

# June 2021

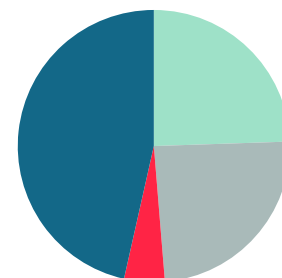
Area Delimited by County Of Rogers



## MONTHLY INVENTORY ANALYSIS

Report produced on Jul 12, 2021 for MLS Technology Inc.

Compared Metrics	2020	June 2021	+/-%
Closed Listings	183	198	8.20%
Pending Listings	206	196	-4.85%
New Listings	245	241	-1.63%
Average List Price	224,194	241,587	7.76%
Average Sale Price	220,952	240,812	8.99%
Average Percent of Selling Price to List Price	99.37%	101.41%	2.05%
Average Days on Market to Sale	38.92	24.41	-37.29%
End of Month Inventory	759	376	-50.46%
Months Supply of Inventory	5.07	2.17	-57.18%



■ Closed (24.47%)  
■ Pending (24.23%)  
■ Other OffMarket (4.82%)  
■ Active (46.48%)

**Absorption:** Last 12 months, an Average of **173** Sales/Month  
**Active Inventory** as of June 30, 2021 = **376**

### Analysis Wrap-Up

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

The total housing inventory at the end of June 2021 decreased **50.46%** to 376 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 **2.17** 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 **8.99%** in June 2021 to \$240,812 versus the previous year at \$220,952.

#### Average Days on Market Shortens

The average number of **24.41** days that homes spent on the market before selling decreased by 14.51 days or **37.29%** in June 2021 compared to last year's same month at **38.92** DOM.

#### Sales Success for June 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 241 New Listings in June 2021, down **1.63%** from last year at 245. Furthermore, there were 198 Closed Listings this month versus last year at 183, a **8.20%** increase.

Closed versus Listed trends yielded a **82.2%** ratio, up from previous year's, June 2020, at **74.7%**, a **9.99%** 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

<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

# June 2021



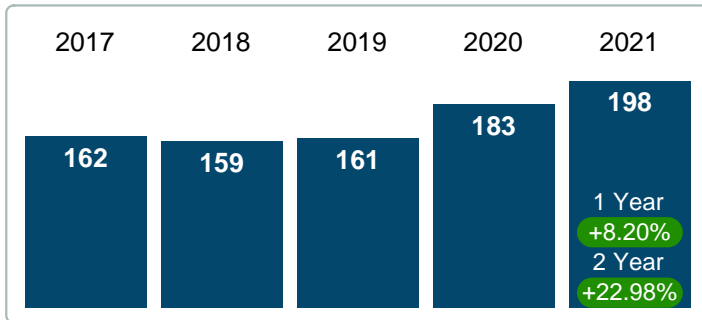
Area Delimited by County Of Rogers



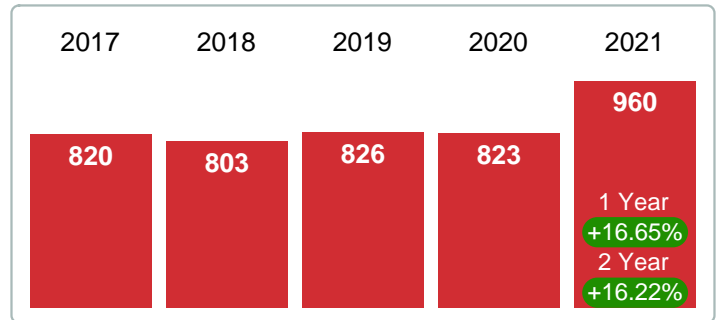
## CLOSED LISTINGS

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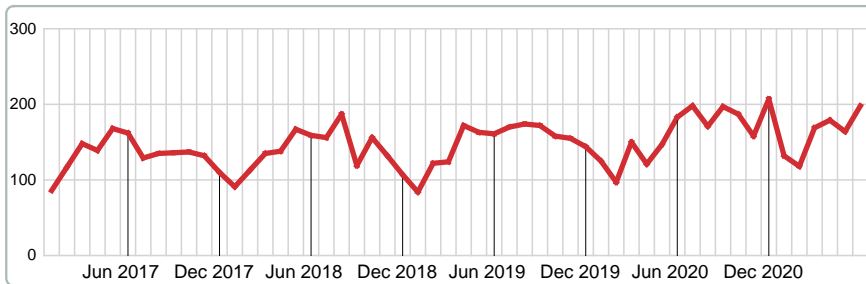
### JUNE



### YEAR TO DATE (YTD)

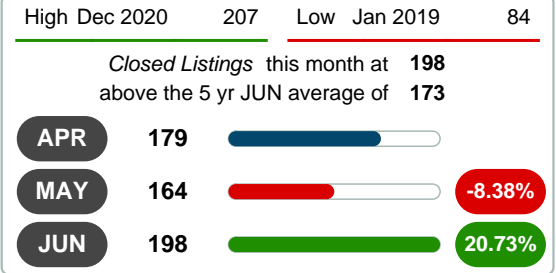


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 173



### 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	13	6.57%	5.6	7	3	2	1
\$25,001 - \$75,000	28	14.14%	45.1	23	5	0	0
\$75,001 - \$150,000	25	12.63%	23.5	10	14	1	0
\$150,001 - \$225,000	50	25.25%	8.2	1	37	12	0
\$225,001 - \$300,000	32	16.16%	14.4	1	19	10	2
\$300,001 - \$450,000	30	15.15%	31.4	3	10	16	1
\$450,001 and up	20	10.10%	54.7	5	3	7	5
<b>Total Closed Units</b>	<b>198</b>			<b>50</b>	<b>91</b>	<b>48</b>	<b>9</b>
<b>Total Closed Volume</b>	<b>47,680,730</b>	<b>100%</b>	<b>24.4</b>	<b>7.78M</b>	<b>20.14M</b>	<b>15.41M</b>	<b>4.35M</b>
<b>Average Closed Price</b>	<b>\$240,812</b>			<b>\$155,673</b>	<b>\$221,315</b>	<b>\$321,086</b>	<b>\$482,811</b>

# June 2021



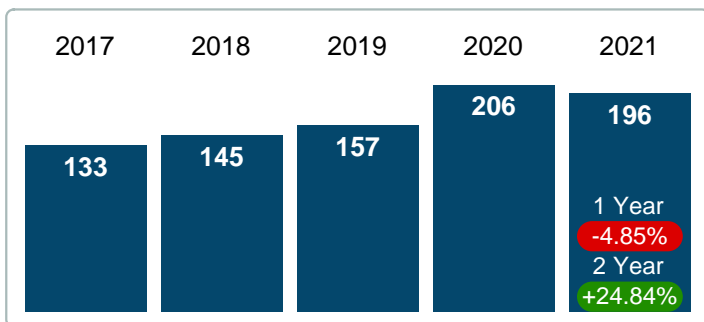
Area Delimited by County Of Rogers



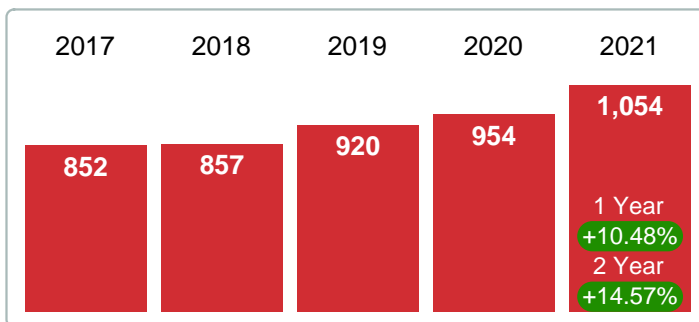
## PENDING LISTINGS

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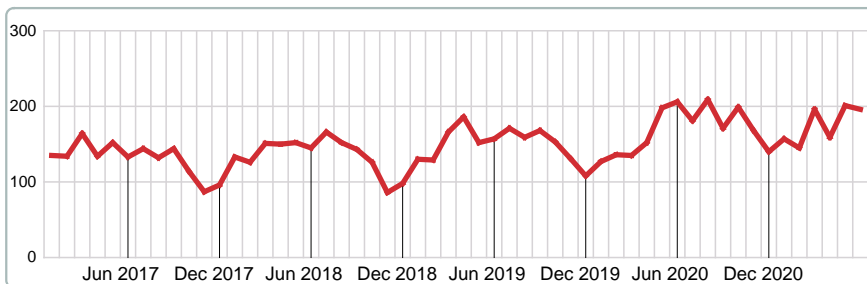
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

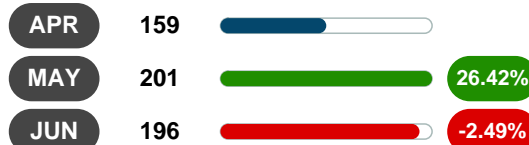


### 3 MONTHS

5 year JUN AVG = 167

High Aug 2020 209 Low Nov 2018 86

Pending Listings this month at 196 above the 5 yr JUN average of 167



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	17	8.67%	38.6	11	4	2	0
\$75,001 - \$150,000	23	11.73%	22.4	8	13	2	0
\$150,001 - \$175,000	13	6.63%	22.5	0	11	2	0
\$175,001 - \$250,000	65	33.16%	10.2	3	49	12	1
\$250,001 - \$325,000	31	15.82%	25.0	4	13	11	3
\$325,001 - \$425,000	25	12.76%	34.0	0	5	14	6
\$425,001 and up	22	11.22%	39.2	1	2	14	5
<b>Total Pending Units</b>	<b>196</b>			<b>27</b>	<b>97</b>	<b>57</b>	<b>15</b>
<b>Total Pending Volume</b>	<b>53,183,537</b>	<b>100%</b>	<b>17.3</b>	<b>3.84M</b>	<b>21.40M</b>	<b>19.65M</b>	<b>8.29M</b>
<b>Average Listing Price</b>	<b>\$244,138</b>			<b>\$142,293</b>	<b>\$220,640</b>	<b>\$344,814</b>	<b>\$552,347</b>

# June 2021



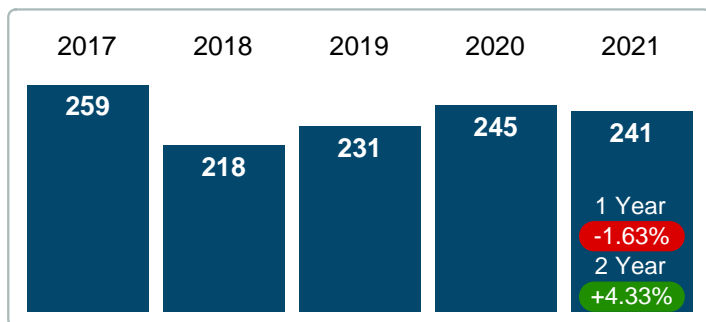
Area Delimited by County Of Rogers



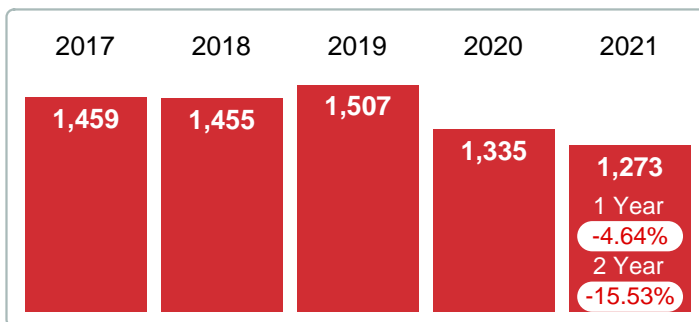
## NEW LISTINGS

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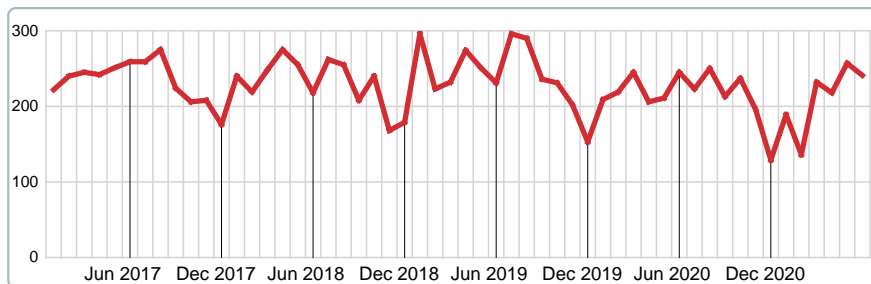
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

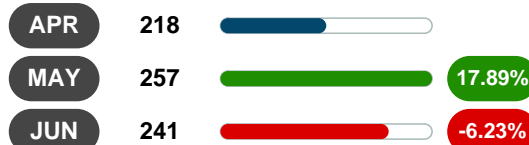


### 3 MONTHS

5 year JUN AVG = 239

High Jul 2019 296 Low Dec 2020 129

New Listings this month at **241**  
above the 5 yr JUN average of **239**



### 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	26	10.79%	16	6	4	0
\$100,001 - \$150,000	27	11.20%	7	18	2	0
\$150,001 - \$175,000	13	5.39%	1	11	1	0
\$175,001 - \$250,000	79	32.78%	6	53	19	1
\$250,001 - \$325,000	38	15.77%	4	20	13	1
\$325,001 - \$475,000	32	13.28%	5	9	13	5
\$475,001 and up	26	10.79%	5	5	8	8
<b>Total New Listed Units</b>	<b>241</b>		<b>44</b>	<b>122</b>	<b>60</b>	<b>15</b>
<b>Total New Listed Volume</b>	<b>70,660,773</b>	<b>100%</b>	<b>11.75M</b>	<b>27.88M</b>	<b>21.90M</b>	<b>9.14M</b>
<b>Average New Listed Listing Price</b>	<b>\$169,326</b>		<b>\$266,976</b>	<b>\$228,496</b>	<b>\$364,996</b>	<b>\$609,173</b>

# June 2021



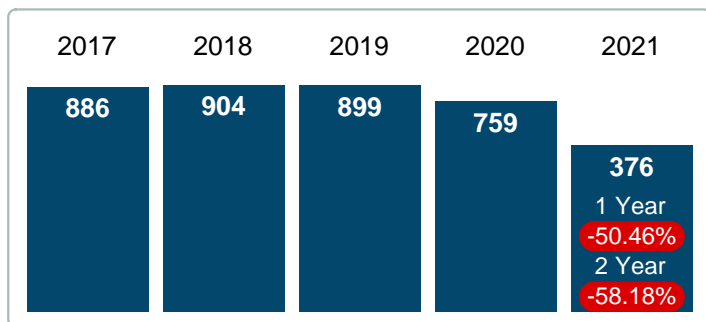
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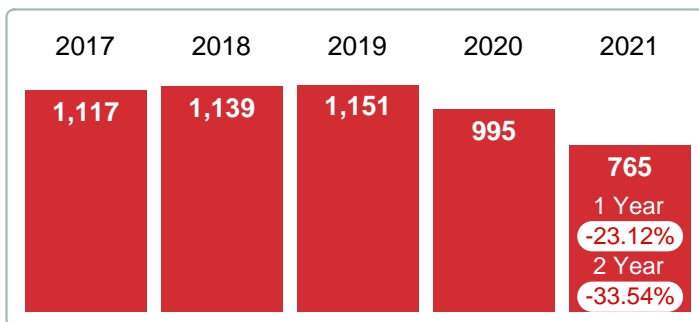
## ACTIVE INVENTORY

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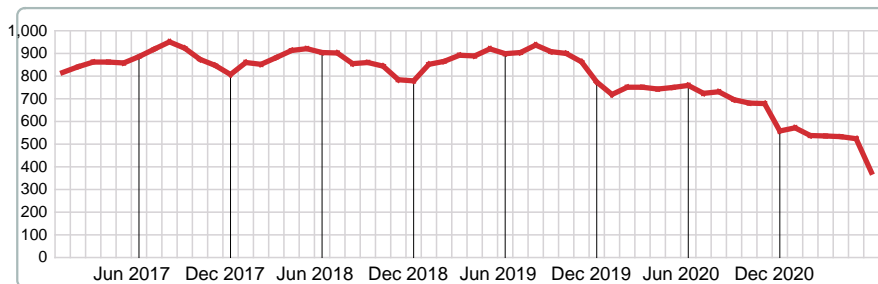
### END OF JUNE



### ACTIVE DURING JUNE



### 5 YEAR MARKET ACTIVITY TRENDS

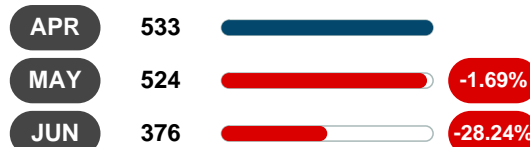


### 3 MONTHS

5 year JUN AVG = 765

High Aug 2017 951 Low Jun 2021 376

Inventory this month at 376  
below the 5 yr JUN average of 765



### 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	17	4.52%	107.6	14	1	1	1
\$25,001 - \$50,000	34	9.04%	135.4	34	0	0	0
\$50,001 - \$125,000	86	22.87%	85.4	76	9	1	0
\$125,001 - \$250,000	89	23.67%	44.2	29	45	14	1
\$250,001 - \$425,000	66	17.55%	76.6	25	20	20	1
\$425,001 - \$800,000	47	12.50%	80.1	16	9	13	9
\$800,001 and up	37	9.84%	92.8	16	5	10	6
Total Active Inventory by Units			376	210	89	59	18
Total Active Inventory by Volume			134,341,284	57.60M	27.21M	36.20M	13.33M
Average Active Inventory Listing Price			\$357,291	\$274,286	\$305,768	\$613,527	\$740,542

# June 2021



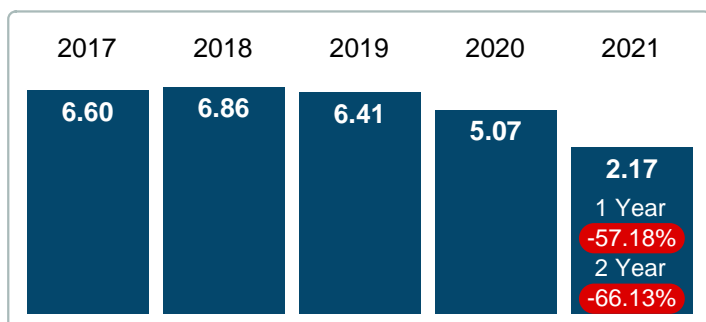
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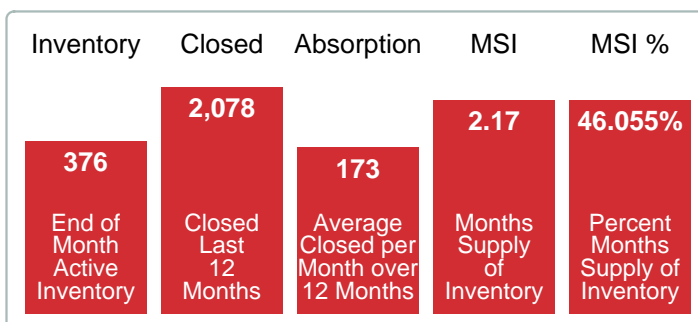
## MONTHS SUPPLY of INVENTORY (MSI)

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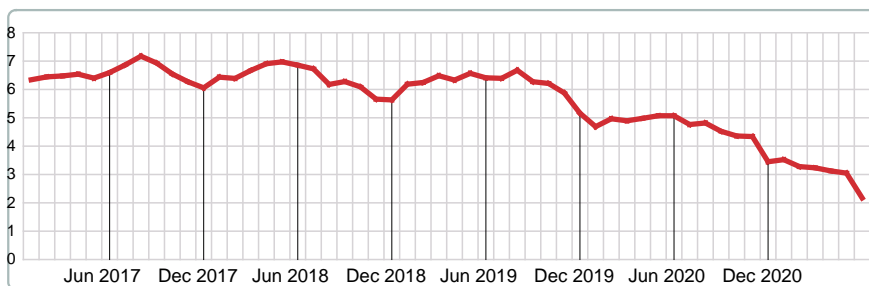
### MSI FOR JUNE



### INDICATORS FOR JUNE 2021

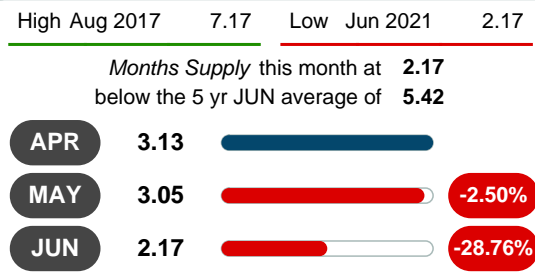


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 5.42



### 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	17	4.52%	2.29	4.10	0.38	0.80	12.00
\$25,001 - \$50,000	34	9.04%	3.07	3.58	0.00	0.00	0.00
\$50,001 - \$125,000	86	22.87%	3.91	6.51	1.00	0.75	0.00
\$125,001 - \$250,000	89	23.67%	1.20	4.83	0.90	0.80	1.33
\$250,001 - \$425,000	66	17.55%	1.57	17.65	1.24	0.92	0.36
\$425,001 - \$800,000	47	12.50%	3.28	16.00	4.15	1.81	2.25
\$800,001 and up	37	9.84%	17.08	48.00	60.00	12.00	6.55
Market Supply of Inventory (MSI)	2.17			6.30	1.10	1.18	2.08
Total Active Inventory by Units	376	100%	2.17	210	89	59	18

# June 2021



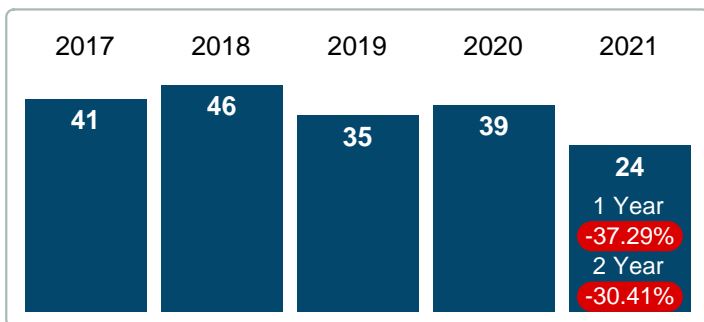
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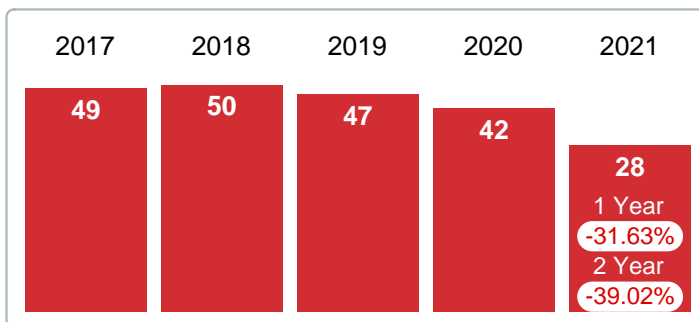
## AVERAGE DAYS ON MARKET TO SALE

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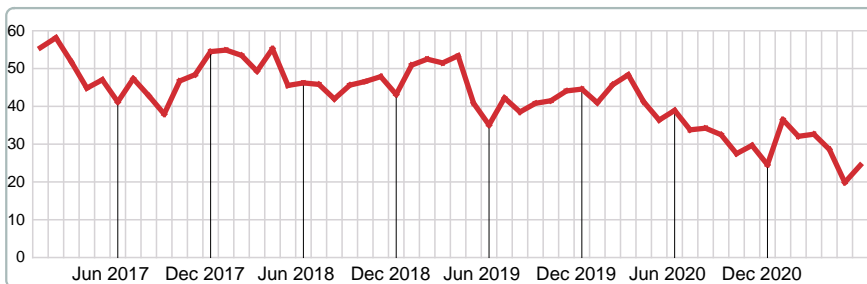
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

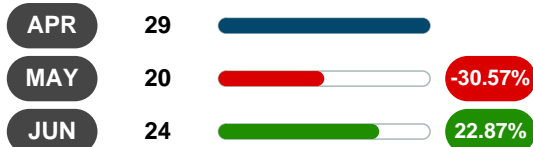


### 3 MONTHS

5 year JUN AVG = 37

High Feb 2017 58 Low May 2021 20

Average Days on Market to Sale this month at 24 below the 5 yr JUN average of 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	6.57%	6	2	13	6	11
\$25,001 - \$75,000	14.14%	45	48	34	0	0
\$75,001 - \$150,000	12.63%	23	52	5	1	0
\$150,001 - \$225,000	25.25%	8	155	5	7	0
\$225,001 - \$300,000	16.16%	14	1	12	23	3
\$300,001 - \$450,000	15.15%	31	117	24	21	6
\$450,001 and up	10.10%	55	56	4	39	106
<b>Average Closed DOM</b>		<b>24</b>	<b>48</b>	<b>10</b>	<b>20</b>	<b>61</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>198</b>	<b>50</b>	<b>91</b>	<b>48</b>	<b>9</b>
<b>Total Closed Volume</b>		<b>47,680,730</b>	<b>7.78M</b>	<b>20.14M</b>	<b>15.41M</b>	<b>4.35M</b>

# June 2021



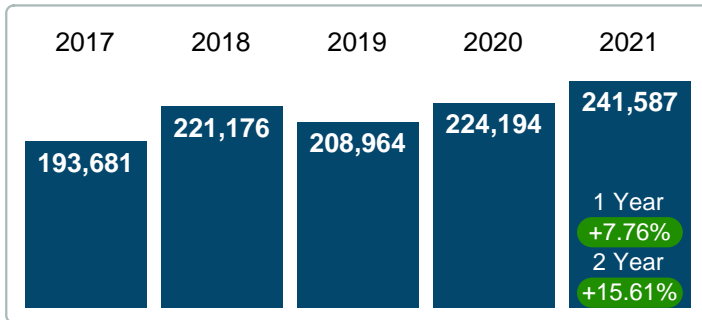
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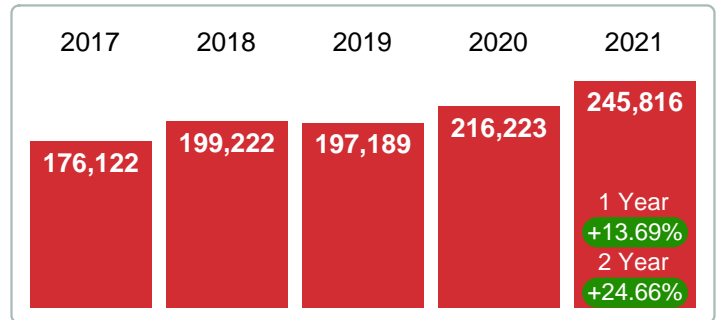
## AVERAGE LIST PRICE AT CLOSING

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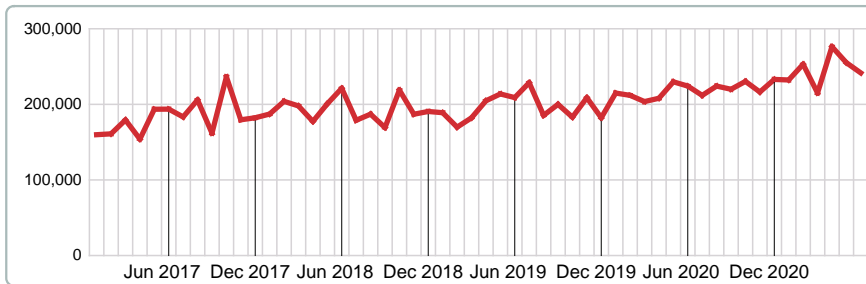
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

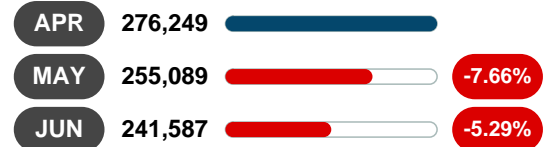


### 3 MONTHS

5 year JUN AVG = 217,920

High Apr 2021 276,249 Low Apr 2017 154,017

Average List Price at Closing this month at **241,587**  
above the 5 yr JUN average of **217,920**



### 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	12	6.06%	12,086	21,214	6,015	1,845	2,295	
\$25,001 - \$75,000	26	13.13%	54,925	57,767	70,380	0	0	
\$75,001 - \$150,000	29	14.65%	119,800	122,240	127,271	100,000	0	
\$150,001 - \$225,000	52	26.26%	190,092	162,140	186,914	199,326	0	
\$225,001 - \$300,000	32	16.16%	262,469	189,900	259,437	256,580	262,000	
\$300,001 - \$450,000	29	14.65%	378,110	450,000	338,880	390,930	325,000	
\$450,001 and up	18	9.09%	752,111	749,000	825,137	581,600	717,560	
<b>Average List Price</b>		<b>241,587</b>		<b>162,932</b>	<b>218,253</b>	<b>320,572</b>	<b>493,233</b>	
<b>Total Closed Units</b>		<b>198</b>	<b>100%</b>	<b>241,587</b>	<b>50</b>	<b>91</b>	<b>48</b>	<b>9</b>
<b>Total Closed Volume</b>		<b>47,834,221</b>			<b>8.15M</b>	<b>19.86M</b>	<b>15.39M</b>	<b>4.44M</b>



# June 2021



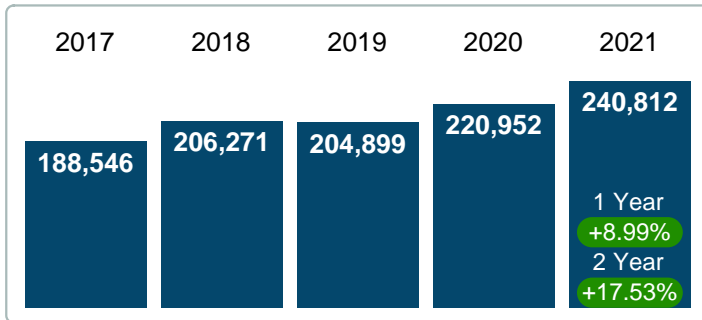
Area Delimited by County Of Rogers



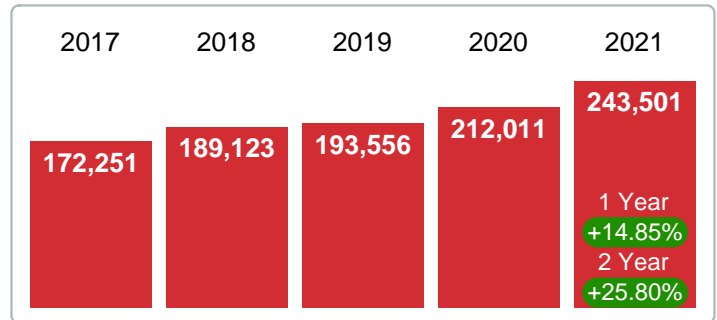
## AVERAGE SOLD PRICE AT CLOSING

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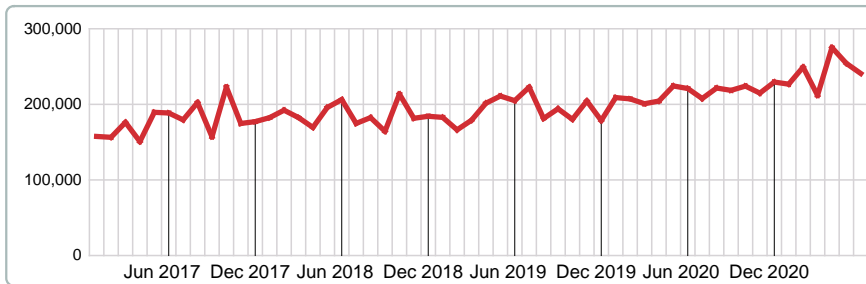
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

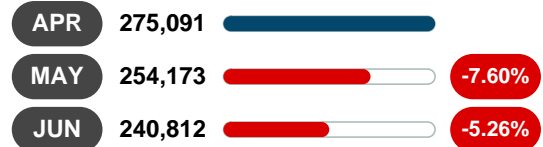


### 3 MONTHS

5 year JUN AVG = 212,296

High Apr 2021 275,091 Low Apr 2017 150,777

Average Sold Price at Closing this month at **240,812** above the 5 yr JUN average of **212,296**



### 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	6.57%	13,695	20,857	8,682	1,845	2,295
\$25,001 - \$75,000	14.14%	56,865	54,550	67,510	0	0
\$75,001 - \$150,000	12.63%	120,712	115,650	125,807	100,000	0
\$150,001 - \$225,000	25.25%	191,643	155,000	190,412	198,493	0
\$225,001 - \$300,000	16.16%	261,650	226,500	264,666	259,365	262,000
\$300,001 - \$450,000	15.15%	369,191	356,667	337,110	394,039	330,000
\$450,001 and up	10.10%	693,100	755,000	856,587	575,461	697,800
<b>Average Sold Price</b>		<b>240,812</b>	<b>155,673</b>	<b>221,315</b>	<b>321,086</b>	<b>482,811</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>240,812</b>	<b>50</b>	<b>91</b>	<b>48</b>	<b>9</b>
<b>Total Closed Volume</b>		<b>47,680,730</b>	<b>7.78M</b>	<b>20.14M</b>	<b>15.41M</b>	<b>4.35M</b>

# June 2021



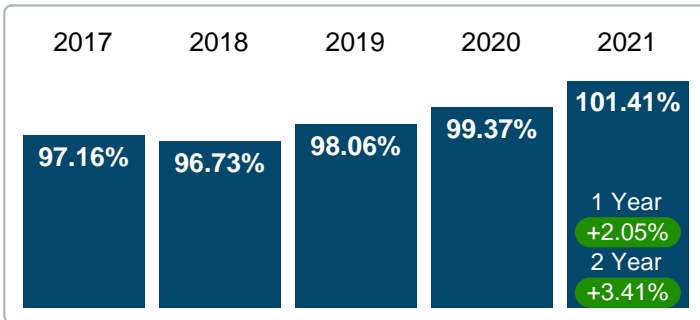
Area Delimited by County Of Rogers



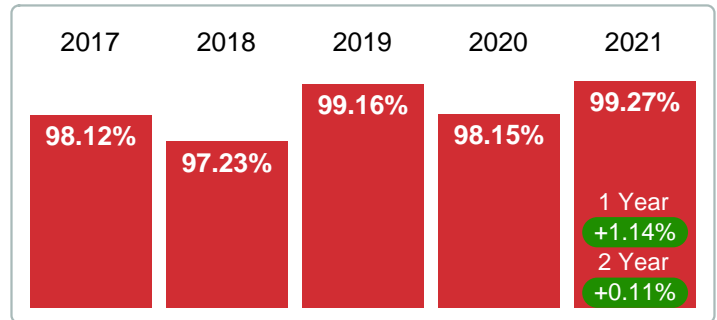
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 12, 2021 for MLS Technology Inc.

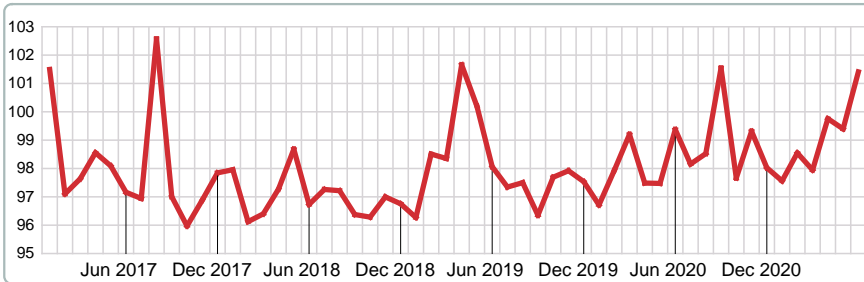
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

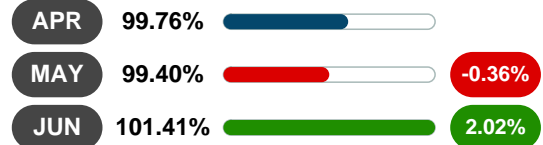


### 3 MONTHS

5 year JUN AVG = 98.55%

High Aug 2017 102.57% Low Oct 2017 95.97%

Average Sold/List Ratio this month at **101.41%**  
above the 5 yr JUN average of **98.55%**



## 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	13	6.57%	103.40%	98.70%	117.78%	100.00%	100.00%
\$25,001 - \$75,000	28	14.14%	95.74%	95.57%	96.51%	0.00%	0.00%
\$75,001 - \$150,000	25	12.63%	97.17%	94.90%	98.59%	100.00%	0.00%
\$150,001 - \$225,000	50	25.25%	101.22%	95.60%	101.87%	99.69%	0.00%
\$225,001 - \$300,000	32	16.16%	102.27%	119.27%	102.19%	101.19%	100.00%
\$300,001 - \$450,000	30	15.15%	98.60%	83.25%	99.52%	100.71%	101.54%
\$450,001 and up	20	10.10%	116.66%	166.50%	106.08%	99.76%	96.83%
Average Sold/List Ratio			101.40%	102.70%	101.54%	100.37%	98.41%
Total Closed Units	198	100%	101.40%	50	91	48	9
Total Closed Volume	47,680,730			7.78M	20.14M	15.41M	4.35M

# June 2021

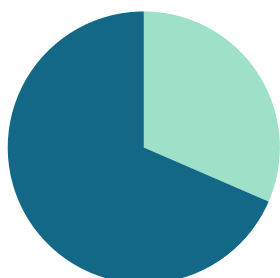
Area Delimited by County Of Rogers



## MARKET SUMMARY

Report produced on Jul 12, 2021 for MLS Technology Inc.

### INVENTORY

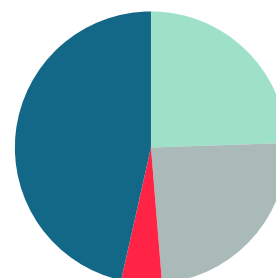


**Inventory**  
 New Listings  
**241 = 31.50%**  
 Start Inventory  
**524**  
 Total Inventory Units  
**765**  
 Volume  
**\$241,669,241**

### Market Activity

Closed Sales  
**198 = 24.47%**  
 Pending Sales  
**196 = 24.23%**  
 Other Off Market  
**39 = 4.82%**  
 Active Inventory  
**376 = 46.48%**

### MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	183	198	8.20%	823	960	16.65%
Pending Sales	206	196	-4.85%	954	1,054	10.48%
New Listings	245	241	-1.63%	1,335	1,273	-4.64%
Average List Price	224,194	241,587	7.76%	216,223	245,816	13.69%
Average Sale Price	220,952	240,812	8.99%	212,011	243,501	14.85%
Average Percent of Selling Price to List Price	99.37%	101.41%	2.05%	98.15%	99.27%	1.14%
Average Days on Market to Sale	38.92	24.41	-37.29%	41.63	28.46	-31.63%
Monthly Inventory	759	376	-50.46%	759	376	-50.46%
Months Supply of Inventory	5.07	2.17	-57.18%	5.07	2.17	-57.18%

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

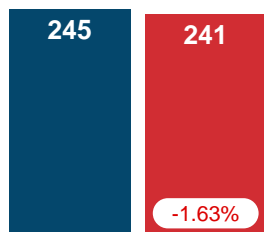
**Inventory on June 30, 2021 = 376**

**2020** **2021**

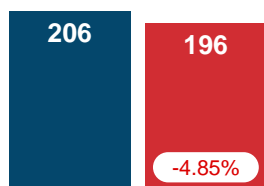
### JUNE MARKET

### AVERAGE PRICES

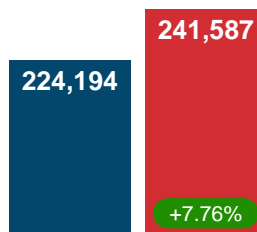
#### New Listings



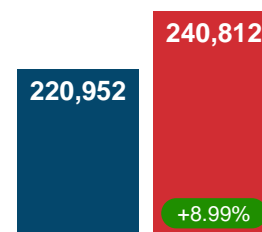
#### Pending Listings



#### List Price



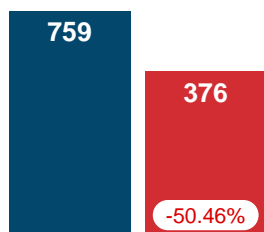
#### Sale Price



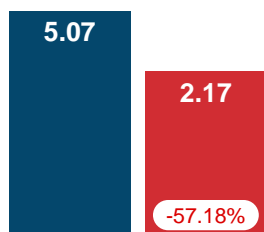
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

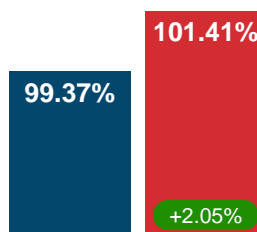
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

