



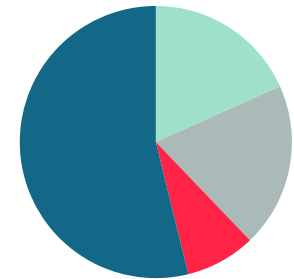
Area Delimited by County Of Rogers - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2021	2022	+/-%
Closed Listings	157	88	-43.95%
Pending Listings	99	94	-5.05%
New Listings	101	108	6.93%
Average List Price	284,940	303,681	6.58%
Average Sale Price	281,443	308,401	9.58%
Average Percent of Selling Price to List Price	98.79%	106.20%	7.50%
Average Days on Market to Sale	22.90	25.23	10.17%
End of Month Inventory	340	259	-23.82%
Months Supply of Inventory	2.34	2.05	-12.40%



■ Closed (18.30%)  
■ Pending (19.54%)  
■ Other OffMarket (8.32%)  
■ Active (53.85%)

**Absorption:** Last 12 months, an Average of **126** Sales/Month  
**Active Inventory** as of December 31, 2022 = **259**

### Analysis Wrap-Up

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

The total housing inventory at the end of December 2022 decreased **23.82%** to 259 existing homes available for sale. Over the last 12 months this area has had an average of 126 closed sales per month. This represents an unsold inventory index of **2.05** 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 **9.58%** in December 2022 to \$308,401 versus the previous year at \$281,443.

#### Average Days on Market Lengthens

The average number of **25.23** days that homes spent on the market before selling increased by 2.33 days or **10.17%** in December 2022 compared to last year's same month at **22.90** DOM.

#### Sales Success for December 2022 is Positive

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

There were 108 New Listings in December 2022, up **6.93%** from last year at 101. Furthermore, there were 88 Closed Listings this month versus last year at 157, a **-43.95%** decrease.

Closed versus Listed trends yielded a **81.5%** ratio, down from previous year's, December 2021, at **155.4%**, a **47.58%** 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

<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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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

# December 2022



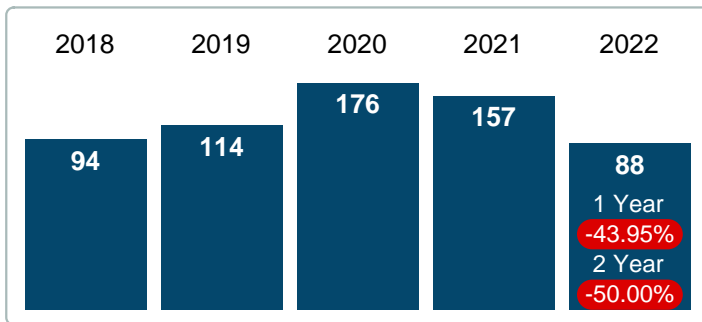
Area Delimited by County Of Rogers - Residential Property Type



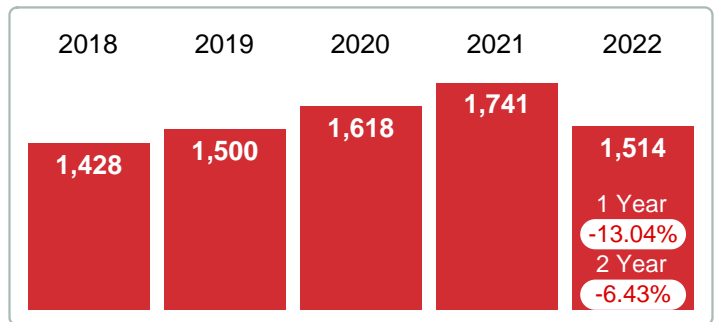
## CLOSED LISTINGS

Report produced on Jan 11, 2023 for MLS Technology Inc.

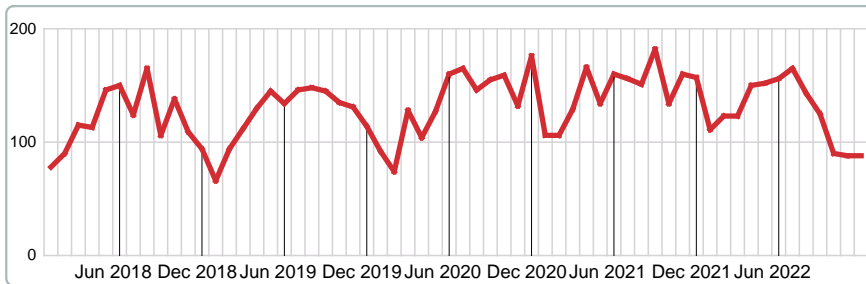
### DECEMBER



### YEAR TO DATE (YTD)

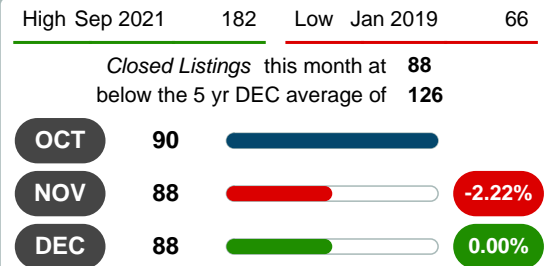


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 126



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	8	9.09%	34.8	3	4	0	1
\$150,001 - \$175,000	8	9.09%	44.6	1	7	0	0
\$175,001 - \$200,000	9	10.23%	25.3	0	8	1	0
\$200,001 - \$300,000	27	30.68%	21.2	4	15	6	2
\$300,001 - \$400,000	14	15.91%	25.8	0	4	9	1
\$400,001 - \$525,000	14	15.91%	27.7	0	6	8	0
\$525,001 and up	8	9.09%	4.4	0	1	5	2
<b>Total Closed Units</b>	<b>88</b>			<b>8</b>	<b>45</b>	<b>29</b>	<b>6</b>
<b>Total Closed Volume</b>	<b>27,139,311</b>	<b>100%</b>	<b>25.2</b>	<b>1.34M</b>	<b>11.34M</b>	<b>12.22M</b>	<b>2.24M</b>
<b>Average Closed Price</b>	<b>\$308,401</b>			<b>\$167,050</b>	<b>\$252,028</b>	<b>\$421,500</b>	<b>\$373,025</b>

# December 2022



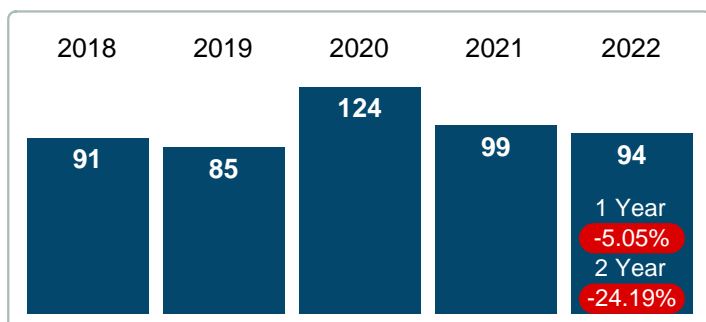
Area Delimited by County Of Rogers - Residential Property Type



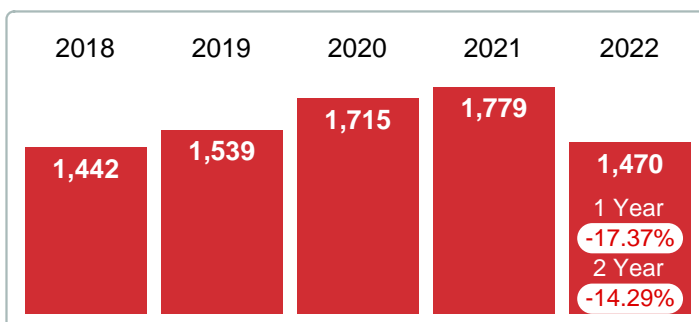
## PENDING LISTINGS

Report produced on Jan 11, 2023 for MLS Technology Inc.

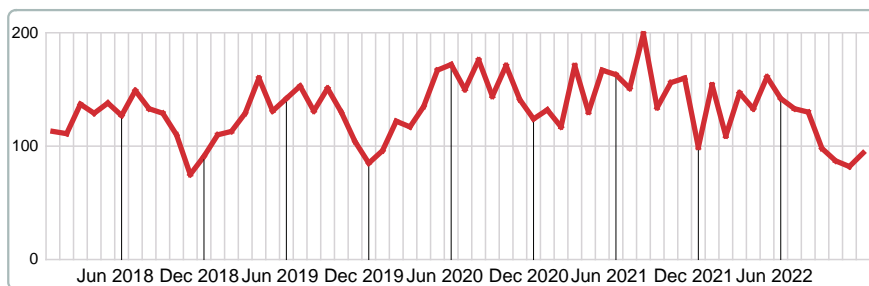
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

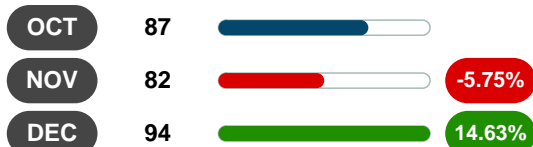


### 3 MONTHS

5 year DEC AVG = 99

High Aug 2021 199 Low Nov 2018 75

Pending Listings this month at **94**  
below the 5 yr DEC average of **99**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	8	8.51%	7.1	4	3	1	0
\$125,001 - \$175,000	9	9.57%	35.6	2	7	0	0
\$175,001 - \$225,000	14	14.89%	67.4	0	12	2	0
\$225,001 - \$375,000	26	27.66%	38.8	0	17	7	2
\$375,001 - \$475,000	13	13.83%	36.4	0	2	8	3
\$475,001 - \$625,000	14	14.89%	42.1	0	3	10	1
\$625,001 and up	10	10.64%	61.8	0	2	5	3
<b>Total Pending Units</b>	<b>94</b>			<b>6</b>	<b>46</b>	<b>33</b>	<b>9</b>
<b>Total Pending Volume</b>	<b>33,272,504</b>	<b>100%</b>	<b>26.3</b>	<b>509.80K</b>	<b>12.65M</b>	<b>15.30M</b>	<b>4.82M</b>
<b>Average Listing Price</b>	<b>\$341,174</b>			<b>\$84,967</b>	<b>\$274,980</b>	<b>\$463,503</b>	<b>\$535,333</b>

# December 2022



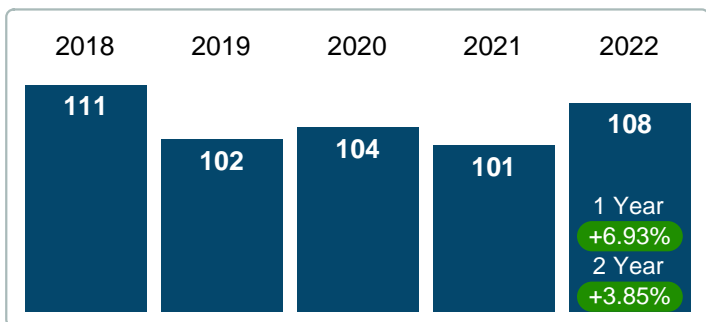
Area Delimited by County Of Rogers - Residential Property Type



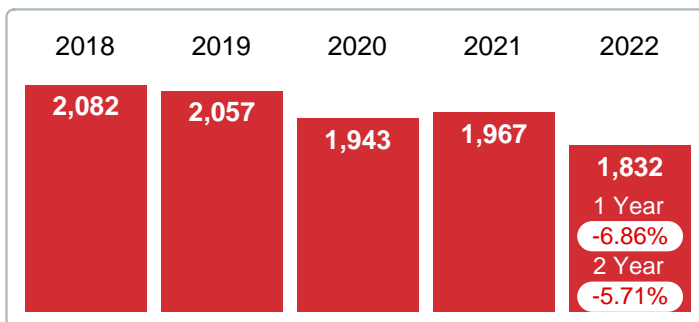
## NEW LISTINGS

Report produced on Jan 11, 2023 for MLS Technology Inc.

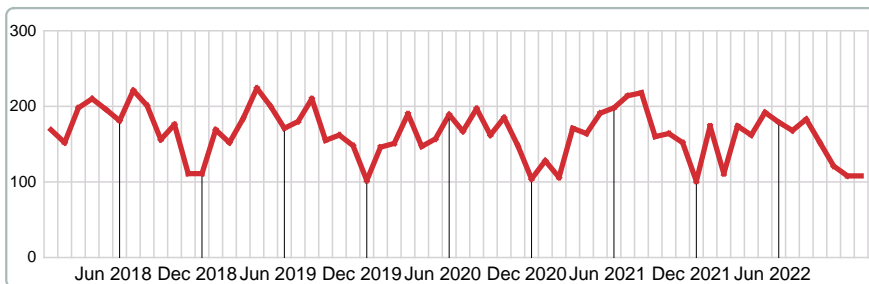
### DECEMBER



### YEAR TO DATE (YTD)

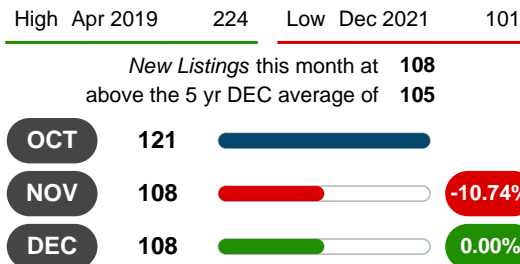


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 105



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	11	10.19%	7	3	1	0
\$125,001 - \$225,000	15	13.89%	1	12	2	0
\$225,001 - \$250,000	12	11.11%	0	8	4	0
\$250,001 - \$425,000	27	25.00%	0	14	12	1
\$425,001 - \$525,000	18	16.67%	1	5	12	0
\$525,001 - \$625,000	14	12.96%	0	1	10	3
\$625,001 and up	11	10.19%	0	1	7	3
<b>Total New Listed Units</b>	<b>108</b>		<b>9</b>	<b>44</b>	<b>48</b>	<b>7</b>
<b>Total New Listed Volume</b>	<b>43,550,553</b>	<b>100%</b>	<b>1.18M</b>	<b>13.00M</b>	<b>24.97M</b>	<b>4.41M</b>
<b>Average New Listed Listing Price</b>	<b>\$492,227</b>		<b>\$130,989</b>	<b>\$295,361</b>	<b>\$520,162</b>	<b>\$629,714</b>

# December 2022



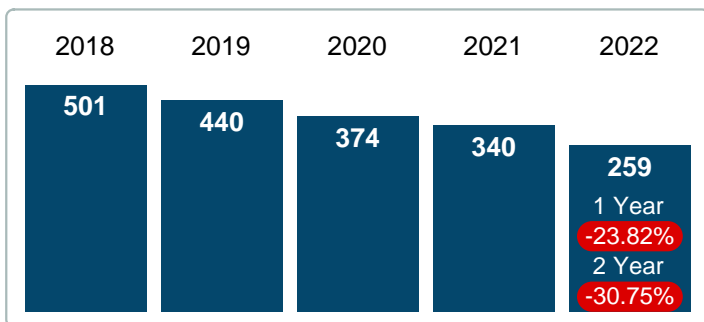
Area Delimited by County Of Rogers - Residential Property Type



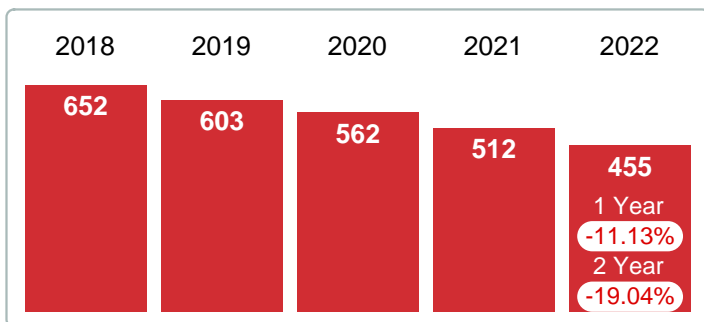
## ACTIVE INVENTORY

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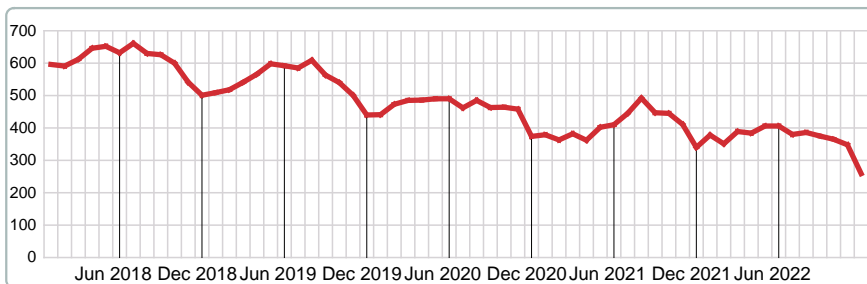
### END OF DECEMBER



### ACTIVE DURING DECEMBER

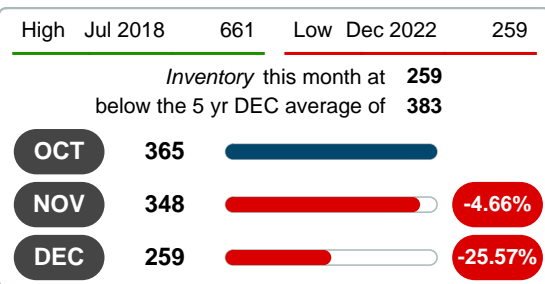


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 383



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$175,000 and less	22	8.49%	75.5	6	15	0	1
\$175,001 - \$250,000	34	13.13%	50.2	0	24	10	0
\$250,001 - \$375,000	42	16.22%	76.7	0	24	16	2
\$375,001 - \$475,000	54	20.85%	97.5	1	29	21	3
\$475,001 - \$525,000	29	11.20%	121.6	1	8	18	2
\$525,001 - \$675,000	46	17.76%	91.3	1	9	22	14
\$675,001 and up	32	12.36%	113.3	0	8	15	9
<b>Total Active Inventory by Units</b>	<b>259</b>			<b>9</b>	<b>117</b>	<b>102</b>	<b>31</b>
<b>Total Active Inventory by Volume</b>	<b>121,105,243</b>	<b>100%</b>	<b>89.6</b>	<b>2.07M</b>	<b>45.17M</b>	<b>53.45M</b>	<b>20.42M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$467,588</b>			<b>\$230,433</b>	<b>\$386,035</b>	<b>\$524,012</b>	<b>\$658,582</b>

# December 2022



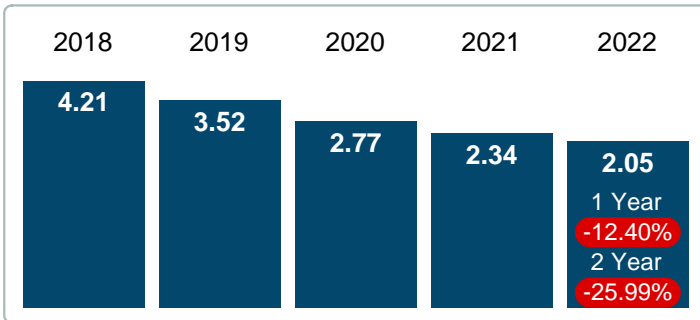
Area Delimited by County Of Rogers - Residential Property Type



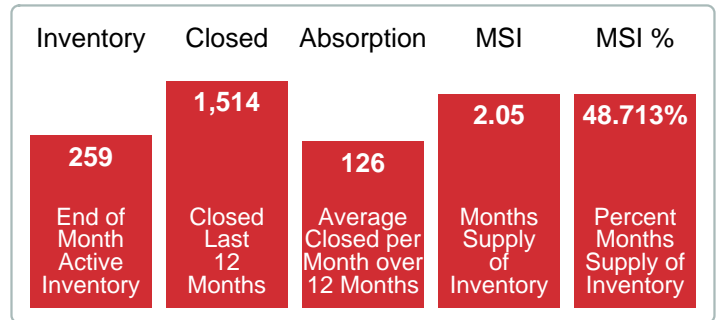
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jan 11, 2023 for MLS Technology Inc.

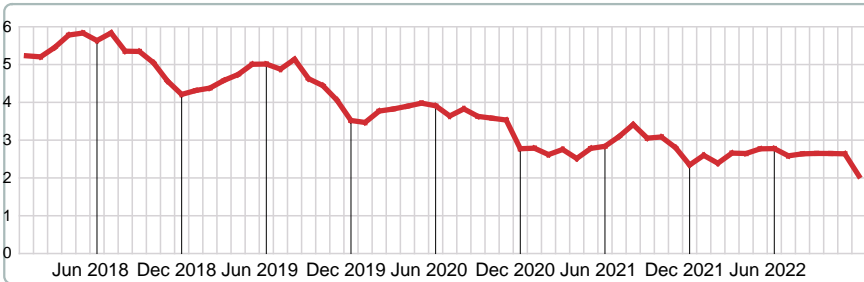
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2022

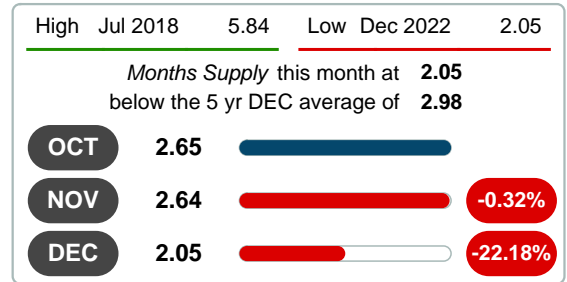


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 2.98



### 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
\$175,000 and less	22	8.49%	0.90	0.91	0.95	0.00	6.00
\$175,001 - \$250,000	34	13.13%	0.96	0.00	0.85	1.74	0.00
\$250,001 - \$375,000	42	16.22%	1.30	0.00	1.26	1.39	1.85
\$375,001 - \$475,000	54	20.85%	3.34	2.40	4.70	2.42	3.27
\$475,001 - \$525,000	29	11.20%	4.97	4.00	5.05	5.14	4.00
\$525,001 - \$675,000	46	17.76%	6.34	0.00	7.71	4.71	9.88
\$675,001 and up	32	12.36%	6.98	0.00	32.00	5.63	5.68
Market Supply of Inventory (MSI)			2.05	0.96	1.62	2.63	5.39
Total Active Inventory by Units		100%	2.05	9	117	102	31

# December 2022



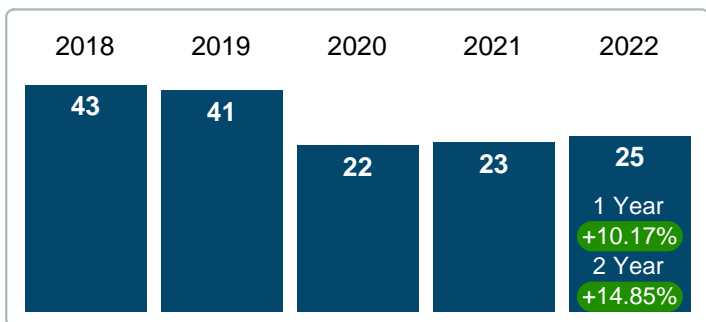
Area Delimited by County Of Rogers - Residential Property Type



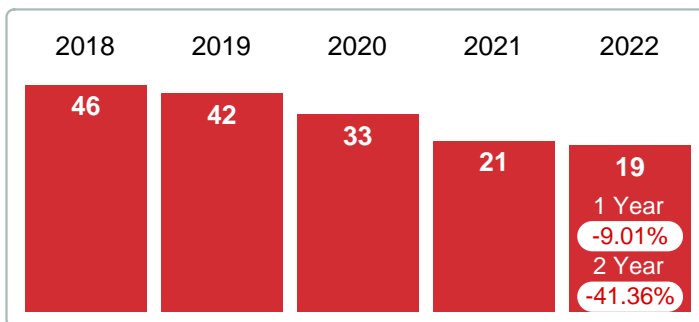
## AVERAGE DAYS ON MARKET TO SALE

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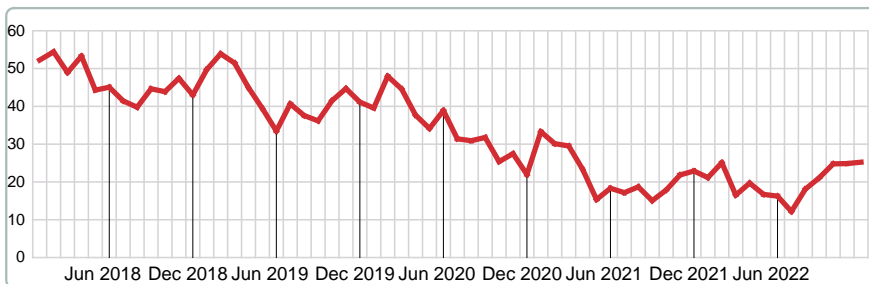
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

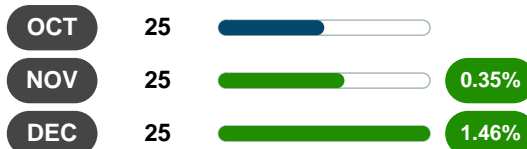


### 3 MONTHS

5 year DEC AVG = 31

High Feb 2018 54 Low Jul 2022 12

Average Days on Market to Sale this month at 25 below the 5 yr DEC average of 31



### 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
\$150,000 and less	9.09%	35	45	28	0	34
\$150,001 - \$175,000	9.09%	45	62	42	0	0
\$175,001 - \$200,000	10.23%	25	0	23	43	0
\$200,001 - \$300,000	30.68%	21	26	17	25	29
\$300,001 - \$400,000	15.91%	26	0	23	29	10
\$400,001 - \$525,000	15.91%	28	0	15	37	0
\$525,001 and up	9.09%	4	0	1	6	1
<b>Average Closed DOM</b>		<b>25</b>	<b>38</b>	<b>23</b>	<b>27</b>	<b>17</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>25</b>	<b>8</b>	<b>45</b>	<b>29</b>	<b>6</b>
<b>Total Closed Volume</b>		<b>27,139,311</b>	<b>1.34M</b>	<b>11.34M</b>	<b>12.22M</b>	<b>2.24M</b>

# December 2022



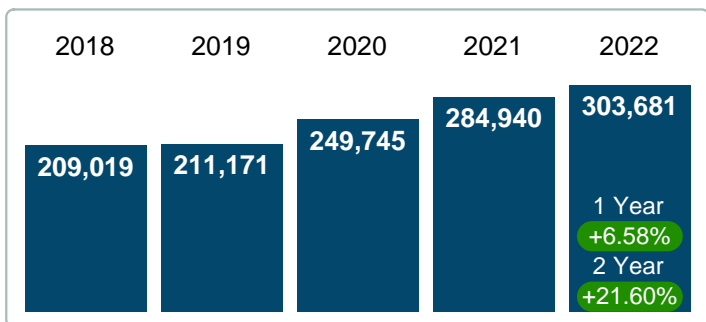
Area Delimited by County Of Rogers - Residential Property Type



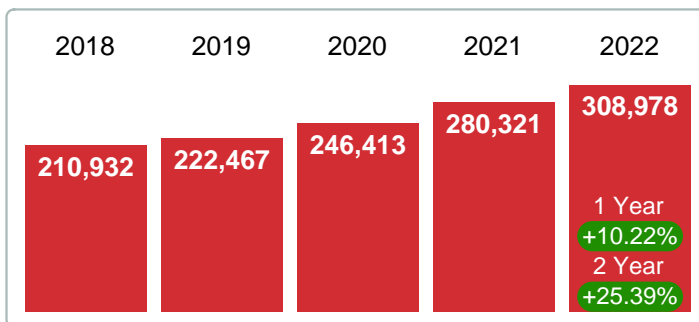
## AVERAGE LIST PRICE AT CLOSING

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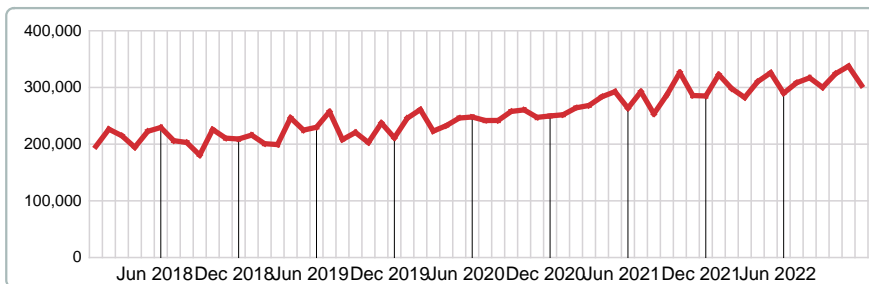
### DECEMBER



### YEAR TO DATE (YTD)

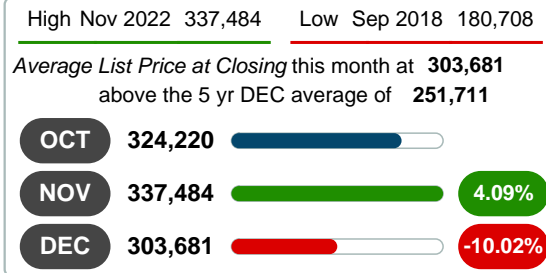


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 251,711



### 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
\$150,000 and less	10.23%	91,589	64,800	107,475	0	170,000
\$150,001 - \$175,000	9.09%	167,613	162,000	169,700	0	0
\$175,001 - \$200,000	12.50%	193,400	0	197,550	185,000	0
\$200,001 - \$300,000	29.55%	250,861	271,225	230,793	265,847	281,750
\$300,001 - \$400,000	15.91%	362,986	0	354,938	329,128	400,000
\$400,001 - \$525,000	13.64%	473,667	0	386,150	486,125	0
\$525,001 and up	9.09%	642,895	0	588,100	661,632	612,450
<b>Average List Price</b>		<b>303,681</b>	<b>180,163</b>	<b>244,108</b>	<b>411,703</b>	<b>393,067</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>303,681</b>	<b>8</b>	<b>45</b>	<b>29</b>	<b>6</b>
<b>Total Closed Volume</b>		<b>26,723,935</b>	<b>1.44M</b>	<b>10.98M</b>	<b>11.94M</b>	<b>2.36M</b>



# December 2022



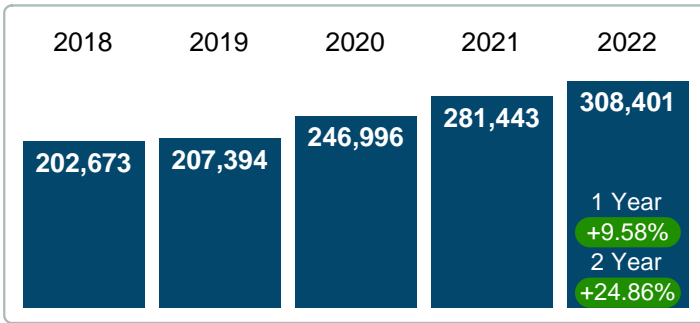
Area Delimited by County Of Rogers - Residential Property Type



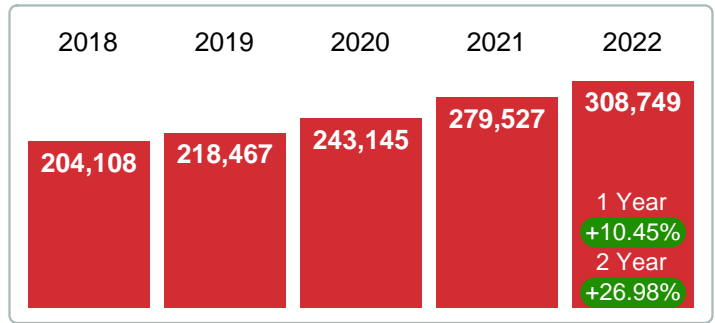
## AVERAGE SOLD PRICE AT CLOSING

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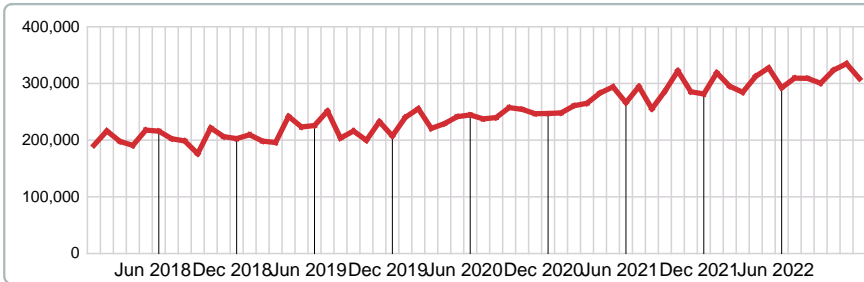
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

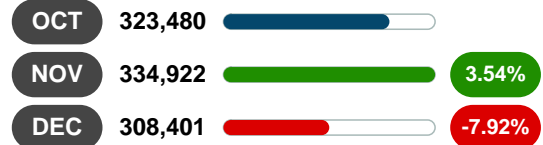


### 3 MONTHS

5 year DEC AVG = 249,382

High Nov 2022 334,922 Low Sep 2018 176,054

Average Sold Price at Closing this month at **308,401**  
above the 5 yr DEC average of **249,382**



### 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
\$150,000 and less	9.09%	86,956	63,167	111,225	0	61,250
\$150,001 - \$175,000	9.09%	165,750	154,000	167,429	0	0
\$175,001 - \$200,000	10.23%	190,944	0	191,687	185,000	0
\$200,001 - \$300,000	30.68%	243,922	248,225	231,320	261,866	276,000
\$300,001 - \$400,000	15.91%	352,936	0	344,813	351,316	400,000
\$400,001 - \$525,000	15.91%	466,369	0	449,183	479,257	0
\$525,001 and up	9.09%	667,877	0	646,707	694,281	612,450
<b>Average Sold Price</b>		<b>308,401</b>	<b>167,050</b>	<b>252,028</b>	<b>421,500</b>	<b>373,025</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>308,401</b>	<b>8</b>	<b>45</b>	<b>29</b>	<b>6</b>
<b>Total Closed Volume</b>		<b>27,139,311</b>	<b>1.34M</b>	<b>11.34M</b>	<b>12.22M</b>	<b>2.24M</b>

# December 2022



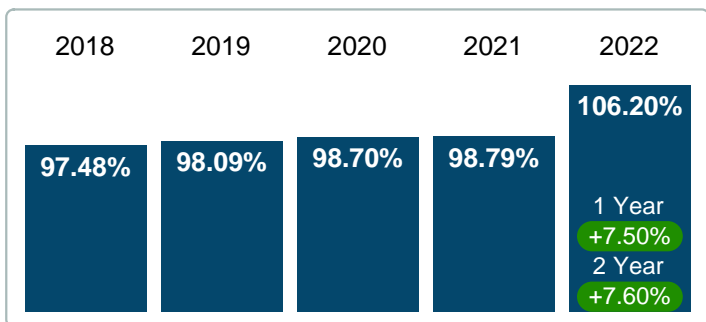
Area Delimited by County Of Rogers - Residential Property Type



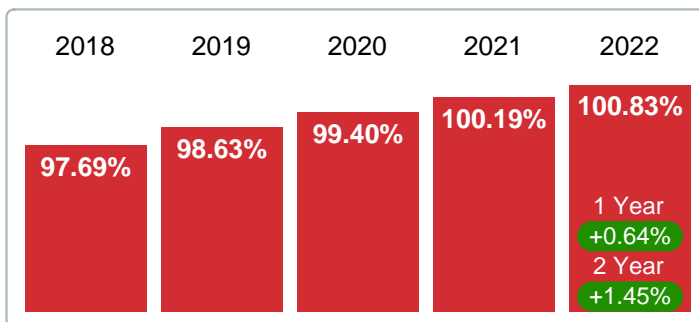
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jan 11, 2023 for MLS Technology Inc.

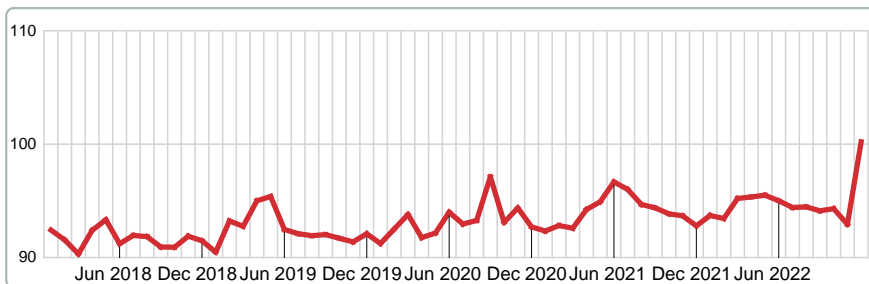
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

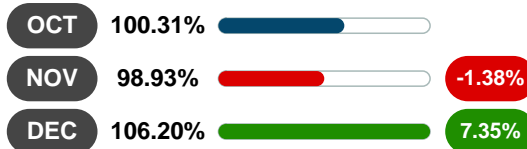


### 3 MONTHS

5 year DEC AVG = 99.85%

High Dec 2022 106.20% Low Mar 2018 96.31%

Average Sold/List Ratio this month at **106.20%**  
above the 5 yr DEC average of **99.85%**



### 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
\$150,000 and less	8	9.09%	93.28%	98.08%	103.99%	0.00%	36.03%
\$150,001 - \$175,000	8	9.09%	98.26%	95.06%	98.72%	0.00%	0.00%
\$175,001 - \$200,000	9	10.23%	97.49%	0.00%	97.18%	100.00%	0.00%
\$200,001 - \$300,000	27	30.68%	98.73%	92.90%	100.42%	98.68%	97.89%
\$300,001 - \$400,000	14	15.91%	116.13%	0.00%	97.46%	126.22%	100.00%
\$400,001 - \$525,000	14	15.91%	128.86%	0.00%	169.25%	98.56%	0.00%
\$525,001 and up	8	9.09%	105.09%	0.00%	109.97%	106.15%	100.00%
Average Sold/List Ratio		106.20%		95.11%	109.02%	108.53%	88.63%
Total Closed Units	88	100%	106.20%	8	45	29	6
Total Closed Volume	27,139,311			1.34M	11.34M	12.22M	2.24M

# December 2022



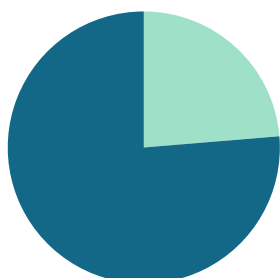
Area Delimited by County Of Rogers - Residential Property Type



## MARKET SUMMARY

Report produced on Jan 11, 2023 for MLS Technology Inc.

### INVENTORY

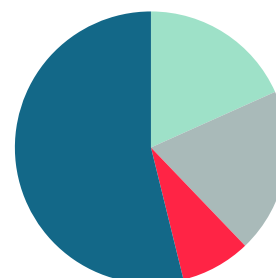


**Inventory**  
 New Listings  
**108 = 23.68%**  
 Start Inventory  
**348**  
 Total Inventory Units  
**456**  
 Volume  
**\$188,783,085**

### Market Activity

Closed Sales  
**88 = 18.30%**  
 Pending Sales  
**94 = 19.54%**  
 Other Off Market  
**40 = 8.32%**  
 Active Inventory  
**259 = 53.85%**

### MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	157	88	-43.95%	1,741	1,514	-13.04%
Pending Sales	99	94	-5.05%	1,779	1,470	-17.37%
New Listings	101	108	6.93%	1,967	1,832	-6.86%
Average List Price	284,940	303,681	6.58%	280,321	308,978	10.22%
Average Sale Price	281,443	308,401	9.58%	279,527	308,749	10.45%
Average Percent of Selling Price to List Price	98.79%	106.20%	7.50%	100.19%	100.83%	0.64%
Average Days on Market to Sale	22.90	25.23	10.17%	21.32	19.40	-9.01%
Monthly Inventory	340	259	-23.82%	340	259	-23.82%
Months Supply of Inventory	2.34	2.05	-12.40%	2.34	2.05	-12.40%

**Absorption:** Last 12 months, an Average of **126** Sales/Month

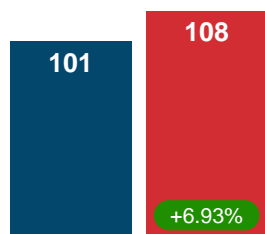
**Inventory** on December 31, 2022 = **259**

**2021** **2022**

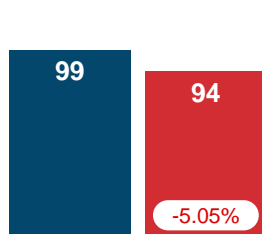
### DECEMBER MARKET

### AVERAGE PRICES

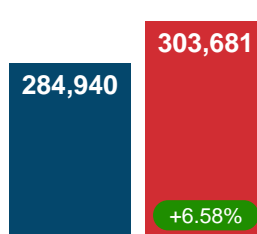
#### New Listings



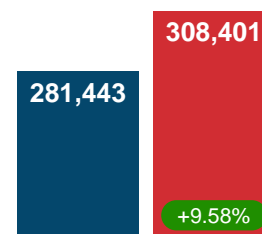
#### Pending Listings



#### List Price



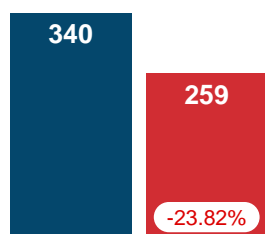
#### Sale Price



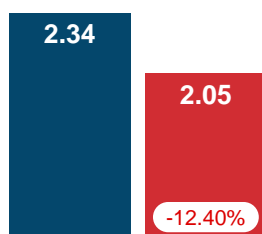
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

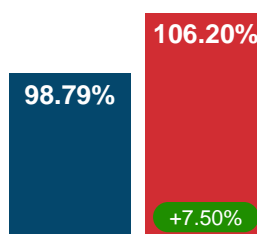
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

