

January 2021

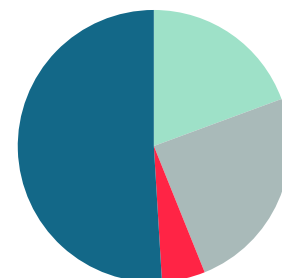
Area Delimited by County Of Rogers



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	January 2021	+/-%
Closed Listings	126	132	4.76%
Pending Listings	128	167	30.47%
New Listings	210	189	-10.00%
Average List Price	215,428	232,245	7.81%
Average Sale Price	209,049	226,710	8.45%
Average Percent of Selling Price to List Price	96.57%	97.56%	1.03%
Average Days on Market to Sale	40.63	36.45	-10.29%
End of Month Inventory	717	347	-51.60%
Months Supply of Inventory	4.67	2.14	-54.14%



■ Closed (19.38%)
■ Pending (24.52%)
■ Other OffMarket (5.14%)
■ Active (50.95%)

Absorption: Last 12 months, an Average of **162** Sales/Month
Active Inventory as of January 31, 2021 = **347**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2021 decreased **51.60%** to 347 existing homes available for sale. Over the last 12 months this area has had an average of 162 closed sales per month. This represents an unsold inventory index of **2.14** 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 **8.45%** in January 2021 to \$226,710 versus the previous year at \$209,049.

Average Days on Market Shortens

The average number of **36.45** days that homes spent on the market before selling decreased by 4.18 days or **10.29%** in January 2021 compared to last year's same month at **40.63** DOM.

Sales Success for January 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 189 New Listings in January 2021, down **10.00%** from last year at 210. Furthermore, there were 132 Closed Listings this month versus last year at 126, a **4.76%** increase.

Closed versus Listed trends yielded a **69.8%** ratio, up from previous year's, January 2020, at **60.0%**, a **16.40%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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 2021

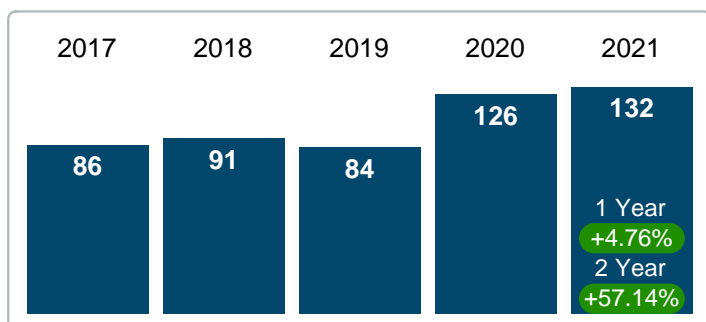
Area Delimited by County Of Rogers



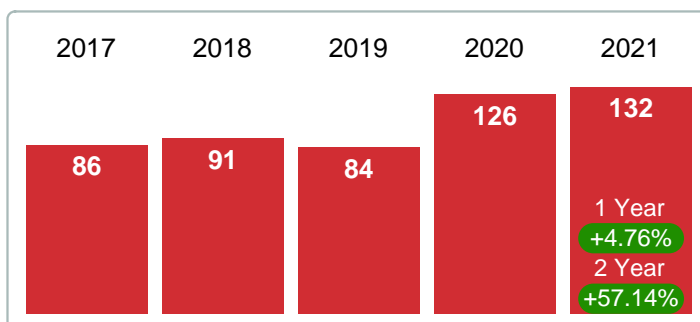
CLOSED LISTINGS

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

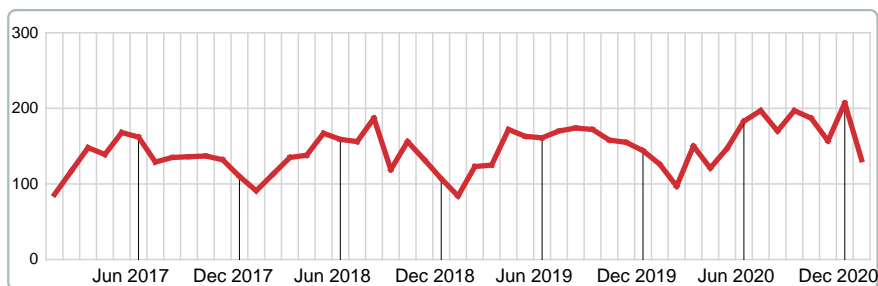
JANUARY



YEAR TO DATE (YTD)

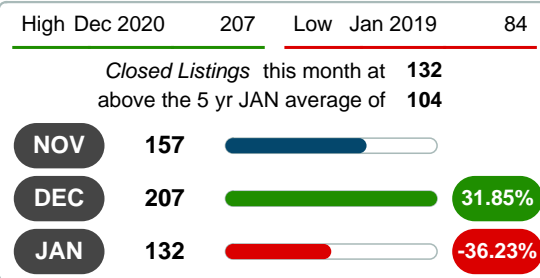


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 104



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10	7.58%	27.6	9	1	0	0
\$50,001 - \$125,000	20	15.15%	33.1	12	8	0	0
\$125,001 - \$150,000	11	8.33%	11.4	2	8	1	0
\$150,001 - \$225,000	42	31.82%	21.3	4	25	13	0
\$225,001 - \$300,000	16	12.12%	51.3	1	9	6	0
\$300,001 - \$425,000	19	14.39%	63.4	2	3	12	2
\$425,001 and up	14	10.61%	59.2	3	4	5	2
Total Closed Units	132			33	58	37	4
Total Closed Volume	29,925,693	100%	36.5	4.58M	11.87M	11.59M	1.88M
Average Closed Price	\$226,710			\$138,859	\$204,618	\$313,314	\$470,725

January 2021

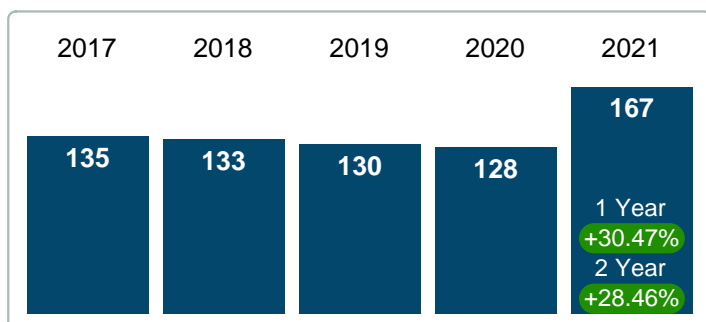
Area Delimited by County Of Rogers



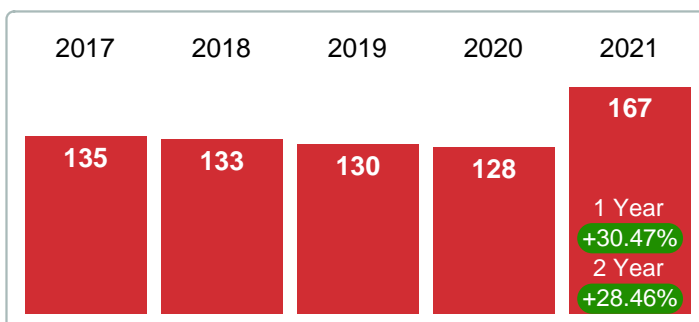
PENDING LISTINGS

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

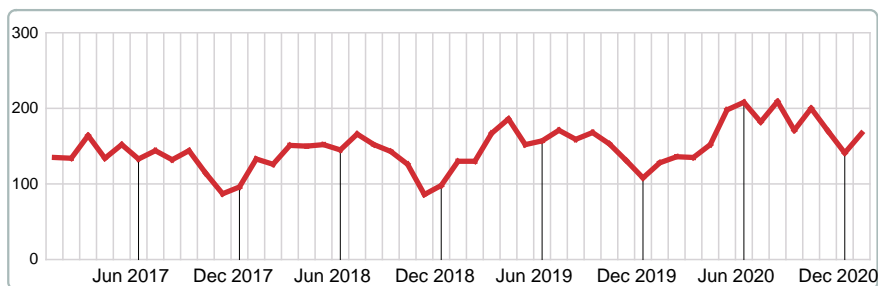
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

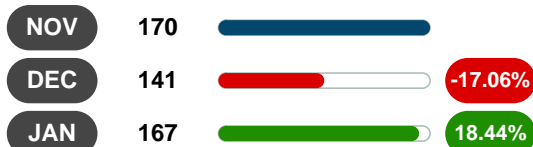


3 MONTHS

5 year JAN AVG = 139

High Aug 2020 209 Low Nov 2018 86

Pending Listings this month at 167
above the 5 yr JAN average of 139



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	16	9.58%	65.9	15	0	1	0
\$60,001 - \$130,000	18	10.78%	36.9	8	10	0	0
\$130,001 - \$170,000	22	13.17%	19.6	2	19	1	0
\$170,001 - \$220,000	44	26.35%	28.9	2	27	15	0
\$220,001 - \$300,000	28	16.77%	35.6	4	13	11	0
\$300,001 - \$390,000	21	12.57%	41.8	0	9	12	0
\$390,001 and up	18	10.78%	85.7	2	3	10	3
Total Pending Units	167			33	81	50	3
Total Pending Volume	37,156,439	100%	14.7	4.07M	16.95M	14.61M	1.53M
Average Listing Price	\$148,126			\$123,199	\$209,216	\$292,220	\$511,113

January 2021



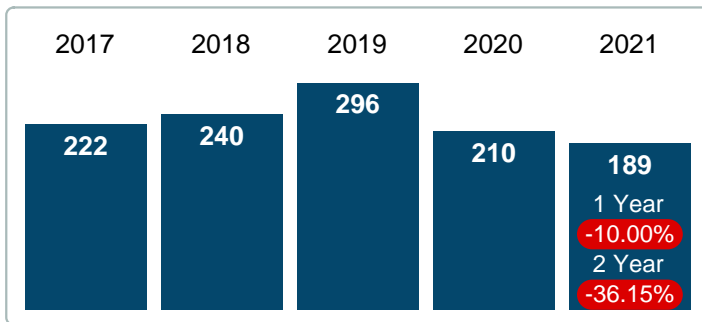
Area Delimited by County Of Rogers



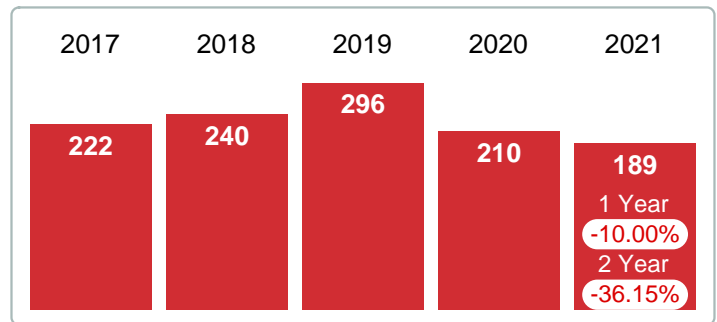
NEW LISTINGS

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

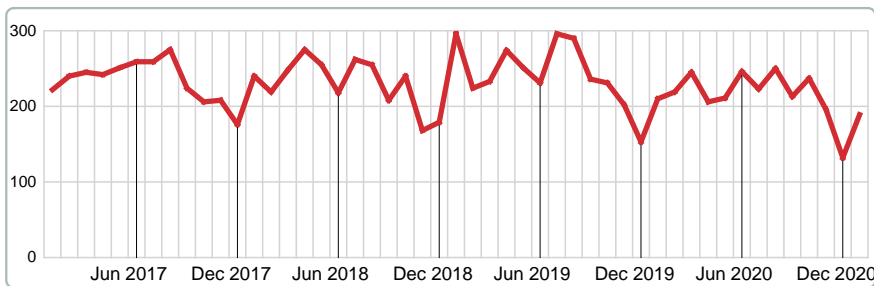
JANUARY



YEAR TO DATE (YTD)

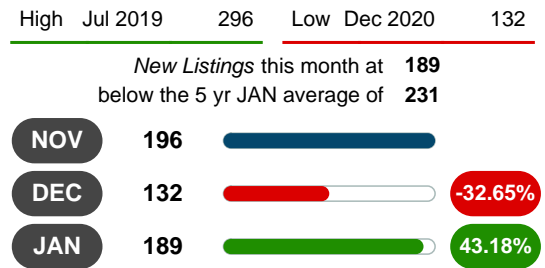


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 231



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	10	5.29%	9	1	0	0
\$25,001 - \$50,000	31	16.40%	29	1	1	0
\$50,001 - \$125,000	25	13.23%	21	4	0	0
\$125,001 - \$225,000	54	28.57%	4	36	14	0
\$225,001 - \$275,000	19	10.05%	2	6	8	3
\$275,001 - \$400,000	31	16.40%	2	9	19	1
\$400,001 and up	19	10.05%	5	2	10	2
Total New Listed Units	189		72	59	52	6
Total New Listed Volume	38,074,584	100%	7.29M	12.52M	16.09M	2.17M
Average New Listed Listing Price	\$164,083		\$101,313	\$212,223	\$309,339	\$362,207

January 2021

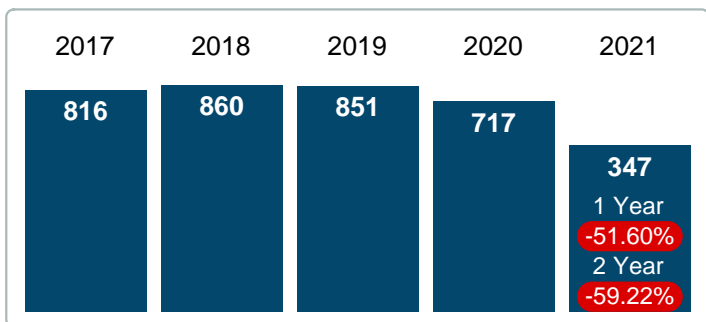
Area Delimited by County Of Rogers



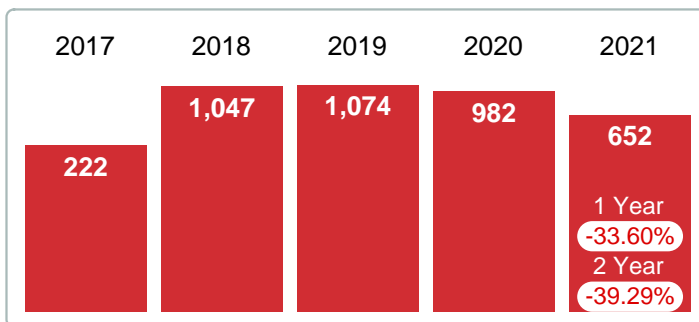
ACTIVE INVENTORY

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

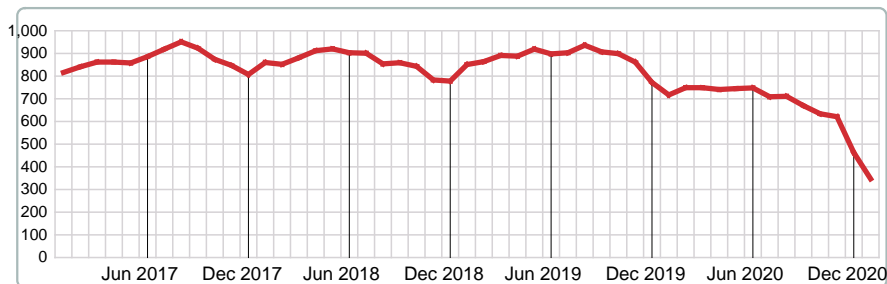
END OF JANUARY



ACTIVE DURING JANUARY

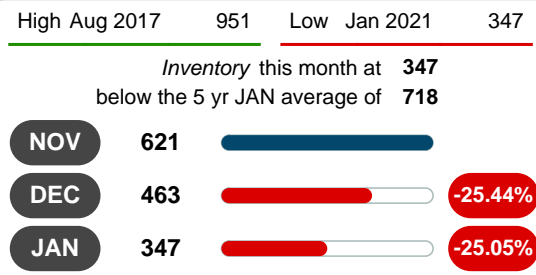


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 718



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	8	2.31%	63.0	8	0	0	0
\$25,001 - \$50,000	60	17.29%	95.8	59	1	0	0
\$50,001 - \$125,000	62	17.87%	84.8	50	11	0	1
\$125,001 - \$275,000	83	23.92%	76.5	31	34	15	3
\$275,001 - \$425,000	56	16.14%	79.3	15	12	27	2
\$425,001 - \$775,000	43	12.39%	103.2	11	10	12	10
\$775,001 and up	35	10.09%	173.4	13	2	7	13
Total Active Inventory by Units	347			187	70	61	29
Total Active Inventory by Volume	115,788,514	100%	94.5	39.52M	19.35M	29.28M	27.64M
Average Active Inventory Listing Price	\$333,684			\$211,329	\$276,457	\$480,034	\$952,959

January 2021



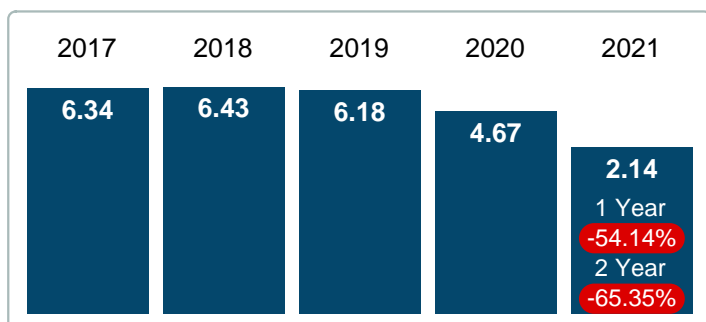
Area Delimited by County Of Rogers



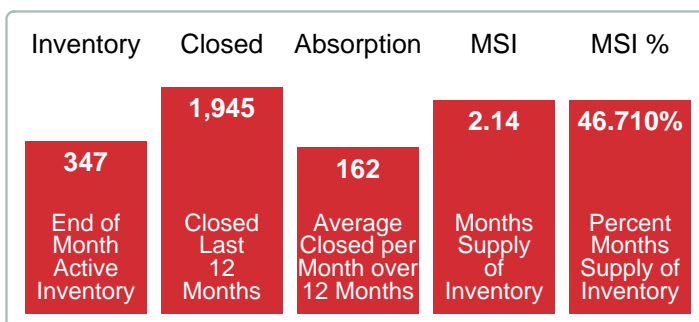
MONTHS SUPPLY of INVENTORY (MSI)

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

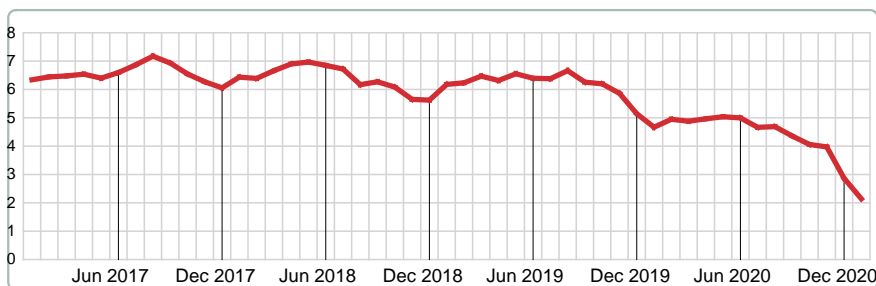
MSI FOR JANUARY



INDICATORS FOR JANUARY 2021

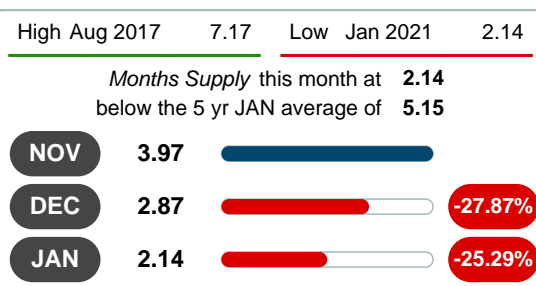


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 5.15



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	8	2.31%	1.02	2.29	0.00	0.00	0.00
\$25,001 - \$50,000	60	17.29%	5.67	6.81	0.67	0.00	0.00
\$50,001 - \$125,000	62	17.87%	2.68	4.80	1.00	0.00	12.00
\$125,001 - \$275,000	83	23.92%	1.07	5.10	0.67	0.73	4.00
\$275,001 - \$425,000	56	16.14%	1.84	22.50	1.33	1.51	0.69
\$425,001 - \$775,000	43	12.39%	4.13	14.67	6.32	2.29	3.53
\$775,001 and up	35	10.09%	19.09	52.00	12.00	9.33	19.50
Market Supply of Inventory (MSI)			2.14	6.16	0.91	1.29	3.95
Total Active Inventory by Units		100%	2.14	187	70	61	29

January 2021



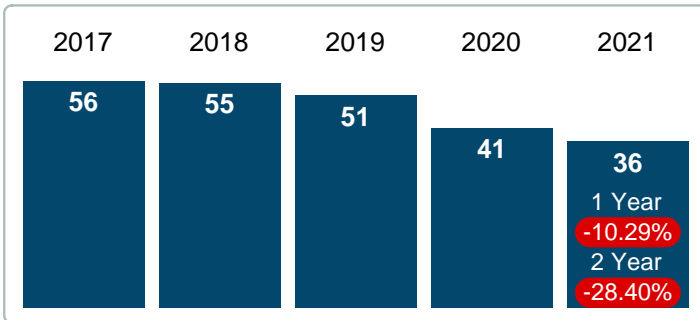
Area Delimited by County Of Rogers



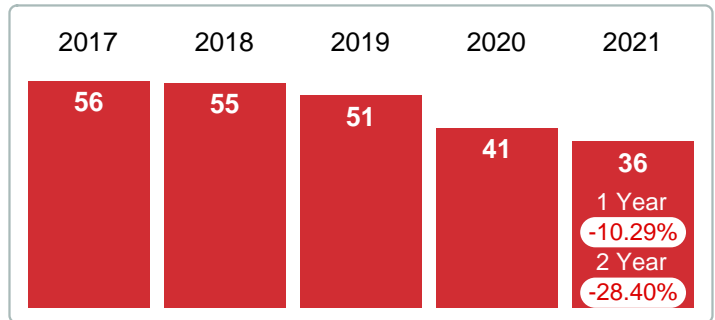
AVERAGE DAYS ON MARKET TO SALE

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

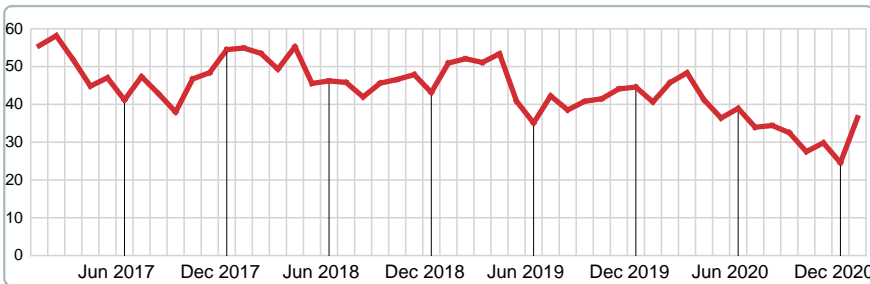
JANUARY



YEAR TO DATE (YTD)

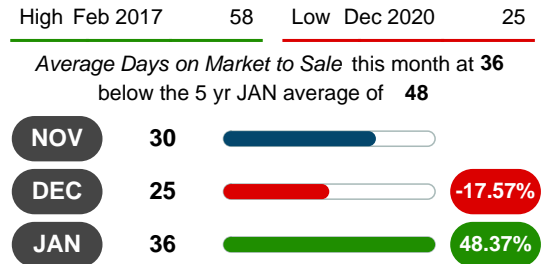


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 48



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
\$50,000 and less	7.58%	28	30	3	0	0
\$50,001 - \$125,000	15.15%	33	25	46	0	0
\$125,001 - \$150,000	8.33%	11	38	5	11	0
\$150,001 - \$225,000	31.82%	21	50	18	20	0
\$225,001 - \$300,000	12.12%	51	3	50	61	0
\$300,001 - \$425,000	14.39%	63	148	37	43	140
\$425,001 and up	10.61%	59	113	28	54	55
Average Closed DOM		36	45	26	38	97
Total Closed Units	100%	36	33	58	37	4
Total Closed Volume		29,925,693	4.58M	11.87M	11.59M	1.88M

January 2021



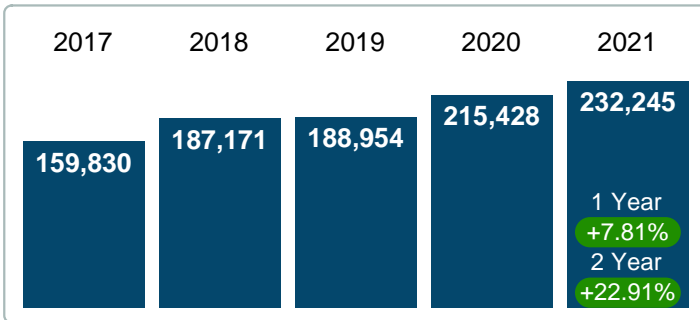
Area Delimited by County Of Rogers



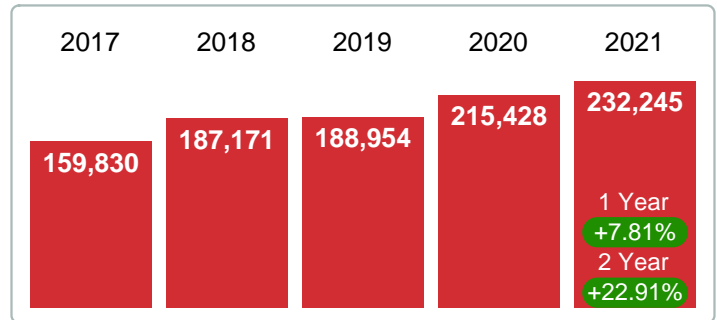
AVERAGE LIST PRICE AT CLOSING

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

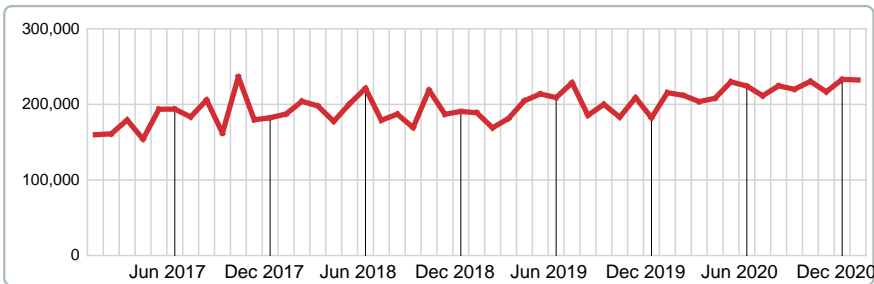
JANUARY



YEAR TO DATE (YTD)

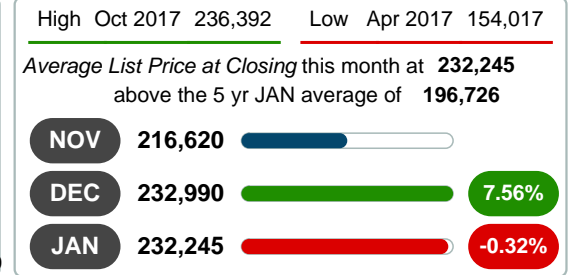


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 196,726



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	
\$50,000 and less	9	6.82%	30,511	36,233	1,000	0	
\$50,001 - \$125,000	20	15.15%	84,543	81,288	99,113	0	
\$125,001 - \$150,000	10	7.58%	135,290	132,500	139,113	154,918	
\$150,001 - \$225,000	44	33.33%	187,721	181,325	187,329	195,862	
\$225,001 - \$300,000	15	11.36%	264,186	245,000	268,532	269,833	
\$300,001 - \$425,000	21	15.91%	361,924	390,000	325,100	372,485	
\$425,001 and up	13	9.85%	578,078	540,133	521,119	592,543	
Average List Price		232,245		149,614	208,045	317,639	474,950
Total Closed Units		132	100%	232,245	33	58	37
Total Closed Volume		30,656,293			4.94M	12.07M	11.75M

January 2021

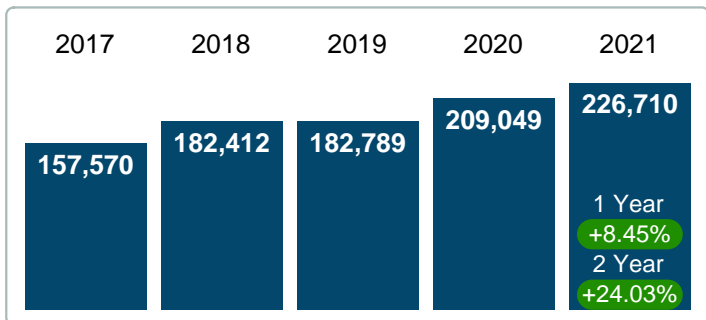
Area Delimited by County Of Rogers



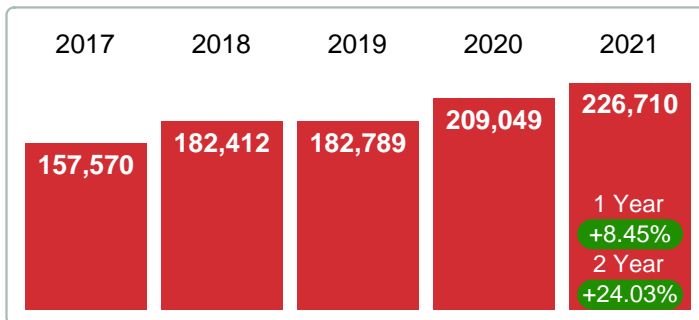
AVERAGE SOLD PRICE AT CLOSING

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

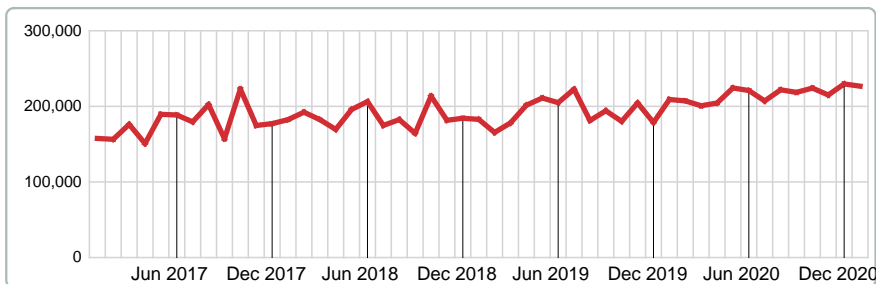
JANUARY



YEAR TO DATE (YTD)

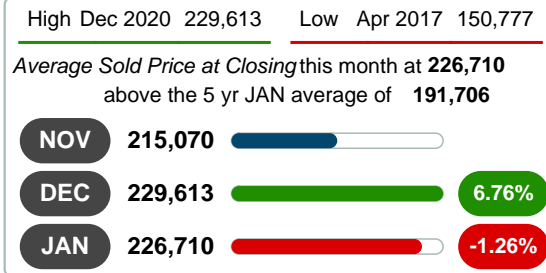


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 191,706



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	
\$50,000 and less	10	7.58%	30,698	33,997	1,000	0	
\$50,001 - \$125,000	20	15.15%	82,329	75,631	92,375	0	
\$125,001 - \$150,000	11	8.33%	138,990	132,500	139,237	150,000	
\$150,001 - \$225,000	42	31.82%	187,940	179,325	185,879	194,554	
\$225,001 - \$300,000	16	12.12%	263,430	246,500	263,153	266,667	
\$300,001 - \$425,000	19	14.39%	355,042	360,000	313,167	365,866	
\$425,001 and up	14	10.61%	542,079	473,333	514,772	584,604	
Average Sold Price		226,710		138,859	204,618	313,314	470,725
Total Closed Units		132	100%	226,710	33	58	37
Total Closed Volume		29,925,693			4.58M	11.87M	11.59M

January 2021



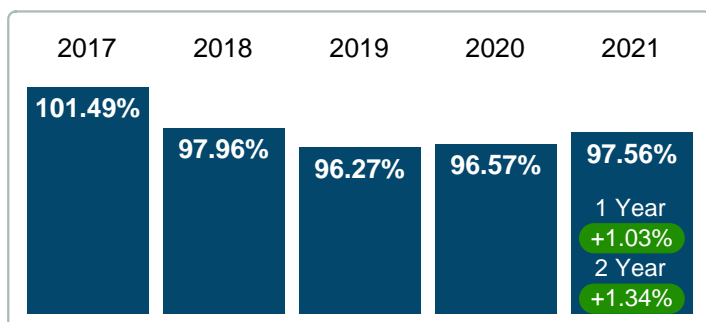
Area Delimited by County Of Rogers



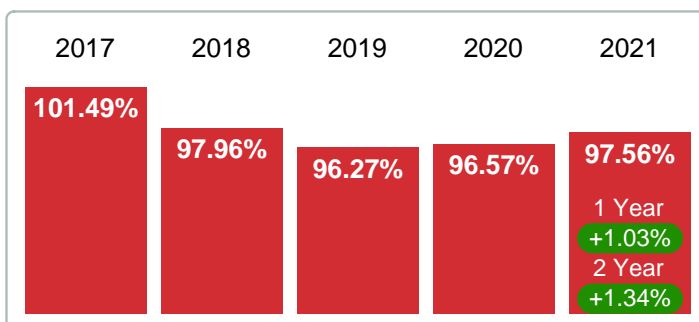
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

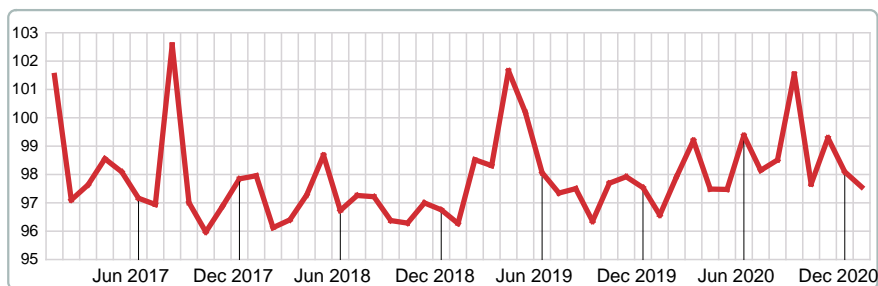
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

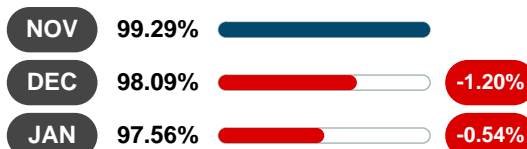


3 MONTHS

5 year JAN AVG = 97.97%

High Aug 2017 102.57% Low Oct 2017 95.97%

Average Sold/List Ratio this month at **97.56%**
equal to 5 yr JAN average of **97.97%**



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
\$50,000 and less	10	7.58%	94.42%	93.80%	100.00%	0.00%	0.00%
\$50,001 - \$125,000	20	15.15%	93.68%	93.98%	93.24%	0.00%	0.00%
\$125,001 - \$150,000	11	8.33%	99.81%	100.00%	100.14%	96.83%	0.00%
\$150,001 - \$225,000	42	31.82%	99.30%	99.20%	99.27%	99.39%	0.00%
\$225,001 - \$300,000	16	12.12%	98.60%	100.61%	98.29%	98.75%	0.00%
\$300,001 - \$425,000	19	14.39%	97.61%	92.93%	96.46%	98.27%	100.00%
\$425,001 and up	14	10.61%	97.11%	88.86%	100.20%	99.00%	98.59%
Average Sold/List Ratio		97.60%		94.60%	98.34%	98.80%	99.30%
Total Closed Units		132	100%	33	58	37	4
Total Closed Volume		29,925,693		4.58M	11.87M	11.59M	1.88M

January 2021

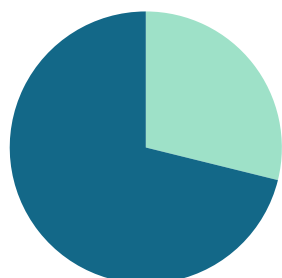
Area Delimited by County Of Rogers



MARKET SUMMARY

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

INVENTORY

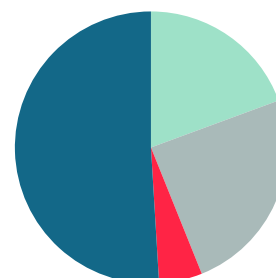


Inventory
 New Listings
189 = 28.85%
 Start Inventory
466
 Total Inventory Units
655
 Volume
\$189,144,295

Market Activity

Closed Sales
132 = 19.38%
 Pending Sales
167 = 24.52%
 Other Off Market
35 = 5.14%
 Active Inventory
347 = 50.95%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	126	132	4.76%	126	132	4.76%
Pending Sales	128	167	30.47%	128	167	30.47%
New Listings	210	189	-10.00%	210	189	-10.00%
Average List Price	215,428	232,245	7.81%	215,428	232,245	7.81%
Average Sale Price	209,049	226,710	8.45%	209,049	226,710	8.45%
Average Percent of Selling Price to List Price	96.57%	97.56%	1.03%	96.57%	97.56%	1.03%
Average Days on Market to Sale	40.63	36.45	-10.29%	40.63	36.45	-10.29%
Monthly Inventory	717	347	-51.60%	717	347	-51.60%
Months Supply of Inventory	4.67	2.14	-54.14%	4.67	2.14	-54.14%

Absorption: Last 12 months, an Average of **162** Sales/Month

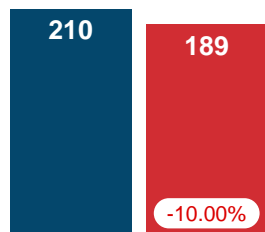
Inventory on January 31, 2021 = **347**

2020 **2021**

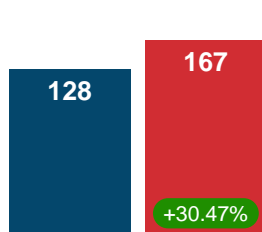
JANUARY MARKET

AVERAGE PRICES

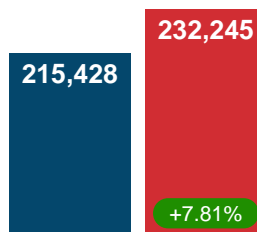
New Listings



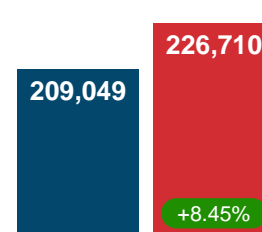
Pending Listings



List Price



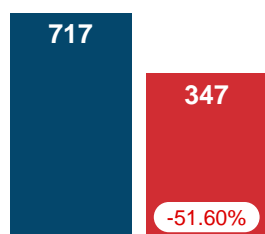
Sale Price



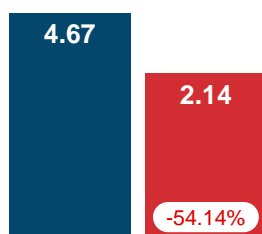
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

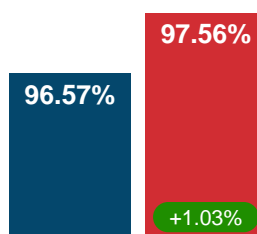
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

