

November 2020



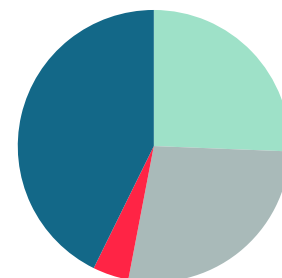
Area Delimited by County Of Rogers - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 01, 2023 for MLS Technology Inc.

Compared Metrics	November		
	2019	2020	+/-%
Closed Listings	131	132	0.76%
Pending Listings	104	141	35.58%
New Listings	148	148	0.00%
Average List Price	237,236	247,231	4.21%
Average Sale Price	232,625	246,661	6.03%
Average Percent of Selling Price to List Price	97.38%	100.37%	3.06%
Average Days on Market to Sale	44.71	27.48	-38.53%
End of Month Inventory	359	220	-38.72%
Months Supply of Inventory	2.91	1.70	-41.71%



■ Closed (25.63%)
■ Pending (27.38%)
■ Other OffMarket (4.27%)
■ Active (42.72%)

Absorption: Last 12 months, an Average of **130** Sales/Month
Active Inventory as of November 30, 2020 = **220**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2020 decreased **38.72%** to 220 existing homes available for sale. Over the last 12 months this area has had an average of 130 closed sales per month. This represents an unsold inventory index of **1.70** 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 **6.03%** in November 2020 to \$246,661 versus the previous year at \$232,625.

Average Days on Market Shortens

The average number of **27.48** days that homes spent on the market before selling decreased by 17.23 days or **38.53%** in November 2020 compared to last year's same month at **44.71** DOM.

Sales Success for November 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 148 New Listings in November 2020, down **0.00%** from last year at 148. Furthermore, there were 132 Closed Listings this month versus last year at 131, a **0.76%** increase.

Closed versus Listed trends yielded a **89.2%** ratio, up from previous year's, November 2019, at **88.5%**, a **0.76%** 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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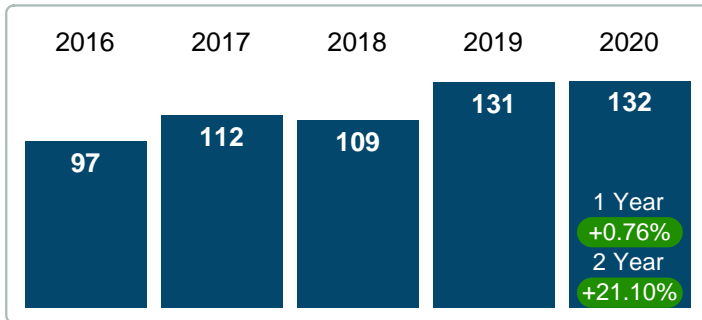
Area Delimited by County Of Rogers - Residential Property Type



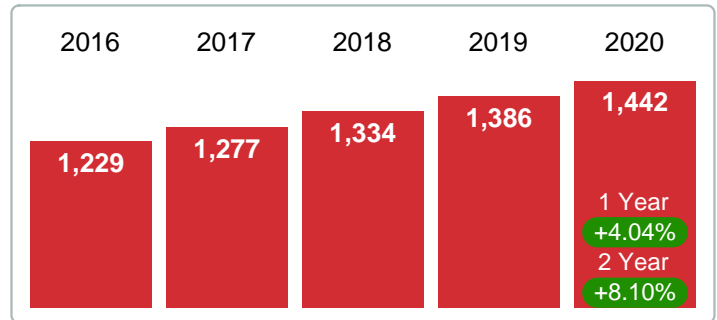
CLOSED LISTINGS

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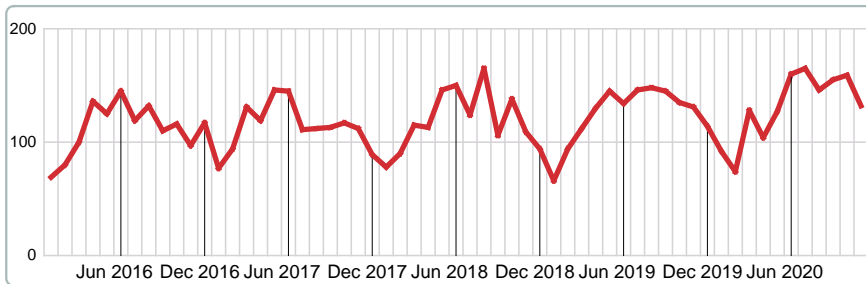
NOVEMBER



YEAR TO DATE (YTD)

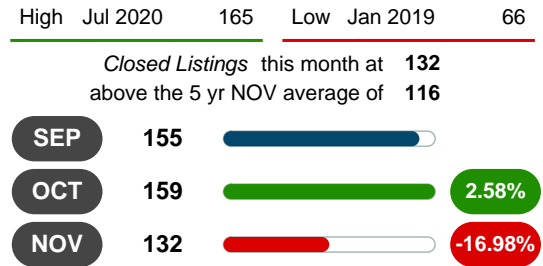


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 116



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	8	6.06%	61.4	4	4	0	0
\$100,001 - \$150,000	17	12.88%	32.1	1	15	1	0
\$150,001 - \$175,000	12	9.09%	30.3	0	11	1	0
\$175,001 - \$250,000	43	32.58%	19.7	0	28	15	0
\$250,001 - \$275,000	7	5.30%	13.7	0	3	4	0
\$275,001 - \$375,000	28	21.21%	27.7	1	9	13	5
\$375,001 and up	17	12.88%	29.9	0	4	10	3
Total Closed Units	132			6	74	44	8
Total Closed Volume	32,559,211	100%	27.5	701.90K	15.07M	13.61M	3.18M
Average Closed Price	\$246,661			\$116,983	\$203,715	\$309,251	\$396,925

November 2020



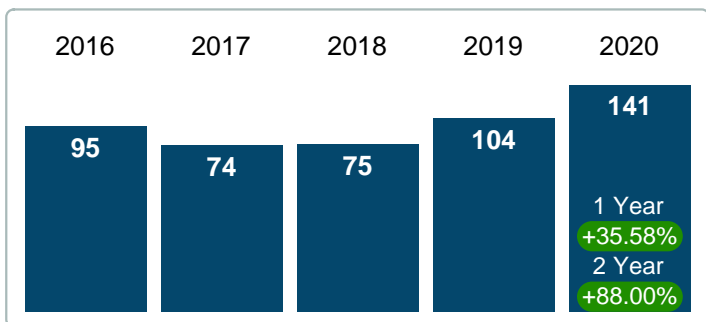
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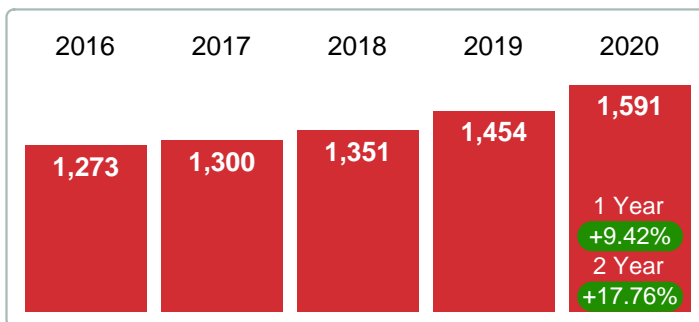
PENDING LISTINGS

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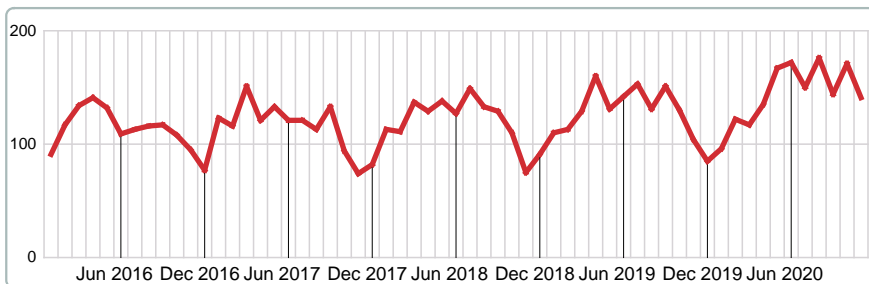
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 98

High Aug 2020 176 Low Nov 2017 74

Pending Listings this month at 141
above the 5 yr NOV average of 98



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	12	8.51%	26.5	4	8	0	0
\$125,001 - \$150,000	10	7.09%	13.1	1	9	0	0
\$150,001 - \$175,000	19	13.48%	21.1	0	17	2	0
\$175,001 - \$225,000	41	29.08%	22.6	2	29	10	0
\$225,001 - \$300,000	27	19.15%	26.9	0	17	9	1
\$300,001 - \$400,000	14	9.93%	35.1	0	1	12	1
\$400,001 and up	18	12.77%	60.6	0	4	7	7
Total Pending Units	141			7	85	40	9
Total Pending Volume	35,356,020	100%	29.2	873.20K	17.77M	12.62M	4.09M
Average Listing Price	\$251,159			\$124,743	\$209,000	\$315,592	\$454,900



Area Delimited by County Of Rogers - Residential Property Type

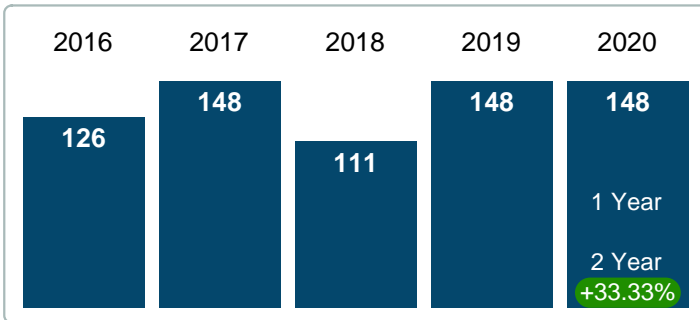


November 2020

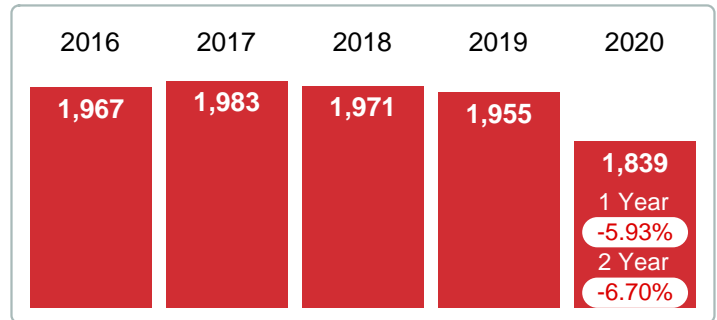
NEW LISTINGS

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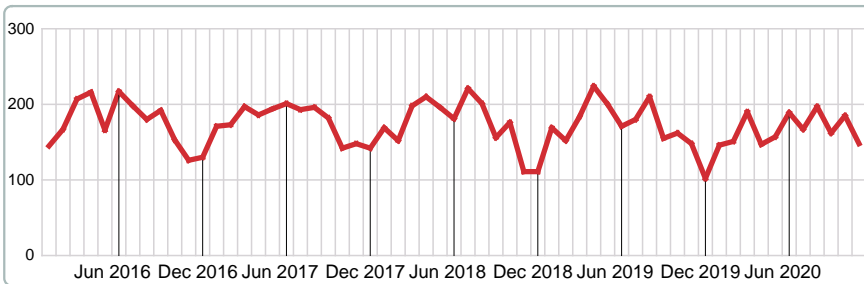
NOVEMBER



YEAR TO DATE (YTD)

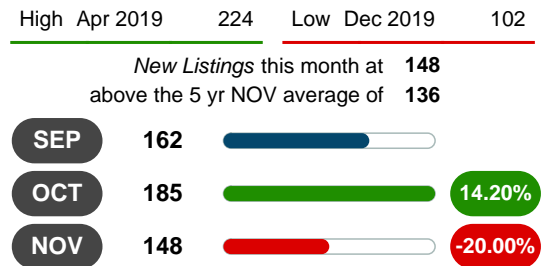


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 136



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	6	4.05%	3	3	0	0
\$100,001 - \$150,000	18	12.16%	2	15	1	0
\$150,001 - \$175,000	24	16.22%	0	21	3	0
\$175,001 - \$225,000	46	31.08%	1	31	13	1
\$225,001 - \$275,000	15	10.14%	0	9	6	0
\$275,001 - \$400,000	23	15.54%	0	13	9	1
\$400,001 and up	16	10.81%	0	3	7	6
Total New Listed Units	148		6	95	39	8
Total New Listed Volume	36,153,323	100%	646.40K	20.17M	11.04M	4.30M
Average New Listed Listing Price	\$238,316		\$107,733	\$212,290	\$283,098	\$537,325

November 2020



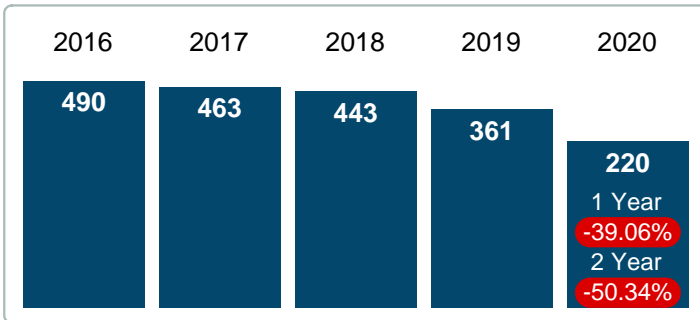
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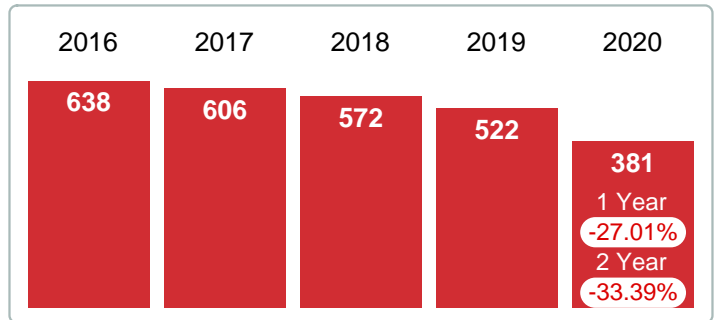
ACTIVE INVENTORY

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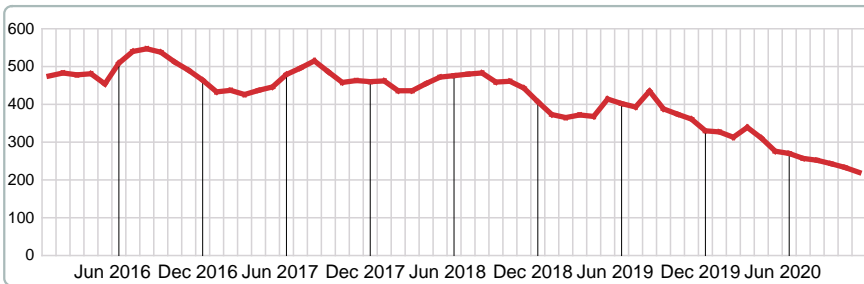
END OF NOVEMBER



ACTIVE DURING NOVEMBER

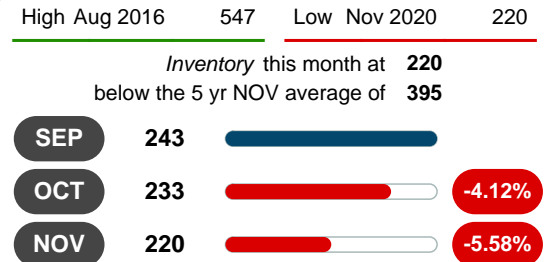


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 395



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	7.73%	62.4	3	13	0	1
\$100,001 - \$150,000	15	6.82%	46.5	0	14	1	0
\$150,001 - \$225,000	50	22.73%	33.9	1	33	15	1
\$225,001 - \$375,000	53	24.09%	70.1	1	28	20	4
\$375,001 - \$475,000	30	13.64%	81.4	0	10	20	0
\$475,001 - \$775,000	33	15.00%	78.8	0	9	11	13
\$775,001 and up	22	10.00%	103.9	0	2	7	13
Total Active Inventory by Units	220			5	109	74	32
Total Active Inventory by Volume	91,194,612	100%	65.9	627.40K	28.66M	32.79M	29.11M
Average Active Inventory Listing Price	\$414,521			\$125,480	\$262,978	\$443,106	\$909,775

November 2020



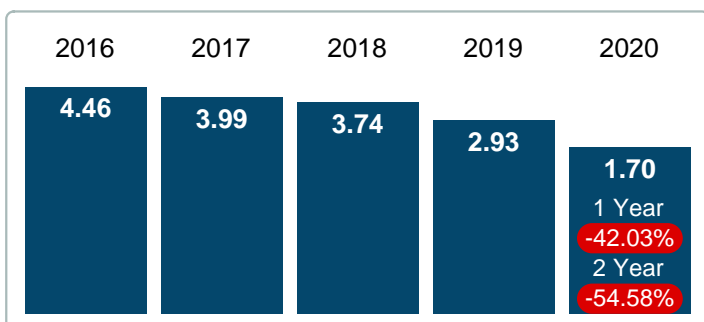
Area Delimited by County Of Rogers - Residential Property Type



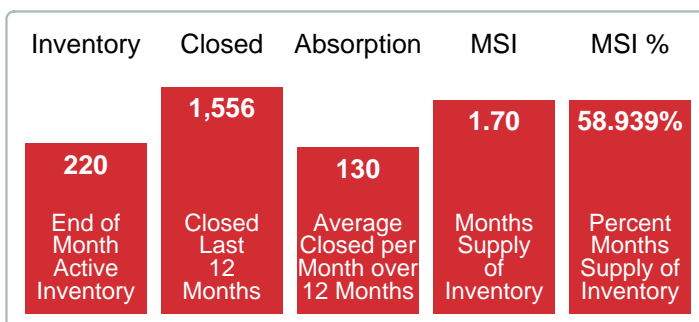
MONTHS SUPPLY of INVENTORY (MSI)

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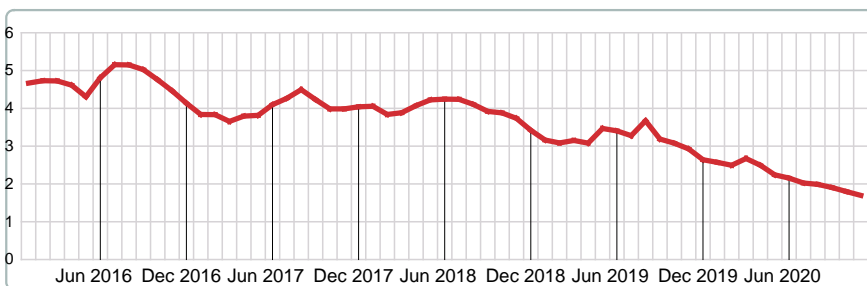
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2020

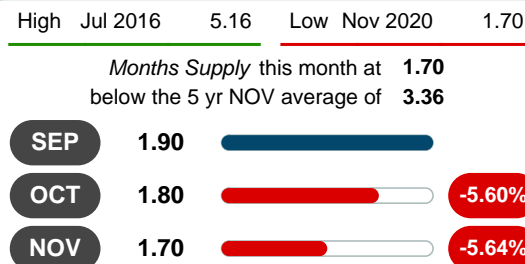


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 3.36



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	7.73%	1.43	0.73	1.95	0.00	6.00
\$100,001 - \$150,000	15	6.82%	0.73	0.00	0.87	0.55	0.00
\$150,001 - \$225,000	50	22.73%	1.23	1.00	1.18	1.30	12.00
\$225,001 - \$375,000	53	24.09%	1.34	2.40	1.65	1.04	1.41
\$375,001 - \$475,000	30	13.64%	2.69	0.00	5.71	2.55	0.00
\$475,001 - \$775,000	33	15.00%	7.07	0.00	18.00	4.55	7.43
\$775,001 and up	22	10.00%	15.53	0.00	24.00	10.50	22.29
Market Supply of Inventory (MSI)			1.70	0.61	1.56	1.67	4.52
Total Active Inventory by Units		100%	1.70	5	109	74	32

November 2020



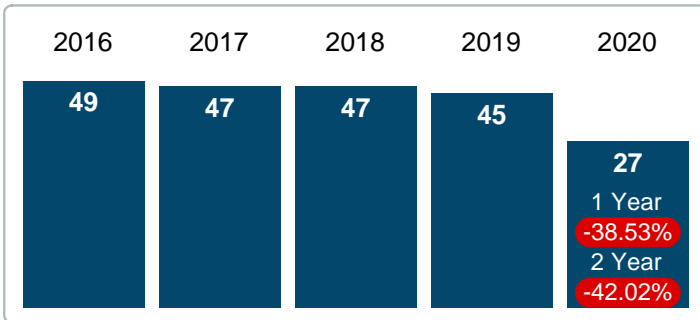
Area Delimited by County Of Rogers - Residential Property Type



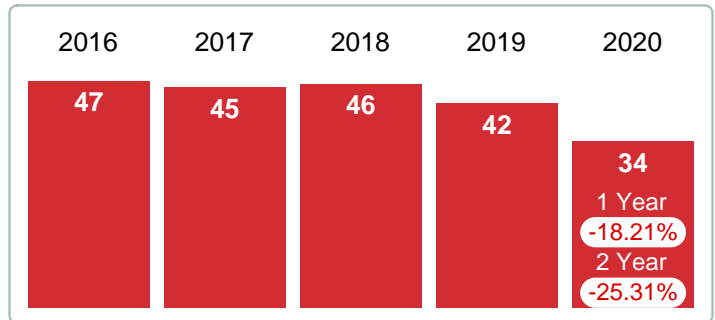
AVERAGE DAYS ON MARKET TO SALE

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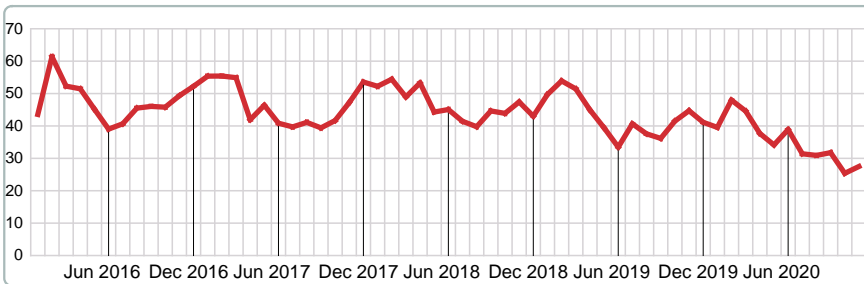
NOVEMBER



YEAR TO DATE (YTD)

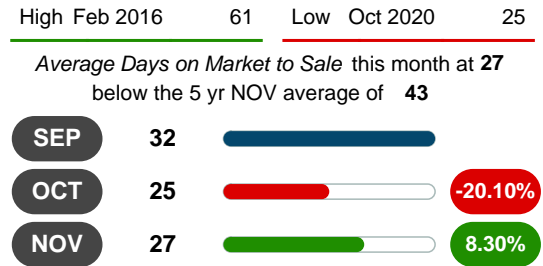


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 43



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	6.06%	61	52	71	0	0
\$100,001 - \$150,000	12.88%	32	5	32	55	0
\$150,001 - \$175,000	9.09%	30	0	18	164	0
\$175,001 - \$250,000	32.58%	20	0	18	24	0
\$250,001 - \$275,000	5.30%	14	0	6	20	0
\$275,001 - \$375,000	21.21%	28	16	15	23	65
\$375,001 and up	12.88%	30	0	34	35	7
Average Closed DOM		27	38	24	30	43
Total Closed Units	100%	27	6	74	44	8
Total Closed Volume		32,559,211	701.90K	15.07M	13.61M	3.18M

November 2020



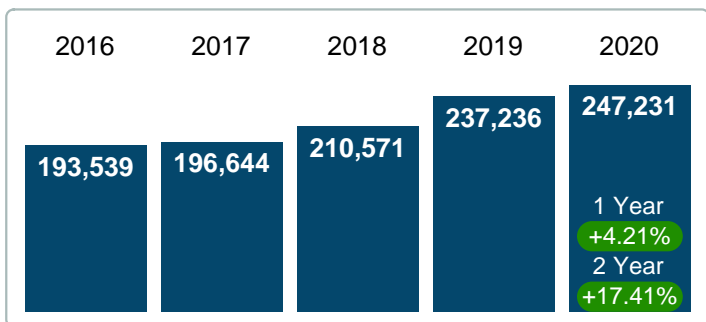
Area Delimited by County Of Rogers - Residential Property Type



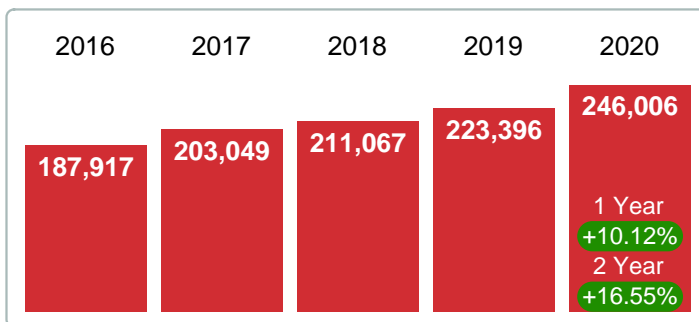
AVERAGE LIST PRICE AT CLOSING

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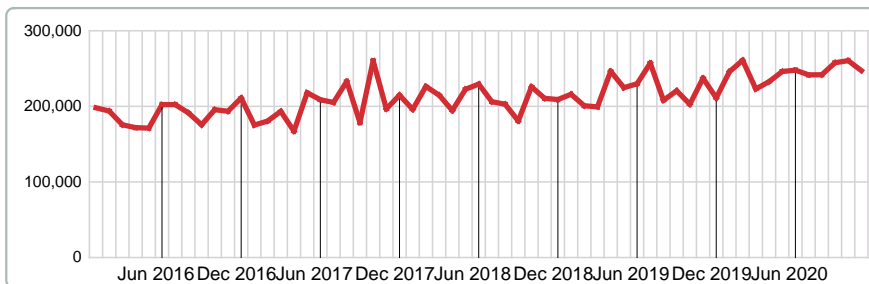
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 217,044

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

Average List Price at Closing this month at **247,231**
above the 5 yr NOV average of **217,044**

SEP	257,695	
OCT	260,457	+1.07%
NOV	247,231	-5.08%

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	6.82%	68,244	68,600	59,950	0	
\$100,001 - \$150,000	18	13.64%	127,228	134,900	124,080	144,000	
\$150,001 - \$175,000	12	9.09%	168,788	0	166,187	187,500	
\$175,001 - \$250,000	43	32.58%	210,174	0	201,353	212,300	
\$250,001 - \$275,000	7	5.30%	268,243	0	261,467	266,075	
\$275,001 - \$375,000	26	19.70%	315,318	320,000	293,553	317,569	
\$375,001 and up	17	12.88%	505,366	0	518,675	492,912	
Average List Price		247,231		121,550	203,622	309,951	399,912
Total Closed Units		132	100%	247,231	6	74	44
Total Closed Volume		32,634,447			729.30K	15.07M	13.64M

November 2020



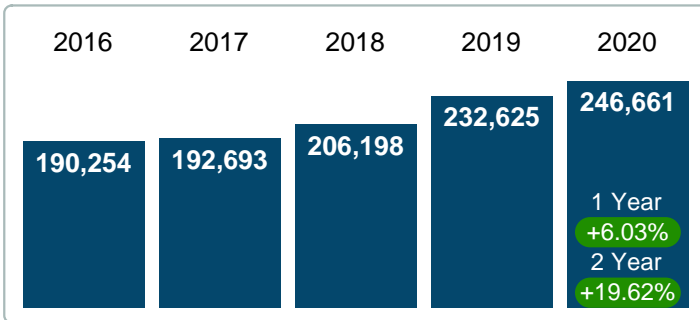
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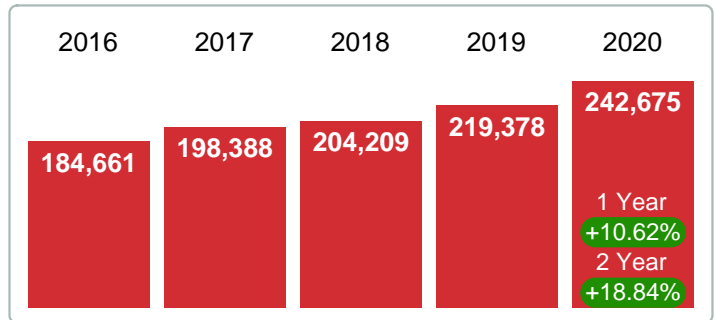
AVERAGE SOLD PRICE AT CLOSING

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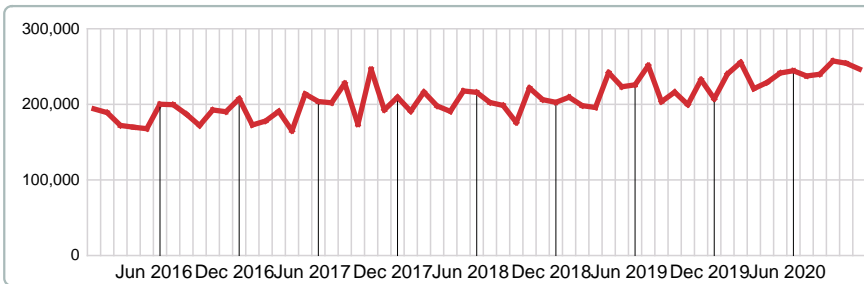
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

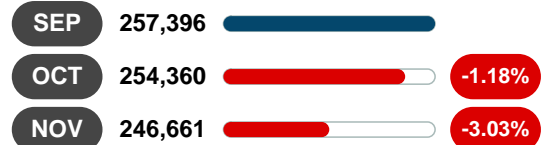


3 MONTHS

5 year NOV AVG = 213,686

High Sep 2020 257,396 Low Apr 2017 165,104

Average Sold Price at Closing this month at **246,661**
above the 5 yr NOV average of **213,686**



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	6.06%	62,488	70,000	54,975	0	0
\$100,001 - \$150,000	17	12.88%	125,953	134,900	124,420	140,000	0
\$150,001 - \$175,000	12	9.09%	166,680	0	166,382	169,950	0
\$175,001 - \$250,000	43	32.58%	206,253	0	203,496	211,398	0
\$250,001 - \$275,000	7	5.30%	264,557	0	265,500	263,850	0
\$275,001 - \$375,000	28	21.21%	310,596	287,000	298,064	315,400	325,380
\$375,001 and up	17	12.88%	500,030	0	495,375	497,050	516,167
Average Sold Price			246,661	116,983	203,715	309,251	396,925
Total Closed Units		100%	246,661	6	74	44	8
Total Closed Volume			32,559,211	701.90K	15.07M	13.61M	3.18M

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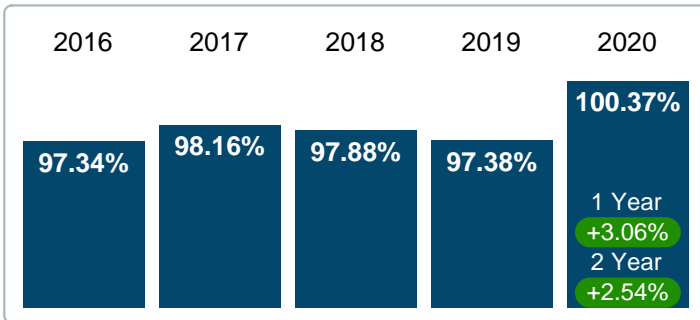
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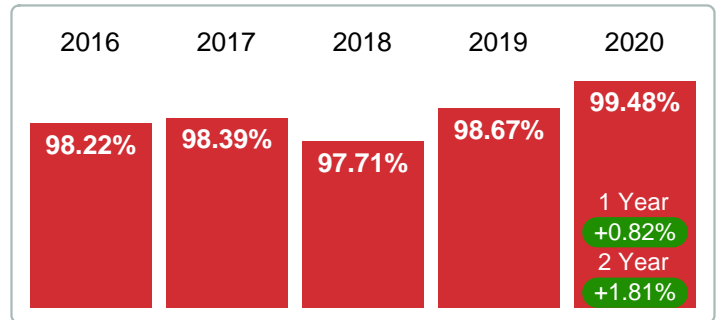
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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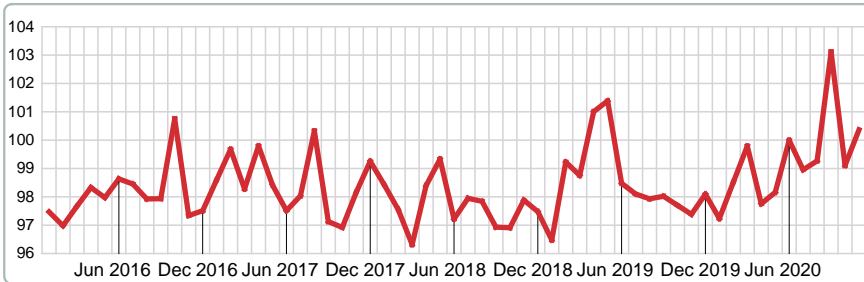
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

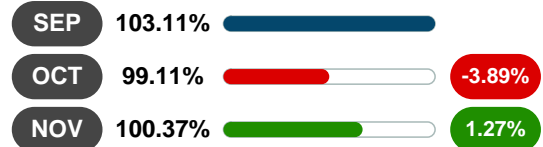


3 MONTHS

5 year NOV AVG = 98.23%

High Sep 2020 103.11% Low Mar 2018 96.31%

Average Sold/List Ratio this month at **100.37%** above the 5 yr NOV average of **98.23%**



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	8	6.06%	96.52%	102.74%	90.30%	0.00%	0.00%
\$100,001 - \$150,000	17	12.88%	100.17%	100.00%	100.38%	97.22%	0.00%
\$150,001 - \$175,000	12	9.09%	99.37%	0.00%	100.16%	90.64%	0.00%
\$175,001 - \$250,000	43	32.58%	101.99%	0.00%	103.27%	99.61%	0.00%
\$250,001 - \$275,000	7	5.30%	100.21%	0.00%	101.59%	99.17%	0.00%
\$275,001 - \$375,000	28	21.21%	100.23%	89.69%	102.31%	99.31%	100.98%
\$375,001 and up	17	12.88%	99.26%	0.00%	96.40%	100.79%	97.97%
Average Sold/List Ratio		100.40%		100.11%	100.96%	99.49%	99.85%
Total Closed Units		132	100%	6	74	44	8
Total Closed Volume		32,559,211		701.90K	15.07M	13.61M	3.18M

November 2020



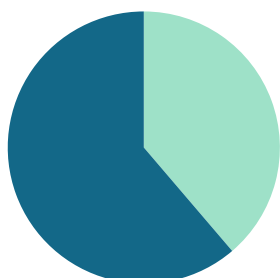
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

Report produced on Aug 01, 2023 for MLS Technology Inc.

INVENTORY

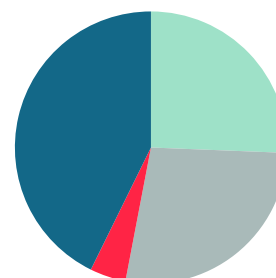


Inventory
 New Listings
148 = 38.74%
 Start Inventory
234
 Total Inventory Units
382
 Volume
\$135,296,022

Market Activity

Closed Sales
132 = 25.63%
 Pending Sales
141 = 27.38%
 Other Off Market
22 = 4.27%
 Active Inventory
220 = 42.72%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	131	132	0.76%	1,386	1,442	4.04%
Pending Sales	104	141	35.58%	1,454	1,591	9.42%
New Listings	148	148	0.00%	1,955	1,839	-5.93%
Average List Price	237,236	247,231	4.21%	223,396	246,006	10.12%
Average Sale Price	232,625	246,661	6.03%	219,378	242,675	10.62%
Average Percent of Selling Price to List Price	97.38%	100.37%	3.06%	98.67%	99.48%	0.82%
Average Days on Market to Sale	44.71	27.48	-38.53%	42.10	34.44	-18.21%
Monthly Inventory	359	220	-38.72%	359	220	-38.72%
Months Supply of Inventory	2.91	1.70	-41.71%	2.91	1.70	-41.71%

Absorption: Last 12 months, an Average of **130** Sales/Month

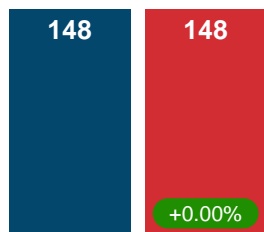
Inventory on November 30, 2020 = **220**

2019 **2020**

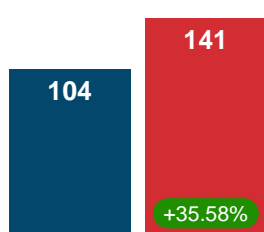
NOVEMBER MARKET

AVERAGE PRICES

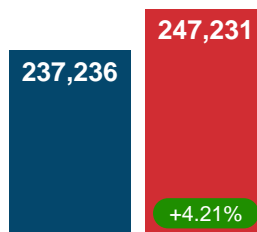
New Listings



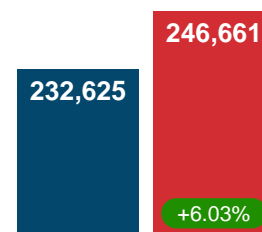
Pending Listings



List Price



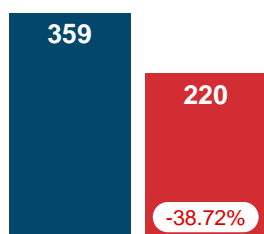
Sale Price



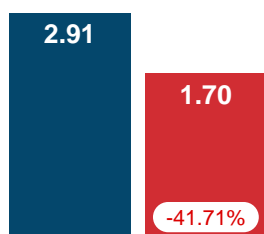
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

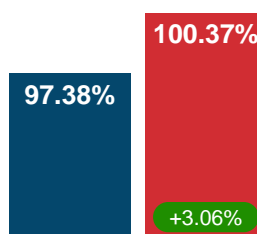
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

