

January 2021

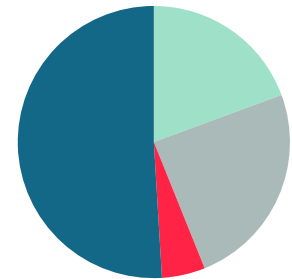
Area Delimited by County Of Rogers



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%
Median List Price	168,950	193,100	14.29%
Median Sale Price	166,500	189,950	14.08%
Median Percent of Selling Price to List Price	98.90%	99.94%	1.04%
Median Days on Market to Sale	27.00	18.50	-31.48%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **14.08%** in January 2021 to \$189,950 versus the previous year at \$166,500.

Median Days on Market Shortens

The median number of **18.50** days that homes spent on the market before selling decreased by 8.50 days or **31.48%** in January 2021 compared to last year's same month at **27.00** DOM.

Sales Success for January 2021 is Positive

Overall, with Median 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.

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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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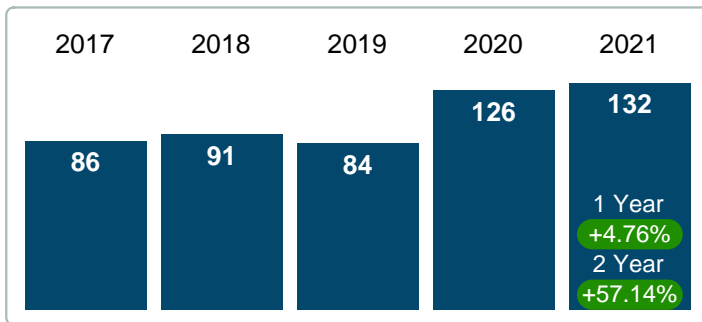
Area Delimited by County Of Rogers



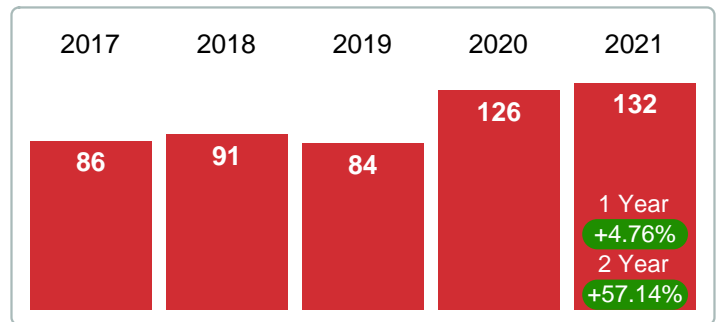
CLOSED LISTINGS

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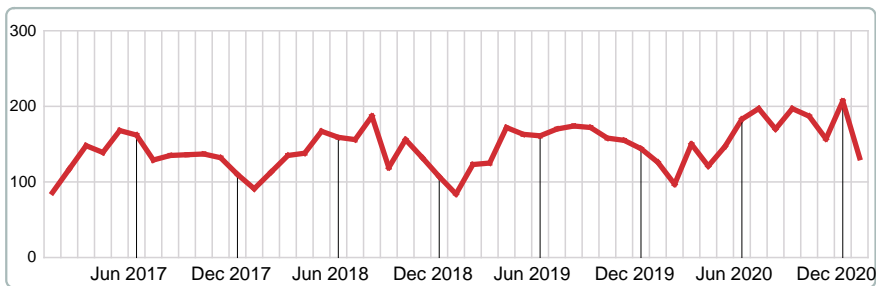
JANUARY



YEAR TO DATE (YTD)

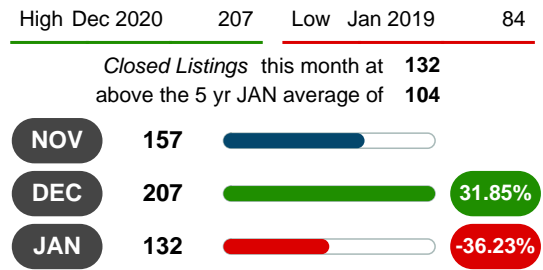


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 104



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10	7.58%	4.0	9	1	0	0
\$50,001 - \$125,000	20	15.15%	23.0	12	8	0	0
\$125,001 - \$150,000	11	8.33%	5.0	2	8	1	0
\$150,001 - \$225,000	42	31.82%	13.0	4	25	13	0
\$225,001 - \$300,000	16	12.12%	19.5	1	9	6	0
\$300,001 - \$425,000	19	14.39%	26.0	2	3	12	2
\$425,001 and up	14	10.61%	47.0	3	4	5	2
Total Closed Units	132			33	58	37	4
Total Closed Volume	29,925,693	100%	18.5	4.58M	11.87M	11.59M	1.88M
Median Closed Price	\$189,950			\$78,000	\$187,000	\$298,000	\$467,450

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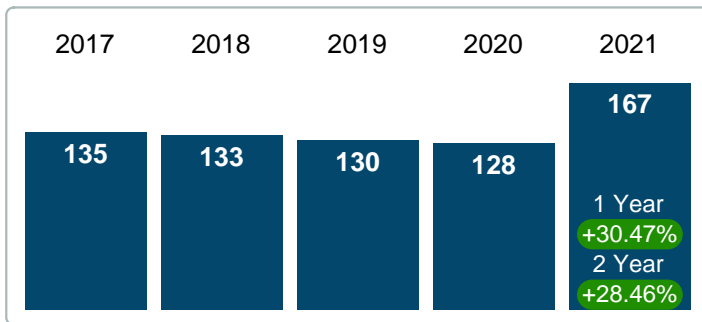
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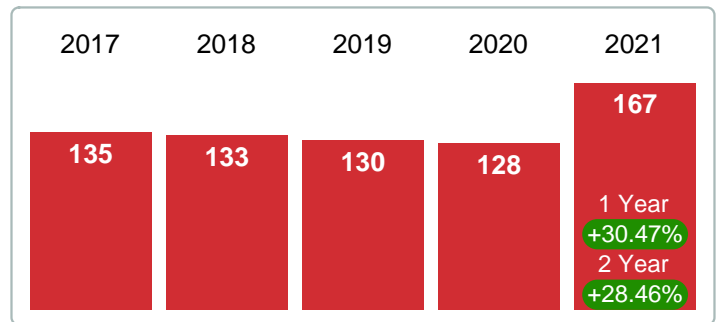
PENDING LISTINGS

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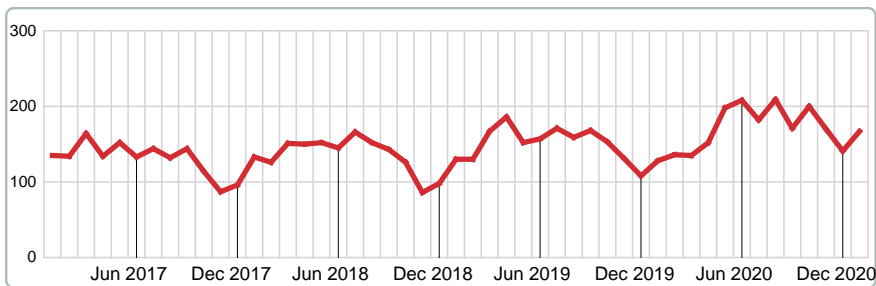
JANUARY



YEAR TO DATE (YTD)

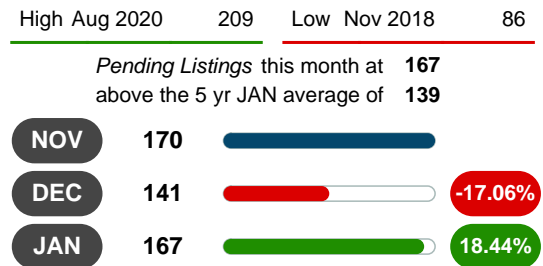


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 139



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	14	8.38%	1.5	13	0	1	0
\$50,001 - \$125,000	18	10.78%	19.5	9	9	0	0
\$125,001 - \$175,000	28	16.77%	6.0	3	24	1	0
\$175,001 - \$225,000	44	26.35%	10.5	2	26	16	0
\$225,001 - \$300,000	24	14.37%	24.5	4	10	10	0
\$300,001 - \$375,000	16	9.58%	9.5	0	7	9	0
\$375,001 and up	23	13.77%	87.0	2	5	13	3
Total Pending Units	167			33	81	50	3
Total Pending Volume	37,156,439	100%	13.0	4.07M	16.95M	14.61M	1.53M
Median Listing Price	\$199,900			\$69,500	\$192,500	\$280,000	\$499,900

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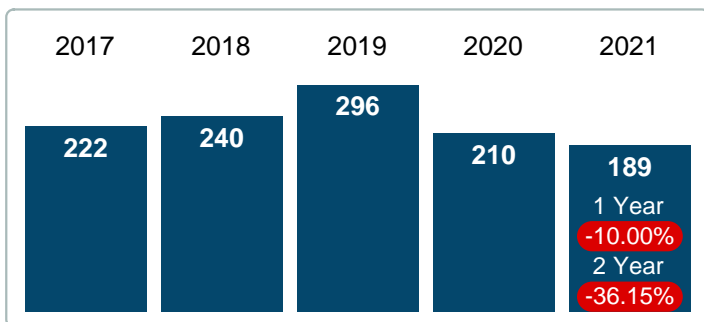
Area Delimited by County Of Rogers



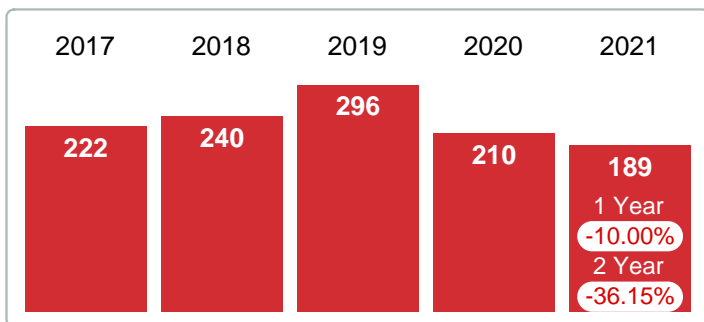
NEW LISTINGS

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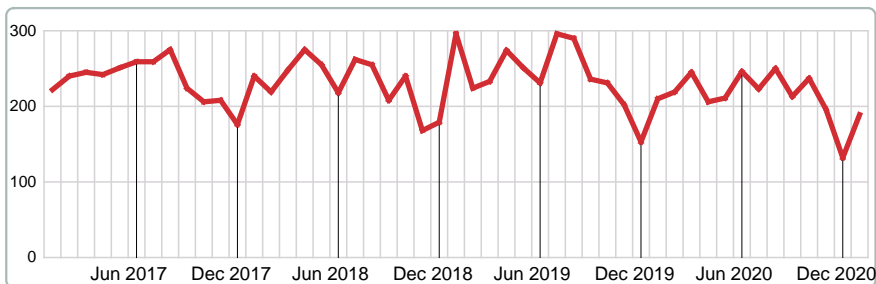
JANUARY



YEAR TO DATE (YTD)

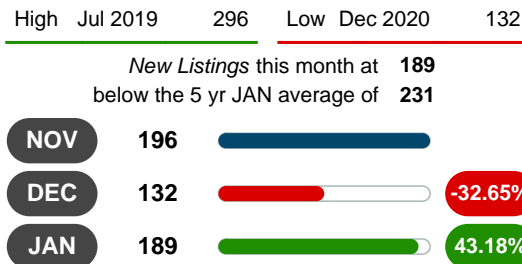


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 231



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	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
Median New Listed Listing Price	\$192,500		\$49,500	\$192,500	\$286,250	\$319,851

January 2021

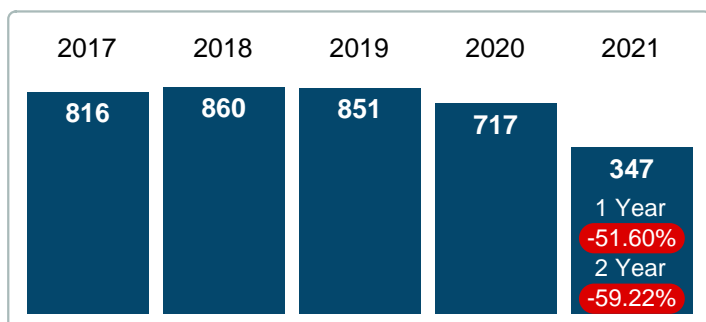
Area Delimited by County Of Rogers



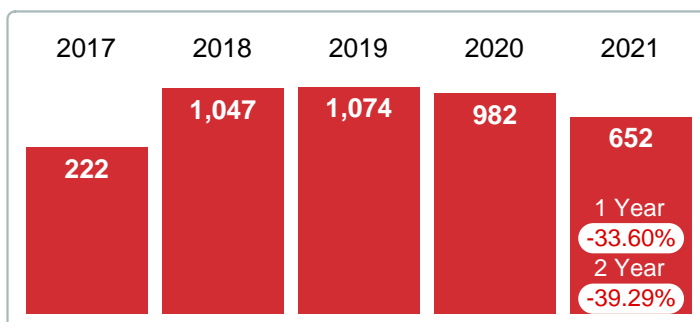
ACTIVE INVENTORY

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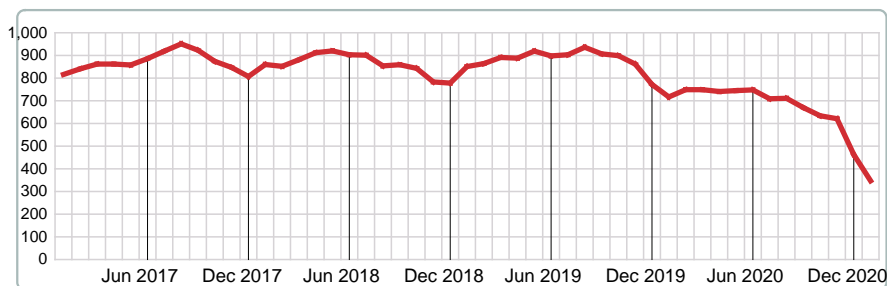
END OF JANUARY



ACTIVE DURING JANUARY

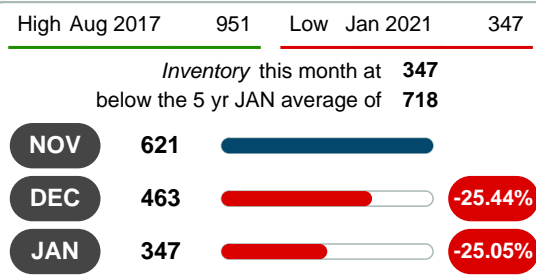


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 718



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	8	2.31%	25.0	8	0	0	0
\$25,001 - \$50,000	60	17.29%	46.5	59	1	0	0
\$50,001 - \$125,000	62	17.87%	79.0	50	11	0	1
\$125,001 - \$275,000	83	23.92%	72.0	31	34	15	3
\$275,001 - \$425,000	56	16.14%	68.5	15	12	27	2
\$425,001 - \$775,000	43	12.39%	114.0	11	10	12	10
\$775,001 and up	35	10.09%	157.0	13	2	7	13
Total Active Inventory by Units	347			187	70	61	29
Total Active Inventory by Volume	115,788,514	100%	81.0	39.52M	19.35M	29.28M	27.64M
Median Active Inventory Listing Price	\$199,900			\$79,000	\$215,500	\$379,900	\$739,000

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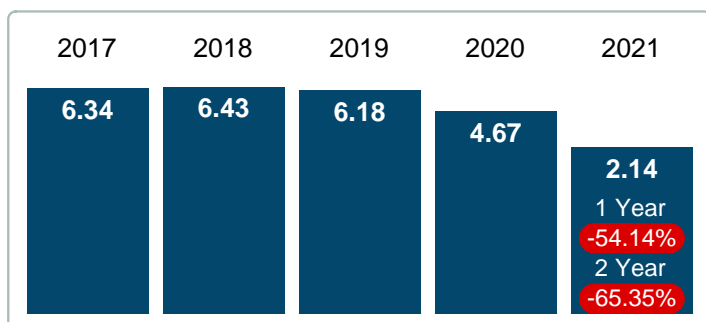
Area Delimited by County Of Rogers



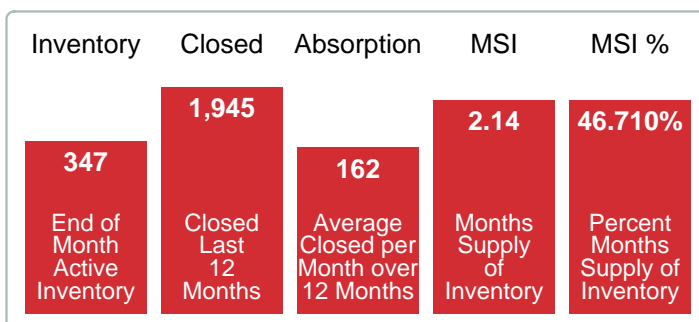
MONTHS SUPPLY of INVENTORY (MSI)

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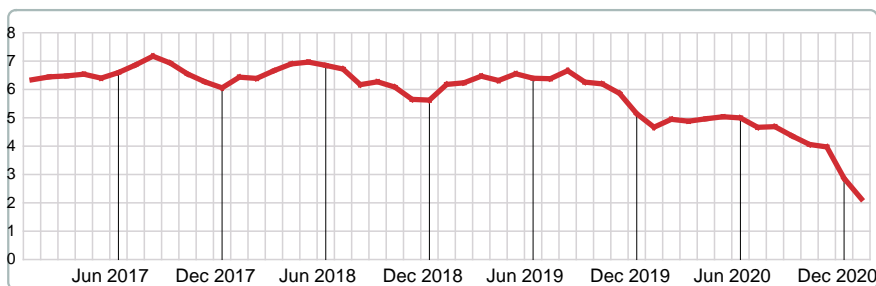
MSI FOR JANUARY



INDICATORS FOR JANUARY 2021

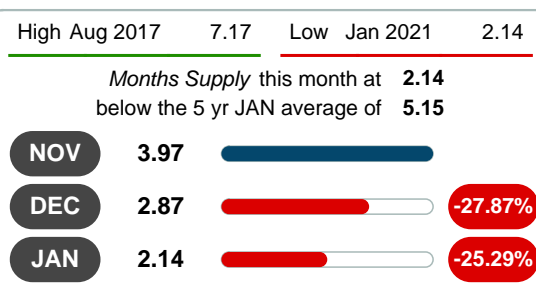


5 YEAR MARKET ACTIVITY TRENDS



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

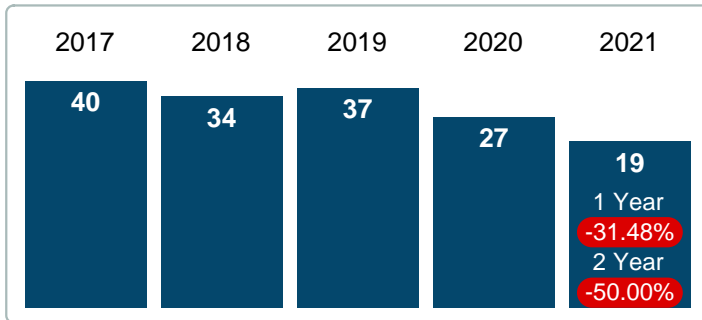
Area Delimited by County Of Rogers



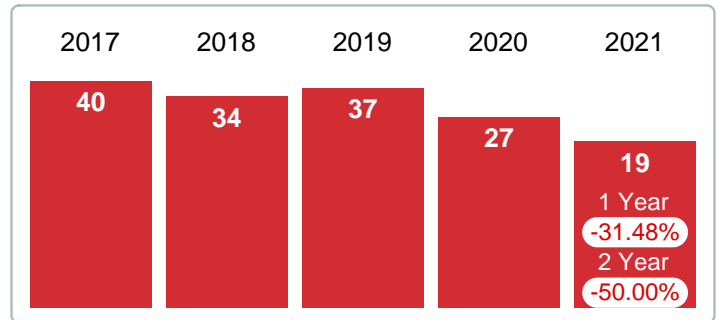
MEDIAN DAYS ON MARKET TO SALE

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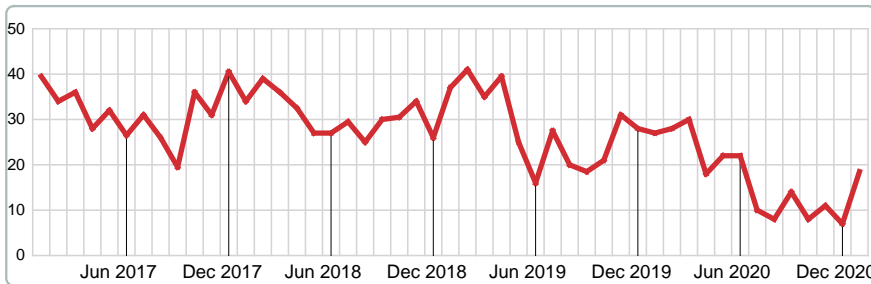
JANUARY



YEAR TO DATE (YTD)

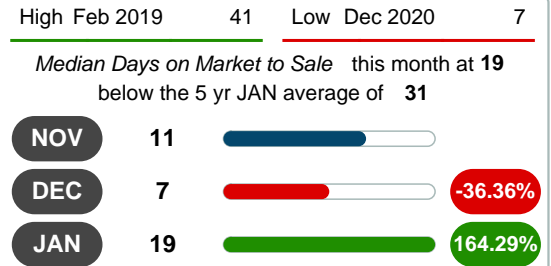


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 31



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
\$50,000 and less	7.58%	4	5	3	0	0
\$50,001 - \$125,000	15.15%	23	14	35	0	0
\$125,001 - \$150,000	8.33%	5	38	5	11	0
\$150,001 - \$225,000	31.82%	13	34	5	19	0
\$225,001 - \$300,000	12.12%	20	3	24	24	0
\$300,001 - \$425,000	14.39%	26	148	48	23	140
\$425,001 and up	10.61%	47	75	26	45	55
Median Closed DOM		19	25	10	21	55
Total Closed Units	100%	132	33	58	37	4
Total Closed Volume		29,925,693	4.58M	11.87M	11.59M	1.88M

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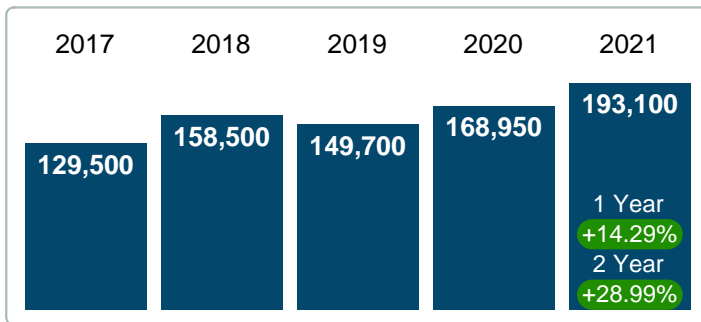
Area Delimited by County Of Rogers



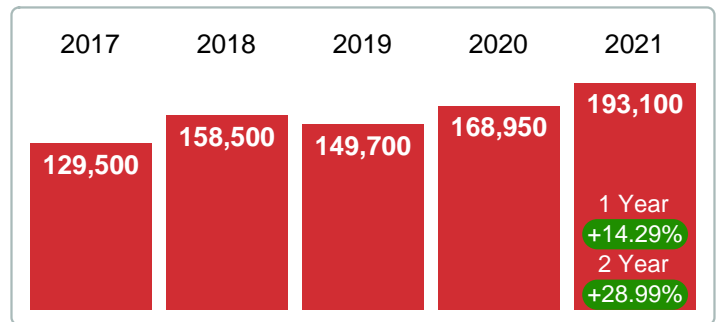
MEDIAN LIST PRICE AT CLOSING

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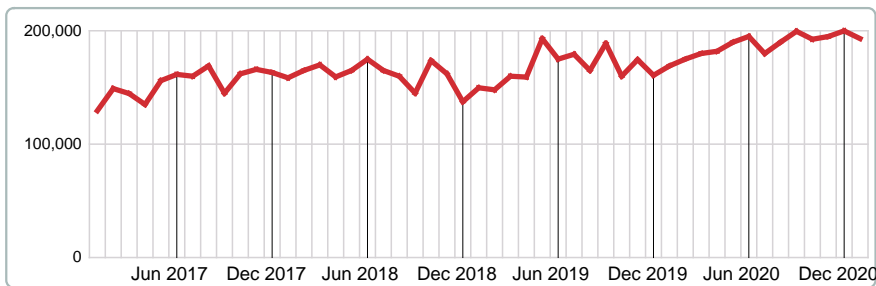
JANUARY



YEAR TO DATE (YTD)

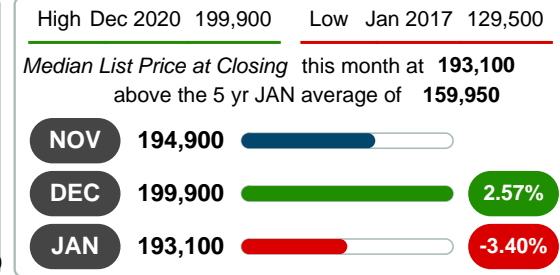


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 159,950



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
\$50,000 and less	9	39,900	42,450	1,000	0	0
\$50,001 - \$125,000	20	78,875	69,900	99,250	0	0
\$125,001 - \$150,000	10	134,950	130,000	135,000	0	0
\$150,001 - \$225,000	44	188,250	178,200	188,250	198,250	0
\$225,001 - \$300,000	15	258,000	245,000	258,045	273,500	0
\$300,001 - \$425,000	21	359,900	377,500	322,900	375,000	347,950
\$425,001 and up	13	599,900	575,000	535,000	599,900	601,950
Median List Price		193,100	81,750	188,250	290,000	472,450
Total Closed Units		132	33	58	37	4
Total Closed Volume		30,656,293	4.94M	12.07M	11.75M	1.90M

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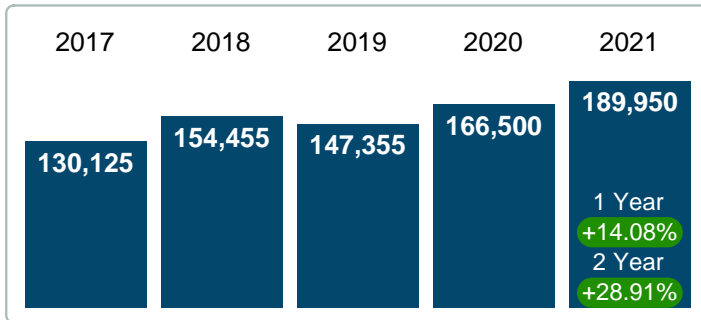
Area Delimited by County Of Rogers



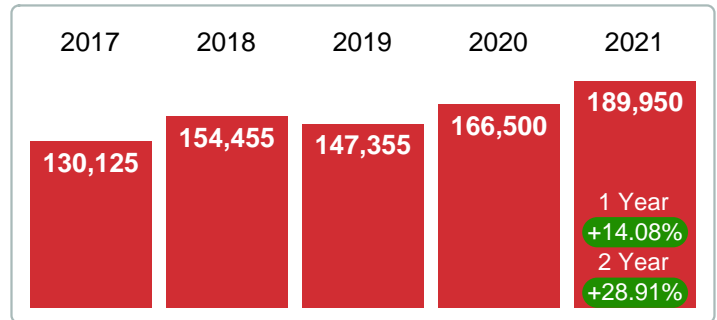
MEDIAN SOLD PRICE AT CLOSING

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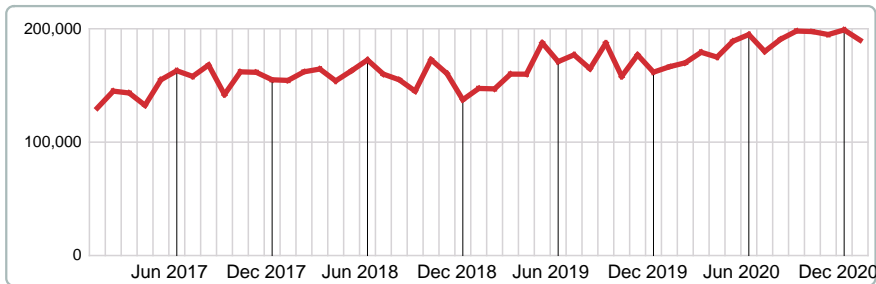
JANUARY



YEAR TO DATE (YTD)

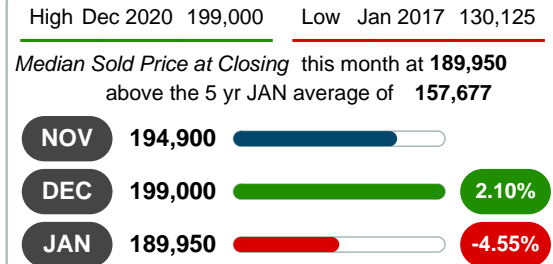


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 157,677



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
\$50,000 and less	7.58%	40,113	43,225	1,000	0	0
\$50,001 - \$125,000	15.15%	77,000	67,500	95,000	0	0
\$125,001 - \$150,000	8.33%	135,995	132,500	137,998	150,000	0
\$150,001 - \$225,000	31.82%	185,000	178,650	189,000	197,500	0
\$225,001 - \$300,000	12.12%	252,750	246,500	257,500	264,000	0
\$300,001 - \$425,000	14.39%	349,900	360,000	310,500	372,750	347,950
\$425,001 and up	10.61%	565,000	435,000	479,500	599,000	593,500
Median Sold Price		189,950	78,000	187,000	298,000	467,450
Total Closed Units	100%	132	33	58	37	4
Total Closed Volume		29,925,693	4.58M	11.87M	11.59M	1.88M

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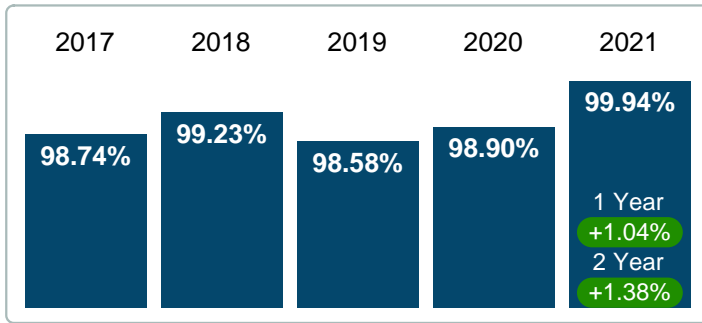
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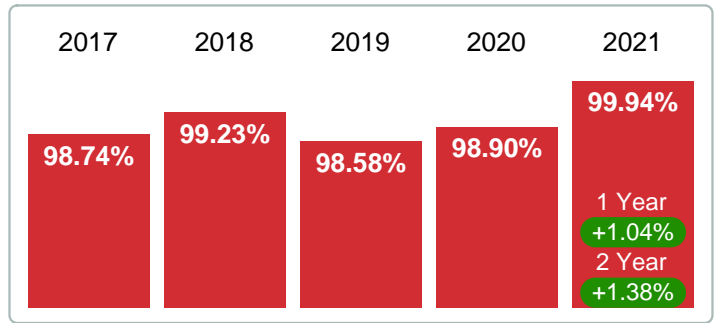
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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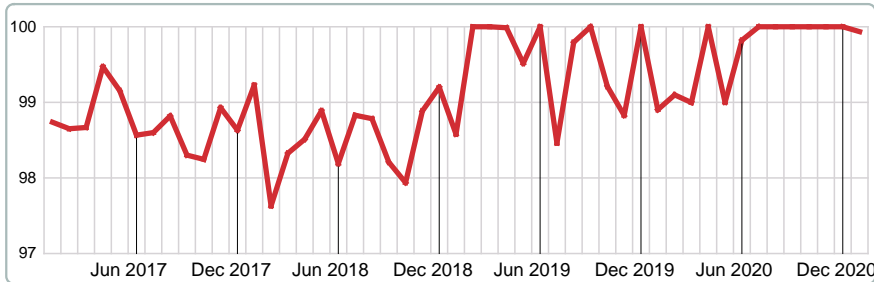
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

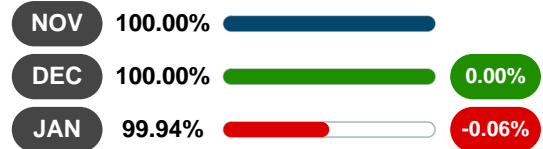


3 MONTHS

5 year JAN AVG = 99.08%

High Dec 2020 100.00% Low Feb 2018 97.63%

Median Sold/List Ratio this month at **99.94%**
above the 5 yr JAN average of **99.08%**



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
\$50,000 and less	10	7.58%	95.00%	95.00%	100.00%	0.00%	0.00%
\$50,001 - \$125,000	20	15.15%	98.01%	98.01%	97.89%	0.00%	0.00%
\$125,001 - \$150,000	11	8.33%	100.00%	100.00%	100.00%	96.83%	0.00%
\$150,001 - \$225,000	42	31.82%	100.00%	98.64%	100.00%	100.00%	0.00%
\$225,001 - \$300,000	16	12.12%	100.00%	100.61%	100.00%	98.94%	0.00%
\$300,001 - \$425,000	19	14.39%	97.50%	92.93%	96.59%	98.15%	100.00%
\$425,001 and up	14	10.61%	97.74%	89.46%	96.18%	98.38%	98.59%
Median Sold/List Ratio		99.94%		96.97%	100.00%	100.00%	99.43%
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

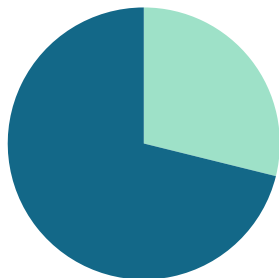
Area Delimited by County Of Rogers



MARKET SUMMARY

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

INVENTORY

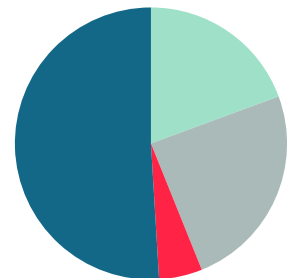


Inventory
 New Listings
189 = 28.85%
 Start Inventory
466
 Total Inventory Units
655
 Volume
\$189,144,295

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%
Median List Price	168,950	193,100	14.29%	168,950	193,100	14.29%
Median Sale Price	166,500	189,950	14.08%	166,500	189,950	14.08%
Median Percent of Selling Price to List Price	98.90%	99.94%	1.04%	98.90%	99.94%	1.04%
Median Days on Market to Sale	27.00	18.50	-31.48%	27.00	18.50	-31.48%
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

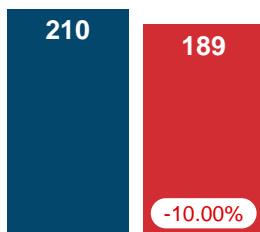
Inventory on January 31, 2021 = **347**

2020 **2021**

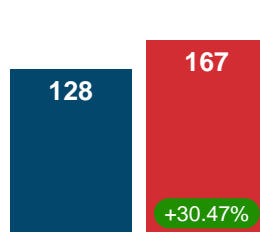
JANUARY MARKET

MEDIAN PRICES

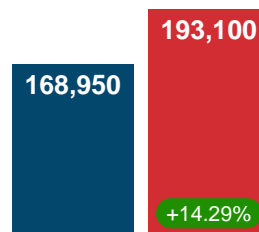
New Listings



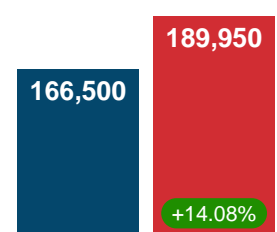
Pending Listings



List Price



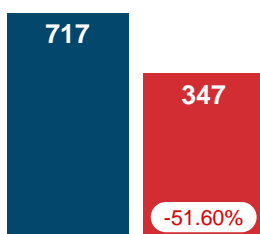
Sale Price



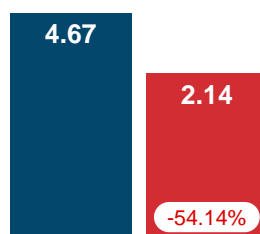
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

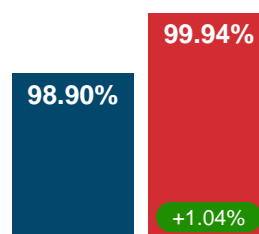
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

