

July 2021



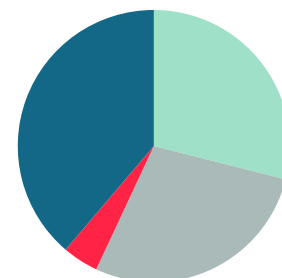
Area Delimited by County Of Rogers - Residential Property Type



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%
Median List Price	209,900	239,000	13.86%
Median Sale Price	203,500	232,500	14.25%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	10.00	5.00	-50.00%
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.

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 **14.25%** in July 2021 to \$232,500 versus the previous year at \$203,500.

Median Days on Market Shortens

The median number of **5.00** days that homes spent on the market before selling decreased by 5.00 days or **50.00%** in July 2021 compared to last year's same month at **10.00** DOM.

Sales Success for July 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 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.

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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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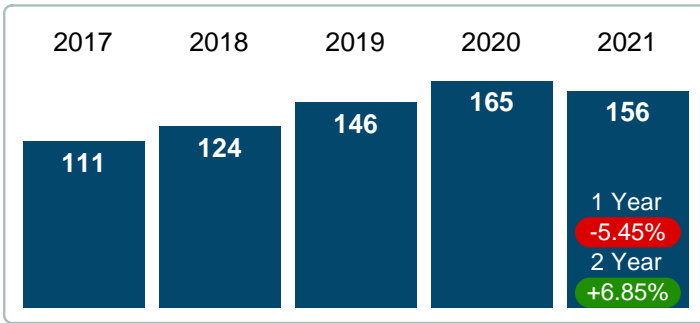
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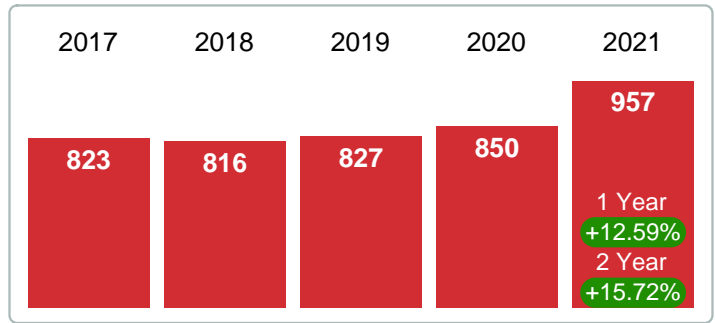
CLOSED LISTINGS

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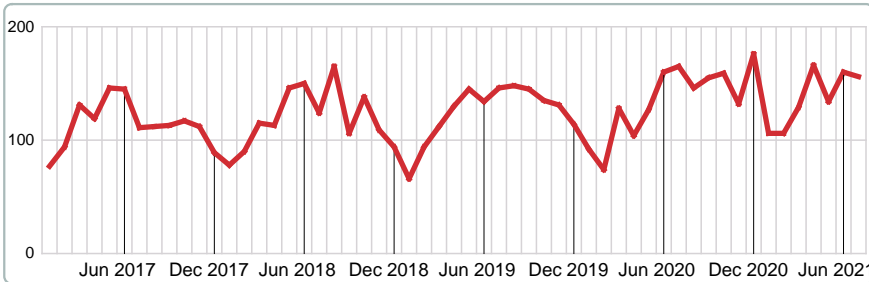
JULY



YEAR TO DATE (YTD)

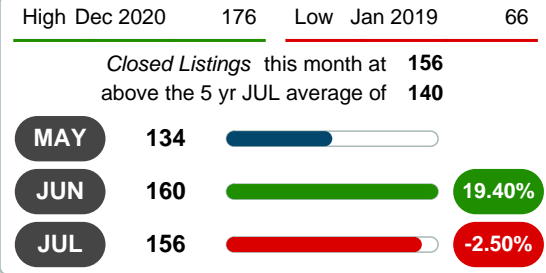


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 140



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	10	6.41%	3.5	0	9	1	0
\$125,001 - \$175,000	20	12.82%	3.0	1	15	3	1
\$175,001 - \$200,000	21	13.46%	2.0	0	16	5	0
\$200,001 - \$275,000	45	28.85%	4.0	1	31	11	2
\$275,001 - \$350,000	22	14.10%	10.5	2	9	8	3
\$350,001 - \$500,000	22	14.10%	11.0	0	3	19	0
\$500,001 and up	16	10.26%	23.5	0	1	10	5
Total Closed Units	156			4	84	57	11
Total Closed Volume	45,922,252	100%	5.0	978.00K	17.89M	21.62M	5.44M
Median Closed Price	\$232,500			\$275,000	\$205,000	\$366,200	\$350,000

July 2021



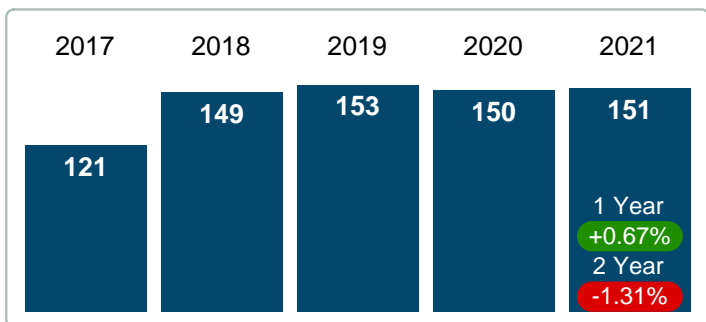
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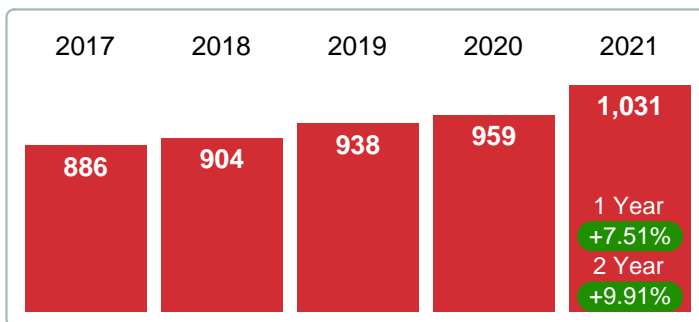
PENDING LISTINGS

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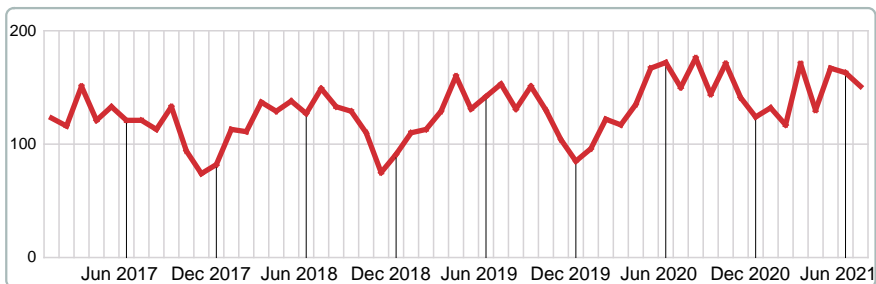
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 145

High Aug 2020 176 Low Nov 2017 74

Pending Listings this month at 151 above the 5 yr JUL average of 145



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	13	8.61%	24.0	6	6	1	0
\$125,001 - \$175,000	19	12.58%	6.0	1	15	3	0
\$175,001 - \$175,000	0	0.00%	6.0	0	0	0	0
\$175,001 - \$250,000	57	37.75%	6.0	2	39	16	0
\$250,001 - \$325,000	19	12.58%	6.0	0	9	10	0
\$325,001 - \$425,000	24	15.89%	4.0	1	9	14	0
\$425,001 and up	19	12.58%	10.0	0	3	10	6
Total Pending Units	151			10	81	54	6
Total Pending Volume	40,728,991	100%	6.0	1.37M	18.33M	17.07M	3.96M
Median Listing Price	\$229,900			\$88,745	\$195,000	\$287,450	\$637,450

July 2021



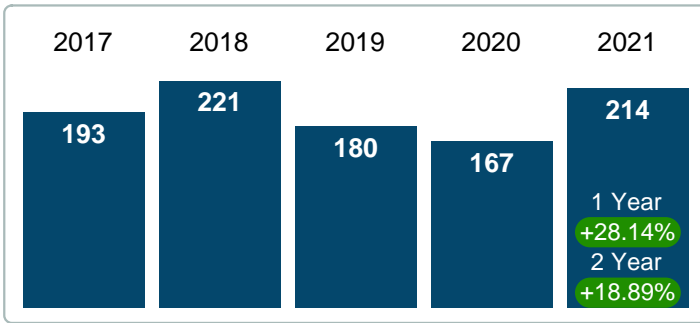
Area Delimited by County Of Rogers - Residential Property Type



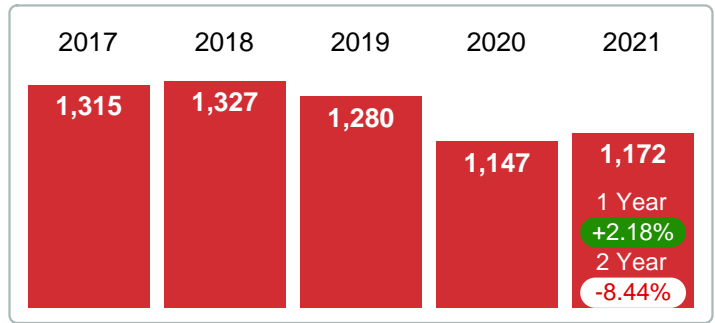
NEW LISTINGS

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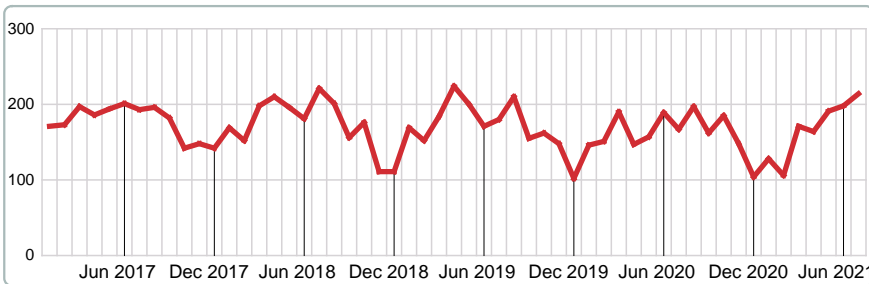
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

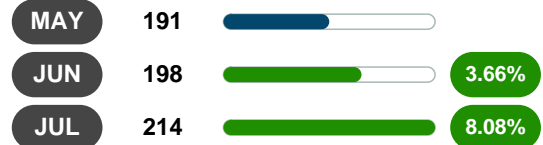


3 MONTHS

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
Total New Listed Units	214		7	114	84	9
Total New Listed Volume	68,668,945	100%	1.20M	27.87M	33.23M	6.37M
Median New Listed Listing Price	\$259,670		\$145,000	\$199,900	\$339,250	\$599,900

July 2021



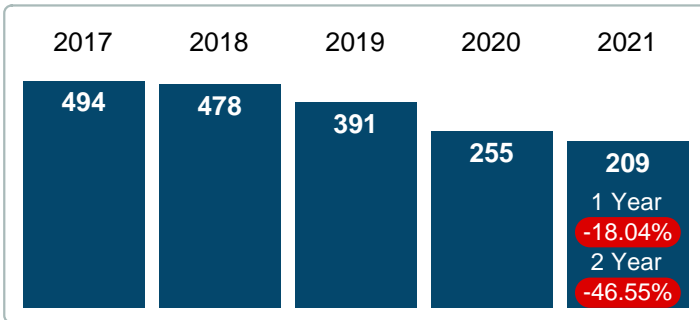
Area Delimited by County Of Rogers - Residential Property Type



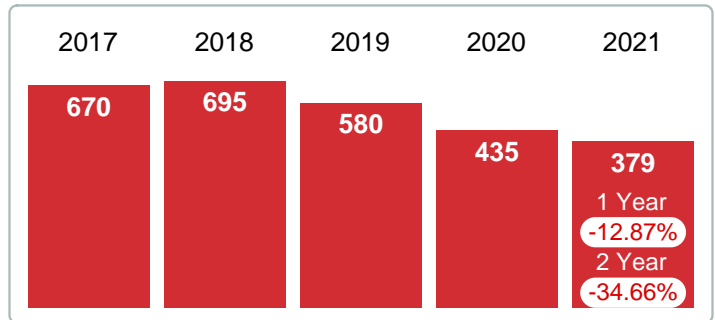
ACTIVE INVENTORY

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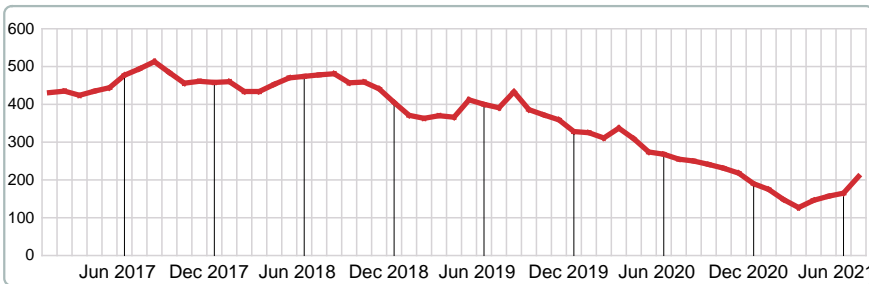
END OF JULY



ACTIVE DURING JULY

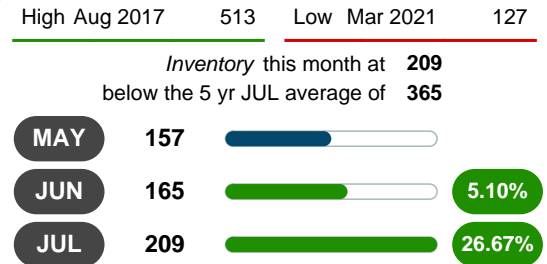


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 365



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	21	10.05%	44.0	5	16	0	0
\$125,001 - \$175,000	26	12.44%	18.0	3	16	7	0
\$175,001 - \$225,000	26	12.44%	17.0	2	19	5	0
\$225,001 - \$400,000	56	26.79%	16.0	1	34	19	2
\$400,001 - \$525,000	32	15.31%	34.5	2	7	21	2
\$525,001 - \$925,000	27	12.92%	30.0	0	4	16	7
\$925,001 and up	21	10.05%	74.0	1	5	11	4
Total Active Inventory by Units	209			14	101	79	15
Total Active Inventory by Volume	93,576,822	100%	24.0	3.33M	30.08M	46.79M	13.38M
Median Active Inventory Listing Price	\$300,000			\$144,950	\$225,000	\$439,900	\$775,000

July 2021



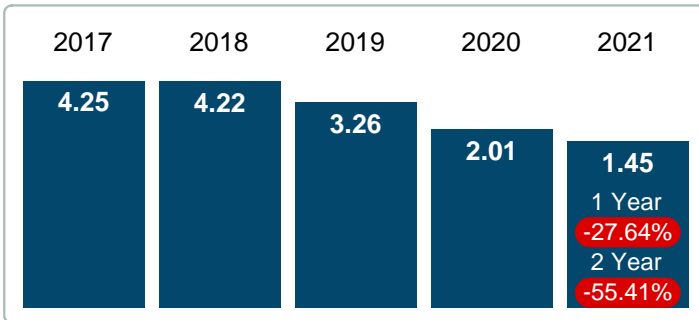
Area Delimited by County Of Rogers - Residential Property Type



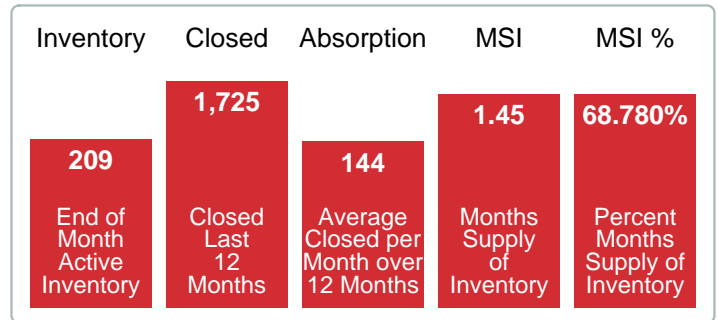
MONTHS SUPPLY of INVENTORY (MSI)

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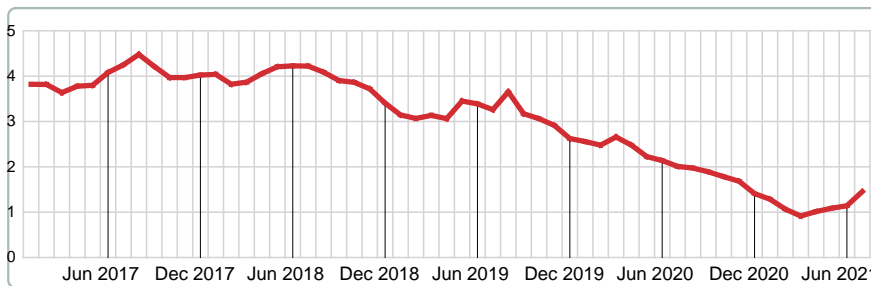
MSI FOR JULY



INDICATORS FOR JULY 2021

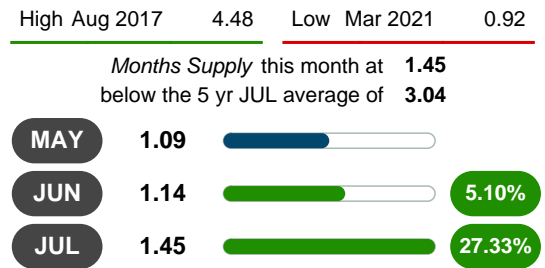


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 3.04



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



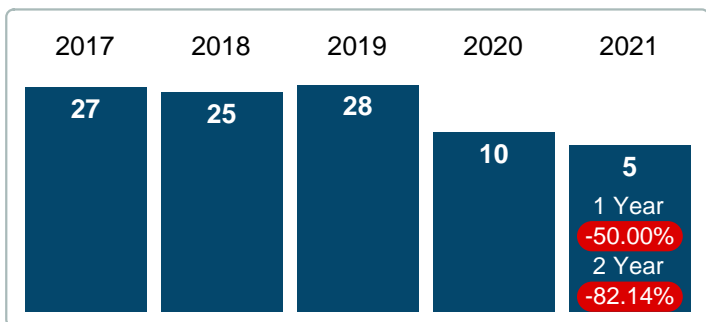
Area Delimited by County Of Rogers - Residential Property Type



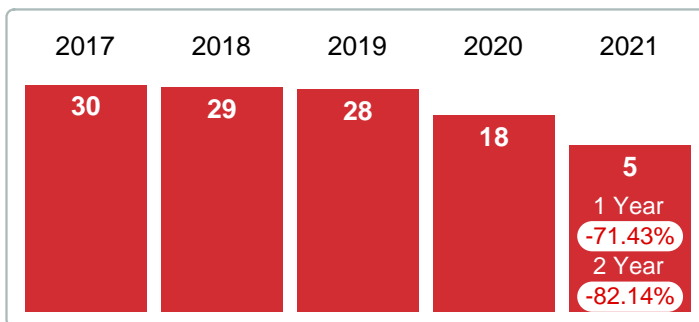
MEDIAN DAYS ON MARKET TO SALE

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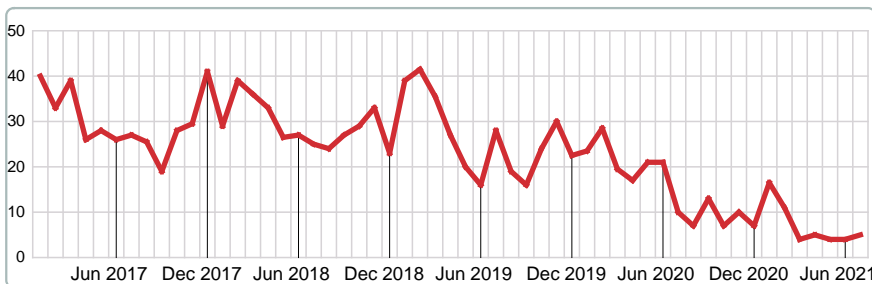
JULY



YEAR TO DATE (YTD)

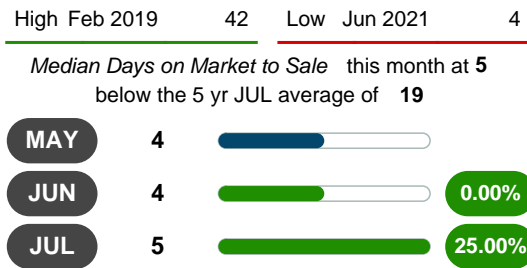


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 19



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	6.41%	4	0	3	13	0
\$125,001 - \$175,000	12.82%	3	12	3	4	27
\$175,001 - \$200,000	13.46%	2	0	2	1	0
\$200,001 - \$275,000	28.85%	4	61	4	5	9
\$275,001 - \$350,000	14.10%	11	58	6	12	10
\$350,001 - \$500,000	14.10%	11	0	9	11	0
\$500,001 and up	10.26%	24	0	61	22	25
Median Closed DOM		5	45	3	9	14
Total Closed Units	100%	5.0	4	84	57	11
Total Closed Volume		45,922,252	978.00K	17.89M	21.62M	5.44M

July 2021



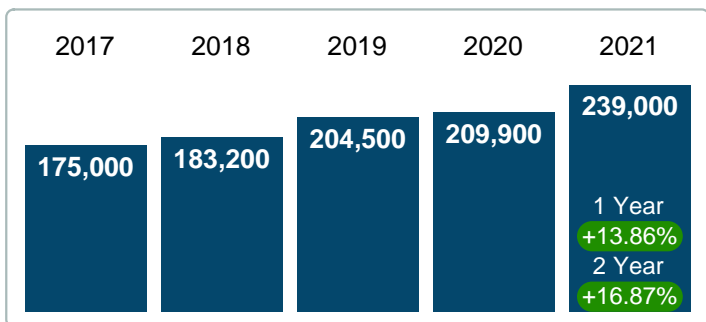
Area Delimited by County Of Rogers - Residential Property Type



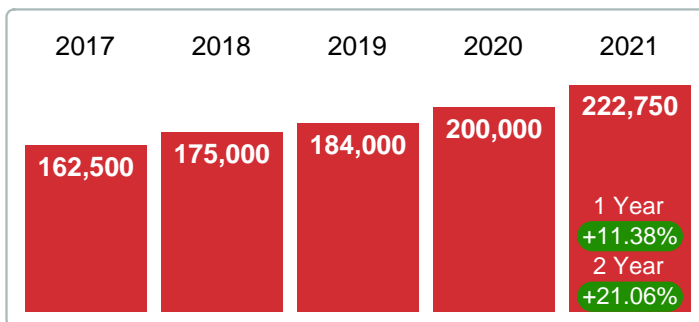
MEDIAN LIST PRICE AT CLOSING

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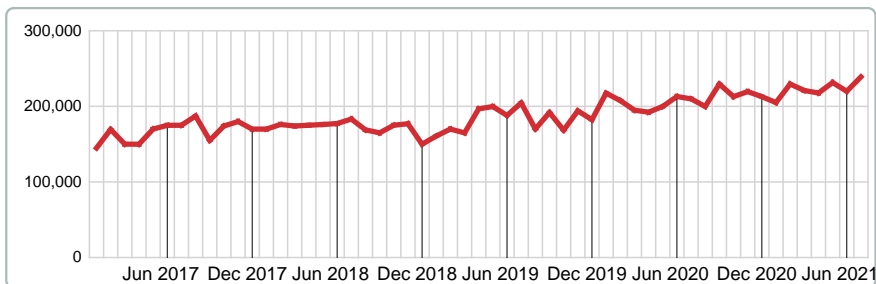
JULY



YEAR TO DATE (YTD)

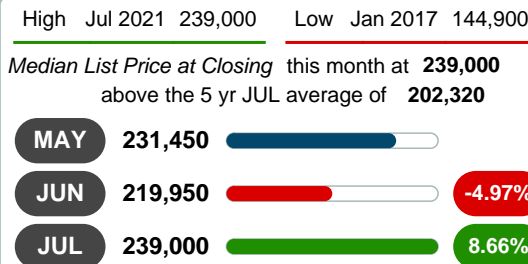


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 202,320



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	5.77%	99,000	0	99,000	0	0
\$125,001 - \$175,000	24	15.38%	150,000	134,500	150,000	150,000	149,900
\$175,001 - \$200,000	23	14.74%	190,020	0	190,960	188,755	200,000
\$200,001 - \$275,000	40	25.64%	229,950	250,000	226,400	240,000	265,000
\$275,001 - \$350,000	23	14.74%	320,000	300,000	327,450	317,450	320,000
\$350,001 - \$500,000	23	14.74%	425,000	0	406,200	430,000	0
\$500,001 and up	14	8.97%	691,000	0	540,000	736,000	599,000
Median List Price			239,000	275,000	199,450	370,000	350,000
Total Closed Units		100%	239,000	4	84	57	11
Total Closed Volume			45,634,882	984.50K	17.59M	21.55M	5.50M

July 2021



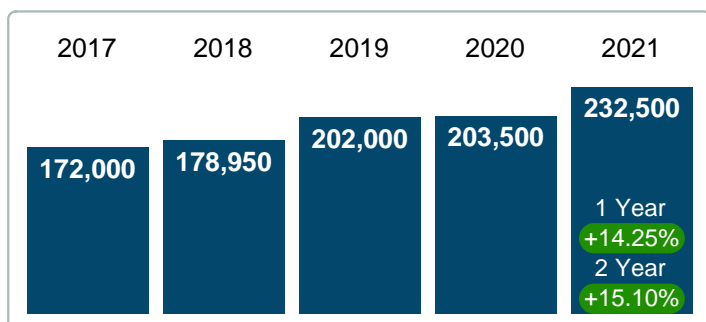
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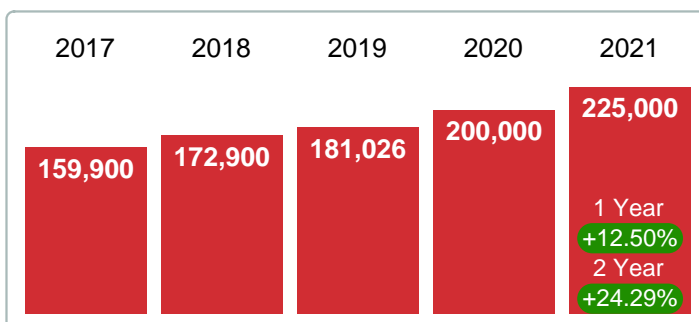
MEDIAN SOLD PRICE AT CLOSING

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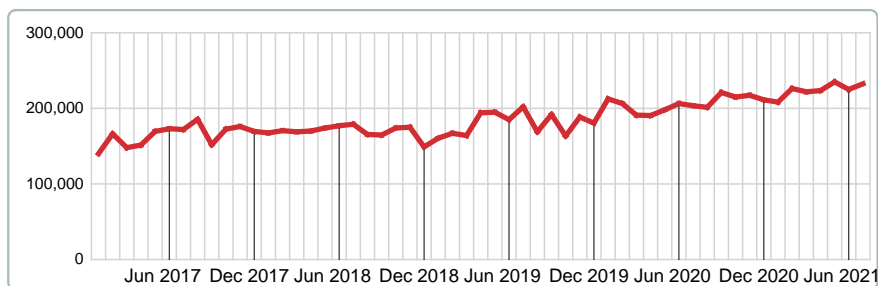
JULY



YEAR TO DATE (YTD)

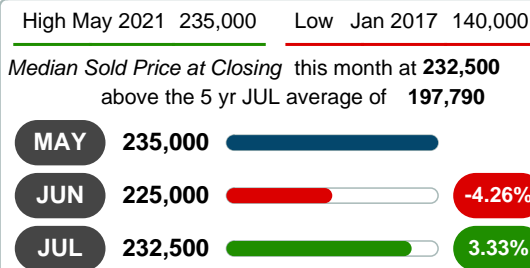


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 197,790



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	10	6.41%	108,000	0	106,000	125,000	0
\$125,001 - \$175,000	20	12.82%	154,250	128,000	153,500	162,500	157,725
\$175,001 - \$200,000	21	13.46%	190,000	0	190,010	187,510	0
\$200,001 - \$275,000	45	28.85%	230,000	250,000	228,500	233,000	238,000
\$275,001 - \$350,000	22	14.10%	315,000	300,000	325,000	312,500	340,000
\$350,001 - \$500,000	22	14.10%	432,500	0	391,500	435,000	0
\$500,001 and up	16	10.26%	658,500	0	514,000	736,000	585,000
Median Sold Price			232,500	275,000	205,000	366,200	350,000
Total Closed Units		100%	232,500	4	84	57	11
Total Closed Volume			45,922,252	978.00K	17.89M	21.62M	5.44M

July 2021



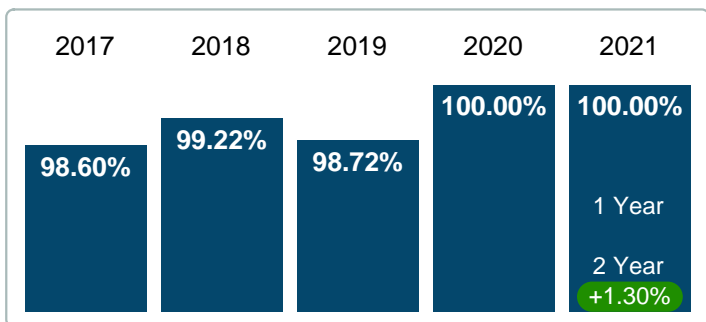
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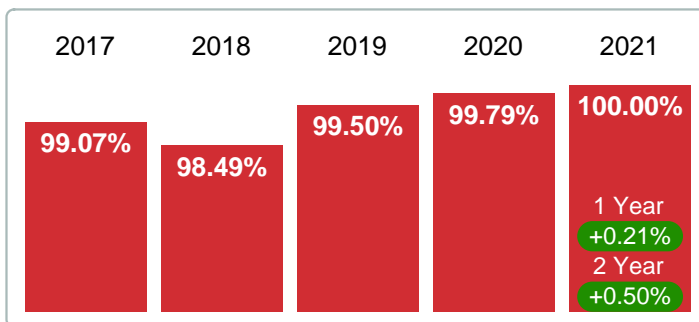
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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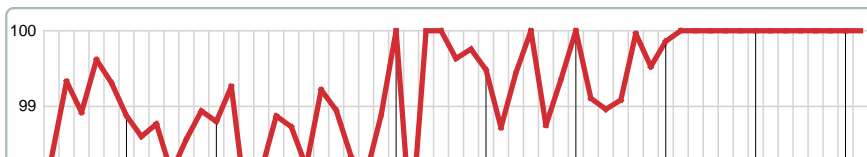
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 99.31%

High Jul 2021 100.00% Low Jan 2019 97.39%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr JUL average of **99.31%**

MAY 100.00%
JUN 100.00%
JUL 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	10	6.41%	102.50%	0.00%	105.00%	92.25%	0.00%
\$125,001 - \$175,000	20	12.82%	103.78%	95.17%	103.55%	104.84%	105.22%
\$175,001 - \$200,000	21	13.46%	100.00%	0.00%	100.00%	100.00%	0.00%
\$200,001 - \$275,000	45	28.85%	100.00%	100.00%	100.48%	98.97%	102.32%
\$275,001 - \$350,000	22	14.10%	100.00%	100.00%	100.00%	100.00%	100.00%
\$350,001 - \$500,000	22	14.10%	100.00%	0.00%	101.06%	100.00%	0.00%
\$500,001 and up	16	10.26%	100.00%	0.00%	95.19%	100.00%	97.05%
Median Sold/List Ratio		100.00%		100.00%	100.04%	100.00%	100.00%
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



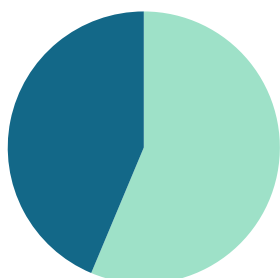
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

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

INVENTORY

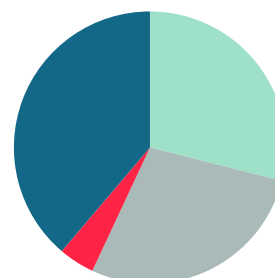


Inventory
 New Listings
214 = 56.32%
 Start Inventory
166
 Total Inventory Units
380
 Volume
\$142,944,642

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%
Median List Price	209,900	239,000	13.86%	200,000	222,750	11.38%
Median Sale Price	203,500	232,500	14.25%	200,000	225,000	12.50%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	99.79%	100.00%	0.21%
Median Days on Market to Sale	10.00	5.00	-50.00%	17.50	5.00	-71.43%
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

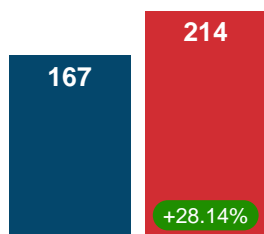
Inventory on July 31, 2021 = **209**

2020 **2021**

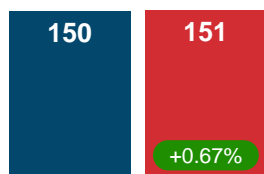
JULY MARKET

MEDIAN PRICES

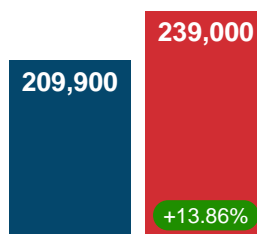
New Listings



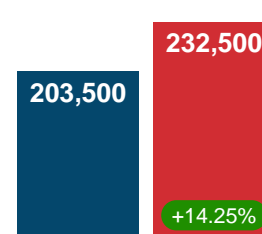
Pending Listings



List Price



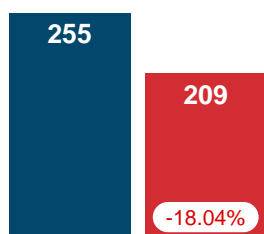
Sale Price



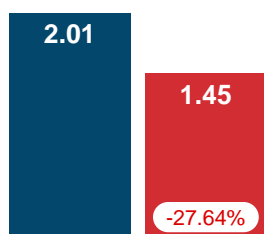
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

