

March 2023



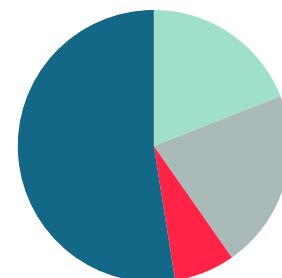
Area Delimited by County Of Rogers - Residential Property Type



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%
Median List Price	249,900	289,000	15.65%
Median Sale Price	249,900	283,000	13.25%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	5.00	13.00	160.00%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **13.25%** in March 2023 to \$283,000 versus the previous year at \$249,900.

Median Days on Market Lengthens

The median number of **13.00** days that homes spent on the market before selling increased by 8.00 days or **160.00%** in March 2023 compared to last year's same month at **5.00** DOM.

Sales Success for March 2023 is Positive

Overall, with Median 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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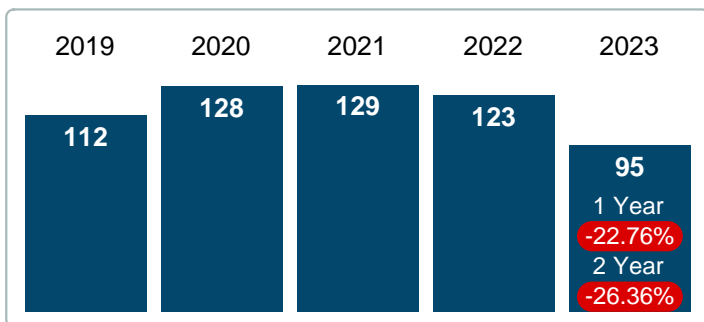
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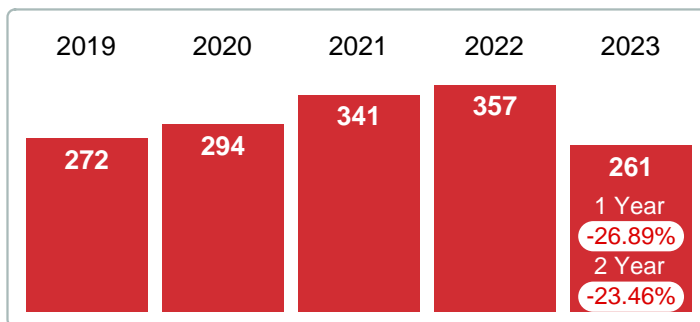
CLOSED LISTINGS

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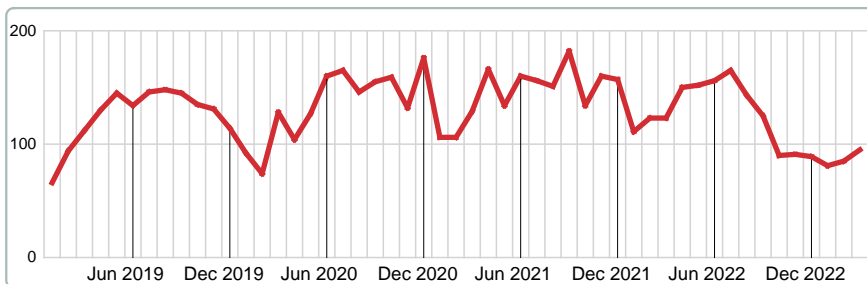
MARCH



YEAR TO DATE (YTD)

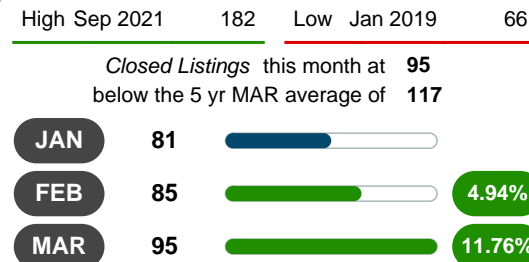


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 117



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	8	8.42%	13.0	1	7	0	0
\$125,001 - \$175,000	10	10.53%	3.0	1	8	1	0
\$175,001 - \$225,000	17	17.89%	5.0	4	11	2	0
\$225,001 - \$300,000	23	24.21%	11.0	0	15	8	0
\$300,001 - \$375,000	12	12.63%	37.5	0	7	4	1
\$375,001 - \$500,000	12	12.63%	30.0	1	6	3	2
\$500,001 and up	13	13.68%	54.0	0	5	3	5
Total Closed Units	95			7	59	21	8
Total Closed Volume	29,855,609	100%	13.0	1.44M	16.32M	7.15M	4.93M
Median Closed Price	\$283,000			\$198,000	\$253,000	\$300,000	\$587,310

March 2023



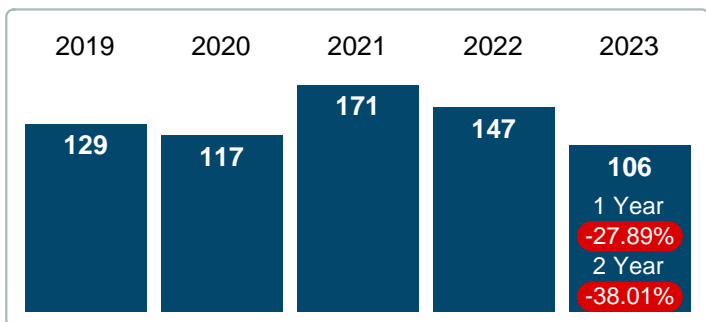
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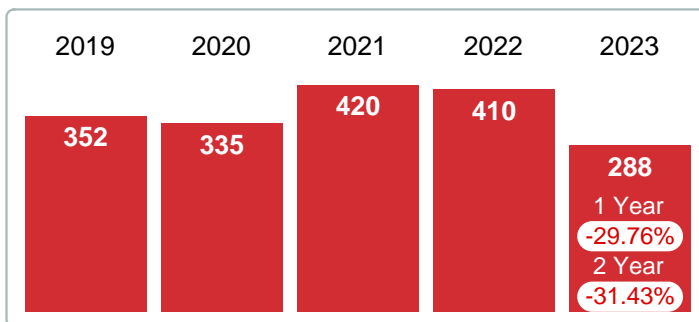
PENDING LISTINGS

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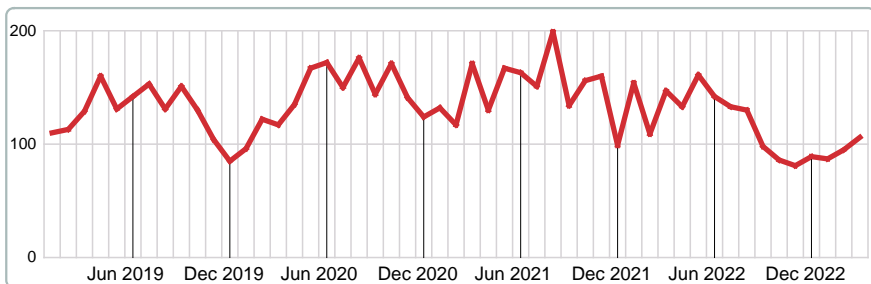
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

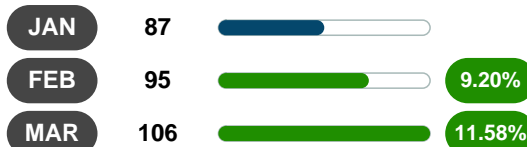


3 MONTHS

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**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	7	6.60%	11.0	2	5	0	0
\$150,001 - \$200,000	11	10.38%	17.0	0	8	2	1
\$200,001 - \$225,000	9	8.49%	12.0	0	9	0	0
\$225,001 - \$325,000	39	36.79%	6.0	1	24	14	0
\$325,001 - \$400,000	16	15.09%	13.5	0	13	3	0
\$400,001 - \$625,000	12	11.32%	32.0	0	4	6	2
\$625,001 and up	12	11.32%	21.5	0	3	7	2
Total Pending Units	106			3	66	32	5
Total Pending Volume	38,706,716	100%	11.0	553.30K	19.30M	16.12M	2.74M
Median Listing Price	\$289,500			\$149,900	\$264,450	\$329,900	\$529,900

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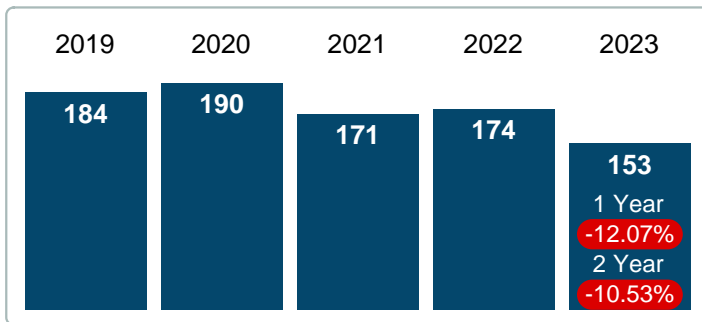
Area Delimited by County Of Rogers - Residential Property Type



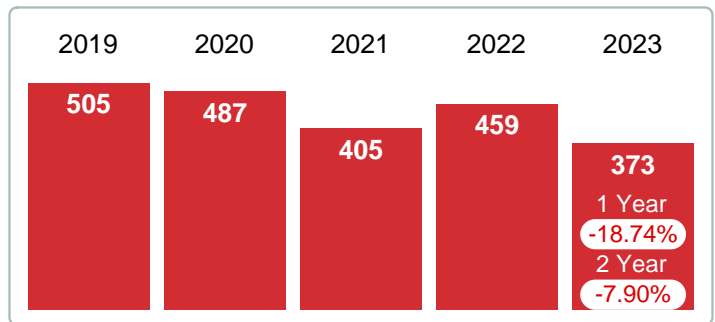
NEW LISTINGS

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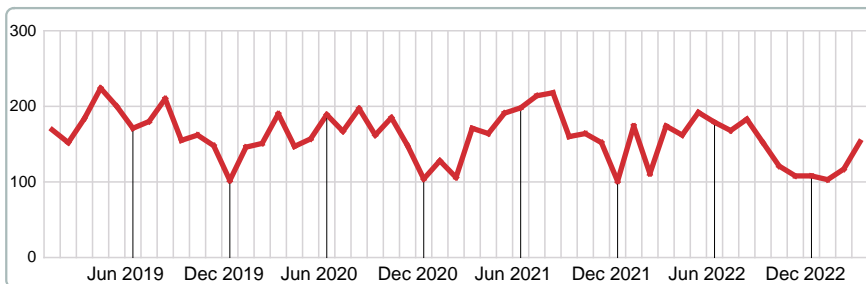
MARCH



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
Median New Listed Listing Price	\$350,000		\$149,900	\$269,900	\$482,450	\$911,200

March 2023



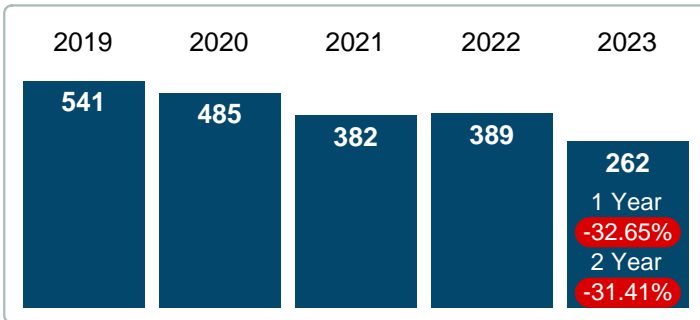
Area Delimited by County Of Rogers - Residential Property Type



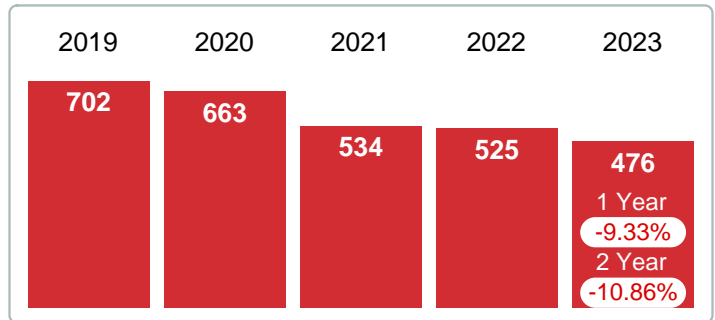
ACTIVE INVENTORY

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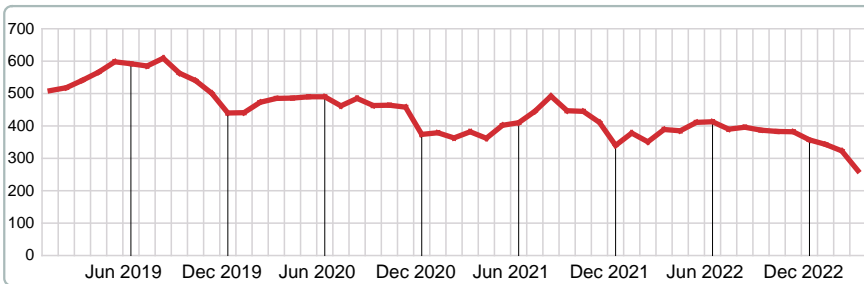
END OF MARCH



ACTIVE DURING MARCH

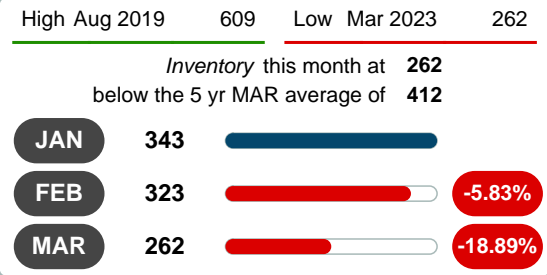


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 412



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$200,000 and less	25	9.54%	31.0	4	20	1	0
\$200,001 - \$275,000	30	11.45%	39.0	1	21	8	0
\$275,001 - \$375,000	39	14.89%	43.0	1	21	16	1
\$375,001 - \$475,000	57	21.76%	74.0	2	37	15	3
\$475,001 - \$575,000	51	19.47%	83.0	0	8	36	7
\$575,001 - \$750,000	33	12.60%	46.0	0	3	19	11
\$750,001 and up	27	10.31%	53.0	0	6	9	12
Total Active Inventory by Units		262		8	116	104	34
Total Active Inventory by Volume		129,630,416	100%	1.97M	46.53M	55.98M	25.15M
Median Active Inventory Listing Price		\$442,450		\$210,000	\$357,553	\$497,400	\$658,450

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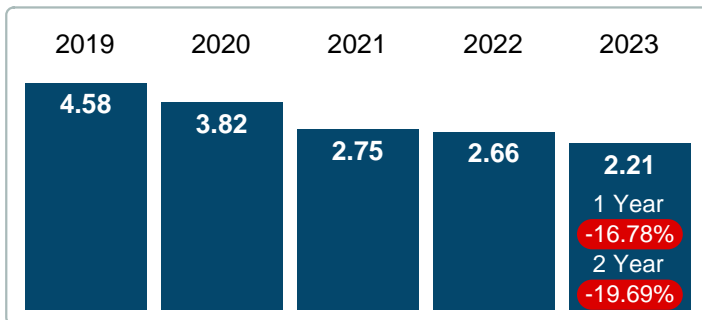
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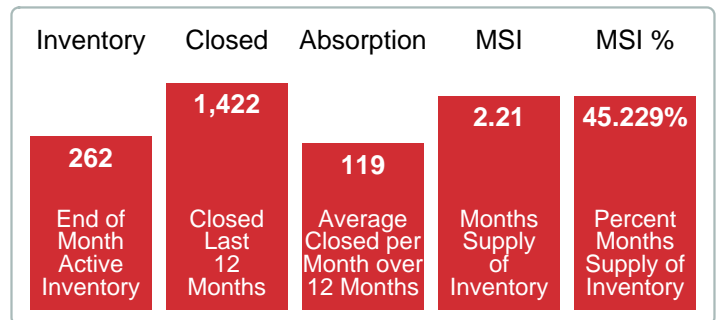
MONTHS SUPPLY of INVENTORY (MSI)

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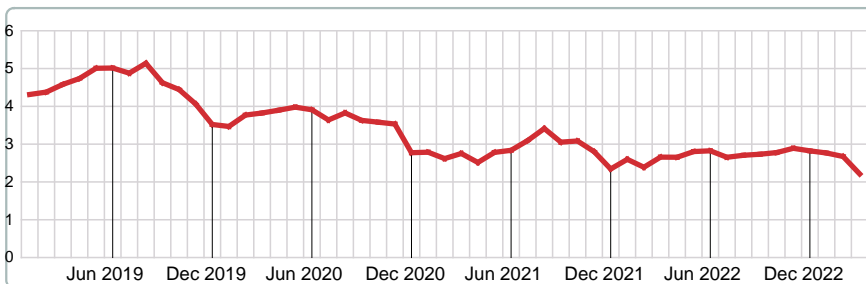
MSI FOR MARCH



INDICATORS FOR MARCH 2023

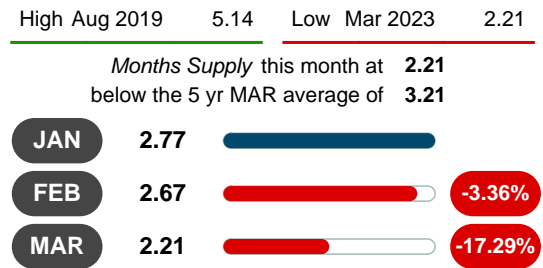


5 YEAR MARKET ACTIVITY TRENDS



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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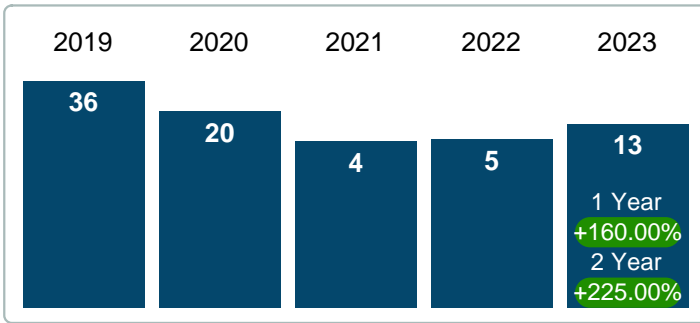
Area Delimited by County Of Rogers - Residential Property Type



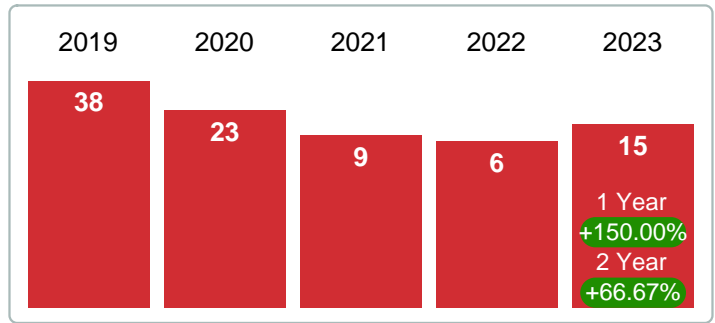
MEDIAN DAYS ON MARKET TO SALE

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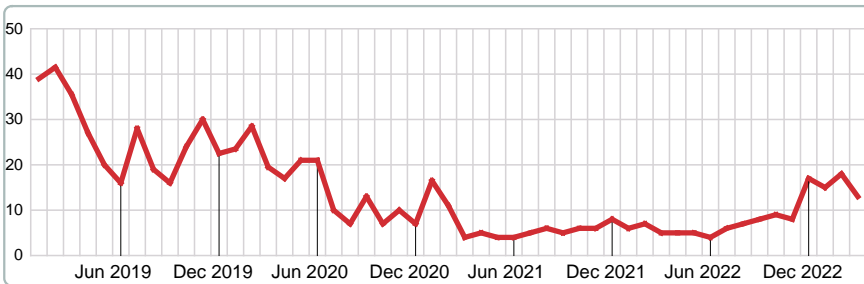
MARCH



YEAR TO DATE (YTD)

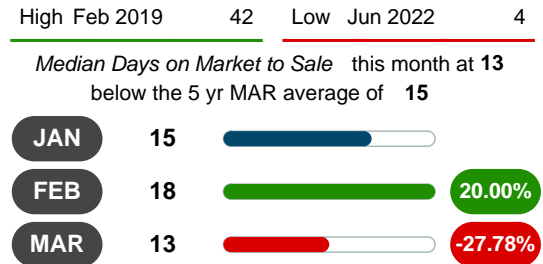


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 15



MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range	%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	8.42%	13	5	14	0	0
\$125,001 - \$175,000	10.53%	3	30	2	4	0
\$175,001 - \$225,000	17.89%	5	31	4	95	0
\$225,001 - \$300,000	24.21%	11	0	6	16	0
\$300,001 - \$375,000	12.63%	38	0	100	28	8
\$375,001 - \$500,000	12.63%	30	12	7	60	123
\$500,001 and up	13.68%	54	0	13	76	34
Median Closed DOM		13	25	7	42	44
Total Closed Units	100%	13.0	7	59	21	8
Total Closed Volume		29,855,609	1.44M	16.32M	7.15M	4.93M

March 2023



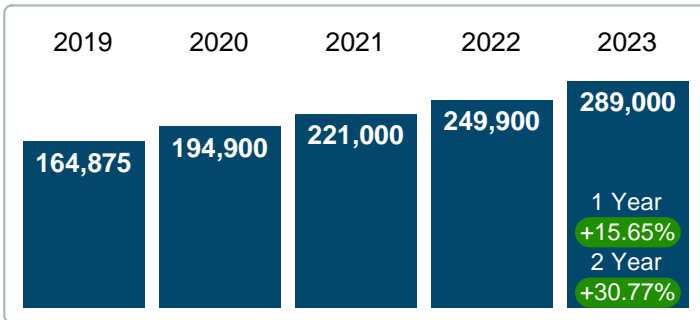
Area Delimited by County Of Rogers - Residential Property Type



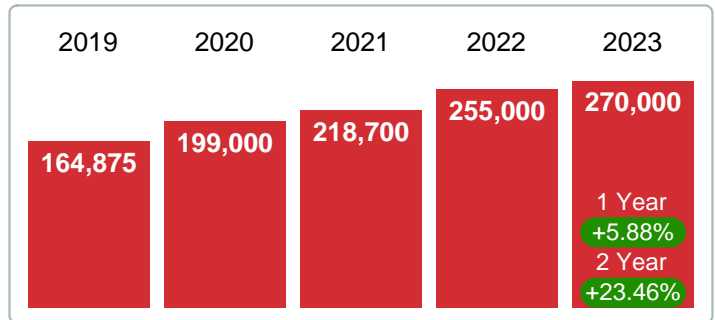
MEDIAN LIST PRICE AT CLOSING

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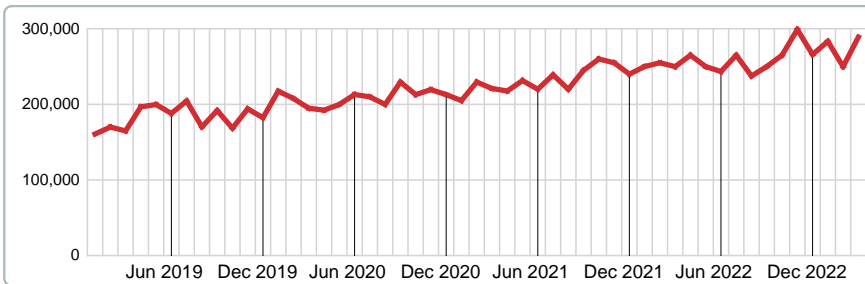
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

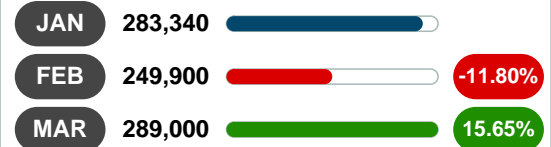


3 MONTHS

5 year MAR AVG = 223,935

High Nov 2022 299,000 Low Jan 2019 160,738

Median List Price at Closing this month at **289,000**
above the 5 yr MAR average of **223,935**



MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range		%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	8	8.42%	117,500	85,900	120,000	0	0
\$125,001 - \$175,000	10	10.53%	149,950	149,000	154,950	150,000	0
\$175,001 - \$225,000	16	16.84%	202,450	198,000	199,900	217,200	0
\$225,001 - \$300,000	23	24.21%	270,000	239,900	266,250	291,445	0
\$300,001 - \$375,000	10	10.53%	332,450	0	341,860	319,900	324,900
\$375,001 - \$500,000	18	18.95%	430,000	425,000	399,900	435,000	460,000
\$500,001 and up	10	10.53%	632,054	0	669,834	604,250	655,108
Median List Price			289,000	198,000	260,000	300,000	556,500
Total Closed Units		100%	289,000	7	59	21	8
Total Closed Volume			30,004,718	1.49M	16.45M	7.22M	4.85M

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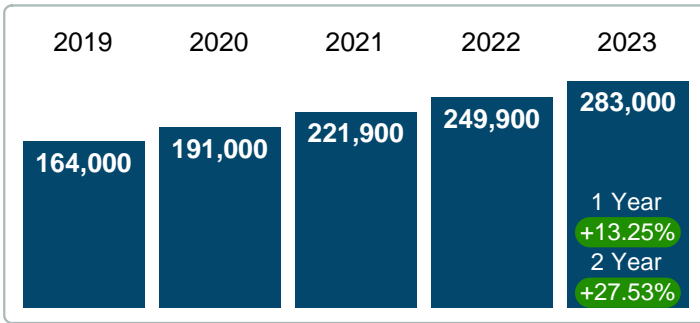
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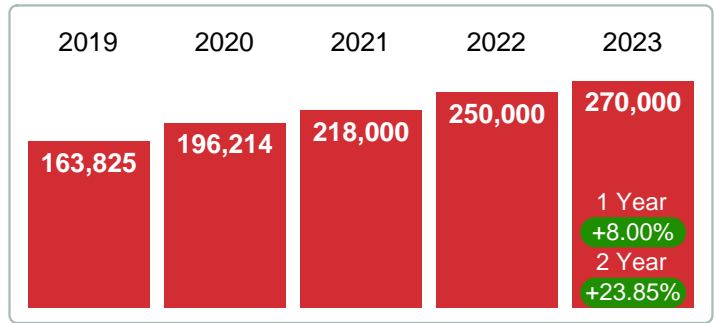
MEDIAN SOLD PRICE AT CLOSING

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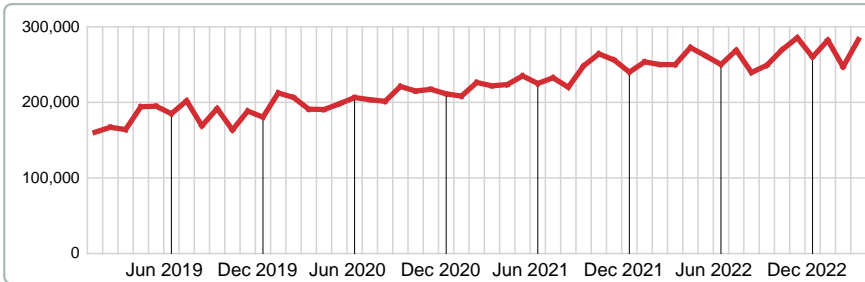
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

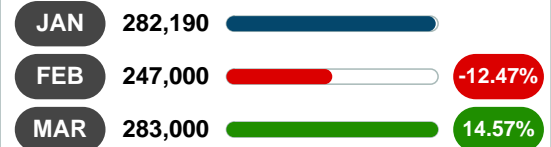


3 MONTHS

5 year MAR AVG = 221,960

High Nov 2022 285,490 Low Jan 2019 160,493

Median Sold Price at Closing this month at **283,000** above the 5 yr MAR average of **221,960**



MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range	%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	8.42%	106,000	80,500	112,000	0	0
\$125,001 - \$175,000	10.53%	145,000	135,000	152,400	145,000	0
\$175,001 - \$225,000	17.89%	207,500	201,500	214,000	212,500	0
\$225,001 - \$300,000	24.21%	276,000	0	267,500	288,795	0
\$300,001 - \$375,000	12.63%	332,828	0	335,000	327,828	320,000
\$375,001 - \$500,000	12.63%	432,000	425,000	399,625	445,000	462,000
\$500,001 and up	13.68%	595,000	0	510,000	592,020	686,571
Median Sold Price		283,000	198,000	253,000	300,000	587,310
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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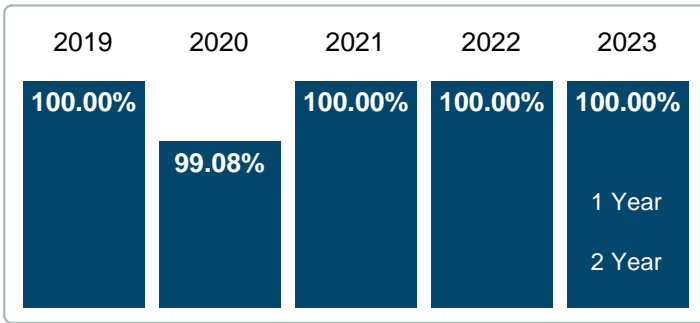
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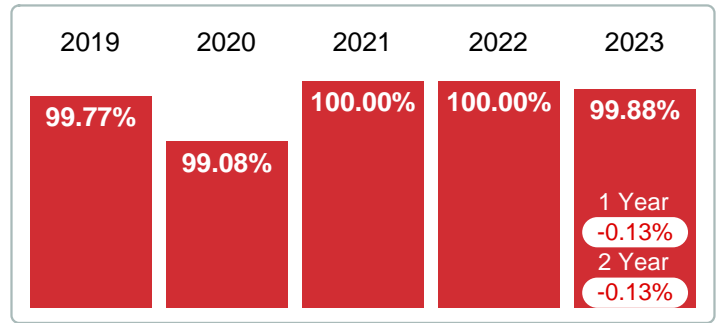
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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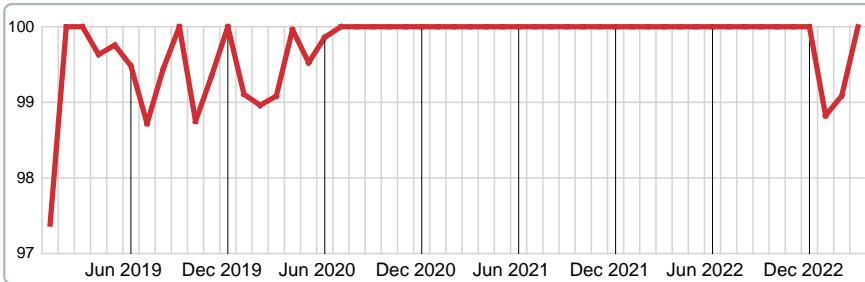
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

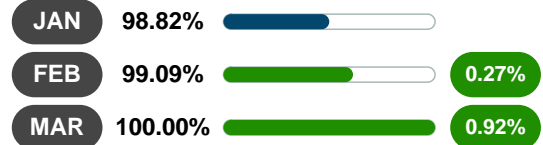


3 MONTHS

5 year MAR AVG = 99.82%

High Mar 2023 100.00% Low Jan 2019 97.39%

Median Sold/List Ratio this month at **100.00%** equal to 5 yr MAR average of **99.82%**



MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	8	8.42%	95.70%	93.71%	97.68%	0.00%	0.00%
\$125,001 - \$175,000	10	10.53%	99.94%	90.60%	100.00%	96.67%	0.00%
\$175,001 - \$225,000	17	17.89%	100.00%	98.81%	100.60%	97.82%	0.00%
\$225,001 - \$300,000	23	24.21%	100.00%	0.00%	100.00%	100.00%	0.00%
\$300,001 - \$375,000	12	12.63%	97.32%	0.00%	96.39%	99.34%	98.49%
\$375,001 - \$500,000	12	12.63%	100.00%	100.00%	100.00%	98.90%	100.46%
\$500,001 and up	13	13.68%	100.20%	0.00%	100.20%	99.25%	101.59%
Median Sold/List Ratio		100.00%		97.63%	100.00%	99.25%	100.46%
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



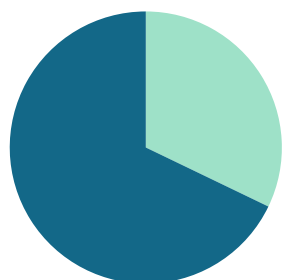
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

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

INVENTORY

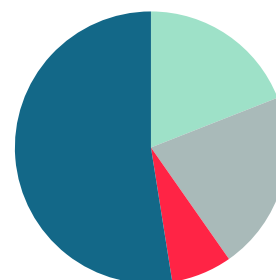


Inventory
 New Listings
153 = 32.14%
 Start Inventory
323
 Total Inventory Units
476
 Volume
\$206,674,939

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%
Median List Price	249,900	289,000	15.65%	255,000	270,000	5.88%
Median Sale Price	249,900	283,000	13.25%	250,000	270,000	8.00%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	99.88%	-0.13%
Median Days on Market to Sale	5.00	13.00	160.00%	6.00	15.00	150.00%
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

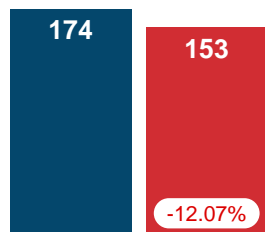
Inventory on March 31, 2023 = **262**

2022 **2023**

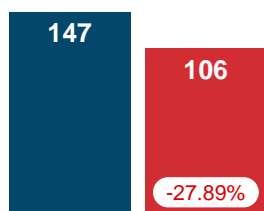
MARCH MARKET

MEDIAN PRICES

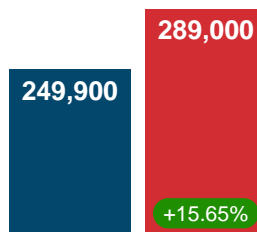
New Listings



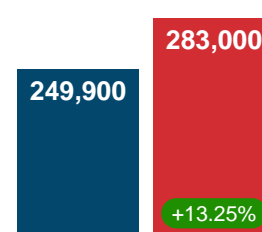
Pending Listings



List Price



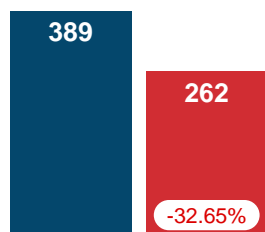
Sale Price



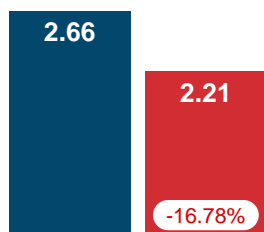
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

