

# April 2023



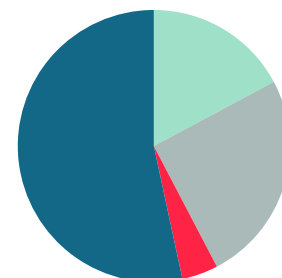
Area Delimited by County Of Rogers - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	April 2023	+/-%
Closed Listings	150	84	-44.00%
Pending Listings	133	123	-7.52%
New Listings	162	140	-13.58%
Average List Price	310,249	344,189	10.94%
Average Sale Price	312,588	340,954	9.07%
Average Percent of Selling Price to List Price	101.34%	99.09%	-2.22%
Average Days on Market to Sale	19.69	35.02	77.91%
End of Month Inventory	168	261	55.36%
Months Supply of Inventory	1.16	2.31	99.47%



■ Closed (17.18%)  
■ Pending (25.15%)  
■ Other OffMarket (4.29%)  
■ Active (53.37%)

**Absorption:** Last 12 months, an Average of **113** Sales/Month  
**Active Inventory** as of April 30, 2023 = **261**

### Analysis Wrap-Up

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

The total housing inventory at the end of April 2023 rose **55.36%** to 261 existing homes available for sale. Over the last 12 months this area has had an average of 113 closed sales per month. This represents an unsold inventory index of **2.31** 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 **9.07%** in April 2023 to \$340,954 versus the previous year at \$312,588.

#### Average Days on Market Lengthens

The average number of **35.02** days that homes spent on the market before selling increased by 15.34 days or **77.91%** in April 2023 compared to last year's same month at **19.69** DOM.

#### Sales Success for April 2023 is Positive

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

There were 140 New Listings in April 2023, down **13.58%** from last year at 162. Furthermore, there were 84 Closed Listings this month versus last year at 150, a **-44.00%** decrease.

Closed versus Listed trends yielded a **60.0%** ratio, down from previous year's, April 2022, at **92.6%**, a **35.20%** downswing. This will certainly create pressure on an increasing Monthly 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

# April 2023



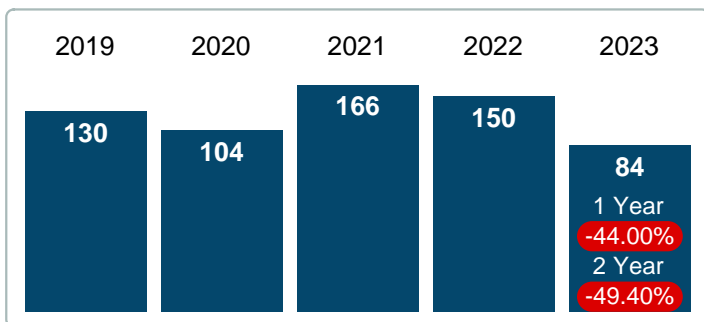
Area Delimited by County Of Rogers - Residential Property Type



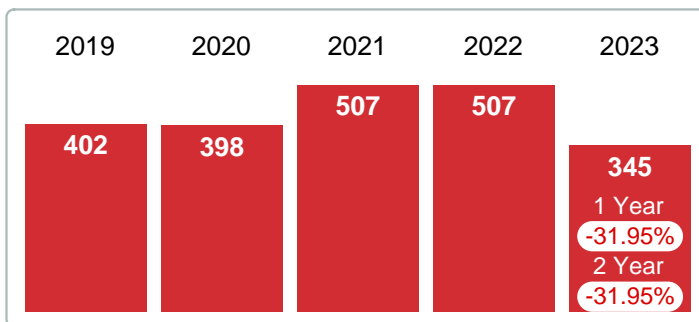
## CLOSED LISTINGS

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

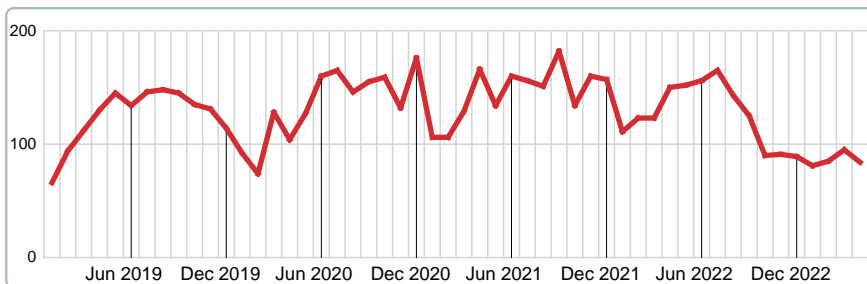
### APRIL



### YEAR TO DATE (YTD)

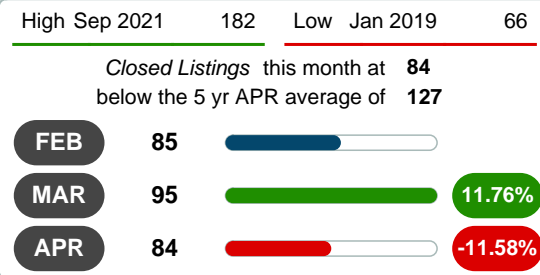


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 127



### 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	6	7.14%	16.7	1	5	0	0
\$150,001 - \$200,000	11	13.10%	22.5	0	9	1	1
\$200,001 - \$250,000	15	17.86%	21.2	0	14	1	0
\$250,001 - \$325,000	20	23.81%	16.9	1	13	6	0
\$325,001 - \$425,000	13	15.48%	59.6	0	9	4	0
\$425,001 - \$625,000	11	13.10%	63.4	0	4	6	1
\$625,001 and up	8	9.52%	58.5	0	2	5	1
<b>Total Closed Units</b>	<b>84</b>			<b>2</b>	<b>56</b>	<b>23</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>28,640,112</b>	<b>100%</b>	<b>35.0</b>	<b>400.40K</b>	<b>15.75M</b>	<b>10.93M</b>	<b>1.55M</b>
<b>Average Closed Price</b>	<b>\$340,954</b>			<b>\$200,200</b>	<b>\$281,325</b>	<b>\$475,414</b>	<b>\$517,000</b>

# April 2023



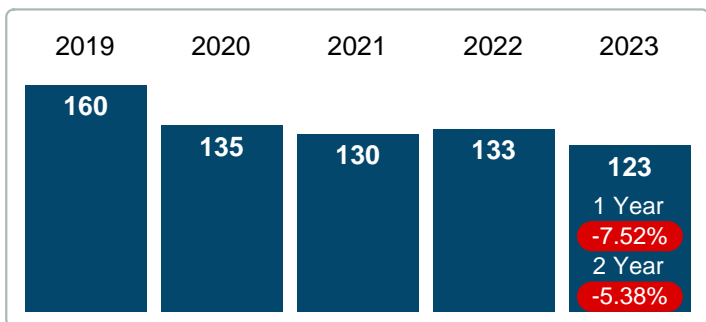
Area Delimited by County Of Rogers - Residential Property Type



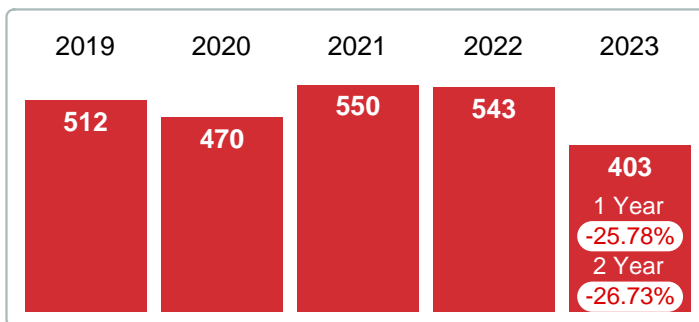
## PENDING LISTINGS

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

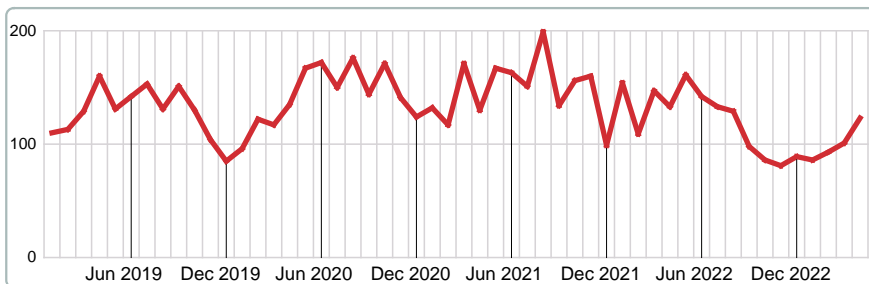
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

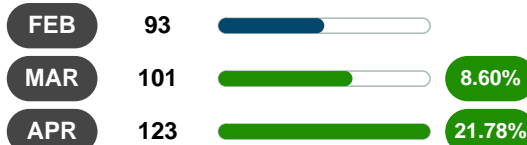


### 3 MONTHS

5 year APR AVG = 136

High Aug 2021 199 | Low Nov 2022 81

Pending Listings this month at **123**  
below the 5 yr APR average of **136**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$175,000 and less	11	8.94%	20.6	2	8	1	0
\$175,001 - \$225,000	16	13.01%	42.0	0	13	2	1
\$225,001 - \$275,000	19	15.45%	40.6	0	12	7	0
\$275,001 - \$350,000	28	22.76%	23.6	1	19	8	0
\$350,001 - \$450,000	20	16.26%	65.3	0	10	9	1
\$450,001 - \$575,000	15	12.20%	41.0	0	3	11	1
\$575,001 and up	14	11.38%	48.9	0	2	8	4
<b>Total Pending Units</b>	<b>123</b>			<b>3</b>	<b>67</b>	<b>46</b>	<b>7</b>
<b>Total Pending Volume</b>	<b>43,825,295</b>	<b>100%</b>	<b>40.4</b>	<b>462.50K</b>	<b>19.76M</b>	<b>19.13M</b>	<b>4.47M</b>
<b>Average Listing Price</b>	<b>\$346,858</b>			<b>\$154,167</b>	<b>\$294,958</b>	<b>\$415,863</b>	<b>\$638,700</b>

# April 2023



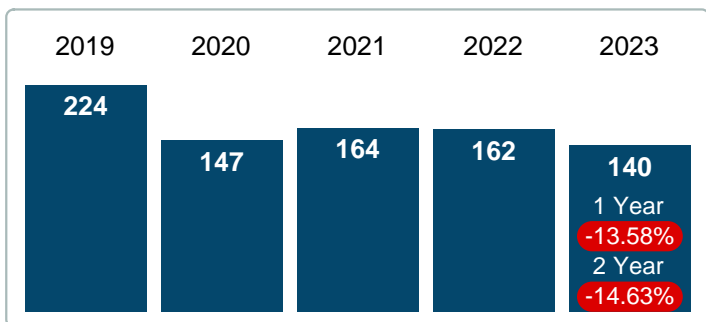
Area Delimited by County Of Rogers - Residential Property Type



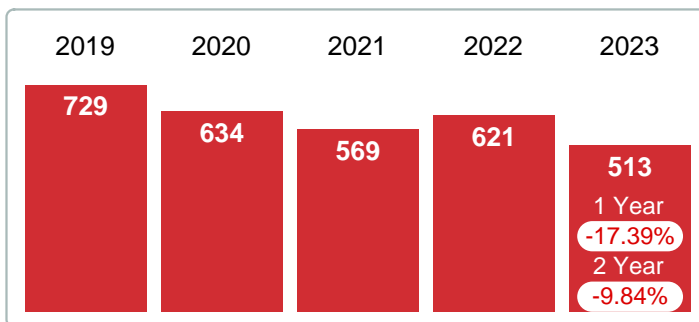
## NEW LISTINGS

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

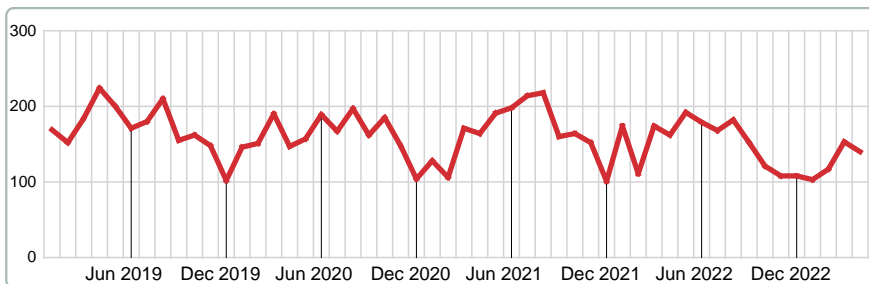
### APRIL



### YEAR TO DATE (YTD)

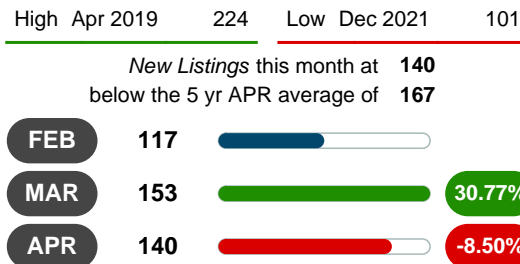


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 167



### 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	14	10.00%	5	9	0	0
\$150,001 - \$225,000	14	10.00%	0	13	0	1
\$225,001 - \$275,000	19	13.57%	0	17	2	0
\$275,001 - \$400,000	39	27.86%	1	22	15	1
\$400,001 - \$475,000	17	12.14%	1	1	15	0
\$475,001 - \$675,000	21	15.00%	0	9	9	3
\$675,001 and up	16	11.43%	0	2	9	5
<b>Total New Listed Units</b>	<b>140</b>		<b>7</b>	<b>73</b>	<b>50</b>	<b>10</b>
<b>Total New Listed Volume</b>	<b>56,366,175</b>	<b>100%</b>	<b>1.29M</b>	<b>21.77M</b>	<b>24.19M</b>	<b>9.12M</b>
<b>Average New Listed Listing Price</b>	<b>\$344,999</b>		<b>\$184,214</b>	<b>\$298,160</b>	<b>\$483,864</b>	<b>\$911,783</b>

# April 2023



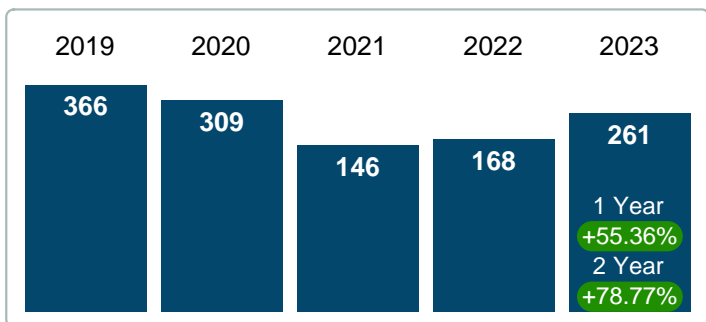
Area Delimited by County Of Rogers - Residential Property Type



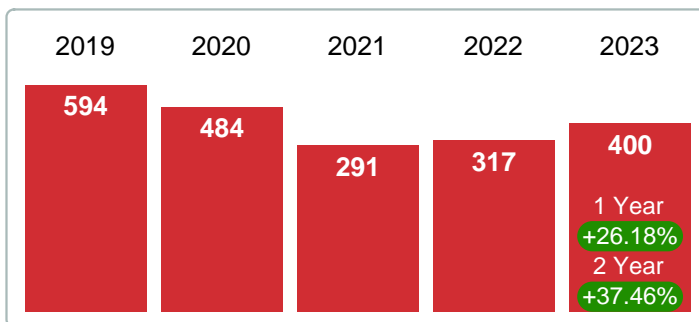
## ACTIVE INVENTORY

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

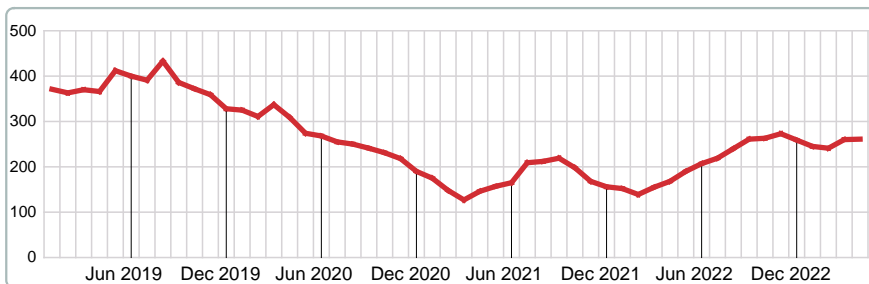
### END OF APRIL



### ACTIVE DURING APRIL



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 250

High Aug 2019 433 Low Mar 2021 127

Inventory this month at 261  
above the 5 yr APR average of 250



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$175,000 and less	21	8.05%	74.9	8	13	0	0
\$175,001 - \$275,000	33	12.64%	58.5	1	30	2	0
\$275,001 - \$375,000	37	14.18%	44.5	1	20	16	0
\$375,001 - \$475,000	59	22.61%	79.6	3	31	22	3
\$475,001 - \$575,000	49	18.77%	93.9	0	10	31	8
\$575,001 - \$775,000	35	13.41%	78.7	0	4	20	11
\$775,001 and up	27	10.34%	90.1	0	5	11	11
<b>Total Active Inventory by Units</b>	<b>261</b>			<b>13</b>	<b>113</b>	<b>102</b>	<b>33</b>
<b>Total Active Inventory by Volume</b>	<b>132,885,784</b>	<b>100%</b>	<b>75.2</b>	<b>2.87M</b>	<b>44.68M</b>	<b>59.38M</b>	<b>25.96M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$509,141</b>			<b>\$220,723</b>	<b>\$395,413</b>	<b>\$582,111</b>	<b>\$786,649</b>

# April 2023



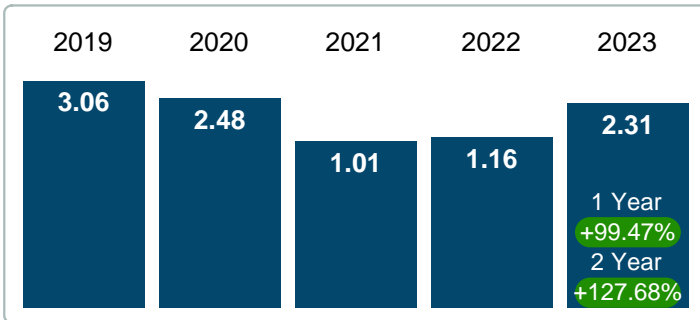
Area Delimited by County Of Rogers - Residential Property Type



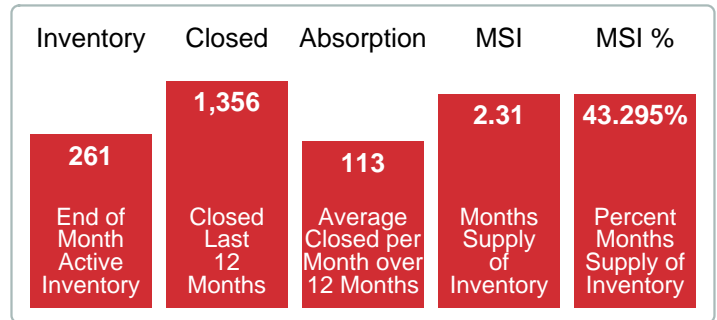
## MONTHS SUPPLY of INVENTORY (MSI)

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

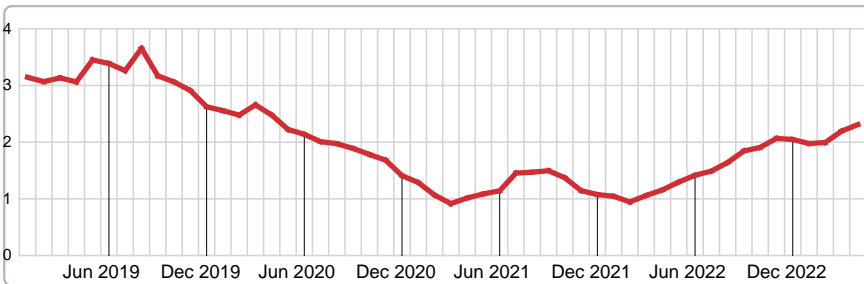
### MSI FOR APRIL



### INDICATORS FOR APRIL 2023

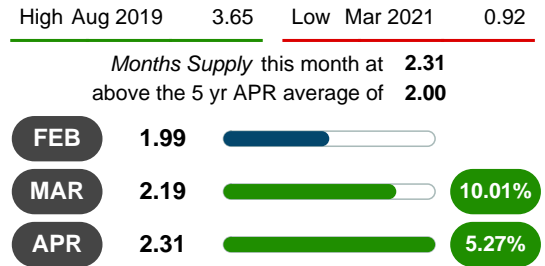


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 2.00



### 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
\$175,000 and less	21	8.05%	0.98	1.33	0.92	0.00	0.00
\$175,001 - \$275,000	33	12.64%	0.85	0.67	0.96	0.34	0.00
\$275,001 - \$375,000	37	14.18%	1.71	4.00	1.70	1.85	0.00
\$375,001 - \$475,000	59	22.61%	4.29	6.00	5.47	3.38	2.77
\$475,001 - \$575,000	49	18.77%	5.94	0.00	4.00	6.53	9.60
\$575,001 - \$775,000	35	13.41%	5.60	0.00	4.80	4.90	8.25
\$775,001 and up	27	10.34%	9.00	0.00	20.00	8.25	7.76
Market Supply of Inventory (MSI)	2.31			1.54	1.71	3.16	5.42
Total Active Inventory by Units	261	100%	2.31	13	113	102	33

# April 2023



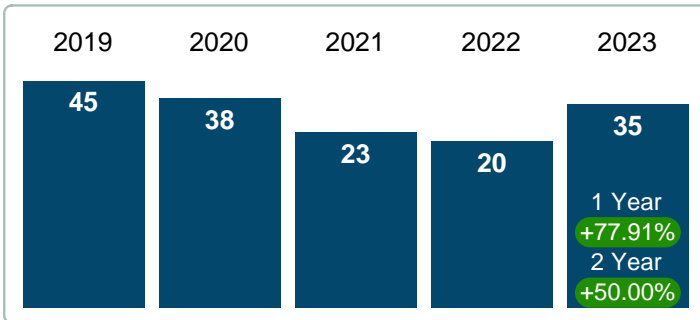
Area Delimited by County Of Rogers - Residential Property Type



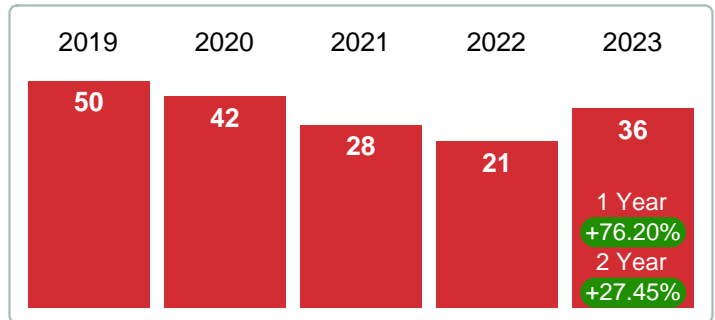
## AVERAGE DAYS ON MARKET TO SALE

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

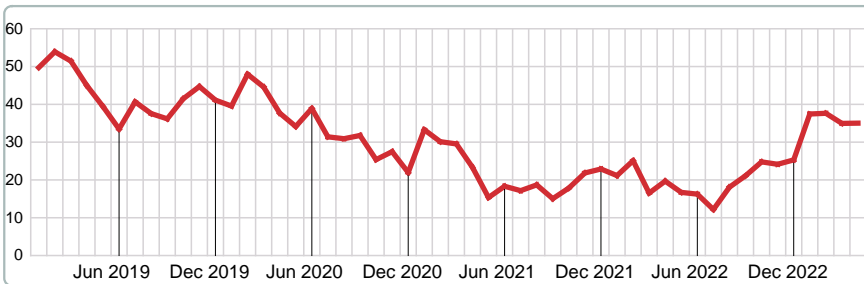
### APRIL



### YEAR TO DATE (YTD)

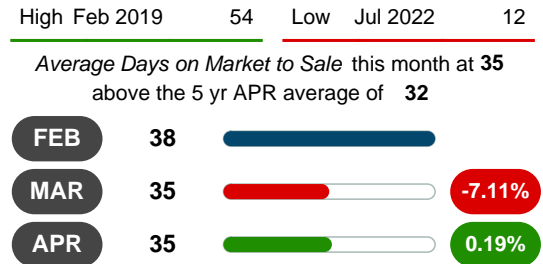


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 32



### 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	7.14%	17	4	19	0	0
\$150,001 - \$200,000	13.10%	22	0	7	140	44
\$200,001 - \$250,000	17.86%	21	0	23	3	0
\$250,001 - \$325,000	23.81%	17	4	11	31	0
\$325,001 - \$425,000	15.48%	60	0	53	74	0
\$425,001 - \$625,000	13.10%	63	0	66	69	20
\$625,001 and up	9.52%	59	0	38	58	105
<b>Average Closed DOM</b>		<b>35</b>	<b>4</b>	<b>26</b>	<b>58</b>	<b>56</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>35</b>	<b>2</b>	<b>56</b>	<b>23</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>28,640,112</b>	<b>400.40K</b>	<b>15.75M</b>	<b>10.93M</b>	<b>1.55M</b>

# April 2023



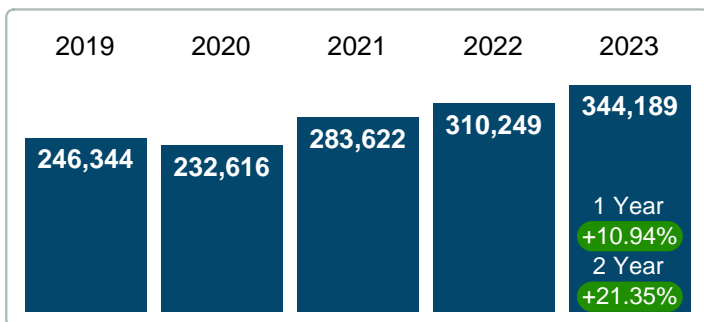
Area Delimited by County Of Rogers - Residential Property Type



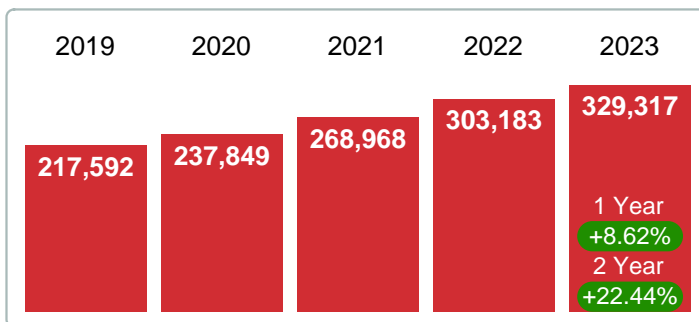
## AVERAGE LIST PRICE AT CLOSING

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

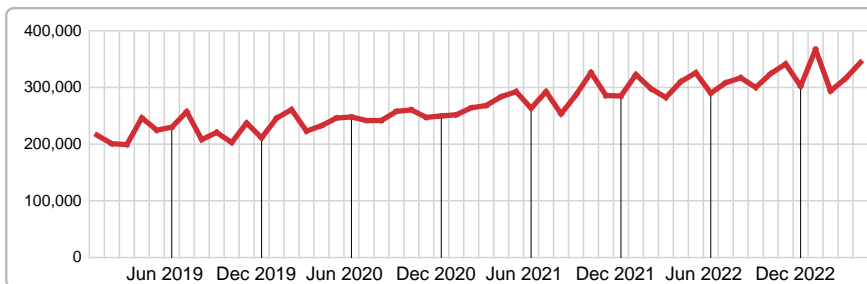
### APRIL



### YEAR TO DATE (YTD)

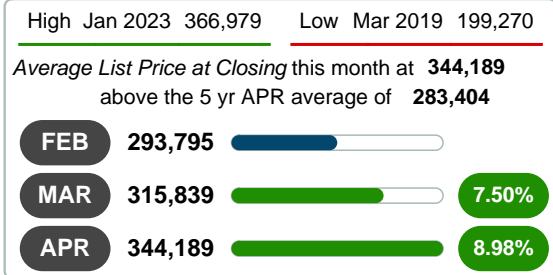


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 283,404



### 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	5	5.95%	101,100	125,000	107,100	0	0
\$150,001 - \$200,000	11	13.10%	177,109	0	181,922	195,000	169,900
\$200,001 - \$250,000	17	20.24%	233,435	0	233,893	235,000	0
\$250,001 - \$325,000	20	23.81%	286,590	278,400	281,192	288,800	0
\$325,001 - \$425,000	13	15.48%	375,813	0	369,467	364,492	0
\$425,001 - \$625,000	11	13.10%	532,154	0	479,300	544,467	529,900
\$625,001 and up	7	8.33%	859,814	0	749,950	836,200	895,000
Average List Price			344,189	201,700	282,948	481,242	531,600
Total Closed Units		100%	344,189	2	56	23	3
Total Closed Volume			28,911,866	403.40K	15.85M	11.07M	1.59M



# April 2023



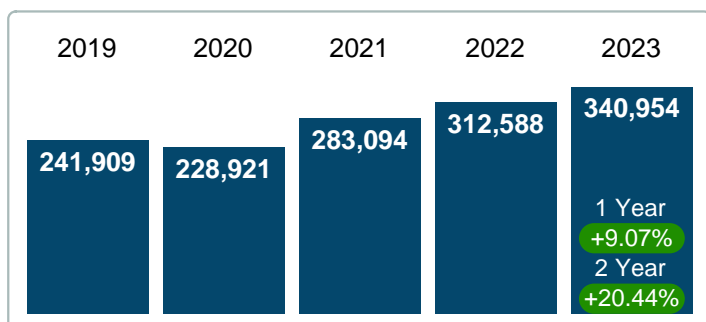
Area Delimited by County Of Rogers - Residential Property Type



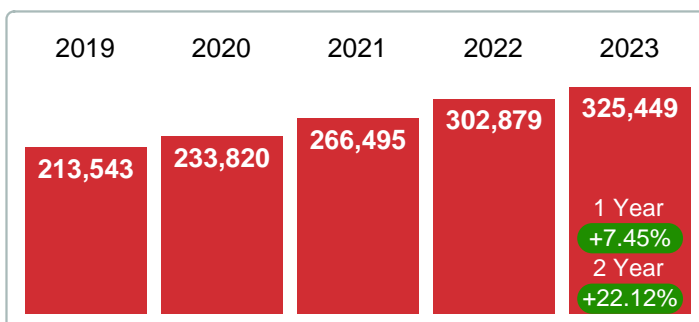
## AVERAGE SOLD PRICE AT CLOSING

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

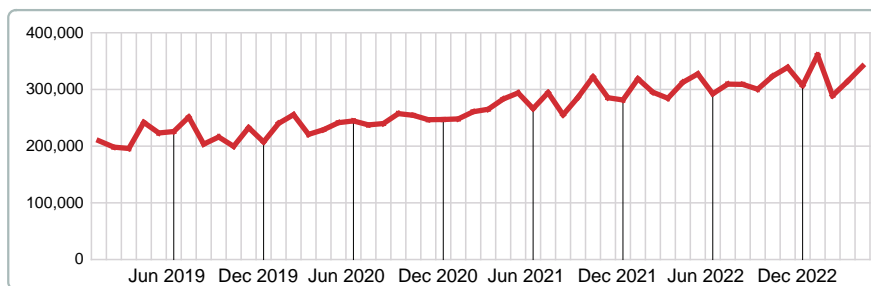
### APRIL



### YEAR TO DATE (YTD)

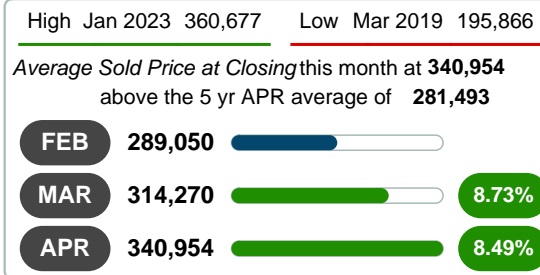


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 281,493



### 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	7.14%	106,667	122,000	103,600	0	0
\$150,001 - \$200,000	13.10%	179,209	0	180,589	185,000	161,000
\$200,001 - \$250,000	17.86%	234,947	0	234,514	241,000	0
\$250,001 - \$325,000	23.81%	281,240	278,400	279,838	284,750	0
\$325,001 - \$425,000	15.48%	363,048	0	365,617	357,267	0
\$425,001 - \$625,000	13.10%	516,513	0	480,436	544,983	490,000
\$625,001 and up	9.52%	809,819	0	738,750	820,210	900,000
<b>Average Sold Price</b>		<b>340,954</b>	<b>200,200</b>	<b>281,325</b>	<b>475,414</b>	<b>517,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>340,954</b>	<b>2</b>	<b>56</b>	<b>23</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>28,640,112</b>	<b>400.40K</b>	<b>15.75M</b>	<b>10.93M</b>	<b>1.55M</b>

# April 2023



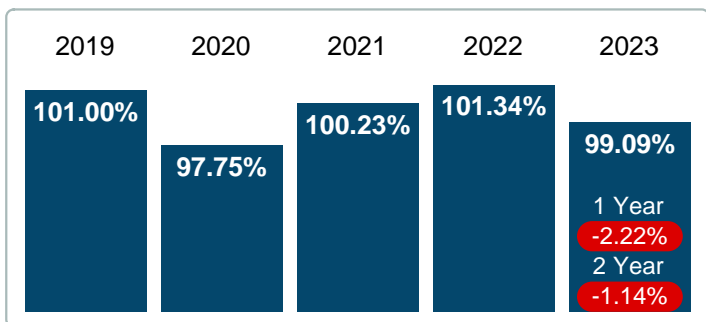
Area Delimited by County Of Rogers - Residential Property Type



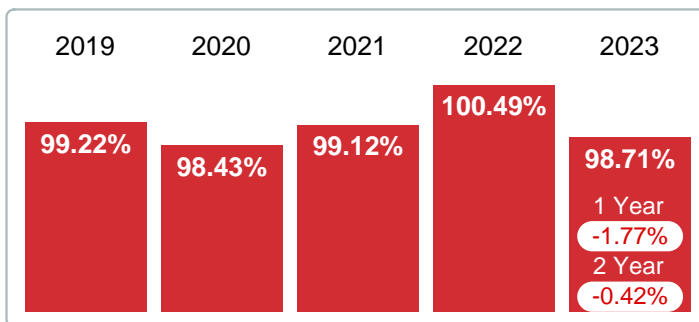
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

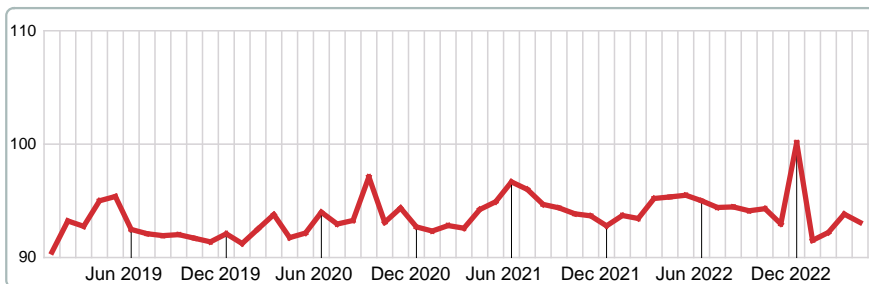
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

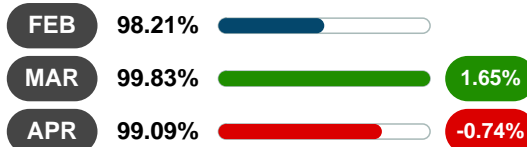


### 3 MONTHS

5 year APR AVG = 99.89%

High Dec 2022 106.13% Low Jan 2019 96.48%

Average Sold/List Ratio this month at **99.09%**  
below the 5 yr APR average of **99.89%**



### 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	6	7.14%	94.43%	97.60%	93.80%	0.00%	0.00%
\$150,001 - \$200,000	11	13.10%	98.63%	0.00%	99.48%	94.87%	94.76%
\$200,001 - \$250,000	15	17.86%	100.42%	0.00%	100.27%	102.55%	0.00%
\$250,001 - \$325,000	20	23.81%	99.36%	100.00%	99.63%	98.68%	0.00%
\$325,001 - \$425,000	13	15.48%	98.74%	0.00%	99.04%	98.07%	0.00%
\$425,001 - \$625,000	11	13.10%	99.61%	0.00%	100.27%	100.36%	92.47%
\$625,001 and up	8	9.52%	99.91%	0.00%	98.51%	100.34%	100.56%
Average Sold/List Ratio		99.10%		98.80%	99.16%	99.38%	95.93%
Total Closed Units		84	100%	2	56	23	3
Total Closed Volume		28,640,112		400.40K	15.75M	10.93M	1.55M

# April 2023



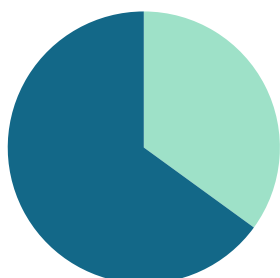
Area Delimited by County Of Rogers - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

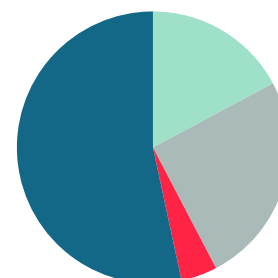


**Inventory**  
 New Listings  
**140 = 35.00%**  
 Start Inventory  
**260**  
 Total Inventory Units  
**400**  
 Volume  
**\$185,681,977**

### Market Activity

Closed Sales  
**84 = 17.18%**  
 Pending Sales  
**123 = 25.15%**  
 Other Off Market  
**21 = 4.29%**  
 Active Inventory  
**261 = 53.37%**

### MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	150	84	-44.00%	507	345	-31.95%
Pending Sales	133	123	-7.52%	543	403	-25.78%
New Listings	162	140	-13.58%	621	513	-17.39%
Average List Price	310,249	344,189	10.94%	303,183	329,317	8.62%
Average Sale Price	312,588	340,954	9.07%	302,879	325,449	7.45%
Average Percent of Selling Price to List Price	101.34%	99.09%	-2.22%	100.49%	98.71%	-1.77%
Average Days on Market to Sale	19.69	35.02	77.91%	20.55	36.22	76.20%
Monthly Inventory	168	261	55.36%	168	261	55.36%
Months Supply of Inventory	1.16	2.31	99.47%	1.16	2.31	99.47%

**Absorption:** Last 12 months, an Average of 113 Sales/Month

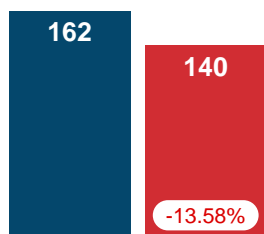
**Inventory** on April 30, 2023 = 261

2022 2023

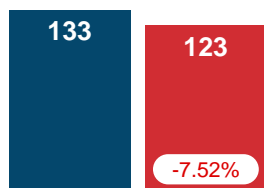
### APRIL MARKET

### AVERAGE PRICES

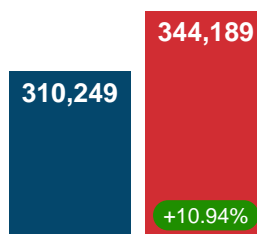
#### New Listings



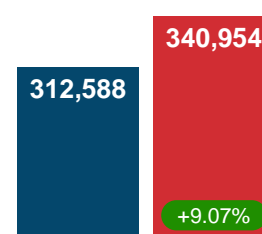
#### Pending Listings



#### List Price



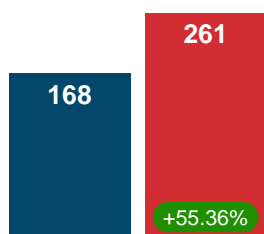
#### Sale Price



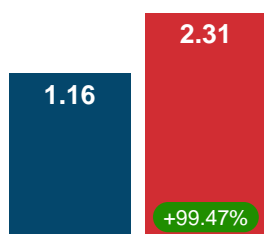
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

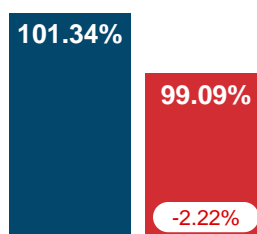
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

