

# January 2023



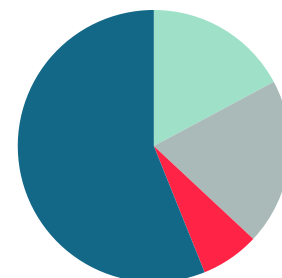
Area Delimited by County Of Rogers - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Feb 13, 2023 for MLS Technology Inc.

Compared Metrics	2022	January 2023	+/-%
Closed Listings	111	79	-28.83%
Pending Listings	154	91	-40.91%
New Listings	174	103	-40.80%
Average List Price	322,616	367,537	13.92%
Average Sale Price	318,812	362,379	13.67%
Average Percent of Selling Price to List Price	99.71%	97.84%	-1.87%
Average Days on Market to Sale	21.15	38.13	80.24%
End of Month Inventory	378	258	-31.75%
Months Supply of Inventory	2.60	2.08	-19.75%



■ Closed (17.17%)  
■ Pending (19.78%)  
■ Other OffMarket (6.96%)  
■ Active (56.09%)

**Absorption:** Last 12 months, an Average of **124** Sales/Month  
**Active Inventory** as of January 31, 2023 = **258**

### Analysis Wrap-Up

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

The total housing inventory at the end of January 2023 decreased **31.75%** to 258 existing homes available for sale. Over the last 12 months this area has had an average of 124 closed sales per month. This represents an unsold inventory index of **2.08** 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 **13.67%** in January 2023 to \$362,379 versus the previous year at \$318,812.

#### Average Days on Market Lengthens

The average number of **38.13** days that homes spent on the market before selling increased by 16.97 days or **80.24%** in January 2023 compared to last year's same month at **21.15** DOM.

#### Sales Success for January 2023 is Positive

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

There were 103 New Listings in January 2023, down **40.80%** from last year at 174. Furthermore, there were 79 Closed Listings this month versus last year at 111, a **-28.83%** decrease.

Closed versus Listed trends yielded a **76.7%** ratio, up from previous year's, January 2022, at **63.8%**, a **20.23%** upswing. 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

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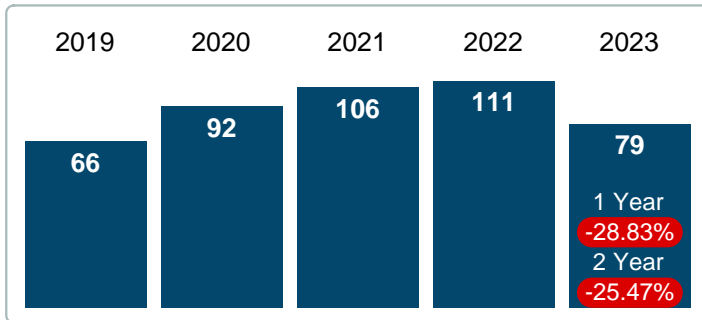
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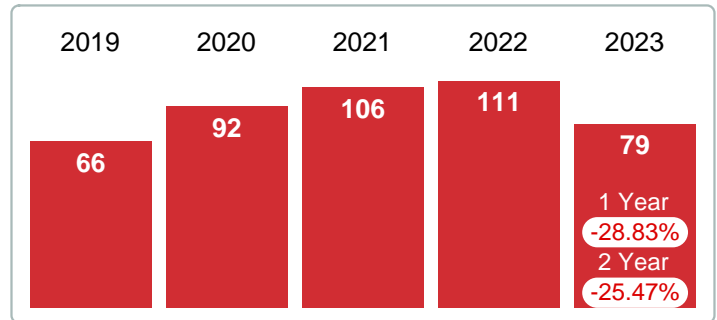
## CLOSED LISTINGS

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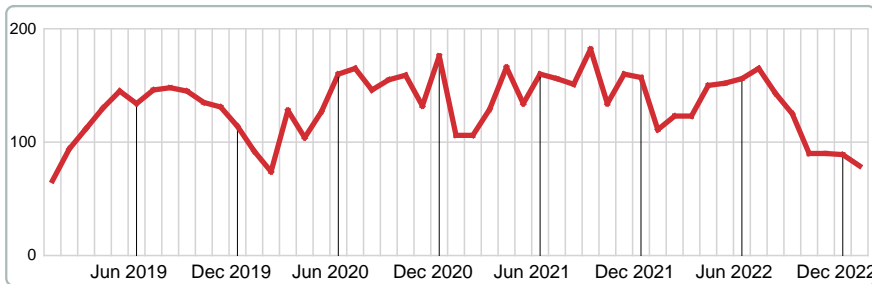
### JANUARY



### YEAR TO DATE (YTD)

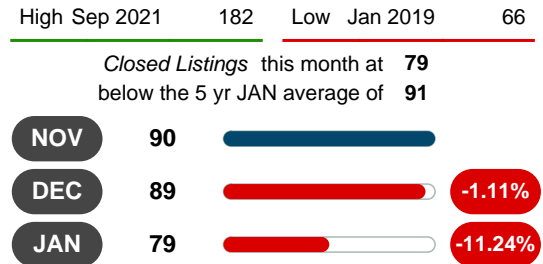


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 91



### 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	6	7.59%	21.8	4	2	0	0
\$50,001 - \$175,000	10	12.66%	47.6	4	5	0	1
\$175,001 - \$225,000	12	15.19%	38.5	0	12	0	0
\$225,001 - \$400,000	21	26.58%	26.5	0	14	4	3
\$400,001 - \$475,000	11	13.92%	46.8	0	3	5	3
\$475,001 - \$650,000	11	13.92%	59.7	0	3	7	1
\$650,001 and up	8	10.13%	26.8	0	1	5	2
<b>Total Closed Units</b>	<b>79</b>			<b>8</b>	<b>40</b>	<b>21</b>	<b>10</b>
<b>Total Closed Volume</b>	<b>28,627,909</b>	<b>100%</b>	<b>38.1</b>	<b>549.00K</b>	<b>11.99M</b>	<b>10.74M</b>	<b>5.35M</b>
<b>Average Closed Price</b>	<b>\$362,379</b>			<b>\$68,625</b>	<b>\$299,794</b>	<b>\$511,531</b>	<b>\$534,500</b>

# January 2023



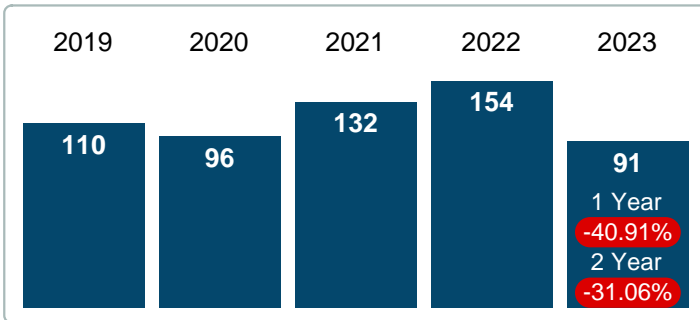
Area Delimited by County Of Rogers - Residential Property Type



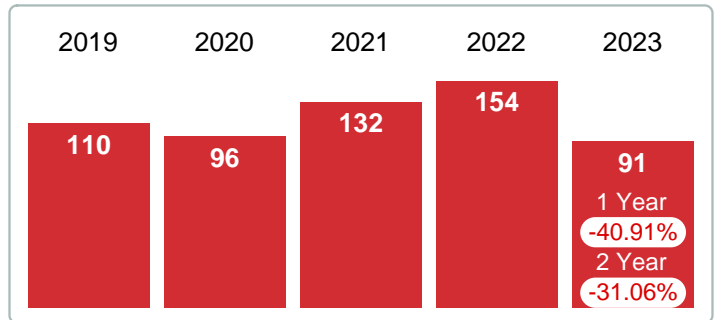
## PENDING LISTINGS

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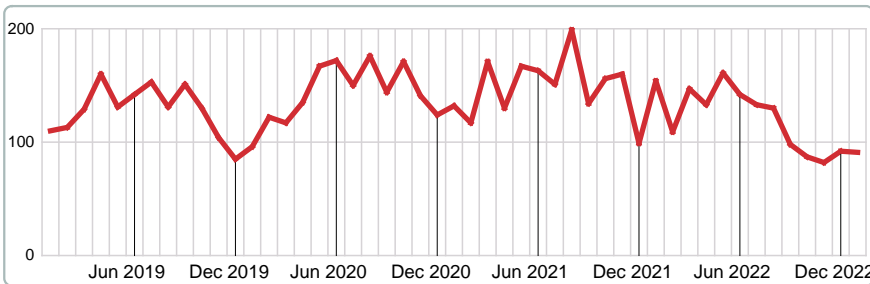
### JANUARY



### YEAR TO DATE (YTD)

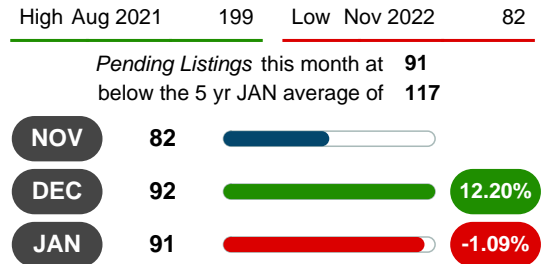


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 117



### 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	6	6.59%	48.3	2	3	0	1
\$125,001 - \$175,000	16	17.58%	35.9	3	12	1	0
\$175,001 - \$225,000	8	8.79%	15.5	0	7	1	0
\$225,001 - \$325,000	25	27.47%	37.0	0	19	5	1
\$325,001 - \$400,000	13	14.29%	62.5	0	8	4	1
\$400,001 - \$525,000	12	13.19%	76.4	0	3	8	1
\$525,001 and up	11	12.09%	71.0	0	4	5	2
<b>Total Pending Units</b>	<b>91</b>			<b>5</b>	<b>56</b>	<b>24</b>	<b>6</b>
<b>Total Pending Volume</b>	<b>32,276,820</b>	<b>100%</b>	<b>91.6</b>	<b>544.90K</b>	<b>19.46M</b>	<b>9.55M</b>	<b>2.72M</b>
<b>Average Listing Price</b>	<b>\$566,300</b>			<b>\$108,980</b>	<b>\$347,578</b>	<b>\$397,722</b>	<b>\$453,700</b>

# January 2023



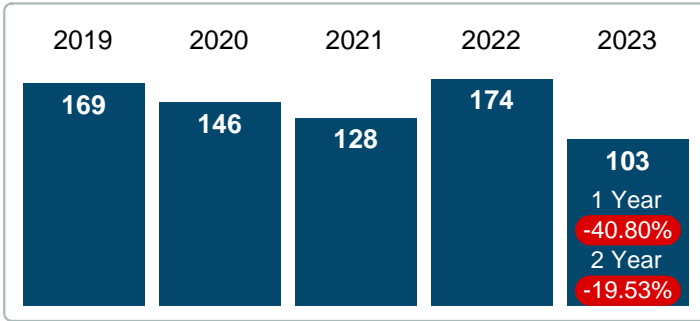
Area Delimited by County Of Rogers - Residential Property Type



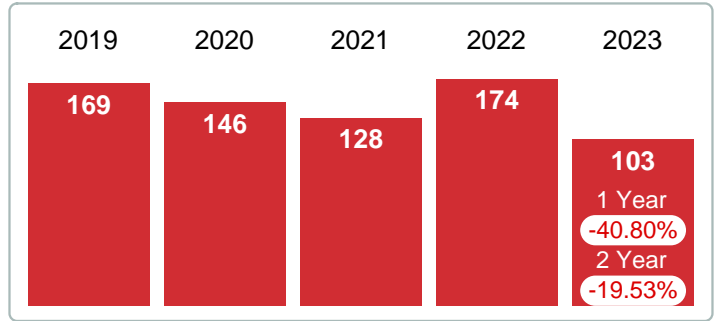
## NEW LISTINGS

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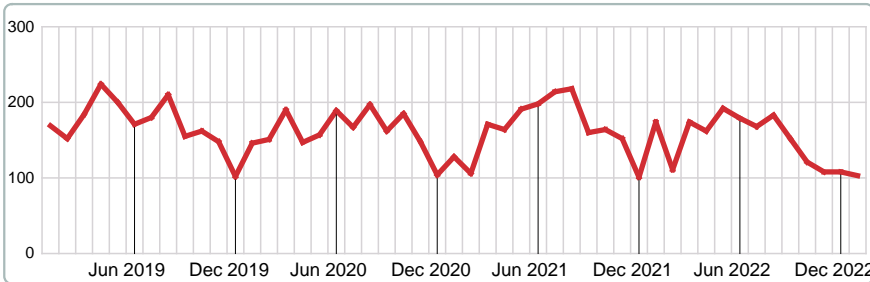
### JANUARY



### YEAR TO DATE (YTD)

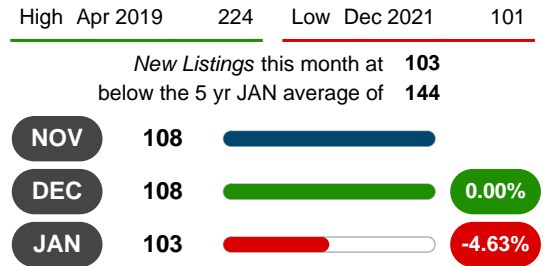


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 144



### 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	4	3.88%	1	3	0	0
\$125,001 - \$175,000	14	13.59%	4	9	0	1
\$175,001 - \$250,000	19	18.45%	3	15	1	0
\$250,001 - \$375,000	22	21.36%	1	10	9	2
\$375,001 - \$450,000	20	19.42%	1	15	3	1
\$450,001 - \$550,000	13	12.62%	0	3	7	3
\$550,001 and up	11	10.68%	1	4	4	2
<b>Total New Listed Units</b>	<b>103</b>		<b>11</b>	<b>59</b>	<b>24</b>	<b>9</b>
<b>Total New Listed Volume</b>	<b>36,774,079</b>	<b>100%</b>	<b>2.81M</b>	<b>19.79M</b>	<b>10.03M</b>	<b>4.14M</b>
<b>Average New Listed Listing Price</b>	<b>\$1,030,000</b>		<b>\$255,891</b>	<b>\$335,402</b>	<b>\$417,924</b>	<b>\$460,044</b>

# January 2023



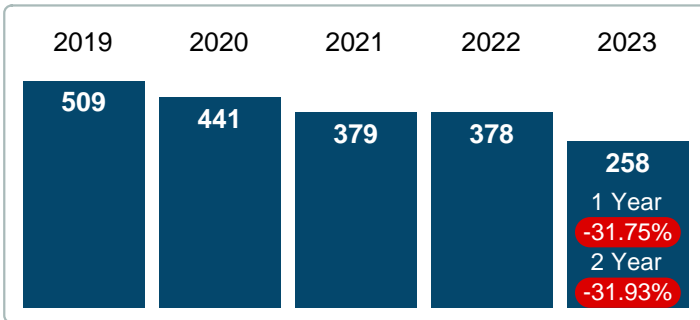
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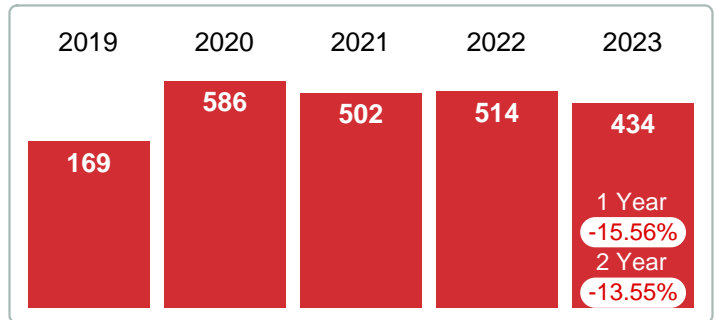
## ACTIVE INVENTORY

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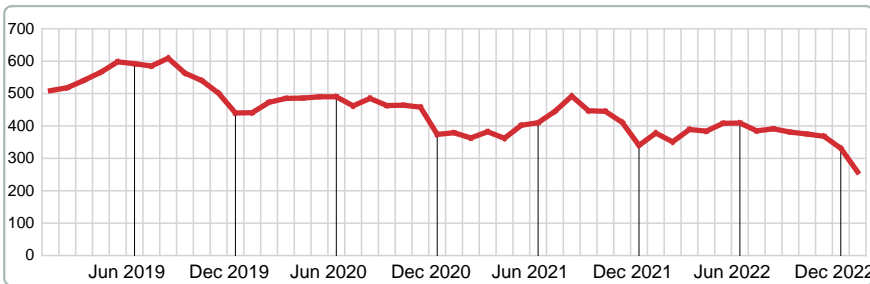
### END OF JANUARY



### ACTIVE DURING JANUARY

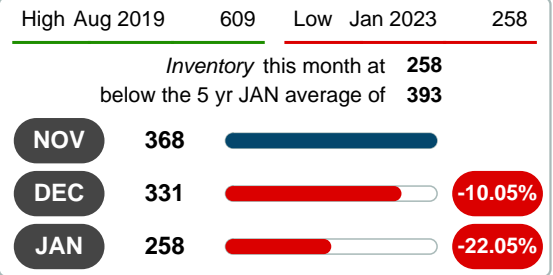


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 393



### 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	24	9.30%	75.6	5	18	0	1
\$175,001 - \$250,000	31	12.02%	68.2	3	21	7	0
\$250,001 - \$350,000	43	16.67%	63.0	1	22	17	3
\$350,001 - \$475,000	64	24.81%	81.1	2	41	17	4
\$475,001 - \$525,000	32	12.40%	121.3	1	6	23	2
\$525,001 - \$650,000	38	14.73%	79.7	1	7	17	13
\$650,001 and up	26	10.08%	117.8	1	4	13	8
<b>Total Active Inventory by Units</b>	<b>258</b>			<b>14</b>	<b>119</b>	<b>94</b>	<b>31</b>
<b>Total Active Inventory by Volume</b>	<b>114,328,173</b>	<b>100%</b>	<b>84.5</b>	<b>4.31M</b>	<b>41.72M</b>	<b>49.85M</b>	<b>18.44M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$443,132</b>			<b>\$308,129</b>	<b>\$350,597</b>	<b>\$530,341</b>	<b>\$594,882</b>

# January 2023



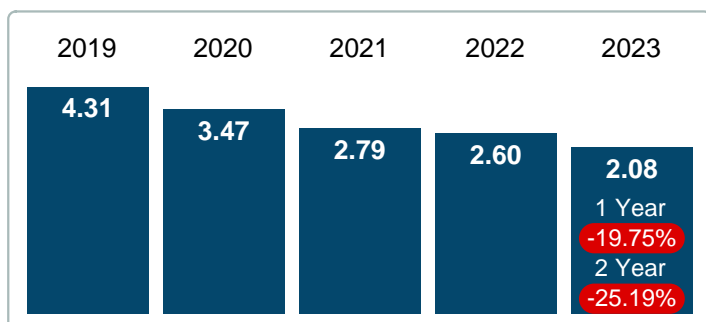
Area Delimited by County Of Rogers - Residential Property Type



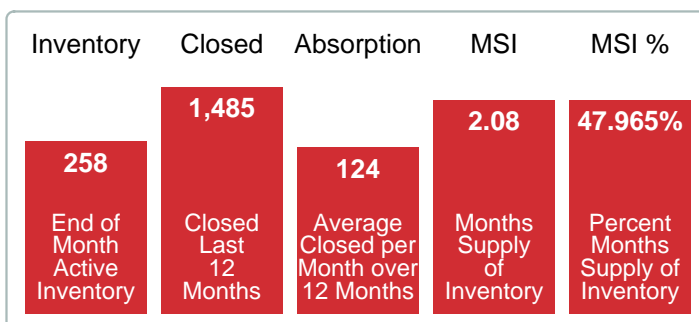
## MONTHS SUPPLY of INVENTORY (MSI)

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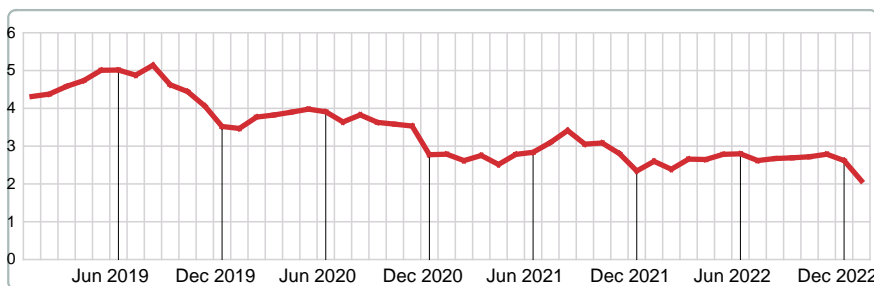
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2023

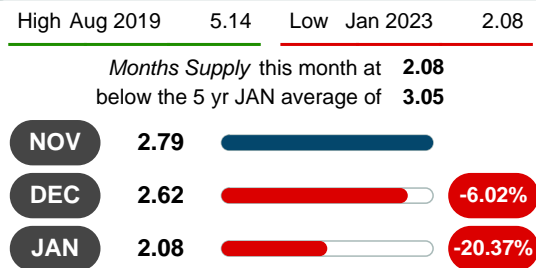


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 3.05



### 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	24	9.30%	1.01	0.72	1.21	0.00	4.00
\$175,001 - \$250,000	31	12.02%	0.89	2.25	0.75	1.31	0.00
\$250,001 - \$350,000	43	16.67%	1.63	1.50	1.38	1.96	3.00
\$350,001 - \$475,000	64	24.81%	3.06	4.80	4.92	1.58	2.82
\$475,001 - \$525,000	32	12.40%	5.33	4.00	3.79	6.27	4.00
\$525,001 - \$650,000	38	14.73%	5.85	0.00	6.00	4.00	12.00
\$650,001 and up	26	10.08%	4.73	0.00	9.60	4.11	4.17
Market Supply of Inventory (MSI)			2.08	1.46	1.70	2.50	4.89
Total Active Inventory by Units		100%	258	14	119	94	31

# January 2023



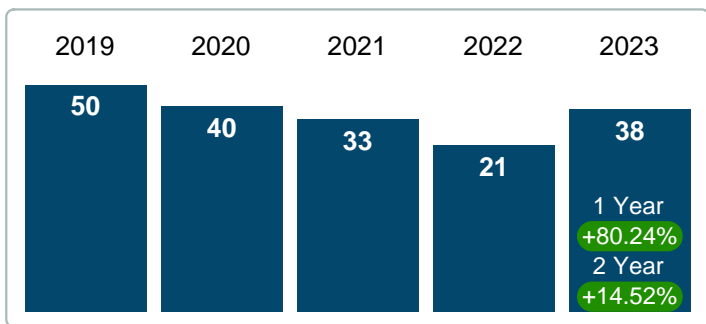
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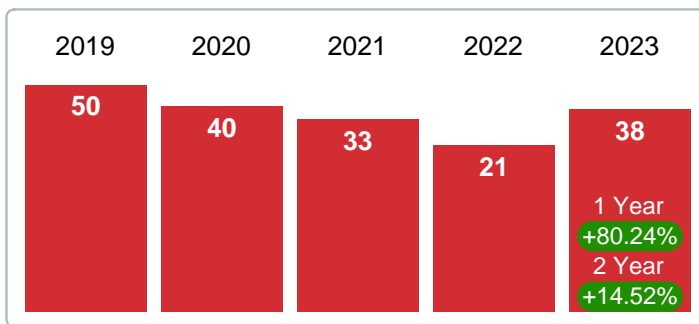
## AVERAGE DAYS ON MARKET TO SALE

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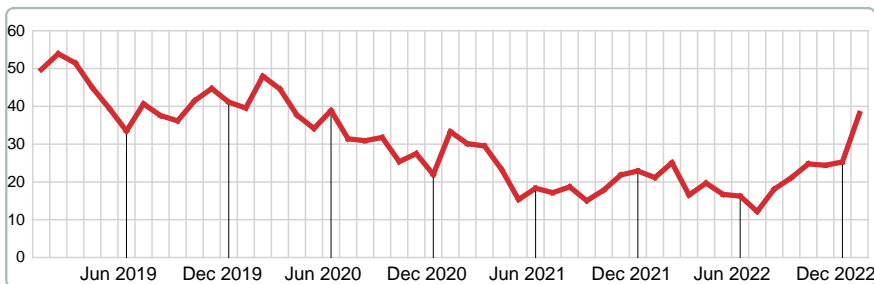
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

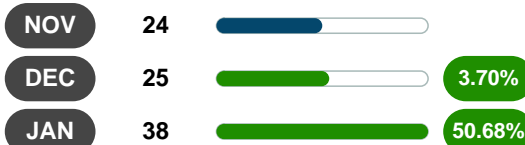


### 3 MONTHS

5 year JAN AVG = 36

High Feb 2019 54 Low Jul 2022 12

Average Days on Market to Sale this month at 38 above the 5 yr JAN average of 36



### 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	7.59%	22	22	22	0	0
\$50,001 - \$175,000	12.66%	48	6	53	0	185
\$175,001 - \$225,000	15.19%	39	0	39	0	0
\$225,001 - \$400,000	26.58%	27	0	21	16	66
\$400,001 - \$475,000	13.92%	47	0	38	58	36
\$475,001 - \$650,000	13.92%	60	0	52	69	19
\$650,001 and up	10.13%	27	0	1	6	92
Average Closed DOM		38	14	33	41	69
Total Closed Units	100%	38	8	40	21	10
Total Closed Volume		28,627,909	549.00K	11.99M	10.74M	5.35M



# January 2023



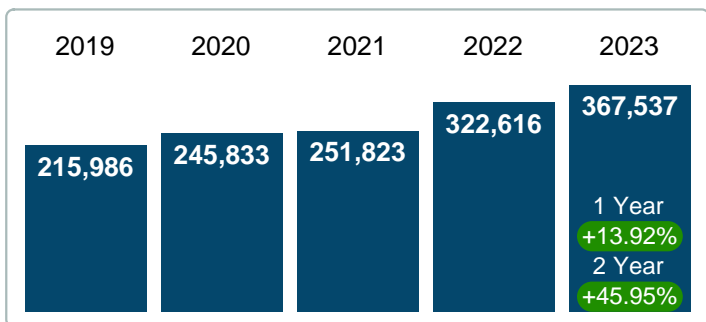
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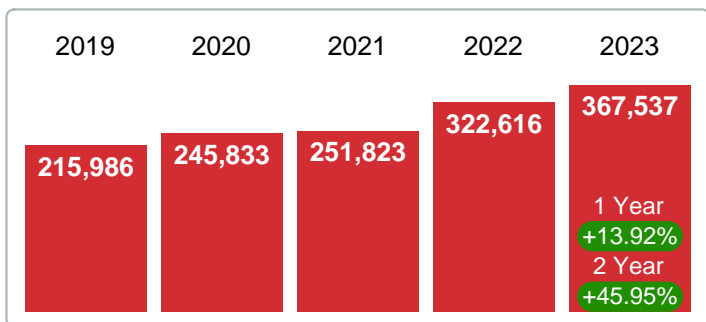
## AVERAGE LIST PRICE AT CLOSING

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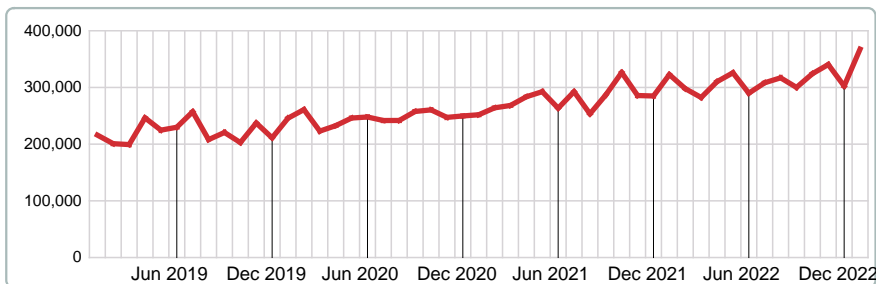
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 280,759

High Jan 2023 367,537    Low Mar 2019 199,270

Average List Price at Closing this month at **367,537**  
above the 5 yr JAN average of **280,759**

NOV	340,393	<div style="width: 80%;"></div>
DEC	302,460	<div style="width: 60%; background-color: red;"></div> -11.14%
JAN	367,537	<div style="width: 100%; background-color: green;"></div> 21.52%

### 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 <b>5</b>	6.33%	30,000	36,000	32,500	0	0
\$50,001 - \$175,000 <b>10</b>	12.66%	112,080	108,975	141,160	0	100,000
\$175,001 - \$225,000 <b>12</b>	15.19%	203,931	0	208,581	0	0
\$225,001 - \$400,000 <b>21</b>	26.58%	286,011	0	287,943	272,585	376,333
\$400,001 - \$475,000 <b>10</b>	12.66%	434,645	0	465,650	433,980	428,233
\$475,001 - \$650,000 <b>13</b>	16.46%	547,677	0	523,178	572,921	660,000
\$650,001 and up <b>8</b>	10.13%	980,622		02,000,000	664,9371,	207,500
<b>Average List Price</b>		<b>367,537</b>	<b>72,488</b>	<b>306,787</b>	<b>504,542</b>	<b>558,870</b>
<b>Total Closed Units</b>		<b>79</b>	<b>8</b>	<b>40</b>	<b>21</b>	<b>10</b>
<b>Total Closed Volume</b>		<b>29,035,437</b>	<b>579.90K</b>	<b>12.27M</b>	<b>10.60M</b>	<b>5.59M</b>



# January 2023



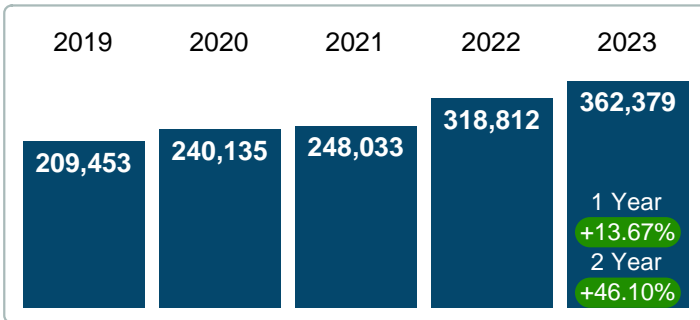
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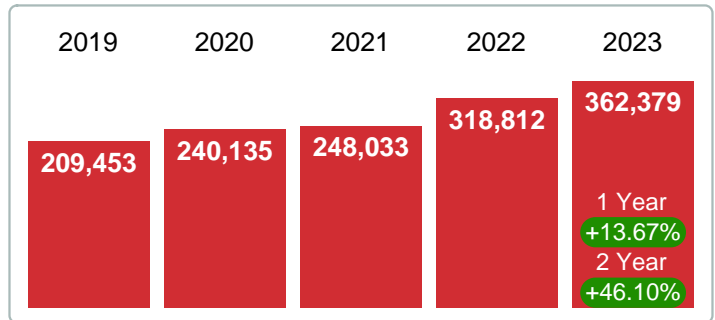
## AVERAGE SOLD PRICE AT CLOSING

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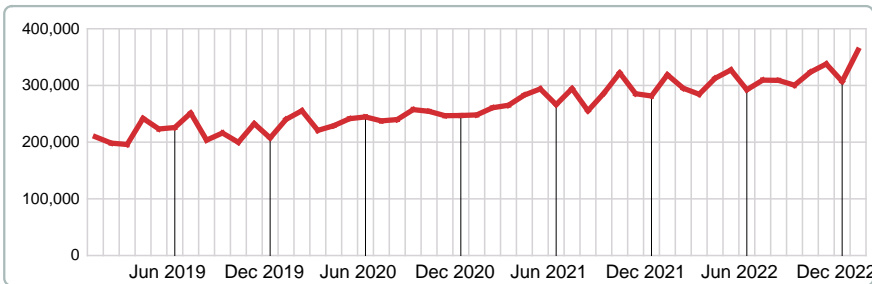
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

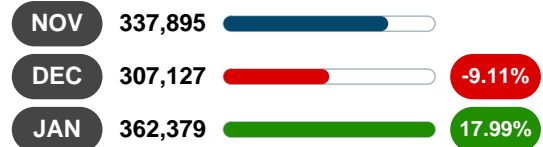


### 3 MONTHS

5 year JAN AVG = 275,762

High Jan 2023 362,379 Low Mar 2019 195,866

Average Sold Price at Closing this month at **362,379**  
above the 5 yr JAN average of **275,762**



### 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	7.59%	31,667	32,500	30,000	0	0
\$50,001 - \$175,000	12.66%	116,700	104,750	131,600	0	90,000
\$175,001 - \$225,000	15.19%	201,790	0	201,790	0	0
\$225,001 - \$400,000	26.58%	286,423	0	281,529	274,623	325,000
\$400,001 - \$475,000	13.92%	435,287	0	458,387	425,600	428,333
\$475,001 - \$650,000	13.92%	564,049	0	545,239	561,261	640,000
\$650,001 and up	10.13%	980,230		01,900,000	717,3681,	1,177,500
<b>Average Sold Price</b>		<b>362,379</b>	<b>68,625</b>	<b>299,794</b>	<b>511,531</b>	<b>534,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>362,379</b>	<b>8</b>	<b>40</b>	<b>21</b>	<b>10</b>
<b>Total Closed Volume</b>		<b>28,627,909</b>	<b>549.00K</b>	<b>11.99M</b>	<b>10.74M</b>	<b>5.35M</b>

# January 2023



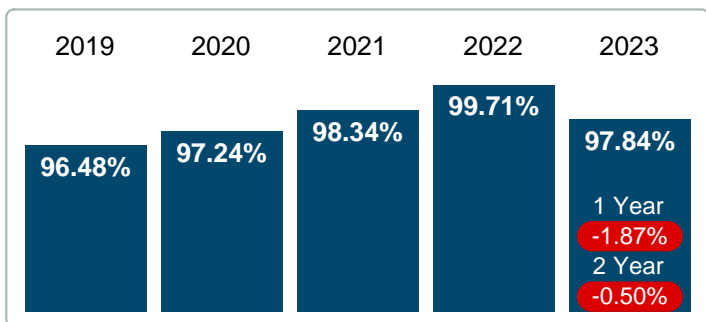
Area Delimited by County Of Rogers - Residential Property Type



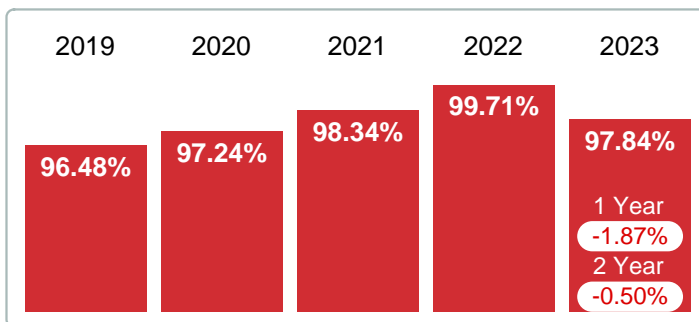
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Feb 13, 2023 for MLS Technology Inc.

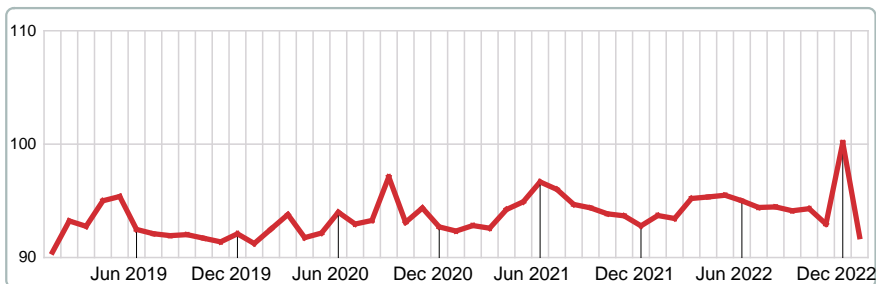
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

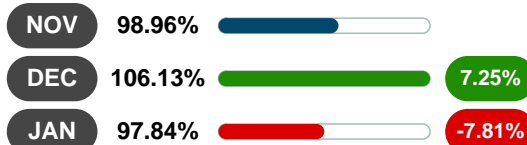


### 3 MONTHS

5 year JAN AVG = 97.92%

High Dec 2022 106.13% Low Jan 2019 96.48%

Average Sold/List Ratio this month at **97.84%**  
equal to 5 yr JAN average of **97.92%**



### 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	6	7.59%	93.94%	93.41%	95.00%	0.00%	0.00%	
\$50,001 - \$175,000	10	12.66%	94.48%	95.46%	94.59%	0.00%	90.00%	
\$175,001 - \$225,000	12	15.19%	96.99%	0.00%	96.99%	0.00%	0.00%	
\$225,001 - \$400,000	21	26.58%	97.20%	0.00%	98.15%	100.53%	88.30%	
\$400,001 - \$475,000	11	13.92%	98.79%	0.00%	98.76%	98.08%	100.02%	
\$475,001 - \$650,000	11	13.92%	99.82%	0.00%	104.20%	98.35%	96.97%	
\$650,001 and up	8	10.13%	103.91%	0.00%	95.00%	108.18%	97.68%	
Average Sold/List Ratio		97.80%		94.43%	97.62%	101.04%	94.73%	
Total Closed Units		79	100%	97.80%	8	40	21	10
Total Closed Volume		28,627,909			549.00K	11.99M	10.74M	5.35M

# January 2023



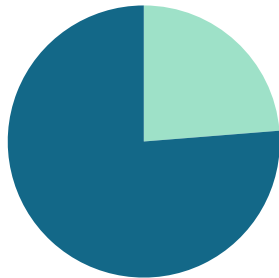
Area Delimited by County Of Rogers - Residential Property Type



## MARKET SUMMARY

Report produced on Feb 13, 2023 for MLS Technology Inc.

### INVENTORY

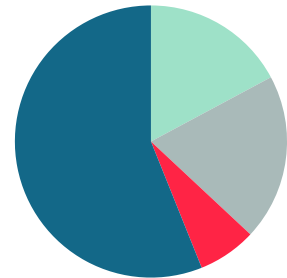


**Inventory**  
 New Listings  
**103 = 23.73%**  
 Start Inventory  
**331**  
 Total Inventory Units  
**434**  
 Volume  
**\$180,326,425**

### Market Activity

Closed Sales  
**79 = 17.17%**  
 Pending Sales  
**91 = 19.78%**  
 Other Off Market  
**32 = 6.96%**  
 Active Inventory  
**258 = 56.09%**

### MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	111	79	-28.83%	111	79	-28.83%
Pending Sales	154	91	-40.91%	154	91	-40.91%
New Listings	174	103	-40.80%	174	103	-40.80%
Average List Price	322,616	367,537	13.92%	322,616	367,537	13.92%
Average Sale Price	318,812	362,379	13.67%	318,812	362,379	13.67%
Average Percent of Selling Price to List Price	99.71%	97.84%	-1.87%	99.71%	97.84%	-1.87%
Average Days on Market to Sale	21.15	38.13	80.24%	21.15	38.13	80.24%
Monthly Inventory	378	258	-31.75%	378	258	-31.75%
Months Supply of Inventory	2.60	2.08	-19.75%	2.60	2.08	-19.75%

**Absorption:** Last 12 months, an Average of **124** Sales/Month

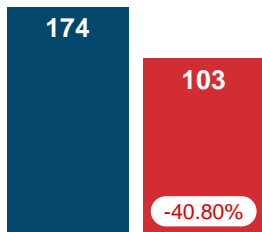
**Inventory** on January 31, 2023 = **258**

**2022** **2023**

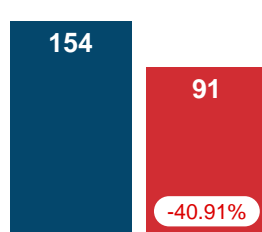
### JANUARY MARKET

### AVERAGE PRICES

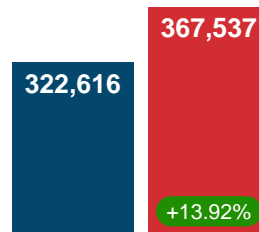
#### New Listings



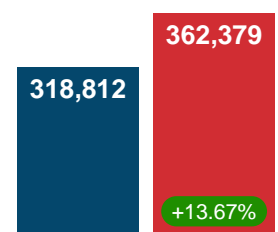
#### Pending Listings



#### List Price



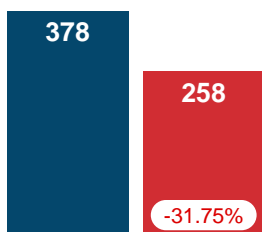
#### Sale Price



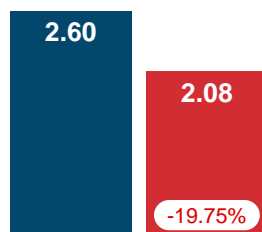
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

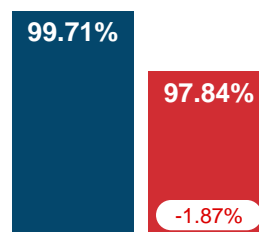
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

