

September 2023



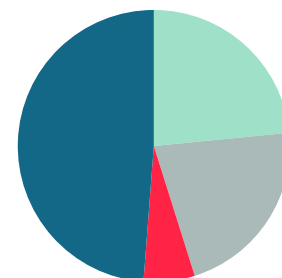
Area Delimited by County Of Rogers - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2022	2023	+/-%
Closed Listings	125	135	8.00%
Pending Listings	98	125	27.55%
New Listings	152	149	-1.97%
Median List Price	250,000	299,000	19.60%
Median Sale Price	249,000	290,000	16.47%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	8.00	11.00	37.50%
End of Month Inventory	261	281	7.66%
Months Supply of Inventory	1.84	2.68	45.64%



■ Closed (23.44%)
■ Pending (21.70%)
■ Other OffMarket (6.08%)
■ Active (48.78%)

Absorption: Last 12 months, an Average of **105** Sales/Month
Active Inventory as of September 30, 2023 = **281**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of September 2023 rose **7.66%** to 281 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 **2.68** 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 **16.47%** in September 2023 to \$290,000 versus the previous year at \$249,000.

Median Days on Market Lengthens

The median number of **11.00** days that homes spent on the market before selling increased by 3.00 days or **37.50%** in September 2023 compared to last year's same month at **8.00** DOM.

Sales Success for September 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 149 New Listings in September 2023, down **1.97%** from last year at 152. Furthermore, there were 135 Closed Listings this month versus last year at 125, a **8.00%** increase.

Closed versus Listed trends yielded a **90.6%** ratio, up from previous year's, September 2022, at **82.2%**, a **10.17%** 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

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

September 2023



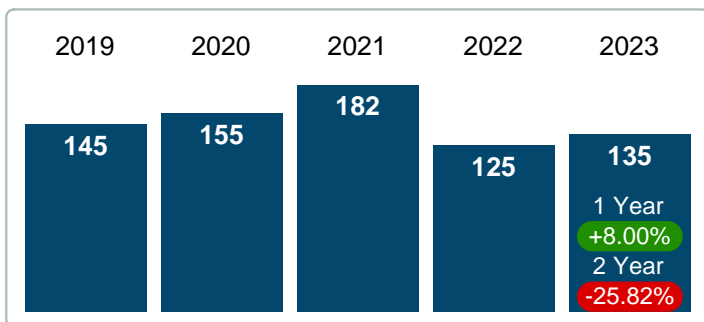
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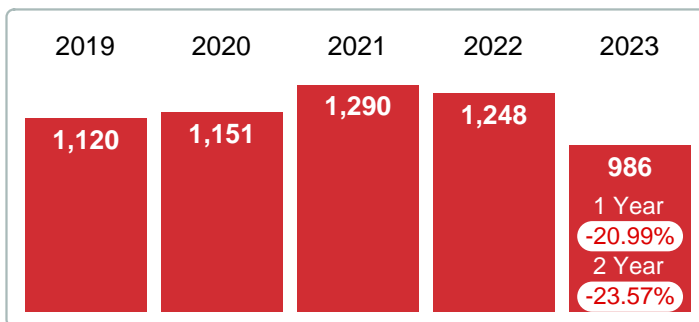
CLOSED LISTINGS

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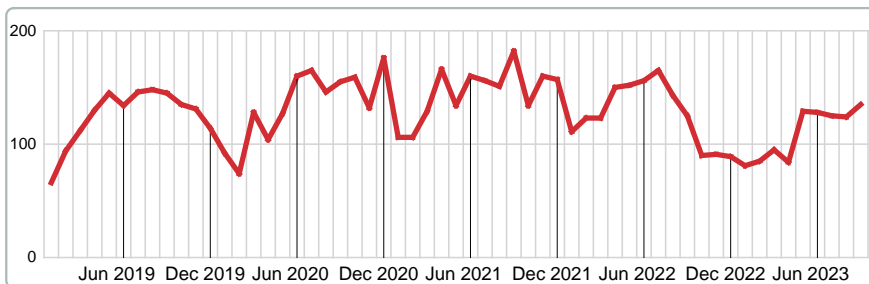
SEPTEMBER



YEAR TO DATE (YTD)

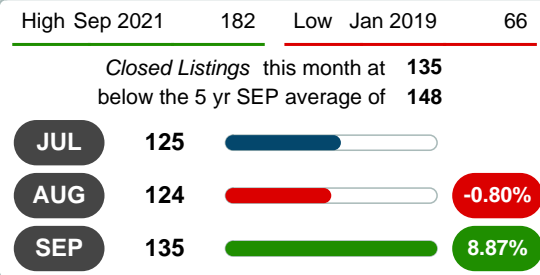


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 148



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	8.89%	9.5	2	9	1	0
\$150,001 - \$200,000	12	8.89%	7.0	2	8	2	0
\$200,001 - \$250,000	29	21.48%	6.0	1	24	4	0
\$250,001 - \$325,000	28	20.74%	15.0	0	17	11	0
\$325,001 - \$425,000	22	16.30%	19.5	0	13	7	2
\$425,001 - \$575,000	18	13.33%	54.0	0	6	7	5
\$575,001 and up	14	10.37%	6.5	0	3	7	4
Total Closed Units	135			5	80	39	11
Total Closed Volume	45,030,380	100%	11.0	851.90K	22.69M	15.46M	6.03M
Median Closed Price	\$290,000			\$170,000	\$250,000	\$356,500	\$530,000

September 2023



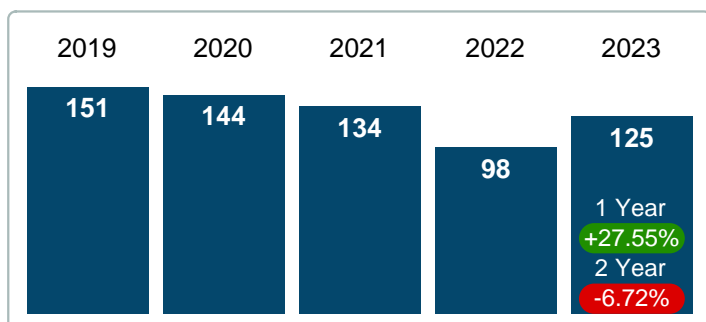
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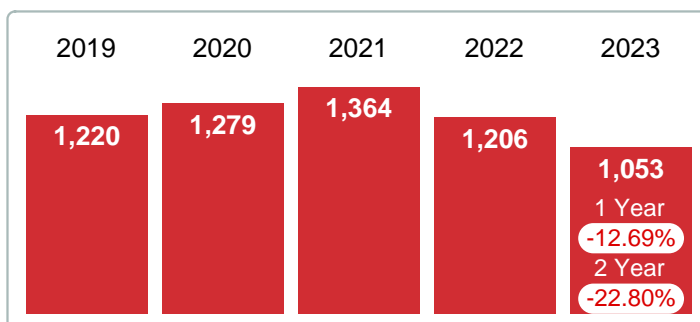
PENDING LISTINGS

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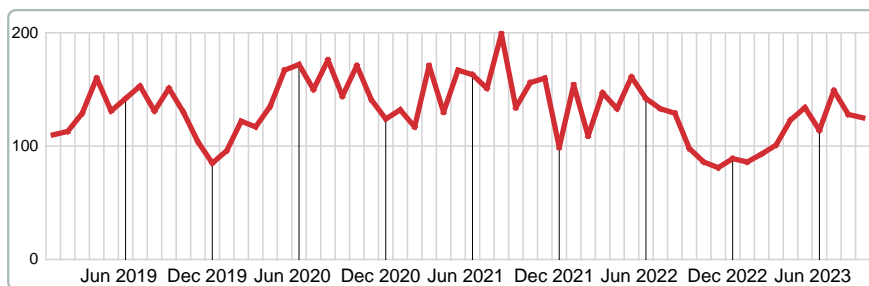
SEPTEMBER



YEAR TO DATE (YTD)

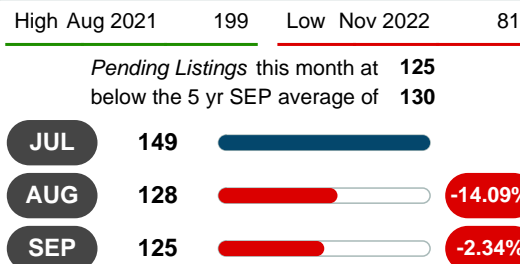


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 130



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	10	8.00%	10.0	3	4	3	0
\$150,001 - \$200,000	18	14.40%	6.5	5	12	1	0
\$200,001 - \$250,000	18	14.40%	10.5	0	16	2	0
\$250,001 - \$325,000	32	25.60%	16.0	0	23	9	0
\$325,001 - \$375,000	14	11.20%	15.0	0	8	6	0
\$375,001 - \$525,000	20	16.00%	33.0	0	9	7	4
\$525,001 and up	13	10.40%	60.0	0	3	5	5
Total Pending Units	125			8	75	33	9
Total Pending Volume	41,106,485	100%	15.0	1.25M	21.59M	12.33M	5.94M
Median Listing Price	\$295,000			\$164,900	\$275,000	\$330,000	\$529,900

September 2023



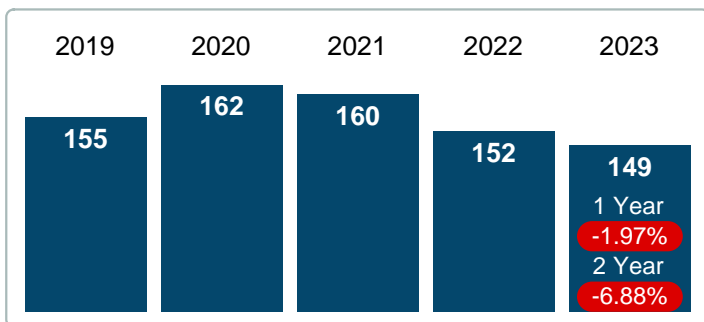
Area Delimited by County Of Rogers - Residential Property Type



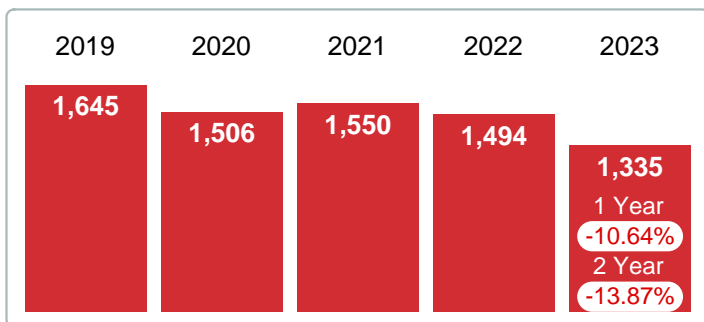
NEW LISTINGS

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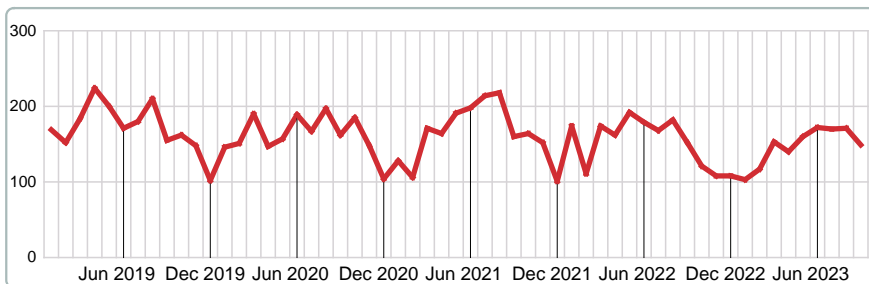
SEPTEMBER



YEAR TO DATE (YTD)

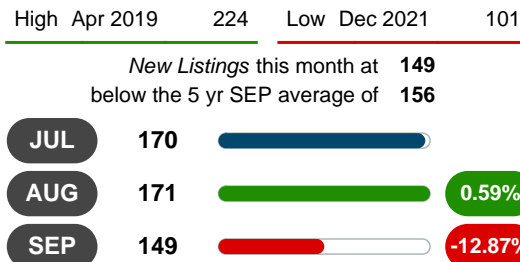


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 156



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	10	6.71%	4	3	3	0
\$150,001 - \$200,000	21	14.09%	3	17	1	0
\$200,001 - \$250,000	22	14.77%	2	17	3	0
\$250,001 - \$325,000	41	27.52%	1	21	19	0
\$325,001 - \$425,000	20	13.42%	1	9	10	0
\$425,001 - \$600,000	20	13.42%	1	4	13	2
\$600,001 and up	15	10.07%	0	4	7	4
Total New Listed Units	149		12	75	56	6
Total New Listed Volume	52,053,131	100%	2.50M	23.56M	22.03M	3.97M
Median New Listed Listing Price	\$280,000		\$175,950	\$254,900	\$344,950	\$611,500

September 2023



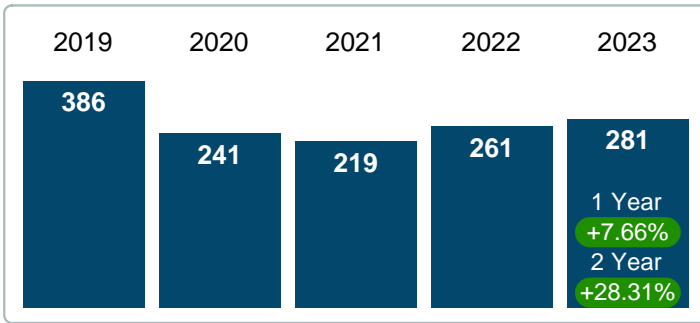
Area Delimited by County Of Rogers - Residential Property Type



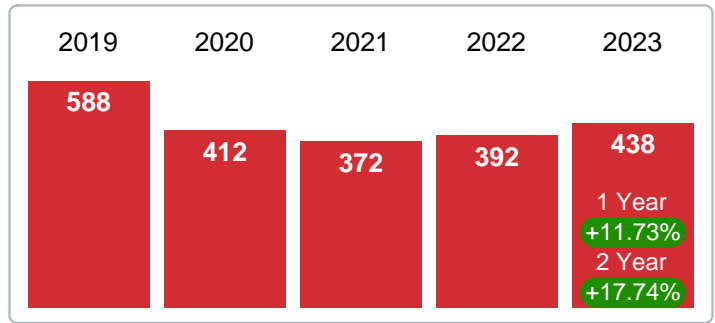
ACTIVE INVENTORY

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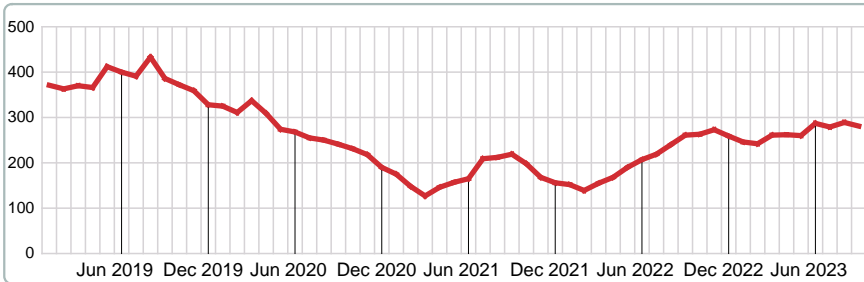
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

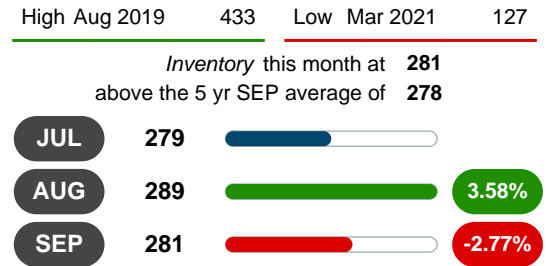


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 278



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	18	6.41%	44.5	6	8	4	0
\$175,001 - \$250,000	39	13.88%	36.0	3	30	6	0
\$250,001 - \$300,000	41	14.59%	22.0	3	18	20	0
\$300,001 - \$475,000	73	25.98%	75.0	3	37	30	3
\$475,001 - \$575,000	41	14.59%	93.0	1	7	25	8
\$575,001 - \$700,000	40	14.23%	58.5	0	8	22	10
\$700,001 and up	29	10.32%	77.0	2	4	10	13
Total Active Inventory by Units	281			18	112	117	34
Total Active Inventory by Volume	141,032,017	100%	54.0	6.13M	41.37M	60.89M	32.64M
Median Active Inventory Listing Price	\$419,900			\$249,750	\$304,950	\$469,900	\$644,450

September 2023



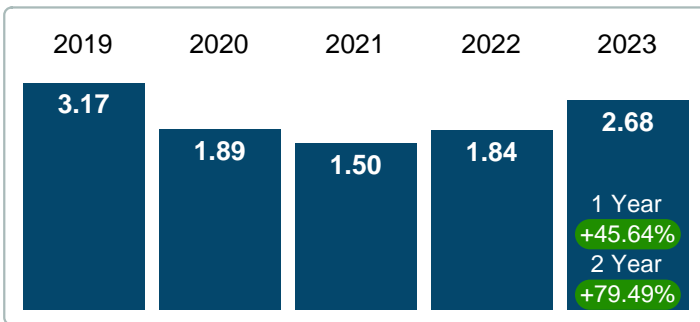
Area Delimited by County Of Rogers - Residential Property Type



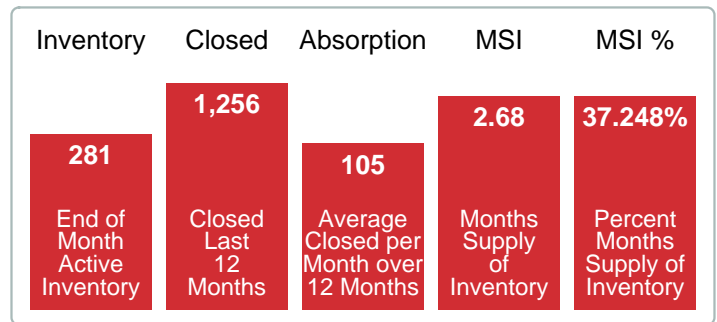
MONTHS SUPPLY of INVENTORY (MSI)

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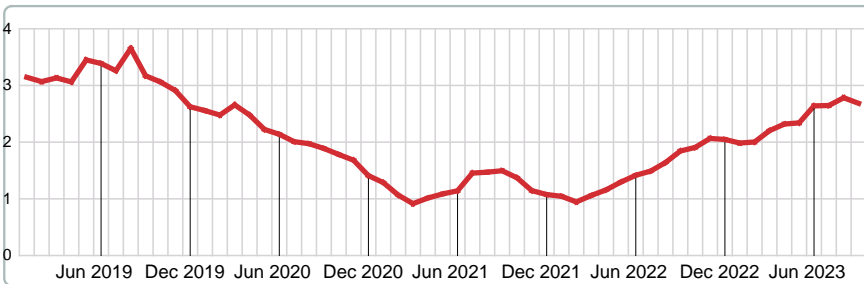
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2023

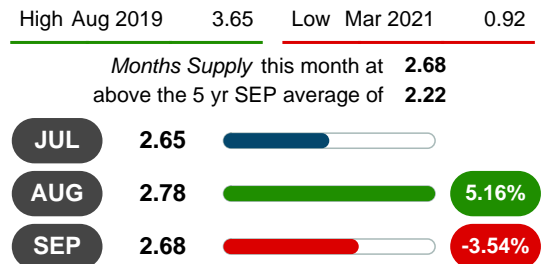


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 2.22



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	18	6.41%	1.12	1.57	0.74	4.00	0.00
\$175,001 - \$250,000	39	13.88%	1.50	3.27	1.37	2.00	0.00
\$250,001 - \$300,000	41	14.59%	2.58	6.00	1.98	3.43	0.00
\$300,001 - \$475,000	73	25.98%	2.60	5.14	2.78	2.43	1.64
\$475,001 - \$575,000	41	14.59%	5.07	12.00	3.23	5.45	6.40
\$575,001 - \$700,000	40	14.23%	6.00	0.00	9.60	5.39	6.32
\$700,001 and up	29	10.32%	7.57	0.00	9.60	5.22	8.67
Market Supply of Inventory (MSI)			2.68	2.96	1.91	3.57	4.64
Total Active Inventory by Units		100%	2.68	18	112	117	34

September 2023



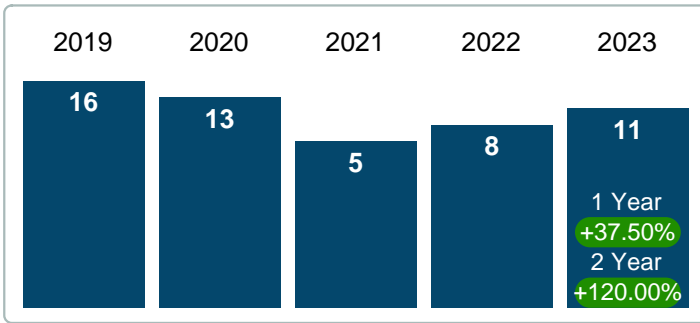
Area Delimited by County Of Rogers - Residential Property Type



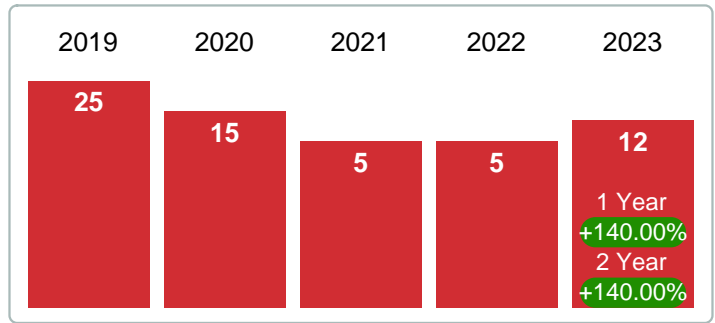
MEDIAN DAYS ON MARKET TO SALE

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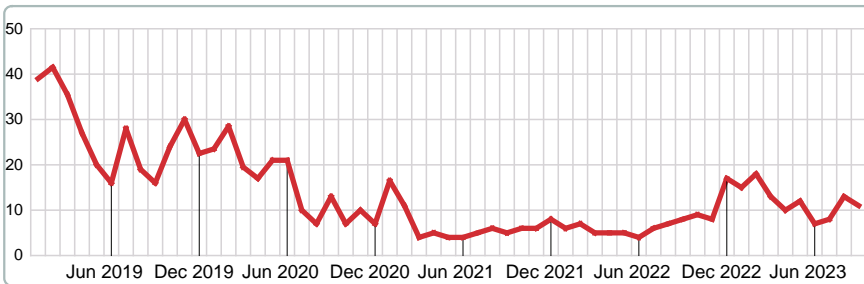
SEPTEMBER



YEAR TO DATE (YTD)

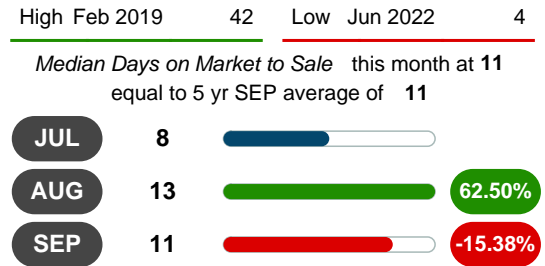


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 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	8.89%	10	13	9	1	0
\$150,001 - \$200,000	8.89%	7	7	21	4	0
\$200,001 - \$250,000	21.48%	6	82	5	31	0
\$250,001 - \$325,000	20.74%	15	0	5	50	0
\$325,001 - \$425,000	16.30%	20	0	54	5	153
\$425,001 - \$575,000	13.33%	54	0	14	116	38
\$575,001 and up	10.37%	7	0	18	6	31
Median Closed DOM		11	10	10	31	38
Total Closed Units	100%	135	5	80	39	11
Total Closed Volume		45,030,380	851.90K	22.69M	15.46M	6.03M

September 2023



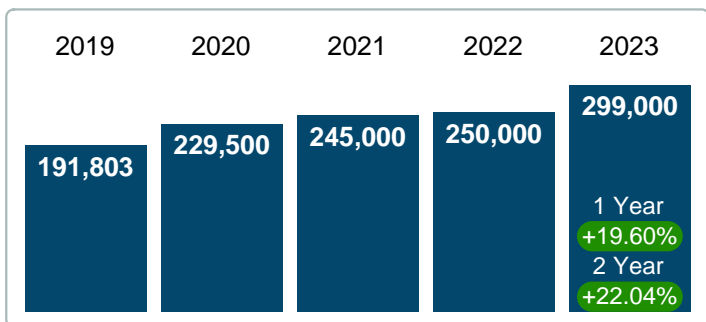
Area Delimited by County Of Rogers - Residential Property Type



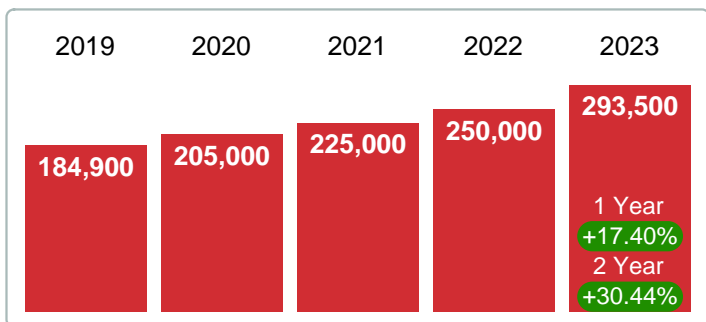
MEDIAN LIST PRICE AT CLOSING

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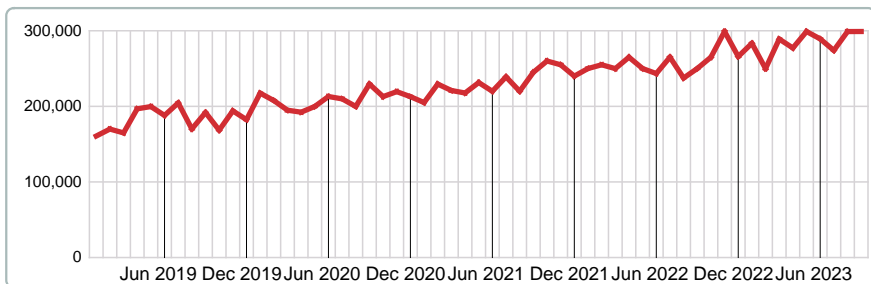
SEPTEMBER



YEAR TO DATE (YTD)

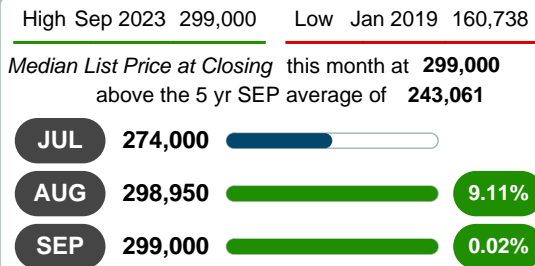


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 243,061



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	12	112,500	127,450	100,000	92,500	0
\$150,001 - \$200,000	14	178,950	191,000	175,400	182,500	0
\$200,001 - \$250,000	25	230,000	0	230,000	232,450	0
\$250,001 - \$325,000	28	295,500	299,000	295,000	293,745	0
\$325,001 - \$425,000	25	375,000	0	360,000	382,450	399,900
\$425,001 - \$575,000	15	509,900	0	528,800	474,950	510,500
\$575,001 and up	16	660,000	0	672,752	661,633	625,785
Median List Price		299,000	182,000	252,250	360,000	549,000
Total Closed Units		135	5	80	39	11
Total Closed Volume		45,415,845	935.90K	22.84M	15.50M	6.14M

September 2023



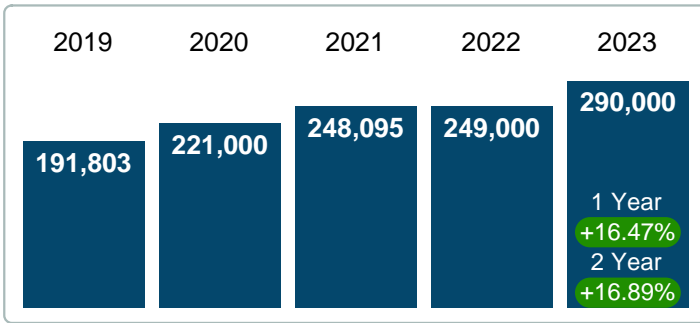
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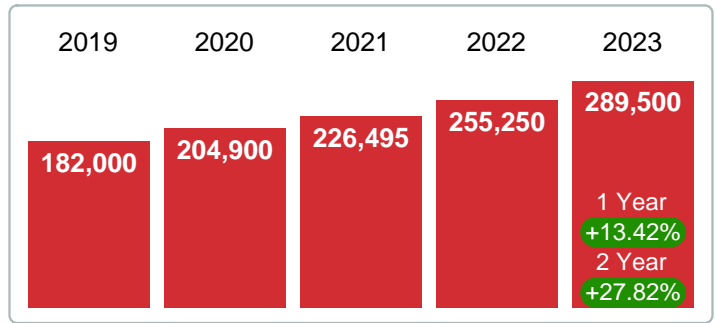
MEDIAN SOLD PRICE AT CLOSING

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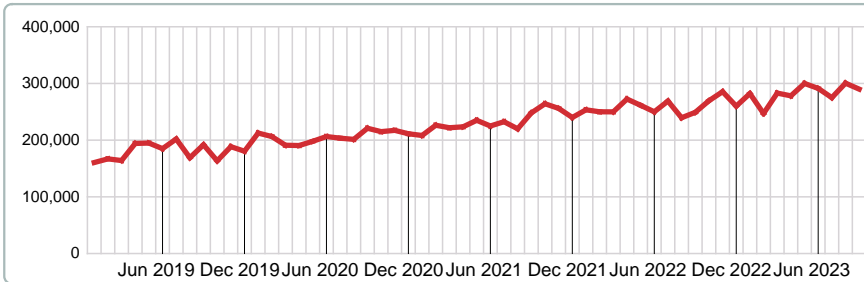
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

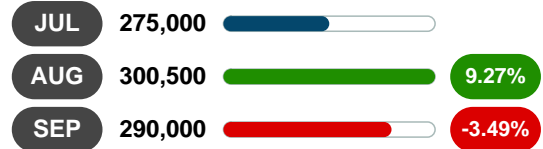


3 MONTHS

5 year SEP AVG = 239,980

High Aug 2023 300,500 Low Jan 2019 160,493

Median Sold Price at Closing this month at **290,000** above the 5 yr SEP average of **239,980**



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	8.89%	121,000	124,950	122,000	92,500	0
\$150,001 - \$200,000	8.89%	170,000	176,000	170,000	171,500	0
\$200,001 - \$250,000	21.48%	229,700	250,000	227,850	228,950	0
\$250,001 - \$325,000	20.74%	289,250	0	288,500	290,000	0
\$325,001 - \$425,000	16.30%	362,500	0	356,000	380,000	395,250
\$425,001 - \$575,000	13.33%	505,250	0	526,900	461,777	500,000
\$575,001 and up	10.37%	672,400	0	679,800	660,000	665,285
Median Sold Price		290,000	170,000	250,000	356,500	530,000
Total Closed Units		135	5	80	39	11
Total Closed Volume		45,030,380	851.90K	22.69M	15.46M	6.03M

September 2023



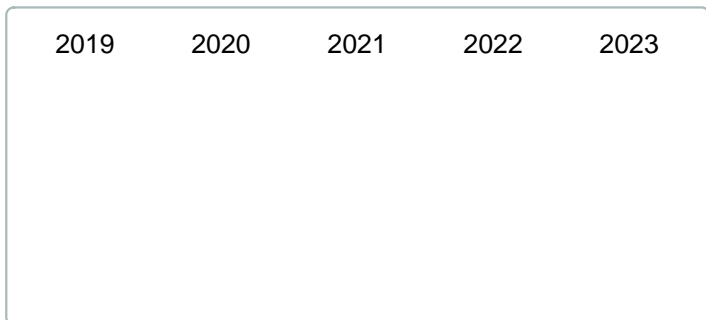
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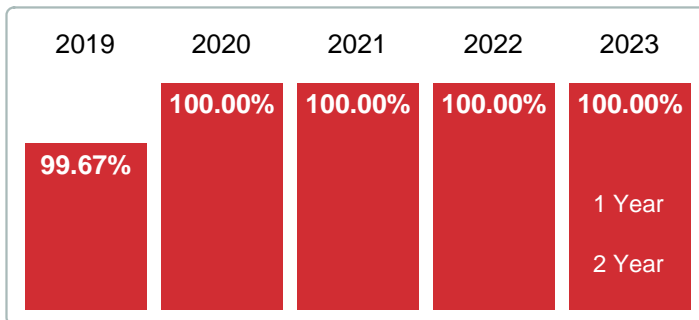
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 100.00%

High Sep 2023 100.00% Low Jan 2019 97.39%

Median Sold/List Ratio this month at 100.00% equal to 5 yr SEP average of 100.00%

- JUL 100.00%
- AUG 100.00%
- SEP 100.00%

0.00%
0.00%

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	8.89%	100.00%	98.00%	100.00%	100.00%	0.00%
\$150,001 - \$200,000	12	8.89%	97.95%	92.50%	97.95%	94.77%	0.00%
\$200,001 - \$250,000	29	21.48%	100.00%	83.61%	100.00%	99.59%	0.00%
\$250,001 - \$325,000	28	20.74%	100.00%	0.00%	100.00%	100.00%	0.00%
\$325,001 - \$425,000	22	16.30%	98.49%	0.00%	97.41%	98.70%	98.84%
\$425,001 - \$575,000	18	13.33%	100.00%	0.00%	100.00%	98.89%	96.54%
\$575,001 and up	14	10.37%	100.00%	0.00%	99.25%	100.00%	97.38%
Median Sold/List Ratio		100.00%		96.00%	100.00%	100.00%	98.40%
Total Closed Units		135	100%	5	80	39	11
Total Closed Volume		45,030,380		851.90K	22.69M	15.46M	6.03M

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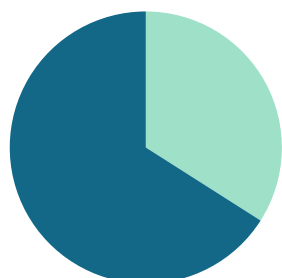
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

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

INVENTORY

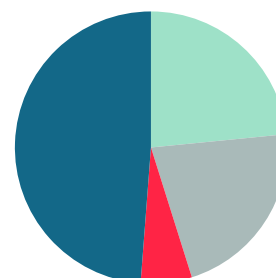


Inventory
 New Listings
149 = 34.02%
 Start Inventory
289
 Total Inventory Units
438
 Volume
\$201,479,277

Market Activity

Closed Sales
135 = 23.44%
 Pending Sales
125 = 21.70%
 Other Off Market
35 = 6.08%
 Active Inventory
281 = 48.78%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	125	135	8.00%	1,248	986	-20.99%
Pending Sales	98	125	27.55%	1,206	1,053	-12.69%
New Listings	152	149	-1.97%	1,494	1,335	-10.64%
Median List Price	250,000	299,000	19.60%	250,000	293,500	17.40%
Median Sale Price	249,000	290,000	16.47%	255,250	289,500	13.42%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Days on Market to Sale	8.00	11.00	37.50%	5.00	12.00	140.00%
Monthly Inventory	261	281	7.66%	261	281	7.66%
Months Supply of Inventory	1.84	2.68	45.64%	1.84	2.68	45.64%

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

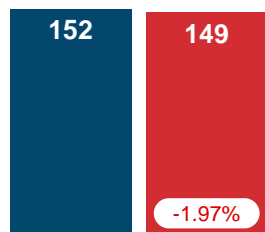
Inventory on September 30, 2023 = **281**

2022 **2023**

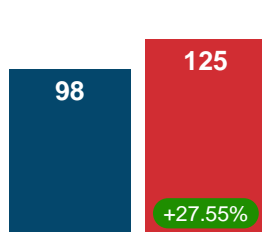
SEPTEMBER MARKET

MEDIAN PRICES

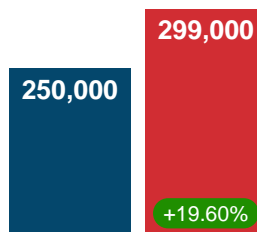
New Listings



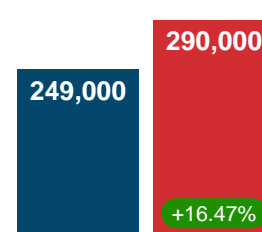
Pending Listings



List Price



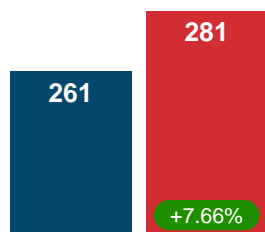
Sale Price



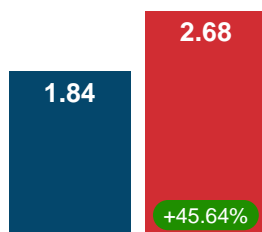
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

