

# January 2024



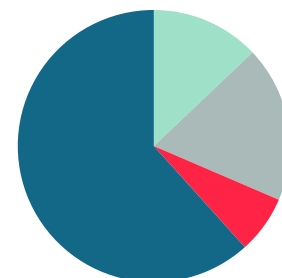
Area Delimited by County Of Rogers - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Feb 12, 2024 for MLS Technology Inc.

Compared Metrics	2023	January 2024	+/-%
Closed Listings	81	62	-23.46%
Pending Listings	86	89	3.49%
New Listings	103	113	9.71%
Median List Price	283,340	282,500	-0.30%
Median Sale Price	282,190	280,000	-0.78%
Median Percent of Selling Price to List Price	98.82%	100.00%	1.19%
Median Days on Market to Sale	15.00	24.50	63.33%
End of Month Inventory	245	296	20.82%
Months Supply of Inventory	1.98	2.83	43.36%



■ Closed (12.92%)  
■ Pending (18.54%)  
■ Other OffMarket (6.88%)  
■ Active (61.67%)

**Absorption:** Last 12 months, an Average of **105** Sales/Month  
**Active Inventory** as of January 31, 2024 = **296**

### Analysis Wrap-Up

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

The total housing inventory at the end of January 2024 rose **20.82%** to 296 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 **2.83** 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 **0.78%** in January 2024 to \$280,000 versus the previous year at \$282,190.

#### Median Days on Market Lengthens

The median number of **24.50** days that homes spent on the market before selling increased by 9.50 days or **63.33%** in January 2024 compared to last year's same month at **15.00** DOM.

#### Sales Success for January 2024 is Positive

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

There were 113 New Listings in January 2024, up **9.71%** from last year at 103. Furthermore, there were 62 Closed Listings this month versus last year at 81, a **-23.46%** decrease.

Closed versus Listed trends yielded a **54.9%** ratio, down from previous year's, January 2023, at **78.6%**, a **30.23%** downswing. 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

# January 2024



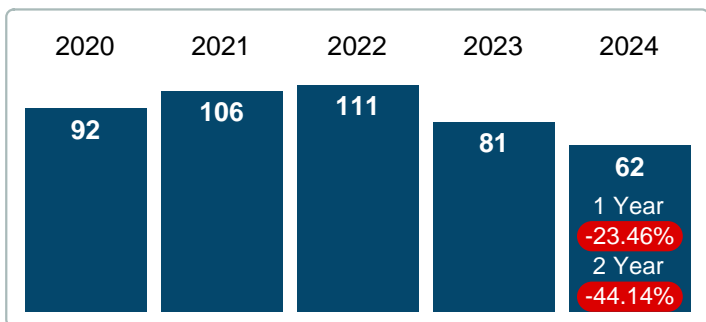
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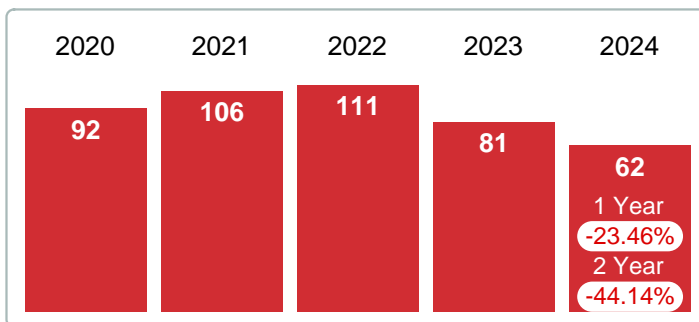
## CLOSED LISTINGS

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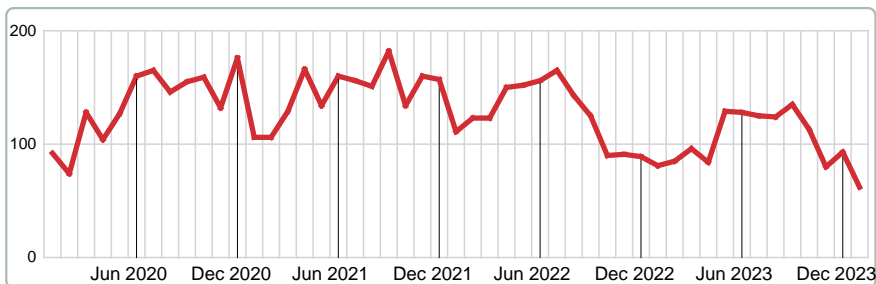
### JANUARY



### YEAR TO DATE (YTD)

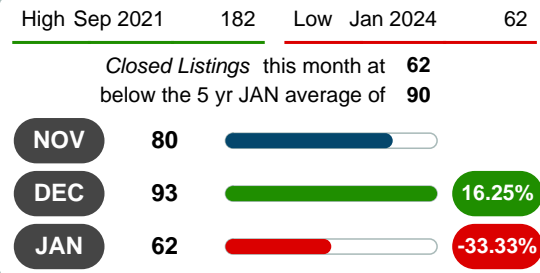


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 90



### 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	4	6.45%	20.5	2	2	0	0
\$150,001 - \$175,000	5	8.06%	4.0	2	3	0	0
\$175,001 - \$225,000	11	17.74%	11.0	1	10	0	0
\$225,001 - \$350,000	18	29.03%	21.0	0	12	6	0
\$350,001 - \$450,000	9	14.52%	27.0	0	5	4	0
\$450,001 - \$550,000	8	12.90%	44.5	0	3	4	1
\$550,001 and up	7	11.29%	53.0	0	1	5	1
<b>Total Closed Units</b>	<b>62</b>			<b>5</b>	<b>36</b>	<b>19</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>21,560,914</b>	<b>100%</b>	<b>24.5</b>	<b>662.00K</b>	<b>9.91M</b>	<b>9.11M</b>	<b>1.89M</b>
<b>Median Closed Price</b>	<b>\$280,000</b>			<b>\$152,000</b>	<b>\$240,000</b>	<b>\$397,000</b>	<b>\$942,500</b>

# January 2024



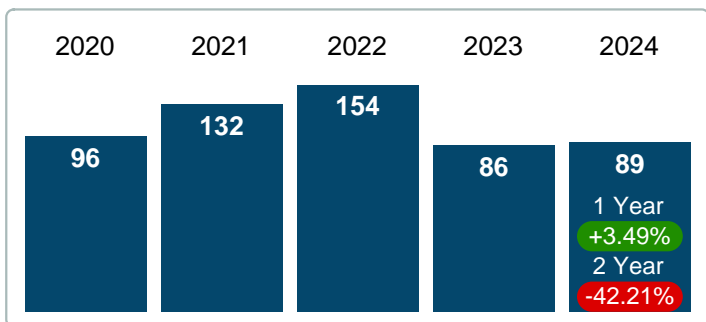
Area Delimited by County Of Rogers - Residential Property Type



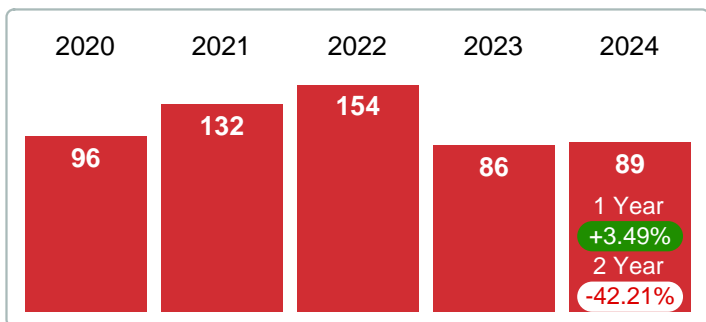
## PENDING LISTINGS

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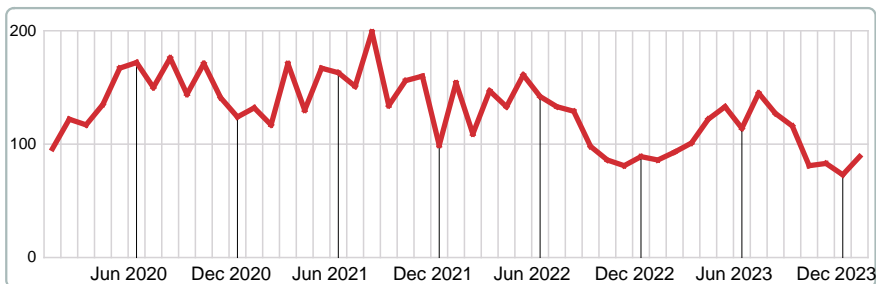
### JANUARY



### YEAR TO DATE (YTD)

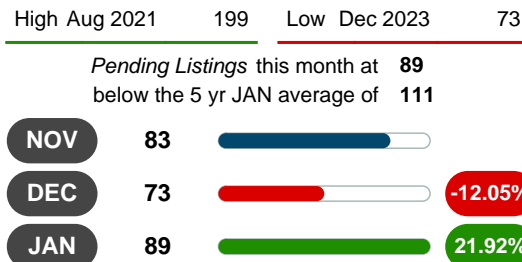


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 111



### 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	5	5.62%	39.0	1	3	1	0
\$150,001 - \$200,000	14	15.73%	20.5	1	12	1	0
\$200,001 - \$250,000	14	15.73%	34.0	0	10	4	0
\$250,001 - \$325,000	22	24.72%	90.0	0	10	12	0
\$325,001 - \$400,000	12	13.48%	41.5	0	6	5	1
\$400,001 - \$550,000	12	13.48%	49.0	0	5	6	1
\$550,001 and up	10	11.24%	96.5	0	0	6	4
<b>Total Pending Units</b>	<b>89</b>			<b>2</b>	<b>46</b>	<b>35</b>	<b>6</b>
<b>Total Pending Volume</b>	<b>29,418,529</b>	<b>100%</b>	<b>51.0</b>	<b>283.00K</b>	<b>12.18M</b>	<b>13.13M</b>	<b>3.82M</b>
<b>Median Listing Price</b>	<b>\$278,500</b>			<b>\$141,500</b>	<b>\$249,500</b>	<b>\$325,000</b>	<b>\$664,088</b>

# January 2024



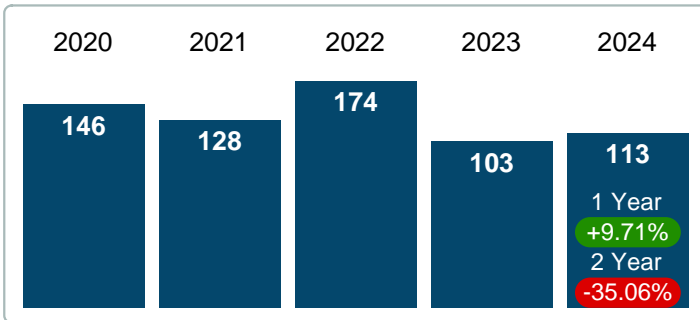
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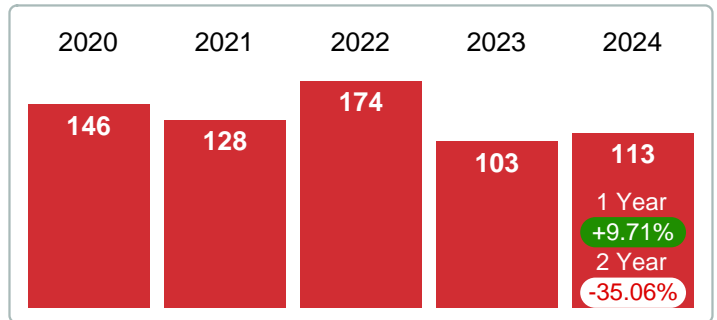
## NEW LISTINGS

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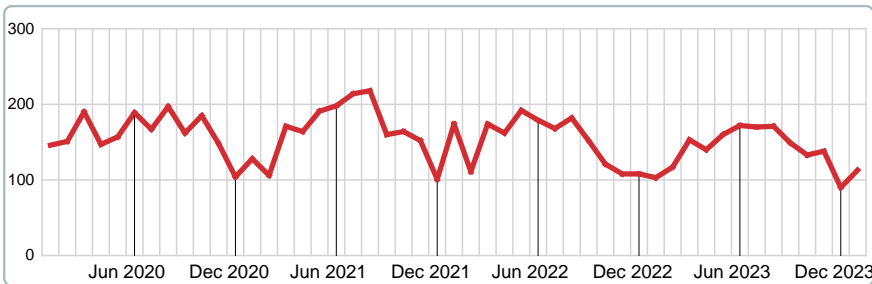
### JANUARY



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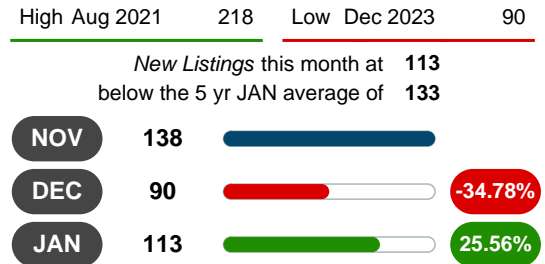


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 133



### 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	11	9.73%	3	7	1	0
\$150,001 - \$175,000	8	7.08%	3	5	0	0
\$175,001 - \$250,000	23	20.35%	1	19	3	0
\$250,001 - \$350,000	24	21.24%	1	14	8	1
\$350,001 - \$475,000	21	18.58%	0	9	10	2
\$475,001 - \$575,000	13	11.50%	0	2	11	0
\$575,001 and up	13	11.50%	1	1	6	5
<b>Total New Listed Units</b>	<b>113</b>		<b>9</b>	<b>57</b>	<b>39</b>	<b>8</b>
<b>Total New Listed Volume</b>	<b>42,675,823</b>	<b>100%</b>	<b>2.71M</b>	<b>14.83M</b>	<b>19.75M</b>	<b>5.38M</b>
<b>Median New Listed Listing Price</b>	<b>\$285,000</b>		<b>\$160,000</b>	<b>\$240,000</b>	<b>\$450,000</b>	<b>\$629,000</b>

# January 2024



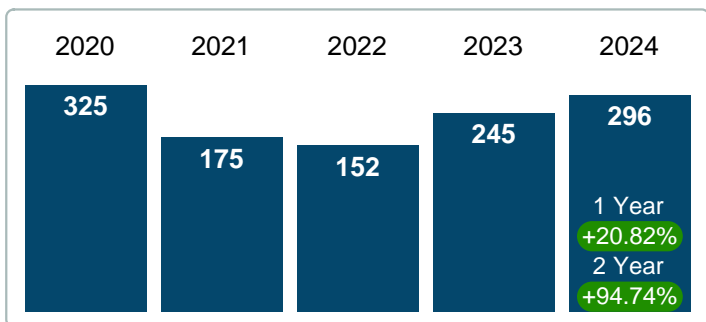
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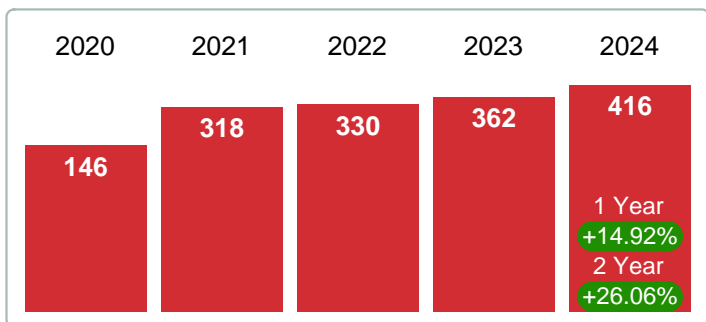
## ACTIVE INVENTORY

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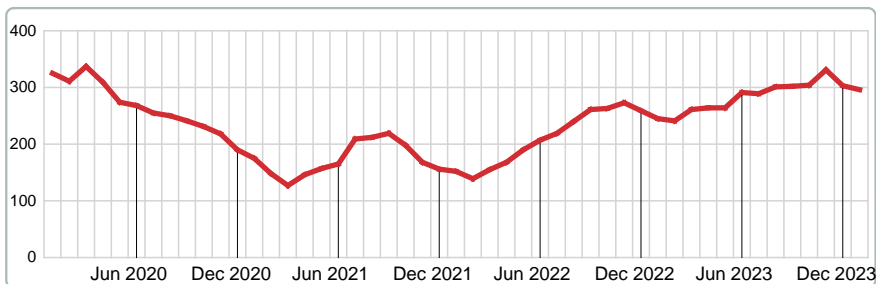
### END OF JANUARY



### ACTIVE DURING JANUARY

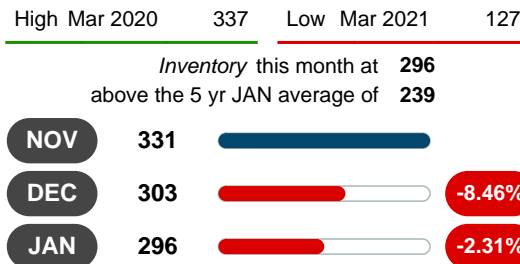


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 239



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$150,000 and less	17	5.74%	29.0	6	10	1	0	
\$150,001 - \$225,000	39	13.18%	43.0	8	25	6	0	
\$225,001 - \$325,000	53	17.91%	77.0	3	32	16	2	
\$325,001 - \$475,000	72	24.32%	66.0	2	34	29	7	
\$475,001 - \$575,000	51	17.23%	84.0	1	7	36	7	
\$575,001 - \$750,000	35	11.82%	83.0	0	6	21	8	
\$750,001 and up	29	9.80%	89.0	1	2	11	15	
Total Active Inventory by Units		296		21	116	120	39	
Total Active Inventory by Volume		148,678,287	100%	74.0	5.33M	41.08M	64.21M	38.07M
Median Active Inventory Listing Price		\$420,000			\$165,000	\$286,450	\$499,250	\$629,000

# January 2024



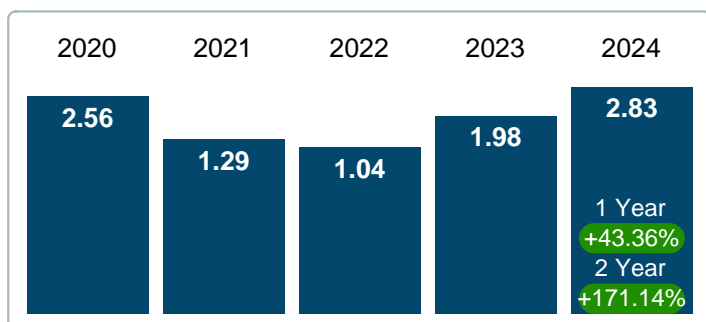
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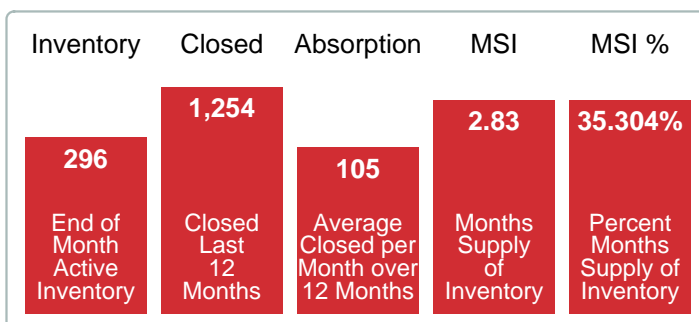
## MONTHS SUPPLY of INVENTORY (MSI)

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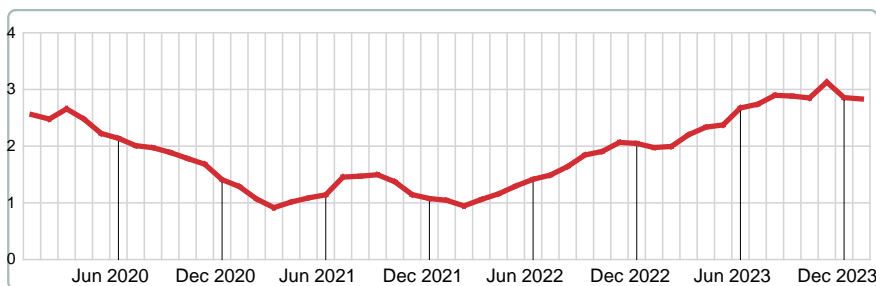
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2024

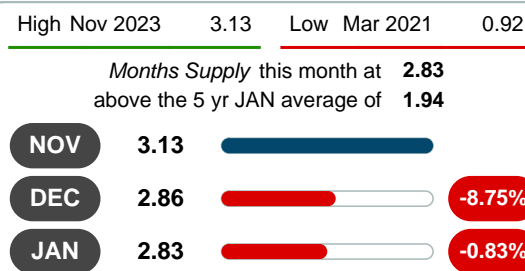


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 1.94



### 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
\$150,000 and less	17	5.74%	1.82	2.00	1.76	1.71	0.00
\$150,001 - \$225,000	39	13.18%	1.71	5.33	1.31	3.00	0.00
\$225,001 - \$325,000	53	17.91%	1.66	4.00	1.55	1.60	3.43
\$325,001 - \$475,000	72	24.32%	3.07	6.00	2.89	2.88	5.60
\$475,001 - \$575,000	51	17.23%	6.95	0.00	3.65	9.00	4.94
\$575,001 - \$750,000	35	11.82%	5.68	0.00	6.55	5.48	6.40
\$750,001 and up	29	9.80%	8.49	0.00	6.00	7.33	9.47
Market Supply of Inventory (MSI)			2.83	3.65	1.92	3.75	6.08
Total Active Inventory by Units		100%	2.83	21	116	120	39

# January 2024



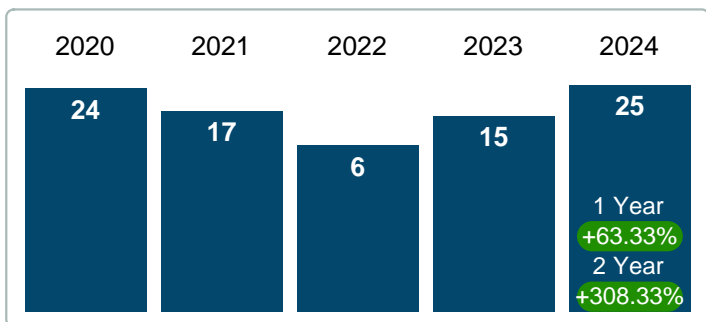
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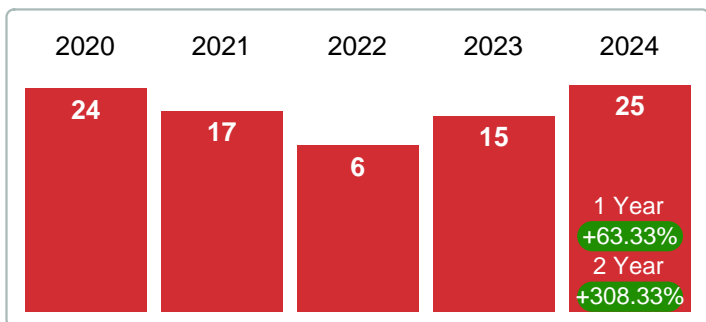
## MEDIAN DAYS ON MARKET TO SALE

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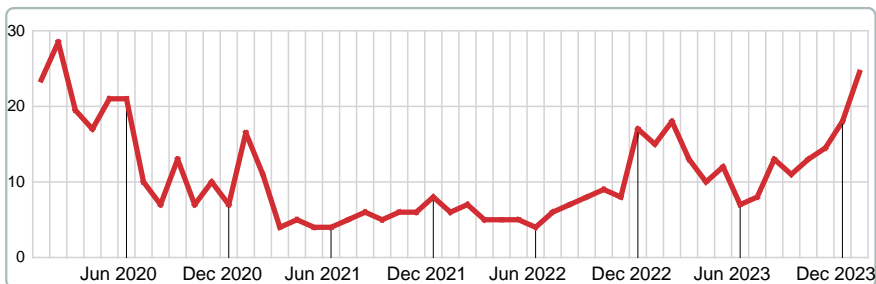
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

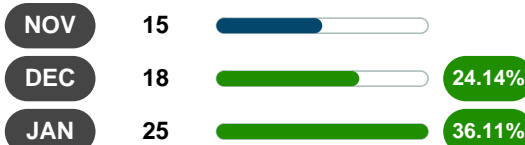


### 3 MONTHS

5 year JAN AVG = 17

High Feb 2020 29 Low Jun 2022 4

Median Days on Market to Sale this month at 25 above the 5 yr JAN average of 17



### 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	6.45%	21	37	19	0	0	
\$150,001 - \$175,000	8.06%	4	8	3	0	0	
\$175,001 - \$225,000	17.74%	11	7	12	0	0	
\$225,001 - \$350,000	29.03%	21	0	25	15	0	
\$350,001 - \$450,000	14.52%	27	0	27	29	0	
\$450,001 - \$550,000	12.90%	45	0	85	21	60	
\$550,001 and up	11.29%	53	0	153	53	32	
Median Closed DOM		25		11	23	25	46
Total Closed Units	100%	24.5	5	36	19	2	
Total Closed Volume		21,560,914	662.00K	9.91M	9.11M	1.89M	

# January 2024



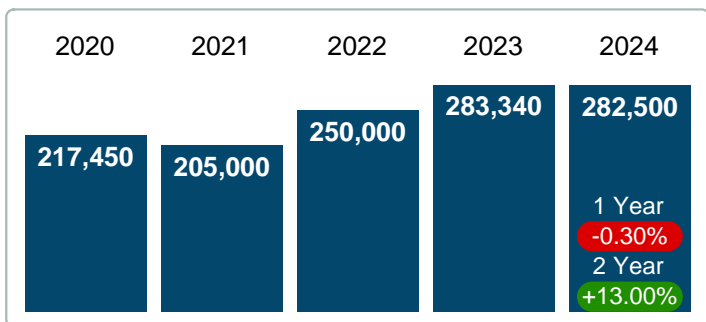
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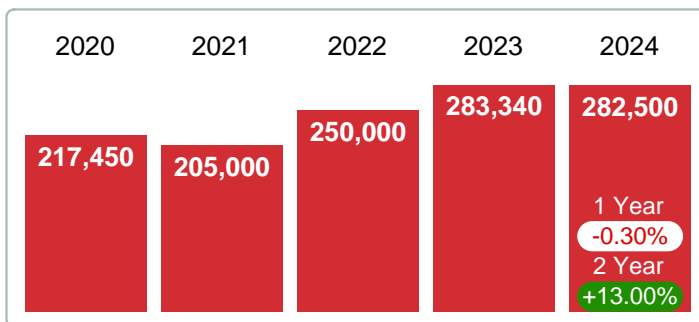
## MEDIAN LIST PRICE AT CLOSING

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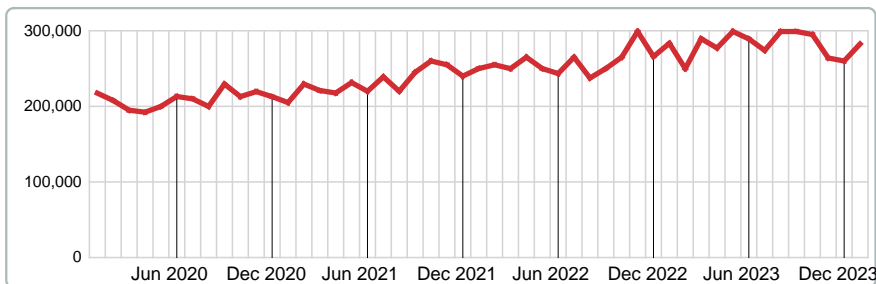
### JANUARY



### YEAR TO DATE (YTD)

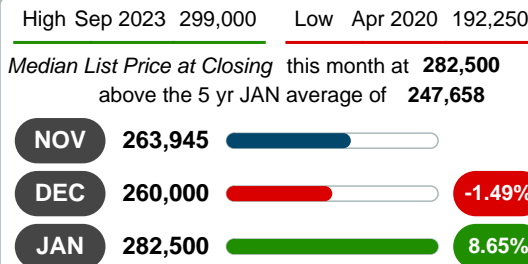


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 247,658



### 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	4	6.45%	129,825	94,950	142,325	0	0
\$150,001 - \$175,000	6	9.68%	167,450	167,500	167,450	0	0
\$175,001 - \$225,000	9	14.52%	190,000	220,000	189,950	0	0
\$225,001 - \$350,000	18	29.03%	264,900	0	250,000	285,000	0
\$350,001 - \$450,000	10	16.13%	382,400	0	396,028	374,900	0
\$450,001 - \$550,000	6	9.68%	500,000	0	499,950	500,000	0
\$550,001 and up	9	14.52%	636,000	0	576,950	719,900	675,250
Median List Price			282,500	160,000	246,200	397,000	675,250
Total Closed Units		100%	282,500	5	36	19	2
Total Closed Volume			21,399,669	744.90K	10.04M	9.26M	1.35M



# January 2024



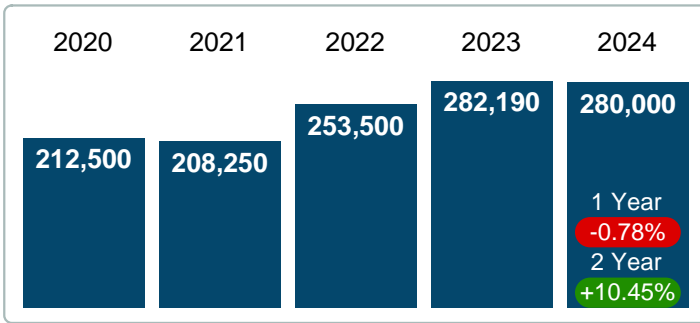
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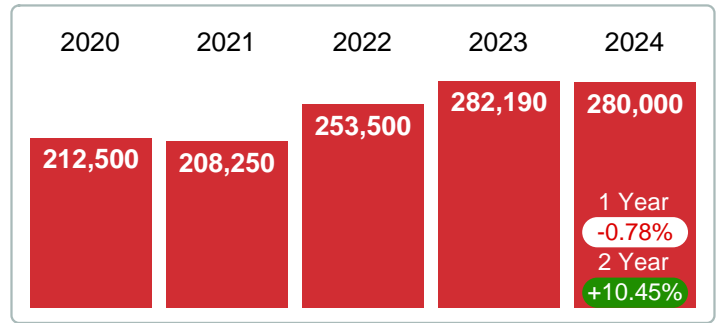
## MEDIAN SOLD PRICE AT CLOSING

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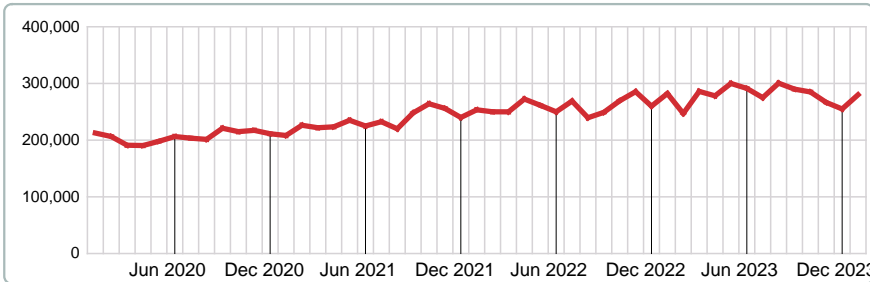
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

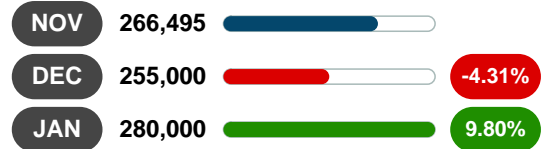


### 3 MONTHS

5 year JAN AVG = 247,288

High Aug 2023 300,500 Low Apr 2020 190,500

Median Sold Price at Closing this month at **280,000** above the 5 yr JAN average of **247,288**



### 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	4	6.45%	114,875	72,500	142,325	0	0
\$150,001 - \$175,000	5	8.06%	169,000	163,500	169,000	0	0
\$175,001 - \$225,000	11	17.74%	189,900	190,000	188,100	0	0
\$225,001 - \$350,000	18	29.03%	270,000	0	255,000	282,500	0
\$350,001 - \$450,000	9	14.52%	392,900	0	396,028	380,700	0
\$450,001 - \$550,000	8	12.90%	501,500	0	541,000	492,000	540,000
\$550,001 and up	7	11.29%	720,853	0	555,000	720,853	1,345,000
Median Sold Price			280,000	152,000	240,000	397,000	942,500
Total Closed Units		100%	280,000	5	36	19	2
Total Closed Volume			21,560,914	662.00K	9.91M	9.11M	1.89M

# January 2024



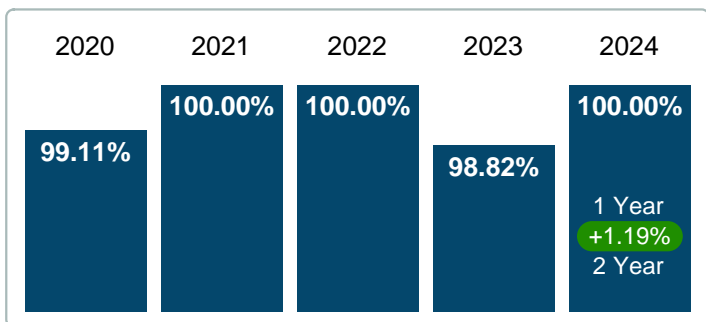
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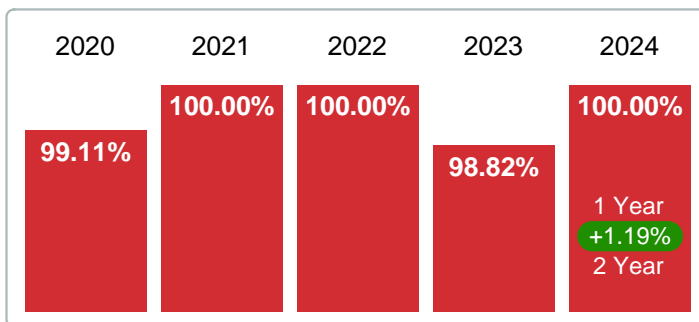
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Feb 12, 2024 for MLS Technology Inc.

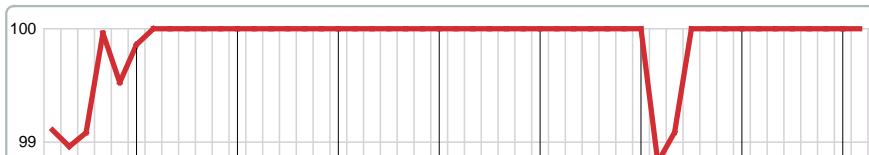
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 99.59%

High Jan 2024 100.00% Low Jan 2023 98.82%

Median Sold/List Ratio this month at 100.00% equal to 5 yr JAN average of 99.59%

NOV 100.00%  
DEC 100.00%  
JAN 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	4	6.45%	88.46%	76.49%	100.00%	0.00%	0.00%
\$150,001 - \$175,000	5	8.06%	100.00%	97.50%	100.00%	0.00%	0.00%
\$175,001 - \$225,000	11	17.74%	99.17%	86.36%	99.59%	0.00%	0.00%
\$225,001 - \$350,000	18	29.03%	100.00%	0.00%	100.00%	100.00%	0.00%
\$350,001 - \$450,000	9	14.52%	100.00%	0.00%	100.00%	100.00%	0.00%
\$450,001 - \$550,000	8	12.90%	100.00%	0.00%	100.00%	100.00%	97.74%
\$550,001 and up	7	11.29%	97.39%	0.00%	97.39%	96.33%	168.55%
Median Sold/List Ratio		100.00%		86.36%	100.00%	100.00%	133.14%
Total Closed Units		62	100%	5	36	19	2
Total Closed Volume		21,560,914		662.00K	9.91M	9.11M	1.89M

# January 2024



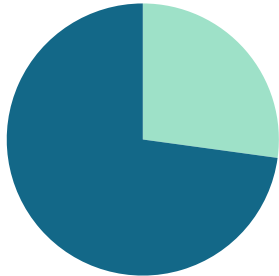
Area Delimited by County Of Rogers - Residential Property Type



## MARKET SUMMARY

Report produced on Feb 12, 2024 for MLS Technology Inc.

### INVENTORY

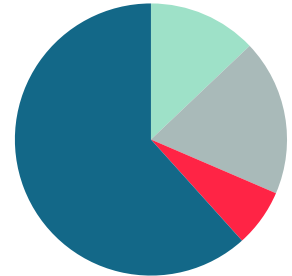


**Inventory**  
 New Listings  
**113 = 27.16%**  
 Start Inventory  
**303**  
 Total Inventory Units  
**416**  
 Volume  
**\$193,989,415**

### Market Activity

Closed Sales  
**62 = 12.92%**  
 Pending Sales  
**89 = 18.54%**  
 Other Off Market  
**33 = 6.88%**  
 Active Inventory  
**296 = 61.67%**

### MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	81	62	-23.46%	81	62	-23.46%
Pending Sales	86	89	3.49%	86	89	3.49%
New Listings	103	113	9.71%	103	113	9.71%
Median List Price	283,340	282,500	-0.30%	283,340	282,500	-0.30%
Median Sale Price	282,190	280,000	-0.78%	282,190	280,000	-0.78%
Median Percent of Selling Price to List Price	98.82%	100.00%	1.19%	98.82%	100.00%	1.19%
Median Days on Market to Sale	15.00	24.50	63.33%	15.00	24.50	63.33%
Monthly Inventory	245	296	20.82%	245	296	20.82%
Months Supply of Inventory	1.98	2.83	43.36%	1.98	2.83	43.36%

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

**Inventory** on January 31, 2024 = **296**

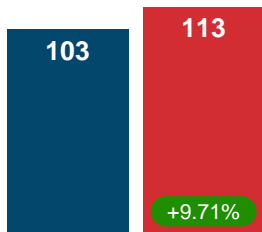
2023

2024

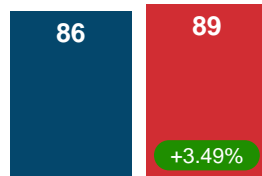
### JANUARY MARKET

### MEDIAN PRICES

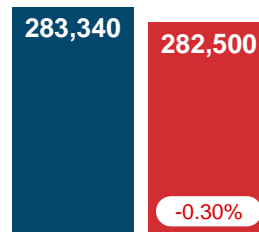
#### New Listings



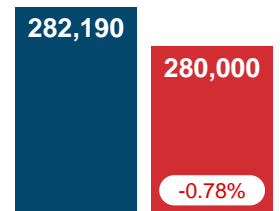
#### Pending Listings



#### List Price



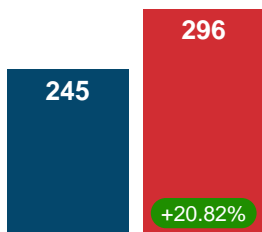
#### Sale Price



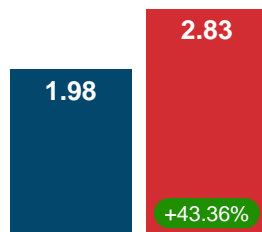
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

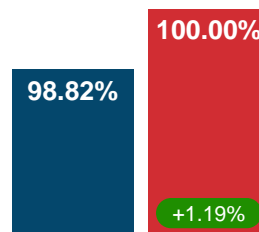
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

