

# August 2021



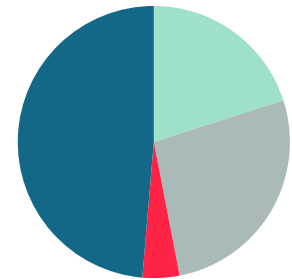
Area Delimited by County Of Rogers



## MONTHLY INVENTORY ANALYSIS

Report produced on Sep 13, 2021 for MLS Technology Inc.

Compared Metrics	2020	August 2021	+/-%
Closed Listings	171	178	4.09%
Pending Listings	209	239	14.35%
New Listings	250	262	4.80%
Average List Price	224,151	230,929	3.02%
Average Sale Price	221,575	231,478	4.47%
Average Percent of Selling Price to List Price	98.53%	99.59%	1.08%
Average Days on Market to Sale	34.22	28.58	-16.49%
End of Month Inventory	734	432	-41.14%
Months Supply of Inventory	4.84	2.50	-48.25%



■ Closed (20.05%)  
■ Pending (26.91%)  
■ Other OffMarket (4.39%)  
■ Active (48.65%)

**Absorption:** Last 12 months, an Average of **173** Sales/Month  
**Active Inventory** as of August 31, 2021 = **432**

### Analysis Wrap-Up

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

The total housing inventory at the end of August 2021 decreased **41.14%** to 432 existing homes available for sale. Over the last 12 months this area has had an average of 173 closed sales per month. This represents an unsold inventory index of **2.50** 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 **4.47%** in August 2021 to \$231,478 versus the previous year at \$221,575.

#### Average Days on Market Shortens

The average number of **28.58** days that homes spent on the market before selling decreased by 5.64 days or **16.49%** in August 2021 compared to last year's same month at **34.22** DOM.

#### Sales Success for August 2021 is Positive

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

There were 262 New Listings in August 2021, up **4.80%** from last year at 250. Furthermore, there were 178 Closed Listings this month versus last year at 171, a **4.09%** increase.

Closed versus Listed trends yielded a **67.9%** ratio, down from previous year's, August 2020, at **68.4%**, a **0.67%** downswing. This will certainly create pressure on a decreasing 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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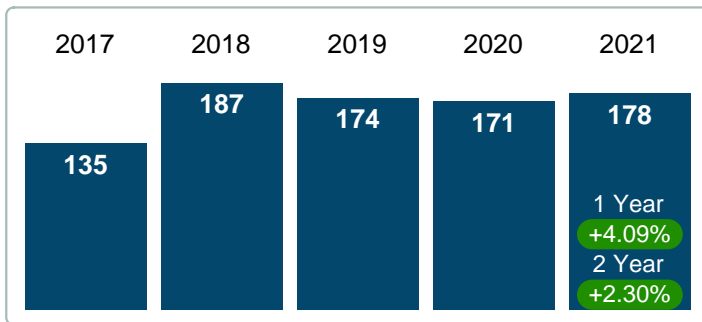
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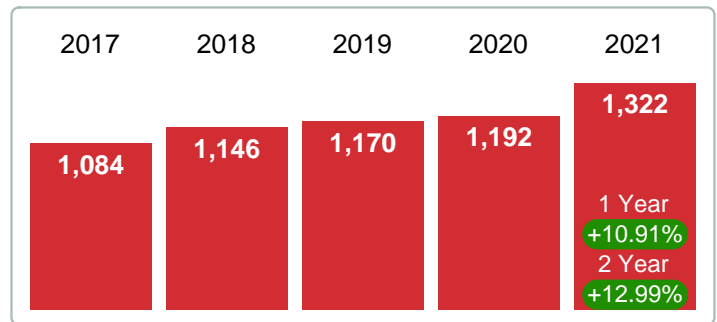
## CLOSED LISTINGS

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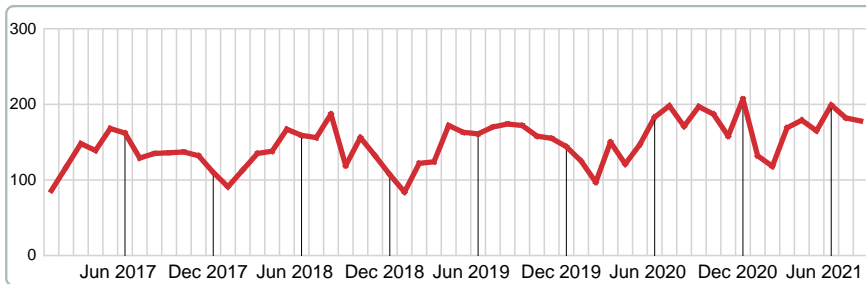
### AUGUST



### YEAR TO DATE (YTD)

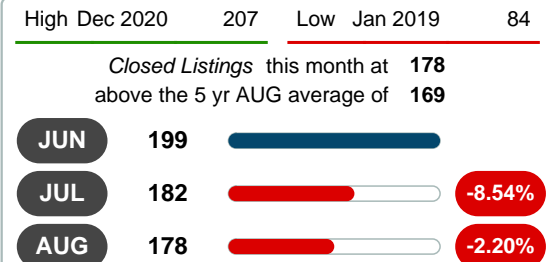


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 169



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	11	6.18%	67.4	5	3	3	0
\$25,001 - \$125,000	26	14.61%	68.1	20	6	0	0
\$125,001 - \$175,000	22	12.36%	7.8	1	20	1	0
\$175,001 - \$225,000	42	23.60%	6.7	2	29	11	0
\$225,001 - \$300,000	30	16.85%	10.8	0	21	9	0
\$300,001 - \$425,000	30	16.85%	27.6	1	11	14	4
\$425,001 and up	17	9.55%	56.9	3	1	9	4
<b>Total Closed Units</b>	<b>178</b>			<b>32</b>	<b>91</b>	<b>47</b>	<b>8</b>
<b>Total Closed Volume</b>	<b>41,202,999</b>	<b>100%</b>	<b>28.6</b>	<b>3.85M</b>	<b>19.18M</b>	<b>14.21M</b>	<b>3.96M</b>
<b>Average Closed Price</b>	<b>\$231,478</b>			<b>\$120,369</b>	<b>\$210,749</b>	<b>\$302,444</b>	<b>\$494,772</b>

# August 2021



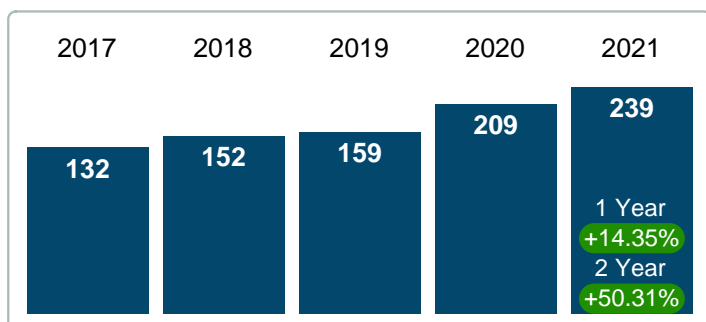
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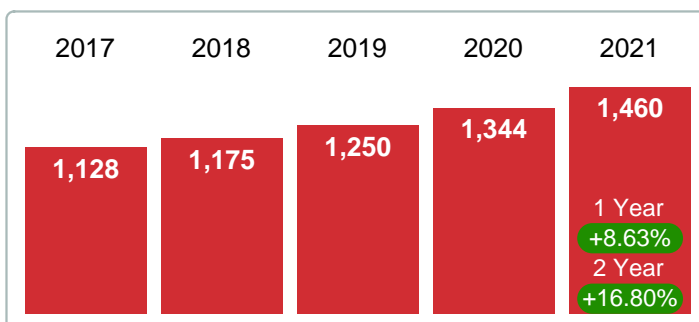
## PENDING LISTINGS

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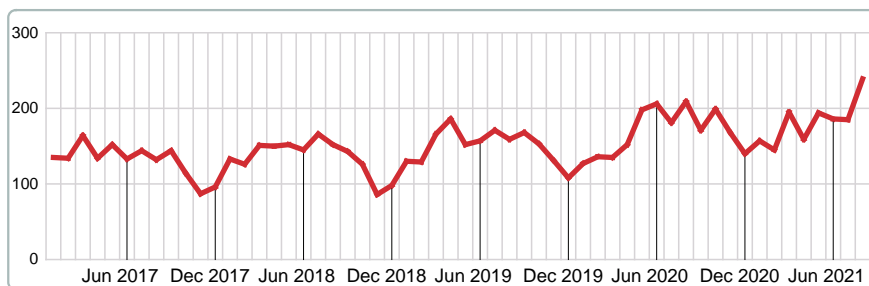
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

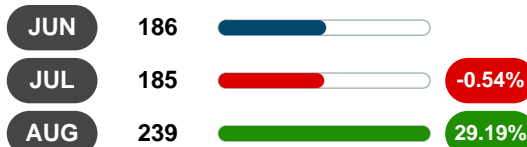


### 3 MONTHS

5 year AUG AVG = 178

High Aug 2021 239 Low Nov 2018 86

Pending Listings this month at 239  
above the 5 yr AUG average of 178



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	23	9.62%	69.9	16	7	0	0
\$100,001 - \$150,000	30	12.55%	21.7	7	20	3	0
\$150,001 - \$175,000	19	7.95%	14.2	1	17	1	0
\$175,001 - \$275,000	79	33.05%	24.3	5	53	19	2
\$275,001 - \$350,000	35	14.64%	20.7	1	20	13	1
\$350,001 - \$500,000	29	12.13%	31.3	2	11	13	3
\$500,001 and up	24	10.04%	28.3	1	2	15	6
<b>Total Pending Units</b>	<b>239</b>			<b>33</b>	<b>130</b>	<b>64</b>	<b>12</b>
<b>Total Pending Volume</b>	<b>69,323,748</b>	<b>100%</b>	<b>32.9</b>	<b>5.81M</b>	<b>30.11M</b>	<b>26.63M</b>	<b>6.77M</b>
<b>Average Listing Price</b>	<b>\$198,161</b>			<b>\$175,976</b>	<b>\$231,646</b>	<b>\$416,063</b>	<b>\$564,550</b>

# August 2021



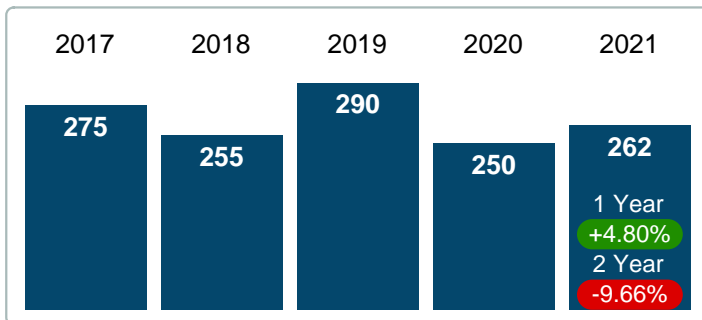
Area Delimited by County Of Rogers



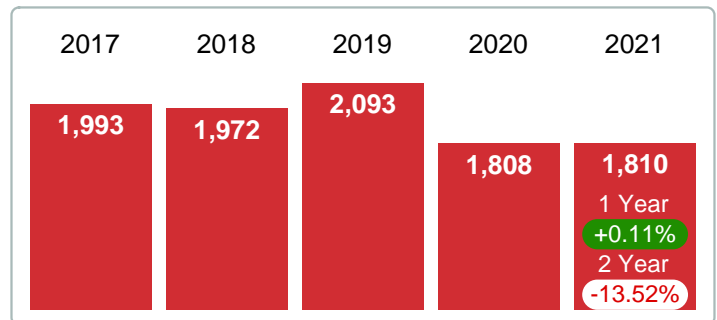
## NEW LISTINGS

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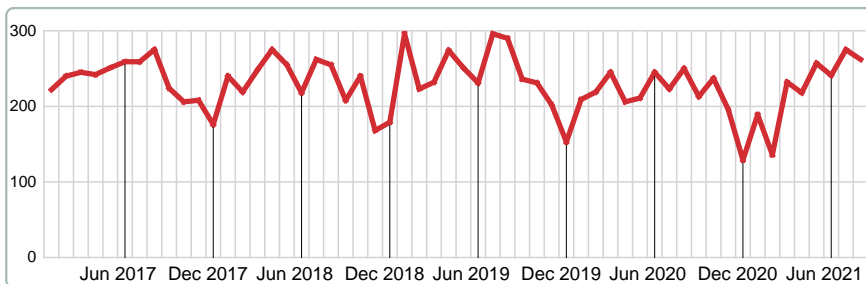
### AUGUST



### YEAR TO DATE (YTD)

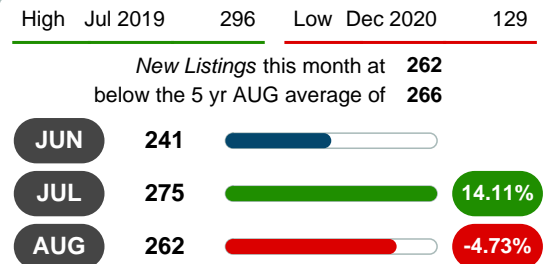


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 266



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	25	9.54%	14	9	1	1
\$100,001 - \$150,000	29	11.07%	13	13	3	0
\$150,001 - \$200,000	38	14.50%	5	29	4	0
\$200,001 - \$325,000	70	26.72%	8	38	22	2
\$325,001 - \$375,000	38	14.50%	6	19	13	0
\$375,001 - \$500,000	34	12.98%	1	9	19	5
\$500,001 and up	28	10.69%	6	1	12	9
<b>Total New Listed Units</b>	<b>262</b>		<b>53</b>	<b>118</b>	<b>74</b>	<b>17</b>
<b>Total New Listed Volume</b>	<b>80,853,239</b>	<b>100%</b>	<b>13.27M</b>	<b>29.61M</b>	<b>26.16M</b>	<b>11.81M</b>
<b>Average New Listed Listing Price</b>	<b>\$162,718</b>		<b>\$250,420</b>	<b>\$250,908</b>	<b>\$353,527</b>	<b>\$694,871</b>

# August 2021



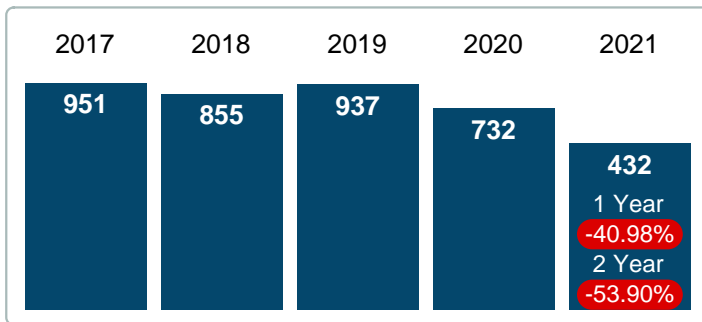
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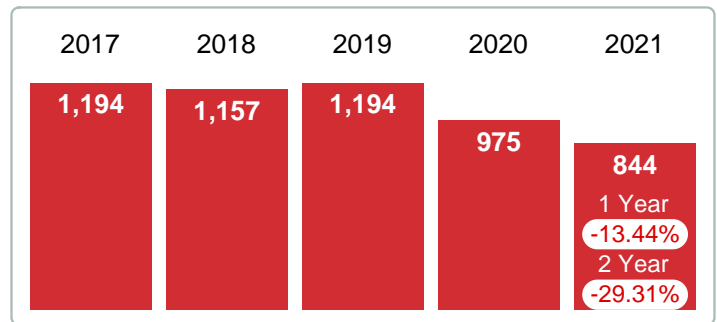
## ACTIVE INVENTORY

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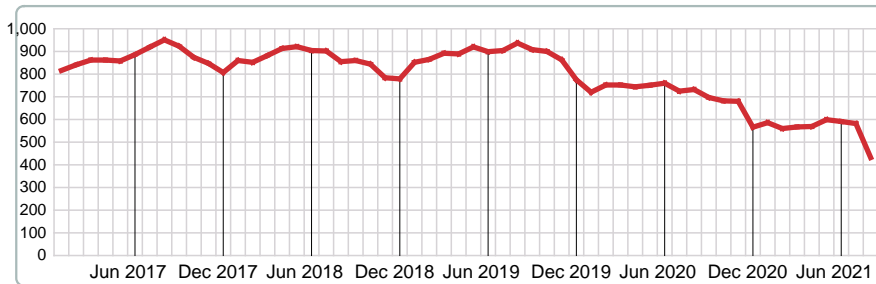
### END OF AUGUST



### ACTIVE DURING AUGUST

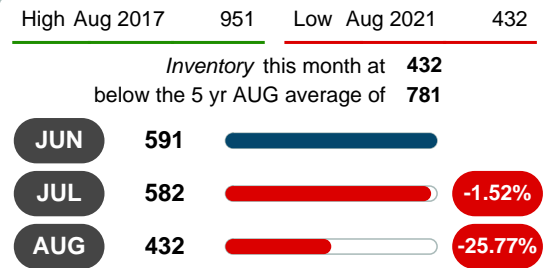


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 781



### 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	13	3.01%	91.6	10	2	1	0
\$25,001 - \$75,000	69	15.97%	130.8	68	0	0	1
\$75,001 - \$175,000	81	18.75%	70.9	49	25	7	0
\$175,001 - \$325,000	91	21.06%	55.9	38	34	19	0
\$325,001 - \$450,000	81	18.75%	59.0	19	24	35	3
\$450,001 - \$875,000	55	12.73%	85.5	19	5	22	9
\$875,001 and up	42	9.72%	94.2	19	6	9	8
<b>Total Active Inventory by Units</b>	<b>432</b>			<b>222</b>	<b>96</b>	<b>93</b>	<b>21</b>
<b>Total Active Inventory by Volume</b>	<b>172,641,019</b>	<b>100%</b>	<b>79.8</b>	<b>74.51M</b>	<b>32.34M</b>	<b>46.97M</b>	<b>18.83M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$399,632</b>			<b>\$335,624</b>	<b>\$336,870</b>	<b>\$505,023</b>	<b>\$896,467</b>

# August 2021



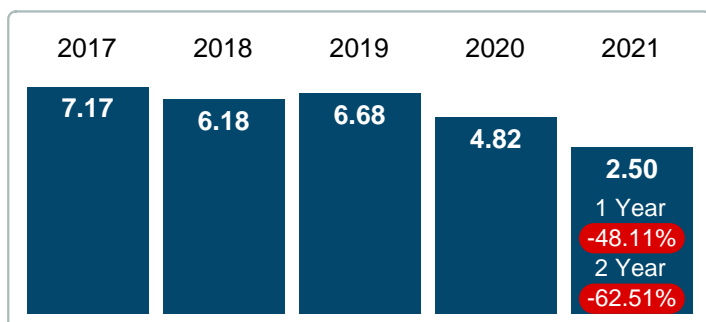
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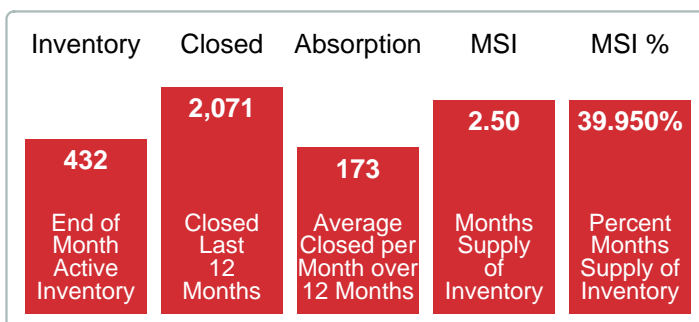
## MONTHS SUPPLY of INVENTORY (MSI)

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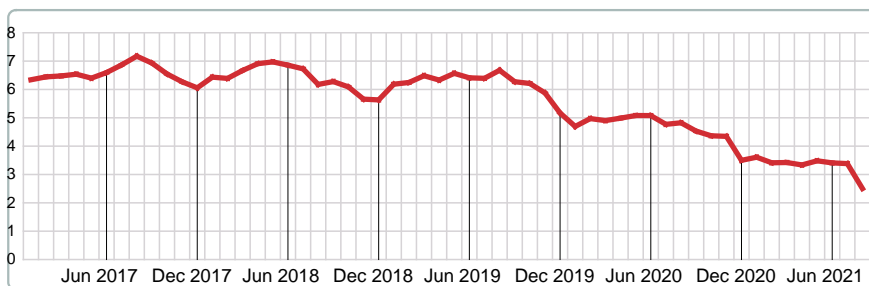
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2021

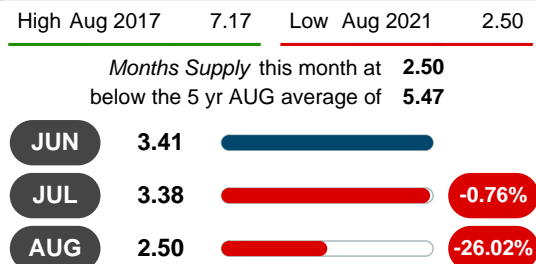


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 5.47



### 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	13	3.01%	1.63	2.93	0.65	0.71	0.00
\$25,001 - \$75,000	69	15.97%	4.34	5.16	0.00	0.00	6.00
\$75,001 - \$175,000	81	18.75%	2.03	5.30	0.94	1.87	0.00
\$175,001 - \$325,000	91	21.06%	1.26	8.77	0.80	0.79	0.00
\$325,001 - \$450,000	81	18.75%	3.60	20.73	4.43	2.58	1.16
\$450,001 - \$875,000	55	12.73%	4.52	28.50	3.53	3.18	2.84
\$875,001 and up	42	9.72%	25.20	57.00	72.00	21.60	9.60
Market Supply of Inventory (MSI)			2.50	6.92	1.18	1.84	2.40
Total Active Inventory by Units		100%	2.50	222	96	93	21

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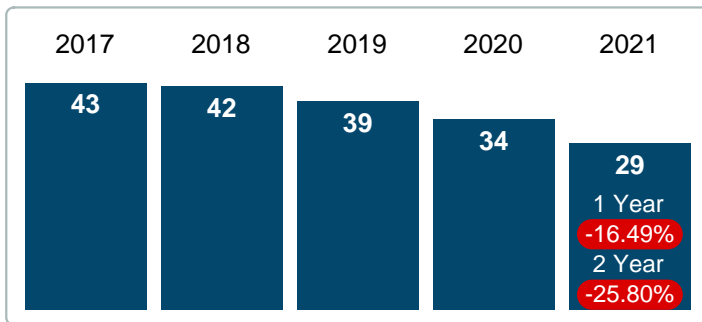
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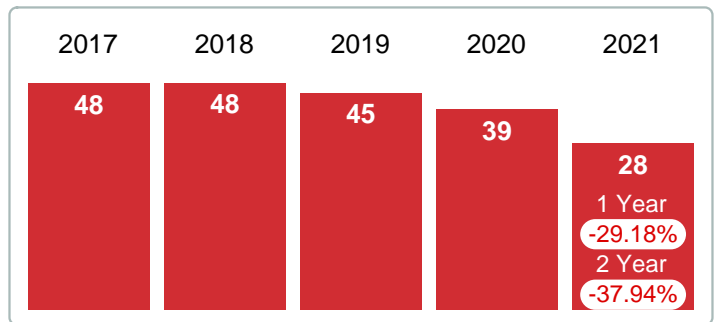
## AVERAGE DAYS ON MARKET TO SALE

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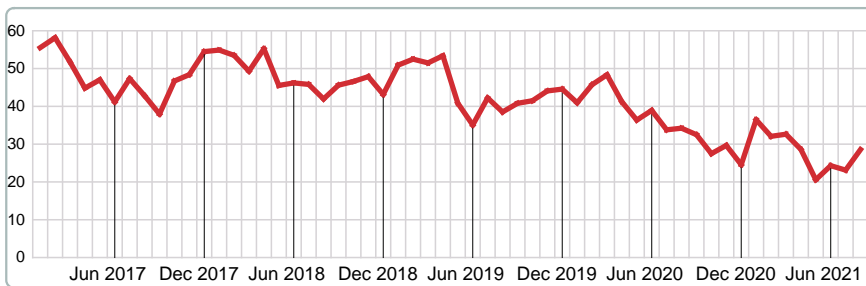
### AUGUST



### YEAR TO DATE (YTD)

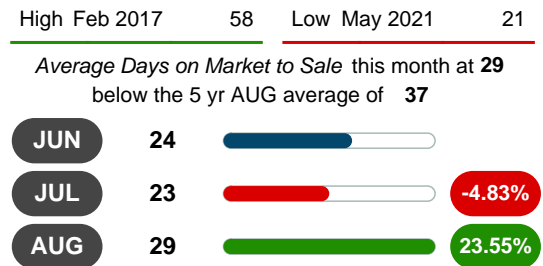


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 37



### 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
\$25,000 and less	6.18%	67	110	24	40	0
\$25,001 - \$125,000	14.61%	68	85	12	0	0
\$125,001 - \$175,000	12.36%	8	2	8	7	0
\$175,001 - \$225,000	23.60%	7	5	6	10	0
\$225,001 - \$300,000	16.85%	11	0	13	6	0
\$300,001 - \$425,000	16.85%	28	49	34	18	37
\$425,001 and up	9.55%	57	116	40	58	16
Average Closed DOM		29	83	13	23	26
Total Closed Units	100%	29	32	91	47	8
Total Closed Volume		41,202,999	3.85M	19.18M	14.21M	3.96M

# August 2021



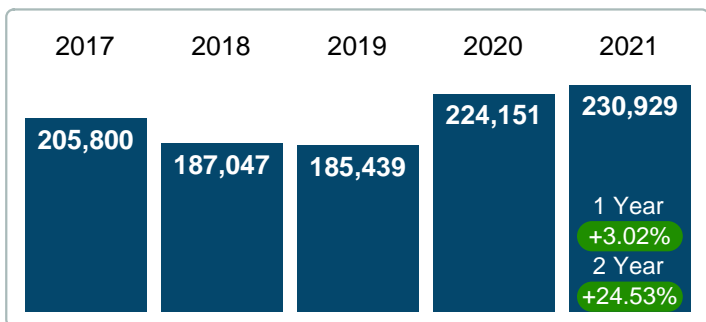
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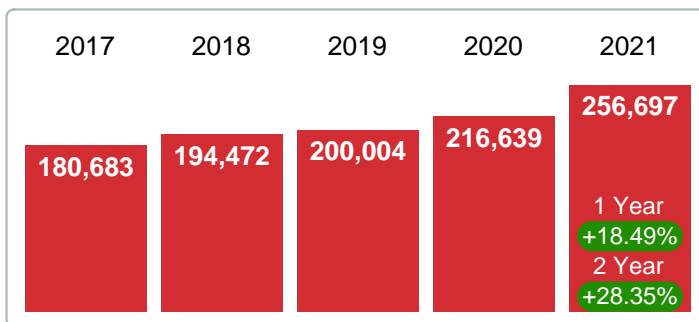
## AVERAGE LIST PRICE AT CLOSING

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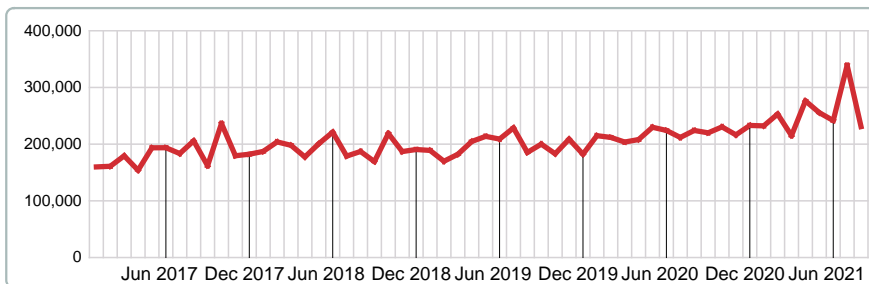
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 206,673

High Jul 2021 339,002 Low Apr 2017 154,017

Average List Price at Closing this month at **230,929** above the 5 yr AUG average of **206,673**

- JUN** 241,629
- JUL** 339,002 **40.30%**
- AUG** 230,929 **-31.88%**

## 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	
\$25,000 and less	10	5.62%	9,314	17,000	1,663	11,015	0
\$25,001 - \$125,000	28	15.73%	78,984	71,843	104,150	0	0
\$125,001 - \$175,000	21	11.80%	153,499	138,600	152,564	162,500	0
\$175,001 - \$225,000	43	24.16%	198,393	194,950	193,645	209,215	0
\$225,001 - \$300,000	31	17.42%	259,553	0	259,110	252,416	0
\$300,001 - \$425,000	29	16.29%	360,321	350,000	338,522	352,420	392,450
\$425,001 and up	16	8.99%	534,433	568,000	500,000	486,395	597,317
<b>Average List Price</b>		230,929		128,261	208,373	299,576	494,883
<b>Total Closed Units</b>		178	100%	32	91	47	8
<b>Total Closed Volume</b>		41,105,439		4.10M	18.96M	14.08M	3.96M



# August 2021



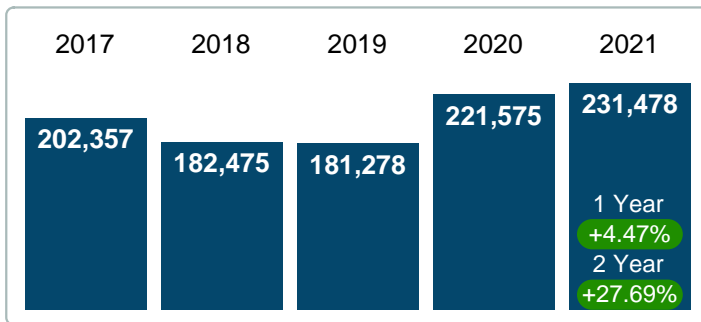
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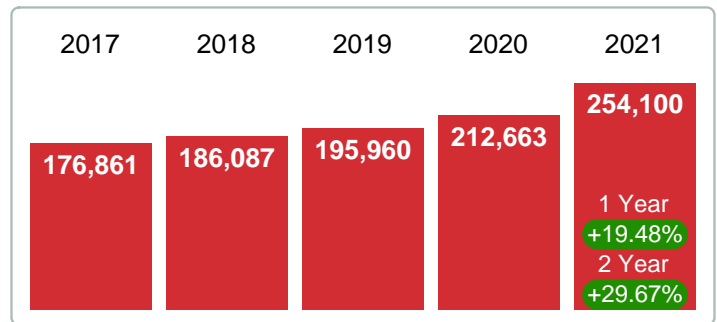
## AVERAGE SOLD PRICE AT CLOSING

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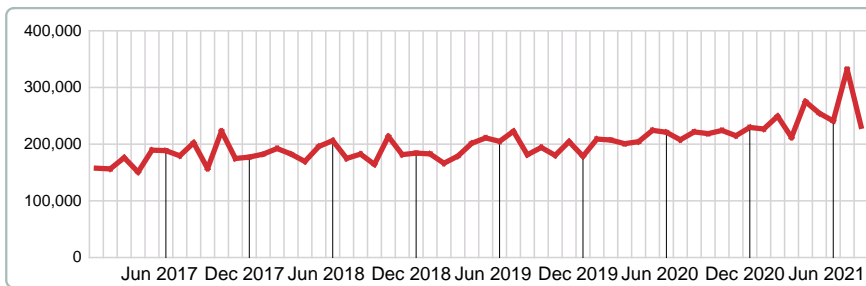
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

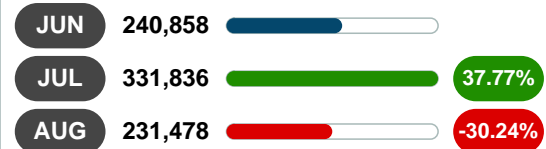


### 3 MONTHS

5 year AUG AVG = 203,833

High Jul 2021 331,836 Low Apr 2017 150,777

Average Sold Price at Closing this month at **231,478** above the 5 yr AUG average of **203,833**



### 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
\$25,000 and less	6.18%	10,076	15,550	1,663	9,365	0
\$25,001 - \$125,000	14.61%	75,079	68,653	96,500	0	0
\$125,001 - \$175,000	12.36%	153,708	129,000	154,279	167,000	0
\$175,001 - \$225,000	23.60%	200,056	192,500	197,214	208,920	0
\$225,001 - \$300,000	16.85%	260,833	0	261,776	258,632	0
\$300,001 - \$425,000	16.85%	356,449	322,000	346,099	356,741	392,500
\$425,001 and up	9.55%	519,868	521,667	485,000	488,843	597,043
<b>Average Sold Price</b>		<b>231,478</b>	<b>120,369</b>	<b>210,749</b>	<b>302,444</b>	<b>494,772</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>178</b>	<b>32</b>	<b>91</b>	<b>47</b>	<b>8</b>
<b>Total Closed Volume</b>		<b>41,202,999</b>	<b>3.85M</b>	<b>19.18M</b>	<b>14.21M</b>	<b>3.96M</b>

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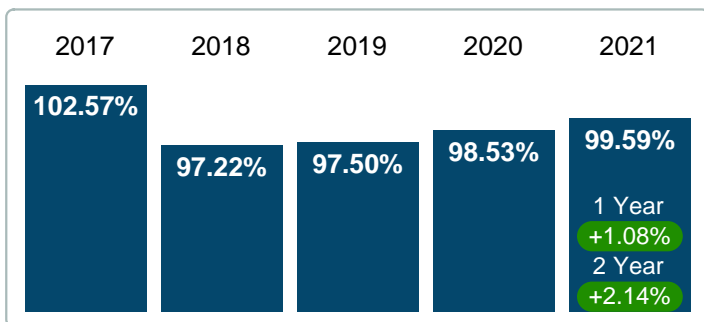
Area Delimited by County Of Rogers



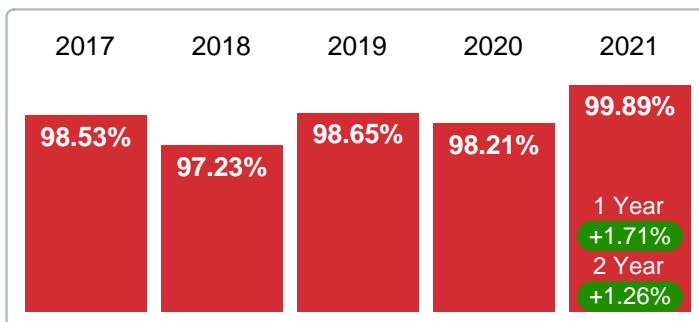
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Sep 13, 2021 for MLS Technology Inc.

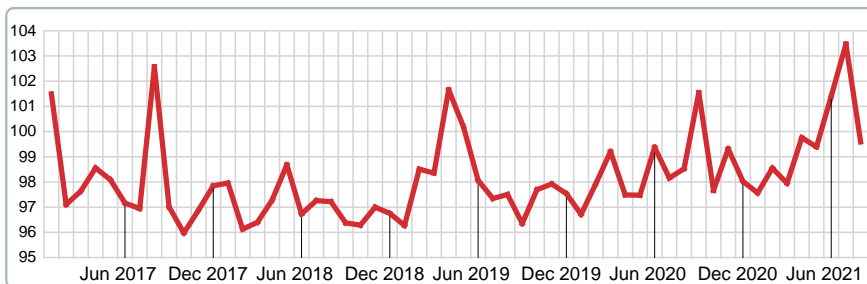
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

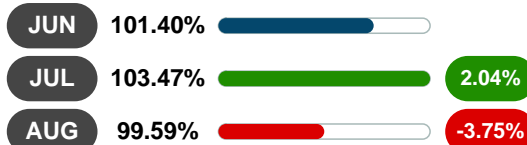


### 3 MONTHS

5 year AUG AVG = 99.08%

High Jul 2021 103.47% Low Oct 2017 95.97%

Average Sold/List Ratio this month at **99.59%**  
above the 5 yr AUG average of **99.08%**



## 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
\$25,000 and less	11	6.18%	94.85%	92.61%	100.00%	93.42%	0.00%
\$25,001 - \$125,000	26	14.61%	94.02%	94.52%	92.34%	0.00%	0.00%
\$125,001 - \$175,000	22	12.36%	101.13%	93.07%	101.45%	102.77%	0.00%
\$175,001 - \$225,000	42	23.60%	101.26%	98.77%	101.94%	99.92%	0.00%
\$225,001 - \$300,000	30	16.85%	101.53%	0.00%	101.12%	102.48%	0.00%
\$300,001 - \$425,000	30	16.85%	101.20%	92.00%	102.53%	101.15%	99.99%
\$425,001 and up	17	9.55%	98.80%	91.82%	97.00%	100.59%	100.46%
Average Sold/List Ratio		99.60%		94.11%	100.96%	100.55%	100.22%
Total Closed Units	178	100%	99.60%	32	91	47	8
Total Closed Volume	41,202,999			3.85M	19.18M	14.21M	3.96M

# August 2021

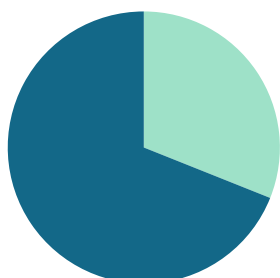
Area Delimited by County Of Rogers



## MARKET SUMMARY

Report produced on Sep 13, 2021 for MLS Technology Inc.

### INVENTORY

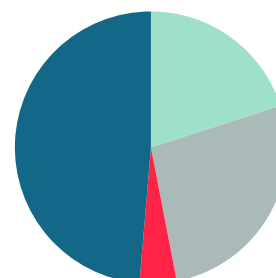


**Inventory**  
 New Listings  
**262 = 31.04%**  
 Start Inventory  
**582**  
 Total Inventory Units  
**844**  
 Volume  
**\$286,483,012**

### Market Activity

Closed Sales  
**178 = 20.05%**  
 Pending Sales  
**239 = 26.91%**  
 Other Off Market  
**39 = 4.39%**  
 Active Inventory  
**432 = 48.65%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	171	178	4.09%	1,192	1,322	10.91%
Pending Sales	209	239	14.35%	1,344	1,460	8.63%
New Listings	250	262	4.80%	1,808	1,810	0.11%
Average List Price	224,151	230,929	3.02%	216,639	256,697	18.49%
Average Sale Price	221,575	231,478	4.47%	212,663	254,100	19.48%
Average Percent of Selling Price to List Price	98.53%	99.59%	1.08%	98.21%	99.89%	1.71%
Average Days on Market to Sale	34.22	28.58	-16.49%	39.27	27.81	-29.18%
Monthly Inventory	734	432	-41.14%	734	432	-41.14%
Months Supply of Inventory	4.84	2.50	-48.25%	4.84	2.50	-48.25%

**Absorption:** Last 12 months, an Average of **173** Sales/Month

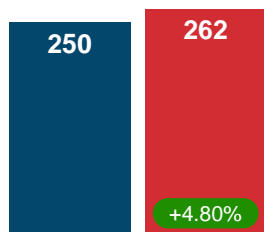
**Inventory** on August 31, 2021 = **432**

**2020** **2021**

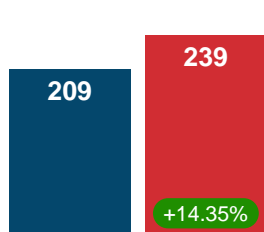
### AUGUST MARKET

### AVERAGE PRICES

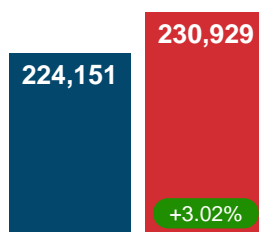
#### New Listings



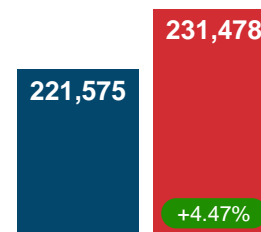
#### Pending Listings



#### List Price



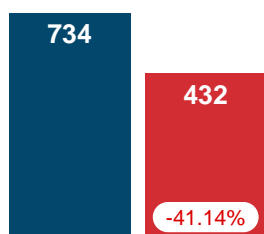
#### Sale Price



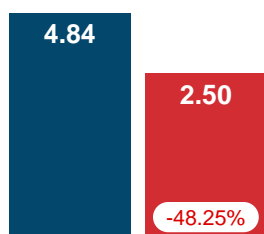
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

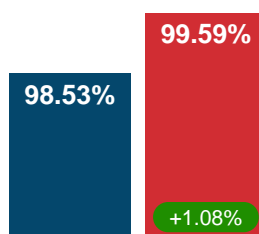
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

