

July 2023



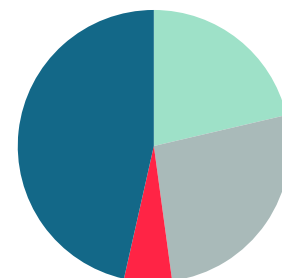
Area Delimited by County Of Rogers - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 11, 2023 for MLS Technology Inc.

Compared Metrics	2022	July 2023	+/-%
Closed Listings	165	124	-24.85%
Pending Listings	133	154	15.79%
New Listings	168	170	1.19%
Average List Price	308,301	359,469	16.60%
Average Sale Price	309,429	351,258	13.52%
Average Percent of Selling Price to List Price	100.42%	98.16%	-2.25%
Average Days on Market to Sale	12.18	27.06	122.28%
End of Month Inventory	219	270	23.29%
Months Supply of Inventory	1.49	2.56	72.06%



■ Closed (21.34%)
■ Pending (26.51%)
■ Other OffMarket (5.68%)
■ Active (46.47%)

Absorption: Last 12 months, an Average of **105** Sales/Month
Active Inventory as of July 31, 2023 = **270**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of July 2023 rose **23.29%** to 270 existing homes available for sale. Over the last 12 months this area has had an average of 105 closed sales per month. This represents an unsold inventory index of **2.56** 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 **13.52%** in July 2023 to \$351,258 versus the previous year at \$309,429.

Average Days on Market Lengthens

The average number of **27.06** days that homes spent on the market before selling increased by 14.89 days or **122.28%** in July 2023 compared to last year's same month at **12.18** DOM.

Sales Success for July 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 170 New Listings in July 2023, up **1.19%** from last year at 168. Furthermore, there were 124 Closed Listings this month versus last year at 165, a **-24.85%** decrease.

Closed versus Listed trends yielded a **72.9%** ratio, down from previous year's, July 2022, at **98.2%**, a **25.73%** downswing. This will certainly create pressure on an increasing Monthly Supply of Inventory (MSI) in the months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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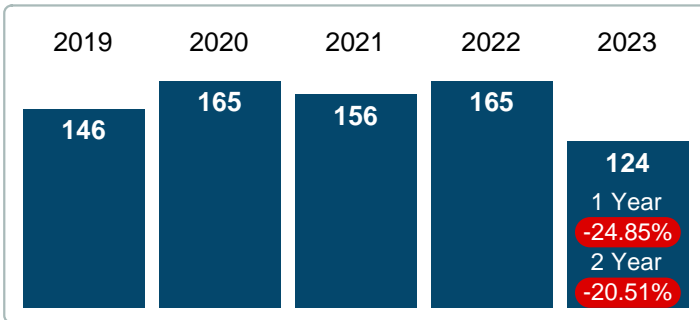
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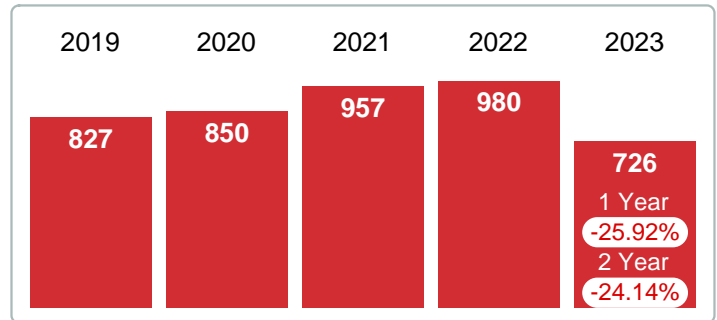
CLOSED LISTINGS

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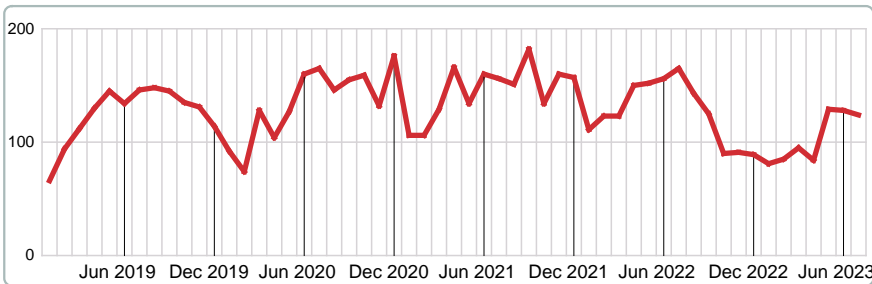
JULY



YEAR TO DATE (YTD)

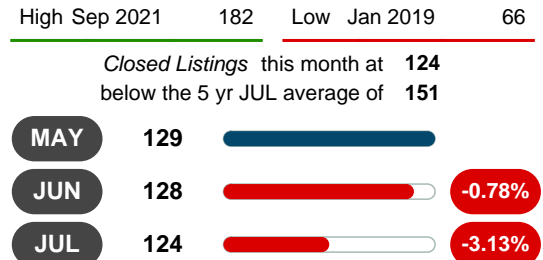


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 151



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	12	9.68%	11.8	6	6	0	0
\$150,001 - \$175,000	10	8.06%	27.0	0	9	0	1
\$175,001 - \$200,000	14	11.29%	15.1	1	12	1	0
\$200,001 - \$325,000	38	30.65%	19.8	0	27	10	1
\$325,001 - \$425,000	23	18.55%	27.8	0	13	9	1
\$425,001 - \$475,000	11	8.87%	38.7	0	5	6	0
\$475,001 and up	16	12.90%	57.1	1	1	11	3
Total Closed Units	124			8	73	37	6
Total Closed Volume	43,555,973	100%	27.1	1.55M	18.78M	19.04M	4.19M
Average Closed Price	\$351,258			\$194,000	\$257,288	\$514,499	\$697,583

July 2023



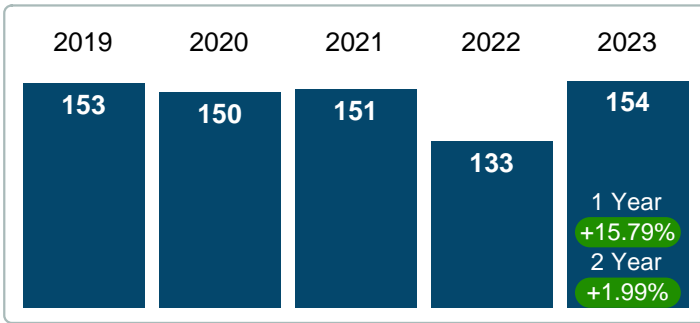
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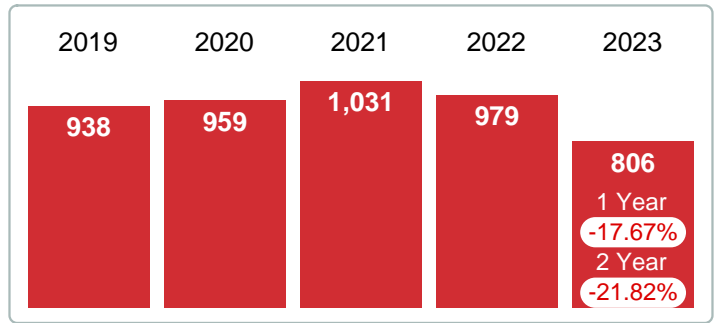
PENDING LISTINGS

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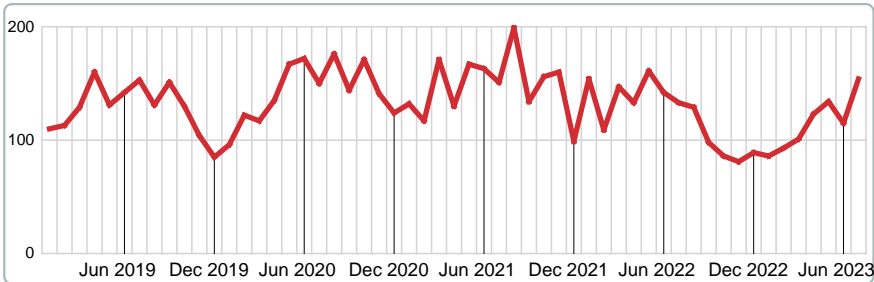
JULY



YEAR TO DATE (YTD)

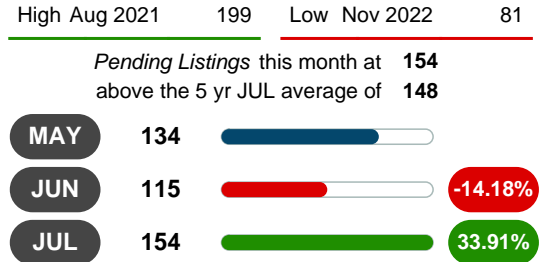


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 148



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	11	7.14%	16.7	5	5	0	1
\$150,001 - \$200,000	21	13.64%	16.3	2	18	1	0
\$200,001 - \$225,000	13	8.44%	24.9	0	12	1	0
\$225,001 - \$325,000	49	31.82%	24.9	1	26	20	2
\$325,001 - \$400,000	25	16.23%	31.8	1	9	11	4
\$400,001 - \$625,000	19	12.34%	87.5	1	7	9	2
\$625,001 and up	16	10.39%	59.6	0	2	7	7
Total Pending Units	154			10	79	49	16
Total Pending Volume	53,366,295	100%	37.4	1.99M	20.89M	21.70M	8.79M
Average Listing Price	\$530,416			\$198,580	\$264,379	\$442,898	\$549,537

July 2023



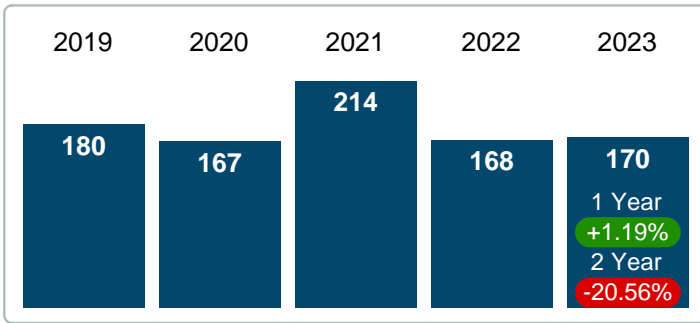
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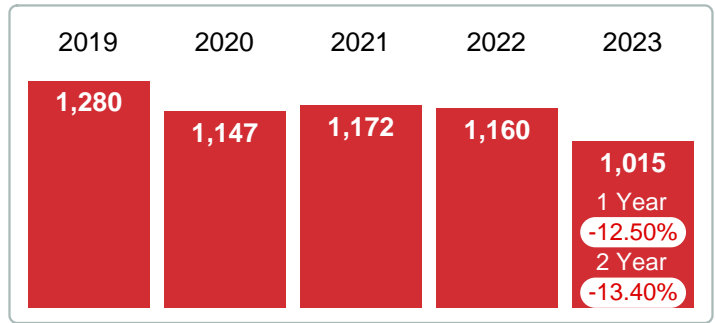
NEW LISTINGS

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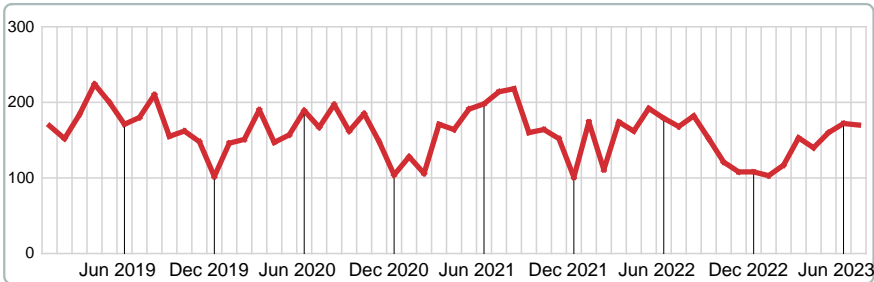
JULY



YEAR TO DATE (YTD)

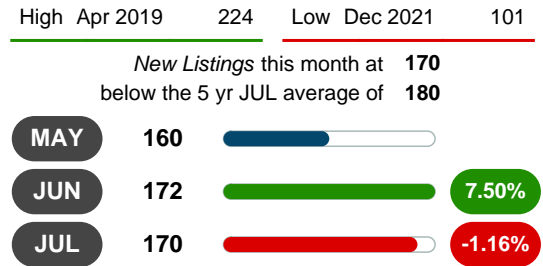


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 180



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$175,000 and less	16	9.41%	3	11	2	0
\$175,001 - \$200,000	18	10.59%	1	16	1	0
\$200,001 - \$250,000	29	17.06%	0	23	6	0
\$250,001 - \$350,000	40	23.53%	1	23	16	0
\$350,001 - \$475,000	30	17.65%	0	6	20	4
\$475,001 - \$650,000	20	11.76%	0	3	12	5
\$650,001 and up	17	10.00%	1	4	7	5
Total New Listed Units	170		6	86	64	14
Total New Listed Volume	68,567,293	100%	1.67M	23.20M	28.60M	15.09M
Average New Listed Listing Price	\$388,003		\$278,817	\$269,797	\$446,903	\$1,077,860

July 2023



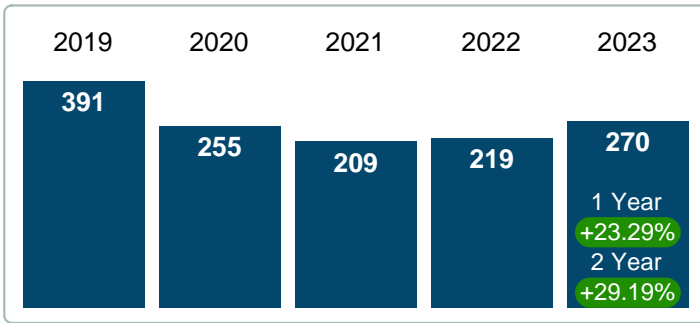
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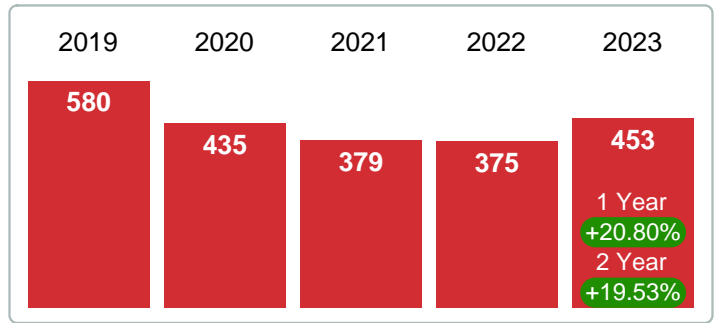
ACTIVE INVENTORY

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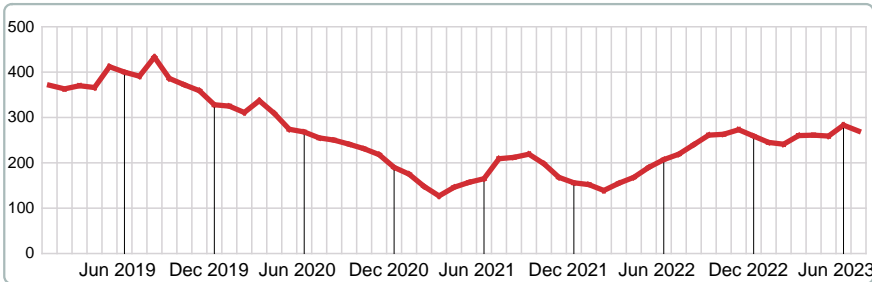
END OF JULY



ACTIVE DURING JULY

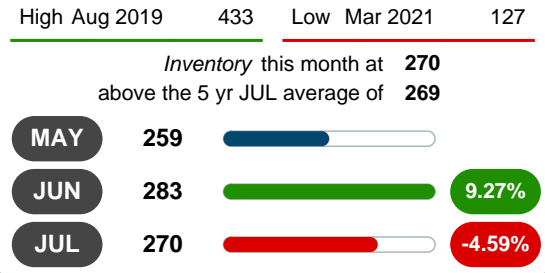


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 269



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	8.52%	45.9	5	14	4	0
\$175,001 - \$275,000	30	11.11%	39.2	1	23	6	0
\$275,001 - \$350,000	41	15.19%	47.1	4	19	17	1
\$350,001 - \$500,000	74	27.41%	96.0	0	37	32	5
\$500,001 - \$600,000	40	14.81%	98.3	1	7	21	11
\$600,001 - \$850,000	36	13.33%	76.7	1	7	20	8
\$850,001 and up	26	9.63%	94.2	1	3	7	15
Total Active Inventory by Units			270	13	110	107	40
Total Active Inventory by Volume			144,115,055	4.81M	42.12M	58.39M	38.80M
Average Active Inventory Listing Price			\$533,759	\$369,954	\$382,873	\$545,676	\$970,057

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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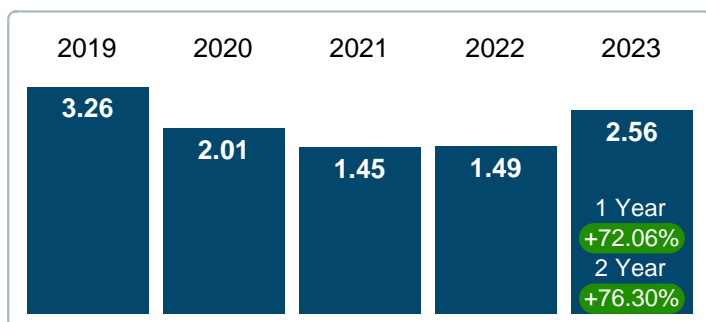
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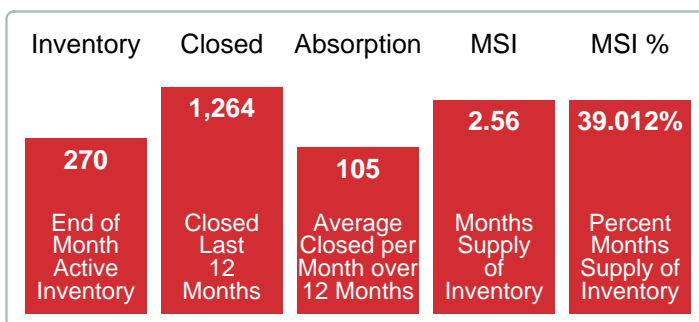
MONTHS SUPPLY of INVENTORY (MSI)

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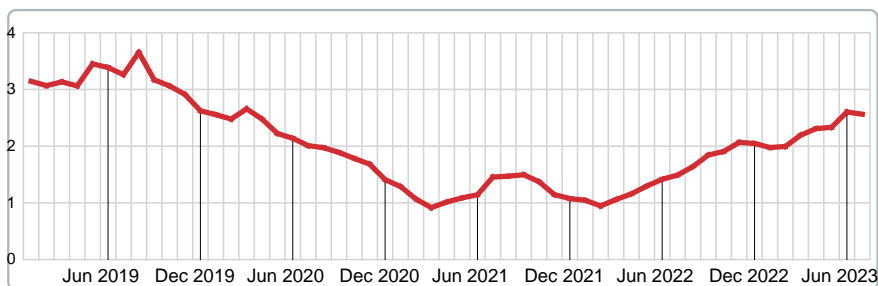
MSI FOR JULY



INDICATORS FOR JULY 2023

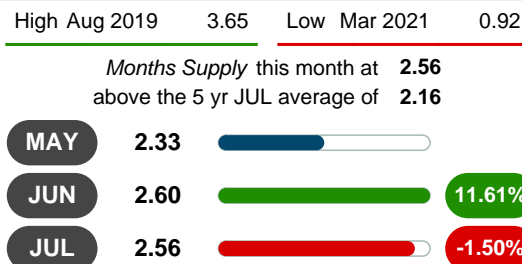


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 2.16



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	8.52%	1.34	1.09	1.23	4.80	0.00
\$175,001 - \$275,000	30	11.11%	0.85	0.80	0.81	1.16	0.00
\$275,001 - \$350,000	41	15.19%	2.28	16.00	2.02	2.24	1.33
\$350,001 - \$500,000	74	27.41%	3.67	0.00	4.63	3.15	3.16
\$500,001 - \$600,000	40	14.81%	6.15	12.00	3.82	5.14	22.00
\$600,001 - \$850,000	36	13.33%	6.55	12.00	10.50	5.71	6.40
\$850,001 and up	26	9.63%	9.45	0.00	12.00	6.46	10.59
Market Supply of Inventory (MSI)			2.56	1.95	1.83	3.30	6.49
Total Active Inventory by Units		100%	2.56	13	110	107	40

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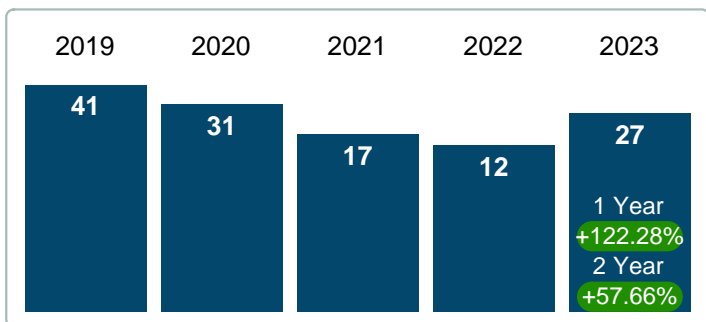
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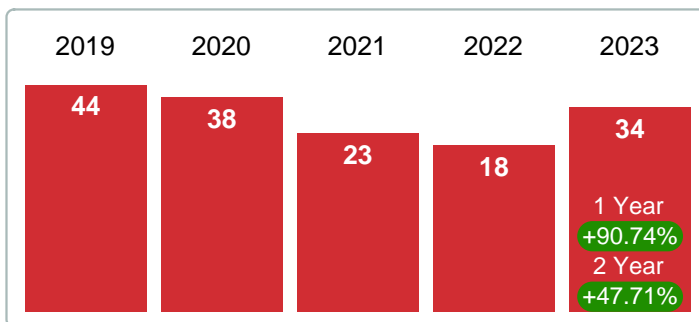
AVERAGE DAYS ON MARKET TO SALE

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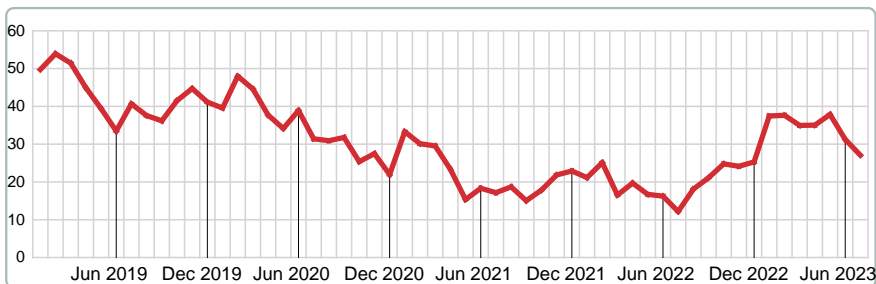
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

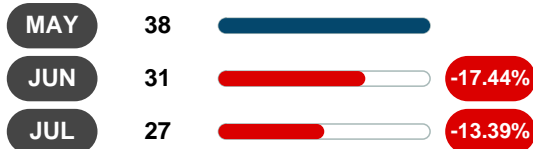


3 MONTHS

5 year JUL AVG = 26

High Feb 2019 54 Low Jul 2022 12

Average Days on Market to Sale this month at 27 above the 5 yr JUL average of 26



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	9.68%	12	11	13	0	0
\$150,001 - \$175,000	8.06%	27	0	29	0	6
\$175,001 - \$200,000	11.29%	15	7	17	6	0
\$200,001 - \$325,000	30.65%	20	0	22	13	38
\$325,001 - \$425,000	18.55%	28	0	26	31	22
\$425,001 - \$475,000	8.87%	39	0	45	33	0
\$475,001 and up	12.90%	57	13	51	75	8
Average Closed DOM		27	11	24	39	15
Total Closed Units	100%	27	8	73	37	6
Total Closed Volume		43,555,973	1.55M	18.78M	19.04M	4.19M

July 2023



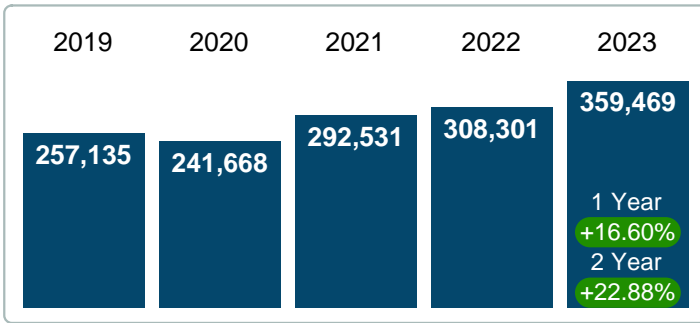
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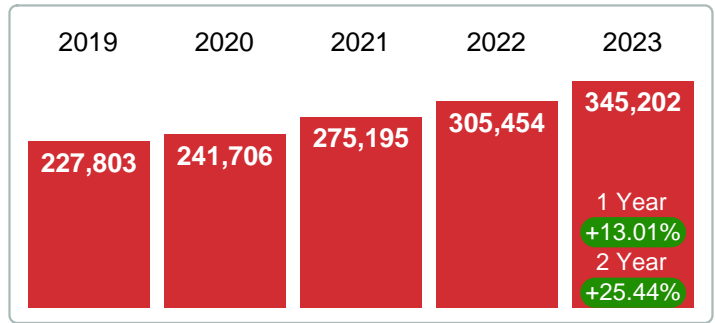
AVERAGE LIST PRICE AT CLOSING

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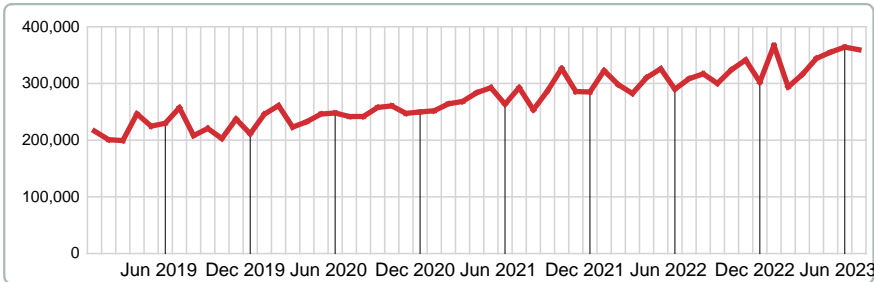
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

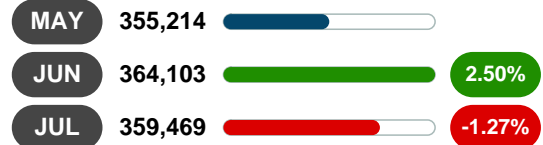


3 MONTHS

5 year JUL AVG = 291,821

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

Average List Price at Closing this month at **359,469** above the 5 yr JUL average of **291,821**



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	11	8.87%	117,582	118,333	129,750	0	
\$150,001 - \$175,000	10	8.06%	165,940	0	162,700	176,900	
\$175,001 - \$200,000	13	10.48%	190,485	185,000	200,375	199,999	
\$200,001 - \$325,000	39	31.45%	256,472	0	249,519	277,529	
\$325,001 - \$425,000	24	19.35%	371,414	0	375,116	366,491	
\$425,001 - \$475,000	8	6.45%	455,213	0	476,840	450,333	
\$475,001 and up	19	15.32%	873,000	699,000	499,000	960,418	
Average List Price		359,469		199,250	262,247	528,117	715,967
Total Closed Units		124	100%	359,469	8	73	37
Total Closed Volume		44,574,116			1.59M	19.14M	19.54M

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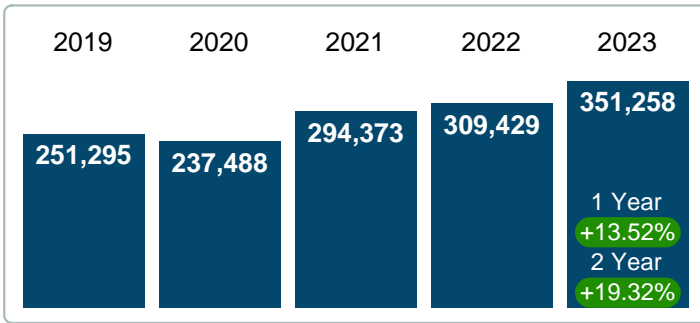
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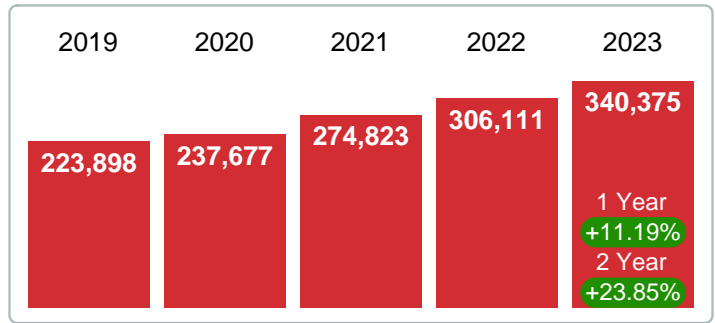
AVERAGE SOLD PRICE AT CLOSING

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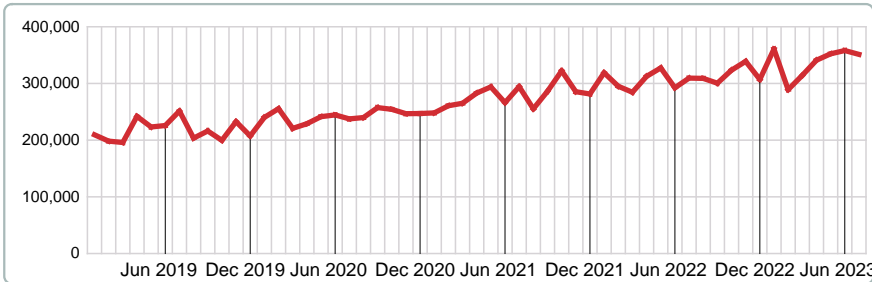
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

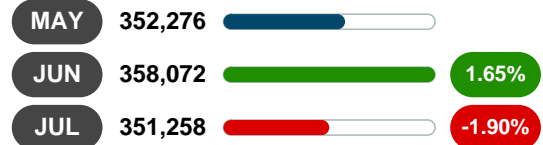


3 MONTHS

5 year JUL AVG = 288,769

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

Average Sold Price at Closing this month at **351,258** above the 5 yr JUL average of **288,769**



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	9.68%	117,875	114,167	121,583	0	0
\$150,001 - \$175,000	8.06%	162,398	0	162,664	0	160,000
\$175,001 - \$200,000	11.29%	191,782	187,000	191,913	195,000	0
\$200,001 - \$325,000	30.65%	256,439	0	247,043	277,450	300,000
\$325,001 - \$425,000	18.55%	367,201	0	368,123	362,225	400,000
\$425,001 - \$475,000	8.87%	457,893	0	466,765	450,500	0
\$475,001 and up	12.90%	912,839	680,000	496,000	918,539	1,108,500
Average Sold Price		351,258	194,000	257,288	514,499	697,583
Total Closed Units	100%	351,258	8	73	37	6
Total Closed Volume		43,555,973	1.55M	18.78M	19.04M	4.19M

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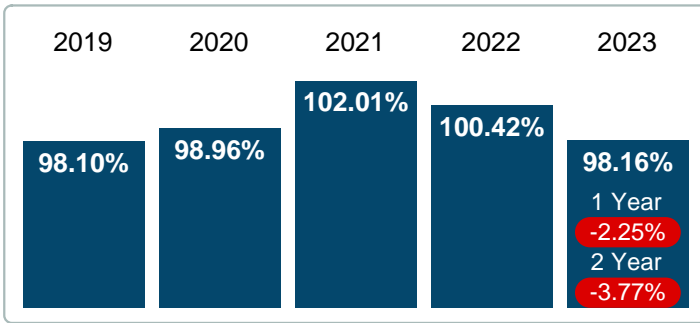
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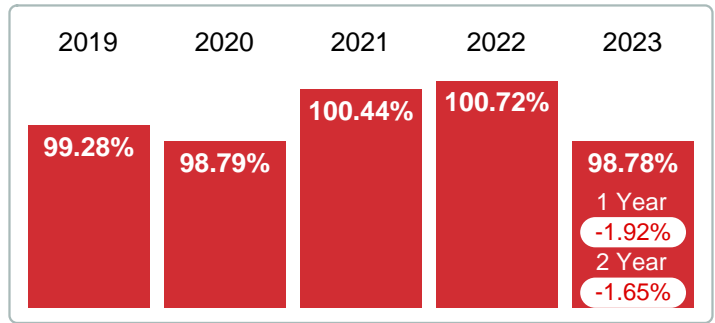
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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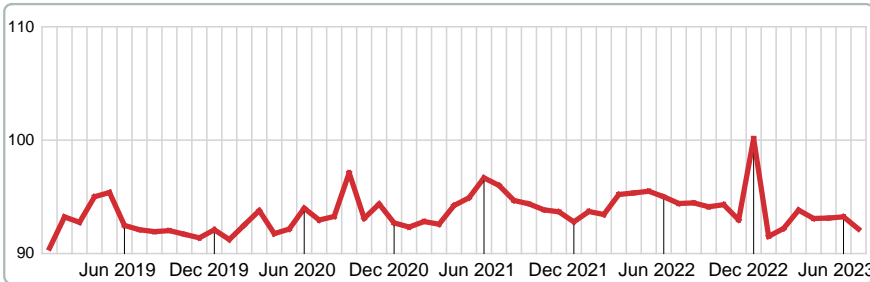
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

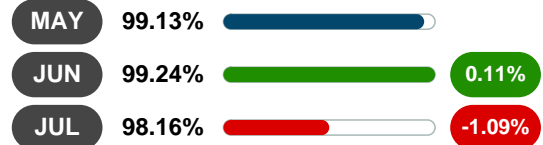


3 MONTHS

5 year JUL AVG = 99.53%

High Dec 2022 106.13% Low Jan 2019 96.48%

Average Sold/List Ratio this month at **98.16%**
below the 5 yr JUL average of **99.53%**



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	12	9.68%	95.36%	96.60%	94.12%	0.00%	0.00%
\$150,001 - \$175,000	10	8.06%	99.13%	0.00%	100.09%	0.00%	90.45%
\$175,001 - \$200,000	14	11.29%	96.84%	101.08%	96.43%	97.50%	0.00%
\$200,001 - \$325,000	38	30.65%	99.21%	0.00%	99.22%	99.99%	91.19%
\$325,001 - \$425,000	23	18.55%	98.06%	0.00%	98.12%	98.99%	88.91%
\$425,001 - \$475,000	11	8.87%	99.21%	0.00%	98.07%	100.17%	0.00%
\$475,001 and up	16	12.90%	97.74%	97.28%	99.40%	97.12%	99.60%
Average Sold/List Ratio		98.20%		97.24%	98.18%	98.85%	94.89%
Total Closed Units	124	100%	98.20%	8	73	37	6
Total Closed Volume	43,555,973			1.55M	18.78M	19.04M	4.19M

July 2023



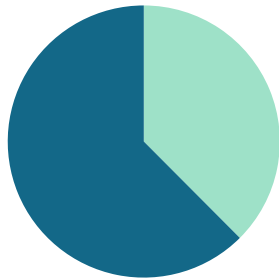
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

Report produced on Aug 11, 2023 for MLS Technology Inc.

INVENTORY

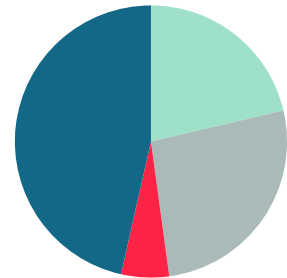


Inventory
 New Listings
170 = 37.53%
 Start Inventory
283
 Total Inventory Units
453
 Volume
\$209,539,594

Market Activity

Closed Sales
124 = 21.34%
 Pending Sales
154 = 26.51%
 Other Off Market
33 = 5.68%
 Active Inventory
270 = 46.47%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	165	124	-24.85%	980	726	-25.92%
Pending Sales	133	154	15.79%	979	806	-17.67%
New Listings	168	170	1.19%	1,160	1,015	-12.50%
Average List Price	308,301	359,469	16.60%	305,454	345,202	13.01%
Average Sale Price	309,429	351,258	13.52%	306,111	340,375	11.19%
Average Percent of Selling Price to List Price	100.42%	98.16%	-2.25%	100.72%	98.78%	-1.92%
Average Days on Market to Sale	12.18	27.06	122.28%	17.86	34.07	90.74%
Monthly Inventory	219	270	23.29%	219	270	23.29%
Months Supply of Inventory	1.49	2.56	72.06%	1.49	2.56	72.06%

Absorption: Last 12 months, an Average of **105** Sales/Month

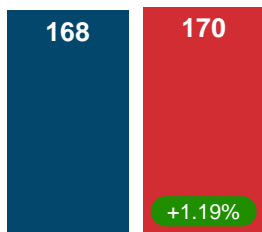
Inventory on July 31, 2023 = **270**

2022 **2023**

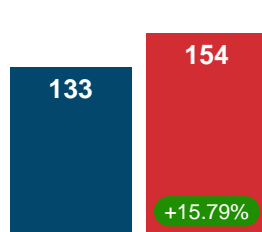
JULY MARKET

AVERAGE PRICES

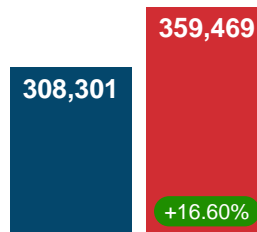
New Listings



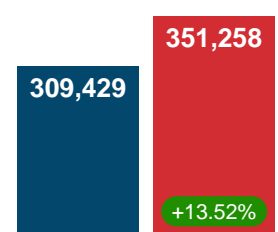
Pending Listings



List Price



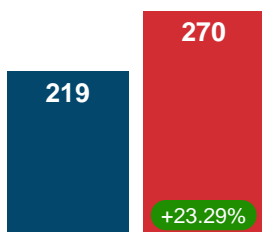
Sale Price



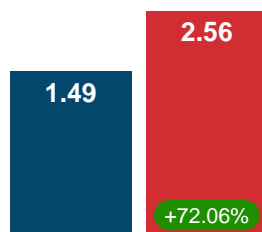
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

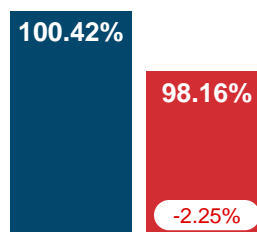
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

