

# July 2021



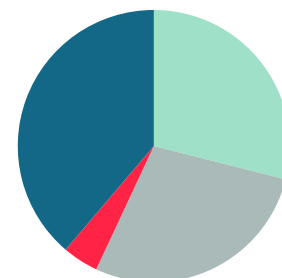
Area Delimited by County Of Rogers - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	July 2021	+/-%
Closed Listings	165	156	-5.45%
Pending Listings	150	151	0.67%
New Listings	167	214	28.14%
Average List Price	241,668	292,531	21.05%
Average Sale Price	237,488	294,373	23.95%
Average Percent of Selling Price to List Price	98.96%	102.01%	3.08%
Average Days on Market to Sale	31.41	17.17	-45.34%
End of Month Inventory	255	209	-18.04%
Months Supply of Inventory	2.01	1.45	-27.64%



■ Closed (28.94%)  
■ Pending (28.01%)  
■ Other OffMarket (4.27%)  
■ Active (38.78%)

**Absorption:** Last 12 months, an Average of **144** Sales/Month  
**Active Inventory** as of July 31, 2021 = **209**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2021 decreased **18.04%** to 209 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 **1.45** 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 **23.95%** in July 2021 to \$294,373 versus the previous year at \$237,488.

#### Average Days on Market Shortens

The average number of **17.17** days that homes spent on the market before selling decreased by 14.24 days or **45.34%** in July 2021 compared to last year's same month at **31.41** DOM.

#### Sales Success for July 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 214 New Listings in July 2021, up **28.14%** from last year at 167. Furthermore, there were 156 Closed Listings this month versus last year at 165, a **-5.45%** decrease.

Closed versus Listed trends yielded a **72.9%** ratio, down from previous year's, July 2020, at **98.8%**, a **26.22%** downswing. This will certainly create pressure on a decreasing Monthly Supply of Inventory (MSI) in the months to come.

### What's in this Issue

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

### 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

# July 2021



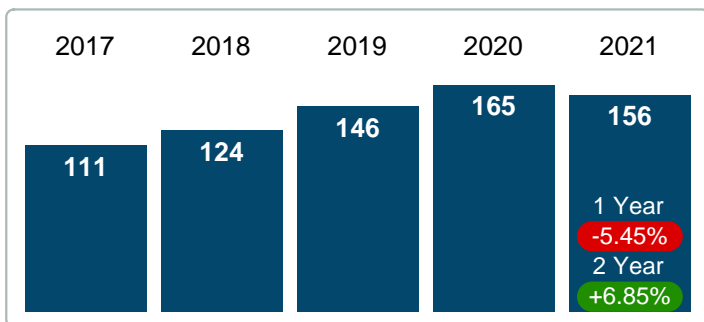
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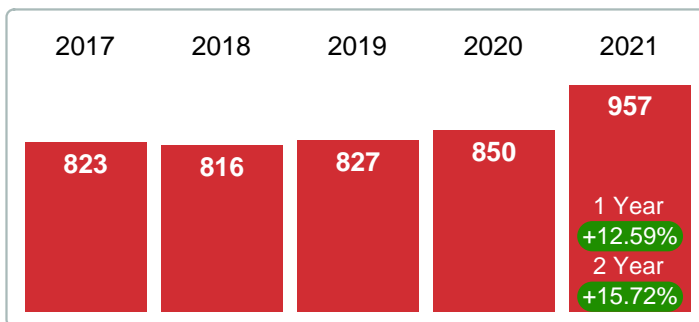
## CLOSED LISTINGS

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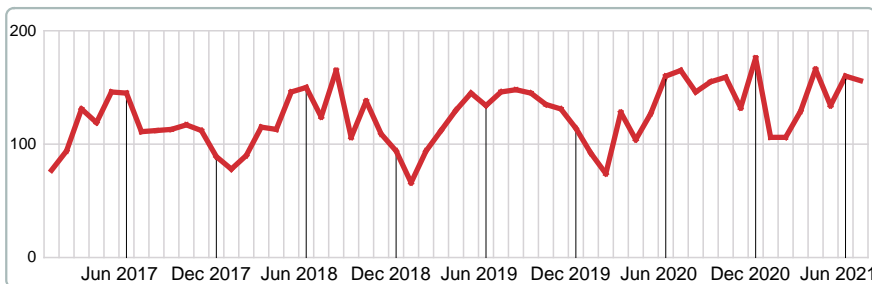
### JULY



### YEAR TO DATE (YTD)

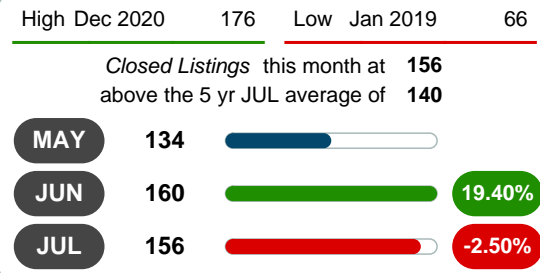


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 140



### 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	10	6.41%	6.6	0	9	1	0
\$125,001 - \$175,000	20	12.82%	7.3	1	15	3	1
\$175,001 - \$200,000	21	13.46%	5.0	0	16	5	0
\$200,001 - \$275,000	45	28.85%	7.7	1	31	11	2
\$275,001 - \$350,000	22	14.10%	28.0	2	9	8	3
\$350,001 - \$500,000	22	14.10%	42.1	0	3	19	0
\$500,001 and up	16	10.26%	29.6	0	1	10	5
<b>Total Closed Units</b>	<b>156</b>			<b>4</b>	<b>84</b>	<b>57</b>	<b>11</b>
<b>Total Closed Volume</b>	<b>45,922,252</b>	<b>100%</b>	<b>17.2</b>	<b>978.00K</b>	<b>17.89M</b>	<b>21.62M</b>	<b>5.44M</b>
<b>Average Closed Price</b>	<b>\$294,373</b>			<b>\$244,500</b>	<b>\$213,003</b>	<b>\$379,241</b>	<b>\$494,111</b>

# July 2021



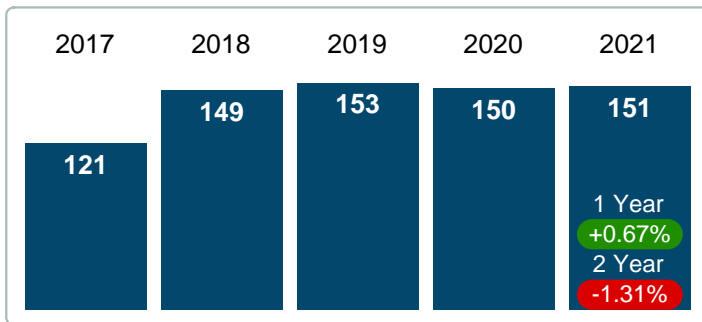
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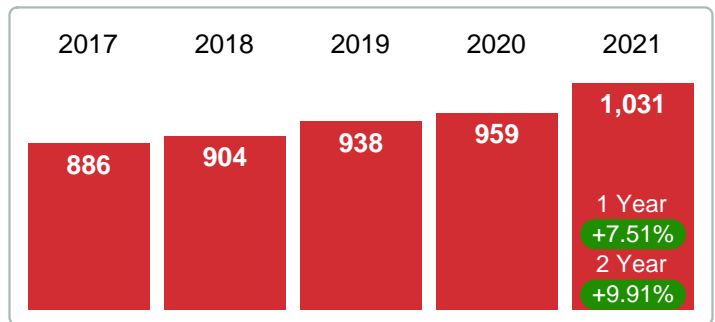
## PENDING LISTINGS

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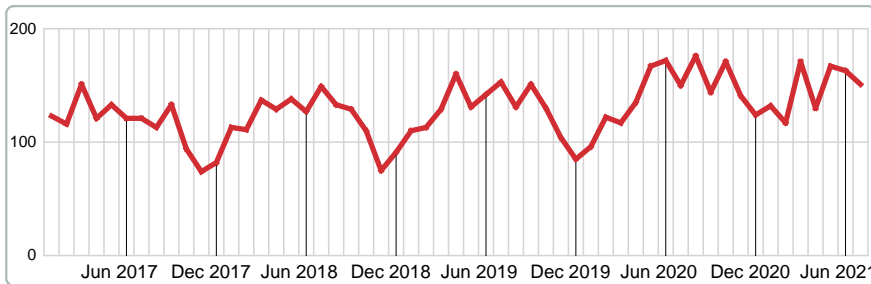
### JULY



### YEAR TO DATE (YTD)

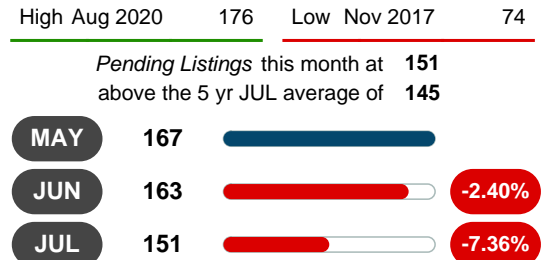


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 145



### 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	13	8.61%	43.9	6	6	1	0
\$125,001 - \$175,000	19	12.58%	10.8	1	15	3	0
\$175,001 - \$175,000	0	0.00%	0.0	0	0	0	0
\$175,001 - \$250,000	57	37.75%	12.6	2	39	16	0
\$250,001 - \$325,000	19	12.58%	15.5	0	9	10	0
\$325,001 - \$425,000	24	15.89%	7.1	1	9	14	0
\$425,001 and up	19	12.58%	32.1	0	3	10	6
<b>Total Pending Units</b>	<b>151</b>			<b>10</b>	<b>81</b>	<b>54</b>	<b>6</b>
<b>Total Pending Volume</b>	<b>40,728,991</b>	<b>100%</b>	<b>17.0</b>	<b>1.37M</b>	<b>18.33M</b>	<b>17.07M</b>	<b>3.96M</b>
<b>Average Listing Price</b>	<b>\$270,832</b>			<b>\$137,199</b>	<b>\$226,262</b>	<b>\$316,089</b>	<b>\$660,160</b>

# July 2021



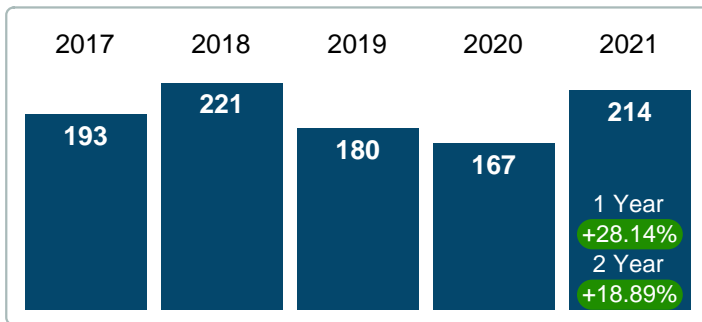
Area Delimited by County Of Rogers - Residential Property Type



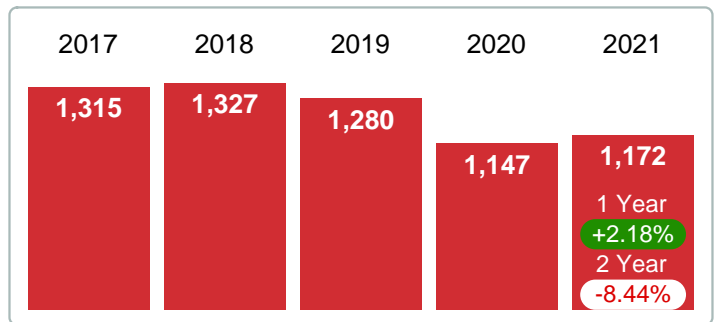
## NEW LISTINGS

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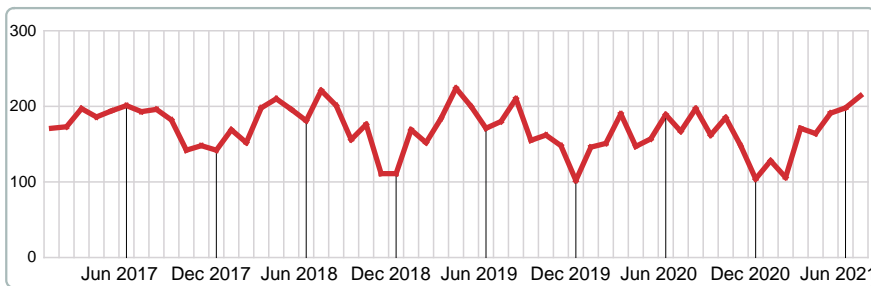
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 195

High Apr 2019 224 Low Dec 2019 102

New Listings this month at 214  
above the 5 yr JUL average of 195



### 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	15	7.01%	1	13	1	0
\$125,001 - \$175,000	30	14.02%	3	20	7	0
\$175,001 - \$200,000	33	15.42%	1	25	6	1
\$200,001 - \$300,000	53	24.77%	2	30	21	0
\$300,001 - \$375,000	28	13.08%	0	14	13	1
\$375,001 - \$525,000	30	14.02%	0	9	19	2
\$525,001 and up	25	11.68%	0	3	17	5
<b>Total New Listed Units</b>	<b>214</b>		<b>7</b>	<b>114</b>	<b>84</b>	<b>9</b>
<b>Total New Listed Volume</b>	<b>68,668,945</b>	<b>100%</b>	<b>1.20M</b>	<b>27.87M</b>	<b>33.23M</b>	<b>6.37M</b>
<b>Average New Listed Listing Price</b>	<b>\$287,521</b>		<b>\$171,214</b>	<b>\$244,488</b>	<b>\$395,602</b>	<b>\$707,589</b>

# July 2021



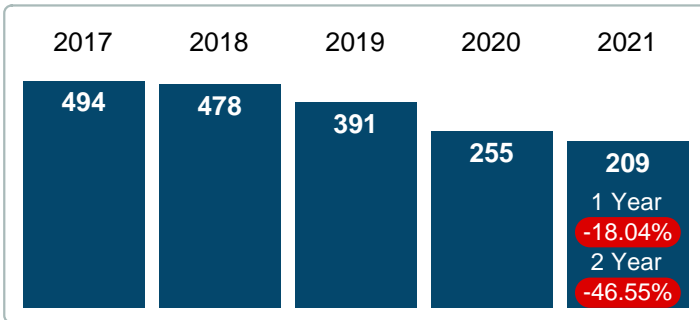
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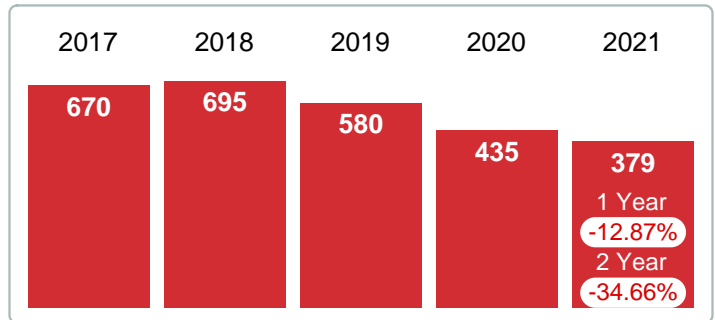
## ACTIVE INVENTORY

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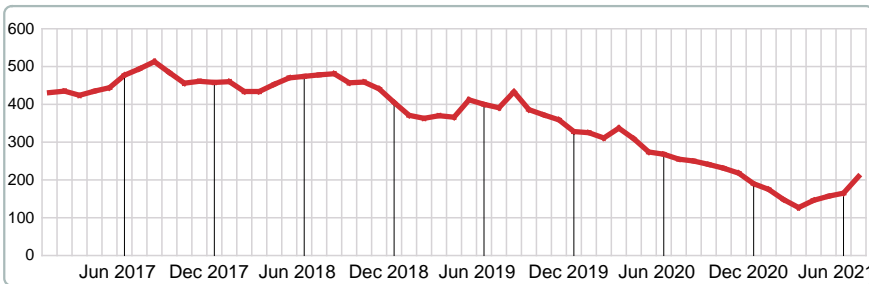
### END OF JULY



### ACTIVE DURING JULY

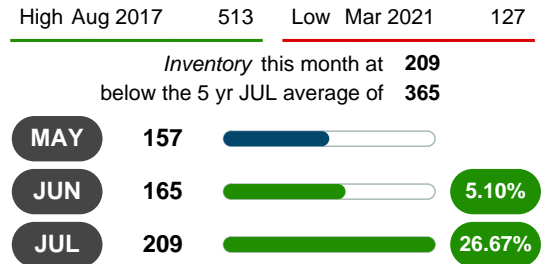


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 365



### 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	21	10.05%	80.2	5	16	0	0
\$125,001 - \$175,000	26	12.44%	36.4	3	16	7	0
\$175,001 - \$225,000	26	12.44%	21.8	2	19	5	0
\$225,001 - \$400,000	56	26.79%	28.7	1	34	19	2
\$400,001 - \$525,000	32	15.31%	77.7	2	7	21	2
\$525,001 - \$925,000	27	12.92%	48.2	0	4	16	7
\$925,001 and up	21	10.05%	79.0	1	5	11	4
<b>Total Active Inventory by Units</b>	<b>209</b>			<b>14</b>	<b>101</b>	<b>79</b>	<b>15</b>
<b>Total Active Inventory by Volume</b>	<b>93,576,822</b>	<b>100%</b>	<b>49.0</b>	<b>3.33M</b>	<b>30.08M</b>	<b>46.79M</b>	<b>13.38M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$447,736</b>			<b>\$237,829</b>	<b>\$297,798</b>	<b>\$592,245</b>	<b>\$892,147</b>

# July 2021



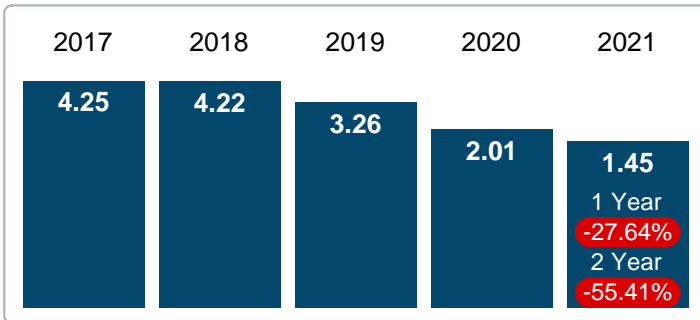
Area Delimited by County Of Rogers - Residential Property Type



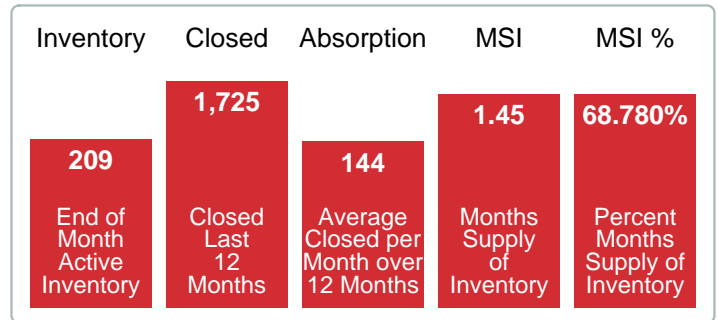
## MONTHS SUPPLY of INVENTORY (MSI)

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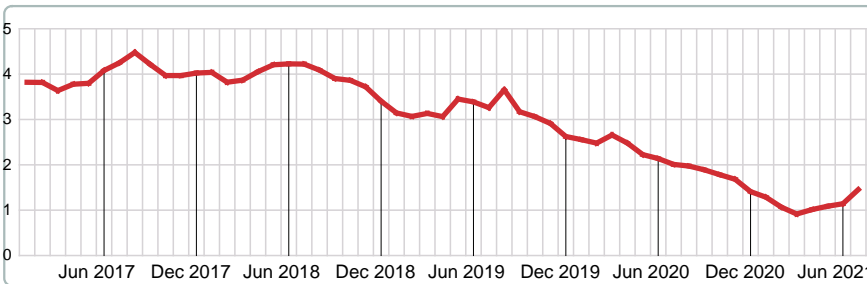
### MSI FOR JULY



### INDICATORS FOR JULY 2021



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 3.04

High Aug 2017 4.48 Low Mar 2021 0.92

Months Supply this month at 1.45 below the 5 yr JUL average of 3.04



### 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	21	10.05%	1.30	1.02	1.67	0.00	0.00
\$125,001 - \$175,000	26	12.44%	1.04	2.40	0.79	2.33	0.00
\$175,001 - \$225,000	26	12.44%	0.77	4.00	0.83	0.49	0.00
\$225,001 - \$400,000	56	26.79%	1.15	1.20	1.58	0.81	0.71
\$400,001 - \$525,000	32	15.31%	2.46	12.00	2.55	2.68	0.89
\$525,001 - \$925,000	27	12.92%	4.56	0.00	12.00	4.47	3.65
\$925,001 and up	21	10.05%	16.80	12.00	60.00	33.00	5.33
Market Supply of Inventory (MSI)			1.45	1.79	1.30	1.58	1.78
Total Active Inventory by Units		100%	1.45	14	101	79	15

# July 2021



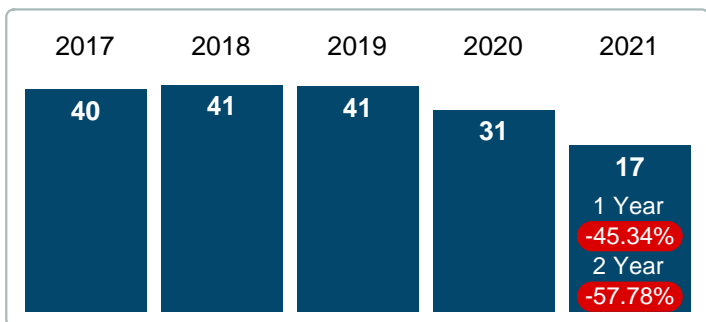
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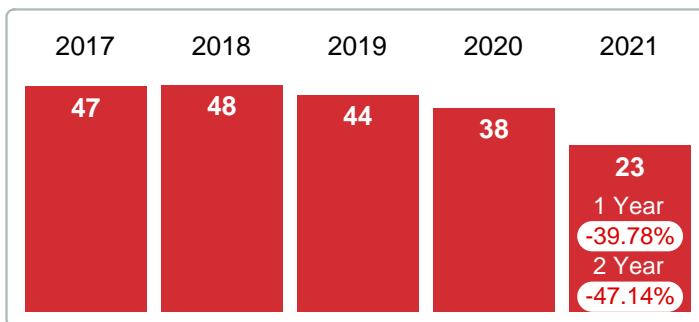
## AVERAGE DAYS ON MARKET TO SALE

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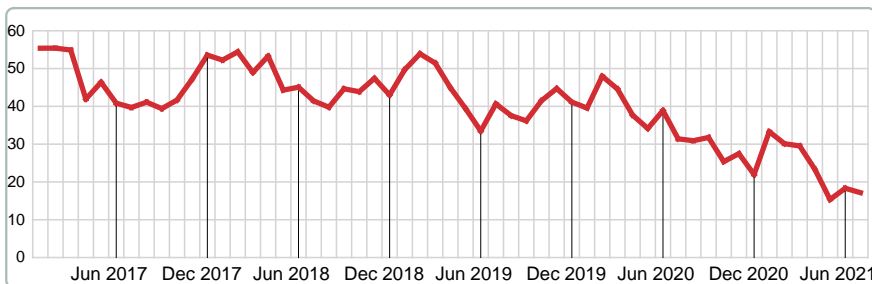
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 34

High Feb 2017 55 Low May 2021 15

Average Days on Market to Sale this month at 17 below the 5 yr JUL average of 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	6.41%	7	0	6	13	0
\$125,001 - \$175,000	12.82%	7	12	6	4	27
\$175,001 - \$200,000	13.46%	5	0	4	7	0
\$200,001 - \$275,000	28.85%	8	61	6	9	9
\$275,001 - \$350,000	14.10%	28	58	31	23	11
\$350,001 - \$500,000	14.10%	42	0	66	38	0
\$500,001 and up	10.26%	30	0	61	24	35
Average Closed DOM		17	47	11	23	23
Total Closed Units	100%	17	4	84	57	11
Total Closed Volume		45,922,252	978.00K	17.89M	21.62M	5.44M



# July 2021



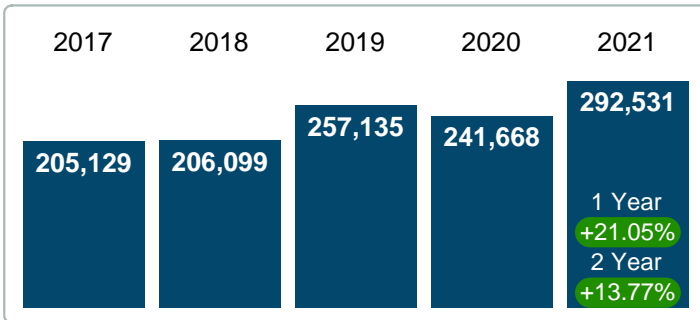
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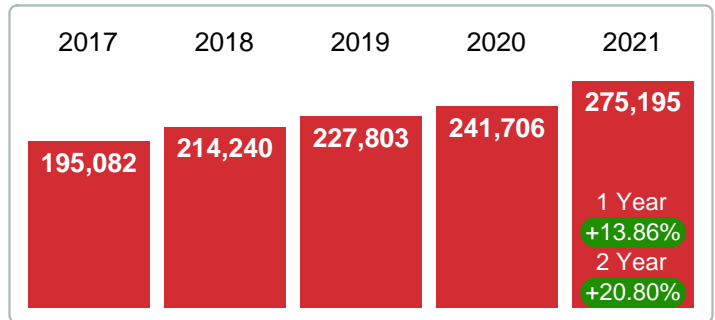
## AVERAGE LIST PRICE AT CLOSING

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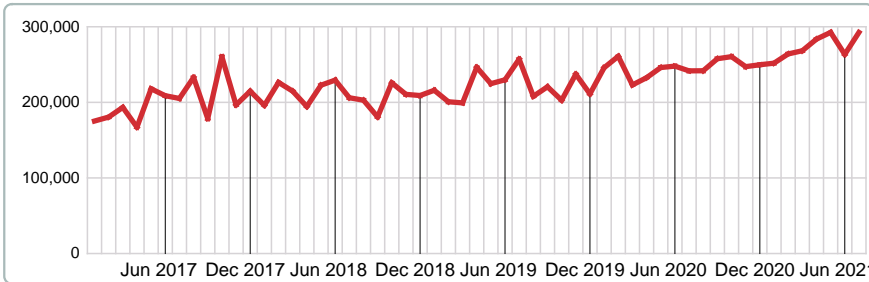
### JULY



### YEAR TO DATE (YTD)

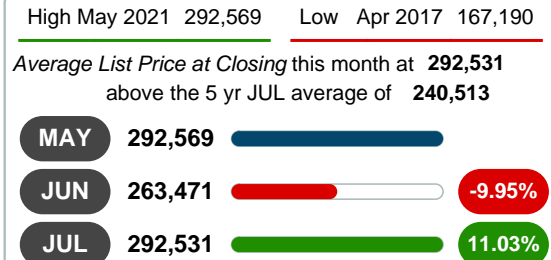


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 240,513



### 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	5.77%	91,944	0	91,944	135,500
\$125,001 - \$175,000	24	15.38%	149,662	134,500	149,413	146,633
\$175,001 - \$200,000	23	14.74%	189,696	0	186,307	182,439
\$200,001 - \$275,000	40	25.64%	234,248	250,000	224,420	241,702
\$275,001 - \$350,000	23	14.74%	319,883	300,000	320,533	320,937
\$350,001 - \$500,000	23	14.74%	427,424	0	387,467	427,220
\$500,001 and up	14	8.97%	735,321	0	540,000	672,217
<b>Average List Price</b>		<b>292,531</b>		<b>246,125</b>	<b>209,450</b>	<b>378,126</b>
<b>Total Closed Units</b>		<b>156</b>	<b>100%</b>	<b>292,531</b>	<b>4</b>	<b>84</b>
<b>Total Closed Volume</b>		<b>45,634,882</b>		<b>984.50K</b>	<b>17.59M</b>	<b>21.55M</b>



# July 2021



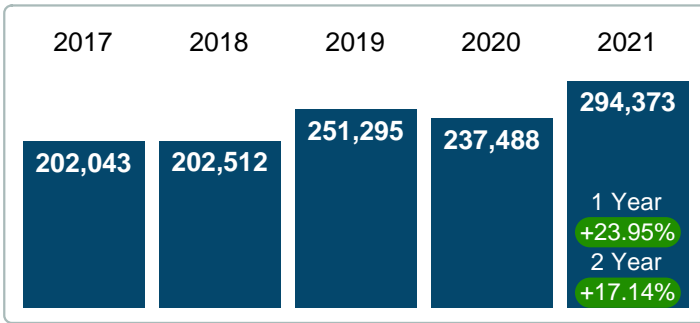
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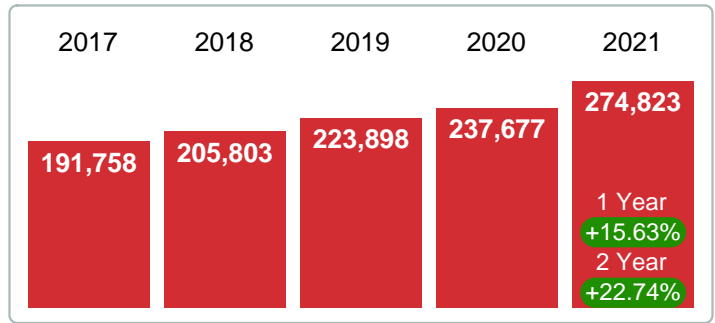
## AVERAGE SOLD PRICE AT CLOSING

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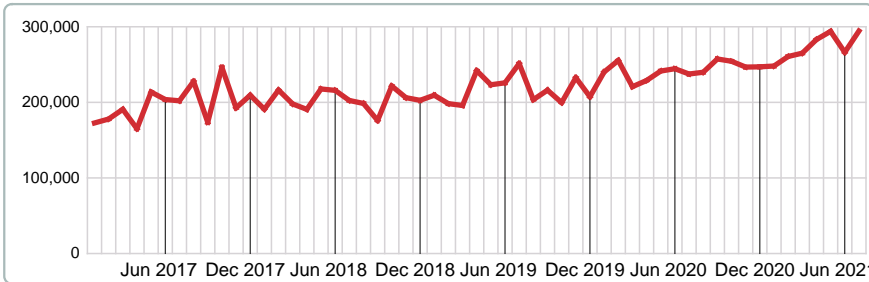
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

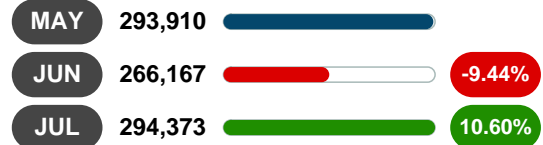


### 3 MONTHS

5 year JUL AVG = 237,542

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

Average Sold Price at Closing this month at **294,373** above the 5 yr JUL average of **237,542**



### 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	10	6.41%	104,662	0	102,402	125,000
\$125,001 - \$175,000	20	12.82%	153,486	128,000	154,767	154,167
\$175,001 - \$200,000	21	13.46%	187,043	0	187,538	185,459
\$200,001 - \$275,000	45	28.85%	231,766	250,000	229,545	235,233
\$275,001 - \$350,000	22	14.10%	317,275	300,000	316,794	319,238
\$350,001 - \$500,000	22	14.10%	423,126	0	389,167	428,488
\$500,001 and up	16	10.26%	697,483	0	514,000	681,922
<b>Average Sold Price</b>		<b>294,373</b>		<b>244,500</b>	<b>213,003</b>	<b>379,241</b>
<b>Total Closed Units</b>		<b>156</b>		<b>4</b>	<b>84</b>	<b>57</b>
<b>Total Closed Volume</b>		<b>45,922,252</b>		<b>978.00K</b>	<b>17.89M</b>	<b>21.62M</b>

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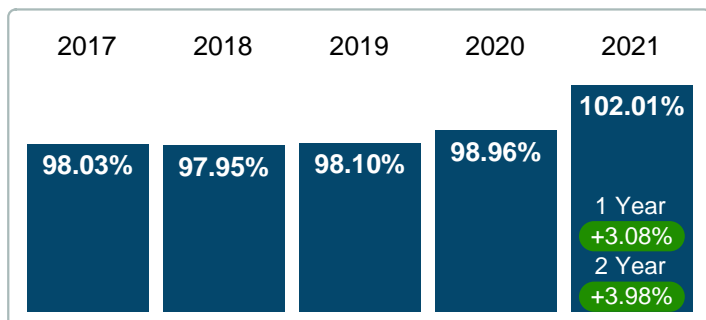
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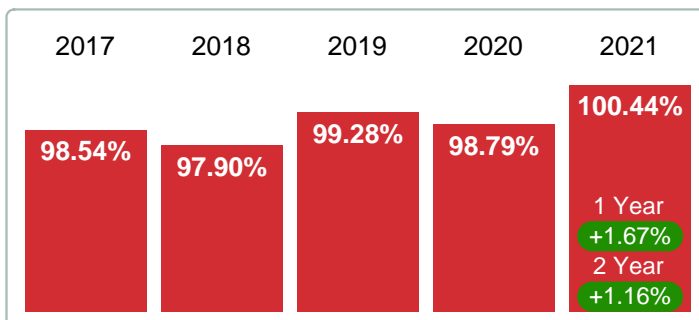
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

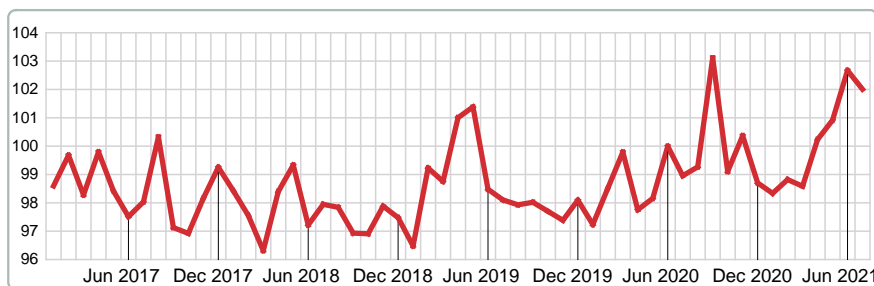
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

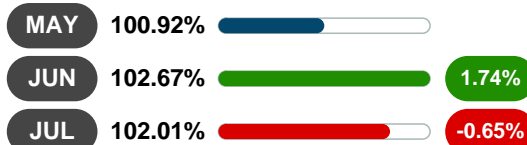


### 3 MONTHS

5 year JUL AVG = 99.01%

High Sep 2020 103.11% Low Mar 2018 96.31%

Average Sold/List Ratio this month at **102.01%**  
above the 5 yr JUL average of **99.01%**



### 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	10	6.41%	114.67%	0.00%	117.16%	92.25%	0.00%
\$125,001 - \$175,000	20	12.82%	103.53%	95.17%	103.69%	104.97%	105.22%
\$175,001 - \$200,000	21	13.46%	101.08%	0.00%	100.84%	101.83%	0.00%
\$200,001 - \$275,000	45	28.85%	101.27%	100.00%	102.59%	97.47%	102.32%
\$275,001 - \$350,000	22	14.10%	99.65%	100.00%	98.91%	99.50%	102.08%
\$350,001 - \$500,000	22	14.10%	100.48%	0.00%	100.70%	100.44%	0.00%
\$500,001 and up	16	10.26%	100.81%	0.00%	95.19%	102.71%	98.14%
Average Sold/List Ratio		102.00%		98.79%	103.46%	100.35%	100.62%
Total Closed Units		156	100%	4	84	57	11
Total Closed Volume		45,922,252		978.00K	17.89M	21.62M	5.44M

# July 2021



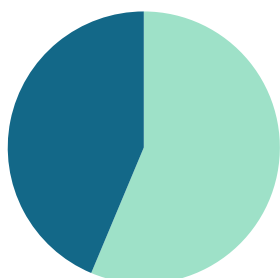
Area Delimited by County Of Rogers - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

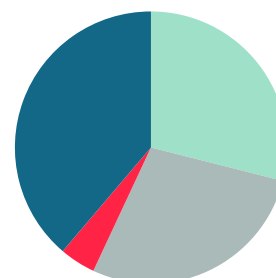


**Inventory**  
 New Listings  
**214 = 56.32%**  
 Start Inventory  
**166**  
 Total Inventory Units  
**380**  
 Volume  
**\$142,944,642**

### Market Activity

Closed Sales  
**156 = 28.94%**  
 Pending Sales  
**151 = 28.01%**  
 Other Off Market  
**23 = 4.27%**  
 Active Inventory  
**209 = 38.78%**

### MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	165	156	-5.45%	850	957	12.59%
Pending Sales	150	151	0.67%	959	1,031	7.51%
New Listings	167	214	28.14%	1,147	1,172	2.18%
Average List Price	241,668	292,531	21.05%	241,706	275,195	13.86%
Average Sale Price	237,488	294,373	23.95%	237,677	274,823	15.63%
Average Percent of Selling Price to List Price	98.96%	102.01%	3.08%	98.79%	100.44%	1.67%
Average Days on Market to Sale	31.41	17.17	-45.34%	38.30	23.06	-39.78%
Monthly Inventory	255	209	-18.04%	255	209	-18.04%
Months Supply of Inventory	2.01	1.45	-27.64%	2.01	1.45	-27.64%

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

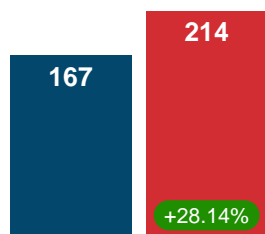
**Inventory** on July 31, 2021 = **209**

**2020** **2021**

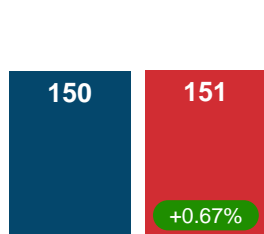
### JULY MARKET

### AVERAGE PRICES

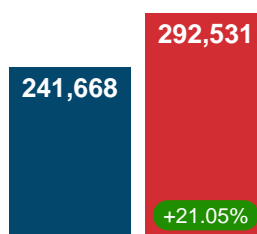
#### New Listings



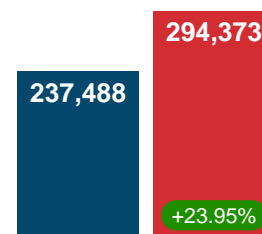
#### Pending Listings



#### List Price



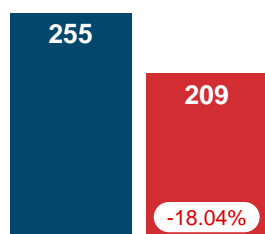
#### Sale Price



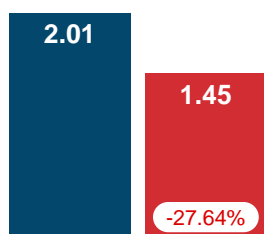
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

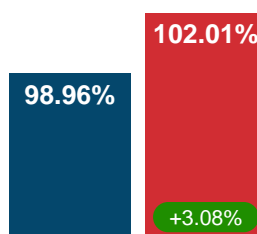
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

