

## February 2020



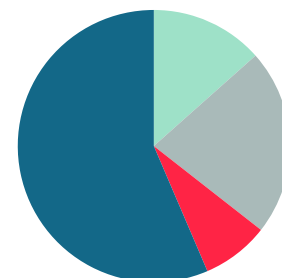
Area Delimited by County Of Rogers - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		
	2019	2020	+/-%
Closed Listings	94	74	-21.28%
Pending Listings	113	122	7.96%
New Listings	152	151	-0.66%
Average List Price	200,784	260,913	29.95%
Average Sale Price	198,247	255,460	28.86%
Average Percent of Selling Price to List Price	99.23%	98.52%	-0.72%
Average Days on Market to Sale	53.90	47.97	-11.00%
End of Month Inventory	363	311	-14.33%
Months Supply of Inventory	3.07	2.48	-19.22%



■ Closed (13.43%)  
■ Pending (22.14%)  
■ Other OffMarket (7.99%)  
■ Active (56.44%)

**Absorption:** Last 12 months, an Average of **126** Sales/Month  
**Active Inventory** as of February 29, 2020 = **311**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2020 decreased **14.33%** to 311 existing homes available for sale. Over the last 12 months this area has had an average of 126 closed sales per month. This represents an unsold inventory index of **2.48** 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 **28.86%** in February 2020 to \$255,460 versus the previous year at \$198,247.

##### Average Days on Market Shortens

The average number of **47.97** days that homes spent on the market before selling decreased by 5.93 days or **11.00%** in February 2020 compared to last year's same month at **53.90** DOM.

##### Sales Success for February 2020 is Positive

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

There were 151 New Listings in February 2020, down **0.66%** from last year at 152. Furthermore, there were 74 Closed Listings this month versus last year at 94, a **-21.28%** decrease.

Closed versus Listed trends yielded a **49.0%** ratio, down from previous year's, February 2019, at **61.8%**, a **20.76%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

#### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

#### 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

# February 2020



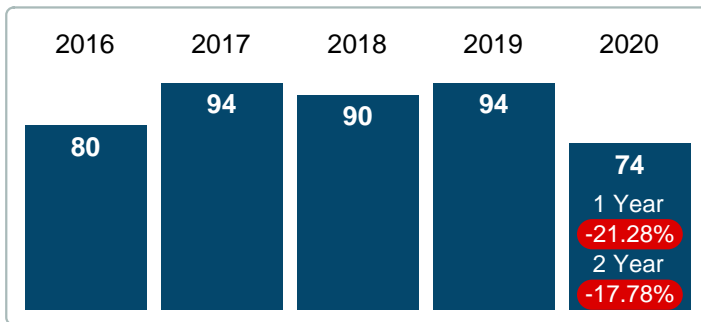
Area Delimited by County Of Rogers - Residential Property Type



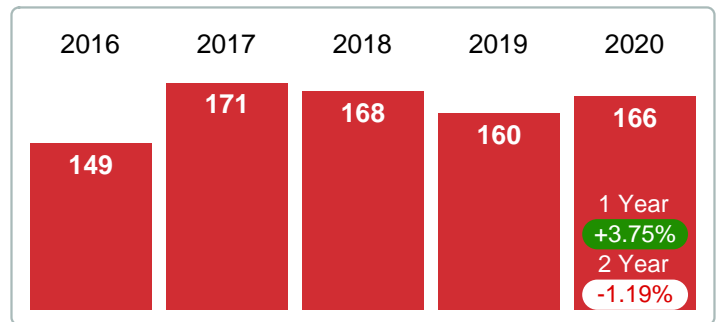
## CLOSED LISTINGS

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

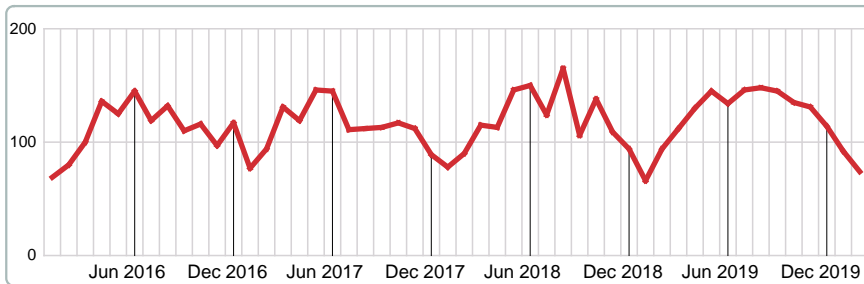
### FEBRUARY



### YEAR TO DATE (YTD)

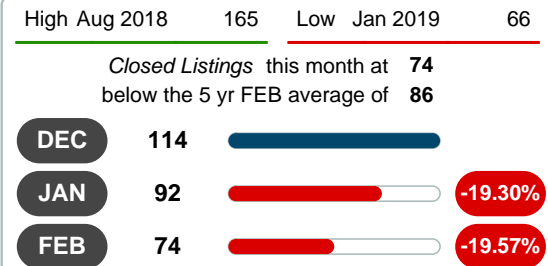


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 86



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	8.11%	72.8	1	5	0	0
\$75,001 - \$125,000	9	12.16%	26.3	2	7	0	0
\$125,001 - \$150,000	6	8.11%	30.7	0	5	1	0
\$150,001 - \$225,000	17	22.97%	42.2	0	14	3	0
\$225,001 - \$350,000	20	27.03%	45.8	0	9	9	2
\$350,001 - \$450,000	7	9.46%	97.3	0	3	4	0
\$450,001 and up	9	12.16%	42.1	0	1	4	4
<b>Total Closed Units</b>	<b>74</b>			<b>3</b>	<b>44</b>	<b>21</b>	<b>6</b>
<b>Total Closed Volume</b>	<b>18,904,061</b>	<b>100%</b>	<b>48.0</b>	<b>249.40K</b>	<b>8.10M</b>	<b>6.85M</b>	<b>3.70M</b>
<b>Average Closed Price</b>	<b>\$255,460</b>			<b>\$83,133</b>	<b>\$184,041</b>	<b>\$326,385</b>	<b>\$617,129</b>

# February 2020



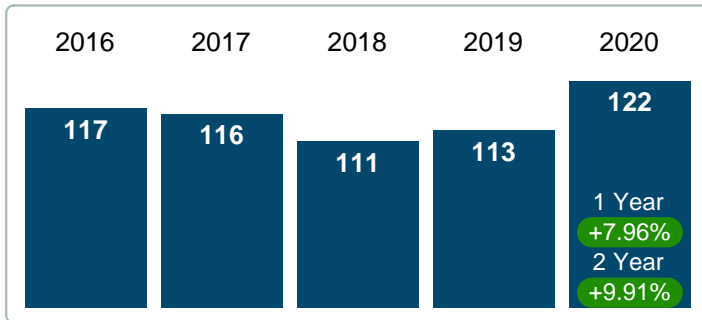
Area Delimited by County Of Rogers - Residential Property Type



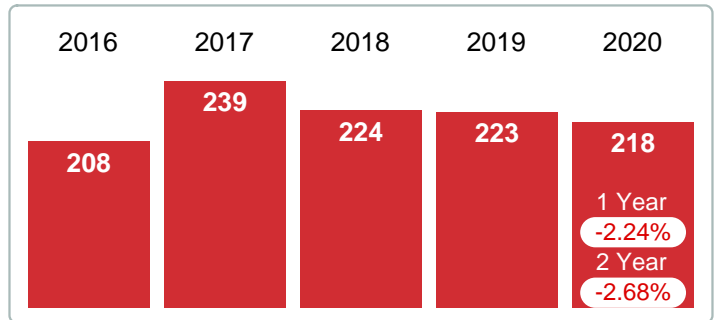
## PENDING LISTINGS

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

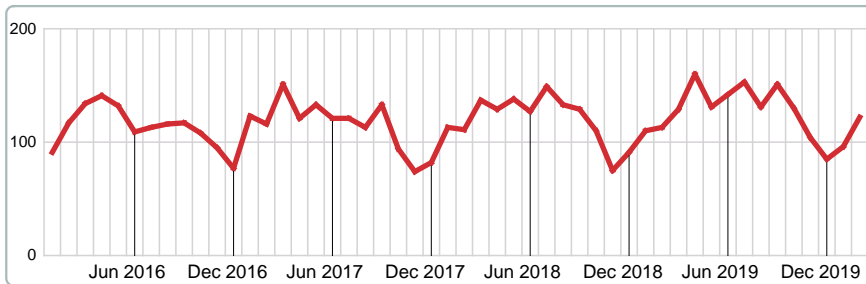
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 116

High Apr 2019 160 Low Nov 2017 74

Pending Listings this month at 122  
above the 5 yr FEB average of 116



### 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	12	9.84%	45.8	3	8	1	0
\$100,001 - \$125,000	9	7.38%	38.4	2	6	1	0
\$125,001 - \$150,000	14	11.48%	23.3	2	12	0	0
\$150,001 - \$200,000	38	31.15%	41.2	4	26	8	0
\$200,001 - \$250,000	17	13.93%	41.5	0	8	9	0
\$250,001 - \$325,000	17	13.93%	59.1	0	6	11	0
\$325,001 and up	15	12.30%	48.2	0	1	10	4
<b>Total Pending Units</b>	<b>122</b>			<b>11</b>	<b>67</b>	<b>40</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>25,942,148</b>	<b>100%</b>	<b>42.3</b>	<b>1.47M</b>	<b>11.50M</b>	<b>10.90M</b>	<b>2.07M</b>
<b>Average Listing Price</b>	<b>\$212,333</b>			<b>\$133,482</b>	<b>\$171,577</b>	<b>\$272,584</b>	<b>\$518,700</b>

# February 2020



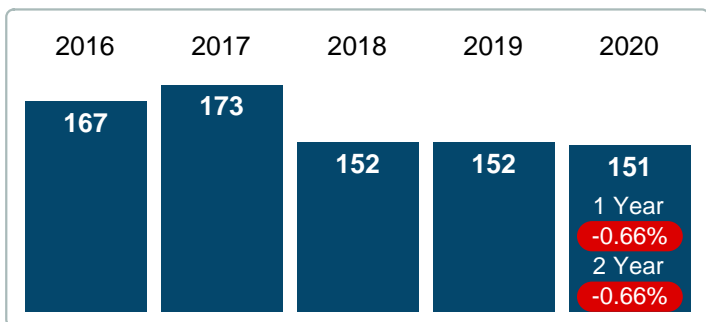
Area Delimited by County Of Rogers - Residential Property Type



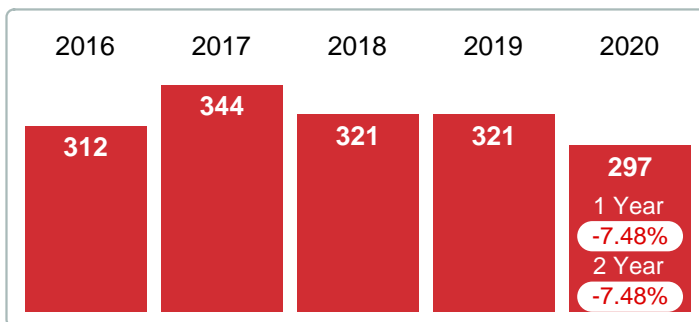
## NEW LISTINGS

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

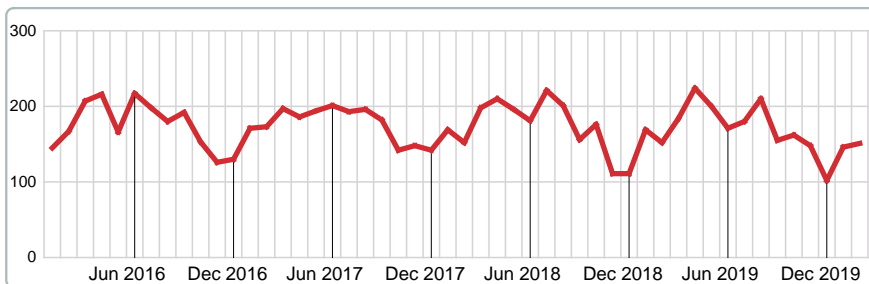
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

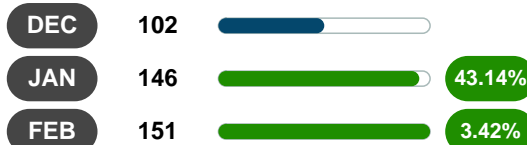


### 3 MONTHS

5 year FEB AVG = 159

High Apr 2019 224 Low Dec 2019 102

New Listings this month at 151  
below the 5 yr FEB average of 159



### 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	6	3.97%	2	3	1	0
\$75,001 - \$125,000	20	13.25%	8	9	2	1
\$125,001 - \$175,000	26	17.22%	0	23	3	0
\$175,001 - \$275,000	38	25.17%	6	19	13	0
\$275,001 - \$325,000	22	14.57%	0	10	10	2
\$325,001 - \$450,000	22	14.57%	0	5	14	3
\$450,001 and up	17	11.26%	0	1	9	7
<b>Total New Listed Units</b>	<b>151</b>		<b>16</b>	<b>70</b>	<b>52</b>	<b>13</b>
<b>Total New Listed Volume</b>	<b>40,068,363</b>	<b>100%</b>	<b>2.09M</b>	<b>14.41M</b>	<b>17.60M</b>	<b>5.97M</b>
<b>Average New Listed Listing Price</b>	<b>\$246,369</b>		<b>\$130,622</b>	<b>\$205,843</b>	<b>\$338,433</b>	<b>\$459,300</b>

# February 2020



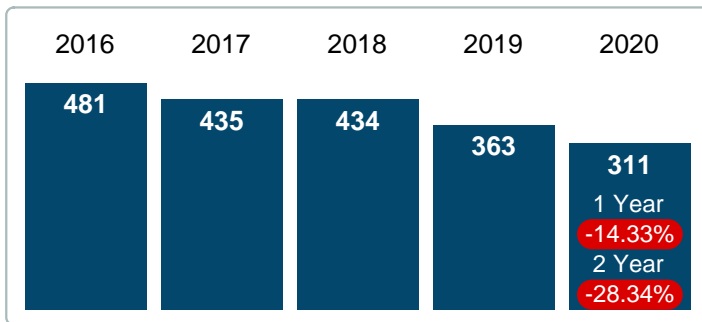
Area Delimited by County Of Rogers - Residential Property Type



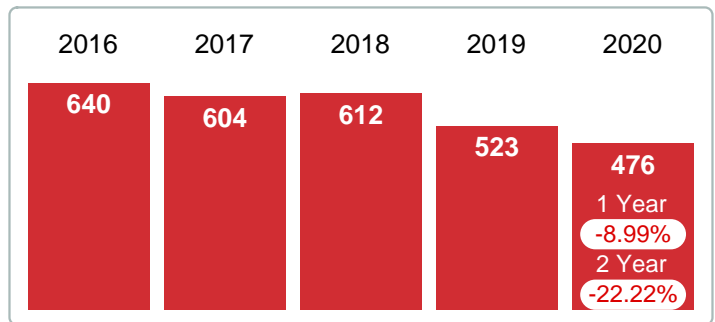
## ACTIVE INVENTORY

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

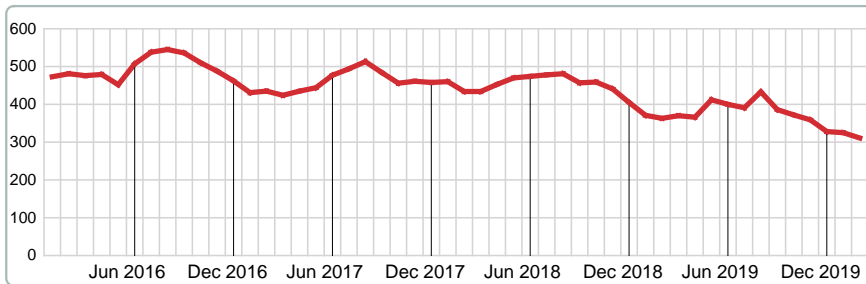
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

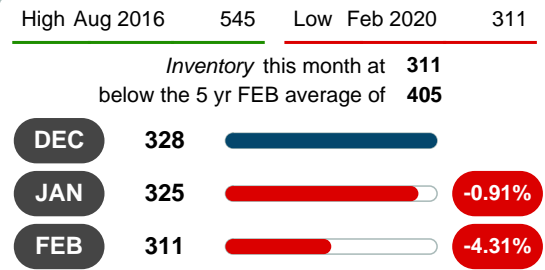


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 405



### 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	15	4.82%	64.5	7	5	3	0
\$75,001 - \$150,000	48	15.43%	61.8	9	33	5	1
\$150,001 - \$200,000	52	16.72%	63.4	3	27	20	2
\$200,001 - \$325,000	73	23.47%	65.8	0	37	31	5
\$325,001 - \$400,000	52	16.72%	74.3	1	12	34	5
\$400,001 - \$575,000	39	12.54%	72.9	0	3	29	7
\$575,001 and up	32	10.29%	82.6	0	6	12	14
Total Active Inventory by Units	311			20	123	134	34
Total Active Inventory by Volume	107,104,196	100%	68.8	2.29M	29.37M	49.21M	26.23M
Average Active Inventory Listing Price	\$344,386			\$114,723	\$238,761	\$367,226	\$771,585

# February 2020



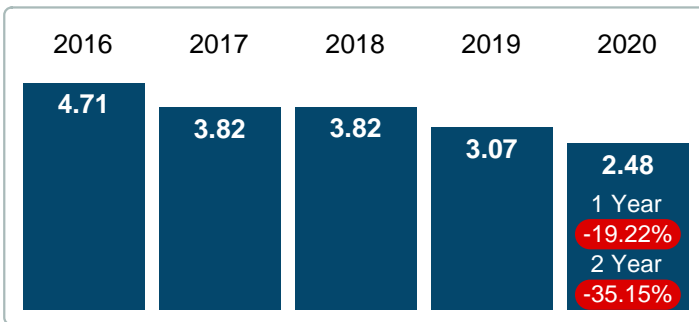
Area Delimited by County Of Rogers - Residential Property Type



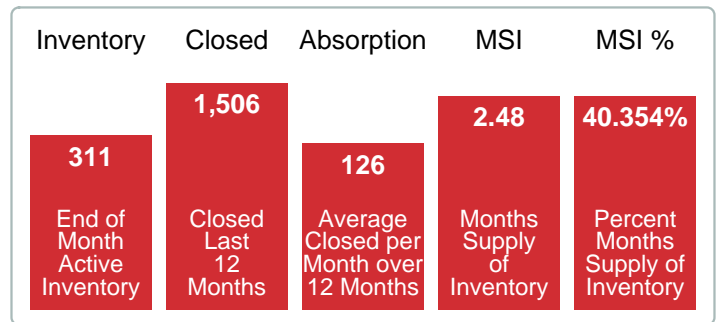
## MONTHS SUPPLY of INVENTORY (MSI)

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

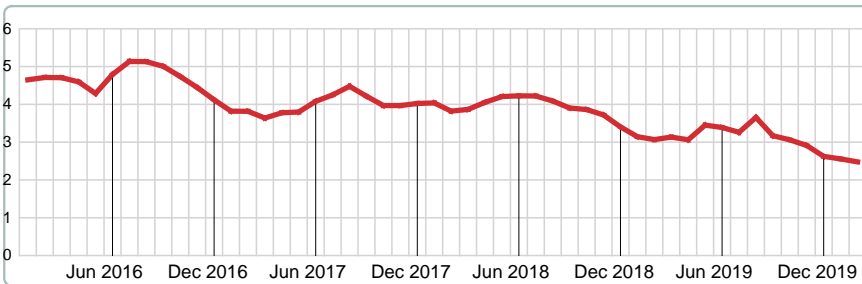
### MSI FOR FEBRUARY



### INDICATORS FOR FEBRUARY 2020

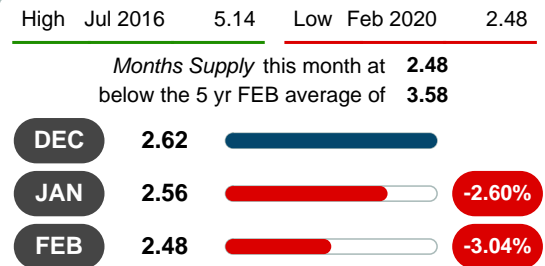


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 3.58



### 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	15	4.82%	2.09	2.33	1.46	4.00	0.00
\$75,001 - \$150,000	48	15.43%	1.52	2.63	1.33	1.67	3.00
\$150,001 - \$200,000	52	16.72%	1.54	1.89	1.13	2.55	4.80
\$200,001 - \$325,000	73	23.47%	2.35	0.00	2.71	2.08	2.61
\$325,001 - \$400,000	52	16.72%	4.62	0.00	4.65	4.48	4.62
\$400,001 - \$575,000	39	12.54%	5.14	0.00	2.77	6.11	4.00
\$575,001 and up	32	10.29%	9.60	0.00	36.00	6.86	9.88
Market Supply of Inventory (MSI)			2.48	2.35	1.77	3.30	4.92
Total Active Inventory by Units		100%	2.48	20	123	134	34

# February 2020



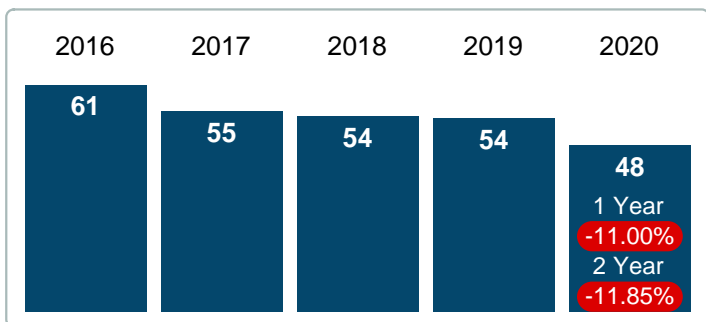
Area Delimited by County Of Rogers - Residential Property Type



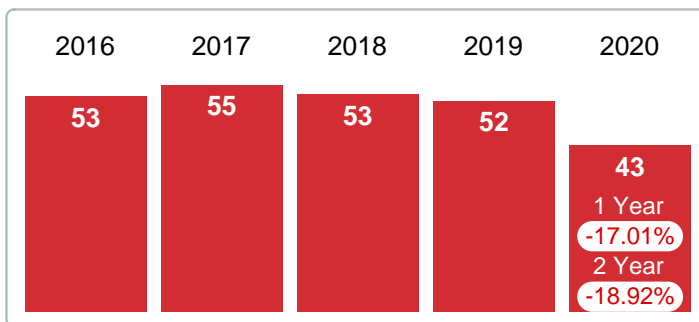
## AVERAGE DAYS ON MARKET TO SALE

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

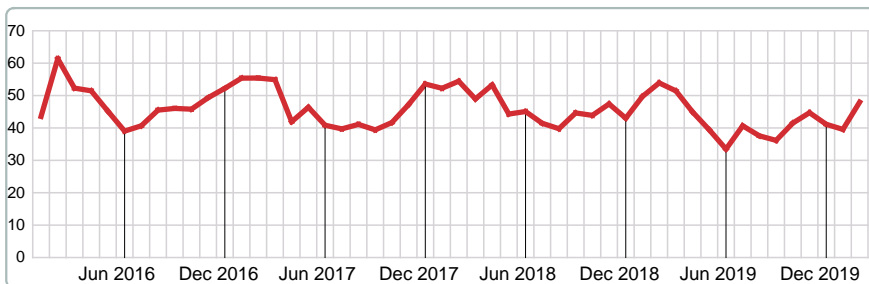
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 55

High Feb 2016 61 Low Jun 2019 33

Average Days on Market to Sale this month at 48 below the 5 yr FEB average of 55



### 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
\$75,000 and less	8.11%	73	112	65	0	0
\$75,001 - \$125,000	12.16%	26	5	33	0	0
\$125,001 - \$150,000	8.11%	31	0	21	79	0
\$150,001 - \$225,000	22.97%	42	0	45	27	0
\$225,001 - \$350,000	27.03%	46	0	66	24	53
\$350,001 - \$450,000	9.46%	97	0	138	67	0
\$450,001 and up	12.16%	42	0	6	10	83
<b>Average Closed DOM</b>		<b>48</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>48</b>	<b>3</b>	<b>44</b>	<b>21</b>	<b>6</b>
<b>Total Closed Volume</b>		<b>18,904,061</b>	<b>249.40K</b>	<b>8.10M</b>	<b>6.85M</b>	<b>3.70M</b>

# February 2020



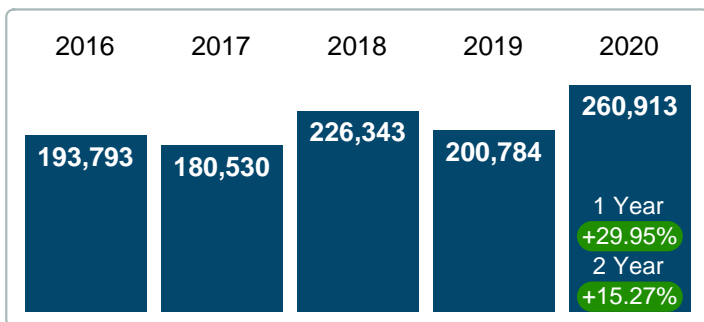
Area Delimited by County Of Rogers - Residential Property Type



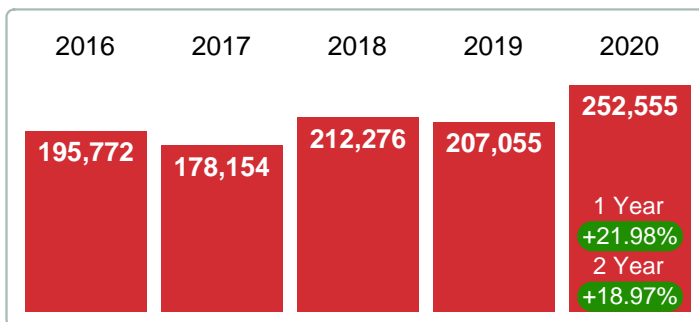
## AVERAGE LIST PRICE AT CLOSING

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

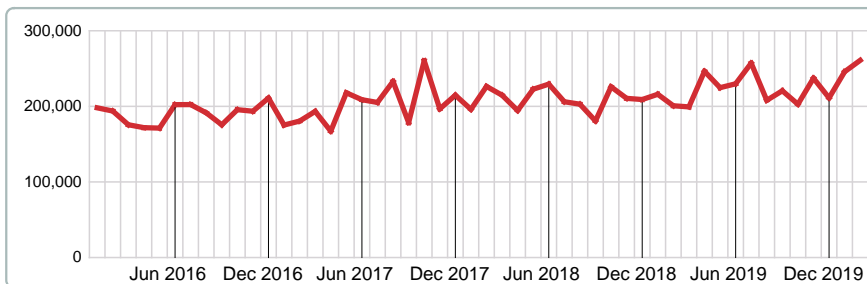
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

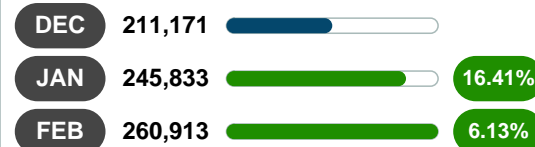


### 3 MONTHS

5 year FEB AVG = 212,473

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

Average List Price at Closing this month at **260,913**  
above the 5 yr FEB average of **212,473**



### 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
\$75,000 and less	9.46%	41,129	54,500	33,180	0	0
\$75,001 - \$125,000	8.11%	99,200	107,450	102,529	0	0
\$125,001 - \$150,000	9.46%	141,850	0	144,610	155,700	0
\$150,001 - \$225,000	24.32%	182,038	0	182,259	189,783	0
\$225,001 - \$350,000	24.32%	268,167	0	262,967	293,144	269,900
\$350,001 - \$450,000	12.16%	390,206	0	393,100	403,688	0
\$450,001 and up	12.16%	646,219	0	515,000	513,550	811,694
<b>Average List Price</b>		<b>260,913</b>	<b>89,800</b>	<b>186,802</b>	<b>334,871</b>	<b>631,096</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>260,913</b>	<b>3</b>	<b>44</b>	<b>21</b>	<b>6</b>
<b>Total Closed Volume</b>		<b>19,307,550</b>	<b>269.40K</b>	<b>8.22M</b>	<b>7.03M</b>	<b>3.79M</b>



# February 2020



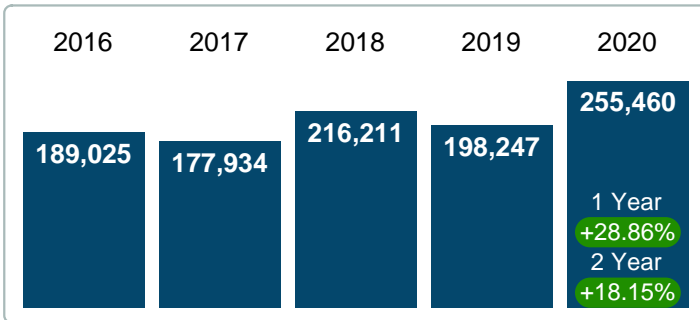
Area Delimited by County Of Rogers - Residential Property Type



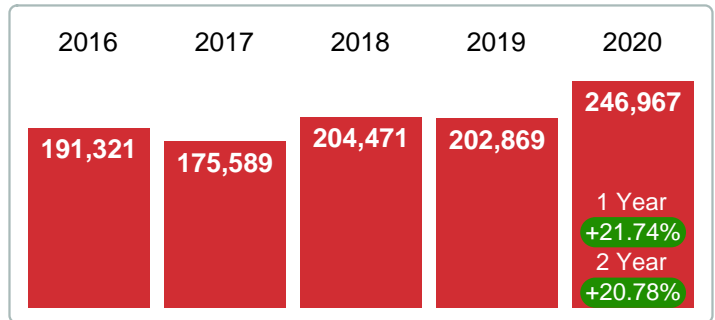
## AVERAGE SOLD PRICE AT CLOSING

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

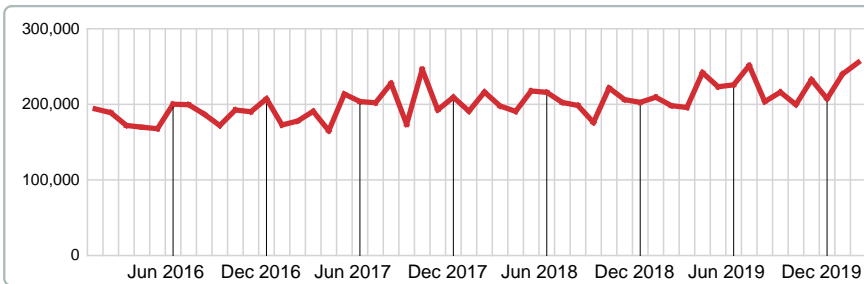
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

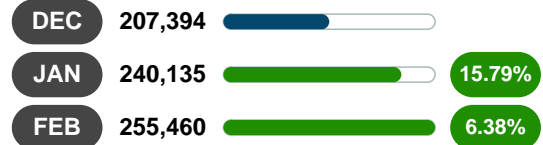


### 3 MONTHS

5 year FEB AVG = 207,375

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

Average Sold Price at Closing this month at **255,460** above the 5 yr FEB average of **207,375**



### 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
\$75,000 and less	8.11%	34,774	44,500	32,829	0	0
\$75,001 - \$125,000	12.16%	102,933	102,450	103,071	0	0
\$125,001 - \$150,000	8.11%	139,738	0	138,385	146,500	0
\$150,001 - \$225,000	22.97%	181,452	0	180,023	188,116	0
\$225,001 - \$350,000	27.03%	273,190	0	257,333	289,867	269,500
\$350,001 - \$450,000	9.46%	386,842	0	389,633	384,748	0
\$450,001 and up	12.16%	630,469	0	515,000	498,862	790,944
<b>Average Sold Price</b>		<b>255,460</b>	<b>83,133</b>	<b>184,041</b>	<b>326,385</b>	<b>617,129</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>255,460</b>	<b>3</b>	<b>44</b>	<b>21</b>	<b>6</b>
<b>Total Closed Volume</b>		<b>18,904,061</b>	<b>249.40K</b>	<b>8.10M</b>	<b>6.85M</b>	<b>3.70M</b>

# February 2020



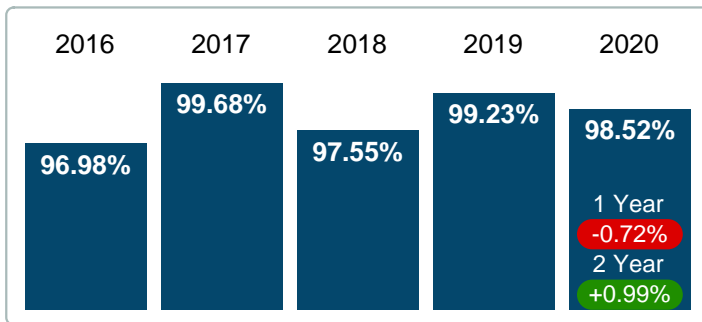
Area Delimited by County Of Rogers - Residential Property Type



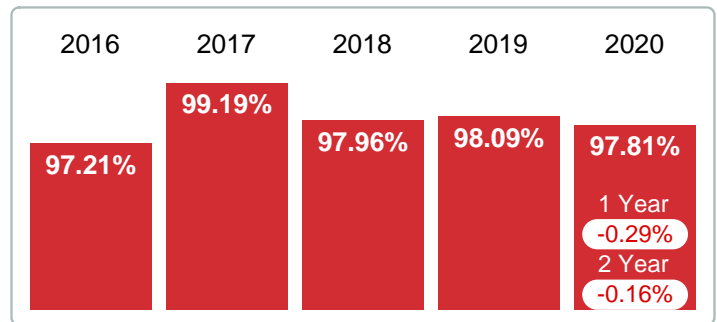
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

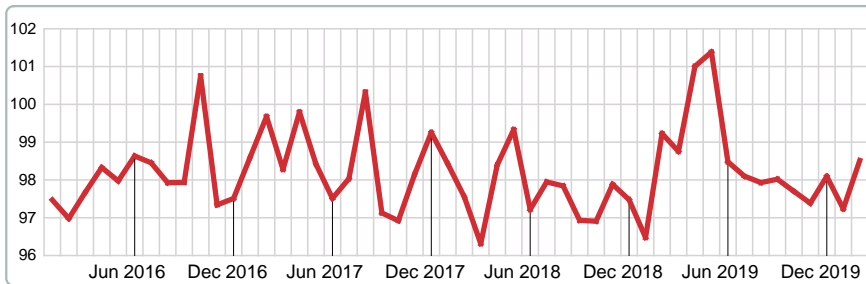
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

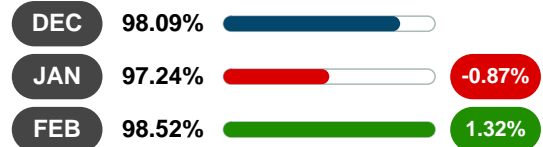


### 3 MONTHS

5 year FEB AVG = 98.39%

High May 2019 101.38% Low Mar 2018 96.31%

Average Sold/List Ratio this month at **98.52%**  
above the 5 yr FEB average of **98.39%**



## 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
\$75,000 and less	6	8.11%	98.09%	81.65%	101.38%	0.00%	0.00%
\$75,001 - \$125,000	9	12.16%	102.12%	96.00%	103.87%	0.00%	0.00%
\$125,001 - \$150,000	6	8.11%	95.54%	0.00%	95.83%	94.09%	0.00%
\$150,001 - \$225,000	17	22.97%	98.79%	0.00%	98.74%	99.05%	0.00%
\$225,001 - \$350,000	20	27.03%	98.62%	0.00%	98.01%	98.95%	99.88%
\$350,001 - \$450,000	7	9.46%	97.04%	0.00%	99.14%	95.48%	0.00%
\$450,001 and up	9	12.16%	97.57%	0.00%	100.00%	97.13%	97.39%
Average Sold/List Ratio		98.50%		91.22%	99.43%	97.73%	98.22%
Total Closed Units		74	100%	3	44	21	6
Total Closed Volume		18,904,061		249.40K	8.10M	6.85M	3.70M

# February 2020



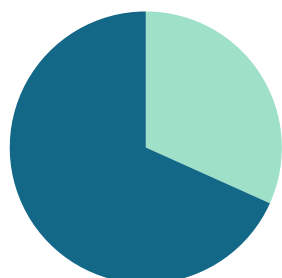
Area Delimited by County Of Rogers - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

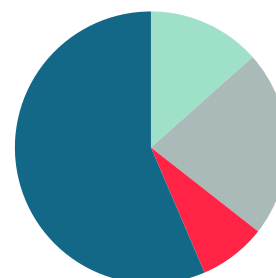


**Inventory**  
 New Listings  
**151 = 31.72%**  
 Start Inventory  
**325**  
 Total Inventory Units  
**476**  
 Volume  
**\$148,093,288**

### Market Activity

Closed Sales  
**74 = 13.43%**  
 Pending Sales  
**122 = 22.14%**  
 Other Off Market  
**44 = 7.99%**  
 Active Inventory  
**311 = 56.44%**

### MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	94	74	-21.28%	160	166	3.75%
Pending Sales	113	122	7.96%	223	218	-2.24%
New Listings	152	151	-0.66%	321	297	-7.48%
Average List Price	200,784	260,913	29.95%	207,055	252,555	21.98%
Average Sale Price	198,247	255,460	28.86%	202,869	246,967	21.74%
Average Percent of Selling Price to List Price	99.23%	98.52%	-0.72%	98.09%	97.81%	-0.29%
Average Days on Market to Sale	53.90	47.97	-11.00%	52.18	43.31	-17.01%
Monthly Inventory	363	311	-14.33%	363	311	-14.33%
Months Supply of Inventory	3.07	2.48	-19.22%	3.07	2.48	-19.22%

**Absorption:** Last 12 months, an Average of **126** Sales/Month

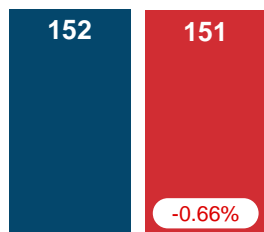
**Inventory** on February 29, 2020 = **311**

**2019** **2020**

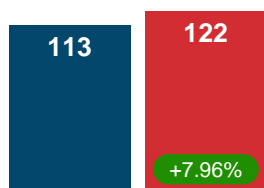
### FEBRUARY MARKET

### AVERAGE PRICES

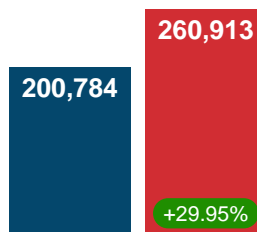
#### New Listings



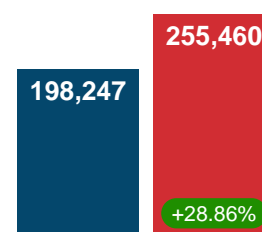
#### Pending Listings



#### List Price



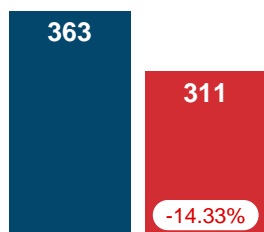
#### Sale Price



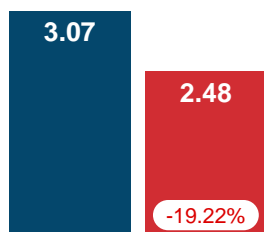
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

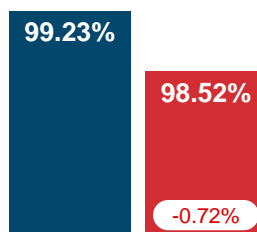
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

