

January 2022

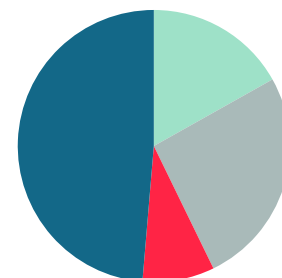
Area Delimited by County Of Rogers



MONTHLY INVENTORY ANALYSIS

Report produced on Feb 11, 2022 for MLS Technology Inc.

Compared Metrics	2021	January 2022	+/-%
Closed Listings	132	132	0.00%
Pending Listings	157	203	29.30%
New Listings	189	236	24.87%
Average List Price	232,245	284,880	22.66%
Average Sale Price	226,710	280,461	23.71%
Average Percent of Selling Price to List Price	97.56%	98.89%	1.36%
Average Days on Market to Sale	36.45	30.02	-17.64%
End of Month Inventory	598	381	-36.29%
Months Supply of Inventory	3.68	2.18	-40.81%



■ Closed (16.86%)
■ Pending (25.93%)
■ Other OffMarket (8.56%)
■ Active (48.66%)

Absorption: Last 12 months, an Average of **175** Sales/Month
Active Inventory as of January 31, 2022 = **381**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2022 decreased **36.29%** to 381 existing homes available for sale. Over the last 12 months this area has had an average of 175 closed sales per month. This represents an unsold inventory index of **2.18** 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 **23.71%** in January 2022 to \$280,461 versus the previous year at \$226,710.

Average Days on Market Shortens

The average number of **30.02** days that homes spent on the market before selling decreased by 6.43 days or **17.64%** in January 2022 compared to last year's same month at **36.45** DOM.

Sales Success for January 2022 is Positive

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

There were 236 New Listings in January 2022, up **24.87%** from last year at 189. Furthermore, there were 132 Closed Listings this month versus last year at 132, a **0.00%** decrease.

Closed versus Listed trends yielded a **55.9%** ratio, down from previous year's, January 2021, at **69.8%**, a **19.92%** downswing. 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

January 2022

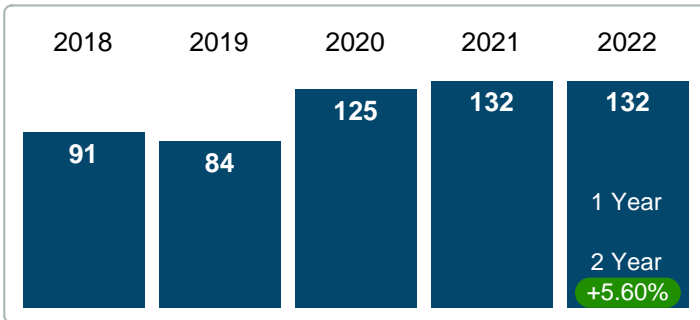
Area Delimited by County Of Rogers



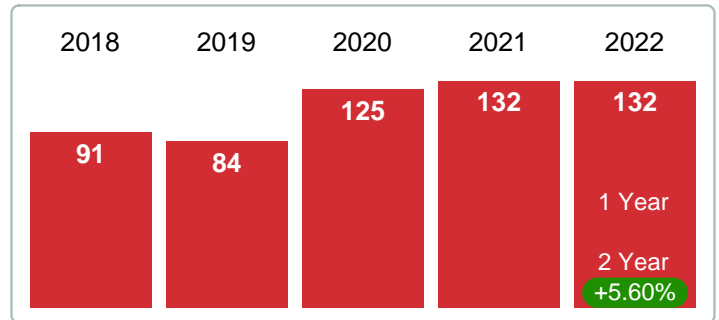
CLOSED LISTINGS

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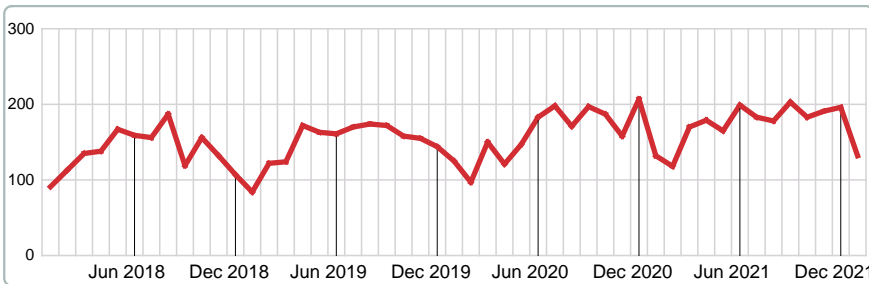
JANUARY



YEAR TO DATE (YTD)

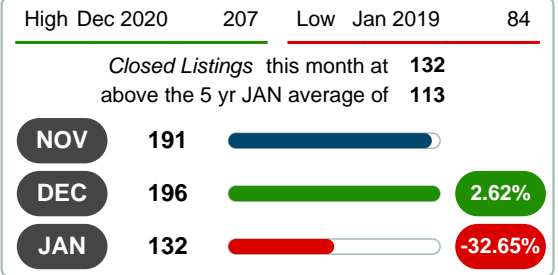


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN 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	14	10.61%	30.6	8	5	1	0
\$75,001 - \$125,000	12	9.09%	61.2	6	5	1	0
\$125,001 - \$200,000	25	18.94%	35.2	5	17	3	0
\$200,001 - \$250,000	25	18.94%	24.1	2	19	4	0
\$250,001 - \$350,000	25	18.94%	22.2	2	14	9	0
\$350,001 - \$525,000	17	12.88%	10.2	0	8	9	0
\$525,001 and up	14	10.61%	42.1	1	1	8	4
Total Closed Units	132			24	69	35	4
Total Closed Volume	37,020,797	100%	30.0	3.75M	15.38M	13.67M	4.23M
Average Closed Price	\$280,461			\$156,158	\$222,835	\$390,568	\$1,056,875

January 2022



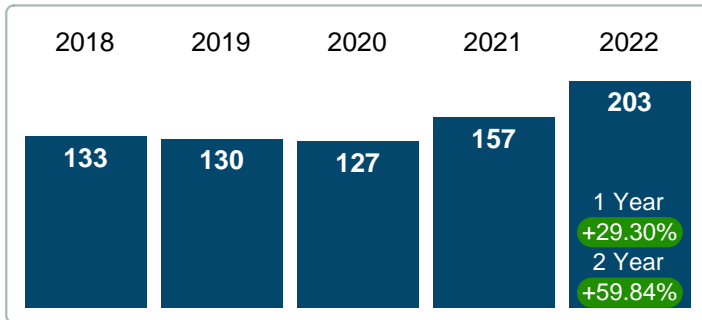
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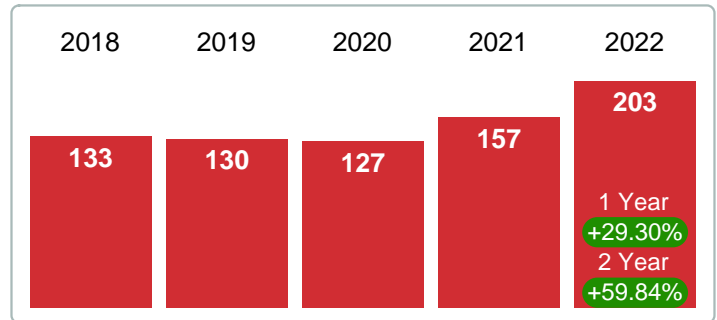
PENDING LISTINGS

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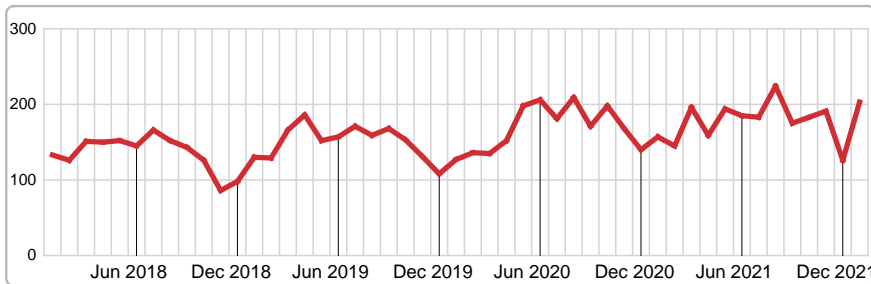
JANUARY



YEAR TO DATE (YTD)

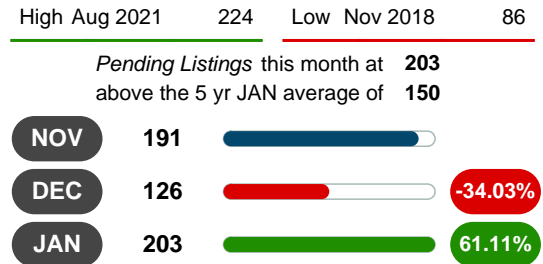


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 150



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	13	6.40%	38.1	9	4	0	0
\$50,001 - \$125,000	25	12.32%	73.7	23	2	0	0
\$125,001 - \$175,000	26	12.81%	26.1	5	17	4	0
\$175,001 - \$275,000	60	29.56%	26.4	8	35	16	1
\$275,001 - \$375,000	30	14.78%	31.2	1	17	11	1
\$375,001 - \$450,000	25	12.32%	43.1	1	12	11	1
\$450,001 and up	24	11.82%	40.8	1	2	19	2
Total Pending Units	203			48	89	61	5
Total Pending Volume	53,721,360	100%	27.2	6.22M	22.41M	22.73M	2.36M
Average Listing Price	\$200,725			\$129,535	\$251,825	\$372,685	\$471,487

January 2022



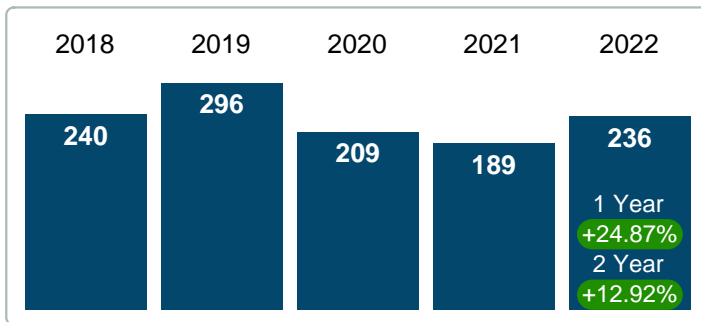
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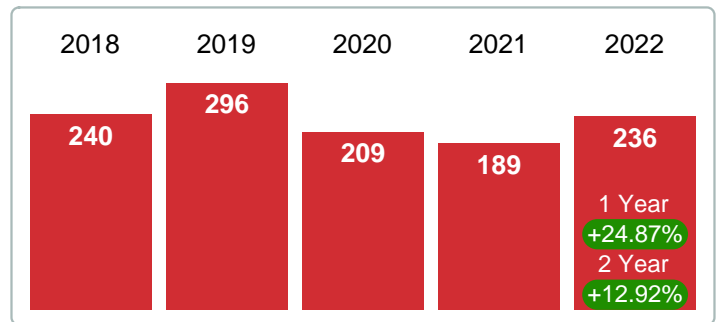
NEW LISTINGS

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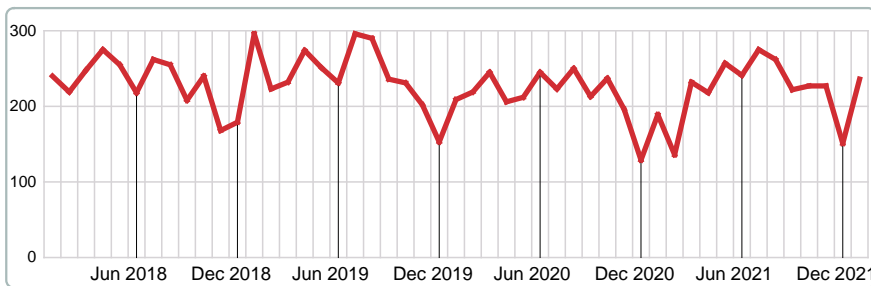
JANUARY



YEAR TO DATE (YTD)

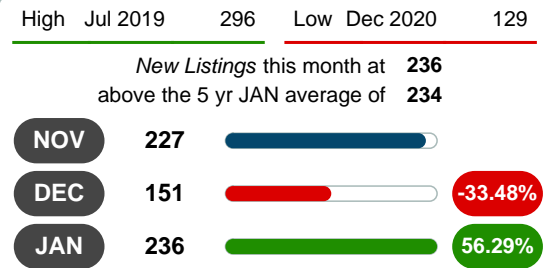


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 234



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	5	2.12%	2	2	1	0
\$25,001 - \$125,000	42	17.80%	41	1	0	0
\$125,001 - \$175,000	29	12.29%	9	14	6	0
\$175,001 - \$325,000	69	29.24%	9	43	16	1
\$325,001 - \$425,000	35	14.83%	0	26	7	2
\$425,001 - \$525,000	31	13.14%	1	12	17	1
\$525,001 and up	25	10.59%	6	3	12	4
Total New Listed Units	236		68	101	59	8
Total New Listed Volume	70,076,116	100%	10.99M	30.73M	24.29M	4.07M
Average New Listed Listing Price	\$224,780		\$161,575	\$304,267	\$411,737	\$508,192

January 2022



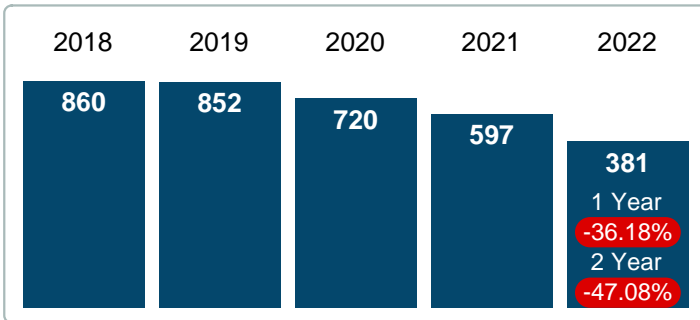
Area Delimited by County Of Rogers



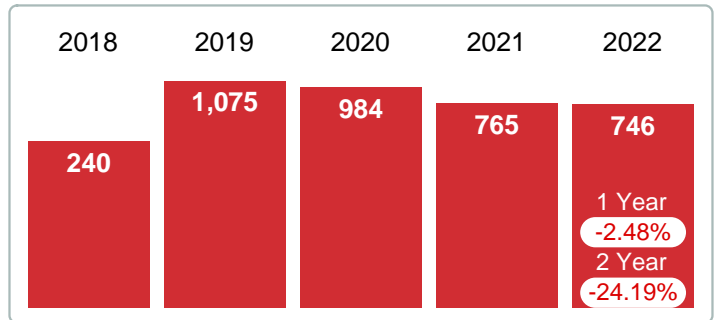
ACTIVE INVENTORY

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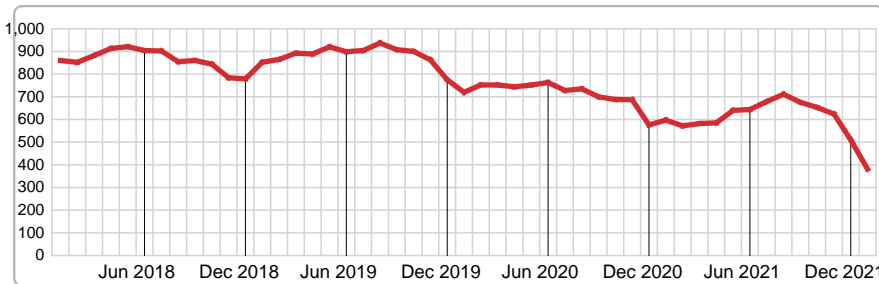
END OF JANUARY



ACTIVE DURING JANUARY

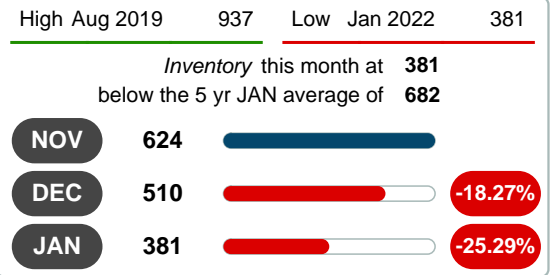


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 682



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	14	3.67%	52.3	7	5	2	0
\$25,001 - \$75,000	71	18.64%	112.9	70	1	0	0
\$75,001 - \$150,000	61	16.01%	83.4	50	9	2	0
\$150,001 - \$300,000	95	24.93%	65.1	46	40	8	1
\$300,001 - \$450,000	57	14.96%	65.6	14	26	14	3
\$450,001 - \$775,000	44	11.55%	63.3	13	6	20	5
\$775,001 and up	39	10.24%	112.5	21	3	8	7
Total Active Inventory by Units	381			221	90	54	16
Total Active Inventory by Volume	128,200,984	100%	81.2	58.91M	27.44M	28.48M	13.37M
Average Active Inventory Listing Price	\$336,486			\$266,550	\$304,914	\$527,367	\$835,838

January 2022



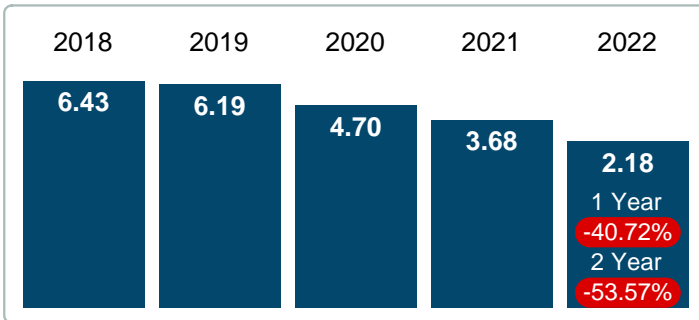
Area Delimited by County Of Rogers



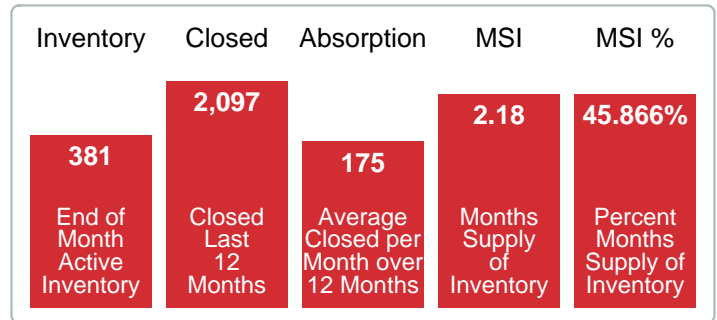
MONTHS SUPPLY of INVENTORY (MSI)

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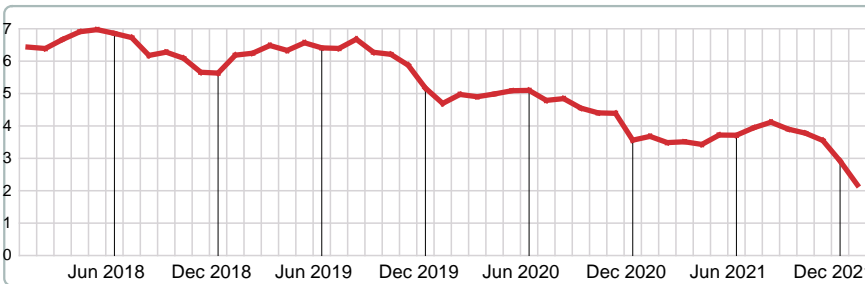
MSI FOR JANUARY



INDICATORS FOR JANUARY 2022

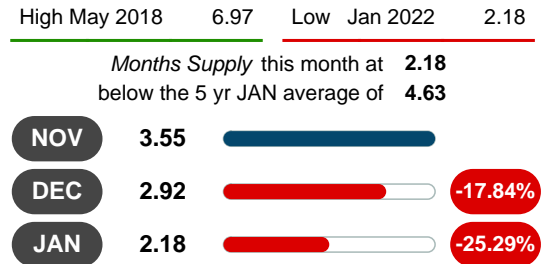


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 4.63



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	14	3.67%	1.71	2.10	1.58	1.26	0.00
\$25,001 - \$75,000	71	18.64%	5.07	5.87	0.52	0.00	0.00
\$75,001 - \$150,000	61	16.01%	2.43	4.96	0.68	1.20	0.00
\$150,001 - \$300,000	95	24.93%	1.22	9.05	0.77	0.41	0.92
\$300,001 - \$450,000	57	14.96%	1.79	11.20	2.17	0.83	1.71
\$450,001 - \$775,000	44	11.55%	3.00	17.33	3.27	2.40	1.33
\$775,001 and up	39	10.24%	12.00	36.00	36.00	6.86	4.94
Market Supply of Inventory (MSI)			2.18	6.70	1.07	1.10	1.90
Total Active Inventory by Units		100%	2.18	221	90	54	16

January 2022



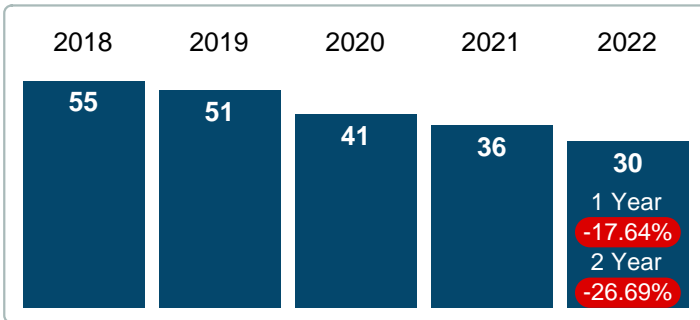
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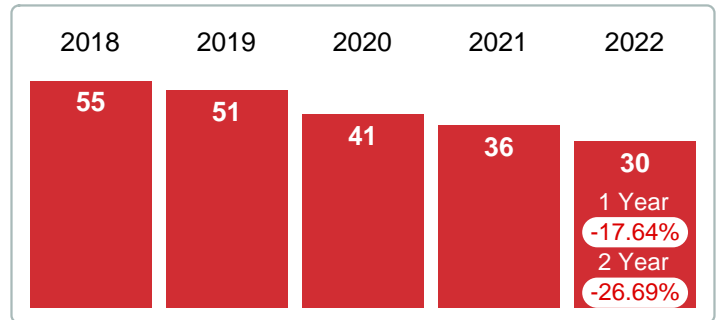
AVERAGE DAYS ON MARKET TO SALE

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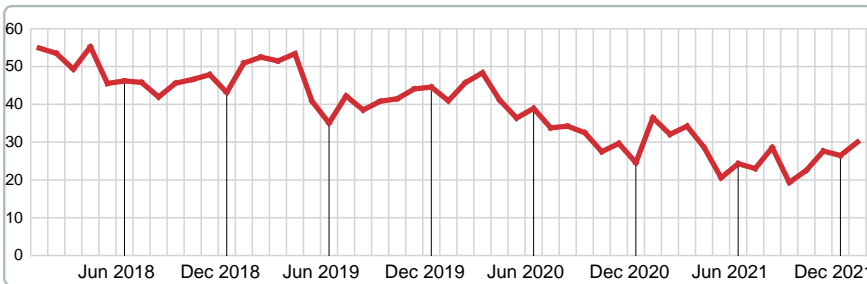
JANUARY



YEAR TO DATE (YTD)

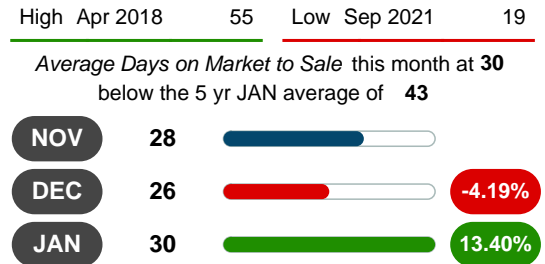


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 43



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	10.61%	31	32	35	2	0
\$75,001 - \$125,000	9.09%	61	92	27	46	0
\$125,001 - \$200,000	18.94%	35	103	8	74	0
\$200,001 - \$250,000	18.94%	24	131	16	8	0
\$250,001 - \$350,000	18.94%	22	66	23	11	0
\$350,001 - \$525,000	12.88%	10	0	10	11	0
\$525,001 and up	10.61%	42	79	9	52	21
Average Closed DOM		30	75	17	26	21
Total Closed Units	100%	30	24	69	35	4
Total Closed Volume		37,020,797	3.75M	15.38M	13.67M	4.23M

January 2022

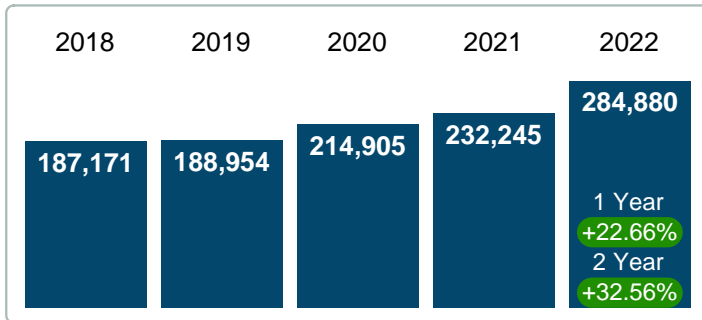
Area Delimited by County Of Rogers



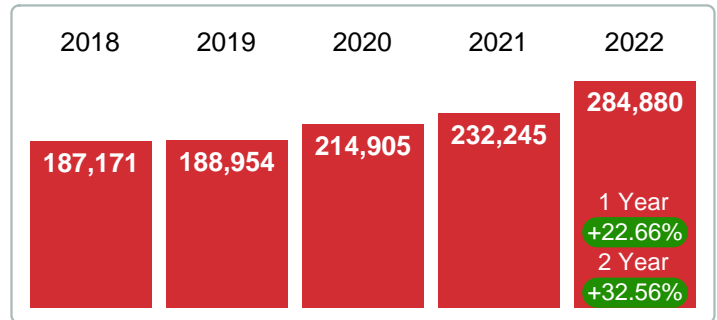
AVERAGE LIST PRICE AT CLOSING

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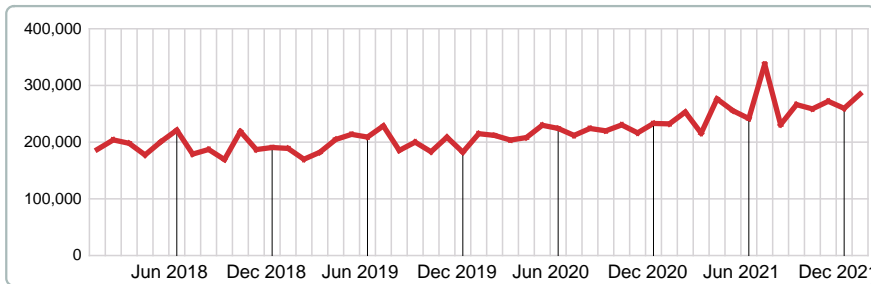
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

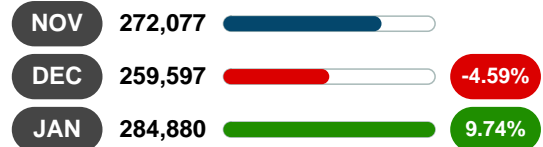


3 MONTHS

5 year JAN AVG = 221,631

High Jul 2021 337,478 Low Sep 2018 169,308

Average List Price at Closing this month at **284,880**
above the 5 yr JAN average of **221,631**



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	14	10.61%	33,721	53,100	9,129	1,645	
\$75,001 - \$125,000	10	7.58%	109,220	111,533	111,580	130,000	
\$125,001 - \$200,000	27	20.45%	161,700	166,480	161,335	188,333	
\$200,001 - \$250,000	25	18.94%	225,692	237,450	224,516	223,375	
\$250,001 - \$350,000	25	18.94%	297,687	294,900	292,025	304,835	
\$350,001 - \$525,000	17	12.88%	387,798	0	375,458	397,600	
\$525,001 and up	14	10.61%	856,929	1,064,000	589,000	734,250, 1,117,500	
Average List Price		284,880		168,963	221,639	393,887	1,117,500
Total Closed Units		132	100%	24	69	35	4
Total Closed Volume		37,604,222		4.06M	15.29M	13.79M	4.47M

January 2022

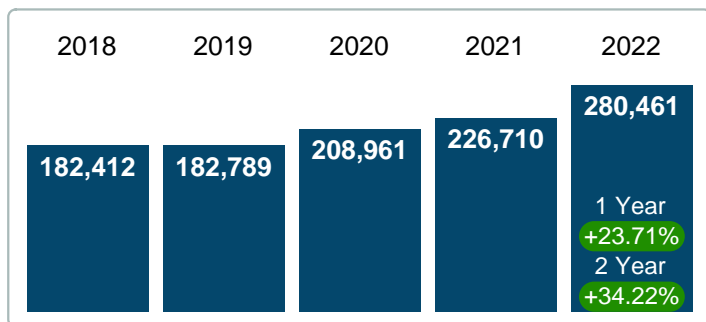
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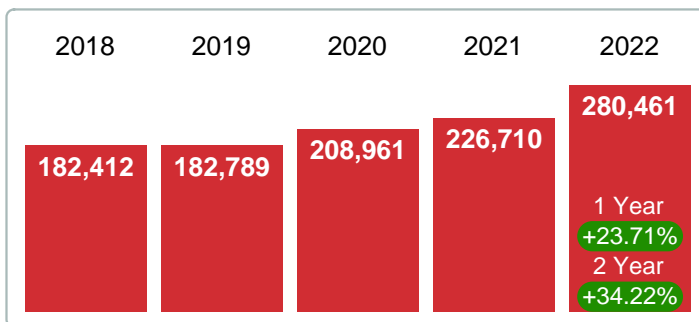
AVERAGE SOLD PRICE AT CLOSING

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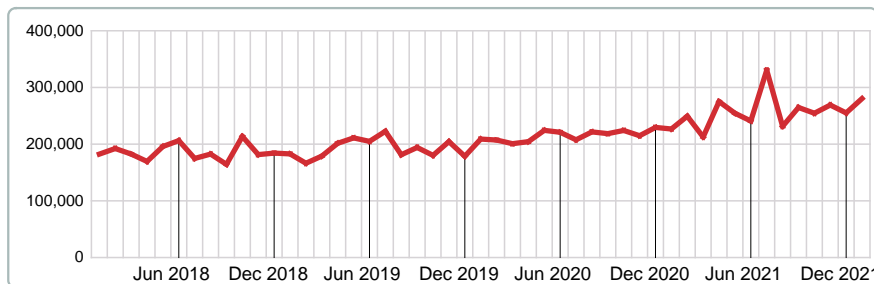
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

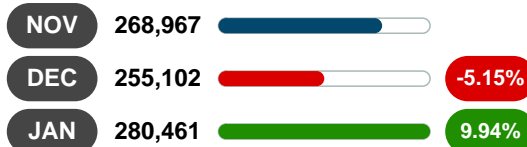


3 MONTHS

5 year JAN AVG = 216,266

High Jul 2021 330,416 Low Sep 2018 164,362

Average Sold Price at Closing this month at **280,461** above the 5 yr JAN average of **216,266**



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	10.61%	31,949	50,300	8,649	1,645	0
\$75,001 - \$125,000	9.09%	106,125	101,750	108,600	120,000	0
\$125,001 - \$200,000	18.94%	162,974	160,000	159,888	185,417	0
\$200,001 - \$250,000	18.94%	225,740	240,000	224,447	224,750	0
\$250,001 - \$350,000	18.94%	297,154	277,450	295,486	304,126	0
\$350,001 - \$525,000	12.88%	395,283	0	388,747	401,092	0
\$525,001 and up	10.61%	816,679	900,000	560,000	718,250	1,056,875
Average Sold Price		280,461	156,158	222,835	390,568	1,056,875
Total Closed Units	100%	280,461	24	69	35	4
Total Closed Volume		37,020,797	3.75M	15.38M	13.67M	4.23M

January 2022



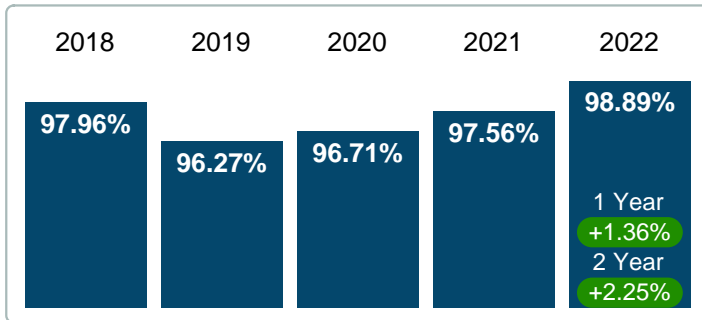
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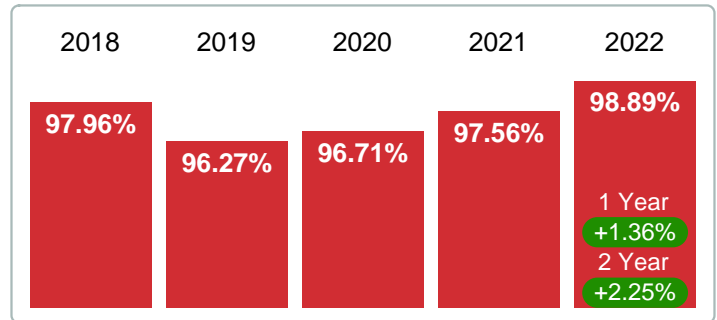
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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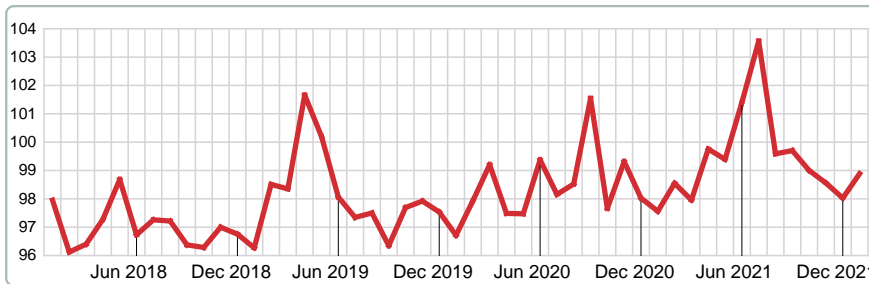
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

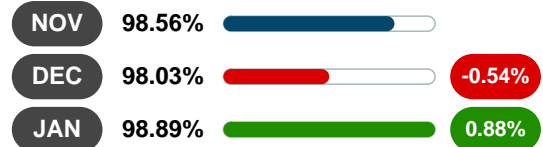


3 MONTHS

5 year JAN AVG = 97.48%

High Jul 2021 103.56% Low Feb 2018 96.13%

Average Sold/List Ratio this month at **98.89%**
above the 5 yr JAN average of **97.48%**



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	14	10.61%	96.71%	94.99%	98.80%	100.00%	0.00%
\$75,001 - \$125,000	12	9.09%	94.06%	91.31%	97.71%	92.31%	0.00%
\$125,001 - \$200,000	25	18.94%	98.82%	97.19%	99.34%	98.56%	0.00%
\$200,001 - \$250,000	25	18.94%	100.44%	102.98%	100.11%	100.73%	0.00%
\$250,001 - \$350,000	25	18.94%	100.15%	94.12%	101.29%	99.71%	0.00%
\$350,001 - \$525,000	17	12.88%	102.16%	0.00%	103.47%	101.00%	0.00%
\$525,001 and up	14	10.61%	96.34%	84.59%	95.08%	97.96%	96.34%
Average Sold/List Ratio		98.90%		94.69%	100.21%	99.46%	96.34%
Total Closed Units		132	100%	24	69	35	4
Total Closed Volume		37,020,797		3.75M	15.38M	13.67M	4.23M

January 2022

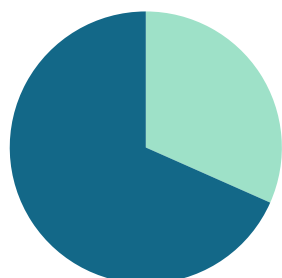
Area Delimited by County Of Rogers



MARKET SUMMARY

Report produced on Feb 11, 2022 for MLS Technology Inc.

INVENTORY

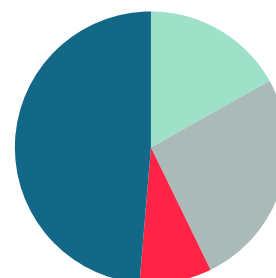


Inventory
 New Listings
236 = 31.64%
 Start Inventory
510
 Total Inventory Units
746
 Volume
\$233,729,527

Market Activity

Closed Sales
132 = 16.86%
 Pending Sales
203 = 25.93%
 Other Off Market
67 = 8.56%
 Active Inventory
381 = 48.66%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	132	132	0.00%	132	132	0.00%
Pending Sales	157	203	29.30%	157	203	29.30%
New Listings	189	236	24.87%	189	236	24.87%
Average List Price	232,245	284,880	22.66%	232,245	284,880	22.66%
Average Sale Price	226,710	280,461	23.71%	226,710	280,461	23.71%
Average Percent of Selling Price to List Price	97.56%	98.89%	1.36%	97.56%	98.89%	1.36%
Average Days on Market to Sale	36.45	30.02	-17.64%	36.45	30.02	-17.64%
Monthly Inventory	598	381	-36.29%	598	381	-36.29%
Months Supply of Inventory	3.68	2.18	-40.81%	3.68	2.18	-40.81%

Absorption: Last 12 months, an Average of **175** Sales/Month

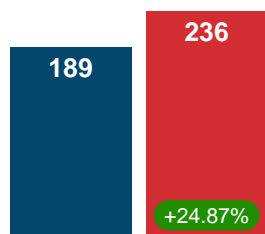
Inventory on January 31, 2022 = **381**

2021 **2022**

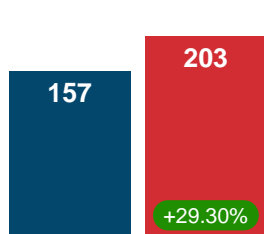
JANUARY MARKET

AVERAGE PRICES

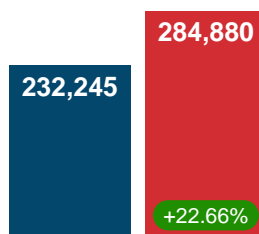
New Listings



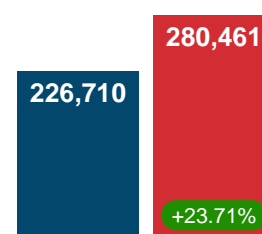
Pending Listings



List Price



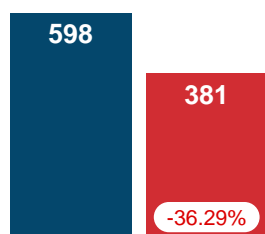
Sale Price



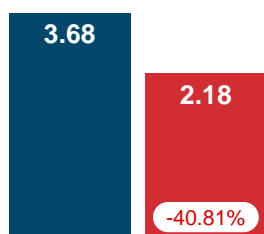
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

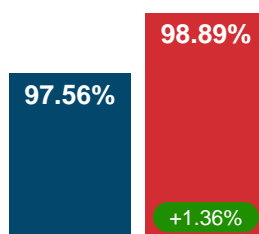
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

