

October 2021

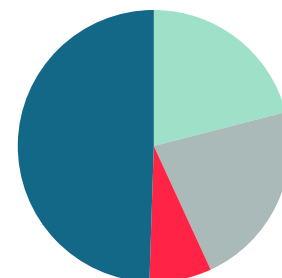
Area Delimited by County Of Rogers



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	October 2021	+/-%
Closed Listings	187	182	-2.67%
Pending Listings	198	192	-3.03%
New Listings	237	227	-4.22%
Average List Price	230,376	253,338	9.97%
Average Sale Price	224,140	250,139	11.60%
Average Percent of Selling Price to List Price	97.66%	99.07%	1.44%
Average Days on Market to Sale	27.49	22.52	-18.08%
End of Month Inventory	688	429	-37.65%
Months Supply of Inventory	4.40	2.48	-43.60%



■ Closed (20.99%)
■ Pending (22.15%)
■ Other OffMarket (7.38%)
■ Active (49.48%)

Absorption: Last 12 months, an Average of **173** Sales/Month
Active Inventory as of October 31, 2021 = **429**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2021 decreased **37.65%** to 429 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 **2.48** 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 **11.60%** in October 2021 to \$250,139 versus the previous year at \$224,140.

Average Days on Market Shortens

The average number of **22.52** days that homes spent on the market before selling decreased by 4.97 days or **18.08%** in October 2021 compared to last year's same month at **27.49** DOM.

Sales Success for October 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 227 New Listings in October 2021, down **4.22%** from last year at 237. Furthermore, there were 182 Closed Listings this month versus last year at 187, a **-2.67%** decrease.

Closed versus Listed trends yielded a **80.2%** ratio, up from previous year's, October 2020, at **78.9%**, a **1.61%** 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

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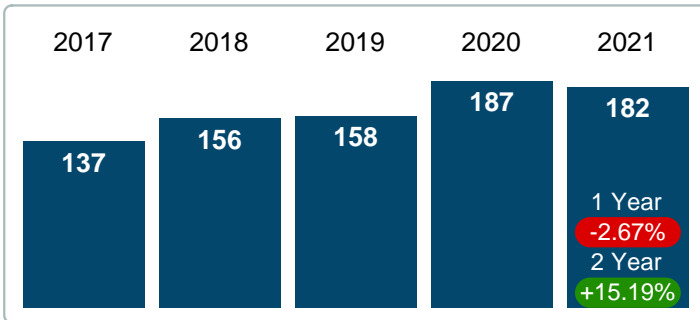
Area Delimited by County Of Rogers



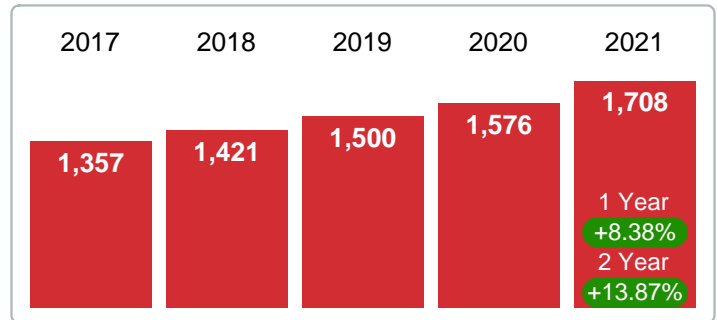
CLOSED LISTINGS

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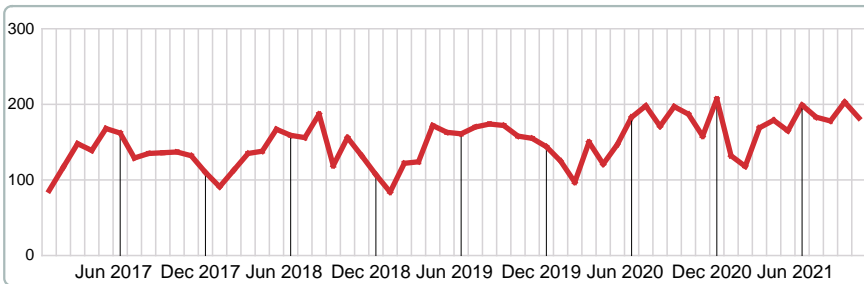
OCTOBER



YEAR TO DATE (YTD)

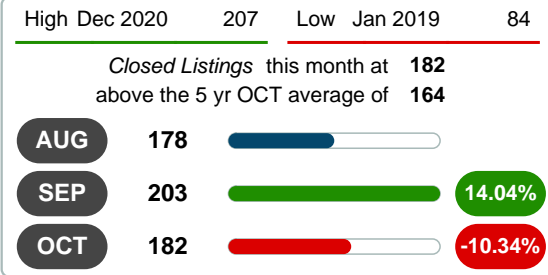


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 164



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	18	9.89%	35.2	8	8	2	0
\$50,001 - \$75,000	14	7.69%	19.6	14	0	0	0
\$75,001 - \$175,000	39	21.43%	23.7	19	17	3	0
\$175,001 - \$250,000	36	19.78%	11.6	1	28	6	1
\$250,001 - \$325,000	33	18.13%	16.2	3	14	16	0
\$325,001 - \$450,000	23	12.64%	18.4	1	12	9	1
\$450,001 and up	19	10.44%	46.9	0	3	8	8
Total Closed Units	182			46	82	44	10
Total Closed Volume	45,525,262	100%	22.5	4.69M	18.49M	16.86M	5.49M
Average Closed Price	\$250,139			\$101,868	\$225,474	\$383,215	\$548,900

October 2021



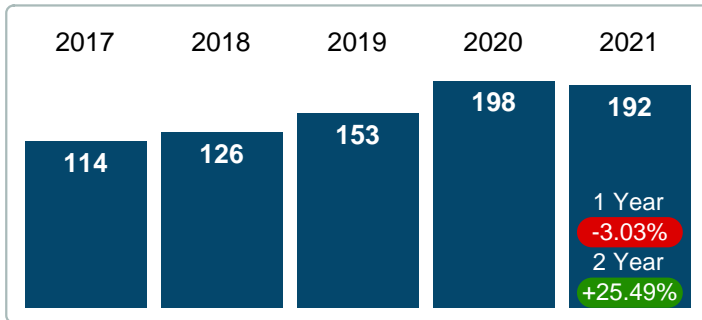
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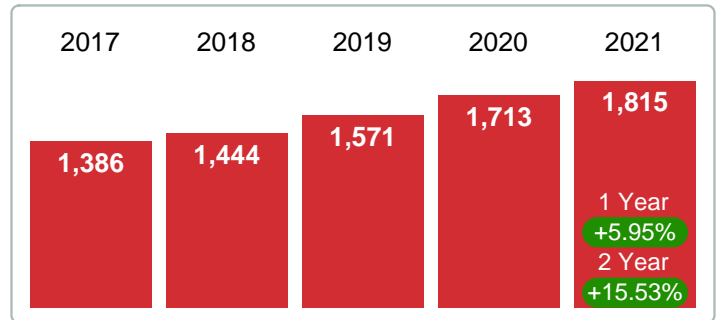
PENDING LISTINGS

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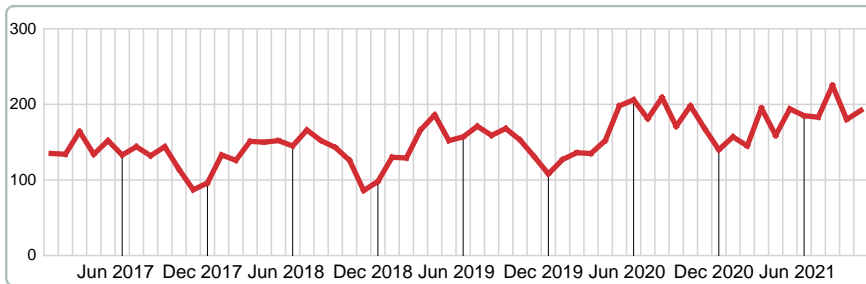
OCTOBER



YEAR TO DATE (YTD)

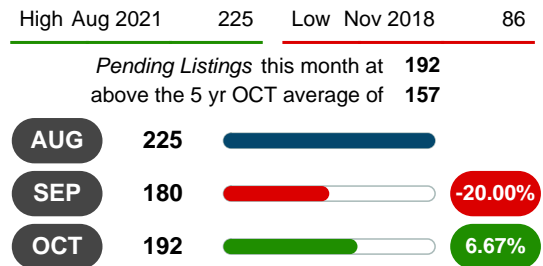


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 157



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range	%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	9.90%	35.4	12	5	1	1
\$70,001 - \$140,000	11.46%	24.6	11	11	0	0
\$140,001 - \$190,000	15.10%	29.8	6	19	3	1
\$190,001 - \$290,000	25.52%	24.0	2	33	14	0
\$290,001 - \$350,000	15.63%	16.6	2	15	12	1
\$350,001 - \$480,000	11.98%	37.6	0	9	14	0
\$480,001 and up	10.42%	54.7	2	1	15	2
Total Pending Units		192	35	93	59	5
Total Pending Volume		50,495,666	5.21M	21.18M	22.06M	2.04M
Average Listing Price		\$144,308	\$148,766	\$227,747	\$373,975	\$408,780

October 2021



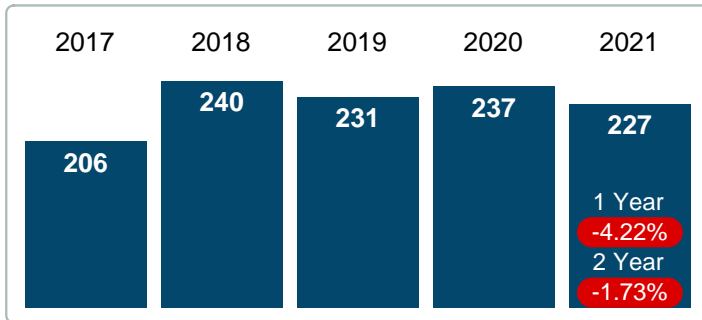
Area Delimited by County Of Rogers



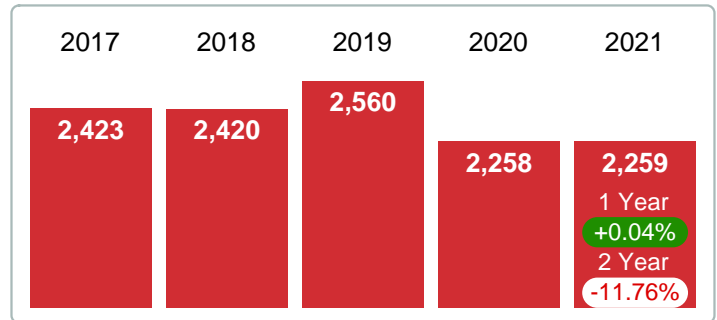
NEW LISTINGS

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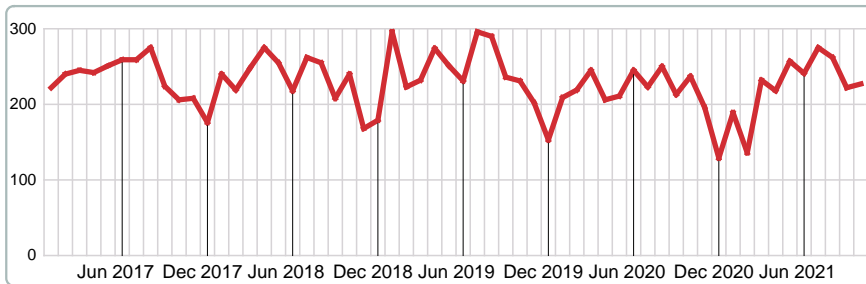
OCTOBER



YEAR TO DATE (YTD)

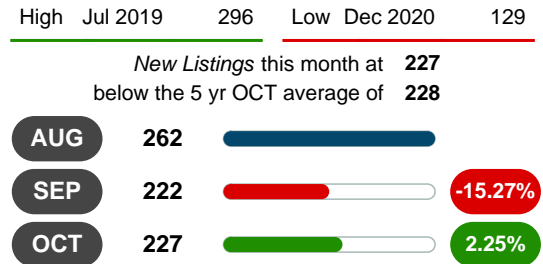


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 228



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	22	9.69%	13	8	1	0
\$50,001 - \$90,000	30	13.22%	25	5	0	0
\$90,001 - \$160,000	32	14.10%	11	15	5	1
\$160,001 - \$270,000	58	25.55%	5	38	15	0
\$270,001 - \$350,000	32	14.10%	1	16	13	2
\$350,001 - \$540,000	30	13.22%	3	12	14	1
\$540,001 and up	23	10.13%	5	3	11	4
Total New Listed Units	227		63	97	59	8
Total New Listed Volume	60,064,182		10.50M	23.88M	21.07M	4.61M
Average New Listed Listing Price	\$91,741		\$166,696	\$246,217	\$357,041	\$576,738

October 2021



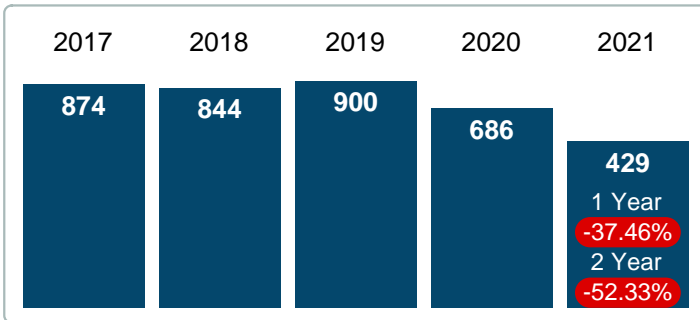
Area Delimited by County Of Rogers



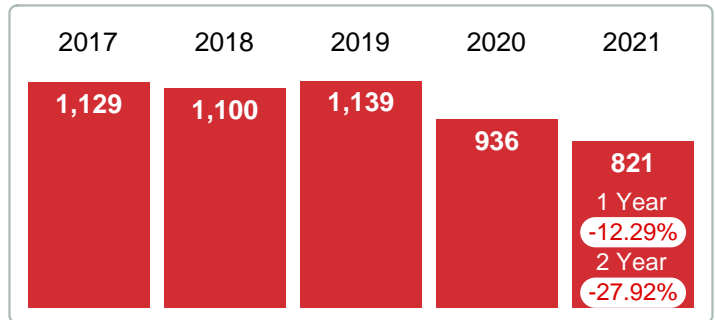
ACTIVE INVENTORY

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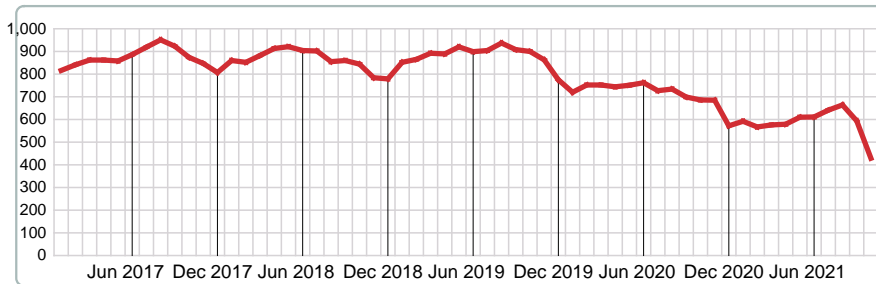
END OF OCTOBER



ACTIVE DURING OCTOBER

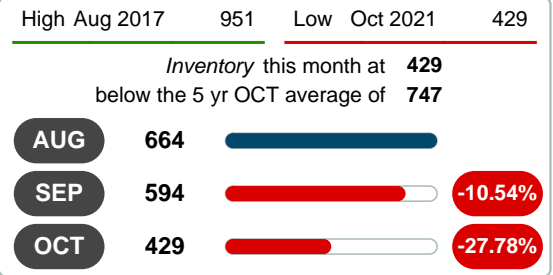


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 747



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	39	9.09%	148.5	35	3	1	0
\$50,001 - \$75,000	50	11.66%	113.1	46	3	0	1
\$75,001 - \$150,000	67	15.62%	74.0	48	17	2	0
\$150,001 - \$275,000	102	23.78%	64.7	38	45	19	0
\$275,001 - \$425,000	74	17.25%	66.1	23	30	18	3
\$425,001 - \$750,000	56	13.05%	78.1	12	11	28	5
\$750,001 and up	41	9.56%	114.7	20	4	9	8
Total Active Inventory by Units	429			222	113	77	17
Total Active Inventory by Volume	148,625,588	100%	86.2	61.02M	33.16M	38.91M	15.55M
Average Active Inventory Listing Price	\$346,447			\$274,851	\$293,421	\$505,274	\$914,465

October 2021



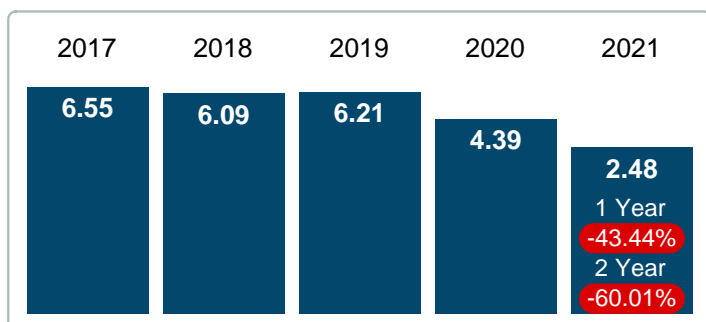
Area Delimited by County Of Rogers



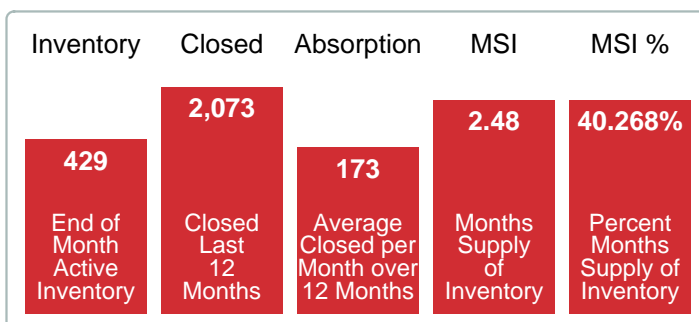
MONTHS SUPPLY of INVENTORY (MSI)

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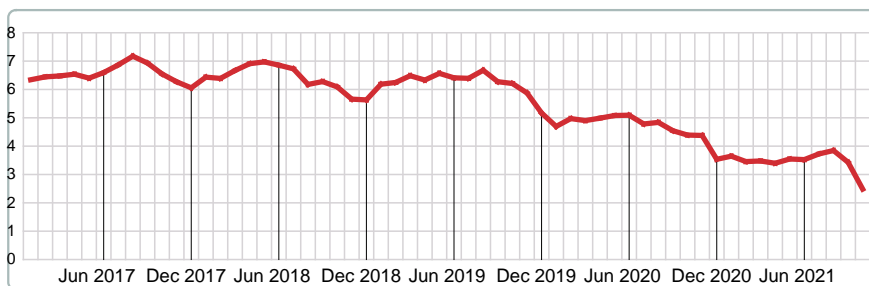
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2021



5 YEAR MARKET ACTIVITY TRENDS

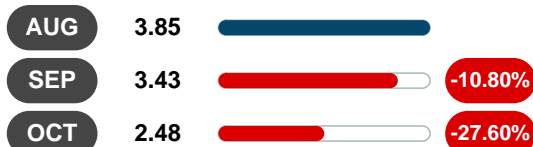


3 MONTHS

5 year OCT AVG = 5.14

High Aug 2017 7.17 Low Oct 2021 2.48

Months Supply this month at 2.48 below the 5 yr OCT average of 5.14



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	39	9.09%	2.40	3.18	0.84	0.67	0.00
\$50,001 - \$75,000	50	11.66%	7.59	8.90	2.12	0.00	0.00
\$75,001 - \$150,000	67	15.62%	2.72	5.49	1.21	1.09	0.00
\$150,001 - \$275,000	102	23.78%	1.44	9.70	0.95	1.04	0.00
\$275,001 - \$425,000	74	17.25%	2.12	15.33	2.16	1.07	1.13
\$425,001 - \$750,000	56	13.05%	3.36	11.08	4.40	3.08	1.25
\$750,001 and up	41	9.56%	13.67	48.00	24.00	6.75	7.38
Market Supply of Inventory (MSI)			2.48	6.97	1.36	1.58	1.91
Total Active Inventory by Units		100%	429	222	113	77	17

October 2021



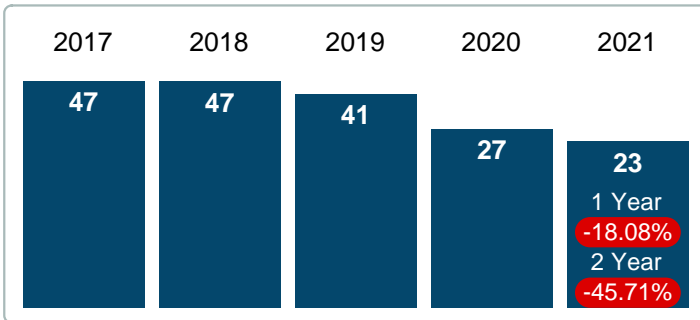
Area Delimited by County Of Rogers



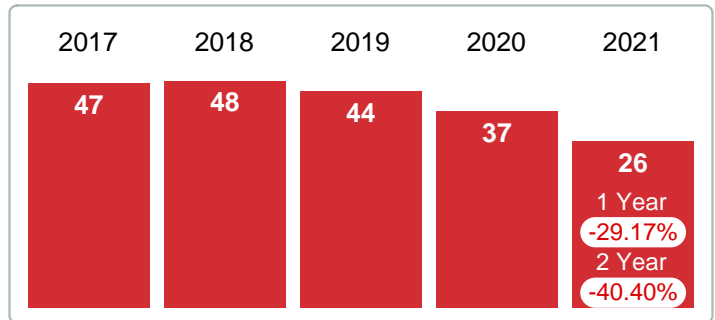
AVERAGE DAYS ON MARKET TO SALE

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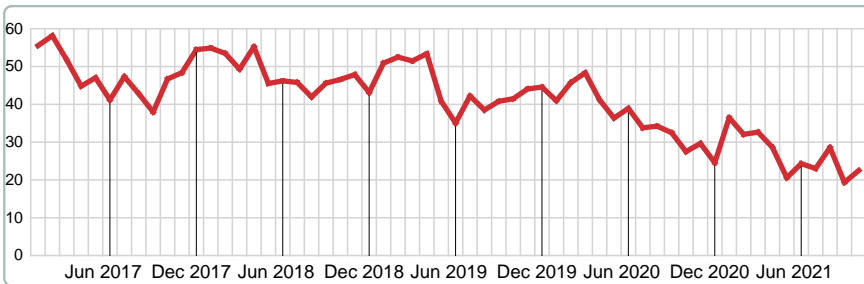
OCTOBER



YEAR TO DATE (YTD)

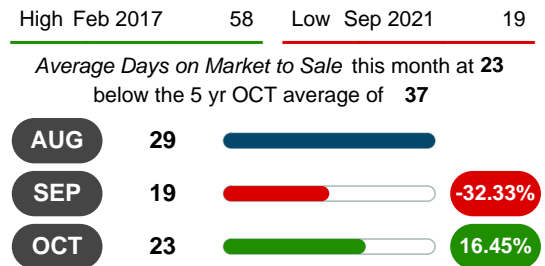


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 37



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
\$50,000 and less	9.89%	35	56	13	42	0
\$50,001 - \$75,000	7.69%	20	20	0	0	0
\$75,001 - \$175,000	21.43%	24	40	8	11	0
\$175,001 - \$250,000	19.78%	12	13	13	8	1
\$250,001 - \$325,000	18.13%	16	32	11	18	0
\$325,001 - \$450,000	12.64%	18	29	14	22	23
\$450,001 and up	10.44%	47	0	31	67	33
Average Closed DOM		23	35	12	27	28
Total Closed Units	100%	23	46	82	44	10
Total Closed Volume		45,525,262	4.69M	18.49M	16.86M	5.49M

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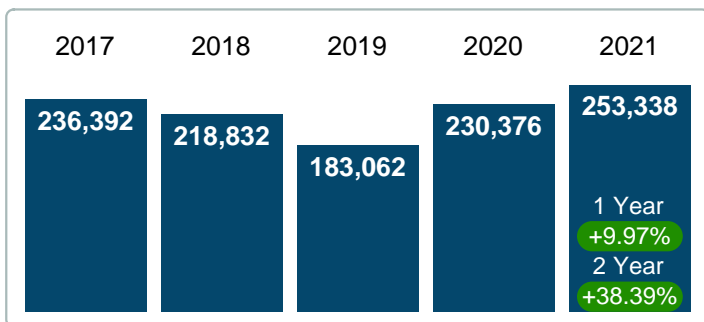
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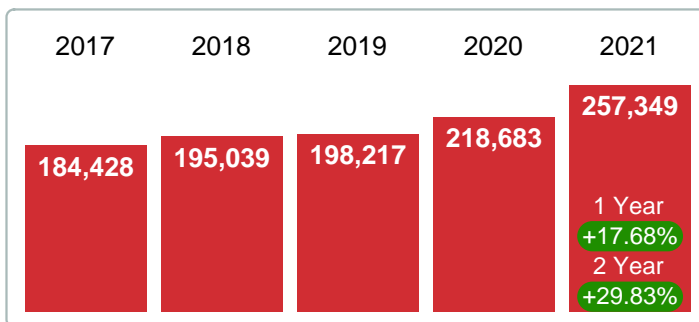
AVERAGE LIST PRICE AT CLOSING

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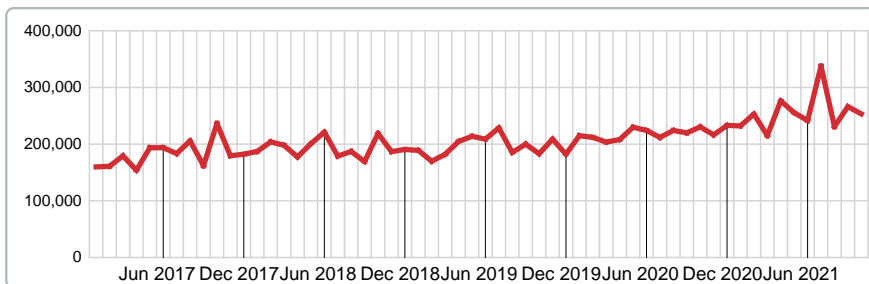
OCTOBER



YEAR TO DATE (YTD)

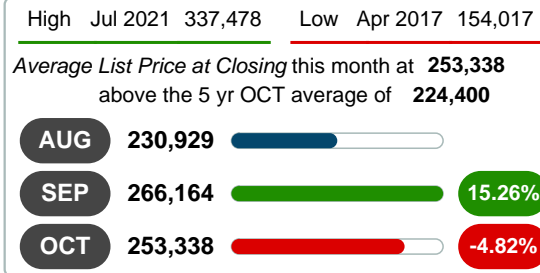


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 224,400



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		
\$50,000 and less	18	9.89%	19,257	41,481	1,385	1,850	0	
\$50,001 - \$75,000	13	7.14%	66,538	67,500	0	0	0	
\$75,001 - \$175,000	39	21.43%	127,490	111,411	149,807	142,500	0	
\$175,001 - \$250,000	38	20.88%	212,224	190,000	211,311	215,650	215,000	
\$250,001 - \$325,000	30	16.48%	281,383	310,833	280,221	283,807	0	
\$325,001 - \$450,000	25	13.74%	381,388	385,000	379,700	384,256	430,000	
\$450,001 and up	19	10.44%	730,688	0	507,392	930,263	614,850	
Average List Price		253,338		106,547	225,319	390,146	556,380	
Total Closed Units		182	100%	253,338	46	82	44	10
Total Closed Volume		46,107,526		4.90M	18.48M	17.17M	5.56M	

October 2021



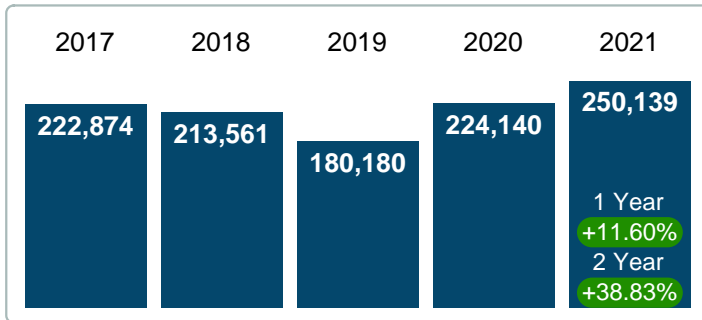
Area Delimited by County Of Rogers



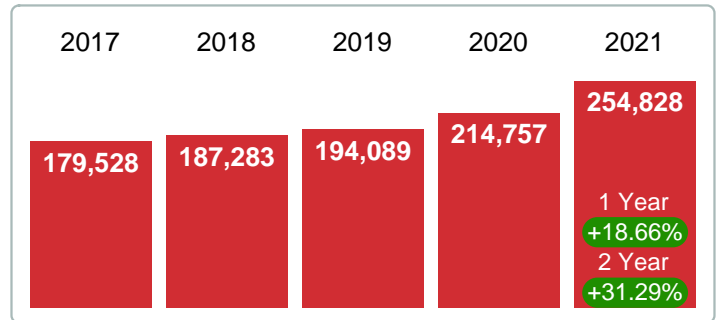
AVERAGE SOLD PRICE AT CLOSING

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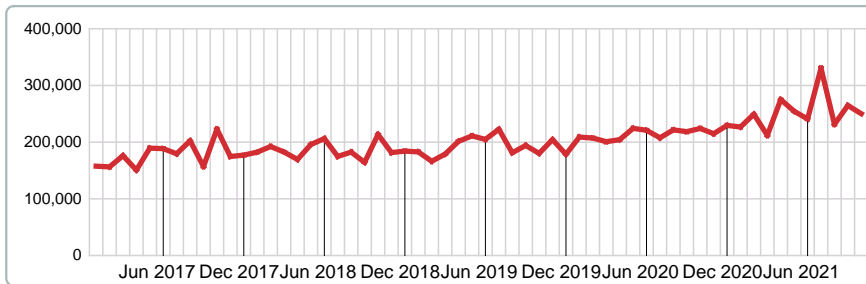
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

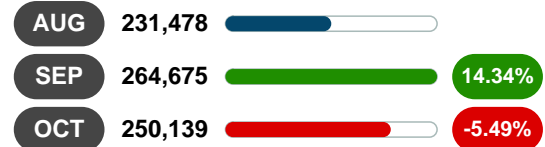


3 MONTHS

5 year OCT AVG = 218,179

High Jul 2021 330,416 Low Apr 2017 150,777

Average Sold Price at Closing this month at **250,139** above the 5 yr OCT average of **218,179**



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	
\$50,000 and less	18	9.89%	17,510	37,494	1,394	2,038	
\$50,001 - \$75,000	14	7.69%	66,786	66,786	0	0	
\$75,001 - \$175,000	39	21.43%	127,703	106,842	147,641	146,833	
\$175,001 - \$250,000	36	19.78%	212,403	190,000	211,736	220,317	
\$250,001 - \$325,000	33	18.13%	283,859	287,500	282,951	283,970	
\$325,001 - \$450,000	23	12.64%	382,355	368,460	379,975	382,889	
\$450,001 and up	19	10.44%	709,826	0	506,075	888,183	
Average Sold Price		250,139		101,868	225,474	383,215	548,900
Total Closed Units		182	100%	250,139	46	82	44
Total Closed Volume		45,525,262			4.69M	18.49M	16.86M

October 2021



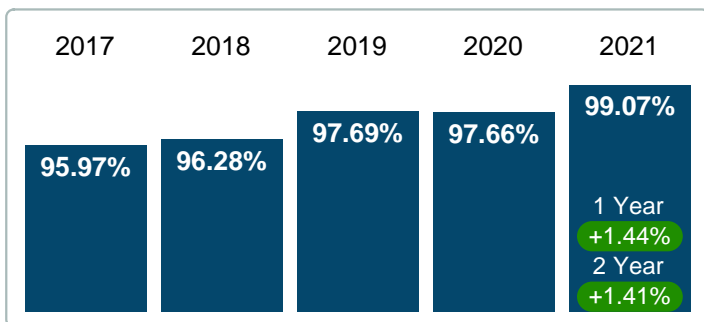
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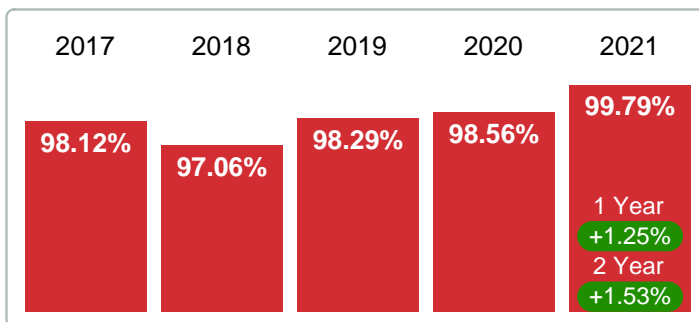
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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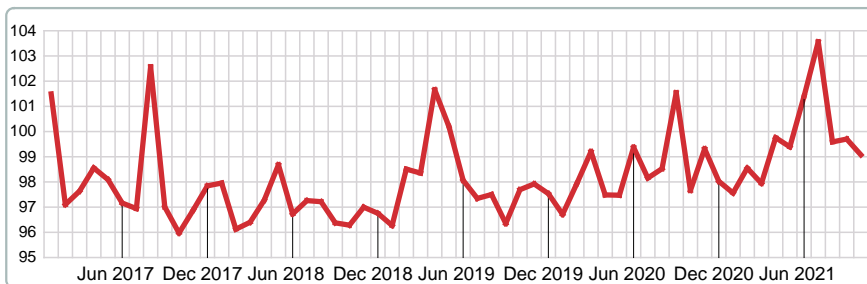
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

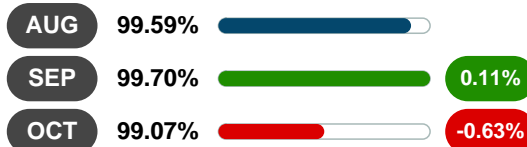


3 MONTHS

5 year OCT AVG = 97.34%

High Jul 2021 103.56% Low Oct 2017 95.97%

Average Sold/List Ratio this month at **99.07%**
above the 5 yr OCT average of **97.34%**



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
\$50,000 and less	18	9.89%	96.54%	89.27%	100.64%	109.26%	0.00%
\$50,001 - \$75,000	14	7.69%	99.08%	99.08%	0.00%	0.00%	0.00%
\$75,001 - \$175,000	39	21.43%	97.95%	96.52%	98.63%	103.11%	0.00%
\$175,001 - \$250,000	36	19.78%	100.50%	100.00%	100.31%	102.25%	95.81%
\$250,001 - \$325,000	33	18.13%	99.93%	93.95%	101.02%	100.09%	0.00%
\$325,001 - \$450,000	23	12.64%	99.75%	95.70%	100.26%	99.74%	97.67%
\$450,001 and up	19	10.44%	98.79%	0.00%	99.88%	97.98%	99.19%
Average Sold/List Ratio		99.10%		95.93%	100.09%	100.55%	98.70%
Total Closed Units	182	100%	99.10%	46	82	44	10
Total Closed Volume	45,525,262			4.69M	18.49M	16.86M	5.49M

October 2021

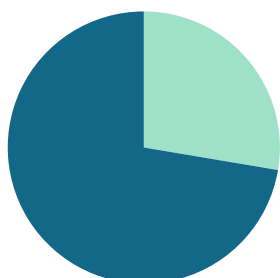
Area Delimited by County Of Rogers



MARKET SUMMARY

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

INVENTORY

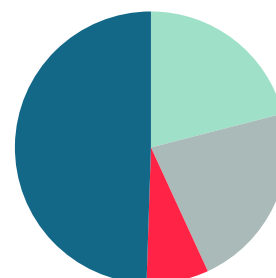


Inventory
 New Listings
227 = 27.65%
 Start Inventory
594
 Total Inventory Units
821
 Volume
\$266,114,463

Market Activity

Closed Sales
182 = 20.99%
 Pending Sales
192 = 22.15%
 Other Off Market
64 = 7.38%
 Active Inventory
429 = 49.48%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	187	182	-2.67%	1,576	1,708	8.38%
Pending Sales	198	192	-3.03%	1,713	1,815	5.95%
New Listings	237	227	-4.22%	2,258	2,259	0.04%
Average List Price	230,376	253,338	9.97%	218,683	257,349	17.68%
Average Sale Price	224,140	250,139	11.60%	214,757	254,828	18.66%
Average Percent of Selling Price to List Price	97.66%	99.07%	1.44%	98.56%	99.79%	1.25%
Average Days on Market to Sale	27.49	22.52	-18.08%	37.02	26.22	-29.17%
Monthly Inventory	688	429	-37.65%	688	429	-37.65%
Months Supply of Inventory	4.40	2.48	-43.60%	4.40	2.48	-43.60%

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

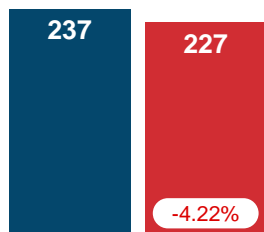
Inventory on October 31, 2021 = **429**

2020 **2021**

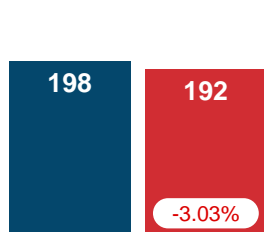
OCTOBER MARKET

AVERAGE PRICES

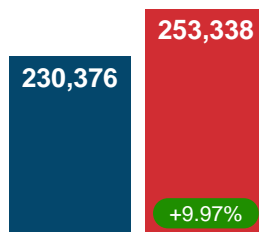
New Listings



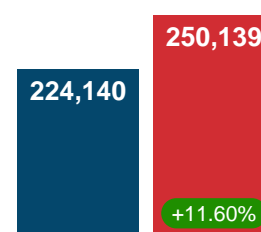
Pending Listings



List Price



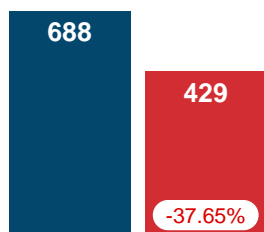
Sale Price



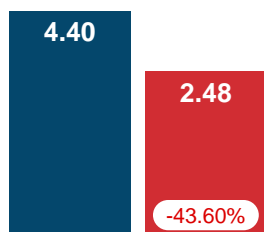
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

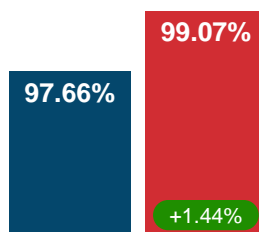
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

