

October 2023



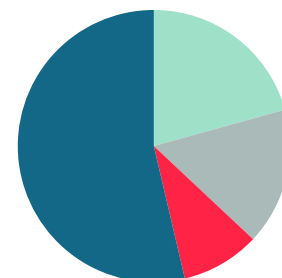
Area Delimited by County Of Rogers - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Nov 13, 2023 for MLS Technology Inc.

Compared Metrics	2022	October 2023	+/-%
Closed Listings	90	113	25.56%
Pending Listings	86	89	3.49%
New Listings	121	133	9.92%
Average List Price	324,220	334,571	3.19%
Average Sale Price	323,480	323,559	0.02%
Average Percent of Selling Price to List Price	100.31%	97.61%	-2.69%
Average Days on Market to Sale	24.78	28.36	14.47%
End of Month Inventory	263	293	11.41%
Months Supply of Inventory	1.91	2.75	44.16%



■ Closed (20.70%)
■ Pending (16.30%)
■ Other OffMarket (9.34%)
■ Active (53.66%)

Absorption: Last 12 months, an Average of **107** Sales/Month
Active Inventory as of October 31, 2023 = **293**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2023 rose **11.41%** to 293 existing homes available for sale. Over the last 12 months this area has had an average of 107 closed sales per month. This represents an unsold inventory index of **2.75** 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 **0.02%** in October 2023 to \$323,559 versus the previous year at \$323,480.

Average Days on Market Lengthens

The average number of **28.36** days that homes spent on the market before selling increased by 3.59 days or **14.47%** in October 2023 compared to last year's same month at **24.78** DOM.

Sales Success for October 2023 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 133 New Listings in October 2023, up **9.92%** from last year at 121. Furthermore, there were 113 Closed Listings this month versus last year at 90, a **25.56%** increase.

Closed versus Listed trends yielded a **85.0%** ratio, up from previous year's, October 2022, at **74.4%**, a **14.23%** upswing. 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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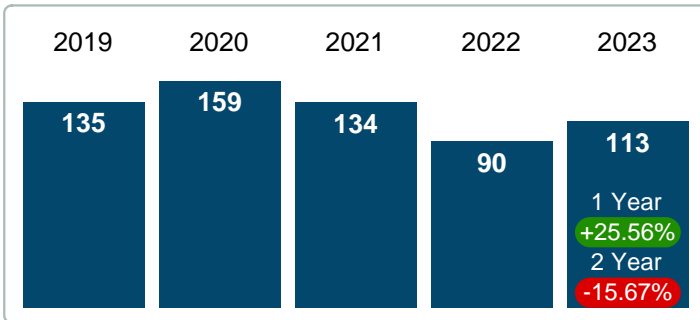
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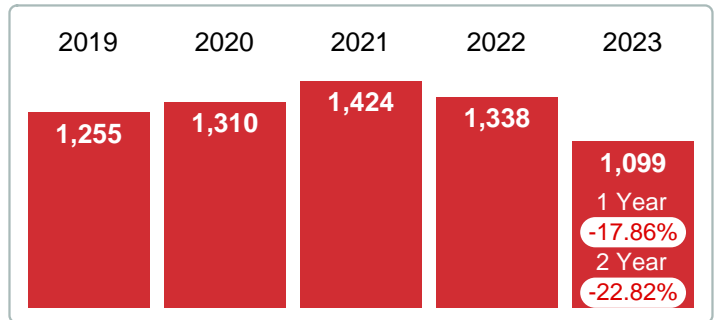
CLOSED LISTINGS

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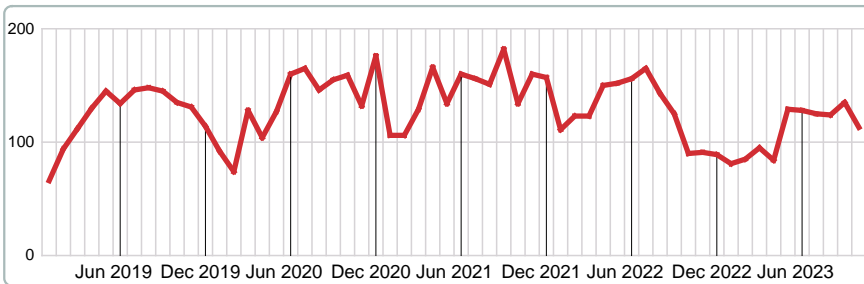
OCTOBER



YEAR TO DATE (YTD)

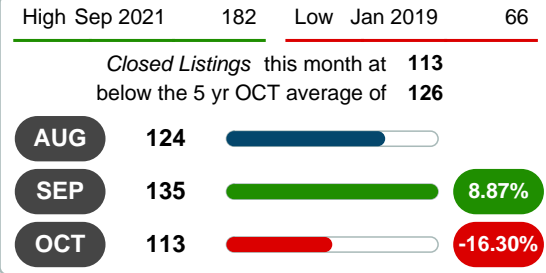


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 126



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	11	9.73%	12.9	5	4	2	0
\$150,001 - \$200,000	14	12.39%	11.4	3	10	1	0
\$200,001 - \$225,000	6	5.31%	27.2	0	6	0	0
\$225,001 - \$325,000	41	36.28%	23.5	0	32	9	0
\$325,001 - \$375,000	13	11.50%	31.4	0	9	4	0
\$375,001 - \$525,000	15	13.27%	34.5	0	7	5	3
\$525,001 and up	13	11.50%	65.5	0	2	5	6
Total Closed Units	113			8	70	26	9
Total Closed Volume	36,562,112	100%	28.4	1.13M	19.32M	9.94M	6.17M
Average Closed Price	\$323,559			\$141,369	\$276,043	\$382,325	\$685,300

October 2023



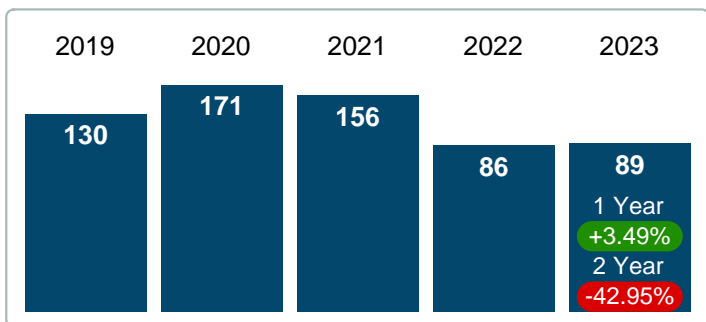
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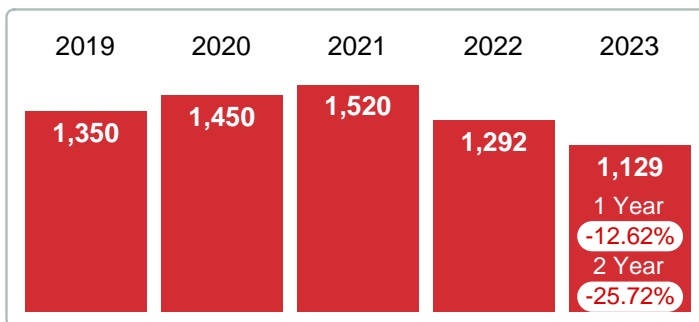
PENDING LISTINGS

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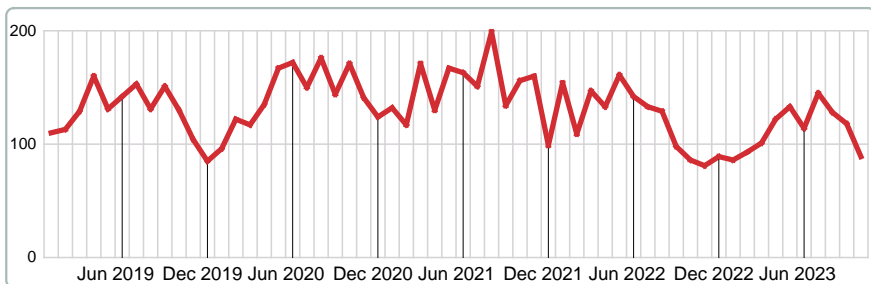
OCTOBER



YEAR TO DATE (YTD)

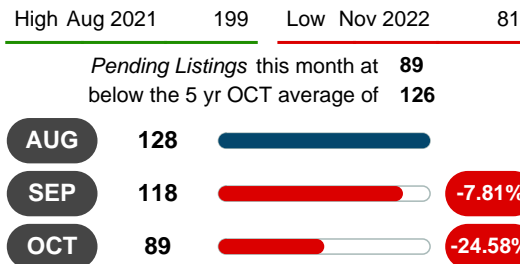


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 126



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	7	7.87%	47.0	2	5	0	0
\$150,001 - \$175,000	6	6.74%	5.7	2	4	0	0
\$175,001 - \$225,000	20	22.47%	16.4	2	13	5	0
\$225,001 - \$300,000	22	24.72%	37.9	4	10	8	0
\$300,001 - \$375,000	10	11.24%	37.8	0	7	3	0
\$375,001 - \$575,000	15	16.85%	47.5	0	8	5	2
\$575,001 and up	9	10.11%	81.0	0	2	4	3
Total Pending Units	89			10	49	25	5
Total Pending Volume	28,442,961	100%	40.0	2.07M	13.84M	9.62M	2.91M
Average Listing Price	\$290,796			\$206,980	\$282,531	\$384,845	\$581,600

October 2023



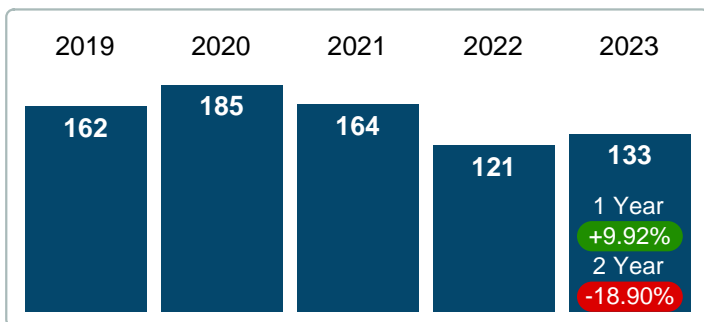
Area Delimited by County Of Rogers - Residential Property Type



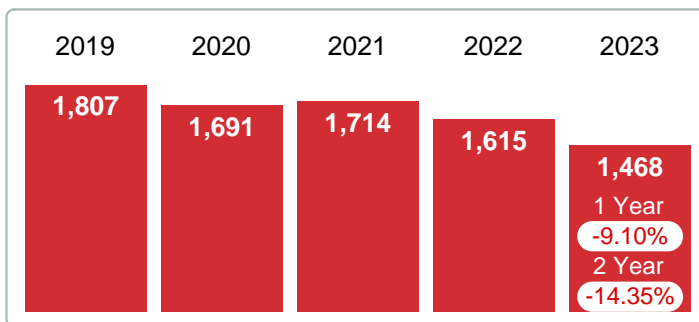
NEW LISTINGS

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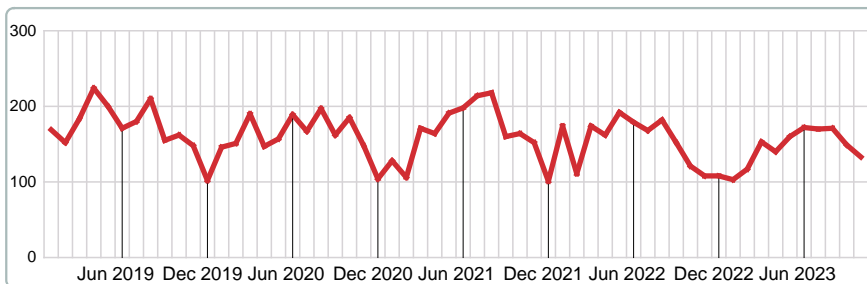
OCTOBER



YEAR TO DATE (YTD)

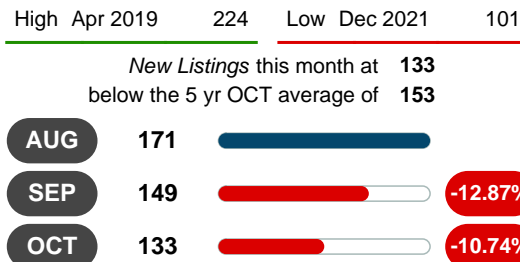


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 153



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	7.52%	2	7	1	0
\$150,001 - \$200,000	19	14.29%	3	12	4	0
\$200,001 - \$250,000	15	11.28%	1	13	1	0
\$250,001 - \$375,000	38	28.57%	1	21	15	1
\$375,001 - \$450,000	20	15.04%	0	8	10	2
\$450,001 - \$600,000	18	13.53%	0	6	9	3
\$600,001 and up	13	9.77%	0	2	4	7
Total New Listed Units	133		7	69	44	13
Total New Listed Volume	48,984,939	100%	1.22M	20.42M	18.13M	9.22M
Average New Listed Listing Price	\$342,151		\$174,757	\$295,871	\$411,953	\$709,277

October 2023



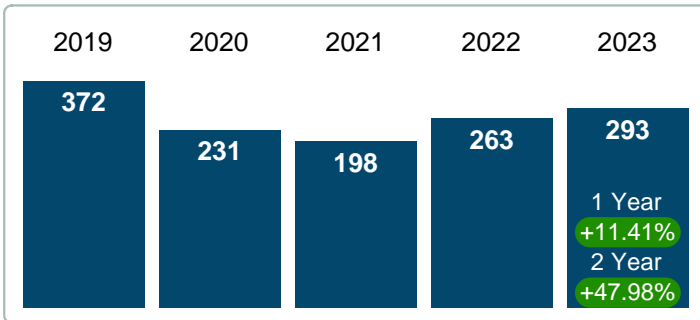
Area Delimited by County Of Rogers - Residential Property Type



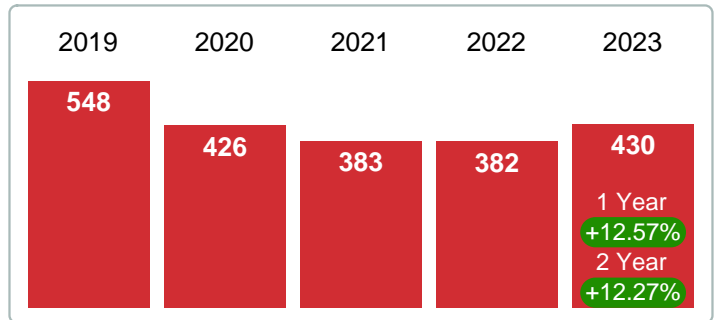
ACTIVE INVENTORY

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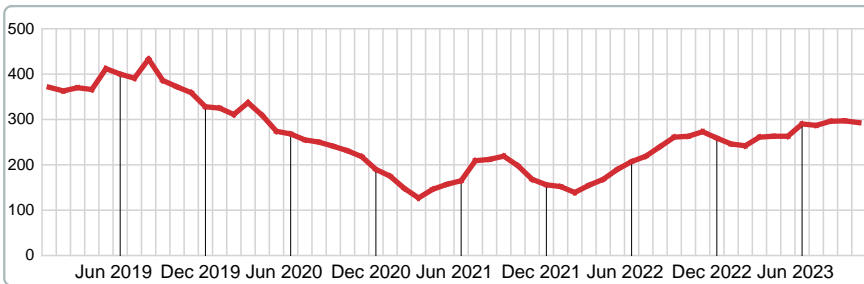
END OF OCTOBER



ACTIVE DURING OCTOBER

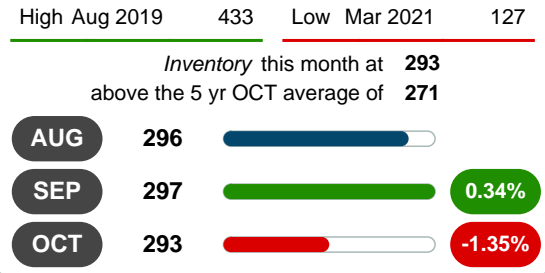


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 271



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	25	8.53%	55.4	5	14	6	0
\$175,001 - \$250,000	36	12.29%	58.1	2	32	2	0
\$250,001 - \$300,000	39	13.31%	51.5	2	21	16	0
\$300,001 - \$450,000	78	26.62%	81.0	3	40	31	4
\$450,001 - \$550,000	42	14.33%	107.4	1	12	24	5
\$550,001 - \$700,000	43	14.68%	99.3	0	8	27	8
\$700,001 and up	30	10.24%	73.8	2	4	10	14
Total Active Inventory by Units	293			15	131	116	31
Total Active Inventory by Volume	142,825,702	100%	77.8	5.33M	48.01M	61.22M	28.27M
Average Active Inventory Listing Price	\$487,460			\$355,130	\$366,488	\$527,776	\$911,832

October 2023



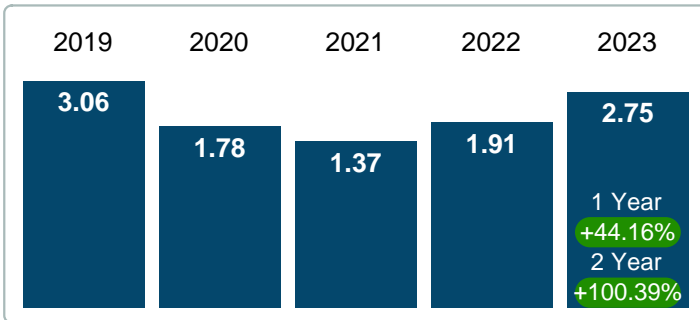
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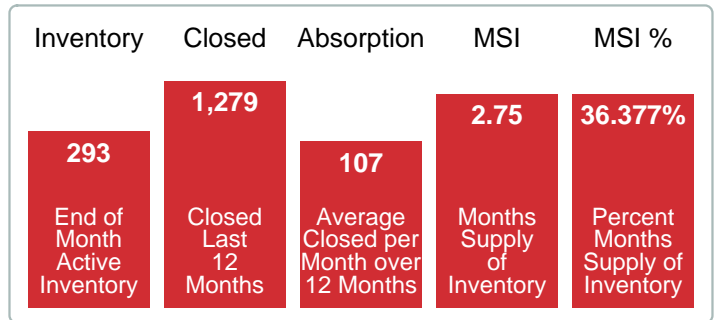
MONTHS SUPPLY of INVENTORY (MSI)

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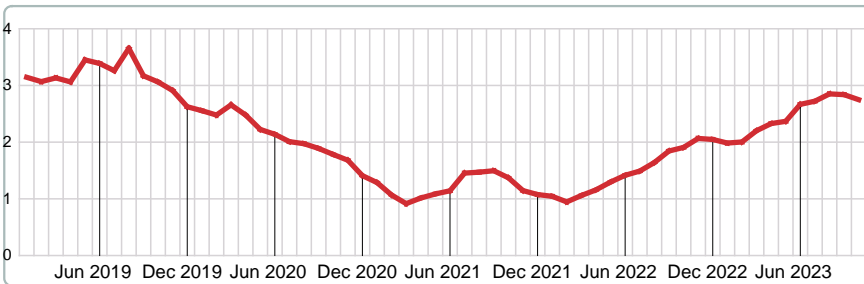
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2023

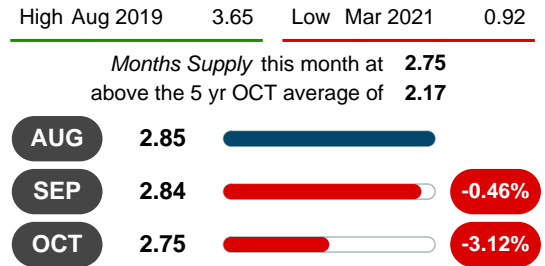


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 2.17



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	25	8.53%	1.53	1.25	1.28	6.00	0.00
\$175,001 - \$250,000	36	12.29%	1.36	2.00	1.45	0.63	0.00
\$250,001 - \$300,000	39	13.31%	2.45	4.80	2.23	2.87	0.00
\$300,001 - \$450,000	78	26.62%	2.88	5.14	2.94	2.80	2.18
\$450,001 - \$550,000	42	14.33%	4.89	12.00	4.80	4.97	4.29
\$550,001 - \$700,000	43	14.68%	5.27	0.00	5.05	5.79	4.57
\$700,001 and up	30	10.24%	7.35	0.00	9.60	5.00	8.40
Market Supply of Inventory (MSI)			2.75	2.40	2.17	3.59	4.09
Total Active Inventory by Units		100%	293	15	131	116	31

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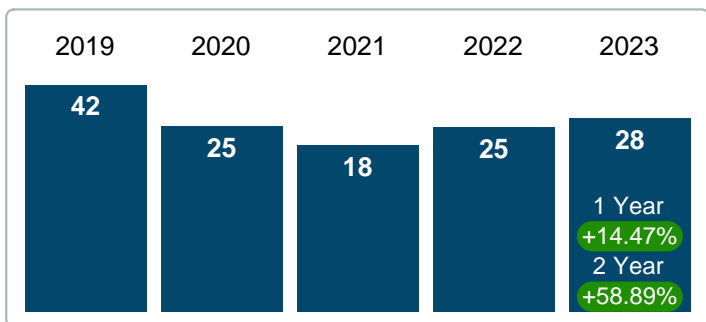
Area Delimited by County Of Rogers - Residential Property Type



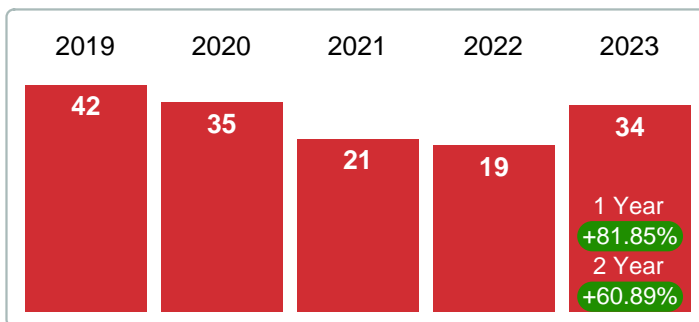
AVERAGE DAYS ON MARKET TO SALE

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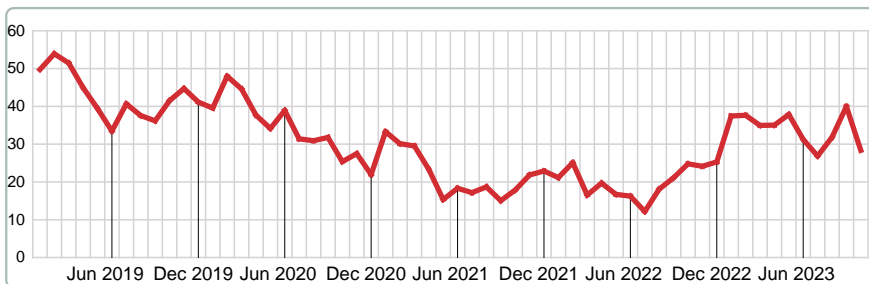
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

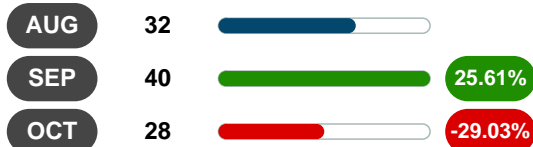


3 MONTHS

5 year OCT AVG = 28

High Feb 2019 54 Low Jul 2022 12

Average Days on Market to Sale this month at 28 equal to 5 yr OCT average of 28



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	9.73%	13	4	14	33	0
\$150,001 - \$200,000	12.39%	11	8	12	13	0
\$200,001 - \$225,000	5.31%	27	0	27	0	0
\$225,001 - \$325,000	36.28%	23	0	23	25	0
\$325,001 - \$375,000	11.50%	31	0	28	39	0
\$375,001 - \$525,000	13.27%	35	0	22	43	50
\$525,001 and up	11.50%	66	0	81	59	66
Average Closed DOM		28	5	24	37	60
Total Closed Units	100%	28	8	70	26	9
Total Closed Volume		36,562,112	1.13M	19.32M	9.94M	6.17M

October 2023



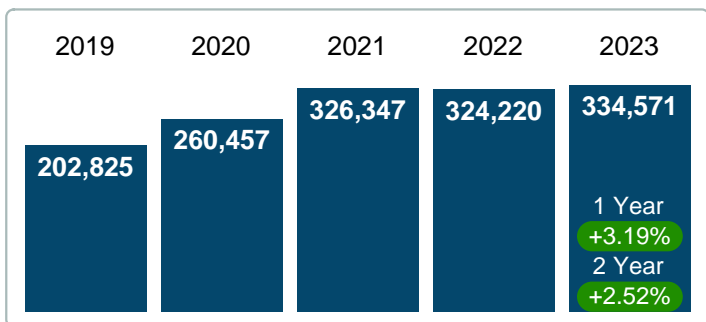
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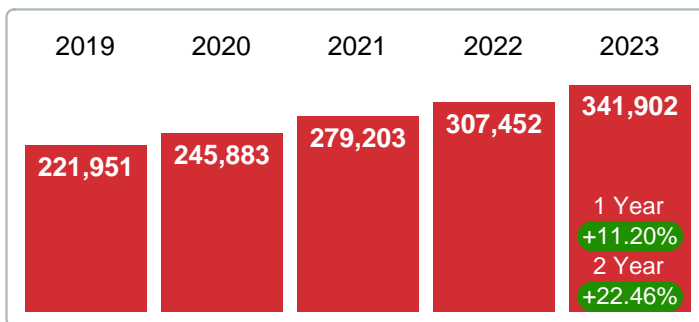
AVERAGE LIST PRICE AT CLOSING

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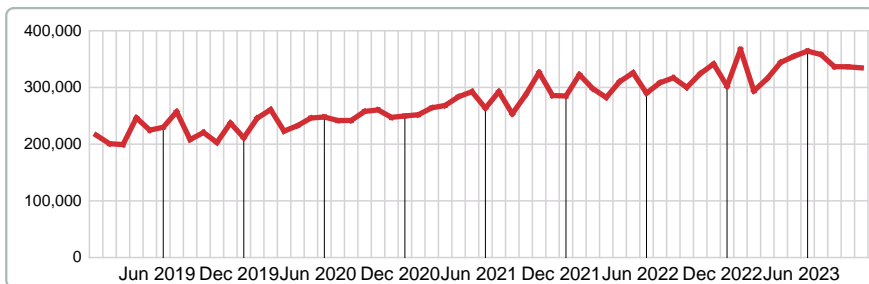
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

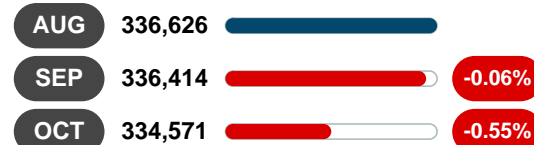


3 MONTHS

5 year OCT AVG = 289,684

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

Average List Price at Closing this month at **334,571**
above the 5 yr OCT average of **289,684**



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	10	110,670	121,940	90,500	160,000	0
\$150,001 - \$200,000	13	181,669	172,600	186,640	220,000	0
\$200,001 - \$225,000	10	219,629	0	220,311	0	0
\$225,001 - \$325,000	37	278,460	0	274,719	296,444	0
\$325,001 - \$375,000	13	345,344	0	350,036	351,000	0
\$375,001 - \$525,000	16	426,433	0	443,105	449,980	412,467
\$525,001 and up	14	751,882	0	637,000	685,391	880,900
Average List Price		334,571	140,938	283,819	395,725	724,756
Total Closed Units		113	8	70	26	9
Total Closed Volume		37,806,473	1.13M	19.87M	10.29M	6.52M

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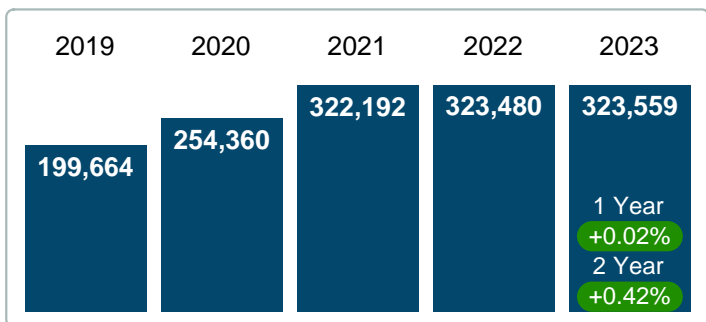
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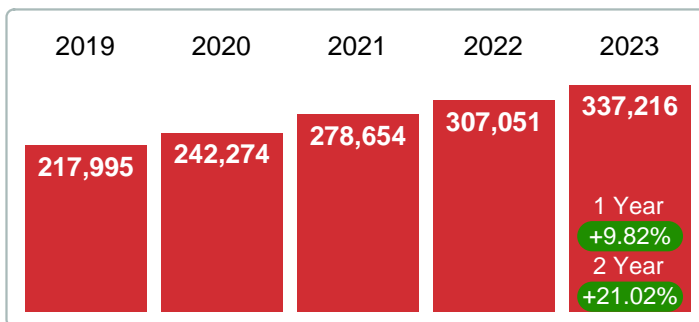
AVERAGE SOLD PRICE AT CLOSING

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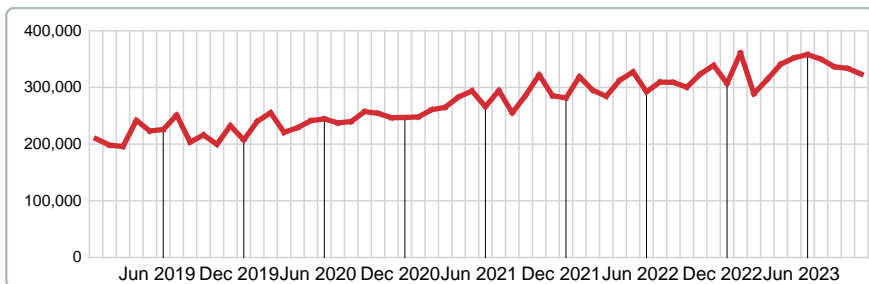
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 284,651

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

Average Sold Price at Closing this month at **323,559** above the 5 yr OCT average of **284,651**

- AUG** 336,450
- SEP** 333,558 -0.86%
- OCT** 323,559 -3.00%

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	11	9.73%	113,209	123,360	90,500	133,250	0
\$150,001 - \$200,000	14	12.39%	180,643	171,383	181,485	200,000	0
\$200,001 - \$225,000	6	5.31%	220,144	0	220,144	0	0
\$225,001 - \$325,000	41	36.28%	271,686	0	266,176	291,278	0
\$325,001 - \$375,000	13	11.50%	346,079	0	345,336	347,750	0
\$375,001 - \$525,000	15	13.27%	433,202	0	441,805	431,180	416,500
\$525,001 and up	13	11.50%	717,750	0	553,500	661,111	819,700
Average Sold Price			323,559	141,369	276,043	382,325	685,300
Total Closed Units		100%	323,559	8	70	26	9
Total Closed Volume			36,562,112	1.13M	19.32M	9.94M	6.17M

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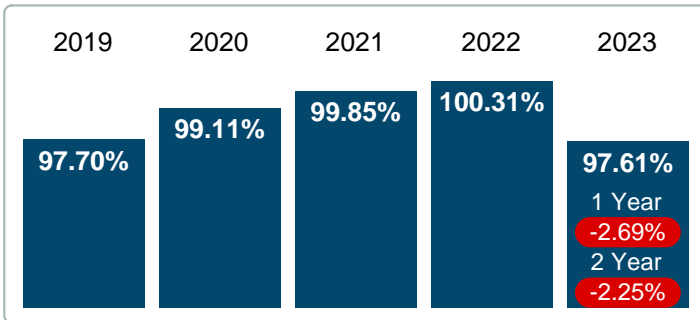
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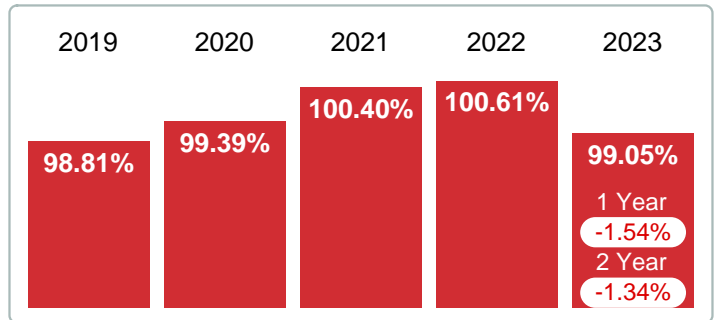
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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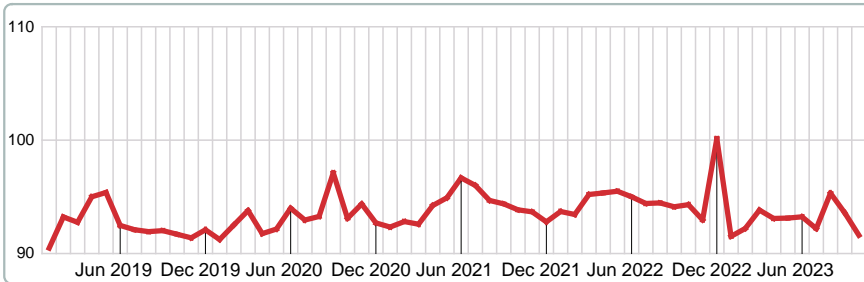
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

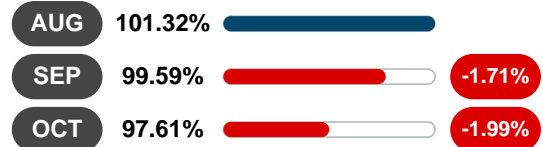


3 MONTHS

5 year OCT AVG = 98.92%

High Dec 2022 106.13% Low Jan 2019 96.48%

Average Sold/List Ratio this month at **97.61%**
below the 5 yr OCT average of **98.92%**



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	11	9.73%	97.81%	101.09%	99.51%	86.19%	0.00%	
\$150,001 - \$200,000	14	12.39%	97.28%	99.20%	97.34%	90.91%	0.00%	
\$200,001 - \$225,000	6	5.31%	99.94%	0.00%	99.94%	0.00%	0.00%	
\$225,001 - \$325,000	41	36.28%	97.37%	0.00%	97.09%	98.36%	0.00%	
\$325,001 - \$375,000	13	11.50%	98.99%	0.00%	98.94%	99.11%	0.00%	
\$375,001 - \$525,000	15	13.27%	98.72%	0.00%	99.68%	96.01%	100.97%	
\$525,001 and up	13	11.50%	94.83%	0.00%	87.93%	96.66%	95.61%	
Average Sold/List Ratio		97.60%		100.38%	97.74%	96.47%	97.40%	
Total Closed Units		113	100%	97.60%	8	70	26	9
Total Closed Volume		36,562,112			1.13M	19.32M	9.94M	6.17M

October 2023



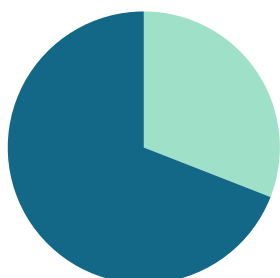
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

Report produced on Nov 13, 2023 for MLS Technology Inc.

INVENTORY

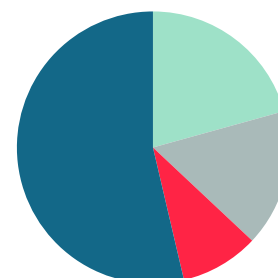


Inventory
 New Listings
133 = 30.93%
 Start Inventory
297
 Total Inventory Units
430
 Volume
\$192,734,156

Market Activity

Closed Sales
113 = 20.70%
 Pending Sales
89 = 16.30%
 Other Off Market
51 = 9.34%
 Active Inventory
293 = 53.66%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	90	113	25.56%	1,338	1,099	-17.86%
Pending Sales	86	89	3.49%	1,292	1,129	-12.62%
New Listings	121	133	9.92%	1,615	1,468	-9.10%
Average List Price	324,220	334,571	3.19%	307,452	341,902	11.20%
Average Sale Price	323,480	323,559	0.02%	307,051	337,216	9.82%
Average Percent of Selling Price to List Price	100.31%	97.61%	-2.69%	100.61%	99.05%	-1.54%
Average Days on Market to Sale	24.78	28.36	14.47%	18.65	33.92	81.85%
Monthly Inventory	263	293	11.41%	263	293	11.41%
Months Supply of Inventory	1.91	2.75	44.16%	1.91	2.75	44.16%

Absorption: Last 12 months, an Average of **107** Sales/Month

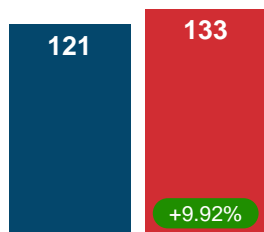
Inventory on October 31, 2023 = **293**

2022 **2023**

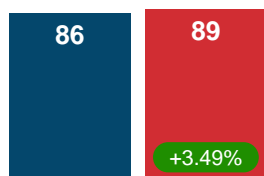
OCTOBER MARKET

AVERAGE PRICES

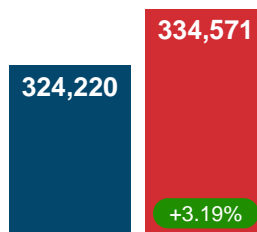
New Listings



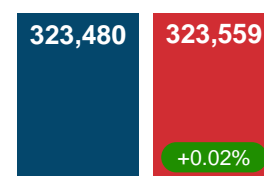
Pending Listings



List Price



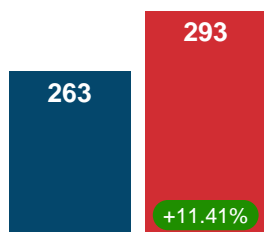
Sale Price



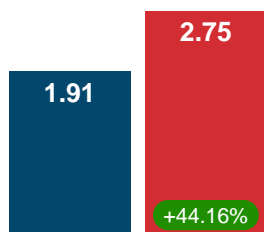
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

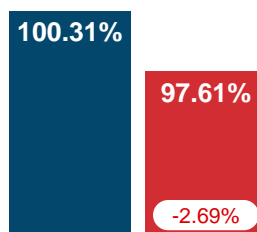
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

