



April 2020

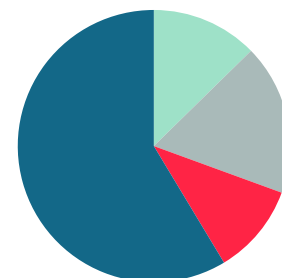
Area Delimited by County Of Rogers



MONTHLY INVENTORY ANALYSIS

Report produced on May 11, 2020 for MLS Technology Inc.

Compared Metrics	2019	April 2020	+/-%
Closed Listings	168	116	-30.95%
Pending Listings	181	164	-9.39%
New Listings	266	201	-24.44%
Average List Price	207,501	208,907	0.68%
Average Sale Price	204,224	205,043	0.40%
Average Percent of Selling Price to List Price	101.70%	97.38%	-4.25%
Average Days on Market to Sale	54.10	42.86	-20.77%
End of Month Inventory	877	537	-38.77%
Months Supply of Inventory	6.32	3.68	-41.81%



■ Closed (12.66%)
■ Pending (17.90%)
■ Other OffMarket (10.81%)
■ Active (58.62%)

Absorption: Last 12 months, an Average of **146** Sales/Month
Active Inventory as of April 30, 2020 = **537**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2020 decreased **38.77%** to 537 existing homes available for sale. Over the last 12 months this area has had an average of 146 closed sales per month. This represents an unsold inventory index of **3.68** 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 **0.40%** in April 2020 to \$205,043 versus the previous year at \$204,224.

Average Days on Market Shortens

The average number of **42.86** days that homes spent on the market before selling decreased by 11.24 days or **20.77%** in April 2020 compared to last year's same month at **54.10** DOM.

Sales Success for April 2020 is Positive

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

There were 201 New Listings in April 2020, down **24.44%** from last year at 266. Furthermore, there were 116 Closed Listings this month versus last year at 168, a **-30.95%** decrease.

Closed versus Listed trends yielded a **57.7%** ratio, down from previous year's, April 2019, at **63.2%**, a **8.62%** 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

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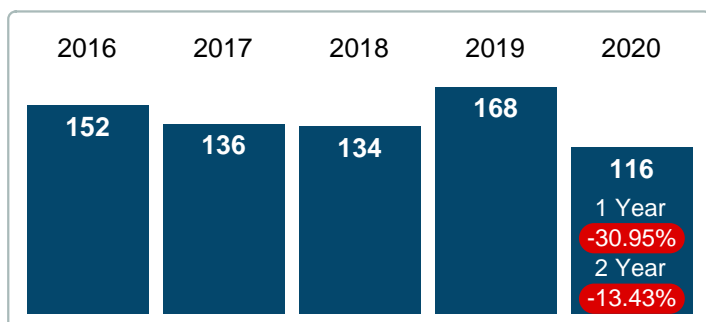
Area Delimited by County Of Rogers



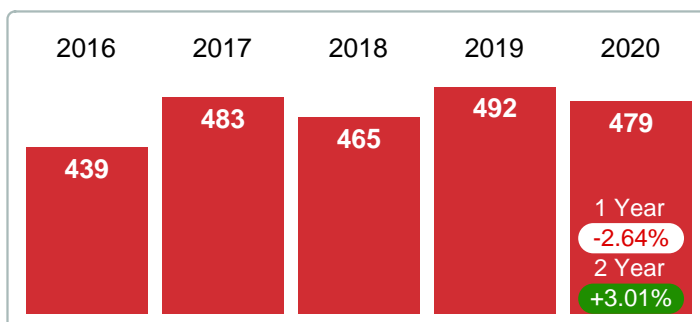
CLOSED LISTINGS

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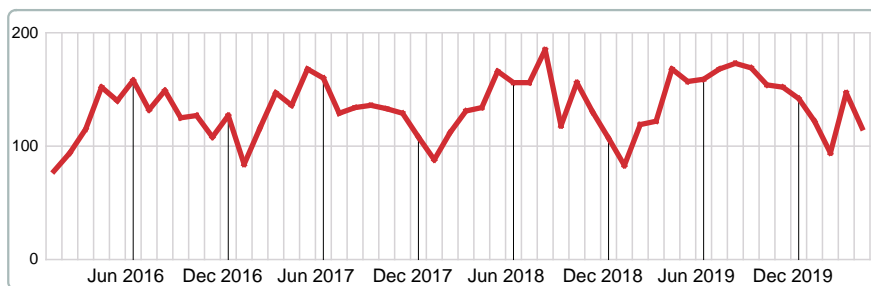
APRIL



YEAR TO DATE (YTD)

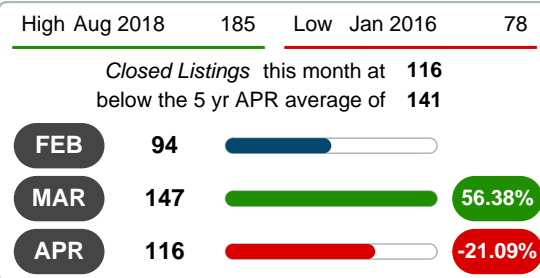


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 141



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	11	9.48%	65.1	6	2	3	0
\$50,001 - \$100,000	11	9.48%	34.5	3	7	0	1
\$100,001 - \$150,000	19	16.38%	37.1	3	14	2	0
\$150,001 - \$200,000	28	24.14%	32.9	3	17	8	0
\$200,001 - \$275,000	19	16.38%	31.4	1	13	5	0
\$275,001 - \$375,000	13	11.21%	80.0	0	4	7	2
\$375,001 and up	15	12.93%	41.1	0	2	10	3
Total Closed Units	116			16	59	35	6
Total Closed Volume	23,785,041	100%	42.9	1.57M	10.27M	9.47M	2.48M
Average Closed Price	\$205,043			\$98,156	\$174,038	\$270,554	\$412,817

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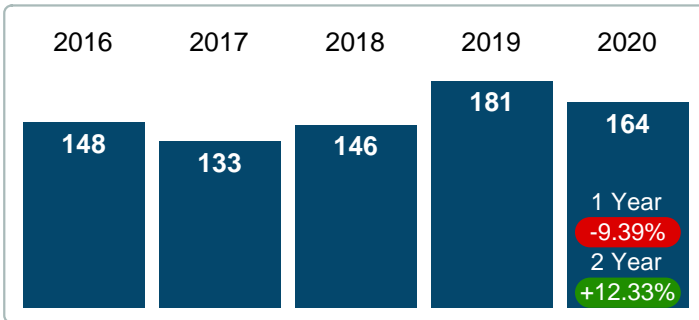
Area Delimited by County Of Rogers



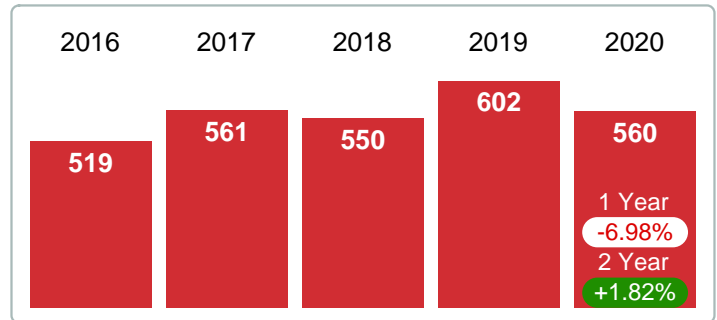
PENDING LISTINGS

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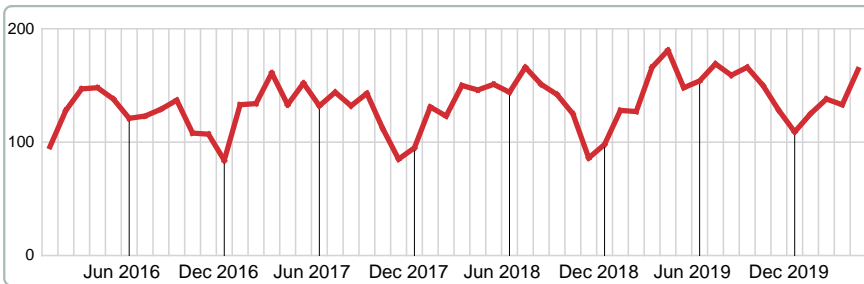
APRIL



YEAR TO DATE (YTD)

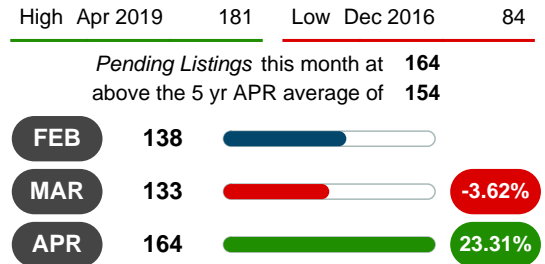


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 154



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	16	9.76%	40.3	11	3	2	0
\$70,001 - \$110,000	16	9.76%	55.4	5	8	2	1
\$110,001 - \$150,000	27	16.46%	26.4	4	23	0	0
\$150,001 - \$220,000	42	25.61%	23.8	1	28	13	0
\$220,001 - \$270,000	25	15.24%	36.8	1	17	6	1
\$270,001 - \$340,000	21	12.80%	46.0	0	12	8	1
\$340,001 and up	17	10.37%	50.2	0	2	12	3
Total Pending Units	164			22	93	43	6
Total Pending Volume	34,038,606	100%	33.8	1.93M	17.38M	12.66M	2.07M
Average Listing Price	\$95,587			\$87,900	\$186,849	\$294,396	\$344,800

April 2020

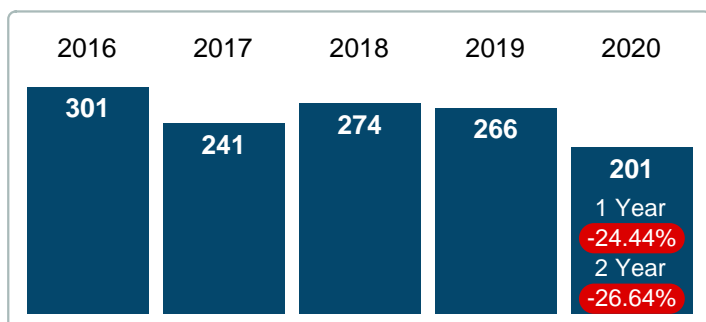
Area Delimited by County Of Rogers



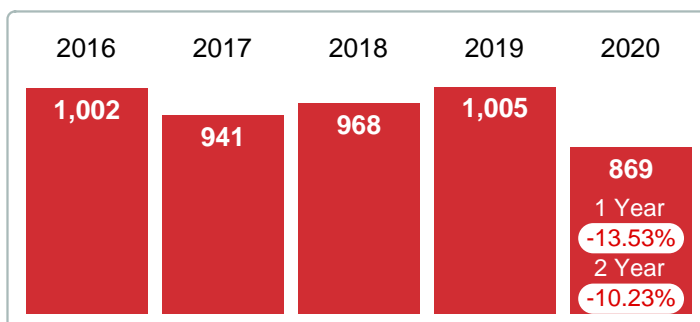
NEW LISTINGS

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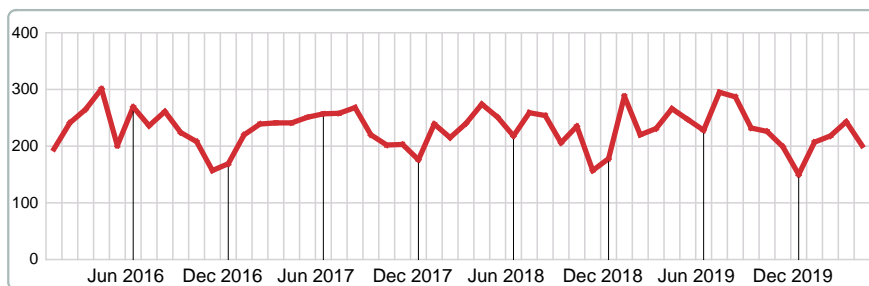
APRIL



YEAR TO DATE (YTD)

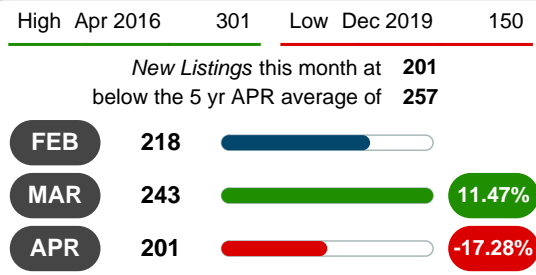


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 257



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%
\$40,000 and less	12	5.97%
\$40,001 - \$90,000	32	15.92%
\$90,001 - \$150,000	28	13.93%
\$150,001 - \$250,000	53	26.37%
\$250,001 - \$310,000	30	14.93%
\$310,001 - \$420,000	25	12.44%
\$420,001 and up	21	10.45%
Total New Listed Units	201	
Total New Listed Volume	49,127,829	100%
Average New Listed Listing Price	\$95,969	

	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	7	4	1	0
\$40,001 - \$90,000	30	2	0	0
\$90,001 - \$150,000	7	21	0	0
\$150,001 - \$250,000	7	34	11	1
\$250,001 - \$310,000	3	13	11	3
\$310,001 - \$420,000	0	3	20	2
\$420,001 and up	4	1	8	8
Total	58	78	51	14
Total New Listed Volume	7.90M	14.59M	16.89M	9.74M
Average New Listed Listing Price	\$136,173	\$187,056	\$331,266	\$696,064



April 2020

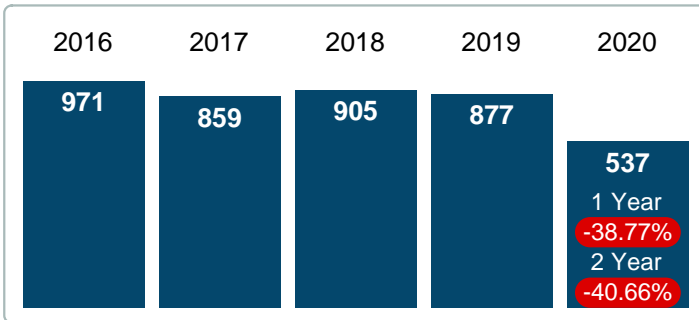
Area Delimited by County Of Rogers



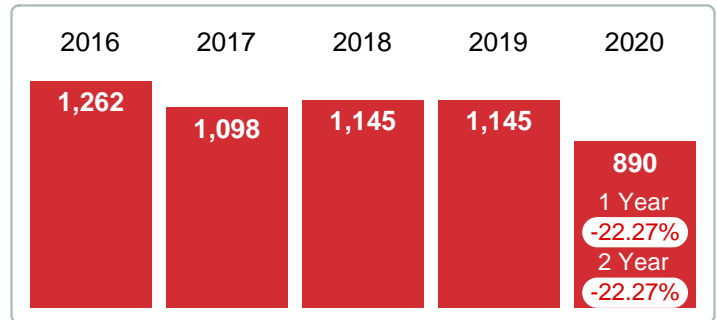
ACTIVE INVENTORY

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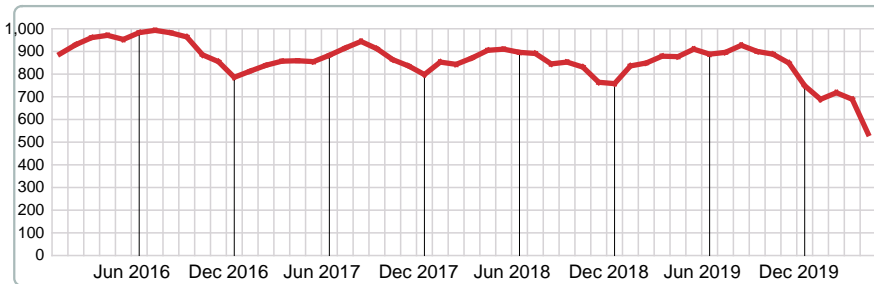
END OF APRIL



ACTIVE DURING APRIL

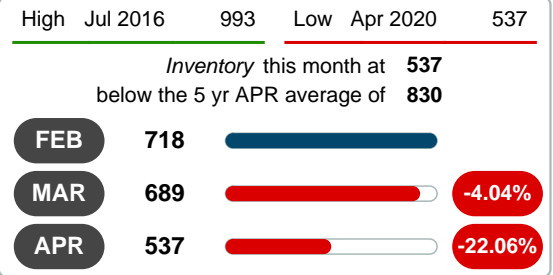


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 830



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	25	4.66%	105.9	20	4	1	0
\$25,001 - \$50,000	87	16.20%	71.8	86	1	0	0
\$50,001 - \$150,000	88	16.39%	79.1	61	23	4	0
\$150,001 - \$275,000	137	25.51%	66.9	31	62	41	3
\$275,001 - \$375,000	79	14.71%	60.5	11	20	35	13
\$375,001 - \$575,000	69	12.85%	64.9	9	6	40	14
\$575,001 and up	52	9.68%	80.1	21	2	11	18
Total Active Inventory by Units			537	239	118	132	48
Total Active Inventory by Volume			155,345,741	50.55M	26.19M	47.51M	31.10M
Average Active Inventory Listing Price			\$289,284	\$211,510	\$221,968	\$359,902	\$647,823

April 2020



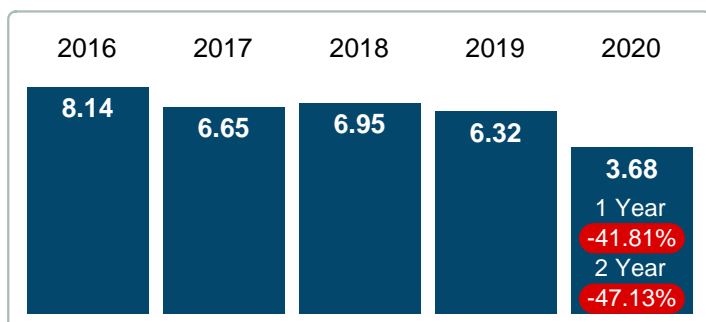
Area Delimited by County Of Rogers



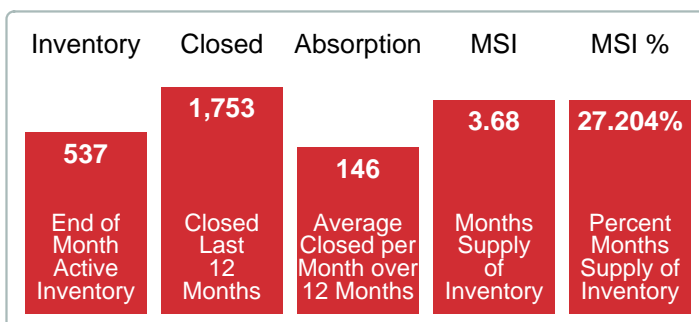
MONTHS SUPPLY of INVENTORY (MSI)

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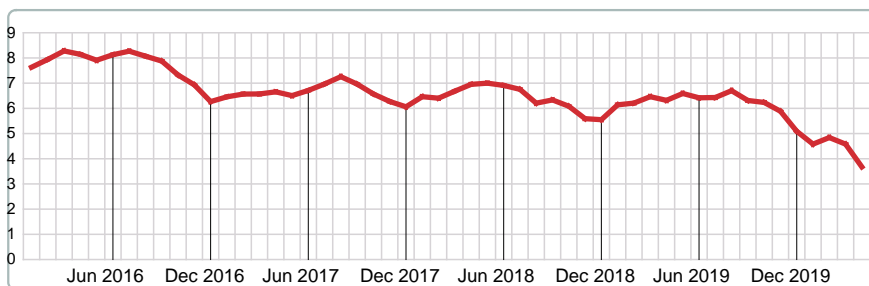
MSI FOR APRIL



INDICATORS FOR APRIL 2020

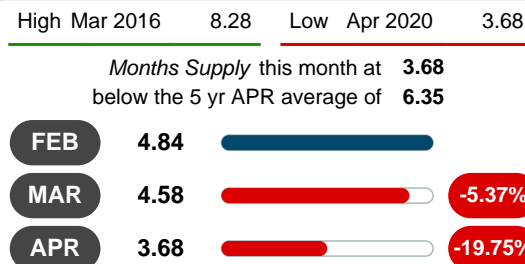


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 6.35



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	25	4.66%	2.31	4.14	0.94	0.57	0.00
\$25,001 - \$50,000	87	16.20%	15.13	19.47	1.00	0.00	0.00
\$50,001 - \$150,000	88	16.39%	2.21	5.76	0.89	1.37	0.00
\$150,001 - \$275,000	137	25.51%	2.37	6.41	1.81	2.33	2.57
\$275,001 - \$375,000	79	14.71%	4.76	44.00	4.36	3.59	6.50
\$375,001 - \$575,000	69	12.85%	5.91	27.00	3.13	5.22	8.00
\$575,001 and up	52	9.68%	14.51	50.40	12.00	6.95	12.71
Market Supply of Inventory (MSI)			3.68	9.31	1.64	3.17	7.11
Total Active Inventory by Units		100%	537	239	118	132	48

April 2020



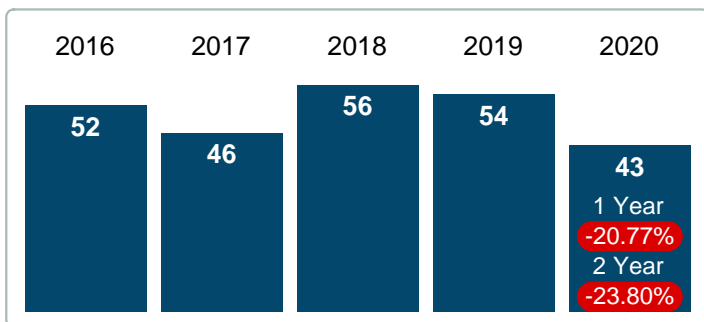
Area Delimited by County Of Rogers



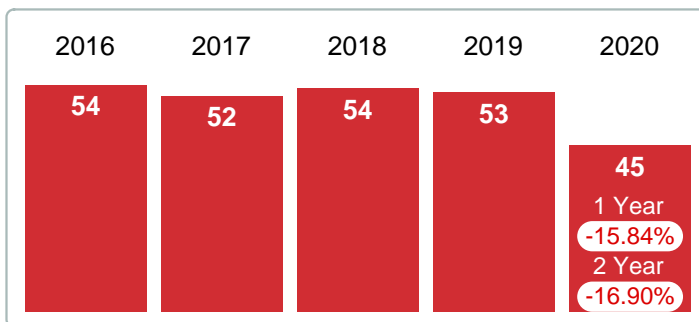
AVERAGE DAYS ON MARKET TO SALE

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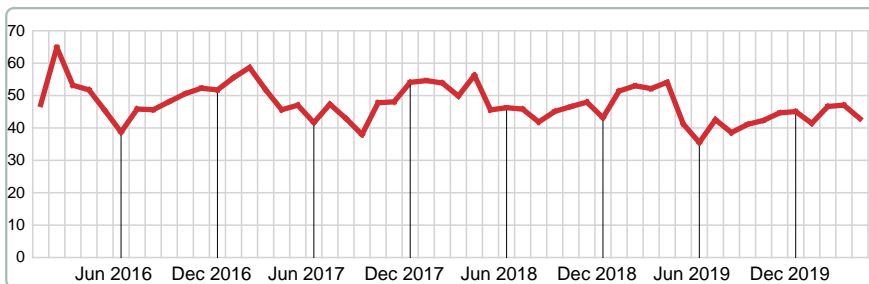
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

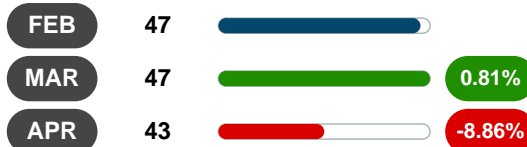


3 MONTHS

5 year APR AVG = 50

High Feb 2016 65 Low Jun 2019 36

Average Days on Market to Sale this month at 43 below the 5 yr APR average of 50



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	9.48%	65	90	10	52	0
\$50,001 - \$100,000	9.48%	35	49	28	0	37
\$100,001 - \$150,000	16.38%	37	52	39	4	0
\$150,001 - \$200,000	24.14%	33	69	20	47	0
\$200,001 - \$275,000	16.38%	31	144	13	55	0
\$275,001 - \$375,000	11.21%	80	0	24	102	116
\$375,001 and up	12.93%	41	0	38	40	48
Average Closed DOM		43	74	25	55	69
Total Closed Units	100%	43	16	59	35	6
Total Closed Volume			1.57M	10.27M	9.47M	2.48M

April 2020

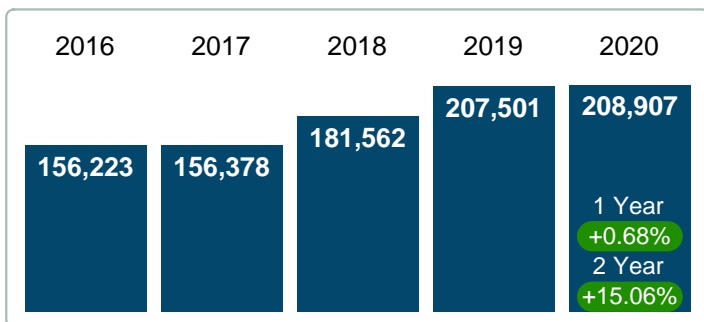
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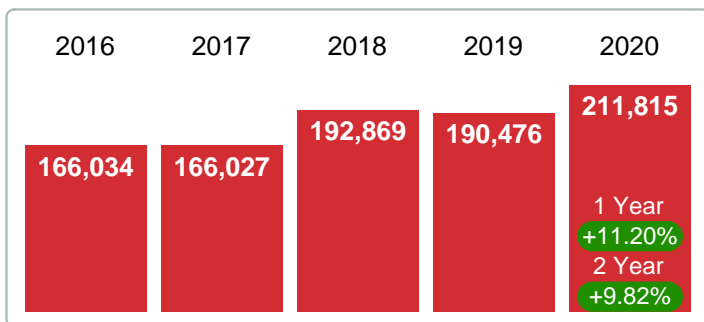
AVERAGE LIST PRICE AT CLOSING

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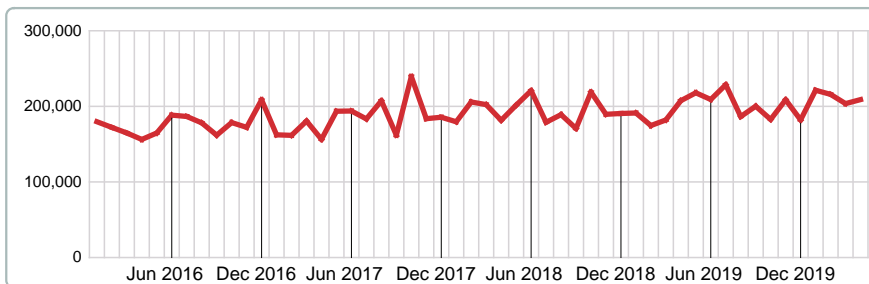
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

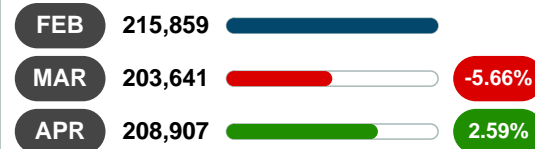


3 MONTHS

5 year APR AVG = 182,114

High Oct 2017 239,418 Low Apr 2016 156,223

Average List Price at Closing this month at **208,907** above the 5 yr APR average of **182,114**



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	9.48%	17,966	31,833	1,075	1,493	0
\$50,001 - \$100,000	8.62%	83,020	84,967	86,457	0	85,000
\$100,001 - \$150,000	16.38%	126,555	137,000	125,618	139,950	0
\$150,001 - \$200,000	25.00%	173,238	176,333	171,289	178,687	0
\$200,001 - \$275,000	15.52%	241,122	290,000	236,092	252,920	0
\$275,001 - \$375,000	13.79%	330,485	0	310,100	332,938	339,950
\$375,001 and up	11.21%	473,000	0	442,450	427,620	578,267
Average List Price		208,907	104,744	177,499	273,864	416,617
Total Closed Units	100%	208,907	16	59	35	6
Total Closed Volume		24,233,261	1.68M	10.47M	9.59M	2.50M



April 2020

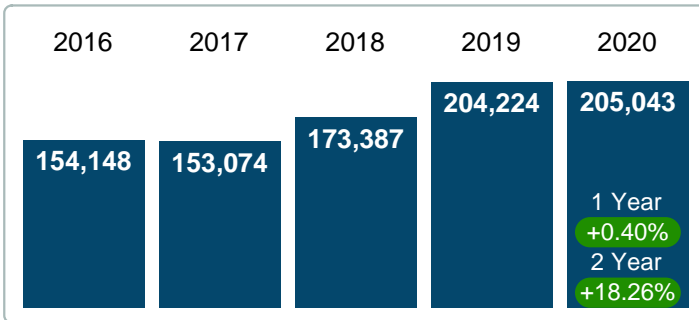
Area Delimited by County Of Rogers



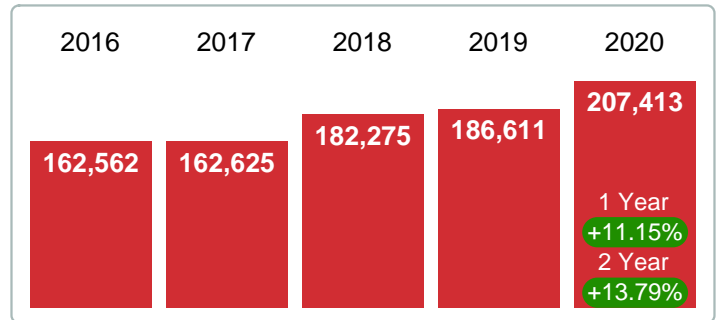
AVERAGE SOLD PRICE AT CLOSING

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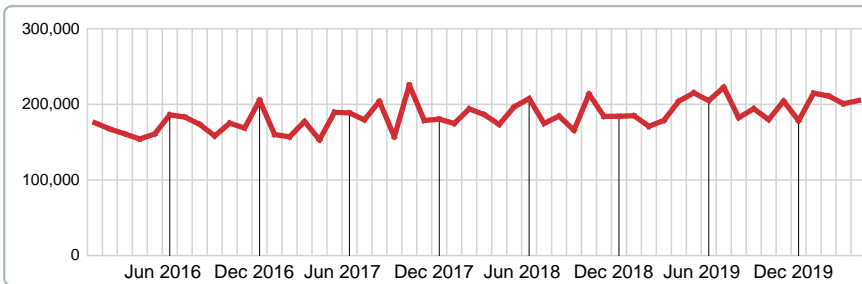
APRIL



YEAR TO DATE (YTD)

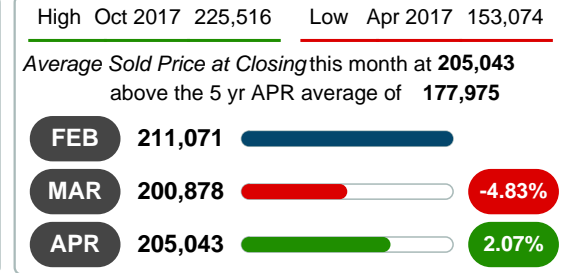


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 177,975



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	9.48%	16,292	28,767	1,075	1,487	0
\$50,001 - \$100,000	9.48%	78,105	81,633	76,322	0	80,000
\$100,001 - \$150,000	16.38%	125,303	127,000	123,311	136,700	0
\$150,001 - \$200,000	24.14%	172,289	175,000	169,112	178,025	0
\$200,001 - \$275,000	16.38%	238,337	247,000	234,277	247,160	0
\$275,001 - \$375,000	11.21%	320,838	0	308,000	322,000	342,450
\$375,001 and up	12.93%	456,169	0	426,500	427,753	570,667
Average Sold Price		205,043	98,156	174,038	270,554	412,817
Total Closed Units	100%	205,043	16	59	35	6
Total Closed Volume		23,785,041	1.57M	10.27M	9.47M	2.48M

April 2020

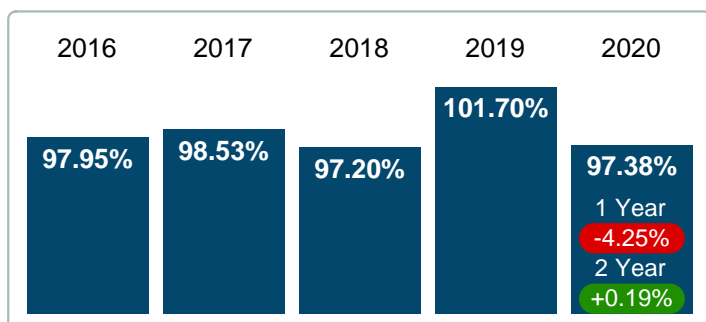
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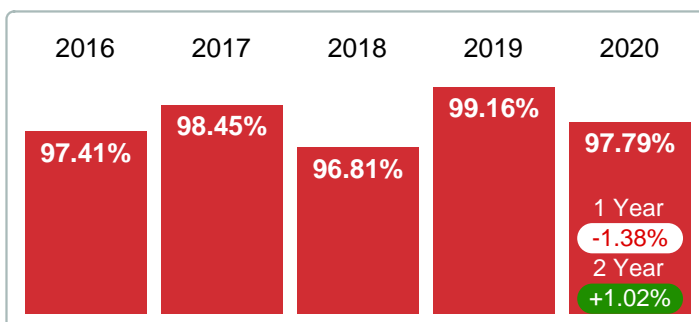
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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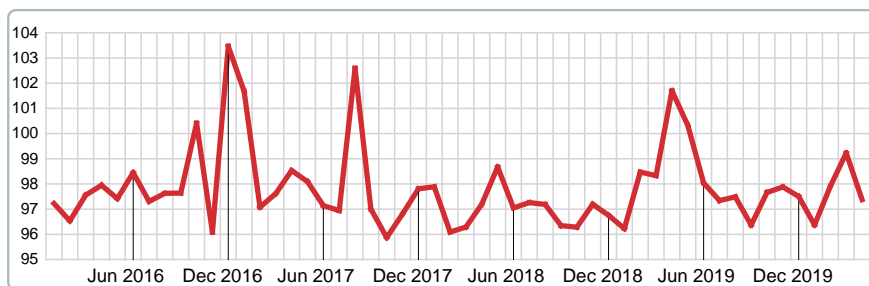
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

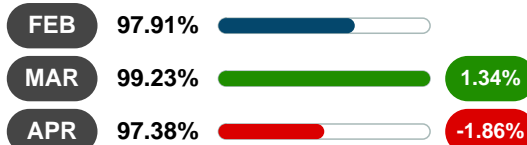


3 MONTHS

5 year APR AVG = 98.55%

High Dec 2016 103.46% Low Oct 2017 95.87%

Average Sold/List Ratio this month at **97.38%**
below the 5 yr APR average of **98.55%**



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	11	9.48%	94.03%	89.28%	100.00%	99.54%	0.00%
\$50,001 - \$100,000	11	9.48%	91.25%	96.83%	88.46%	0.00%	94.12%
\$100,001 - \$150,000	19	16.38%	97.46%	92.79%	98.33%	98.33%	0.00%
\$150,001 - \$200,000	28	24.14%	99.14%	99.22%	98.85%	99.76%	0.00%
\$200,001 - \$275,000	19	16.38%	98.20%	85.17%	99.35%	97.82%	0.00%
\$275,001 - \$375,000	13	11.21%	98.02%	0.00%	99.27%	96.51%	100.82%
\$375,001 and up	15	12.93%	99.31%	0.00%	96.34%	100.14%	98.56%
Average Sold/List Ratio		97.40%		92.96%	97.59%	98.84%	98.57%
Total Closed Units		116	100%	16	59	35	6
Total Closed Volume		23,785,041		1.57M	10.27M	9.47M	2.48M



April 2020

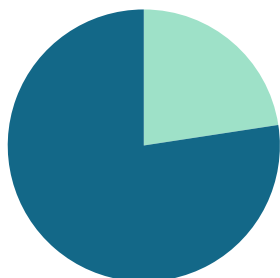
Area Delimited by County Of Rogers



MARKET SUMMARY

Report produced on May 11, 2020 for MLS Technology Inc.

INVENTORY

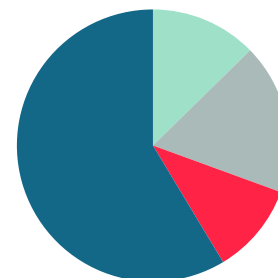


Inventory
 New Listings
201 = 22.58%
 Start Inventory
689
 Total Inventory Units
890
 Volume
\$244,552,461

Market Activity

Closed Sales
116 = 12.66%
 Pending Sales
164 = 17.90%
 Other Off Market
99 = 10.81%
 Active Inventory
537 = 58.62%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	168	116	-30.95%	492	479	-2.64%
Pending Sales	181	164	-9.39%	602	560	-6.98%
New Listings	266	201	-24.44%	1,005	869	-13.53%
Average List Price	207,501	208,907	0.68%	190,476	211,815	11.20%
Average Sale Price	204,224	205,043	0.40%	186,611	207,413	11.15%
Average Percent of Selling Price to List Price	101.70%	97.38%	-4.25%	99.16%	97.79%	-1.38%
Average Days on Market to Sale	54.10	42.86	-20.77%	52.89	44.52	-15.84%
Monthly Inventory	877	537	-38.77%	877	537	-38.77%
Months Supply of Inventory	6.32	3.68	-41.81%	6.32	3.68	-41.81%

Absorption: Last 12 months, an Average of **146** Sales/Month

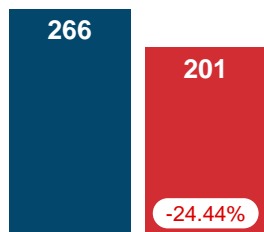
Inventory on April 30, 2020 = **537**

2019 **2020**

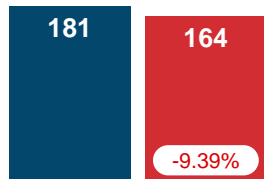
APRIL MARKET

AVERAGE PRICES

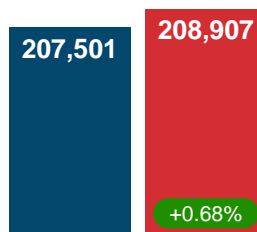
New Listings



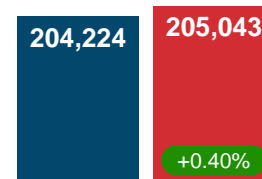
Pending Listings



List Price



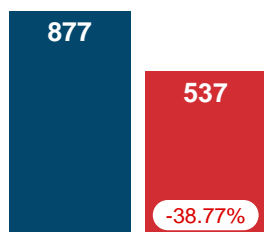
Sale Price



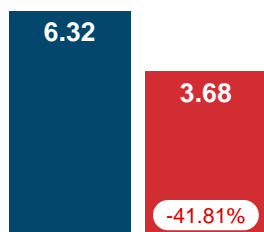
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

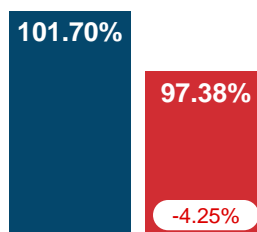
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

