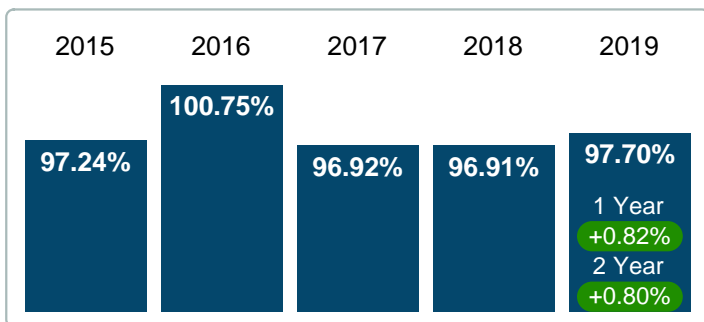
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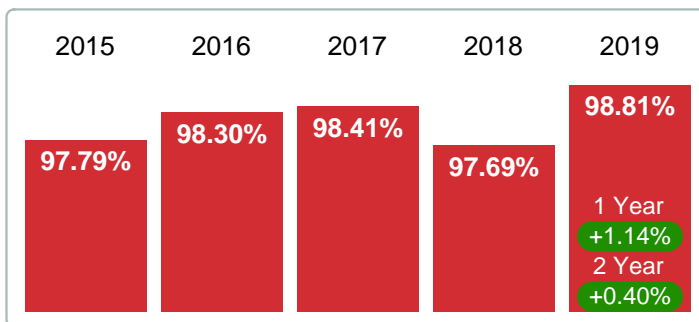
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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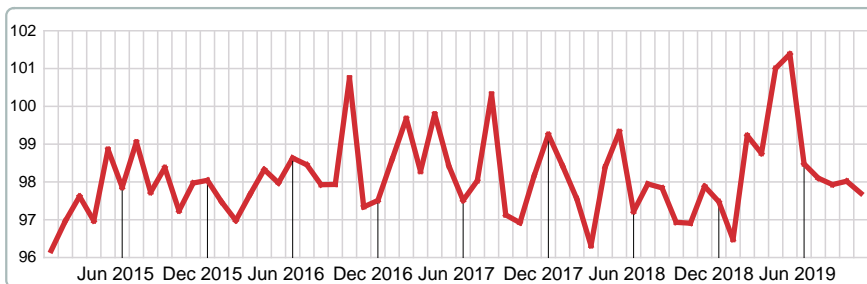
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

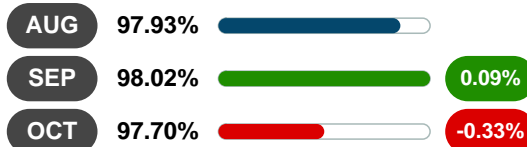


### 3 MONTHS

5 year OCT AVG = 97.90%

High May 2019 101.38% Low Jan 2015 96.18%

Average Sold/List Ratio this month at **97.70%**  
equal to 5 yr OCT average of **97.90%**



## 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	7	5.19%	89.32%	90.31%	83.43%	0.00%	0.00%
\$75,001 - \$125,000	21	15.56%	95.25%	96.35%	94.71%	98.75%	0.00%
\$125,001 - \$125,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$125,001 - \$175,000	48	35.56%	98.00%	98.88%	97.97%	98.69%	96.26%
\$175,001 - \$250,000	28	20.74%	99.74%	105.19%	99.83%	98.50%	0.00%
\$250,001 - \$375,000	18	13.33%	97.50%	0.00%	96.61%	98.81%	95.00%
\$375,001 and up	13	9.63%	100.97%	0.00%	99.05%	101.23%	101.55%
Average Sold/List Ratio		97.70%		95.22%	97.38%	99.30%	98.69%
Total Closed Units		135	100%	12	85	32	6
Total Closed Volume		26,954,683		1.23M	14.88M	8.90M	1.94M

# October 2019



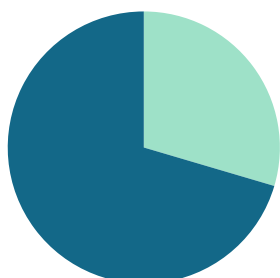
Area Delimited by County Of Rogers - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

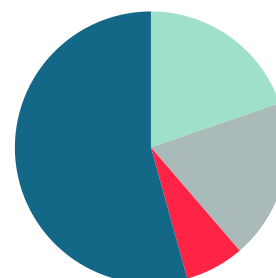


**Inventory**  
 New Listings  
**162 = 29.56%**  
 Start Inventory  
**386**  
 Total Inventory Units  
**548**  
 Volume  
**\$174,575,419**

### Market Activity

Closed Sales  
**135 = 19.71%**  
 Pending Sales  
**130 = 18.98%**  
 Other Off Market  
**48 = 7.01%**  
 Active Inventory  
**372 = 54.31%**

### MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	138	135	-2.17%	1,225	1,255	2.45%
Pending Sales	110	130	18.18%	1,276	1,350	5.80%
New Listings	176	162	-7.95%	1,860	1,807	-2.85%
Average List Price	225,842	202,825	-10.19%	211,111	221,951	5.13%
Average Sale Price	221,602	199,664	-9.90%	204,032	217,995	6.84%
Average Percent of Selling Price to List Price	96.91%	97.70%	0.82%	97.69%	98.81%	1.14%
Average Days on Market to Sale	43.88	41.50	-5.42%	45.99	41.83	-9.05%
Monthly Inventory	459	372	-18.95%	459	372	-18.95%
Months Supply of Inventory	3.86	3.06	-20.73%	3.86	3.06	-20.73%

**Absorption:** Last 12 months, an Average of **122** Sales/Month

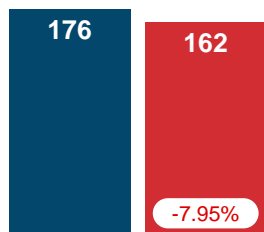
**Inventory** on October 31, 2019 = **372**

**2018** **2019**

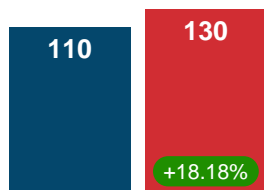
### OCTOBER MARKET

### AVERAGE PRICES

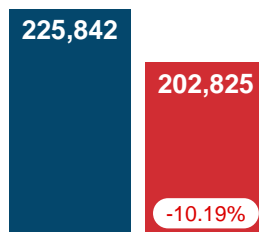
#### New Listings



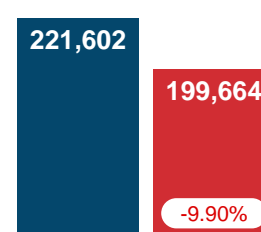
#### Pending Listings



#### List Price



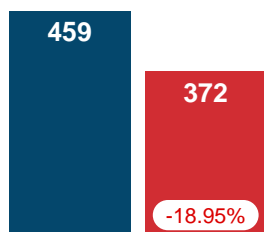
#### Sale Price



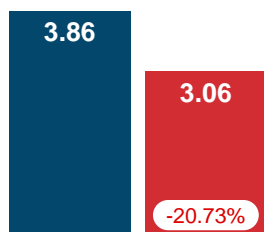
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

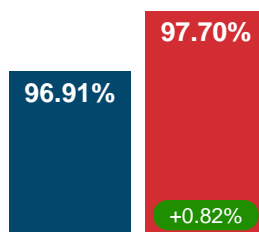
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

