

# July 2021

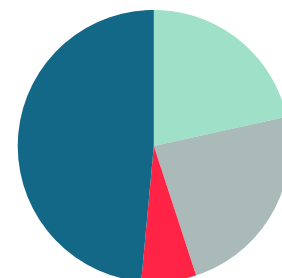
Area Delimited by County Of Rogers



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2021 for MLS Technology Inc.

Compared Metrics	2020	July 2021	+/-%
Closed Listings	198	182	-8.08%
Pending Listings	181	198	9.39%
New Listings	223	275	23.32%
Median List Price	179,907	222,820	23.85%
Median Sale Price	181,417	225,395	24.24%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	10.00	6.00	-40.00%
End of Month Inventory	725	410	-43.45%
Months Supply of Inventory	4.77	2.38	-50.02%



■ Closed (21.54%)  
■ Pending (23.43%)  
■ Other OffMarket (6.51%)  
■ Active (48.52%)

**Absorption:** Last 12 months, an Average of **172** Sales/Month  
**Active Inventory** as of July 31, 2021 = **410**

### Analysis Wrap-Up

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

The total housing inventory at the end of July 2021 decreased **43.45%** to 410 existing homes available for sale. Over the last 12 months this area has had an average of 172 closed sales per month. This represents an unsold inventory index of **2.38** 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 **24.24%** in July 2021 to \$225,395 versus the previous year at \$181,417.

#### Median Days on Market Shortens

The median number of **6.00** days that homes spent on the market before selling decreased by 4.00 days or **40.00%** in July 2021 compared to last year's same month at **10.00** DOM.

#### Sales Success for July 2021 is Positive

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

There were 275 New Listings in July 2021, up **23.32%** from last year at 223. Furthermore, there were 182 Closed Listings this month versus last year at 198, a **-8.08%** decrease.

Closed versus Listed trends yielded a **66.2%** ratio, down from previous year's, July 2020, at **88.8%**, a **25.46%** 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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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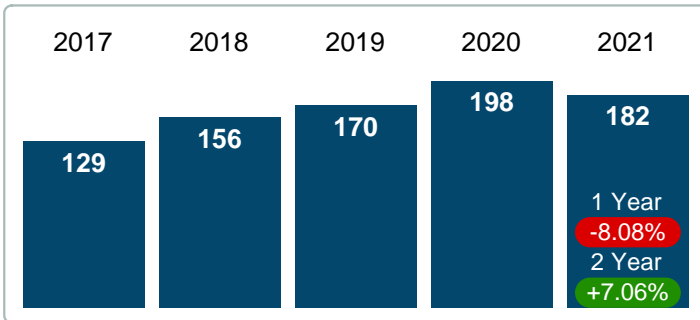
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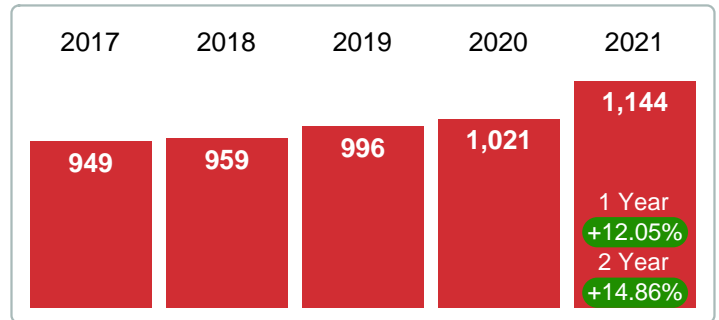
## CLOSED LISTINGS

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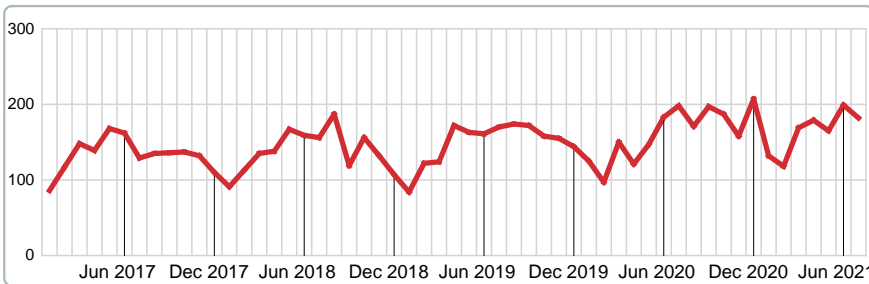
### JULY



### YEAR TO DATE (YTD)

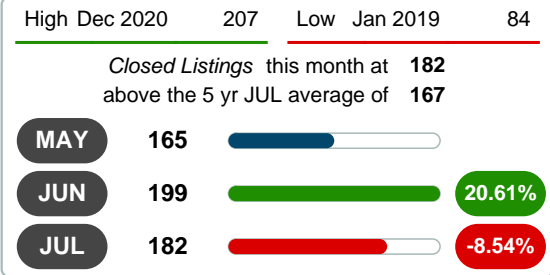


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 167



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	16	8.79%	17.5	9	5	2	0
\$75,001 - \$150,000	22	12.09%	3.5	6	14	2	0
\$150,001 - \$200,000	33	18.13%	3.0	1	24	7	1
\$200,001 - \$250,000	38	20.88%	4.5	2	27	8	1
\$250,001 - \$350,000	33	18.13%	9.0	5	13	11	4
\$350,001 - \$475,000	21	11.54%	11.0	1	3	17	0
\$475,001 and up	19	10.44%	25.0	1	1	12	5
<b>Total Closed Units</b>	<b>182</b>			<b>25</b>	<b>87</b>	<b>59</b>	<b>11</b>
<b>Total Closed Volume</b>	<b>60,394,122</b>	<b>100%</b>	<b>6.0</b>	<b>15.51M</b>	<b>17.83M</b>	<b>21.62M</b>	<b>5.44M</b>
<b>Median Closed Price</b>	<b>\$225,395</b>			<b>\$100,000</b>	<b>\$203,100</b>	<b>\$349,000</b>	<b>\$350,000</b>

# July 2021



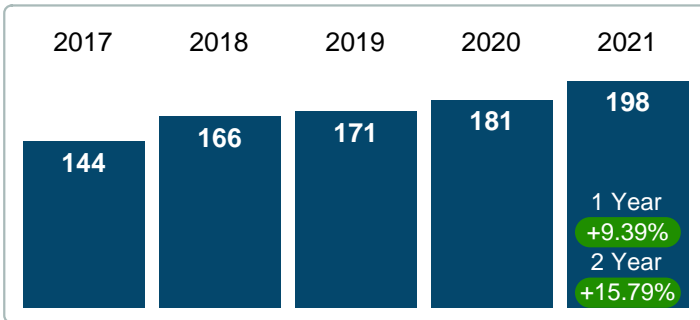
Area Delimited by County Of Rogers



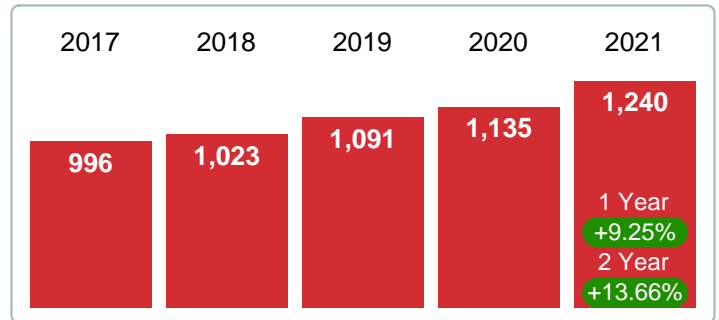
## PENDING LISTINGS

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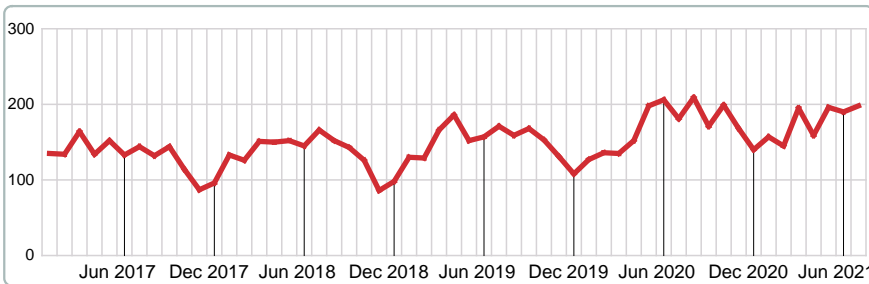
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 172

High Aug 2020 209 Low Nov 2018 86

Pending Listings this month at **198**  
above the 5 yr JUL average of **172**



### 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	21	10.61%	24.0	15	2	4	0
\$50,001 - \$100,000	16	8.08%	68.5	15	1	0	0
\$100,001 - \$175,000	31	15.66%	7.0	6	21	4	0
\$175,001 - \$225,000	48	24.24%	6.0	1	32	15	0
\$225,001 - \$325,000	36	18.18%	10.5	3	20	13	0
\$325,001 - \$425,000	25	12.63%	4.0	2	9	14	0
\$425,001 and up	21	10.61%	10.0	1	3	11	6
<b>Total Pending Units</b>	<b>198</b>			<b>43</b>	<b>88</b>	<b>61</b>	<b>6</b>
<b>Total Pending Volume</b>	<b>45,900,301</b>	<b>100%</b>	<b>7.0</b>	<b>4.72M</b>	<b>19.27M</b>	<b>17.95M</b>	<b>3.96M</b>
<b>Median Listing Price</b>	<b>\$198,950</b>			<b>\$74,500</b>	<b>\$194,500</b>	<b>\$265,000</b>	<b>\$637,450</b>

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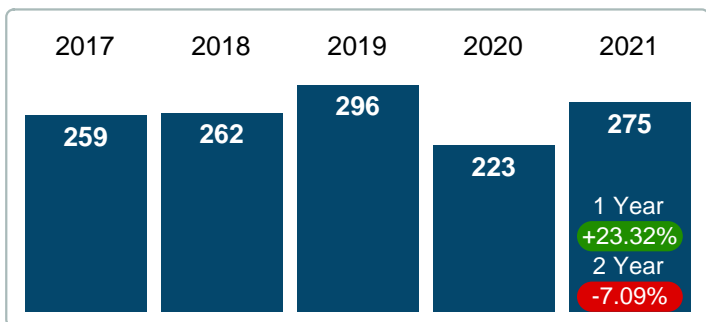
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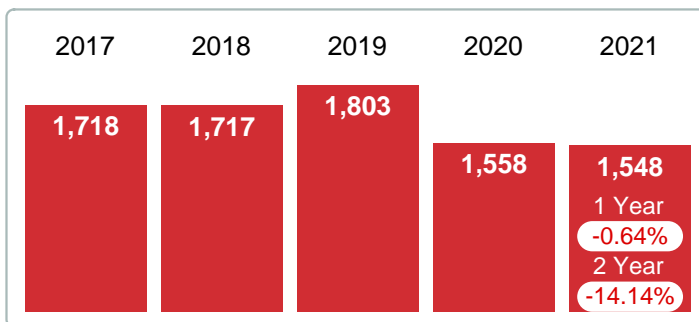
## NEW LISTINGS

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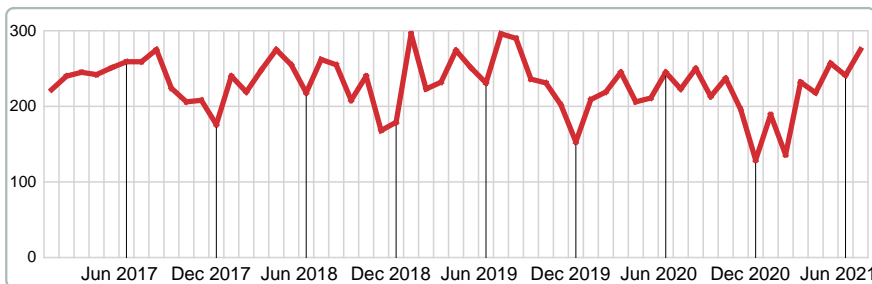
### JULY



### YEAR TO DATE (YTD)

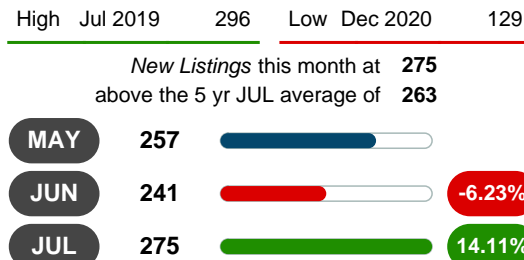


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 263



### 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	25	9.09%	17	5	3	0
\$50,001 - \$150,000	42	15.27%	18	20	4	0
\$150,001 - \$175,000	16	5.82%	3	10	3	0
\$175,001 - \$275,000	86	31.27%	9	49	27	1
\$275,001 - \$375,000	42	15.27%	6	21	14	1
\$375,001 - \$550,000	36	13.09%	2	9	23	2
\$550,001 and up	28	10.18%	7	3	13	5
<b>Total New Listed Units</b>	<b>275</b>		<b>62</b>	<b>117</b>	<b>87</b>	<b>9</b>
<b>Total New Listed Volume</b>	<b>90,604,387</b>	<b>100%</b>	<b>21.48M</b>	<b>28.06M</b>	<b>34.66M</b>	<b>6.41M</b>
<b>Median New Listed Listing Price</b>	<b>\$235,000</b>		<b>\$141,800</b>	<b>\$195,000</b>	<b>\$339,500</b>	<b>\$599,900</b>

# July 2021



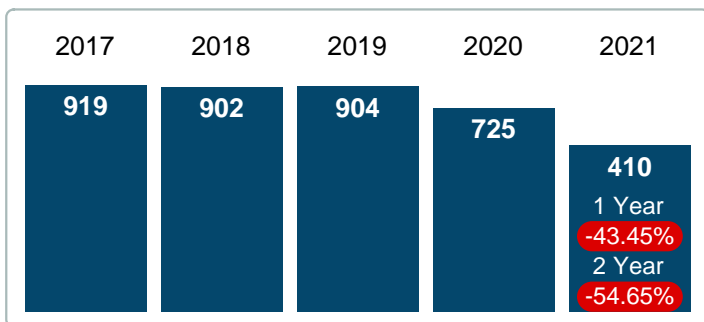
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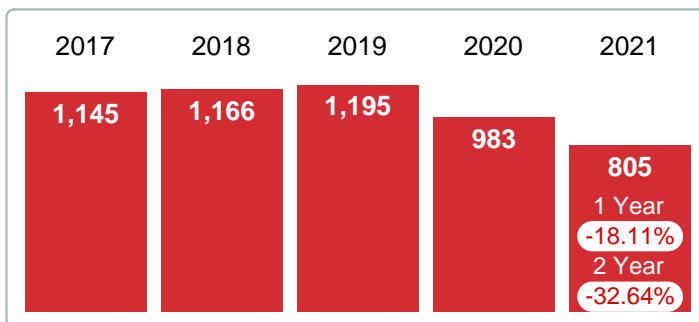
## ACTIVE INVENTORY

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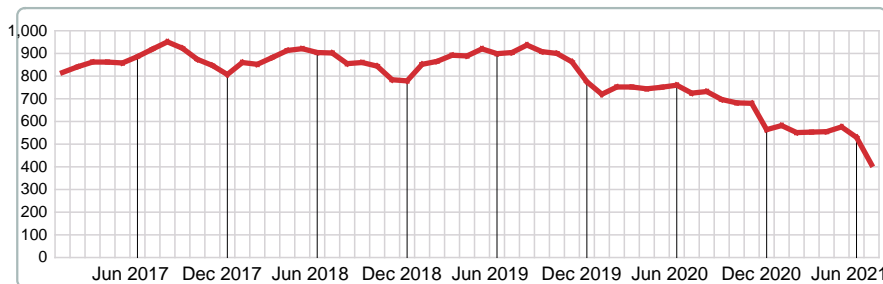
### END OF JULY



### ACTIVE DURING JULY

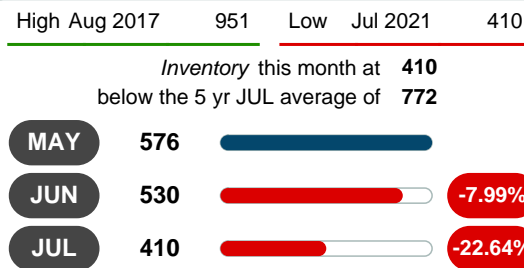


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 772



### 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	16	3.90%	117.0	12	2	1	1
\$25,001 - \$75,000	70	17.07%	107.5	69	0	1	0
\$75,001 - \$150,000	57	13.90%	44.0	35	18	4	0
\$150,001 - \$300,000	105	25.61%	26.0	41	46	18	0
\$300,001 - \$475,000	67	16.34%	43.0	15	20	27	5
\$475,001 - \$925,000	55	13.41%	37.0	17	6	23	9
\$925,001 and up	40	9.76%	73.5	18	5	12	5
Total Active Inventory by Units			410	207	97	86	20
Total Active Inventory by Volume			166,069,473	69.71M	30.19M	50.57M	15.60M
Median Active Inventory Listing Price			\$240,000	\$120,000	\$239,900	\$431,000	\$709,500

# July 2021



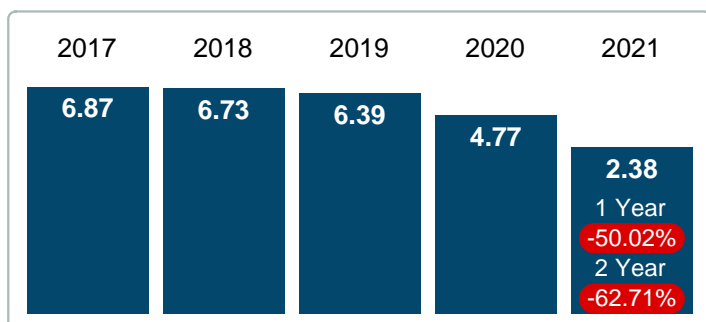
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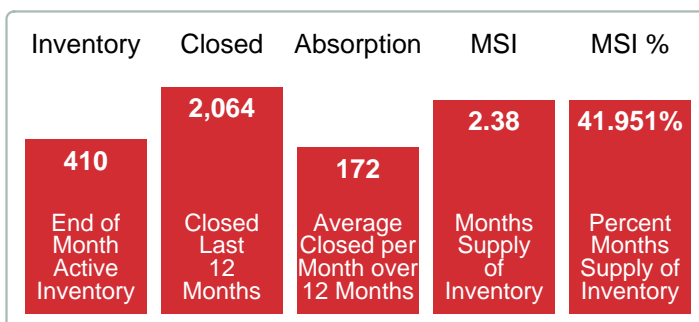
## MONTHS SUPPLY of INVENTORY (MSI)

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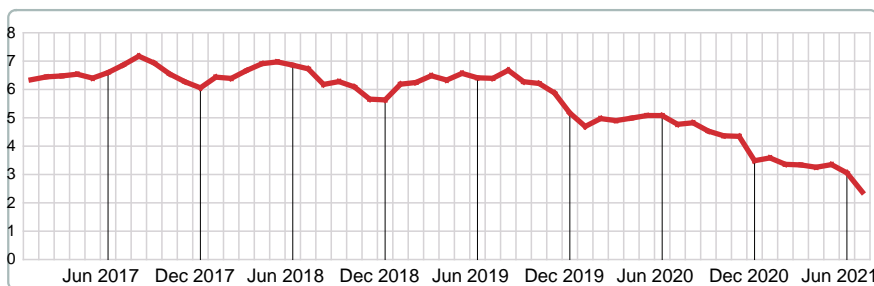
### MSI FOR JULY



### INDICATORS FOR JULY 2021

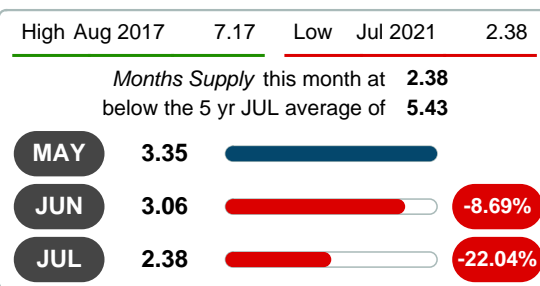


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 5.43



### 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	16	3.90%	2.11	3.51	0.69	0.86	12.00
\$25,001 - \$75,000	70	17.07%	4.38	5.21	0.00	3.00	0.00
\$75,001 - \$150,000	57	13.90%	2.22	4.29	1.16	2.18	0.00
\$150,001 - \$300,000	105	25.61%	1.29	7.81	0.92	0.74	0.00
\$300,001 - \$475,000	67	16.34%	2.18	11.25	2.40	1.51	1.58
\$475,001 - \$925,000	55	13.41%	5.95	29.14	7.20	4.45	3.38
\$925,001 and up	40	9.76%	28.24	72.00	60.00	36.00	6.67
Market Supply of Inventory (MSI)			2.38	6.42	1.21	1.69	2.35
Total Active Inventory by Units		100%	2.38	207	97	86	20

# July 2021



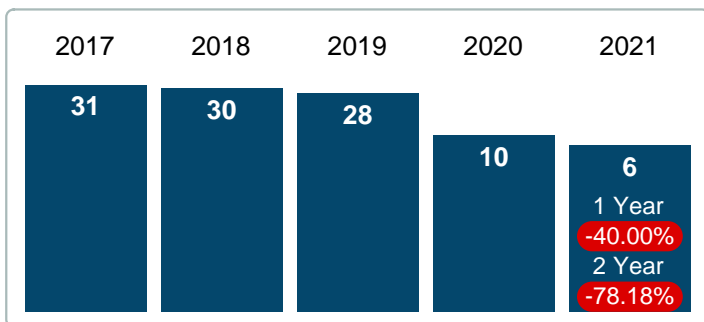
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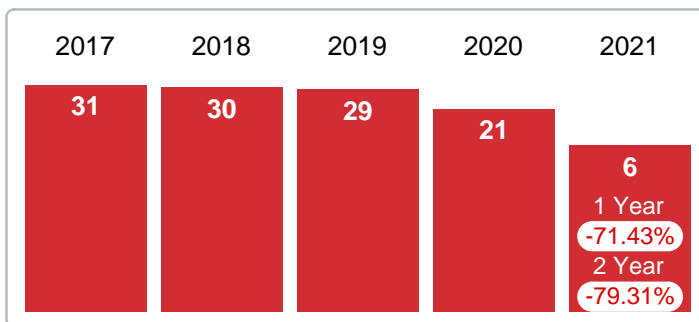
## MEDIAN DAYS ON MARKET TO SALE

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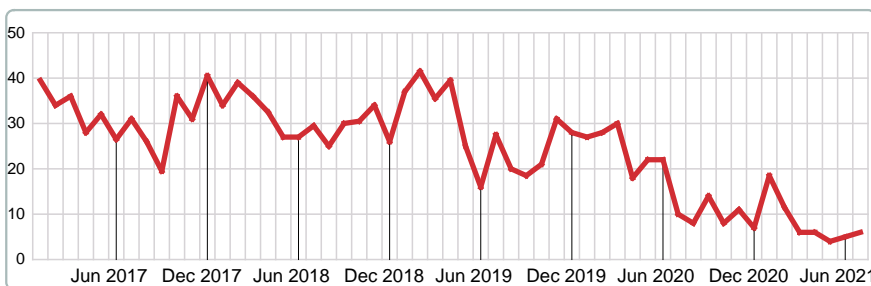
### JULY



### YEAR TO DATE (YTD)

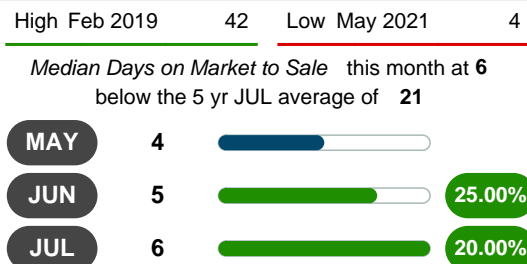


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 21



### 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
\$75,000 and less	8.79%	18	75	10	4	0
\$75,001 - \$150,000	12.09%	4	18	2	10	0
\$150,001 - \$200,000	18.13%	3	27	3	2	27
\$200,001 - \$250,000	20.88%	5	83	4	9	3
\$250,001 - \$350,000	18.13%	9	63	6	9	12
\$350,001 - \$475,000	11.54%	11	46	9	11	0
\$475,001 and up	10.44%	25	47	61	22	25
Median Closed DOM		6	46	4	9	14
Total Closed Units	100%	6.0	25	87	59	11
Total Closed Volume		60,394,122	15.51M	17.83M	21.62M	5.44M



# July 2021



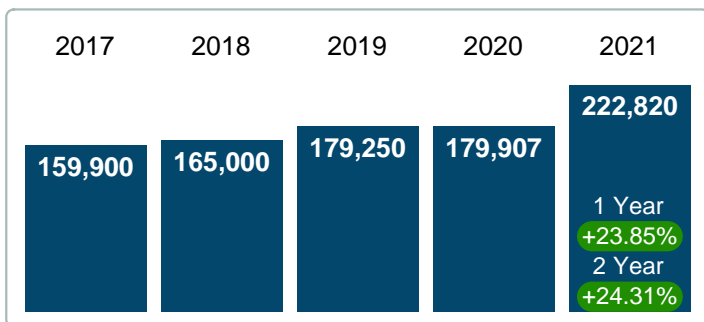
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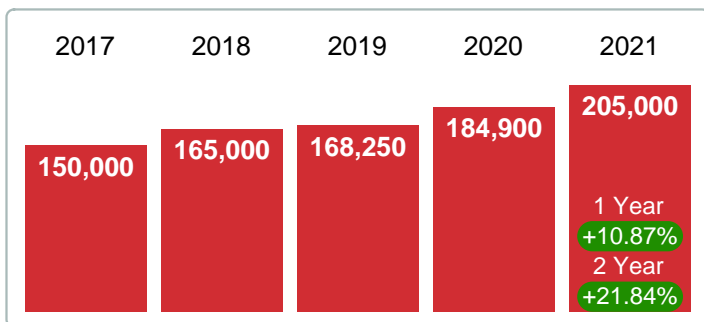
## MEDIAN LIST PRICE AT CLOSING

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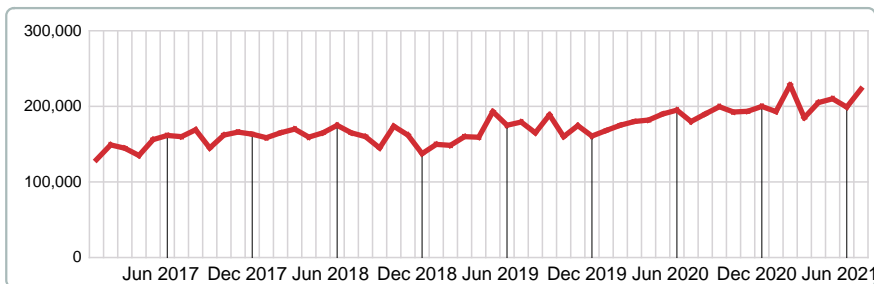
### JULY



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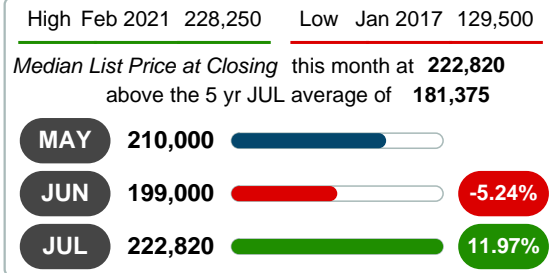


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 181,375



### 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
\$75,000 and less	18	9.89%	25,000	27,500	1,548	1,663	0
\$75,001 - \$150,000	25	13.74%	134,900	110,000	134,950	135,500	149,900
\$150,001 - \$200,000	32	17.58%	187,505	0	187,500	183,255	200,000
\$200,001 - \$250,000	35	19.23%	225,000	230,000	223,000	225,000	0
\$250,001 - \$350,000	33	18.13%	310,000	300,000	322,500	309,950	302,500
\$350,001 - \$475,000	21	11.54%	425,000	449,900	406,200	422,450	0
\$475,001 and up	18	9.89%	650,000	13,500,000	540,000	650,000	599,000
Median List Price			222,820	110,000	195,000	349,000	350,000
Total Closed Units		100%	222,820	25	87	59	11
Total Closed Volume			61,698,427	17.10M	17.54M	21.56M	5.50M



# July 2021

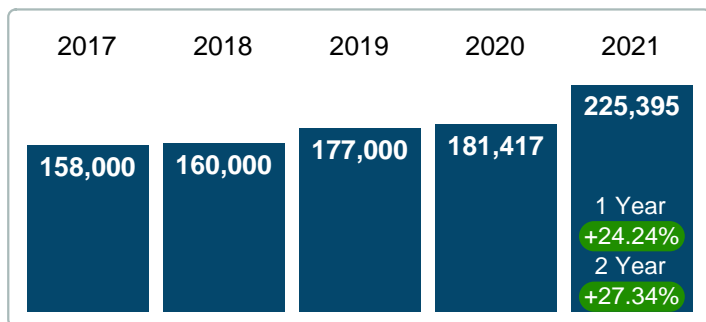
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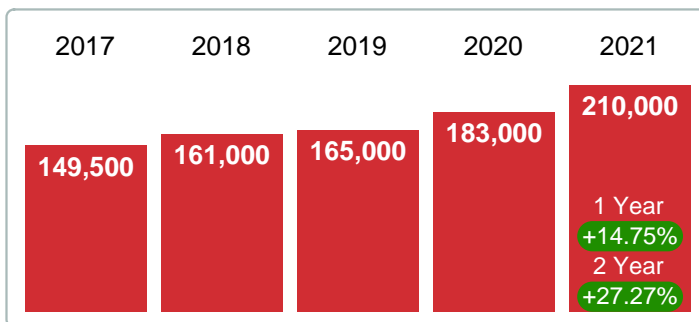
## MEDIAN SOLD PRICE AT CLOSING

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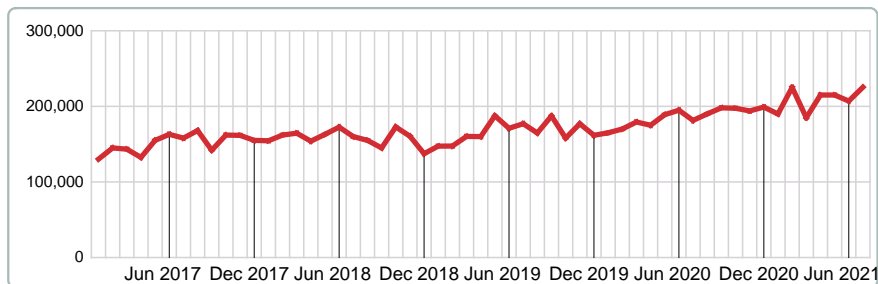
### JULY



### YEAR TO DATE (YTD)

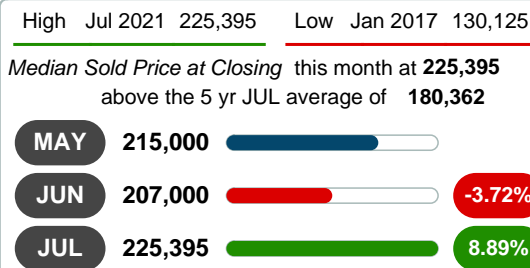


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 180,362



### 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
\$75,000 and less	8.79%	23,750	43,225	1,400	1,663	0
\$75,001 - \$150,000	12.09%	123,500	97,000	131,500	129,950	0
\$150,001 - \$200,000	18.13%	179,000	182,500	177,940	180,000	157,725
\$200,001 - \$250,000	20.88%	223,750	240,000	222,500	223,415	204,000
\$250,001 - \$350,000	18.13%	300,000	285,000	290,000	310,000	312,500
\$350,001 - \$475,000	11.54%	430,000	431,550	391,500	435,000	0
\$475,001 and up	10.44%	585,000	12,000,000	514,000	658,500	585,000
Median Sold Price		225,395	100,000	203,100	349,000	350,000
Total Closed Units	100%	182	25	87	59	11
Total Closed Volume		60,394,122	15.51M	17.83M	21.62M	5.44M

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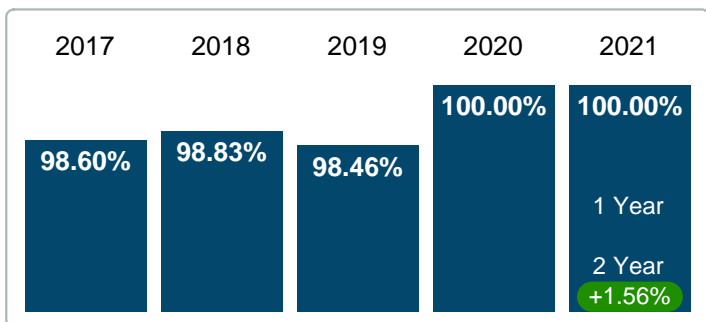
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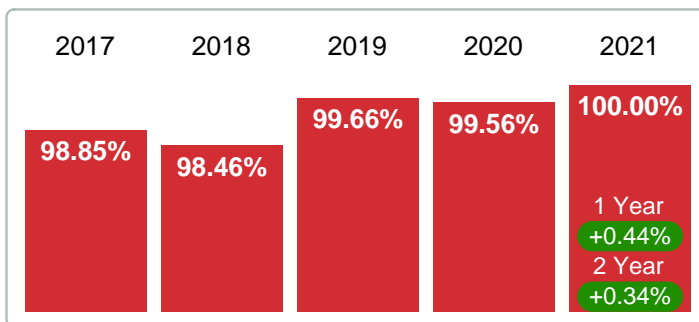
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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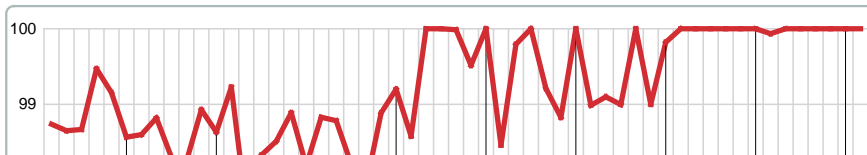
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 99.18%

High Jul 2021 100.00% Low Feb 2018 97.63%

Median Sold/List Ratio this month at **100.00%** above the 5 yr JUL average of **99.18%**

MAY 100.00%  
JUN 100.00%  
JUL 100.00%

0.00%  
0.00%

### DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	16	8.79%	97.50%	90.91%	100.00%	100.00%	0.00%
\$75,001 - \$150,000	22	12.09%	100.00%	97.58%	102.22%	96.13%	0.00%
\$150,001 - \$200,000	33	18.13%	100.00%	86.90%	100.00%	100.00%	105.22%
\$200,001 - \$250,000	38	20.88%	100.00%	100.00%	100.44%	98.44%	102.00%
\$250,001 - \$350,000	33	18.13%	100.00%	96.54%	100.00%	100.00%	101.32%
\$350,001 - \$475,000	21	11.54%	100.00%	95.92%	101.06%	100.00%	0.00%
\$475,001 and up	19	10.44%	100.00%	88.89%	95.19%	100.00%	97.05%
Median Sold/List Ratio		100.00%		95.00%	100.00%	100.00%	100.00%
Total Closed Units	182	100%	100.00%	25	87	59	11
Total Closed Volume	60,394,122			15.51M	17.83M	21.62M	5.44M

# July 2021

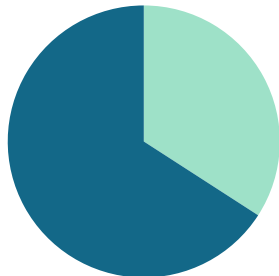
Area Delimited by County Of Rogers



## MARKET SUMMARY

Report produced on Aug 10, 2021 for MLS Technology Inc.

### INVENTORY

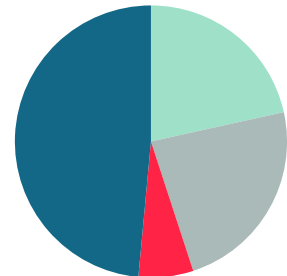


**Inventory**  
 New Listings  
**275 = 34.12%**  
 Start Inventory  
**531**  
 Total Inventory Units  
**806**  
 Volume  
**\$281,292,203**

### Market Activity

Closed Sales  
**182 = 21.54%**  
 Pending Sales  
**198 = 23.43%**  
 Other Off Market  
**55 = 6.51%**  
 Active Inventory  
**410 = 48.52%**

### MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	198	182	-8.08%	1,021	1,144	12.05%
Pending Sales	181	198	9.39%	1,135	1,240	9.25%
New Listings	223	275	23.32%	1,558	1,548	-0.64%
Median List Price	179,907	222,820	23.85%	184,900	205,000	10.87%
Median Sale Price	181,417	225,395	24.24%	183,000	210,000	14.75%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	99.56%	100.00%	0.44%
Median Days on Market to Sale	10.00	6.00	-40.00%	21.00	6.00	-71.43%
Monthly Inventory	725	410	-43.45%	725	410	-43.45%
Months Supply of Inventory	4.77	2.38	-50.02%	4.77	2.38	-50.02%

**Absorption:** Last 12 months, an Average of **172** Sales/Month

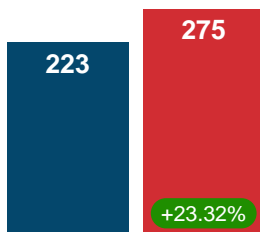
**Inventory** on July 31, 2021 = **410**

**2020** **2021**

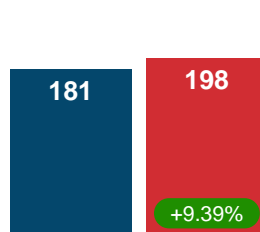
### JULY MARKET

### MEDIAN PRICES

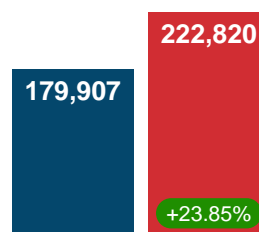
#### New Listings



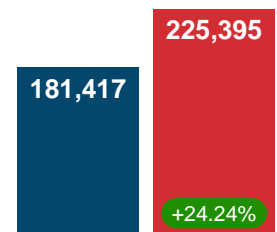
#### Pending Listings



#### List Price



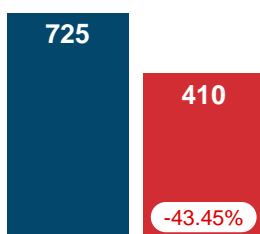
#### Sale Price



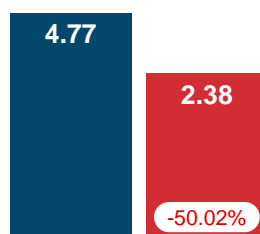
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

