

March 2023



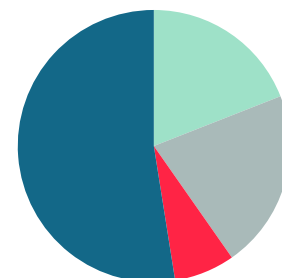
Area Delimited by County Of Rogers - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	March 2023	+/-%
Closed Listings	123	95	-22.76%
Pending Listings	147	106	-27.89%
New Listings	174	153	-12.07%
Average List Price	282,329	315,839	11.87%
Average Sale Price	284,471	314,270	10.48%
Average Percent of Selling Price to List Price	101.21%	99.83%	-1.36%
Average Days on Market to Sale	16.53	34.96	111.50%
End of Month Inventory	389	262	-32.65%
Months Supply of Inventory	2.66	2.21	-16.78%



■ Closed (19.04%)
■ Pending (21.24%)
■ Other OffMarket (7.21%)
■ Active (52.51%)

Absorption: Last 12 months, an Average of **119** Sales/Month
Active Inventory as of March 31, 2023 = **262**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2023 decreased **32.65%** to 262 existing homes available for sale. Over the last 12 months this area has had an average of 119 closed sales per month. This represents an unsold inventory index of **2.21** 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 **10.48%** in March 2023 to \$314,270 versus the previous year at \$284,471.

Average Days on Market Lengthens

The average number of **34.96** days that homes spent on the market before selling increased by 18.43 days or **111.50%** in March 2023 compared to last year's same month at **16.53** DOM.

Sales Success for March 2023 is Positive

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

There were 153 New Listings in March 2023, down **12.07%** from last year at 174. Furthermore, there were 95 Closed Listings this month versus last year at 123, a **-22.76%** decrease.

Closed versus Listed trends yielded a **62.1%** ratio, down from previous year's, March 2022, at **70.7%**, a **12.16%** 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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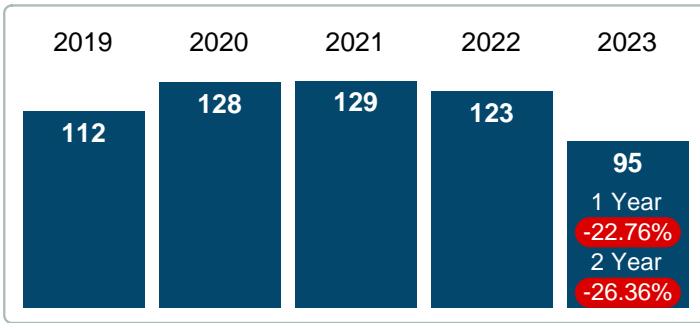
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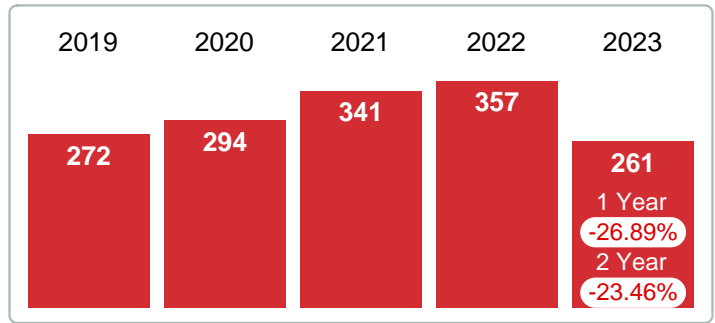
CLOSED LISTINGS

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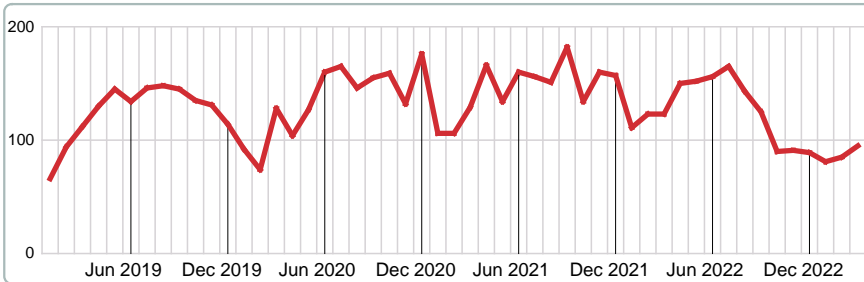
MARCH



YEAR TO DATE (YTD)

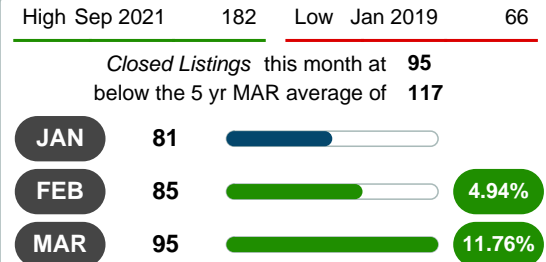


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 117



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	8	8.42%	23.9	1	7	0	0
\$125,001 - \$175,000	10	10.53%	11.1	1	8	1	0
\$175,001 - \$225,000	17	17.89%	22.4	4	11	2	0
\$225,001 - \$300,000	23	24.21%	22.3	0	15	8	0
\$300,001 - \$375,000	12	12.63%	56.3	0	7	4	1
\$375,001 - \$500,000	12	12.63%	45.9	1	6	3	2
\$500,001 and up	13	13.68%	69.2	0	5	3	5
Total Closed Units	95			7	59	21	8
Total Closed Volume	29,855,609	100%	35.0	1.44M	16.32M	7.15M	4.93M
Average Closed Price	\$314,270			\$206,357	\$276,694	\$340,703	\$616,424

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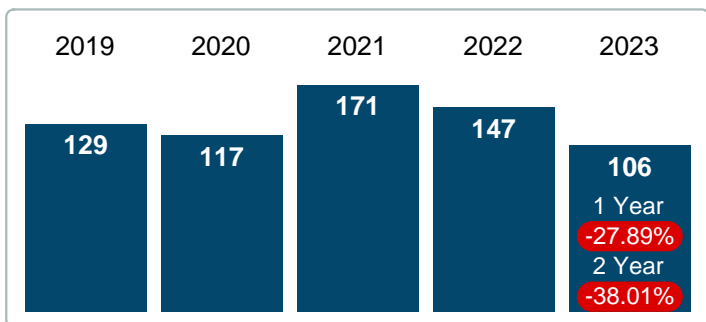
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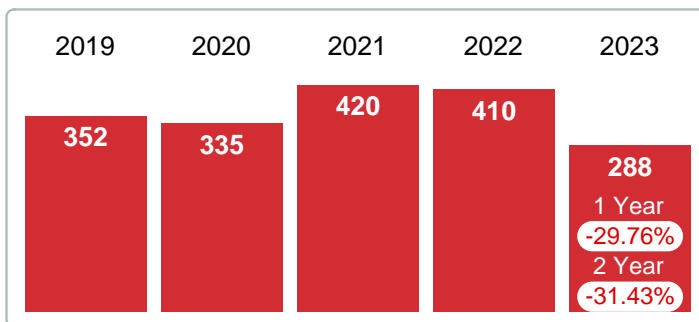
PENDING LISTINGS

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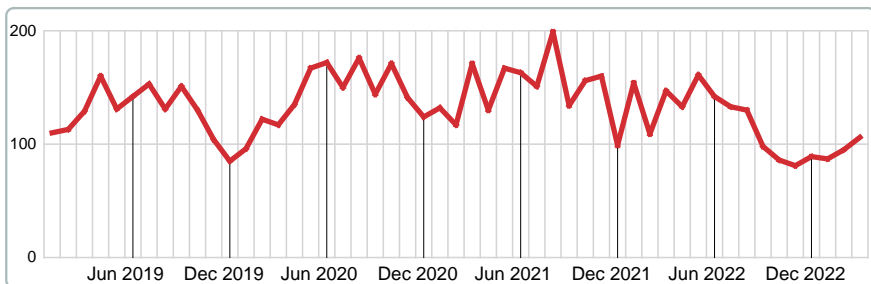
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 134

High Aug 2021 199 | Low Nov 2022 81

Pending Listings this month at **106**
 below the 5 yr MAR average of **134**

Month	Pending Listings	% Change
JAN	87	
FEB	95	9.20%
MAR	106	11.58%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	7	6.60%	45.0	2	5	0	0
\$150,001 - \$200,000	11	10.38%	51.1	0	8	2	1
\$200,001 - \$225,000	9	8.49%	39.4	0	9	0	0
\$225,001 - \$325,000	39	36.79%	21.2	1	24	14	0
\$325,001 - \$400,000	16	15.09%	46.7	0	13	3	0
\$400,001 - \$625,000	12	11.32%	48.3	0	4	6	2
\$625,001 and up	12	11.32%	43.7	0	3	7	2
Total Pending Units	106			3	66	32	5
Total Pending Volume	38,706,716	100%	31.6	553.30K	19.30M	16.12M	2.74M
Average Listing Price	\$399,844			\$184,433	\$292,466	\$503,611	\$547,022

March 2023



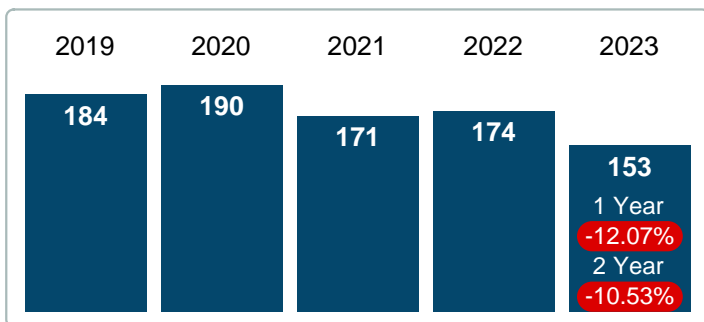
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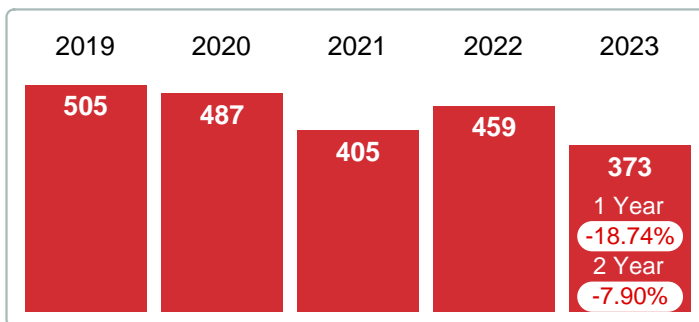
NEW LISTINGS

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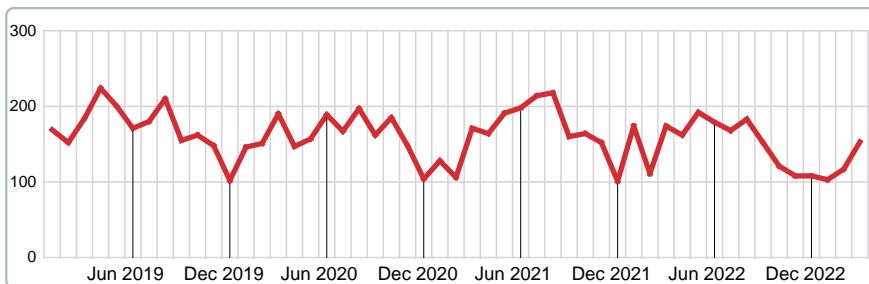
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

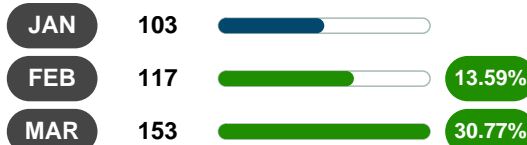


3 MONTHS

5 year MAR AVG = 174

High Apr 2019 224 Low Dec 2021 101

New Listings this month at 153
below the 5 yr MAR average of 174



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$175,000 and less	15	9.80%	5	10	0	0
\$175,001 - \$225,000	17	11.11%	0	16	1	0
\$225,001 - \$275,000	25	16.34%	1	20	4	0
\$275,001 - \$375,000	28	18.30%	1	15	12	0
\$375,001 - \$475,000	26	16.99%	0	20	6	0
\$475,001 - \$725,000	27	17.65%	0	2	23	2
\$725,001 and up	15	9.80%	0	2	6	7
Total New Listed Units	153		7	85	52	9
Total New Listed Volume	64,518,982	100%	1.20M	28.43M	26.74M	8.14M
Average New Listed Listing Price	\$438,494		\$171,814	\$334,477	\$514,310	\$904,623

March 2023



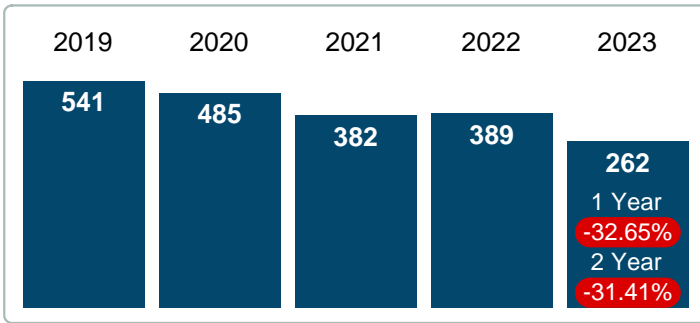
Area Delimited by County Of Rogers - Residential Property Type



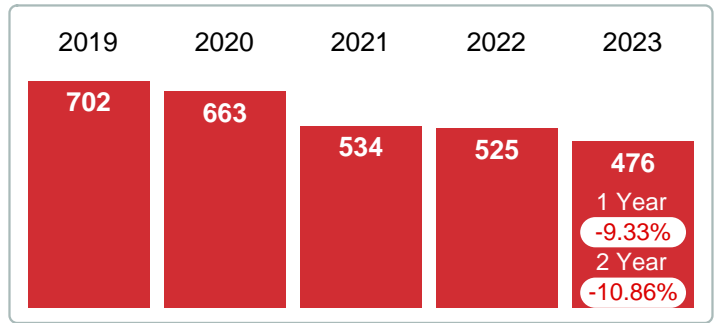
ACTIVE INVENTORY

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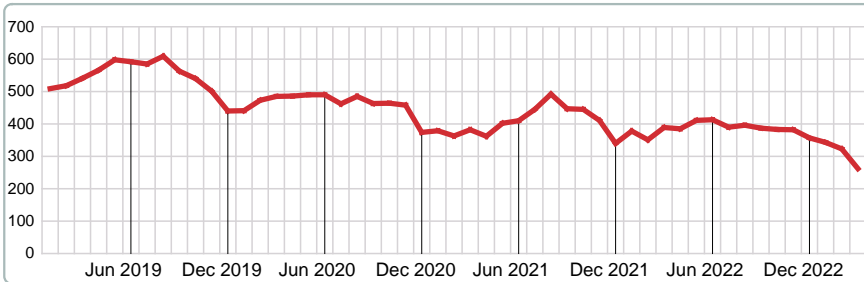
END OF MARCH



ACTIVE DURING MARCH

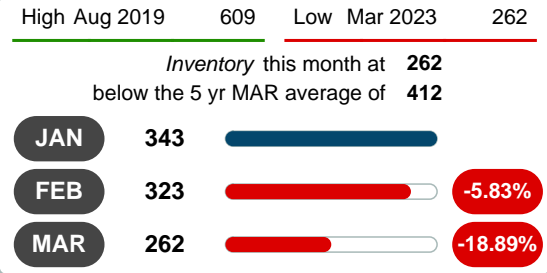


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 412



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$200,000 and less	25	9.54%	58.2	4	20	1	0
\$200,001 - \$275,000	30	11.45%	60.4	1	21	8	0
\$275,001 - \$375,000	39	14.89%	48.1	1	21	16	1
\$375,001 - \$475,000	57	21.76%	74.1	2	37	15	3
\$475,001 - \$575,000	51	19.47%	105.6	0	8	36	7
\$575,001 - \$750,000	33	12.60%	83.1	0	3	19	11
\$750,001 and up	27	10.31%	91.4	0	6	9	12
Total Active Inventory by Units	262			8	116	104	34
Total Active Inventory by Volume	129,630,416	100%	76.2	1.97M	46.53M	55.98M	25.15M
Average Active Inventory Listing Price	\$494,773			\$246,050	\$401,145	\$538,287	\$739,627

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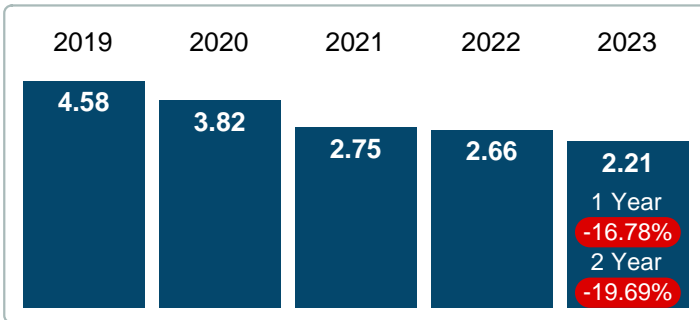
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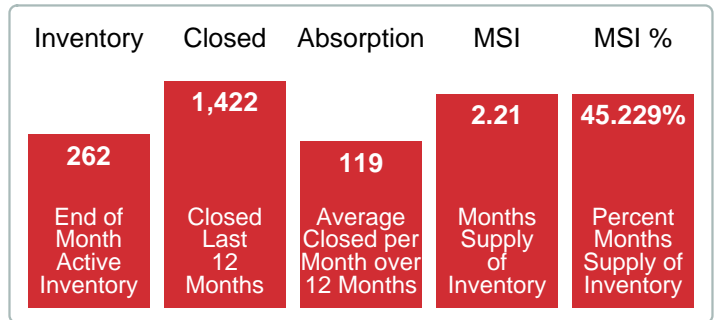
MONTHS SUPPLY of INVENTORY (MSI)

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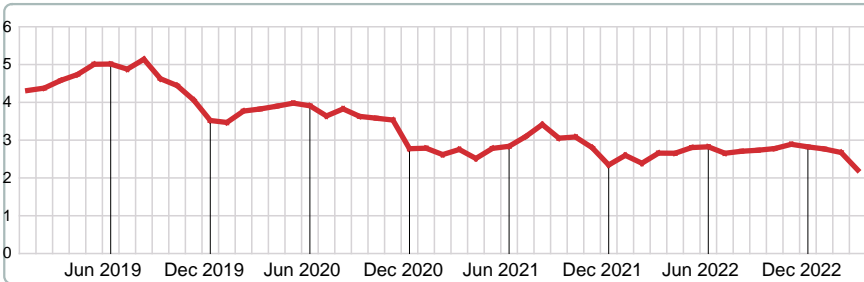
MSI FOR MARCH



INDICATORS FOR MARCH 2023

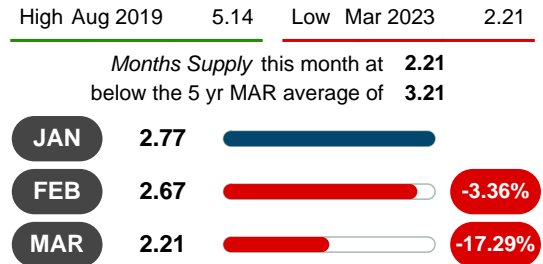


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 3.21



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
\$200,000 and less	25	9.54%	0.80	0.59	0.91	0.46	0.00
\$200,001 - \$275,000	30	11.45%	0.94	0.71	0.84	1.52	0.00
\$275,001 - \$375,000	39	14.89%	1.77	6.00	1.75	1.83	0.92
\$375,001 - \$475,000	57	21.76%	3.70	4.00	6.00	1.96	2.77
\$475,001 - \$575,000	51	19.47%	5.72	0.00	3.00	6.97	8.40
\$575,001 - \$750,000	33	12.60%	5.28	0.00	4.50	4.65	7.33
\$750,001 and up	27	10.31%	9.53	0.00	36.00	7.20	8.47
Market Supply of Inventory (MSI)			2.21	0.87	1.69	3.03	5.37
Total Active Inventory by Units		100%	262	8	116	104	34

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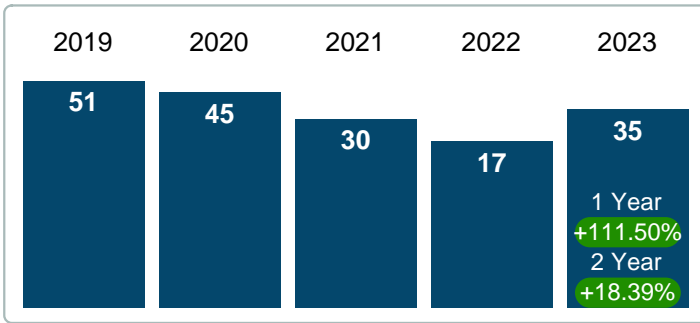
Area Delimited by County Of Rogers - Residential Property Type



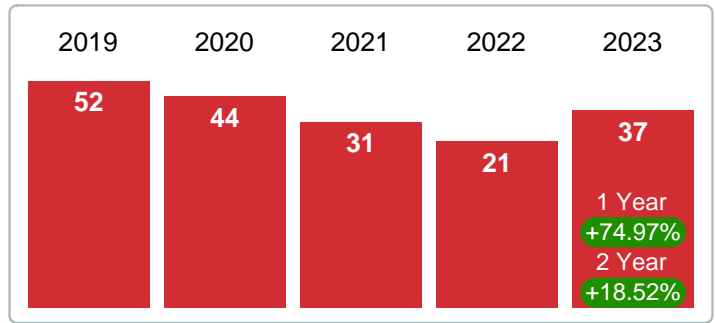
AVERAGE DAYS ON MARKET TO SALE

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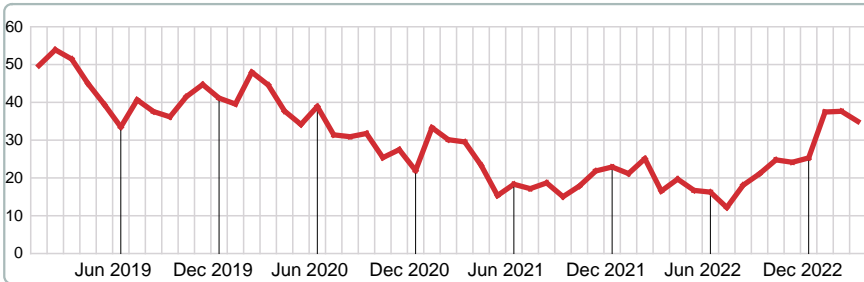
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

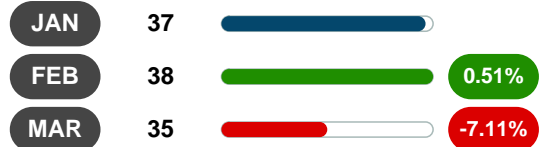


3 MONTHS

5 year MAR AVG = 35

High Feb 2019 54 Low Jul 2022 12

Average Days on Market to Sale this month at 35 equal to 5 yr MAR average of 35



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	8.42%	24	5	27	0	0
\$125,001 - \$175,000	10.53%	11	30	10	4	0
\$175,001 - \$225,000	17.89%	22	28	7	95	0
\$225,001 - \$300,000	24.21%	22	0	18	30	0
\$300,001 - \$375,000	12.63%	56	0	67	50	8
\$375,001 - \$500,000	12.63%	46	12	18	63	123
\$500,001 and up	13.68%	69	0	68	109	47
Average Closed DOM		35	23	26	55	61
Total Closed Units	100%	95	7	59	21	8
Total Closed Volume		29,855,609	1.44M	16.32M	7.15M	4.93M

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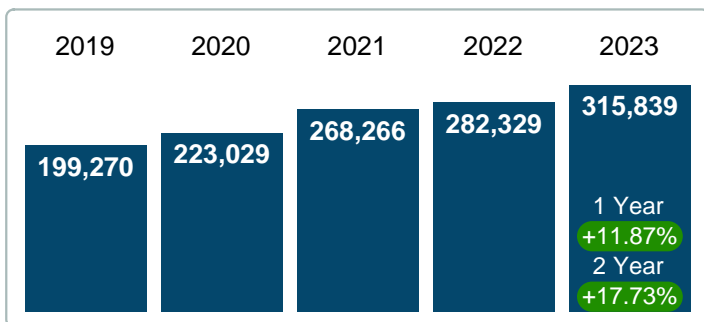
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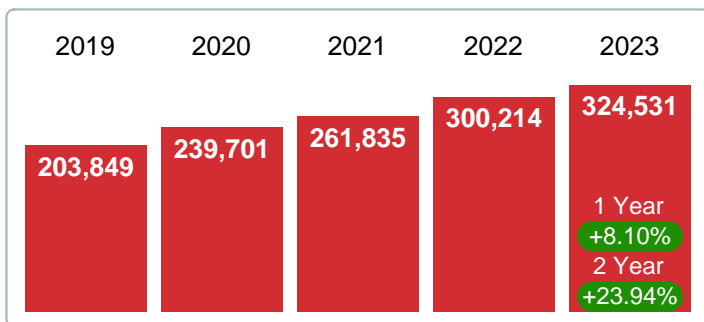
AVERAGE LIST PRICE AT CLOSING

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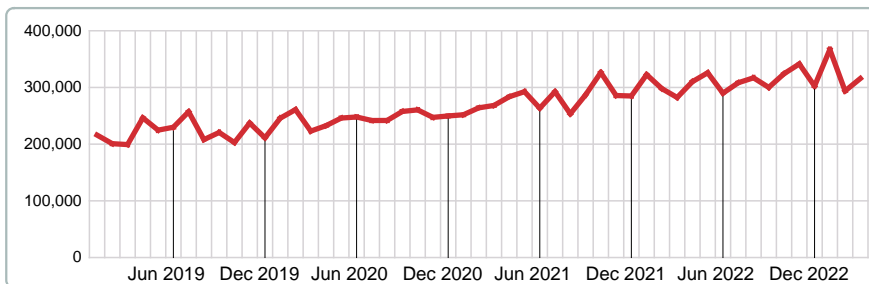
MARCH



YEAR TO DATE (YTD)

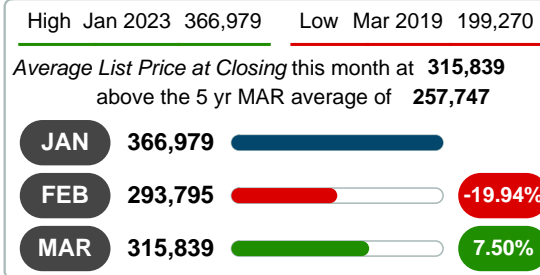


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 257,747



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	8.42%	103,850	85,900	106,414	0	0
\$125,001 - \$175,000	10.53%	152,880	149,000	154,225	150,000	0
\$175,001 - \$225,000	16.84%	204,231	208,100	203,345	217,200	0
\$225,001 - \$300,000	24.21%	273,165	0	272,333	285,361	0
\$300,001 - \$375,000	10.53%	337,657	0	358,660	343,764	324,900
\$375,001 - \$500,000	18.95%	431,523	425,000	416,984	426,371	460,000
\$500,001 and up	10.53%	695,064	0	626,467	565,467	720,862
Average List Price		315,839	213,186	278,735	343,707	606,151
Total Closed Units	100%	315,839	7	59	21	8
Total Closed Volume		30,004,718	1.49M	16.45M	7.22M	4.85M

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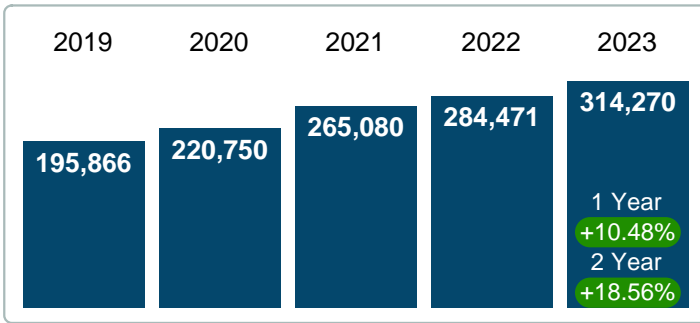
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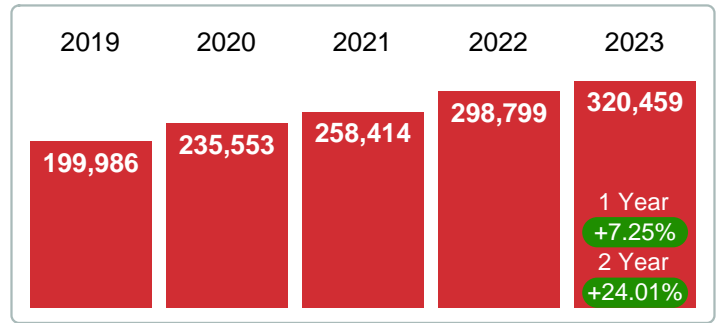
AVERAGE SOLD PRICE AT CLOSING

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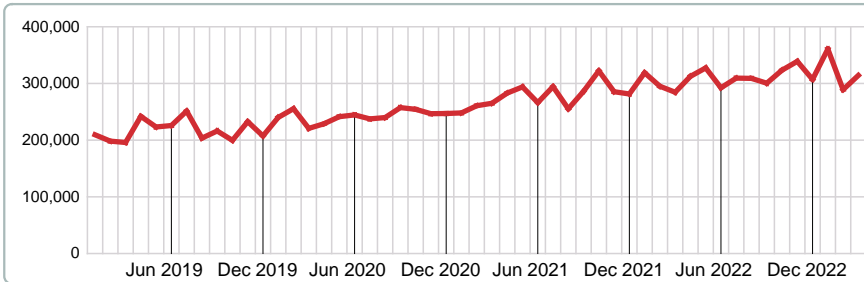
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

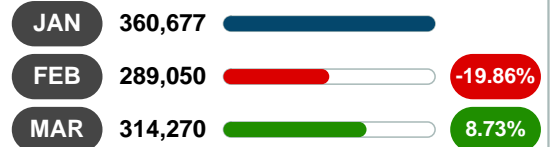


3 MONTHS

5 year MAR AVG = 256,087

High Jan 2023 360,677 Low Mar 2019 195,866

Average Sold Price at Closing this month at 314,270 above the 5 yr MAR average of 256,087



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	8.42%	103,688	80,500	107,000	0	0
\$125,001 - \$175,000	10.53%	149,480	135,000	151,850	145,000	0
\$175,001 - \$225,000	17.89%	206,708	201,000	207,730	212,500	0
\$225,001 - \$300,000	24.21%	274,743	0	269,867	283,886	0
\$300,001 - \$375,000	12.63%	336,435	0	339,223	335,664	320,000
\$375,001 - \$500,000	12.63%	427,323	425,000	417,428	424,769	462,000
\$500,001 and up	13.68%	656,392	0	629,798	565,573	737,478
Average Sold Price		314,270	206,357	276,694	340,703	616,424
Total Closed Units		95	7	59	21	8
Total Closed Volume		29,855,609	1.44M	16.32M	7.15M	4.93M

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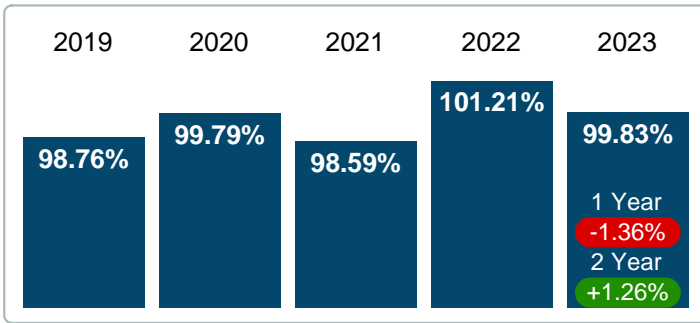
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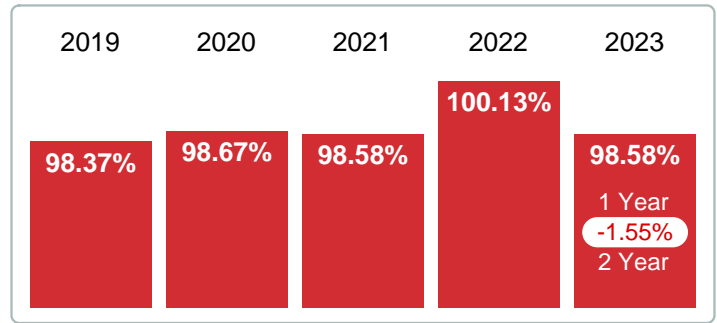
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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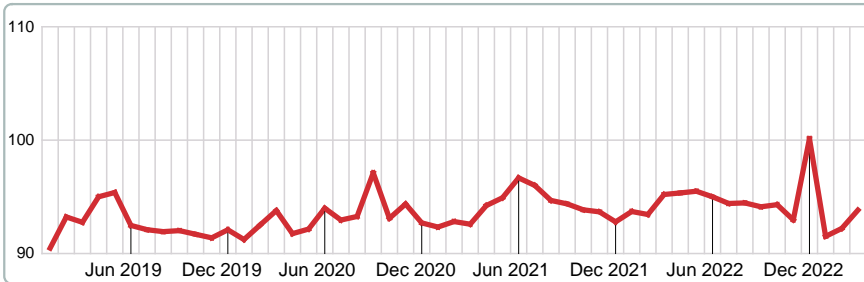
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

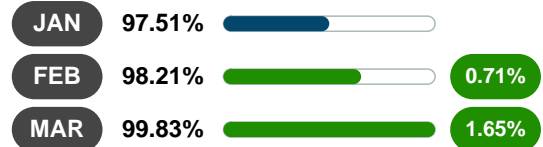


3 MONTHS

5 year MAR AVG = 99.63%

High Dec 2022 106.13% Low Jan 2019 96.48%

Average Sold/List Ratio this month at **99.83%**
 equal to 5 yr MAR average of **99.63%**



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	8	8.42%	105.29%	93.71%	106.94%	0.00%	0.00%
\$125,001 - \$175,000	10	10.53%	97.71%	90.60%	98.73%	96.67%	0.00%
\$175,001 - \$225,000	17	17.89%	100.48%	96.92%	102.26%	97.82%	0.00%
\$225,001 - \$300,000	23	24.21%	99.32%	0.00%	99.25%	99.47%	0.00%
\$300,001 - \$375,000	12	12.63%	96.07%	0.00%	94.73%	97.81%	98.49%
\$375,001 - \$500,000	12	12.63%	99.98%	100.00%	100.04%	99.56%	100.46%
\$500,001 and up	13	13.68%	101.48%	0.00%	100.67%	100.31%	102.98%
Average Sold/List Ratio		99.80%		96.00%	100.32%	98.99%	101.79%
Total Closed Units		95	100%	7	59	21	8
Total Closed Volume		29,855,609		1.44M	16.32M	7.15M	4.93M

March 2023



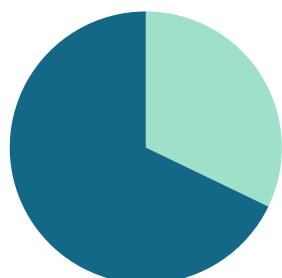
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

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

INVENTORY

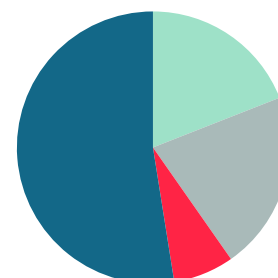


Inventory
 New Listings
153 = 32.14%
 Start Inventory
323
 Total Inventory Units
476
 Volume
\$206,674,939

Market Activity

Closed Sales
95 = 19.04%
 Pending Sales
106 = 21.24%
 Other Off Market
36 = 7.21%
 Active Inventory
262 = 52.51%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	123	95	-22.76%	357	261	-26.89%
Pending Sales	147	106	-27.89%	410	288	-29.76%
New Listings	174	153	-12.07%	459	373	-18.74%
Average List Price	282,329	315,839	11.87%	300,214	324,531	8.10%
Average Sale Price	284,471	314,270	10.48%	298,799	320,459	7.25%
Average Percent of Selling Price to List Price	101.21%	99.83%	-1.36%	100.13%	98.58%	-1.55%
Average Days on Market to Sale	16.53	34.96	111.50%	20.92	36.60	74.97%
Monthly Inventory	389	262	-32.65%	389	262	-32.65%
Months Supply of Inventory	2.66	2.21	-16.78%	2.66	2.21	-16.78%

Absorption: Last 12 months, an Average of **119** Sales/Month

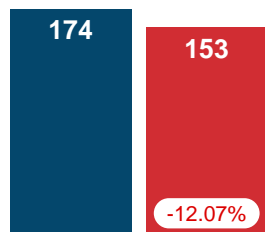
Inventory on March 31, 2023 = **262**

2022 **2023**

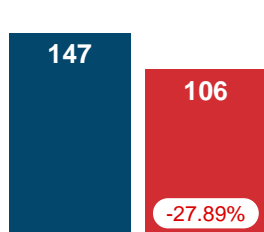
MARCH MARKET

AVERAGE PRICES

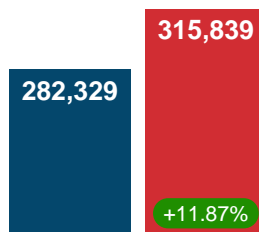
New Listings



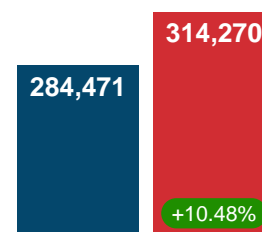
Pending Listings



List Price



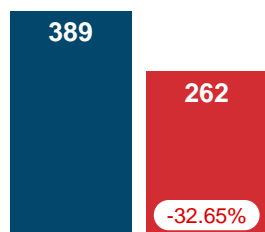
Sale Price



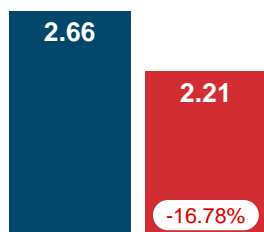
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

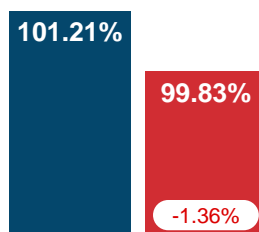
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

