

March 2019

Area Delimited by County Of Rogers

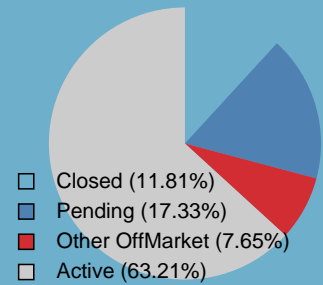


MONTHLY INVENTORY ANALYSIS

Report produced on Apr 11, 2019 for MLS Technology Inc.

Compared Metrics	March		
	2018	2019	+/-%
Closed Listings	131	122	-6.87%
Pending Listings	150	179	19.33%
New Listings	240	231	-3.75%
Average List Price	202,293	182,002	-10.03%
Average Sale Price	186,443	178,720	-4.14%
Average Percent of List Price to Selling Price	96.29%	98.33%	2.12%
Average Days on Market to Sale	49.86	52.16	4.60%
End of Month Inventory	863	653	-24.33%
Months Supply of Inventory	6.64	4.81	-27.58%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **136** Sales/Month
Active Inventory as of March 31, 2019 = **653**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2019 decreased **24.33%** to 653 existing homes available for sale. Over the last 12 months this area has had an average of 136 closed sales per month. This represents an unsold inventory index of **4.81** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **4.14%** in March 2019 to \$178,720 versus the previous year at \$186,443.

Average Days on Market Lengthens

The average number of **52.16** days that homes spent on the market before selling increased by 2.29 days or **4.60%** in March 2019 compared to last year's same month at **49.86** DOM.

Sales Success for March 2019 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 231 New Listings in March 2019, down **3.75%** from last year at 240. Furthermore, there were 122 Closed Listings this month versus last year at 131, a **-6.87%** decrease.

Closed versus Listed trends yielded a **52.8%** ratio, down from previous year's, March 2018, at **54.6%**, a **3.24%** downswing. 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



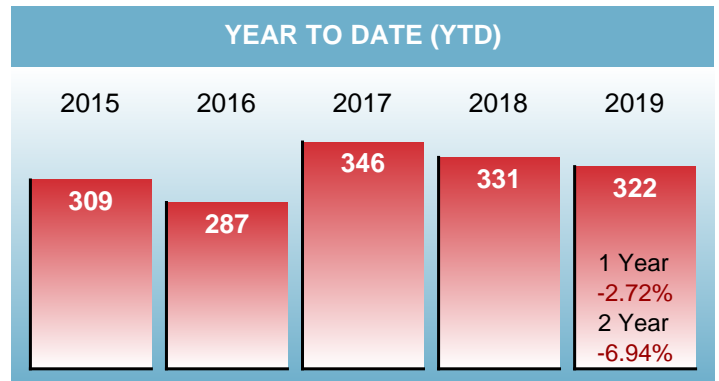
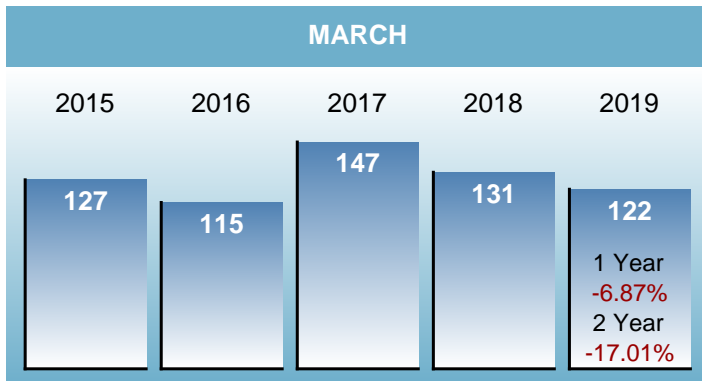
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CLOSED LISTINGS

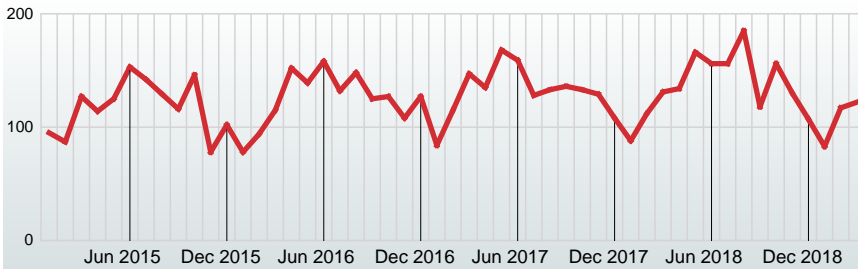
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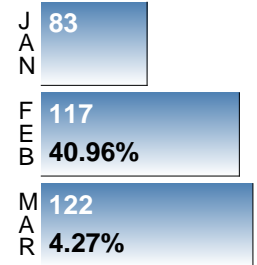
5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 128

3 MONTHS



High
Aug 2018 = 185
Low
Jan 2016 = 78
Closed Listings
this month at **122**,
below the 5 yr MAR
average of **128**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	9	7.38%	53.8	3	4	0	2
\$25,001 - \$75,000	14	11.48%	43.8	6	4	4	0
\$75,001 - \$125,000	16	13.11%	55.9	3	10	3	0
\$125,001 - \$175,000	38	31.15%	40.3	2	32	4	0
\$175,001 - \$225,000	15	12.30%	56.4	0	7	6	2
\$225,001 - \$350,000	15	12.30%	68.7	0	5	8	2
\$350,001 and up	15	12.30%	64.2	0	1	11	3
Total Closed Units	122			14	63	36	9
Total Closed Volume	21,803,899	100%	52.2	875.00K	9.26M	9.17M	2.50M
Average Closed Price	\$178,720			\$62,500	\$147,055	\$254,675	\$277,346

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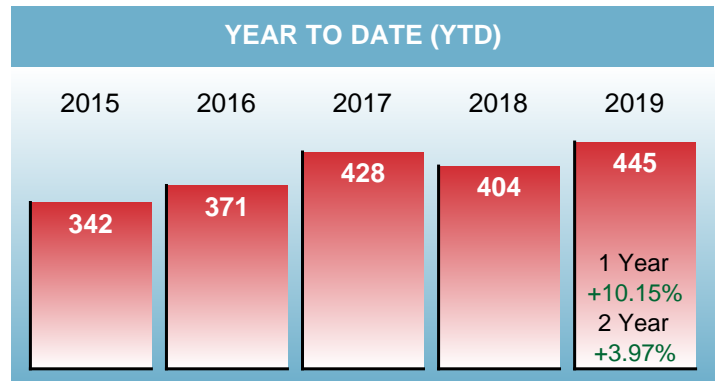
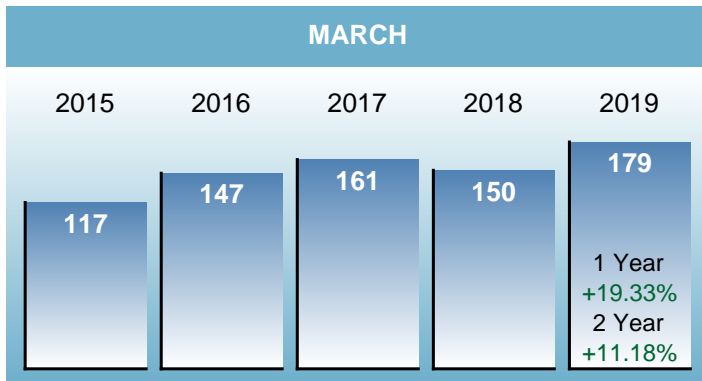
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PENDING LISTINGS

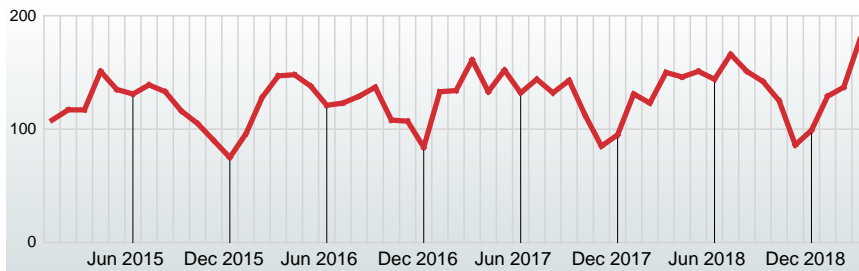
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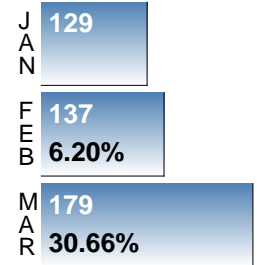
5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 151

3 MONTHS



High
Mar 2019 = 179
Low
Dec 2015 = 75
Pending Listings
this month at **179**,
above the 5 yr MAR
average of **151**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	14	7.82%	100.4	14	0	0	0
\$50,001 - \$75,000	13	7.26%	61.4	10	1	2	0
\$75,001 - \$125,000	31	17.32%	54.6	16	12	3	0
\$125,001 - \$200,000	51	28.49%	42.4	6	41	4	0
\$200,001 - \$275,000	29	16.20%	51.6	1	17	10	1
\$275,001 - \$350,000	20	11.17%	56.2	2	6	10	2
\$350,001 and up	21	11.73%	38.7	2	2	15	2
Total Pending Units	179			51	79	44	5
Total Pending Volume	36,327,291	100%	52.1	5.55M	14.60M	14.20M	1.98M
Average Listing Price	\$195,398			\$108,787	\$184,760	\$322,686	\$396,980

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Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com



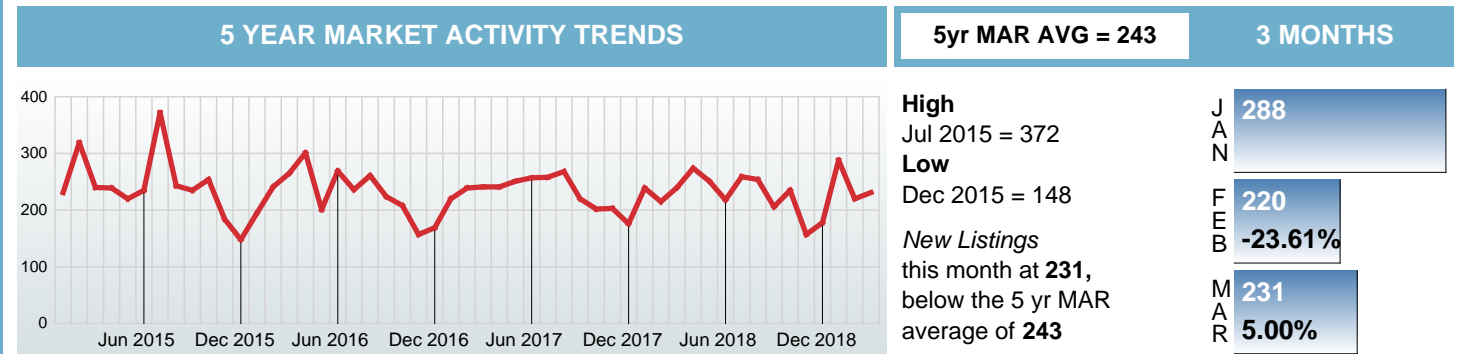
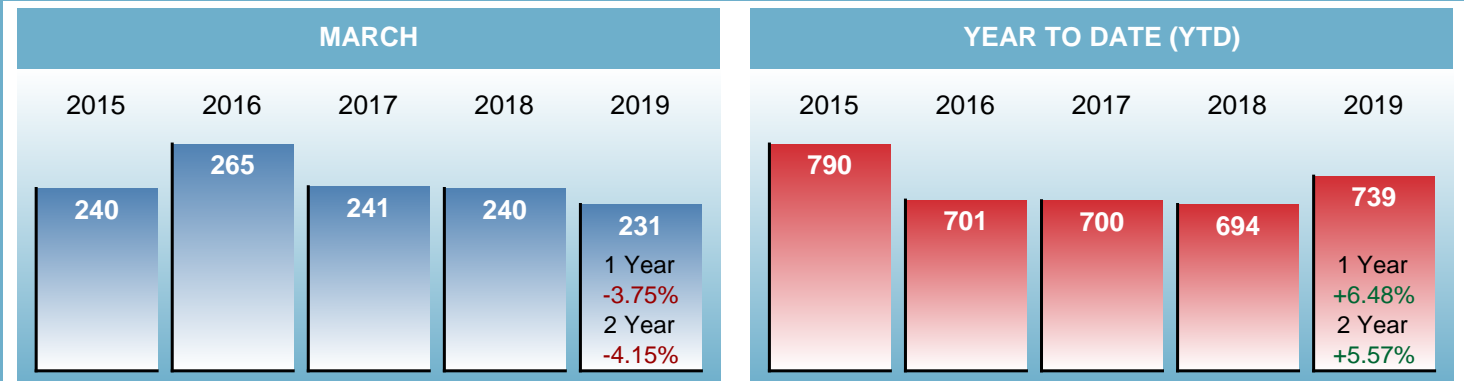
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NEW LISTINGS

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NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	22	9.52%	17	5	0	0
\$60,001 - \$130,000	28	12.12%	10	17	1	0
\$130,001 - \$170,000	33	14.29%	4	25	4	0
\$170,001 - \$290,000	60	25.97%	8	36	15	1
\$290,001 - \$390,000	35	15.15%	4	10	19	2
\$390,001 - \$540,000	28	12.12%	3	1	19	5
\$540,001 and up	25	10.82%	5	5	9	6
Total New Listed Units	231		51	99	67	14
Total New Listed Volume	67,346,423	100%	11.25M	21.68M	25.33M	9.09M
Average New Listed Listing Price	\$108,990		\$220,552	\$218,943	\$378,067	\$649,461

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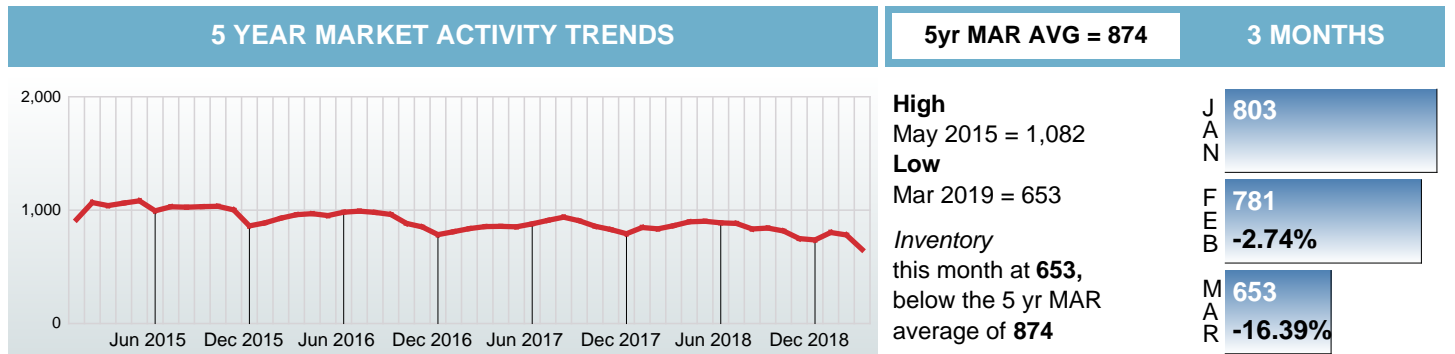
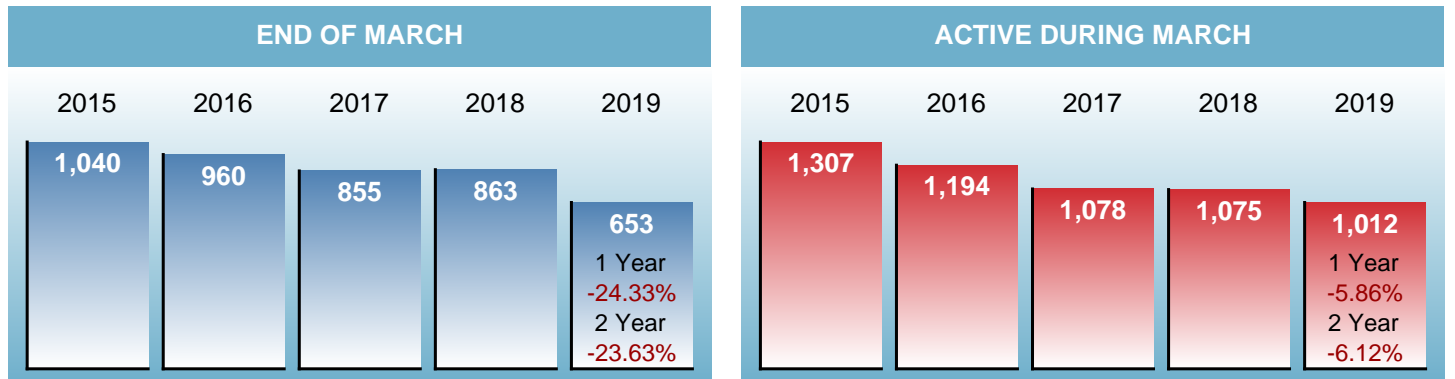
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ACTIVE INVENTORY

Report produced on Apr 11, 2019 for MLS Technology Inc.



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	42	6.43%	75.3	38	4	0	0
\$25,001 - \$75,000	82	12.56%	76.1	77	5	0	0
\$75,001 - \$150,000	103	15.77%	75.4	58	36	9	0
\$150,001 - \$250,000	176	26.95%	63.6	66	70	36	4
\$250,001 - \$350,000	94	14.40%	70.0	21	28	40	5
\$350,001 - \$500,000	91	13.94%	64.1	16	16	47	12
\$500,001 and up	65	9.95%	71.8	20	7	16	22
Total Active Inventory by Units	653			296	166	148	43
Total Active Inventory by Volume	184,130,288	100%	69.6	60.32M	38.97M	52.71M	32.13M
Average Active Inventory Listing Price	\$281,976			\$203,800	\$234,730	\$356,175	\$747,122

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March 2019

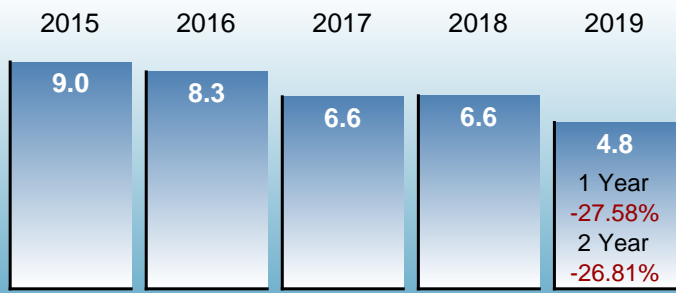
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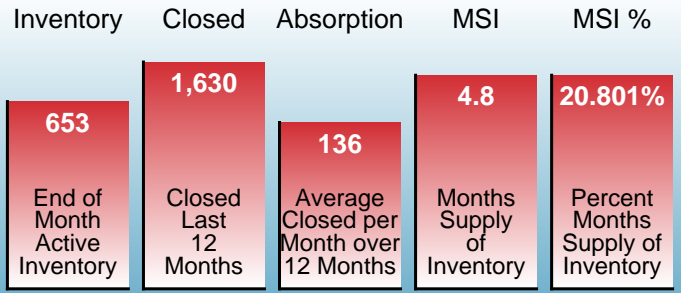
MONTHS SUPPLY of INVENTORY (MSI)

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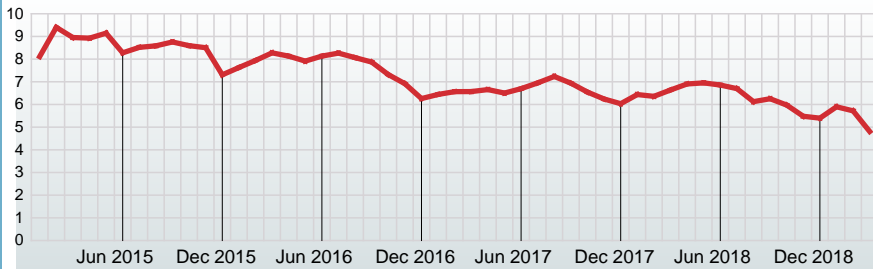
MSI FOR MARCH



INDICATORS FOR MARCH 2019



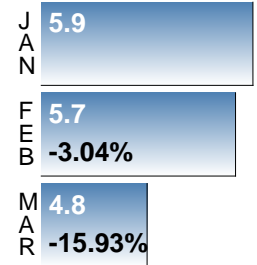
5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 7.0

3 MONTHS

High
Feb 2015 = 9.4
Low
Mar 2019 = 4.8
Months Supply
this month at **4.8**,
below the 5 yr MAR
average of **7.0**



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
\$25,000 and less	42	6.43%	4.3	8.4	1.0	0.0	0.0
\$25,001 - \$75,000	82	12.56%	5.9	10.9	0.9	0.0	0.0
\$75,001 - \$150,000	103	15.77%	2.7	9.8	1.3	2.0	0.0
\$150,001 - \$250,000	176	26.95%	3.9	31.7	2.5	2.6	4.8
\$250,001 - \$350,000	94	14.40%	6.1	63.0	5.2	5.0	3.0
\$350,001 - \$500,000	91	13.94%	9.2	27.4	12.0	7.8	6.0
\$500,001 and up	65	9.95%	17.3	120.0	84.0	8.7	13.2
Market Supply of Inventory (MSI)	4.8	100%	4.8	14.3	2.3	4.1	6.1
Total Active Inventory by Units	653			296	166	148	43

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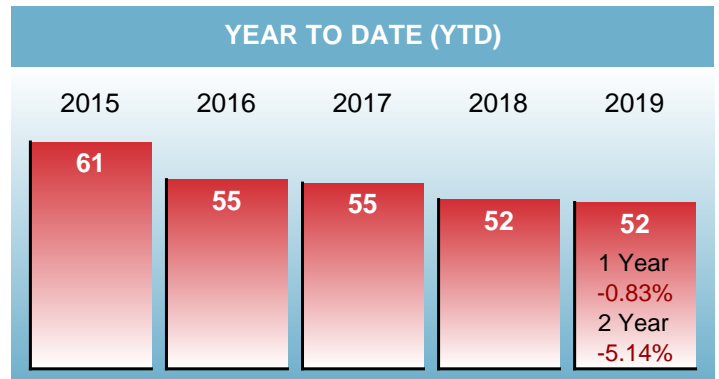
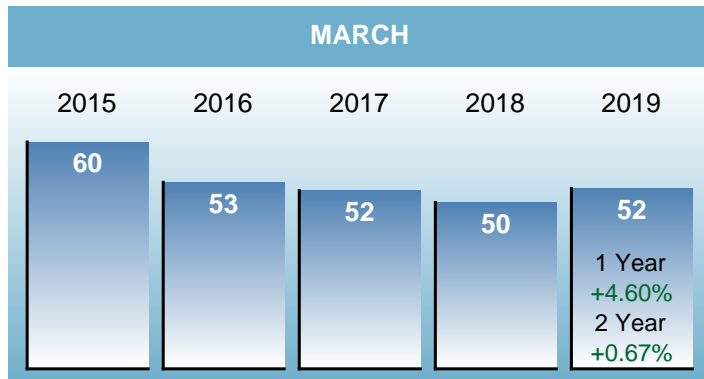
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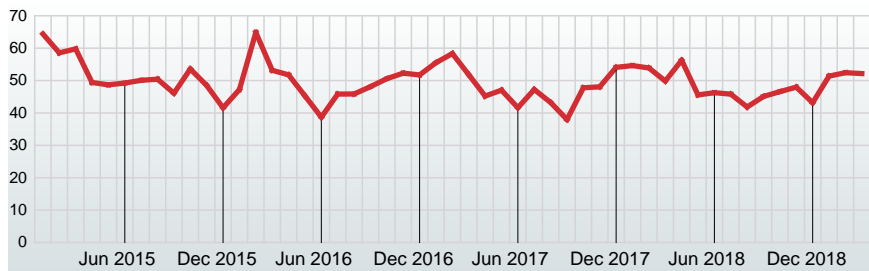


AVERAGE DAYS ON MARKET TO SALE

Report produced on Apr 11, 2019 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 53 **3 MONTHS**

High
 Feb 2016 = 65
Low
 Sep 2017 = 38
Average Days on Market
 this month at **52**,
 below the 5 yr MAR
 average of **53**

JAN	51
FEB	52 2.05%
MAR	52 -0.52%

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
\$25,000 and less	9	7.38%	53.8	101.0	22.0	0.0	46.5
\$25,001 - \$75,000	14	11.48%	43.8	75.8	3.5	36.0	0.0
\$75,001 - \$125,000	16	13.11%	55.9	60.3	46.5	83.0	0.0
\$125,001 - \$175,000	38	31.15%	40.3	98.5	38.8	22.8	0.0
\$175,001 - \$225,000	15	12.30%	56.4	0.0	38.6	69.3	80.0
\$225,001 - \$350,000	15	12.30%	68.7	0.0	61.6	79.3	44.5
\$350,001 and up	15	12.30%	64.2	0.0	94.0	65.4	50.0
Average Closed DOM			52.2	81.1	39.4	62.6	54.7
Total Closed Units			122	14	63	36	9
Total Closed Volume			21,803,899	875.00K	9.26M	9.17M	2.50M

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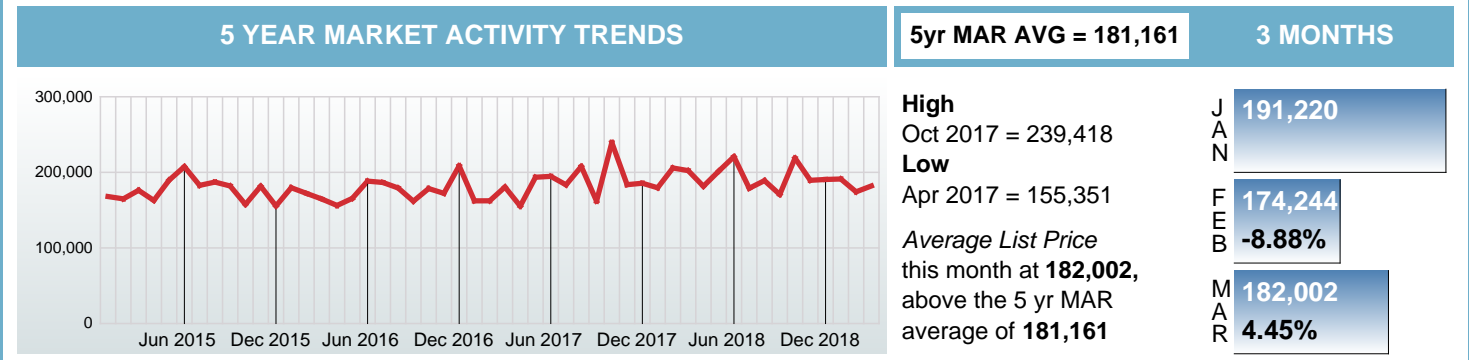
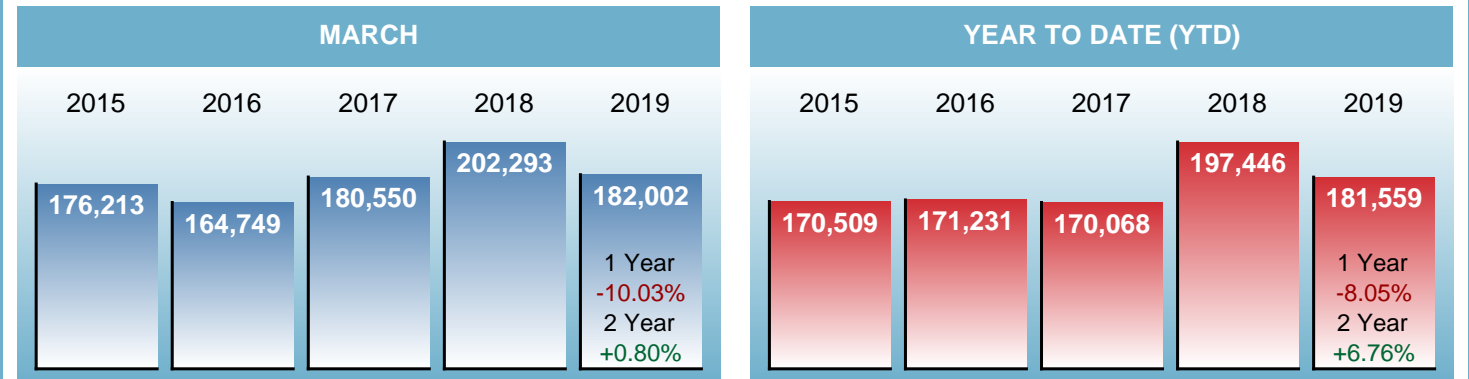
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AVERAGE LIST PRICE AT CLOSING

Report produced on Apr 11, 2019 for MLS Technology Inc.



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
\$25,000 and less	9	7.38%	7,159	18,333	1,160	0	2,395
\$25,001 - \$75,000	14	11.48%	54,425	38,750	71,000	63,363	0
\$75,001 - \$125,000	16	13.11%	98,906	88,300	94,560	122,817	0
\$125,001 - \$175,000	36	29.51%	154,632	179,450	153,827	161,184	0
\$175,001 - \$225,000	16	13.11%	195,089	0	195,742	204,971	196,250
\$225,001 - \$350,000	14	11.48%	282,993	0	287,975	290,704	337,000
\$350,001 and up	17	13.93%	420,310	0	398,000	413,650	494,870
Average List Price			182,002	65,093	148,647	260,340	283,989
Total Closed Units		100%	182,002	14	63	36	9
Total Closed Volume			22,204,214	911.30K	9.36M	9.37M	2.56M

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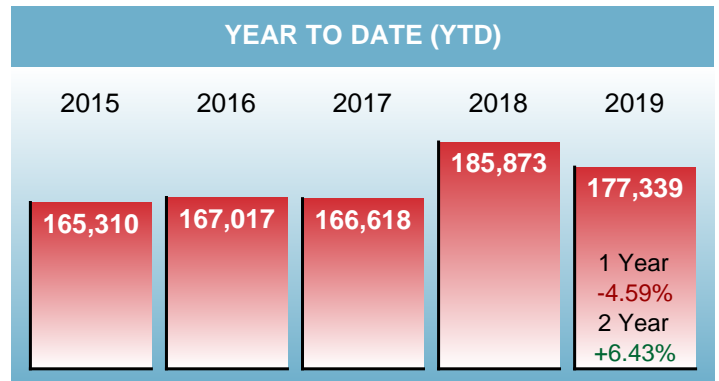
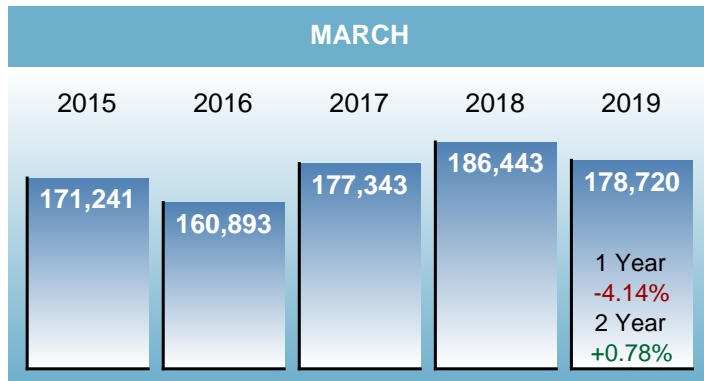
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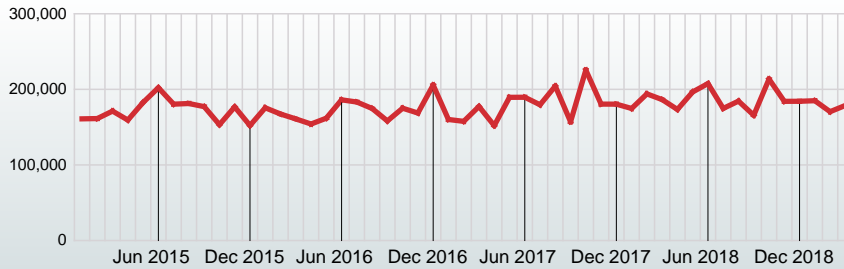
AVERAGE SOLD PRICE AT CLOSING

Report produced on Apr 11, 2019 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 174,928 **3 MONTHS**



High
Oct 2017 = 225,516
Low
Apr 2017 = 152,023
Average Sold Price
this month at **178,720**,
above the 5 yr MAR
average of **174,928**

JAN	184,980
FEB	170,477
MAR	178,720
APR	178,720
-7.84%	
4.84%	

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
\$25,000 and less	9	7.38%	5,598	13,667	1,160	0	2,370
\$25,001 - \$75,000	14	11.48%	53,619	39,750	69,038	59,003	0
\$75,001 - \$125,000	16	13.11%	96,119	81,833	95,240	113,333	0
\$125,001 - \$175,000	38	31.15%	154,780	175,000	152,497	162,934	0
\$175,001 - \$225,000	15	12.30%	196,482	0	192,543	202,738	191,500
\$225,001 - \$350,000	15	12.30%	288,199	0	280,980	284,135	322,500
\$350,001 and up	15	12.30%	420,874	0	398,700	404,640	487,793
Average Sold Price			178,720	62,500	147,055	254,675	277,346
Total Closed Units		100%	178,720	14	63	36	9
Total Closed Volume			21,803,899	875.00K	9.26M	9.17M	2.50M

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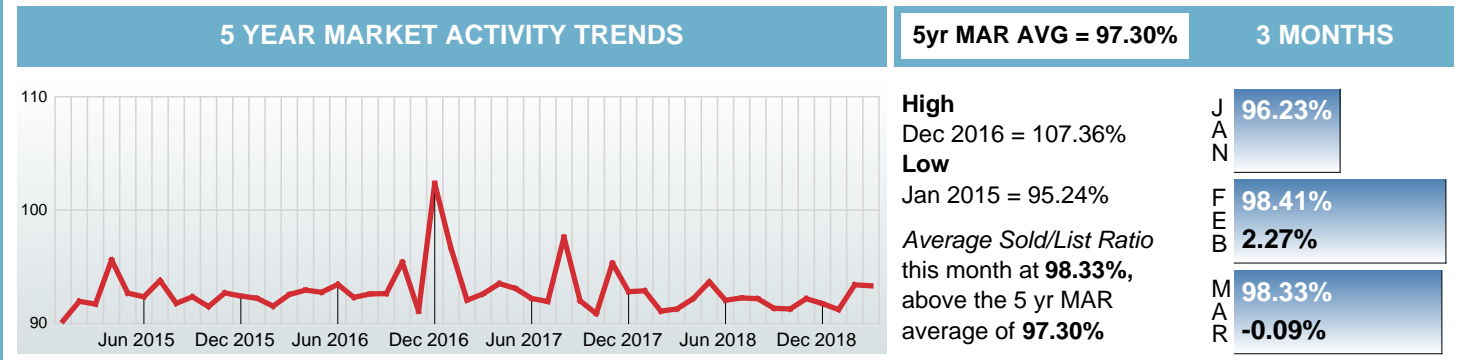
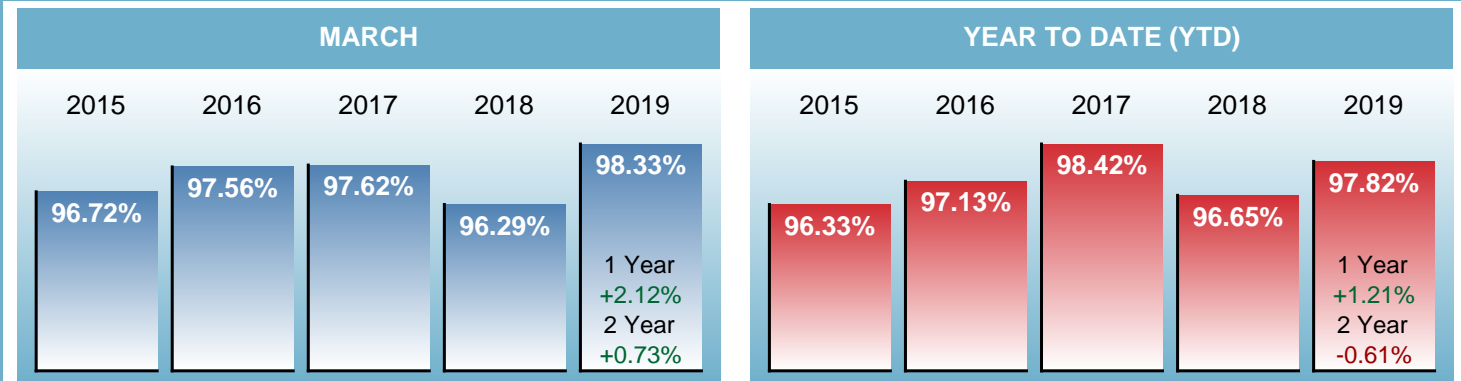
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AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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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
\$25,000 and less	9	7.38%	93.58%	81.33%	100.00%	0.00%	99.12%
\$25,001 - \$75,000	14	11.48%	99.55%	102.84%	97.45%	96.70%	0.00%
\$75,001 - \$125,000	16	13.11%	98.01%	92.72%	101.25%	92.53%	0.00%
\$125,001 - \$175,000	38	31.15%	99.30%	97.58%	99.18%	101.10%	0.00%
\$175,001 - \$225,000	15	12.30%	98.55%	0.00%	98.45%	99.03%	97.47%
\$225,001 - \$350,000	15	12.30%	97.45%	0.00%	97.52%	97.85%	95.63%
\$350,001 and up	15	12.30%	98.58%	0.00%	100.18%	98.48%	98.40%
Average Sold/List Ratio		98.30%		95.31%	99.25%	98.03%	97.74%
Total Closed Units		122	100%	14	63	36	9
Total Closed Volume		21,803,899		875.00K	9.26M	9.17M	2.50M

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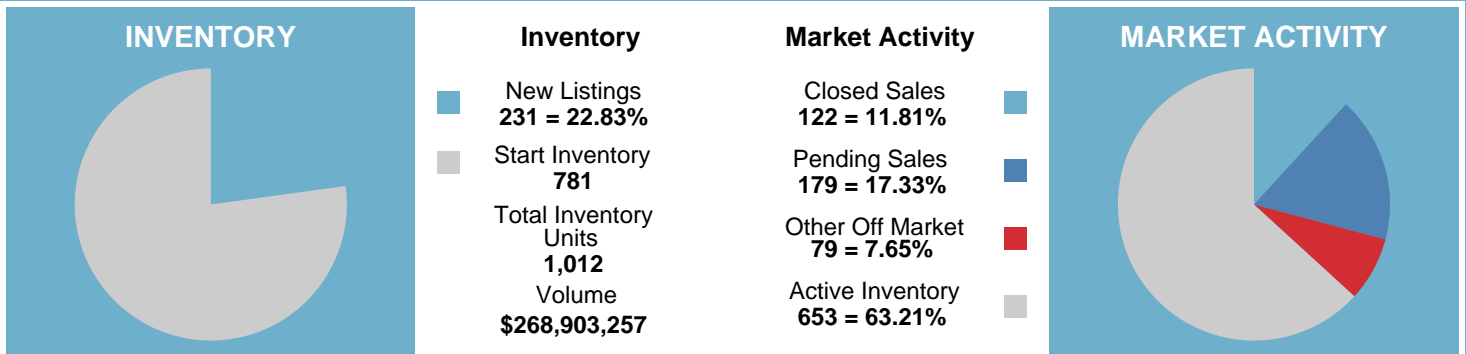
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MARKET SUMMARY

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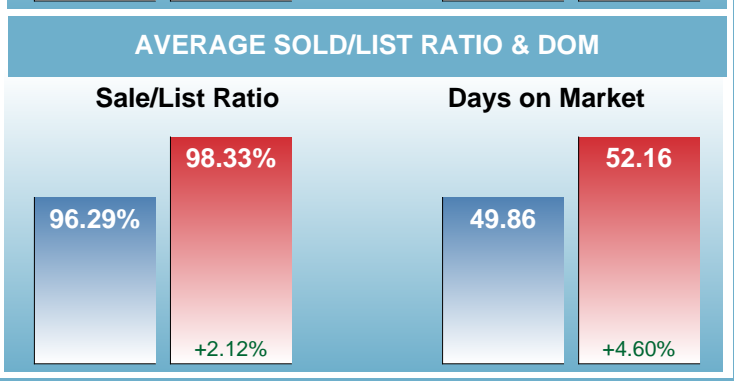
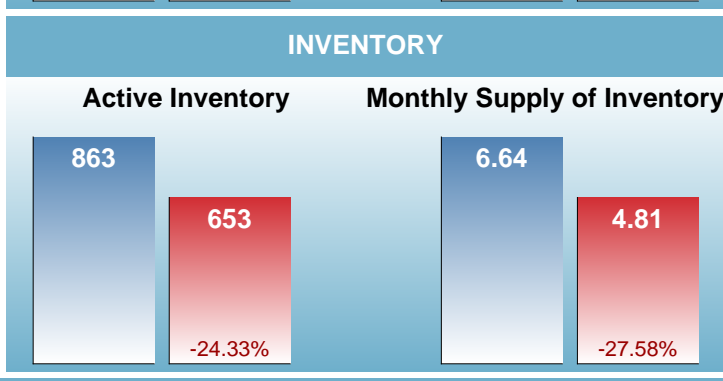
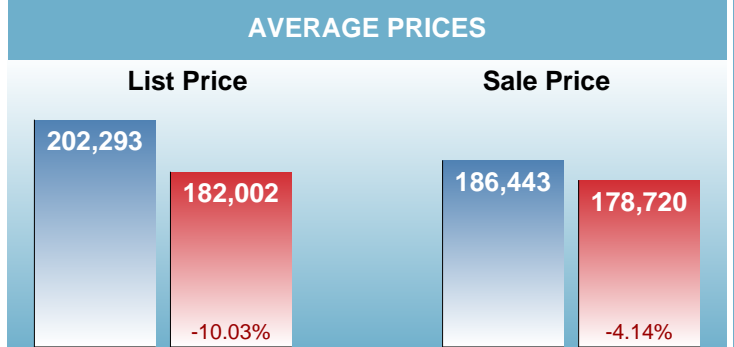
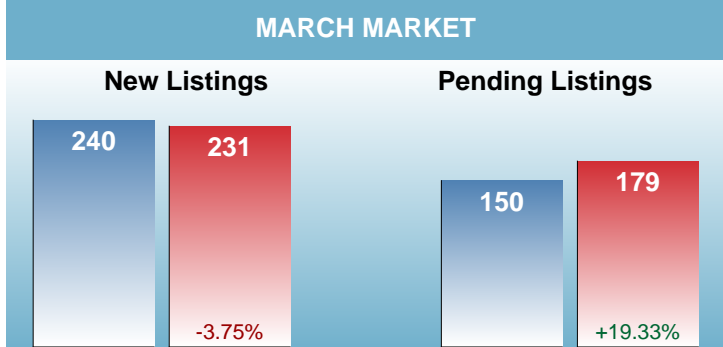


Compared Metrics	March			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	131	122	-6.87%	331	322	-2.72%
Pending Sales	150	179	19.33%	404	445	10.15%
New Listings	240	231	-3.75%	694	739	6.48%
Average List Price	202,293	182,002	-10.03%	197,446	181,559	-8.05%
Average Sale Price	186,443	178,720	-4.14%	185,873	177,339	-4.59%
Average Percent of Selling Price to List Price	96.29%	98.33%	2.12%	96.65%	97.82%	1.21%
Average Days on Market to Sale	49.86	52.16	4.60%	52.49	52.05	-0.83%
Monthly Inventory	863	653	-24.33%	863	653	-24.33%
Months Supply of Inventory	6.64	4.81	-27.58%	6.64	4.81	-27.58%

Absorption: Last 12 months, an Average of **136** Sales/Month

Inventory on March 31, 2019 = **653**

2018 2019



Ready to Buy or Sell Real Estate?

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Contact: MLS Technology Inc.

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