



November 2019

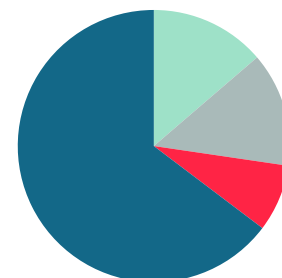
Area Delimited by County Of Rogers



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	November 2019	+/-%
Closed Listings	130	146	12.31%
Pending Listings	86	145	68.60%
New Listings	157	199	26.75%
Median List Price	163,080	174,750	7.16%
Median Sale Price	162,000	176,973	9.24%
Median Percent of Selling Price to List Price	98.89%	98.81%	-0.07%
Median Days on Market to Sale	34.00	30.50	-10.29%
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.

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 **9.24%** in November 2019 to \$176,973 versus the previous year at \$162,000.

Median Days on Market Shortens

The median number of **30.50** days that homes spent on the market before selling decreased by 3.50 days or **10.29%** in November 2019 compared to last year's same month at **34.00** DOM.

Sales Success for November 2019 is Positive

Overall, with Median 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.

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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



November 2019

Area Delimited by County Of Rogers

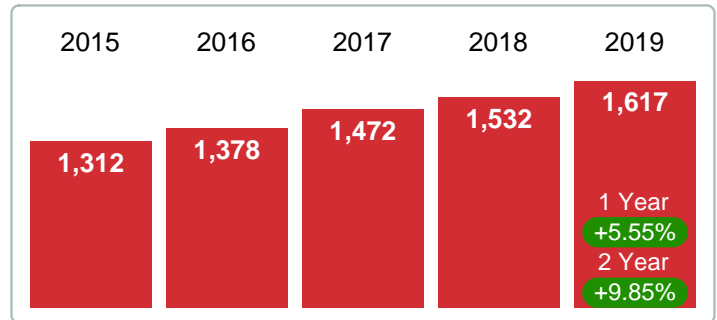
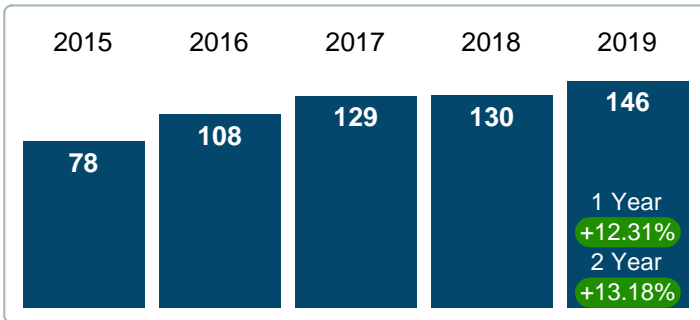


CLOSED LISTINGS

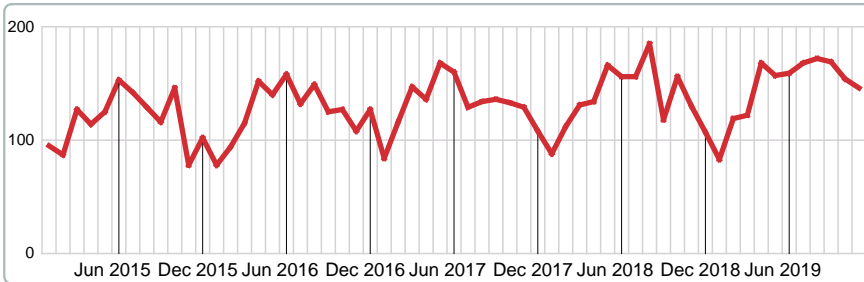
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NOVEMBER

YEAR TO DATE (YTD)

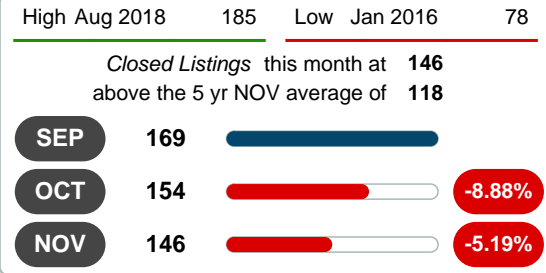


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 118



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	12	8.22%	27.0	3	8	1	0
\$25,001 - \$100,000	21	14.38%	36.0	8	10	3	0
\$100,001 - \$125,000	9	6.16%	17.0	1	7	0	1
\$125,001 - \$225,000	51	34.93%	28.0	4	32	15	0
\$225,001 - \$275,000	16	10.96%	27.0	1	6	9	0
\$275,001 - \$375,000	21	14.38%	15.0	1	2	14	4
\$375,001 and up	16	10.96%	88.0	0	6	6	4
Total Closed Units	146			18	71	48	9
Total Closed Volume	30,148,528	100%	30.5	1.91M	11.70M	13.00M	3.53M
Median Closed Price	\$176,973			\$74,250	\$144,676	\$245,989	\$345,000



November 2019

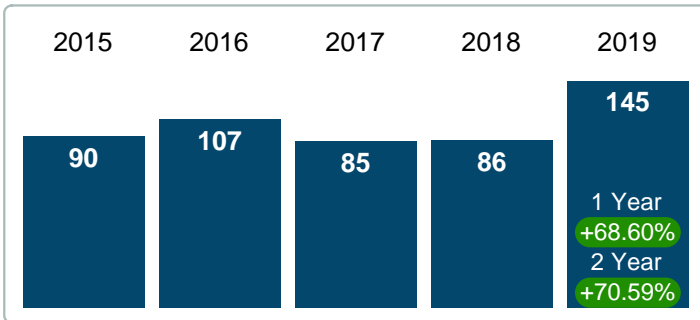
Area Delimited by County Of Rogers



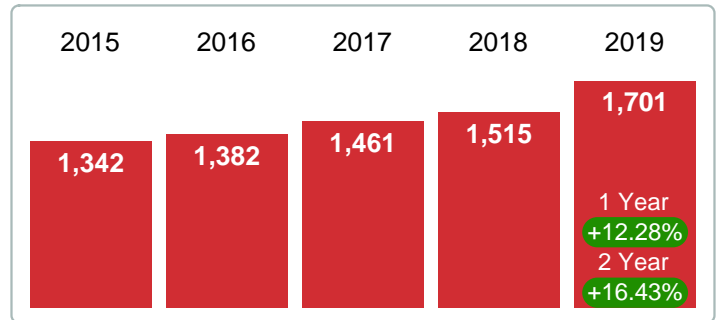
PENDING LISTINGS

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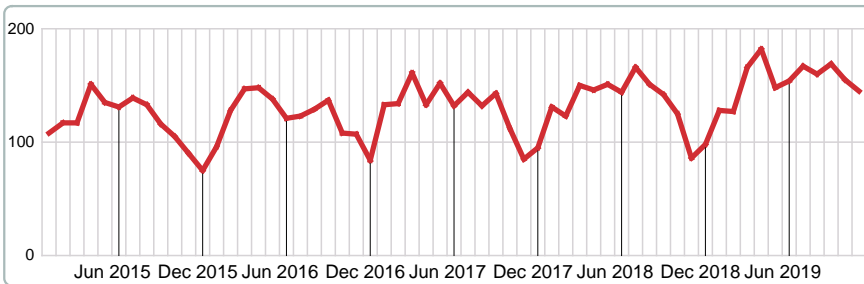
NOVEMBER



YEAR TO DATE (YTD)

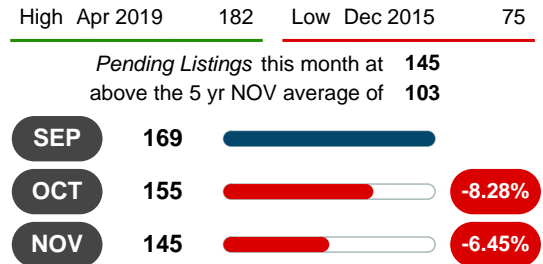


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 103



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	7	4.83%	39.0	5	2	0	0
\$25,001 - \$75,000	17	11.72%	28.0	12	3	2	0
\$75,001 - \$150,000	31	21.38%	37.0	7	20	3	1
\$150,001 - \$200,000	34	23.45%	30.0	7	12	15	0
\$200,001 - \$275,000	22	15.17%	25.5	3	11	7	1
\$275,001 - \$375,000	16	11.03%	32.0	0	6	7	3
\$375,001 and up	18	12.41%	68.5	2	1	10	5
Total Pending Units	145			36	55	44	10
Total Pending Volume	30,246,406	100%	31.0	5.26M	9.45M	11.64M	3.90M
Median Listing Price	\$168,000			\$77,250	\$155,000	\$209,450	\$367,450



November 2019

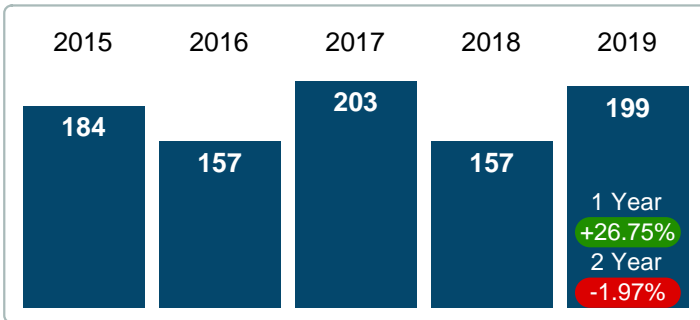
Area Delimited by County Of Rogers



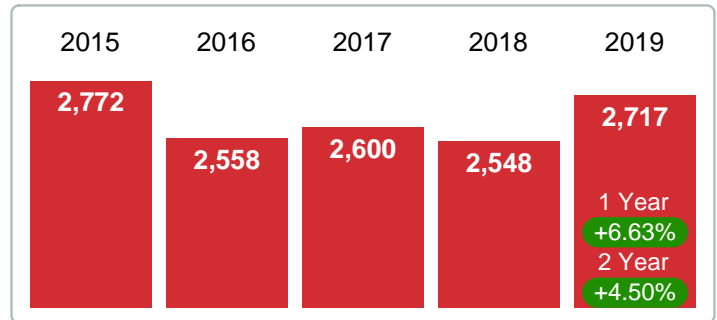
NEW LISTINGS

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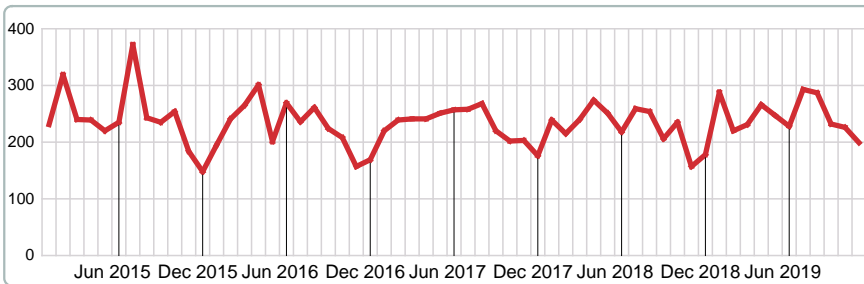
NOVEMBER



YEAR TO DATE (YTD)

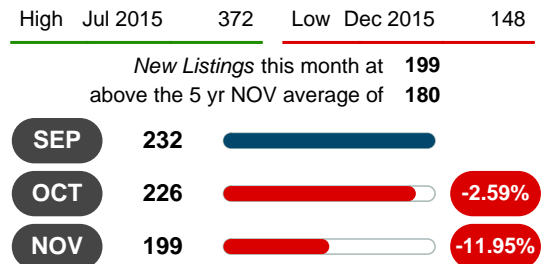


5 YEAR MARKET ACTIVITY TRENDS



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
Total New Listed Units	199		62	72	51	14
Total New Listed Volume	55,132,964	100%	13.66M	14.04M	13.90M	13.53M
Median New Listed Listing Price	\$178,900		\$83,250	\$176,000	\$259,900	\$459,950



November 2019

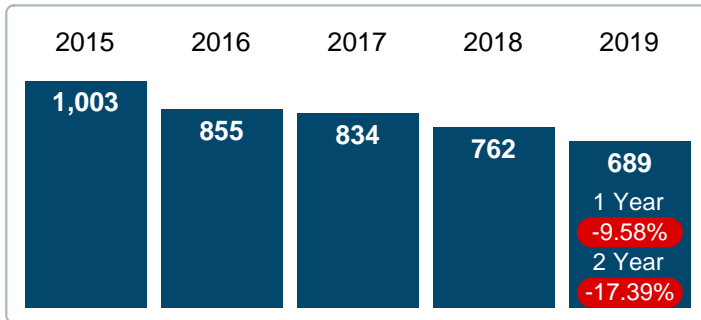
Area Delimited by County Of Rogers



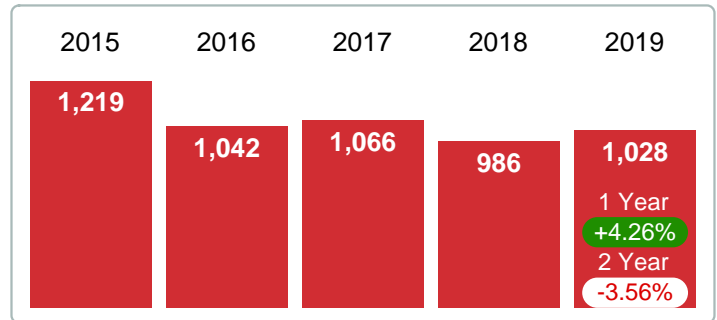
ACTIVE INVENTORY

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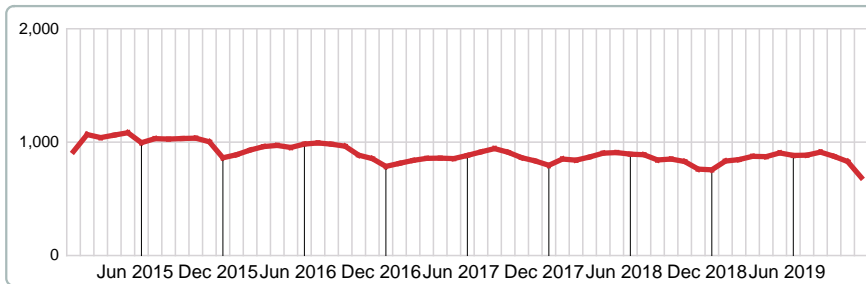
END OF NOVEMBER



ACTIVE DURING NOVEMBER

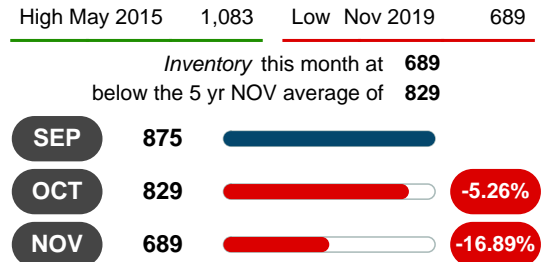


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 829



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	46	6.68%	93.5	38	8	0	0
\$25,001 - \$50,000	81	11.76%	69.0	74	6	1	0
\$50,001 - \$150,000	135	19.59%	59.0	92	36	7	0
\$150,001 - \$225,000	140	20.32%	76.0	54	54	30	2
\$225,001 - \$325,000	120	17.42%	71.0	31	43	39	7
\$325,001 - \$500,000	99	14.37%	82.0	12	19	60	8
\$500,001 and up	68	9.87%	73.5	29	6	14	19
Total Active Inventory by Units		689		330	172	151	36
Total Active Inventory by Volume		186,490,239	100%	66.19M	37.61M	51.60M	31.09M
Median Active Inventory Listing Price		\$185,000		\$95,000	\$192,450	\$314,900	\$540,000



November 2019

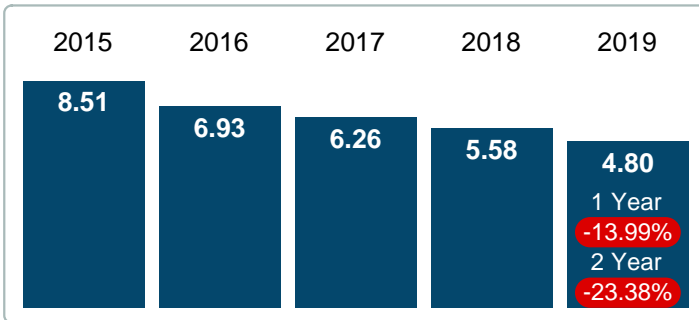
Area Delimited by County Of Rogers



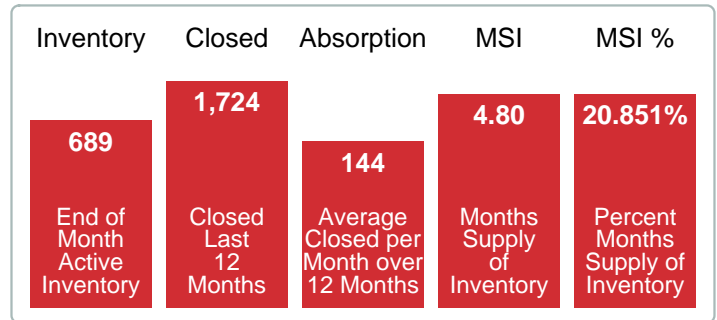
MONTHS SUPPLY of INVENTORY (MSI)

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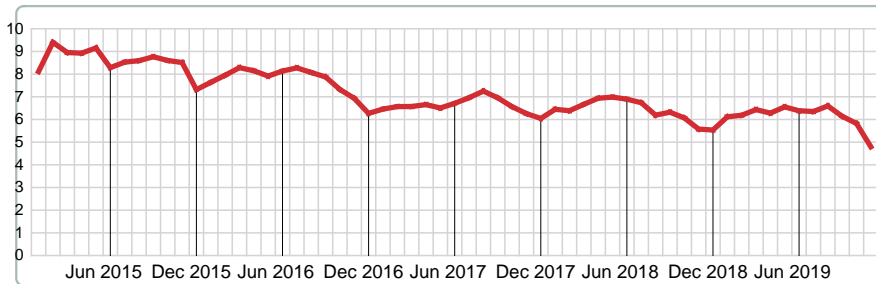
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2019

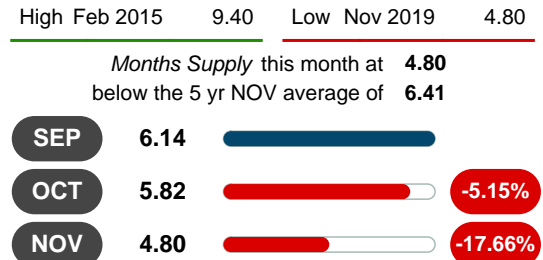


5 YEAR MARKET ACTIVITY TRENDS



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

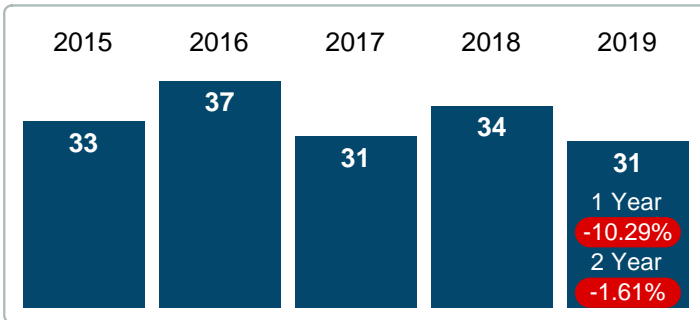
Area Delimited by County Of Rogers



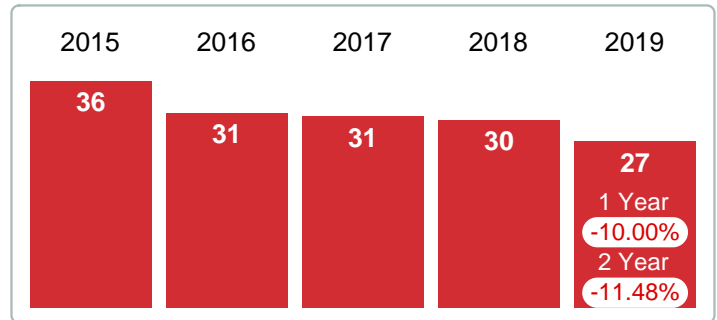
MEDIAN DAYS ON MARKET TO SALE

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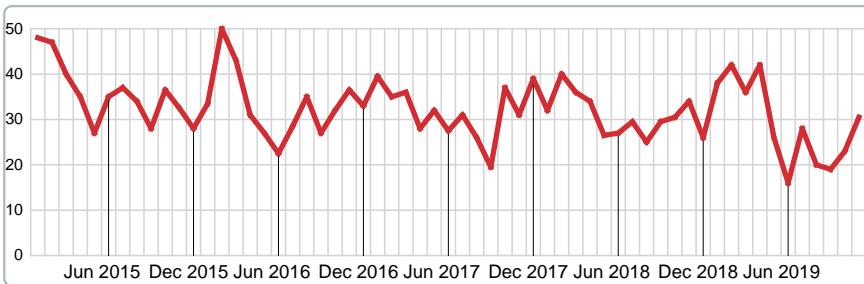
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

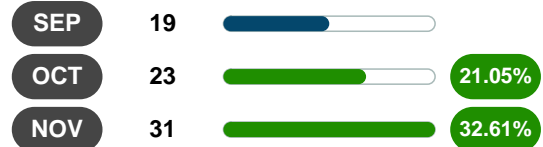


3 MONTHS

5 year NOV AVG = 33

High Feb 2016 50 Low Jun 2019 16

Median Days on Market to Sale this month at 31 below the 5 yr NOV average of 33



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	8.22%	27	12	27	60	0
\$25,001 - \$100,000	14.38%	36	13	55	23	0
\$100,001 - \$125,000	6.16%	17	55	7	0	28
\$125,001 - \$225,000	34.93%	28	34	35	18	0
\$225,001 - \$275,000	10.96%	27	1	27	49	0
\$275,001 - \$375,000	14.38%	15	68	8	7	61
\$375,001 and up	10.96%	88	0	95	58	82
Median Closed DOM		31	22	32	24	64
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

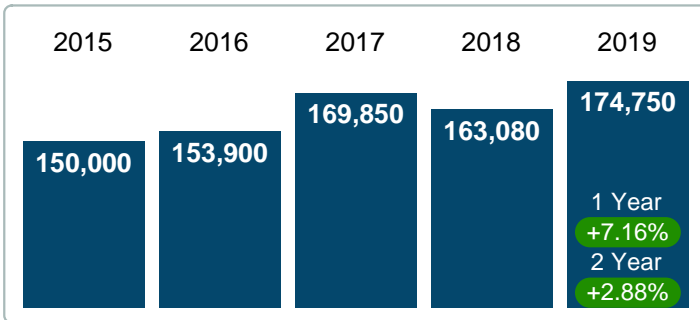
Area Delimited by County Of Rogers



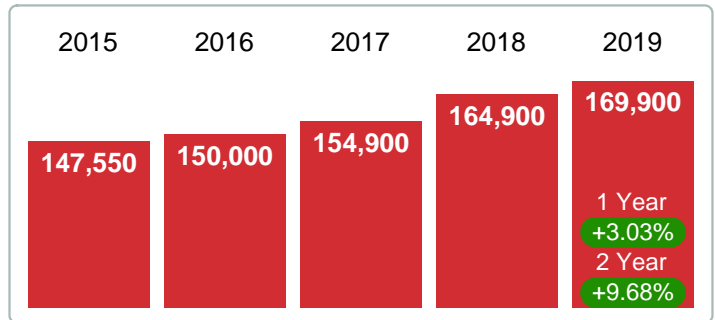
MEDIAN LIST PRICE AT CLOSING

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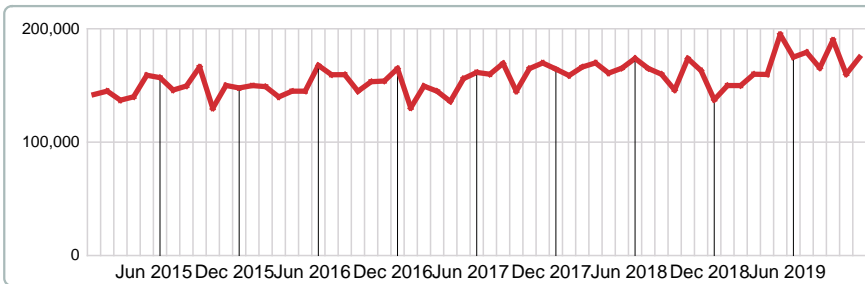
NOVEMBER



YEAR TO DATE (YTD)

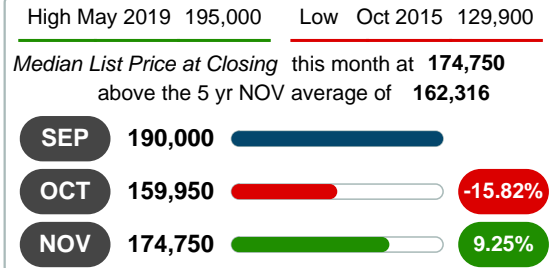


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 162,316



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	11	7.53%	1,325	11,375	1,313	2,500	0
\$25,001 - \$100,000	21	14.38%	78,000	55,000	89,900	54,000	0
\$100,001 - \$125,000	7	4.79%	109,900	0	112,700	0	102,000
\$125,001 - \$225,000	51	34.93%	159,900	157,000	155,000	180,000	0
\$225,001 - \$275,000	19	13.01%	247,400	259,500	249,900	244,900	0
\$275,001 - \$375,000	21	14.38%	309,900	350,000	325,000	305,201	302,200
\$375,001 and up	16	10.96%	475,000	0	436,200	446,868	600,000
Median List Price			174,750	76,750	145,862	247,289	334,900
Total Closed Units		100%	174,750	18	71	48	9
Total Closed Volume			30,834,680	2.02M	11.96M	13.27M	3.59M



November 2019

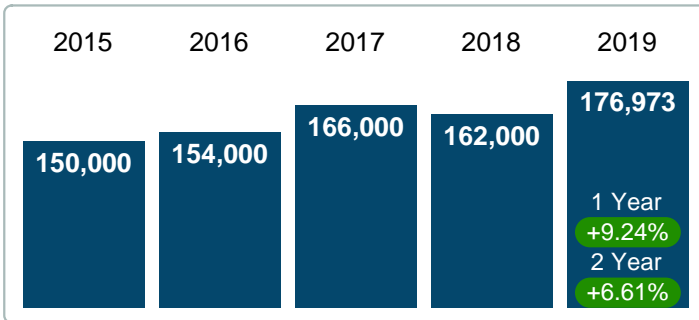
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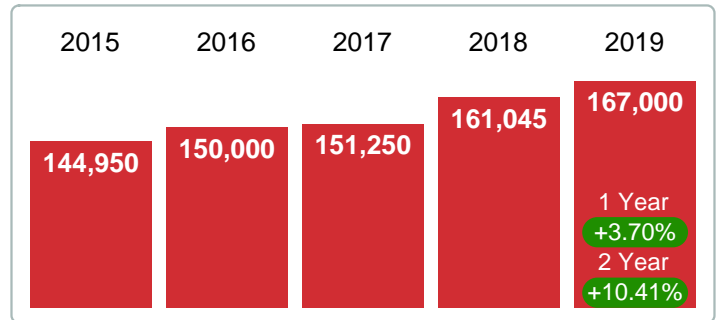
MEDIAN SOLD PRICE AT CLOSING

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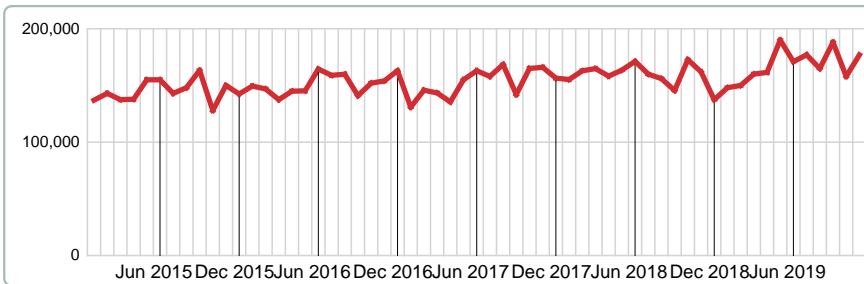
NOVEMBER



YEAR TO DATE (YTD)

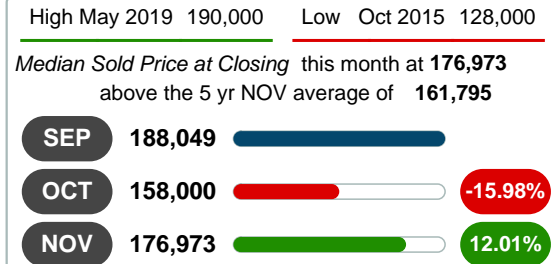


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 161,795



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	12	8.22%	1,313	22,000	1,275	2,500	0
\$25,001 - \$100,000	21	14.38%	76,500	56,000	82,000	33,000	0
\$100,001 - \$125,000	9	6.16%	115,000	115,000	118,000	0	102,000
\$125,001 - \$225,000	51	34.93%	164,003	174,450	154,450	180,000	0
\$225,001 - \$275,000	16	10.96%	248,289	250,000	253,486	244,900	0
\$275,001 - \$375,000	21	14.38%	300,501	320,000	320,000	300,251	311,700
\$375,001 and up	16	10.96%	462,500	0	423,250	439,401	557,500
Median Sold Price			176,973	74,250	144,676	245,989	345,000
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

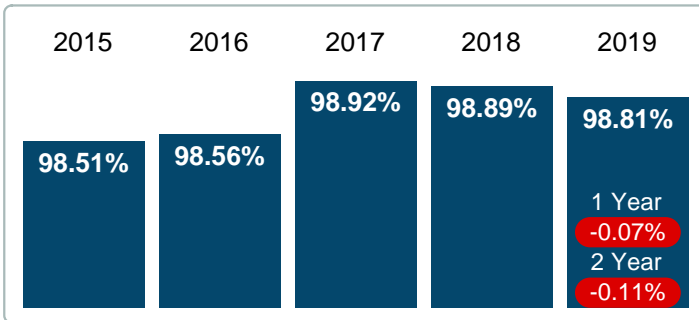
Area Delimited by County Of Rogers



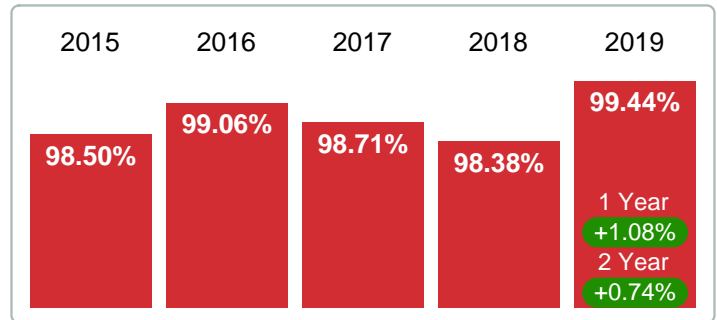
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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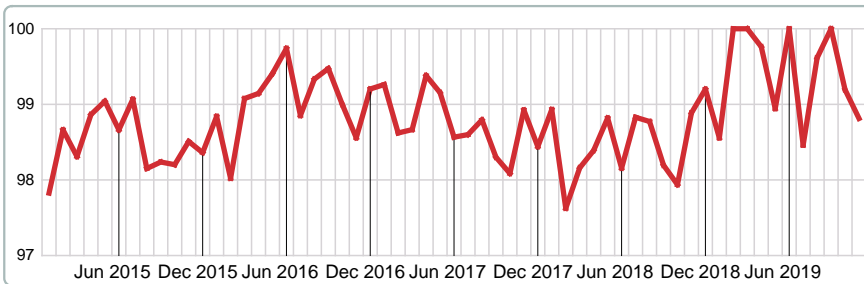
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

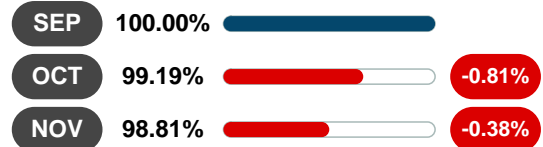


3 MONTHS

5 year NOV AVG = 98.74%

High Sep 2019 100.00% Low Feb 2018 97.62%

Median Sold/List Ratio this month at **98.81%**
equal to 5 yr NOV average of **98.74%**



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	12	8.22%	100.00%	100.00%	100.00%	100.00%	0.00%
\$25,001 - \$100,000	21	14.38%	93.33%	94.17%	93.66%	61.54%	0.00%
\$100,001 - \$125,000	9	6.16%	99.84%	82.73%	99.84%	0.00%	100.00%
\$125,001 - \$225,000	51	34.93%	99.35%	96.49%	100.00%	97.50%	0.00%
\$225,001 - \$275,000	16	10.96%	100.00%	96.34%	99.92%	100.00%	0.00%
\$275,001 - \$375,000	21	14.38%	99.71%	91.43%	98.57%	98.47%	102.63%
\$375,001 and up	16	10.96%	98.14%	0.00%	98.95%	97.82%	96.66%
Median Sold/List Ratio		98.81%		94.32%	99.84%	98.47%	100.00%
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

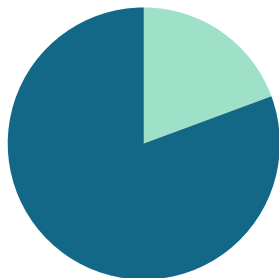
Area Delimited by County Of Rogers



MARKET SUMMARY

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

INVENTORY



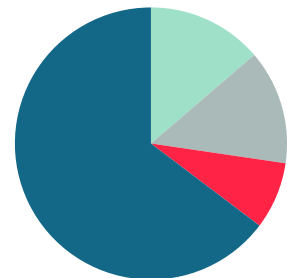
Inventory

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

Market Activity

- 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%
Median List Price	163,080	174,750	7.16%	164,900	169,900	3.03%
Median Sale Price	162,000	176,973	9.24%	161,045	167,000	3.70%
Median Percent of Selling Price to List Price	98.89%	98.81%	-0.07%	98.38%	99.44%	1.08%
Median Days on Market to Sale	34.00	30.50	-10.29%	30.00	27.00	-10.00%
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

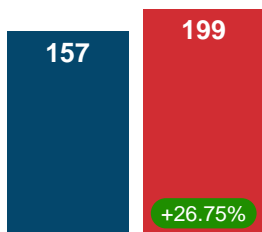
Inventory on November 30, 2019 = **689**

2018 **2019**

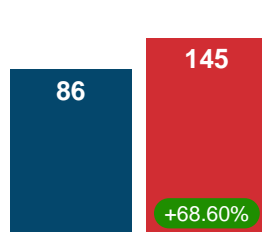
NOVEMBER MARKET

MEDIAN PRICES

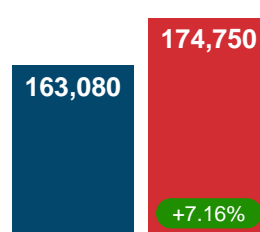
New Listings



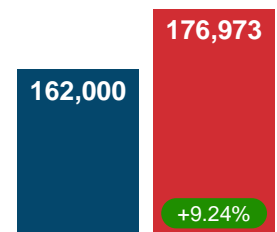
Pending Listings



List Price



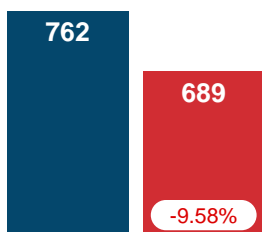
Sale Price



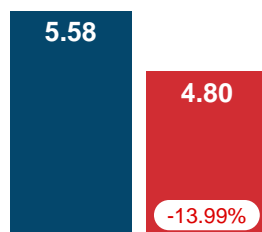
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

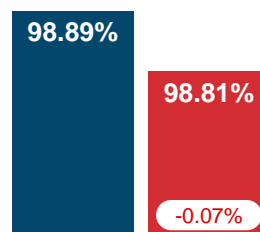
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

