

September 2019



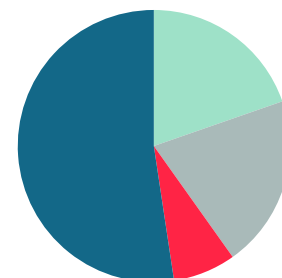
Area Delimited by County Of Rogers - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2018	2019	+/-%
Closed Listings	106	145	36.79%
Pending Listings	129	151	17.05%
New Listings	156	155	-0.64%
Average List Price	180,708	220,610	22.08%
Average Sale Price	176,054	216,129	22.76%
Average Percent of Selling Price to List Price	96.93%	98.02%	1.12%
Average Days on Market to Sale	44.63	36.17	-18.97%
End of Month Inventory	457	386	-15.54%
Months Supply of Inventory	3.90	3.17	-18.77%



■ Closed (19.67%)
■ Pending (20.49%)
■ Other OffMarket (7.46%)
■ Active (52.37%)

Absorption: Last 12 months, an Average of **122** Sales/Month
Active Inventory as of September 30, 2019 = **386**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2019 decreased **15.54%** to 386 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 **3.17** 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 **22.76%** in September 2019 to \$216,129 versus the previous year at \$176,054.

Average Days on Market Shortens

The average number of **36.17** days that homes spent on the market before selling decreased by 8.47 days or **18.97%** in September 2019 compared to last year's same month at **44.63** DOM.

Sales Success for September 2019 is Positive

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

There were 155 New Listings in September 2019, down **0.64%** from last year at 156. Furthermore, there were 145 Closed Listings this month versus last year at 106, a **36.79%** increase.

Closed versus Listed trends yielded a **93.5%** ratio, up from previous year's, September 2018, at **67.9%**, a **37.67%** 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

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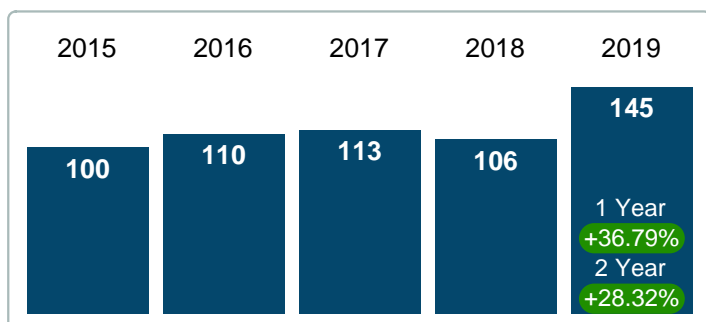
Area Delimited by County Of Rogers - Residential Property Type



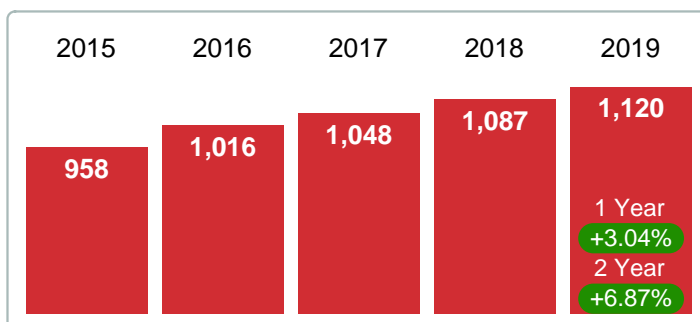
CLOSED LISTINGS

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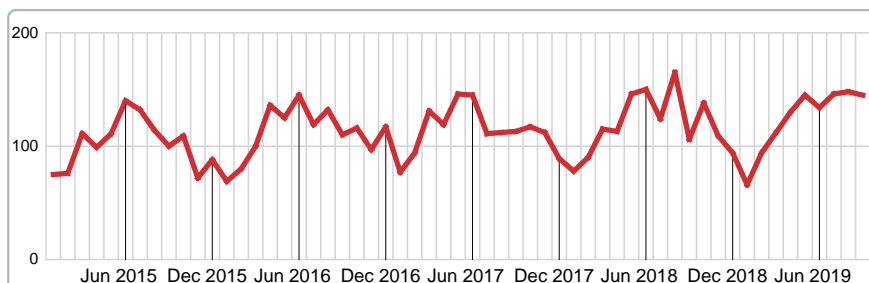
SEPTEMBER



YEAR TO DATE (YTD)

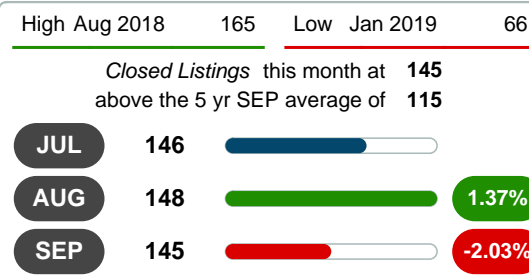


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 115



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	8	5.52%	36.8	4	4	0	0
\$100,001 - \$150,000	25	17.24%	28.4	4	16	5	0
\$150,001 - \$175,000	22	15.17%	34.5	2	17	3	0
\$175,001 - \$200,000	34	23.45%	19.4	9	19	4	2
\$200,001 - \$250,000	19	13.10%	53.2	1	9	8	1
\$250,001 - \$350,000	22	15.17%	40.2	0	10	11	1
\$350,001 and up	15	10.34%	61.9	0	1	12	2
Total Closed Units	145			20	76	43	6
Total Closed Volume	31,338,752	100%	36.2	3.02M	14.05M	12.37M	1.90M
Average Closed Price	\$216,129			\$150,856	\$184,914	\$287,590	\$316,967

September 2019



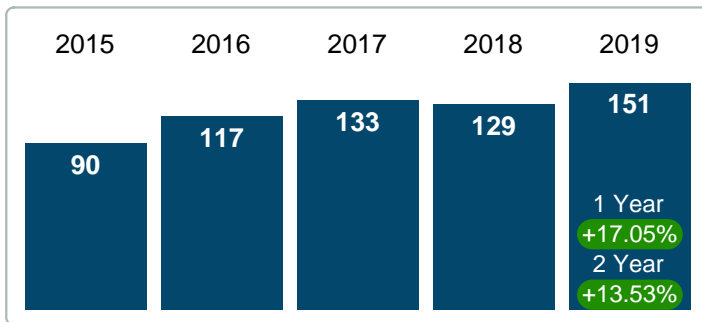
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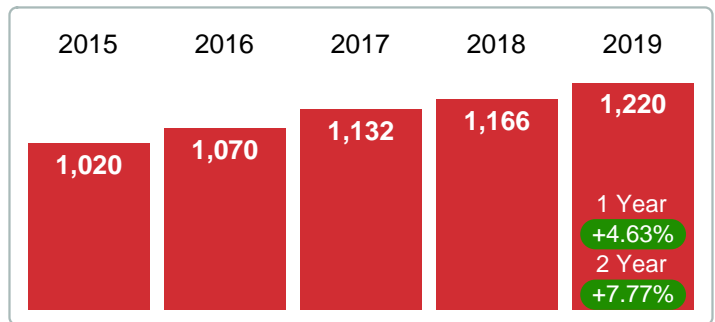
PENDING LISTINGS

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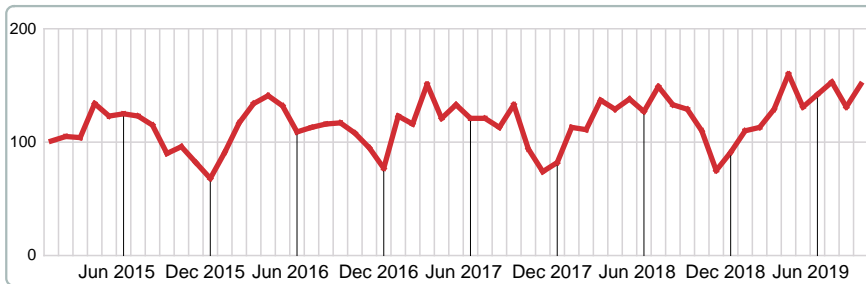
SEPTEMBER



YEAR TO DATE (YTD)

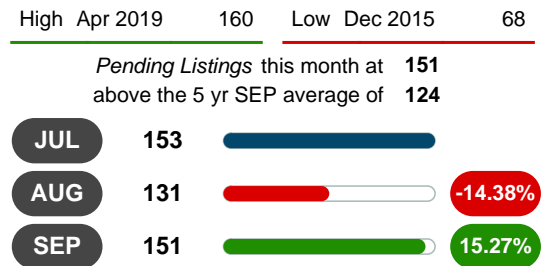


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 124



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	14	9.27%	40.8	4	7	3	0
\$100,001 - \$125,000	12	7.95%	35.4	1	11	0	0
\$125,001 - \$150,000	20	13.25%	40.2	2	16	1	1
\$150,001 - \$200,000	48	31.79%	20.8	11	32	4	1
\$200,001 - \$275,000	21	13.91%	55.7	1	11	9	0
\$275,001 - \$375,000	20	13.25%	40.3	0	10	9	1
\$375,001 and up	16	10.60%	83.4	0	7	8	1
Total Pending Units	151			19	94	34	4
Total Pending Volume	33,956,374	100%	39.2	3.04M	19.03M	10.81M	1.08M
Average Listing Price	\$226,712			\$159,738	\$202,449	\$317,878	\$270,826

September 2019



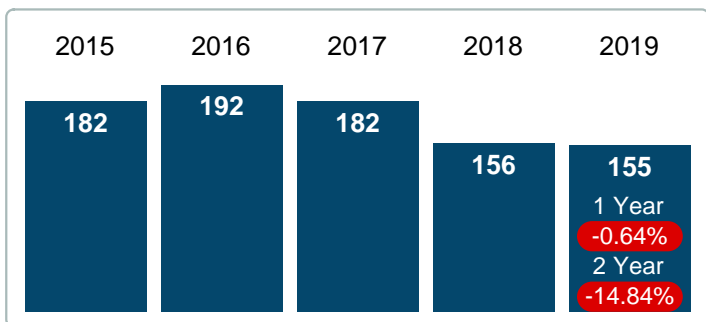
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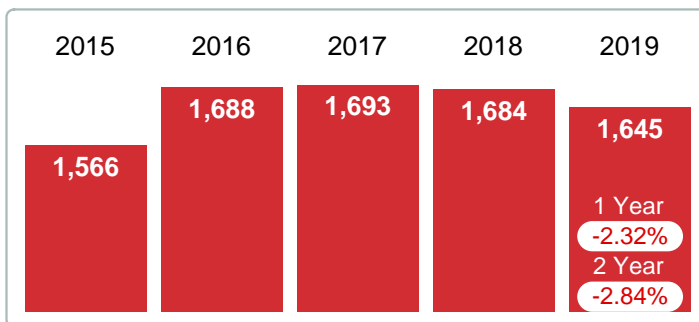
NEW LISTINGS

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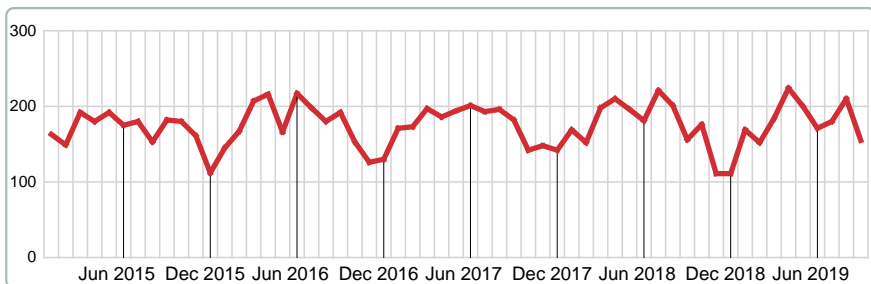
SEPTEMBER



YEAR TO DATE (YTD)

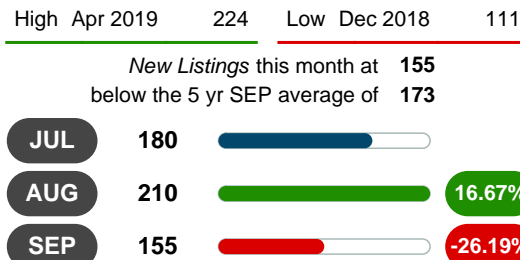


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 173



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	10	6.45%	5	4	1	0
\$100,001 - \$150,000	19	12.26%	2	14	2	1
\$150,001 - \$175,000	25	16.13%	2	20	3	0
\$175,001 - \$275,000	42	27.10%	2	22	15	3
\$275,001 - \$350,000	21	13.55%	0	12	8	1
\$350,001 - \$475,000	23	14.84%	0	8	12	3
\$475,001 and up	15	9.68%	0	4	6	5
Total New Listed Units	155		11	84	47	13
Total New Listed Volume	44,268,538	100%	1.28M	20.57M	15.65M	6.77M
Average New Listed Listing Price	\$265,774		\$116,355	\$244,895	\$332,897	\$520,869

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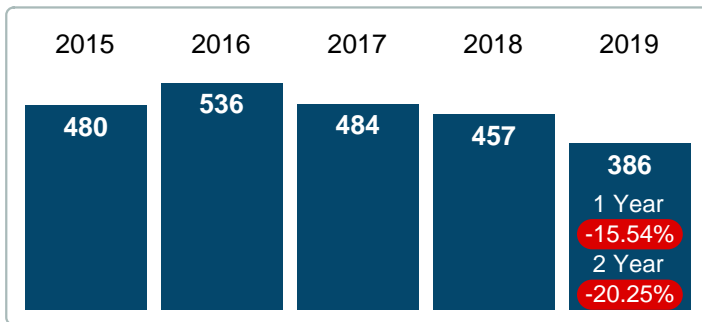
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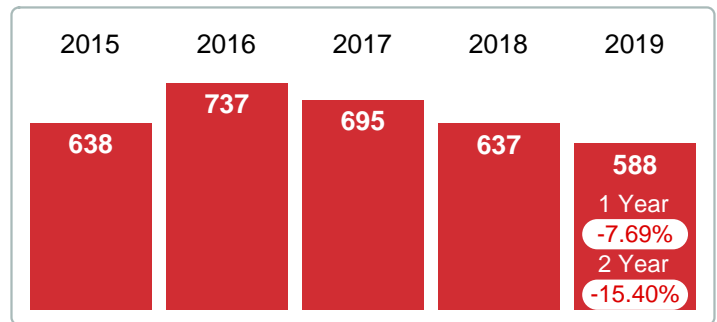
ACTIVE INVENTORY

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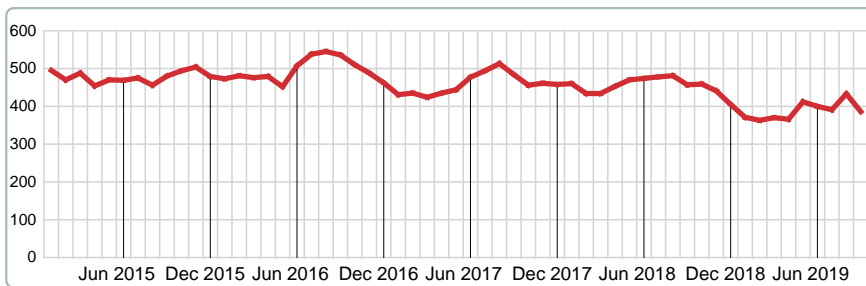
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

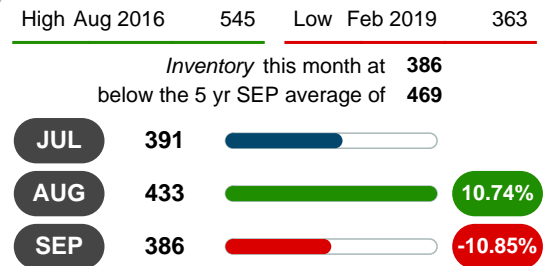


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 469



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	21	5.44%	69.9	9	8	4	0
\$75,001 - \$150,000	54	13.99%	58.8	7	39	7	1
\$150,001 - \$175,000	42	10.88%	58.6	1	28	13	0
\$175,001 - \$300,000	117	30.31%	70.7	1	55	53	8
\$300,001 - \$375,000	46	11.92%	73.5	1	18	22	5
\$375,001 - \$550,000	68	17.62%	73.2	1	15	35	17
\$550,001 and up	38	9.84%	72.3	0	4	15	19
Total Active Inventory by Units	386			20	167	149	50
Total Active Inventory by Volume	132,691,988	100%	68.6	2.28M	38.93M	49.79M	41.69M
Average Active Inventory Listing Price	\$343,762			\$114,158	\$233,129	\$334,138	\$833,794

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Area Delimited by County Of Rogers - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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

MSI FOR SEPTEMBER

2015	2016	2017	2018	2019

INDICATORS FOR SEPTEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
386	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 SEP AVG = inf

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

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	21	5.44%	2.60	3.09	1.78	6.00	0.00
\$75,001 - \$150,000	54	13.99%	1.66	2.15	1.54	1.83	6.00
\$150,001 - \$175,000	42	10.88%	2.26	2.00	2.00	3.32	0.00
\$175,001 - \$300,000	117	30.31%	3.10	1.00	2.57	3.81	5.65
\$300,001 - \$375,000	46	11.92%	3.81	4.00	6.00	2.90	4.00
\$375,001 - \$550,000	68	17.62%	7.56	0.00	16.36	5.68	8.87
\$550,001 and up	38	9.84%	10.36	0.00	48.00	7.83	11.40
Market Supply of Inventory (MSI)			3.17	2.53	2.41	3.92	7.59
Total Active Inventory by Units		100%	386	20	167	149	50

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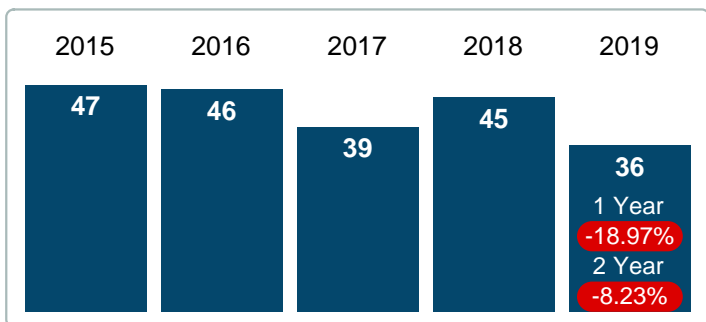
Area Delimited by County Of Rogers - Residential Property Type



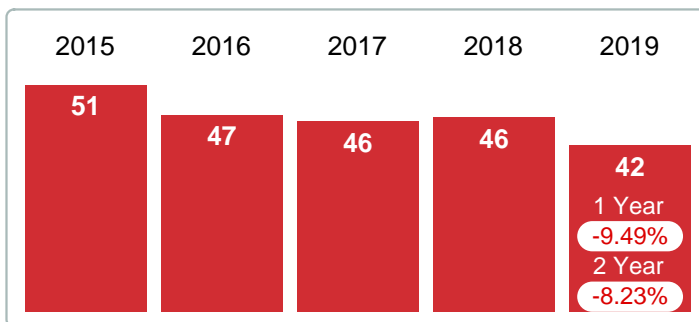
AVERAGE DAYS ON MARKET TO SALE

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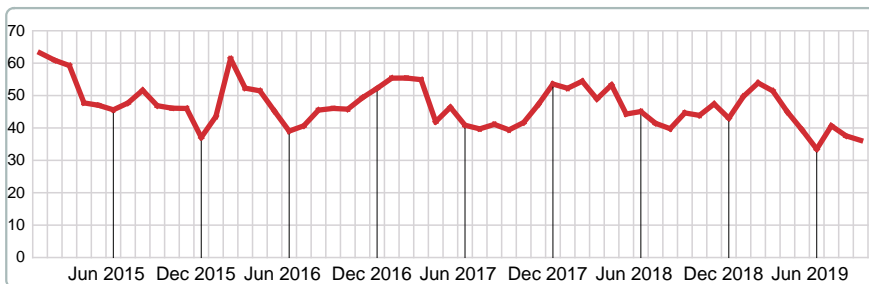
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

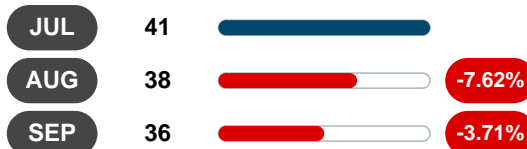


3 MONTHS

5 year SEP AVG = 43

High Jan 2015 63 Low Jun 2019 33

Average Days on Market to Sale this month at 36 below the 5 yr SEP average of 43



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	8	5.52%	37	49	24	0
\$100,001 - \$150,000	25	17.24%	28	21	33	19
\$150,001 - \$175,000	22	15.17%	35	13	17	151
\$175,001 - \$200,000	34	23.45%	19	3	21	53
\$200,001 - \$250,000	19	13.10%	53	96	38	52
\$250,001 - \$350,000	22	15.17%	40	0	40	35
\$350,001 and up	15	10.34%	62	0	1	68
Average Closed DOM		36		21	27	55
Total Closed Units		145	100%	20	76	43
Total Closed Volume		31,338,752		3.02M	14.05M	12.37M

September 2019



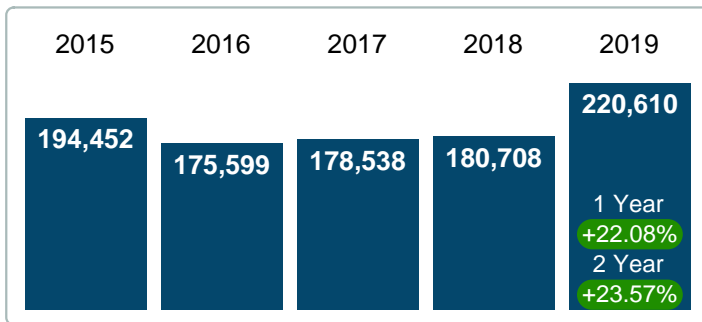
Area Delimited by County Of Rogers - Residential Property Type



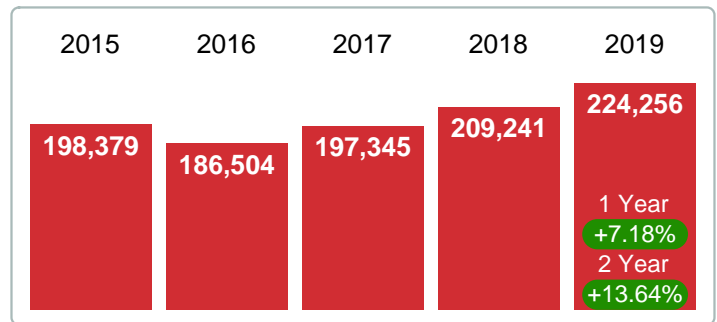
AVERAGE LIST PRICE AT CLOSING

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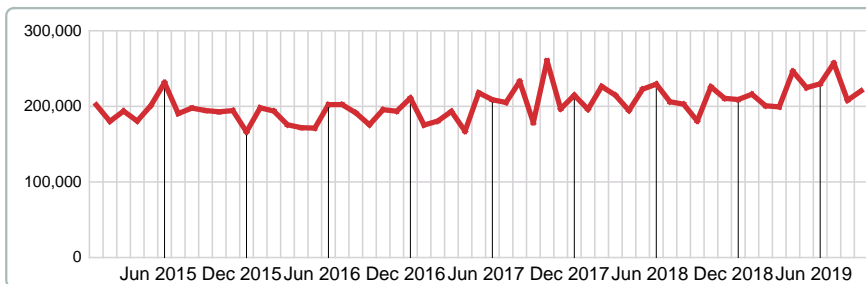
SEPTEMBER



YEAR TO DATE (YTD)

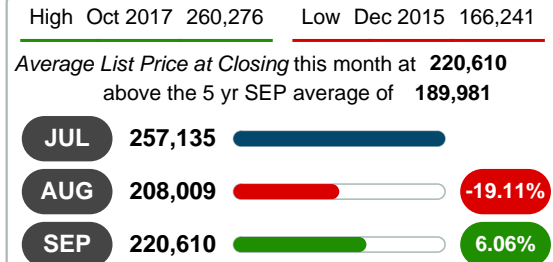


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 189,981



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	9	6.21%	62,300	66,000	49,200	0
\$100,001 - \$150,000	24	16.55%	133,248	123,500	136,756	124,450
\$150,001 - \$175,000	22	15.17%	166,434	160,000	166,640	167,391
\$175,001 - \$200,000	32	22.07%	191,523	193,613	191,606	196,001
\$200,001 - \$250,000	21	14.48%	224,301	229,900	226,856	225,527
\$250,001 - \$350,000	20	13.79%	294,975	0	293,633	302,097
\$350,001 and up	17	11.72%	460,571	0	429,000	462,150
Average List Price		220,610		152,521	187,702	292,593
Total Closed Units		145	100%	20	76	43
Total Closed Volume		31,988,459		3.05M	14.27M	12.58M

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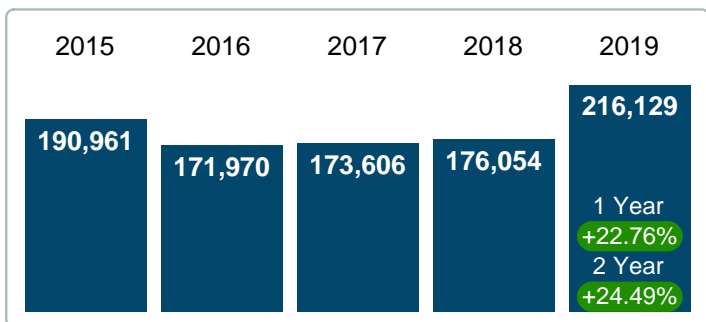
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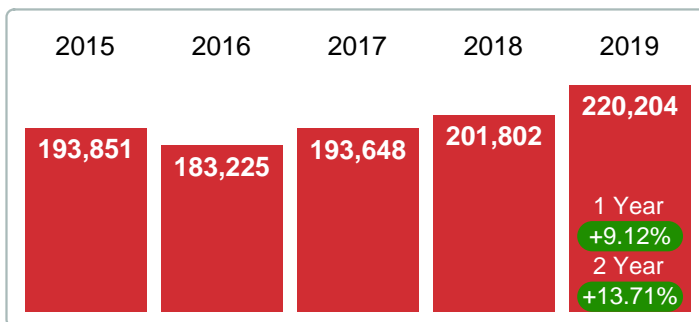
AVERAGE SOLD PRICE AT CLOSING

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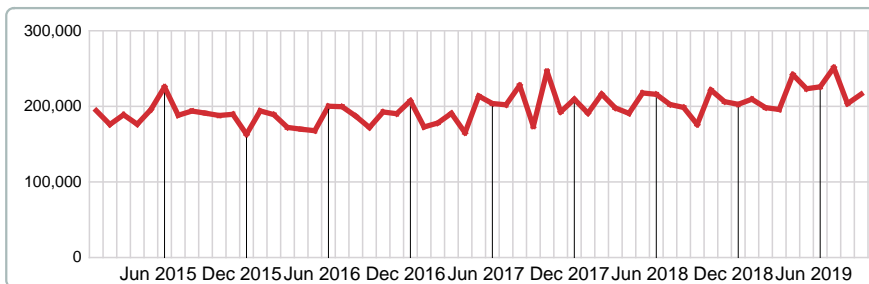
SEPTEMBER



YEAR TO DATE (YTD)

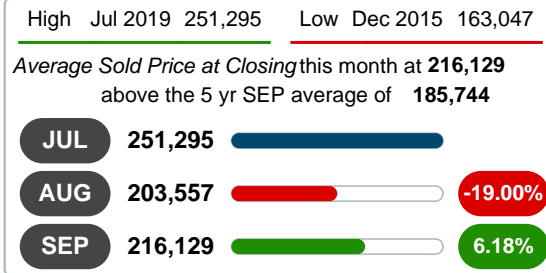


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 185,744



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	8	5.52%	53,813	63,125	44,500	0	
\$100,001 - \$150,000	25	17.24%	129,152	120,500	132,750	124,560	
\$150,001 - \$175,000	22	15.17%	164,832	165,000	164,600	166,034	
\$175,001 - \$200,000	34	23.45%	190,921	192,513	189,975	194,338	
\$200,001 - \$250,000	19	13.10%	223,883	220,000	226,419	223,875	
\$250,001 - \$350,000	22	15.17%	292,582	0	288,598	294,619	
\$350,001 and up	15	10.34%	458,086	0	420,000	453,024	
Average Sold Price		216,129		150,856	184,914	287,590	316,967
Total Closed Units		145	100%	20	76	43	6
Total Closed Volume		31,338,752		3.02M	14.05M	12.37M	1.90M

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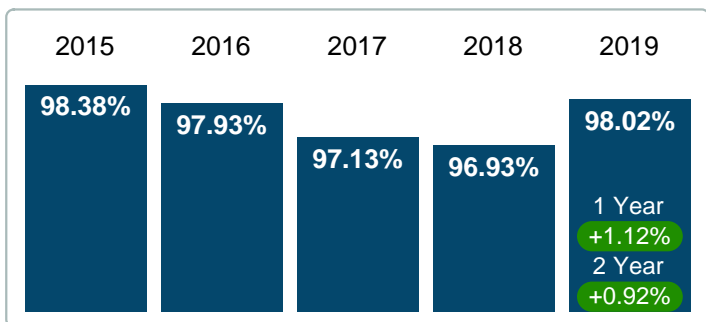
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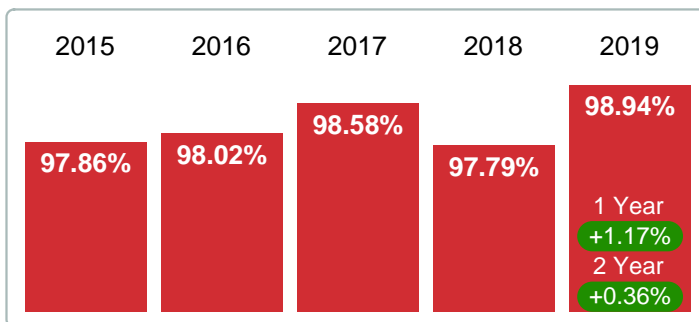
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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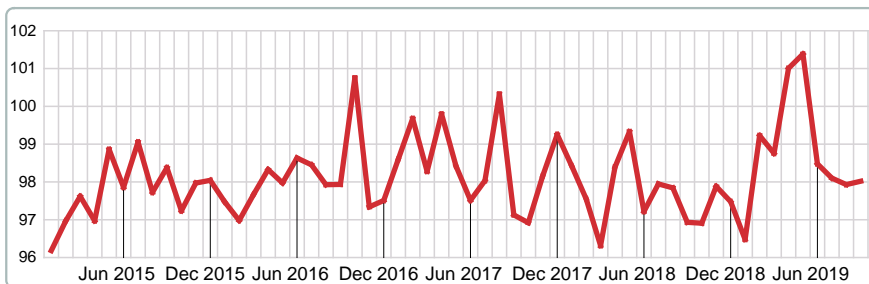
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

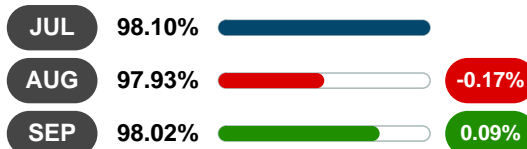


3 MONTHS

5 year SEP AVG = 97.68%

High May 2019 101.38% Low Jan 2015 96.18%

Average Sold/List Ratio this month at **98.02%**
equal to 5 yr SEP average of **97.68%**



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	8	5.52%	91.46%	94.98%	87.94%	0.00%	0.00%
\$100,001 - \$150,000	25	17.24%	97.76%	97.77%	97.08%	99.93%	0.00%
\$150,001 - \$175,000	22	15.17%	99.28%	103.45%	98.82%	99.14%	0.00%
\$175,001 - \$200,000	34	23.45%	99.25%	99.45%	99.22%	99.19%	98.67%
\$200,001 - \$250,000	19	13.10%	99.03%	95.69%	99.79%	99.29%	93.39%
\$250,001 - \$350,000	22	15.17%	96.53%	0.00%	98.38%	97.62%	65.96%
\$350,001 and up	15	10.34%	98.22%	0.00%	97.90%	98.12%	99.00%
Average Sold/List Ratio		98.00%		98.43%	98.03%	98.59%	92.45%
Total Closed Units		145	100%	20	76	43	6
Total Closed Volume		31,338,752		3.02M	14.05M	12.37M	1.90M

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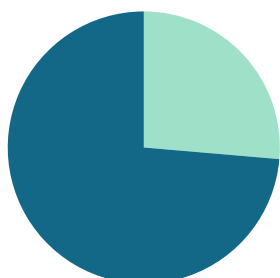
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MARKET SUMMARY

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INVENTORY

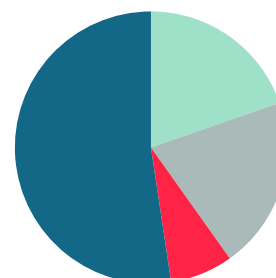


Inventory
 New Listings
155 = 26.36%
 Start Inventory
433
 Total Inventory Units
588
 Volume
\$187,447,667

Market Activity

Closed Sales
145 = 19.67%
 Pending Sales
151 = 20.49%
 Other Off Market
55 = 7.46%
 Active Inventory
386 = 52.37%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	106	145	36.79%	1,087	1,120	3.04%
Pending Sales	129	151	17.05%	1,166	1,220	4.63%
New Listings	156	155	-0.64%	1,684	1,645	-2.32%
Average List Price	180,708	220,610	22.08%	209,241	224,256	7.18%
Average Sale Price	176,054	216,129	22.76%	201,802	220,204	9.12%
Average Percent of Selling Price to List Price	96.93%	98.02%	1.12%	97.79%	98.94%	1.17%
Average Days on Market to Sale	44.63	36.17	-18.97%	46.26	41.87	-9.49%
Monthly Inventory	457	386	-15.54%	457	386	-15.54%
Months Supply of Inventory	3.90	3.17	-18.77%	3.90	3.17	-18.77%

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

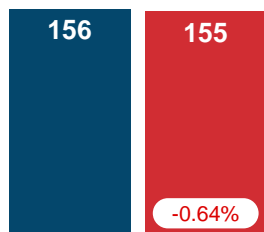
Inventory on September 30, 2019 = **386**

2018 **2019**

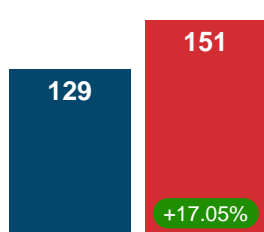
SEPTEMBER MARKET

AVERAGE PRICES

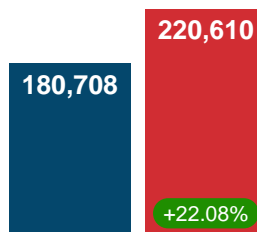
New Listings



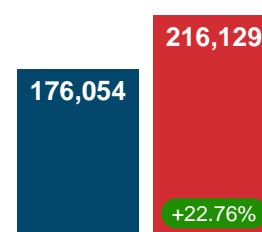
Pending Listings



List Price



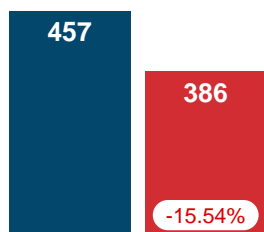
Sale Price



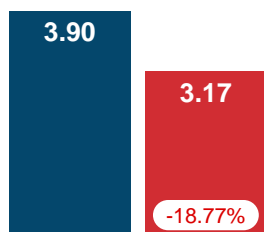
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

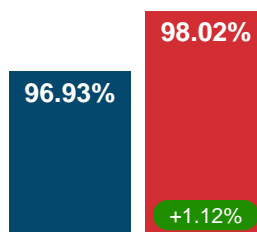
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

