

# April 2021

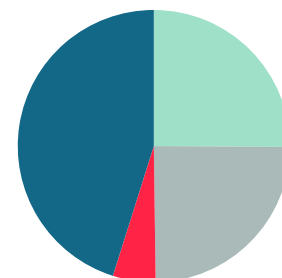
Area Delimited by County Of Rogers



## MONTHLY INVENTORY ANALYSIS

Report produced on May 11, 2021 for MLS Technology Inc.

Compared Metrics	2020	April 2021	+/-%
Closed Listings	121	178	47.11%
Pending Listings	152	175	15.13%
New Listings	206	218	5.83%
Median List Price	181,900	205,000	12.70%
Median Sale Price	175,000	213,500	22.00%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	18.00	6.00	-66.67%
End of Month Inventory	743	320	-56.93%
Months Supply of Inventory	4.98	1.88	-62.28%



■ Closed (25.11%)  
■ Pending (24.68%)  
■ Other OffMarket (5.08%)  
■ Active (45.13%)

**Absorption:** Last 12 months, an Average of **170** Sales/Month  
**Active Inventory** as of April 30, 2021 = **320**

### Analysis Wrap-Up

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

The total housing inventory at the end of April 2021 decreased **56.93%** to 320 existing homes available for sale. Over the last 12 months this area has had an average of 170 closed sales per month. This represents an unsold inventory index of **1.88** 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 **22.00%** in April 2021 to \$213,500 versus the previous year at \$175,000.

#### Median Days on Market Shortens

The median number of **6.00** days that homes spent on the market before selling decreased by 12.00 days or **66.67%** in April 2021 compared to last year's same month at **18.00** DOM.

#### Sales Success for April 2021 is Positive

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

There were 218 New Listings in April 2021, up **5.83%** from last year at 206. Furthermore, there were 178 Closed Listings this month versus last year at 121, a **47.11%** increase.

Closed versus Listed trends yielded a **81.7%** ratio, up from previous year's, April 2020, at **58.7%**, a **39.01%** 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

# April 2021



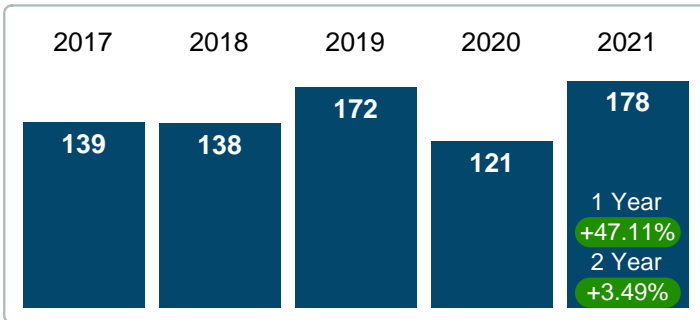
Area Delimited by County Of Rogers



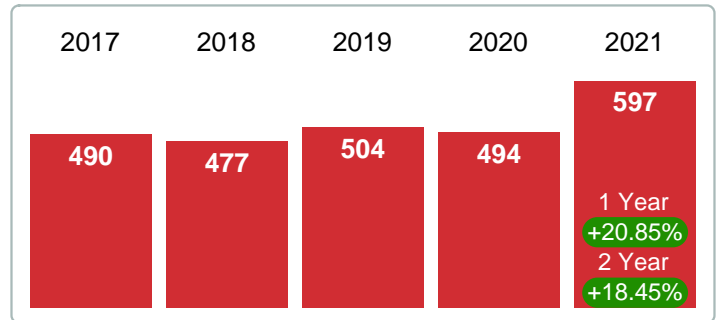
## CLOSED LISTINGS

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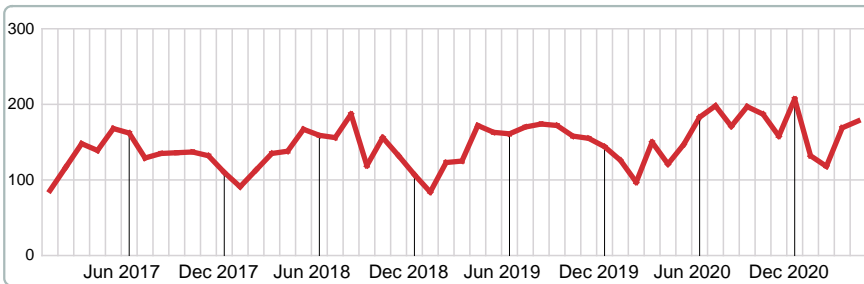
### APRIL



### YEAR TO DATE (YTD)

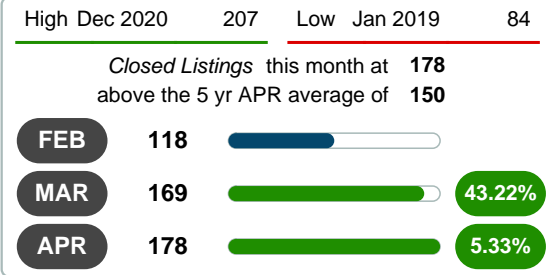


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 150



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	16	8.99%	16.0	13	2	1	0
\$125,001 - \$150,000	15	8.43%	4.0	2	11	2	0
\$150,001 - \$175,000	19	10.67%	5.0	0	17	2	0
\$175,001 - \$250,000	56	31.46%	2.5	1	38	16	1
\$250,001 - \$375,000	31	17.42%	7.0	1	20	9	1
\$375,001 - \$475,000	20	11.24%	13.5	1	5	14	0
\$475,001 and up	21	11.80%	28.0	1	2	11	7
<b>Total Closed Units</b>	<b>178</b>			<b>19</b>	<b>95</b>	<b>55</b>	<b>9</b>
<b>Total Closed Volume</b>	<b>48,811,231</b>	<b>100%</b>	<b>6.0</b>	<b>3.02M</b>	<b>21.27M</b>	<b>19.19M</b>	<b>5.33M</b>
<b>Median Closed Price</b>	<b>\$213,500</b>			<b>\$104,700</b>	<b>\$196,900</b>	<b>\$316,000</b>	<b>\$599,900</b>

# April 2021



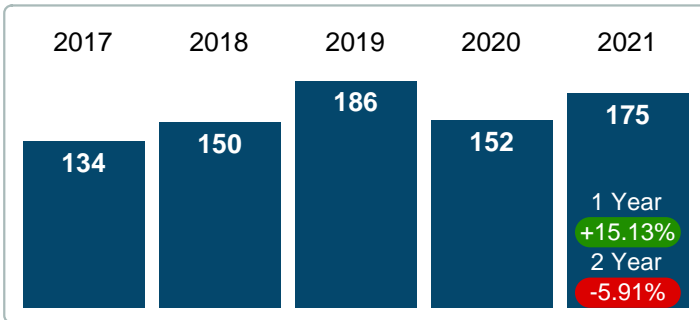
Area Delimited by County Of Rogers



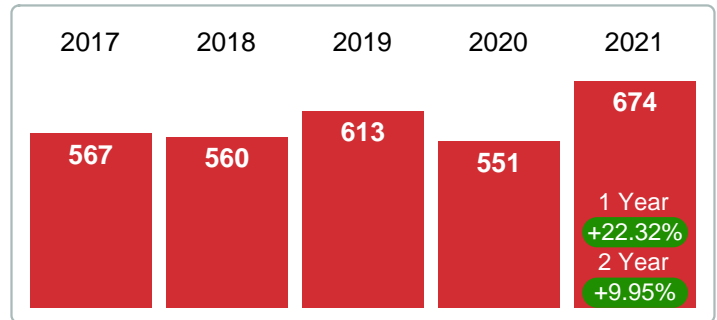
## PENDING LISTINGS

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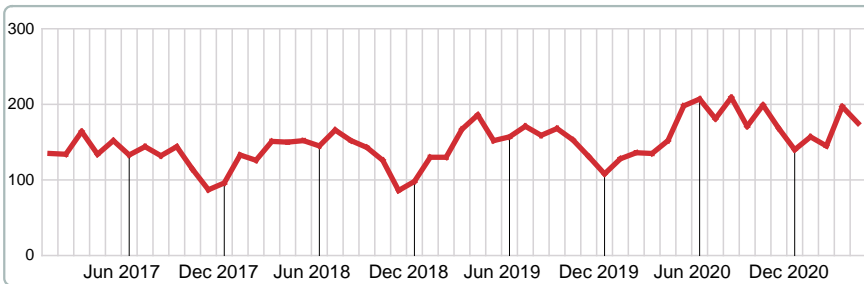
### APRIL



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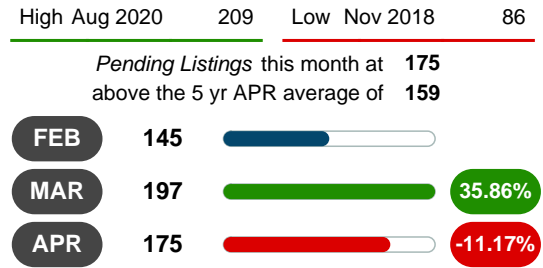


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 159



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10	5.71%	8.0	7	2	1	0
\$50,001 - \$125,000	30	17.14%	12.0	18	11	1	0
\$125,001 - \$175,000	21	12.00%	5.0	4	16	1	0
\$175,001 - \$225,000	41	23.43%	3.0	2	26	13	0
\$225,001 - \$300,000	30	17.14%	5.5	3	11	14	2
\$300,001 - \$425,000	26	14.86%	21.0	4	7	14	1
\$425,001 and up	17	9.71%	13.0	2	1	8	6
<b>Total Pending Units</b>	<b>175</b>			<b>40</b>	<b>74</b>	<b>52</b>	<b>9</b>
<b>Total Pending Volume</b>	<b>45,042,187</b>	<b>100%</b>	<b>6.0</b>	<b>7.62M</b>	<b>14.66M</b>	<b>17.06M</b>	<b>5.71M</b>
<b>Median Listing Price</b>	<b>\$200,000</b>			<b>\$100,000</b>	<b>\$185,380</b>	<b>\$276,250</b>	<b>\$484,000</b>

# April 2021



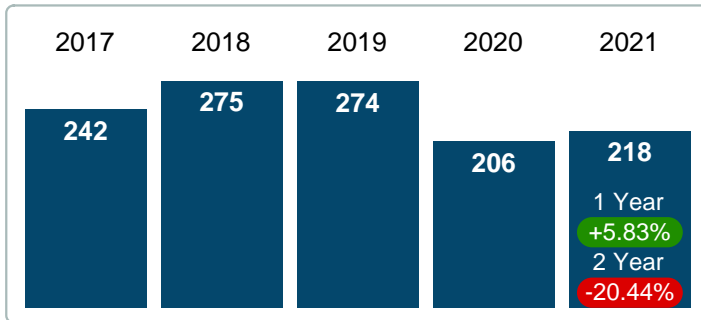
Area Delimited by County Of Rogers



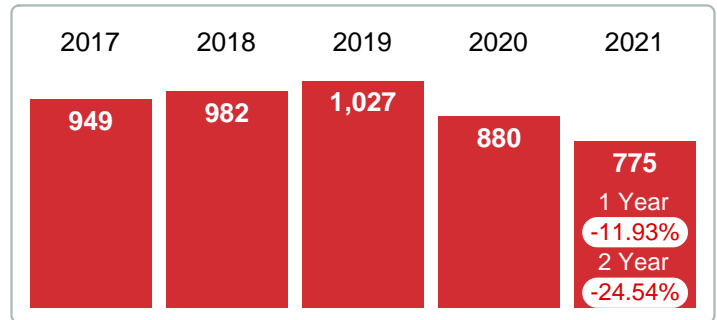
## NEW LISTINGS

Report produced on May 11, 2021 for MLS Technology Inc.

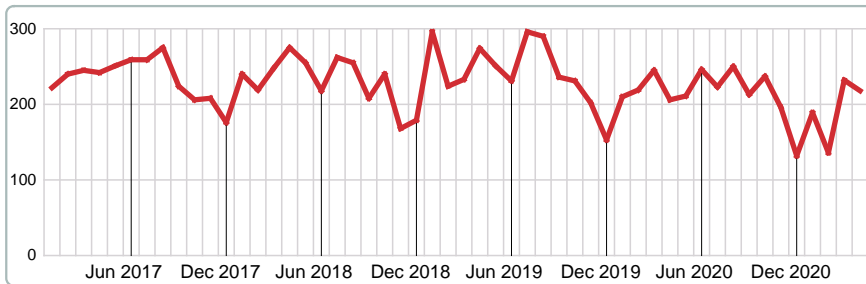
### APRIL



### YEAR TO DATE (YTD)

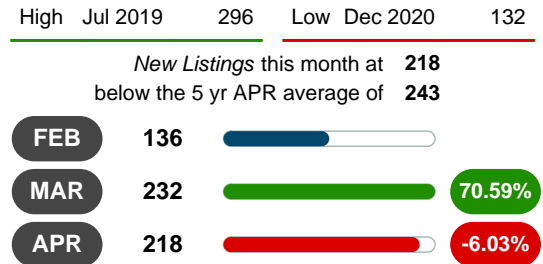


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 243



### 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	19	8.72%	17	2	0	0
\$50,001 - \$100,000	22	10.09%	17	4	1	0
\$100,001 - \$175,000	36	16.51%	13	21	0	2
\$175,001 - \$250,000	61	27.98%	6	36	19	0
\$250,001 - \$350,000	29	13.30%	4	13	9	3
\$350,001 - \$575,000	30	13.76%	2	6	19	3
\$575,001 and up	21	9.63%	2	4	9	6
<b>Total New Listed Units</b>	<b>218</b>		<b>61</b>	<b>86</b>	<b>57</b>	<b>14</b>
<b>Total New Listed Volume</b>	<b>62,238,452</b>	<b>100%</b>	<b>8.85M</b>	<b>22.35M</b>	<b>22.96M</b>	<b>8.08M</b>
<b>Median New Listed Listing Price</b>	<b>\$202,489</b>		<b>\$90,000</b>	<b>\$200,000</b>	<b>\$335,000</b>	<b>\$511,259</b>

# April 2021



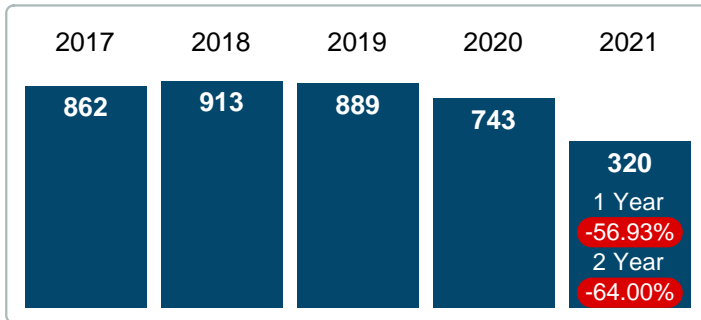
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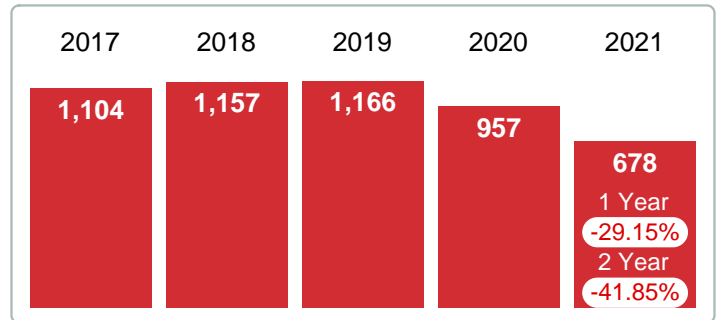
## ACTIVE INVENTORY

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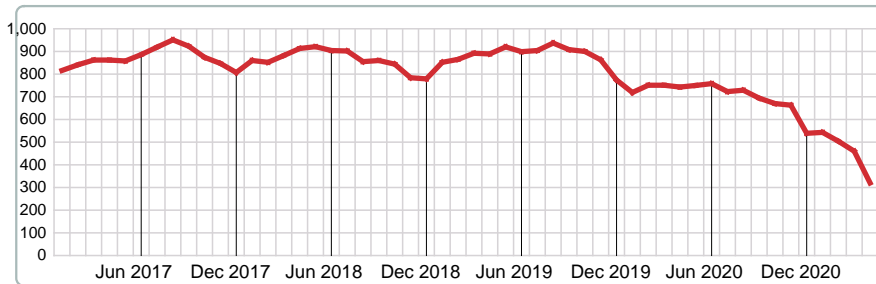
### END OF APRIL



### ACTIVE DURING APRIL

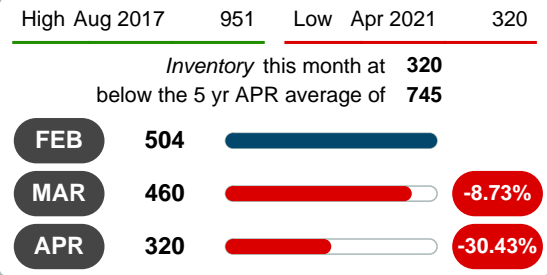


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 745



### 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	5.94%	38.0	15	3	1	0
\$25,001 - \$50,000	39	12.19%	93.0	38	0	1	0
\$50,001 - \$125,000	58	18.13%	42.5	49	8	1	0
\$125,001 - \$275,000	78	24.38%	37.5	38	25	12	3
\$275,001 - \$425,000	48	15.00%	54.5	14	14	19	1
\$425,001 - \$800,000	47	14.69%	35.0	17	6	18	6
\$800,001 and up	31	9.69%	49.0	10	5	8	8
<b>Total Active Inventory by Units</b>	<b>320</b>			<b>181</b>	<b>61</b>	<b>60</b>	<b>18</b>
<b>Total Active Inventory by Volume</b>	<b>123,355,128</b>	<b>100%</b>	<b>45.0</b>	<b>56.01M</b>	<b>20.53M</b>	<b>29.82M</b>	<b>17.00M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$200,000</b>			<b>\$107,000</b>	<b>\$220,000</b>	<b>\$391,450</b>	<b>\$666,950</b>

# April 2021



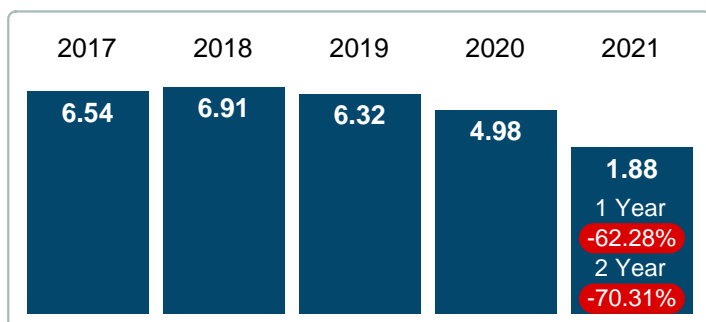
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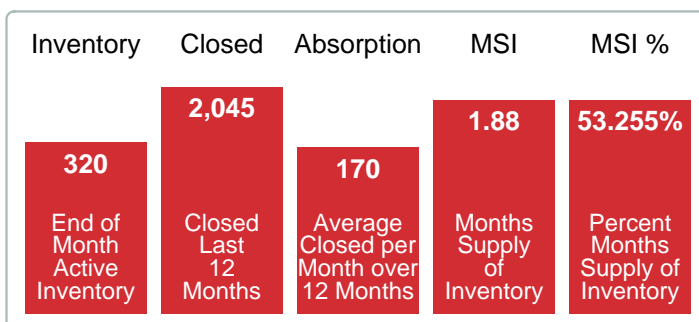
## MONTHS SUPPLY of INVENTORY (MSI)

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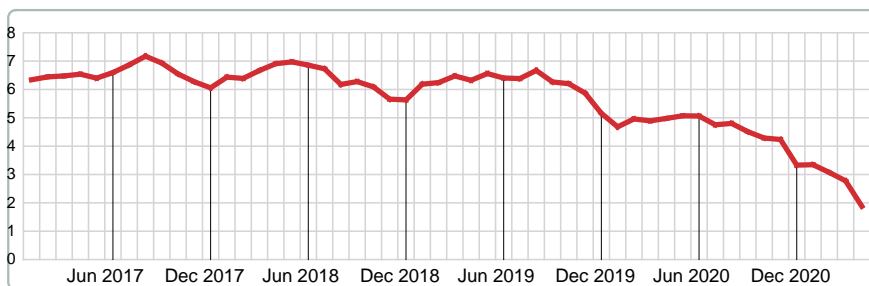
### MSI FOR APRIL



### INDICATORS FOR APRIL 2021

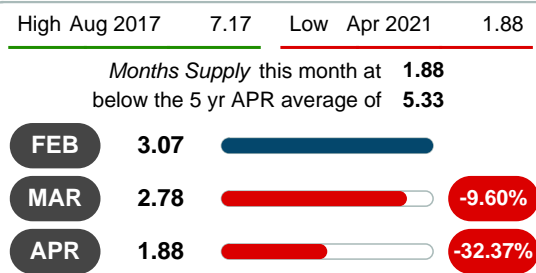


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 5.33



### 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	5.94%	2.81	4.62	1.20	1.00	0.00
\$25,001 - \$50,000	39	12.19%	3.49	4.00	0.00	3.00	0.00
\$50,001 - \$125,000	58	18.13%	2.66	4.67	0.81	0.67	0.00
\$125,001 - \$275,000	78	24.38%	0.94	6.61	0.46	0.55	3.60
\$275,001 - \$425,000	48	15.00%	1.45	14.00	1.31	1.02	0.36
\$425,001 - \$800,000	47	14.69%	3.66	25.50	2.77	2.77	1.71
\$800,001 and up	31	9.69%	16.17	30.00	60.00	9.60	12.00
Market Supply of Inventory (MSI)			1.88	5.84	0.75	1.19	2.27
Total Active Inventory by Units		100%	1.88	181	61	60	18

# April 2021



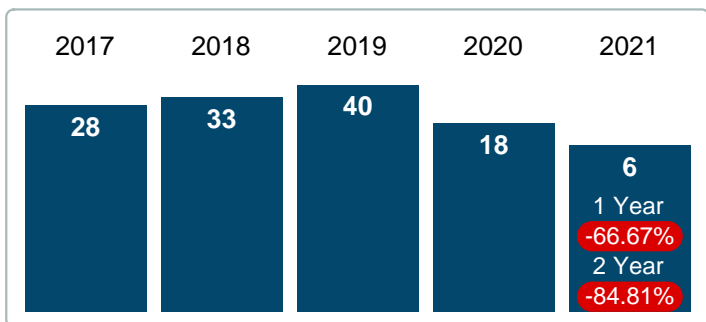
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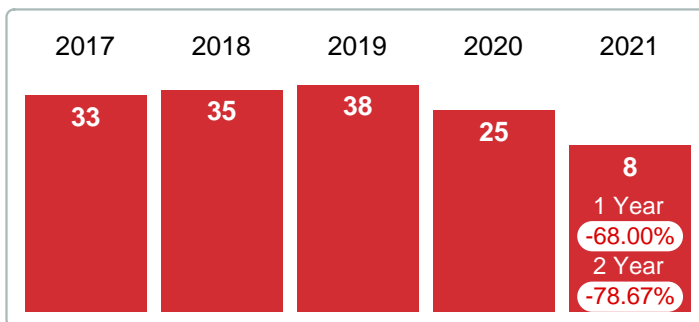
## MEDIAN DAYS ON MARKET TO SALE

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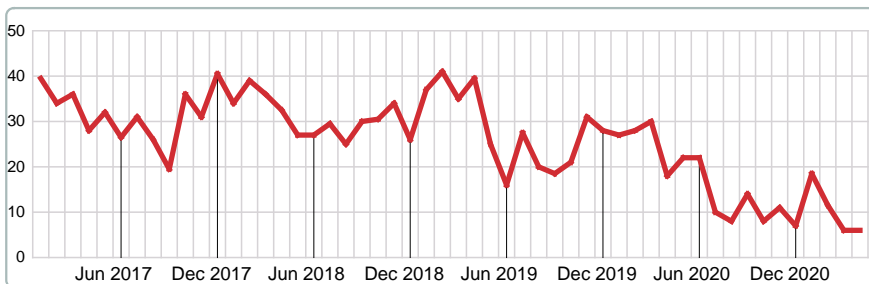
### APRIL



### YEAR TO DATE (YTD)

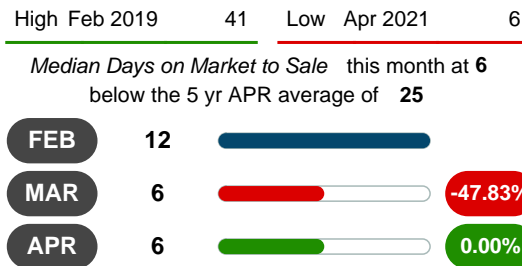


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 25



### 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
\$125,000 and less	8.99%	16	31	7	10	0
\$125,001 - \$150,000	8.43%	4	43	3	11	0
\$150,001 - \$175,000	10.67%	5	0	5	8	0
\$175,001 - \$250,000	31.46%	3	28	3	2	20
\$250,001 - \$375,000	17.42%	7	93	7	4	117
\$375,001 - \$475,000	11.24%	14	14	9	17	0
\$475,001 and up	11.80%	28	6	78	28	52
Median Closed DOM		6	28	4	9	52
Total Closed Units	100%	6.0	19	95	55	9
Total Closed Volume		48,811,231	3.02M	21.27M	19.19M	5.33M



# April 2021

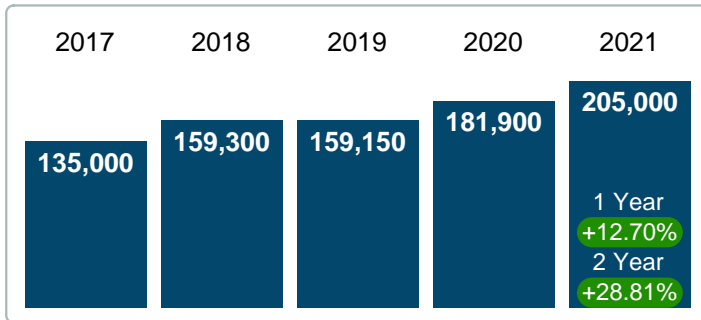
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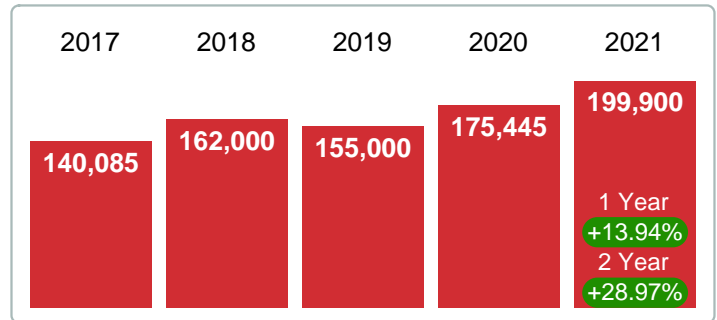
## MEDIAN LIST PRICE AT CLOSING

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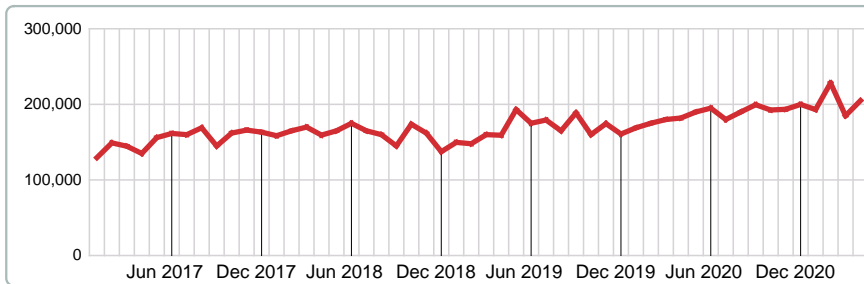
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

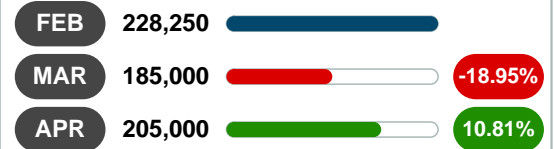


### 3 MONTHS

5 year APR AVG = 168,070

High Feb 2021 228,250 Low Jan 2017 129,500

Median List Price at Closing this month at **205,000**  
above the 5 yr APR average of **168,070**



### 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
\$125,000 and less	7.87%	77,500	69,900	99,500	0	0
\$125,001 - \$150,000	7.87%	137,500	136,000	139,450	135,000	0
\$150,001 - \$175,000	12.92%	165,000	0	165,000	167,450	0
\$175,001 - \$250,000	33.15%	199,500	188,950	199,500	199,900	245,000
\$250,001 - \$375,000	15.17%	294,647	292,500	294,310	296,500	344,500
\$375,001 - \$475,000	11.24%	413,500	412,000	430,000	402,300	0
\$475,001 and up	11.80%	615,000	880,000	537,450	615,000	675,900
<b>Median List Price</b>		<b>205,000</b>	<b>110,000</b>	<b>195,000</b>	<b>314,900</b>	<b>600,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>205,000</b>	<b>19</b>	<b>95</b>	<b>55</b>	<b>9</b>
<b>Total Closed Volume</b>		<b>49,018,528</b>	<b>3.14M</b>	<b>21.07M</b>	<b>19.36M</b>	<b>5.45M</b>



# April 2021



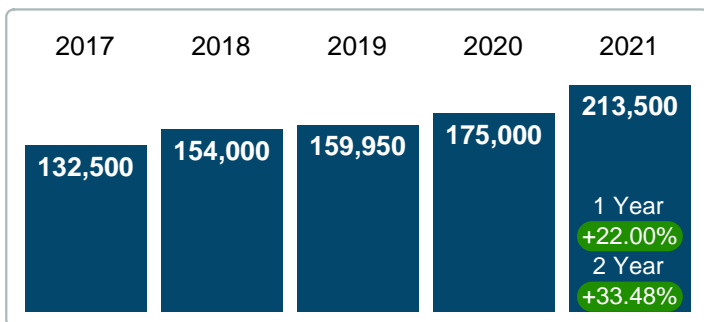
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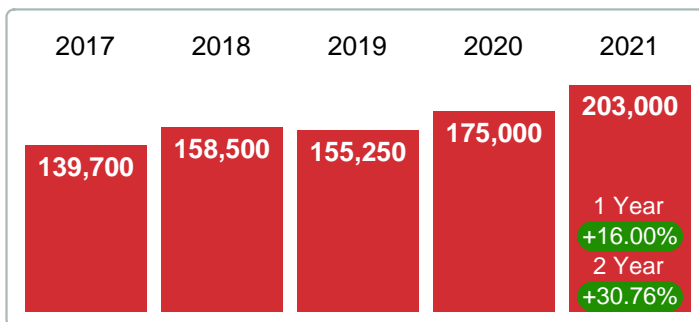
## MEDIAN SOLD PRICE AT CLOSING

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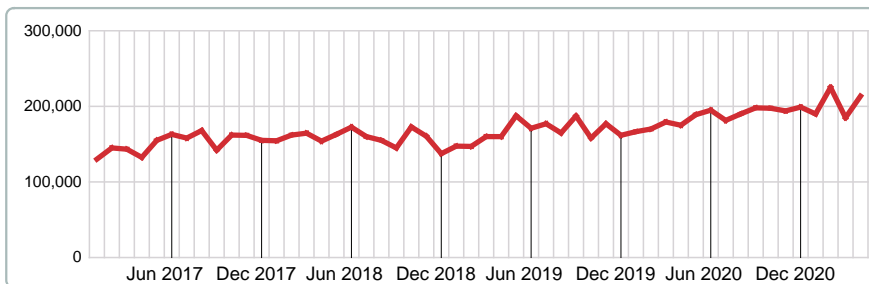
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

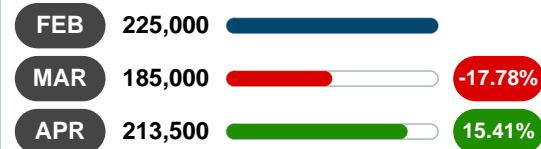


### 3 MONTHS

5 year APR AVG = 166,990

High Feb 2021 225,000 Low Jan 2017 130,125

Median Sold Price at Closing this month at **213,500** above the 5 yr APR average of **166,990**



### 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
\$125,000 and less	8.99%	83,500	75,000	83,500	120,000	0
\$125,001 - \$150,000	8.43%	136,000	134,000	136,000	139,275	0
\$150,001 - \$175,000	10.67%	165,000	0	165,000	167,250	0
\$175,001 - \$250,000	31.46%	197,200	180,000	197,250	197,195	242,250
\$250,001 - \$375,000	17.42%	290,500	292,500	286,950	299,000	325,000
\$375,001 - \$475,000	11.24%	413,600	420,000	425,000	402,500	0
\$475,001 and up	11.80%	599,900	880,000	537,500	550,000	650,000
<b>Median Sold Price</b>		<b>213,500</b>	<b>104,700</b>	<b>196,900</b>	<b>316,000</b>	<b>599,900</b>
<b>Total Closed Units</b>		<b>178</b>	<b>19</b>	<b>95</b>	<b>55</b>	<b>9</b>
<b>Total Closed Volume</b>		<b>48,811,231</b>	<b>3.02M</b>	<b>21.27M</b>	<b>19.19M</b>	<b>5.33M</b>

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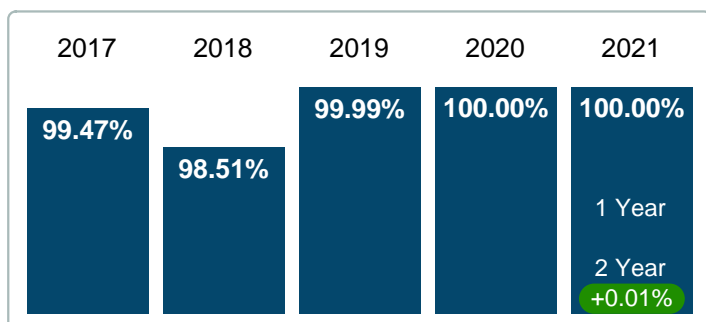
Area Delimited by County Of Rogers



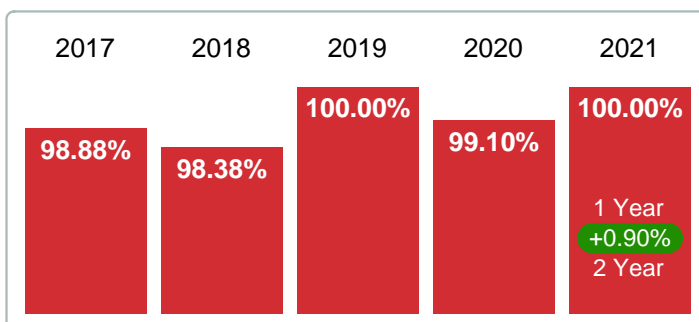
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on May 11, 2021 for MLS Technology Inc.

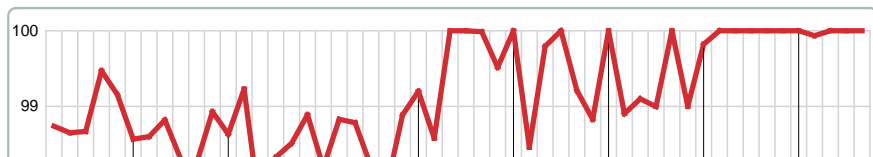
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 99.59%

High Apr 2021 100.00% Low Feb 2018 97.63%

Median Sold/List Ratio this month at 100.00% equal to 5 yr APR average of 99.59%

FEB 100.00%  
MAR 100.00%  
APR 100.00%

0.00%  
0.00%

### DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$125,000 and less	16	8.99%	93.42%	95.00%	84.80%	75.00%	0.00%	
\$125,001 - \$150,000	15	8.43%	100.00%	97.48%	100.37%	93.74%	0.00%	
\$150,001 - \$175,000	19	10.67%	100.00%	0.00%	100.00%	97.58%	0.00%	
\$175,001 - \$250,000	56	31.46%	100.00%	95.74%	100.00%	100.00%	98.88%	
\$250,001 - \$375,000	31	17.42%	100.37%	100.00%	100.39%	101.93%	94.34%	
\$375,001 - \$475,000	20	11.24%	100.00%	101.94%	100.00%	100.00%	0.00%	
\$475,001 and up	21	11.80%	99.02%	100.00%	99.94%	98.98%	97.33%	
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	97.33%	
Total Closed Units		178	100%	100.00%	19	95	55	9
Total Closed Volume		48,811,231			3.02M	21.27M	19.19M	5.33M

# April 2021

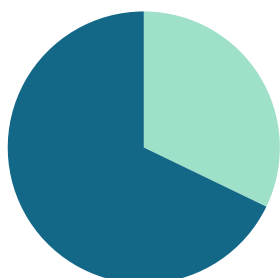
Area Delimited by County Of Rogers



## MARKET SUMMARY

Report produced on May 11, 2021 for MLS Technology Inc.

### INVENTORY

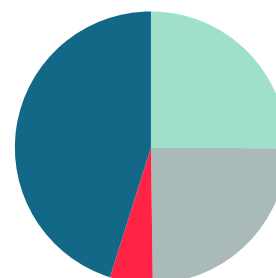


**Inventory**  
 New Listings  
**218 = 32.15%**  
 Start Inventory  
**460**  
 Total Inventory Units  
**678**  
 Volume  
**\$222,596,056**

### Market Activity

Closed Sales  
**178 = 25.11%**  
 Pending Sales  
**175 = 24.68%**  
 Other Off Market  
**36 = 5.08%**  
 Active Inventory  
**320 = 45.13%**

### MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	121	178	47.11%	494	597	20.85%
Pending Sales	152	175	15.13%	551	674	22.32%
New Listings	206	218	5.83%	880	775	-11.93%
Median List Price	181,900	205,000	12.70%	175,445	199,900	13.94%
Median Sale Price	175,000	213,500	22.00%	175,000	203,000	16.00%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	99.10%	100.00%	0.90%
Median Days on Market to Sale	18.00	6.00	-66.67%	25.00	8.00	-68.00%
Monthly Inventory	743	320	-56.93%	743	320	-56.93%
Months Supply of Inventory	4.98	1.88	-62.28%	4.98	1.88	-62.28%

**Absorption:** Last 12 months, an Average of **170** Sales/Month

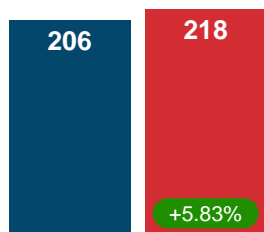
**Inventory** on April 30, 2021 = **320**

**2020** **2021**

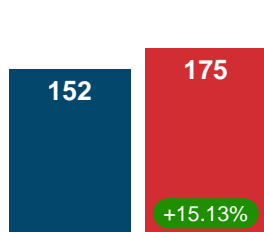
### APRIL MARKET

### MEDIAN PRICES

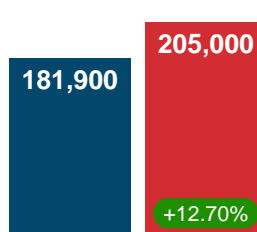
#### New Listings



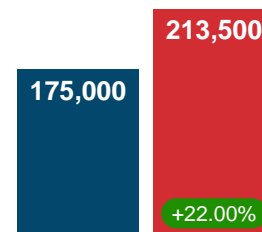
#### Pending Listings



#### List Price



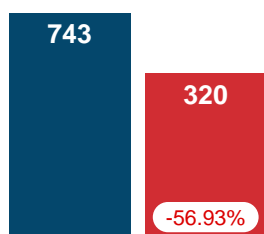
#### Sale Price



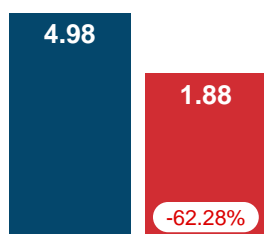
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

