

# April 2023



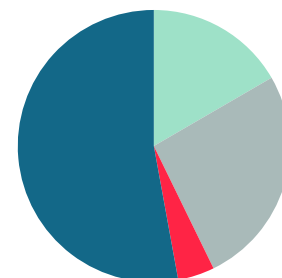
Area Delimited by County Of Rogers - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	April 2023	+/-%
Closed Listings	150	84	-44.00%
Pending Listings	133	132	-0.75%
New Listings	162	140	-13.58%
Average List Price	310,249	344,189	10.94%
Average Sale Price	312,588	340,954	9.07%
Average Percent of Selling Price to List Price	101.34%	99.09%	-2.22%
Average Days on Market to Sale	19.69	35.02	77.91%
End of Month Inventory	385	267	-30.65%
Months Supply of Inventory	2.65	2.36	-10.96%



■ Closed (16.63%)  
■ Pending (26.14%)  
■ Other OffMarket (4.36%)  
■ Active (52.87%)

**Absorption:** Last 12 months, an Average of **113** Sales/Month  
**Active Inventory** as of April 30, 2023 = **267**

### Analysis Wrap-Up

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

The total housing inventory at the end of April 2023 decreased **30.65%** to 267 existing homes available for sale. Over the last 12 months this area has had an average of 113 closed sales per month. This represents an unsold inventory index of **2.36** 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 **9.07%** in April 2023 to \$340,954 versus the previous year at \$312,588.

#### Average Days on Market Lengthens

The average number of **35.02** days that homes spent on the market before selling increased by 15.34 days or **77.91%** in April 2023 compared to last year's same month at **19.69** DOM.

#### Sales Success for April 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 140 New Listings in April 2023, down **13.58%** from last year at 162. Furthermore, there were 84 Closed Listings this month versus last year at 150, a **-44.00%** decrease.

Closed versus Listed trends yielded a **60.0%** ratio, down from previous year's, April 2022, at **92.6%**, a **35.20%** downswing. This will certainly create pressure on a decreasing Monthly 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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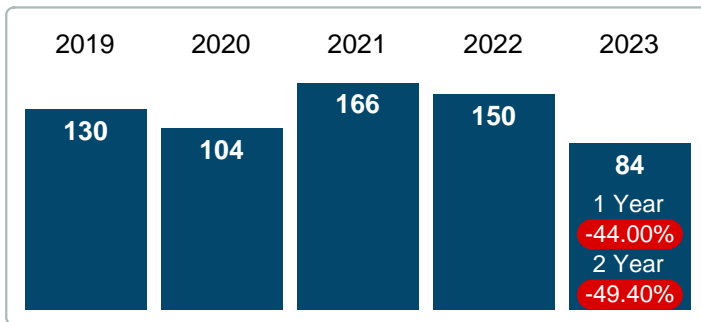
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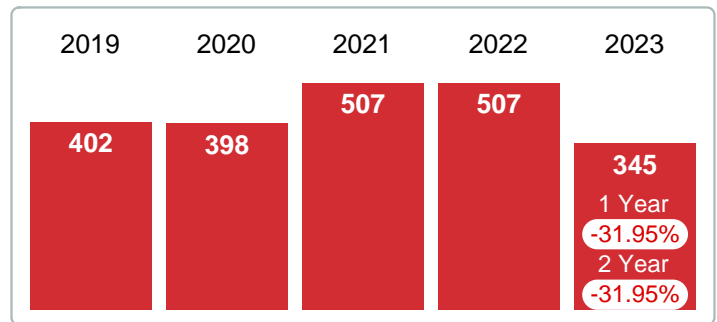
## CLOSED LISTINGS

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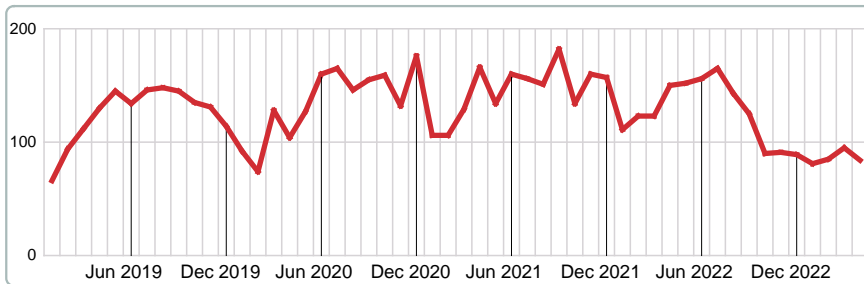
### APRIL



### YEAR TO DATE (YTD)

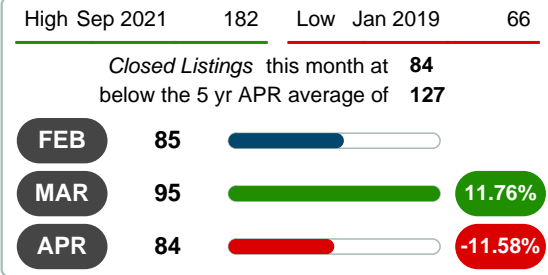


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 127



### 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	6	7.14%	16.7	1	5	0	0
\$150,001 - \$200,000	11	13.10%	22.5	0	9	1	1
\$200,001 - \$250,000	15	17.86%	21.2	0	14	1	0
\$250,001 - \$325,000	20	23.81%	16.9	1	13	6	0
\$325,001 - \$425,000	13	15.48%	59.6	0	9	4	0
\$425,001 - \$625,000	11	13.10%	63.4	0	4	6	1
\$625,001 and up	8	9.52%	58.5	0	2	5	1
<b>Total Closed Units</b>	<b>84</b>			<b>2</b>	<b>56</b>	<b>23</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>28,640,112</b>	<b>100%</b>	<b>35.0</b>	<b>400.40K</b>	<b>15.75M</b>	<b>10.93M</b>	<b>1.55M</b>
<b>Average Closed Price</b>	<b>\$340,954</b>			<b>\$200,200</b>	<b>\$281,325</b>	<b>\$475,414</b>	<b>\$517,000</b>

# April 2023



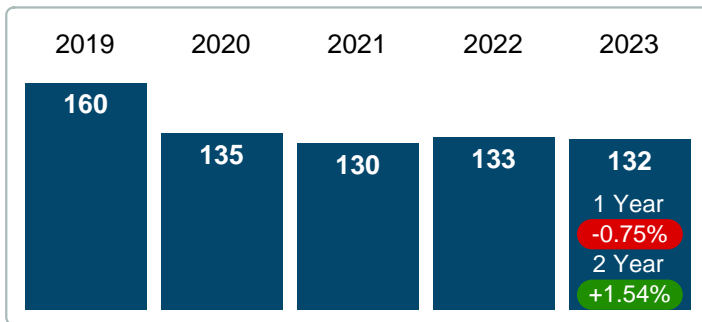
Area Delimited by County Of Rogers - Residential Property Type



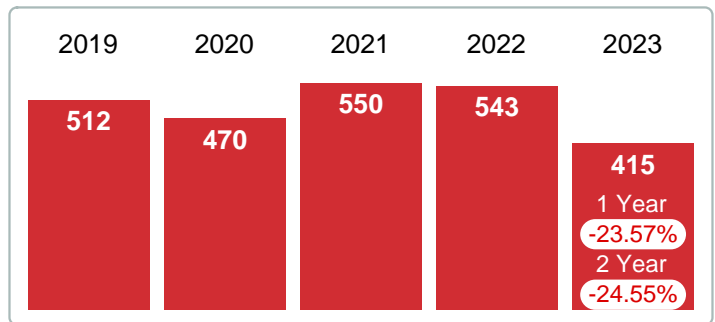
## PENDING LISTINGS

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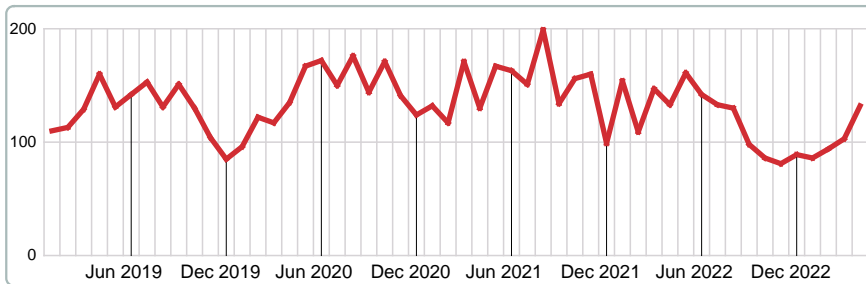
### APRIL



### YEAR TO DATE (YTD)

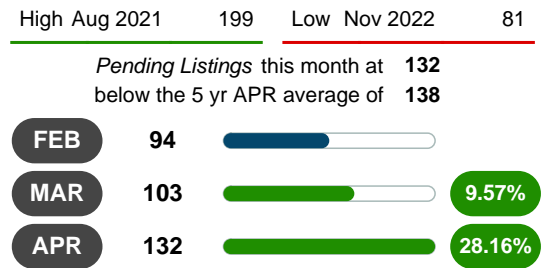


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 138



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$175,000 and less	11	8.33%	20.6	2	8	1	0
\$175,001 - \$225,000	17	12.88%	41.5	0	14	2	1
\$225,001 - \$275,000	21	15.91%	37.3	0	13	8	0
\$275,001 - \$350,000	29	21.97%	23.3	1	19	9	0
\$350,001 - \$450,000	23	17.42%	61.8	0	11	11	1
\$450,001 - \$575,000	16	12.12%	38.5	0	3	12	1
\$575,001 and up	15	11.36%	46.5	0	2	9	4
<b>Total Pending Units</b>	<b>132</b>			<b>3</b>	<b>70</b>	<b>52</b>	<b>7</b>
<b>Total Pending Volume</b>	<b>47,313,295</b>	<b>100%</b>	<b>43.3</b>	<b>462.50K</b>	<b>20.62M</b>	<b>21.76M</b>	<b>4.47M</b>
<b>Average Listing Price</b>	<b>\$240,795</b>			<b>\$154,167</b>	<b>\$294,524</b>	<b>\$418,523</b>	<b>\$638,700</b>

# April 2023



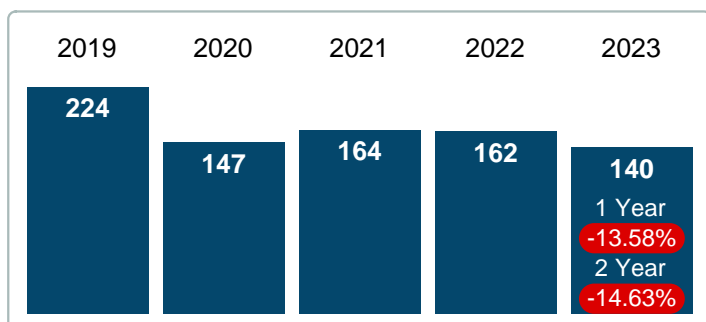
Area Delimited by County Of Rogers - Residential Property Type



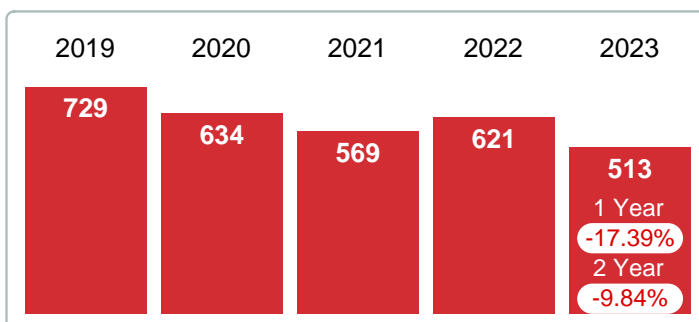
## NEW LISTINGS

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

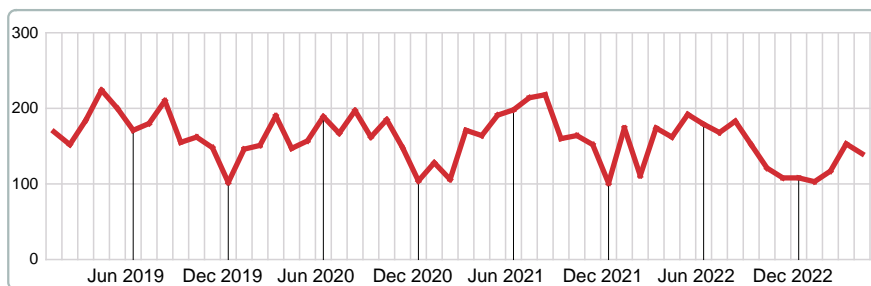
### APRIL



### YEAR TO DATE (YTD)

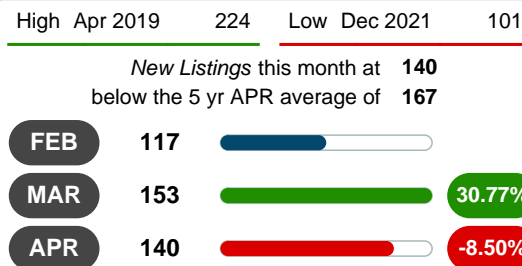


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 167



### 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	14	10.00%	4	10	0	0
\$150,001 - \$225,000	14	10.00%	0	13	0	1
\$225,001 - \$275,000	20	14.29%	0	17	3	0
\$275,001 - \$400,000	37	26.43%	1	22	14	0
\$400,001 - \$475,000	16	11.43%	1	1	13	1
\$475,001 - \$675,000	23	16.43%	0	9	11	3
\$675,001 and up	16	11.43%	0	2	9	5
<b>Total New Listed Units</b>	<b>140</b>		<b>6</b>	<b>74</b>	<b>50</b>	<b>10</b>
<b>Total New Listed Volume</b>	<b>57,011,874</b>	<b>100%</b>	<b>1.18M</b>	<b>22.06M</b>	<b>24.44M</b>	<b>9.33M</b>
<b>Average New Listed Listing Price</b>	<b>\$230,833</b>		<b>\$197,083</b>	<b>\$298,058</b>	<b>\$488,766</b>	<b>\$933,483</b>

# April 2023



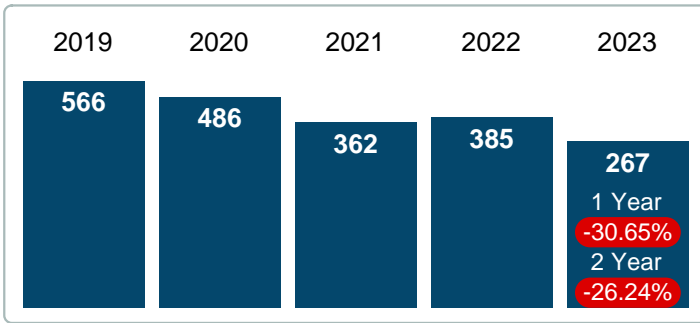
Area Delimited by County Of Rogers - Residential Property Type



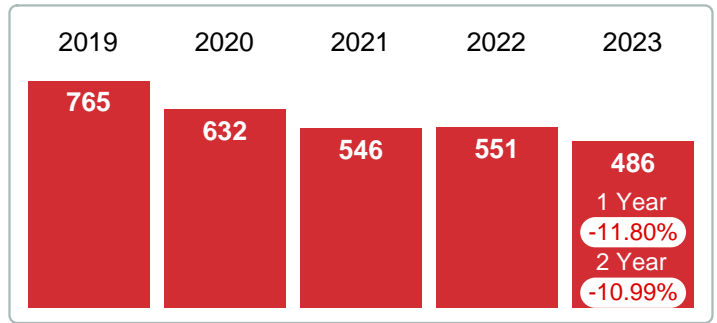
## ACTIVE INVENTORY

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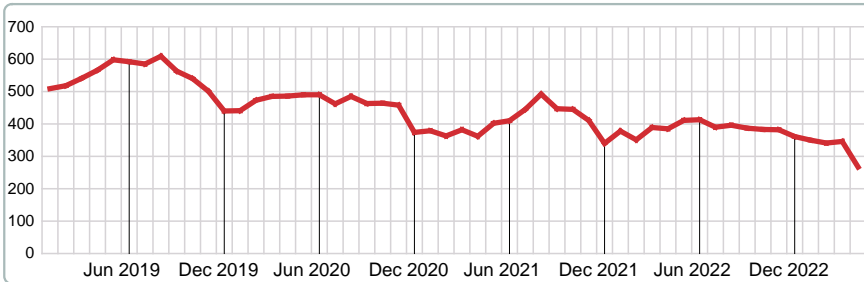
### END OF APRIL



### ACTIVE DURING APRIL

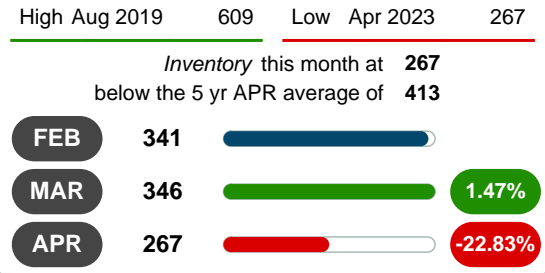


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 413



### 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	26	9.74%	74.0	5	21	0	0
\$200,001 - \$275,000	30	11.24%	55.4	1	25	4	0
\$275,001 - \$375,000	36	13.48%	48.7	1	19	16	0
\$375,001 - \$475,000	59	22.10%	84.8	3	32	21	3
\$475,001 - \$575,000	49	18.35%	93.9	0	11	32	6
\$575,001 - \$775,000	41	15.36%	83.0	0	6	22	13
\$775,001 and up	26	9.74%	78.2	0	5	9	12
<b>Total Active Inventory by Units</b>	<b>267</b>			<b>10</b>	<b>119</b>	<b>104</b>	<b>34</b>
<b>Total Active Inventory by Volume</b>	<b>134,631,926</b>	<b>100%</b>	<b>76.3</b>	<b>2.59M</b>	<b>47.05M</b>	<b>57.66M</b>	<b>27.33M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$504,239</b>			<b>\$259,180</b>	<b>\$395,400</b>	<b>\$554,379</b>	<b>\$803,884</b>

# April 2023



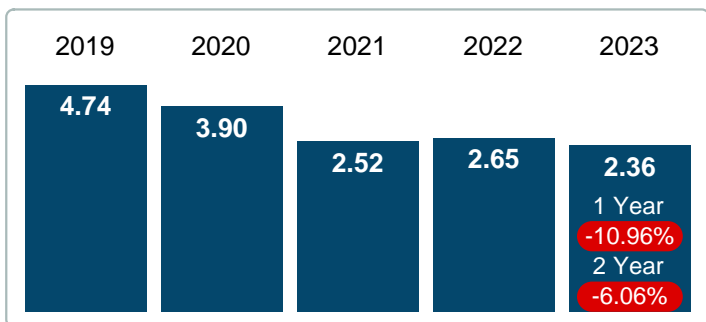
Area Delimited by County Of Rogers - Residential Property Type



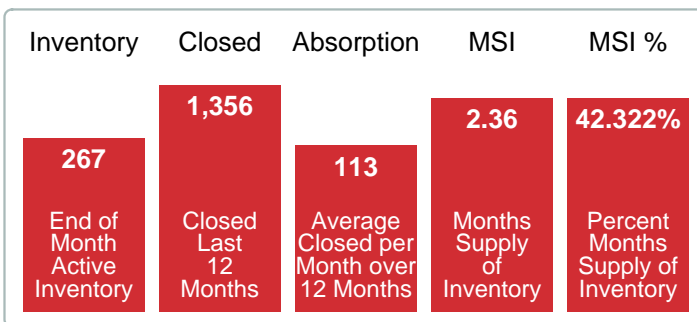
## MONTHS SUPPLY of INVENTORY (MSI)

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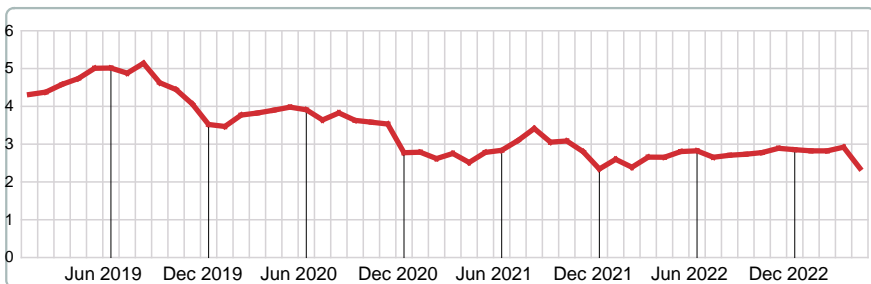
### MSI FOR APRIL



### INDICATORS FOR APRIL 2023



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 3.23

High Aug 2019 5.14 Low Dec 2021 2.34

Months Supply this month at 2.36 below the 5 yr APR average of 3.23



### 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	26	9.74%	0.87	0.80	0.98	0.00	0.00
\$200,001 - \$275,000	30	11.24%	0.99	0.80	1.05	0.80	0.00
\$275,001 - \$375,000	36	13.48%	1.66	4.00	1.62	1.85	0.00
\$375,001 - \$475,000	59	22.10%	4.29	6.00	5.65	3.23	2.77
\$475,001 - \$575,000	49	18.35%	5.94	0.00	4.40	6.74	7.20
\$575,001 - \$775,000	41	15.36%	6.56	0.00	7.20	5.39	9.75
\$775,001 and up	26	9.74%	8.67	0.00	20.00	6.75	8.47
Market Supply of Inventory (MSI)			2.36	1.19	1.80	3.22	5.59
Total Active Inventory by Units		100%	267	10	119	104	34

# April 2023



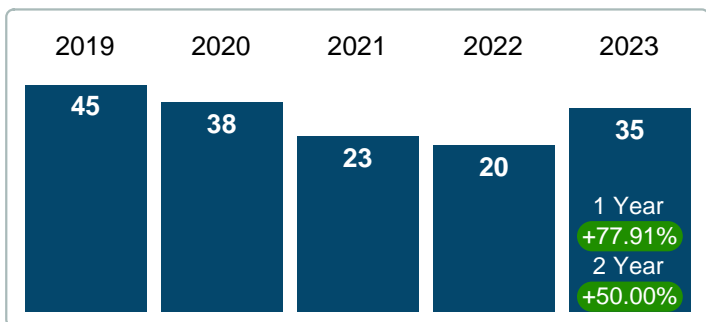
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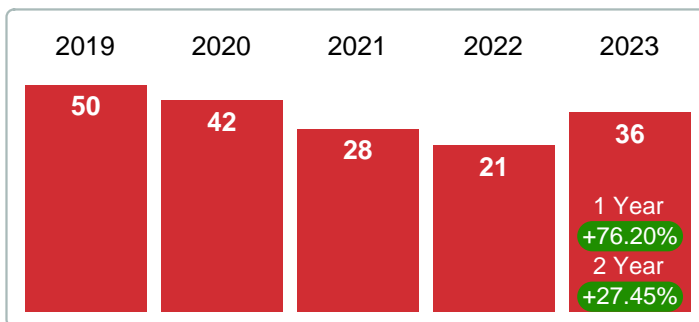
## AVERAGE DAYS ON MARKET TO SALE

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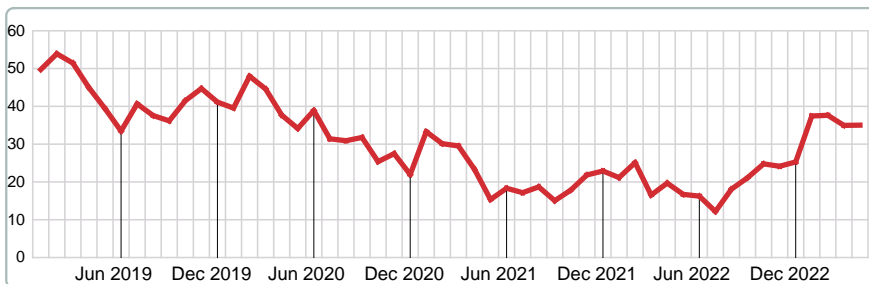
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 32

High Feb 2019 54 Low Jul 2022 12

Average Days on Market to Sale this month at 35 above the 5 yr APR average of 32

- FEB 38 (Blue bar)
- MAR 35 (Red bar, -7.11% change)
- APR 35 (Green bar, 0.19% change)

### 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	7.14%	17	4	19	0	0
\$150,001 - \$200,000	13.10%	22	0	7	140	44
\$200,001 - \$250,000	17.86%	21	0	23	3	0
\$250,001 - \$325,000	23.81%	17	4	11	31	0
\$325,001 - \$425,000	15.48%	60	0	53	74	0
\$425,001 - \$625,000	13.10%	63	0	66	69	20
\$625,001 and up	9.52%	59	0	38	58	105
<b>Average Closed DOM</b>		<b>35</b>	<b>4</b>	<b>26</b>	<b>58</b>	<b>56</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>35</b>	<b>2</b>	<b>56</b>	<b>23</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>28,640,112</b>	<b>400.40K</b>	<b>15.75M</b>	<b>10.93M</b>	<b>1.55M</b>

# April 2023



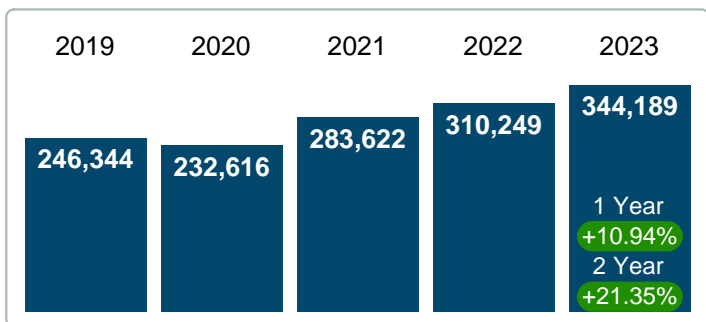
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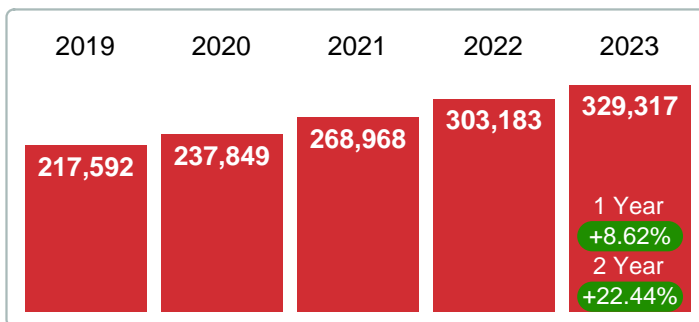
## AVERAGE LIST PRICE AT CLOSING

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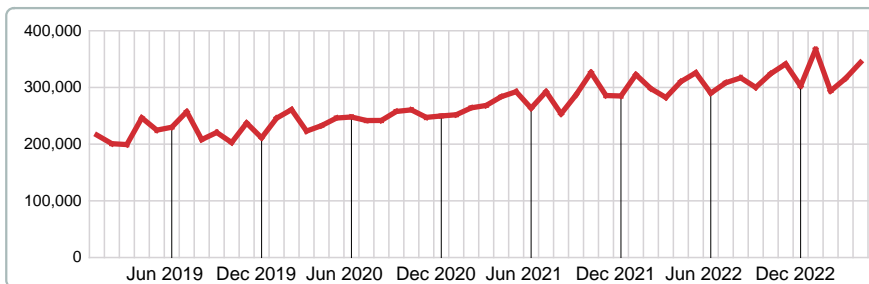
### APRIL



### YEAR TO DATE (YTD)

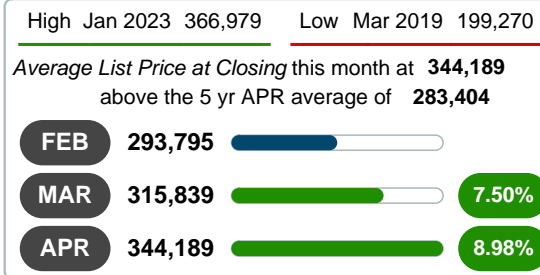


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 283,404



### 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	5.95%	101,100	125,000	107,100	0	0
\$150,001 - \$200,000	13.10%	177,109	0	181,922	195,000	169,900
\$200,001 - \$250,000	20.24%	233,435	0	233,893	235,000	0
\$250,001 - \$325,000	23.81%	286,590	278,400	281,192	288,800	0
\$325,001 - \$425,000	15.48%	375,813	0	369,467	364,492	0
\$425,001 - \$625,000	13.10%	532,154	0	479,300	544,467	529,900
\$625,001 and up	8.33%	859,814	0	749,950	836,200	895,000
<b>Average List Price</b>		<b>344,189</b>	<b>201,700</b>	<b>282,948</b>	<b>481,242</b>	<b>531,600</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>344,189</b>	<b>2</b>	<b>56</b>	<b>23</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>28,911,866</b>	<b>403.40K</b>	<b>15.85M</b>	<b>11.07M</b>	<b>1.59M</b>



# April 2023



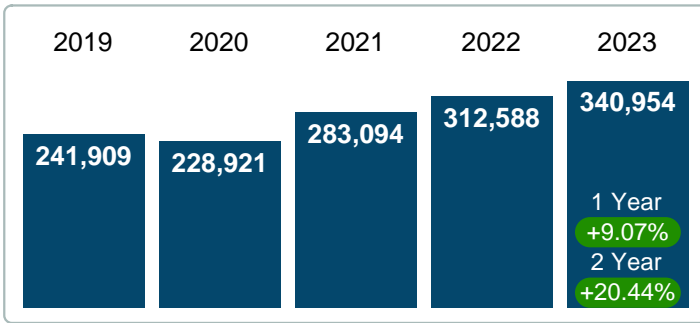
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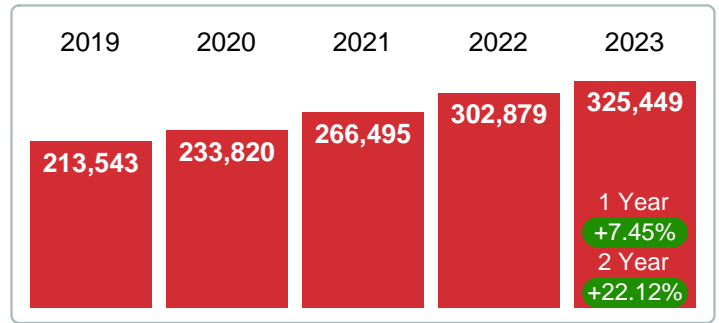
## AVERAGE SOLD PRICE AT CLOSING

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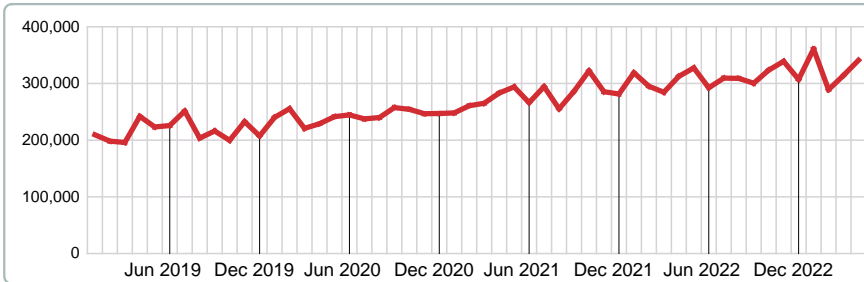
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

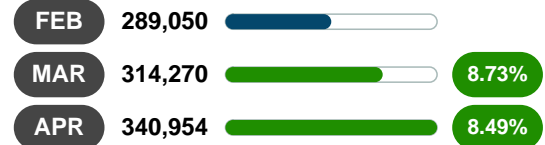


### 3 MONTHS

5 year APR AVG = 281,493

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

Average Sold Price at Closing this month at **340,954** above the 5 yr APR average of **281,493**



### 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	7.14%	106,667	122,000	103,600	0	0
\$150,001 - \$200,000	13.10%	179,209	0	180,589	185,000	161,000
\$200,001 - \$250,000	17.86%	234,947	0	234,514	241,000	0
\$250,001 - \$325,000	23.81%	281,240	278,400	279,838	284,750	0
\$325,001 - \$425,000	15.48%	363,048	0	365,617	357,267	0
\$425,001 - \$625,000	13.10%	516,513	0	480,436	544,983	490,000
\$625,001 and up	9.52%	809,819	0	738,750	820,210	900,000
<b>Average Sold Price</b>		<b>340,954</b>	<b>200,200</b>	<b>281,325</b>	<b>475,414</b>	<b>517,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>340,954</b>	<b>2</b>	<b>56</b>	<b>23</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>28,640,112</b>	<b>400.40K</b>	<b>15.75M</b>	<b>10.93M</b>	<b>1.55M</b>

# April 2023



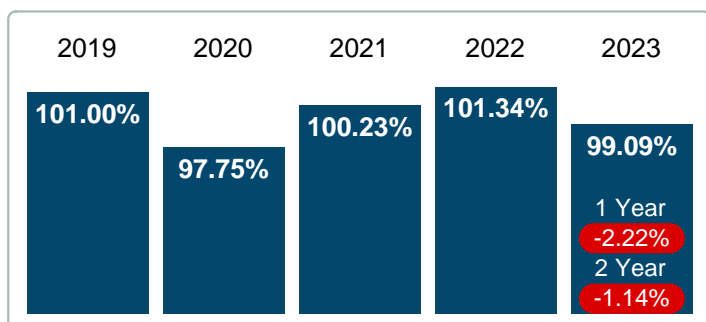
Area Delimited by County Of Rogers - Residential Property Type



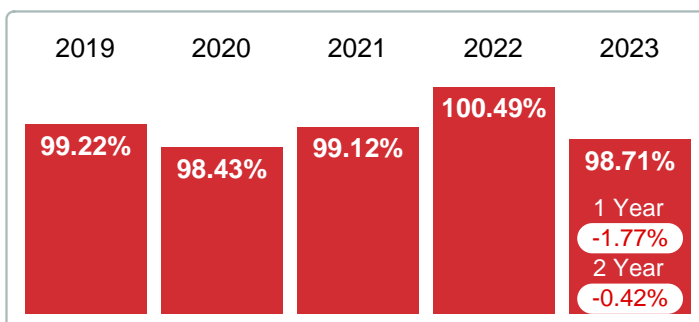
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

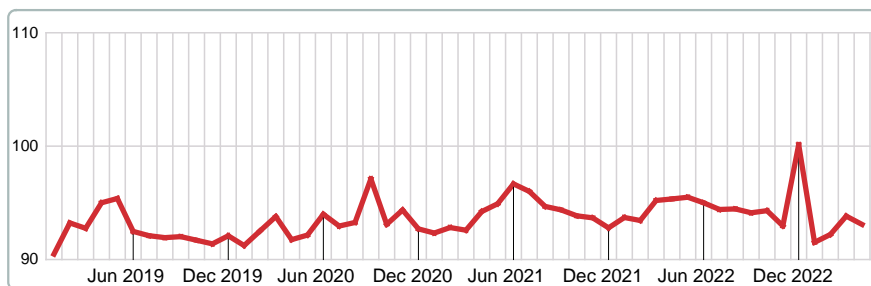
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

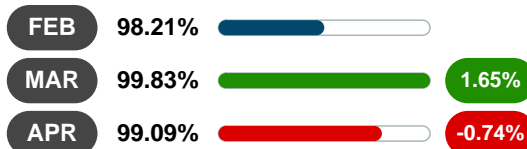


### 3 MONTHS

5 year APR AVG = 99.89%

High Dec 2022 106.13% Low Jan 2019 96.48%

Average Sold/List Ratio this month at **99.09%**  
below the 5 yr APR average of **99.89%**



### 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	6	7.14%	94.43%	97.60%	93.80%	0.00%	0.00%
\$150,001 - \$200,000	11	13.10%	98.63%	0.00%	99.48%	94.87%	94.76%
\$200,001 - \$250,000	15	17.86%	100.42%	0.00%	100.27%	102.55%	0.00%
\$250,001 - \$325,000	20	23.81%	99.36%	100.00%	99.63%	98.68%	0.00%
\$325,001 - \$425,000	13	15.48%	98.74%	0.00%	99.04%	98.07%	0.00%
\$425,001 - \$625,000	11	13.10%	99.61%	0.00%	100.27%	100.36%	92.47%
\$625,001 and up	8	9.52%	99.91%	0.00%	98.51%	100.34%	100.56%
Average Sold/List Ratio		99.10%		98.80%	99.16%	99.38%	95.93%
Total Closed Units		84	100%	2	56	23	3
Total Closed Volume		28,640,112		400.40K	15.75M	10.93M	1.55M

# April 2023



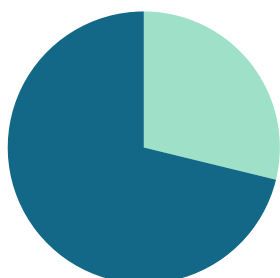
Area Delimited by County Of Rogers - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

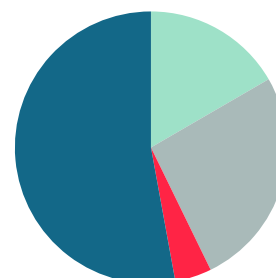


**Inventory**  
 New Listings  
**140 = 28.81%**  
 Start Inventory  
**346**  
 Total Inventory Units  
**486**  
 Volume  
**\$214,745,817**

### Market Activity

Closed Sales  
**84 = 16.63%**  
 Pending Sales  
**132 = 26.14%**  
 Other Off Market  
**22 = 4.36%**  
 Active Inventory  
**267 = 52.87%**

### MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	150	84	-44.00%	507	345	-31.95%
Pending Sales	133	132	-0.75%	543	415	-23.57%
New Listings	162	140	-13.58%	621	513	-17.39%
Average List Price	310,249	344,189	10.94%	303,183	329,317	8.62%
Average Sale Price	312,588	340,954	9.07%	302,879	325,449	7.45%
Average Percent of Selling Price to List Price	101.34%	99.09%	-2.22%	100.49%	98.71%	-1.77%
Average Days on Market to Sale	19.69	35.02	77.91%	20.55	36.22	76.20%
Monthly Inventory	385	267	-30.65%	385	267	-30.65%
Months Supply of Inventory	2.65	2.36	-10.96%	2.65	2.36	-10.96%

**Absorption:** Last 12 months, an Average of 113 Sales/Month

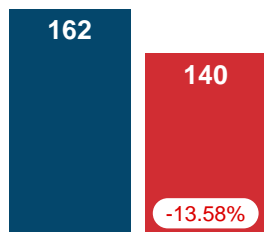
**Inventory** on April 30, 2023 = 267

2022 2023

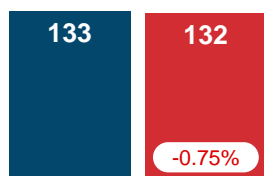
### APRIL MARKET

### AVERAGE PRICES

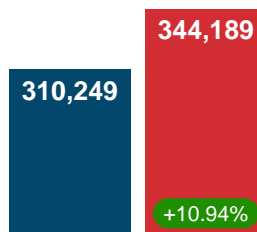
#### New Listings



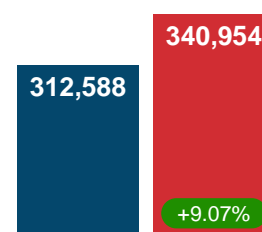
#### Pending Listings



#### List Price



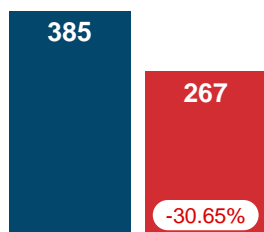
#### Sale Price



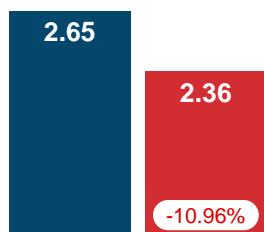
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

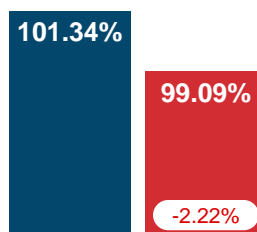
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

