

July 2020

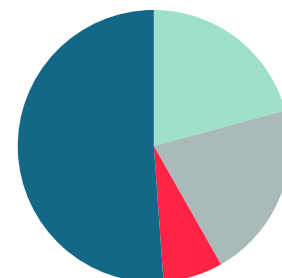
Area Delimited by County Of Rogers



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	July 2020	+/-%
Closed Listings	170	191	12.35%
Pending Listings	170	193	13.53%
New Listings	296	222	-25.00%
Average List Price	228,588	216,038	-5.49%
Average Sale Price	222,668	211,719	-4.92%
Average Percent of Selling Price to List Price	97.35%	98.11%	0.78%
Average Days on Market to Sale	42.22	34.63	-17.98%
End of Month Inventory	900	470	-47.78%
Months Supply of Inventory	6.41	3.14	-51.00%



■ Closed (20.78%)
■ Pending (21.00%)
■ Other OffMarket (7.07%)
■ Active (51.14%)

Absorption: Last 12 months, an Average of **150** Sales/Month
Active Inventory as of July 31, 2020 = **470**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2020 decreased **47.78%** to 470 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 **3.14** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **4.92%** in July 2020 to \$211,719 versus the previous year at \$222,668.

Average Days on Market Shortens

The average number of **34.63** days that homes spent on the market before selling decreased by 7.59 days or **17.98%** in July 2020 compared to last year's same month at **42.22** DOM.

Sales Success for July 2020 is Positive

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

There were 222 New Listings in July 2020, down **25.00%** from last year at 296. Furthermore, there were 191 Closed Listings this month versus last year at 170, a **12.35%** increase.

Closed versus Listed trends yielded a **86.0%** ratio, up from previous year's, July 2019, at **57.4%**, a **49.80%** 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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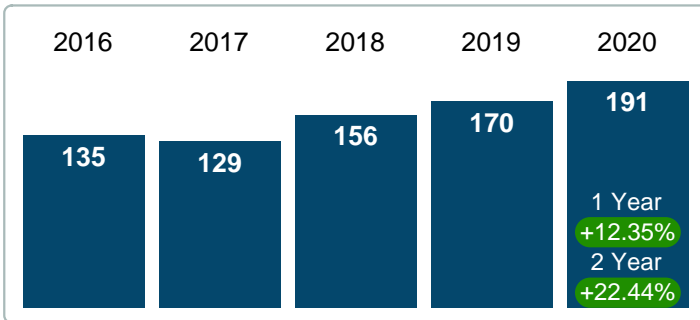
Area Delimited by County Of Rogers



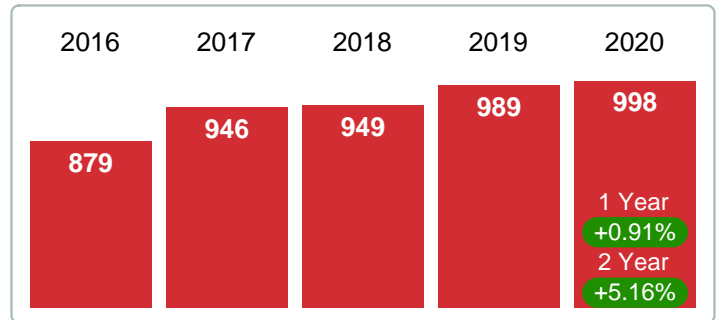
CLOSED LISTINGS

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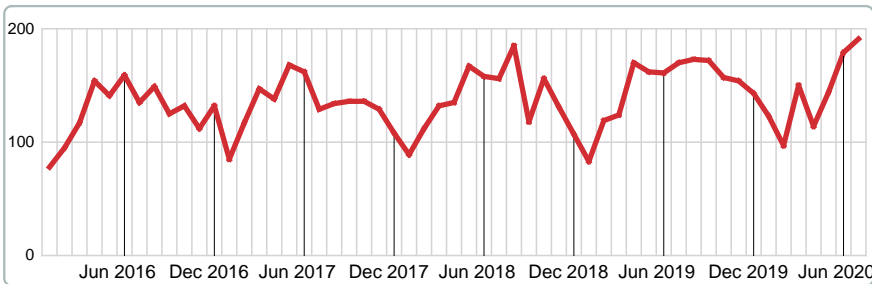
JULY



YEAR TO DATE (YTD)

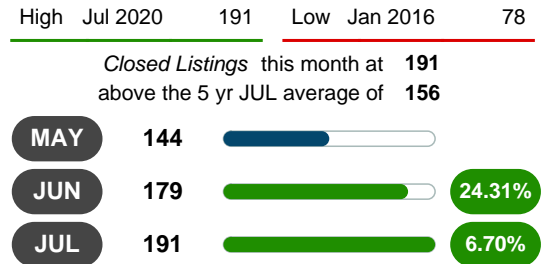


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 156



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	19	9.95%	55.7	17	1	1	0
\$50,001 - \$100,000	22	11.52%	27.5	11	9	2	0
\$100,001 - \$150,000	31	16.23%	9.7	5	23	2	1
\$150,001 - \$200,000	35	18.32%	35.7	3	23	9	0
\$200,001 - \$275,000	43	22.51%	34.0	0	28	15	0
\$275,001 - \$350,000	17	8.90%	40.6	1	9	6	1
\$350,001 and up	24	12.57%	51.9	0	1	12	11
Total Closed Units	191			37	94	47	13
Total Closed Volume	40,438,294	100%	34.6	2.88M	17.70M	12.51M	7.35M
Average Closed Price	\$211,719			\$77,765	\$188,271	\$266,161	\$565,692

July 2020



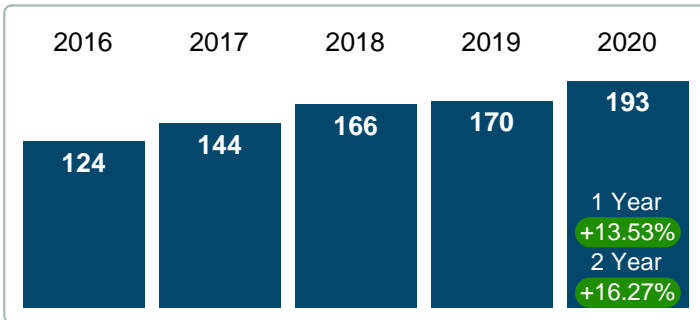
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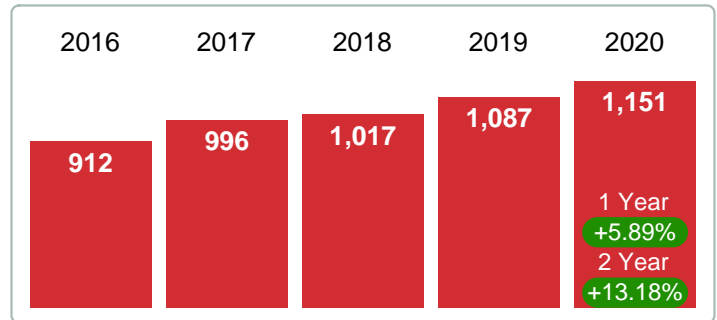
PENDING LISTINGS

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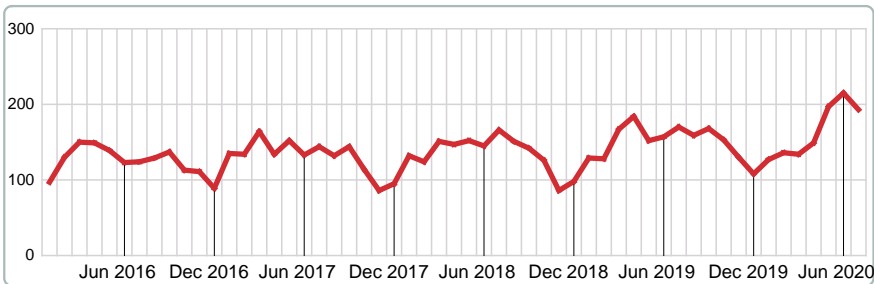
JULY



YEAR TO DATE (YTD)

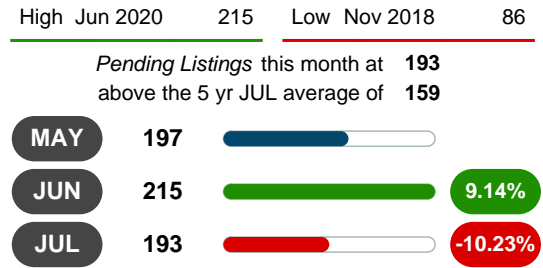


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 159



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	1.55%	7.0	2	1	0	0
\$25,001 - \$75,000	32	16.58%	44.8	20	8	3	1
\$75,001 - \$150,000	34	17.62%	23.7	12	19	3	0
\$150,001 - \$225,000	52	26.94%	32.5	4	34	14	0
\$225,001 - \$275,000	17	8.81%	36.4	1	9	6	1
\$275,001 - \$400,000	36	18.65%	54.1	1	12	21	2
\$400,001 and up	19	9.84%	30.3	3	2	9	5
Total Pending Units	193			43	85	56	9
Total Pending Volume	41,522,660	100%	32.6	5.66M	15.91M	16.50M	3.45M
Average Listing Price	\$191,320			\$131,693	\$187,184	\$294,597	\$383,533

July 2020



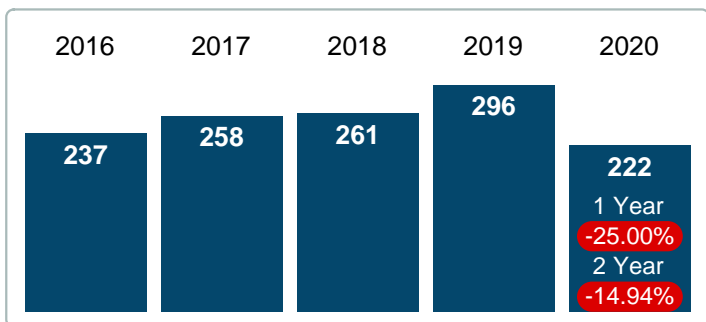
Area Delimited by County Of Rogers



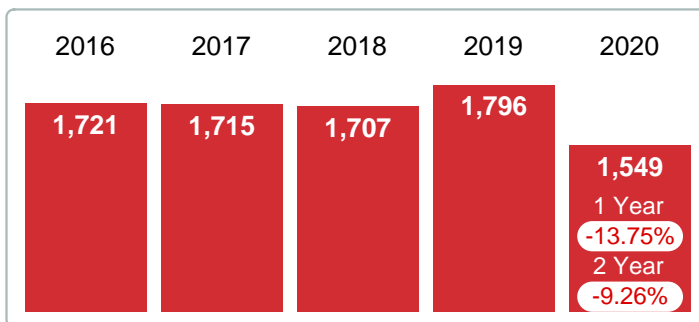
NEW LISTINGS

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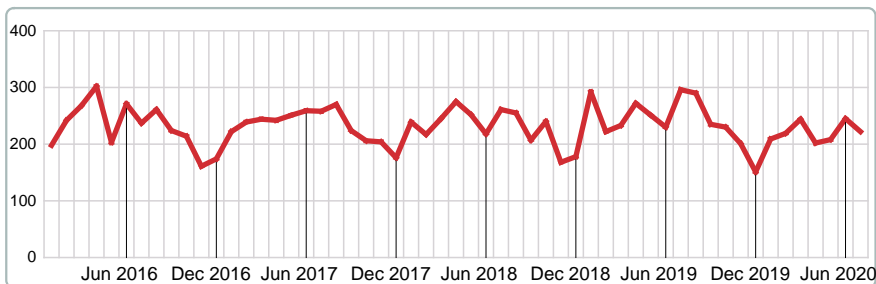
JULY



YEAR TO DATE (YTD)

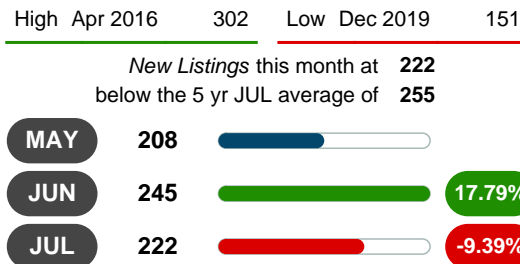


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 255



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	23	10.36%	17	4	2	0
\$50,001 - \$100,000	22	9.91%	17	5	0	0
\$100,001 - \$150,000	26	11.71%	10	15	1	0
\$150,001 - \$250,000	64	28.83%	4	40	19	1
\$250,001 - \$350,000	33	14.86%	4	10	17	2
\$350,001 - \$450,000	29	13.06%	1	9	18	1
\$450,001 and up	25	11.26%	5	4	5	11
Total New Listed Units	222		58	87	62	15
Total New Listed Volume	61,885,452	100%	11.51M	18.78M	19.91M	11.68M
Average New Listed Listing Price	\$259,507		\$198,499	\$215,857	\$321,101	\$778,980

July 2020

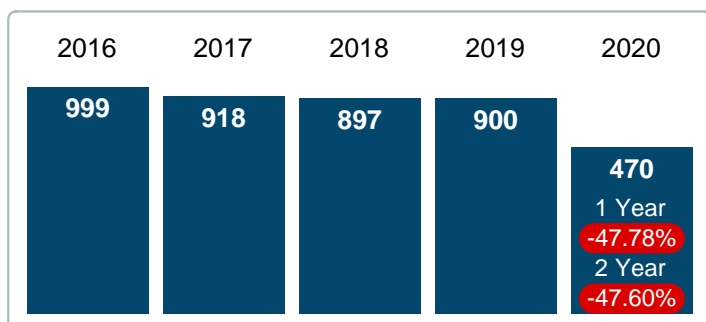
Area Delimited by County Of Rogers



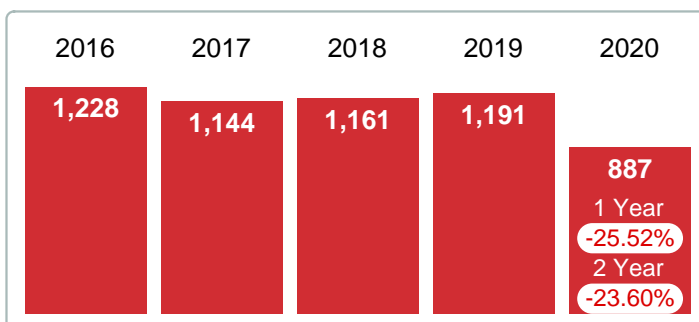
ACTIVE INVENTORY

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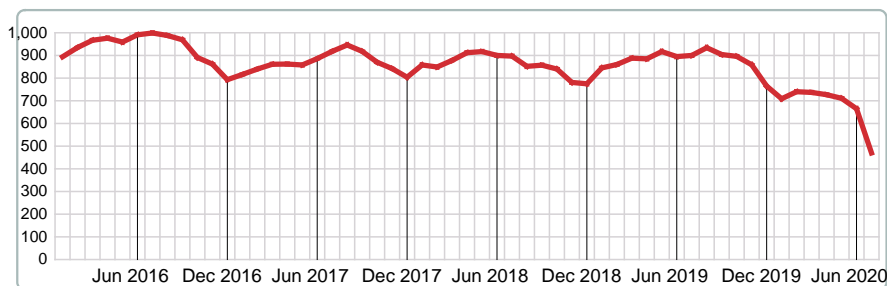
END OF JULY



ACTIVE DURING JULY

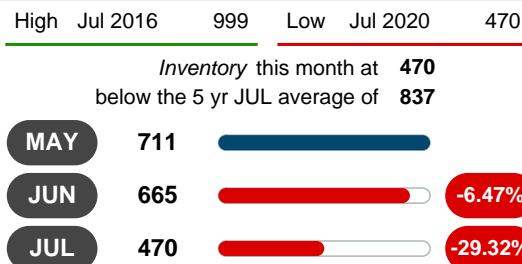


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 837



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	17	3.62%	103.6	10	4	3	0
\$25,001 - \$50,000	75	15.96%	105.9	72	3	0	0
\$50,001 - \$125,000	74	15.74%	71.4	55	18	1	0
\$125,001 - \$275,000	118	25.11%	71.0	41	43	32	2
\$275,001 - \$400,000	79	16.81%	62.7	13	17	37	12
\$400,001 - \$750,000	61	12.98%	73.8	13	10	23	15
\$750,001 and up	46	9.79%	88.8	17	3	9	17
Total Active Inventory by Units			470	221	98	105	46
Total Active Inventory by Volume			149,551,262	50.07M	24.58M	39.10M	35.80M
Average Active Inventory Listing Price			\$318,194	\$226,549	\$250,856	\$372,389	\$778,246

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

July 2020



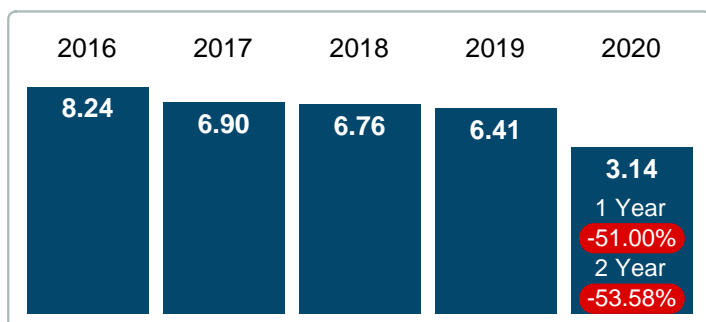
Area Delimited by County Of Rogers



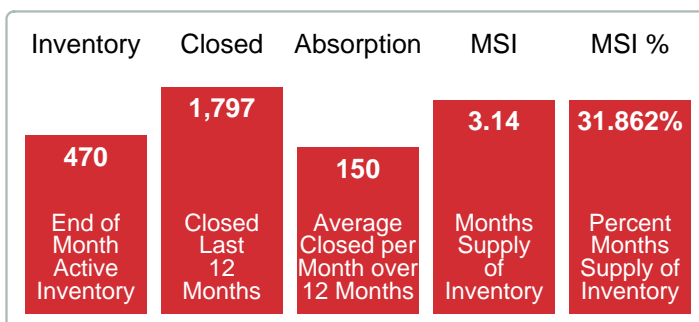
MONTHS SUPPLY of INVENTORY (MSI)

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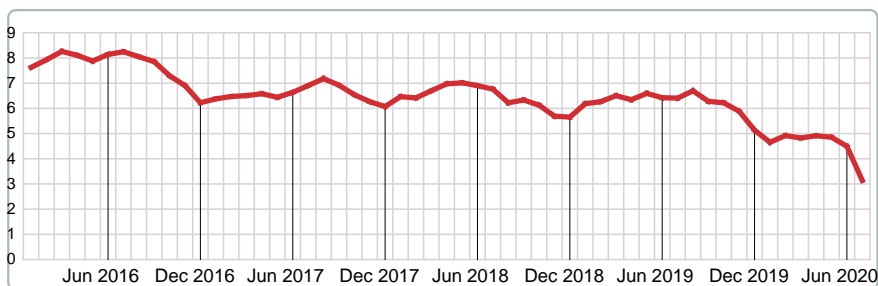
MSI FOR JULY



INDICATORS FOR JULY 2020

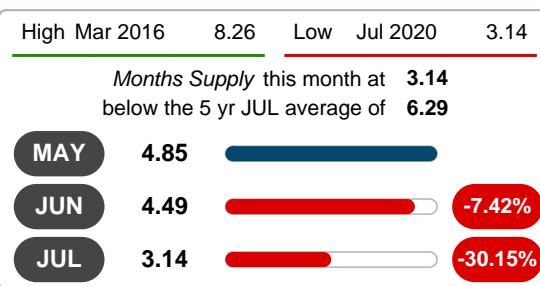


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 6.29



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	17	3.62%	1.96	2.22	1.17	4.00	0.00
\$25,001 - \$50,000	75	15.96%	10.00	11.22	4.00	0.00	0.00
\$50,001 - \$125,000	74	15.74%	2.94	5.64	1.33	0.60	0.00
\$125,001 - \$275,000	118	25.11%	1.57	5.93	0.89	1.70	1.50
\$275,001 - \$400,000	79	16.81%	3.72	39.00	2.79	2.88	6.00
\$400,001 - \$750,000	61	12.98%	5.72	39.00	7.06	3.63	5.81
\$750,001 and up	46	9.79%	39.43	102.00	36.00	18.00	40.80
Market Supply of Inventory (MSI)			3.14	7.78	1.33	2.55	7.08
Total Active Inventory by Units		100%	3.14	221	98	105	46

July 2020

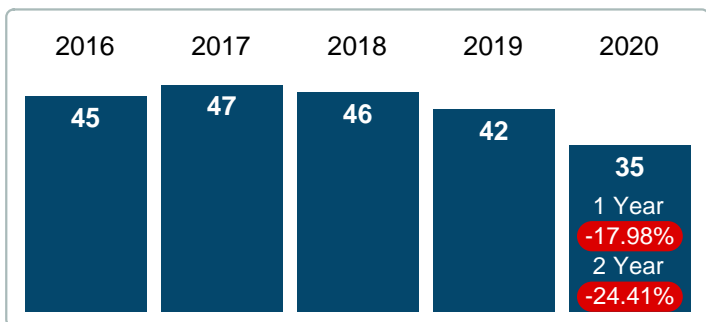
Area Delimited by County Of Rogers



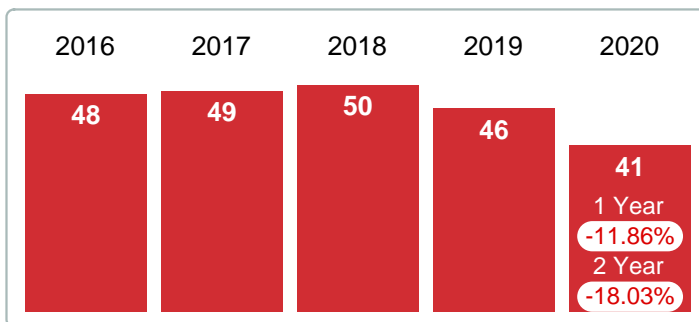
AVERAGE DAYS ON MARKET TO SALE

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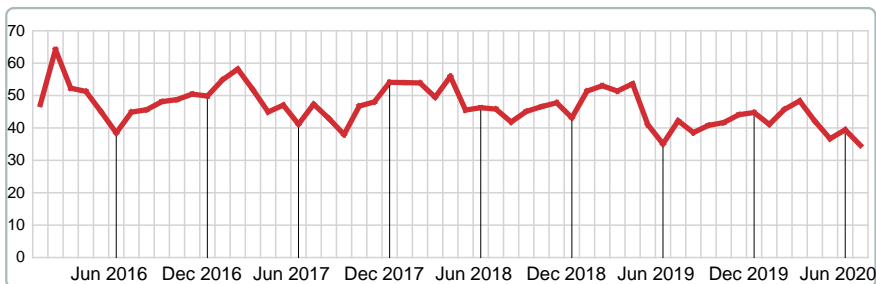
JULY



YEAR TO DATE (YTD)

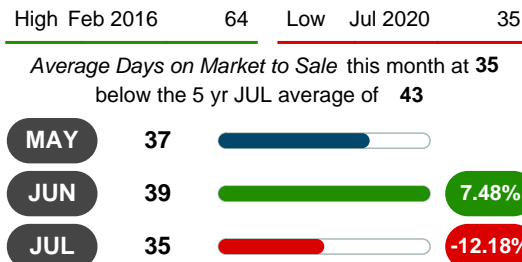


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL 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
\$50,000 and less	9.95%	56	52	5	174	0
\$50,001 - \$100,000	11.52%	28	40	14	17	0
\$100,001 - \$150,000	16.23%	10	10	8	11	47
\$150,001 - \$200,000	18.32%	36	58	29	45	0
\$200,001 - \$275,000	22.51%	34	0	35	32	0
\$275,001 - \$350,000	8.90%	41	3	31	67	4
\$350,001 and up	12.57%	52	0	15	58	49
Average Closed DOM		35	42	24	47	45
Total Closed Units	100%	35	37	94	47	13
Total Closed Volume		40,438,294	2.88M	17.70M	12.51M	7.35M

July 2020

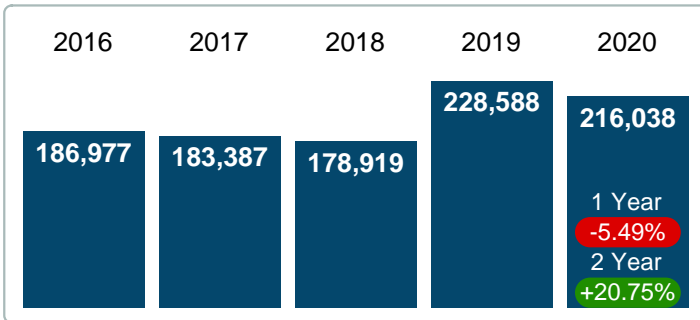
Area Delimited by County Of Rogers



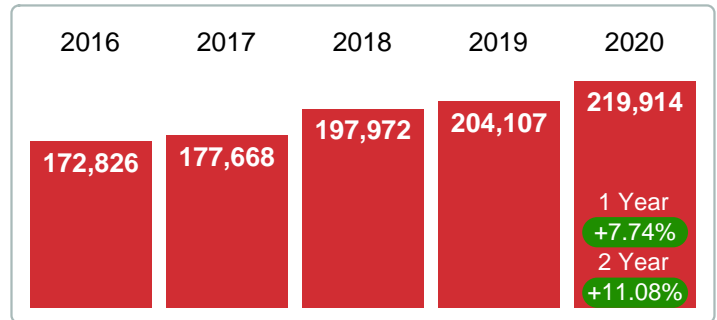
AVERAGE LIST PRICE AT CLOSING

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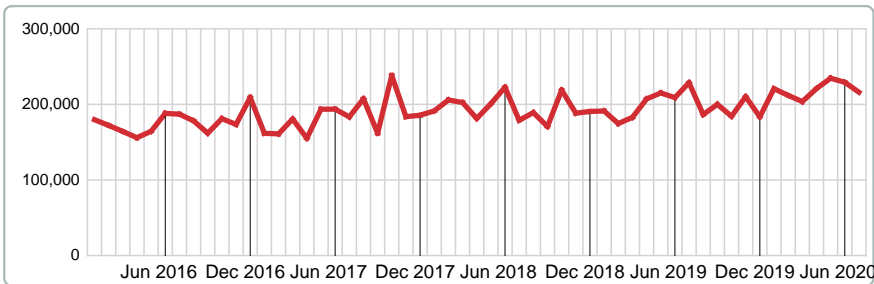
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

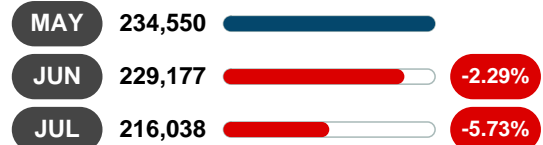


3 MONTHS

5 year JUL AVG = 198,782

High Oct 2017 238,121 Low Apr 2017 155,126

Average List Price at Closing this month at **216,038**
above the 5 yr JUL average of **198,782**



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	19	9.95%	37,503	38,126	44,500	19,900		
\$50,001 - \$100,000	22	11.52%	86,034	83,882	91,294	96,000		
\$100,001 - \$150,000	31	16.23%	130,065	124,480	133,553	109,500		
\$150,001 - \$200,000	34	17.80%	177,198	187,667	176,222	172,213		
\$200,001 - \$275,000	45	23.56%	241,597	0	239,174	245,933		
\$275,001 - \$350,000	16	8.38%	306,125	275,000	304,148	305,963		
\$350,001 and up	24	12.57%	534,637	0	409,000	423,800		
Average List Price		216,038		81,926	189,725	267,898	600,508	
Total Closed Units		191	100%	216,038	37	94	47	13
Total Closed Volume		41,263,217			3.03M	17.83M	12.59M	7.81M

July 2020

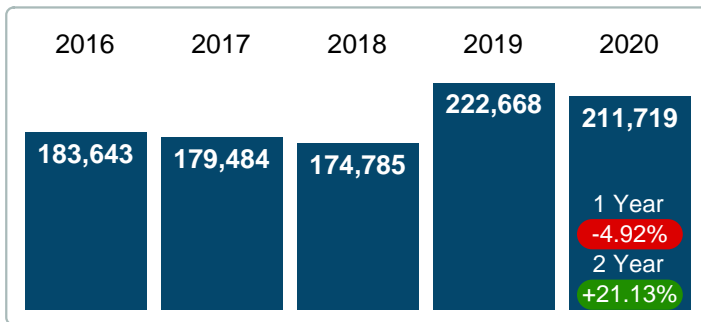
Area Delimited by County Of Rogers



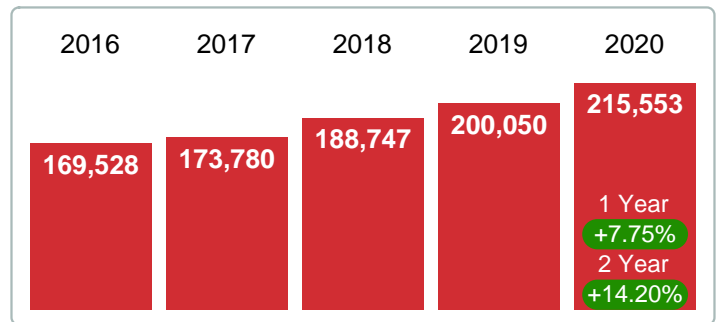
AVERAGE SOLD PRICE AT CLOSING

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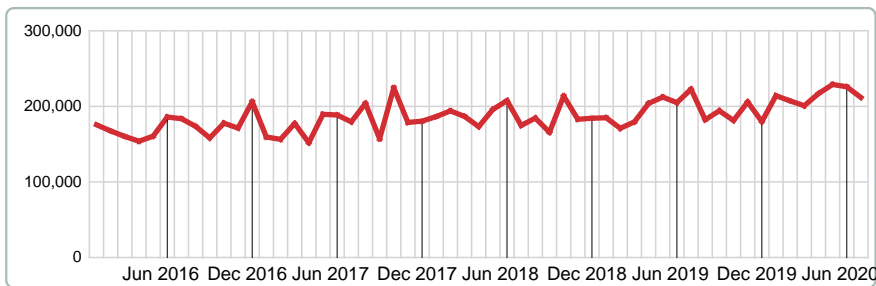
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

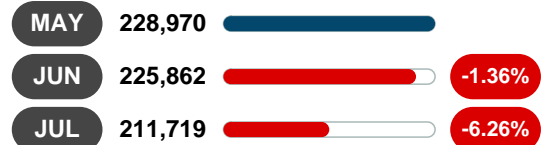


3 MONTHS

5 year JUL AVG = 194,460

High May 2020 228,970 Low Apr 2017 151,863

Average Sold Price at Closing this month at 211,719 above the 5 yr JUL average of 194,460



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	9.95%	34,030	34,740	40,000	16,000	0
\$50,001 - \$100,000	11.52%	82,618	79,727	86,956	79,000	0
\$100,001 - \$150,000	16.23%	130,372	121,900	132,936	122,250	130,000
\$150,001 - \$200,000	18.32%	176,318	173,413	176,232	177,507	0
\$200,001 - \$275,000	22.51%	239,085	0	237,446	242,143	0
\$275,001 - \$350,000	8.90%	301,174	280,000	300,720	302,246	320,000
\$350,001 and up	12.57%	515,036	0	409,000	420,655	627,636
Average Sold Price		211,719	77,765	188,271	266,161	565,692
Total Closed Units	100%	211,719	37	94	47	13
Total Closed Volume		40,438,294	2.88M	17.70M	12.51M	7.35M

July 2020



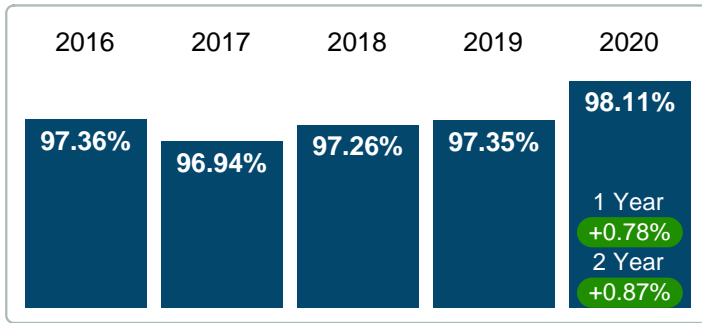
Area Delimited by County Of Rogers



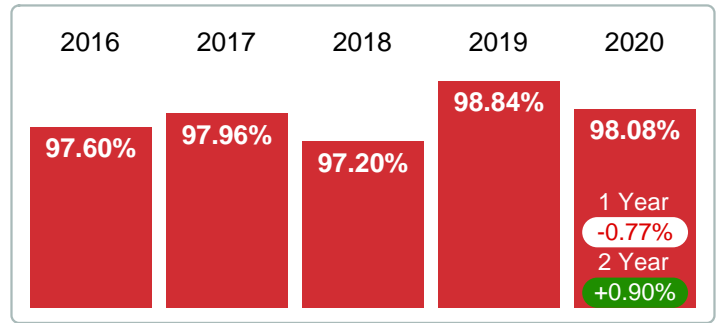
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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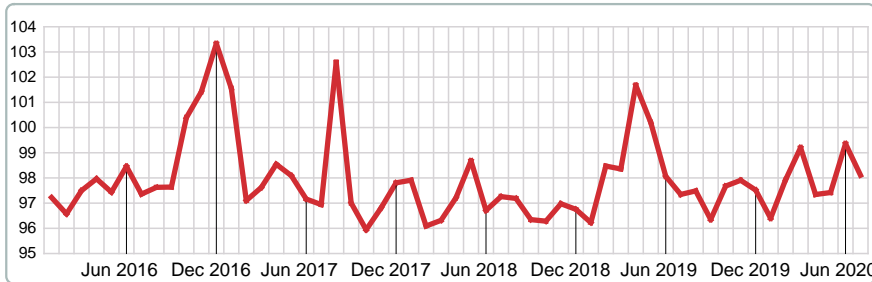
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

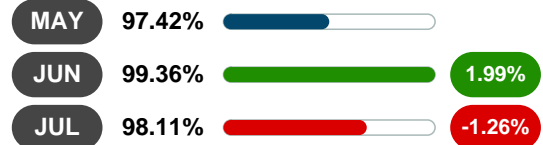


3 MONTHS

5 year JUL AVG = 97.40%

High Dec 2016 103.33% Low Oct 2017 95.94%

Average Sold/List Ratio this month at **98.11%**
above the 5 yr JUL average of **97.40%**



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	19	9.95%	90.04%	90.61%	89.89%	80.40%	0.00%
\$50,001 - \$100,000	22	11.52%	94.85%	96.17%	95.74%	83.57%	0.00%
\$100,001 - \$150,000	31	16.23%	99.96%	98.45%	99.76%	112.70%	86.67%
\$150,001 - \$200,000	35	18.32%	101.50%	92.66%	100.00%	108.28%	0.00%
\$200,001 - \$275,000	43	22.51%	98.99%	0.00%	99.31%	98.40%	0.00%
\$275,001 - \$350,000	17	8.90%	99.17%	101.82%	98.92%	98.96%	100.03%
\$350,001 and up	24	12.57%	97.81%	0.00%	100.00%	99.45%	95.82%
Average Sold/List Ratio		98.10%		93.79%	99.12%	100.23%	95.44%
Total Closed Units	191	100%	98.10%	37	94	47	13
Total Closed Volume	40,438,294			2.88M	17.70M	12.51M	7.35M

July 2020

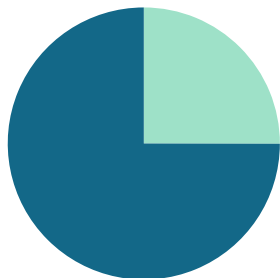
Area Delimited by County Of Rogers



MARKET SUMMARY

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

INVENTORY

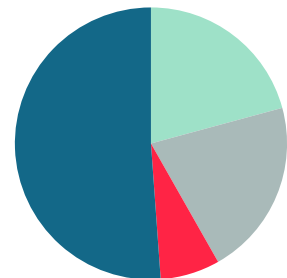


Inventory
 New Listings
222 = 25.03%
 Start Inventory
665
 Total Inventory Units
887
 Volume
\$251,107,943

Market Activity

Closed Sales
191 = 20.78%
 Pending Sales
193 = 21.00%
 Other Off Market
65 = 7.07%
 Active Inventory
470 = 51.14%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	170	191	12.35%	989	998	0.91%
Pending Sales	170	193	13.53%	1,087	1,151	5.89%
New Listings	296	222	-25.00%	1,796	1,549	-13.75%
Average List Price	228,588	216,038	-5.49%	204,107	219,914	7.74%
Average Sale Price	222,668	211,719	-4.92%	200,050	215,553	7.75%
Average Percent of Selling Price to List Price	97.35%	98.11%	0.78%	98.84%	98.08%	-0.77%
Average Days on Market to Sale	42.22	34.63	-17.98%	46.04	40.58	-11.86%
Monthly Inventory	900	470	-47.78%	900	470	-47.78%
Months Supply of Inventory	6.41	3.14	-51.00%	6.41	3.14	-51.00%

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

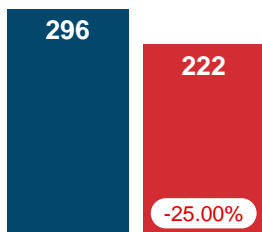
Inventory on July 31, 2020 = **470**

2019 **2020**

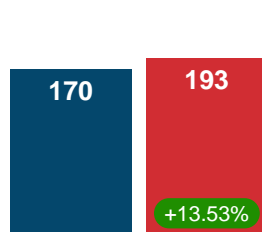
JULY MARKET

AVERAGE PRICES

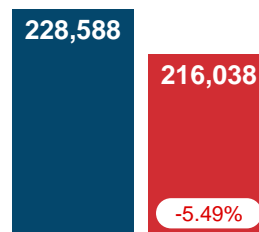
New Listings



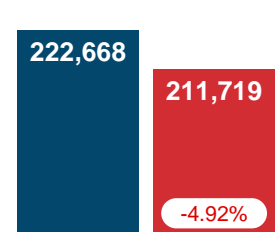
Pending Listings



List Price



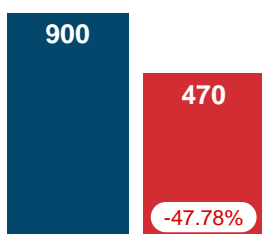
Sale Price



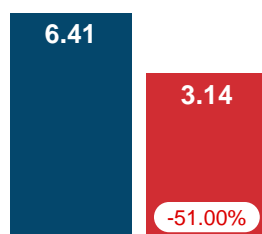
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

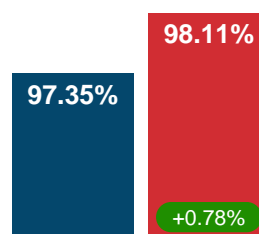
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

