

# July 2020



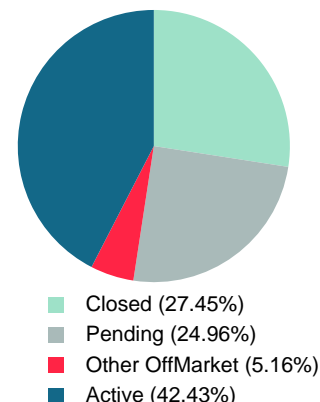
Area Delimited by County Of Rogers - Residential Property Type



## 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%
Median List Price	204,500	209,900	2.64%
Median Sale Price	202,000	203,500	0.74%
Median Percent of Selling Price to List Price	98.72%	100.00%	1.30%
Median Days on Market to Sale	28.00	10.00	-64.29%
End of Month Inventory	391	255	-34.78%
Months Supply of Inventory	3.26	2.01	-38.38%



**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.

#### 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 **0.74%** in July 2020 to \$203,500 versus the previous year at \$202,000.

#### Median Days on Market Shortens

The median number of **10.00** days that homes spent on the market before selling decreased by 18.00 days or **64.29%** in July 2020 compared to last year's same month at **28.00** DOM.

#### Sales Success for July 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 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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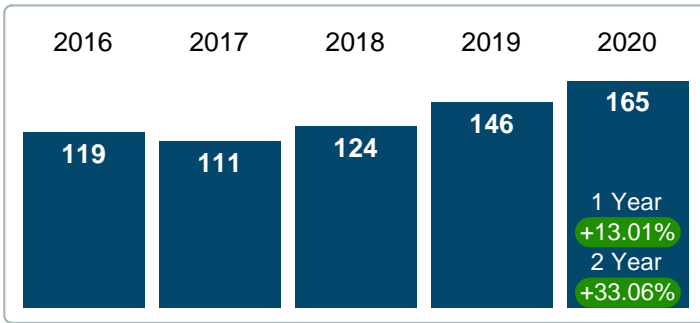
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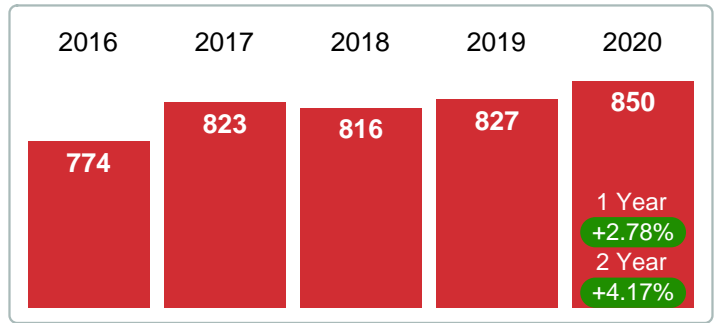
## CLOSED LISTINGS

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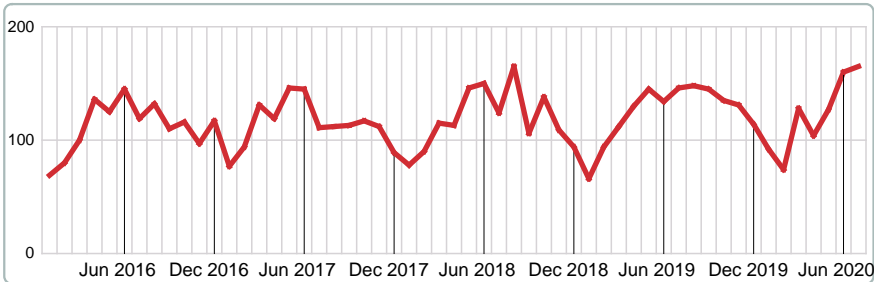
### JULY



### YEAR TO DATE (YTD)

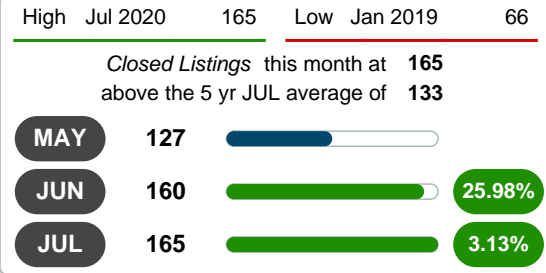


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 133



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	16	9.70%	6.0	3	10	3	0
\$100,001 - \$125,000	10	6.06%	3.5	2	6	2	0
\$125,001 - \$150,000	20	12.12%	2.5	1	18	0	1
\$150,001 - \$225,000	49	29.70%	10.0	1	34	14	0
\$225,001 - \$275,000	28	16.97%	8.5	0	18	10	0
\$275,001 - \$400,000	25	15.15%	25.0	1	9	13	2
\$400,001 and up	17	10.30%	40.0	0	1	6	10
<b>Total Closed Units</b>	<b>165</b>			<b>8</b>	<b>96</b>	<b>48</b>	<b>13</b>
<b>Total Closed Volume</b>	<b>39,185,480</b>	<b>100%</b>	<b>10.0</b>	<b>974.50K</b>	<b>18.04M</b>	<b>12.82M</b>	<b>7.35M</b>
<b>Median Closed Price</b>	<b>\$203,500</b>			<b>\$111,000</b>	<b>\$181,417</b>	<b>\$264,922</b>	<b>\$466,000</b>

# July 2020



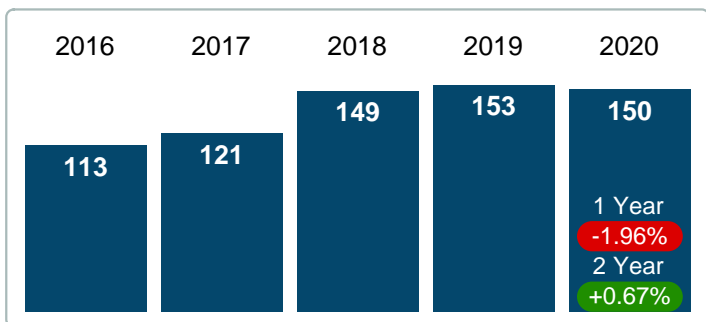
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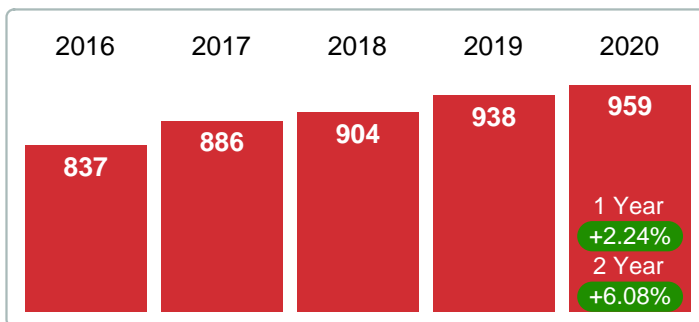
## PENDING LISTINGS

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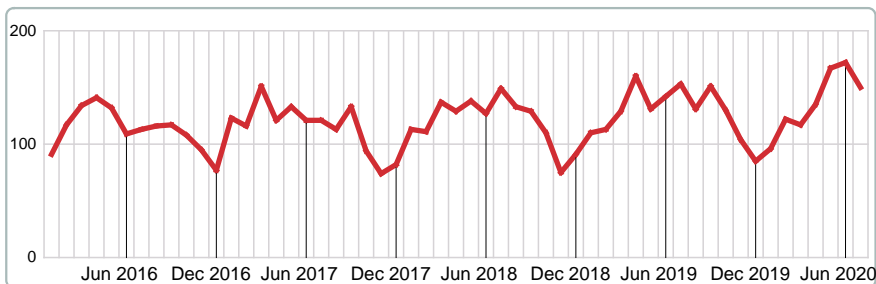
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 137

High Jun 2020 172 Low Nov 2017 74

Pending Listings this month at 150 above the 5 yr JUL average of 137



### 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	15	10.00%	16.0	5	7	2	1
\$75,001 - \$125,000	13	8.67%	11.0	3	8	2	0
\$125,001 - \$150,000	12	8.00%	8.5	1	10	1	0
\$150,001 - \$250,000	51	34.00%	10.0	0	33	17	1
\$250,001 - \$350,000	26	17.33%	24.5	0	11	14	1
\$350,001 - \$400,000	15	10.00%	25.0	0	5	9	1
\$400,001 and up	18	12.00%	4.5	2	2	9	5
<b>Total Pending Units</b>	<b>150</b>			<b>11</b>	<b>76</b>	<b>54</b>	<b>9</b>
<b>Total Pending Volume</b>	<b>36,142,700</b>	<b>100%</b>	<b>13.5</b>	<b>2.09M</b>	<b>14.49M</b>	<b>16.11M</b>	<b>3.45M</b>
<b>Median Listing Price</b>	<b>\$204,450</b>			<b>\$79,900</b>	<b>\$170,500</b>	<b>\$286,739</b>	<b>\$424,900</b>

# July 2020



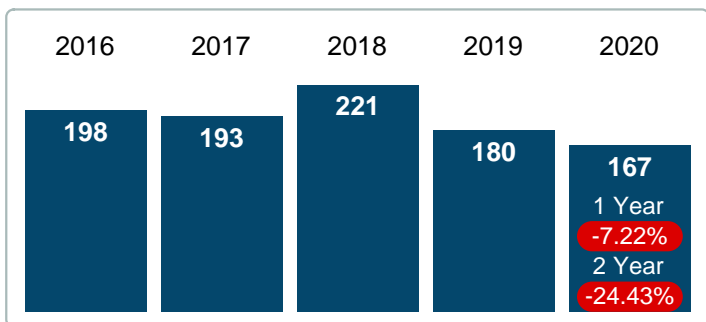
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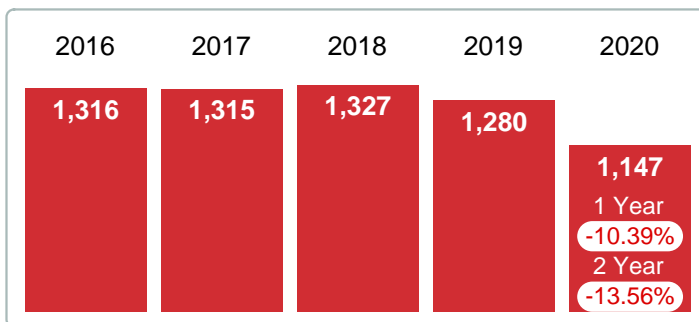
## NEW LISTINGS

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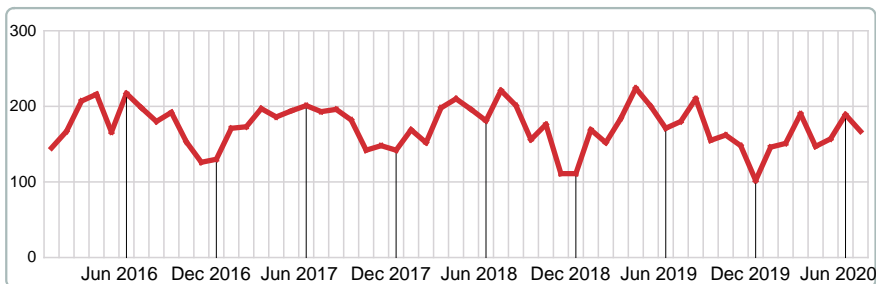
### JULY



### 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
<b>Total New Listed Units</b>	<b>167</b>		<b>7</b>	<b>85</b>	<b>61</b>	<b>14</b>
<b>Total New Listed Volume</b>	<b>50,805,679</b>	<b>100%</b>	<b>1.11M</b>	<b>18.67M</b>	<b>19.81M</b>	<b>11.22M</b>
<b>Median New Listed Listing Price</b>	<b>\$242,500</b>		<b>\$110,000</b>	<b>\$187,000</b>	<b>\$297,000</b>	<b>\$659,000</b>

# July 2020



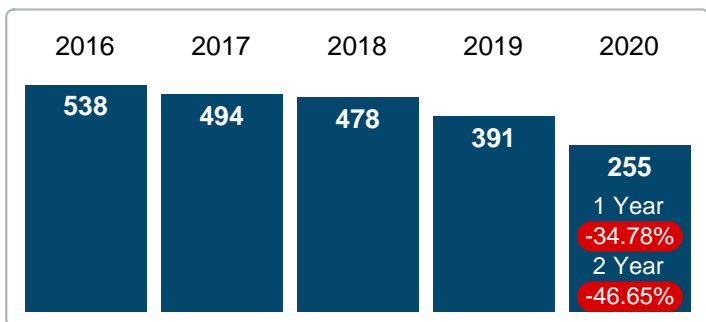
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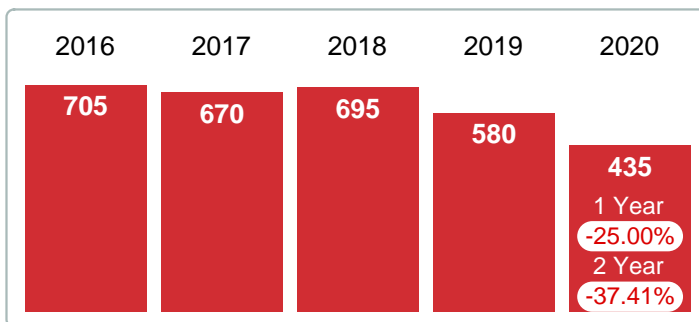
## ACTIVE INVENTORY

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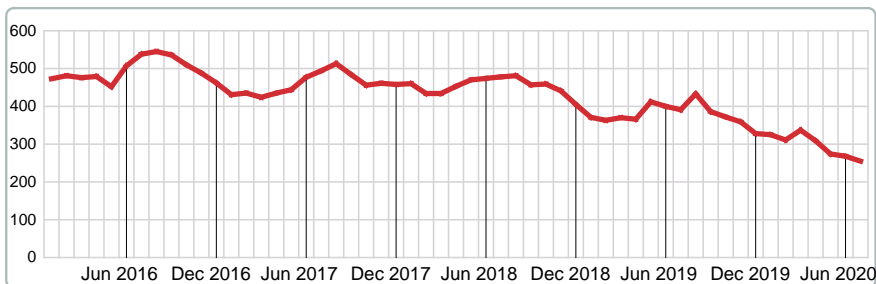
### END OF JULY



### ACTIVE DURING JULY

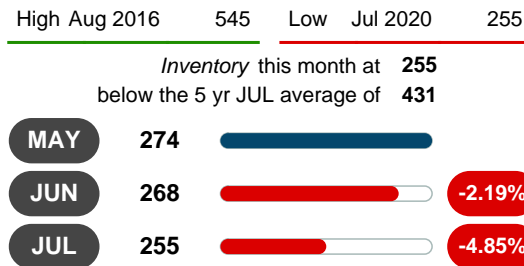


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 431



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	17	6.67%	51.0	5	11	1	0
\$100,001 - \$175,000	37	14.51%	32.0	1	29	7	0
\$175,001 - \$225,000	34	13.33%	35.0	2	20	11	1
\$225,001 - \$350,000	67	26.27%	45.0	2	21	35	9
\$350,001 - \$450,000	42	16.47%	53.0	1	9	26	6
\$450,001 - \$775,000	32	12.55%	54.0	0	7	12	13
\$775,001 and up	26	10.20%	72.0	0	3	8	15
Total Active Inventory by Units	255			11	100	100	44
Total Active Inventory by Volume	98,069,007	100%	52.0	1.87M	25.27M	37.22M	33.71M
Median Active Inventory Listing Price	\$295,500			\$110,000	\$192,450	\$336,950	\$599,500

# July 2020



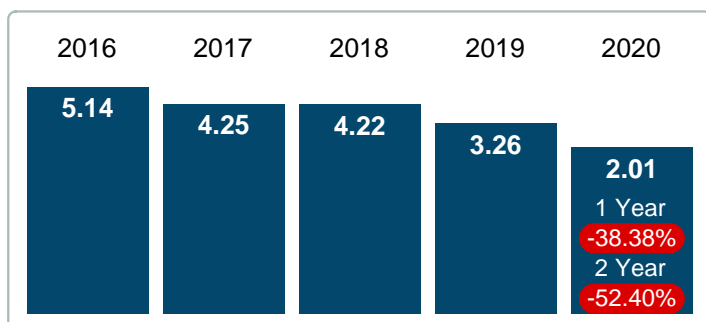
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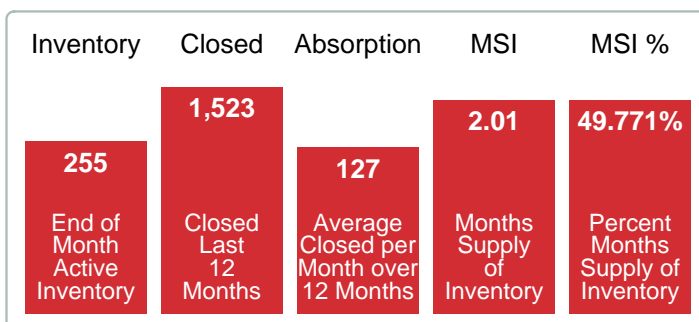
## MONTHS SUPPLY of INVENTORY (MSI)

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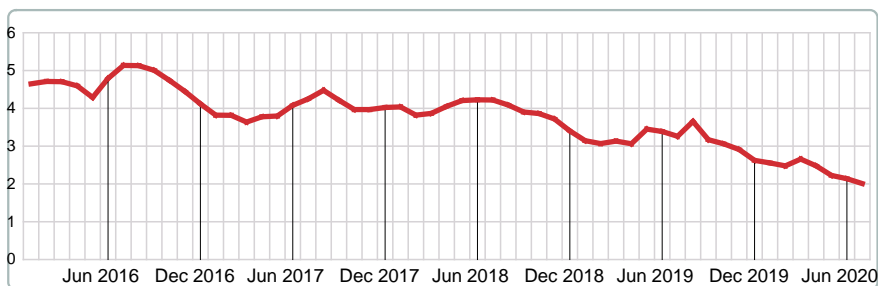
### MSI FOR JULY



### INDICATORS FOR JULY 2020

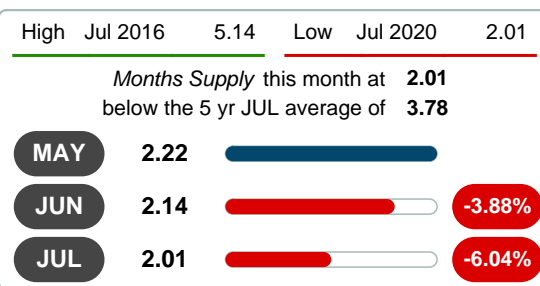


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

# July 2020



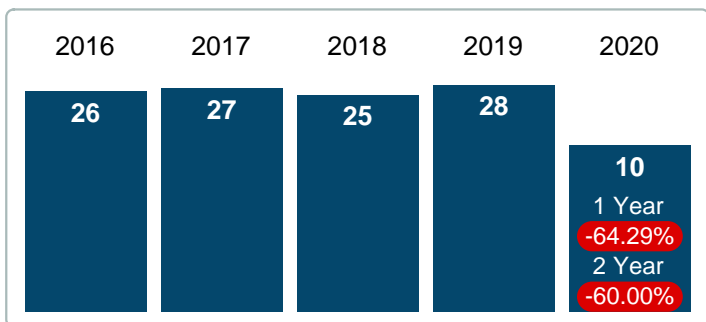
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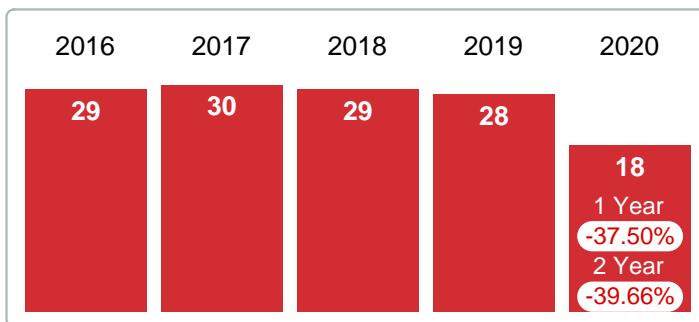
## MEDIAN DAYS ON MARKET TO SALE

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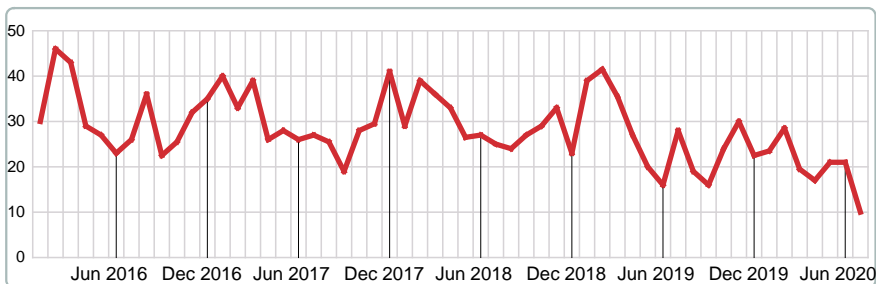
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

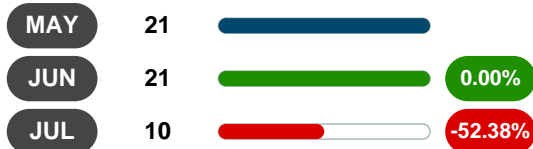


### 3 MONTHS

5 year JUL AVG = 23

High Feb 2016 46 Low Jul 2020 10

Median Days on Market to Sale this month at 10 below the 5 yr JUL average of 23



### 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
\$100,000 and less	9.70%	6	10	5	26	0
\$100,001 - \$125,000	6.06%	4	4	2	11	0
\$125,001 - \$150,000	12.12%	3	1	3	0	47
\$150,001 - \$225,000	29.70%	10	48	8	18	0
\$225,001 - \$275,000	16.97%	9	0	13	5	0
\$275,001 - \$400,000	15.15%	25	3	17	40	34
\$400,001 and up	10.30%	40	0	15	58	39
Median Closed DOM		10	5	7	19	40
Total Closed Units	100%	165	8	96	48	13
Total Closed Volume		39,185,480	974.50K	18.04M	12.82M	7.35M



# July 2020



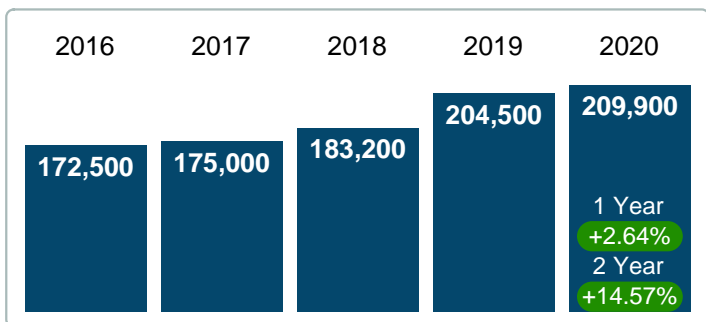
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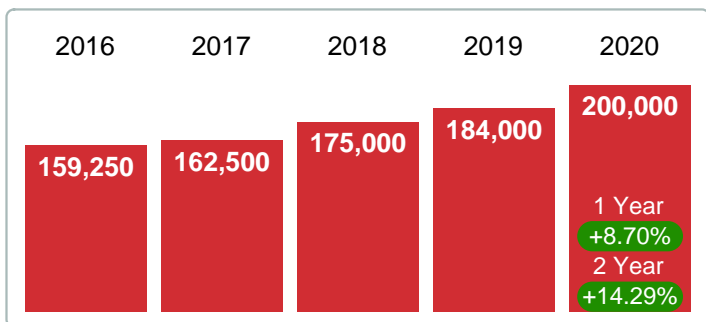
## MEDIAN LIST PRICE AT CLOSING

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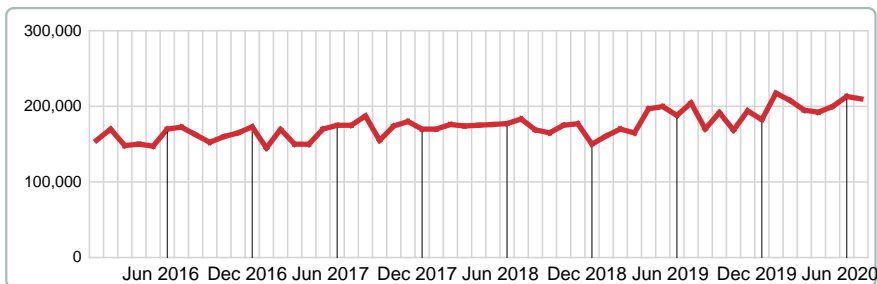
### JULY



### YEAR TO DATE (YTD)

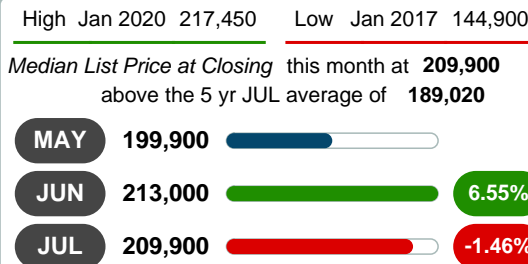


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 189,020



### 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
\$100,000 and less	10.30%	93,000	38,500	97,000	82,450	0
\$100,001 - \$125,000	6.67%	115,000	108,700	115,900	116,000	0
\$125,001 - \$150,000	10.91%	138,500	135,000	138,500	0	150,000
\$150,001 - \$225,000	28.48%	193,000	193,000	181,707	199,950	0
\$225,001 - \$275,000	18.79%	249,900	275,000	242,999	254,900	0
\$275,001 - \$400,000	14.55%	317,450	0	299,900	349,900	354,900
\$400,001 and up	10.30%	519,900	0	409,000	484,450	529,500
<b>Median List Price</b>		<b>209,900</b>	<b>108,700</b>	<b>178,700</b>	<b>263,900</b>	<b>489,900</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>209,900</b>	<b>8</b>	<b>96</b>	<b>48</b>	<b>13</b>
<b>Total Closed Volume</b>		<b>39,875,268</b>	<b>985.90K</b>	<b>18.18M</b>	<b>12.90M</b>	<b>7.81M</b>



# July 2020



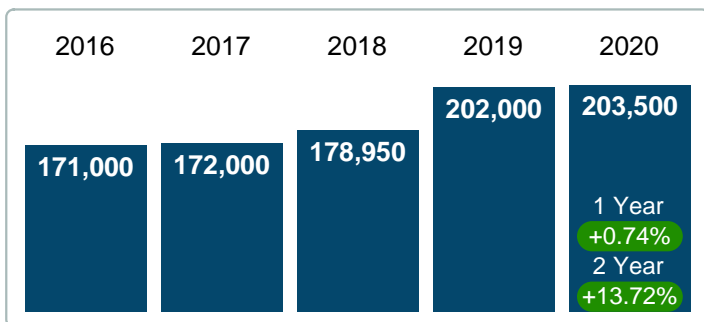
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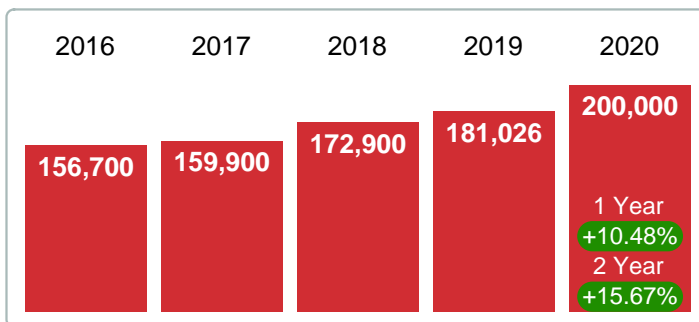
## MEDIAN SOLD PRICE AT CLOSING

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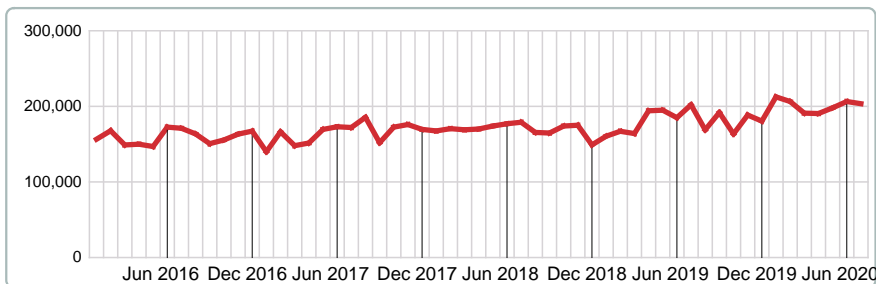
### JULY



### YEAR TO DATE (YTD)

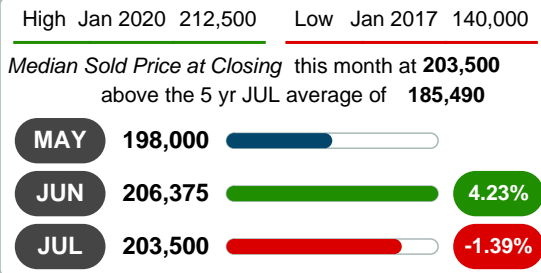


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 185,490



### 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
\$100,000 and less	16	9.70%	86,000	27,500	90,250	73,000	0
\$100,001 - \$125,000	10	6.06%	117,559	111,000	117,559	122,250	0
\$125,001 - \$150,000	20	12.12%	139,450	130,000	139,950	0	130,000
\$150,001 - \$225,000	49	29.70%	192,000	192,000	186,000	199,950	0
\$225,001 - \$275,000	28	16.97%	246,250	0	245,000	264,922	0
\$275,001 - \$400,000	25	15.15%	310,000	280,000	294,080	349,000	348,500
\$400,001 and up	17	10.30%	480,000	0	409,000	475,717	505,000
Median Sold Price			203,500	111,000	181,417	264,922	466,000
Total Closed Units		100%	203,500	8	96	48	13
Total Closed Volume			39,185,480	974.50K	18.04M	12.82M	7.35M

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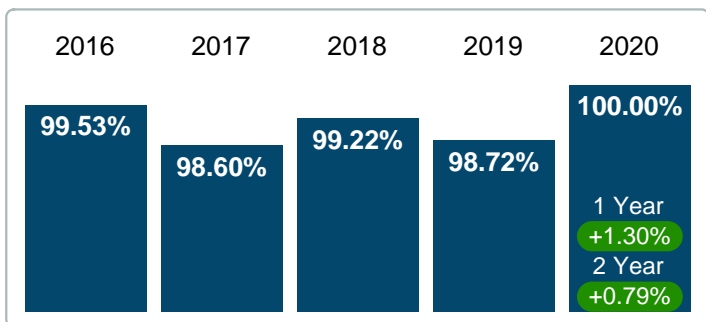
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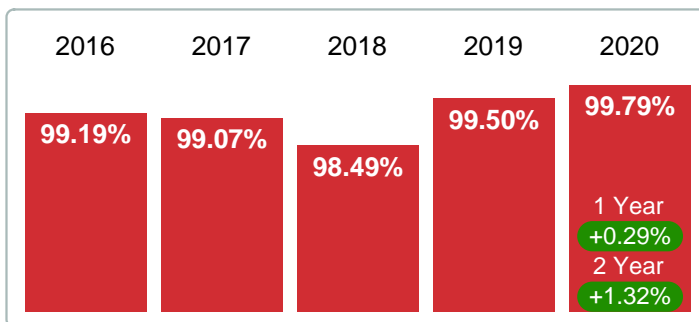
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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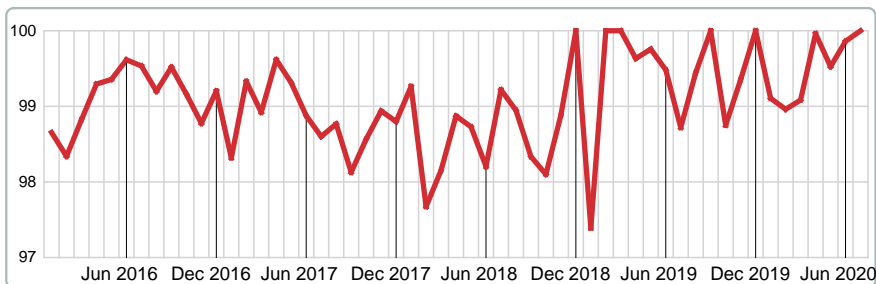
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

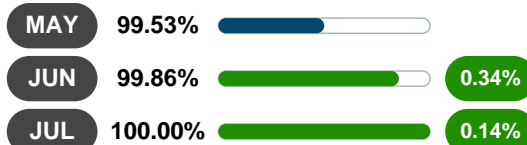


### 3 MONTHS

5 year JUL AVG = 99.22%

High Jul 2020 100.00% Low Jan 2019 97.39%

Median Sold/List Ratio this month at **100.00%** above the 5 yr JUL average of **99.22%**



### 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
\$100,000 and less	16	9.70%	95.25%	100.00%	97.34%	80.40%	0.00%
\$100,001 - \$125,000	10	6.06%	100.88%	102.14%	98.92%	112.70%	0.00%
\$125,001 - \$150,000	20	12.12%	100.00%	96.30%	100.00%	0.00%	86.67%
\$150,001 - \$225,000	49	29.70%	100.00%	99.48%	100.00%	99.45%	0.00%
\$225,001 - \$275,000	28	16.97%	100.00%	0.00%	100.00%	100.00%	0.00%
\$275,001 - \$400,000	25	15.15%	100.00%	101.82%	100.00%	100.00%	98.36%
\$400,001 and up	17	10.30%	99.23%	0.00%	100.00%	99.62%	97.13%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	97.01%
Total Closed Units	165	100%	100.00%	8	96	48	13
Total Closed Volume	39,185,480			974.50K	18.04M	12.82M	7.35M

# July 2020



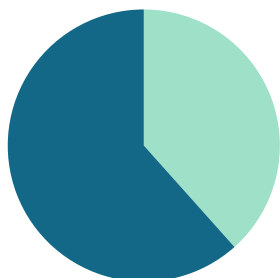
Area Delimited by County Of Rogers - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

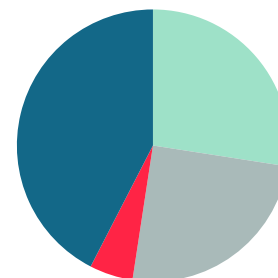


**Inventory**  
 New Listings  
**167 = 38.39%**  
 Start Inventory  
**268**  
 Total Inventory Units  
**435**  
 Volume  
**\$148,702,518**

### 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%
Median List Price	204,500	209,900	2.64%	184,000	200,000	8.70%
Median Sale Price	202,000	203,500	0.74%	181,026	200,000	10.48%
Median Percent of Selling Price to List Price	98.72%	100.00%	1.30%	99.50%	99.79%	0.29%
Median Days on Market to Sale	28.00	10.00	-64.29%	28.00	17.50	-37.50%
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

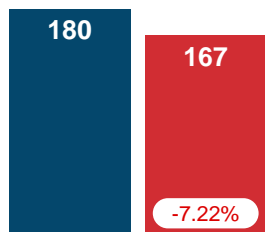
**Inventory on July 31, 2020 = 255**

2019 2020

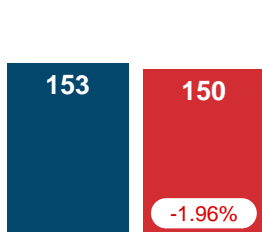
### JULY MARKET

### MEDIAN PRICES

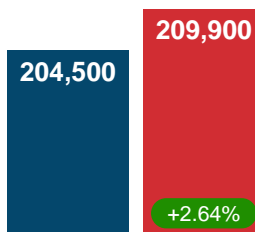
#### New Listings



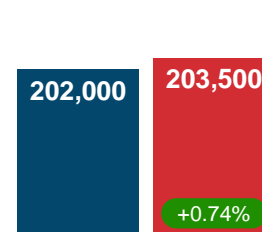
#### Pending Listings



#### List Price



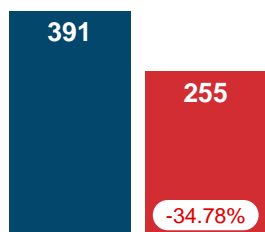
#### Sale Price



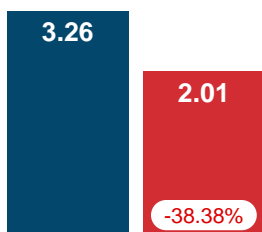
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

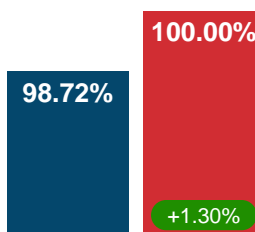
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

