

April 2020



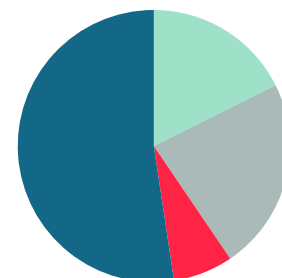
Area Delimited by County Of Rogers - Residential Property Type



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%
Median List Price	196,750	192,250	-2.29%
Median Sale Price	194,150	190,500	-1.88%
Median Percent of Selling Price to List Price	99.63%	99.96%	0.33%
Median Days on Market to Sale	27.00	17.00	-37.04%
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.

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 **1.88%** in April 2020 to \$190,500 versus the previous year at \$194,150.

Median Days on Market Shortens

The median number of **17.00** days that homes spent on the market before selling decreased by 10.00 days or **37.04%** in April 2020 compared to last year's same month at **27.00** DOM.

Sales Success for April 2020 is Positive

Overall, with Median 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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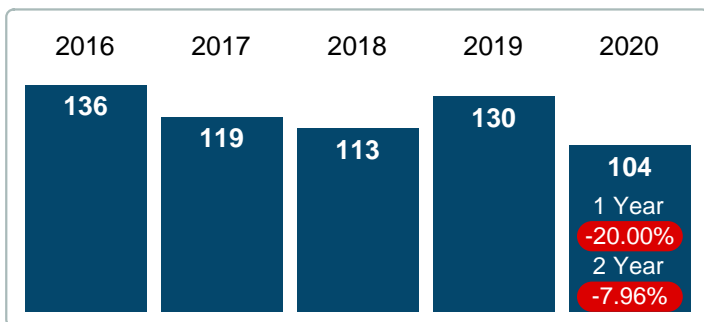
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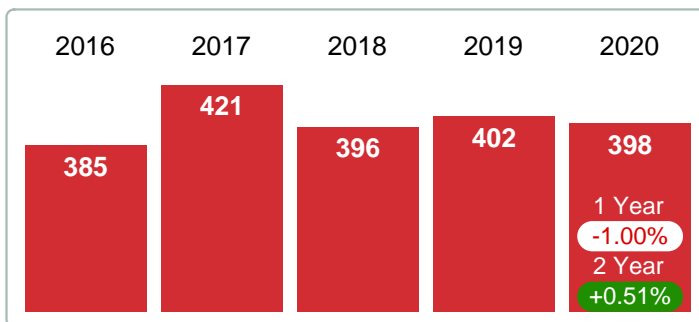
CLOSED LISTINGS

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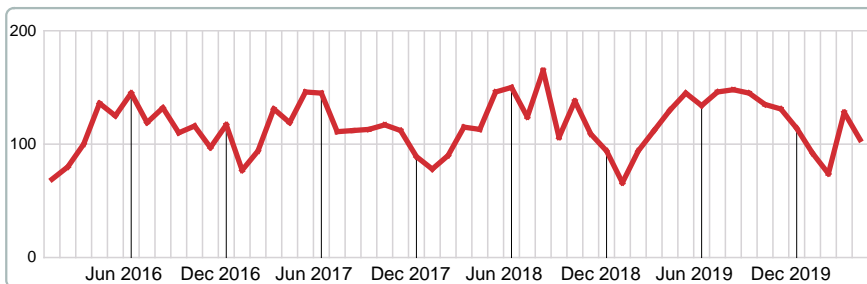
APRIL



YEAR TO DATE (YTD)

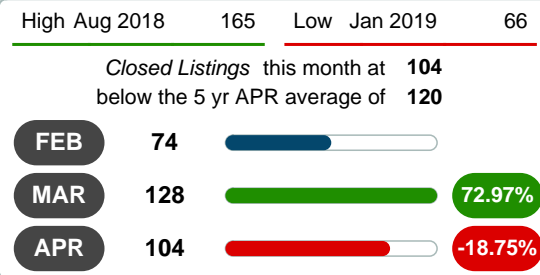


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 120



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	4.81%	30.0	1	4	0	0
\$75,001 - \$125,000	15	14.42%	24.0	3	10	1	1
\$125,001 - \$150,000	9	8.65%	5.0	1	7	1	0
\$150,001 - \$225,000	33	31.73%	8.0	1	23	9	0
\$225,001 - \$300,000	17	16.35%	13.0	0	9	8	0
\$300,001 - \$375,000	10	9.62%	85.0	0	2	6	2
\$375,001 and up	15	14.42%	33.0	0	2	10	3
Total Closed Units	104			6	57	35	6
Total Closed Volume	23,807,737	100%	17.0	656.50K	10.27M	10.41M	2.48M
Median Closed Price	\$190,500			\$107,500	\$165,000	\$285,000	\$416,200

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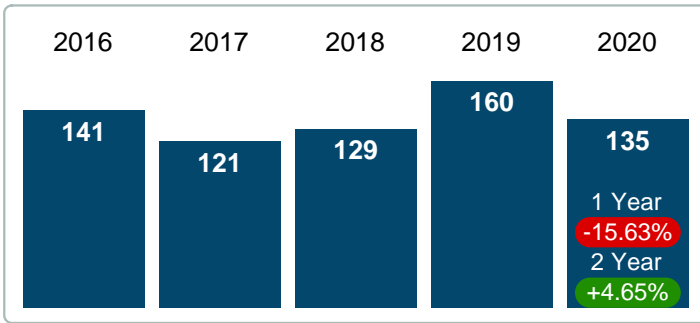
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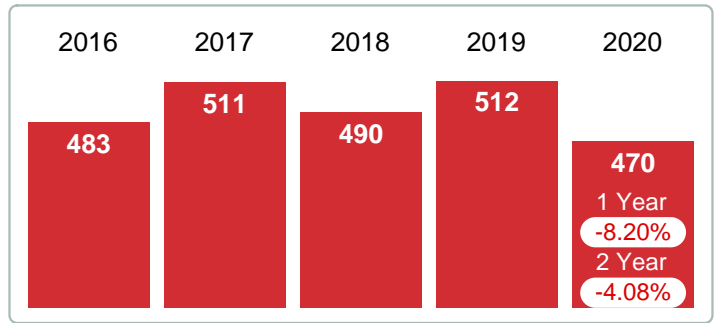
PENDING LISTINGS

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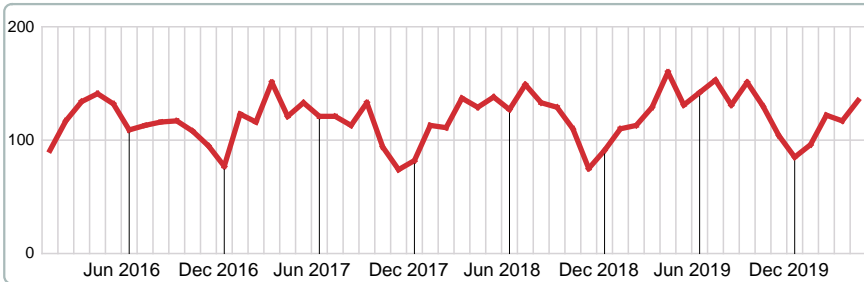
APRIL



YEAR TO DATE (YTD)

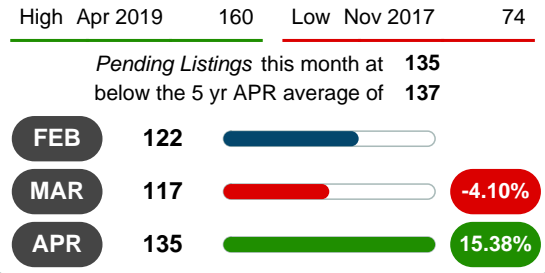


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 137



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	11	8.15%	26.0	4	5	1	1
\$100,001 - \$125,000	13	9.63%	24.0	1	12	0	0
\$125,001 - \$150,000	12	8.89%	7.5	1	11	0	0
\$150,001 - \$225,000	42	31.11%	9.0	1	29	12	0
\$225,001 - \$275,000	22	16.30%	29.5	0	15	7	0
\$275,001 - \$350,000	21	15.56%	31.0	0	10	10	1
\$350,001 and up	14	10.37%	38.0	0	1	11	2
Total Pending Units	135			7	83	41	4
Total Pending Volume	30,767,509	100%	21.0	713.70K	15.74M	12.97M	1.34M
Median Listing Price	\$199,599			\$99,000	\$165,000	\$279,000	\$367,400

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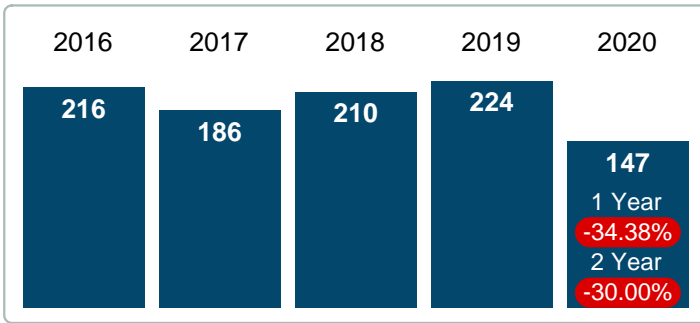
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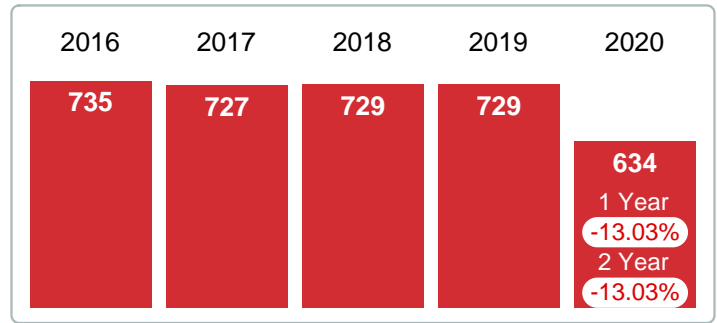
NEW LISTINGS

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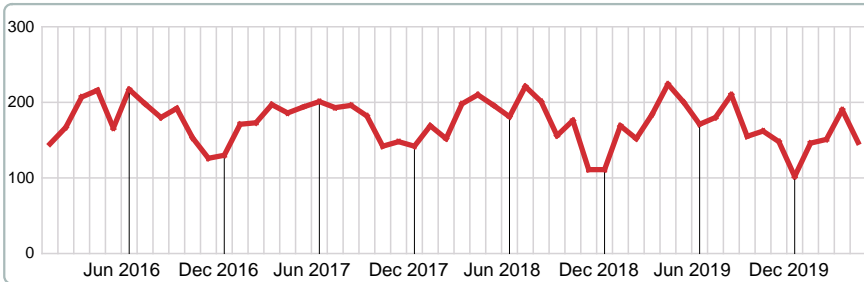
APRIL



YEAR TO DATE (YTD)

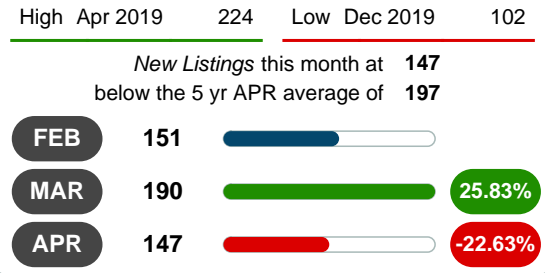


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 197



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%
\$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%
Median New Listed Listing Price	\$243,900	

	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
Median New Listed Listing Price	\$135,000	\$185,900	\$349,900	\$439,450

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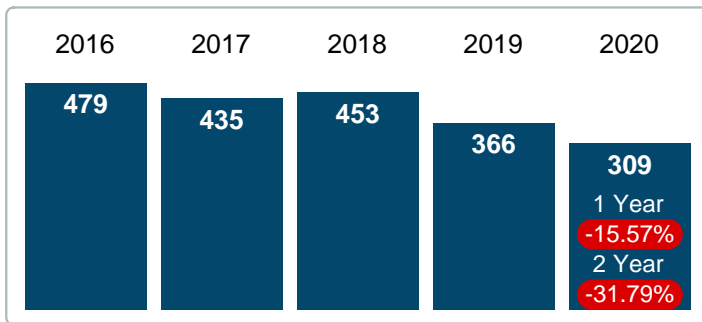
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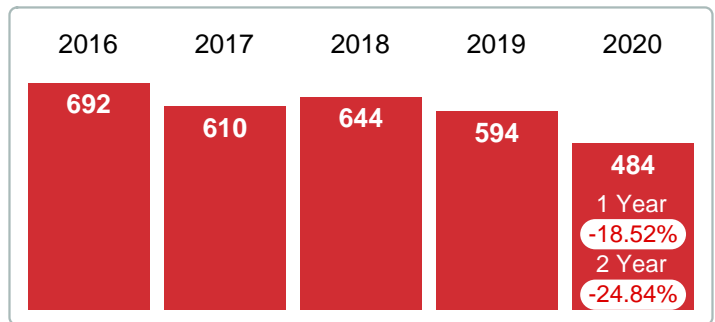
ACTIVE INVENTORY

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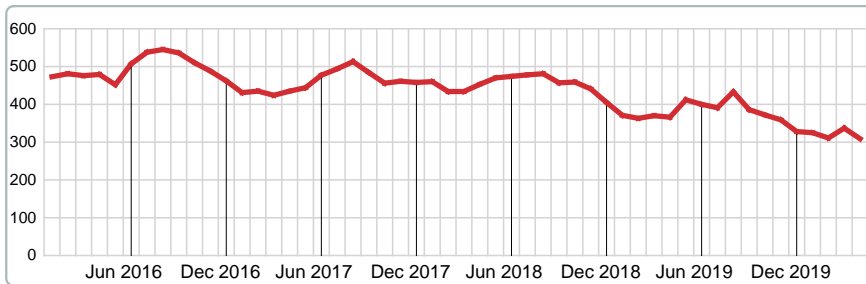
END OF APRIL



ACTIVE DURING APRIL

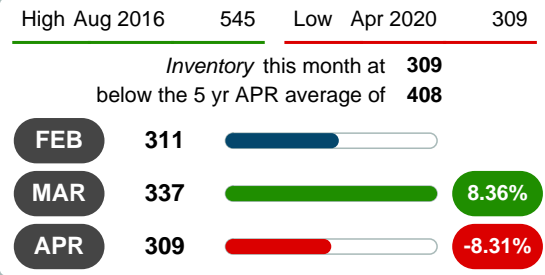


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 408



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	26	8.41%	83.5	9	12	5	0
\$100,001 - \$175,000	43	13.92%	42.0	1	31	9	2
\$175,001 - \$200,000	33	10.68%	42.0	2	17	13	1
\$200,001 - \$325,000	89	28.80%	50.0	0	48	31	10
\$325,001 - \$400,000	44	14.24%	55.0	1	9	26	8
\$400,001 - \$600,000	43	13.92%	54.0	1	2	29	11
\$600,001 and up	31	10.03%	56.0	0	2	10	19
Total Active Inventory by Units			309	14	121	123	51
Total Active Inventory by Volume			109,488,229	1.91M	27.11M	43.98M	36.49M
Median Active Inventory Listing Price			\$279,900	\$79,950	\$205,000	\$340,000	\$459,999

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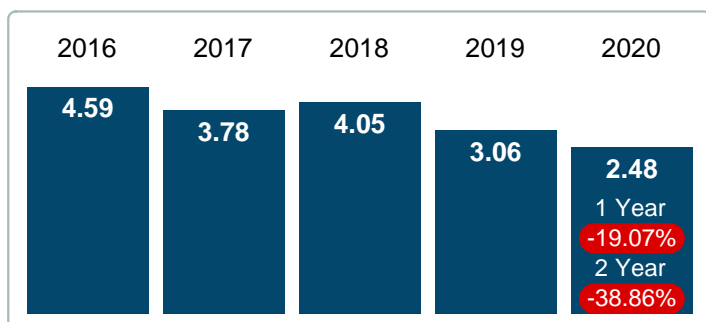
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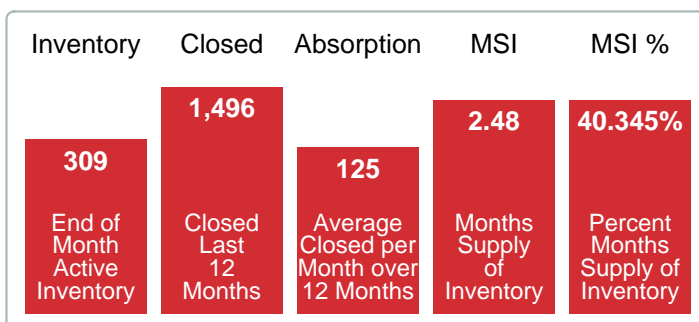
MONTHS SUPPLY of INVENTORY (MSI)

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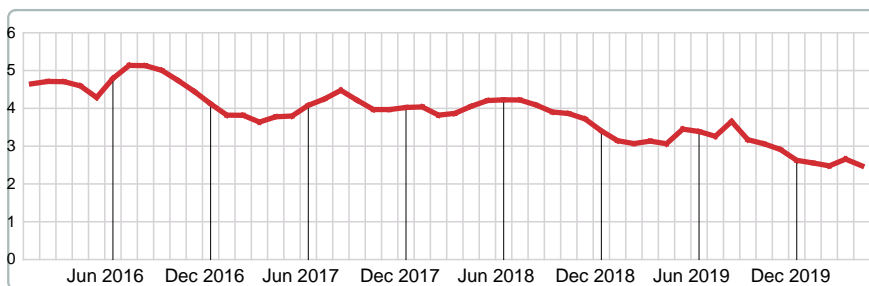
MSI FOR APRIL



INDICATORS FOR APRIL 2020

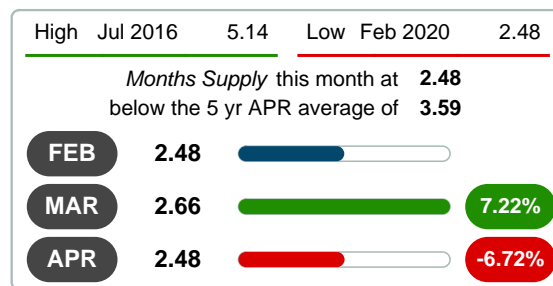


5 YEAR MARKET ACTIVITY TRENDS



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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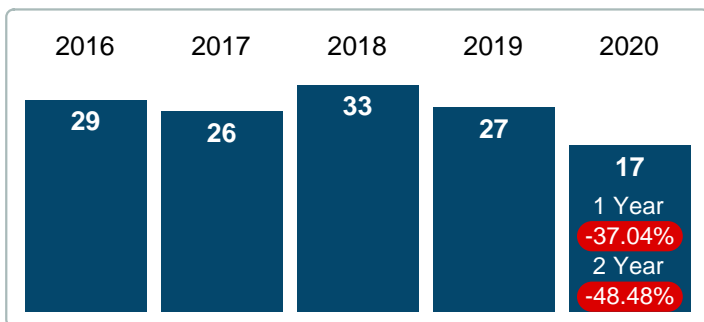
Area Delimited by County Of Rogers - Residential Property Type



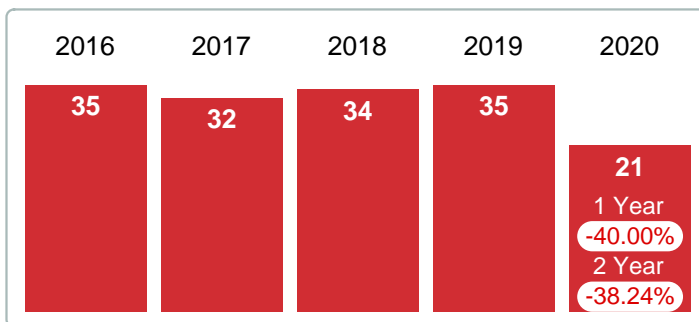
MEDIAN DAYS ON MARKET TO SALE

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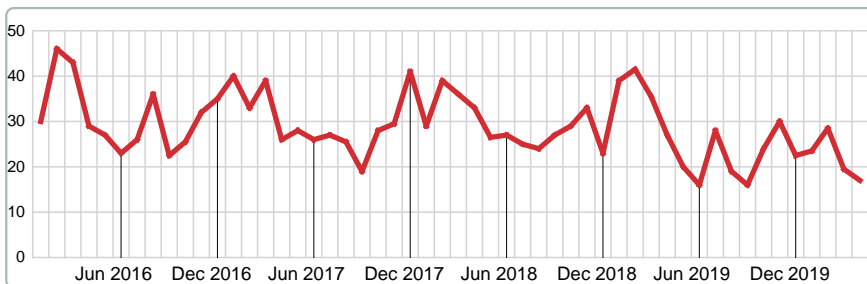
APRIL



YEAR TO DATE (YTD)

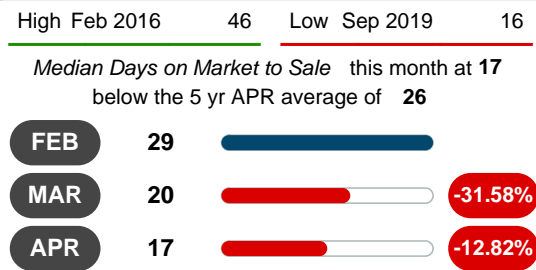


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 26



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	4.81%	30	111	18	0	0
\$75,001 - \$125,000	14.42%	24	24	24	5	37
\$125,001 - \$150,000	8.65%	5	76	5	2	0
\$150,001 - \$225,000	31.73%	8	8	4	15	0
\$225,001 - \$300,000	16.35%	13	0	6	68	0
\$300,001 - \$375,000	9.62%	85	0	38	91	116
\$375,001 and up	14.42%	33	0	38	36	24
Median Closed DOM		17	48	9	39	71
Total Closed Units	100%	17.0	6	57	35	6
Total Closed Volume		23,807,737	656.50K	10.27M	10.41M	2.48M

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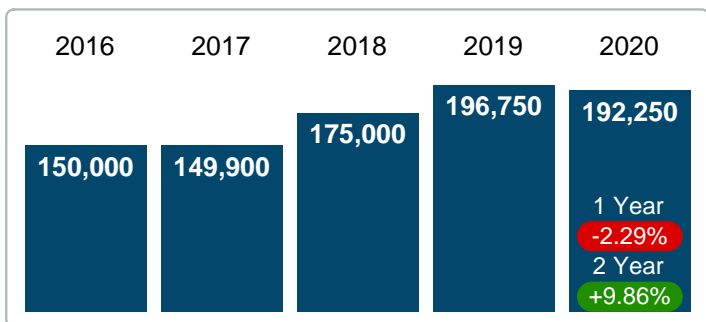
Area Delimited by County Of Rogers - Residential Property Type



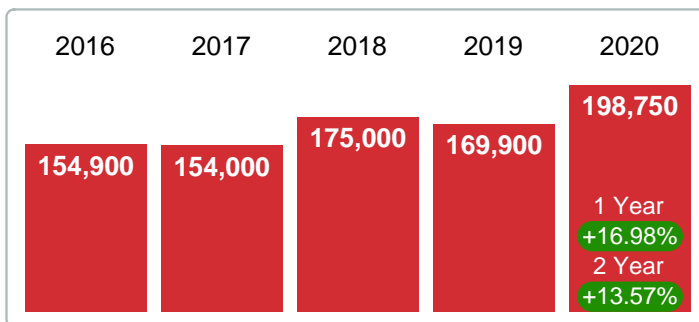
MEDIAN LIST PRICE AT CLOSING

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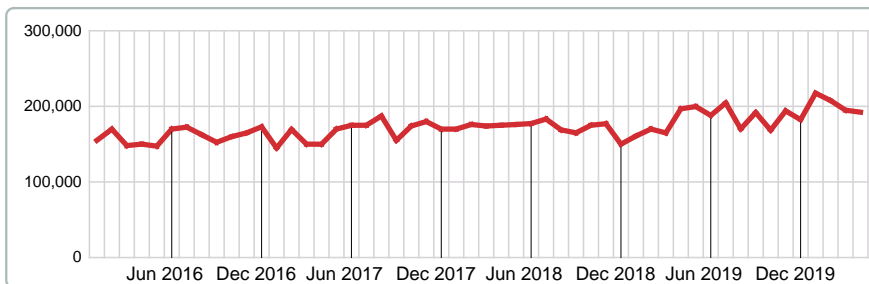
APRIL



YEAR TO DATE (YTD)

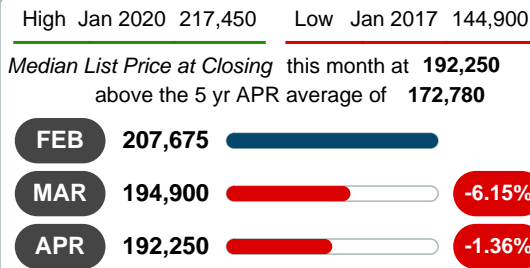


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 172,780



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	2	1.92%	49,500	39,500	59,500	0	0
\$75,001 - \$125,000	17	16.35%	105,000	92,500	105,000	120,000	85,000
\$125,001 - \$150,000	9	8.65%	134,250	137,250	134,250	0	0
\$150,001 - \$225,000	34	32.69%	183,200	199,000	181,900	181,350	0
\$225,001 - \$300,000	15	14.42%	259,900	0	259,900	262,500	0
\$300,001 - \$375,000	14	13.46%	353,104	0	330,750	360,550	339,950
\$375,001 and up	13	12.50%	447,500	0	442,450	430,503	614,900
Median List Price			192,250	117,250	163,500	301,063	422,400
Total Closed Units		100%	192,250	6	57	35	6
Total Closed Volume			24,192,037	698.00K	10.47M	10.52M	2.50M

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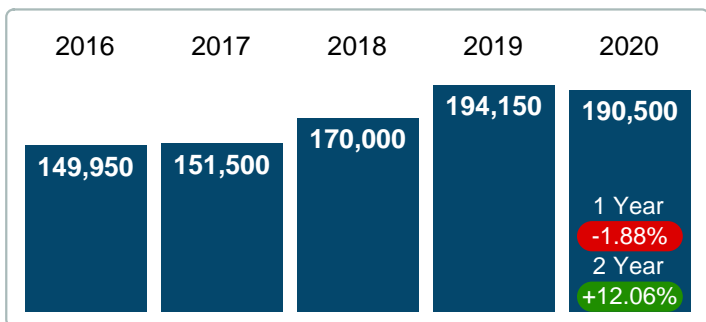
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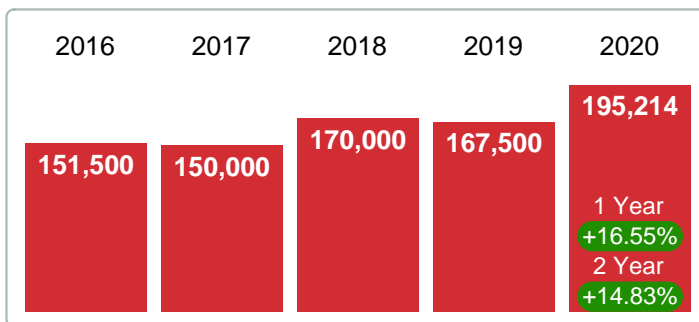
MEDIAN SOLD PRICE AT CLOSING

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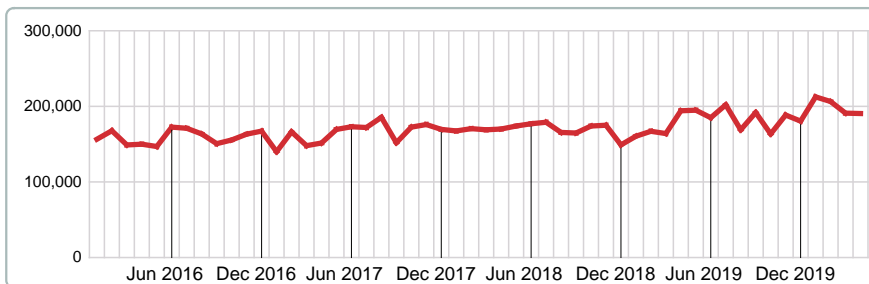
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

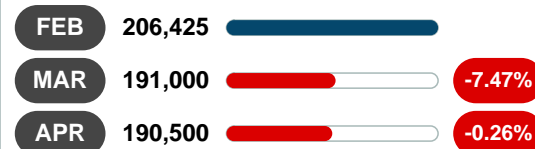


3 MONTHS

5 year APR AVG = 171,220

High Jan 2020 212,500 Low Jan 2017 140,000

Median Sold Price at Closing this month at **190,500**
above the 5 yr APR average of **171,220**



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	4.81%	65,000	33,500	68,000	0	0
\$75,001 - \$125,000	14.42%	106,200	95,000	107,100	123,500	80,000
\$125,001 - \$150,000	8.65%	129,000	128,000	129,000	149,900	0
\$150,001 - \$225,000	31.73%	181,000	200,000	172,000	184,500	0
\$225,001 - \$300,000	16.35%	257,500	0	255,000	268,900	0
\$300,001 - \$375,000	9.62%	350,854	0	332,000	358,300	342,450
\$375,001 and up	14.42%	437,500	0	426,500	422,753	605,000
Median Sold Price		190,500	107,500	165,000	285,000	416,200
Total Closed Units	104	100%	6	57	35	6
Total Closed Volume	23,807,737		656.50K	10.27M	10.41M	2.48M

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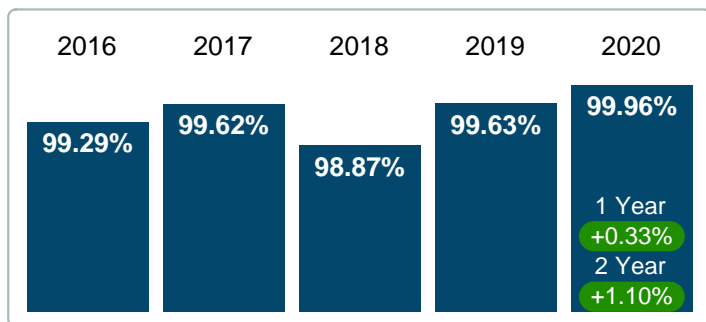
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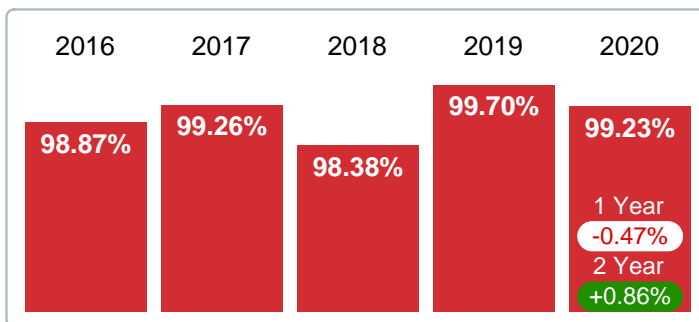
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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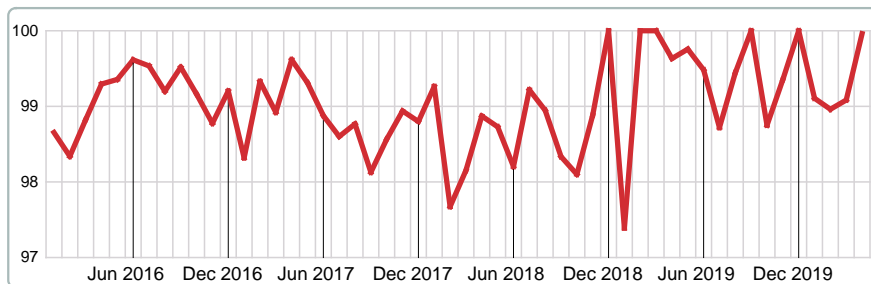
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

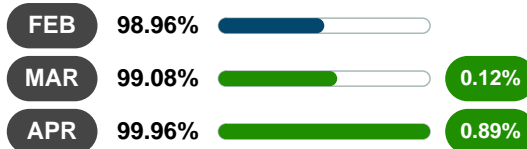


3 MONTHS

5 year APR AVG = 99.48%

High Dec 2019 100.00% Low Jan 2019 97.39%

Median Sold/List Ratio this month at **99.96%**
above the 5 yr APR average of **99.48%**



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	5	4.81%	83.53%	84.81%	82.53%	0.00%	0.00%
\$75,001 - \$125,000	15	14.42%	98.18%	92.66%	99.09%	102.92%	94.12%
\$125,001 - \$150,000	9	8.65%	97.36%	88.28%	100.00%	93.75%	0.00%
\$150,001 - \$225,000	33	31.73%	100.05%	100.50%	100.05%	100.00%	0.00%
\$225,001 - \$300,000	17	16.35%	99.08%	0.00%	99.64%	95.62%	0.00%
\$300,001 - \$375,000	10	9.62%	100.00%	0.00%	100.37%	100.00%	100.82%
\$375,001 and up	15	14.42%	98.47%	0.00%	96.34%	100.00%	98.39%
Median Sold/List Ratio		99.96%		91.57%	100.00%	100.00%	99.16%
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



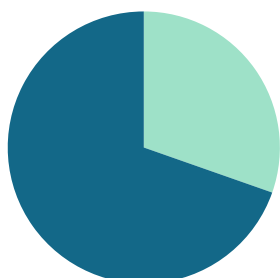
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

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

INVENTORY

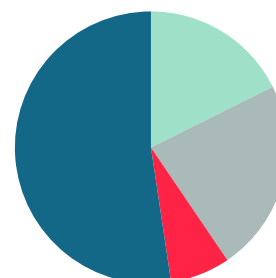


Inventory
 New Listings
147 = 30.37%
 Start Inventory
337
 Total Inventory Units
484
 Volume
\$155,318,644

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%
Median List Price	196,750	192,250	-2.29%	169,900	198,750	16.98%
Median Sale Price	194,150	190,500	-1.88%	167,500	195,214	16.55%
Median Percent of Selling Price to List Price	99.63%	99.96%	0.33%	99.70%	99.23%	-0.47%
Median Days on Market to Sale	27.00	17.00	-37.04%	35.00	21.00	-40.00%
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

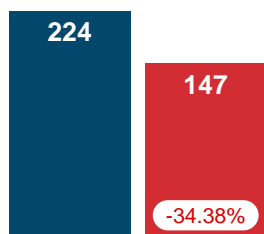
Inventory on April 30, 2020 = **309**

2019 **2020**

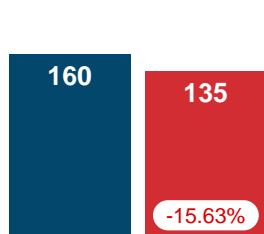
APRIL MARKET

MEDIAN PRICES

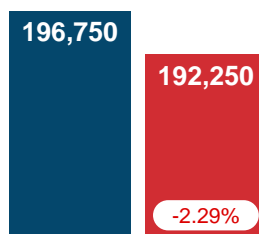
New Listings



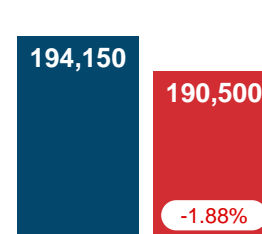
Pending Listings



List Price



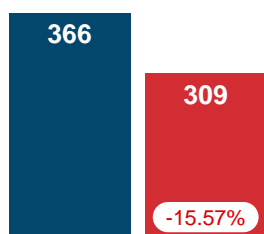
Sale Price



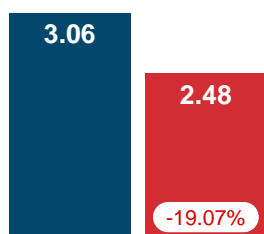
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

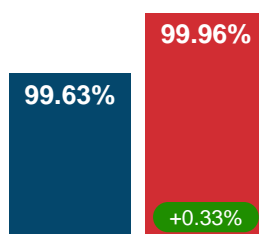
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

