

January 2021



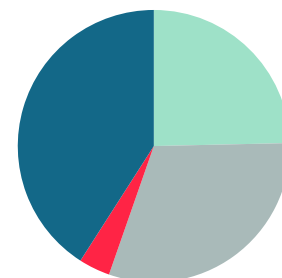
Area Delimited by County Of Rogers - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 02, 2023 for MLS Technology Inc.

Compared Metrics	2020	January 2021	+/-%
Closed Listings	92	106	15.22%
Pending Listings	96	132	37.50%
New Listings	146	128	-12.33%
Average List Price	245,833	251,823	2.44%
Average Sale Price	240,135	248,033	3.29%
Average Percent of Selling Price to List Price	97.24%	98.34%	1.13%
Average Days on Market to Sale	39.55	33.29	-15.83%
End of Month Inventory	325	176	-45.85%
Months Supply of Inventory	2.56	1.29	-49.36%



■ Closed (24.65%)
■ Pending (30.70%)
■ Other OffMarket (3.72%)
■ Active (40.93%)

Absorption: Last 12 months, an Average of **136** Sales/Month
Active Inventory as of January 31, 2021 = **176**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2021 decreased **45.85%** to 176 existing homes available for sale. Over the last 12 months this area has had an average of 136 closed sales per month. This represents an unsold inventory index of **1.29** 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 **3.29%** in January 2021 to \$248,033 versus the previous year at \$240,135.

Average Days on Market Shortens

The average number of **33.29** days that homes spent on the market before selling decreased by 6.26 days or **15.83%** in January 2021 compared to last year's same month at **39.55** DOM.

Sales Success for January 2021 is Positive

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

There were 128 New Listings in January 2021, down **12.33%** from last year at 146. Furthermore, there were 106 Closed Listings this month versus last year at 92, a **15.22%** increase.

Closed versus Listed trends yielded a **82.8%** ratio, up from previous year's, January 2020, at **63.0%**, a **31.42%** upswing. 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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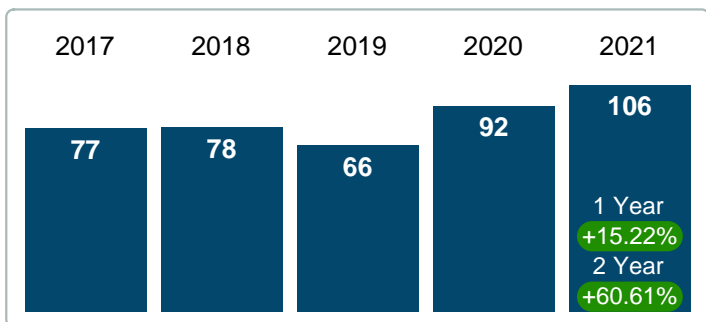
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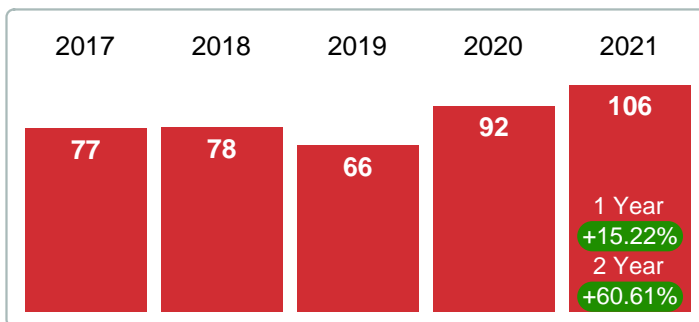
CLOSED LISTINGS

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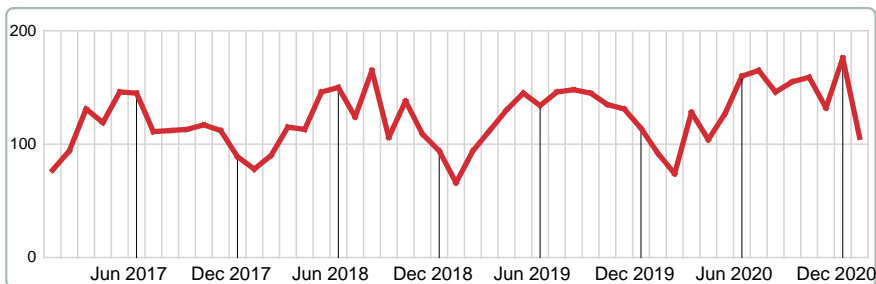
JANUARY



YEAR TO DATE (YTD)

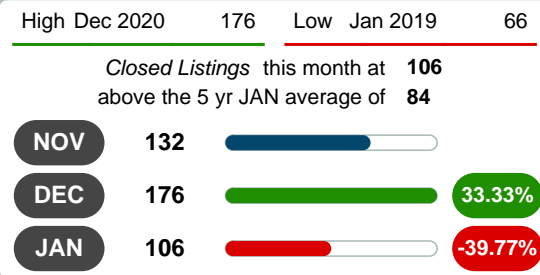


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 84



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	10	9.43%	34.8	4	6	0	0
\$100,001 - \$150,000	12	11.32%	11.1	1	10	1	0
\$150,001 - \$175,000	10	9.43%	43.7	1	7	2	0
\$175,001 - \$225,000	30	28.30%	13.0	1	18	11	0
\$225,001 - \$325,000	19	17.92%	49.1	1	12	6	0
\$325,001 - \$450,000	14	13.21%	57.0	0	0	12	2
\$450,001 and up	11	10.38%	44.6	0	4	5	2
Total Closed Units	106			8	57	37	4
Total Closed Volume	26,291,518	100%	33.3	949.17K	11.87M	11.59M	1.88M
Average Closed Price	\$248,033			\$118,646	\$208,190	\$313,314	\$470,725

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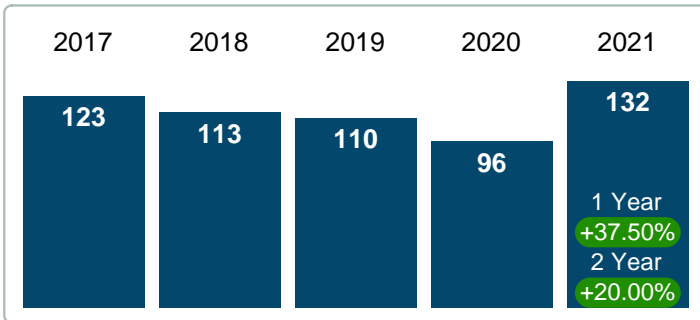
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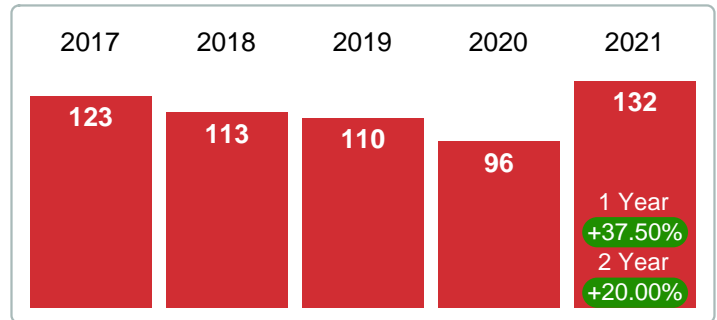
PENDING LISTINGS

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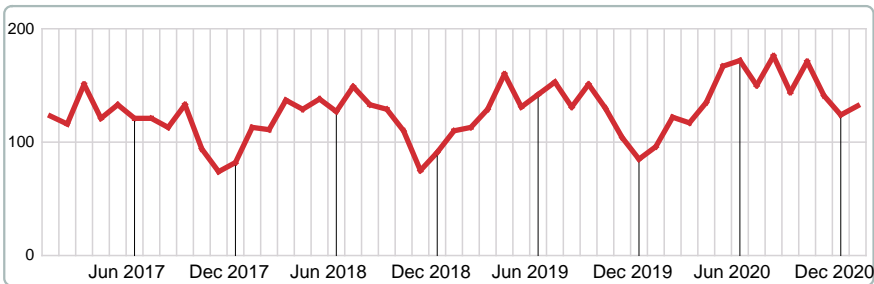
JANUARY



YEAR TO DATE (YTD)

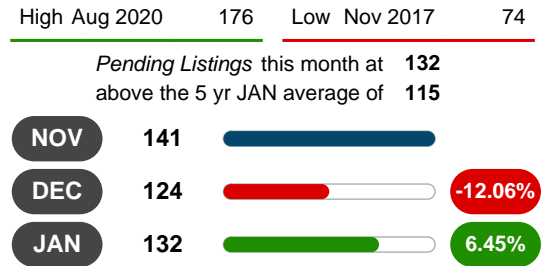


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 115



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	11	8.33%	40.4	4	6	1	0
\$100,001 - \$150,000	14	10.61%	11.9	3	11	0	0
\$150,001 - \$175,000	15	11.36%	32.9	0	14	1	0
\$175,001 - \$225,000	41	31.06%	27.4	0	25	16	0
\$225,001 - \$300,000	18	13.64%	28.3	0	8	10	0
\$300,001 - \$375,000	14	10.61%	24.2	0	6	8	0
\$375,001 and up	19	14.39%	75.7	0	4	12	3
Total Pending Units	132			7	74	48	3
Total Pending Volume	31,015,135	100%	33.8	588.50K	15.12M	13.78M	1.53M
Average Listing Price	\$236,470			\$84,071	\$204,281	\$287,010	\$511,113

January 2021



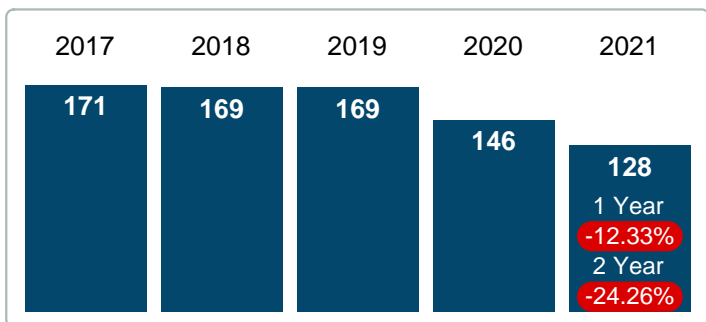
Area Delimited by County Of Rogers - Residential Property Type



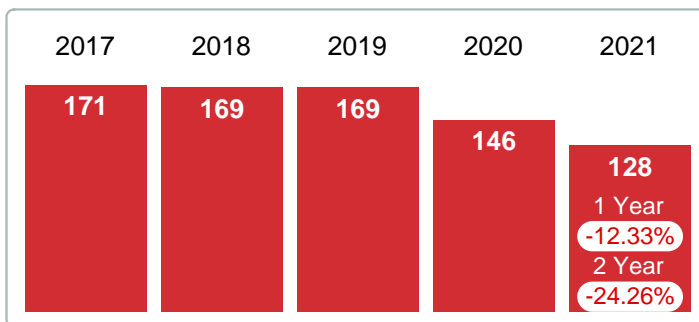
NEW LISTINGS

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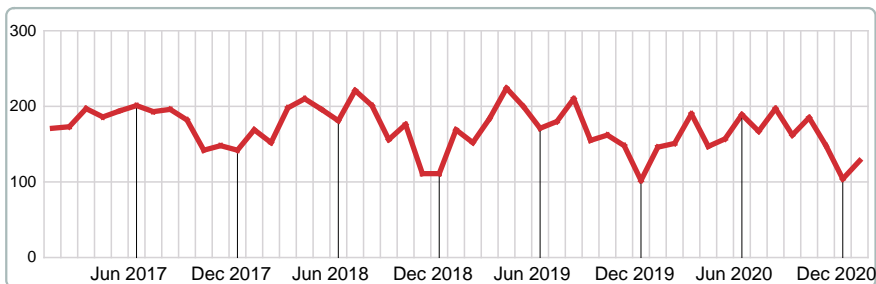
JANUARY



YEAR TO DATE (YTD)

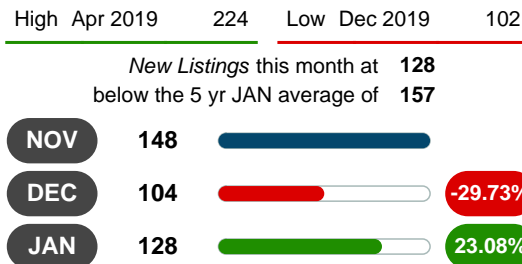


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 157



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	11	8.59%	6	4	1	0
\$100,001 - \$150,000	16	12.50%	6	10	0	0
\$150,001 - \$175,000	12	9.38%	0	11	1	0
\$175,001 - \$250,000	36	28.13%	0	17	18	1
\$250,001 - \$325,000	23	17.97%	0	8	13	2
\$325,001 - \$400,000	16	12.50%	0	6	9	1
\$400,001 and up	14	10.94%	0	2	10	2
Total New Listed Units	128		12	58	52	6
Total New Listed Volume	31,810,725	100%	1.20M	12.47M	15.97M	2.17M
Average New Listed Listing Price	\$245,087		\$99,658	\$215,008	\$307,137	\$362,207

January 2021



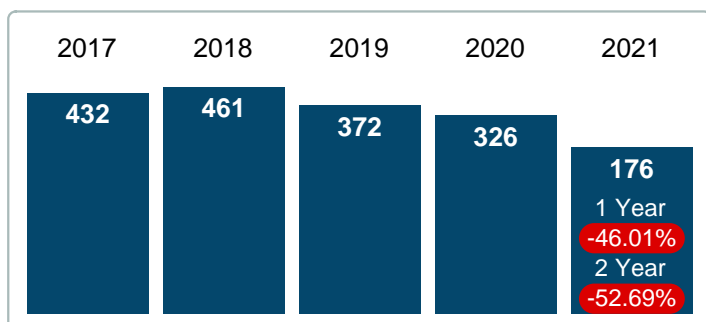
Area Delimited by County Of Rogers - Residential Property Type



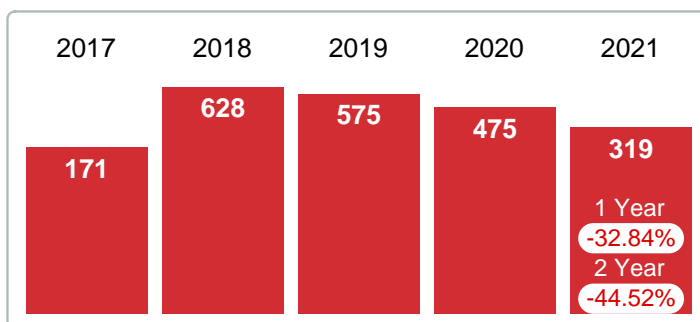
ACTIVE INVENTORY

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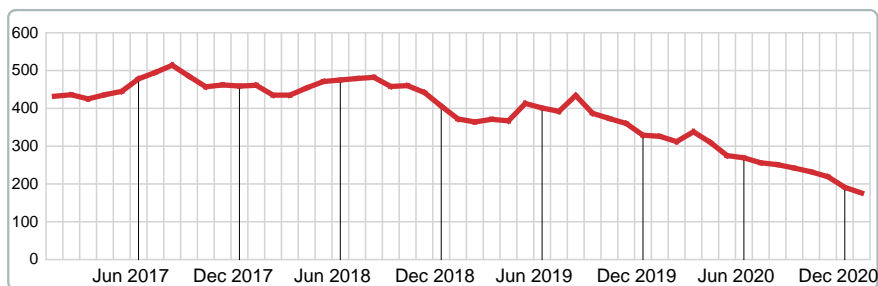
END OF JANUARY



ACTIVE DURING JANUARY

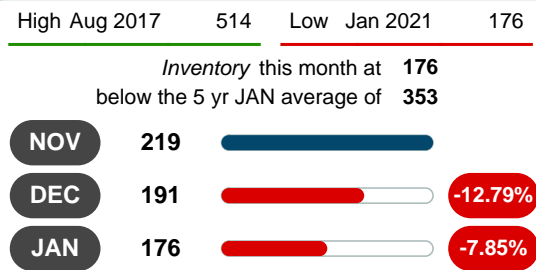


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 353



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	10	5.68%	76.5	6	3	0	1
\$75,001 - \$150,000	20	11.36%	55.3	7	13	0	0
\$150,001 - \$250,000	33	18.75%	55.2	0	19	13	1
\$250,001 - \$375,000	41	23.30%	69.1	1	21	14	5
\$375,001 - \$525,000	32	18.18%	86.4	0	10	20	2
\$525,001 - \$875,000	23	13.07%	104.2	0	4	9	10
\$875,001 and up	17	9.66%	161.6	0	1	6	10
Total Active Inventory by Units	176			14	71	62	29
Total Active Inventory by Volume	77,815,909	100%	82.0	1.39M	20.28M	29.37M	26.78M
Average Active Inventory Listing Price	\$442,136			\$99,114	\$285,581	\$473,769	\$923,393

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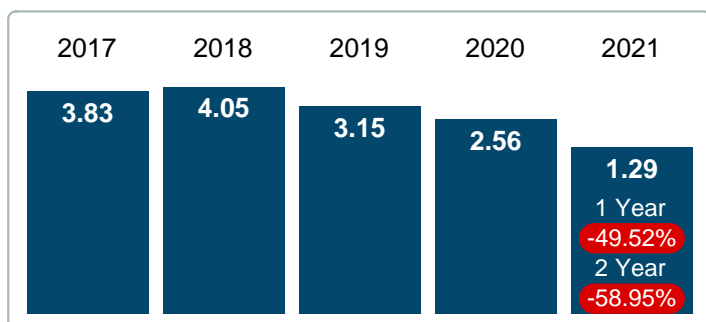
Area Delimited by County Of Rogers - Residential Property Type



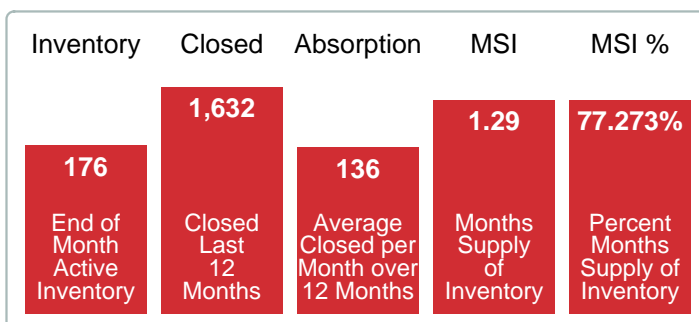
MONTHS SUPPLY of INVENTORY (MSI)

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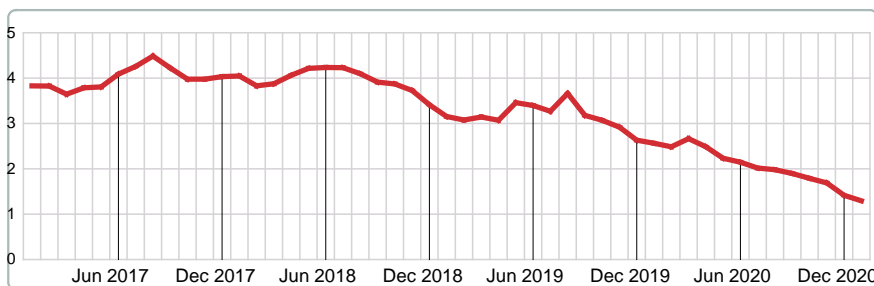
MSI FOR JANUARY



INDICATORS FOR JANUARY 2021

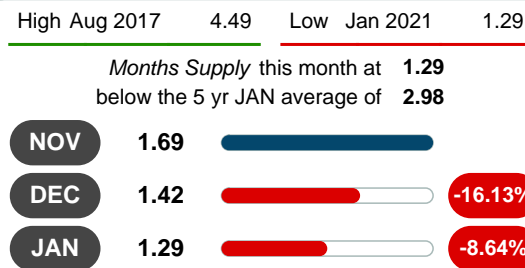


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 2.98



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
\$75,000 and less	10	5.68%	1.62	2.77	0.88	0.00	12.00
\$75,001 - \$150,000	20	11.36%	0.78	1.75	0.68	0.00	0.00
\$150,001 - \$250,000	33	18.75%	0.60	0.00	0.52	0.80	2.00
\$250,001 - \$375,000	41	23.30%	1.37	3.00	1.77	0.90	2.31
\$375,001 - \$525,000	32	18.18%	2.26	0.00	4.62	2.12	0.80
\$525,001 - \$875,000	23	13.07%	5.63	0.00	9.60	4.15	6.67
\$875,001 and up	17	9.66%	20.40	0.00	12.00	24.00	24.00
Market Supply of Inventory (MSI)			1.29	1.71	0.96	1.33	3.95
Total Active Inventory by Units		100%	1.29	14	71	62	29

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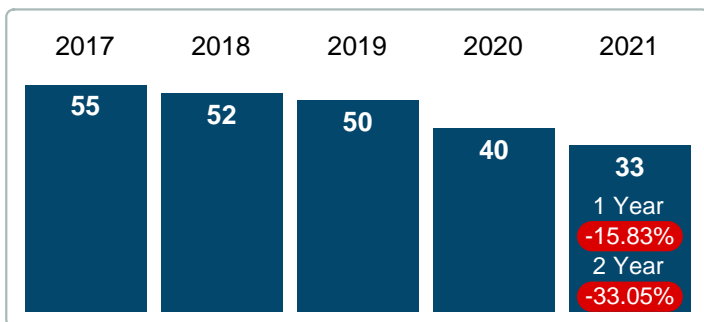
Area Delimited by County Of Rogers - Residential Property Type



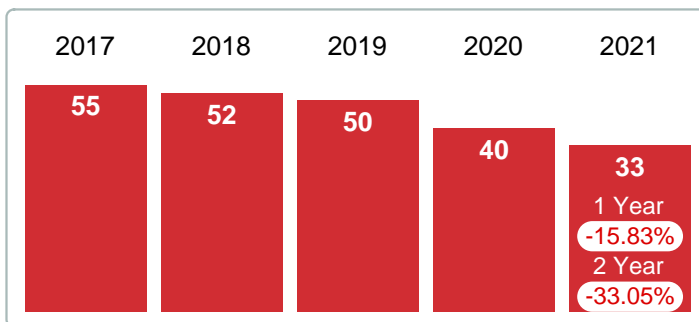
AVERAGE DAYS ON MARKET TO SALE

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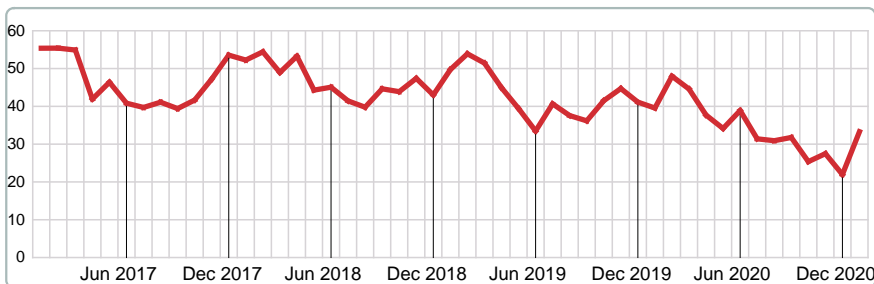
JANUARY



YEAR TO DATE (YTD)

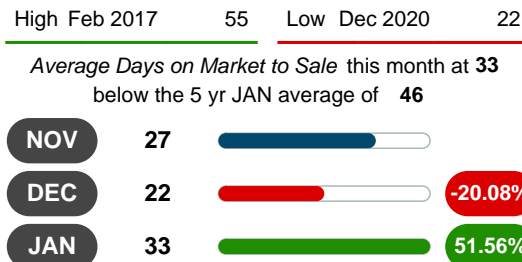


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 46



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
\$100,000 and less	9.43%	35	16	48	0	0
\$100,001 - \$150,000	11.32%	11	4	12	11	0
\$150,001 - \$175,000	9.43%	44	130	31	47	0
\$175,001 - \$225,000	28.30%	13	1	12	15	0
\$225,001 - \$325,000	17.92%	49	3	47	61	0
\$325,001 - \$450,000	13.21%	57	0	0	43	140
\$450,001 and up	10.38%	45	0	28	54	55
Average Closed DOM		33	25	27	38	97
Total Closed Units	100%	33	8	57	37	4
Total Closed Volume		26,291,518	949.17K	11.87M	11.59M	1.88M

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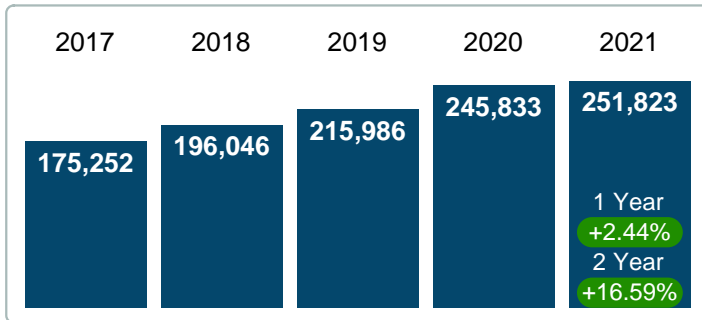
Area Delimited by County Of Rogers - Residential Property Type



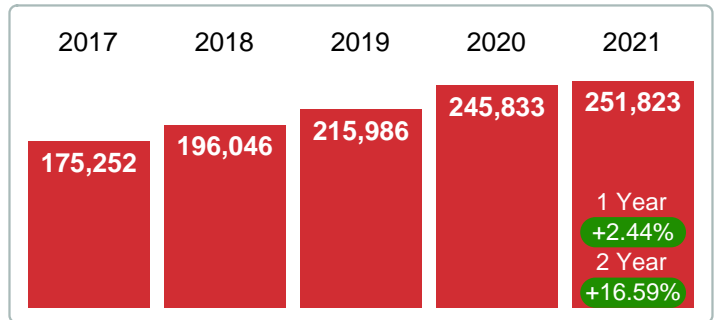
AVERAGE LIST PRICE AT CLOSING

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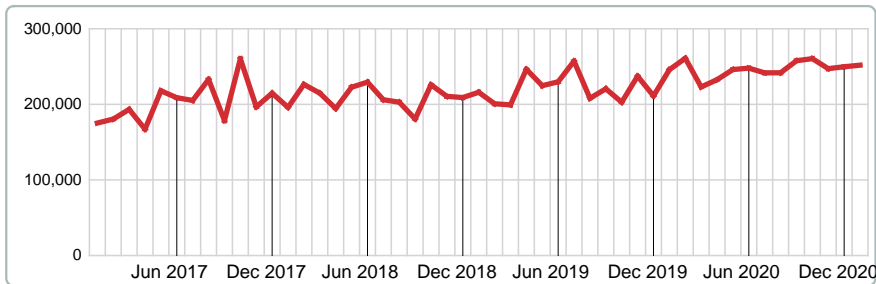
JANUARY



YEAR TO DATE (YTD)

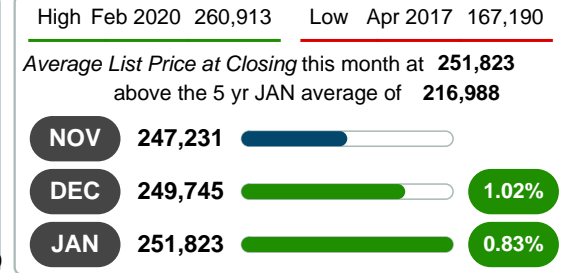


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 216,988



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
\$100,000 and less	9	8.49%	78,856	66,200	93,317	0	0
\$100,001 - \$150,000	11	10.38%	128,627	109,000	134,590	154,918	0
\$150,001 - \$175,000	12	11.32%	162,841	179,900	162,968	169,700	0
\$175,001 - \$225,000	30	28.30%	197,892	176,500	196,803	200,618	0
\$225,001 - \$325,000	19	17.92%	275,847	245,000	282,674	269,833	0
\$325,001 - \$450,000	15	14.15%	371,140	0	0	372,485	347,950
\$450,001 and up	10	9.43%	586,962	0	521,119	592,543	601,950
Average List Price			251,823	121,900	211,677	317,639	474,950
Total Closed Units		100%	251,823	8	57	37	4
Total Closed Volume			26,693,243	975.20K	12.07M	11.75M	1.90M

January 2021



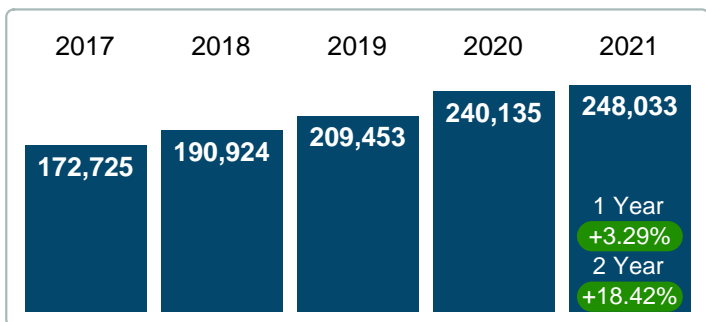
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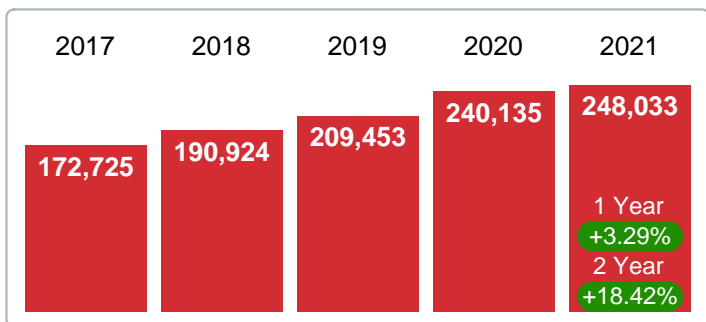
AVERAGE SOLD PRICE AT CLOSING

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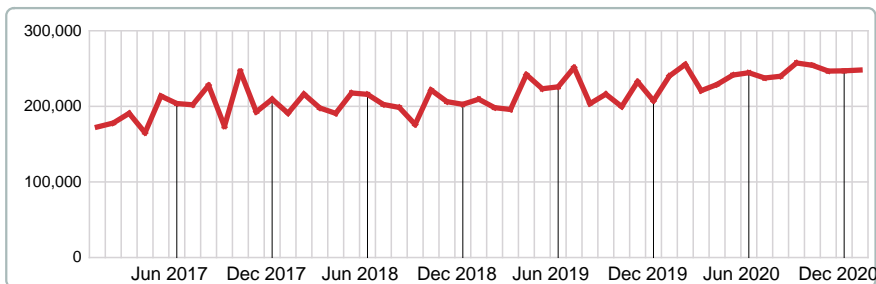
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

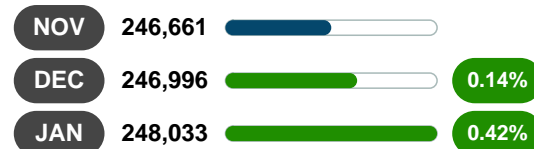


3 MONTHS

5 year JAN AVG = 212,254

High Sep 2020 257,396 Low Apr 2017 165,104

Average Sold Price at Closing this month at **248,033**
above the 5 yr JAN average of **212,254**



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
\$100,000 and less	10	9.43%	75,017	61,043	84,333	0	0
\$100,001 - \$150,000	12	11.32%	133,658	107,000	134,690	150,000	0
\$150,001 - \$175,000	10	9.43%	163,488	175,000	161,482	164,750	0
\$175,001 - \$225,000	30	28.30%	196,427	176,500	195,367	199,973	0
\$225,001 - \$325,000	19	17.92%	271,283	246,500	275,656	266,667	0
\$325,001 - \$450,000	14	13.21%	363,307	0	0	365,866	347,950
\$450,001 and up	11	10.38%	560,828	0	514,772	584,604	593,500
Average Sold Price			248,033	118,646	208,190	313,314	470,725
Total Closed Units		100%	248,033	8	57	37	4
Total Closed Volume			26,291,518	949.17K	11.87M	11.59M	1.88M

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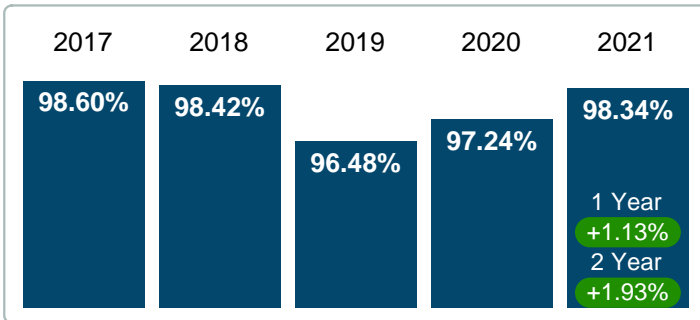
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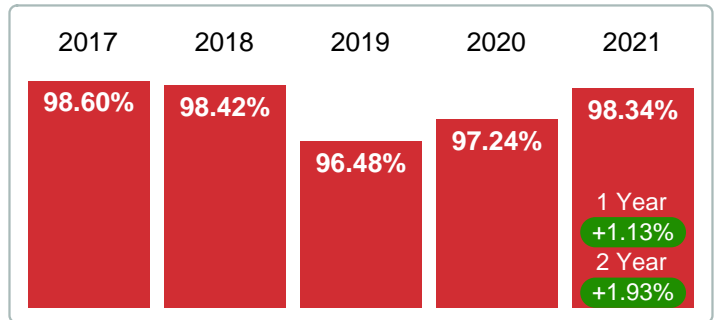
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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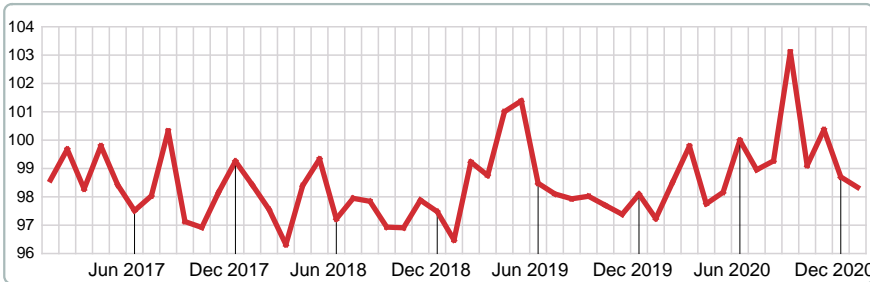
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

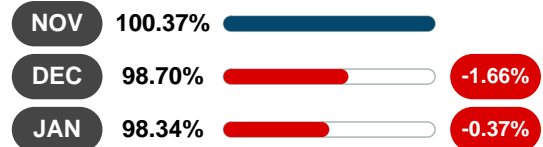


3 MONTHS

5 year JAN AVG = 97.81%

High Sep 2020 103.11% Low Mar 2018 96.31%

Average Sold/List Ratio this month at **98.34%**
equal to 5 yr JAN average of **97.81%**



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	
\$100,000 and less	10	9.43%	91.71%	92.79%	90.99%	0.00%	0.00%	
\$100,001 - \$150,000	12	11.32%	99.67%	98.17%	100.11%	96.83%	0.00%	
\$150,001 - \$175,000	10	9.43%	98.58%	97.28%	99.19%	97.09%	0.00%	
\$175,001 - \$225,000	30	28.30%	99.51%	100.00%	99.30%	99.81%	0.00%	
\$225,001 - \$325,000	19	17.92%	98.27%	100.61%	97.83%	98.75%	0.00%	
\$325,001 - \$450,000	14	13.21%	98.52%	0.00%	0.00%	98.27%	100.00%	
\$450,001 and up	11	10.38%	99.36%	0.00%	100.20%	99.00%	98.59%	
Average Sold/List Ratio		98.30%		95.90%	98.31%	98.80%	99.30%	
Total Closed Units		106	100%	98.30%	8	57	37	4
Total Closed Volume		26,291,518			949.17K	11.87M	11.59M	1.88M

January 2021



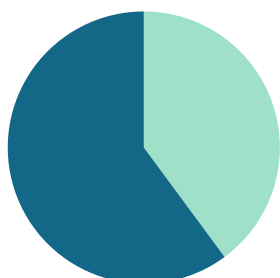
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

Report produced on Aug 02, 2023 for MLS Technology Inc.

INVENTORY

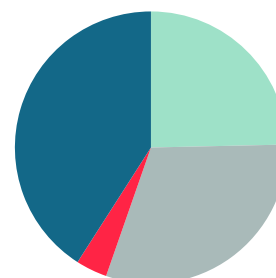


Inventory
 New Listings
128 = 39.88%
 Start Inventory
193
 Total Inventory Units
321
 Volume
\$113,430,079

Market Activity

Closed Sales
106 = 24.65%
 Pending Sales
132 = 30.70%
 Other Off Market
16 = 3.72%
 Active Inventory
176 = 40.93%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	92	106	15.22%	92	106	15.22%
Pending Sales	96	132	37.50%	96	132	37.50%
New Listings	146	128	-12.33%	146	128	-12.33%
Average List Price	245,833	251,823	2.44%	245,833	251,823	2.44%
Average Sale Price	240,135	248,033	3.29%	240,135	248,033	3.29%
Average Percent of Selling Price to List Price	97.24%	98.34%	1.13%	97.24%	98.34%	1.13%
Average Days on Market to Sale	39.55	33.29	-15.83%	39.55	33.29	-15.83%
Monthly Inventory	325	176	-45.85%	325	176	-45.85%
Months Supply of Inventory	2.56	1.29	-49.36%	2.56	1.29	-49.36%

Absorption: Last 12 months, an Average of **136** Sales/Month

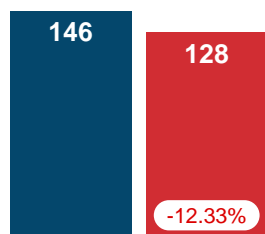
Inventory on January 31, 2021 = **176**

2020 **2021**

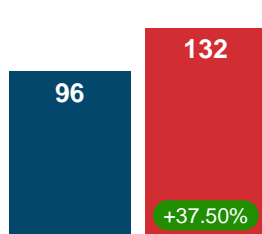
JANUARY MARKET

AVERAGE PRICES

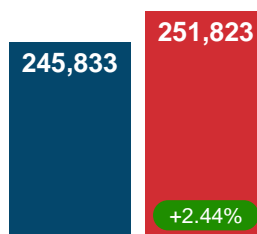
New Listings



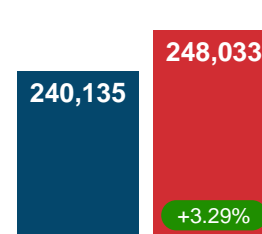
Pending Listings



List Price



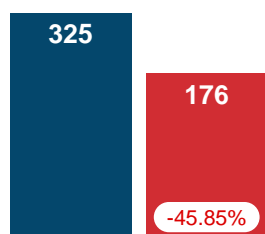
Sale Price



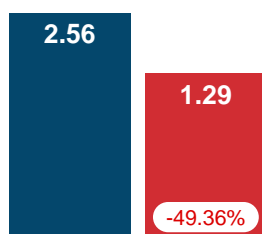
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

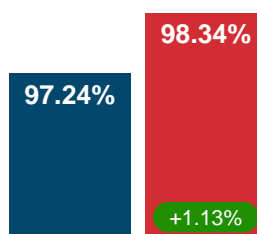
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

