



November 2021

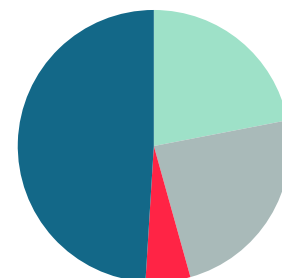
Area Delimited by County Of Rogers



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	November 2021	+/-%
Closed Listings	158	190	20.25%
Pending Listings	168	205	22.02%
New Listings	196	227	15.82%
Median List Price	193,450	244,450	26.36%
Median Sale Price	193,950	245,000	26.32%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	11.00	8.00	-27.27%
End of Month Inventory	687	424	-38.28%
Months Supply of Inventory	4.39	2.42	-44.96%



■ Closed (21.97%)
■ Pending (23.70%)
■ Other OffMarket (5.32%)
■ Active (49.02%)

Absorption: Last 12 months, an Average of **176** Sales/Month
Active Inventory as of November 30, 2021 = **424**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2021 decreased **38.28%** to 424 existing homes available for sale. Over the last 12 months this area has had an average of 176 closed sales per month. This represents an unsold inventory index of **2.42** 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 **26.32%** in November 2021 to \$245,000 versus the previous year at \$193,950.

Median Days on Market Shortens

The median number of **8.00** days that homes spent on the market before selling decreased by 3.00 days or **27.27%** in November 2021 compared to last year's same month at **11.00** DOM.

Sales Success for November 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 227 New Listings in November 2021, up **15.82%** from last year at 196. Furthermore, there were 190 Closed Listings this month versus last year at 158, a **20.25%** increase.

Closed versus Listed trends yielded a **83.7%** ratio, up from previous year's, November 2020, at **80.6%**, a **3.83%** upswing. 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



November 2021

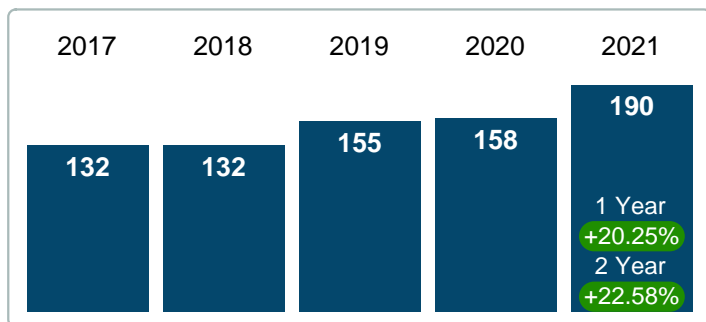
Area Delimited by County Of Rogers



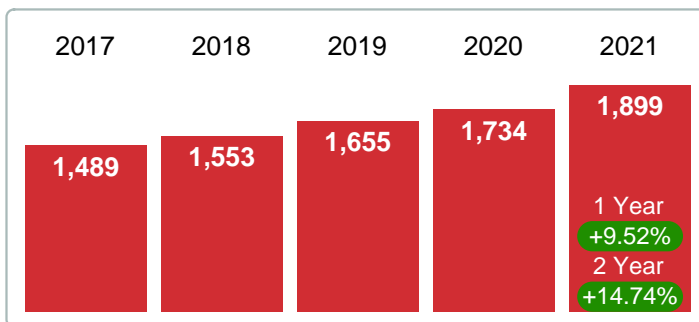
CLOSED LISTINGS

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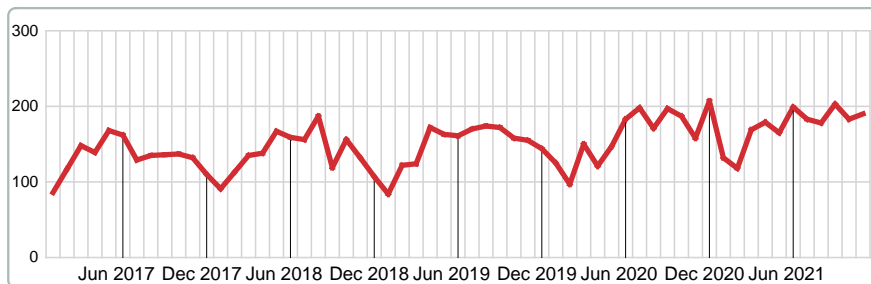
NOVEMBER



YEAR TO DATE (YTD)

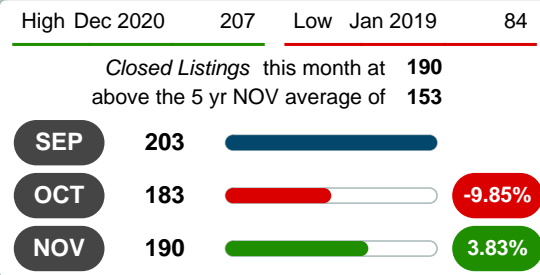


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 153



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	17	8.95%	24.0	10	4	2	1
\$75,001 - \$125,000	15	7.89%	14.0	10	5	0	0
\$125,001 - \$200,000	40	21.05%	6.5	8	26	5	1
\$200,001 - \$275,000	40	21.05%	4.0	1	27	12	0
\$275,001 - \$350,000	35	18.42%	9.0	3	17	14	1
\$350,001 - \$450,000	23	12.11%	7.0	1	8	14	0
\$450,001 and up	20	10.53%	16.5	2	3	12	3
Total Closed Units	190			35	90	59	6
Total Closed Volume	51,360,625	100%	8.0	7.16M	21.12M	20.42M	2.67M
Median Closed Price	\$245,000			\$100,000	\$229,500	\$330,000	\$488,750



November 2021

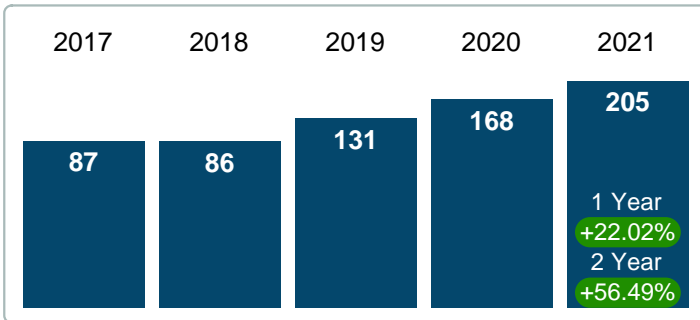
Area Delimited by County Of Rogers



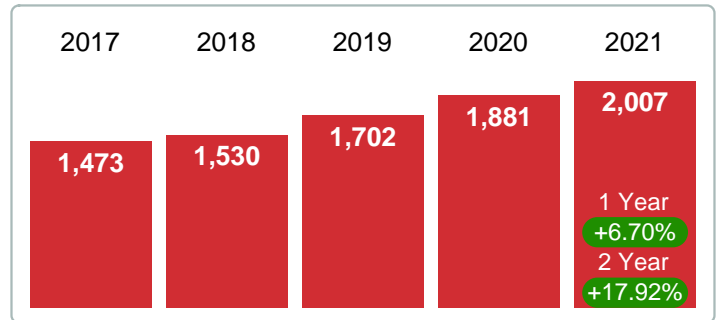
PENDING LISTINGS

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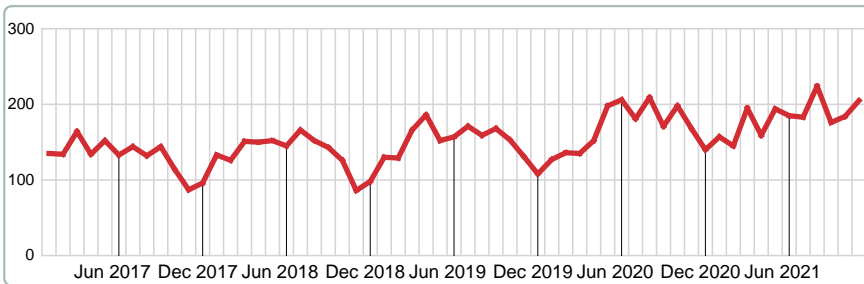
NOVEMBER



YEAR TO DATE (YTD)

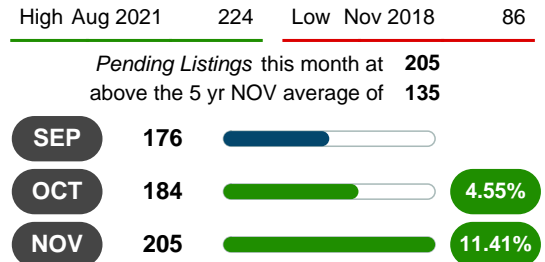


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 135



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	12	5.85%	25.0	10	0	2	0
\$50,001 - \$125,000	31	15.12%	18.0	21	10	0	0
\$125,001 - \$175,000	31	15.12%	13.0	6	20	5	0
\$175,001 - \$250,000	45	21.95%	5.0	2	38	5	0
\$250,001 - \$375,000	30	14.63%	7.5	2	15	12	1
\$375,001 - \$550,000	38	18.54%	9.0	3	9	22	4
\$550,001 and up	18	8.78%	65.5	1	3	9	5
Total Pending Units	205			45	95	55	10
Total Pending Volume	59,605,229	100%	11.0	6.14M	22.53M	22.02M	8.92M
Median Listing Price	\$229,900			\$80,000	\$203,000	\$385,000	\$580,038



November 2021

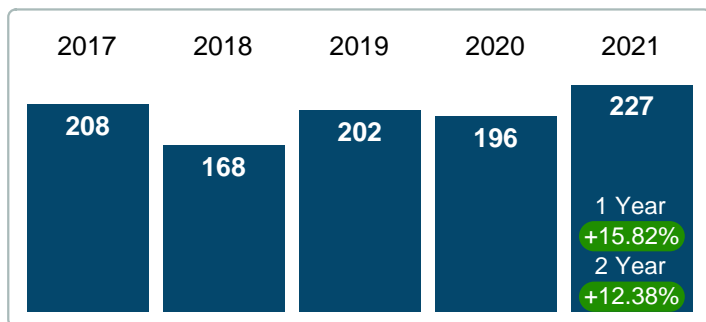
Area Delimited by County Of Rogers



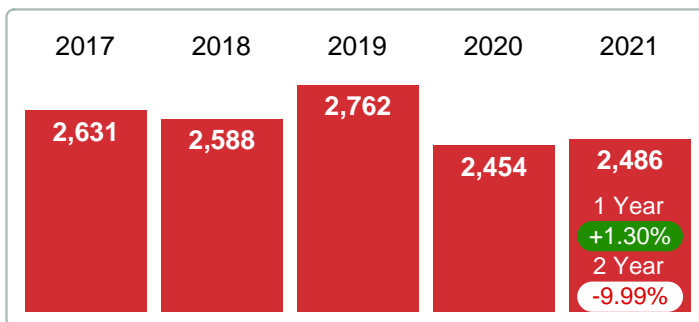
NEW LISTINGS

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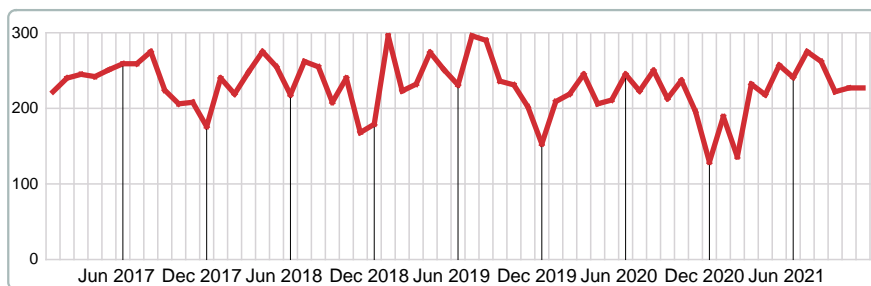
NOVEMBER



YEAR TO DATE (YTD)

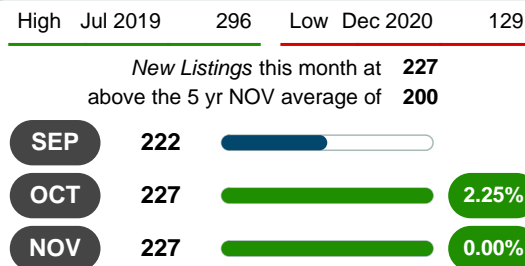


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 200



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	8.37%	15	2	2	0
\$50,001 - \$125,000	33	14.54%	29	4	0	0
\$125,001 - \$175,000	36	15.86%	13	22	1	0
\$175,001 - \$250,000	47	20.70%	6	36	5	0
\$250,001 - \$375,000	34	14.98%	4	19	11	0
\$375,001 - \$550,000	36	15.86%	4	6	23	3
\$550,001 and up	22	9.69%	6	1	8	7
Total New Listed Units	227		77	90	50	10
Total New Listed Volume	67,406,048	100%	16.58M	20.15M	21.72M	8.95M
Median New Listed Listing Price	\$207,500		\$100,000	\$199,900	\$415,000	\$829,700



November 2021

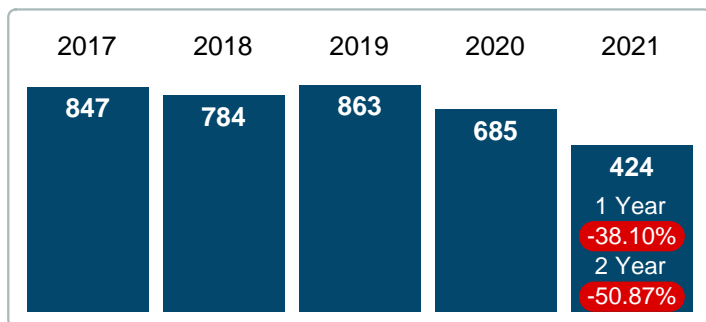
Area Delimited by County Of Rogers



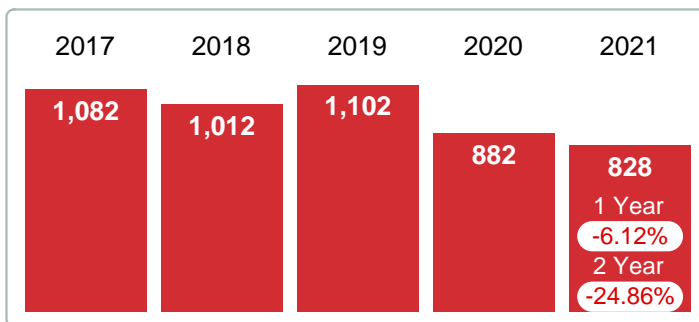
ACTIVE INVENTORY

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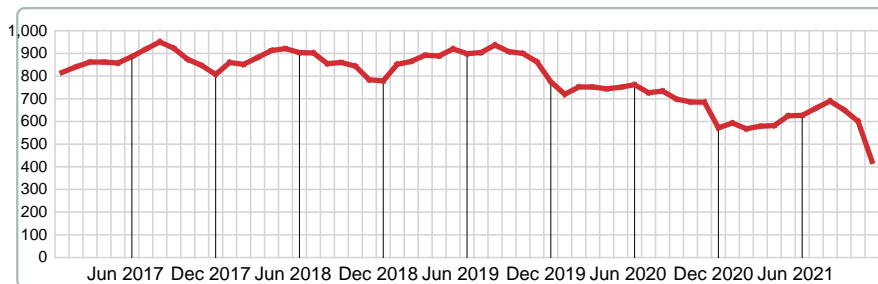
END OF NOVEMBER



ACTIVE DURING NOVEMBER

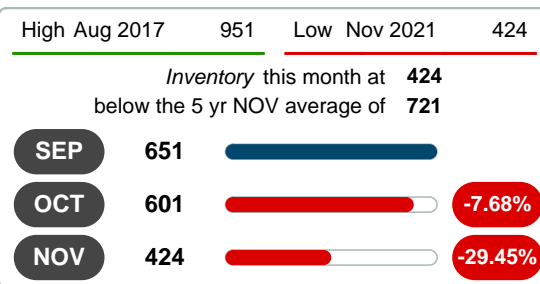


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 721



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	40	9.43%	54.0	36	3	1	0
\$50,001 - \$75,000	49	11.56%	137.0	49	0	0	0
\$75,001 - \$150,000	72	16.98%	64.0	56	15	1	0
\$150,001 - \$275,000	106	25.00%	48.5	42	46	18	0
\$275,001 - \$400,000	60	14.15%	88.5	22	21	17	0
\$400,001 - \$750,000	55	12.97%	63.0	15	8	27	5
\$750,001 and up	42	9.91%	105.5	19	4	8	11
Total Active Inventory by Units	424			239	97	72	16
Total Active Inventory by Volume	143,408,002	100%	66.5	64.48M	27.50M	34.74M	16.69M
Median Active Inventory Listing Price	\$212,500			\$125,000	\$230,000	\$399,950	\$954,950



November 2021

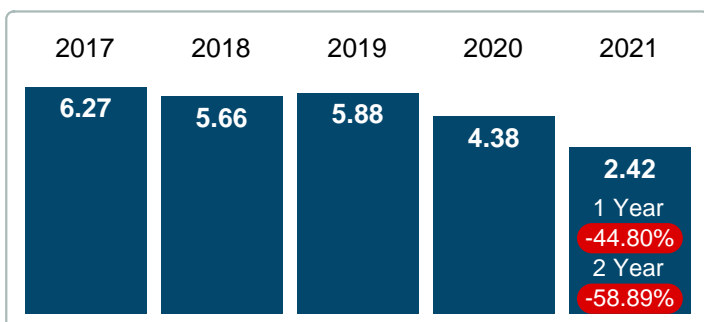
Area Delimited by County Of Rogers



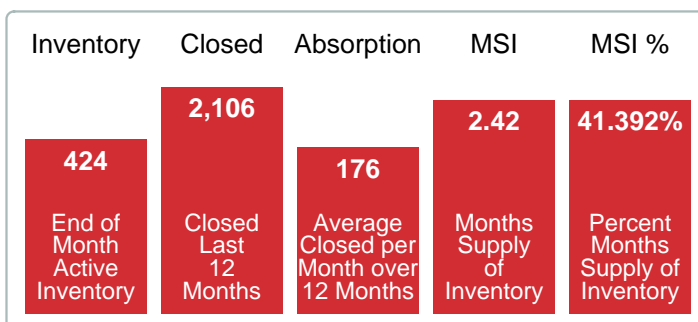
MONTHS SUPPLY of INVENTORY (MSI)

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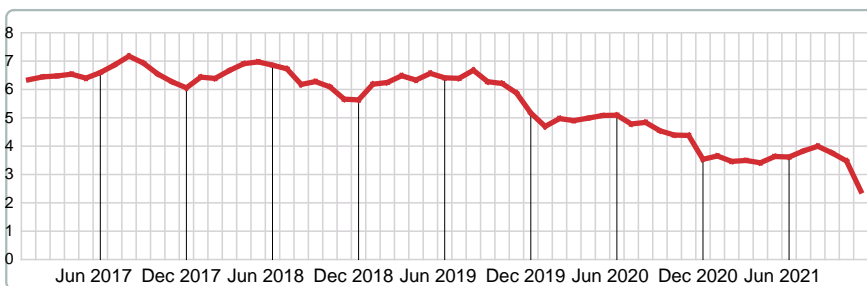
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2021



5 YEAR MARKET ACTIVITY TRENDS

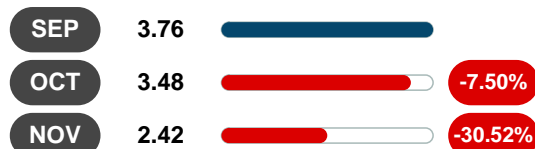


3 MONTHS

5 year NOV AVG = 4.92

High Aug 2017 7.17 Low Nov 2021 2.42

Months Supply this month at 2.42 below the 5 yr NOV average of 4.92



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
\$50,000 and less	40	9.43%	2.54	3.35	0.95	0.63	0.00
\$50,001 - \$75,000	49	11.56%	7.54	9.64	0.00	0.00	0.00
\$75,001 - \$150,000	72	16.98%	2.84	6.05	1.07	0.55	0.00
\$150,001 - \$275,000	106	25.00%	1.50	10.08	0.97	1.00	0.00
\$275,001 - \$400,000	60	14.15%	1.87	13.89	1.50	1.15	0.00
\$400,001 - \$750,000	55	12.97%	2.52	12.00	2.18	2.17	1.11
\$750,001 and up	42	9.91%	12.60	32.57	24.00	6.00	8.80
Market Supply of Inventory (MSI)			2.42	7.32	1.15	1.44	1.81
Total Active Inventory by Units		100%	2.42	239	97	72	16



November 2021

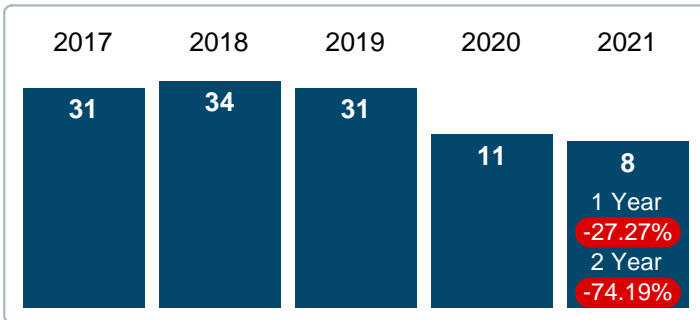
Area Delimited by County Of Rogers



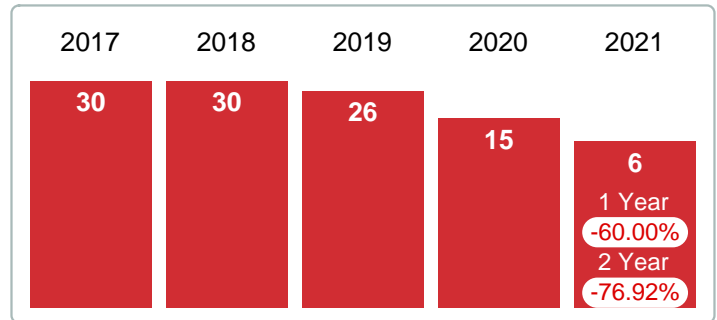
MEDIAN DAYS ON MARKET TO SALE

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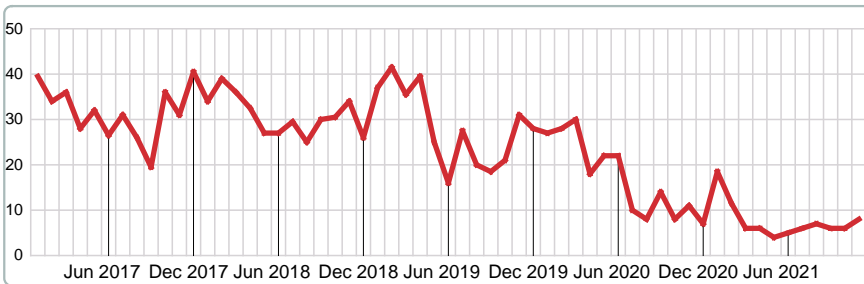
NOVEMBER



YEAR TO DATE (YTD)

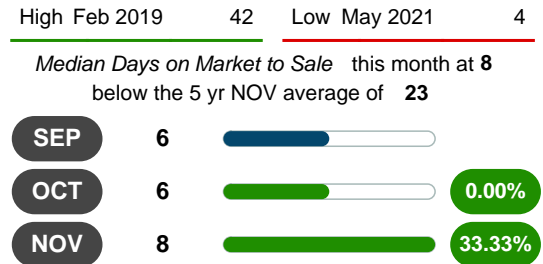


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 23



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
\$75,000 and less	8.95%	24	49	11	17	57
\$75,001 - \$125,000	7.89%	14	44	7	0	0
\$125,001 - \$200,000	21.05%	7	18	7	2	1
\$200,001 - \$275,000	21.05%	4	98	4	6	0
\$275,001 - \$350,000	18.42%	9	9	9	9	4
\$350,001 - \$450,000	12.11%	7	113	6	6	0
\$450,001 and up	10.53%	17	34	17	8	109
Median Closed DOM		8	40	6	7	32
Total Closed Units	100%	8.0	35	90	59	6
Total Closed Volume		51,360,625	7.16M	21.12M	20.42M	2.67M



November 2021

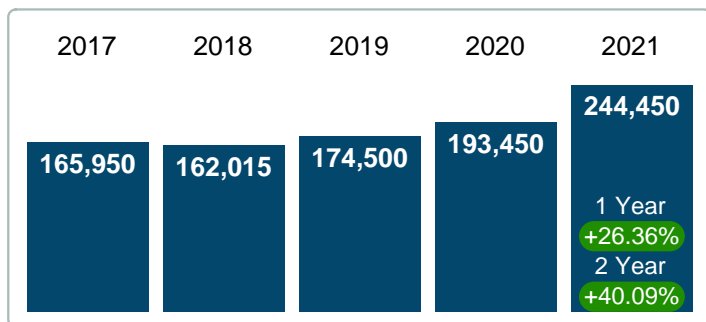
Area Delimited by County Of Rogers



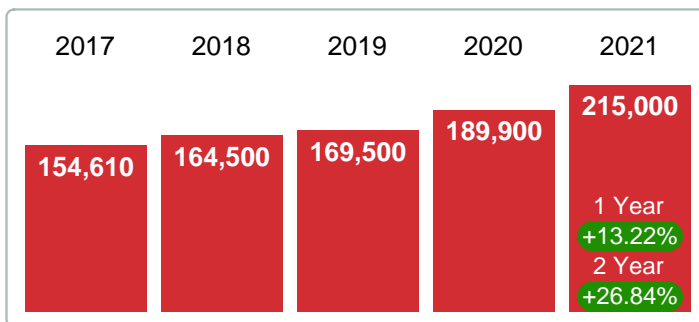
MEDIAN LIST PRICE AT CLOSING

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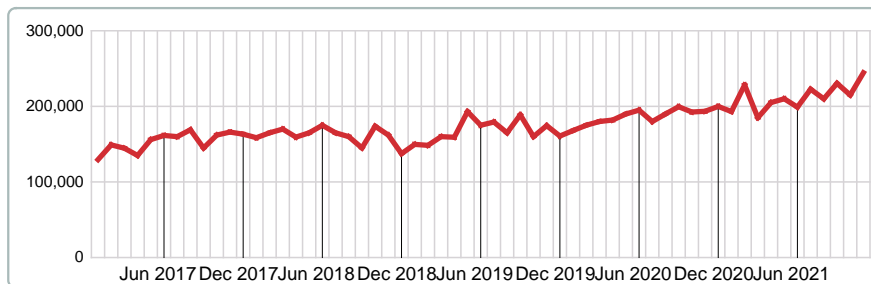
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

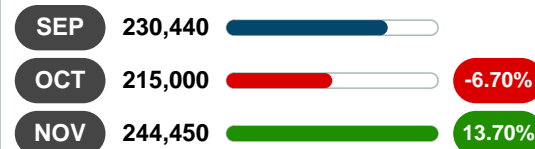


3 MONTHS

5 year NOV AVG = 188,073

High Nov 2021 244,450 Low Jan 2017 129,500

Median List Price at Closing this month at **244,450**
above the 5 yr NOV average of **188,073**



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		
\$75,000 and less	16	8.42%	30,250	40,250	1,600	1,770	70,000	
\$75,001 - \$125,000	10	5.26%	98,500	98,500	101,000	0	0	
\$125,001 - \$200,000	47	24.74%	150,000	139,500	155,500	179,900	150,000	
\$200,001 - \$275,000	37	19.47%	238,000	238,750	235,000	249,900	0	
\$275,001 - \$350,000	38	20.00%	305,950	330,000	299,900	310,000	325,000	
\$350,001 - \$450,000	21	11.05%	399,000	0	390,000	410,000	0	
\$450,001 and up	21	11.05%	535,000	1,500,000	495,000	509,200	699,900	
Median List Price		244,450		130,000	231,950	330,000	505,000	
Total Closed Units		190	100%	244,450	35	90	59	6
Total Closed Volume		51,954,742			7.70M	21.09M	20.43M	2.73M



November 2021

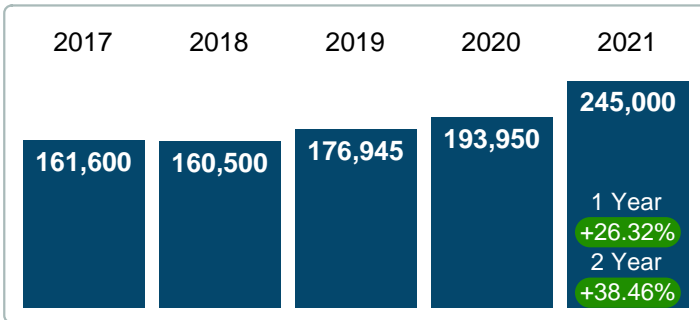
Area Delimited by County Of Rogers



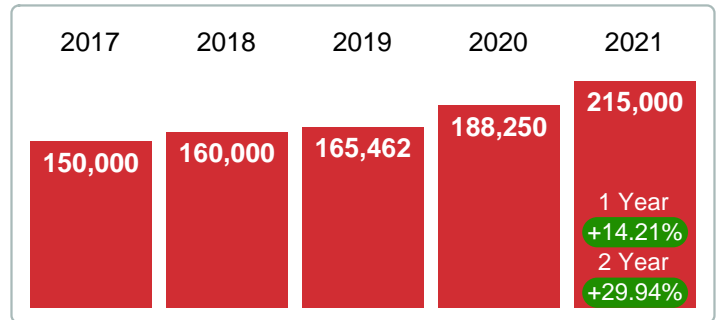
MEDIAN SOLD PRICE AT CLOSING

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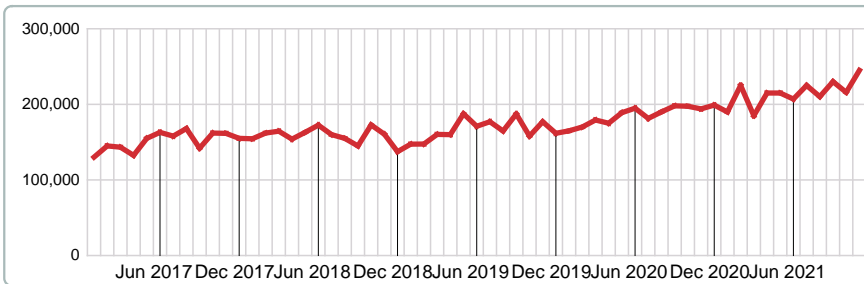
NOVEMBER



YEAR TO DATE (YTD)

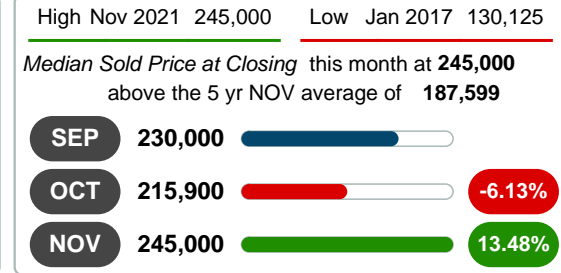


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 187,599



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	
\$75,000 and less	17	8.95%	34,000	39,500	25,800	1,770	45,000
\$75,001 - \$125,000	15	7.89%	99,500	97,125	120,000	0	0
\$125,001 - \$200,000	40	21.05%	160,500	159,250	156,750	179,900	145,000
\$200,001 - \$275,000	40	21.05%	244,450	225,000	235,000	247,450	0
\$275,001 - \$350,000	35	18.42%	309,900	330,000	309,900	301,175	335,000
\$350,001 - \$450,000	23	12.11%	399,000	400,000	382,500	407,000	0
\$450,001 and up	20	10.53%	524,950	1,450,000	475,000	499,000	700,000
Median Sold Price		245,000		100,000	229,500	330,000	488,750
Total Closed Units		190	100%	35	90	59	6
Total Closed Volume		51,360,625		7.16M	21.12M	20.42M	2.67M



November 2021

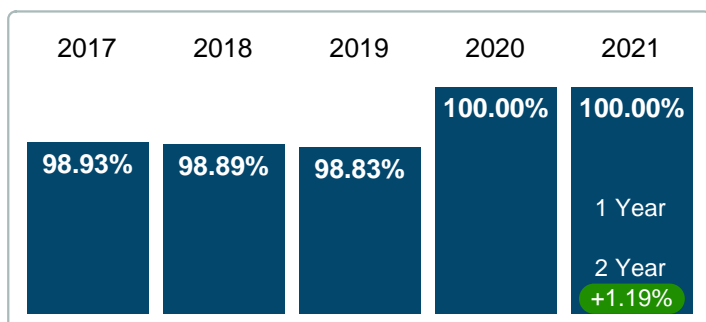
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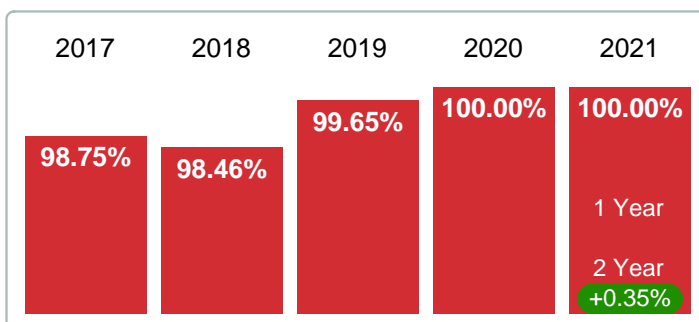
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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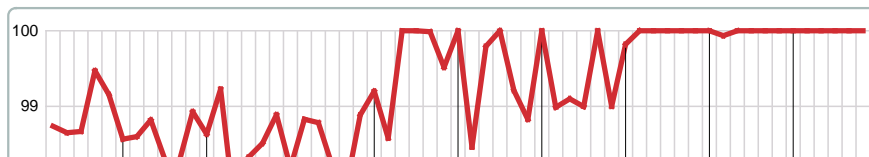
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 99.33%

High Nov 2021 100.00% Low Feb 2018 97.63%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr NOV average of **99.33%**

SEP 100.00%
OCT 100.00%
NOV 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
\$75,000 and less	17	8.95%	100.00%	97.49%	100.00%	100.00%	64.29%
\$75,001 - \$125,000	15	7.89%	100.00%	97.62%	100.00%	0.00%	0.00%
\$125,001 - \$200,000	40	21.05%	100.00%	100.00%	100.00%	100.00%	96.67%
\$200,001 - \$275,000	40	21.05%	100.00%	90.00%	100.04%	100.00%	0.00%
\$275,001 - \$350,000	35	18.42%	100.00%	100.00%	100.03%	100.00%	103.08%
\$350,001 - \$450,000	23	12.11%	100.00%	66.67%	100.00%	100.00%	0.00%
\$450,001 and up	20	10.53%	100.00%	96.67%	100.00%	100.00%	100.00%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	98.33%
Total Closed Units		190	100%	35	90	59	6
Total Closed Volume		51,360,625		7.16M	21.12M	20.42M	2.67M



November 2021

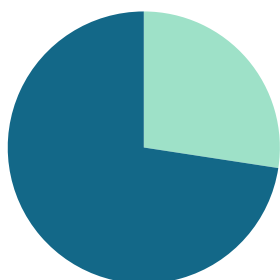
Area Delimited by County Of Rogers



MARKET SUMMARY

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

INVENTORY

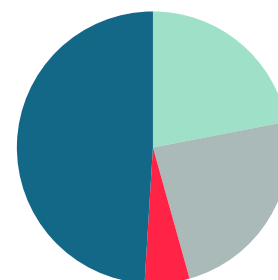


Inventory
 New Listings
227 = 27.42%
 Start Inventory
601
 Total Inventory Units
828
 Volume
\$264,743,147

Market Activity

Closed Sales
190 = 21.97%
 Pending Sales
205 = 23.70%
 Other Off Market
46 = 5.32%
 Active Inventory
424 = 49.02%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	158	190	20.25%	1,734	1,899	9.52%
Pending Sales	168	205	22.02%	1,881	2,007	6.70%
New Listings	196	227	15.82%	2,454	2,486	1.30%
Median List Price	193,450	244,450	26.36%	189,900	215,000	13.22%
Median Sale Price	193,950	245,000	26.32%	188,250	215,000	14.21%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Days on Market to Sale	11.00	8.00	-27.27%	15.00	6.00	-60.00%
Monthly Inventory	687	424	-38.28%	687	424	-38.28%
Months Supply of Inventory	4.39	2.42	-44.96%	4.39	2.42	-44.96%

Absorption: Last 12 months, an Average of **176** Sales/Month

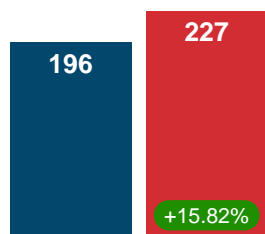
Inventory on November 30, 2021 = **424**

2020 **2021**

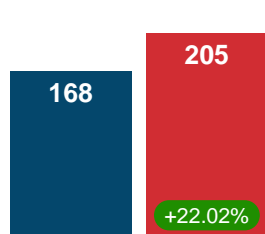
NOVEMBER MARKET

MEDIAN PRICES

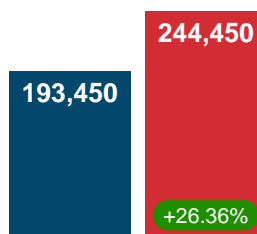
New Listings



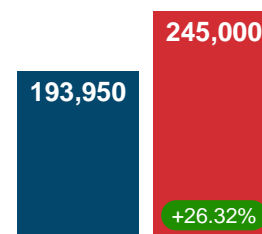
Pending Listings



List Price



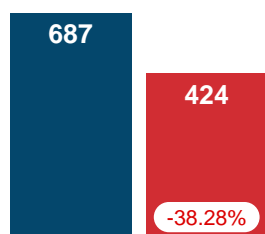
Sale Price



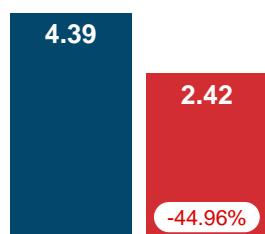
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

