

April 2020



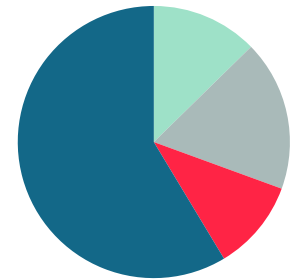
Area Delimited by County Of Rogers



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%
Median List Price	159,700	180,050	12.74%
Median Sale Price	161,500	173,750	7.59%
Median Percent of Selling Price to List Price	99.76%	99.55%	-0.22%
Median Days on Market to Sale	42.00	20.00	-52.38%
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.

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 **7.59%** in April 2020 to \$173,750 versus the previous year at \$161,500.

Median Days on Market Shortens

The median number of **20.00** days that homes spent on the market before selling decreased by 22.00 days or **52.38%** in April 2020 compared to last year's same month at **42.00** DOM.

Sales Success for April 2020 is Positive

Overall, with Median 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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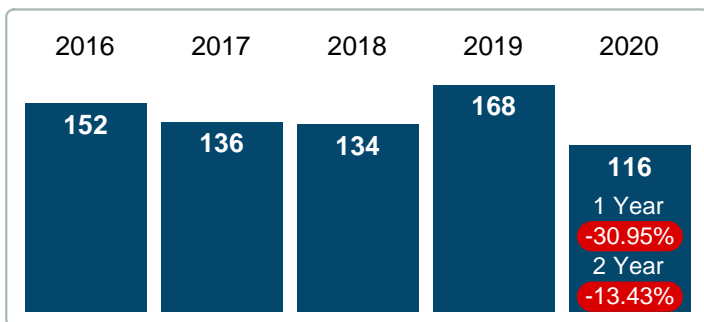
Area Delimited by County Of Rogers



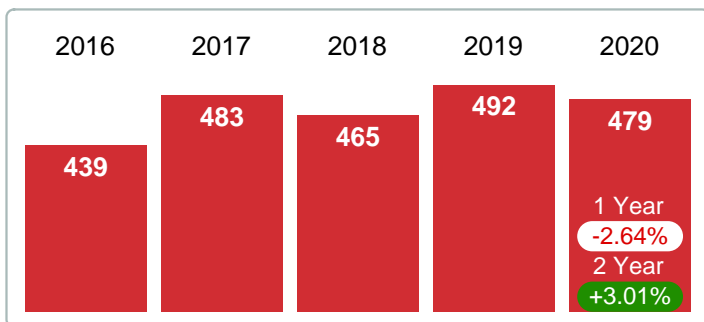
CLOSED LISTINGS

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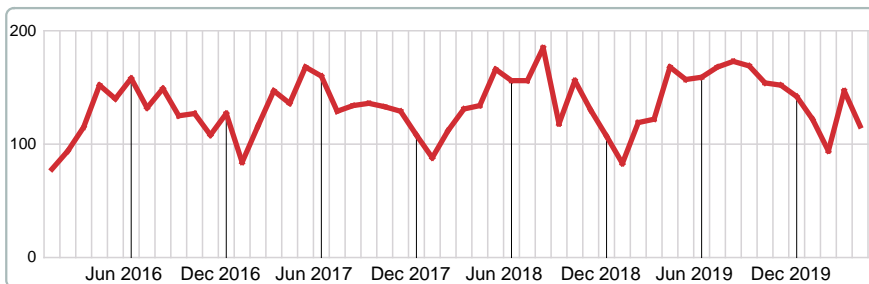
APRIL



YEAR TO DATE (YTD)

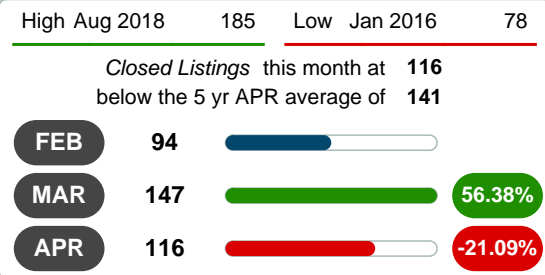


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 141



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	11	9.48%	33.0	6	2	3	0
\$50,001 - \$100,000	11	9.48%	22.0	3	7	0	1
\$100,001 - \$150,000	19	16.38%	19.0	3	14	2	0
\$150,001 - \$200,000	28	24.14%	13.5	3	17	8	0
\$200,001 - \$275,000	19	16.38%	6.0	1	13	5	0
\$275,001 - \$375,000	13	11.21%	90.0	0	4	7	2
\$375,001 and up	15	12.93%	33.0	0	2	10	3
Total Closed Units	116			16	59	35	6
Total Closed Volume	23,785,041	100%	20.0	1.57M	10.27M	9.47M	2.48M
Median Closed Price	\$173,750			\$87,500	\$164,000	\$274,800	\$416,200



April 2020

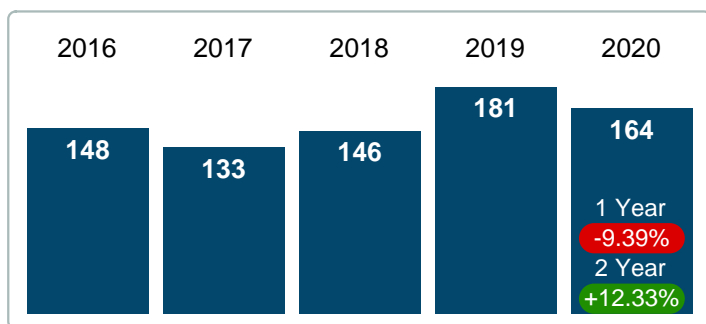
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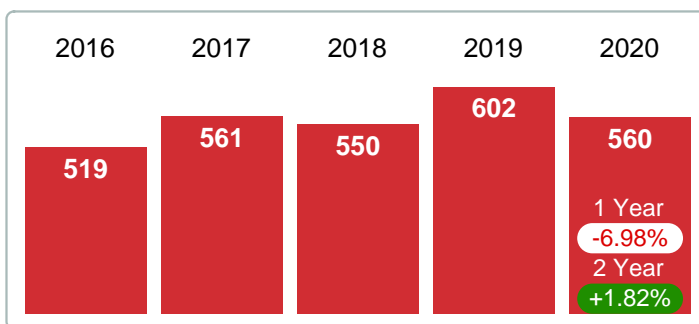
PENDING LISTINGS

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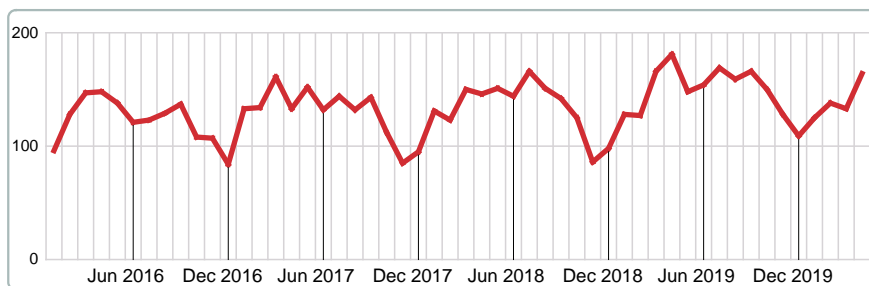
APRIL



YEAR TO DATE (YTD)

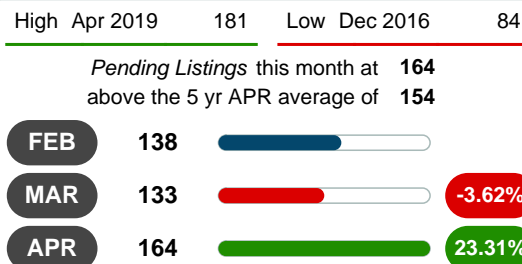


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 154



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	16	9.76%	31.5	11	3	2	0
\$75,001 - \$100,000	12	7.32%	33.0	4	5	2	1
\$100,001 - \$150,000	31	18.90%	20.0	5	26	0	0
\$150,001 - \$225,000	44	26.83%	10.5	1	30	13	0
\$225,001 - \$275,000	23	14.02%	33.0	1	15	6	1
\$275,001 - \$325,000	16	9.76%	31.0	0	9	6	1
\$325,001 and up	22	13.41%	38.0	0	5	14	3
Total Pending Units	164			22	93	43	6
Total Pending Volume	34,038,606	100%	25.5	1.93M	17.38M	12.66M	2.07M
Median Listing Price	\$185,395			\$74,950	\$165,000	\$244,900	\$367,400



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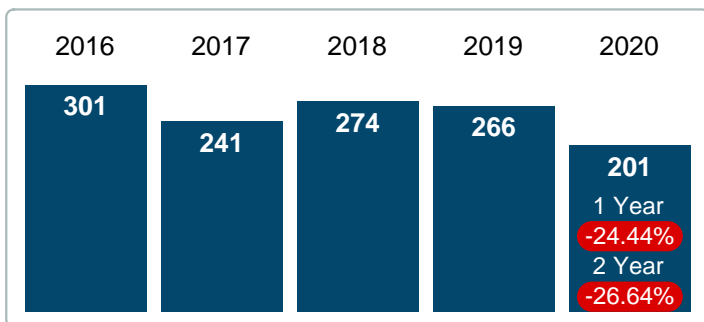
Area Delimited by County Of Rogers



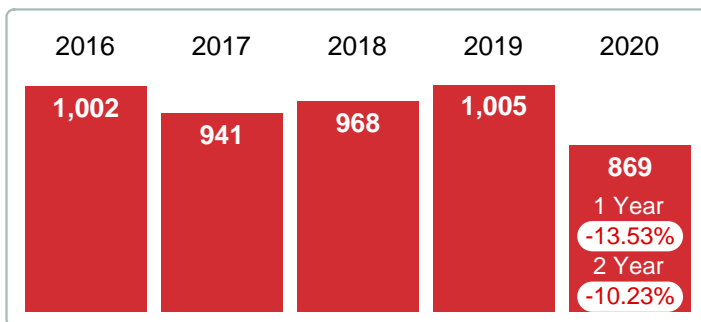
NEW LISTINGS

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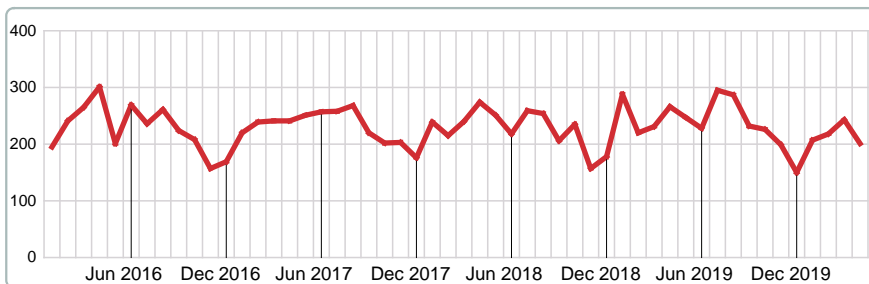
APRIL



YEAR TO DATE (YTD)

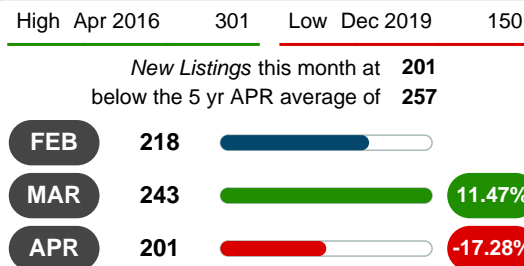


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 257



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%
\$25,000 and less	8	3.98%
\$25,001 - \$75,000	33	16.42%
\$75,001 - \$150,000	31	15.42%
\$150,001 - \$250,000	53	26.37%
\$250,001 - \$300,000	27	13.43%
\$300,001 - \$425,000	28	13.93%
\$425,001 and up	21	10.45%
Total New Listed Units	201	
Total New Listed Volume	49,127,829	100%
Median New Listed Listing Price	\$195,000	

	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	4	1	0
\$25,001 - \$75,000	32	1	0	0
\$75,001 - \$150,000	9	22	0	0
\$150,001 - \$250,000	7	34	11	1
\$250,001 - \$300,000	3	12	9	3
\$300,001 - \$425,000	0	4	22	2
\$425,001 and up	4	1	8	8
Total	58	78	51	14
Total New Listed Volume	7.90M	14.59M	16.89M	9.74M
Median New Listed Listing Price	\$56,350	\$167,500	\$341,000	\$454,450



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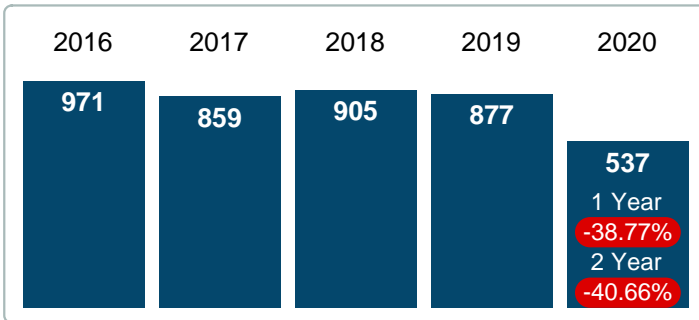
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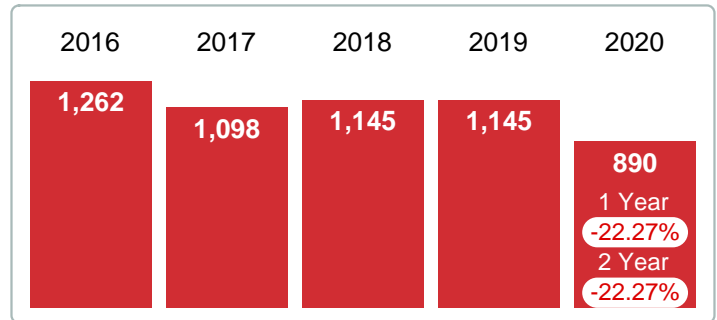
ACTIVE INVENTORY

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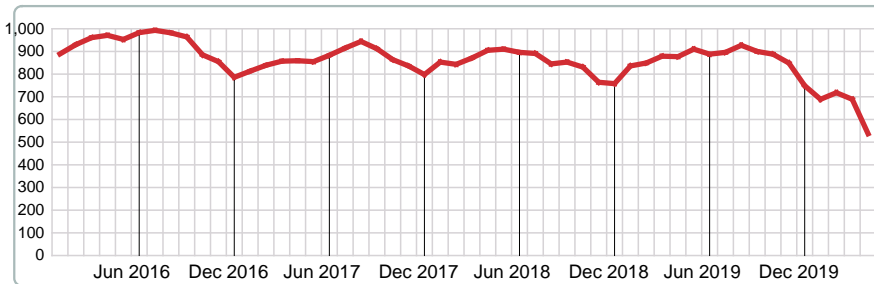
END OF APRIL



ACTIVE DURING APRIL

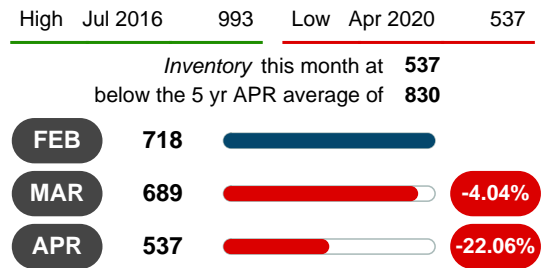


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 830



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	25	4.66%	94.0	20	4	1	0
\$25,001 - \$50,000	87	16.20%	85.0	86	1	0	0
\$50,001 - \$150,000	88	16.39%	78.5	61	23	4	0
\$150,001 - \$275,000	137	25.51%	50.0	31	62	41	3
\$275,001 - \$375,000	79	14.71%	48.0	11	20	35	13
\$375,001 - \$575,000	69	12.85%	63.0	9	6	40	14
\$575,001 and up	52	9.68%	62.5	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
Median Active Inventory Listing Price			\$199,999	\$69,500	\$207,500	\$345,250	\$479,500

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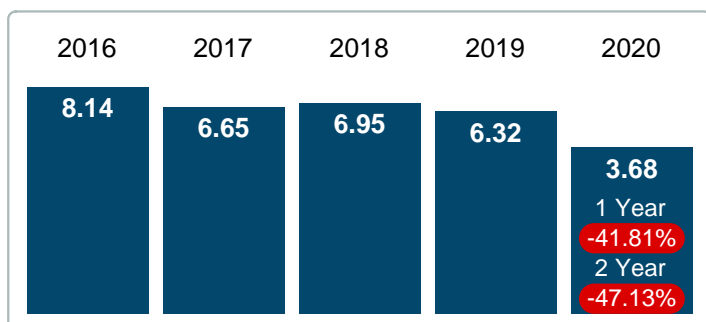
Area Delimited by County Of Rogers



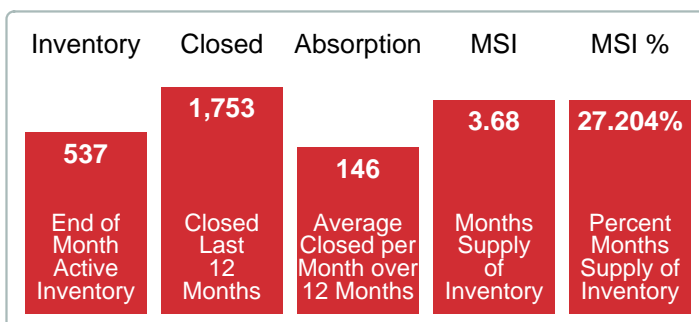
MONTHS SUPPLY of INVENTORY (MSI)

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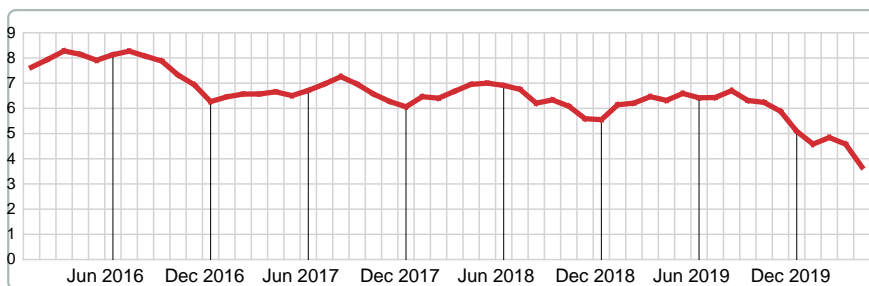
MSI FOR APRIL



INDICATORS FOR APRIL 2020

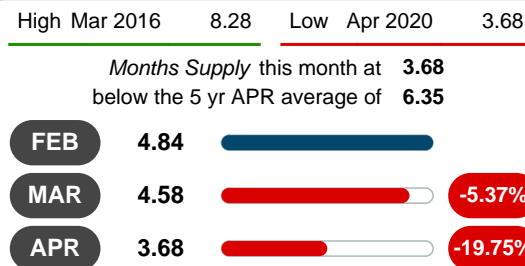


5 YEAR MARKET ACTIVITY TRENDS



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

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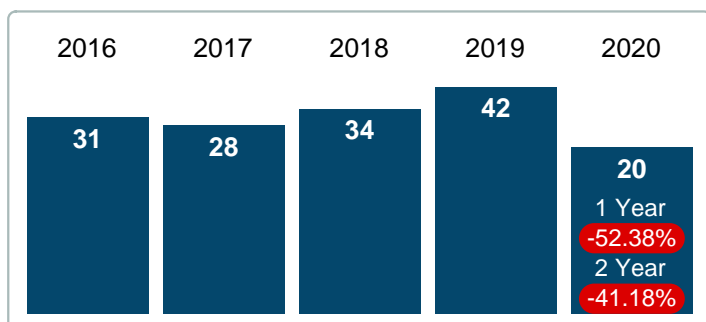
Area Delimited by County Of Rogers



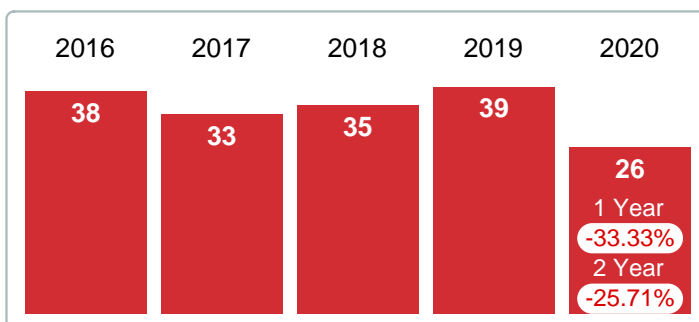
MEDIAN DAYS ON MARKET TO SALE

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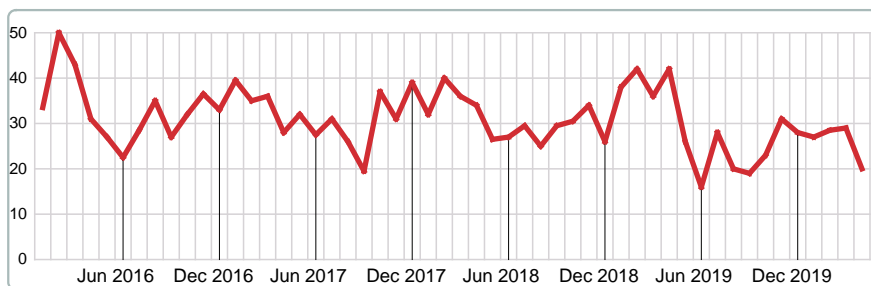
APRIL



YEAR TO DATE (YTD)

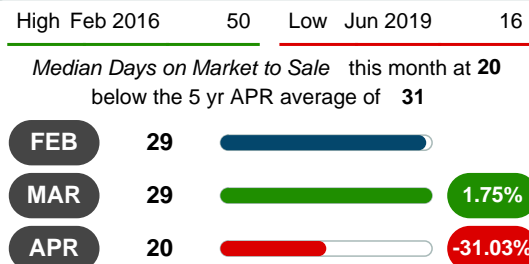


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 31



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	11	9.48%	33	100	10	33	0
\$50,001 - \$100,000	11	9.48%	22	24	17	0	37
\$100,001 - \$150,000	19	16.38%	19	71	23	4	0
\$150,001 - \$200,000	28	24.14%	14	54	7	35	0
\$200,001 - \$275,000	19	16.38%	6	144	5	46	0
\$275,001 - \$375,000	13	11.21%	90	0	14	125	116
\$375,001 and up	15	12.93%	33	0	38	36	24
Median Closed DOM			20	74	9	42	71
Total Closed Units		100%	20.0	16	59	35	6
Total Closed Volume			23,785,041	1.57M	10.27M	9.47M	2.48M

April 2020

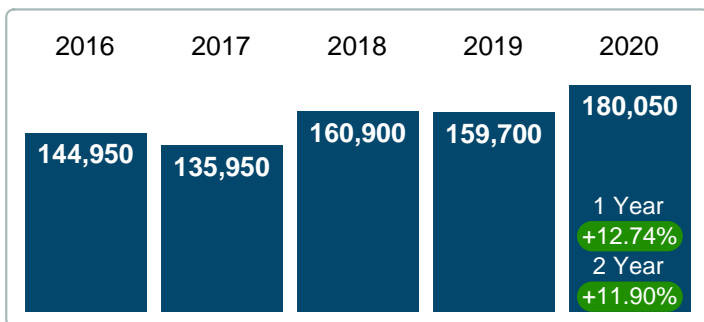
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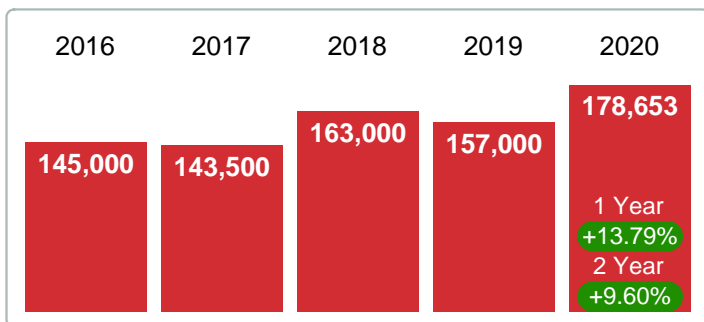
MEDIAN LIST PRICE AT CLOSING

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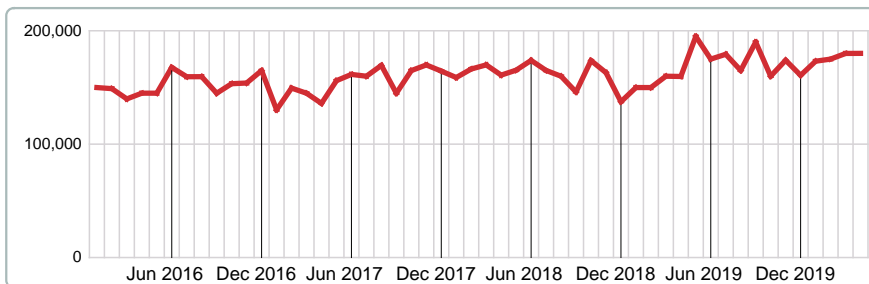
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

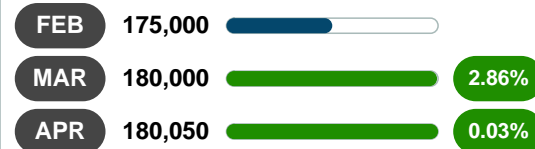


3 MONTHS

5 year APR AVG = 156,310

High May 2019 195,000 Low Jan 2017 130,250

Median List Price at Closing this month at **180,050**
above the 5 yr APR average of **156,310**



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	9.48%	19,500	31,000	1,075	1,460	0
\$50,001 - \$100,000	8.62%	84,500	74,950	85,000	0	85,000
\$100,001 - \$150,000	16.38%	127,500	133,000	126,250	120,000	0
\$150,001 - \$200,000	25.00%	169,900	175,000	165,950	174,050	0
\$200,001 - \$275,000	15.52%	244,900	0	236,900	257,450	0
\$275,001 - \$375,000	13.79%	328,500	290,000	309,950	359,500	339,950
\$375,001 and up	11.21%	447,500	0	442,450	430,503	614,900
Median List Price		180,050	92,500	163,500	274,800	422,400
Total Closed Units	100%	180,050	16	59	35	6
Total Closed Volume		24,233,261	1.68M	10.47M	9.59M	2.50M

April 2020

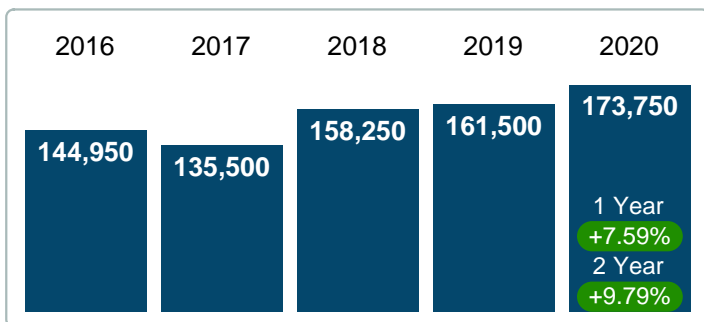
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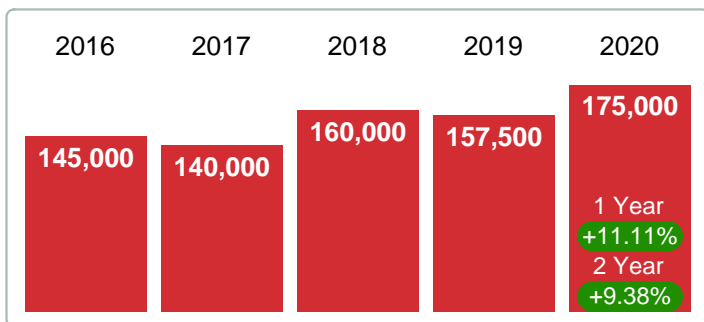
MEDIAN SOLD PRICE AT CLOSING

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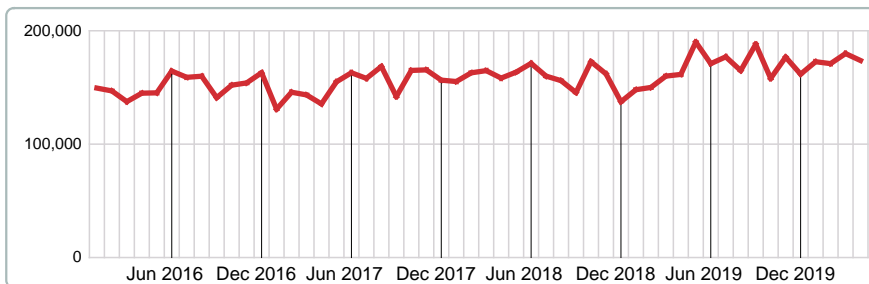
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

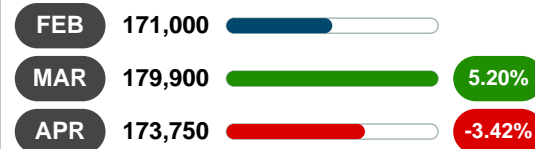


3 MONTHS

5 year APR AVG = 154,790

High May 2019 190,000 Low Jan 2017 130,875

Median Sold Price at Closing this month at 173,750 above the 5 yr APR average of 154,790



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	9.48%	15,500	28,500	1,075	1,440	0
\$50,001 - \$100,000	9.48%	80,000	80,000	75,000	0	80,000
\$100,001 - \$150,000	16.38%	127,000	128,000	126,000	136,700	0
\$150,001 - \$200,000	24.14%	167,750	170,000	165,000	182,750	0
\$200,001 - \$275,000	16.38%	241,000	247,000	231,000	244,000	0
\$275,001 - \$375,000	11.21%	310,000	0	305,000	310,000	342,450
\$375,001 and up	12.93%	437,500	0	426,500	422,753	605,000
Median Sold Price		173,750	87,500	164,000	274,800	416,200
Total Closed Units	100%	173,750	16	59	35	6
Total Closed Volume		23,785,041	1.57M	10.27M	9.47M	2.48M

April 2020



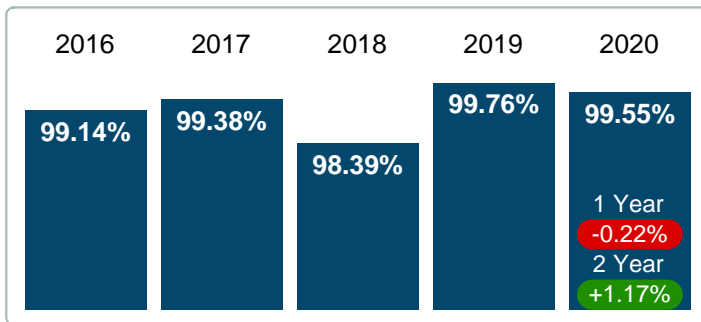
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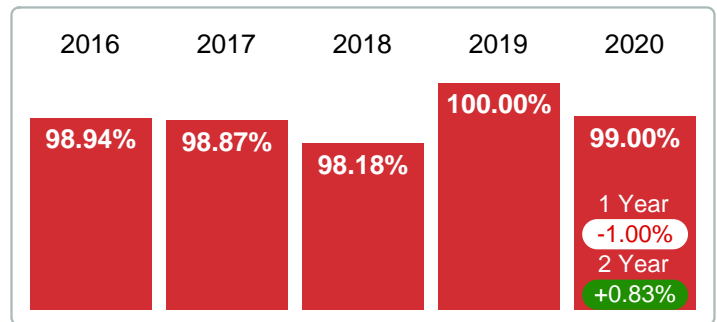
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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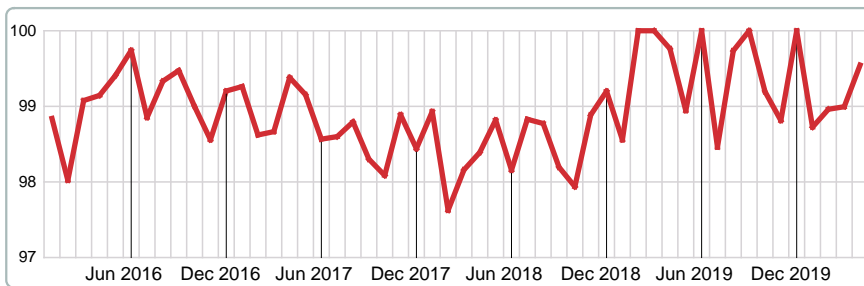
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

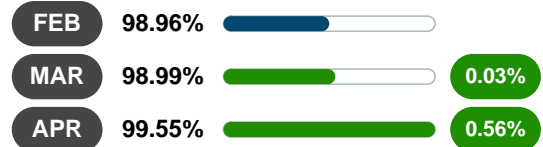


3 MONTHS

5 year APR AVG = 99.24%

High Dec 2019 100.00% Low Feb 2018 97.62%

Median Sold/List Ratio this month at **99.55%**
above the 5 yr APR average of **99.24%**



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	11	9.48%	98.63%	88.18%	100.00%	100.00%	0.00%
\$50,001 - \$100,000	11	9.48%	90.48%	100.00%	86.41%	0.00%	94.12%
\$100,001 - \$150,000	19	16.38%	98.18%	92.66%	100.00%	98.33%	0.00%
\$150,001 - \$200,000	28	24.14%	100.00%	100.00%	100.00%	100.00%	0.00%
\$200,001 - \$275,000	19	16.38%	100.00%	85.17%	100.00%	99.25%	0.00%
\$275,001 - \$375,000	13	11.21%	99.64%	0.00%	99.82%	96.33%	100.82%
\$375,001 and up	15	12.93%	98.47%	0.00%	96.34%	100.00%	98.39%
Median Sold/List Ratio		99.55%		93.83%	100.00%	100.00%	99.16%
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

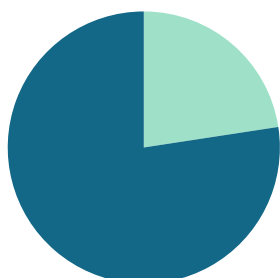
Area Delimited by County Of Rogers



MARKET SUMMARY

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

INVENTORY

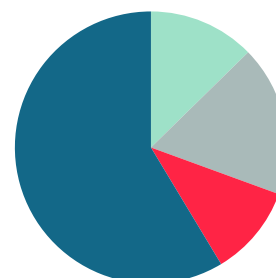


Inventory
 New Listings
201 = 22.58%
 Start Inventory
689
 Total Inventory Units
890
 Volume
\$244,552,461

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%
Median List Price	159,700	180,050	12.74%	157,000	178,653	13.79%
Median Sale Price	161,500	173,750	7.59%	157,500	175,000	11.11%
Median Percent of Selling Price to List Price	99.76%	99.55%	-0.22%	100.00%	99.00%	-1.00%
Median Days on Market to Sale	42.00	20.00	-52.38%	39.00	26.00	-33.33%
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

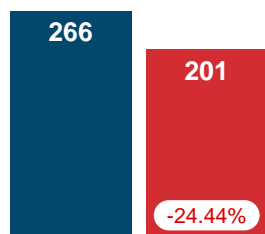
Inventory on April 30, 2020 = **537**

2019 **2020**

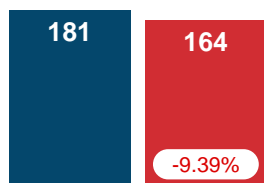
APRIL MARKET

MEDIAN PRICES

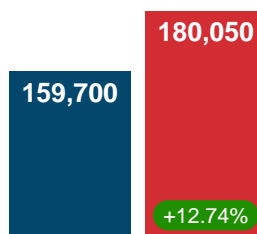
New Listings



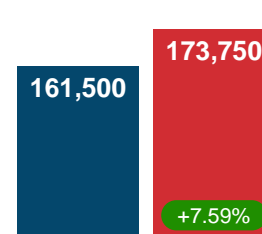
Pending Listings



List Price



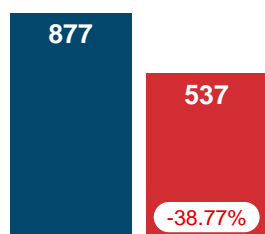
Sale Price



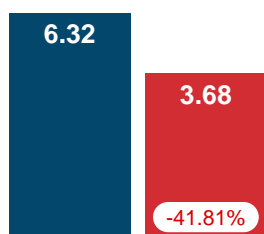
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

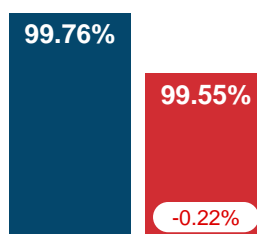
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

