



September 2019

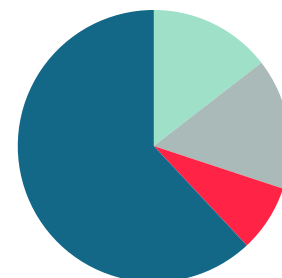
Area Delimited by County Of Rogers



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%
Median List Price	146,000	188,750	29.28%
Median Sale Price	145,500	187,275	28.71%
Median Percent of Selling Price to List Price	98.20%	100.00%	1.84%
Median Days on Market to Sale	29.50	18.50	-37.29%
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.

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 **28.71%** in September 2019 to \$187,275 versus the previous year at \$145,500.

Median Days on Market Shortens

The median number of **18.50** days that homes spent on the market before selling decreased by 11.00 days or **37.29%** in September 2019 compared to last year's same month at **29.50** DOM.

Sales Success for September 2019 is Positive

Overall, with Median 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.

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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



September 2019

Area Delimited by County Of Rogers

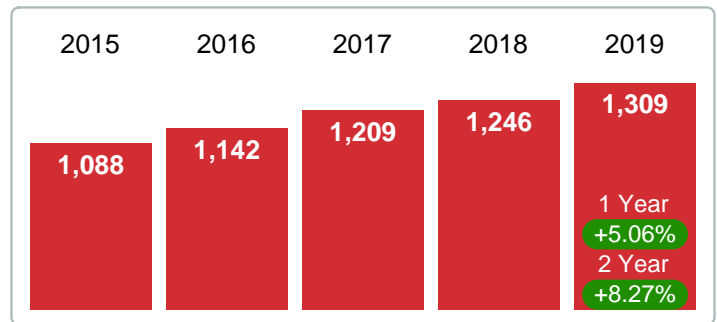
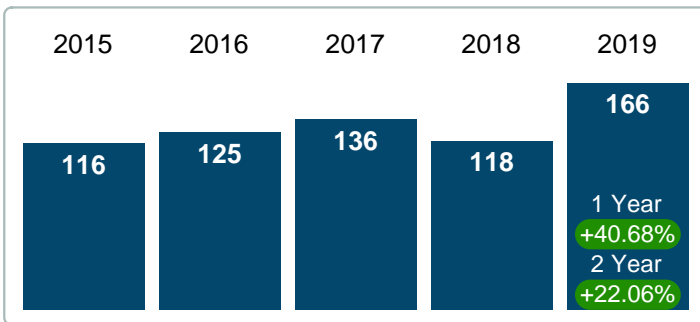


CLOSED LISTINGS

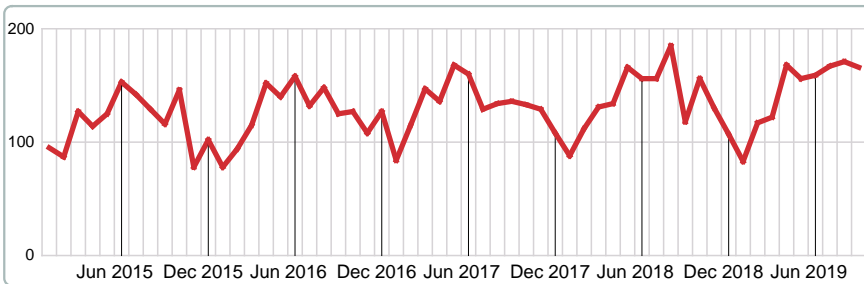
Report produced on Oct 11, 2019 for MLS Technology Inc.

SEPTEMBER

YEAR TO DATE (YTD)

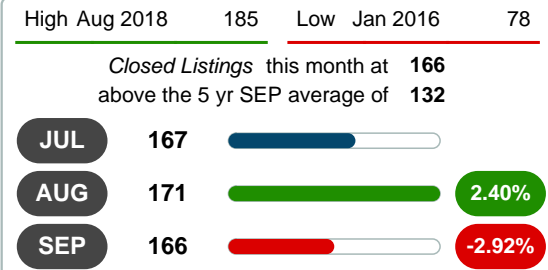


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 132



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	16	9.64%	44.0	11	4	1	0
\$50,001 - \$125,000	21	12.65%	16.0	13	6	2	0
\$125,001 - \$150,000	17	10.24%	19.0	2	12	3	0
\$150,001 - \$175,000	22	13.25%	11.5	3	16	3	0
\$175,001 - \$225,000	45	27.11%	6.0	11	23	8	3
\$225,001 - \$325,000	27	16.27%	21.0	2	13	11	1
\$325,001 and up	18	10.84%	40.0	0	2	14	2
Total Closed Units	166			42	76	42	6
Total Closed Volume	32,033,099	100%	18.5	4.84M	13.58M	11.71M	1.90M
Median Closed Price	\$187,275			\$106,000	\$177,450	\$259,450	\$257,500



September 2019

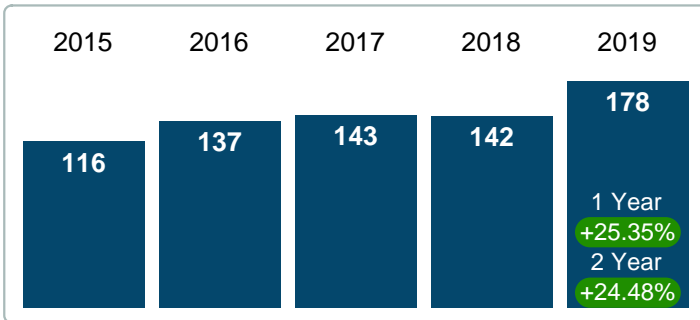
Area Delimited by County Of Rogers



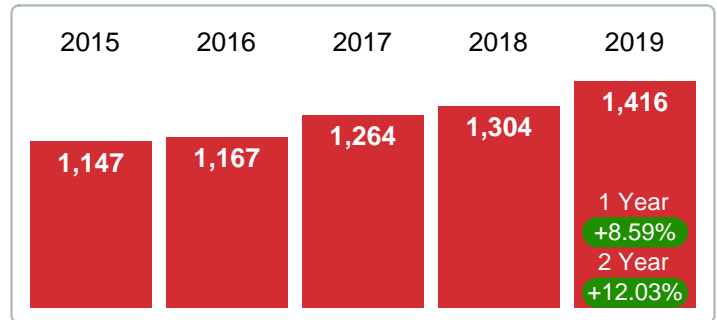
PENDING LISTINGS

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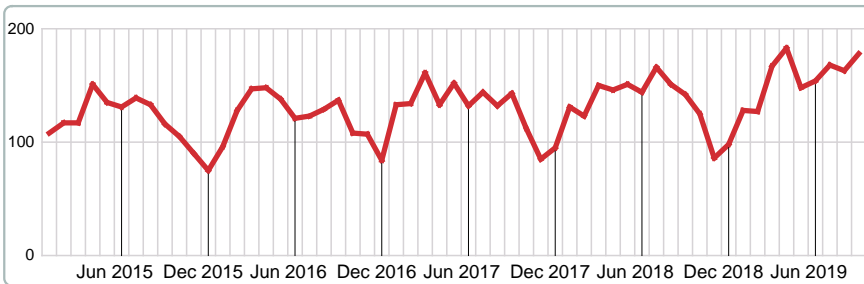
SEPTEMBER



YEAR TO DATE (YTD)

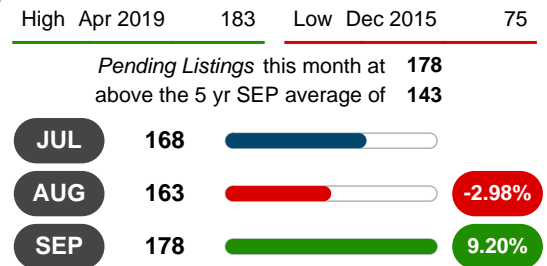


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 143



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	13	7.30%	76.0	10	3	0	0
\$50,001 - \$100,000	17	9.55%	37.0	8	6	3	0
\$100,001 - \$125,000	15	8.43%	17.0	4	11	0	0
\$125,001 - \$175,000	43	24.16%	24.0	6	33	3	1
\$175,001 - \$250,000	43	24.16%	4.0	11	22	9	1
\$250,001 - \$375,000	28	15.73%	35.0	0	15	12	1
\$375,001 and up	19	10.67%	79.0	3	7	8	1
Total Pending Units	178			42	97	35	4
Total Pending Volume	38,316,826	100%	22.5	6.93M	19.21M	11.09M	1.08M
Median Listing Price	\$179,450			\$124,950	\$168,500	\$280,912	\$245,902



September 2019

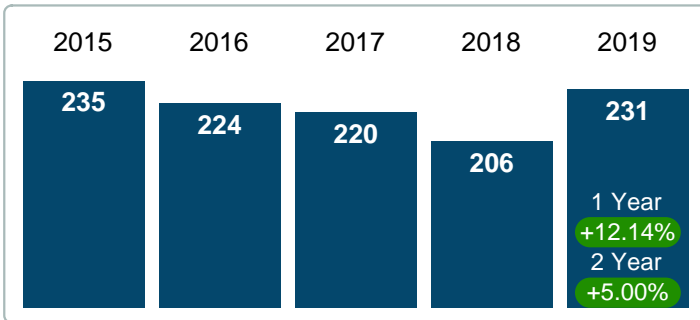
Area Delimited by County Of Rogers



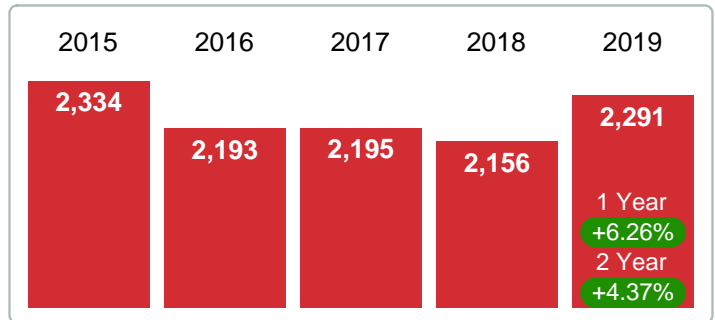
NEW LISTINGS

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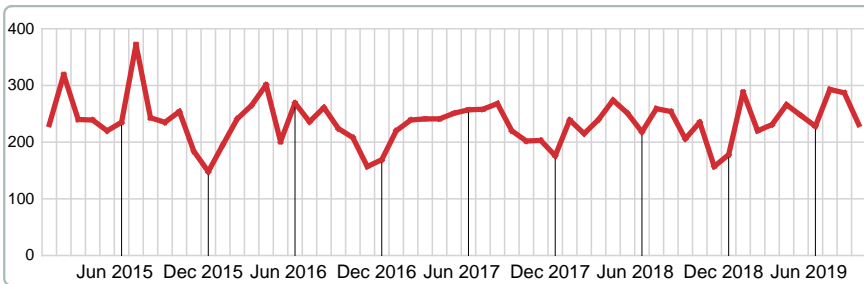
SEPTEMBER



YEAR TO DATE (YTD)

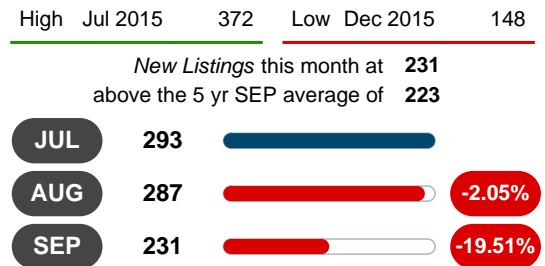


5 YEAR MARKET ACTIVITY TRENDS



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
Total New Listed Units	231		77	90	51	13
Total New Listed Volume	54,448,042	100%	11.93M	19.82M	15.79M	6.90M
Median New Listed Listing Price	\$178,000		\$50,000	\$176,500	\$280,912	\$415,000



September 2019

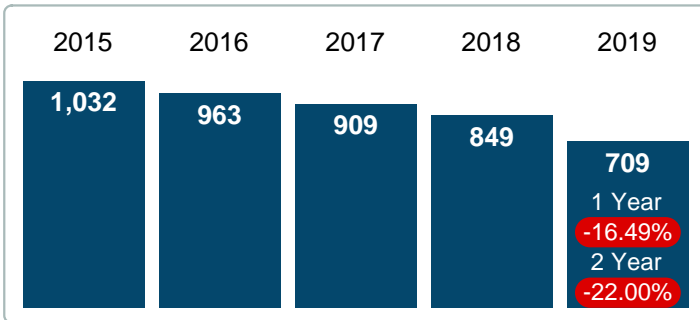
Area Delimited by County Of Rogers



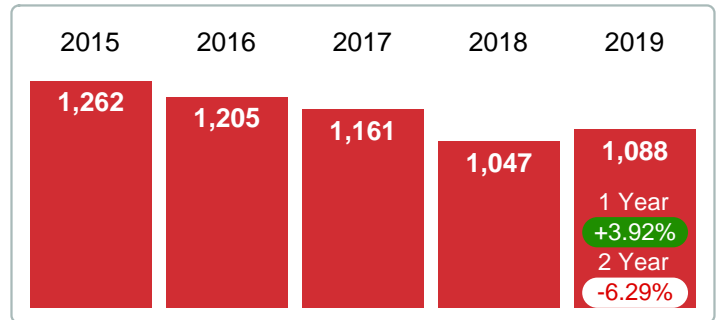
ACTIVE INVENTORY

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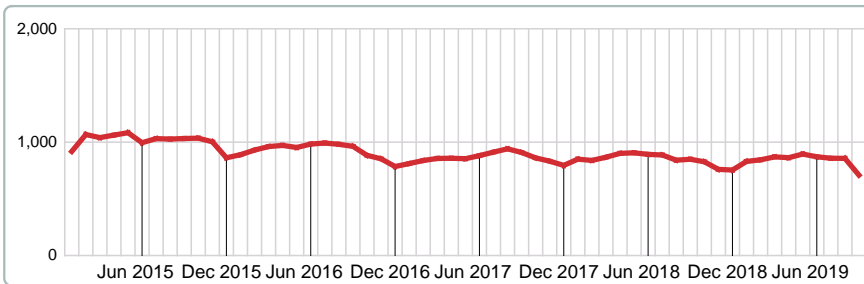
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

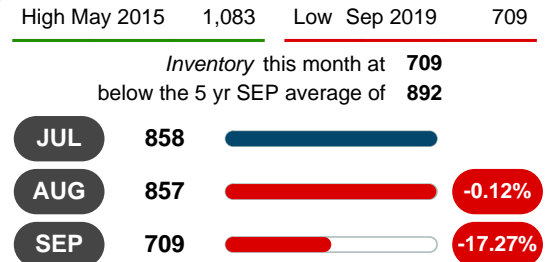


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 892



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	48	6.77%	46.0	33	11	4	0
\$25,001 - \$75,000	111	15.66%	48.0	100	8	3	0
\$75,001 - \$150,000	104	14.67%	63.0	55	41	7	1
\$150,001 - \$250,000	179	25.25%	63.0	67	64	47	1
\$250,001 - \$350,000	100	14.10%	68.0	24	29	35	12
\$350,001 - \$525,000	97	13.68%	73.0	11	23	48	15
\$525,001 and up	70	9.87%	59.5	24	6	17	23
Total Active Inventory by Units		709		314	182	161	52
Total Active Inventory by Volume		197,464,512	100%	61.25M	39.91M	53.29M	43.02M
Median Active Inventory Listing Price		\$182,541		\$104,500	\$175,445	\$299,900	\$487,500



September 2019

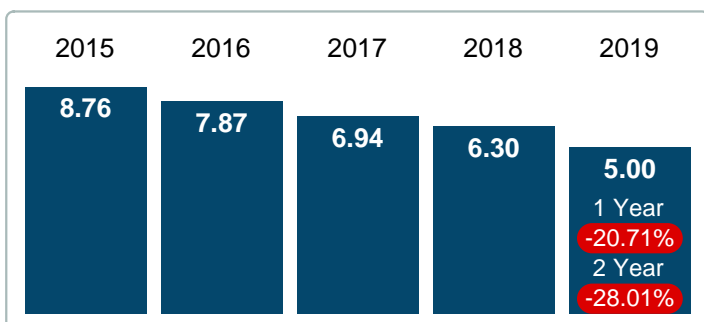
Area Delimited by County Of Rogers



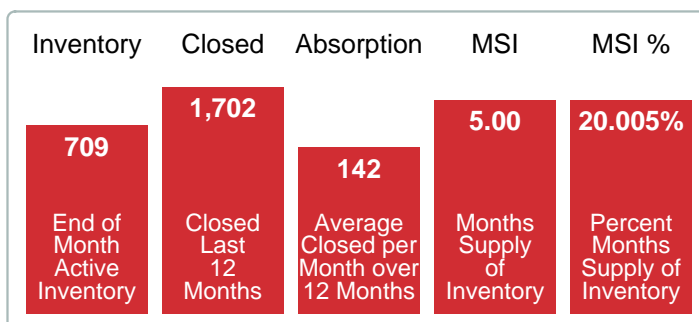
MONTHS SUPPLY of INVENTORY (MSI)

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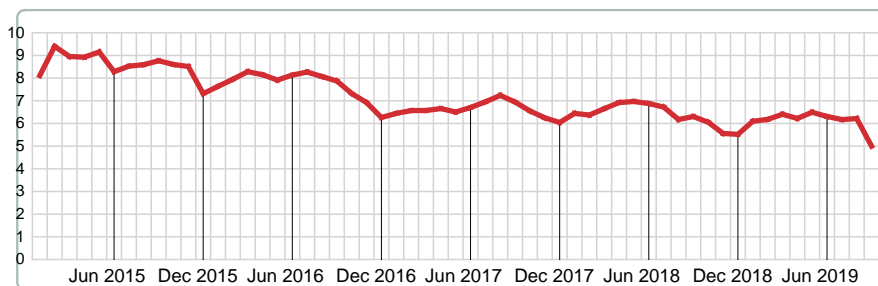
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2019

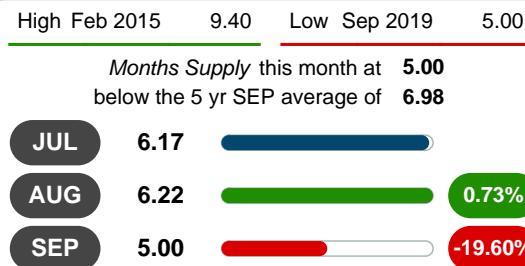


5 YEAR MARKET ACTIVITY TRENDS



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

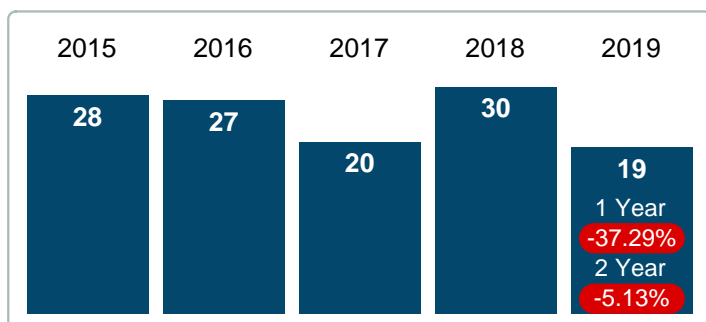
Area Delimited by County Of Rogers



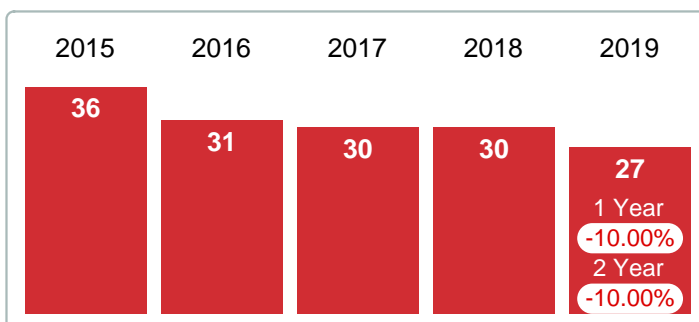
MEDIAN DAYS ON MARKET TO SALE

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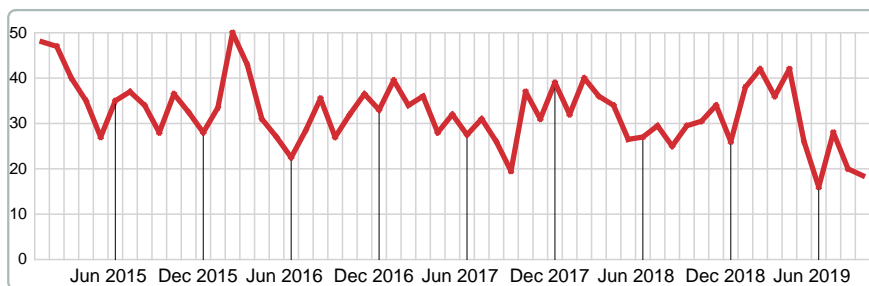
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

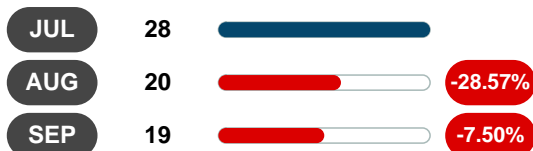


3 MONTHS

5 year SEP AVG = 25

High Feb 2016 50 Low Jun 2019 16

Median Days on Market to Sale this month at 19 below the 5 yr SEP average of 25



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
\$50,000 and less	9.64%	44	73	16	2	0
\$50,001 - \$125,000	12.65%	16	29	10	20	0
\$125,001 - \$150,000	10.24%	19	42	35	11	0
\$150,001 - \$175,000	13.25%	12	20	7	158	0
\$175,001 - \$225,000	27.11%	6	3	6	28	24
\$225,001 - \$325,000	16.27%	21	75	34	20	92
\$325,001 and up	10.84%	40	0	14	42	56
Median Closed DOM		19	19	12	24	58
Total Closed Units	100%	166	42	76	42	6
Total Closed Volume		32,033,099	4.84M	13.58M	11.71M	1.90M



September 2019

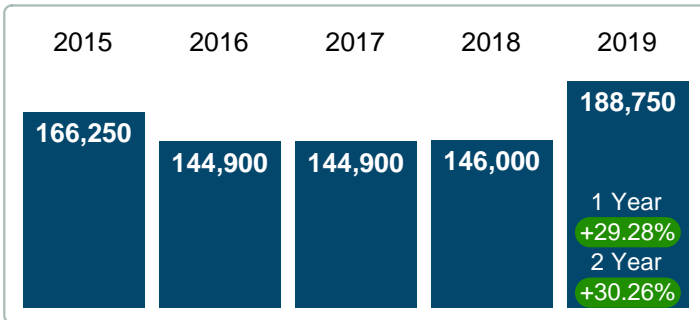
Area Delimited by County Of Rogers



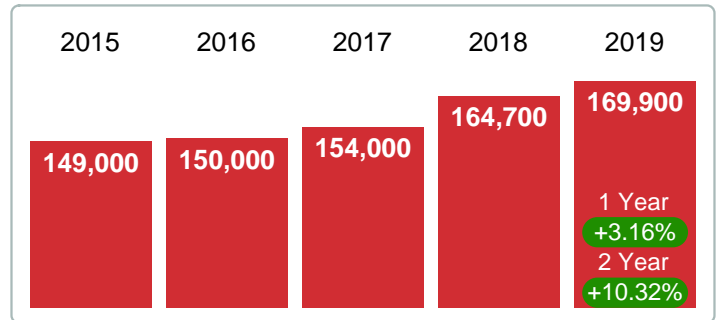
MEDIAN LIST PRICE AT CLOSING

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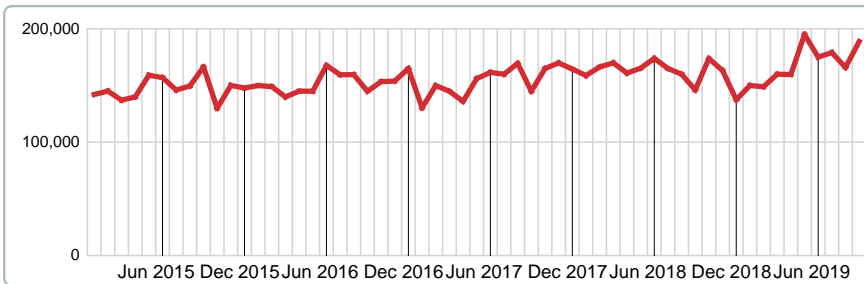
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

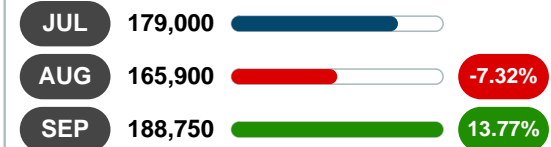


3 MONTHS

5 year SEP AVG = 158,160

High May 2019 194,950 Low Oct 2015 129,900

Median List Price at Closing this month at **188,750**
above the 5 yr SEP average of **158,160**



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
\$50,000 and less	8.43%	18,250	29,000	3,688	1,625	0
\$50,001 - \$125,000	12.65%	89,900	79,500	99,900	112,700	0
\$125,001 - \$150,000	10.84%	143,083	145,000	143,989	129,950	0
\$150,001 - \$175,000	13.25%	168,723	167,000	167,716	169,730	0
\$175,001 - \$225,000	27.11%	191,803	191,803	191,803	209,959	191,803
\$225,001 - \$325,000	15.66%	268,557	314,000	267,213	266,900	0
\$325,001 and up	12.05%	404,700	0	389,000	390,000	500,000
Median List Price		188,750	114,500	177,450	261,900	344,750
Total Closed Units	100%	188,750	42	76	42	6
Total Closed Volume		33,005,367	5.20M	13.79M	11.92M	2.09M



September 2019

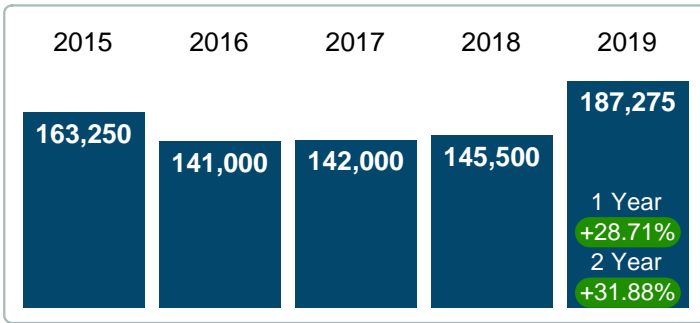
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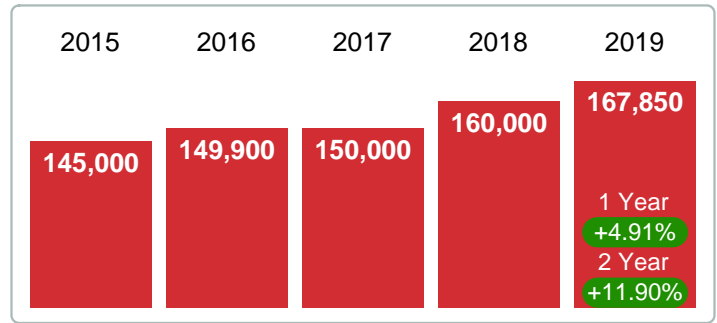
MEDIAN SOLD PRICE AT CLOSING

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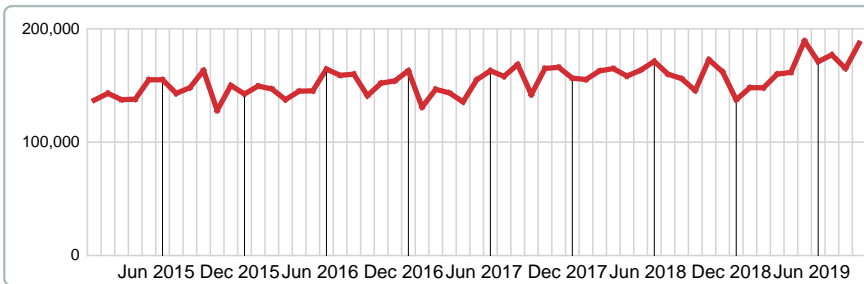
SEPTEMBER



YEAR TO DATE (YTD)

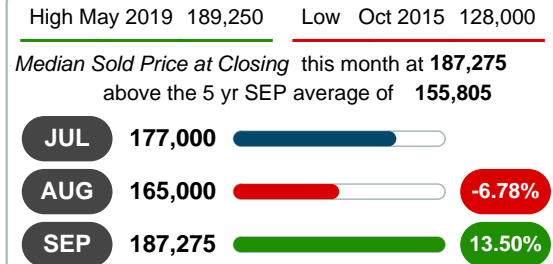


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 155,805



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
\$50,000 and less	16	9.64%	15,750	25,000	4,238	1,864	0
\$50,001 - \$125,000	21	12.65%	99,000	79,000	104,850	109,950	0
\$125,001 - \$150,000	17	10.24%	140,000	139,750	143,083	134,000	0
\$150,001 - \$175,000	22	13.25%	164,000	160,000	164,000	169,730	0
\$175,001 - \$225,000	45	27.11%	191,803	191,803	191,803	205,000	191,803
\$225,001 - \$325,000	27	16.27%	265,000	247,000	267,000	265,000	310,000
\$325,001 and up	18	10.84%	396,500	0	377,500	382,243	507,500
Median Sold Price			187,275	106,000	177,450	259,450	257,500
Total Closed Units		100%	166	42	76	42	6
Total Closed Volume			32,033,099	4.84M	13.58M	11.71M	1.90M



September 2019

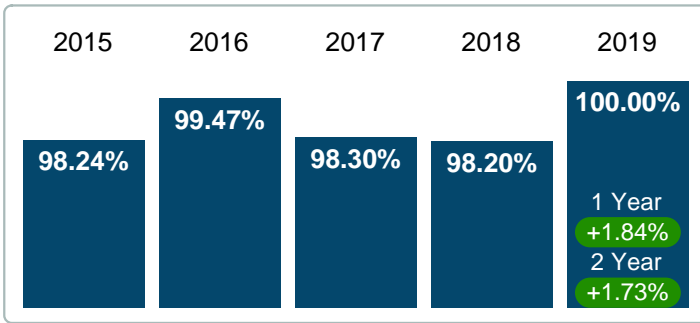
Area Delimited by County Of Rogers



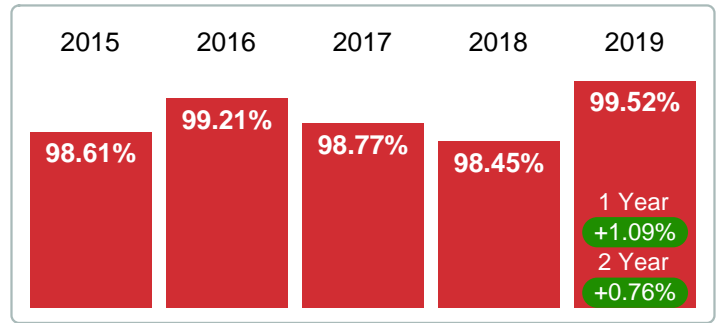
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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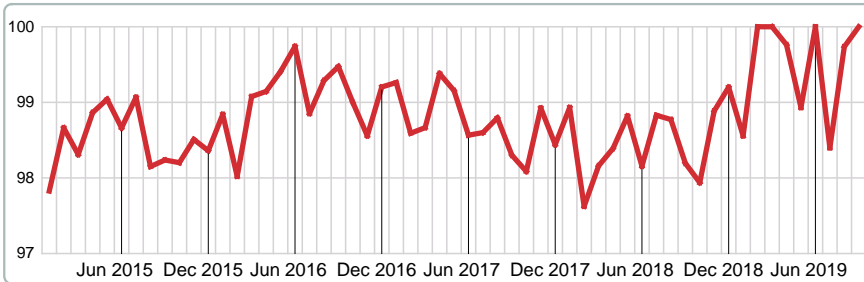
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

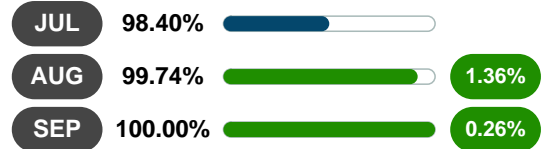


3 MONTHS

5 year SEP AVG = 98.84%

High Sep 2019 100.00% Low Feb 2018 97.62%

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



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
\$50,000 and less	16	9.64%	89.02%	86.21%	104.17%	114.71%	0.00%
\$50,001 - \$125,000	21	12.65%	95.96%	95.83%	95.83%	97.57%	0.00%
\$125,001 - \$150,000	17	10.24%	100.00%	91.49%	100.00%	102.16%	0.00%
\$150,001 - \$175,000	22	13.25%	100.00%	100.00%	100.00%	100.00%	0.00%
\$175,001 - \$225,000	45	27.11%	100.00%	100.00%	100.00%	99.29%	97.35%
\$225,001 - \$325,000	27	16.27%	98.18%	77.29%	100.00%	98.11%	65.96%
\$325,001 and up	18	10.84%	97.49%	0.00%	96.95%	97.37%	99.00%
Median Sold/List Ratio		100.00%		95.47%	100.00%	98.15%	97.67%
Total Closed Units		166	100%	42	76	42	6
Total Closed Volume		32,033,099		4.84M	13.58M	11.71M	1.90M



September 2019

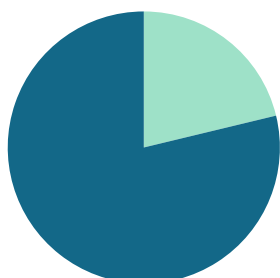
Area Delimited by County Of Rogers



MARKET SUMMARY

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

INVENTORY

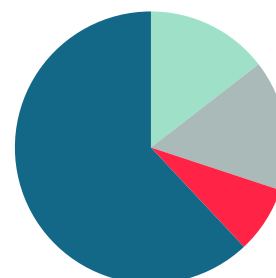


Inventory
 New Listings
231 = 21.23%
 Start Inventory
857
 Total Inventory Units
1,088
 Volume
\$289,165,330

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%
Median List Price	146,000	188,750	29.28%	164,700	169,900	3.16%
Median Sale Price	145,500	187,275	28.71%	160,000	167,850	4.91%
Median Percent of Selling Price to List Price	98.20%	100.00%	1.84%	98.45%	99.52%	1.09%
Median Days on Market to Sale	29.50	18.50	-37.29%	30.00	27.00	-10.00%
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%

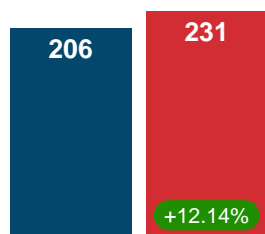
Absorption: Last 12 months, an Average of **142** Sales/Month

Inventory on September 30, 2019 = **709** 2018 2019

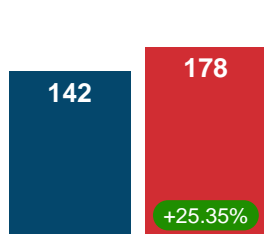
SEPTEMBER MARKET

MEDIAN PRICES

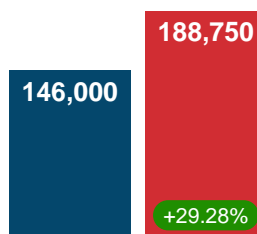
New Listings



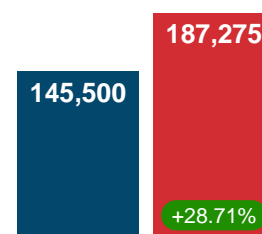
Pending Listings



List Price



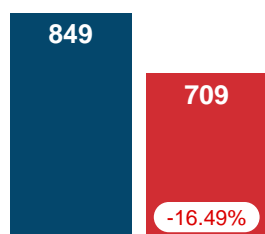
Sale Price



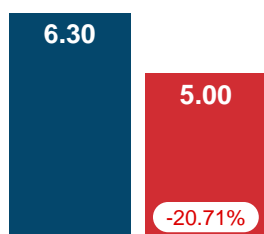
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

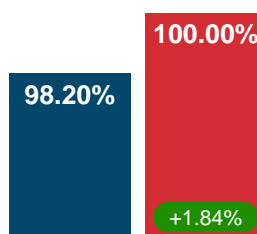
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

