

April 2021



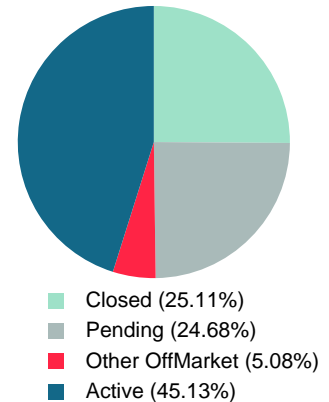
Area Delimited by County Of Rogers



MONTHLY INVENTORY ANALYSIS

Report produced on May 11, 2021 for MLS Technology Inc.

Compared Metrics	2020	April 2021	+/-%
Closed Listings	121	178	47.11%
Pending Listings	152	175	15.13%
New Listings	206	218	5.83%
Average List Price	208,087	275,385	32.34%
Average Sale Price	204,382	274,220	34.17%
Average Percent of Selling Price to List Price	97.49%	99.76%	2.33%
Average Days on Market to Sale	41.19	28.77	-30.15%
End of Month Inventory	743	320	-56.93%
Months Supply of Inventory	4.98	1.88	-62.28%



Absorption: Last 12 months, an Average of **170** Sales/Month
Active Inventory as of April 30, 2021 = **320**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2021 decreased **56.93%** to 320 existing homes available for sale. Over the last 12 months this area has had an average of 170 closed sales per month. This represents an unsold inventory index of **1.88** 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 **34.17%** in April 2021 to \$274,220 versus the previous year at \$204,382.

Average Days on Market Shortens

The average number of **28.77** days that homes spent on the market before selling decreased by 12.42 days or **30.15%** in April 2021 compared to last year's same month at **41.19** DOM.

Sales Success for April 2021 is Positive

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

There were 218 New Listings in April 2021, up **5.83%** from last year at 206. Furthermore, there were 178 Closed Listings this month versus last year at 121, a **47.11%** increase.

Closed versus Listed trends yielded a **81.7%** ratio, up from previous year's, April 2020, at **58.7%**, a **39.01%** upswing. This will certainly create pressure on a decreasing 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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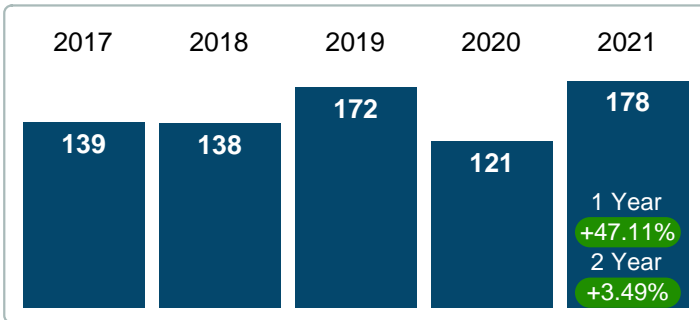
Area Delimited by County Of Rogers



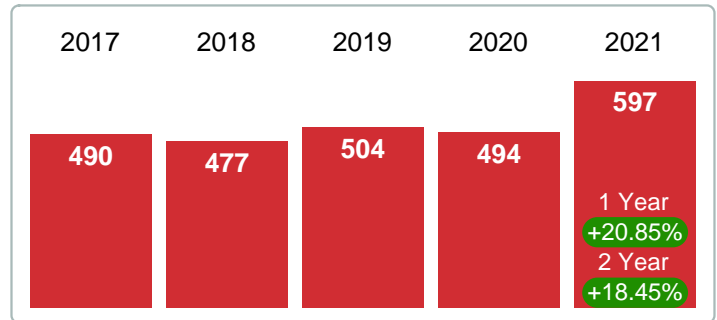
CLOSED LISTINGS

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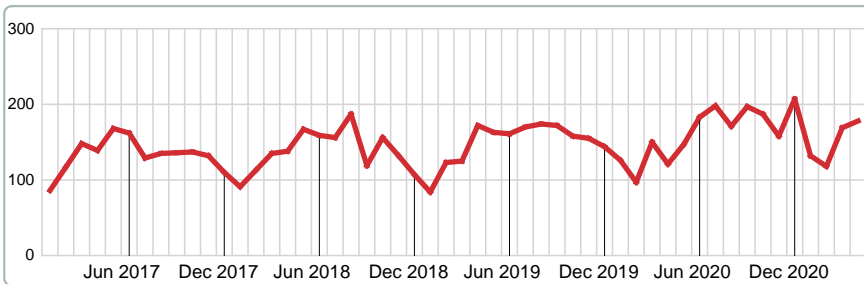
APRIL



YEAR TO DATE (YTD)

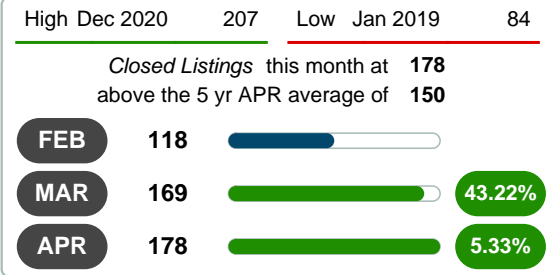


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 150



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	16	8.99%	76.1	13	2	1	0
\$125,001 - \$150,000	15	8.43%	17.9	2	11	2	0
\$150,001 - \$175,000	19	10.67%	15.4	0	17	2	0
\$175,001 - \$250,000	56	31.46%	10.5	1	38	16	1
\$250,001 - \$375,000	31	17.42%	20.4	1	20	9	1
\$375,001 - \$475,000	20	11.24%	35.1	1	5	14	0
\$475,001 and up	21	11.80%	67.8	1	2	11	7
Total Closed Units	178			19	95	55	9
Total Closed Volume	48,811,231	100%	28.8	3.02M	21.27M	19.19M	5.33M
Average Closed Price	\$274,220			\$159,147	\$223,873	\$348,962	\$591,850

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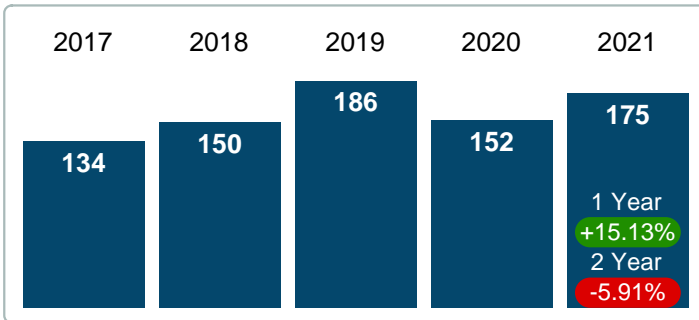
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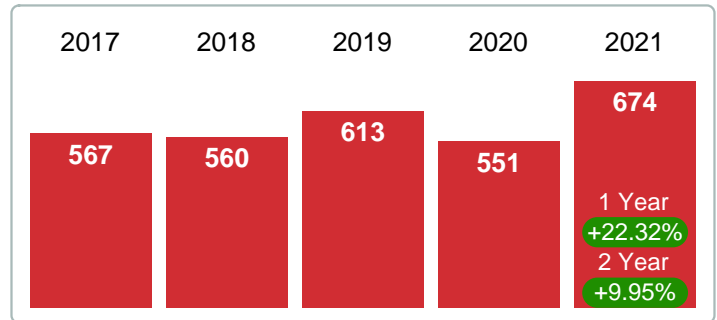
PENDING LISTINGS

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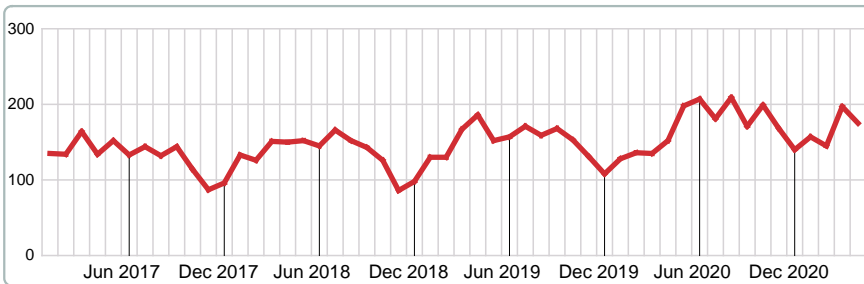
APRIL



YEAR TO DATE (YTD)

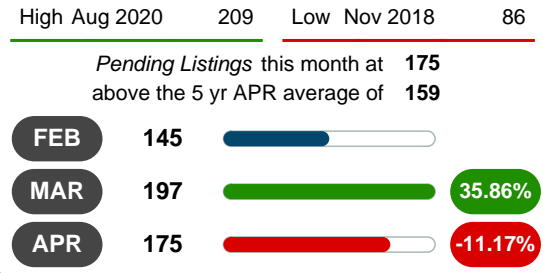


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 159



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10	5.71%	29.9	7	2	1	0
\$50,001 - \$125,000	30	17.14%	43.6	18	11	1	0
\$125,001 - \$175,000	21	12.00%	30.7	4	16	1	0
\$175,001 - \$225,000	41	23.43%	5.9	2	26	13	0
\$225,001 - \$300,000	30	17.14%	25.1	3	11	14	2
\$300,001 - \$425,000	26	14.86%	40.5	4	7	14	1
\$425,001 and up	17	9.71%	43.0	2	1	8	6
Total Pending Units	175			40	74	52	9
Total Pending Volume	45,042,187	100%	7.0	7.62M	14.66M	17.06M	5.71M
Average Listing Price	\$169,562			\$190,545	\$198,067	\$328,029	\$633,989

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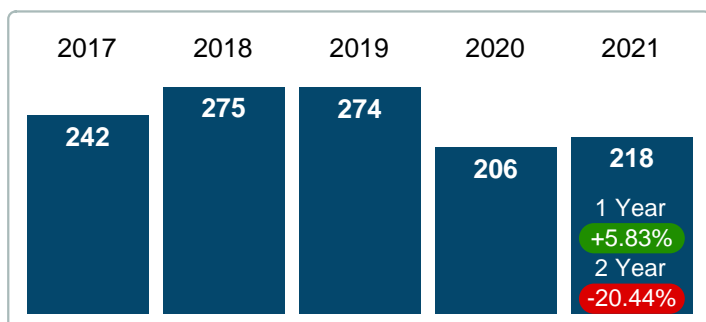
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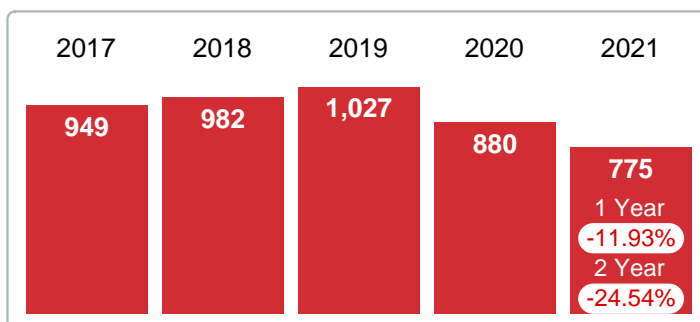
NEW LISTINGS

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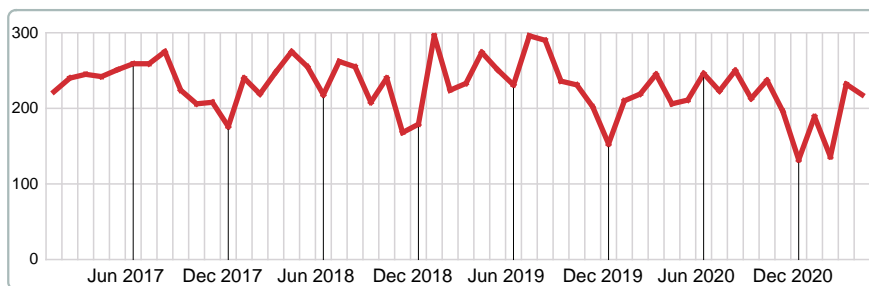
APRIL



YEAR TO DATE (YTD)

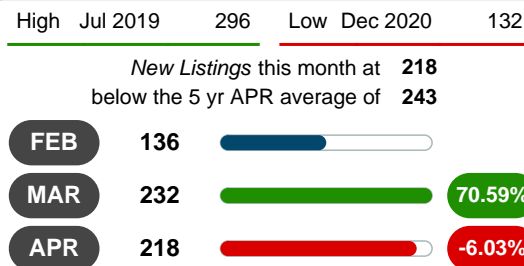


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 243



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	19	8.72%	17	2	0	0
\$50,001 - \$100,000	22	10.09%	17	4	1	0
\$100,001 - \$175,000	36	16.51%	13	21	0	2
\$175,001 - \$250,000	61	27.98%	6	36	19	0
\$250,001 - \$350,000	29	13.30%	4	13	9	3
\$350,001 - \$575,000	30	13.76%	2	6	19	3
\$575,001 and up	21	9.63%	2	4	9	6
Total New Listed Units	218		61	86	57	14
Total New Listed Volume	62,238,452	100%	8.85M	22.35M	22.96M	8.08M
Average New Listed Listing Price	\$186,308		\$145,087	\$259,884	\$402,822	\$576,951

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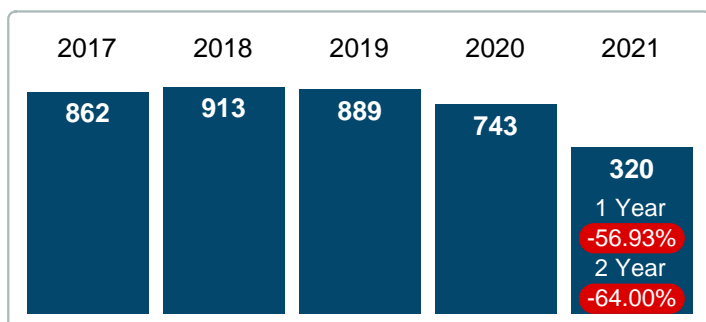
Area Delimited by County Of Rogers



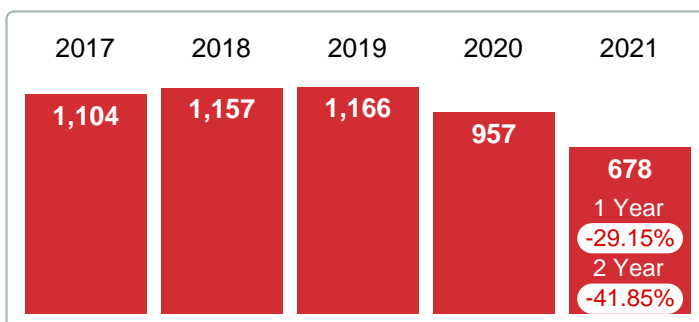
ACTIVE INVENTORY

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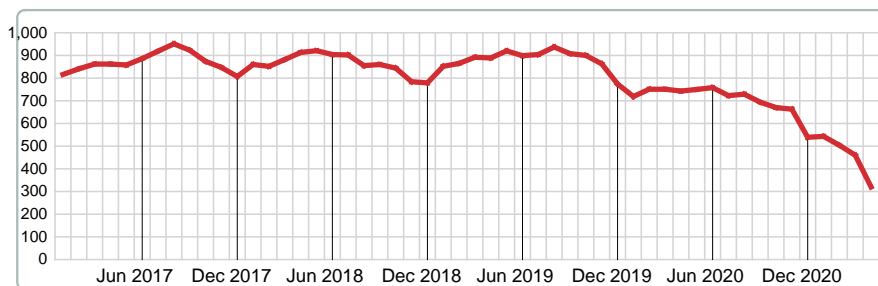
END OF APRIL



ACTIVE DURING APRIL

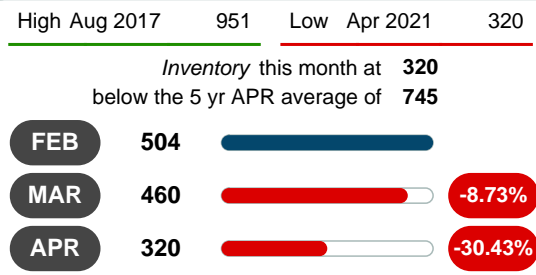


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 745



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	19	5.94%	76.4	15	3	1	0
\$25,001 - \$50,000	39	12.19%	102.3	38	0	1	0
\$50,001 - \$125,000	58	18.13%	69.1	49	8	1	0
\$125,001 - \$275,000	78	24.38%	58.2	38	25	12	3
\$275,001 - \$425,000	48	15.00%	93.2	14	14	19	1
\$425,001 - \$800,000	47	14.69%	72.3	17	6	18	6
\$800,001 and up	31	9.69%	103.2	10	5	8	8
Total Active Inventory by Units			320	181	61	60	18
Total Active Inventory by Volume			123,355,128	56.01M	20.53M	29.82M	17.00M
Average Active Inventory Listing Price			\$385,485	\$309,430	\$336,519	\$496,943	\$944,673

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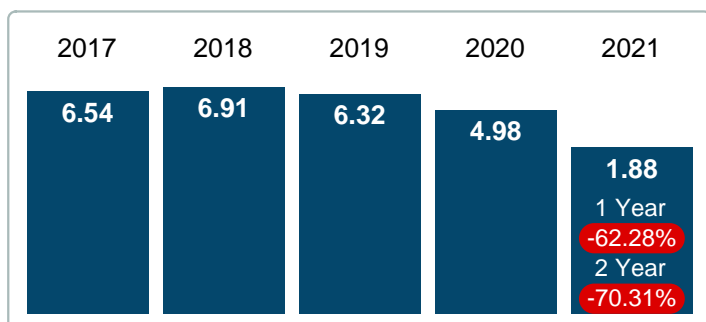
Area Delimited by County Of Rogers



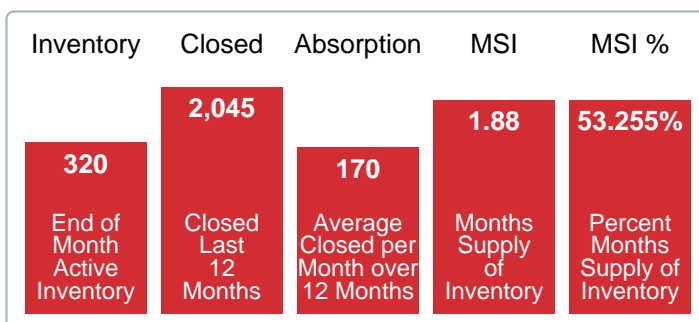
MONTHS SUPPLY of INVENTORY (MSI)

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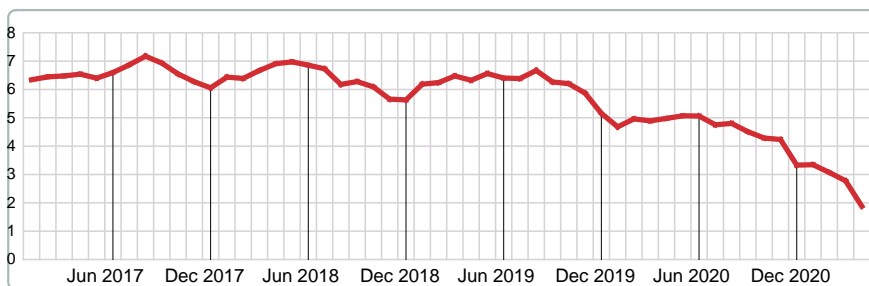
MSI FOR APRIL



INDICATORS FOR APRIL 2021

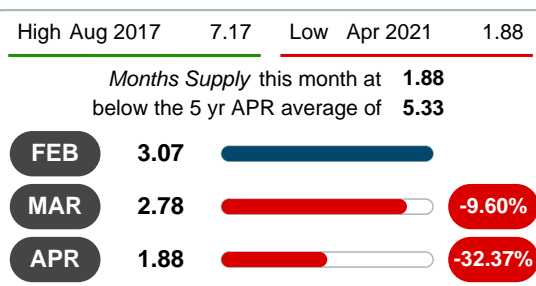


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 5.33



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
\$25,000 and less	19	5.94%	2.81	4.62	1.20	1.00	0.00
\$25,001 - \$50,000	39	12.19%	3.49	4.00	0.00	3.00	0.00
\$50,001 - \$125,000	58	18.13%	2.66	4.67	0.81	0.67	0.00
\$125,001 - \$275,000	78	24.38%	0.94	6.61	0.46	0.55	3.60
\$275,001 - \$425,000	48	15.00%	1.45	14.00	1.31	1.02	0.36
\$425,001 - \$800,000	47	14.69%	3.66	25.50	2.77	2.77	1.71
\$800,001 and up	31	9.69%	16.17	30.00	60.00	9.60	12.00
Market Supply of Inventory (MSI)			1.88	5.84	0.75	1.19	2.27
Total Active Inventory by Units		100%	1.88	181	61	60	18

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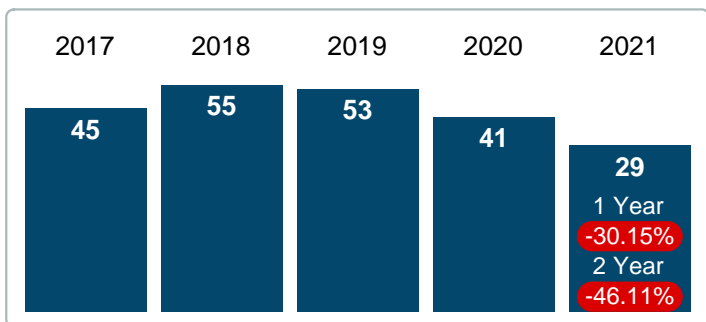
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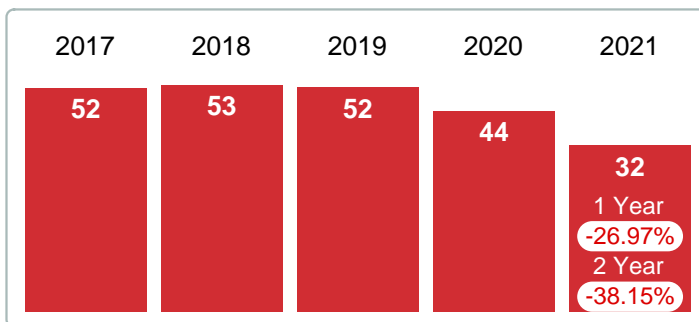
AVERAGE DAYS ON MARKET TO SALE

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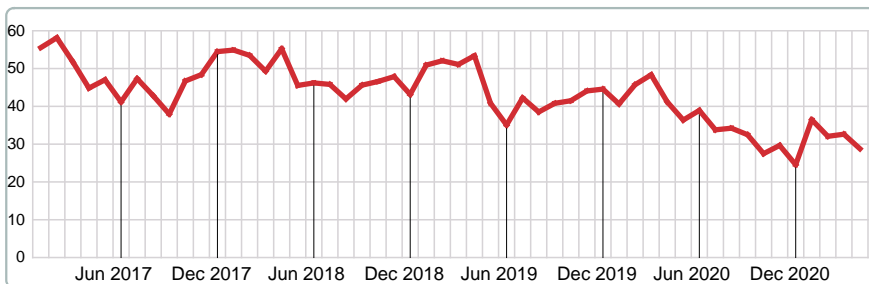
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

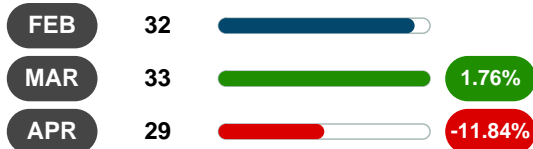


3 MONTHS

5 year APR AVG = 45

High Feb 2017 58 Low Dec 2020 25

Average Days on Market to Sale this month at 29 below the 5 yr APR average of 45



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	8.99%	76	92	7	10	0
\$125,001 - \$150,000	8.43%	18	43	15	11	0
\$150,001 - \$175,000	10.67%	15	0	16	8	0
\$175,001 - \$250,000	31.46%	10	28	9	13	20
\$250,001 - \$375,000	17.42%	20	93	16	12	117
\$375,001 - \$475,000	11.24%	35	14	40	35	0
\$475,001 and up	11.80%	68	6	78	60	86
Average Closed DOM		29	75	15	27	82
Total Closed Units	100%	29	19	95	55	9
Total Closed Volume		48,811,231	3.02M	21.27M	19.19M	5.33M

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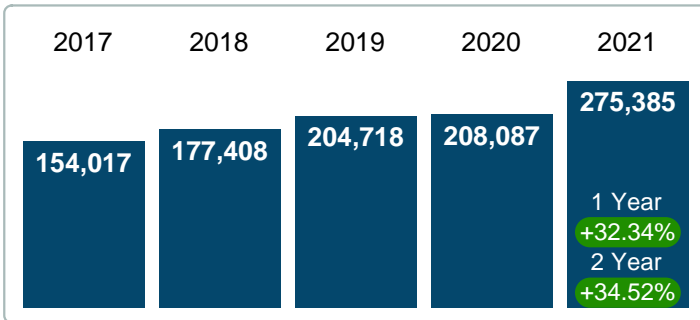
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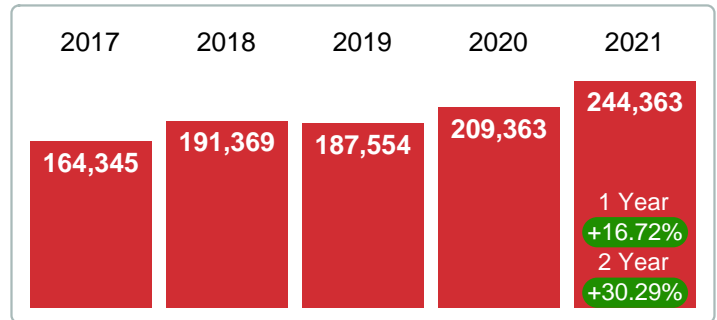
AVERAGE LIST PRICE AT CLOSING

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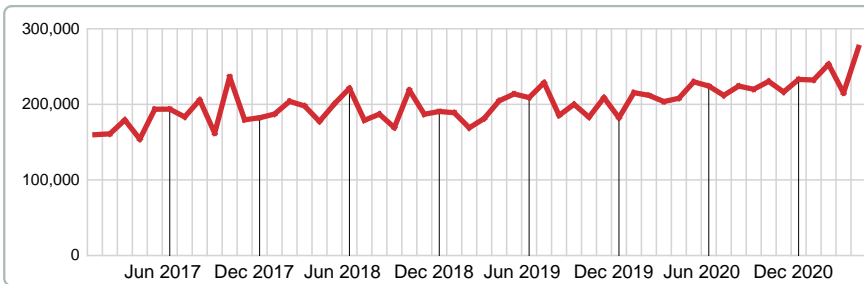
APRIL



YEAR TO DATE (YTD)

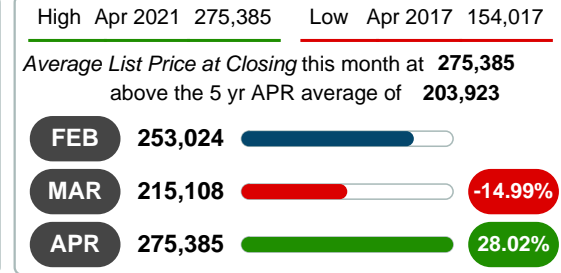


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 203,923



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	14	7.87%	78,271	84,131	98,500	160,000	0		
\$125,001 - \$150,000	14	7.87%	136,757	137,500	136,327	150,000	0		
\$150,001 - \$175,000	23	12.92%	166,454	0	165,444	171,450	0		
\$175,001 - \$250,000	59	33.15%	204,347	188,000	201,701	199,191	245,000		
\$250,001 - \$375,000	27	15.17%	300,430	292,500	285,105	300,267	344,500		
\$375,001 - \$475,000	20	11.24%	411,756	412,000	423,606	407,507	0		
\$475,001 and up	21	11.80%	656,022	880,000	537,450	632,533	694,814		
Average List Price			275,385	165,326	221,777	351,915	605,911		
Total Closed Units			178	100%	275,385	19	95	55	9
Total Closed Volume			49,018,528			3.14M	21.07M	19.36M	5.45M

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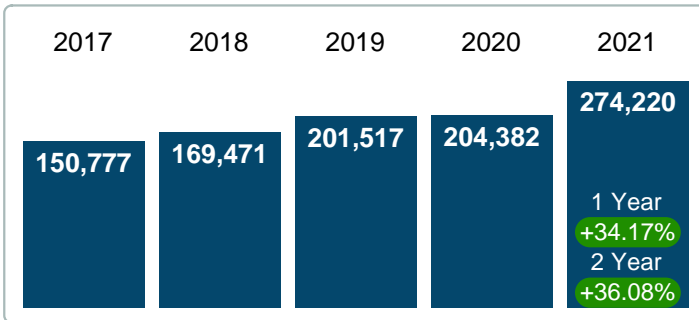
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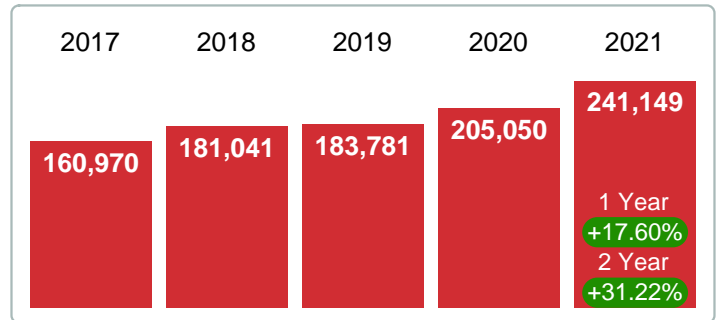
AVERAGE SOLD PRICE AT CLOSING

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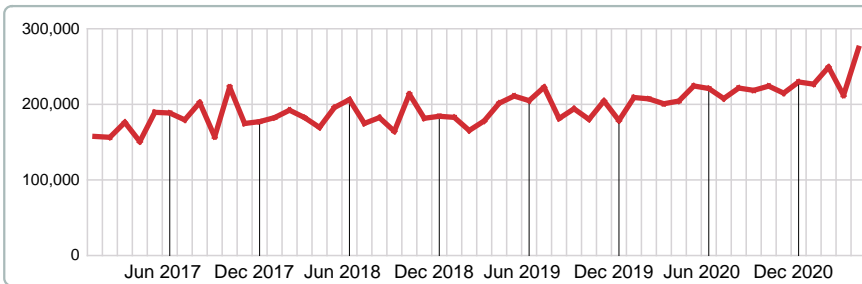
APRIL



YEAR TO DATE (YTD)

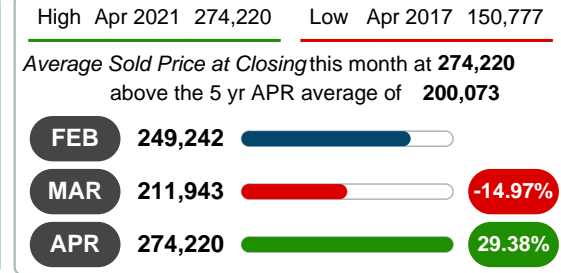


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 200,073



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	16	8.99%	79,394	75,638	83,500	120,000	0
\$125,001 - \$150,000	15	8.43%	137,523	134,000	137,845	139,275	0
\$150,001 - \$175,000	19	10.67%	165,402	0	165,185	167,250	0
\$175,001 - \$250,000	56	31.46%	203,353	180,000	204,063	200,698	242,250
\$250,001 - \$375,000	31	17.42%	296,798	292,500	291,447	306,033	325,000
\$375,001 - \$475,000	20	11.24%	413,354	420,000	423,626	409,210	0
\$475,001 and up	21	11.80%	641,897	880,000	537,500	615,040	679,914
Average Sold Price			274,220	159,147	223,873	348,962	591,850
Total Closed Units		100%	274,220	19	95	55	9
Total Closed Volume			48,811,231	3.02M	21.27M	19.19M	5.33M

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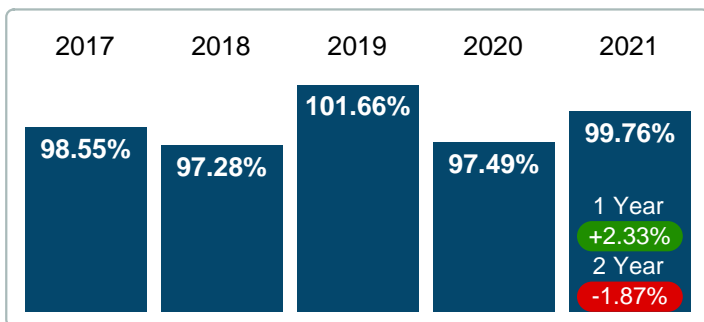
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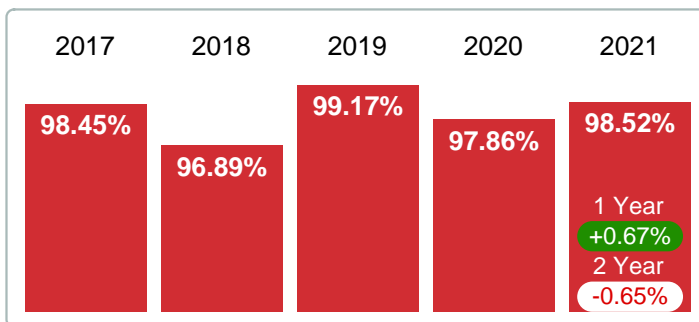
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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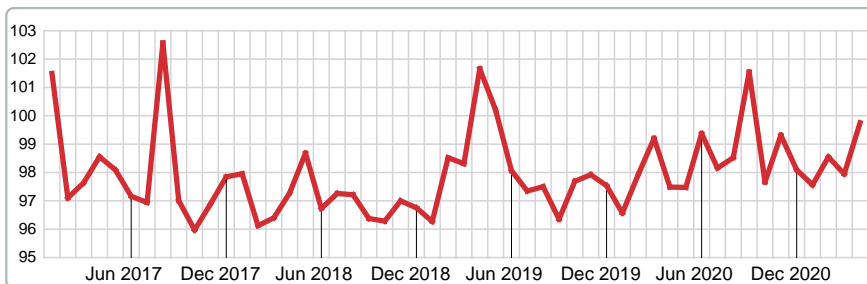
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

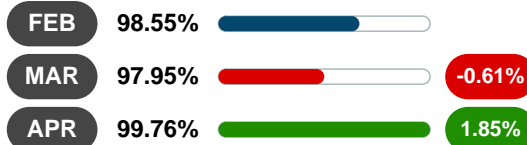


3 MONTHS

5 year APR AVG = 98.95%

High Aug 2017 102.57% Low Oct 2017 95.97%

Average Sold/List Ratio this month at **99.76%**
above the 5 yr APR average of **98.95%**



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	16	8.99%	92.01%	94.42%	84.80%	75.00%	0.00%
\$125,001 - \$150,000	15	8.43%	99.69%	97.48%	101.17%	93.74%	0.00%
\$150,001 - \$175,000	19	10.67%	99.60%	0.00%	99.83%	97.58%	0.00%
\$175,001 - \$250,000	56	31.46%	100.98%	95.74%	101.31%	100.68%	98.88%
\$250,001 - \$375,000	31	17.42%	102.40%	100.00%	103.05%	102.13%	94.34%
\$375,001 - \$475,000	20	11.24%	100.40%	101.94%	100.10%	100.40%	0.00%
\$475,001 and up	21	11.80%	98.05%	100.00%	99.94%	97.60%	97.93%
Average Sold/List Ratio		99.80%		95.80%	100.95%	99.40%	97.64%
Total Closed Units		178	100%	19	95	55	9
Total Closed Volume		48,811,231		3.02M	21.27M	19.19M	5.33M

April 2021

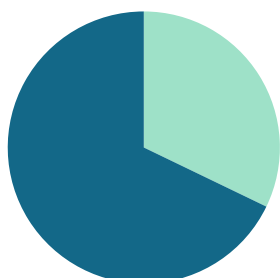
Area Delimited by County Of Rogers



MARKET SUMMARY

Report produced on May 11, 2021 for MLS Technology Inc.

INVENTORY

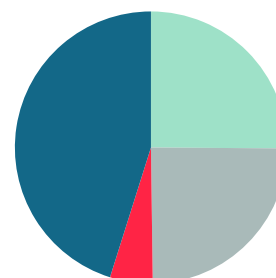


Inventory
 New Listings
218 = 32.15%
 Start Inventory
460
 Total Inventory Units
678
 Volume
\$222,596,056

Market Activity

Closed Sales
178 = 25.11%
 Pending Sales
175 = 24.68%
 Other Off Market
36 = 5.08%
 Active Inventory
320 = 45.13%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	121	178	47.11%	494	597	20.85%
Pending Sales	152	175	15.13%	551	674	22.32%
New Listings	206	218	5.83%	880	775	-11.93%
Average List Price	208,087	275,385	32.34%	209,363	244,363	16.72%
Average Sale Price	204,382	274,220	34.17%	205,050	241,149	17.60%
Average Percent of Selling Price to List Price	97.49%	99.76%	2.33%	97.86%	98.52%	0.67%
Average Days on Market to Sale	41.19	28.77	-30.15%	44.11	32.21	-26.97%
Monthly Inventory	743	320	-56.93%	743	320	-56.93%
Months Supply of Inventory	4.98	1.88	-62.28%	4.98	1.88	-62.28%

Absorption: Last 12 months, an Average of **170** Sales/Month

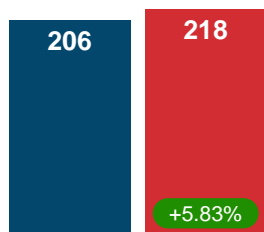
Inventory on April 30, 2021 = **320**

2020 **2021**

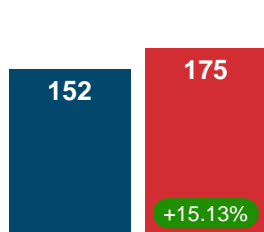
APRIL MARKET

AVERAGE PRICES

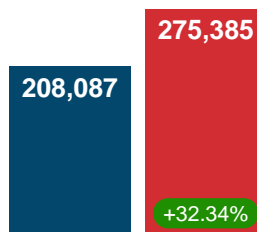
New Listings



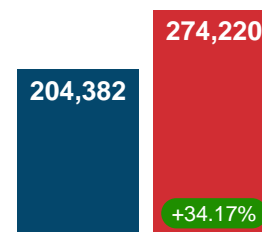
Pending Listings



List Price



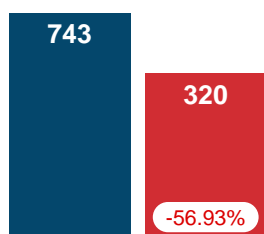
Sale Price



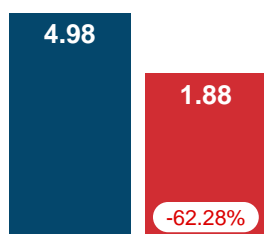
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

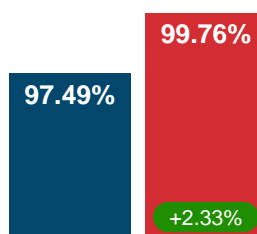
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

