

July 2020



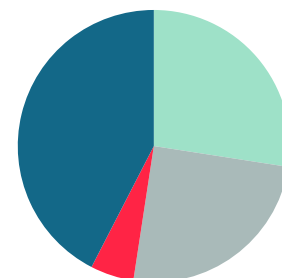
Area Delimited by County Of Rogers - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	July 2020	+/-%
Closed Listings	146	165	13.01%
Pending Listings	153	150	-1.96%
New Listings	180	167	-7.22%
Average List Price	257,135	241,668	-6.02%
Average Sale Price	251,295	237,488	-5.49%
Average Percent of Selling Price to List Price	98.10%	98.96%	0.87%
Average Days on Market to Sale	40.66	31.41	-22.75%
End of Month Inventory	391	255	-34.78%
Months Supply of Inventory	3.26	2.01	-38.38%



■ Closed (27.45%)
■ Pending (24.96%)
■ Other OffMarket (5.16%)
■ Active (42.43%)

Absorption: Last 12 months, an Average of **127** Sales/Month
Active Inventory as of July 31, 2020 = **255**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2020 decreased **34.78%** to 255 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 **2.01** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **5.49%** in July 2020 to \$237,488 versus the previous year at \$251,295.

Average Days on Market Shortens

The average number of **31.41** days that homes spent on the market before selling decreased by 9.25 days or **22.75%** in July 2020 compared to last year's same month at **40.66** DOM.

Sales Success for July 2020 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 167 New Listings in July 2020, down **7.22%** from last year at 180. Furthermore, there were 165 Closed Listings this month versus last year at 146, a **13.01%** increase.

Closed versus Listed trends yielded a **98.8%** ratio, up from previous year's, July 2019, at **81.1%**, a **21.81%** 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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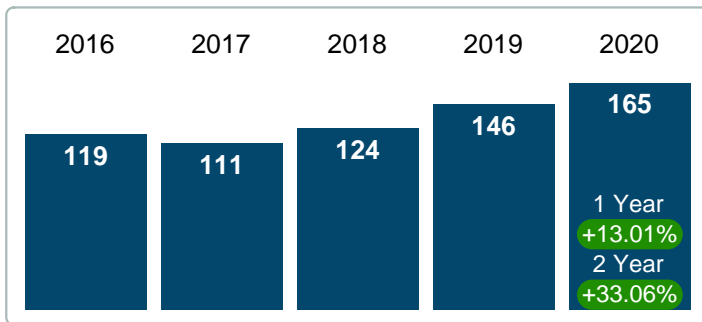
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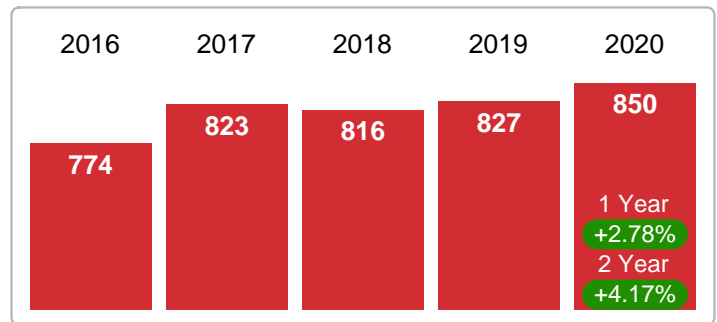
CLOSED LISTINGS

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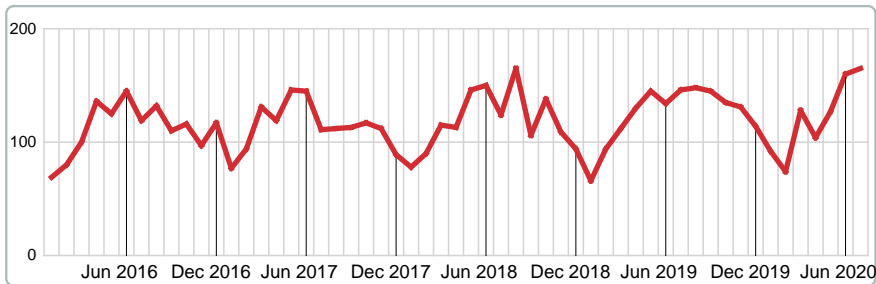
JULY



YEAR TO DATE (YTD)

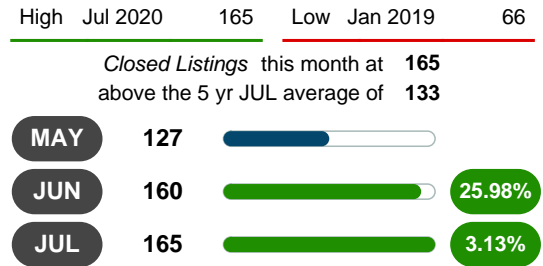


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 133



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	16	9.70%	23.1	3	10	3	0
\$100,001 - \$125,000	10	6.06%	6.3	2	6	2	0
\$125,001 - \$150,000	20	12.12%	10.0	1	18	0	1
\$150,001 - \$225,000	49	29.70%	32.6	1	34	14	0
\$225,001 - \$275,000	28	16.97%	36.2	0	18	10	0
\$275,001 - \$400,000	25	15.15%	44.0	1	9	13	2
\$400,001 and up	17	10.30%	49.4	0	1	6	10
Total Closed Units	165			8	96	48	13
Total Closed Volume	39,185,480	100%	31.4	974.50K	18.04M	12.82M	7.35M
Average Closed Price	\$237,488			\$121,813	\$187,890	\$267,074	\$565,692

July 2020



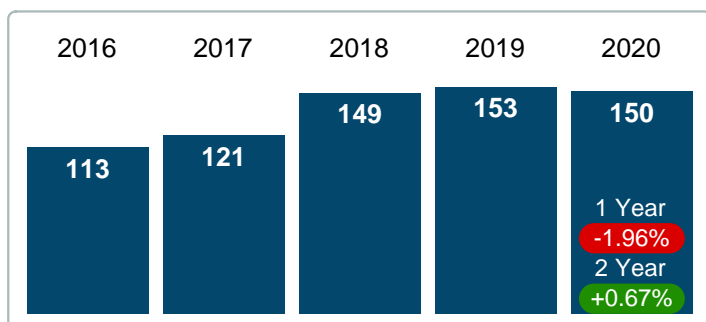
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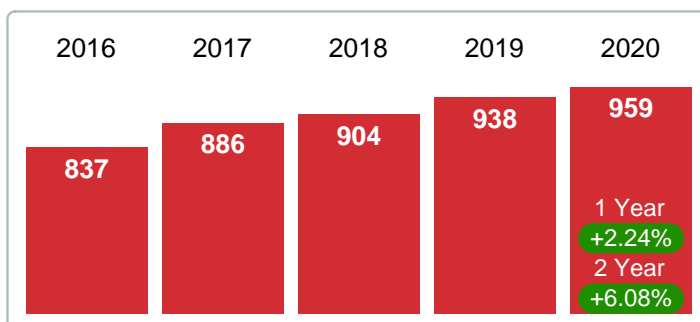
PENDING LISTINGS

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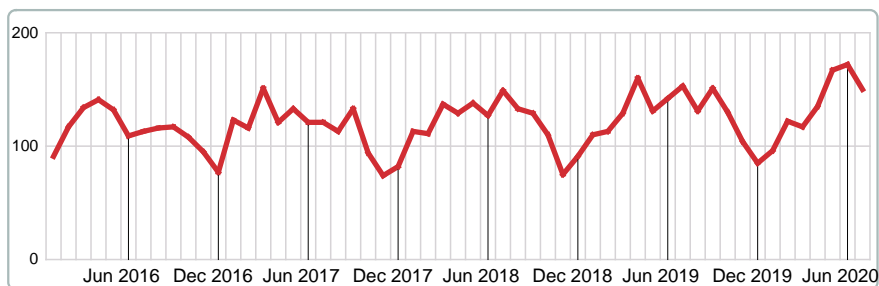
JULY



YEAR TO DATE (YTD)

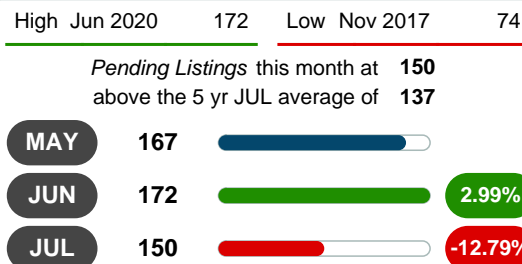


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 137



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	15	10.00%	30.3	5	7	2	1
\$75,001 - \$125,000	13	8.67%	25.8	3	8	2	0
\$125,001 - \$150,000	12	8.00%	15.3	1	10	1	0
\$150,001 - \$250,000	51	34.00%	30.0	0	33	17	1
\$250,001 - \$350,000	26	17.33%	50.7	0	11	14	1
\$350,001 - \$400,000	15	10.00%	60.2	0	5	9	1
\$400,001 and up	18	12.00%	22.6	2	2	9	5
Total Pending Units	150			11	76	54	9
Total Pending Volume	36,142,700	100%	34.2	2.09M	14.49M	16.11M	3.45M
Average Listing Price	\$241,367			\$189,550	\$190,703	\$298,379	\$383,533

July 2020



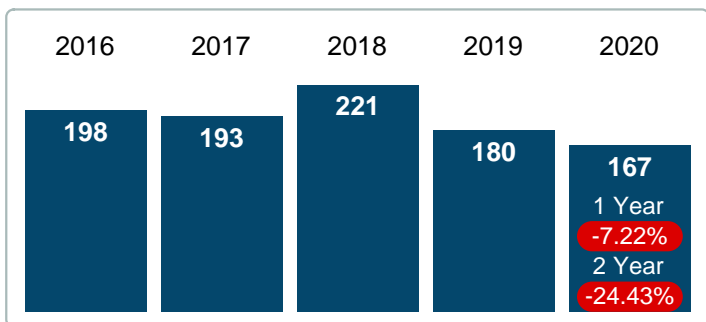
Area Delimited by County Of Rogers - Residential Property Type



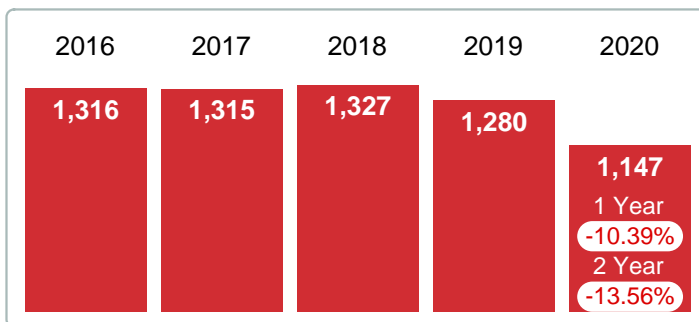
NEW LISTINGS

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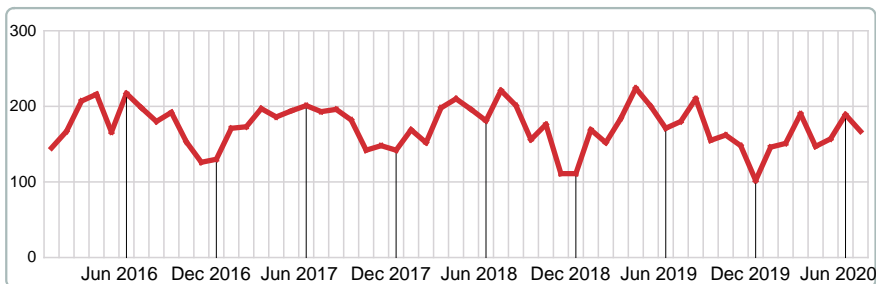
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 192

High Apr 2019 224 Low Dec 2019 102

New Listings this month at 167
below the 5 yr JUL average of 192



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	10	5.99%	2	7	1	0
\$100,001 - \$150,000	19	11.38%	3	16	0	0
\$150,001 - \$175,000	18	10.78%	0	15	3	0
\$175,001 - \$275,000	49	29.34%	0	27	21	1
\$275,001 - \$375,000	29	17.37%	2	10	16	1
\$375,001 - \$450,000	22	13.17%	0	6	15	1
\$450,001 and up	20	11.98%	0	4	5	11
Total New Listed Units	167		7	85	61	14
Total New Listed Volume	50,805,679	100%	1.11M	18.67M	19.81M	11.22M
Average New Listed Listing Price	\$275,309		\$158,314	\$219,647	\$324,706	\$801,457

July 2020



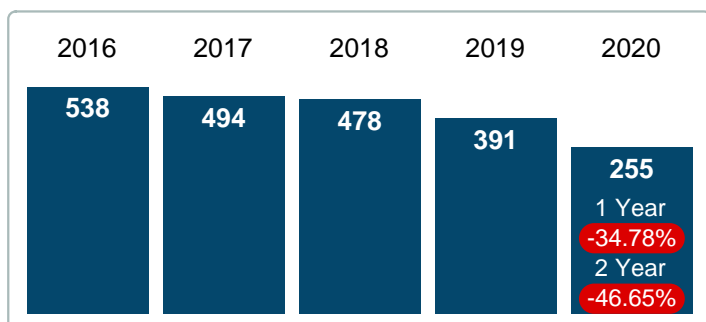
Area Delimited by County Of Rogers - Residential Property Type



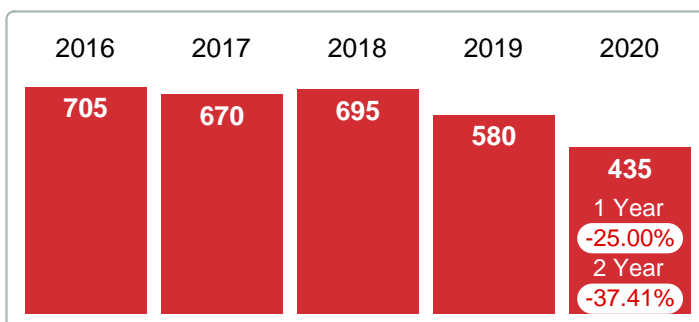
ACTIVE INVENTORY

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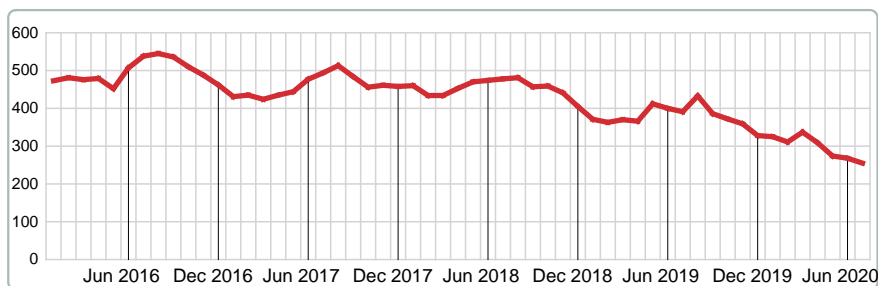
END OF JULY



ACTIVE DURING JULY

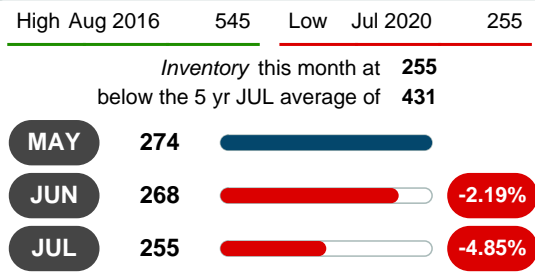


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 431



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	17	6.67%	81.8	5	11	1	0
\$100,001 - \$175,000	37	14.51%	51.8	1	29	7	0
\$175,001 - \$225,000	34	13.33%	79.9	2	20	11	1
\$225,001 - \$350,000	67	26.27%	58.8	2	21	35	9
\$350,001 - \$450,000	42	16.47%	59.4	1	9	26	6
\$450,001 - \$775,000	32	12.55%	67.9	0	7	12	13
\$775,001 and up	26	10.20%	80.0	0	3	8	15
Total Active Inventory by Units	255			11	100	100	44
Total Active Inventory by Volume	98,069,007	100%	65.5	1.87M	25.27M	37.22M	33.71M
Average Active Inventory Listing Price	\$384,584			\$169,800	\$252,732	\$372,216	\$766,054

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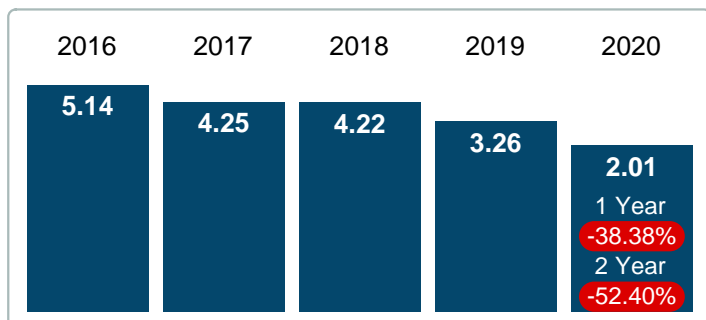
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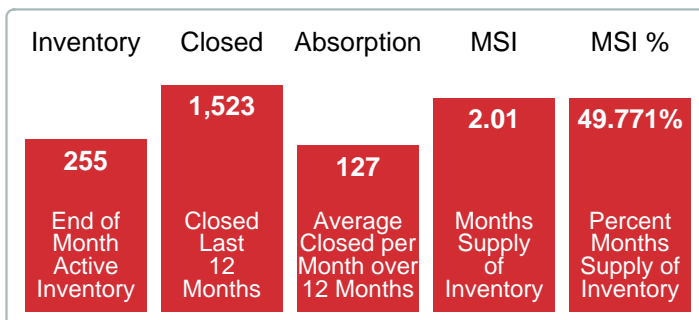
MONTHS SUPPLY of INVENTORY (MSI)

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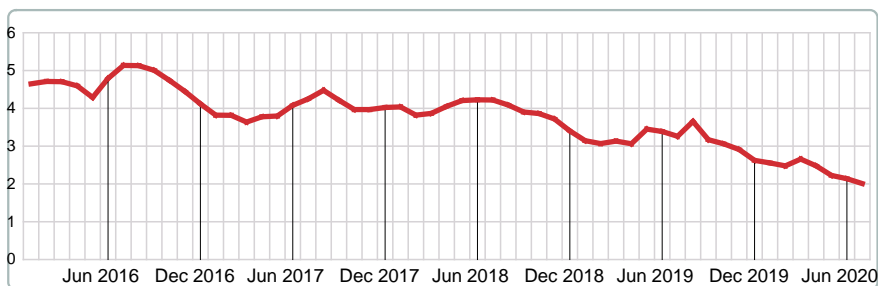
MSI FOR JULY



INDICATORS FOR JULY 2020

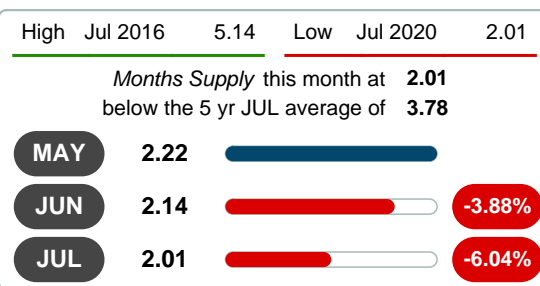


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 3.78



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
\$100,000 and less	17	6.67%	1.24	1.15	1.33	0.92	0.00
\$100,001 - \$175,000	37	14.51%	0.91	0.34	0.92	1.27	0.00
\$175,001 - \$225,000	34	13.33%	1.38	1.09	1.36	1.42	4.00
\$225,001 - \$350,000	67	26.27%	2.25	12.00	1.58	2.47	4.32
\$350,001 - \$450,000	42	16.47%	3.68	0.00	5.14	2.97	6.55
\$450,001 - \$775,000	32	12.55%	5.33	0.00	8.40	4.24	5.57
\$775,001 and up	26	10.20%	28.36	0.00	36.00	16.00	45.00
Market Supply of Inventory (MSI)			2.01	1.19	1.42	2.46	6.77
Total Active Inventory by Units		100%	255	11	100	100	44

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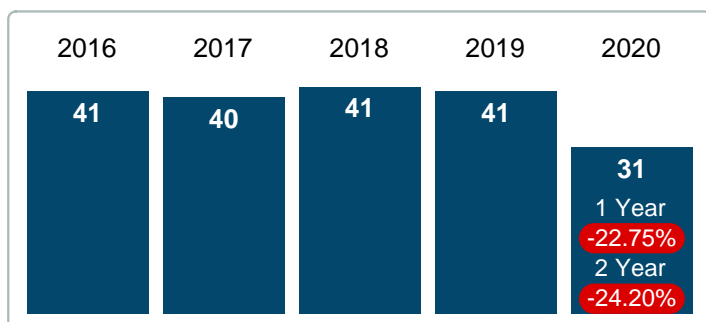
Area Delimited by County Of Rogers - Residential Property Type



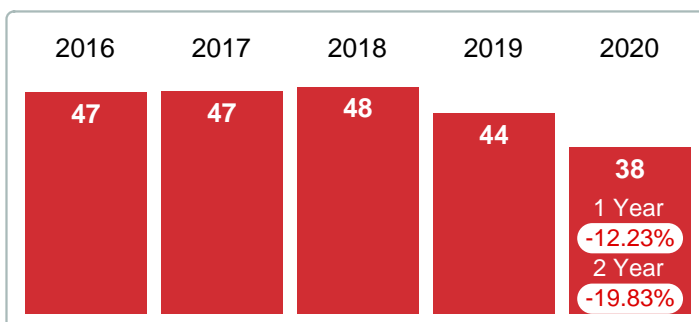
AVERAGE DAYS ON MARKET TO SALE

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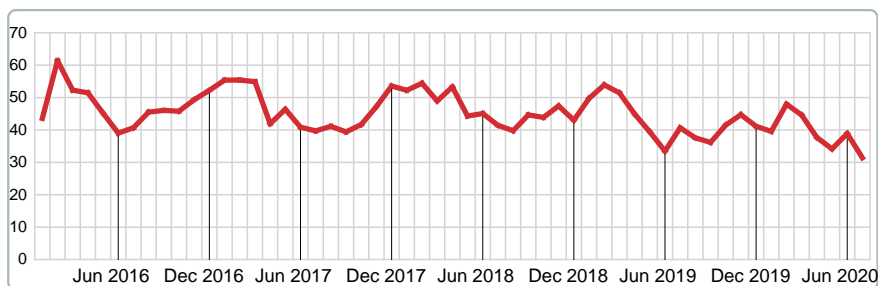
JULY



YEAR TO DATE (YTD)

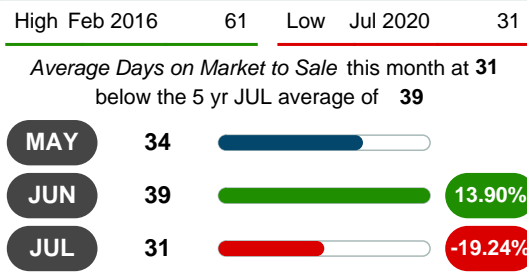


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 39



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
\$100,000 and less	9.70%	23	10	13	69	0
\$100,001 - \$125,000	6.06%	6	4	6	11	0
\$125,001 - \$150,000	12.12%	10	1	8	0	47
\$150,001 - \$225,000	29.70%	33	48	30	37	0
\$225,001 - \$275,000	16.97%	36	0	36	37	0
\$275,001 - \$400,000	15.15%	44	3	31	58	34
\$400,001 and up	10.30%	49	0	15	59	47
Average Closed DOM		31				
Total Closed Units		165				
Total Closed Volume		39,185,480				
			100%	31		
			11	24	46	45
			8	96	48	13
			974.50K	18.04M	12.82M	7.35M

July 2020



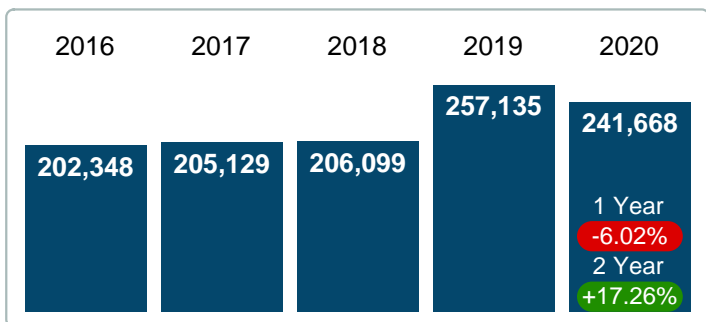
Area Delimited by County Of Rogers - Residential Property Type



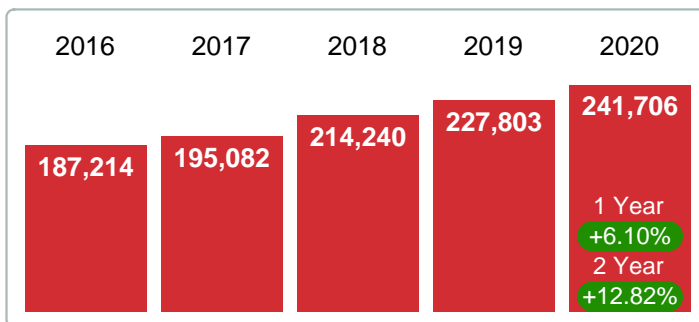
AVERAGE LIST PRICE AT CLOSING

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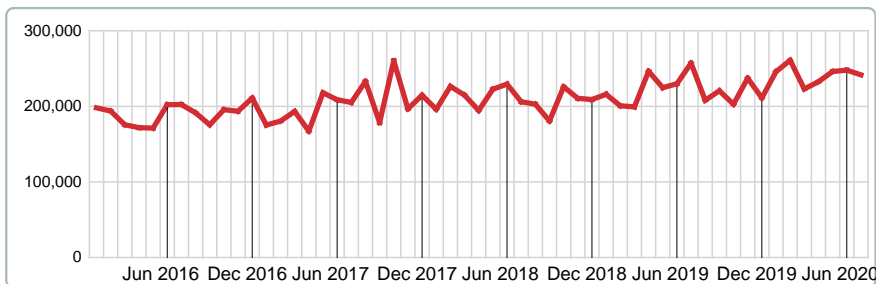
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

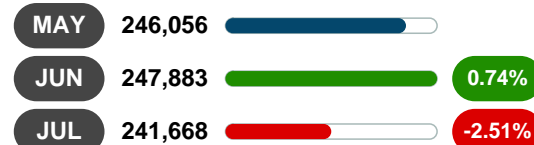


3 MONTHS

5 year JUL AVG = 222,476

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

Average List Price at Closing this month at **241,668**
above the 5 yr JUL average of **222,476**



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
\$100,000 and less	10.30%	77,056	55,167	86,615	70,633	0
\$100,001 - \$125,000	6.67%	115,473	108,700	116,733	109,500	0
\$125,001 - \$150,000	10.91%	139,990	135,000	139,407	0	150,000
\$150,001 - \$225,000	28.48%	189,160	193,000	190,091	188,408	0
\$225,001 - \$275,000	18.79%	253,084	0	249,800	260,120	0
\$275,001 - \$400,000	14.55%	325,879	275,000	304,148	336,075	354,900
\$400,001 and up	10.30%	601,065	0	409,000	477,050	694,680
Average List Price		241,668	123,238	189,392	268,773	600,508
Total Closed Units	100%	241,668	8	96	48	13
Total Closed Volume		39,875,268	985.90K	18.18M	12.90M	7.81M

July 2020



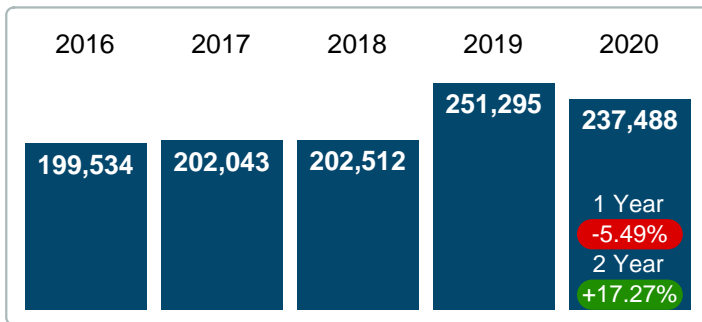
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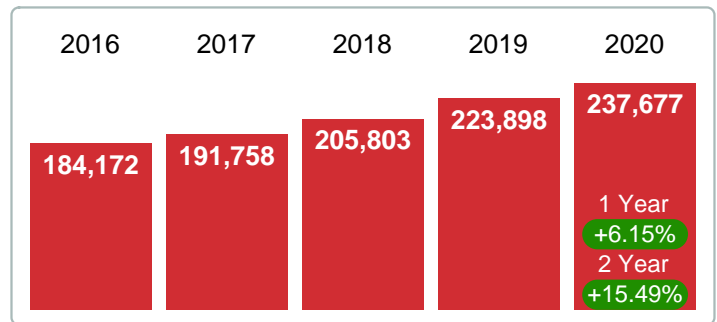
AVERAGE SOLD PRICE AT CLOSING

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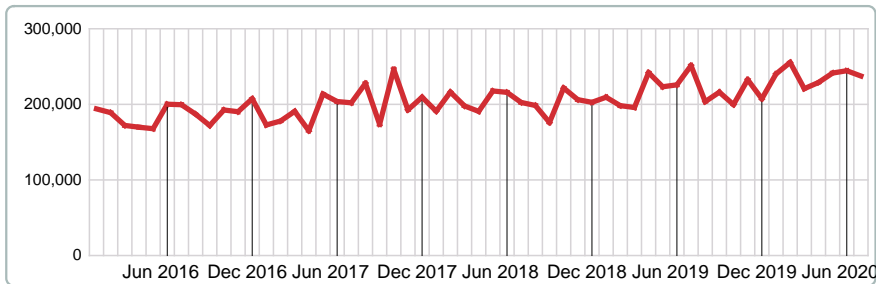
JULY



YEAR TO DATE (YTD)

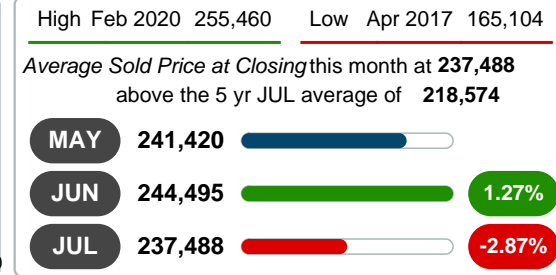


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 218,574



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
\$100,000 and less	9.70%	71,694	50,167	82,260	58,000	0
\$100,001 - \$125,000	6.06%	116,652	111,000	116,670	122,250	0
\$125,001 - \$150,000	12.12%	137,776	130,000	138,639	0	130,000
\$150,001 - \$225,000	29.70%	188,916	192,000	188,516	189,669	0
\$225,001 - \$275,000	16.97%	252,452	0	249,683	257,434	0
\$275,001 - \$400,000	15.15%	320,874	280,000	300,720	333,721	348,500
\$400,001 and up	10.30%	574,645	0	409,000	472,160	652,700
Average Sold Price		237,488	121,813	187,890	267,074	565,692
Total Closed Units	100%	237,488	8	96	48	13
Total Closed Volume		39,185,480	974.50K	18.04M	12.82M	7.35M

July 2020



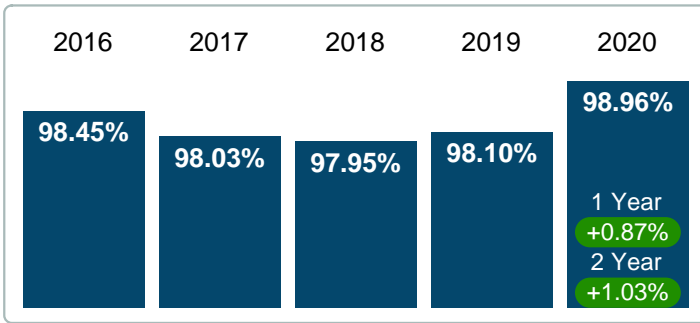
Area Delimited by County Of Rogers - Residential Property Type



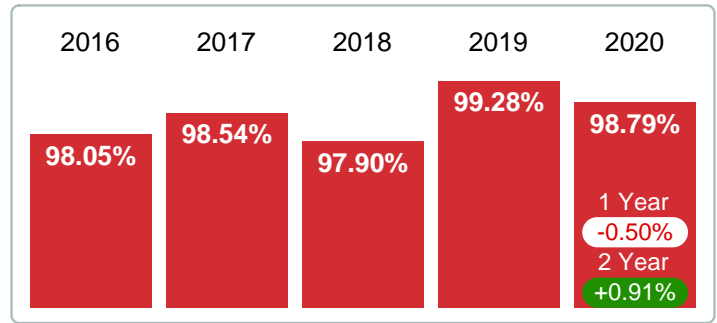
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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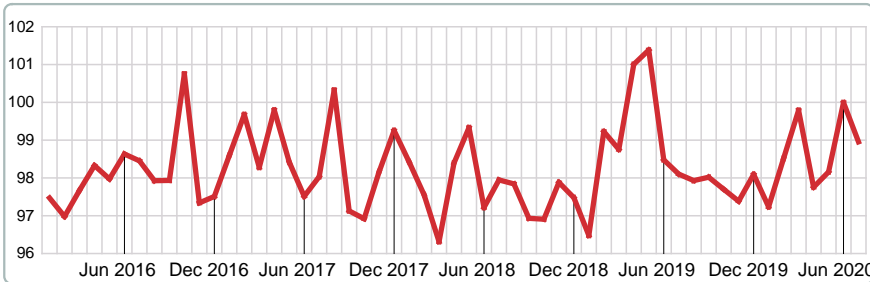
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

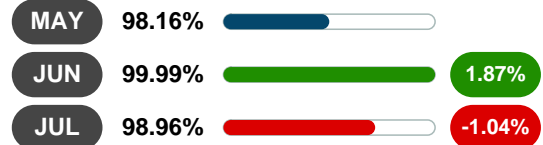


3 MONTHS

5 year JUL AVG = 98.30%

High May 2019 101.38% Low Mar 2018 96.31%

Average Sold/List Ratio this month at **98.96%** above the 5 yr JUL average of **98.30%**



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
\$100,000 and less	16	9.70%	91.26%	87.01%	95.16%	82.51%	0.00%
\$100,001 - \$125,000	10	6.06%	103.10%	102.14%	100.21%	112.70%	0.00%
\$125,001 - \$150,000	20	12.12%	98.80%	96.30%	99.62%	0.00%	86.67%
\$150,001 - \$225,000	49	29.70%	100.74%	99.48%	99.28%	104.38%	0.00%
\$225,001 - \$275,000	28	16.97%	99.67%	0.00%	100.08%	98.92%	0.00%
\$275,001 - \$400,000	25	15.15%	99.22%	101.82%	98.92%	99.35%	98.36%
\$400,001 and up	17	10.30%	97.23%	0.00%	100.00%	99.26%	95.73%
Average Sold/List Ratio		99.00%		95.36%	99.10%	100.22%	95.44%
Total Closed Units	165	100%	99.00%	8	96	48	13
Total Closed Volume	39,185,480			974.50K	18.04M	12.82M	7.35M

July 2020



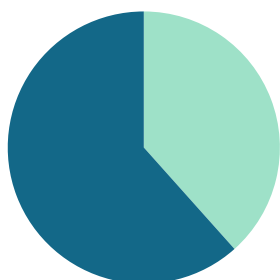
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

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

INVENTORY

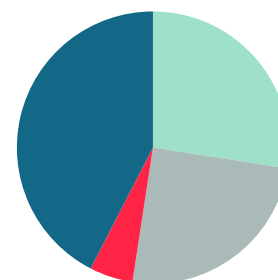


Inventory
 New Listings
167 = 38.39%
 Start Inventory
268
 Total Inventory Units
435
 Volume
\$148,702,518

Market Activity

Closed Sales
165 = 27.45%
 Pending Sales
150 = 24.96%
 Other Off Market
31 = 5.16%
 Active Inventory
255 = 42.43%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	146	165	13.01%	827	850	2.78%
Pending Sales	153	150	-1.96%	938	959	2.24%
New Listings	180	167	-7.22%	1,280	1,147	-10.39%
Average List Price	257,135	241,668	-6.02%	227,803	241,706	6.10%
Average Sale Price	251,295	237,488	-5.49%	223,898	237,677	6.15%
Average Percent of Selling Price to List Price	98.10%	98.96%	0.87%	99.28%	98.79%	-0.50%
Average Days on Market to Sale	40.66	31.41	-22.75%	43.64	38.30	-12.23%
Monthly Inventory	391	255	-34.78%	391	255	-34.78%
Months Supply of Inventory	3.26	2.01	-38.38%	3.26	2.01	-38.38%

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

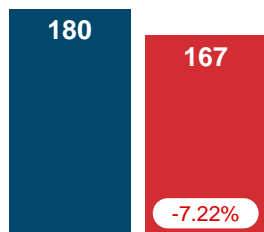
Inventory on July 31, 2020 = 255

2019 **2020**

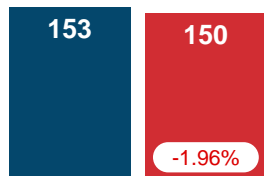
JULY MARKET

AVERAGE PRICES

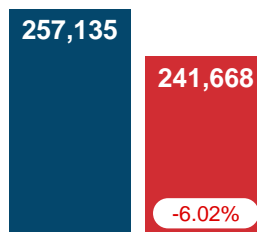
New Listings



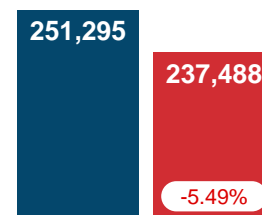
Pending Listings



List Price



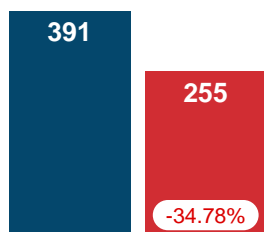
Sale Price



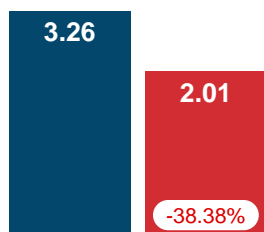
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

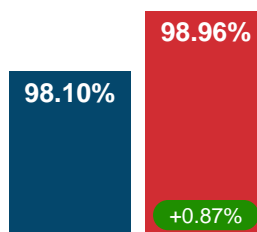
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

