



# December 2020

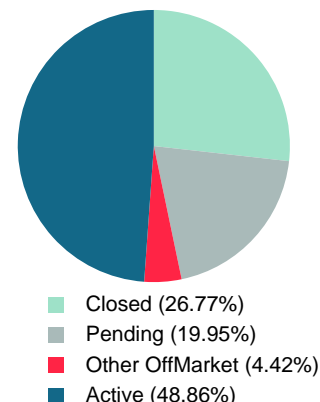
Area Delimited by County Of Rogers



## MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2021 for MLS Technology Inc.

Compared Metrics	December		
	2019	2020	+/-%
Closed Listings	143	200	39.86%
Pending Listings	108	149	37.96%
New Listings	151	132	-12.58%
Average List Price	183,559	237,303	29.28%
Average Sale Price	179,862	233,834	30.01%
Average Percent of Selling Price to List Price	97.52%	98.07%	0.56%
Average Days on Market to Sale	44.76	24.75	-44.71%
End of Month Inventory	769	365	-52.54%
Months Supply of Inventory	5.16	2.33	-54.93%



**Absorption:** Last 12 months, an Average of **157** Sales/Month  
**Active Inventory** as of December 31, 2020 = **365**

### Analysis Wrap-Up

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

The total housing inventory at the end of December 2020 decreased **52.54%** to 365 existing homes available for sale. Over the last 12 months this area has had an average of 157 closed sales per month. This represents an unsold inventory index of **2.33** 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 **30.01%** in December 2020 to \$233,834 versus the previous year at \$179,862.

#### Average Days on Market Shortens

The average number of **24.75** days that homes spent on the market before selling decreased by 20.01 days or **44.71%** in December 2020 compared to last year's same month at **44.76** DOM.

#### Sales Success for December 2020 is Positive

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

There were 132 New Listings in December 2020, down **12.58%** from last year at 151. Furthermore, there were 200 Closed Listings this month versus last year at 143, a **39.86%** increase.

Closed versus Listed trends yielded a **151.5%** ratio, up from previous year's, December 2019, at **94.7%**, a **59.99%** 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>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</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



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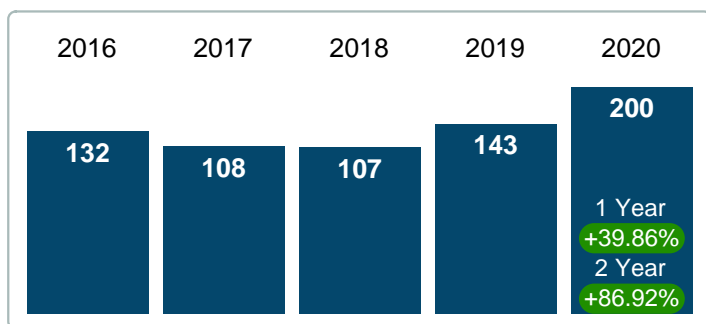
Area Delimited by County Of Rogers



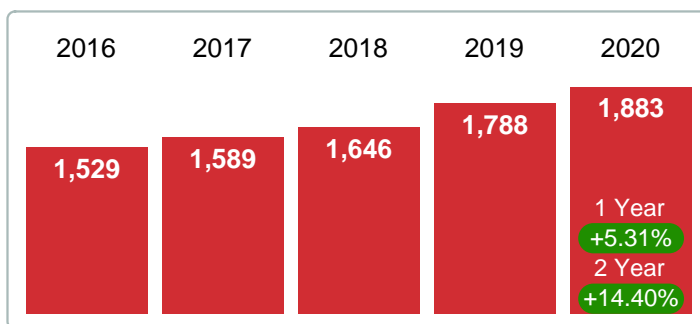
## CLOSED LISTINGS

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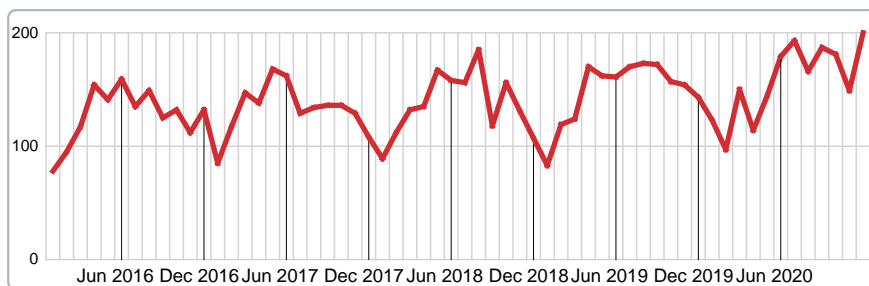
### DECEMBER



### YEAR TO DATE (YTD)

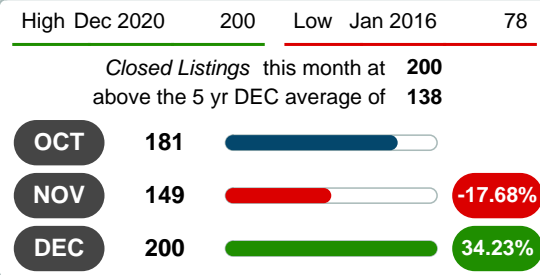


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 138



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	17	8.50%	43.9	15	1	1	0
\$75,001 - \$125,000	22	11.00%	22.4	8	11	3	0
\$125,001 - \$175,000	37	18.50%	15.5	5	30	1	1
\$175,001 - \$225,000	48	24.00%	16.4	4	31	13	0
\$225,001 - \$300,000	31	15.50%	12.9	1	18	11	1
\$300,001 - \$400,000	22	11.00%	37.7	0	4	15	3
\$400,001 and up	23	11.50%	48.7	3	4	11	5
<b>Total Closed Units</b>	<b>200</b>			<b>36</b>	<b>99</b>	<b>55</b>	<b>10</b>
<b>Total Closed Volume</b>	<b>46,766,880</b>	<b>100%</b>	<b>24.7</b>	<b>5.23M</b>	<b>20.09M</b>	<b>17.06M</b>	<b>4.40M</b>
<b>Average Closed Price</b>	<b>\$233,834</b>			<b>\$145,169</b>	<b>\$202,898</b>	<b>\$310,153</b>	<b>\$439,550</b>



# December 2020

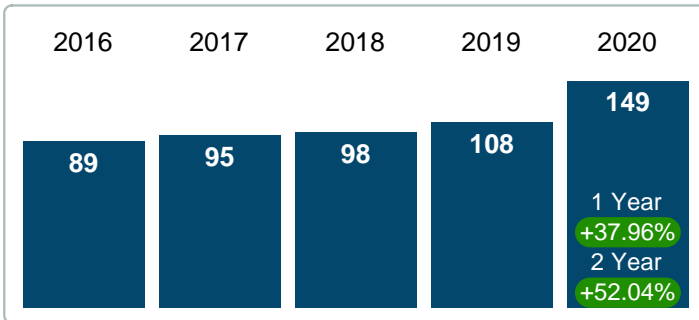
Area Delimited by County Of Rogers



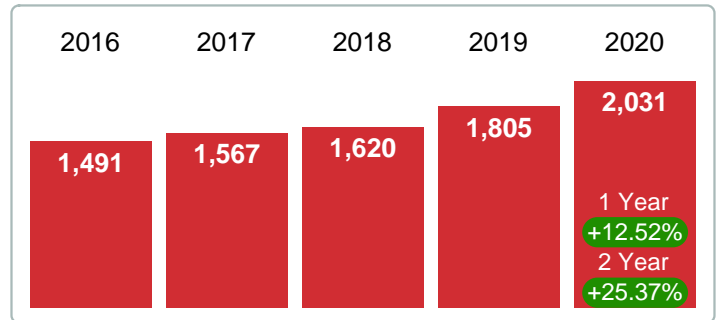
## PENDING LISTINGS

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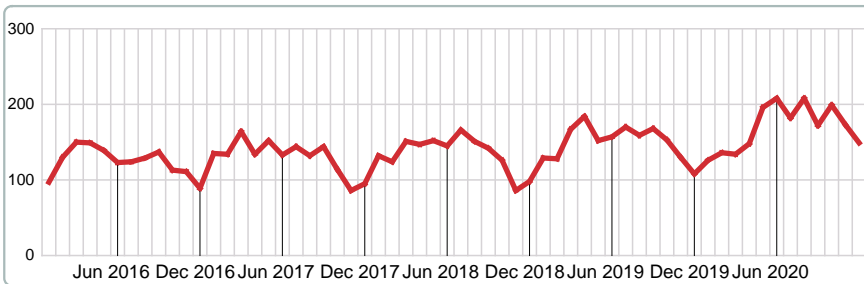
### DECEMBER



### YEAR TO DATE (YTD)

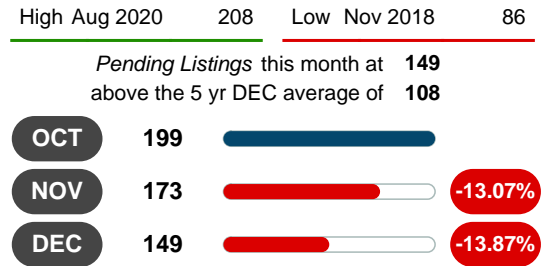


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 108



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	11	7.38%	134.2	10	1	0	0
\$75,001 - \$125,000	17	11.41%	63.2	7	9	1	0
\$125,001 - \$175,000	21	14.09%	22.7	1	16	4	0
\$175,001 - \$250,000	42	28.19%	26.5	3	22	16	1
\$250,001 - \$350,000	21	14.09%	72.0	2	10	7	2
\$350,001 - \$450,000	24	16.11%	44.5	2	4	18	0
\$450,001 and up	13	8.72%	57.3	2	2	6	3
<b>Total Pending Units</b>	<b>149</b>			<b>27</b>	<b>64</b>	<b>52</b>	<b>6</b>
<b>Total Pending Volume</b>	<b>38,374,989</b>	<b>100%</b>	<b>31.4</b>	<b>4.96M</b>	<b>13.85M</b>	<b>16.98M</b>	<b>2.58M</b>
<b>Average Listing Price</b>	<b>\$314,386</b>			<b>\$183,843</b>	<b>\$216,463</b>	<b>\$326,520</b>	<b>\$429,758</b>



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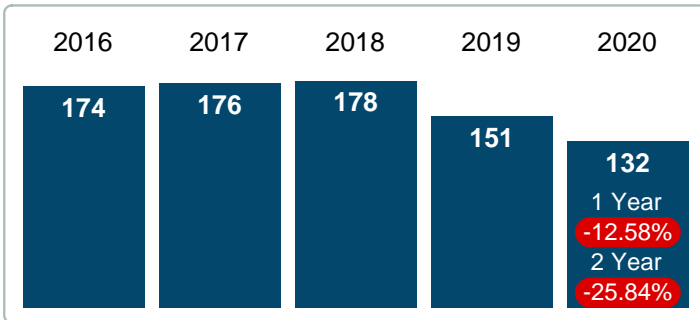
Area Delimited by County Of Rogers



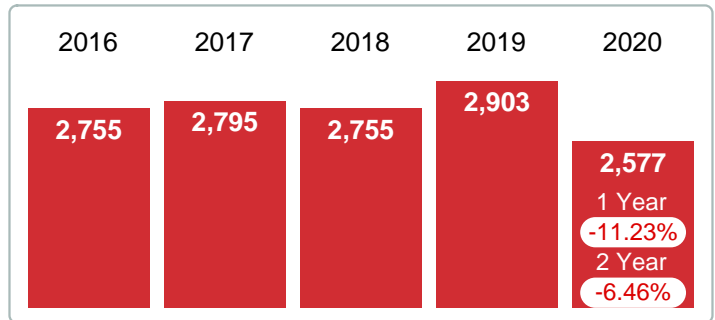
## NEW LISTINGS

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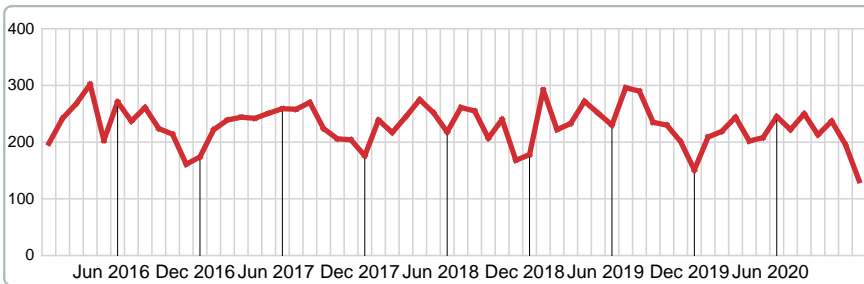
### DECEMBER



### YEAR TO DATE (YTD)

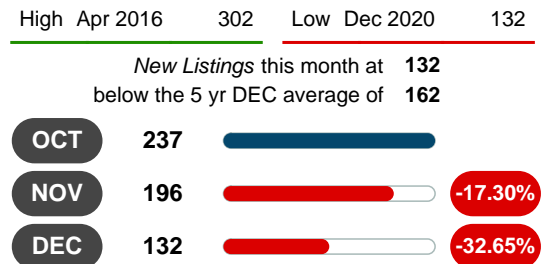


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 162



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	6.82%	8	1	0	0
\$50,001 - \$125,000	19	14.39%	12	7	0	0
\$125,001 - \$175,000	20	15.15%	4	15	1	0
\$175,001 - \$225,000	30	22.73%	3	15	12	0
\$225,001 - \$350,000	23	17.42%	5	10	7	1
\$350,001 - \$400,000	12	9.09%	0	1	11	0
\$400,001 and up	19	14.39%	3	4	8	4
<b>Total New Listed Units</b>	132		35	53	39	5
<b>Total New Listed Volume</b>	33,002,109		6.59M	10.77M	12.70M	2.95M
<b>Average New Listed Listing Price</b>	\$263,321		\$188,211	\$203,142	\$325,532	\$590,490



# December 2020

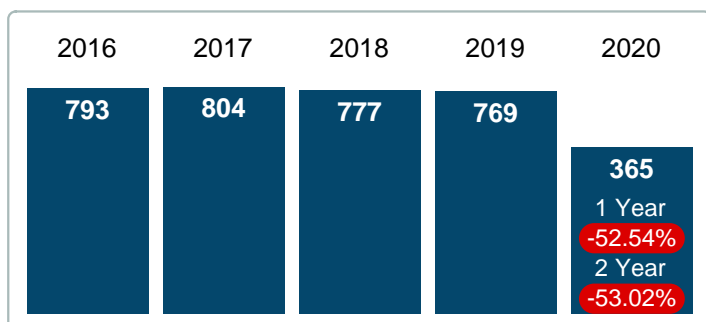
Area Delimited by County Of Rogers



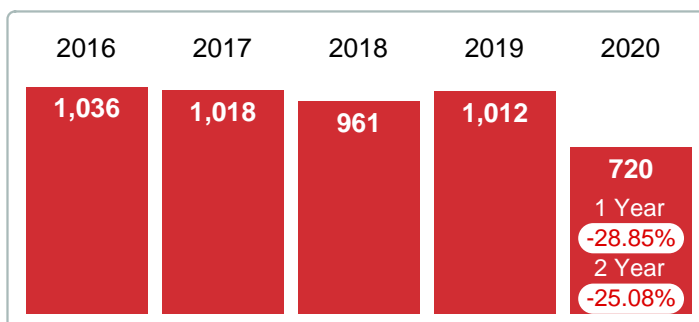
## ACTIVE INVENTORY

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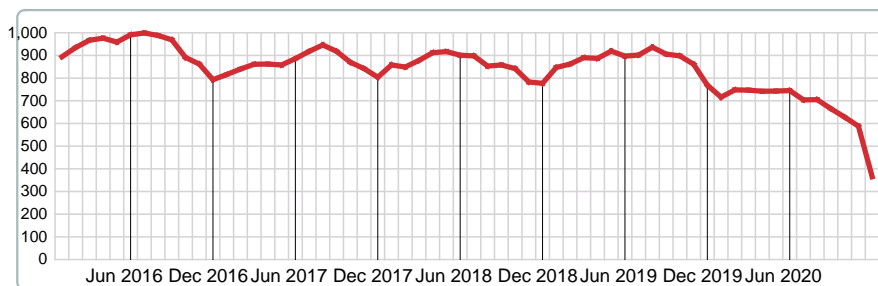
### END OF DECEMBER



### ACTIVE DURING DECEMBER

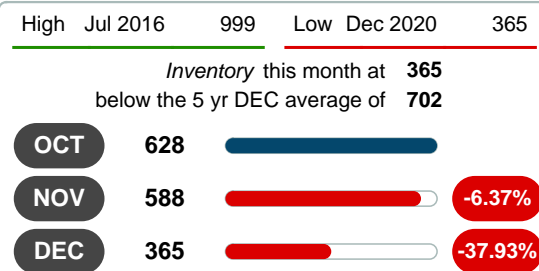


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 702



### 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	22	6.03%	149.0	5	12	5	0
\$25,001 - \$50,000	42	11.51%	127.7	42	0	0	0
\$50,001 - \$125,000	60	16.44%	72.3	44	15	0	1
\$125,001 - \$275,000	101	27.67%	66.4	38	44	19	0
\$275,001 - \$425,000	59	16.16%	88.6	12	17	28	2
\$425,001 - \$750,000	45	12.33%	100.4	10	11	12	12
\$750,001 and up	36	9.86%	146.6	15	2	6	13
Total Active Inventory by Units			365	166	101	70	28
Total Active Inventory by Volume			122,917,203	41.32M	24.20M	29.26M	28.14M
Average Active Inventory Listing Price			\$336,759	\$248,944	\$239,587	\$417,942	\$1,004,939

# December 2020



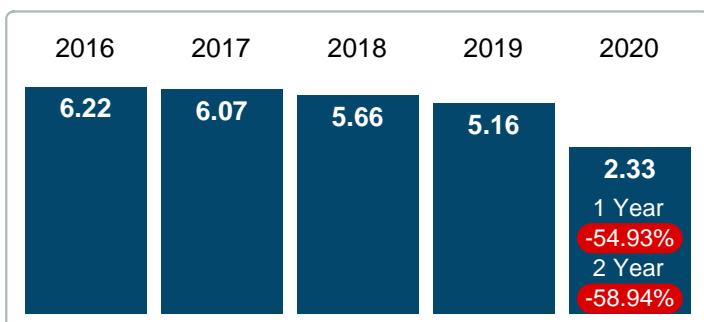
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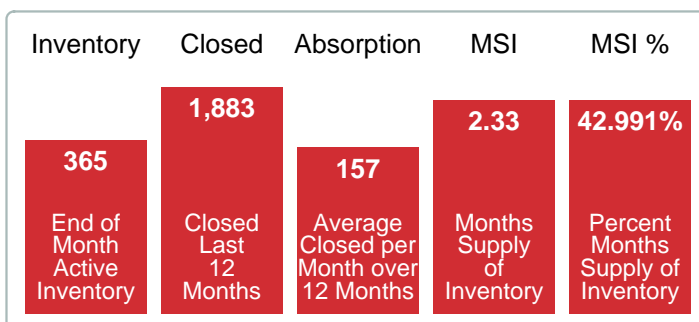
## MONTHS SUPPLY of INVENTORY (MSI)

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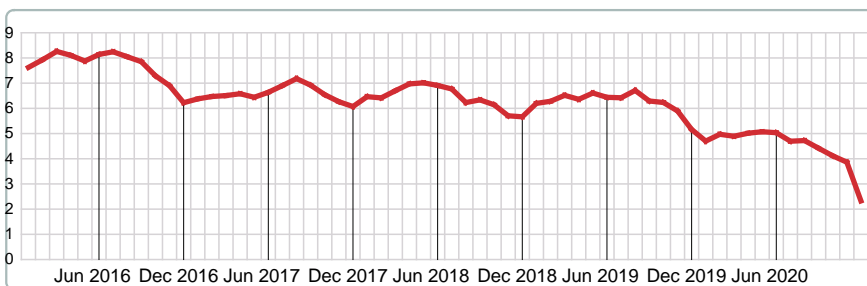
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2020

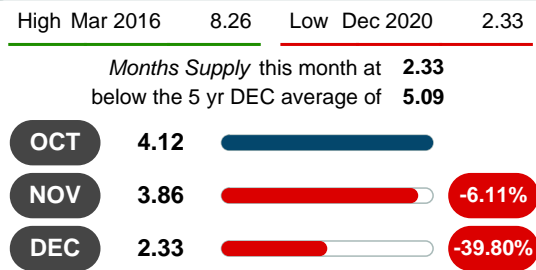


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 5.09



### 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	22	6.03%	4.63	1.62	8.00	30.00	0.00
\$25,001 - \$50,000	42	11.51%	3.91	4.75	0.00	0.00	0.00
\$50,001 - \$125,000	60	16.44%	2.59	4.44	1.31	0.00	12.00
\$125,001 - \$275,000	101	27.67%	1.32	6.25	0.89	0.95	0.00
\$275,001 - \$425,000	59	16.16%	1.98	20.57	1.94	1.60	0.69
\$425,001 - \$750,000	45	12.33%	4.43	15.00	7.76	2.22	4.50
\$750,001 and up	36	9.86%	18.00	45.00	12.00	8.00	17.33
Market Supply of Inventory (MSI)			2.33	5.63	1.36	1.52	3.78
Total Active Inventory by Units		100%	2.33	166	101	70	28



# December 2020

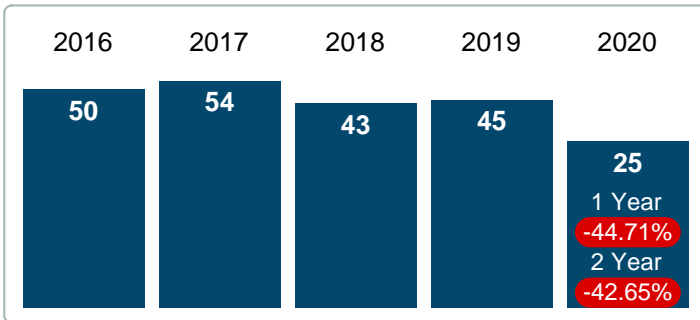
Area Delimited by County Of Rogers



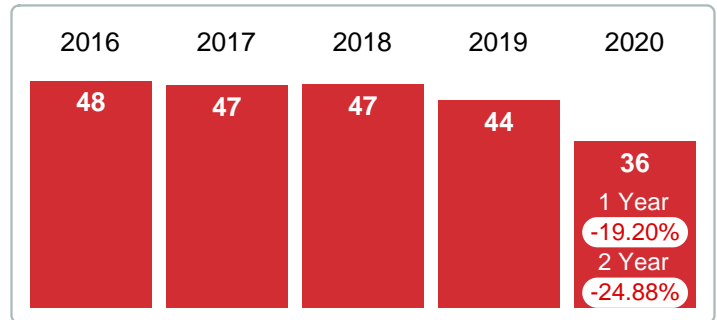
## AVERAGE DAYS ON MARKET TO SALE

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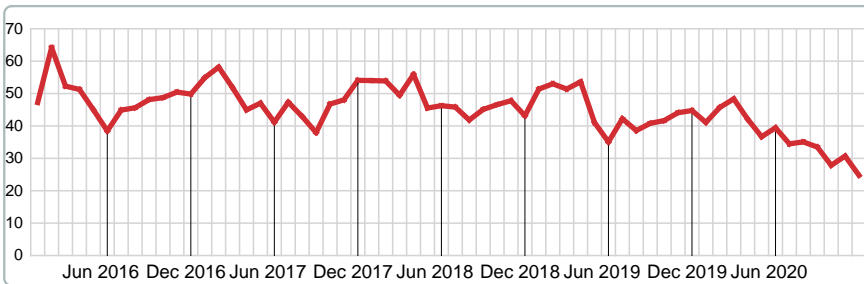
### DECEMBER



### YEAR TO DATE (YTD)

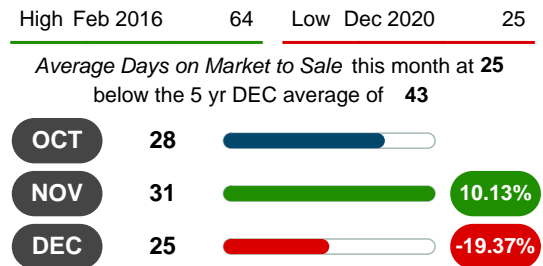


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 43



### 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
\$75,000 and less	8.50%	44	41	125	1	0
\$75,001 - \$125,000	11.00%	22	9	27	41	0
\$125,001 - \$175,000	18.50%	16	41	11	5	45
\$175,001 - \$225,000	24.00%	16	20	16	16	0
\$225,001 - \$300,000	15.50%	13	86	7	17	3
\$300,001 - \$400,000	11.00%	38	0	4	28	130
\$400,001 and up	11.50%	49	48	11	49	80
Average Closed DOM		25	33	14	27	84
Total Closed Units	100%	25	36	99	55	10
Total Closed Volume		46,766,880	5.23M	20.09M	17.06M	4.40M



# December 2020

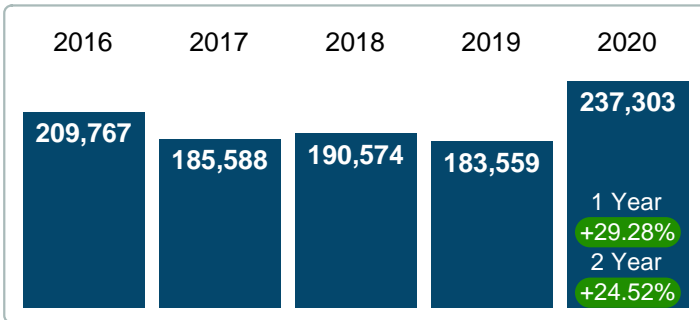
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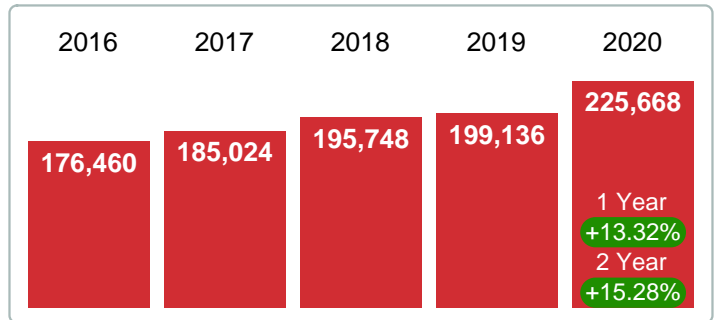
## AVERAGE LIST PRICE AT CLOSING

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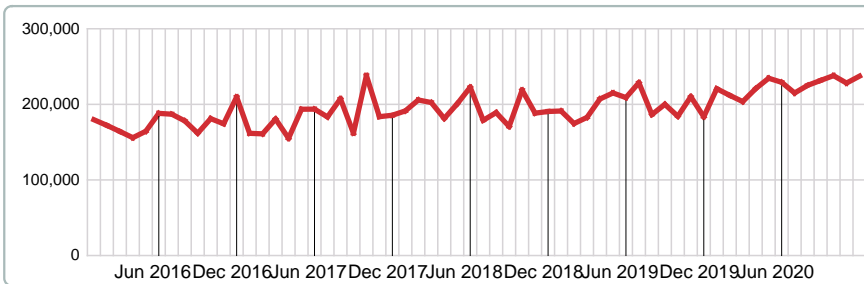
### DECEMBER



### YEAR TO DATE (YTD)

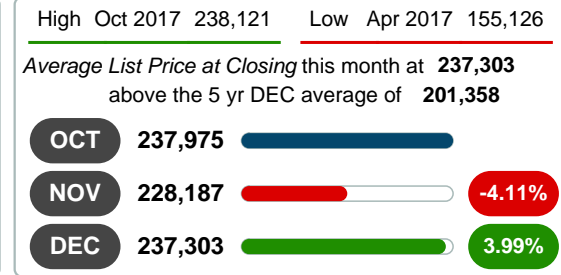


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 201,358



### 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	
\$75,000 and less	17	8.50%	46,535	47,411	57,500	32,500	0
\$75,001 - \$125,000	19	9.50%	109,687	108,488	114,836	125,967	0
\$125,001 - \$175,000	39	19.50%	152,573	158,680	153,080	159,000	163,000
\$175,001 - \$225,000	49	24.50%	202,447	210,000	198,612	210,077	0
\$225,001 - \$300,000	28	14.00%	261,823	315,000	263,103	266,800	294,900
\$300,001 - \$400,000	24	12.00%	349,888	0	326,830	356,800	399,333
\$400,001 and up	24	12.00%	541,116	645,000	535,009	510,214	577,880
<b>Average List Price</b>			<b>237,303</b>	151,735	204,578	312,719	454,530
<b>Total Closed Units</b>			<b>200</b>	36	99	55	10
<b>Total Closed Volume</b>			<b>47,460,582</b>	5.46M	20.25M	17.20M	4.55M





# December 2020

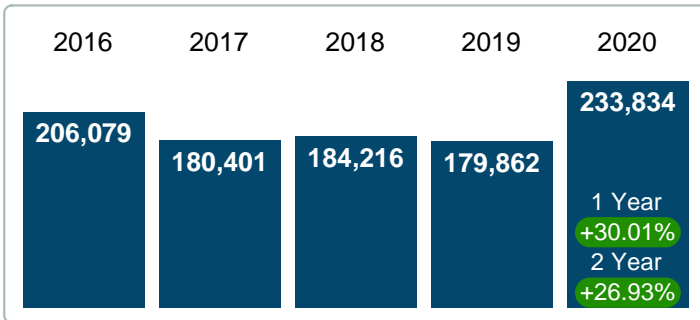
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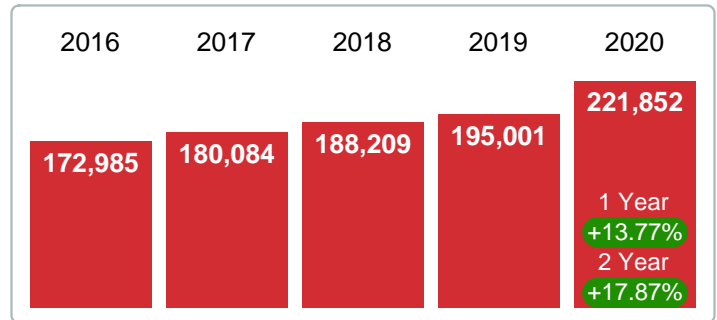
## AVERAGE SOLD PRICE AT CLOSING

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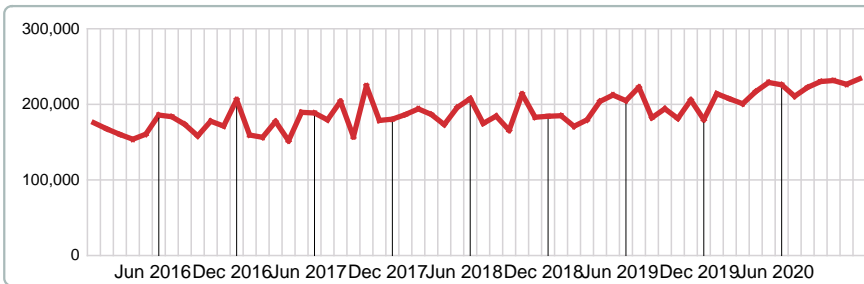
### DECEMBER



### YEAR TO DATE (YTD)

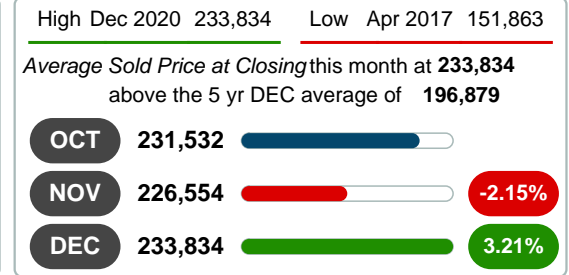


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 196,879



### 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
\$75,000 and less	8.50%	44,329	44,939	47,000	32,500	0
\$75,001 - \$125,000	11.00%	105,395	107,313	103,845	105,967	0
\$125,001 - \$175,000	18.50%	152,841	153,900	152,953	137,000	160,000
\$175,001 - \$225,000	24.00%	201,654	208,750	198,435	207,146	0
\$225,001 - \$300,000	15.50%	262,845	250,000	263,989	259,173	295,500
\$300,001 - \$400,000	11.00%	356,706	0	327,330	357,548	391,667
\$400,001 and up	11.50%	537,581	613,000	524,084	514,911	553,000
<b>Average Sold Price</b>		<b>233,834</b>	<b>145,169</b>	<b>202,898</b>	<b>310,153</b>	<b>439,550</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>200</b>	<b>36</b>	<b>99</b>	<b>55</b>	<b>10</b>
<b>Total Closed Volume</b>		<b>46,766,880</b>	<b>5.23M</b>	<b>20.09M</b>	<b>17.06M</b>	<b>4.40M</b>

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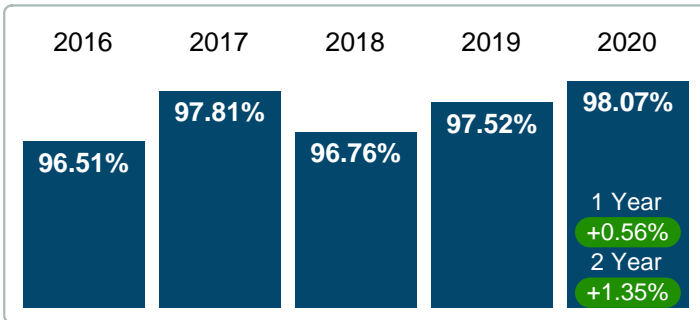
Area Delimited by County Of Rogers



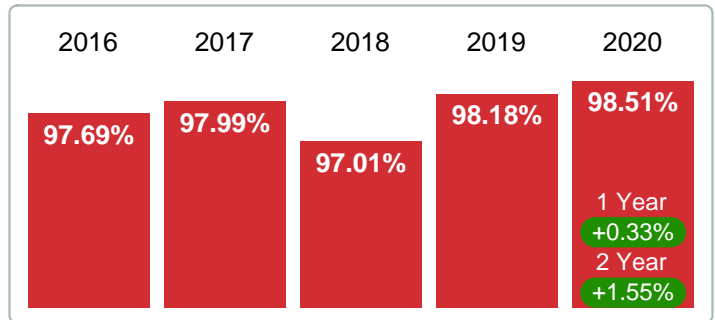
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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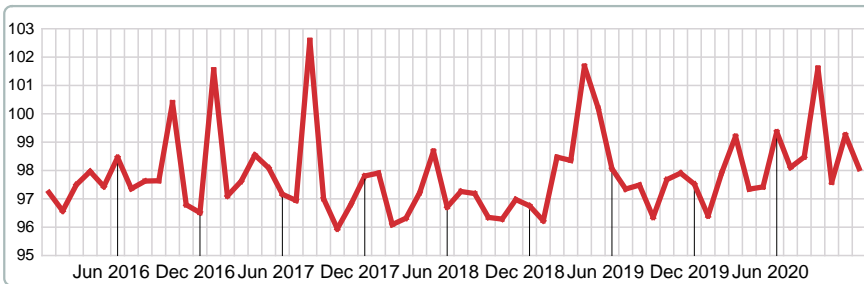
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

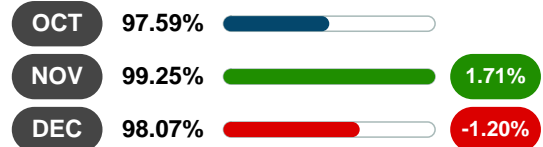


### 3 MONTHS

5 year DEC AVG = 97.33%

High Aug 2017 102.59% Low Oct 2017 95.94%

Average Sold/List Ratio this month at **98.07%**  
above the 5 yr DEC average of **97.33%**



### 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
\$75,000 and less	17	8.50%	92.79%	93.04%	81.74%	100.00%	0.00%
\$75,001 - \$125,000	22	11.00%	93.47%	99.07%	91.31%	86.46%	0.00%
\$125,001 - \$175,000	37	18.50%	99.15%	97.09%	99.96%	86.16%	98.16%
\$175,001 - \$225,000	48	24.00%	99.58%	99.36%	100.01%	98.62%	0.00%
\$225,001 - \$300,000	31	15.50%	98.63%	79.37%	100.32%	97.47%	100.20%
\$300,001 - \$400,000	22	11.00%	99.94%	0.00%	100.16%	100.26%	98.09%
\$400,001 and up	23	11.50%	98.89%	94.29%	98.17%	101.38%	96.76%
Average Sold/List Ratio		98.10%		95.37%	98.83%	98.52%	97.64%
Total Closed Units	200	100%	98.10%	36	99	55	10
Total Closed Volume	46,766,880			5.23M	20.09M	17.06M	4.40M



# December 2020

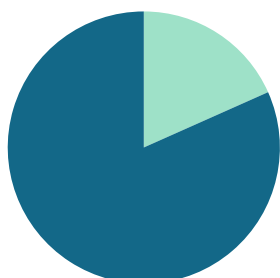
Area Delimited by County Of Rogers



## MARKET SUMMARY

Report produced on Jan 11, 2021 for MLS Technology Inc.

### INVENTORY

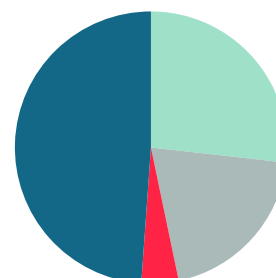


**Inventory**  
 New Listings  
**132 = 18.33%**  
 Start Inventory  
**588**  
 Total Inventory Units  
**720**  
 Volume  
**\$209,242,694**

### Market Activity

Closed Sales  
**200 = 26.77%**  
 Pending Sales  
**149 = 19.95%**  
 Other Off Market  
**33 = 4.42%**  
 Active Inventory  
**365 = 48.86%**

### MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	143	200	39.86%	1,788	1,883	5.31%
Pending Sales	108	149	37.96%	1,805	2,031	12.52%
New Listings	151	132	-12.58%	2,903	2,577	-11.23%
Average List Price	183,559	237,303	29.28%	199,136	225,668	13.32%
Average Sale Price	179,862	233,834	30.01%	195,001	221,852	13.77%
Average Percent of Selling Price to List Price	97.52%	98.07%	0.56%	98.18%	98.51%	0.33%
Average Days on Market to Sale	44.76	24.75	-44.71%	44.16	35.68	-19.20%
Monthly Inventory	769	365	-52.54%	769	365	-52.54%
Months Supply of Inventory	5.16	2.33	-54.93%	5.16	2.33	-54.93%

**Absorption:** Last 12 months, an Average of **157** Sales/Month

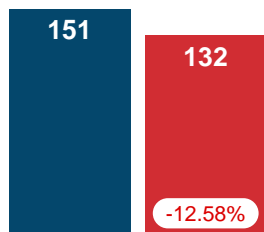
**Inventory** on December 31, 2020 = **365**

**2019** **2020**

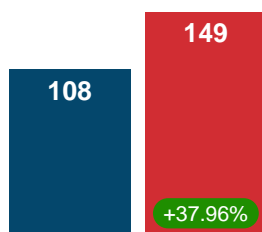
### DECEMBER MARKET

### AVERAGE PRICES

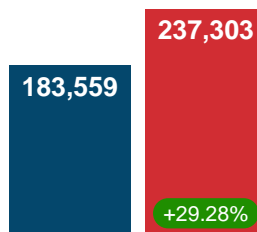
#### New Listings



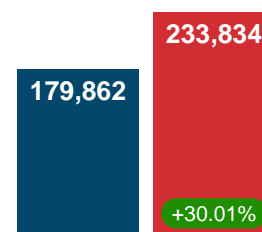
#### Pending Listings



#### List Price



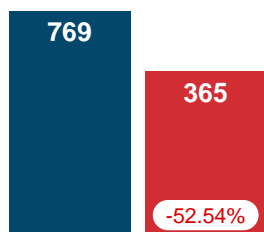
#### Sale Price



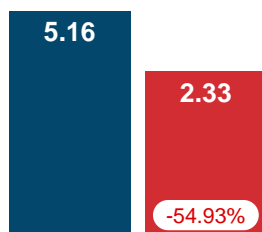
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

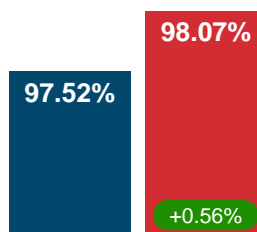
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

