

December 2020



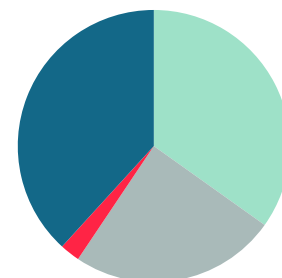
Area Delimited by County Of Rogers - Residential Property Type



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%
Median List Price	182,400	212,825	16.68%
Median Sale Price	180,500	211,250	17.04%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	22.50	7.00	-68.89%
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.

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 **17.04%** in December 2020 to \$211,250 versus the previous year at \$180,500.

Median Days on Market Shortens

The median number of **7.00** days that homes spent on the market before selling decreased by 15.50 days or **68.89%** in December 2020 compared to last year's same month at **22.50** DOM.

Sales Success for December 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 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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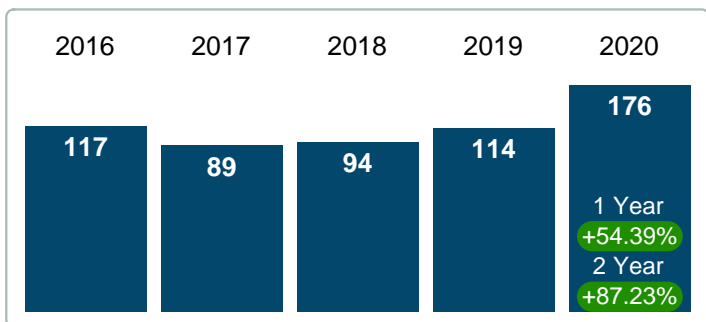
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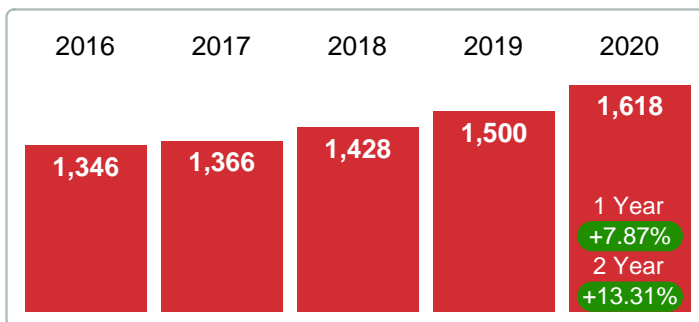
CLOSED LISTINGS

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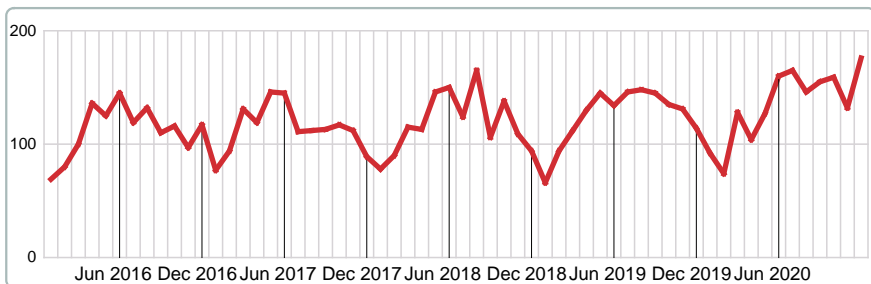
DECEMBER



YEAR TO DATE (YTD)

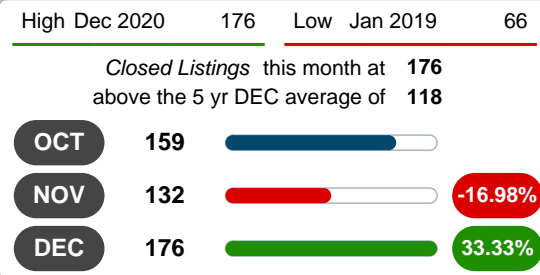


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 118



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	21	11.93%	5.0	5	12	4	0
\$125,001 - \$150,000	15	8.52%	7.0	1	13	1	0
\$150,001 - \$175,000	21	11.93%	7.0	1	19	0	1
\$175,001 - \$225,000	45	25.57%	5.0	2	30	13	0
\$225,001 - \$300,000	31	17.61%	3.0	0	18	12	1
\$300,001 - \$400,000	23	13.07%	7.0	0	5	15	3
\$400,001 and up	20	11.36%	23.0	0	4	11	5
Total Closed Units	176			9	101	56	10
Total Closed Volume	43,471,335	100%	7.0	1.24M	20.52M	17.32M	4.40M
Median Closed Price	\$211,250			\$125,000	\$186,500	\$282,450	\$407,500

December 2020



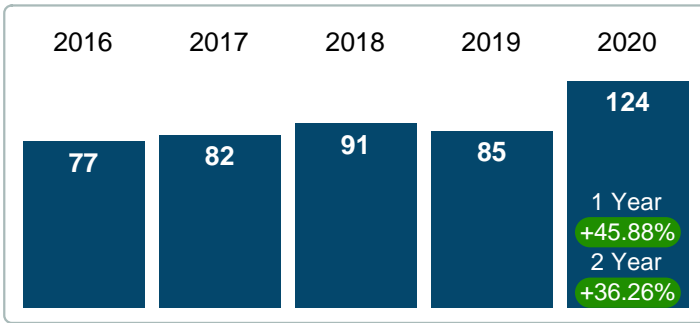
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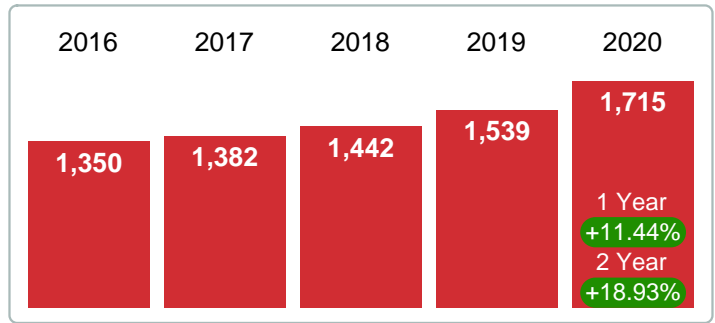
PENDING LISTINGS

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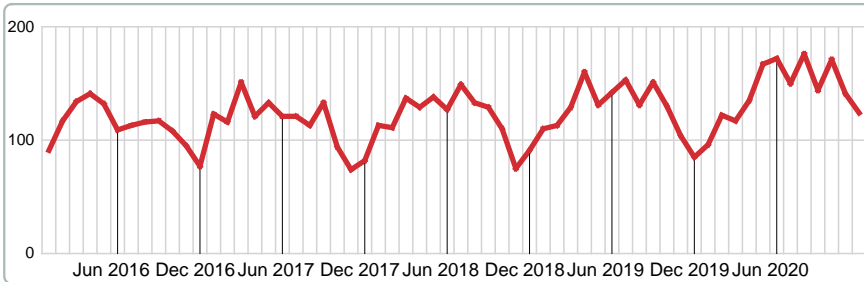
DECEMBER



YEAR TO DATE (YTD)

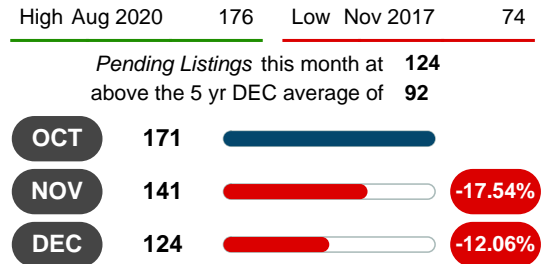


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 92



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	13	10.48%	26.0	3	9	1	0
\$125,001 - \$150,000	8	6.45%	3.5	0	7	1	0
\$150,001 - \$175,000	12	9.68%	11.0	0	9	3	0
\$175,001 - \$275,000	41	33.06%	15.0	3	21	16	1
\$275,001 - \$375,000	22	17.74%	21.5	0	10	10	2
\$375,001 - \$400,000	9	7.26%	4.0	0	1	8	0
\$400,001 and up	19	15.32%	24.0	0	4	12	3
Total Pending Units	124			6	61	51	6
Total Pending Volume	33,575,597	100%	19.5	826.30K	13.38M	16.79M	2.58M
Median Listing Price	\$223,825			\$130,750	\$187,500	\$319,500	\$409,325

December 2020



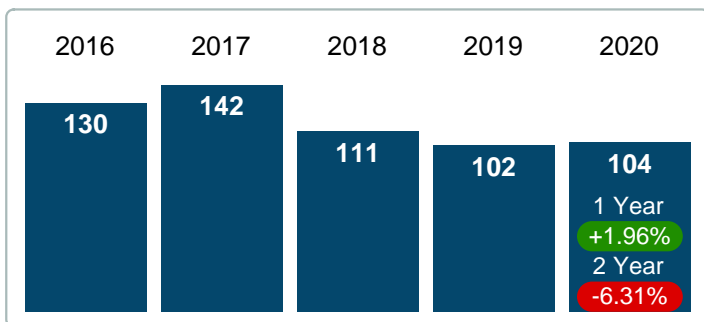
Area Delimited by County Of Rogers - Residential Property Type



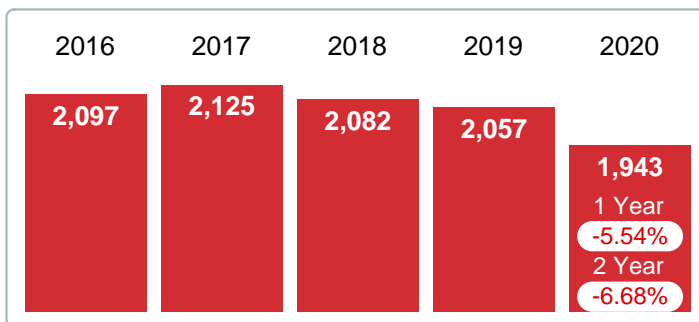
NEW LISTINGS

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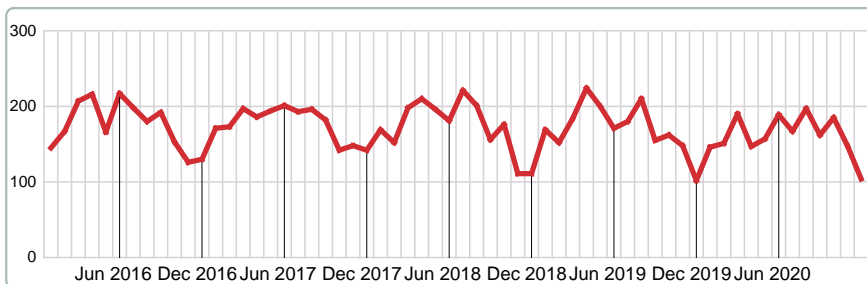
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 118

High Apr 2019 224 Low Dec 2019 102

New Listings this month at 104
 below the 5 yr DEC average of 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
Median New Listed Listing Price	\$215,920		\$74,950	\$191,200	\$319,500	\$549,500

December 2020



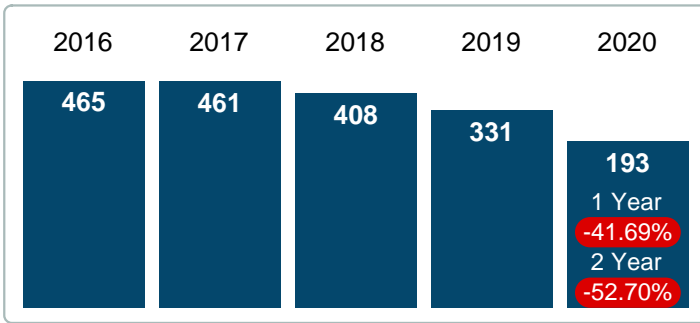
Area Delimited by County Of Rogers - Residential Property Type



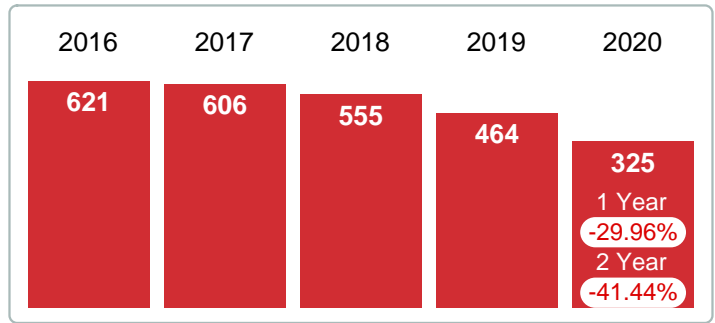
ACTIVE INVENTORY

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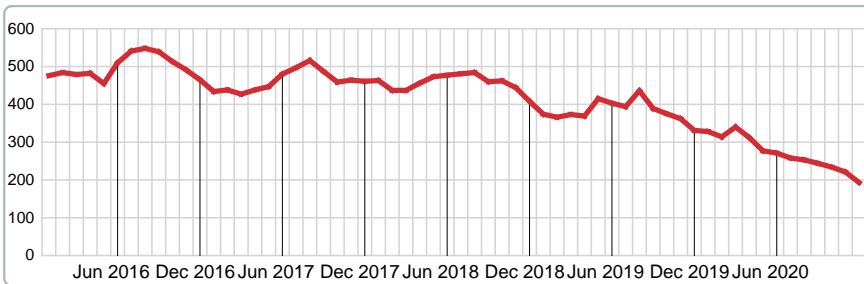
END OF DECEMBER



ACTIVE DURING DECEMBER

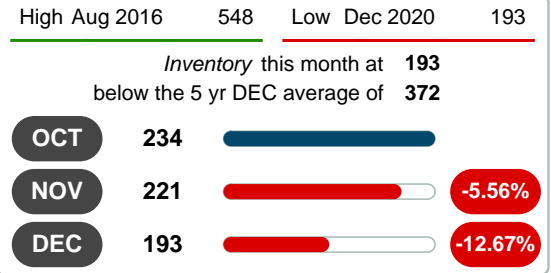


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 372



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	13	6.74%	47.0	7	5	0	1
\$75,001 - \$175,000	30	15.54%	43.0	1	28	1	0
\$175,001 - \$225,000	29	15.03%	36.0	0	16	13	0
\$225,001 - \$375,000	46	23.83%	61.5	1	26	16	3
\$375,001 - \$475,000	27	13.99%	69.0	0	9	18	0
\$475,001 - \$825,000	29	15.03%	93.0	0	7	9	13
\$825,001 and up	19	9.84%	126.0	0	2	6	11
Total Active Inventory by Units	193			9	93	63	28
Total Active Inventory by Volume	81,619,354	100%	69.0	780.20K	24.84M	28.89M	27.12M
Median Active Inventory Listing Price	\$309,900			\$69,000	\$216,000	\$379,900	\$744,450

December 2020



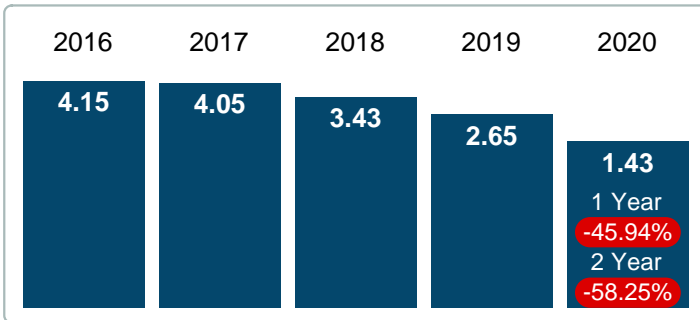
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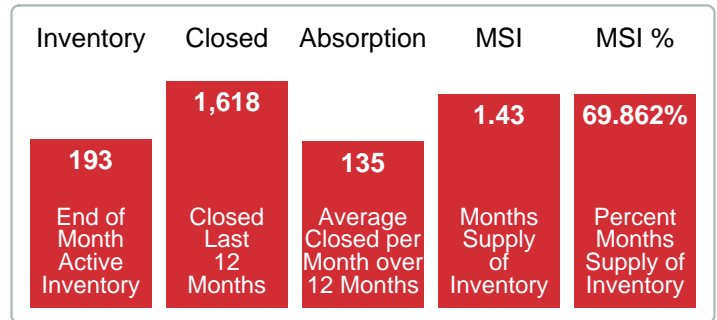
MONTHS SUPPLY of INVENTORY (MSI)

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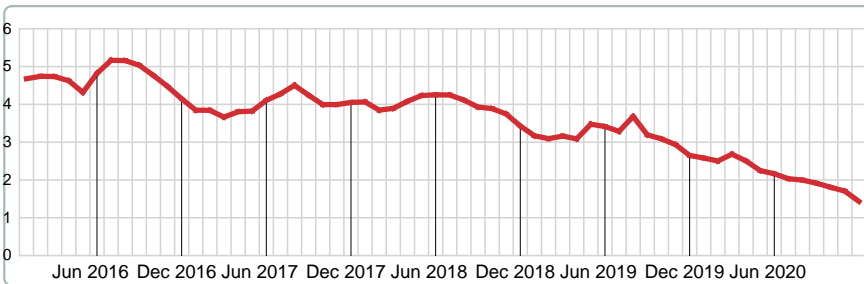
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2020

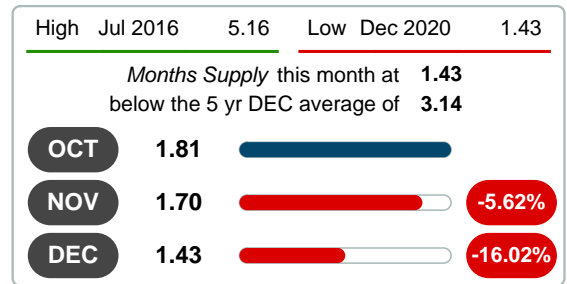


5 YEAR MARKET ACTIVITY TRENDS



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



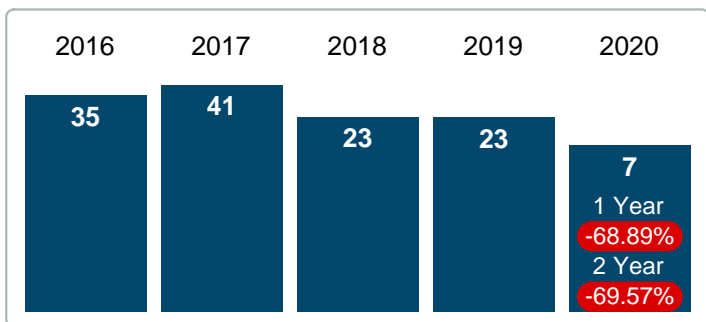
Area Delimited by County Of Rogers - Residential Property Type



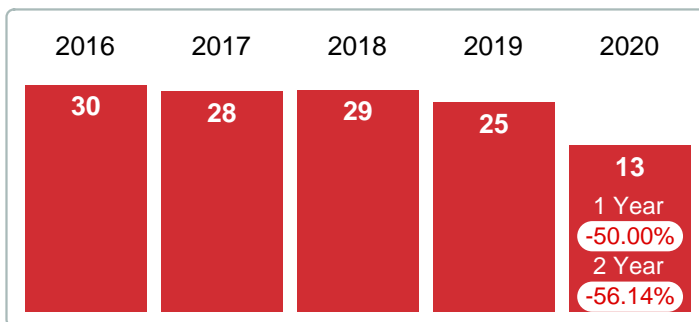
MEDIAN DAYS ON MARKET TO SALE

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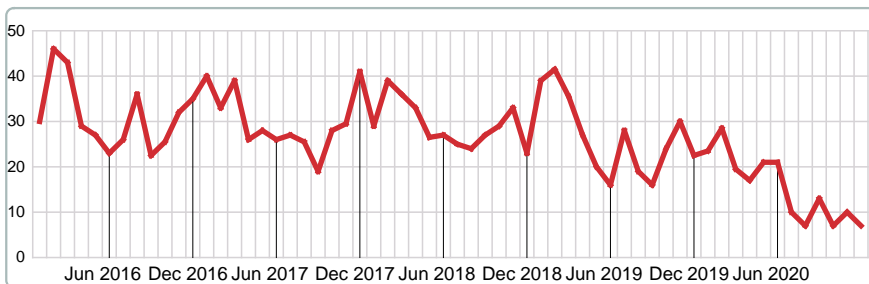
DECEMBER



YEAR TO DATE (YTD)

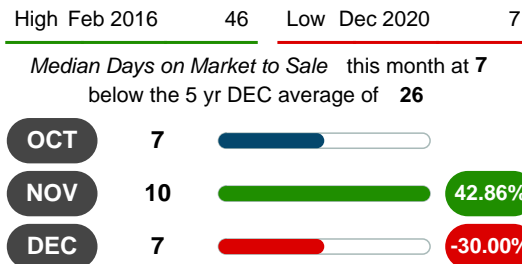


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 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
\$125,000 and less	11.93%	5	2	9	33	0
\$125,001 - \$150,000	8.52%	7	13	7	5	0
\$150,001 - \$175,000	11.93%	7	37	7	0	45
\$175,001 - \$225,000	25.57%	5	1	7	5	0
\$225,001 - \$300,000	17.61%	3	0	4	4	3
\$300,001 - \$400,000	13.07%	7	0	1	8	98
\$400,001 and up	11.36%	23	0	11	24	81
Median Closed DOM		7	2	5	7	74
Total Closed Units	100%	7.0	9	101	56	10
Total Closed Volume		43,471,335	1.24M	20.52M	17.32M	4.40M

December 2020



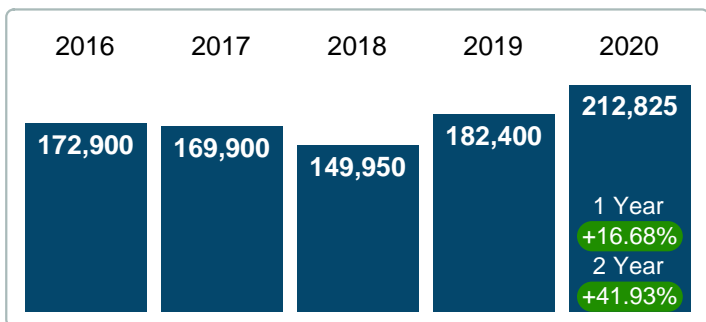
Area Delimited by County Of Rogers - Residential Property Type



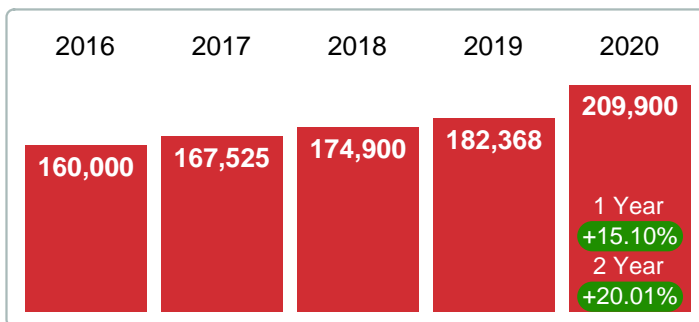
MEDIAN LIST PRICE AT CLOSING

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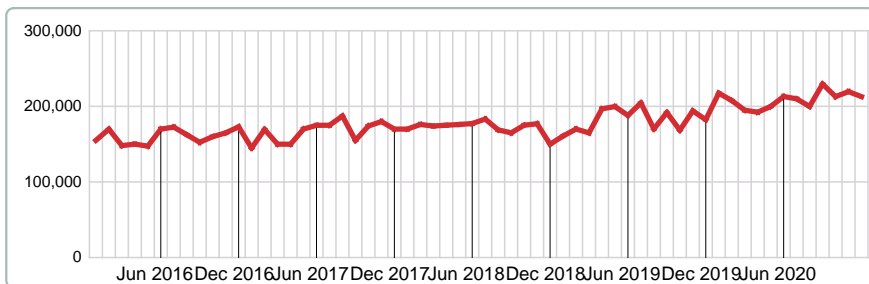
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 177,595

High Sep 2020 229,500 Low Jan 2017 144,900
 Median List Price at Closing this month at **212,825**
 above the 5 yr DEC average of **177,595**

Month	Price	Change
OCT	212,900	
NOV	219,450	+3.08%
DEC	212,825	-3.02%

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
\$125,000 and less	18	110,000	110,000	115,000	61,200	0
\$125,001 - \$150,000	16	132,950	129,900	134,000	128,000	0
\$150,001 - \$175,000	21	162,000	0	163,450	159,500	163,000
\$175,001 - \$225,000	47	199,900	220,000	199,000	212,825	0
\$225,001 - \$300,000	29	256,500	0	265,000	250,000	294,900
\$300,001 - \$400,000	24	341,184	0	310,000	350,000	394,000
\$400,001 and up	21	459,500	0	467,350	459,500	442,450
Median List Price		212,825	125,000	187,500	297,450	410,000
Total Closed Units		176	9	101	56	10
Total Closed Volume		43,955,188	1.24M	20.72M	17.46M	4.55M

December 2020



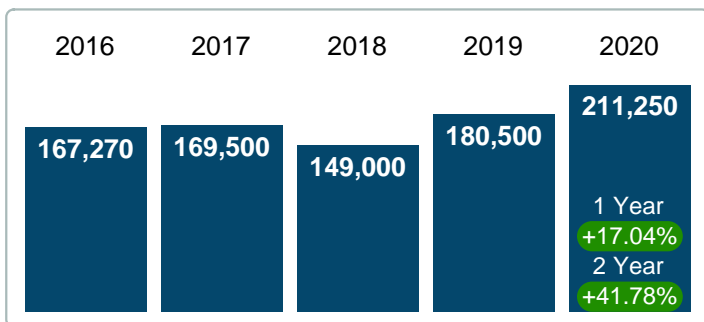
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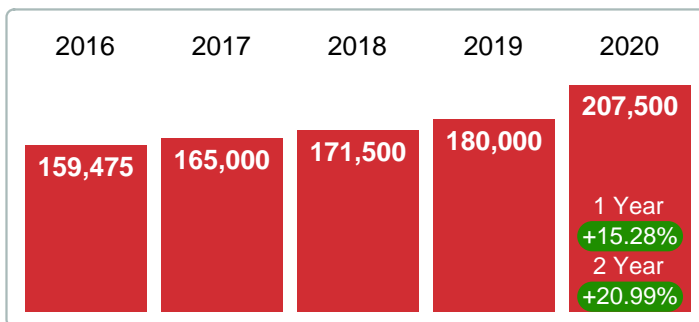
MEDIAN SOLD PRICE AT CLOSING

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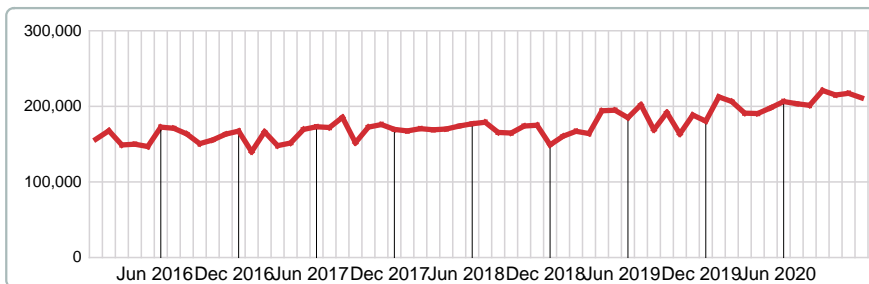
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

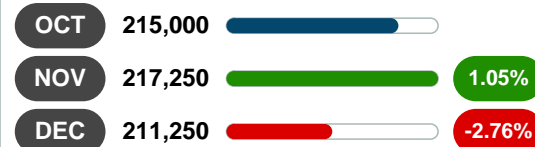


3 MONTHS

5 year DEC AVG = 175,504

High Sep 2020 221,000 Low Jan 2017 140,000

Median Sold Price at Closing this month at 211,250 above the 5 yr DEC average of 175,504



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
\$125,000 and less	11.93%	108,000	110,000	102,000	98,950	0
\$125,001 - \$150,000	8.52%	133,000	127,000	133,000	137,000	0
\$150,001 - \$175,000	11.93%	164,900	170,000	164,900	0	160,000
\$175,001 - \$225,000	25.57%	199,900	222,500	198,508	213,000	0
\$225,001 - \$300,000	17.61%	257,000	0	259,250	256,000	295,500
\$300,001 - \$400,000	13.07%	359,999	0	310,000	359,999	390,000
\$400,001 and up	11.36%	460,064	0	455,000	464,627	450,000
Median Sold Price		211,250	125,000	186,500	282,450	407,500
Total Closed Units	100%	176	9	101	56	10
Total Closed Volume		43,471,335	1.24M	20.52M	17.32M	4.40M

December 2020



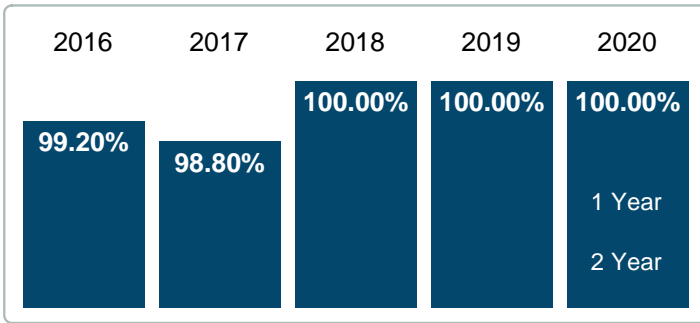
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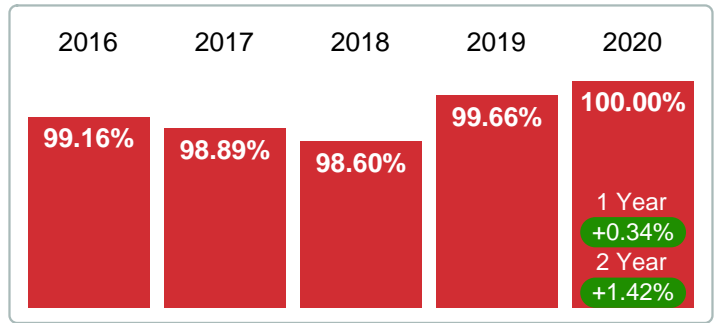
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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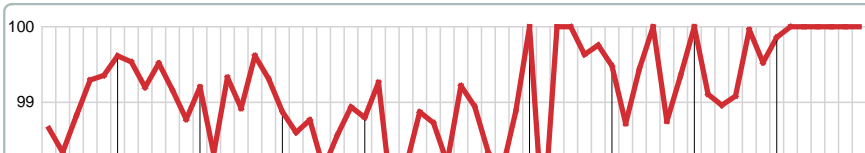
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 99.60%

High Dec 2020 100.00% Low Jan 2019 97.39%

Median Sold/List Ratio this month at 100.00% equal to 5 yr DEC average of 99.60%

- OCT 100.00%
- NOV 100.00%
- DEC 100.00%

0.00%
0.00%

DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	21	11.93%	100.00%	102.80%	96.87%	92.19%	0.00%
\$125,001 - \$150,000	15	8.52%	100.00%	97.77%	100.00%	86.16%	0.00%
\$150,001 - \$175,000	21	11.93%	100.00%	96.05%	100.00%	0.00%	98.16%
\$175,001 - \$225,000	45	25.57%	100.00%	100.00%	100.00%	99.41%	0.00%
\$225,001 - \$300,000	31	17.61%	100.00%	0.00%	100.00%	99.35%	100.20%
\$300,001 - \$400,000	23	13.07%	100.00%	0.00%	100.00%	100.00%	97.74%
\$400,001 and up	20	11.36%	99.29%	0.00%	98.81%	99.45%	96.80%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	97.95%
Total Closed Units		176	100%	9	101	56	10
Total Closed Volume		43,471,335		1.24M	20.52M	17.32M	4.40M

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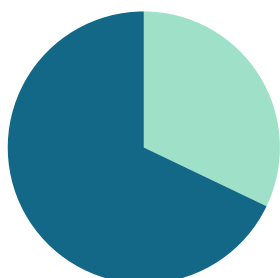
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

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

INVENTORY

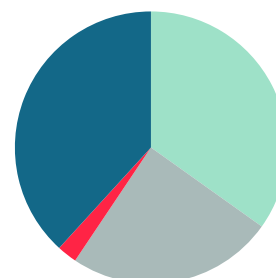


Inventory
 New Listings
104 = 32.10%
 Start Inventory
220
 Total Inventory Units
324
 Volume
\$118,392,158

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%
Median List Price	182,400	212,825	16.68%	182,368	209,900	15.10%
Median Sale Price	180,500	211,250	17.04%	180,000	207,500	15.28%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	99.66%	100.00%	0.34%
Median Days on Market to Sale	22.50	7.00	-68.89%	25.00	12.50	-50.00%
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

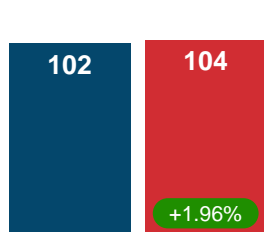
Inventory on December 31, 2020 = **193**

2019 **2020**

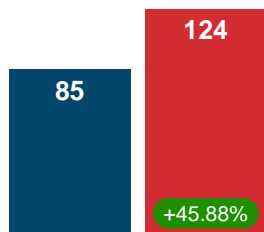
DECEMBER MARKET

MEDIAN PRICES

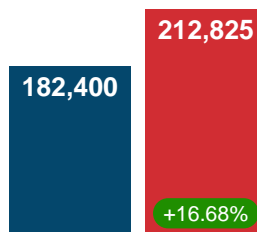
New Listings



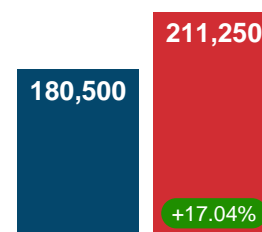
Pending Listings



List Price



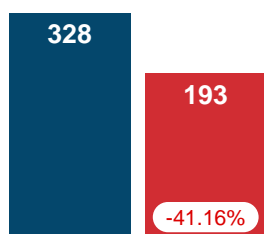
Sale Price



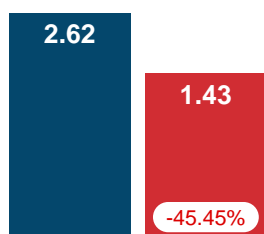
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

