

September 2022



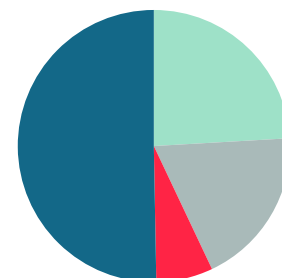
Area Delimited by County Of Rogers - Residential Property Type



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% |
| Median List Price | 245,000 | 250,000 | 2.04% |
| Median Sale Price | 248,095 | 249,000 | 0.36% |
| Median Percent of Selling Price to List Price | 100.00% | 100.00% | 0.00% |
| Median Days on Market to Sale | 5.00 | 8.00 | 60.00% |
| 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.

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 **0.36%** in September 2022 to \$249,000 versus the previous year at \$248,095.

Median Days on Market Lengthens

The median number of **8.00** days that homes spent on the market before selling increased by 3.00 days or **60.00%** in September 2022 compared to last year's same month at **5.00** DOM.

Sales Success for September 2022 is Positive

Overall, with Median 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.

What's in this Issue

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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

September 2022



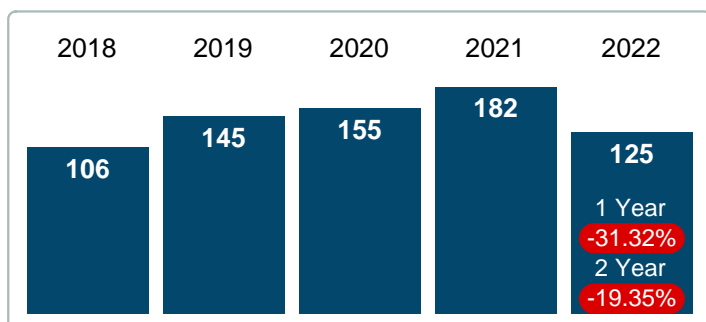
Area Delimited by County Of Rogers - Residential Property Type



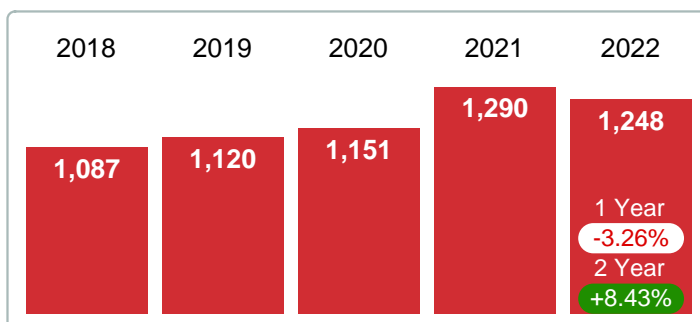
CLOSED LISTINGS

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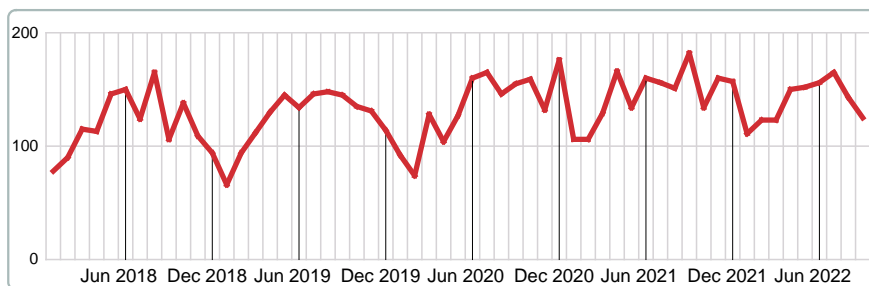
SEPTEMBER



YEAR TO DATE (YTD)

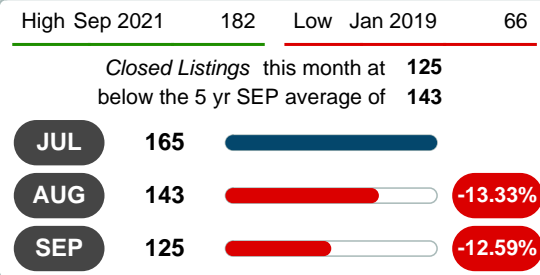


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 143



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-------------------|-------------|------------|------------------|------------------|------------------|------------------|
| \$150,000 and less | 7 | 5.60% | 7.0 | 4 | 3 | 0 | 0 |
| \$150,001 - \$200,000 | 18 | 14.40% | 4.0 | 1 | 15 | 2 | 0 |
| \$200,001 - \$225,000 | 17 | 13.60% | 7.0 | 2 | 13 | 2 | 0 |
| \$225,001 - \$300,000 | 35 | 28.00% | 4.0 | 1 | 20 | 14 | 0 |
| \$300,001 - \$375,000 | 20 | 16.00% | 16.5 | 1 | 9 | 9 | 1 |
| \$375,001 - \$450,000 | 10 | 8.00% | 26.5 | 0 | 6 | 3 | 1 |
| \$450,001 and up | 18 | 14.40% | 21.0 | 0 | 4 | 13 | 1 |
| Total Closed Units | 125 | | | 9 | 70 | 43 | 3 |
| Total Closed Volume | 37,555,015 | 100% | 8.0 | 1.61M | 18.29M | 16.22M | 1.43M |
| Median Closed Price | \$249,000 | | | \$155,000 | \$230,000 | \$325,000 | \$449,000 |

September 2022



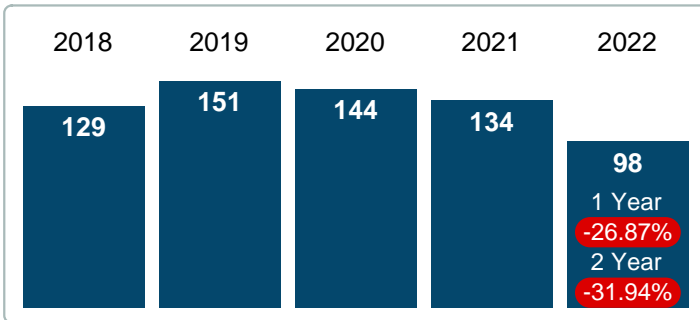
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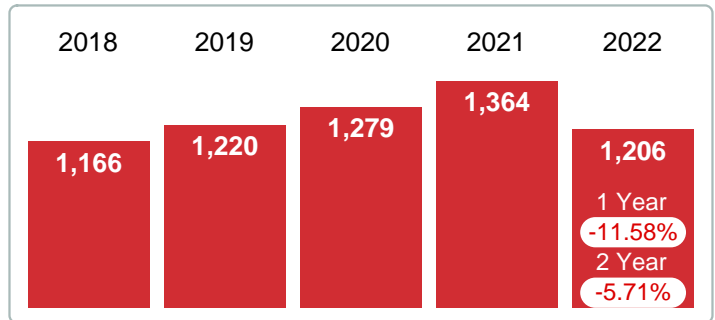
PENDING LISTINGS

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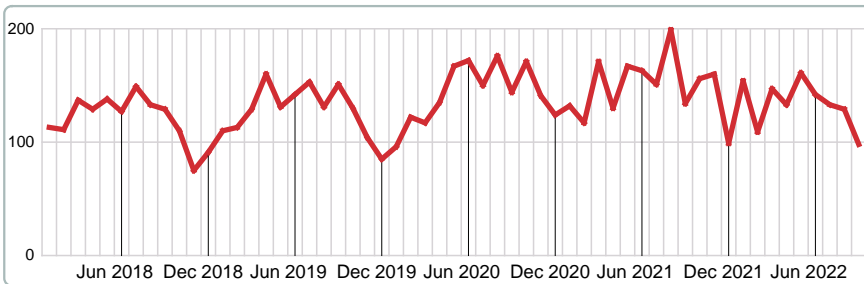
SEPTEMBER



YEAR TO DATE (YTD)

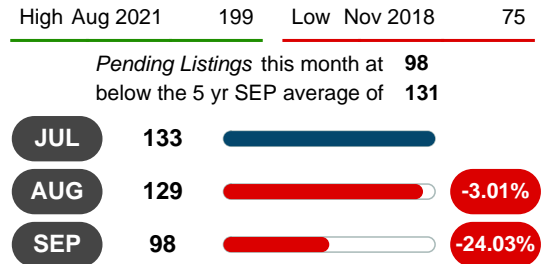


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 131



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$125,000 and less | 6 | 6.12% | 2.5 | 3 | 2 | 1 | 0 |
| \$125,001 - \$175,000 | 14 | 14.29% | 29.0 | 4 | 9 | 1 | 0 |
| \$175,001 - \$225,000 | 18 | 18.37% | 6.5 | 1 | 14 | 3 | 0 |
| \$225,001 - \$275,000 | 18 | 18.37% | 7.0 | 0 | 14 | 4 | 0 |
| \$275,001 - \$375,000 | 18 | 18.37% | 22.5 | 1 | 10 | 6 | 1 |
| \$375,001 - \$500,000 | 13 | 13.27% | 45.0 | 1 | 2 | 10 | 0 |
| \$500,001 and up | 11 | 11.22% | 24.0 | 0 | 2 | 7 | 2 |
| Total Pending Units | 98 | | | 10 | 53 | 32 | 3 |
| Total Pending Volume | 29,711,273 | 100% | 13.0 | 1.78M | 13.22M | 13.06M | 1.65M |
| Median Listing Price | \$249,500 | | | \$147,950 | \$229,900 | \$382,500 | \$629,900 |

September 2022



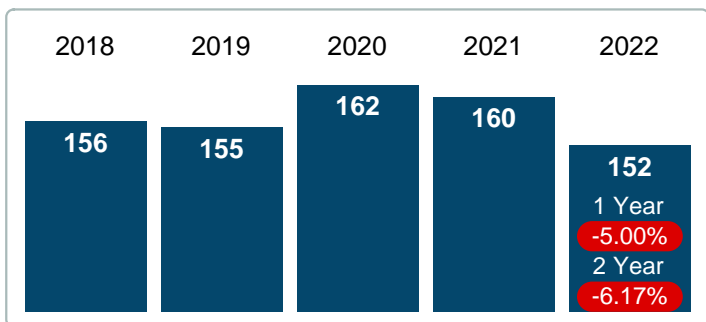
Area Delimited by County Of Rogers - Residential Property Type



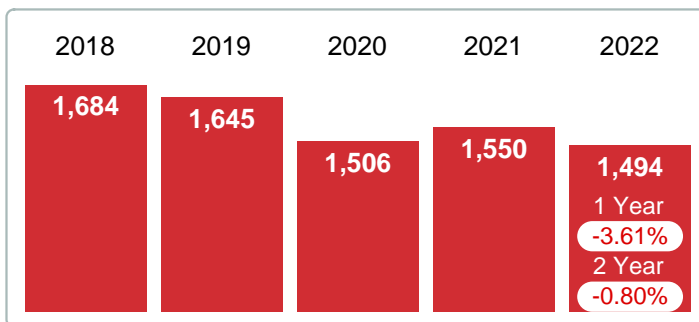
NEW LISTINGS

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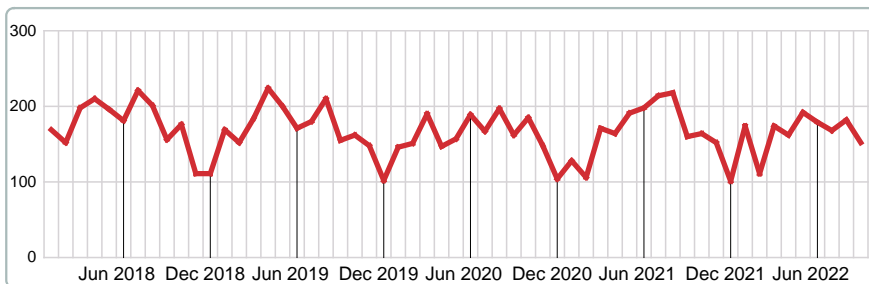
SEPTEMBER



YEAR TO DATE (YTD)

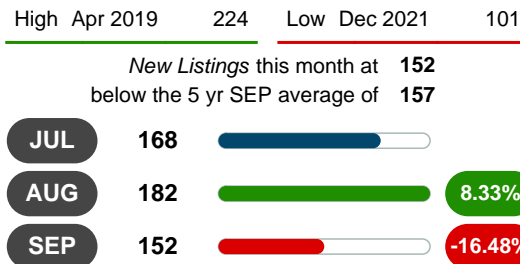


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 157



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range | | % | 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 |
| Median New Listed Listing Price | \$257,500 | | \$123,950 | \$219,290 | \$432,400 | \$490,000 |

September 2022



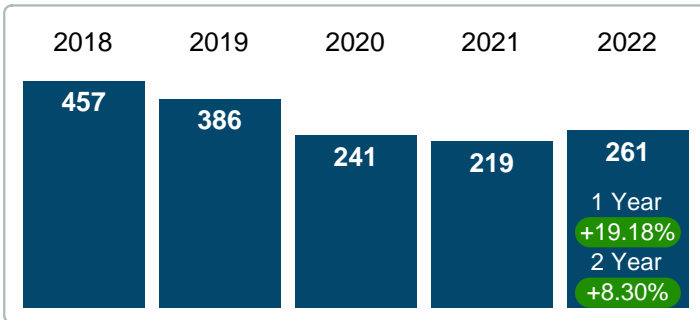
Area Delimited by County Of Rogers - Residential Property Type



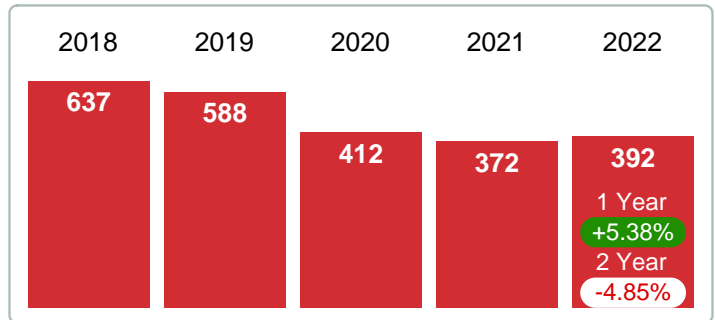
ACTIVE INVENTORY

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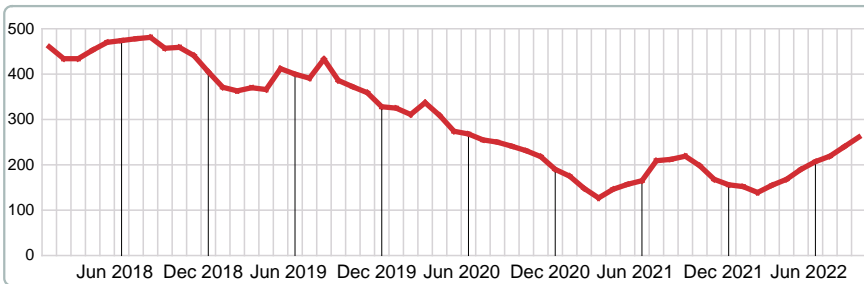
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

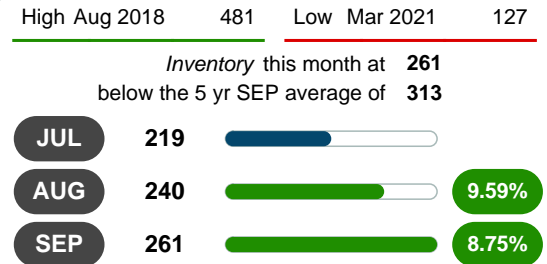


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 313



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|--------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$125,000 and less | 18 | 6.90% | 31.5 | 8 | 8 | 1 | 1 |
| \$125,001 - \$175,000 | 29 | 11.11% | 22.0 | 5 | 19 | 4 | 1 |
| \$175,001 - \$275,000 | 44 | 16.86% | 30.0 | 0 | 31 | 12 | 1 |
| \$275,001 - \$450,000 | 70 | 26.82% | 49.5 | 1 | 37 | 26 | 6 |
| \$450,001 - \$525,000 | 32 | 12.26% | 47.0 | 1 | 11 | 18 | 2 |
| \$525,001 - \$750,000 | 41 | 15.71% | 51.0 | 1 | 7 | 23 | 10 |
| \$750,001 and up | 27 | 10.34% | 72.0 | 0 | 6 | 13 | 8 |
| Total Active Inventory by Units | 261 | | | 16 | 119 | 97 | 29 |
| Total Active Inventory by Volume | 114,596,258 | 100% | 43.0 | 2.76M | 40.83M | 52.47M | 18.54M |
| Median Active Inventory Listing Price | \$385,000 | | | \$121,450 | \$279,900 | \$479,999 | \$550,000 |

September 2022



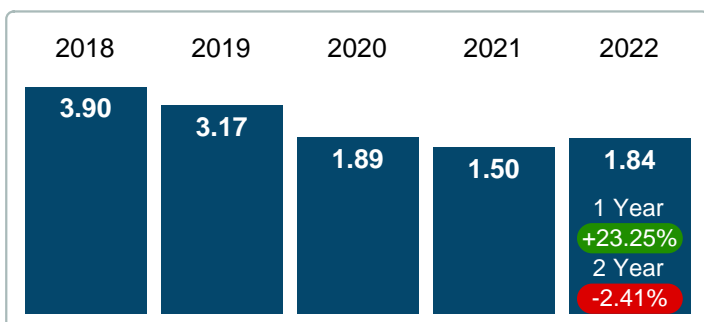
Area Delimited by County Of Rogers - Residential Property Type



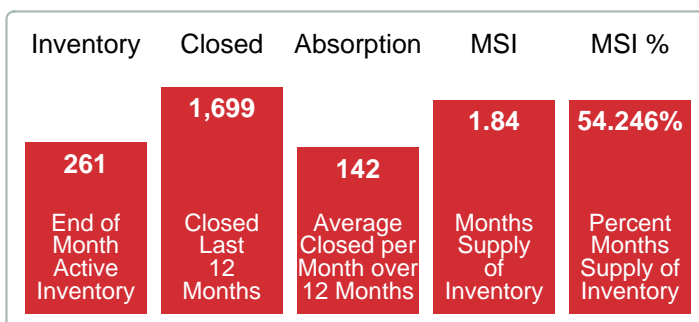
MONTHS SUPPLY of INVENTORY (MSI)

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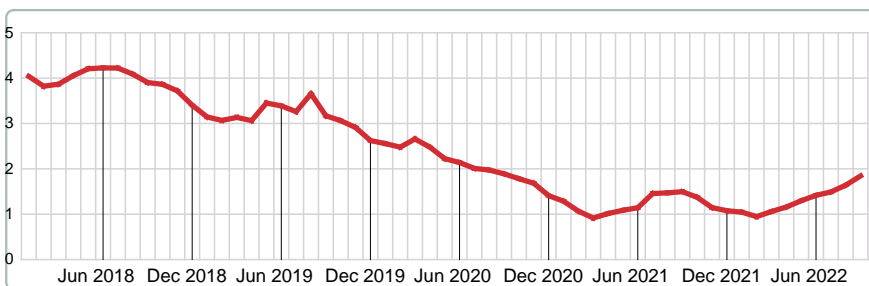
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2022



5 YEAR MARKET ACTIVITY TRENDS

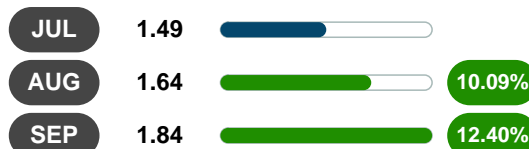


3 MONTHS

5 year SEP AVG = 2.46

High Jun 2018 4.23 Low Mar 2021 0.92

Months Supply this month at **1.84**
below the 5 yr SEP average of **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 |

September 2022



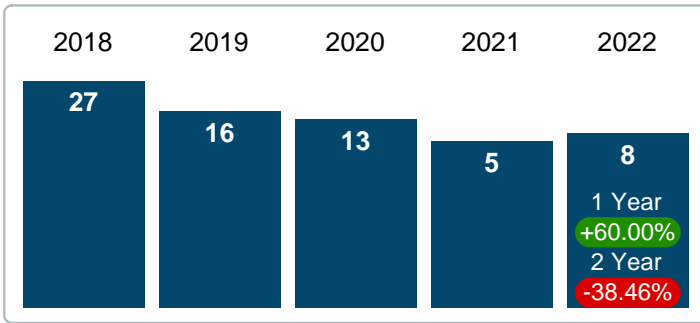
Area Delimited by County Of Rogers - Residential Property Type



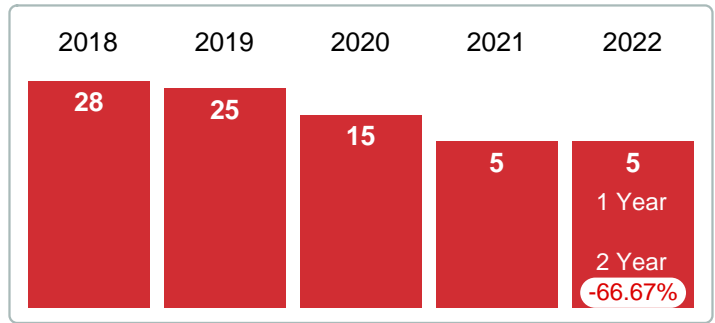
MEDIAN DAYS ON MARKET TO SALE

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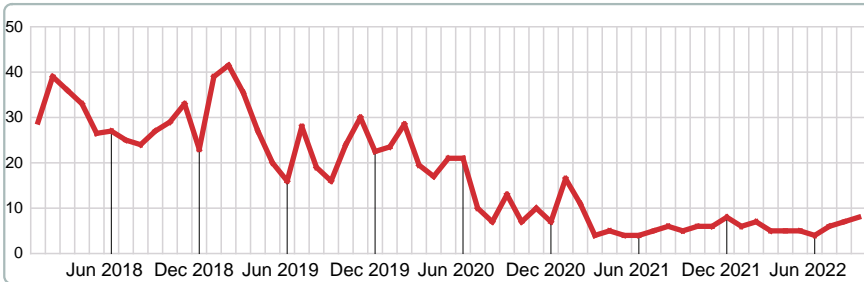
SEPTEMBER



YEAR TO DATE (YTD)

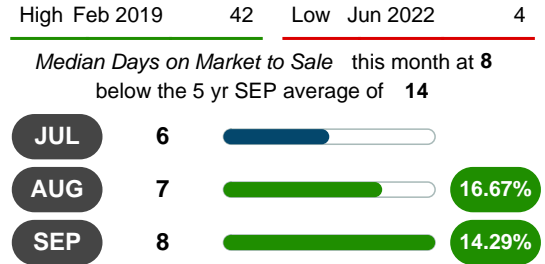


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 14



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 | 5.60% | 7 | 6 | 14 | 0 | 0 |
| \$150,001 - \$200,000 | 14.40% | 4 | 4 | 3 | 14 | 0 |
| \$200,001 - \$225,000 | 13.60% | 7 | 22 | 5 | 26 | 0 |
| \$225,001 - \$300,000 | 28.00% | 4 | 8 | 5 | 4 | 0 |
| \$300,001 - \$375,000 | 16.00% | 17 | 36 | 16 | 10 | 17 |
| \$375,001 - \$450,000 | 8.00% | 27 | 0 | 22 | 58 | 22 |
| \$450,001 and up | 14.40% | 21 | 0 | 25 | 20 | 87 |
| Median Closed DOM | | 8 | 7 | 6 | 10 | 22 |
| Total Closed Units | 100% | 125 | 9 | 70 | 43 | 3 |
| Total Closed Volume | | 37,555,015 | 1.61M | 18.29M | 16.22M | 1.43M |

September 2022



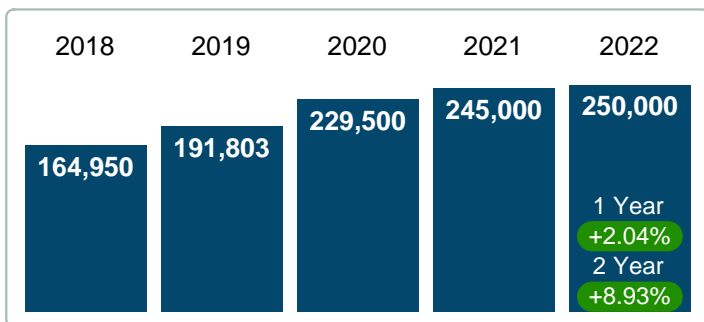
Area Delimited by County Of Rogers - Residential Property Type



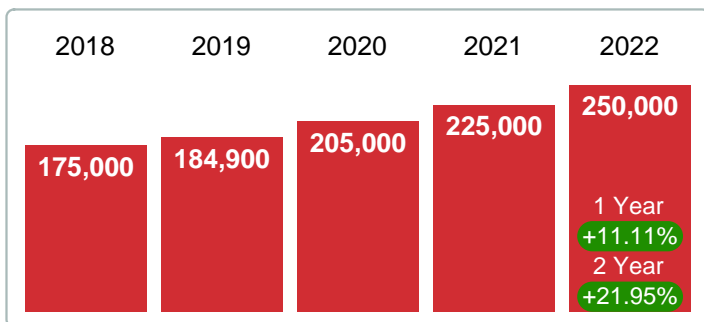
MEDIAN LIST PRICE AT CLOSING

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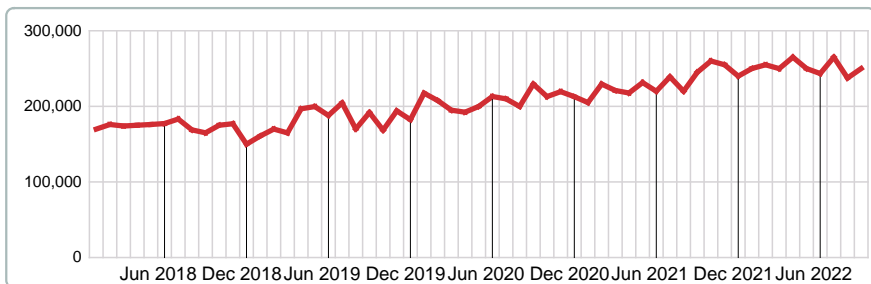
SEPTEMBER



YEAR TO DATE (YTD)

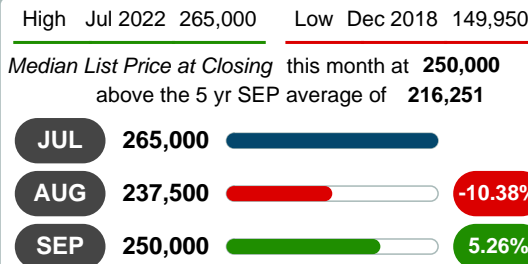


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 216,251



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 | 7 | 5.60% | 120,000 | 120,000 | 115,000 | 0 | 0 |
| \$150,001 - \$200,000 | 17 | 13.60% | 170,000 | 0 | 170,000 | 177,400 | 0 |
| \$200,001 - \$225,000 | 17 | 13.60% | 215,000 | 205,000 | 217,450 | 218,500 | 0 |
| \$225,001 - \$300,000 | 36 | 28.80% | 247,000 | 264,999 | 240,000 | 265,000 | 0 |
| \$300,001 - \$375,000 | 19 | 15.20% | 329,900 | 330,000 | 320,000 | 329,900 | 0 |
| \$375,001 - \$450,000 | 11 | 8.80% | 434,635 | 0 | 435,268 | 419,900 | 424,500 |
| \$450,001 and up | 18 | 14.40% | 511,950 | 0 | 477,500 | 519,900 | 629,000 |
| Median List Price | | | 250,000 | 150,000 | 231,000 | 329,900 | 449,000 |
| Total Closed Units | | 100% | 250,000 | 9 | 70 | 43 | 3 |
| Total Closed Volume | | | 37,515,230 | 1.65M | 18.27M | 16.11M | 1.48M |

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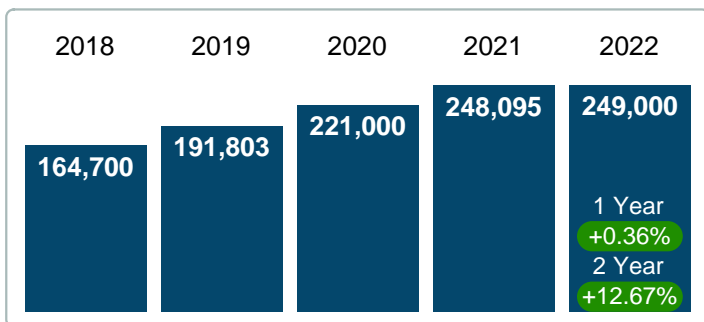
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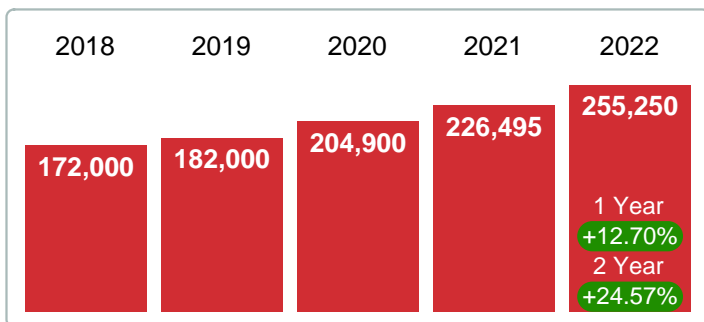
MEDIAN SOLD PRICE AT CLOSING

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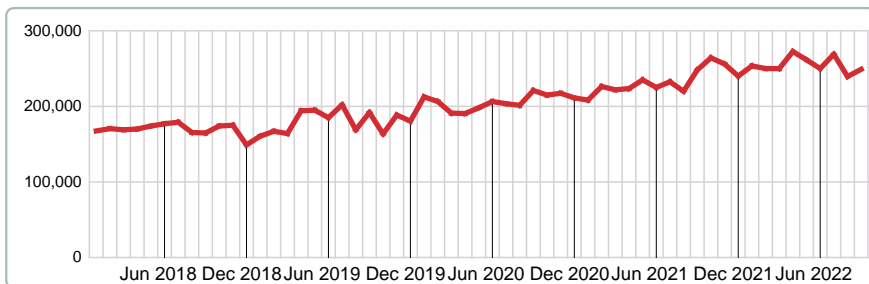
SEPTEMBER



YEAR TO DATE (YTD)

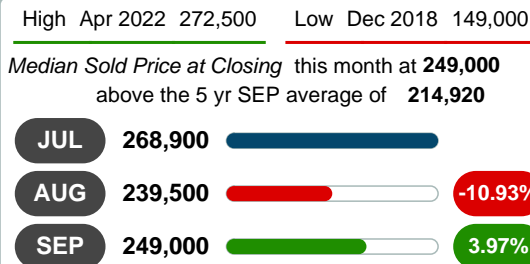


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 214,920



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 | 5.60% | 105,000 | 102,500 | 145,000 | 0 | 0 |
| \$150,001 - \$200,000 | 14.40% | 177,500 | 155,000 | 180,000 | 174,750 | 0 |
| \$200,001 - \$225,000 | 13.60% | 219,900 | 217,500 | 219,900 | 217,500 | 0 |
| \$225,001 - \$300,000 | 28.00% | 245,000 | 298,000 | 240,000 | 261,500 | 0 |
| \$300,001 - \$375,000 | 16.00% | 324,500 | 305,000 | 320,000 | 328,000 | 375,000 |
| \$375,001 - \$450,000 | 8.00% | 434,174 | 0 | 434,174 | 414,000 | 449,000 |
| \$450,001 and up | 14.40% | 519,650 | 0 | 472,012 | 525,000 | 610,000 |
| Median Sold Price | | 249,000 | 155,000 | 230,000 | 325,000 | 449,000 |
| Total Closed Units | 100% | 249,000 | 9 | 70 | 43 | 3 |
| Total Closed Volume | | 37,555,015 | 1.61M | 18.29M | 16.22M | 1.43M |

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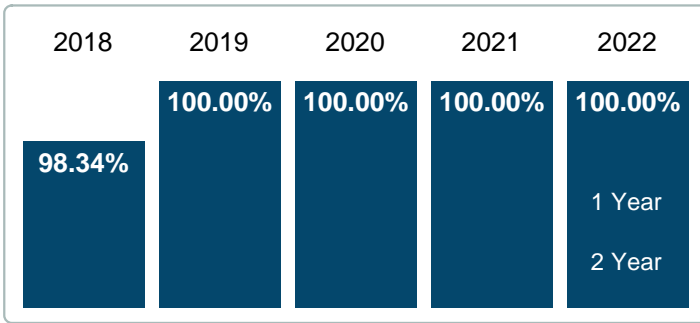
Area Delimited by County Of Rogers - Residential Property Type



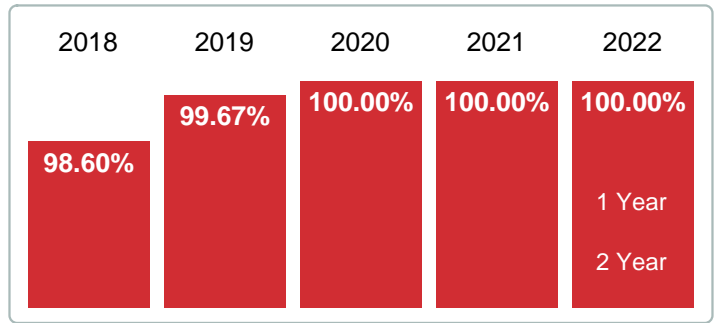
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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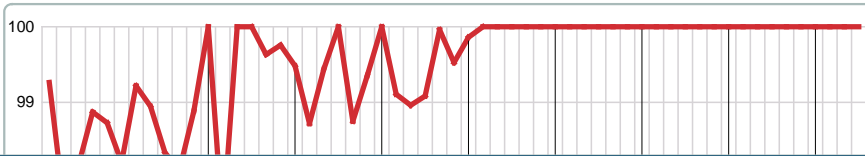
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 99.67%

High Sep 2022 100.00% Low Jan 2019 97.39%

Median Sold/List Ratio this month at **100.00%** equal to 5 yr SEP average of **99.67%**

JUL 100.00%
AUG 100.00%
SEP 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 | 7 | 5.60% | 100.00% | 97.73% | 100.00% | 0.00% | 0.00% |
| \$150,001 - \$200,000 | 18 | 14.40% | 101.80% | 103.33% | 104.17% | 98.45% | 0.00% |
| \$200,001 - \$225,000 | 17 | 13.60% | 100.00% | 100.27% | 100.00% | 100.12% | 0.00% |
| \$225,001 - \$300,000 | 35 | 28.00% | 100.00% | 99.33% | 100.00% | 100.39% | 0.00% |
| \$300,001 - \$375,000 | 20 | 16.00% | 100.00% | 92.42% | 101.14% | 99.72% | 93.75% |
| \$375,001 - \$450,000 | 10 | 8.00% | 98.70% | 0.00% | 97.62% | 98.59% | 100.00% |
| \$450,001 and up | 18 | 14.40% | 100.00% | 0.00% | 101.40% | 100.00% | 96.98% |
| Median Sold/List Ratio | | 100.00% | | 99.33% | 100.00% | 100.00% | 96.98% |
| 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



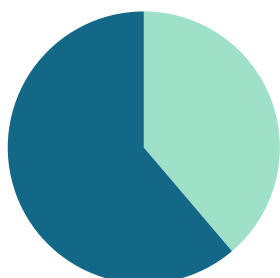
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

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

INVENTORY

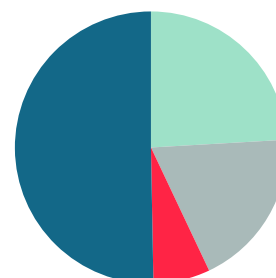


Inventory
 New Listings
152 = 38.78%
 Start Inventory
240
 Total Inventory Units
392
 Volume
\$157,482,729

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% |
| Median List Price | 245,000 | 250,000 | 2.04% | 225,000 | 250,000 | 11.11% |
| Median Sale Price | 248,095 | 249,000 | 0.36% | 226,495 | 255,250 | 12.70% |
| 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 | 5.00 | 8.00 | 60.00% | 5.00 | 5.00 | 0.00% |
| 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

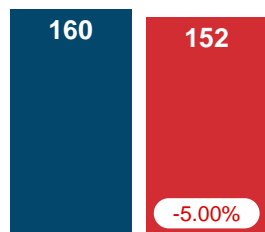
Inventory on September 30, 2022 = **261**

2021 **2022**

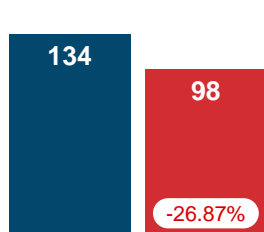
SEPTEMBER MARKET

MEDIAN PRICES

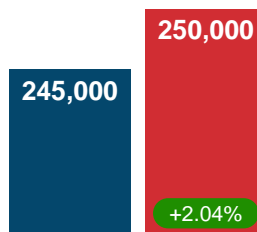
New Listings



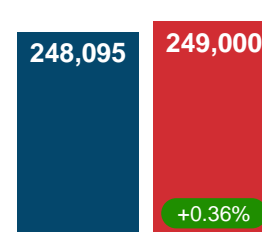
Pending Listings



List Price



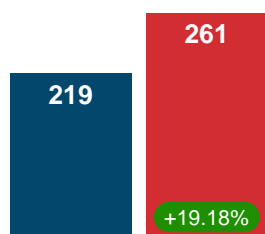
Sale Price



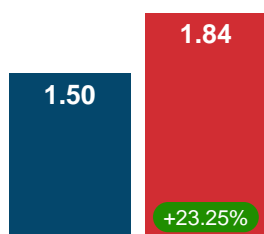
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

