

October 2021



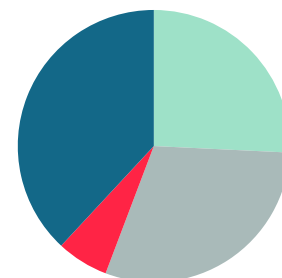
Area Delimited by County Of Rogers - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	October 2021	+/-%
Closed Listings	159	134	-15.72%
Pending Listings	171	156	-8.77%
New Listings	185	164	-11.35%
Average List Price	260,457	326,347	25.30%
Average Sale Price	254,360	322,192	26.67%
Average Percent of Selling Price to List Price	99.11%	99.85%	0.76%
Average Days on Market to Sale	25.38	17.85	-29.66%
End of Month Inventory	234	198	-15.38%
Months Supply of Inventory	1.81	1.37	-24.03%



■ Closed (25.77%)
■ Pending (30.00%)
■ Other OffMarket (6.15%)
■ Active (38.08%)

Absorption: Last 12 months, an Average of **144** Sales/Month
Active Inventory as of October 31, 2021 = **198**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2021 decreased **15.38%** to 198 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 **1.37** 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 **26.67%** in October 2021 to \$322,192 versus the previous year at \$254,360.

Average Days on Market Shortens

The average number of **17.85** days that homes spent on the market before selling decreased by 7.53 days or **29.66%** in October 2021 compared to last year's same month at **25.38** DOM.

Sales Success for October 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 164 New Listings in October 2021, down **11.35%** from last year at 185. Furthermore, there were 134 Closed Listings this month versus last year at 159, a **-15.72%** decrease.

Closed versus Listed trends yielded a **81.7%** ratio, down from previous year's, October 2020, at **85.9%**, a **4.93%** downswing. 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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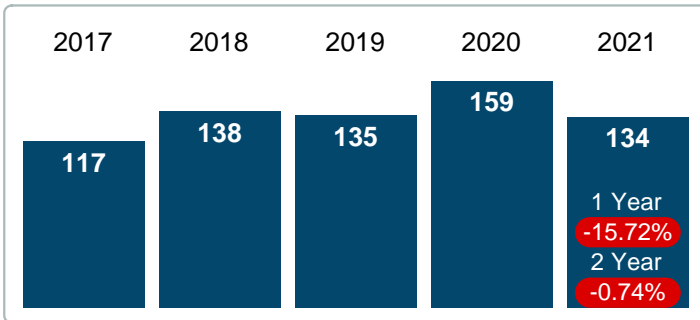
Area Delimited by County Of Rogers - Residential Property Type



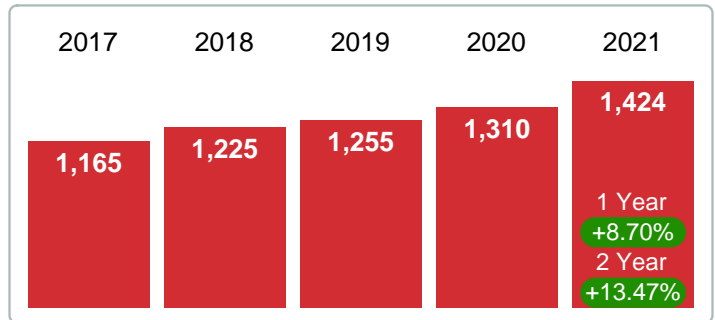
CLOSED LISTINGS

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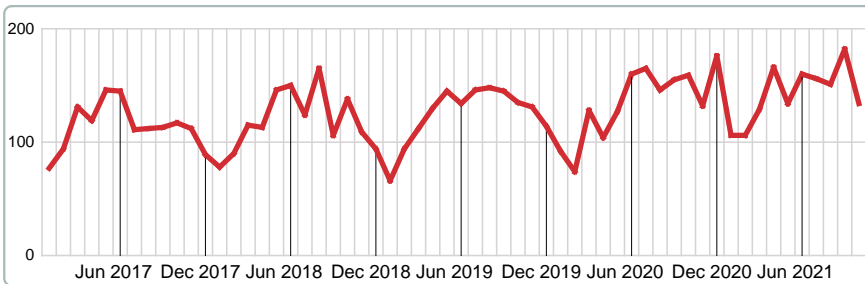
OCTOBER



YEAR TO DATE (YTD)

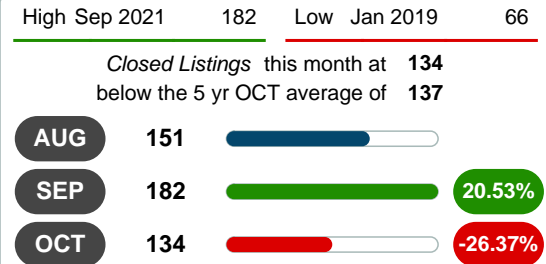


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 137



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	14	10.45%	9.4	4	7	3	0
\$150,001 - \$175,000	11	8.21%	6.0	1	10	0	0
\$175,001 - \$225,000	26	19.40%	11.0	0	21	4	1
\$225,001 - \$300,000	33	24.63%	14.0	1	19	13	0
\$300,001 - \$375,000	17	12.69%	20.3	1	8	8	0
\$375,001 - \$475,000	17	12.69%	12.2	0	8	8	1
\$475,001 and up	16	11.94%	55.8	0	1	6	9
Total Closed Units	134			7	74	42	11
Total Closed Volume	43,173,707	100%	17.9	1.30M	18.48M	16.86M	6.54M
Average Closed Price	\$322,192			\$185,923	\$249,699	\$401,366	\$594,284

October 2021



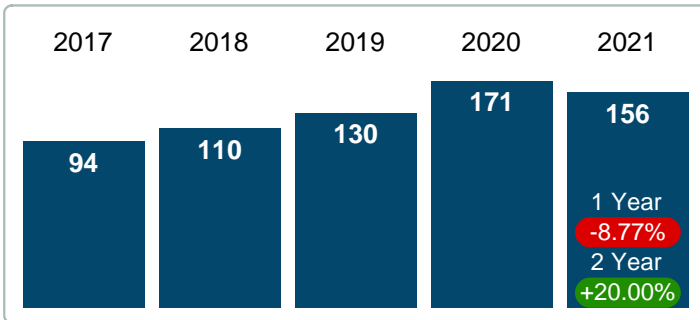
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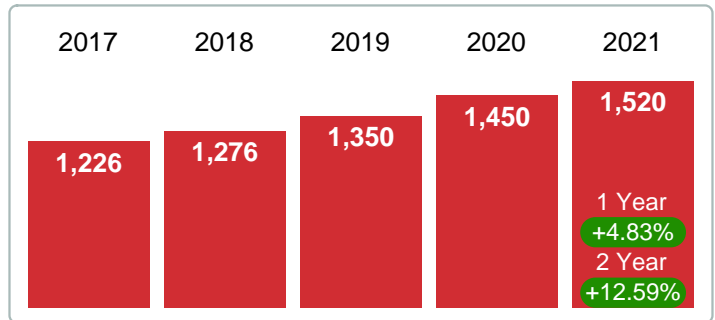
PENDING LISTINGS

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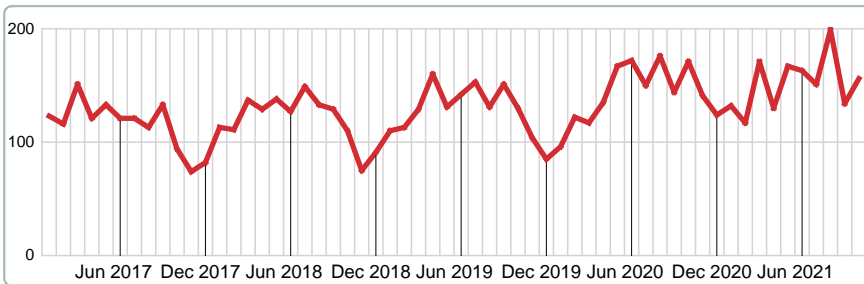
OCTOBER



YEAR TO DATE (YTD)

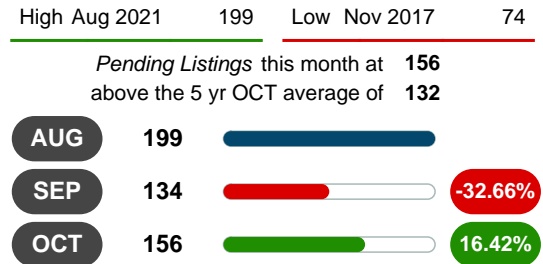


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 132



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	7.05%	12.5	4	6	0	1
\$125,001 - \$150,000	19	12.18%	25.8	4	14	0	1
\$150,001 - \$225,000	29	18.59%	11.9	1	22	6	0
\$225,001 - \$300,000	35	22.44%	15.8	0	22	13	0
\$300,001 - \$350,000	24	15.38%	18.1	1	13	9	1
\$350,001 - \$475,000	21	13.46%	35.7	0	9	12	0
\$475,001 and up	17	10.90%	51.8	0	1	14	2
Total Pending Units	156			10	87	54	5
Total Pending Volume	44,566,451	100%	22.5	1.42M	20.79M	20.31M	2.04M
Average Listing Price	\$284,230			\$141,780	\$239,010	\$376,128	\$408,780

October 2021



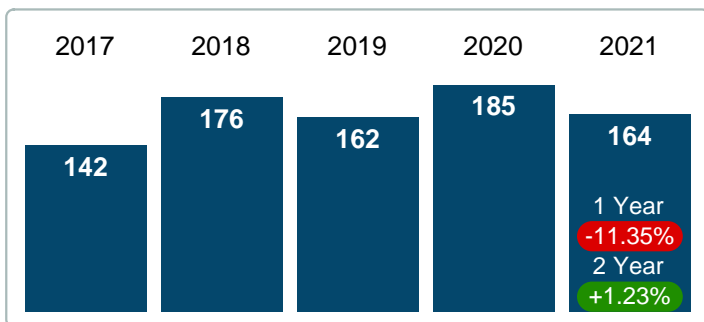
Area Delimited by County Of Rogers - Residential Property Type



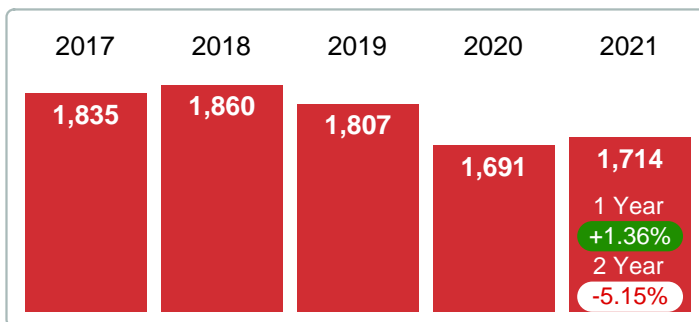
NEW LISTINGS

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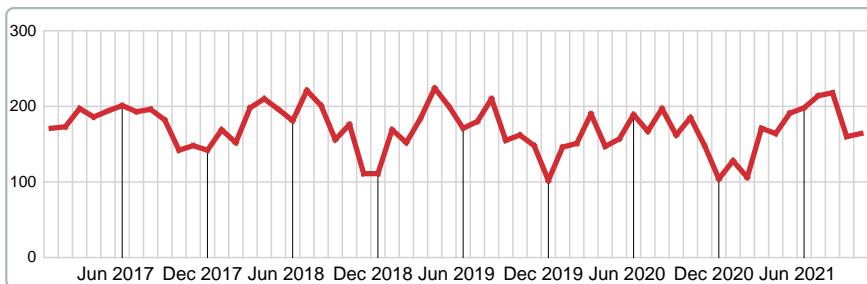
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

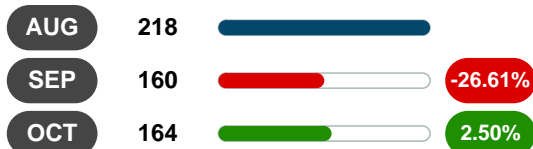


3 MONTHS

5 year OCT AVG = 166

High Apr 2019 224 Low Dec 2019 102

New Listings this month at 164
below the 5 yr OCT average of 166



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	8.54%	4	10	0	0
\$125,001 - \$150,000	11	6.71%	2	6	2	1
\$150,001 - \$225,000	37	22.56%	1	27	9	0
\$225,001 - \$300,000	38	23.17%	0	24	14	0
\$300,001 - \$375,000	24	14.63%	1	11	10	2
\$375,001 - \$525,000	21	12.80%	0	9	12	0
\$525,001 and up	19	11.59%	0	3	11	5
Total New Listed Units	164		8	90	58	8
Total New Listed Volume	50,223,018	100%	1.22M	23.34M	20.96M	4.69M
Average New Listed Listing Price	\$294,298		\$152,862	\$259,373	\$361,423	\$586,750

October 2021



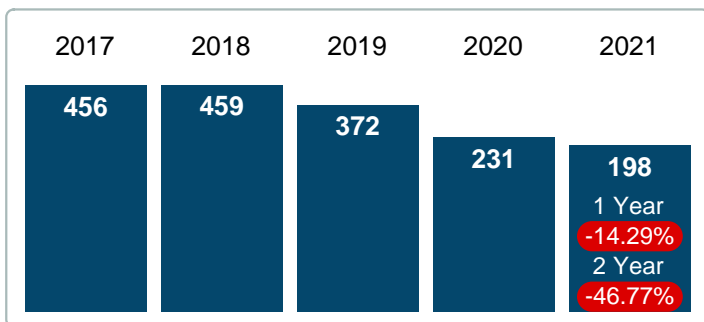
Area Delimited by County Of Rogers - Residential Property Type



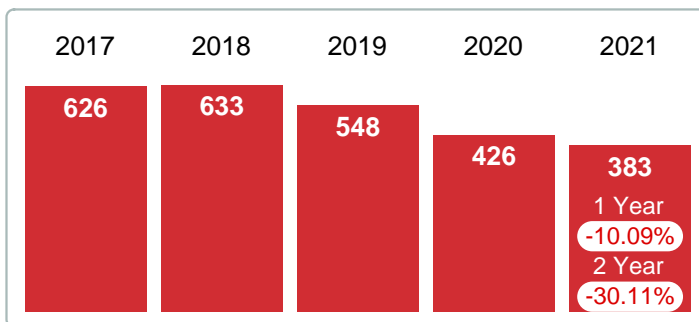
ACTIVE INVENTORY

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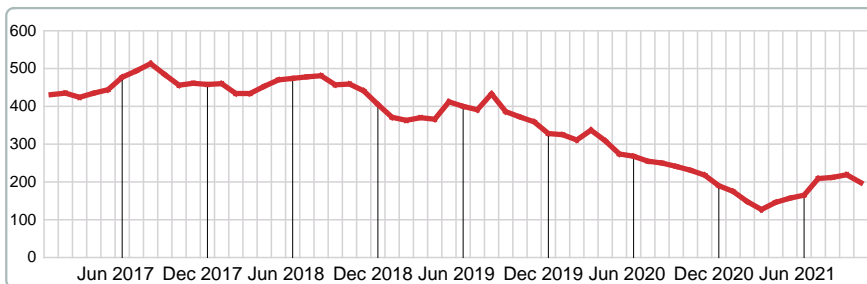
END OF OCTOBER



ACTIVE DURING OCTOBER

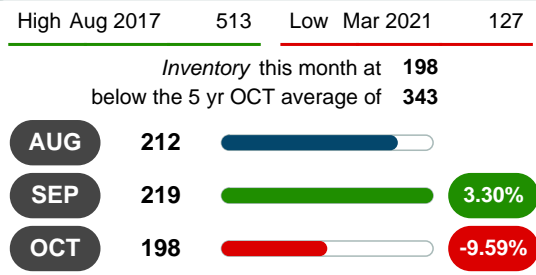


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 343



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	19	9.60%	70.3	6	13	0	0
\$125,001 - \$175,000	23	11.62%	41.3	3	13	7	0
\$175,001 - \$225,000	21	10.61%	37.7	2	13	6	0
\$225,001 - \$375,000	51	25.76%	45.4	2	35	13	1
\$375,001 - \$525,000	39	19.70%	84.6	1	13	23	2
\$525,001 - \$775,000	24	12.12%	56.5	0	4	16	4
\$775,001 and up	21	10.61%	91.6	1	4	9	7
Total Active Inventory by Units	198			15	95	74	14
Total Active Inventory by Volume	85,049,817	100%	60.5	3.51M	29.02M	38.16M	14.36M
Average Active Inventory Listing Price	\$429,545			\$234,113	\$305,506	\$515,636	\$1,025,571

October 2021



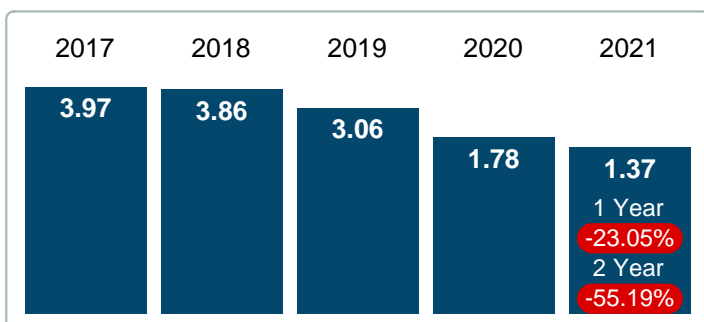
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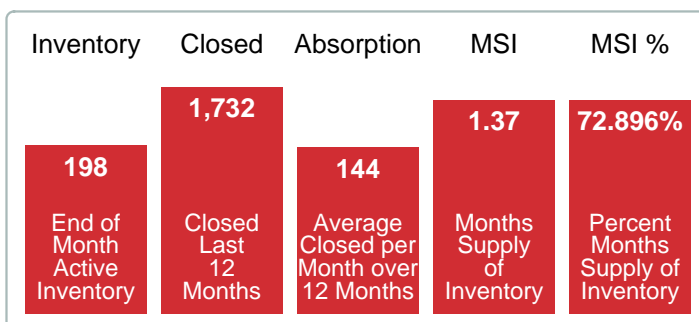
MONTHS SUPPLY of INVENTORY (MSI)

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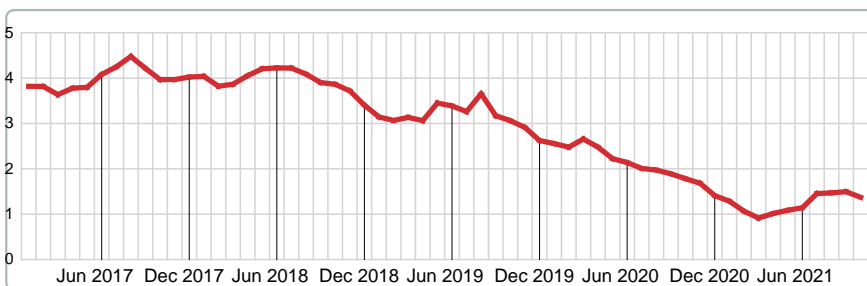
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2021

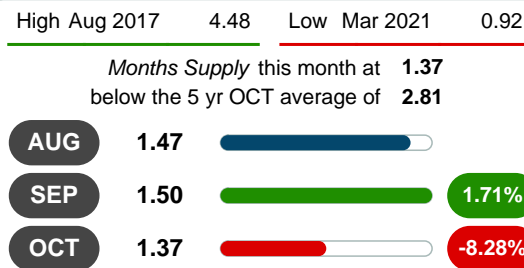


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 2.81



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	19	9.60%	1.35	1.33	1.53	0.00	0.00
\$125,001 - \$175,000	23	11.62%	0.96	1.80	0.66	3.11	0.00
\$175,001 - \$225,000	21	10.61%	0.62	4.80	0.54	0.65	0.00
\$225,001 - \$375,000	51	25.76%	1.17	2.40	1.53	0.72	0.50
\$375,001 - \$525,000	39	19.70%	1.89	6.00	2.89	1.78	0.65
\$525,001 - \$775,000	24	12.12%	4.24	0.00	9.60	5.19	1.92
\$775,001 and up	21	10.61%	8.69	0.00	24.00	8.31	6.00
Market Supply of Inventory (MSI)			1.37	1.96	1.19	1.56	1.57
Total Active Inventory by Units		100%	198	15	95	74	14

October 2021



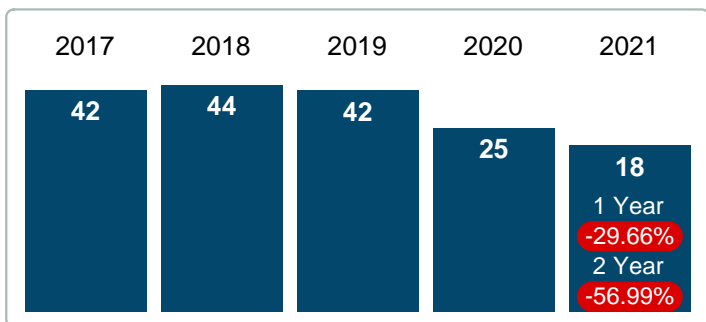
Area Delimited by County Of Rogers - Residential Property Type



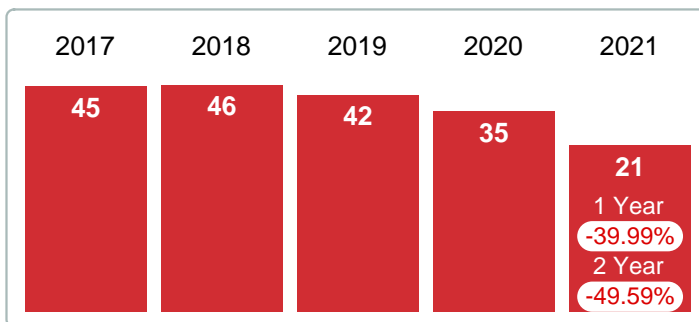
AVERAGE DAYS ON MARKET TO SALE

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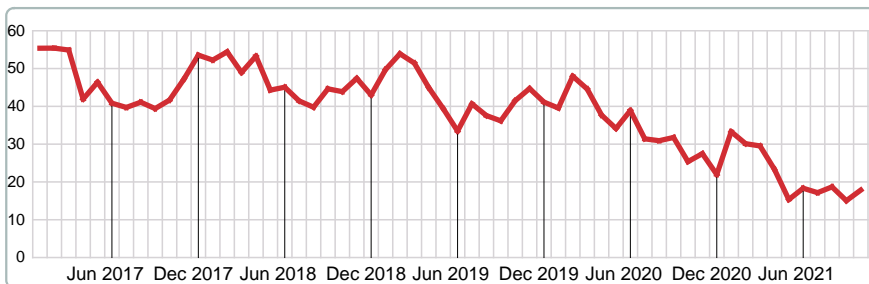
OCTOBER



YEAR TO DATE (YTD)

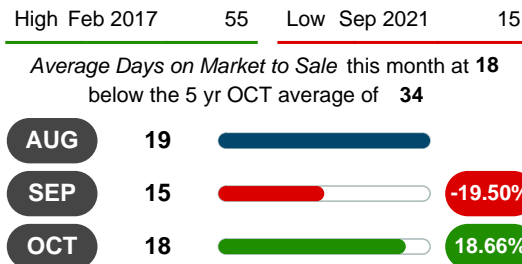


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 34



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
\$150,000 and less	10.45%	9	5	11	11	0
\$150,001 - \$175,000	8.21%	6	7	6	0	0
\$175,001 - \$225,000	19.40%	11	0	12	9	1
\$225,001 - \$300,000	24.63%	14	7	12	18	0
\$300,001 - \$375,000	12.69%	20	29	20	19	0
\$375,001 - \$475,000	12.69%	12	0	7	16	23
\$475,001 and up	11.94%	56	0	88	86	32
Average Closed DOM		18				
Total Closed Units	100%	18	7	74	42	11
Total Closed Volume		43,173,707	1.30M	18.48M	16.86M	6.54M

October 2021



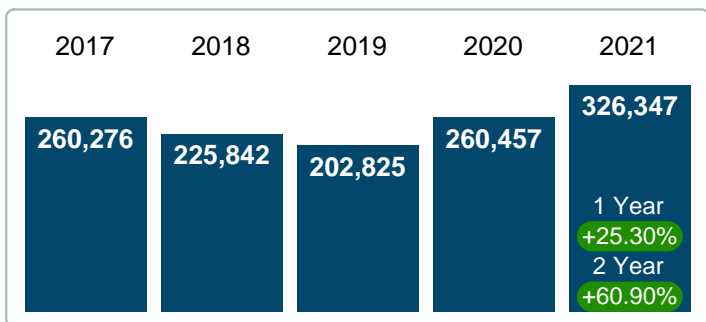
Area Delimited by County Of Rogers - Residential Property Type



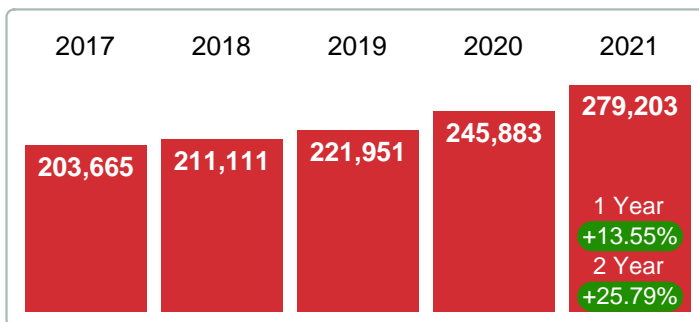
AVERAGE LIST PRICE AT CLOSING

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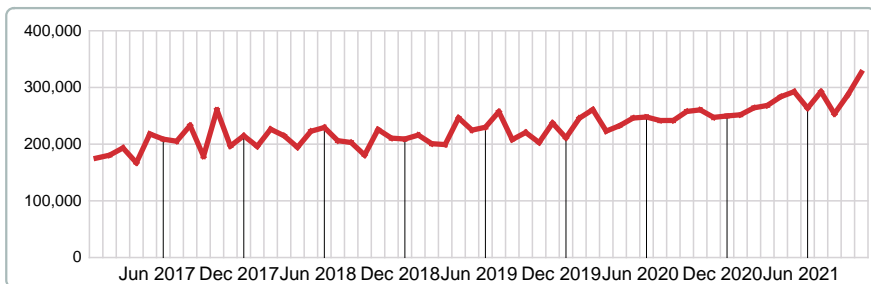
OCTOBER



YEAR TO DATE (YTD)

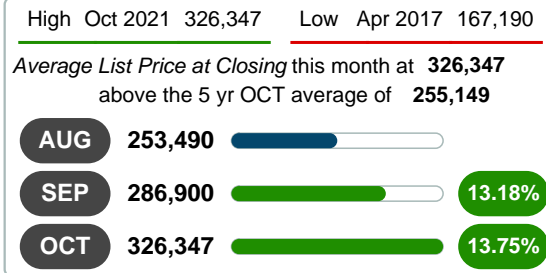


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 255,149



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
\$150,000 and less	9.70%	124,477	125,975	120,828	142,500	0
\$150,001 - \$175,000	8.96%	166,335	155,000	170,093	0	0
\$175,001 - \$225,000	20.15%	205,578	0	204,424	207,225	215,000
\$225,001 - \$300,000	24.63%	264,931	269,999	259,300	266,616	0
\$300,001 - \$375,000	11.94%	337,224	385,000	340,224	322,350	0
\$375,001 - \$475,000	12.69%	421,746	0	422,134	421,800	430,000
\$475,001 and up	11.94%	828,606	0	599,900	1,081,183	682,644
Average List Price		326,347	187,700	249,528	408,636	617,164
Total Closed Units	100%	326,347	7	74	42	11
Total Closed Volume		43,730,496	1.31M	18.47M	17.16M	6.79M

October 2021



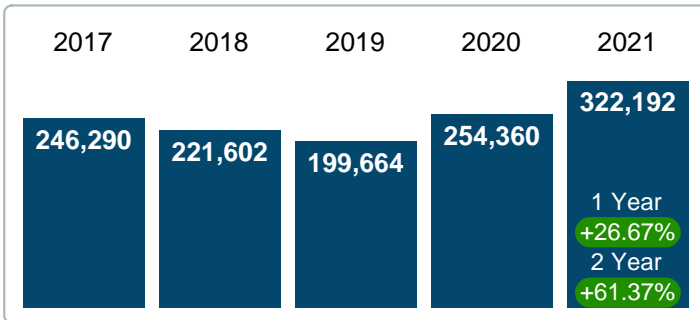
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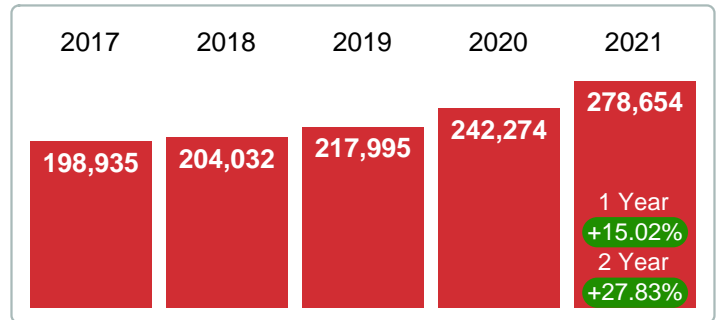
AVERAGE SOLD PRICE AT CLOSING

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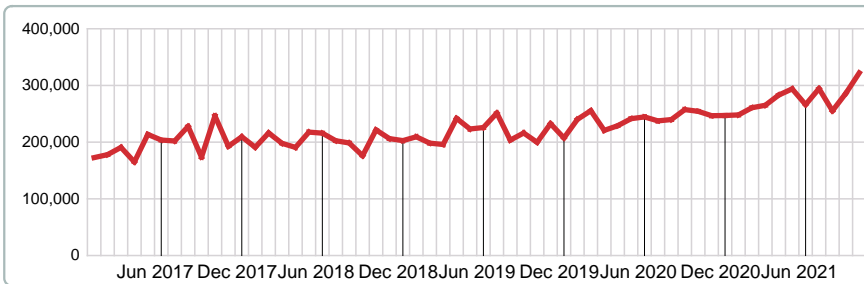
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

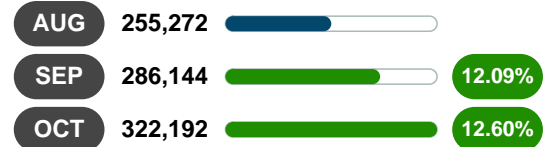


3 MONTHS

5 year OCT AVG = 248,822

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

Average Sold Price at Closing this month at **322,192** above the 5 yr OCT average of **248,822**



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
\$150,000 and less	10.45%	127,243	126,250	119,414	146,833	0
\$150,001 - \$175,000	8.21%	166,091	153,000	167,400	0	0
\$175,001 - \$225,000	19.40%	205,054	0	203,595	212,475	206,000
\$225,001 - \$300,000	24.63%	263,985	275,000	262,816	264,848	0
\$300,001 - \$375,000	12.69%	338,034	368,460	344,577	327,688	0
\$375,001 - \$475,000	12.69%	418,013	0	419,028	416,750	420,000
\$475,001 and up	11.94%	791,849	0	590,000	1,028,077	656,792
Average Sold Price		322,192	185,923	249,699	401,366	594,284
Total Closed Units	100%	322,192	7	74	42	11
Total Closed Volume		43,173,707	1.30M	18.48M	16.86M	6.54M

October 2021



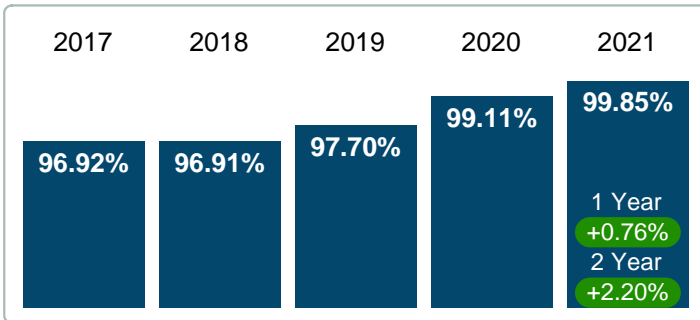
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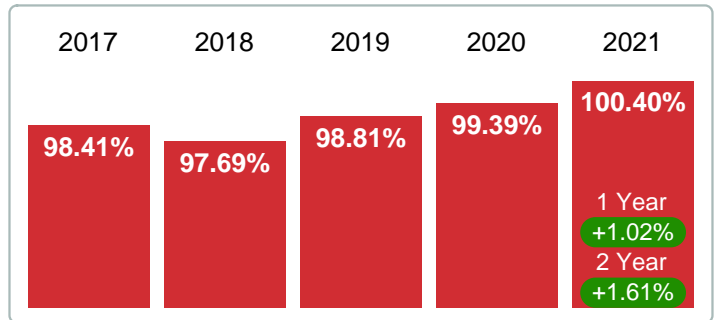
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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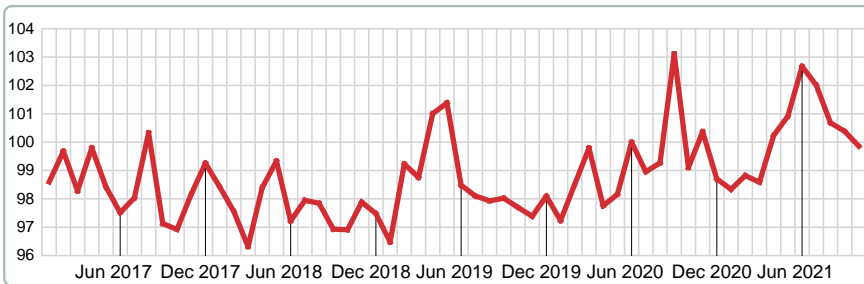
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

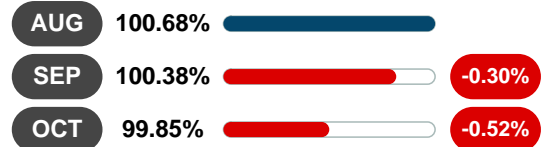


3 MONTHS

5 year OCT AVG = 98.10%

High Sep 2020 103.11% Low Mar 2018 96.31%

Average Sold/List Ratio this month at **99.85%**
above the 5 yr OCT average of **98.10%**



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
\$150,000 and less	14	10.45%	100.35%	100.90%	98.85%	103.11%	0.00%
\$150,001 - \$175,000	11	8.21%	98.51%	98.71%	98.49%	0.00%	0.00%
\$175,001 - \$225,000	26	19.40%	100.06%	0.00%	99.78%	102.59%	95.81%
\$225,001 - \$300,000	33	24.63%	100.67%	101.85%	101.43%	99.46%	0.00%
\$300,001 - \$375,000	17	12.69%	101.18%	95.70%	101.25%	101.80%	0.00%
\$375,001 - \$475,000	17	12.69%	99.03%	0.00%	99.33%	98.89%	97.67%
\$475,001 and up	16	11.94%	97.81%	0.00%	98.35%	97.92%	97.67%
Average Sold/List Ratio		99.90%		99.98%	100.03%	100.14%	97.50%
Total Closed Units		134	100%	7	74	42	11
Total Closed Volume		43,173,707		1.30M	18.48M	16.86M	6.54M

October 2021



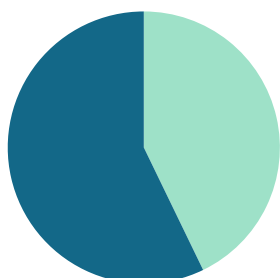
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

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

INVENTORY

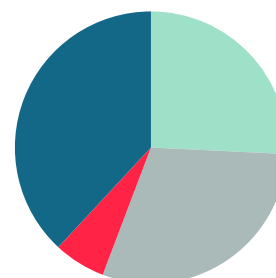


Inventory
 New Listings
164 = 42.82%
 Start Inventory
219
 Total Inventory Units
383
 Volume
\$145,664,550

Market Activity

Closed Sales
134 = 25.77%
 Pending Sales
156 = 30.00%
 Other Off Market
32 = 6.15%
 Active Inventory
198 = 38.08%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	159	134	-15.72%	1,310	1,424	8.70%
Pending Sales	171	156	-8.77%	1,450	1,520	4.83%
New Listings	185	164	-11.35%	1,691	1,714	1.36%
Average List Price	260,457	326,347	25.30%	245,883	279,203	13.55%
Average Sale Price	254,360	322,192	26.67%	242,274	278,654	15.02%
Average Percent of Selling Price to List Price	99.11%	99.85%	0.76%	99.39%	100.40%	1.02%
Average Days on Market to Sale	25.38	17.85	-29.66%	35.14	21.09	-39.99%
Monthly Inventory	234	198	-15.38%	234	198	-15.38%
Months Supply of Inventory	1.81	1.37	-24.03%	1.81	1.37	-24.03%

Absorption: Last 12 months, an Average of **144** Sales/Month

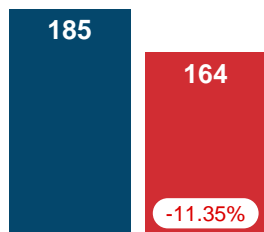
Inventory on October 31, 2021 = **198**

2020 **2021**

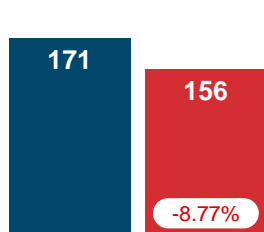
OCTOBER MARKET

AVERAGE PRICES

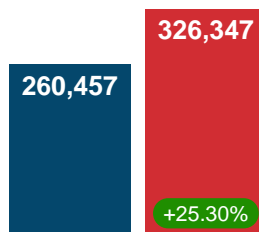
New Listings



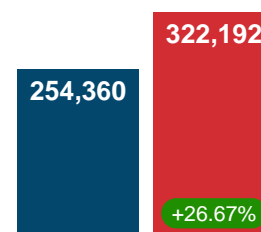
Pending Listings



List Price



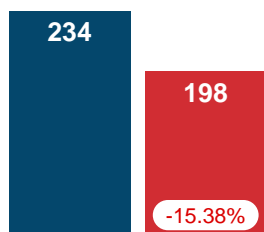
Sale Price



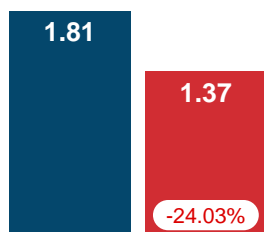
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

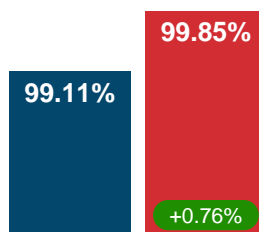
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

