

July 2023



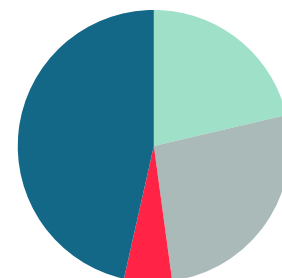
Area Delimited by County Of Rogers - Residential Property Type



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%
Median List Price	265,000	278,500	5.09%
Median Sale Price	268,900	275,000	2.27%
Median Percent of Selling Price to List Price	100.00%	99.92%	-0.08%
Median Days on Market to Sale	6.00	8.00	33.33%
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.

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 **2.27%** in July 2023 to \$275,000 versus the previous year at \$268,900.

Median Days on Market Lengthens

The median number of **8.00** days that homes spent on the market before selling increased by 2.00 days or **33.33%** in July 2023 compared to last year's same month at **6.00** DOM.

Sales Success for July 2023 is Positive

Overall, with Median 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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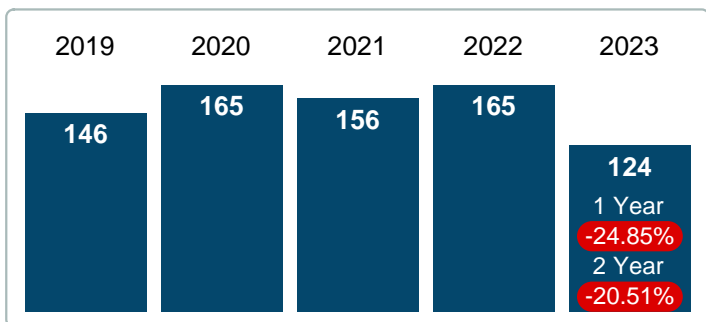
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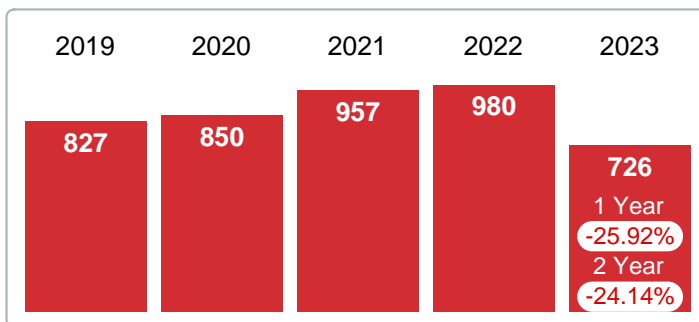
CLOSED LISTINGS

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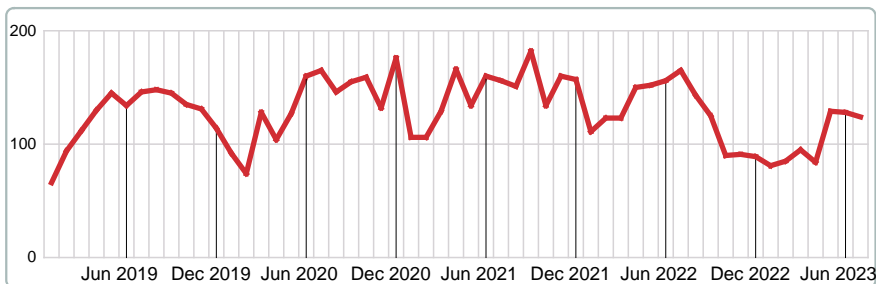
JULY



YEAR TO DATE (YTD)

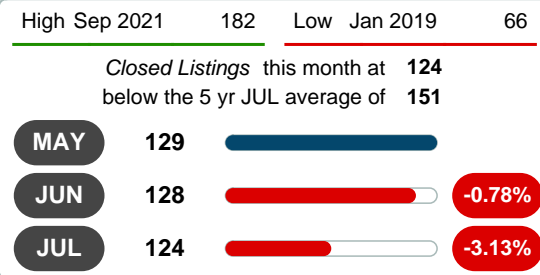


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 151



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	12	9.68%	6.0	6	6	0	0
\$150,001 - \$175,000	10	8.06%	4.0	0	9	0	1
\$175,001 - \$200,000	14	11.29%	8.0	1	12	1	0
\$200,001 - \$325,000	38	30.65%	6.5	0	27	10	1
\$325,001 - \$425,000	23	18.55%	8.0	0	13	9	1
\$425,001 - \$475,000	11	8.87%	11.0	0	5	6	0
\$475,001 and up	16	12.90%	32.5	1	1	11	3
Total Closed Units	124			8	73	37	6
Total Closed Volume	43,555,973	100%	8.0	1.55M	18.78M	19.04M	4.19M
Median Closed Price	\$275,000			\$146,250	\$222,000	\$395,000	\$670,000

July 2023



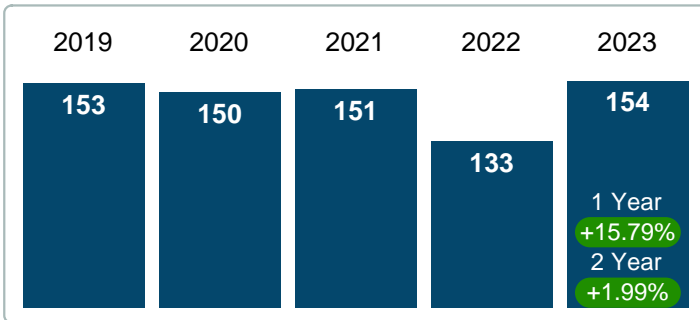
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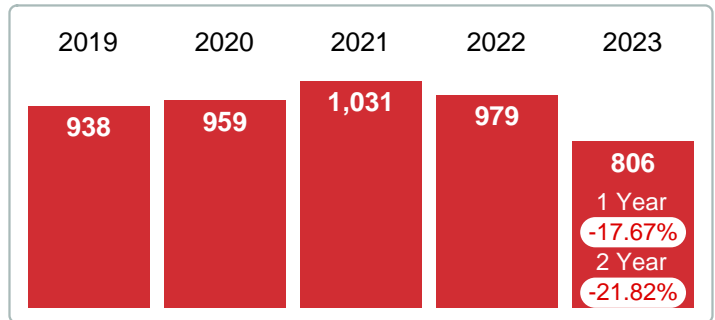
PENDING LISTINGS

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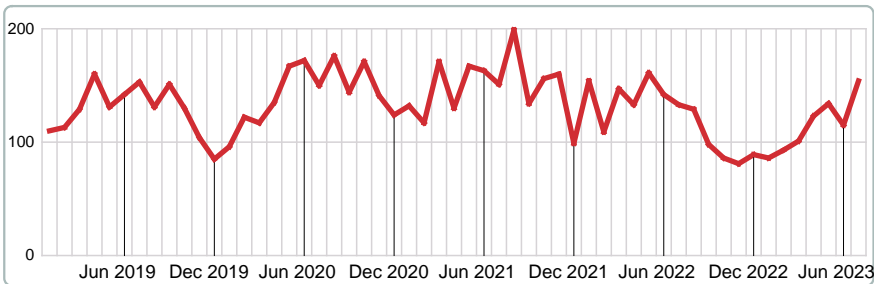
JULY



YEAR TO DATE (YTD)

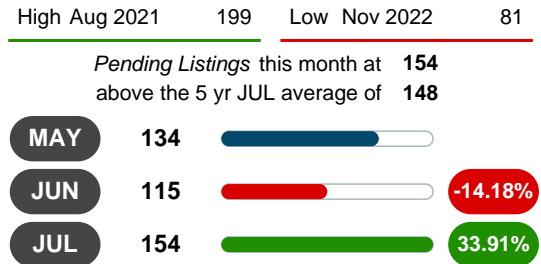


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 148



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	11	7.14%	11.0	5	5	0	1
\$150,001 - \$200,000	21	13.64%	7.0	2	18	1	0
\$200,001 - \$225,000	13	8.44%	9.0	0	12	1	0
\$225,001 - \$325,000	49	31.82%	17.0	1	26	20	2
\$325,001 - \$400,000	25	16.23%	12.0	1	9	11	4
\$400,001 - \$625,000	19	12.34%	75.0	1	7	9	2
\$625,001 and up	16	10.39%	36.0	0	2	7	7
Total Pending Units	154			10	79	49	16
Total Pending Volume	53,366,295	100%	14.0	1.99M	20.89M	21.70M	8.79M
Median Listing Price	\$273,500			\$160,000	\$230,000	\$349,800	\$472,000

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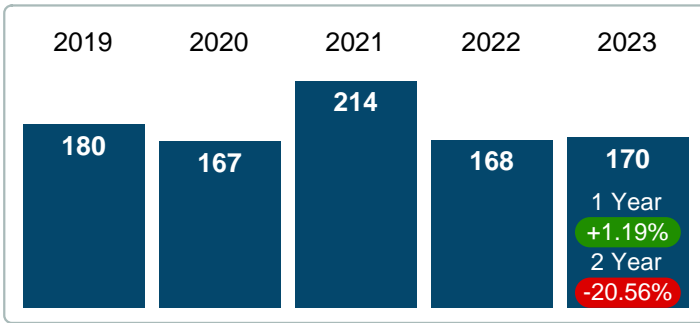
Area Delimited by County Of Rogers - Residential Property Type



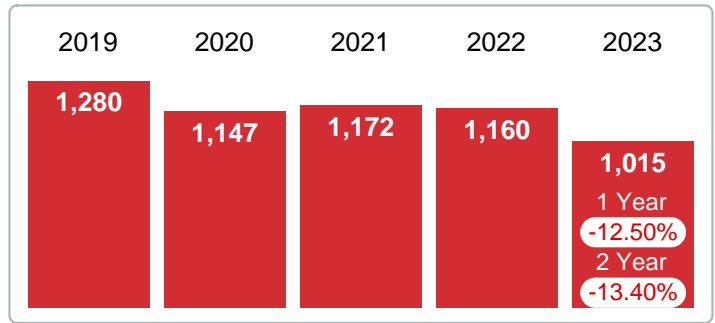
NEW LISTINGS

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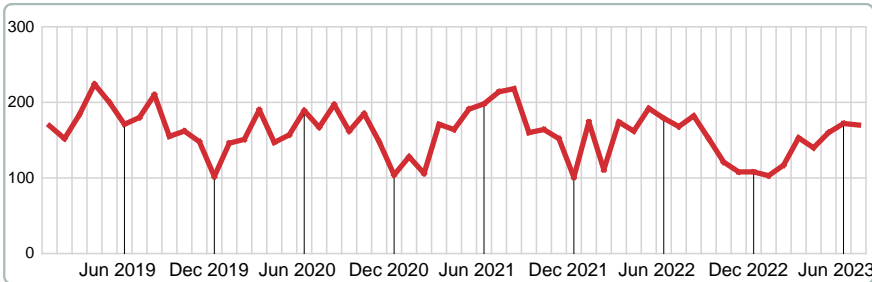
JULY



YEAR TO DATE (YTD)

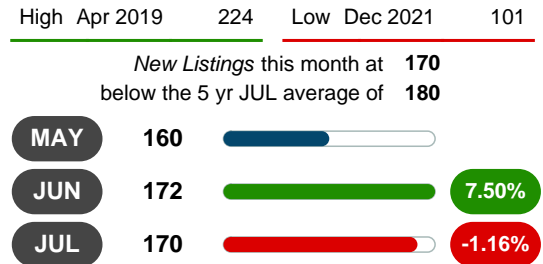


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 180



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	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
Median New Listed Listing Price	\$299,999		\$167,450	\$238,500	\$389,500	\$569,500

July 2023



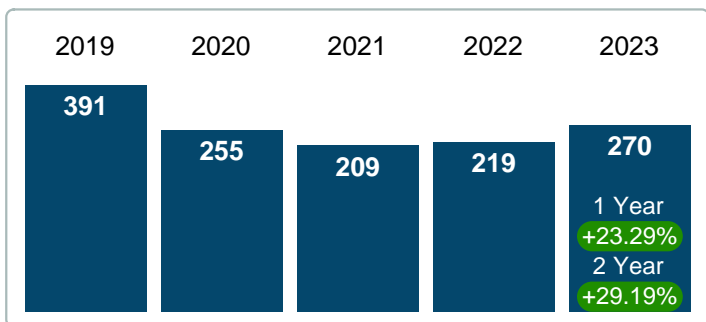
Area Delimited by County Of Rogers - Residential Property Type



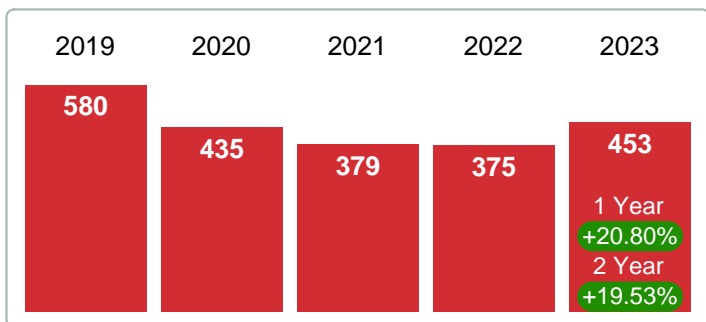
ACTIVE INVENTORY

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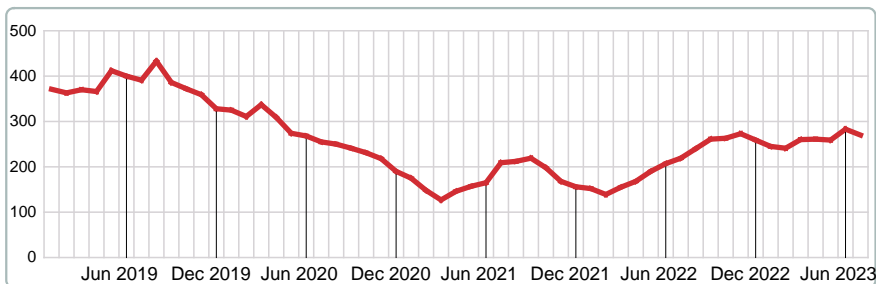
END OF JULY



ACTIVE DURING JULY

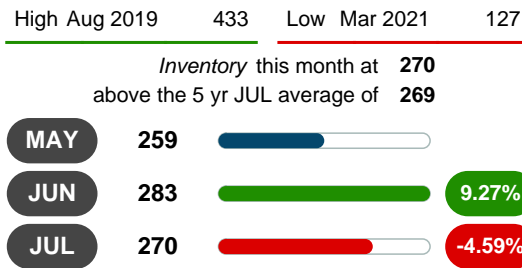


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 269



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$175,000 and less	23	8.52%	48.0	5	14	4	0
\$175,001 - \$275,000	30	11.11%	25.0	1	23	6	0
\$275,001 - \$350,000	41	15.19%	24.0	4	19	17	1
\$350,001 - \$500,000	74	27.41%	69.0	0	37	32	5
\$500,001 - \$600,000	40	14.81%	71.5	1	7	21	11
\$600,001 - \$850,000	36	13.33%	63.0	1	7	20	8
\$850,001 and up	26	9.63%	70.5	1	3	7	15
Total Active Inventory by Units		270		13	110	107	40
Total Active Inventory by Volume		144,115,055	100%	4.81M	42.12M	58.39M	38.80M
Median Active Inventory Listing Price		\$448,000		\$294,000	\$350,000	\$495,000	\$644,450

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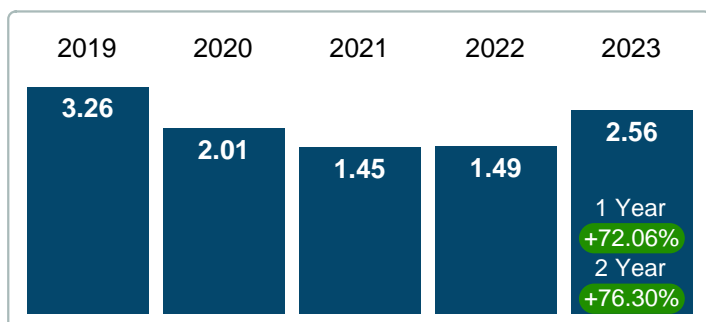
Area Delimited by County Of Rogers - Residential Property Type



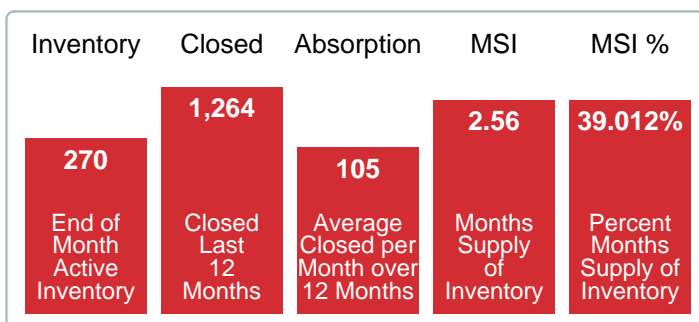
MONTHS SUPPLY of INVENTORY (MSI)

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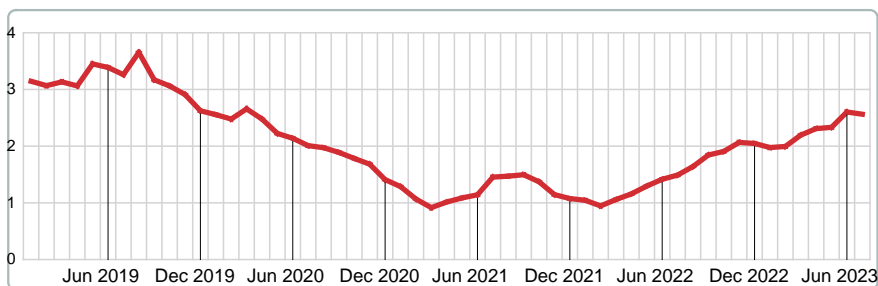
MSI FOR JULY



INDICATORS FOR JULY 2023

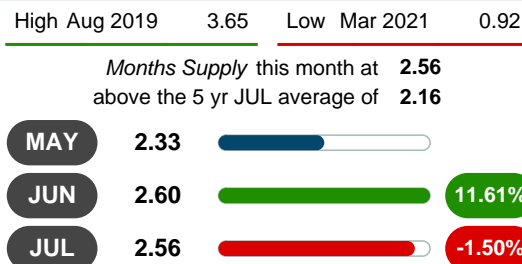


5 YEAR MARKET ACTIVITY TRENDS



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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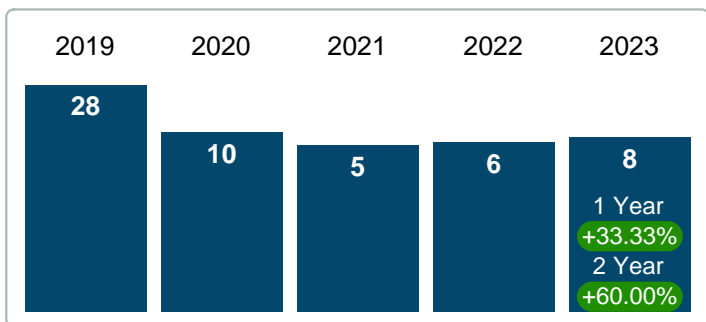
Area Delimited by County Of Rogers - Residential Property Type



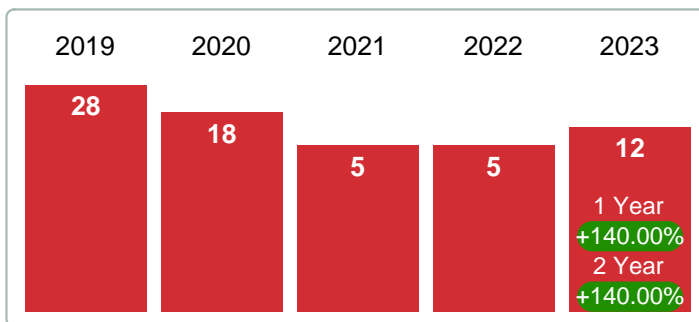
MEDIAN DAYS ON MARKET TO SALE

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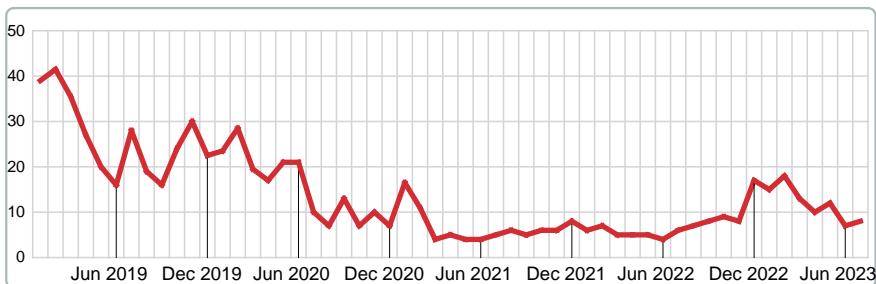
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 11

High Feb 2019 42 Low Jun 2022 4

Median Days on Market to Sale this month at 8 below the 5 yr JUL average of 11



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
\$150,000 and less	9.68%	6	5	8	0	0
\$150,001 - \$175,000	8.06%	4	0	3	0	6
\$175,001 - \$200,000	11.29%	8	7	10	6	0
\$200,001 - \$325,000	30.65%	7	0	6	14	38
\$325,001 - \$425,000	18.55%	8	0	6	19	22
\$425,001 - \$475,000	8.87%	11	0	8	12	0
\$475,001 and up	12.90%	33	13	51	65	11
Median Closed DOM		8	7	6	15	12
Total Closed Units	100%	8.0	8	73	37	6
Total Closed Volume		43,555,973	1.55M	18.78M	19.04M	4.19M

July 2023



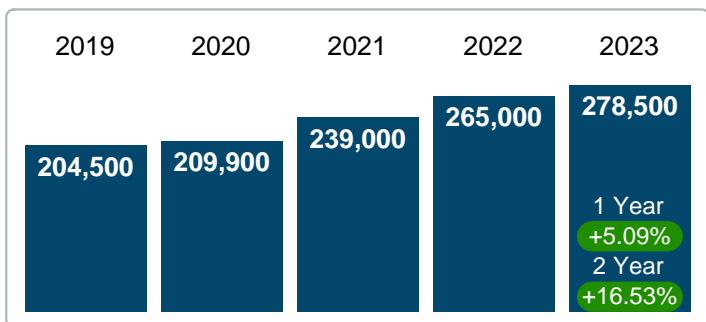
Area Delimited by County Of Rogers - Residential Property Type



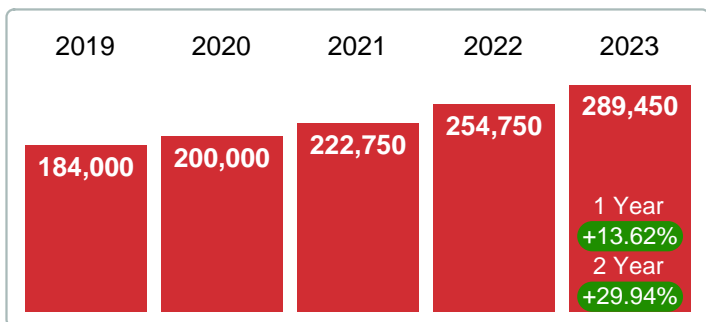
MEDIAN LIST PRICE AT CLOSING

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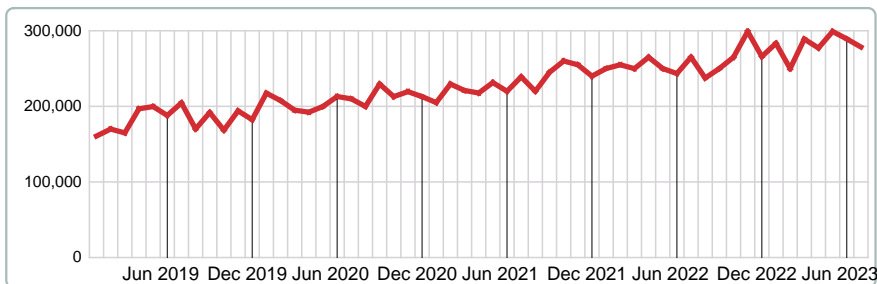
JULY



YEAR TO DATE (YTD)

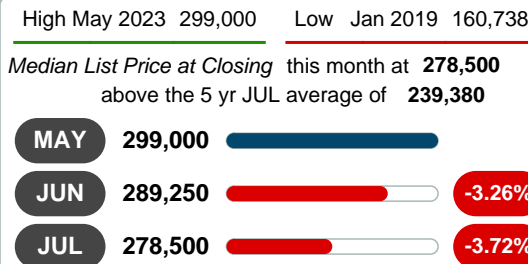


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 239,380



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
\$150,000 and less	11	8.87%	129,000	130,000	128,250	0	0
\$150,001 - \$175,000	10	8.06%	167,250	175,000	165,000	0	0
\$175,001 - \$200,000	13	10.48%	189,900	185,000	189,900	199,999	176,900
\$200,001 - \$325,000	39	31.45%	255,000	0	250,000	282,745	0
\$325,001 - \$425,000	24	19.35%	375,000	0	375,000	367,761	329,000
\$425,001 - \$475,000	8	6.45%	454,500	0	449,900	459,000	449,900
\$475,001 and up	19	15.32%	585,000	699,000	497,000	585,000	1,200,000
Median List Price			278,500	141,000	220,000	405,000	694,950
Total Closed Units		100%	278,500	8	73	37	6
Total Closed Volume			44,574,116	1.59M	19.14M	19.54M	4.30M

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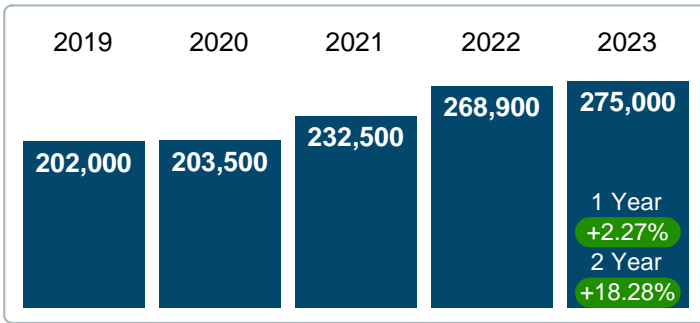
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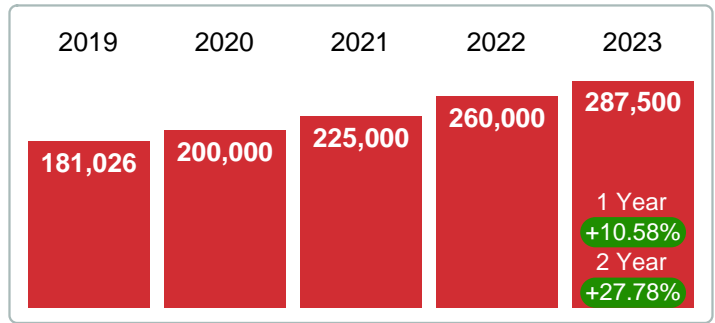
MEDIAN SOLD PRICE AT CLOSING

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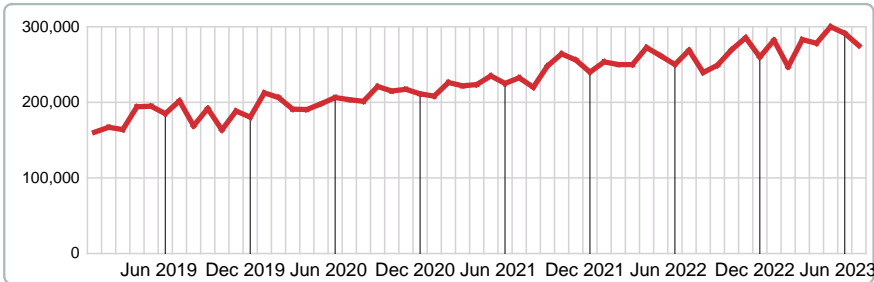
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

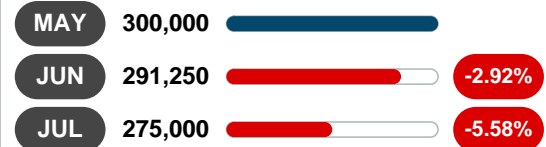


3 MONTHS

5 year JUL AVG = 236,380

High May 2023 300,000 Low Jan 2019 160,493

Median Sold Price at Closing this month at **275,000** above the 5 yr JUL average of **236,380**



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
\$150,000 and less	9.68%	123,750	135,000	121,250	0	0
\$150,001 - \$175,000	8.06%	160,000	0	160,000	0	160,000
\$175,001 - \$200,000	11.29%	191,525	187,000	191,525	195,000	0
\$200,001 - \$325,000	30.65%	259,950	0	245,000	285,000	300,000
\$325,001 - \$425,000	18.55%	365,000	0	365,000	360,500	400,000
\$425,001 - \$475,000	8.87%	459,000	0	469,900	452,500	0
\$475,001 and up	12.90%	634,950	680,000	496,000	585,000	1,185,000
Median Sold Price		275,000	146,250	222,000	395,000	670,000
Total Closed Units	100%	124	8	73	37	6
Total Closed Volume		43,555,973	1.55M	18.78M	19.04M	4.19M

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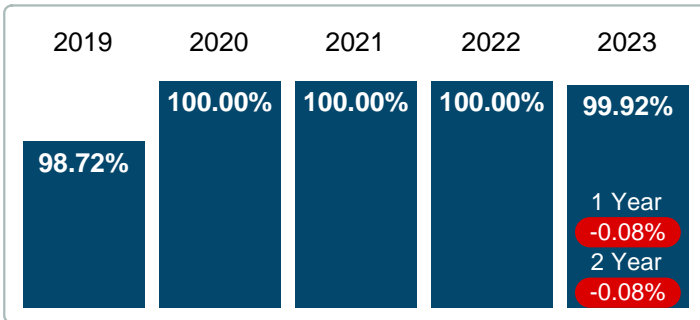
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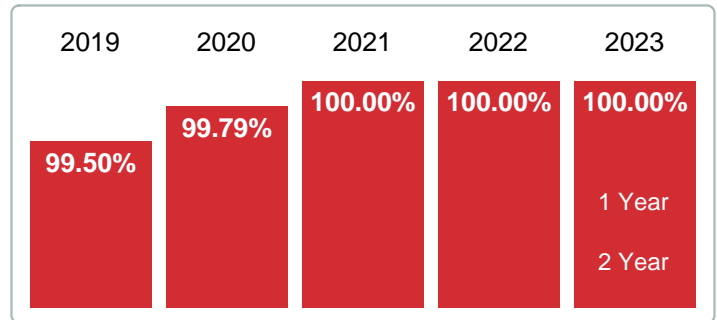
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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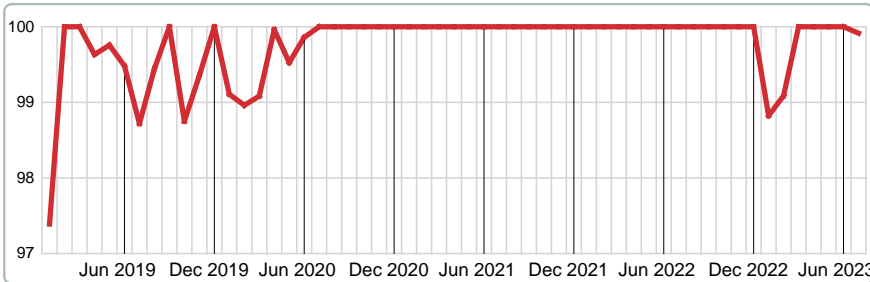
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

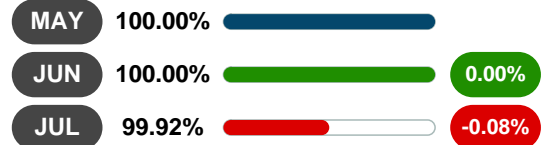


3 MONTHS

5 year JUL AVG = 99.73%

High Jun 2023 100.00% Low Jan 2019 97.39%

Median Sold/List Ratio this month at **99.92%**
equal to 5 yr JUL average of **99.73%**



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
\$150,000 and less	12	9.68%	95.25%	96.73%	94.23%	0.00%	0.00%
\$150,001 - \$175,000	10	8.06%	100.00%	0.00%	100.00%	0.00%	90.45%
\$175,001 - \$200,000	14	11.29%	98.75%	101.08%	98.27%	97.50%	0.00%
\$200,001 - \$325,000	38	30.65%	100.00%	0.00%	100.00%	100.00%	91.19%
\$325,001 - \$425,000	23	18.55%	99.42%	0.00%	98.72%	100.00%	88.91%
\$425,001 - \$475,000	11	8.87%	100.00%	0.00%	97.04%	100.00%	0.00%
\$475,001 and up	16	12.90%	99.40%	97.28%	99.40%	99.40%	100.00%
Median Sold/List Ratio		99.92%		97.29%	99.42%	100.00%	94.97%
Total Closed Units		124	100%	8	73	37	6
Total Closed Volume		43,555,973		1.55M	18.78M	19.04M	4.19M

July 2023



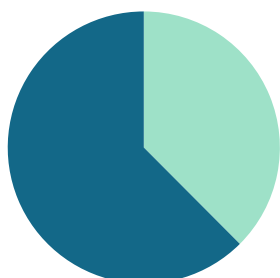
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

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

INVENTORY

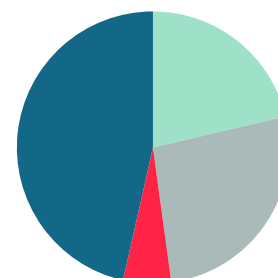


Inventory
 New Listings
170 = 37.53%
 Start Inventory
283
 Total Inventory Units
453
 Volume
\$209,539,594

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%
Median List Price	265,000	278,500	5.09%	254,750	289,450	13.62%
Median Sale Price	268,900	275,000	2.27%	260,000	287,500	10.58%
Median Percent of Selling Price to List Price	100.00%	99.92%	-0.08%	100.00%	100.00%	0.00%
Median Days on Market to Sale	6.00	8.00	33.33%	5.00	12.00	140.00%
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

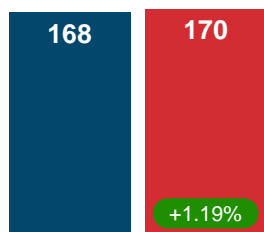
Inventory on July 31, 2023 = **270**

2022 **2023**

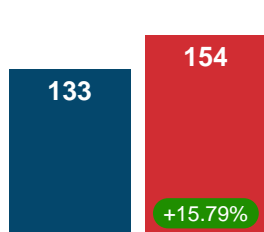
JULY MARKET

MEDIAN PRICES

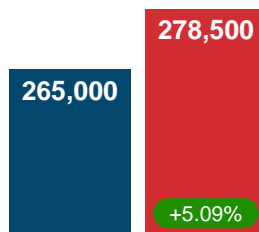
New Listings



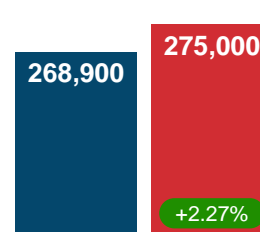
Pending Listings



List Price



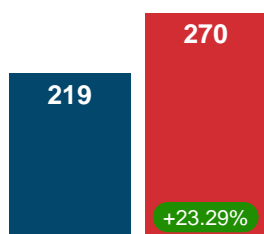
Sale Price



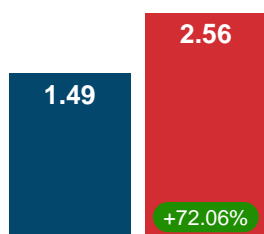
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

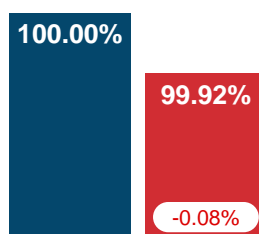
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

