

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%
Median List Price	175,000	168,500	-3.71%
Median Sale Price	173,950	163,500	-6.01%
Median Percent of Selling Price to List Price	98.10%	98.75%	0.66%
Median Days on Market to Sale	29.00	24.00	-17.24%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **6.01%** in October 2019 to \$163,500 versus the previous year at \$173,950.

Median Days on Market Shortens

The median number of **24.00** days that homes spent on the market before selling decreased by 5.00 days or **17.24%** in October 2019 compared to last year's same month at **29.00** DOM.

Sales Success for October 2019 is Positive

Overall, with Median 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.

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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

October 2019



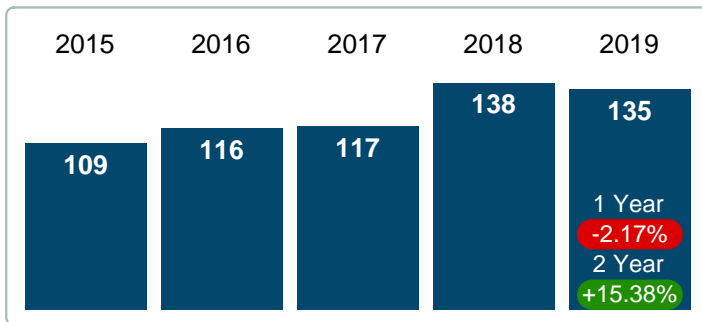
Area Delimited by County Of Rogers - Residential Property Type



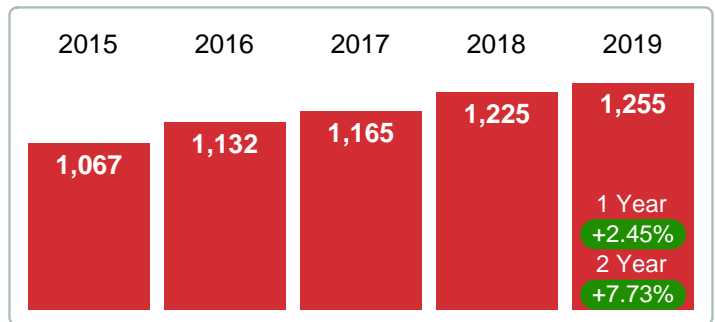
CLOSED LISTINGS

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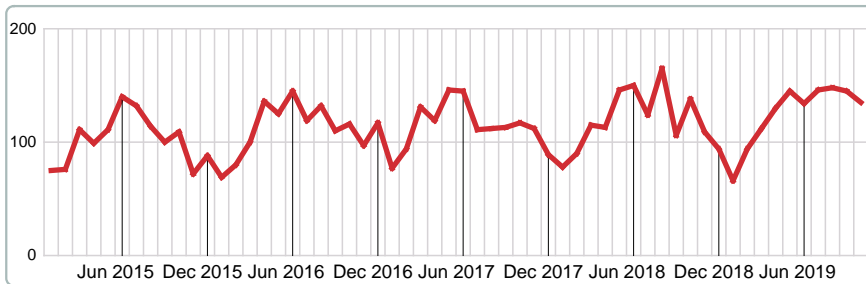
OCTOBER



YEAR TO DATE (YTD)

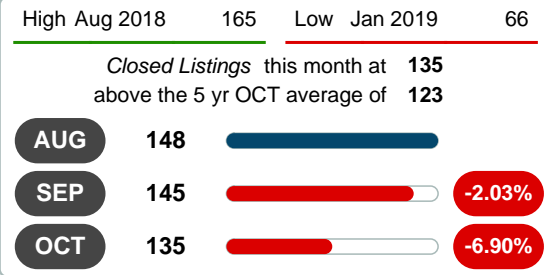


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 123



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	5.19%	6.0	6	1	0	0
\$75,001 - \$125,000	21	15.56%	24.0	2	17	2	0
\$125,001 - \$125,000	0	0.00%	24.0	0	0	0	0
\$125,001 - \$175,000	48	35.56%	17.5	2	40	4	2
\$175,001 - \$250,000	28	20.74%	17.0	2	16	10	0
\$250,001 - \$375,000	18	13.33%	41.0	0	9	8	1
\$375,001 and up	13	9.63%	47.0	0	2	8	3
Total Closed Units	135			12	85	32	6
Total Closed Volume	26,954,683	100%	24.0	1.23M	14.88M	8.90M	1.94M
Median Closed Price	\$163,500			\$81,500	\$156,000	\$254,033	\$366,000

October 2019



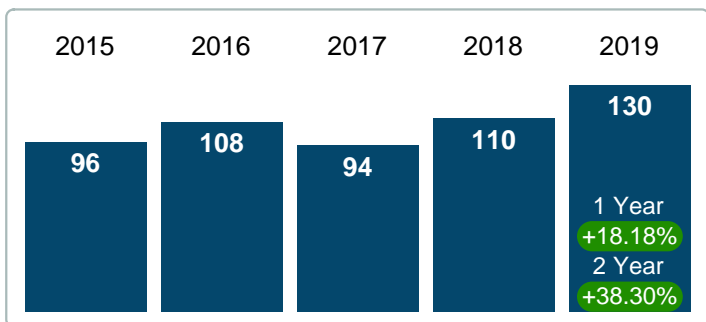
Area Delimited by County Of Rogers - Residential Property Type



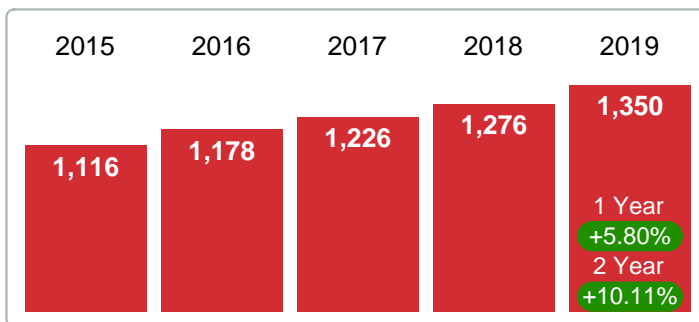
PENDING LISTINGS

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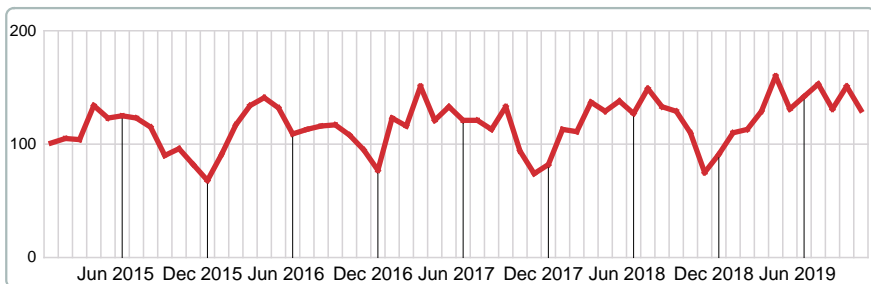
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

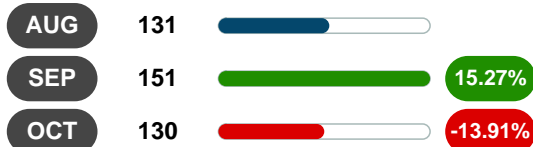


3 MONTHS

5 year OCT AVG = 108

High Apr 2019 160 Low Dec 2015 68

Pending Listings this month at 130
above the 5 yr OCT average of 108



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	3	2.31%	79.0	3	0	0	0
\$75,001 - \$125,000	18	13.85%	16.5	3	13	1	1
\$125,001 - \$150,000	18	13.85%	13.0	0	17	1	0
\$150,001 - \$225,000	39	30.00%	28.0	1	23	15	0
\$225,001 - \$275,000	17	13.08%	45.0	0	8	8	1
\$275,001 - \$375,000	22	16.92%	29.5	0	2	16	4
\$375,001 and up	13	10.00%	31.0	0	4	6	3
Total Pending Units	130			7	67	47	9
Total Pending Volume	28,697,352	100%	28.0	584.30K	12.16M	12.95M	3.00M
Median Listing Price	\$189,200			\$78,500	\$157,148	\$275,000	\$314,500

October 2019



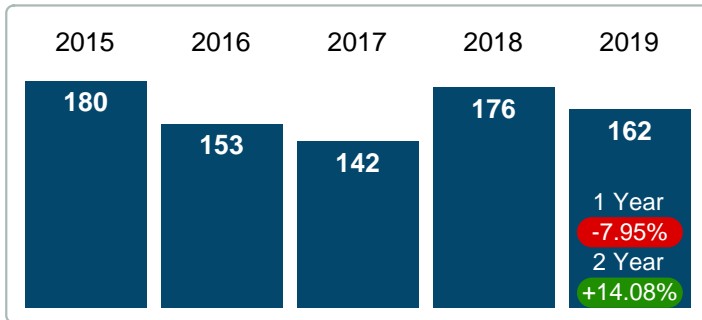
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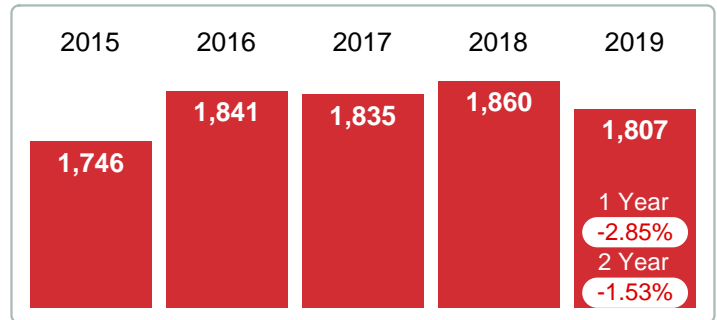
NEW LISTINGS

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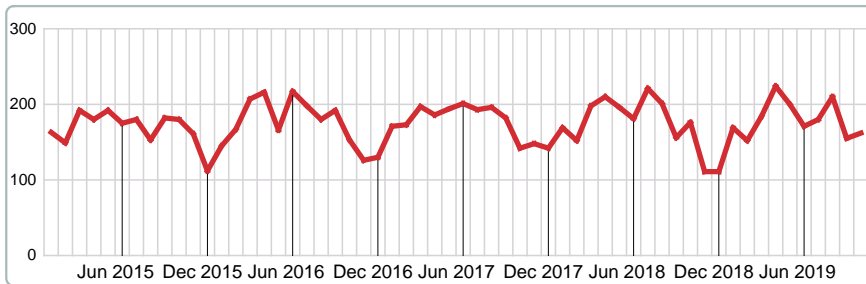
OCTOBER



YEAR TO DATE (YTD)

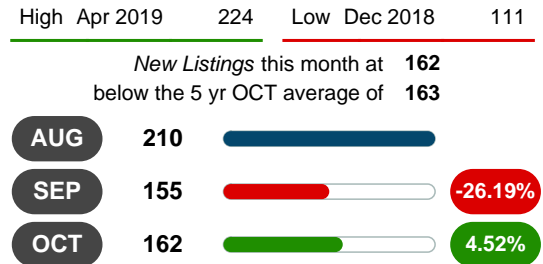


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 163



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	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
Total New Listed Units	162		8	77	69	8
Total New Listed Volume	41,883,431	100%	854.40K	14.45M	21.93M	4.65M
Median New Listed Listing Price	\$207,000		\$85,750	\$158,900	\$339,900	\$502,450

October 2019



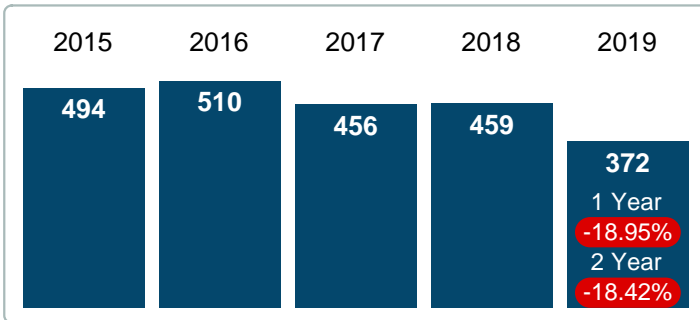
Area Delimited by County Of Rogers - Residential Property Type



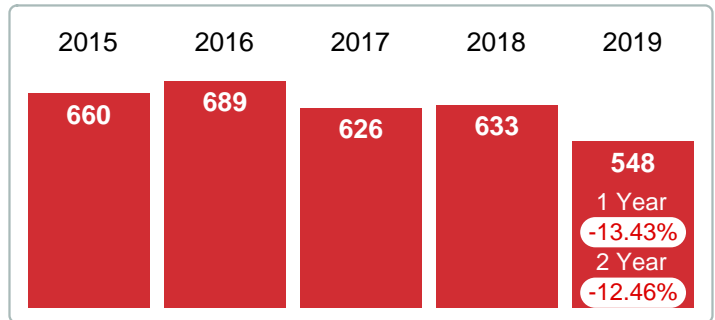
ACTIVE INVENTORY

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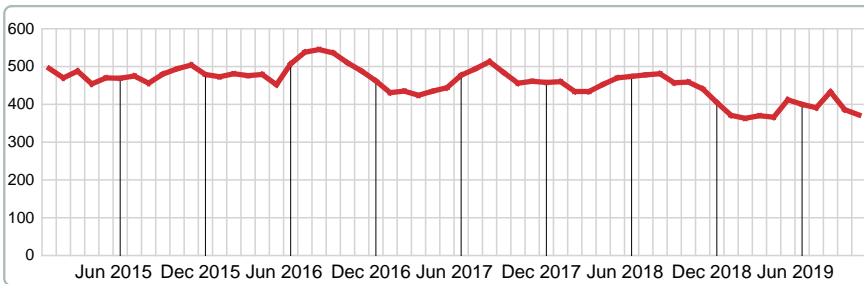
END OF OCTOBER



ACTIVE DURING OCTOBER

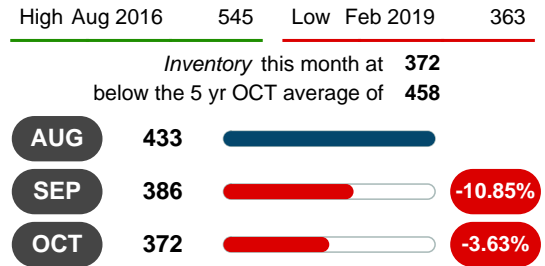


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 458



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	35	9.41%	70.0	12	17	6	0
\$100,001 - \$150,000	36	9.68%	33.5	5	25	5	1
\$150,001 - \$200,000	65	17.47%	45.0	1	34	30	0
\$200,001 - \$325,000	92	24.73%	68.5	2	50	34	6
\$325,001 - \$400,000	54	14.52%	58.0	1	16	35	2
\$400,001 - \$525,000	49	13.17%	65.0	0	6	32	11
\$525,001 and up	41	11.02%	80.0	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
Median Active Inventory Listing Price			\$259,900	\$89,950	\$203,000	\$337,000	\$523,063

October 2019



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MONTHS SUPPLY of INVENTORY (MSI)

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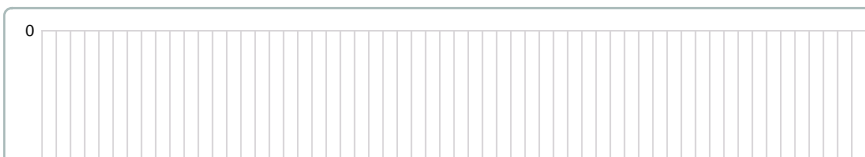
MSI FOR OCTOBER

2015	2016	2017	2018	2019

INDICATORS FOR OCTOBER 2019

Inventory	Closed	Absorption	MSI	MSI %
372	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 OCT AVG = inf

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

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	35	9.41%	2.31	2.88	1.76	4.50	0.00
\$100,001 - \$150,000	36	9.68%	1.41	3.00	1.21	1.71	3.00
\$150,001 - \$200,000	65	17.47%	1.98	0.71	1.44	4.09	0.00
\$200,001 - \$325,000	92	24.73%	3.30	4.00	3.90	2.63	3.60
\$325,001 - \$400,000	54	14.52%	5.36	0.00	8.73	4.57	3.43
\$400,001 - \$525,000	49	13.17%	7.84	0.00	8.00	8.53	6.29
\$525,001 and up	41	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



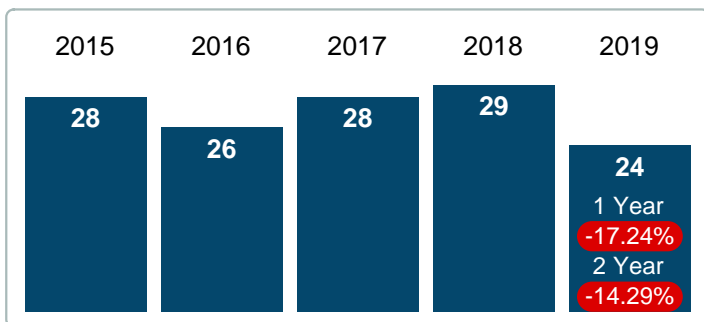
Area Delimited by County Of Rogers - Residential Property Type



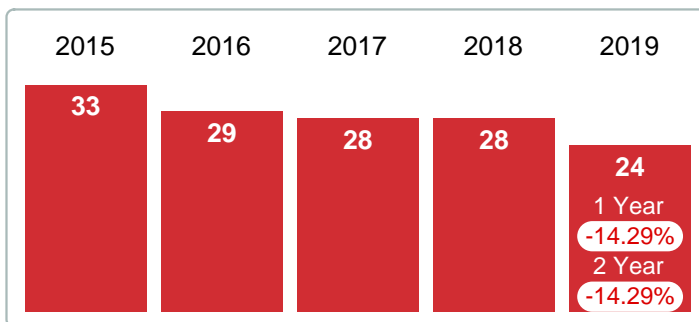
MEDIAN DAYS ON MARKET TO SALE

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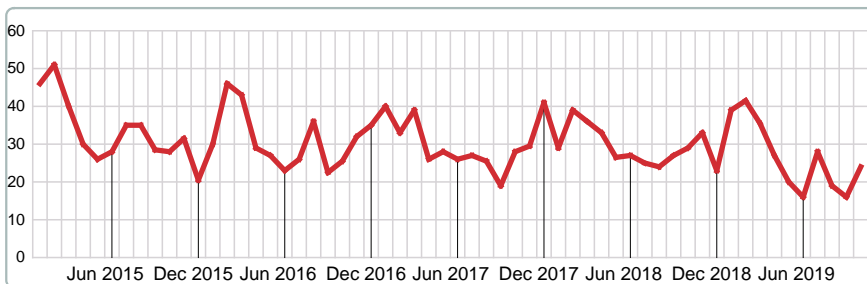
OCTOBER



YEAR TO DATE (YTD)

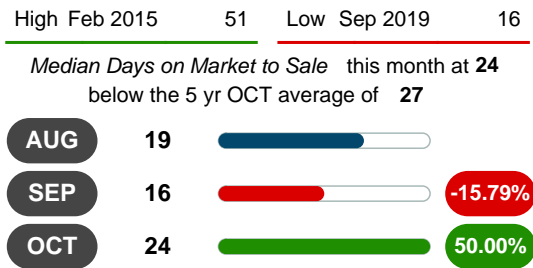


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 27



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	5.19%	6	6	40	0	0
\$75,001 - \$125,000	15.56%	24	18	24	18	0
\$125,001 - \$125,000	0.00%	24	0	0	0	0
\$125,001 - \$175,000	35.56%	18	6	15	47	36
\$175,001 - \$250,000	20.74%	17	13	23	22	0
\$250,001 - \$375,000	13.33%	41	0	139	21	56
\$375,001 and up	9.63%	47	0	21	49	120
Median Closed DOM		24	7	18	37	50
Total Closed Units	100%	24.0	12	85	32	6
Total Closed Volume		26,954,683	1.23M	14.88M	8.90M	1.94M

October 2019



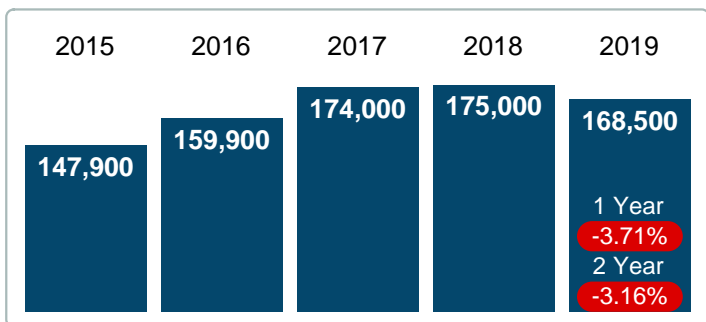
Area Delimited by County Of Rogers - Residential Property Type



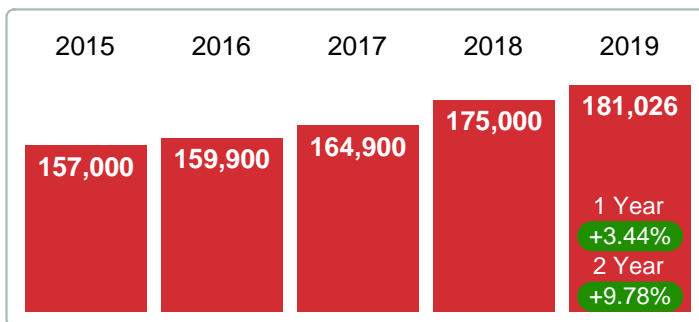
MEDIAN LIST PRICE AT CLOSING

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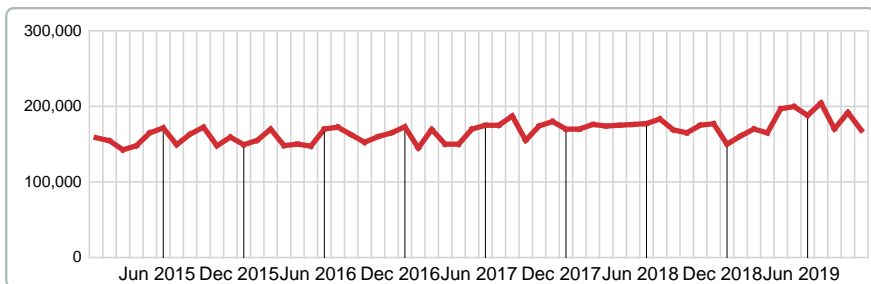
OCTOBER



YEAR TO DATE (YTD)

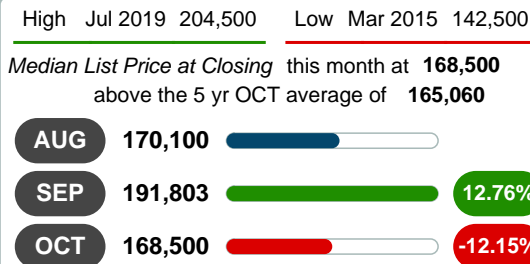


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 165,060



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	3.70%	59,000	54,450	75,000	0	0
\$75,001 - \$125,000	15.56%	99,500	91,450	110,000	82,050	0
\$125,001 - \$125,000	0.00%	99,500	0	0	0	0
\$125,001 - \$175,000	37.78%	155,000	149,900	155,000	161,447	139,700
\$175,001 - \$250,000	20.00%	203,000	189,900	198,000	209,900	0
\$250,001 - \$375,000	14.07%	300,000	0	320,000	299,900	300,000
\$375,001 and up	8.89%	447,750	0	526,750	440,000	458,605
Median List Price		168,500	91,450	159,000	257,450	373,500
Total Closed Units	100%	135	12	85	32	6
Total Closed Volume		27,381,316	1.26M	15.24M	8.93M	1.95M

October 2019



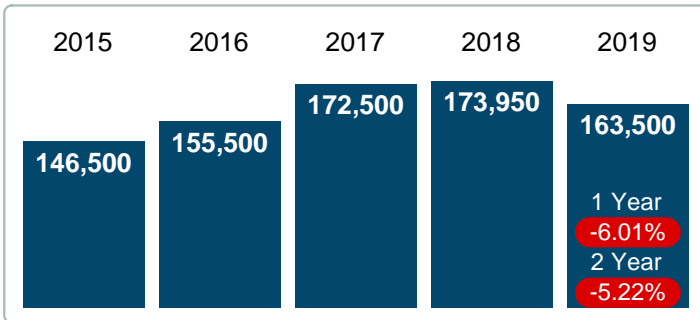
Area Delimited by County Of Rogers - Residential Property Type



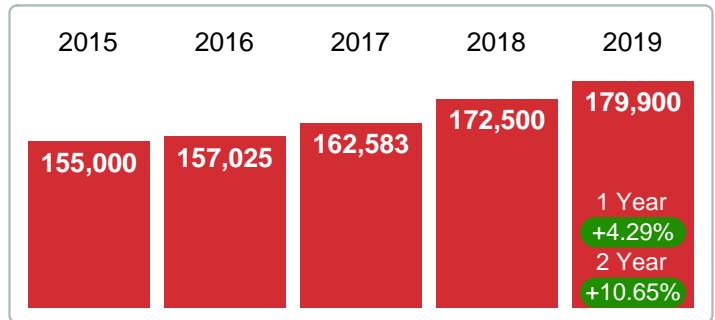
MEDIAN SOLD PRICE AT CLOSING

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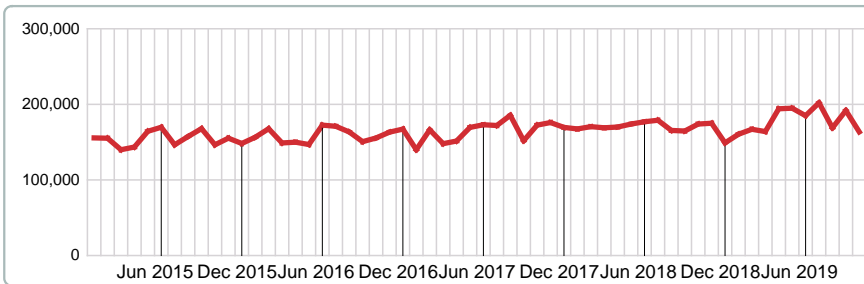
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

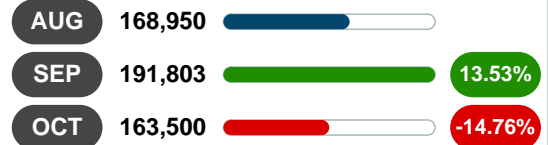


3 MONTHS

5 year OCT AVG = 162,390

High Jul 2019 202,000 Low Jan 2017 140,000

Median Sold Price at Closing this month at **163,500** above the 5 yr OCT average of **162,390**



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	7	5.19%	60,000	59,625	75,000	0	0
\$75,001 - \$125,000	21	15.56%	93,500	91,000	110,500	81,005	0
\$125,001 - \$175,000	48	35.56%	154,000	148,450	154,500	158,448	134,500
\$175,001 - \$250,000	28	20.74%	202,000	199,750	188,500	206,950	0
\$250,001 - \$375,000	18	13.33%	289,000	0	290,000	292,514	285,000
\$375,001 and up	13	9.63%	445,048	0	522,500	414,500	450,500
Median Sold Price			163,500	81,500	156,000	254,033	366,000
Total Closed Units		100%	135	12	85	32	6
Total Closed Volume			26,954,683	1.23M	14.88M	8.90M	1.94M

October 2019



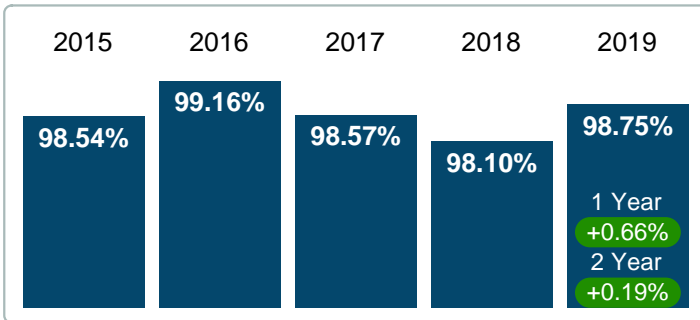
Area Delimited by County Of Rogers - Residential Property Type



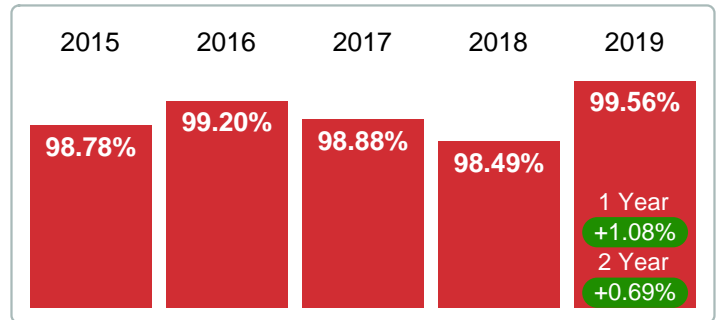
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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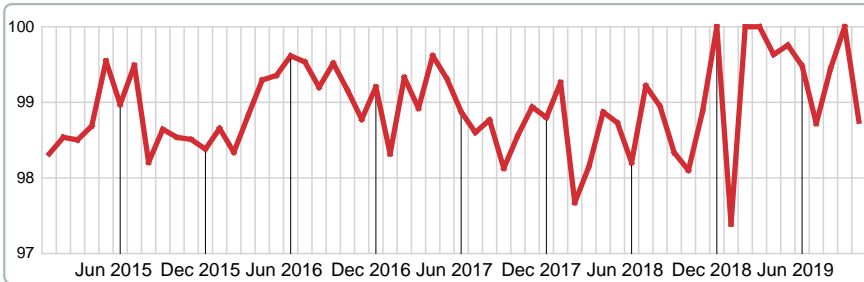
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

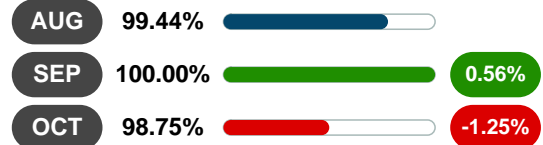


3 MONTHS

5 year OCT AVG = 98.62%

High Sep 2019 100.00% Low Jan 2019 97.39%

Median Sold/List Ratio this month at **98.75%**
equal to 5 yr OCT average of **98.62%**



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	7	5.19%	91.18%	93.33%	83.43%	0.00%	0.00%
\$75,001 - \$125,000	21	15.56%	96.67%	96.35%	96.67%	98.75%	0.00%
\$125,001 - \$175,000	48	35.56%	98.59%	98.88%	98.74%	99.23%	96.26%
\$175,001 - \$250,000	28	20.74%	100.00%	105.19%	100.00%	99.60%	0.00%
\$250,001 - \$375,000	18	13.33%	97.42%	0.00%	96.36%	99.16%	95.00%
\$375,001 and up	13	9.63%	100.00%	0.00%	99.05%	100.00%	100.78%
Median Sold/List Ratio		98.75%		98.12%	98.75%	100.00%	97.03%
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



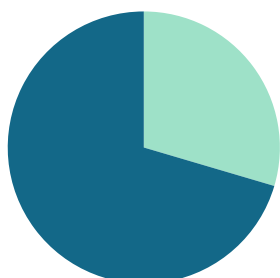
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MARKET SUMMARY

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INVENTORY

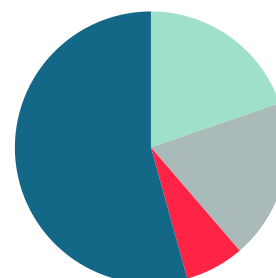


Inventory
 New Listings
162 = 29.56%
 Start Inventory
386
 Total Inventory Units
548
 Volume
\$174,575,419

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%
Median List Price	175,000	168,500	-3.71%	175,000	181,026	3.44%
Median Sale Price	173,950	163,500	-6.01%	172,500	179,900	4.29%
Median Percent of Selling Price to List Price	98.10%	98.75%	0.66%	98.49%	99.56%	1.08%
Median Days on Market to Sale	29.00	24.00	-17.24%	28.00	24.00	-14.29%
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

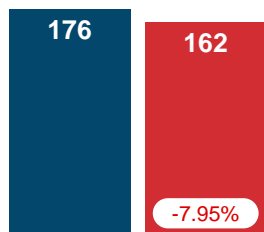
Inventory on October 31, 2019 = **372**

2018 **2019**

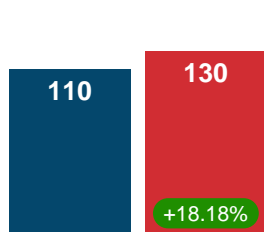
OCTOBER MARKET

MEDIAN PRICES

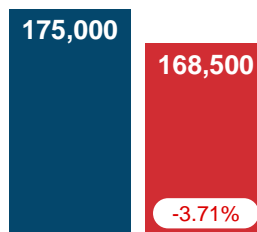
New Listings



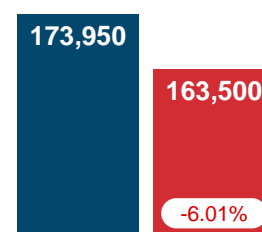
Pending Listings



List Price



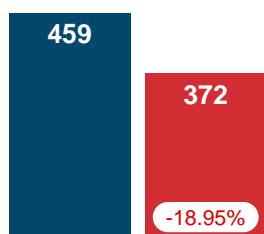
Sale Price



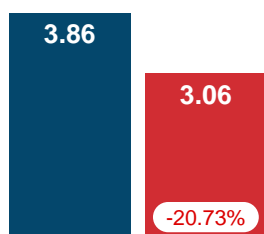
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

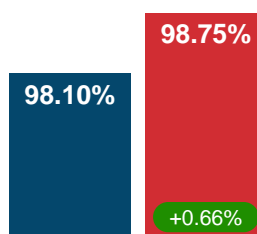
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

