

April 2020



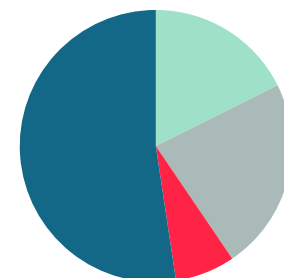
Area Delimited by County Of Rogers - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 26, 2023 for MLS Technology Inc.

Compared Metrics	2019	April 2020	+/-%
Closed Listings	130	104	-20.00%
Pending Listings	160	135	-15.63%
New Listings	224	147	-34.38%
Average List Price	246,344	232,616	-5.57%
Average Sale Price	241,909	228,921	-5.37%
Average Percent of Selling Price to List Price	101.00%	97.75%	-3.22%
Average Days on Market to Sale	44.93	37.69	-16.11%
End of Month Inventory	366	309	-15.57%
Months Supply of Inventory	3.06	2.48	-19.07%



■ Closed (17.63%)
■ Pending (22.88%)
■ Other OffMarket (7.12%)
■ Active (52.37%)

Absorption: Last 12 months, an Average of **125** Sales/Month
Active Inventory as of April 30, 2020 = **309**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2020 decreased **15.57%** to 309 existing homes available for sale. Over the last 12 months this area has had an average of 125 closed sales per month. This represents an unsold inventory index of **2.48** 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 **5.37%** in April 2020 to \$228,921 versus the previous year at \$241,909.

Average Days on Market Shortens

The average number of **37.69** days that homes spent on the market before selling decreased by 7.24 days or **16.11%** in April 2020 compared to last year's same month at **44.93** DOM.

Sales Success for April 2020 is Positive

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

There were 147 New Listings in April 2020, down **34.38%** from last year at 224. Furthermore, there were 104 Closed Listings this month versus last year at 130, a **-20.00%** decrease.

Closed versus Listed trends yielded a **70.7%** ratio, up from previous year's, April 2019, at **58.0%**, a **21.90%** 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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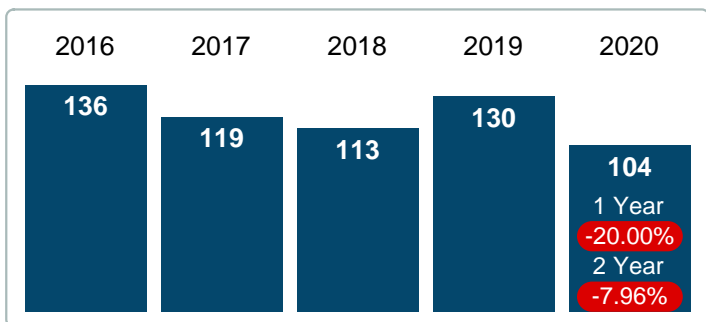
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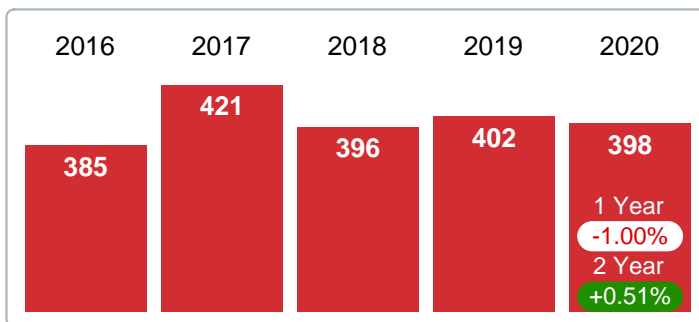
CLOSED LISTINGS

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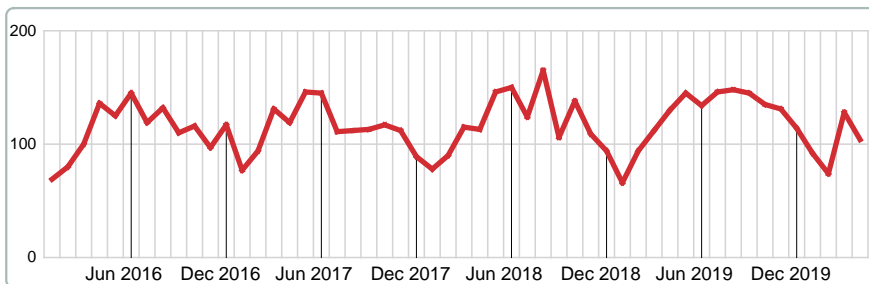
APRIL



YEAR TO DATE (YTD)

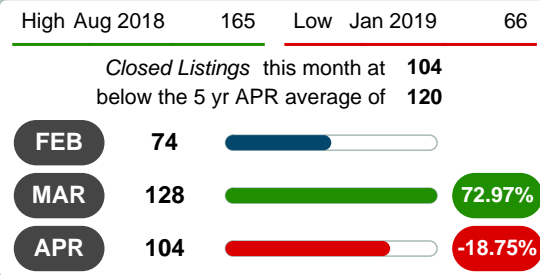


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 120



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	5	4.81%	52.2	1	4	0	0
\$75,001 - \$125,000	15	14.42%	33.2	3	10	1	1
\$125,001 - \$150,000	9	8.65%	36.4	1	7	1	0
\$150,001 - \$225,000	33	31.73%	23.3	1	23	9	0
\$225,001 - \$300,000	17	16.35%	38.4	0	9	8	0
\$300,001 - \$375,000	10	9.62%	79.4	0	2	6	2
\$375,001 and up	15	14.42%	41.1	0	2	10	3
Total Closed Units	104			6	57	35	6
Total Closed Volume	23,807,737	100%	37.7	656.50K	10.27M	10.41M	2.48M
Average Closed Price	\$228,921			\$109,417	\$180,107	\$297,378	\$412,817

April 2020



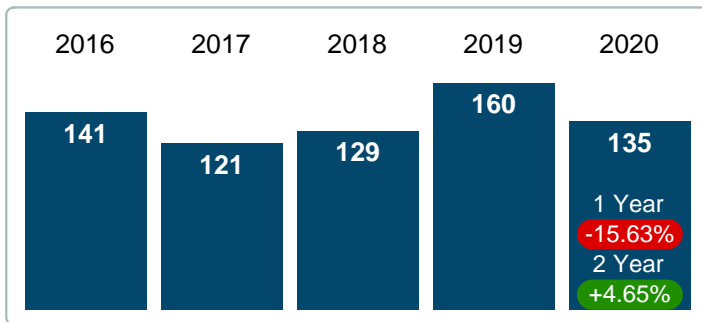
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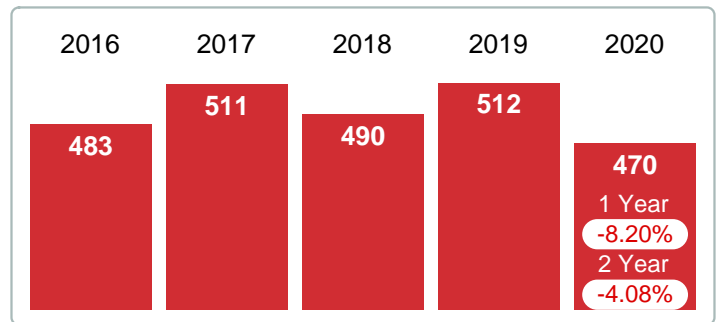
PENDING LISTINGS

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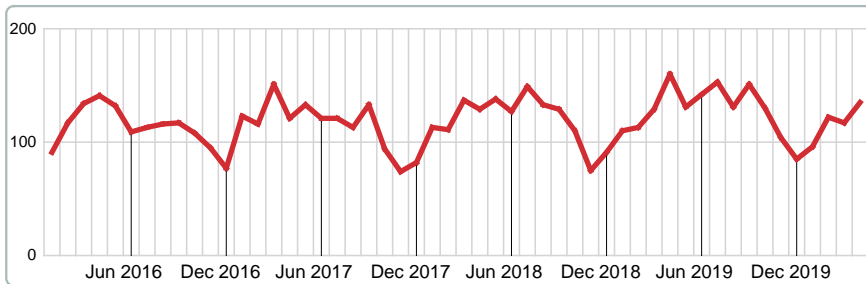
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 137

High Apr 2019 160 Low Nov 2017 74

Pending Listings this month at 135
below the 5 yr APR average of 137



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	11	8.15%	30.3	4	5	1	1
\$100,001 - \$125,000	13	9.63%	27.8	1	12	0	0
\$125,001 - \$150,000	12	8.89%	15.2	1	11	0	0
\$150,001 - \$225,000	42	31.11%	21.2	1	29	12	0
\$225,001 - \$275,000	22	16.30%	39.4	0	15	7	0
\$275,001 - \$350,000	21	15.56%	45.4	0	10	10	1
\$350,001 and up	14	10.37%	52.7	0	1	11	2
Total Pending Units	135			7	83	41	4
Total Pending Volume	30,767,509	100%	31.9	713.70K	15.74M	12.97M	1.34M
Average Listing Price	\$228,892			\$101,957	\$189,688	\$316,363	\$334,700

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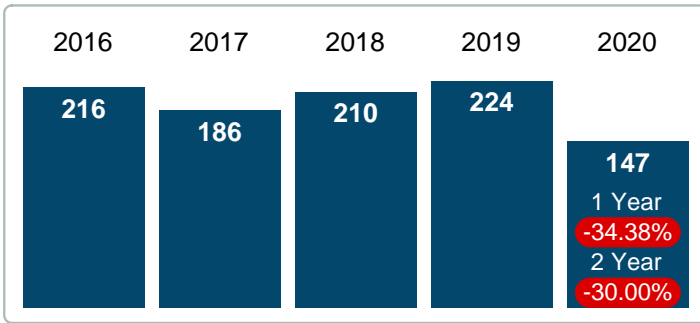
Area Delimited by County Of Rogers - Residential Property Type



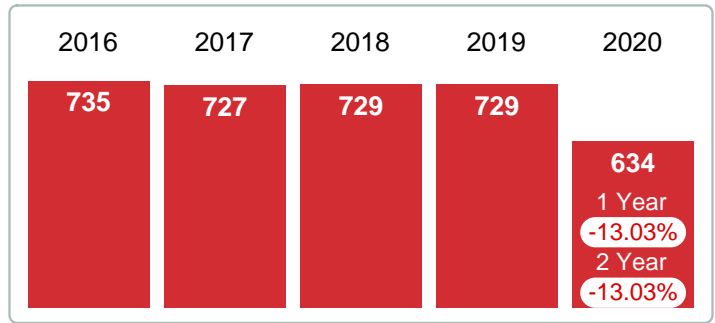
NEW LISTINGS

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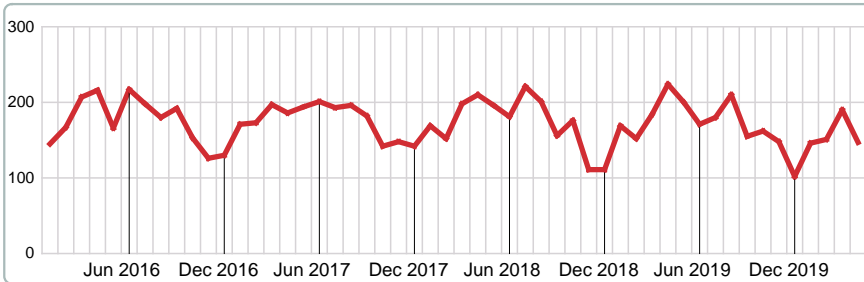
APRIL



YEAR TO DATE (YTD)

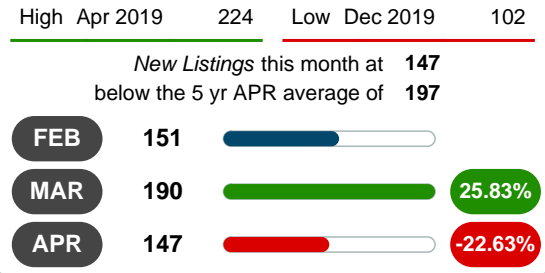


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 197



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Price Range	Count	%
\$100,000 and less	5	3.40%
\$100,001 - \$150,000	23	15.65%
\$150,001 - \$200,000	29	19.73%
\$200,001 - \$275,000	26	17.69%
\$275,001 - \$350,000	30	20.41%
\$350,001 - \$425,000	17	11.56%
\$425,001 and up	17	11.56%
Total New Listed Units	147	
Total New Listed Volume	42,838,261	100%
Average New Listed Listing Price	\$265,372	

	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	2	3	0	0
\$100,001 - \$150,000	1	21	0	1
\$150,001 - \$200,000	1	23	5	0
\$200,001 - \$275,000	0	17	9	0
\$275,001 - \$350,000	0	12	14	4
\$350,001 - \$425,000	0	0	16	1
\$425,001 and up	1	1	7	8
Total	5	77	51	14
Total New Listed Volume	938.00K	15.13M	17.21M	9.56M
Average New Listed Listing Price	\$187,600	\$196,488	\$337,413	\$683,043

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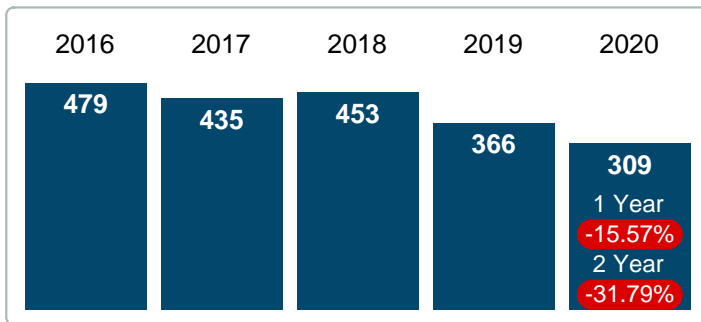
Area Delimited by County Of Rogers - Residential Property Type



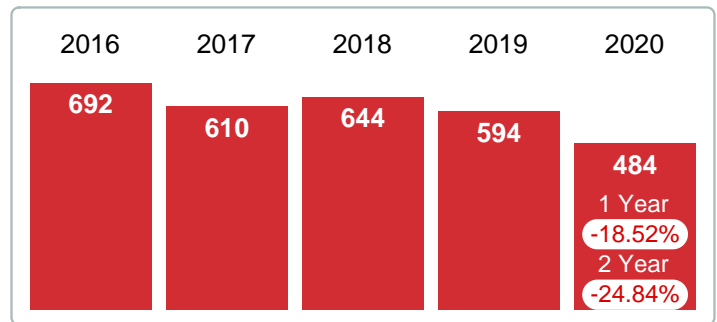
ACTIVE INVENTORY

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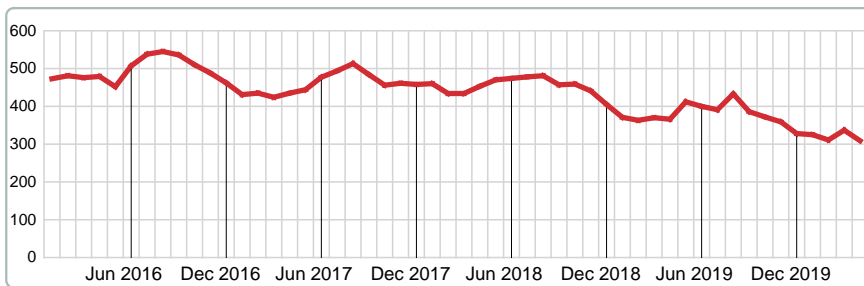
END OF APRIL



ACTIVE DURING APRIL

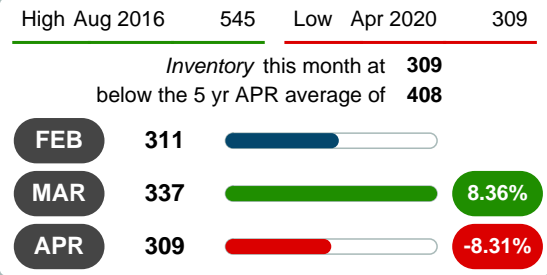


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 408



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	26	8.41%	92.1	9	12	5	0
\$100,001 - \$175,000	43	13.92%	55.6	1	31	9	2
\$175,001 - \$200,000	33	10.68%	62.6	2	17	13	1
\$200,001 - \$325,000	89	28.80%	61.2	0	48	31	10
\$325,001 - \$400,000	44	14.24%	61.2	1	9	26	8
\$400,001 - \$600,000	43	13.92%	61.8	1	2	29	11
\$600,001 and up	31	10.03%	73.1	0	2	10	19
Total Active Inventory by Units	309			14	121	123	51
Total Active Inventory by Volume	109,488,229	100%	64.4	1.91M	27.11M	43.98M	36.49M
Average Active Inventory Listing Price	\$354,331			\$136,211	\$224,025	\$357,580	\$715,527

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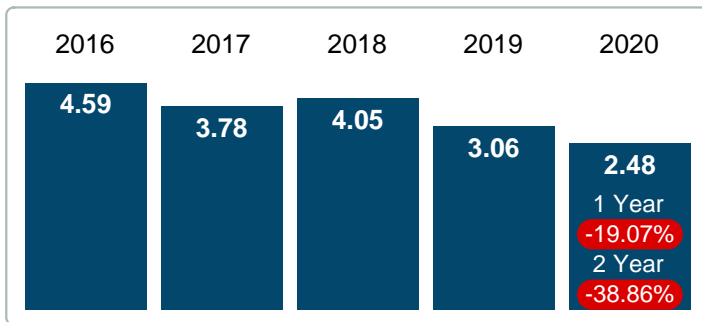
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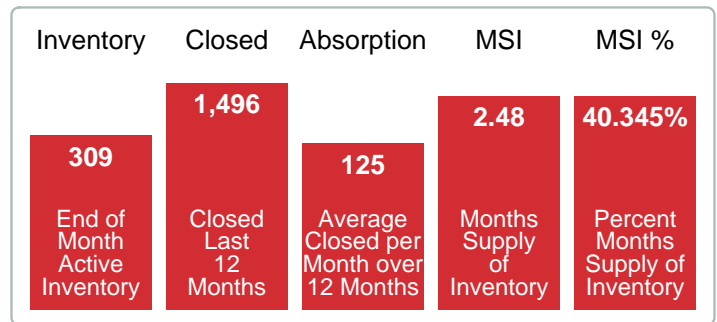
MONTHS SUPPLY of INVENTORY (MSI)

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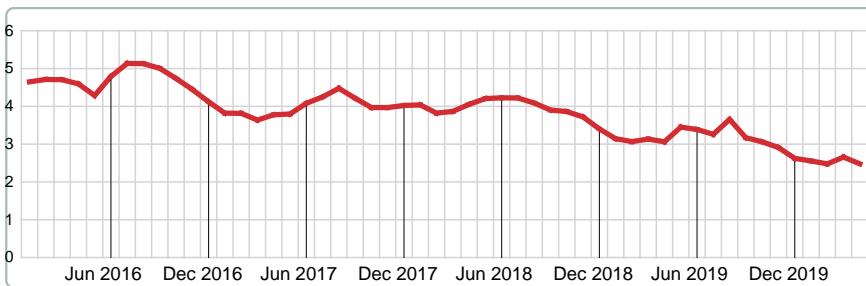
MSI FOR APRIL



INDICATORS FOR APRIL 2020

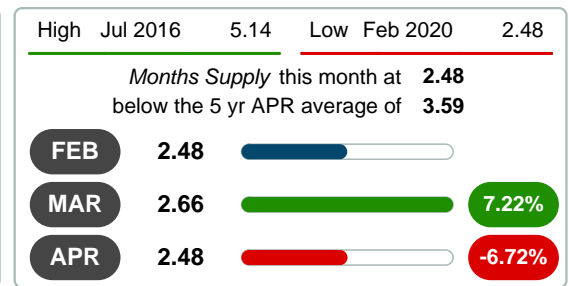


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 3.59



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	26	8.41%	1.88	2.25	1.36	5.45	0.00
\$100,001 - \$175,000	43	13.92%	1.03	0.39	0.94	1.50	4.00
\$175,001 - \$200,000	33	10.68%	2.13	1.50	1.77	2.94	6.00
\$200,001 - \$325,000	89	28.80%	2.86	0.00	3.45	2.08	5.45
\$325,001 - \$400,000	44	14.24%	3.77	0.00	3.48	3.28	6.86
\$400,001 - \$600,000	43	13.92%	5.21	0.00	1.85	5.35	6.29
\$600,001 and up	31	10.03%	12.83	0.00	12.00	10.00	15.20
Market Supply of Inventory (MSI)			2.48	1.68	1.75	3.03	7.56
Total Active Inventory by Units		100%	2.48	14	121	123	51

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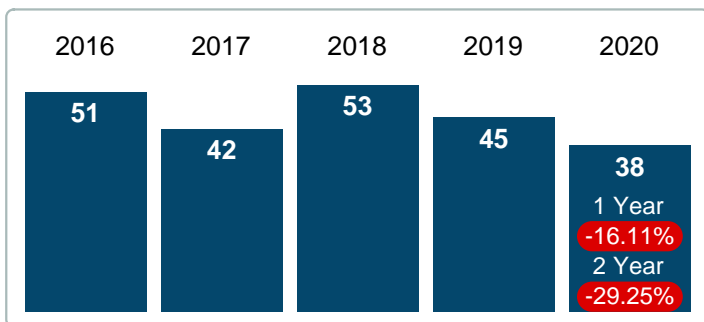
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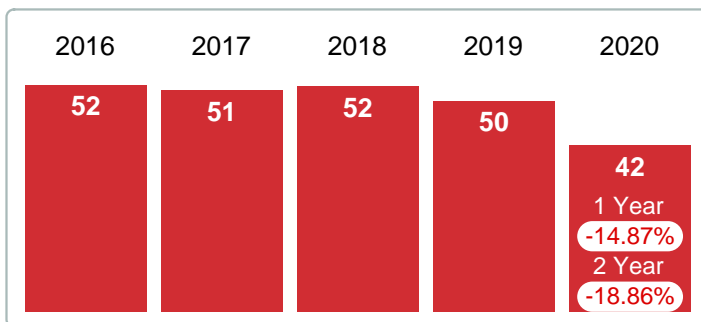
AVERAGE DAYS ON MARKET TO SALE

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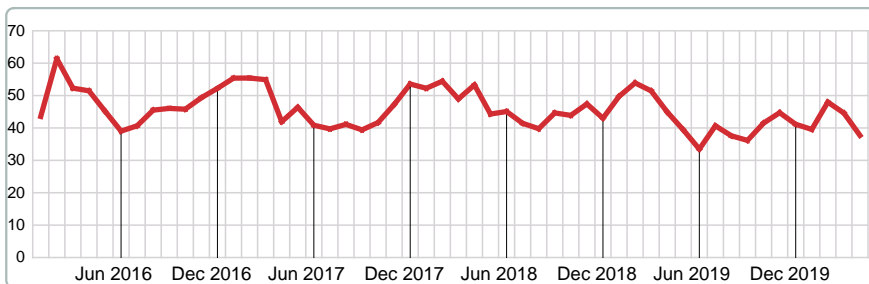
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

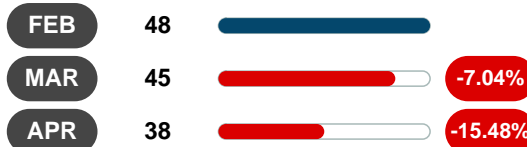


3 MONTHS

5 year APR AVG = 46

High Feb 2016 61 Low Jun 2019 33

Average Days on Market to Sale this month at 38 below the 5 yr APR average of 46



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	4.81%	52	111	38	0	0	
\$75,001 - \$125,000	14.42%	33	39	34	5	37	
\$125,001 - \$150,000	8.65%	36	76	36	2	0	
\$150,001 - \$225,000	31.73%	23	8	17	42	0	
\$225,001 - \$300,000	16.35%	38	0	17	63	0	
\$300,001 - \$375,000	9.62%	79	0	38	81	116	
\$375,001 and up	14.42%	41	0	38	40	48	
Average Closed DOM		38					
Total Closed Units	104	100%	38	52	25	51	69
Total Closed Volume	23,807,737			656.50K	10.27M	10.41M	2.48M

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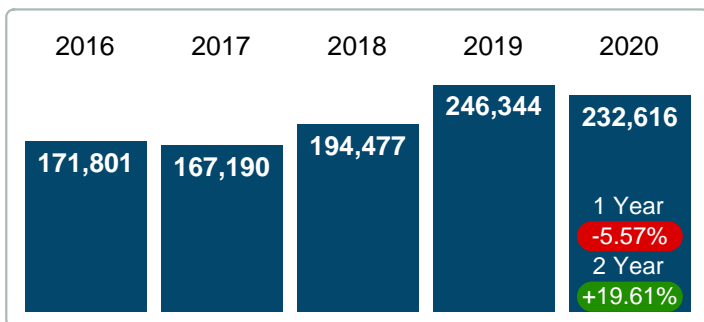
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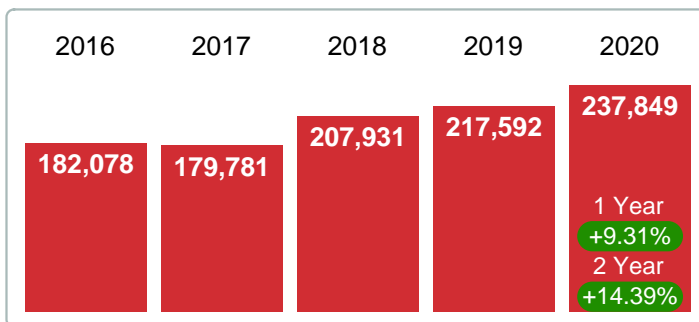
AVERAGE LIST PRICE AT CLOSING

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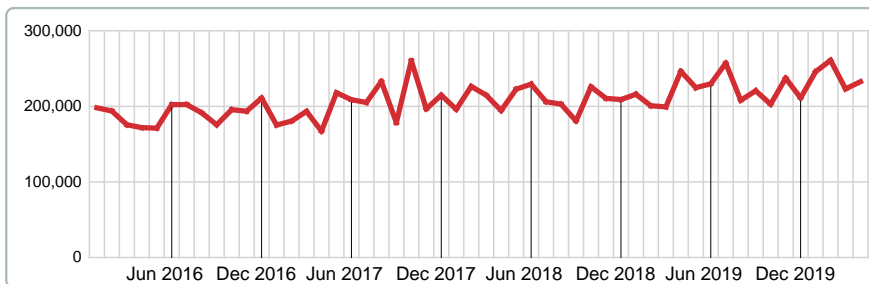
APRIL



YEAR TO DATE (YTD)

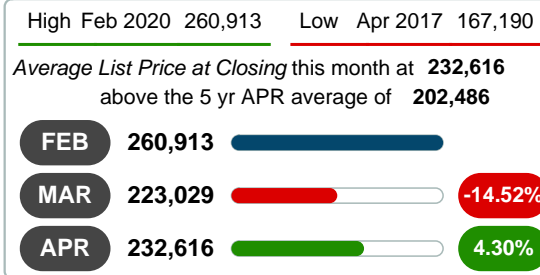


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 202,486



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	1.92%	49,500	39,500	79,100	0	0
\$75,001 - \$125,000	16.35%	102,335	104,833	110,205	120,000	85,000
\$125,001 - \$150,000	8.65%	136,572	145,000	135,057	159,900	0
\$150,001 - \$225,000	32.69%	182,412	199,000	183,418	182,155	0
\$225,001 - \$300,000	14.42%	262,733	0	260,156	274,470	0
\$300,001 - \$375,000	13.46%	345,155	0	330,750	355,468	339,950
\$375,001 and up	12.50%	473,000	0	442,450	427,620	578,267
Average List Price		232,616	116,333	183,689	300,688	416,617
Total Closed Units	104	100%	6	57	35	6
Total Closed Volume	24,192,037		698.00K	10.47M	10.52M	2.50M

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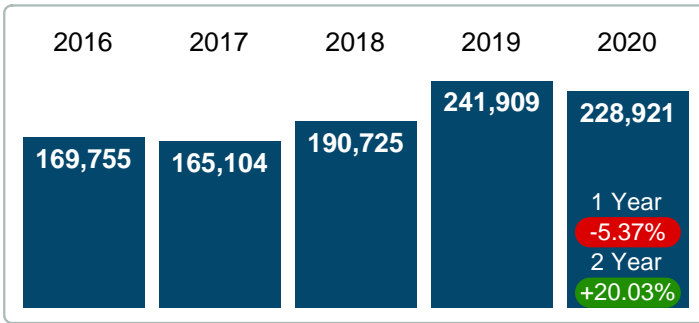
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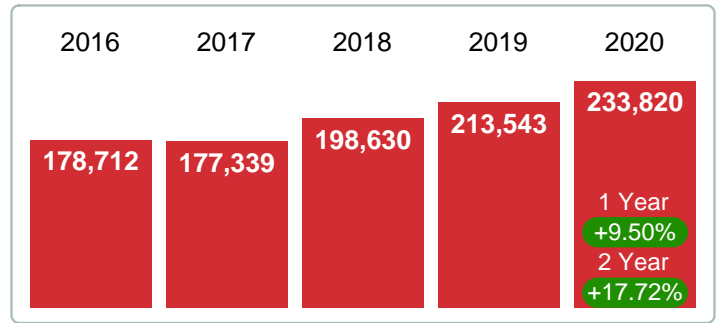
AVERAGE SOLD PRICE AT CLOSING

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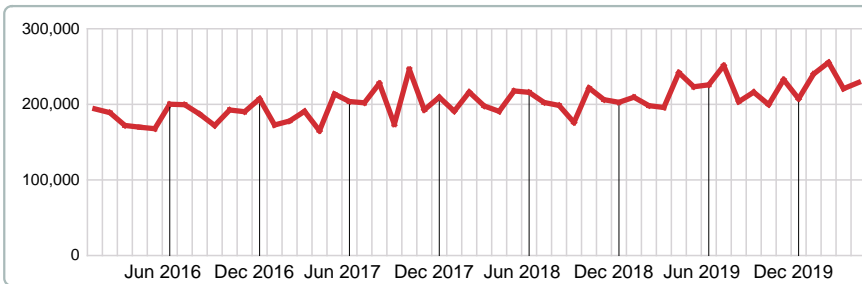
APRIL



YEAR TO DATE (YTD)

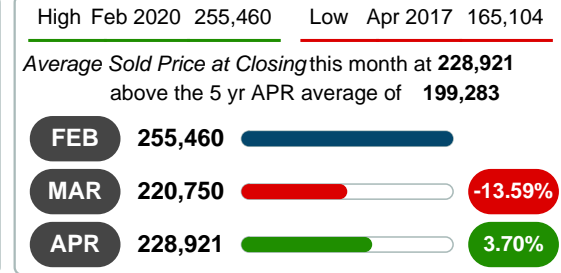


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 199,283



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	5	4.81%	59,900	33,500	66,500	0	0
\$75,001 - \$125,000	15	14.42%	104,313	98,333	106,620	123,500	80,000
\$125,001 - \$150,000	9	8.65%	134,033	128,000	132,629	149,900	0
\$150,001 - \$225,000	33	31.73%	181,864	200,000	181,057	181,911	0
\$225,001 - \$300,000	17	16.35%	261,000	0	258,244	264,100	0
\$300,001 - \$375,000	10	9.62%	345,621	0	332,000	351,218	342,450
\$375,001 and up	15	14.42%	456,169	0	426,500	427,753	570,667
Average Sold Price			228,921	109,417	180,107	297,378	412,817
Total Closed Units		100%	228,921	6	57	35	6
Total Closed Volume			23,807,737	656.50K	10.27M	10.41M	2.48M

April 2020



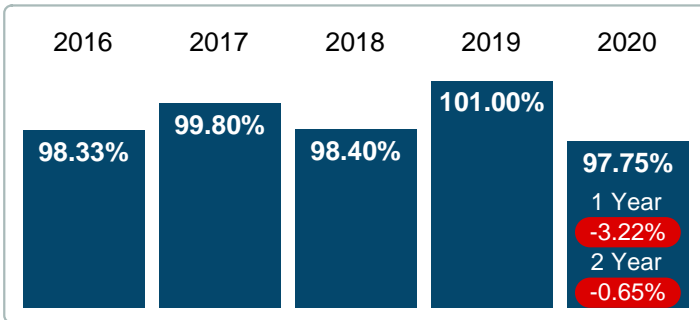
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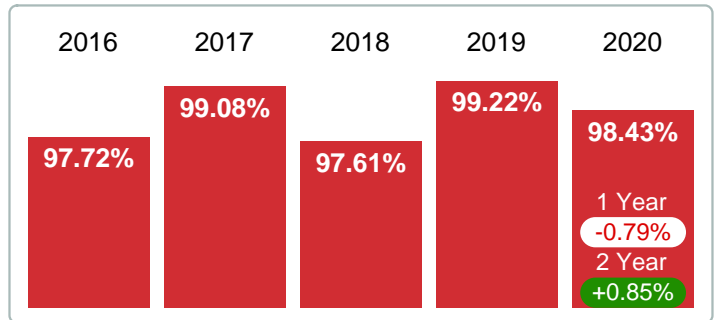
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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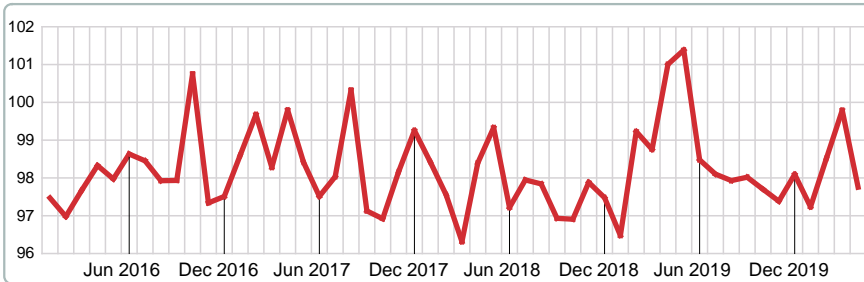
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

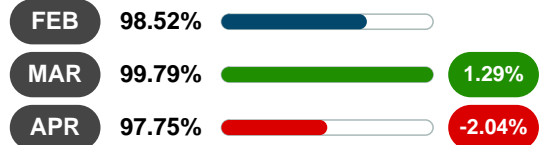


3 MONTHS

5 year APR AVG = 99.06%

High May 2019 101.38% Low Mar 2018 96.31%

Average Sold/List Ratio this month at **97.75%**
below the 5 yr APR average of **99.06%**



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	5	4.81%	84.73%	84.81%	84.71%	0.00%	0.00%
\$75,001 - \$125,000	15	14.42%	96.63%	94.38%	96.92%	102.92%	94.12%
\$125,001 - \$150,000	9	8.65%	96.65%	88.28%	98.26%	93.75%	0.00%
\$150,001 - \$225,000	33	31.73%	99.21%	100.50%	98.87%	99.95%	0.00%
\$225,001 - \$300,000	17	16.35%	97.95%	0.00%	99.36%	96.35%	0.00%
\$300,001 - \$375,000	10	9.62%	99.48%	0.00%	100.37%	98.73%	100.82%
\$375,001 and up	15	14.42%	99.31%	0.00%	96.34%	100.14%	98.56%
Average Sold/List Ratio		97.80%		92.79%	97.50%	98.88%	98.57%
Total Closed Units		104	100%	6	57	35	6
Total Closed Volume		23,807,737		656.50K	10.27M	10.41M	2.48M

April 2020



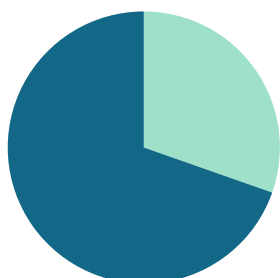
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

Report produced on Jul 26, 2023 for MLS Technology Inc.

INVENTORY

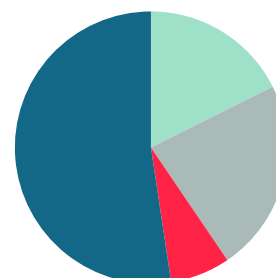


Inventory
 New Listings
147 = 30.37%
 Start Inventory
337
 Total Inventory Units
484
 Volume
\$155,318,644

Market Activity

Closed Sales
104 = 17.63%
 Pending Sales
135 = 22.88%
 Other Off Market
42 = 7.12%
 Active Inventory
309 = 52.37%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	130	104	-20.00%	402	398	-1.00%
Pending Sales	160	135	-15.63%	512	470	-8.20%
New Listings	224	147	-34.38%	729	634	-13.03%
Average List Price	246,344	232,616	-5.57%	217,592	237,849	9.31%
Average Sale Price	241,909	228,921	-5.37%	213,543	233,820	9.50%
Average Percent of Selling Price to List Price	101.00%	97.75%	-3.22%	99.22%	98.43%	-0.79%
Average Days on Market to Sale	44.93	37.69	-16.11%	49.63	42.25	-14.87%
Monthly Inventory	366	309	-15.57%	366	309	-15.57%
Months Supply of Inventory	3.06	2.48	-19.07%	3.06	2.48	-19.07%

Absorption: Last 12 months, an Average of **125** Sales/Month

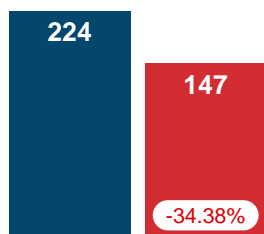
Inventory on April 30, 2020 = **309**

2019 **2020**

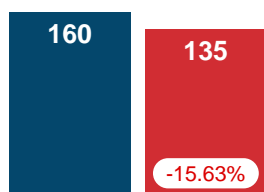
APRIL MARKET

AVERAGE PRICES

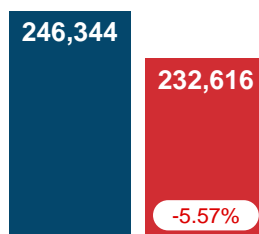
New Listings



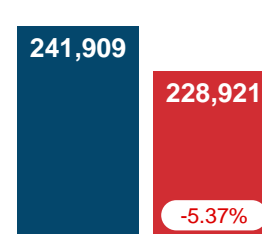
Pending Listings



List Price



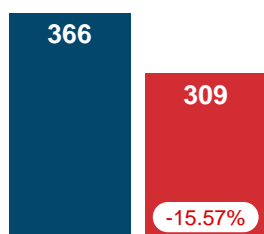
Sale Price



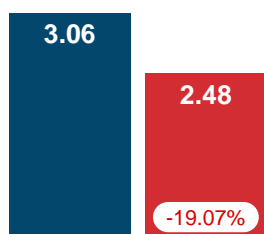
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

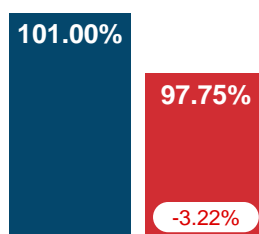
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

