

# March 2021



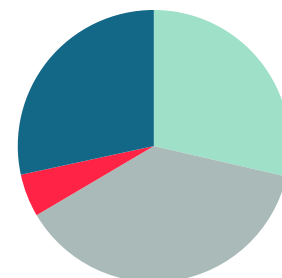
Area Delimited by County Of Rogers - Residential Property Type



## 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%
Median List Price	194,900	221,000	13.39%
Median Sale Price	191,000	221,900	16.18%
Median Percent of Selling Price to List Price	99.08%	100.00%	0.92%
Median Days on Market to Sale	19.50	4.00	-79.49%
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.

#### 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 **16.18%** in March 2021 to \$221,900 versus the previous year at \$191,000.

#### Median Days on Market Shortens

The median number of **4.00** days that homes spent on the market before selling decreased by 15.50 days or **79.49%** in March 2021 compared to last year's same month at **19.50** DOM.

#### Sales Success for March 2021 is Positive

Overall, with Median 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 Month's 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

# March 2021



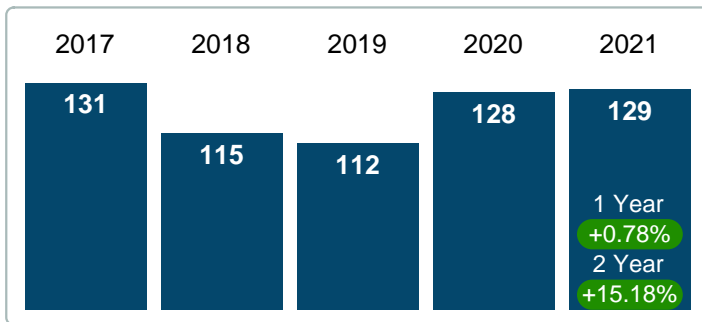
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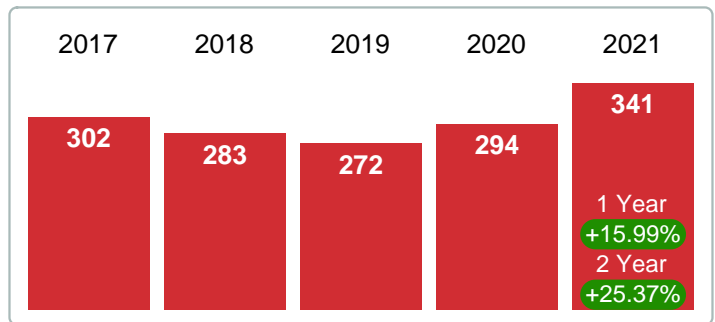
## CLOSED LISTINGS

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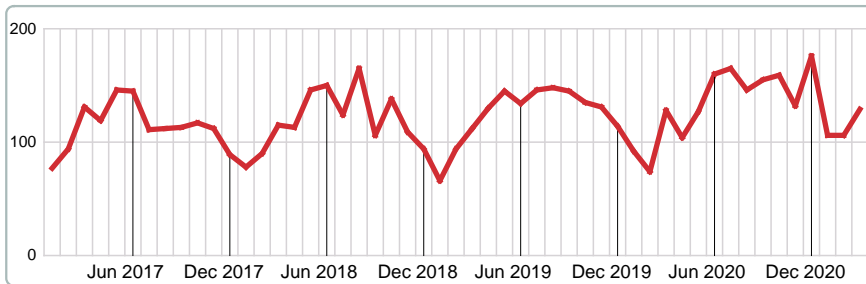
### MARCH



### YEAR TO DATE (YTD)

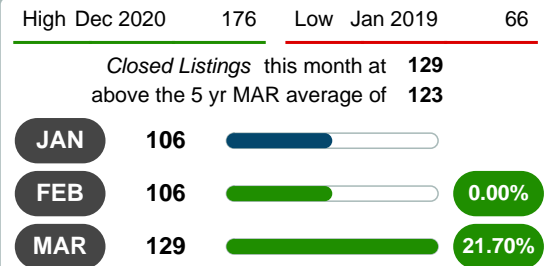


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 123



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	10	7.75%	20.5	3	5	1	1
\$125,001 - \$150,000	11	8.53%	3.0	2	8	1	0
\$150,001 - \$175,000	19	14.73%	4.0	1	14	4	0
\$175,001 - \$250,000	34	26.36%	4.0	0	22	11	1
\$250,001 - \$325,000	25	19.38%	4.0	0	10	14	1
\$325,001 - \$425,000	17	13.18%	10.0	0	7	9	1
\$425,001 and up	13	10.08%	3.0	0	2	5	6
<b>Total Closed Units</b>	<b>129</b>			<b>6</b>	<b>68</b>	<b>45</b>	<b>10</b>
<b>Total Closed Volume</b>	<b>34,195,324</b>	<b>100%</b>	<b>4.0</b>	<b>707.00K</b>	<b>14.69M</b>	<b>13.55M</b>	<b>5.25M</b>
<b>Median Closed Price</b>	<b>\$221,900</b>			<b>\$129,000</b>	<b>\$192,500</b>	<b>\$270,000</b>	<b>\$474,950</b>

# March 2021



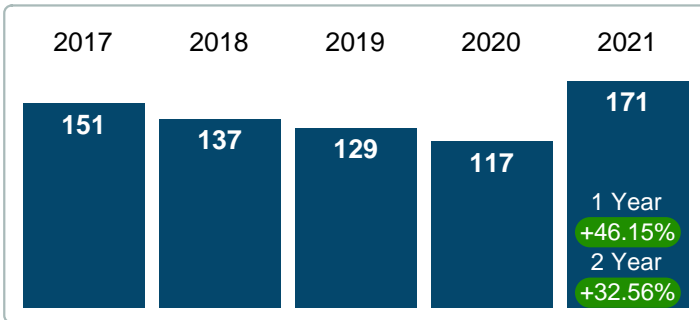
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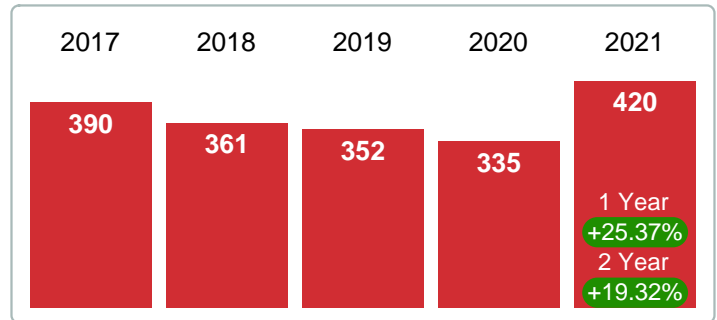
## PENDING LISTINGS

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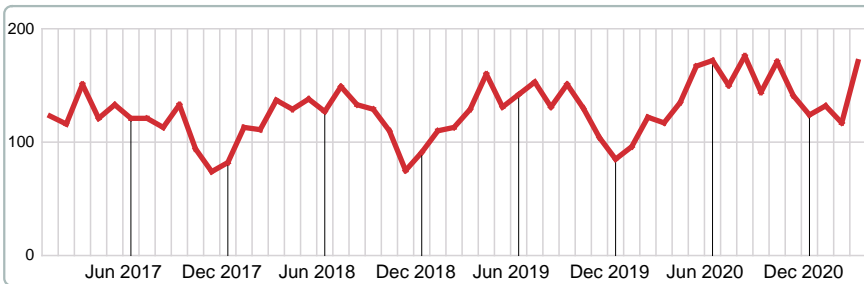
### MARCH



### YEAR TO DATE (YTD)

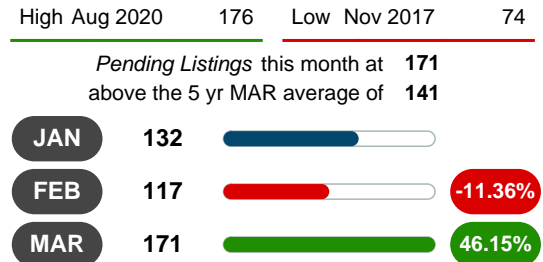


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 141



## PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	10	5.85%	4.5	4	6	0	0
\$125,001 - \$150,000	16	9.36%	3.0	2	13	1	0
\$150,001 - \$175,000	25	14.62%	5.0	0	24	1	0
\$175,001 - \$250,000	52	30.41%	3.0	1	33	18	0
\$250,001 - \$350,000	29	16.96%	6.0	0	18	10	1
\$350,001 - \$475,000	21	12.28%	13.0	0	3	18	0
\$475,001 and up	18	10.53%	34.5	1	1	12	4
<b>Total Pending Units</b>	<b>171</b>			<b>8</b>	<b>98</b>	<b>60</b>	<b>5</b>
<b>Total Pending Volume</b>	<b>47,048,720</b>	<b>100%</b>	<b>6.0</b>	<b>1.47M</b>	<b>20.28M</b>	<b>22.11M</b>	<b>3.19M</b>
<b>Median Listing Price</b>	<b>\$219,500</b>			<b>\$128,000</b>	<b>\$185,750</b>	<b>\$352,450</b>	<b>\$549,500</b>

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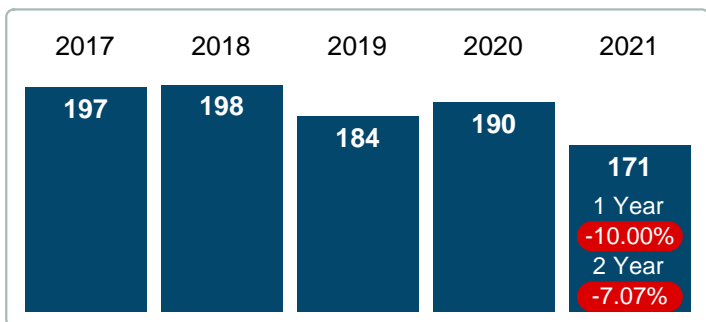
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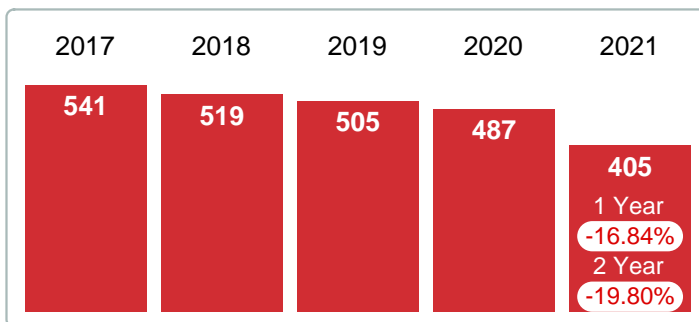
## NEW LISTINGS

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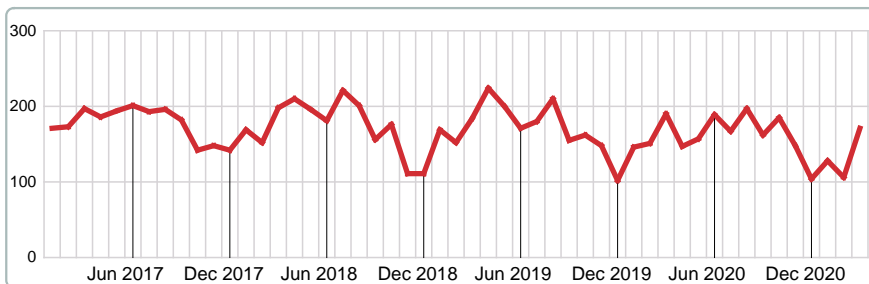
### MARCH



### 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
<b>Total New Listed Units</b>	<b>171</b>		<b>12</b>	<b>100</b>	<b>53</b>	<b>6</b>
<b>Total New Listed Volume</b>	<b>48,383,006</b>	<b>100%</b>	<b>2.44M</b>	<b>21.43M</b>	<b>20.70M</b>	<b>3.81M</b>
<b>Median New Listed Listing Price</b>	<b>\$215,000</b>		<b>\$111,250</b>	<b>\$189,700</b>	<b>\$314,900</b>	<b>\$571,450</b>

# March 2021



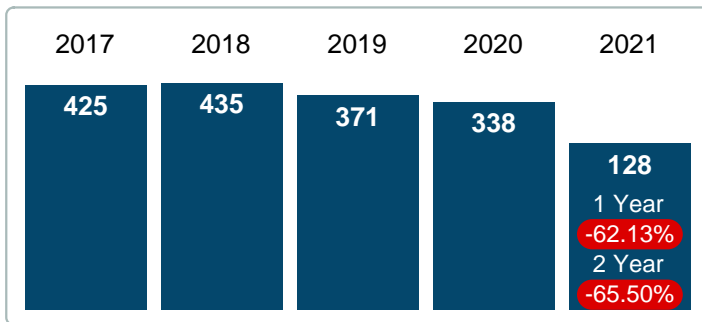
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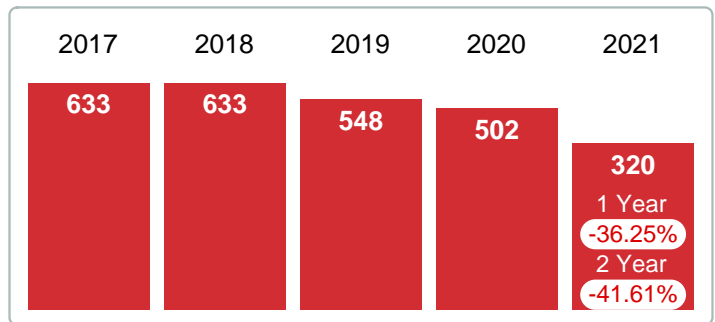
## ACTIVE INVENTORY

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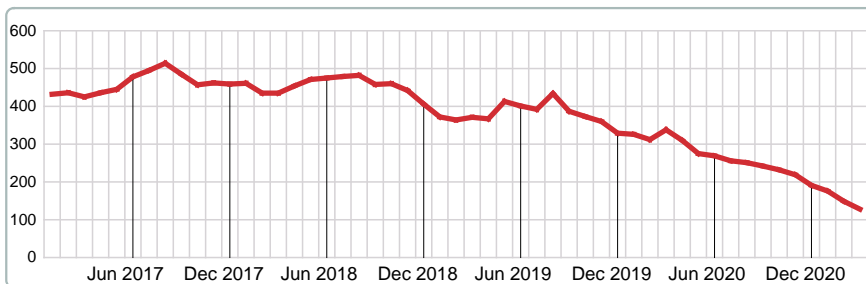
### END OF MARCH



### ACTIVE DURING MARCH

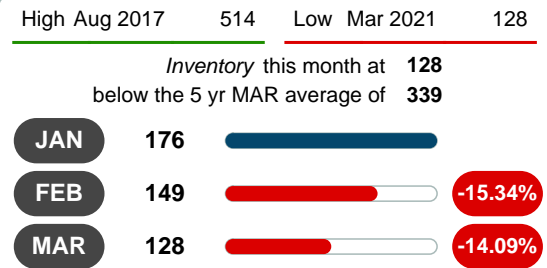


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 339



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	9	7.03%	106.0	7	1	1	0
\$75,001 - \$150,000	18	14.06%	24.0	6	11	1	0
\$150,001 - \$250,000	22	17.19%	12.0	1	9	12	0
\$250,001 - \$375,000	26	20.31%	43.0	2	13	9	2
\$375,001 - \$475,000	19	14.84%	56.0	0	3	14	2
\$475,001 - \$825,000	22	17.19%	48.0	1	3	9	9
\$825,001 and up	12	9.38%	165.5	0	2	4	6
<b>Total Active Inventory by Units</b>	<b>128</b>			<b>17</b>	<b>42</b>	<b>50</b>	<b>19</b>
<b>Total Active Inventory by Volume</b>	<b>55,370,802</b>	<b>100%</b>	<b>44.5</b>	<b>2.37M</b>	<b>12.35M</b>	<b>22.26M</b>	<b>18.39M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$327,450</b>			<b>\$85,000</b>	<b>\$237,450</b>	<b>\$383,700</b>	<b>\$674,900</b>

# March 2021



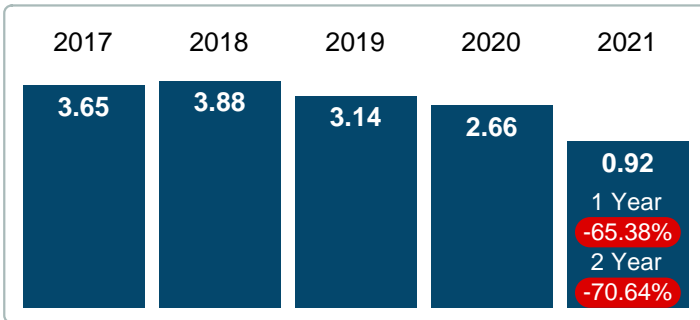
Area Delimited by County Of Rogers - Residential Property Type



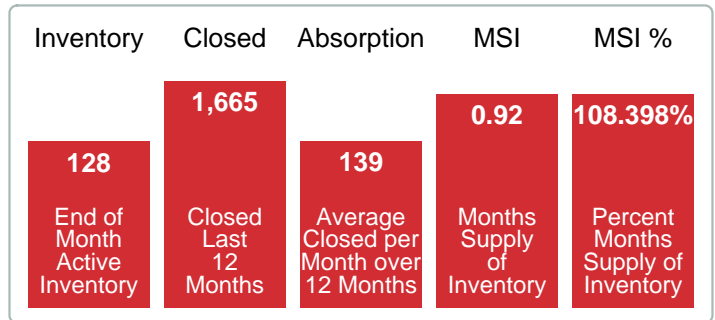
## MONTHS SUPPLY of INVENTORY (MSI)

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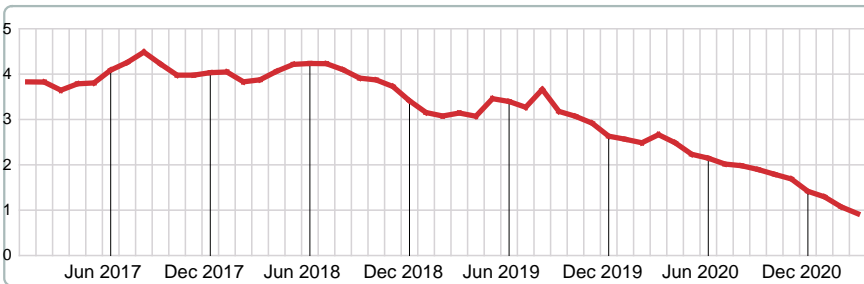
### MSI FOR MARCH



### INDICATORS FOR MARCH 2021



### 5 YEAR MARKET ACTIVITY TRENDS

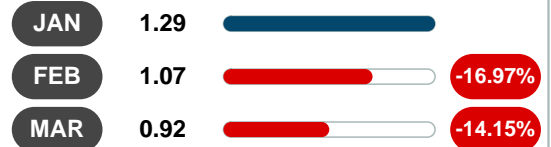


### 3 MONTHS

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

# March 2021



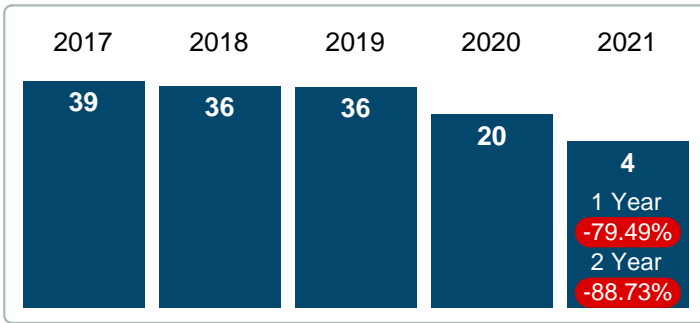
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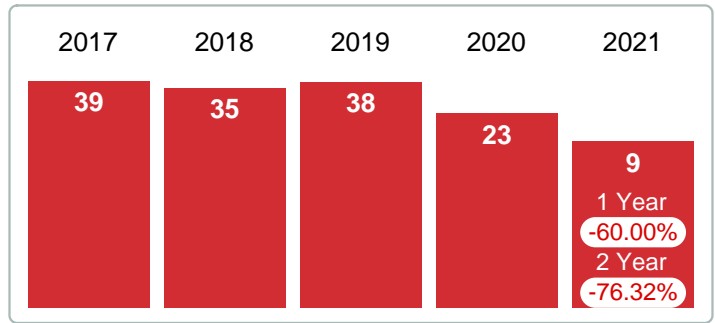
## MEDIAN DAYS ON MARKET TO SALE

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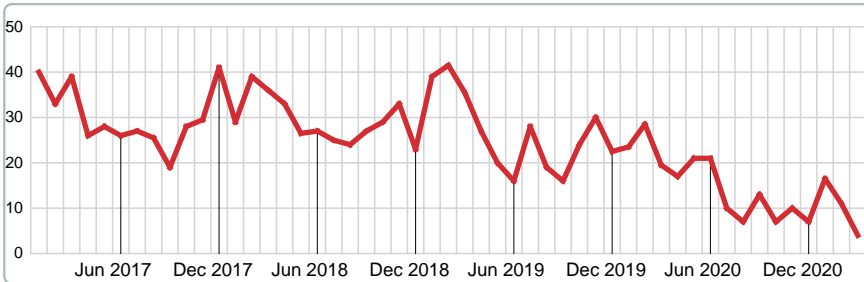
### MARCH



### YEAR TO DATE (YTD)

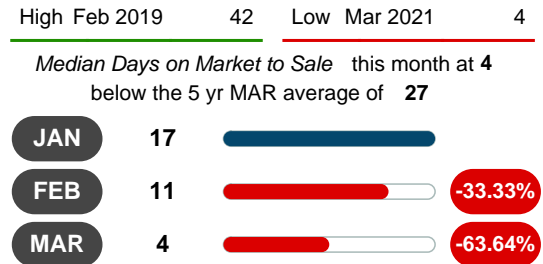


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 27



### 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	7.75%	21	24	17	3	116
\$125,001 - \$150,000	8.53%	3	5	10	2	0
\$150,001 - \$175,000	14.73%	4	1	5	4	0
\$175,001 - \$250,000	26.36%	4	0	3	7	3
\$250,001 - \$325,000	19.38%	4	0	6	4	16
\$325,001 - \$425,000	13.18%	10	0	2	13	1
\$425,001 and up	10.08%	3	0	10	2	95
Median Closed DOM		4	7	4	4	55
Total Closed Units	100%	129	6	68	45	10
Total Closed Volume		34,195,324	707.00K	14.69M	13.55M	5.25M

# March 2021



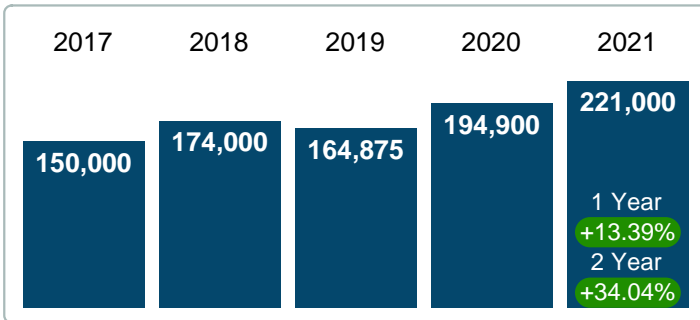
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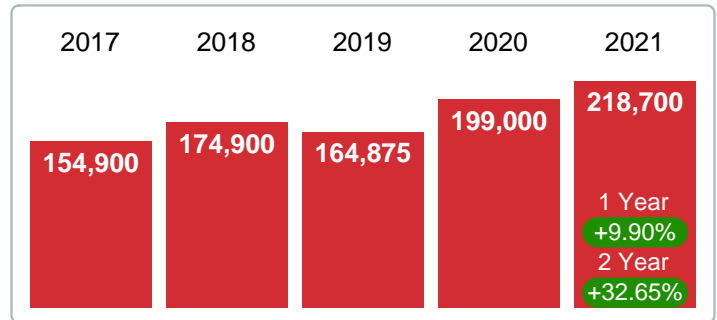
## MEDIAN LIST PRICE AT CLOSING

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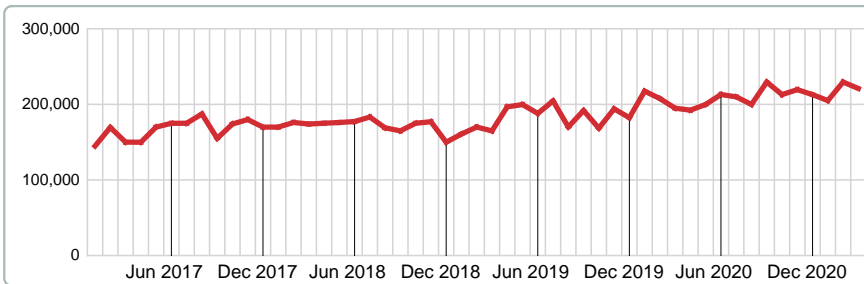
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

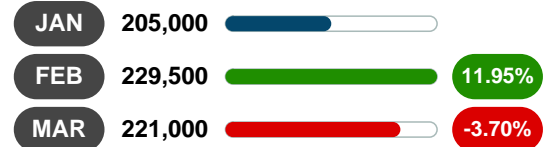


### 3 MONTHS

5 year MAR AVG = 180,955

High Feb 2021 229,500 Low Jan 2017 144,900

Median List Price at Closing this month at **221,000**  
above the 5 yr MAR average of **180,955**



### 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	10	7.75%	94,700	89,900	111,900	39,900	53,000	
\$125,001 - \$150,000	9	6.98%	139,900	149,500	137,385	150,000	0	
\$150,001 - \$175,000	21	16.28%	168,000	159,900	169,900	162,950	0	
\$175,001 - \$250,000	32	24.81%	203,950	0	204,900	201,500	249,900	
\$250,001 - \$325,000	27	20.93%	272,825	0	268,200	279,900	255,000	
\$325,001 - \$425,000	16	12.40%	384,900	0	364,950	384,900	420,000	
\$425,001 and up	14	10.85%	494,450	0	445,000	452,200	599,250	
Median List Price		221,000		129,500	189,450	275,000	474,950	
Total Closed Units		129	100%	221,000	6	68	45	10
Total Closed Volume		34,606,264			722.80K	14.89M	13.58M	5.42M



# March 2021



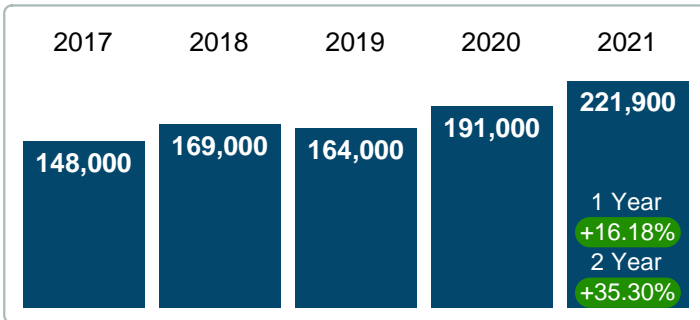
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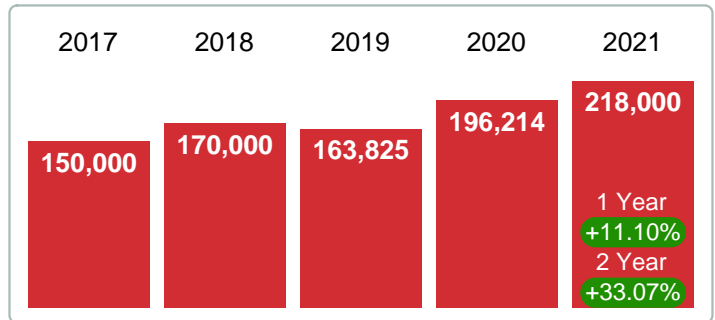
## MEDIAN SOLD PRICE AT CLOSING

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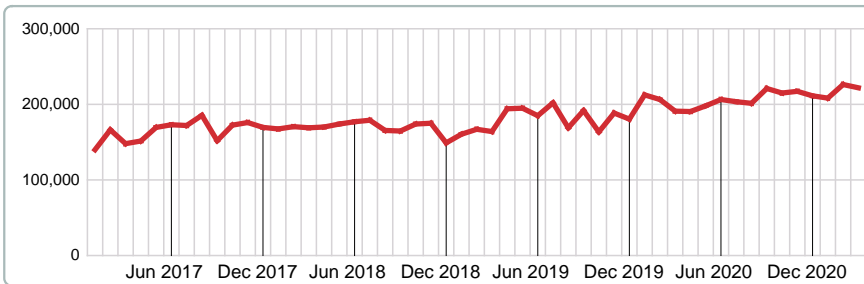
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

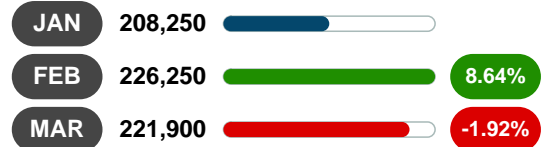


### 3 MONTHS

5 year MAR AVG = 178,780

High Feb 2021 226,250 Low Jan 2017 140,000

Median Sold Price at Closing this month at **221,900** above the 5 yr MAR average of **178,780**



### 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	7.75%	89,000	89,000	99,500	25,000	43,000
\$125,001 - \$150,000	8.53%	140,000	147,500	140,000	140,000	0
\$150,001 - \$175,000	14.73%	165,000	152,000	167,170	161,000	0
\$175,001 - \$250,000	26.36%	210,500	0	208,000	210,000	250,000
\$250,001 - \$325,000	19.38%	272,825	0	270,513	287,000	255,000
\$325,001 - \$425,000	13.18%	384,900	0	375,000	394,500	420,000
\$425,001 and up	10.08%	499,900	0	472,250	455,000	589,750
Median Sold Price		221,900	129,000	192,500	270,000	474,950
Total Closed Units	100%	221,900	6	68	45	10
Total Closed Volume		34,195,324	707.00K	14.69M	13.55M	5.25M

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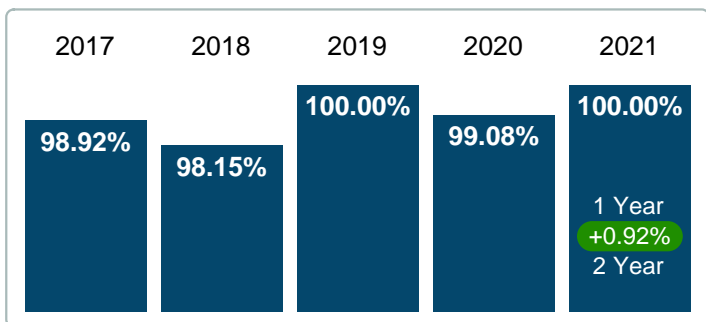
Area Delimited by County Of Rogers - Residential Property Type



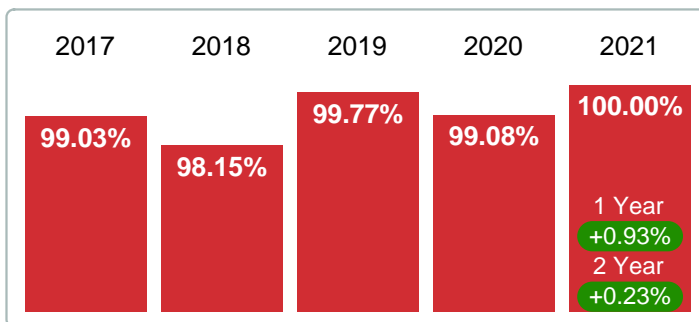
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

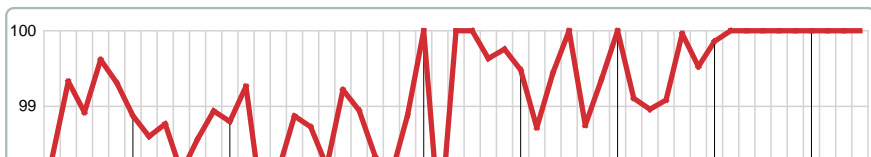
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 99.23%

High Mar 2021 100.00% Low Jan 2019 97.39%

Median Sold/List Ratio this month at 100.00% above the 5 yr MAR average of 99.23%

JAN 100.00%  
FEB 100.00%  
MAR 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	7.75%	94.59%	99.00%	97.07%	62.66%	81.13%
\$125,001 - \$150,000	11	8.53%	96.19%	95.56%	98.10%	93.33%	0.00%
\$150,001 - \$175,000	19	14.73%	100.00%	101.33%	100.00%	100.44%	0.00%
\$175,001 - \$250,000	34	26.36%	100.00%	0.00%	100.00%	100.00%	100.04%
\$250,001 - \$325,000	25	19.38%	100.00%	0.00%	100.00%	100.00%	100.00%
\$325,001 - \$425,000	17	13.18%	100.00%	0.00%	100.00%	100.00%	100.00%
\$425,001 and up	13	10.08%	100.00%	0.00%	98.63%	100.00%	98.41%
Median Sold/List Ratio		100.00%		98.16%	100.00%	100.00%	99.28%
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



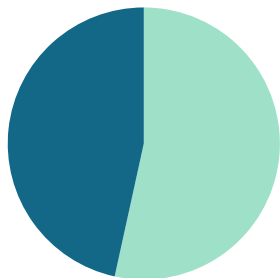
Area Delimited by County Of Rogers - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

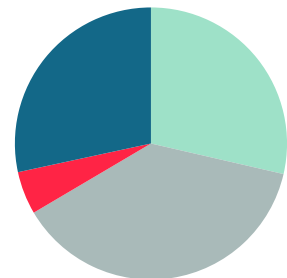


**Inventory**  
 New Listings  
**171 = 53.44%**  
 Start Inventory  
**149**  
 Total Inventory Units  
**320**  
 Volume  
**\$111,174,047**

### 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%
Median List Price	194,900	221,000	13.39%	199,000	218,700	9.90%
Median Sale Price	191,000	221,900	16.18%	196,214	218,000	11.10%
Median Percent of Selling Price to List Price	99.08%	100.00%	0.92%	99.08%	100.00%	0.93%
Median Days on Market to Sale	19.50	4.00	-79.49%	22.50	9.00	-60.00%
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

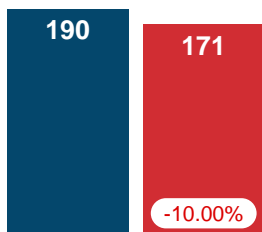
**Inventory** on March 31, 2021 = **128**

**2020** **2021**

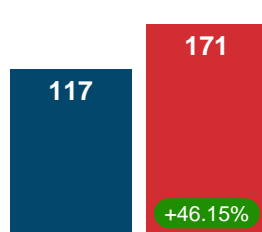
### MARCH MARKET

### MEDIAN PRICES

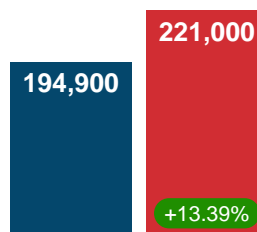
#### New Listings



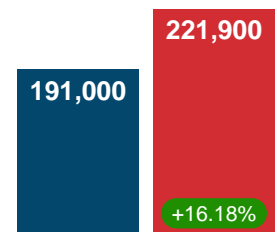
#### Pending Listings



#### List Price



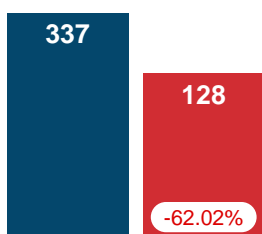
#### Sale Price



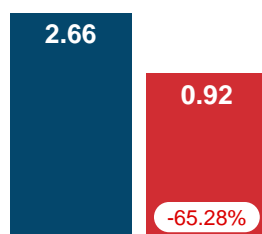
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

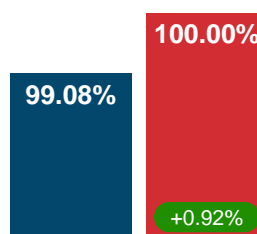
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

