

# March 2023



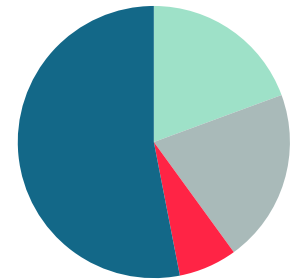
Area Delimited by County Of Rogers - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	March 2023	+/-%
Closed Listings	123	95	-22.76%
Pending Listings	147	101	-31.29%
New Listings	174	153	-12.07%
Average List Price	282,329	315,839	11.87%
Average Sale Price	284,471	314,270	10.48%
Average Percent of Selling Price to List Price	101.21%	99.83%	-1.36%
Average Days on Market to Sale	16.53	34.96	111.50%
End of Month Inventory	155	260	67.74%
Months Supply of Inventory	1.06	2.19	107.26%



■ Closed (19.39%)  
■ Pending (20.61%)  
■ Other OffMarket (6.94%)  
■ Active (53.06%)

**Absorption:** Last 12 months, an Average of **119** Sales/Month  
**Active Inventory** as of March 31, 2023 = **260**

### Analysis Wrap-Up

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

The total housing inventory at the end of March 2023 rose **67.74%** to 260 existing homes available for sale. Over the last 12 months this area has had an average of 119 closed sales per month. This represents an unsold inventory index of **2.19** 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 **10.48%** in March 2023 to \$314,270 versus the previous year at \$284,471.

#### Average Days on Market Lengthens

The average number of **34.96** days that homes spent on the market before selling increased by 18.43 days or **111.50%** in March 2023 compared to last year's same month at **16.53** DOM.

#### Sales Success for March 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 153 New Listings in March 2023, down **12.07%** from last year at 174. Furthermore, there were 95 Closed Listings this month versus last year at 123, a **-22.76%** decrease.

Closed versus Listed trends yielded a **62.1%** ratio, down from previous year's, March 2022, at **70.7%**, a **12.16%** 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

# March 2023



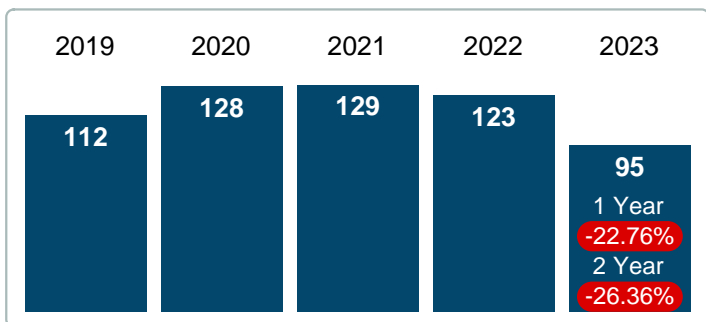
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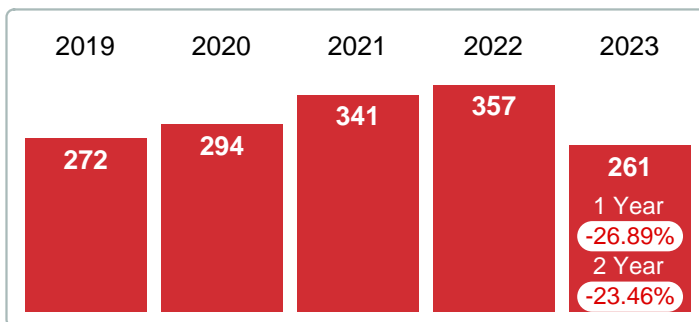
## CLOSED LISTINGS

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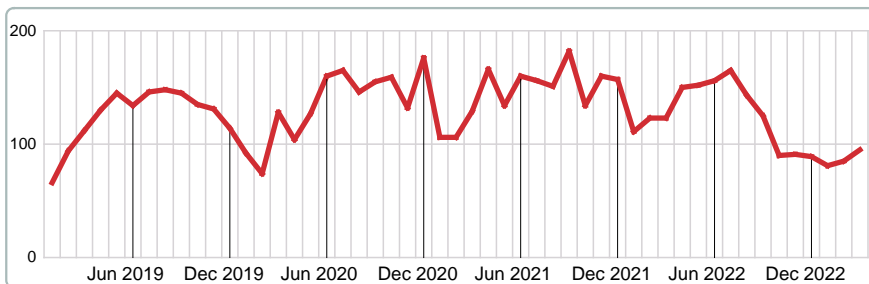
### MARCH



### YEAR TO DATE (YTD)

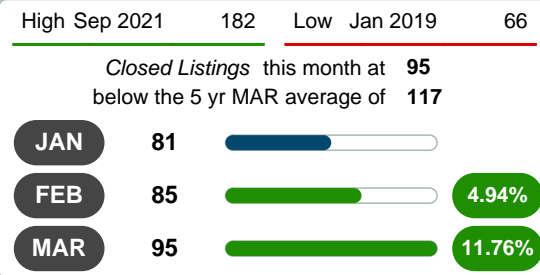


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 117



### 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	8	8.42%	23.9	1	7	0	0
\$125,001 - \$175,000	10	10.53%	11.1	1	8	1	0
\$175,001 - \$225,000	17	17.89%	22.4	4	11	2	0
\$225,001 - \$300,000	23	24.21%	22.3	0	15	8	0
\$300,001 - \$375,000	12	12.63%	56.3	0	7	4	1
\$375,001 - \$500,000	12	12.63%	45.9	1	6	3	2
\$500,001 and up	13	13.68%	69.2	0	5	3	5
<b>Total Closed Units</b>	<b>95</b>			<b>7</b>	<b>59</b>	<b>21</b>	<b>8</b>
<b>Total Closed Volume</b>	<b>29,855,609</b>	<b>100%</b>	<b>35.0</b>	<b>1.44M</b>	<b>16.32M</b>	<b>7.15M</b>	<b>4.93M</b>
<b>Average Closed Price</b>	<b>\$314,270</b>			<b>\$206,357</b>	<b>\$276,694</b>	<b>\$340,703</b>	<b>\$616,424</b>

# March 2023



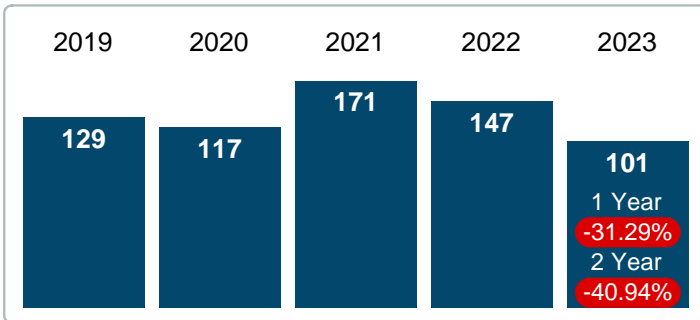
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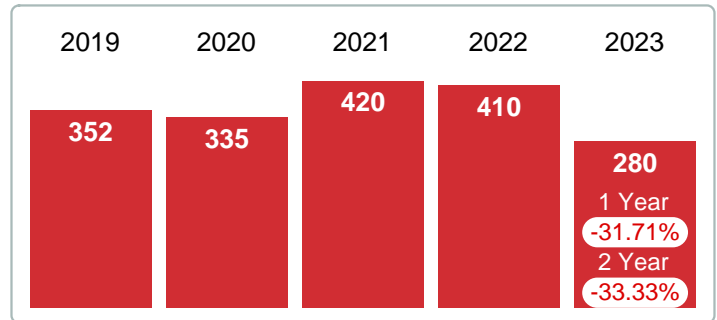
## PENDING LISTINGS

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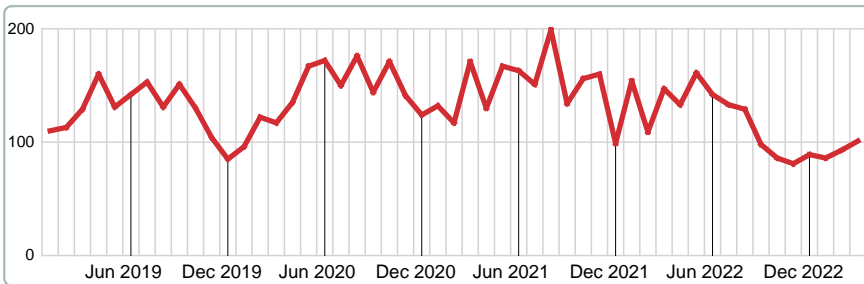
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

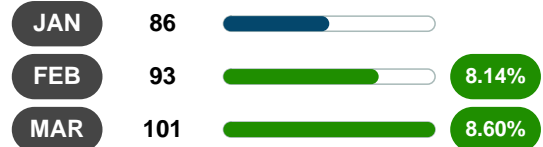


### 3 MONTHS

5 year MAR AVG = 133

High Aug 2021 199 Low Nov 2022 81

Pending Listings this month at 101  
 below the 5 yr MAR average of 133



### 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	6	5.94%	51.5	1	5	0	0
\$150,001 - \$200,000	10	9.90%	39.5	0	7	2	1
\$200,001 - \$250,000	21	20.79%	23.4	0	18	3	0
\$250,001 - \$325,000	26	25.74%	25.7	1	14	11	0
\$325,001 - \$375,000	9	8.91%	45.8	0	6	3	0
\$375,001 - \$600,000	18	17.82%	46.8	0	11	5	2
\$600,001 and up	11	10.89%	42.6	0	3	6	2
<b>Total Pending Units</b>	<b>101</b>			<b>2</b>	<b>64</b>	<b>30</b>	<b>5</b>
<b>Total Pending Volume</b>	<b>34,456,816</b>	<b>100%</b>	<b>34.9</b>	<b>403.40K</b>	<b>18.90M</b>	<b>12.42M</b>	<b>2.74M</b>
<b>Average Listing Price</b>	<b>\$341,115</b>			<b>\$201,700</b>	<b>\$295,277</b>	<b>\$414,018</b>	<b>\$547,022</b>

# March 2023



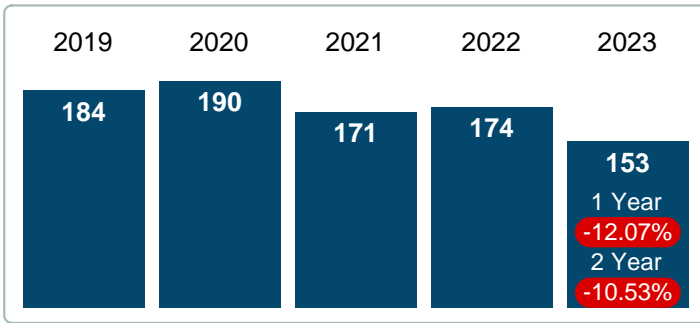
Area Delimited by County Of Rogers - Residential Property Type



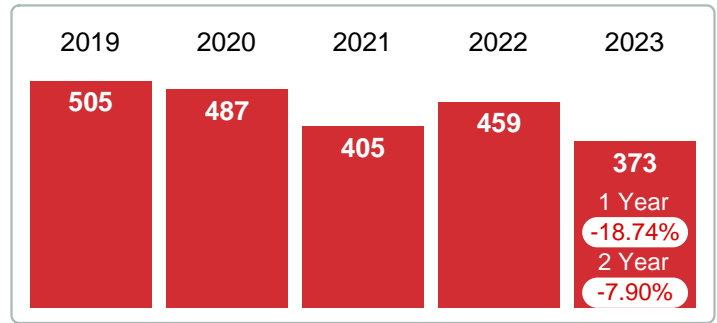
## NEW LISTINGS

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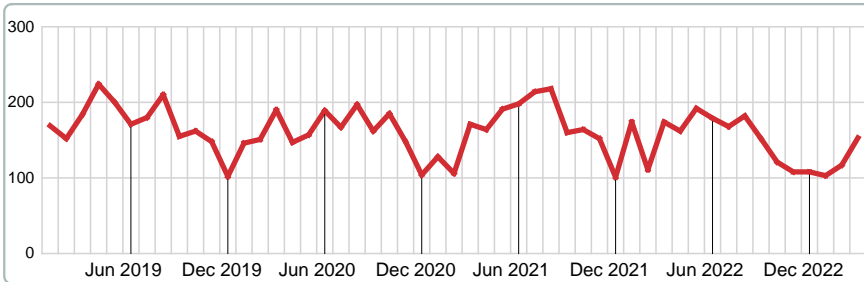
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

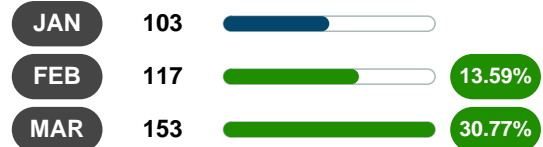


### 3 MONTHS

5 year MAR AVG = 174

High Apr 2019 224 Low Dec 2021 101

New Listings this month at 153  
below the 5 yr MAR average of 174



### 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	15	9.80%	5	10	0	0
\$175,001 - \$225,000	17	11.11%	0	16	1	0
\$225,001 - \$275,000	26	16.99%	1	20	5	0
\$275,001 - \$375,000	30	19.61%	1	17	12	0
\$375,001 - \$475,000	25	16.34%	0	18	7	0
\$475,001 - \$675,000	22	14.38%	0	2	18	2
\$675,001 and up	18	11.76%	0	1	10	7
<b>Total New Listed Units</b>	<b>153</b>		<b>7</b>	<b>84</b>	<b>53</b>	<b>9</b>
<b>Total New Listed Volume</b>	<b>63,431,981</b>	<b>100%</b>	<b>1.20M</b>	<b>27.01M</b>	<b>27.21M</b>	<b>8.01M</b>
<b>Average New Listed Listing Price</b>	<b>\$354,868</b>		<b>\$170,829</b>	<b>\$321,597</b>	<b>\$513,404</b>	<b>\$890,179</b>

# March 2023



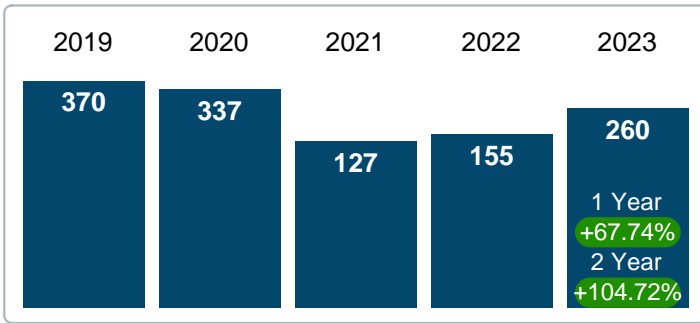
Area Delimited by County Of Rogers - Residential Property Type



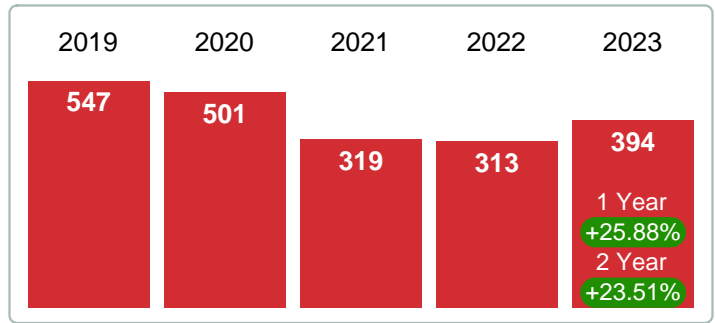
## ACTIVE INVENTORY

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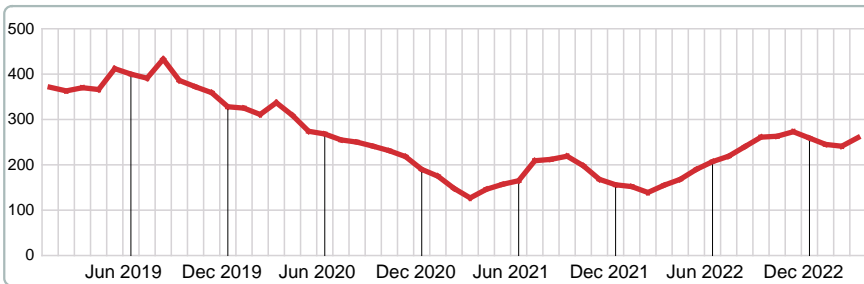
### END OF MARCH



### ACTIVE DURING MARCH

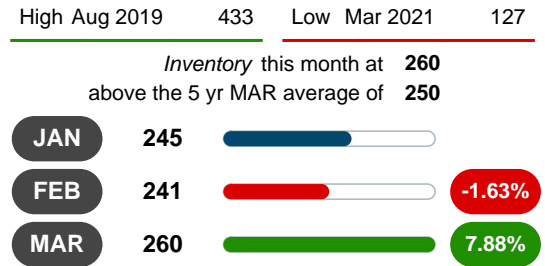


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 250



### 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	20	7.69%	74.3	6	13	1	0
\$175,001 - \$275,000	37	14.23%	62.3	1	27	9	0
\$275,001 - \$375,000	40	15.38%	44.2	1	22	16	1
\$375,001 - \$475,000	57	21.92%	81.2	2	36	16	3
\$475,001 - \$575,000	49	18.85%	99.7	0	7	33	9
\$575,001 - \$825,000	31	11.92%	79.0	0	2	19	10
\$825,001 and up	26	10.00%	98.7	0	6	10	10
<b>Total Active Inventory by Units</b>	<b>260</b>			<b>10</b>	<b>113</b>	<b>104</b>	<b>33</b>
<b>Total Active Inventory by Volume</b>	<b>129,315,802</b>	<b>100%</b>	<b>77.3</b>	<b>2.18M</b>	<b>44.70M</b>	<b>58.49M</b>	<b>23.94M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$497,368</b>			<b>\$218,440</b>	<b>\$395,576</b>	<b>\$562,444</b>	<b>\$725,370</b>

# March 2023



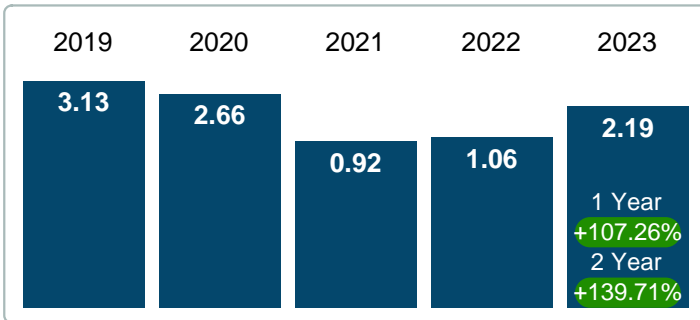
Area Delimited by County Of Rogers - Residential Property Type



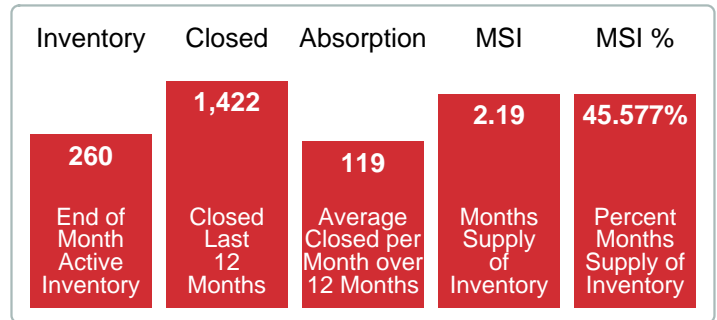
## MONTHS SUPPLY of INVENTORY (MSI)

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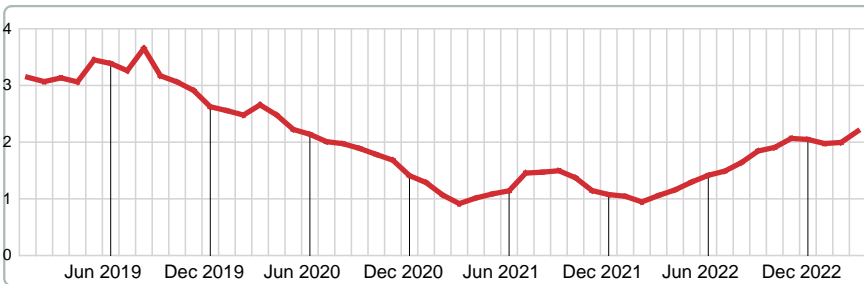
### MSI FOR MARCH



### INDICATORS FOR MARCH 2023

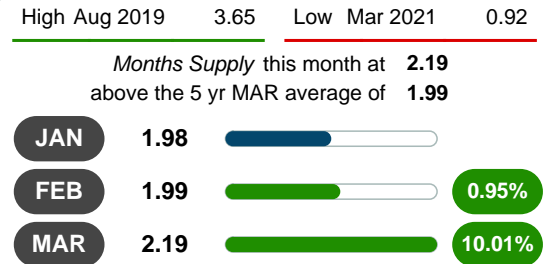


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 1.99



### 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	20	7.69%	0.87	0.91	0.88	0.75	0.00
\$175,001 - \$275,000	37	14.23%	0.92	0.60	0.84	1.48	0.00
\$275,001 - \$375,000	40	15.38%	1.82	6.00	1.83	1.83	0.92
\$375,001 - \$475,000	57	21.92%	3.70	4.00	5.84	2.09	2.77
\$475,001 - \$575,000	49	18.85%	5.50	0.00	2.63	6.39	10.80
\$575,001 - \$825,000	31	11.92%	4.54	0.00	3.00	4.22	6.00
\$825,001 and up	26	10.00%	11.56	0.00	36.00	12.00	8.00
Market Supply of Inventory (MSI)			2.19	1.09	1.65	3.03	5.21
Total Active Inventory by Units		100%	260	10	113	104	33

# March 2023



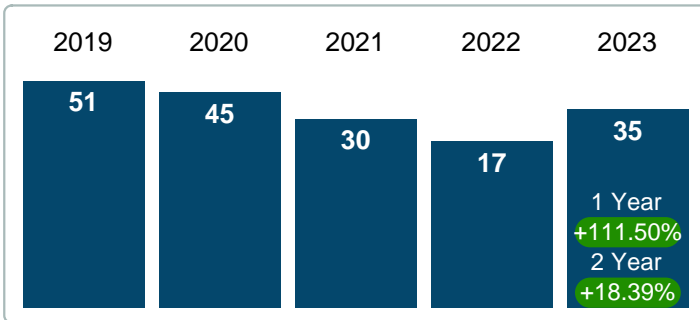
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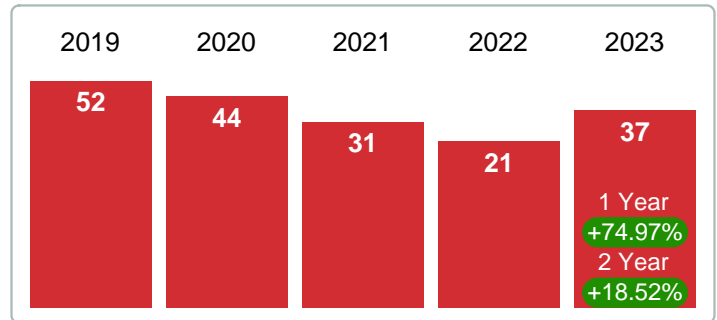
## AVERAGE DAYS ON MARKET TO SALE

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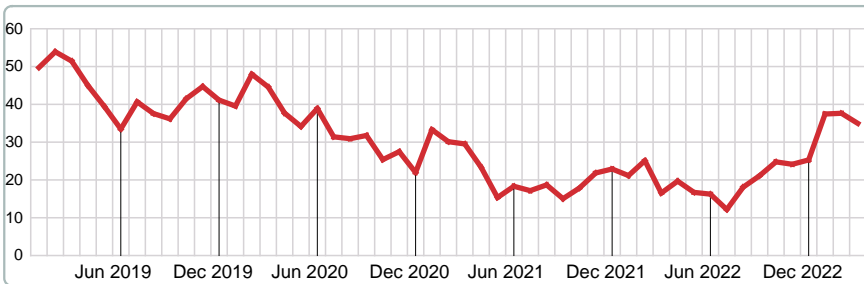
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

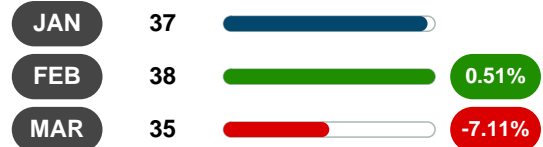


### 3 MONTHS

5 year MAR AVG = 35

High Feb 2019 54 Low Jul 2022 12

Average Days on Market to Sale this month at 35 equal to 5 yr MAR average of 35



### 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	8.42%	24	5	27	0	0
\$125,001 - \$175,000	10.53%	11	30	10	4	0
\$175,001 - \$225,000	17.89%	22	28	7	95	0
\$225,001 - \$300,000	24.21%	22	0	18	30	0
\$300,001 - \$375,000	12.63%	56	0	67	50	8
\$375,001 - \$500,000	12.63%	46	12	18	63	123
\$500,001 and up	13.68%	69	0	68	109	47
<b>Average Closed DOM</b>		<b>35</b>	<b>23</b>	<b>26</b>	<b>55</b>	<b>61</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>95</b>	<b>7</b>	<b>59</b>	<b>21</b>	<b>8</b>
<b>Total Closed Volume</b>		<b>29,855,609</b>	<b>1.44M</b>	<b>16.32M</b>	<b>7.15M</b>	<b>4.93M</b>



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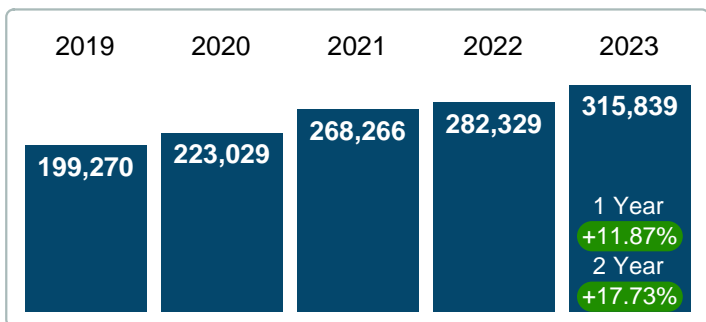
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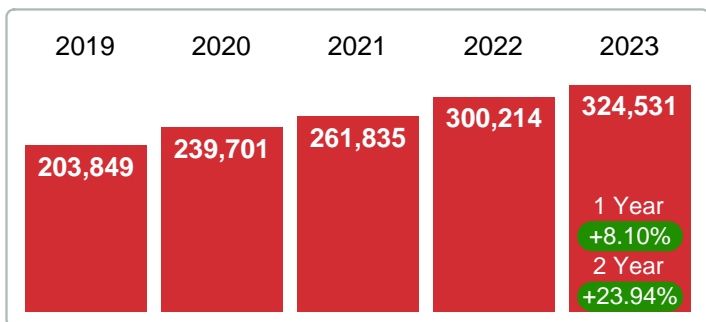
## AVERAGE LIST PRICE AT CLOSING

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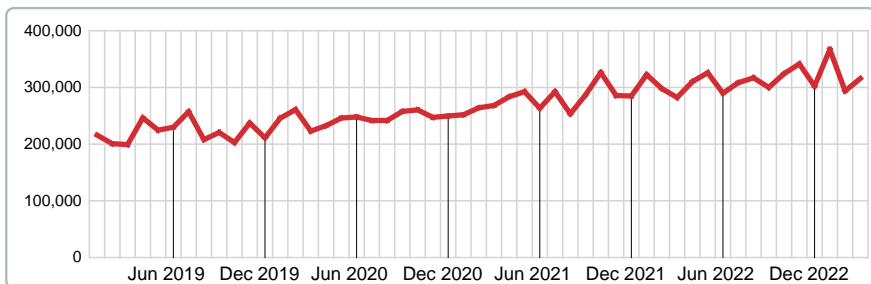
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

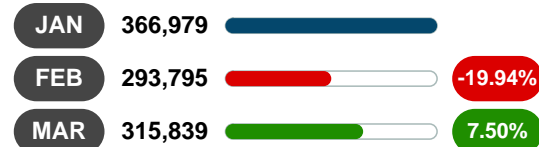


### 3 MONTHS

5 year MAR AVG = 257,747

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

Average List Price at Closing this month at **315,839**  
above the 5 yr MAR average of **257,747**



### 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	8.42%	103,850	85,900	106,414	0	0
\$125,001 - \$175,000	10.53%	152,880	149,000	154,225	150,000	0
\$175,001 - \$225,000	16.84%	204,231	208,100	203,345	217,200	0
\$225,001 - \$300,000	24.21%	273,165	0	272,333	285,361	0
\$300,001 - \$375,000	10.53%	337,657	0	358,660	343,764	324,900
\$375,001 - \$500,000	18.95%	431,523	425,000	416,984	426,371	460,000
\$500,001 and up	10.53%	695,064	0	626,467	565,467	720,862
<b>Average List Price</b>		<b>315,839</b>	<b>213,186</b>	<b>278,735</b>	<b>343,707</b>	<b>606,151</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>315,839</b>	<b>7</b>	<b>59</b>	<b>21</b>	<b>8</b>
<b>Total Closed Volume</b>		<b>30,004,718</b>	<b>1.49M</b>	<b>16.45M</b>	<b>7.22M</b>	<b>4.85M</b>



# March 2023



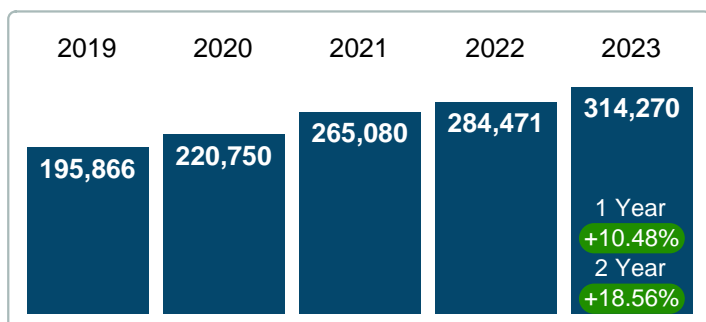
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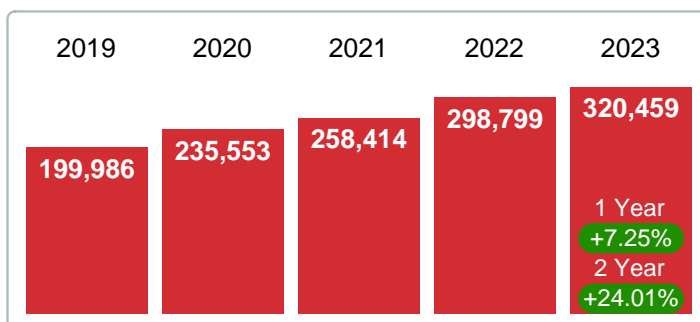
## AVERAGE SOLD PRICE AT CLOSING

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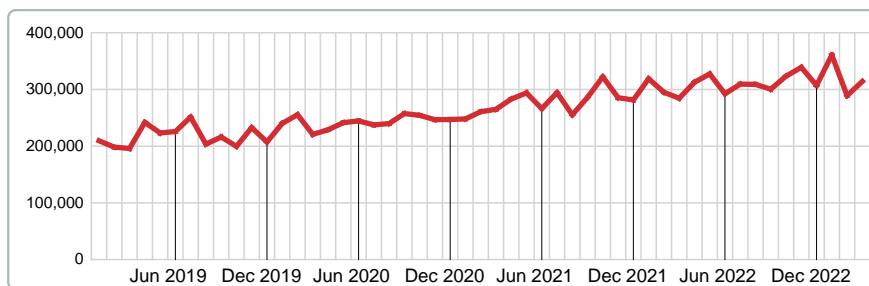
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

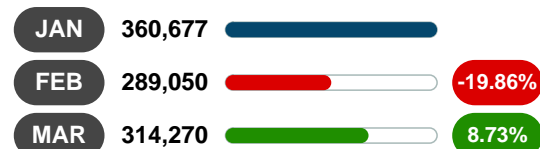


### 3 MONTHS

5 year MAR AVG = 256,087

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

Average Sold Price at Closing this month at 314,270 above the 5 yr MAR average of 256,087



### 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	8.42%	103,688	80,500	107,000	0	0
\$125,001 - \$175,000	10.53%	149,480	135,000	151,850	145,000	0
\$175,001 - \$225,000	17.89%	206,708	201,000	207,730	212,500	0
\$225,001 - \$300,000	24.21%	274,743	0	269,867	283,886	0
\$300,001 - \$375,000	12.63%	336,435	0	339,223	335,664	320,000
\$375,001 - \$500,000	12.63%	427,323	425,000	417,428	424,769	462,000
\$500,001 and up	13.68%	656,392	0	629,798	565,573	737,478
<b>Average Sold Price</b>		<b>314,270</b>	<b>206,357</b>	<b>276,694</b>	<b>340,703</b>	<b>616,424</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>95</b>	<b>7</b>	<b>59</b>	<b>21</b>	<b>8</b>
<b>Total Closed Volume</b>		<b>29,855,609</b>	<b>1.44M</b>	<b>16.32M</b>	<b>7.15M</b>	<b>4.93M</b>

# March 2023



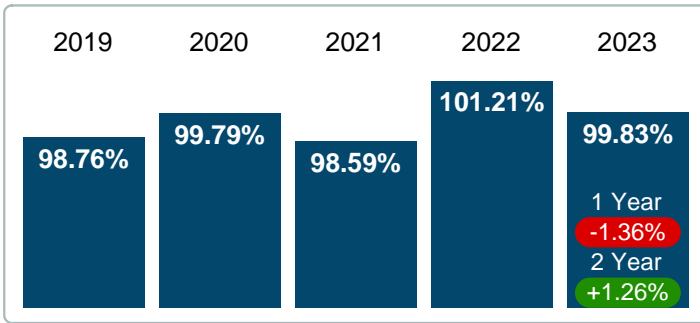
Area Delimited by County Of Rogers - Residential Property Type



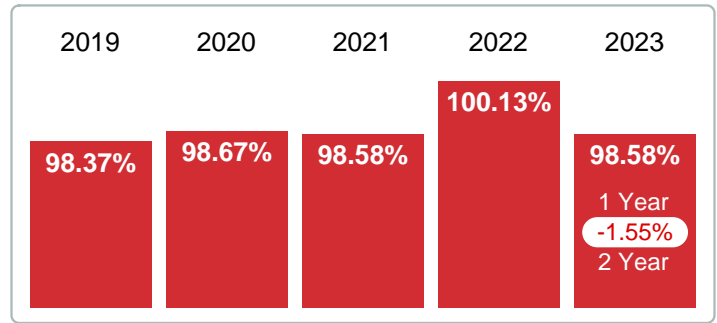
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

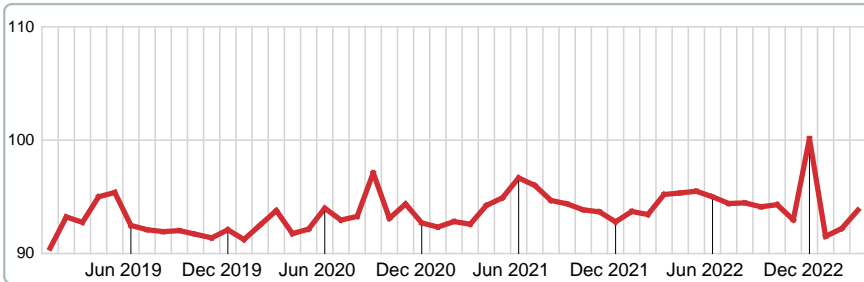
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

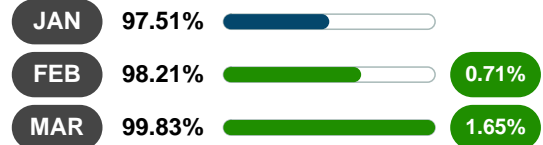


### 3 MONTHS

5 year MAR AVG = 99.63%

High Dec 2022 106.13% Low Jan 2019 96.48%

Average Sold/List Ratio this month at **99.83%**  
equal to 5 yr MAR average of **99.63%**



## 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	8	8.42%	105.29%	93.71%	106.94%	0.00%	0.00%
\$125,001 - \$175,000	10	10.53%	97.71%	90.60%	98.73%	96.67%	0.00%
\$175,001 - \$225,000	17	17.89%	100.48%	96.92%	102.26%	97.82%	0.00%
\$225,001 - \$300,000	23	24.21%	99.32%	0.00%	99.25%	99.47%	0.00%
\$300,001 - \$375,000	12	12.63%	96.07%	0.00%	94.73%	97.81%	98.49%
\$375,001 - \$500,000	12	12.63%	99.98%	100.00%	100.04%	99.56%	100.46%
\$500,001 and up	13	13.68%	101.48%	0.00%	100.67%	100.31%	102.98%
Average Sold/List Ratio		99.80%		96.00%	100.32%	98.99%	101.79%
Total Closed Units		95	100%	7	59	21	8
Total Closed Volume		29,855,609		1.44M	16.32M	7.15M	4.93M

# March 2023



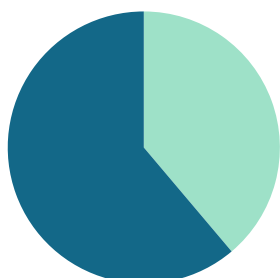
Area Delimited by County Of Rogers - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

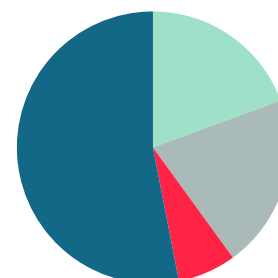


**Inventory**  
 New Listings  
**153 = 38.83%**  
 Start Inventory  
**241**  
 Total Inventory Units  
**394**  
 Volume  
**\$178,980,170**

### Market Activity

Closed Sales  
**95 = 19.39%**  
 Pending Sales  
**101 = 20.61%**  
 Other Off Market  
**34 = 6.94%**  
 Active Inventory  
**260 = 53.06%**

### MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	123	95	-22.76%	357	261	-26.89%
Pending Sales	147	101	-31.29%	410	280	-31.71%
New Listings	174	153	-12.07%	459	373	-18.74%
Average List Price	282,329	315,839	11.87%	300,214	324,531	8.10%
Average Sale Price	284,471	314,270	10.48%	298,799	320,459	7.25%
Average Percent of Selling Price to List Price	101.21%	99.83%	-1.36%	100.13%	98.58%	-1.55%
Average Days on Market to Sale	16.53	34.96	111.50%	20.92	36.60	74.97%
Monthly Inventory	155	260	67.74%	155	260	67.74%
Months Supply of Inventory	1.06	2.19	107.26%	1.06	2.19	107.26%

**Absorption:** Last 12 months, an Average of **119** Sales/Month

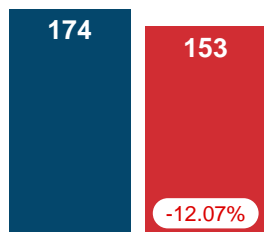
**Inventory** on March 31, 2023 = **260**

**2022** **2023**

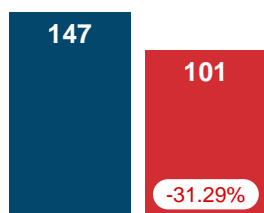
### MARCH MARKET

### AVERAGE PRICES

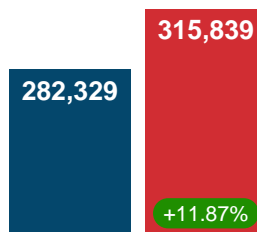
#### New Listings



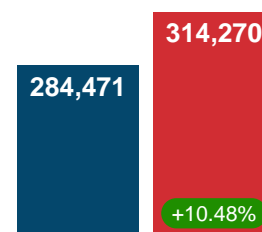
#### Pending Listings



#### List Price



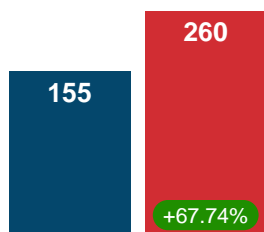
#### Sale Price



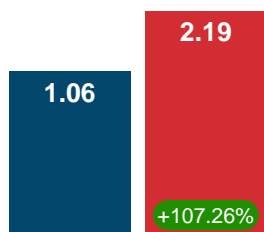
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

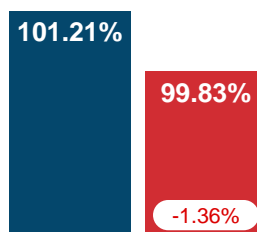
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

