



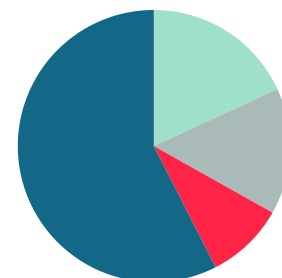
Area Delimited by County Of Rogers - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2024 for MLS Technology Inc.

Compared Metrics	December		
	2022	2023	+/-%
Closed Listings	89	93	4.49%
Pending Listings	89	77	-13.48%
New Listings	108	90	-16.67%
Median List Price	265,900	260,000	-2.22%
Median Sale Price	260,000	255,000	-1.92%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	17.00	18.00	5.88%
End of Month Inventory	259	295	13.90%
Months Supply of Inventory	2.05	2.78	35.93%



■ Closed (18.13%)  
■ Pending (15.01%)  
■ Other OffMarket (9.36%)  
■ Active (57.50%)

**Absorption:** Last 12 months, an Average of **106** Sales/Month  
**Active Inventory** as of December 31, 2023 = **295**

### Analysis Wrap-Up

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

The total housing inventory at the end of December 2023 rose **13.90%** to 295 existing homes available for sale. Over the last 12 months this area has had an average of 106 closed sales per month. This represents an unsold inventory index of **2.78** MSI for this period.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **1.92%** in December 2023 to \$255,000 versus the previous year at \$260,000.

#### Median Days on Market Lengthens

The median number of **18.00** days that homes spent on the market before selling increased by 1.00 days or **5.88%** in December 2023 compared to last year's same month at **17.00** DOM.

#### Sales Success for December 2023 is Positive

Overall, with Median Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 90 New Listings in December 2023, down **16.67%** from last year at 108. Furthermore, there were 93 Closed Listings this month versus last year at 89, a **4.49%** increase.

Closed versus Listed trends yielded a **103.3%** ratio, up from previous year's, December 2022, at **82.4%**, a **25.39%** 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

<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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

# December 2023



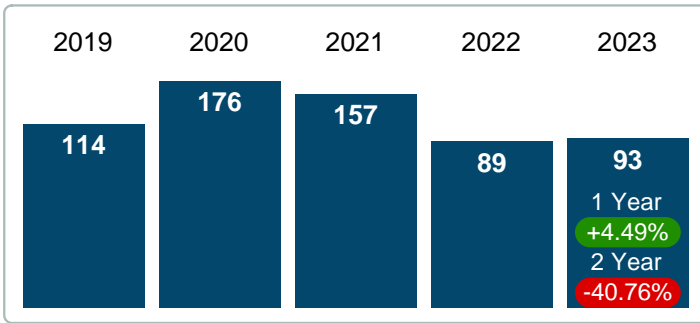
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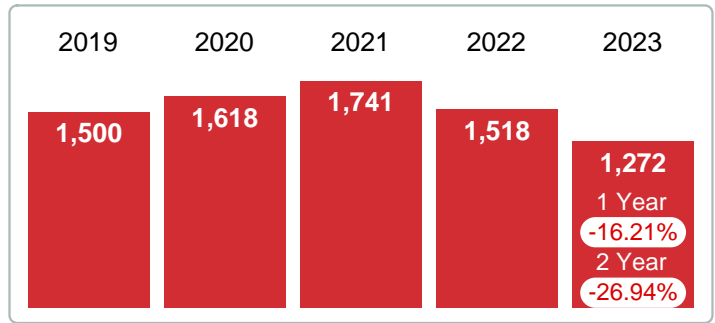
## CLOSED LISTINGS

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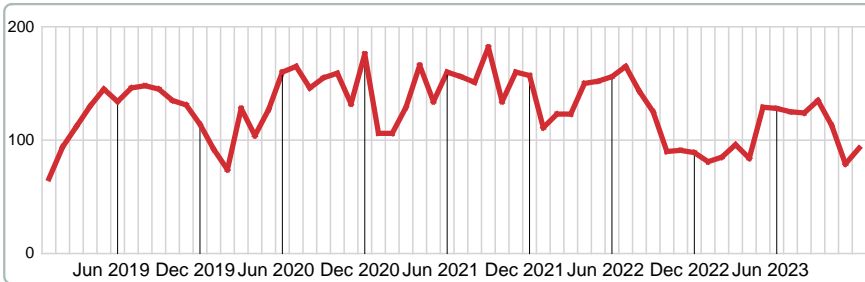
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 126

High Sep 2021 182 Low Jan 2019 66

Closed Listings this month at **93**  
 below the 5 yr DEC average of **126**

Month	Closed Listings	% Change
OCT	113	
NOV	79	-30.09%
DEC	93	17.72%

### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	6	6.45%	9.0	3	3	0	0
\$125,001 - \$175,000	11	11.83%	12.0	2	7	2	0
\$175,001 - \$225,000	17	18.28%	12.0	0	17	0	0
\$225,001 - \$275,000	21	22.58%	17.0	1	13	7	0
\$275,001 - \$400,000	15	16.13%	22.0	1	8	6	0
\$400,001 - \$525,000	13	13.98%	46.0	0	2	9	2
\$525,001 and up	10	10.75%	88.0	0	2	7	1
<b>Total Closed Units</b>	<b>93</b>			<b>7</b>	<b>52</b>	<b>31</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>27,956,637</b>	<b>100%</b>	<b>18.0</b>	<b>1.03M</b>	<b>12.94M</b>	<b>12.47M</b>	<b>1.52M</b>
<b>Median Closed Price</b>	<b>\$255,000</b>			<b>\$129,000</b>	<b>\$216,000</b>	<b>\$405,000</b>	<b>\$480,000</b>

# December 2023



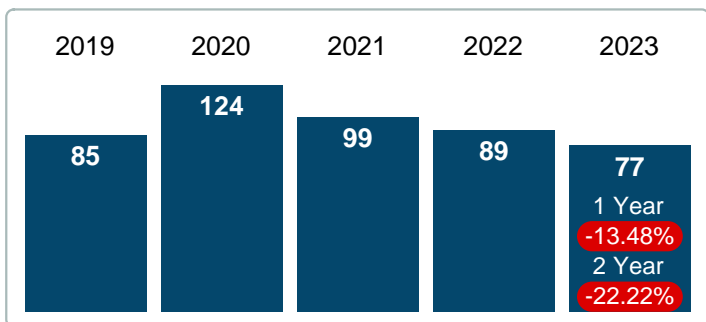
Area Delimited by County Of Rogers - Residential Property Type



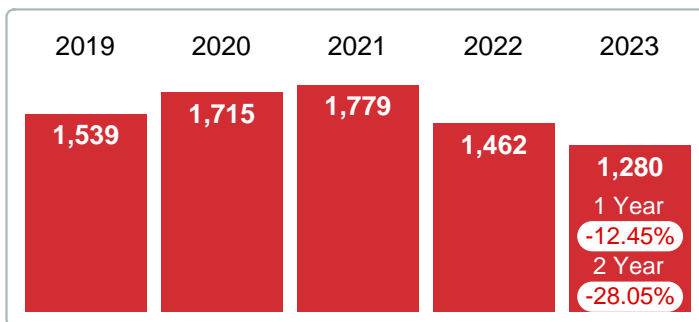
## PENDING LISTINGS

Report produced on Jan 11, 2024 for MLS Technology Inc.

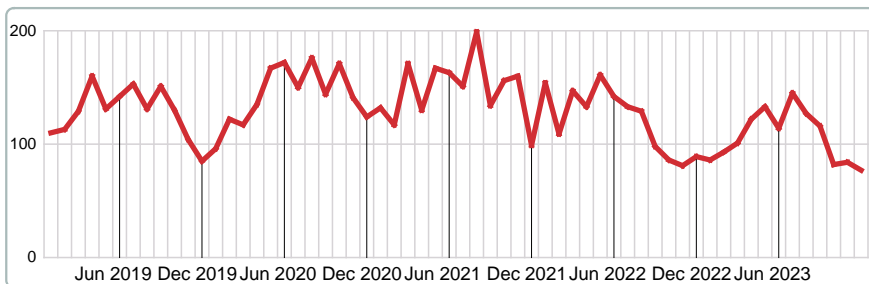
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 95

High Aug 2021 199 Low Dec 2023 77

Pending Listings this month at 77 below the 5 yr DEC average of 95

- OCT 82 (2.44% increase)
- NOV 84 (2.44% increase)
- DEC 77 (-8.33% decrease)

### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	5	6.49%	25.0	4	1	0	0
\$100,001 - \$175,000	12	15.58%	7.0	3	9	0	0
\$175,001 - \$225,000	7	9.09%	10.0	1	6	0	0
\$225,001 - \$325,000	24	31.17%	66.5	0	16	8	0
\$325,001 - \$475,000	9	11.69%	51.0	1	3	5	0
\$475,001 - \$625,000	11	14.29%	55.0	0	2	7	2
\$625,001 and up	9	11.69%	67.0	0	1	8	0
<b>Total Pending Units</b>	<b>77</b>			<b>9</b>	<b>38</b>	<b>28</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>26,318,865</b>	<b>100%</b>	<b>40.0</b>	<b>1.26M</b>	<b>9.80M</b>	<b>14.23M</b>	<b>1.03M</b>
<b>Median Listing Price</b>	<b>\$269,900</b>			<b>\$120,000</b>	<b>\$232,500</b>	<b>\$487,450</b>	<b>\$516,250</b>

# December 2023



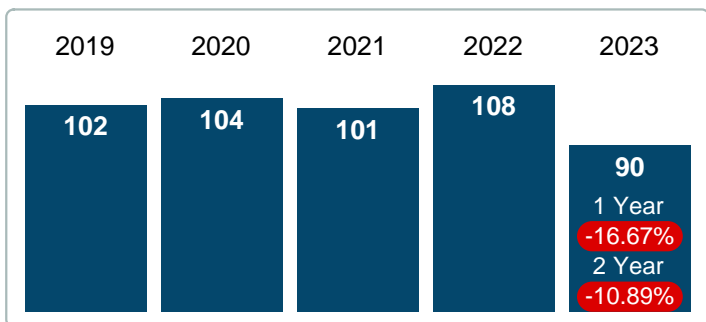
Area Delimited by County Of Rogers - Residential Property Type



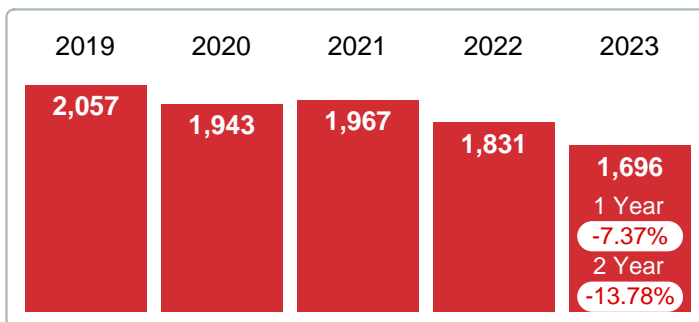
## NEW LISTINGS

Report produced on Jan 11, 2024 for MLS Technology Inc.

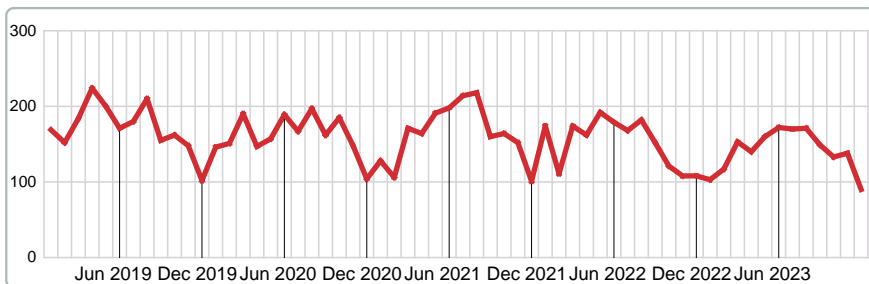
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 101

High Apr 2019 224 Low Dec 2023 90

New Listings this month at 90  
 below the 5 yr DEC average of 101



### 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	9	10.00%	3	6	0	0
\$150,001 - \$175,000	8	8.89%	3	5	0	0
\$175,001 - \$225,000	14	15.56%	2	11	1	0
\$225,001 - \$400,000	24	26.67%	0	16	8	0
\$400,001 - \$500,000	14	15.56%	1	4	6	3
\$500,001 - \$625,000	12	13.33%	0	1	8	3
\$625,001 and up	9	10.00%	0	2	5	2
<b>Total New Listed Units</b>	<b>90</b>		<b>9</b>	<b>45</b>	<b>28</b>	<b>8</b>
<b>Total New Listed Volume</b>	<b>32,637,240</b>	<b>100%</b>	<b>1.64M</b>	<b>12.09M</b>	<b>14.43M</b>	<b>4.47M</b>
<b>Median New Listed Listing Price</b>	<b>\$324,950</b>		<b>\$165,000</b>	<b>\$230,000</b>	<b>\$495,450</b>	<b>\$515,000</b>

# December 2023



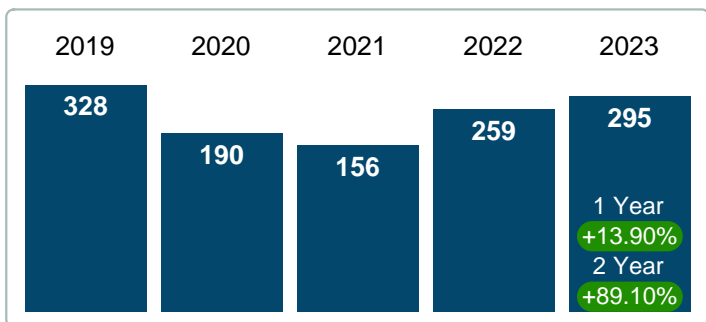
Area Delimited by County Of Rogers - Residential Property Type



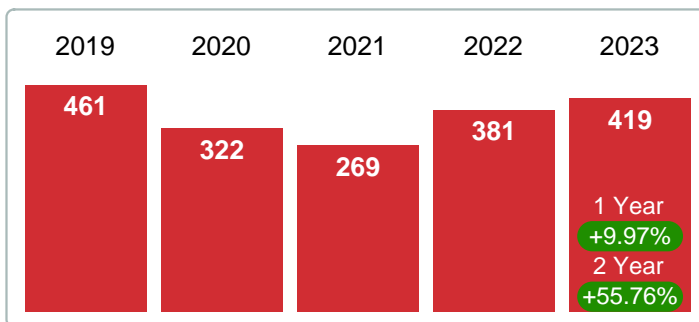
## ACTIVE INVENTORY

Report produced on Jan 11, 2024 for MLS Technology Inc.

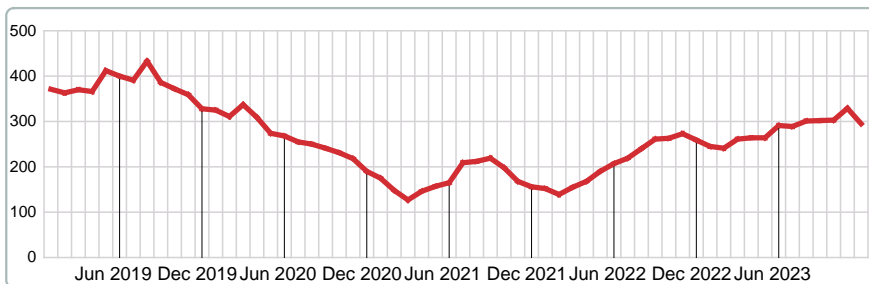
### END OF DECEMBER



### ACTIVE DURING DECEMBER



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 246

High Aug 2019 433 Low Mar 2021 127

Inventory this month at 295  
above the 5 yr DEC average of 246



### 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	26	8.81%	54.5	8	13	5	0
\$175,001 - \$250,000	36	12.20%	52.5	2	27	7	0
\$250,001 - \$325,000	42	14.24%	89.0	2	22	16	2
\$325,001 - \$475,000	68	23.05%	67.5	2	30	27	9
\$475,001 - \$575,000	58	19.66%	60.5	1	12	38	7
\$575,001 - \$725,000	33	11.19%	55.0	0	3	24	6
\$725,001 and up	32	10.85%	80.0	0	5	8	19
<b>Total Active Inventory by Units</b>	<b>295</b>			<b>15</b>	<b>112</b>	<b>125</b>	<b>43</b>
<b>Total Active Inventory by Volume</b>	<b>149,471,890</b>	<b>100%</b>	<b>65.0</b>	<b>3.38M</b>	<b>41.33M</b>	<b>64.06M</b>	<b>40.70M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$425,000</b>			<b>\$175,000</b>	<b>\$297,400</b>	<b>\$499,000</b>	<b>\$619,000</b>

# December 2023



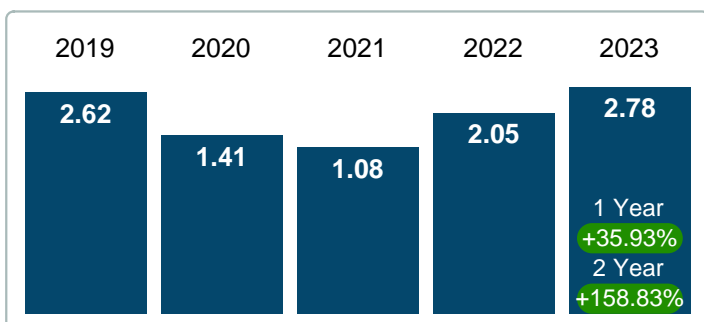
Area Delimited by County Of Rogers - Residential Property Type



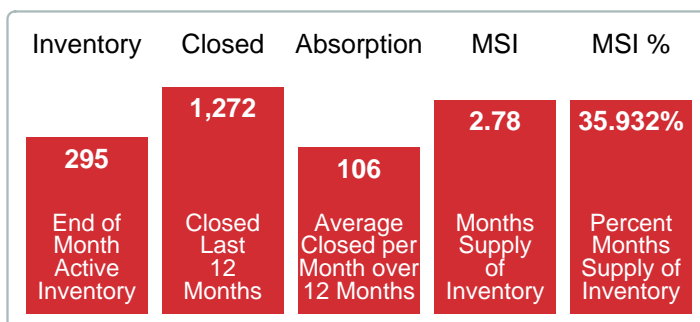
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jan 11, 2024 for MLS Technology Inc.

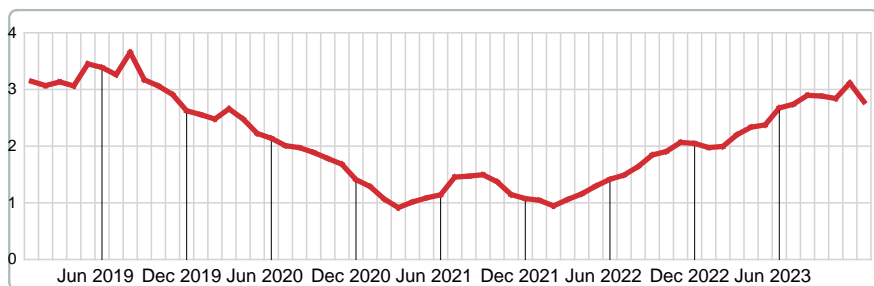
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2023

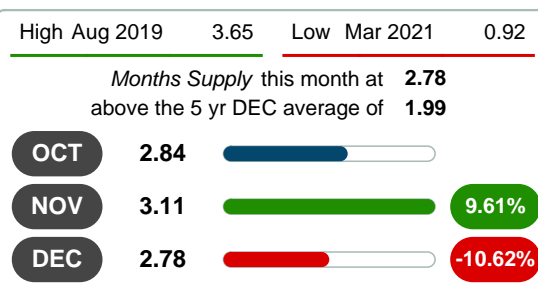


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC 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	26	8.81%	1.63	2.09	1.21	4.62	0.00
\$175,001 - \$250,000	36	12.20%	1.33	1.71	1.20	2.21	0.00
\$250,001 - \$325,000	42	14.24%	1.92	4.00	1.75	1.94	4.00
\$325,001 - \$475,000	68	23.05%	2.87	6.00	2.57	2.70	5.40
\$475,001 - \$575,000	58	19.66%	7.91	0.00	6.26	9.31	5.25
\$575,001 - \$725,000	33	11.19%	5.14	0.00	3.60	5.88	4.50
\$725,001 and up	32	10.85%	8.73	0.00	10.00	5.33	11.40
Market Supply of Inventory (MSI)			2.78	2.50	1.84	3.89	6.07
Total Active Inventory by Units		100%	2.78	15	112	125	43

# December 2023



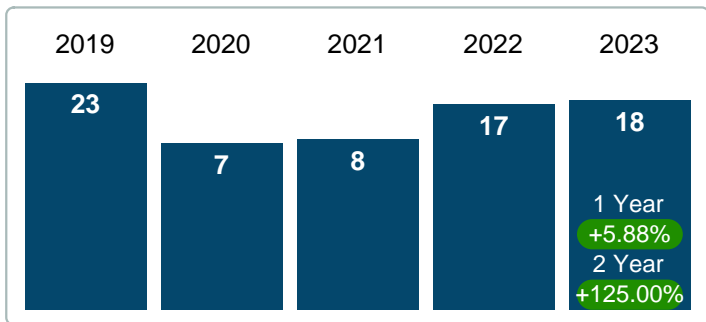
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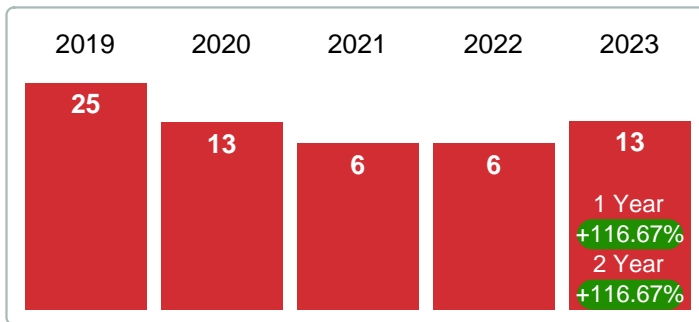
## MEDIAN DAYS ON MARKET TO SALE

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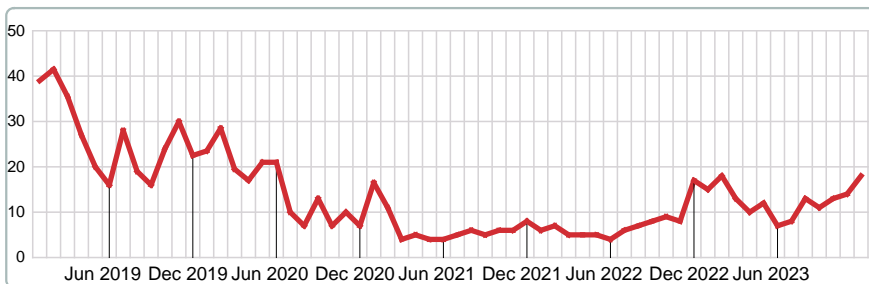
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

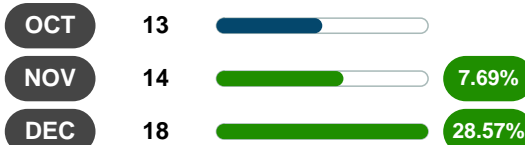


### 3 MONTHS

5 year DEC AVG = 15

High Feb 2019 42 Low Jun 2022 4

Median Days on Market to Sale this month at 18 above the 5 yr DEC average of 15



### 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
\$125,000 and less <b>6</b>	6.45%	9	1	30	0	0
\$125,001 - \$175,000 <b>11</b>	11.83%	12	4	12	26	0
\$175,001 - \$225,000 <b>17</b>	18.28%	12	0	12	0	0
\$225,001 - \$275,000 <b>21</b>	22.58%	17	2	13	33	0
\$275,001 - \$400,000 <b>15</b>	16.13%	22	133	17	28	0
\$400,001 - \$525,000 <b>13</b>	13.98%	46	0	205	30	25
\$525,001 and up <b>10</b>	10.75%	88	0	72	91	11
Median Closed DOM		18	2	15	33	11
Total Closed Units	100%	18.0	7	52	31	3
Total Closed Volume		27,956,637	1.03M	12.94M	12.47M	1.52M

# December 2023



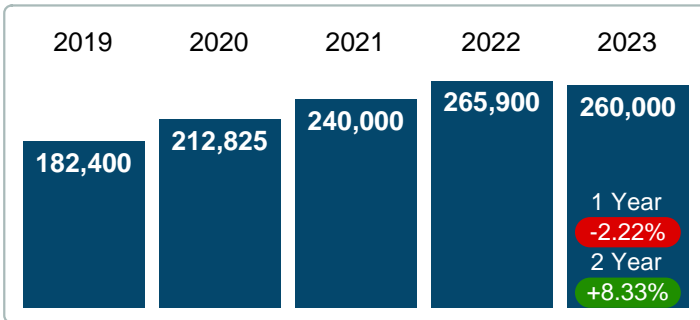
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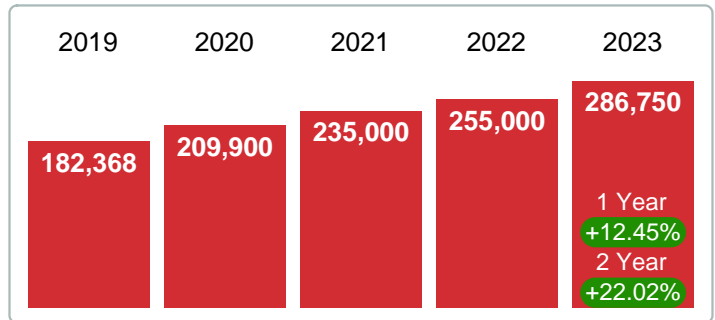
## MEDIAN LIST PRICE AT CLOSING

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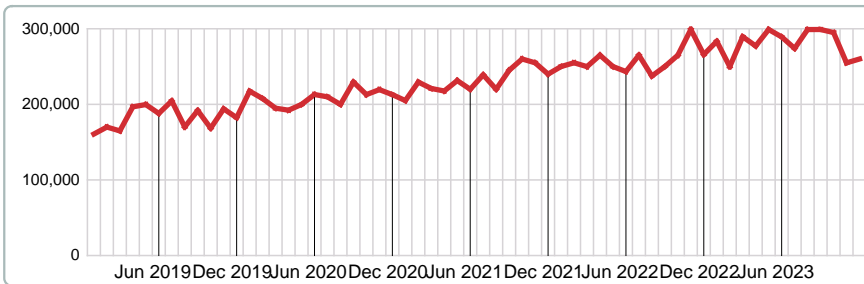
### DECEMBER



### YEAR TO DATE (YTD)

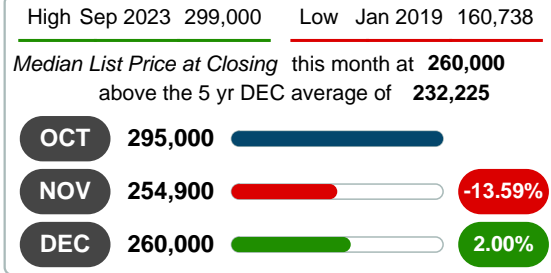


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 232,225



### 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
\$125,000 and less	7	7.53%	75,000	75,000	75,000	0	0
\$125,001 - \$175,000	9	9.68%	145,000	132,000	162,500	142,000	0
\$175,001 - \$225,000	17	18.28%	196,350	0	198,125	179,500	0
\$225,001 - \$275,000	20	21.51%	252,500	0	249,950	267,945	0
\$275,001 - \$400,000	18	19.35%	317,500	287,000	332,000	304,950	0
\$400,001 - \$525,000	11	11.83%	450,000	0	471,450	440,000	460,000
\$525,001 and up	11	11.83%	624,999	0	682,000	612,250	619,000
Median List Price			260,000	129,000	225,275	399,900	480,000
Total Closed Units		100%	260,000	7	52	31	3
Total Closed Volume			28,345,412	1.09M	12.96M	12.76M	1.54M



# December 2023



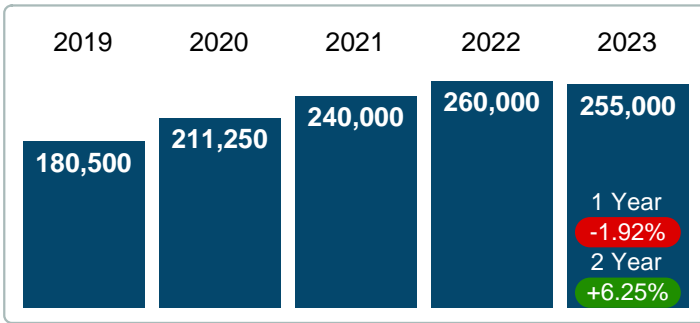
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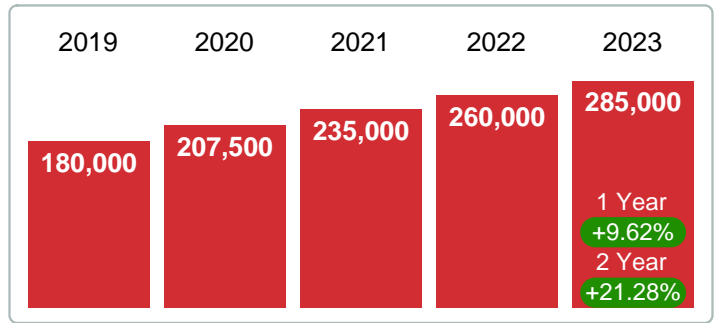
## MEDIAN SOLD PRICE AT CLOSING

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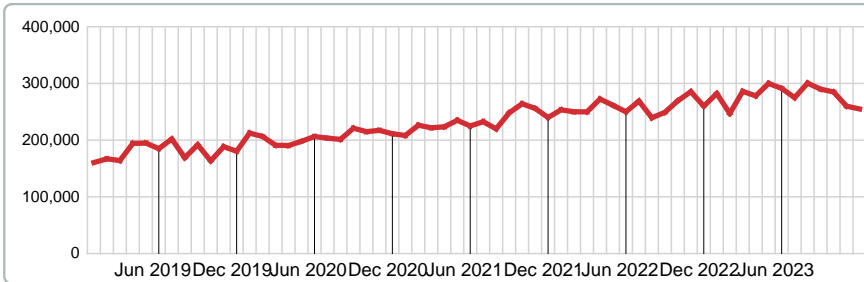
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

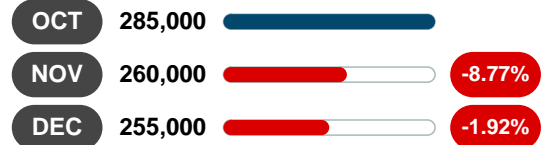


### 3 MONTHS

5 year DEC AVG = 229,350

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

Median Sold Price at Closing this month at **255,000** above the 5 yr DEC average of **229,350**



### 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
\$125,000 and less	6	6.45%	80,250	65,000	95,500	0	0
\$125,001 - \$175,000	11	11.83%	152,500	132,000	160,000	147,750	0
\$175,001 - \$225,000	17	18.28%	199,000	0	199,000	0	0
\$225,001 - \$275,000	21	22.58%	250,000	250,000	248,000	257,500	0
\$275,001 - \$400,000	15	16.13%	325,500	279,000	334,000	304,500	0
\$400,001 - \$525,000	13	13.98%	450,000	0	459,225	440,000	448,500
\$525,001 and up	10	10.75%	622,000	0	687,000	585,000	619,000
Median Sold Price			255,000	129,000	216,000	405,000	480,000
Total Closed Units		100%	255,000	7	52	31	3
Total Closed Volume			27,956,637	1.03M	12.94M	12.47M	1.52M

# December 2023



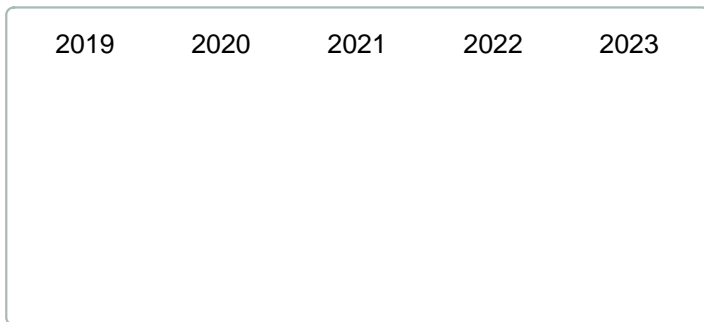
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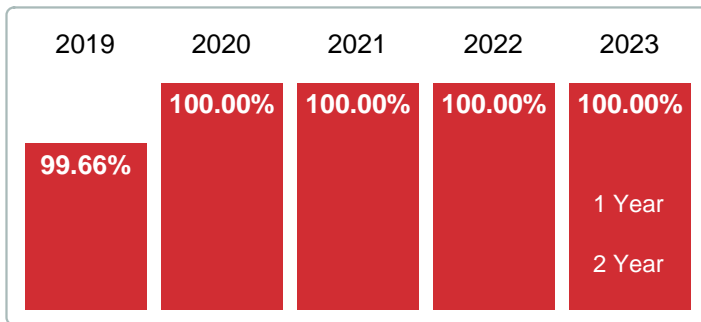
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jan 11, 2024 for MLS Technology Inc.

### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 100.00%

High Dec 2023 100.00% Low Jan 2019 97.39%

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

OCT 100.00%  
 NOV 100.00%  
 DEC 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
\$125,000 and less	6	6.45%	100.00%	100.00%	113.33%	0.00%	0.00%
\$125,001 - \$175,000	11	11.83%	100.00%	100.00%	100.00%	91.58%	0.00%
\$175,001 - \$225,000	17	18.28%	100.00%	0.00%	100.00%	0.00%	0.00%
\$225,001 - \$275,000	21	22.58%	99.06%	87.72%	99.62%	98.19%	0.00%
\$275,001 - \$400,000	15	16.13%	99.70%	96.54%	99.85%	99.35%	0.00%
\$400,001 - \$525,000	13	13.98%	100.00%	0.00%	97.43%	100.00%	97.39%
\$525,001 and up	10	10.75%	99.75%	0.00%	100.79%	97.81%	100.00%
Median Sold/List Ratio		100.00%		100.00%	100.00%	98.31%	100.00%
Total Closed Units		93	100%	7	52	31	3
Total Closed Volume		27,956,637		1.03M	12.94M	12.47M	1.52M

# December 2023



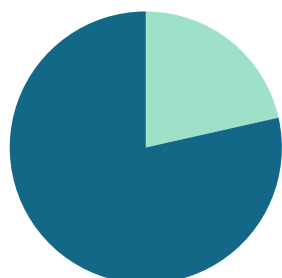
Area Delimited by County Of Rogers - Residential Property Type



## MARKET SUMMARY

Report produced on Jan 11, 2024 for MLS Technology Inc.

### INVENTORY

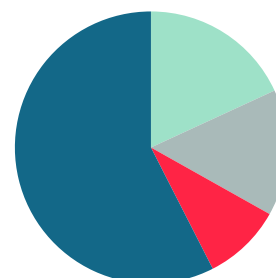


**Inventory**  
 New Listings  
**90 = 21.48%**  
 Start Inventory  
**329**  
 Total Inventory Units  
**419**  
 Volume  
**\$198,335,945**

### Market Activity

Closed Sales  
**93 = 18.13%**  
 Pending Sales  
**77 = 15.01%**  
 Other Off Market  
**48 = 9.36%**  
 Active Inventory  
**295 = 57.50%**

### MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	89	93	4.49%	1,518	1,272	-16.21%
Pending Sales	89	77	-13.48%	1,462	1,280	-12.45%
New Listings	108	90	-16.67%	1,831	1,696	-7.37%
Median List Price	265,900	260,000	-2.22%	255,000	286,750	12.45%
Median Sale Price	260,000	255,000	-1.92%	260,000	285,000	9.62%
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	17.00	18.00	5.88%	6.00	13.00	116.67%
Monthly Inventory	259	295	13.90%	259	295	13.90%
Months Supply of Inventory	2.05	2.78	35.93%	2.05	2.78	35.93%

**Absorption:** Last 12 months, an Average of **106** Sales/Month

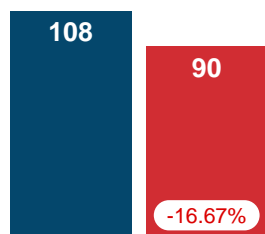
**Inventory** on December 31, 2023 = **295**

**2022** **2023**

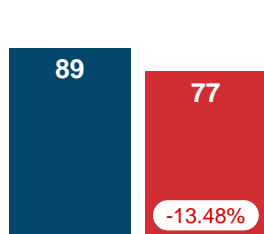
### DECEMBER MARKET

### MEDIAN PRICES

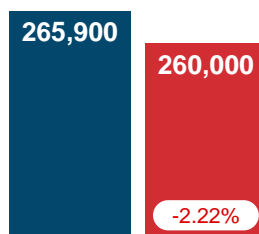
#### New Listings



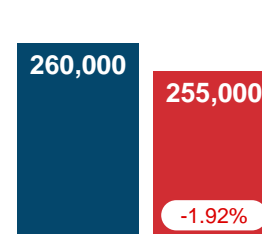
#### Pending Listings



#### List Price



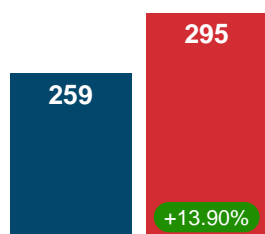
#### Sale Price



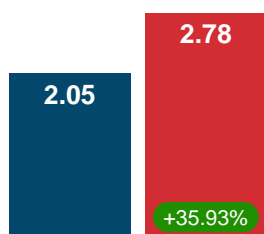
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

