

January 2020



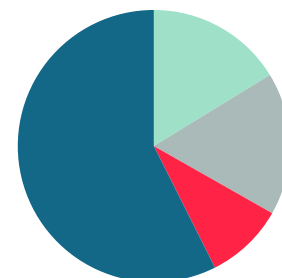
Area Delimited by County Of Rogers - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	January 2020	+/-%
Closed Listings	66	92	39.39%
Pending Listings	110	96	-12.73%
New Listings	169	146	-13.61%
Average List Price	215,986	245,833	13.82%
Average Sale Price	209,453	240,135	14.65%
Average Percent of Selling Price to List Price	96.48%	97.24%	0.79%
Average Days on Market to Sale	49.73	39.55	-20.46%
End of Month Inventory	371	325	-12.40%
Months Supply of Inventory	3.14	2.56	-18.71%



■ Closed (16.25%)
■ Pending (16.96%)
■ Other OffMarket (9.36%)
■ Active (57.42%)

Absorption: Last 12 months, an Average of **127** Sales/Month
Active Inventory as of January 31, 2020 = **325**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2020 decreased **12.40%** to 325 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 **2.56** 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 **14.65%** in January 2020 to \$240,135 versus the previous year at \$209,453.

Average Days on Market Shortens

The average number of **39.55** days that homes spent on the market before selling decreased by 10.17 days or **20.46%** in January 2020 compared to last year's same month at **49.73** DOM.

Sales Success for January 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 146 New Listings in January 2020, down **13.61%** from last year at 169. Furthermore, there were 92 Closed Listings this month versus last year at 66, a **39.39%** increase.

Closed versus Listed trends yielded a **63.0%** ratio, up from previous year's, January 2019, at **39.1%**, a **61.35%** 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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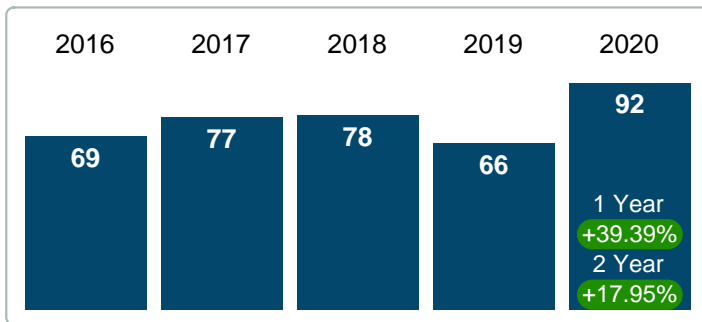
Area Delimited by County Of Rogers - Residential Property Type



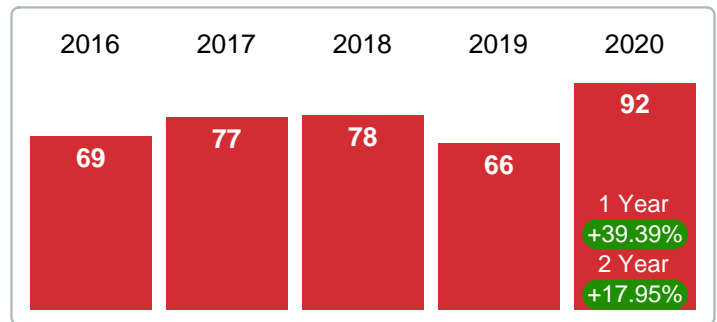
CLOSED LISTINGS

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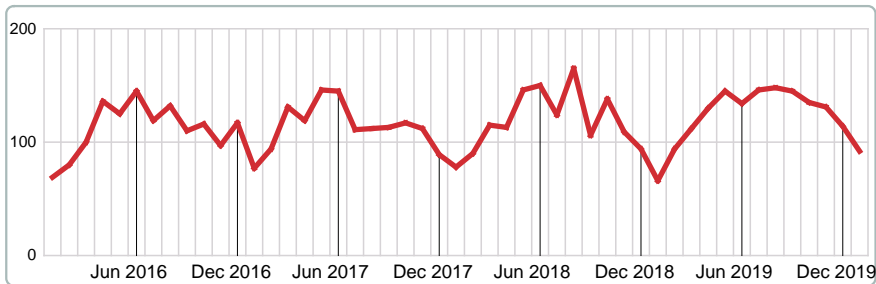
JANUARY



YEAR TO DATE (YTD)

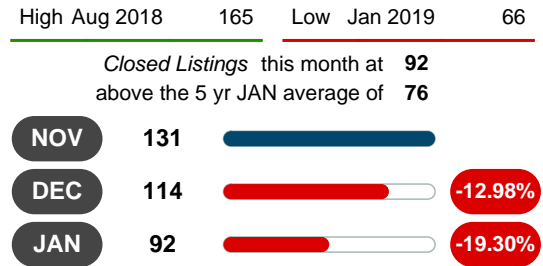


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 76



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	7	7.61%	65.1	3	4	0	0
\$75,001 - \$125,000	13	14.13%	23.2	3	9	1	0
\$125,001 - \$150,000	10	10.87%	15.2	2	7	1	0
\$150,001 - \$250,000	25	27.17%	42.6	1	16	8	0
\$250,001 - \$325,000	15	16.30%	28.9	0	4	9	2
\$325,001 - \$425,000	12	13.04%	57.0	0	3	6	3
\$425,001 and up	10	10.87%	54.6	0	2	7	1
Total Closed Units	92			9	45	32	6
Total Closed Volume	22,092,401	100%	39.6	929.65K	8.28M	10.77M	2.12M
Average Closed Price	\$240,135			\$103,294	\$184,002	\$336,411	\$352,917

January 2020



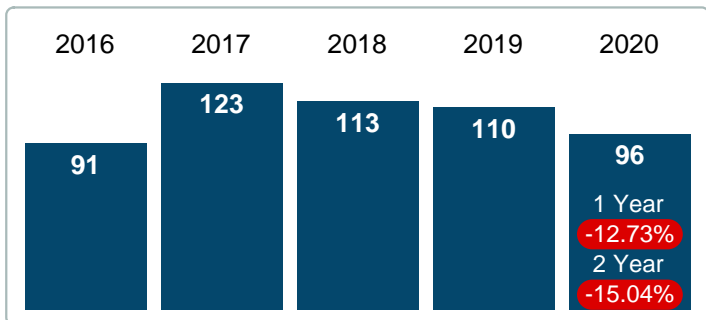
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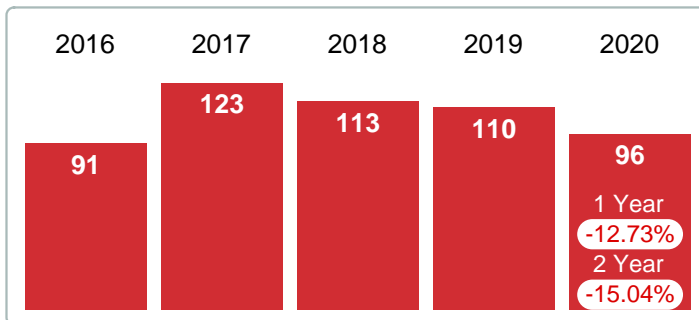
PENDING LISTINGS

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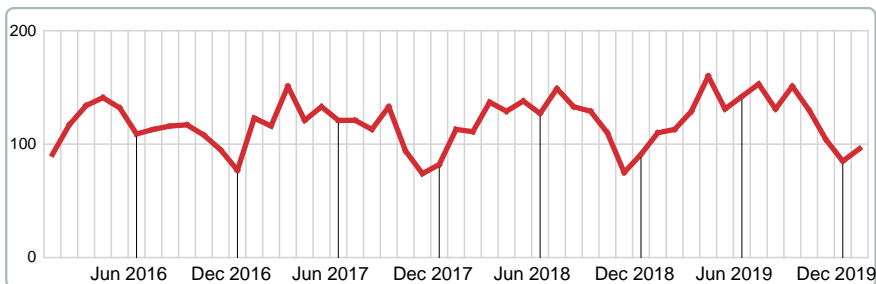
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 107

High Apr 2019 160 Low Nov 2017 74

Pending Listings this month at 96 below the 5 yr JAN average of 107



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	6.25%	56.5	2	4	0	0
\$75,001 - \$125,000	11	11.46%	23.9	5	6	0	0
\$125,001 - \$175,000	20	20.83%	43.1	1	17	2	0
\$175,001 - \$225,000	17	17.71%	53.6	0	13	4	0
\$225,001 - \$325,000	15	15.63%	65.9	0	8	4	3
\$325,001 - \$425,000	16	16.67%	82.1	0	7	9	0
\$425,001 and up	11	11.46%	50.5	0	2	5	4
Total Pending Units	96			8	57	24	7
Total Pending Volume	24,128,846	100%	54.5	750.70K	11.51M	7.80M	4.07M
Average Listing Price	\$251,342			\$93,838	\$201,891	\$325,064	\$581,257

January 2020



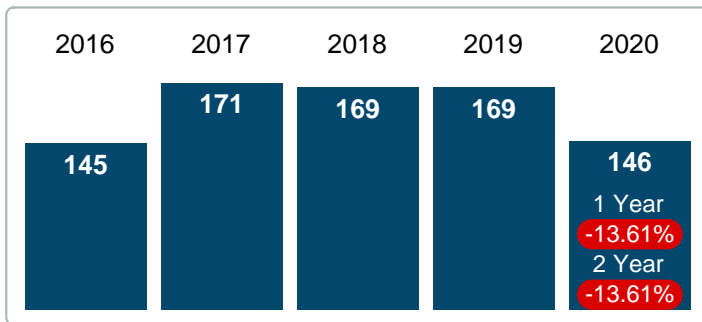
Area Delimited by County Of Rogers - Residential Property Type



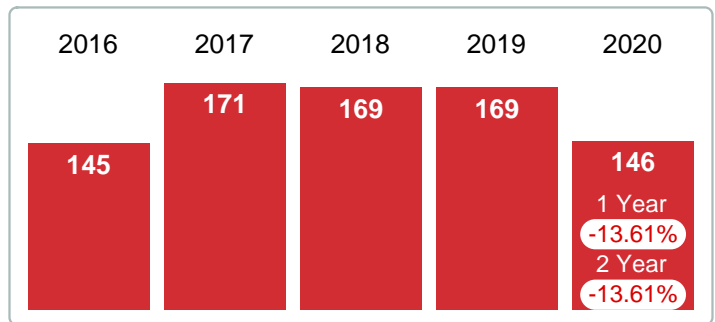
NEW LISTINGS

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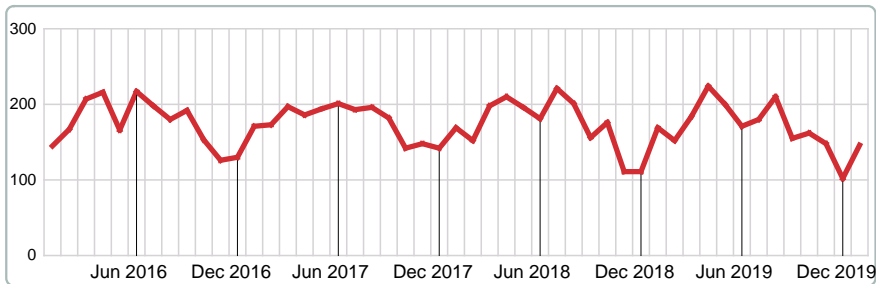
JANUARY



YEAR TO DATE (YTD)

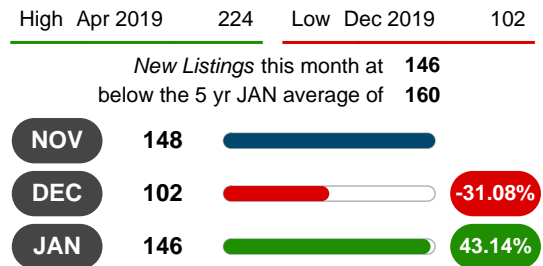


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 160



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	5.48%	1	6	1	0
\$75,001 - \$125,000	20	13.70%	5	13	2	0
\$125,001 - \$175,000	26	17.81%	0	23	3	0
\$175,001 - \$250,000	38	26.03%	0	22	15	1
\$250,001 - \$350,000	20	13.70%	0	6	12	2
\$350,001 - \$475,000	19	13.01%	0	2	16	1
\$475,001 and up	15	10.27%	0	1	7	7
Total New Listed Units	146		6	73	56	11
Total New Listed Volume	41,365,433	100%	557.80K	13.00M	19.55M	8.26M
Average New Listed Listing Price	\$236,730		\$92,967	\$178,060	\$349,118	\$750,782

January 2020



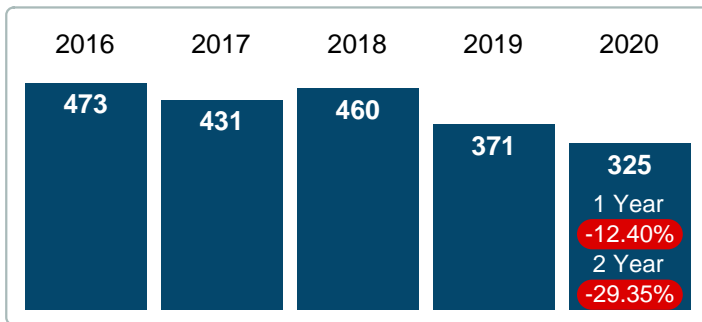
Area Delimited by County Of Rogers - Residential Property Type



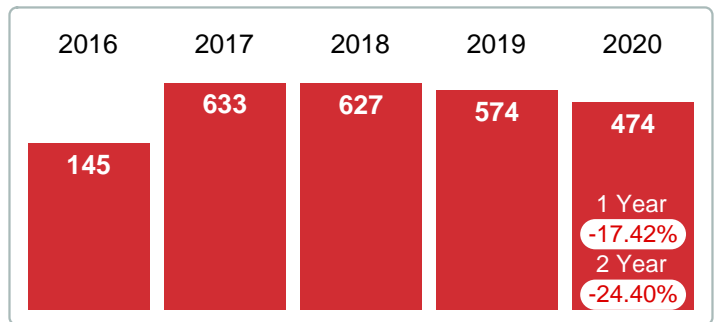
ACTIVE INVENTORY

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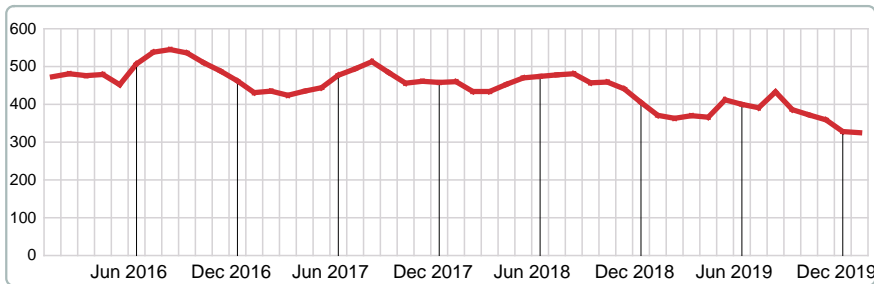
END OF JANUARY



ACTIVE DURING JANUARY

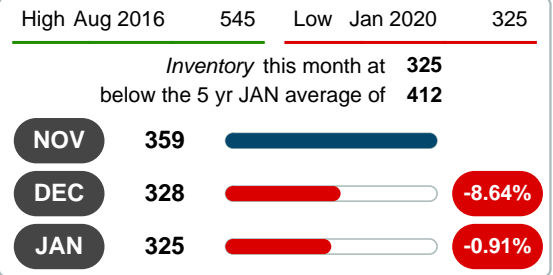


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 412



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	19	5.85%	72.6	8	9	2	0
\$75,001 - \$150,000	48	14.77%	55.8	9	34	5	0
\$150,001 - \$175,000	28	8.62%	71.2	1	21	5	1
\$175,001 - \$300,000	103	31.69%	72.4	0	49	51	3
\$300,001 - \$375,000	41	12.62%	84.3	0	8	27	6
\$375,001 - \$575,000	53	16.31%	79.3	1	7	39	6
\$575,001 and up	33	10.15%	82.3	0	6	11	16
Total Active Inventory by Units	325			19	134	140	32
Total Active Inventory by Volume	108,024,925	100%	73.5	1.98M	29.98M	48.68M	27.38M
Average Active Inventory Listing Price	\$332,384			\$104,437	\$223,751	\$347,695	\$855,650

January 2020



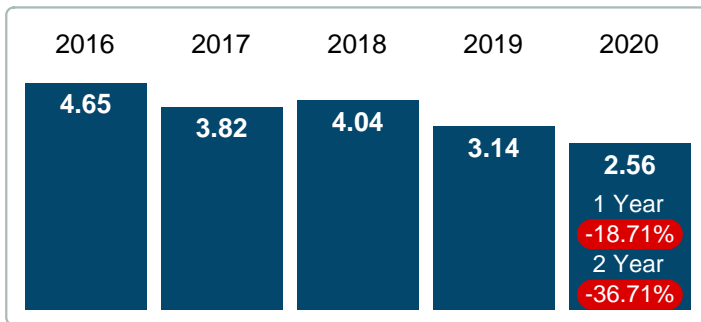
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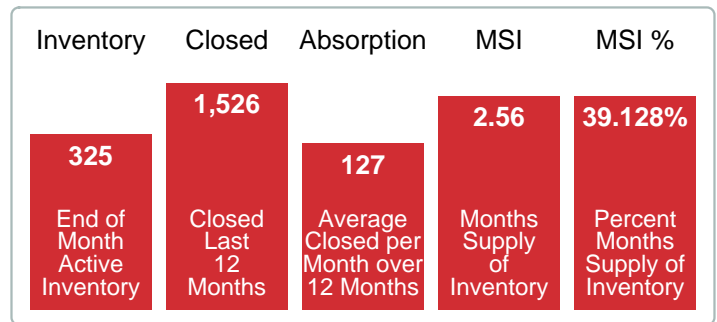
MONTHS SUPPLY of INVENTORY (MSI)

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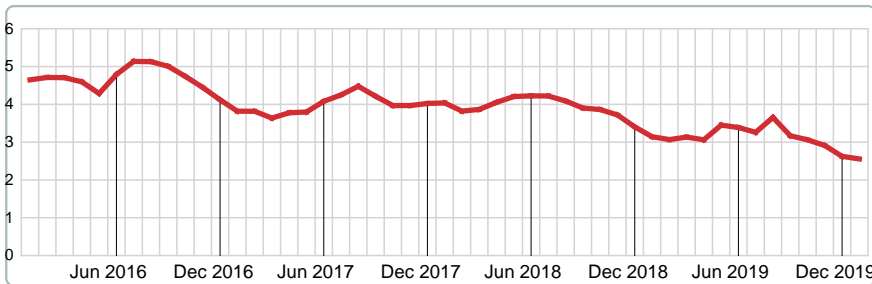
MSI FOR JANUARY



INDICATORS FOR JANUARY 2020

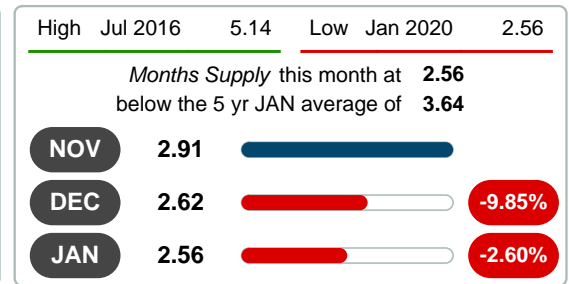


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 3.64



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	19	5.85%	2.59	2.46	2.70	2.67	0.00
\$75,001 - \$150,000	48	14.77%	1.46	2.70	1.31	1.54	0.00
\$150,001 - \$175,000	28	8.62%	1.45	1.71	1.45	1.22	6.00
\$175,001 - \$300,000	103	31.69%	2.50	0.00	2.29	3.04	1.71
\$300,001 - \$375,000	41	12.62%	3.17	0.00	2.40	3.45	4.00
\$375,001 - \$575,000	53	16.31%	5.21	0.00	4.42	5.78	3.27
\$575,001 and up	33	10.15%	10.15	0.00	36.00	6.60	11.29
Market Supply of Inventory (MSI)			2.56	2.17	1.91	3.41	4.52
Total Active Inventory by Units		100%	2.56	19	134	140	32

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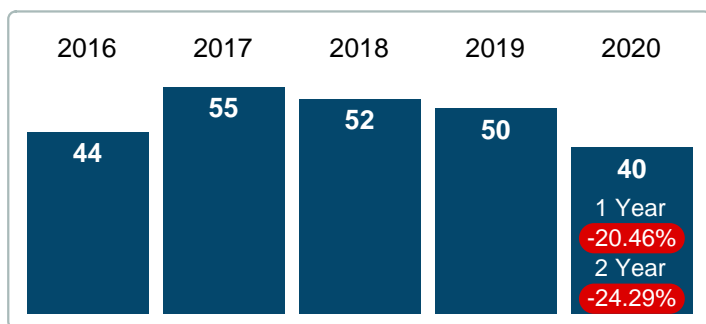
Area Delimited by County Of Rogers - Residential Property Type



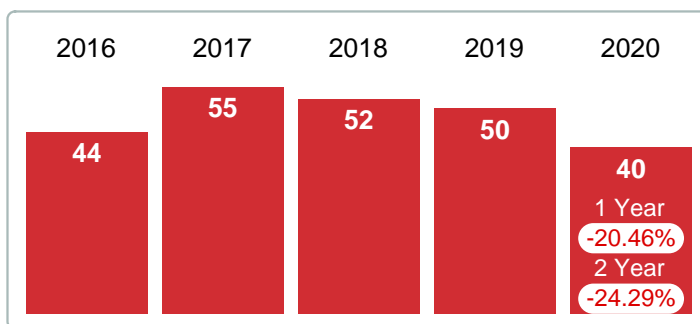
AVERAGE DAYS ON MARKET TO SALE

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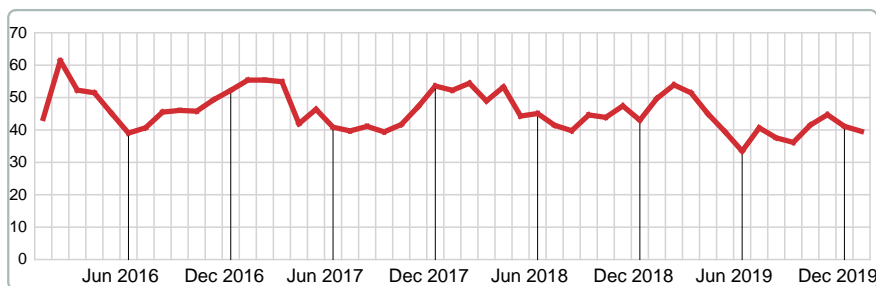
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

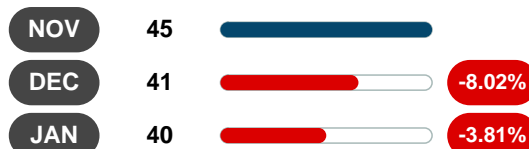


3 MONTHS

5 year JAN AVG = 48

High Feb 2016 61 Low Jun 2019 33

Average Days on Market to Sale this month at 40 below the 5 yr JAN average of 48



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	7	7.61%	65	64	66	0	0
\$75,001 - \$125,000	13	14.13%	23	21	25	11	0
\$125,001 - \$150,000	10	10.87%	15	14	17	8	0
\$150,001 - \$250,000	25	27.17%	43	27	50	30	0
\$250,001 - \$325,000	15	16.30%	29	0	13	25	77
\$325,001 - \$425,000	12	13.04%	57	0	65	62	40
\$425,001 and up	10	10.87%	55	0	59	36	175
Average Closed DOM	40			34	39	35	75
Total Closed Units	92	100%	40	9	45	32	6
Total Closed Volume	22,092,401			929.65K	8.28M	10.77M	2.12M

January 2020



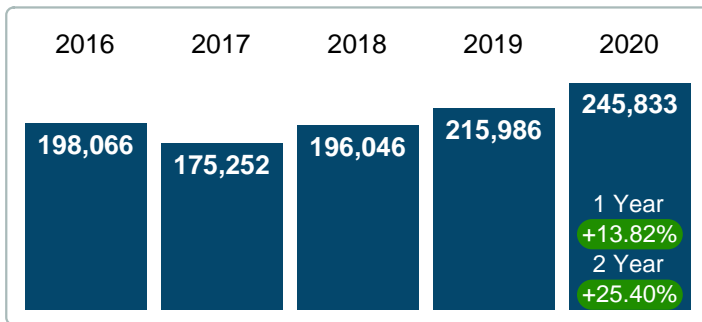
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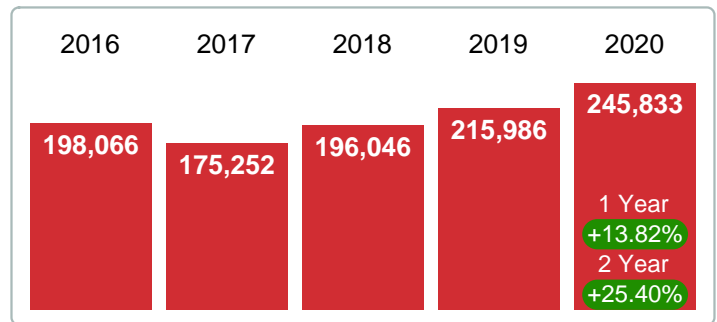
AVERAGE LIST PRICE AT CLOSING

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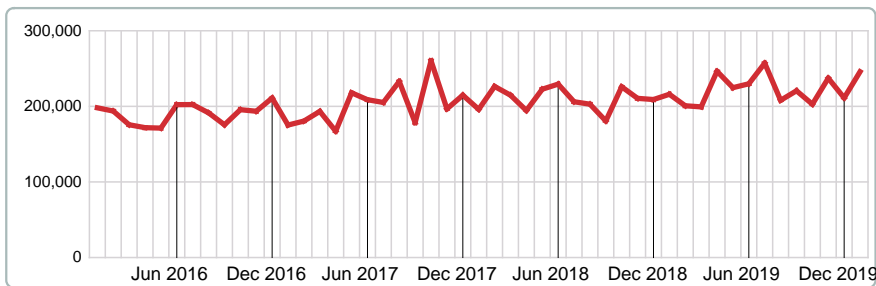
JANUARY



YEAR TO DATE (YTD)

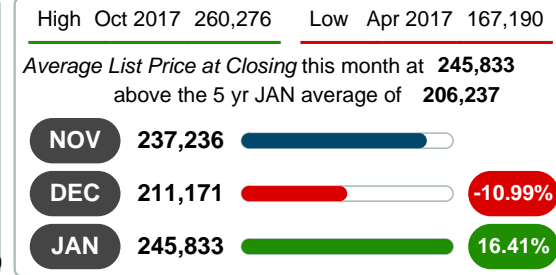


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 206,237



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	6.52%	61,733	54,133	75,750	0	0
\$75,001 - \$125,000	13.04%	109,600	118,667	111,556	119,000	0
\$125,001 - \$150,000	10.87%	135,390	131,250	143,529	139,900	0
\$150,001 - \$250,000	29.35%	195,542	170,400	190,996	217,663	0
\$250,001 - \$325,000	16.30%	289,370	0	291,737	292,856	281,450
\$325,001 - \$425,000	13.04%	370,469	0	354,133	371,555	376,300
\$425,001 and up	10.87%	551,135	0	442,250	587,961	511,125
Average List Price		245,833	105,700	188,477	343,155	367,154
Total Closed Units	100%	245,833	9	45	32	6
Total Closed Volume		22,616,662	951.30K	8.48M	10.98M	2.20M

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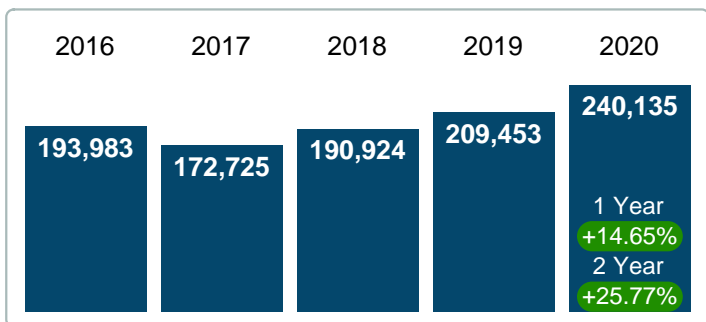
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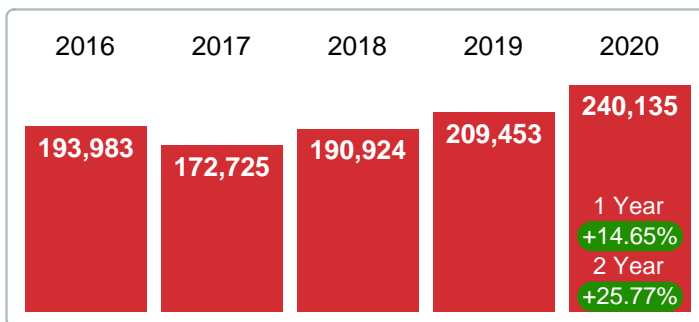
AVERAGE SOLD PRICE AT CLOSING

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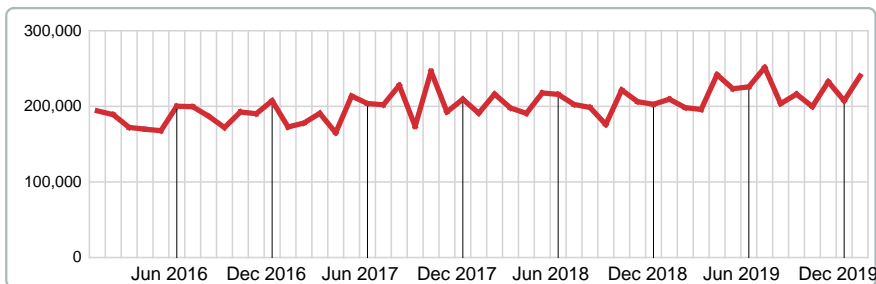
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

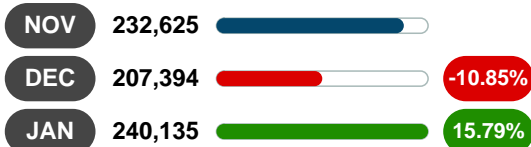


3 MONTHS

5 year JAN AVG = 201,444

High Jul 2019 251,295 Low Apr 2017 165,104

Average Sold Price at Closing this month at **240,135** above the 5 yr JAN average of **201,444**



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	7.61%	59,893	48,583	68,375	0	0
\$75,001 - \$125,000	14.13%	107,423	116,333	103,167	119,000	0
\$125,001 - \$150,000	10.87%	137,830	132,250	139,129	139,900	0
\$150,001 - \$250,000	27.17%	196,246	170,400	188,359	215,250	0
\$250,001 - \$325,000	16.30%	282,770	0	286,262	283,278	273,500
\$325,001 - \$425,000	13.04%	366,145	0	355,133	372,973	363,500
\$425,001 and up	10.87%	535,693	0	440,000	570,989	480,000
Average Sold Price		240,135	103,294	184,002	336,411	352,917
Total Closed Units	100%	240,135	9	45	32	6
Total Closed Volume		22,092,401	929.65K	8.28M	10.77M	2.12M

January 2020



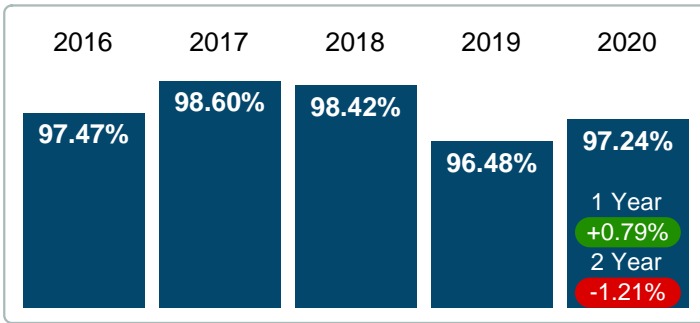
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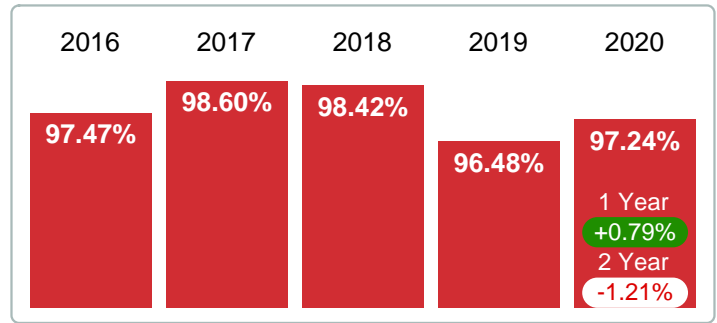
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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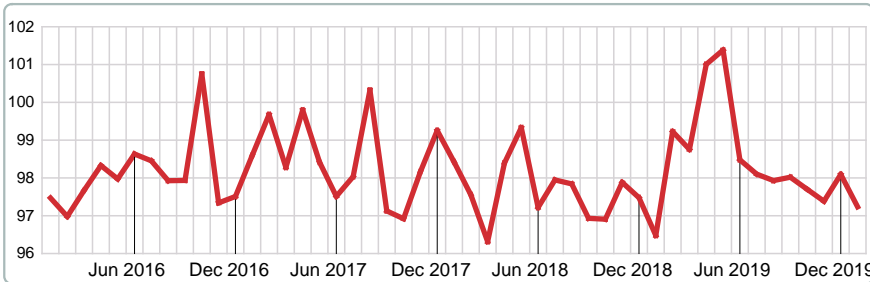
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

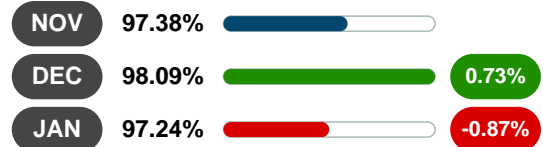


3 MONTHS

5 year JAN AVG = 97.64%

High May 2019 101.38% Low Mar 2018 96.31%

Average Sold/List Ratio this month at **97.24%**
below the 5 yr JAN average of **97.64%**



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	7	7.61%	90.60%	89.00%	91.80%	0.00%	0.00%	
\$75,001 - \$125,000	13	14.13%	94.61%	97.80%	92.94%	100.00%	0.00%	
\$125,001 - \$150,000	10	10.87%	98.11%	100.74%	97.08%	100.00%	0.00%	
\$150,001 - \$250,000	25	27.17%	98.87%	100.00%	98.76%	98.96%	0.00%	
\$250,001 - \$325,000	15	16.30%	97.30%	0.00%	98.15%	96.93%	97.24%	
\$325,001 - \$425,000	12	13.04%	99.42%	0.00%	100.31%	100.32%	96.74%	
\$425,001 and up	10	10.87%	97.62%	0.00%	99.49%	97.61%	93.91%	
Average Sold/List Ratio		97.20%		95.76%	96.80%	98.41%	96.43%	
Total Closed Units		92	100%	97.20%	9	45	32	6
Total Closed Volume		22,092,401			929.65K	8.28M	10.77M	2.12M

January 2020



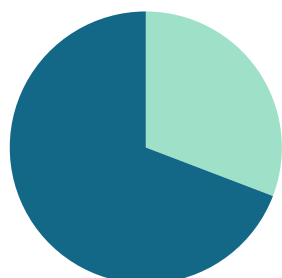
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

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

INVENTORY

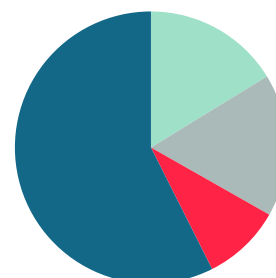


Inventory
 New Listings
146 = 30.80%
 Start Inventory
328
 Total Inventory Units
474
 Volume
\$152,967,062

Market Activity

Closed Sales
92 = 16.25%
 Pending Sales
96 = 16.96%
 Other Off Market
53 = 9.36%
 Active Inventory
325 = 57.42%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	66	92	39.39%	66	92	39.39%
Pending Sales	110	96	-12.73%	110	96	-12.73%
New Listings	169	146	-13.61%	169	146	-13.61%
Average List Price	215,986	245,833	13.82%	215,986	245,833	13.82%
Average Sale Price	209,453	240,135	14.65%	209,453	240,135	14.65%
Average Percent of Selling Price to List Price	96.48%	97.24%	0.79%	96.48%	97.24%	0.79%
Average Days on Market to Sale	49.73	39.55	-20.46%	49.73	39.55	-20.46%
Monthly Inventory	371	325	-12.40%	371	325	-12.40%
Months Supply of Inventory	3.14	2.56	-18.71%	3.14	2.56	-18.71%

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

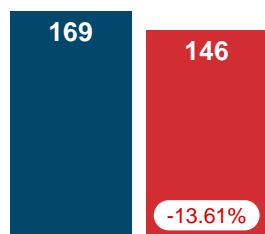
Inventory on January 31, 2020 = 325

2019 2020

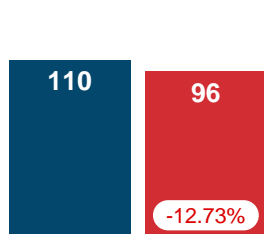
JANUARY MARKET

AVERAGE PRICES

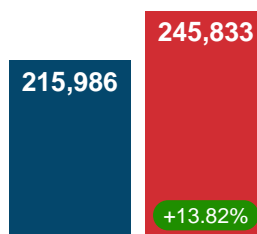
New Listings



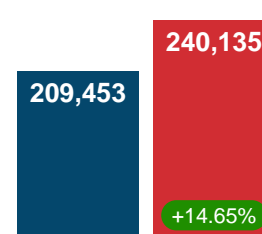
Pending Listings



List Price



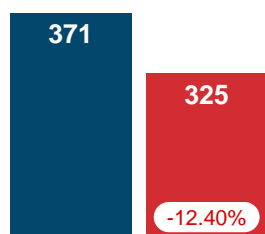
Sale Price



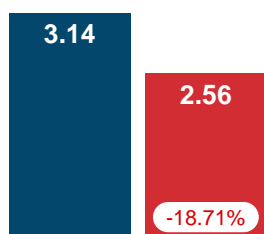
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

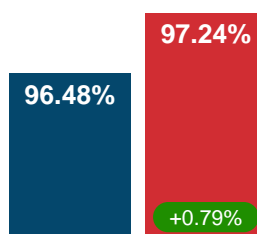
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

