

October 2020



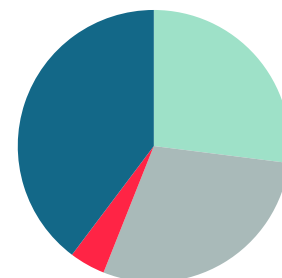
Area Delimited by County Of Rogers - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 31, 2023 for MLS Technology Inc.

Compared Metrics	2019	October 2020	+/-%
Closed Listings	135	159	17.78%
Pending Listings	130	171	31.54%
New Listings	162	185	14.20%
Median List Price	168,500	212,900	26.35%
Median Sale Price	163,500	215,000	31.50%
Median Percent of Selling Price to List Price	98.75%	100.00%	1.27%
Median Days on Market to Sale	24.00	7.00	-70.83%
End of Month Inventory	372	234	-37.10%
Months Supply of Inventory	3.06	1.81	-41.02%



■ Closed (26.99%)
■ Pending (29.03%)
■ Other OffMarket (4.24%)
■ Active (39.73%)

Absorption: Last 12 months, an Average of **130** Sales/Month
Active Inventory as of October 31, 2020 = **234**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2020 decreased **37.10%** to 234 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 **1.81** 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 **31.50%** in October 2020 to \$215,000 versus the previous year at \$163,500.

Median Days on Market Shortens

The median number of **7.00** days that homes spent on the market before selling decreased by 17.00 days or **70.83%** in October 2020 compared to last year's same month at **24.00** DOM.

Sales Success for October 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 185 New Listings in October 2020, up **14.20%** from last year at 162. Furthermore, there were 159 Closed Listings this month versus last year at 135, a **17.78%** increase.

Closed versus Listed trends yielded a **85.9%** ratio, up from previous year's, October 2019, at **83.3%**, a **3.14%** 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

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

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

October 2020



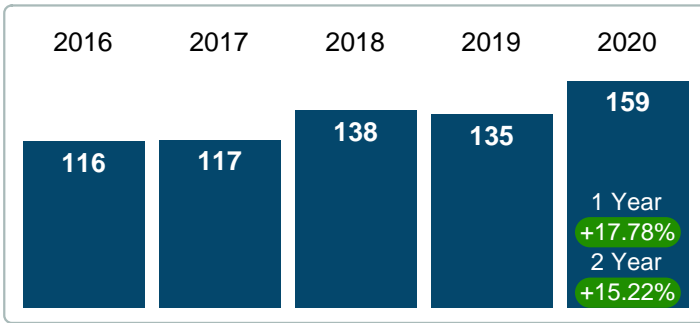
Area Delimited by County Of Rogers - Residential Property Type



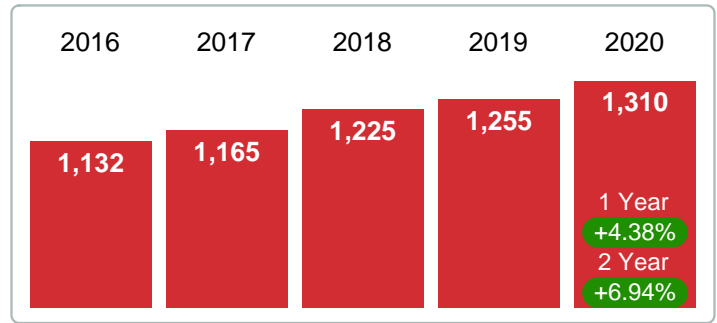
CLOSED LISTINGS

Report produced on Jul 31, 2023 for MLS Technology Inc.

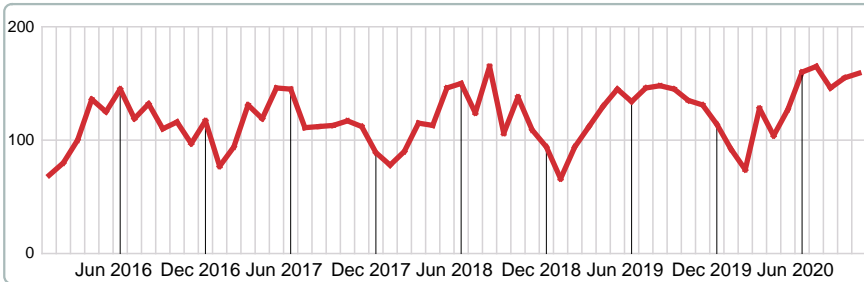
OCTOBER



YEAR TO DATE (YTD)

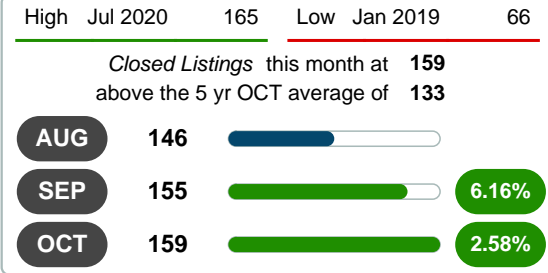


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT 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	13	8.18%	14.0	6	6	1	0
\$100,001 - \$150,000	25	15.72%	3.0	2	21	2	0
\$150,001 - \$175,000	13	8.18%	7.0	0	7	6	0
\$175,001 - \$250,000	46	28.93%	7.0	1	31	13	1
\$250,001 - \$300,000	20	12.58%	8.5	1	11	7	1
\$300,001 - \$425,000	25	15.72%	11.0	0	7	17	1
\$425,001 and up	17	10.69%	18.0	1	2	10	4
Total Closed Units	159			11	85	56	7
Total Closed Volume	40,443,168	100%	7.0	1.55M	16.96M	18.13M	3.80M
Median Closed Price	\$215,000			\$96,000	\$192,000	\$293,500	\$428,000

October 2020



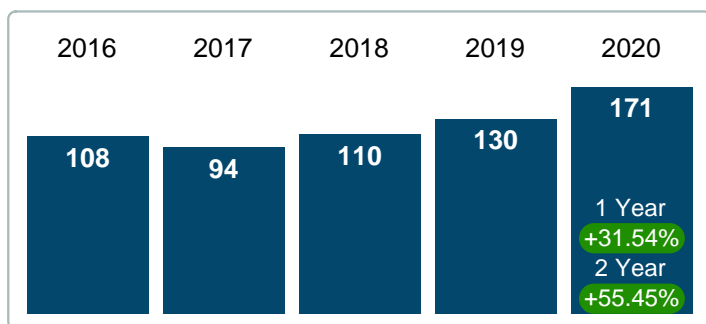
Area Delimited by County Of Rogers - Residential Property Type



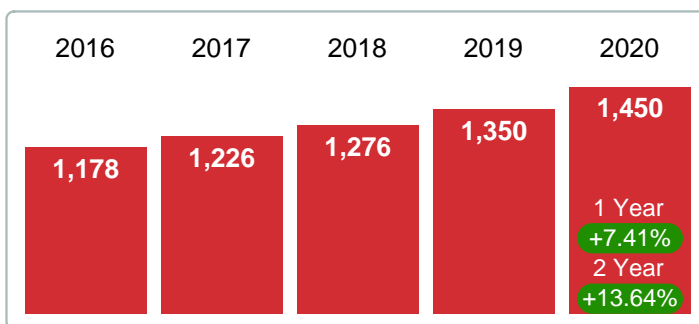
PENDING LISTINGS

Report produced on Jul 31, 2023 for MLS Technology Inc.

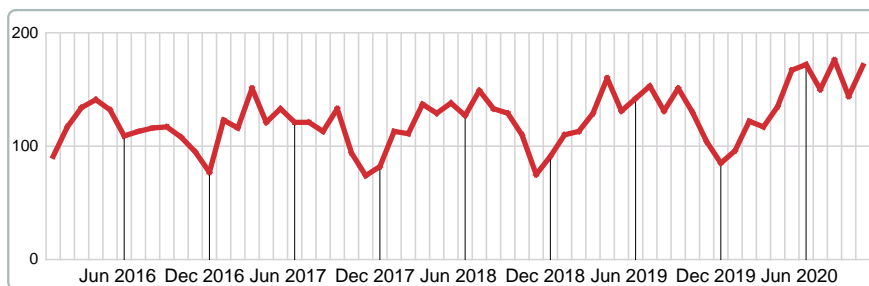
OCTOBER



YEAR TO DATE (YTD)

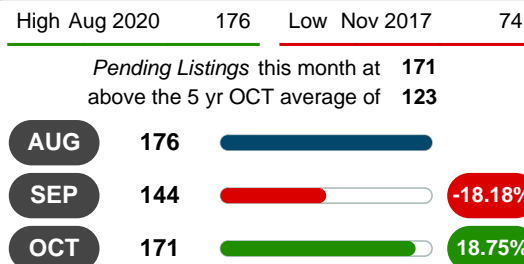


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 123



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	13	7.60%	2.0	6	6	1	0
\$100,001 - \$125,000	14	8.19%	18.5	0	14	0	0
\$125,001 - \$175,000	26	15.20%	9.5	0	21	4	1
\$175,001 - \$250,000	44	25.73%	20.0	0	27	17	0
\$250,001 - \$350,000	35	20.47%	6.0	1	15	17	2
\$350,001 - \$425,000	16	9.36%	4.5	0	6	9	1
\$425,001 and up	23	13.45%	12.0	0	3	14	6
Total Pending Units	171			7	92	62	10
Total Pending Volume	44,682,906	100%	10.0	715.30K	18.96M	20.34M	4.66M
Median Listing Price	\$225,500			\$74,900	\$187,950	\$299,450	\$448,200

October 2020



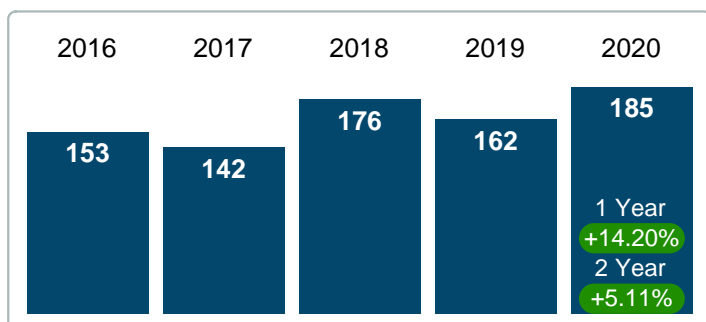
Area Delimited by County Of Rogers - Residential Property Type



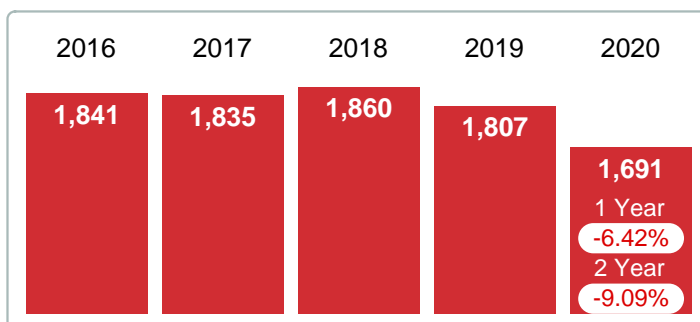
NEW LISTINGS

Report produced on Jul 31, 2023 for MLS Technology Inc.

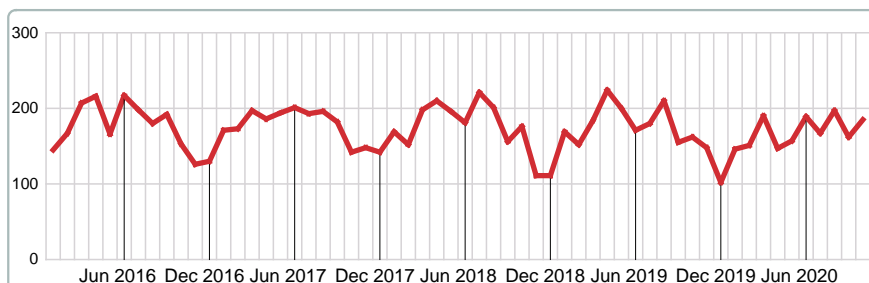
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

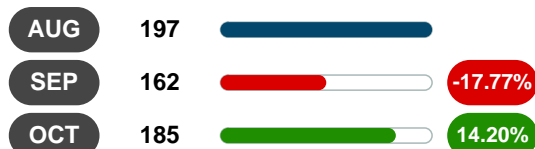


3 MONTHS

5 year OCT AVG = 164

High Apr 2019 224 Low Dec 2019 102

New Listings this month at **185**
above the 5 yr OCT average of **164**



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	14	7.57%	6	7	0	1
\$100,001 - \$150,000	24	12.97%	1	22	1	0
\$150,001 - \$200,000	31	16.76%	0	23	8	0
\$200,001 - \$275,000	37	20.00%	0	24	13	0
\$275,001 - \$375,000	30	16.22%	0	12	15	3
\$375,001 - \$500,000	30	16.22%	0	9	18	3
\$500,001 and up	19	10.27%	0	1	9	9
Total New Listed Units	185		7	98	64	16
Total New Listed Volume	57,583,744	100%	531.50K	21.52M	24.86M	10.68M
Median New Listed Listing Price	\$249,999		\$74,900	\$192,400	\$364,950	\$619,450

October 2020



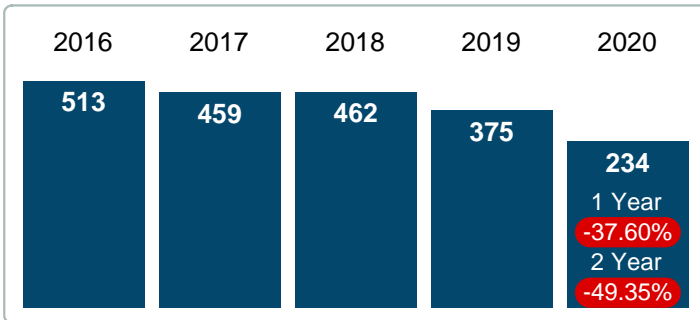
Area Delimited by County Of Rogers - Residential Property Type



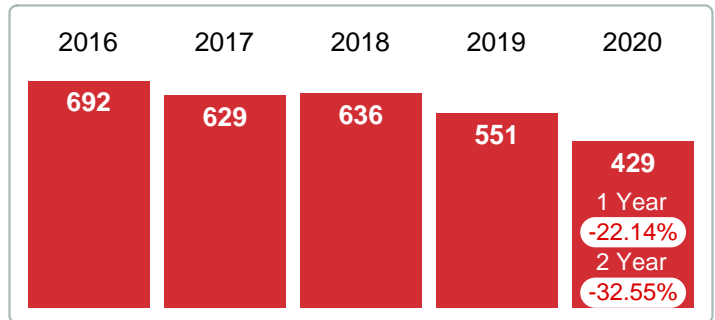
ACTIVE INVENTORY

Report produced on Jul 31, 2023 for MLS Technology Inc.

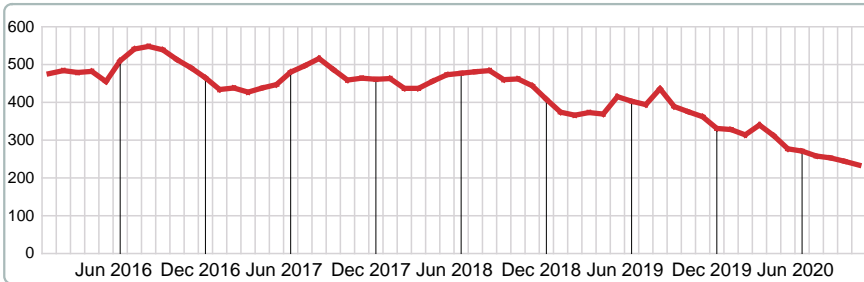
END OF OCTOBER



ACTIVE DURING OCTOBER

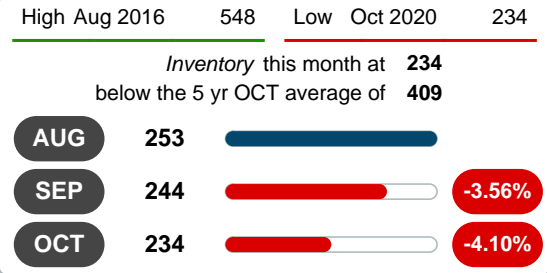


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 409



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	24	10.26%	34.5	4	18	1	1
\$125,001 - \$175,000	23	9.83%	18.0	1	19	3	0
\$175,001 - \$250,000	40	17.09%	29.5	2	24	13	1
\$250,001 - \$375,000	51	21.79%	43.0	1	22	23	5
\$375,001 - \$500,000	42	17.95%	69.5	1	11	23	7
\$500,001 - \$775,000	30	12.82%	49.5	0	7	12	11
\$775,001 and up	24	10.26%	76.5	0	2	9	13
Total Active Inventory by Units	234			9	103	84	38
Total Active Inventory by Volume	99,142,699	100%	44.5	1.44M	27.24M	38.66M	31.81M
Median Active Inventory Listing Price	\$319,950			\$129,900	\$209,000	\$389,250	\$667,500

October 2020



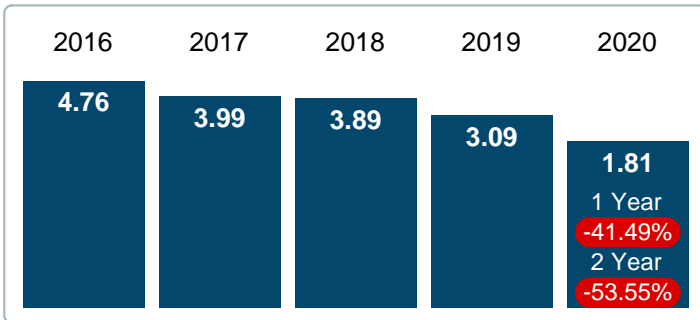
Area Delimited by County Of Rogers - Residential Property Type



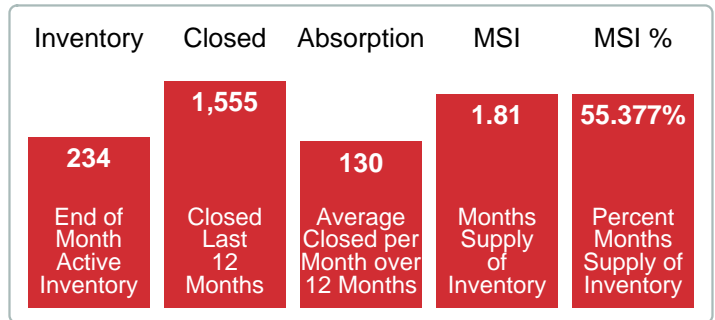
MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 31, 2023 for MLS Technology Inc.

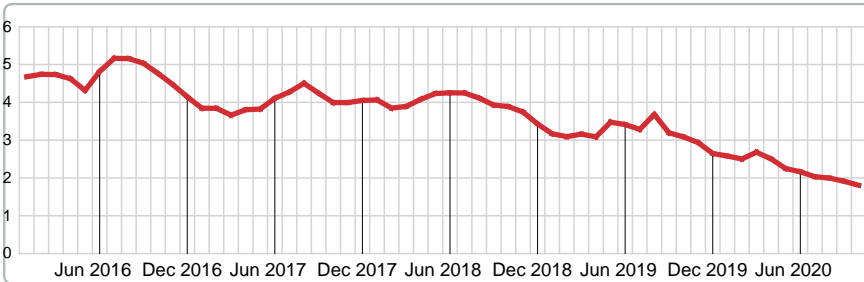
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020

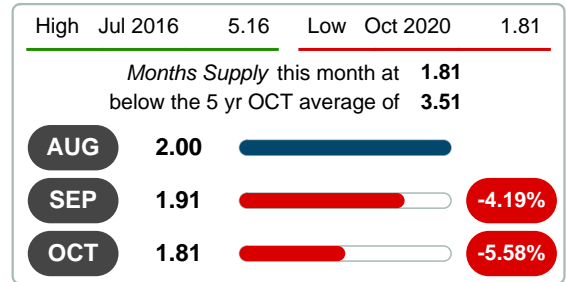


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 3.51



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
\$125,000 and less	24	10.26%	1.12	0.73	1.35	0.43	4.00
\$125,001 - \$175,000	23	9.83%	0.84	0.86	0.88	0.68	0.00
\$175,001 - \$250,000	40	17.09%	1.13	1.85	1.13	1.04	2.00
\$250,001 - \$375,000	51	21.79%	1.80	4.00	2.08	1.52	2.14
\$375,001 - \$500,000	42	17.95%	3.50	12.00	5.50	2.85	3.82
\$500,001 - \$775,000	30	12.82%	8.00	0.00	16.80	6.55	7.33
\$775,001 and up	24	10.26%	16.94	0.00	24.00	13.50	22.29
Market Supply of Inventory (MSI)			1.81	1.10	1.49	1.87	5.30
Total Active Inventory by Units		100%	1.81	9	103	84	38

October 2020



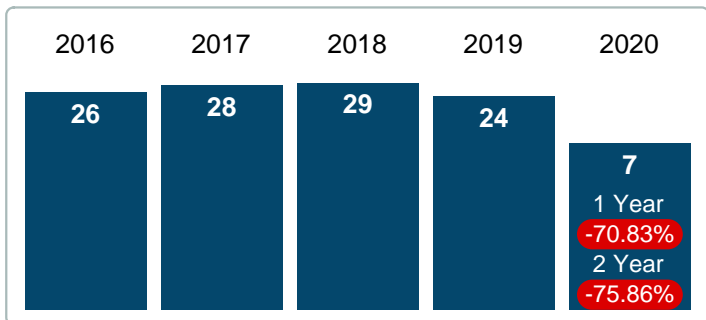
Area Delimited by County Of Rogers - Residential Property Type



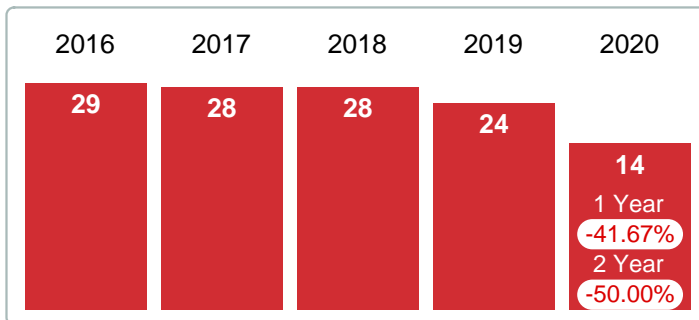
MEDIAN DAYS ON MARKET TO SALE

Report produced on Jul 31, 2023 for MLS Technology Inc.

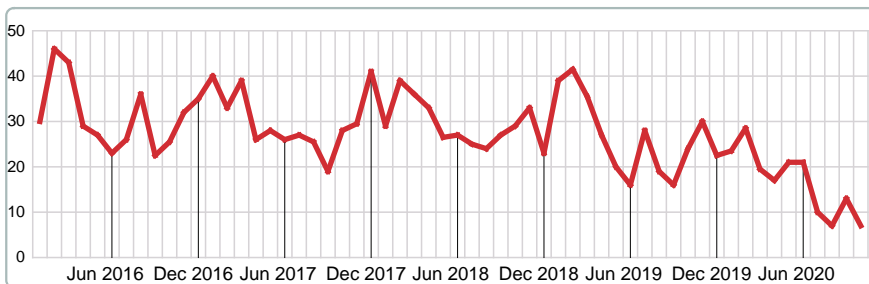
OCTOBER



YEAR TO DATE (YTD)

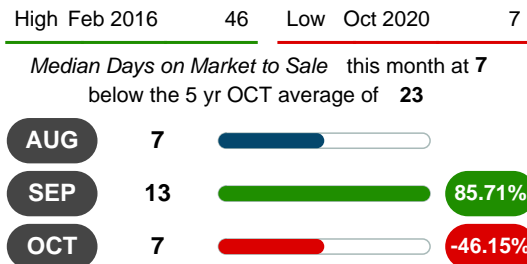


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 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	8.18%	14	8	35	3	0	
\$100,001 - \$150,000	15.72%	3	2	3	40	0	
\$150,001 - \$175,000	8.18%	7	0	7	15	0	
\$175,001 - \$250,000	28.93%	7	6	7	9	1	
\$250,001 - \$300,000	12.58%	9	34	3	8	108	
\$300,001 - \$425,000	15.72%	11	0	13	7	153	
\$425,001 and up	10.69%	18	92	33	11	16	
Median Closed DOM		7	6	5	8	24	
Total Closed Units	100%	159	7.0	11	85	56	7
Total Closed Volume		40,443,168	1.55M	16.96M	18.13M	3.80M	

October 2020



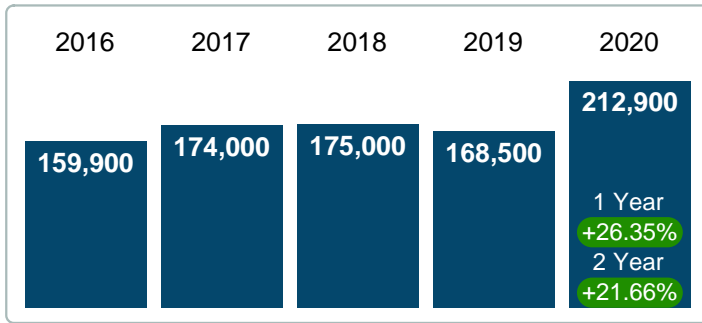
Area Delimited by County Of Rogers - Residential Property Type



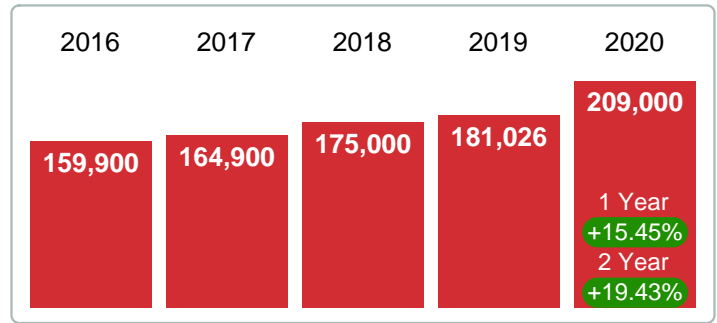
MEDIAN LIST PRICE AT CLOSING

Report produced on Jul 31, 2023 for MLS Technology Inc.

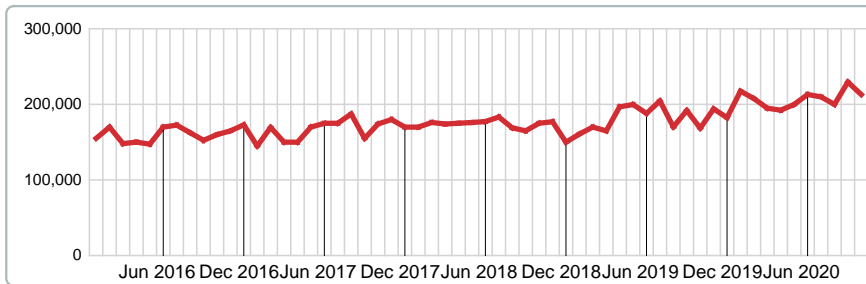
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

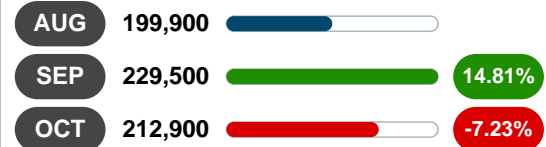


3 MONTHS

5 year OCT AVG = 178,060

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

Median List Price at Closing this month at **212,900**
above the 5 yr OCT average of **178,060**



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	13	8.18%	69,900	68,200	71,950	45,000	0
\$100,001 - \$150,000	27	16.98%	131,000	119,500	131,500	131,000	0
\$150,001 - \$175,000	12	7.55%	163,500	0	162,500	165,000	0
\$175,001 - \$250,000	44	27.67%	209,000	189,900	200,000	230,000	180,000
\$250,001 - \$300,000	20	12.58%	280,295	299,900	279,000	280,690	290,000
\$300,001 - \$425,000	24	15.09%	349,850	0	320,000	360,000	349,900
\$425,001 and up	19	11.95%	475,000	450,000	469,000	517,000	493,000
Median List Price			212,900	96,000	189,900	297,450	430,000
Total Closed Units		100%	212,900	11	85	56	7
Total Closed Volume			41,412,629	1.59M	17.50M	18.43M	3.88M

October 2020



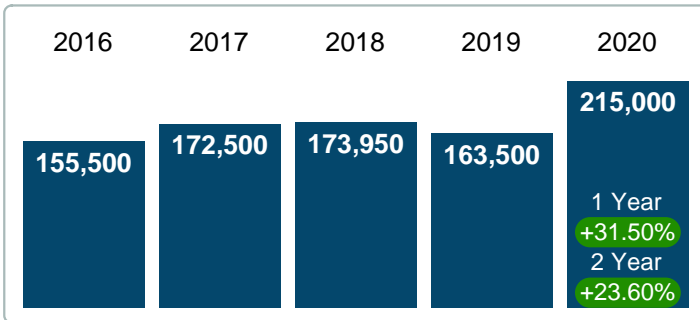
Area Delimited by County Of Rogers - Residential Property Type



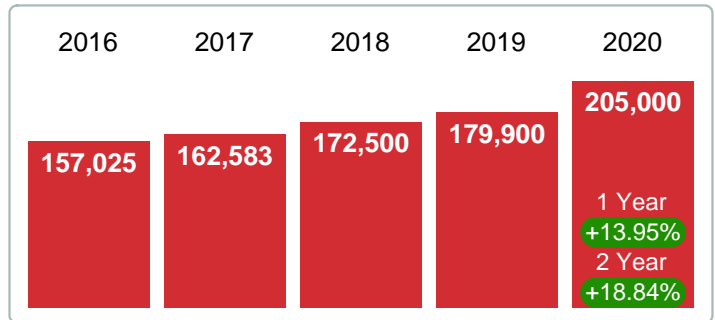
MEDIAN SOLD PRICE AT CLOSING

Report produced on Jul 31, 2023 for MLS Technology Inc.

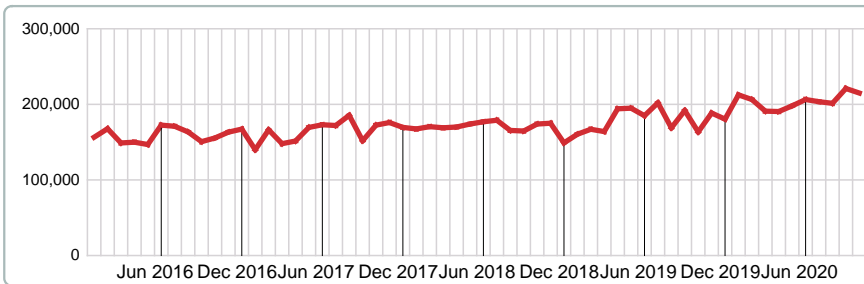
OCTOBER



YEAR TO DATE (YTD)

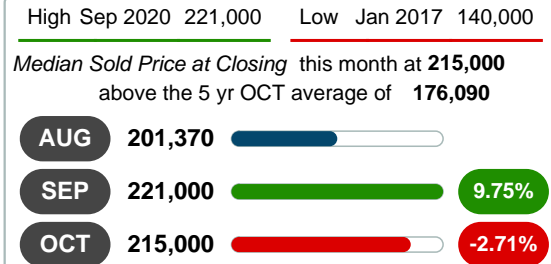


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 176,090



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	8.18%	71,000	65,500	72,500	50,000	0
\$100,001 - \$150,000	15.72%	130,000	125,000	130,465	120,251	0
\$150,001 - \$175,000	8.18%	160,000	0	160,000	161,250	0
\$175,001 - \$250,000	28.93%	208,250	200,000	204,000	230,000	180,000
\$250,001 - \$300,000	12.58%	279,500	275,000	279,000	280,000	285,000
\$300,001 - \$425,000	15.72%	350,000	0	314,545	355,000	349,900
\$425,001 and up	10.69%	475,000	427,500	437,500	517,500	478,600
Median Sold Price		215,000	96,000	192,000	293,500	428,000
Total Closed Units	100%	215,000	11	85	56	7
Total Closed Volume		40,443,168	1.55M	16.96M	18.13M	3.80M

October 2020



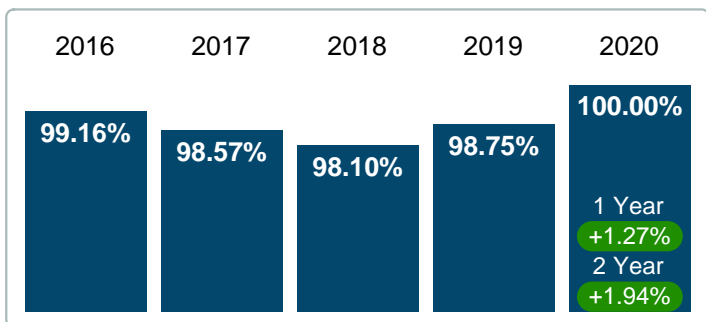
Area Delimited by County Of Rogers - Residential Property Type



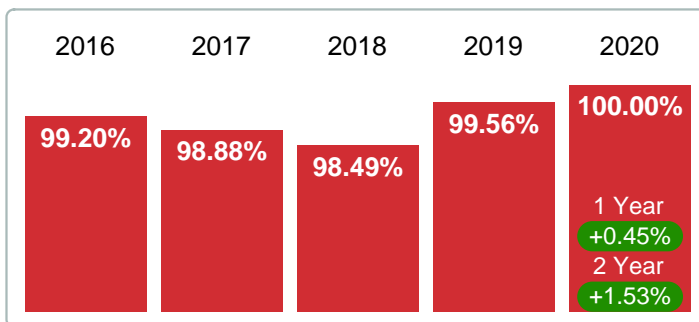
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 31, 2023 for MLS Technology Inc.

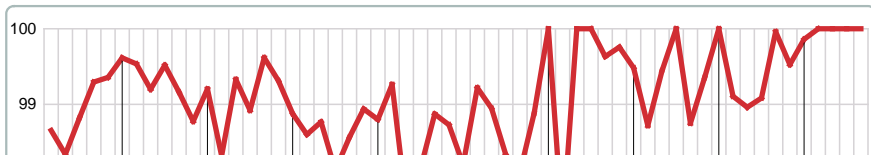
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 98.92%

High Oct 2020 100.00% Low Jan 2019 97.39%

Median Sold/List Ratio this month at **100.00%** above the 5 yr OCT average of **98.92%**

AUG 100.00%
SEP 100.00%
OCT 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	13	8.18%	100.00%	100.00%	100.06%	111.11%	0.00%
\$100,001 - \$150,000	25	15.72%	100.00%	104.10%	100.00%	101.23%	0.00%
\$150,001 - \$175,000	13	8.18%	100.06%	0.00%	100.92%	99.33%	0.00%
\$175,001 - \$250,000	46	28.93%	100.00%	105.32%	100.00%	100.04%	100.00%
\$250,001 - \$300,000	20	12.58%	100.00%	91.70%	100.00%	98.98%	98.28%
\$300,001 - \$425,000	25	15.72%	100.00%	0.00%	100.00%	100.00%	100.00%
\$425,001 and up	17	10.69%	97.03%	95.00%	94.29%	98.20%	98.28%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	99.53%
Total Closed Units	159	100%	100.00%	11	85	56	7
Total Closed Volume	40,443,168			1.55M	16.96M	18.13M	3.80M

October 2020



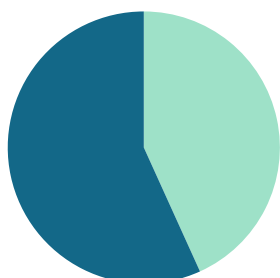
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

Report produced on Jul 31, 2023 for MLS Technology Inc.

INVENTORY

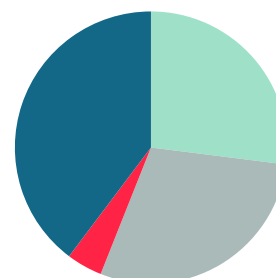


Inventory
 New Listings
185 = 43.22%
 Start Inventory
243
 Total Inventory Units
428
 Volume
\$154,955,704

Market Activity

Closed Sales
159 = 26.99%
 Pending Sales
171 = 29.03%
 Other Off Market
25 = 4.24%
 Active Inventory
234 = 39.73%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	135	159	17.78%	1,255	1,310	4.38%
Pending Sales	130	171	31.54%	1,350	1,450	7.41%
New Listings	162	185	14.20%	1,807	1,691	-6.42%
Median List Price	168,500	212,900	26.35%	181,026	209,000	15.45%
Median Sale Price	163,500	215,000	31.50%	179,900	205,000	13.95%
Median Percent of Selling Price to List Price	98.75%	100.00%	1.27%	99.56%	100.00%	0.45%
Median Days on Market to Sale	24.00	7.00	-70.83%	24.00	14.00	-41.67%
Monthly Inventory	372	234	-37.10%	372	234	-37.10%
Months Supply of Inventory	3.06	1.81	-41.02%	3.06	1.81	-41.02%

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

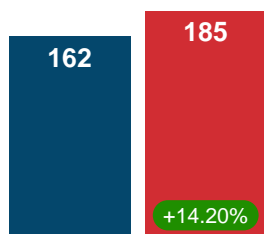
Inventory on October 31, 2020 = **234**

2019 **2020**

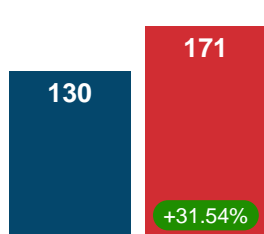
OCTOBER MARKET

MEDIAN PRICES

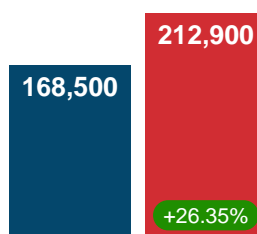
New Listings



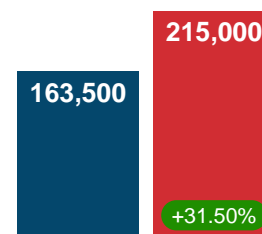
Pending Listings



List Price



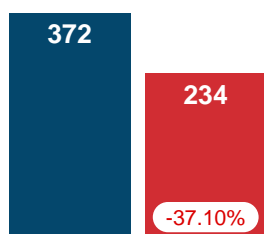
Sale Price



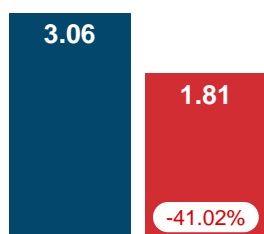
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

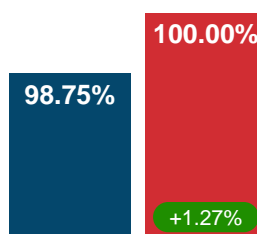
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

