

# January 2023



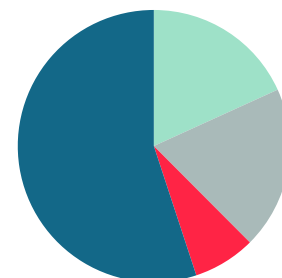
Area Delimited by County Of Rogers - Residential Property Type



## 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%
Median List Price	250,000	283,340	13.34%
Median Sale Price	253,500	282,190	11.32%
Median Percent of Selling Price to List Price	100.00%	98.82%	-1.18%
Median Days on Market to Sale	6.00	15.00	150.00%
End of Month Inventory	152	245	61.18%
Months Supply of Inventory	1.04	1.98	89.13%



■ Closed (18.20%)  
■ Pending (19.33%)  
■ Other OffMarket (7.42%)  
■ Active (55.06%)

**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.

#### 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 **11.32%** in January 2023 to \$282,190 versus the previous year at \$253,500.

#### Median Days on Market Lengthens

The median number of **15.00** days that homes spent on the market before selling increased by 9.00 days or **150.00%** in January 2023 compared to last year's same month at **6.00** DOM.

#### Sales Success for January 2023 is Positive

Overall, with Median 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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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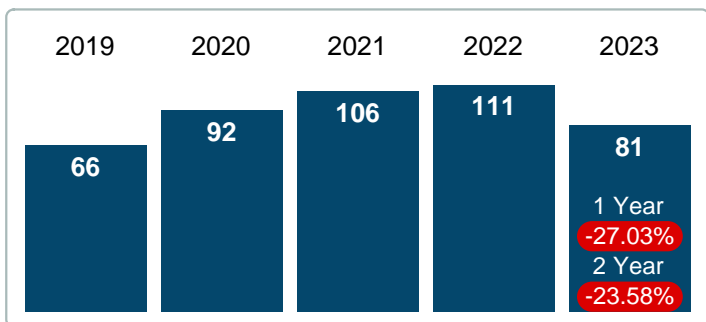
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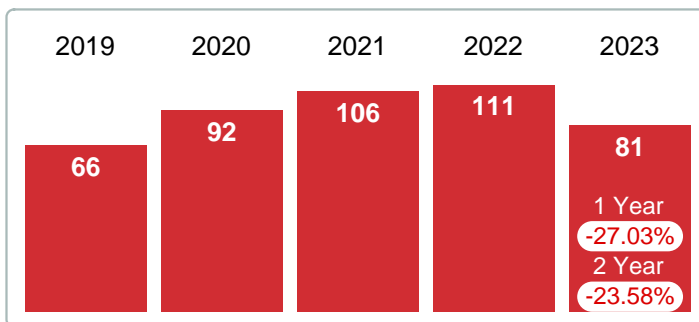
## CLOSED LISTINGS

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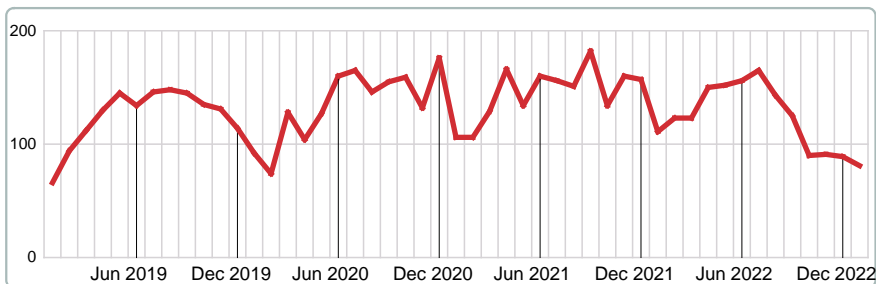
### JANUARY



### YEAR TO DATE (YTD)

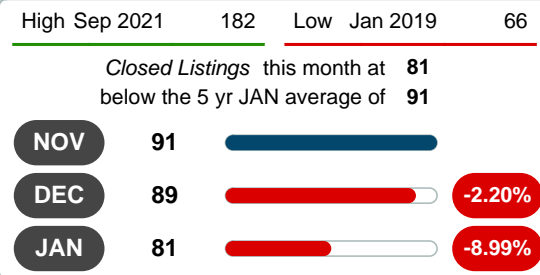


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 91



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	8	9.88%	2.0	5	3	0	0
\$75,001 - \$175,000	8	9.88%	15.0	3	4	0	1
\$175,001 - \$225,000	12	14.81%	28.5	0	12	0	0
\$225,001 - \$375,000	21	25.93%	17.0	0	14	5	2
\$375,001 - \$475,000	13	16.05%	17.0	0	4	5	4
\$475,001 - \$650,000	11	13.58%	30.0	0	3	7	1
\$650,001 and up	8	9.88%	6.5	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>15.0</b>	<b>549.00K</b>	<b>12.30M</b>	<b>11.02M</b>	<b>5.35M</b>
<b>Median Closed Price</b>	<b>\$282,190</b>			<b>\$52,500</b>	<b>\$229,000</b>	<b>\$485,999</b>	<b>\$417,500</b>

# January 2023



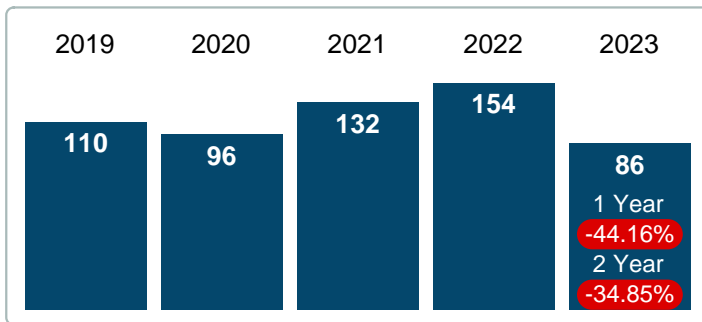
Area Delimited by County Of Rogers - Residential Property Type



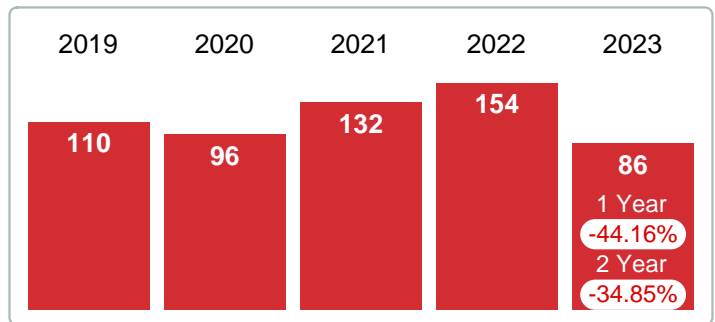
## PENDING LISTINGS

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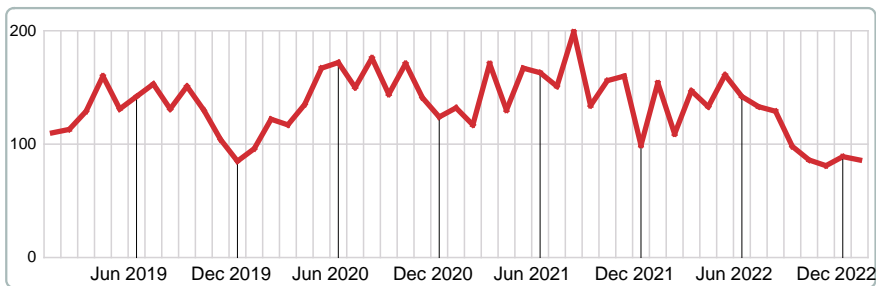
### JANUARY



### YEAR TO DATE (YTD)

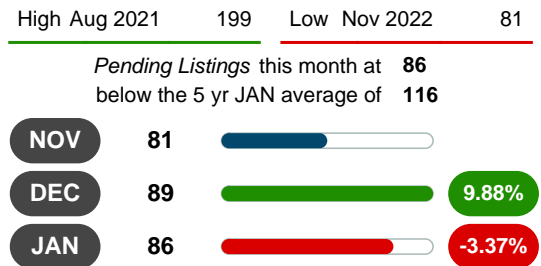


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 116



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	6	6.98%	17.0	2	3	0	1
\$125,001 - \$150,000	8	9.30%	2.5	3	5	0	0
\$150,001 - \$225,000	16	18.60%	9.0	0	14	2	0
\$225,001 - \$300,000	22	25.58%	17.5	0	19	3	0
\$300,001 - \$400,000	13	15.12%	68.0	0	6	5	2
\$400,001 - \$525,000	12	13.95%	72.0	0	3	8	1
\$525,001 and up	9	10.47%	60.0	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>	<b>100%</b>	<b>36.0</b>	<b>544.90K</b>	<b>15.69M</b>	<b>8.76M</b>	<b>2.72M</b>
<b>Median Listing Price</b>	<b>\$249,950</b>			<b>\$134,900</b>	<b>\$238,500</b>	<b>\$417,500</b>	<b>\$377,350</b>

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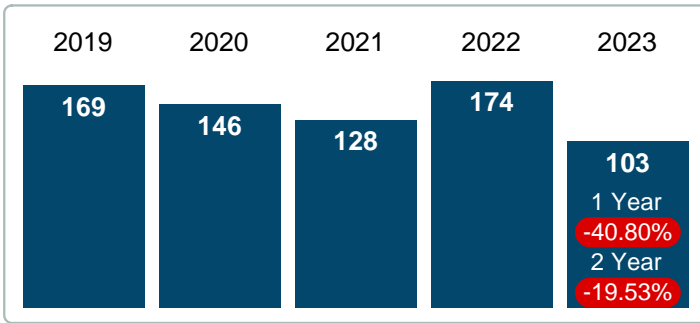
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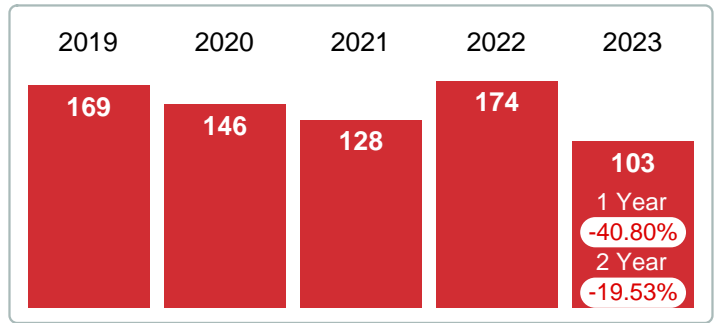
## NEW LISTINGS

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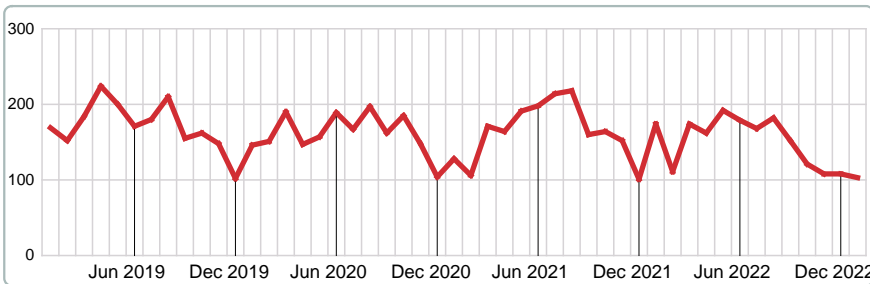
### JANUARY



### YEAR TO DATE (YTD)

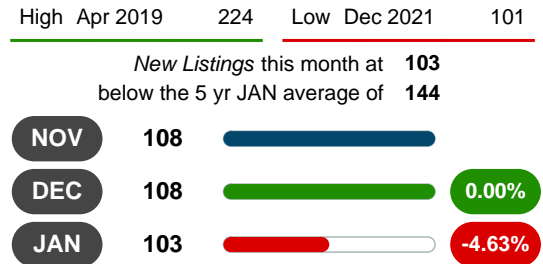


### 5 YEAR MARKET ACTIVITY TRENDS



### 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>Median New Listed Listing Price</b>	<b>\$315,000</b>		<b>\$198,000</b>	<b>\$260,000</b>	<b>\$426,900</b>	<b>\$529,000</b>

# January 2023



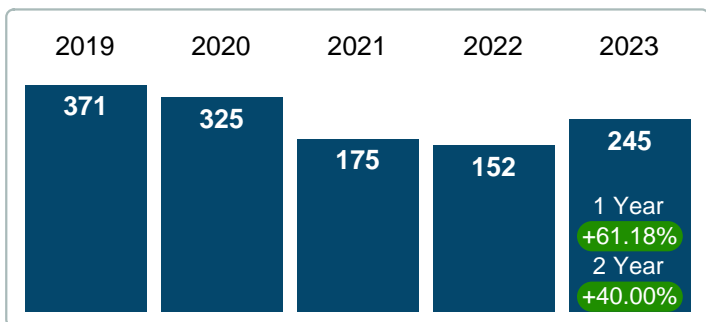
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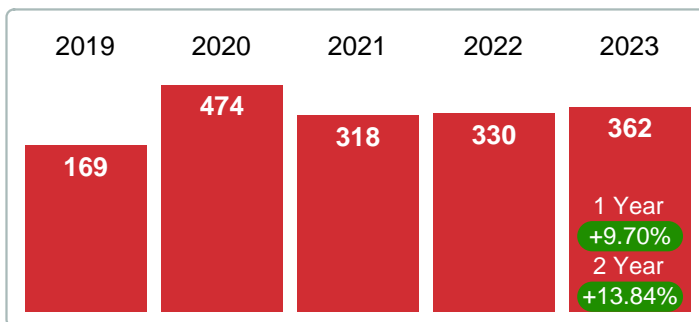
## ACTIVE INVENTORY

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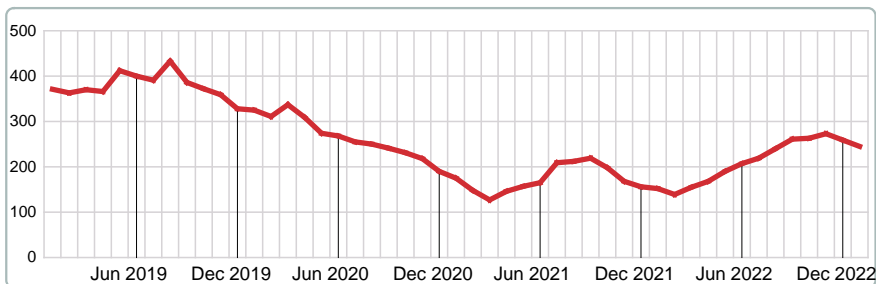
### END OF JANUARY



### ACTIVE DURING JANUARY

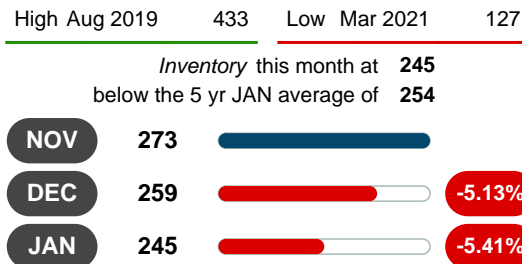


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 254



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$175,000 and less	23	9.39%	57.0	4	16	2	1
\$175,001 - \$250,000	29	11.84%	58.0	3	17	9	0
\$250,001 - \$350,000	38	15.51%	46.5	1	18	17	2
\$350,001 - \$475,000	62	25.31%	54.5	3	41	13	5
\$475,001 - \$525,000	30	12.24%	110.0	0	5	22	3
\$525,001 - \$675,000	38	15.51%	65.5	1	7	18	12
\$675,001 and up	25	10.20%	141.0	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>71.0</b>	<b>4.10M</b>	<b>41.82M</b>	<b>48.11M</b>	<b>18.31M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$420,000</b>			<b>\$239,900</b>	<b>\$375,000</b>	<b>\$487,900</b>	<b>\$542,500</b>

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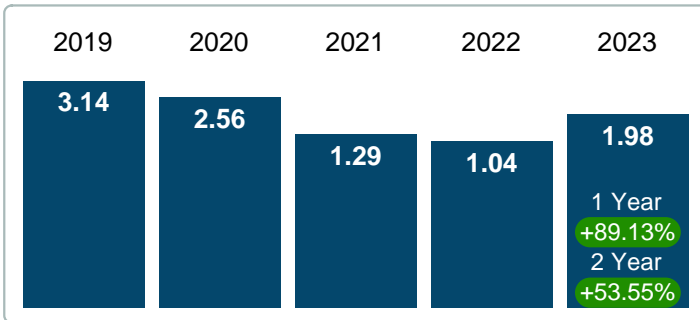
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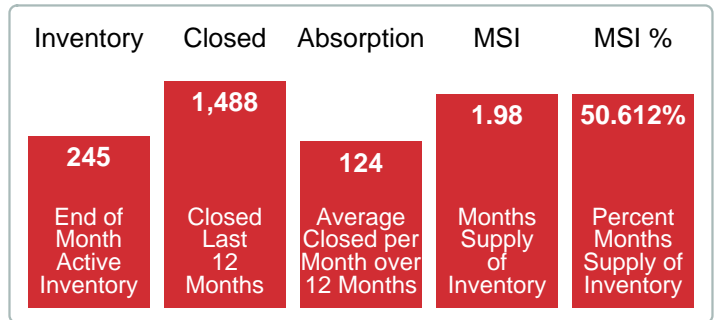
## MONTHS SUPPLY of INVENTORY (MSI)

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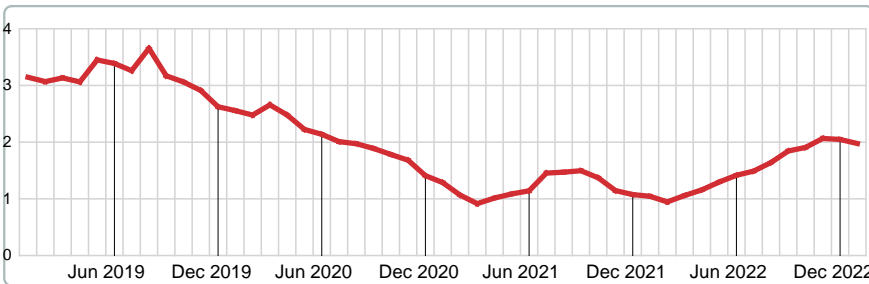
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2023

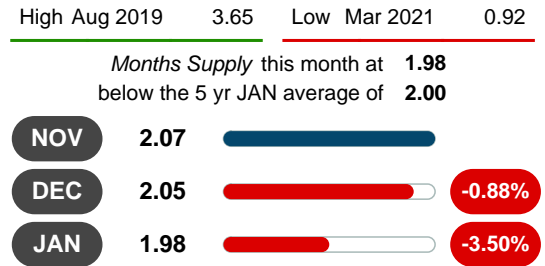


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



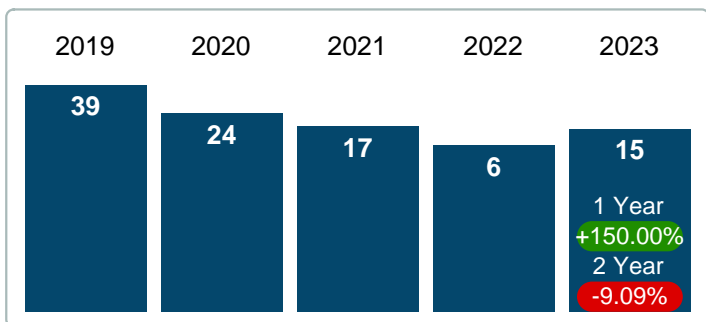
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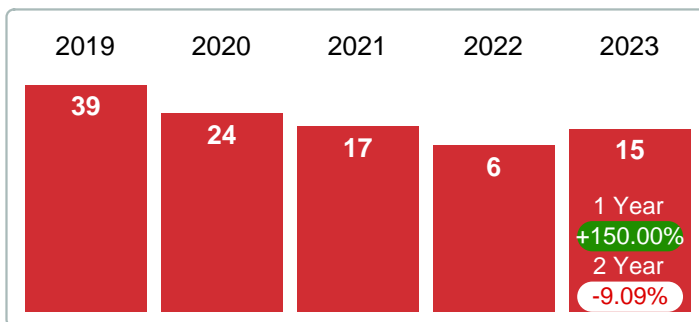
## MEDIAN DAYS ON MARKET TO SALE

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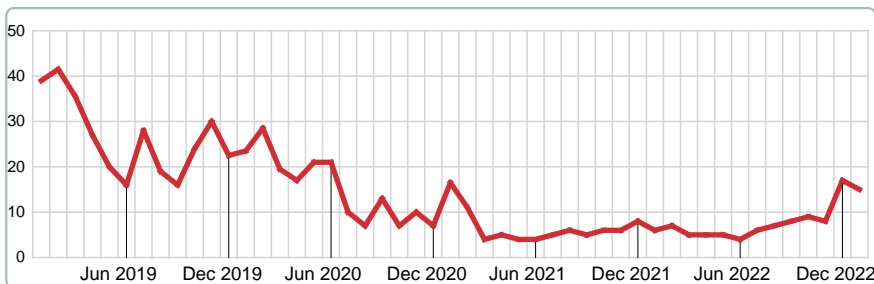
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 20

High Feb 2019 42 Low Jun 2022 4

Median Days on Market to Sale this month at 15 below the 5 yr JAN average of 20



### 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	
\$75,000 and less	9.88%	2	2	2	0	0	
\$75,001 - \$175,000	9.88%	15	7	24	0	185	
\$175,001 - \$225,000	14.81%	29	0	29	0	0	
\$225,001 - \$375,000	25.93%	17	0	14	17	96	
\$375,001 - \$475,000	16.05%	17	0	18	47	11	
\$475,001 - \$650,000	13.58%	30	0	1	64	19	
\$650,001 and up	9.88%	7	0	1	1	92	
<b>Median Closed DOM</b>		<b>15</b>		<b>5</b>	<b>15</b>	<b>16</b>	<b>62</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>15.0</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



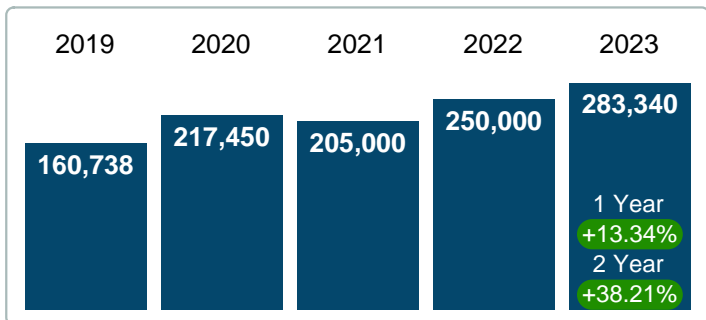
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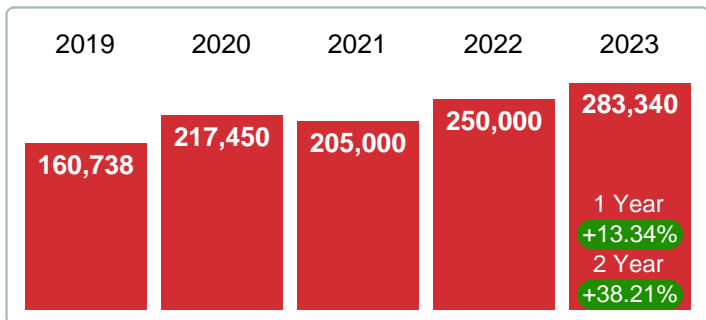
## MEDIAN LIST PRICE AT CLOSING

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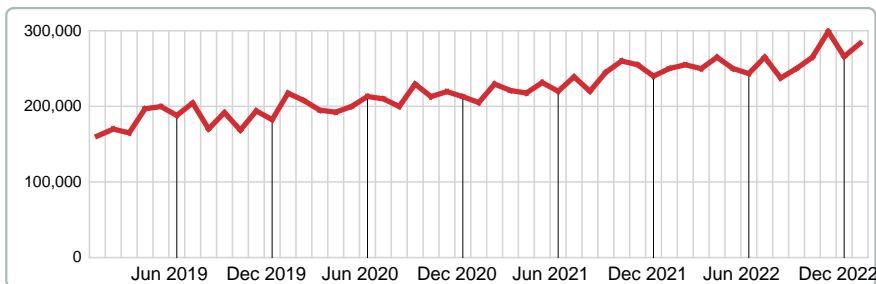
### JANUARY



### YEAR TO DATE (YTD)

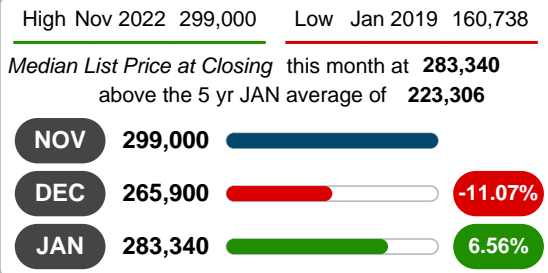


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 223,306



### 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
\$75,000 and less	8	9.88%	47,500	45,000	50,000	0	0
\$75,001 - \$175,000	7	8.64%	135,000	125,900	159,900	0	100,000
\$175,001 - \$225,000	12	14.81%	207,450	0	207,450	0	0
\$225,001 - \$375,000	21	25.93%	270,000	0	260,000	282,000	250,000
\$375,001 - \$475,000	12	14.81%	424,850	0	405,925	432,500	417,350
\$475,001 - \$650,000	13	16.05%	529,000	0	499,500	599,900	480,000
\$650,001 and up	8	9.88%	698,700	0	02,000,000	692,738	920,000
Median List Price			283,340	59,500	233,000	474,900	437,350
Total Closed Units		100%	283,340	8	41	22	10
Total Closed Volume			29,725,337	579.90K	12.65M	10.91M	5.59M



# January 2023



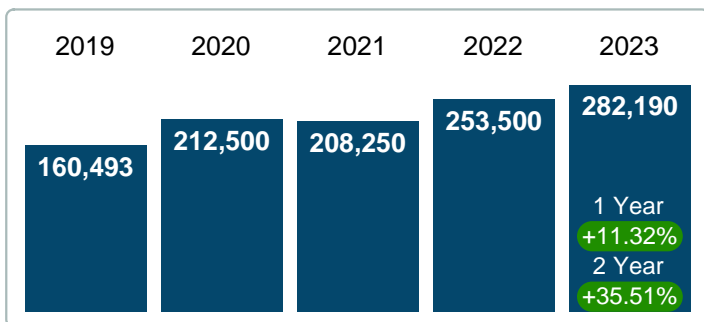
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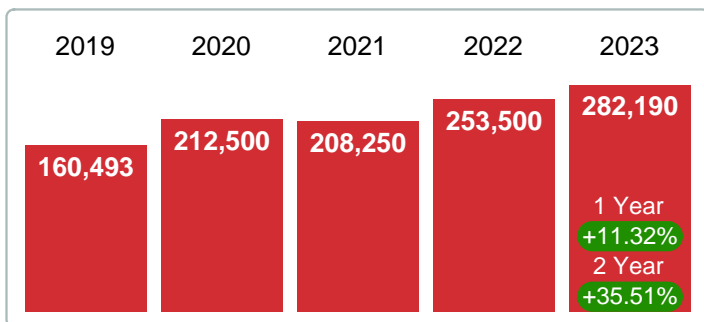
## MEDIAN SOLD PRICE AT CLOSING

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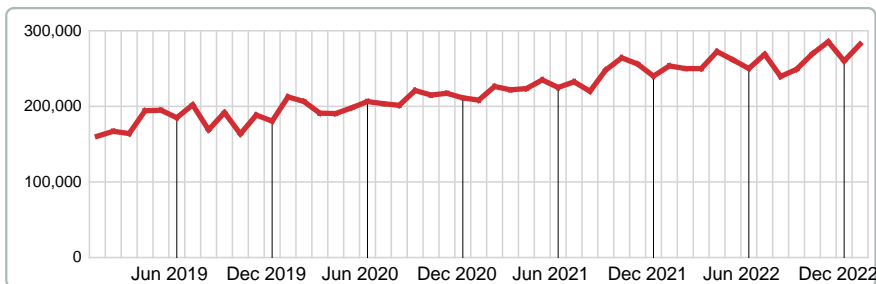
### JANUARY



### YEAR TO DATE (YTD)

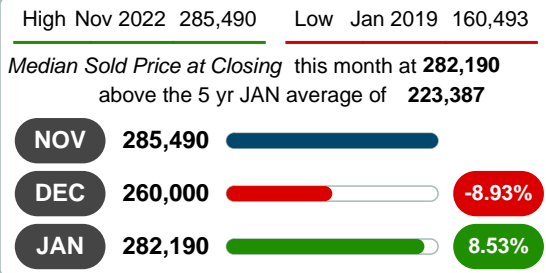


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 223,387



### 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
\$75,000 and less	8	9.88%	42,500	40,000	45,000	0	0
\$75,001 - \$175,000	8	9.88%	137,000	119,000	148,500	0	90,000
\$175,001 - \$225,000	12	14.81%	202,500	0	202,500	0	0
\$225,001 - \$375,000	21	25.93%	278,000	0	271,000	278,000	297,500
\$375,001 - \$475,000	13	16.05%	425,000	0	452,581	420,000	417,500
\$475,001 - \$650,000	11	13.58%	562,234	0	558,542	565,000	640,000
\$650,001 and up	8	9.88%	768,348		01,900,000	699,5001,177,500	
Median Sold Price			282,190	52,500	229,000	485,999	417,500
Total Closed Units		100%	282,190	8	41	22	10
Total Closed Volume			29,214,859	549.00K	12.30M	11.02M	5.35M

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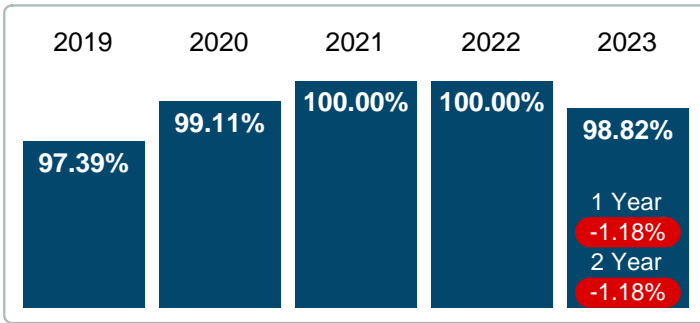
Area Delimited by County Of Rogers - Residential Property Type



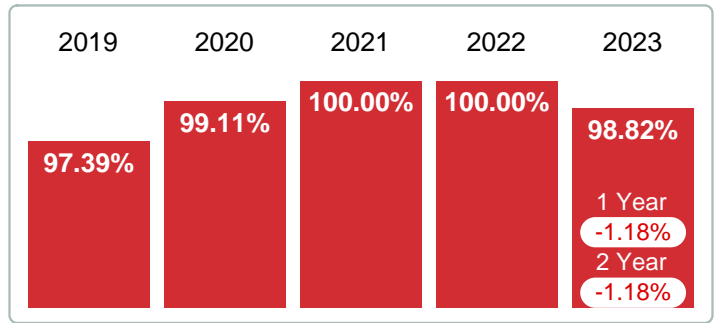
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

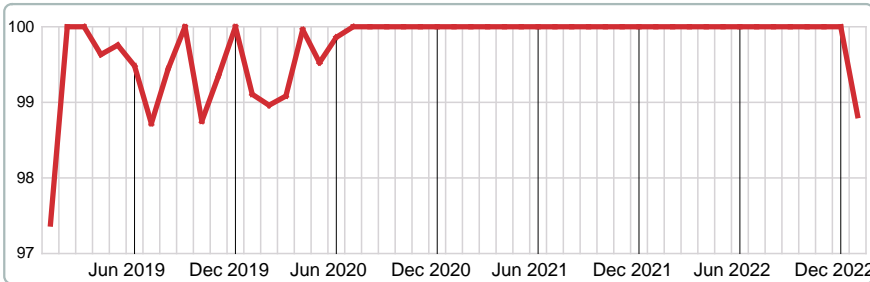
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

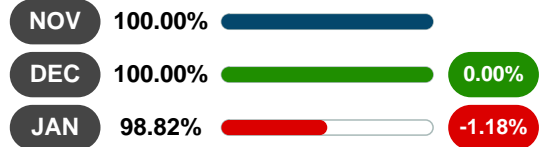


### 3 MONTHS

5 year JAN AVG = 99.06%

High Dec 2022 100.00% Low Jan 2019 97.39%

Median Sold/List Ratio this month at **98.82%** equal to 5 yr JAN average of **99.06%**



### MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$75,000 and less	8	9.88%	95.83%	91.67%	100.00%	0.00%	0.00%	
\$75,001 - \$175,000	8	9.88%	95.67%	95.65%	97.84%	0.00%	90.00%	
\$175,001 - \$225,000	12	14.81%	99.44%	0.00%	99.44%	0.00%	0.00%	
\$225,001 - \$375,000	21	25.93%	98.58%	0.00%	99.42%	98.58%	92.86%	
\$375,001 - \$475,000	13	16.05%	98.82%	0.00%	97.29%	98.82%	100.00%	
\$475,001 - \$650,000	11	13.58%	100.45%	0.00%	103.22%	97.71%	96.97%	
\$650,001 and up	8	9.88%	99.18%	0.00%	95.00%	108.31%	97.68%	
Median Sold/List Ratio		98.82%		95.09%	100.00%	98.88%	97.49%	
Total Closed Units		81	100%	98.82%	8	41	22	10
Total Closed Volume		29,214,859			549.00K	12.30M	11.02M	5.35M

# January 2023



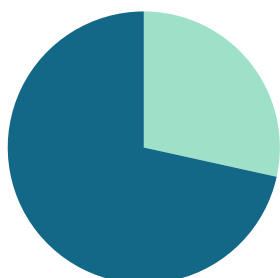
Area Delimited by County Of Rogers - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

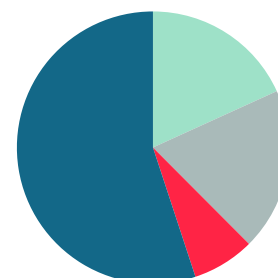


**Inventory**  
 New Listings  
**103 = 28.45%**  
 Start Inventory  
**259**  
 Total Inventory Units  
**362**  
 Volume  
**\$154,262,210**

### 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%
Median List Price	250,000	283,340	13.34%	250,000	283,340	13.34%
Median Sale Price	253,500	282,190	11.32%	253,500	282,190	11.32%
Median Percent of Selling Price to List Price	100.00%	98.82%	-1.18%	100.00%	98.82%	-1.18%
Median Days on Market to Sale	6.00	15.00	150.00%	6.00	15.00	150.00%
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

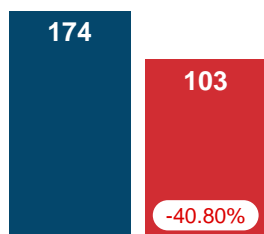
**Inventory** on January 31, 2023 = **245**

**2022** **2023**

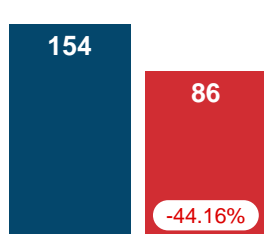
### JANUARY MARKET

### MEDIAN PRICES

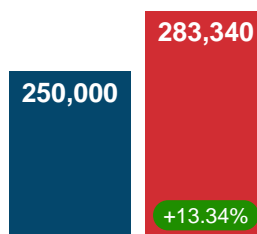
#### New Listings



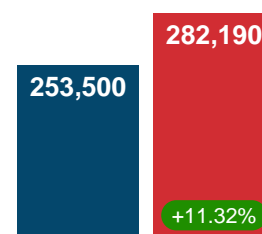
#### Pending Listings



#### List Price



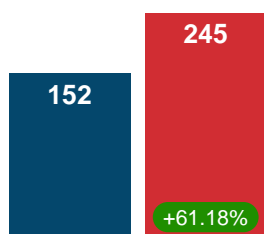
#### Sale Price



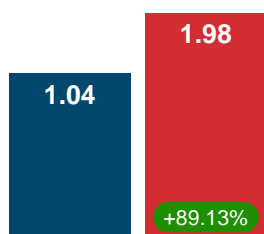
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

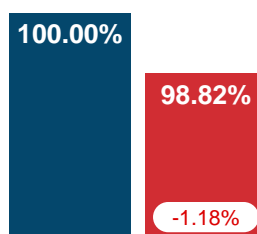
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

