

December 2021



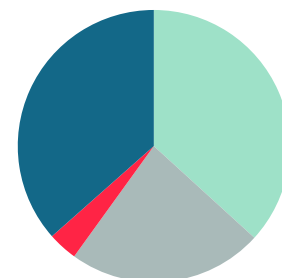
Area Delimited by County Of Rogers - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	December		
	2020	2021	+/-%
Closed Listings	176	157	-10.80%
Pending Listings	124	99	-20.16%
New Listings	104	101	-2.88%
Median List Price	212,825	240,000	12.77%
Median Sale Price	211,250	240,000	13.61%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	7.00	8.00	14.29%
End of Month Inventory	193	156	-19.17%
Months Supply of Inventory	1.43	1.08	-24.88%



■ Closed (36.77%)
■ Pending (23.19%)
■ Other OffMarket (3.51%)
■ Active (36.53%)

Absorption: Last 12 months, an Average of **145** Sales/Month
Active Inventory as of December 31, 2021 = **156**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2021 decreased **19.17%** to 156 existing homes available for sale. Over the last 12 months this area has had an average of 145 closed sales per month. This represents an unsold inventory index of **1.08** 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 **13.61%** in December 2021 to \$240,000 versus the previous year at \$211,250.

Median Days on Market Lengthens

The median number of **8.00** days that homes spent on the market before selling increased by 1.00 days or **14.29%** in December 2021 compared to last year's same month at **7.00** DOM.

Sales Success for December 2021 is Positive

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

There were 101 New Listings in December 2021, down **2.88%** from last year at 104. Furthermore, there were 157 Closed Listings this month versus last year at 176, a **-10.80%** decrease.

Closed versus Listed trends yielded a **155.4%** ratio, down from previous year's, December 2020, at **169.2%**, a **8.15%** 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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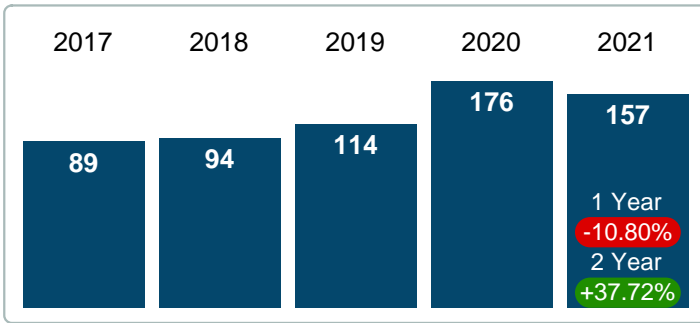
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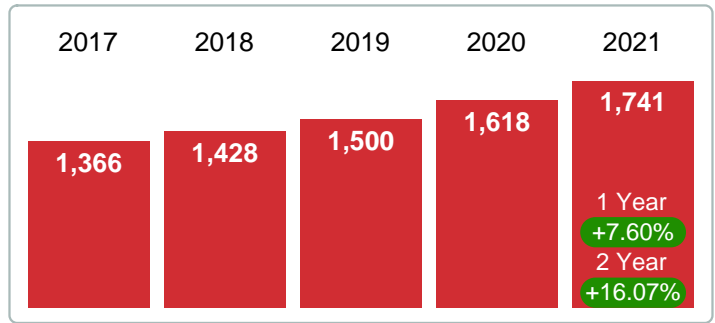
CLOSED LISTINGS

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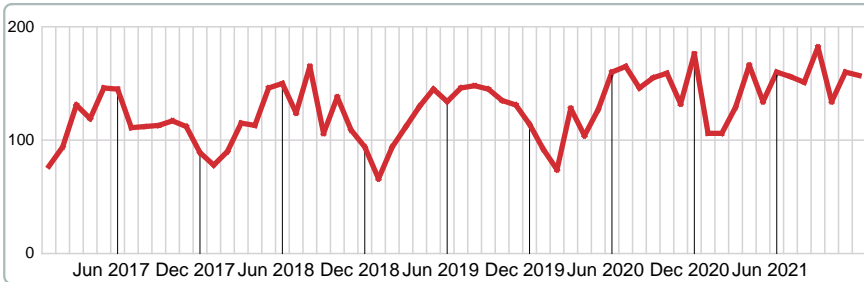
DECEMBER



YEAR TO DATE (YTD)

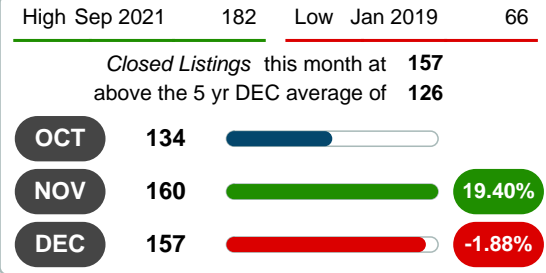


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 126



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	15	9.55%	11.0	6	9	0	0
\$125,001 - \$150,000	16	10.19%	9.5	4	10	2	0
\$150,001 - \$175,000	13	8.28%	7.0	1	10	2	0
\$175,001 - \$275,000	53	33.76%	5.0	2	39	11	1
\$275,001 - \$350,000	23	14.65%	4.0	1	11	11	0
\$350,001 - \$525,000	21	13.38%	10.0	0	7	12	2
\$525,001 and up	16	10.19%	22.0	0	3	11	2
Total Closed Units	157			14	89	49	5
Total Closed Volume	44,186,613	100%	8.0	1.92M	20.42M	18.11M	3.74M
Median Closed Price	\$240,000			\$130,500	\$200,000	\$335,000	\$459,999

December 2021



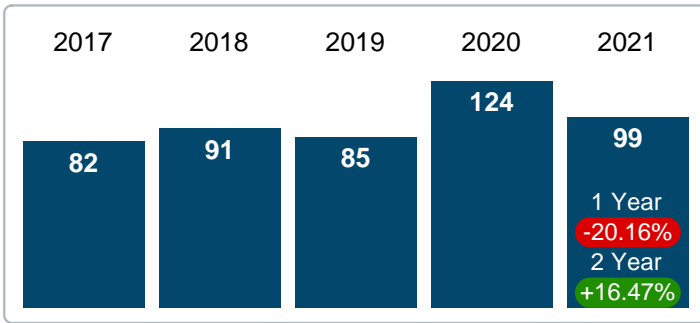
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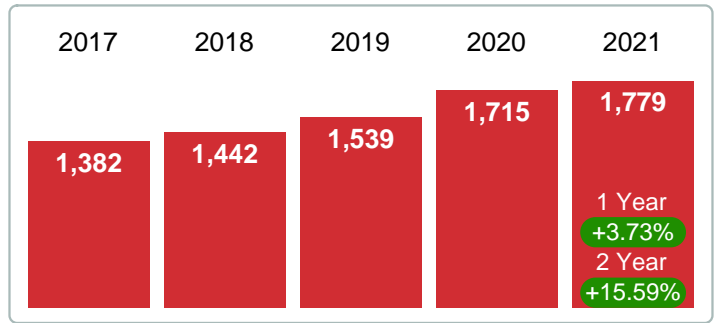
PENDING LISTINGS

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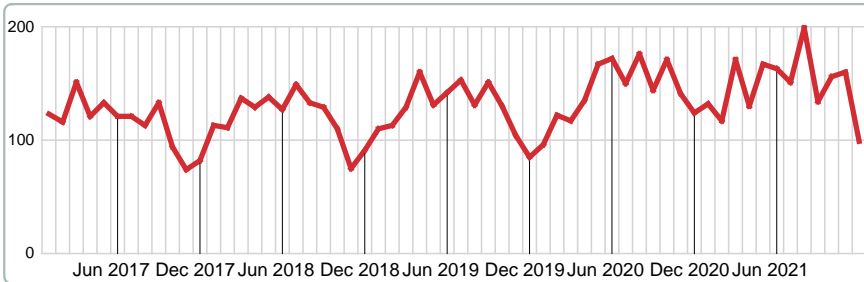
DECEMBER



YEAR TO DATE (YTD)

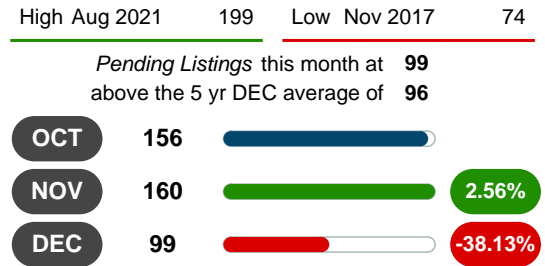


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 96



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	8	8.08%	8.5	4	4	0	0
\$125,001 - \$150,000	11	11.11%	8.0	0	9	2	0
\$150,001 - \$225,000	21	21.21%	8.0	1	16	4	0
\$225,001 - \$300,000	19	19.19%	9.0	0	15	4	0
\$300,001 - \$400,000	18	18.18%	7.5	0	11	7	0
\$400,001 - \$550,000	13	13.13%	25.0	0	2	10	1
\$550,001 and up	9	9.09%	11.0	0	0	5	4
Total Pending Units	99			5	57	32	5
Total Pending Volume	30,278,936	100%	9.0	521.00K	13.40M	12.70M	3.66M
Median Listing Price	\$250,000			\$81,200	\$225,000	\$392,450	\$670,000

December 2021



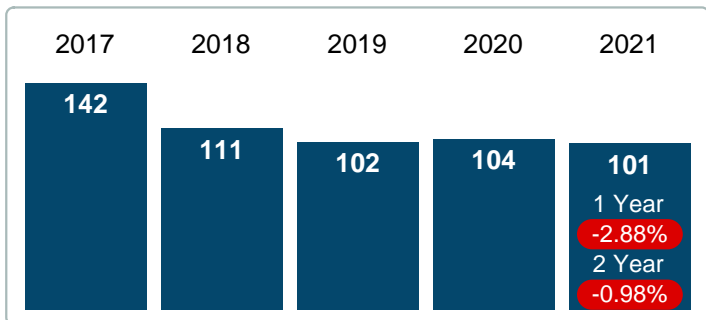
Area Delimited by County Of Rogers - Residential Property Type



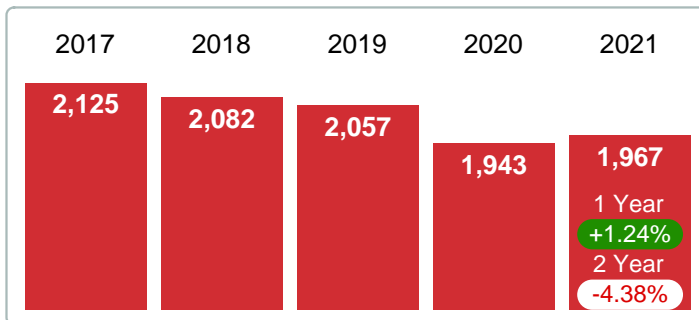
NEW LISTINGS

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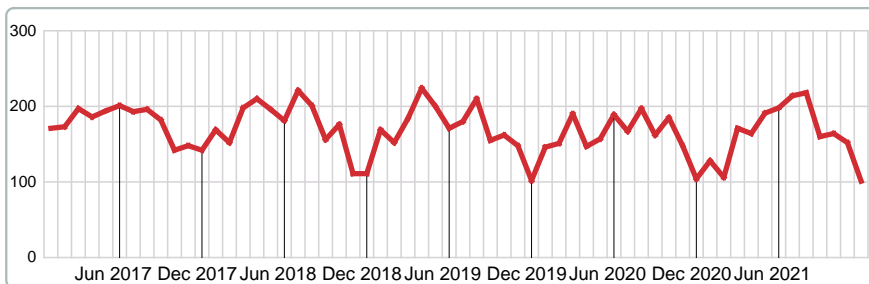
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 112

High Apr 2019 224 Low Dec 2021 101

New Listings this month at 101
below the 5 yr DEC average of 112



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	10	9.90%	5	5	0	0
\$100,001 - \$150,000	11	10.89%	3	7	1	0
\$150,001 - \$200,000	14	13.86%	1	9	4	0
\$200,001 - \$300,000	26	25.74%	2	17	6	1
\$300,001 - \$375,000	16	15.84%	0	8	7	1
\$375,001 - \$475,000	10	9.90%	0	6	4	0
\$475,001 and up	14	13.86%	0	1	10	3
Total New Listed Units	101		11	53	32	5
Total New Listed Volume	30,934,099	100%	1.40M	13.00M	14.04M	2.50M
Median New Listed Listing Price	\$239,000		\$109,900	\$225,000	\$349,950	\$595,000

December 2021



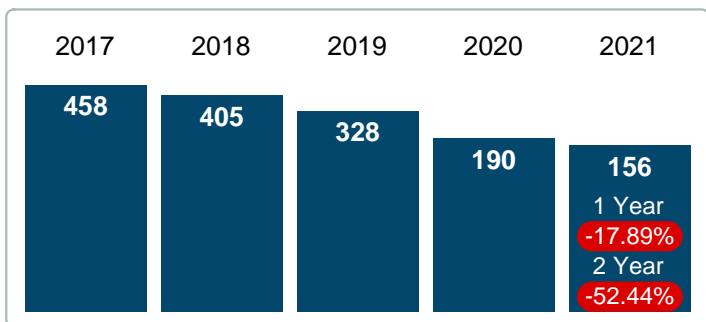
Area Delimited by County Of Rogers - Residential Property Type



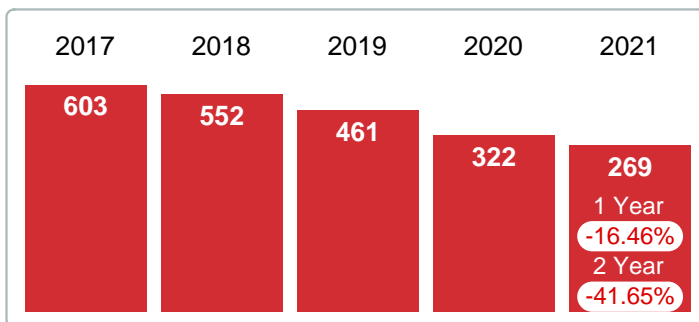
ACTIVE INVENTORY

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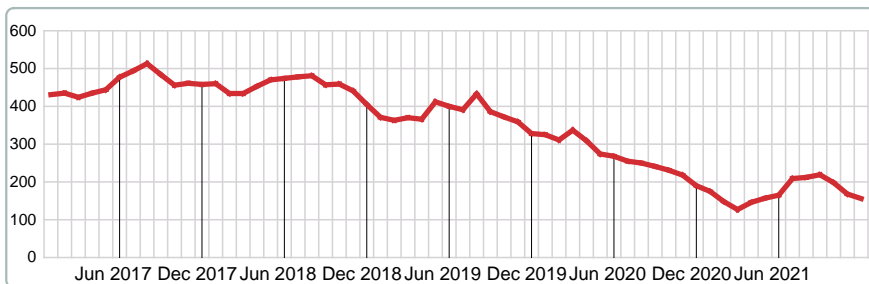
END OF DECEMBER



ACTIVE DURING DECEMBER

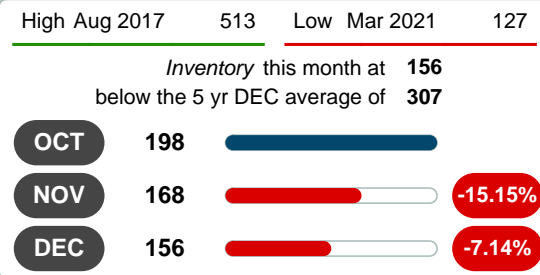


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 307



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	17	10.90%	63.0	8	9	0	0
\$125,001 - \$175,000	17	10.90%	56.0	3	12	2	0
\$175,001 - \$225,000	19	12.18%	52.0	1	11	7	0
\$225,001 - \$375,000	38	24.36%	45.5	2	24	10	2
\$375,001 - \$475,000	22	14.10%	71.5	0	6	15	1
\$475,001 - \$825,000	27	17.31%	91.0	1	6	17	3
\$825,001 and up	16	10.26%	98.0	0	4	5	7
Total Active Inventory by Units		156		15	72	56	13
Total Active Inventory by Volume		65,351,716	100%	2.37M	21.66M	28.80M	12.52M
Median Active Inventory Listing Price		\$325,000		\$125,000	\$245,450	\$421,250	\$884,900

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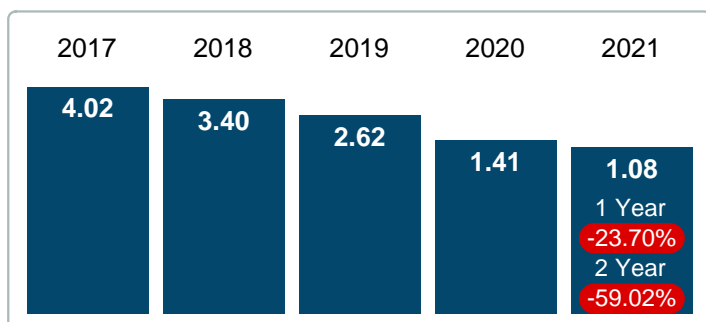
Area Delimited by County Of Rogers - Residential Property Type



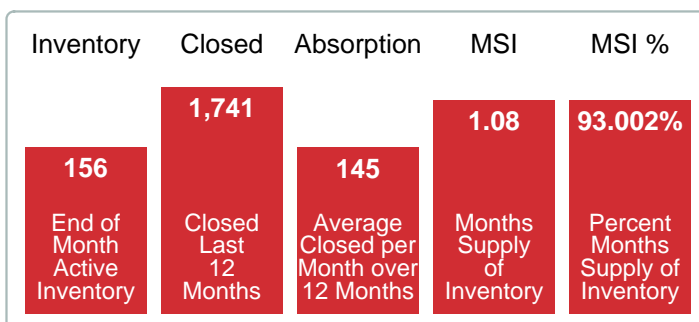
MONTHS SUPPLY of INVENTORY (MSI)

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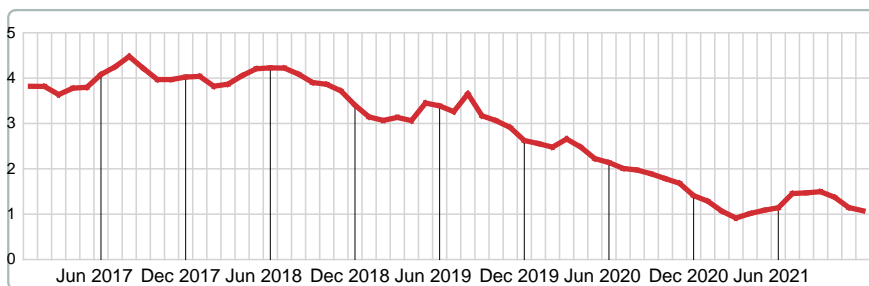
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2021



5 YEAR MARKET ACTIVITY TRENDS

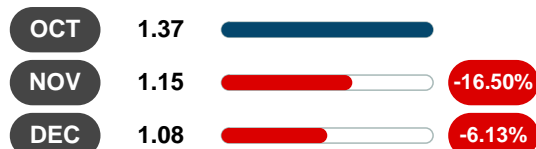


3 MONTHS

5 year DEC AVG = 2.51

High Aug 2017 4.48 Low Mar 2021 0.92

Months Supply this month at **1.08**
below the 5 yr DEC average of **2.51**



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	17	10.90%	1.30	1.75	1.17	0.00	0.00
\$125,001 - \$175,000	17	10.90%	0.72	1.44	0.64	0.80	0.00
\$175,001 - \$225,000	19	12.18%	0.60	2.40	0.48	0.88	0.00
\$225,001 - \$375,000	38	24.36%	0.82	2.00	0.95	0.54	1.20
\$375,001 - \$475,000	22	14.10%	1.31	0.00	1.44	1.36	0.67
\$475,001 - \$825,000	27	17.31%	2.36	12.00	4.80	2.49	0.92
\$825,001 and up	16	10.26%	7.68	0.00	48.00	6.67	5.60
Market Supply of Inventory (MSI)			1.08	1.80	0.90	1.16	1.56
Total Active Inventory by Units		100%	156	15	72	56	13

December 2021



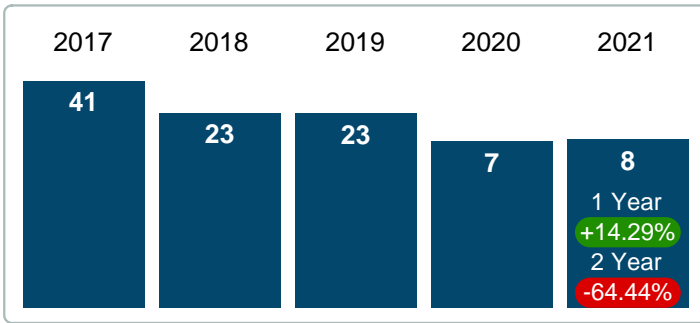
Area Delimited by County Of Rogers - Residential Property Type



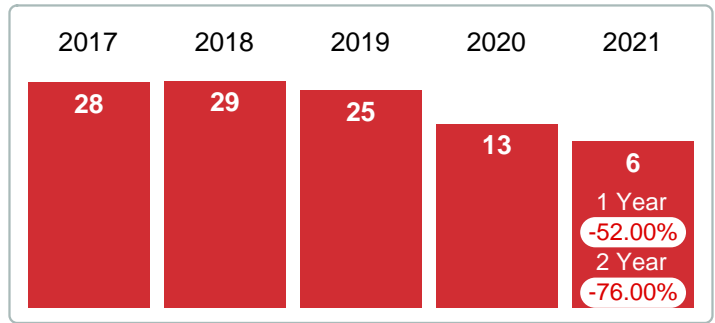
MEDIAN DAYS ON MARKET TO SALE

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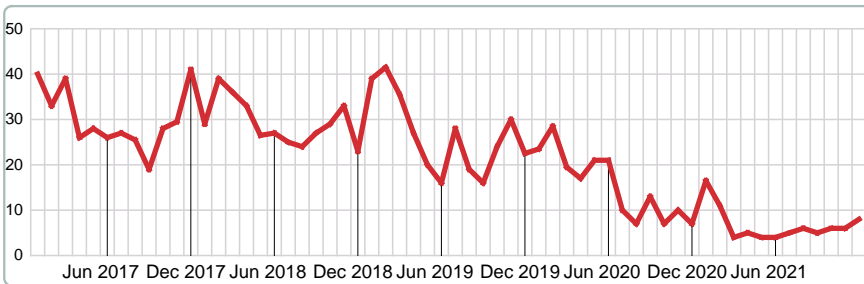
DECEMBER



YEAR TO DATE (YTD)

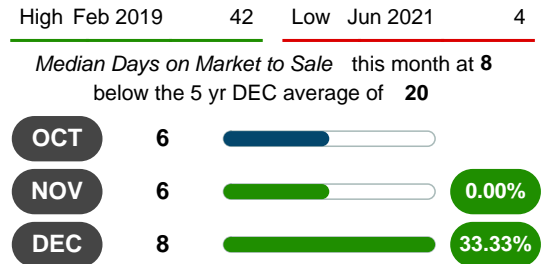


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 20



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	9.55%	11	3	15	0	0
\$125,001 - \$150,000	10.19%	10	20	10	6	0
\$150,001 - \$175,000	8.28%	7	10	5	67	0
\$175,001 - \$275,000	33.76%	5	60	3	11	33
\$275,001 - \$350,000	14.65%	4	1	13	2	0
\$350,001 - \$525,000	13.38%	10	0	25	8	30
\$525,001 and up	10.19%	22	0	17	27	56
Median Closed DOM		8	8	7	10	33
Total Closed Units	100%	157	14	89	49	5
Total Closed Volume		44,186,613	1.92M	20.42M	18.11M	3.74M

December 2021



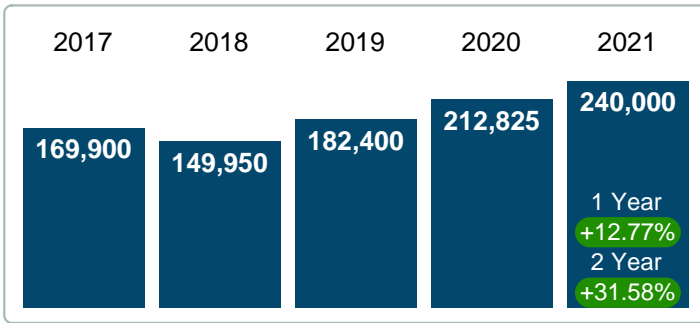
Area Delimited by County Of Rogers - Residential Property Type



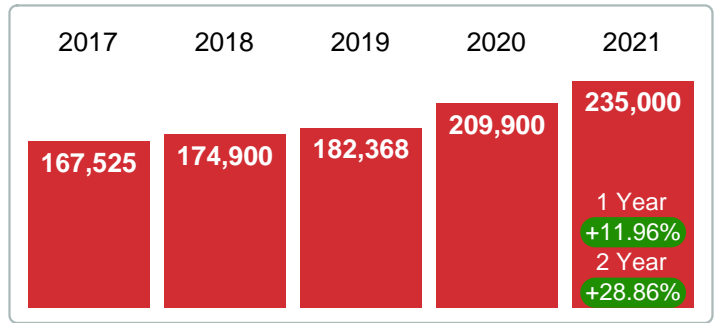
MEDIAN LIST PRICE AT CLOSING

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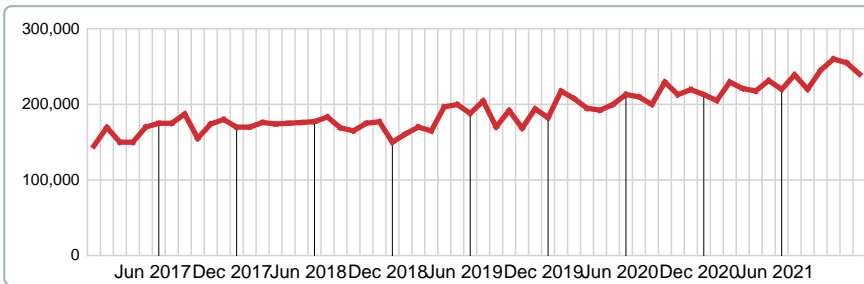
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

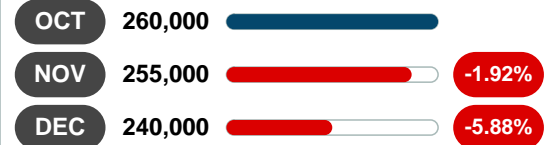


3 MONTHS

5 year DEC AVG = 191,015

High Oct 2021 260,000 Low Jan 2017 144,900

Median List Price at Closing this month at **240,000**
above the 5 yr DEC average of **191,015**



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	15	9.55%	85,000	81,950	89,000	0	0
\$125,001 - \$150,000	13	8.28%	142,500	139,900	144,900	149,900	0
\$150,001 - \$175,000	15	9.55%	164,000	0	164,000	162,450	0
\$175,001 - \$275,000	57	36.31%	229,900	222,450	207,000	263,340	262,900
\$275,001 - \$350,000	22	14.01%	329,650	330,000	322,363	330,000	0
\$350,001 - \$525,000	19	12.10%	385,000	0	382,500	385,000	467,500
\$525,001 and up	16	10.19%	614,500	0	650,000	600,000	1,372,500
Median List Price			240,000	130,000	199,000	333,875	475,000
Total Closed Units		100%	240,000	14	89	49	5
Total Closed Volume			44,735,540	1.96M	20.55M	18.28M	3.94M

December 2021



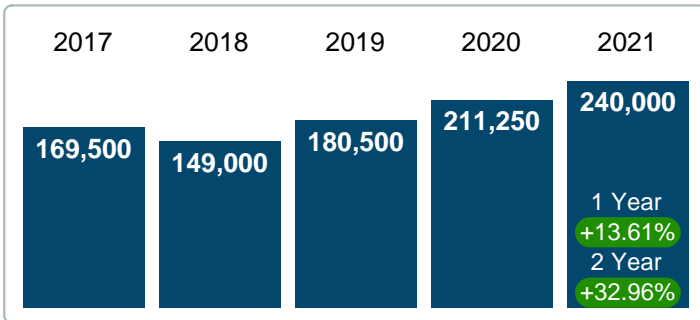
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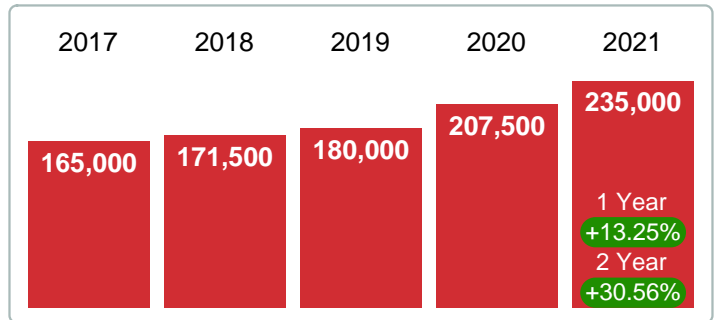
MEDIAN SOLD PRICE AT CLOSING

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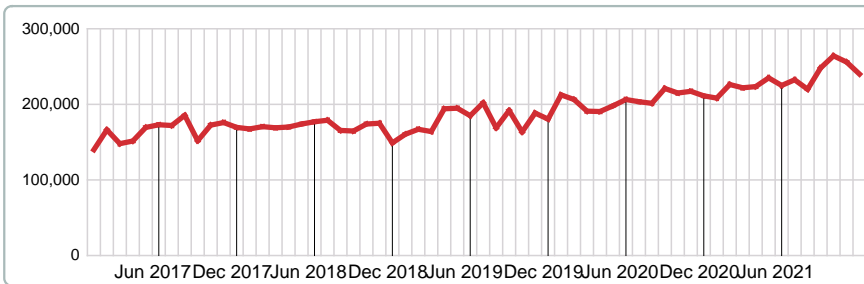
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

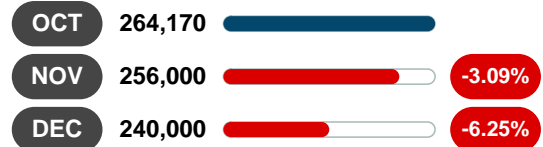


3 MONTHS

5 year DEC AVG = 190,050

High Oct 2021 264,170 Low Jan 2017 140,000

Median Sold Price at Closing this month at **240,000** above the 5 yr DEC average of **190,050**



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	9.55%	85,000	81,500	85,000	0	0
\$125,001 - \$150,000	10.19%	141,000	133,000	145,000	145,950	0
\$150,001 - \$175,000	8.28%	166,000	157,385	167,000	162,875	0
\$175,001 - \$275,000	33.76%	225,000	207,500	211,000	240,000	249,000
\$275,001 - \$350,000	14.65%	319,275	330,000	319,275	319,275	0
\$350,001 - \$525,000	13.38%	387,000	0	380,000	386,000	457,500
\$525,001 and up	10.19%	610,000	0	632,500	565,000	1,287,500
Median Sold Price		240,000	130,500	200,000	335,000	459,999
Total Closed Units		157	14	89	49	5
Total Closed Volume		44,186,613	1.92M	20.42M	18.11M	3.74M

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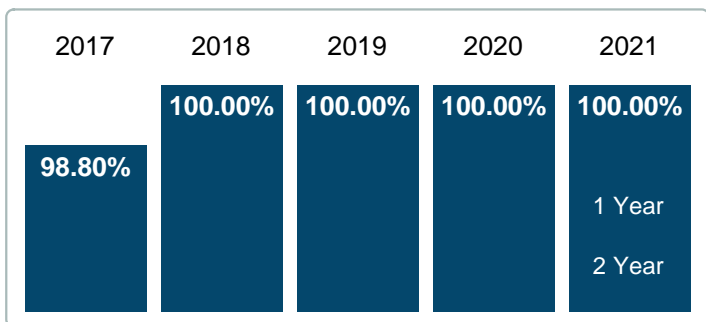
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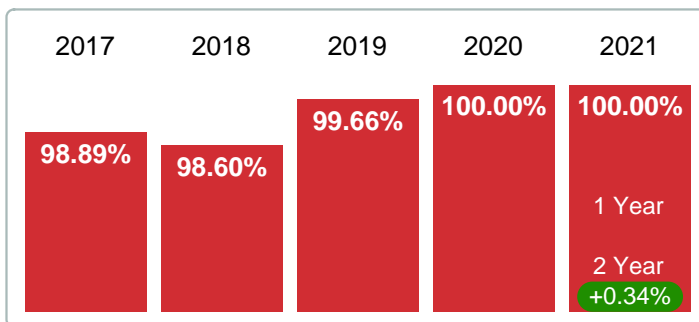
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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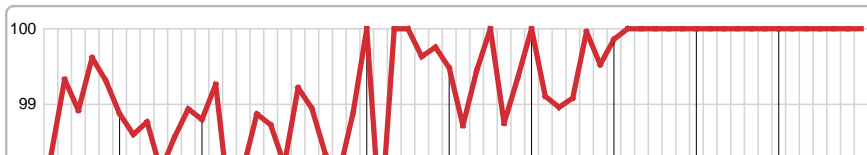
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 99.76%

High Dec 2021 100.00% Low Jan 2019 97.39%

Median Sold/List Ratio this month at 100.00% equal to 5 yr DEC average of 99.76%

- OCT 100.00%
- NOV 100.00%
- DEC 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	15	9.55%	92.31%	99.43%	87.96%	0.00%	0.00%	
\$125,001 - \$150,000	16	10.19%	100.00%	96.82%	100.00%	97.02%	0.00%	
\$150,001 - \$175,000	13	8.28%	100.00%	121.07%	100.00%	100.00%	0.00%	
\$175,001 - \$275,000	53	33.76%	100.00%	95.26%	100.00%	100.20%	94.71%	
\$275,001 - \$350,000	23	14.65%	100.00%	100.00%	100.00%	100.18%	0.00%	
\$350,001 - \$525,000	21	13.38%	100.00%	0.00%	100.00%	100.00%	97.89%	
\$525,001 and up	16	10.19%	99.50%	0.00%	99.45%	99.54%	94.67%	
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	95.79%	
Total Closed Units		157	100%	100.00%	14	89	49	5
Total Closed Volume		44,186,613			1.92M	20.42M	18.11M	3.74M

December 2021



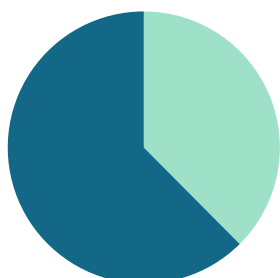
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

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

INVENTORY



Inventory

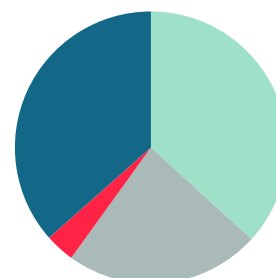
- New Listings **101 = 37.55%**
- Start Inventory **168**
- Total Inventory Units **269**
- Volume **\$104,662,696**

Market Activity

Market Activity

- Closed Sales **157 = 36.77%**
- Pending Sales **99 = 23.19%**
- Other Off Market **15 = 3.51%**
- Active Inventory **156 = 36.53%**

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	176	157	-10.80%	1,618	1,741	7.60%
Pending Sales	124	99	-20.16%	1,715	1,779	3.73%
New Listings	104	101	-2.88%	1,943	1,967	1.24%
Median List Price	212,825	240,000	12.77%	209,900	235,000	11.96%
Median Sale Price	211,250	240,000	13.61%	207,500	235,000	13.25%
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	8.00	14.29%	12.50	6.00	-52.00%
Monthly Inventory	193	156	-19.17%	193	156	-19.17%
Months Supply of Inventory	1.43	1.08	-24.88%	1.43	1.08	-24.88%

Absorption: Last 12 months, an Average of **145** Sales/Month

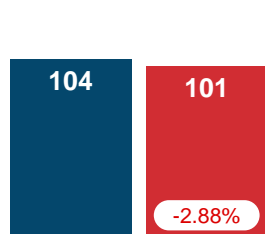
Inventory on December 31, 2021 = **156**

2020 **2021**

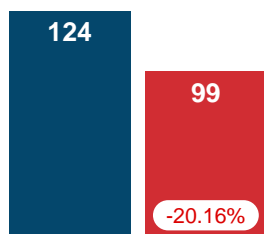
DECEMBER MARKET

MEDIAN PRICES

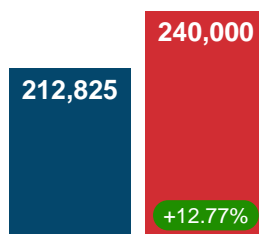
New Listings



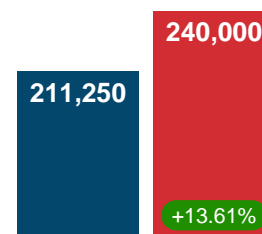
Pending Listings



List Price



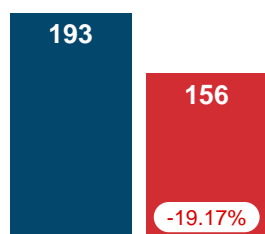
Sale Price



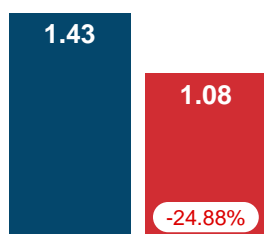
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

