

October 2022



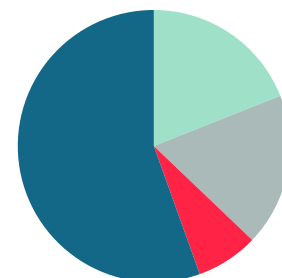
Area Delimited by County Of Rogers - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	October 2022	+/-%
Closed Listings	134	90	-32.84%
Pending Listings	156	86	-44.87%
New Listings	164	121	-26.22%
Average List Price	326,347	324,220	-0.65%
Average Sale Price	322,192	323,480	0.40%
Average Percent of Selling Price to List Price	99.85%	100.31%	0.46%
Average Days on Market to Sale	17.85	24.78	38.81%
End of Month Inventory	198	263	32.83%
Months Supply of Inventory	1.37	1.91	39.01%



■ Closed (18.99%)
■ Pending (18.14%)
■ Other OffMarket (7.38%)
■ Active (55.49%)

Absorption: Last 12 months, an Average of **138** Sales/Month
Active Inventory as of October 31, 2022 = **263**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2022 rose **32.83%** to 263 existing homes available for sale. Over the last 12 months this area has had an average of 138 closed sales per month. This represents an unsold inventory index of **1.91** 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 **0.40%** in October 2022 to \$323,480 versus the previous year at \$322,192.

Average Days on Market Lengthens

The average number of **24.78** days that homes spent on the market before selling increased by 6.93 days or **38.81%** in October 2022 compared to last year's same month at **17.85** DOM.

Sales Success for October 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 121 New Listings in October 2022, down **26.22%** from last year at 164. Furthermore, there were 90 Closed Listings this month versus last year at 134, a **-32.84%** decrease.

Closed versus Listed trends yielded a **74.4%** ratio, down from previous year's, October 2021, at **81.7%**, a **8.97%** downswing. This will certainly create pressure on an increasing 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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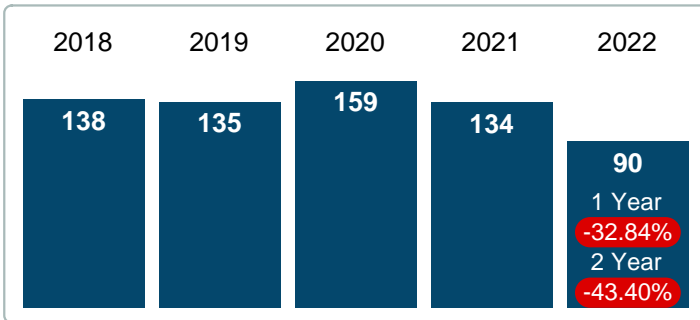
Area Delimited by County Of Rogers - Residential Property Type



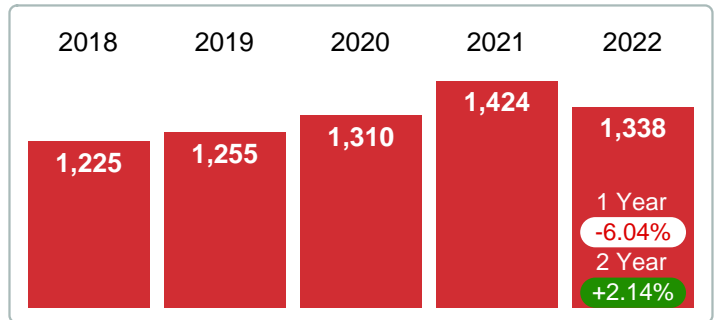
CLOSED LISTINGS

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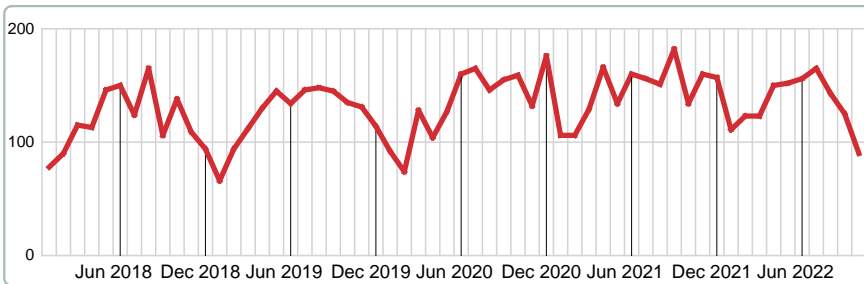
OCTOBER



YEAR TO DATE (YTD)

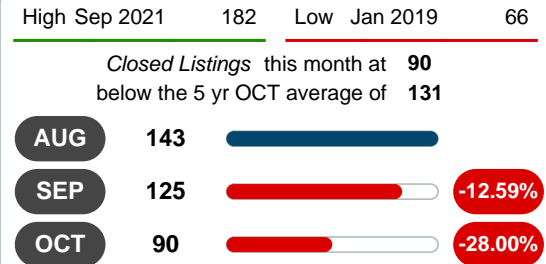


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 131



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	10	11.11%	23.3	5	4	1	0
\$150,001 - \$175,000	6	6.67%	32.0	0	5	1	0
\$175,001 - \$225,000	15	16.67%	16.6	0	14	1	0
\$225,001 - \$325,000	23	25.56%	19.9	1	17	5	0
\$325,001 - \$425,000	15	16.67%	39.9	0	5	9	1
\$425,001 - \$575,000	13	14.44%	27.5	0	2	10	1
\$575,001 and up	8	8.89%	17.9	0	0	4	4
Total Closed Units	90			6	47	31	6
Total Closed Volume	29,113,234	100%	24.8	745.00K	11.36M	13.37M	3.64M
Average Closed Price	\$323,480			\$124,167	\$241,671	\$431,339	\$606,364

October 2022



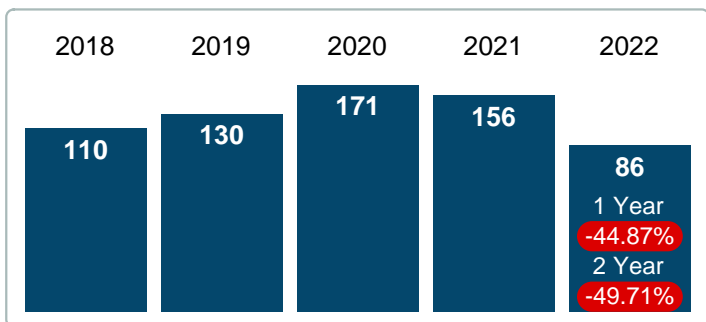
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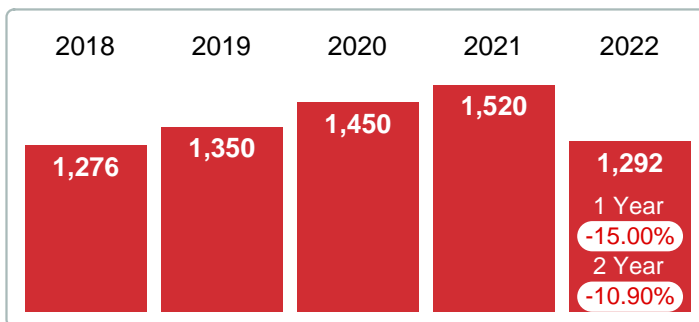
PENDING LISTINGS

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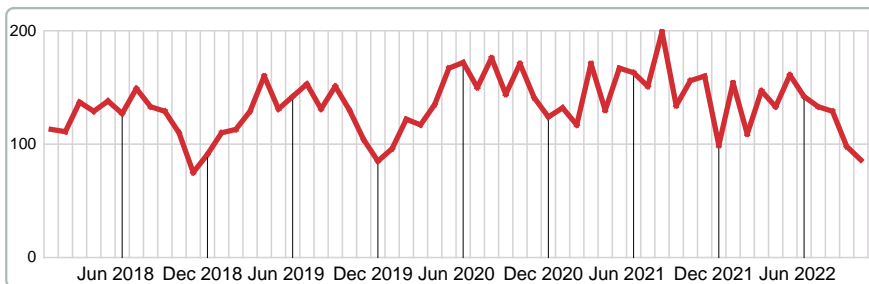
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

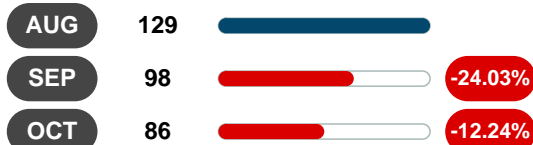


3 MONTHS

5 year OCT AVG = 131

High Aug 2021 199 Low Nov 2018 75

Pending Listings this month at **86**
 below the 5 yr OCT average of **131**



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	9	10.47%	47.1	4	4	1	0
\$125,001 - \$175,000	7	8.14%	30.7	3	4	0	0
\$175,001 - \$225,000	17	19.77%	24.5	0	15	2	0
\$225,001 - \$325,000	20	23.26%	16.9	0	13	7	0
\$325,001 - \$400,000	11	12.79%	57.7	0	7	4	0
\$400,001 - \$475,000	9	10.47%	47.0	2	1	4	2
\$475,001 and up	13	15.12%	26.1	0	1	10	2
Total Pending Units	86			9	45	28	4
Total Pending Volume	27,420,774	100%	31.3	1.65M	11.02M	12.48M	2.27M
Average Listing Price	\$320,112			\$183,589	\$244,881	\$445,851	\$566,250

October 2022



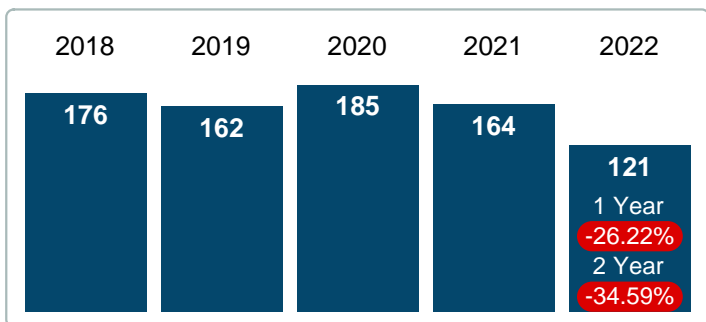
Area Delimited by County Of Rogers - Residential Property Type



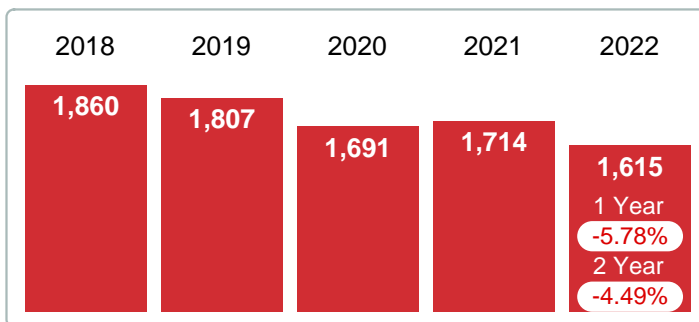
NEW LISTINGS

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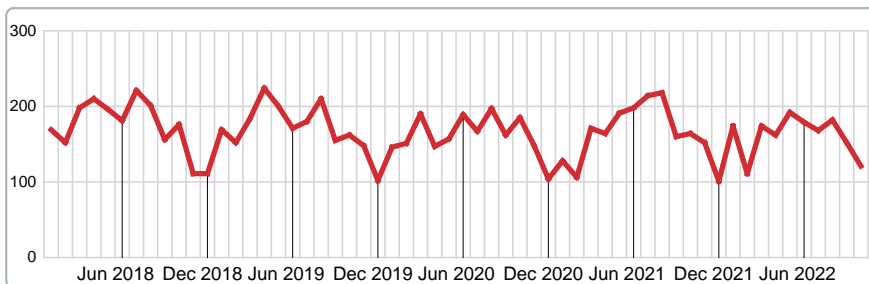
OCTOBER



YEAR TO DATE (YTD)

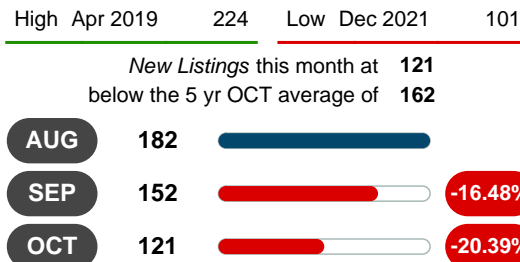


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 162



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	9	7.44%	1	8	0	0
\$150,001 - \$200,000	14	11.57%	0	12	2	0
\$200,001 - \$250,000	20	16.53%	0	17	3	0
\$250,001 - \$350,000	29	23.97%	2	12	13	2
\$350,001 - \$475,000	21	17.36%	0	7	12	2
\$475,001 - \$575,000	14	11.57%	0	3	6	5
\$575,001 and up	14	11.57%	0	4	9	1
Total New Listed Units	121		3	63	45	10
Total New Listed Volume	43,819,445	100%	724.90K	17.37M	20.85M	4.88M
Average New Listed Listing Price	\$333,137		\$241,633	\$275,710	\$463,253	\$487,840

October 2022



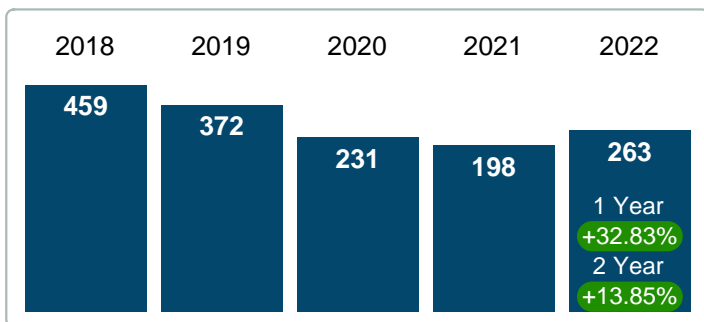
Area Delimited by County Of Rogers - Residential Property Type



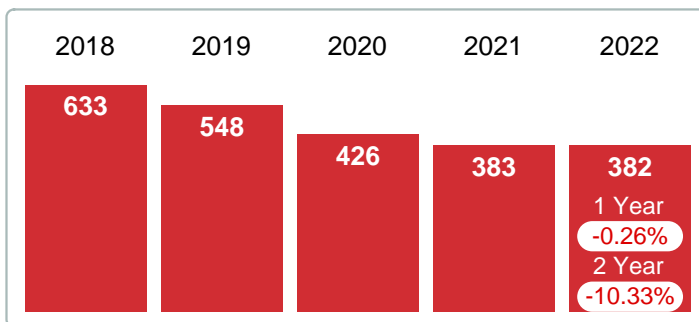
ACTIVE INVENTORY

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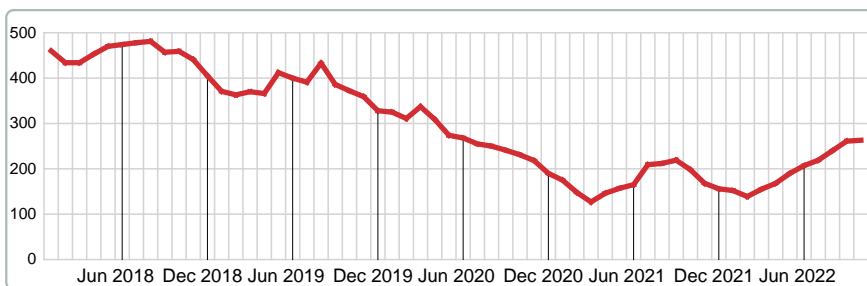
END OF OCTOBER



ACTIVE DURING OCTOBER

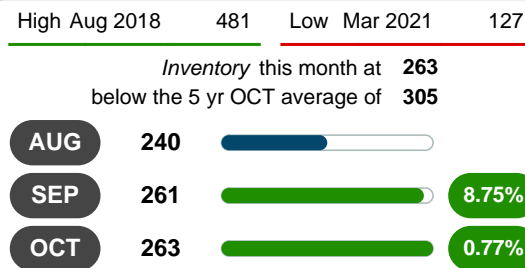


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 305



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	17	6.46%	56.9	6	10	0	1
\$150,001 - \$225,000	42	15.97%	57.4	1	33	7	1
\$225,001 - \$300,000	38	14.45%	50.7	2	15	17	4
\$300,001 - \$450,000	61	23.19%	62.5	0	32	23	6
\$450,001 - \$525,000	37	14.07%	79.1	0	13	21	3
\$525,001 - \$725,000	41	15.59%	96.4	1	9	20	11
\$725,001 and up	27	10.27%	82.4	0	7	14	6
Total Active Inventory by Units	263			10	119	102	32
Total Active Inventory by Volume	116,621,909	100%	69.3	1.85M	43.28M	53.38M	18.11M
Average Active Inventory Listing Price	\$443,429			\$185,420	\$363,657	\$523,343	\$565,984

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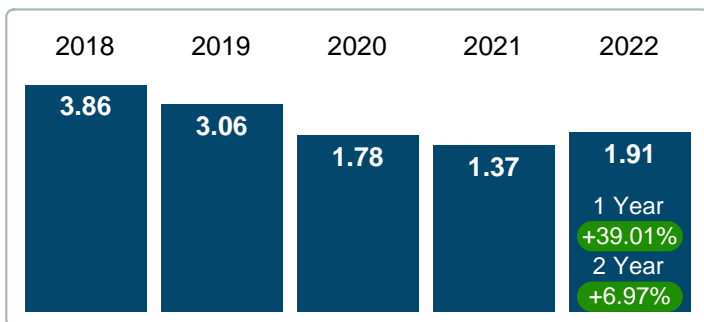
Area Delimited by County Of Rogers - Residential Property Type



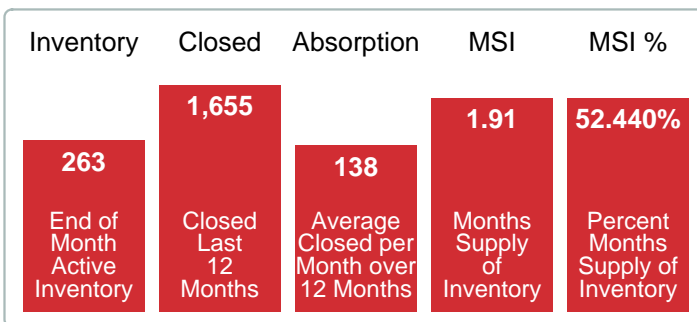
MONTHS SUPPLY of INVENTORY (MSI)

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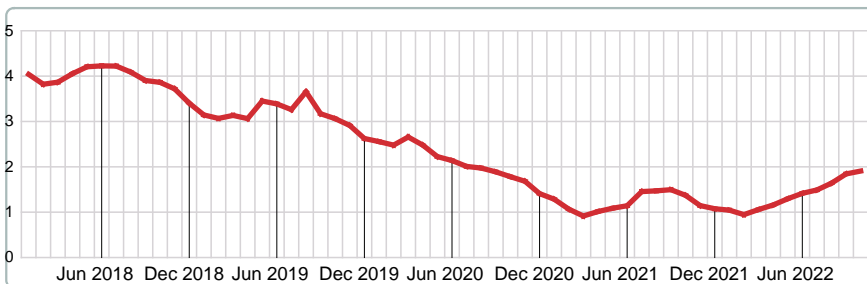
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2022

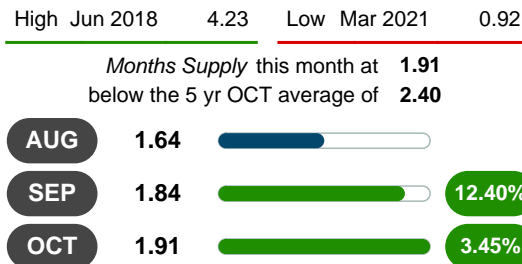


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 2.40



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	17	6.46%	0.94	0.91	0.95	0.00	4.00
\$150,001 - \$225,000	42	15.97%	1.29	0.75	1.22	1.68	12.00
\$225,001 - \$300,000	38	14.45%	1.14	1.71	0.67	1.79	24.00
\$300,001 - \$450,000	61	23.19%	1.81	0.00	2.01	1.45	4.50
\$450,001 - \$525,000	37	14.07%	4.58	0.00	6.00	4.27	3.60
\$525,001 - \$725,000	41	15.59%	4.64	0.00	7.20	3.33	6.95
\$725,001 and up	27	10.27%	8.31	0.00	42.00	9.88	3.79
Market Supply of Inventory (MSI)			1.91	1.01	1.50	2.39	5.49
Total Active Inventory by Units		100%	1.91	10	119	102	32

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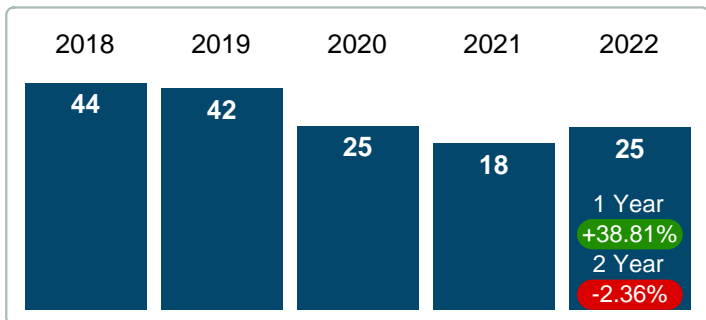
Area Delimited by County Of Rogers - Residential Property Type



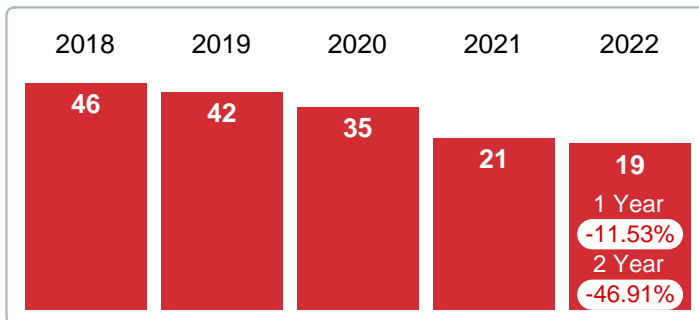
AVERAGE DAYS ON MARKET TO SALE

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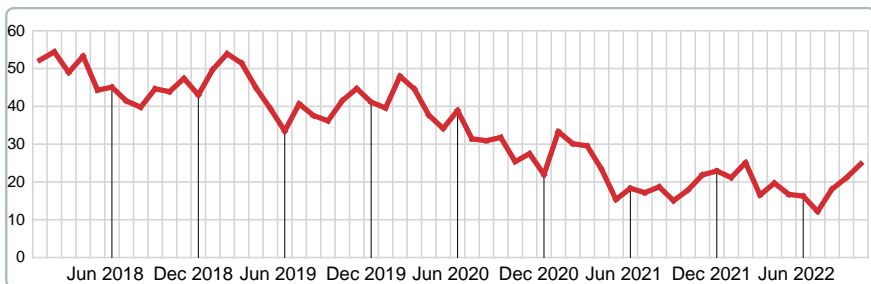
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

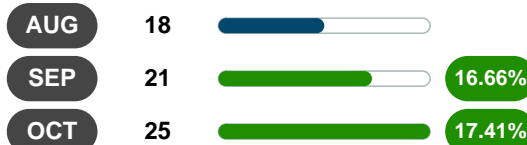


3 MONTHS

5 year OCT AVG = 31

High Feb 2018 54 Low Jul 2022 12

Average Days on Market to Sale this month at 25 below the 5 yr OCT average of 31



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	11.11%	23	10	46	2	0
\$150,001 - \$175,000	6.67%	32	0	29	47	0
\$175,001 - \$225,000	16.67%	17	0	17	5	0
\$225,001 - \$325,000	25.56%	20	12	20	21	0
\$325,001 - \$425,000	16.67%	40	0	12	56	35
\$425,001 - \$575,000	14.44%	27	0	45	27	1
\$575,001 and up	8.89%	18	0	0	27	9
Average Closed DOM		25				
Total Closed Units	100%	25	6	47	31	6
Total Closed Volume		29,113,234	745.00K	11.36M	13.37M	3.64M

October 2022



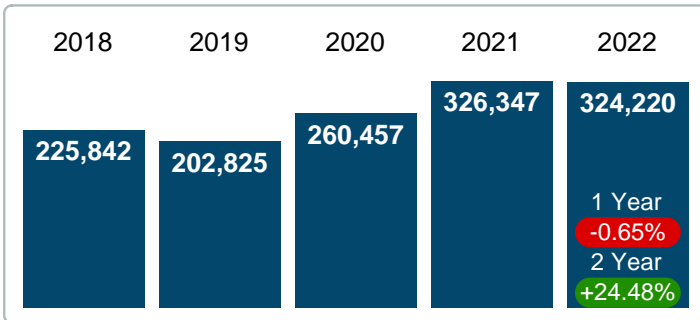
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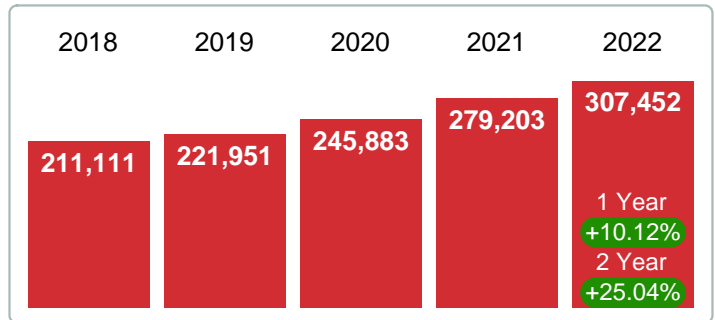
AVERAGE LIST PRICE AT CLOSING

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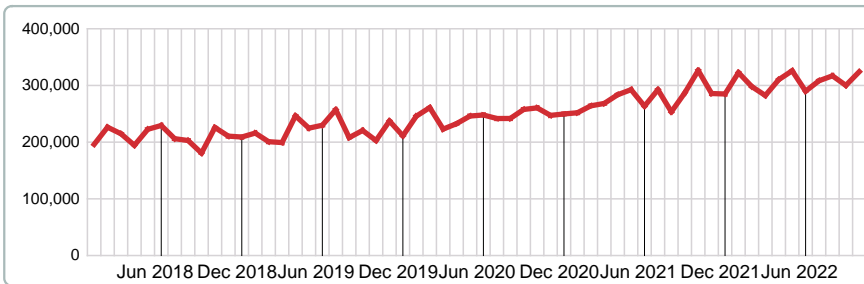
OCTOBER



YEAR TO DATE (YTD)

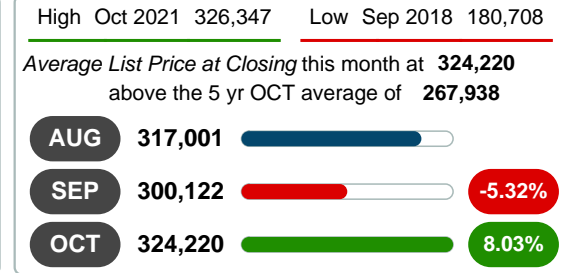


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 267,938



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	10.00%	96,851	100,000	105,414	105,000	0
\$150,001 - \$175,000	7.78%	162,543	0	165,739	154,500	0
\$175,001 - \$225,000	18.89%	205,353	0	204,764	199,900	0
\$225,001 - \$325,000	23.33%	265,026	199,000	255,532	289,300	0
\$325,001 - \$425,000	17.78%	374,137	0	348,880	386,878	349,900
\$425,001 - \$575,000	12.22%	500,749	0	552,000	488,260	521,535
\$575,001 and up	10.00%	735,486	0	0	803,644	703,725
Average List Price		324,220	116,500	240,628	434,999	614,389
Total Closed Units	100%	324,220	6	47	31	6
Total Closed Volume		29,179,810	699.00K	11.31M	13.48M	3.69M

October 2022



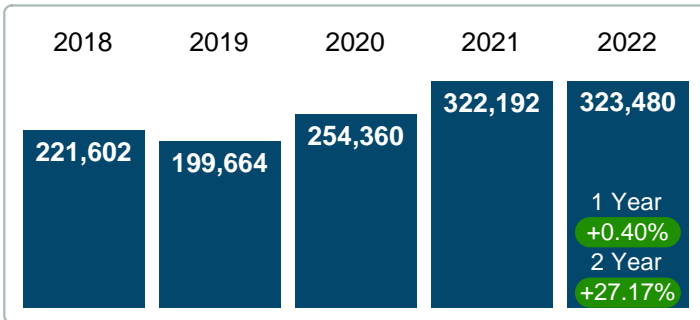
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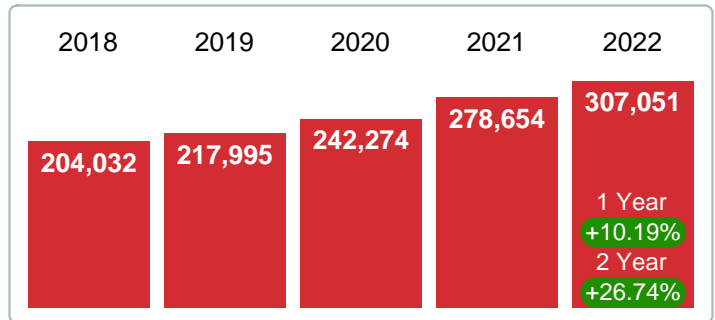
AVERAGE SOLD PRICE AT CLOSING

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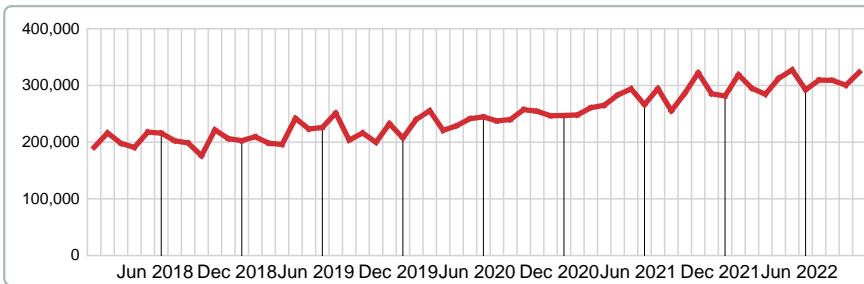
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

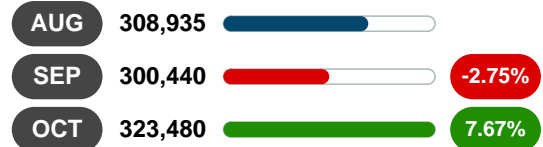


3 MONTHS

5 year OCT AVG = 264,260

High May 2022 327,366 Low Sep 2018 176,054

Average Sold Price at Closing this month at **323,480**
above the 5 yr OCT average of **264,260**



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	11.11%	101,400	98,000	104,750	105,000	0
\$150,001 - \$175,000	6	6.67%	167,900	0	167,580	169,500	0
\$175,001 - \$225,000	15	16.67%	203,853	0	204,136	199,900	0
\$225,001 - \$325,000	23	25.56%	266,054	255,000	260,309	287,800	0
\$325,001 - \$425,000	15	16.67%	369,322	0	356,300	379,258	345,000
\$425,001 - \$575,000	13	14.44%	494,326	0	518,500	486,770	521,535
\$575,001 and up	8	8.89%	743,591	0	0	794,269	692,913
Average Sold Price			323,480	124,167	241,671	431,339	606,364
Total Closed Units			90	6	47	31	6
Total Closed Volume			29,113,234	745.00K	11.36M	13.37M	3.64M

October 2022



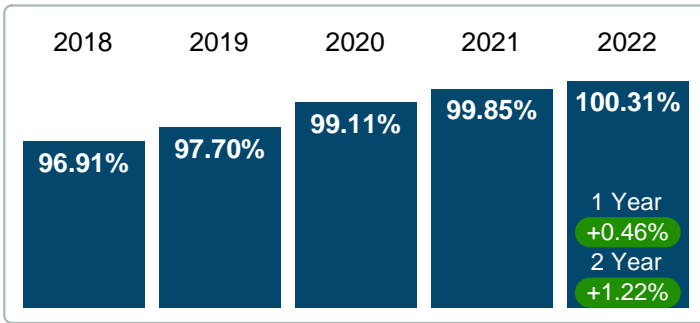
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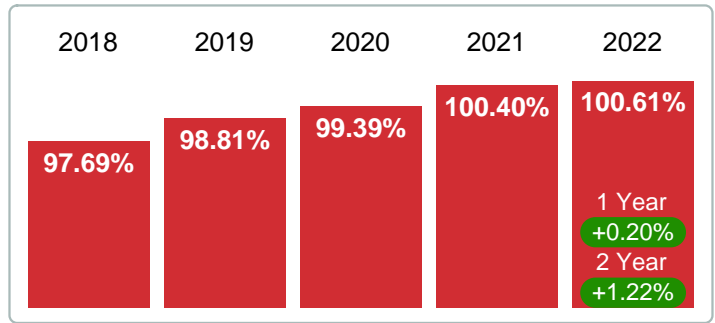
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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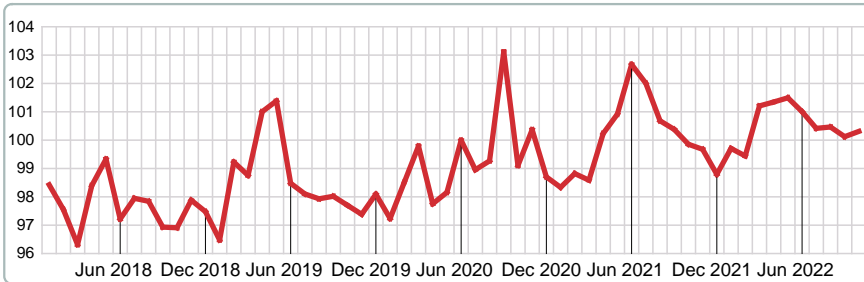
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

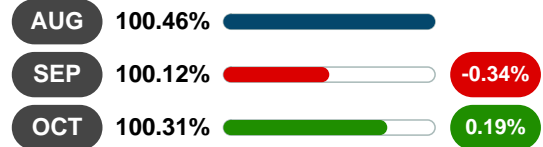


3 MONTHS

5 year OCT AVG = 98.78%

High Sep 2020 103.11% Low Mar 2018 96.31%

Average Sold/List Ratio this month at **100.31%**
above the 5 yr OCT average of **98.78%**



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	10	11.11%	98.88%	98.49%	99.09%	100.00%	0.00%
\$150,001 - \$175,000	6	6.67%	102.58%	0.00%	101.15%	109.71%	0.00%
\$175,001 - \$225,000	15	16.67%	99.78%	0.00%	99.76%	100.00%	0.00%
\$225,001 - \$325,000	23	25.56%	102.57%	128.14%	101.97%	99.50%	0.00%
\$325,001 - \$425,000	15	16.67%	99.44%	0.00%	102.18%	98.01%	98.60%
\$425,001 - \$575,000	13	14.44%	98.92%	0.00%	93.93%	99.81%	100.00%
\$575,001 and up	8	8.89%	98.78%	0.00%	0.00%	99.18%	98.37%
Average Sold/List Ratio		100.30%		103.43%	100.66%	99.49%	98.68%
Total Closed Units		90	100%	6	47	31	6
Total Closed Volume		29,113,234		745.00K	11.36M	13.37M	3.64M

October 2022



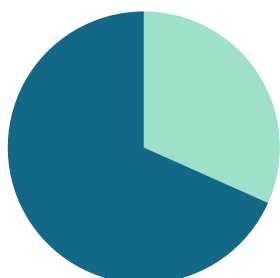
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

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

INVENTORY

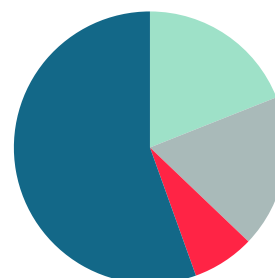


Inventory
 New Listings
121 = 31.68%
 Start Inventory
261
 Total Inventory Units
382
 Volume
\$158,415,703

Market Activity

Closed Sales
90 = 18.99%
 Pending Sales
86 = 18.14%
 Other Off Market
35 = 7.38%
 Active Inventory
263 = 55.49%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	134	90	-32.84%	1,424	1,338	-6.04%
Pending Sales	156	86	-44.87%	1,520	1,292	-15.00%
New Listings	164	121	-26.22%	1,714	1,615	-5.78%
Average List Price	326,347	324,220	-0.65%	279,203	307,452	10.12%
Average Sale Price	322,192	323,480	0.40%	278,654	307,051	10.19%
Average Percent of Selling Price to List Price	99.85%	100.31%	0.46%	100.40%	100.61%	0.20%
Average Days on Market to Sale	17.85	24.78	38.81%	21.09	18.65	-11.53%
Monthly Inventory	198	263	32.83%	198	263	32.83%
Months Supply of Inventory	1.37	1.91	39.01%	1.37	1.91	39.01%

Absorption: Last 12 months, an Average of **138** Sales/Month

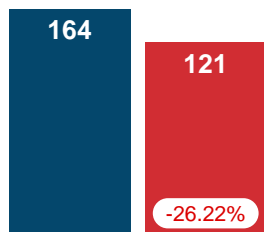
Inventory on October 31, 2022 = **263**

2021 **2022**

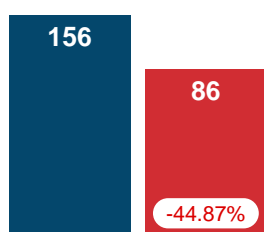
OCTOBER MARKET

AVERAGE PRICES

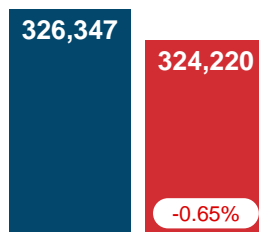
New Listings



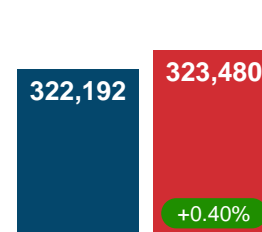
Pending Listings



List Price



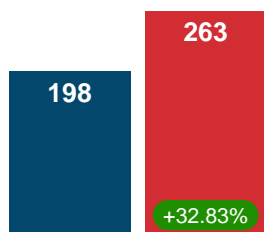
Sale Price



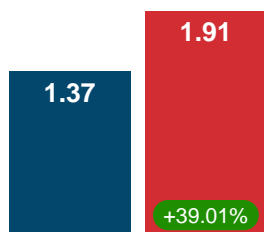
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

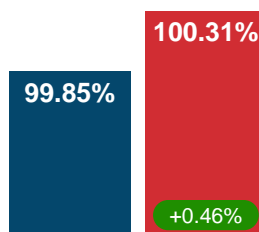
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

