

# May 2020

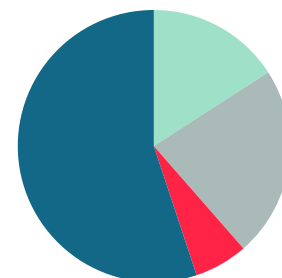
Area Delimited by County Of Rogers



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	May 2020	+/-%
Closed Listings	157	145	-7.64%
Pending Listings	148	207	39.86%
New Listings	247	207	-16.19%
Median List Price	195,000	189,900	-2.62%
Median Sale Price	190,000	189,000	-0.53%
Median Percent of Selling Price to List Price	98.94%	98.99%	0.05%
Median Days on Market to Sale	26.00	24.00	-7.69%
End of Month Inventory	910	503	-44.73%
Months Supply of Inventory	6.59	3.46	-47.51%



■ Closed (15.88%)  
■ Pending (22.67%)  
■ Other OffMarket (6.35%)  
■ Active (55.09%)

**Absorption:** Last 12 months, an Average of **145** Sales/Month  
**Active Inventory** as of May 31, 2020 = **503**

### Analysis Wrap-Up

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

The total housing inventory at the end of May 2020 decreased **44.73%** to 503 existing homes available for sale. Over the last 12 months this area has had an average of 145 closed sales per month. This represents an unsold inventory index of **3.46** MSI for this period.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **0.53%** in May 2020 to \$189,000 versus the previous year at \$190,000.

#### Median Days on Market Shortens

The median number of **24.00** days that homes spent on the market before selling decreased by 2.00 days or **7.69%** in May 2020 compared to last year's same month at **26.00** DOM.

#### Sales Success for May 2020 is Positive

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

There were 207 New Listings in May 2020, down **16.19%** from last year at 247. Furthermore, there were 145 Closed Listings this month versus last year at 157, a **-7.64%** decrease.

Closed versus Listed trends yielded a **70.0%** ratio, up from previous year's, May 2019, at **63.6%**, a **10.20%** 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

# May 2020



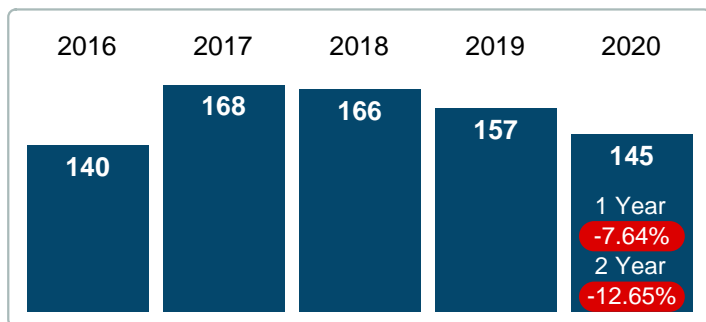
Area Delimited by County Of Rogers



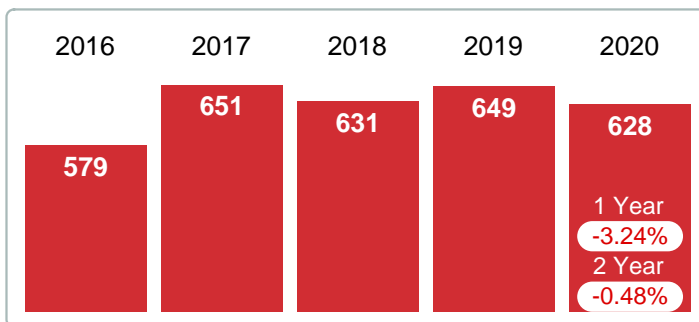
## CLOSED LISTINGS

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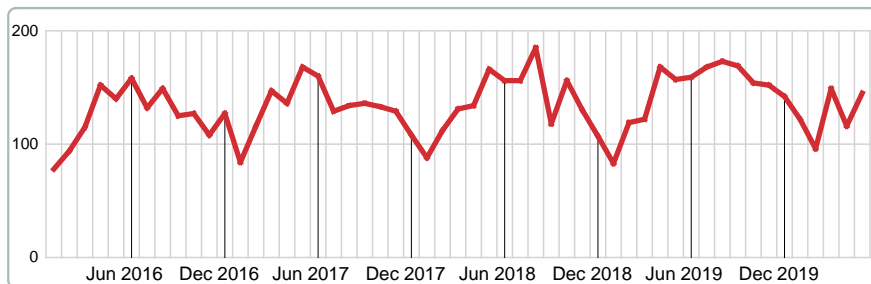
### MAY



### YEAR TO DATE (YTD)

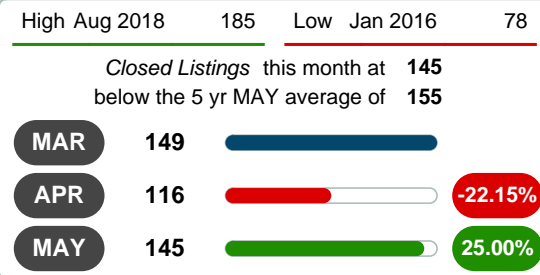


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 155



### 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	13	8.97%	26.0	11	2	0	0
\$50,001 - \$125,000	20	13.79%	14.5	8	12	0	0
\$125,001 - \$150,000	13	8.97%	12.0	2	11	0	0
\$150,001 - \$200,000	37	25.52%	15.0	2	22	13	0
\$200,001 - \$275,000	27	18.62%	19.0	1	15	11	0
\$275,001 - \$375,000	17	11.72%	51.0	1	8	7	1
\$375,001 and up	18	12.41%	46.5	1	4	12	1
<b>Total Closed Units</b>	<b>145</b>			<b>26</b>	<b>74</b>	<b>43</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>32,567,922</b>	<b>100%</b>	<b>24.0</b>	<b>3.30M</b>	<b>15.27M</b>	<b>13.19M</b>	<b>808.90K</b>
<b>Median Closed Price</b>	<b>\$189,000</b>			<b>\$83,950</b>	<b>\$172,216</b>	<b>\$250,000</b>	<b>\$404,450</b>

# May 2020



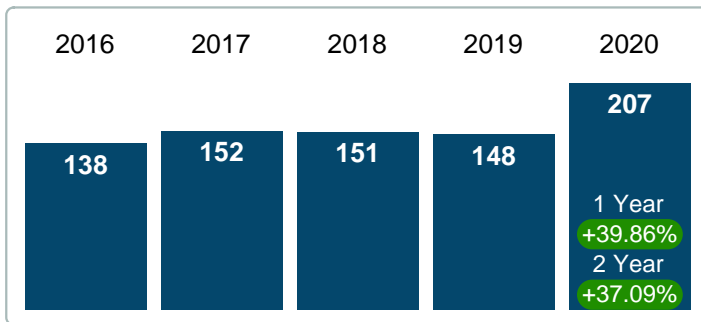
Area Delimited by County Of Rogers



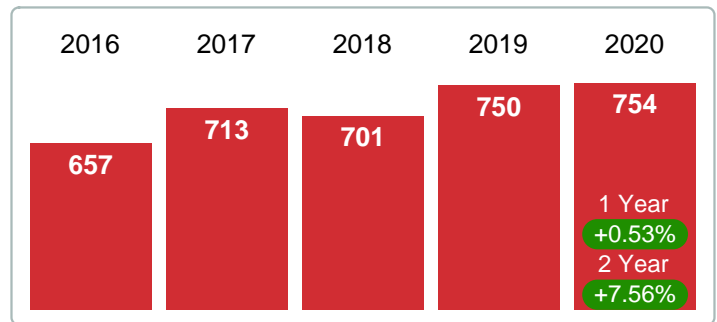
## PENDING LISTINGS

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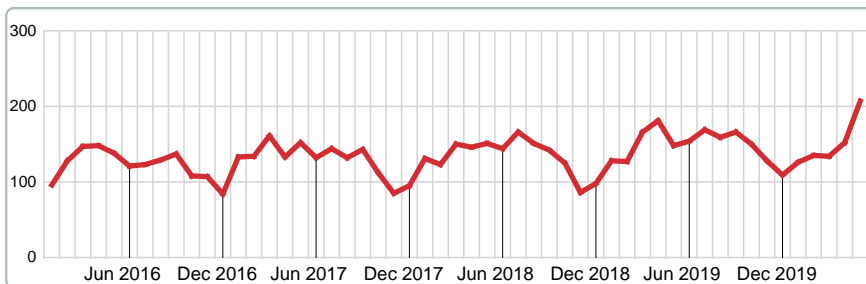
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

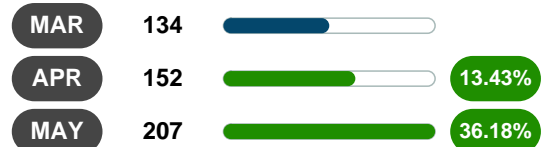


### 3 MONTHS

5 year MAY AVG = 159

High May 2020 207 Low Dec 2016 84

Pending Listings this month at 207  
above the 5 yr MAY average of 159



### 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	6	2.90%	36.0	2	4	0	0
\$25,001 - \$100,000	35	16.91%	42.0	28	5	2	0
\$100,001 - \$150,000	30	14.49%	7.0	6	20	4	0
\$150,001 - \$225,000	51	24.64%	11.0	2	40	9	0
\$225,001 - \$300,000	36	17.39%	20.5	0	20	14	2
\$300,001 - \$400,000	28	13.53%	51.5	0	7	18	3
\$400,001 and up	21	10.14%	68.0	1	1	14	5
<b>Total Pending Units</b>	<b>207</b>			<b>39</b>	<b>97</b>	<b>61</b>	<b>10</b>
<b>Total Pending Volume</b>	<b>45,210,987</b>	<b>100%</b>	<b>27.0</b>	<b>2.95M</b>	<b>18.61M</b>	<b>19.05M</b>	<b>4.59M</b>
<b>Median Listing Price</b>	<b>\$195,082</b>			<b>\$48,000</b>	<b>\$184,900</b>	<b>\$307,900</b>	<b>\$414,950</b>

# May 2020



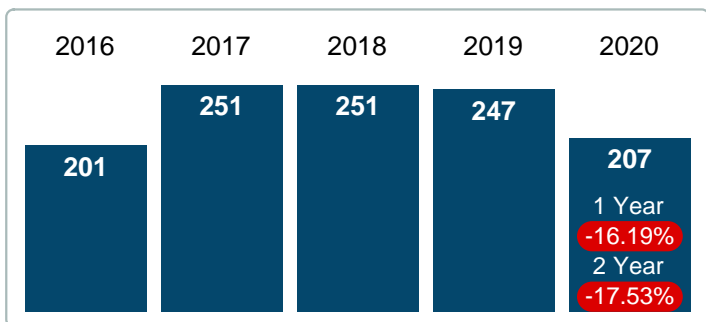
Area Delimited by County Of Rogers



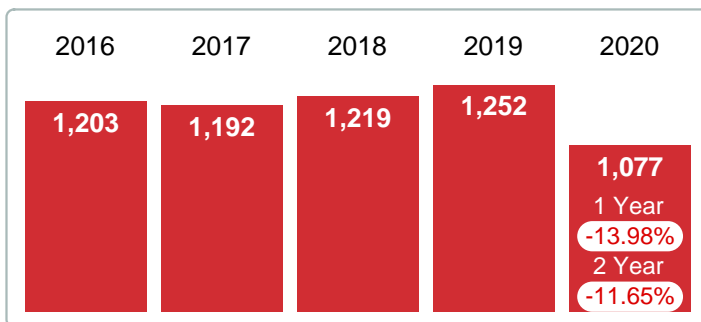
## NEW LISTINGS

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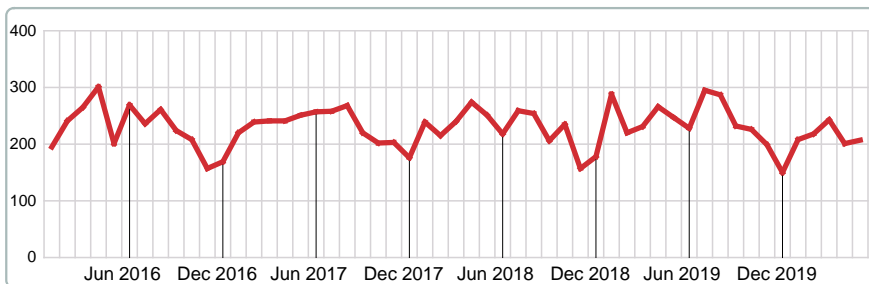
### MAY



### YEAR TO DATE (YTD)

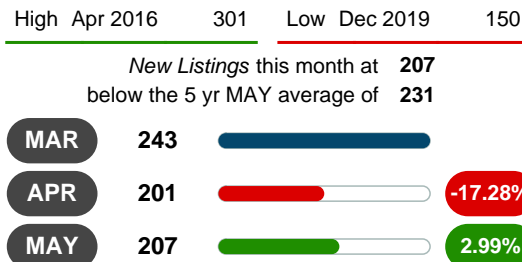


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 231



### 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	10	4.83%	8	2	0	0
\$25,001 - \$100,000	32	15.46%	27	5	0	0
\$100,001 - \$125,000	21	10.14%	9	9	3	0
\$125,001 - \$200,000	61	29.47%	7	41	12	1
\$200,001 - \$275,000	33	15.94%	3	18	12	0
\$275,001 - \$425,000	27	13.04%	1	11	15	0
\$425,001 and up	23	11.11%	4	3	8	8
<b>Total New Listed Units</b>	<b>207</b>		<b>59</b>	<b>89</b>	<b>50</b>	<b>9</b>
<b>Total New Listed Volume</b>	<b>53,490,256</b>	<b>100%</b>	<b>8.50M</b>	<b>19.18M</b>	<b>15.37M</b>	<b>10.44M</b>
<b>Median New Listed Listing Price</b>	<b>\$180,000</b>		<b>\$69,900</b>	<b>\$179,900</b>	<b>\$269,986</b>	<b>\$529,000</b>

# May 2020



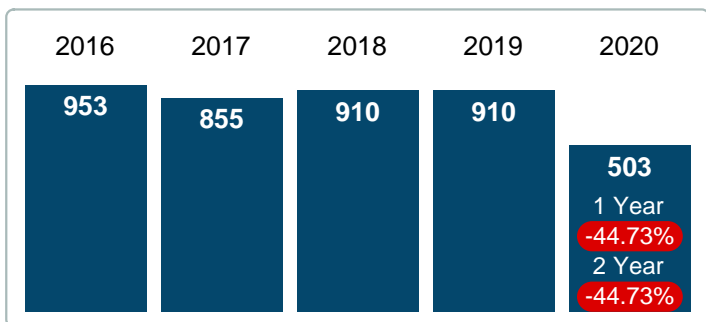
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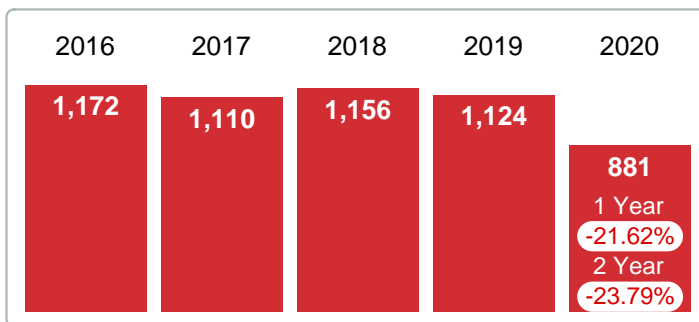
## ACTIVE INVENTORY

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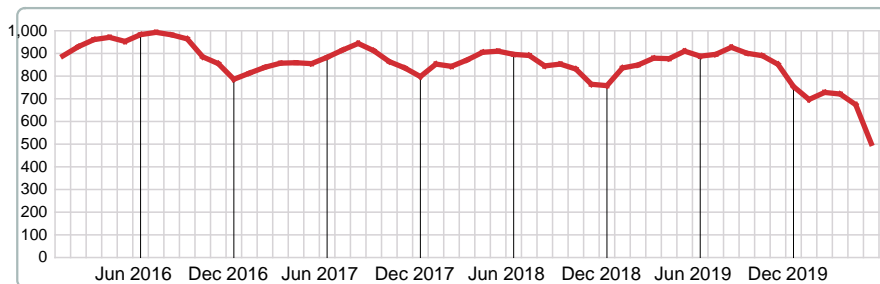
### END OF MAY



### ACTIVE DURING MAY



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 826

High Jul 2016 993 Low May 2020 503

Inventory this month at **503**  
below the 5 yr MAY average of **826**



### 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	19	3.78%	89.0	16	2	1	0
\$25,001 - \$50,000	76	15.11%	92.0	75	1	0	0
\$50,001 - \$150,000	99	19.68%	59.0	67	26	5	1
\$150,001 - \$250,000	113	22.47%	65.0	30	50	31	2
\$250,001 - \$350,000	72	14.31%	70.0	11	25	27	9
\$350,001 - \$600,000	74	14.71%	60.5	14	9	38	13
\$600,001 and up	50	9.94%	81.5	18	5	10	17
Total Active Inventory by Units		503		231	118	112	42
Total Active Inventory by Volume		152,782,495	100%	51.10M	28.37M	40.60M	32.71M
Median Active Inventory Listing Price		\$197,000		\$80,000	\$204,500	\$315,000	\$489,450

# May 2020



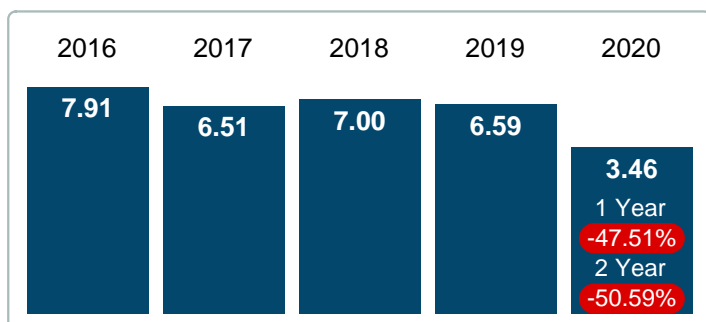
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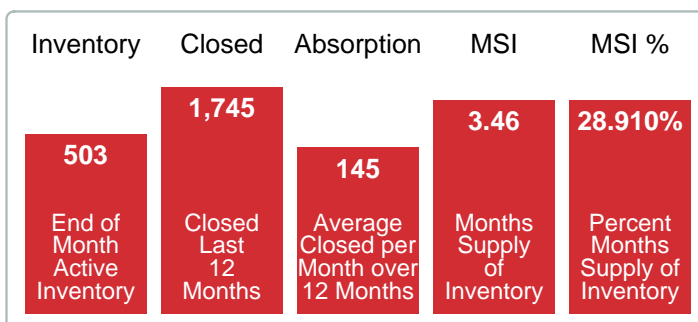
## MONTHS SUPPLY of INVENTORY (MSI)

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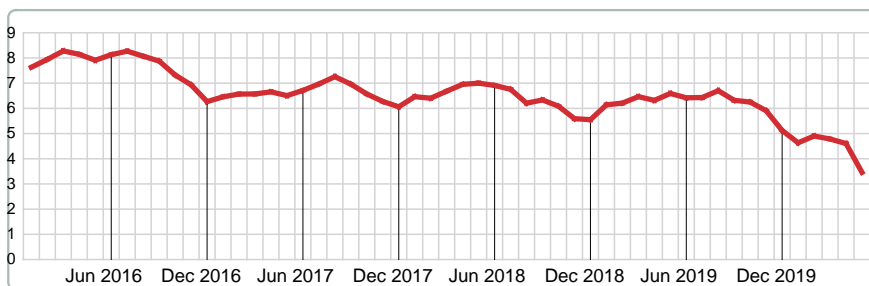
### MSI FOR MAY



### INDICATORS FOR MAY 2020

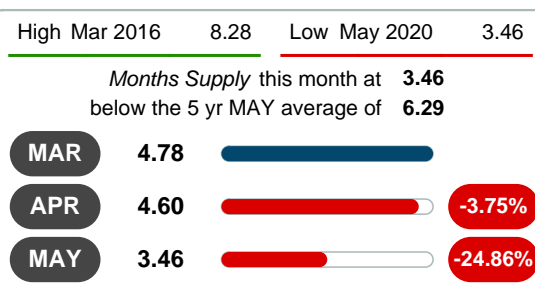


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY 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	19	3.78%	1.80	3.49	0.46	0.60	0.00
\$25,001 - \$50,000	76	15.11%	12.32	15.00	1.20	0.00	0.00
\$50,001 - \$150,000	99	19.68%	2.48	6.09	1.00	1.88	2.40
\$150,001 - \$250,000	113	22.47%	2.23	6.43	1.64	2.09	2.67
\$250,001 - \$350,000	72	14.31%	3.82	33.00	3.30	2.95	5.14
\$350,001 - \$600,000	74	14.71%	4.60	42.00	3.48	3.43	6.24
\$600,001 and up	50	9.94%	16.22	36.00	15.00	9.23	14.57
Market Supply of Inventory (MSI)			3.46	8.74	1.64	2.74	6.81
Total Active Inventory by Units		100%	3.46	231	118	112	42

# May 2020



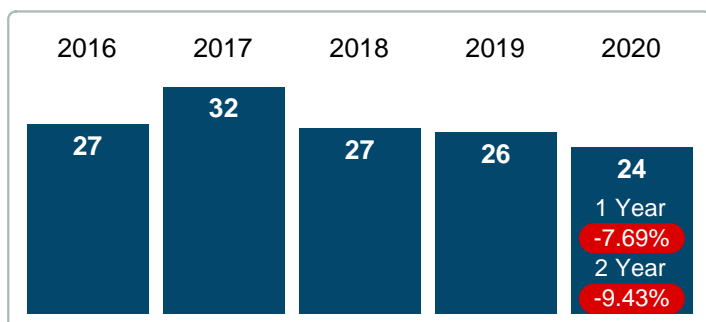
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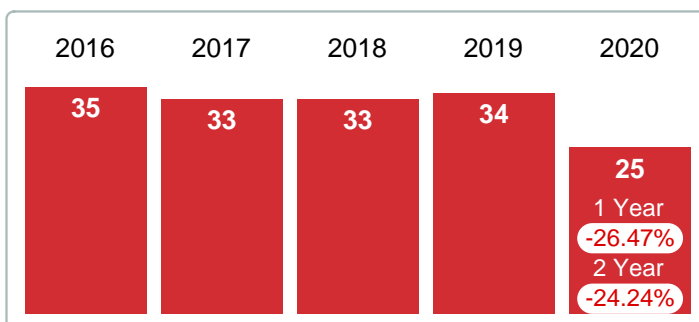
## MEDIAN DAYS ON MARKET TO SALE

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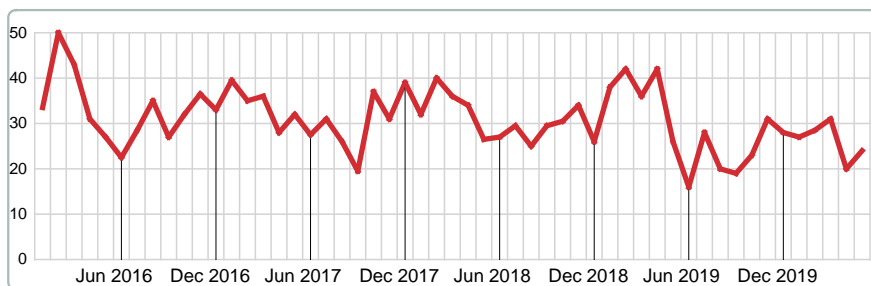
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 27

High Feb 2016 50 Low Jun 2019 16

Median Days on Market to Sale this month at 24 below the 5 yr MAY average of 27



### 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	13	8.97%	26	26	29	0	0
\$50,001 - \$125,000	20	13.79%	15	35	8	0	0
\$125,001 - \$150,000	13	8.97%	12	17	12	0	0
\$150,001 - \$200,000	37	25.52%	15	3	18	12	0
\$200,001 - \$275,000	27	18.62%	19	11	6	26	0
\$275,001 - \$375,000	17	11.72%	51	100	46	51	31
\$375,001 and up	18	12.41%	47	98	58	47	4
Median Closed DOM			24	26	15	31	18
Total Closed Units		100%	24.0	26	74	43	2
Total Closed Volume			32,567,922	3.30M	15.27M	13.19M	808.90K

# May 2020



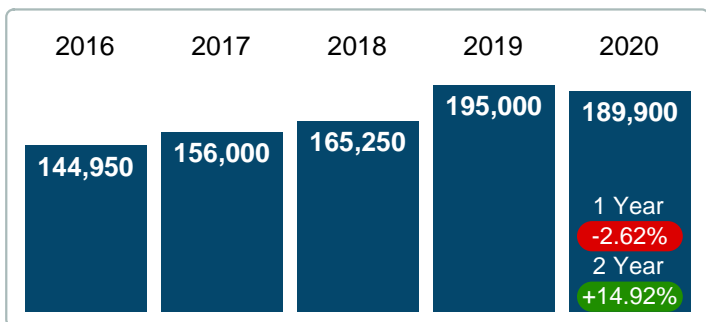
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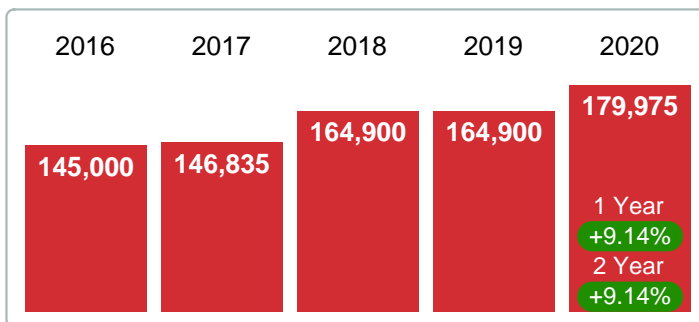
## MEDIAN LIST PRICE AT CLOSING

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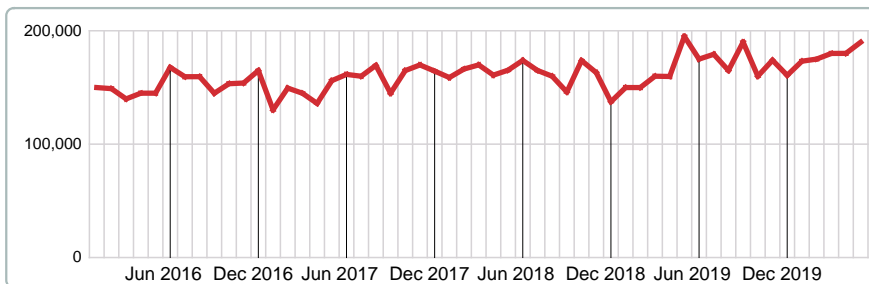
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 170,220

High May 2019 195,000    Low Jan 2017 130,250  
 Median List Price at Closing this month at **189,900**  
 above the 5 yr MAY average of **170,220**

**MAR** 180,000

**APR** 180,050  **0.03%**

**MAY** 189,900  **5.47%**

### 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 <b>13</b>	8.97%	35,000	39,900	1,223	0	0
\$50,001 - \$125,000 <b>18</b>	12.41%	102,000	90,000	112,450	0	0
\$125,001 - \$150,000 <b>13</b>	8.97%	137,724	134,900	139,900	0	0
\$150,001 - \$200,000 <b>39</b>	26.90%	176,700	192,500	165,000	187,058	0
\$200,001 - \$275,000 <b>27</b>	18.62%	235,000	214,900	232,500	241,950	0
\$275,001 - \$375,000 <b>16</b>	11.03%	325,500	0	309,500	347,400	304,900
\$375,001 and up <b>19</b>	13.10%	460,000	721,500	594,450	421,500	519,000
<b>Median List Price</b>		189,900	82,450	170,216	260,000	411,950
<b>Total Closed Units</b>	100%	145	26	74	43	2
<b>Total Closed Volume</b>		33,371,442	3.52M	15.59M	13.43M	823.90K



# May 2020



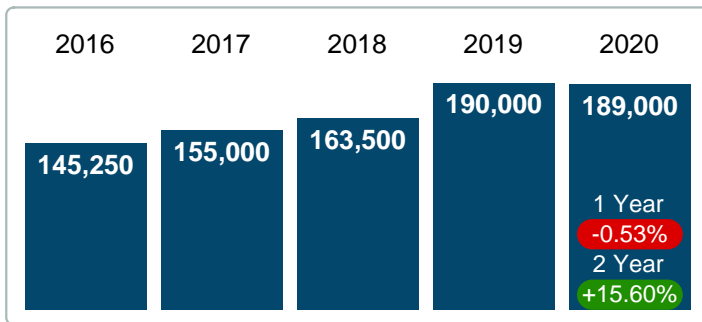
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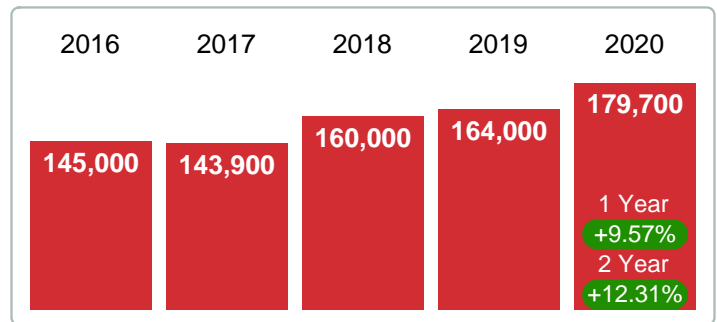
## MEDIAN SOLD PRICE AT CLOSING

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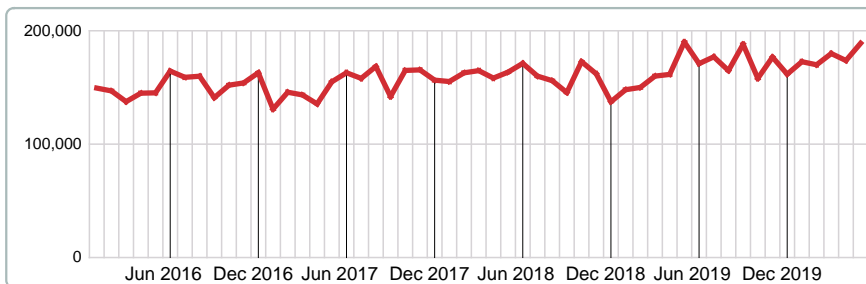
### MAY



### YEAR TO DATE (YTD)

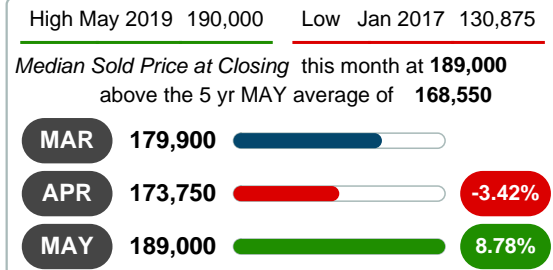


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 168,550



### 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	8.97%	31,500	35,000	1,223	0	0
\$50,001 - \$125,000	13.79%	100,000	93,000	110,328	0	0
\$125,001 - \$150,000	8.97%	139,900	129,000	140,000	0	0
\$150,001 - \$200,000	25.52%	176,700	193,950	170,216	184,216	0
\$200,001 - \$275,000	18.62%	232,000	215,900	224,000	240,000	0
\$275,001 - \$375,000	11.72%	320,000	365,000	297,500	345,500	304,900
\$375,001 and up	12.41%	469,220	950,000	587,450	415,000	504,000
<b>Median Sold Price</b>		<b>189,000</b>	<b>83,950</b>	<b>172,216</b>	<b>250,000</b>	<b>404,450</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>145</b>	<b>26</b>	<b>74</b>	<b>43</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>32,567,922</b>	<b>3.30M</b>	<b>15.27M</b>	<b>13.19M</b>	<b>808.90K</b>

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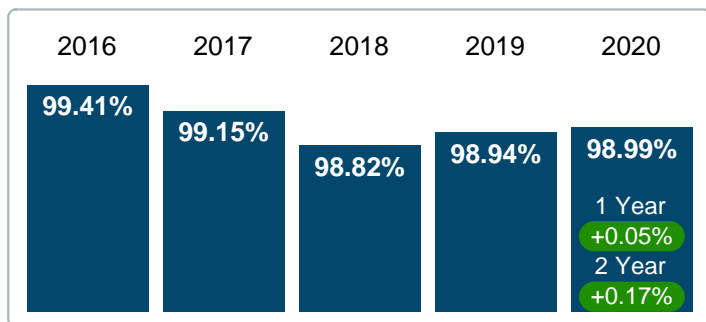
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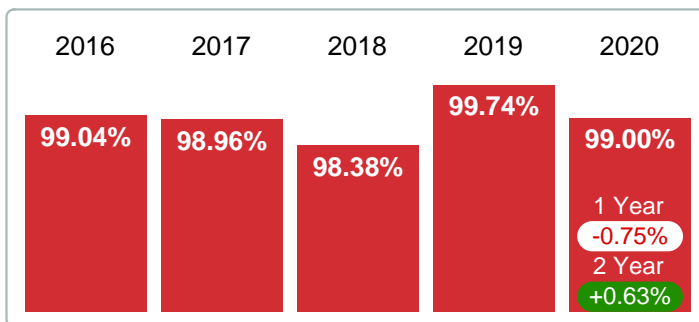
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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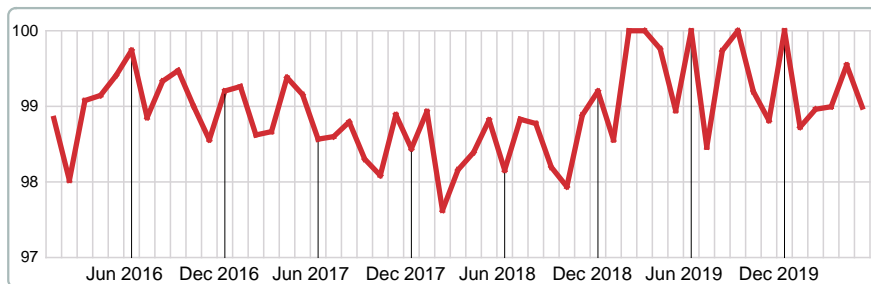
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

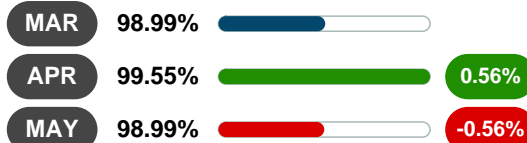


### 3 MONTHS

5 year MAY AVG = 99.06%

High Dec 2019 100.00% Low Feb 2018 97.62%

Median Sold/List Ratio this month at **98.99%** equal to 5 yr MAY average of **99.06%**



### 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	13	8.97%	97.00%	96.19%	100.00%	0.00%	0.00%
\$50,001 - \$125,000	20	13.79%	96.68%	93.73%	98.57%	0.00%	0.00%
\$125,001 - \$150,000	13	8.97%	96.39%	95.59%	100.00%	0.00%	0.00%
\$150,001 - \$200,000	37	25.52%	100.00%	100.78%	100.00%	100.00%	0.00%
\$200,001 - \$275,000	27	18.62%	98.89%	100.47%	98.68%	100.00%	0.00%
\$275,001 - \$375,000	17	11.72%	96.88%	91.48%	96.73%	97.32%	100.00%
\$375,001 and up	18	12.41%	97.81%	91.00%	99.00%	97.81%	97.11%
Median Sold/List Ratio		98.99%		95.60%	99.63%	99.53%	98.55%
Total Closed Units		145	100%	26	74	43	2
Total Closed Volume		32,567,922		3.30M	15.27M	13.19M	808.90K

# May 2020

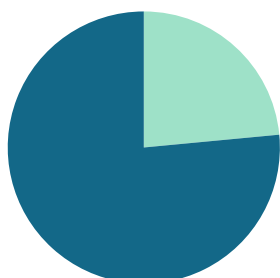
Area Delimited by County Of Rogers



## MARKET SUMMARY

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

### INVENTORY

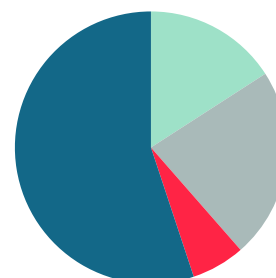


**Inventory**  
 New Listings  
**207 = 23.50%**  
 Start Inventory  
**674**  
 Total Inventory Units  
**881**  
 Volume  
**\$243,035,449**

### Market Activity

Closed Sales  
**145 = 15.88%**  
 Pending Sales  
**207 = 22.67%**  
 Other Off Market  
**58 = 6.35%**  
 Active Inventory  
**503 = 55.09%**

### MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	157	145	-7.64%	649	628	-3.24%
Pending Sales	148	207	39.86%	750	754	0.53%
New Listings	247	207	-16.19%	1,252	1,077	-13.98%
Median List Price	195,000	189,900	-2.62%	164,900	179,975	9.14%
Median Sale Price	190,000	189,000	-0.53%	164,000	179,700	9.57%
Median Percent of Selling Price to List Price	98.94%	98.99%	0.05%	99.74%	99.00%	-0.75%
Median Days on Market to Sale	26.00	24.00	-7.69%	34.00	25.00	-26.47%
Monthly Inventory	910	503	-44.73%	910	503	-44.73%
Months Supply of Inventory	6.59	3.46	-47.51%	6.59	3.46	-47.51%

**Absorption:** Last 12 months, an Average of **145** Sales/Month

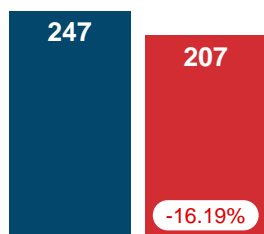
**Inventory** on May 31, 2020 = **503**

**2019** **2020**

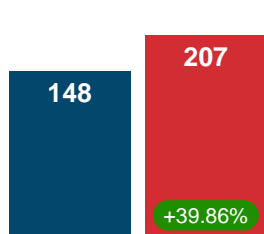
### MAY MARKET

### MEDIAN PRICES

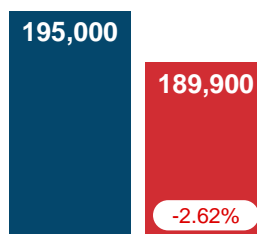
#### New Listings



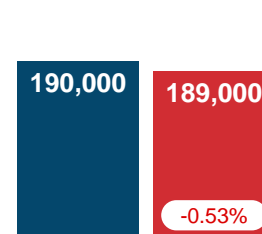
#### Pending Listings



#### List Price



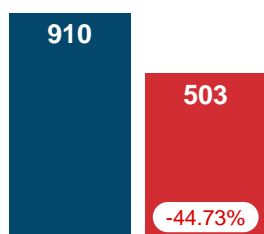
#### Sale Price



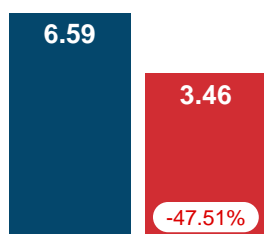
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

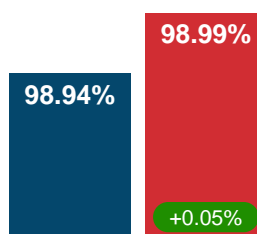
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

