

February 2020



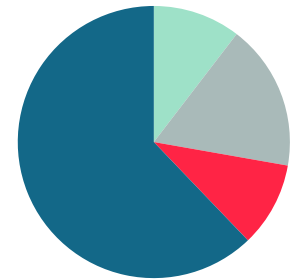
Area Delimited by County Of Rogers



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	February 2020	+/-%
Closed Listings	119	93	-21.85%
Pending Listings	127	155	22.05%
New Listings	220	218	-0.91%
Average List Price	174,608	214,579	22.89%
Average Sale Price	170,973	209,740	22.67%
Average Percent of Selling Price to List Price	98.47%	97.89%	-0.59%
Average Days on Market to Sale	53.01	47.09	-11.17%
End of Month Inventory	848	555	-34.55%
Months Supply of Inventory	6.20	3.75	-39.53%



■ Closed (10.41%)
■ Pending (17.36%)
■ Other OffMarket (10.08%)
■ Active (62.15%)

Absorption: Last 12 months, an Average of **148** Sales/Month
Active Inventory as of February 29, 2020 = **555**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2020 decreased **34.55%** to 555 existing homes available for sale. Over the last 12 months this area has had an average of 148 closed sales per month. This represents an unsold inventory index of **3.75** 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 **22.67%** in February 2020 to \$209,740 versus the previous year at \$170,973.

Average Days on Market Shortens

The average number of **47.09** days that homes spent on the market before selling decreased by 5.92 days or **11.17%** in February 2020 compared to last year's same month at **53.01** DOM.

Sales Success for February 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 218 New Listings in February 2020, down **0.91%** from last year at 220. Furthermore, there were 93 Closed Listings this month versus last year at 119, a **-21.85%** decrease.

Closed versus Listed trends yielded a **42.7%** ratio, down from previous year's, February 2019, at **54.1%**, a **21.13%** 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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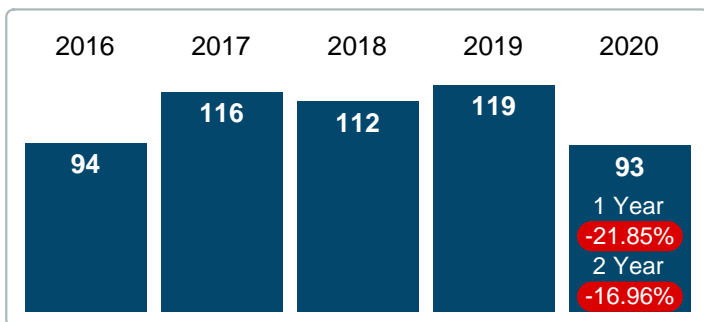
Area Delimited by County Of Rogers



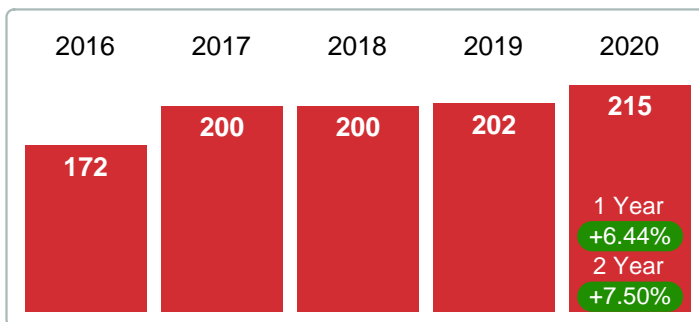
CLOSED LISTINGS

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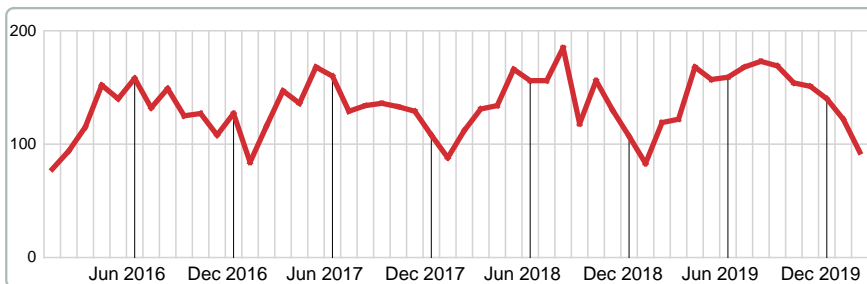
FEBRUARY



YEAR TO DATE (YTD)

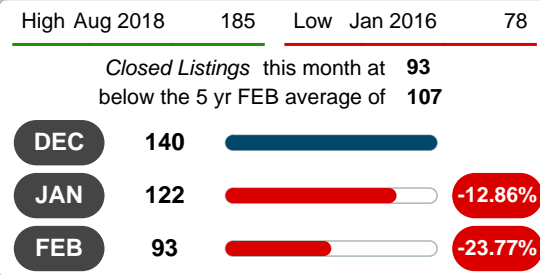


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 107



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$75,000	20	21.51%	57.9	12	8	0	0
\$75,001-\$125,000	14	15.05%	21.7	7	7	0	0
\$125,001-\$225,000	24	25.81%	39.5	1	19	4	0
\$225,001-\$300,000	14	15.05%	47.1	0	8	5	1
\$300,001-\$400,000	10	10.75%	82.5	0	4	5	1
\$400,001 and up	11	11.83%	44.0	0	1	6	4
Total Closed Units	93			20	47	20	6
Total Closed Volume	19,505,811	100%	47.1	1.18M	8.10M	6.52M	3.70M
Average Closed Price	\$209,740			\$59,145	\$172,361	\$325,959	\$617,129

February 2020

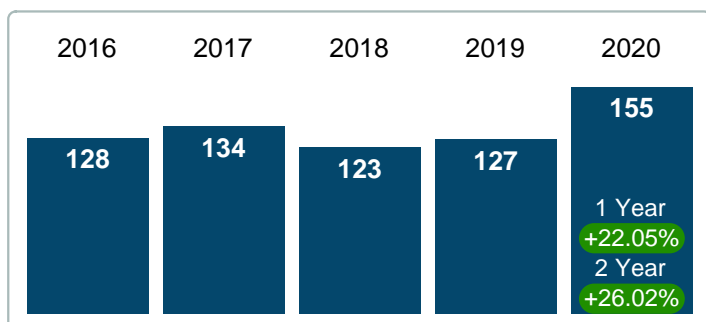
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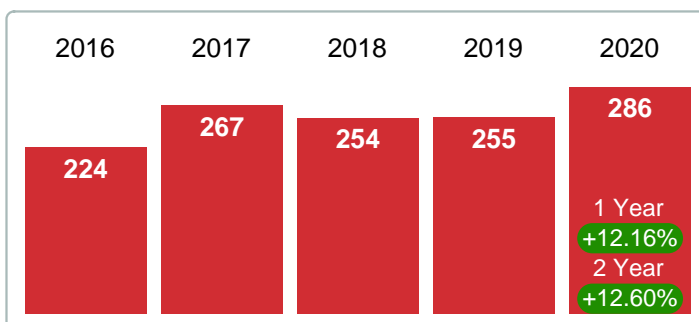
PENDING LISTINGS

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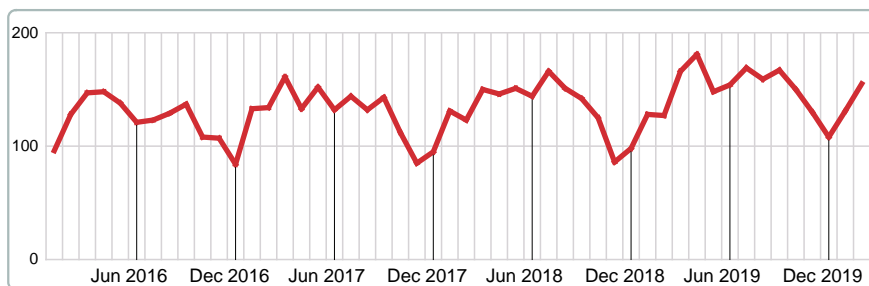
FEBRUARY



YEAR TO DATE (YTD)

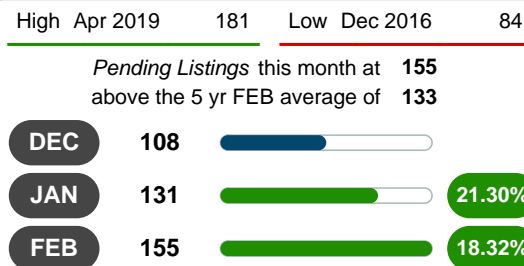


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 133



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	8.39%	39.8	8	4	1	0
\$50,001 - \$100,000	15	9.68%	31.0	8	6	1	0
\$100,001 - \$150,000	29	18.71%	39.6	8	20	1	0
\$150,001 - \$175,000	22	14.19%	57.7	3	17	2	0
\$175,001 - \$250,000	41	26.45%	41.8	4	20	17	0
\$250,001 - \$325,000	17	10.97%	59.1	0	6	11	0
\$325,001 and up	18	11.61%	46.9	1	1	12	4
Total Pending Units	155			32	74	45	4
Total Pending Volume	30,780,046	100%	21.1	4.27M	12.28M	12.16M	2.07M
Average Listing Price	\$175,468			\$133,316	\$165,939	\$270,215	\$518,700

February 2020

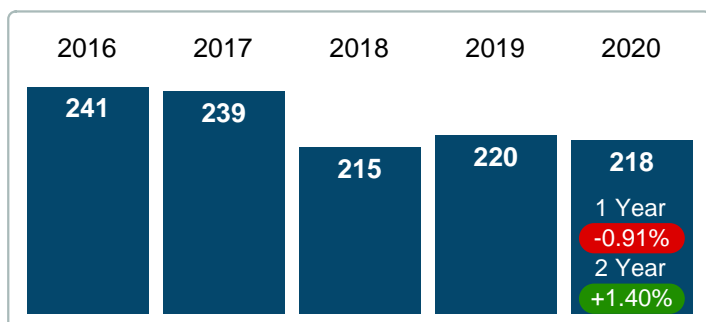
Area Delimited by County Of Rogers



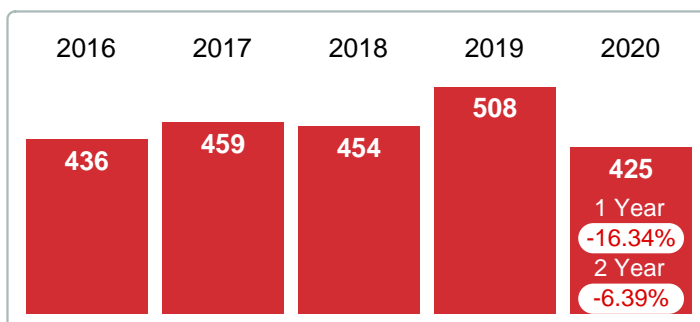
NEW LISTINGS

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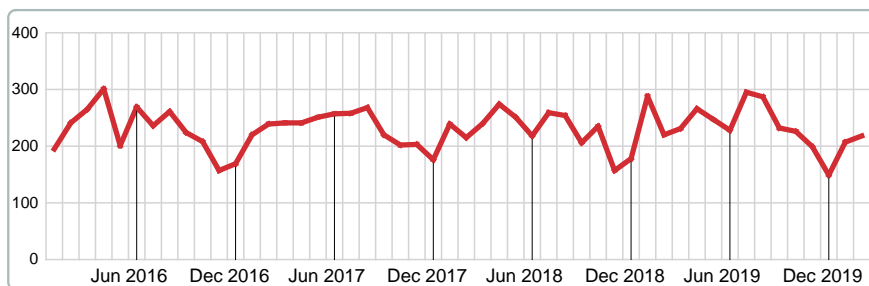
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

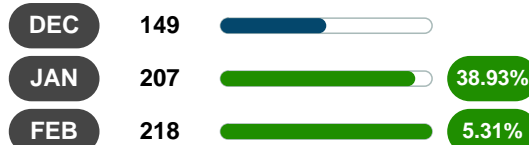


3 MONTHS

5 year FEB AVG = 227

High Apr 2016 301 Low Dec 2019 149

New Listings this month at **218**
below the 5 yr FEB average of **227**



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	12	5.50%	5				4				3				0			
\$25,001 - \$50,000	33	15.14%	31				2				0				0			
\$50,001 - \$125,000	30	13.76%	16				10				3				1			
\$125,001 - \$225,000	56	25.69%	13				33				10				0			
\$225,001 - \$325,000	36	16.51%	1				19				14				2			
\$325,001 - \$475,000	26	11.93%	1				5				17				3			
\$475,001 and up	25	11.47%	9				1				8				7			
Total New Listed Units	218		76				74				55				13			
Total New Listed Volume	53,016,602		14.45M				14.52M				17.98M				6.06M			
Average New Listed Listing Price	\$240,692		\$190,197				\$196,193				\$326,999				\$466,031			

February 2020



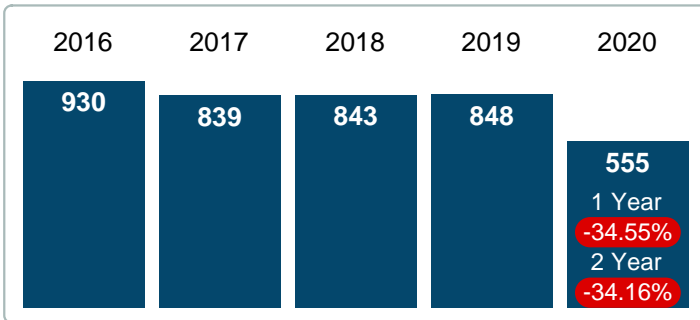
Area Delimited by County Of Rogers



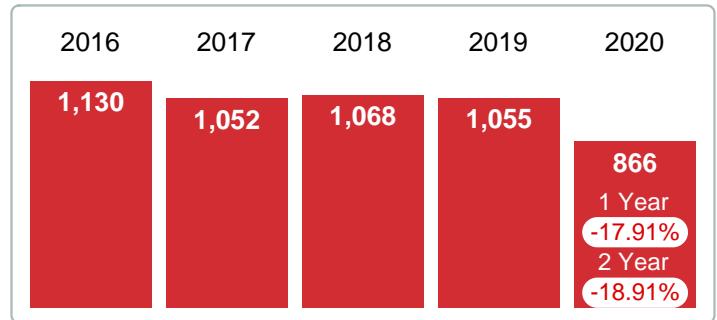
ACTIVE INVENTORY

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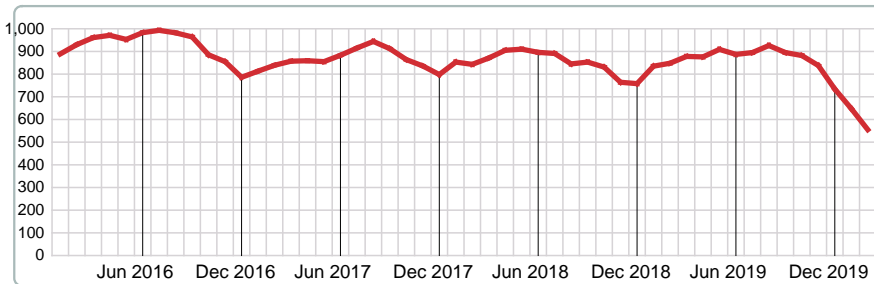
END OF FEBRUARY



ACTIVE DURING FEBRUARY

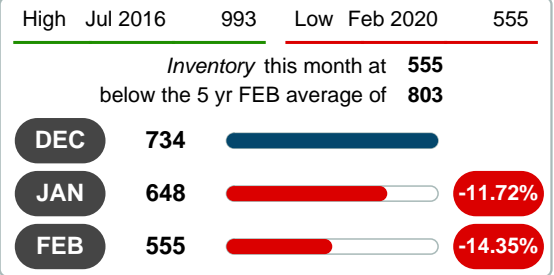


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 803



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	29	5.23%	74.0	20	5	4	0
\$25,001 - \$50,000	90	16.22%	92.3	86	3	1	0
\$50,001 - \$125,000	84	15.14%	81.1	56	22	5	1
\$125,001 - \$250,000	135	24.32%	70.5	41	63	28	3
\$250,001 - \$375,000	92	16.58%	80.0	15	27	43	7
\$375,001 - \$575,000	68	12.25%	76.5	9	7	41	11
\$575,001 and up	57	10.27%	80.2	22	6	14	15
Total Active Inventory by Units	555			249	133	136	37
Total Active Inventory by Volume	162,377,633	100%	79.1	53.75M	30.68M	49.99M	27.96M
Average Active Inventory Listing Price	\$292,572			\$215,849	\$230,700	\$367,543	\$755,738

February 2020

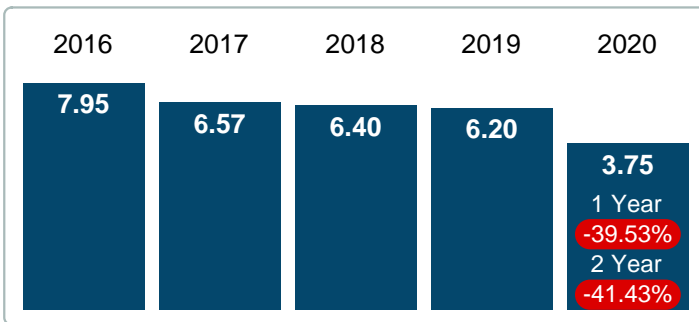
Area Delimited by County Of Rogers



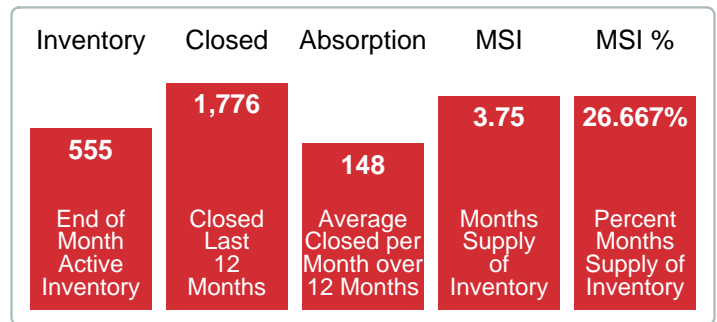
MONTHS SUPPLY of INVENTORY (MSI)

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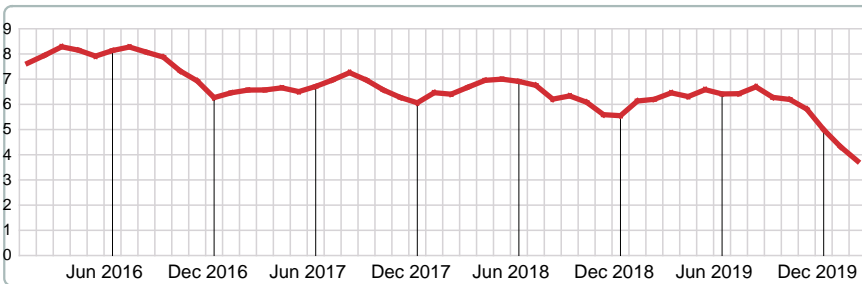
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2020

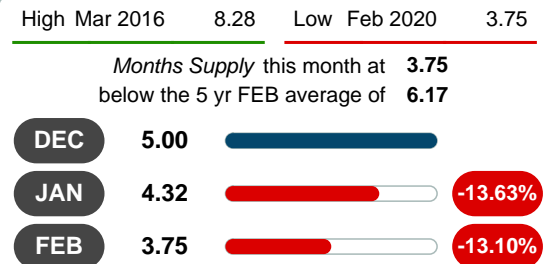


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 6.17



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	29	5.23%	2.54	3.53	1.20	2.82	0.00
\$25,001 - \$50,000	90	16.22%	15.88	19.47	3.60	2.40	0.00
\$50,001 - \$125,000	84	15.14%	3.19	5.60	1.51	3.00	12.00
\$125,001 - \$250,000	135	24.32%	2.03	6.93	1.47	1.71	2.57
\$250,001 - \$375,000	92	16.58%	3.94	25.71	3.60	3.33	3.00
\$375,001 - \$575,000	68	12.25%	6.09	21.60	3.65	5.93	5.74
\$575,001 and up	57	10.27%	15.55	66.00	36.00	8.00	10.59
Market Supply of Inventory (MSI)			3.75	9.11	1.85	3.28	5.22
Total Active Inventory by Units		100%	3.75	249	133	136	37

February 2020

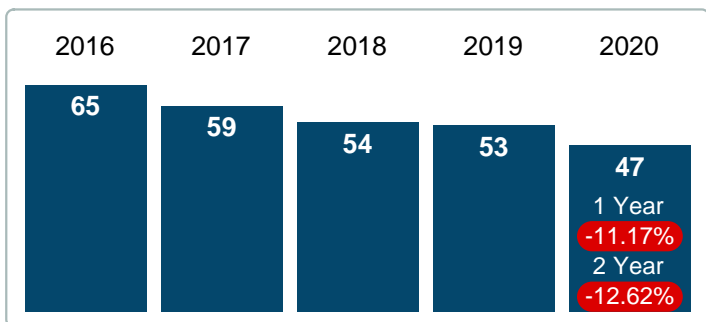
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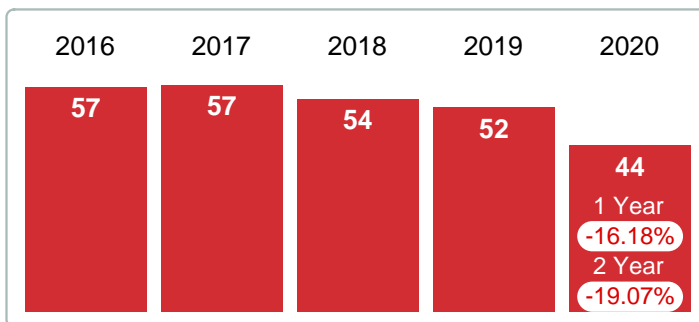
AVERAGE DAYS ON MARKET TO SALE

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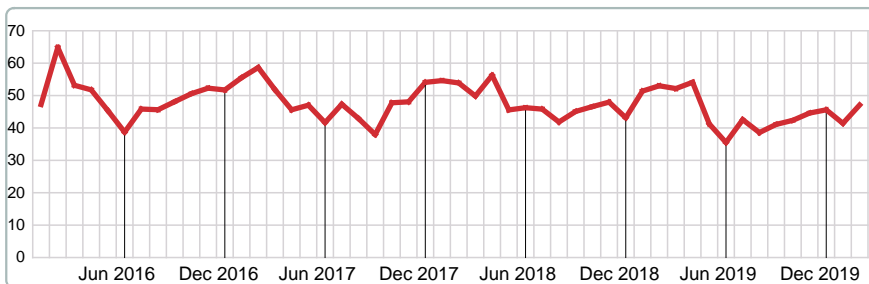
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 55

High Feb 2016 65 Low Jun 2019 36

Average Days on Market to Sale this month at 47 below the 5 yr FEB average of 55



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
\$0 and less	0.00%	0	0	0	0	0
\$1-\$75,000	21.51%	58	67	44	0	0
\$75,001-\$125,000	15.05%	22	11	33	0	0
\$125,001-\$225,000	25.81%	40	47	39	40	0
\$225,001-\$300,000	15.05%	47	0	60	30	29
\$300,001-\$400,000	10.75%	83	0	132	44	77
\$400,001 and up	11.83%	44	0	6	24	83
Average Closed DOM		47	46	50	34	73
Total Closed Units	100%	93	20	47	20	6
Total Closed Volume		19,505,811	1.18M	8.10M	6.52M	3.70M

February 2020

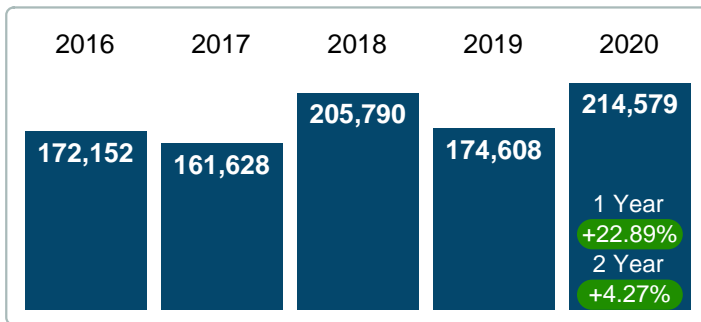
Area Delimited by County Of Rogers



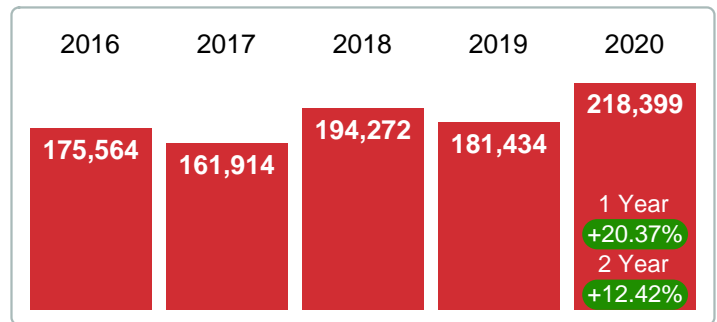
AVERAGE LIST PRICE AT CLOSING

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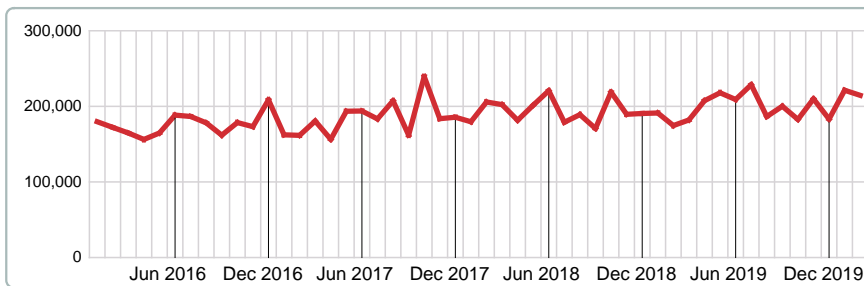
FEBRUARY



YEAR TO DATE (YTD)

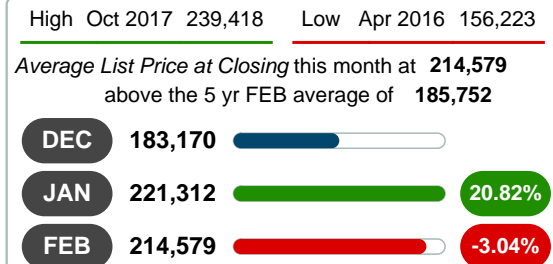


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 185,752



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$75,000	21	22.58%	27,341	28,135	21,131	0	0
\$75,001-\$125,000	11	11.83%	100,191	103,114	102,529	0	0
\$125,001-\$225,000	26	27.96%	171,524	190,000	172,351	181,262	0
\$225,001-\$300,000	14	15.05%	251,593	0	254,588	251,140	229,900
\$300,001-\$400,000	9	9.68%	358,544	0	377,325	366,540	309,900
\$400,001 and up	12	12.90%	589,227	0	515,000	480,658	811,694
Average List Price			214,579	62,471	174,945	334,870	631,096
Total Closed Units		100%	214,579	20	47	20	6
Total Closed Volume			19,955,820	1.25M	8.22M	6.70M	3.79M

February 2020

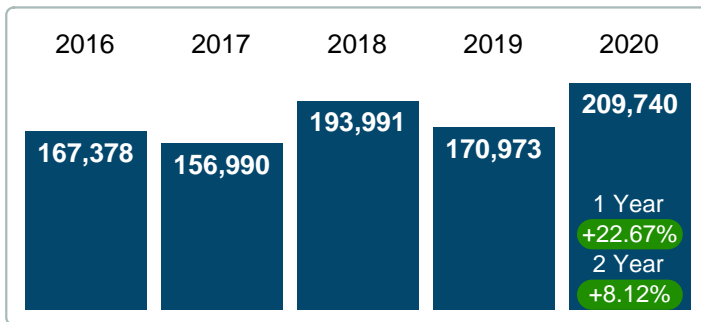
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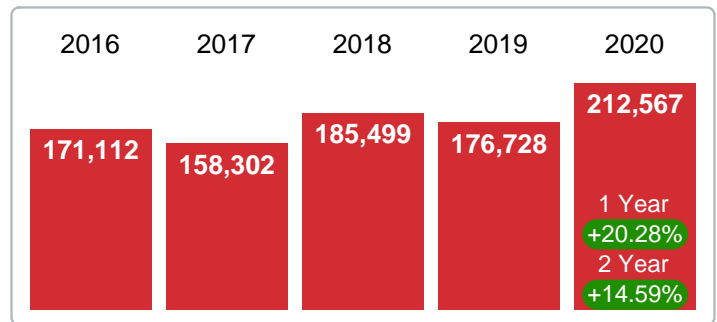
AVERAGE SOLD PRICE AT CLOSING

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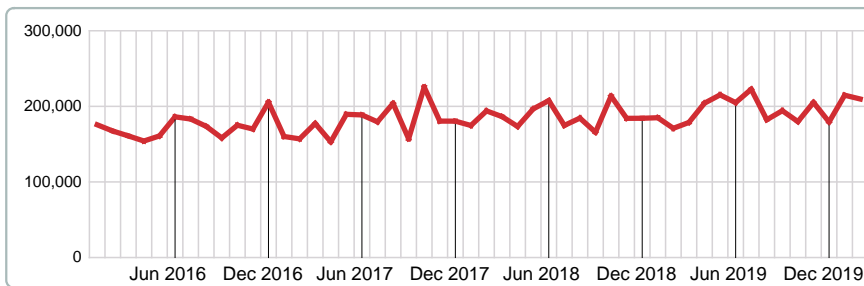
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

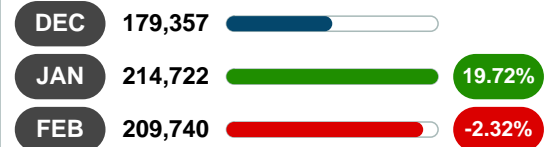


3 MONTHS

5 year FEB AVG = 179,814

High Oct 2017 225,516 Low Apr 2017 153,074

Average Sold Price at Closing this month at **209,740**
above the 5 yr FEB average of **179,814**



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$75,000	20	21.51%	23,527	25,271	20,912	0	0
\$75,001-\$125,000	14	15.05%	101,814	100,557	103,071	0	0
\$125,001-\$225,000	24	25.81%	170,785	175,750	169,066	177,712	0
\$225,001-\$300,000	14	15.05%	248,636	0	250,750	248,980	230,000
\$300,001-\$400,000	10	10.75%	354,440	0	369,725	351,300	309,000
\$400,001 and up	11	11.83%	589,610	0	515,000	467,823	790,944
Average Sold Price			209,740	59,145	172,361	325,959	617,129
Total Closed Units		100%	209,740	20	47	20	6
Total Closed Volume			19,505,811	1.18M	8.10M	6.52M	3.70M

February 2020

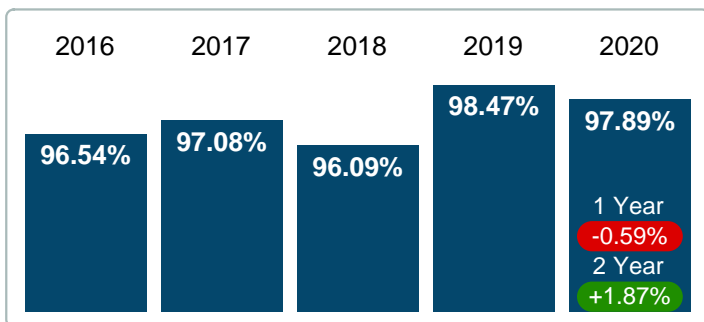
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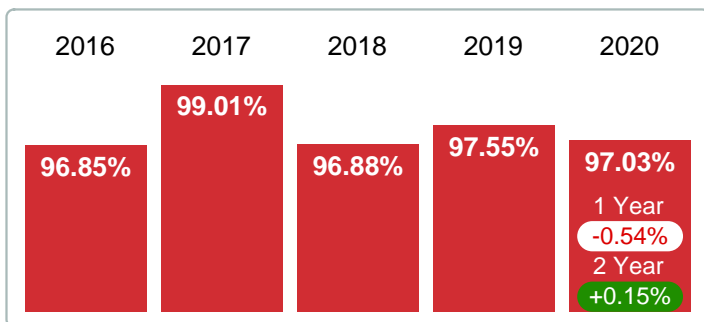
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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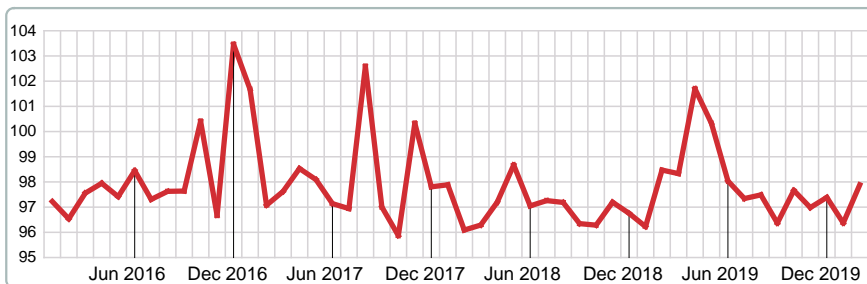
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

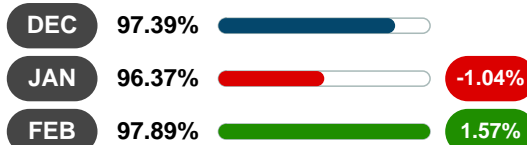


3 MONTHS

5 year FEB AVG = 97.21%

High Dec 2016 103.46% Low Oct 2017 95.87%

Average Sold/List Ratio this month at **97.89%**
above the 5 yr FEB average of **97.21%**



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
\$0 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$75,000	20	21.51%	95.80%	92.43%	100.86%	0.00%	0.00%
\$75,001-\$125,000	14	15.05%	100.89%	97.91%	103.87%	0.00%	0.00%
\$125,001-\$225,000	24	25.81%	97.72%	92.50%	97.97%	97.81%	0.00%
\$225,001-\$300,000	14	15.05%	98.86%	0.00%	98.52%	99.16%	100.04%
\$300,001-\$400,000	10	10.75%	97.20%	0.00%	97.84%	96.19%	99.71%
\$400,001 and up	11	11.83%	97.62%	0.00%	100.00%	97.38%	97.39%
Average Sold/List Ratio		97.90%		94.35%	99.47%	97.61%	98.22%
Total Closed Units		93	100%	20	47	20	6
Total Closed Volume		19,505,811		1.18M	8.10M	6.52M	3.70M

February 2020

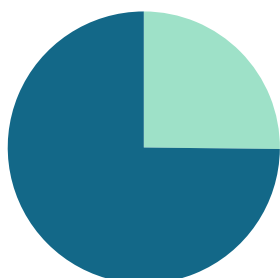
Area Delimited by County Of Rogers



MARKET SUMMARY

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

INVENTORY

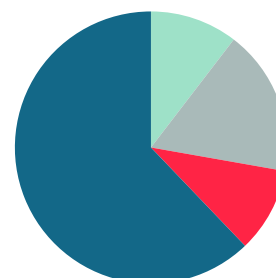


Inventory
 New Listings
218 = 25.17%
 Start Inventory
648
 Total Inventory Units
866
 Volume
\$235,684,703

Market Activity

Closed Sales
93 = 10.41%
 Pending Sales
155 = 17.36%
 Other Off Market
90 = 10.08%
 Active Inventory
555 = 62.15%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	119	93	-21.85%	202	215	6.44%
Pending Sales	127	155	22.05%	255	286	12.16%
New Listings	220	218	-0.91%	508	425	-16.34%
Average List Price	174,608	214,579	22.89%	181,434	218,399	20.37%
Average Sale Price	170,973	209,740	22.67%	176,728	212,567	20.28%
Average Percent of Selling Price to List Price	98.47%	97.89%	-0.59%	97.55%	97.03%	-0.54%
Average Days on Market to Sale	53.01	47.09	-11.17%	52.34	43.87	-16.18%
Monthly Inventory	848	555	-34.55%	848	555	-34.55%
Months Supply of Inventory	6.20	3.75	-39.53%	6.20	3.75	-39.53%

Absorption: Last 12 months, an Average of **148** Sales/Month

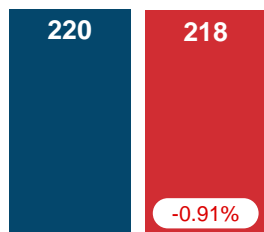
Inventory on February 29, 2020 = **555**

2019 **2020**

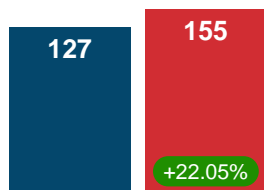
FEBRUARY MARKET

AVERAGE PRICES

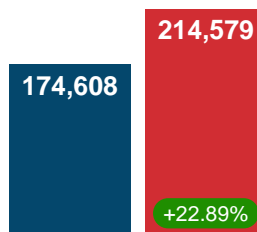
New Listings



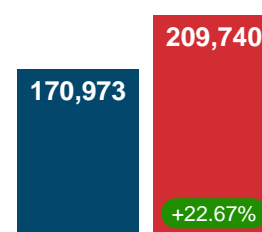
Pending Listings



List Price



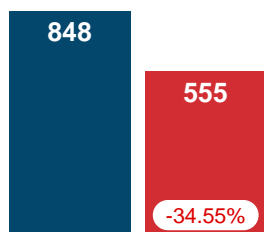
Sale Price



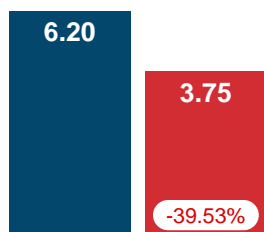
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

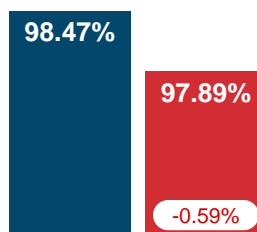
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

