

January 2020

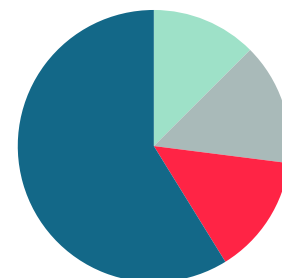
Area Delimited by County Of Rogers



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	January 2020	+/-%
Closed Listings	83	120	44.58%
Pending Listings	128	139	8.59%
New Listings	288	207	-28.13%
Median List Price	149,900	173,145	15.51%
Median Sale Price	148,000	172,700	16.69%
Median Percent of Selling Price to List Price	98.56%	98.72%	0.17%
Median Days on Market to Sale	38.00	27.00	-28.95%
End of Month Inventory	834	564	-32.37%
Months Supply of Inventory	6.12	3.76	-38.54%



■ Closed (12.51%)
■ Pending (14.49%)
■ Other OffMarket (14.18%)
■ Active (58.81%)

Absorption: Last 12 months, an Average of **150** Sales/Month
Active Inventory as of January 31, 2020 = **564**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2020 decreased **32.37%** to 564 existing homes available for sale. Over the last 12 months this area has had an average of 150 closed sales per month. This represents an unsold inventory index of **3.76** 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 **16.69%** in January 2020 to \$172,700 versus the previous year at \$148,000.

Median Days on Market Shortens

The median number of **27.00** days that homes spent on the market before selling decreased by 11.00 days or **28.95%** in January 2020 compared to last year's same month at **38.00** DOM.

Sales Success for January 2020 is Positive

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

There were 207 New Listings in January 2020, down **28.13%** from last year at 288. Furthermore, there were 120 Closed Listings this month versus last year at 83, a **44.58%** increase.

Closed versus Listed trends yielded a **58.0%** ratio, up from previous year's, January 2019, at **28.8%**, a **101.15%** 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

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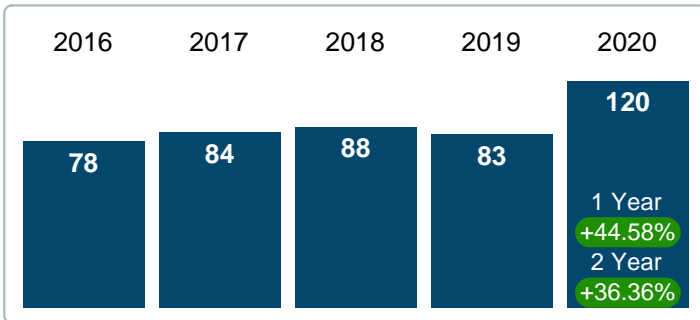
Area Delimited by County Of Rogers



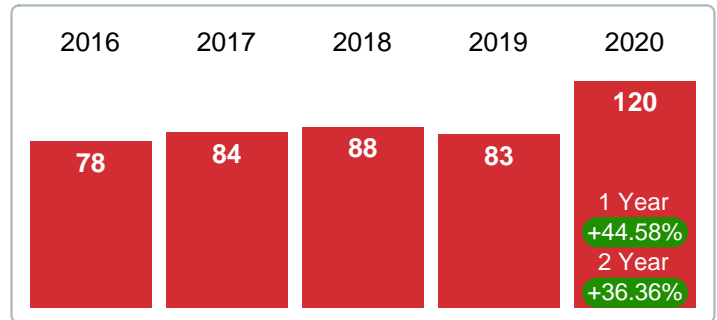
CLOSED LISTINGS

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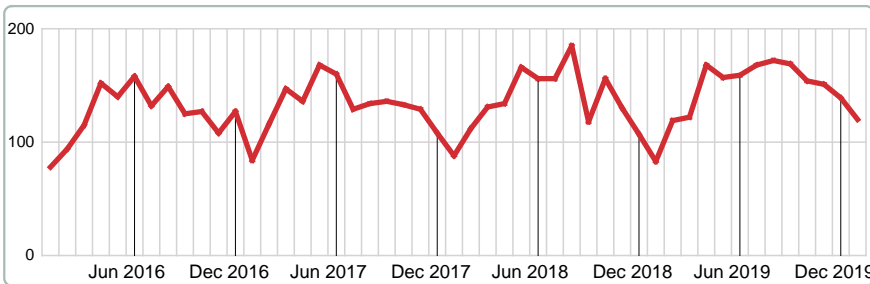
JANUARY



YEAR TO DATE (YTD)

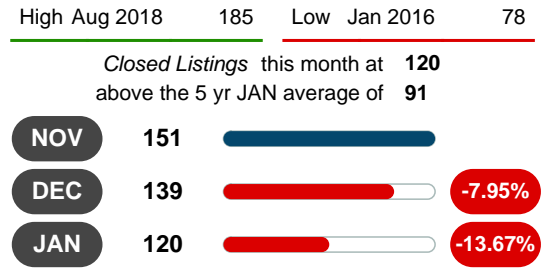


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 91



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$50,000	22	18.33%	41.5	14	8	0	0
\$50,001-\$125,000	20	16.67%	26.0	6	13	1	0
\$125,001-\$225,000	29	24.17%	23.0	5	18	6	0
\$225,001-\$300,000	19	15.83%	22.0	1	5	11	2
\$300,001-\$425,000	17	14.17%	28.0	1	5	8	3
\$425,001 and up	13	10.83%	30.0	3	2	7	1
Total Closed Units	120			30	51	33	6
Total Closed Volume	26,038,241	100%	27.0	4.94M	7.99M	10.99M	2.12M
Median Closed Price	\$172,700			\$61,500	\$145,000	\$296,000	\$350,500

January 2020



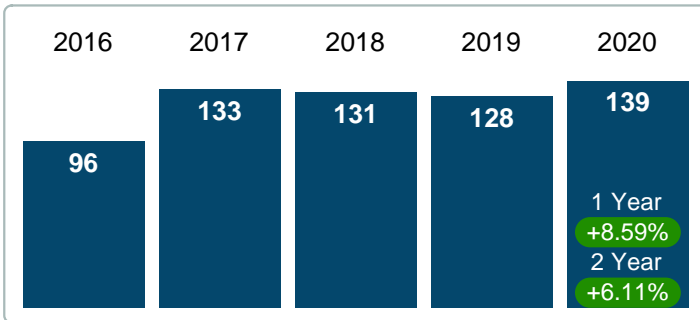
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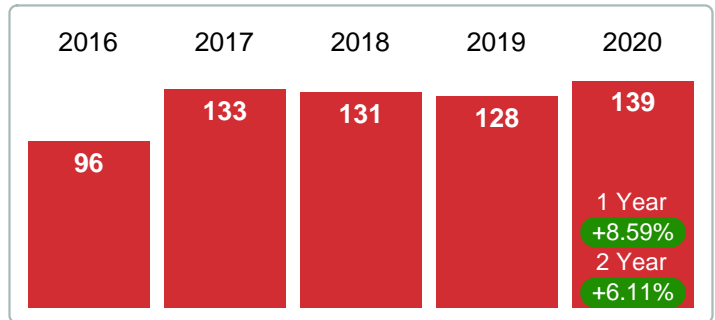
PENDING LISTINGS

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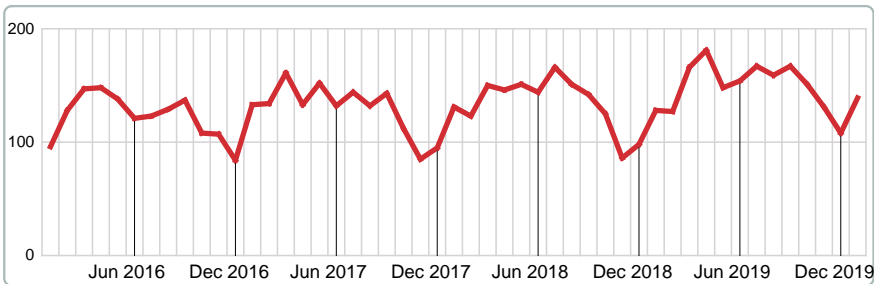
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 125

High Apr 2019 181 Low Dec 2016 84

Pending Listings this month at 139
above the 5 yr JAN average of 125



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	8	5.76%	82.5	4	4	0	0
\$25,001 - \$75,000	17	12.23%	31.0	14	3	0	0
\$75,001 - \$125,000	17	12.23%	9.0	8	9	0	0
\$125,001 - \$200,000	44	31.65%	18.5	6	30	8	0
\$200,001 - \$275,000	19	13.67%	66.0	2	10	5	2
\$275,001 - \$375,000	17	12.23%	61.0	0	6	10	1
\$375,001 and up	17	12.23%	64.0	1	5	7	4
Total Pending Units	139			35	67	30	7
Total Pending Volume	29,952,232	100%	47.0	4.06M	12.68M	9.14M	4.07M
Median Listing Price	\$175,890			\$60,000	\$175,000	\$285,325	\$485,000

January 2020

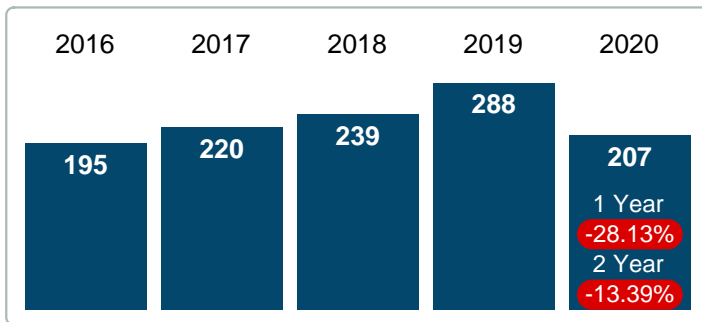
Area Delimited by County Of Rogers



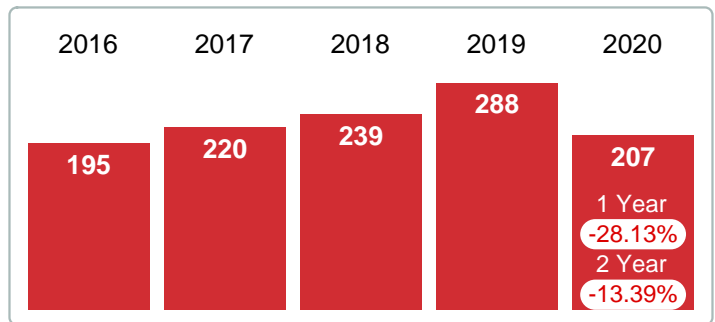
NEW LISTINGS

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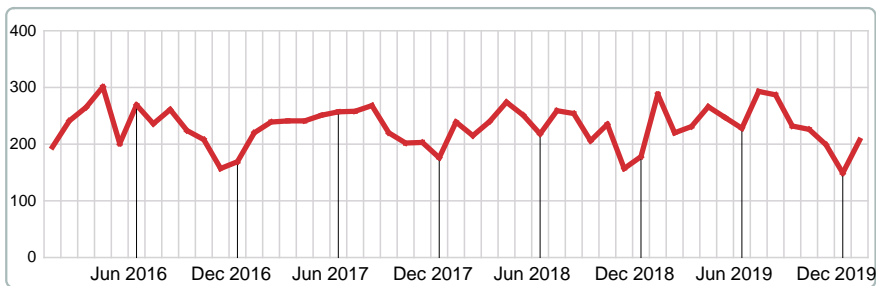
JANUARY



YEAR TO DATE (YTD)

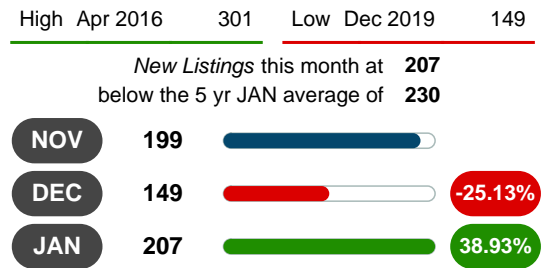


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 230



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	7	3.38%	4	3	0	0
\$25,001 - \$75,000	33	15.94%	27	5	1	0
\$75,001 - \$125,000	27	13.04%	12	13	2	0
\$125,001 - \$200,000	57	27.54%	10	34	13	0
\$200,001 - \$325,000	34	16.43%	5	14	14	1
\$325,001 - \$450,000	27	13.04%	2	3	19	3
\$450,001 and up	22	10.63%	5	1	9	7
Total New Listed Units	207		65	73	58	11
Total New Listed Volume	51,757,199	100%	10.95M	12.13M	20.36M	8.32M
Median New Listed Listing Price	\$176,900		\$85,000	\$162,000	\$314,913	\$699,900

January 2020

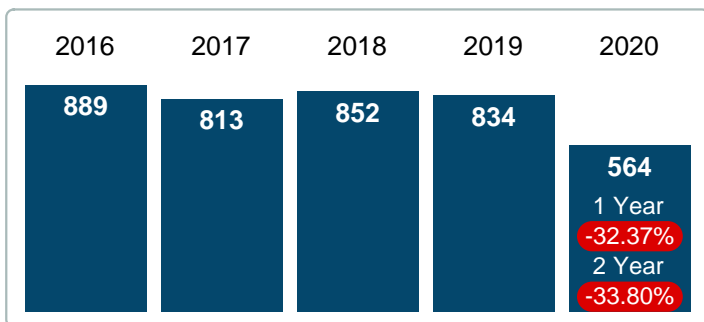
Area Delimited by County Of Rogers



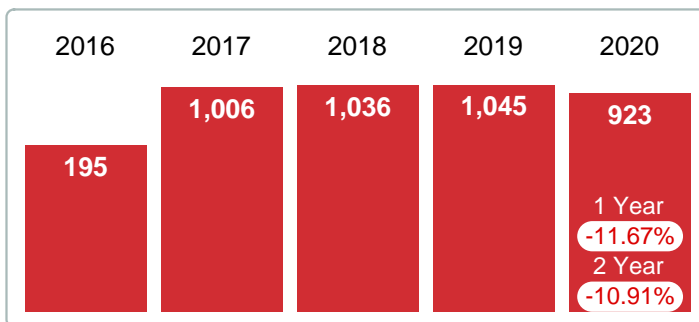
ACTIVE INVENTORY

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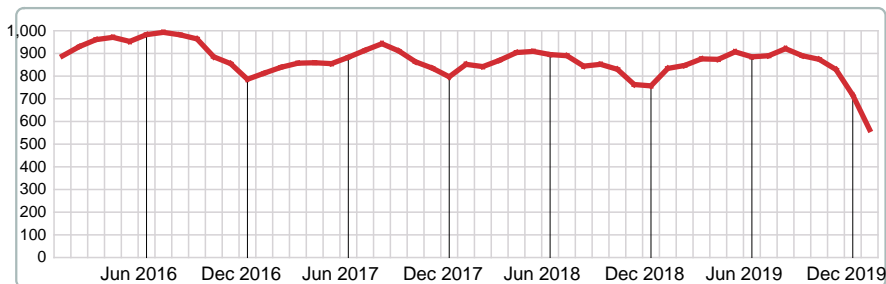
END OF JANUARY



ACTIVE DURING JANUARY



5 YEAR MARKET ACTIVITY TRENDS

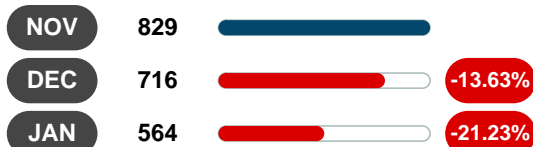


3 MONTHS

5 year JAN AVG = 790

High Jul 2016 993 Low Jan 2020 564

Inventory this month at **564**
below the 5 yr JAN average of **790**



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	31	5.50%	74.0	24	6	1	0
\$25,001 - \$50,000	77	13.65%	114.0	70	5	2	0
\$50,001 - \$125,000	86	15.25%	73.5	58	24	4	0
\$125,001 - \$250,000	159	28.19%	74.0	48	74	35	2
\$250,001 - \$350,000	75	13.30%	78.0	15	18	36	6
\$350,001 - \$550,000	77	13.65%	73.0	10	10	49	8
\$550,001 and up	59	10.46%	107.0	25	5	13	16
Total Active Inventory by Units		564		250	142	140	32
Total Active Inventory by Volume		162,126,819	100%	55.49M	30.05M	49.08M	27.50M
Median Active Inventory Listing Price		\$189,950		\$89,500	\$179,279	\$335,450	\$570,000

January 2020

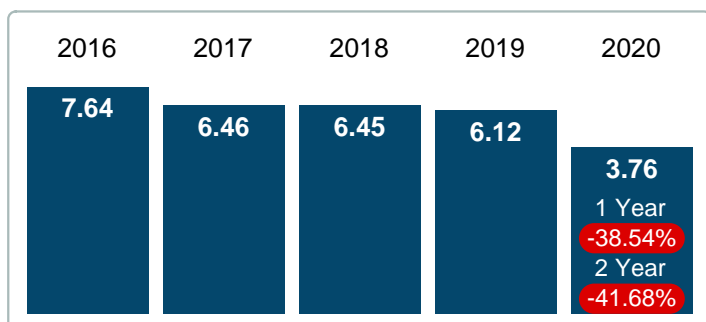
Area Delimited by County Of Rogers



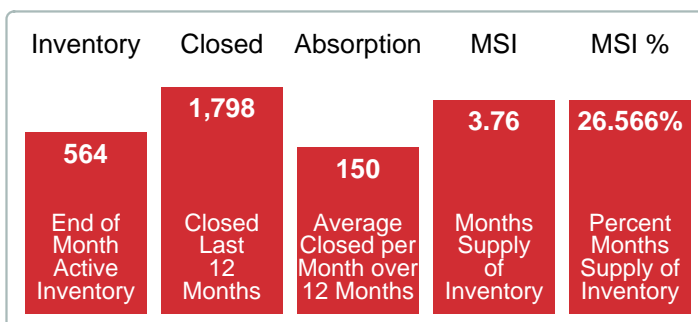
MONTHS SUPPLY of INVENTORY (MSI)

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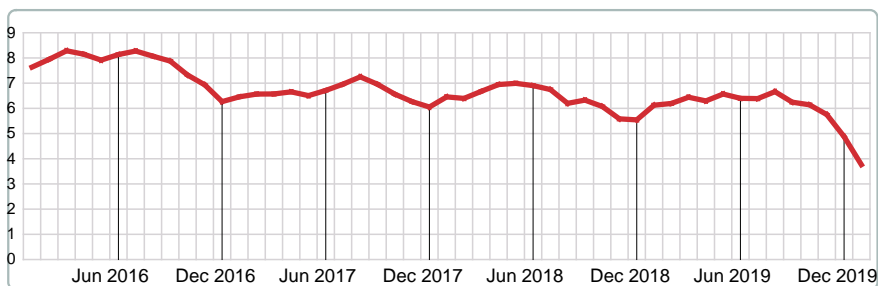
MSI FOR JANUARY



INDICATORS FOR JANUARY 2020

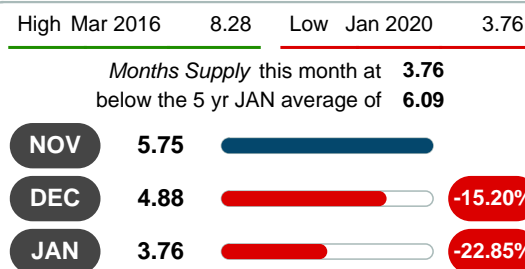


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 6.09



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	5.50%	2.68	4.24	1.44	0.63	0.00
\$25,001 - \$50,000	13.65%	14.90	16.80	8.57	4.80	0.00
\$50,001 - \$125,000	15.25%	3.16	5.70	1.57	2.29	0.00
\$125,001 - \$250,000	28.19%	2.34	8.00	1.69	2.06	1.60
\$250,001 - \$350,000	13.30%	3.81	22.50	2.70	3.54	2.77
\$350,001 - \$550,000	13.65%	5.50	24.00	4.62	5.20	4.00
\$550,001 and up	10.46%	14.45	60.00	30.00	6.78	10.11
Market Supply of Inventory (MSI)		3.76	9.09	1.95	3.31	4.41
Total Active Inventory by Units		564	250	142	140	32

January 2020

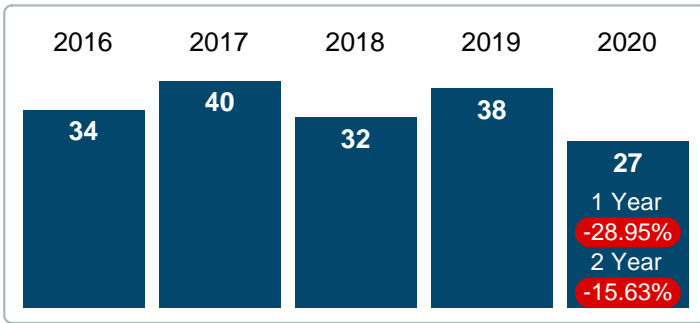
Area Delimited by County Of Rogers



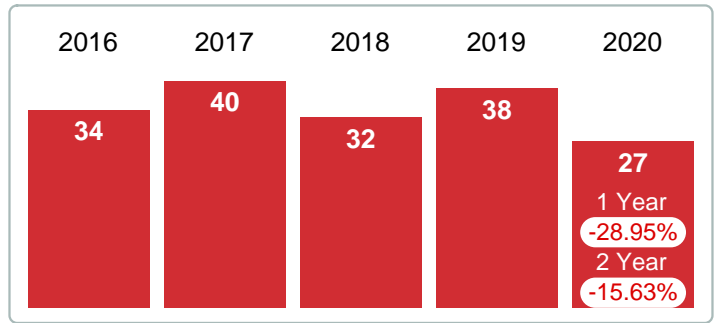
MEDIAN DAYS ON MARKET TO SALE

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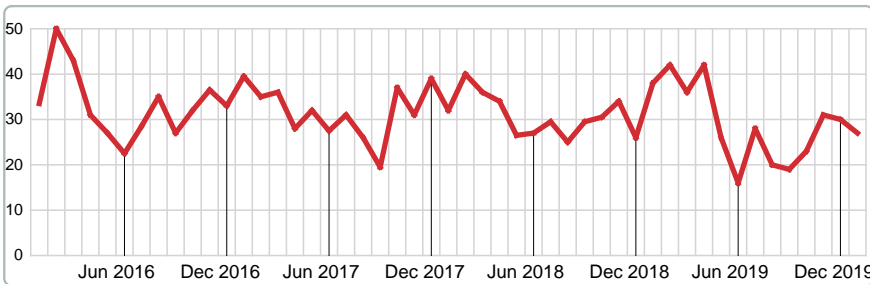
JANUARY



YEAR TO DATE (YTD)

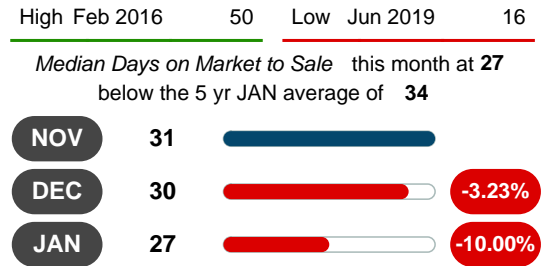


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 34



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
\$0 and less	0	0.00%	107	0	0	0	0
\$1-\$50,000	22	18.33%	42	36	51	0	0
\$50,001-\$125,000	20	16.67%	26	26	42	11	0
\$125,001-\$225,000	29	24.17%	23	15	24	20	0
\$225,001-\$300,000	19	15.83%	22	29	22	14	77
\$300,001-\$425,000	17	14.17%	28	101	13	23	34
\$425,001 and up	13	10.83%	30	53	59	1	175
Median Closed DOM	27			30	24	14	56
Total Closed Units	120	100%	27.0	30	51	33	6
Total Closed Volume	26,038,241			4.94M	7.99M	10.99M	2.12M

January 2020

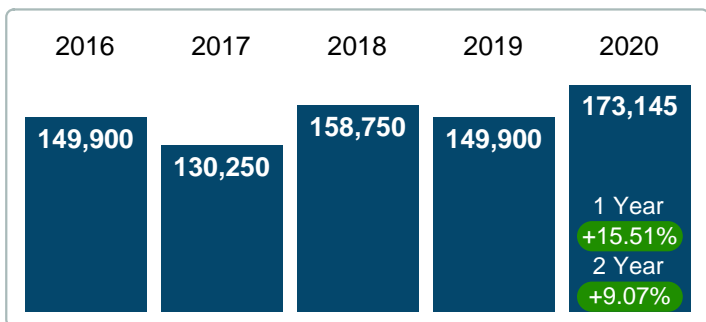
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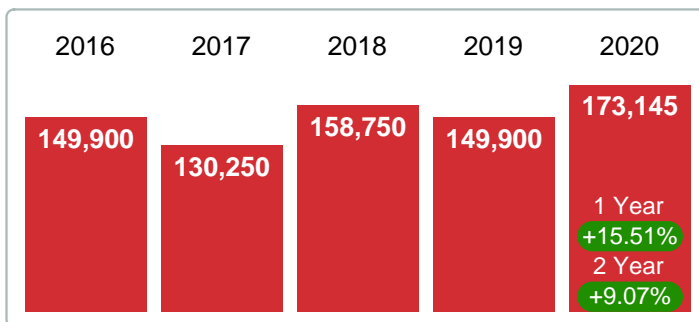
MEDIAN LIST PRICE AT CLOSING

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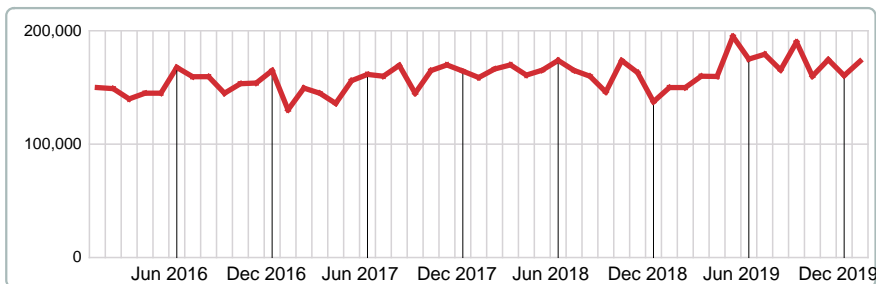
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 152,389

High May 2019 195,000 Low Jan 2017 130,250
 Median List Price at Closing this month at **173,145**
 above the 5 yr JAN average of **152,389**

- NOV 174,500
- DEC 160,469 -8.04%
- JAN 173,145 7.90%

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
\$0 and less	0	0.00%	30	0	0	0	0
\$1 to \$50,000	21	17.50%	19,000	40,000	1,150	0	0
\$50,001 to \$125,000	19	15.83%	97,500	75,000	97,500	119,000	0
\$125,001 to \$225,000	29	24.17%	162,900	150,000	162,900	199,000	0
\$225,001 to \$300,000	21	17.50%	269,900	276,000	246,995	272,450	281,450
\$300,001 to \$425,000	17	14.17%	350,000	324,500	325,000	357,250	389,000
\$425,001 and up	13	10.83%	640,000	699,743	442,250	640,000	511,125
Median List Price			173,145	62,500	155,000	299,000	359,450
Total Closed Units		100%	173,145	30	51	33	6
Total Closed Volume			26,575,040	4.91M	8.20M	11.26M	2.20M

January 2020

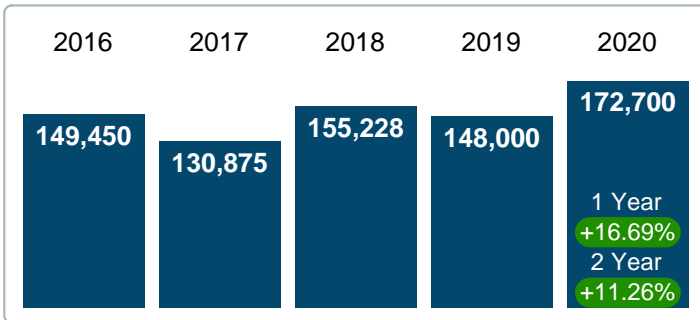
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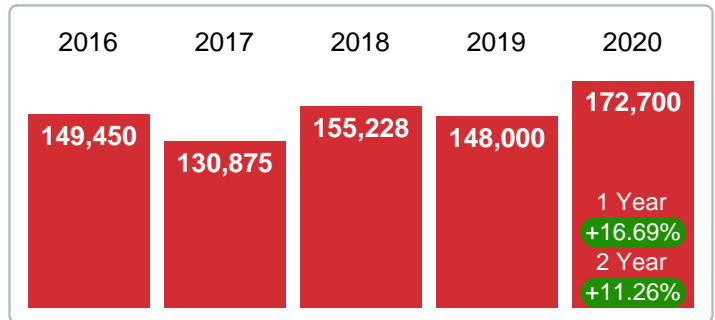
MEDIAN SOLD PRICE AT CLOSING

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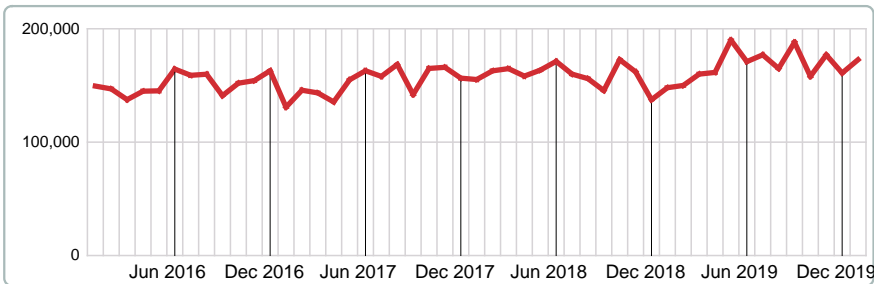
JANUARY



YEAR TO DATE (YTD)

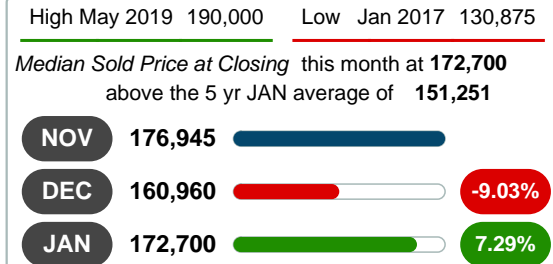


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 151,251



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
\$0 and less	0	0.00%	640,000	0	0	0	0
\$1-\$50,000	22	18.33%	17,375	40,475	1,150	0	0
\$50,001-\$125,000	20	16.67%	96,500	83,875	95,000	119,000	0
\$125,001-\$225,000	29	24.17%	164,000	137,000	162,000	204,500	0
\$225,001-\$300,000	19	15.83%	260,000	260,000	242,000	262,000	273,500
\$300,001-\$425,000	17	14.17%	342,882	305,000	328,000	348,941	375,000
\$425,001 and up	13	10.83%	640,000	895,000	440,000	640,000	480,000
Median Sold Price			172,700	61,500	145,000	296,000	350,500
Total Closed Units		100%	120	30	51	33	6
Total Closed Volume			26,038,241	4.94M	7.99M	10.99M	2.12M

January 2020

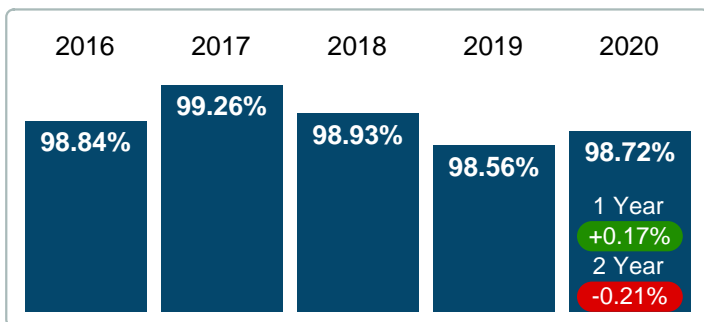
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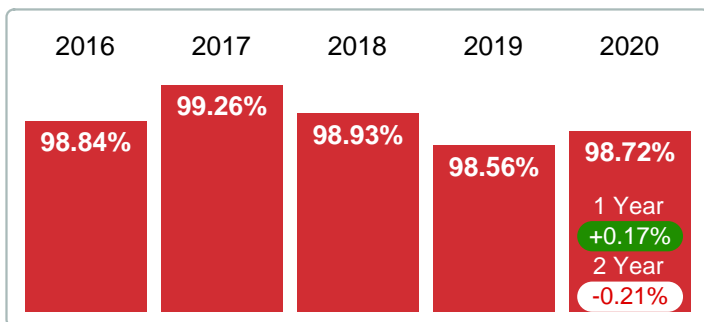
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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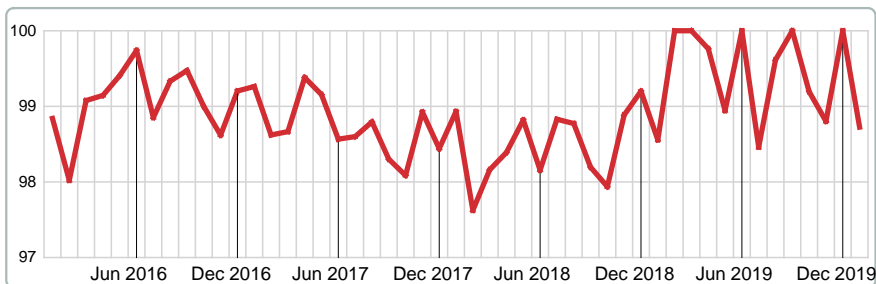
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

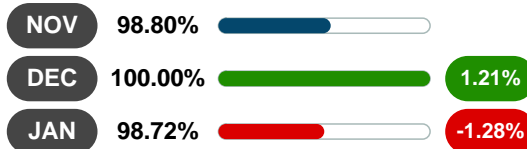


3 MONTHS

5 year JAN AVG = 98.86%

High Dec 2019 100.00% Low Feb 2018 97.62%

Median Sold/List Ratio this month at **98.72%**
equal to 5 yr JAN average of **98.86%**



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
\$0 and less	0	0.00%	100.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$50,000	22	18.33%	95.58%	91.32%	100.00%	0.00%	0.00%
\$50,001-\$125,000	20	16.67%	97.69%	98.46%	95.10%	100.00%	0.00%
\$125,001-\$225,000	29	24.17%	100.00%	100.00%	98.45%	100.00%	0.00%
\$225,001-\$300,000	19	15.83%	98.62%	94.20%	98.78%	98.62%	97.24%
\$300,001-\$425,000	17	14.17%	100.00%	93.99%	100.00%	100.00%	96.40%
\$425,001 and up	13	10.83%	98.99%	97.78%	99.49%	100.00%	93.91%
Median Sold/List Ratio		98.72%		95.58%	99.22%	99.65%	95.70%
Total Closed Units		120	100%	30	51	33	6
Total Closed Volume		26,038,241		4.94M	7.99M	10.99M	2.12M

January 2020

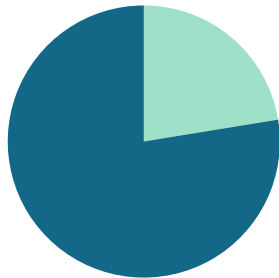
Area Delimited by County Of Rogers



MARKET SUMMARY

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

INVENTORY

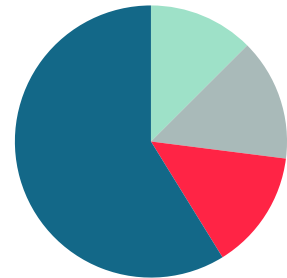


Inventory
 New Listings
207 = 22.43%
 Start Inventory
716
 Total Inventory Units
923
 Volume
\$245,087,338

Market Activity

Closed Sales
120 = 12.51%
 Pending Sales
139 = 14.49%
 Other Off Market
136 = 14.18%
 Active Inventory
564 = 58.81%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	83	120	44.58%	83	120	44.58%
Pending Sales	128	139	8.59%	128	139	8.59%
New Listings	288	207	-28.13%	288	207	-28.13%
Median List Price	149,900	173,145	15.51%	149,900	173,145	15.51%
Median Sale Price	148,000	172,700	16.69%	148,000	172,700	16.69%
Median Percent of Selling Price to List Price	98.56%	98.72%	0.17%	98.56%	98.72%	0.17%
Median Days on Market to Sale	38.00	27.00	-28.95%	38.00	27.00	-28.95%
Monthly Inventory	834	564	-32.37%	834	564	-32.37%
Months Supply of Inventory	6.12	3.76	-38.54%	6.12	3.76	-38.54%

Absorption: Last 12 months, an Average of **150** Sales/Month

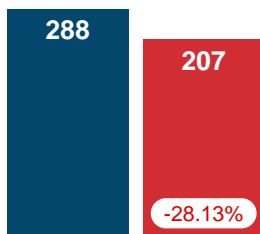
Inventory on January 31, 2020 = **564**

2019 **2020**

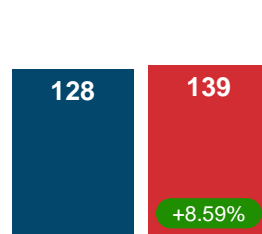
JANUARY MARKET

MEDIAN PRICES

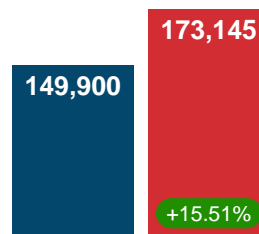
New Listings



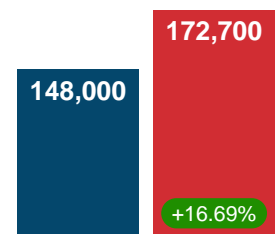
Pending Listings



List Price



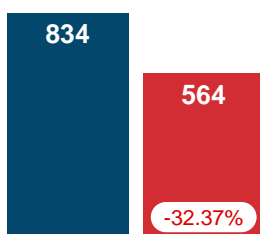
Sale Price



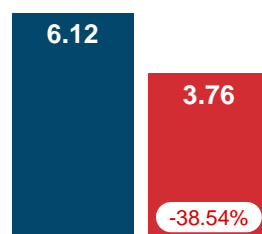
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

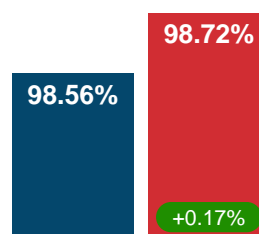
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

