

November 2020



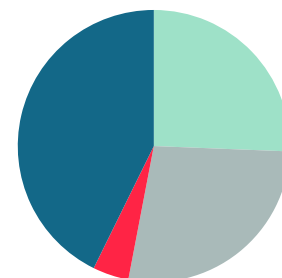
Area Delimited by County Of Rogers - Residential Property Type



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%
Median List Price	194,000	219,450	13.12%
Median Sale Price	188,500	217,250	15.25%
Median Percent of Selling Price to List Price	99.35%	100.00%	0.65%
Median Days on Market to Sale	30.00	10.00	-66.67%
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.

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 **15.25%** in November 2020 to \$217,250 versus the previous year at \$188,500.

Median Days on Market Shortens

The median number of **10.00** days that homes spent on the market before selling decreased by 20.00 days or **66.67%** in November 2020 compared to last year's same month at **30.00** DOM.

Sales Success for November 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 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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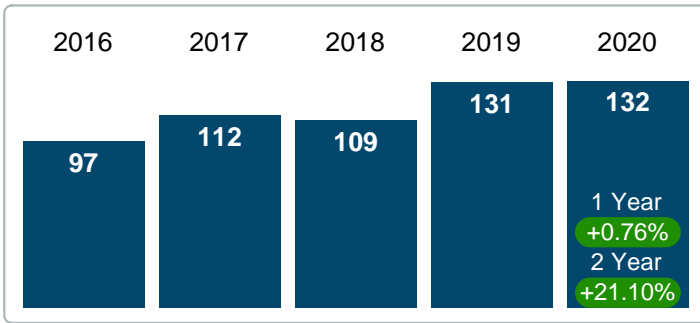
Area Delimited by County Of Rogers - Residential Property Type



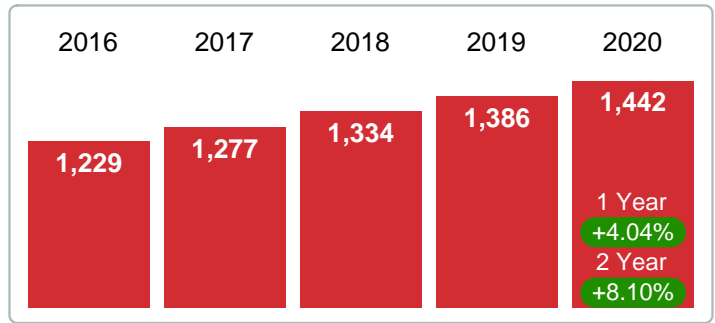
CLOSED LISTINGS

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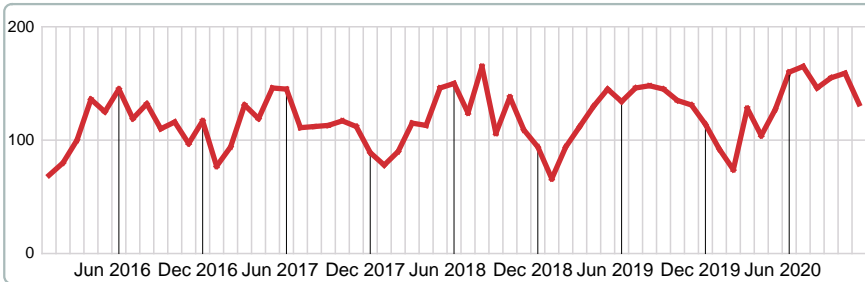
NOVEMBER



YEAR TO DATE (YTD)

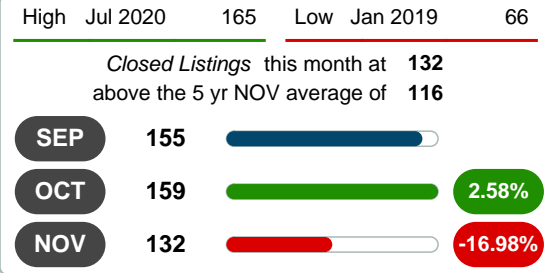


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 116



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	8	6.06%	37.0	4	4	0	0
\$100,001 - \$150,000	17	12.88%	18.0	1	15	1	0
\$150,001 - \$175,000	12	9.09%	11.0	0	11	1	0
\$175,001 - \$250,000	43	32.58%	9.0	0	28	15	0
\$250,001 - \$275,000	7	5.30%	9.0	0	3	4	0
\$275,001 - \$375,000	28	21.21%	8.5	1	9	13	5
\$375,001 and up	17	12.88%	6.0	0	4	10	3
Total Closed Units	132			6	74	44	8
Total Closed Volume	32,559,211	100%	10.0	701.90K	15.07M	13.61M	3.18M
Median Closed Price	\$217,250			\$93,500	\$182,750	\$284,500	\$341,000

November 2020



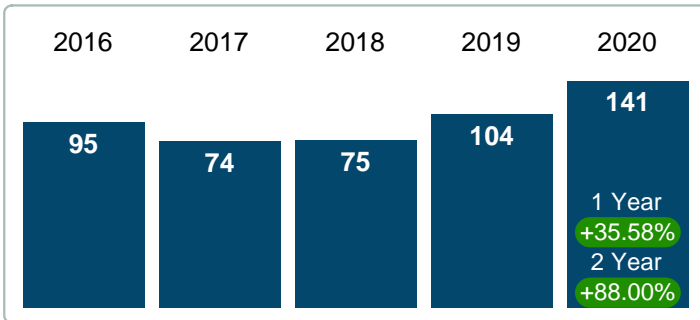
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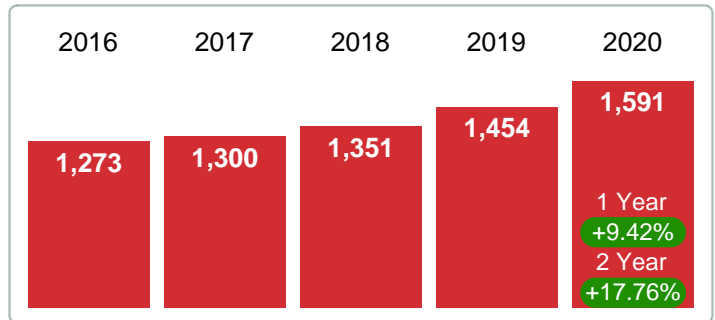
PENDING LISTINGS

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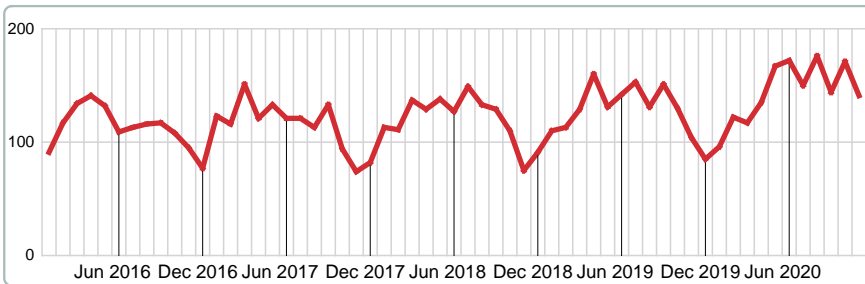
NOVEMBER



YEAR TO DATE (YTD)

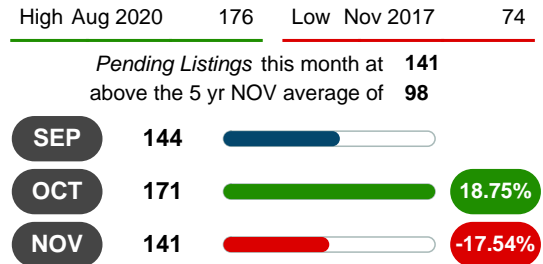


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 98



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	12	8.51%	14.0	4	8	0	0
\$125,001 - \$150,000	10	7.09%	6.0	1	9	0	0
\$150,001 - \$175,000	19	13.48%	6.0	0	17	2	0
\$175,001 - \$225,000	41	29.08%	8.0	2	29	10	0
\$225,001 - \$300,000	27	19.15%	6.0	0	17	9	1
\$300,001 - \$400,000	14	9.93%	15.5	0	1	12	1
\$400,001 and up	18	12.77%	29.5	0	4	7	7
Total Pending Units	141			7	85	40	9
Total Pending Volume	35,356,020	100%	8.0	873.20K	17.77M	12.62M	4.09M
Median Listing Price	\$218,000			\$125,000	\$185,000	\$299,450	\$419,999



Area Delimited by County Of Rogers - Residential Property Type

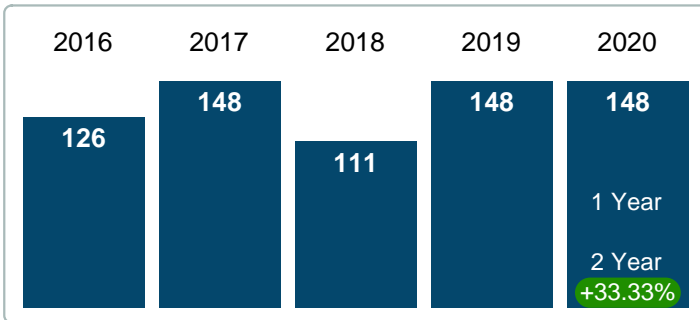


November 2020

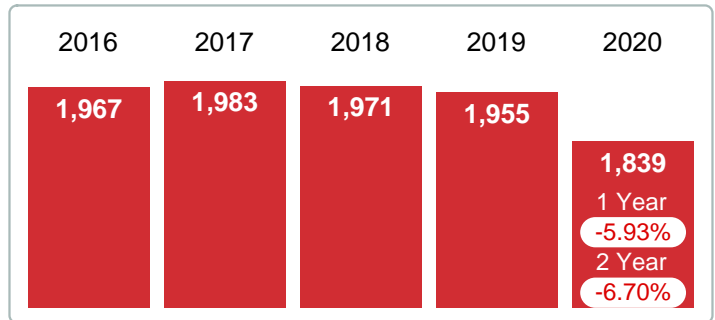
NEW LISTINGS

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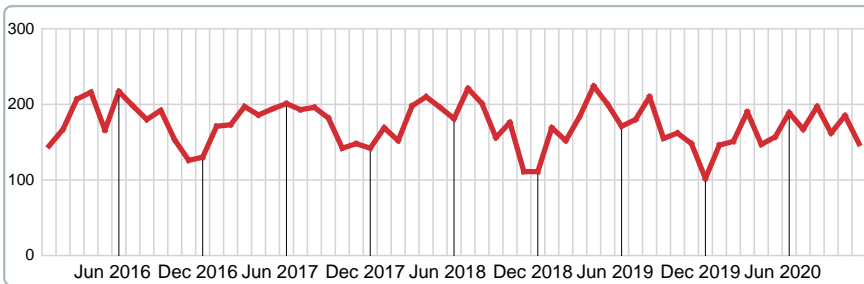
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

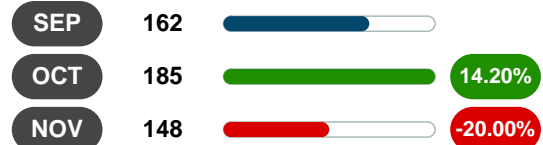


3 MONTHS

5 year NOV AVG = 136

High Apr 2019 224 Low Dec 2019 102

New Listings this month at **148**
above the 5 yr NOV average of **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
Median New Listed Listing Price	\$210,000		\$95,250	\$187,000	\$249,000	\$473,650

November 2020



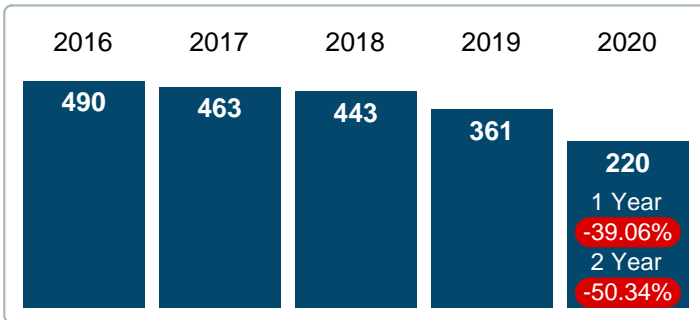
Area Delimited by County Of Rogers - Residential Property Type



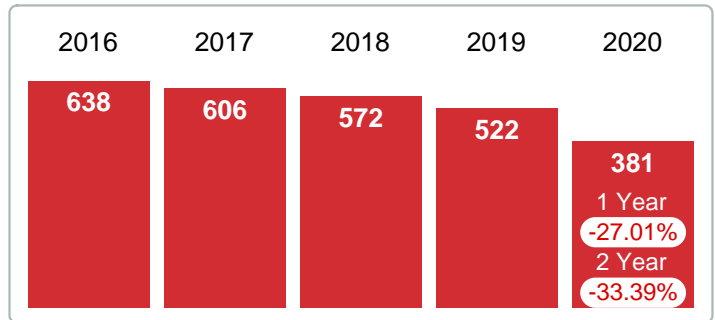
ACTIVE INVENTORY

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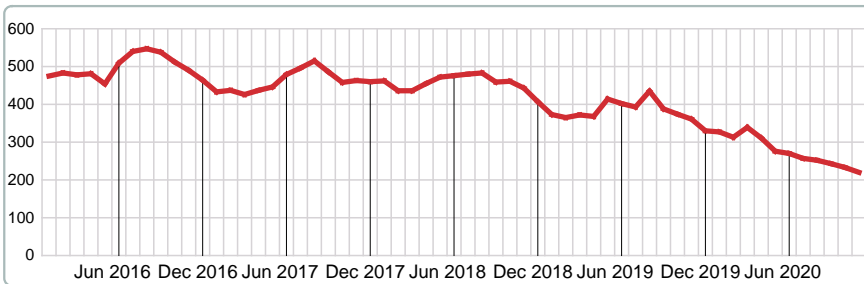
END OF NOVEMBER



ACTIVE DURING NOVEMBER

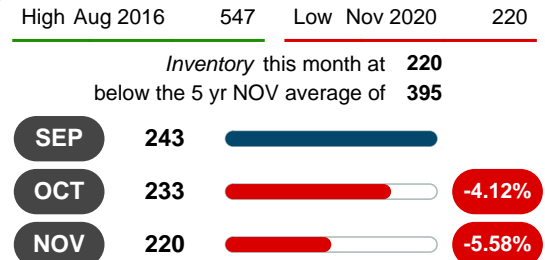


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 395



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	17	7.73%	60.0	3	13	0	1
\$100,001 - \$150,000	15	6.82%	28.0	0	14	1	0
\$150,001 - \$225,000	50	22.73%	20.0	1	33	15	1
\$225,001 - \$375,000	53	24.09%	55.0	1	28	20	4
\$375,001 - \$475,000	30	13.64%	71.5	0	10	20	0
\$475,001 - \$775,000	33	15.00%	66.0	0	9	11	13
\$775,001 and up	22	10.00%	91.0	0	2	7	13
Total Active Inventory by Units	220			5	109	74	32
Total Active Inventory by Volume	91,194,612	100%	50.5	627.40K	28.66M	32.79M	29.11M
Median Active Inventory Listing Price	\$312,450			\$69,000	\$209,500	\$379,450	\$737,000

November 2020



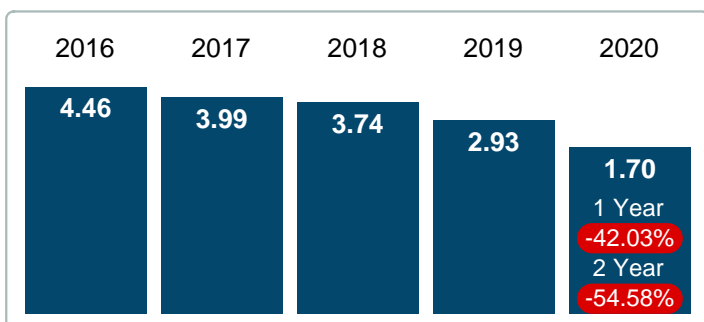
Area Delimited by County Of Rogers - Residential Property Type



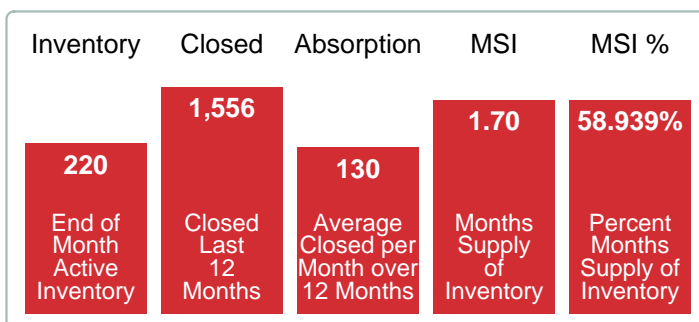
MONTHS SUPPLY of INVENTORY (MSI)

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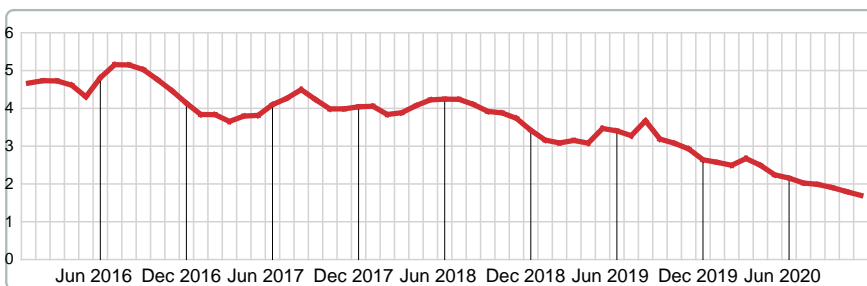
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2020

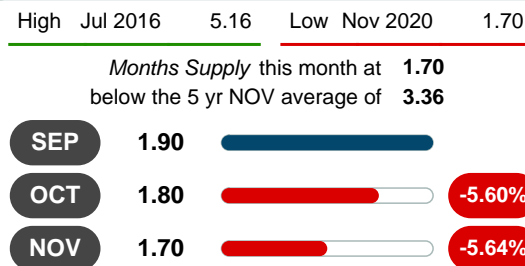


5 YEAR MARKET ACTIVITY TRENDS



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



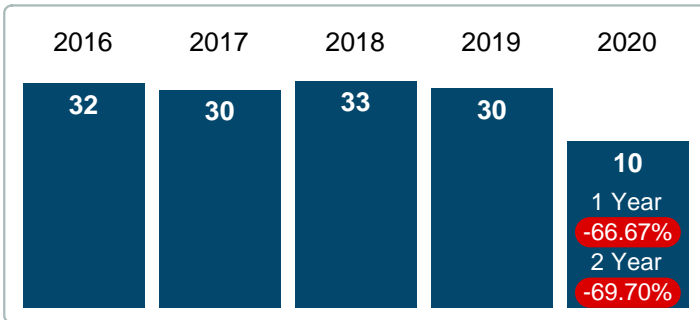
Area Delimited by County Of Rogers - Residential Property Type



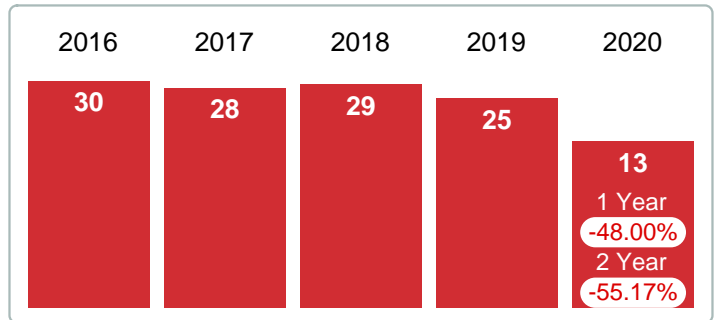
MEDIAN DAYS ON MARKET TO SALE

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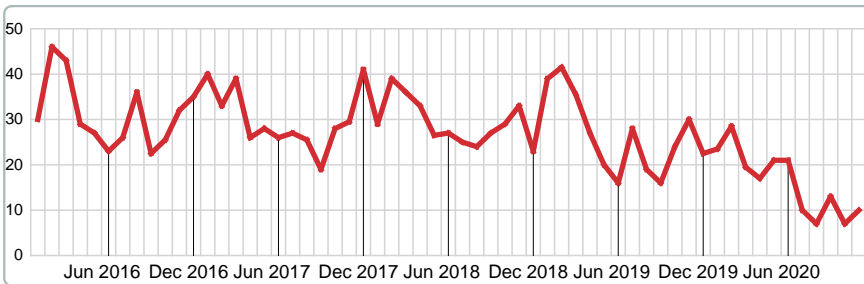
NOVEMBER



YEAR TO DATE (YTD)

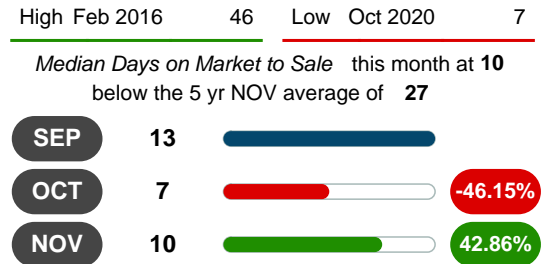


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 27



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	6.06%	37	17	59	0	0
\$100,001 - \$150,000	12.88%	18	5	18	55	0
\$150,001 - \$175,000	9.09%	11	0	8	164	0
\$175,001 - \$250,000	32.58%	9	0	8	15	0
\$250,001 - \$275,000	5.30%	9	0	4	17	0
\$275,001 - \$375,000	21.21%	9	16	7	6	25
\$375,001 and up	12.88%	6	0	8	11	2
Median Closed DOM		10	11	10	15	14
Total Closed Units	100%	132	6	74	44	8
Total Closed Volume		32,559,211	701.90K	15.07M	13.61M	3.18M

November 2020



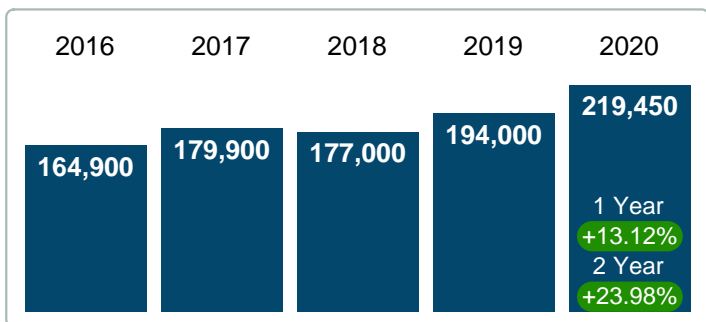
Area Delimited by County Of Rogers - Residential Property Type



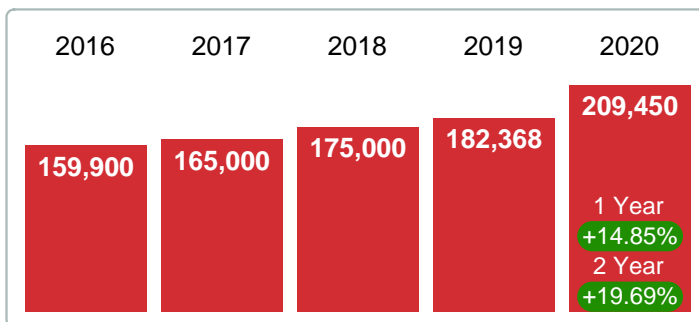
MEDIAN LIST PRICE AT CLOSING

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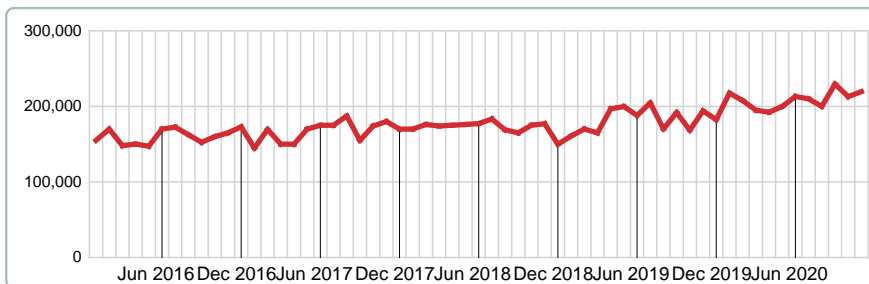
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

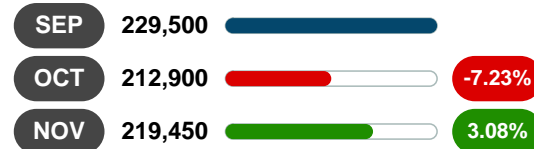


3 MONTHS

5 year NOV AVG = 187,050

High Sep 2020 229,500 Low Jan 2017 144,900

Median List Price at Closing this month at **219,450**
above the 5 yr NOV average of **187,050**



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	9	6.82%	65,000	77,000	65,000	0	0
\$100,001 - \$150,000	18	13.64%	126,750	134,900	124,950	144,000	0
\$150,001 - \$175,000	12	9.09%	168,950	0	168,900	172,500	0
\$175,001 - \$250,000	43	32.58%	208,500	0	207,750	219,000	0
\$250,001 - \$275,000	7	5.30%	269,900	0	269,900	267,400	0
\$275,001 - \$375,000	26	19.70%	299,900	320,000	294,080	299,900	325,000
\$375,001 and up	17	12.88%	449,400	0	439,350	455,750	499,000
Median List Price			219,450	91,450	181,000	287,500	341,000
Total Closed Units		100%	219,450	6	74	44	8
Total Closed Volume			32,634,447	729.30K	15.07M	13.64M	3.20M

November 2020



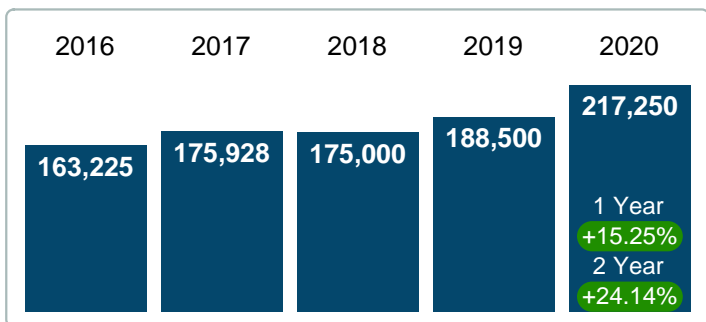
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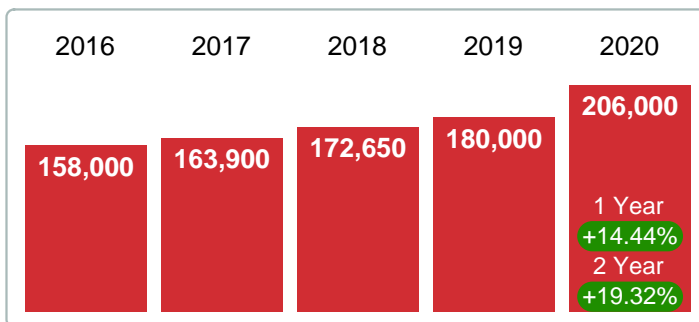
MEDIAN SOLD PRICE AT CLOSING

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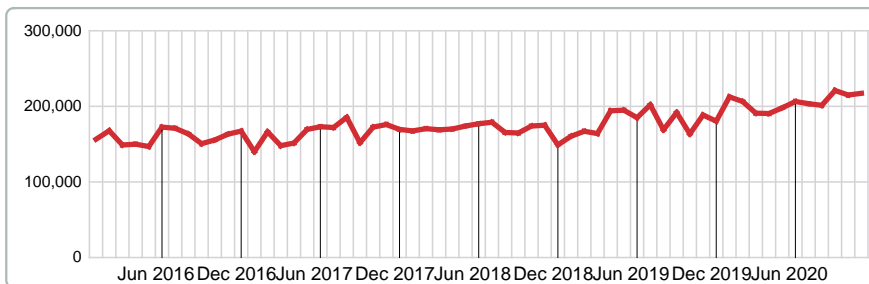
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

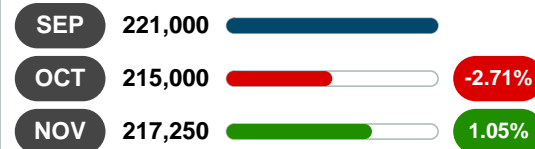


3 MONTHS

5 year NOV AVG = 183,981

High Sep 2020 221,000 Low Jan 2017 140,000

Median Sold Price at Closing this month at 217,250 above the 5 yr NOV average of 183,981



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	8	6.06%	59,250	77,750	47,450	0	0
\$100,001 - \$150,000	17	12.88%	125,000	134,900	124,500	140,000	0
\$150,001 - \$175,000	12	9.09%	168,500	0	168,000	169,950	0
\$175,001 - \$250,000	43	32.58%	200,000	0	198,500	217,500	0
\$250,001 - \$275,000	7	5.30%	264,900	0	269,500	263,450	0
\$275,001 - \$375,000	28	21.21%	297,450	287,000	290,000	299,900	325,000
\$375,001 and up	17	12.88%	449,500	0	433,250	452,500	499,000
Median Sold Price			217,250	93,500	182,750	284,500	341,000
Total Closed Units		100%	217,250	6	74	44	8
Total Closed Volume			32,559,211	701.90K	15.07M	13.61M	3.18M

November 2020



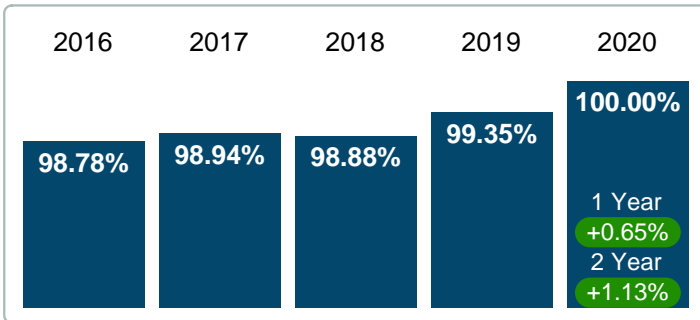
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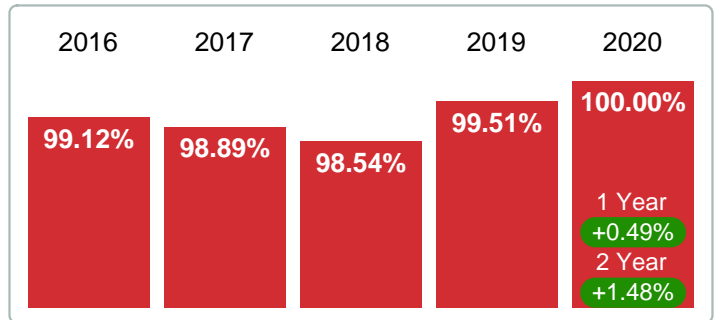
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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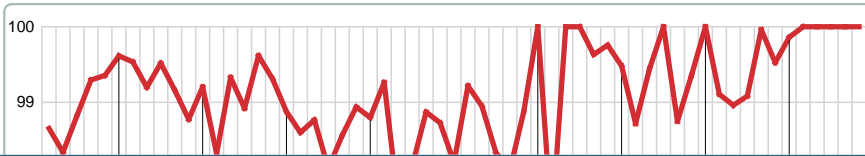
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 99.19%

High Nov 2020 100.00% Low Jan 2019 97.39%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr NOV average of **99.19%**

SEP 100.00%
OCT 100.00%
NOV 100.00%

0.00%
0.00%

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	8	6.06%	99.61%	102.24%	88.29%	0.00%	0.00%
\$100,001 - \$150,000	17	12.88%	100.00%	100.00%	100.00%	97.22%	0.00%
\$150,001 - \$175,000	12	9.09%	100.00%	0.00%	100.00%	90.64%	0.00%
\$175,001 - \$250,000	43	32.58%	100.00%	0.00%	100.00%	100.00%	0.00%
\$250,001 - \$275,000	7	5.30%	100.00%	0.00%	101.52%	99.81%	0.00%
\$275,001 - \$375,000	28	21.21%	100.00%	89.69%	100.00%	100.00%	100.00%
\$375,001 and up	17	12.88%	99.64%	0.00%	97.60%	99.87%	100.00%
Median Sold/List Ratio		100.00%		101.11%	100.00%	100.00%	100.00%
Total Closed Units	132	100%	100.00%	6	74	44	8
Total Closed Volume	32,559,211			701.90K	15.07M	13.61M	3.18M

November 2020



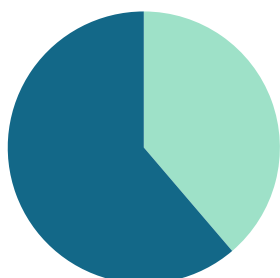
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

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

INVENTORY

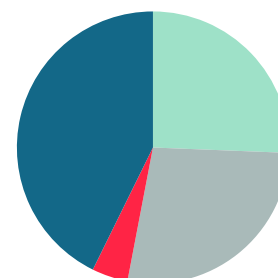


Inventory
 New Listings
148 = 38.74%
 Start Inventory
234
 Total Inventory Units
382
 Volume
\$135,296,022

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%
Median List Price	194,000	219,450	13.12%	182,368	209,450	14.85%
Median Sale Price	188,500	217,250	15.25%	180,000	206,000	14.44%
Median Percent of Selling Price to List Price	99.35%	100.00%	0.65%	99.51%	100.00%	0.49%
Median Days on Market to Sale	30.00	10.00	-66.67%	25.00	13.00	-48.00%
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

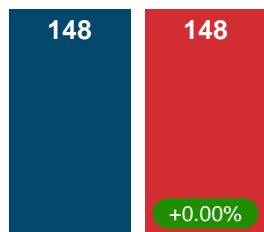
Inventory on November 30, 2020 = **220**

2019 **2020**

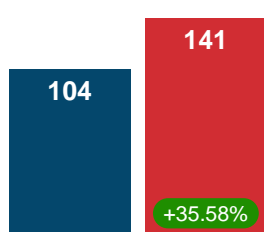
NOVEMBER MARKET

MEDIAN PRICES

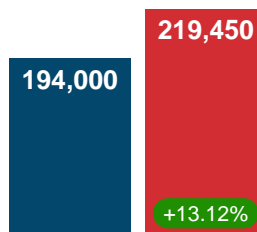
New Listings



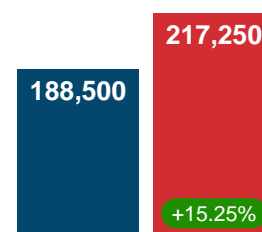
Pending Listings



List Price



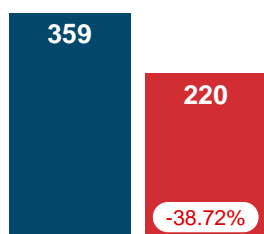
Sale Price



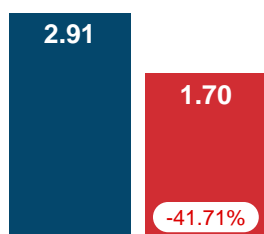
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

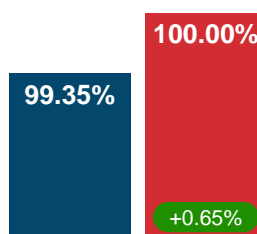
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

