

March 2021



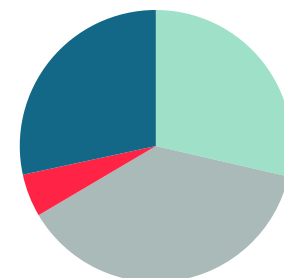
Area Delimited by County Of Rogers - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	March 2021	+/-%
Closed Listings	128	129	0.78%
Pending Listings	117	171	46.15%
New Listings	190	171	-10.00%
Average List Price	223,029	268,266	20.28%
Average Sale Price	220,750	265,080	20.08%
Average Percent of Selling Price to List Price	99.79%	98.59%	-1.20%
Average Days on Market to Sale	44.59	29.53	-33.79%
End of Month Inventory	337	128	-62.02%
Months Supply of Inventory	2.66	0.92	-65.28%



■ Closed (28.60%)
■ Pending (37.92%)
■ Other OffMarket (5.10%)
■ Active (28.38%)

Absorption: Last 12 months, an Average of **139** Sales/Month
Active Inventory as of March 31, 2021 = **128**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2021 decreased **62.02%** to 128 existing homes available for sale. Over the last 12 months this area has had an average of 139 closed sales per month. This represents an unsold inventory index of **0.92** 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 **20.08%** in March 2021 to \$265,080 versus the previous year at \$220,750.

Average Days on Market Shortens

The average number of **29.53** days that homes spent on the market before selling decreased by 15.07 days or **33.79%** in March 2021 compared to last year's same month at **44.59** DOM.

Sales Success for March 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 171 New Listings in March 2021, down **10.00%** from last year at 190. Furthermore, there were 129 Closed Listings this month versus last year at 128, a **0.78%** increase.

Closed versus Listed trends yielded a **75.4%** ratio, up from previous year's, March 2020, at **67.4%**, a **11.98%** upswing. 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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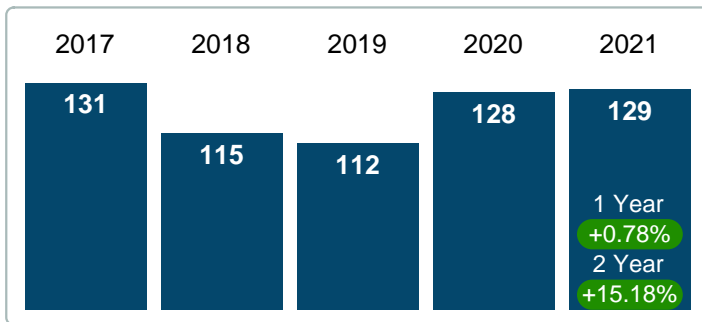
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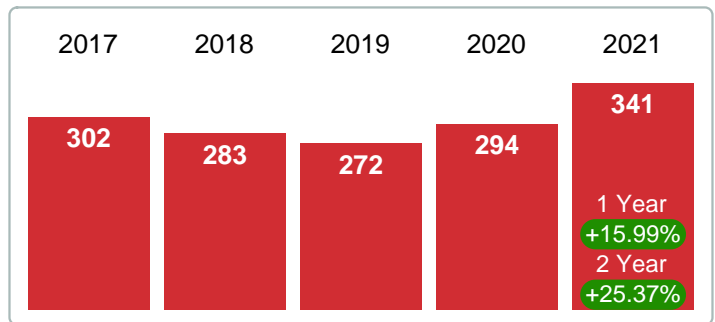
CLOSED LISTINGS

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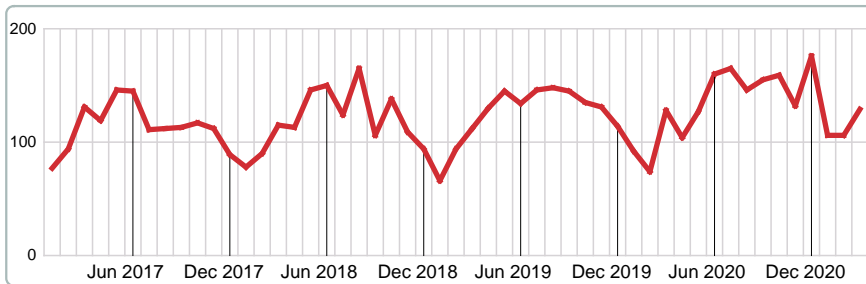
MARCH



YEAR TO DATE (YTD)

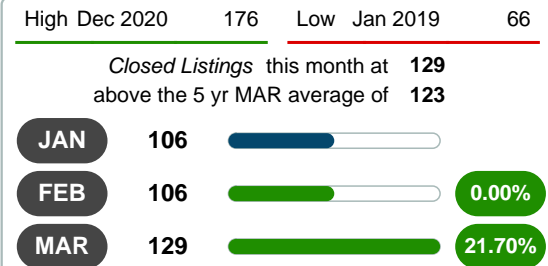


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 123



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	7.75%	44.4	3	5	1	1
\$125,001 - \$150,000	11	8.53%	10.3	2	8	1	0
\$150,001 - \$175,000	19	14.73%	27.0	1	14	4	0
\$175,001 - \$250,000	34	26.36%	18.9	0	22	11	1
\$250,001 - \$325,000	25	19.38%	21.0	0	10	14	1
\$325,001 - \$425,000	17	13.18%	55.5	0	7	9	1
\$425,001 and up	13	10.08%	48.1	0	2	5	6
Total Closed Units	129			6	68	45	10
Total Closed Volume	34,195,324	100%	29.5	707.00K	14.69M	13.55M	5.25M
Average Closed Price	\$265,080			\$117,833	\$216,022	\$301,142	\$524,740

March 2021



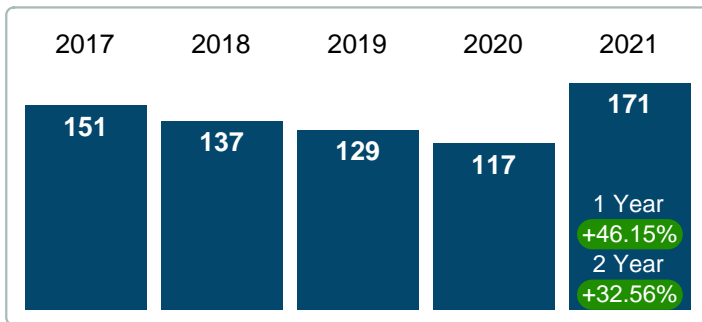
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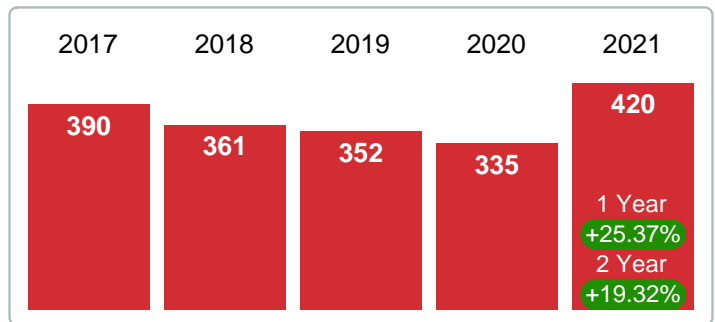
PENDING LISTINGS

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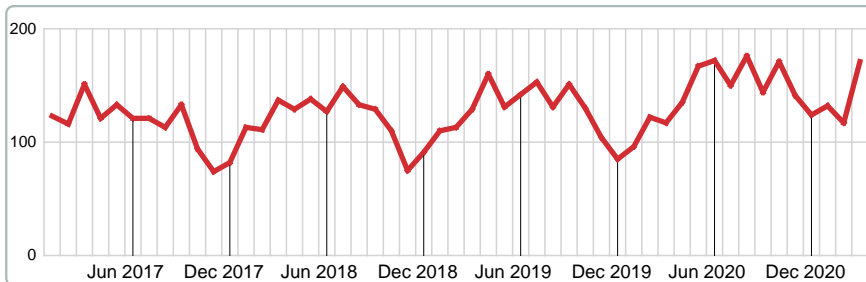
MARCH



YEAR TO DATE (YTD)

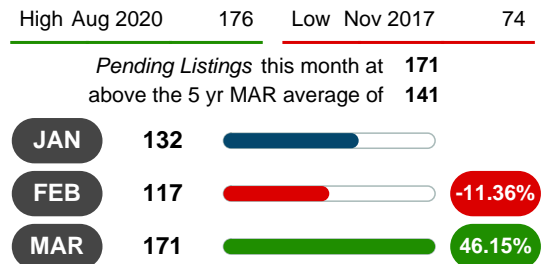


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 141



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	10	5.85%	25.9	4	6	0	0
\$125,001 - \$150,000	16	9.36%	9.9	2	13	1	0
\$150,001 - \$175,000	25	14.62%	16.0	0	24	1	0
\$175,001 - \$250,000	52	30.41%	9.0	1	33	18	0
\$250,001 - \$350,000	29	16.96%	33.0	0	18	10	1
\$350,001 - \$475,000	21	12.28%	37.5	0	3	18	0
\$475,001 and up	18	10.53%	77.4	1	1	12	4
Total Pending Units	171			8	98	60	5
Total Pending Volume	47,048,720	100%	25.1	1.47M	20.28M	22.11M	3.19M
Average Listing Price	\$273,750			\$183,488	\$206,961	\$368,530	\$637,380

March 2021



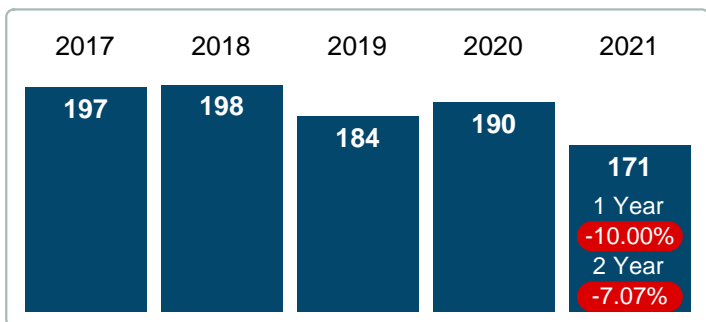
Area Delimited by County Of Rogers - Residential Property Type



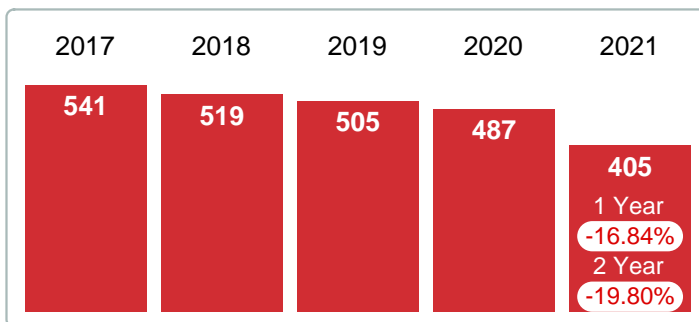
NEW LISTINGS

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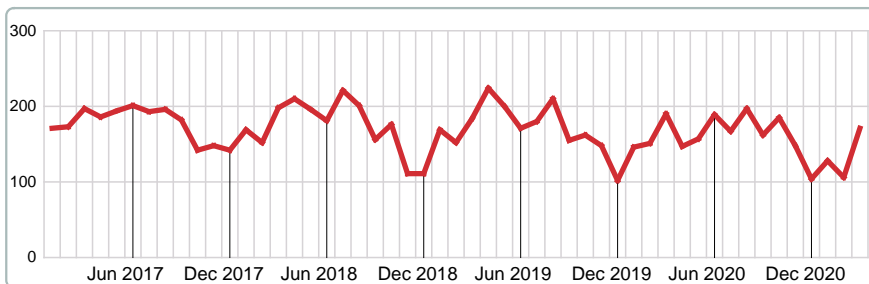
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 188

High Apr 2019 224 Low Dec 2019 102

New Listings this month at 171
 below the 5 yr MAR 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	15	8.77%	6	7	2	0
\$125,001 - \$150,000	16	9.36%	2	13	1	0
\$150,001 - \$175,000	23	13.45%	0	21	2	0
\$175,001 - \$250,000	49	28.65%	1	33	15	0
\$250,001 - \$350,000	28	16.37%	0	20	8	0
\$350,001 - \$500,000	22	12.87%	2	4	14	2
\$500,001 and up	18	10.53%	1	2	11	4
Total New Listed Units	171		12	100	53	6
Total New Listed Volume	48,383,006	100%	2.44M	21.43M	20.70M	3.81M
Average New Listed Listing Price	\$270,035		\$203,608	\$214,261	\$390,581	\$635,467

March 2021



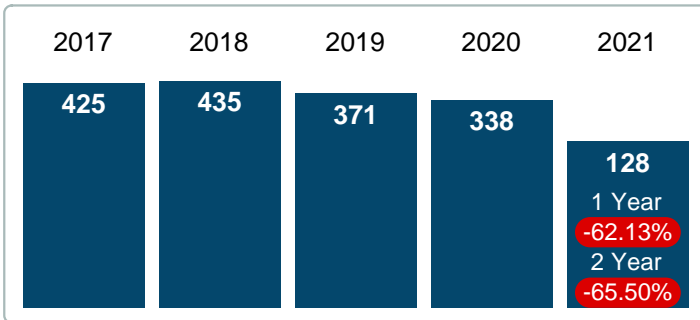
Area Delimited by County Of Rogers - Residential Property Type



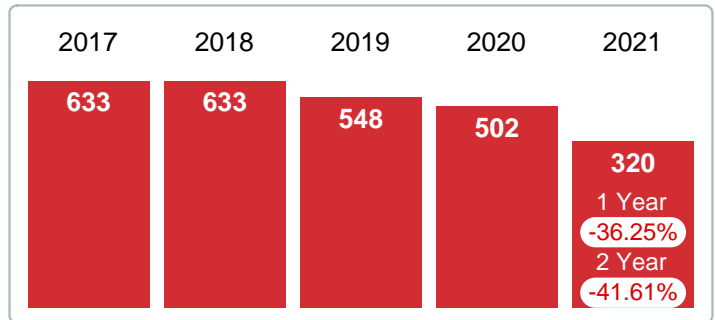
ACTIVE INVENTORY

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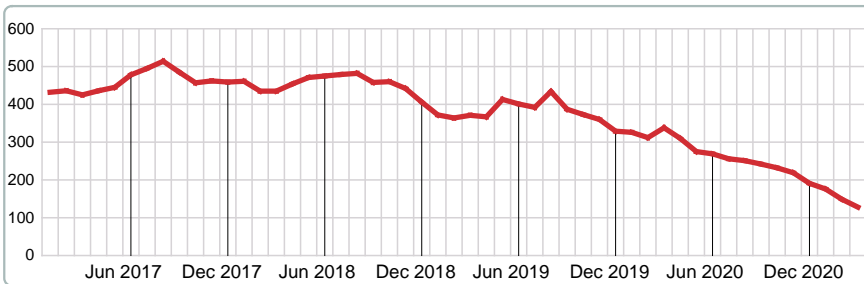
END OF MARCH



ACTIVE DURING MARCH

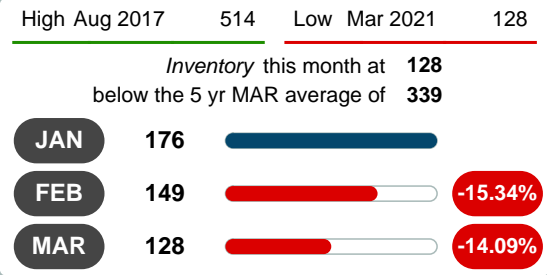


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 339



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	9	7.03%	78.2	7	1	1	0
\$75,001 - \$150,000	18	14.06%	55.2	6	11	1	0
\$150,001 - \$250,000	22	17.19%	35.6	1	9	12	0
\$250,001 - \$375,000	26	20.31%	63.7	2	13	9	2
\$375,001 - \$475,000	19	14.84%	76.3	0	3	14	2
\$475,001 - \$825,000	22	17.19%	84.4	1	3	9	9
\$825,001 and up	12	9.38%	148.0	0	2	4	6
Total Active Inventory by Units	128			17	42	50	19
Total Active Inventory by Volume	55,370,802	100%	72.0	2.37M	12.35M	22.26M	18.39M
Average Active Inventory Listing Price	\$432,584			\$139,417	\$294,051	\$445,141	\$968,079

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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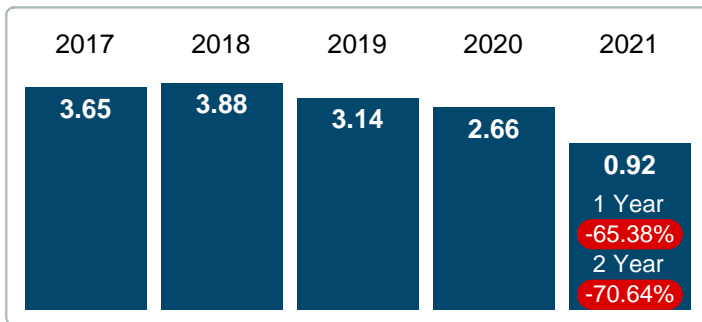
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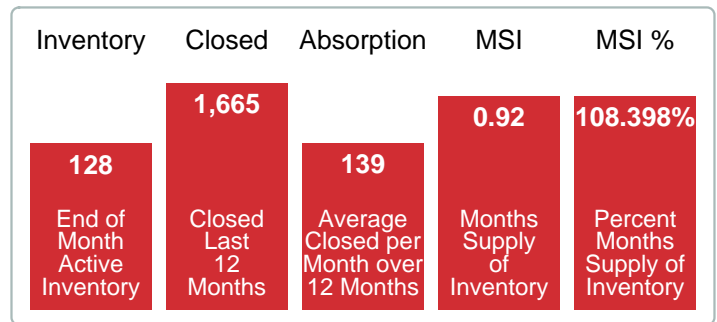
MONTHS SUPPLY of INVENTORY (MSI)

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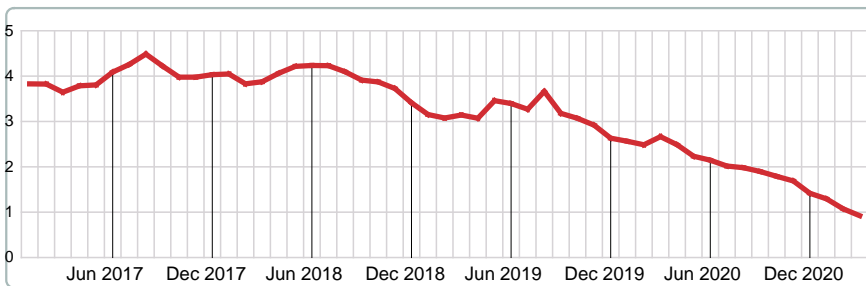
MSI FOR MARCH



INDICATORS FOR MARCH 2021



5 YEAR MARKET ACTIVITY TRENDS

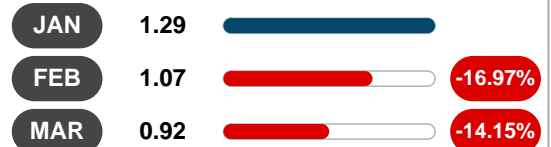


3 MONTHS

5 year MAR AVG = 2.85

High Aug 2017 4.49 Low Mar 2021 0.92

Months Supply this month at 0.92 below the 5 yr MAR average of 2.85



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	9	7.03%	1.57	3.23	0.35	1.71	0.00
\$75,001 - \$150,000	18	14.06%	0.72	1.57	0.59	0.46	0.00
\$150,001 - \$250,000	22	17.19%	0.39	0.86	0.24	0.72	0.00
\$250,001 - \$375,000	26	20.31%	0.84	6.00	1.03	0.56	0.96
\$375,001 - \$475,000	19	14.84%	1.43	0.00	1.33	1.58	0.92
\$475,001 - \$825,000	22	17.19%	3.67	0.00	4.50	2.84	4.15
\$825,001 and up	12	9.38%	10.29	0.00	24.00	8.00	12.00
Market Supply of Inventory (MSI)			0.92	2.22	0.56	1.04	2.48
Total Active Inventory by Units		100%	0.92	17	42	50	19

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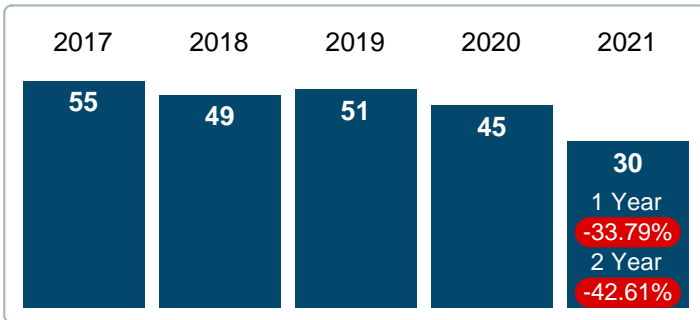
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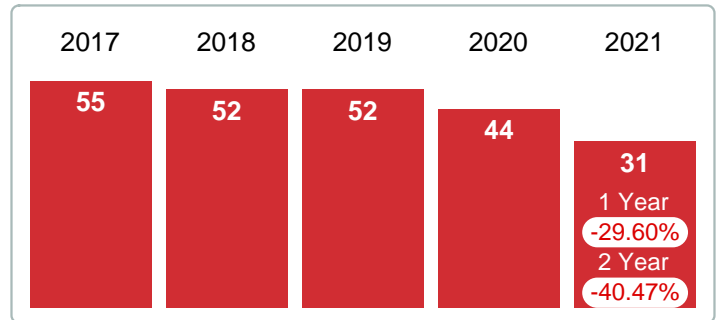
AVERAGE DAYS ON MARKET TO SALE

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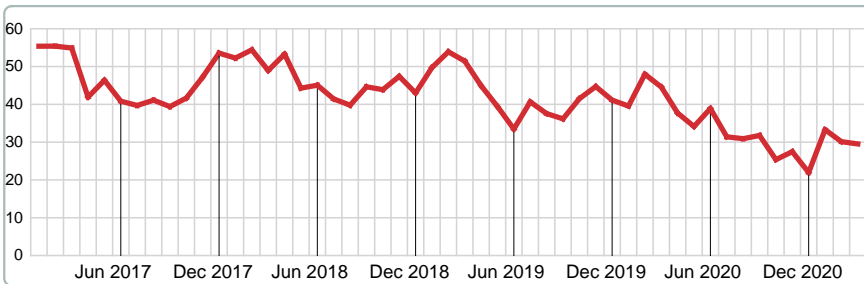
MARCH



YEAR TO DATE (YTD)

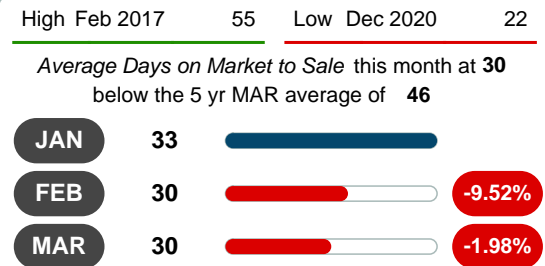


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR 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
\$125,000 and less	7.75%	44	24	51	3	116
\$125,001 - \$150,000	8.53%	10	5	13	2	0
\$150,001 - \$175,000	14.73%	27	1	25	41	0
\$175,001 - \$250,000	26.36%	19	0	15	29	3
\$250,001 - \$325,000	19.38%	21	0	24	19	16
\$325,001 - \$425,000	13.18%	56	0	63	56	1
\$425,001 and up	10.08%	48	0	10	25	80
Average Closed DOM		30	14	25	31	62
Total Closed Units	100%	30	6	68	45	10
Total Closed Volume		34,195,324	707.00K	14.69M	13.55M	5.25M

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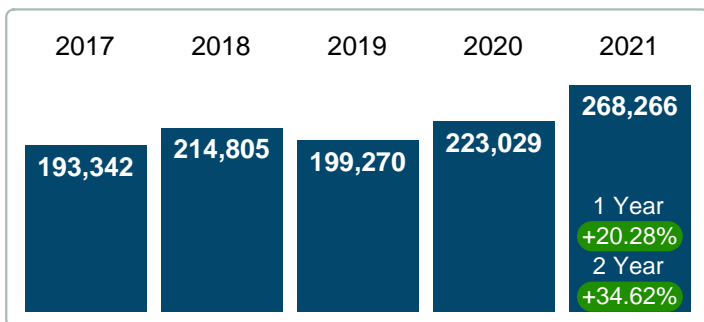
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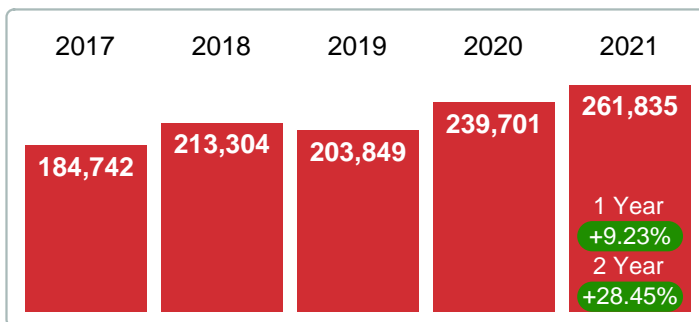
AVERAGE LIST PRICE AT CLOSING

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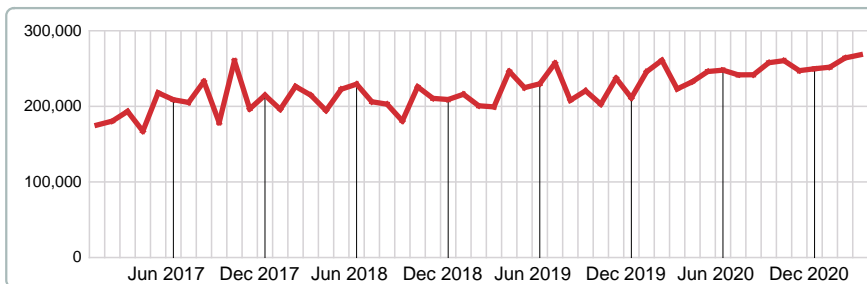
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

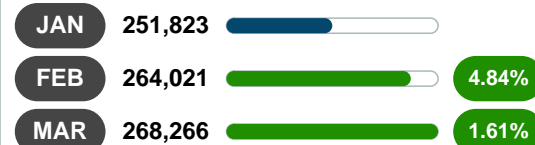


3 MONTHS

5 year MAR AVG = 219,742

High Mar 2021 268,266 Low Apr 2017 167,190

Average List Price at Closing this month at **268,266**
above the 5 yr MAR average of **219,742**



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	10	7.75%	83,860	87,967	96,360	39,900	
\$125,001 - \$150,000	9	6.98%	141,830	154,450	146,171	150,000	
\$150,001 - \$175,000	21	16.28%	166,457	150,000	167,993	163,475	
\$175,001 - \$250,000	32	24.81%	205,623	0	207,047	207,447	
\$250,001 - \$325,000	27	20.93%	277,777	0	272,729	285,629	
\$325,001 - \$425,000	16	12.40%	381,454	0	377,267	387,489	
\$425,001 and up	14	10.85%	629,457	0	479,500	594,199	
Average List Price		268,266		120,467	218,901	301,843	541,530
Total Closed Units		129	100%	268,266	6	68	45
Total Closed Volume		34,606,264			722.80K	14.89M	13.58M

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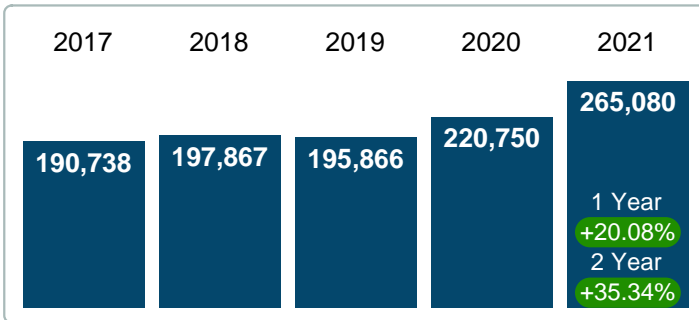
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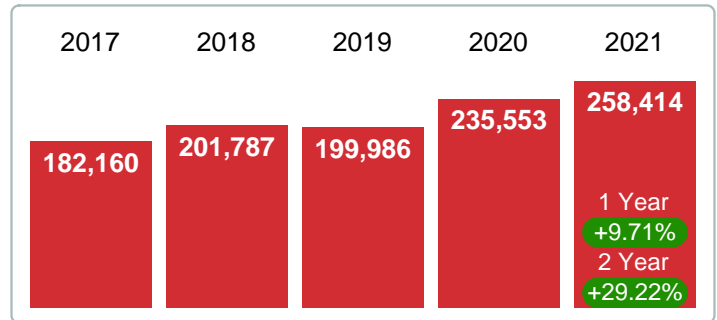
AVERAGE SOLD PRICE AT CLOSING

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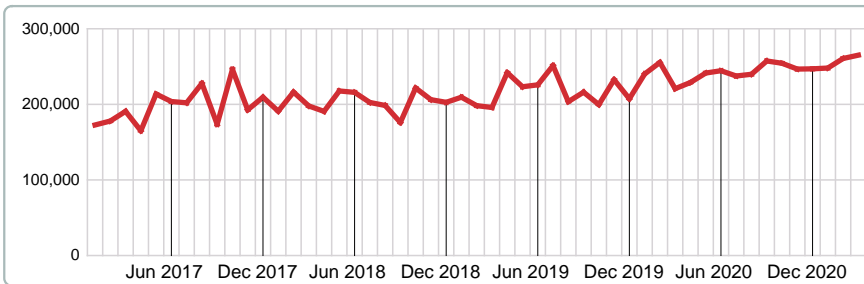
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

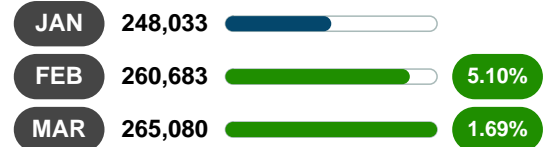


3 MONTHS

5 year MAR AVG = 214,060

High Mar 2021 265,080 Low Apr 2017 165,104

Average Sold Price at Closing this month at **265,080**
above the 5 yr MAR average of **214,060**



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	7.75%	77,648	86,667	89,695	25,000	43,000
\$125,001 - \$150,000	8.53%	140,655	147,500	139,025	140,000	0
\$150,001 - \$175,000	14.73%	164,721	152,000	166,157	162,875	0
\$175,001 - \$250,000	26.36%	208,706	0	206,265	209,833	250,000
\$250,001 - \$325,000	19.38%	279,570	0	274,436	284,993	255,000
\$325,001 - \$425,000	13.18%	380,551	0	367,996	385,933	420,000
\$425,001 and up	10.08%	629,795	0	472,250	592,687	713,233
Average Sold Price		265,080	117,833	216,022	301,142	524,740
Total Closed Units	100%	265,080	6	68	45	10
Total Closed Volume		34,195,324	707.00K	14.69M	13.55M	5.25M

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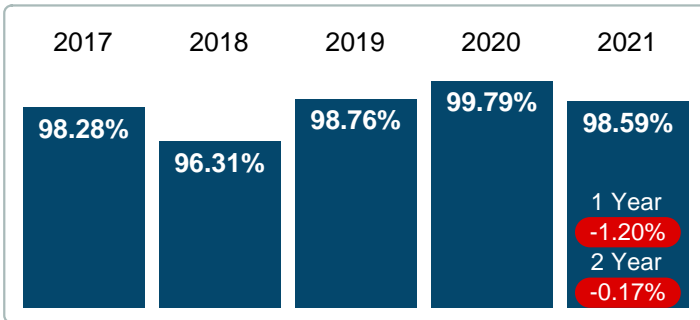
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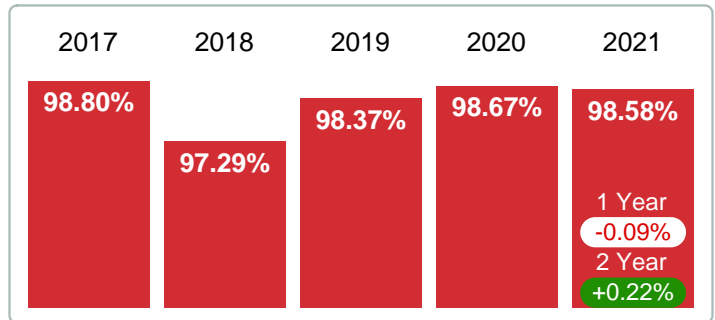
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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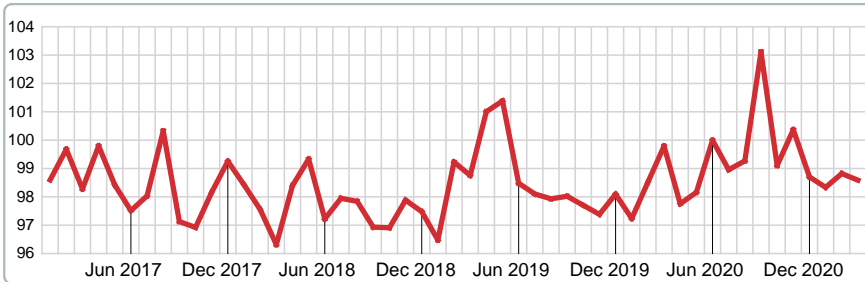
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

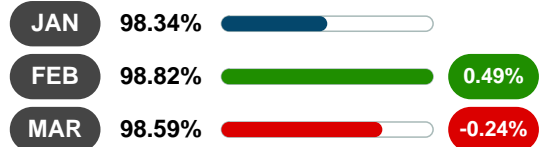


3 MONTHS

5 year MAR AVG = 98.35%

High Sep 2020 103.11% Low Mar 2018 96.31%

Average Sold/List Ratio this month at **98.59%** above the 5 yr MAR average of **98.35%**



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	7.75%	90.30%	97.45%	93.37%	62.66%	81.13%
\$125,001 - \$150,000	11	8.53%	95.66%	95.56%	95.97%	93.33%	0.00%
\$150,001 - \$175,000	19	14.73%	99.22%	101.33%	98.94%	99.65%	0.00%
\$175,001 - \$250,000	34	26.36%	100.34%	0.00%	99.87%	101.31%	100.04%
\$250,001 - \$325,000	25	19.38%	100.12%	0.00%	100.63%	99.78%	100.00%
\$325,001 - \$425,000	17	13.18%	98.95%	0.00%	97.93%	99.62%	100.00%
\$425,001 and up	13	10.08%	98.51%	0.00%	98.63%	99.77%	97.43%
Average Sold/List Ratio		98.60%		97.47%	98.62%	99.14%	96.57%
Total Closed Units		129	100%	6	68	45	10
Total Closed Volume		34,195,324		707.00K	14.69M	13.55M	5.25M

March 2021



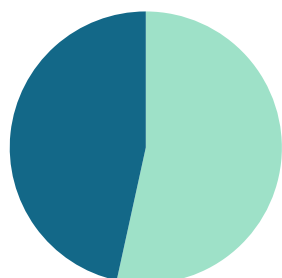
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

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

INVENTORY

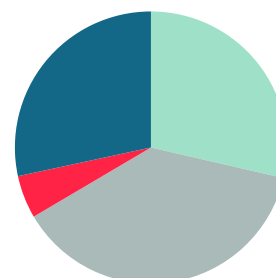


Inventory
 New Listings
171 = 53.44%
 Start Inventory
149
 Total Inventory Units
320
 Volume
\$111,174,047

Market Activity

Closed Sales
129 = 28.60%
 Pending Sales
171 = 37.92%
 Other Off Market
23 = 5.10%
 Active Inventory
128 = 28.38%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	128	129	0.78%	294	341	15.99%
Pending Sales	117	171	46.15%	335	420	25.37%
New Listings	190	171	-10.00%	487	405	-16.84%
Average List Price	223,029	268,266	20.28%	239,701	261,835	9.23%
Average Sale Price	220,750	265,080	20.08%	235,553	258,414	9.71%
Average Percent of Selling Price to List Price	99.79%	98.59%	-1.20%	98.67%	98.58%	-0.09%
Average Days on Market to Sale	44.59	29.53	-33.79%	43.87	30.88	-29.60%
Monthly Inventory	337	128	-62.02%	337	128	-62.02%
Months Supply of Inventory	2.66	0.92	-65.28%	2.66	0.92	-65.28%

Absorption: Last 12 months, an Average of **139** Sales/Month

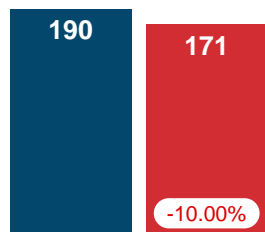
Inventory on March 31, 2021 = **128**

2020 **2021**

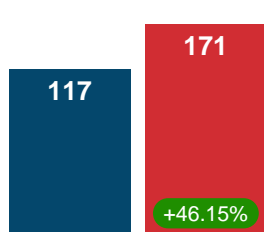
MARCH MARKET

AVERAGE PRICES

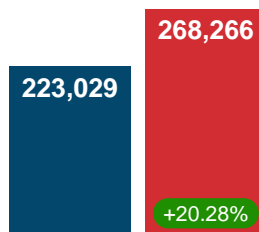
New Listings



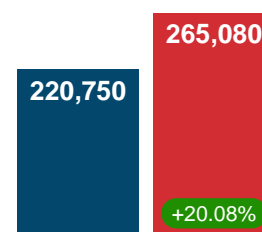
Pending Listings



List Price



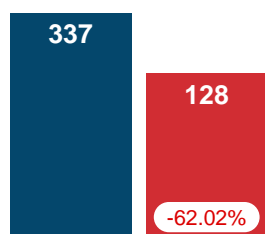
Sale Price



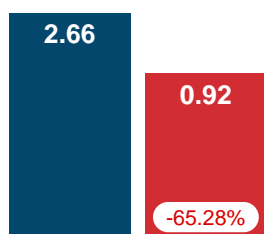
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

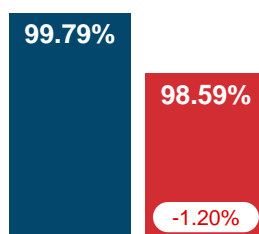
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

