

August 2021



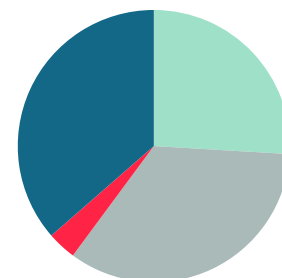
Area Delimited by County Of Rogers - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	August		+/-%
	2020	2021	
Closed Listings	146	151	3.42%
Pending Listings	176	199	13.07%
New Listings	197	218	10.66%
Median List Price	199,900	220,000	10.06%
Median Sale Price	201,370	220,000	9.25%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	7.00	6.00	-14.29%
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.

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 **9.25%** in August 2021 to \$220,000 versus the previous year at \$201,370.

Median Days on Market Shortens

The median number of **6.00** days that homes spent on the market before selling decreased by 1.00 days or **14.29%** in August 2021 compared to last year's same month at **7.00** DOM.

Sales Success for August 2021 is Positive

Overall, with Median 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 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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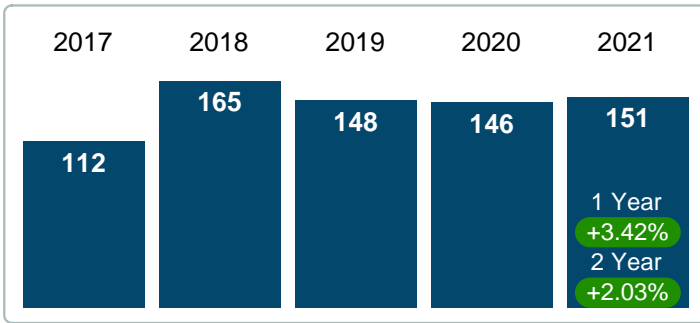
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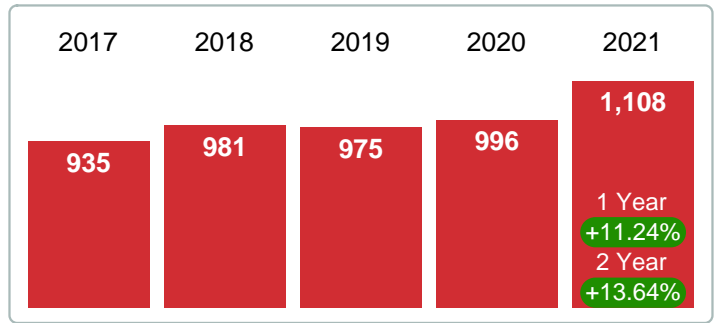
CLOSED LISTINGS

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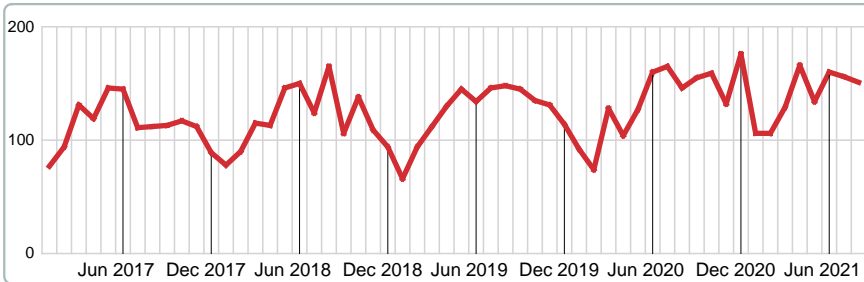
AUGUST



YEAR TO DATE (YTD)

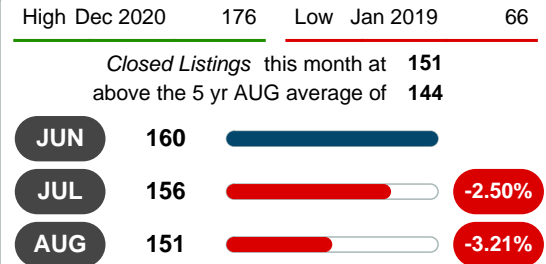


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 144



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	14	9.27%	19.5	7	6	1	0
\$125,001 - \$150,000	10	6.62%	3.0	1	9	0	0
\$150,001 - \$175,000	12	7.95%	3.5	0	11	1	0
\$175,001 - \$250,000	55	36.42%	4.0	1	38	16	0
\$250,001 - \$325,000	26	17.22%	8.0	0	17	9	0
\$325,001 - \$425,000	19	12.58%	7.0	0	6	9	4
\$425,001 and up	15	9.93%	19.0	1	1	9	4
Total Closed Units	151			10	88	45	8
Total Closed Volume	38,546,115	100%	6.0	1.20M	19.17M	14.21M	3.96M
Median Closed Price	\$220,000			\$78,750	\$200,000	\$302,000	\$464,853

August 2021



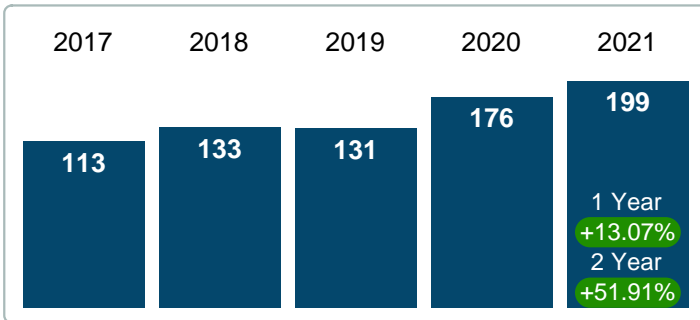
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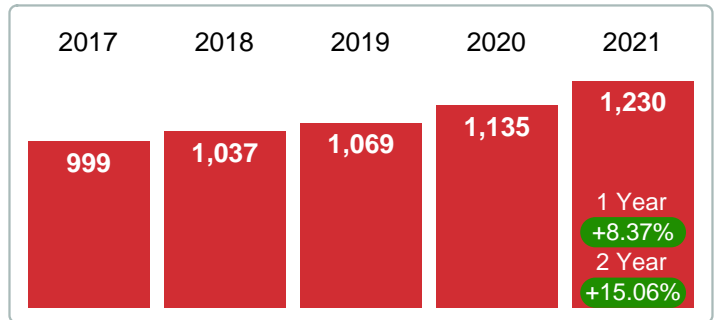
PENDING LISTINGS

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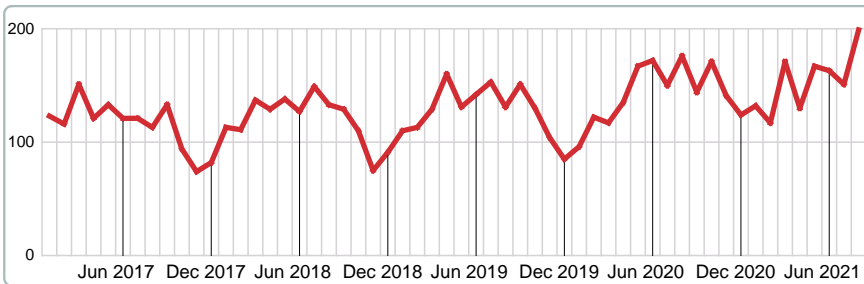
AUGUST



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	17	8.54%	21.0	4	13	0	0
\$125,001 - \$150,000	18	9.05%	5.5	2	13	3	0
\$150,001 - \$200,000	40	20.10%	9.5	2	33	5	0
\$200,001 - \$275,000	47	23.62%	11.0	0	33	12	2
\$275,001 - \$350,000	30	15.08%	6.0	0	17	12	1
\$350,001 - \$500,000	26	13.07%	9.0	1	9	13	3
\$500,001 and up	21	10.55%	20.0	0	1	15	5
Total Pending Units	199			9	119	60	11
Total Pending Volume	59,901,224	100%	10.0	1.42M	26.65M	25.58M	6.25M
Median Listing Price	\$245,000			\$139,000	\$205,000	\$347,450	\$409,900

August 2021



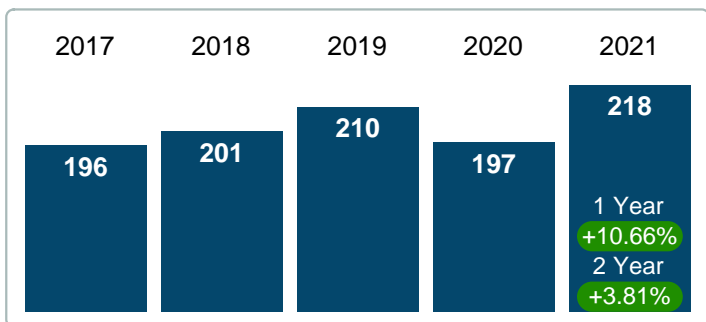
Area Delimited by County Of Rogers - Residential Property Type



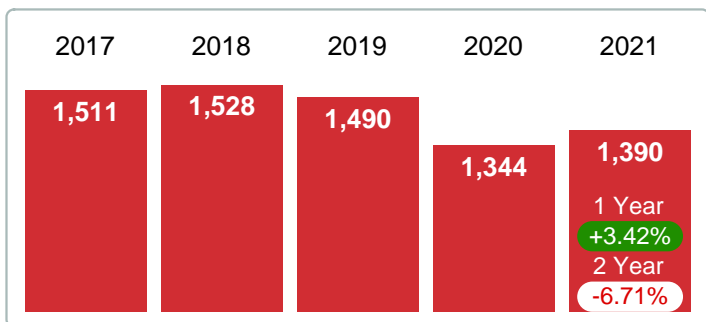
NEW LISTINGS

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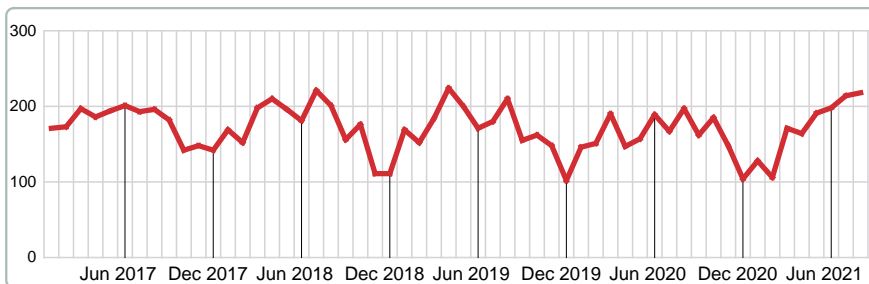
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

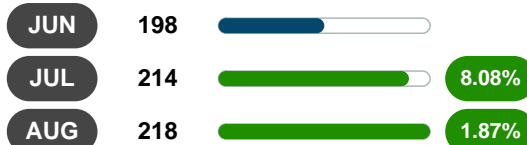


3 MONTHS

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
Median New Listed Listing Price	\$275,000		\$137,000	\$220,000	\$349,752	\$497,000

August 2021



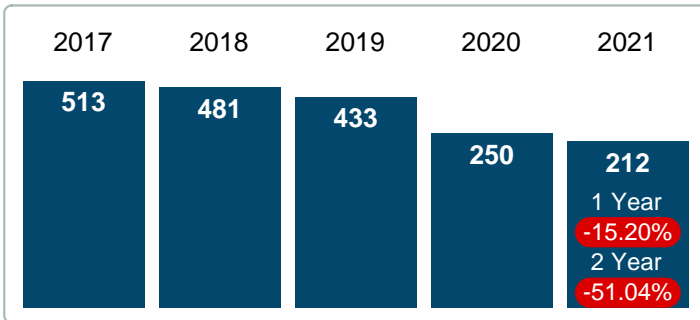
Area Delimited by County Of Rogers - Residential Property Type



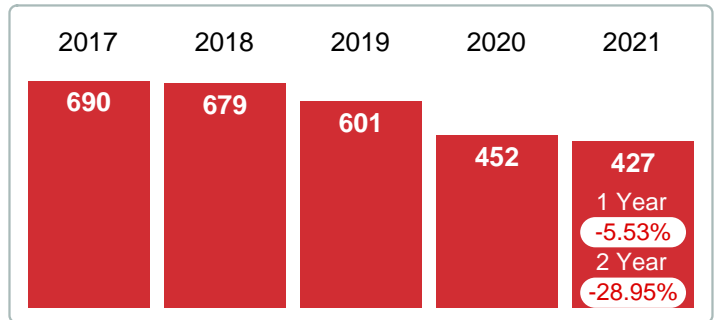
ACTIVE INVENTORY

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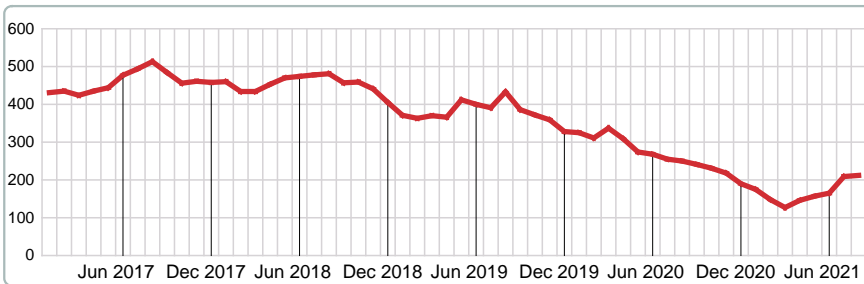
END OF AUGUST



ACTIVE DURING AUGUST

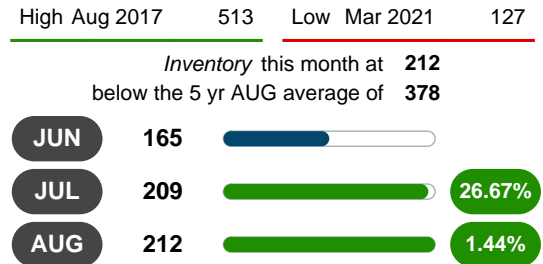


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 378



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	18	8.49%	31.0	6	11	0	1
\$125,001 - \$175,000	19	8.96%	45.0	3	10	6	0
\$175,001 - \$275,000	44	20.75%	18.5	4	23	17	0
\$275,001 - \$400,000	48	22.64%	15.0	1	29	18	0
\$400,001 - \$500,000	35	16.51%	27.0	1	6	22	6
\$500,001 - \$950,000	28	13.21%	41.5	1	5	18	4
\$950,001 and up	20	9.43%	82.0	1	4	8	7
Total Active Inventory by Units	212			17	88	89	18
Total Active Inventory by Volume	96,098,719	100%	29.0	4.60M	30.54M	44.15M	16.81M
Median Active Inventory Listing Price	\$345,000			\$144,900	\$277,000	\$419,900	\$730,000

August 2021



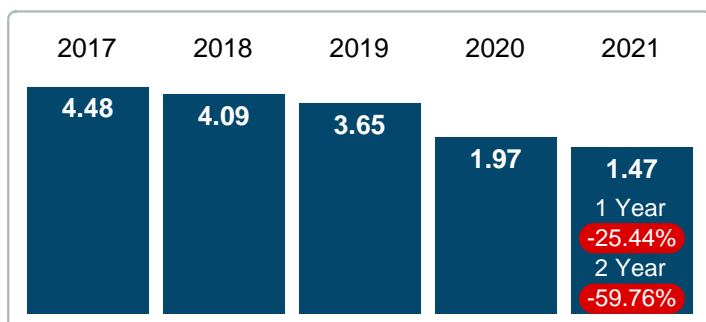
Area Delimited by County Of Rogers - Residential Property Type



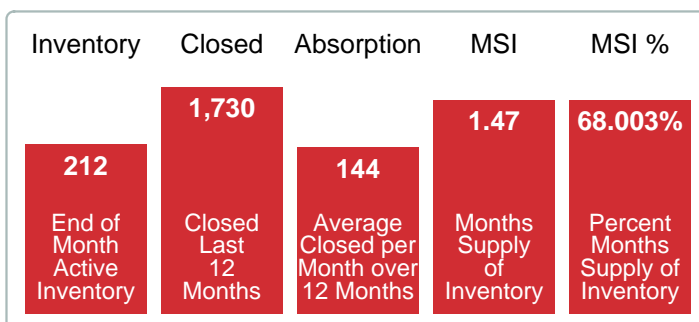
MONTHS SUPPLY of INVENTORY (MSI)

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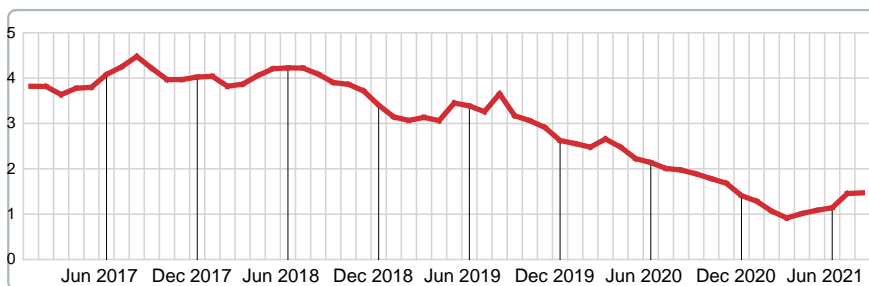
MSI FOR AUGUST



INDICATORS FOR AUGUST 2021



5 YEAR MARKET ACTIVITY TRENDS

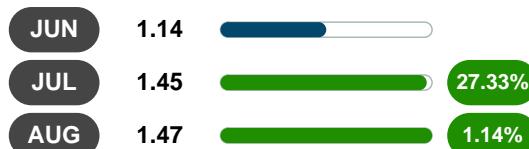


3 MONTHS

5 year AUG AVG = 3.13

High Aug 2017 4.48 Low Mar 2021 0.92

Months Supply this month at 1.47 below the 5 yr AUG average of 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



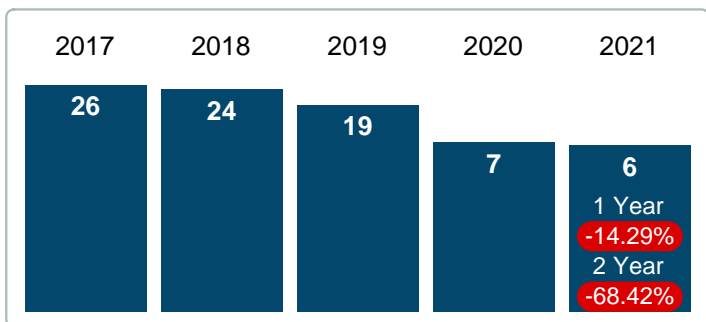
Area Delimited by County Of Rogers - Residential Property Type



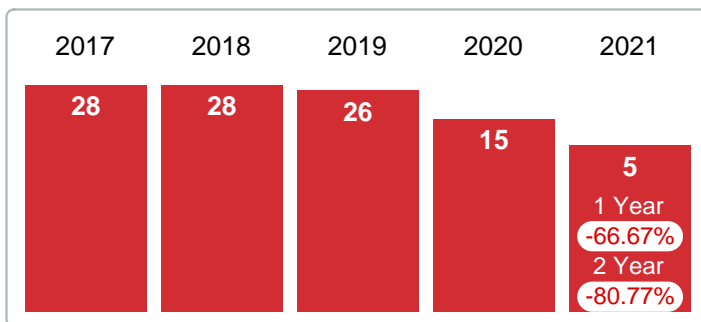
MEDIAN DAYS ON MARKET TO SALE

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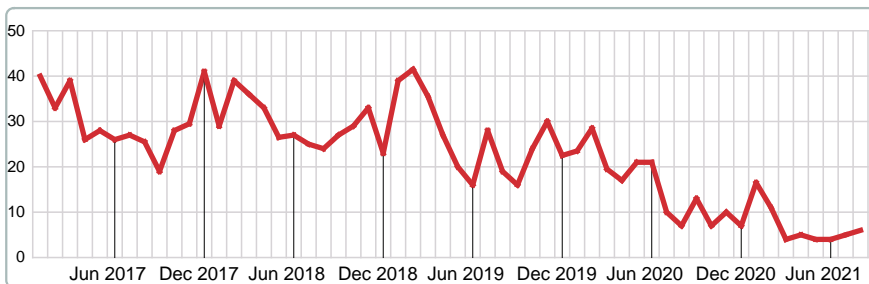
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

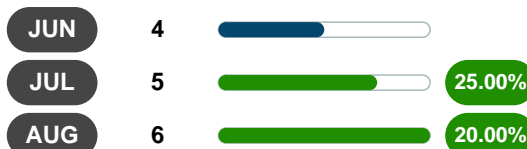


3 MONTHS

5 year AUG AVG = 16

High Feb 2019 42 Low Jun 2021 4

Median Days on Market to Sale this month at 6 below the 5 yr AUG average of 16



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	9.27%	20	33	12	84	0
\$125,001 - \$150,000	6.62%	3	2	3	0	0
\$150,001 - \$175,000	7.95%	4	0	3	7	0
\$175,001 - \$250,000	36.42%	4	9	4	3	0
\$250,001 - \$325,000	17.22%	8	0	6	12	0
\$325,001 - \$425,000	12.58%	7	0	8	7	11
\$425,001 and up	9.93%	19	137	40	18	19
Median Closed DOM		6	25	4	7	16
Total Closed Units	100%	6.0	10	88	45	8
Total Closed Volume		38,546,115	1.20M	19.17M	14.21M	3.96M

August 2021



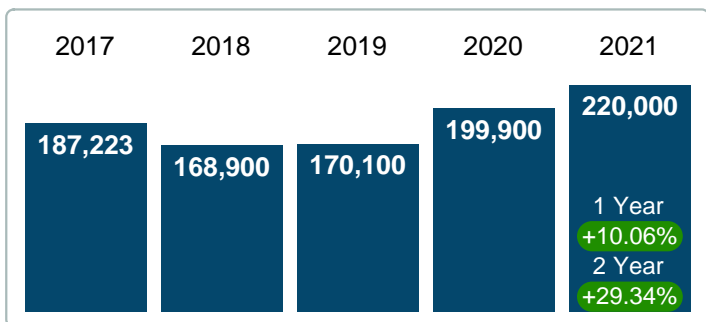
Area Delimited by County Of Rogers - Residential Property Type



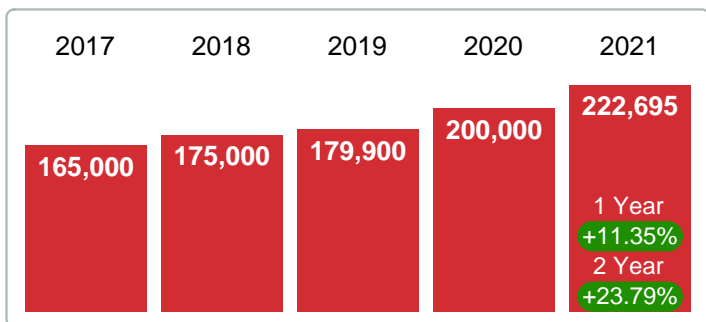
MEDIAN LIST PRICE AT CLOSING

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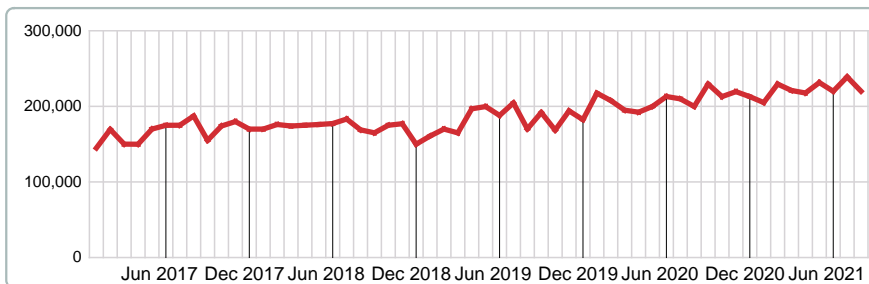
AUGUST



YEAR TO DATE (YTD)

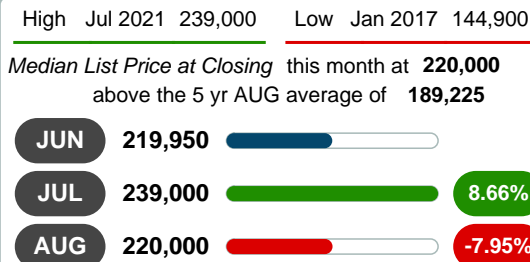


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 189,225



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	9.93%	85,000	65,000	114,900	29,900	0
\$125,001 - \$150,000	6.62%	140,000	138,600	140,000	0	0
\$150,001 - \$175,000	7.28%	165,000	0	165,615	162,500	0
\$175,001 - \$250,000	37.09%	207,450	199,900	200,000	218,495	0
\$250,001 - \$325,000	17.22%	287,450	0	280,000	298,000	0
\$325,001 - \$425,000	12.58%	388,999	0	367,260	388,287	397,450
\$425,001 and up	9.27%	497,500	495,000	500,000	474,999	598,809
Median List Price		220,000	81,250	196,500	298,000	448,775
Total Closed Units	100%	220,000	10	88	45	8
Total Closed Volume		38,276,954	1.28M	18.96M	14.08M	3.96M

August 2021



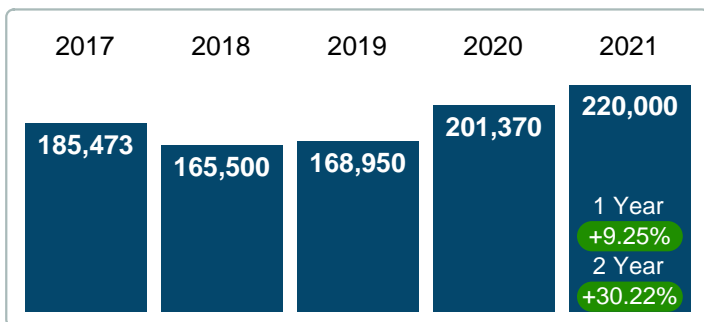
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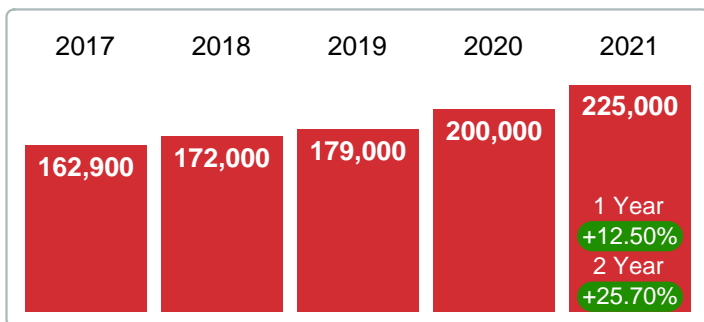
MEDIAN SOLD PRICE AT CLOSING

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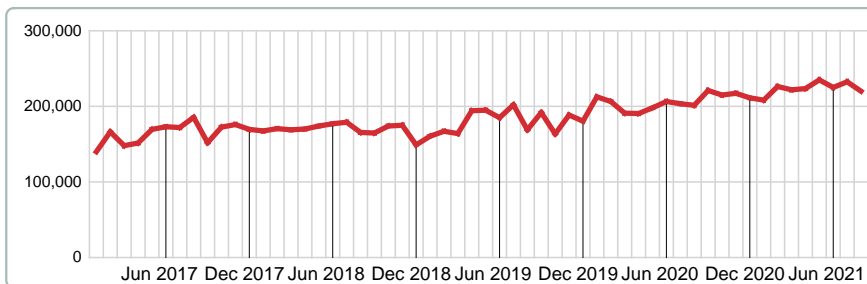
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

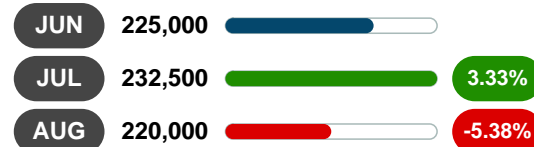


3 MONTHS

5 year AUG AVG = 188,258

High May 2021 235,000 Low Jan 2017 140,000

Median Sold Price at Closing this month at **220,000** above the 5 yr AUG average of **188,258**



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	9.27%	68,000	63,000	103,250	25,000	0
\$125,001 - \$150,000	6.62%	140,000	129,000	140,000	0	0
\$150,001 - \$175,000	7.95%	165,500	0	165,000	167,000	0
\$175,001 - \$250,000	36.42%	209,000	195,000	200,000	220,000	0
\$250,001 - \$325,000	17.22%	295,200	0	285,000	302,000	0
\$325,001 - \$425,000	12.58%	392,000	0	358,130	392,000	402,500
\$425,001 and up	9.93%	491,470	440,000	485,000	465,099	581,734
Median Sold Price		220,000	78,750	200,000	302,000	464,853
Total Closed Units	100%	220,000	10	88	45	8
Total Closed Volume		38,546,115	1.20M	19.17M	14.21M	3.96M

August 2021



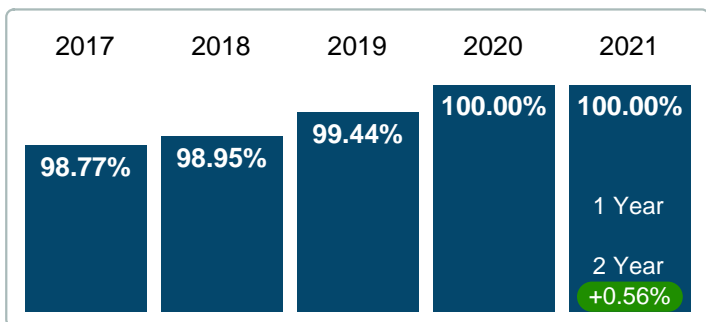
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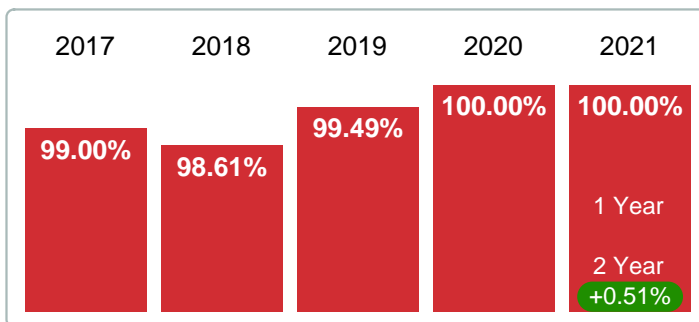
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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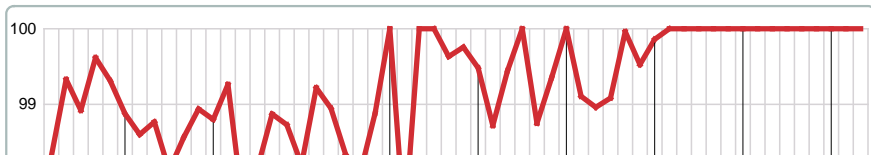
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 99.43%

High Aug 2021 100.00% Low Jan 2019 97.39%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr AUG average of **99.43%**

- JUN 100.00%
- JUL 100.00%
- AUG 100.00%

0.00%
0.00%

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	14	9.27%	94.58%	96.92%	93.10%	83.61%	0.00%
\$125,001 - \$150,000	10	6.62%	100.00%	93.07%	100.00%	0.00%	0.00%
\$150,001 - \$175,000	12	7.95%	100.00%	0.00%	100.00%	102.77%	0.00%
\$175,001 - \$250,000	55	36.42%	100.06%	97.55%	100.03%	100.49%	0.00%
\$250,001 - \$325,000	26	17.22%	101.01%	0.00%	100.91%	101.10%	0.00%
\$325,001 - \$425,000	19	12.58%	100.00%	0.00%	100.00%	100.65%	99.42%
\$425,001 and up	15	9.93%	99.44%	88.89%	97.00%	100.00%	98.85%
Median Sold/List Ratio		100.00%		95.90%	100.00%	100.53%	99.15%
Total Closed Units		151	100%	100.00%			
Total Closed Volume		38,546,115					
				1.20M	19.17M	14.21M	3.96M

August 2021



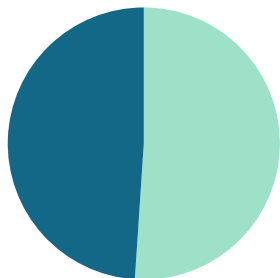
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

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

INVENTORY



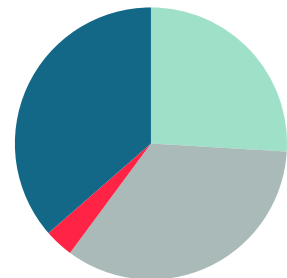
Inventory

- 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%
Median List Price	199,900	220,000	10.06%	200,000	222,695	11.35%
Median Sale Price	201,370	220,000	9.25%	200,000	225,000	12.50%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Days on Market to Sale	7.00	6.00	-14.29%	15.00	5.00	-66.67%
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

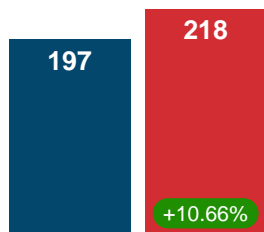
Inventory on August 31, 2021 = **212**

2020 **2021**

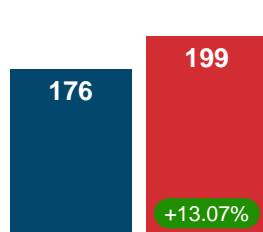
AUGUST MARKET

MEDIAN PRICES

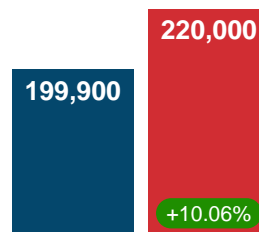
New Listings



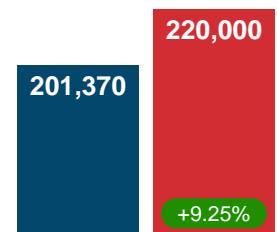
Pending Listings



List Price



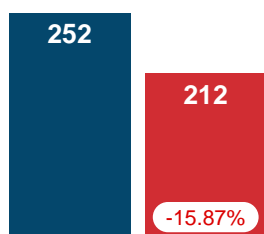
Sale Price



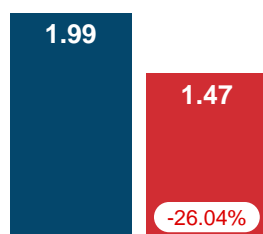
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

