

September 2020



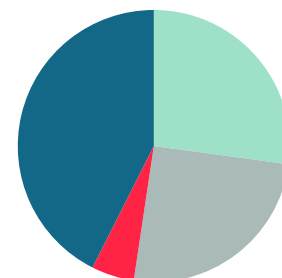
Area Delimited by County Of Rogers - Residential Property Type



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%
Median List Price	191,803	229,500	19.65%
Median Sale Price	191,803	221,000	15.22%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	16.00	13.00	-18.75%
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.

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 **15.22%** in September 2020 to \$221,000 versus the previous year at \$191,803.

Median Days on Market Shortens

The median number of **13.00** days that homes spent on the market before selling decreased by 3.00 days or **18.75%** in September 2020 compared to last year's same month at **16.00** DOM.

Sales Success for September 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 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.

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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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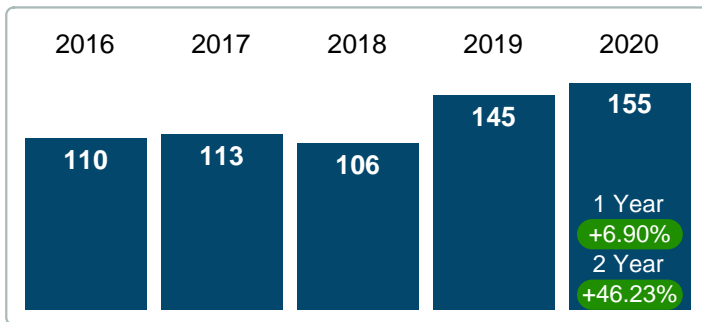
Area Delimited by County Of Rogers - Residential Property Type



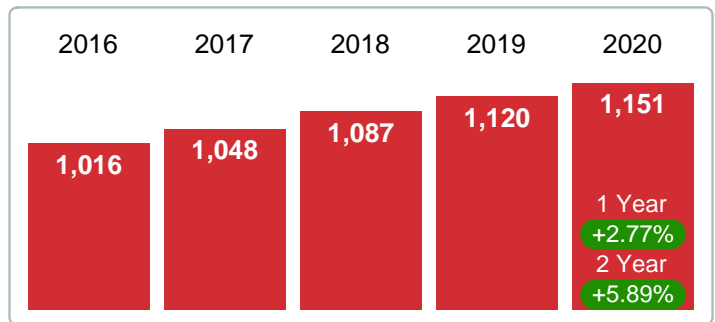
CLOSED LISTINGS

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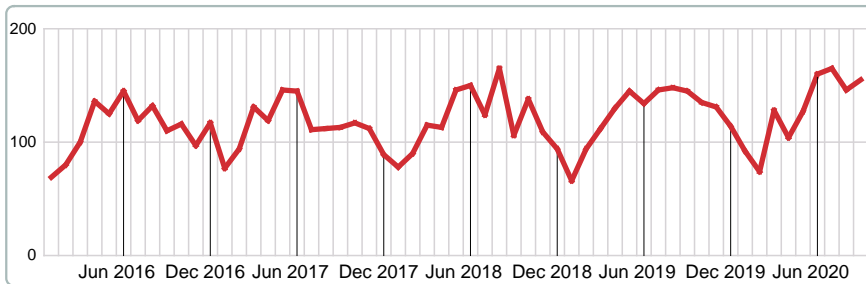
SEPTEMBER



YEAR TO DATE (YTD)

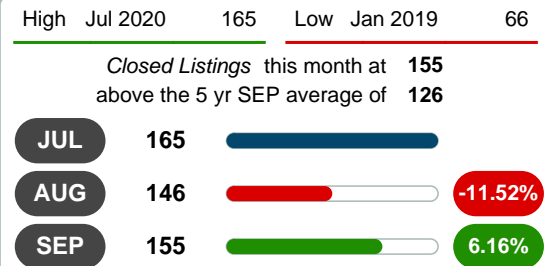


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 126



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	13	8.39%	16.0	3	6	3	1
\$100,001 - \$150,000	16	10.32%	8.0	3	10	3	0
\$150,001 - \$175,000	16	10.32%	7.0	0	12	4	0
\$175,001 - \$250,000	50	32.26%	7.5	2	30	17	1
\$250,001 - \$325,000	25	16.13%	13.0	0	6	16	3
\$325,001 - \$400,000	15	9.68%	26.0	0	4	10	1
\$400,001 and up	20	12.90%	32.5	0	3	9	8
Total Closed Units	155			8	71	62	14
Total Closed Volume	39,896,357	100%	13.0	955.13K	14.45M	17.77M	6.72M
Median Closed Price	\$221,000			\$117,500	\$195,000	\$272,950	\$417,450

September 2020



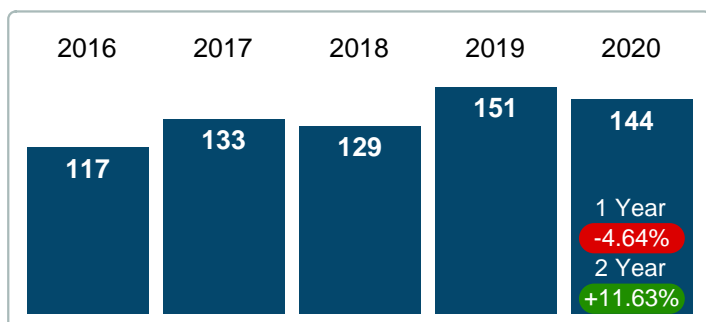
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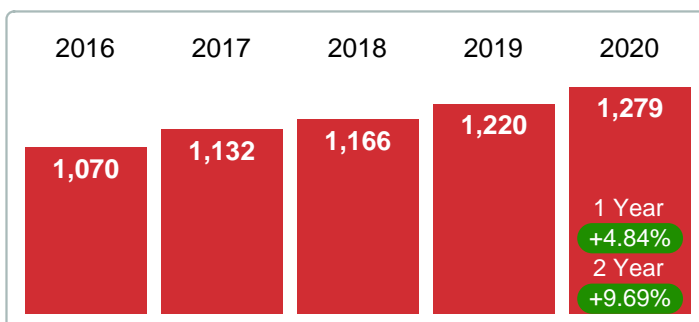
PENDING LISTINGS

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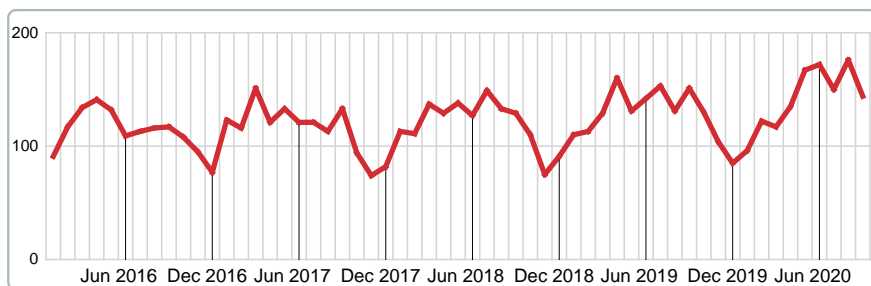
SEPTEMBER



YEAR TO DATE (YTD)

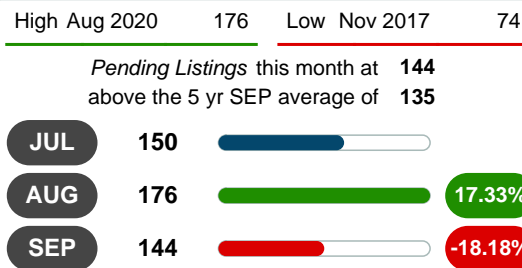


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 135



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	13	9.03%	4.0	5	7	1	0
\$125,001 - \$150,000	14	9.72%	4.5	2	10	2	0
\$150,001 - \$175,000	12	8.33%	19.0	0	9	3	0
\$175,001 - \$275,000	48	33.33%	9.0	2	34	12	0
\$275,001 - \$350,000	24	16.67%	20.5	0	12	9	3
\$350,001 - \$450,000	18	12.50%	13.0	0	3	14	1
\$450,001 and up	15	10.42%	18.0	0	4	8	3
Total Pending Units	144			9	79	49	7
Total Pending Volume	40,775,152	100%	12.0	1.13M	18.22M	17.34M	4.08M
Median Listing Price	\$237,700			\$110,000	\$200,000	\$315,000	\$383,321

September 2020



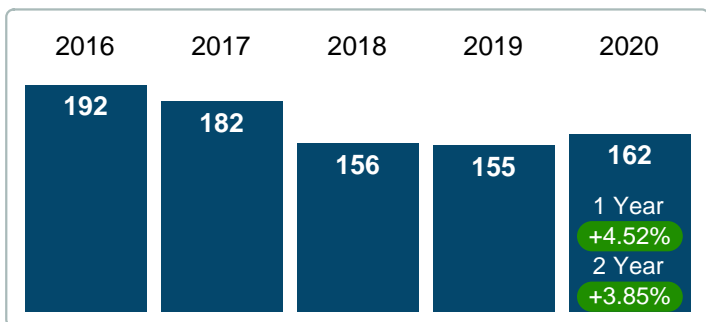
Area Delimited by County Of Rogers - Residential Property Type



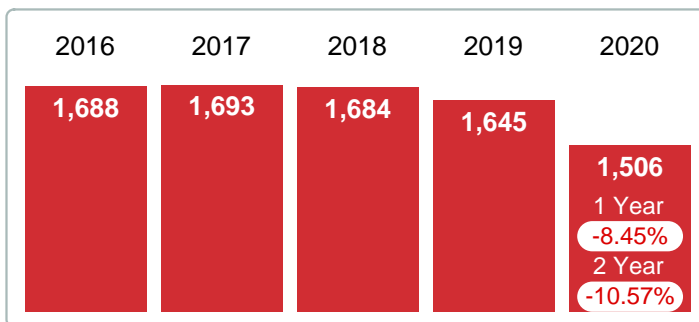
NEW LISTINGS

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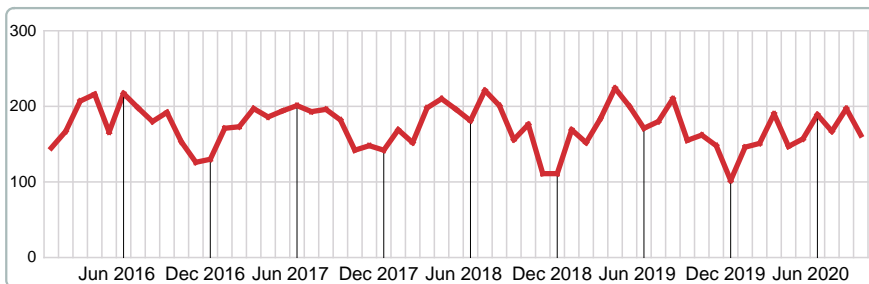
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

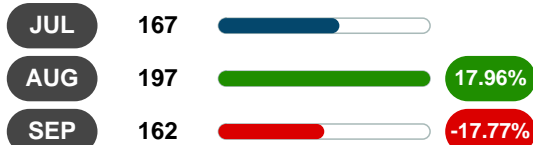


3 MONTHS

5 year SEP AVG = 169

High Apr 2019 224 Low Dec 2019 102

New Listings this month at 162
below the 5 yr SEP average of 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
Median New Listed Listing Price	\$229,816		\$134,000	\$192,000	\$315,000	\$595,000

September 2020



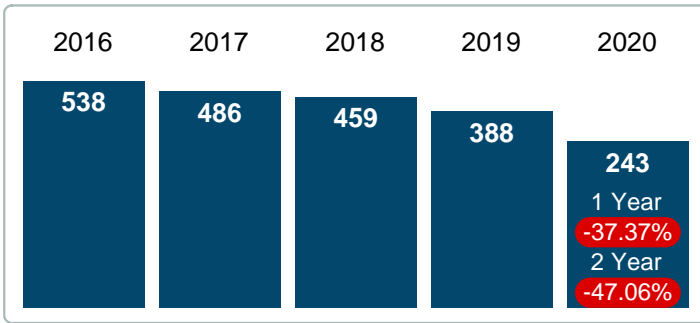
Area Delimited by County Of Rogers - Residential Property Type



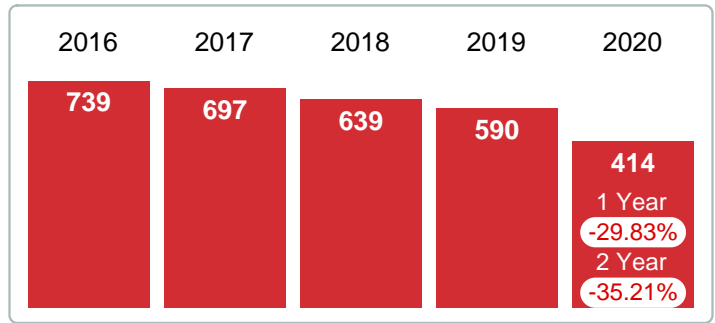
ACTIVE INVENTORY

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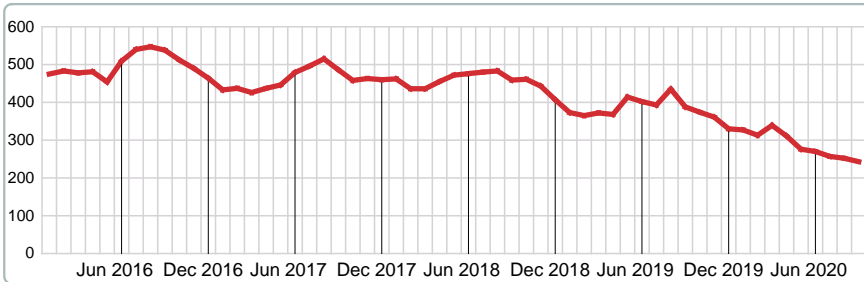
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

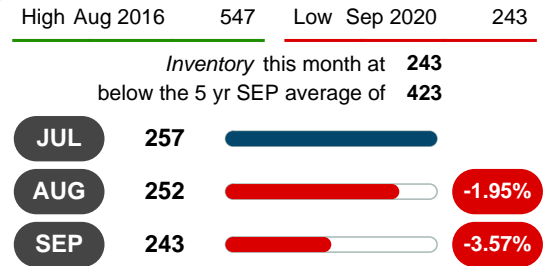


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 423



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	17	7.00%	42.0	4	12	1	0
\$100,001 - \$175,000	32	13.17%	27.0	0	29	2	1
\$175,001 - \$225,000	34	13.99%	35.5	2	17	14	1
\$225,001 - \$375,000	64	26.34%	42.5	2	27	31	4
\$375,001 - \$475,000	40	16.46%	70.0	1	7	24	8
\$475,001 - \$750,000	32	13.17%	48.0	0	9	12	11
\$750,001 and up	24	9.88%	72.5	0	2	9	13
Total Active Inventory by Units	243			9	103	93	38
Total Active Inventory by Volume	97,371,960	100%	47.0	1.62M	26.49M	38.74M	30.52M
Median Active Inventory Listing Price	\$310,000			\$177,000	\$199,999	\$349,999	\$604,495

September 2020



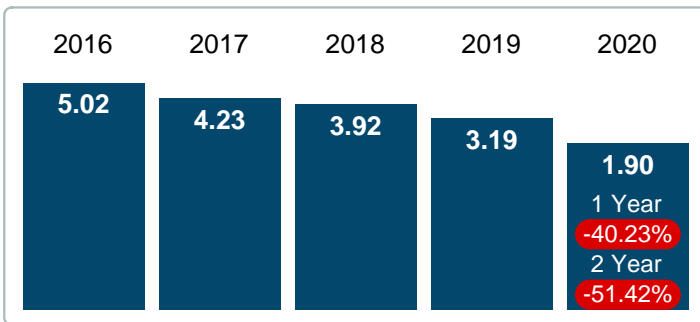
Area Delimited by County Of Rogers - Residential Property Type



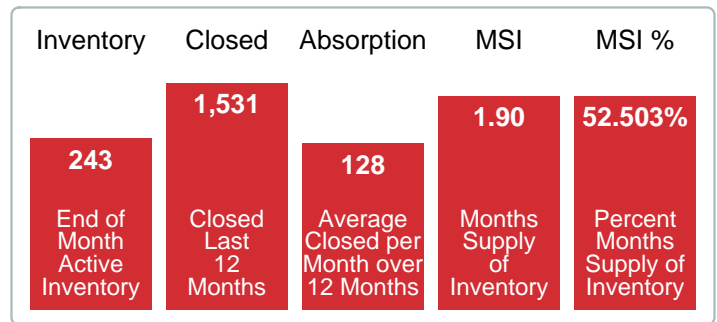
MONTHS SUPPLY of INVENTORY (MSI)

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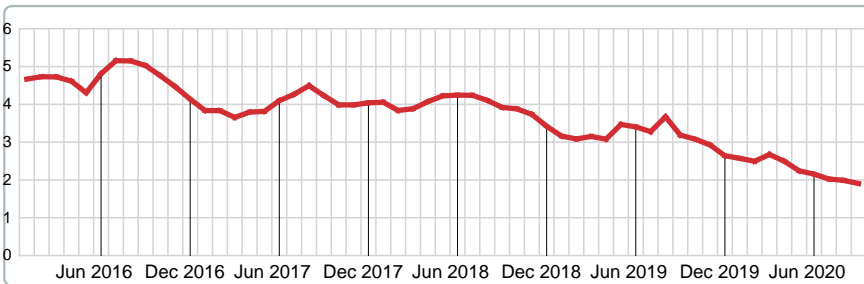
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020

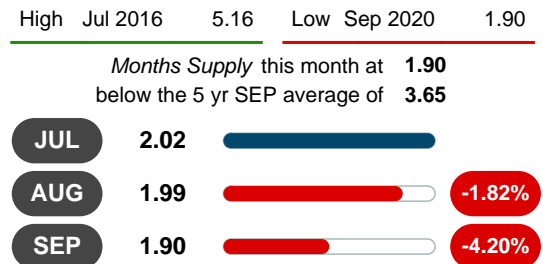


5 YEAR MARKET ACTIVITY TRENDS



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



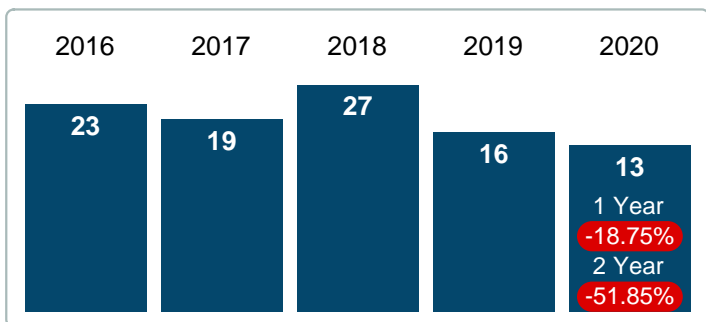
Area Delimited by County Of Rogers - Residential Property Type



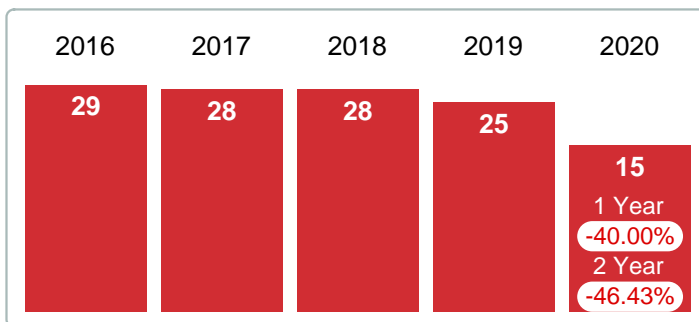
MEDIAN DAYS ON MARKET TO SALE

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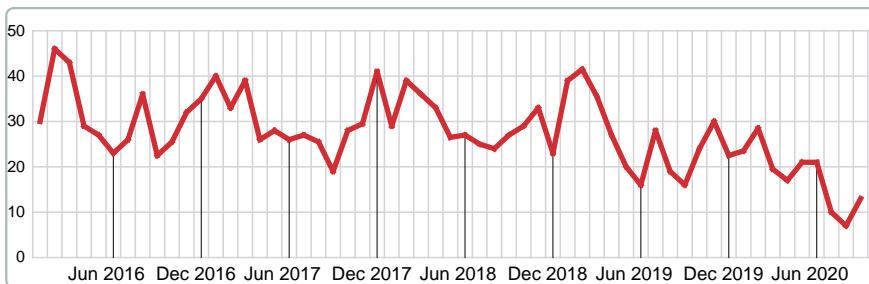
SEPTEMBER



YEAR TO DATE (YTD)

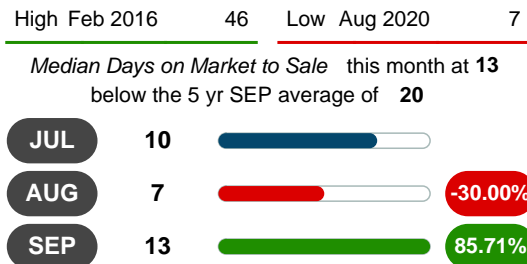


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 20



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	8.39%	16	16	16	7	16
\$100,001 - \$150,000	10.32%	8	3	7	9	0
\$150,001 - \$175,000	10.32%	7	0	5	33	0
\$175,001 - \$250,000	32.26%	8	4	9	7	35
\$250,001 - \$325,000	16.13%	13	0	12	12	119
\$325,001 - \$400,000	9.68%	26	0	42	43	1
\$400,001 and up	12.90%	33	0	25	63	13
Median Closed DOM		13	5	11	14	18
Total Closed Units	100%	13.0	8	71	62	14
Total Closed Volume		39,896,357	955.13K	14.45M	17.77M	6.72M

September 2020



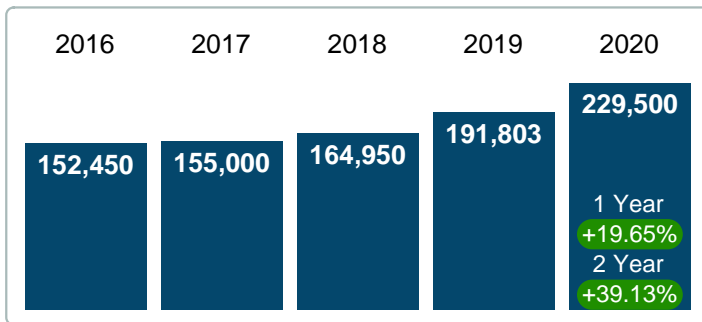
Area Delimited by County Of Rogers - Residential Property Type



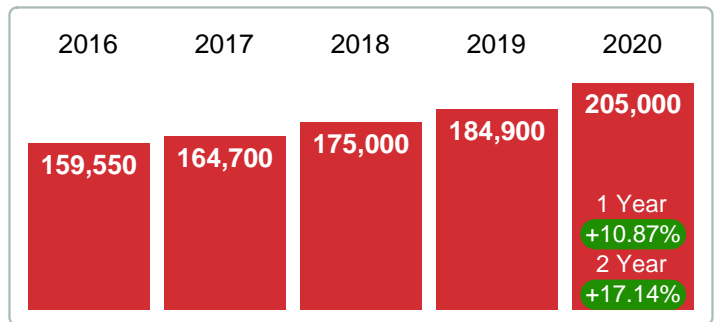
MEDIAN LIST PRICE AT CLOSING

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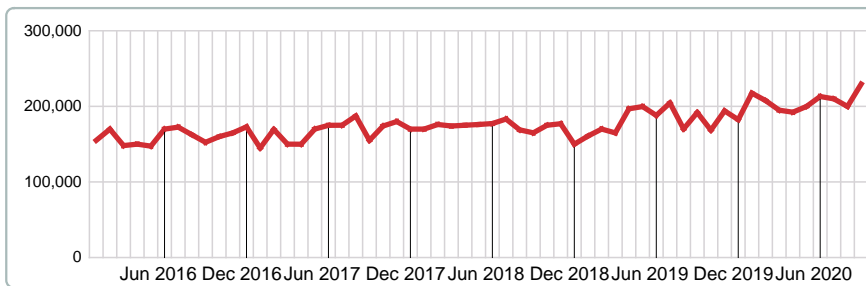
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

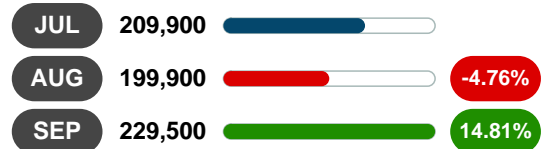


3 MONTHS

5 year SEP AVG = 178,741

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

Median List Price at Closing this month at **229,500**
above the 5 yr SEP average of **178,741**



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	14	9.03%	38,000	38,000	38,000	38,000	38,000
\$100,001 - \$150,000	17	10.97%	129,900	115,000	138,500	119,900	0
\$150,001 - \$175,000	16	10.32%	167,500	0	167,500	167,450	0
\$175,001 - \$250,000	44	28.39%	219,450	207,316	209,000	220,950	239,500
\$250,001 - \$325,000	28	18.06%	288,700	0	275,000	290,200	299,000
\$325,001 - \$400,000	16	10.32%	359,950	0	371,700	350,000	383,321
\$400,001 and up	20	12.90%	459,450	0	432,500	434,500	518,000
Median List Price			229,500	112,500	190,000	277,450	424,950
Total Closed Units		100%	229,500	8	71	62	14
Total Closed Volume			39,942,766	940.13K	14.47M	17.76M	6.77M

September 2020



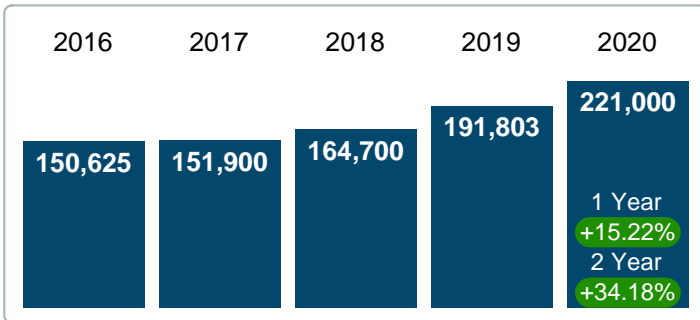
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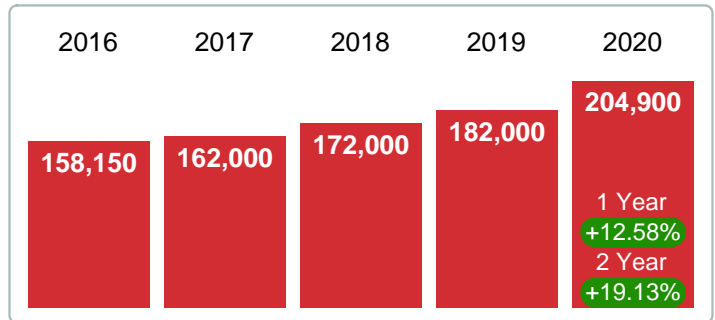
MEDIAN SOLD PRICE AT CLOSING

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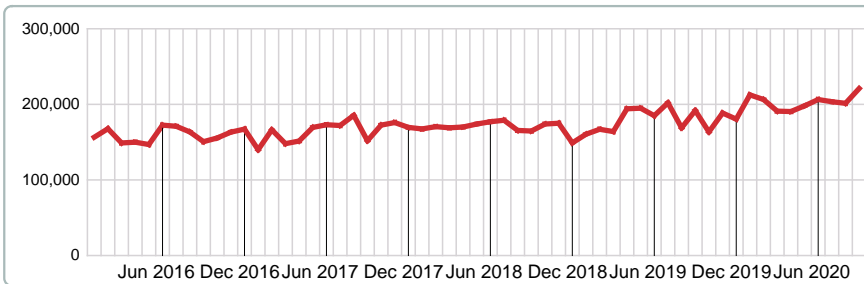
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

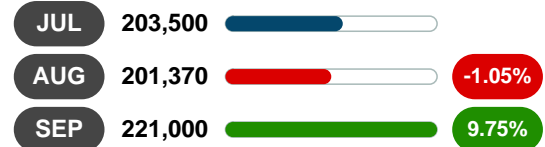


3 MONTHS

5 year SEP AVG = 176,006

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

Median Sold Price at Closing this month at **221,000** above the 5 yr SEP average of **176,006**



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	8.39%	38,000	38,000	38,000	38,000	38,000
\$100,001 - \$150,000	10.32%	122,000	120,000	131,000	119,900	0
\$150,001 - \$175,000	10.32%	167,500	0	165,000	168,500	0
\$175,001 - \$250,000	32.26%	215,200	209,816	212,500	215,000	241,000
\$250,001 - \$325,000	16.13%	289,500	0	286,000	290,000	299,000
\$325,001 - \$400,000	9.68%	366,000	0	366,700	363,250	383,321
\$400,001 and up	12.90%	458,469	0	428,000	456,938	523,000
Median Sold Price		221,000	117,500	195,000	272,950	417,450
Total Closed Units	100%	221,000	8	71	62	14
Total Closed Volume		39,896,357	955.13K	14.45M	17.77M	6.72M

September 2020



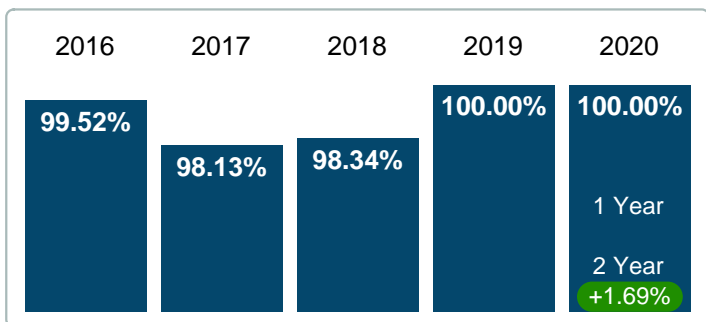
Area Delimited by County Of Rogers - Residential Property Type



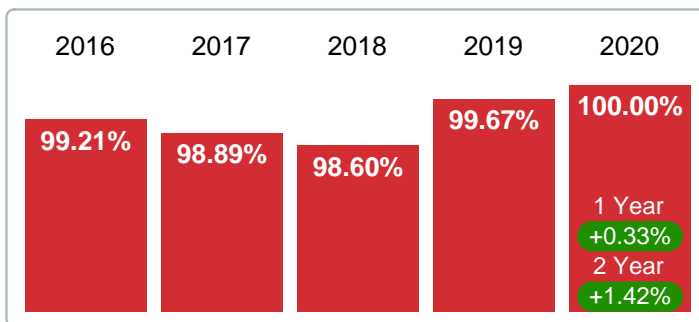
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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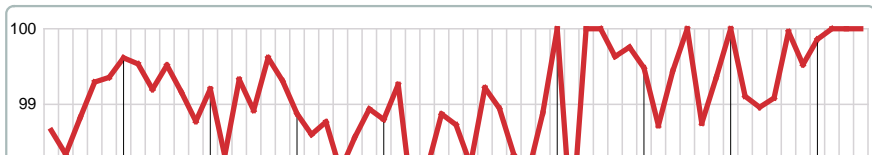
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 99.20%

High Sep 2020 100.00% Low Jan 2019 97.39%

Median Sold/List Ratio this month at **100.00%** above the 5 yr SEP average of **99.20%**

JUL 100.00%
AUG 100.00%
SEP 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	8.39%	100.00%	100.00%	100.00%	102.15%	100.00%
\$100,001 - \$150,000	16	10.32%	100.00%	100.00%	98.91%	100.00%	0.00%
\$150,001 - \$175,000	16	10.32%	100.48%	0.00%	100.48%	100.66%	0.00%
\$175,001 - \$250,000	50	32.26%	100.00%	101.35%	99.49%	100.49%	100.63%
\$250,001 - \$325,000	25	16.13%	100.00%	0.00%	98.98%	100.00%	100.00%
\$325,001 - \$400,000	15	9.68%	100.00%	0.00%	99.79%	100.00%	100.00%
\$400,001 and up	20	12.90%	100.00%	0.00%	98.96%	100.00%	99.41%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	100.00%
Total Closed Units		155	100%	8	71	62	14
Total Closed Volume		39,896,357		955.13K	14.45M	17.77M	6.72M

September 2020



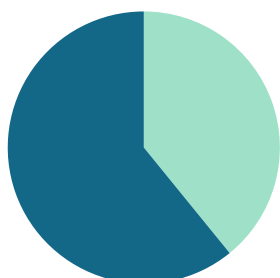
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

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

INVENTORY

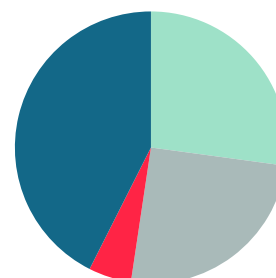


Inventory
 New Listings
162 = 39.13%
 Start Inventory
252
 Total Inventory Units
414
 Volume
\$150,019,612

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%
Median List Price	191,803	229,500	19.65%	184,900	205,000	10.87%
Median Sale Price	191,803	221,000	15.22%	182,000	204,900	12.58%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	99.67%	100.00%	0.33%
Median Days on Market to Sale	16.00	13.00	-18.75%	25.00	15.00	-40.00%
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

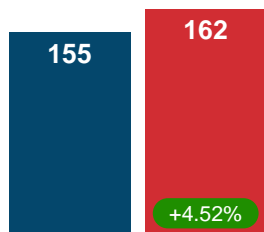
Inventory on September 30, 2020 = **243**

2019 **2020**

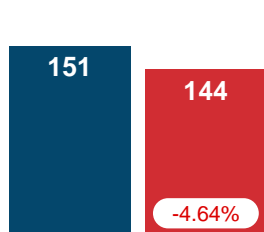
SEPTEMBER MARKET

MEDIAN PRICES

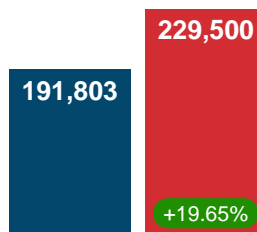
New Listings



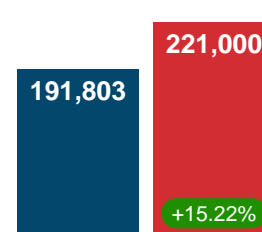
Pending Listings



List Price



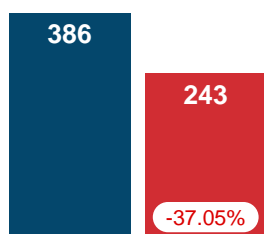
Sale Price



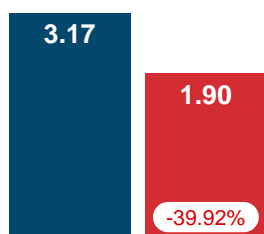
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

