

September 2021



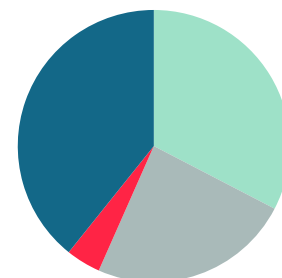
Area Delimited by County Of Rogers - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2020	2021	+/-%
Closed Listings	155	182	17.42%
Pending Listings	144	134	-6.94%
New Listings	162	160	-1.23%
Average List Price	257,695	286,900	11.33%
Average Sale Price	257,396	286,144	11.17%
Average Percent of Selling Price to List Price	103.11%	100.38%	-2.65%
Average Days on Market to Sale	31.76	15.04	-52.63%
End of Month Inventory	243	219	-9.88%
Months Supply of Inventory	1.90	1.50	-21.47%



■ Closed (32.62%)
■ Pending (24.01%)
■ Other OffMarket (4.12%)
■ Active (39.25%)

Absorption: Last 12 months, an Average of **146** Sales/Month
Active Inventory as of September 30, 2021 = **219**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2021 decreased **9.88%** to 219 existing homes available for sale. Over the last 12 months this area has had an average of 146 closed sales per month. This represents an unsold inventory index of **1.50** 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 **11.17%** in September 2021 to \$286,144 versus the previous year at \$257,396.

Average Days on Market Shortens

The average number of **15.04** days that homes spent on the market before selling decreased by 16.72 days or **52.63%** in September 2021 compared to last year's same month at **31.76** DOM.

Sales Success for September 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 160 New Listings in September 2021, down **1.23%** from last year at 162. Furthermore, there were 182 Closed Listings this month versus last year at 155, a **17.42%** increase.

Closed versus Listed trends yielded a **113.8%** ratio, up from previous year's, September 2020, at **95.7%**, a **18.89%** 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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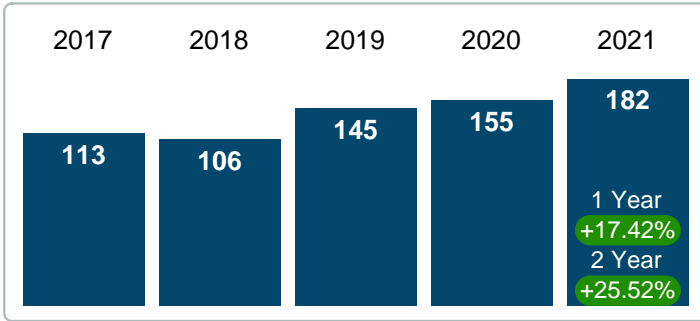
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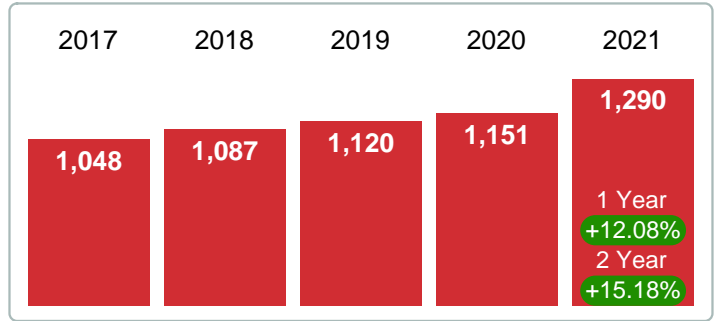
CLOSED LISTINGS

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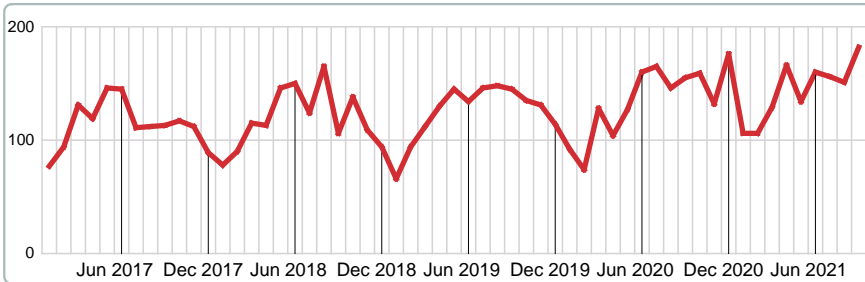
SEPTEMBER



YEAR TO DATE (YTD)

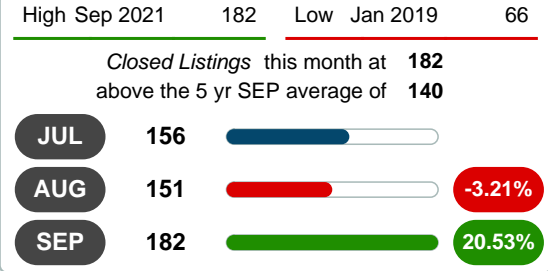


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 140



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	15	8.24%	40.5	4	10	1	0
\$125,001 - \$150,000	17	9.34%	12.2	4	10	3	0
\$150,001 - \$200,000	32	17.58%	9.7	1	28	3	0
\$200,001 - \$275,000	46	25.27%	8.7	1	32	13	0
\$275,001 - \$375,000	32	17.58%	11.6	0	18	12	2
\$375,001 - \$475,000	20	10.99%	20.4	0	5	11	4
\$475,001 and up	20	10.99%	21.8	0	1	12	7
Total Closed Units	182			10	104	55	13
Total Closed Volume	52,078,157	100%	15.0	1.26M	23.24M	20.22M	7.36M
Average Closed Price	\$286,144			\$125,690	\$223,419	\$367,677	\$566,425

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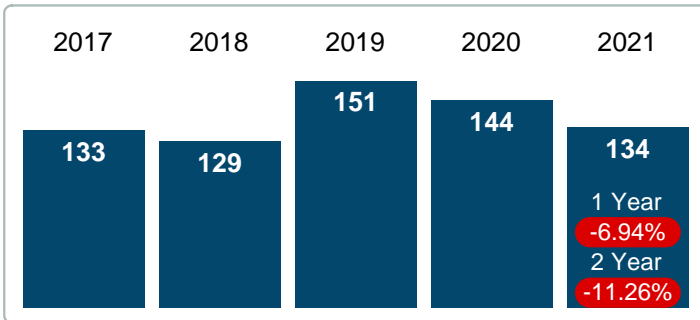
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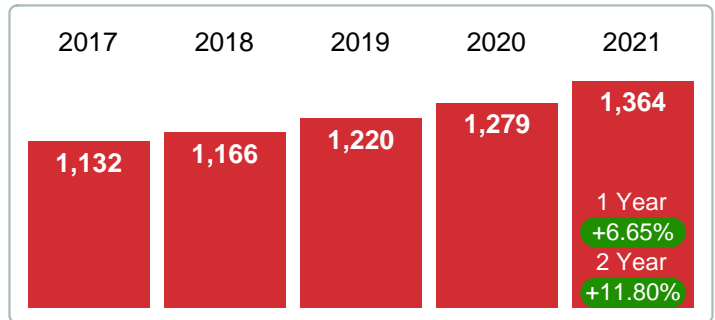
PENDING LISTINGS

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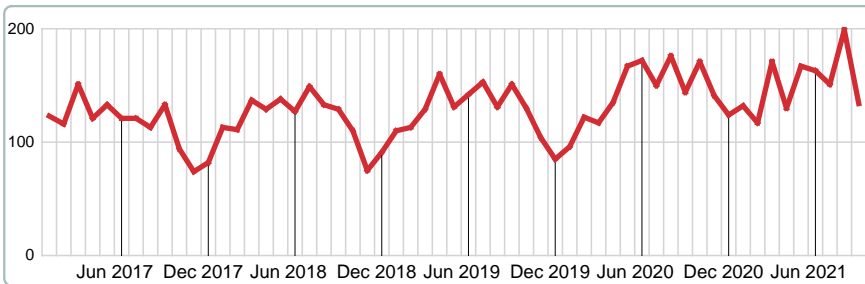
SEPTEMBER



YEAR TO DATE (YTD)

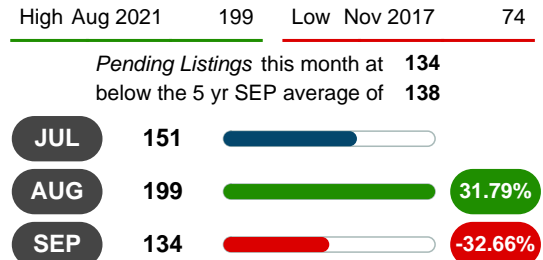


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 138



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	8	5.97%	23.8	4	4	0	0
\$125,001 - \$175,000	18	13.43%	18.8	5	10	3	0
\$175,001 - \$200,000	14	10.45%	26.9	1	11	2	0
\$200,001 - \$275,000	40	29.85%	16.0	1	27	12	0
\$275,001 - \$350,000	25	18.66%	22.1	2	10	13	0
\$350,001 - \$450,000	15	11.19%	13.7	0	8	6	1
\$450,001 and up	14	10.45%	21.8	0	3	5	6
Total Pending Units	134			13	73	41	7
Total Pending Volume	37,614,405	100%	19.8	2.21M	17.96M	13.00M	4.45M
Average Listing Price	\$279,230			\$169,715	\$246,042	\$317,029	\$635,557

September 2021



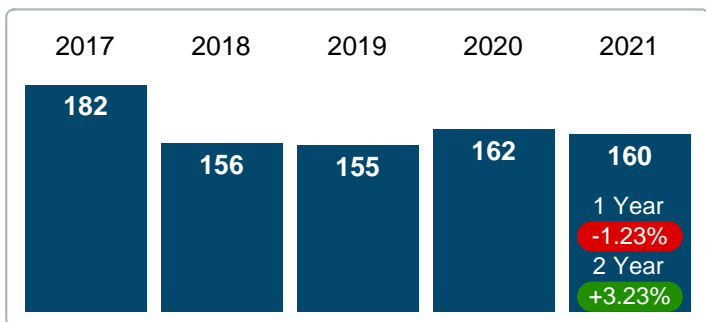
Area Delimited by County Of Rogers - Residential Property Type



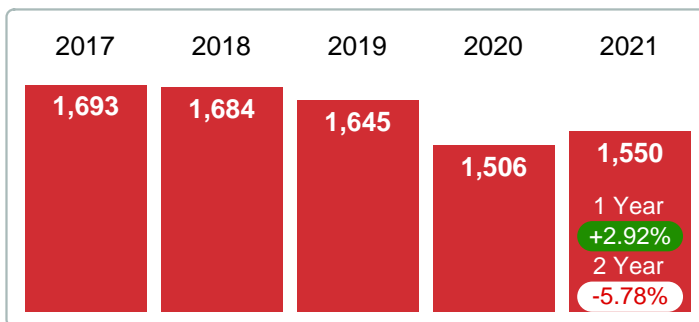
NEW LISTINGS

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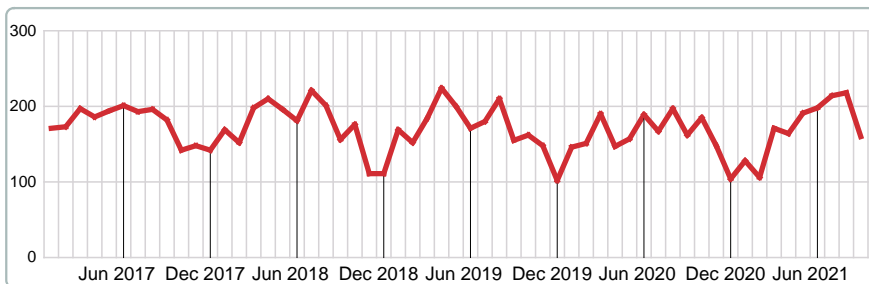
SEPTEMBER



YEAR TO DATE (YTD)

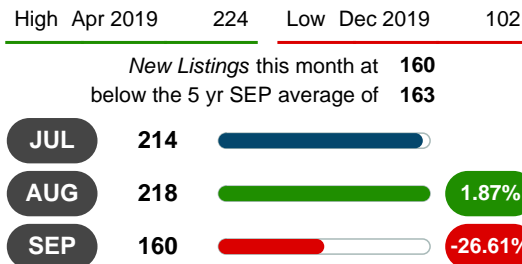


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 163



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	11	6.88%	7	4	0	0
\$125,001 - \$150,000	21	13.13%	7	13	1	0
\$150,001 - \$200,000	25	15.63%	2	20	3	0
\$200,001 - \$275,000	35	21.88%	0	27	8	0
\$275,001 - \$350,000	31	19.38%	2	17	12	0
\$350,001 - \$475,000	20	12.50%	0	11	9	0
\$475,001 and up	17	10.63%	0	3	11	3
Total New Listed Units	160		18	95	44	3
Total New Listed Volume	45,380,817	100%	2.65M	23.51M	16.80M	2.42M
Average New Listed Listing Price	\$277,883		\$147,178	\$247,488	\$381,725	\$808,133

September 2021



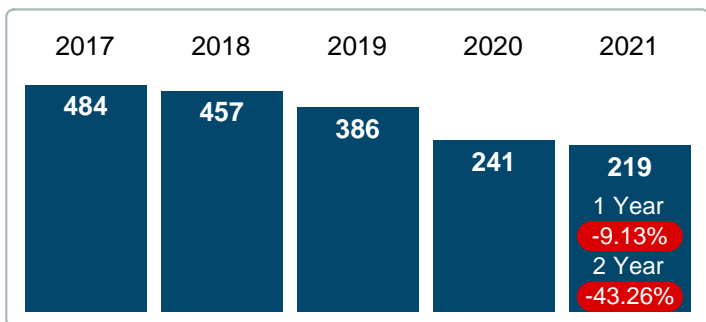
Area Delimited by County Of Rogers - Residential Property Type



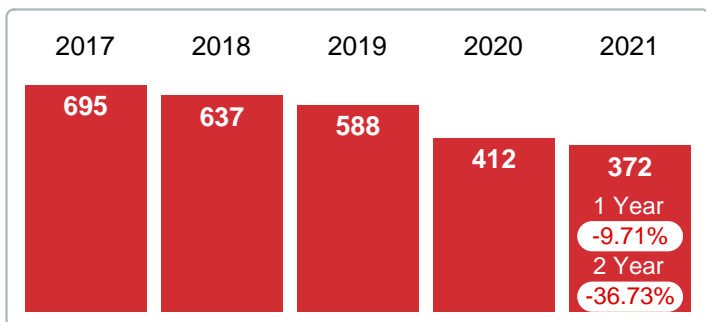
ACTIVE INVENTORY

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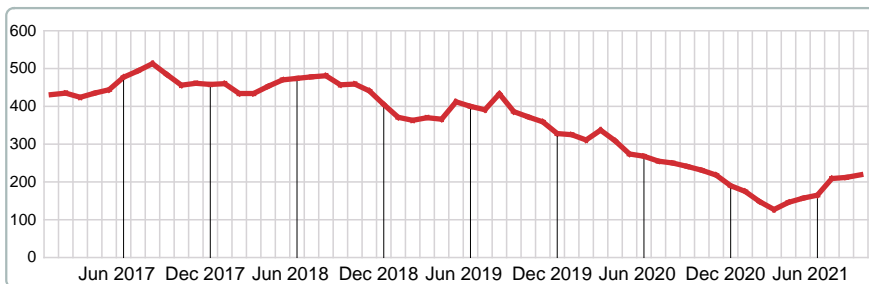
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

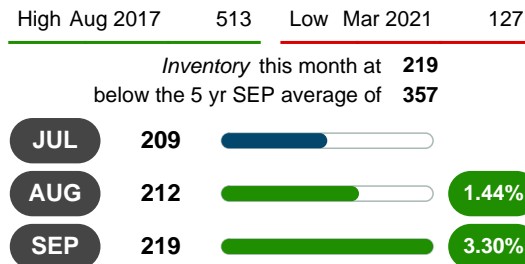


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 357



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	8.68%	63.5	8	10	0	1
\$125,001 - \$175,000	30	13.70%	36.8	7	18	5	0
\$175,001 - \$250,000	28	12.79%	34.1	1	19	8	0
\$250,001 - \$400,000	60	27.40%	38.6	2	37	21	0
\$400,001 - \$475,000	24	10.96%	93.6	0	5	17	2
\$475,001 - \$825,000	36	16.44%	62.7	1	5	26	4
\$825,001 and up	22	10.05%	109.7	2	5	9	6
Total Active Inventory by Units	219			21	99	86	13
Total Active Inventory by Volume	95,441,532	100%	57.1	4.98M	31.74M	44.84M	13.89M
Average Active Inventory Listing Price	\$435,806			\$237,214	\$320,562	\$521,354	\$1,068,300

September 2021



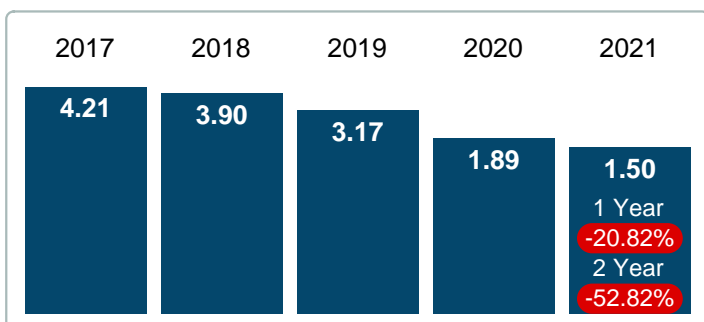
Area Delimited by County Of Rogers - Residential Property Type



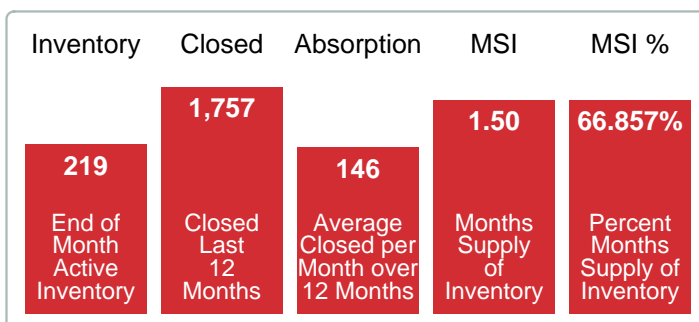
MONTHS SUPPLY of INVENTORY (MSI)

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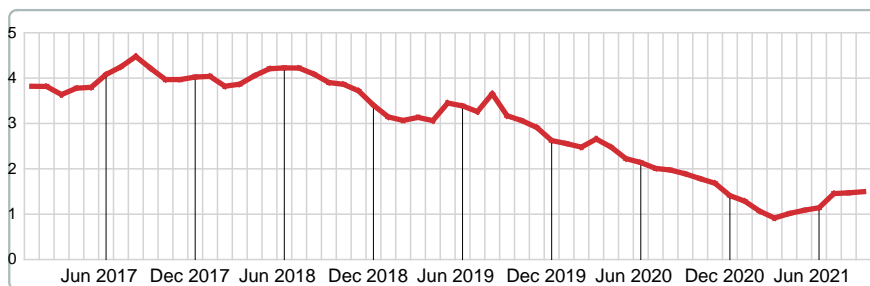
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2021



5 YEAR MARKET ACTIVITY TRENDS

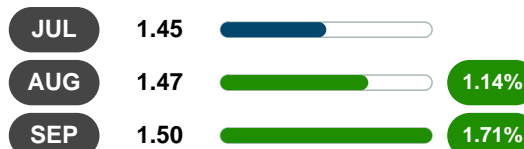


3 MONTHS

5 year SEP AVG = 2.93

High Aug 2017 4.48 Low Mar 2021 0.92

Months Supply this month at 1.50 below the 5 yr SEP average of 2.93



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	8.68%	1.24	1.63	1.10	0.00	12.00
\$125,001 - \$175,000	30	13.70%	1.21	4.67	0.88	2.00	0.00
\$175,001 - \$250,000	28	12.79%	0.62	1.33	0.62	0.58	0.00
\$250,001 - \$400,000	60	27.40%	1.54	4.00	2.12	1.14	0.00
\$400,001 - \$475,000	24	10.96%	2.32	0.00	2.07	2.72	1.41
\$475,001 - \$825,000	36	16.44%	3.72	12.00	5.00	4.46	1.45
\$825,001 and up	22	10.05%	12.00	0.00	60.00	13.50	5.54
Market Supply of Inventory (MSI)			1.50	2.63	1.22	1.76	1.51
Total Active Inventory by Units		100%	1.50	21	99	86	13

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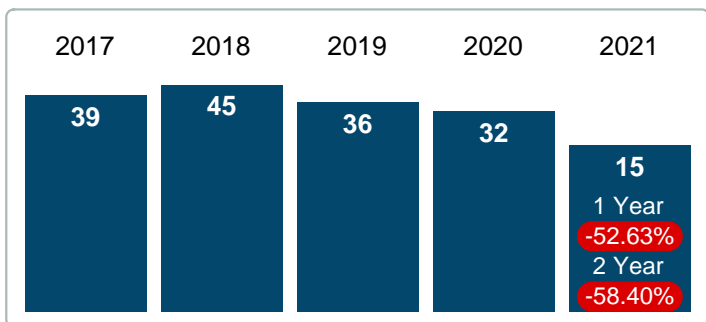
Area Delimited by County Of Rogers - Residential Property Type



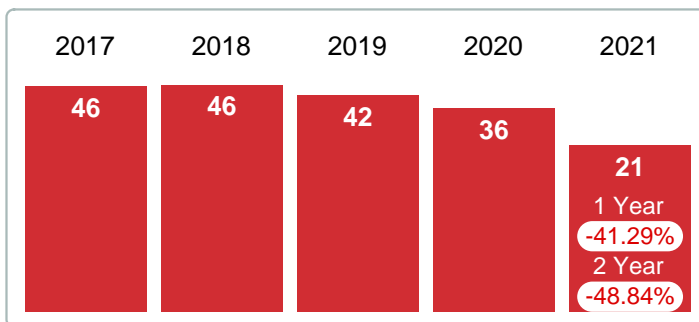
AVERAGE DAYS ON MARKET TO SALE

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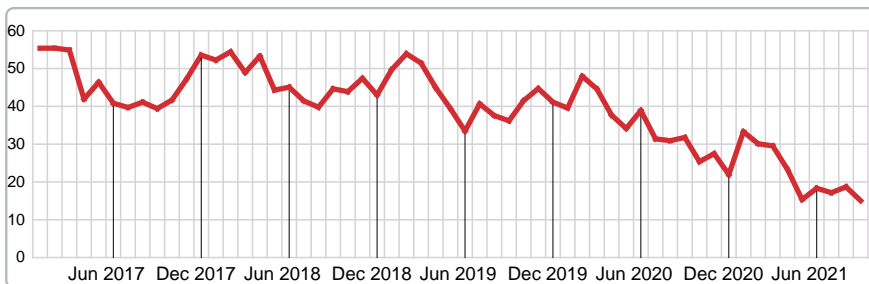
SEPTEMBER



YEAR TO DATE (YTD)

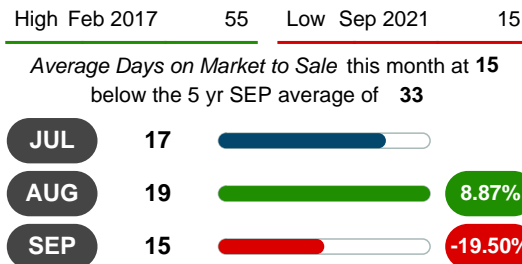


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 33



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	8.24%	40	106	16	22	0
\$125,001 - \$150,000	9.34%	12	13	13	10	0
\$150,001 - \$200,000	17.58%	10	18	9	13	0
\$200,001 - \$275,000	25.27%	9	4	9	8	0
\$275,001 - \$375,000	17.58%	12	0	9	14	17
\$375,001 - \$475,000	10.99%	20	0	15	24	19
\$475,001 and up	10.99%	22	0	35	21	21
Average Closed DOM		15	50	11	16	20
Total Closed Units	100%	182	10	104	55	13
Total Closed Volume		52,078,157	1.26M	23.24M	20.22M	7.36M

September 2021



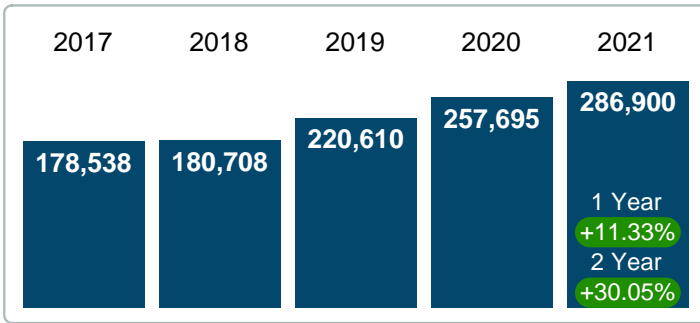
Area Delimited by County Of Rogers - Residential Property Type



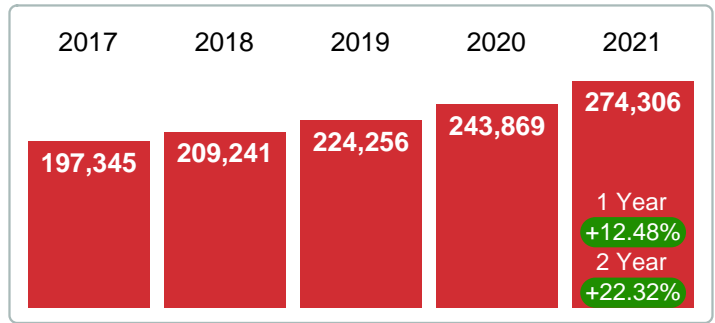
AVERAGE LIST PRICE AT CLOSING

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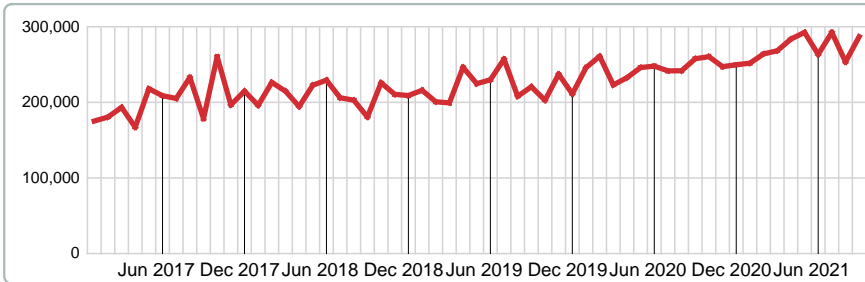
SEPTEMBER



YEAR TO DATE (YTD)

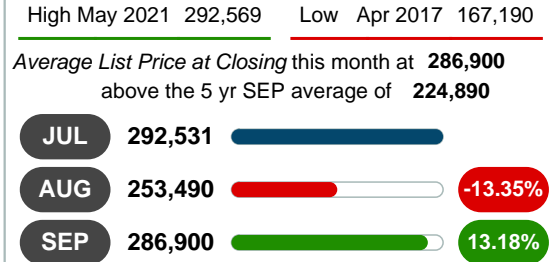


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 224,890



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	8.79%	97,106	75,198	103,790	115,000	0
\$125,001 - \$150,000	8.79%	142,881	138,975	146,480	146,300	0
\$150,001 - \$200,000	19.78%	179,669	195,000	176,279	188,333	0
\$200,001 - \$275,000	25.27%	243,278	250,000	233,566	250,732	0
\$275,001 - \$375,000	15.38%	327,924	0	306,350	332,367	302,500
\$375,001 - \$475,000	10.99%	412,479	0	415,014	416,361	393,675
\$475,001 and up	10.99%	664,283	0	590,000	607,058	772,994
Average List Price		286,900	130,169	222,038	367,845	583,897
Total Closed Units	100%	286,900	10	104	55	13
Total Closed Volume		52,215,793	1.30M	23.09M	20.23M	7.59M

September 2021



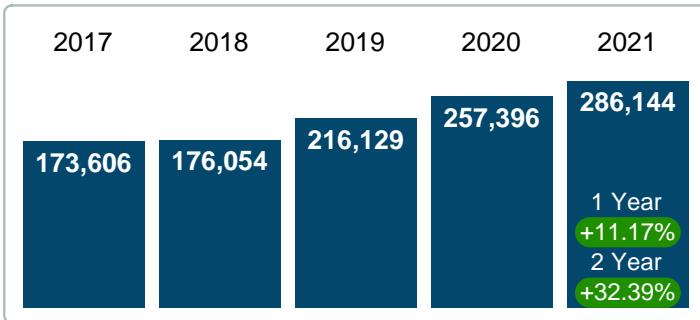
Area Delimited by County Of Rogers - Residential Property Type



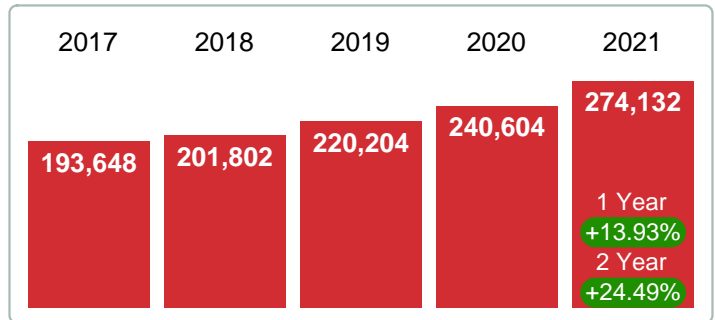
AVERAGE SOLD PRICE AT CLOSING

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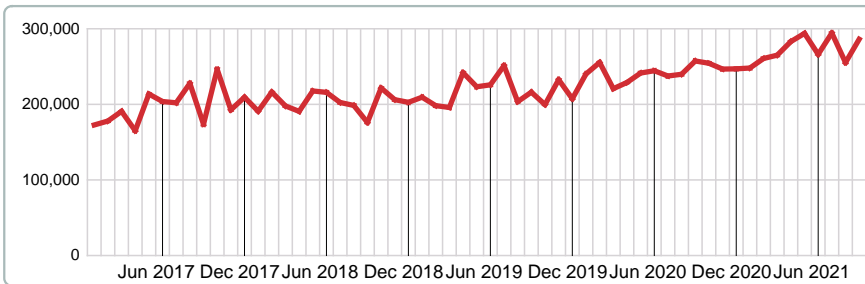
SEPTEMBER



YEAR TO DATE (YTD)

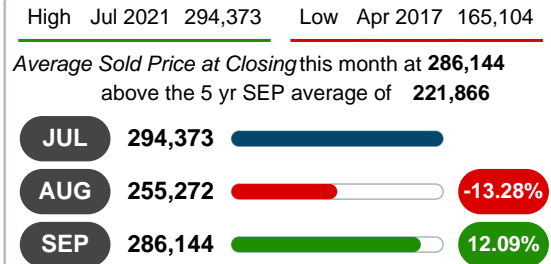


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 221,866



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	8.24%	92,033	72,250	98,150	110,000	0
\$125,001 - \$150,000	9.34%	141,235	138,475	141,750	143,200	0
\$150,001 - \$200,000	17.58%	176,905	169,000	176,320	185,000	0
\$200,001 - \$275,000	25.27%	239,606	245,000	233,513	254,189	0
\$275,001 - \$375,000	17.58%	323,908	0	320,368	334,288	293,500
\$375,001 - \$475,000	10.99%	415,462	0	418,110	421,172	396,450
\$475,001 and up	10.99%	646,976	0	570,000	598,233	741,531
Average Sold Price		286,144	125,690	223,419	367,677	566,425
Total Closed Units	100%	286,144	10	104	55	13
Total Closed Volume		52,078,157	1.26M	23.24M	20.22M	7.36M

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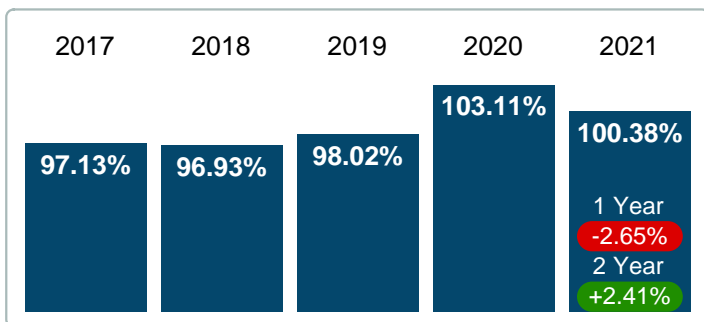
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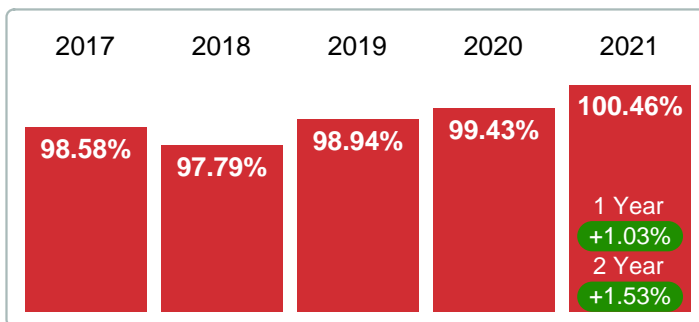
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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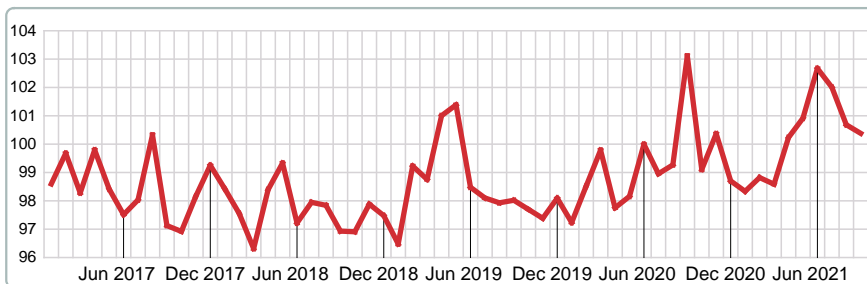
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

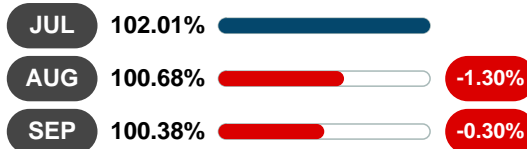


3 MONTHS

5 year SEP AVG = 99.11%

High Sep 2020 103.11% Low Mar 2018 96.31%

Average Sold/List Ratio this month at **100.38%** above the 5 yr SEP average of **99.11%**



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	15	8.24%	93.63%	95.11%	92.84%	95.65%	0.00%	
\$125,001 - \$150,000	17	9.34%	97.77%	99.55%	96.80%	98.65%	0.00%	
\$150,001 - \$200,000	32	17.58%	99.50%	86.67%	100.09%	98.22%	0.00%	
\$200,001 - \$275,000	46	25.27%	100.41%	98.00%	100.07%	101.43%	0.00%	
\$275,001 - \$375,000	32	17.58%	106.83%	0.00%	111.84%	100.76%	98.14%	
\$375,001 - \$475,000	20	10.99%	100.97%	0.00%	100.75%	101.15%	100.73%	
\$475,001 and up	20	10.99%	98.09%	0.00%	96.61%	98.86%	96.99%	
Average Sold/List Ratio		100.40%		96.33%	101.10%	100.24%	98.32%	
Total Closed Units		182	100%	100.40%	10	104	55	13
Total Closed Volume		52,078,157			1.26M	23.24M	20.22M	7.36M

September 2021



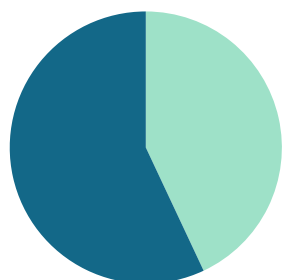
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

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

INVENTORY

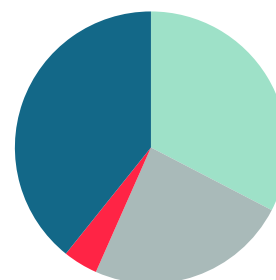


Inventory
 New Listings
160 = 43.01%
 Start Inventory
212
 Total Inventory Units
372
 Volume
\$141,479,536

Market Activity

Closed Sales
182 = 32.62%
 Pending Sales
134 = 24.01%
 Other Off Market
23 = 4.12%
 Active Inventory
219 = 39.25%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	155	182	17.42%	1,151	1,290	12.08%
Pending Sales	144	134	-6.94%	1,279	1,364	6.65%
New Listings	162	160	-1.23%	1,506	1,550	2.92%
Average List Price	257,695	286,900	11.33%	243,869	274,306	12.48%
Average Sale Price	257,396	286,144	11.17%	240,604	274,132	13.93%
Average Percent of Selling Price to List Price	103.11%	100.38%	-2.65%	99.43%	100.46%	1.03%
Average Days on Market to Sale	31.76	15.04	-52.63%	36.48	21.42	-41.29%
Monthly Inventory	243	219	-9.88%	243	219	-9.88%
Months Supply of Inventory	1.90	1.50	-21.47%	1.90	1.50	-21.47%

Absorption: Last 12 months, an Average of **146** Sales/Month

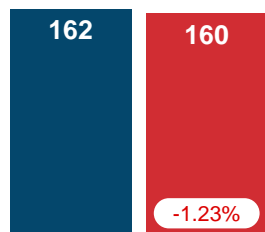
Inventory on September 30, 2021 = **219**

2020 **2021**

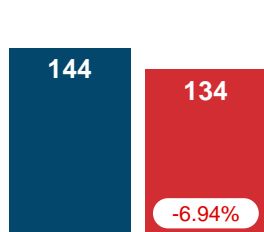
SEPTEMBER MARKET

AVERAGE PRICES

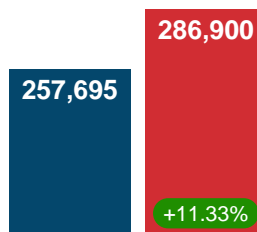
New Listings



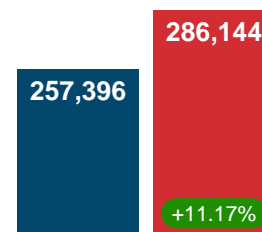
Pending Listings



List Price



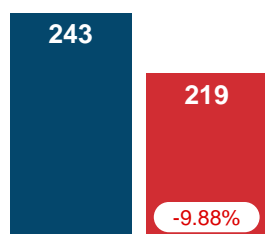
Sale Price



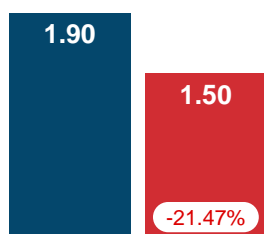
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

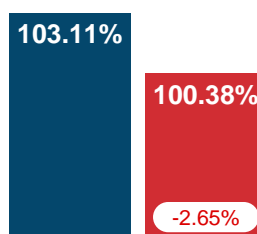
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

