

February 2021

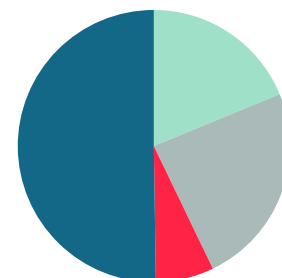
Area Delimited by County Of Rogers



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		+/-%
	2020	2021	
Closed Listings	97	117	20.62%
Pending Listings	133	150	12.78%
New Listings	217	136	-37.33%
Average List Price	211,904	253,418	19.59%
Average Sale Price	207,229	249,595	20.44%
Average Percent of Selling Price to List Price	97.93%	98.53%	0.62%
Average Days on Market to Sale	45.73	32.32	-29.32%
End of Month Inventory	757	313	-58.65%
Months Supply of Inventory	5.00	1.91	-61.79%



■ Closed (18.78%)
■ Pending (24.08%)
■ Other OffMarket (6.90%)
■ Active (50.24%)

Absorption: Last 12 months, an Average of **164** Sales/Month
Active Inventory as of February 28, 2021 = **313**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2021 decreased **58.65%** to 313 existing homes available for sale. Over the last 12 months this area has had an average of 164 closed sales per month. This represents an unsold inventory index of **1.91** 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 **20.44%** in February 2021 to \$249,595 versus the previous year at \$207,229.

Average Days on Market Shortens

The average number of **32.32** days that homes spent on the market before selling decreased by 13.41 days or **29.32%** in February 2021 compared to last year's same month at **45.73** DOM.

Sales Success for February 2021 is Positive

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

There were 136 New Listings in February 2021, down **37.33%** from last year at 217. Furthermore, there were 117 Closed Listings this month versus last year at 97, a **20.62%** increase.

Closed versus Listed trends yielded a **86.0%** ratio, up from previous year's, February 2020, at **44.7%**, a **92.46%** 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

February 2021

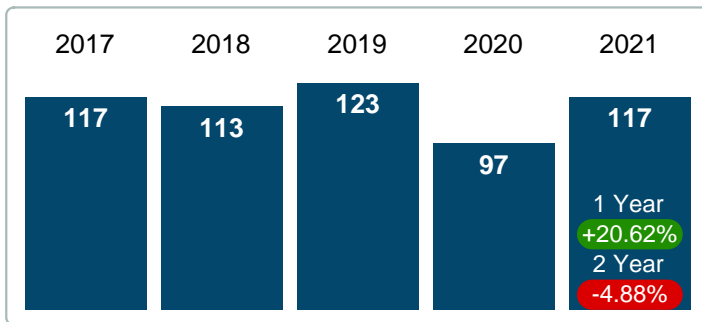
Area Delimited by County Of Rogers



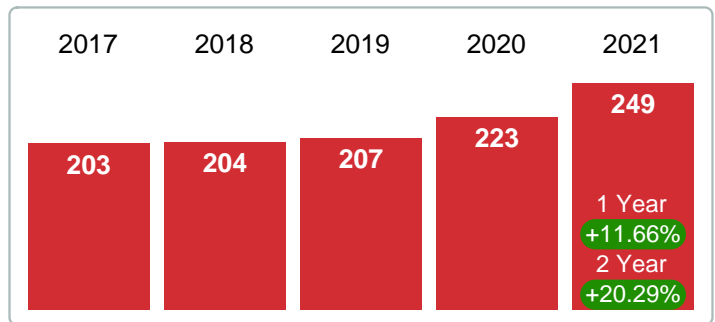
CLOSED LISTINGS

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

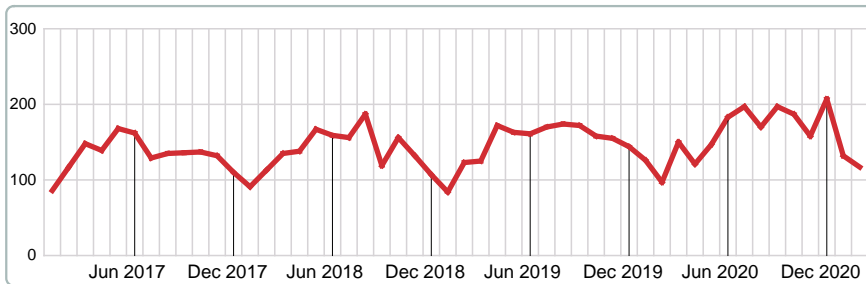
FEBRUARY



YEAR TO DATE (YTD)

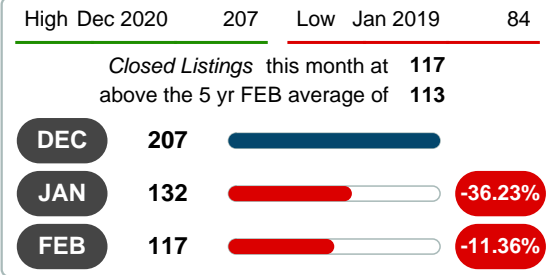


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 113



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	9	7.69%	31.7	7	2	0	0
\$75,001 - \$125,000	15	12.82%	44.9	3	11	1	0
\$125,001 - \$175,000	16	13.68%	28.2	0	15	1	0
\$175,001 - \$250,000	32	27.35%	36.0	2	20	10	0
\$250,001 - \$325,000	15	12.82%	28.4	2	6	7	0
\$325,001 - \$425,000	15	12.82%	27.8	1	5	8	1
\$425,001 and up	15	12.82%	25.1	0	3	8	4
Total Closed Units	117			15	62	35	5
Total Closed Volume	29,202,611	100%	32.3	2.02M	12.79M	12.03M	2.36M
Average Closed Price	\$249,595			\$134,980	\$206,319	\$343,680	\$471,470

February 2021

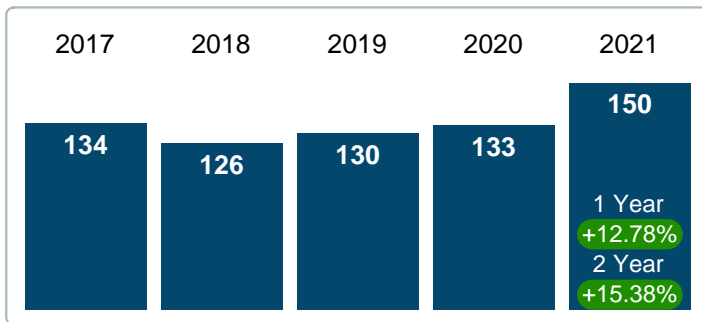
Area Delimited by County Of Rogers



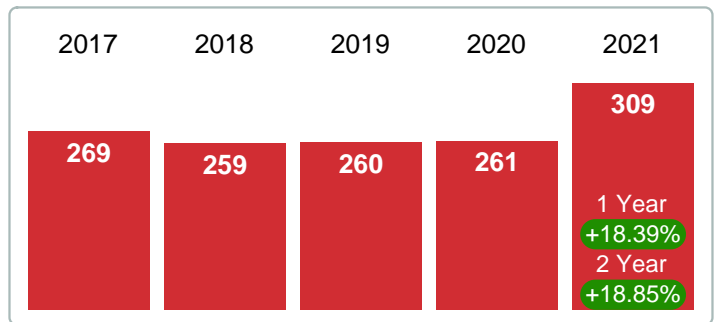
PENDING LISTINGS

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

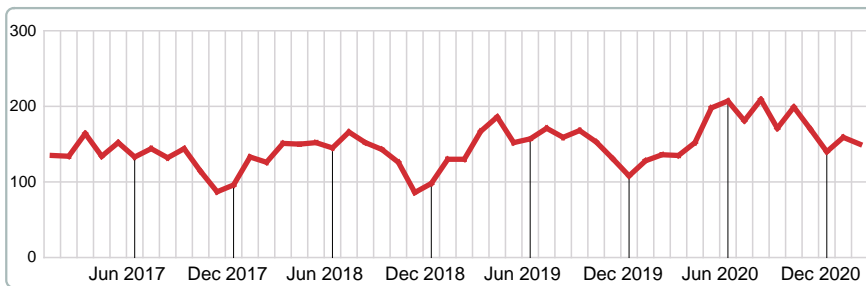
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 135

High Aug 2020 209 Low Nov 2018 86

Pending Listings this month at 150
above the 5 yr FEB average of 135



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	4	2.67%	7.0	2	0	2	0
\$25,001 - \$125,000	27	18.00%	73.3	21	5	0	1
\$125,001 - \$175,000	28	18.67%	24.1	6	16	6	0
\$175,001 - \$250,000	24	16.00%	32.3	1	17	4	2
\$250,001 - \$375,000	32	21.33%	36.4	4	17	10	1
\$375,001 - \$475,000	19	12.67%	36.3	0	5	12	2
\$475,001 and up	16	10.67%	73.3	0	2	6	8
Total Pending Units	150			34	62	40	14
Total Pending Volume	40,053,092	100%	55.1	3.56M	14.75M	14.04M	7.71M
Average Listing Price	\$281,778			\$104,601	\$237,932	\$350,982	\$550,400

February 2021



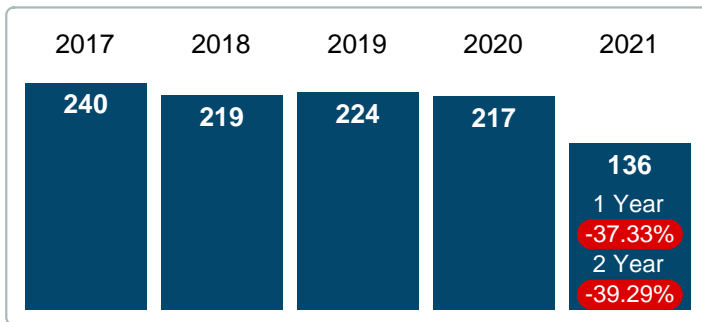
Area Delimited by County Of Rogers



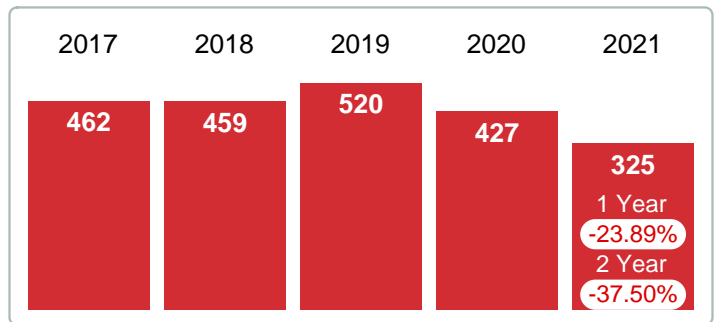
NEW LISTINGS

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

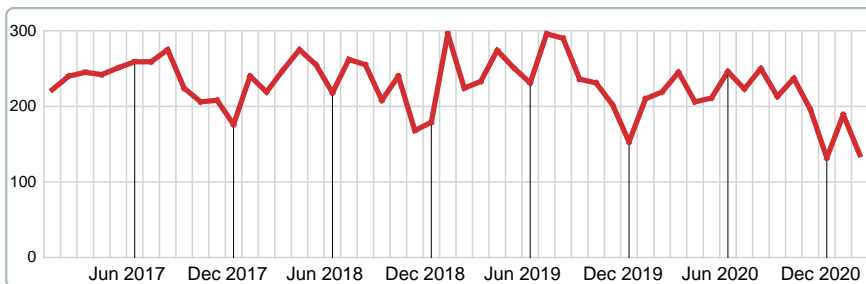
FEBRUARY



YEAR TO DATE (YTD)

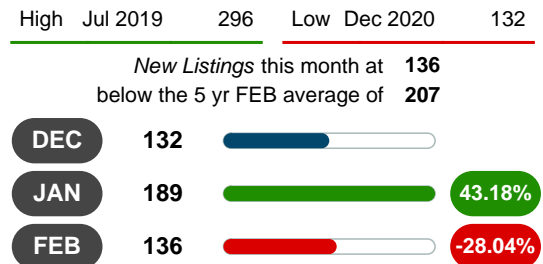


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 207



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	12	8.82%	8	2	2	0
\$50,001 - \$125,000	13	9.56%	9	4	0	0
\$125,001 - \$175,000	30	22.06%	8	16	6	0
\$175,001 - \$275,000	32	23.53%	2	20	9	1
\$275,001 - \$375,000	16	11.76%	4	6	6	0
\$375,001 - \$475,000	18	13.24%	0	2	13	3
\$475,001 and up	15	11.03%	3	0	7	5
Total New Listed Units	136		34	50	43	9
Total New Listed Volume	38,441,436	100%	6.51M	10.19M	16.10M	5.64M
Average New Listed Listing Price	\$280,250		\$191,528	\$203,717	\$374,442	\$626,956

February 2021

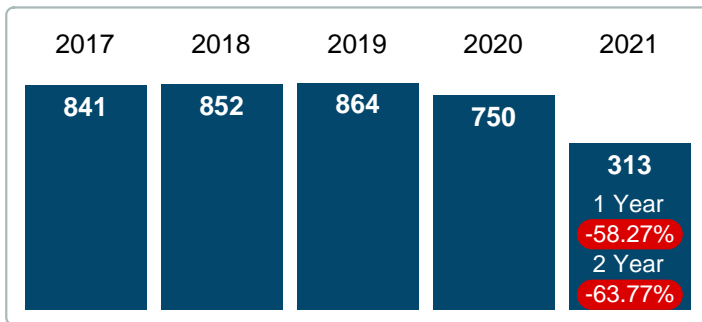
Area Delimited by County Of Rogers



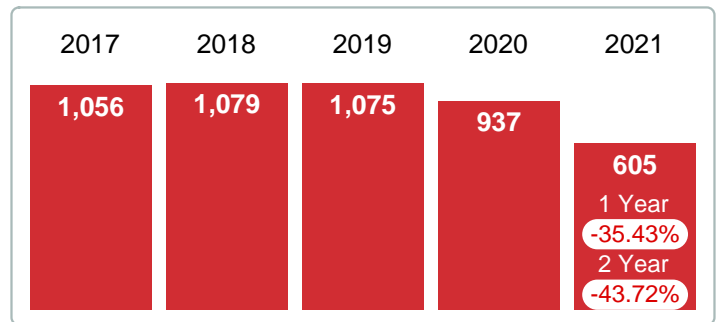
ACTIVE INVENTORY

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

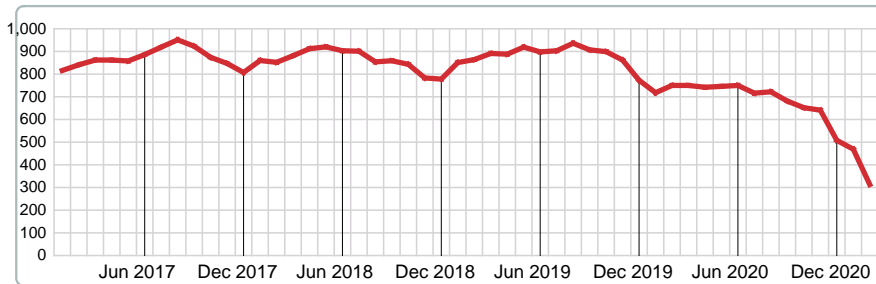
END OF FEBRUARY



ACTIVE DURING FEBRUARY

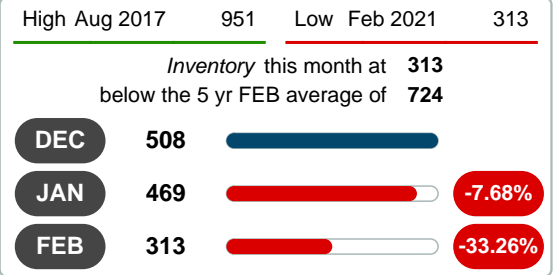


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 724



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	11	3.51%	68.8	8	2	1	0
\$25,001 - \$50,000	43	13.74%	105.7	41	1	1	0
\$50,001 - \$125,000	61	19.49%	90.6	50	11	0	0
\$125,001 - \$275,000	76	24.28%	69.1	29	28	19	0
\$275,001 - \$400,000	49	15.65%	92.2	13	14	20	2
\$400,001 - \$750,000	44	14.06%	95.4	12	4	21	7
\$750,001 and up	29	9.27%	172.9	14	2	4	9
Total Active Inventory by Units	313			167	62	66	18
Total Active Inventory by Volume	102,341,935	100%	95.2	39.88M	15.90M	27.80M	18.77M
Average Active Inventory Listing Price	\$326,971			\$238,779	\$256,394	\$421,217	\$1,042,722

February 2021

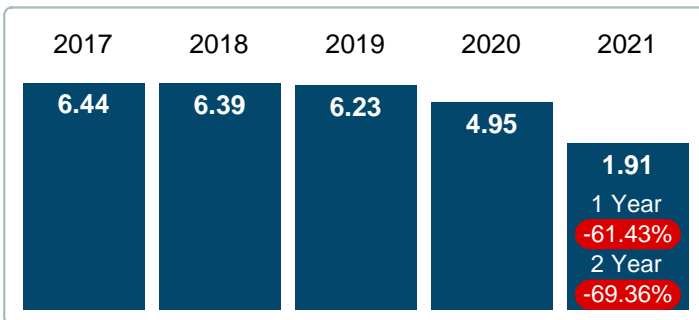
Area Delimited by County Of Rogers



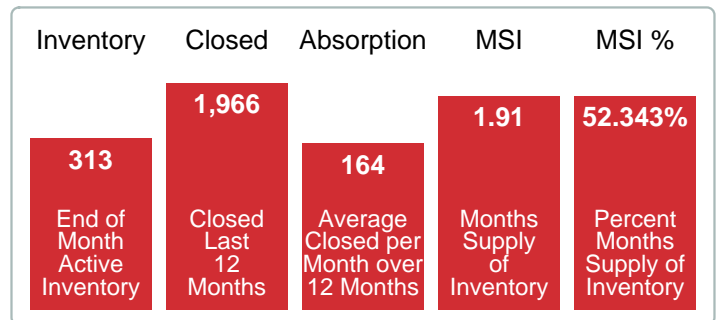
MONTHS SUPPLY of INVENTORY (MSI)

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

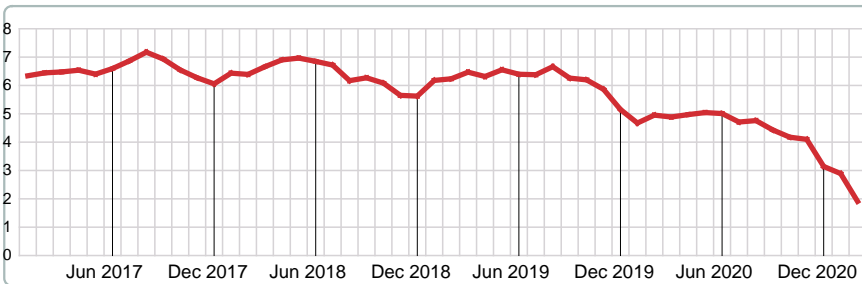
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2021

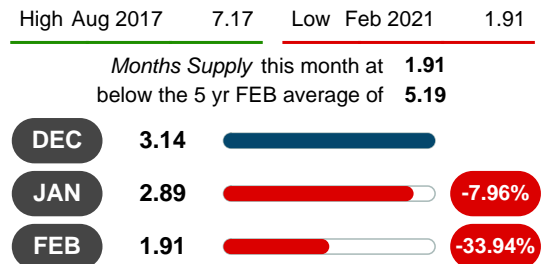


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 5.19



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	11	3.51%	1.57	2.67	0.67	1.00	0.00
\$25,001 - \$50,000	43	13.74%	4.26	4.82	0.86	3.00	0.00
\$50,001 - \$125,000	61	19.49%	2.60	4.96	0.96	0.00	0.00
\$125,001 - \$275,000	76	24.28%	0.96	4.64	0.54	0.91	0.00
\$275,001 - \$400,000	49	15.65%	1.73	15.60	1.54	1.26	0.80
\$400,001 - \$750,000	44	14.06%	3.14	16.00	2.00	2.65	2.10
\$750,001 and up	29	9.27%	16.57	56.00	12.00	5.33	15.43
Market Supply of Inventory (MSI)			1.91	5.63	0.79	1.36	2.48
Total Active Inventory by Units		100%	1.91	167	62	66	18

February 2021

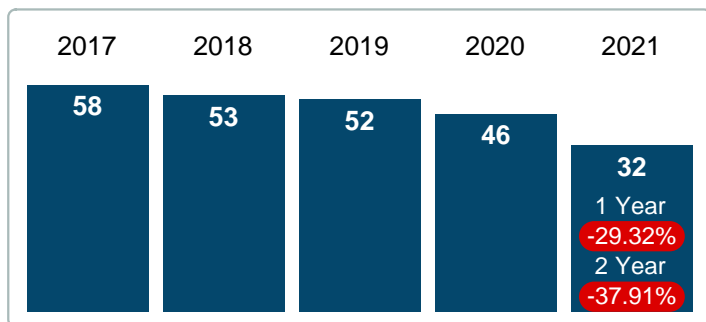
Area Delimited by County Of Rogers



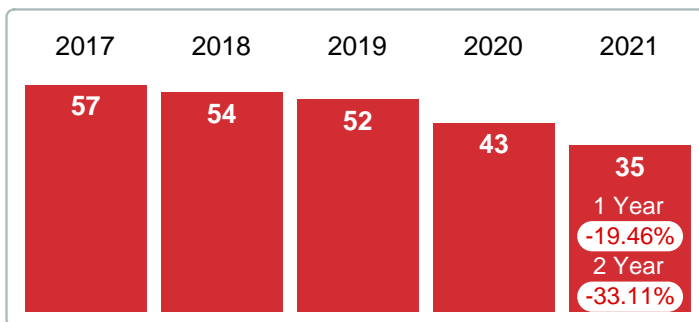
AVERAGE DAYS ON MARKET TO SALE

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

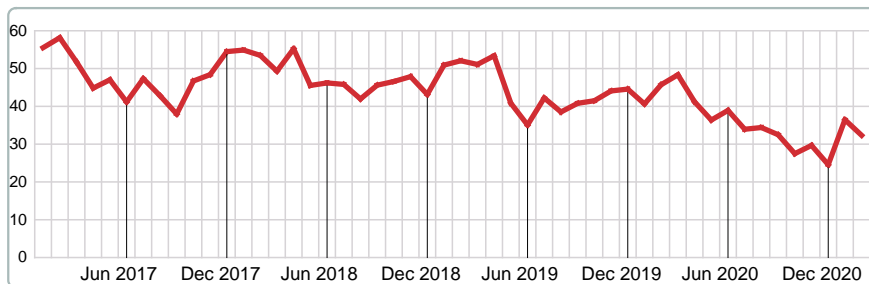
FEBRUARY



YEAR TO DATE (YTD)

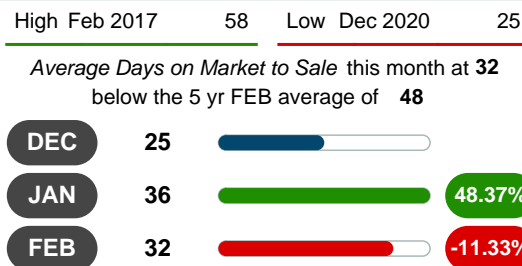


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 48



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
\$75,000 and less	7.69%	32	25	55	0	0
\$75,001 - \$125,000	12.82%	45	61	40	46	0
\$125,001 - \$175,000	13.68%	28	0	27	42	0
\$175,001 - \$250,000	27.35%	36	109	28	38	0
\$250,001 - \$325,000	12.82%	28	11	33	30	0
\$325,001 - \$425,000	12.82%	28	1	41	25	11
\$425,001 and up	12.82%	25	0	60	9	31
Average Closed DOM		32	40	34	27	27
Total Closed Units	100%	32	15	62	35	5
Total Closed Volume		29,202,611	2.02M	12.79M	12.03M	2.36M

February 2021

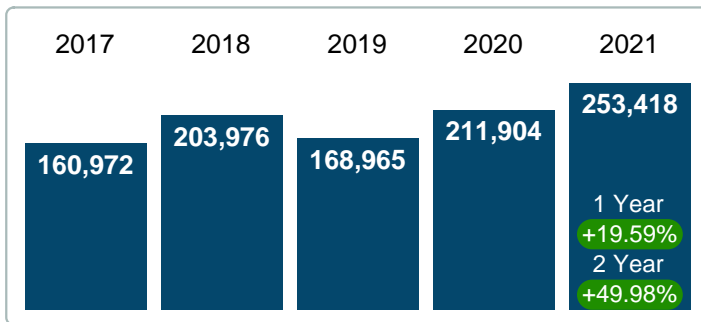
Area Delimited by County Of Rogers



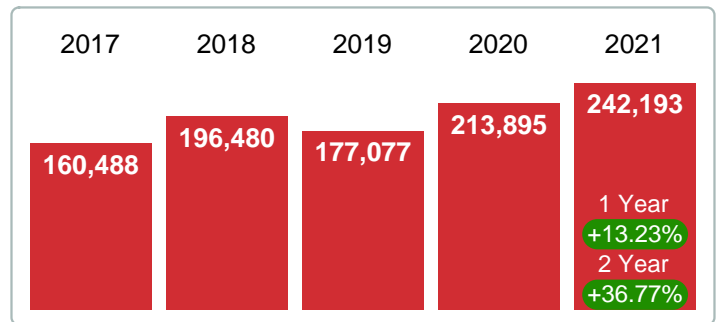
AVERAGE LIST PRICE AT CLOSING

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

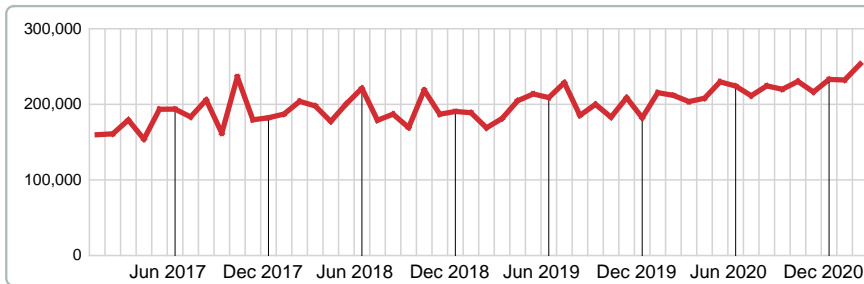
FEBRUARY



YEAR TO DATE (YTD)

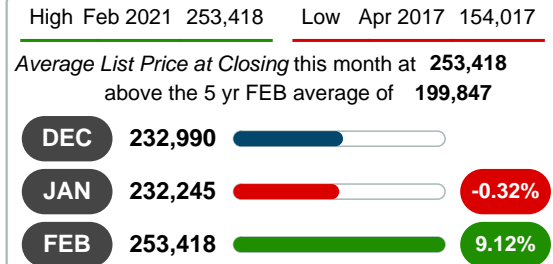


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 199,847



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
\$75,000 and less	7.69%	56,156	52,629	68,500	0	0
\$75,001 - \$125,000	12.82%	108,547	108,300	108,482	110,000	0
\$125,001 - \$175,000	13.68%	156,148	0	155,558	165,000	0
\$175,001 - \$250,000	24.79%	219,173	251,400	215,930	230,742	0
\$250,001 - \$325,000	15.38%	285,925	280,000	283,283	302,021	0
\$325,001 - \$425,000	12.82%	379,552	359,000	407,594	401,121	345,000
\$425,001 and up	12.82%	521,463	0	462,657	519,466	505,148
Average List Price		253,418	141,007	211,418	344,607	473,118
Total Closed Units	100%	253,418	15	62	35	5
Total Closed Volume		29,649,852	2.12M	13.11M	12.06M	2.37M

February 2021

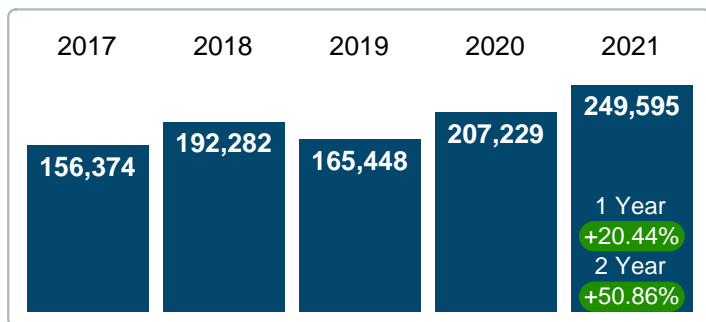
Area Delimited by County Of Rogers



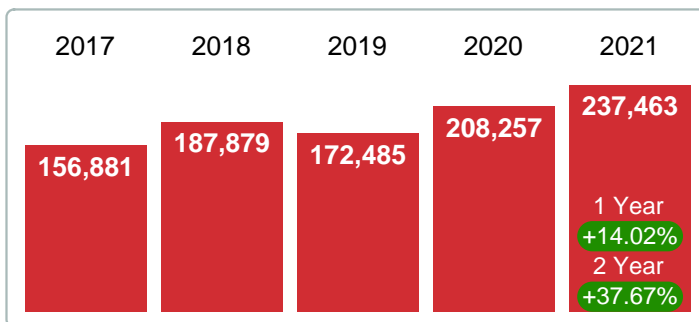
AVERAGE SOLD PRICE AT CLOSING

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

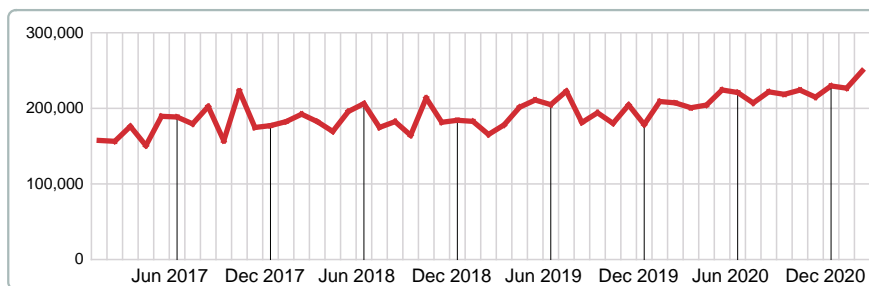
FEBRUARY



YEAR TO DATE (YTD)

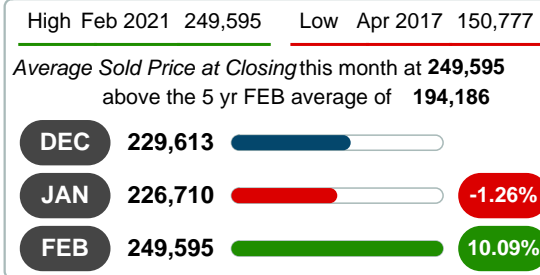


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 194,186



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
\$75,000 and less	7.69%	54,633	52,100	63,500	0	0
\$75,001 - \$125,000	12.82%	106,060	106,667	105,536	110,000	0
\$125,001 - \$175,000	13.68%	155,581	0	155,008	164,168	0
\$175,001 - \$250,000	27.35%	217,927	226,000	212,473	227,222	0
\$250,001 - \$325,000	12.82%	287,210	280,000	280,167	295,307	0
\$325,001 - \$425,000	12.82%	375,500	328,000	370,994	389,317	335,000
\$425,001 and up	12.82%	514,427	0	464,444	537,590	505,587
Average Sold Price		249,595	134,980	206,319	343,680	471,470
Total Closed Units	100%	249,595	15	62	35	5
Total Closed Volume		29,202,611	2.02M	12.79M	12.03M	2.36M

February 2021

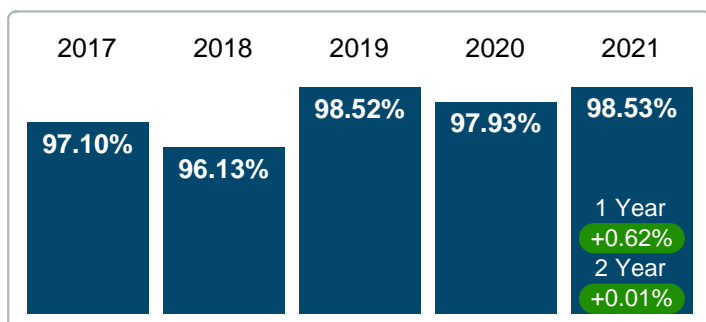
Area Delimited by County Of Rogers



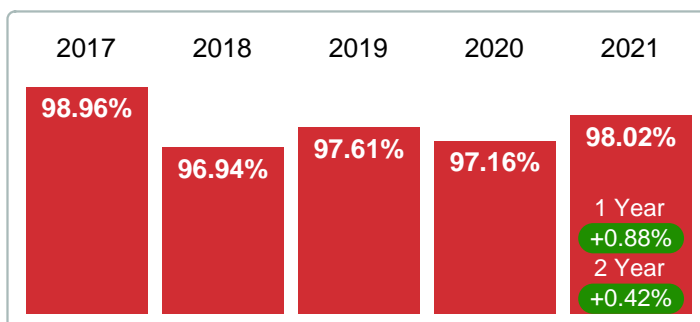
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

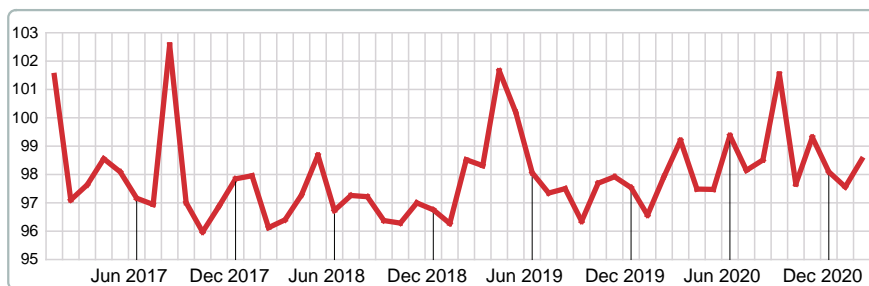
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

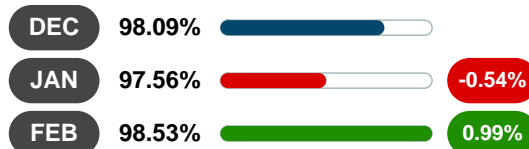


3 MONTHS

5 year FEB AVG = 97.64%

High Aug 2017 102.57% Low Oct 2017 95.97%

Average Sold/List Ratio this month at **98.53%**
above the 5 yr FEB average of **97.64%**



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
\$75,000 and less	9	7.69%	97.65%	99.13%	92.47%	0.00%	0.00%
\$75,001 - \$125,000	15	12.82%	97.73%	98.18%	97.40%	100.00%	0.00%
\$125,001 - \$175,000	16	13.68%	99.64%	0.00%	99.65%	99.50%	0.00%
\$175,001 - \$250,000	32	27.35%	97.99%	89.93%	98.51%	98.56%	0.00%
\$250,001 - \$325,000	15	12.82%	98.48%	100.00%	98.90%	97.69%	0.00%
\$325,001 - \$425,000	15	12.82%	95.78%	91.36%	93.47%	97.60%	97.10%
\$425,001 and up	15	12.82%	102.64%	0.00%	100.69%	104.62%	100.13%
Average Sold/List Ratio		98.50%		97.31%	98.13%	99.62%	99.52%
Total Closed Units		117	100%	15	62	35	5
Total Closed Volume		29,202,611		2.02M	12.79M	12.03M	2.36M

February 2021

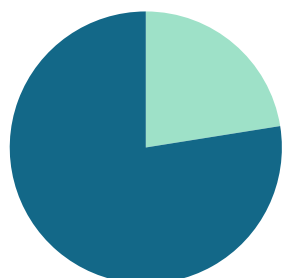
Area Delimited by County Of Rogers



MARKET SUMMARY

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

INVENTORY

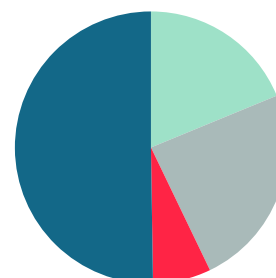


Inventory
 New Listings
136 = 22.48%
 Start Inventory
469
 Total Inventory Units
605
 Volume
\$184,040,579

Market Activity

Closed Sales
117 = 18.78%
 Pending Sales
150 = 24.08%
 Other Off Market
43 = 6.90%
 Active Inventory
313 = 50.24%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	97	117	20.62%	223	249	11.66%
Pending Sales	133	150	12.78%	261	309	18.39%
New Listings	217	136	-37.33%	427	325	-23.89%
Average List Price	211,904	253,418	19.59%	213,895	242,193	13.23%
Average Sale Price	207,229	249,595	20.44%	208,257	237,463	14.02%
Average Percent of Selling Price to List Price	97.93%	98.53%	0.62%	97.16%	98.02%	0.88%
Average Days on Market to Sale	45.73	32.32	-29.32%	42.85	34.51	-19.46%
Monthly Inventory	757	313	-58.65%	757	313	-58.65%
Months Supply of Inventory	5.00	1.91	-61.79%	5.00	1.91	-61.79%

Absorption: Last 12 months, an Average of **164** Sales/Month

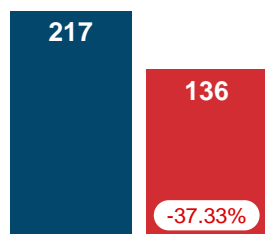
Inventory on February 28, 2021 = **313**

2020 **2021**

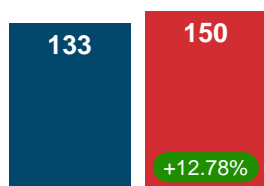
FEBRUARY MARKET

AVERAGE PRICES

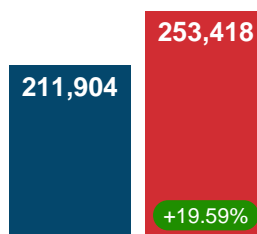
New Listings



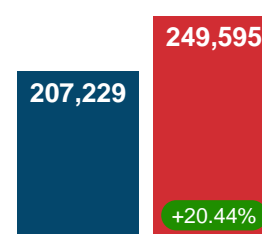
Pending Listings



List Price



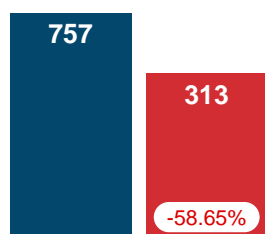
Sale Price



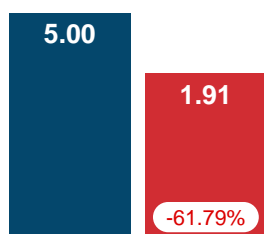
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

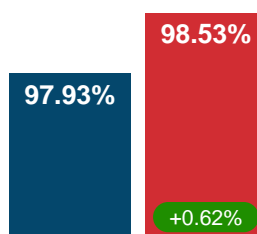
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

