

August 2023



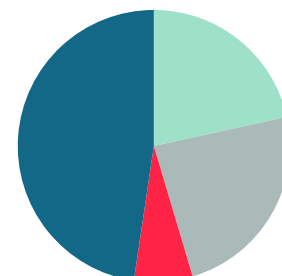
Area Delimited by County Of Rogers - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	August 2023	+/-%
Closed Listings	143	124	-13.29%
Pending Listings	129	137	6.20%
New Listings	182	171	-6.04%
Average List Price	317,001	336,626	6.19%
Average Sale Price	308,935	336,450	8.91%
Average Percent of Selling Price to List Price	100.46%	101.32%	0.86%
Average Days on Market to Sale	18.09	31.81	75.86%
End of Month Inventory	240	274	14.17%
Months Supply of Inventory	1.64	2.64	60.90%



■ Closed (21.57%)
■ Pending (23.83%)
■ Other OffMarket (6.96%)
■ Active (47.65%)

Absorption: Last 12 months, an Average of **104** Sales/Month
Active Inventory as of August 31, 2023 = **274**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of August 2023 rose **14.17%** to 274 existing homes available for sale. Over the last 12 months this area has had an average of 104 closed sales per month. This represents an unsold inventory index of **2.64** 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 **8.91%** in August 2023 to \$336,450 versus the previous year at \$308,935.

Average Days on Market Lengthens

The average number of **31.81** days that homes spent on the market before selling increased by 13.72 days or **75.86%** in August 2023 compared to last year's same month at **18.09** DOM.

Sales Success for August 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 171 New Listings in August 2023, down **6.04%** from last year at 182. Furthermore, there were 124 Closed Listings this month versus last year at 143, a **-13.29%** decrease.

Closed versus Listed trends yielded a **72.5%** ratio, down from previous year's, August 2022, at **78.6%**, a **7.71%** downswing. This will certainly create pressure on an increasing Month's 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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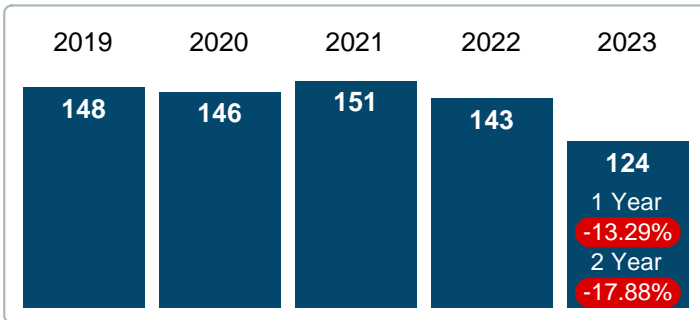
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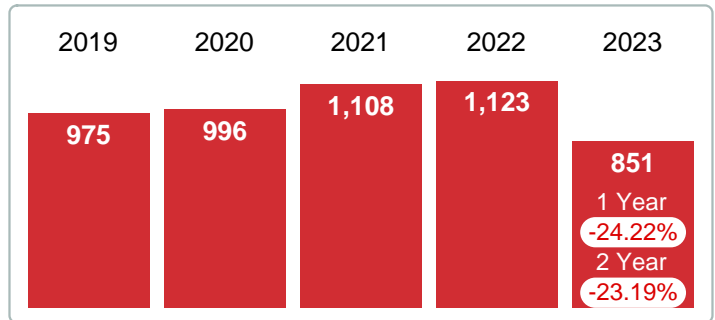
CLOSED LISTINGS

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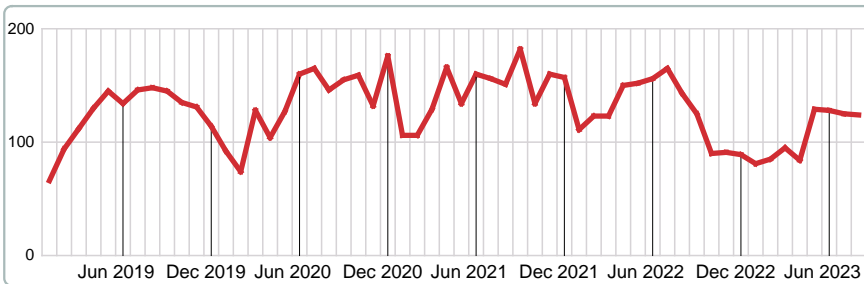
AUGUST



YEAR TO DATE (YTD)

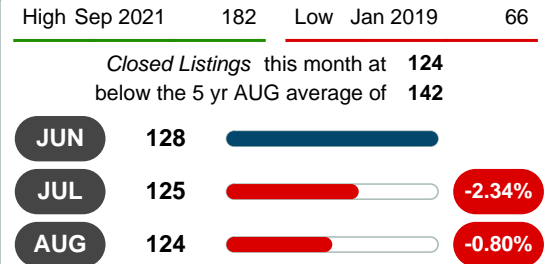


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 142



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$175,000 and less	12	9.68%	10.8	2	9	0	1
\$175,001 - \$200,000	12	9.68%	8.6	1	10	1	0
\$200,001 - \$250,000	23	18.55%	20.9	0	19	4	0
\$250,001 - \$350,000	32	25.81%	28.6	3	14	12	3
\$350,001 - \$400,000	13	10.48%	43.3	0	5	6	2
\$400,001 - \$600,000	19	15.32%	47.9	1	4	12	2
\$600,001 and up	13	10.48%	64.8	0	0	8	5
Total Closed Units	124			7	61	43	13
Total Closed Volume	41,719,810	100%	31.8	1.73M	15.38M	18.23M	6.38M
Average Closed Price	\$336,450			\$246,929	\$252,091	\$424,062	\$490,701

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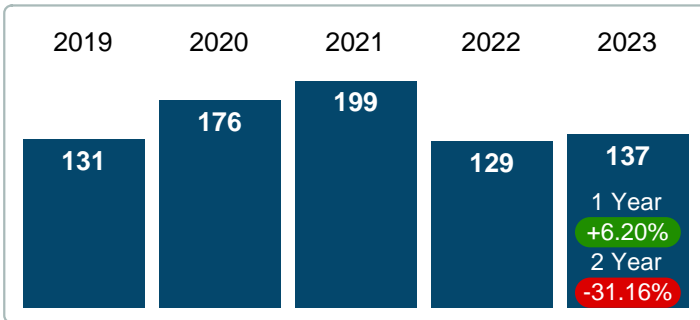
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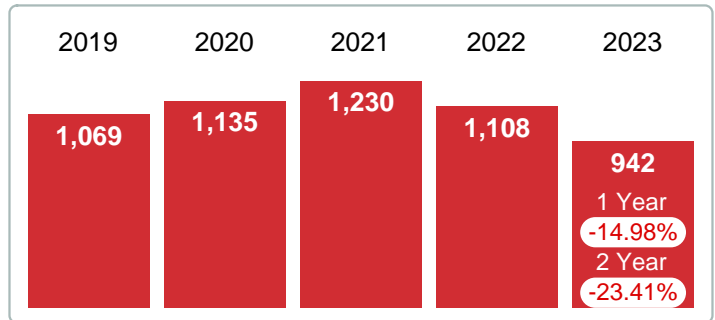
PENDING LISTINGS

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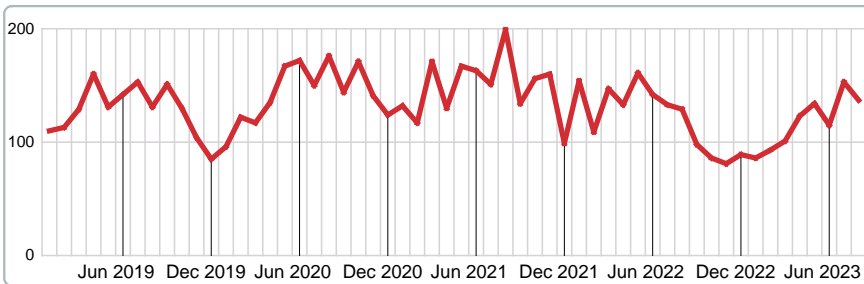
AUGUST



YEAR TO DATE (YTD)

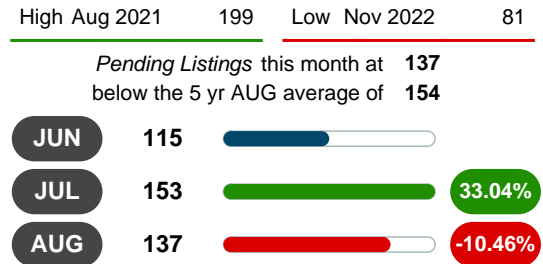


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 154



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	13	9.49%	32.2	3	8	2	0
\$150,001 - \$200,000	14	10.22%	18.1	0	12	2	0
\$200,001 - \$250,000	26	18.98%	21.7	0	20	6	0
\$250,001 - \$325,000	25	18.25%	30.0	1	18	6	0
\$325,001 - \$450,000	28	20.44%	70.9	3	15	8	2
\$450,001 - \$600,000	16	11.68%	56.7	0	5	4	7
\$600,001 and up	15	10.95%	71.5	0	1	11	3
Total Pending Units	137			7	79	39	12
Total Pending Volume	46,970,594	100%	44.2	1.71M	21.80M	16.58M	6.87M
Average Listing Price	\$358,057			\$244,929	\$275,936	\$425,251	\$572,700

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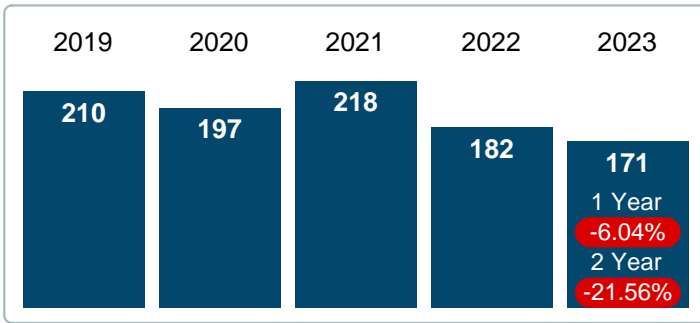
Area Delimited by County Of Rogers - Residential Property Type



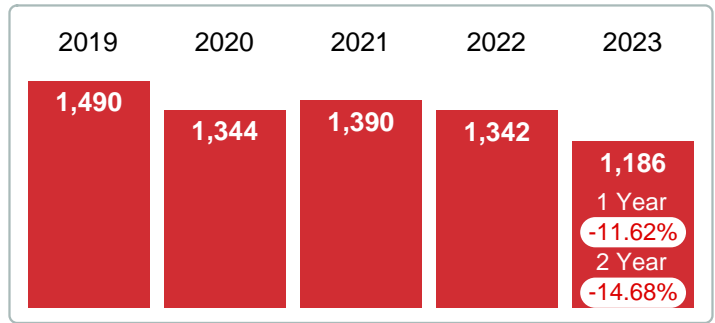
NEW LISTINGS

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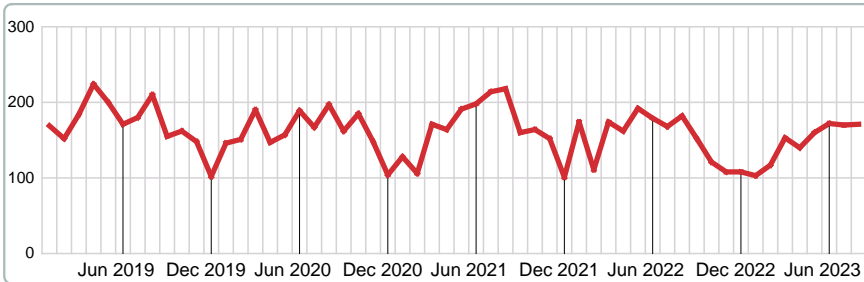
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 196

High Apr 2019 224 Low Dec 2021 101

New Listings this month at 171
 below the 5 yr AUG average of 196



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	8.77%	6	7	2	0
\$175,001 - \$200,000	13	7.60%	2	9	2	0
\$200,001 - \$275,000	35	20.47%	0	30	5	0
\$275,001 - \$350,000	42	24.56%	1	29	12	0
\$350,001 - \$475,000	26	15.20%	1	13	8	4
\$475,001 - \$625,000	22	12.87%	1	7	10	4
\$625,001 and up	18	10.53%	0	1	11	6
Total New Listed Units	171		11	96	50	14
Total New Listed Volume	66,133,994	100%	2.27M	30.46M	23.73M	9.67M
Average New Listed Listing Price	\$367,248		\$206,391	\$317,314	\$474,555	\$690,986

August 2023



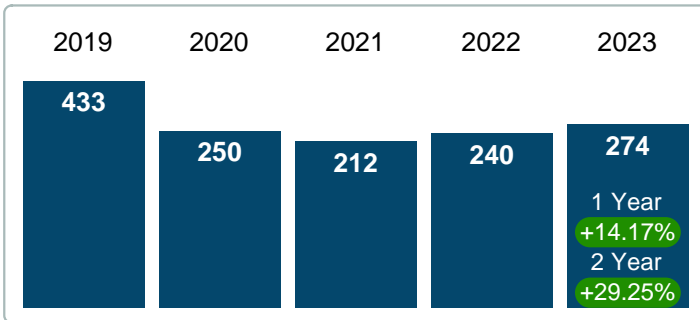
Area Delimited by County Of Rogers - Residential Property Type



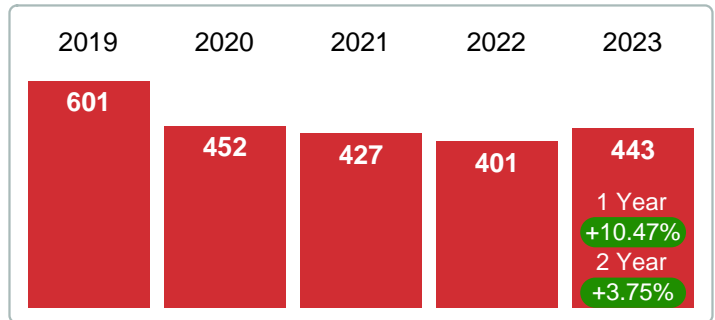
ACTIVE INVENTORY

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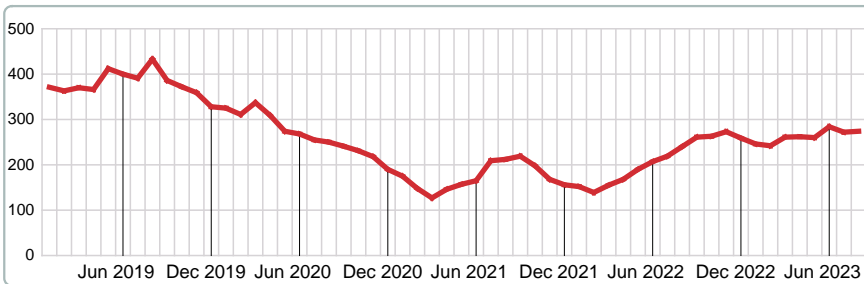
END OF AUGUST



ACTIVE DURING AUGUST

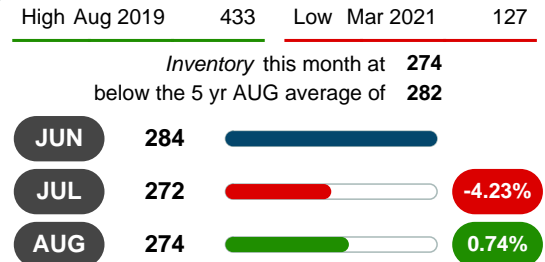


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 282



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$200,000 and less	25	9.12%	43.7	6	15	4	0
\$200,001 - \$275,000	26	9.49%	34.5	1	20	5	0
\$275,001 - \$350,000	52	18.98%	43.7	2	28	21	1
\$350,001 - \$475,000	55	20.07%	97.7	0	31	20	4
\$475,001 - \$575,000	49	17.88%	89.0	2	9	28	10
\$575,001 - \$775,000	39	14.23%	83.3	0	8	22	9
\$775,001 and up	28	10.22%	77.5	2	4	9	13
Total Active Inventory by Units	274			13	115	109	37
Total Active Inventory by Volume	147,341,366	100%	70.9	4.84M	46.28M	60.54M	35.69M
Average Active Inventory Listing Price	\$537,742			\$372,600	\$402,394	\$555,377	\$964,490

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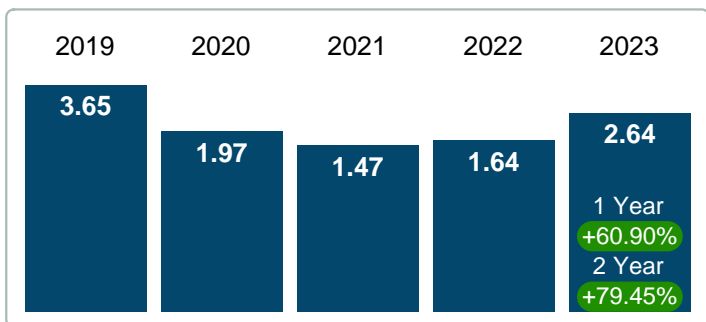
Area Delimited by County Of Rogers - Residential Property Type



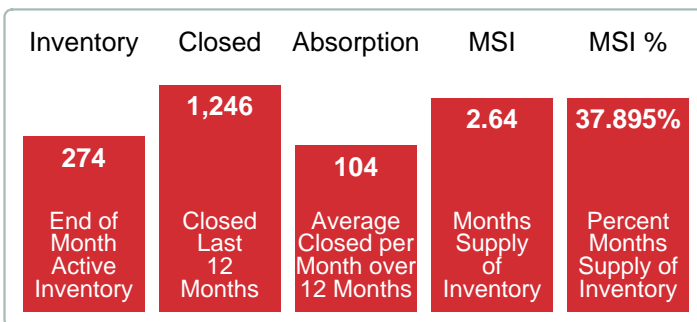
MONTHS SUPPLY of INVENTORY (MSI)

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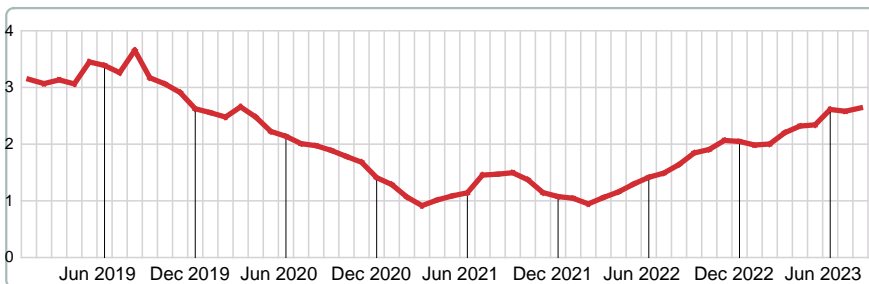
MSI FOR AUGUST



INDICATORS FOR AUGUST 2023

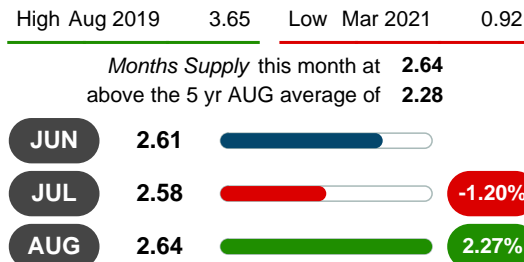


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 2.28



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
\$200,000 and less	25	9.12%	1.04	1.38	0.85	2.67	0.00
\$200,001 - \$275,000	26	9.49%	1.00	1.00	1.00	1.05	0.00
\$275,001 - \$350,000	52	18.98%	2.80	4.80	2.90	2.77	1.09
\$350,001 - \$475,000	55	20.07%	3.11	0.00	4.33	2.29	3.00
\$475,001 - \$575,000	49	17.88%	6.46	24.00	4.50	6.00	12.00
\$575,001 - \$775,000	39	14.23%	5.78	0.00	12.00	4.89	6.35
\$775,001 and up	28	10.22%	9.08	0.00	12.00	6.75	9.18
Market Supply of Inventory (MSI)			2.64	2.03	1.99	3.29	5.55
Total Active Inventory by Units		100%	2.64	13	115	109	37

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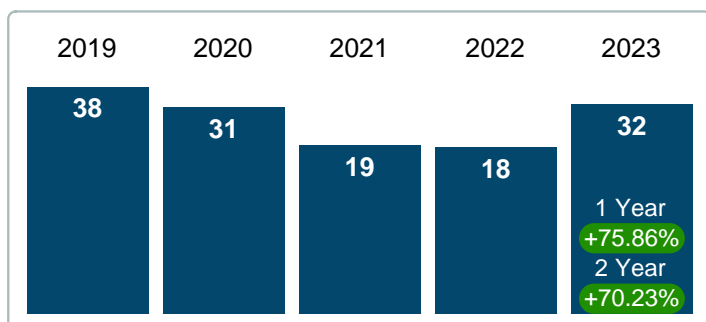
Area Delimited by County Of Rogers - Residential Property Type



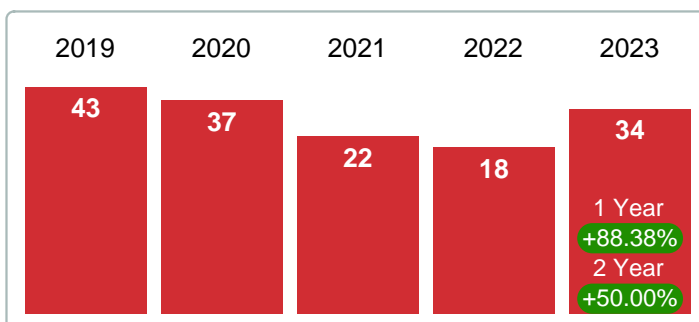
AVERAGE DAYS ON MARKET TO SALE

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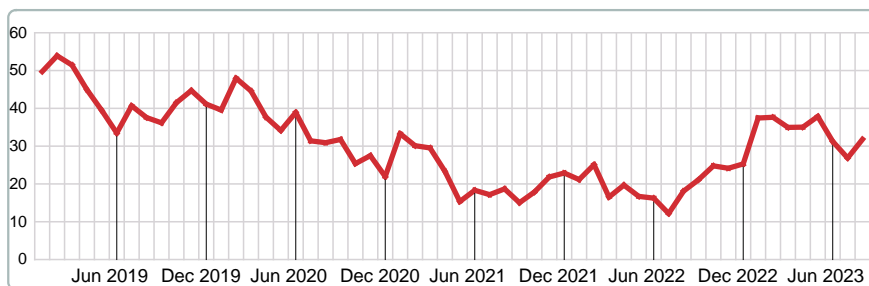
AUGUST



YEAR TO DATE (YTD)

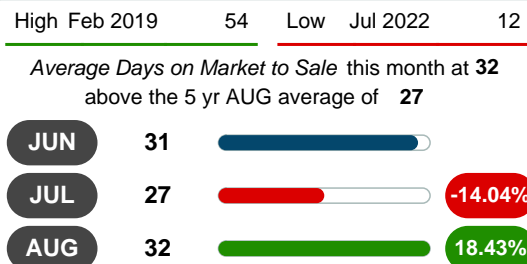


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 27



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
\$175,000 and less	9.68%	11	3	13	0	6
\$175,001 - \$200,000	9.68%	9	7	8	13	0
\$200,001 - \$250,000	18.55%	21	0	21	22	0
\$250,001 - \$350,000	25.81%	29	72	19	28	36
\$350,001 - \$400,000	10.48%	43	0	6	22	202
\$400,001 - \$600,000	15.32%	48	1	83	35	81
\$600,001 and up	10.48%	65	0	0	55	80
Average Closed DOM		32	33	20	33	83
Total Closed Units	100%	32	7	61	43	13
Total Closed Volume		41,719,810	1.73M	15.38M	18.23M	6.38M

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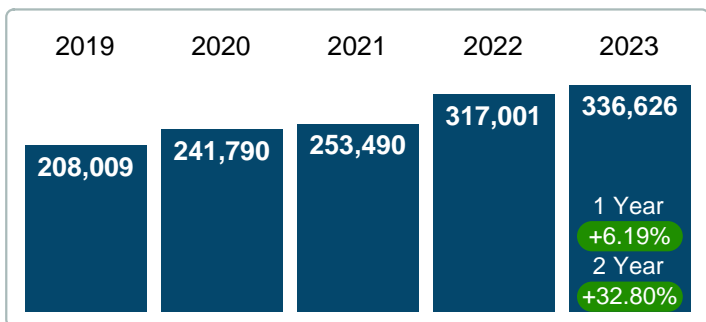
Area Delimited by County Of Rogers - Residential Property Type



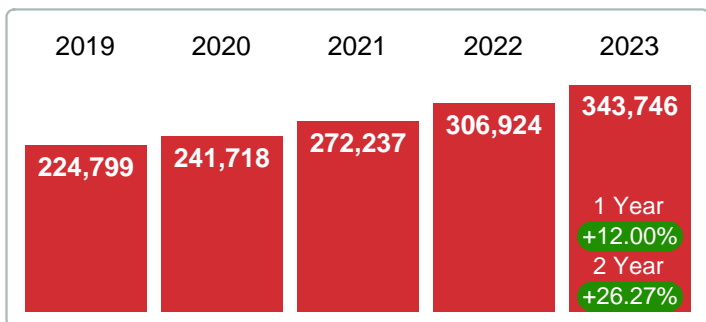
AVERAGE LIST PRICE AT CLOSING

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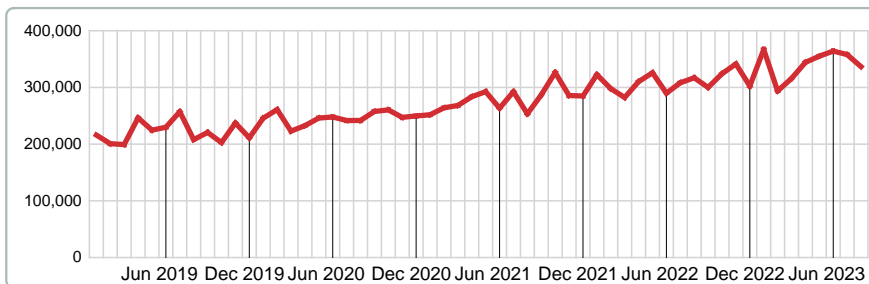
AUGUST



YEAR TO DATE (YTD)

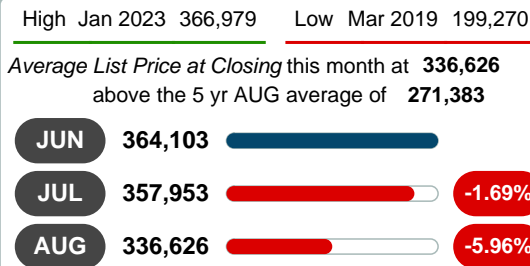


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 271,383



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
\$175,000 and less	10.48%	136,408	90,000	159,856	0	85,000
\$175,001 - \$200,000	11.29%	191,286	189,900	185,990	210,000	0
\$200,001 - \$250,000	17.74%	229,959	0	226,219	227,325	0
\$250,001 - \$350,000	22.58%	305,063	328,667	294,107	300,308	301,667
\$350,001 - \$400,000	12.90%	375,818	0	361,818	380,667	397,000
\$400,001 - \$600,000	15.32%	466,026	437,500	435,025	463,350	472,000
\$600,001 and up	9.68%	735,158	0	0	723,087	720,980
Average List Price		336,626	256,200	250,221	426,788	487,146
Total Closed Units	100%	336,626	7	61	43	13
Total Closed Volume		41,741,656	1.79M	15.26M	18.35M	6.33M

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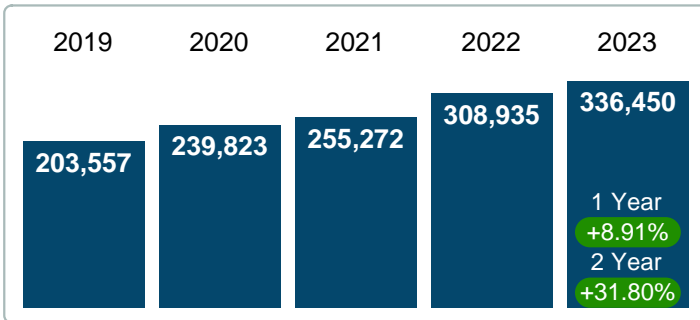
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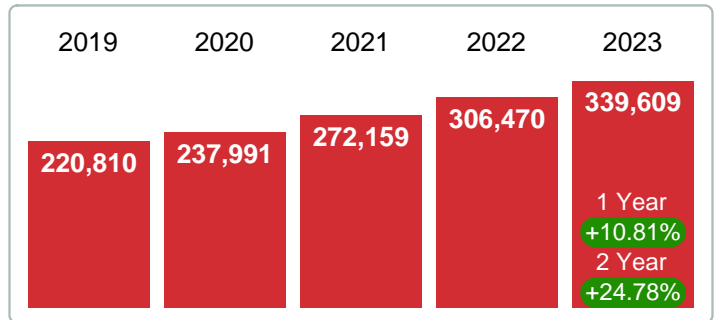
AVERAGE SOLD PRICE AT CLOSING

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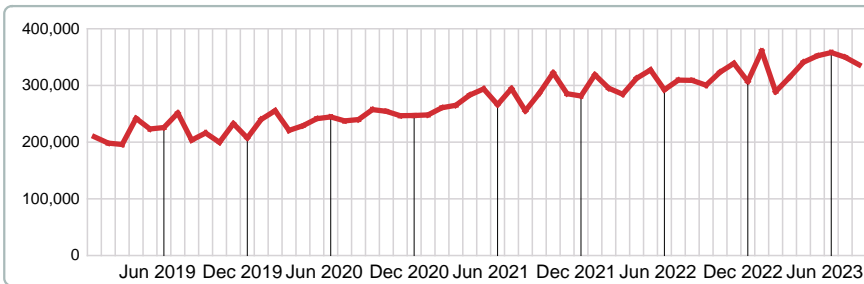
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

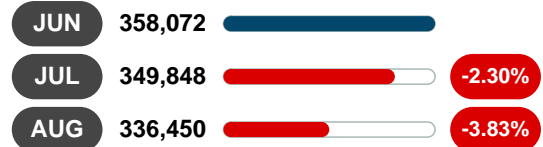


3 MONTHS

5 year AUG AVG = 268,807

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

Average Sold Price at Closing this month at **336,450** above the 5 yr AUG average of **268,807**



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
\$175,000 and less	9.68%	138,583	95,500	154,111	0	85,000
\$175,001 - \$200,000	9.68%	188,750	200,000	186,500	200,000	0
\$200,001 - \$250,000	18.55%	223,122	0	223,542	221,125	0
\$250,001 - \$350,000	25.81%	304,250	300,000	308,071	299,834	308,333
\$350,001 - \$400,000	10.48%	373,546	0	361,018	379,500	387,000
\$400,001 - \$600,000	15.32%	459,223	437,500	440,040	465,215	472,500
\$600,001 and up	10.48%	718,667	0	0	711,570	730,022
Average Sold Price		336,450	246,929	252,091	424,062	490,701
Total Closed Units	100%	336,450	7	61	43	13
Total Closed Volume		41,719,810	1.73M	15.38M	18.23M	6.38M

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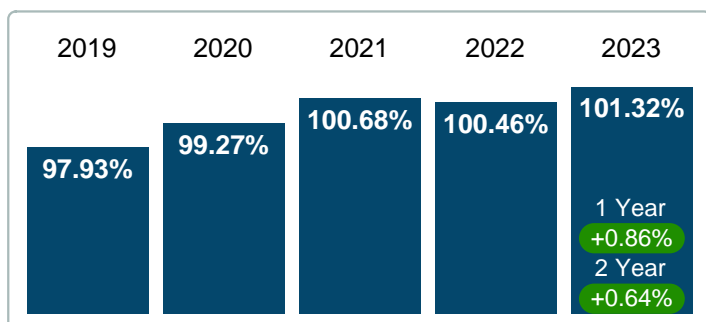
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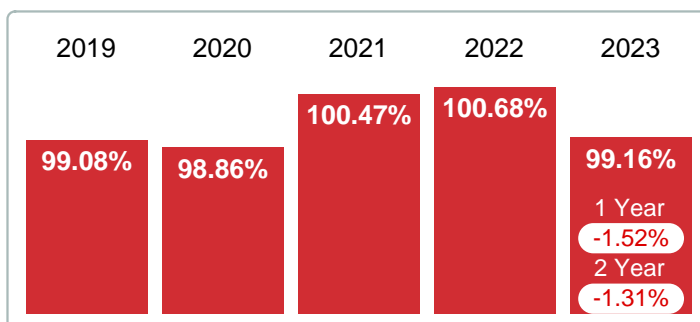
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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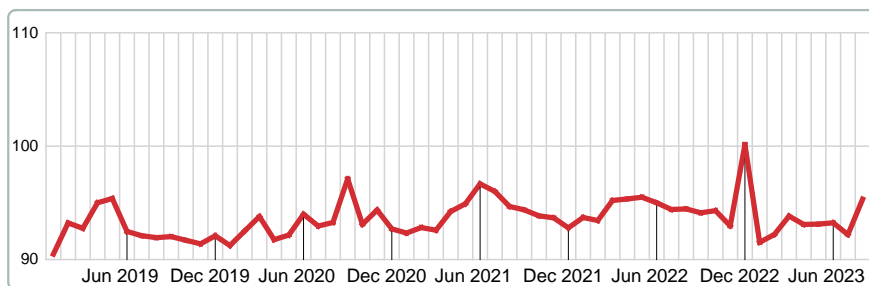
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

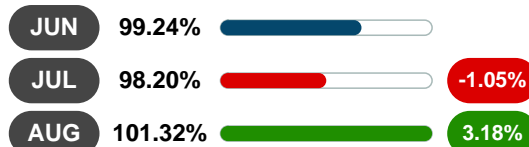


3 MONTHS

5 year AUG AVG = 99.93%

High Dec 2022 106.13% Low Jan 2019 96.48%

Average Sold/List Ratio this month at **101.32%**
above the 5 yr AUG average of **99.93%**



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
\$175,000 and less	12	9.68%	99.60%	111.48%	96.92%	0.00%	100.00%
\$175,001 - \$200,000	12	9.68%	100.37%	105.32%	100.39%	95.24%	0.00%
\$200,001 - \$250,000	23	18.55%	98.74%	0.00%	98.97%	97.64%	0.00%
\$250,001 - \$350,000	32	25.81%	106.17%	91.17%	115.53%	99.93%	102.43%
\$350,001 - \$400,000	13	10.48%	99.42%	0.00%	99.85%	99.71%	97.47%
\$400,001 - \$600,000	19	15.32%	100.51%	100.00%	101.16%	100.40%	100.09%
\$600,001 and up	13	10.48%	99.55%	0.00%	0.00%	98.57%	101.10%
Average Sold/List Ratio			101.30%	100.26%	102.92%	99.45%	100.61%
Total Closed Units		100%	101.30%	7	61	43	13
Total Closed Volume				1.73M	15.38M	18.23M	6.38M

August 2023



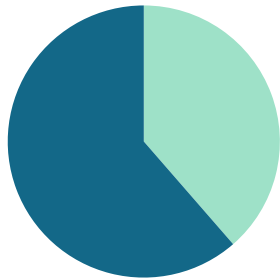
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

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

INVENTORY

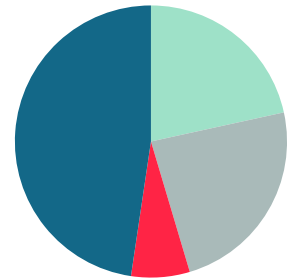


Inventory
 New Listings
171 = 38.60%
 Start Inventory
272
 Total Inventory Units
443
 Volume
\$210,066,760

Market Activity

Closed Sales
124 = 21.57%
 Pending Sales
137 = 23.83%
 Other Off Market
40 = 6.96%
 Active Inventory
274 = 47.65%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	143	124	-13.29%	1,123	851	-24.22%
Pending Sales	129	137	6.20%	1,108	942	-14.98%
New Listings	182	171	-6.04%	1,342	1,186	-11.62%
Average List Price	317,001	336,626	6.19%	306,924	343,746	12.00%
Average Sale Price	308,935	336,450	8.91%	306,470	339,609	10.81%
Average Percent of Selling Price to List Price	100.46%	101.32%	0.86%	100.68%	99.16%	-1.52%
Average Days on Market to Sale	18.09	31.81	75.86%	17.89	33.70	88.38%
Monthly Inventory	240	274	14.17%	240	274	14.17%
Months Supply of Inventory	1.64	2.64	60.90%	1.64	2.64	60.90%

Absorption: Last 12 months, an Average of **104** Sales/Month

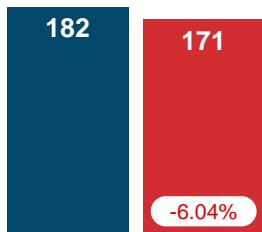
Inventory on August 31, 2023 = **274**

2022 **2023**

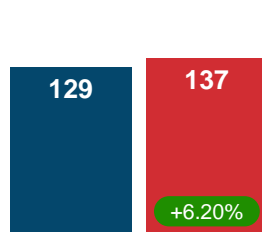
AUGUST MARKET

AVERAGE PRICES

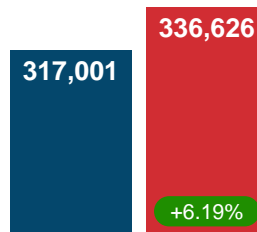
New Listings



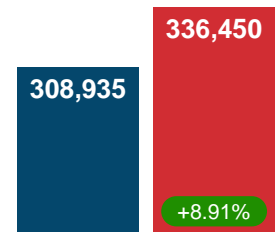
Pending Listings



List Price



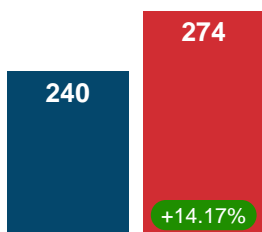
Sale Price



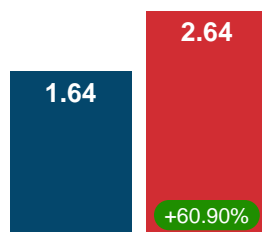
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

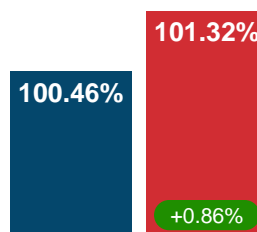
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

