

June 2020



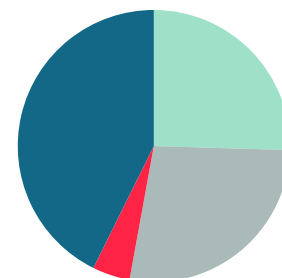
Area Delimited by County Of Rogers - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	June 2020	+/-%
Closed Listings	134	160	19.40%
Pending Listings	142	172	21.13%
New Listings	171	189	10.53%
Average List Price	229,826	247,883	7.86%
Average Sale Price	225,803	244,495	8.28%
Average Percent of Selling Price to List Price	98.48%	99.99%	1.54%
Average Days on Market to Sale	33.47	38.89	16.19%
End of Month Inventory	400	268	-33.00%
Months Supply of Inventory	3.39	2.14	-36.88%



■ Closed (25.48%)
■ Pending (27.39%)
■ Other OffMarket (4.46%)
■ Active (42.68%)

Absorption: Last 12 months, an Average of **125** Sales/Month
Active Inventory as of June 30, 2020 = **268**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2020 decreased **33.00%** to 268 existing homes available for sale. Over the last 12 months this area has had an average of 125 closed sales per month. This represents an unsold inventory index of **2.14** 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 **8.28%** in June 2020 to \$244,495 versus the previous year at \$225,803.

Average Days on Market Lengthens

The average number of **38.89** days that homes spent on the market before selling increased by 5.42 days or **16.19%** in June 2020 compared to last year's same month at **33.47** DOM.

Sales Success for June 2020 is Positive

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

There were 189 New Listings in June 2020, up **10.53%** from last year at 171. Furthermore, there were 160 Closed Listings this month versus last year at 134, a **19.40%** increase.

Closed versus Listed trends yielded a **84.7%** ratio, up from previous year's, June 2019, at **78.4%**, a **8.03%** 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

June 2020



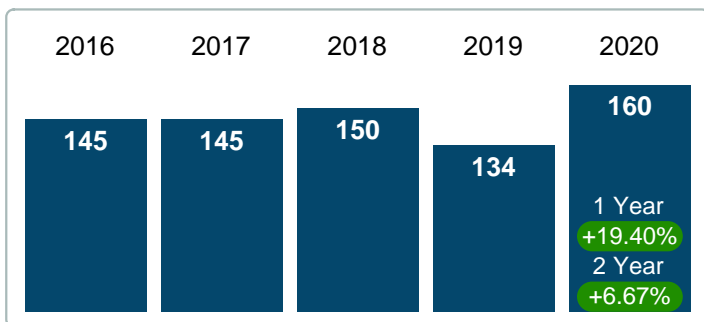
Area Delimited by County Of Rogers - Residential Property Type



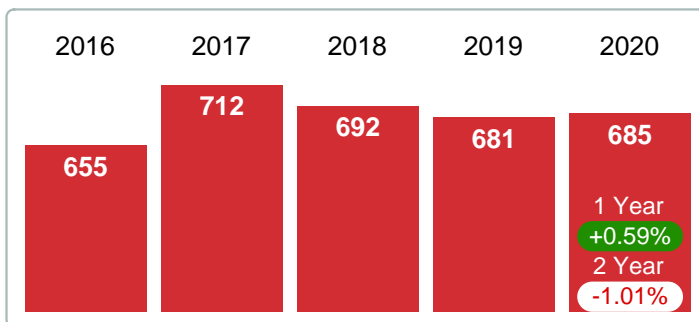
CLOSED LISTINGS

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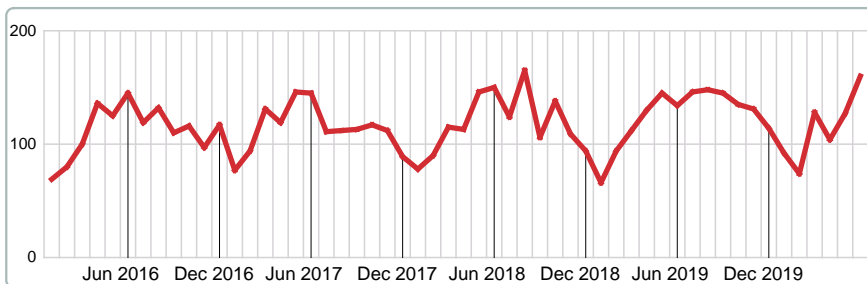
JUNE



YEAR TO DATE (YTD)

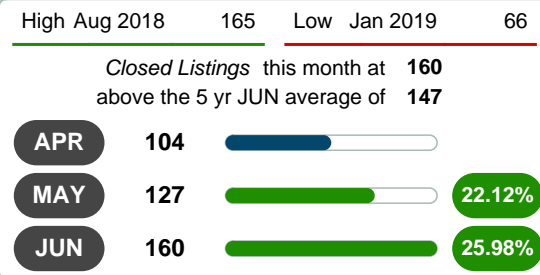


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 147



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	13	8.13%	46.5	5	7	1	0
\$100,001 - \$150,000	23	14.38%	23.0	3	15	5	0
\$150,001 - \$175,000	16	10.00%	36.8	0	13	3	0
\$175,001 - \$250,000	45	28.13%	29.8	0	34	11	0
\$250,001 - \$300,000	21	13.13%	41.0	0	7	12	2
\$300,001 - \$400,000	24	15.00%	46.3	0	7	14	3
\$400,001 and up	18	11.25%	65.9	0	0	15	3
Total Closed Units	160			8	83	61	8
Total Closed Volume	39,119,145	100%	38.9	692.90K	15.83M	19.32M	3.28M
Average Closed Price	\$244,495			\$86,613	\$190,686	\$316,711	\$409,988

June 2020



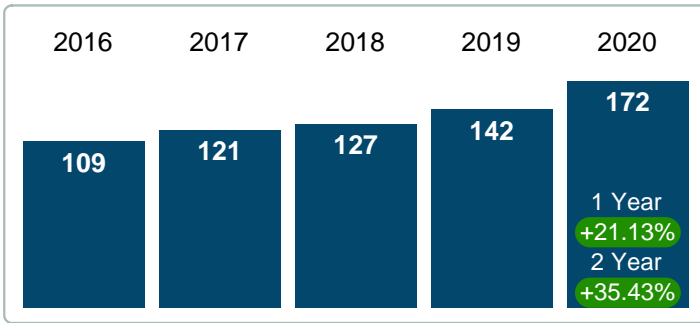
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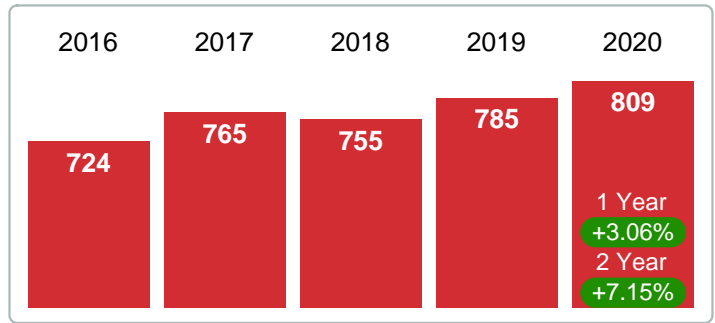
PENDING LISTINGS

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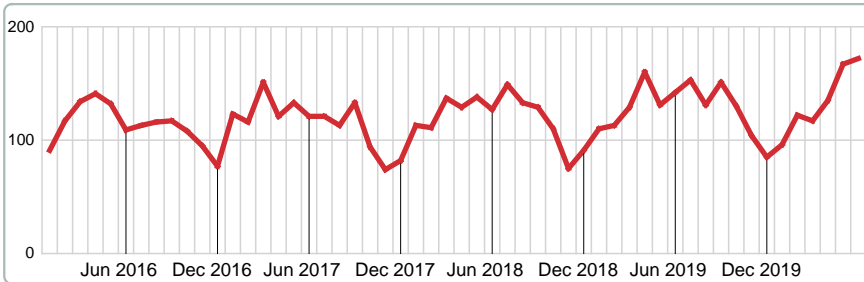
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 134

High Jun 2020 172 Low Nov 2017 74

Pending Listings this month at 172 above the 5 yr JUN average of 134



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	16	9.30%	43.7	4	9	3	0
\$100,001 - \$150,000	23	13.37%	24.2	3	17	2	1
\$150,001 - \$175,000	25	14.53%	46.0	0	18	7	0
\$175,001 - \$225,000	36	20.93%	42.2	0	25	11	0
\$225,001 - \$275,000	32	18.60%	31.5	1	19	12	0
\$275,001 - \$375,000	19	11.05%	32.2	0	6	12	1
\$375,001 and up	21	12.21%	61.2	0	2	12	7
Total Pending Units	172			8	96	59	9
Total Pending Volume	41,856,802	100%	39.9	917.60K	18.32M	16.52M	6.09M
Average Listing Price	\$247,452			\$114,700	\$190,883	\$280,030	\$676,967

June 2020



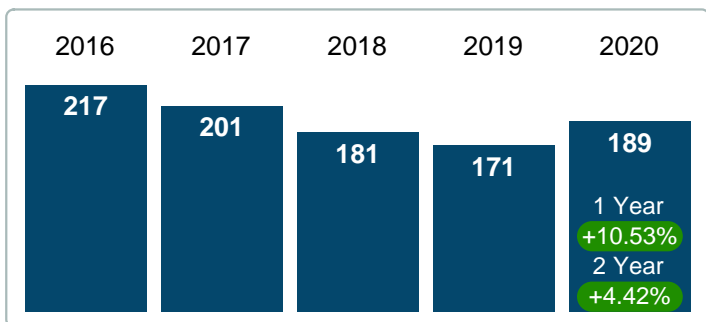
Area Delimited by County Of Rogers - Residential Property Type



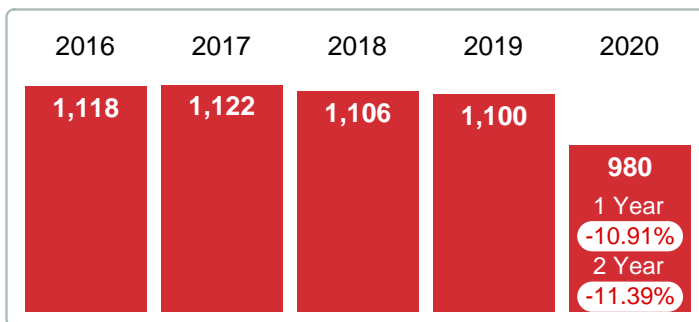
NEW LISTINGS

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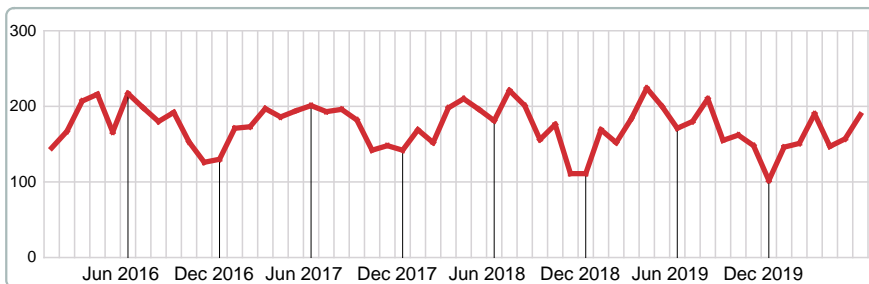
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 192

High Apr 2019 224 Low Dec 2019 102

New Listings this month at **189**
 below the 5 yr JUN 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
\$75,000 and less	18	9.52%	5	10	2	1
\$75,001 - \$125,000	20	10.58%	3	15	2	0
\$125,001 - \$150,000	12	6.35%	1	10	1	0
\$150,001 - \$225,000	54	28.57%	1	40	13	0
\$225,001 - \$325,000	41	21.69%	1	15	23	2
\$325,001 - \$425,000	23	12.17%	0	6	11	6
\$425,001 and up	21	11.11%	1	2	8	10
Total New Listed Units	189		12	98	60	19
Total New Listed Volume	49,285,261	100%	2.16M	17.94M	17.79M	11.39M
Average New Listed Listing Price	\$229,314		\$179,942	\$183,096	\$296,538	\$599,489

June 2020



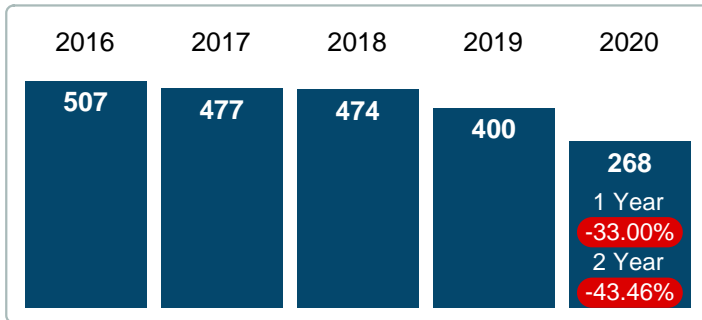
Area Delimited by County Of Rogers - Residential Property Type



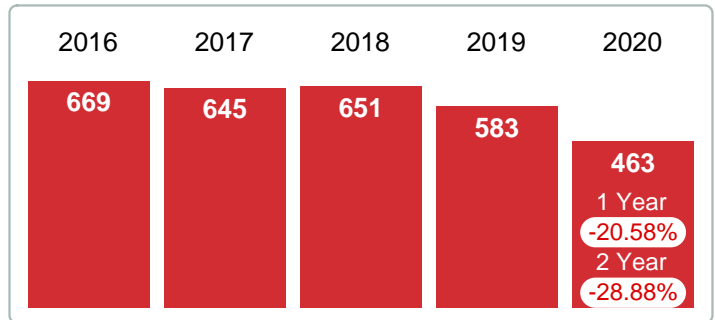
ACTIVE INVENTORY

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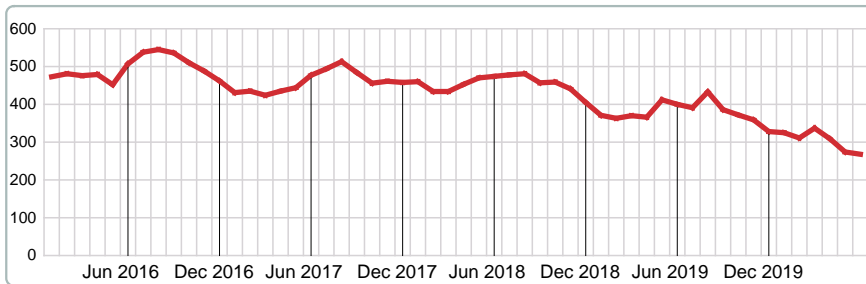
END OF JUNE



ACTIVE DURING JUNE

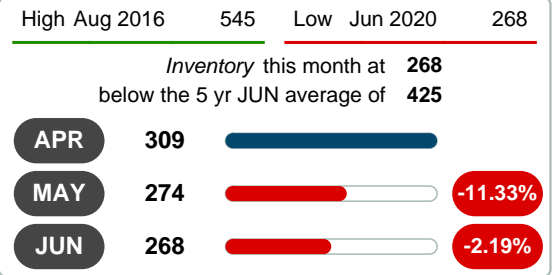


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 425



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	21	7.84%	55.5	9	9	2	1
\$75,001 - \$150,000	32	11.94%	54.0	2	26	4	0
\$150,001 - \$200,000	41	15.30%	63.7	1	23	16	1
\$200,001 - \$325,000	65	24.25%	71.0	1	28	30	6
\$325,001 - \$400,000	41	15.30%	65.6	0	10	22	9
\$400,001 - \$750,000	42	15.67%	60.4	2	4	20	16
\$750,001 and up	26	9.70%	73.7	1	3	8	14
Total Active Inventory by Units	268			16	103	102	47
Total Active Inventory by Volume	97,896,839	100%	64.4	2.89M	23.70M	36.95M	34.36M
Average Active Inventory Listing Price	\$365,287			\$180,603	\$230,054	\$362,275	\$731,055

June 2020



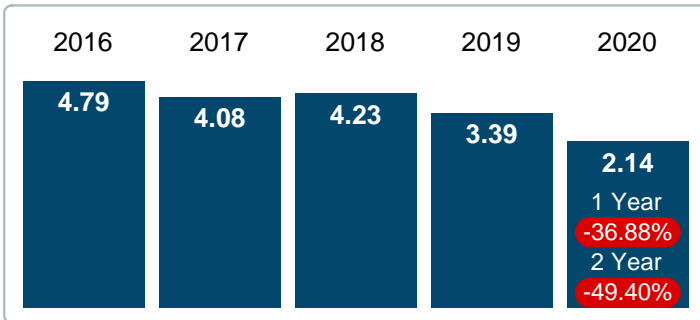
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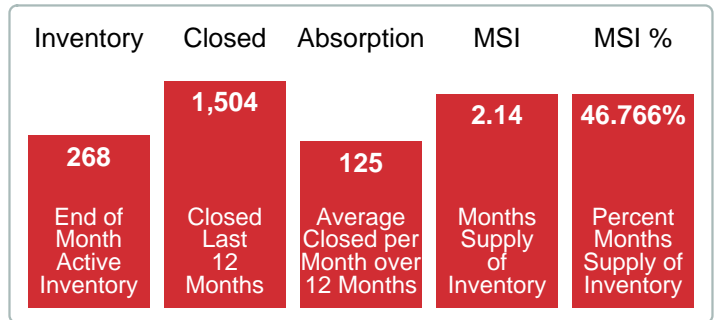
MONTHS SUPPLY of INVENTORY (MSI)

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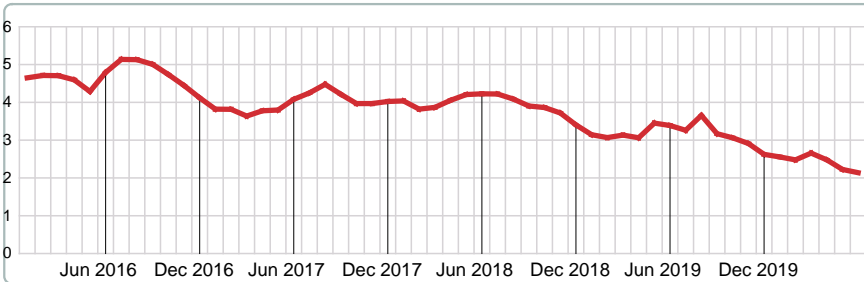
MSI FOR JUNE



INDICATORS FOR JUNE 2020

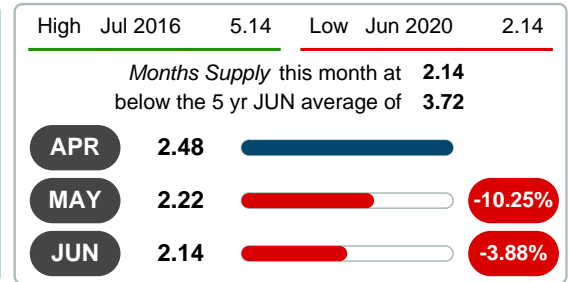


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 3.72



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	21	7.84%	3.32	3.48	2.63	6.00	0.00
\$75,001 - \$150,000	32	11.94%	1.07	0.50	1.15	1.37	0.00
\$150,001 - \$200,000	41	15.30%	1.21	0.50	0.99	1.92	4.00
\$200,001 - \$325,000	65	24.25%	2.01	2.40	1.85	1.99	3.43
\$325,001 - \$400,000	41	15.30%	3.59	0.00	3.87	2.87	7.71
\$400,001 - \$750,000	42	15.67%	4.10	0.00	3.00	2.96	7.38
\$750,001 and up	26	9.70%	24.00	0.00	36.00	16.00	28.00
Market Supply of Inventory (MSI)			2.14	1.78	1.50	2.45	7.52
Total Active Inventory by Units		100%	268	16	103	102	47

June 2020



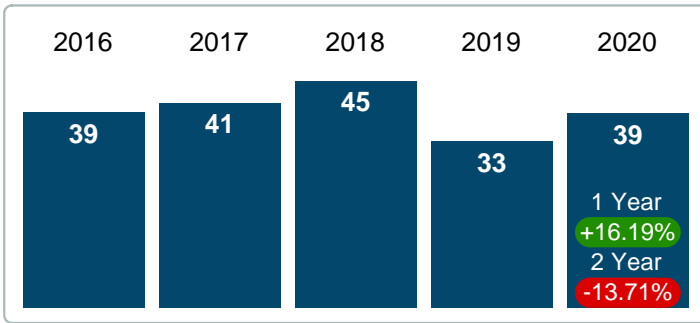
Area Delimited by County Of Rogers - Residential Property Type



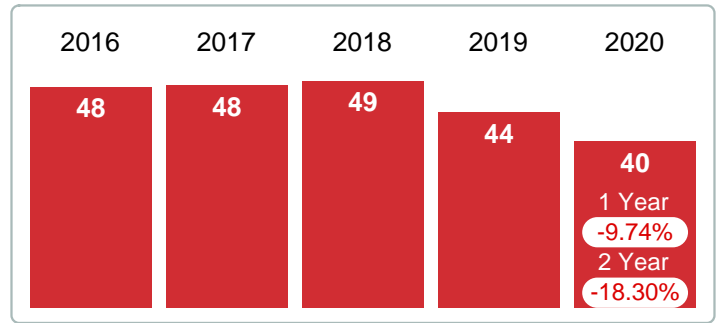
AVERAGE DAYS ON MARKET TO SALE

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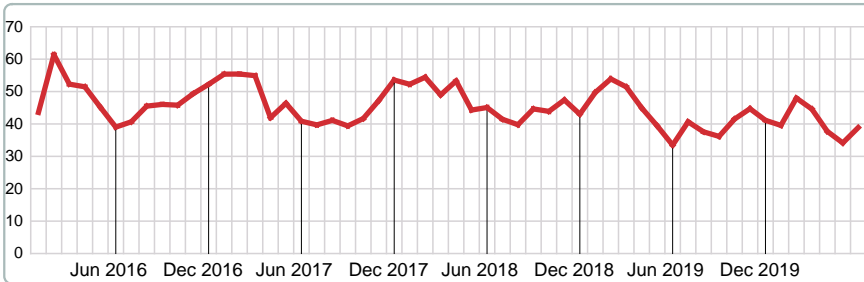
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 39

High Feb 2016 61 Low Jun 2019 33

Average Days on Market to Sale this month at 39 equal to 5 yr JUN average of 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	8.13%	46	30	60	37	0
\$100,001 - \$150,000	14.38%	23	17	19	39	0
\$150,001 - \$175,000	10.00%	37	0	21	105	0
\$175,001 - \$250,000	28.13%	30	0	28	34	0
\$250,001 - \$300,000	13.13%	41	0	16	53	61
\$300,001 - \$400,000	15.00%	46	0	47	40	71
\$400,001 and up	11.25%	66	0	0	70	46
Average Closed DOM		39				
Total Closed Units	100%	39	8	83	61	8
Total Closed Volume		39,119,145	692.90K	15.83M	19.32M	3.28M

June 2020



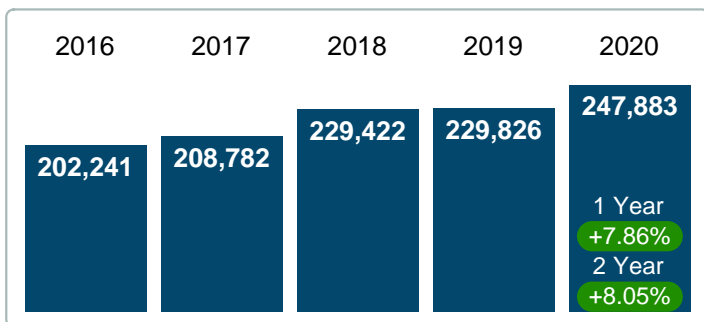
Area Delimited by County Of Rogers - Residential Property Type



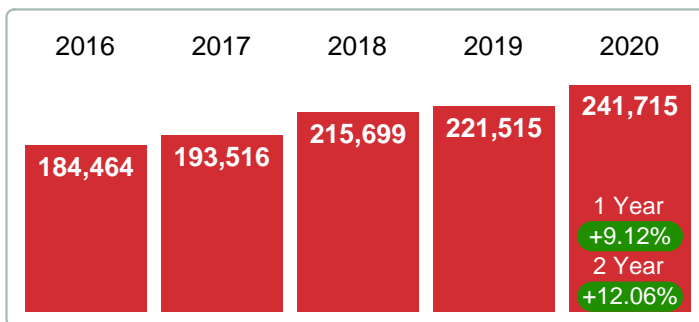
AVERAGE LIST PRICE AT CLOSING

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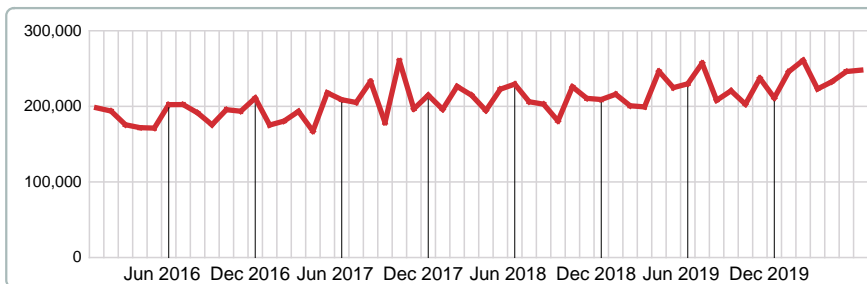
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 223,631

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

Average List Price at Closing this month at **247,883**
above the 5 yr JUN average of **223,631**

- APR 232,616
- MAY 246,056 **5.78%**
- JUN 247,883 **0.74%**

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	14	8.75%	68,468	62,980	66,143	90,250	
\$100,001 - \$150,000	20	12.50%	126,480	129,767	129,987	120,960	
\$150,001 - \$175,000	17	10.63%	164,991	0	166,396	167,900	
\$175,001 - \$250,000	45	28.13%	206,711	0	207,703	210,336	
\$250,001 - \$300,000	21	13.13%	281,293	0	284,571	283,929	
\$300,001 - \$400,000	25	15.63%	348,258	0	344,857	357,426	
\$400,001 and up	18	11.25%	525,151	0	0	508,675	
Average List Price		247,883		88,025	193,299	320,552	
Total Closed Units		160	100%	247,883	8	83	61
Total Closed Volume		39,661,312		704.20K	16.04M	19.55M	3.36M

June 2020



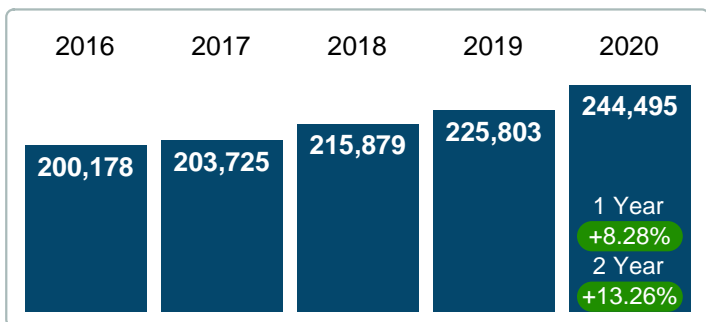
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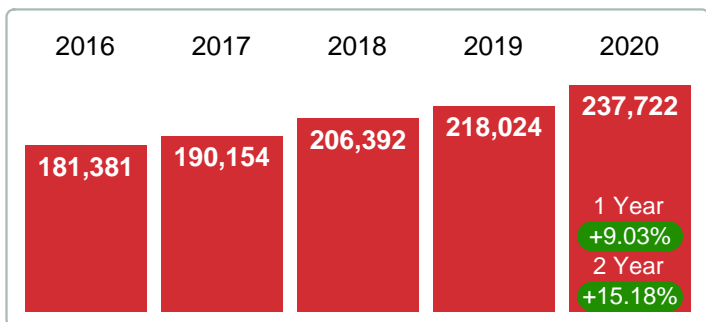
AVERAGE SOLD PRICE AT CLOSING

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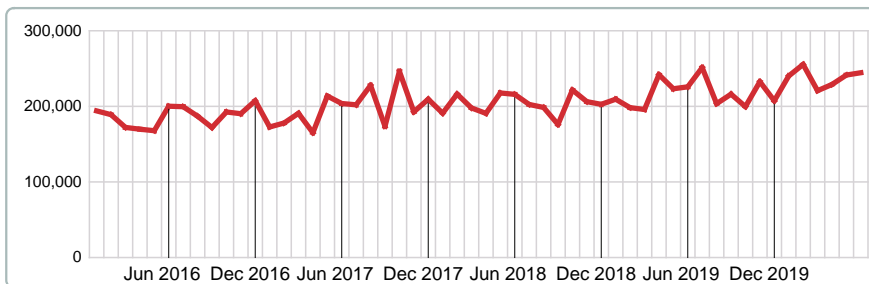
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 218,016

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

Average Sold Price at Closing this month at **244,495**
above the 5 yr JUN average of **218,016**

- APR 228,921
- MAY 241,420 **5.46%**
- JUN 244,495 **1.27%**

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	8.13%	68,862	63,180	69,900	90,000	0
\$100,001 - \$150,000	14.38%	125,043	125,667	126,467	120,400	0
\$150,001 - \$175,000	10.00%	165,622	0	165,096	167,900	0
\$175,001 - \$250,000	28.13%	205,264	0	204,339	208,123	0
\$250,001 - \$300,000	13.13%	281,381	0	282,057	282,225	273,950
\$300,001 - \$400,000	15.00%	346,359	0	338,928	352,294	336,000
\$400,001 and up	11.25%	513,305	0	0	501,033	574,667
Average Sold Price		244,495	86,613	190,686	316,711	409,988
Total Closed Units	100%	244,495	8	83	61	8
Total Closed Volume		39,119,145	692.90K	15.83M	19.32M	3.28M

June 2020



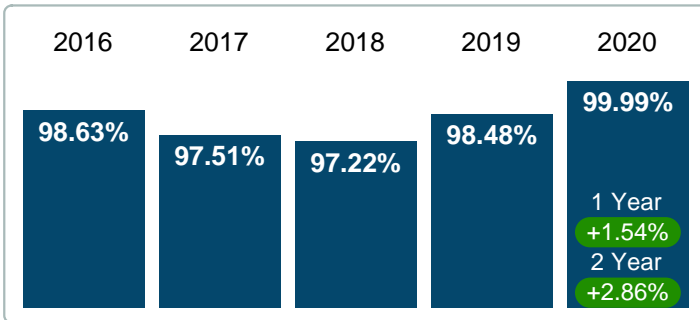
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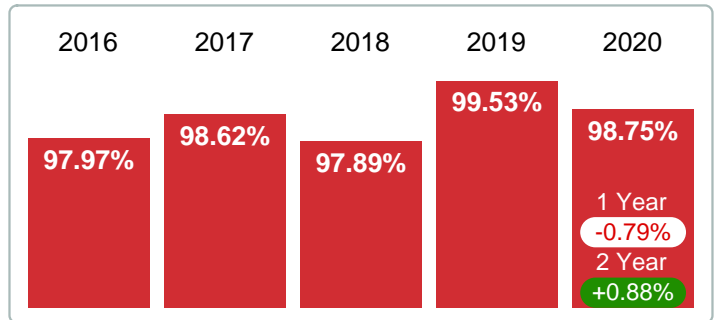
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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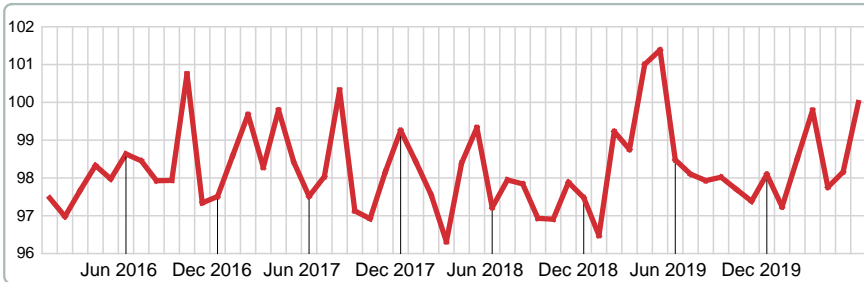
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 98.37%

High May 2019 101.38% Low Mar 2018 96.31%

Average Sold/List Ratio this month at **99.99%**
above the 5 yr JUN average of **98.37%**



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	13	8.13%	113.48%	100.45%	124.75%	99.72%	0.00%
\$100,001 - \$150,000	23	14.38%	98.12%	96.85%	97.52%	100.68%	0.00%
\$150,001 - \$175,000	16	10.00%	99.43%	0.00%	99.30%	100.00%	0.00%
\$175,001 - \$250,000	45	28.13%	98.66%	0.00%	98.56%	98.97%	0.00%
\$250,001 - \$300,000	21	13.13%	99.27%	0.00%	99.16%	99.42%	98.73%
\$300,001 - \$400,000	24	15.00%	98.39%	0.00%	98.31%	98.70%	97.10%
\$400,001 and up	18	11.25%	99.48%	0.00%	0.00%	99.83%	97.72%
Average Sold/List Ratio		100.00%		99.10%	100.73%	99.41%	97.74%
Total Closed Units	160	100%	100.00%	8	83	61	8
Total Closed Volume	39,119,145			692.90K	15.83M	19.32M	3.28M

June 2020



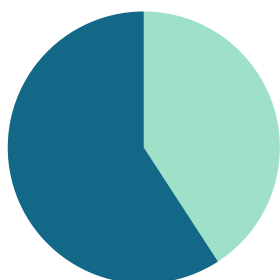
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MARKET SUMMARY

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INVENTORY

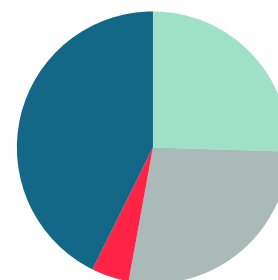


Inventory
 New Listings
189 = 40.82%
 Start Inventory
274
 Total Inventory Units
463
 Volume
\$149,079,241

Market Activity

Closed Sales
160 = 25.48%
 Pending Sales
172 = 27.39%
 Other Off Market
28 = 4.46%
 Active Inventory
268 = 42.68%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	134	160	19.40%	681	685	0.59%
Pending Sales	142	172	21.13%	785	809	3.06%
New Listings	171	189	10.53%	1,100	980	-10.91%
Average List Price	229,826	247,883	7.86%	221,515	241,715	9.12%
Average Sale Price	225,803	244,495	8.28%	218,024	237,722	9.03%
Average Percent of Selling Price to List Price	98.48%	99.99%	1.54%	99.53%	98.75%	-0.79%
Average Days on Market to Sale	33.47	38.89	16.19%	44.28	39.96	-9.74%
Monthly Inventory	400	268	-33.00%	400	268	-33.00%
Months Supply of Inventory	3.39	2.14	-36.88%	3.39	2.14	-36.88%

Absorption: Last 12 months, an Average of **125** Sales/Month

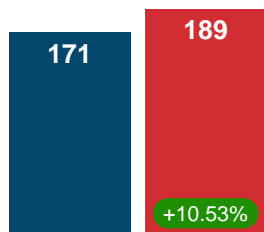
Inventory on June 30, 2020 = **268**

2019 **2020**

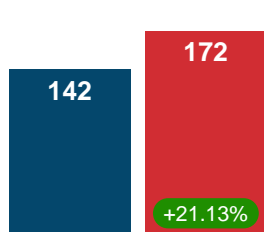
JUNE MARKET

AVERAGE PRICES

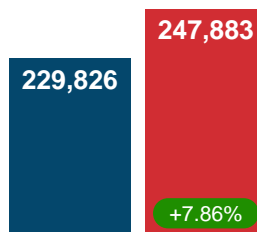
New Listings



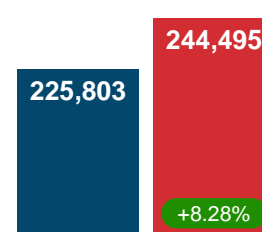
Pending Listings



List Price



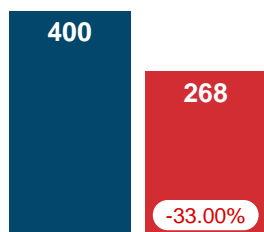
Sale Price



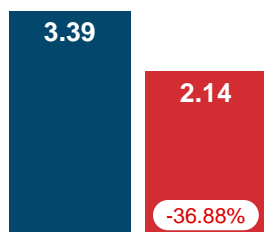
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

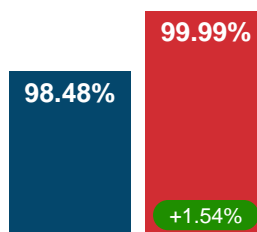
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

