

October 2022



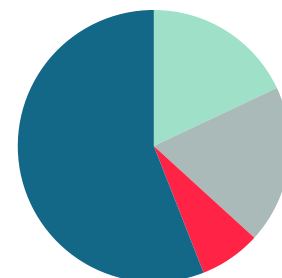
Area Delimited by County Of Rogers - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	October 2022	+/-%
Closed Listings	134	89	-33.58%
Pending Listings	156	93	-40.38%
New Listings	164	121	-26.22%
Average List Price	326,347	325,678	-0.21%
Average Sale Price	322,192	324,805	0.81%
Average Percent of Selling Price to List Price	99.85%	100.25%	0.39%
Average Days on Market to Sale	17.85	25.03	40.24%
End of Month Inventory	445	277	-37.75%
Months Supply of Inventory	3.08	2.01	-34.82%



■ Closed (17.98%)
■ Pending (18.79%)
■ Other OffMarket (7.27%)
■ Active (55.96%)

Absorption: Last 12 months, an Average of **138** Sales/Month
Active Inventory as of October 31, 2022 = **277**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2022 decreased **37.75%** to 277 existing homes available for sale. Over the last 12 months this area has had an average of 138 closed sales per month. This represents an unsold inventory index of **2.01** 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 **0.81%** in October 2022 to \$324,805 versus the previous year at \$322,192.

Average Days on Market Lengthens

The average number of **25.03** days that homes spent on the market before selling increased by 7.18 days or **40.24%** in October 2022 compared to last year's same month at **17.85** DOM.

Sales Success for October 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 121 New Listings in October 2022, down **26.22%** from last year at 164. Furthermore, there were 89 Closed Listings this month versus last year at 134, a **-33.58%** decrease.

Closed versus Listed trends yielded a **73.6%** ratio, down from previous year's, October 2021, at **81.7%**, a **9.98%** downswing. 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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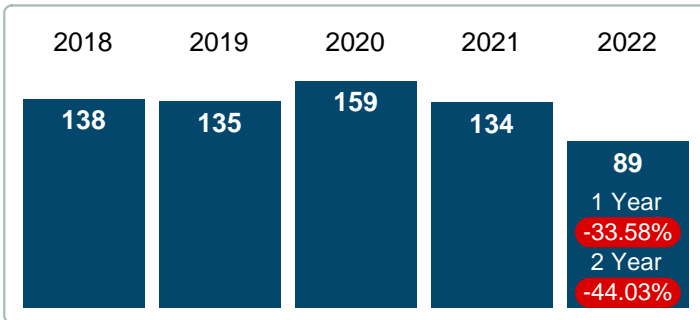
Area Delimited by County Of Rogers - Residential Property Type



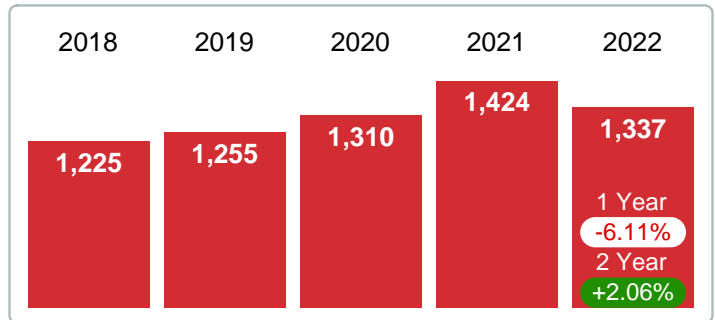
CLOSED LISTINGS

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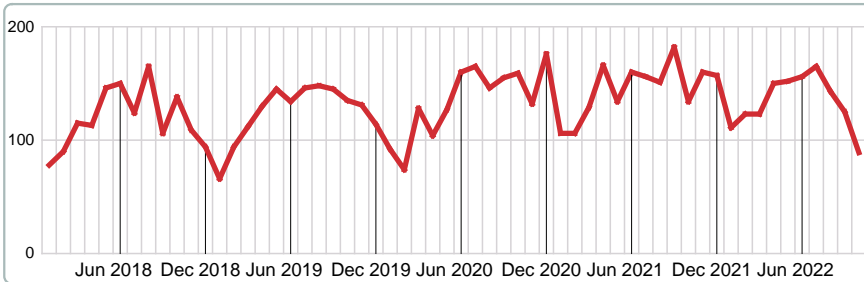
OCTOBER



YEAR TO DATE (YTD)

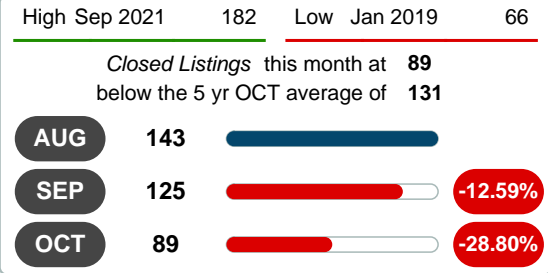


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 131



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	6	6.74%	2.7	3	2	1	0
\$125,001 - \$175,000	10	11.24%	40.9	2	7	1	0
\$175,001 - \$225,000	14	15.73%	17.6	0	13	1	0
\$225,001 - \$325,000	23	25.84%	19.9	1	17	5	0
\$325,001 - \$425,000	15	16.85%	39.9	0	5	9	1
\$425,001 - \$575,000	13	14.61%	27.5	0	2	10	1
\$575,001 and up	8	8.99%	17.9	0	0	4	4
Total Closed Units	89			6	46	31	6
Total Closed Volume	28,907,633	100%	25.0	745.00K	11.15M	13.37M	3.64M
Average Closed Price	\$324,805			\$124,167	\$242,455	\$431,339	\$606,364

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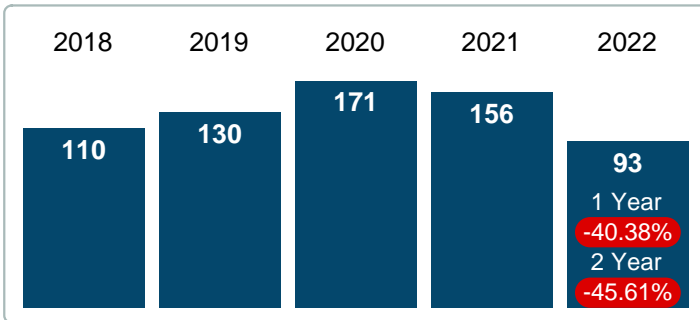
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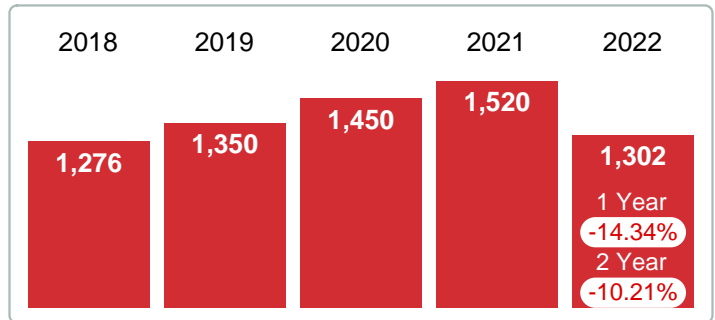
PENDING LISTINGS

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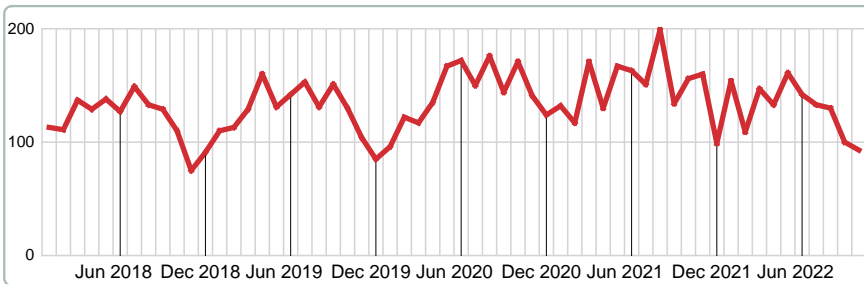
OCTOBER



YEAR TO DATE (YTD)

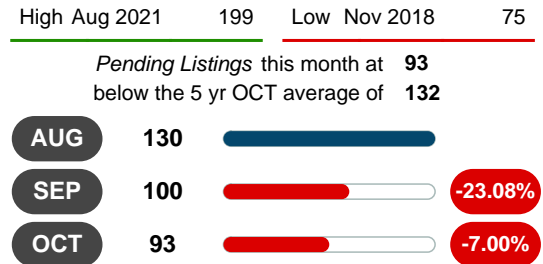


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 132



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	10	10.75%	45.8	4	5	1	0
\$125,001 - \$175,000	9	9.68%	25.4	3	6	0	0
\$175,001 - \$200,000	9	9.68%	25.8	0	8	1	0
\$200,001 - \$325,000	30	32.26%	21.8	0	21	9	0
\$325,001 - \$400,000	11	11.83%	57.7	0	7	4	0
\$400,001 - \$475,000	10	10.75%	42.7	2	1	5	2
\$475,001 and up	14	15.05%	24.9	0	2	10	2
Total Pending Units	93			9	50	30	4
Total Pending Volume	29,320,774	100%	19.9	1.65M	12.24M	13.16M	2.27M
Average Listing Price	\$356,969			\$183,589	\$244,793	\$438,795	\$566,250

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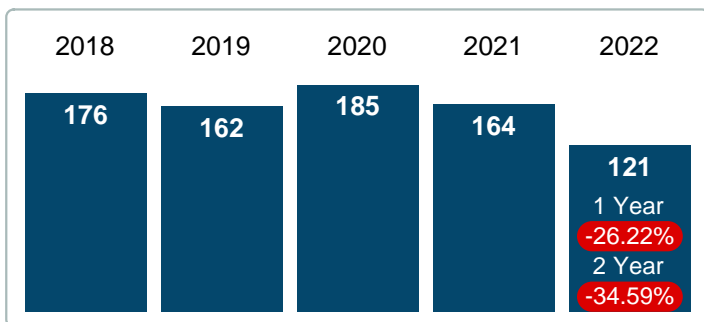
Area Delimited by County Of Rogers - Residential Property Type



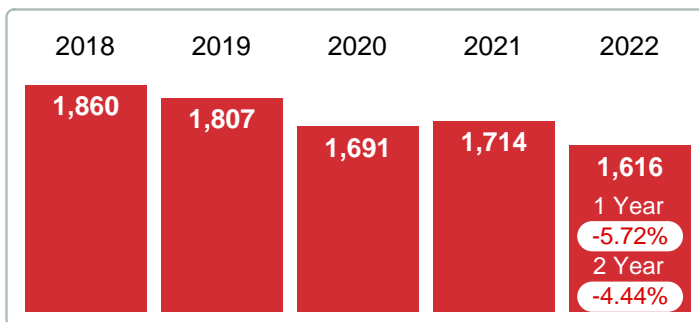
NEW LISTINGS

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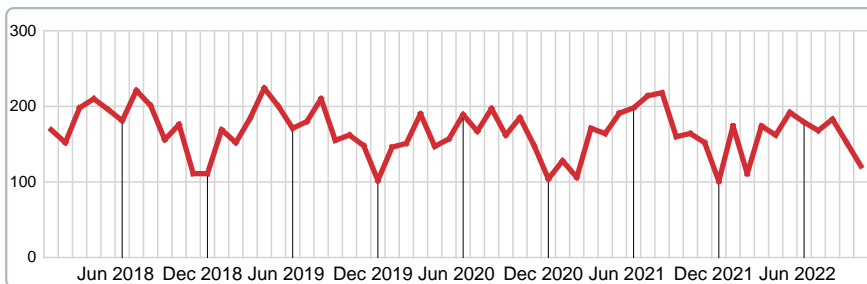
OCTOBER



YEAR TO DATE (YTD)

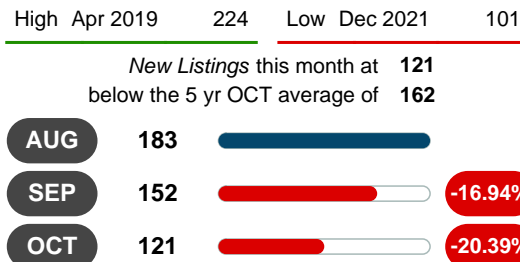


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 162



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	9	7.44%	1	8	0	0
\$150,001 - \$200,000	13	10.74%	0	11	2	0
\$200,001 - \$250,000	20	16.53%	0	17	3	0
\$250,001 - \$375,000	36	29.75%	3	15	16	2
\$375,001 - \$475,000	14	11.57%	0	4	8	2
\$475,001 - \$650,000	16	13.22%	0	3	10	3
\$650,001 and up	13	10.74%	0	4	7	2
Total New Listed Units	121		4	62	46	9
Total New Listed Volume	44,966,396	100%	1.01M	17.64M	21.73M	4.58M
Average New Listed Listing Price	\$455,250		\$253,725	\$284,560	\$472,436	\$508,522

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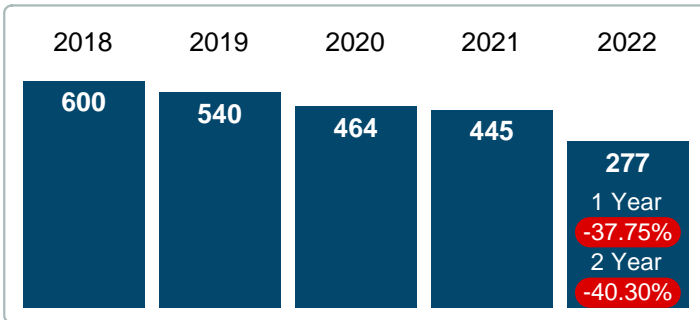
Area Delimited by County Of Rogers - Residential Property Type



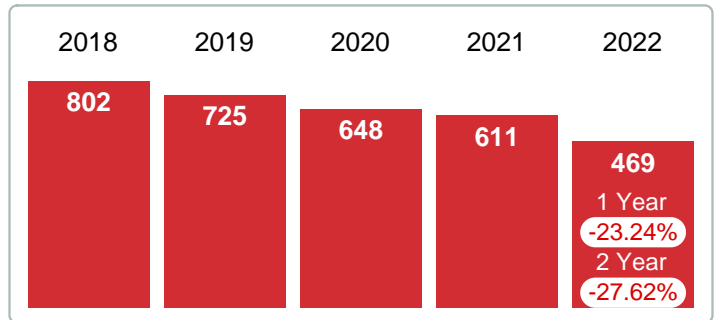
ACTIVE INVENTORY

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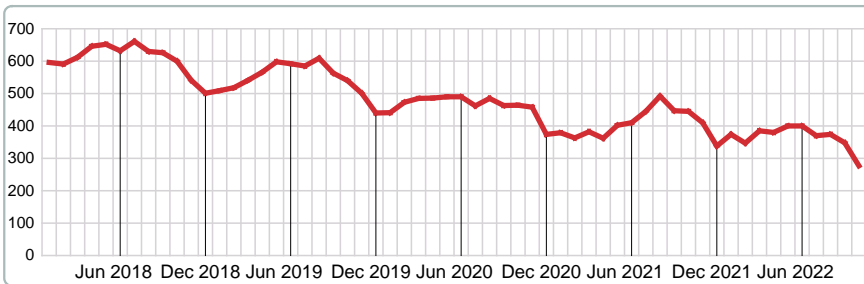
END OF OCTOBER



ACTIVE DURING OCTOBER

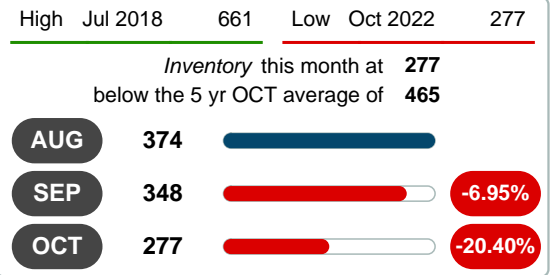


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 465



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	19	6.86%	67.9	6	11	1	1
\$150,001 - \$225,000	39	14.08%	53.9	1	32	5	1
\$225,001 - \$300,000	40	14.44%	45.0	3	17	17	3
\$300,001 - \$475,000	75	27.08%	64.3	1	36	31	7
\$475,001 - \$550,000	43	15.52%	85.6	0	12	25	6
\$550,001 - \$775,000	34	12.27%	91.0	0	7	19	8
\$775,001 and up	27	9.75%	83.7	0	8	12	7
Total Active Inventory by Units	277			11	123	110	33
Total Active Inventory by Volume	126,108,186	100%	68.7	1.95M	45.00M	58.90M	20.25M
Average Active Inventory Listing Price	\$455,264			\$177,564	\$365,884	\$535,459	\$613,662

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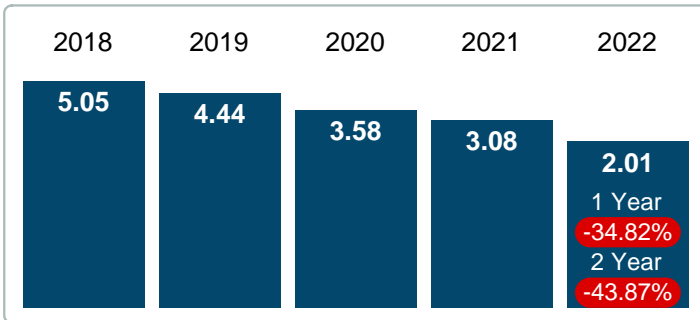
Area Delimited by County Of Rogers - Residential Property Type



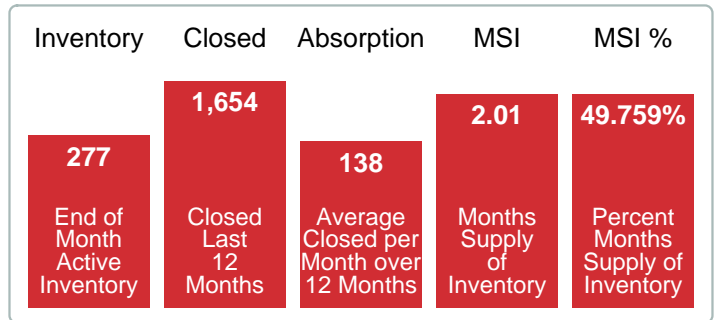
MONTHS SUPPLY of INVENTORY (MSI)

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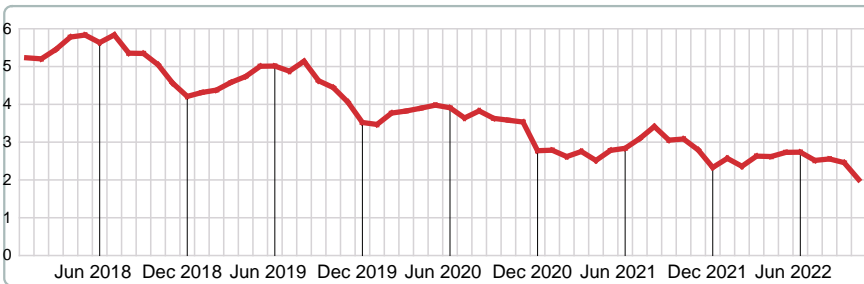
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2022

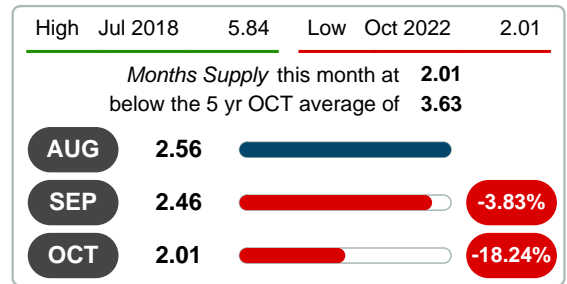


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 3.63



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
\$150,000 and less	19	6.86%	1.05	0.91	1.05	1.20	4.00
\$150,001 - \$225,000	39	14.08%	1.20	0.75	1.19	1.20	12.00
\$225,001 - \$300,000	40	14.44%	1.20	2.57	0.76	1.79	18.00
\$300,001 - \$475,000	75	27.08%	2.07	1.71	2.16	1.80	4.00
\$475,001 - \$550,000	43	15.52%	5.93	0.00	6.26	5.26	14.40
\$550,001 - \$775,000	34	12.27%	4.58	0.00	8.40	3.86	4.80
\$775,001 and up	27	9.75%	9.26	0.00	96.00	9.60	4.67
Market Supply of Inventory (MSI)			2.01	1.11	1.55	2.58	5.66
Total Active Inventory by Units		100%	277	11	123	110	33

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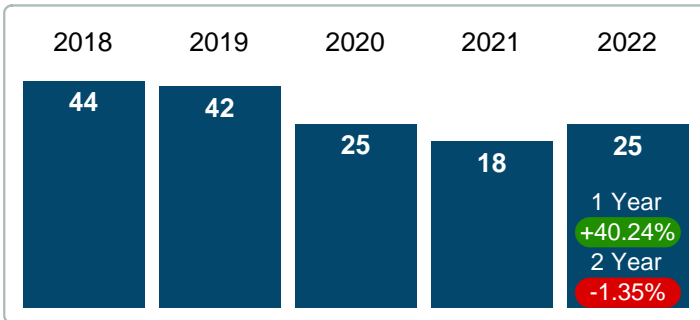
Area Delimited by County Of Rogers - Residential Property Type



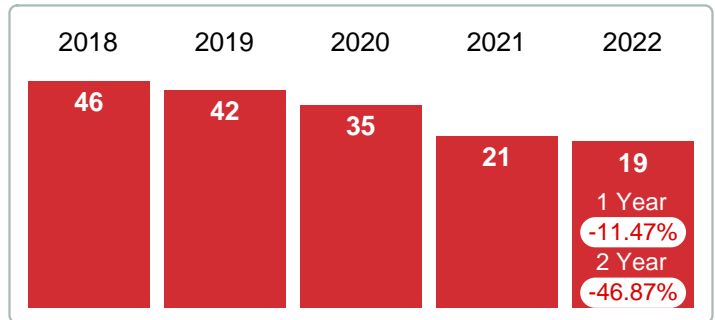
AVERAGE DAYS ON MARKET TO SALE

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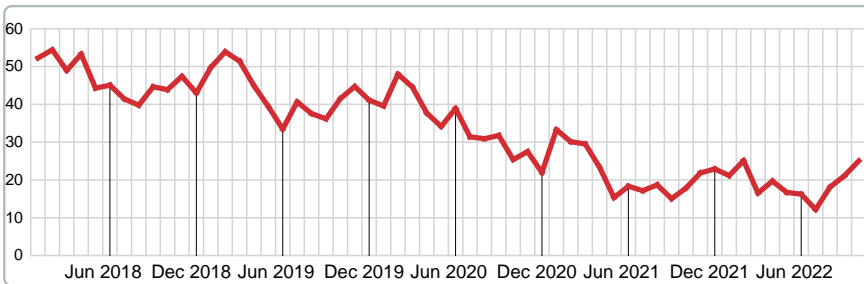
OCTOBER



YEAR TO DATE (YTD)

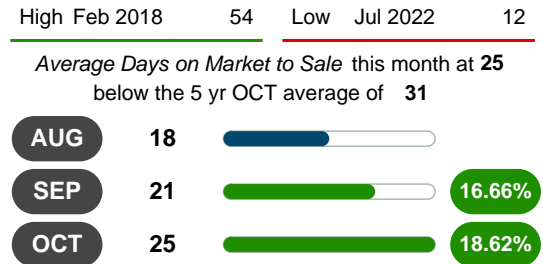


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 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	
\$125,000 and less	6.74%	3	2	4	2	0	
\$125,001 - \$175,000	11.24%	41	21	46	47	0	
\$175,001 - \$225,000	15.73%	18	0	19	5	0	
\$225,001 - \$325,000	25.84%	20	12	20	21	0	
\$325,001 - \$425,000	16.85%	40	0	12	56	35	
\$425,001 - \$575,000	14.61%	27	0	45	27	1	
\$575,001 and up	8.99%	18	0	0	27	9	
Average Closed DOM		25					
Total Closed Units	100%	25	10	23	33	12	
Total Closed Volume			6	46	31	6	
			28,907,633	745.00K	11.15M	13.37M	3.64M

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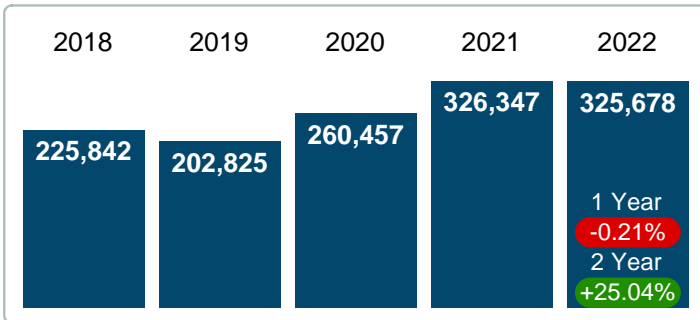
Area Delimited by County Of Rogers - Residential Property Type



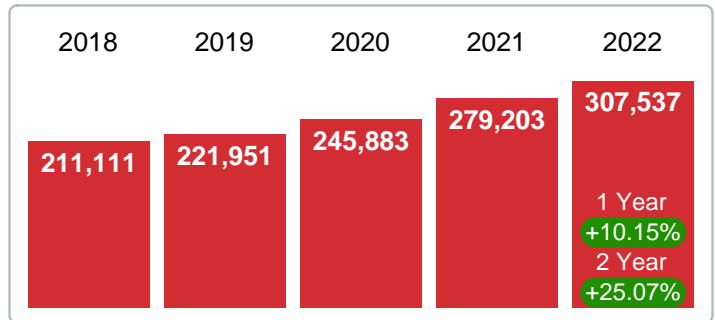
AVERAGE LIST PRICE AT CLOSING

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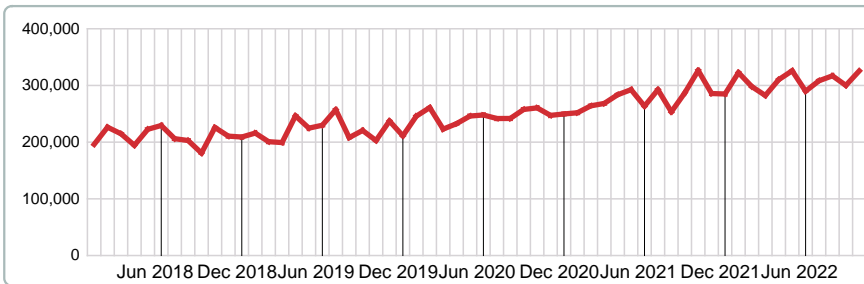
OCTOBER



YEAR TO DATE (YTD)

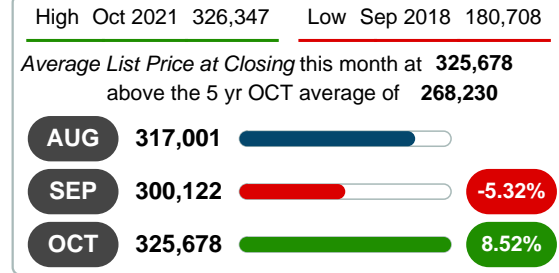


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 268,230



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
\$125,000 and less	6	6.74%	74,483	70,000	65,950	105,000	0
\$125,001 - \$175,000	10	11.24%	156,256	145,000	159,779	154,500	0
\$175,001 - \$225,000	16	17.98%	206,031	0	205,554	199,900	0
\$225,001 - \$325,000	21	23.60%	265,026	199,000	255,532	289,300	0
\$325,001 - \$425,000	16	17.98%	374,137	0	348,880	386,878	349,900
\$425,001 - \$575,000	11	12.36%	500,749	0	552,000	488,260	521,535
\$575,001 and up	9	10.11%	735,486	0	0	803,644	703,725
Average List Price			325,678	116,500	241,630	434,999	614,389
Total Closed Units		100%	325,678	6	46	31	6
Total Closed Volume			28,985,310	699.00K	11.12M	13.48M	3.69M

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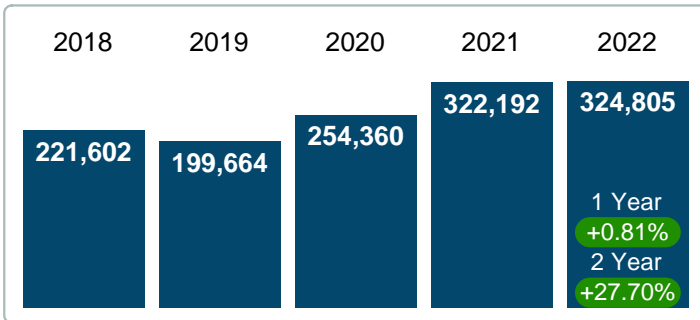
Area Delimited by County Of Rogers - Residential Property Type



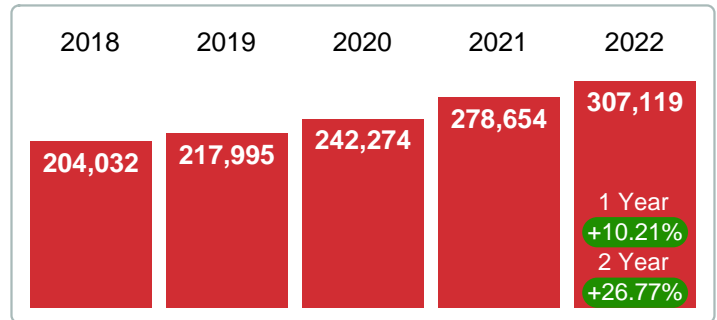
AVERAGE SOLD PRICE AT CLOSING

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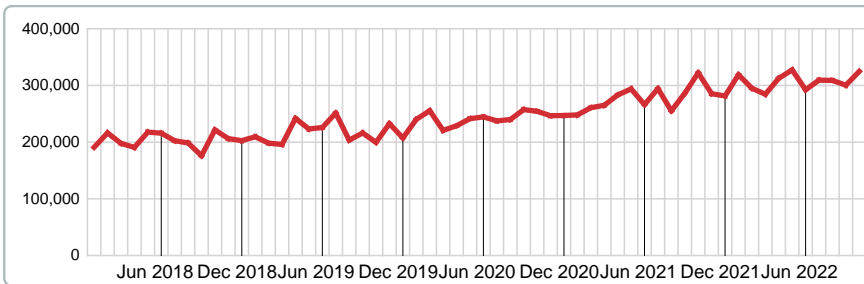
OCTOBER



YEAR TO DATE (YTD)

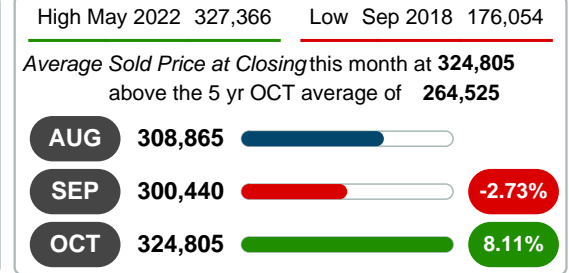


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 264,525



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
\$125,000 and less	6.74%	73,167	68,333	64,500	105,000	0
\$125,001 - \$175,000	11.24%	158,240	142,500	161,129	169,500	0
\$175,001 - \$225,000	15.73%	203,729	0	204,023	199,900	0
\$225,001 - \$325,000	25.84%	266,054	255,000	260,309	287,800	0
\$325,001 - \$425,000	16.85%	369,322	0	356,300	379,258	345,000
\$425,001 - \$575,000	14.61%	494,326	0	518,500	486,770	521,535
\$575,001 and up	8.99%	743,591	0	0	794,269	692,913
Average Sold Price		324,805	124,167	242,455	431,339	606,364
Total Closed Units	100%	324,805	6	46	31	6
Total Closed Volume		28,907,633	745.00K	11.15M	13.37M	3.64M

October 2022



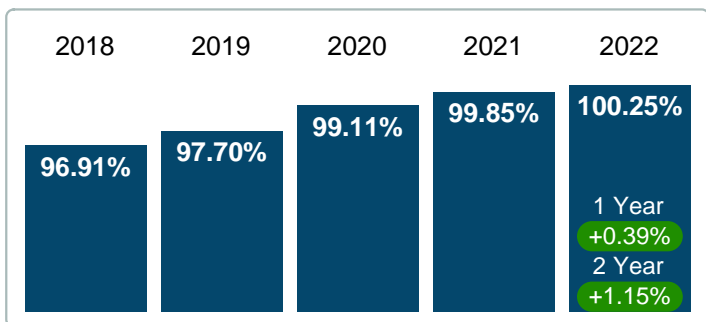
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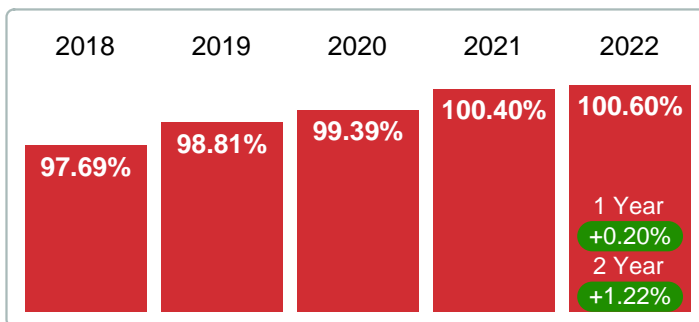
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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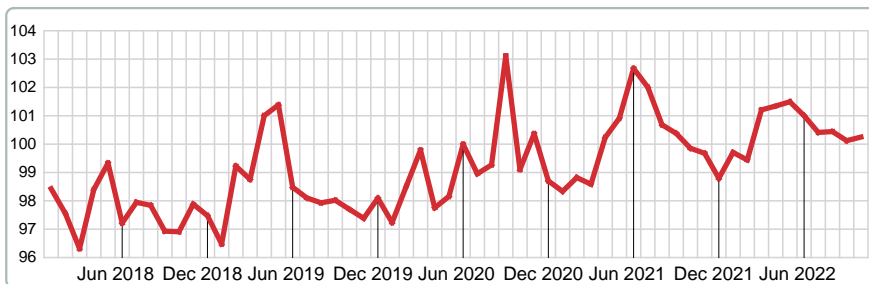
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

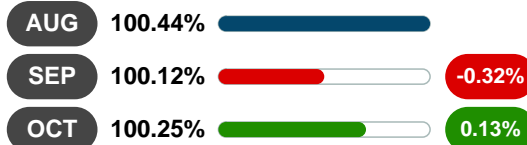


3 MONTHS

5 year OCT AVG = 98.76%

High Sep 2020 103.11% Low Mar 2018 96.31%

Average Sold/List Ratio this month at **100.25%**
above the 5 yr OCT average of **98.76%**



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
\$125,000 and less	6	6.74%	98.58%	98.55%	97.93%	100.00%	0.00%
\$125,001 - \$175,000	10	11.24%	101.28%	98.39%	100.90%	109.71%	0.00%
\$175,001 - \$225,000	14	15.73%	99.36%	0.00%	99.31%	100.00%	0.00%
\$225,001 - \$325,000	23	25.84%	102.57%	128.14%	101.97%	99.50%	0.00%
\$325,001 - \$425,000	15	16.85%	99.44%	0.00%	102.18%	98.01%	98.60%
\$425,001 - \$575,000	13	14.61%	98.92%	0.00%	93.93%	99.81%	100.00%
\$575,001 and up	8	8.99%	98.78%	0.00%	0.00%	99.18%	98.37%
Average Sold/List Ratio		100.20%		103.43%	100.55%	99.49%	98.68%
Total Closed Units		89	100%	6	46	31	6
Total Closed Volume		28,907,633		745.00K	11.15M	13.37M	3.64M

October 2022



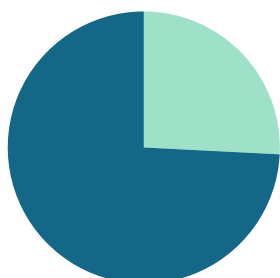
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

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

INVENTORY

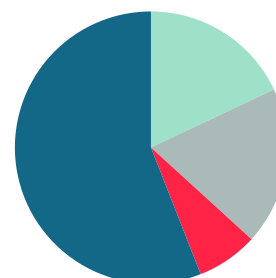


Inventory
 New Listings
121 = 25.80%
 Start Inventory
348
 Total Inventory Units
469
 Volume
\$190,488,603

Market Activity

Closed Sales
89 = 17.98%
 Pending Sales
93 = 18.79%
 Other Off Market
36 = 7.27%
 Active Inventory
277 = 55.96%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	134	89	-33.58%	1,424	1,337	-6.11%
Pending Sales	156	93	-40.38%	1,520	1,302	-14.34%
New Listings	164	121	-26.22%	1,714	1,616	-5.72%
Average List Price	326,347	325,678	-0.21%	279,203	307,537	10.15%
Average Sale Price	322,192	324,805	0.81%	278,654	307,119	10.21%
Average Percent of Selling Price to List Price	99.85%	100.25%	0.39%	100.40%	100.60%	0.20%
Average Days on Market to Sale	17.85	25.03	40.24%	21.09	18.67	-11.47%
Monthly Inventory	445	277	-37.75%	445	277	-37.75%
Months Supply of Inventory	3.08	2.01	-34.82%	3.08	2.01	-34.82%

Absorption: Last 12 months, an Average of **138** Sales/Month

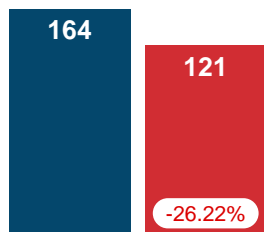
Inventory on October 31, 2022 = **277**

2021 **2022**

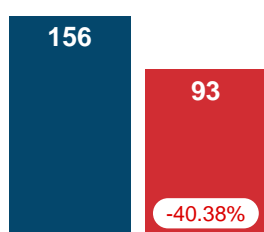
OCTOBER MARKET

AVERAGE PRICES

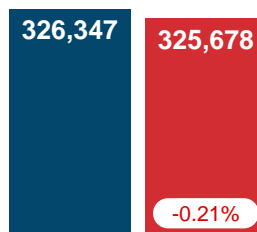
New Listings



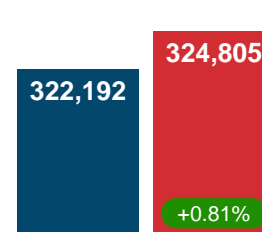
Pending Listings



List Price



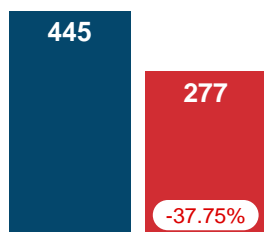
Sale Price



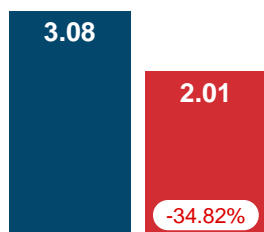
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

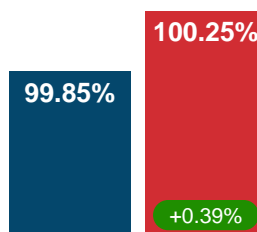
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

