

## February 2023



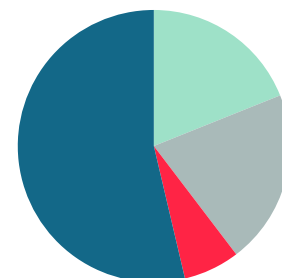
Area Delimited by County Of Rogers - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		+/-%
	2022	2023	
Closed Listings	123	85	-30.89%
Pending Listings	109	93	-14.68%
New Listings	111	117	5.41%
Average List Price	297,884	293,795	-1.37%
Average Sale Price	295,067	289,050	-2.04%
Average Percent of Selling Price to List Price	99.44%	98.21%	-1.24%
Average Days on Market to Sale	25.10	37.64	49.96%
End of Month Inventory	139	241	73.38%
Months Supply of Inventory	0.95	1.99	110.81%



■ Closed (18.93%)  
■ Pending (20.71%)  
■ Other OffMarket (6.68%)  
■ Active (53.67%)

**Absorption:** Last 12 months, an Average of **121** Sales/Month  
**Active Inventory** as of February 28, 2023 = **241**

#### Analysis Wrap-Up

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

The total housing inventory at the end of February 2023 rose **73.38%** to 241 existing homes available for sale. Over the last 12 months this area has had an average of 121 closed sales per month. This represents an unsold inventory index of **1.99** MSI for this period.

##### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **2.04%** in February 2023 to \$289,050 versus the previous year at \$295,067.

##### Average Days on Market Lengthens

The average number of **37.64** days that homes spent on the market before selling increased by 12.54 days or **49.96%** in February 2023 compared to last year's same month at **25.10** DOM.

##### Sales Success for February 2023 is Positive

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

There were 117 New Listings in February 2023, up **5.41%** from last year at 111. Furthermore, there were 85 Closed Listings this month versus last year at 123, a **-30.89%** decrease.

Closed versus Listed trends yielded a **72.6%** ratio, down from previous year's, February 2022, at **110.8%**, a **34.44%** 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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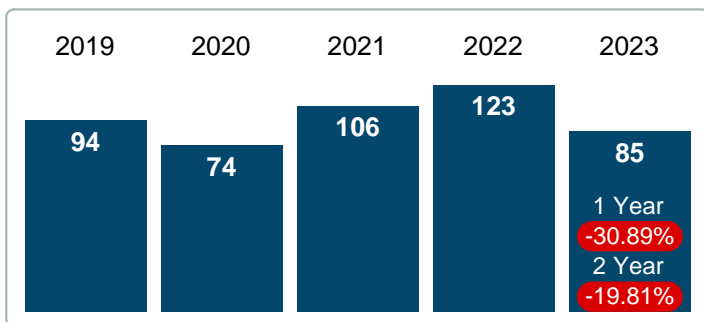
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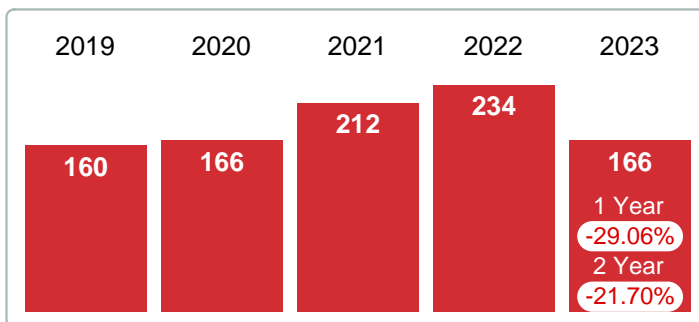
## CLOSED LISTINGS

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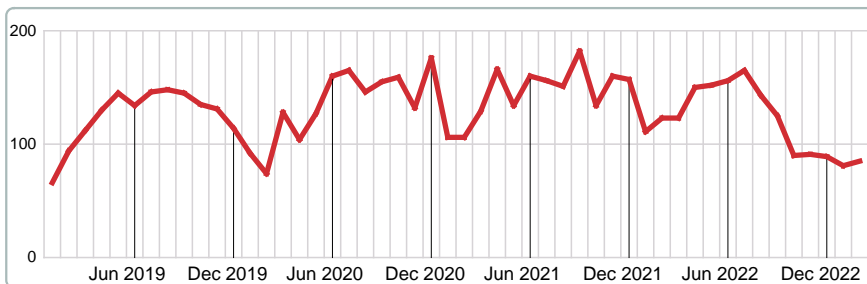
### FEBRUARY



### YEAR TO DATE (YTD)

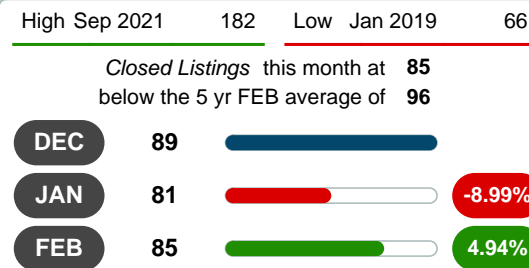


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 96



### 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	8.24%	14.9	2	5	0	0
\$125,001 - \$150,000	10	11.76%	13.7	3	7	0	0
\$150,001 - \$225,000	13	15.29%	25.9	0	11	2	0
\$225,001 - \$300,000	21	24.71%	25.0	0	17	3	1
\$300,001 - \$400,000	14	16.47%	65.4	0	7	6	1
\$400,001 - \$475,000	10	11.76%	54.7	0	5	5	0
\$475,001 and up	10	11.76%	63.2	0	2	7	1
<b>Total Closed Units</b>	<b>85</b>			<b>5</b>	<b>54</b>	<b>23</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>24,569,217</b>	<b>100%</b>	<b>37.6</b>	<b>578.40K</b>	<b>13.01M</b>	<b>9.40M</b>	<b>1.59M</b>
<b>Average Closed Price</b>	<b>\$289,050</b>			<b>\$115,680</b>	<b>\$240,917</b>	<b>\$408,535</b>	<b>\$528,333</b>

# February 2023



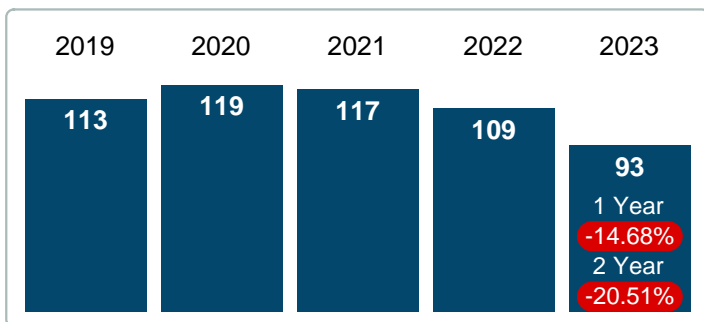
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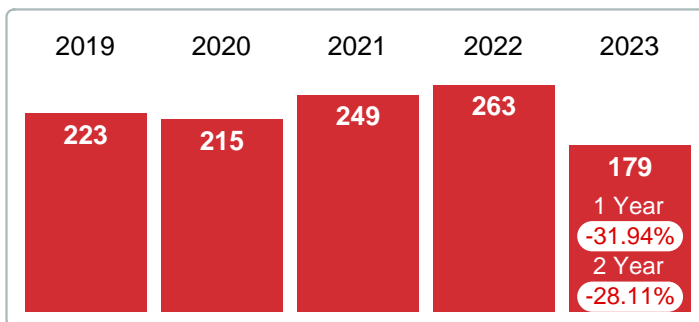
## PENDING LISTINGS

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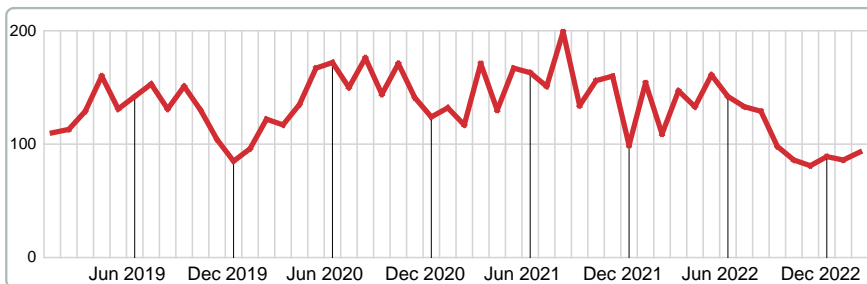
### FEBRUARY



### YEAR TO DATE (YTD)

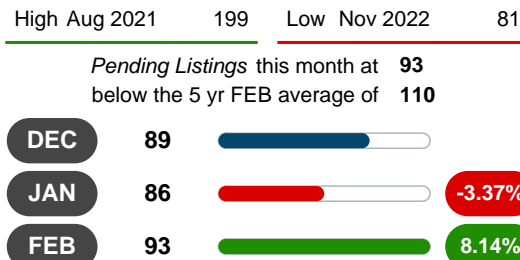


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 110



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	5	5.38%	30.6	2	3	0	0
\$100,001 - \$175,000	14	15.05%	14.7	2	11	1	0
\$175,001 - \$225,000	15	16.13%	25.6	3	10	2	0
\$225,001 - \$325,000	24	25.81%	32.8	1	13	9	1
\$325,001 - \$400,000	14	15.05%	72.3	0	10	4	0
\$400,001 - \$475,000	7	7.53%	42.7	1	5	0	1
\$475,001 and up	14	15.05%	113.9	0	2	8	4
<b>Total Pending Units</b>	<b>93</b>			<b>9</b>	<b>54</b>	<b>24</b>	<b>6</b>
<b>Total Pending Volume</b>	<b>28,311,532</b>	<b>100%</b>	<b>46.4</b>	<b>1.68M</b>	<b>14.01M</b>	<b>9.00M</b>	<b>3.63M</b>
<b>Average Listing Price</b>	<b>\$298,118</b>			<b>\$186,367</b>	<b>\$259,422</b>	<b>\$374,793</b>	<b>\$605,067</b>

# February 2023



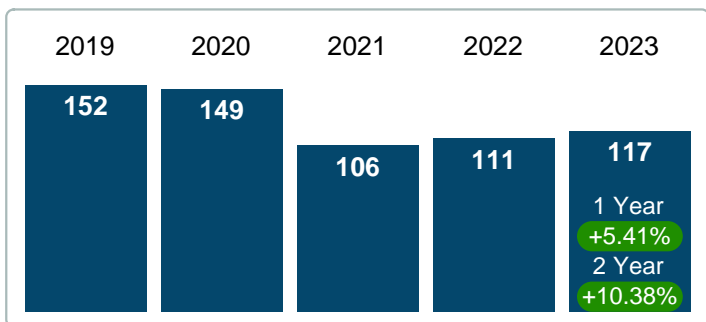
Area Delimited by County Of Rogers - Residential Property Type



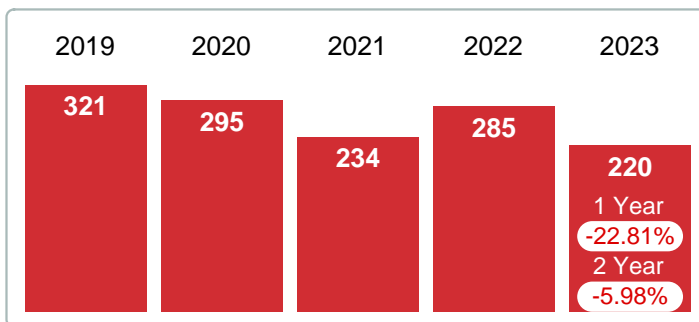
## NEW LISTINGS

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

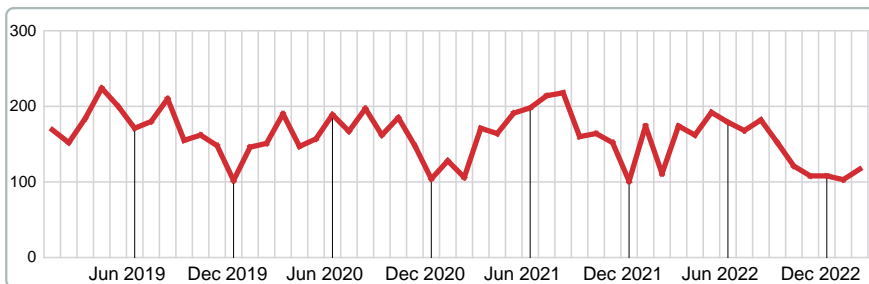
### FEBRUARY



### YEAR TO DATE (YTD)

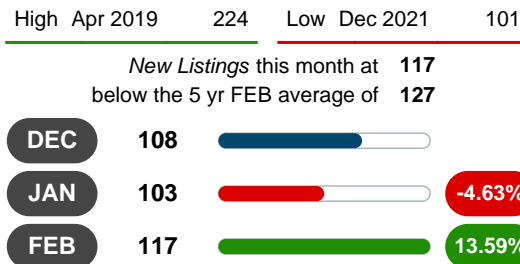


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 127



### 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	11	9.40%	3	8	0	0
\$125,001 - \$175,000	9	7.69%	0	7	2	0
\$175,001 - \$250,000	19	16.24%	1	16	1	1
\$250,001 - \$350,000	29	24.79%	0	18	11	0
\$350,001 - \$500,000	23	19.66%	0	10	12	1
\$500,001 - \$700,000	14	11.97%	0	2	8	4
\$700,001 and up	12	10.26%	0	2	5	5
<b>Total New Listed Units</b>	<b>117</b>		<b>4</b>	<b>63</b>	<b>39</b>	<b>11</b>
<b>Total New Listed Volume</b>	<b>43,775,155</b>	<b>100%</b>	<b>463.40K</b>	<b>17.36M</b>	<b>18.11M</b>	<b>7.84M</b>
<b>Average New Listed Listing Price</b>	<b>\$297,755</b>		<b>\$115,850</b>	<b>\$275,564</b>	<b>\$464,288</b>	<b>\$713,091</b>

# February 2023



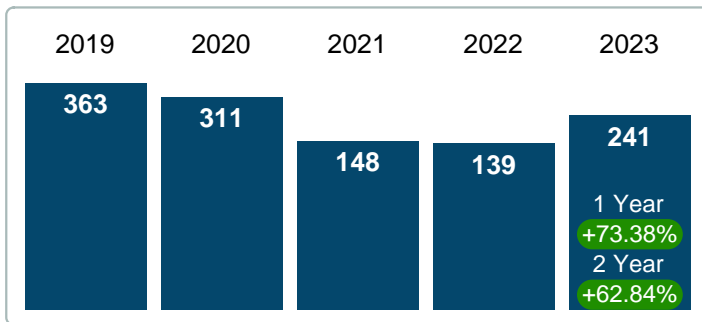
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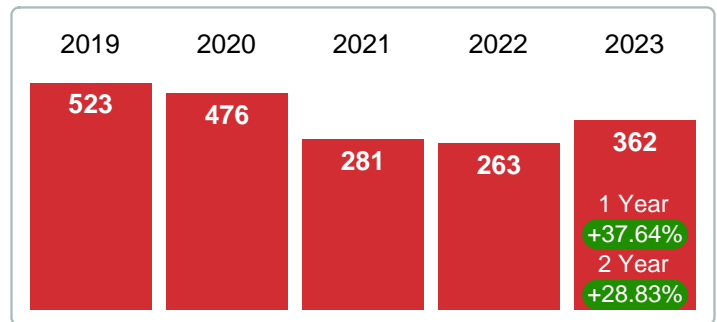
## ACTIVE INVENTORY

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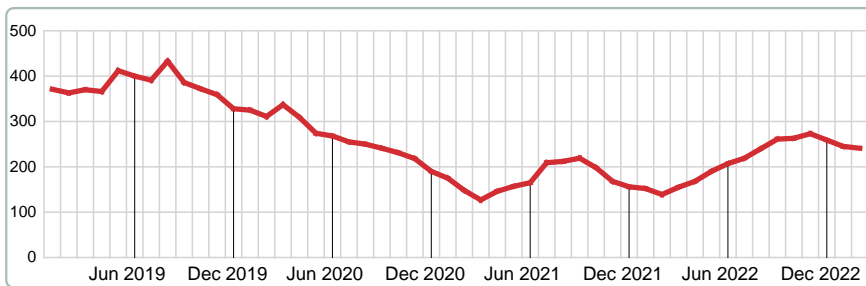
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

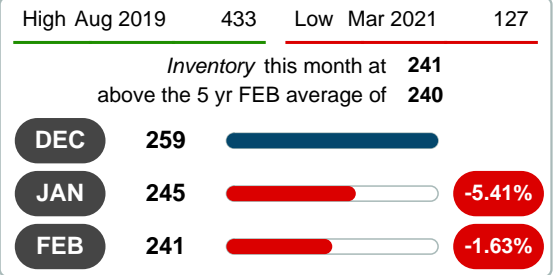


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 240



### 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	23	9.54%	91.6	3	16	3	1
\$175,001 - \$250,000	24	9.96%	80.6	0	17	7	0
\$250,001 - \$350,000	39	16.18%	55.0	1	19	18	1
\$350,001 - \$475,000	57	23.65%	77.7	2	33	18	4
\$475,001 - \$575,000	46	19.09%	102.1	0	8	28	10
\$575,001 - \$775,000	28	11.62%	80.7	1	4	16	7
\$775,001 and up	24	9.96%	100.3	0	6	10	8
<b>Total Active Inventory by Units</b>	<b>241</b>			<b>7</b>	<b>103</b>	<b>100</b>	<b>31</b>
<b>Total Active Inventory by Volume</b>	<b>115,548,189</b>	<b>100%</b>	<b>82.9</b>	<b>2.29M</b>	<b>39.50M</b>	<b>53.02M</b>	<b>20.74M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$479,453</b>			<b>\$326,714</b>	<b>\$383,508</b>	<b>\$530,192</b>	<b>\$669,052</b>

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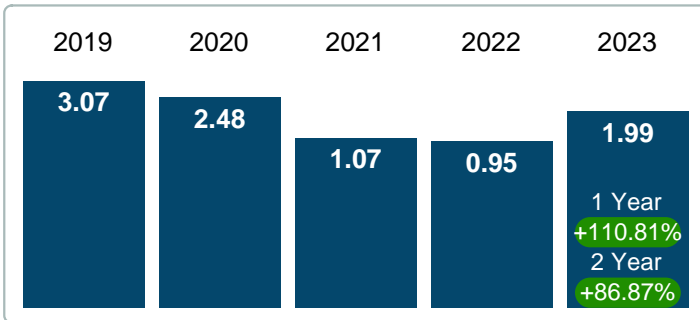
Area Delimited by County Of Rogers - Residential Property Type



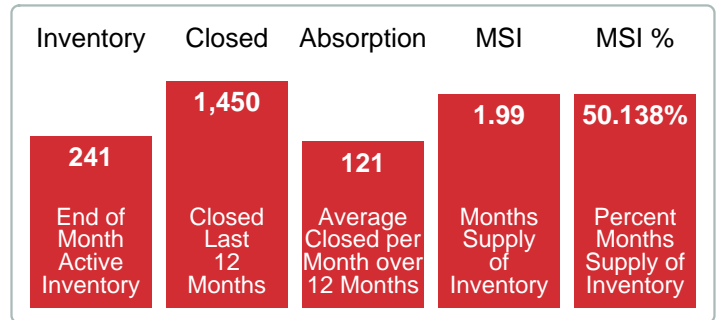
## MONTHS SUPPLY of INVENTORY (MSI)

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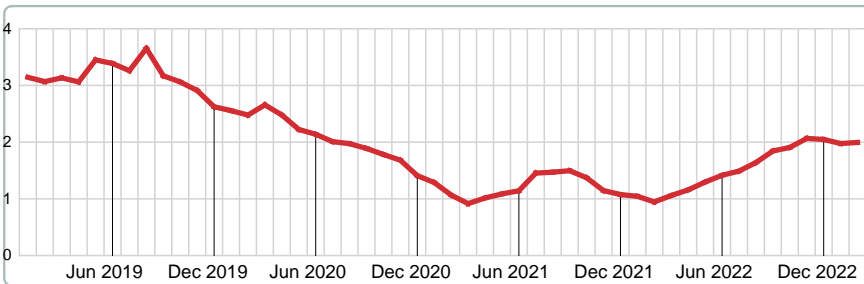
### MSI FOR FEBRUARY



### INDICATORS FOR FEBRUARY 2023



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 1.91

High Aug 2019 3.65 Low Mar 2021 0.92

Months Supply this month at 1.99  
above the 5 yr FEB average of 1.91



### 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	23	9.54%	0.98	0.43	1.08	2.00	4.00
\$175,001 - \$250,000	24	9.96%	0.71	0.00	0.62	1.40	0.00
\$250,001 - \$350,000	39	16.18%	1.51	1.71	1.19	2.20	0.92
\$350,001 - \$475,000	57	23.65%	2.84	4.80	3.96	1.79	3.20
\$475,001 - \$575,000	46	19.09%	5.06	0.00	3.20	4.94	15.00
\$575,001 - \$775,000	28	11.62%	4.60	0.00	6.86	3.92	4.94
\$775,001 and up	24	9.96%	9.00	0.00	72.00	7.50	6.40
Market Supply of Inventory (MSI)			1.99	0.74	1.48	2.79	5.17
Total Active Inventory by Units		100%	1.99	7	103	100	31

# February 2023



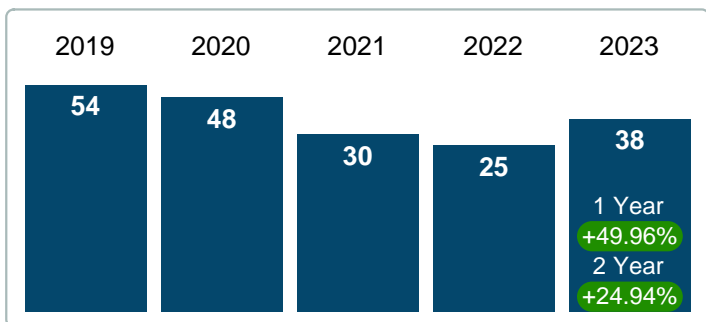
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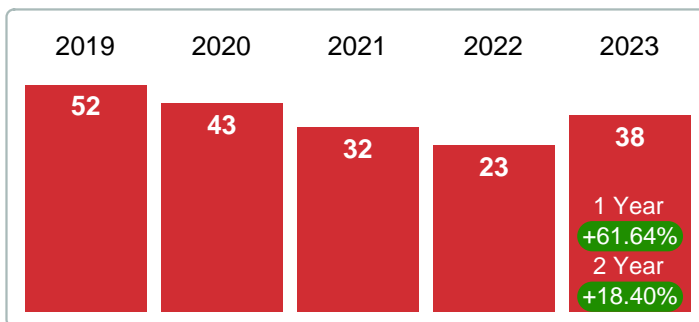
## AVERAGE DAYS ON MARKET TO SALE

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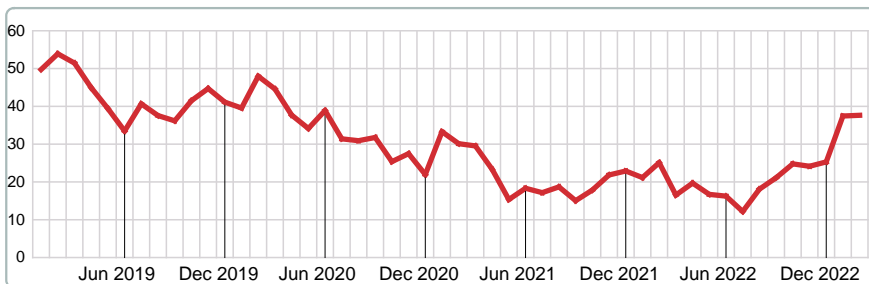
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 39

High Feb 2019 54 Low Jul 2022 12

Average Days on Market to Sale this month at 38 below the 5 yr FEB average of 39

- DEC 25
- JAN 37  **47.98%**
- FEB 38  **0.51%**

### 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 <b>7</b>	8.24%	15	31	9	0	0
\$125,001 - \$150,000 <b>10</b>	11.76%	14	3	18	0	0
\$150,001 - \$225,000 <b>13</b>	15.29%	26	0	30	6	0
\$225,001 - \$300,000 <b>21</b>	24.71%	25	0	23	39	9
\$300,001 - \$400,000 <b>14</b>	16.47%	65	0	59	57	158
\$400,001 - \$475,000 <b>10</b>	11.76%	55	0	18	92	0
\$475,001 and up <b>10</b>	11.76%	63	0	101	51	72
Average Closed DOM		38	14	30	56	80
Total Closed Units	100%	85	5	54	23	3
Total Closed Volume		24,569,217	578.40K	13.01M	9.40M	1.59M



# February 2023



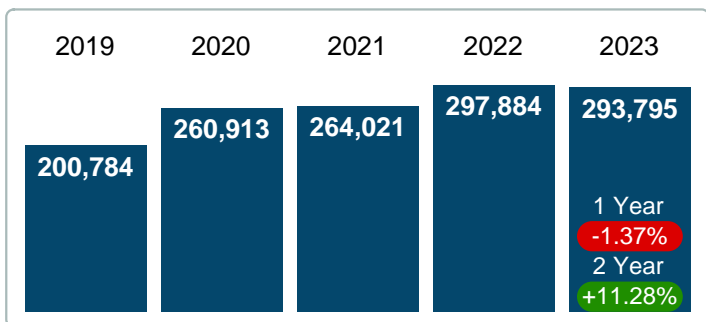
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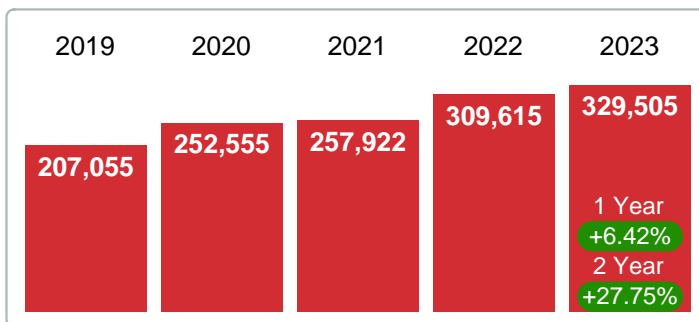
## AVERAGE LIST PRICE AT CLOSING

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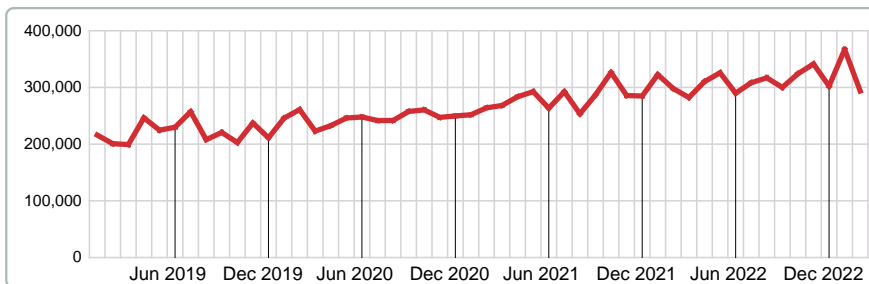
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

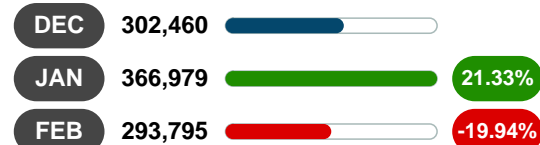


### 3 MONTHS

5 year FEB AVG = 263,479

High Jan 2023 366,979 Low Mar 2019 199,270

Average List Price at Closing this month at **293,795** above the 5 yr FEB average of **263,479**



### 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	8	102,500	92,500	103,000	0	0
\$125,001 - \$150,000	8	139,363	136,633	142,000	0	0
\$150,001 - \$225,000	14	178,871	0	176,655	207,500	0
\$225,001 - \$300,000	19	248,099	0	245,053	283,833	330,000
\$300,001 - \$400,000	17	352,332	0	350,486	359,972	320,000
\$400,001 - \$475,000	9	434,128	0	432,635	435,580	0
\$475,001 and up	10	592,278	0	484,950	559,836	1,000,000
<b>Average List Price</b>		<b>293,795</b>	<b>118,980</b>	<b>244,529</b>	<b>414,047</b>	<b>550,000</b>
<b>Total Closed Units</b>		<b>85</b>	<b>5</b>	<b>54</b>	<b>23</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>24,972,554</b>	<b>594.90K</b>	<b>13.20M</b>	<b>9.52M</b>	<b>1.65M</b>



# February 2023



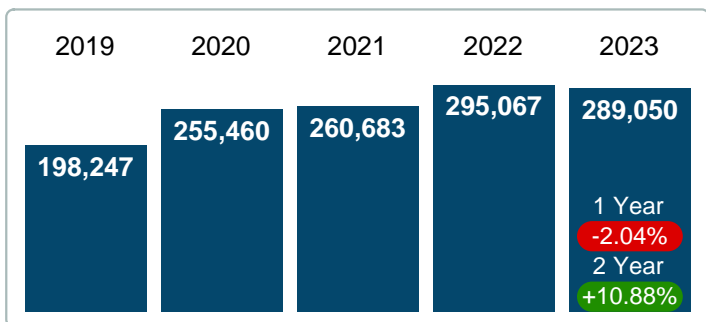
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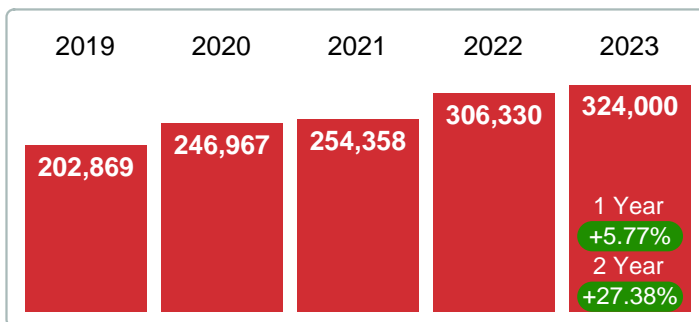
## AVERAGE SOLD PRICE AT CLOSING

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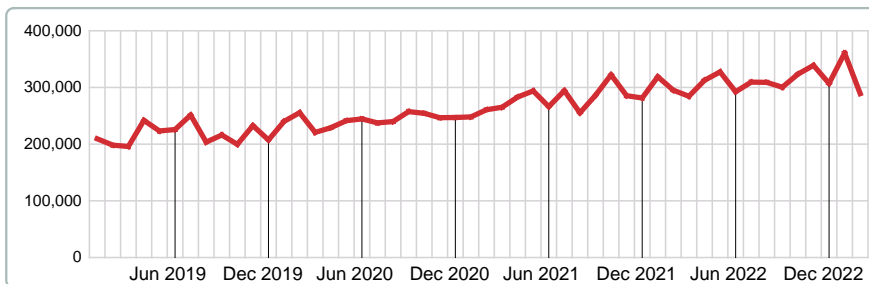
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

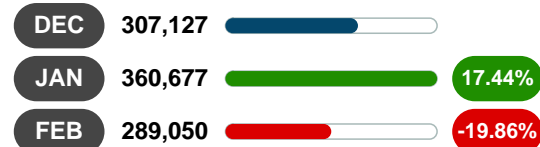


### 3 MONTHS

5 year FEB AVG = 259,701

High Jan 2023 360,677 Low Mar 2019 195,866

Average Sold Price at Closing this month at **289,050**  
above the 5 yr FEB average of **259,701**



### 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	8.24%	91,500	87,750	93,000	0	0
\$125,001 - \$150,000	11.76%	138,390	134,300	140,143	0	0
\$150,001 - \$225,000	15.29%	179,185	0	175,491	199,500	0
\$225,001 - \$300,000	24.71%	250,167	0	243,500	271,333	300,000
\$300,001 - \$400,000	16.47%	341,426	0	334,643	353,743	315,000
\$400,001 - \$475,000	11.76%	429,545	0	435,290	423,800	0
\$475,001 and up	11.76%	588,651	0	487,325	563,122	970,000
<b>Average Sold Price</b>		<b>289,050</b>	<b>115,680</b>	<b>240,917</b>	<b>408,535</b>	<b>528,333</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>289,050</b>	<b>5</b>	<b>54</b>	<b>23</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>24,569,217</b>	<b>578.40K</b>	<b>13.01M</b>	<b>9.40M</b>	<b>1.59M</b>

# February 2023



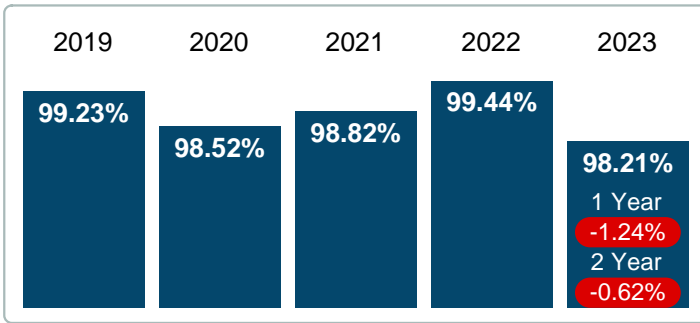
Area Delimited by County Of Rogers - Residential Property Type



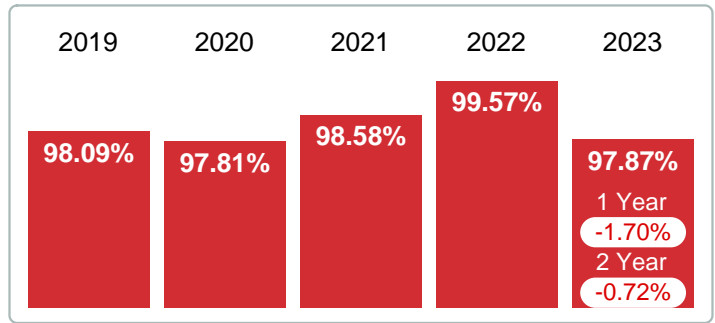
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

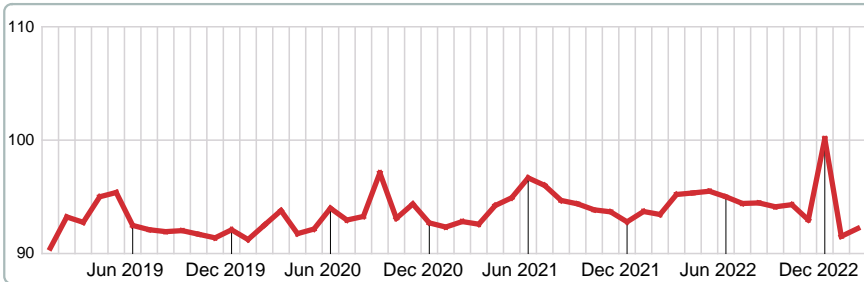
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

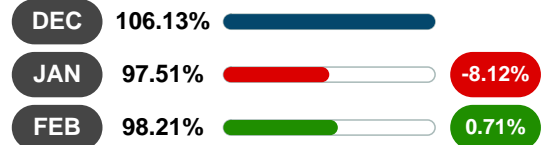


### 3 MONTHS

5 year FEB AVG = 98.84%

High Dec 2022 106.13% Low Jan 2019 96.48%

Average Sold/List Ratio this month at **98.21%**  
below the 5 yr FEB average of **98.84%**



### 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	8.24%	92.95%	95.10%	92.09%	0.00%	0.00%
\$125,001 - \$150,000	10	11.76%	98.86%	98.34%	99.08%	0.00%	0.00%
\$150,001 - \$225,000	13	15.29%	99.05%	0.00%	99.50%	96.61%	0.00%
\$225,001 - \$300,000	21	24.71%	98.53%	0.00%	99.48%	95.72%	90.91%
\$300,001 - \$400,000	14	16.47%	96.99%	0.00%	95.54%	98.45%	98.44%
\$400,001 - \$475,000	10	11.76%	99.10%	0.00%	100.63%	97.57%	0.00%
\$475,001 and up	10	11.76%	100.29%	0.00%	100.48%	100.71%	97.00%
Average Sold/List Ratio		98.20%		97.05%	98.38%	98.43%	95.45%
Total Closed Units		85	100%	5	54	23	3
Total Closed Volume		24,569,217		578.40K	13.01M	9.40M	1.59M

# February 2023



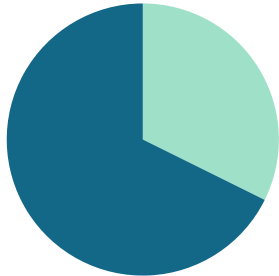
Area Delimited by County Of Rogers - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

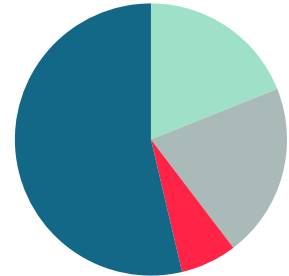


**Inventory**  
 New Listings  
**117 = 32.32%**  
 Start Inventory  
**245**  
 Total Inventory Units  
**362**  
 Volume  
**\$156,119,219**

### Market Activity

Closed Sales  
**85 = 18.93%**  
 Pending Sales  
**93 = 20.71%**  
 Other Off Market  
**30 = 6.68%**  
 Active Inventory  
**241 = 53.67%**

### MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	123	85	-30.89%	234	166	-29.06%
Pending Sales	109	93	-14.68%	263	179	-31.94%
New Listings	111	117	5.41%	285	220	-22.81%
Average List Price	297,884	293,795	-1.37%	309,615	329,505	6.42%
Average Sale Price	295,067	289,050	-2.04%	306,330	324,000	5.77%
Average Percent of Selling Price to List Price	99.44%	98.21%	-1.24%	99.57%	97.87%	-1.70%
Average Days on Market to Sale	25.10	37.64	49.96%	23.23	37.54	61.64%
Monthly Inventory	139	241	73.38%	139	241	73.38%
Months Supply of Inventory	0.95	1.99	110.81%	0.95	1.99	110.81%

**Absorption:** Last 12 months, an Average of **121** Sales/Month

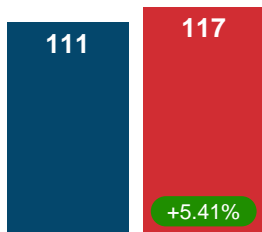
**Inventory** on February 28, 2023 = **241**

**2022** **2023**

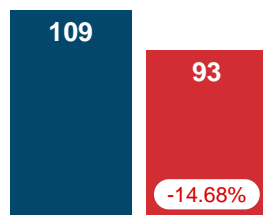
### FEBRUARY MARKET

### AVERAGE PRICES

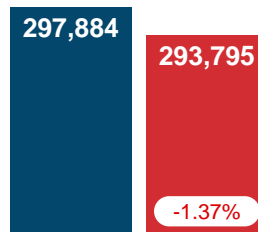
#### New Listings



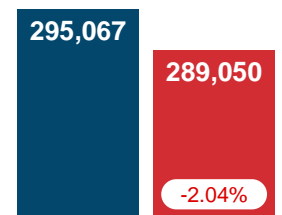
#### Pending Listings



#### List Price



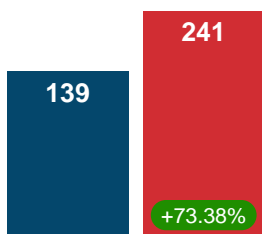
#### Sale Price



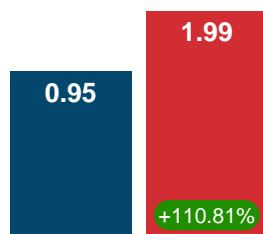
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

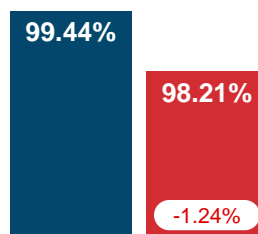
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

