

## March 2020



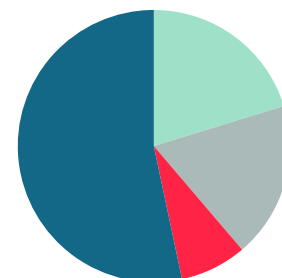
Area Delimited by County Of Rogers - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	March 2020	+/-%
Closed Listings	112	128	14.29%
Pending Listings	129	117	-9.30%
New Listings	184	190	3.26%
Average List Price	199,270	223,029	11.92%
Average Sale Price	195,866	220,750	12.70%
Average Percent of Selling Price to List Price	98.76%	99.79%	1.05%
Average Days on Market to Sale	51.45	44.59	-13.32%
End of Month Inventory	371	337	-9.16%
Months Supply of Inventory	3.14	2.66	-15.43%



■ Closed (20.25%)  
■ Pending (18.51%)  
■ Other OffMarket (7.91%)  
■ Active (53.32%)

**Absorption:** Last 12 months, an Average of **127** Sales/Month  
**Active Inventory** as of March 31, 2020 = **337**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2020 decreased **9.16%** to 337 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 **2.66** 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 **12.70%** in March 2020 to \$220,750 versus the previous year at \$195,866.

##### Average Days on Market Shortens

The average number of **44.59** days that homes spent on the market before selling decreased by 6.85 days or **13.32%** in March 2020 compared to last year's same month at **51.45** DOM.

##### Sales Success for March 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 190 New Listings in March 2020, up **3.26%** from last year at 184. Furthermore, there were 128 Closed Listings this month versus last year at 112, a **14.29%** increase.

Closed versus Listed trends yielded a **67.4%** ratio, up from previous year's, March 2019, at **60.9%**, a **10.68%** 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

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

#### 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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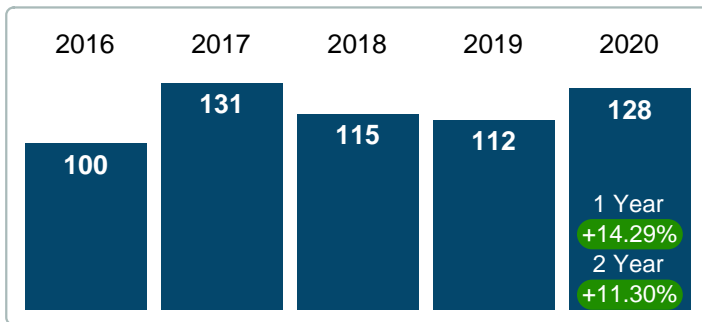
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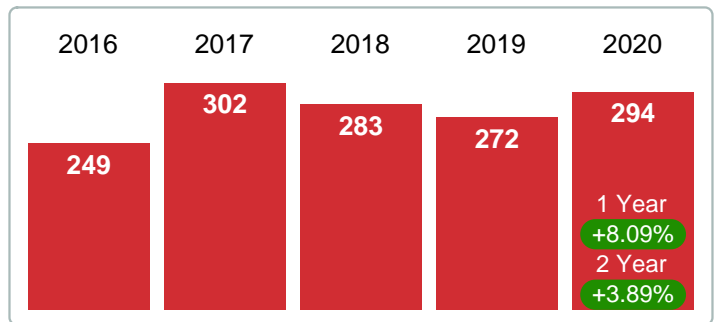
## CLOSED LISTINGS

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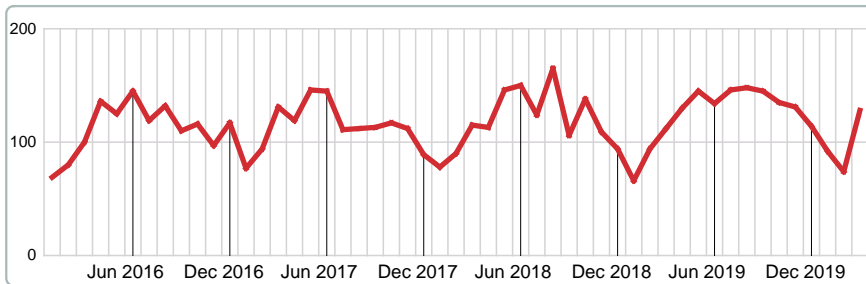
### MARCH



### YEAR TO DATE (YTD)

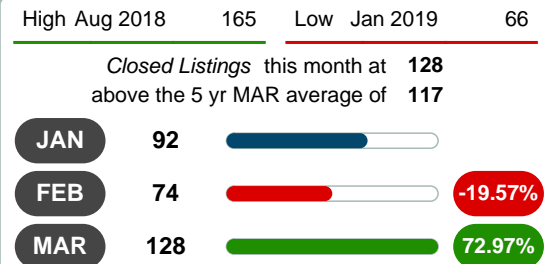


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 117



### 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	12	9.38%	40.3	4	7	1	0
\$100,001 - \$125,000	11	8.59%	24.3	3	6	2	0
\$125,001 - \$150,000	15	11.72%	14.3	0	15	0	0
\$150,001 - \$225,000	41	32.03%	45.6	5	26	10	0
\$225,001 - \$275,000	20	15.63%	47.6	0	10	9	1
\$275,001 - \$375,000	15	11.72%	69.5	0	4	9	2
\$375,001 and up	14	10.94%	62.9	0	1	11	2
<b>Total Closed Units</b>	<b>128</b>			<b>12</b>	<b>69</b>	<b>42</b>	<b>5</b>
<b>Total Closed Volume</b>	<b>28,255,992</b>	<b>100%</b>	<b>44.6</b>	<b>1.60M</b>	<b>12.28M</b>	<b>12.16M</b>	<b>2.22M</b>
<b>Average Closed Price</b>	<b>\$220,750</b>			<b>\$132,958</b>	<b>\$178,013</b>	<b>\$289,540</b>	<b>\$443,380</b>

# March 2020



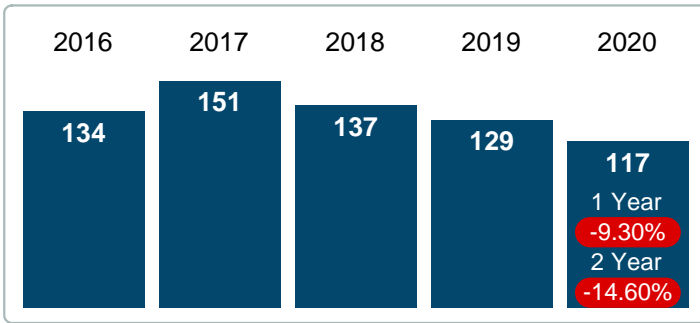
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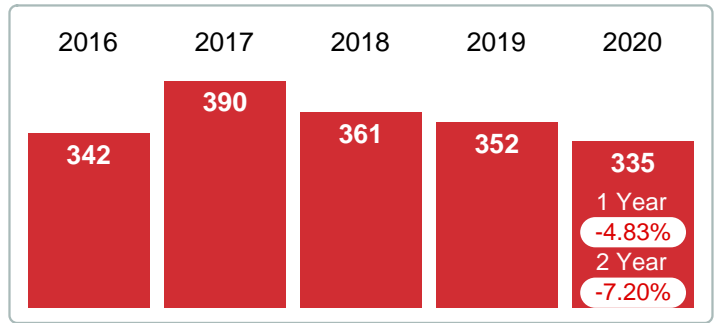
## PENDING LISTINGS

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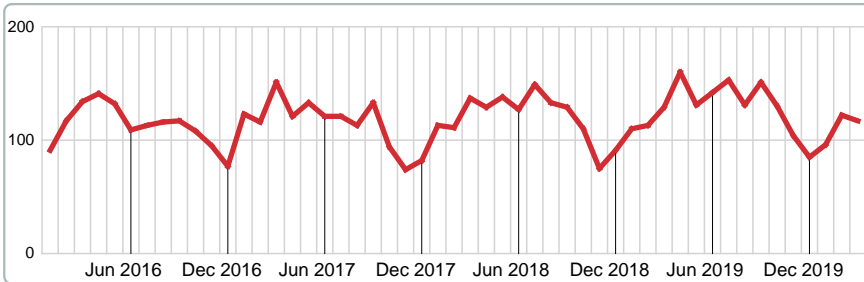
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 134

High Apr 2019 160 Low Nov 2017 74

Pending Listings this month at 117 below the 5 yr MAR 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	9	7.69%	55.6	2	6	1	0
\$100,001 - \$125,000	10	8.55%	13.4	2	6	2	0
\$125,001 - \$175,000	24	20.51%	28.4	0	21	3	0
\$175,001 - \$225,000	27	23.08%	34.2	2	15	10	0
\$225,001 - \$350,000	20	17.09%	68.3	0	12	7	1
\$350,001 - \$425,000	13	11.11%	87.7	0	0	12	1
\$425,001 and up	14	11.97%	70.1	0	3	9	2
<b>Total Pending Units</b>	<b>117</b>			<b>6</b>	<b>63</b>	<b>44</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>30,242,092</b>	<b>100%</b>	<b>48.4</b>	<b>763.30K</b>	<b>13.22M</b>	<b>14.49M</b>	<b>1.76M</b>
<b>Average Listing Price</b>	<b>\$254,598</b>			<b>\$127,217</b>	<b>\$209,843</b>	<b>\$329,409</b>	<b>\$441,175</b>

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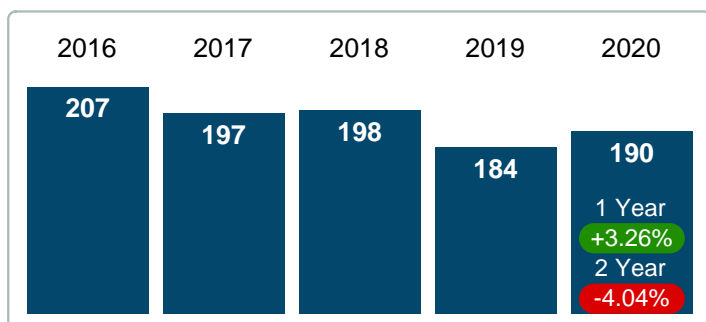
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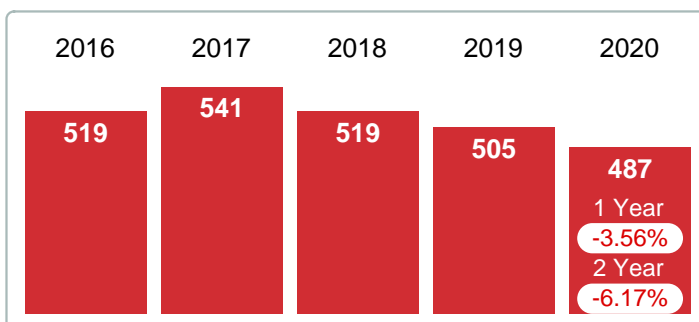
## NEW LISTINGS

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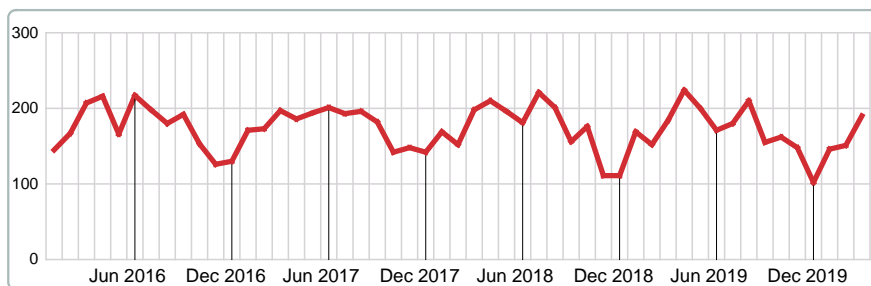
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 195

High Apr 2019 224 Low Dec 2019 102

New Listings this month at 190  
below the 5 yr MAR average of 195

JAN	146	
FEB	151	3.42%
MAR	190	25.83%

### 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	12	6.32%	5	3	4	0
\$100,001 - \$150,000	23	12.11%	1	21	1	0
\$150,001 - \$175,000	28	14.74%	0	19	9	0
\$175,001 - \$225,000	46	24.21%	1	26	19	0
\$225,001 - \$325,000	37	19.47%	0	22	11	4
\$325,001 - \$450,000	24	12.63%	0	5	13	6
\$450,001 and up	20	10.53%	0	2	9	9
<b>Total New Listed Units</b>	<b>190</b>		<b>7</b>	<b>98</b>	<b>66</b>	<b>19</b>
<b>Total New Listed Volume</b>	<b>50,256,608</b>	<b>100%</b>	<b>624.40K</b>	<b>19.86M</b>	<b>19.78M</b>	<b>9.99M</b>
<b>Average New Listed Listing Price</b>	<b>\$230,999</b>		<b>\$89,200</b>	<b>\$202,691</b>	<b>\$299,654</b>	<b>\$525,863</b>

# March 2020



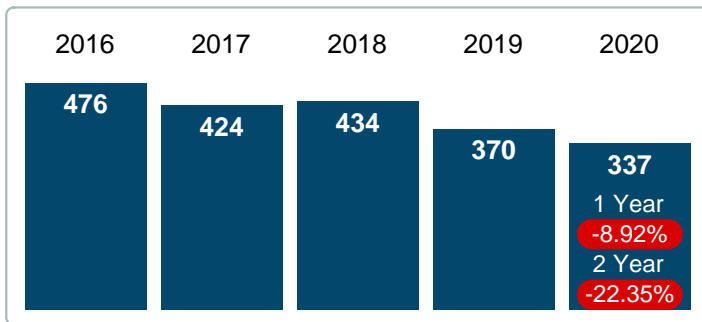
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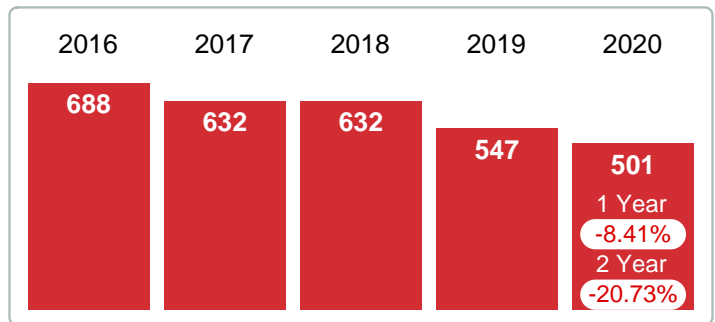
## ACTIVE INVENTORY

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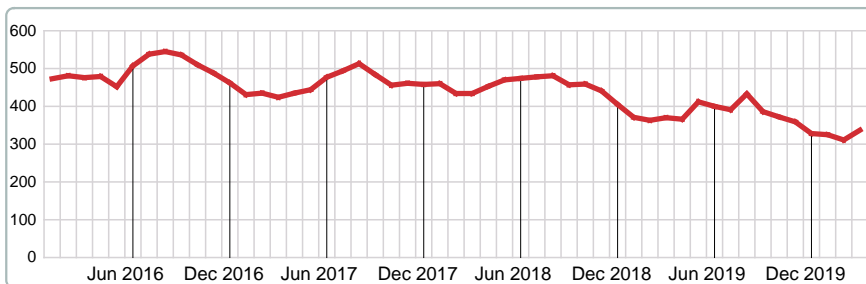
### END OF MARCH



### ACTIVE DURING MARCH

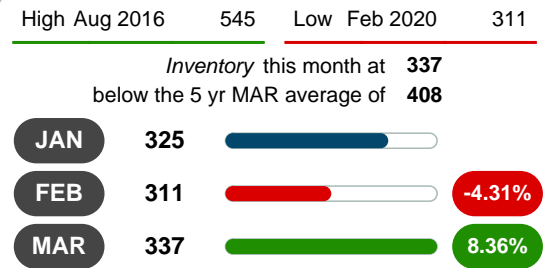


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 408



### 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	34	10.09%	61.5	11	15	7	1
\$100,001 - \$150,000	24	7.12%	45.8	3	20	1	0
\$150,001 - \$200,000	68	20.18%	45.6	2	37	27	2
\$200,001 - \$300,000	75	22.26%	57.6	0	44	28	3
\$300,001 - \$375,000	46	13.65%	61.2	0	12	24	10
\$375,001 - \$550,000	56	16.62%	74.5	1	8	34	13
\$550,001 and up	34	10.09%	64.4	0	2	15	17
Total Active Inventory by Units			337	17	138	136	46
Total Active Inventory by Volume			112,480,383	1.83M	30.34M	47.94M	32.38M
Average Active Inventory Listing Price			\$333,770	\$107,509	\$219,841	\$352,490	\$703,828

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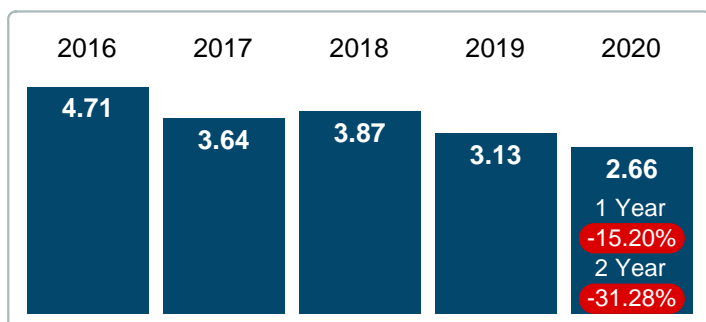
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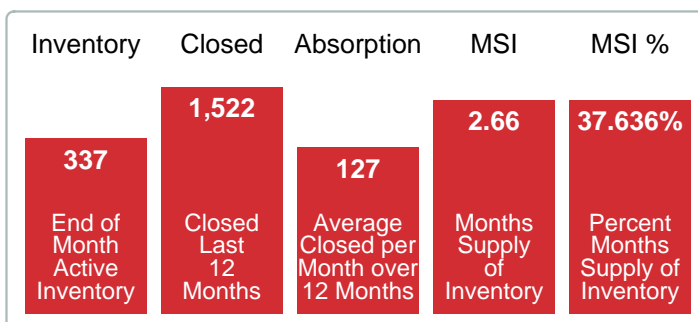
## MONTHS SUPPLY of INVENTORY (MSI)

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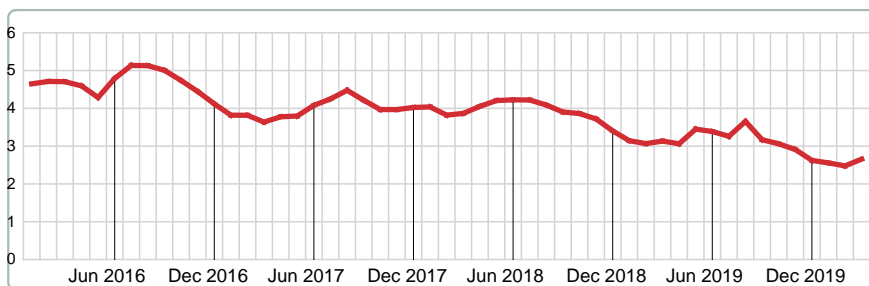
### MSI FOR MARCH



### INDICATORS FOR MARCH 2020

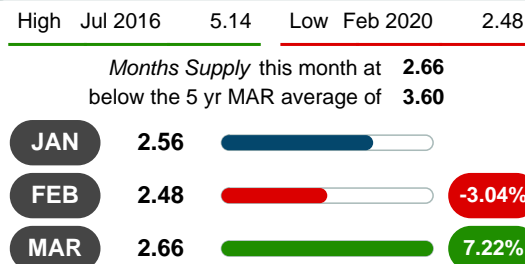


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 3.60



### 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	34	10.09%	2.49	2.69	1.73	7.64	0.00
\$100,001 - \$150,000	24	7.12%	0.97	1.33	1.01	0.40	0.00
\$150,001 - \$200,000	68	20.18%	2.01	1.09	1.56	3.41	6.00
\$200,001 - \$300,000	75	22.26%	2.73	0.00	3.47	2.14	2.25
\$300,001 - \$375,000	46	13.65%	3.68	0.00	3.51	3.24	6.67
\$375,001 - \$550,000	56	16.62%	5.25	0.00	4.17	4.74	8.21
\$550,001 and up	34	10.09%	8.68	0.00	12.00	7.20	10.20
Market Supply of Inventory (MSI)			2.66	1.94	1.96	3.31	6.81
Total Active Inventory by Units		100%	2.66	17	138	136	46

# March 2020



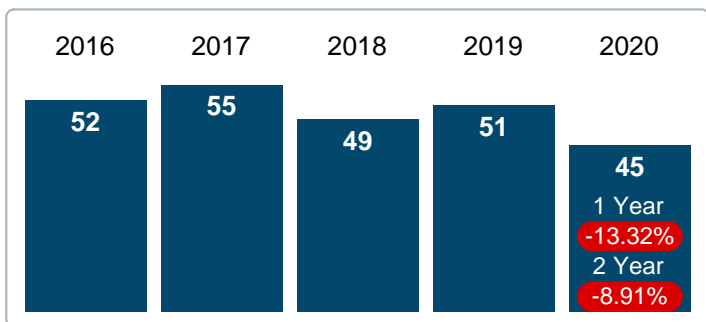
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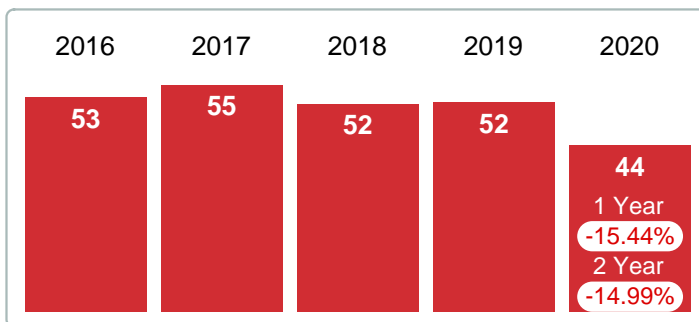
## AVERAGE DAYS ON MARKET TO SALE

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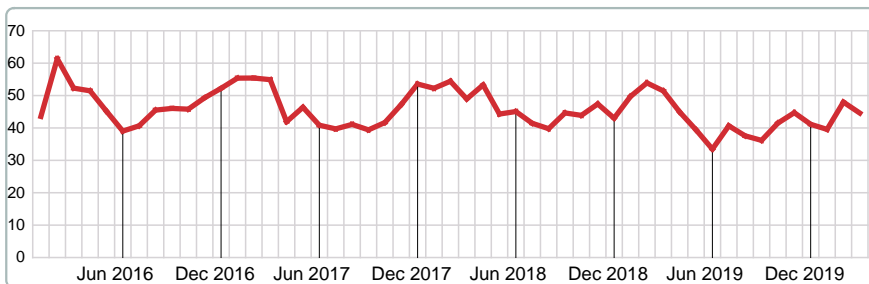
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 50

High Feb 2016 61 Low Jun 2019 33

Average Days on Market to Sale this month at 45 below the 5 yr MAR average of 50



### 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	9.38%	40	40	34	84	0
\$100,001 - \$125,000	8.59%	24	12	35	12	0
\$125,001 - \$150,000	11.72%	14	0	14	0	0
\$150,001 - \$225,000	32.03%	46	26	48	50	0
\$225,001 - \$275,000	15.63%	48	0	66	32	3
\$275,001 - \$375,000	11.72%	70	0	80	69	53
\$375,001 and up	10.94%	63	0	64	62	68
<b>Average Closed DOM</b>		<b>45</b>	<b>27</b>	<b>43</b>	<b>52</b>	<b>49</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>45</b>	<b>12</b>	<b>69</b>	<b>42</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>28,255,992</b>	<b>1.60M</b>	<b>12.28M</b>	<b>12.16M</b>	<b>2.22M</b>

# March 2020



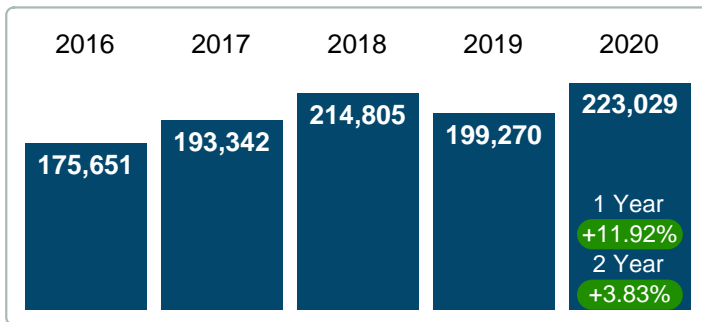
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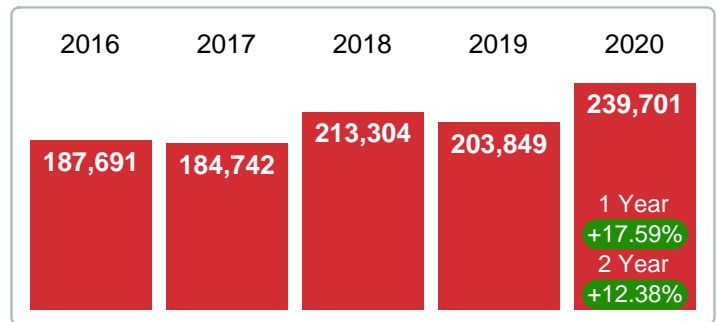
## AVERAGE LIST PRICE AT CLOSING

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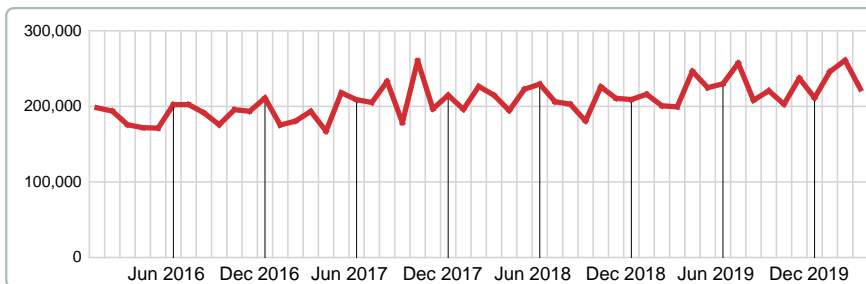
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

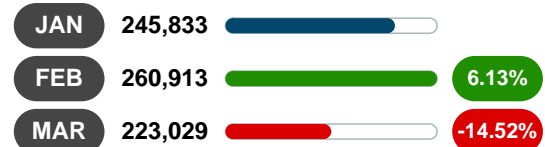


### 3 MONTHS

5 year MAR AVG = 201,220

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

Average List Price at Closing this month at **223,029**  
above the 5 yr MAR average of **201,220**



### 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	9.38%	69,742	73,750	64,843	88,000	0
\$100,001 - \$125,000	8.59%	115,709	113,967	117,483	113,000	0
\$125,001 - \$150,000	11.72%	139,140	0	139,353	0	0
\$150,001 - \$225,000	30.47%	184,195	196,340	181,271	195,216	0
\$225,001 - \$275,000	14.84%	247,237	0	257,000	251,822	239,000
\$275,001 - \$375,000	14.84%	322,096	0	333,450	321,303	337,450
\$375,001 and up	10.16%	488,464	0	549,900	441,839	657,450
<b>Average List Price</b>		<b>223,029</b>	<b>134,883</b>	<b>179,940</b>	<b>292,489</b>	<b>445,760</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>223,029</b>	<b>12</b>	<b>69</b>	<b>42</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>28,547,767</b>	<b>1.62M</b>	<b>12.42M</b>	<b>12.28M</b>	<b>2.23M</b>



# March 2020



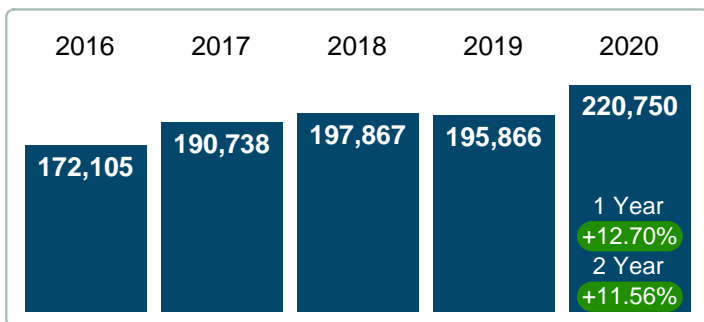
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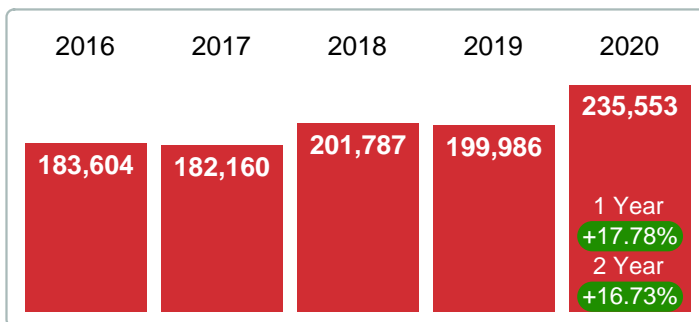
## AVERAGE SOLD PRICE AT CLOSING

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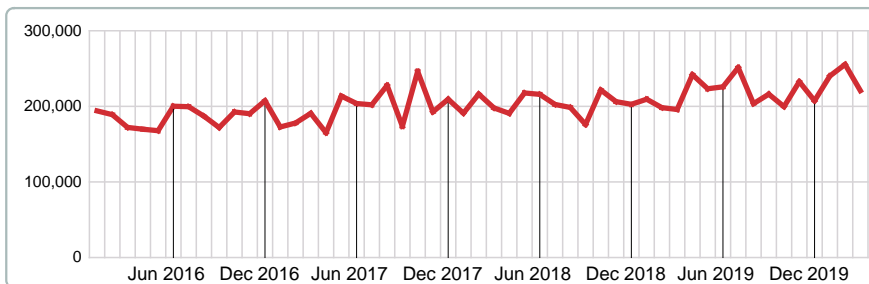
### MARCH



### YEAR TO DATE (YTD)

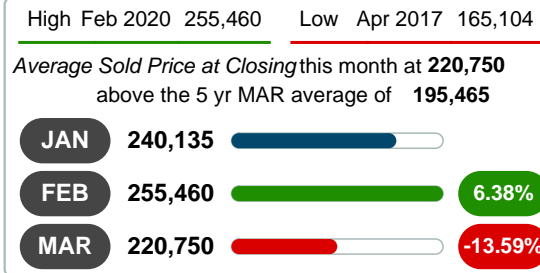


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 195,465



### 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	9.38%	72,546	72,875	69,864	90,000	0
\$100,001 - \$125,000	8.59%	109,829	112,667	108,167	110,557	0
\$125,001 - \$150,000	11.72%	138,087	0	138,087	0	0
\$150,001 - \$225,000	32.03%	185,059	193,200	180,345	193,246	0
\$225,001 - \$275,000	15.63%	251,365	0	254,330	249,444	239,000
\$275,001 - \$375,000	11.72%	320,813	0	324,075	316,222	334,950
\$375,001 and up	10.94%	477,078	0	545,000	438,735	654,000
<b>Average Sold Price</b>		<b>220,750</b>	<b>132,958</b>	<b>178,013</b>	<b>289,540</b>	<b>443,380</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>220,750</b>	<b>12</b>	<b>69</b>	<b>42</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>28,255,992</b>	<b>1.60M</b>	<b>12.28M</b>	<b>12.16M</b>	<b>2.22M</b>

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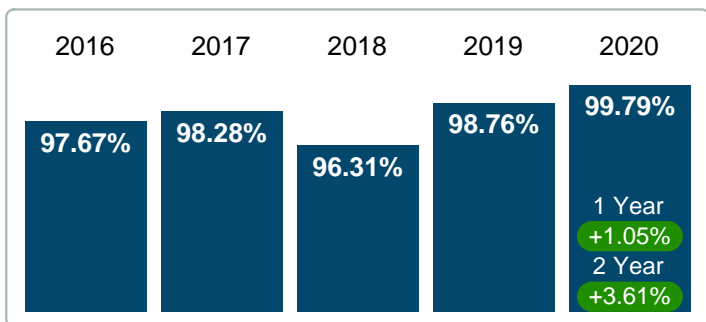
Area Delimited by County Of Rogers - Residential Property Type



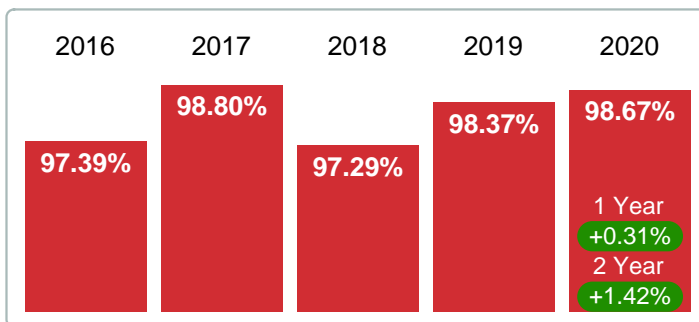
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

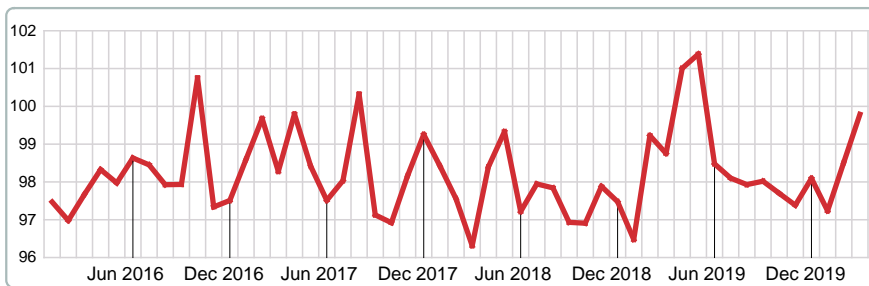
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

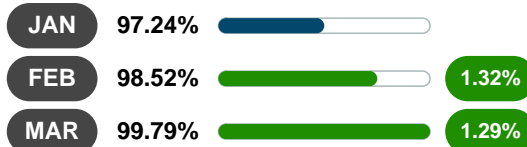


### 3 MONTHS

5 year MAR AVG = 98.16%

High May 2019 101.38% Low Mar 2018 96.31%

Average Sold/List Ratio this month at **99.79%**  
above the 5 yr MAR average of **98.16%**



### 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	12	9.38%	109.84%	96.88%	118.32%	102.27%	0.00%
\$100,001 - \$125,000	11	8.59%	95.12%	98.91%	92.36%	97.72%	0.00%
\$125,001 - \$150,000	15	11.72%	99.11%	0.00%	99.11%	0.00%	0.00%
\$150,001 - \$225,000	41	32.03%	99.36%	98.55%	99.66%	98.99%	0.00%
\$225,001 - \$275,000	20	15.63%	99.13%	0.00%	99.06%	99.11%	100.00%
\$275,001 - \$375,000	15	11.72%	98.22%	0.00%	97.14%	98.46%	99.28%
\$375,001 and up	14	10.94%	99.46%	0.00%	99.11%	99.53%	99.28%
Average Sold/List Ratio		99.80%		98.09%	100.56%	99.06%	99.42%
Total Closed Units	128	100%	99.80%	12	69	42	5
Total Closed Volume	28,255,992			1.60M	12.28M	12.16M	2.22M

# March 2020



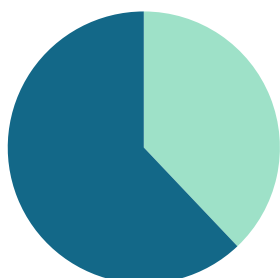
Area Delimited by County Of Rogers - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

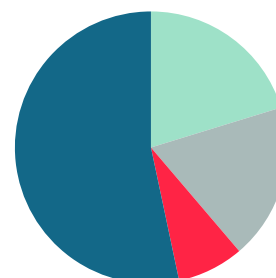


**Inventory**  
 New Listings  
**190 = 37.92%**  
 Start Inventory  
**311**  
 Total Inventory Units  
**501**  
 Volume  
**\$157,360,804**

### Market Activity

Closed Sales  
**128 = 20.25%**  
 Pending Sales  
**117 = 18.51%**  
 Other Off Market  
**50 = 7.91%**  
 Active Inventory  
**337 = 53.32%**

### MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	112	128	14.29%	272	294	8.09%
Pending Sales	129	117	-9.30%	352	335	-4.83%
New Listings	184	190	3.26%	505	487	-3.56%
Average List Price	199,270	223,029	11.92%	203,849	239,701	17.59%
Average Sale Price	195,866	220,750	12.70%	199,986	235,553	17.78%
Average Percent of Selling Price to List Price	98.76%	99.79%	1.05%	98.37%	98.67%	0.31%
Average Days on Market to Sale	51.45	44.59	-13.32%	51.88	43.87	-15.44%
Monthly Inventory	371	337	-9.16%	371	337	-9.16%
Months Supply of Inventory	3.14	2.66	-15.43%	3.14	2.66	-15.43%

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

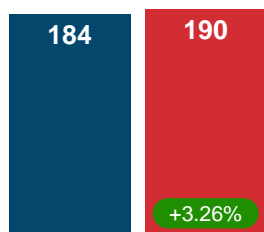
**Inventory** on March 31, 2020 = 337

2019 2020

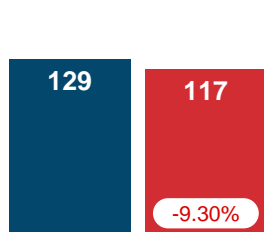
### MARCH MARKET

### AVERAGE PRICES

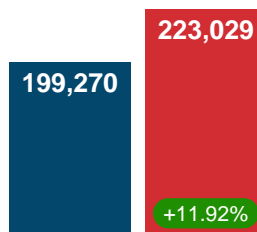
#### New Listings



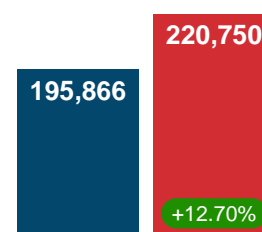
#### Pending Listings



#### List Price



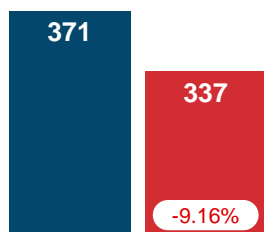
#### Sale Price



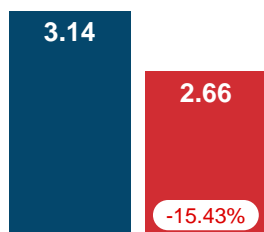
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

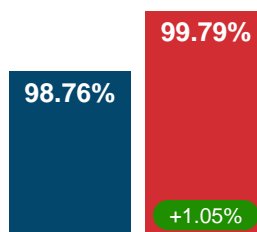
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

