

August 2020



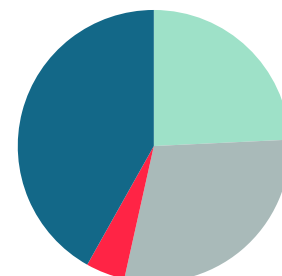
Area Delimited by County Of Rogers - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	August 2020	+/-%
Closed Listings	148	146	-1.35%
Pending Listings	131	176	34.35%
New Listings	210	197	-6.19%
Average List Price	208,009	241,790	16.24%
Average Sale Price	203,557	239,823	17.82%
Average Percent of Selling Price to List Price	97.93%	99.27%	1.37%
Average Days on Market to Sale	37.56	30.91	-17.70%
End of Month Inventory	433	252	-41.80%
Months Supply of Inventory	3.65	1.99	-45.59%



■ Closed (24.25%)
■ Pending (29.24%)
■ Other OffMarket (4.65%)
■ Active (41.86%)

Absorption: Last 12 months, an Average of **127** Sales/Month
Active Inventory as of August 31, 2020 = **252**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2020 decreased **41.80%** to 252 existing homes available for sale. Over the last 12 months this area has had an average of 127 closed sales per month. This represents an unsold inventory index of **1.99** 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 **17.82%** in August 2020 to \$239,823 versus the previous year at \$203,557.

Average Days on Market Shortens

The average number of **30.91** days that homes spent on the market before selling decreased by 6.65 days or **17.70%** in August 2020 compared to last year's same month at **37.56** DOM.

Sales Success for August 2020 is Positive

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

There were 197 New Listings in August 2020, down **6.19%** from last year at 210. Furthermore, there were 146 Closed Listings this month versus last year at 148, a **-1.35%** decrease.

Closed versus Listed trends yielded a **74.1%** ratio, up from previous year's, August 2019, at **70.5%**, a **5.16%** 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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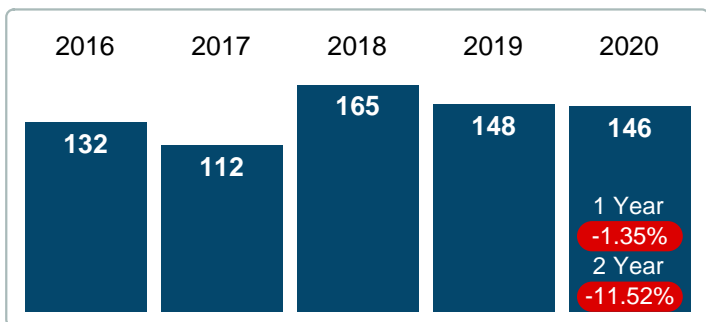
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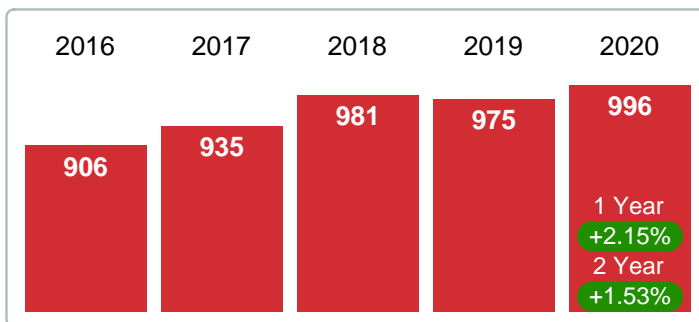
CLOSED LISTINGS

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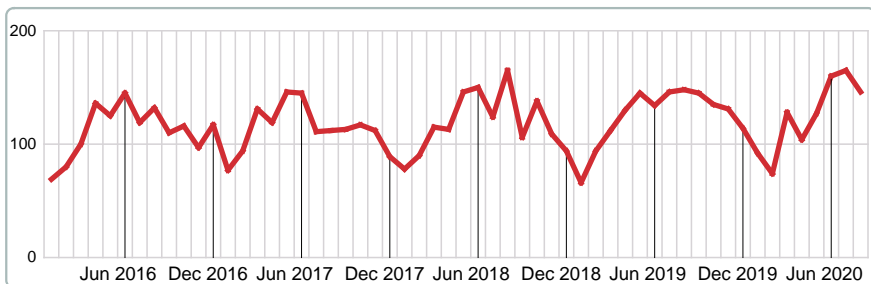
AUGUST



YEAR TO DATE (YTD)

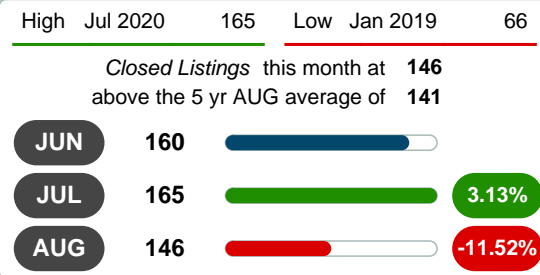


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 141



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	5.48%	40.5	4	4	0	0
\$100,001 - \$150,000	25	17.12%	14.4	4	20	1	0
\$150,001 - \$175,000	18	12.33%	40.4	0	14	4	0
\$175,001 - \$250,000	39	26.71%	21.2	0	23	15	1
\$250,001 - \$275,000	13	8.90%	26.6	1	6	6	0
\$275,001 - \$375,000	28	19.18%	42.7	0	12	15	1
\$375,001 and up	15	10.27%	48.9	1	0	11	3
Total Closed Units	146			10	79	52	5
Total Closed Volume	35,014,128	100%	30.9	1.93M	15.21M	15.71M	2.16M
Average Closed Price	\$239,823			\$193,250	\$192,549	\$302,181	\$431,360

August 2020



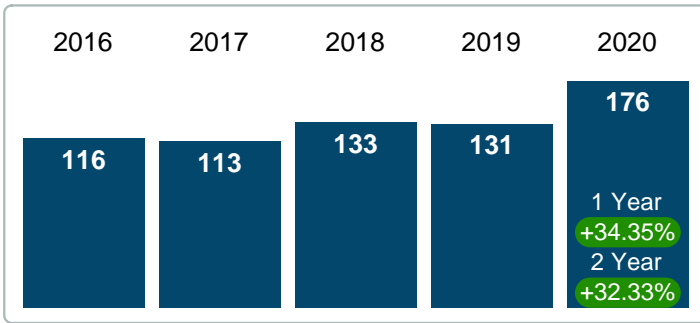
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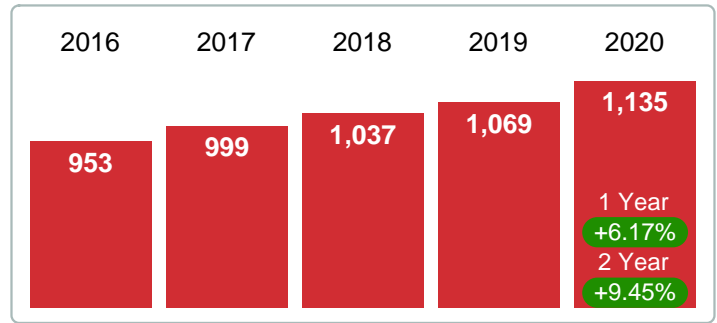
PENDING LISTINGS

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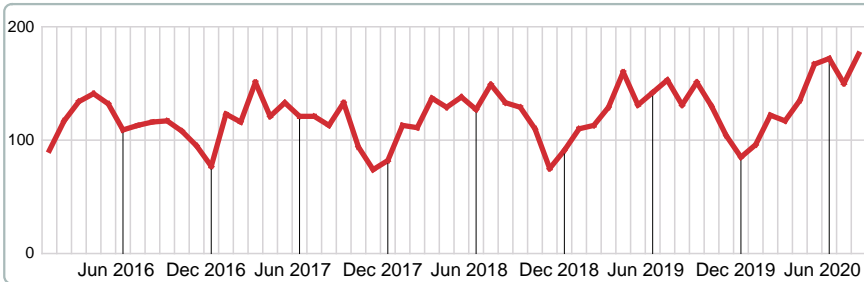
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 134

High Aug 2020 176 Low Nov 2017 74

Pending Listings this month at 176
above the 5 yr AUG average of 134



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	8	4.55%	33.0	3	4	1	0
\$100,001 - \$150,000	25	14.20%	21.5	4	19	2	0
\$150,001 - \$175,000	15	8.52%	19.9	0	10	5	0
\$175,001 - \$250,000	51	28.98%	23.9	2	26	21	2
\$250,001 - \$300,000	34	19.32%	30.6	2	13	17	2
\$300,001 - \$425,000	25	14.20%	36.4	0	4	15	6
\$425,001 and up	18	10.23%	56.3	0	2	10	6
Total Pending Units	176			11	78	71	16
Total Pending Volume	45,715,995	100%	28.9	1.67M	15.62M	21.37M	7.05M
Average Listing Price	\$256,961			\$152,209	\$200,233	\$301,020	\$440,697

August 2020



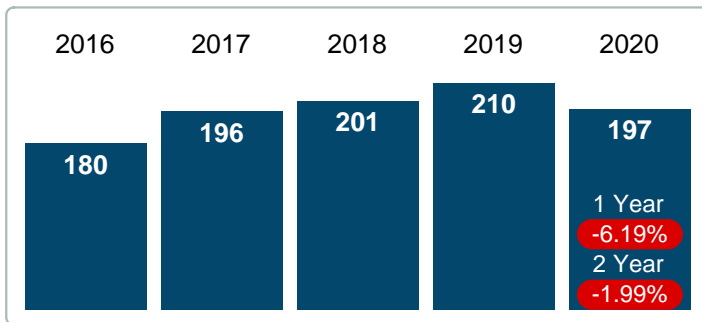
Area Delimited by County Of Rogers - Residential Property Type



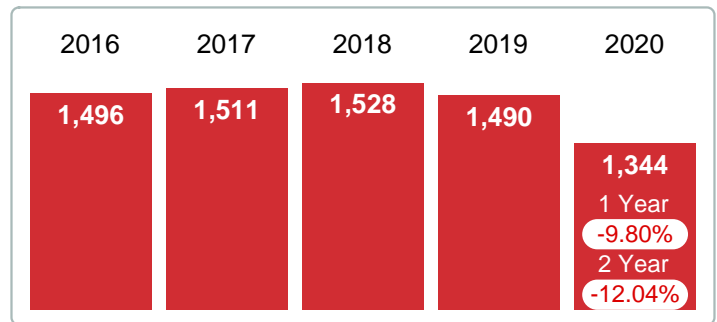
NEW LISTINGS

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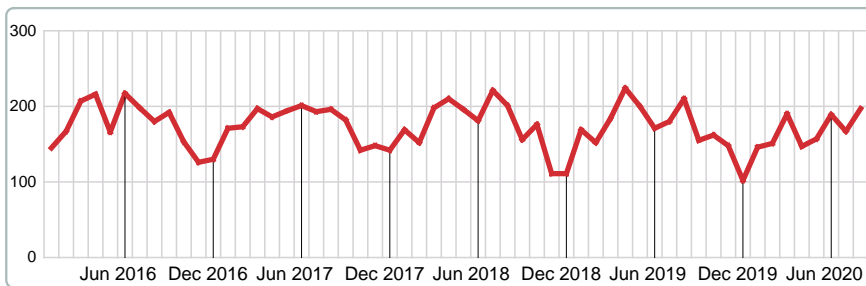
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 197

High Apr 2019 224 Low Dec 2019 102

New Listings this month at 197
equal to 5 yr AUG average of 197



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	9	4.57%	3	4	2	0
\$100,001 - \$150,000	27	13.71%	3	21	3	0
\$150,001 - \$200,000	36	18.27%	2	23	9	2
\$200,001 - \$275,000	51	25.89%	2	26	22	1
\$275,001 - \$325,000	23	11.68%	0	14	7	2
\$325,001 - \$475,000	31	15.74%	0	6	19	6
\$475,001 and up	20	10.15%	0	3	11	6
Total New Listed Units	197		10	97	73	17
Total New Listed Volume	57,465,344	100%	1.39M	21.80M	25.00M	9.27M
Average New Listed Listing Price	\$266,803		\$138,930	\$224,763	\$342,468	\$545,521

August 2020



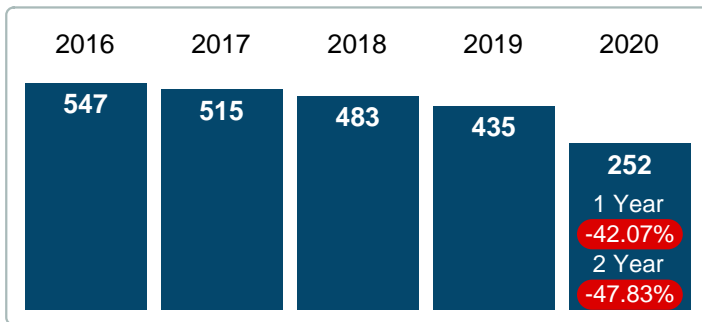
Area Delimited by County Of Rogers - Residential Property Type



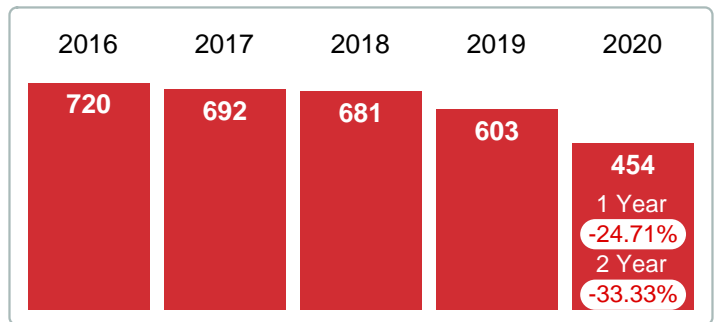
ACTIVE INVENTORY

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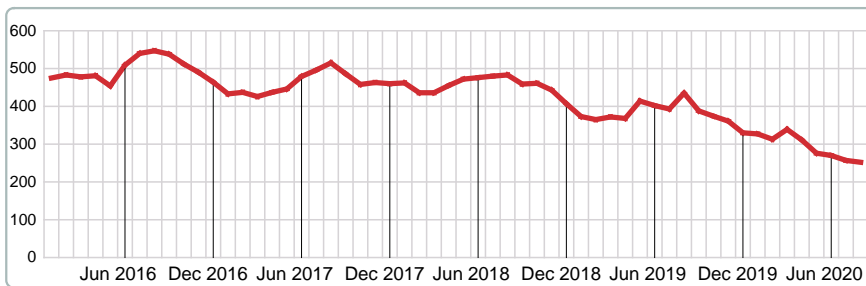
END OF AUGUST



ACTIVE DURING AUGUST

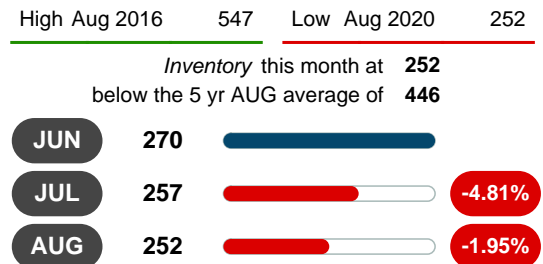


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 446



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	23	9.13%	54.3	4	18	1	0
\$125,001 - \$175,000	23	9.13%	54.2	0	17	5	1
\$175,001 - \$225,000	31	12.30%	48.8	1	21	8	1
\$225,001 - \$375,000	76	30.16%	55.0	1	35	34	6
\$375,001 - \$475,000	43	17.06%	56.5	1	7	28	7
\$475,001 - \$775,000	29	11.51%	65.3	0	7	12	10
\$775,001 and up	27	10.71%	88.2	0	3	9	15
Total Active Inventory by Units	252			7	108	97	40
Total Active Inventory by Volume	101,935,784	100%	59.1	1.14M	28.49M	39.97M	32.34M
Average Active Inventory Listing Price	\$404,507			\$162,543	\$263,829	\$412,051	\$808,387

August 2020



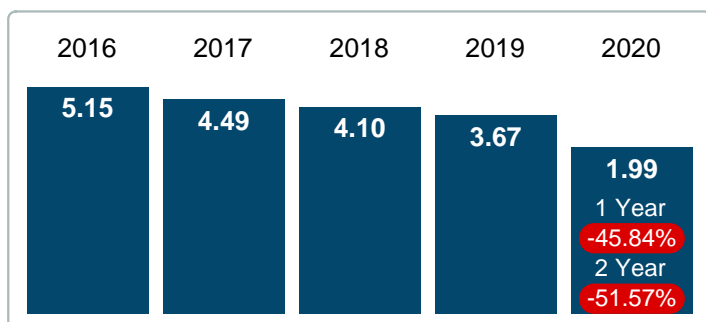
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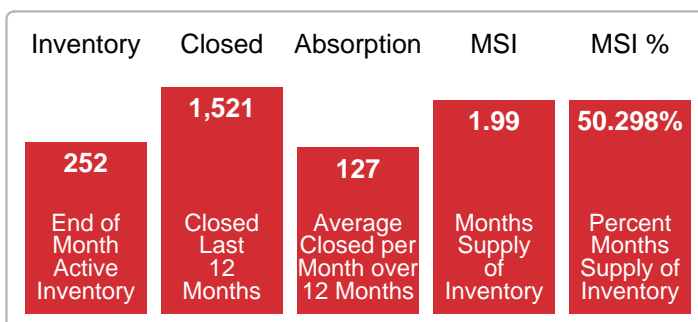
MONTHS SUPPLY of INVENTORY (MSI)

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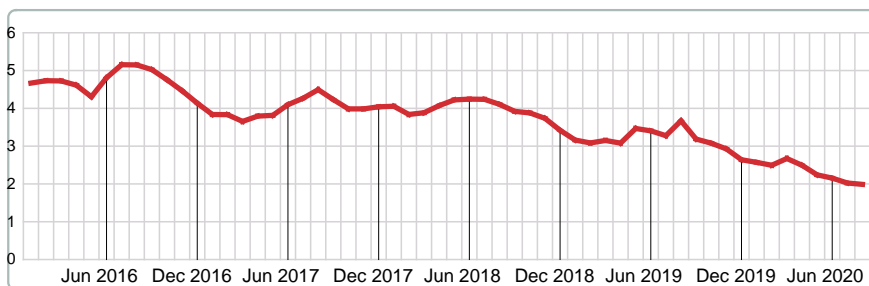
MSI FOR AUGUST



INDICATORS FOR AUGUST 2020

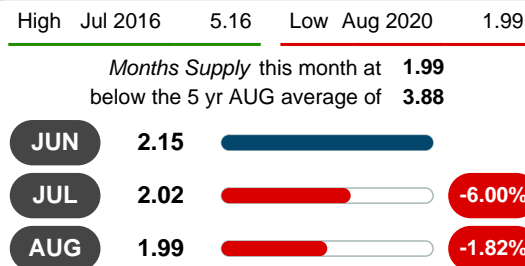


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 3.88



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
\$125,000 and less	23	9.13%	1.07	0.70	1.33	0.50	0.00
\$125,001 - \$175,000	23	9.13%	0.76	0.00	0.71	1.15	3.00
\$175,001 - \$225,000	31	12.30%	1.23	0.57	1.39	0.99	4.00
\$225,001 - \$375,000	76	30.16%	2.19	4.00	2.37	1.97	2.48
\$375,001 - \$475,000	43	17.06%	4.34	0.00	4.42	3.91	6.00
\$475,001 - \$775,000	29	11.51%	6.57	0.00	12.00	5.76	5.71
\$775,001 and up	27	10.71%	27.00	0.00	36.00	18.00	45.00
Market Supply of Inventory (MSI)			1.99	0.76	1.55	2.34	6.23
Total Active Inventory by Units		100%	1.99	7	108	97	40

August 2020



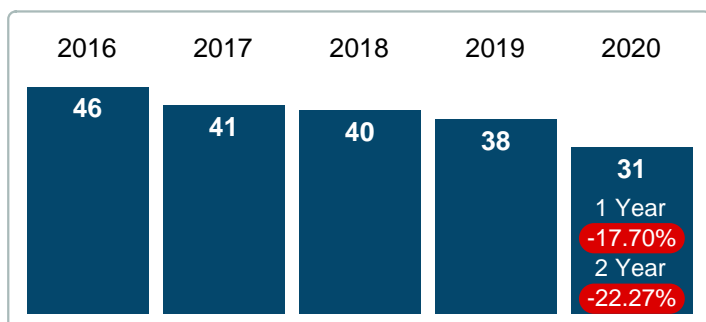
Area Delimited by County Of Rogers - Residential Property Type



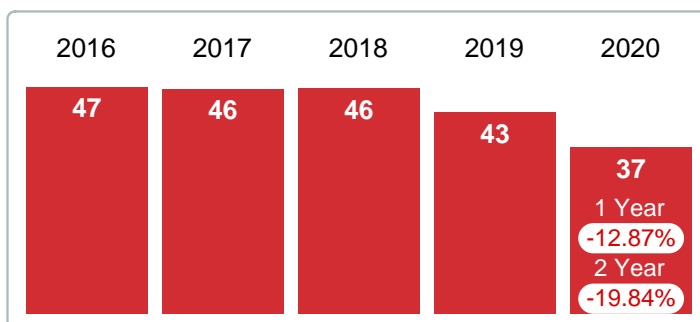
AVERAGE DAYS ON MARKET TO SALE

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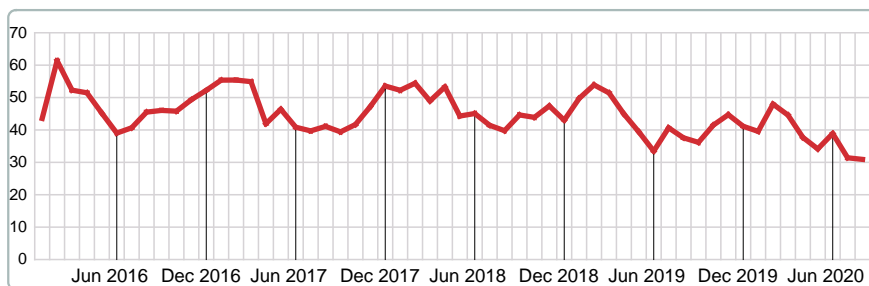
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

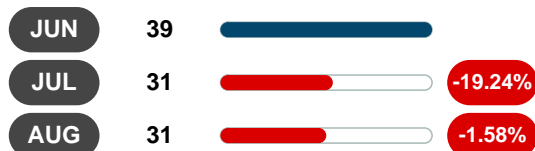


3 MONTHS

5 year AUG AVG = 39

High Feb 2016 61 Low Aug 2020 31

Average Days on Market to Sale this month at 31 below the 5 yr AUG average of 39



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	5.48%	41	70	11	0	0
\$100,001 - \$150,000	17.12%	14	12	15	11	0
\$150,001 - \$175,000	12.33%	40	0	28	84	0
\$175,001 - \$250,000	26.71%	21	0	17	28	4
\$250,001 - \$275,000	8.90%	27	1	31	27	0
\$275,001 - \$375,000	19.18%	43	0	39	39	142
\$375,001 and up	10.27%	49	42	0	44	70
Average Closed DOM		31	37	23	38	71
Total Closed Units	100%	31	10	79	52	5
Total Closed Volume			1.93M	15.21M	15.71M	2.16M

August 2020



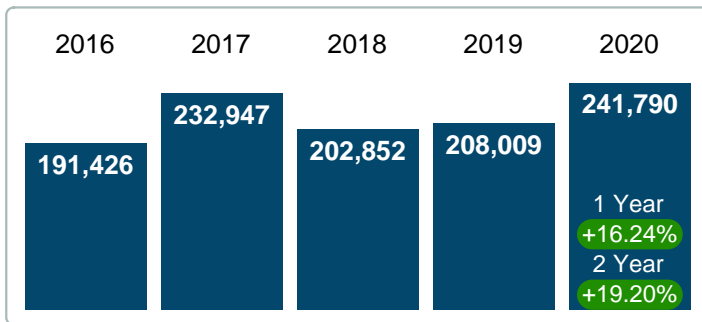
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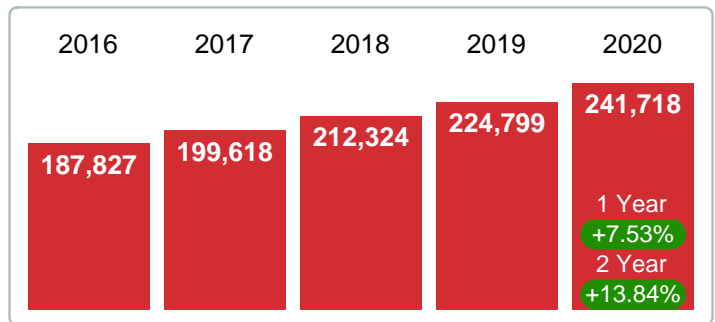
AVERAGE LIST PRICE AT CLOSING

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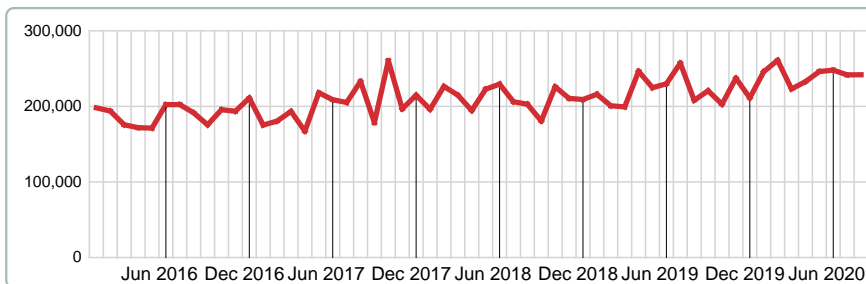
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

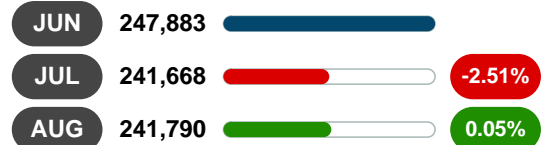


3 MONTHS

5 year AUG AVG = 215,405

High Feb 2020 260,913 Low Apr 2017 167,190

Average List Price at Closing this month at **241,790**
above the 5 yr AUG average of **215,405**



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	6.16%	73,228	62,263	77,500	0	0
\$100,001 - \$150,000	21	14.38%	127,419	124,350	132,495	104,500	0
\$150,001 - \$175,000	18	12.33%	162,126	0	162,661	175,475	0
\$175,001 - \$250,000	42	28.77%	202,452	0	200,983	207,231	235,000
\$250,001 - \$275,000	12	8.22%	264,261	255,000	268,663	263,943	0
\$275,001 - \$375,000	26	17.81%	320,501	0	321,483	332,508	375,000
\$375,001 and up	18	12.33%	502,280	980,000	0	481,586	532,233
Average List Price			241,790	198,145	194,045	303,531	441,340
Total Closed Units		100%	241,790	10	79	52	5
Total Closed Volume			35,301,285	1.98M	15.33M	15.78M	2.21M

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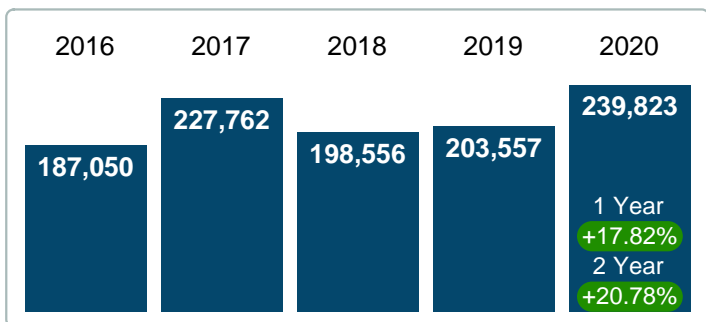
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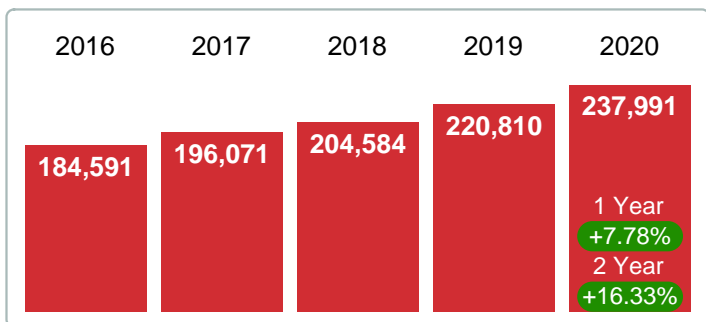
AVERAGE SOLD PRICE AT CLOSING

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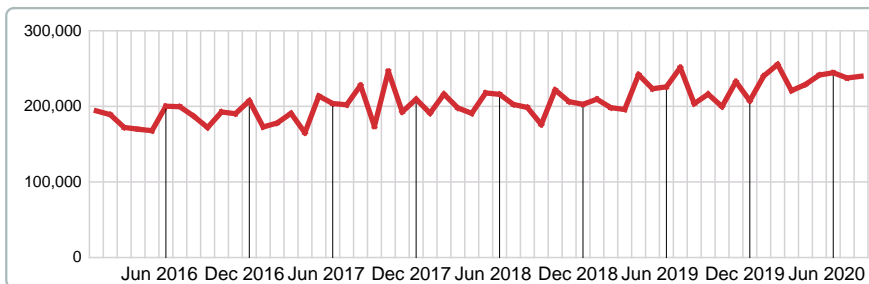
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

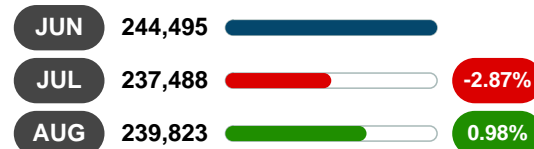


3 MONTHS

5 year AUG AVG = 211,350

High Feb 2020 255,460 Low Apr 2017 165,104

Average Sold Price at Closing this month at **239,823** above the 5 yr AUG average of **211,350**



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	5.48%	66,713	60,125	73,300	0	0
\$100,001 - \$150,000	25	17.12%	128,972	125,500	129,390	134,490	0
\$150,001 - \$175,000	18	12.33%	163,470	0	163,604	163,000	0
\$175,001 - \$250,000	39	26.71%	204,768	0	200,805	208,497	240,000
\$250,001 - \$275,000	13	8.90%	263,068	255,000	266,871	260,610	0
\$275,001 - \$375,000	28	19.18%	325,584	0	318,350	328,744	365,000
\$375,001 and up	15	10.27%	519,431	935,000	0	482,242	517,267
Average Sold Price			239,823	193,250	192,549	302,181	431,360
Total Closed Units		100%	239,823	10	79	52	5
Total Closed Volume			35,014,128	1.93M	15.21M	15.71M	2.16M

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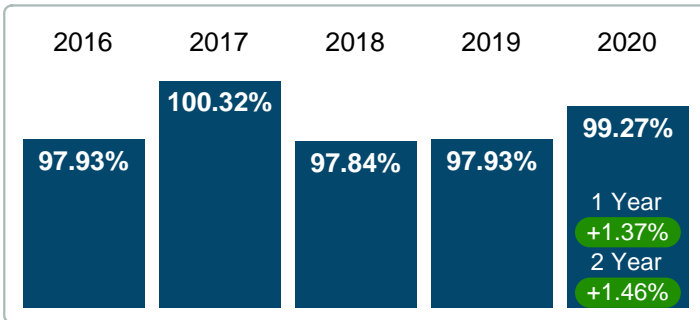
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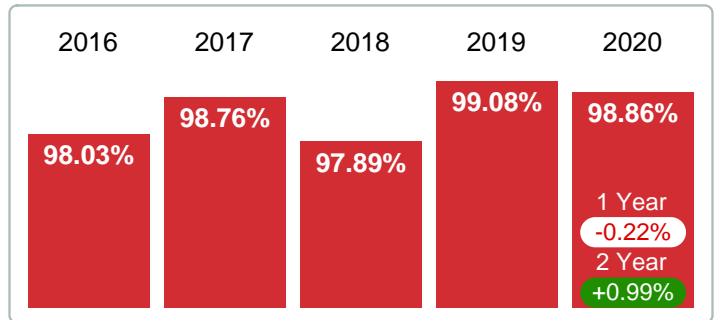
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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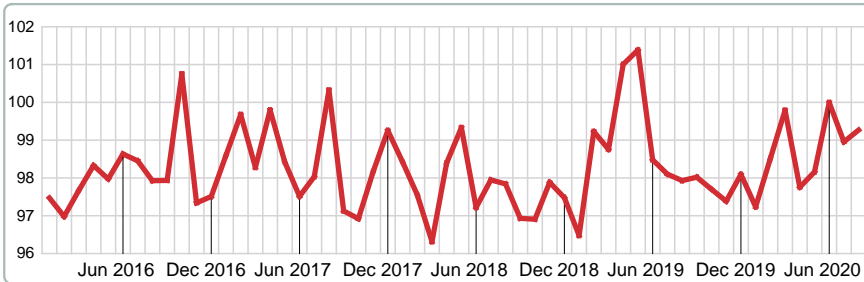
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

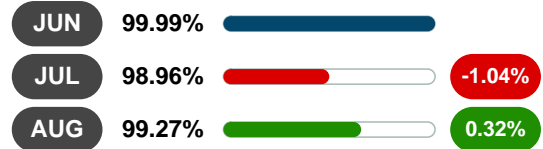


3 MONTHS

5 year AUG AVG = 98.66%

High May 2019 101.38% Low Mar 2018 96.31%

Average Sold/List Ratio this month at **99.27%**
equal to 5 yr AUG average of **98.66%**



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	5.48%	93.75%	93.35%	94.15%	0.00%	0.00%
\$100,001 - \$150,000	25	17.12%	99.68%	101.05%	97.96%	128.70%	0.00%
\$150,001 - \$175,000	18	12.33%	98.91%	0.00%	100.61%	92.96%	0.00%
\$175,001 - \$250,000	39	26.71%	100.33%	0.00%	100.05%	100.64%	102.13%
\$250,001 - \$275,000	13	8.90%	99.15%	100.00%	99.36%	98.80%	0.00%
\$275,001 - \$375,000	28	19.18%	99.00%	0.00%	99.18%	98.97%	97.33%
\$375,001 and up	15	10.27%	99.79%	95.41%	0.00%	100.74%	97.74%
Average Sold/List Ratio		99.30%		97.30%	99.14%	99.91%	98.54%
Total Closed Units		146	100%	10	79	52	5
Total Closed Volume		35,014,128		1.93M	15.21M	15.71M	2.16M

August 2020



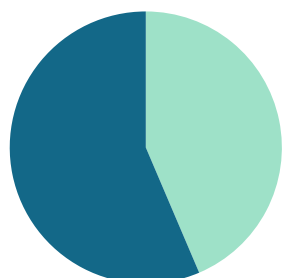
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

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

INVENTORY

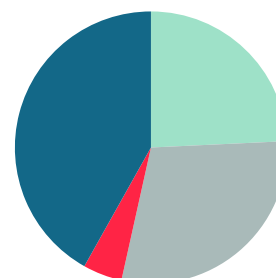


Inventory
 New Listings
197 = 43.58%
 Start Inventory
255
 Total Inventory Units
452
 Volume
\$155,534,351

Market Activity

Closed Sales
146 = 24.25%
 Pending Sales
176 = 29.24%
 Other Off Market
28 = 4.65%
 Active Inventory
252 = 41.86%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	148	146	-1.35%	975	996	2.15%
Pending Sales	131	176	34.35%	1,069	1,135	6.17%
New Listings	210	197	-6.19%	1,490	1,344	-9.80%
Average List Price	208,009	241,790	16.24%	224,799	241,718	7.53%
Average Sale Price	203,557	239,823	17.82%	220,810	237,991	7.78%
Average Percent of Selling Price to List Price	97.93%	99.27%	1.37%	99.08%	98.86%	-0.22%
Average Days on Market to Sale	37.56	30.91	-17.70%	42.71	37.22	-12.87%
Monthly Inventory	433	252	-41.80%	433	252	-41.80%
Months Supply of Inventory	3.65	1.99	-45.59%	3.65	1.99	-45.59%

Absorption: Last 12 months, an Average of 127 Sales/Month

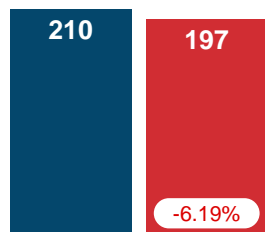
Inventory on August 31, 2020 = 252

2019 2020

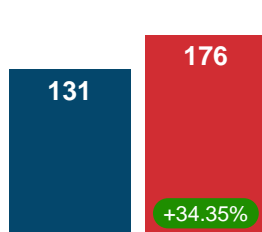
AUGUST MARKET

AVERAGE PRICES

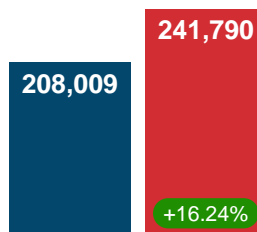
New Listings



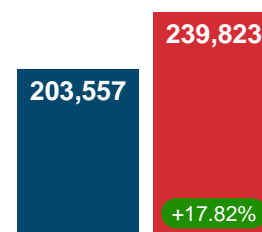
Pending Listings



List Price



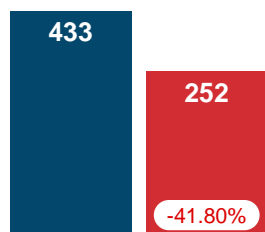
Sale Price



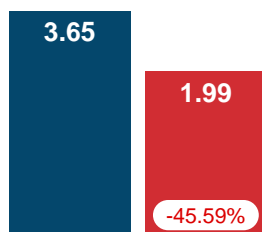
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

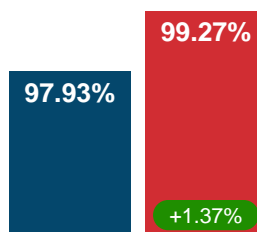
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

