

November 2021



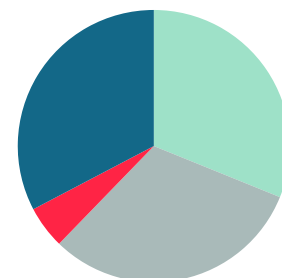
Area Delimited by County Of Rogers - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2020	2021	+/-%
Closed Listings	132	160	21.21%
Pending Listings	141	160	13.48%
New Listings	148	152	2.70%
Average List Price	247,231	285,745	15.58%
Average Sale Price	246,661	285,413	15.71%
Average Percent of Selling Price to List Price	100.37%	99.68%	-0.69%
Average Days on Market to Sale	27.48	21.84	-20.52%
End of Month Inventory	220	168	-23.64%
Months Supply of Inventory	1.70	1.15	-32.49%



■ Closed (31.13%)
■ Pending (31.13%)
■ Other OffMarket (5.06%)
■ Active (32.68%)

Absorption: Last 12 months, an Average of **147** Sales/Month
Active Inventory as of November 30, 2021 = **168**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2021 decreased **23.64%** to 168 existing homes available for sale. Over the last 12 months this area has had an average of 147 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 **15.71%** in November 2021 to \$285,413 versus the previous year at \$246,661.

Average Days on Market Shortens

The average number of **21.84** days that homes spent on the market before selling decreased by 5.64 days or **20.52%** in November 2021 compared to last year's same month at **27.48** DOM.

Sales Success for November 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 152 New Listings in November 2021, up **2.70%** from last year at 148. Furthermore, there were 160 Closed Listings this month versus last year at 132, a **21.21%** increase.

Closed versus Listed trends yielded a **105.3%** ratio, up from previous year's, November 2020, at **89.2%**, a **18.02%** upswing. This will certainly create pressure on a decreasing Month's 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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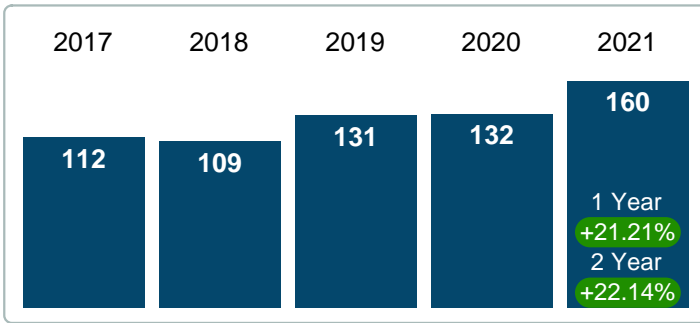
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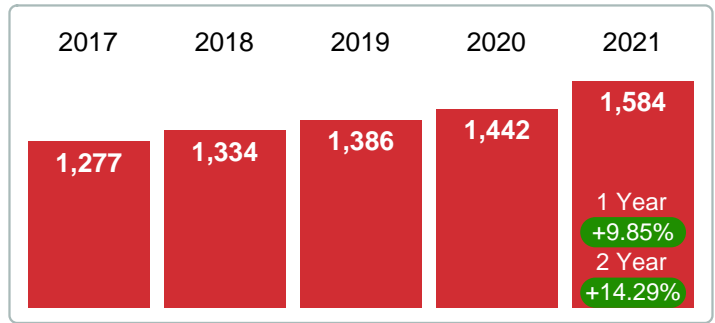
CLOSED LISTINGS

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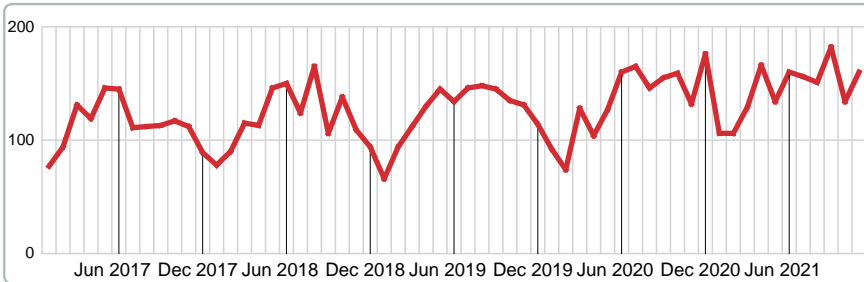
NOVEMBER



YEAR TO DATE (YTD)

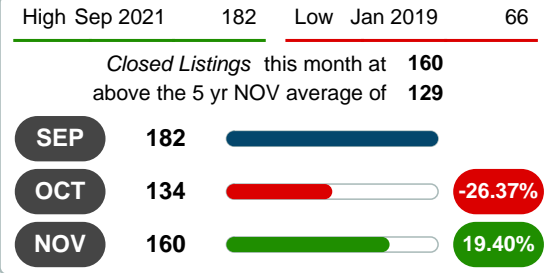


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 129



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	12	7.50%	19.2	4	7	0	1
\$125,001 - \$175,000	23	14.38%	21.5	3	17	2	1
\$175,001 - \$225,000	20	12.50%	19.2	0	17	3	0
\$225,001 - \$300,000	45	28.13%	14.2	0	26	19	0
\$300,001 - \$350,000	20	12.50%	12.8	2	10	7	1
\$350,001 - \$475,000	25	15.63%	25.5	0	10	15	0
\$475,001 and up	15	9.38%	57.1	0	1	11	3
Total Closed Units	160			9	88	57	6
Total Closed Volume	45,666,035	100%	21.8	1.47M	21.11M	20.41M	2.67M
Average Closed Price	\$285,413			\$163,833	\$239,925	\$358,098	\$444,417

November 2021



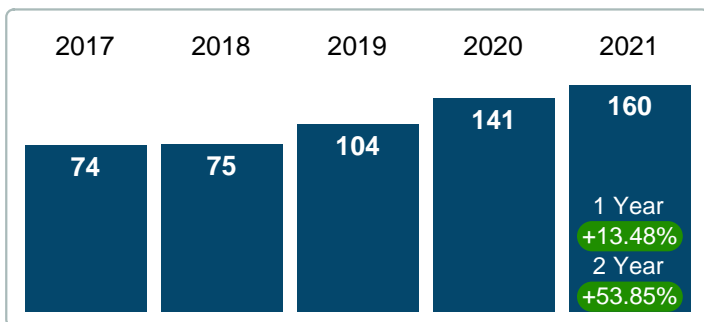
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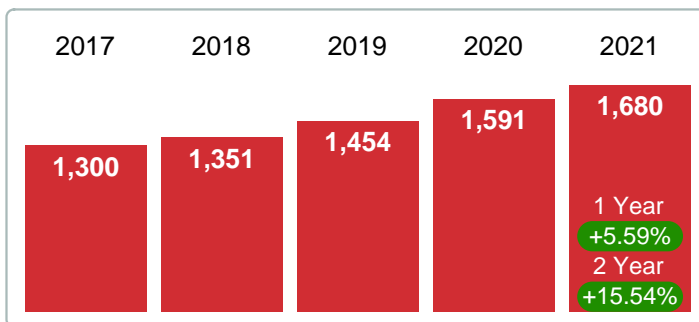
PENDING LISTINGS

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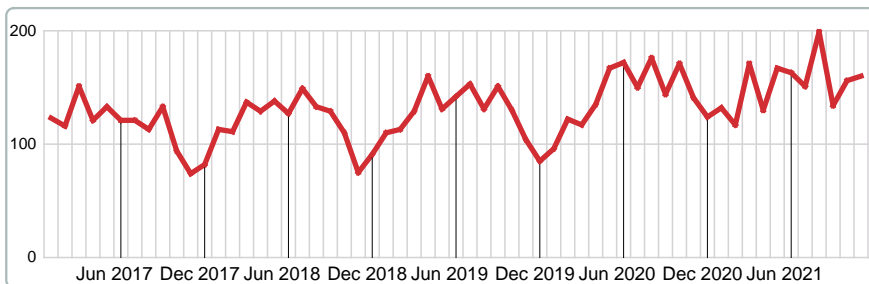
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

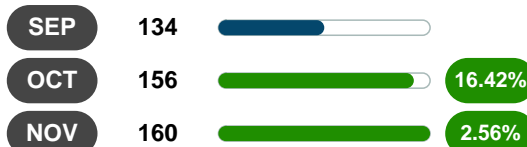


3 MONTHS

5 year NOV AVG = 111

High Aug 2021 199 Low Nov 2017 74

Pending Listings this month at 160 above the 5 yr NOV average of 111



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	15	9.38%	32.6	6	9	0	0
\$125,001 - \$150,000	10	6.25%	22.9	2	7	1	0
\$150,001 - \$200,000	35	21.88%	23.5	1	28	6	0
\$200,001 - \$275,000	36	22.50%	28.1	1	26	9	0
\$275,001 - \$425,000	28	17.50%	16.8	0	13	14	1
\$425,001 - \$550,000	19	11.88%	27.9	0	6	9	4
\$550,001 and up	17	10.63%	67.2	1	3	9	4
Total Pending Units	160			11	92	48	9
Total Pending Volume	52,363,876	100%	29.0	2.24M	22.06M	19.96M	8.10M
Average Listing Price	\$325,332			\$204,018	\$239,825	\$415,849	\$899,453



Area Delimited by County Of Rogers - Residential Property Type

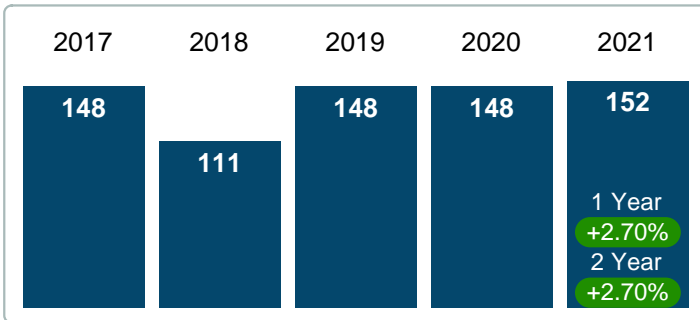


November 2021

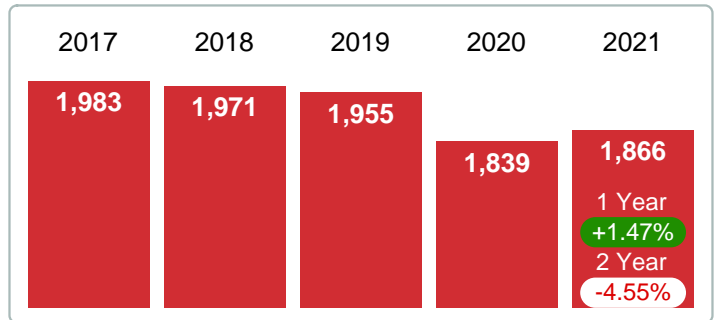
NEW LISTINGS

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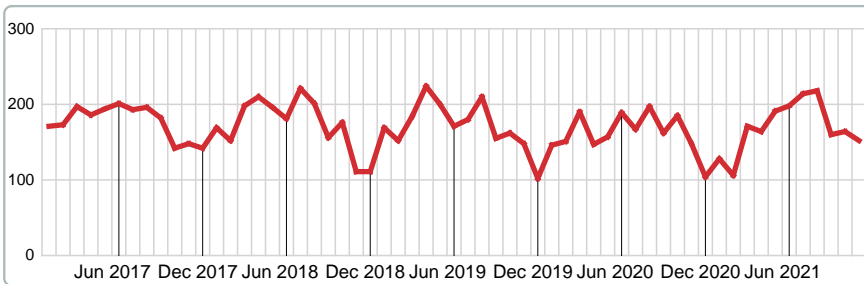
NOVEMBER



YEAR TO DATE (YTD)

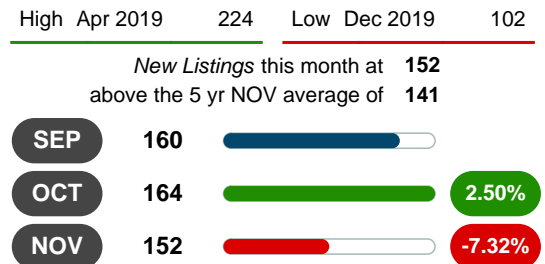


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 141



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	8	5.26%	4	4	0	0
\$125,001 - \$175,000	25	16.45%	2	22	1	0
\$175,001 - \$200,000	22	14.47%	0	18	4	0
\$200,001 - \$300,000	39	25.66%	0	33	6	0
\$300,001 - \$425,000	22	14.47%	0	6	16	0
\$425,001 - \$550,000	20	13.16%	0	4	13	3
\$550,001 and up	16	10.53%	0	1	8	7
Total New Listed Units		152	6	88	48	10
Total New Listed Volume		50,896,891	578.10K	20.11M	21.65M	8.55M
Average New Listed Listing Price		\$309,085	\$96,350	\$228,577	\$451,024	\$855,487

November 2021



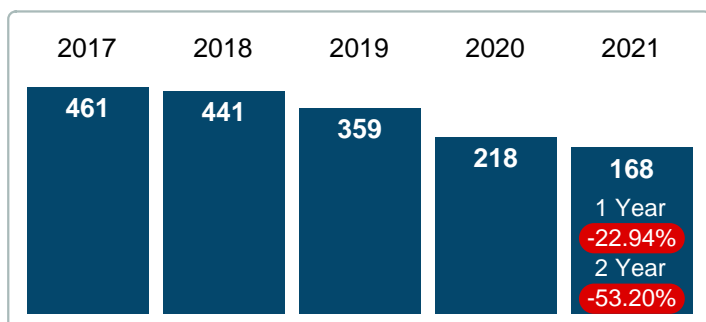
Area Delimited by County Of Rogers - Residential Property Type



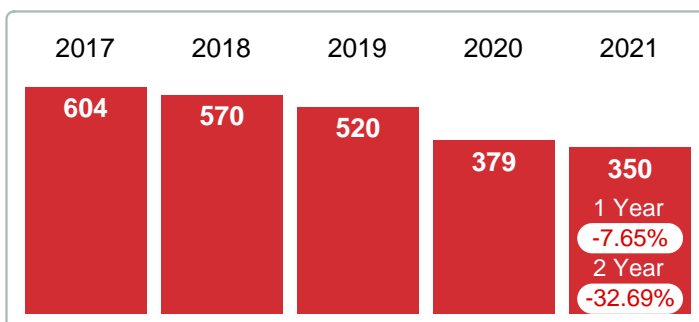
ACTIVE INVENTORY

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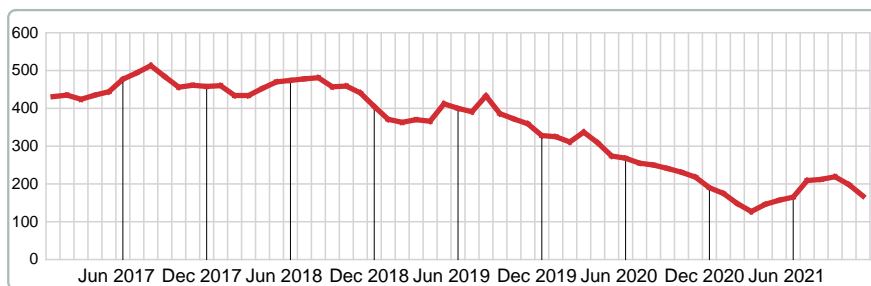
END OF NOVEMBER



ACTIVE DURING NOVEMBER

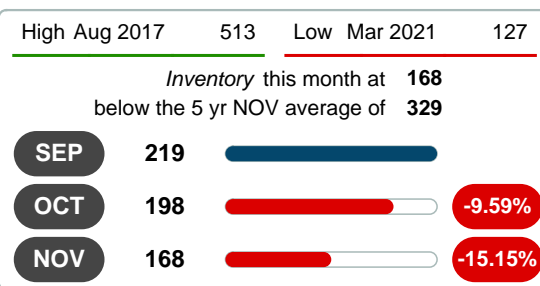


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 329



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	11	6.55%	119.1	4	7	0	0
\$125,001 - \$175,000	21	12.50%	34.9	3	15	3	0
\$175,001 - \$250,000	28	16.67%	38.4	1	19	8	0
\$250,001 - \$400,000	43	25.60%	60.2	0	28	15	0
\$400,001 - \$525,000	24	14.29%	69.7	1	5	17	1
\$525,001 - \$825,000	24	14.29%	54.0	0	2	17	5
\$825,001 and up	17	10.12%	95.9	0	4	5	8
Total Active Inventory by Units	168			9	80	65	14
Total Active Inventory by Volume	73,728,597	100%	61.3	1.50M	24.40M	33.55M	14.29M
Average Active Inventory Listing Price	\$438,861			\$166,178	\$304,952	\$516,139	\$1,020,557

November 2021



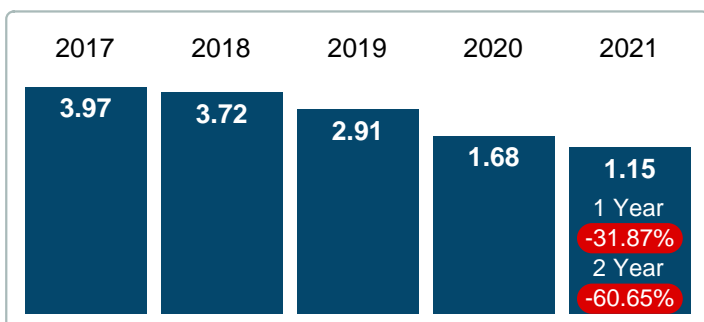
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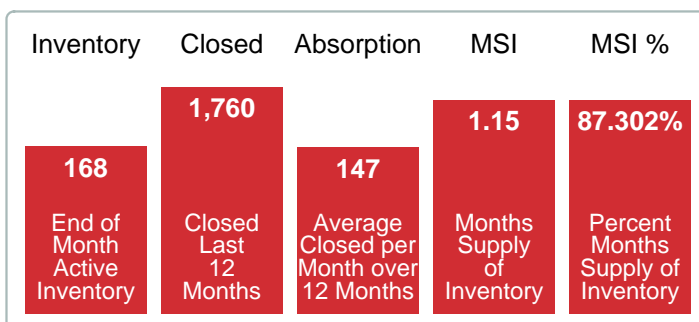
MONTHS SUPPLY of INVENTORY (MSI)

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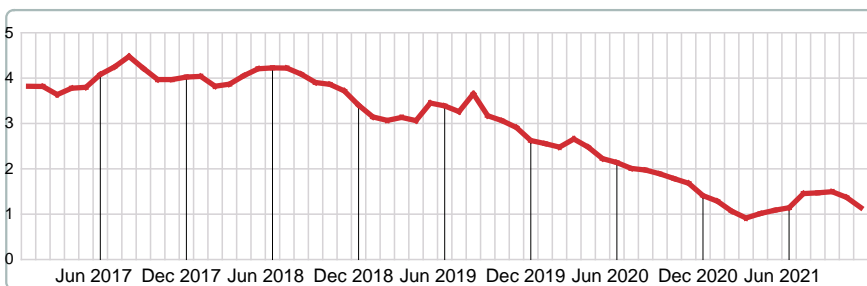
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2021



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 2.68

High Aug 2017 4.48 Low Mar 2021 0.92

Months Supply this month at 1.15 below the 5 yr NOV average of 2.68



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	11	6.55%	0.81	0.89	0.88	0.00	0.00
\$125,001 - \$175,000	21	12.50%	0.87	1.64	0.76	1.33	0.00
\$175,001 - \$250,000	28	16.67%	0.63	1.50	0.62	0.63	0.00
\$250,001 - \$400,000	43	25.60%	1.05	0.00	1.44	0.79	0.00
\$400,001 - \$525,000	24	14.29%	1.57	6.00	1.50	1.81	0.43
\$525,001 - \$825,000	24	14.29%	3.69	0.00	4.80	4.64	2.14
\$825,001 and up	17	10.12%	9.27	0.00	48.00	7.50	7.38
Market Supply of Inventory (MSI)			1.15	1.14	0.98	1.34	1.60
Total Active Inventory by Units		100%	168	9	80	65	14

November 2021



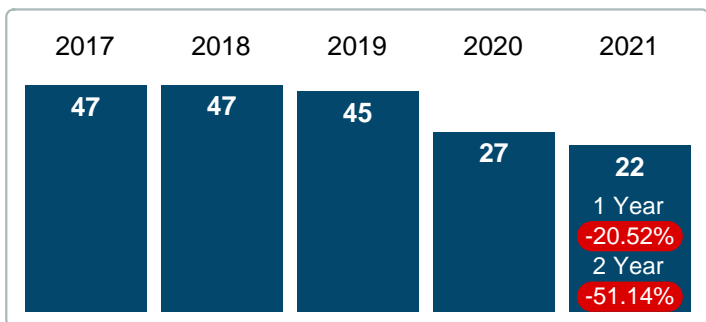
Area Delimited by County Of Rogers - Residential Property Type



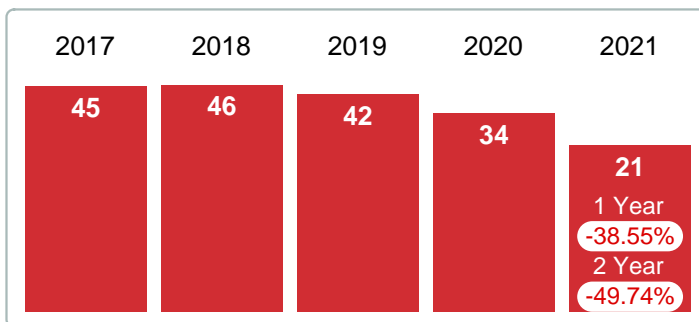
AVERAGE DAYS ON MARKET TO SALE

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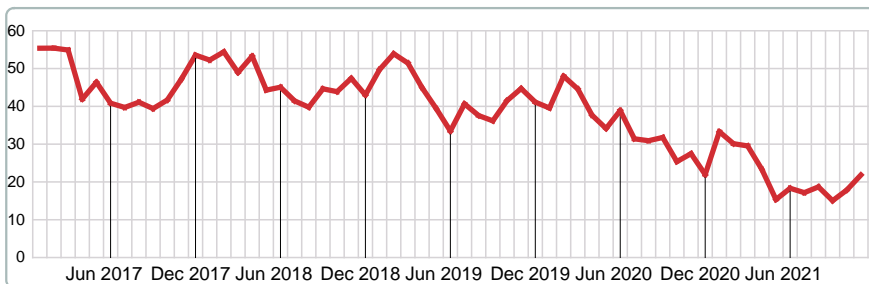
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

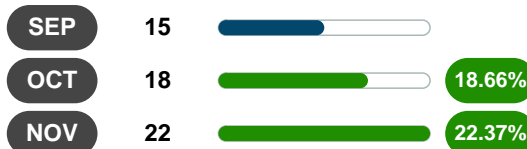


3 MONTHS

5 year NOV AVG = 38

High Feb 2017 55 Low Sep 2021 15

Average Days on Market to Sale this month at 22 below the 5 yr NOV average of 38



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	7.50%	19	30	8	0	57
\$125,001 - \$175,000	14.38%	21	11	27	3	1
\$175,001 - \$225,000	12.50%	19	0	19	18	0
\$225,001 - \$300,000	28.13%	14	0	17	10	0
\$300,001 - \$350,000	12.50%	13	5	10	20	4
\$350,001 - \$475,000	15.63%	25	0	9	37	0
\$475,001 and up	9.38%	57	0	62	49	87
Average Closed DOM		22	18	17	26	54
Total Closed Units	100%	22	9	88	57	6
Total Closed Volume		45,666,035	1.47M	21.11M	20.41M	2.67M

November 2021



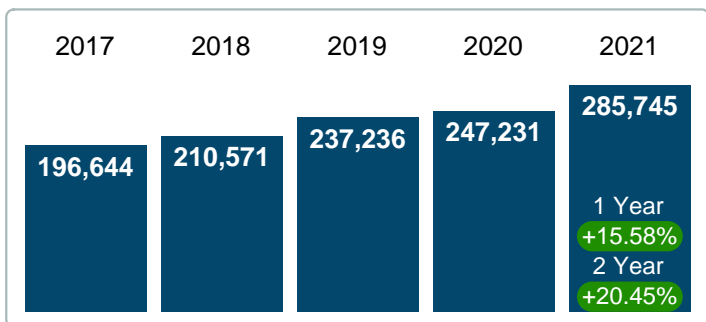
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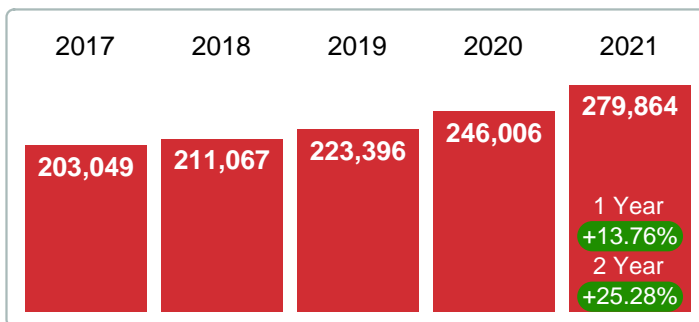
AVERAGE LIST PRICE AT CLOSING

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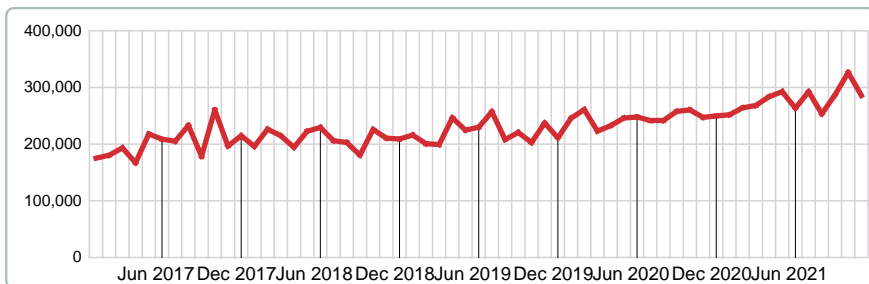
NOVEMBER



YEAR TO DATE (YTD)

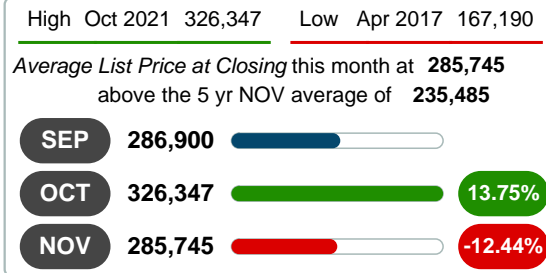


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 235,485



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	6.25%	88,650	91,125	103,143	0 70,000	
\$125,001 - \$175,000	24	15.00%	147,767	143,300	150,976	154,900 150,000	
\$175,001 - \$225,000	24	15.00%	201,000	0 200,194	189,133	0	
\$225,001 - \$300,000	41	25.63%	262,433	0 259,592	265,342	0	
\$300,001 - \$350,000	22	13.75%	324,262	339,000	312,571	328,193 325,000	
\$350,001 - \$475,000	23	14.38%	403,032	0 399,605	407,912	0	
\$475,001 and up	16	10.00%	581,194	0 525,000	554,109	727,967	
Average List Price		285,745		163,600	239,637	358,420 454,817	
Total Closed Units		160	100%	285,745	9	88	57 6
Total Closed Volume		45,719,252			1.47M	21.09M	20.43M 2.73M

November 2021



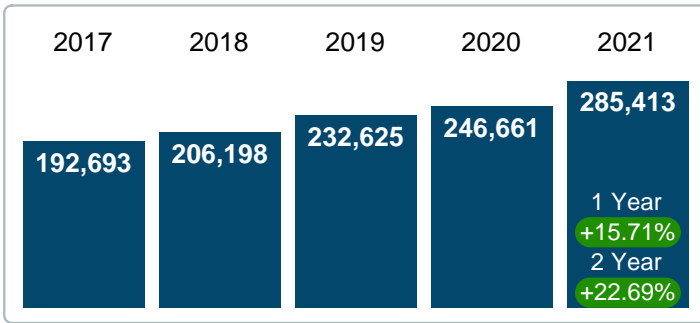
Area Delimited by County Of Rogers - Residential Property Type



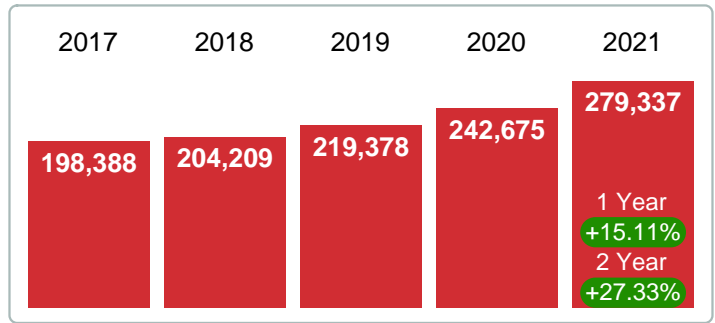
AVERAGE SOLD PRICE AT CLOSING

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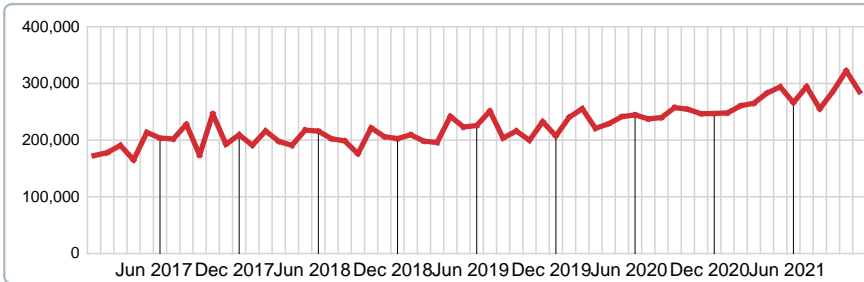
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

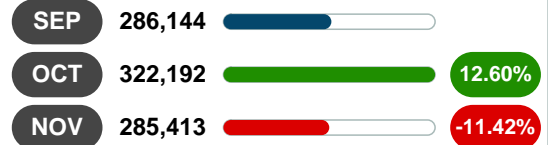


3 MONTHS

5 year NOV AVG = 232,718

High Oct 2021 322,192 Low Apr 2017 165,104

Average Sold Price at Closing this month at **285,413** above the 5 yr NOV average of **232,718**



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	7.50%	92,042	89,875	100,000	0	45,000
\$125,001 - \$175,000	14.38%	147,778	145,667	148,582	145,500	145,000
\$175,001 - \$225,000	12.50%	200,507	0	202,514	189,133	0
\$225,001 - \$300,000	28.13%	261,480	0	258,638	265,368	0
\$300,001 - \$350,000	12.50%	325,593	339,000	319,450	329,193	335,000
\$350,001 - \$475,000	15.63%	405,572	0	400,070	409,241	0
\$475,001 and up	9.38%	582,317	0	525,000	551,659	713,833
Average Sold Price		285,413	163,833	239,925	358,098	444,417
Total Closed Units	100%	285,413	9	88	57	6
Total Closed Volume		45,666,035	1.47M	21.11M	20.41M	2.67M

November 2021



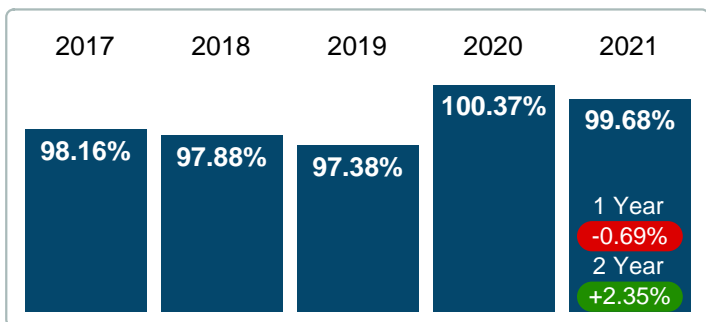
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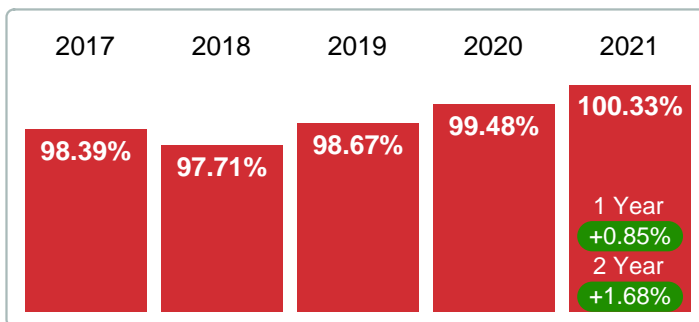
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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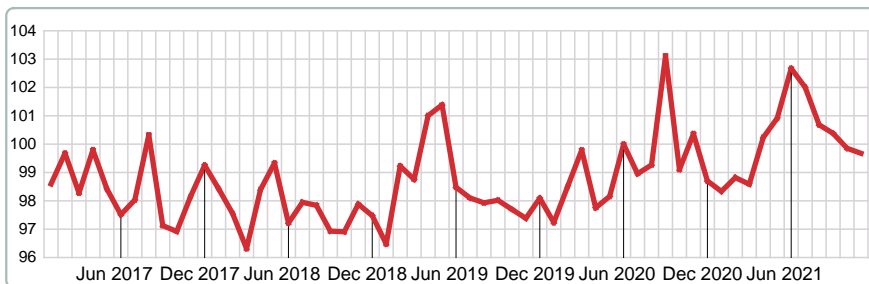
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

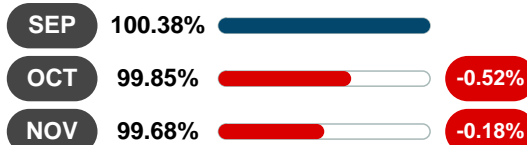


3 MONTHS

5 year NOV AVG = 98.69%

High Sep 2020 103.11% Low Mar 2018 96.31%

Average Sold/List Ratio this month at **99.68%** above the 5 yr NOV average of **98.69%**



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	12	7.50%	94.78%	97.50%	97.58%	0.00%	64.29%	
\$125,001 - \$175,000	23	14.38%	98.43%	101.51%	98.55%	93.71%	96.67%	
\$175,001 - \$225,000	20	12.50%	100.97%	0.00%	101.14%	100.00%	0.00%	
\$225,001 - \$300,000	45	28.13%	100.02%	0.00%	99.79%	100.33%	0.00%	
\$300,001 - \$350,000	20	12.50%	101.41%	100.00%	102.27%	100.33%	103.08%	
\$350,001 - \$475,000	25	15.63%	100.39%	0.00%	100.34%	100.42%	0.00%	
\$475,001 and up	15	9.38%	99.26%	0.00%	100.00%	99.56%	97.94%	
Average Sold/List Ratio		99.70%		99.39%	99.98%	99.96%	92.97%	
Total Closed Units		160	100%	99.70%	9	88	57	6
Total Closed Volume		45,666,035			1.47M	21.11M	20.41M	2.67M

November 2021



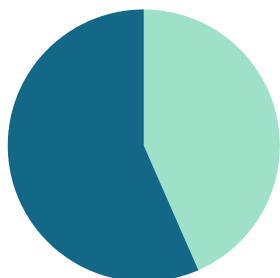
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

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

INVENTORY

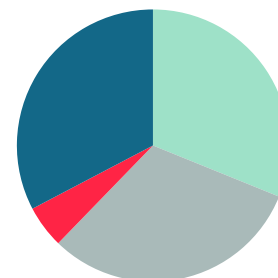


Inventory
 New Listings
152 = 43.43%
 Start Inventory
198
 Total Inventory Units
350
 Volume
\$135,946,708

Market Activity

Closed Sales
160 = 31.13%
 Pending Sales
160 = 31.13%
 Other Off Market
26 = 5.06%
 Active Inventory
168 = 32.68%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	132	160	21.21%	1,442	1,584	9.85%
Pending Sales	141	160	13.48%	1,591	1,680	5.59%
New Listings	148	152	2.70%	1,839	1,866	1.47%
Average List Price	247,231	285,745	15.58%	246,006	279,864	13.76%
Average Sale Price	246,661	285,413	15.71%	242,675	279,337	15.11%
Average Percent of Selling Price to List Price	100.37%	99.68%	-0.69%	99.48%	100.33%	0.85%
Average Days on Market to Sale	27.48	21.84	-20.52%	34.44	21.16	-38.55%
Monthly Inventory	220	168	-23.64%	220	168	-23.64%
Months Supply of Inventory	1.70	1.15	-32.49%	1.70	1.15	-32.49%

Absorption: Last 12 months, an Average of **147** Sales/Month

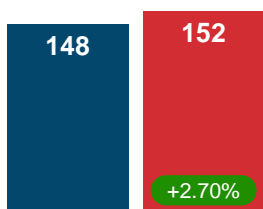
Inventory on November 30, 2021 = **168**

2020 **2021**

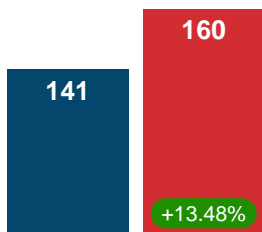
NOVEMBER MARKET

AVERAGE PRICES

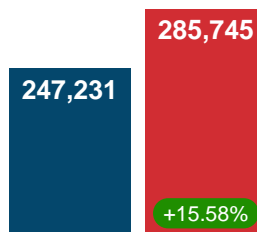
New Listings



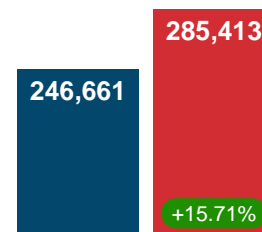
Pending Listings



List Price



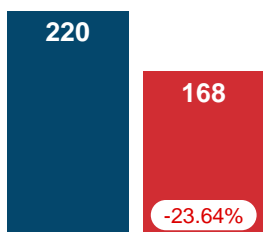
Sale Price



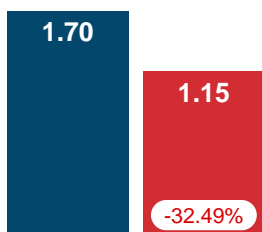
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

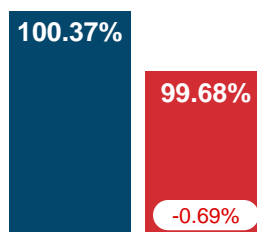
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

