

December 2020



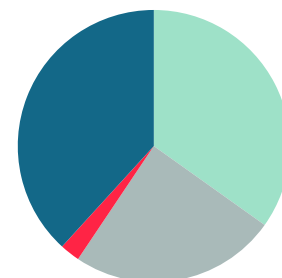
Area Delimited by County Of Rogers - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 01, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2019	2020	+/-%
Closed Listings	114	176	54.39%
Pending Listings	85	124	45.88%
New Listings	102	104	1.96%
Average List Price	211,171	249,745	18.27%
Average Sale Price	207,394	246,996	19.09%
Average Percent of Selling Price to List Price	98.09%	98.70%	0.62%
Average Days on Market to Sale	41.12	21.97	-46.58%
End of Month Inventory	328	193	-41.16%
Months Supply of Inventory	2.62	1.43	-45.45%



■ Closed (34.85%)
■ Pending (24.55%)
■ Other OffMarket (2.38%)
■ Active (38.22%)

Absorption: Last 12 months, an Average of **135** Sales/Month
Active Inventory as of December 31, 2020 = **193**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2020 decreased **41.16%** to 193 existing homes available for sale. Over the last 12 months this area has had an average of 135 closed sales per month. This represents an unsold inventory index of **1.43** 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 **19.09%** in December 2020 to \$246,996 versus the previous year at \$207,394.

Average Days on Market Shortens

The average number of **21.97** days that homes spent on the market before selling decreased by 19.16 days or **46.58%** in December 2020 compared to last year's same month at **41.12** DOM.

Sales Success for December 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 104 New Listings in December 2020, up **1.96%** from last year at 102. Furthermore, there were 176 Closed Listings this month versus last year at 114, a **54.39%** increase.

Closed versus Listed trends yielded a **169.2%** ratio, up from previous year's, December 2019, at **111.8%**, a **51.42%** 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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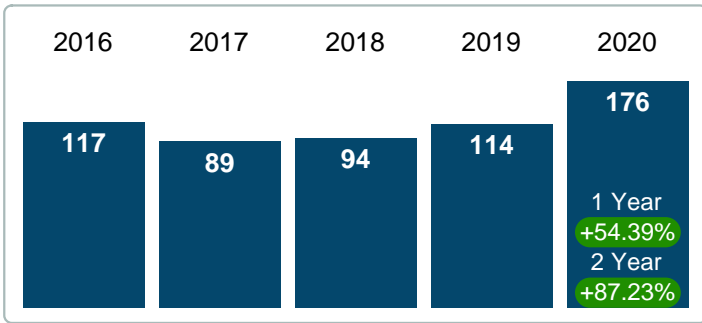
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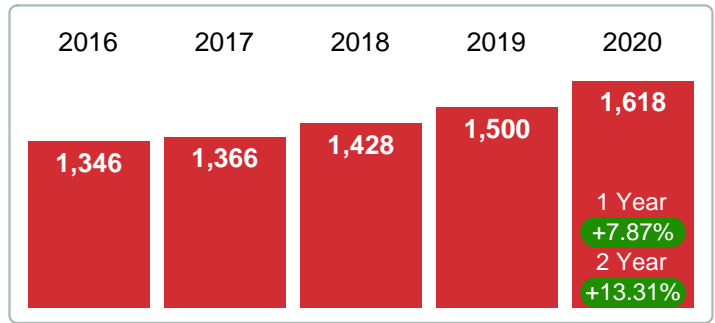
CLOSED LISTINGS

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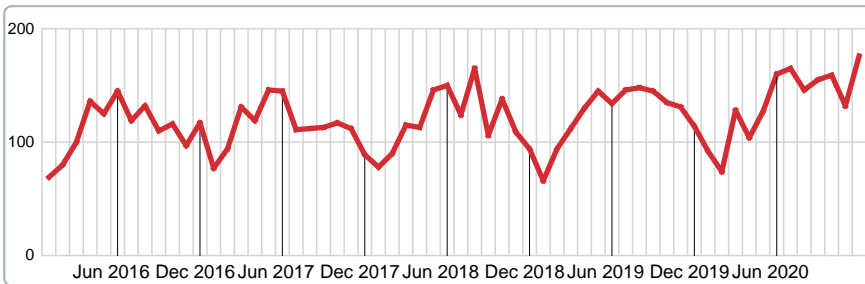
DECEMBER



YEAR TO DATE (YTD)

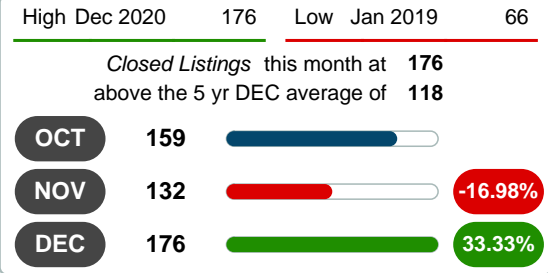


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 118



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	21	11.93%	27.6	5	12	4	0
\$125,001 - \$150,000	15	8.52%	10.2	1	13	1	0
\$150,001 - \$175,000	21	11.93%	15.5	1	19	0	1
\$175,001 - \$225,000	45	25.57%	15.0	2	30	13	0
\$225,001 - \$300,000	31	17.61%	10.4	0	18	12	1
\$300,001 - \$400,000	23	13.07%	36.1	0	5	15	3
\$400,001 and up	20	11.36%	48.9	0	4	11	5
Total Closed Units	176			9	101	56	10
Total Closed Volume	43,471,335	100%	22.0	1.24M	20.52M	17.32M	4.40M
Average Closed Price	\$246,996			\$137,667	\$203,182	\$309,204	\$439,550

December 2020



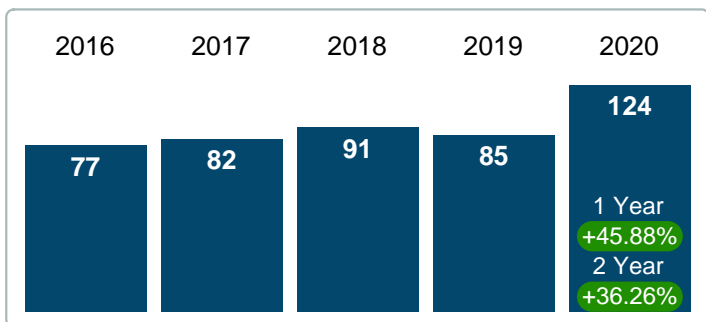
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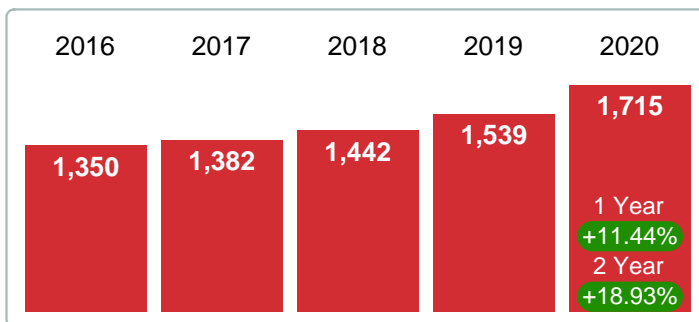
PENDING LISTINGS

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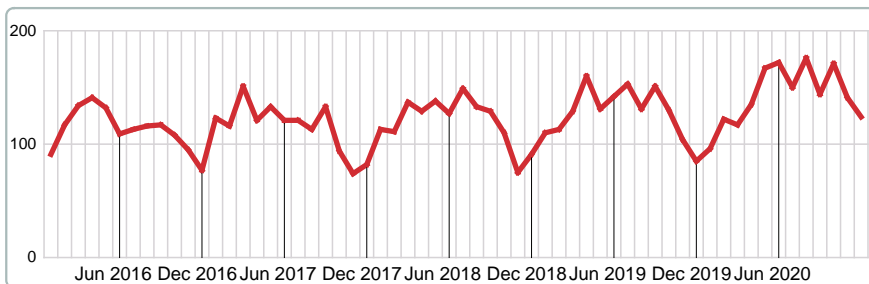
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 92

High Aug 2020 176 Low Nov 2017 74

Pending Listings this month at 124 above the 5 yr DEC average of 92



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	13	10.48%	51.5	3	9	1	0
\$125,001 - \$150,000	8	6.45%	21.4	0	7	1	0
\$150,001 - \$175,000	12	9.68%	22.5	0	9	3	0
\$175,001 - \$275,000	41	33.06%	24.7	3	21	16	1
\$275,001 - \$375,000	22	17.74%	53.4	0	10	10	2
\$375,001 - \$400,000	9	7.26%	66.9	0	1	8	0
\$400,001 and up	19	15.32%	42.4	0	4	12	3
Total Pending Units	124			6	61	51	6
Total Pending Volume	33,575,597	100%	39.2	826.30K	13.38M	16.79M	2.58M
Average Listing Price	\$268,912			\$137,717	\$219,290	\$329,295	\$429,758

December 2020



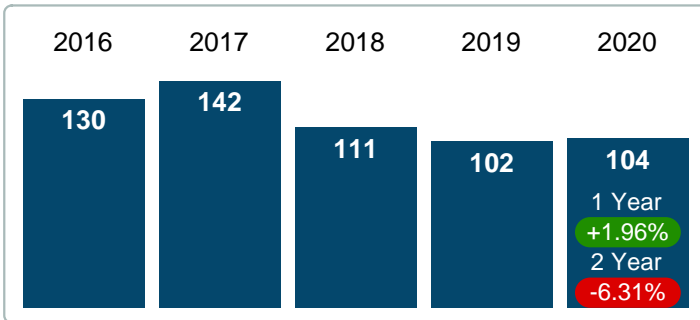
Area Delimited by County Of Rogers - Residential Property Type



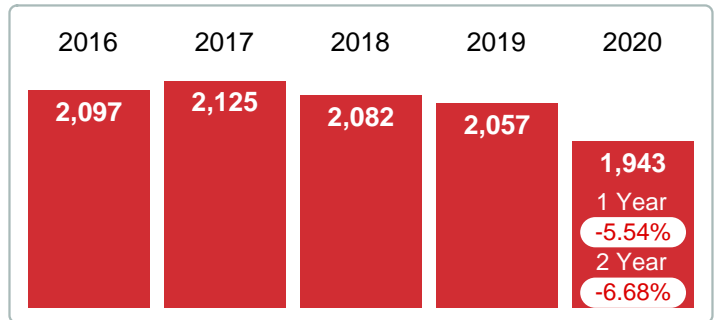
NEW LISTINGS

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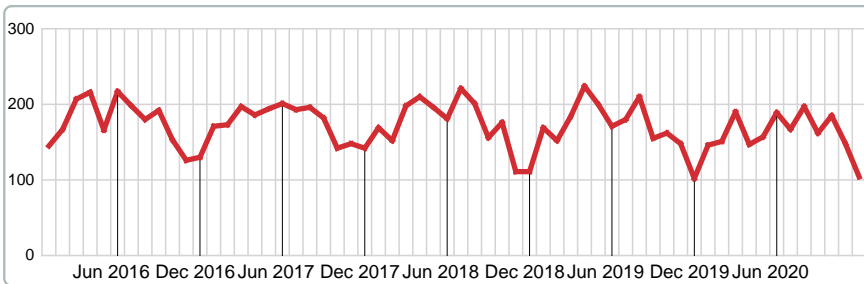
DECEMBER



YEAR TO DATE (YTD)

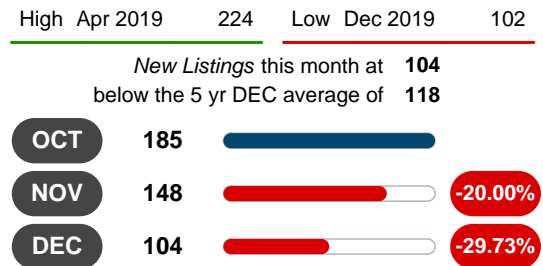


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 118



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	8	7.69%	6	2	0	0
\$75,001 - \$150,000	13	12.50%	2	10	1	0
\$150,001 - \$175,000	8	7.69%	0	8	0	0
\$175,001 - \$250,000	34	32.69%	2	18	14	0
\$250,001 - \$350,000	13	12.50%	0	7	5	1
\$350,001 - \$400,000	12	11.54%	0	1	11	0
\$400,001 and up	16	15.38%	0	4	8	4
Total New Listed Units	104		10	50	39	5
Total New Listed Volume	27,197,546	100%	979.10K	10.62M	12.66M	2.94M
Average New Listed Listing Price	\$260,775		\$97,910	\$212,314	\$324,634	\$588,410

December 2020



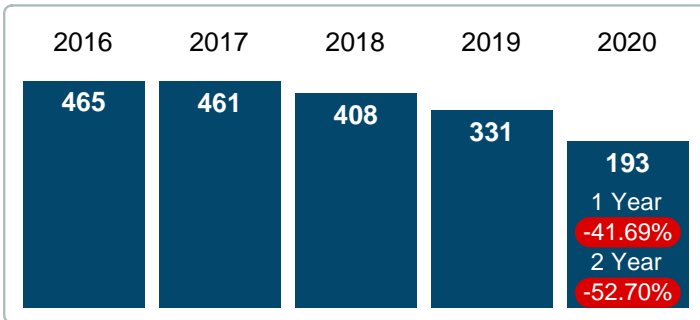
Area Delimited by County Of Rogers - Residential Property Type



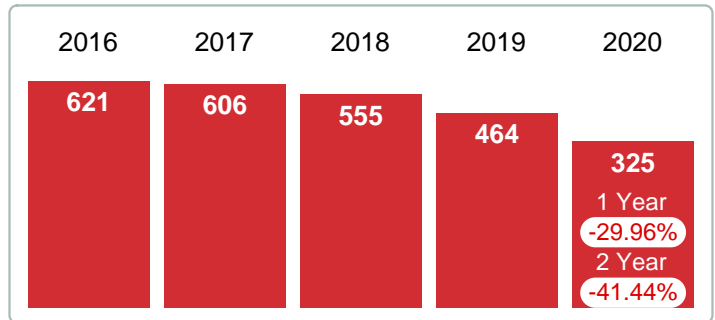
ACTIVE INVENTORY

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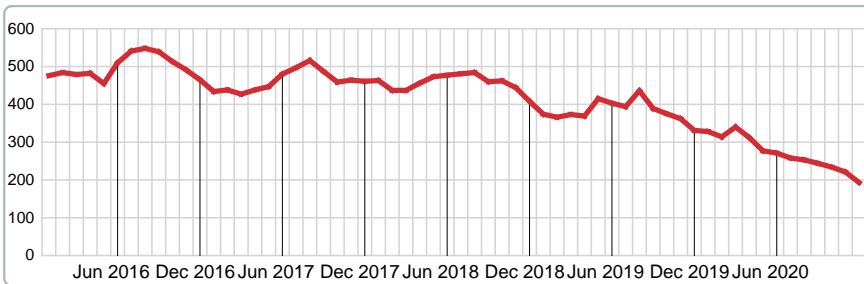
END OF DECEMBER



ACTIVE DURING DECEMBER

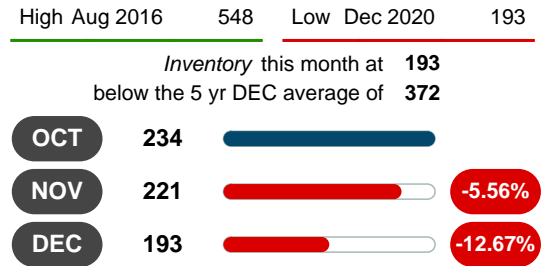


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 372



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	13	6.74%	61.0	7	5	0	1
\$75,001 - \$175,000	30	15.54%	55.2	1	28	1	0
\$175,001 - \$225,000	29	15.03%	47.1	0	16	13	0
\$225,001 - \$375,000	46	23.83%	75.5	1	26	16	3
\$375,001 - \$475,000	27	13.99%	79.9	0	9	18	0
\$475,001 - \$825,000	29	15.03%	98.6	0	7	9	13
\$825,001 and up	19	9.84%	133.9	0	2	6	11
Total Active Inventory by Units	193			9	93	63	28
Total Active Inventory by Volume	81,619,354	100%	76.9	780.20K	24.84M	28.89M	27.12M
Average Active Inventory Listing Price	\$422,898			\$86,689	\$267,069	\$458,515	\$968,404

December 2020



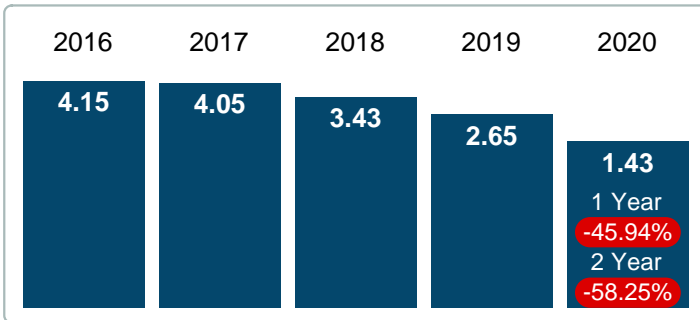
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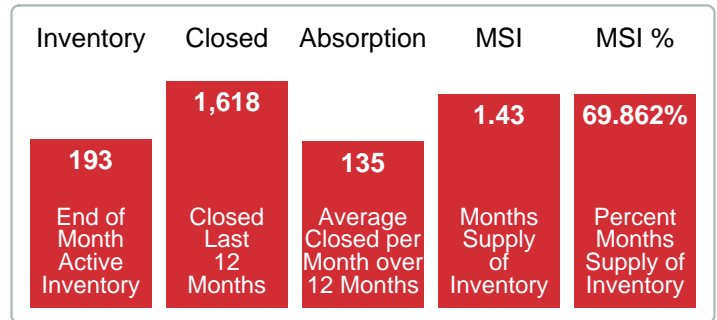
MONTHS SUPPLY of INVENTORY (MSI)

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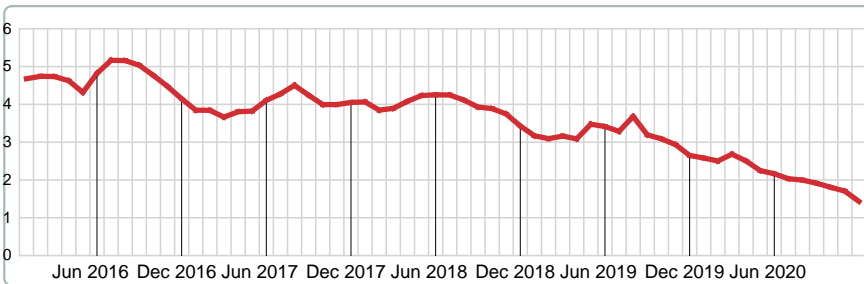
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2020

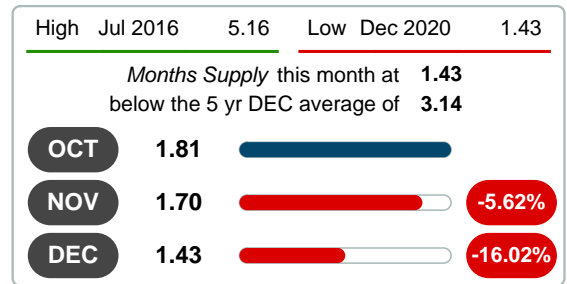


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 3.14



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
\$75,000 and less	13	6.74%	2.05	3.23	1.40	0.00	12.00
\$75,001 - \$175,000	30	15.54%	0.73	0.22	0.91	0.19	0.00
\$175,001 - \$225,000	29	15.03%	1.04	0.00	0.87	1.56	0.00
\$225,001 - \$375,000	46	23.83%	1.13	2.40	1.49	0.79	1.13
\$375,001 - \$475,000	27	13.99%	2.16	0.00	4.50	2.14	0.00
\$475,001 - \$825,000	29	15.03%	5.52	0.00	14.00	3.18	6.78
\$825,001 and up	19	9.84%	16.29	0.00	24.00	12.00	22.00
Market Supply of Inventory (MSI)			1.43	1.09	1.27	1.37	3.73
Total Active Inventory by Units		100%	1.43	9	93	63	28

December 2020



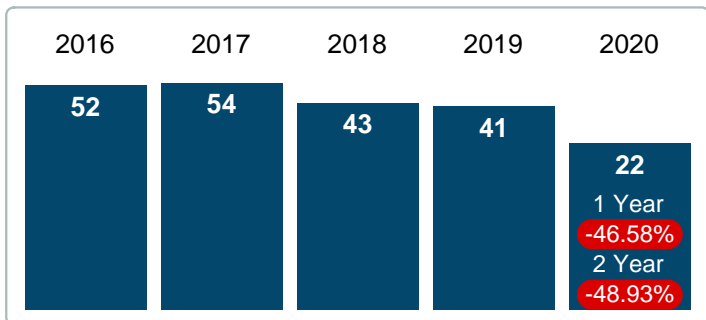
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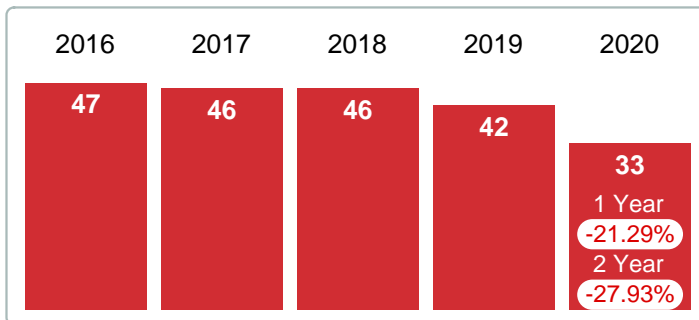
AVERAGE DAYS ON MARKET TO SALE

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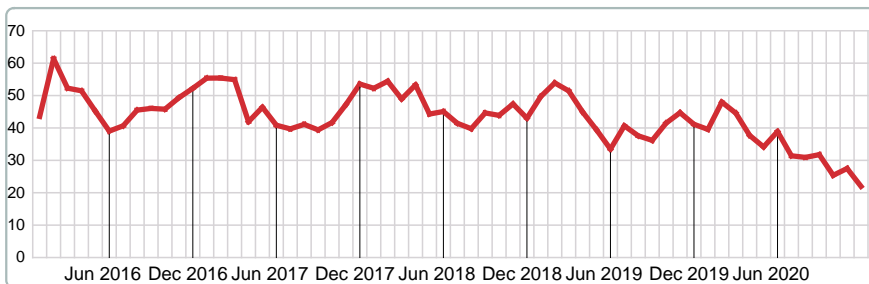
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

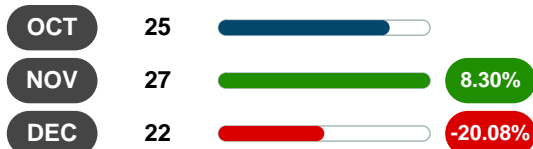


3 MONTHS

5 year DEC AVG = 42

High Feb 2016 61 Low Dec 2020 22

Average Days on Market to Sale this month at 22 below the 5 yr DEC average of 42



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
\$125,000 and less	11.93%	28	6	35	31	0
\$125,001 - \$150,000	8.52%	10	13	10	5	0
\$150,001 - \$175,000	11.93%	16	37	13	0	45
\$175,001 - \$225,000	25.57%	15	1	15	16	0
\$225,001 - \$300,000	17.61%	10	0	7	17	3
\$300,001 - \$400,000	13.07%	36	0	3	28	130
\$400,001 and up	11.36%	49	0	11	49	80
Average Closed DOM		22	9	14	27	84
Total Closed Units	100%	22	9	101	56	10
Total Closed Volume		43,471,335	1.24M	20.52M	17.32M	4.40M

December 2020



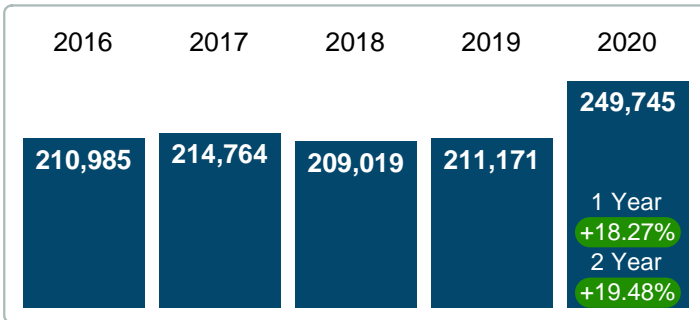
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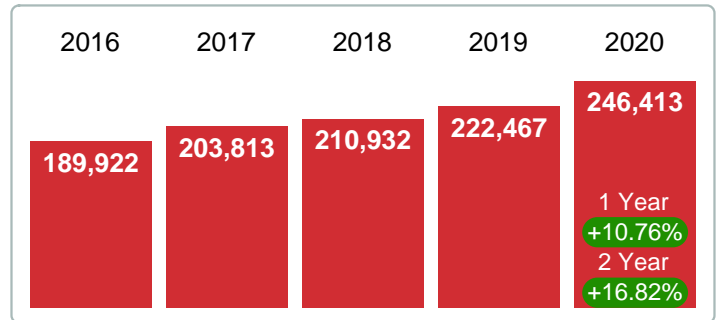
AVERAGE LIST PRICE AT CLOSING

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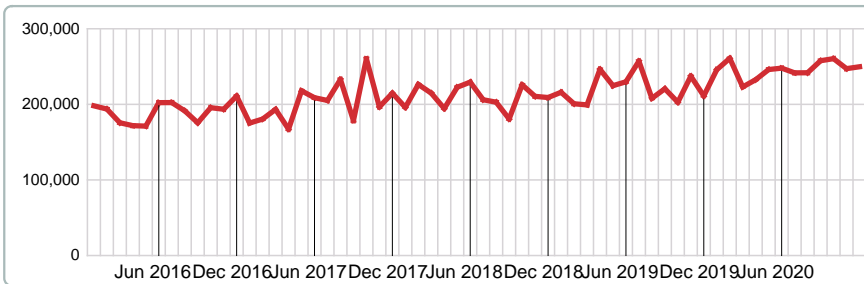
DECEMBER



YEAR TO DATE (YTD)

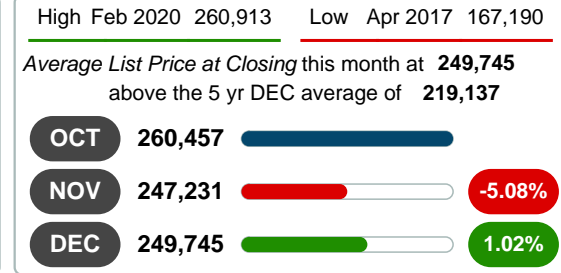


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 219,137



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		
\$125,000 and less	18	10.23%	99,022	97,260	110,058	102,600	0	
\$125,001 - \$150,000	16	9.09%	135,238	129,900	135,300	159,000	0	
\$150,001 - \$175,000	21	11.93%	163,336	177,000	164,897	0	163,000	
\$175,001 - \$225,000	47	26.70%	202,658	222,500	199,581	210,077	0	
\$225,001 - \$300,000	29	16.48%	261,640	0	263,103	265,942	294,900	
\$300,001 - \$400,000	24	13.64%	350,612	0	327,938	356,800	399,333	
\$400,001 and up	21	11.93%	526,275	0	535,009	510,214	577,880	
Average List Price		249,745		137,578	205,105	311,715	454,530	
Total Closed Units		176	100%	249,745	9	101	56	10
Total Closed Volume		43,955,188			1.24M	20.72M	17.46M	4.55M

December 2020



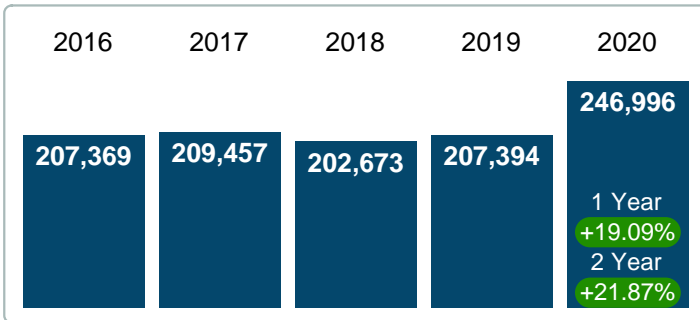
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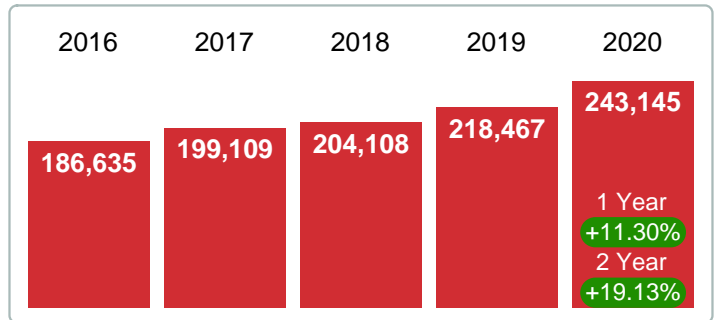
AVERAGE SOLD PRICE AT CLOSING

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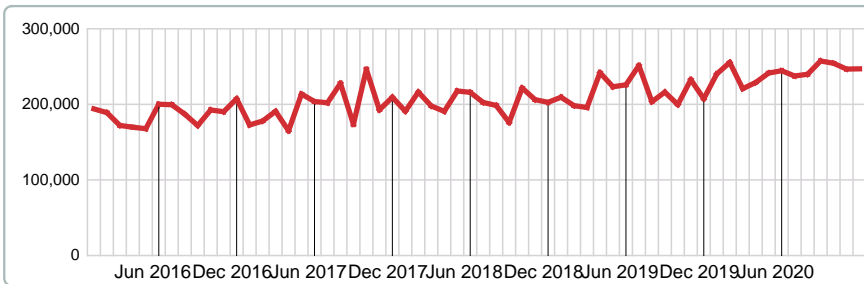
DECEMBER



YEAR TO DATE (YTD)

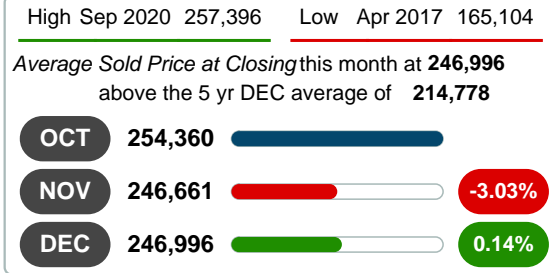


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 214,778



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		
\$125,000 and less	21	11.93%	96,986	99,400	99,108	87,600	0	
\$125,001 - \$150,000	15	8.52%	134,933	127,000	135,385	137,000	0	
\$150,001 - \$175,000	21	11.93%	164,507	170,000	164,456	0	160,000	
\$175,001 - \$225,000	45	25.57%	202,123	222,500	198,587	207,146	0	
\$225,001 - \$300,000	31	17.61%	263,071	0	263,989	258,992	295,500	
\$300,001 - \$400,000	23	13.07%	355,648	0	328,338	357,548	391,667	
\$400,001 and up	20	11.36%	526,268	0	524,084	514,911	553,000	
Average Sold Price		246,996		137,667	203,182	309,204	439,550	
Total Closed Units		176	100%	246,996	9	101	56	10
Total Closed Volume		43,471,335			1.24M	20.52M	17.32M	4.40M

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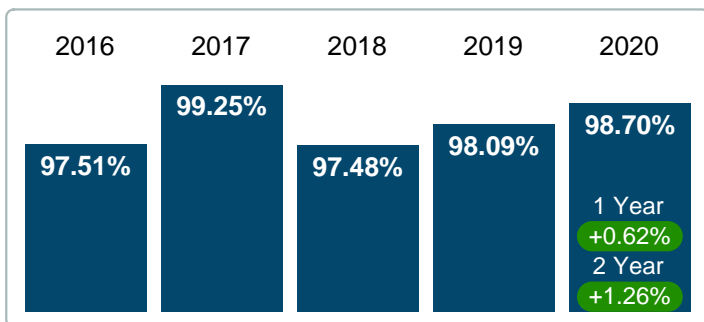
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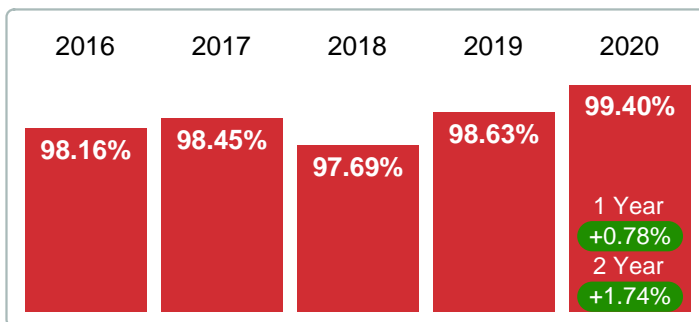
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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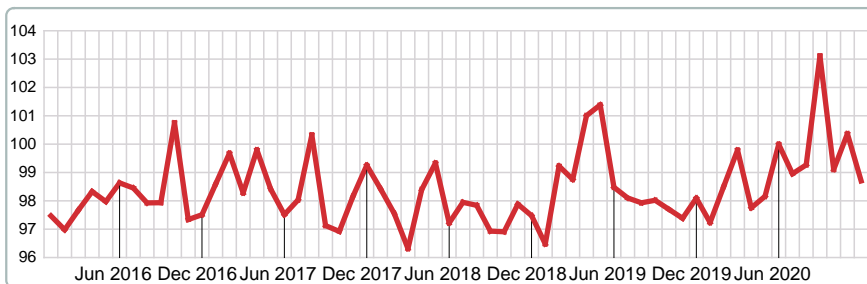
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

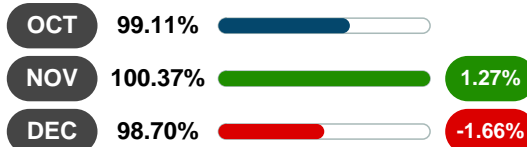


3 MONTHS

5 year DEC AVG = 98.21%

High Sep 2020 103.11% Low Mar 2018 96.31%

Average Sold/List Ratio this month at **98.70%**
above the 5 yr DEC average of **98.21%**



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	
\$125,000 and less	21	11.93%	93.35%	102.99%	90.51%	89.84%	0.00%	
\$125,001 - \$150,000	15	8.52%	98.98%	97.77%	100.06%	86.16%	0.00%	
\$150,001 - \$175,000	21	11.93%	99.50%	96.05%	99.76%	0.00%	98.16%	
\$175,001 - \$225,000	45	25.57%	99.29%	100.00%	99.54%	98.62%	0.00%	
\$225,001 - \$300,000	31	17.61%	99.30%	0.00%	100.32%	97.70%	100.20%	
\$300,001 - \$400,000	23	13.07%	99.95%	0.00%	100.13%	100.26%	98.09%	
\$400,001 and up	20	11.36%	99.58%	0.00%	98.17%	101.38%	96.76%	
Average Sold/List Ratio		98.70%		100.98%	98.69%	98.55%	97.64%	
Total Closed Units		176	100%	98.70%	9	101	56	10
Total Closed Volume		43,471,335			1.24M	20.52M	17.32M	4.40M

December 2020



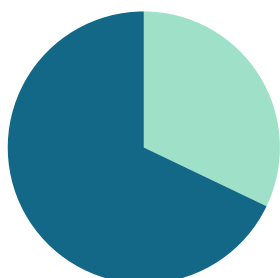
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

Report produced on Aug 01, 2023 for MLS Technology Inc.

INVENTORY

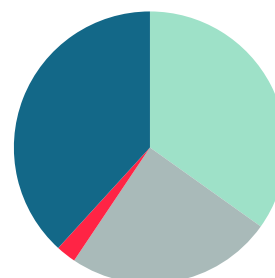


Inventory
 New Listings
104 = 32.10%
 Start Inventory
220
 Total Inventory Units
324
 Volume
\$118,392,158

Market Activity

Closed Sales
176 = 34.85%
 Pending Sales
124 = 24.55%
 Other Off Market
12 = 2.38%
 Active Inventory
193 = 38.22%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	114	176	54.39%	1,500	1,618	7.87%
Pending Sales	85	124	45.88%	1,539	1,715	11.44%
New Listings	102	104	1.96%	2,057	1,943	-5.54%
Average List Price	211,171	249,745	18.27%	222,467	246,413	10.76%
Average Sale Price	207,394	246,996	19.09%	218,467	243,145	11.30%
Average Percent of Selling Price to List Price	98.09%	98.70%	0.62%	98.63%	99.40%	0.78%
Average Days on Market to Sale	41.12	21.97	-46.58%	42.03	33.08	-21.29%
Monthly Inventory	328	193	-41.16%	328	193	-41.16%
Months Supply of Inventory	2.62	1.43	-45.45%	2.62	1.43	-45.45%

Absorption: Last 12 months, an Average of **135** Sales/Month

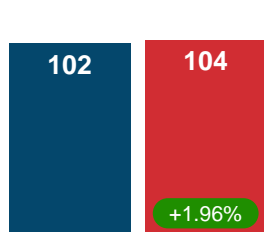
Inventory on December 31, 2020 = **193**

2019 **2020**

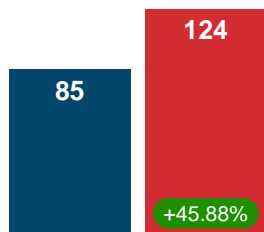
DECEMBER MARKET

AVERAGE PRICES

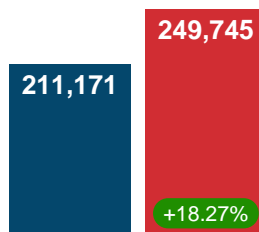
New Listings



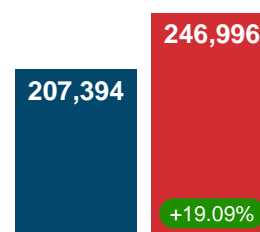
Pending Listings



List Price



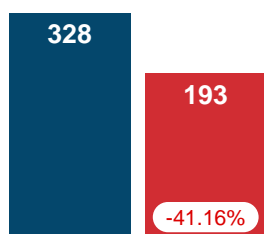
Sale Price



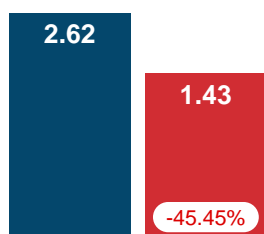
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

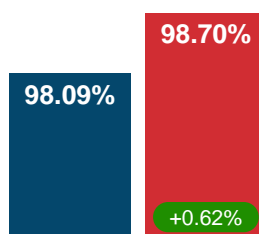
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

