

August 2020



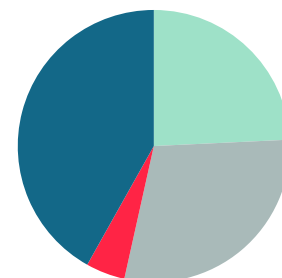
Area Delimited by County Of Rogers - Residential Property Type



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%
Median List Price	170,100	199,900	17.52%
Median Sale Price	168,950	201,370	19.19%
Median Percent of Selling Price to List Price	99.44%	100.00%	0.56%
Median Days on Market to Sale	19.00	7.00	-63.16%
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.

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 **19.19%** in August 2020 to \$201,370 versus the previous year at \$168,950.

Median Days on Market Shortens

The median number of **7.00** days that homes spent on the market before selling decreased by 12.00 days or **63.16%** in August 2020 compared to last year's same month at **19.00** DOM.

Sales Success for August 2020 is Positive

Overall, with Median 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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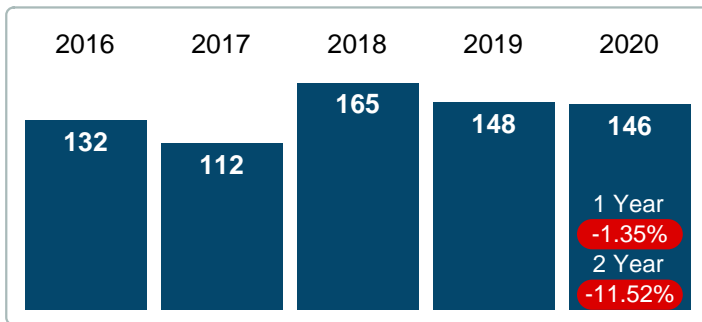
Area Delimited by County Of Rogers - Residential Property Type



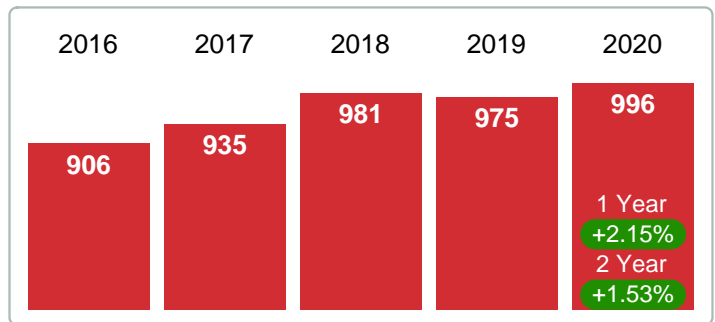
CLOSED LISTINGS

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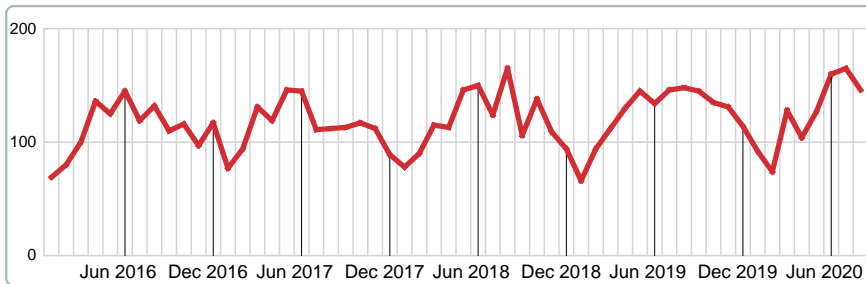
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

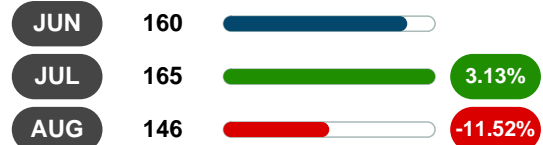


3 MONTHS

5 year AUG AVG = 141

High Jul 2020 165 Low Jan 2019 66

Closed Listings this month at **146**
above the 5 yr AUG average of **141**



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	5.48%	14.0	4	4	0	0
\$100,001 - \$150,000	25	17.12%	4.0	4	20	1	0
\$150,001 - \$175,000	18	12.33%	14.0	0	14	4	0
\$175,001 - \$250,000	39	26.71%	4.0	0	23	15	1
\$250,001 - \$275,000	13	8.90%	8.0	1	6	6	0
\$275,001 - \$375,000	28	19.18%	17.5	0	12	15	1
\$375,001 and up	15	10.27%	42.0	1	0	11	3
Total Closed Units	146			10	79	52	5
Total Closed Volume	35,014,128	100%	7.0	1.93M	15.21M	15.71M	2.16M
Median Closed Price	\$201,370			\$118,000	\$178,500	\$279,000	\$376,801

August 2020



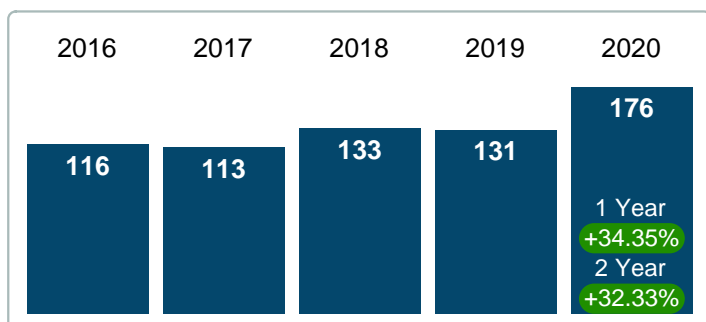
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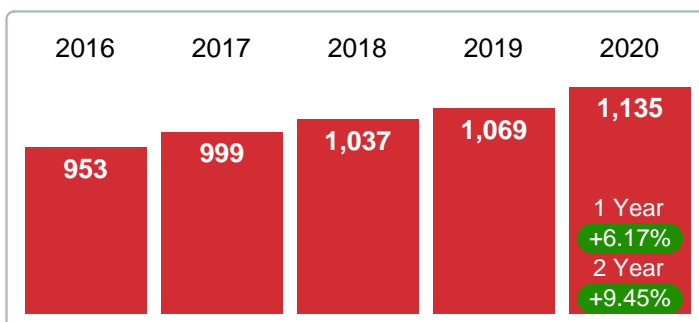
PENDING LISTINGS

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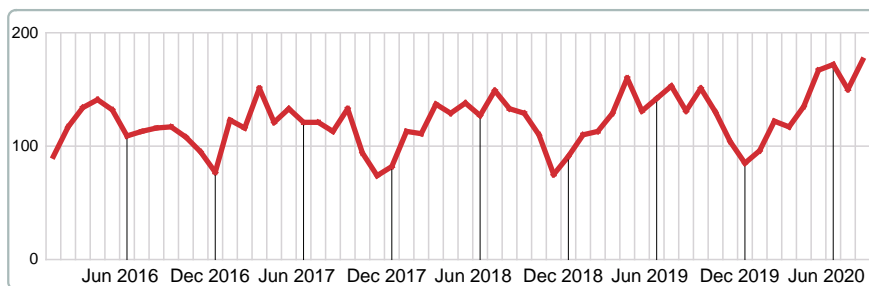
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

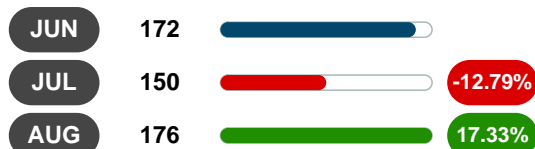


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	8	4.55%	5.5	3	4	1	0
\$100,001 - \$150,000	25	14.20%	3.0	4	19	2	0
\$150,001 - \$175,000	15	8.52%	9.0	0	10	5	0
\$175,001 - \$250,000	51	28.98%	8.0	2	26	21	2
\$250,001 - \$300,000	34	19.32%	5.5	2	13	17	2
\$300,001 - \$425,000	25	14.20%	19.0	0	4	15	6
\$425,001 and up	18	10.23%	12.0	0	2	10	6
Total Pending Units	176			11	78	71	16
Total Pending Volume	45,715,995	100%	7.0	1.67M	15.62M	21.37M	7.05M
Median Listing Price	\$230,000			\$125,000	\$189,500	\$269,900	\$363,351

August 2020



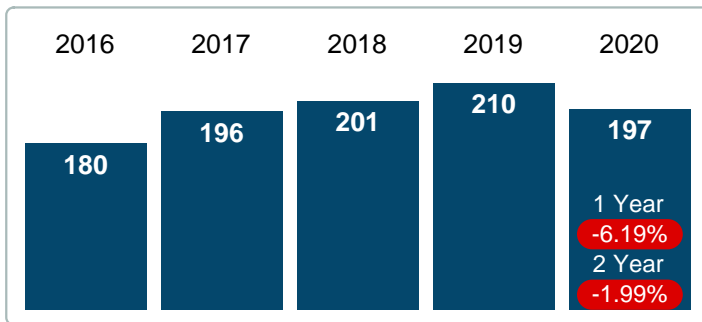
Area Delimited by County Of Rogers - Residential Property Type



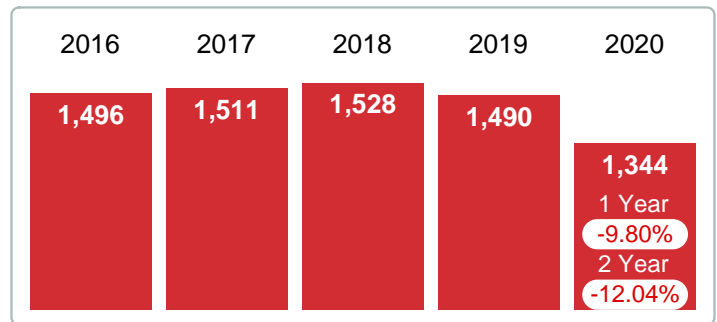
NEW LISTINGS

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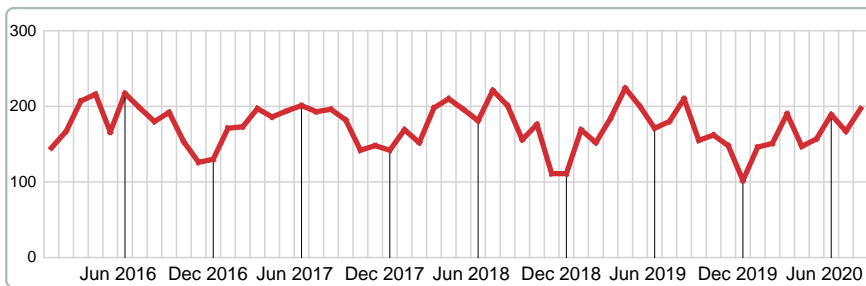
AUGUST



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
Median New Listed Listing Price	\$239,900		\$130,000	\$205,000	\$279,900	\$425,000

August 2020



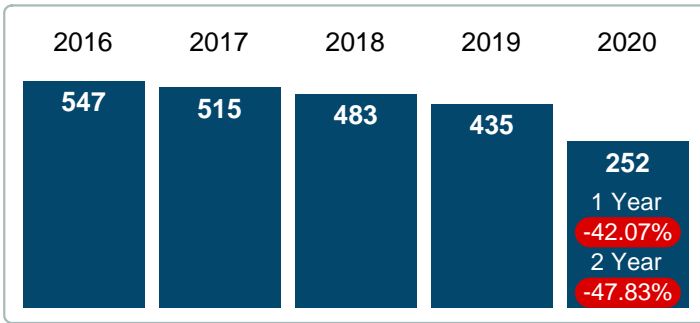
Area Delimited by County Of Rogers - Residential Property Type



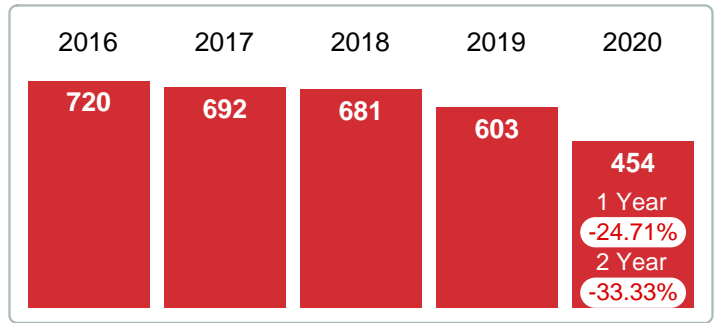
ACTIVE INVENTORY

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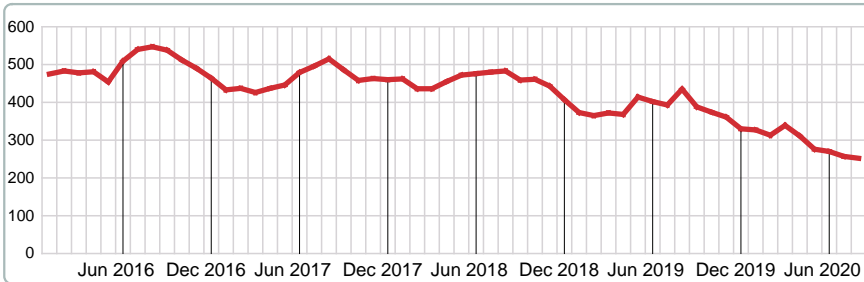
END OF AUGUST



ACTIVE DURING AUGUST

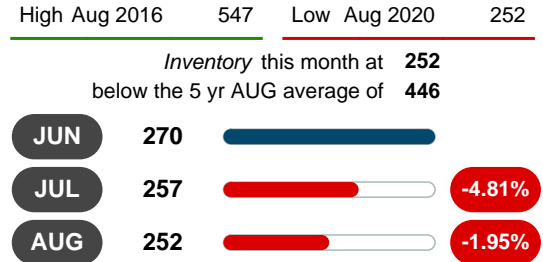


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 446



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	23	9.13%	39.0	4	18	1	0
\$125,001 - \$175,000	23	9.13%	38.0	0	17	5	1
\$175,001 - \$225,000	31	12.30%	27.0	1	21	8	1
\$225,001 - \$375,000	76	30.16%	45.5	1	35	34	6
\$375,001 - \$475,000	43	17.06%	42.0	1	7	28	7
\$475,001 - \$775,000	29	11.51%	62.0	0	7	12	10
\$775,001 and up	27	10.71%	90.0	0	3	9	15
Total Active Inventory by Units			252	7	108	97	40
Total Active Inventory by Volume			101,935,784	1.14M	28.49M	39.97M	32.34M
Median Active Inventory Listing Price			\$312,500	\$76,500	\$219,950	\$379,000	\$604,495

August 2020



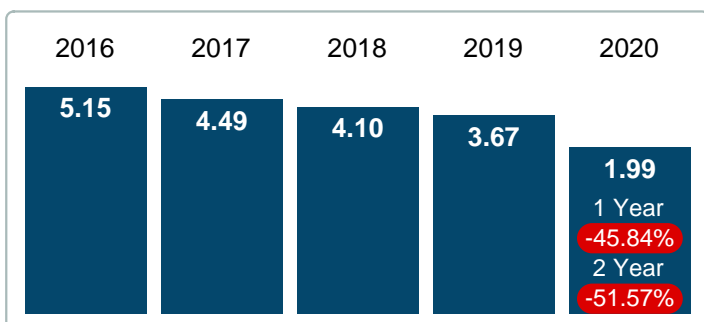
Area Delimited by County Of Rogers - Residential Property Type



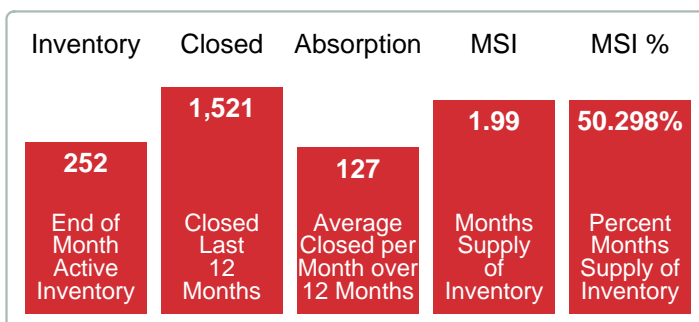
MONTHS SUPPLY of INVENTORY (MSI)

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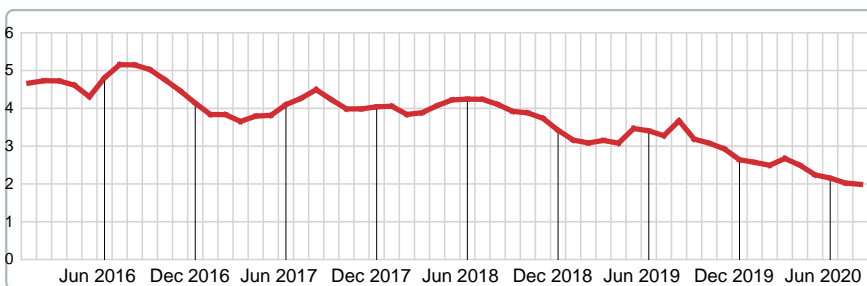
MSI FOR AUGUST



INDICATORS FOR AUGUST 2020

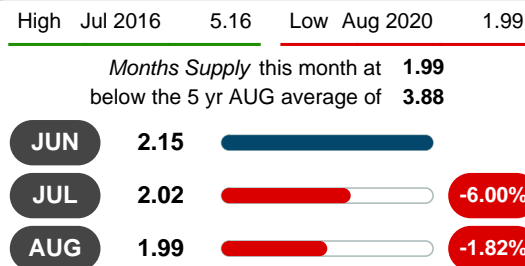


5 YEAR MARKET ACTIVITY TRENDS



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



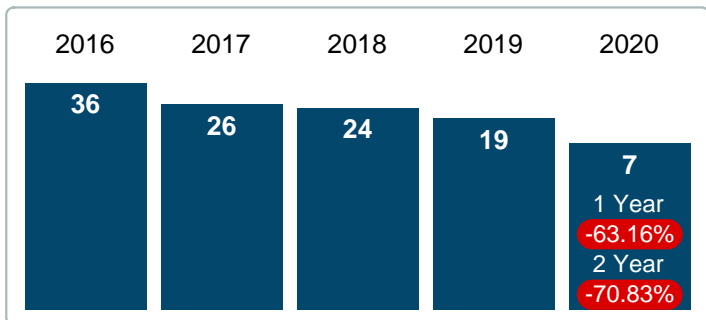
Area Delimited by County Of Rogers - Residential Property Type



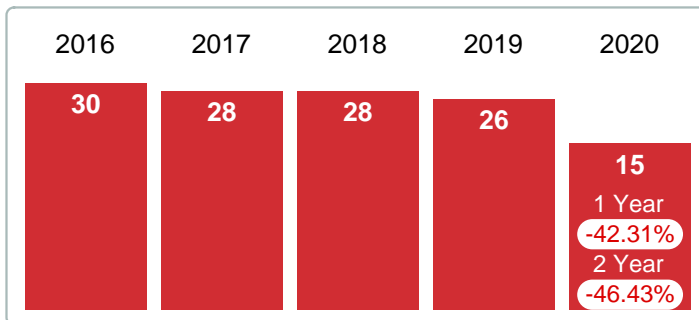
MEDIAN DAYS ON MARKET TO SALE

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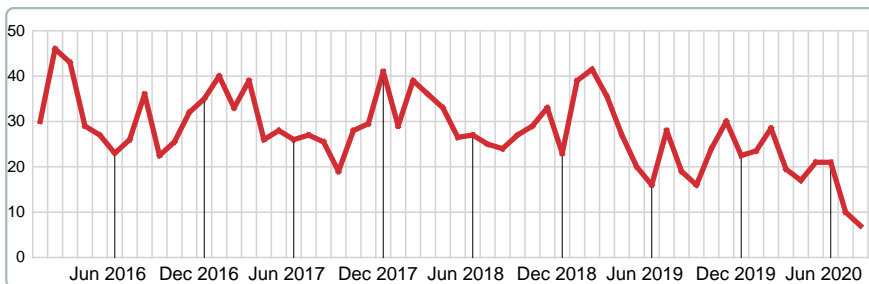
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

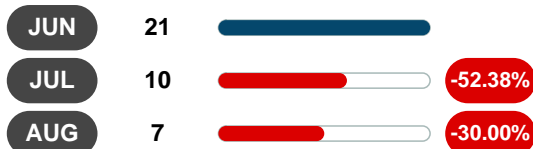


3 MONTHS

5 year AUG AVG = 22

High Feb 2016 46 Low Aug 2020 7

Median Days on Market to Sale this month at 7 below the 5 yr AUG average of 22



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	5.48%	14	68	14	0	0
\$100,001 - \$150,000	17.12%	4	5	4	11	0
\$150,001 - \$175,000	12.33%	14	0	9	90	0
\$175,001 - \$250,000	26.71%	4	0	4	4	4
\$250,001 - \$275,000	8.90%	8	1	10	11	0
\$275,001 - \$375,000	19.18%	18	0	18	8	142
\$375,001 and up	10.27%	42	42	0	42	77
Median Closed DOM		7	6	6	10	77
Total Closed Units	100%	146	10	79	52	5
Total Closed Volume		35,014,128	1.93M	15.21M	15.71M	2.16M

August 2020



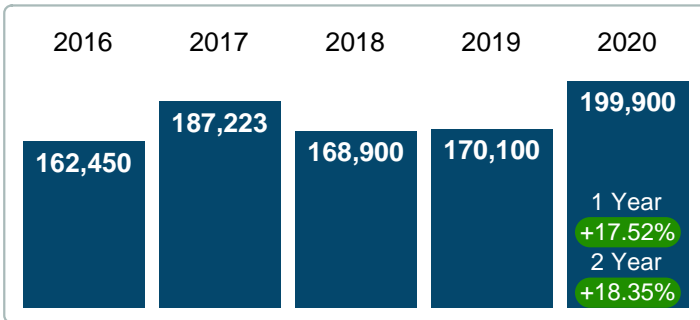
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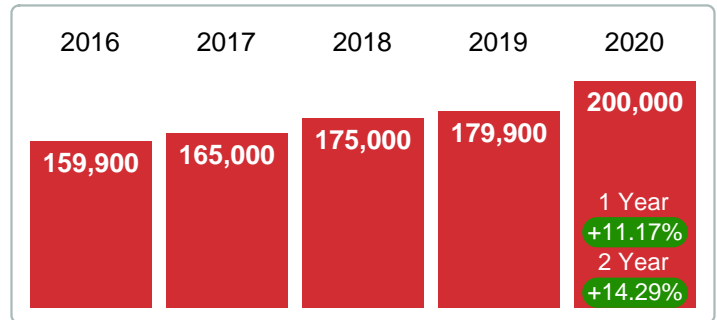
MEDIAN LIST PRICE AT CLOSING

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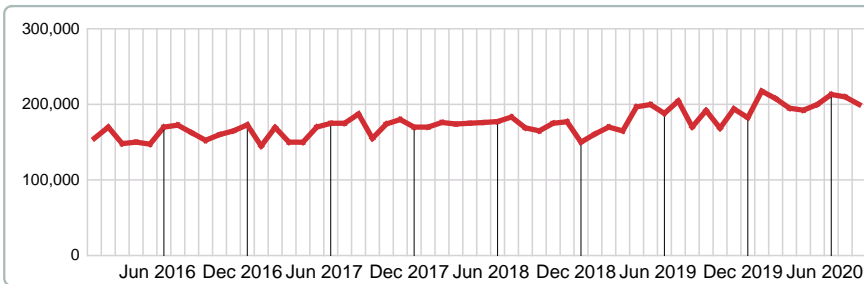
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

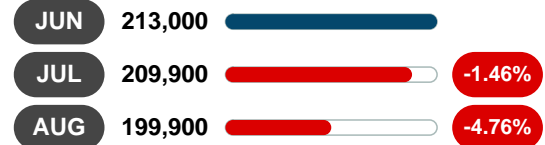


3 MONTHS

5 year AUG AVG = 177,715

High Jan 2020 217,450 Low Jan 2017 144,900

Median List Price at Closing this month at **199,900**
above the 5 yr AUG average of **177,715**



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	6.16%	75,000	69,575	80,000	0	0
\$100,001 - \$150,000	14.38%	129,500	124,000	129,950	104,500	0
\$150,001 - \$175,000	12.33%	159,950	0	159,900	165,000	0
\$175,001 - \$250,000	28.77%	195,387	0	192,500	196,687	235,000
\$250,001 - \$275,000	8.22%	262,500	255,000	265,500	259,830	0
\$275,001 - \$375,000	17.81%	301,950	0	296,500	305,900	375,000
\$375,001 and up	12.33%	416,200	980,000	388,000	415,000	459,999
Median List Price		199,900	116,250	177,803	279,000	376,801
Total Closed Units	100%	199,900	10	79	52	5
Total Closed Volume			1.98M	15.33M	15.78M	2.21M

August 2020



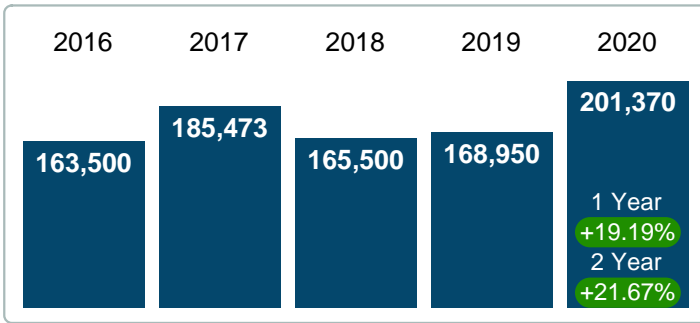
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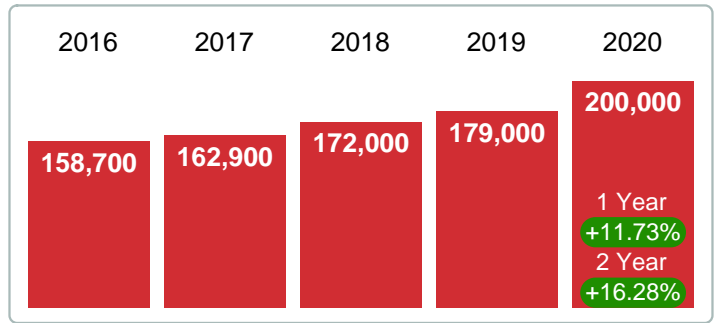
MEDIAN SOLD PRICE AT CLOSING

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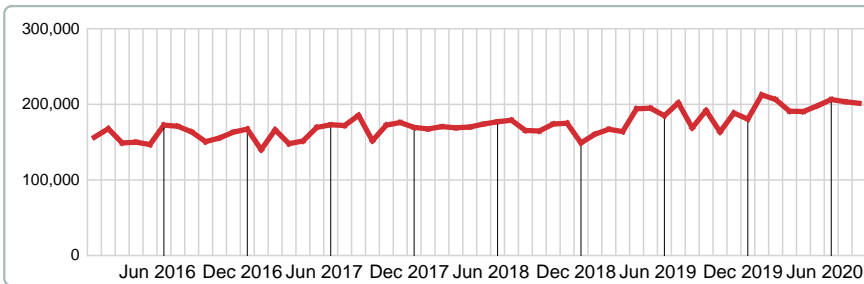
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

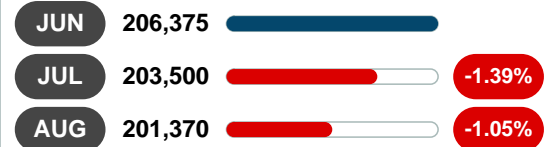


3 MONTHS

5 year AUG AVG = 176,958

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

Median Sold Price at Closing this month at **201,370** above the 5 yr AUG average of **176,958**



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	5.48%	67,250	66,250	70,000	0	0
\$100,001 - \$150,000	25	17.12%	131,000	125,250	132,100	134,490	0
\$150,001 - \$175,000	18	12.33%	162,087	0	162,087	163,000	0
\$175,001 - \$250,000	39	26.71%	197,907	0	197,000	203,000	240,000
\$250,001 - \$275,000	13	8.90%	263,000	255,000	266,250	259,830	0
\$275,001 - \$375,000	28	19.18%	322,500	0	308,400	350,000	365,000
\$375,001 and up	15	10.27%	424,743	935,000	0	420,000	450,000
Median Sold Price			201,370	118,000	178,500	279,000	376,801
Total Closed Units		100%	201,370	10	79	52	5
Total Closed Volume			35,014,128	1.93M	15.21M	15.71M	2.16M

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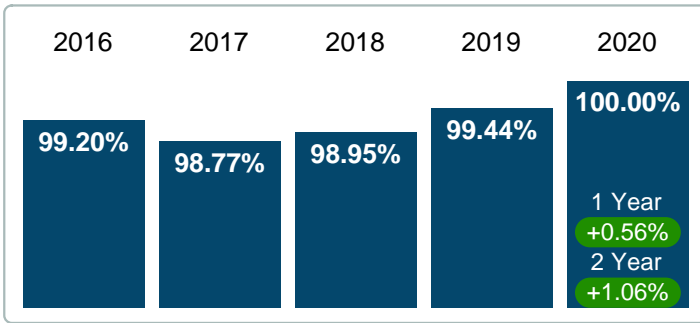
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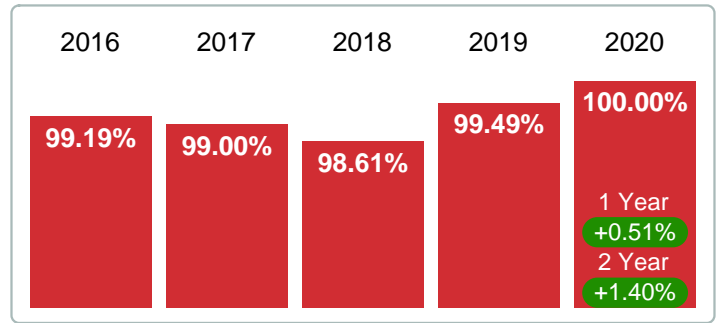
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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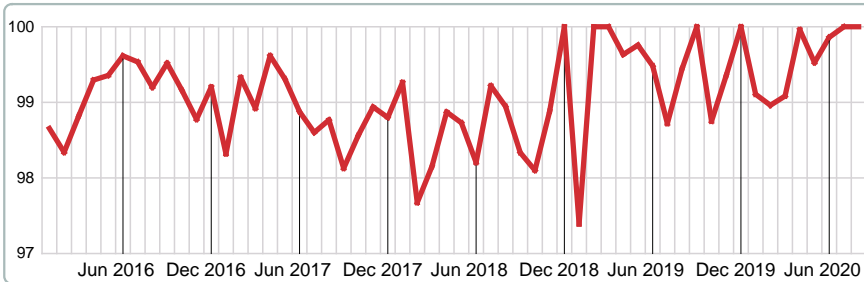
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

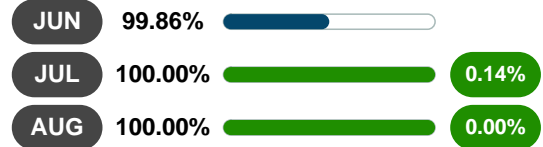


3 MONTHS

5 year AUG AVG = 99.27%

High Aug 2020 100.00% Low Jan 2019 97.39%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr AUG average of **99.27%**



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	5.48%	96.51%	95.18%	96.51%	0.00%	0.00%	
\$100,001 - \$150,000	25	17.12%	99.00%	101.00%	98.47%	128.70%	0.00%	
\$150,001 - \$175,000	18	12.33%	100.00%	0.00%	100.29%	93.90%	0.00%	
\$175,001 - \$250,000	39	26.71%	100.00%	0.00%	100.00%	100.00%	102.13%	
\$250,001 - \$275,000	13	8.90%	100.00%	100.00%	99.62%	100.00%	0.00%	
\$275,001 - \$375,000	28	19.18%	99.67%	0.00%	100.00%	99.65%	97.33%	
\$375,001 and up	15	10.27%	100.00%	95.41%	0.00%	100.53%	97.83%	
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	97.83%	
Total Closed Units		146	100%	100.00%				
Total Closed Volume		35,014,128			1.93M	15.21M	15.71M	2.16M

August 2020



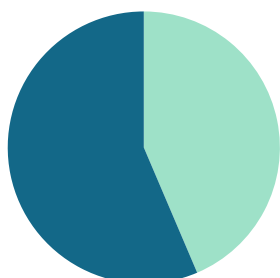
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

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

INVENTORY

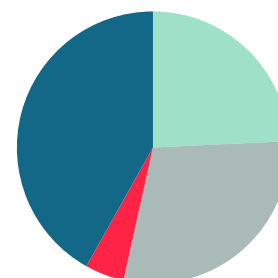


Inventory
 New Listings
197 = 43.58%
 Start Inventory
255
 Total Inventory Units
452
 Volume
\$155,534,351

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%
Median List Price	170,100	199,900	17.52%	179,900	200,000	11.17%
Median Sale Price	168,950	201,370	19.19%	179,000	200,000	11.73%
Median Percent of Selling Price to List Price	99.44%	100.00%	0.56%	99.49%	100.00%	0.51%
Median Days on Market to Sale	19.00	7.00	-63.16%	26.00	15.00	-42.31%
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

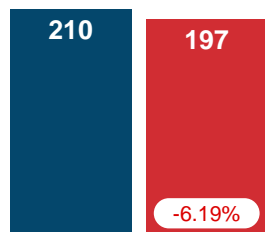
Inventory on August 31, 2020 = 252

2019 2020

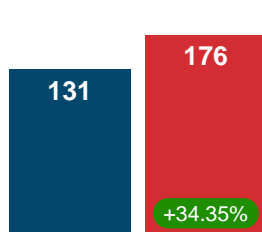
AUGUST MARKET

MEDIAN PRICES

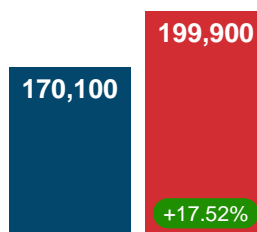
New Listings



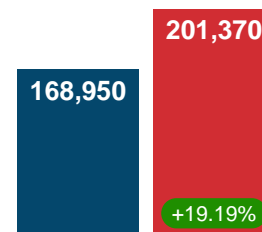
Pending Listings



List Price



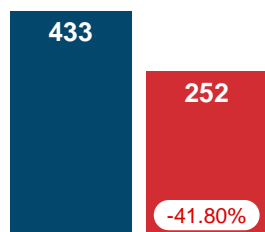
Sale Price



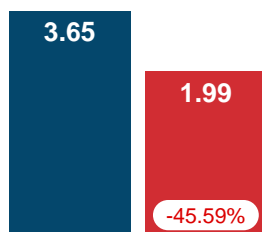
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

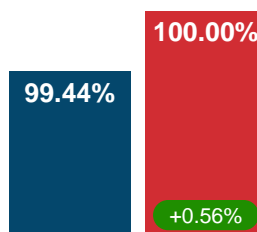
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

