

August 2021

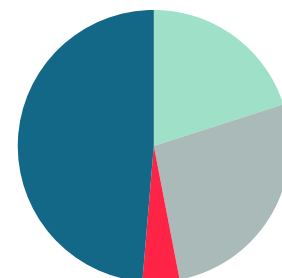
Area Delimited by County Of Rogers



MONTHLY INVENTORY ANALYSIS

Report produced on Sep 13, 2021 for MLS Technology Inc.

Compared Metrics	2020	August 2021	+/-%
Closed Listings	171	178	4.09%
Pending Listings	209	239	14.35%
New Listings	250	262	4.80%
Median List Price	189,900	209,950	10.56%
Median Sale Price	190,000	210,250	10.66%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	8.00	7.00	-12.50%
End of Month Inventory	734	432	-41.14%
Months Supply of Inventory	4.84	2.50	-48.25%



■ Closed (20.05%)
■ Pending (26.91%)
■ Other OffMarket (4.39%)
■ Active (48.65%)

Absorption: Last 12 months, an Average of **173** Sales/Month
Active Inventory as of August 31, 2021 = **432**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2021 decreased **41.14%** to 432 existing homes available for sale. Over the last 12 months this area has had an average of 173 closed sales per month. This represents an unsold inventory index of **2.50** 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 **10.66%** in August 2021 to \$210,250 versus the previous year at \$190,000.

Median Days on Market Shortens

The median number of **7.00** days that homes spent on the market before selling decreased by 1.00 days or **12.50%** in August 2021 compared to last year's same month at **8.00** DOM.

Sales Success for August 2021 is Positive

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

There were 262 New Listings in August 2021, up **4.80%** from last year at 250. Furthermore, there were 178 Closed Listings this month versus last year at 171, a **4.09%** increase.

Closed versus Listed trends yielded a **67.9%** ratio, down from previous year's, August 2020, at **68.4%**, a **0.67%** downswing. 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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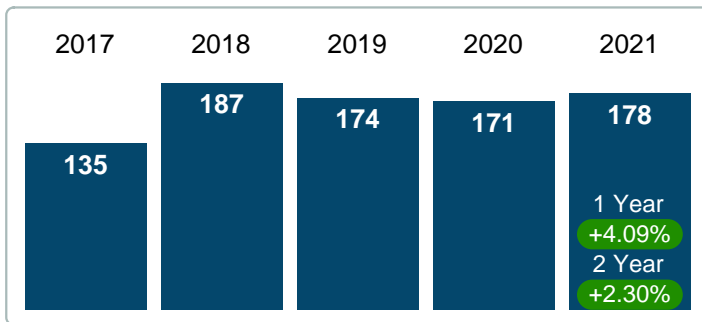
Area Delimited by County Of Rogers



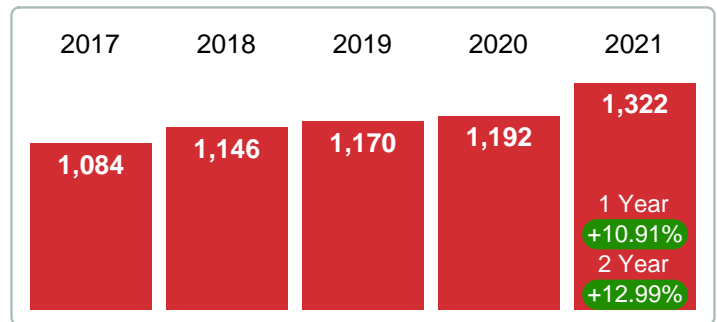
CLOSED LISTINGS

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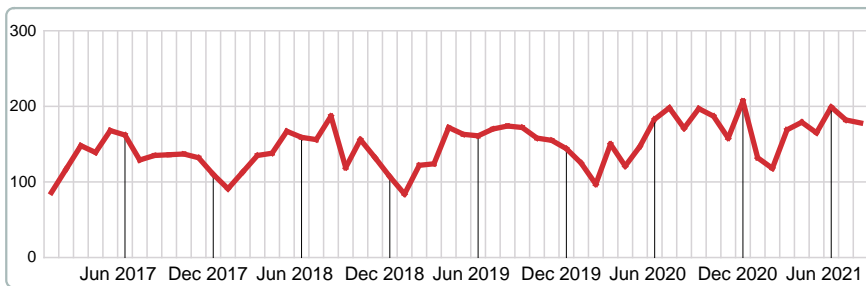
AUGUST



YEAR TO DATE (YTD)

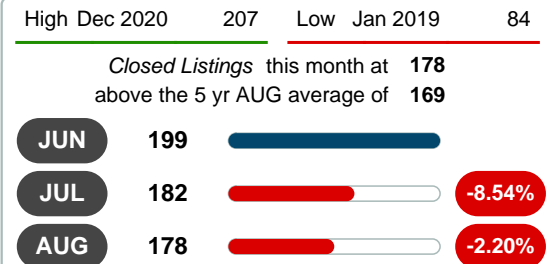


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 169



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	11	6.18%	36.0	5	3	3	0
\$25,001 - \$125,000	26	14.61%	45.5	20	6	0	0
\$125,001 - \$175,000	22	12.36%	3.0	1	20	1	0
\$175,001 - \$225,000	42	23.60%	3.5	2	29	11	0
\$225,001 - \$300,000	30	16.85%	6.0	0	21	9	0
\$300,001 - \$425,000	30	16.85%	11.5	1	11	14	4
\$425,001 and up	17	9.55%	19.0	3	1	9	4
Total Closed Units	178			32	91	47	8
Total Closed Volume	41,202,999	100%	7.0	3.85M	19.18M	14.21M	3.96M
Median Closed Price	\$210,250			\$69,250	\$198,000	\$300,000	\$464,853

August 2021



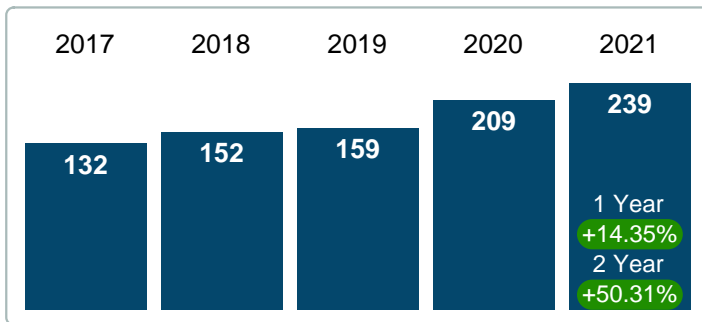
Area Delimited by County Of Rogers



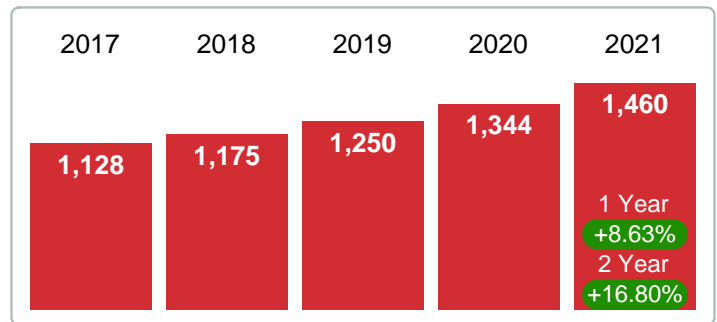
PENDING LISTINGS

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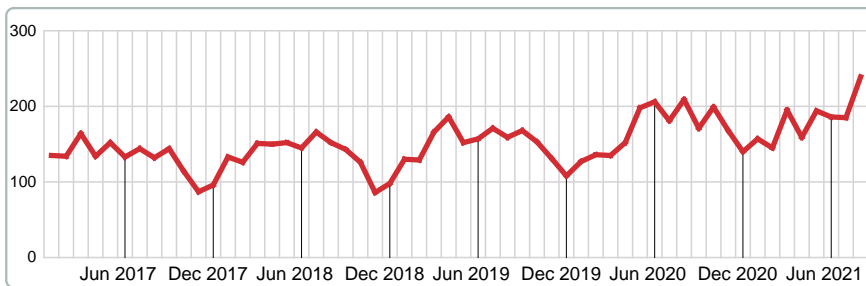
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 178

High Aug 2021 239 Low Nov 2018 86

Pending Listings this month at 239
above the 5 yr AUG average of 178



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	23	9.62%	27.0	16	7	0	0
\$100,001 - \$150,000	30	12.55%	7.0	7	20	3	0
\$150,001 - \$175,000	19	7.95%	6.0	1	17	1	0
\$175,001 - \$275,000	79	33.05%	12.0	5	53	19	2
\$275,001 - \$350,000	35	14.64%	6.0	1	20	13	1
\$350,001 - \$500,000	29	12.13%	11.0	2	11	13	3
\$500,001 and up	24	10.04%	22.0	1	2	15	6
Total Pending Units	239			33	130	64	12
Total Pending Volume	69,323,748	100%	11.0	5.81M	30.11M	26.63M	6.77M
Median Listing Price	\$235,000			\$105,000	\$207,250	\$342,590	\$467,450

August 2021



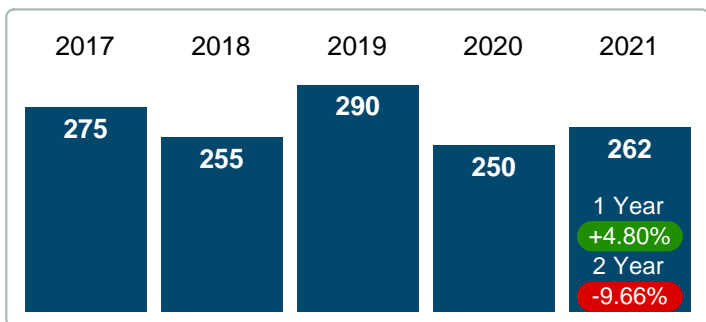
Area Delimited by County Of Rogers



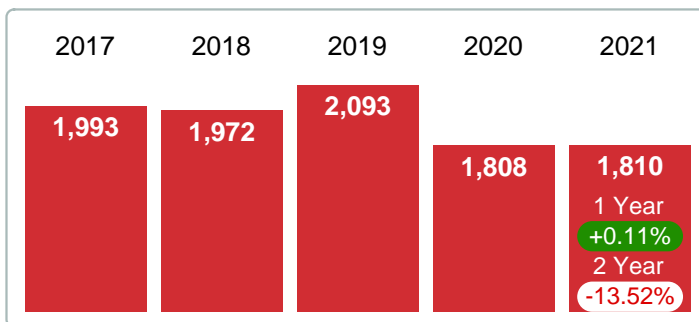
NEW LISTINGS

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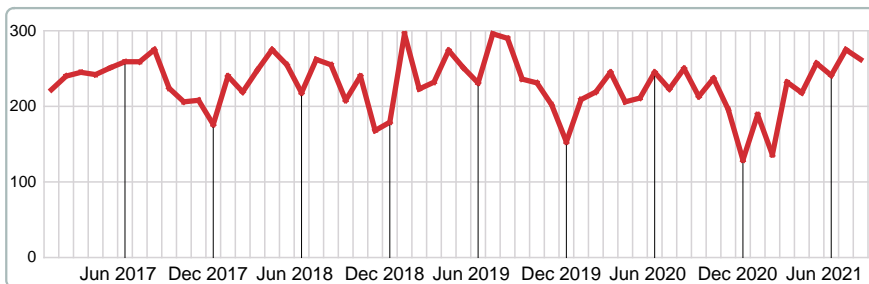
AUGUST



YEAR TO DATE (YTD)

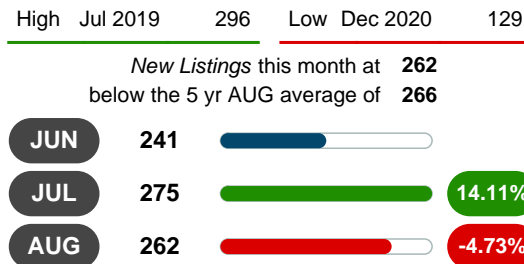


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 266



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	25	9.54%	14	9	1	1
\$100,001 - \$150,000	29	11.07%	13	13	3	0
\$150,001 - \$200,000	38	14.50%	5	29	4	0
\$200,001 - \$325,000	70	26.72%	8	38	22	2
\$325,001 - \$375,000	38	14.50%	6	19	13	0
\$375,001 - \$500,000	34	12.98%	1	9	19	5
\$500,001 and up	28	10.69%	6	1	12	9
Total New Listed Units	262		53	118	74	17
Total New Listed Volume	80,853,239	100%	13.27M	29.61M	26.16M	11.81M
Median New Listed Listing Price	\$268,045		\$149,900	\$219,950	\$349,752	\$520,000

August 2021



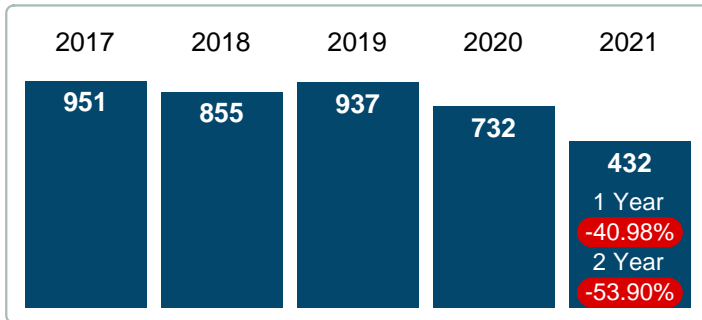
Area Delimited by County Of Rogers



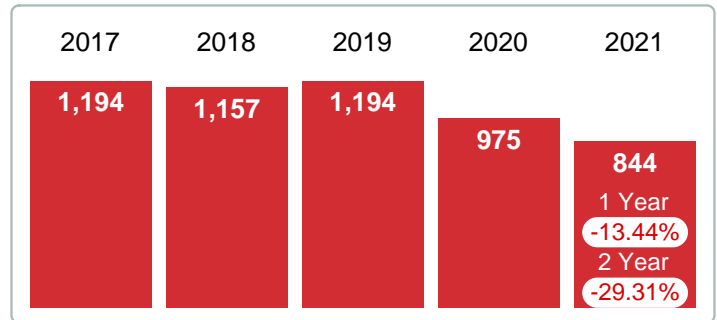
ACTIVE INVENTORY

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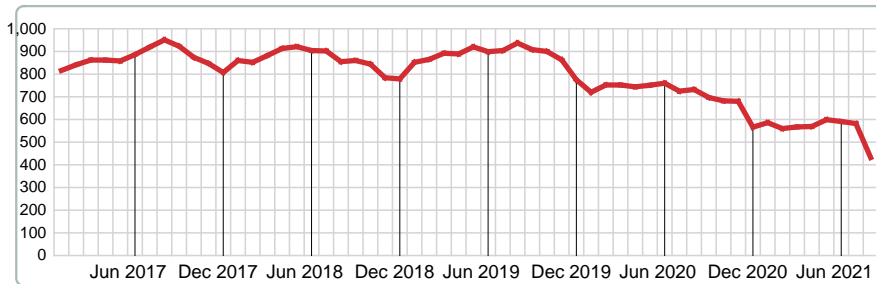
END OF AUGUST



ACTIVE DURING AUGUST

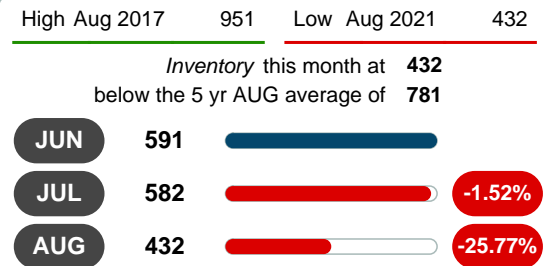


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 781



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	13	3.01%	87.0	10	2	1	0
\$25,001 - \$75,000	69	15.97%	120.0	68	0	0	1
\$75,001 - \$175,000	81	18.75%	47.0	49	25	7	0
\$175,001 - \$325,000	91	21.06%	31.0	38	34	19	0
\$325,001 - \$450,000	81	18.75%	27.0	19	24	35	3
\$450,001 - \$875,000	55	12.73%	60.0	19	5	22	9
\$875,001 and up	42	9.72%	85.5	19	6	9	8
Total Active Inventory by Units	432			222	96	93	21
Total Active Inventory by Volume	172,641,019	100%	50.0	74.51M	32.34M	46.97M	18.83M
Median Active Inventory Listing Price	\$262,250			\$136,000	\$266,250	\$412,900	\$700,000

August 2021



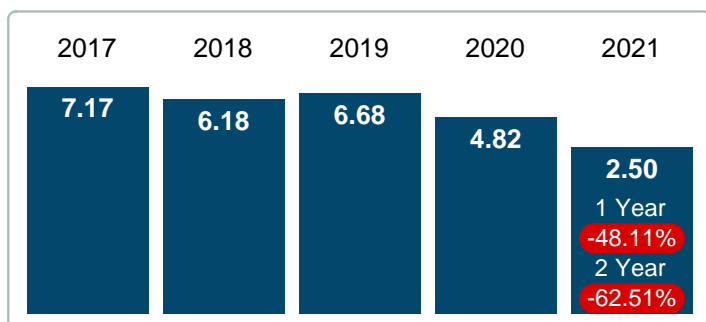
Area Delimited by County Of Rogers



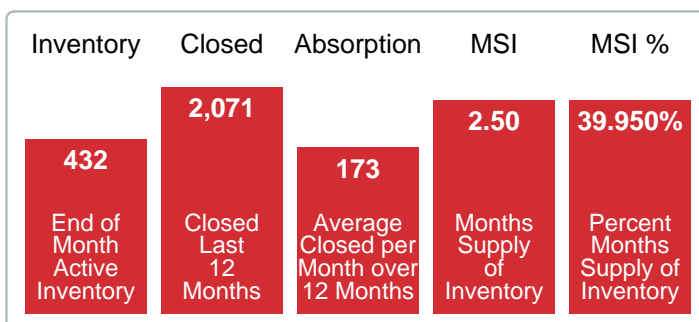
MONTHS SUPPLY of INVENTORY (MSI)

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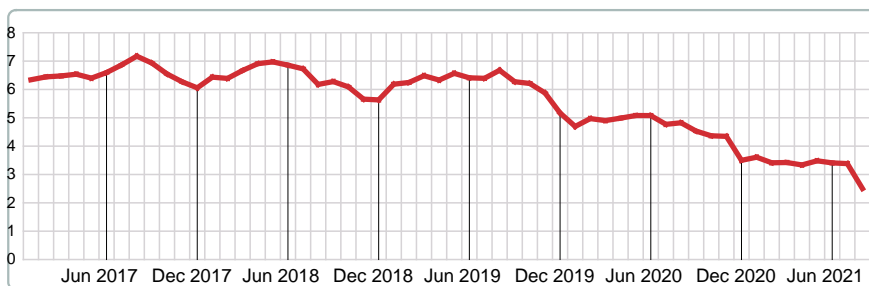
MSI FOR AUGUST



INDICATORS FOR AUGUST 2021

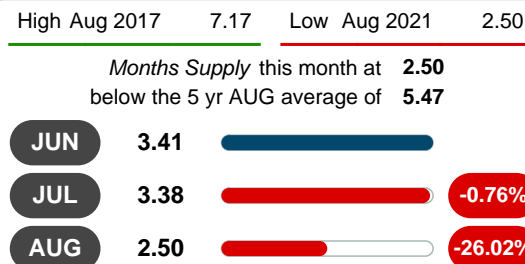


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 5.47



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	13	3.01%	1.63	2.93	0.65	0.71	0.00
\$25,001 - \$75,000	69	15.97%	4.34	5.16	0.00	0.00	6.00
\$75,001 - \$175,000	81	18.75%	2.03	5.30	0.94	1.87	0.00
\$175,001 - \$325,000	91	21.06%	1.26	8.77	0.80	0.79	0.00
\$325,001 - \$450,000	81	18.75%	3.60	20.73	4.43	2.58	1.16
\$450,001 - \$875,000	55	12.73%	4.52	28.50	3.53	3.18	2.84
\$875,001 and up	42	9.72%	25.20	57.00	72.00	21.60	9.60
Market Supply of Inventory (MSI)			2.50	6.92	1.18	1.84	2.40
Total Active Inventory by Units		100%	2.50	222	96	93	21

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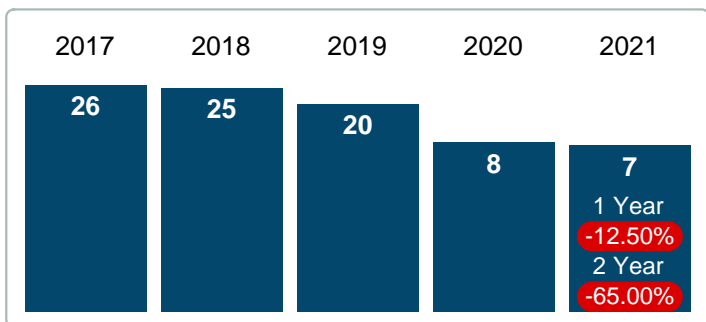
Area Delimited by County Of Rogers



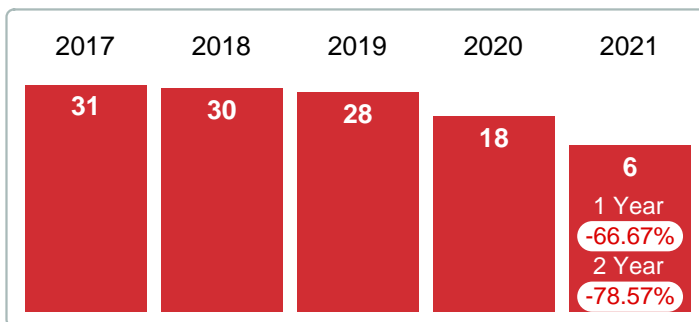
MEDIAN DAYS ON MARKET TO SALE

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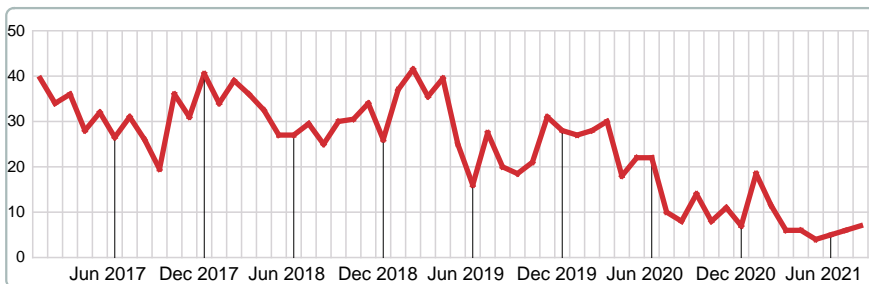
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

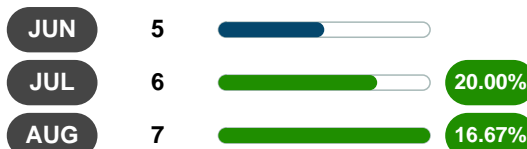


3 MONTHS

5 year AUG AVG = 17

High Feb 2019 42 Low May 2021 4

Median Days on Market to Sale this month at 7 below the 5 yr AUG average of 17



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
\$25,000 and less	6.18%	36	176	24	36	0
\$25,001 - \$125,000	14.61%	46	81	12	0	0
\$125,001 - \$175,000	12.36%	3	2	3	7	0
\$175,001 - \$225,000	23.60%	4	5	4	3	0
\$225,001 - \$300,000	16.85%	6	0	10	3	0
\$300,001 - \$425,000	16.85%	12	49	6	12	11
\$425,001 and up	9.55%	19	137	40	18	19
Median Closed DOM		7	70	5	7	16
Total Closed Units	100%	7.0	32	91	47	8
Total Closed Volume		41,202,999	3.85M	19.18M	14.21M	3.96M

August 2021



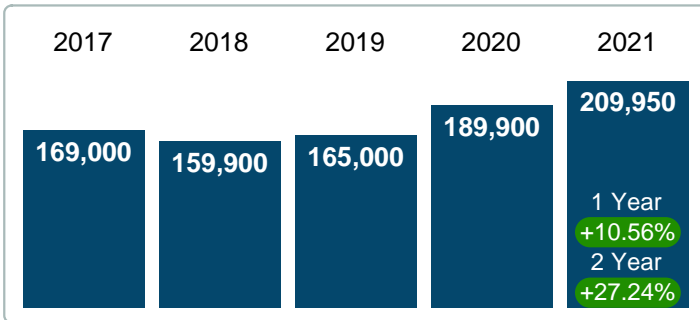
Area Delimited by County Of Rogers



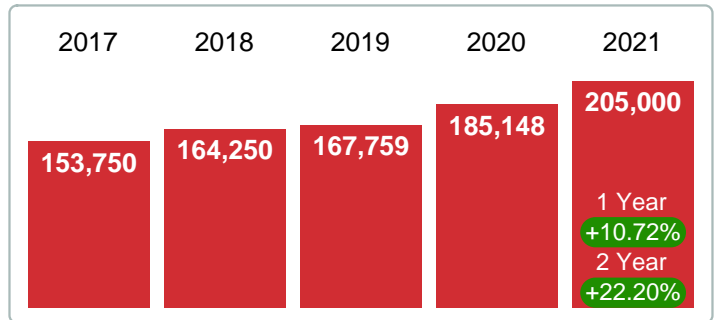
MEDIAN LIST PRICE AT CLOSING

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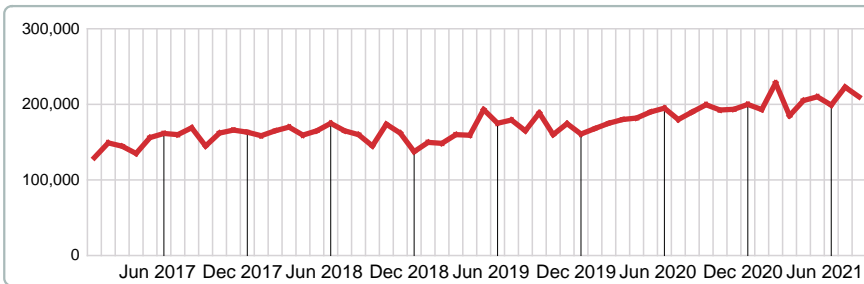
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

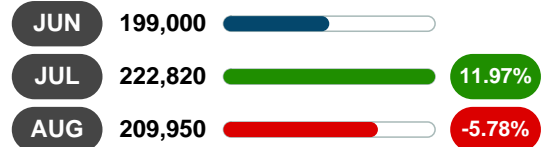


3 MONTHS

5 year AUG AVG = 178,750

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

Median List Price at Closing this month at **209,950**
above the 5 yr AUG average of **178,750**



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		
\$25,000 and less	10	5.62%	5,873	20,000	1,695	1,573	0	
\$25,001 - \$125,000	28	15.73%	78,500	65,000	114,900	29,900	0	
\$125,001 - \$175,000	21	11.80%	153,500	138,600	153,500	162,500	0	
\$175,001 - \$225,000	43	24.16%	195,000	194,950	192,700	215,000	0	
\$225,001 - \$300,000	31	17.42%	255,000	0	255,000	249,220	0	
\$300,001 - \$425,000	29	16.29%	350,000	350,000	333,790	363,750	397,450	
\$425,001 and up	16	8.99%	500,000	560,000	500,000	474,999	598,809	
Median List Price		209,950		69,750	194,999	289,900	448,775	
Total Closed Units		178	100%	209,950	32	91	47	8
Total Closed Volume		41,105,439			4.10M	18.96M	14.08M	3.96M

August 2021



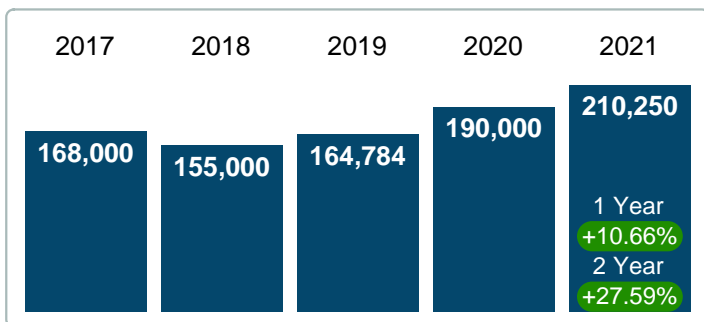
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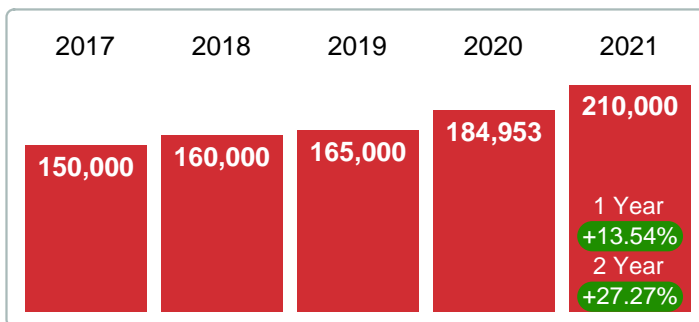
MEDIAN SOLD PRICE AT CLOSING

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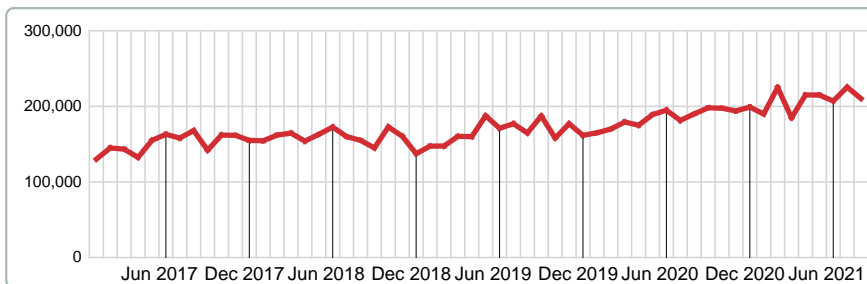
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 177,607

High Jul 2021 225,395 Low Jan 2017 130,125
 Median Sold Price at Closing this month at **210,250**
 above the 5 yr AUG average of **177,607**

JUN	207,000	
JUL	225,395	8.89%
AUG	210,250	-6.72%

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		
\$25,000 and less	11	6.18%	6,250	18,333	1,695	1,650	0	
\$25,001 - \$125,000	26	14.61%	71,750	64,000	103,250	0	0	
\$125,001 - \$175,000	22	12.36%	156,750	129,000	156,750	167,000	0	
\$175,001 - \$225,000	42	23.60%	197,000	192,500	195,000	213,500	0	
\$225,001 - \$300,000	30	16.85%	257,500	0	260,000	243,000	0	
\$300,001 - \$425,000	30	16.85%	343,790	322,000	342,580	330,000	402,500	
\$425,001 and up	17	9.55%	500,000	540,000	485,000	465,099	581,734	
Median Sold Price		210,250		69,250	198,000	300,000	464,853	
Total Closed Units		178	100%	210,250	32	91	47	8
Total Closed Volume		41,202,999		3.85M	19.18M	14.21M	3.96M	

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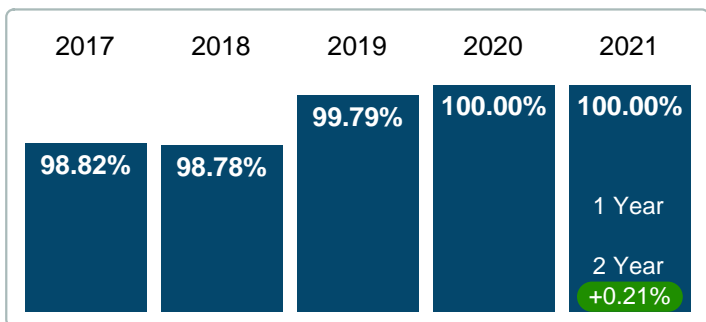
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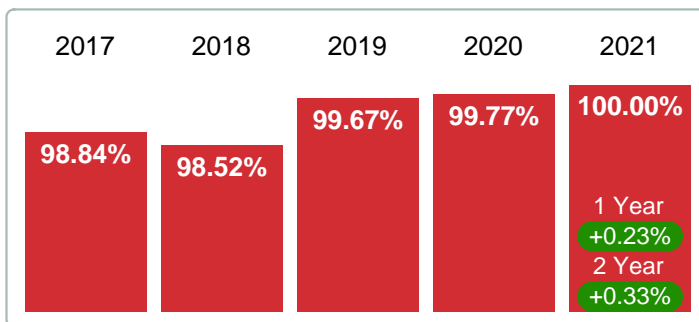
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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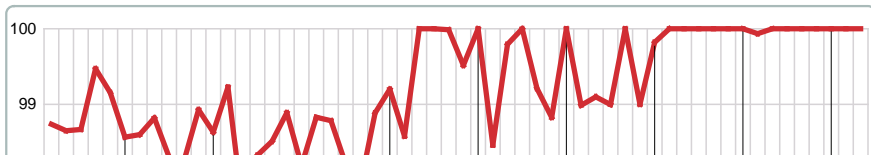
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 99.48%

High Aug 2021 100.00% Low Feb 2018 97.63%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr AUG average of **99.48%**

JUN 100.00%
JUL 100.00%
AUG 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
\$25,000 and less	11	6.18%	96.66%	91.67%	100.00%	96.66%	0.00%
\$25,001 - \$125,000	26	14.61%	95.12%	96.01%	93.10%	0.00%	0.00%
\$125,001 - \$175,000	22	12.36%	100.00%	93.07%	100.00%	102.77%	0.00%
\$175,001 - \$225,000	42	23.60%	100.00%	98.77%	100.06%	100.00%	0.00%
\$225,001 - \$300,000	30	16.85%	101.35%	0.00%	100.91%	102.61%	0.00%
\$300,001 - \$425,000	30	16.85%	100.00%	92.00%	100.00%	100.87%	99.42%
\$425,001 and up	17	9.55%	99.24%	90.14%	97.00%	100.00%	98.85%
Median Sold/List Ratio		100.00%		94.94%	100.00%	100.46%	99.15%
Total Closed Units		178	100%	32	91	47	8
Total Closed Volume		41,202,999		3.85M	19.18M	14.21M	3.96M

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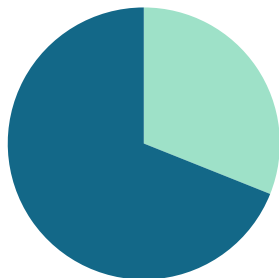
Area Delimited by County Of Rogers



MARKET SUMMARY

Report produced on Sep 13, 2021 for MLS Technology Inc.

INVENTORY

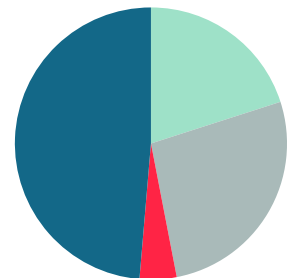


Inventory
 New Listings
262 = 31.04%
 Start Inventory
582
 Total Inventory Units
844
 Volume
\$286,483,012

Market Activity

Closed Sales
178 = 20.05%
 Pending Sales
239 = 26.91%
 Other Off Market
39 = 4.39%
 Active Inventory
432 = 48.65%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	171	178	4.09%	1,192	1,322	10.91%
Pending Sales	209	239	14.35%	1,344	1,460	8.63%
New Listings	250	262	4.80%	1,808	1,810	0.11%
Median List Price	189,900	209,950	10.56%	185,148	205,000	10.72%
Median Sale Price	190,000	210,250	10.66%	184,953	210,000	13.54%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	99.77%	100.00%	0.23%
Median Days on Market to Sale	8.00	7.00	-12.50%	18.00	6.00	-66.67%
Monthly Inventory	734	432	-41.14%	734	432	-41.14%
Months Supply of Inventory	4.84	2.50	-48.25%	4.84	2.50	-48.25%

Absorption: Last 12 months, an Average of **173** Sales/Month

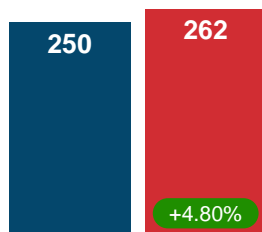
Inventory on August 31, 2021 = **432**

2020 **2021**

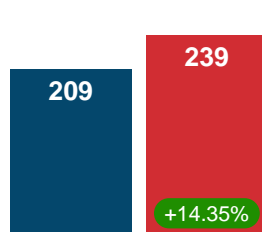
AUGUST MARKET

MEDIAN PRICES

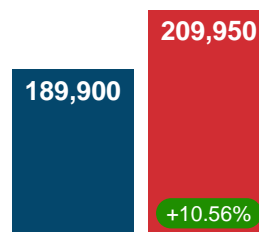
New Listings



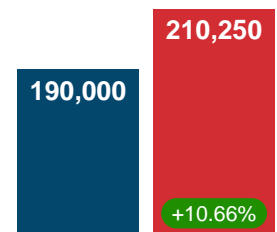
Pending Listings



List Price



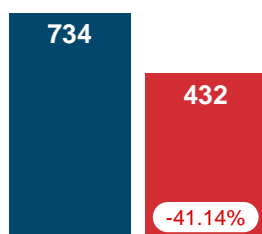
Sale Price



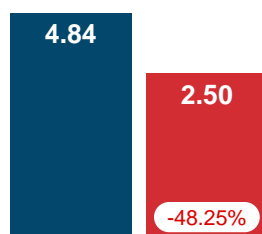
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

