

July 2021

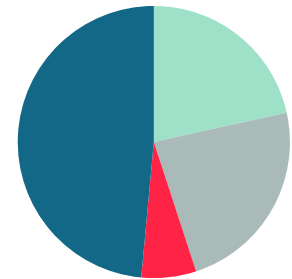
Area Delimited by County Of Rogers



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2021 for MLS Technology Inc.

Compared Metrics	2020	July 2021	+/-%
Closed Listings	198	182	-8.08%
Pending Listings	181	198	9.39%
New Listings	223	275	23.32%
Average List Price	211,881	339,002	60.00%
Average Sale Price	207,677	331,836	59.78%
Average Percent of Selling Price to List Price	98.16%	103.47%	5.42%
Average Days on Market to Sale	33.79	23.13	-31.54%
End of Month Inventory	725	410	-43.45%
Months Supply of Inventory	4.77	2.38	-50.02%



■ Closed (21.54%)
■ Pending (23.43%)
■ Other OffMarket (6.51%)
■ Active (48.52%)

Absorption: Last 12 months, an Average of **172** Sales/Month
Active Inventory as of July 31, 2021 = **410**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2021 decreased **43.45%** to 410 existing homes available for sale. Over the last 12 months this area has had an average of 172 closed sales per month. This represents an unsold inventory index of **2.38** 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 **59.78%** in July 2021 to \$331,836 versus the previous year at \$207,677.

Average Days on Market Shortens

The average number of **23.13** days that homes spent on the market before selling decreased by 10.66 days or **31.54%** in July 2021 compared to last year's same month at **33.79** DOM.

Sales Success for July 2021 is Positive

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

There were 275 New Listings in July 2021, up **23.32%** from last year at 223. Furthermore, there were 182 Closed Listings this month versus last year at 198, a **-8.08%** decrease.

Closed versus Listed trends yielded a **66.2%** ratio, down from previous year's, July 2020, at **88.8%**, a **25.46%** 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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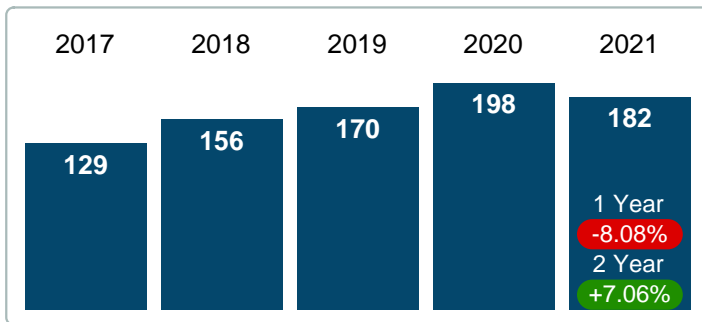
Area Delimited by County Of Rogers



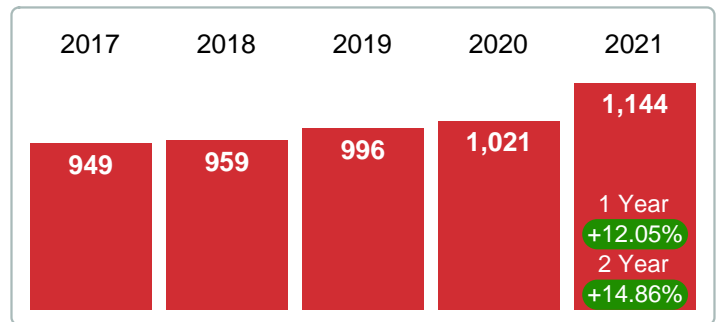
CLOSED LISTINGS

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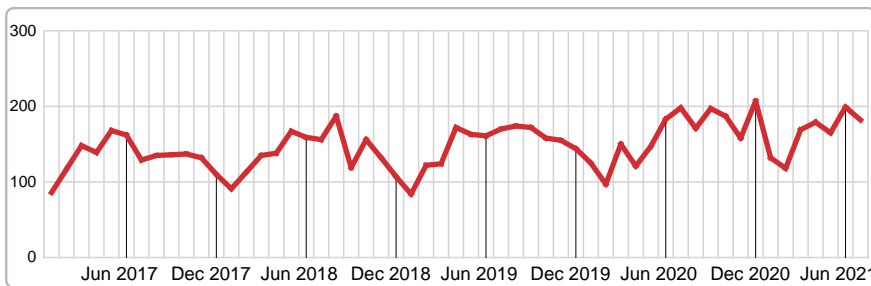
JULY



YEAR TO DATE (YTD)

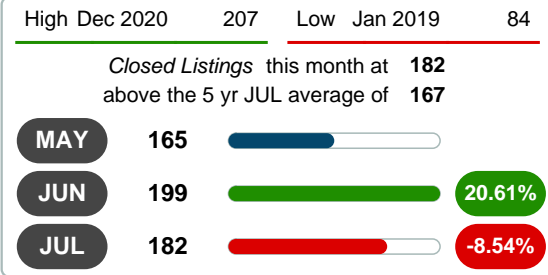


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 167



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	16	8.79%	52.9	9	5	2	0
\$75,001 - \$150,000	22	12.09%	12.3	6	14	2	0
\$150,001 - \$200,000	33	18.13%	7.5	1	24	7	1
\$200,001 - \$250,000	38	20.88%	10.8	2	27	8	1
\$250,001 - \$350,000	33	18.13%	28.5	5	13	11	4
\$350,001 - \$475,000	21	11.54%	42.2	1	3	17	0
\$475,001 and up	19	10.44%	31.9	1	1	12	5
Total Closed Units	182			25	87	59	11
Total Closed Volume	60,394,122	100%	23.1	15.51M	17.83M	21.62M	5.44M
Average Closed Price	\$331,836			\$620,509	\$204,898	\$366,442	\$494,111

July 2021



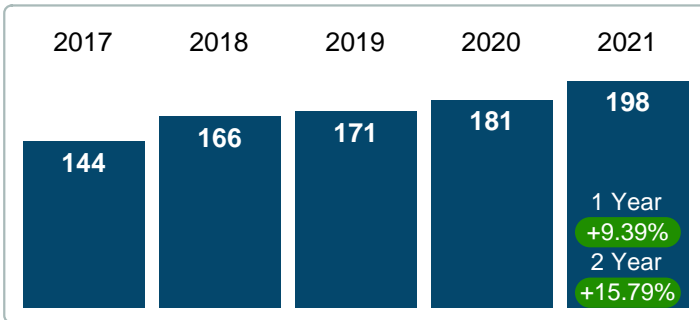
Area Delimited by County Of Rogers



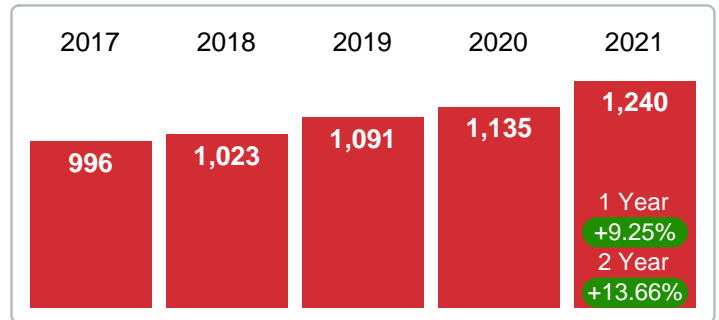
PENDING LISTINGS

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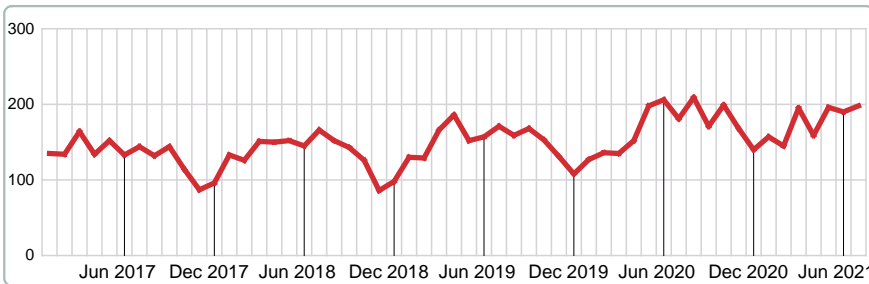
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 172

High Aug 2020 209 Low Nov 2018 86

Pending Listings this month at **198**
above the 5 yr JUL average of **172**



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	21	10.61%	69.9	15	2	4	0
\$50,001 - \$100,000	16	8.08%	61.6	15	1	0	0
\$100,001 - \$175,000	31	15.66%	30.2	6	21	4	0
\$175,001 - \$225,000	48	24.24%	10.5	1	32	15	0
\$225,001 - \$325,000	36	18.18%	19.2	3	20	13	0
\$325,001 - \$425,000	25	12.63%	6.8	2	9	14	0
\$425,001 and up	21	10.61%	32.7	1	3	11	6
Total Pending Units	198			43	88	61	6
Total Pending Volume	45,900,301	100%	16.4	4.72M	19.27M	17.95M	3.96M
Average Listing Price	\$193,650			\$109,871	\$218,933	\$294,242	\$660,160

July 2021



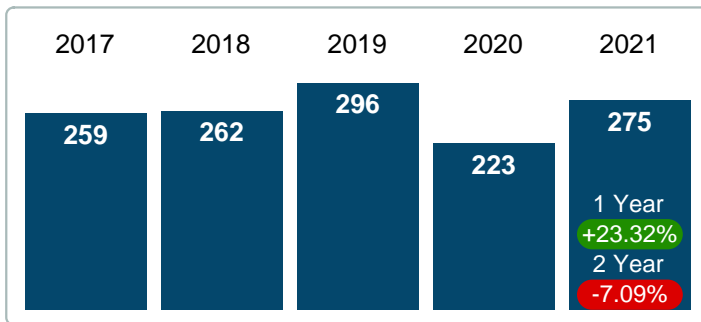
Area Delimited by County Of Rogers



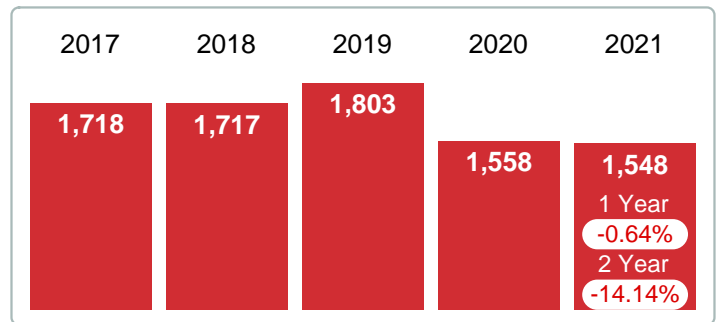
NEW LISTINGS

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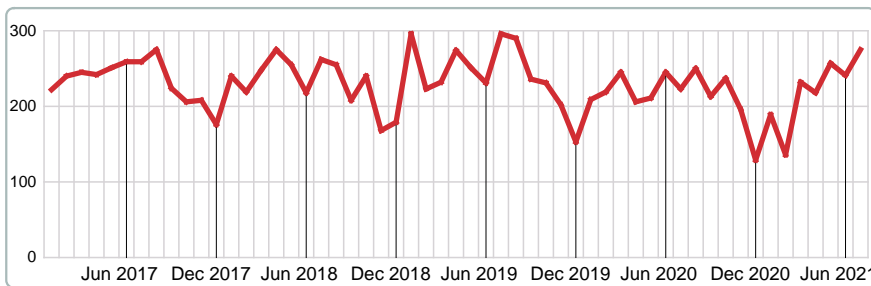
JULY



YEAR TO DATE (YTD)

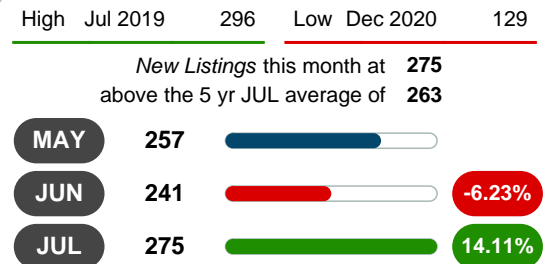


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 263



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	25	9.09%	17	5	3	0
\$50,001 - \$150,000	42	15.27%	18	20	4	0
\$150,001 - \$175,000	16	5.82%	3	10	3	0
\$175,001 - \$275,000	86	31.27%	9	49	27	1
\$275,001 - \$375,000	42	15.27%	6	21	14	1
\$375,001 - \$550,000	36	13.09%	2	9	23	2
\$550,001 and up	28	10.18%	7	3	13	5
Total New Listed Units	275		62	117	87	9
Total New Listed Volume	90,604,387	100%	21.48M	28.06M	34.66M	6.41M
Average New Listed Listing Price	\$161,614		\$346,394	\$239,789	\$398,408	\$712,356

July 2021



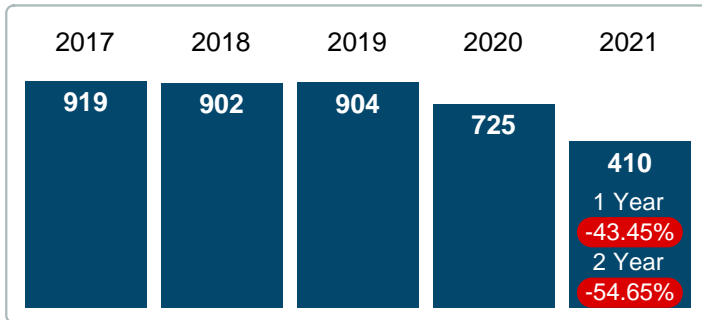
Area Delimited by County Of Rogers



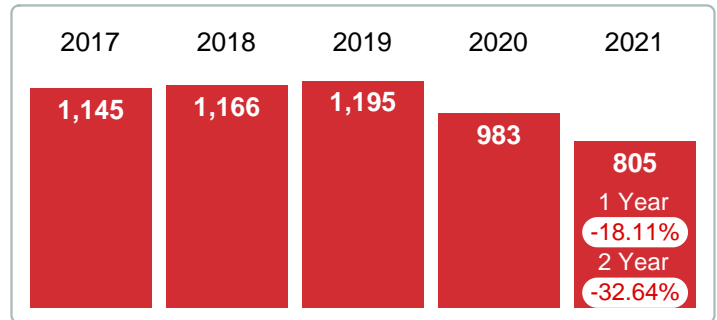
ACTIVE INVENTORY

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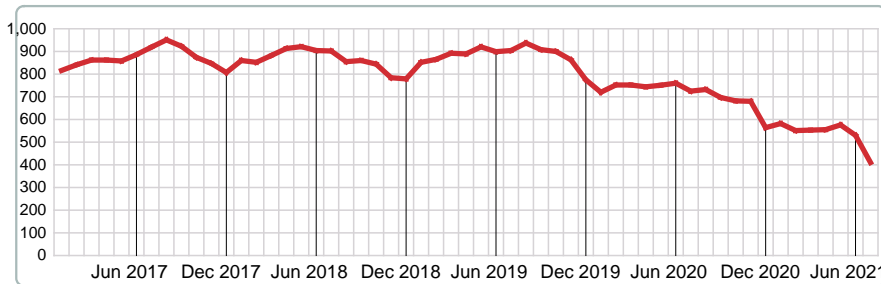
END OF JULY



ACTIVE DURING JULY

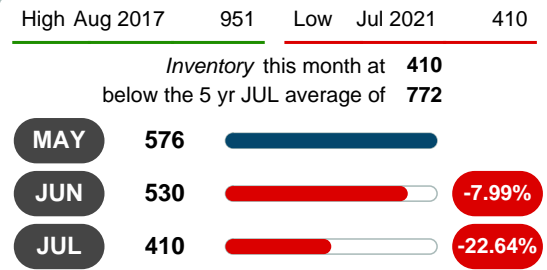


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 772



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	16	3.90%	98.8	12	2	1	1
\$25,001 - \$75,000	70	17.07%	120.6	69	0	1	0
\$75,001 - \$150,000	57	13.90%	70.6	35	18	4	0
\$150,001 - \$300,000	105	25.61%	50.0	41	46	18	0
\$300,001 - \$475,000	67	16.34%	76.1	15	20	27	5
\$475,001 - \$925,000	55	13.41%	74.5	17	6	23	9
\$925,001 and up	40	9.76%	84.1	18	5	12	5
Total Active Inventory by Units			410	207	97	86	20
Total Active Inventory by Volume			166,069,473	69.71M	30.19M	50.57M	15.60M
Average Active Inventory Listing Price			\$405,047	\$336,771	\$311,223	\$588,055	\$779,831

July 2021



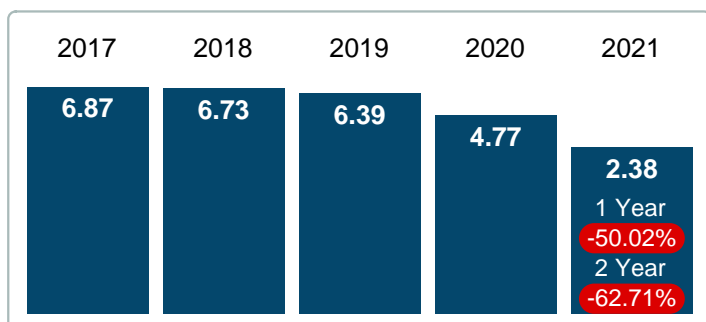
Area Delimited by County Of Rogers



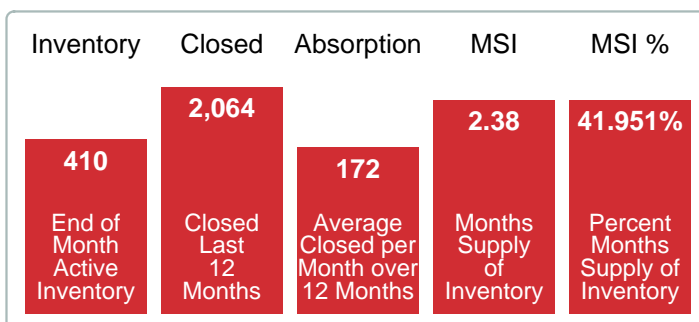
MONTHS SUPPLY of INVENTORY (MSI)

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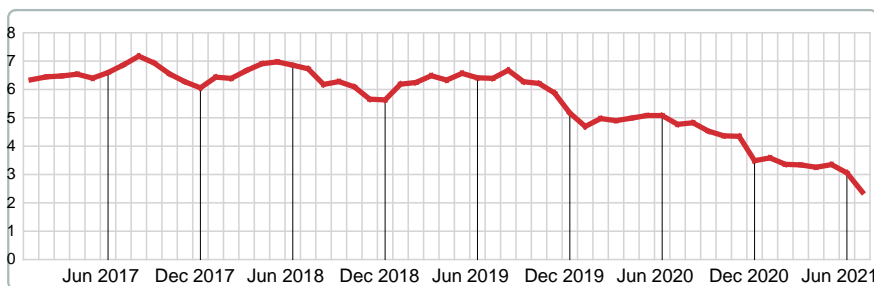
MSI FOR JULY



INDICATORS FOR JULY 2021

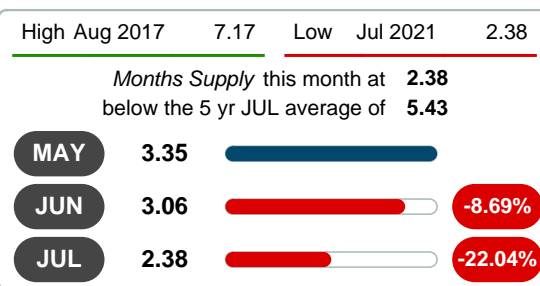


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 5.43



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	16	3.90%	2.11	3.51	0.69	0.86	12.00
\$25,001 - \$75,000	70	17.07%	4.38	5.21	0.00	3.00	0.00
\$75,001 - \$150,000	57	13.90%	2.22	4.29	1.16	2.18	0.00
\$150,001 - \$300,000	105	25.61%	1.29	7.81	0.92	0.74	0.00
\$300,001 - \$475,000	67	16.34%	2.18	11.25	2.40	1.51	1.58
\$475,001 - \$925,000	55	13.41%	5.95	29.14	7.20	4.45	3.38
\$925,001 and up	40	9.76%	28.24	72.00	60.00	36.00	6.67
Market Supply of Inventory (MSI)			2.38	6.42	1.21	1.69	2.35
Total Active Inventory by Units		100%	2.38	207	97	86	20

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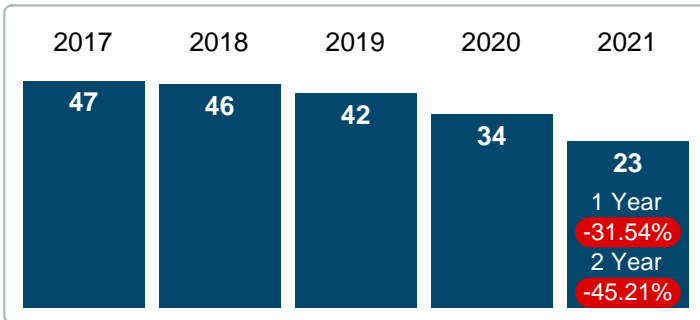
Area Delimited by County Of Rogers



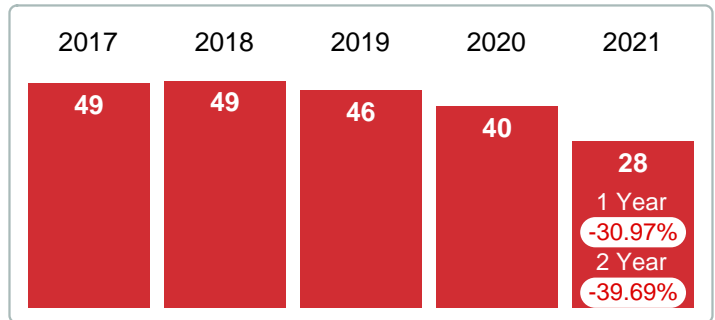
AVERAGE DAYS ON MARKET TO SALE

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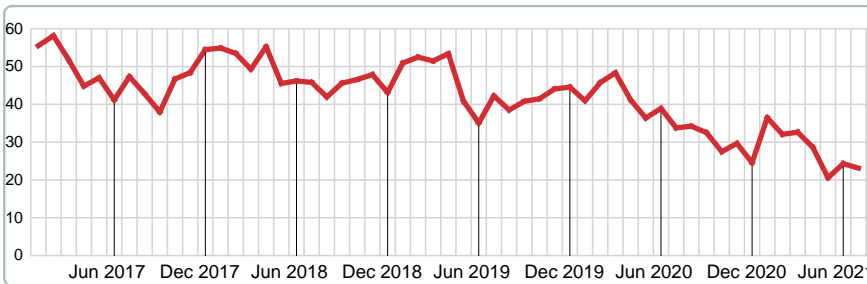
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 38

High Feb 2017 58 Low May 2021 21

Average Days on Market to Sale this month at 23 below the 5 yr JUL average of 38



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	16	8.79%	53	85	15	4	0
\$75,001 - \$150,000	22	12.09%	12	32	4	10	0
\$150,001 - \$200,000	33	18.13%	7	27	6	6	27
\$200,001 - \$250,000	38	20.88%	11	83	6	11	3
\$250,001 - \$350,000	33	18.13%	29	80	23	18	12
\$350,001 - \$475,000	21	11.54%	42	46	66	38	0
\$475,001 and up	19	10.44%	32	47	61	27	35
Average Closed DOM	23			66	11	22	23
Total Closed Units	182	100%	23	25	87	59	11
Total Closed Volume	60,394,122			15.51M	17.83M	21.62M	5.44M

July 2021



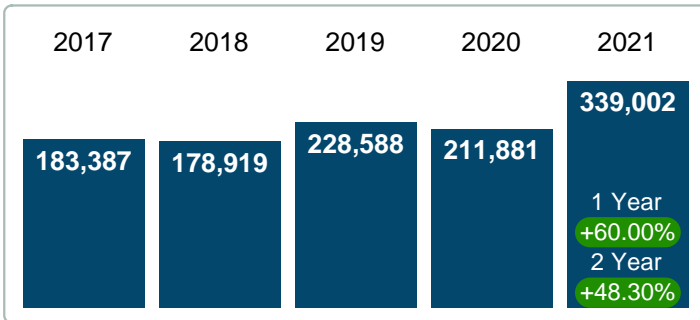
Area Delimited by County Of Rogers



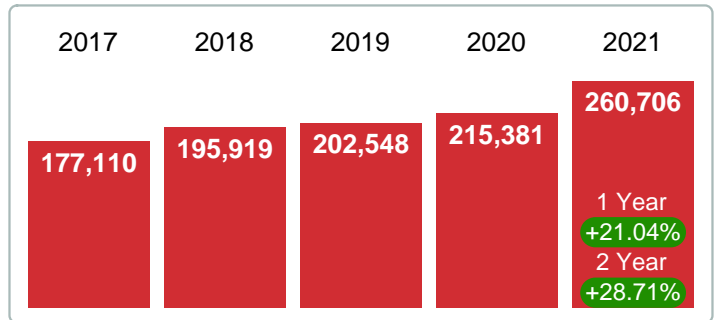
AVERAGE LIST PRICE AT CLOSING

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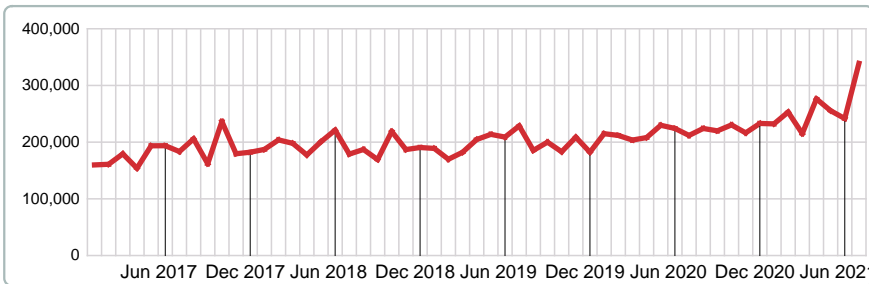
JULY



YEAR TO DATE (YTD)

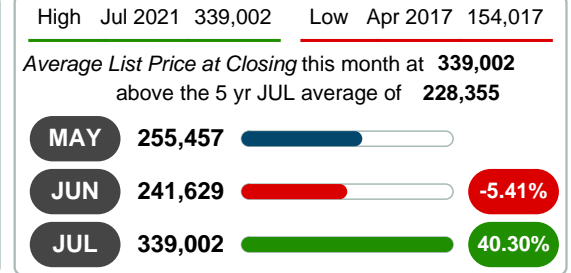


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 228,355



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	18	9.89%	26,703	42,944	15,164	1,663	0	
\$75,001 - \$150,000	25	13.74%	129,064	88,917	120,807	135,200	0	
\$150,001 - \$200,000	32	17.58%	181,556	210,000	176,180	173,885	149,900	
\$200,001 - \$250,000	35	19.23%	227,127	240,000	219,686	231,715	200,000	
\$250,001 - \$350,000	33	18.13%	307,782	307,800	300,792	306,591	305,000	
\$350,001 - \$475,000	21	11.54%	418,840	449,900	387,467	420,422	0	
\$475,001 and up	18	9.89%	1,404,417	13,500,000	540,000	641,014	786,700	
Average List Price		339,002		683,956	201,605	365,364	500,309	
Total Closed Units		182	100%	339,002	25	87	59	11
Total Closed Volume		61,698,427			17.10M	17.54M	21.56M	5.50M

July 2021



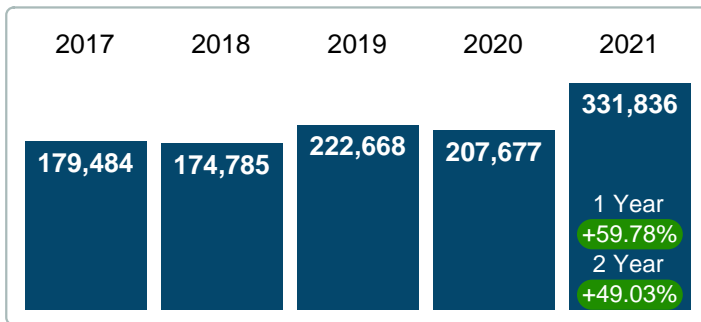
Area Delimited by County Of Rogers



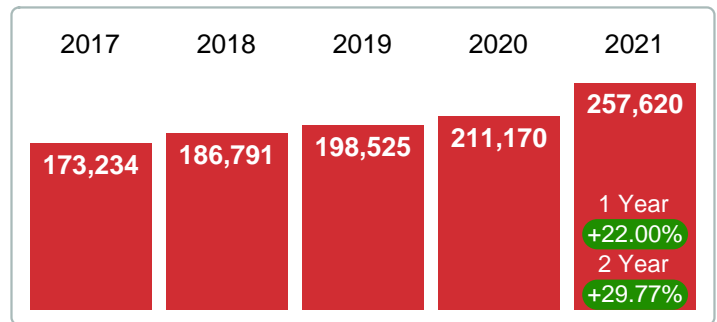
AVERAGE SOLD PRICE AT CLOSING

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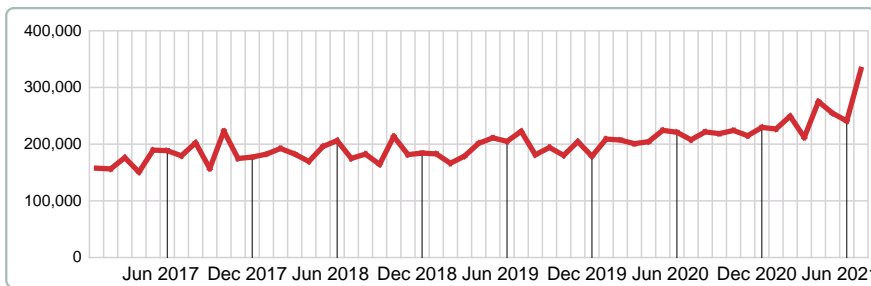
JULY



YEAR TO DATE (YTD)

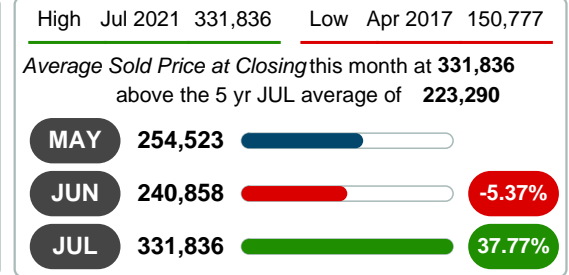


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 223,290



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	16	8.79%	26,551	38,408	15,164	1,663	
\$75,001 - \$150,000	22	12.09%	122,483	105,667	128,623	129,950	
\$150,001 - \$200,000	33	18.13%	178,671	182,500	179,209	179,271	
\$200,001 - \$250,000	38	20.88%	224,287	240,000	223,941	224,064	
\$250,001 - \$350,000	33	18.13%	301,685	287,800	301,588	304,450	
\$350,001 - \$475,000	21	11.54%	417,380	431,550	389,167	421,526	
\$475,001 and up	19	10.44%	1,270,266	12,000,000	514,000	649,546	
Average Sold Price		331,836		620,509	204,898	366,442	494,111
Total Closed Units		182	100%	331,836	25	87	59
Total Closed Volume		60,394,122			15.51M	17.83M	21.62M

July 2021



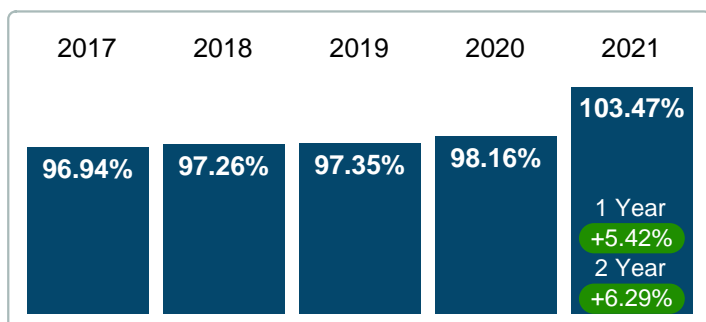
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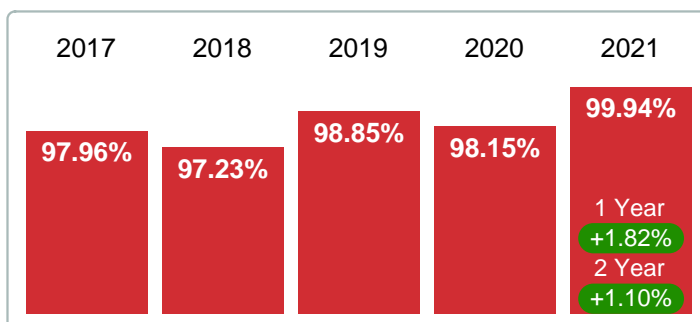
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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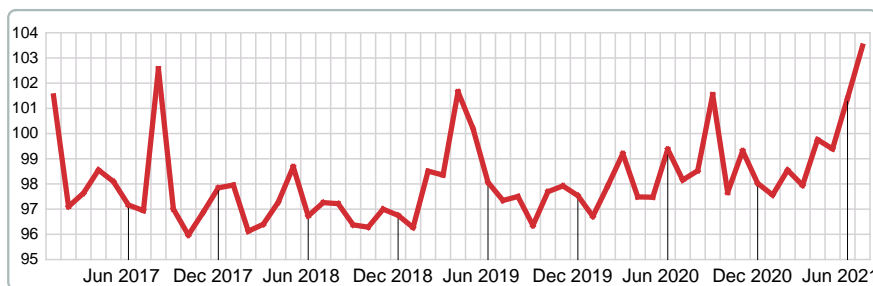
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

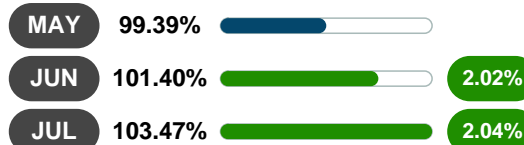


3 MONTHS

5 year JUL AVG = 98.64%

High Jul 2021 103.47% Low Oct 2017 95.97%

Average Sold/List Ratio this month at **103.47%**
above the 5 yr JUL average of **98.64%**



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	16	8.79%	95.01%	91.13%	100.00%	100.00%	0.00%
\$75,001 - \$150,000	22	12.09%	128.17%	178.67%	111.10%	96.13%	0.00%
\$150,001 - \$200,000	33	18.13%	101.94%	86.90%	102.00%	103.44%	105.22%
\$200,001 - \$250,000	38	20.88%	101.07%	100.00%	102.32%	96.98%	102.00%
\$250,001 - \$350,000	33	18.13%	99.36%	94.02%	100.58%	99.31%	102.22%
\$350,001 - \$475,000	21	11.54%	100.25%	95.92%	100.70%	100.42%	0.00%
\$475,001 and up	19	10.44%	100.17%	88.89%	95.19%	102.36%	98.14%
Average Sold/List Ratio			103.50%	113.36%	103.12%	100.34%	100.62%
Total Closed Units	182	100%	103.50%	25	87	59	11
Total Closed Volume	60,394,122			15.51M	17.83M	21.62M	5.44M

July 2021

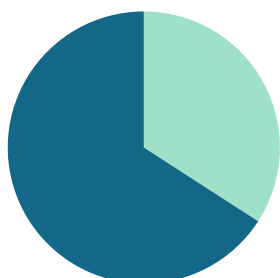
Area Delimited by County Of Rogers



MARKET SUMMARY

Report produced on Aug 10, 2021 for MLS Technology Inc.

INVENTORY

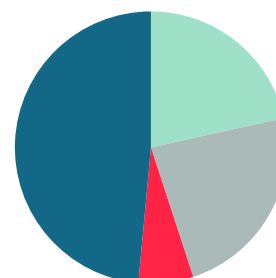


Inventory
 New Listings
275 = 34.12%
 Start Inventory
531
 Total Inventory Units
806
 Volume
\$281,292,203

Market Activity

Closed Sales
182 = 21.54%
 Pending Sales
198 = 23.43%
 Other Off Market
55 = 6.51%
 Active Inventory
410 = 48.52%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	198	182	-8.08%	1,021	1,144	12.05%
Pending Sales	181	198	9.39%	1,135	1,240	9.25%
New Listings	223	275	23.32%	1,558	1,548	-0.64%
Average List Price	211,881	339,002	60.00%	215,381	260,706	21.04%
Average Sale Price	207,677	331,836	59.78%	211,170	257,620	22.00%
Average Percent of Selling Price to List Price	98.16%	103.47%	5.42%	98.15%	99.94%	1.82%
Average Days on Market to Sale	33.79	23.13	-31.54%	40.11	27.69	-30.97%
Monthly Inventory	725	410	-43.45%	725	410	-43.45%
Months Supply of Inventory	4.77	2.38	-50.02%	4.77	2.38	-50.02%

Absorption: Last 12 months, an Average of 172 Sales/Month

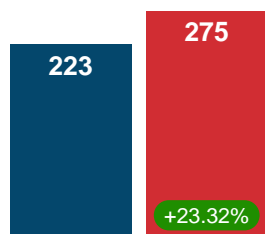
Inventory on July 31, 2021 = 410

2020 2021

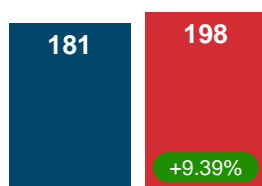
JULY MARKET

AVERAGE PRICES

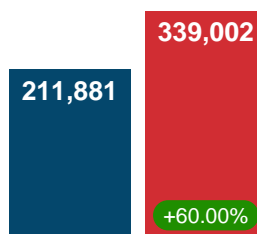
New Listings



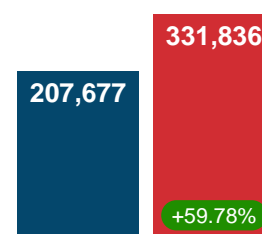
Pending Listings



List Price



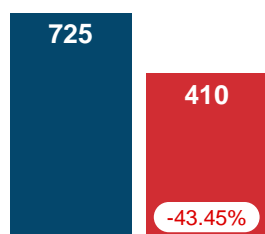
Sale Price



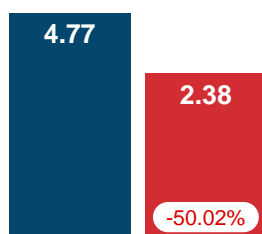
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

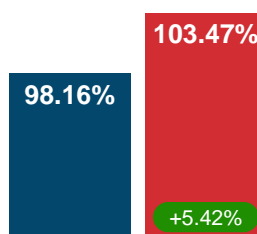
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

