

June 2021



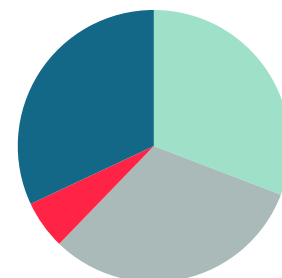
Area Delimited by County Of Rogers - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	June 2021	+/-%
Closed Listings	160	160	0.00%
Pending Listings	172	163	-5.23%
New Listings	189	198	4.76%
Average List Price	247,883	263,471	6.29%
Average Sale Price	244,495	266,167	8.86%
Average Percent of Selling Price to List Price	99.99%	102.67%	2.68%
Average Days on Market to Sale	38.89	18.33	-52.88%
End of Month Inventory	268	166	-38.06%
Months Supply of Inventory	2.14	1.15	-46.28%



■ Closed (30.83%)
■ Pending (31.41%)
■ Other OffMarket (5.78%)
■ Active (31.98%)

Absorption: Last 12 months, an Average of **145** Sales/Month
Active Inventory as of June 30, 2021 = **166**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2021 decreased **38.06%** to 166 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 **1.15** 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 **8.86%** in June 2021 to \$266,167 versus the previous year at \$244,495.

Average Days on Market Shortens

The average number of **18.33** days that homes spent on the market before selling decreased by 20.56 days or **52.88%** in June 2021 compared to last year's same month at **38.89** DOM.

Sales Success for June 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 198 New Listings in June 2021, up **4.76%** from last year at 189. Furthermore, there were 160 Closed Listings this month versus last year at 160, a **0.00%** decrease.

Closed versus Listed trends yielded a **80.8%** ratio, down from previous year's, June 2020, at **84.7%**, a **4.55%** 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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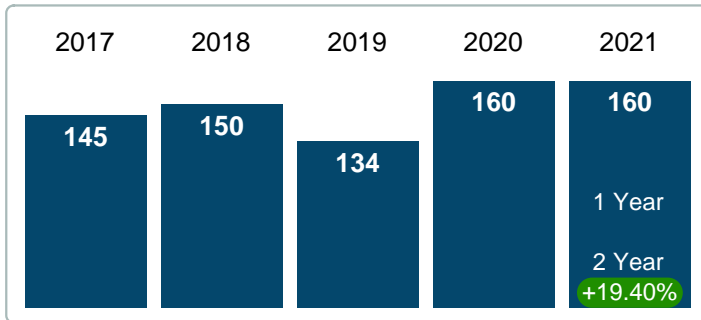
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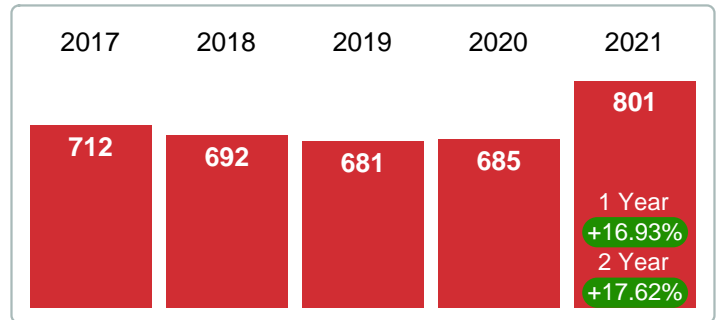
CLOSED LISTINGS

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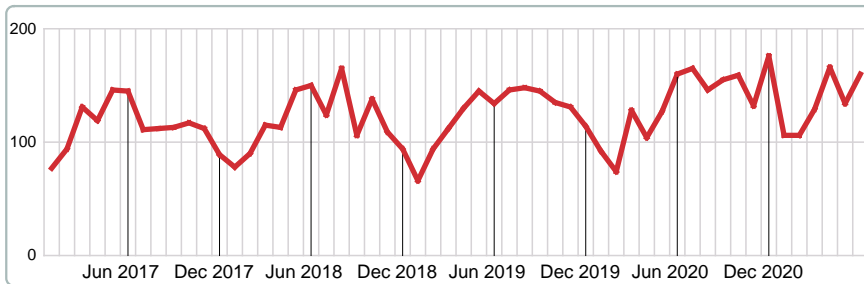
JUNE



YEAR TO DATE (YTD)

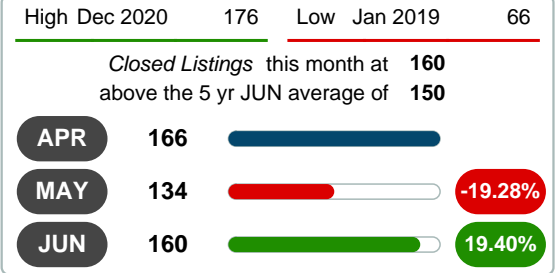


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 150



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	14	8.75%	47.6	8	6	0	0
\$75,001 - \$150,000	20	12.50%	4.5	5	14	1	0
\$150,001 - \$175,000	12	7.50%	5.3	0	11	1	0
\$175,001 - \$250,000	48	30.00%	9.1	0	32	16	0
\$250,001 - \$325,000	31	19.38%	15.3	1	20	8	2
\$325,001 - \$450,000	18	11.25%	19.4	0	3	14	1
\$450,001 and up	17	10.63%	50.2	2	3	7	5
Total Closed Units	160			16	89	47	8
Total Closed Volume	42,586,705	100%	18.3	2.45M	20.14M	15.66M	4.34M
Average Closed Price	\$266,167			\$153,042	\$226,254	\$333,158	\$542,875

June 2021



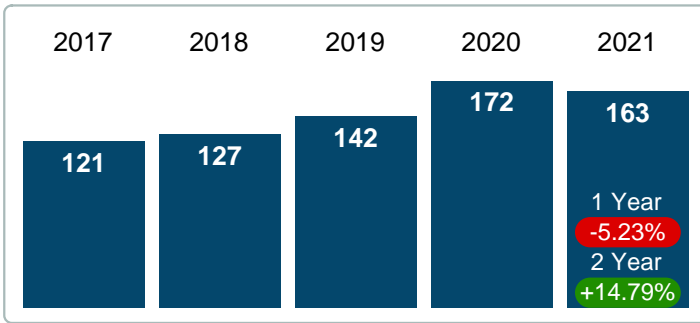
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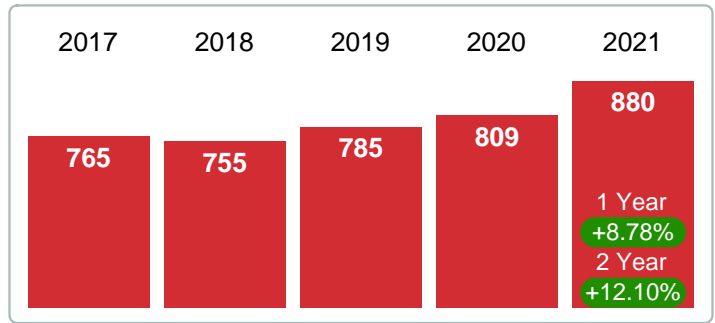
PENDING LISTINGS

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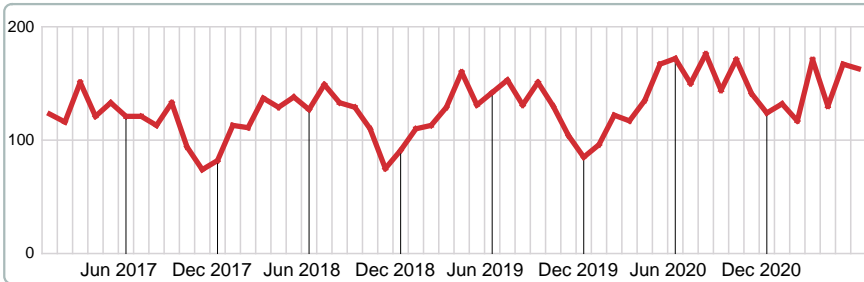
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 145

High Aug 2020 176 Low Nov 2017 74

Pending Listings this month at 163 above the 5 yr JUN average of 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	11	6.75%	38.3	4	6	1	0
\$125,001 - \$175,000	24	14.72%	13.7	0	20	4	0
\$175,001 - \$200,000	27	16.56%	6.5	0	21	5	1
\$200,001 - \$250,000	30	18.40%	9.1	0	23	7	0
\$250,001 - \$350,000	36	22.09%	22.9	1	16	14	5
\$350,001 - \$450,000	17	10.43%	26.5	0	1	12	4
\$450,001 and up	18	11.04%	45.3	0	2	11	5
Total Pending Units	163			5	89	54	15
Total Pending Volume	47,816,892	100%	20.5	669.00K	19.91M	18.95M	8.29M
Average Listing Price	\$286,009			\$133,800	\$223,697	\$350,994	\$552,347

June 2021



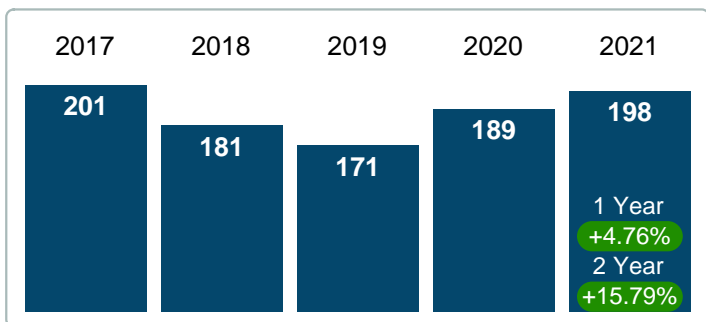
Area Delimited by County Of Rogers - Residential Property Type



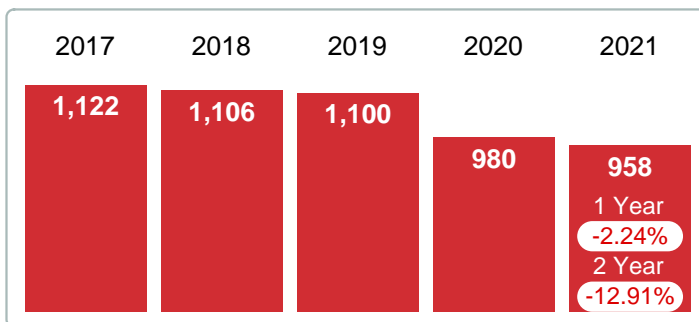
NEW LISTINGS

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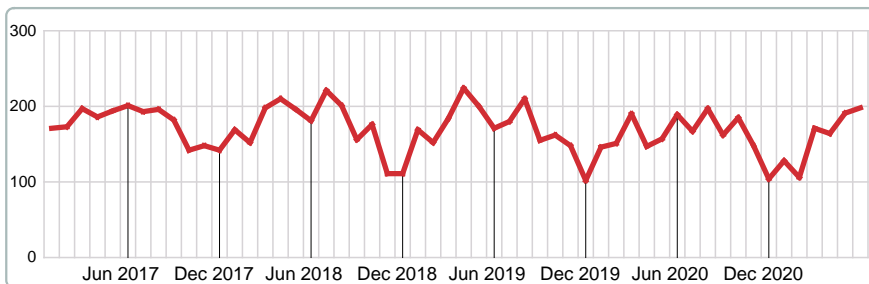
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 188

High Apr 2019 224 Low Dec 2019 102

New Listings this month at 198
above the 5 yr JUN average of 188



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	14	7.07%	3	11	0	0
\$125,001 - \$175,000	28	14.14%	1	24	3	0
\$175,001 - \$200,000	32	16.16%	1	23	7	1
\$200,001 - \$250,000	43	21.72%	0	31	12	0
\$250,001 - \$325,000	32	16.16%	0	18	13	1
\$325,001 - \$475,000	29	14.65%	1	9	14	5
\$475,001 and up	20	10.10%	0	5	7	8
Total New Listed Units	198		6	121	56	15
Total New Listed Volume	58,673,396	100%	993.30K	27.68M	21.06M	8.94M
Average New Listed Listing Price	\$278,087		\$165,550	\$228,730	\$376,091	\$596,173

June 2021



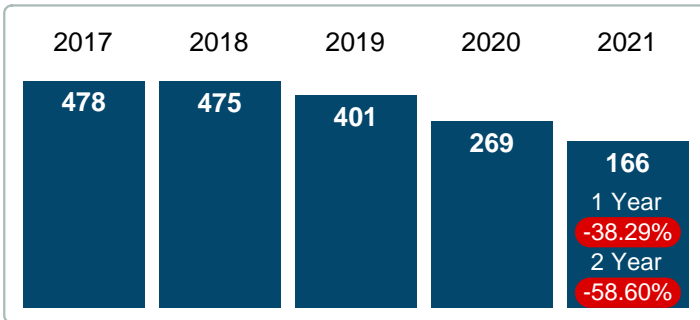
Area Delimited by County Of Rogers - Residential Property Type



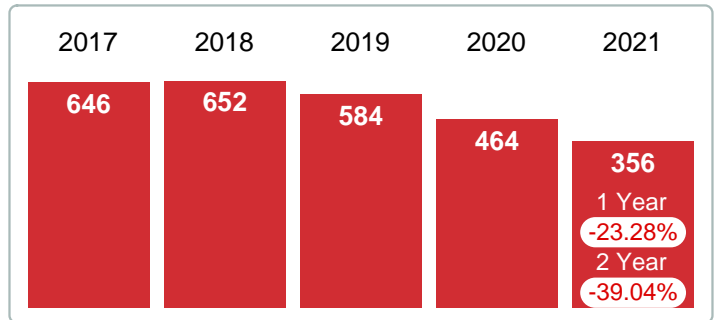
ACTIVE INVENTORY

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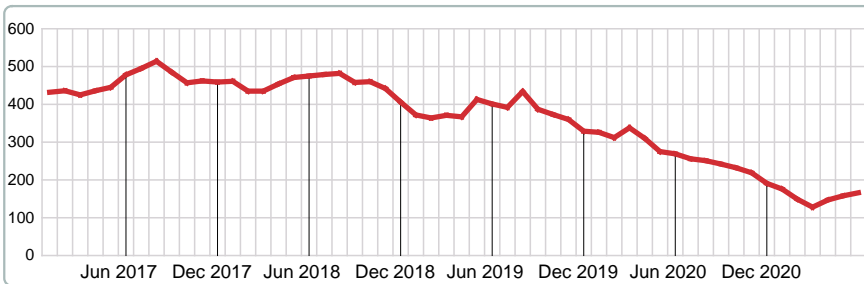
END OF JUNE



ACTIVE DURING JUNE

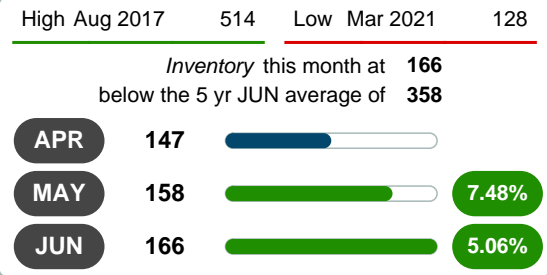


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 358



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	13	7.83%	110.7	9	4	0	0
\$100,001 - \$175,000	25	15.06%	32.3	2	20	3	0
\$175,001 - \$200,000	11	6.63%	13.7	2	7	2	0
\$200,001 - \$400,000	54	32.53%	30.4	1	33	20	0
\$400,001 - \$500,000	25	15.06%	77.2	2	7	14	2
\$500,001 - \$950,000	22	13.25%	70.0	1	6	6	9
\$950,001 and up	16	9.64%	68.1	0	3	9	4
Total Active Inventory by Units	166			17	80	54	15
Total Active Inventory by Volume	74,275,697	100%	51.8	3.58M	24.93M	32.08M	13.69M
Average Active Inventory Listing Price	\$447,444			\$210,476	\$311,607	\$594,060	\$912,657

June 2021



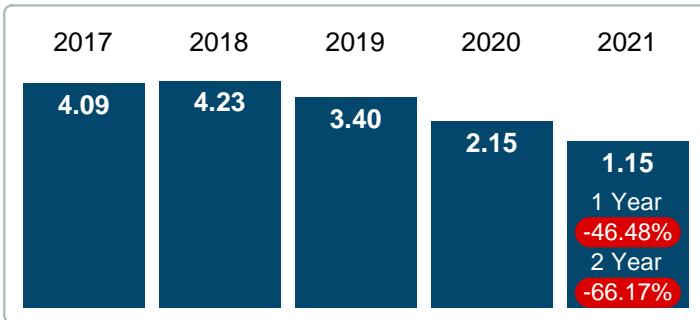
Area Delimited by County Of Rogers - Residential Property Type



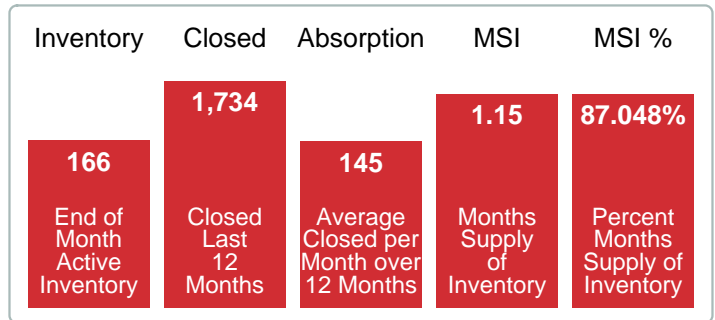
MONTHS SUPPLY of INVENTORY (MSI)

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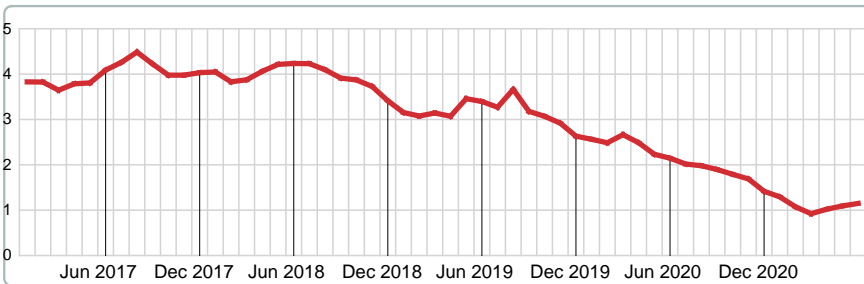
MSI FOR JUNE



INDICATORS FOR JUNE 2021

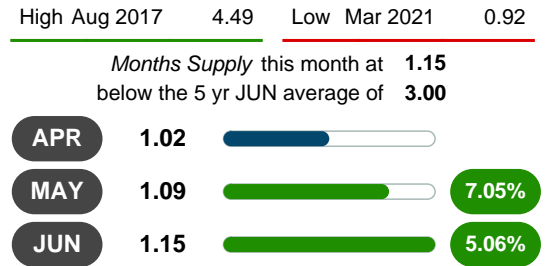


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 3.00



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
\$100,000 and less	13	7.83%	1.26	2.35	0.74	0.00	0.00
\$100,001 - \$175,000	25	15.06%	0.74	0.73	0.76	0.72	0.00
\$175,001 - \$200,000	11	6.63%	0.59	6.00	0.51	0.44	0.00
\$200,001 - \$400,000	54	32.53%	0.86	1.09	1.10	0.68	0.00
\$400,001 - \$500,000	25	15.06%	2.26	12.00	2.80	2.27	0.89
\$500,001 - \$950,000	22	13.25%	3.22	6.00	12.00	1.64	3.60
\$950,001 and up	16	9.64%	16.00	0.00	36.00	27.00	6.86
Market Supply of Inventory (MSI)			1.15	2.08	1.02	1.10	1.75
Total Active Inventory by Units		100%	166	17	80	54	15

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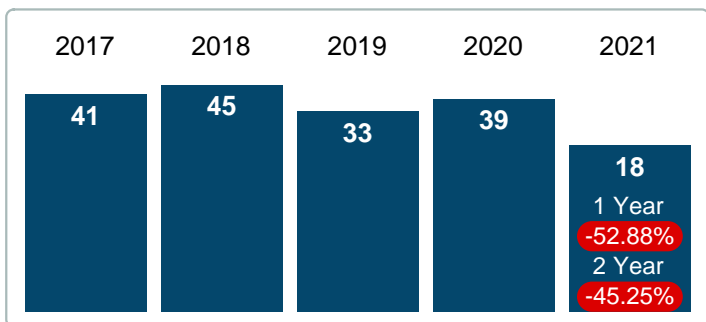
Area Delimited by County Of Rogers - Residential Property Type



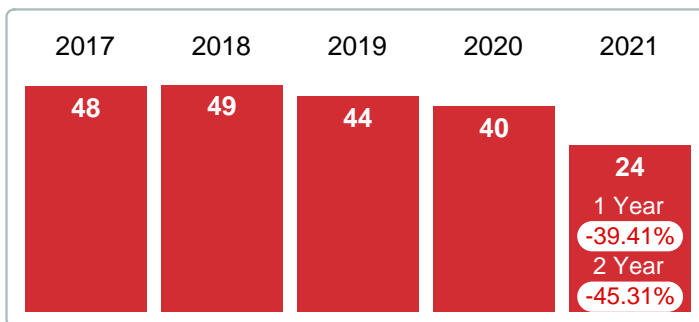
AVERAGE DAYS ON MARKET TO SALE

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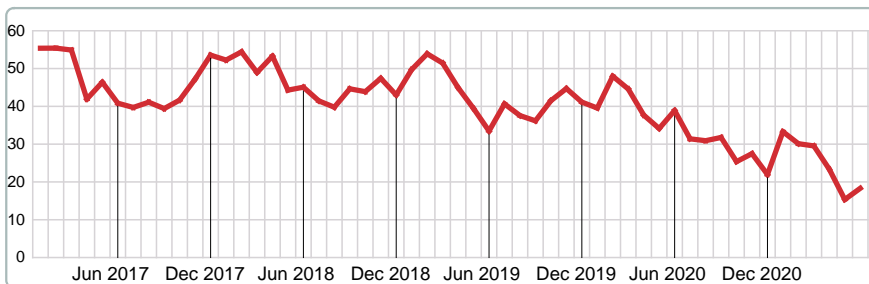
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 35

High Feb 2017 55 Low May 2021 15

Average Days on Market to Sale this month at 18 below the 5 yr JUN average of 35



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
\$75,000 and less	8.75%	48	61	30	0	0
\$75,001 - \$150,000	12.50%	5	5	5	1	0
\$150,001 - \$175,000	7.50%	5	0	6	1	0
\$175,001 - \$250,000	30.00%	9	0	4	19	0
\$250,001 - \$325,000	19.38%	15	11	21	4	3
\$325,001 - \$450,000	11.25%	19	0	4	24	6
\$450,001 and up	10.63%	50	21	4	39	106
Average Closed DOM		18	35	10	20	67
Total Closed Units	100%	18	16	89	47	8
Total Closed Volume		42,586,705	2.45M	20.14M	15.66M	4.34M

June 2021



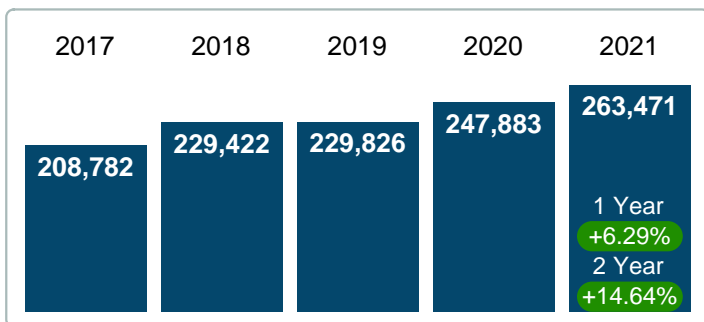
Area Delimited by County Of Rogers - Residential Property Type



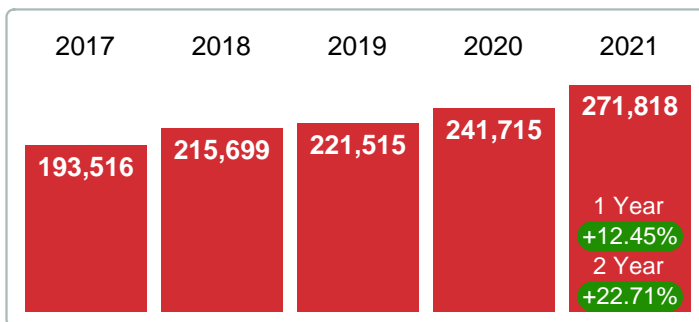
AVERAGE LIST PRICE AT CLOSING

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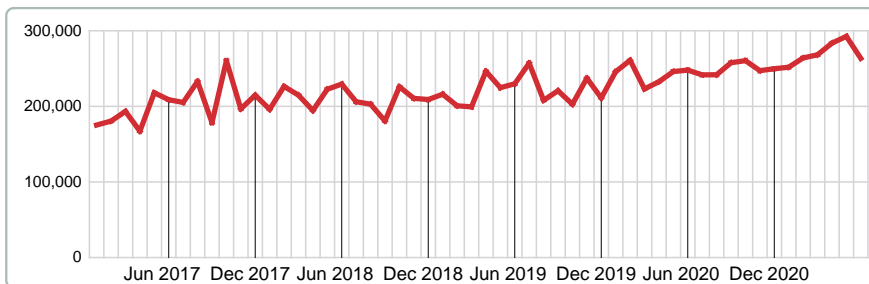
JUNE



YEAR TO DATE (YTD)

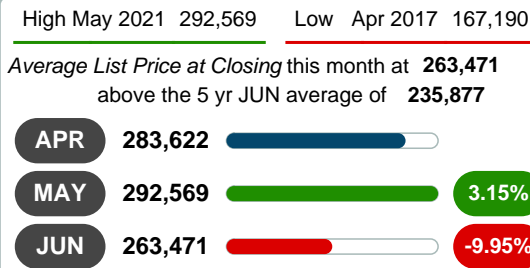


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 235,877



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	
\$75,000 and less	11	6.88%	58,736	69,900	61,150	0	
\$75,001 - \$150,000	25	15.63%	119,368	114,500	127,271	100,000	
\$150,001 - \$175,000	11	6.88%	165,338	0	164,329	168,000	
\$175,001 - \$250,000	54	33.75%	211,498	0	203,472	214,244	
\$250,001 - \$325,000	23	14.38%	291,618	340,000	287,060	282,727	
\$325,001 - \$450,000	22	13.75%	392,281	0	391,333	400,348	
\$450,001 and up	14	8.75%	710,571	377,500	825,137	581,600	
Average List Price		263,471		139,169	223,124	332,634	554,600
Total Closed Units		160	100%	263,471	16	89	47
Total Closed Volume		42,155,306			2.23M	19.86M	15.63M

June 2021



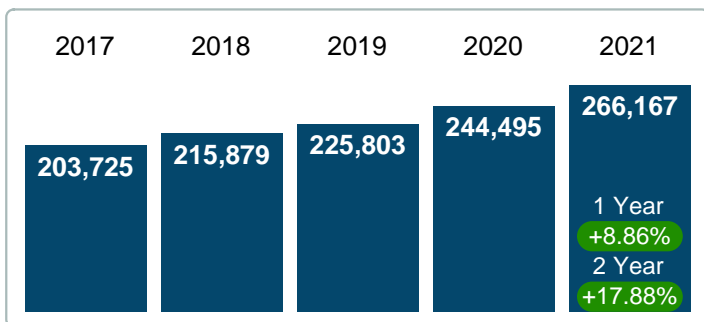
Area Delimited by County Of Rogers - Residential Property Type



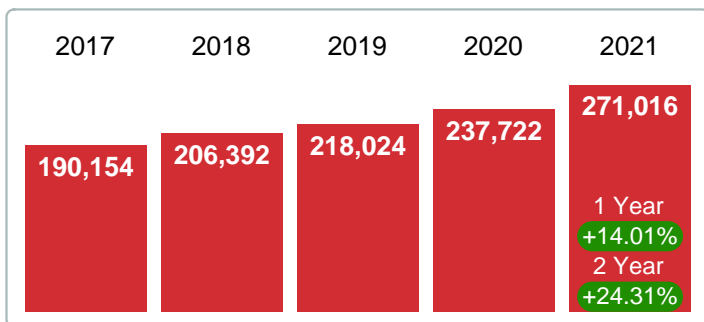
AVERAGE SOLD PRICE AT CLOSING

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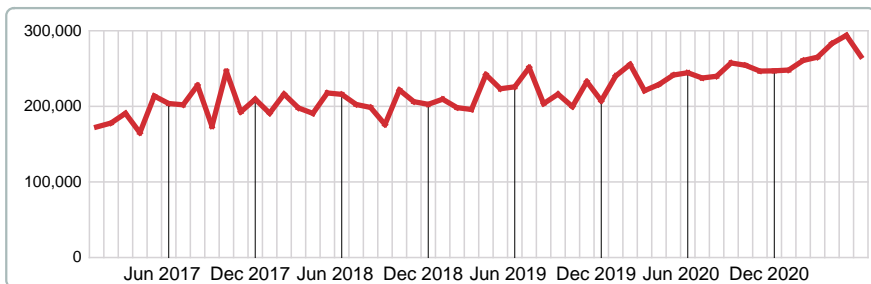
JUNE



YEAR TO DATE (YTD)

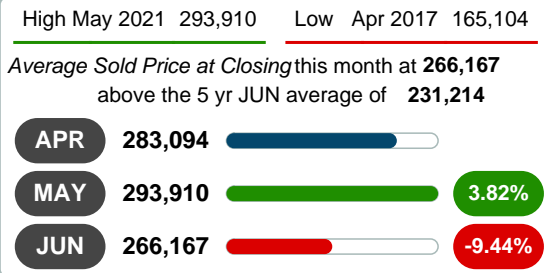


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 231,214



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	
\$75,000 and less	14	8.75%	61,623	62,771	60,092	0	
\$75,001 - \$150,000	20	12.50%	120,890	111,300	125,807	100,000	
\$150,001 - \$175,000	12	7.50%	165,243	0	164,993	168,000	
\$175,001 - \$250,000	48	30.00%	210,005	0	208,120	213,775	
\$250,001 - \$325,000	31	19.38%	287,110	315,000	289,713	283,395	
\$325,001 - \$450,000	18	11.25%	398,924	0	392,000	405,330	
\$450,001 and up	17	10.63%	656,588	537,500	856,587	575,461	
Average Sold Price		266,167		153,042	226,254	333,158	542,875
Total Closed Units		160	100%	266,167	16	89	47
Total Closed Volume		42,586,705			2.45M	20.14M	15.66M

June 2021



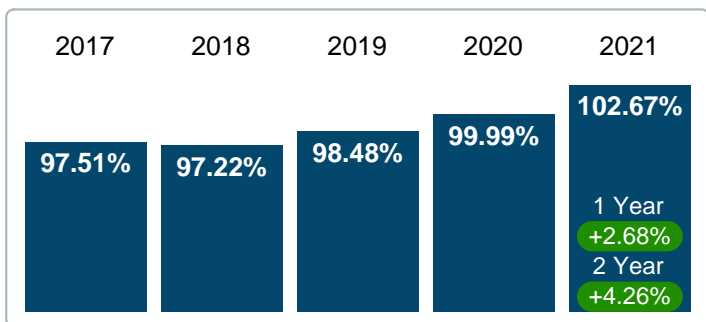
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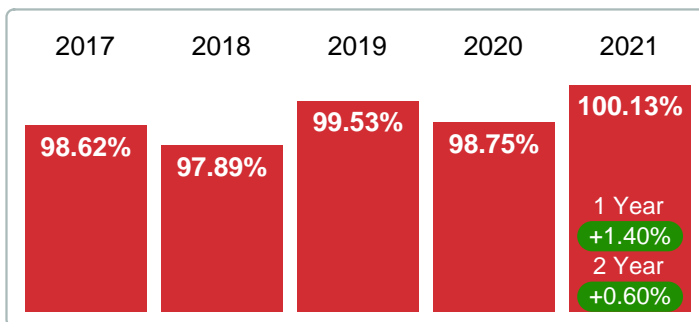
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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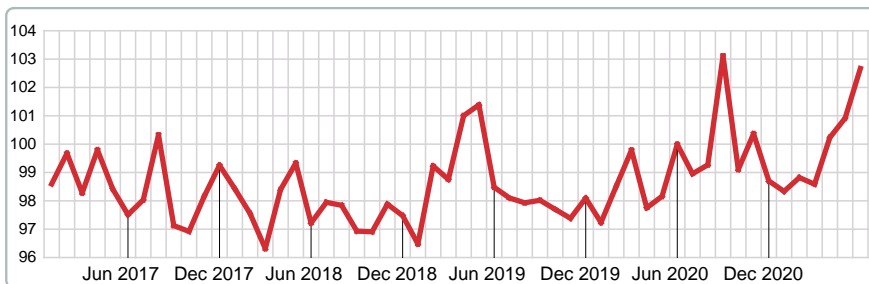
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

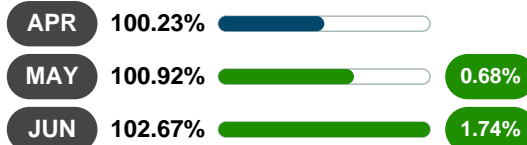


3 MONTHS

5 year JUN AVG = 99.17%

High Sep 2020 103.11% Low Mar 2018 96.31%

Average Sold/List Ratio this month at **102.67%**
above the 5 yr JUN average of **99.17%**



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
\$75,000 and less	14	8.75%	98.32%	92.58%	105.98%	0.00%	0.00%
\$75,001 - \$150,000	20	12.50%	98.41%	97.59%	98.59%	100.00%	0.00%
\$150,001 - \$175,000	12	7.50%	100.53%	0.00%	100.58%	100.00%	0.00%
\$175,001 - \$250,000	48	30.00%	101.49%	0.00%	102.32%	99.84%	0.00%
\$250,001 - \$325,000	31	19.38%	100.70%	92.65%	101.22%	100.58%	100.00%
\$325,001 - \$450,000	18	11.25%	101.10%	0.00%	100.22%	101.25%	101.54%
\$450,001 and up	17	10.63%	121.36%	281.18%	106.08%	99.76%	96.83%
Average Sold/List Ratio			102.70%	117.72%	101.57%	100.38%	98.21%
Total Closed Units	160	100%	102.70%	16	89	47	8
Total Closed Volume	42,586,705			2.45M	20.14M	15.66M	4.34M

June 2021



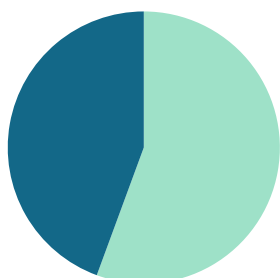
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

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INVENTORY

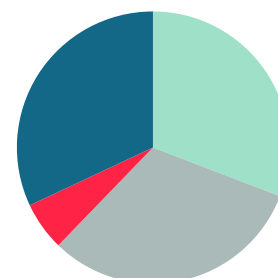


Inventory
 New Listings
198 = 55.62%
 Start Inventory
158
 Total Inventory Units
356
 Volume
\$133,265,107

Market Activity

Closed Sales
160 = 30.83%
 Pending Sales
163 = 31.41%
 Other Off Market
30 = 5.78%
 Active Inventory
166 = 31.98%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	160	160	0.00%	685	801	16.93%
Pending Sales	172	163	-5.23%	809	880	8.78%
New Listings	189	198	4.76%	980	958	-2.24%
Average List Price	247,883	263,471	6.29%	241,715	271,818	12.45%
Average Sale Price	244,495	266,167	8.86%	237,722	271,016	14.01%
Average Percent of Selling Price to List Price	99.99%	102.67%	2.68%	98.75%	100.13%	1.40%
Average Days on Market to Sale	38.89	18.33	-52.88%	39.96	24.21	-39.41%
Monthly Inventory	268	166	-38.06%	268	166	-38.06%
Months Supply of Inventory	2.14	1.15	-46.28%	2.14	1.15	-46.28%

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

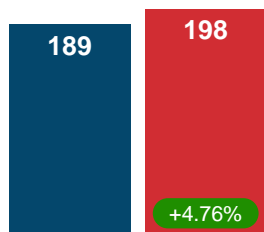
Inventory on June 30, 2021 = **166**

2020 **2021**

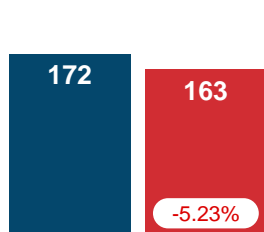
JUNE MARKET

AVERAGE PRICES

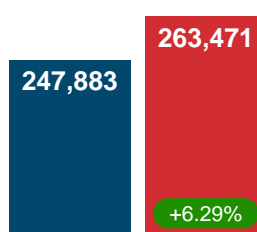
New Listings



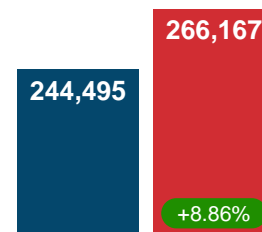
Pending Listings



List Price



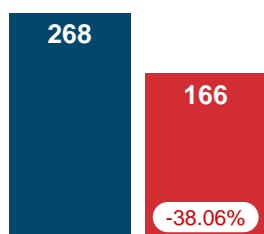
Sale Price



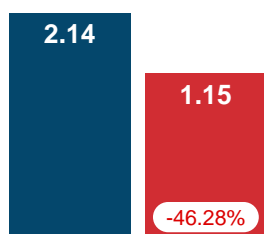
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

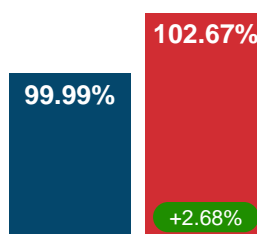
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

