

August 2021



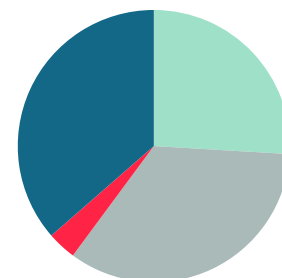
Area Delimited by County Of Rogers - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2023 for MLS Technology Inc.

Compared Metrics	2020	August 2021	+/-%
Closed Listings	146	151	3.42%
Pending Listings	176	199	13.07%
New Listings	197	218	10.66%
Average List Price	241,790	253,490	4.84%
Average Sale Price	239,823	255,272	6.44%
Average Percent of Selling Price to List Price	99.27%	100.68%	1.43%
Average Days on Market to Sale	30.91	18.69	-39.54%
End of Month Inventory	252	212	-15.87%
Months Supply of Inventory	1.99	1.47	-26.04%



■ Closed (25.95%)
■ Pending (34.19%)
■ Other OffMarket (3.44%)
■ Active (36.43%)

Absorption: Last 12 months, an Average of **144** Sales/Month
Active Inventory as of August 31, 2021 = **212**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2021 decreased **15.87%** to 212 existing homes available for sale. Over the last 12 months this area has had an average of 144 closed sales per month. This represents an unsold inventory index of **1.47** 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 **6.44%** in August 2021 to \$255,272 versus the previous year at \$239,823.

Average Days on Market Shortens

The average number of **18.69** days that homes spent on the market before selling decreased by 12.22 days or **39.54%** in August 2021 compared to last year's same month at **30.91** DOM.

Sales Success for August 2021 is Positive

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

There were 218 New Listings in August 2021, up **10.66%** from last year at 197. Furthermore, there were 151 Closed Listings this month versus last year at 146, a **3.42%** increase.

Closed versus Listed trends yielded a **69.3%** ratio, down from previous year's, August 2020, at **74.1%**, a **6.54%** downswing. This will certainly create pressure on a decreasing Monthly Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

August 2021



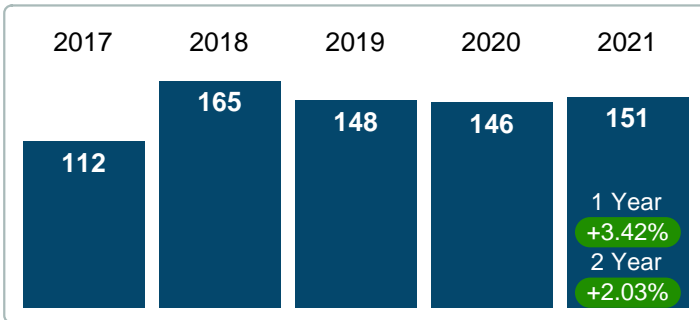
Area Delimited by County Of Rogers - Residential Property Type



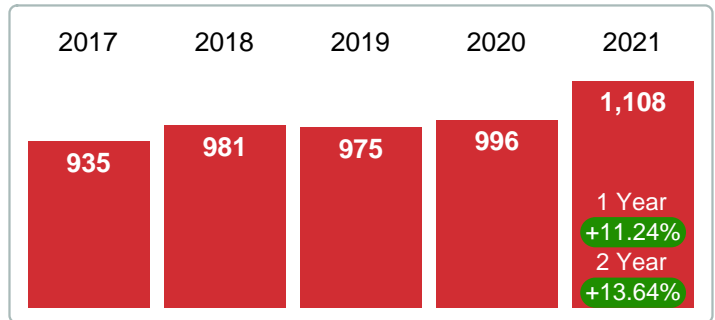
CLOSED LISTINGS

Report produced on Aug 10, 2023 for MLS Technology Inc.

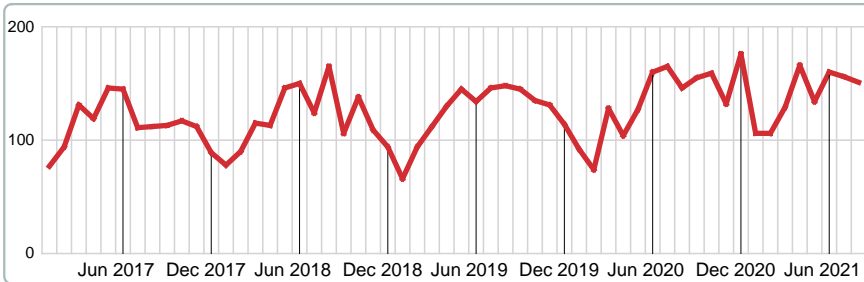
AUGUST



YEAR TO DATE (YTD)

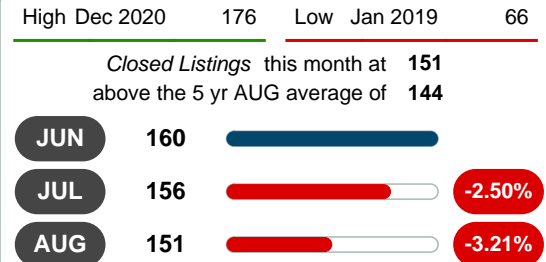


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 144



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	14	9.27%	36.2	7	6	1	0
\$125,001 - \$150,000	10	6.62%	12.8	1	9	0	0
\$150,001 - \$175,000	12	7.95%	3.6	0	11	1	0
\$175,001 - \$250,000	55	36.42%	8.0	1	38	16	0
\$250,001 - \$325,000	26	17.22%	11.6	0	17	9	0
\$325,001 - \$425,000	19	12.58%	34.0	0	6	9	4
\$425,001 and up	15	9.93%	50.5	1	1	9	4
Total Closed Units	151			10	88	45	8
Total Closed Volume	38,546,115	100%	18.7	1.20M	19.17M	14.21M	3.96M
Average Closed Price	\$255,272			\$120,300	\$217,877	\$315,817	\$494,772

August 2021



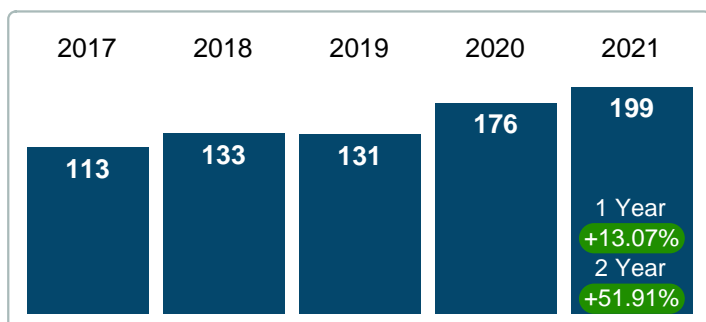
Area Delimited by County Of Rogers - Residential Property Type



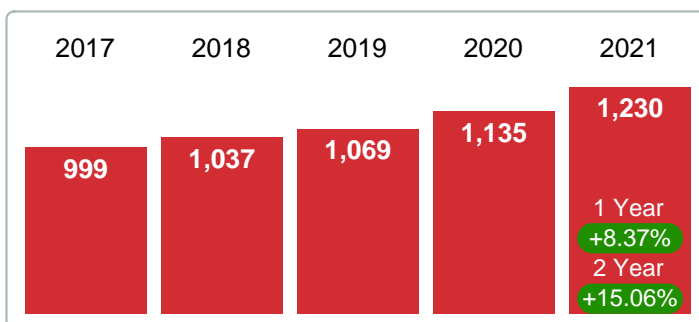
PENDING LISTINGS

Report produced on Aug 10, 2023 for MLS Technology Inc.

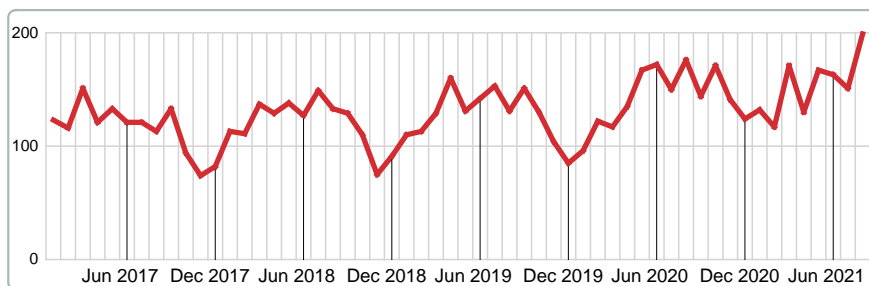
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 150

High Aug 2021 199 Low Nov 2017 74

Pending Listings this month at 199
above the 5 yr AUG average of 150



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	17	8.54%	48.6	4	13	0	0
\$125,001 - \$150,000	18	9.05%	12.9	2	13	3	0
\$150,001 - \$200,000	40	20.10%	15.0	2	33	5	0
\$200,001 - \$275,000	47	23.62%	18.3	0	33	12	2
\$275,001 - \$350,000	30	15.08%	21.7	0	17	12	1
\$350,001 - \$500,000	26	13.07%	30.1	1	9	13	3
\$500,001 and up	21	10.55%	26.0	0	1	15	5
Total Pending Units	199			9	119	60	11
Total Pending Volume	59,901,224	100%	22.8	1.42M	26.65M	25.58M	6.25M
Average Listing Price	\$298,717			\$157,644	\$223,943	\$426,394	\$568,145

August 2021



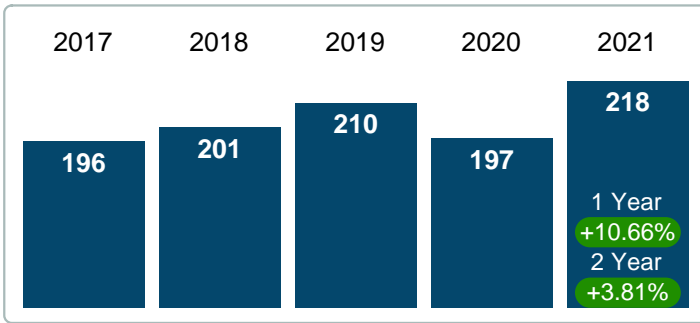
Area Delimited by County Of Rogers - Residential Property Type



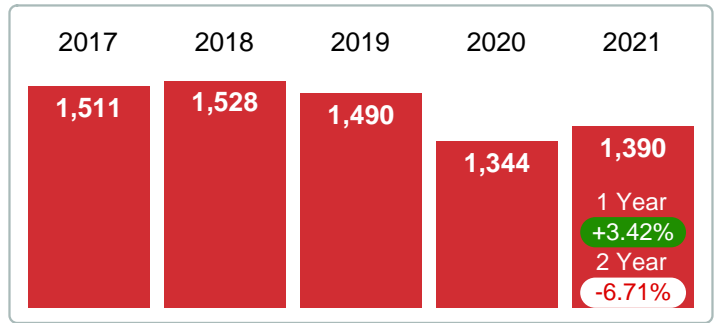
NEW LISTINGS

Report produced on Aug 10, 2023 for MLS Technology Inc.

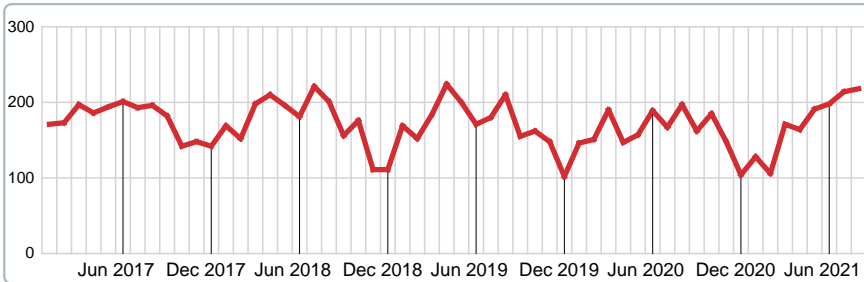
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

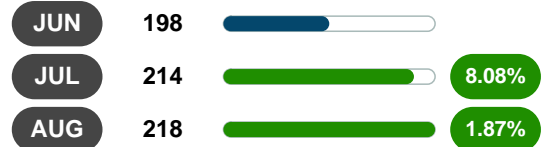


3 MONTHS

5 year AUG AVG = 204

High Apr 2019 224 Low Dec 2019 102

New Listings this month at **218**
above the 5 yr AUG average of **204**



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	16	7.34%	5	10	0	1
\$125,001 - \$175,000	32	14.68%	4	24	4	0
\$175,001 - \$225,000	30	13.76%	1	24	4	1
\$225,001 - \$325,000	51	23.39%	1	28	21	1
\$325,001 - \$375,000	33	15.14%	1	19	13	0
\$375,001 - \$500,000	34	15.60%	0	9	19	6
\$500,001 and up	22	10.09%	1	1	13	7
Total New Listed Units	218		13	115	74	16
Total New Listed Volume	70,537,501		2.83M	29.71M	26.67M	11.33M
Average New Listed Listing Price	\$315,065		\$217,515	\$258,345	\$360,436	\$707,988

August 2021



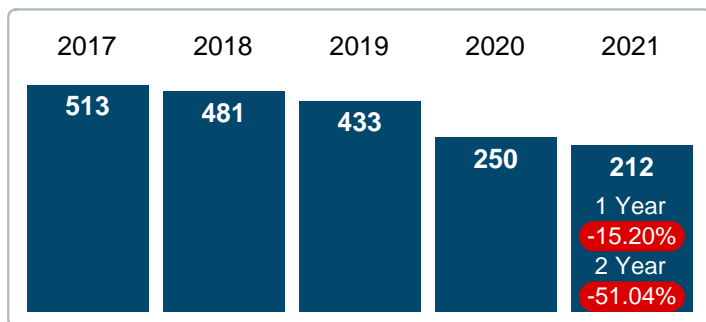
Area Delimited by County Of Rogers - Residential Property Type



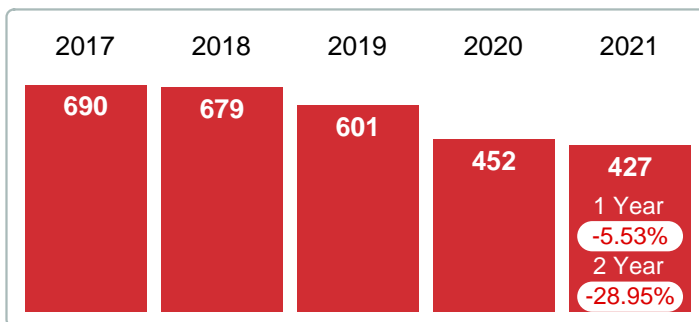
ACTIVE INVENTORY

Report produced on Aug 10, 2023 for MLS Technology Inc.

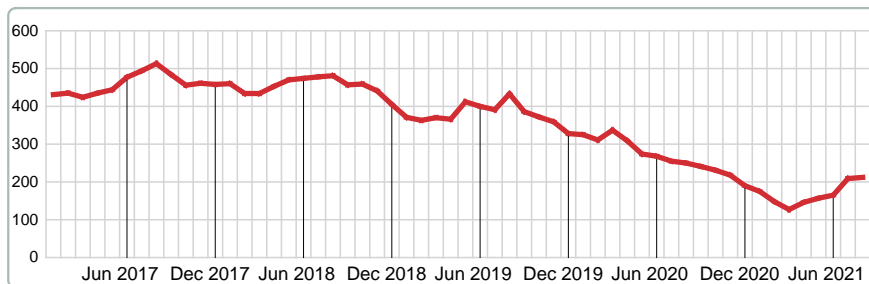
END OF AUGUST



ACTIVE DURING AUGUST

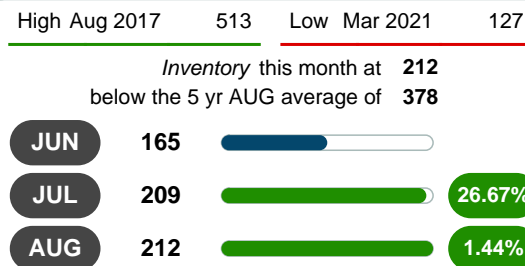


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 378



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	18	8.49%	62.2	6	11	0	1
\$125,001 - \$175,000	19	8.96%	57.5	3	10	6	0
\$175,001 - \$275,000	44	20.75%	30.3	4	23	17	0
\$275,001 - \$400,000	48	22.64%	26.9	1	29	18	0
\$400,001 - \$500,000	35	16.51%	75.5	1	6	22	6
\$500,001 - \$950,000	28	13.21%	53.0	1	5	18	4
\$950,001 and up	20	9.43%	89.4	1	4	8	7
Total Active Inventory by Units	212			17	88	89	18
Total Active Inventory by Volume	96,098,719	100%	50.7	4.60M	30.54M	44.15M	16.81M
Average Active Inventory Listing Price	\$453,296			\$270,506	\$347,025	\$496,068	\$933,994

August 2021



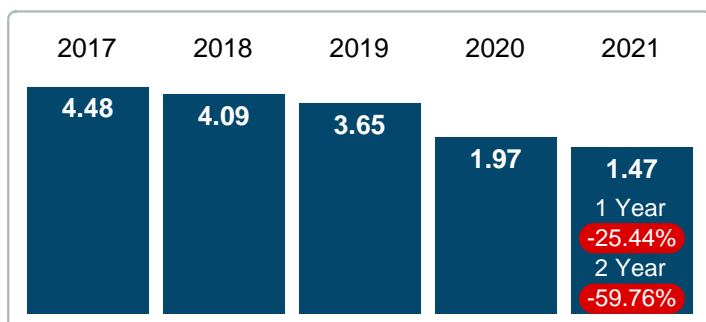
Area Delimited by County Of Rogers - Residential Property Type



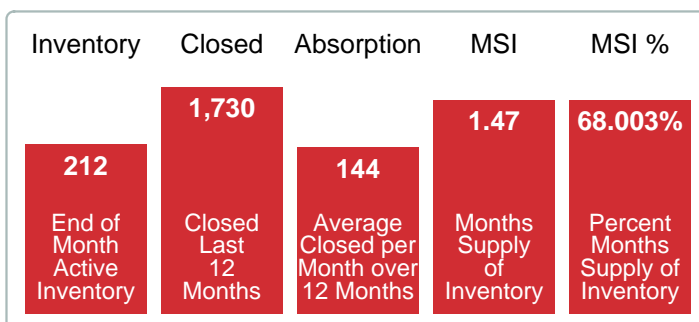
MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Aug 10, 2023 for MLS Technology Inc.

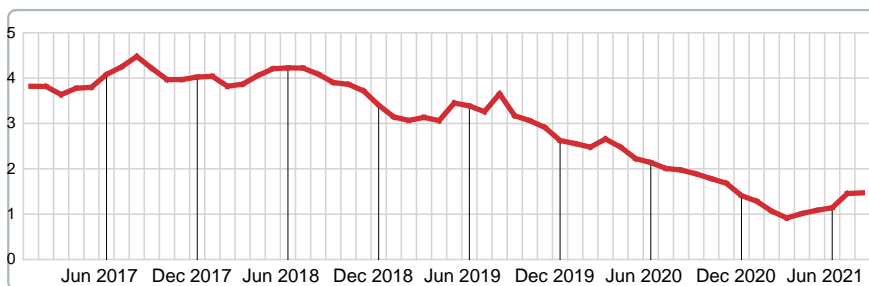
MSI FOR AUGUST



INDICATORS FOR AUGUST 2021

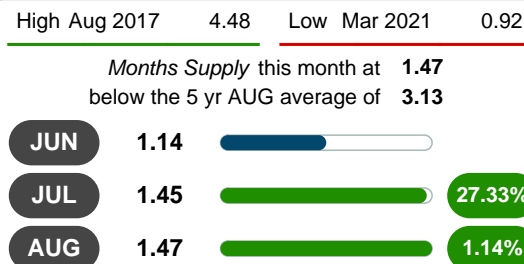


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 3.13



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
\$125,000 and less	18	8.49%	1.13	1.20	1.20	0.00	6.00
\$125,001 - \$175,000	19	8.96%	0.79	2.57	0.51	2.25	0.00
\$175,001 - \$275,000	44	20.75%	0.81	4.36	0.67	0.95	0.00
\$275,001 - \$400,000	48	22.64%	1.63	2.40	2.50	1.17	0.00
\$400,001 - \$500,000	35	16.51%	2.90	4.00	2.18	3.07	3.13
\$500,001 - \$950,000	28	13.21%	3.65	12.00	8.57	4.15	1.50
\$950,001 and up	20	9.43%	18.46	0.00	48.00	24.00	10.50
Market Supply of Inventory (MSI)			1.47	2.17	1.12	1.80	2.08
Total Active Inventory by Units		100%	1.47	17	88	89	18

August 2021



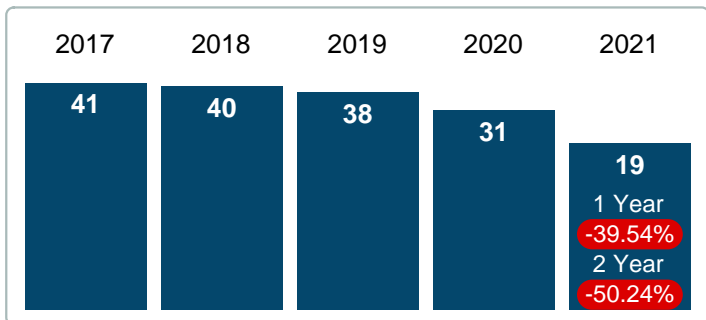
Area Delimited by County Of Rogers - Residential Property Type



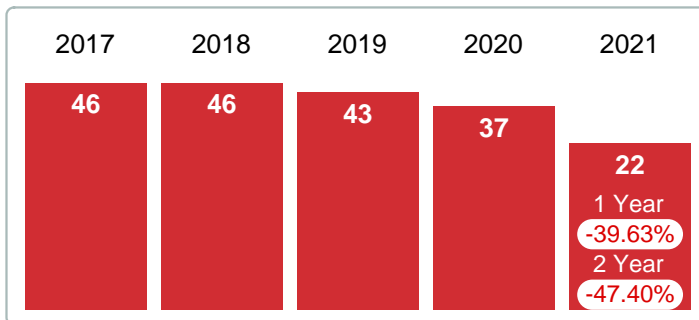
AVERAGE DAYS ON MARKET TO SALE

Report produced on Aug 10, 2023 for MLS Technology Inc.

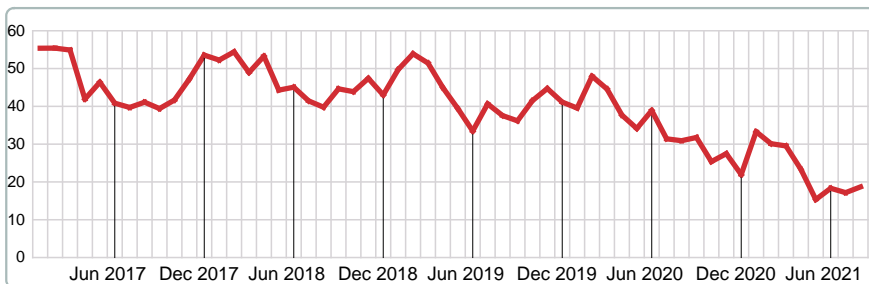
AUGUST



YEAR TO DATE (YTD)

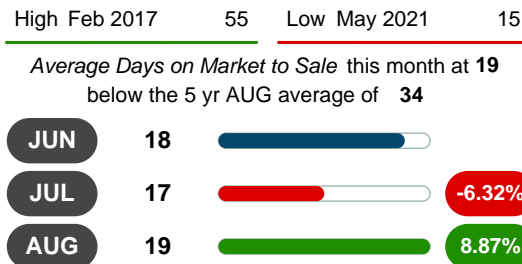


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 34



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	9.27%	36	50	12	84	0
\$125,001 - \$150,000	6.62%	13	2	14	0	0
\$150,001 - \$175,000	7.95%	4	0	3	7	0
\$175,001 - \$250,000	36.42%	8	9	8	8	0
\$250,001 - \$325,000	17.22%	12	0	12	11	0
\$325,001 - \$425,000	12.58%	34	0	53	20	37
\$425,001 and up	9.93%	50	137	40	58	16
Average Closed DOM		19				
Total Closed Units	100%	19	10	88	45	8
Total Closed Volume		38,546,115	1.20M	19.17M	14.21M	3.96M

August 2021



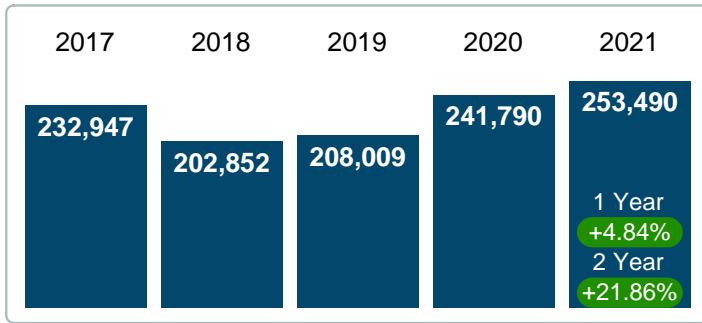
Area Delimited by County Of Rogers - Residential Property Type



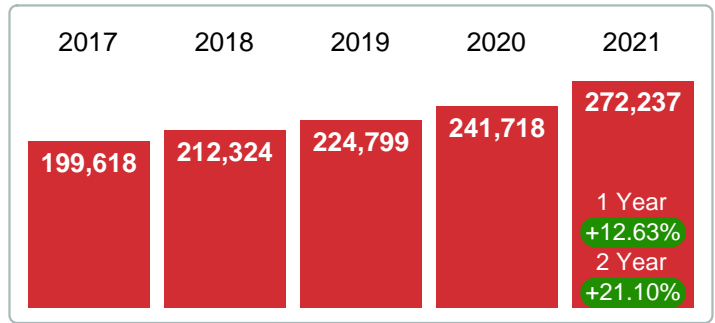
AVERAGE LIST PRICE AT CLOSING

Report produced on Aug 10, 2023 for MLS Technology Inc.

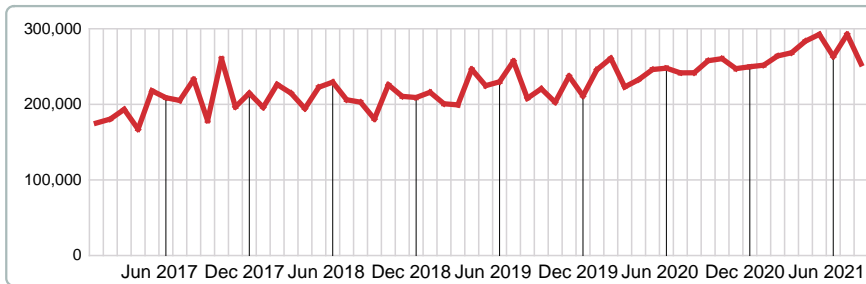
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

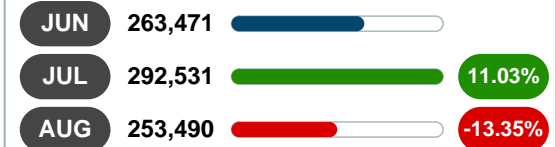


3 MONTHS

5 year AUG AVG = 227,817

High May 2021 292,569 Low Apr 2017 167,190

Average List Price at Closing this month at **253,490**
above the 5 yr AUG average of **227,817**



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	9.93%	81,680	64,357	104,150	29,900	0
\$125,001 - \$150,000	6.62%	140,835	138,600	138,306	0	0
\$150,001 - \$175,000	7.28%	165,012	0	164,230	162,500	0
\$175,001 - \$250,000	37.09%	208,288	199,900	203,791	216,325	0
\$250,001 - \$325,000	17.22%	291,457	0	283,999	297,211	0
\$325,001 - \$425,000	12.58%	381,280	0	368,123	374,542	392,450
\$425,001 and up	9.27%	524,423	495,000	500,000	486,395	597,317
Average List Price		253,490	128,400	215,420	312,821	494,883
Total Closed Units	100%	253,490	10	88	45	8
Total Closed Volume		38,276,954	1.28M	18.96M	14.08M	3.96M

August 2021



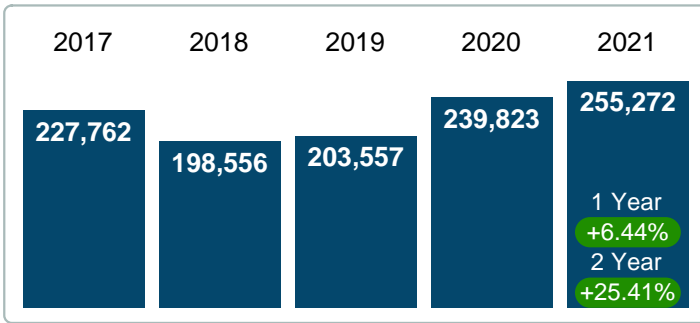
Area Delimited by County Of Rogers - Residential Property Type



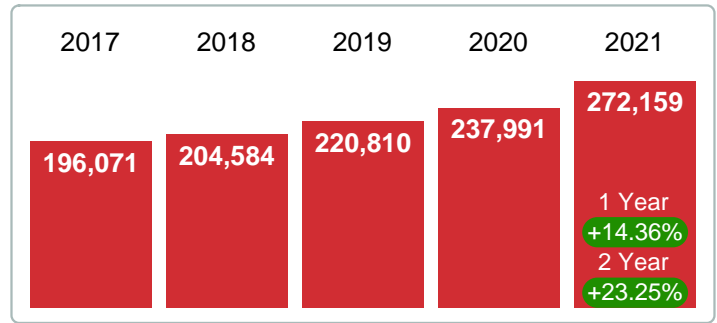
AVERAGE SOLD PRICE AT CLOSING

Report produced on Aug 10, 2023 for MLS Technology Inc.

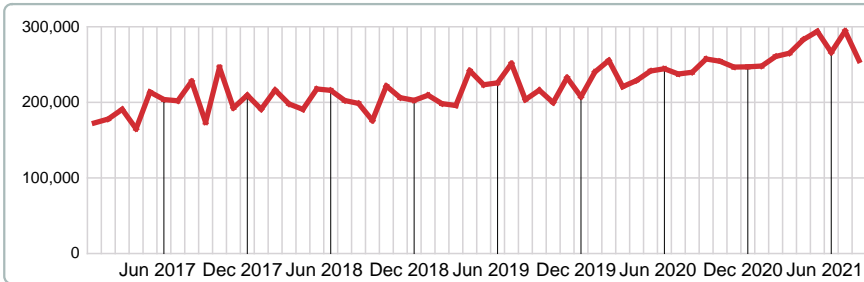
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

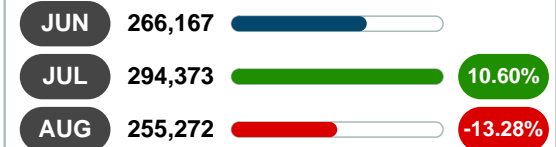


3 MONTHS

5 year AUG AVG = 224,994

High Jul 2021 294,373 Low Apr 2017 165,104

Average Sold Price at Closing this month at **255,272**
above the 5 yr AUG average of **224,994**



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	9.27%	74,500	62,714	96,500	25,000	0
\$125,001 - \$150,000	6.62%	139,785	129,000	140,983	0	0
\$150,001 - \$175,000	7.95%	165,311	0	165,157	167,000	0
\$175,001 - \$250,000	36.42%	209,915	195,000	207,014	217,738	0
\$250,001 - \$325,000	17.22%	293,445	0	289,233	301,401	0
\$325,001 - \$425,000	12.58%	380,729	0	373,348	380,418	392,500
\$425,001 and up	9.93%	514,184	440,000	485,000	488,843	597,043
Average Sold Price		255,272	120,300	217,877	315,817	494,772
Total Closed Units	100%	255,272	10	88	45	8
Total Closed Volume		38,546,115	1.20M	19.17M	14.21M	3.96M

August 2021



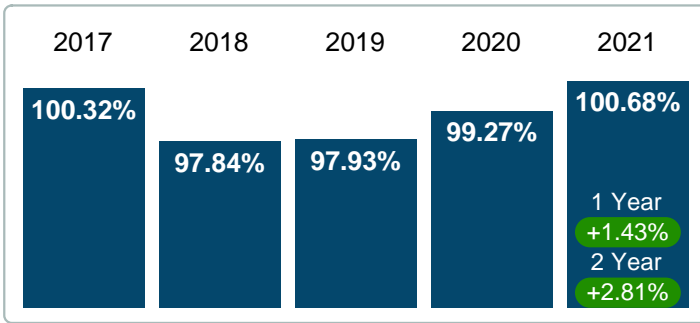
Area Delimited by County Of Rogers - Residential Property Type



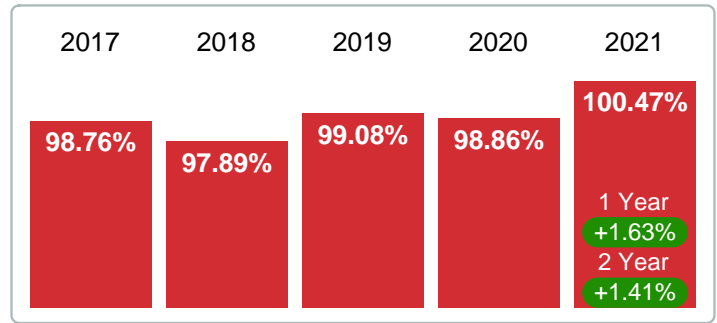
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 10, 2023 for MLS Technology Inc.

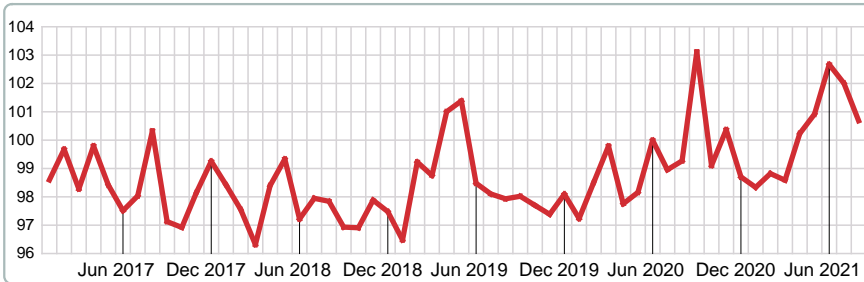
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

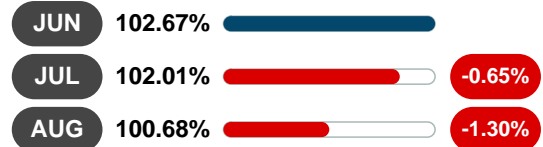


3 MONTHS

5 year AUG AVG = 99.21%

High Sep 2020 103.11% Low Mar 2018 96.31%

Average Sold/List Ratio this month at **100.68%**
above the 5 yr AUG average of **99.21%**



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	14	9.27%	95.91%	100.72%	92.34%	83.61%	0.00%
\$125,001 - \$150,000	10	6.62%	101.34%	93.07%	102.25%	0.00%	0.00%
\$150,001 - \$175,000	12	7.95%	100.96%	0.00%	100.80%	102.77%	0.00%
\$175,001 - \$250,000	55	36.42%	101.32%	97.55%	101.70%	100.65%	0.00%
\$250,001 - \$325,000	26	17.22%	101.84%	0.00%	101.98%	101.57%	0.00%
\$325,001 - \$425,000	19	12.58%	101.17%	0.00%	101.53%	101.46%	99.99%
\$425,001 and up	15	9.93%	99.54%	88.89%	97.00%	100.59%	100.46%
Average Sold/List Ratio		100.70%		98.46%	100.99%	100.65%	100.22%
Total Closed Units	151	100%	100.70%	10	88	45	8
Total Closed Volume	38,546,115			1.20M	19.17M	14.21M	3.96M

August 2021



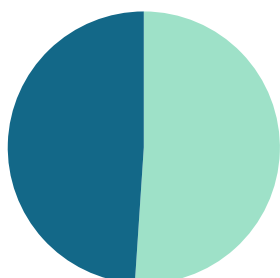
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

Report produced on Aug 10, 2023 for MLS Technology Inc.

INVENTORY



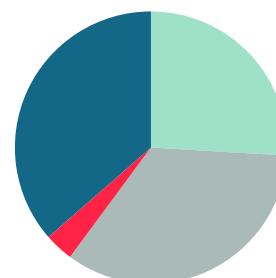
Inventory

- New Listings
218 = 51.05%
- Start Inventory
209
- Total Inventory Units
427
- Volume
\$164,114,323

Market Activity

- Closed Sales
151 = 25.95%
- Pending Sales
199 = 34.19%
- Other Off Market
20 = 3.44%
- Active Inventory
212 = 36.43%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	146	151	3.42%	996	1,108	11.24%
Pending Sales	176	199	13.07%	1,135	1,230	8.37%
New Listings	197	218	10.66%	1,344	1,390	3.42%
Average List Price	241,790	253,490	4.84%	241,718	272,237	12.63%
Average Sale Price	239,823	255,272	6.44%	237,991	272,159	14.36%
Average Percent of Selling Price to List Price	99.27%	100.68%	1.43%	98.86%	100.47%	1.63%
Average Days on Market to Sale	30.91	18.69	-39.54%	37.22	22.47	-39.63%
Monthly Inventory	252	212	-15.87%	252	212	-15.87%
Months Supply of Inventory	1.99	1.47	-26.04%	1.99	1.47	-26.04%

Absorption: Last 12 months, an Average of **144** Sales/Month

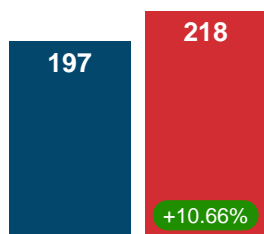
Inventory on August 31, 2021 = **212**

2020 **2021**

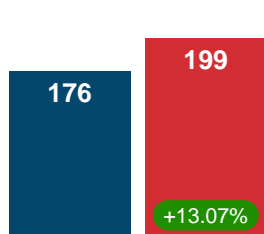
AUGUST MARKET

AVERAGE PRICES

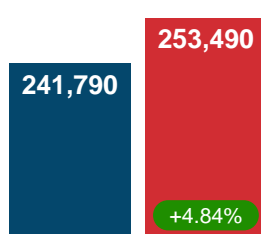
New Listings



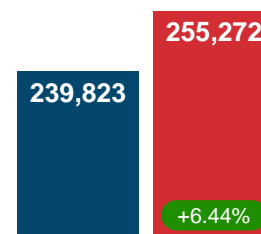
Pending Listings



List Price



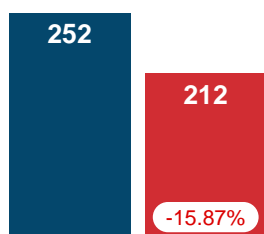
Sale Price



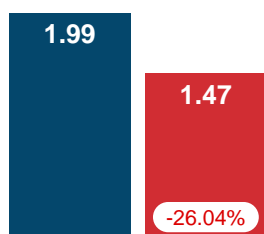
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

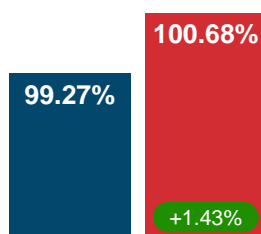
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

