

May 2019

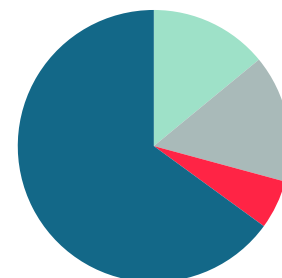
Area Delimited by County Of Rogers



MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | 2018 | May 2019 | +/-% |
|--|---------|----------|---------|
| Closed Listings | 166 | 150 | -9.64% |
| Pending Listings | 151 | 162 | 7.28% |
| New Listings | 251 | 247 | -1.59% |
| Average List Price | 201,520 | 217,731 | 8.04% |
| Average Sale Price | 196,621 | 214,993 | 9.34% |
| Average Percent of Selling Price to List Price | 98.67% | 100.49% | 1.85% |
| Average Days on Market to Sale | 45.57 | 40.33 | -11.48% |
| End of Month Inventory | 903 | 694 | -23.15% |
| Months Supply of Inventory | 6.96 | 5.06 | -27.30% |



■ Closed (14.04%)
■ Pending (15.17%)
■ Other OffMarket (5.81%)
■ Active (64.98%)

Absorption: Last 12 months, an Average of **137** Sales/Month
Active Inventory as of May 31, 2019 = **694**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2019 decreased **23.15%** to 694 existing homes available for sale. Over the last 12 months this area has had an average of 137 closed sales per month. This represents an unsold inventory index of **5.06** 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 **9.34%** in May 2019 to \$214,993 versus the previous year at \$196,621.

Average Days on Market Shortens

The average number of **40.33** days that homes spent on the market before selling decreased by 5.23 days or **11.48%** in May 2019 compared to last year's same month at **45.57** DOM.

Sales Success for May 2019 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 247 New Listings in May 2019, down **1.59%** from last year at 251. Furthermore, there were 150 Closed Listings this month versus last year at 166, a **-9.64%** decrease.

Closed versus Listed trends yielded a **60.7%** ratio, down from previous year's, May 2018, at **66.1%**, a **8.18%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

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| Market Summary | 10 |

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

May 2019

Area Delimited by County Of Rogers

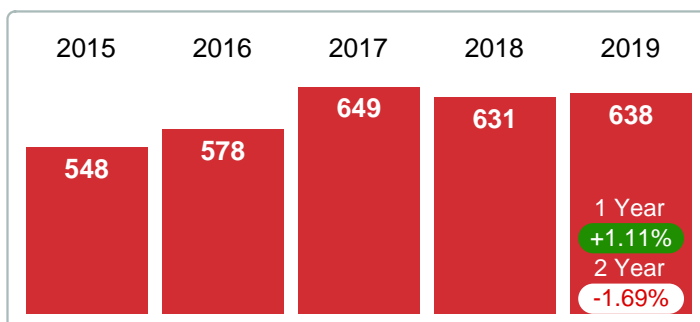
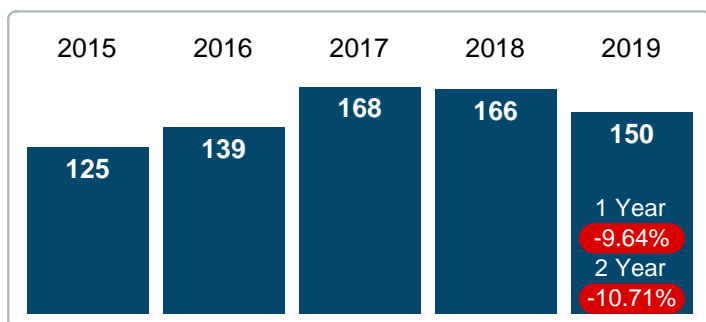


CLOSED LISTINGS

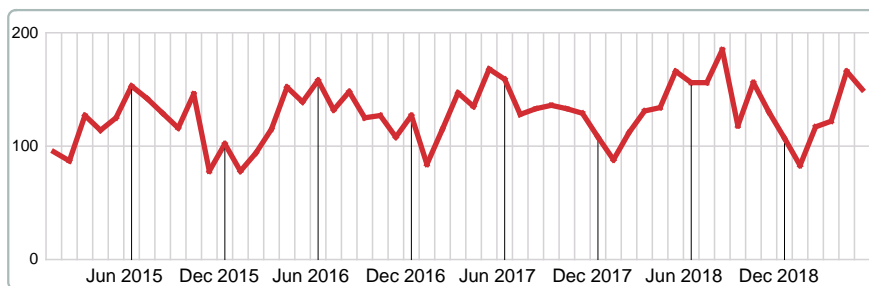
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MAY

YEAR TO DATE (YTD)

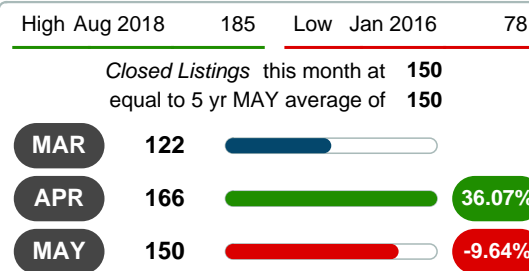


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 150



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$75,000 and less | 14 | 9.33% | 50.1 | 8 | 4 | 2 | 0 |
| \$75,001 - \$125,000 | 15 | 10.00% | 29.7 | 3 | 11 | 1 | 0 |
| \$125,001 - \$150,000 | 13 | 8.67% | 36.5 | 2 | 10 | 1 | 0 |
| \$150,001 - \$225,000 | 51 | 34.00% | 34.9 | 2 | 34 | 15 | 0 |
| \$225,001 - \$275,000 | 21 | 14.00% | 50.8 | 2 | 9 | 9 | 1 |
| \$275,001 - \$350,000 | 16 | 10.67% | 52.6 | 1 | 4 | 8 | 3 |
| \$350,001 and up | 20 | 13.33% | 37.1 | 1 | 0 | 15 | 4 |
| Total Closed Units | 150 | | | 19 | 72 | 51 | 8 |
| Total Closed Volume | 32,248,899 | 100% | 40.3 | 2.45M | 12.28M | 13.99M | 3.52M |
| Average Closed Price | \$214,993 | | | \$129,058 | \$170,520 | \$274,401 | \$440,613 |

May 2019



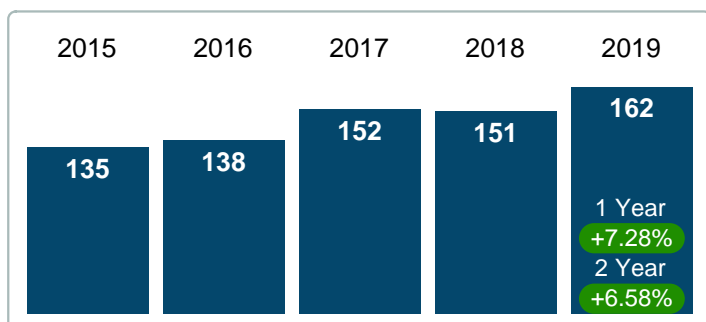
Area Delimited by County Of Rogers



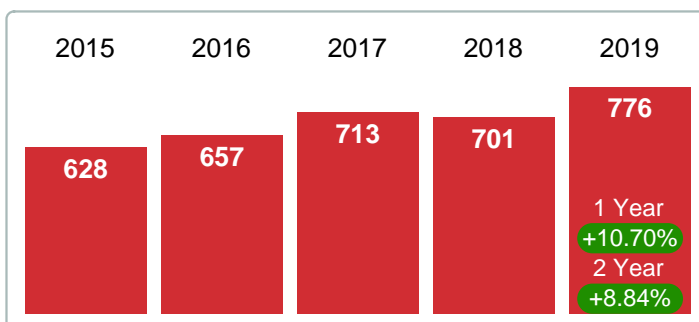
PENDING LISTINGS

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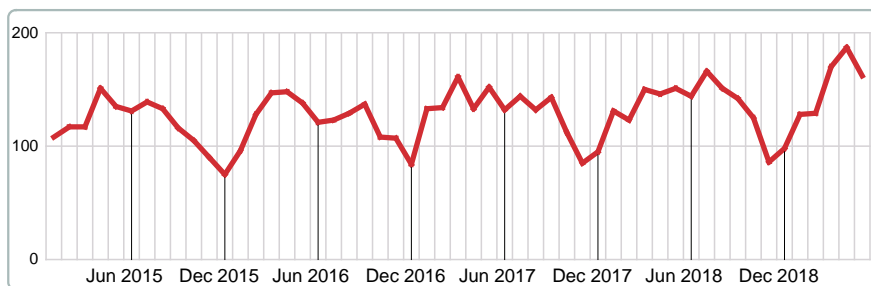
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

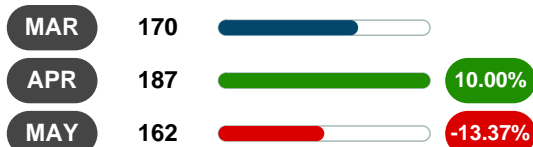


3 MONTHS

5 year MAY AVG = 148

High Apr 2019 187 Low Dec 2015 75

Pending Listings this month at 162 above the 5 yr MAY average of 148



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$75,000 and less | 15 | 9.26% | 36.6 | 10 | 4 | 1 | 0 |
| \$75,001 - \$100,000 | 13 | 8.02% | 36.1 | 6 | 7 | 0 | 0 |
| \$100,001 - \$125,000 | 15 | 9.26% | 21.6 | 2 | 12 | 1 | 0 |
| \$125,001 - \$200,000 | 53 | 32.72% | 41.5 | 3 | 42 | 8 | 0 |
| \$200,001 - \$275,000 | 23 | 14.20% | 46.4 | 1 | 11 | 10 | 1 |
| \$275,001 - \$375,000 | 20 | 12.35% | 41.5 | 0 | 5 | 14 | 1 |
| \$375,001 and up | 23 | 14.20% | 45.6 | 3 | 1 | 15 | 4 |
| Total Pending Units | 162 | | | 25 | 82 | 49 | 6 |
| Total Pending Volume | 35,346,190 | 100% | 74.9 | 3.24M | 13.53M | 15.32M | 3.25M |
| Average Listing Price | \$206,583 | | | \$129,733 | \$164,951 | \$312,701 | \$542,417 |

May 2019



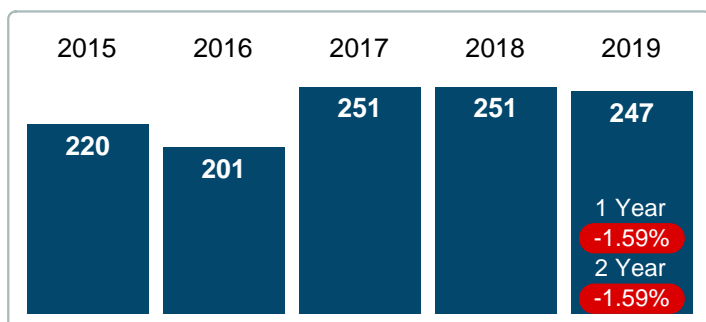
Area Delimited by County Of Rogers



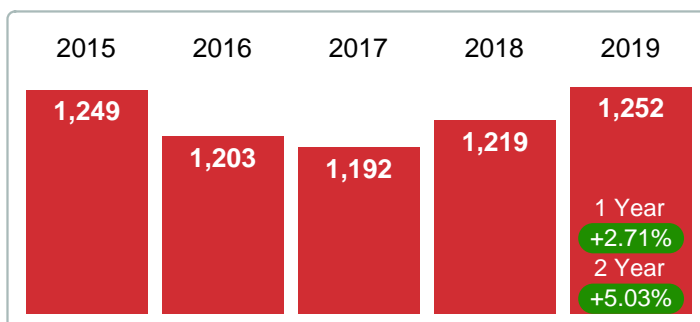
NEW LISTINGS

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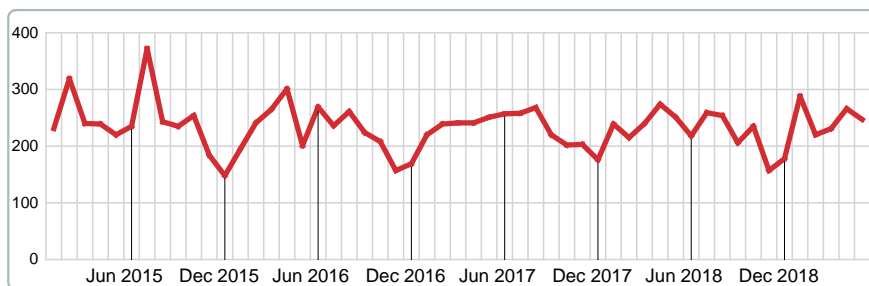
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

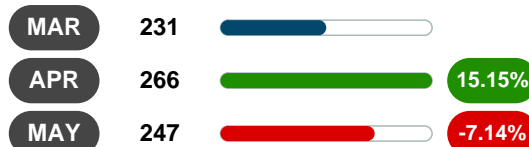


3 MONTHS

5 year MAY AVG = 234

High Jul 2015 372 Low Dec 2015 148

New Listings this month at **247**
above the 5 yr MAY average of **234**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range | | % | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|------------------|------------------|------------------|------------------|
| \$30,000 and less | 23 | 9.31% | 15 | 4 | 4 | 0 |
| \$30,001 - \$120,000 | 31 | 12.55% | 17 | 11 | 3 | 0 |
| \$120,001 - \$150,000 | 33 | 13.36% | 6 | 24 | 3 | 0 |
| \$150,001 - \$230,000 | 63 | 25.51% | 5 | 38 | 20 | 0 |
| \$230,001 - \$340,000 | 41 | 16.60% | 3 | 21 | 16 | 1 |
| \$340,001 - \$470,000 | 31 | 12.55% | 3 | 6 | 19 | 3 |
| \$470,001 and up | 25 | 10.12% | 5 | 2 | 9 | 9 |
| Total New Listed Units | 247 | | 54 | 106 | 74 | 13 |
| Total New Listed Volume | 72,508,736 | 100% | 13.70M | 25.61M | 22.90M | 10.30M |
| Average New Listed Listing Price | \$130,000 | | \$253,661 | \$241,584 | \$309,499 | \$792,331 |

May 2019



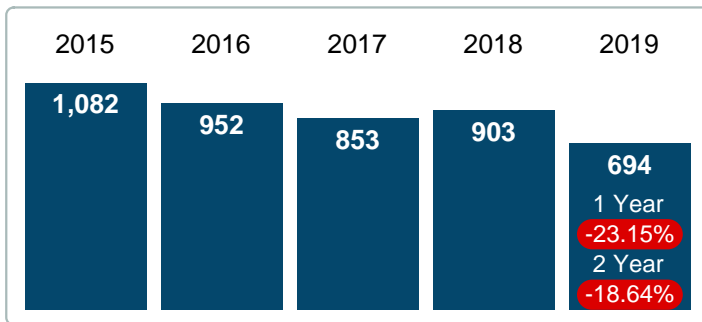
Area Delimited by County Of Rogers



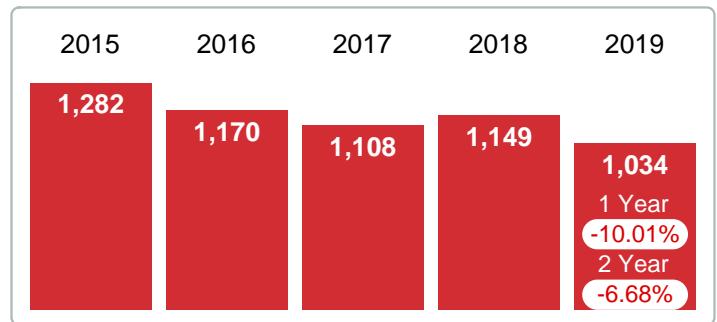
ACTIVE INVENTORY

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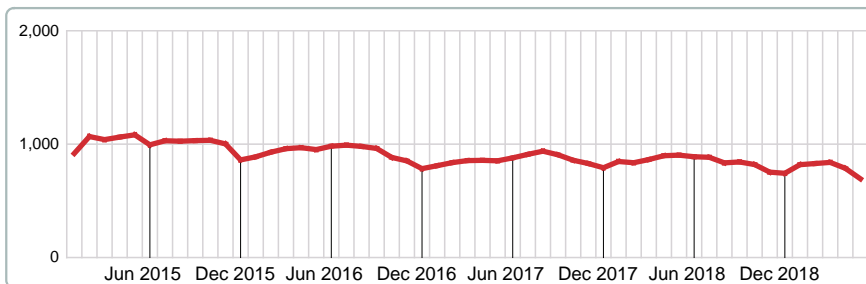
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ACTIVE DURING MAY

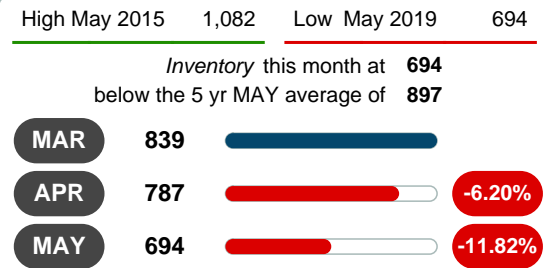


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 897



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 | 39 | 5.62% | 62.6 | 30 | 5 | 4 | 0 |
| \$25,001 - \$100,000 | 99 | 14.27% | 101.1 | 87 | 11 | 1 | 0 |
| \$100,001 - \$150,000 | 95 | 13.69% | 59.7 | 39 | 43 | 12 | 1 |
| \$150,001 - \$250,000 | 198 | 28.53% | 70.9 | 68 | 72 | 55 | 3 |
| \$250,001 - \$350,000 | 93 | 13.40% | 68.8 | 23 | 31 | 34 | 5 |
| \$350,001 - \$475,000 | 96 | 13.83% | 77.3 | 12 | 19 | 52 | 13 |
| \$475,001 and up | 74 | 10.66% | 69.7 | 19 | 10 | 16 | 29 |
| Total Active Inventory by Units | | 694 | | 278 | 191 | 174 | 51 |
| Total Active Inventory by Volume | | 200,142,667 | 100% | 56.72M | 49.19M | 55.54M | 38.70M |
| Average Active Inventory Listing Price | | \$288,390 | | \$204,031 | \$257,524 | \$319,188 | \$758,751 |

May 2019



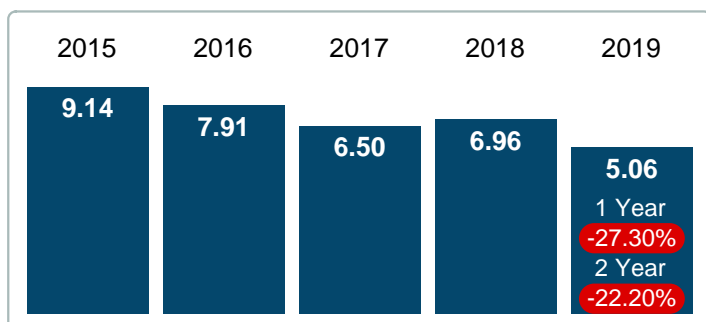
Area Delimited by County Of Rogers



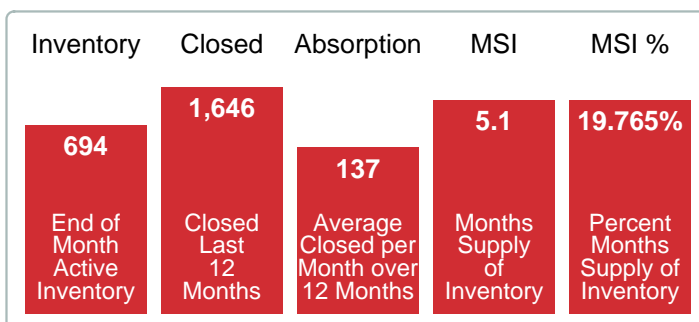
MONTHS SUPPLY of INVENTORY (MSI)

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

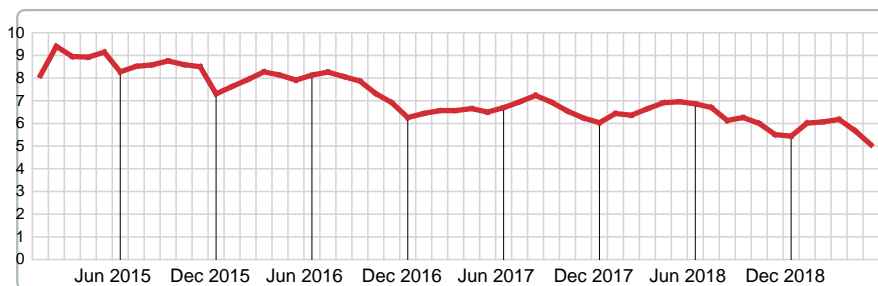
MSI FOR MAY



INDICATORS FOR MAY 2019

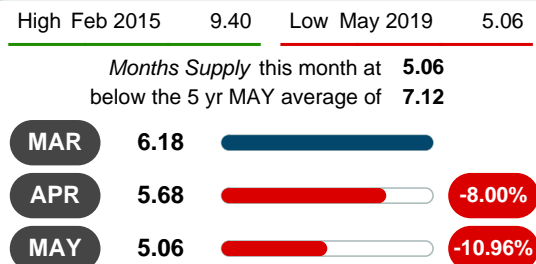


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 7.12



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 | 39 | 5.62% | 4.03 | 5.81 | 1.33 | 6.86 | 0.00 |
| \$25,001 - \$100,000 | 99 | 14.27% | 4.03 | 8.09 | 0.95 | 0.50 | 0.00 |
| \$100,001 - \$150,000 | 95 | 13.69% | 3.58 | 13.00 | 2.06 | 4.97 | 4.00 |
| \$150,001 - \$250,000 | 198 | 28.53% | 4.35 | 25.50 | 2.56 | 3.98 | 3.27 |
| \$250,001 - \$350,000 | 93 | 13.40% | 5.64 | 55.20 | 5.17 | 4.04 | 3.00 |
| \$350,001 - \$475,000 | 96 | 13.83% | 9.76 | 20.57 | 12.00 | 8.79 | 7.43 |
| \$475,001 and up | 74 | 10.66% | 16.15 | 57.00 | 120.00 | 7.11 | 15.13 |
| Market Supply of Inventory (MSI) | | | 5.06 | 12.13 | 2.66 | 4.91 | 7.37 |
| Total Active Inventory by Units | | 100% | 5.06 | 278 | 191 | 174 | 51 |

May 2019



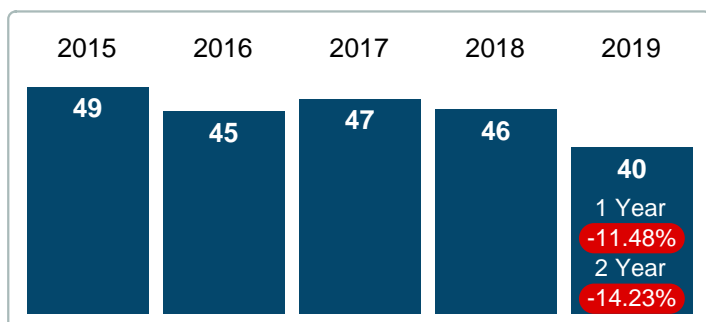
Area Delimited by County Of Rogers



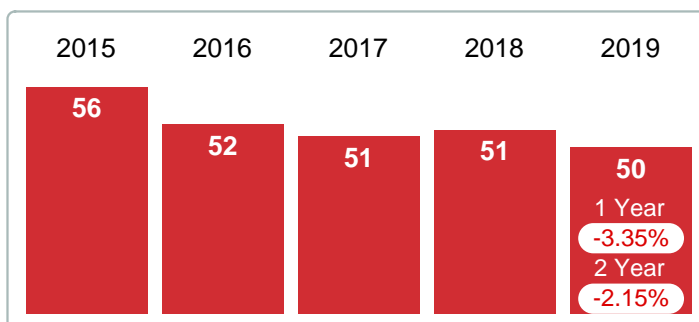
AVERAGE DAYS ON MARKET TO SALE

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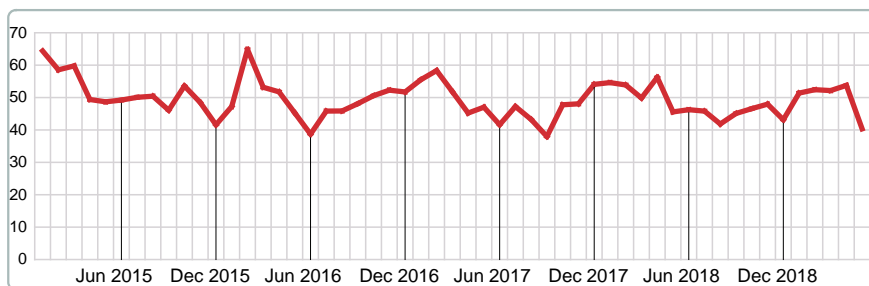
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

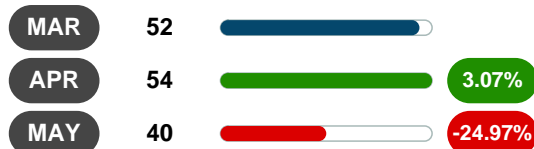


3 MONTHS

5 year MAY AVG = 45

High Feb 2016 65 Low Sep 2017 38

Average Days on Market to Sale this month at 40 below the 5 yr MAY average of 45



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 |
|---|-------------|-------------|--------------|---------------|---------------|--------------|
| \$75,000 and less | 9.33% | 50 | 67 | 24 | 36 | 0 |
| \$75,001 - \$125,000 | 10.00% | 30 | 45 | 27 | 20 | 0 |
| \$125,001 - \$150,000 | 8.67% | 37 | 48 | 36 | 18 | 0 |
| \$150,001 - \$225,000 | 34.00% | 35 | 19 | 33 | 41 | 0 |
| \$225,001 - \$275,000 | 14.00% | 51 | 59 | 23 | 82 | 4 |
| \$275,001 - \$350,000 | 10.67% | 53 | 25 | 70 | 64 | 9 |
| \$350,001 and up | 13.33% | 37 | 39 | 0 | 27 | 76 |
| Average Closed DOM | | 40 | 52 | 33 | 47 | 42 |
| Total Closed Units | 100% | 40.3 | 19 | 72 | 51 | 8 |
| Total Closed Volume | | | 2.45M | 12.28M | 13.99M | 3.52M |

May 2019

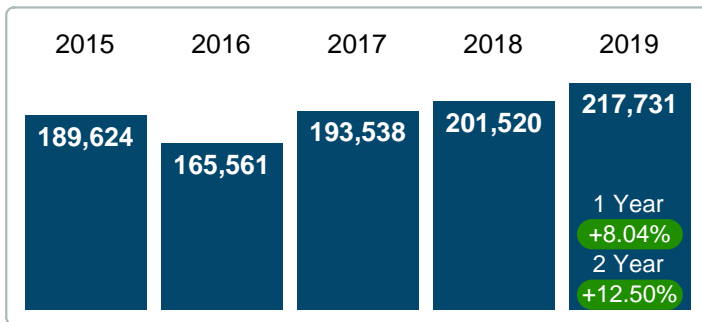
Area Delimited by County Of Rogers



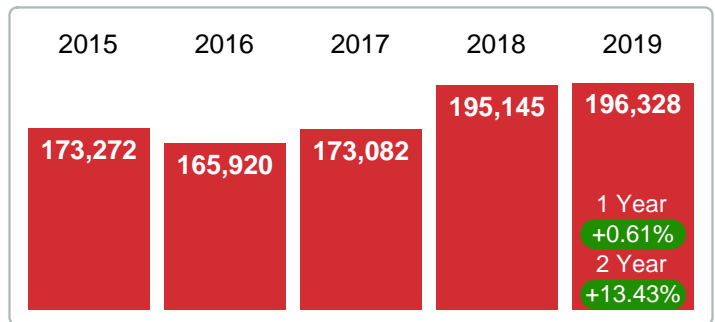
AVERAGE LIST PRICE AT CLOSING

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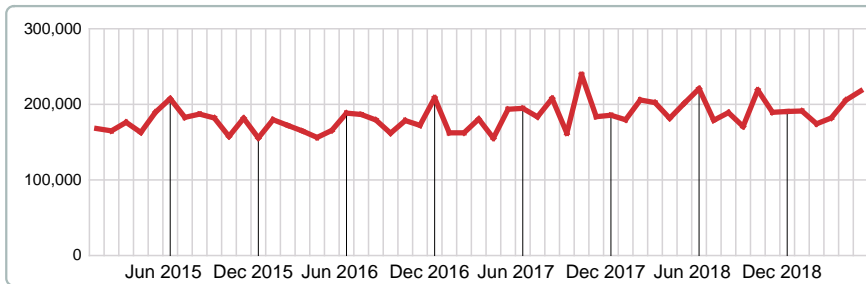
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

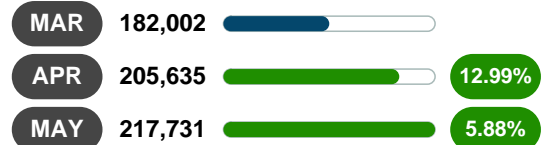


3 MONTHS

5 year MAY AVG = 193,595

High Oct 2017 239,418 Low Apr 2017 155,351

Average List Price at Closing this month at **217,731**
above the 5 yr MAY average of **193,595**



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 | |
|--|----|----------|-------------------|---------|---------|---------|---------|
| \$75,000 and less | 17 | 11.33% | 40,097 | 37,156 | 34,238 | 38,223 | 0 |
| \$75,001 - \$125,000 | 11 | 7.33% | 105,909 | 108,300 | 101,164 | 108,200 | 0 |
| \$125,001 - \$150,000 | 15 | 10.00% | 139,837 | 140,000 | 142,026 | 140,000 | 0 |
| \$150,001 - \$225,000 | 50 | 33.33% | 186,913 | 125,000 | 182,243 | 196,453 | 0 |
| \$225,001 - \$275,000 | 19 | 12.67% | 249,368 | 266,000 | 256,878 | 246,967 | 229,900 |
| \$275,001 - \$350,000 | 17 | 11.33% | 319,641 | 365,000 | 312,975 | 327,962 | 333,267 |
| \$350,001 and up | 21 | 14.00% | 437,995 | 495,000 | 0 | 400,859 | 581,250 |
| Average List Price | | | 217,731 | 133,903 | 172,640 | 277,073 | 444,338 |
| Total Closed Units | | | 150 | 19 | 72 | 51 | 8 |
| Total Closed Volume | | | 32,659,641 | 2.54M | 12.43M | 14.13M | 3.55M |

May 2019



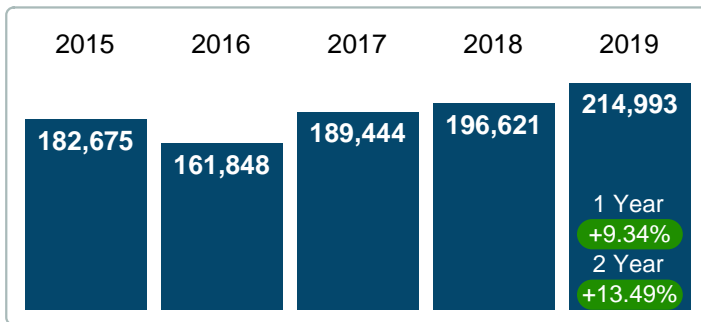
Area Delimited by County Of Rogers



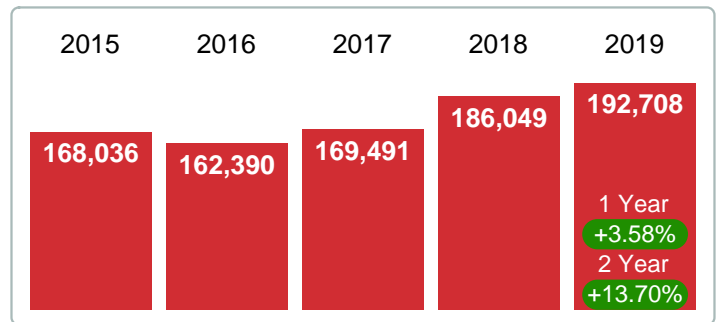
AVERAGE SOLD PRICE AT CLOSING

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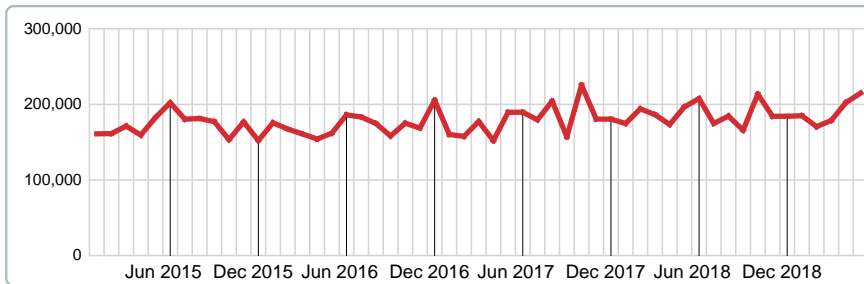
MAY



YEAR TO DATE (YTD)

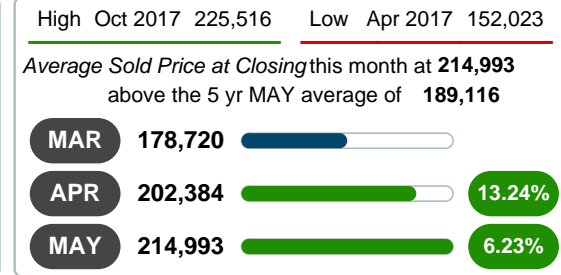


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 189,116



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 |
|--|-------------|-------------------|----------------|----------------|----------------|----------------|
| \$75,000 and less | 9.33% | 31,210 | 30,505 | 34,238 | 27,973 | 0 |
| \$75,001 - \$125,000 | 10.00% | 105,640 | 102,333 | 106,309 | 108,205 | 0 |
| \$125,001 - \$150,000 | 8.67% | 140,874 | 135,000 | 142,136 | 140,001 | 0 |
| \$150,001 - \$225,000 | 34.00% | 183,700 | 200,595 | 178,594 | 193,020 | 0 |
| \$225,001 - \$275,000 | 14.00% | 246,800 | 237,500 | 250,433 | 247,000 | 230,900 |
| \$275,001 - \$350,000 | 10.67% | 321,166 | 334,500 | 305,913 | 323,200 | 331,633 |
| \$350,001 and up | 13.33% | 435,292 | 420,370 | 0 | 399,092 | 574,775 |
| Average Sold Price | | 214,993 | 129,058 | 170,520 | 274,401 | 440,613 |
| Total Closed Units | 100% | 214,993 | 19 | 72 | 51 | 8 |
| Total Closed Volume | | 32,248,899 | 2.45M | 12.28M | 13.99M | 3.52M |

May 2019



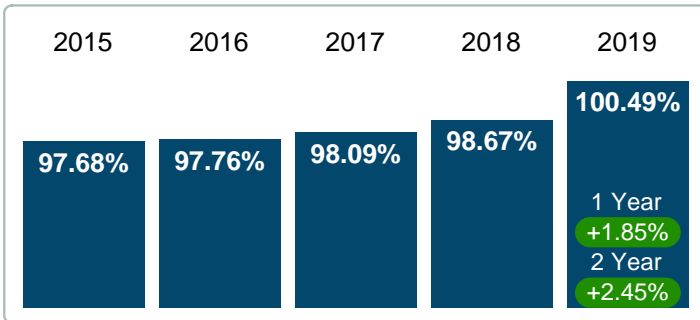
Area Delimited by County Of Rogers



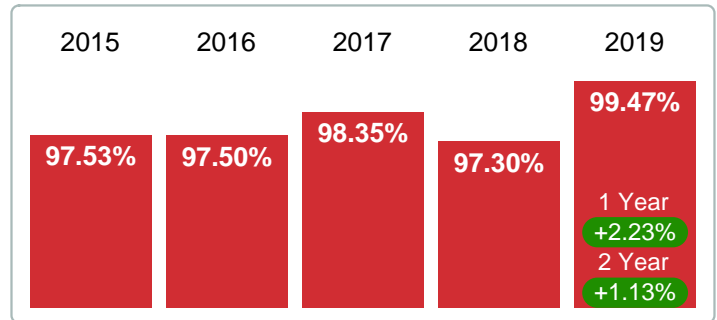
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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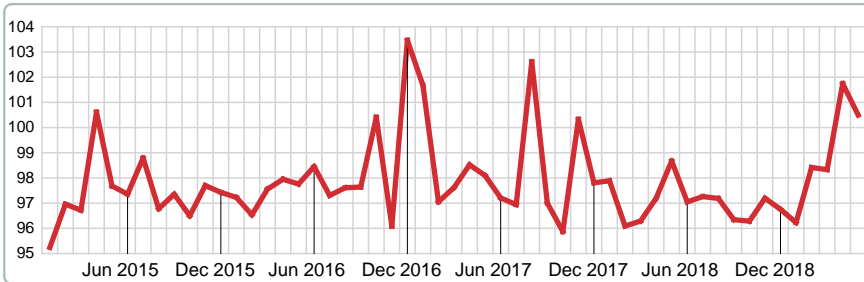
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

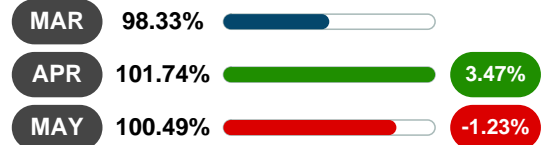


3 MONTHS

5 year MAY AVG = 98.54%

High Dec 2016 103.46% Low Jan 2015 95.24%

Average Sold/List Ratio this month at **100.49%**
above the 5 yr MAY average of **98.54%**



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 |
|--|------------|---------|---------|----------|---------|---------|---------|
| \$75,000 and less | 14 | 9.33% | 87.59% | 82.15% | 99.09% | 86.33% | 0.00% |
| \$75,001 - \$125,000 | 15 | 10.00% | 107.88% | 94.75% | 112.18% | 100.00% | 0.00% |
| \$125,001 - \$150,000 | 13 | 8.67% | 99.53% | 96.55% | 100.08% | 100.00% | 0.00% |
| \$150,001 - \$225,000 | 51 | 34.00% | 104.60% | 263.05% | 98.04% | 98.35% | 0.00% |
| \$225,001 - \$275,000 | 21 | 14.00% | 98.03% | 89.29% | 97.67% | 100.07% | 100.43% |
| \$275,001 - \$350,000 | 16 | 10.67% | 98.11% | 91.64% | 97.82% | 98.56% | 99.45% |
| \$350,001 and up | 20 | 13.33% | 98.63% | 84.92% | 0.00% | 99.53% | 98.70% |
| Average Sold/List Ratio | | 100.50% | | 106.09% | 100.48% | 98.62% | 99.20% |
| Total Closed Units | 150 | 100% | 100.50% | 19 | 72 | 51 | 8 |
| Total Closed Volume | 32,248,899 | | | 2.45M | 12.28M | 13.99M | 3.52M |

May 2019



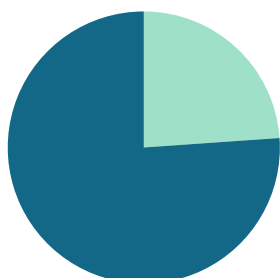
Area Delimited by County Of Rogers



MARKET SUMMARY

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

INVENTORY

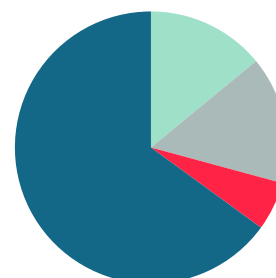


Inventory
 New Listings
247 = 23.89%
 Start Inventory
787
 Total Inventory Units
1,034
 Volume
\$282,140,190

Market Activity

Closed Sales
150 = 14.04%
 Pending Sales
162 = 15.17%
 Other Off Market
62 = 5.81%
 Active Inventory
694 = 64.98%

MARKET ACTIVITY



| Compared Metrics | May | | | Year to Date | | |
|--|---------|---------|---------|--------------|---------|---------|
| | 2018 | 2019 | +/-% | 2018 | 2019 | +/-% |
| Closed Sales | 166 | 150 | -9.64% | 631 | 638 | 1.11% |
| Pending Sales | 151 | 162 | 7.28% | 701 | 776 | 10.70% |
| New Listings | 251 | 247 | -1.59% | 1,219 | 1,252 | 2.71% |
| Average List Price | 201,520 | 217,731 | 8.04% | 195,145 | 196,328 | 0.61% |
| Average Sale Price | 196,621 | 214,993 | 9.34% | 186,049 | 192,708 | 3.58% |
| Average Percent of Selling Price to List Price | 98.67% | 100.49% | 1.85% | 97.30% | 99.47% | 2.23% |
| Average Days on Market to Sale | 45.57 | 40.33 | -11.48% | 51.46 | 49.74 | -3.35% |
| Monthly Inventory | 903 | 694 | -23.15% | 903 | 694 | -23.15% |
| Months Supply of Inventory | 6.96 | 5.06 | -27.30% | 6.96 | 5.06 | -27.30% |

Absorption: Last 12 months, an Average of **137** Sales/Month

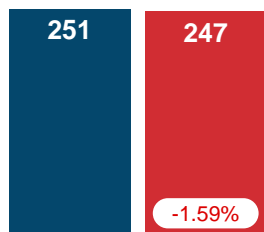
Inventory on May 31, 2019 = **694**

2018 **2019**

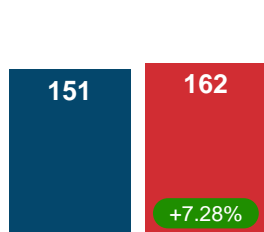
MAY MARKET

AVERAGE PRICES

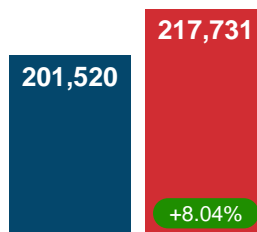
New Listings



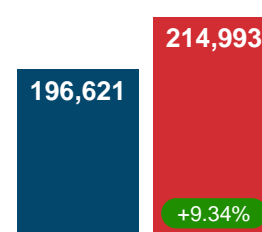
Pending Listings



List Price



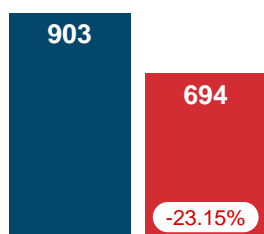
Sale Price



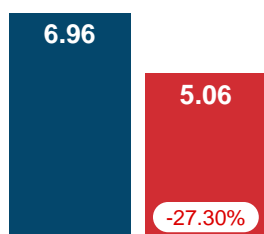
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

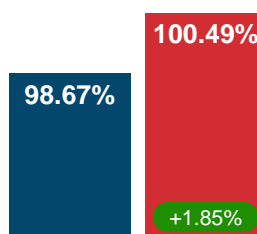
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

