



# September 2019

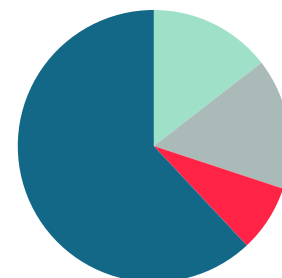
Area Delimited by County Of Rogers



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2018	2019	+/-%
Closed Listings	118	166	40.68%
Pending Listings	142	178	25.35%
New Listings	206	231	12.14%
Average List Price	170,732	198,828	16.46%
Average Sale Price	165,744	192,970	16.43%
Average Percent of Selling Price to List Price	96.34%	96.35%	0.00%
Average Days on Market to Sale	45.09	41.09	-8.88%
End of Month Inventory	849	709	-16.49%
Months Supply of Inventory	6.30	5.00	-20.71%



■ Closed (14.51%)  
■ Pending (15.56%)  
■ Other OffMarket (7.95%)  
■ Active (61.98%)

**Absorption:** Last 12 months, an Average of **142** Sales/Month  
**Active Inventory** as of September 30, 2019 = **709**

### Analysis Wrap-Up

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

The total housing inventory at the end of September 2019 decreased **16.49%** to 709 existing homes available for sale. Over the last 12 months this area has had an average of 142 closed sales per month. This represents an unsold inventory index of **5.00** 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 **16.43%** in September 2019 to \$192,970 versus the previous year at \$165,744.

#### Average Days on Market Shortens

The average number of **41.09** days that homes spent on the market before selling decreased by 4.00 days or **8.88%** in September 2019 compared to last year's same month at **45.09** DOM.

#### Sales Success for September 2019 is Positive

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

There were 231 New Listings in September 2019, up **12.14%** from last year at 206. Furthermore, there were 166 Closed Listings this month versus last year at 118, a **40.68%** increase.

Closed versus Listed trends yielded a **71.9%** ratio, up from previous year's, September 2018, at **57.3%**, a **25.45%** upswing. 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



# September 2019

Area Delimited by County Of Rogers

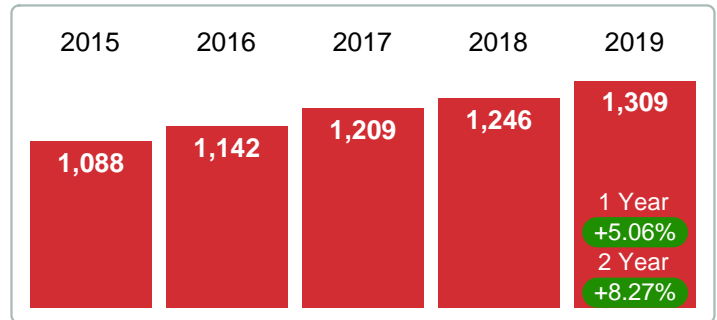
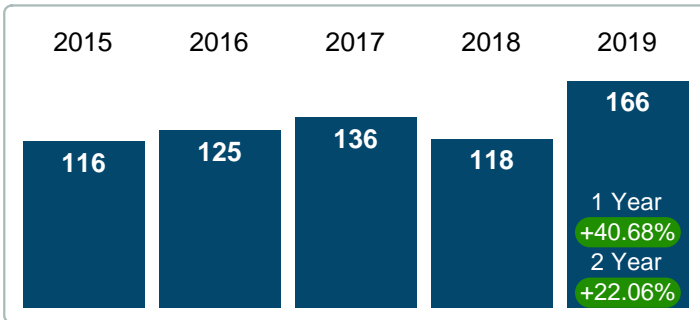


## CLOSED LISTINGS

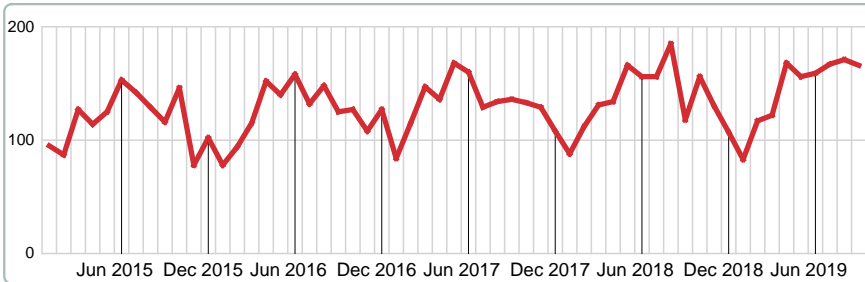
Report produced on Oct 11, 2019 for MLS Technology Inc.

### SEPTEMBER

### YEAR TO DATE (YTD)

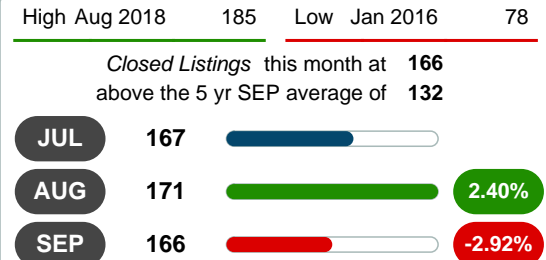


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 132



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	16	9.64%	55.6	11	4	1	0
\$50,001 - \$125,000	21	12.65%	40.3	13	6	2	0
\$125,001 - \$150,000	17	10.24%	33.5	2	12	3	0
\$150,001 - \$175,000	22	13.25%	42.6	3	16	3	0
\$175,001 - \$225,000	45	27.11%	27.4	11	23	8	3
\$225,001 - \$325,000	27	16.27%	47.9	2	13	11	1
\$325,001 and up	18	10.84%	58.5	0	2	14	2
<b>Total Closed Units</b>	<b>166</b>			<b>42</b>	<b>76</b>	<b>42</b>	<b>6</b>
<b>Total Closed Volume</b>	<b>32,033,099</b>	<b>100%</b>	<b>41.1</b>	<b>4.84M</b>	<b>13.58M</b>	<b>11.71M</b>	<b>1.90M</b>
<b>Average Closed Price</b>	<b>\$192,970</b>			<b>\$115,206</b>	<b>\$178,677</b>	<b>\$278,886</b>	<b>\$316,967</b>



# September 2019

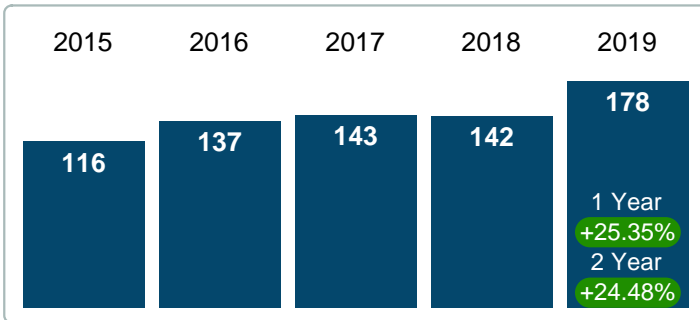
Area Delimited by County Of Rogers



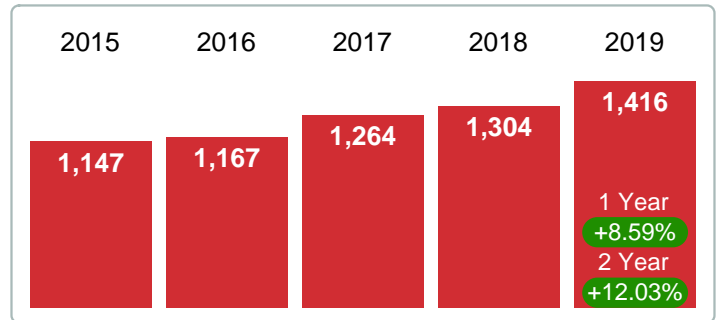
## PENDING LISTINGS

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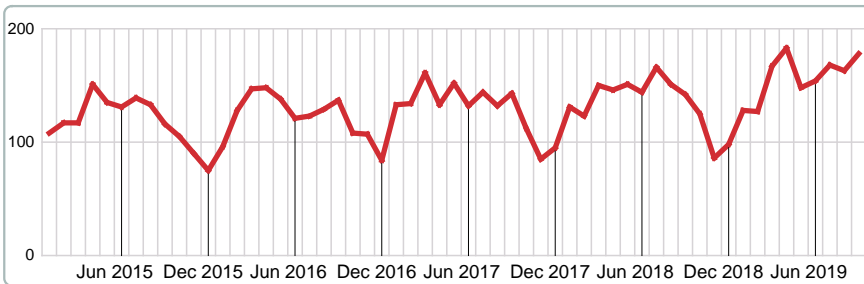
### SEPTEMBER



### YEAR TO DATE (YTD)

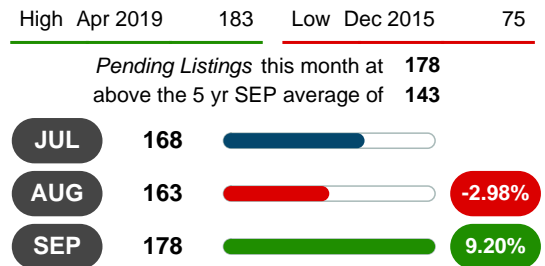


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 143



### 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	13	7.30%	66.6	10	3	0	0
\$50,001 - \$100,000	17	9.55%	49.6	8	6	3	0
\$100,001 - \$125,000	15	8.43%	39.5	4	11	0	0
\$125,001 - \$175,000	43	24.16%	35.0	6	33	3	1
\$175,001 - \$250,000	43	24.16%	28.1	11	22	9	1
\$250,001 - \$375,000	28	15.73%	48.4	0	15	12	1
\$375,001 and up	19	10.67%	78.6	3	7	8	1
<b>Total Pending Units</b>	<b>178</b>			<b>42</b>	<b>97</b>	<b>35</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>38,316,826</b>	<b>100%</b>	<b>20.1</b>	<b>6.93M</b>	<b>19.21M</b>	<b>11.09M</b>	<b>1.08M</b>
<b>Average Listing Price</b>	<b>\$185,758</b>			<b>\$165,074</b>	<b>\$198,016</b>	<b>\$316,939</b>	<b>\$270,826</b>



# September 2019

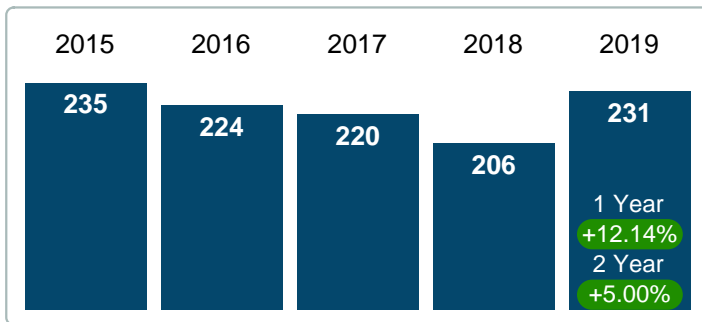
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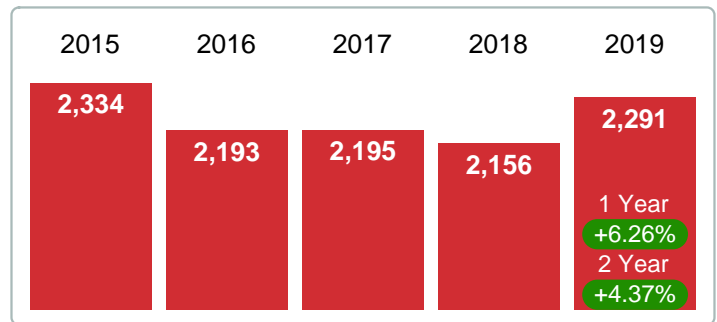
## NEW LISTINGS

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

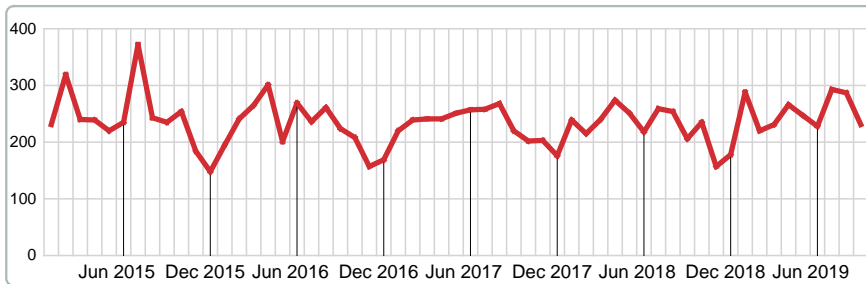
### SEPTEMBER



### YEAR TO DATE (YTD)

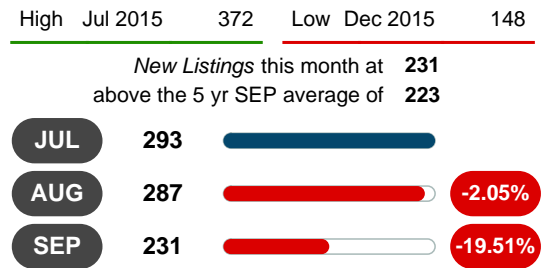


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 223



### 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	19	8.23%	7	8	4	0
\$25,001 - \$50,000	33	14.29%	33	0	0	0
\$50,001 - \$125,000	25	10.82%	11	10	3	1
\$125,001 - \$225,000	63	27.27%	13	39	11	0
\$225,001 - \$325,000	32	13.85%	2	14	12	4
\$325,001 - \$475,000	36	15.58%	4	14	15	3
\$475,001 and up	23	9.96%	7	5	6	5
<b>Total New Listed Units</b>	<b>231</b>		<b>77</b>	<b>90</b>	<b>51</b>	<b>13</b>
<b>Total New Listed Volume</b>	<b>54,448,042</b>	<b>100%</b>	<b>11.93M</b>	<b>19.82M</b>	<b>15.79M</b>	<b>6.90M</b>
<b>Average New Listed Listing Price</b>	<b>\$205,828</b>		<b>\$154,927</b>	<b>\$220,273</b>	<b>\$309,655</b>	<b>\$530,900</b>



# September 2019

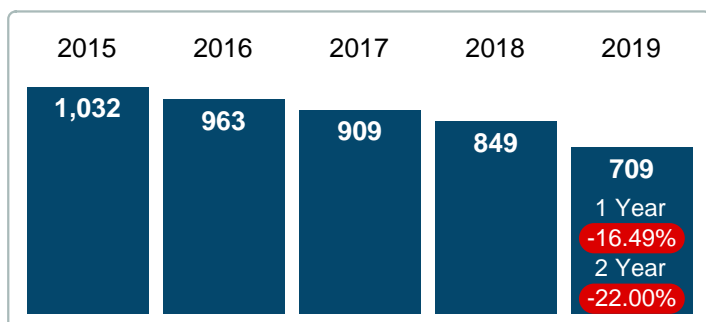
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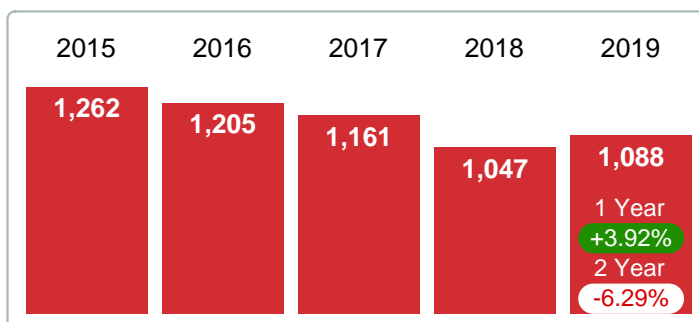
## ACTIVE INVENTORY

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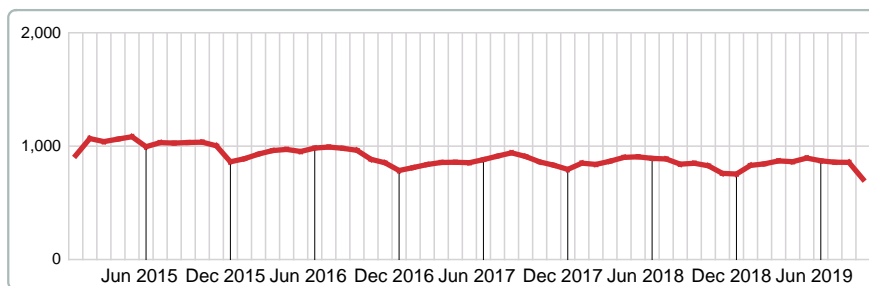
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

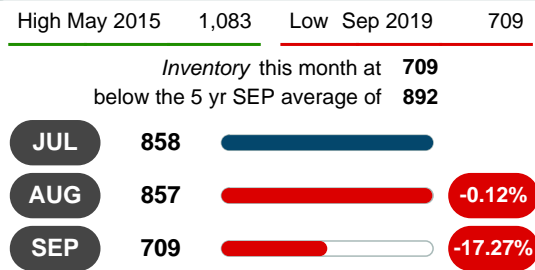


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 892



### 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	48	6.77%	56.5	33	11	4	0
\$25,001 - \$75,000	111	15.66%	66.3	100	8	3	0
\$75,001 - \$150,000	104	14.67%	86.5	55	41	7	1
\$150,001 - \$250,000	179	25.25%	63.5	67	64	47	1
\$250,001 - \$350,000	100	14.10%	74.0	24	29	35	12
\$350,001 - \$525,000	97	13.68%	81.6	11	23	48	15
\$525,001 and up	70	9.87%	74.0	24	6	17	23
<b>Total Active Inventory by Units</b>	<b>709</b>			<b>314</b>	<b>182</b>	<b>161</b>	<b>52</b>
<b>Total Active Inventory by Volume</b>	<b>197,464,512</b>	<b>100%</b>	<b>71.8</b>	<b>61.25M</b>	<b>39.91M</b>	<b>53.29M</b>	<b>43.02M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$278,511</b>			<b>\$195,049</b>	<b>\$219,305</b>	<b>\$330,985</b>	<b>\$827,249</b>



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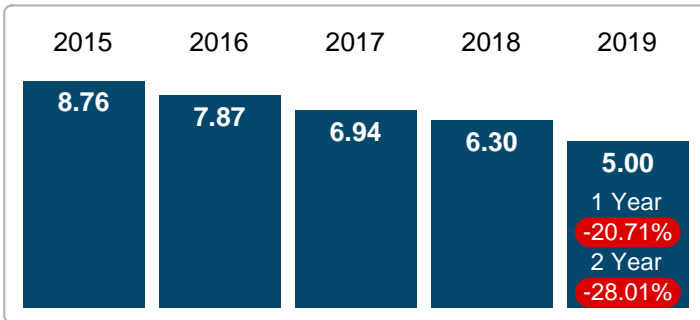
Area Delimited by County Of Rogers



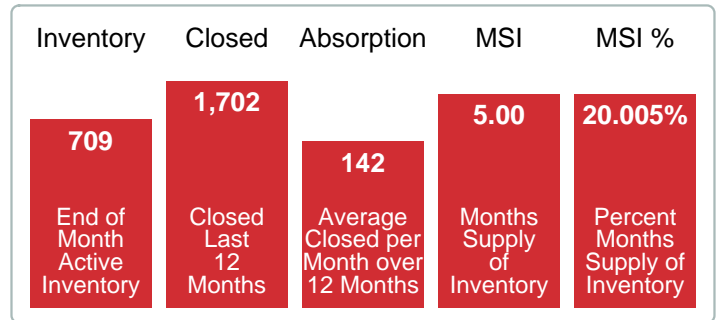
## MONTHS SUPPLY of INVENTORY (MSI)

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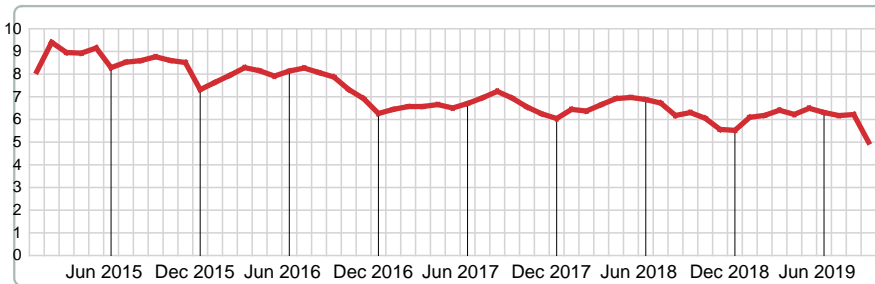
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2019

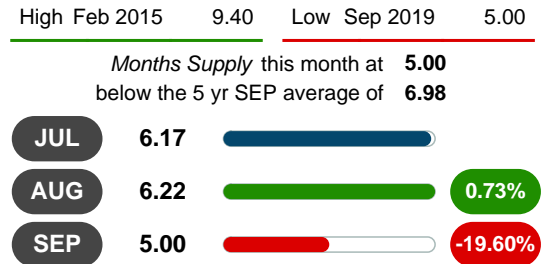


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 6.98



### 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	48	6.77%	4.36	5.82	2.93	2.82	0.00
\$25,001 - \$75,000	111	15.66%	9.25	13.64	2.00	4.50	0.00
\$75,001 - \$150,000	104	14.67%	2.92	8.35	1.64	1.83	6.00
\$150,001 - \$250,000	179	25.25%	3.67	18.70	2.08	3.50	1.09
\$250,001 - \$350,000	100	14.10%	6.19	57.60	4.97	4.24	7.20
\$350,001 - \$525,000	97	13.68%	6.85	14.67	12.55	5.05	7.20
\$525,001 and up	70	9.87%	16.80	72.00	72.00	8.50	13.14
Market Supply of Inventory (MSI)			5.00	12.73	2.55	4.12	7.70
Total Active Inventory by Units		100%	5.00	314	182	161	52



# September 2019

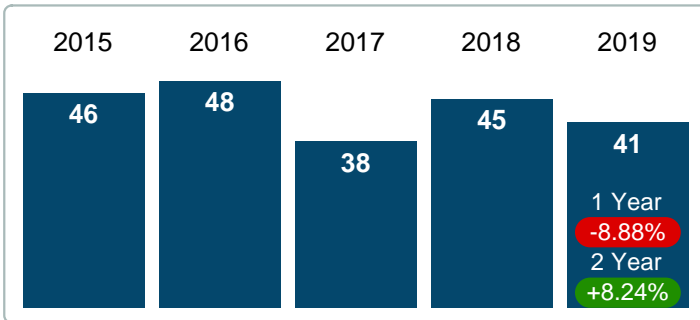
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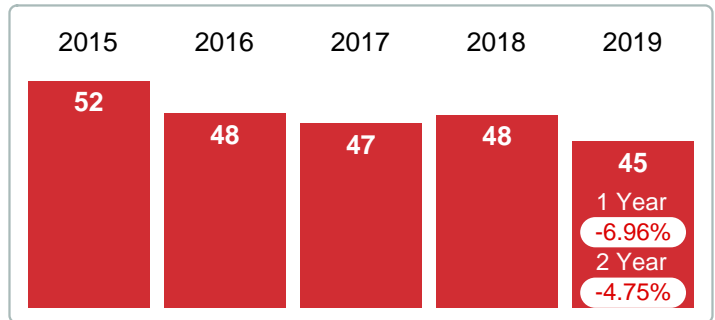
## AVERAGE DAYS ON MARKET TO SALE

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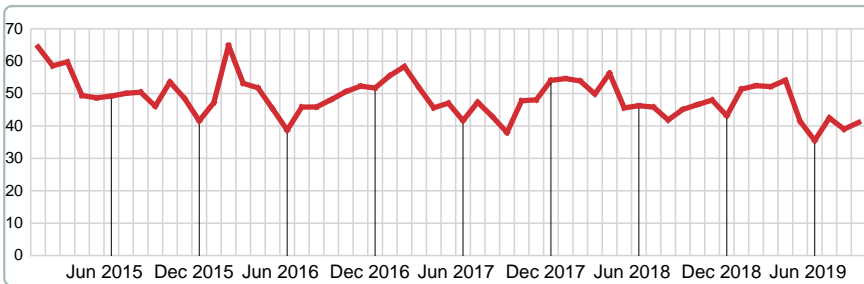
### SEPTEMBER



### YEAR TO DATE (YTD)

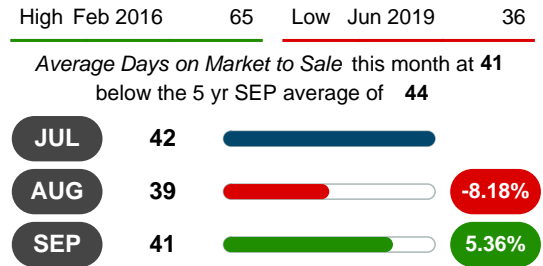


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 44



### 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
\$50,000 and less	9.64%	56	70	29	2	0
\$50,001 - \$125,000	12.65%	40	54	18	20	0
\$125,001 - \$150,000	10.24%	34	42	36	19	0
\$150,001 - \$175,000	13.25%	43	68	18	151	0
\$175,001 - \$225,000	27.11%	27	14	21	51	61
\$225,001 - \$325,000	16.27%	48	75	48	38	92
\$325,001 and up	10.84%	59	0	14	65	56
<b>Average Closed DOM</b>		<b>41</b>	<b>49</b>	<b>27</b>	<b>55</b>	<b>65</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>41</b>	<b>42</b>	<b>76</b>	<b>42</b>	<b>6</b>
<b>Total Closed Volume</b>		<b>32,033,099</b>	<b>4.84M</b>	<b>13.58M</b>	<b>11.71M</b>	<b>1.90M</b>



# September 2019

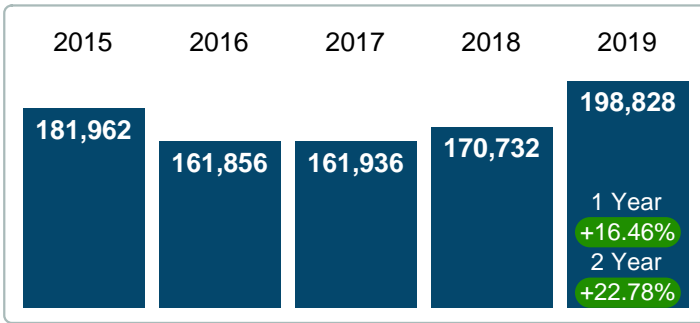
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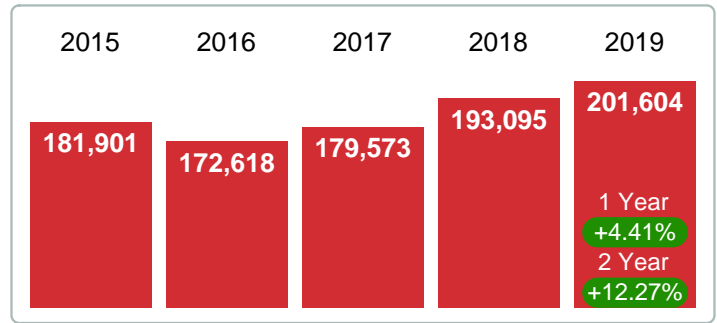
## AVERAGE LIST PRICE AT CLOSING

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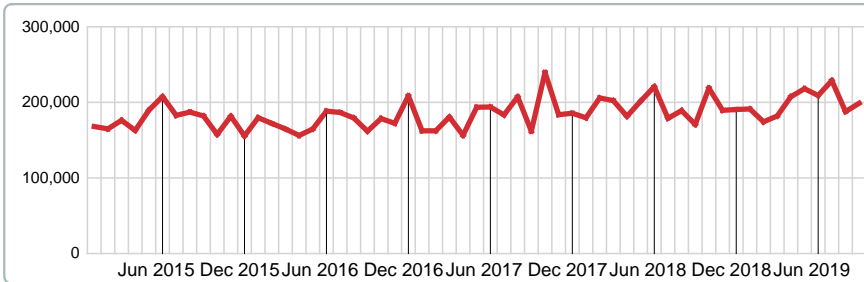
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

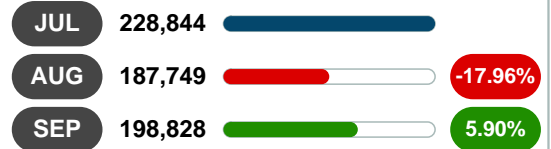


### 3 MONTHS

5 year SEP AVG = 175,063

High Oct 2017 239,418 Low Dec 2015 155,542

Average List Price at Closing this month at **198,828**  
above the 5 yr SEP average of **175,063**



### 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
\$50,000 and less	8.43%	20,543	33,682	9,619	1,625	0
\$50,001 - \$125,000	12.65%	91,224	92,423	107,633	112,700	0
\$125,001 - \$150,000	10.84%	140,031	153,000	141,934	132,283	0
\$150,001 - \$175,000	13.25%	166,616	166,633	167,367	167,391	0
\$175,001 - \$225,000	27.11%	197,933	198,905	196,066	209,053	198,734
\$225,001 - \$325,000	15.66%	267,832	319,500	264,485	270,665	470,000
\$325,001 and up	12.05%	437,268	0	389,000	438,739	512,500
<b>Average List Price</b>		<b>198,828</b>	<b>123,925</b>	<b>181,463</b>	<b>283,765</b>	<b>348,534</b>
<b>Total Closed Units</b>	100%	<b>166</b>	<b>42</b>	<b>76</b>	<b>42</b>	<b>6</b>
<b>Total Closed Volume</b>		<b>33,005,367</b>	<b>5.20M</b>	<b>13.79M</b>	<b>11.92M</b>	<b>2.09M</b>





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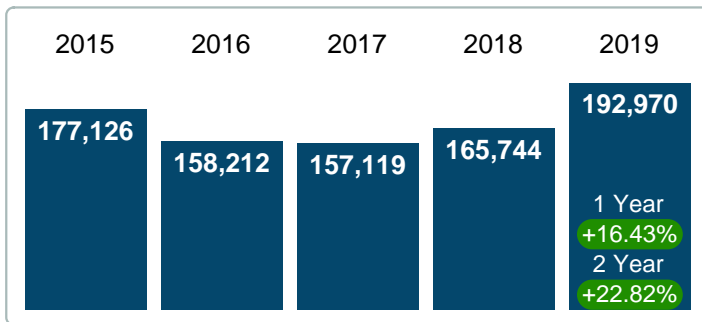
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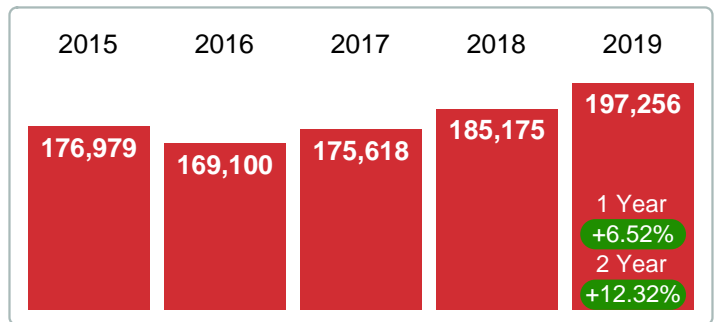
## AVERAGE SOLD PRICE AT CLOSING

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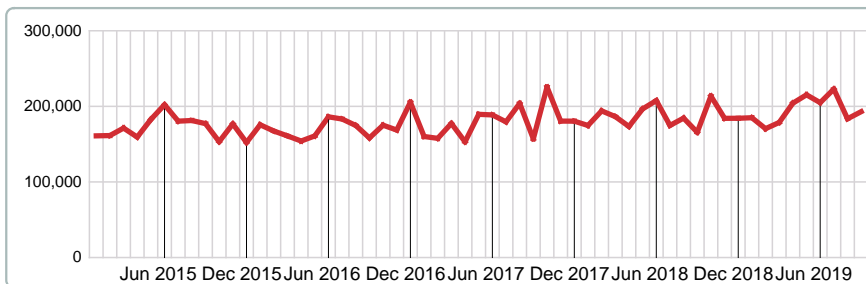
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

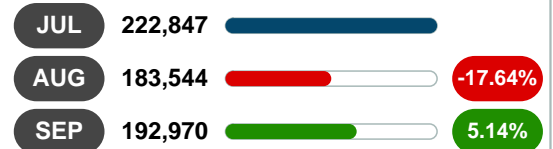


### 3 MONTHS

5 year SEP AVG = 170,234

High Oct 2017 225,516 Low Dec 2015 152,155

Average Sold Price at Closing this month at **192,970** above the 5 yr SEP average of **170,234**



### 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
\$50,000 and less	9.64%	19,321	26,136	4,944	1,864	0
\$50,001 - \$125,000	12.65%	92,143	86,115	99,267	109,950	0
\$125,001 - \$150,000	10.24%	139,512	139,750	140,775	134,300	0
\$150,001 - \$175,000	13.25%	165,059	163,333	165,200	166,034	0
\$175,001 - \$225,000	27.11%	196,930	197,105	194,371	205,794	192,268
\$225,001 - \$325,000	16.27%	263,920	247,000	262,003	265,074	310,000
\$325,001 and up	10.84%	433,238	0	377,500	430,592	507,500
<b>Average Sold Price</b>		<b>192,970</b>	<b>115,206</b>	<b>178,677</b>	<b>278,886</b>	<b>316,967</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>166</b>	<b>42</b>	<b>76</b>	<b>42</b>	<b>6</b>
<b>Total Closed Volume</b>		<b>32,033,099</b>	<b>4.84M</b>	<b>13.58M</b>	<b>11.71M</b>	<b>1.90M</b>



# September 2019

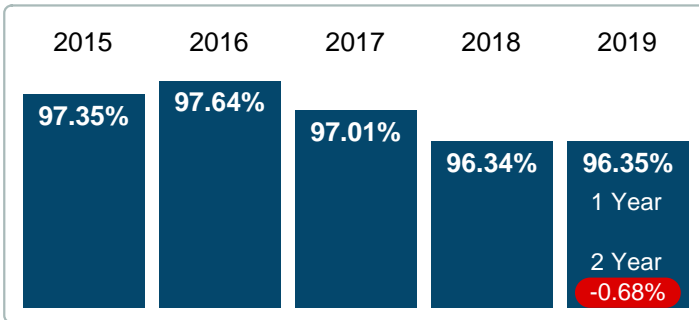
Area Delimited by County Of Rogers



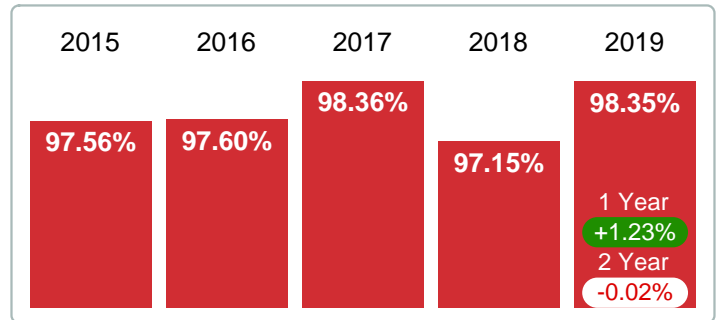
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

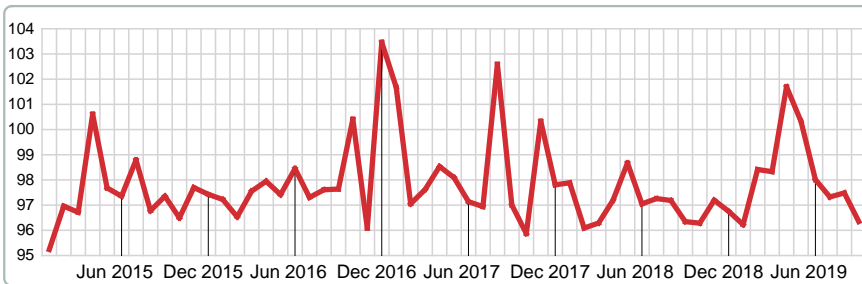
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

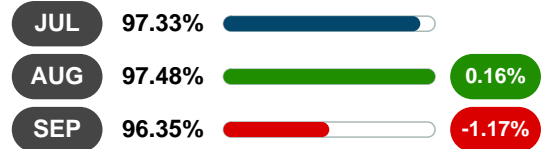


### 3 MONTHS

5 year SEP AVG = 96.94%

High Dec 2016 103.46% Low Jan 2015 95.24%

Average Sold/List Ratio this month at **96.35%**  
below the 5 yr SEP average of **96.94%**



## 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
\$50,000 and less	16	9.64%	85.09%	80.60%	90.03%	114.71%	0.00%
\$50,001 - \$125,000	21	12.65%	93.90%	93.39%	93.77%	97.57%	0.00%
\$125,001 - \$150,000	17	10.24%	98.72%	91.49%	99.22%	101.50%	0.00%
\$150,001 - \$175,000	22	13.25%	98.78%	98.61%	98.75%	99.14%	0.00%
\$175,001 - \$225,000	45	27.11%	98.91%	99.16%	99.20%	98.52%	96.91%
\$225,001 - \$325,000	27	16.27%	95.94%	77.29%	99.20%	98.21%	65.96%
\$325,001 and up	18	10.84%	98.19%	0.00%	96.95%	98.25%	99.00%
Average Sold/List Ratio		96.30%		91.07%	98.14%	98.95%	92.45%
Total Closed Units	166	100%	96.30%	42	76	42	6
Total Closed Volume	32,033,099			4.84M	13.58M	11.71M	1.90M

# September 2019

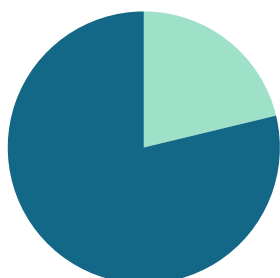
Area Delimited by County Of Rogers



## MARKET SUMMARY

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

### INVENTORY

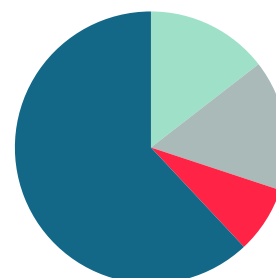


**Inventory**  
 New Listings  
**231 = 21.23%**  
 Start Inventory  
**857**  
 Total Inventory Units  
**1,088**  
 Volume  
**\$289,165,330**

### Market Activity

Closed Sales  
**166 = 14.51%**  
 Pending Sales  
**178 = 15.56%**  
 Other Off Market  
**91 = 7.95%**  
 Active Inventory  
**709 = 61.98%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	118	166	40.68%	1,246	1,309	5.06%
Pending Sales	142	178	25.35%	1,304	1,416	8.59%
New Listings	206	231	12.14%	2,156	2,291	6.26%
Average List Price	170,732	198,828	16.46%	193,095	201,604	4.41%
Average Sale Price	165,744	192,970	16.43%	185,175	197,256	6.52%
Average Percent of Selling Price to List Price	96.34%	96.35%	0.00%	97.15%	98.35%	1.23%
Average Days on Market to Sale	45.09	41.09	-8.88%	48.07	44.73	-6.96%
Monthly Inventory	849	709	-16.49%	849	709	-16.49%
Months Supply of Inventory	6.30	5.00	-20.71%	6.30	5.00	-20.71%

**Absorption:** Last 12 months, an Average of **142** Sales/Month

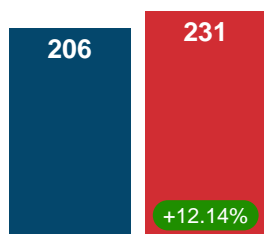
**Inventory** on September 30, 2019 = **709**

**2018** **2019**

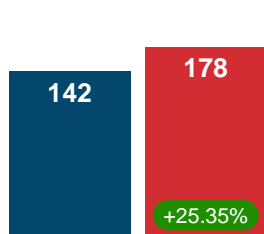
### SEPTEMBER MARKET

### AVERAGE PRICES

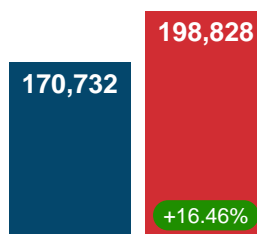
#### New Listings



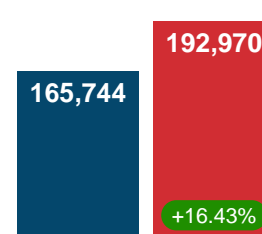
#### Pending Listings



#### List Price



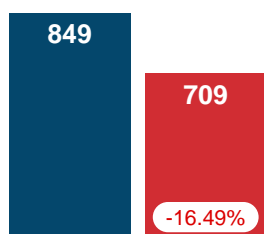
#### Sale Price



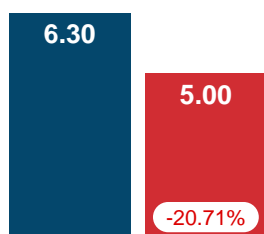
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

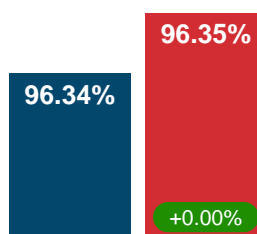
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

