

September 2022



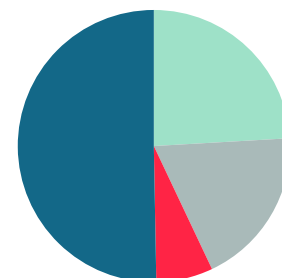
Area Delimited by County Of Rogers - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2021	2022	+/-%
Closed Listings	182	125	-31.32%
Pending Listings	134	98	-26.87%
New Listings	160	152	-5.00%
Average List Price	286,900	300,122	4.61%
Average Sale Price	286,144	300,440	5.00%
Average Percent of Selling Price to List Price	100.38%	100.12%	-0.26%
Average Days on Market to Sale	15.04	21.10	40.28%
End of Month Inventory	219	261	19.18%
Months Supply of Inventory	1.50	1.84	23.25%



■ Closed (24.08%)
■ Pending (18.88%)
■ Other OffMarket (6.74%)
■ Active (50.29%)

Absorption: Last 12 months, an Average of **142** Sales/Month
Active Inventory as of September 30, 2022 = **261**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of September 2022 rose **19.18%** to 261 existing homes available for sale. Over the last 12 months this area has had an average of 142 closed sales per month. This represents an unsold inventory index of **1.84** 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 **5.00%** in September 2022 to \$300,440 versus the previous year at \$286,144.

Average Days on Market Lengthens

The average number of **21.10** days that homes spent on the market before selling increased by 6.06 days or **40.28%** in September 2022 compared to last year's same month at **15.04** DOM.

Sales Success for September 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 152 New Listings in September 2022, down **5.00%** from last year at 160. Furthermore, there were 125 Closed Listings this month versus last year at 182, a **-31.32%** decrease.

Closed versus Listed trends yielded a **82.2%** ratio, down from previous year's, September 2021, at **113.8%**, a **27.70%** 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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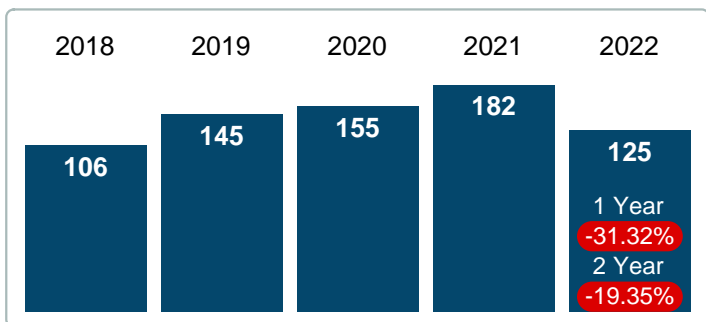
Area Delimited by County Of Rogers - Residential Property Type



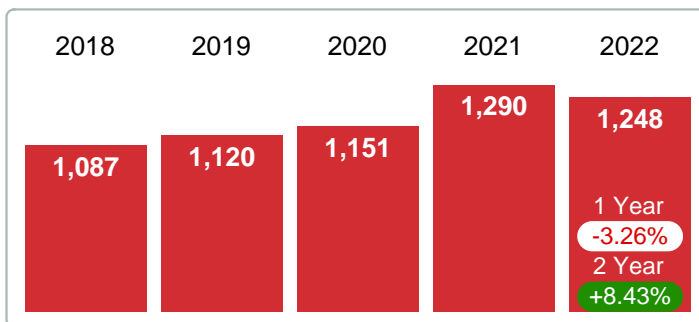
CLOSED LISTINGS

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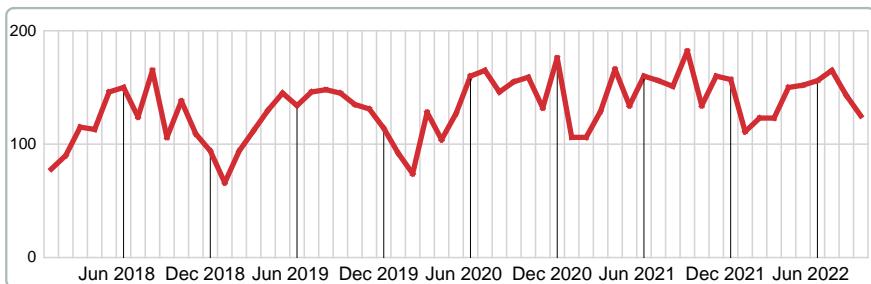
SEPTEMBER



YEAR TO DATE (YTD)

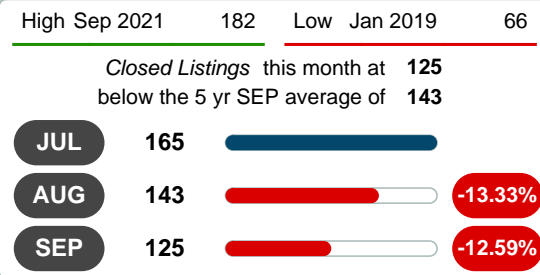


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 143



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	7	5.60%	16.1	4	3	0	0
\$150,001 - \$200,000	18	14.40%	5.0	1	15	2	0
\$200,001 - \$225,000	17	13.60%	14.3	2	13	2	0
\$225,001 - \$300,000	35	28.00%	11.2	1	20	14	0
\$300,001 - \$375,000	20	16.00%	35.8	1	9	9	1
\$375,001 - \$450,000	10	8.00%	33.3	0	6	3	1
\$450,001 and up	18	14.40%	41.7	0	4	13	1
Total Closed Units	125			9	70	43	3
Total Closed Volume	37,555,015	100%	21.1	1.61M	18.29M	16.22M	1.43M
Average Closed Price	\$300,440			\$179,056	\$261,290	\$377,192	\$478,000

September 2022



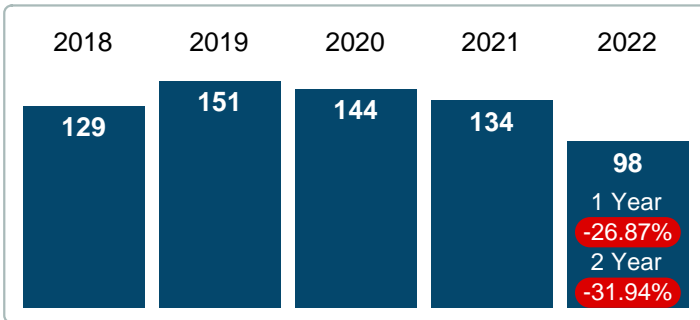
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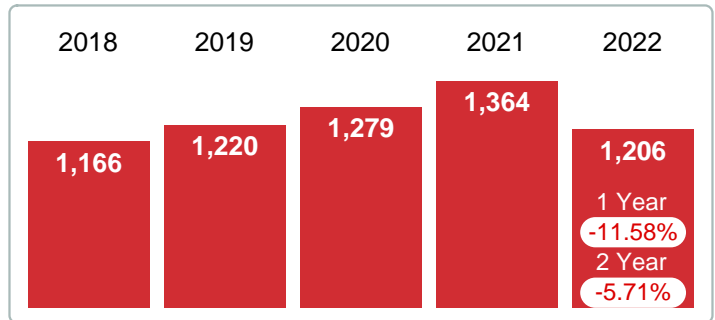
PENDING LISTINGS

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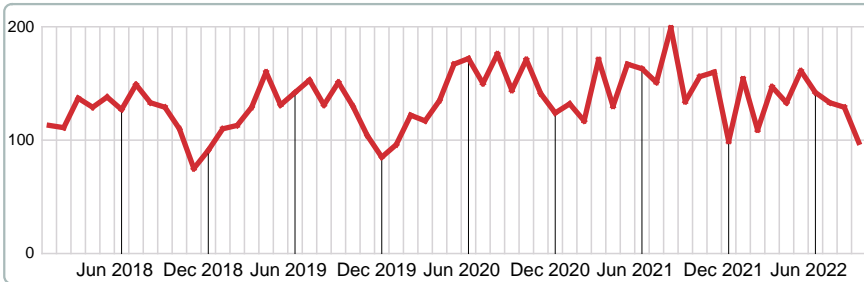
SEPTEMBER



YEAR TO DATE (YTD)

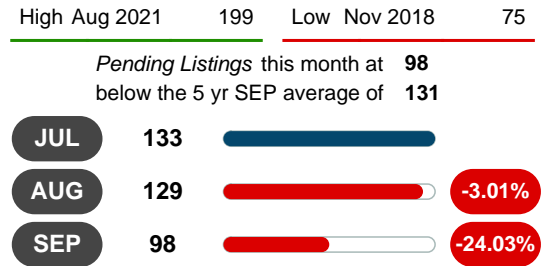


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 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	6	6.12%	7.5	3	2	1	0
\$125,001 - \$175,000	14	14.29%	46.0	4	9	1	0
\$175,001 - \$225,000	18	18.37%	19.7	1	14	3	0
\$225,001 - \$275,000	18	18.37%	22.8	0	14	4	0
\$275,001 - \$375,000	18	18.37%	27.5	1	10	6	1
\$375,001 - \$500,000	13	13.27%	47.0	1	2	10	0
\$500,001 and up	11	11.22%	32.0	0	2	7	2
Total Pending Units	98			10	53	32	3
Total Pending Volume	29,711,273	100%	27.3	1.78M	13.22M	13.06M	1.65M
Average Listing Price	\$305,488			\$177,990	\$249,411	\$408,212	\$549,933

September 2022



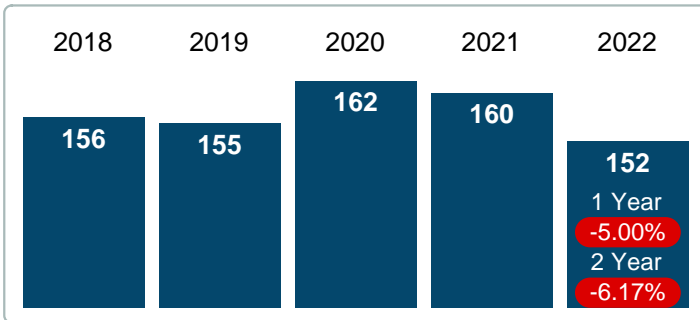
Area Delimited by County Of Rogers - Residential Property Type



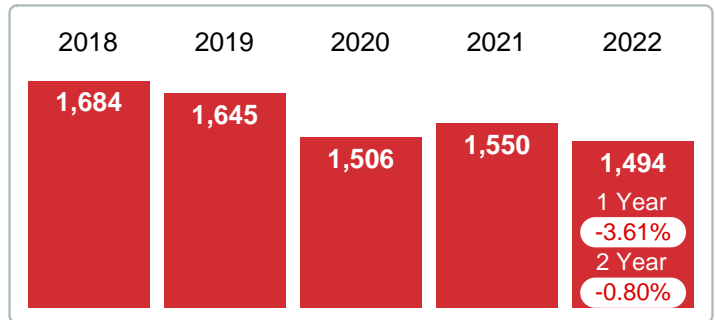
NEW LISTINGS

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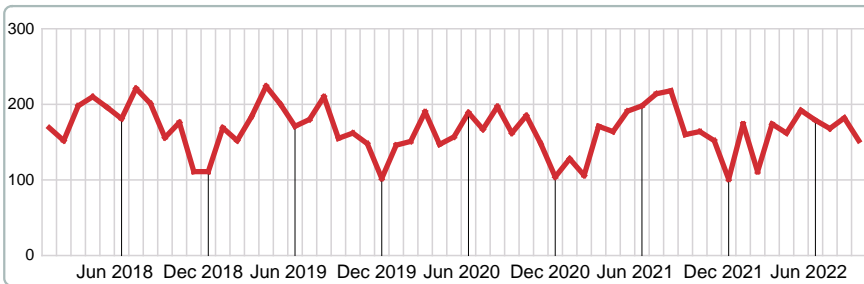
SEPTEMBER



YEAR TO DATE (YTD)

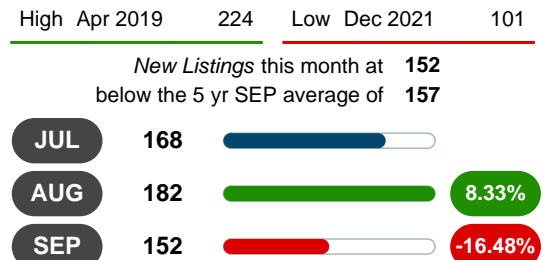


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 157



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
\$125,000 and less	12	7.89%	7	3	2	0
\$125,001 - \$175,000	22	14.47%	5	14	2	1
\$175,001 - \$200,000	15	9.87%	1	12	2	0
\$200,001 - \$325,000	41	26.97%	0	27	14	0
\$325,001 - \$450,000	28	18.42%	0	11	15	2
\$450,001 - \$575,000	19	12.50%	1	3	14	1
\$575,001 and up	15	9.87%	0	2	11	2
Total New Listed Units	152		14	72	60	6
Total New Listed Volume	51,508,408	100%	1.88M	18.90M	27.62M	3.12M
Average New Listed Listing Price	\$298,956		\$134,136	\$262,437	\$460,271	\$519,800

September 2022



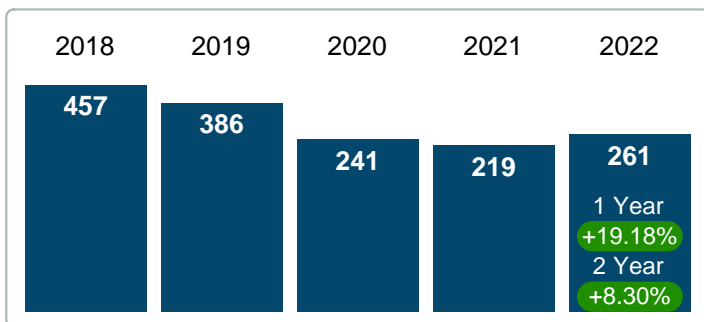
Area Delimited by County Of Rogers - Residential Property Type



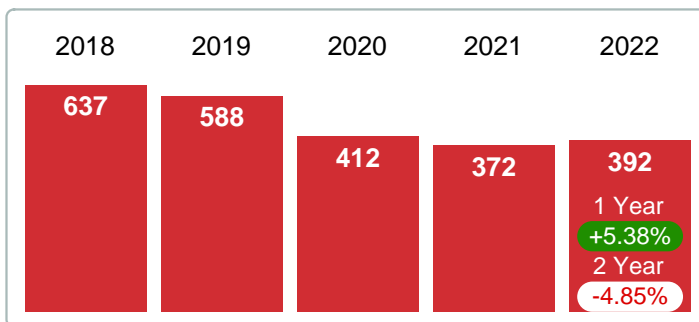
ACTIVE INVENTORY

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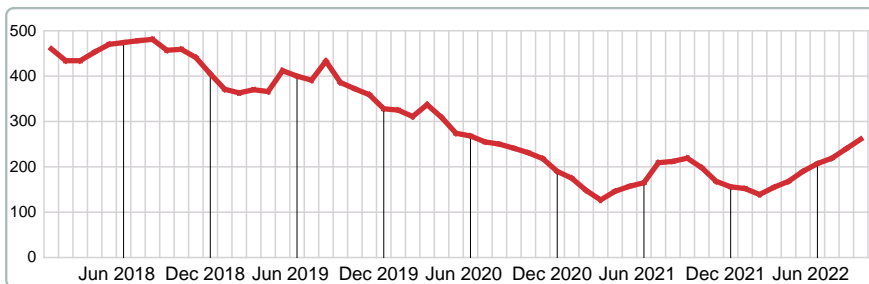
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

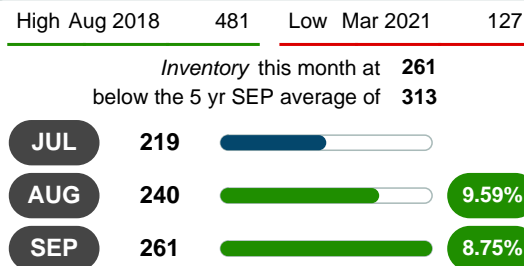


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 313



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	18	6.90%	64.9	8	8	1	1
\$125,001 - \$175,000	29	11.11%	39.7	5	19	4	1
\$175,001 - \$275,000	44	16.86%	41.3	0	31	12	1
\$275,001 - \$450,000	70	26.82%	57.0	1	37	26	6
\$450,001 - \$525,000	32	12.26%	68.8	1	11	18	2
\$525,001 - \$750,000	41	15.71%	81.6	1	7	23	10
\$750,001 and up	27	10.34%	76.0	0	6	13	8
Total Active Inventory by Units	261			16	119	97	29
Total Active Inventory by Volume	114,596,258	100%	60.2	2.76M	40.83M	52.47M	18.54M
Average Active Inventory Listing Price	\$439,066			\$172,288	\$343,108	\$540,905	\$639,383

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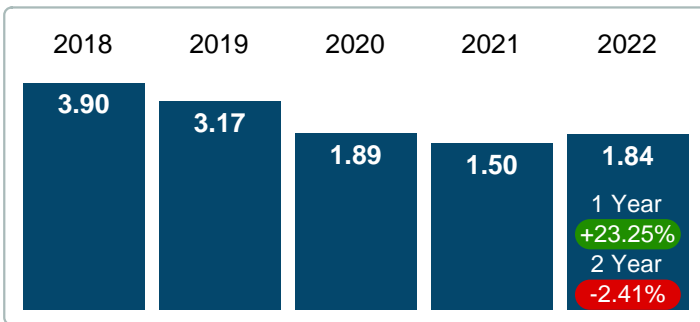
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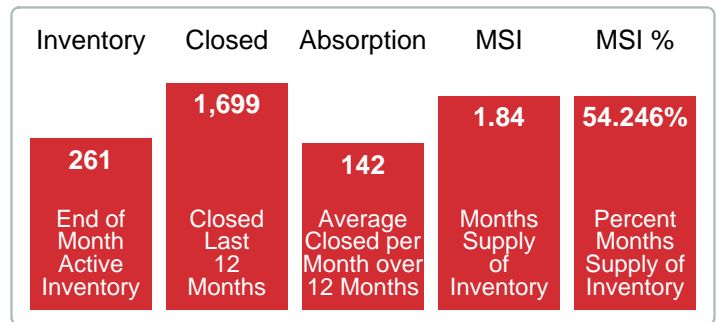
MONTHS SUPPLY of INVENTORY (MSI)

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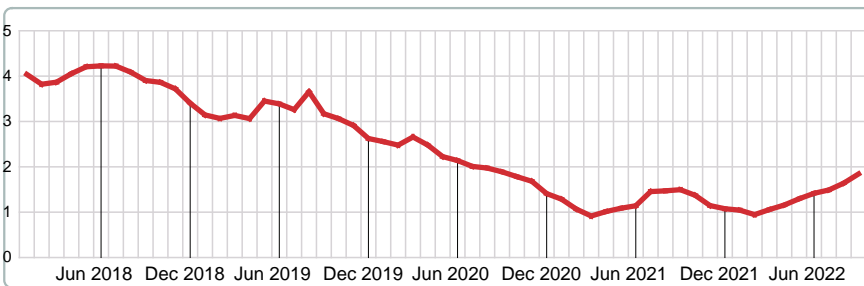
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2022

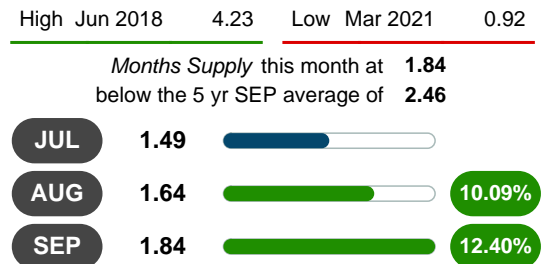


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 2.46



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	18	6.90%	1.91	1.71	1.75	12.00	12.00
\$125,001 - \$175,000	29	11.11%	1.47	1.94	1.30	1.71	6.00
\$175,001 - \$275,000	44	16.86%	0.87	0.00	0.81	1.17	4.00
\$275,001 - \$450,000	70	26.82%	1.68	1.33	1.78	1.38	4.24
\$450,001 - \$525,000	32	12.26%	3.88	6.00	5.08	3.66	2.00
\$525,001 - \$750,000	41	15.71%	4.56	0.00	4.94	4.00	5.45
\$750,001 and up	27	10.34%	8.76	0.00	72.00	9.18	5.33
Market Supply of Inventory (MSI)			1.84	1.60	1.46	2.23	4.64
Total Active Inventory by Units		100%	1.84	16	119	97	29

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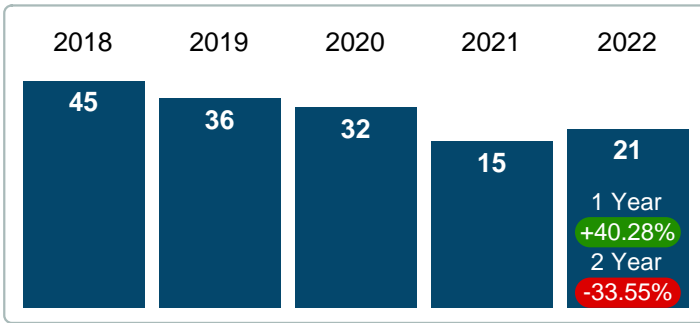
Area Delimited by County Of Rogers - Residential Property Type



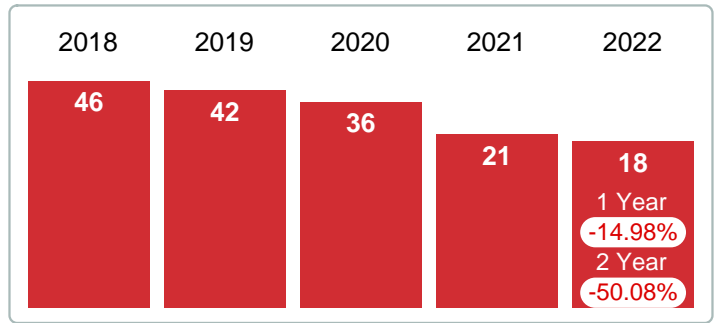
AVERAGE DAYS ON MARKET TO SALE

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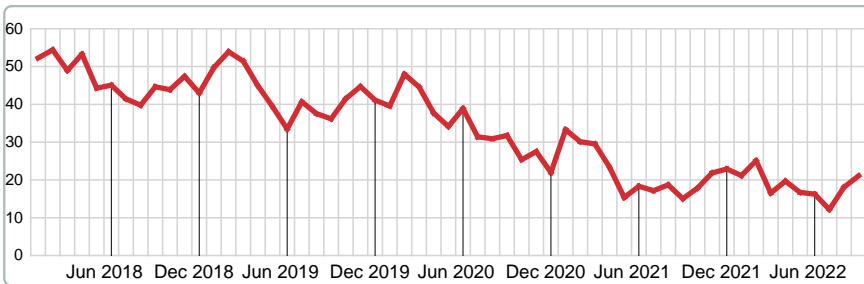
SEPTEMBER



YEAR TO DATE (YTD)

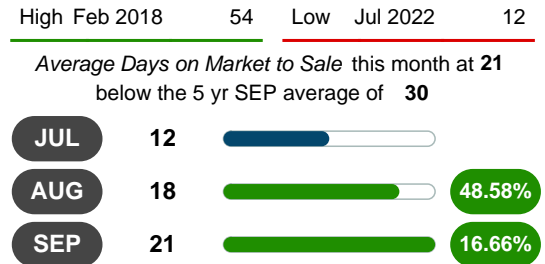


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 30



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	5.60%	16	10	25	0	0
\$150,001 - \$200,000	14.40%	5	4	4	14	0
\$200,001 - \$225,000	13.60%	14	22	11	26	0
\$225,001 - \$300,000	28.00%	11	8	13	9	0
\$300,001 - \$375,000	16.00%	36	36	56	18	17
\$375,001 - \$450,000	8.00%	33	0	25	55	22
\$450,001 and up	14.40%	42	0	30	42	87
Average Closed DOM		21				
Total Closed Units	100%	21	9	70	43	3
Total Closed Volume		37,555,015	1.61M	18.29M	16.22M	1.43M

September 2022



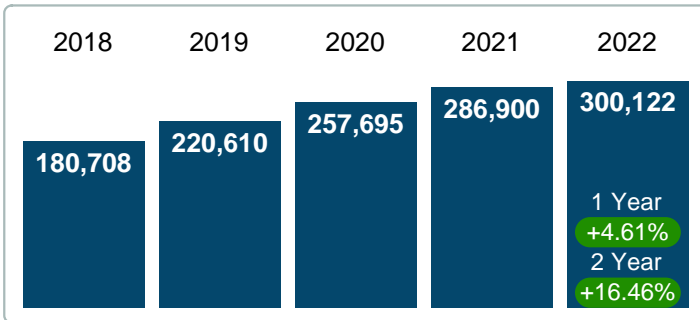
Area Delimited by County Of Rogers - Residential Property Type



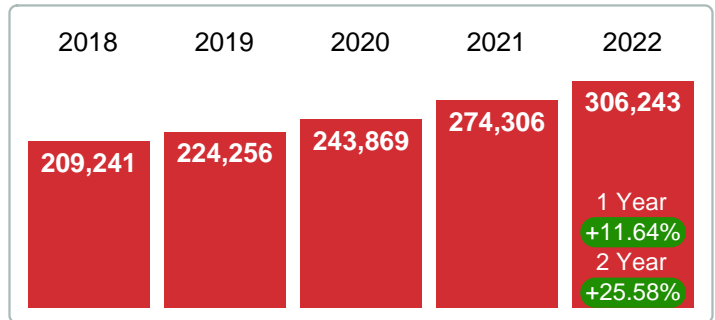
AVERAGE LIST PRICE AT CLOSING

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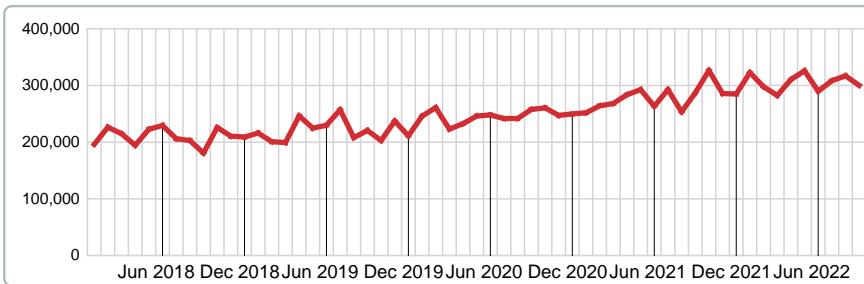
SEPTEMBER



YEAR TO DATE (YTD)

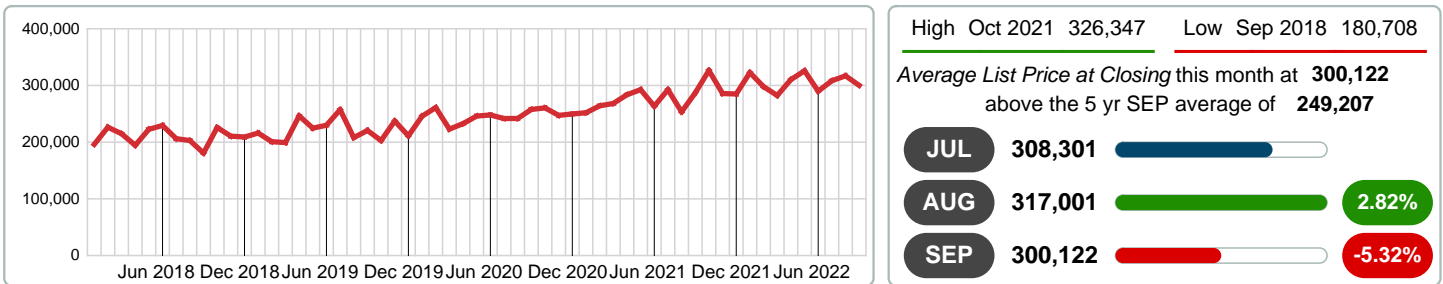


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 249,207



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	7	117,057	109,850	131,633	0	0
\$150,001 - \$200,000	17	173,794	150,000	177,320	177,400	0
\$200,001 - \$225,000	17	216,612	217,500	218,809	217,250	0
\$225,001 - \$300,000	36	251,733	299,999	242,743	261,671	0
\$300,001 - \$375,000	19	334,363	330,000	330,656	337,167	400,000
\$375,001 - \$450,000	11	426,901	0	435,935	418,300	449,000
\$450,001 and up	18	552,652	0	481,576	566,833	629,000
Average List Price		300,122	183,822	261,027	374,673	492,667
Total Closed Units		125	9	70	43	3
Total Closed Volume		37,515,230	1.65M	18.27M	16.11M	1.48M

September 2022



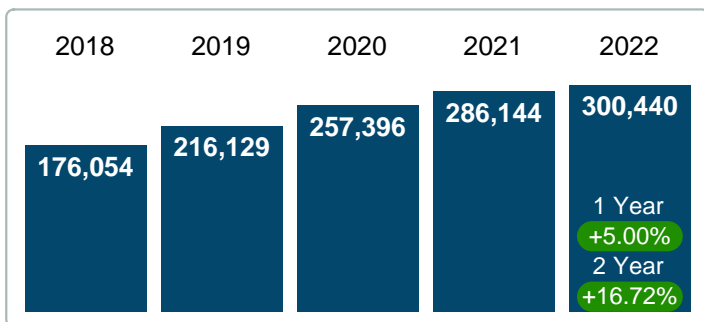
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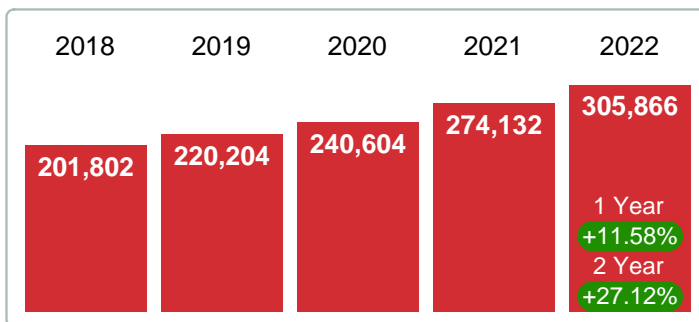
AVERAGE SOLD PRICE AT CLOSING

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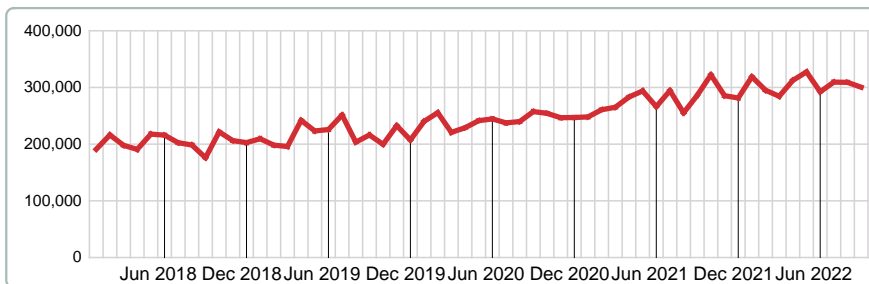
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

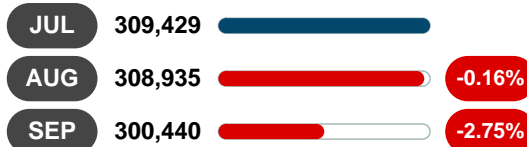


3 MONTHS

5 year SEP AVG = 247,233

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

Average Sold Price at Closing this month at **300,440** above the 5 yr SEP average of **247,233**



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	7	5.60%	114,057	104,625	126,633	0	0
\$150,001 - \$200,000	18	14.40%	178,100	155,000	180,087	174,750	0
\$200,001 - \$225,000	17	13.60%	217,373	217,500	217,334	217,500	0
\$225,001 - \$300,000	35	28.00%	252,067	298,000	243,130	261,554	0
\$300,001 - \$375,000	20	16.00%	334,970	305,000	332,400	336,422	375,000
\$375,001 - \$450,000	10	8.00%	425,861	0	429,268	411,333	449,000
\$450,001 and up	18	14.40%	559,729	0	488,481	577,784	610,000
Average Sold Price			300,440	179,056	261,290	377,192	478,000
Total Closed Units		100%	300,440	9	70	43	3
Total Closed Volume			37,555,015	1.61M	18.29M	16.22M	1.43M

September 2022



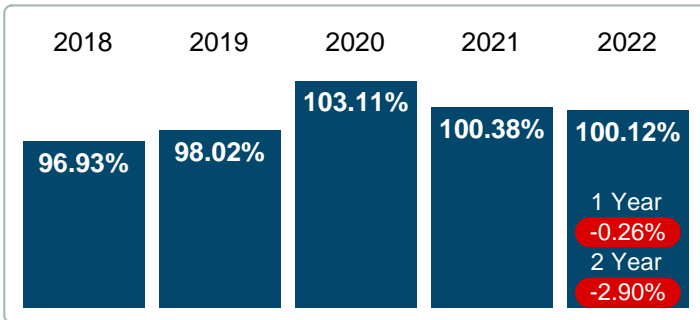
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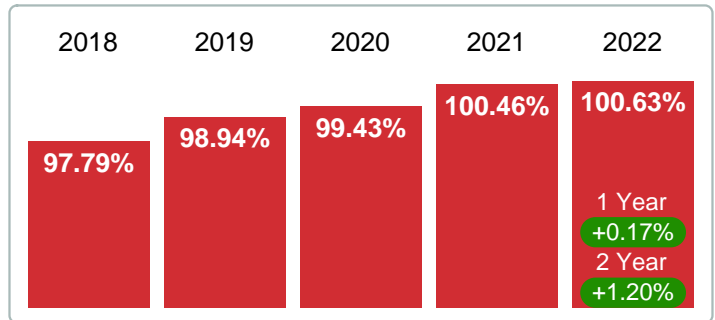
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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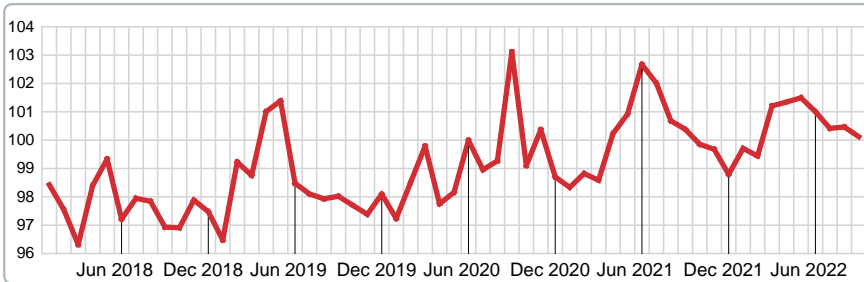
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

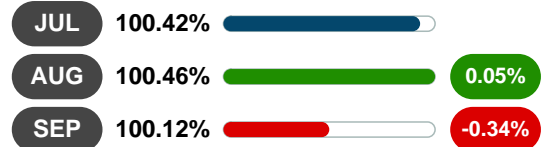


3 MONTHS

5 year SEP AVG = 99.71%

High Sep 2020 103.11% Low Mar 2018 96.31%

Average Sold/List Ratio this month at **100.12%** equal to 5 yr SEP average of **99.71%**



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	7	5.60%	96.07%	95.40%	96.97%	0.00%	0.00%
\$150,001 - \$200,000	18	14.40%	101.65%	103.33%	101.96%	98.45%	0.00%
\$200,001 - \$225,000	17	13.60%	99.58%	100.27%	99.39%	100.12%	0.00%
\$225,001 - \$300,000	35	28.00%	100.13%	99.33%	100.15%	100.15%	0.00%
\$300,001 - \$375,000	20	16.00%	99.50%	92.42%	100.58%	99.83%	93.75%
\$375,001 - \$450,000	10	8.00%	98.66%	0.00%	98.63%	98.25%	100.00%
\$450,001 and up	18	14.40%	102.19%	0.00%	101.45%	102.82%	96.98%
Average Sold/List Ratio		100.10%		97.47%	100.26%	100.68%	96.91%
Total Closed Units		125	100%	9	70	43	3
Total Closed Volume		37,555,015		1.61M	18.29M	16.22M	1.43M

September 2022



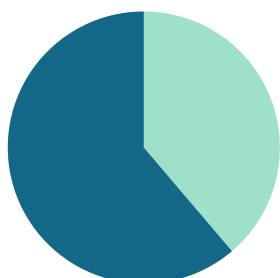
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

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

INVENTORY

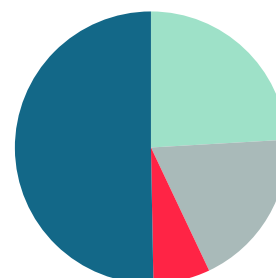


Inventory
 New Listings
152 = 38.78%
 Start Inventory
240
 Total Inventory Units
392
 Volume
\$157,482,729

Market Activity

Closed Sales
125 = 24.08%
 Pending Sales
98 = 18.88%
 Other Off Market
35 = 6.74%
 Active Inventory
261 = 50.29%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	182	125	-31.32%	1,290	1,248	-3.26%
Pending Sales	134	98	-26.87%	1,364	1,206	-11.58%
New Listings	160	152	-5.00%	1,550	1,494	-3.61%
Average List Price	286,900	300,122	4.61%	274,306	306,243	11.64%
Average Sale Price	286,144	300,440	5.00%	274,132	305,866	11.58%
Average Percent of Selling Price to List Price	100.38%	100.12%	-0.26%	100.46%	100.63%	0.17%
Average Days on Market to Sale	15.04	21.10	40.28%	21.42	18.21	-14.98%
Monthly Inventory	219	261	19.18%	219	261	19.18%
Months Supply of Inventory	1.50	1.84	23.25%	1.50	1.84	23.25%

Absorption: Last 12 months, an Average of **142** Sales/Month

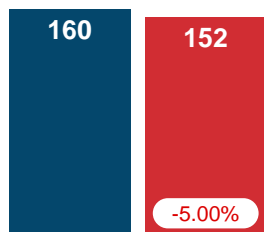
Inventory on September 30, 2022 = **261**

2021 **2022**

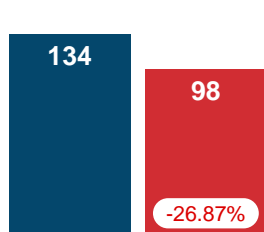
SEPTEMBER MARKET

AVERAGE PRICES

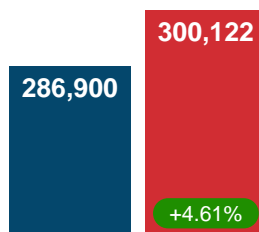
New Listings



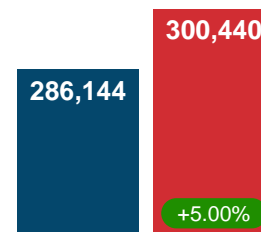
Pending Listings



List Price



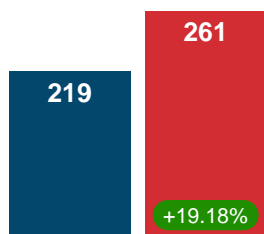
Sale Price



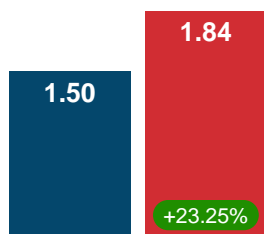
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

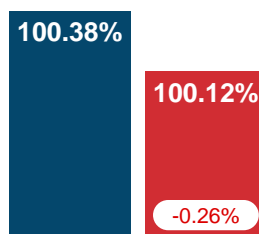
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

