

October 2020

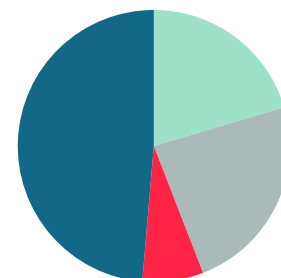
Area Delimited by County Of Rogers



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	October 2020	+/-%
Closed Listings	157	180	14.65%
Pending Listings	153	209	36.60%
New Listings	230	237	3.04%
Average List Price	184,220	237,738	29.05%
Average Sale Price	181,319	231,247	27.54%
Average Percent of Selling Price to List Price	97.68%	97.57%	-0.11%
Average Days on Market to Sale	41.66	27.40	-34.23%
End of Month Inventory	898	429	-52.23%
Months Supply of Inventory	6.23	2.81	-54.84%



■ Closed (20.41%)
■ Pending (23.70%)
■ Other OffMarket (7.26%)
■ Active (48.64%)

Absorption: Last 12 months, an Average of **152** Sales/Month
Active Inventory as of October 31, 2020 = **429**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2020 decreased **52.23%** to 429 existing homes available for sale. Over the last 12 months this area has had an average of 152 closed sales per month. This represents an unsold inventory index of **2.81** 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 **27.54%** in October 2020 to \$231,247 versus the previous year at \$181,319.

Average Days on Market Shortens

The average number of **27.40** days that homes spent on the market before selling decreased by 14.26 days or **34.23%** in October 2020 compared to last year's same month at **41.66** DOM.

Sales Success for October 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 237 New Listings in October 2020, up **3.04%** from last year at 230. Furthermore, there were 180 Closed Listings this month versus last year at 157, a **14.65%** increase.

Closed versus Listed trends yielded a **75.9%** ratio, up from previous year's, October 2019, at **68.3%**, a **11.26%** 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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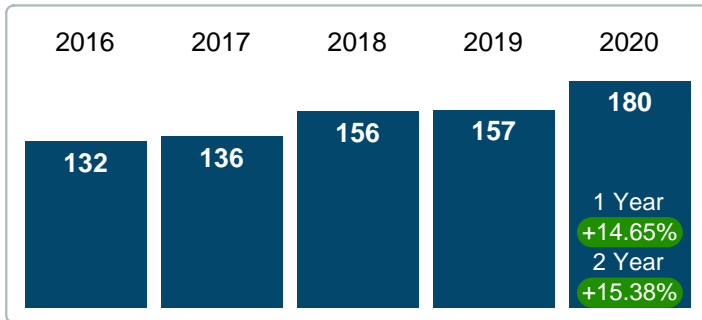
Area Delimited by County Of Rogers



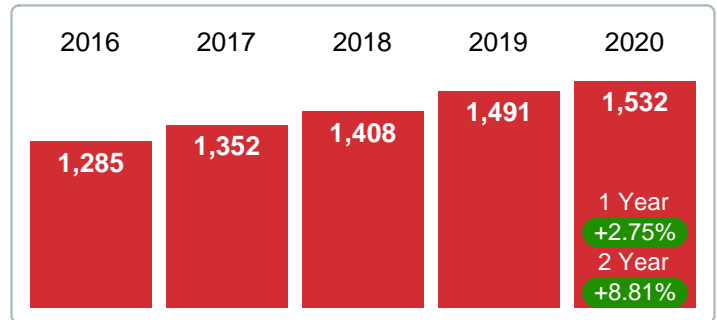
CLOSED LISTINGS

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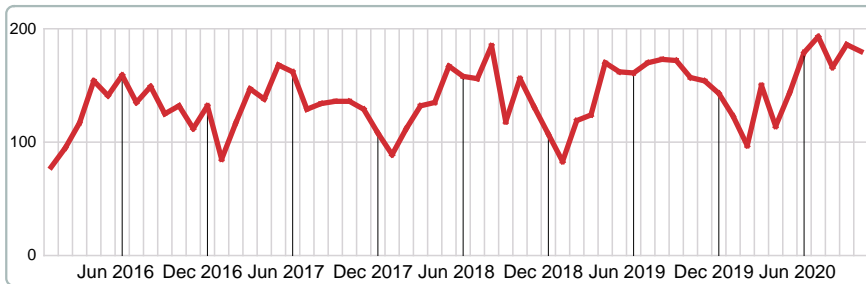
OCTOBER



YEAR TO DATE (YTD)

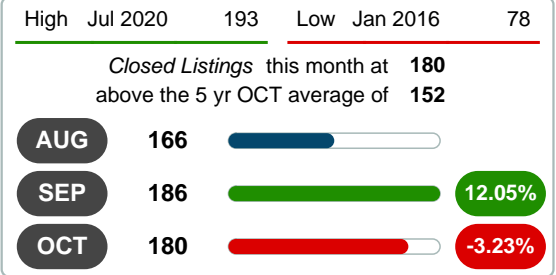


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 152



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	15	8.33%	39.9	12	2	1	0
\$50,001 - \$125,000	28	15.56%	33.0	16	10	2	0
\$125,001 - \$150,000	16	8.89%	12.4	1	15	0	0
\$150,001 - \$225,000	45	25.00%	16.2	2	30	12	1
\$225,001 - \$300,000	34	18.89%	25.7	1	19	13	1
\$300,001 - \$400,000	24	13.33%	32.8	0	7	16	1
\$400,001 and up	18	10.00%	45.6	1	2	11	4
Total Closed Units	180			33	85	55	7
Total Closed Volume	41,624,478	100%	27.4	3.01M	16.96M	17.85M	3.80M
Average Closed Price	\$231,247			\$91,324	\$199,554	\$324,520	\$542,871

October 2020



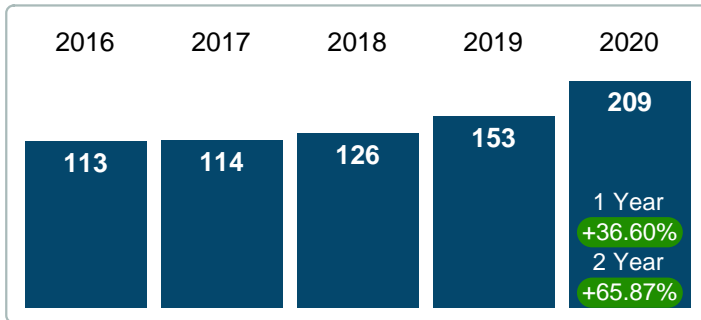
Area Delimited by County Of Rogers



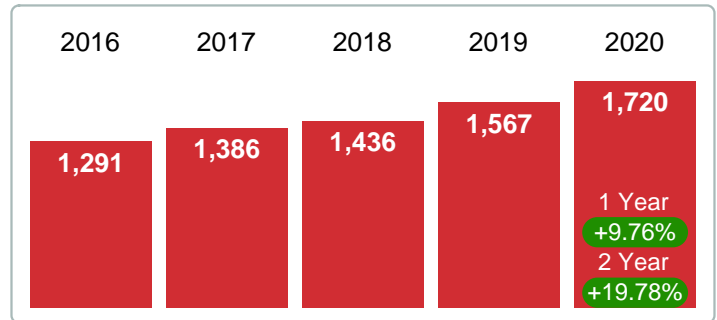
PENDING LISTINGS

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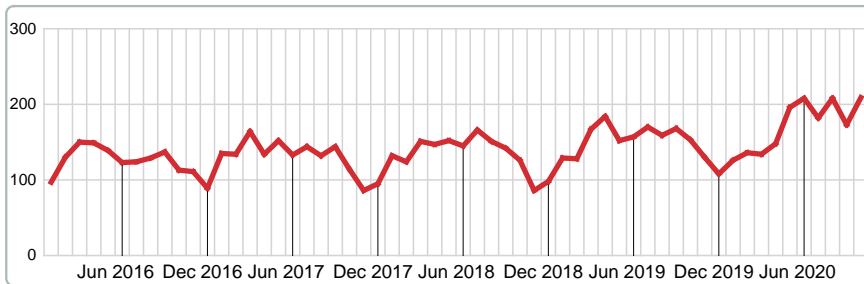
OCTOBER



YEAR TO DATE (YTD)

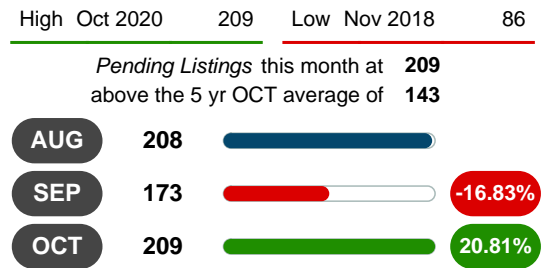


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 143



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	19	9.09%	44.3	16	2	1	0
\$50,001 - \$100,000	15	7.18%	44.7	9	5	1	0
\$100,001 - \$150,000	32	15.31%	32.6	2	28	2	0
\$150,001 - \$250,000	62	29.67%	33.3	3	38	20	1
\$250,001 - \$325,000	33	15.79%	15.7	1	15	17	0
\$325,001 - \$425,000	21	10.05%	30.7	0	7	11	3
\$425,001 and up	27	12.92%	54.0	3	3	14	7
Total Pending Units	209			34	98	66	11
Total Pending Volume	52,893,640	100%	21.3	6.58M	19.89M	21.15M	5.27M
Average Listing Price	\$189,104			\$193,483	\$202,985	\$320,460	\$479,299

October 2020



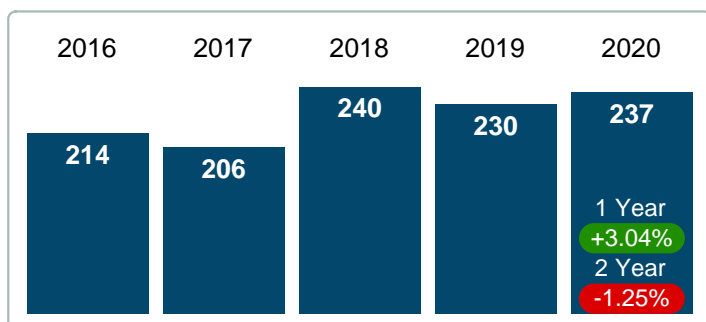
Area Delimited by County Of Rogers



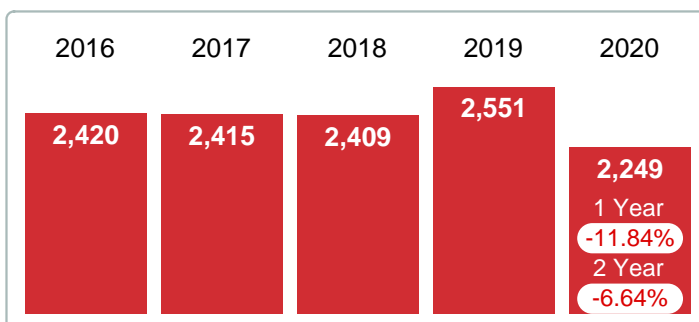
NEW LISTINGS

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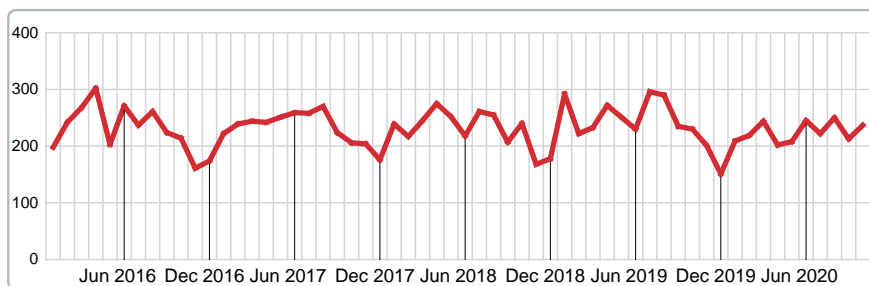
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 225

High Apr 2016 302 Low Dec 2019 151

New Listings this month at **237**
above the 5 yr OCT average of **225**



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	9.70%	17	5	1	0
\$50,001 - \$125,000	29	12.24%	14	13	1	1
\$125,001 - \$175,000	36	15.19%	7	25	4	0
\$175,001 - \$250,000	47	19.83%	6	29	12	0
\$250,001 - \$375,000	48	20.25%	4	21	20	3
\$375,001 - \$475,000	24	10.13%	0	8	15	1
\$475,001 and up	30	12.66%	5	2	13	10
Total New Listed Units	237		53	103	66	15
Total New Listed Volume	65,901,984	100%	8.06M	21.62M	25.66M	10.56M
Average New Listed Listing Price	\$194,518		\$152,157	\$209,903	\$388,783	\$703,867

October 2020



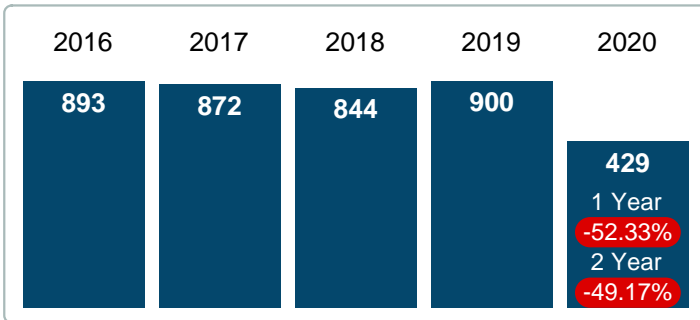
Area Delimited by County Of Rogers



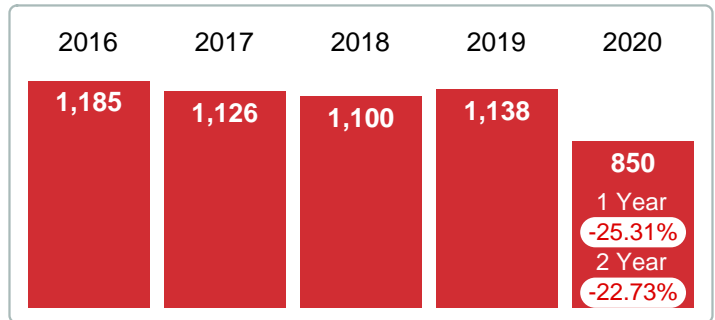
ACTIVE INVENTORY

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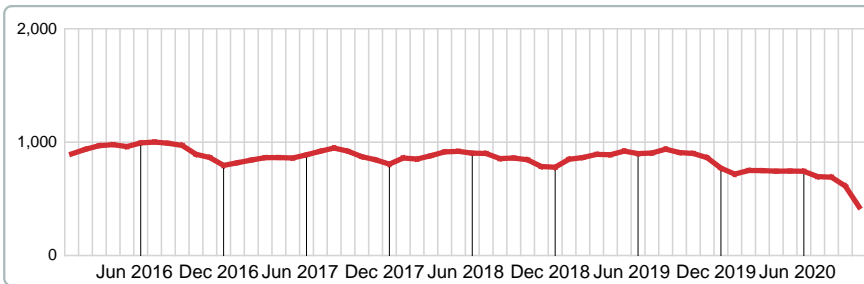
END OF OCTOBER



ACTIVE DURING OCTOBER

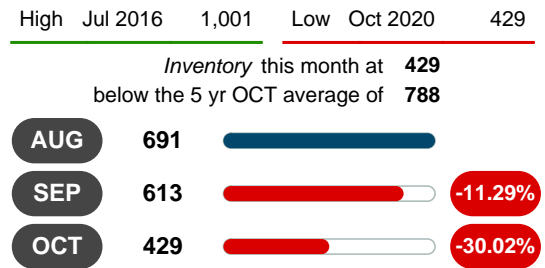


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 788



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	24	5.59%	93.7	9	10	5	0
\$25,001 - \$75,000	68	15.85%	104.5	64	3	0	1
\$75,001 - \$150,000	63	14.69%	66.4	39	23	1	0
\$150,001 - \$275,000	96	22.38%	56.6	28	47	20	1
\$275,001 - \$425,000	76	17.72%	78.9	14	19	35	8
\$425,001 - \$750,000	60	13.99%	61.4	12	13	23	12
\$750,001 and up	42	9.79%	111.5	16	3	9	14
Total Active Inventory by Units	429			182	118	93	36
Total Active Inventory by Volume	148,658,807	100%	77.7	46.47M	29.41M	40.93M	31.84M
Average Active Inventory Listing Price	\$346,524			\$255,342	\$249,217	\$440,152	\$884,578

October 2020



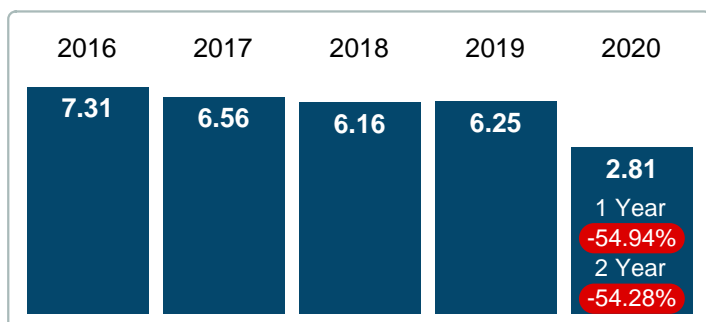
Area Delimited by County Of Rogers



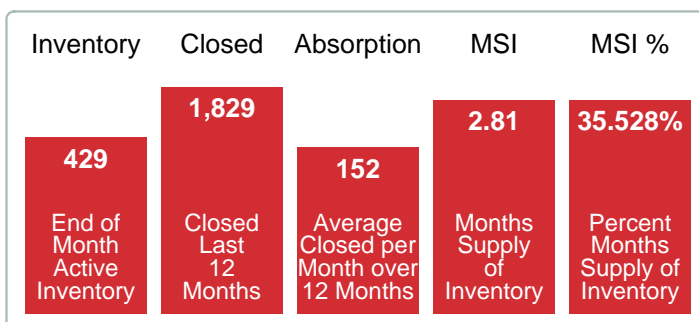
MONTHS SUPPLY of INVENTORY (MSI)

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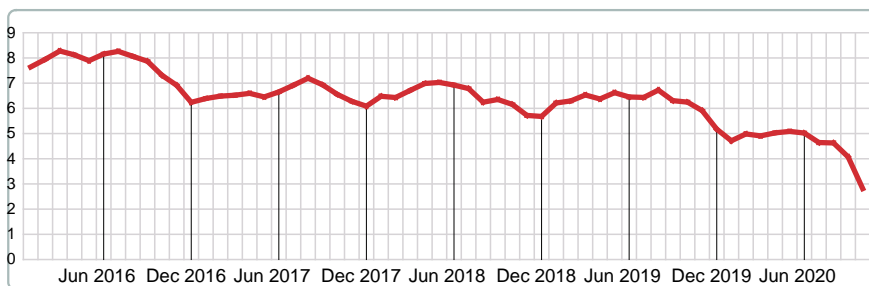
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020

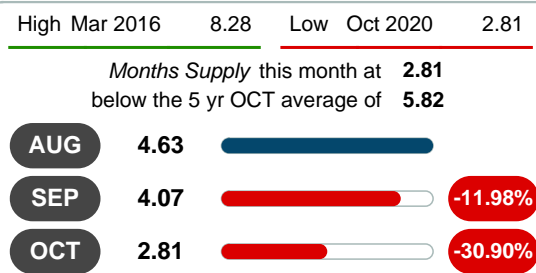


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 5.82



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	24	5.59%	3.74	2.40	4.14	20.00	0.00
\$25,001 - \$75,000	68	15.85%	4.21	5.41	0.84	0.00	12.00
\$75,001 - \$150,000	63	14.69%	2.04	4.93	1.14	0.41	0.00
\$150,001 - \$275,000	96	22.38%	1.60	6.59	1.32	1.03	1.20
\$275,001 - \$425,000	76	17.72%	2.72	24.00	2.35	2.10	3.10
\$425,001 - \$750,000	60	13.99%	6.55	28.80	9.75	4.76	4.65
\$750,001 and up	42	9.79%	25.20	64.00	36.00	13.50	21.00
Market Supply of Inventory (MSI)			2.81	6.28	1.65	2.07	5.08
Total Active Inventory by Units		100%	2.81	182	118	93	36

October 2020



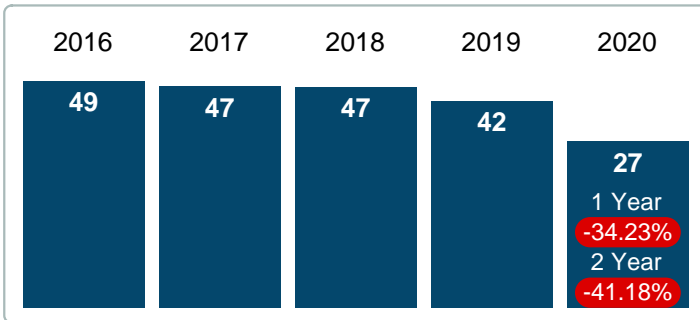
Area Delimited by County Of Rogers



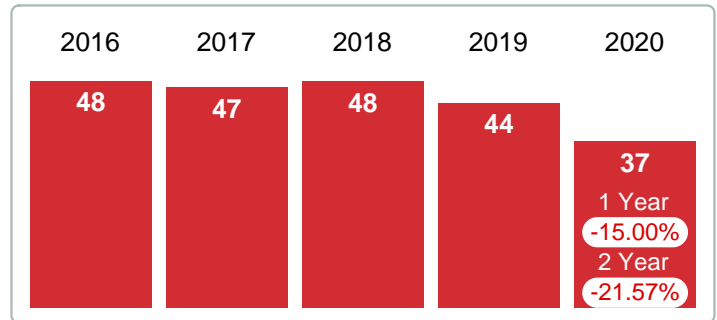
AVERAGE DAYS ON MARKET TO SALE

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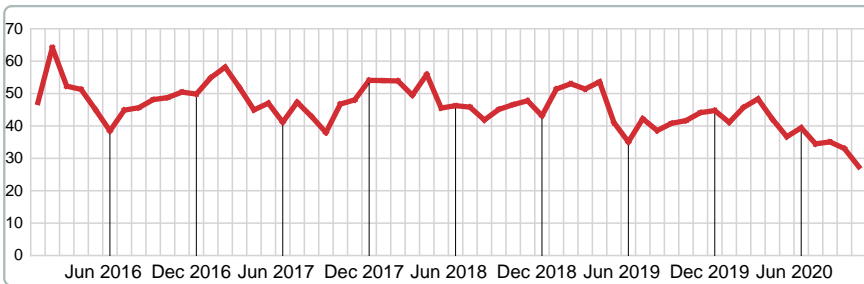
OCTOBER



YEAR TO DATE (YTD)

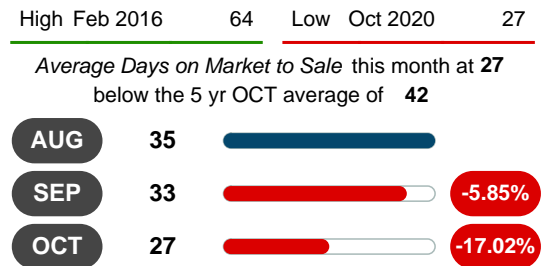


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 42



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	8.33%	40	43	38	3	0
\$50,001 - \$125,000	15.56%	33	44	14	40	0
\$125,001 - \$150,000	8.89%	12	1	13	0	0
\$150,001 - \$225,000	25.00%	16	4	16	21	1
\$225,001 - \$300,000	18.89%	26	34	21	25	108
\$300,001 - \$400,000	13.33%	33	0	20	31	153
\$400,001 and up	10.00%	46	92	33	42	49
Average Closed DOM		27	41	18	29	65
Total Closed Units	100%	27	33	85	55	7
Total Closed Volume		41,624,478	3.01M	16.96M	17.85M	3.80M

October 2020



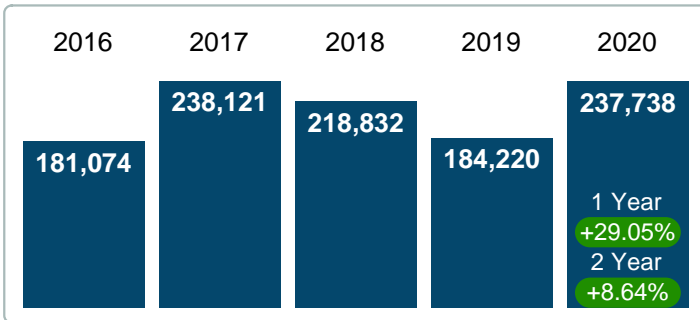
Area Delimited by County Of Rogers



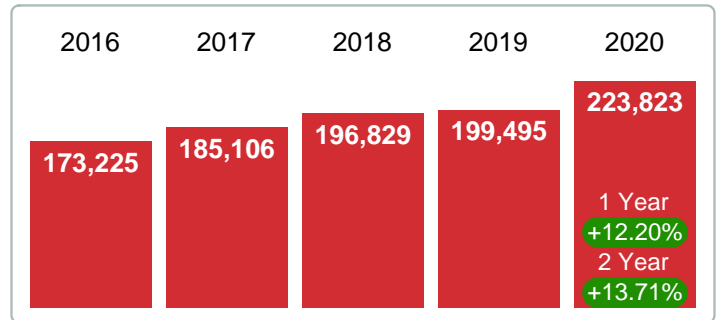
AVERAGE LIST PRICE AT CLOSING

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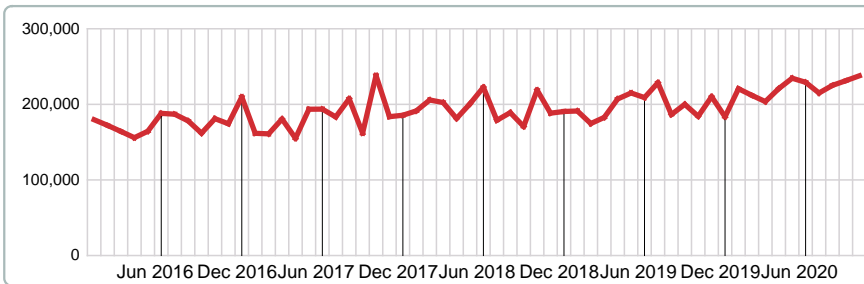
OCTOBER



YEAR TO DATE (YTD)

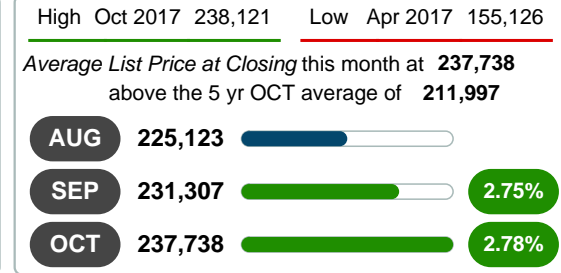


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 211,997



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	7.22%	39,869	41,642	42,250	45,000	0
\$50,001 - \$125,000	15.56%	93,659	94,591	103,020	119,450	0
\$125,001 - \$150,000	11.11%	138,600	134,000	138,280	0	0
\$150,001 - \$225,000	23.89%	186,874	177,450	187,030	181,883	180,000
\$225,001 - \$300,000	18.33%	263,751	299,900	288,523	260,927	290,000
\$300,001 - \$400,000	12.78%	345,293	0	327,735	356,100	349,900
\$400,001 and up	11.11%	609,945	450,000	464,000	599,627	766,250
Average List Price		237,738	98,544	205,928	330,037	554,986
Total Closed Units	100%	237,738	33	85	55	7
Total Closed Volume		42,792,794	3.25M	17.50M	18.15M	3.88M

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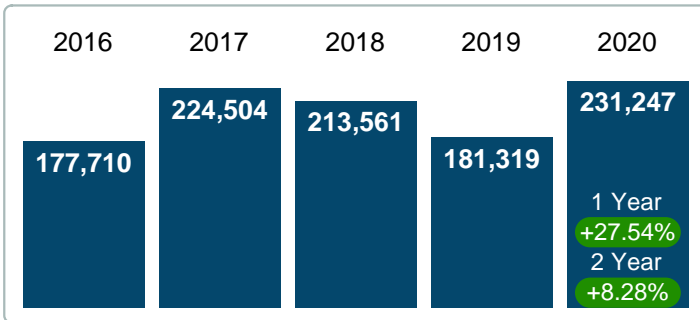
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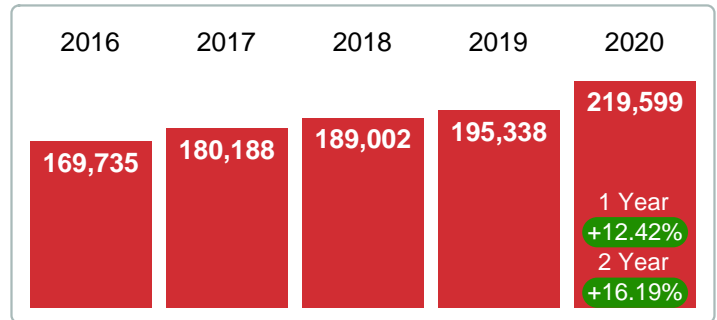
AVERAGE SOLD PRICE AT CLOSING

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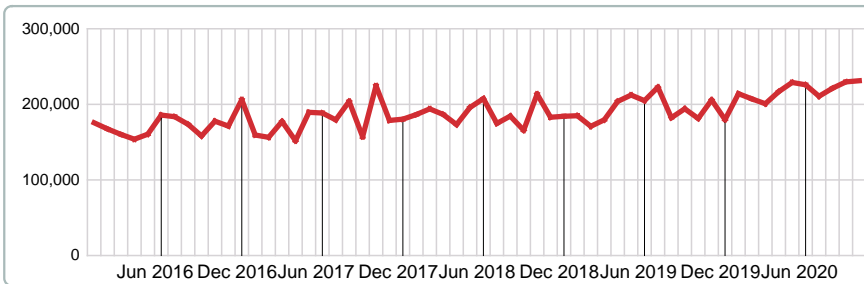
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

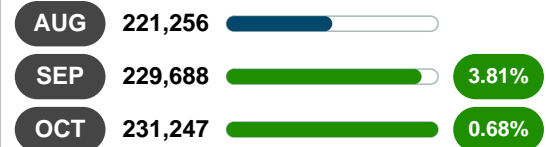


3 MONTHS

5 year OCT AVG = 205,668

High Oct 2020 231,247 Low Apr 2017 151,863

Average Sold Price at Closing this month at 231,247 above the 5 yr OCT average of 205,668



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	8.33%	36,180	33,974	42,504	50,000	0
\$50,001 - \$125,000	15.56%	94,961	87,094	102,490	120,251	0
\$125,001 - \$150,000	8.89%	138,867	145,000	138,458	0	0
\$150,001 - \$225,000	25.00%	186,101	182,500	187,588	183,492	180,000
\$225,001 - \$300,000	18.89%	261,790	275,000	262,941	257,308	285,000
\$300,001 - \$400,000	13.33%	345,083	0	325,253	353,458	349,900
\$400,001 and up	10.00%	591,311	427,500	437,500	577,809	746,300
Average Sold Price		231,247	91,324	199,554	324,520	542,871
Total Closed Units	100%	231,247	33	85	55	7
Total Closed Volume		41,624,478	3.01M	16.96M	17.85M	3.80M

October 2020



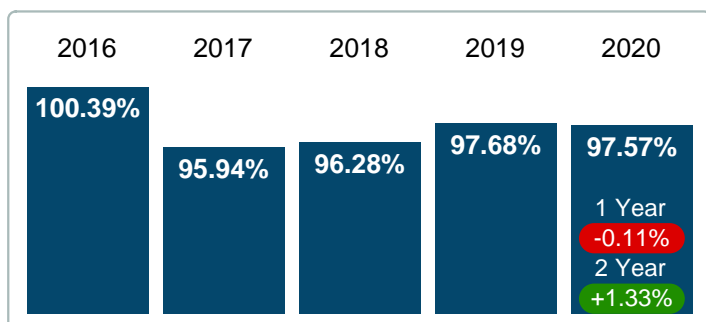
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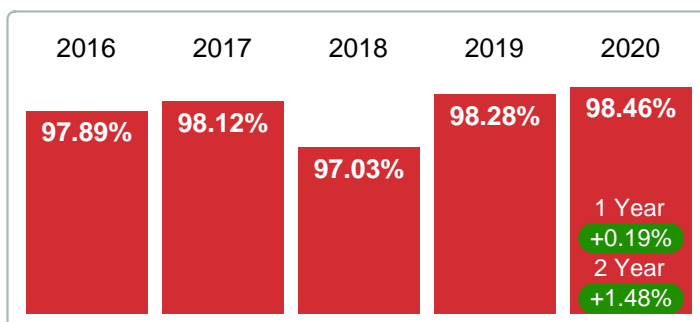
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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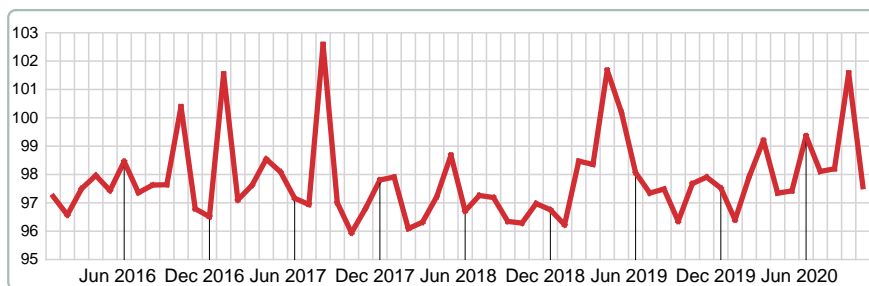
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

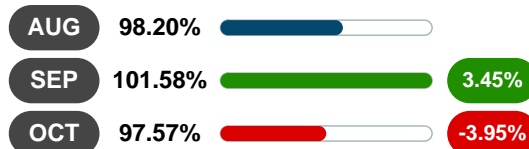


3 MONTHS

5 year OCT AVG = 97.57%

High Aug 2017 102.59% Low Oct 2017 95.94%

Average Sold/List Ratio this month at **97.57%**
 equal to 5 yr OCT average of **97.57%**



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	15	8.33%	86.94%	82.76%	99.94%	111.11%	0.00%
\$50,001 - \$125,000	28	15.56%	95.75%	92.67%	99.57%	101.23%	0.00%
\$125,001 - \$150,000	16	8.89%	100.65%	108.21%	100.14%	0.00%	0.00%
\$150,001 - \$225,000	45	25.00%	100.62%	102.66%	100.42%	100.84%	100.00%
\$225,001 - \$300,000	34	18.89%	97.39%	91.70%	96.76%	98.68%	98.28%
\$300,001 - \$400,000	24	13.33%	99.34%	0.00%	99.25%	99.34%	100.00%
\$400,001 and up	18	10.00%	96.86%	95.00%	94.29%	97.15%	97.81%
Average Sold/List Ratio			97.60%	90.18%	99.20%	99.36%	98.50%
Total Closed Units	180	100%	97.60%	33	85	55	7
Total Closed Volume	41,624,478			3.01M	16.96M	17.85M	3.80M

October 2020



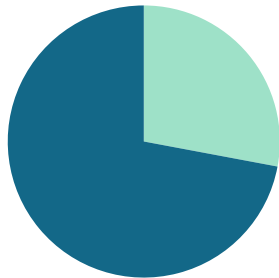
Area Delimited by County Of Rogers



MARKET SUMMARY

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

INVENTORY

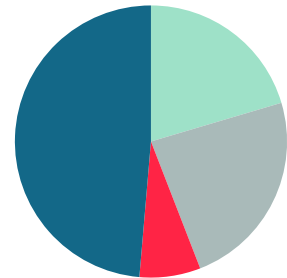


Inventory
 New Listings
237 = 27.95%
 Start Inventory
611
 Total Inventory Units
848
 Volume
\$254,215,976

Market Activity

Closed Sales
180 = 20.41%
 Pending Sales
209 = 23.70%
 Other Off Market
64 = 7.26%
 Active Inventory
429 = 48.64%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	157	180	14.65%	1,491	1,532	2.75%
Pending Sales	153	209	36.60%	1,567	1,720	9.76%
New Listings	230	237	3.04%	2,551	2,249	-11.84%
Average List Price	184,220	237,738	29.05%	199,495	223,823	12.20%
Average Sale Price	181,319	231,247	27.54%	195,338	219,599	12.42%
Average Percent of Selling Price to List Price	97.68%	97.57%	-0.11%	98.28%	98.46%	0.19%
Average Days on Market to Sale	41.66	27.40	-34.23%	44.11	37.49	-15.00%
Monthly Inventory	898	429	-52.23%	898	429	-52.23%
Months Supply of Inventory	6.23	2.81	-54.84%	6.23	2.81	-54.84%

Absorption: Last 12 months, an Average of **152** Sales/Month

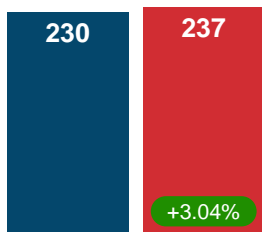
Inventory on October 31, 2020 = **429**

2019 **2020**

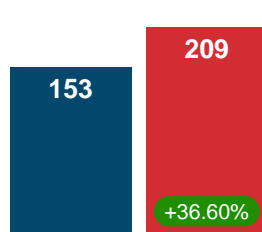
OCTOBER MARKET

AVERAGE PRICES

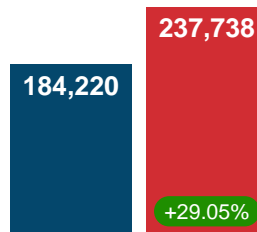
New Listings



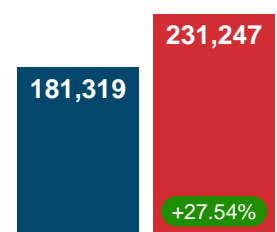
Pending Listings



List Price



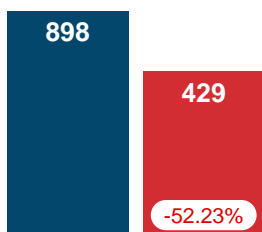
Sale Price



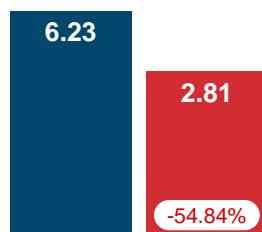
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

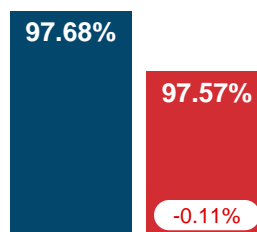
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

