

September 2020



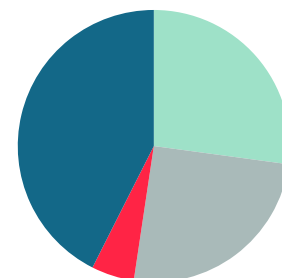
Area Delimited by County Of Rogers - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 27, 2023 for MLS Technology Inc.

Compared Metrics	September		
	2019	2020	+/-%
Closed Listings	145	155	6.90%
Pending Listings	151	144	-4.64%
New Listings	155	162	4.52%
Average List Price	220,610	257,695	16.81%
Average Sale Price	216,129	257,396	19.09%
Average Percent of Selling Price to List Price	98.02%	103.11%	5.20%
Average Days on Market to Sale	36.17	31.76	-12.18%
End of Month Inventory	386	243	-37.05%
Months Supply of Inventory	3.17	1.90	-39.92%



■ Closed (27.15%)
■ Pending (25.22%)
■ Other OffMarket (5.08%)
■ Active (42.56%)

Absorption: Last 12 months, an Average of **128** Sales/Month
Active Inventory as of September 30, 2020 = **243**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2020 decreased **37.05%** to 243 existing homes available for sale. Over the last 12 months this area has had an average of 128 closed sales per month. This represents an unsold inventory index of **1.90** 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 **19.09%** in September 2020 to \$257,396 versus the previous year at \$216,129.

Average Days on Market Shortens

The average number of **31.76** days that homes spent on the market before selling decreased by 4.40 days or **12.18%** in September 2020 compared to last year's same month at **36.17** DOM.

Sales Success for September 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 162 New Listings in September 2020, up **4.52%** from last year at 155. Furthermore, there were 155 Closed Listings this month versus last year at 145, a **6.90%** increase.

Closed versus Listed trends yielded a **95.7%** ratio, up from previous year's, September 2019, at **93.5%**, a **2.28%** 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
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average 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

September 2020



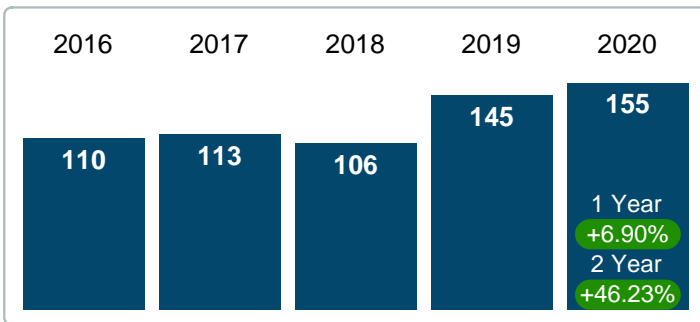
Area Delimited by County Of Rogers - Residential Property Type



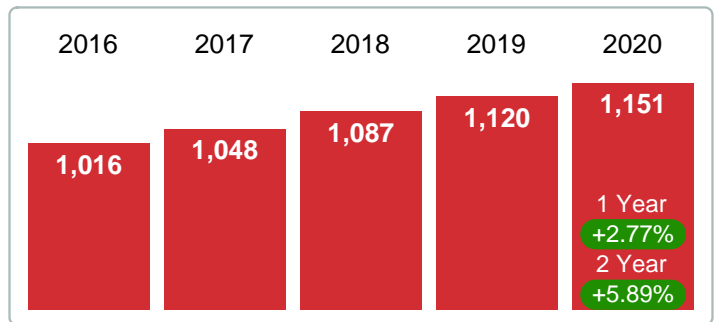
CLOSED LISTINGS

Report produced on Jul 27, 2023 for MLS Technology Inc.

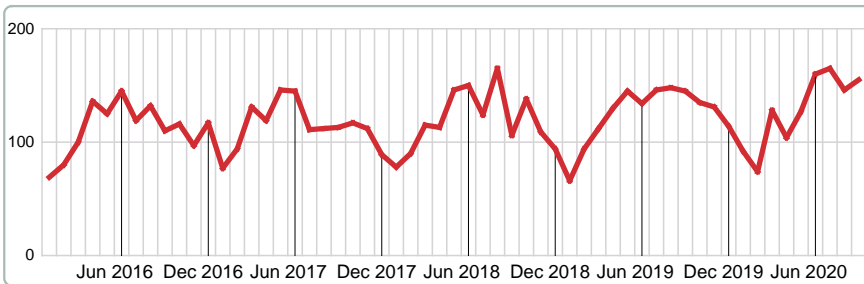
SEPTEMBER



YEAR TO DATE (YTD)

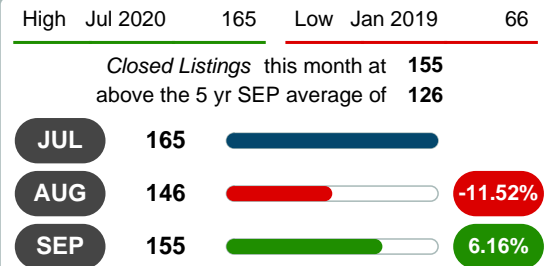


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 126



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	8.39%	12.8	3	6	3	1
\$100,001 - \$150,000	16	10.32%	18.1	3	10	3	0
\$150,001 - \$175,000	16	10.32%	20.9	0	12	4	0
\$175,001 - \$250,000	50	32.26%	27.2	2	30	17	1
\$250,001 - \$325,000	25	16.13%	43.8	0	6	16	3
\$325,001 - \$400,000	15	9.68%	54.2	0	4	10	1
\$400,001 and up	20	12.90%	43.3	0	3	9	8
Total Closed Units	155			8	71	62	14
Total Closed Volume	39,896,357	100%	31.8	955.13K	14.45M	17.77M	6.72M
Average Closed Price	\$257,396			\$119,392	\$203,565	\$286,619	\$479,837

September 2020



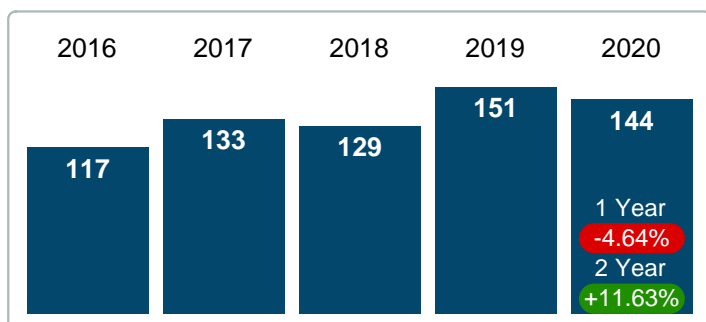
Area Delimited by County Of Rogers - Residential Property Type



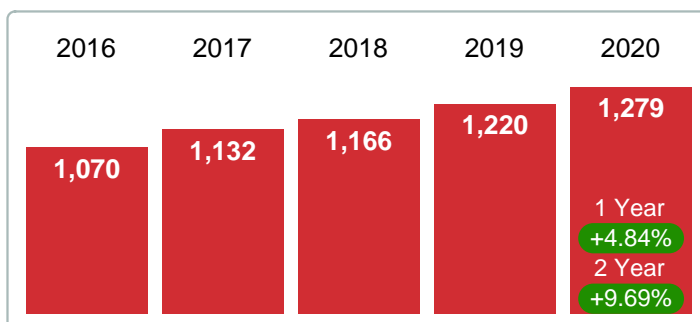
PENDING LISTINGS

Report produced on Jul 27, 2023 for MLS Technology Inc.

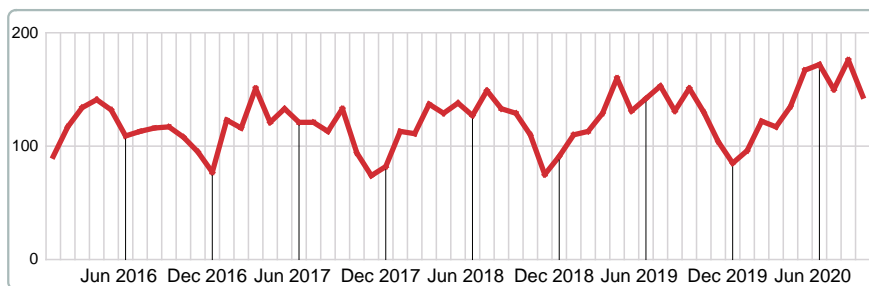
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 135

High Aug 2020 176 Low Nov 2017 74

Pending Listings this month at 144 above the 5 yr SEP average of 135



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	13	9.03%	29.2	5	7	1	0
\$125,001 - \$150,000	14	9.72%	16.7	2	10	2	0
\$150,001 - \$175,000	12	8.33%	50.8	0	9	3	0
\$175,001 - \$275,000	48	33.33%	24.3	2	34	12	0
\$275,001 - \$350,000	24	16.67%	35.4	0	12	9	3
\$350,001 - \$450,000	18	12.50%	43.0	0	3	14	1
\$450,001 and up	15	10.42%	50.8	0	4	8	3
Total Pending Units	144			9	79	49	7
Total Pending Volume	40,775,152	100%	31.9	1.13M	18.22M	17.34M	4.08M
Average Listing Price	\$278,848			\$125,537	\$230,687	\$353,875	\$583,017

September 2020



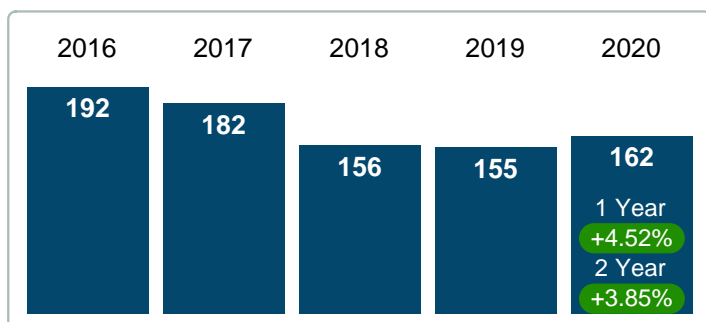
Area Delimited by County Of Rogers - Residential Property Type



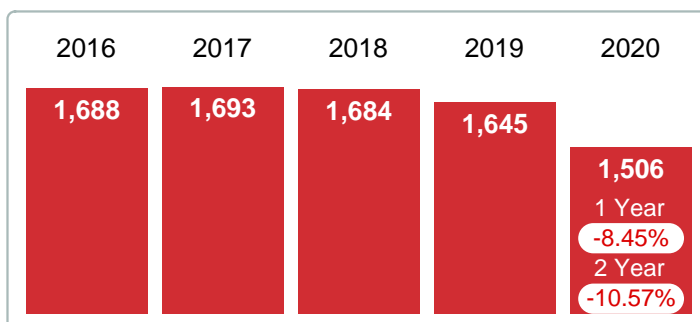
NEW LISTINGS

Report produced on Jul 27, 2023 for MLS Technology Inc.

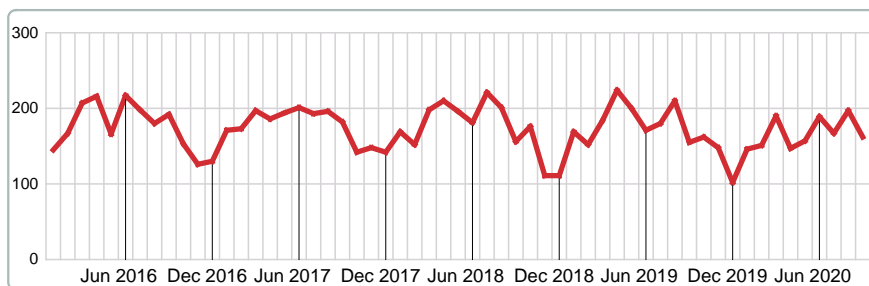
SEPTEMBER



YEAR TO DATE (YTD)

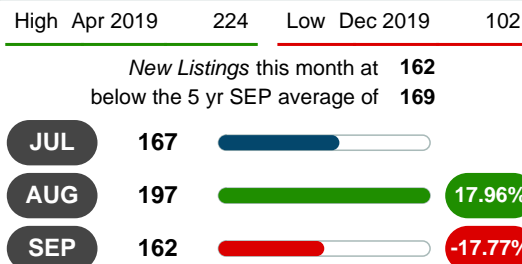


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 169



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	10	6.17%	3	6	1	0
\$100,001 - \$150,000	22	13.58%	4	17	1	0
\$150,001 - \$175,000	15	9.26%	0	14	1	0
\$175,001 - \$275,000	49	30.25%	3	29	17	0
\$275,001 - \$350,000	28	17.28%	1	12	15	0
\$350,001 - \$475,000	19	11.73%	0	5	12	2
\$475,001 and up	19	11.73%	0	4	10	5
Total New Listed Units	162		11	87	57	7
Total New Listed Volume	48,083,828	100%	1.61M	19.30M	22.27M	4.90M
Average New Listed Listing Price	\$278,441		\$146,721	\$221,838	\$390,726	\$699,803

September 2020



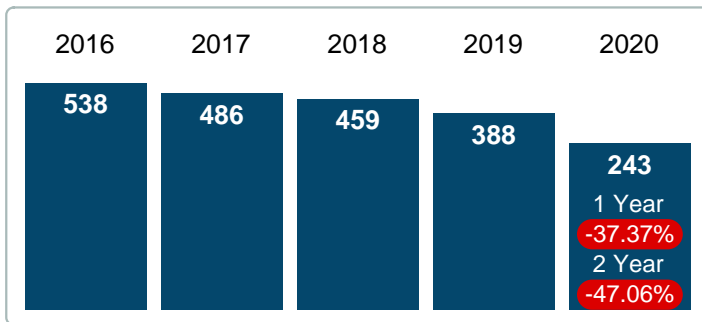
Area Delimited by County Of Rogers - Residential Property Type



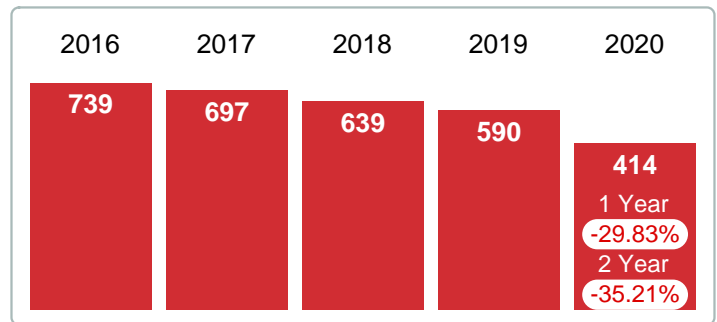
ACTIVE INVENTORY

Report produced on Jul 27, 2023 for MLS Technology Inc.

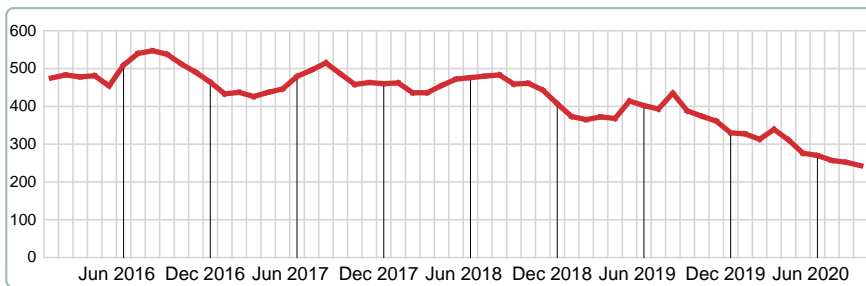
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

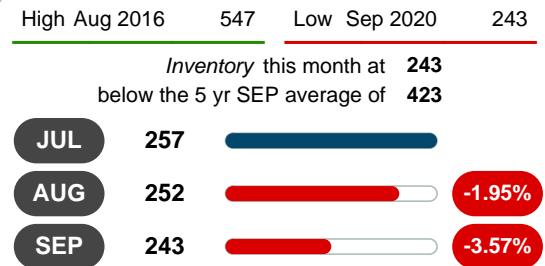


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 423



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	7.00%	48.5	4	12	1	0
\$100,001 - \$175,000	32	13.17%	38.6	0	29	2	1
\$175,001 - \$225,000	34	13.99%	49.3	2	17	14	1
\$225,001 - \$375,000	64	26.34%	57.0	2	27	31	4
\$375,001 - \$475,000	40	16.46%	73.3	1	7	24	8
\$475,001 - \$750,000	32	13.17%	63.6	0	9	12	11
\$750,001 and up	24	9.88%	80.9	0	2	9	13
Total Active Inventory by Units	243			9	103	93	38
Total Active Inventory by Volume	97,371,960	100%	58.8	1.62M	26.49M	38.74M	30.52M
Average Active Inventory Listing Price	\$400,708			\$180,211	\$257,213	\$416,508	\$803,208

September 2020



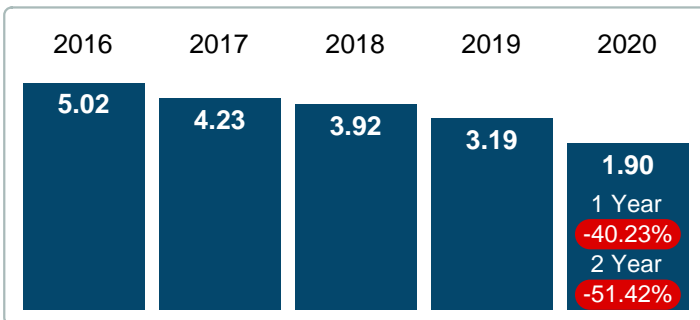
Area Delimited by County Of Rogers - Residential Property Type



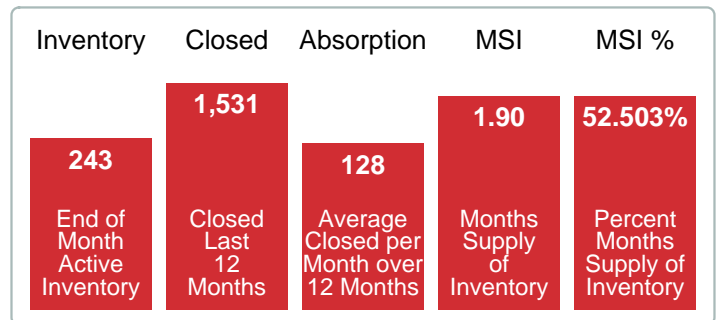
MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 27, 2023 for MLS Technology Inc.

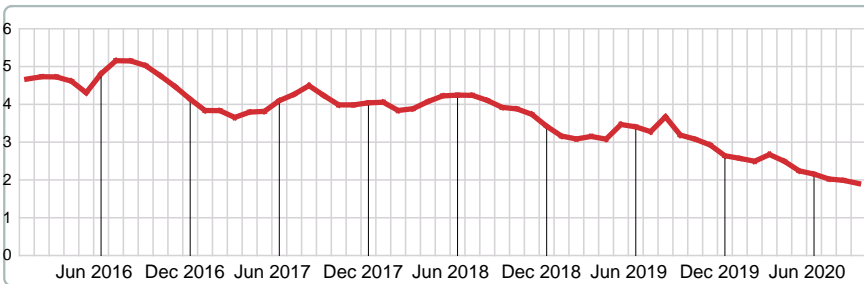
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020

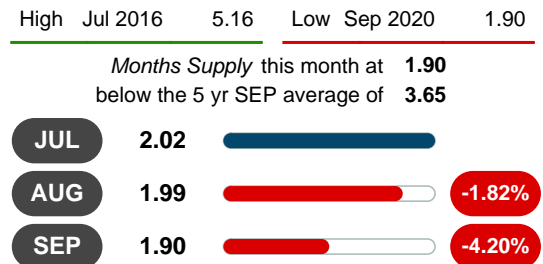


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 3.65



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	7.00%	1.30	0.96	1.62	0.75	0.00
\$100,001 - \$175,000	32	13.17%	0.85	0.00	0.99	0.39	2.40
\$175,001 - \$225,000	34	13.99%	1.41	2.00	1.14	1.70	0.00
\$225,001 - \$375,000	64	26.34%	1.76	6.00	1.80	1.69	1.50
\$375,001 - \$475,000	40	16.46%	3.69	0.00	3.82	3.20	5.33
\$475,001 - \$750,000	32	13.17%	7.68	0.00	15.43	6.55	6.29
\$750,001 and up	24	9.88%	18.00	0.00	24.00	15.43	22.29
Market Supply of Inventory (MSI)			1.90	1.09	1.49	2.16	5.36
Total Active Inventory by Units		100%	1.90	9	103	93	38

September 2020



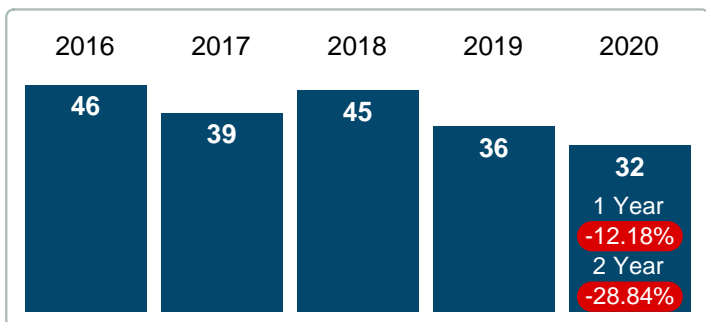
Area Delimited by County Of Rogers - Residential Property Type



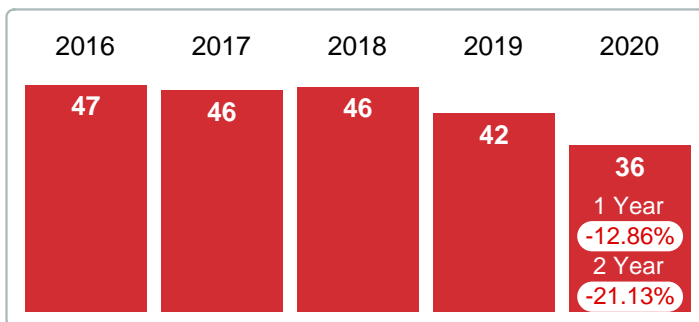
AVERAGE DAYS ON MARKET TO SALE

Report produced on Jul 27, 2023 for MLS Technology Inc.

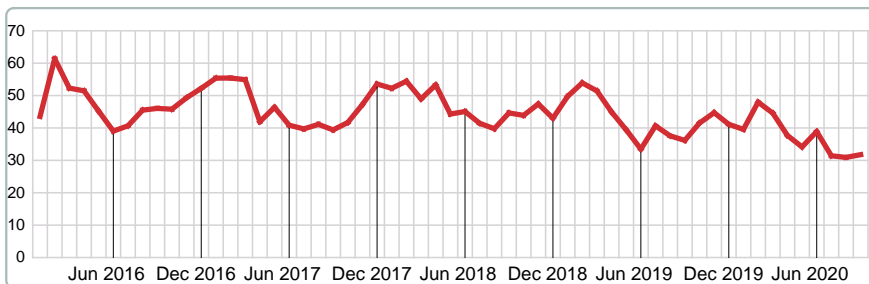
SEPTEMBER



YEAR TO DATE (YTD)

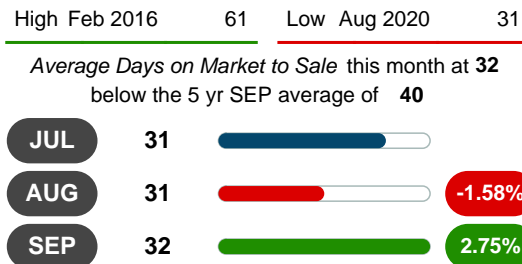


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 40



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	8.39%	13	12	15	9	16
\$100,001 - \$150,000	10.32%	18	6	19	28	0
\$150,001 - \$175,000	10.32%	21	0	10	55	0
\$175,001 - \$250,000	32.26%	27	4	30	25	35
\$250,001 - \$325,000	16.13%	44	0	21	43	95
\$325,001 - \$400,000	9.68%	54	0	54	60	1
\$400,001 and up	12.90%	43	0	48	53	30
Average Closed DOM		32	8	25	41	41
Total Closed Units	100%	32	8	71	62	14
Total Closed Volume		39,896,357	955.13K	14.45M	17.77M	6.72M

September 2020



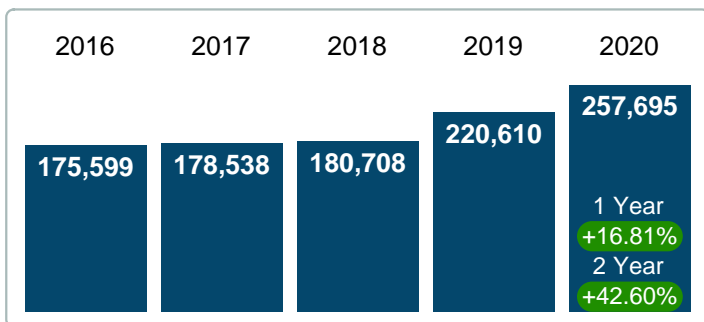
Area Delimited by County Of Rogers - Residential Property Type



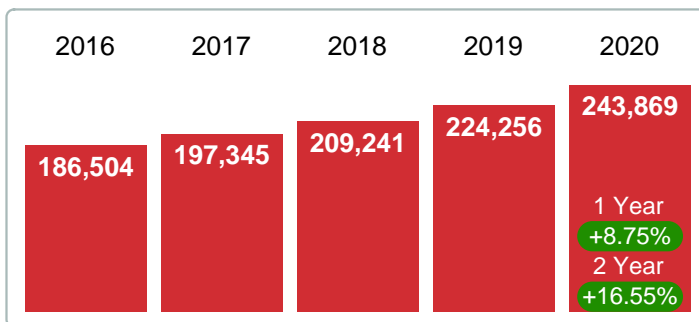
AVERAGE LIST PRICE AT CLOSING

Report produced on Jul 27, 2023 for MLS Technology Inc.

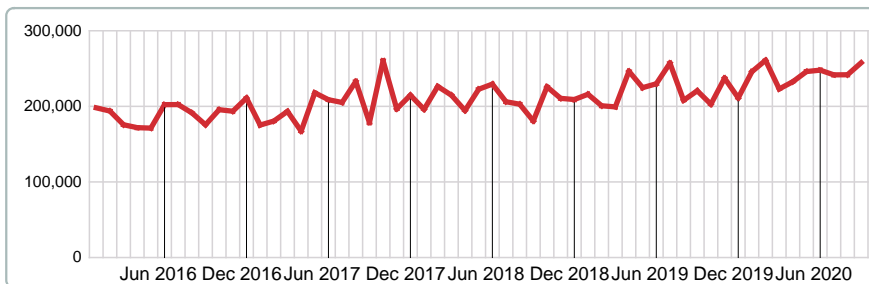
SEPTEMBER



YEAR TO DATE (YTD)

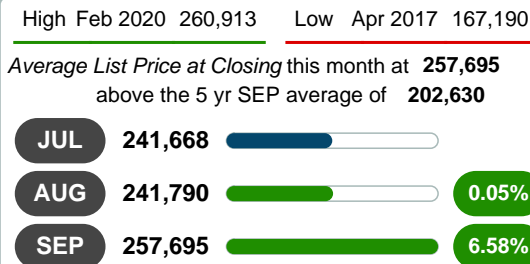


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 202,630



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	9.03%	43,593	55,167	36,167	46,600	38,000
\$100,001 - \$150,000	17	10.97%	127,976	120,000	131,290	119,600	0
\$150,001 - \$175,000	16	10.32%	167,300	0	154,233	167,475	0
\$175,001 - \$250,000	44	28.39%	214,037	207,316	217,452	215,876	239,500
\$250,001 - \$325,000	28	18.06%	285,862	0	292,683	289,377	293,000
\$325,001 - \$400,000	16	10.32%	362,077	0	373,325	357,561	383,321
\$400,001 and up	20	12.90%	563,255	0	438,466	523,867	654,362
Average List Price			257,695	117,517	203,790	286,433	483,909
Total Closed Units		100%	257,695	8	71	62	14
Total Closed Volume			39,942,766	940.13K	14.47M	17.76M	6.77M

September 2020



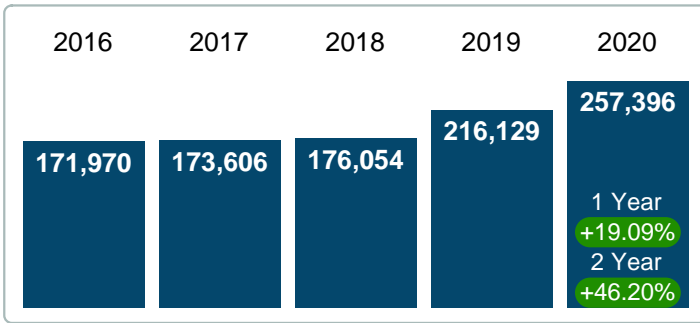
Area Delimited by County Of Rogers - Residential Property Type



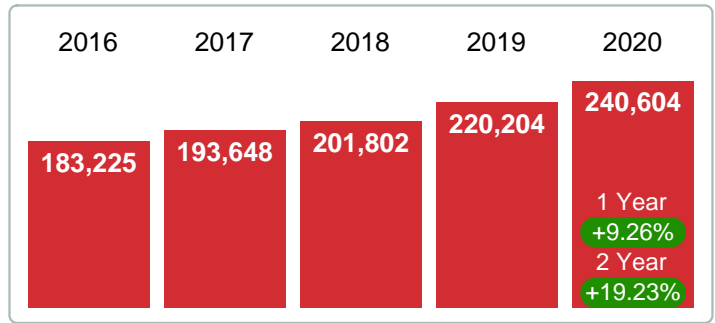
AVERAGE SOLD PRICE AT CLOSING

Report produced on Jul 27, 2023 for MLS Technology Inc.

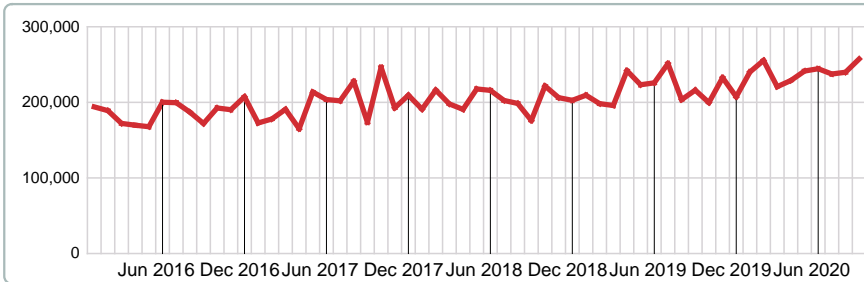
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

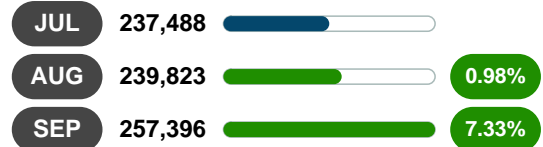


3 MONTHS

5 year SEP AVG = 199,031

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

Average Sold Price at Closing this month at **257,396** above the 5 yr SEP average of **199,031**



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	8.39%	49,788	55,167	48,708	50,500	38,000
\$100,001 - \$150,000	10.32%	124,856	123,333	126,980	119,300	0
\$150,001 - \$175,000	10.32%	166,031	0	165,375	168,000	0
\$175,001 - \$250,000	32.26%	214,417	209,816	212,760	216,318	241,000
\$250,001 - \$325,000	16.13%	289,779	0	290,583	288,561	294,667
\$325,001 - \$400,000	9.68%	363,867	0	369,825	359,538	383,321
\$400,001 and up	12.90%	558,580	0	433,666	522,134	646,425
Average Sold Price		257,396	119,392	203,565	286,619	479,837
Total Closed Units	100%	257,396	8	71	62	14
Total Closed Volume		39,896,357	955.13K	14.45M	17.77M	6.72M

September 2020



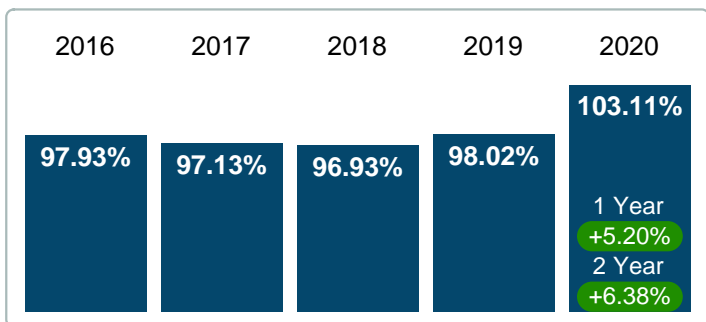
Area Delimited by County Of Rogers - Residential Property Type



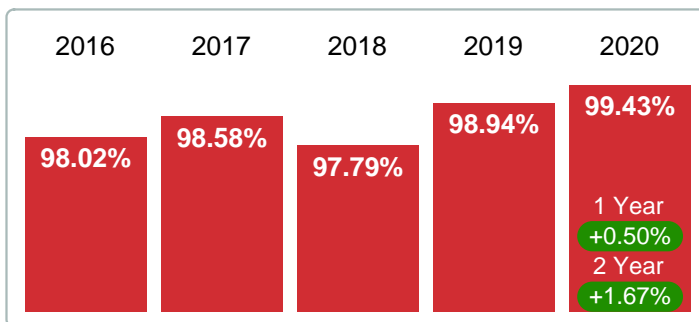
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 27, 2023 for MLS Technology Inc.

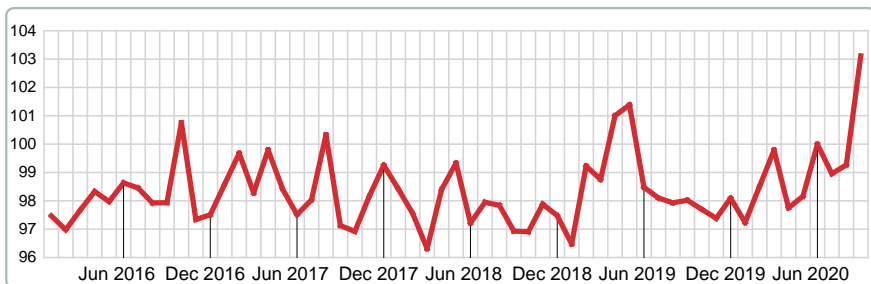
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

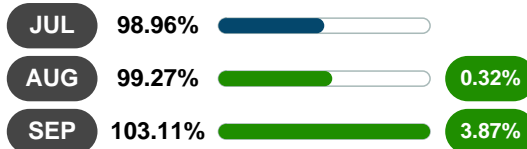


3 MONTHS

5 year SEP AVG = 98.62%

High Sep 2020 103.11% Low Mar 2018 96.31%

Average Sold/List Ratio this month at **103.11%** above the 5 yr SEP average of **98.62%**



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	8.39%	124.40%	100.00%	149.85%	106.01%	100.00%
\$100,001 - \$150,000	16	10.32%	98.37%	103.03%	96.55%	99.77%	0.00%
\$150,001 - \$175,000	16	10.32%	116.13%	0.00%	121.38%	100.37%	0.00%
\$175,001 - \$250,000	50	32.26%	99.03%	101.35%	98.13%	100.25%	100.63%
\$250,001 - \$325,000	25	16.13%	99.76%	0.00%	99.27%	99.78%	100.65%
\$325,001 - \$400,000	15	9.68%	100.15%	0.00%	99.05%	100.60%	100.00%
\$400,001 and up	20	12.90%	99.28%	0.00%	98.95%	99.93%	98.67%
Average Sold/List Ratio		103.10%		101.47%	106.39%	100.40%	99.43%
Total Closed Units	155	100%	103.10%	8	71	62	14
Total Closed Volume	39,896,357			955.13K	14.45M	17.77M	6.72M

September 2020



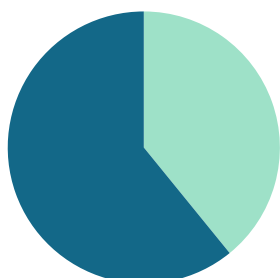
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

Report produced on Jul 27, 2023 for MLS Technology Inc.

INVENTORY

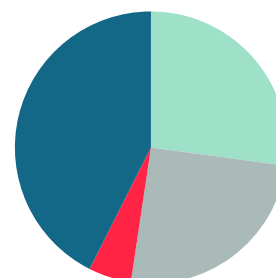


Inventory
 New Listings
162 = 39.13%
 Start Inventory
252
 Total Inventory Units
414
 Volume
\$150,019,612

Market Activity

Closed Sales
155 = 27.15%
 Pending Sales
144 = 25.22%
 Other Off Market
29 = 5.08%
 Active Inventory
243 = 42.56%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	145	155	6.90%	1,120	1,151	2.77%
Pending Sales	151	144	-4.64%	1,220	1,279	4.84%
New Listings	155	162	4.52%	1,645	1,506	-8.45%
Average List Price	220,610	257,695	16.81%	224,256	243,869	8.75%
Average Sale Price	216,129	257,396	19.09%	220,204	240,604	9.26%
Average Percent of Selling Price to List Price	98.02%	103.11%	5.20%	98.94%	99.43%	0.50%
Average Days on Market to Sale	36.17	31.76	-12.18%	41.87	36.48	-12.86%
Monthly Inventory	386	243	-37.05%	386	243	-37.05%
Months Supply of Inventory	3.17	1.90	-39.92%	3.17	1.90	-39.92%

Absorption: Last 12 months, an Average of **128** Sales/Month

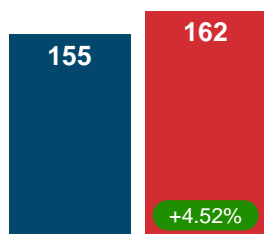
Inventory on September 30, 2020 = **243**

2019 **2020**

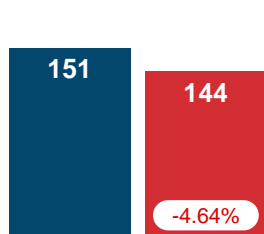
SEPTEMBER MARKET

AVERAGE PRICES

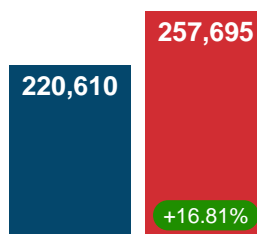
New Listings



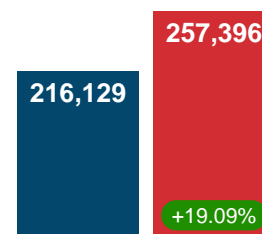
Pending Listings



List Price



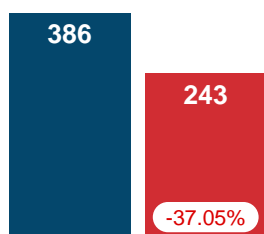
Sale Price



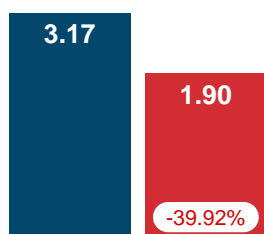
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

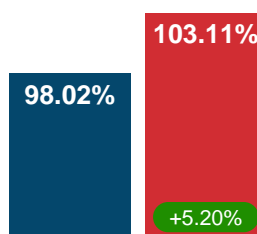
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

