

October 2023



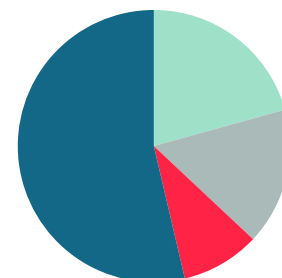
Area Delimited by County Of Rogers - Residential Property Type



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%
Median List Price	265,000	295,000	11.32%
Median Sale Price	269,500	285,000	5.75%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	9.00	13.00	44.44%
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.

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 **5.75%** in October 2023 to \$285,000 versus the previous year at \$269,500.

Median Days on Market Lengthens

The median number of **13.00** days that homes spent on the market before selling increased by 4.00 days or **44.44%** in October 2023 compared to last year's same month at **9.00** DOM.

Sales Success for October 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 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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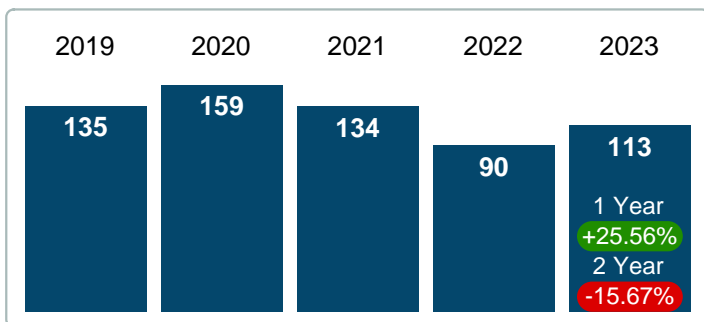
Area Delimited by County Of Rogers - Residential Property Type



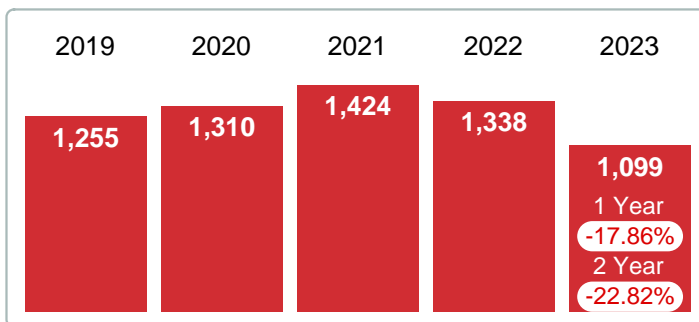
CLOSED LISTINGS

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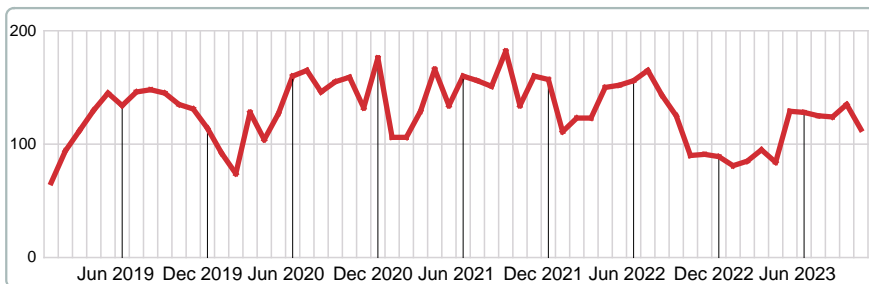
OCTOBER



YEAR TO DATE (YTD)

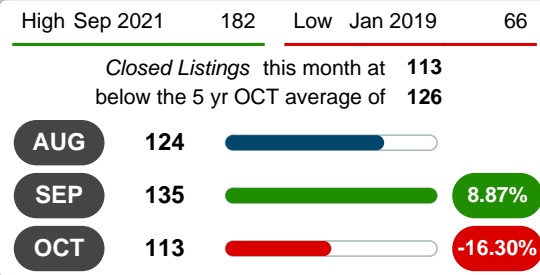


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 126



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	11	9.73%	6.0	5	4	2	0
\$150,001 - \$200,000	14	12.39%	5.5	3	10	1	0
\$200,001 - \$225,000	6	5.31%	24.0	0	6	0	0
\$225,001 - \$325,000	41	36.28%	15.0	0	32	9	0
\$325,001 - \$375,000	13	11.50%	21.0	0	9	4	0
\$375,001 - \$525,000	15	13.27%	6.0	0	7	5	3
\$525,001 and up	13	11.50%	60.0	0	2	5	6
Total Closed Units	113			8	70	26	9
Total Closed Volume	36,562,112	100%	13.0	1.13M	19.32M	9.94M	6.17M
Median Closed Price	\$285,000			\$143,450	\$260,000	\$340,000	\$575,000

October 2023



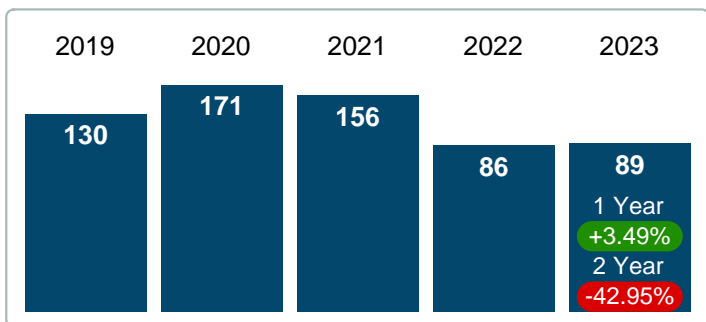
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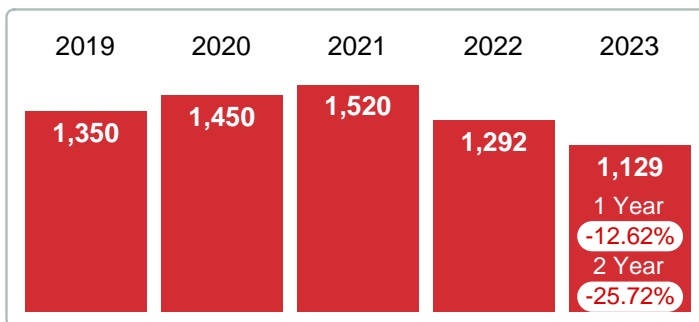
PENDING LISTINGS

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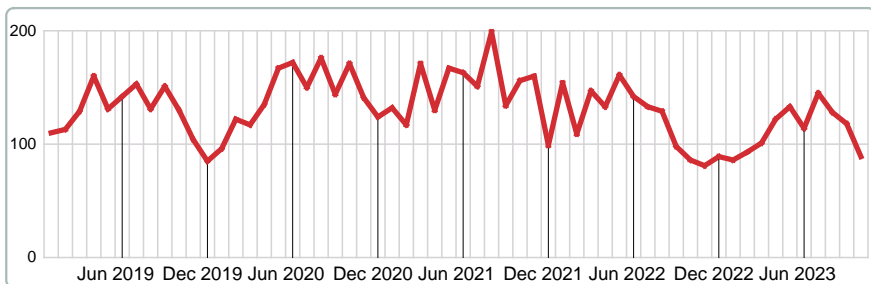
OCTOBER



YEAR TO DATE (YTD)

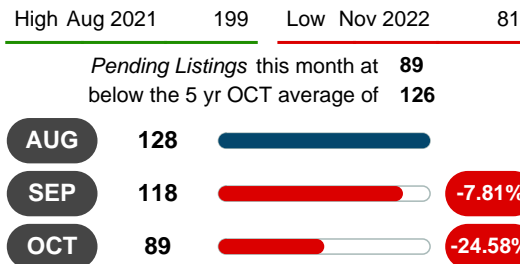


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 126



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	7	7.87%	23.0	2	5	0	0
\$150,001 - \$175,000	6	6.74%	4.5	2	4	0	0
\$175,001 - \$225,000	20	22.47%	9.0	2	13	5	0
\$225,001 - \$300,000	22	24.72%	29.5	4	10	8	0
\$300,001 - \$375,000	10	11.24%	18.5	0	7	3	0
\$375,001 - \$575,000	15	16.85%	14.0	0	8	5	2
\$575,001 and up	9	10.11%	70.0	0	2	4	3
Total Pending Units	89			10	49	25	5
Total Pending Volume	28,442,961	100%	18.0	2.07M	13.84M	9.62M	2.91M
Median Listing Price	\$274,900			\$215,450	\$250,000	\$299,000	\$599,000

October 2023



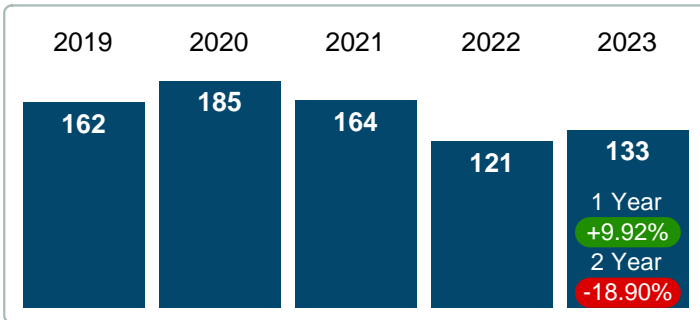
Area Delimited by County Of Rogers - Residential Property Type



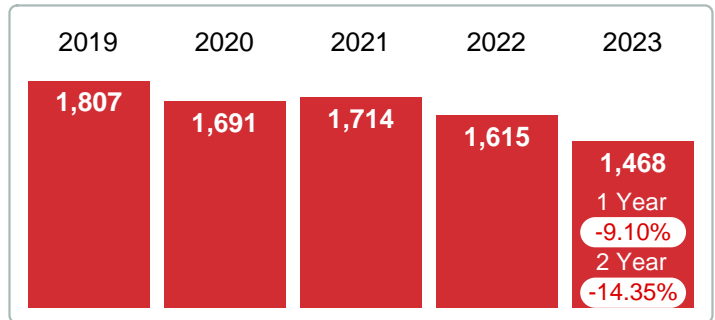
NEW LISTINGS

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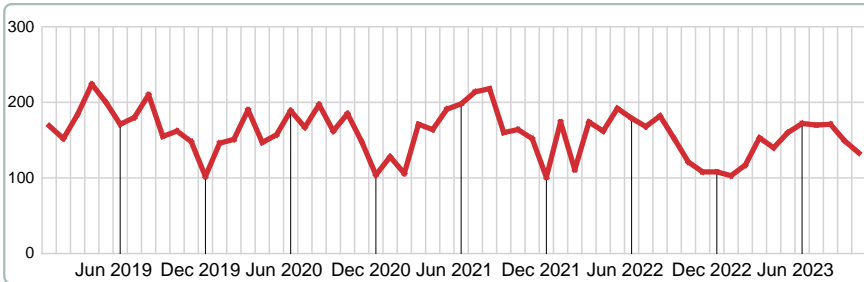
OCTOBER



YEAR TO DATE (YTD)

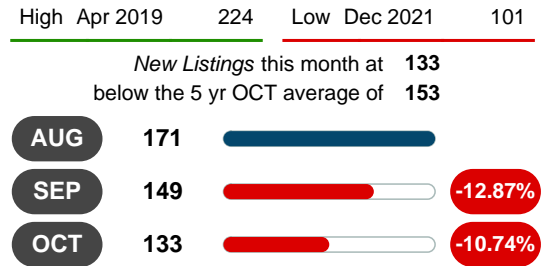


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$325,000		\$175,000	\$264,000	\$385,000	\$750,000

October 2023



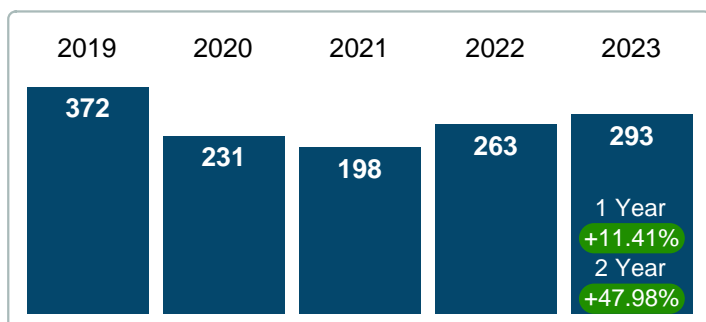
Area Delimited by County Of Rogers - Residential Property Type



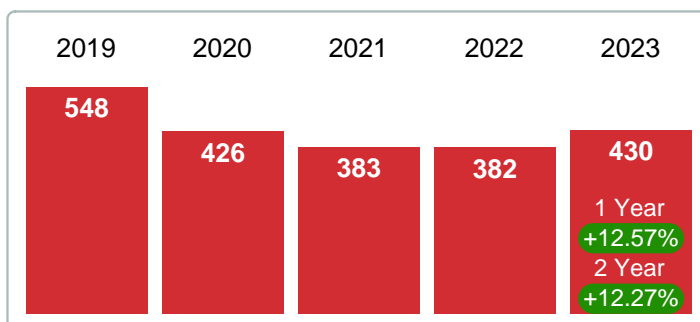
ACTIVE INVENTORY

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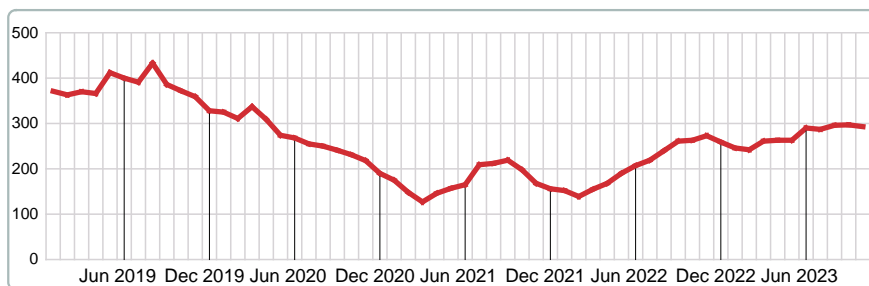
END OF OCTOBER



ACTIVE DURING OCTOBER

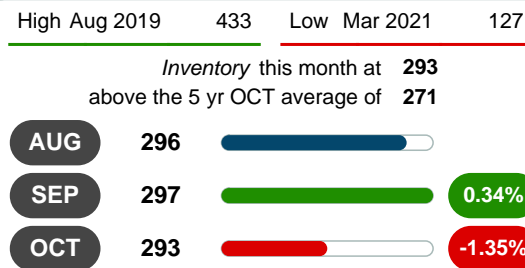


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 271



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$175,000 and less	25	8.53%	32.0	5	14	6	0
\$175,001 - \$250,000	36	12.29%	47.5	2	32	2	0
\$250,001 - \$300,000	39	13.31%	43.0	2	21	16	0
\$300,001 - \$450,000	78	26.62%	41.0	3	40	31	4
\$450,001 - \$550,000	42	14.33%	77.0	1	12	24	5
\$550,001 - \$700,000	43	14.68%	78.0	0	8	27	8
\$700,001 and up	30	10.24%	75.0	2	4	10	14
Total Active Inventory by Units	293			15	131	116	31
Total Active Inventory by Volume	142,825,702	100%	54.0	5.33M	48.01M	61.22M	28.27M
Median Active Inventory Listing Price	\$399,900			\$260,000	\$299,900	\$469,450	\$629,000

October 2023



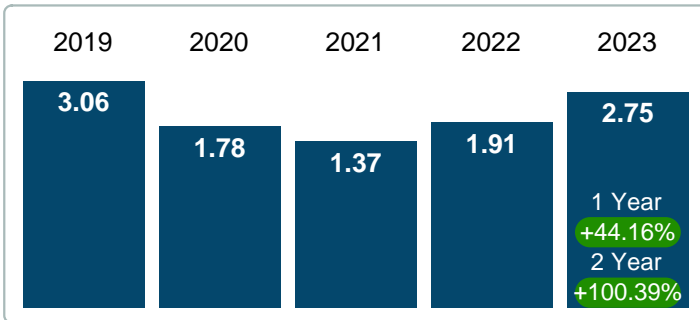
Area Delimited by County Of Rogers - Residential Property Type



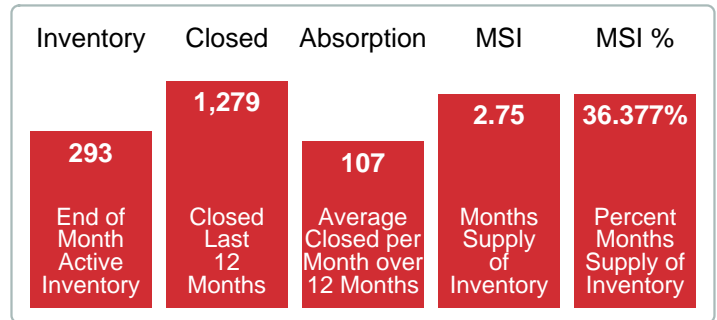
MONTHS SUPPLY of INVENTORY (MSI)

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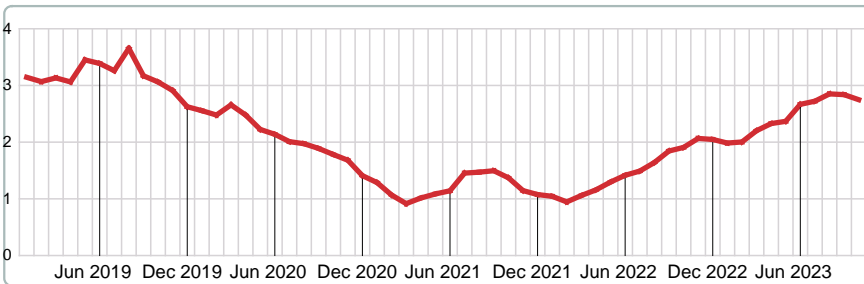
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2023

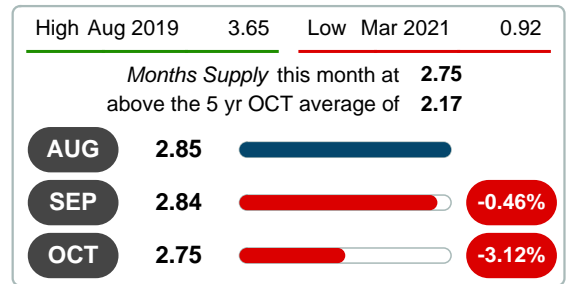


5 YEAR MARKET ACTIVITY TRENDS



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%	2.75	15	131	116	31

October 2023



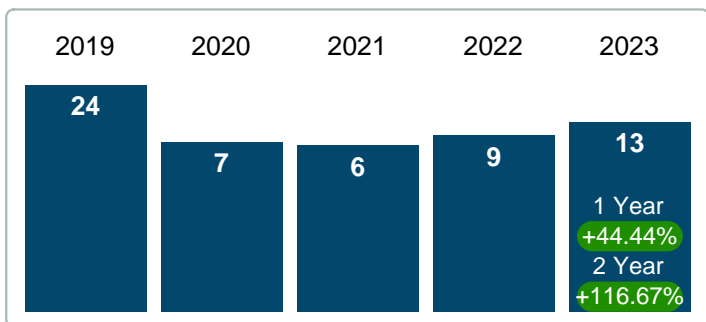
Area Delimited by County Of Rogers - Residential Property Type



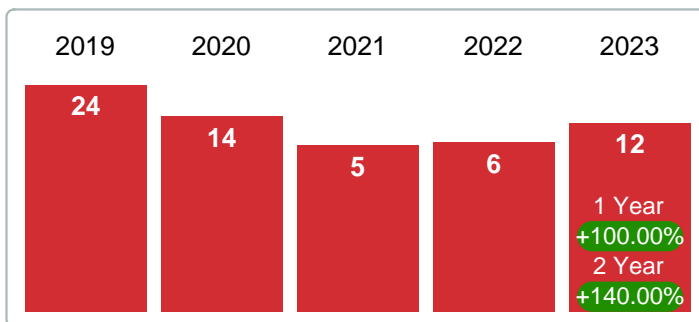
MEDIAN DAYS ON MARKET TO SALE

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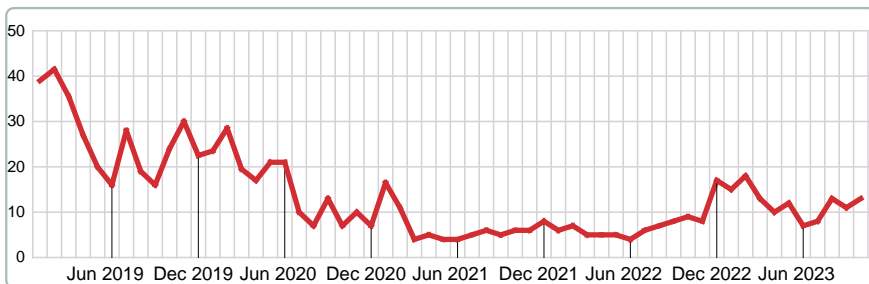
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 12

High Feb 2019 42 Low Jun 2022 4

Median Days on Market to Sale this month at 13 above the 5 yr OCT average of 12



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	9.73%	6	3	6	33	0
\$150,001 - \$200,000	12.39%	6	8	3	13	0
\$200,001 - \$225,000	5.31%	24	0	24	0	0
\$225,001 - \$325,000	36.28%	15	0	15	32	0
\$325,001 - \$375,000	11.50%	21	0	19	41	0
\$375,001 - \$525,000	13.27%	6	0	4	5	38
\$525,001 and up	11.50%	60	0	81	40	65
Median Closed DOM		13	5	14	30	60
Total Closed Units	100%	13.0	8	70	26	9
Total Closed Volume		36,562,112	1.13M	19.32M	9.94M	6.17M

October 2023



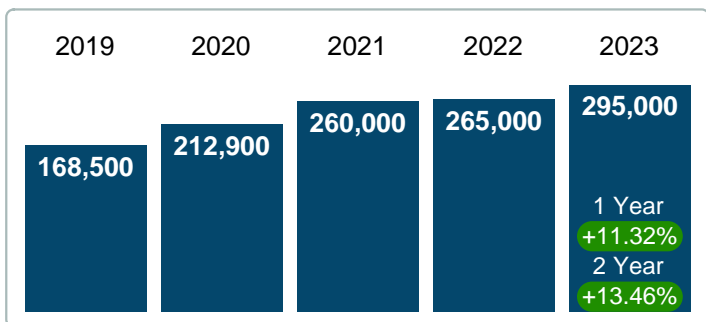
Area Delimited by County Of Rogers - Residential Property Type



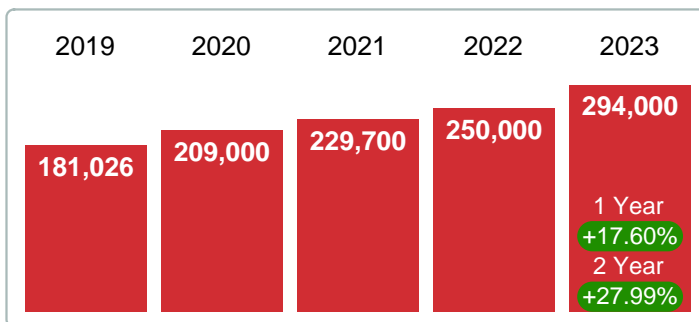
MEDIAN LIST PRICE AT CLOSING

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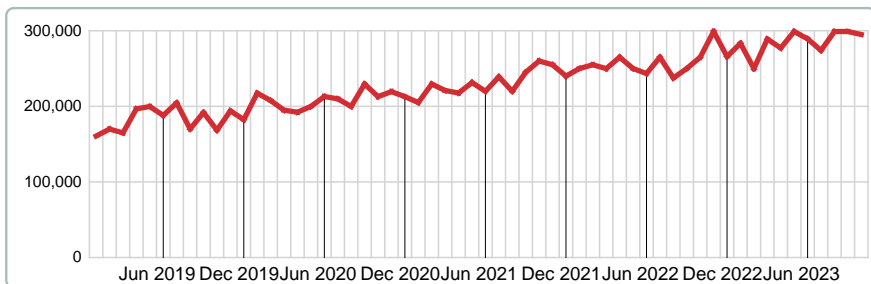
OCTOBER



YEAR TO DATE (YTD)

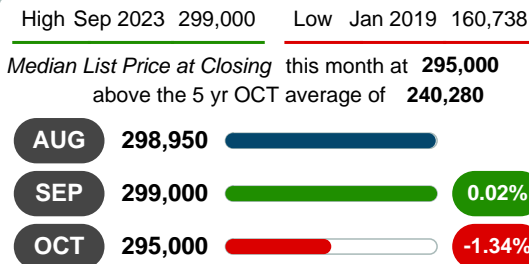


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 240,280



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	10	8.85%	125,950	129,900	80,000	135,000	0
\$150,001 - \$200,000	13	11.50%	180,000	169,900	180,000	185,000	0
\$200,001 - \$225,000	10	8.85%	220,433	0	220,433	222,500	0
\$225,001 - \$325,000	37	32.74%	279,000	0	272,500	315,000	0
\$325,001 - \$375,000	13	11.50%	350,000	0	345,000	354,000	0
\$375,001 - \$525,000	16	14.16%	418,750	0	445,000	425,000	415,000
\$525,001 and up	14	12.39%	689,000	0	637,000	647,000	774,450
Median List Price			295,000	139,950	270,000	342,000	574,500
Total Closed Units		100%	295,000	8	70	26	9
Total Closed Volume			37,806,473	1.13M	19.87M	10.29M	6.52M

October 2023



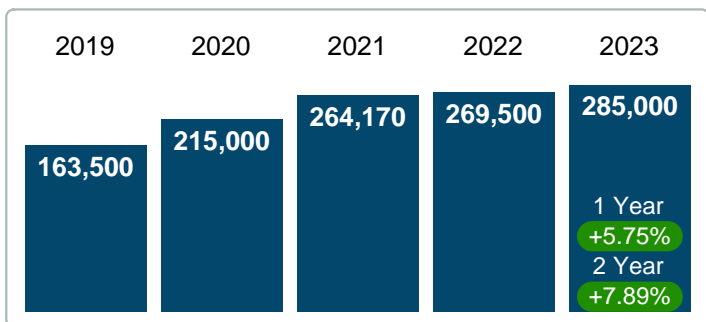
Area Delimited by County Of Rogers - Residential Property Type



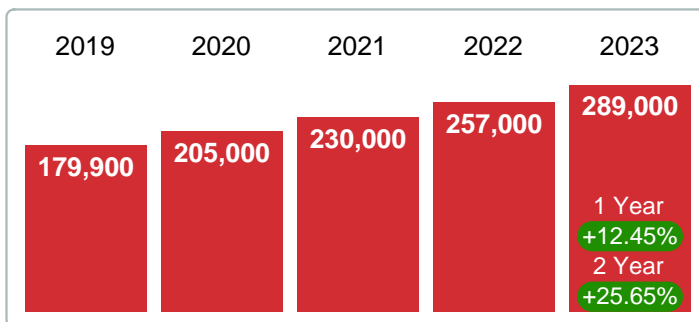
MEDIAN SOLD PRICE AT CLOSING

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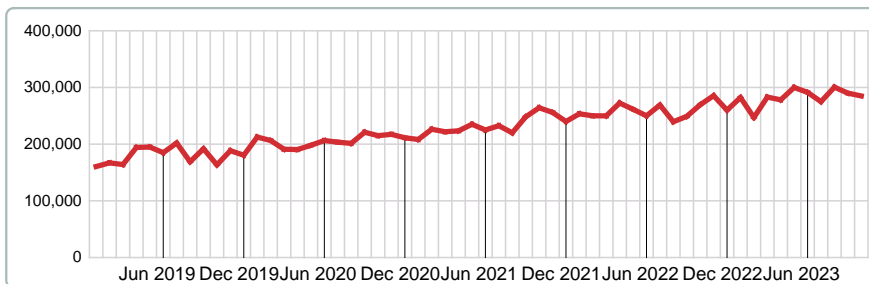
OCTOBER



YEAR TO DATE (YTD)

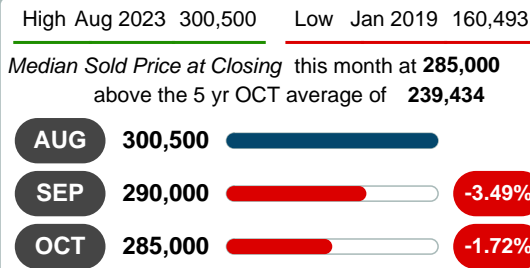


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 239,434



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	9.73%	125,000	130,000	77,500	133,250	0
\$150,001 - \$200,000	12.39%	175,000	162,000	175,000	200,000	0
\$200,001 - \$225,000	5.31%	220,433	0	220,433	0	0
\$225,001 - \$325,000	36.28%	265,000	0	260,750	312,000	0
\$325,001 - \$375,000	11.50%	350,000	0	345,000	352,000	0
\$375,001 - \$525,000	13.27%	422,500	0	450,000	415,000	422,500
\$525,001 and up	11.50%	679,000	0	553,500	690,000	778,100
Median Sold Price		285,000	143,450	260,000	340,000	575,000
Total Closed Units	100%	285,000	8	70	26	9
Total Closed Volume		36,562,112	1.13M	19.32M	9.94M	6.17M

October 2023



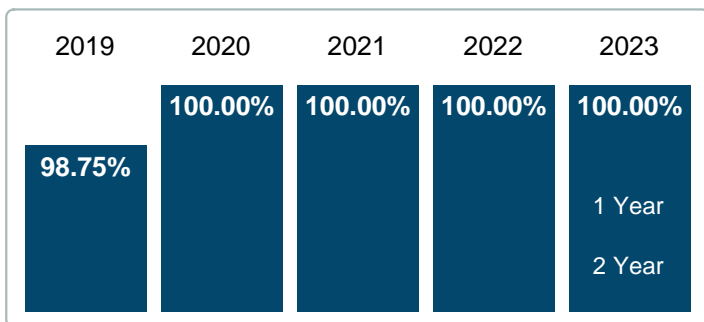
Area Delimited by County Of Rogers - Residential Property Type



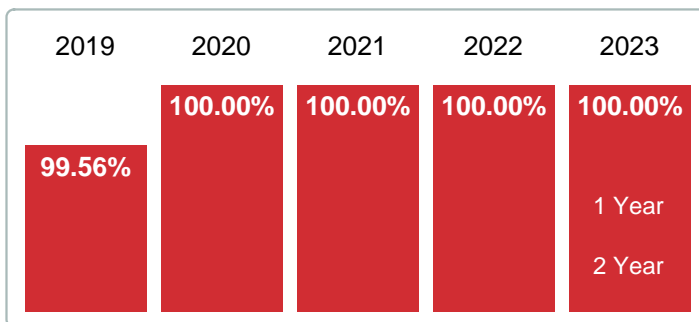
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 99.75%

High Oct 2023 100.00% Low Jan 2019 97.39%

Median Sold/List Ratio this month at **100.00%**
equal to 5 yr OCT average of **99.75%**

- AUG 100.00%
- SEP 100.00%
- OCT 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	11	9.73%	100.00%	100.00%	100.00%	86.19%	0.00%
\$150,001 - \$200,000	14	12.39%	100.00%	100.00%	100.00%	90.91%	0.00%
\$200,001 - \$225,000	6	5.31%	100.00%	0.00%	100.00%	0.00%	0.00%
\$225,001 - \$325,000	41	36.28%	98.75%	0.00%	98.84%	97.85%	0.00%
\$325,001 - \$375,000	13	11.50%	100.00%	0.00%	100.00%	100.00%	0.00%
\$375,001 - \$525,000	15	13.27%	100.00%	0.00%	100.00%	96.48%	100.02%
\$525,001 and up	13	11.50%	97.70%	0.00%	87.93%	96.46%	100.04%
Median Sold/List Ratio		100.00%		100.00%	100.00%	97.33%	100.02%
Total Closed Units		113	100%	8	70	26	9
Total Closed Volume		36,562,112		1.13M	19.32M	9.94M	6.17M

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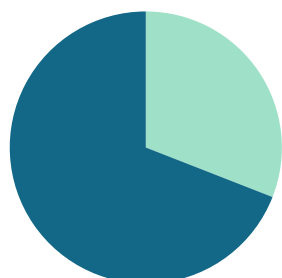
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

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

INVENTORY

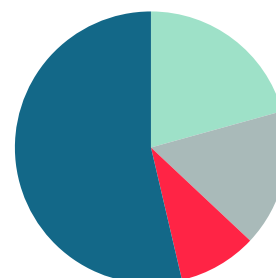


Inventory
 New Listings
133 = 30.93%
 Start Inventory
297
 Total Inventory Units
430
 Volume
\$192,734,156

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%
Median List Price	265,000	295,000	11.32%	250,000	294,000	17.60%
Median Sale Price	269,500	285,000	5.75%	257,000	289,000	12.45%
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	9.00	13.00	44.44%	6.00	12.00	100.00%
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

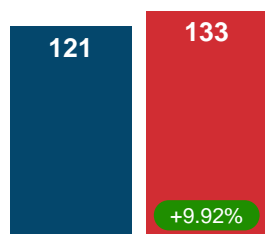
Inventory on October 31, 2023 = **293**

2022 **2023**

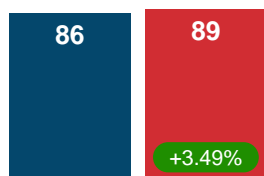
OCTOBER MARKET

MEDIAN PRICES

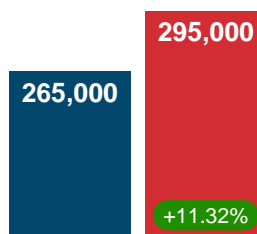
New Listings



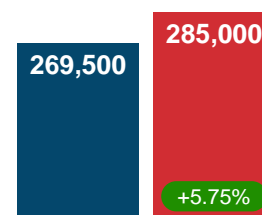
Pending Listings



List Price



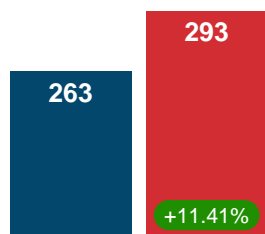
Sale Price



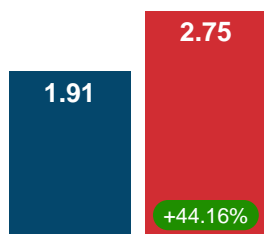
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

