



# November 2019

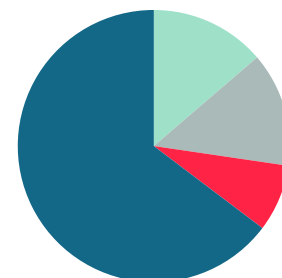
Area Delimited by County Of Rogers



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2018	2019	+/-%
Closed Listings	130	146	12.31%
Pending Listings	86	145	68.60%
New Listings	157	199	26.75%
Average List Price	189,491	211,196	11.45%
Average Sale Price	184,138	206,497	12.14%
Average Percent of Selling Price to List Price	97.20%	97.02%	-0.18%
Average Days on Market to Sale	47.97	44.23	-7.80%
End of Month Inventory	762	689	-9.58%
Months Supply of Inventory	5.58	4.80	-13.99%



■ Closed (13.71%)  
■ Pending (13.62%)  
■ Other OffMarket (7.98%)  
■ Active (64.69%)

**Absorption:** Last 12 months, an Average of **144** Sales/Month  
**Active Inventory** as of November 30, 2019 = **689**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2019 decreased **9.58%** to 689 existing homes available for sale. Over the last 12 months this area has had an average of 144 closed sales per month. This represents an unsold inventory index of **4.80** 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 **12.14%** in November 2019 to \$206,497 versus the previous year at \$184,138.

#### Average Days on Market Shortens

The average number of **44.23** days that homes spent on the market before selling decreased by 3.74 days or **7.80%** in November 2019 compared to last year's same month at **47.97** DOM.

#### Sales Success for November 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 199 New Listings in November 2019, up **26.75%** from last year at 157. Furthermore, there were 146 Closed Listings this month versus last year at 130, a **12.31%** increase.

Closed versus Listed trends yielded a **73.4%** ratio, down from previous year's, November 2018, at **82.8%**, a **11.40%** 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

<b>Closed Listings</b>	<b>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average Percent of Selling Price to List Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</b>

### 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



# November 2019

Area Delimited by County Of Rogers

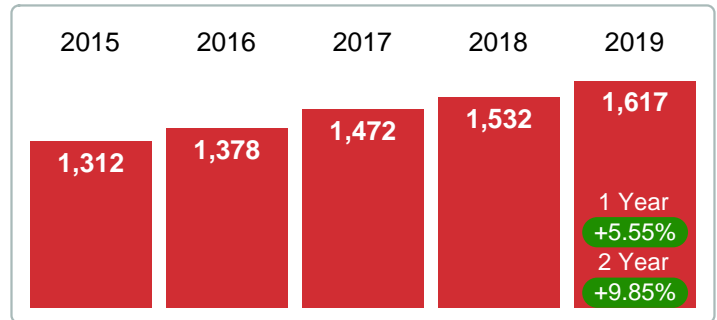
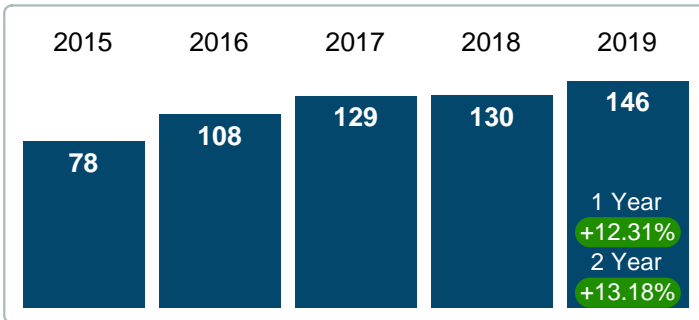


## CLOSED LISTINGS

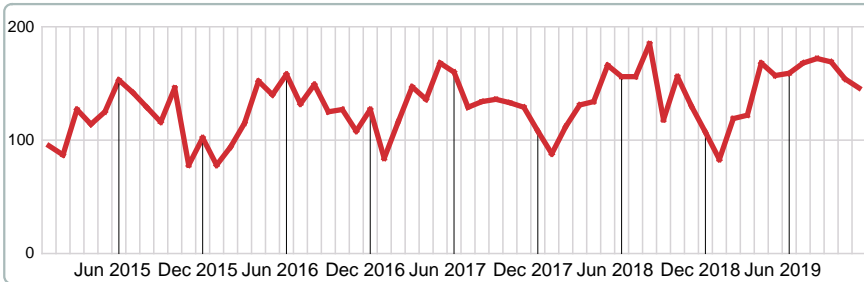
Report produced on Dec 11, 2019 for MLS Technology Inc.

### NOVEMBER

### YEAR TO DATE (YTD)

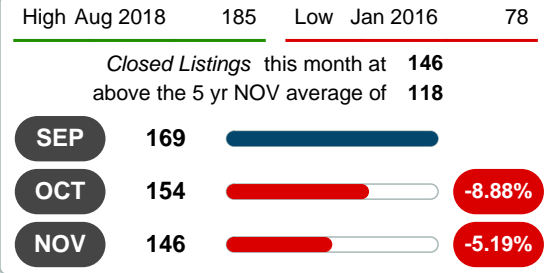


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 118



### 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	12	8.22%	36.1	3	8	1	0
\$25,001 - \$100,000	21	14.38%	47.6	8	10	3	0
\$100,001 - \$125,000	9	6.16%	21.0	1	7	0	1
\$125,001 - \$225,000	51	34.93%	40.8	4	32	15	0
\$225,001 - \$275,000	16	10.96%	38.8	1	6	9	0
\$275,001 - \$375,000	21	14.38%	38.8	1	2	14	4
\$375,001 and up	16	10.96%	82.5	0	6	6	4
<b>Total Closed Units</b>	<b>146</b>			<b>18</b>	<b>71</b>	<b>48</b>	<b>9</b>
<b>Total Closed Volume</b>	<b>30,148,528</b>	<b>100%</b>	<b>44.2</b>	<b>1.91M</b>	<b>11.70M</b>	<b>13.00M</b>	<b>3.53M</b>
<b>Average Closed Price</b>	<b>\$206,497</b>			<b>\$105,939</b>	<b>\$164,847</b>	<b>\$270,922</b>	<b>\$392,584</b>



# November 2019

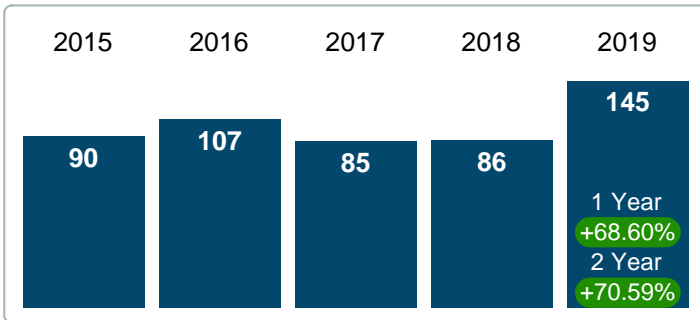
Area Delimited by County Of Rogers



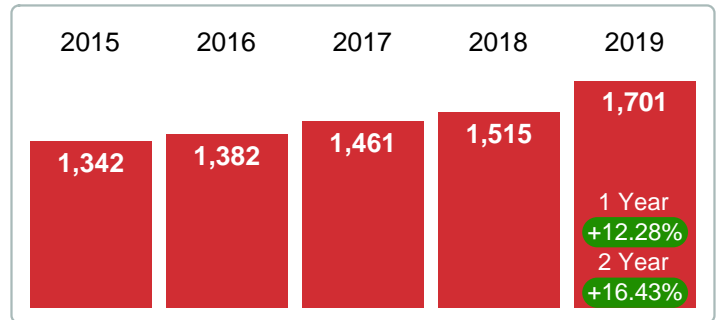
## PENDING LISTINGS

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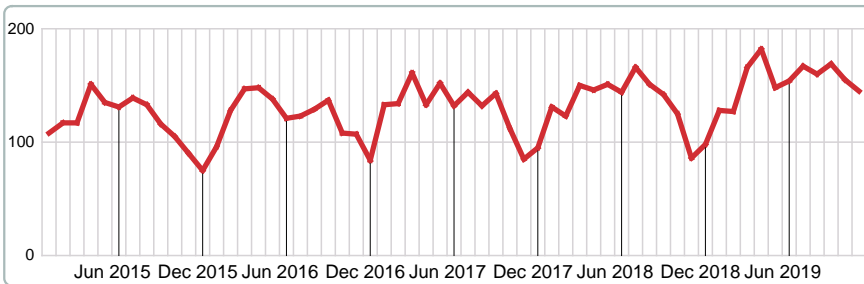
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

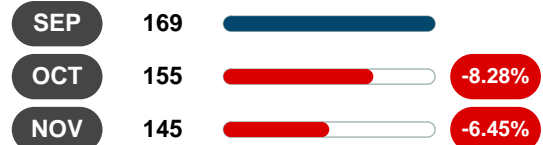


### 3 MONTHS

5 year NOV AVG = 103

High Apr 2019 182 Low Dec 2015 75

Pending Listings this month at 145  
above the 5 yr NOV average of 103



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	7	4.83%	35.4	5	2	0	0
\$25,001 - \$75,000	17	11.72%	46.0	12	3	2	0
\$75,001 - \$150,000	31	21.38%	51.9	7	20	3	1
\$150,001 - \$200,000	34	23.45%	53.6	7	12	15	0
\$200,001 - \$275,000	22	15.17%	41.6	3	11	7	1
\$275,001 - \$375,000	16	11.03%	57.9	0	6	7	3
\$375,001 and up	18	12.41%	67.3	2	1	10	5
<b>Total Pending Units</b>	<b>145</b>			<b>36</b>	<b>55</b>	<b>44</b>	<b>10</b>
<b>Total Pending Volume</b>	<b>30,246,406</b>	<b>100%</b>	<b>36.2</b>	<b>5.26M</b>	<b>9.45M</b>	<b>11.64M</b>	<b>3.90M</b>
<b>Average Listing Price</b>	<b>\$178,618</b>			<b>\$145,996</b>	<b>\$171,808</b>	<b>\$264,530</b>	<b>\$390,182</b>



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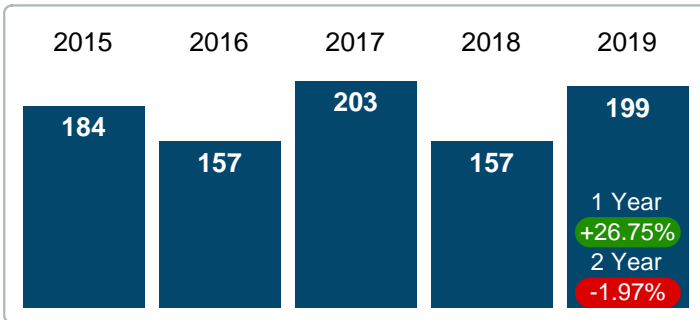
Area Delimited by County Of Rogers



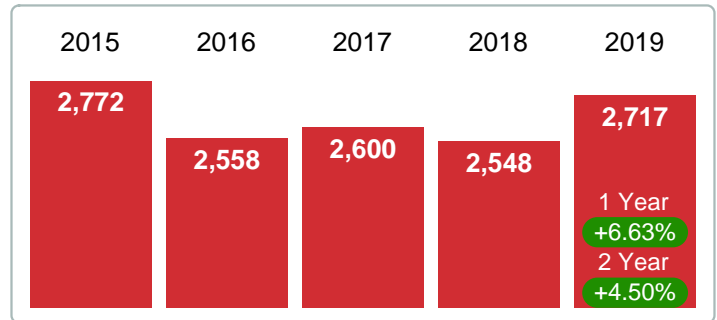
## NEW LISTINGS

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

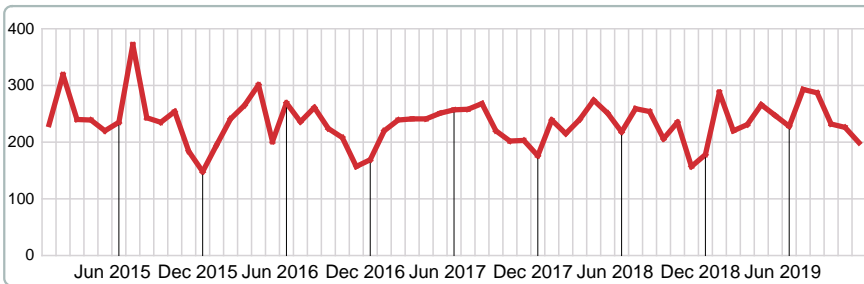
### NOVEMBER



### YEAR TO DATE (YTD)

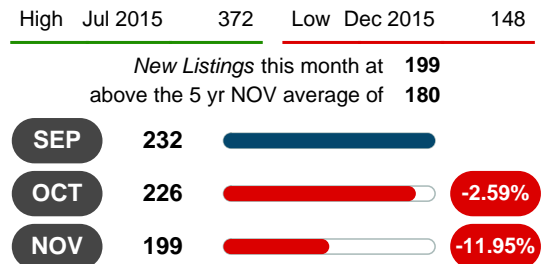


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 180



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	10	5.03%	8	2	0	0
\$25,001 - \$75,000	27	13.57%	22	4	1	0
\$75,001 - \$125,000	25	12.56%	12	11	2	0
\$125,001 - \$225,000	62	31.16%	12	32	16	2
\$225,001 - \$275,000	25	12.56%	2	11	11	1
\$275,001 - \$400,000	29	14.57%	2	9	14	4
\$400,001 and up	21	10.55%	4	3	7	7
<b>Total New Listed Units</b>	<b>199</b>		<b>62</b>	<b>72</b>	<b>51</b>	<b>14</b>
<b>Total New Listed Volume</b>	<b>55,132,964</b>	<b>100%</b>	<b>13.66M</b>	<b>14.04M</b>	<b>13.90M</b>	<b>13.53M</b>
<b>Average New Listed Listing Price</b>	<b>\$196,452</b>		<b>\$220,403</b>	<b>\$194,939</b>	<b>\$272,570</b>	<b>\$966,521</b>



# November 2019

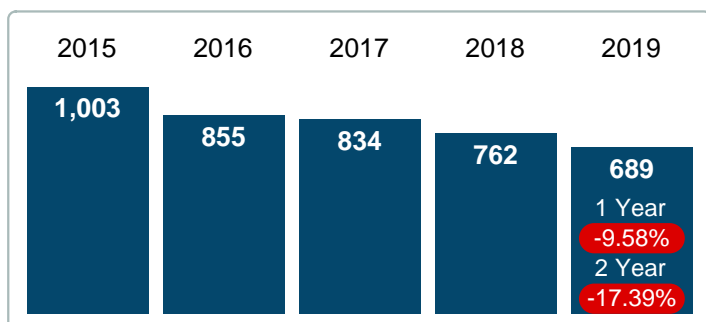
Area Delimited by County Of Rogers



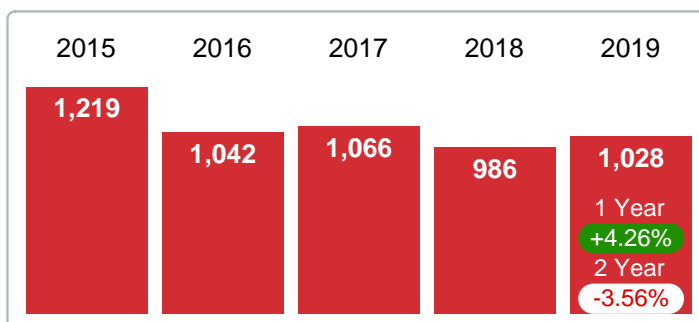
## ACTIVE INVENTORY

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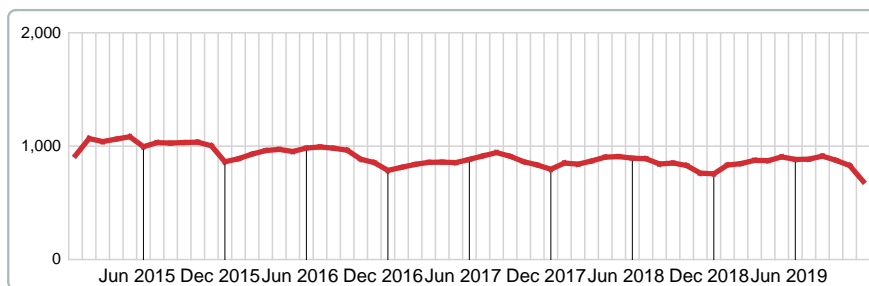
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

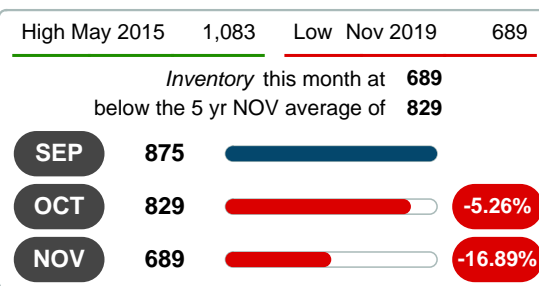


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 829



### 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	46	6.68%	94.7	38	8	0	0
\$25,001 - \$50,000	81	11.76%	78.5	74	6	1	0
\$50,001 - \$150,000	135	19.59%	77.4	92	36	7	0
\$150,001 - \$225,000	140	20.32%	79.8	54	54	30	2
\$225,001 - \$325,000	120	17.42%	75.5	31	43	39	7
\$325,001 - \$500,000	99	14.37%	88.1	12	19	60	8
\$500,001 and up	68	9.87%	79.7	29	6	14	19
<b>Total Active Inventory by Units</b>	<b>689</b>			<b>330</b>	<b>172</b>	<b>151</b>	<b>36</b>
<b>Total Active Inventory by Volume</b>	<b>186,490,239</b>	<b>100%</b>	<b>80.6</b>	<b>66.19M</b>	<b>37.61M</b>	<b>51.60M</b>	<b>31.09M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$270,668</b>			<b>\$200,575</b>	<b>\$218,653</b>	<b>\$341,734</b>	<b>\$863,622</b>



# November 2019

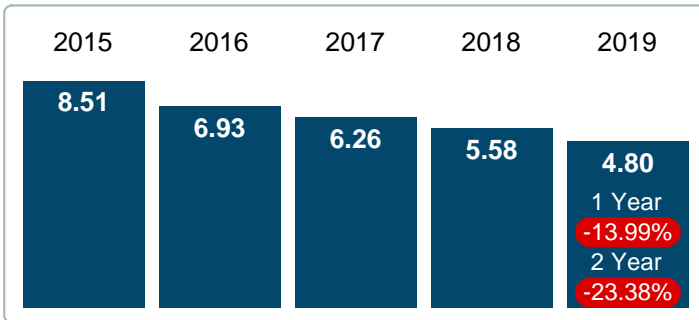
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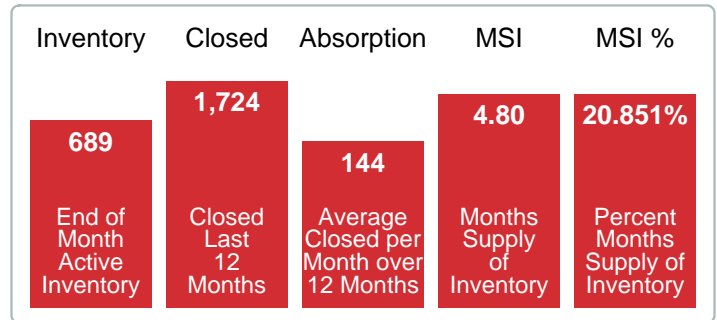
## MONTHS SUPPLY of INVENTORY (MSI)

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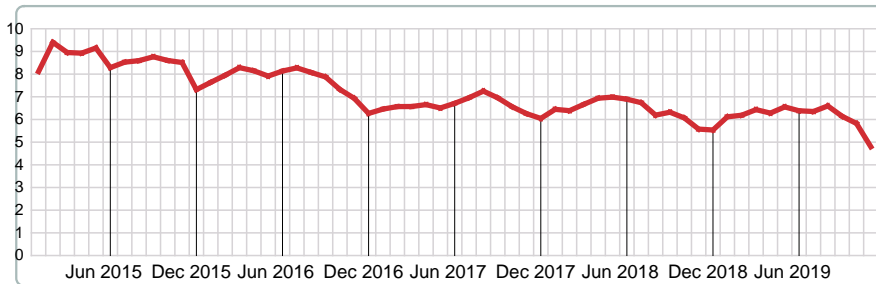
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2019

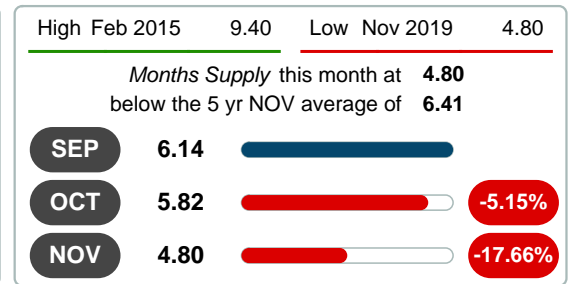


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 6.41



### 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	46	6.68%	4.21	7.35	2.04	0.00	0.00
\$25,001 - \$50,000	81	11.76%	17.67	22.20	6.00	4.00	0.00
\$50,001 - \$150,000	135	19.59%	3.07	8.69	1.23	1.91	0.00
\$150,001 - \$225,000	140	20.32%	3.36	14.73	2.06	2.69	3.00
\$225,001 - \$325,000	120	17.42%	5.54	33.82	4.91	3.77	4.20
\$325,001 - \$500,000	99	14.37%	6.16	28.80	6.91	5.54	3.84
\$500,001 and up	68	9.87%	14.32	87.00	24.00	6.22	9.91
Market Supply of Inventory (MSI)			4.80	13.52	2.38	3.76	5.20
Total Active Inventory by Units		100%	4.80	330	172	151	36



# November 2019

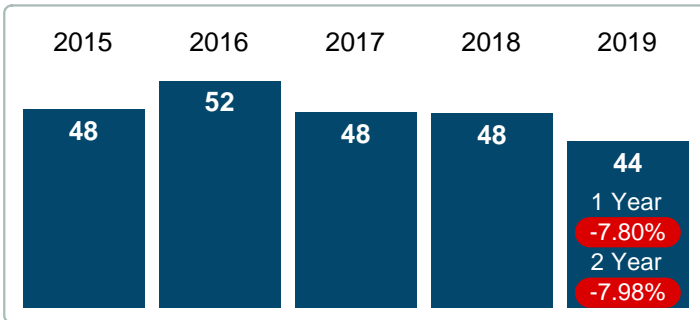
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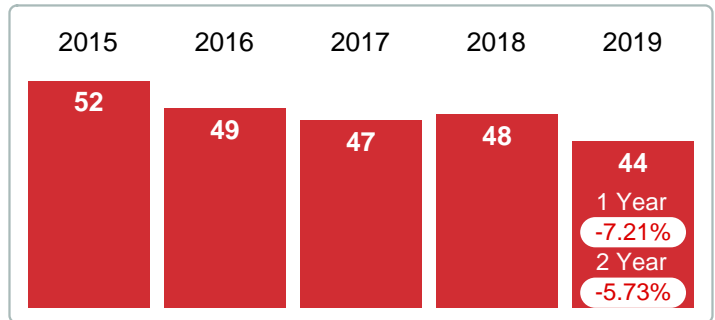
## AVERAGE DAYS ON MARKET TO SALE

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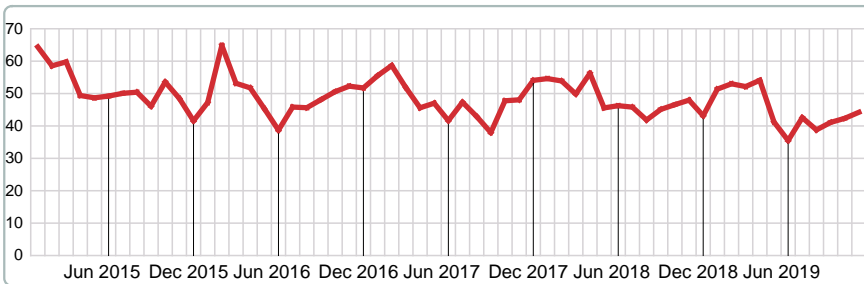
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

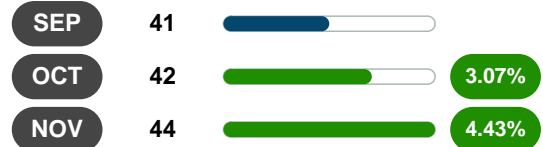


### 3 MONTHS

5 year NOV AVG = 48

High Feb 2016 65 Low Jun 2019 36

Average Days on Market to Sale this month at 44 below the 5 yr NOV average of 48



### 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	8.22%	36	37	33	60	0
\$25,001 - \$100,000	14.38%	48	34	62	36	0
\$100,001 - \$125,000	6.16%	21	55	15	0	28
\$125,001 - \$225,000	34.93%	41	34	45	34	0
\$225,001 - \$275,000	10.96%	39	1	38	43	0
\$275,001 - \$375,000	14.38%	39	68	8	31	75
\$375,001 and up	10.96%	83	0	98	75	70
Average Closed DOM		44	36	46	41	67
Total Closed Units	100%	146	18	71	48	9
Total Closed Volume		30,148,528	1.91M	11.70M	13.00M	3.53M





# November 2019

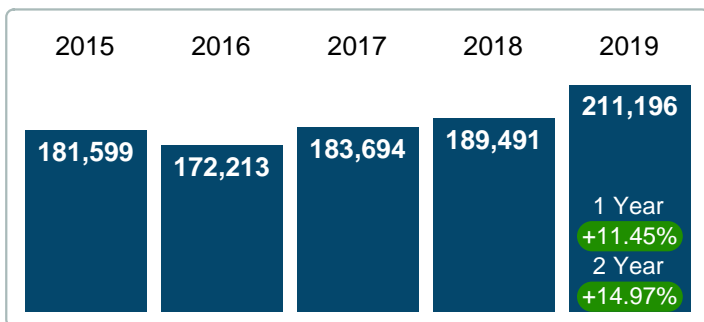
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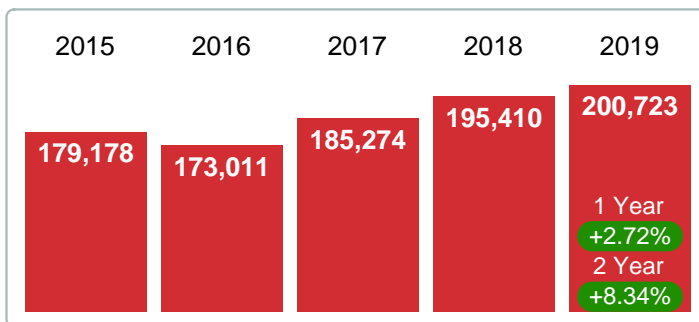
## AVERAGE LIST PRICE AT CLOSING

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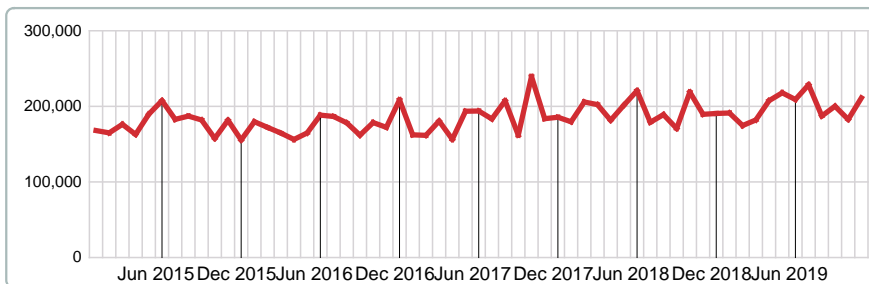
### NOVEMBER



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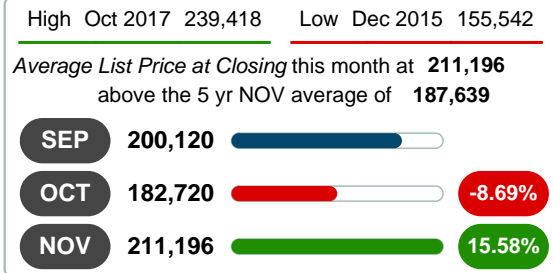


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 187,639



### 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	11	7.53%	3,200	16,750	1,243	2,500	0	
\$25,001 - \$100,000	21	14.38%	72,781	62,375	91,880	63,667	0	
\$100,001 - \$125,000	7	4.79%	113,403	139,000	120,689	0	102,000	
\$125,001 - \$225,000	51	34.93%	164,308	180,475	162,629	184,205	0	
\$225,001 - \$275,000	19	13.01%	249,718	259,500	253,629	250,453	0	
\$275,001 - \$375,000	21	14.38%	313,106	350,000	325,000	310,567	306,825	
\$375,001 and up	16	10.96%	548,605	0	467,700	617,772	566,213	
<b>Average List Price</b>		<b>211,196</b>		<b>112,203</b>	<b>168,390</b>	<b>276,359</b>	<b>399,350</b>	
<b>Total Closed Units</b>		<b>146</b>	<b>100%</b>	<b>211,196</b>	<b>18</b>	<b>71</b>	<b>48</b>	<b>9</b>
<b>Total Closed Volume</b>		<b>30,834,680</b>			<b>2.02M</b>	<b>11.96M</b>	<b>13.27M</b>	<b>3.59M</b>





# November 2019

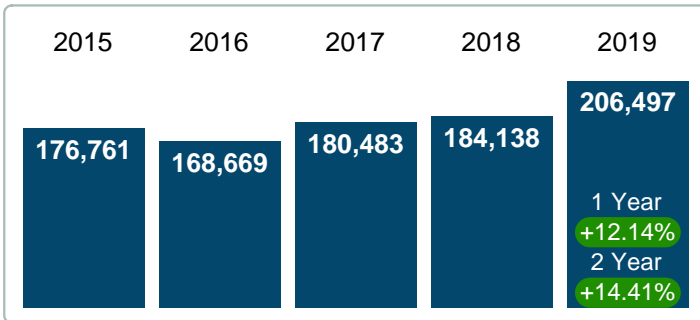
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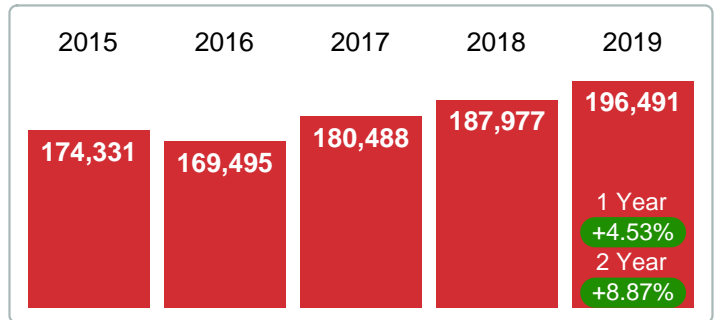
## AVERAGE SOLD PRICE AT CLOSING

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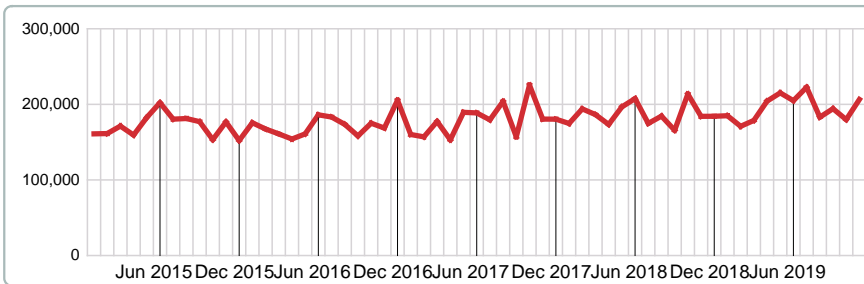
### NOVEMBER



### YEAR TO DATE (YTD)

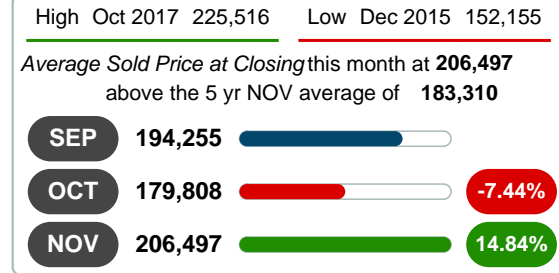


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 183,310



### 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	8.22%	4,992	15,917	1,206	2,500	0
\$25,001 - \$100,000	14.38%	69,912	59,781	84,090	49,667	0
\$100,001 - \$125,000	6.16%	114,691	115,000	116,460	0	102,000
\$125,001 - \$225,000	34.93%	167,244	173,975	160,218	180,438	0
\$225,001 - \$275,000	10.96%	250,066	250,000	252,662	248,342	0
\$275,001 - \$375,000	14.38%	308,891	320,000	320,000	305,022	314,100
\$375,001 and up	10.96%	535,691	0	459,233	606,800	543,714
<b>Average Sold Price</b>		<b>206,497</b>	<b>105,939</b>	<b>164,847</b>	<b>270,922</b>	<b>392,584</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>206,497</b>	<b>18</b>	<b>71</b>	<b>48</b>	<b>9</b>
<b>Total Closed Volume</b>		<b>30,148,528</b>	<b>1.91M</b>	<b>11.70M</b>	<b>13.00M</b>	<b>3.53M</b>



# November 2019

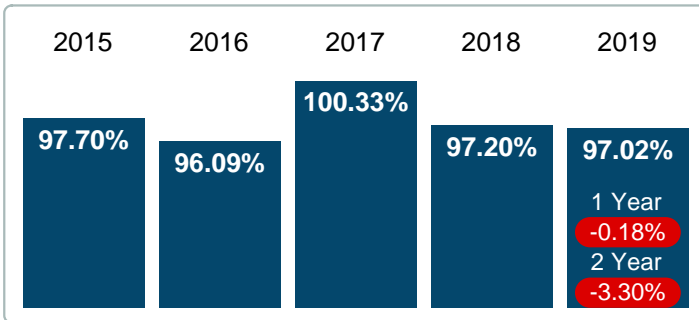
Area Delimited by County Of Rogers



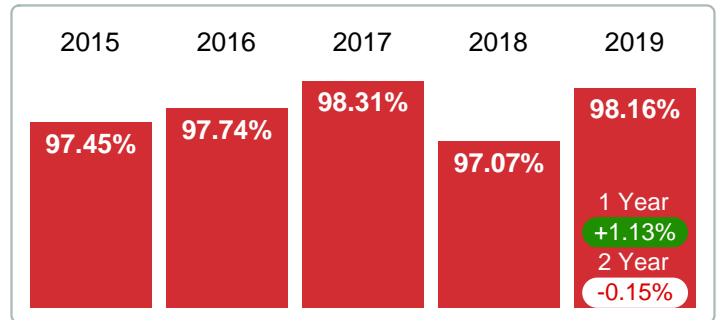
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

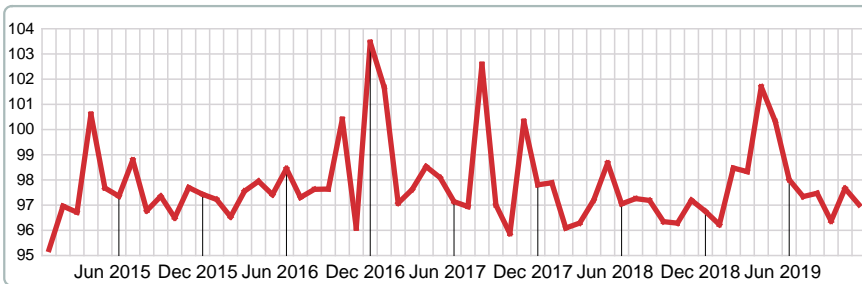
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

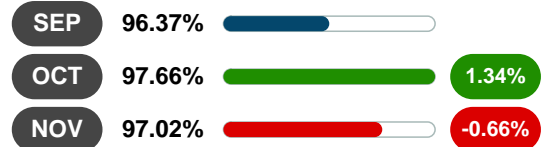


### 3 MONTHS

5 year NOV AVG = 97.67%

High Dec 2016 103.46% Low Jan 2015 95.24%

Average Sold/List Ratio this month at **97.02%**  
below the 5 yr NOV average of **97.67%**



## 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	12	8.22%	97.25%	96.97%	97.02%	100.00%	0.00%
\$25,001 - \$100,000	21	14.38%	90.48%	94.97%	91.89%	73.82%	0.00%
\$100,001 - \$125,000	9	6.16%	95.49%	82.73%	96.66%	0.00%	100.00%
\$125,001 - \$225,000	51	34.93%	98.32%	96.50%	98.68%	98.04%	0.00%
\$225,001 - \$275,000	16	10.96%	99.15%	96.34%	99.61%	99.15%	0.00%
\$275,001 - \$375,000	21	14.38%	98.71%	91.43%	98.57%	98.22%	102.31%
\$375,001 and up	16	10.96%	97.76%	0.00%	98.39%	98.26%	96.06%
Average Sold/List Ratio		97.00%		94.84%	97.39%	96.86%	99.27%
Total Closed Units		146	100%	18	71	48	9
Total Closed Volume		30,148,528		1.91M	11.70M	13.00M	3.53M



# November 2019

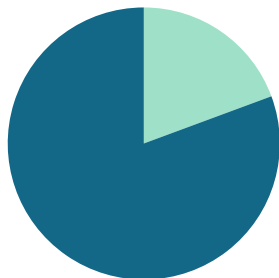
Area Delimited by County Of Rogers



## MARKET SUMMARY

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

### INVENTORY



**Inventory**

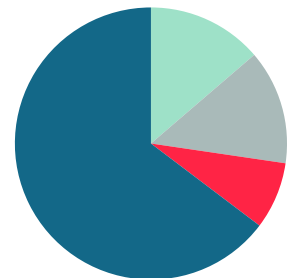
- New Listings **199 = 19.36%**
- Start Inventory **829**
- Total Inventory Units **1,028**
- Volume **\$282,945,541**

### Market Activity

**Market Activity**

- Closed Sales **146 = 13.71%**
- Pending Sales **145 = 13.62%**
- Other Off Market **85 = 7.98%**
- Active Inventory **689 = 64.69%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	130	146	12.31%	1,532	1,617	5.55%
Pending Sales	86	145	68.60%	1,515	1,701	12.28%
New Listings	157	199	26.75%	2,548	2,717	6.63%
Average List Price	189,491	211,196	11.45%	195,410	200,723	2.72%
Average Sale Price	184,138	206,497	12.14%	187,977	196,491	4.53%
Average Percent of Selling Price to List Price	97.20%	97.02%	-0.18%	97.07%	98.16%	1.13%
Average Days on Market to Sale	47.97	44.23	-7.80%	47.91	44.46	-7.21%
Monthly Inventory	762	689	-9.58%	762	689	-9.58%
Months Supply of Inventory	5.58	4.80	-13.99%	5.58	4.80	-13.99%

**Absorption:** Last 12 months, an Average of **144** Sales/Month

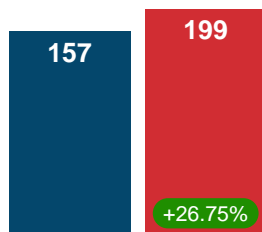
**Inventory** on November 30, 2019 = **689**

**2018** **2019**

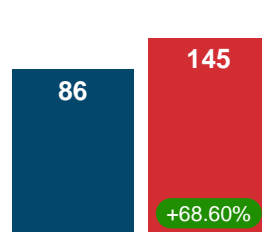
### NOVEMBER MARKET

### AVERAGE PRICES

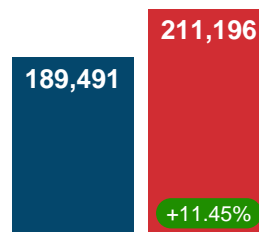
#### New Listings



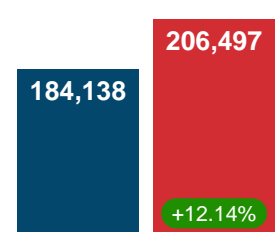
#### Pending Listings



#### List Price



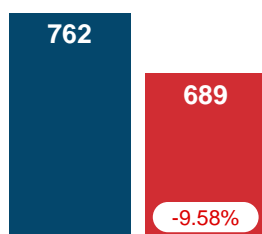
#### Sale Price



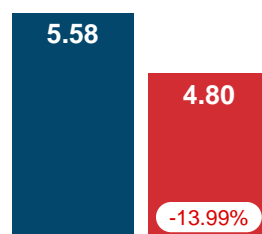
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

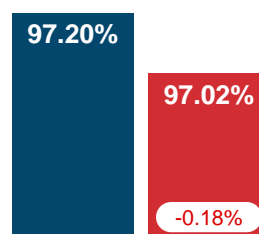
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

