

# January 2023



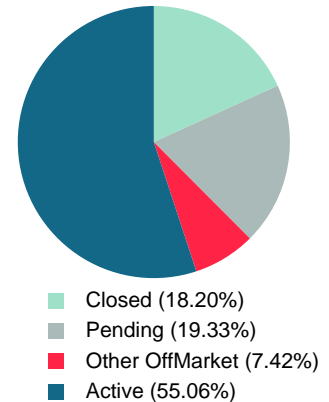
Area Delimited by County Of Rogers - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	January 2023	+/-%
Closed Listings	111	81	-27.03%
Pending Listings	154	86	-44.16%
New Listings	174	103	-40.80%
Average List Price	322,616	366,979	13.75%
Average Sale Price	318,812	360,677	13.13%
Average Percent of Selling Price to List Price	99.71%	97.51%	-2.20%
Average Days on Market to Sale	21.15	37.44	77.02%
End of Month Inventory	152	245	61.18%
Months Supply of Inventory	1.04	1.98	89.13%



**Absorption:** Last 12 months, an Average of **124** Sales/Month  
**Active Inventory** as of January 31, 2023 = **245**

### Analysis Wrap-Up

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

The total housing inventory at the end of January 2023 rose **61.18%** to 245 existing homes available for sale. Over the last 12 months this area has had an average of 124 closed sales per month. This represents an unsold inventory index of **1.98** 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 **13.13%** in January 2023 to \$360,677 versus the previous year at \$318,812.

#### Average Days on Market Lengthens

The average number of **37.44** days that homes spent on the market before selling increased by 16.29 days or **77.02%** in January 2023 compared to last year's same month at **21.15** DOM.

#### Sales Success for January 2023 is Positive

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

There were 103 New Listings in January 2023, down **40.80%** from last year at 174. Furthermore, there were 81 Closed Listings this month versus last year at 111, a **-27.03%** decrease.

Closed versus Listed trends yielded a **78.6%** ratio, up from previous year's, January 2022, at **63.8%**, a **23.27%** upswing. 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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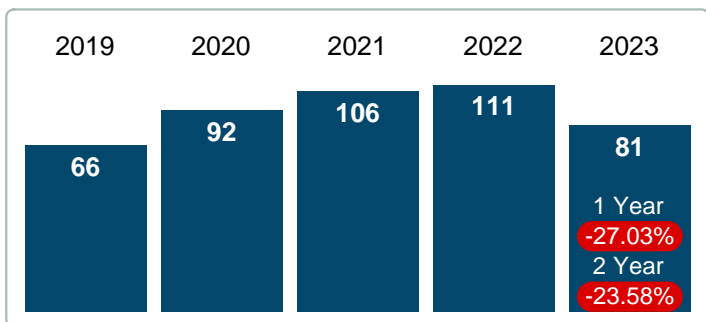
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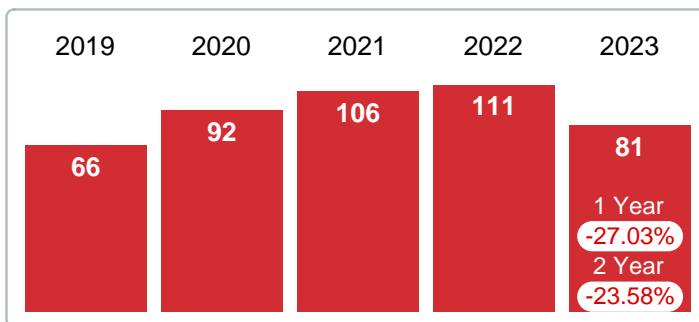
## CLOSED LISTINGS

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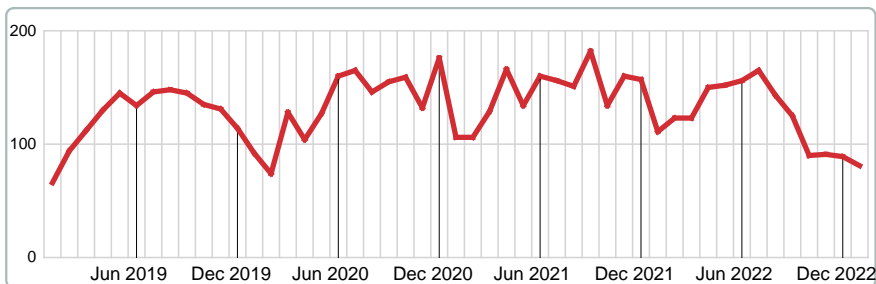
### JANUARY



### YEAR TO DATE (YTD)

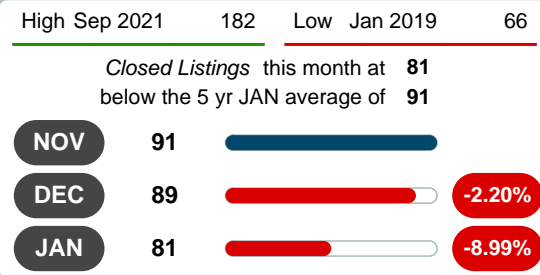


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 91



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	8	9.88%	16.8	5	3	0	0
\$75,001 - \$175,000	8	9.88%	59.1	3	4	0	1
\$175,001 - \$225,000	12	14.81%	38.5	0	12	0	0
\$225,001 - \$375,000	21	25.93%	26.8	0	14	5	2
\$375,001 - \$475,000	13	16.05%	40.8	0	4	5	4
\$475,001 - \$650,000	11	13.58%	59.7	0	3	7	1
\$650,001 and up	8	9.88%	26.8	0	1	5	2
<b>Total Closed Units</b>	<b>81</b>			<b>8</b>	<b>41</b>	<b>22</b>	<b>10</b>
<b>Total Closed Volume</b>	<b>29,214,859</b>	<b>100%</b>	<b>37.4</b>	<b>549.00K</b>	<b>12.30M</b>	<b>11.02M</b>	<b>5.35M</b>
<b>Average Closed Price</b>	<b>\$360,677</b>			<b>\$68,625</b>	<b>\$300,049</b>	<b>\$500,857</b>	<b>\$534,500</b>

# January 2023



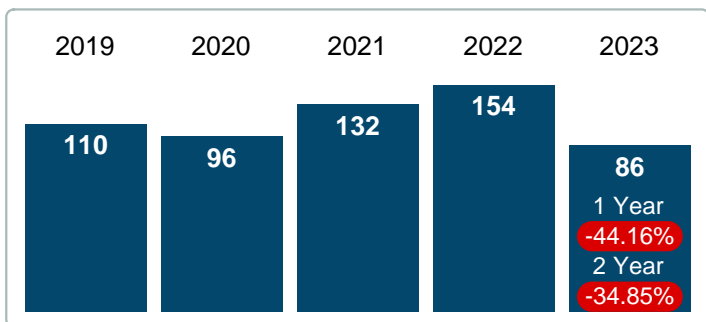
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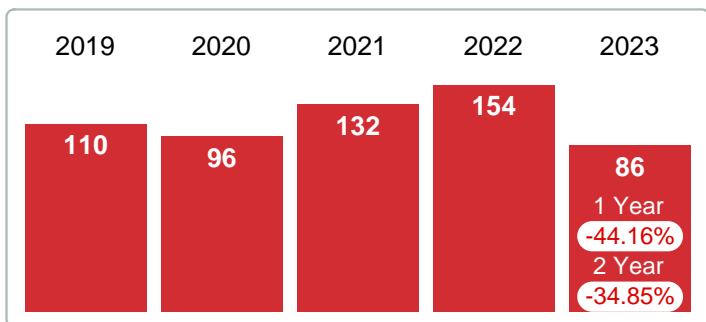
## PENDING LISTINGS

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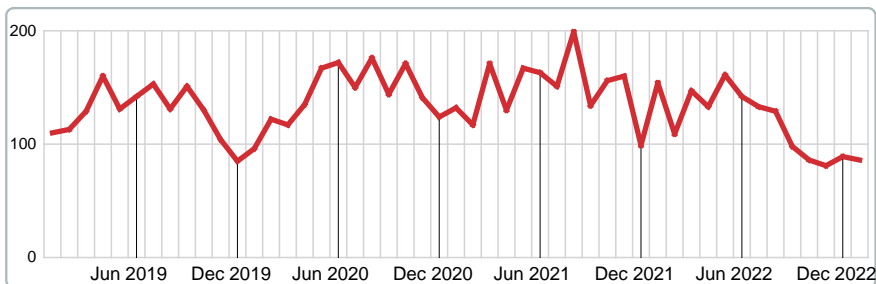
### JANUARY



### YEAR TO DATE (YTD)

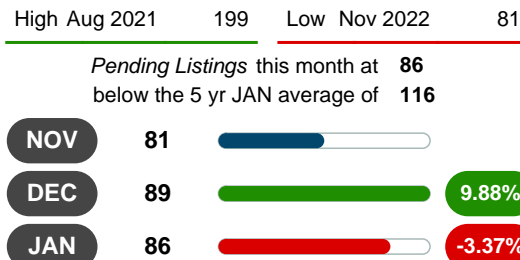


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 116



### 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	<b>6</b>	6.98%	48.3	2	3	0	1
\$125,001 - \$150,000	<b>8</b>	9.30%	19.3	3	5	0	0
\$150,001 - \$225,000	<b>16</b>	18.60%	34.0	0	14	2	0
\$225,001 - \$300,000	<b>22</b>	25.58%	28.5	0	19	3	0
\$300,001 - \$400,000	<b>13</b>	15.12%	72.9	0	6	5	2
\$400,001 - \$525,000	<b>12</b>	13.95%	76.4	0	3	8	1
\$525,001 and up	<b>9</b>	10.47%	68.2	0	3	4	2
<b>Total Pending Units</b>	<b>86</b>			<b>5</b>	<b>53</b>	<b>22</b>	<b>6</b>
<b>Total Pending Volume</b>	<b>27,721,920</b>	100%	46.8	<b>544.90K</b>	<b>15.69M</b>	<b>8.76M</b>	<b>2.72M</b>
<b>Average Listing Price</b>	<b>\$327,135</b>			<b>\$108,980</b>	<b>\$296,121</b>	<b>\$398,201</b>	<b>\$453,700</b>

# January 2023



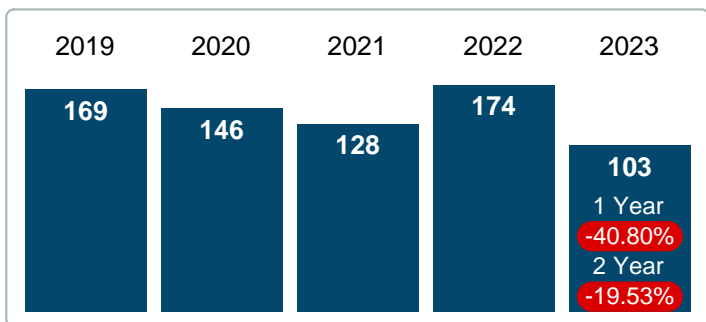
Area Delimited by County Of Rogers - Residential Property Type



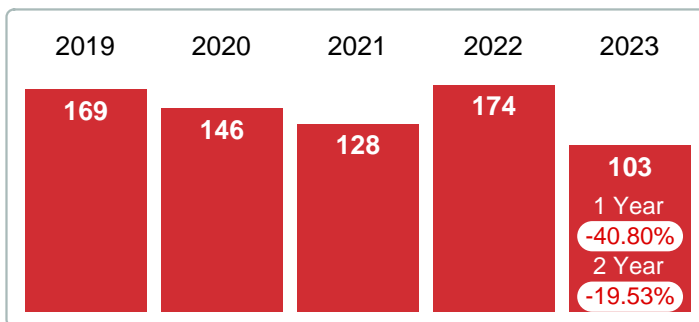
## NEW LISTINGS

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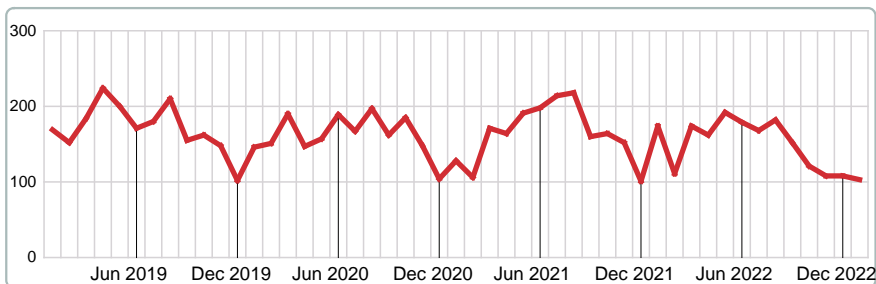
### JANUARY



### YEAR TO DATE (YTD)

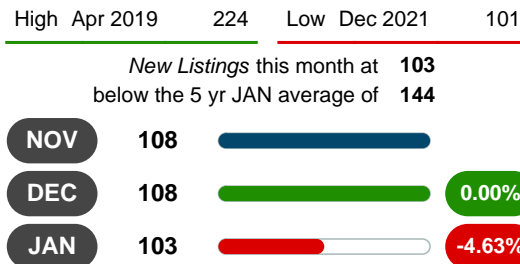


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 144



### 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	4	3.88%	1	3	0	0
\$125,001 - \$175,000	15	14.56%	4	10	0	1
\$175,001 - \$250,000	20	19.42%	3	16	1	0
\$250,001 - \$400,000	25	24.27%	1	12	10	2
\$400,001 - \$450,000	16	15.53%	1	11	3	1
\$450,001 - \$550,000	13	12.62%	0	4	6	3
\$550,001 and up	10	9.71%	1	3	4	2
<b>Total New Listed Units</b>	<b>103</b>		<b>11</b>	<b>59</b>	<b>24</b>	<b>9</b>
<b>Total New Listed Volume</b>	<b>36,408,774</b>	<b>100%</b>	<b>2.76M</b>	<b>19.57M</b>	<b>9.87M</b>	<b>4.21M</b>
<b>Average New Listed Listing Price</b>	<b>\$301,455</b>		<b>\$250,982</b>	<b>\$331,722</b>	<b>\$411,295</b>	<b>\$467,256</b>

# January 2023



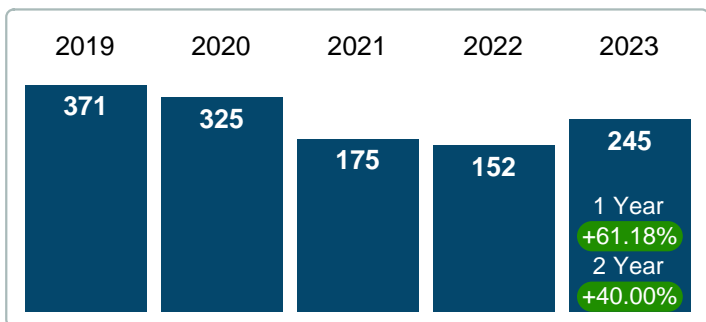
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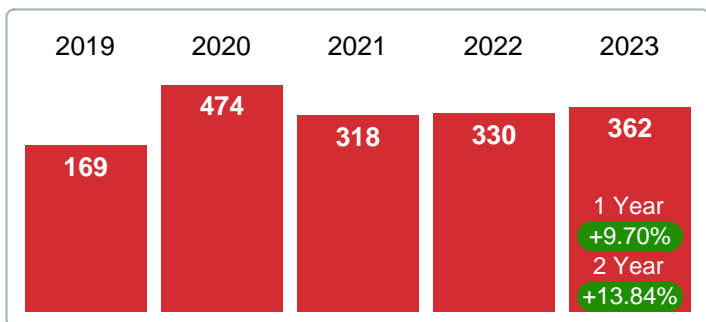
## ACTIVE INVENTORY

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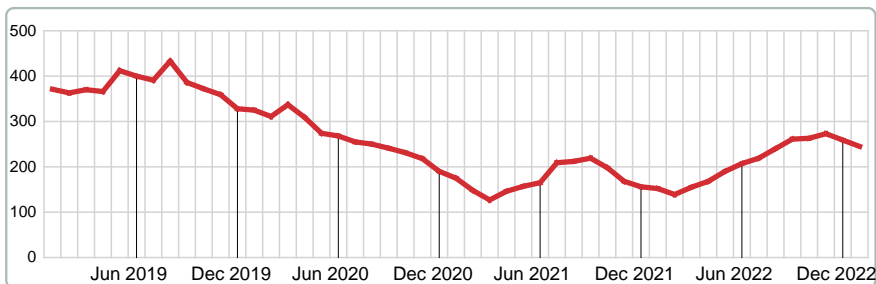
### END OF JANUARY



### ACTIVE DURING JANUARY

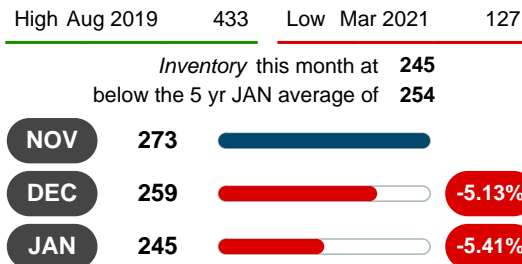


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 254



### 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	9.39%	94.2	4	16	2	1
\$175,001 - \$250,000	29	11.84%	74.1	3	17	9	0
\$250,001 - \$350,000	38	15.51%	64.2	1	18	17	2
\$350,001 - \$475,000	62	25.31%	81.3	3	41	13	5
\$475,001 - \$525,000	30	12.24%	126.3	0	5	22	3
\$525,001 - \$675,000	38	15.51%	78.9	1	7	18	12
\$675,001 and up	25	10.20%	123.3	1	5	12	7
<b>Total Active Inventory by Units</b>	<b>245</b>			<b>13</b>	<b>109</b>	<b>93</b>	<b>30</b>
<b>Total Active Inventory by Volume</b>	<b>112,344,064</b>	<b>100%</b>	<b>88.4</b>	<b>4.10M</b>	<b>41.82M</b>	<b>48.11M</b>	<b>18.31M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$458,547</b>			<b>\$315,454</b>	<b>\$383,701</b>	<b>\$517,299</b>	<b>\$610,363</b>

# January 2023



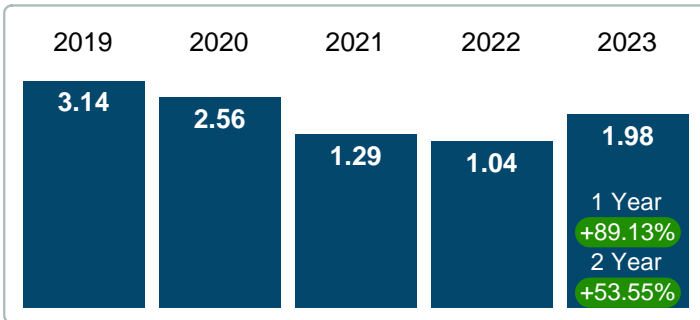
Area Delimited by County Of Rogers - Residential Property Type



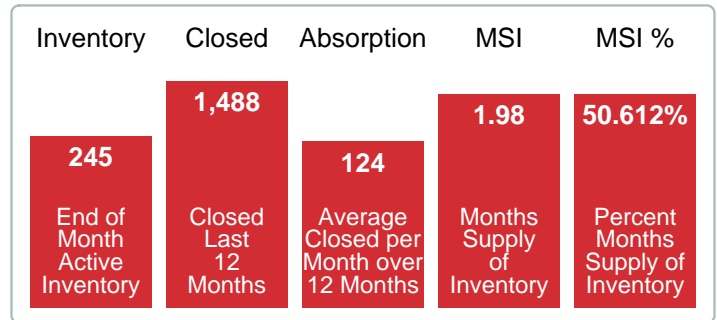
## MONTHS SUPPLY of INVENTORY (MSI)

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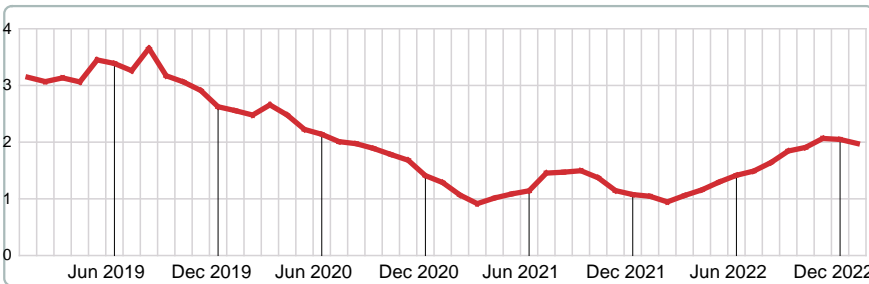
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2023

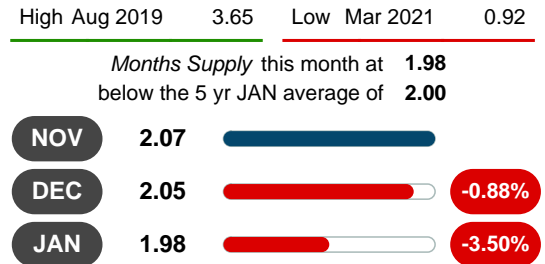


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN 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	23	9.39%	0.97	0.58	1.08	1.09	4.00
\$175,001 - \$250,000	29	11.84%	0.84	2.25	0.61	1.69	0.00
\$250,001 - \$350,000	38	15.51%	1.43	1.50	1.12	1.94	2.00
\$350,001 - \$475,000	62	25.31%	2.95	7.20	4.92	1.20	3.53
\$475,001 - \$525,000	30	12.24%	5.00	0.00	3.16	6.00	6.00
\$525,001 - \$675,000	38	15.51%	5.18	0.00	5.60	3.79	9.00
\$675,001 and up	25	10.20%	5.36	0.00	15.00	4.50	4.20
Market Supply of Inventory (MSI)			1.98	1.36	1.55	2.46	4.74
Total Active Inventory by Units		100%	1.98	13	109	93	30

# January 2023



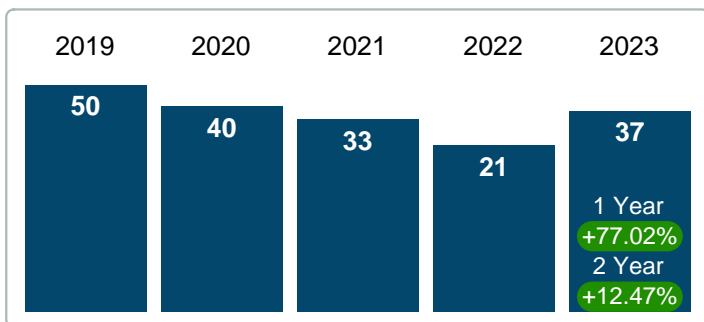
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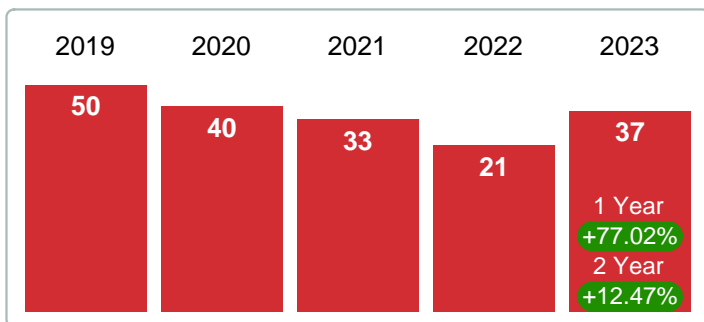
## AVERAGE DAYS ON MARKET TO SALE

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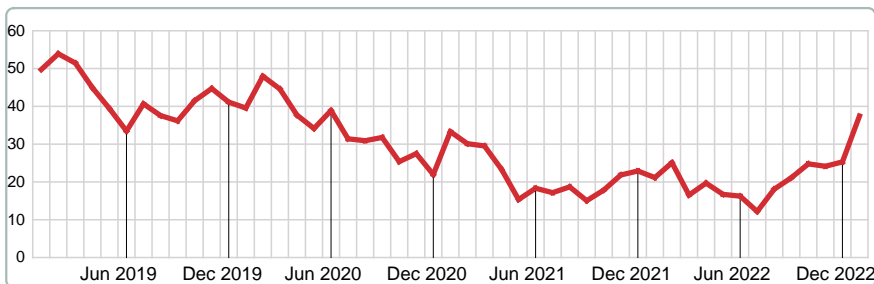
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 36

High Feb 2019 54 Low Jul 2022 12

Average Days on Market to Sale this month at 37 above the 5 yr JAN average of 36

NOV	24	<div style="width: 40%;"></div>	
DEC	25	<div style="width: 50%;"></div>	4.81%
JAN	37	<div style="width: 100%;"></div>	47.98%

### 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
\$75,000 and less	9.88%	17	18	15	0	0
\$75,001 - \$175,000	9.88%	59	8	66	0	185
\$175,001 - \$225,000	14.81%	39	0	39	0	0
\$225,001 - \$375,000	25.93%	27	0	20	17	96
\$375,001 - \$475,000	16.05%	41	0	31	58	28
\$475,001 - \$650,000	13.58%	60	0	52	69	19
\$650,001 and up	9.88%	27	0	1	6	92
<b>Average Closed DOM</b>		<b>37</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>81</b>	<b>8</b>	<b>41</b>	<b>22</b>	<b>10</b>
<b>Total Closed Volume</b>		<b>29,214,859</b>	<b>549.00K</b>	<b>12.30M</b>	<b>11.02M</b>	<b>5.35M</b>



# January 2023



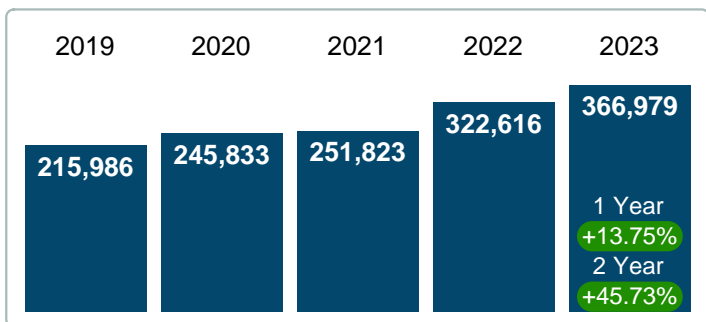
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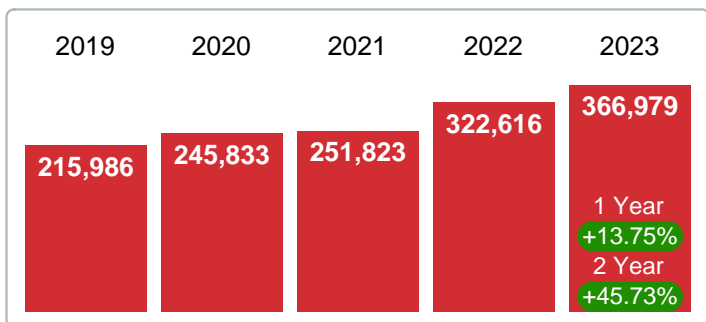
## AVERAGE LIST PRICE AT CLOSING

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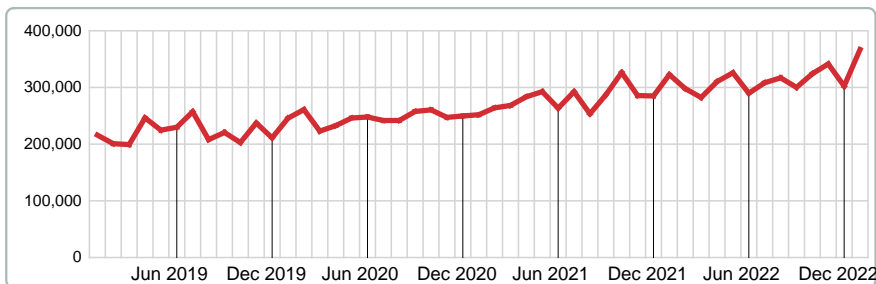
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 280,647

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

Average List Price at Closing this month at **366,979**  
above the 5 yr JAN average of **280,647**

- NOV 341,431
- DEC 302,460 -11.41%
- JAN 366,979 21.33%

### 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
\$75,000 and less	8	40,500	40,800	40,000	0	0
\$75,001 - \$175,000	7	135,257	125,300	162,700	0	100,000
\$175,001 - \$225,000	12	203,931	0	208,581	0	0
\$225,001 - \$375,000	21	281,297	0	286,871	281,068	324,500
\$375,001 - \$475,000	12	427,946	0	446,713	433,980	441,175
\$475,001 - \$650,000	13	547,677	0	523,178	572,921	660,000
\$650,001 and up	8	980,622	0	0	0	0
<b>Average List Price</b>		<b>366,979</b>	<b>72,488</b>	<b>308,448</b>	<b>495,926</b>	<b>558,870</b>
<b>Total Closed Units</b>		<b>81</b>	<b>8</b>	<b>41</b>	<b>22</b>	<b>10</b>
<b>Total Closed Volume</b>		<b>29,725,337</b>	<b>579.90K</b>	<b>12.65M</b>	<b>10.91M</b>	<b>5.59M</b>



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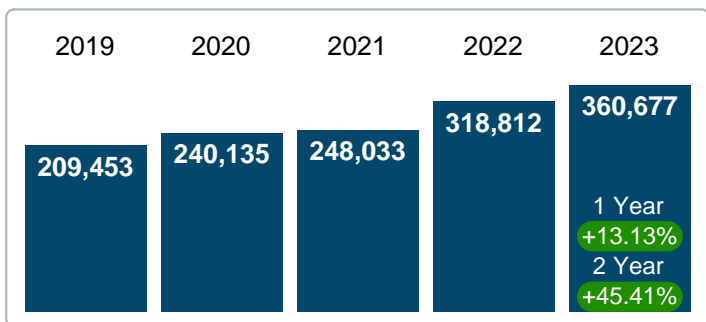
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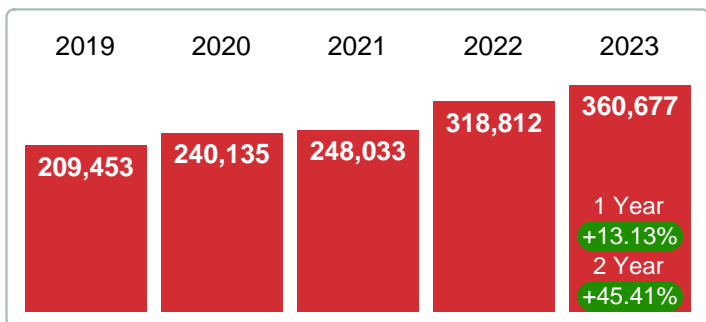
## AVERAGE SOLD PRICE AT CLOSING

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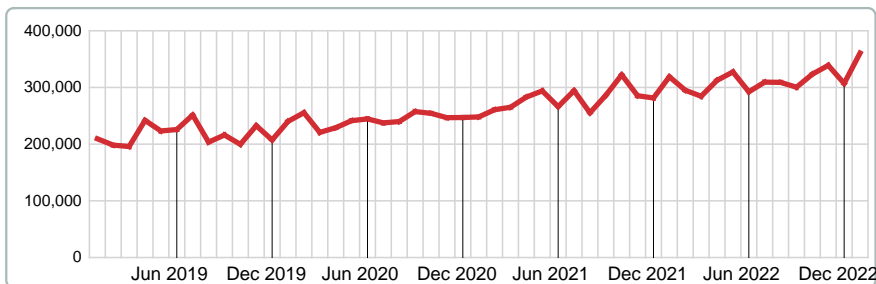
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 275,422

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

Average Sold Price at Closing this month at **360,677**  
above the 5 yr JAN average of **275,422**

- NOV 338,960
- DEC 307,127 -9.39%
- JAN 360,677 17.44%

### 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
\$75,000 and less	9.88%	37,500	37,000	38,333	0	0
\$75,001 - \$175,000	9.88%	132,125	121,333	150,750	0	90,000
\$175,001 - \$225,000	14.81%	201,790	0	201,790	0	0
\$225,001 - \$375,000	25.93%	277,945	0	276,189	275,038	297,500
\$375,001 - \$475,000	16.05%	427,166	0	440,040	425,600	416,250
\$475,001 - \$650,000	13.58%	564,049	0	545,239	561,261	640,000
\$650,001 and up	9.88%	980,230	0	01,900,000	717,3681	1,177,500
<b>Average Sold Price</b>		<b>360,677</b>	<b>68,625</b>	<b>300,049</b>	<b>500,857</b>	<b>534,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>360,677</b>	<b>8</b>	<b>41</b>	<b>22</b>	<b>10</b>
<b>Total Closed Volume</b>		<b>29,214,859</b>	<b>549.00K</b>	<b>12.30M</b>	<b>11.02M</b>	<b>5.35M</b>

# January 2023



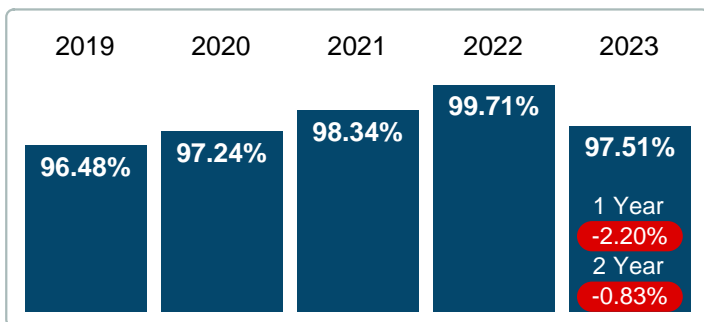
Area Delimited by County Of Rogers - Residential Property Type



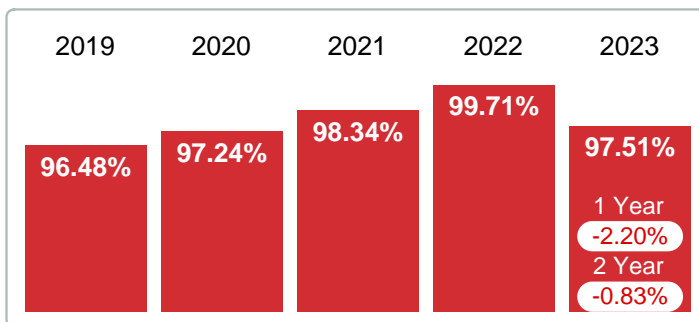
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

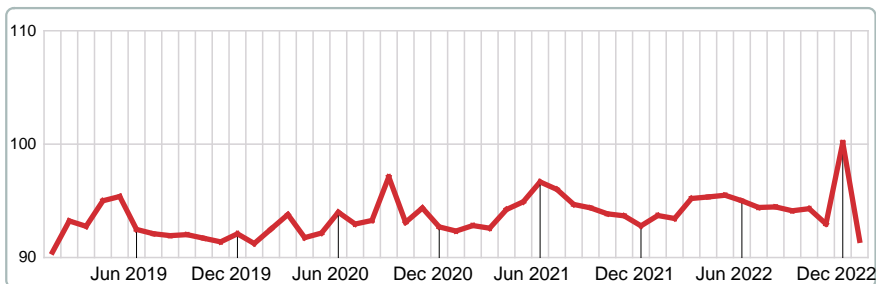
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

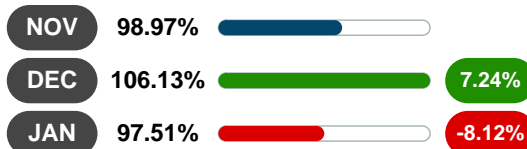


### 3 MONTHS

5 year JAN AVG = 97.85%

High Dec 2022 106.13% Low Jan 2019 96.48%

Average Sold/List Ratio this month at **97.51%**  
equal to 5 yr JAN average of **97.85%**



### 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
\$75,000 and less	8	9.88%	94.41%	93.06%	96.67%	0.00%	0.00%
\$75,001 - \$175,000	8	9.88%	94.14%	96.72%	93.24%	0.00%	90.00%
\$175,001 - \$225,000	12	14.81%	96.99%	0.00%	96.99%	0.00%	0.00%
\$225,001 - \$375,000	21	25.93%	96.78%	0.00%	97.01%	97.72%	92.86%
\$375,001 - \$475,000	13	16.05%	97.28%	0.00%	98.76%	98.08%	94.81%
\$475,001 - \$650,000	11	13.58%	99.82%	0.00%	104.20%	98.35%	96.97%
\$650,001 and up	8	9.88%	103.91%	0.00%	95.00%	108.18%	97.68%
Average Sold/List Ratio		97.50%		94.43%	97.26%	100.38%	94.73%
Total Closed Units		81	100%	8	41	22	10
Total Closed Volume		29,214,859		549.00K	12.30M	11.02M	5.35M

# January 2023



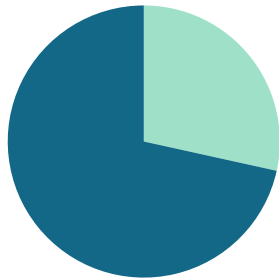
Area Delimited by County Of Rogers - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

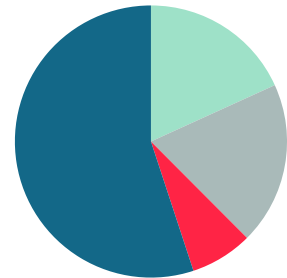


**Inventory**  
 New Listings  
**103 = 28.45%**  
 Start Inventory  
**259**  
 Total Inventory Units  
**362**  
 Volume  
**\$154,262,210**

### Market Activity

Closed Sales  
**81 = 18.20%**  
 Pending Sales  
**86 = 19.33%**  
 Other Off Market  
**33 = 7.42%**  
 Active Inventory  
**245 = 55.06%**

### MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	111	81	-27.03%	111	81	-27.03%
Pending Sales	154	86	-44.16%	154	86	-44.16%
New Listings	174	103	-40.80%	174	103	-40.80%
Average List Price	322,616	366,979	13.75%	322,616	366,979	13.75%
Average Sale Price	318,812	360,677	13.13%	318,812	360,677	13.13%
Average Percent of Selling Price to List Price	99.71%	97.51%	-2.20%	99.71%	97.51%	-2.20%
Average Days on Market to Sale	21.15	37.44	77.02%	21.15	37.44	77.02%
Monthly Inventory	152	245	61.18%	152	245	61.18%
Months Supply of Inventory	1.04	1.98	89.13%	1.04	1.98	89.13%

**Absorption:** Last 12 months, an Average of **124** Sales/Month

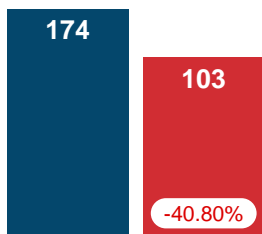
**Inventory** on January 31, 2023 = **245**

**2022** **2023**

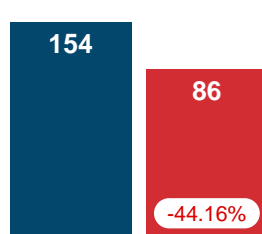
### JANUARY MARKET

### AVERAGE PRICES

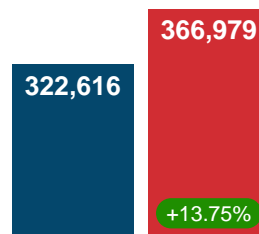
#### New Listings



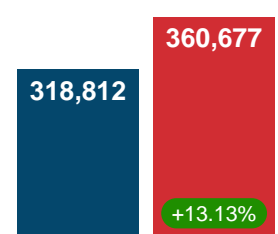
#### Pending Listings



#### List Price



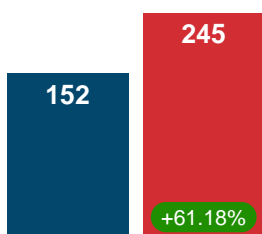
#### Sale Price



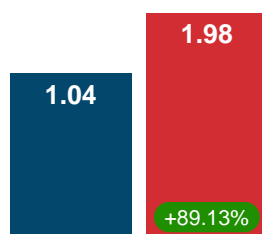
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

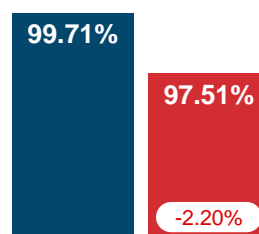
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

