

# November 2022



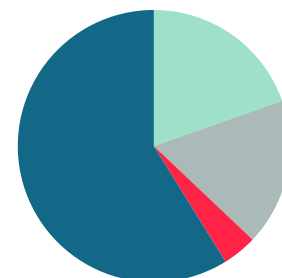
Area Delimited by County Of Rogers - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 09, 2023 for MLS Technology Inc.

Compared Metrics	November		
	2021	2022	+/-%
Closed Listings	160	91	-43.13%
Pending Listings	160	81	-49.38%
New Listings	152	108	-28.95%
Average List Price	285,745	341,431	19.49%
Average Sale Price	285,413	338,960	18.76%
Average Percent of Selling Price to List Price	99.68%	98.97%	-0.71%
Average Days on Market to Sale	21.84	24.14	10.53%
End of Month Inventory	168	273	62.50%
Months Supply of Inventory	1.15	2.07	80.33%



■ Closed (19.61%)  
■ Pending (17.46%)  
■ Other OffMarket (4.09%)  
■ Active (58.84%)

**Absorption:** Last 12 months, an Average of **132** Sales/Month  
**Active Inventory** as of November 30, 2022 = **273**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2022 rose **62.50%** to 273 existing homes available for sale. Over the last 12 months this area has had an average of 132 closed sales per month. This represents an unsold inventory index of **2.07** 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 **18.76%** in November 2022 to \$338,960 versus the previous year at \$285,413.

#### Average Days on Market Lengthens

The average number of **24.14** days that homes spent on the market before selling increased by 2.30 days or **10.53%** in November 2022 compared to last year's same month at **21.84** DOM.

#### Sales Success for November 2022 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 108 New Listings in November 2022, down **28.95%** from last year at 152. Furthermore, there were 91 Closed Listings this month versus last year at 160, a **-43.13%** decrease.

Closed versus Listed trends yielded a **84.3%** ratio, down from previous year's, November 2021, at **105.3%**, a **19.95%** downswing. This will certainly create pressure on an increasing 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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

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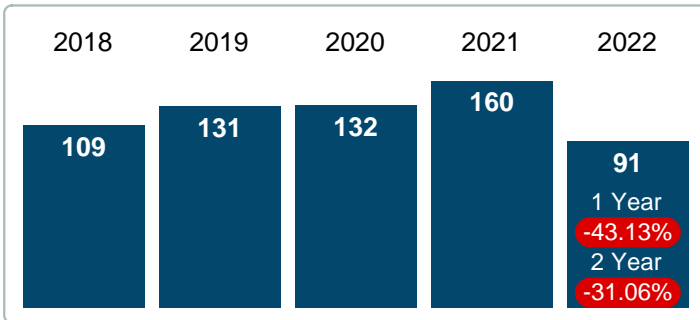
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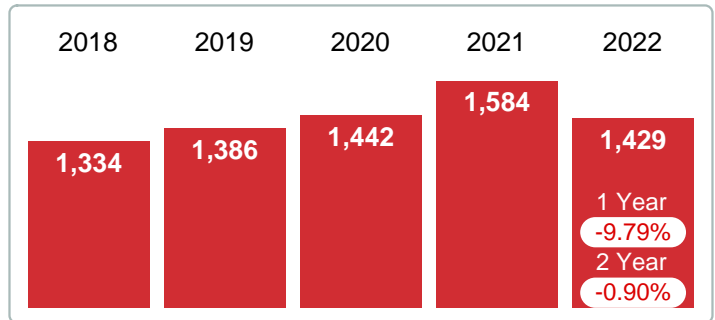
## CLOSED LISTINGS

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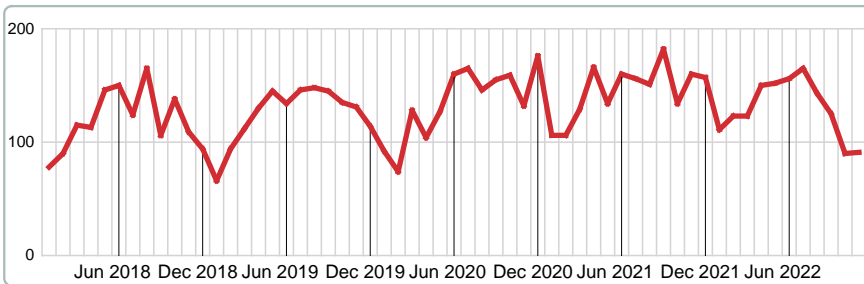
### NOVEMBER



### YEAR TO DATE (YTD)

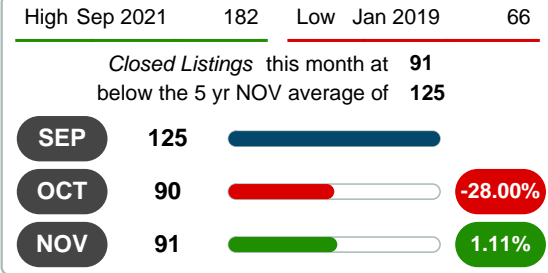


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 125



### 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	7	7.69%	31.7	5	2	0	0
\$125,001 - \$200,000	14	15.38%	19.9	1	10	3	0
\$200,001 - \$225,000	7	7.69%	5.7	0	6	1	0
\$225,001 - \$350,000	29	31.87%	32.1	0	20	8	1
\$350,001 - \$450,000	14	15.38%	26.8	2	4	8	0
\$450,001 - \$550,000	8	8.79%	25.0	1	1	4	2
\$550,001 and up	12	13.19%	12.6	0	2	8	2
<b>Total Closed Units</b>	<b>91</b>			<b>9</b>	<b>45</b>	<b>32</b>	<b>5</b>
<b>Total Closed Volume</b>	<b>30,845,358</b>	<b>100%</b>	<b>24.1</b>	<b>1.86M</b>	<b>11.92M</b>	<b>14.57M</b>	<b>2.49M</b>
<b>Average Closed Price</b>	<b>\$338,960</b>			<b>\$206,478</b>	<b>\$264,998</b>	<b>\$455,249</b>	<b>\$498,837</b>



Area Delimited by County Of Rogers - Residential Property Type

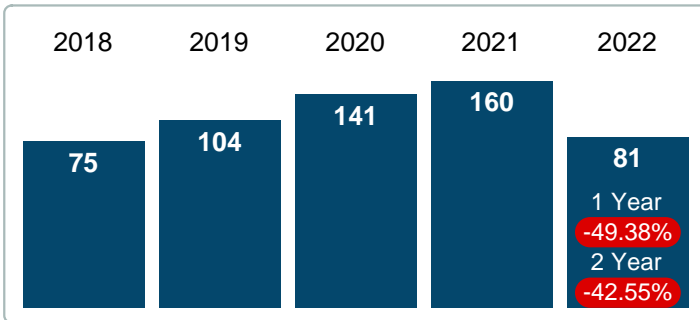


# November 2022

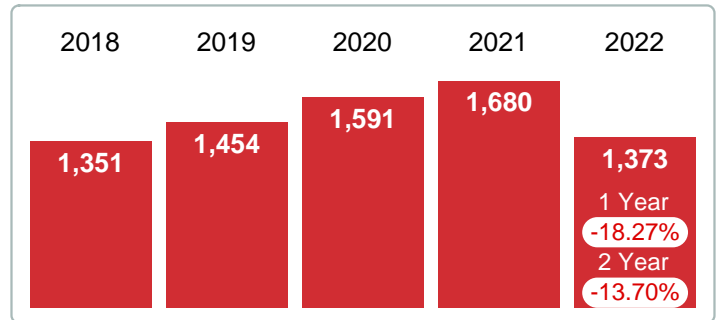
## PENDING LISTINGS

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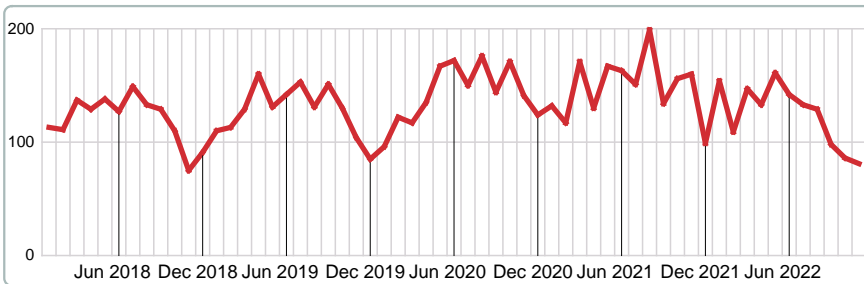
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

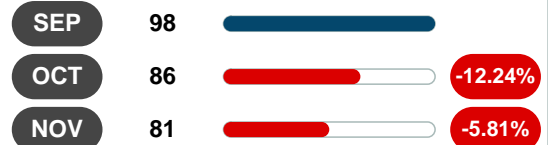


### 3 MONTHS

5 year NOV AVG = 112

High Aug 2021 199 Low Nov 2018 75

Pending Listings this month at **81**  
below the 5 yr NOV average of **112**



### 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	6	7.41%	41.2	4	2	0	0
\$125,001 - \$175,000	10	12.35%	18.8	1	7	1	1
\$175,001 - \$200,000	8	9.88%	33.1	0	8	0	0
\$200,001 - \$300,000	25	30.86%	28.2	2	16	5	2
\$300,001 - \$375,000	10	12.35%	26.9	0	4	6	0
\$375,001 - \$525,000	14	17.28%	44.6	0	7	6	1
\$525,001 and up	8	9.88%	20.4	0	2	4	2
<b>Total Pending Units</b>	<b>81</b>			<b>7</b>	<b>46</b>	<b>22</b>	<b>6</b>
<b>Total Pending Volume</b>	<b>24,208,605</b>	<b>100%</b>	<b>29.9</b>	<b>944.30K</b>	<b>12.05M</b>	<b>8.77M</b>	<b>2.44M</b>
<b>Average Listing Price</b>	<b>\$296,718</b>			<b>\$134,900</b>	<b>\$261,964</b>	<b>\$398,808</b>	<b>\$406,700</b>

# November 2022



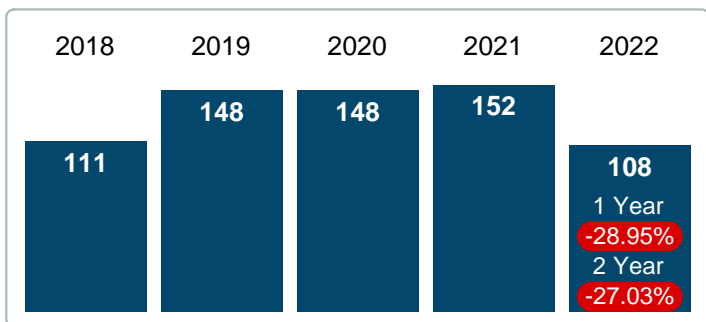
Area Delimited by County Of Rogers - Residential Property Type



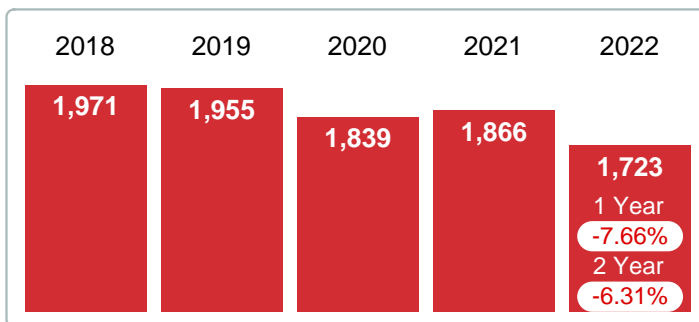
## NEW LISTINGS

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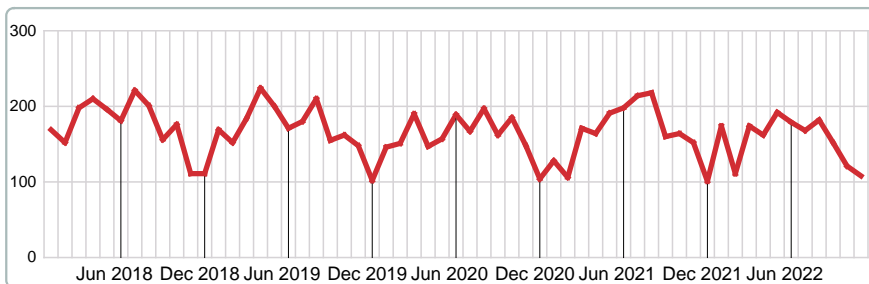
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 133

High Apr 2019 224 Low Dec 2021 101

New Listings this month at **108**  
 below the 5 yr NOV average of **133**



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	12	11.11%	6	5	1	0
\$150,001 - \$175,000	5	4.63%	0	5	0	0
\$175,001 - \$225,000	20	18.52%	0	19	1	0
\$225,001 - \$350,000	29	26.85%	0	19	9	1
\$350,001 - \$425,000	18	16.67%	1	11	5	1
\$425,001 - \$600,000	13	12.04%	1	4	5	3
\$600,001 and up	11	10.19%	0	2	5	4
<b>Total New Listed Units</b>	<b>108</b>		<b>8</b>	<b>65</b>	<b>26</b>	<b>9</b>
<b>Total New Listed Volume</b>	<b>36,490,359</b>	<b>100%</b>	<b>1.73M</b>	<b>18.41M</b>	<b>11.20M</b>	<b>5.16M</b>
<b>Average New Listed Listing Price</b>	<b>\$328,818</b>		<b>\$215,925</b>	<b>\$283,213</b>	<b>\$430,697</b>	<b>\$572,889</b>

# November 2022



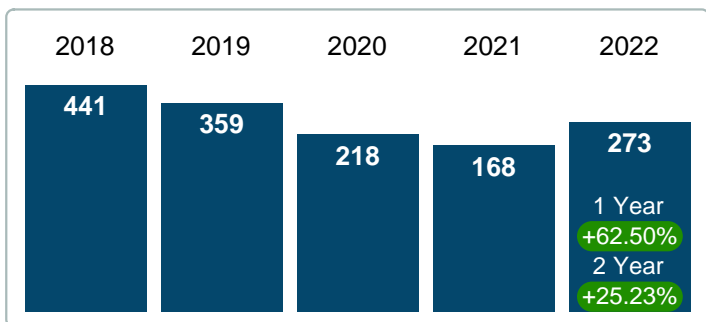
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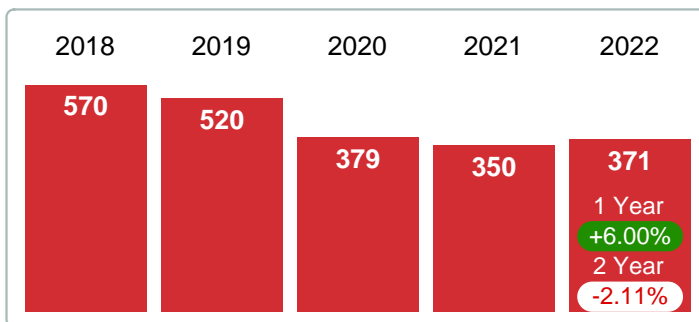
## ACTIVE INVENTORY

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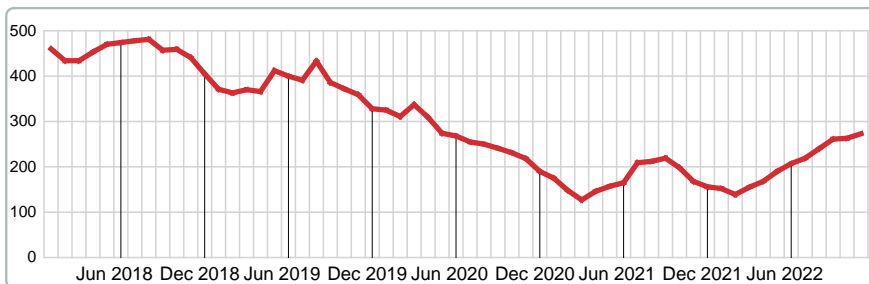
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

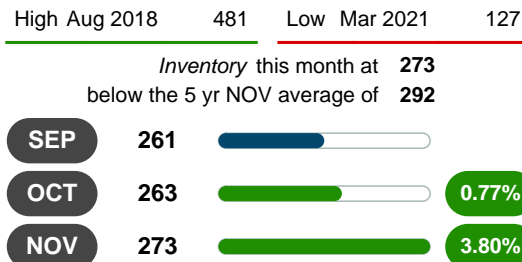


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 292



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	15	5.49%	74.1	5	9	0	1
\$150,001 - \$225,000	43	15.75%	69.7	1	35	7	0
\$225,001 - \$300,000	42	15.38%	58.3	0	22	17	3
\$300,001 - \$450,000	65	23.81%	78.2	1	38	19	7
\$450,001 - \$525,000	36	13.19%	100.9	0	12	20	4
\$525,001 - \$675,000	39	14.29%	105.5	2	8	20	9
\$675,001 and up	33	12.09%	106.0	0	8	16	9
<b>Total Active Inventory by Units</b>	<b>273</b>			<b>9</b>	<b>132</b>	<b>99</b>	<b>33</b>
<b>Total Active Inventory by Volume</b>	<b>120,682,863</b>	<b>100%</b>	<b>83.8</b>	<b>2.36M</b>	<b>47.21M</b>	<b>51.56M</b>	<b>19.56M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$442,062</b>			<b>\$262,489</b>	<b>\$357,628</b>	<b>\$520,775</b>	<b>\$592,630</b>

# November 2022



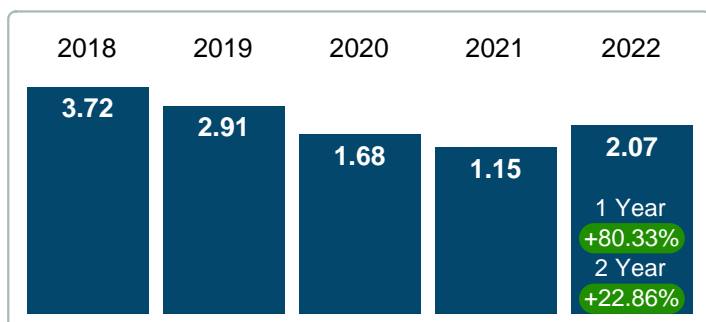
Area Delimited by County Of Rogers - Residential Property Type



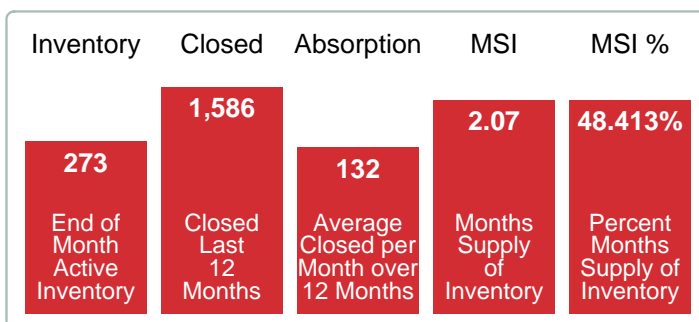
## MONTHS SUPPLY of INVENTORY (MSI)

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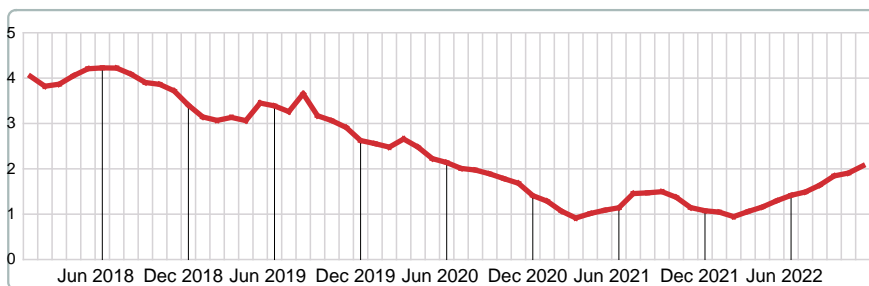
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2022

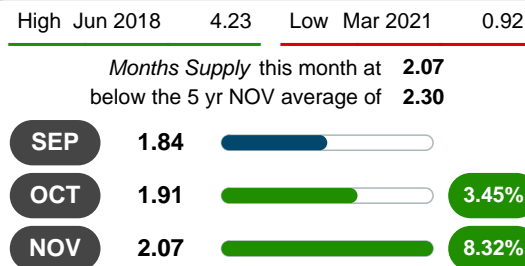


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 2.30



### 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
\$150,000 and less	15	5.49%	0.88	0.77	0.95	0.00	12.00
\$150,001 - \$225,000	43	15.75%	1.36	0.75	1.34	1.75	0.00
\$225,001 - \$300,000	42	15.38%	1.35	0.00	1.03	2.06	12.00
\$300,001 - \$450,000	65	23.81%	2.02	1.71	2.49	1.26	5.60
\$450,001 - \$525,000	36	13.19%	4.65	0.00	6.00	4.44	4.00
\$525,001 - \$675,000	39	14.29%	4.93	0.00	6.40	3.75	6.75
\$675,001 and up	33	12.09%	7.07	0.00	24.00	6.40	5.14
Market Supply of Inventory (MSI)			2.07	0.91	1.74	2.44	5.74
Total Active Inventory by Units		100%	273	9	132	99	33

# November 2022



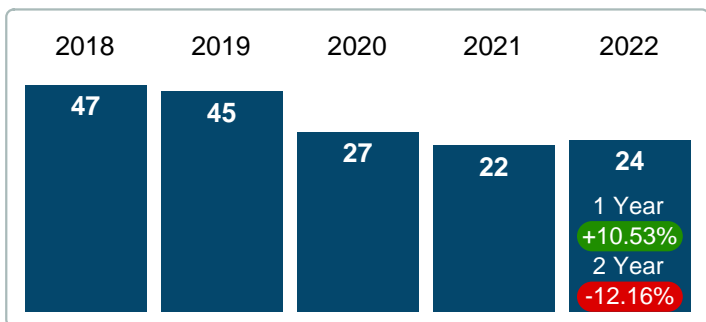
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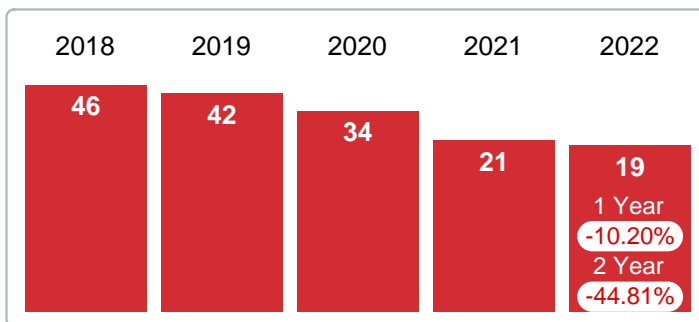
## AVERAGE DAYS ON MARKET TO SALE

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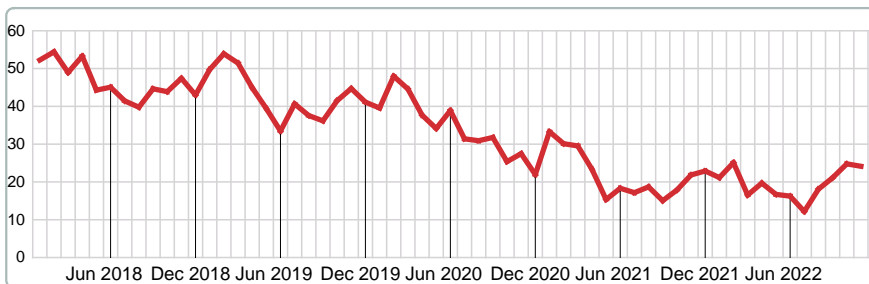
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

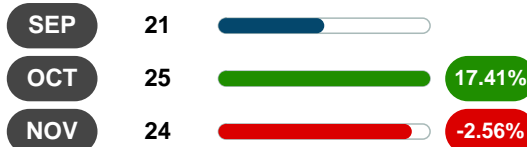


### 3 MONTHS

5 year NOV AVG = 33

High Feb 2018 54 Low Jul 2022 12

Average Days on Market to Sale this month at 24 below the 5 yr NOV average of 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	7.69%	32	38	17	0	0
\$125,001 - \$200,000	15.38%	20	9	25	8	0
\$200,001 - \$225,000	7.69%	6	0	4	14	0
\$225,001 - \$350,000	31.87%	32	0	31	24	115
\$350,001 - \$450,000	15.38%	27	36	43	17	0
\$450,001 - \$550,000	8.79%	25	45	2	23	31
\$550,001 and up	13.19%	13	0	24	13	1
<b>Average Closed DOM</b>		<b>24</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>24</b>	<b>9</b>	<b>45</b>	<b>32</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>30,845,358</b>	<b>1.86M</b>	<b>11.92M</b>	<b>14.57M</b>	<b>2.49M</b>

# November 2022



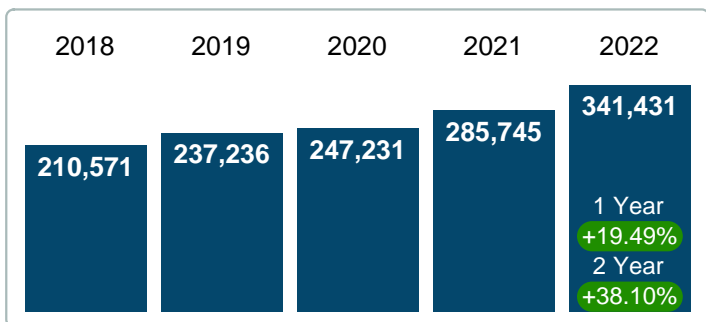
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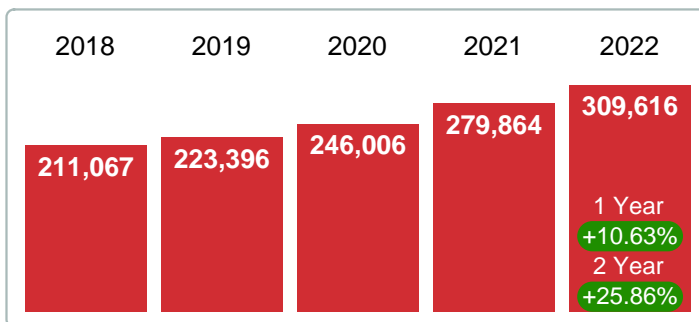
## AVERAGE LIST PRICE AT CLOSING

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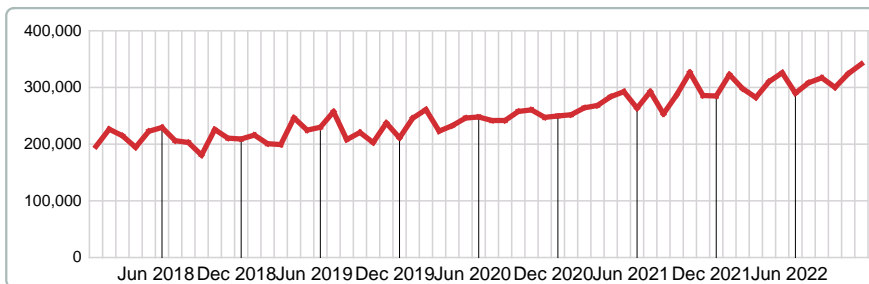
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 264,443

High Nov 2022 341,431    Low Sep 2018 180,708

Average List Price at Closing this month at **341,431**  
above the 5 yr NOV average of **264,443**

SEP	300,122	<div style="width: 70%;"></div>
OCT	324,220	<div style="width: 80%;"></div> 8.03%
NOV	341,431	<div style="width: 90%;"></div> 5.31%

### 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	6	6.59%	85,383	82,040	117,500	0	0
\$125,001 - \$200,000	16	17.58%	164,988	169,900	165,312	163,000	0
\$200,001 - \$225,000	8	8.79%	219,225	0	213,117	225,000	0
\$225,001 - \$350,000	25	27.47%	287,044	0	281,271	301,586	299,000
\$350,001 - \$450,000	14	15.38%	395,689	435,000	399,625	411,893	0
\$450,001 - \$550,000	10	10.99%	486,584	499,000	510,000	491,709	475,000
\$550,001 and up	12	13.19%	715,230	0	567,000	776,631	617,855
Average List Price			341,431	216,567	267,438	456,304	496,942
Total Closed Units		100%	341,431	9	45	32	5
Total Closed Volume			31,070,259	1.95M	12.03M	14.60M	2.48M



# November 2022



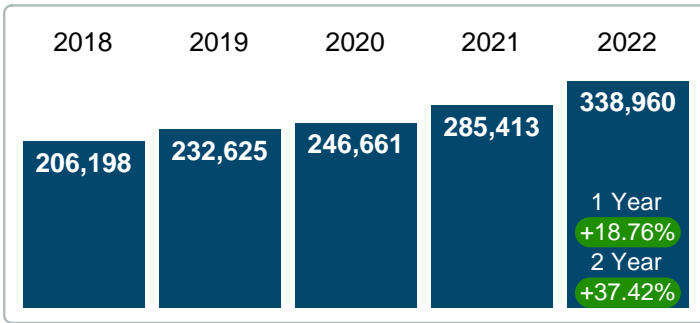
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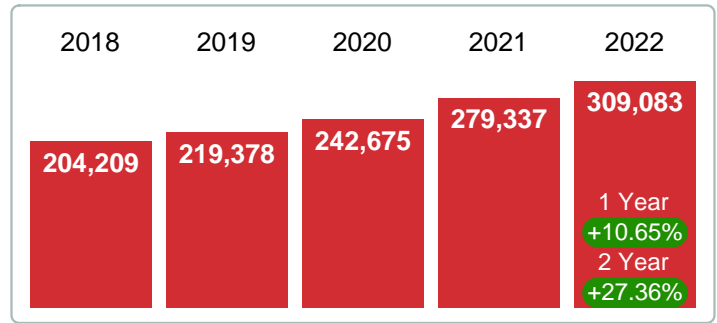
## AVERAGE SOLD PRICE AT CLOSING

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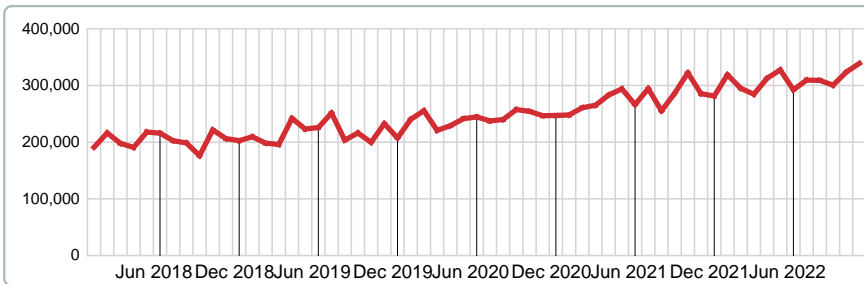
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

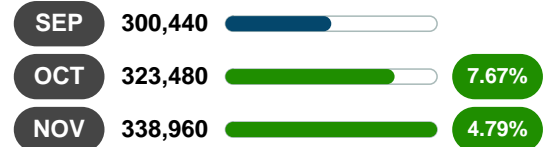


### 3 MONTHS

5 year NOV AVG = 261,971

High Nov 2022 338,960 Low Sep 2018 176,054

Average Sold Price at Closing this month at **338,960** above the 5 yr NOV average of **261,971**



### 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	7.69%	83,686	71,360	114,500	0	0
\$125,001 - \$200,000	15.38%	160,989	165,000	161,624	157,533	0
\$200,001 - \$225,000	7.69%	217,129	0	215,817	225,000	0
\$225,001 - \$350,000	31.87%	284,919	0	278,488	301,860	278,000
\$350,001 - \$450,000	15.38%	404,857	418,750	393,625	406,999	0
\$450,001 - \$550,000	8.79%	500,677	499,000	525,000	504,855	481,000
\$550,001 and up	13.19%	712,480	0	557,750	772,509	627,093
<b>Average Sold Price</b>		<b>338,960</b>	<b>206,478</b>	<b>264,998</b>	<b>455,249</b>	<b>498,837</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>338,960</b>	<b>9</b>	<b>45</b>	<b>32</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>30,845,358</b>	<b>1.86M</b>	<b>11.92M</b>	<b>14.57M</b>	<b>2.49M</b>

# November 2022



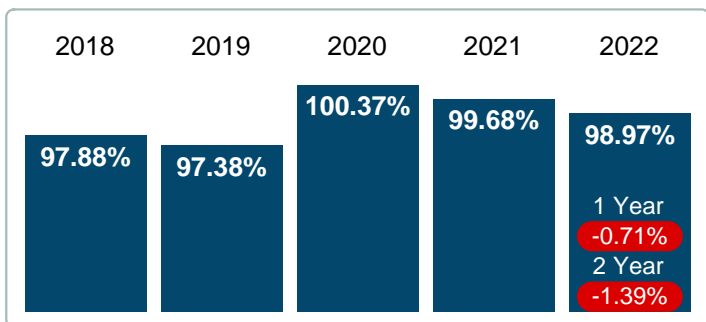
Area Delimited by County Of Rogers - Residential Property Type



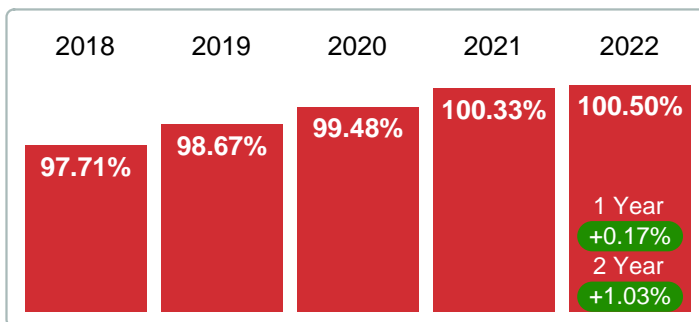
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 09, 2023 for MLS Technology Inc.

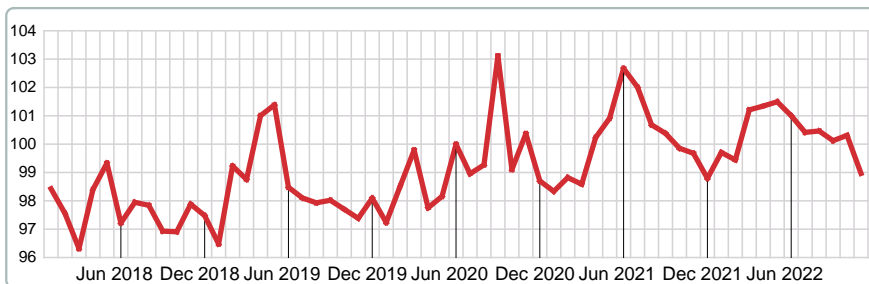
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

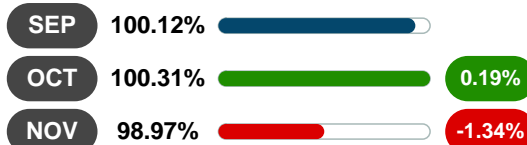


### 3 MONTHS

5 year NOV AVG = 98.86%

High Sep 2020 103.11% Low Mar 2018 96.31%

Average Sold/List Ratio this month at **98.97%**  
equal to 5 yr NOV average of **98.86%**



### 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	7	7.69%	94.59%	93.47%	97.39%	0.00%	0.00%	
\$125,001 - \$200,000	14	15.38%	97.37%	97.12%	97.75%	96.19%	0.00%	
\$200,001 - \$225,000	7	7.69%	101.13%	0.00%	101.32%	100.00%	0.00%	
\$225,001 - \$350,000	29	31.87%	99.37%	0.00%	99.32%	100.28%	92.98%	
\$350,001 - \$450,000	14	15.38%	98.40%	96.20%	98.45%	98.92%	0.00%	
\$450,001 - \$550,000	8	8.79%	102.09%	100.00%	102.94%	102.81%	101.26%	
\$550,001 and up	12	13.19%	99.72%	0.00%	98.37%	99.62%	101.49%	
Average Sold/List Ratio		99.00%		95.21%	99.12%	99.70%	99.70%	
Total Closed Units		91	100%	99.00%	9	45	32	5
Total Closed Volume		30,845,358			1.86M	11.92M	14.57M	2.49M

# November 2022



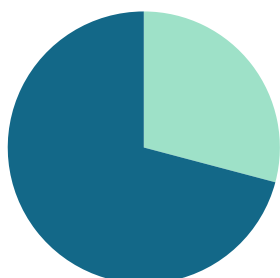
Area Delimited by County Of Rogers - Residential Property Type



## MARKET SUMMARY

Report produced on Aug 09, 2023 for MLS Technology Inc.

### INVENTORY

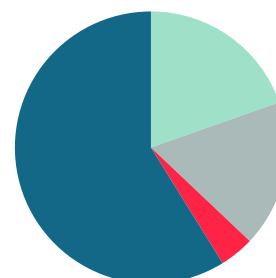


**Inventory**  
 New Listings  
**108 = 29.11%**  
 Start Inventory  
**263**  
 Total Inventory Units  
**371**  
 Volume  
**\$153,112,268**

### Market Activity

Closed Sales  
**91 = 19.61%**  
 Pending Sales  
**81 = 17.46%**  
 Other Off Market  
**19 = 4.09%**  
 Active Inventory  
**273 = 58.84%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	160	91	-43.13%	1,584	1,429	-9.79%
Pending Sales	160	81	-49.38%	1,680	1,373	-18.27%
New Listings	152	108	-28.95%	1,866	1,723	-7.66%
Average List Price	285,745	341,431	19.49%	279,864	309,616	10.63%
Average Sale Price	285,413	338,960	18.76%	279,337	309,083	10.65%
Average Percent of Selling Price to List Price	99.68%	98.97%	-0.71%	100.33%	100.50%	0.17%
Average Days on Market to Sale	21.84	24.14	10.53%	21.16	19.00	-10.20%
Monthly Inventory	168	273	62.50%	168	273	62.50%
Months Supply of Inventory	1.15	2.07	80.33%	1.15	2.07	80.33%

**Absorption:** Last 12 months, an Average of **132** Sales/Month

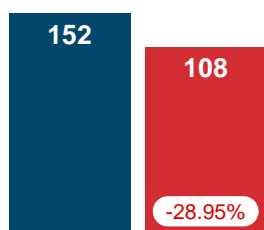
**Inventory** on November 30, 2022 = **273**

**2021** **2022**

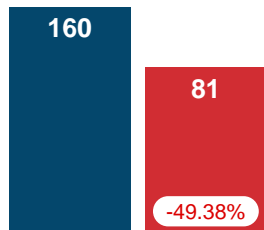
### NOVEMBER MARKET

### AVERAGE PRICES

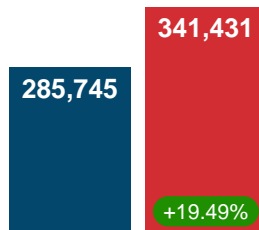
#### New Listings



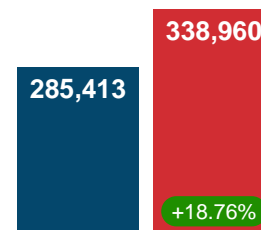
#### Pending Listings



#### List Price



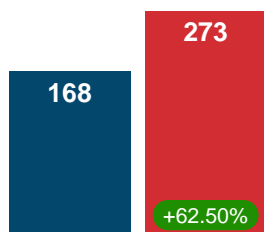
#### Sale Price



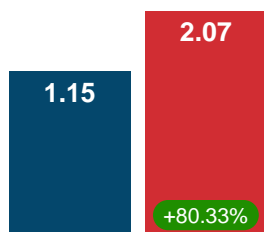
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

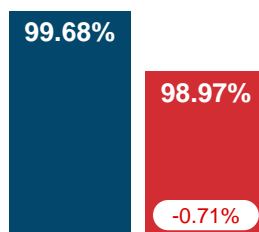
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

