

# March 2021

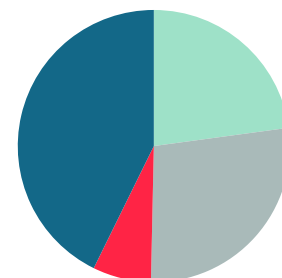
Area Delimited by County Of Rogers



## MONTHLY INVENTORY ANALYSIS

Report produced on Apr 12, 2021 for MLS Technology Inc.

Compared Metrics	2020	March 2021	+/-%
Closed Listings	150	168	12.00%
Pending Listings	135	202	49.63%
New Listings	245	232	-5.31%
Median List Price	179,950	184,500	2.53%
Median Sale Price	179,279	183,150	2.16%
Median Percent of Selling Price to List Price	99.00%	100.00%	1.01%
Median Days on Market to Sale	30.00	6.50	-78.33%
End of Month Inventory	751	314	-58.19%
Months Supply of Inventory	4.89	1.90	-61.18%



■ Closed (22.86%)  
■ Pending (27.48%)  
■ Other OffMarket (6.94%)  
■ Active (42.72%)

**Absorption:** Last 12 months, an Average of **165** Sales/Month  
**Active Inventory** as of March 31, 2021 = **314**

### Analysis Wrap-Up

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

The total housing inventory at the end of March 2021 decreased **58.19%** to 314 existing homes available for sale. Over the last 12 months this area has had an average of 165 closed sales per month. This represents an unsold inventory index of **1.90** 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 **2.16%** in March 2021 to \$183,150 versus the previous year at \$179,279.

#### Median Days on Market Shortens

The median number of **6.50** days that homes spent on the market before selling decreased by 23.50 days or **78.33%** in March 2021 compared to last year's same month at **30.00** DOM.

#### Sales Success for March 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 232 New Listings in March 2021, down **5.31%** from last year at 245. Furthermore, there were 168 Closed Listings this month versus last year at 150, a **12.00%** increase.

Closed versus Listed trends yielded a **72.4%** ratio, up from previous year's, March 2020, at **61.2%**, a **18.28%** 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

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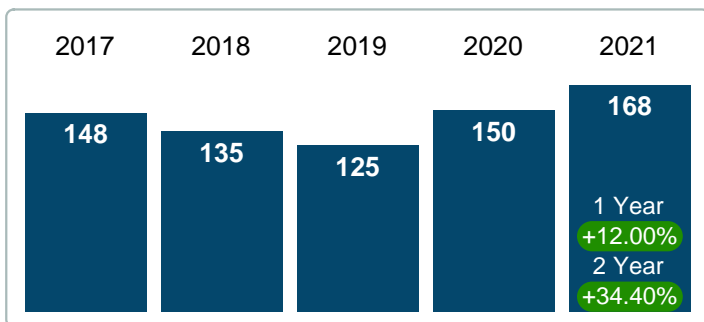
Area Delimited by County Of Rogers



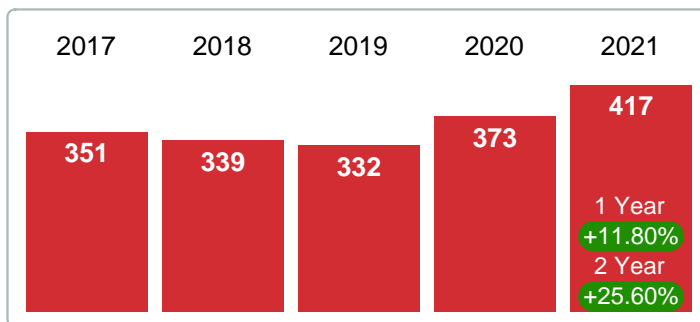
## CLOSED LISTINGS

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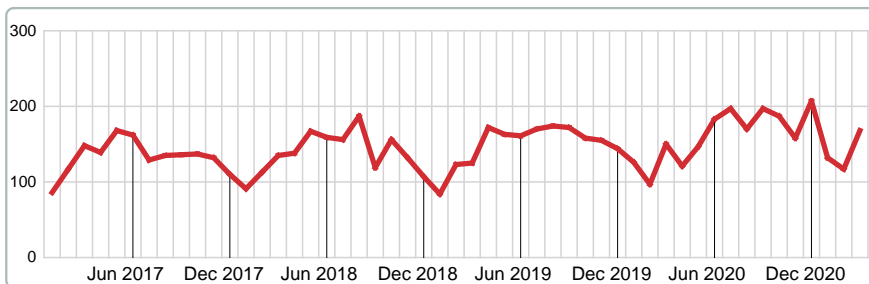
### MARCH



### YEAR TO DATE (YTD)

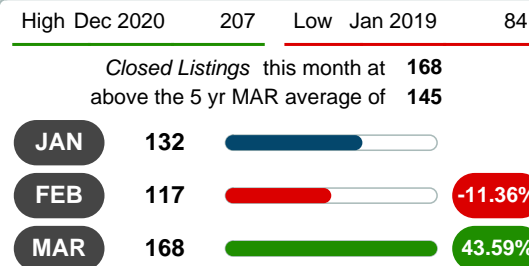


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 145



### 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	13	7.74%	8.0	5	4	4	0
\$25,001 - \$50,000	21	12.50%	14.0	19	1	0	1
\$50,001 - \$150,000	26	15.48%	21.0	13	12	1	0
\$150,001 - \$200,000	33	19.64%	4.0	3	23	7	0
\$200,001 - \$275,000	34	20.24%	6.0	0	19	14	1
\$275,001 - \$400,000	24	14.29%	5.5	0	9	15	0
\$400,001 and up	17	10.12%	3.0	0	3	7	7
<b>Total Closed Units</b>	<b>168</b>			<b>40</b>	<b>71</b>	<b>48</b>	<b>9</b>
<b>Total Closed Volume</b>	<b>35,568,389</b>	<b>100%</b>	<b>6.5</b>	<b>2.65M</b>	<b>14.36M</b>	<b>13.56M</b>	<b>5.00M</b>
<b>Median Closed Price</b>	<b>\$183,150</b>			<b>\$45,000</b>	<b>\$185,000</b>	<b>\$267,000</b>	<b>\$499,900</b>

# March 2021

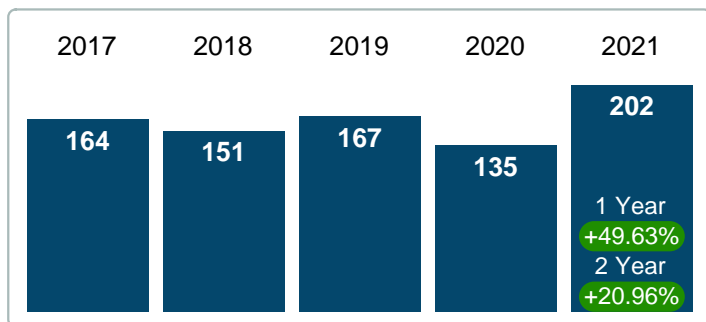
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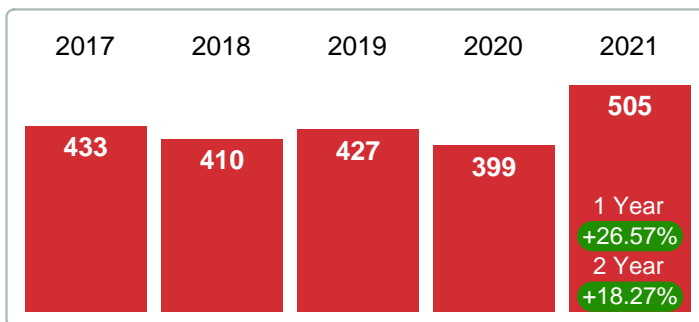
## PENDING LISTINGS

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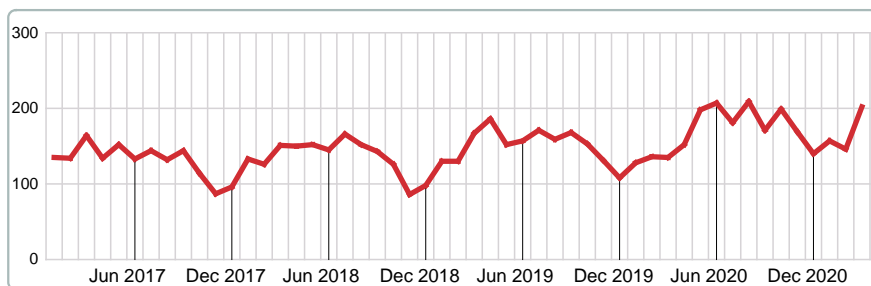
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 164

High Aug 2020 209 Low Nov 2018 86

Pending Listings this month at **202**  
above the 5 yr MAR average of **164**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	17	8.42%	6.0	14	2	1	0
\$75,001 - \$150,000	30	14.85%	5.5	9	20	1	0
\$150,001 - \$175,000	27	13.37%	5.0	0	26	1	0
\$175,001 - \$225,000	45	22.28%	3.0	4	27	14	0
\$225,001 - \$325,000	36	17.82%	4.5	0	21	15	0
\$325,001 - \$450,000	26	12.87%	33.0	1	5	19	1
\$450,001 and up	21	10.40%	28.0	3	1	13	4
<b>Total Pending Units</b>	<b>202</b>			<b>31</b>	<b>102</b>	<b>64</b>	<b>5</b>
<b>Total Pending Volume</b>	<b>52,533,496</b>	<b>100%</b>	<b>6.0</b>	<b>6.06M</b>	<b>20.38M</b>	<b>22.91M</b>	<b>3.19M</b>
<b>Median Listing Price</b>	<b>\$204,663</b>			<b>\$105,000</b>	<b>\$178,895</b>	<b>\$326,950</b>	<b>\$549,500</b>

# March 2021



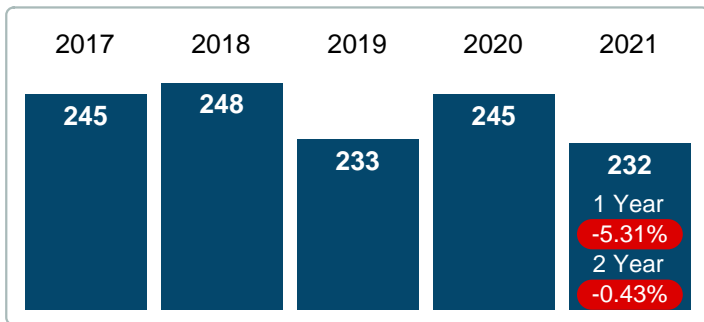
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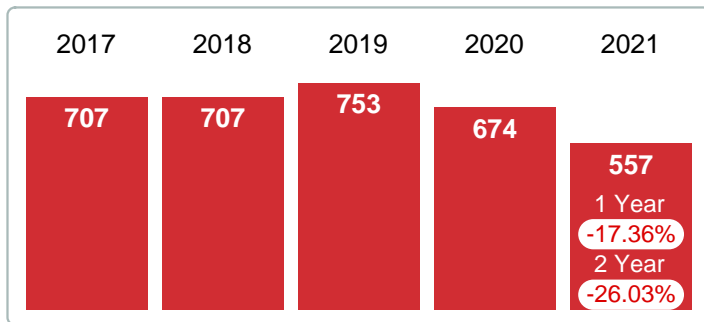
## NEW LISTINGS

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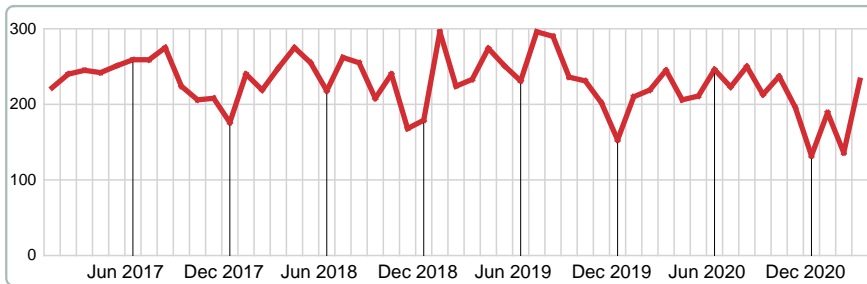
### MARCH



### YEAR TO DATE (YTD)

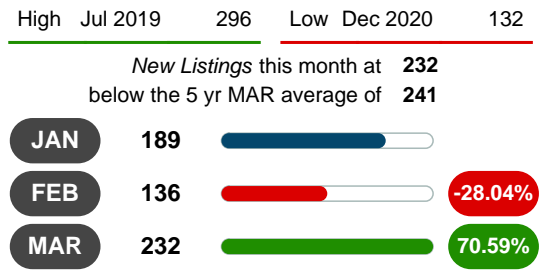


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 241



### 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	21	9.05%	15	3	3	0
\$50,001 - \$125,000	26	11.21%	19	6	1	0
\$125,001 - \$150,000	23	9.91%	8	14	1	0
\$150,001 - \$225,000	67	28.88%	6	50	11	0
\$225,001 - \$325,000	41	17.67%	5	22	14	0
\$325,001 - \$525,000	31	13.36%	8	6	15	2
\$525,001 and up	23	9.91%	7	3	9	4
<b>Total New Listed Units</b>	<b>232</b>		<b>68</b>	<b>104</b>	<b>54</b>	<b>6</b>
<b>Total New Listed Volume</b>	<b>78,040,782</b>	<b>100%</b>	<b>31.35M</b>	<b>22.10M</b>	<b>20.73M</b>	<b>3.86M</b>
<b>Median New Listed Listing Price</b>	<b>\$199,250</b>		<b>\$127,500</b>	<b>\$189,500</b>	<b>\$304,950</b>	<b>\$583,950</b>

# March 2021

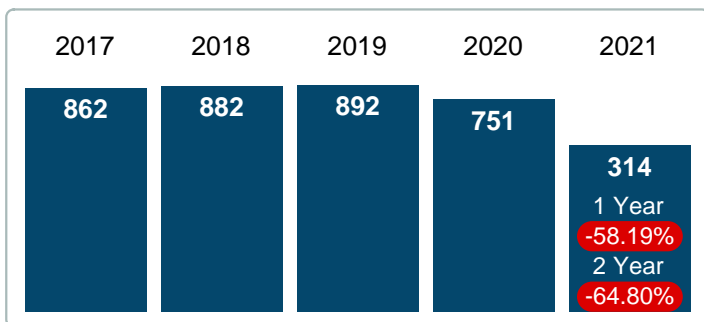
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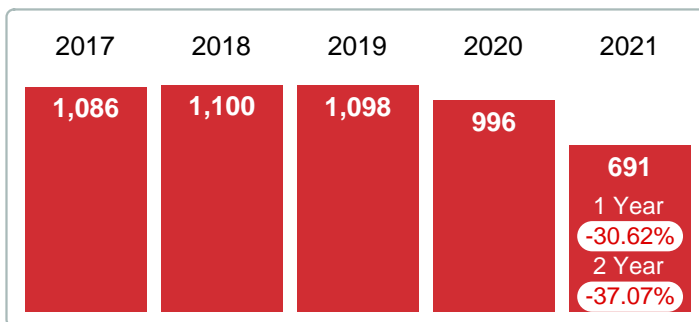
## ACTIVE INVENTORY

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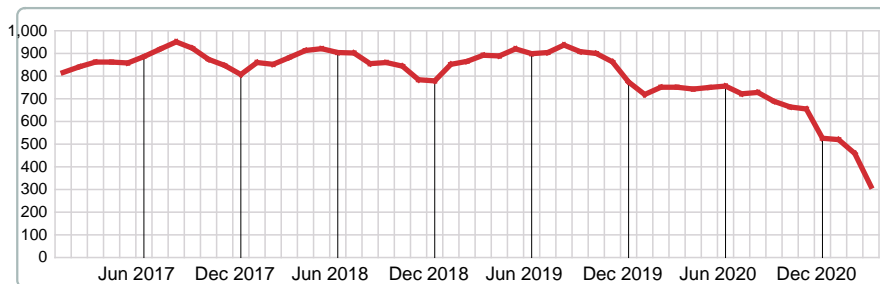
### END OF MARCH



### ACTIVE DURING MARCH

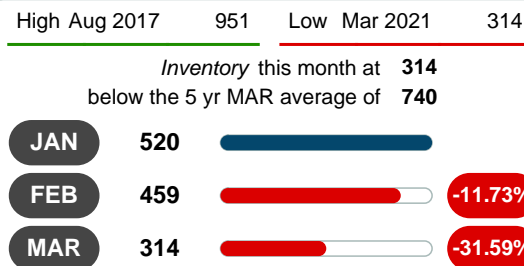


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 740



### 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	9	2.87%	84.0	7	1	1	0
\$25,001 - \$75,000	61	19.43%	63.0	57	3	1	0
\$75,001 - \$125,000	34	10.83%	55.5	27	6	1	0
\$125,001 - \$275,000	80	25.48%	33.5	36	29	14	1
\$275,001 - \$450,000	59	18.79%	60.0	20	16	21	2
\$450,001 - \$750,000	40	12.74%	56.5	11	4	15	10
\$750,001 and up	31	9.87%	151.0	15	2	6	8
<b>Total Active Inventory by Units</b>	<b>314</b>			<b>173</b>	<b>61</b>	<b>59</b>	<b>21</b>
<b>Total Active Inventory by Volume</b>	<b>121,744,463</b>	<b>100%</b>	<b>61.0</b>	<b>59.03M</b>	<b>16.25M</b>	<b>26.76M</b>	<b>19.71M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$196,500</b>			<b>\$120,000</b>	<b>\$194,900</b>	<b>\$382,900</b>	<b>\$659,000</b>

# March 2021



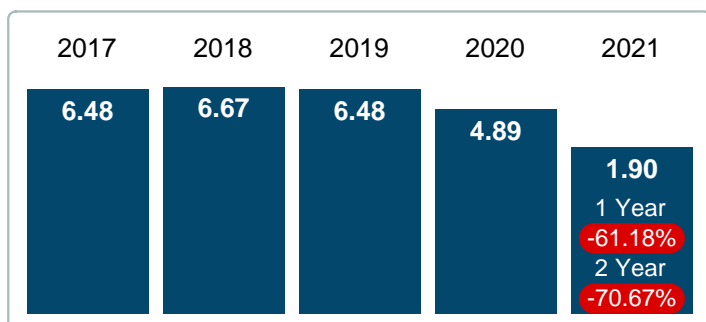
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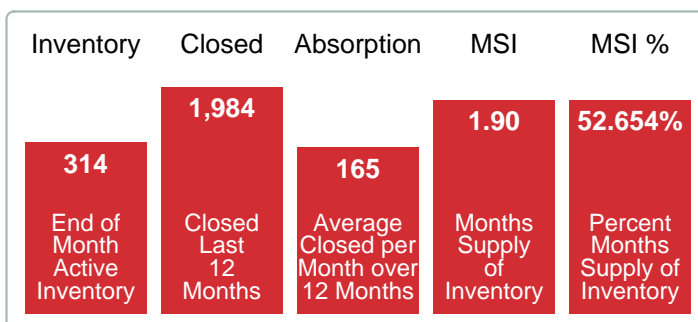
## MONTHS SUPPLY of INVENTORY (MSI)

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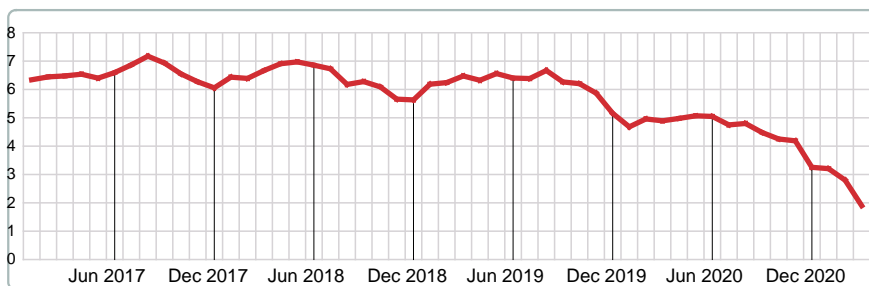
### MSI FOR MARCH



### INDICATORS FOR MARCH 2021



### 5 YEAR MARKET ACTIVITY TRENDS

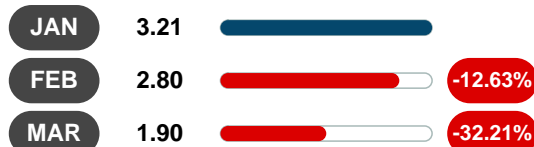


### 3 MONTHS

5 year MAR AVG = 5.28

High Aug 2017 7.17 Low Mar 2021 1.90

Months Supply this month at 1.90 below the 5 yr MAR average of 5.28



### 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	9	2.87%	1.20	2.05	0.35	0.80	0.00
\$25,001 - \$75,000	61	19.43%	3.61	4.22	1.06	2.40	0.00
\$75,001 - \$125,000	34	10.83%	2.03	4.44	0.65	0.71	0.00
\$125,001 - \$275,000	80	25.48%	1.01	6.00	0.56	0.66	1.50
\$275,001 - \$450,000	59	18.79%	1.67	16.00	1.50	1.06	0.56
\$450,001 - \$750,000	40	12.74%	5.05	44.00	4.00	3.53	4.14
\$750,001 and up	31	9.87%	16.91	60.00	12.00	8.00	12.00
Market Supply of Inventory (MSI)			1.90	5.63	0.78	1.21	2.77
Total Active Inventory by Units		100%	1.90	173	61	59	21

# March 2021



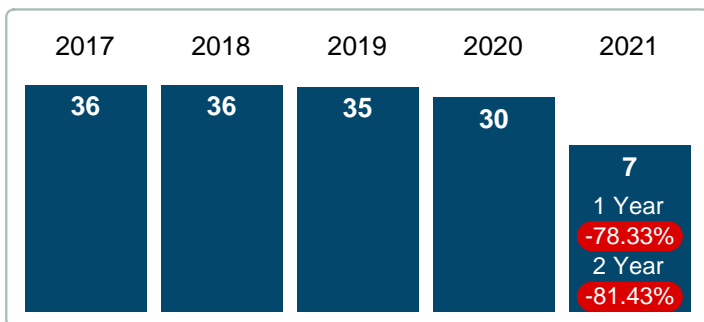
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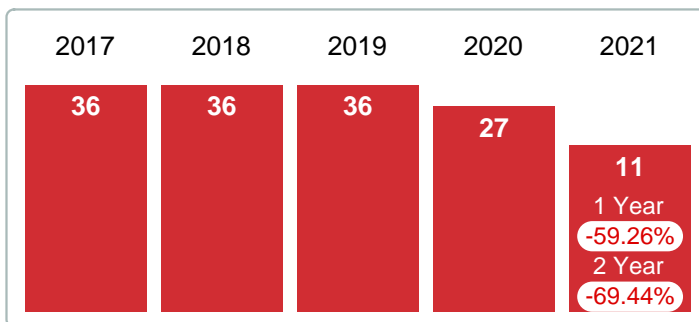
## MEDIAN DAYS ON MARKET TO SALE

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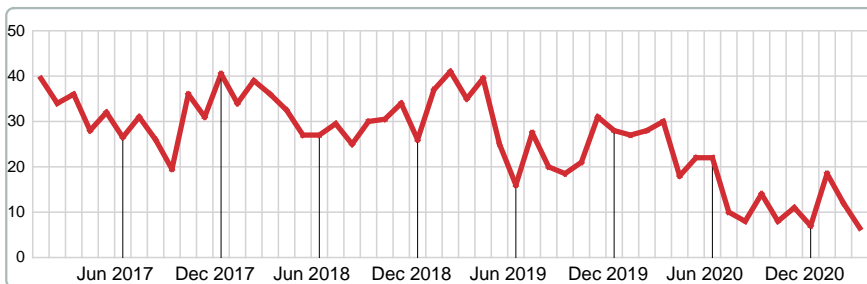
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 29

High Feb 2019 41 Low Mar 2021 7

Median Days on Market to Sale this month at 7 below the 5 yr MAR average of 29



### 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	7.74%	8	15	10	5	0
\$25,001 - \$50,000	12.50%	14	14	17	0	116
\$50,001 - \$150,000	15.48%	21	42	10	2	0
\$150,001 - \$200,000	19.64%	4	2	4	4	0
\$200,001 - \$275,000	20.24%	6	0	5	6	16
\$275,001 - \$400,000	14.29%	6	0	2	7	0
\$400,001 and up	10.12%	3	0	18	3	94
Median Closed DOM		7	20	5	4	94
Total Closed Units	100%	168	40	71	48	9
Total Closed Volume		35,568,389	2.65M	14.36M	13.56M	5.00M

# March 2021

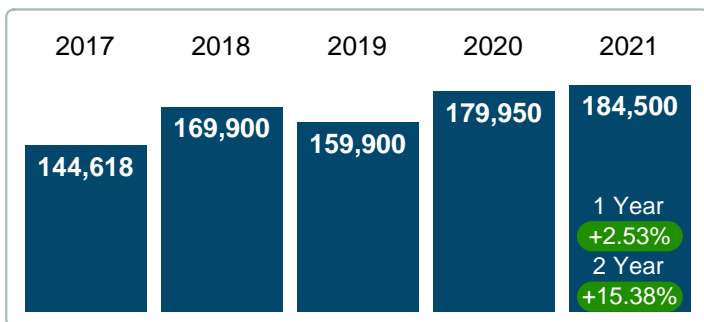
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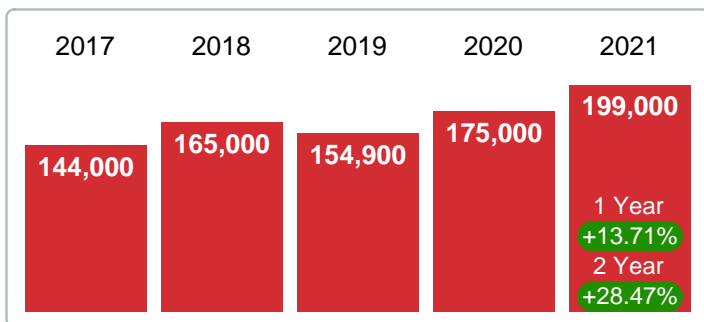
## MEDIAN LIST PRICE AT CLOSING

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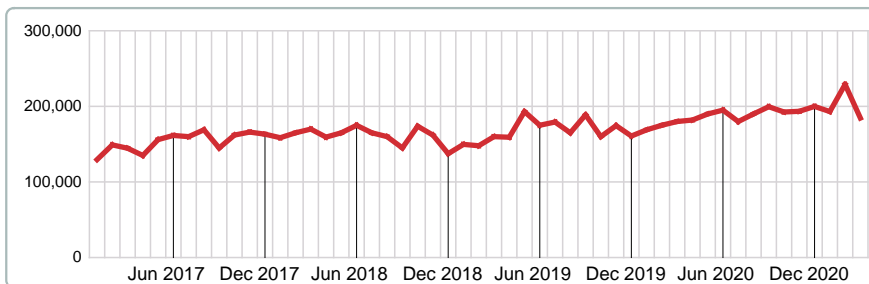
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

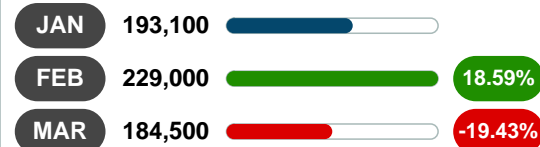


### 3 MONTHS

5 year MAR AVG = 167,774

High Feb 2021 229,000 Low Jan 2017 129,500

Median List Price at Closing this month at **184,500**  
above the 5 yr MAR average of **167,774**



### 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	5.95%	1,535	850	1,460	1,775	0	
\$25,001 - \$50,000	23	13.69%	45,500	45,500	38,000	39,900	0	
\$50,001 - \$150,000	25	14.88%	111,900	100,000	131,450	150,000	53,000	
\$150,001 - \$200,000	38	22.62%	175,000	189,000	172,500	175,420	0	
\$200,001 - \$275,000	33	19.64%	255,000	0	237,450	262,000	255,000	
\$275,001 - \$400,000	21	12.50%	345,000	0	345,000	314,950	0	
\$400,001 and up	18	10.71%	451,100	0	445,000	442,398	569,500	
<b>Median List Price</b>		<b>184,500</b>		<b>47,000</b>	<b>185,000</b>	<b>271,500</b>	<b>499,900</b>	
<b>Total Closed Units</b>		<b>168</b>	<b>100%</b>	<b>184,500</b>	<b>40</b>	<b>71</b>	<b>48</b>	<b>9</b>
<b>Total Closed Volume</b>		<b>36,103,388</b>			<b>2.79M</b>	<b>14.56M</b>	<b>13.59M</b>	<b>5.17M</b>



# March 2021

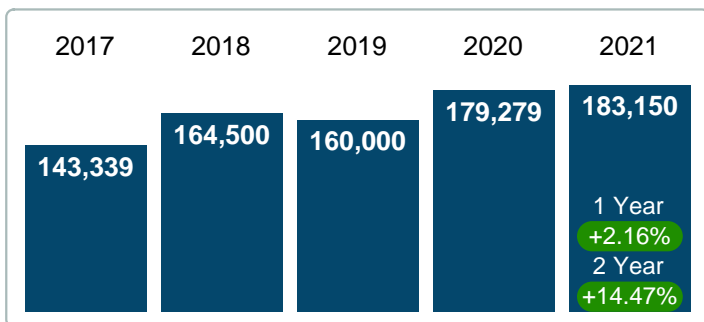
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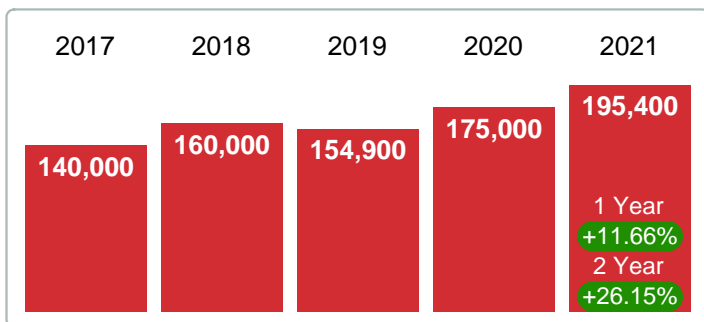
## MEDIAN SOLD PRICE AT CLOSING

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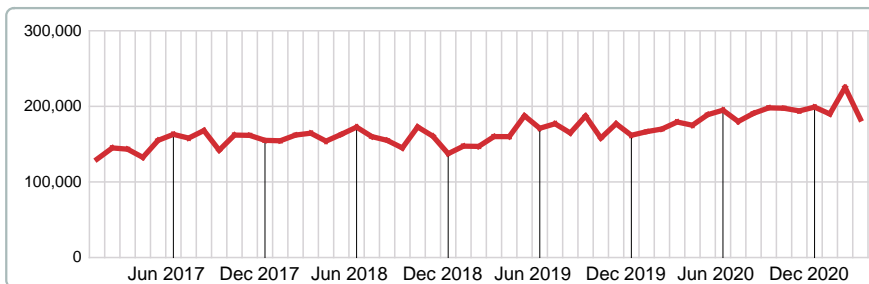
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 166,054

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

Median Sold Price at Closing this month at 183,150 above the 5 yr MAR average of 166,054



### 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	7.74%	1,600	23,000	1,460	1,863	0
\$25,001 - \$50,000	12.50%	43,225	43,225	35,000	0	43,000
\$50,001 - \$150,000	15.48%	114,389	89,000	133,000	140,000	0
\$150,001 - \$200,000	19.64%	173,000	178,000	173,000	170,500	0
\$200,001 - \$275,000	20.24%	230,000	0	230,000	235,750	255,000
\$275,001 - \$400,000	14.29%	330,000	0	345,000	315,000	0
\$400,001 and up	10.12%	455,000	0	434,500	452,200	559,500
Median Sold Price		183,150	45,000	185,000	267,000	499,900
Total Closed Units	100%	168	40	71	48	9
Total Closed Volume		35,568,389	2.65M	14.36M	13.56M	5.00M

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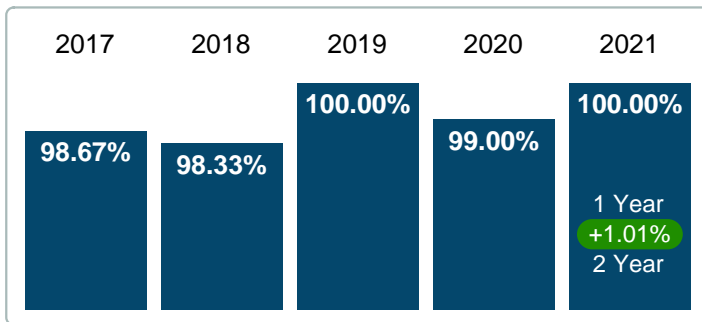
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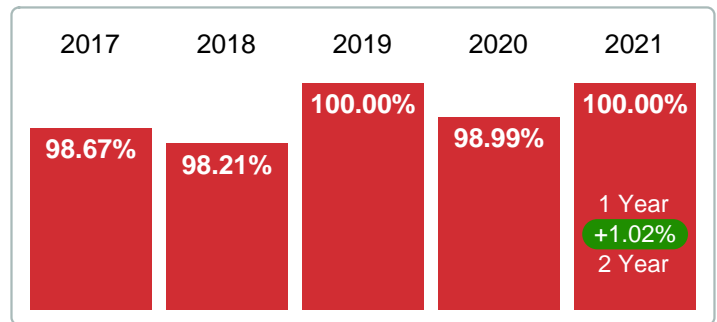
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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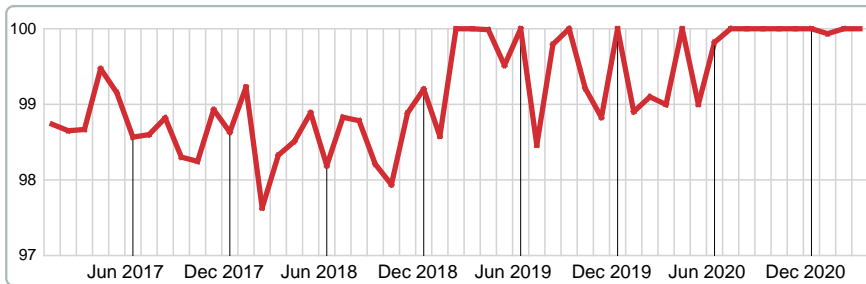
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

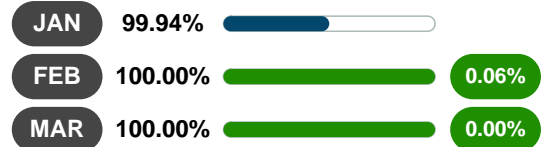


### 3 MONTHS

5 year MAR AVG = 99.20%

High Mar 2021 100.00% Low Feb 2018 97.63%

Median Sold/List Ratio this month at **100.00%** above the 5 yr MAR average of **99.20%**



## MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS 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	13	7.74%	100.00%	100.00%	100.00%	100.00%	0.00%
\$25,001 - \$50,000	21	12.50%	95.00%	95.00%	92.11%	0.00%	81.13%
\$50,001 - \$150,000	26	15.48%	96.63%	94.29%	98.53%	93.33%	0.00%
\$150,001 - \$200,000	33	19.64%	100.00%	97.37%	100.00%	100.00%	0.00%
\$200,001 - \$275,000	34	20.24%	100.00%	0.00%	100.00%	100.00%	100.00%
\$275,001 - \$400,000	24	14.29%	100.00%	0.00%	100.00%	100.00%	0.00%
\$400,001 and up	17	10.12%	100.00%	0.00%	97.14%	100.95%	98.57%
Median Sold/List Ratio		100.00%		95.00%	100.00%	100.00%	98.57%
Total Closed Units		168	100%	40	71	48	9
Total Closed Volume		35,568,389		2.65M	14.36M	13.56M	5.00M

# March 2021

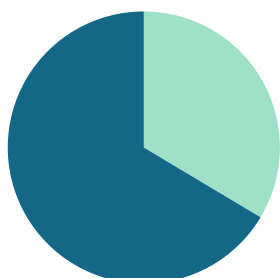
Area Delimited by County Of Rogers



## MARKET SUMMARY

Report produced on Apr 12, 2021 for MLS Technology Inc.

### INVENTORY

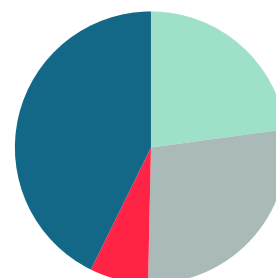


**Inventory**  
 New Listings  
**232 = 33.57%**  
 Start Inventory  
**459**  
 Total Inventory Units  
**691**  
 Volume  
**\$216,962,926**

### Market Activity

Closed Sales  
**168 = 22.86%**  
 Pending Sales  
**202 = 27.48%**  
 Other Off Market  
**51 = 6.94%**  
 Active Inventory  
**314 = 42.72%**

### MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	150	168	12.00%	373	417	11.80%
Pending Sales	135	202	49.63%	399	505	26.57%
New Listings	245	232	-5.31%	674	557	-17.36%
Median List Price	179,950	184,500	2.53%	175,000	199,000	13.71%
Median Sale Price	179,279	183,150	2.16%	175,000	195,400	11.66%
Median Percent of Selling Price to List Price	99.00%	100.00%	1.01%	99.00%	100.00%	1.02%
Median Days on Market to Sale	30.00	6.50	-78.33%	27.00	11.00	-59.26%
Monthly Inventory	751	314	-58.19%	751	314	-58.19%
Months Supply of Inventory	4.89	1.90	-61.18%	4.89	1.90	-61.18%

**Absorption:** Last 12 months, an Average of **165** Sales/Month

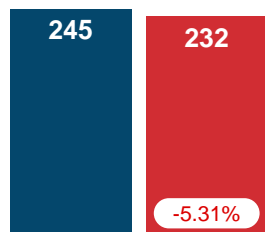
**Inventory** on March 31, 2021 = **314**

**2020** **2021**

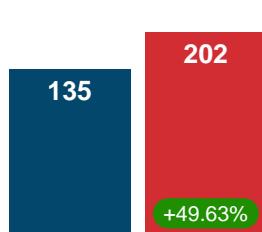
### MARCH MARKET

### MEDIAN PRICES

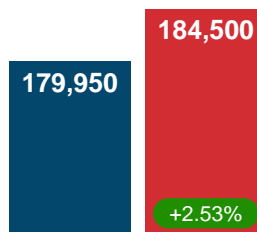
#### New Listings



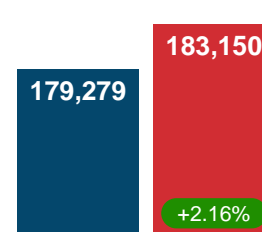
#### Pending Listings



#### List Price



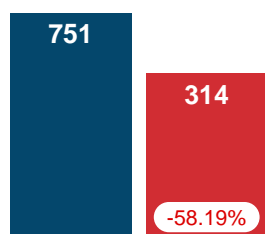
#### Sale Price



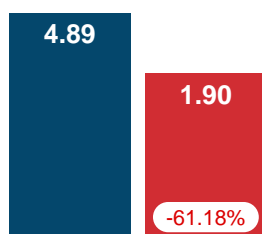
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

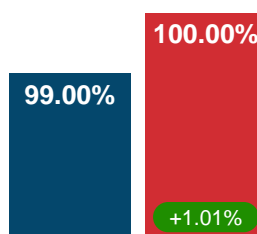
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

