

## February 2024



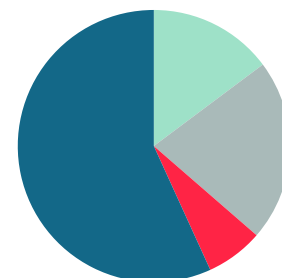
Area Delimited by County Of Rogers - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		
	2023	2024	+/-%
Closed Listings	85	76	-10.59%
Pending Listings	93	111	19.35%
New Listings	117	133	13.68%
Average List Price	293,795	309,237	5.26%
Average Sale Price	289,050	305,981	5.86%
Average Percent of Selling Price to List Price	98.21%	97.89%	-0.33%
Average Days on Market to Sale	37.64	53.03	40.90%
End of Month Inventory	241	292	21.16%
Months Supply of Inventory	1.99	2.81	41.11%



■ Closed (14.79%)  
■ Pending (21.60%)  
■ Other OffMarket (6.81%)  
■ Active (56.81%)

**Absorption:** Last 12 months, an Average of **104** Sales/Month  
**Active Inventory** as of February 29, 2024 = **292**

#### Analysis Wrap-Up

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

The total housing inventory at the end of February 2024 rose **21.16%** to 292 existing homes available for sale. Over the last 12 months this area has had an average of 104 closed sales per month. This represents an unsold inventory index of **2.81** 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 **5.86%** in February 2024 to \$305,981 versus the previous year at \$289,050.

##### Average Days on Market Lengthens

The average number of **53.03** days that homes spent on the market before selling increased by 15.39 days or **40.90%** in February 2024 compared to last year's same month at **37.64** DOM.

##### Sales Success for February 2024 is Positive

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

There were 133 New Listings in February 2024, up **13.68%** from last year at 117. Furthermore, there were 76 Closed Listings this month versus last year at 85, a **-10.59%** decrease.

Closed versus Listed trends yielded a **57.1%** ratio, down from previous year's, February 2023, at **72.6%**, a **21.34%** 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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

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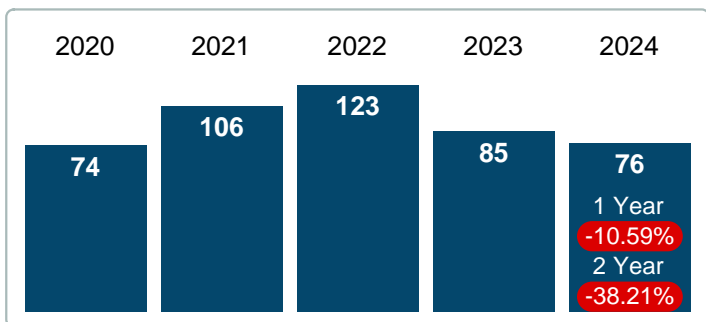
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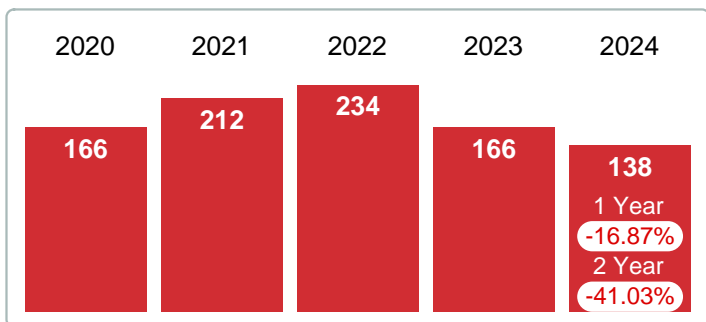
## CLOSED LISTINGS

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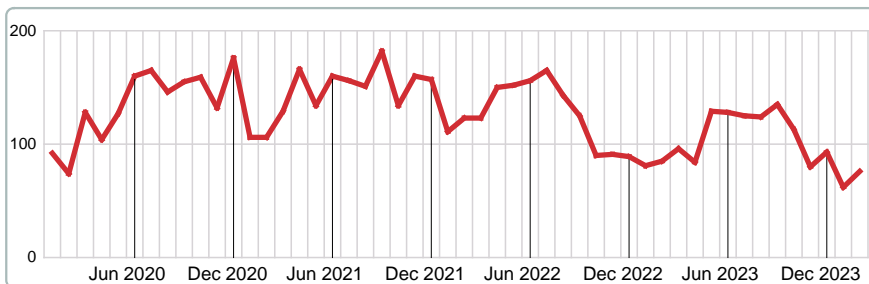
### FEBRUARY



### YEAR TO DATE (YTD)

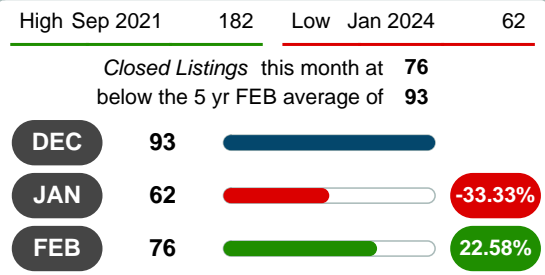


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 93



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	4	5.26%	113.8	2	0	2	0
\$125,001 - \$175,000	11	14.47%	19.6	1	9	1	0
\$175,001 - \$200,000	7	9.21%	21.0	0	6	1	0
\$200,001 - \$325,000	25	32.89%	47.8	0	15	10	0
\$325,001 - \$375,000	10	13.16%	68.7	1	4	4	1
\$375,001 - \$500,000	11	14.47%	42.6	0	5	5	1
\$500,001 and up	8	10.53%	107.5	0	1	5	2
<b>Total Closed Units</b>	<b>76</b>			<b>4</b>	<b>40</b>	<b>28</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>23,254,562</b>	<b>100%</b>	<b>53.0</b>	<b>685.10K</b>	<b>10.72M</b>	<b>9.74M</b>	<b>2.11M</b>
<b>Average Closed Price</b>	<b>\$305,981</b>			<b>\$171,275</b>	<b>\$268,018</b>	<b>\$347,992</b>	<b>\$526,250</b>

# February 2024



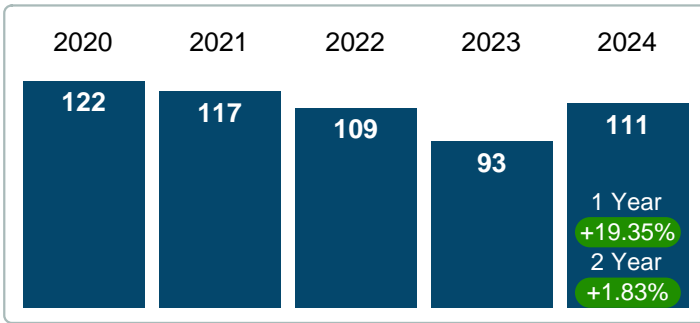
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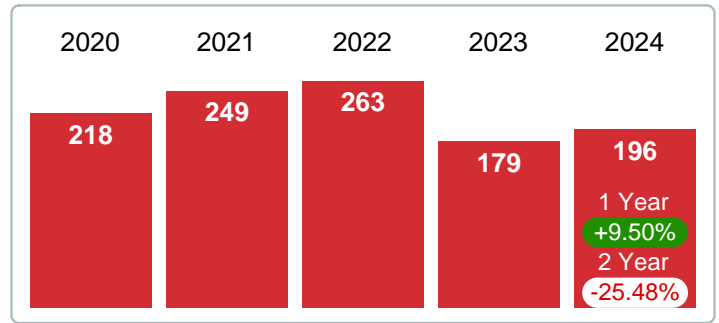
## PENDING LISTINGS

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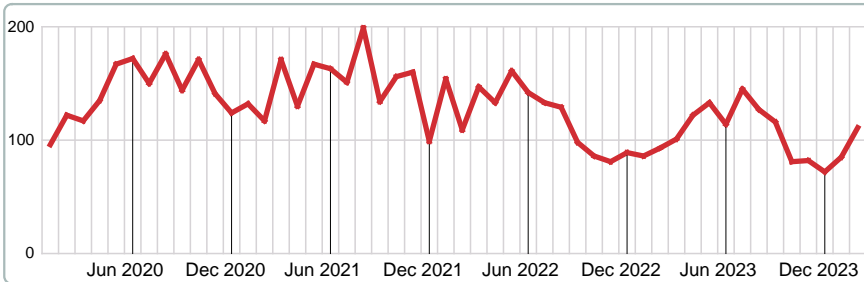
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

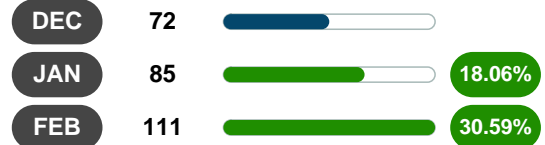


### 3 MONTHS

5 year FEB AVG = 110

High Aug 2021 199 Low Dec 2023 72

Pending Listings this month at 111  
above the 5 yr FEB average of 110



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	9	8.11%	54.8	2	7	0	0
\$125,001 - \$175,000	14	12.61%	38.7	3	8	3	0
\$175,001 - \$225,000	17	15.32%	39.2	1	13	3	0
\$225,001 - \$325,000	29	26.13%	47.2	1	17	11	0
\$325,001 - \$400,000	16	14.41%	54.8	0	8	8	0
\$400,001 - \$575,000	14	12.61%	70.1	0	3	11	0
\$575,001 and up	12	10.81%	64.2	0	3	6	3
<b>Total Pending Units</b>	<b>111</b>			<b>7</b>	<b>59</b>	<b>42</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>36,259,938</b>	<b>100%</b>	<b>22.0</b>	<b>1.15M</b>	<b>15.39M</b>	<b>17.46M</b>	<b>2.26M</b>
<b>Average Listing Price</b>	<b>\$328,303</b>			<b>\$164,486</b>	<b>\$260,860</b>	<b>\$415,615</b>	<b>\$754,000</b>

# February 2024



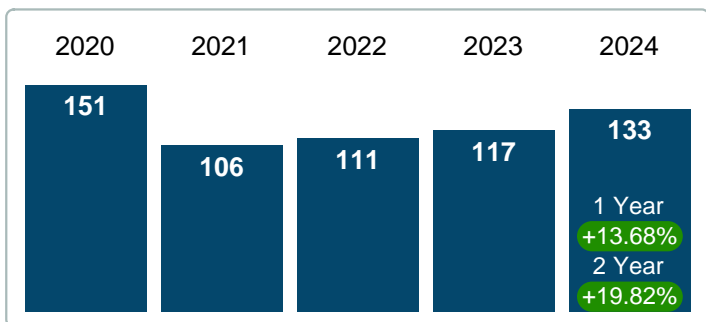
Area Delimited by County Of Rogers - Residential Property Type



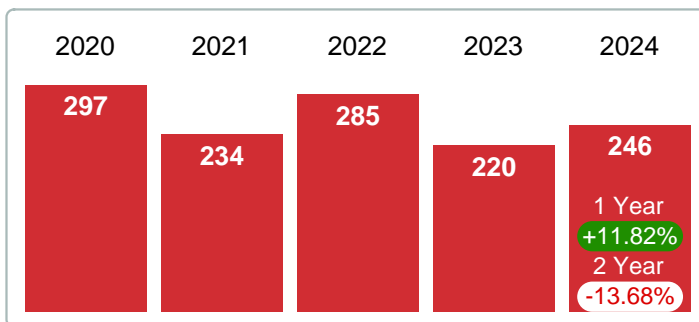
## NEW LISTINGS

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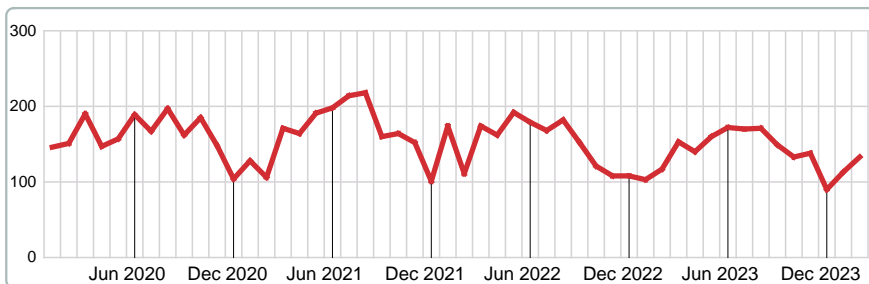
### FEBRUARY



### YEAR TO DATE (YTD)

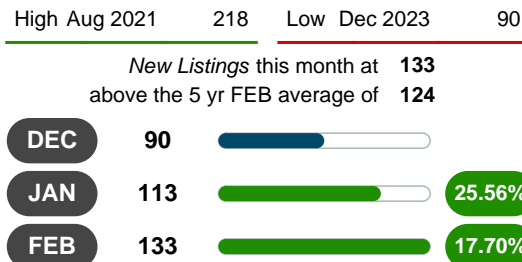


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 124



### 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%	4	5	1	0
\$150,001 - \$225,000	22	16.54%	2	19	1	0
\$225,001 - \$250,000	17	12.78%	0	14	3	0
\$250,001 - \$350,000	33	24.81%	1	21	10	1
\$350,001 - \$425,000	18	13.53%	0	8	8	2
\$425,001 - \$575,000	18	13.53%	2	3	12	1
\$575,001 and up	15	11.28%	1	2	11	1
<b>Total New Listed Units</b>	<b>133</b>		<b>10</b>	<b>72</b>	<b>46</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>49,078,632</b>	<b>100%</b>	<b>2.54M</b>	<b>19.95M</b>	<b>22.77M</b>	<b>3.82M</b>
<b>Average New Listed Listing Price</b>	<b>\$342,772</b>		<b>\$253,630</b>	<b>\$277,053</b>	<b>\$495,000</b>	<b>\$764,900</b>

# February 2024



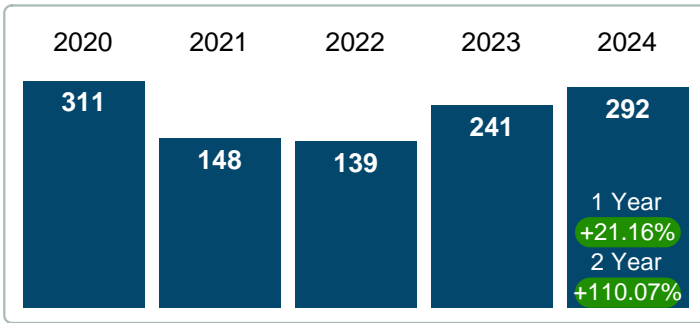
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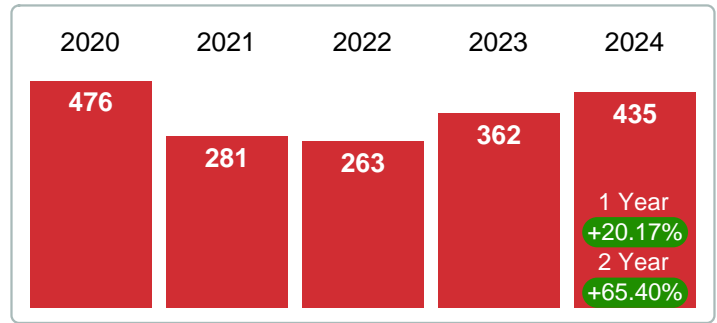
## ACTIVE INVENTORY

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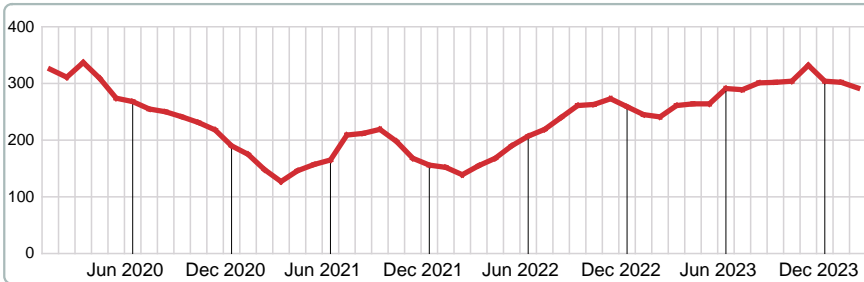
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

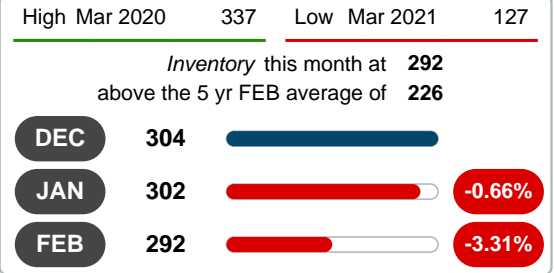


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 226



### 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	24	8.22%	54.0	10	12	2	0
\$175,001 - \$250,000	39	13.36%	55.2	2	29	8	0
\$250,001 - \$325,000	48	16.44%	65.1	3	29	13	3
\$325,001 - \$450,000	65	22.26%	74.5	2	34	22	7
\$450,001 - \$550,000	48	16.44%	94.8	1	7	34	6
\$550,001 - \$750,000	39	13.36%	112.2	1	8	21	9
\$750,001 and up	29	9.93%	104.3	1	1	15	12
<b>Total Active Inventory by Units</b>	<b>292</b>			<b>20</b>	<b>120</b>	<b>115</b>	<b>37</b>
<b>Total Active Inventory by Volume</b>	<b>147,265,281</b>	<b>100%</b>	<b>80.0</b>	<b>5.67M</b>	<b>41.10M</b>	<b>63.98M</b>	<b>36.52M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$504,333</b>			<b>\$283,385</b>	<b>\$342,473</b>	<b>\$556,346</b>	<b>\$987,053</b>

# February 2024



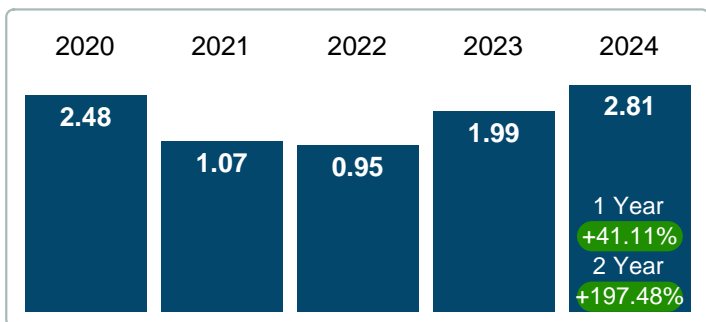
Area Delimited by County Of Rogers - Residential Property Type



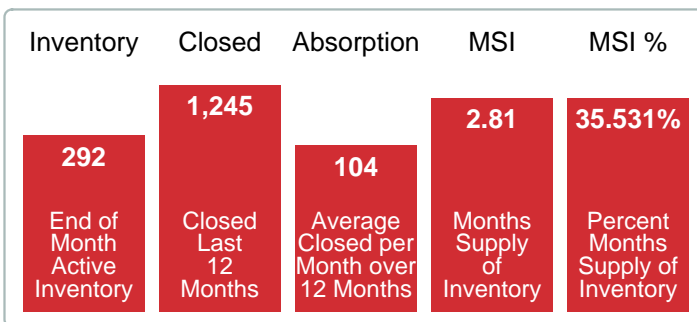
## MONTHS SUPPLY of INVENTORY (MSI)

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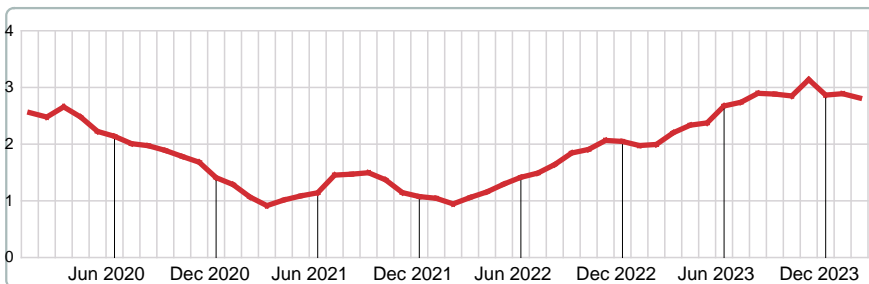
### MSI FOR FEBRUARY



### INDICATORS FOR FEBRUARY 2024



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 1.86

High Nov 2023 3.14 Low Mar 2021 0.92

Months Supply this month at **2.81**  
above the 5 yr FEB average of **1.86**



### 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	24	8.22%	1.63	3.00	1.22	1.50	0.00
\$175,001 - \$250,000	39	13.36%	1.46	1.60	1.32	2.46	0.00
\$250,001 - \$325,000	48	16.44%	2.19	6.00	2.34	1.50	9.00
\$325,001 - \$450,000	65	22.26%	3.15	4.80	3.21	2.61	5.60
\$450,001 - \$550,000	48	16.44%	5.70	0.00	2.80	7.29	4.80
\$550,001 - \$750,000	39	13.36%	4.93	6.00	5.65	4.58	5.14
\$750,001 and up	29	9.93%	8.49	0.00	2.40	10.00	8.00
Market Supply of Inventory (MSI)			2.81	3.53	2.03	3.55	5.69
Total Active Inventory by Units		100%	292	20	120	115	37

# February 2024



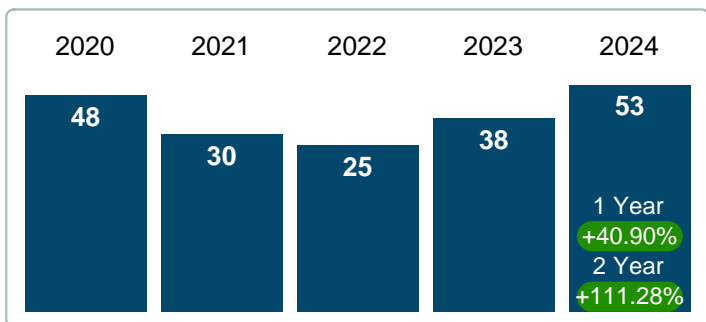
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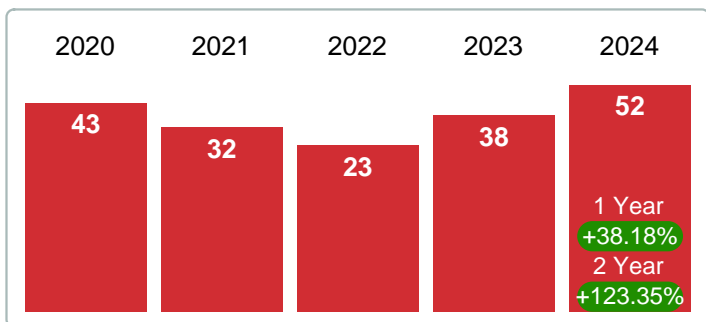
## AVERAGE DAYS ON MARKET TO SALE

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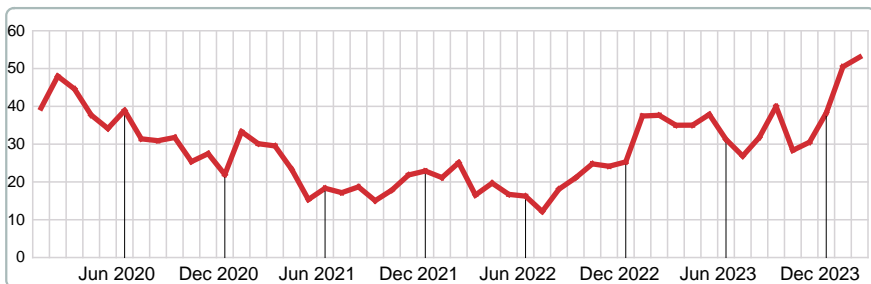
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 39

High Feb 2024 53 Low Jul 2022 12

Average Days on Market to Sale this month at 53 above the 5 yr FEB average of 39



### 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
\$125,000 and less	4	5.26%	114	109	0	119
\$125,001 - \$175,000	11	14.47%	20	3	22	17
\$175,001 - \$200,000	7	9.21%	21	0	19	35
\$200,001 - \$325,000	25	32.89%	48	0	41	58
\$325,001 - \$375,000	10	13.16%	69	82	88	63
\$375,001 - \$500,000	11	14.47%	43	0	14	51
\$500,001 and up	8	10.53%	108	0	1	132
Average Closed DOM		53		76	34	73
Total Closed Units		76	100%	53	4	40
Total Closed Volume		23,254,562		685.10K	10.72M	9.74M

# February 2024



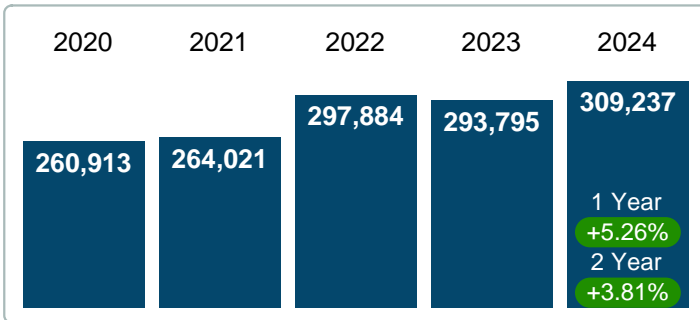
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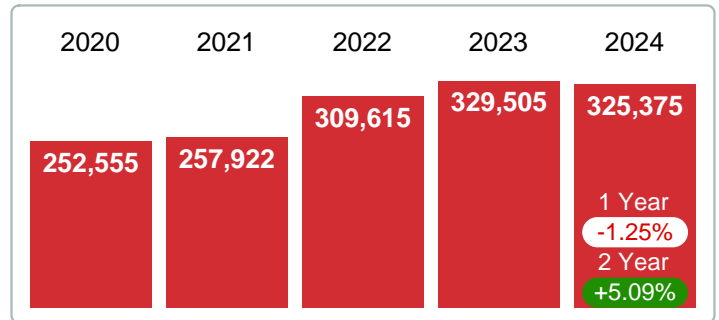
## AVERAGE LIST PRICE AT CLOSING

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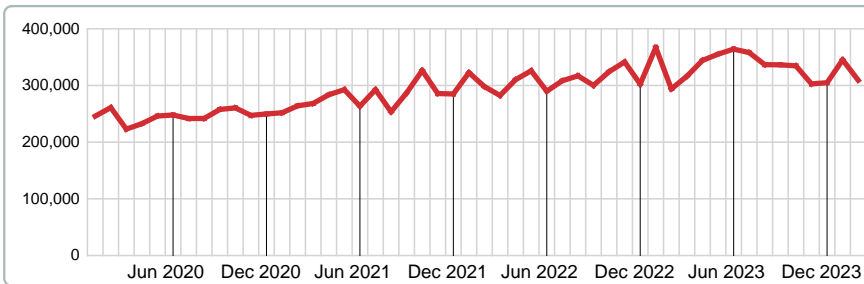
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

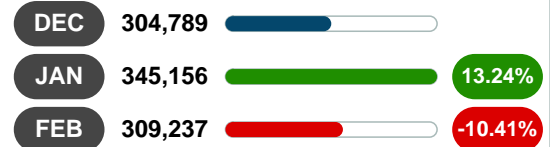


### 3 MONTHS

5 year FEB AVG = 285,170

High Jan 2023 366,979 Low Mar 2020 223,029

Average List Price at Closing this month at **309,237**  
above the 5 yr FEB average of **285,170**



### 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		
\$125,000 and less	4	5.26%	99,225	101,000	0	112,500		
\$125,001 - \$175,000	10	13.16%	155,580	168,000	154,756	149,900		
\$175,001 - \$200,000	6	7.89%	187,800	0	195,300	219,999		
\$200,001 - \$325,000	27	35.53%	256,089	0	250,816	271,206		
\$325,001 - \$375,000	9	11.84%	353,900	349,900	359,100	360,725		
\$375,001 - \$500,000	12	15.79%	443,119	0	449,795	440,890		
\$500,001 and up	8	10.53%	625,702	0	682,550	594,613		
<b>Average List Price</b>		<b>309,237</b>		<b>179,975</b>	<b>267,369</b>	<b>354,549</b>	<b>540,000</b>	
<b>Total Closed Units</b>		<b>76</b>	<b>100%</b>	<b>309,237</b>	<b>4</b>	<b>40</b>	<b>28</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>23,502,038</b>			<b>719.90K</b>	<b>10.69M</b>	<b>9.93M</b>	<b>2.16M</b>



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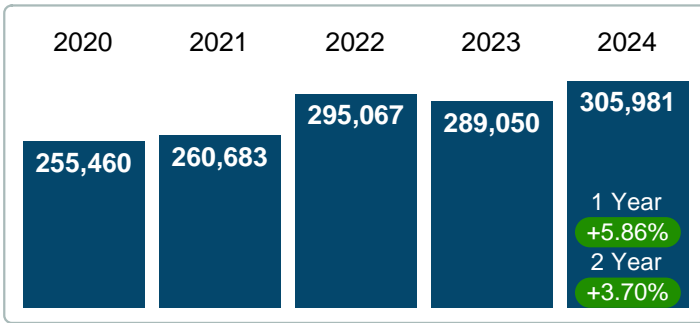
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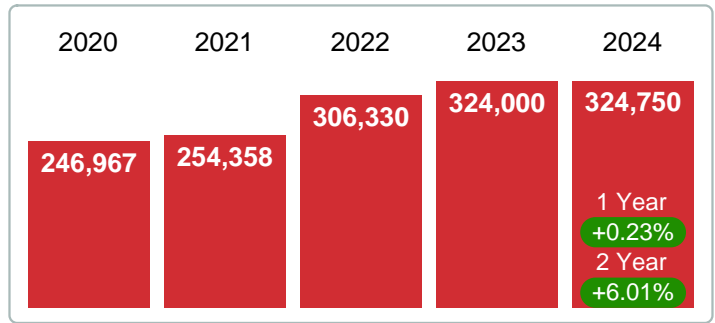
## AVERAGE SOLD PRICE AT CLOSING

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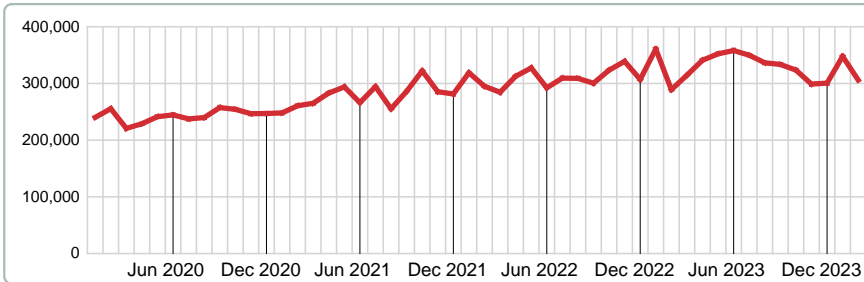
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 281,248

High Jan 2023 360,677 Low Mar 2020 220,750

Average Sold Price at Closing this month at **305,981**  
above the 5 yr FEB average of **281,248**



### 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
\$125,000 and less	5.26%	83,400	81,550	0	85,250	0
\$125,001 - \$175,000	14.47%	152,627	157,000	152,444	149,900	0
\$175,001 - \$200,000	9.21%	191,414	0	189,983	200,000	0
\$200,001 - \$325,000	32.89%	256,280	0	248,263	268,306	0
\$325,001 - \$375,000	13.16%	355,140	365,000	354,100	353,750	355,000
\$375,001 - \$500,000	14.47%	442,320	0	448,213	431,890	465,000
\$500,001 and up	10.53%	634,781	0	827,397	593,171	642,500
<b>Average Sold Price</b>		<b>305,981</b>	<b>171,275</b>	<b>268,018</b>	<b>347,992</b>	<b>526,250</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>305,981</b>	<b>4</b>	<b>40</b>	<b>28</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>23,254,562</b>	<b>685.10K</b>	<b>10.72M</b>	<b>9.74M</b>	<b>2.11M</b>

# February 2024



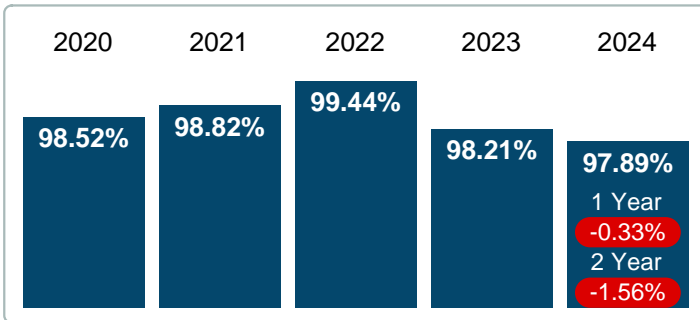
Area Delimited by County Of Rogers - Residential Property Type



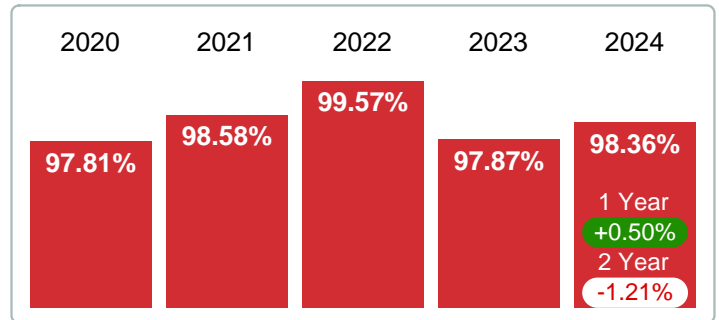
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

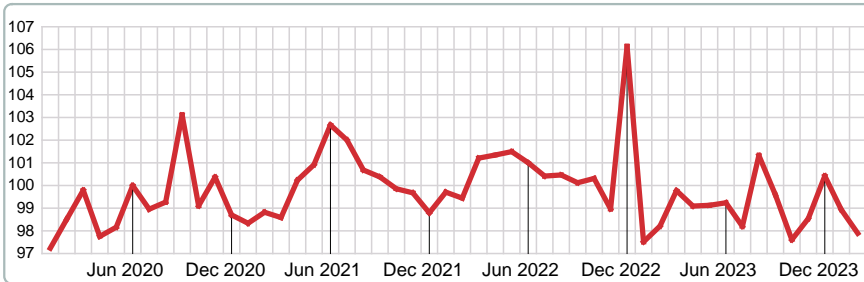
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

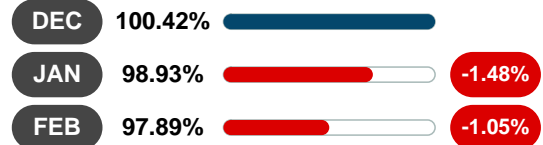


### 3 MONTHS

5 year FEB AVG = 98.58%

High Dec 2022 106.13% Low Jan 2020 97.24%

Average Sold/List Ratio this month at **97.89%**  
below the 5 yr FEB average of **98.58%**



## 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
\$125,000 and less	4	5.26%	78.80%	82.82%	0.00%	74.78%	0.00%
\$125,001 - \$175,000	11	14.47%	98.27%	93.45%	98.62%	100.00%	0.00%
\$175,001 - \$200,000	7	9.21%	96.73%	0.00%	97.70%	90.91%	0.00%
\$200,001 - \$325,000	25	32.89%	98.92%	0.00%	98.99%	98.81%	0.00%
\$325,001 - \$375,000	10	13.16%	99.49%	104.32%	98.61%	98.32%	102.90%
\$375,001 - \$500,000	11	14.47%	98.84%	0.00%	99.60%	97.86%	100.00%
\$500,001 and up	8	10.53%	101.42%	0.00%	121.22%	99.78%	95.61%
Average Sold/List Ratio		97.90%		90.85%	99.31%	96.79%	98.53%
Total Closed Units		76	100%	4	40	28	4
Total Closed Volume		23,254,562		685.10K	10.72M	9.74M	2.11M

# February 2024



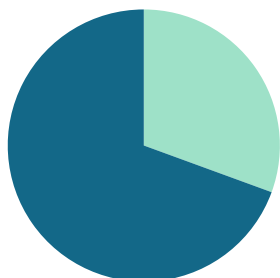
Area Delimited by County Of Rogers - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

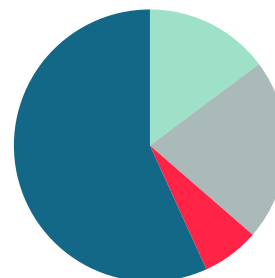


**Inventory**  
 New Listings  
**133 = 30.57%**  
 Start Inventory  
**302**  
 Total Inventory Units  
**435**  
 Volume  
**\$200,428,518**

### Market Activity

Closed Sales  
**76 = 14.79%**  
 Pending Sales  
**111 = 21.60%**  
 Other Off Market  
**35 = 6.81%**  
 Active Inventory  
**292 = 56.81%**

### MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	85	76	-10.59%	166	138	-16.87%
Pending Sales	93	111	19.35%	179	196	9.50%
New Listings	117	133	13.68%	220	246	11.82%
Average List Price	293,795	309,237	5.26%	329,505	325,375	-1.25%
Average Sale Price	289,050	305,981	5.86%	324,000	324,750	0.23%
Average Percent of Selling Price to List Price	98.21%	97.89%	-0.33%	97.87%	98.36%	0.50%
Average Days on Market to Sale	37.64	53.03	40.90%	37.54	51.88	38.18%
Monthly Inventory	241	292	21.16%	241	292	21.16%
Months Supply of Inventory	1.99	2.81	41.11%	1.99	2.81	41.11%

**Absorption:** Last 12 months, an Average of **104** Sales/Month

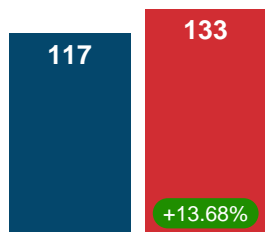
**Inventory** on February 29, 2024 = **292**

**2023** **2024**

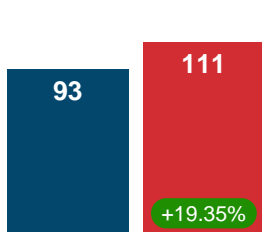
### FEBRUARY MARKET

### AVERAGE PRICES

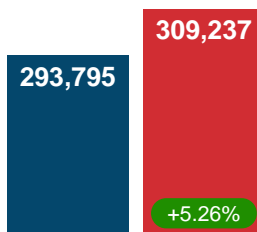
#### New Listings



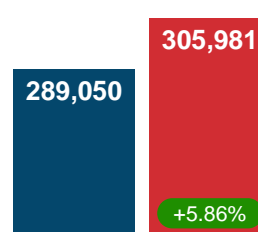
#### Pending Listings



#### List Price



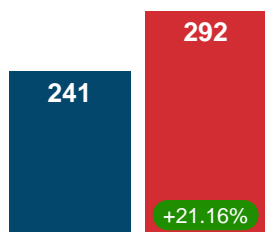
#### Sale Price



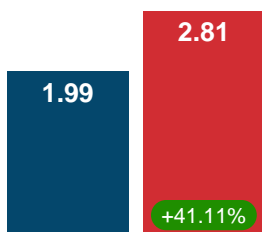
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

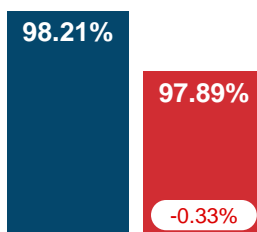
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

