

# September 2019



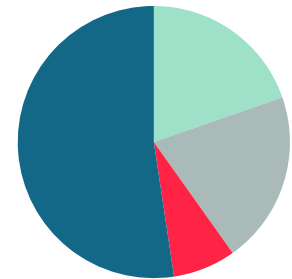
Area Delimited by County Of Rogers - Residential Property Type



## 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%
Median List Price	164,950	191,803	16.28%
Median Sale Price	164,700	191,803	16.46%
Median Percent of Selling Price to List Price	98.34%	100.00%	1.69%
Median Days on Market to Sale	27.00	16.00	-40.74%
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.

#### 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 **16.46%** in September 2019 to \$191,803 versus the previous year at \$164,700.

#### Median Days on Market Shortens

The median number of **16.00** days that homes spent on the market before selling decreased by 11.00 days or **40.74%** in September 2019 compared to last year's same month at **27.00** DOM.

#### Sales Success for September 2019 is Positive

Overall, with Median 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.

### 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

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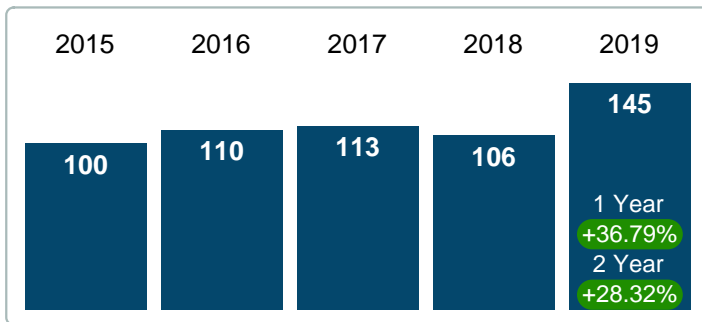
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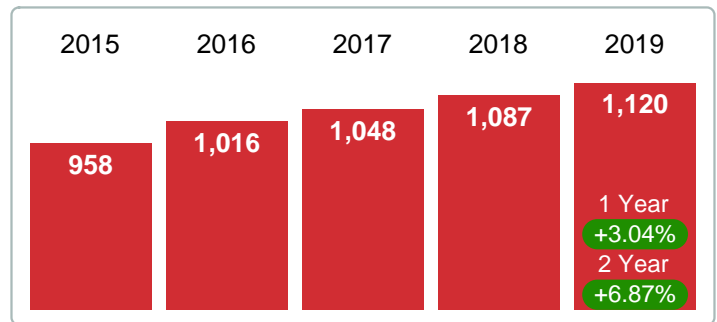
## CLOSED LISTINGS

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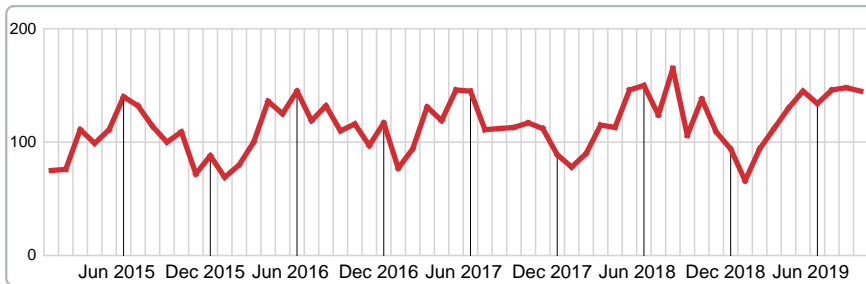
### SEPTEMBER



### YEAR TO DATE (YTD)

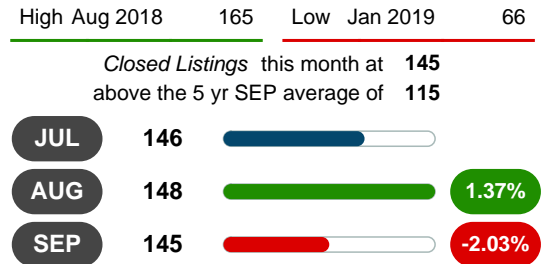


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 115



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	8	5.52%	30.0	4	4	0	0
\$100,001 - \$150,000	25	17.24%	19.0	4	16	5	0
\$150,001 - \$175,000	22	15.17%	7.5	2	17	3	0
\$175,001 - \$200,000	34	23.45%	3.0	9	19	4	2
\$200,001 - \$250,000	19	13.10%	42.0	1	9	8	1
\$250,001 - \$350,000	22	15.17%	21.0	0	10	11	1
\$350,001 and up	15	10.34%	39.0	0	1	12	2
<b>Total Closed Units</b>	<b>145</b>			<b>20</b>	<b>76</b>	<b>43</b>	<b>6</b>
<b>Total Closed Volume</b>	<b>31,338,752</b>	<b>100%</b>	<b>16.0</b>	<b>3.02M</b>	<b>14.05M</b>	<b>12.37M</b>	<b>1.90M</b>
<b>Median Closed Price</b>	<b>\$191,803</b>			<b>\$182,500</b>	<b>\$179,950</b>	<b>\$263,900</b>	<b>\$257,500</b>

# September 2019



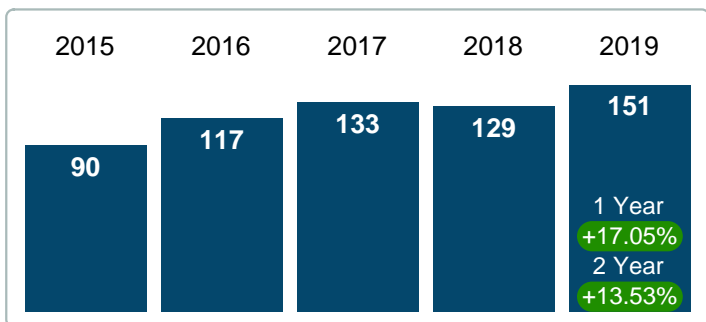
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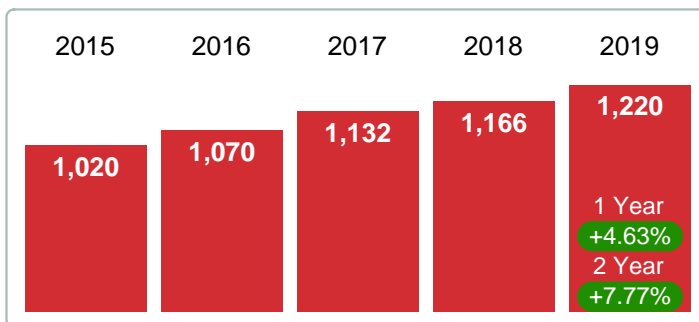
## PENDING LISTINGS

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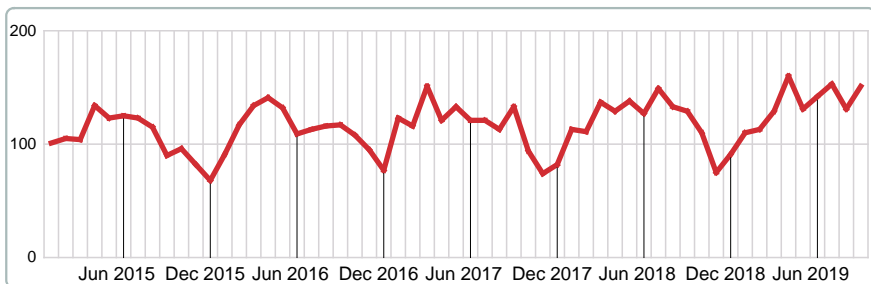
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 124

High Apr 2019 160 Low Dec 2015 68

Pending Listings this month at 151  
above the 5 yr SEP average of 124



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	14	9.27%	35.5	4	7	3	0
\$100,001 - \$125,000	12	7.95%	20.5	1	11	0	0
\$125,001 - \$150,000	20	13.25%	20.0	2	16	1	1
\$150,001 - \$200,000	48	31.79%	4.5	11	32	4	1
\$200,001 - \$275,000	21	13.91%	41.0	1	11	9	0
\$275,001 - \$375,000	20	13.25%	25.5	0	10	9	1
\$375,001 and up	16	10.60%	88.0	0	7	8	1
<b>Total Pending Units</b>	<b>151</b>			<b>19</b>	<b>94</b>	<b>34</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>33,956,374</b>	<b>100%</b>	<b>20.0</b>	<b>3.04M</b>	<b>19.03M</b>	<b>10.81M</b>	<b>1.08M</b>
<b>Median Listing Price</b>	<b>\$191,803</b>			<b>\$191,803</b>	<b>\$168,200</b>	<b>\$277,906</b>	<b>\$245,902</b>

# September 2019



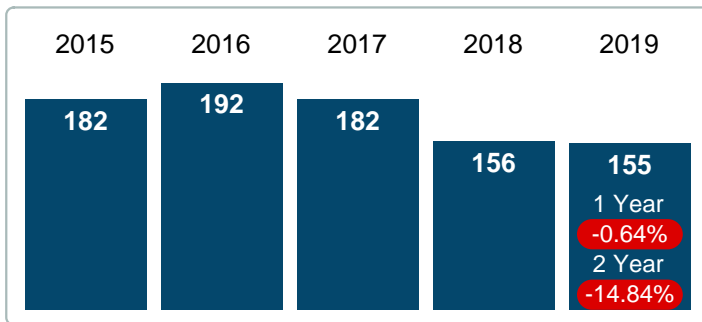
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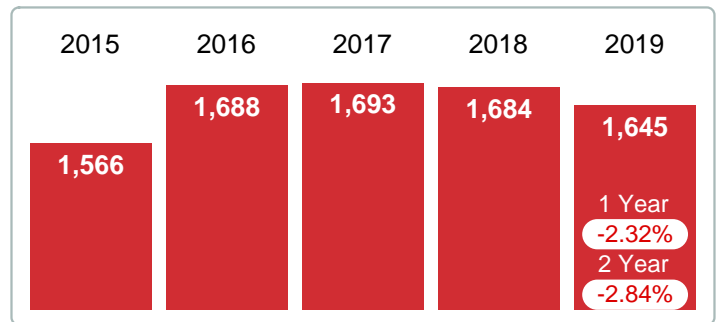
## NEW LISTINGS

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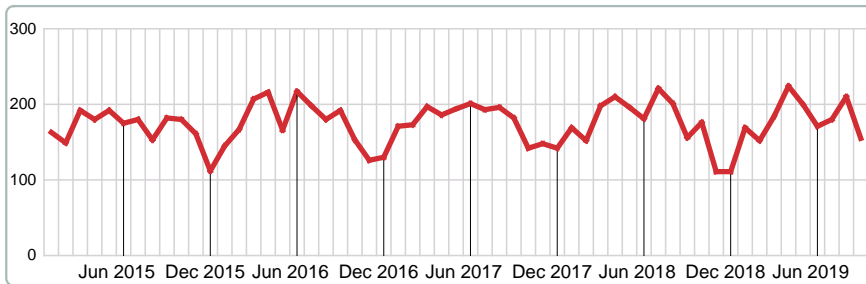
### SEPTEMBER



### YEAR TO DATE (YTD)

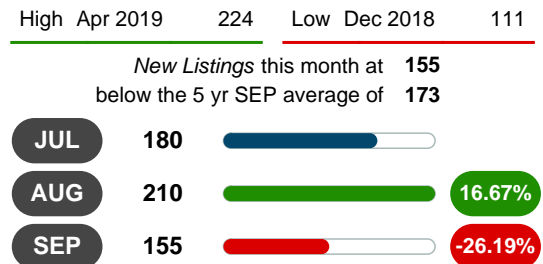


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
<b>Total New Listed Units</b>	<b>155</b>		<b>11</b>	<b>84</b>	<b>47</b>	<b>13</b>
<b>Total New Listed Volume</b>	<b>44,268,538</b>	<b>100%</b>	<b>1.28M</b>	<b>20.57M</b>	<b>15.65M</b>	<b>6.77M</b>
<b>Median New Listed Listing Price</b>	<b>\$229,900</b>		<b>\$120,000</b>	<b>\$181,950</b>	<b>\$288,000</b>	<b>\$409,999</b>

# September 2019



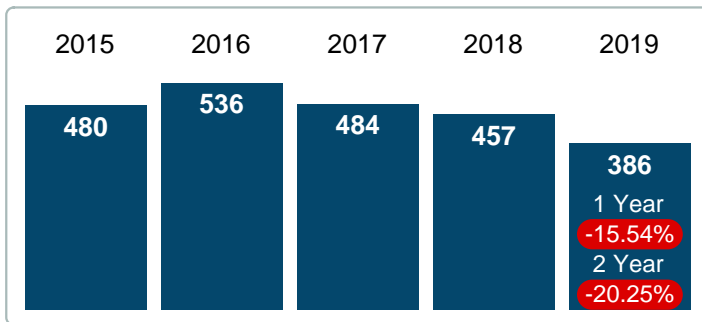
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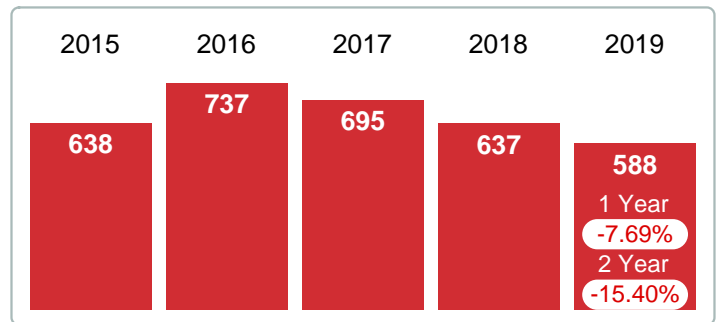
## ACTIVE INVENTORY

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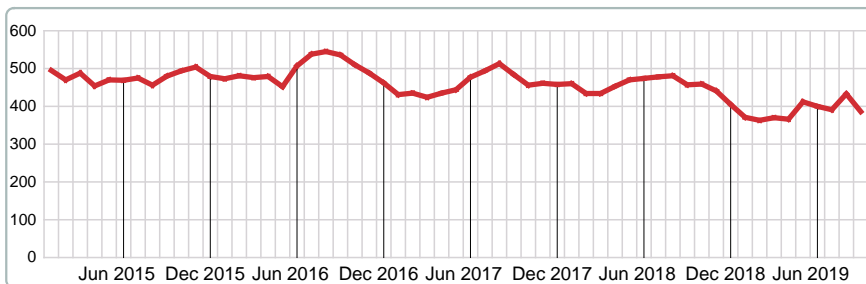
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

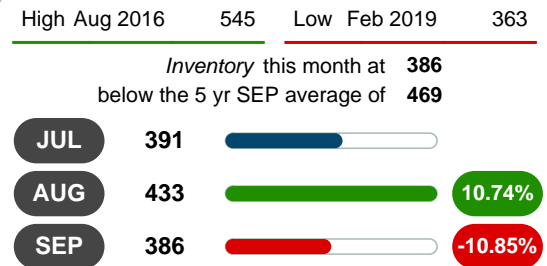


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 469



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	21	5.44%	67.0	9	8	4	0
\$75,001 - \$150,000	54	13.99%	46.0	7	39	7	1
\$150,001 - \$175,000	42	10.88%	47.5	1	28	13	0
\$175,001 - \$300,000	117	30.31%	54.0	1	55	53	8
\$300,001 - \$375,000	46	11.92%	59.0	1	18	22	5
\$375,001 - \$550,000	68	17.62%	62.0	1	15	35	17
\$550,001 and up	38	9.84%	66.0	0	4	15	19
<b>Total Active Inventory by Units</b>	<b>386</b>			<b>20</b>	<b>167</b>	<b>149</b>	<b>50</b>
<b>Total Active Inventory by Volume</b>	<b>132,691,988</b>	<b>100%</b>	<b>55.0</b>	<b>2.28M</b>	<b>38.93M</b>	<b>49.79M</b>	<b>41.69M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$250,000</b>			<b>\$84,950</b>	<b>\$185,000</b>	<b>\$299,900</b>	<b>\$490,000</b>

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Area Delimited by County Of Rogers - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

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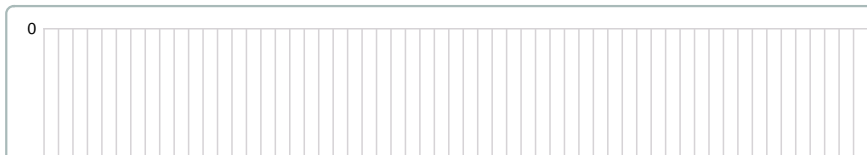
### MSI FOR SEPTEMBER

2015	2016	2017	2018	2019

### INDICATORS FOR SEPTEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>386</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 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%	3.17	20	167	149	50

# September 2019



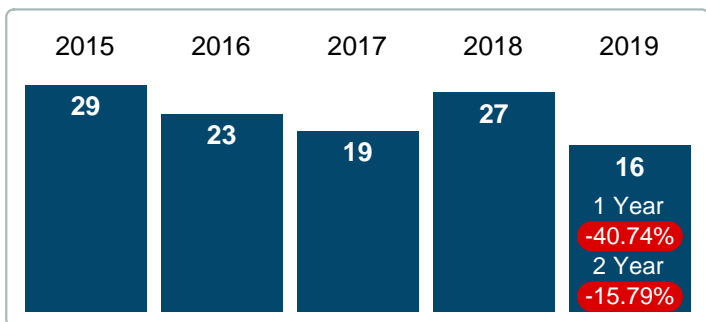
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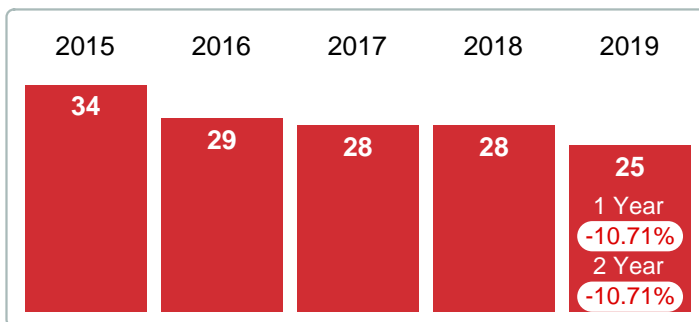
## MEDIAN DAYS ON MARKET TO SALE

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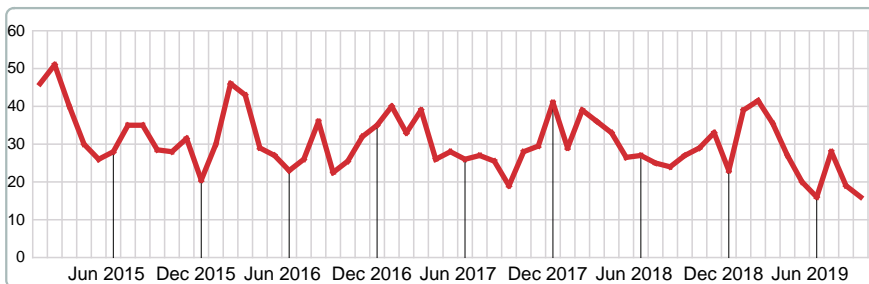
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

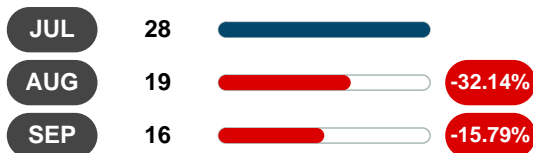


### 3 MONTHS

5 year SEP AVG = 23

High Feb 2015 51 Low Sep 2019 16

Median Days on Market to Sale this month at 16 below the 5 yr SEP average of 23



### 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
\$100,000 and less	5.52%	30	49	11	0	0
\$100,001 - \$150,000	17.24%	19	8	22	16	0
\$150,001 - \$175,000	15.17%	8	13	7	158	0
\$175,001 - \$200,000	23.45%	3	3	3	29	14
\$200,001 - \$250,000	13.10%	42	96	24	26	156
\$250,001 - \$350,000	15.17%	21	0	25	21	92
\$350,001 and up	10.34%	39	0	1	40	56
Median Closed DOM		16	3	11	25	58
Total Closed Units	100%	16.0	20	76	43	6
Total Closed Volume		31,338,752	3.02M	14.05M	12.37M	1.90M

# September 2019



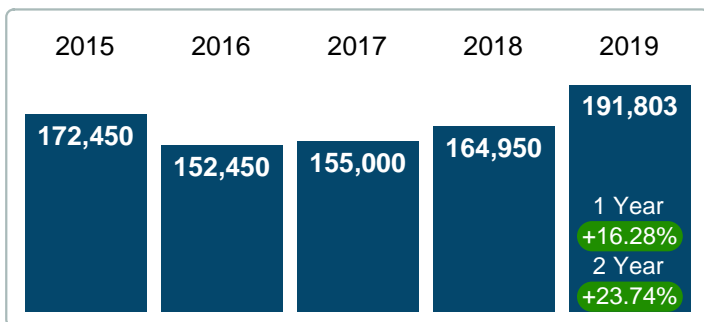
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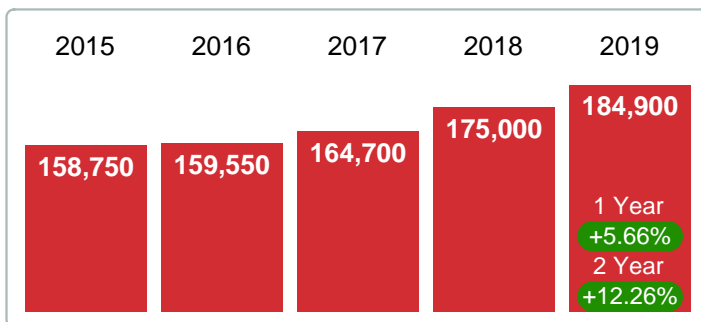
## MEDIAN LIST PRICE AT CLOSING

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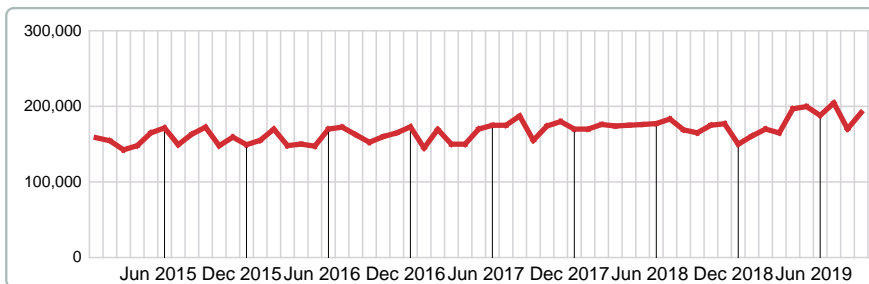
### SEPTEMBER



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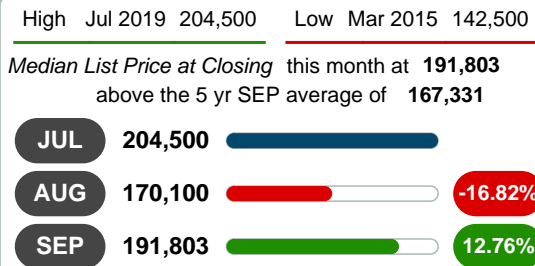


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 167,331



### 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
\$100,000 and less	9	6.21%	68,000	65,000	71,000	0	0
\$100,001 - \$150,000	24	16.55%	135,950	125,000	143,083	127,900	0
\$150,001 - \$175,000	22	15.17%	168,723	175,000	166,358	169,730	0
\$175,001 - \$200,000	32	22.07%	191,803	191,803	191,803	191,803	188,352
\$200,001 - \$250,000	21	14.48%	225,000	229,900	227,450	222,000	219,500
\$250,001 - \$350,000	20	13.79%	287,000	0	287,200	287,000	0
\$350,001 and up	17	11.72%	429,900	0	429,000	409,500	500,000
Median List Price			191,803	183,402	180,201	263,900	344,750
Total Closed Units		100%	191,803	20	76	43	6
Total Closed Volume			31,988,459	3.05M	14.27M	12.58M	2.09M



# September 2019



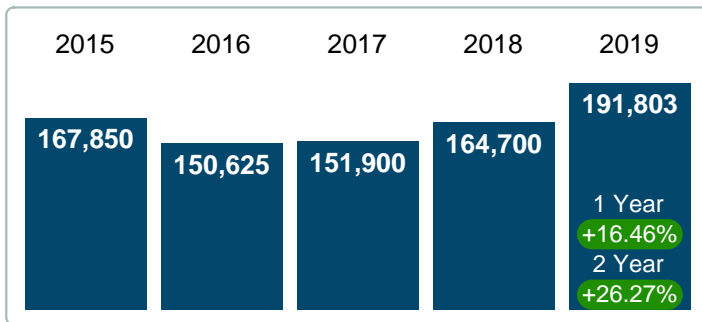
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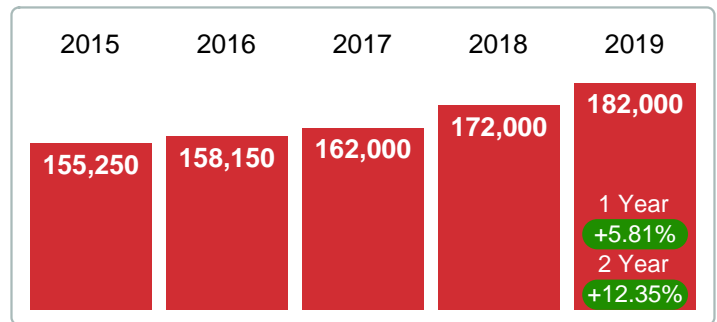
## MEDIAN SOLD PRICE AT CLOSING

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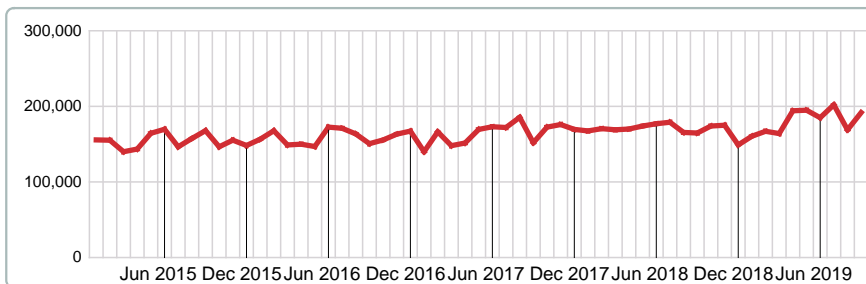
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

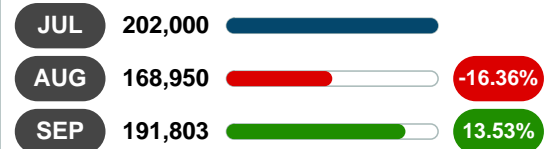


### 3 MONTHS

5 year SEP AVG = 165,376

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

Median Sold Price at Closing this month at **191,803** above the 5 yr SEP average of **165,376**



### 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
\$100,000 and less	8	5.52%	63,000	63,000	40,500	0
\$100,001 - \$150,000	25	17.24%	132,900	120,000	139,545	126,900
\$150,001 - \$175,000	22	15.17%	164,000	165,000	163,000	169,730
\$175,001 - \$200,000	34	23.45%	191,803	191,803	191,803	194,652
\$200,001 - \$250,000	19	13.10%	225,000	220,000	228,000	225,000
\$250,001 - \$350,000	22	15.17%	287,750	0	282,073	282,000
\$350,001 and up	15	10.34%	420,000	0	420,000	413,700
Median Sold Price		191,803		182,500	179,950	263,900
Total Closed Units		145	100%	20	76	43
Total Closed Volume		31,338,752		3.02M	14.05M	12.37M

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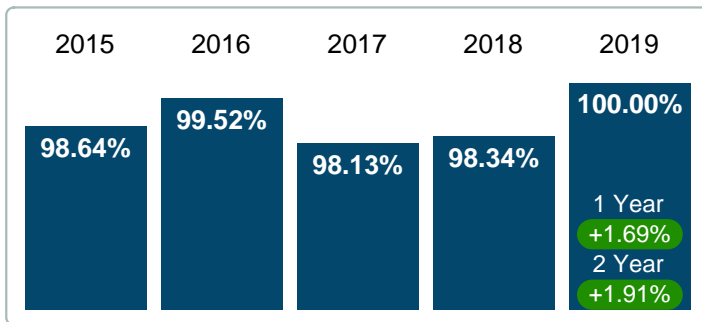
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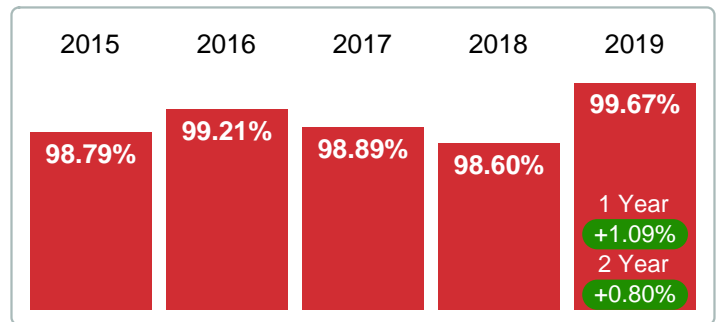
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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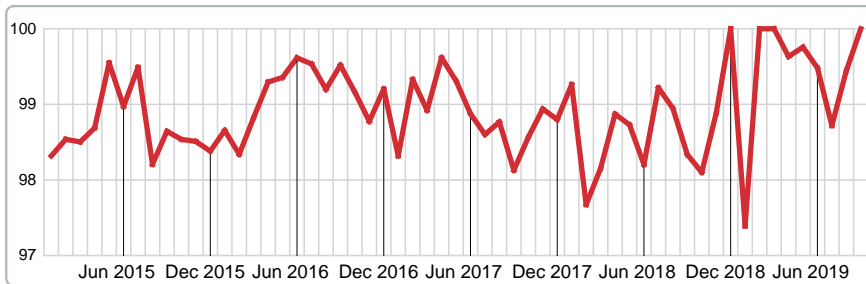
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

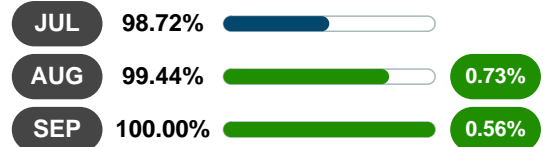


### 3 MONTHS

5 year SEP AVG = 98.92%

High Sep 2019 100.00% Low Jan 2019 97.39%

Median Sold/List Ratio this month at **100.00%** above the 5 yr SEP average of **98.92%**



## 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
\$100,000 and less	8	5.52%	100.00%	96.77%	100.00%	0.00%	0.00%
\$100,001 - \$150,000	25	17.24%	100.00%	97.92%	100.00%	99.22%	0.00%
\$150,001 - \$175,000	22	15.17%	100.00%	103.45%	100.00%	100.00%	0.00%
\$175,001 - \$200,000	34	23.45%	100.00%	100.00%	100.00%	99.40%	98.67%
\$200,001 - \$250,000	19	13.10%	99.77%	95.69%	100.00%	99.89%	93.39%
\$250,001 - \$350,000	22	15.17%	97.99%	0.00%	99.14%	97.58%	65.96%
\$350,001 and up	15	10.34%	97.54%	0.00%	97.90%	97.37%	99.00%
Median Sold/List Ratio		100.00%		100.00%	100.00%	98.11%	97.67%
Total Closed Units		145	100%	20	76	43	6
Total Closed Volume		31,338,752		3.02M	14.05M	12.37M	1.90M

# September 2019



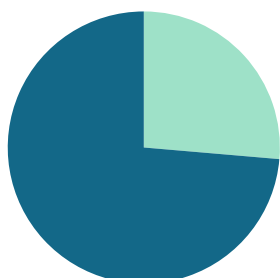
Area Delimited by County Of Rogers - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

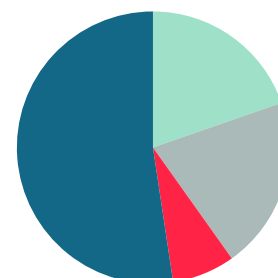


**Inventory**  
 New Listings  
**155 = 26.36%**  
 Start Inventory  
**433**  
 Total Inventory Units  
**588**  
 Volume  
**\$187,447,667**

### 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%
Median List Price	164,950	191,803	16.28%	175,000	184,900	5.66%
Median Sale Price	164,700	191,803	16.46%	172,000	182,000	5.81%
Median Percent of Selling Price to List Price	98.34%	100.00%	1.69%	98.60%	99.67%	1.09%
Median Days on Market to Sale	27.00	16.00	-40.74%	28.00	25.00	-10.71%
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

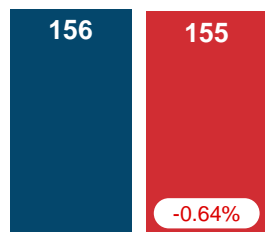
**Inventory** on September 30, 2019 = **386**

**2018** **2019**

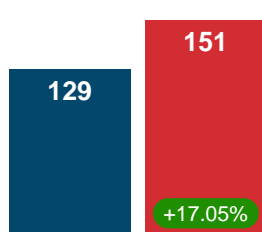
### SEPTEMBER MARKET

### MEDIAN PRICES

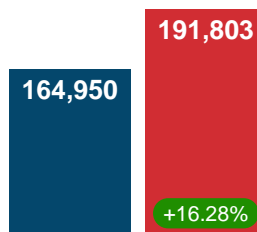
#### New Listings



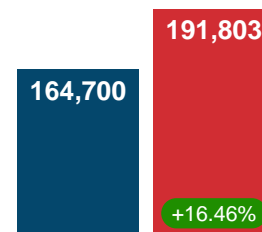
#### Pending Listings



#### List Price



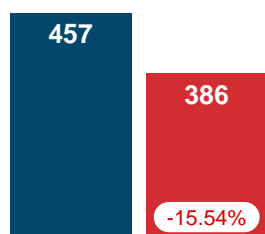
#### Sale Price



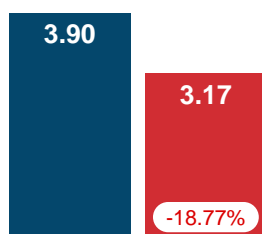
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

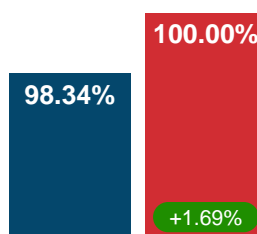
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

