

October 2021



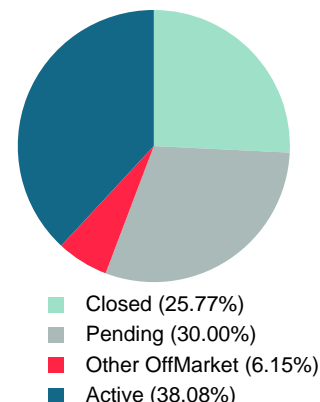
Area Delimited by County Of Rogers - Residential Property Type



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%
Median List Price	212,900	260,000	22.12%
Median Sale Price	215,000	264,170	22.87%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	7.00	6.00	-14.29%
End of Month Inventory	234	198	-15.38%
Months Supply of Inventory	1.81	1.37	-24.03%



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.

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 **22.87%** in October 2021 to \$264,170 versus the previous year at \$215,000.

Median Days on Market Shortens

The median number of **6.00** days that homes spent on the market before selling decreased by 1.00 days or **14.29%** in October 2021 compared to last year's same month at **7.00** DOM.

Sales Success for October 2021 is Positive

Overall, with Median 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

October 2021



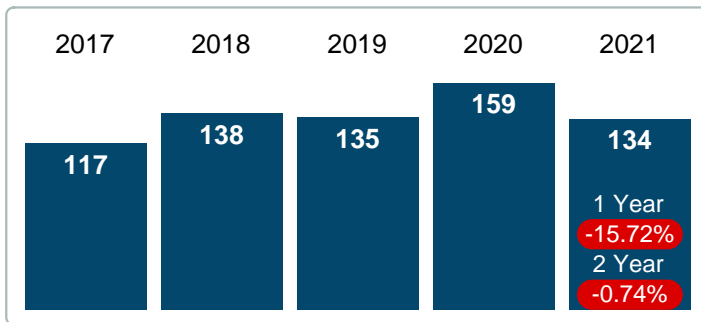
Area Delimited by County Of Rogers - Residential Property Type



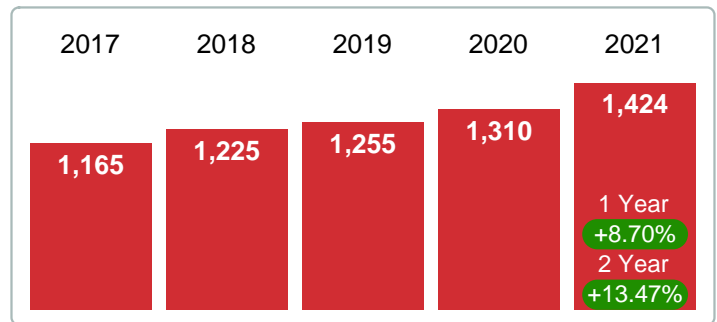
CLOSED LISTINGS

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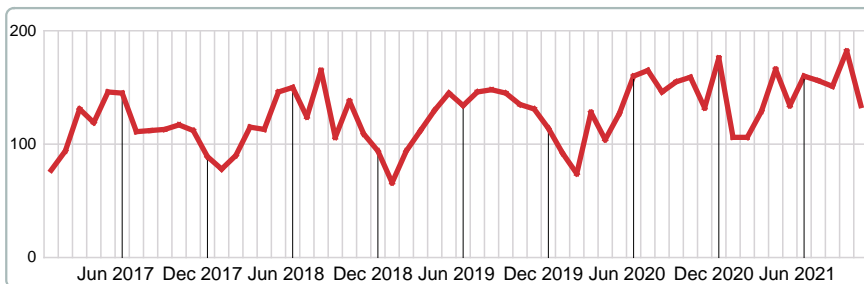
OCTOBER



YEAR TO DATE (YTD)



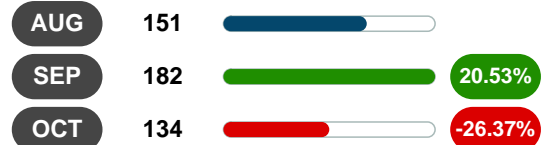
5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 137

High Sep 2021 182 Low Jan 2019 66

Closed Listings this month at 134
below the 5 yr OCT average of 137

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	14	10.45%	3.5	4	7	3	0
\$150,001 - \$175,000	11	8.21%	3.0	1	10	0	0
\$175,001 - \$225,000	26	19.40%	7.0	0	21	4	1
\$225,001 - \$300,000	33	24.63%	6.0	1	19	13	0
\$300,001 - \$375,000	17	12.69%	12.0	1	8	8	0
\$375,001 - \$475,000	17	12.69%	4.0	0	8	8	1
\$475,001 and up	16	11.94%	25.5	0	1	6	9
Total Closed Units	134			7	74	42	11
Total Closed Volume	43,173,707	100%	6.0	1.30M	18.48M	16.86M	6.54M
Median Closed Price	\$264,170			\$150,000	\$225,000	\$305,000	\$536,000

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

October 2021



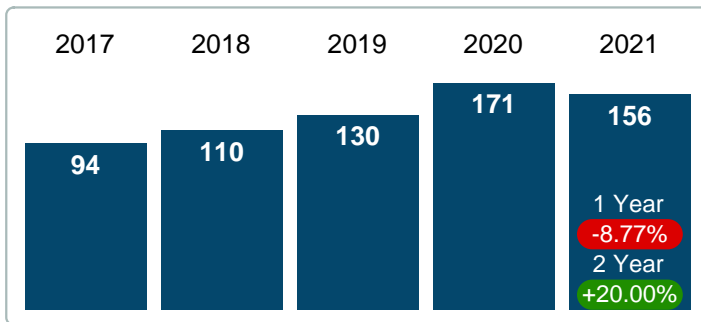
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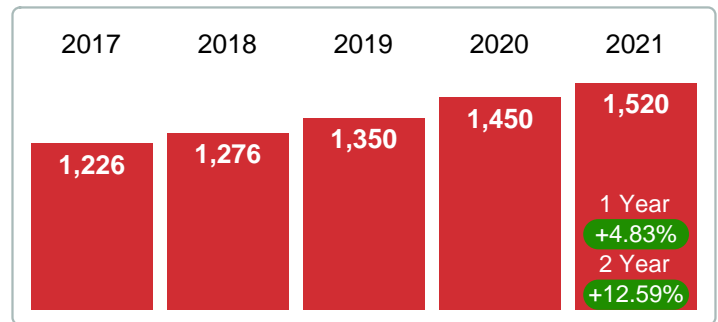
PENDING LISTINGS

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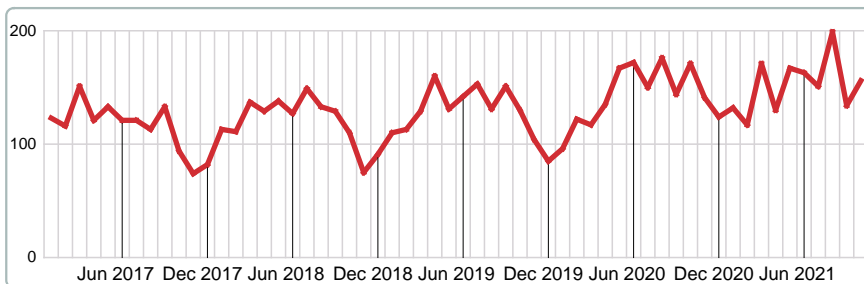
OCTOBER



YEAR TO DATE (YTD)

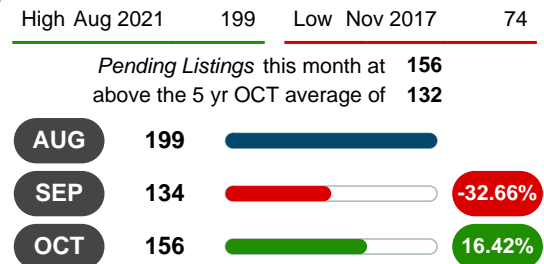


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 132



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	11	7.05%	3.0	4	6	0	1
\$125,001 - \$150,000	19	12.18%	17.0	4	14	0	1
\$150,001 - \$225,000	29	18.59%	4.0	1	22	6	0
\$225,001 - \$300,000	35	22.44%	6.0	0	22	13	0
\$300,001 - \$350,000	24	15.38%	11.5	1	13	9	1
\$350,001 - \$475,000	21	13.46%	10.0	0	9	12	0
\$475,001 and up	17	10.90%	15.0	0	1	14	2
Total Pending Units	156			10	87	54	5
Total Pending Volume	44,566,451		100%	1.42M	20.79M	20.31M	2.04M
Median Listing Price	\$258,750			\$130,000	\$234,000	\$340,000	\$325,000

October 2021



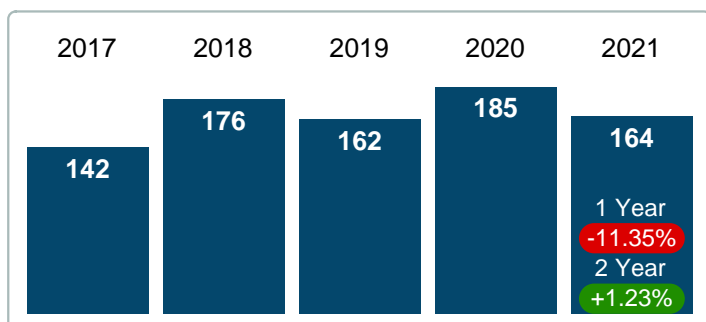
Area Delimited by County Of Rogers - Residential Property Type



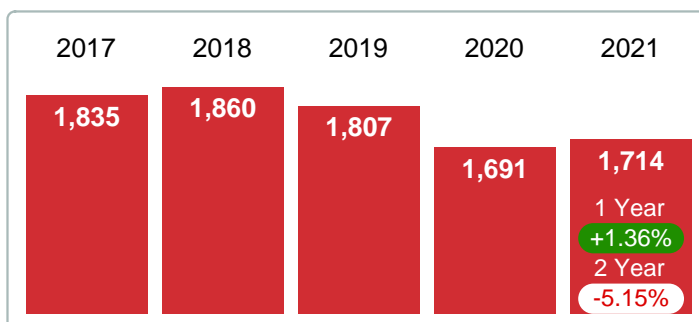
NEW LISTINGS

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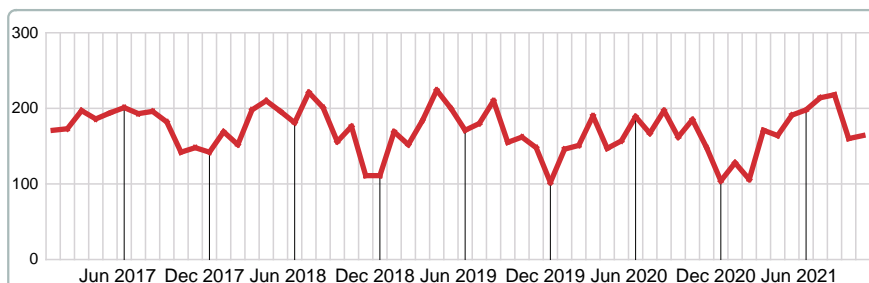
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

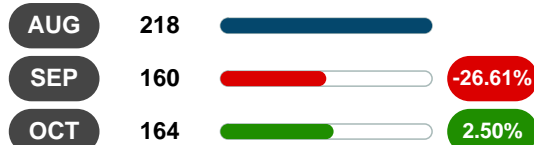


3 MONTHS

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		%
\$125,000 and less	14	8.54%
\$125,001 - \$150,000	11	6.71%
\$150,001 - \$225,000	37	22.56%
\$225,001 - \$300,000	38	23.17%
\$300,001 - \$375,000	24	14.63%
\$375,001 - \$525,000	21	12.80%
\$525,001 and up	19	11.59%
Total New Listed Units	164	
Total New Listed Volume	50,223,018	100%
Median New Listed Listing Price	\$250,000	

1-2 Beds	3 Beds	4 Beds	5+ Beds
4	10	0	0
2	6	2	1
1	27	9	0
0	24	14	0
1	11	10	2
0	9	12	0
0	3	11	5
8	90	58	8
1.22M	23.34M	20.96M	4.69M
\$127,500	\$234,450	\$327,500	\$534,500

October 2021



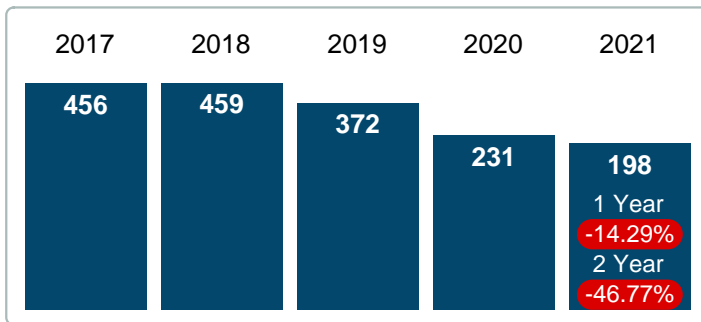
Area Delimited by County Of Rogers - Residential Property Type



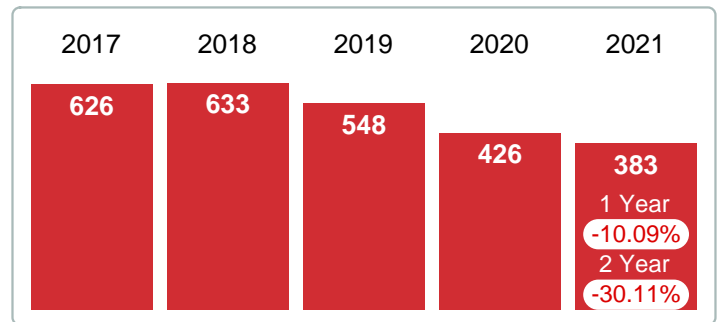
ACTIVE INVENTORY

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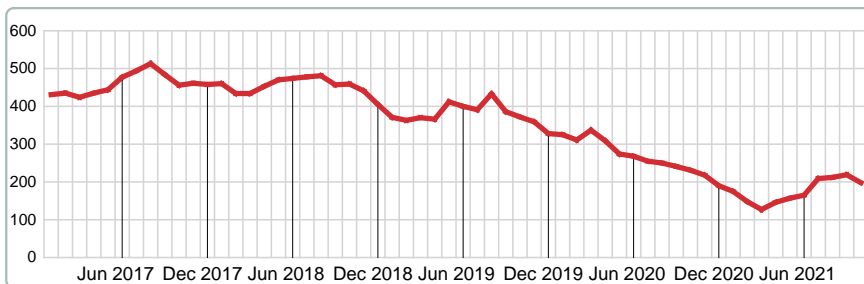
END OF OCTOBER



ACTIVE DURING OCTOBER

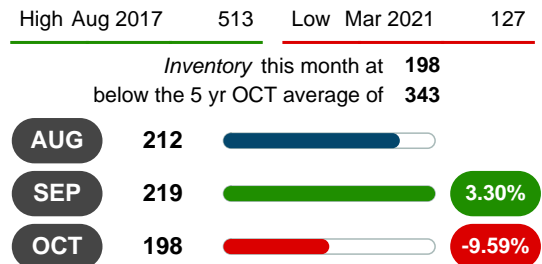


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 343



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range			%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	19		9.60%	39.0	6	13	0	0
\$125,001 - \$175,000	23		11.62%	30.0	3	13	7	0
\$175,001 - \$225,000	21		10.61%	19.0	2	13	6	0
\$225,001 - \$375,000	51		25.76%	37.0	2	35	13	1
\$375,001 - \$525,000	39		19.70%	67.0	1	13	23	2
\$525,001 - \$775,000	24		12.12%	41.0	0	4	16	4
\$775,001 and up	21		10.61%	97.0	1	4	9	7
Total Active Inventory by Units				198	15	95	74	14
Total Active Inventory by Volume				85,049,817	3.51M	29.02M	38.16M	14.36M
Median Active Inventory Listing Price				\$330,961	\$144,900	\$249,000	\$423,450	\$755,000

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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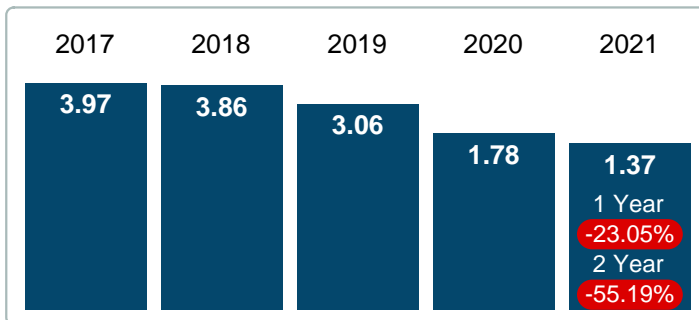
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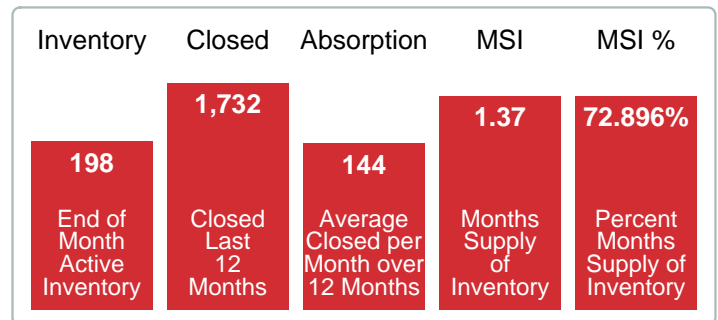
MONTHS SUPPLY of INVENTORY (MSI)

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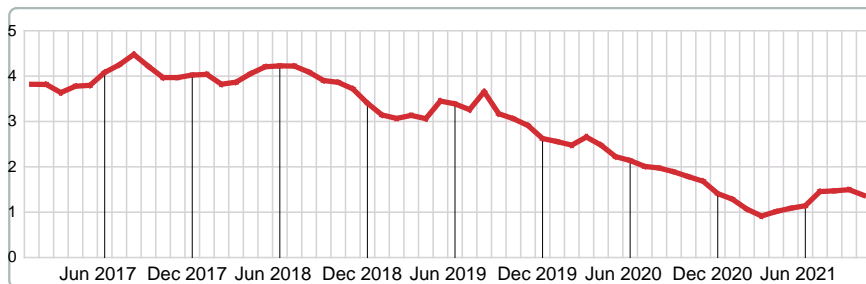
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2021

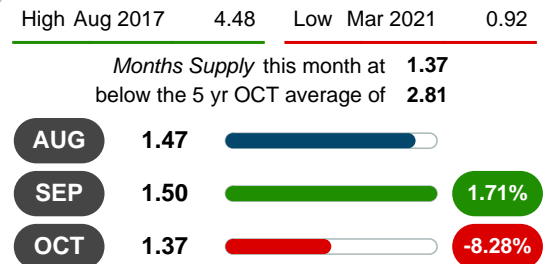


5 YEAR MARKET ACTIVITY TRENDS



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



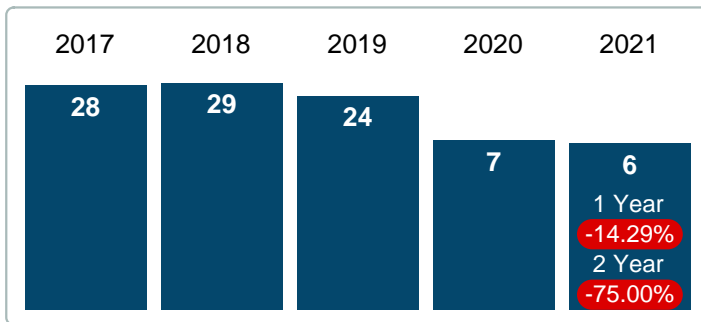
Area Delimited by County Of Rogers - Residential Property Type



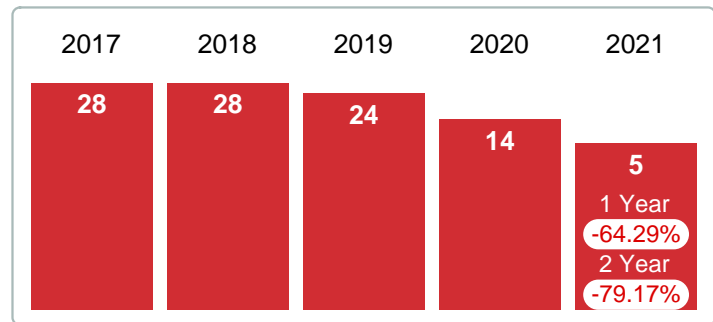
MEDIAN DAYS ON MARKET TO SALE

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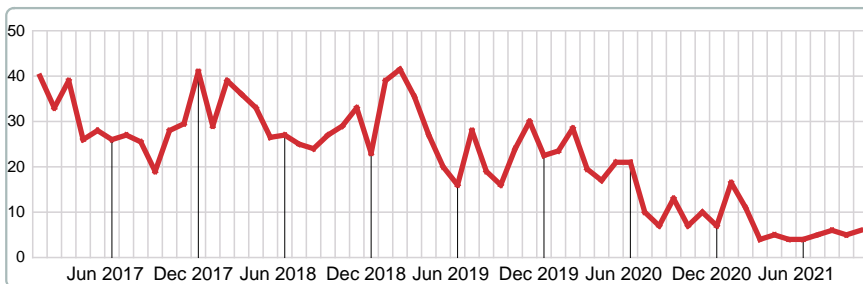
OCTOBER



YEAR TO DATE (YTD)

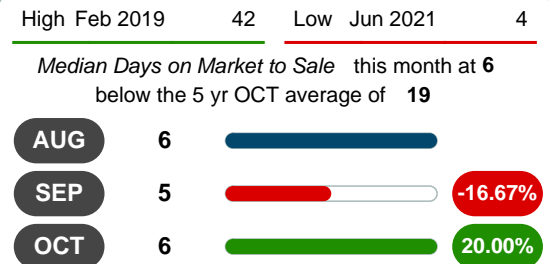


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 19



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
\$150,000 and less	14	10.45%	4	4	4	2	0
\$150,001 - \$175,000	11	8.21%	3	7	3	0	0
\$175,001 - \$225,000	26	19.40%	7	0	8	4	1
\$225,001 - \$300,000	33	24.63%	6	7	5	6	0
\$300,001 - \$375,000	17	12.69%	12	29	17	12	0
\$375,001 - \$475,000	17	12.69%	4	0	4	3	23
\$475,001 and up	16	11.94%	26	0	88	44	18
Median Closed DOM	6			7	5	6	18
Total Closed Units	134	100%	6.0	7	74	42	11
Total Closed Volume	43,173,707			1.30M	18.48M	16.86M	6.54M

October 2021



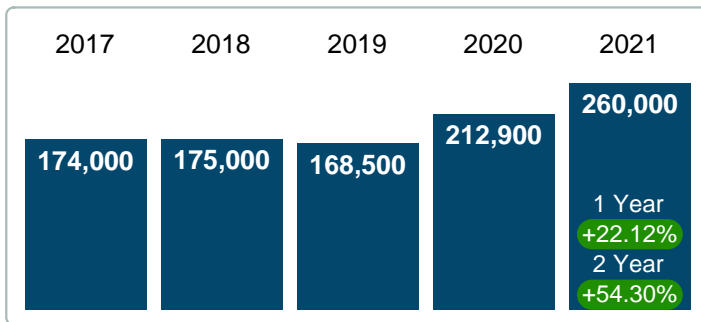
Area Delimited by County Of Rogers - Residential Property Type



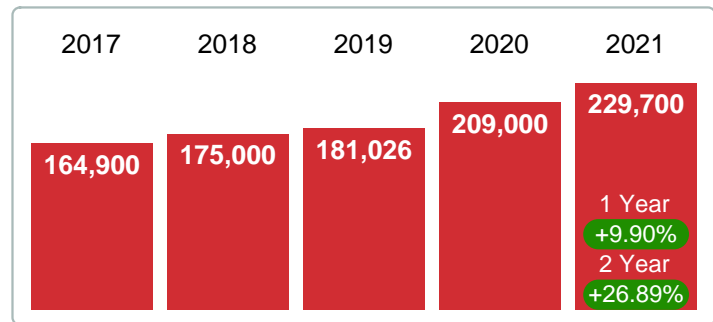
MEDIAN LIST PRICE AT CLOSING

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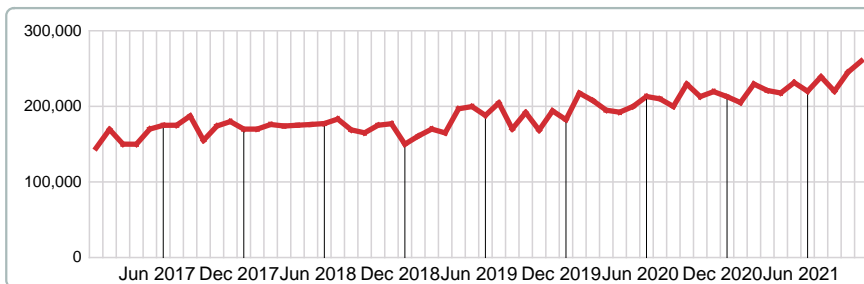
OCTOBER



YEAR TO DATE (YTD)

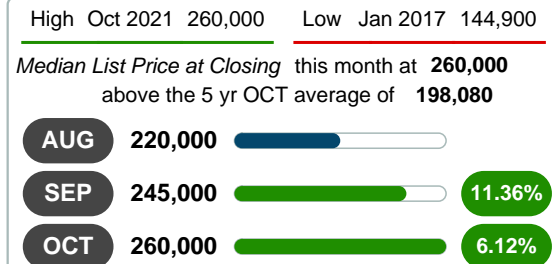


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 198,080



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
\$150,000 and less	13	9.70%	125,000	105,000	122,900	140,000	0
\$150,001 - \$175,000	12	8.96%	166,013	157,000	168,513	0	0
\$175,001 - \$225,000	27	20.15%	205,000	0	200,000	210,000	215,000
\$225,001 - \$300,000	33	24.63%	263,340	269,999	260,000	275,000	0
\$300,001 - \$375,000	16	11.94%	342,900	0	349,900	330,000	0
\$375,001 - \$475,000	17	12.69%	415,000	385,000	430,000	412,500	430,000
\$475,001 and up	16	11.94%	637,450	0	599,900	605,000	675,000
Median List Price			260,000	155,000	225,000	302,450	529,900
Total Closed Units		100%	260,000	7	74	42	11
Total Closed Volume			43,730,496	1.31M	18.47M	17.16M	6.79M

October 2021



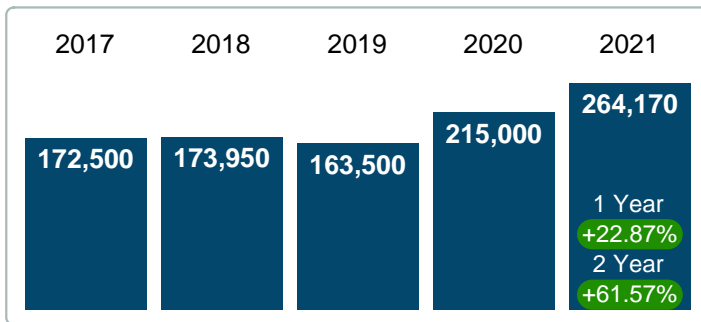
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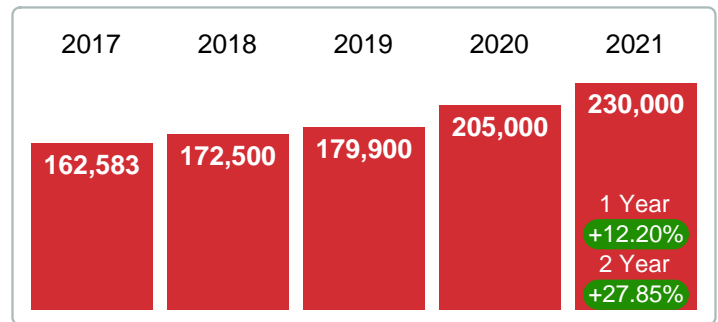
MEDIAN SOLD PRICE AT CLOSING

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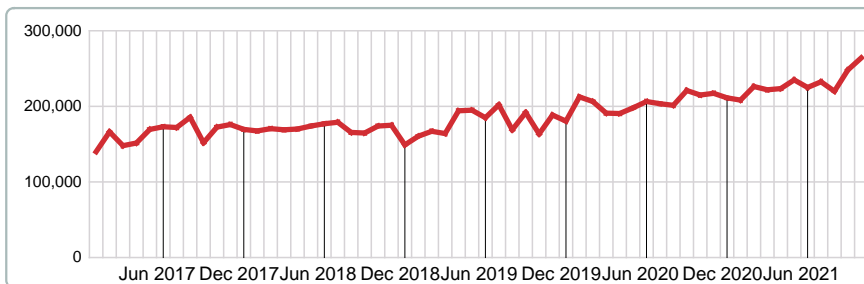
OCTOBER



YEAR TO DATE (YTD)



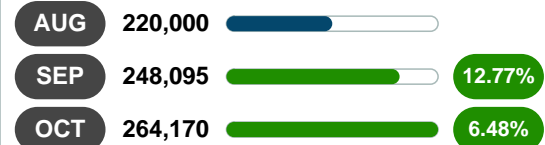
5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 197,824

High Oct 2021 264,170 Low Jan 2017 140,000
 Median Sold Price at Closing this month at **264,170**
 above the 5 yr OCT average of **197,824**



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
\$150,000 and less	14	10.45%	125,200	125,000	120,500	150,000	0
\$150,001 - \$175,000	11	8.21%	170,000	153,000	170,000	0	0
\$175,001 - \$225,000	26	19.40%	207,500	0	205,000	215,450	206,000
\$225,001 - \$300,000	33	24.63%	265,000	275,000	265,000	263,340	0
\$300,001 - \$375,000	17	12.69%	339,000	368,460	353,350	321,750	0
\$375,001 - \$475,000	17	12.69%	410,000	0	412,500	403,750	420,000
\$475,001 and up	16	11.94%	630,000	0	590,000	598,750	670,000
Median Sold Price			264,170	150,000	225,000	305,000	536,000
Total Closed Units		100%	264,170	7	74	42	11
Total Closed Volume			43,173,707	1.30M	18.48M	16.86M	6.54M

October 2021



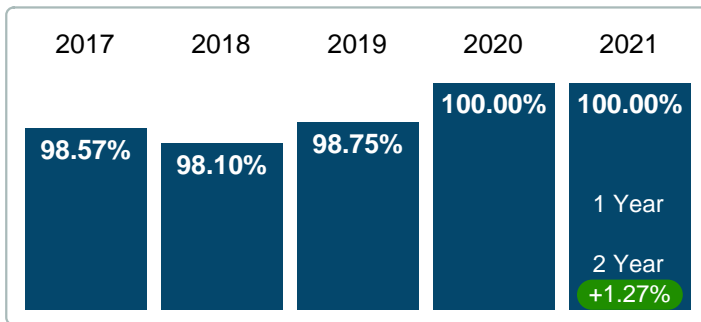
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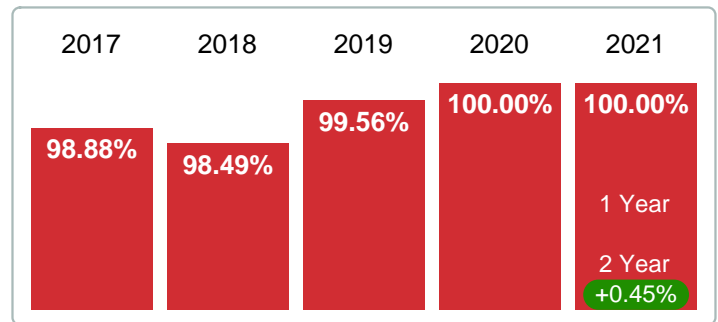
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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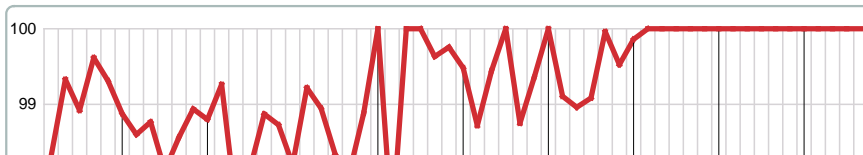
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 99.08%

High Oct 2021 100.00% Low Jan 2019 97.39%

Median Sold/List Ratio this month at 100.00%
above the 5 yr OCT average of 99.08%

AUG 100.00%

SEP 100.00%

OCT 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
\$150,000 and less	14	10.45%	100.00%	101.07%	100.00%	102.18%	0.00%
\$150,001 - \$175,000	11	8.21%	100.00%	98.71%	100.00%	0.00%	0.00%
\$175,001 - \$225,000	26	19.40%	100.03%	0.00%	100.06%	101.40%	95.81%
\$225,001 - \$300,000	33	24.63%	100.00%	101.85%	101.92%	100.00%	0.00%
\$300,001 - \$375,000	17	12.69%	100.00%	95.70%	100.12%	101.44%	0.00%
\$375,001 - \$475,000	17	12.69%	100.00%	0.00%	100.00%	100.00%	97.67%
\$475,001 and up	16	11.94%	99.39%	0.00%	98.35%	99.03%	99.87%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	99.26%
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



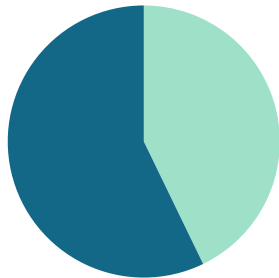
Area Delimited by County Of Rogers - Residential Property Type



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

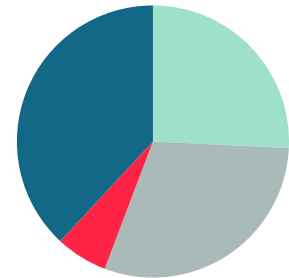
Closed Sales
134 = 25.77%

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%
Median List Price	212,900	260,000	22.12%	209,000	229,700	9.90%
Median Sale Price	215,000	264,170	22.87%	205,000	230,000	12.20%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Days on Market to Sale	7.00	6.00	-14.29%	14.00	5.00	-64.29%
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

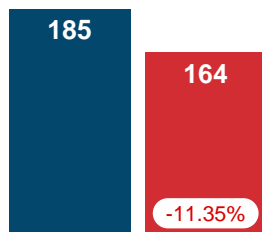
Inventory on October 31, 2021 = 198

2020 2021

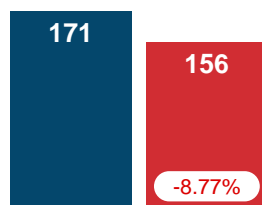
OCTOBER MARKET

MEDIAN PRICES

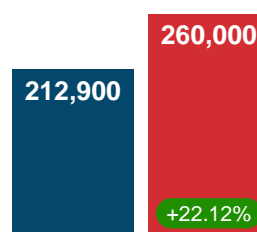
New Listings



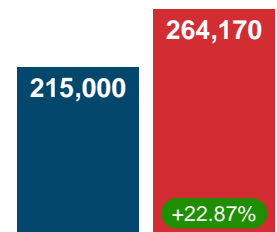
Pending Listings



List Price



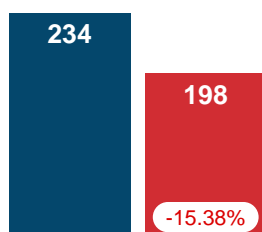
Sale Price



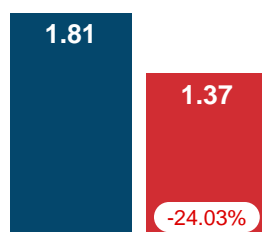
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

