

March 2024



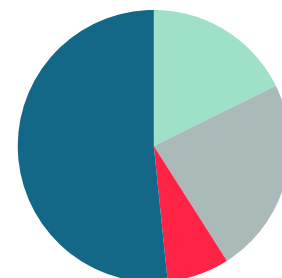
Area Delimited by County Of Rogers - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2023	March 2024	+/-%
Closed Listings	96	98	2.08%
Pending Listings	101	129	27.72%
New Listings	153	150	-1.96%
Median List Price	289,450	274,995	-4.99%
Median Sale Price	286,000	267,500	-6.47%
Median Percent of Selling Price to List Price	100.00%	98.53%	-1.47%
Median Days on Market to Sale	13.00	31.00	138.46%
End of Month Inventory	262	286	9.16%
Months Supply of Inventory	2.21	2.75	24.47%



■ Closed (17.69%)
■ Pending (23.29%)
■ Other OffMarket (7.40%)
■ Active (51.62%)

Absorption: Last 12 months, an Average of **104** Sales/Month
Active Inventory as of March 31, 2024 = **286**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of March 2024 rose **9.16%** to 286 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 **2.75** 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 **6.47%** in March 2024 to \$267,500 versus the previous year at \$286,000.

Median Days on Market Lengthens

The median number of **31.00** days that homes spent on the market before selling increased by 18.00 days or **138.46%** in March 2024 compared to last year's same month at **13.00** DOM.

Sales Success for March 2024 is Positive

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

There were 150 New Listings in March 2024, down **1.96%** from last year at 153. Furthermore, there were 98 Closed Listings this month versus last year at 96, a **2.08%** increase.

Closed versus Listed trends yielded a **65.3%** ratio, up from previous year's, March 2023, at **62.7%**, a **4.13%** 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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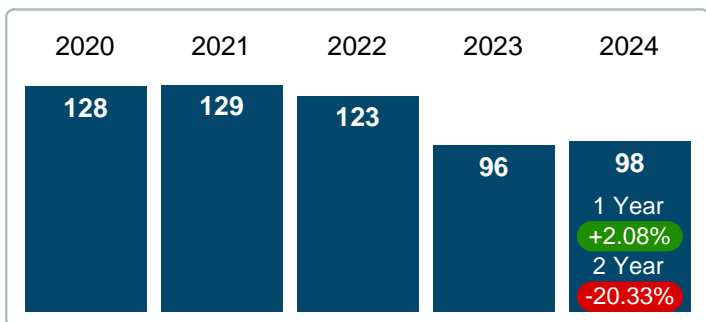
Area Delimited by County Of Rogers - Residential Property Type



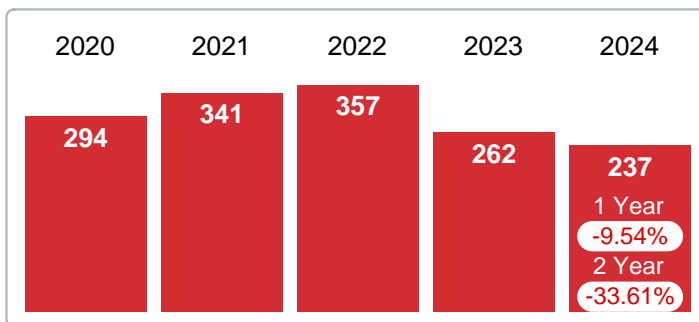
CLOSED LISTINGS

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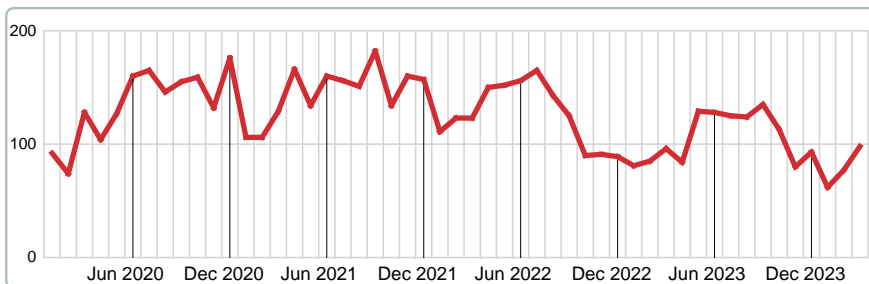
MARCH



YEAR TO DATE (YTD)

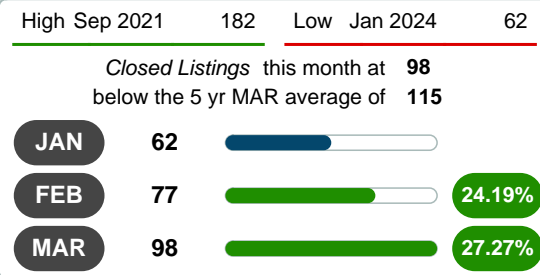


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 115



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	8	8.16%	31.0	3	5	0	0
\$100,001 - \$150,000	8	8.16%	18.0	1	6	1	0
\$150,001 - \$225,000	16	16.33%	33.5	3	12	1	0
\$225,001 - \$325,000	32	32.65%	17.0	0	21	11	0
\$325,001 - \$400,000	10	10.20%	81.5	0	5	5	0
\$400,001 - \$525,000	14	14.29%	57.0	0	6	8	0
\$525,001 and up	10	10.20%	56.5	0	1	5	4
Total Closed Units	98			7	56	31	4
Total Closed Volume	29,819,157	100%	31.0	873.50K	13.98M	11.97M	3.00M
Median Closed Price	\$267,500			\$135,000	\$238,500	\$370,000	\$760,755

March 2024



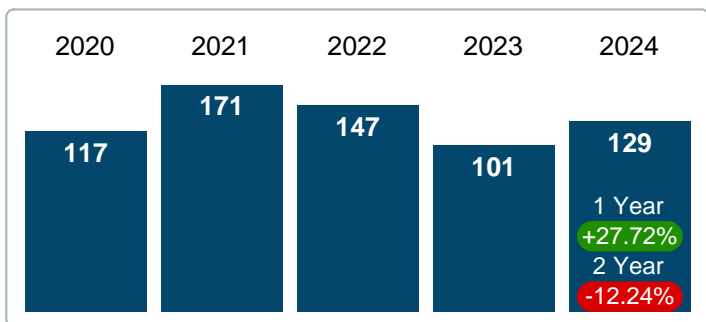
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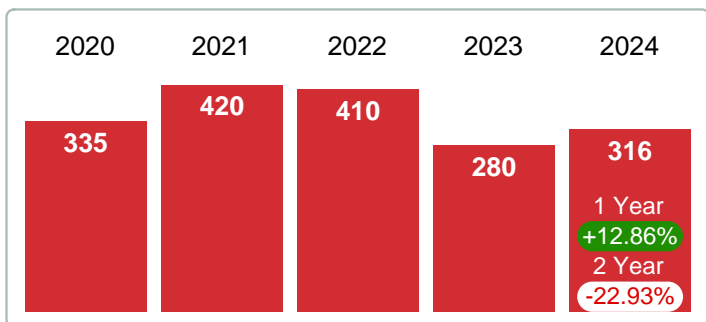
PENDING LISTINGS

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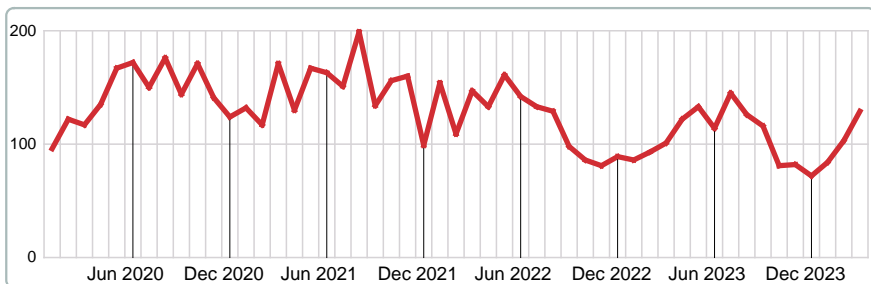
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

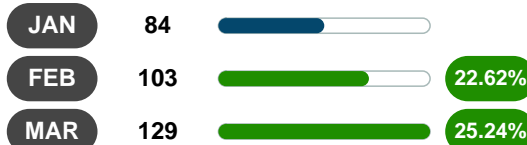


3 MONTHS

5 year MAR AVG = 133

High Aug 2021 199 Low Dec 2023 72

Pending Listings this month at 129
below the 5 yr MAR average of 133



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	13	10.08%	12.0	7	4	1	1
\$150,001 - \$200,000	14	10.85%	19.5	1	12	1	0
\$200,001 - \$250,000	20	15.50%	32.5	1	14	5	0
\$250,001 - \$325,000	25	19.38%	25.0	0	18	7	0
\$325,001 - \$425,000	19	14.73%	11.0	0	9	7	3
\$425,001 - \$575,000	24	18.60%	43.5	1	6	15	2
\$575,001 and up	14	10.85%	9.0	1	4	6	3
Total Pending Units	129			11	67	42	9
Total Pending Volume	44,506,168	100%	25.0	2.27M	20.34M	17.78M	4.11M
Median Listing Price	\$299,000			\$142,000	\$270,000	\$404,500	\$449,000

March 2024



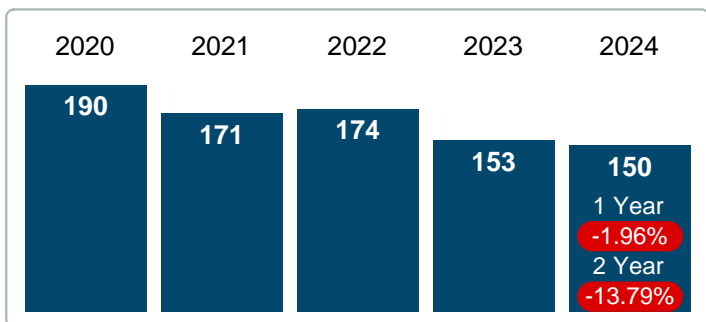
Area Delimited by County Of Rogers - Residential Property Type



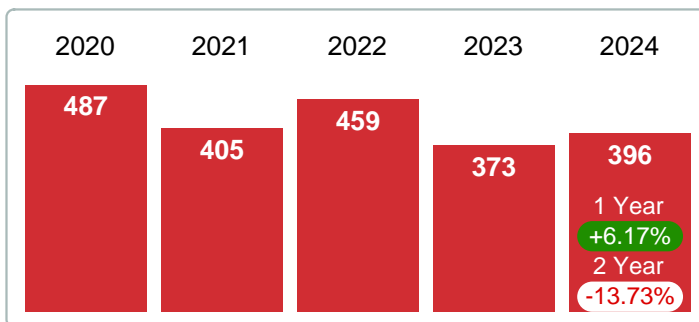
NEW LISTINGS

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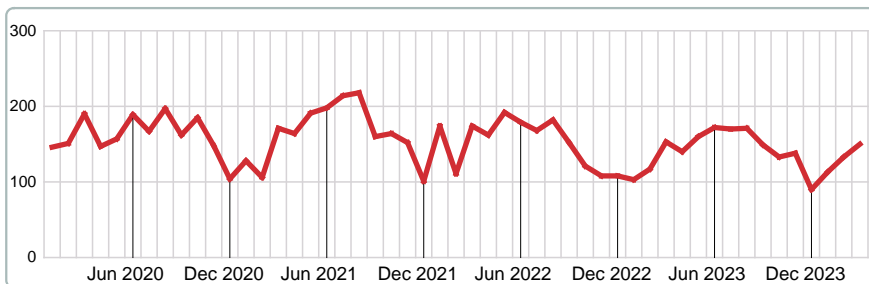
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

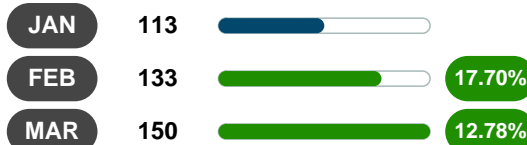


3 MONTHS

5 year MAR AVG = 168

High Aug 2021 218 Low Dec 2023 90

New Listings this month at 150
 below the 5 yr MAR average of 168



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	13	8.67%	7	4	1	1
\$150,001 - \$200,000	14	9.33%	3	10	1	0
\$200,001 - \$250,000	26	17.33%	0	18	8	0
\$250,001 - \$350,000	40	26.67%	0	25	13	2
\$350,001 - \$450,000	24	16.00%	0	9	10	5
\$450,001 - \$750,000	19	12.67%	0	5	9	5
\$750,001 and up	14	9.33%	0	5	4	5
Total New Listed Units	150		10	76	46	18
Total New Listed Volume	61,870,667	100%	1.29M	27.32M	19.30M	13.95M
Median New Listed Listing Price	\$304,000		\$135,000	\$277,250	\$352,500	\$524,250

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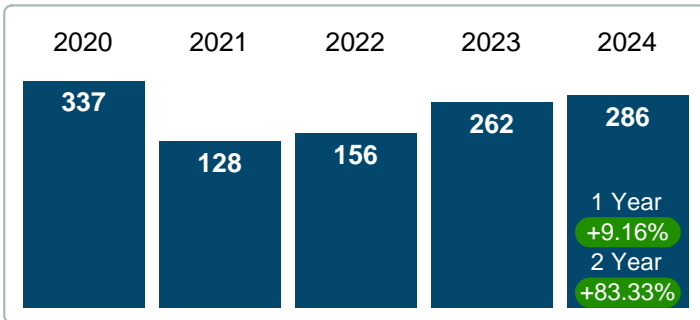
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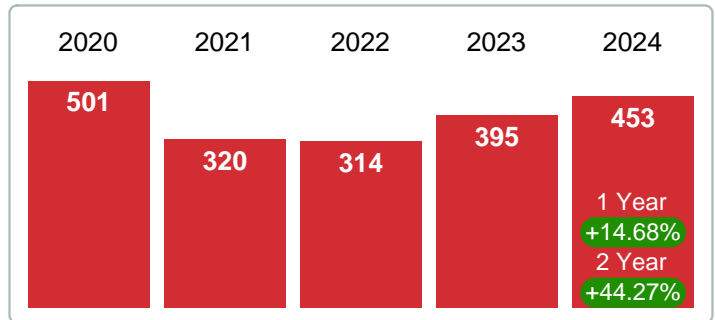
ACTIVE INVENTORY

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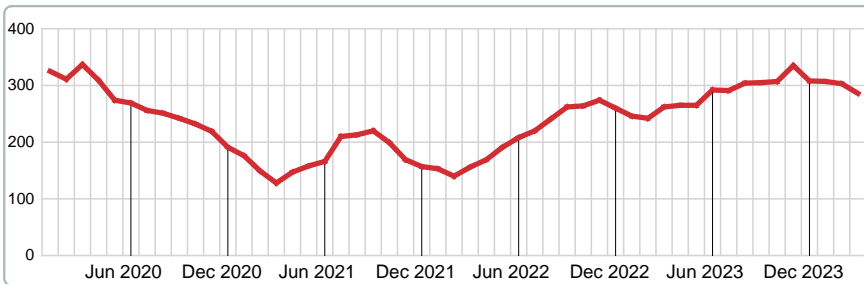
END OF MARCH



ACTIVE DURING MARCH

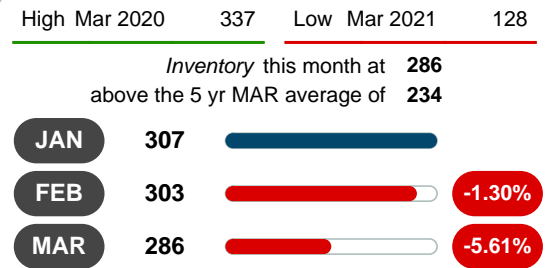


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 234



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	20	6.99%	42.5	11	8	1	0
\$175,001 - \$225,000	30	10.49%	37.5	4	21	5	0
\$225,001 - \$300,000	54	18.88%	31.0	2	35	15	2
\$300,001 - \$450,000	71	24.83%	47.0	1	35	26	9
\$450,001 - \$575,000	50	17.48%	101.5	1	7	33	9
\$575,001 - \$775,000	27	9.44%	118.0	0	7	14	6
\$775,001 and up	34	11.89%	55.0	1	3	16	14
Total Active Inventory by Units			286	20	116	110	40
Total Active Inventory by Volume			147,469,748	4.86M	40.84M	60.76M	41.00M
Median Active Inventory Listing Price			\$382,500	\$152,250	\$289,950	\$472,400	\$597,450

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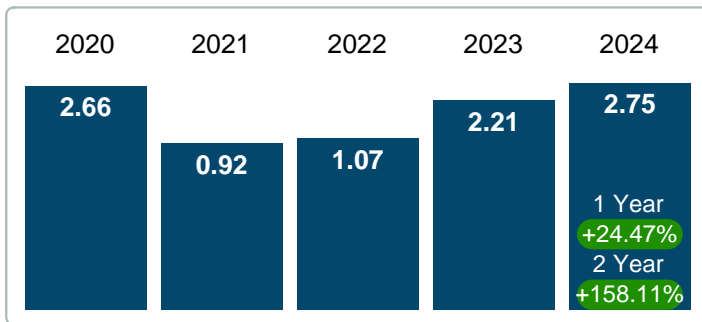
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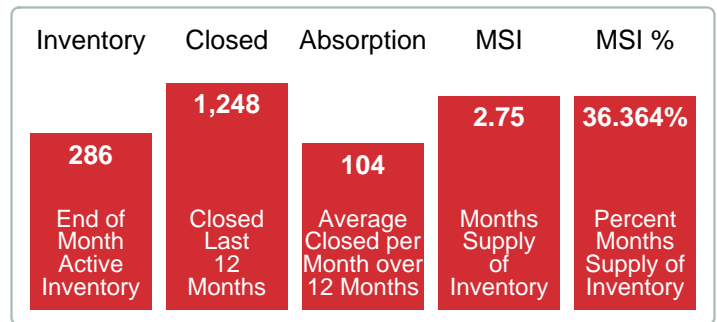
MONTHS SUPPLY of INVENTORY (MSI)

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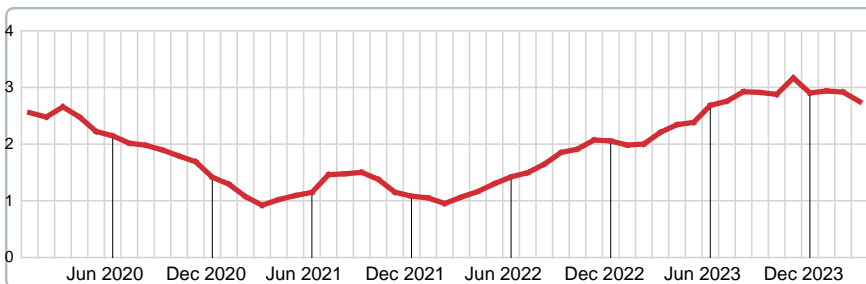
MSI FOR MARCH



INDICATORS FOR MARCH 2024



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 1.92

High Nov 2023 3.17 Low Mar 2021 0.92

Months Supply this month at 2.75 above the 5 yr MAR average of 1.92



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	20	6.99%	1.30	3.00	0.80	0.71	0.00
\$175,001 - \$225,000	30	10.49%	1.81	5.33	1.46	3.75	0.00
\$225,001 - \$300,000	54	18.88%	2.03	3.00	2.02	1.78	8.00
\$300,001 - \$450,000	71	24.83%	2.80	2.40	2.68	2.46	7.20
\$450,001 - \$575,000	50	17.48%	4.76	0.00	2.33	5.50	6.00
\$575,001 - \$775,000	27	9.44%	4.15	0.00	8.40	3.43	4.24
\$775,001 and up	34	11.89%	11.03	0.00	9.00	12.00	9.88
Market Supply of Inventory (MSI)			2.75	3.53	1.97	3.32	6.49
Total Active Inventory by Units		100%	286	20	116	110	40

March 2024



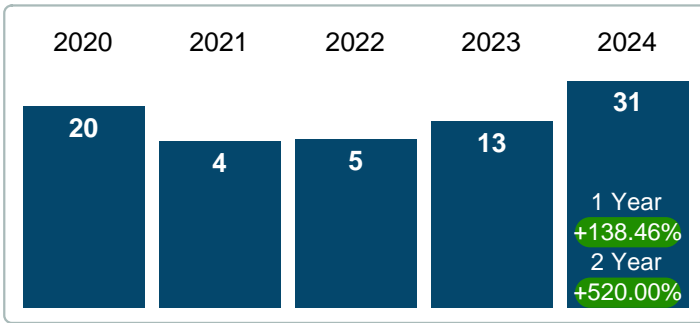
Area Delimited by County Of Rogers - Residential Property Type



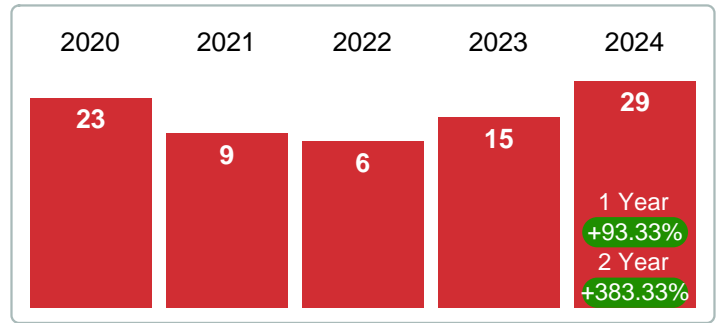
MEDIAN DAYS ON MARKET TO SALE

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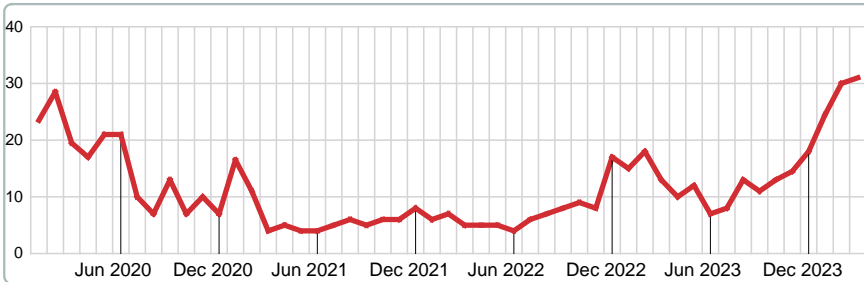
MARCH



YEAR TO DATE (YTD)

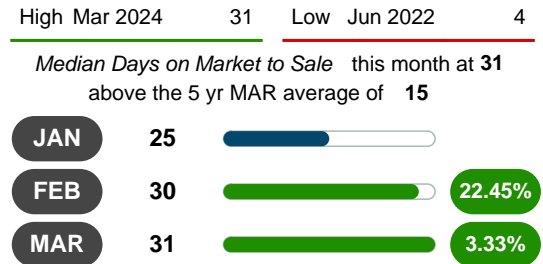


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 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
\$100,000 and less	8.16%	31	31	31	0	0
\$100,001 - \$150,000	8.16%	18	18	27	2	0
\$150,001 - \$225,000	16.33%	34	67	29	102	0
\$225,001 - \$325,000	32.65%	17	0	15	19	0
\$325,001 - \$400,000	10.20%	82	0	8	111	0
\$400,001 - \$525,000	14.29%	57	0	42	85	0
\$525,001 and up	10.20%	57	0	1	65	45
Median Closed DOM		31	31	29	65	45
Total Closed Units	100%	98	7	56	31	4
Total Closed Volume		29,819,157	873.50K	13.98M	11.97M	3.00M

March 2024



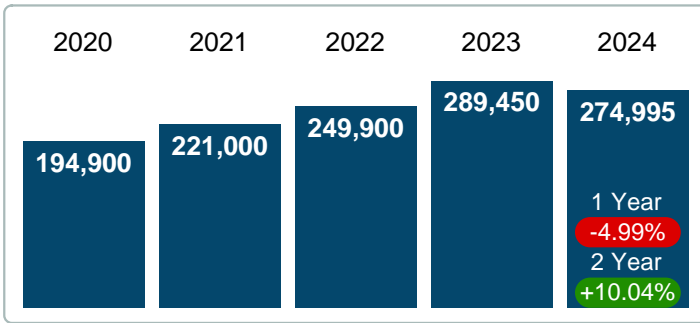
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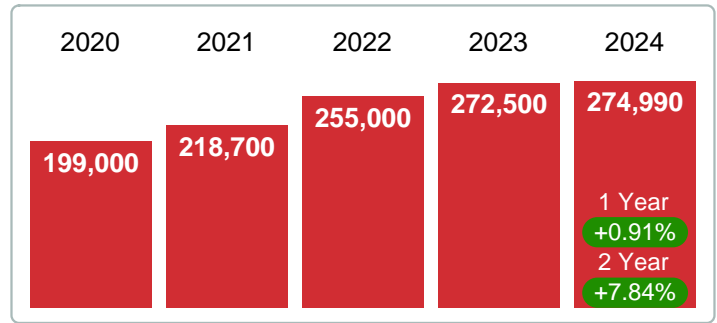
MEDIAN LIST PRICE AT CLOSING

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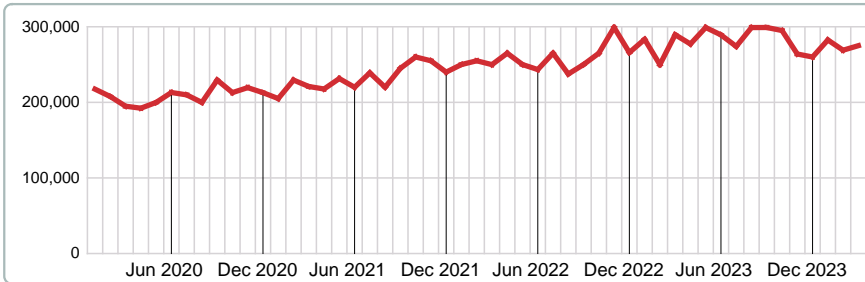
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

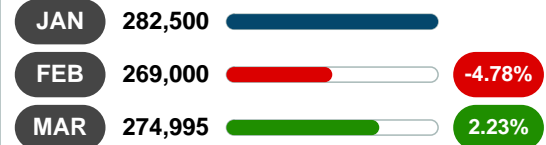


3 MONTHS

5 year MAR AVG = 246,049

High Sep 2023 299,000 Low Apr 2020 192,250

Median List Price at Closing this month at **274,995** above the 5 yr MAR average of **246,049**



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
\$100,000 and less	6	6.12%	79,500	90,000	74,000	0	0
\$100,001 - \$150,000	10	10.20%	127,450	127,500	125,000	135,000	0
\$150,001 - \$225,000	15	15.31%	170,000	164,450	181,250	170,000	0
\$225,001 - \$325,000	31	31.63%	255,000	249,000	250,000	285,000	0
\$325,001 - \$400,000	12	12.24%	365,000	0	339,900	370,000	0
\$400,001 - \$525,000	12	12.24%	497,000	0	499,000	495,000	0
\$525,001 and up	12	12.24%	614,500	0	700,000	568,950	753,088
Median List Price			274,995	149,999	240,000	370,000	753,088
Total Closed Units		100%	274,995	7	56	31	4
Total Closed Volume			30,756,923	1.01M	14.59M	12.13M	3.03M

March 2024



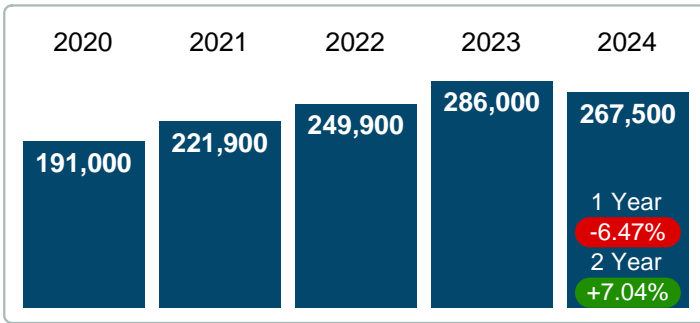
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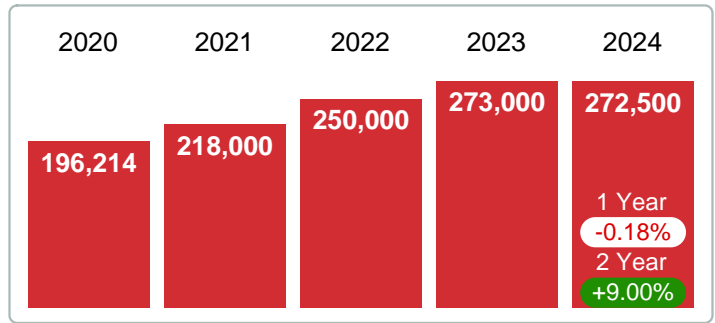
MEDIAN SOLD PRICE AT CLOSING

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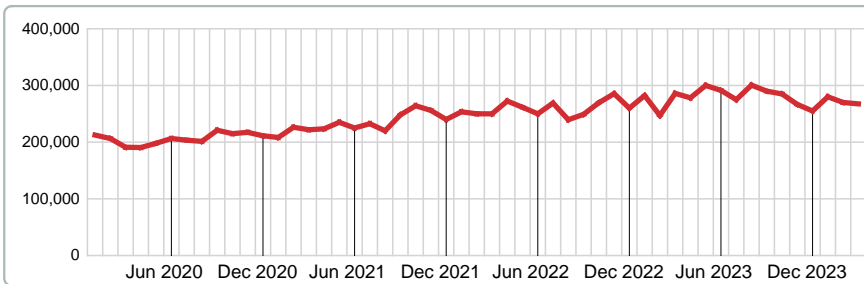
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

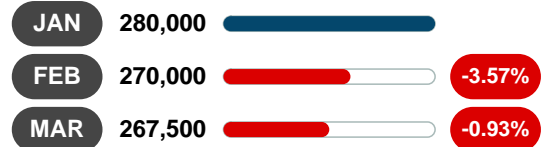


3 MONTHS

5 year MAR AVG = 243,260

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

Median Sold Price at Closing this month at **267,500** above the 5 yr MAR average of **243,260**



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
\$100,000 and less	8.16%	65,000	65,000	72,000	0	0
\$100,001 - \$150,000	8.16%	131,750	135,000	130,500	130,000	0
\$150,001 - \$225,000	16.33%	167,750	165,000	174,000	156,000	0
\$225,001 - \$325,000	32.65%	260,000	0	251,000	283,990	0
\$325,001 - \$400,000	10.20%	372,500	0	375,000	370,000	0
\$400,001 - \$525,000	14.29%	480,000	0	472,000	480,000	0
\$525,001 and up	10.20%	597,500	0	532,638	581,300	760,755
Median Sold Price		267,500	135,000	238,500	370,000	760,755
Total Closed Units		98	7	56	31	4
Total Closed Volume		29,819,157	873.50K	13.98M	11.97M	3.00M

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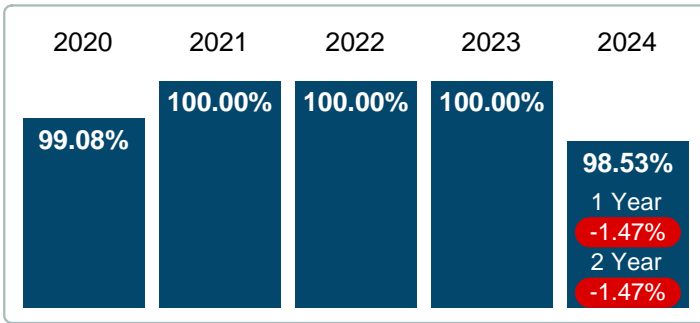
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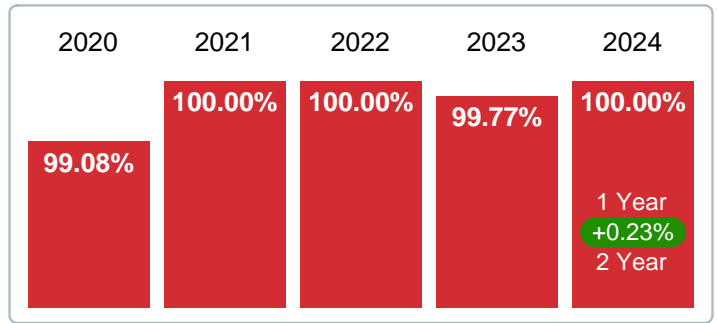
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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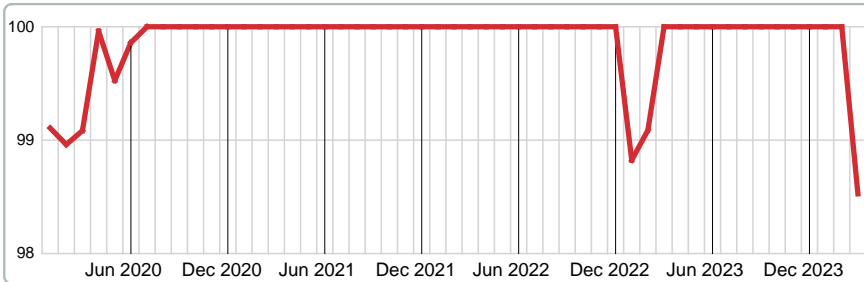
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

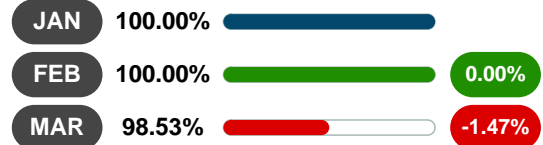


3 MONTHS

5 year MAR AVG = 99.52%

High Feb 2024 100.00% Low Mar 2024 98.53%

Median Sold/List Ratio this month at **98.53%**
below the 5 yr MAR average of **99.52%**



MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$100,000 and less	8	8.16%	78.99%	61.90%	79.71%	0.00%	0.00%	
\$100,001 - \$150,000	8	8.16%	98.08%	90.00%	99.08%	96.30%	0.00%	
\$150,001 - \$225,000	16	16.33%	97.33%	97.12%	98.35%	91.76%	0.00%	
\$225,001 - \$325,000	32	32.65%	100.00%	0.00%	98.46%	100.00%	0.00%	
\$325,001 - \$400,000	10	10.20%	100.00%	0.00%	100.00%	100.00%	0.00%	
\$400,001 - \$525,000	14	14.29%	98.81%	0.00%	97.73%	98.81%	0.00%	
\$525,001 and up	10	10.20%	98.80%	0.00%	104.90%	99.24%	97.68%	
Median Sold/List Ratio		98.53%		90.00%	98.31%	100.00%	97.68%	
Total Closed Units		98	100%	98.53%	7	56	31	4
Total Closed Volume		29,819,157			873.50K	13.98M	11.97M	3.00M

March 2024



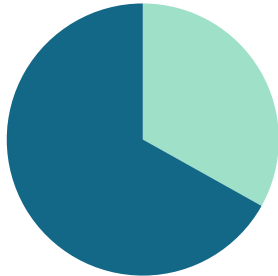
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

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

INVENTORY

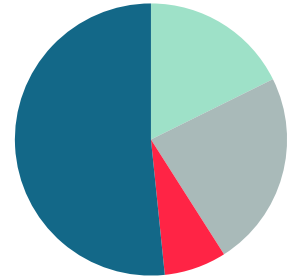


Inventory
 New Listings
150 = 33.11%
 Start Inventory
303
 Total Inventory Units
453
 Volume
\$210,578,245

Market Activity

Closed Sales
98 = 17.69%
 Pending Sales
129 = 23.29%
 Other Off Market
41 = 7.40%
 Active Inventory
286 = 51.62%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	96	98	2.08%	262	237	-9.54%
Pending Sales	101	129	27.72%	280	316	12.86%
New Listings	153	150	-1.96%	373	396	6.17%
Median List Price	289,450	274,995	-4.99%	272,500	274,990	0.91%
Median Sale Price	286,000	267,500	-6.47%	273,000	272,500	-0.18%
Median Percent of Selling Price to List Price	100.00%	98.53%	-1.47%	99.77%	100.00%	0.23%
Median Days on Market to Sale	13.00	31.00	138.46%	15.00	29.00	93.33%
Monthly Inventory	262	286	9.16%	262	286	9.16%
Months Supply of Inventory	2.21	2.75	24.47%	2.21	2.75	24.47%

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

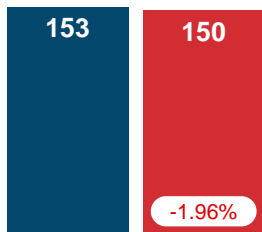
Inventory on March 31, 2024 = **286**

2023 **2024**

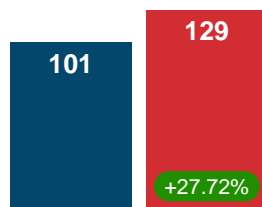
MARCH MARKET

MEDIAN PRICES

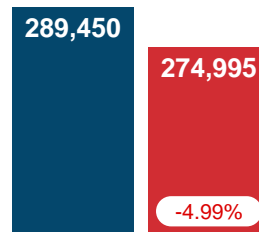
New Listings



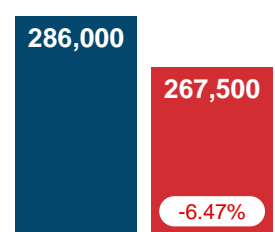
Pending Listings



List Price



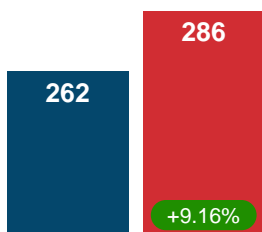
Sale Price



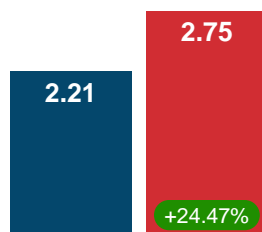
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

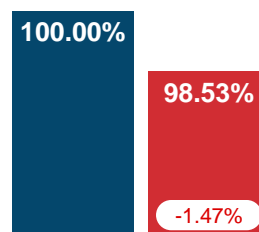
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

