

January 2021



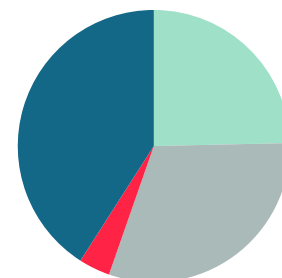
Area Delimited by County Of Rogers - Residential Property Type



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%
Median List Price	217,450	205,000	-5.73%
Median Sale Price	212,500	208,250	-2.00%
Median Percent of Selling Price to List Price	99.11%	100.00%	0.90%
Median Days on Market to Sale	23.50	16.50	-29.79%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **2.00%** in January 2021 to \$208,250 versus the previous year at \$212,500.

Median Days on Market Shortens

The median number of **16.50** days that homes spent on the market before selling decreased by 7.00 days or **29.79%** in January 2021 compared to last year's same month at **23.50** DOM.

Sales Success for January 2021 is Positive

Overall, with Median Prices falling 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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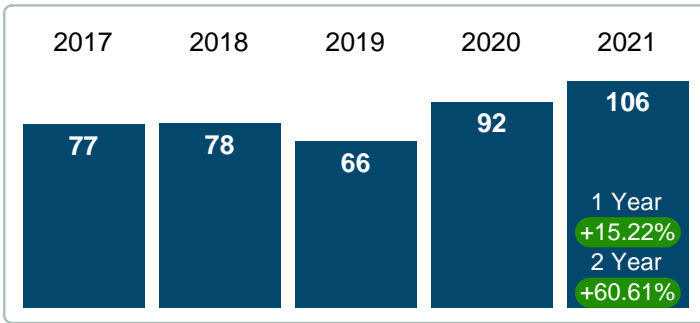
Area Delimited by County Of Rogers - Residential Property Type



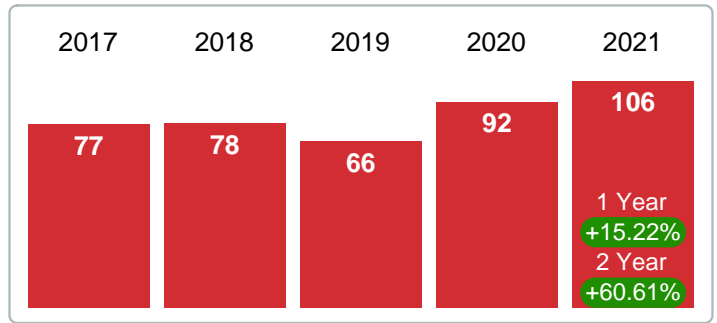
CLOSED LISTINGS

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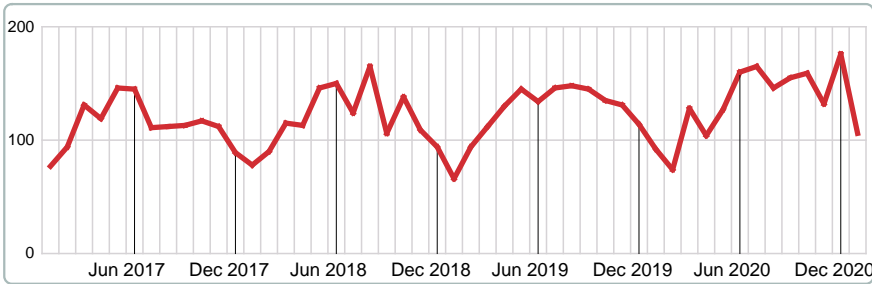
JANUARY



YEAR TO DATE (YTD)

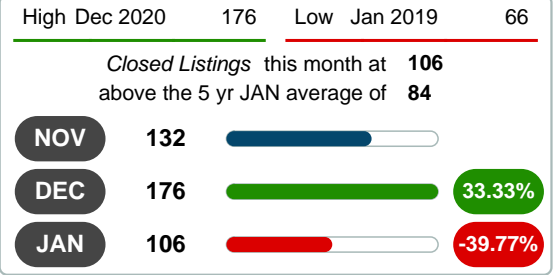


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 84



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	10	9.43%	25.5	4	6	0	0
\$100,001 - \$150,000	12	11.32%	6.0	1	10	1	0
\$150,001 - \$175,000	10	9.43%	29.0	1	7	2	0
\$175,001 - \$225,000	30	28.30%	8.0	1	18	11	0
\$225,001 - \$325,000	19	17.92%	24.0	1	12	6	0
\$325,001 - \$450,000	14	13.21%	23.0	0	0	12	2
\$450,001 and up	11	10.38%	46.0	0	4	5	2
Total Closed Units	106			8	57	37	4
Total Closed Volume	26,291,518	100%	16.5	949.17K	11.87M	11.59M	1.88M
Median Closed Price	\$208,250			\$92,500	\$189,000	\$298,000	\$467,450

January 2021



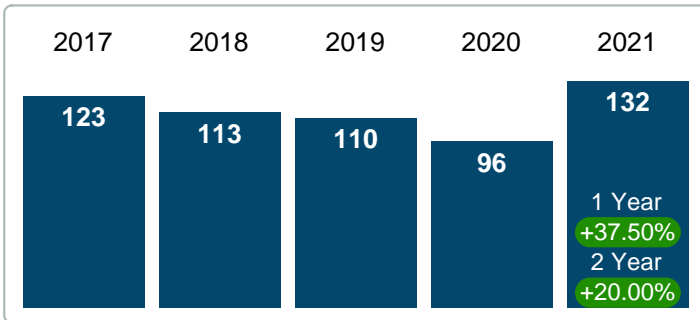
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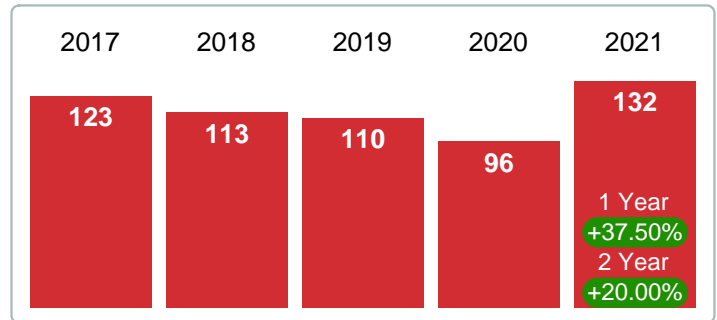
PENDING LISTINGS

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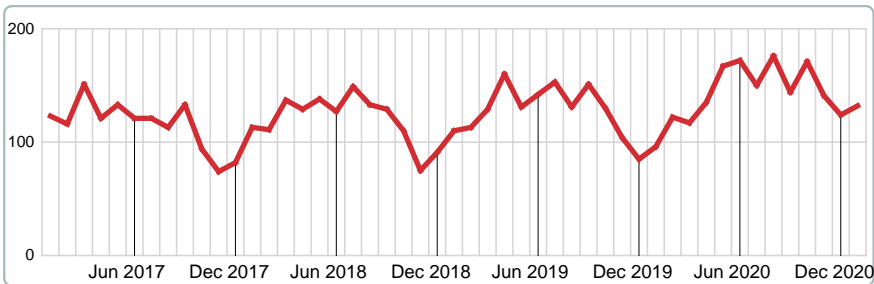
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

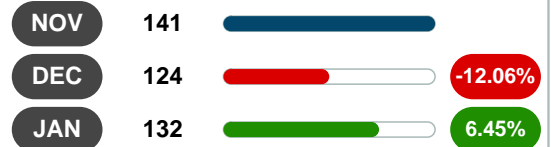


3 MONTHS

5 year JAN AVG = 115

High Aug 2020 176 Low Nov 2017 74

Pending Listings this month at 132
above the 5 yr JAN average of 115



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	11	8.33%	6.0	4	6	1	0
\$100,001 - \$150,000	14	10.61%	2.5	3	11	0	0
\$150,001 - \$175,000	15	11.36%	17.0	0	14	1	0
\$175,001 - \$225,000	41	31.06%	13.0	0	25	16	0
\$225,001 - \$300,000	18	13.64%	14.0	0	8	10	0
\$300,001 - \$375,000	14	10.61%	7.5	0	6	8	0
\$375,001 and up	19	14.39%	81.0	0	4	12	3
Total Pending Units	132			7	74	48	3
Total Pending Volume	31,015,135	100%	12.0	588.50K	15.12M	13.78M	1.53M
Median Listing Price	\$204,820			\$69,500	\$191,000	\$274,500	\$499,900

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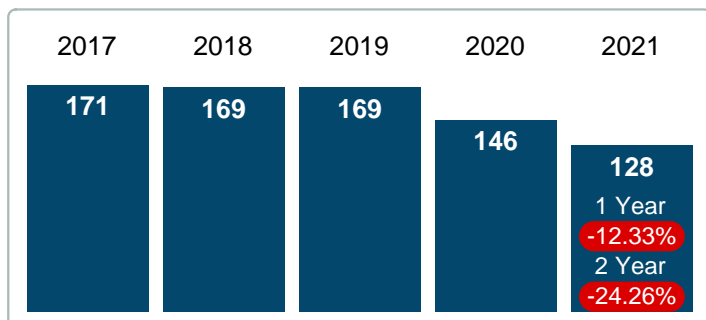
Area Delimited by County Of Rogers - Residential Property Type



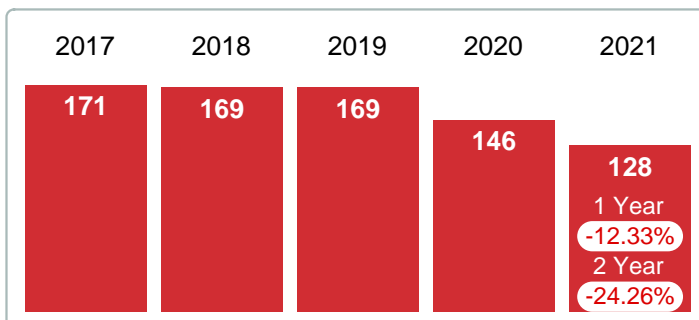
NEW LISTINGS

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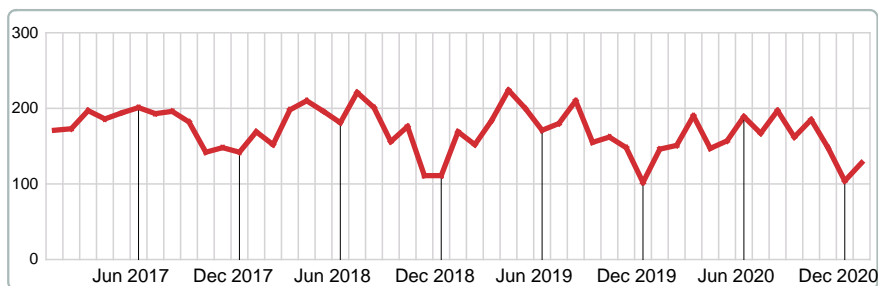
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

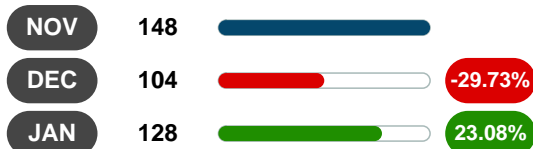


3 MONTHS

5 year JAN AVG = 157

High Apr 2019 224 Low Dec 2019 102

New Listings this month at 128
below the 5 yr JAN average of 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
Median New Listed Listing Price	\$222,950		\$104,500	\$193,100	\$286,250	\$319,851

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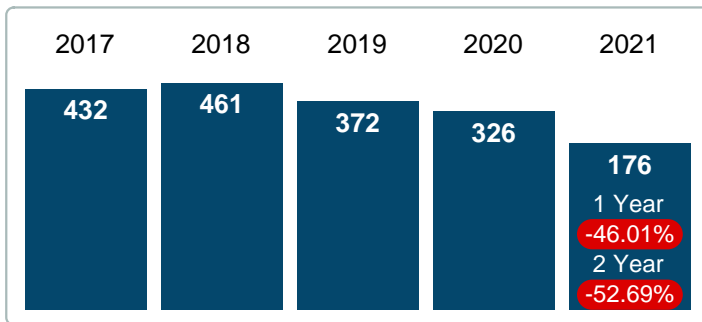
Area Delimited by County Of Rogers - Residential Property Type



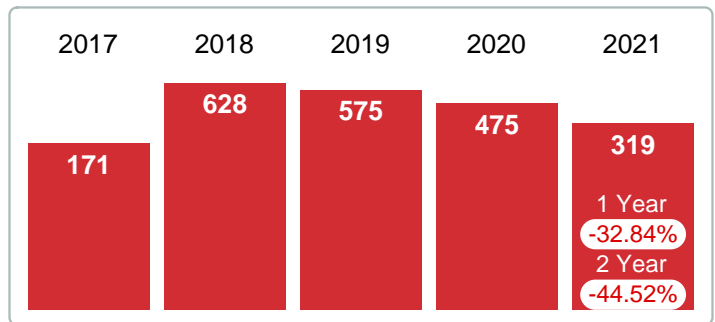
ACTIVE INVENTORY

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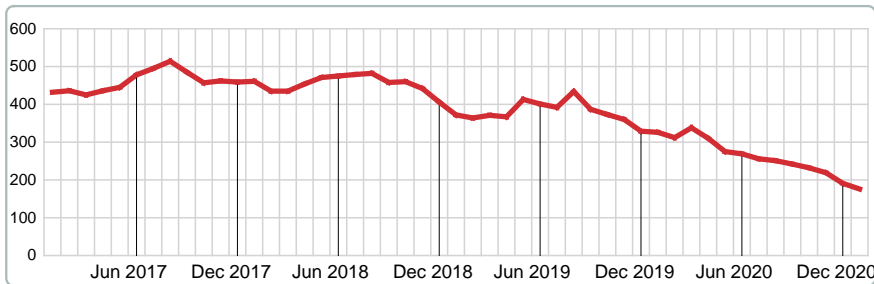
END OF JANUARY



ACTIVE DURING JANUARY

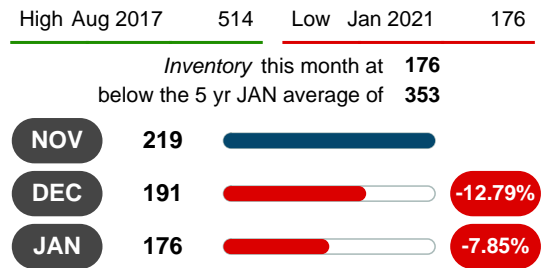


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 353



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	10	5.68%	59.0	6	3	0	1
\$75,001 - \$150,000	20	11.36%	32.0	7	13	0	0
\$150,001 - \$250,000	33	18.75%	25.0	0	19	13	1
\$250,001 - \$375,000	41	23.30%	52.0	1	21	14	5
\$375,001 - \$525,000	32	18.18%	81.0	0	10	20	2
\$525,001 - \$875,000	23	13.07%	117.0	0	4	9	10
\$875,001 and up	17	9.66%	149.0	0	1	6	10
Total Active Inventory by Units	176			14	71	62	29
Total Active Inventory by Volume	77,815,909	100%	73.5	1.39M	20.28M	29.37M	26.78M
Median Active Inventory Listing Price	\$315,000			\$87,450	\$260,000	\$383,700	\$739,000

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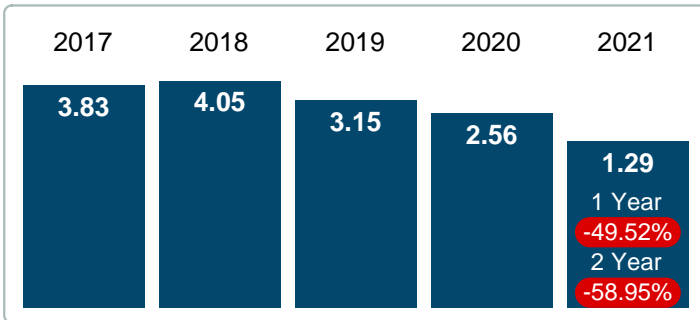
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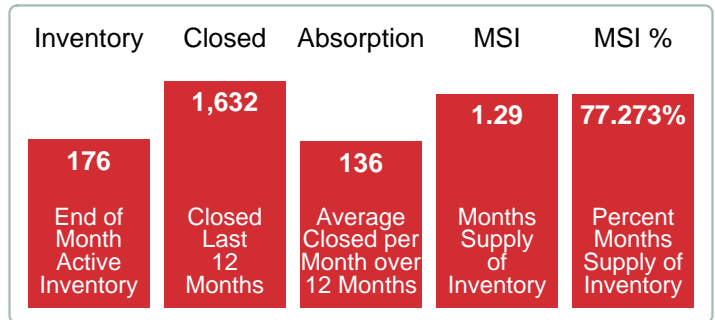
MONTHS SUPPLY of INVENTORY (MSI)

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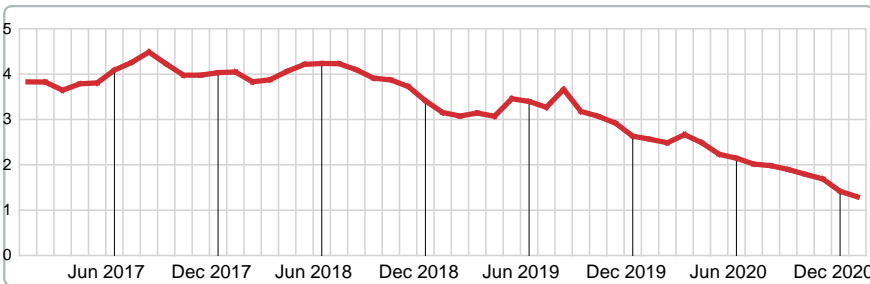
MSI FOR JANUARY



INDICATORS FOR JANUARY 2021

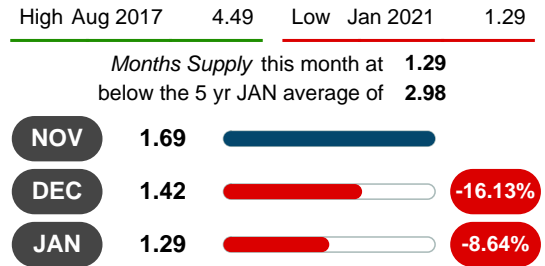


5 YEAR MARKET ACTIVITY TRENDS



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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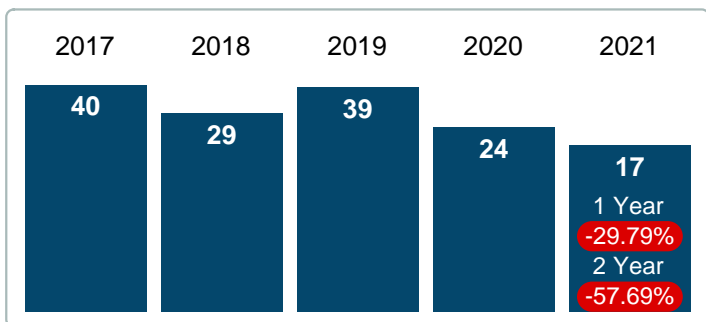
Area Delimited by County Of Rogers - Residential Property Type



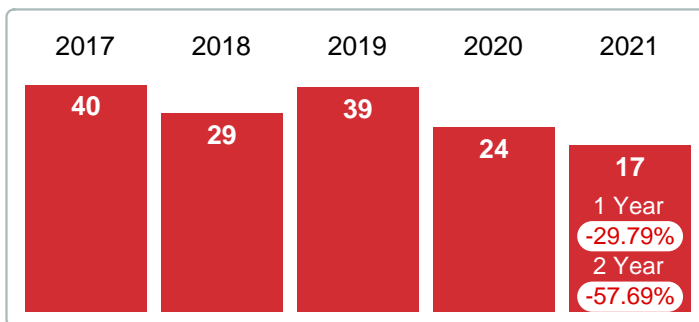
MEDIAN DAYS ON MARKET TO SALE

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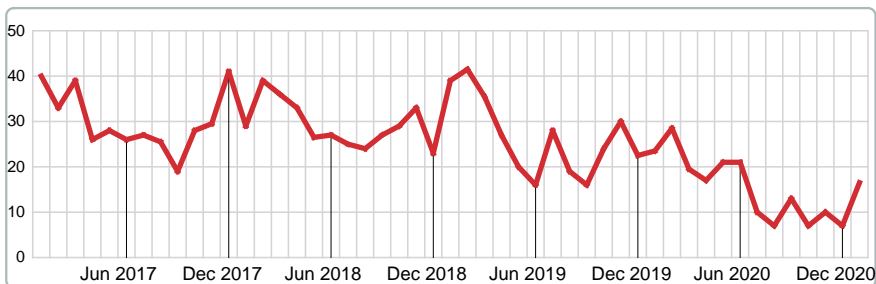
JANUARY



YEAR TO DATE (YTD)

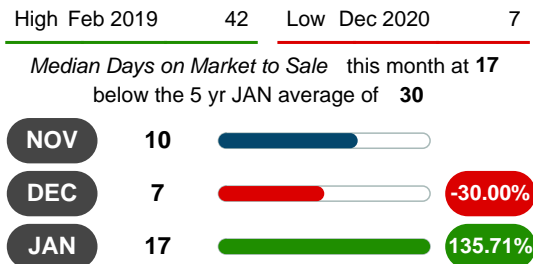


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 30



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
\$100,000 and less	9.43%	26	14	35	0	0
\$100,001 - \$150,000	11.32%	6	4	6	11	0
\$150,001 - \$175,000	9.43%	29	130	5	47	0
\$175,001 - \$225,000	28.30%	8	1	6	14	0
\$225,001 - \$325,000	17.92%	24	3	36	24	0
\$325,001 - \$450,000	13.21%	23	0	0	23	140
\$450,001 and up	10.38%	46	0	26	45	55
Median Closed DOM		17	6	10	21	55
Total Closed Units	100%	16.5	8	57	37	4
Total Closed Volume		26,291,518	949.17K	11.87M	11.59M	1.88M

January 2021



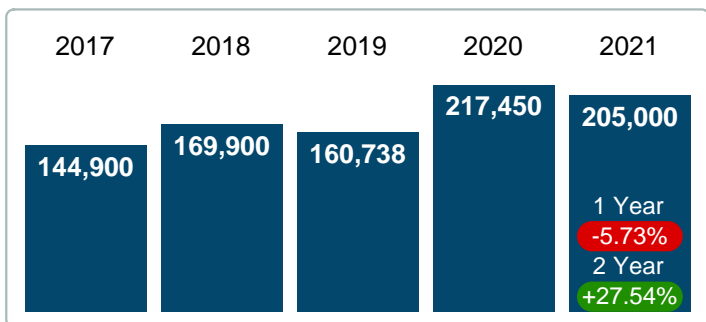
Area Delimited by County Of Rogers - Residential Property Type



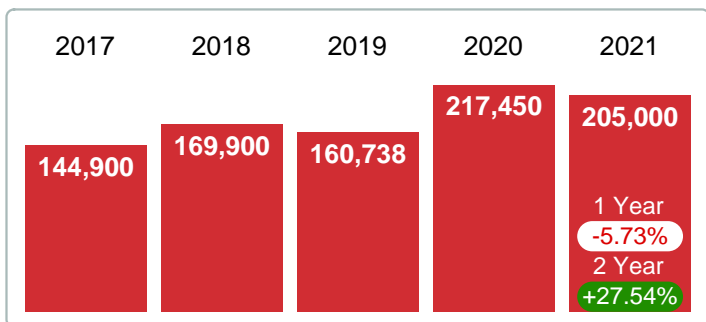
MEDIAN LIST PRICE AT CLOSING

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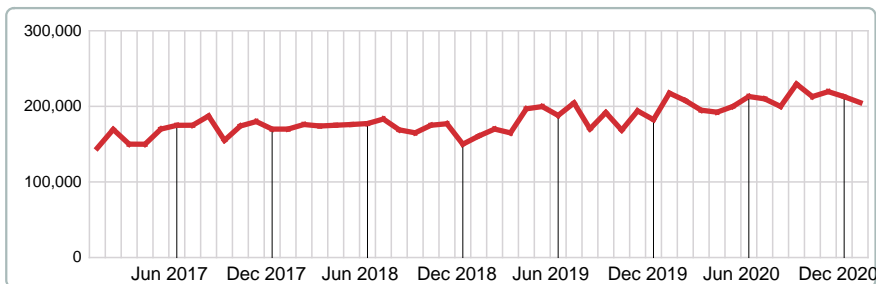
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 179,598

High Sep 2020 229,500 Low Jan 2017 144,900

Median List Price at Closing this month at **205,000**
above the 5 yr JAN average of **179,598**

Month	Price	Change
NOV	219,450	
DEC	212,825	-3.02%
JAN	205,000	-3.68%

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
\$100,000 and less	9	8.49%	76,000	69,950	95,000	0	0
\$100,001 - \$150,000	11	10.38%	132,000	109,000	133,450	0	0
\$150,001 - \$175,000	12	11.32%	160,750	0	158,238	169,250	0
\$175,001 - \$225,000	30	28.30%	195,600	178,200	191,200	205,750	0
\$225,001 - \$325,000	19	17.92%	285,900	245,000	285,900	289,000	0
\$325,001 - \$450,000	15	14.15%	375,000	0	363,188	375,000	347,950
\$450,001 and up	10	9.43%	599,900	0	535,000	599,900	601,950
Median List Price			205,000	97,000	189,000	290,000	472,450
Total Closed Units		100%	205,000	8	57	37	4
Total Closed Volume			26,693,243	975.20K	12.07M	11.75M	1.90M

January 2021



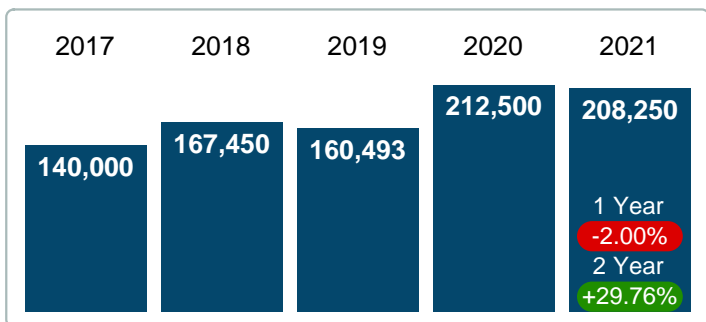
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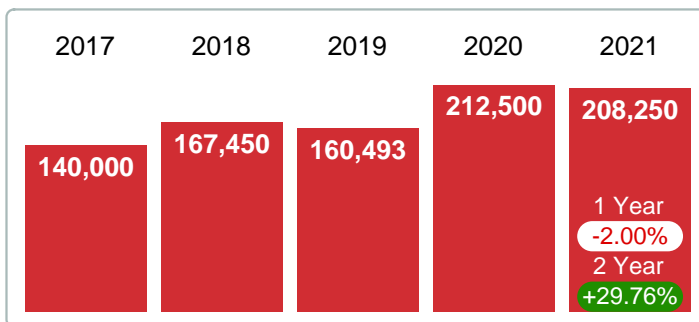
MEDIAN SOLD PRICE AT CLOSING

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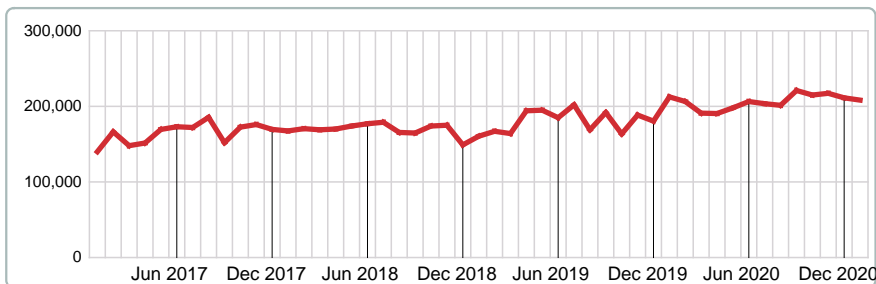
JANUARY



YEAR TO DATE (YTD)

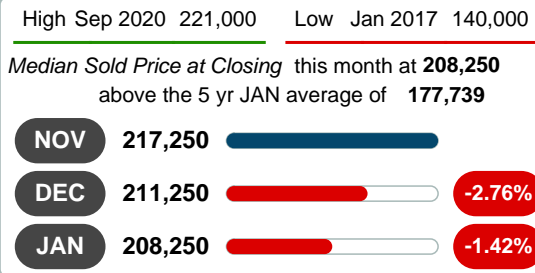


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 177,739



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
\$100,000 and less	9.43%	73,000	64,585	83,500	0	0
\$100,001 - \$150,000	11.32%	135,448	107,000	135,448	150,000	0
\$150,001 - \$175,000	9.43%	161,500	175,000	159,000	164,750	0
\$175,001 - \$225,000	28.30%	191,975	176,500	190,850	200,000	0
\$225,001 - \$325,000	17.92%	280,000	246,500	287,500	264,000	0
\$325,001 - \$450,000	13.21%	364,000	0	0	372,750	347,950
\$450,001 and up	10.38%	585,000	0	479,500	599,000	593,500
Median Sold Price		208,250	92,500	189,000	298,000	467,450
Total Closed Units	106	100%	8	57	37	4
Total Closed Volume	26,291,518		949.17K	11.87M	11.59M	1.88M

January 2021



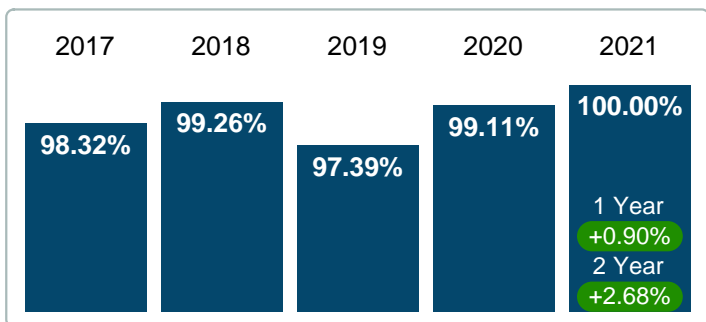
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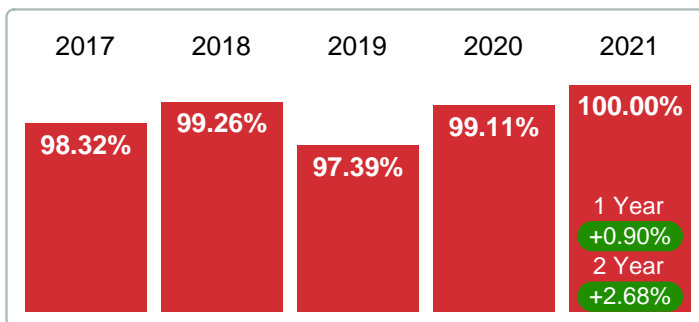
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 98.82%

High Jan 2021 100.00% Low Jan 2019 97.39%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr JAN average of **98.82%**

NOV 100.00%
DEC 100.00%
JAN 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
\$100,000 and less	10	9.43%	93.93%	93.88%	94.31%	0.00%	0.00%
\$100,001 - \$150,000	12	11.32%	100.00%	98.17%	100.00%	96.83%	0.00%
\$150,001 - \$175,000	10	9.43%	100.00%	97.28%	100.00%	97.09%	0.00%
\$175,001 - \$225,000	30	28.30%	100.00%	100.00%	99.42%	100.00%	0.00%
\$225,001 - \$325,000	19	17.92%	100.00%	100.61%	99.55%	98.94%	0.00%
\$325,001 - \$450,000	14	13.21%	99.40%	0.00%	0.00%	98.15%	100.00%
\$450,001 and up	11	10.38%	98.32%	0.00%	96.18%	98.38%	98.59%
Median Sold/List Ratio		100.00%		97.72%	100.00%	100.00%	99.43%
Total Closed Units		106	100%	8	57	37	4
Total Closed Volume		26,291,518		949.17K	11.87M	11.59M	1.88M

January 2021



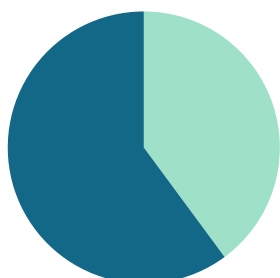
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

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

INVENTORY

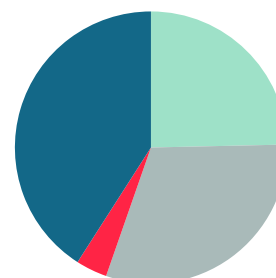


Inventory
 New Listings
128 = 39.88%
 Start Inventory
193
 Total Inventory Units
321
 Volume
\$113,430,079

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%
Median List Price	217,450	205,000	-5.73%	217,450	205,000	-5.73%
Median Sale Price	212,500	208,250	-2.00%	212,500	208,250	-2.00%
Median Percent of Selling Price to List Price	99.11%	100.00%	0.90%	99.11%	100.00%	0.90%
Median Days on Market to Sale	23.50	16.50	-29.79%	23.50	16.50	-29.79%
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

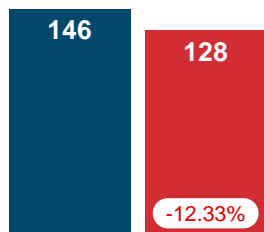
Inventory on January 31, 2021 = **176**

2020 **2021**

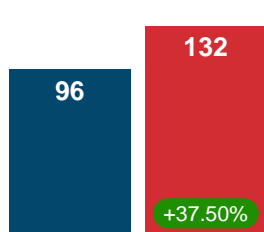
JANUARY MARKET

MEDIAN PRICES

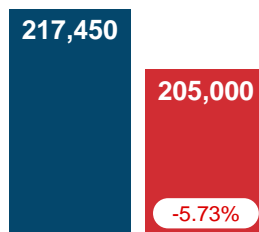
New Listings



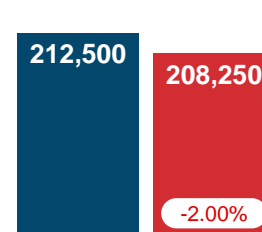
Pending Listings



List Price



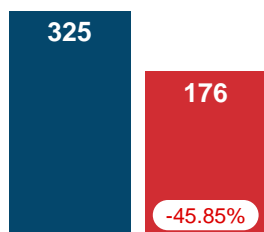
Sale Price



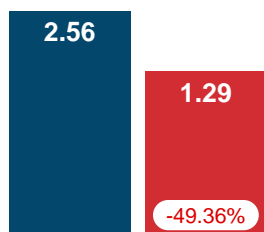
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

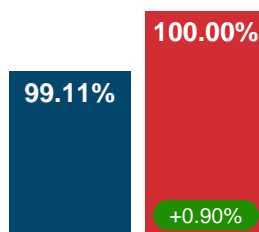
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

