

March 2019

Area Delimited by County Of Rogers

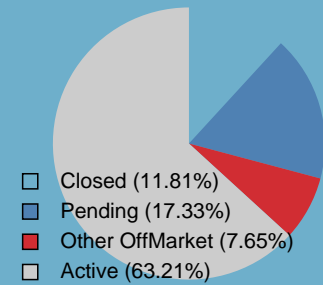


MONTHLY INVENTORY ANALYSIS

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%
Median List Price	169,900	159,900	-5.89%
Median Sale Price	164,850	160,000	-2.94%
Median Percent of List Price to Selling Price	98.16%	100.00%	1.88%
Median Days on Market to Sale	36.00	36.00	0.00%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **2.94%** in March 2019 to \$160,000 versus the previous year at \$164,850.

Median Days on Market Shortens

The median number of **36.00** days that homes spent on the market before selling decreased by 0.00 days or **0.00%** in March 2019 compared to last year's same month at **36.00** DOM.

Sales Success for March 2019 is Positive

Overall, with Median Prices falling and Days on Market decreasing, 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?

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MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com



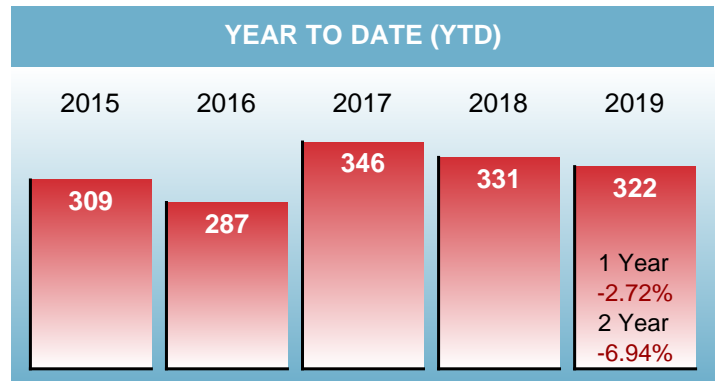
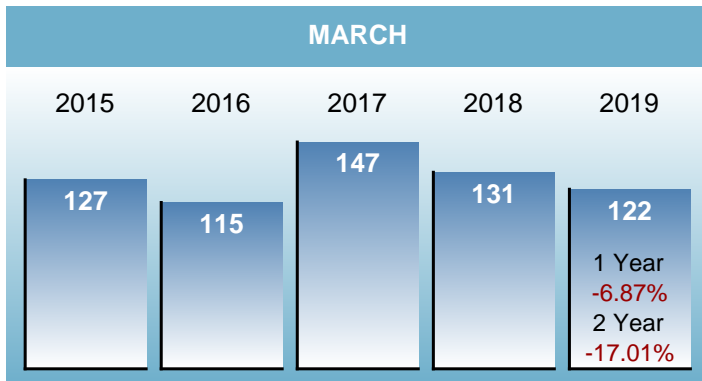
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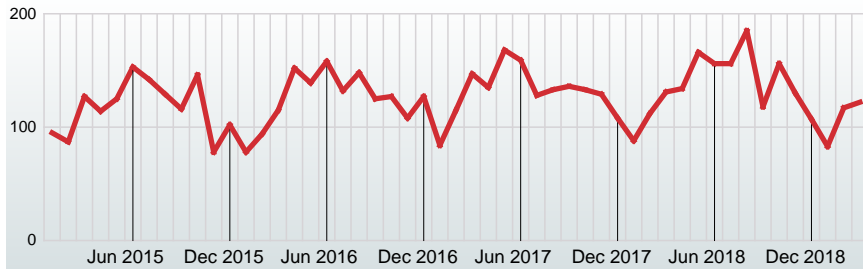


CLOSED LISTINGS

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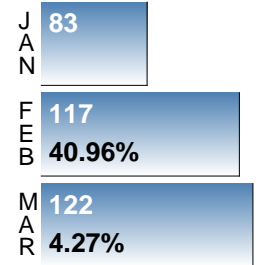
5 YEAR MARKET ACTIVITY TRENDS



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	9	7.38%	41.0	3	4	0	2
\$25,001 - \$75,000	14	11.48%	26.5	6	4	4	0
\$75,001 - \$125,000	16	13.11%	37.5	3	10	3	0
\$125,001 - \$175,000	38	31.15%	27.5	2	32	4	0
\$175,001 - \$225,000	15	12.30%	28.0	0	7	6	2
\$225,001 - \$350,000	15	12.30%	61.0	0	5	8	2
\$350,001 and up	15	12.30%	47.0	0	1	11	3
Total Closed Units	122			14	63	36	9
Total Closed Volume	21,803,899	100%	36.0	875.00K	9.26M	9.17M	2.50M
Median Closed Price	\$160,000			\$49,500	\$153,500	\$231,765	\$305,000

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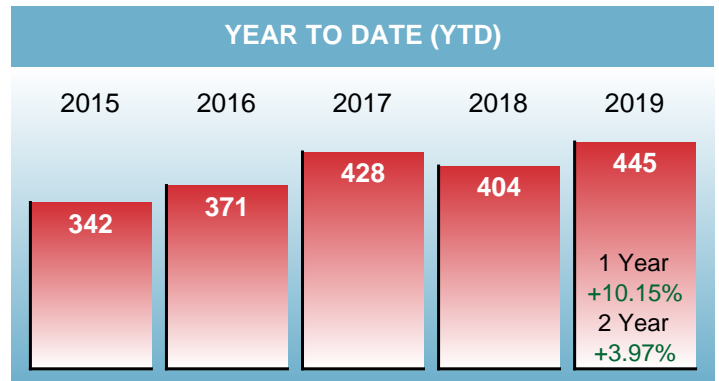
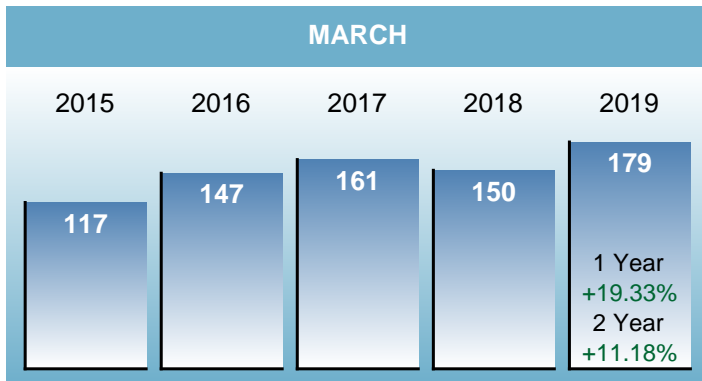
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PENDING LISTINGS

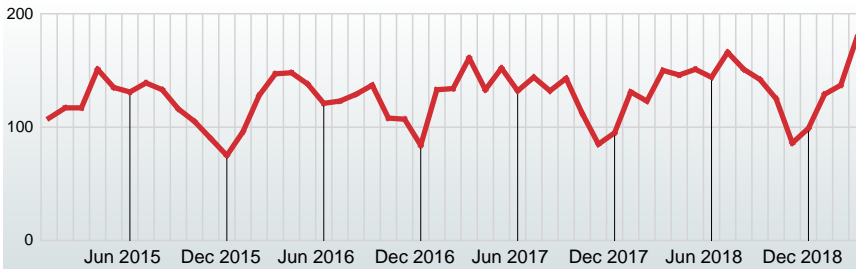
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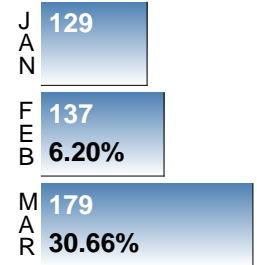
5 YEAR MARKET ACTIVITY TRENDS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	14	7.82%	140.5	14	0	0	0
\$50,001 - \$75,000	13	7.26%	76.0	10	1	2	0
\$75,001 - \$125,000	31	17.32%	48.0	16	12	3	0
\$125,001 - \$200,000	51	28.49%	26.0	6	41	4	0
\$200,001 - \$275,000	29	16.20%	37.0	1	17	10	1
\$275,001 - \$350,000	20	11.17%	43.0	2	6	10	2
\$350,001 and up	21	11.73%	20.0	2	2	15	2
Total Pending Units	179			51	79	44	5
Total Pending Volume	36,327,291	100%	37.0	5.55M	14.60M	14.20M	1.98M
Median Listing Price	\$164,900			\$76,500	\$172,500	\$284,950	\$344,900

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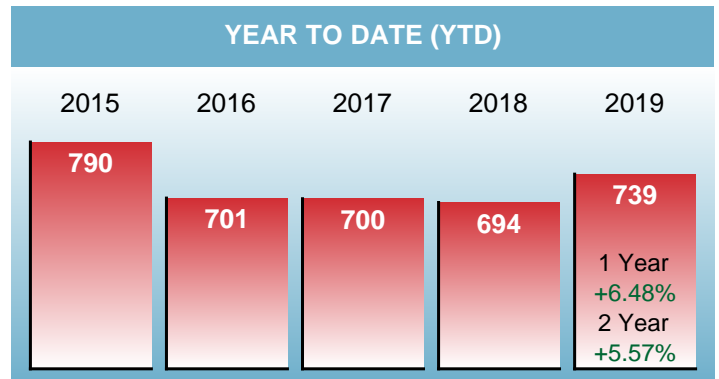
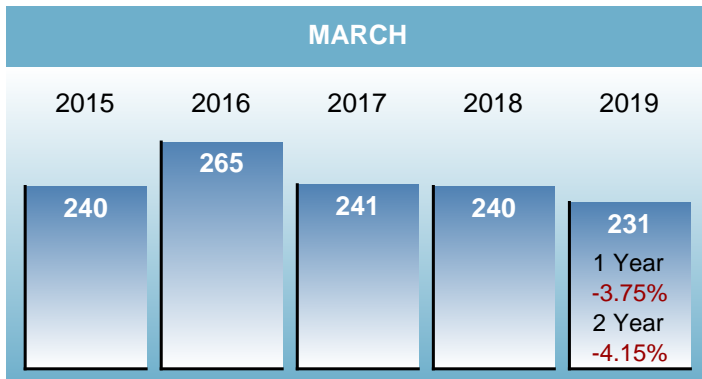
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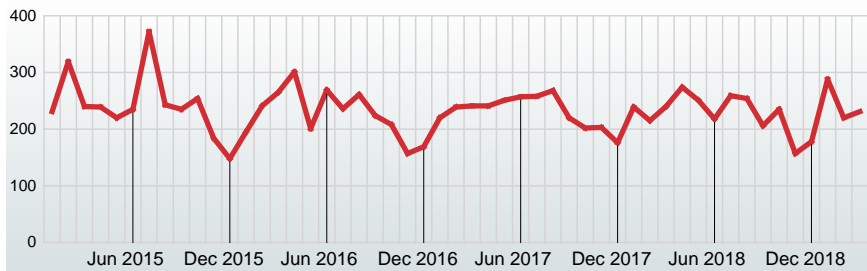
NEW LISTINGS

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



5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 243 3 MONTHS



High
Jul 2015 = 372
Low
Dec 2015 = 148
New Listings
this month at **231**,
below the 5 yr MAR
average of **243**

JAN	288
FEB	220
MAR	231
-23.61%	
5.00%	

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	21	9.09%	16	5	0	0
\$50,001 - \$125,000	27	11.69%	11	15	1	0
\$125,001 - \$175,000	39	16.88%	4	31	4	0
\$175,001 - \$275,000	49	21.21%	8	27	13	1
\$275,001 - \$375,000	36	15.58%	3	15	16	2
\$375,001 - \$525,000	33	14.29%	4	1	24	4
\$525,001 and up	26	11.26%	5	5	9	7
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
Median New Listed Listing Price	\$229,000		\$99,000	\$174,308	\$375,000	\$522,325

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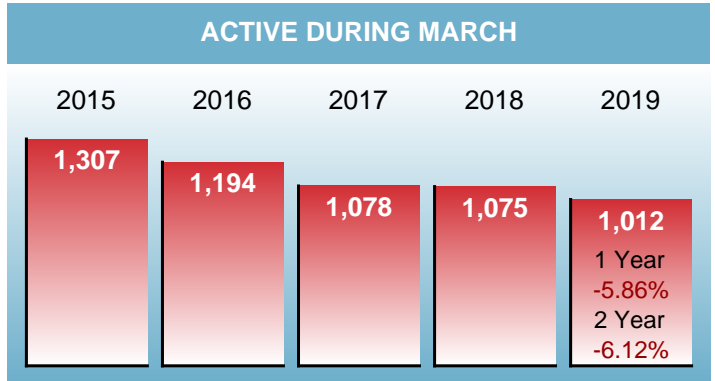
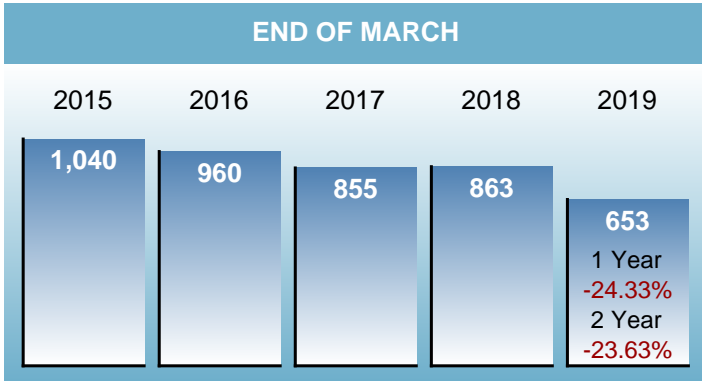
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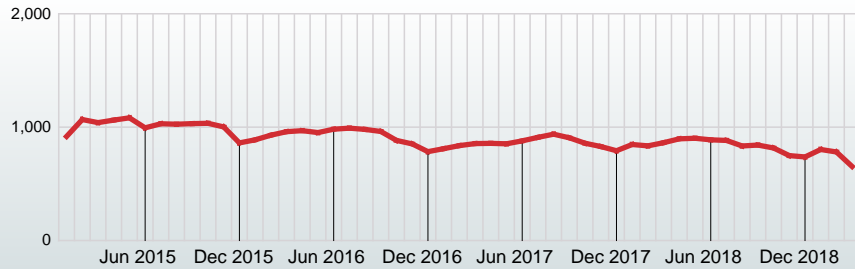
ACTIVE INVENTORY

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



5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 874 3 MONTHS



High
May 2015 = 1,082
Low
Mar 2019 = 653
Inventory
this month at **653**,
below the 5 yr MAR
average of **874**

JAN	803
FEB	781 -2.74%
MAR	653 -16.39%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	42	6.43%	62.5	38	4	0	0
\$25,001 - \$75,000	82	12.56%	67.0	77	5	0	0
\$75,001 - \$150,000	103	15.77%	64.0	58	36	9	0
\$150,001 - \$250,000	176	26.95%	66.0	66	70	36	4
\$250,001 - \$350,000	94	14.40%	60.5	21	28	40	5
\$350,001 - \$500,000	91	13.94%	42.0	16	16	47	12
\$500,001 and up	65	9.95%	65.0	20	7	16	22
Total Active Inventory by Units	653			296	166	148	43
Total Active Inventory by Volume	184,130,288	100%	62.0	60.32M	38.97M	52.71M	32.13M
Median Active Inventory Listing Price	\$189,900			\$111,950	\$189,000	\$325,000	\$504,900

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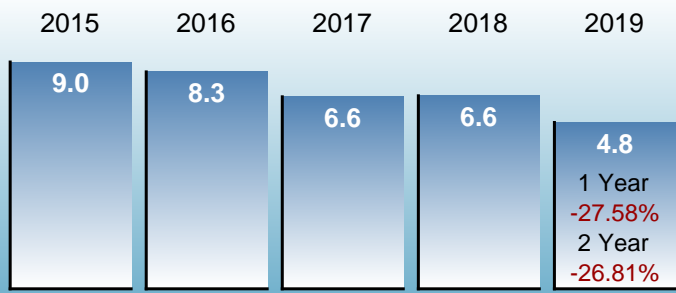
Area Delimited by County Of Rogers



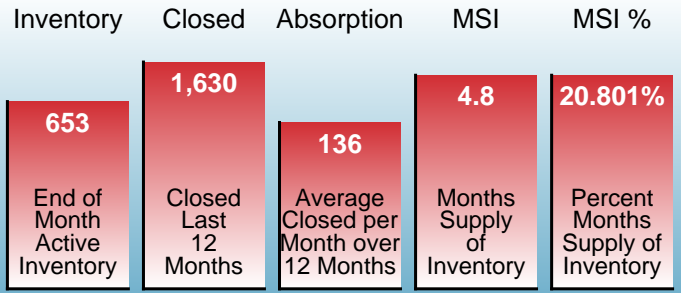
MONTHS SUPPLY of INVENTORY (MSI)

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

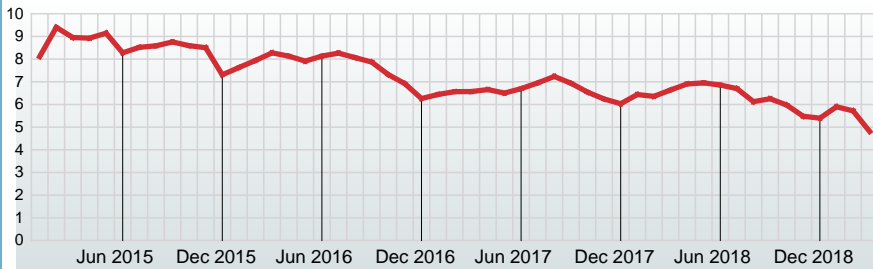
MSI FOR MARCH



INDICATORS FOR MARCH 2019



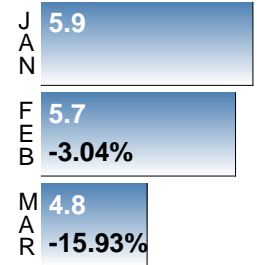
5 YEAR MARKET ACTIVITY TRENDS



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			14.3	2.3	4.1	6.1
Total Active Inventory by Units	653	100%	4.8	296	166	148	43

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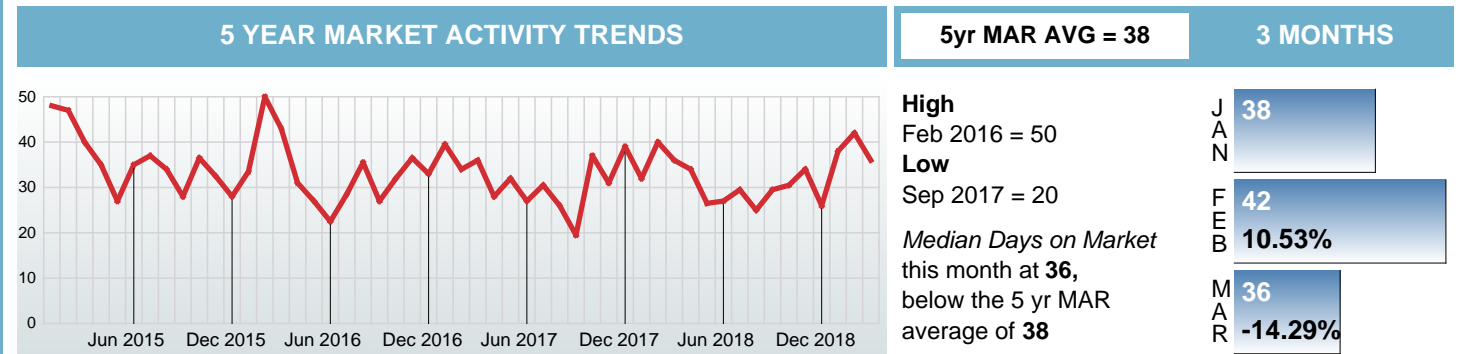
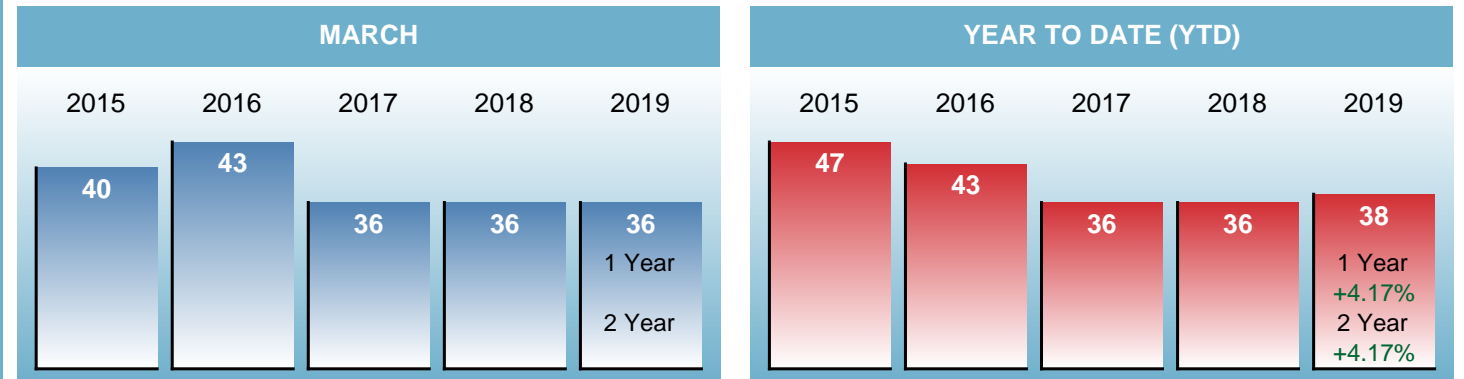
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MEDIAN DAYS ON MARKET TO SALE

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



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
\$25,000 and less	9	7.38%	41.0	151.0	20.5	0.0	46.5
\$25,001 - \$75,000	14	11.48%	26.5	86.5	3.0	41.5	0.0
\$75,001 - \$125,000	16	13.11%	37.5	2.0	18.5	86.0	0.0
\$125,001 - \$175,000	38	31.15%	27.5	98.5	31.0	26.0	0.0
\$175,001 - \$225,000	15	12.30%	28.0	0.0	19.0	60.0	80.0
\$225,001 - \$350,000	15	12.30%	61.0	0.0	53.0	69.0	44.5
\$350,001 and up	15	12.30%	47.0	0.0	94.0	47.0	14.0
Median Closed DOM			36.0	86.5	25.0	49.5	41.0
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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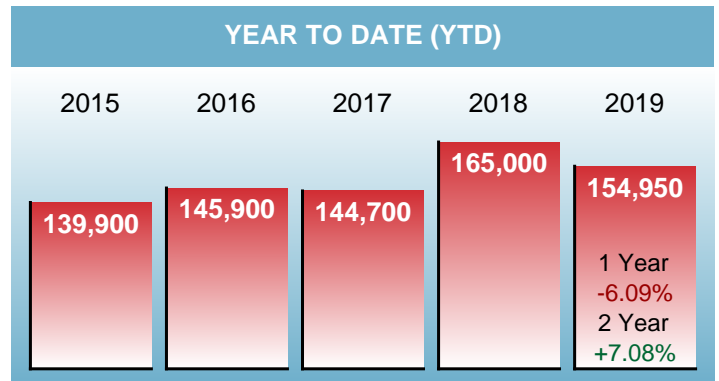
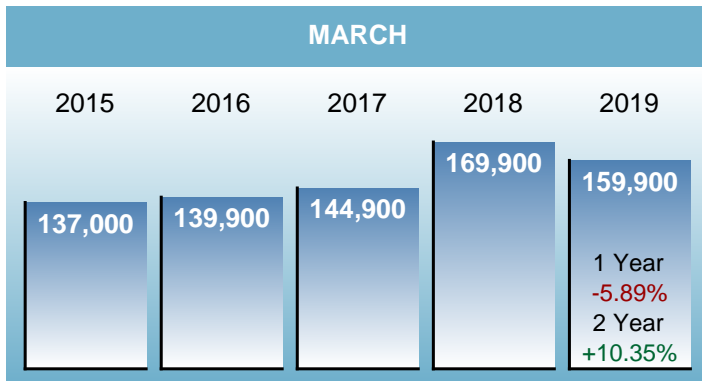
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MEDIAN LIST PRICE AT CLOSING

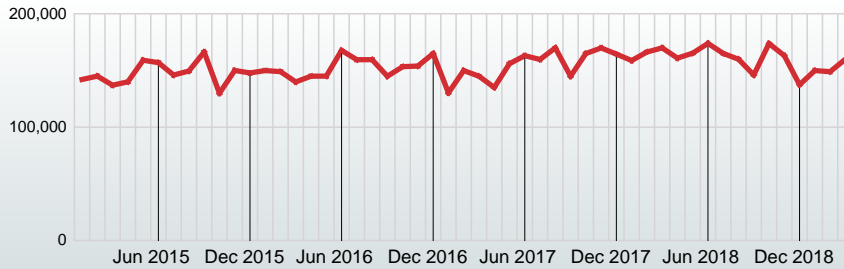
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 150,320

3 MONTHS



High
Jun 2018 = 173,850
Low
Oct 2015 = 129,900
Median List Price
this month at **159,900**,
above the 5 yr MAR
average of **150,320**

JAN	149,900
FEB	148,900
MAR	159,900
-0.67%	
7.39%	

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
\$25,000 and less	9	7.38%	1,945	25,000	1,198	0	2,395
\$25,001 - \$75,000	14	11.48%	58,750	32,050	72,000	57,500	0
\$75,001 - \$125,000	16	13.11%	93,900	88,000	98,150	114,000	0
\$125,001 - \$175,000	36	29.51%	159,500	175,000	157,250	159,985	0
\$175,001 - \$225,000	16	13.11%	191,897	183,900	189,947	205,000	196,250
\$225,001 - \$350,000	14	11.48%	274,750	0	260,000	268,400	337,000
\$350,001 and up	17	13.93%	387,355	0	376,500	382,450	485,500
Median List Price			159,900	44,450	154,500	234,715	325,000
Total Closed Units		100%	159,900	14	63	36	9
Total Closed Volume			22,204,214	911.30K	9.36M	9.37M	2.56M

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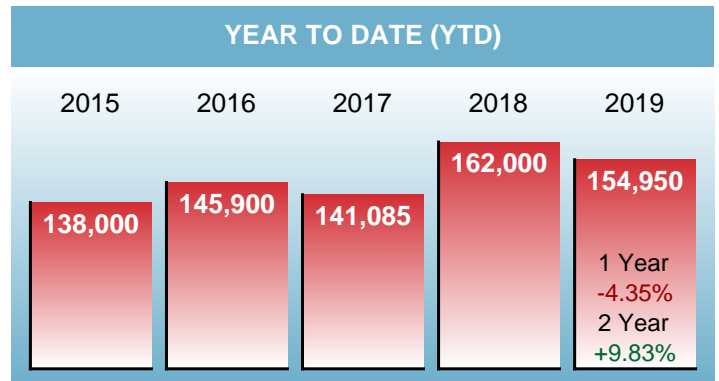
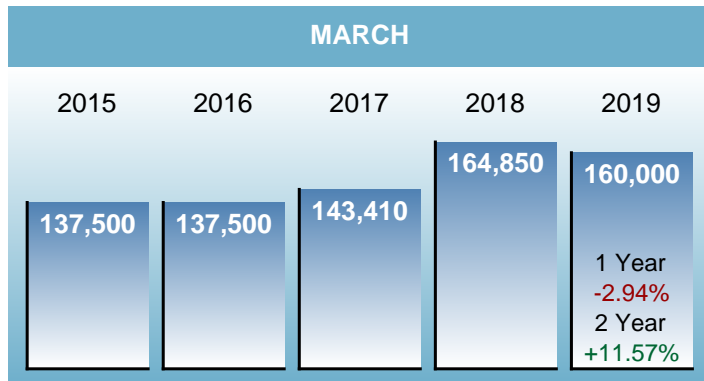
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MEDIAN SOLD PRICE AT CLOSING

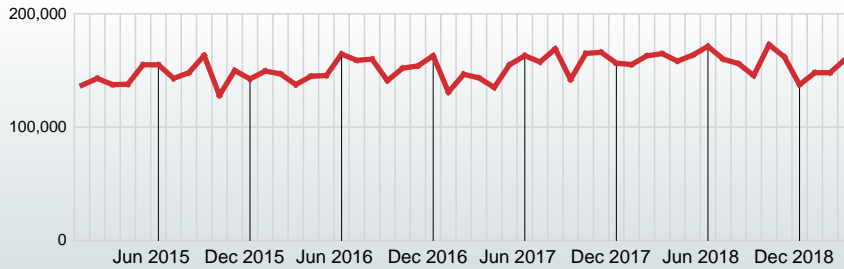
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 148,652

3 MONTHS



High
Oct 2018 = 172,750
Low
Oct 2015 = 128,000
Median Sold Price
this month at **160,000**,
above the 5 yr MAR
average of **148,652**

JAN	148,000
FEB	148,000
MAR	160,000
0.00%	
8.11%	

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
\$25,000 and less	9	7.38%	1,945	18,000	1,198	0	2,370
\$25,001 - \$75,000	14	11.48%	57,500	35,000	70,000	59,755	0
\$75,001 - \$125,000	16	13.11%	92,750	80,000	92,750	115,000	0
\$125,001 - \$175,000	38	31.15%	158,750	175,000	156,000	164,125	0
\$175,001 - \$225,000	15	12.30%	195,000	0	188,900	204,500	191,500
\$225,001 - \$350,000	15	12.30%	305,000	0	252,000	291,200	322,500
\$350,001 and up	15	12.30%	390,000	0	398,700	375,000	450,983
Median Sold Price	160,000			49,500	153,500	231,765	305,000
Total Closed Units	122	100%	160,000	14	63	36	9
Total Closed Volume	21,803,899			875.00K	9.26M	9.17M	2.50M

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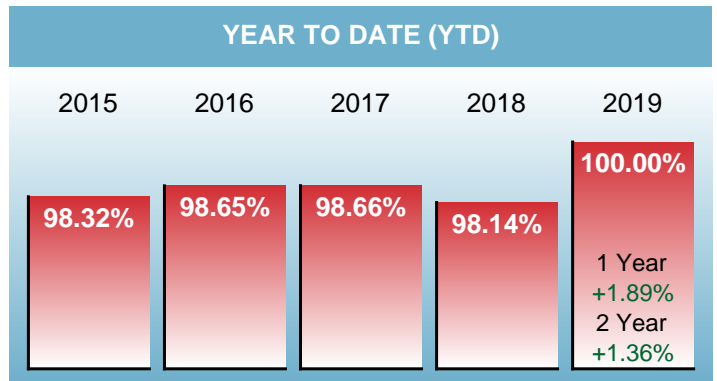
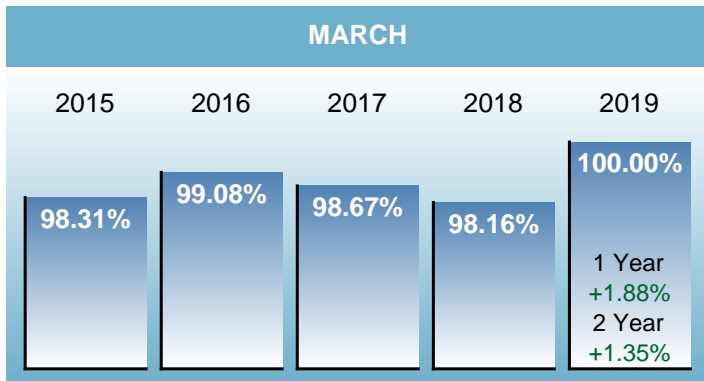
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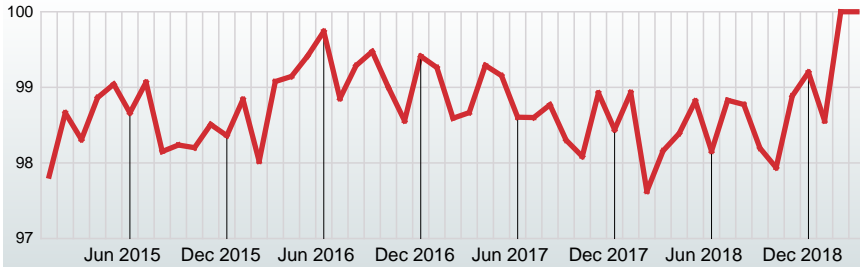


MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 98.84%

3 MONTHS

High
Mar 2019 = 100.00%

Low
Feb 2018 = 97.62%

Median Sold/List Ratio
this month at **100.00%**,
above the 5 yr MAR
average of **98.84%**

JAN	98.56%
FEB	100.00%
MAR	100.00%
APR	0.00%

MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	9	7.38%	100.00%	72.00%	100.00%	0.00%	99.12%
\$25,001 - \$75,000	14	11.48%	98.33%	100.00%	96.67%	91.73%	0.00%
\$75,001 - \$125,000	16	13.11%	100.00%	91.95%	100.96%	92.70%	0.00%
\$125,001 - \$175,000	38	31.15%	100.00%	97.58%	100.00%	100.16%	0.00%
\$175,001 - \$225,000	15	12.30%	99.50%	0.00%	98.84%	99.87%	97.47%
\$225,001 - \$350,000	15	12.30%	97.25%	0.00%	97.25%	97.41%	95.63%
\$350,001 and up	15	12.30%	99.47%	0.00%	100.18%	97.52%	100.24%
Median Sold/List Ratio		100.00%		98.33%	100.00%	98.57%	98.24%
Total Closed Units	122	100%	100.00%	14	63	36	9
Total Closed Volume	21,803,899			875.00K	9.26M	9.17M	2.50M

Ready to Buy or Sell Real Estate?

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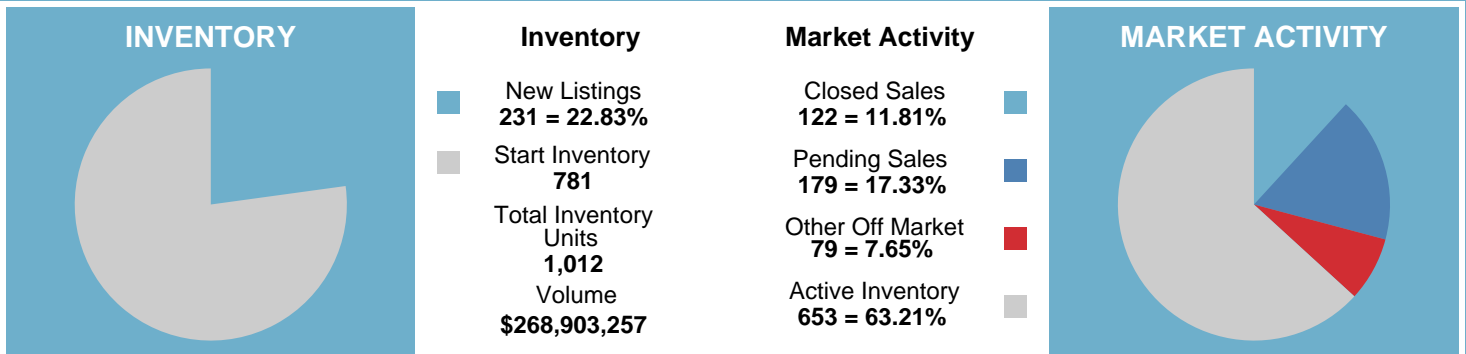
March 2019

Area Delimited by County Of Rogers



MARKET SUMMARY

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

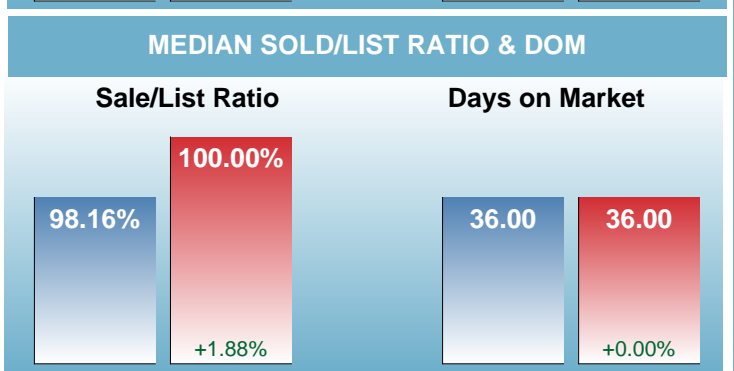
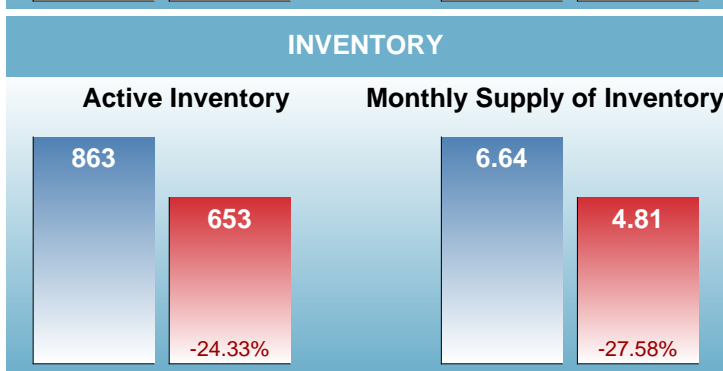
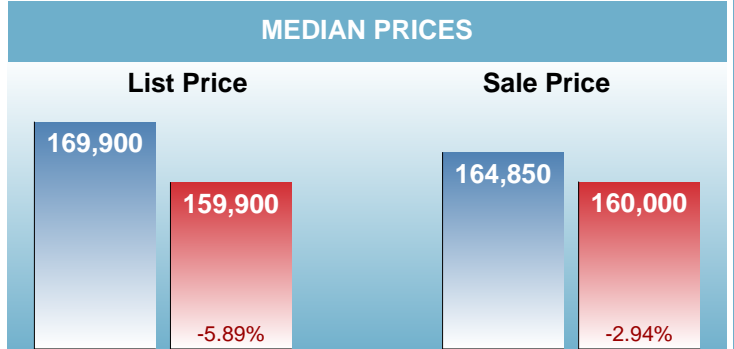
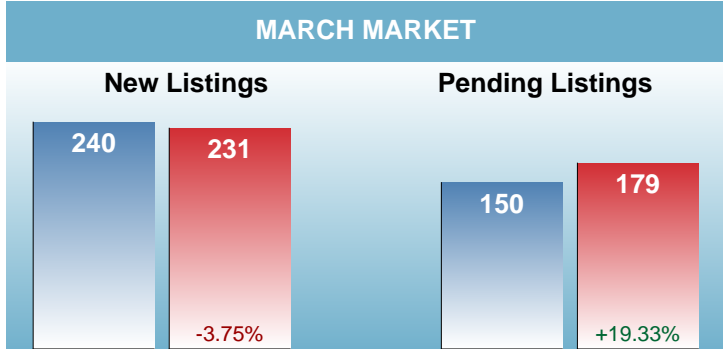


Compared Metrics	March			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	131	122	-6.87%	331	322	-2.72%
Pending Sales	150	179	19.33%	404	445	10.15%
New Listings	240	231	-3.75%	694	739	6.48%
Median List Price	169,900	159,900	-5.89%	165,000	154,950	-6.09%
Median Sale Price	164,850	160,000	-2.94%	162,000	154,950	-4.35%
Median Percent of Selling Price to List Price	98.16%	100.00%	1.88%	98.14%	100.00%	1.89%
Median Days on Market to Sale	36.00	36.00	0.00%	36.00	37.50	4.17%
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**



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