

January 2020



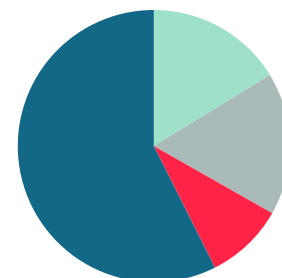
Area Delimited by County Of Rogers - Residential Property Type



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%
Median List Price	160,738	217,450	35.28%
Median Sale Price	160,493	212,500	32.40%
Median Percent of Selling Price to List Price	97.39%	99.11%	1.76%
Median Days on Market to Sale	39.00	23.50	-39.74%
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.

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 **32.40%** in January 2020 to \$212,500 versus the previous year at \$160,493.

Median Days on Market Shortens

The median number of **23.50** days that homes spent on the market before selling decreased by 15.50 days or **39.74%** in January 2020 compared to last year's same month at **39.00** DOM.

Sales Success for January 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 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.

What's in this Issue

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

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

January 2020



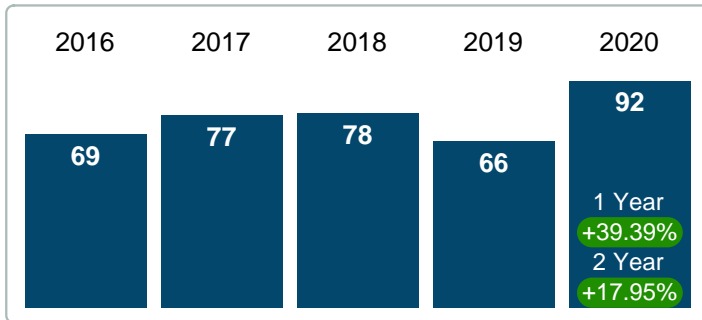
Area Delimited by County Of Rogers - Residential Property Type



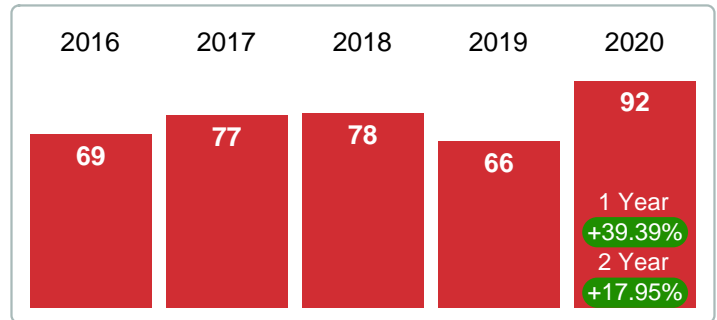
CLOSED LISTINGS

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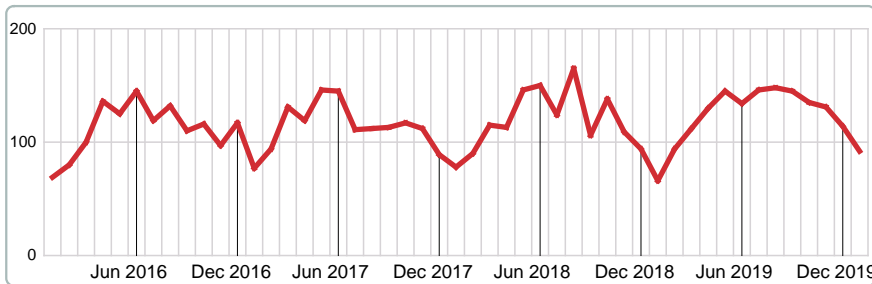
JANUARY



YEAR TO DATE (YTD)

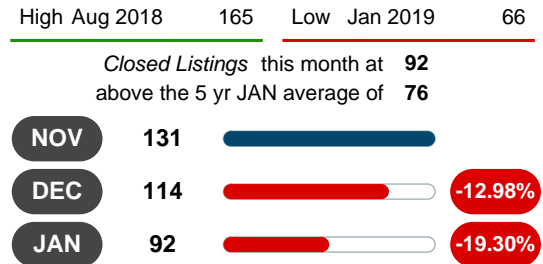


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 76



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	7.61%	68.0	3	4	0	0
\$75,001 - \$125,000	13	14.13%	11.0	3	9	1	0
\$125,001 - \$150,000	10	10.87%	10.5	2	7	1	0
\$150,001 - \$250,000	25	27.17%	27.0	1	16	8	0
\$250,001 - \$325,000	15	16.30%	22.0	0	4	9	2
\$325,001 - \$425,000	12	13.04%	32.0	0	3	6	3
\$425,001 and up	10	10.87%	1.5	0	2	7	1
Total Closed Units	92			9	45	32	6
Total Closed Volume	22,092,401	100%	23.5	929.65K	8.28M	10.77M	2.12M
Median Closed Price	\$212,500			\$125,000	\$160,000	\$297,500	\$350,500

January 2020



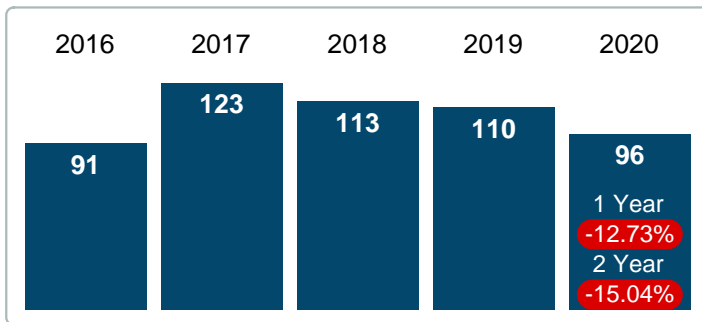
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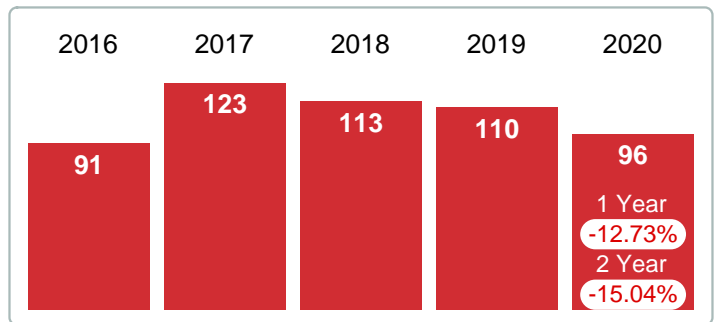
PENDING LISTINGS

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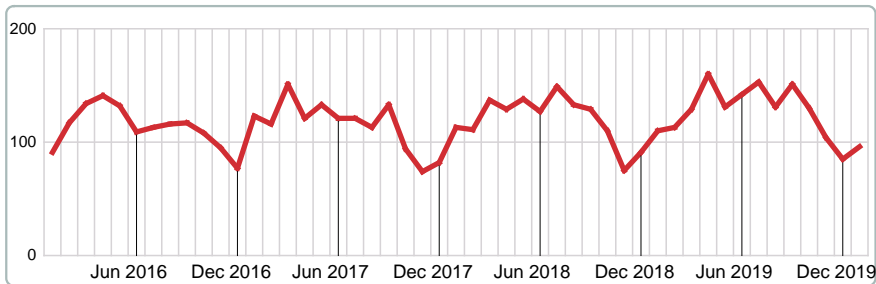
JANUARY



YEAR TO DATE (YTD)

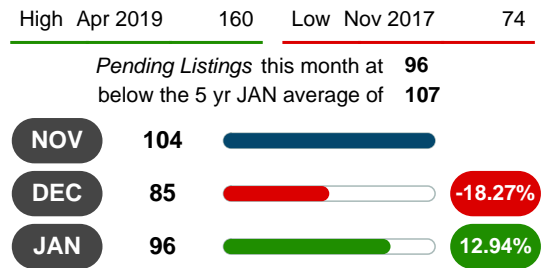


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 107



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	6.25%	61.5	2	4	0	0
\$75,001 - \$125,000	11	11.46%	9.0	5	6	0	0
\$125,001 - \$175,000	20	20.83%	18.5	1	17	2	0
\$175,001 - \$225,000	17	17.71%	55.0	0	13	4	0
\$225,001 - \$325,000	15	15.63%	66.0	0	8	4	3
\$325,001 - \$425,000	16	16.67%	81.5	0	7	9	0
\$425,001 and up	11	11.46%	29.0	0	2	5	4
Total Pending Units	96			8	57	24	7
Total Pending Volume	24,128,846	100%	35.0	750.70K	11.51M	7.80M	4.07M
Median Listing Price	\$194,250			\$87,450	\$176,900	\$338,891	\$485,000

January 2020



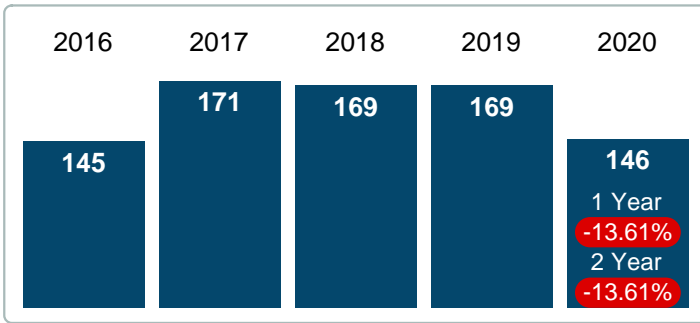
Area Delimited by County Of Rogers - Residential Property Type



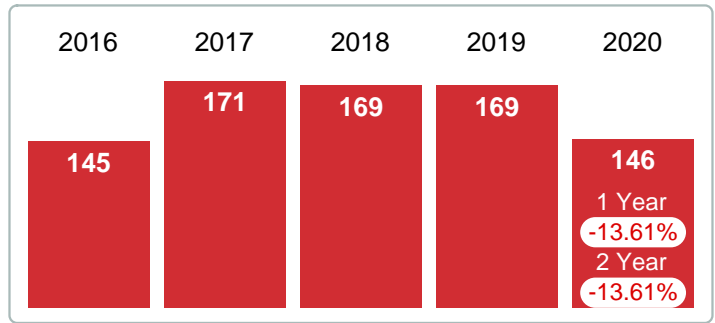
NEW LISTINGS

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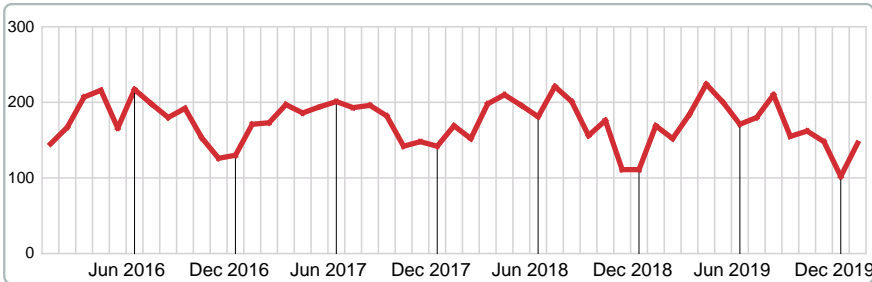
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 160

High Apr 2019 224 Low Dec 2019 102

New Listings this month at 146
below the 5 yr JAN average of 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
Median New Listed Listing Price	\$200,000		\$87,450	\$162,000	\$322,450	\$684,900

January 2020



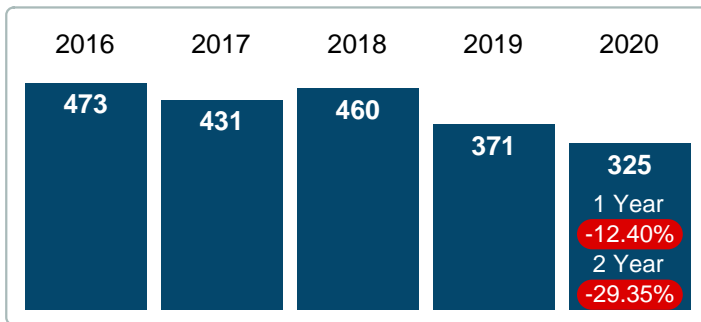
Area Delimited by County Of Rogers - Residential Property Type



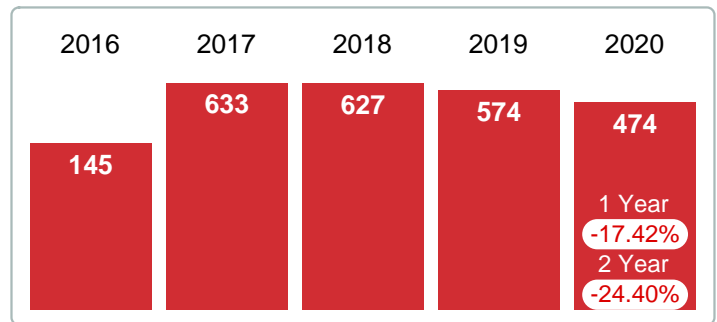
ACTIVE INVENTORY

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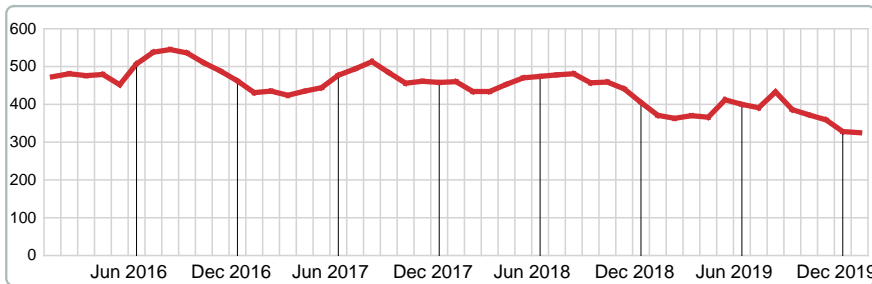
END OF JANUARY



ACTIVE DURING JANUARY

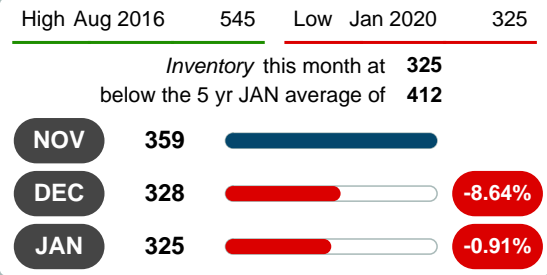


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 412



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	19	5.85%	72.0	8	9	2	0
\$75,001 - \$150,000	48	14.77%	49.0	9	34	5	0
\$150,001 - \$175,000	28	8.62%	77.0	1	21	5	1
\$175,001 - \$300,000	103	31.69%	60.0	0	49	51	3
\$300,001 - \$375,000	41	12.62%	88.0	0	8	27	6
\$375,001 - \$575,000	53	16.31%	73.0	1	7	39	6
\$575,001 and up	33	10.15%	70.0	0	6	11	16
Total Active Inventory by Units	325			19	134	140	32
Total Active Inventory by Volume	108,024,925	100%	67.0	1.98M	29.98M	48.68M	27.38M
Median Active Inventory Listing Price	\$249,900			\$85,000	\$179,450	\$329,900	\$570,000

January 2020



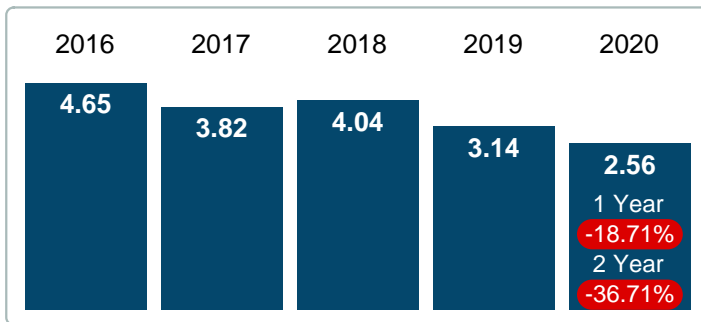
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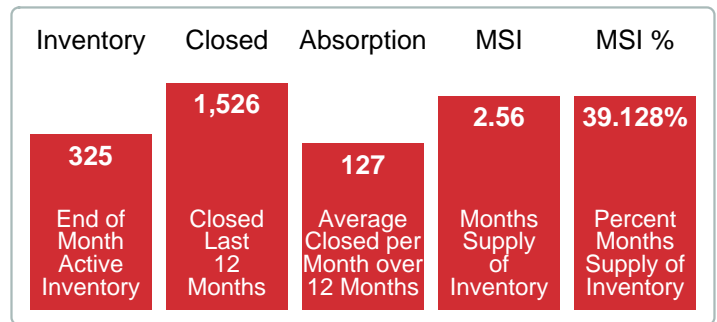
MONTHS SUPPLY of INVENTORY (MSI)

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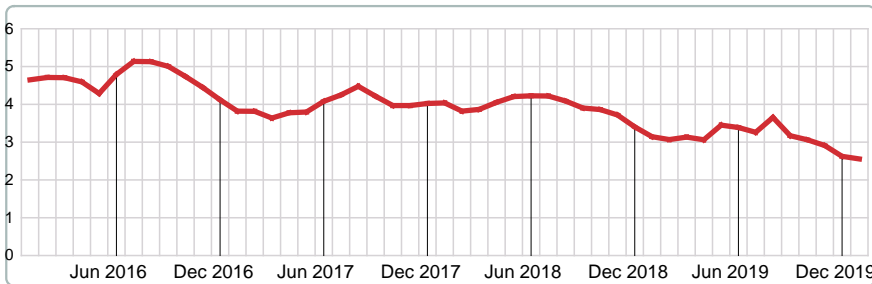
MSI FOR JANUARY



INDICATORS FOR JANUARY 2020

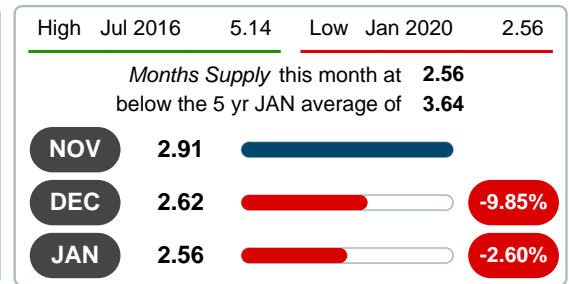


5 YEAR MARKET ACTIVITY TRENDS



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

January 2020



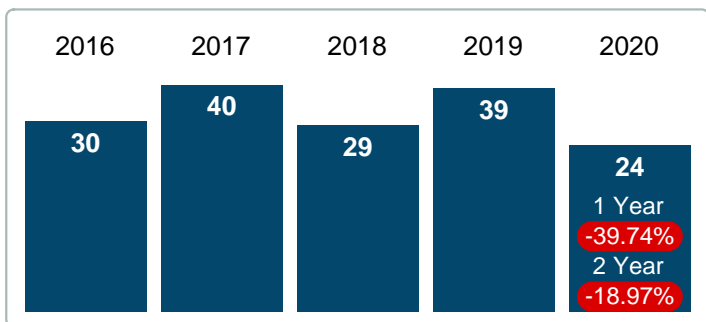
Area Delimited by County Of Rogers - Residential Property Type



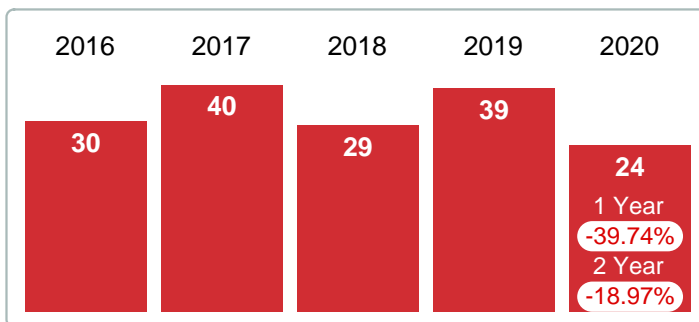
MEDIAN DAYS ON MARKET TO SALE

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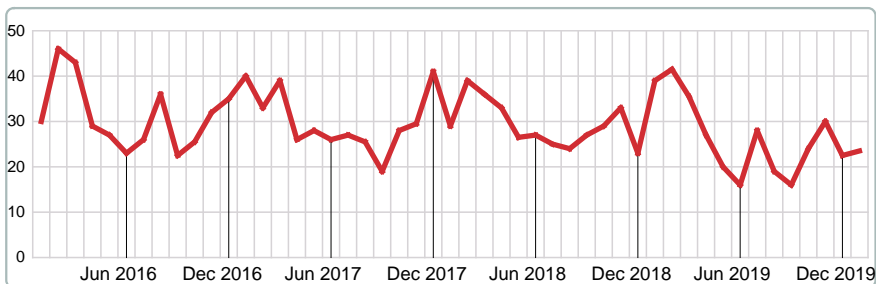
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 32

High Feb 2016 46 Low Sep 2019 16

Median Days on Market to Sale this month at 24 below the 5 yr JAN average of 32



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	
\$75,000 and less	7.61%	68	50	71	0	0	
\$75,001 - \$125,000	14.13%	11	24	9	11	0	
\$125,001 - \$150,000	10.87%	11	14	6	8	0	
\$150,001 - \$250,000	27.17%	27	27	27	21	0	
\$250,001 - \$325,000	16.30%	22	0	13	16	77	
\$325,001 - \$425,000	13.04%	32	0	13	52	34	
\$425,001 and up	10.87%	2	0	59	1	175	
Median Closed DOM		24		27	23	15	56
Total Closed Units	100%	92		9	45	32	6
Total Closed Volume		22,092,401		929.65K	8.28M	10.77M	2.12M

January 2020



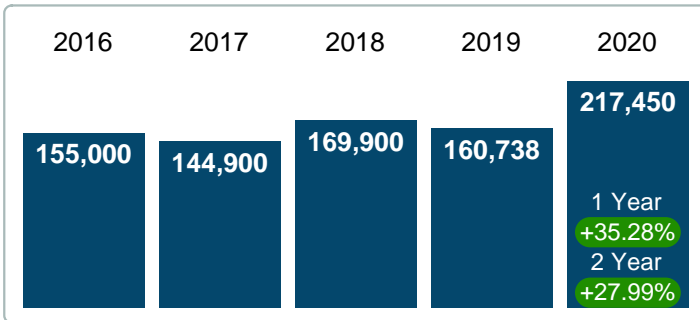
Area Delimited by County Of Rogers - Residential Property Type



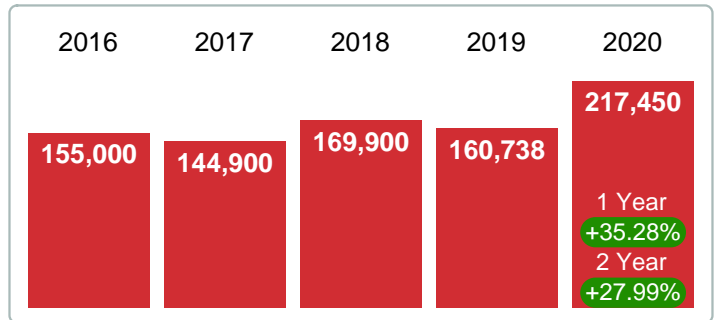
MEDIAN LIST PRICE AT CLOSING

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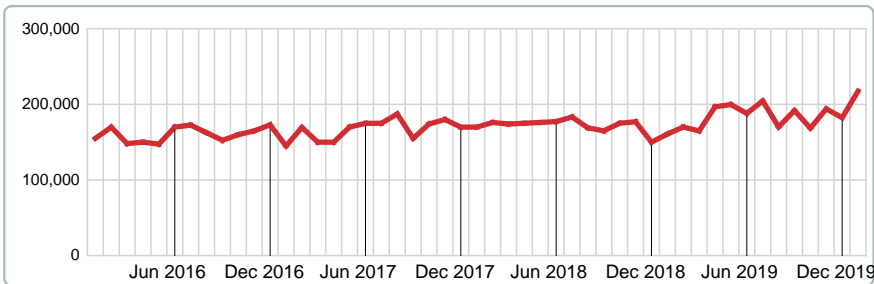
JANUARY



YEAR TO DATE (YTD)

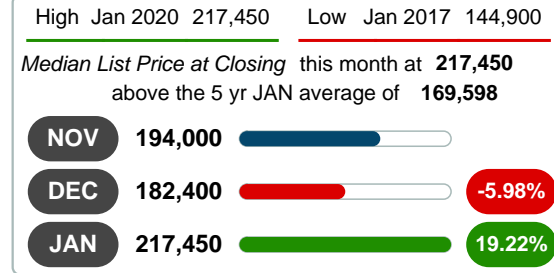


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 169,598



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
\$75,000 and less	6.52%	69,000	47,500	69,500	0	0
\$75,001 - \$125,000	13.04%	109,000	125,000	99,950	119,000	0
\$125,001 - \$150,000	10.87%	134,950	131,250	134,900	139,900	0
\$150,001 - \$250,000	29.35%	185,000	170,400	177,272	224,450	0
\$250,001 - \$325,000	16.30%	289,000	0	309,148	284,000	281,450
\$325,001 - \$425,000	13.04%	370,750	0	368,700	364,500	389,000
\$425,001 and up	10.87%	489,563	0	442,250	640,000	511,125
Median List Price		217,450	125,000	162,900	299,000	359,450
Total Closed Units	100%	217,450	9	45	32	6
Total Closed Volume		22,616,662	951.30K	8.48M	10.98M	2.20M

January 2020



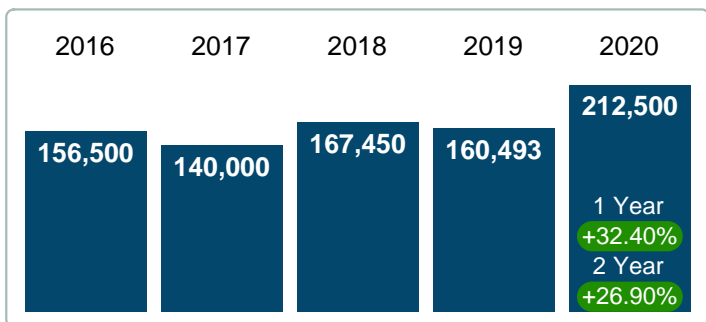
Area Delimited by County Of Rogers - Residential Property Type



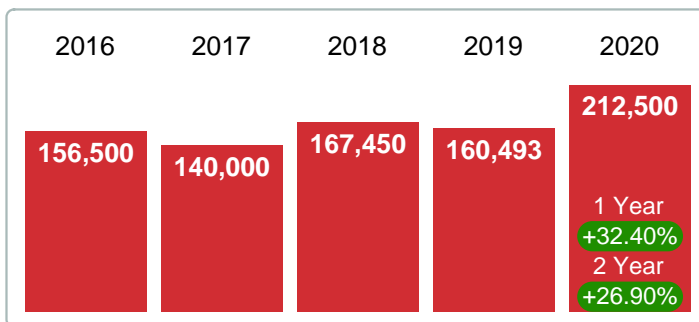
MEDIAN SOLD PRICE AT CLOSING

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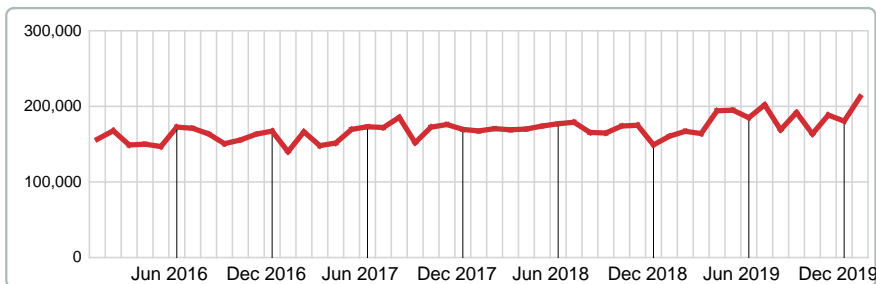
JANUARY



YEAR TO DATE (YTD)

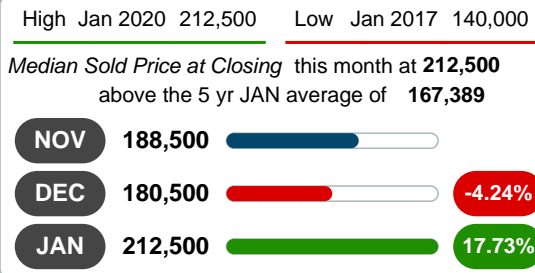


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 167,389



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
\$75,000 and less	7.61%	68,500	44,000	69,250	0	0
\$75,001 - \$125,000	14.13%	107,000	125,000	105,500	119,000	0
\$125,001 - \$150,000	10.87%	138,450	132,250	140,000	139,900	0
\$150,001 - \$250,000	27.17%	185,000	170,400	179,422	222,500	0
\$250,001 - \$325,000	16.30%	275,000	0	291,074	285,000	273,500
\$325,001 - \$425,000	13.04%	367,450	0	359,900	366,000	375,000
\$425,001 and up	10.87%	474,000	0	440,000	640,000	480,000
Median Sold Price		212,500	125,000	160,000	297,500	350,500
Total Closed Units	100%	92	9	45	32	6
Total Closed Volume		22,092,401	929.65K	8.28M	10.77M	2.12M

January 2020



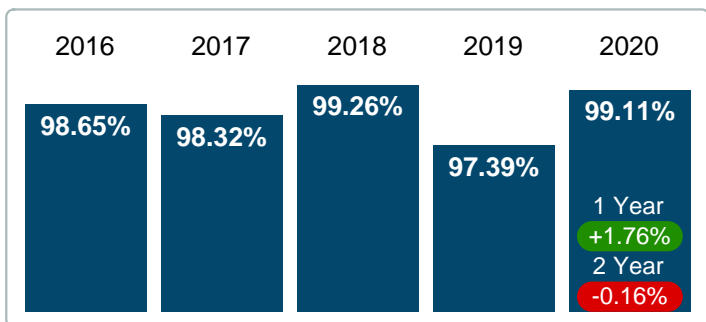
Area Delimited by County Of Rogers - Residential Property Type



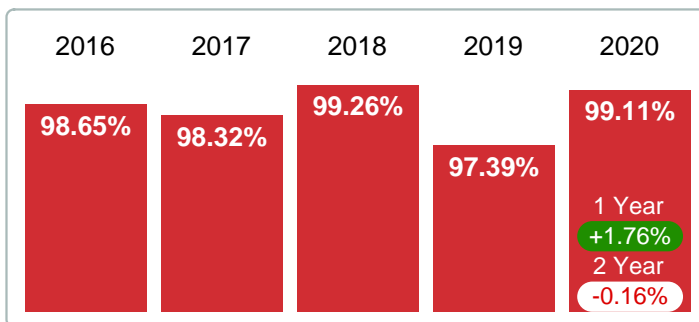
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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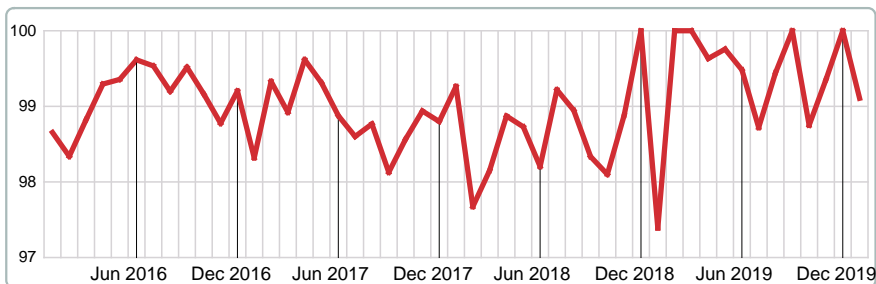
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

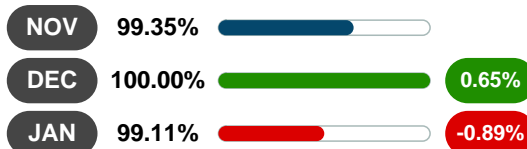


3 MONTHS

5 year JAN AVG = 98.55%

High Dec 2019 100.00% Low Jan 2019 97.39%

Median Sold/List Ratio this month at **99.11%**
equal to 5 yr JAN average of **98.55%**



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
\$75,000 and less	7	7.61%	92.63%	91.67%	96.76%	0.00%	0.00%
\$75,001 - \$125,000	13	14.13%	98.47%	100.00%	95.10%	100.00%	0.00%
\$125,001 - \$150,000	10	10.87%	99.65%	100.74%	98.67%	100.00%	0.00%
\$150,001 - \$250,000	25	27.17%	100.00%	100.00%	99.39%	99.82%	0.00%
\$250,001 - \$325,000	15	16.30%	98.55%	0.00%	99.21%	98.55%	97.24%
\$325,001 - \$425,000	12	13.04%	100.00%	0.00%	100.00%	100.00%	96.40%
\$425,001 and up	10	10.87%	99.49%	0.00%	99.49%	100.00%	93.91%
Median Sold/List Ratio		99.11%		100.00%	98.99%	99.83%	95.70%
Total Closed Units		92	100%	9	45	32	6
Total Closed Volume		22,092,401		929.65K	8.28M	10.77M	2.12M

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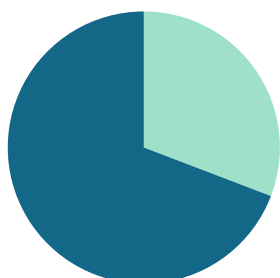
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

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

INVENTORY

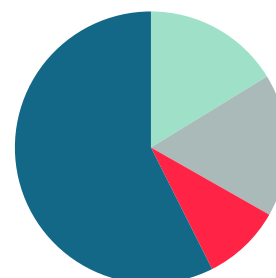


Inventory
 New Listings
146 = 30.80%
 Start Inventory
328
 Total Inventory Units
474
 Volume
\$152,967,062

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%
Median List Price	160,738	217,450	35.28%	160,738	217,450	35.28%
Median Sale Price	160,493	212,500	32.40%	160,493	212,500	32.40%
Median Percent of Selling Price to List Price	97.39%	99.11%	1.76%	97.39%	99.11%	1.76%
Median Days on Market to Sale	39.00	23.50	-39.74%	39.00	23.50	-39.74%
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

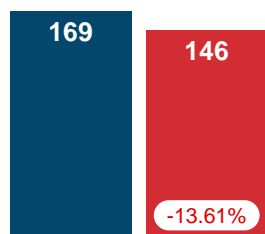
Inventory on January 31, 2020 = 325

2019 2020

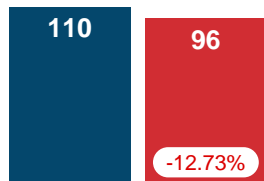
JANUARY MARKET

MEDIAN PRICES

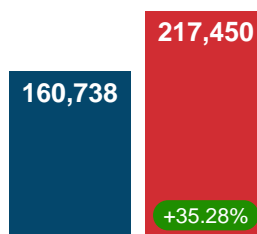
New Listings



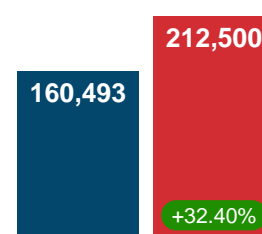
Pending Listings



List Price



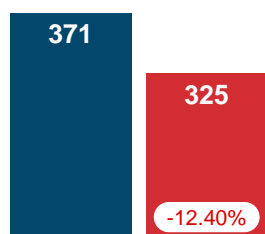
Sale Price



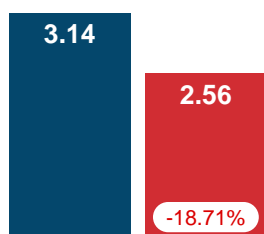
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

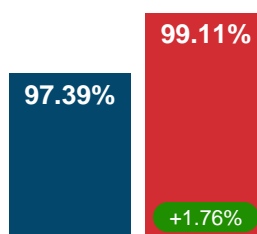
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

