

June 2021

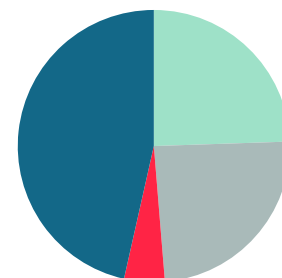
Area Delimited by County Of Rogers



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%
Median List Price	195,000	197,520	1.29%
Median Sale Price	194,900	206,000	5.70%
Median Percent of Selling Price to List Price	99.82%	100.00%	0.18%
Median Days on Market to Sale	22.00	5.00	-77.27%
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.

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 **5.70%** in June 2021 to \$206,000 versus the previous year at \$194,900.

Median Days on Market Shortens

The median number of **5.00** days that homes spent on the market before selling decreased by 17.00 days or **77.27%** in June 2021 compared to last year's same month at **22.00** DOM.

Sales Success for June 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 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.

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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

June 2021



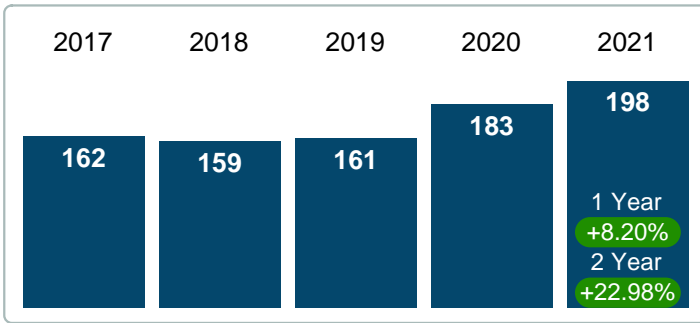
Area Delimited by County Of Rogers



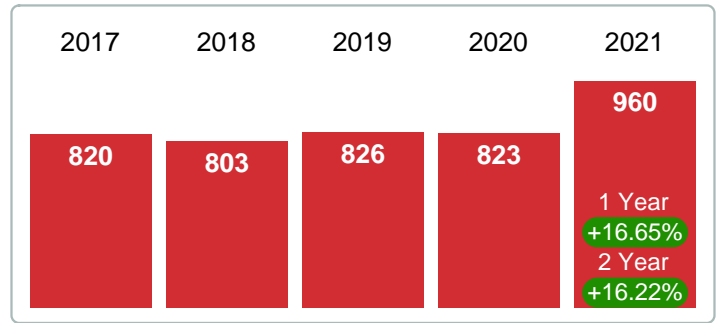
CLOSED LISTINGS

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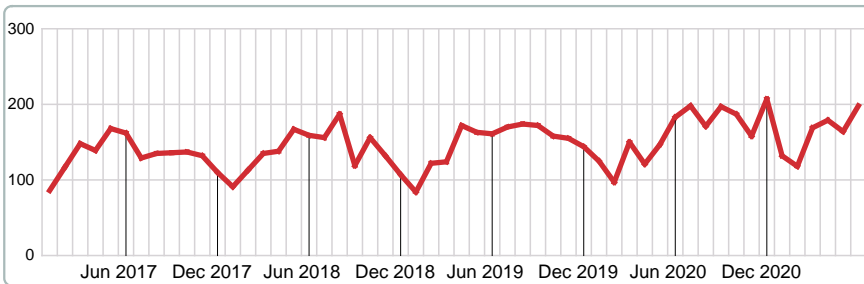
JUNE



YEAR TO DATE (YTD)

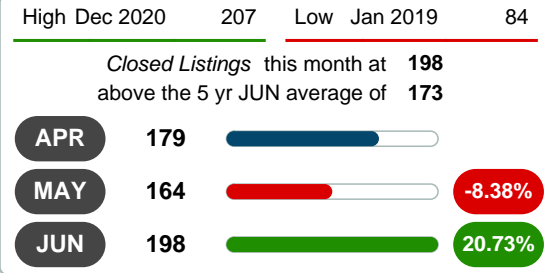


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 173



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	13	6.57%	2.0	7	3	2	1
\$25,001 - \$75,000	28	14.14%	7.5	23	5	0	0
\$75,001 - \$150,000	25	12.63%	4.0	10	14	1	0
\$150,001 - \$225,000	50	25.25%	3.0	1	37	12	0
\$225,001 - \$300,000	32	16.16%	3.0	1	19	10	2
\$300,001 - \$450,000	30	15.15%	8.5	3	10	16	1
\$450,001 and up	20	10.10%	24.5	5	3	7	5
Total Closed Units	198			50	91	48	9
Total Closed Volume	47,680,730	100%	5.0	7.78M	20.14M	15.41M	4.35M
Median Closed Price	\$206,000			\$70,393	\$203,900	\$285,957	\$460,000

June 2021



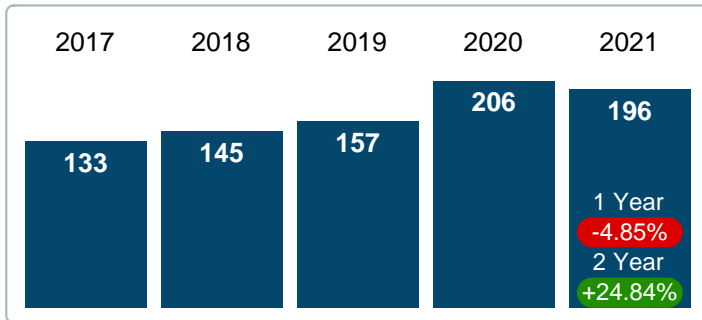
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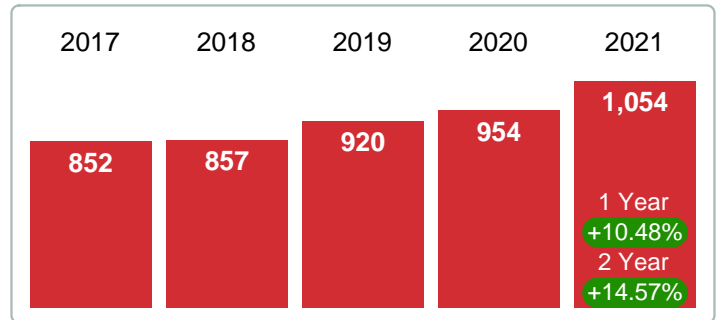
PENDING LISTINGS

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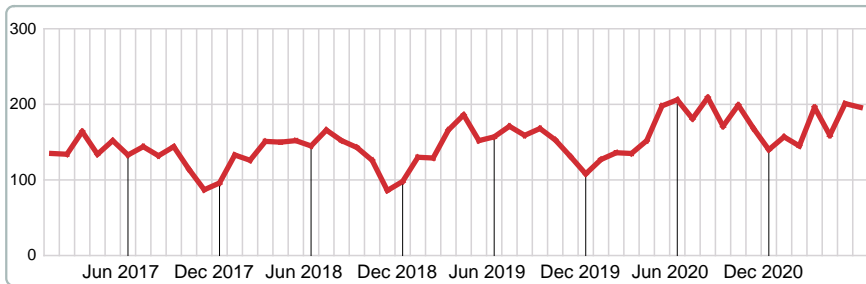
JUNE



YEAR TO DATE (YTD)

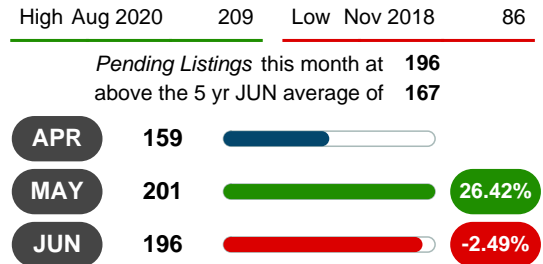


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 167



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	17	8.67%	24.0	11	4	2	0
\$75,001 - \$150,000	23	11.73%	9.0	8	13	2	0
\$150,001 - \$175,000	13	6.63%	3.0	0	11	2	0
\$175,001 - \$250,000	65	33.16%	5.0	3	49	12	1
\$250,001 - \$325,000	31	15.82%	7.0	4	13	11	3
\$325,001 - \$425,000	25	12.76%	14.0	0	5	14	6
\$425,001 and up	22	11.22%	22.0	1	2	14	5
Total Pending Units	196			27	97	57	15
Total Pending Volume	53,183,537	100%	7.5	3.84M	21.40M	19.65M	8.29M
Median Listing Price	\$220,000			\$95,000	\$200,000	\$319,900	\$395,000

June 2021



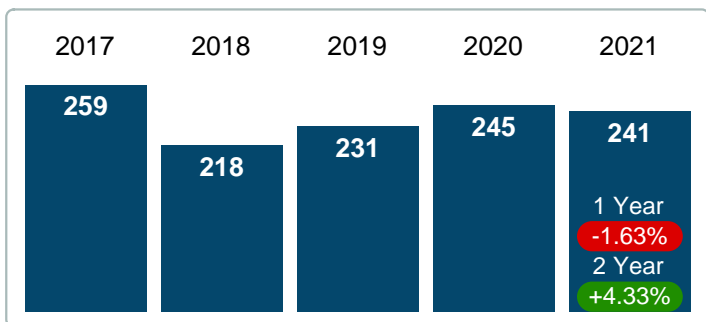
Area Delimited by County Of Rogers



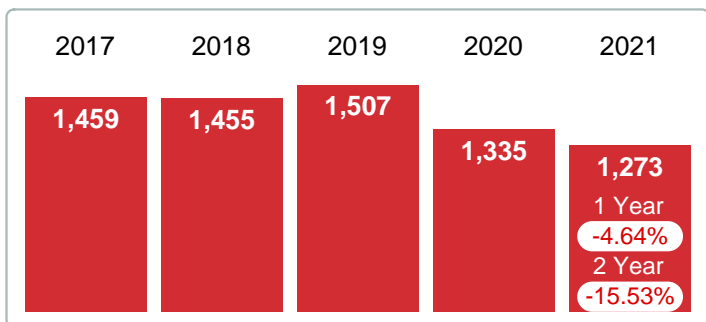
NEW LISTINGS

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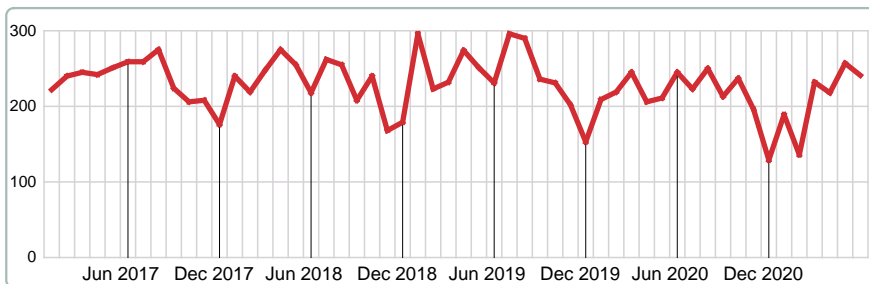
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

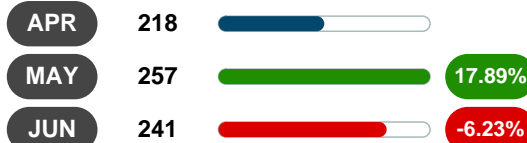


3 MONTHS

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
Total New Listed Units	241		44	122	60	15
Total New Listed Volume	70,660,773	100%	11.75M	27.88M	21.90M	9.14M
Median New Listed Listing Price	\$224,900		\$149,000	\$205,000	\$267,890	\$565,000

June 2021



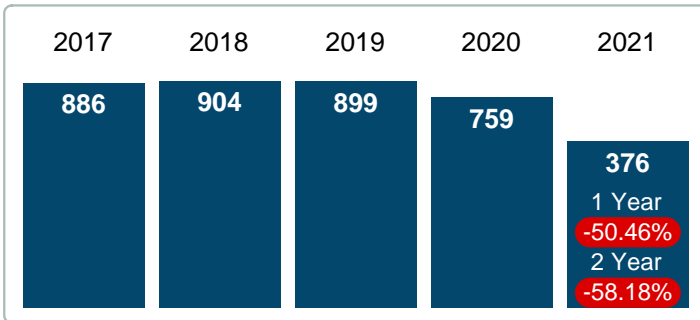
Area Delimited by County Of Rogers



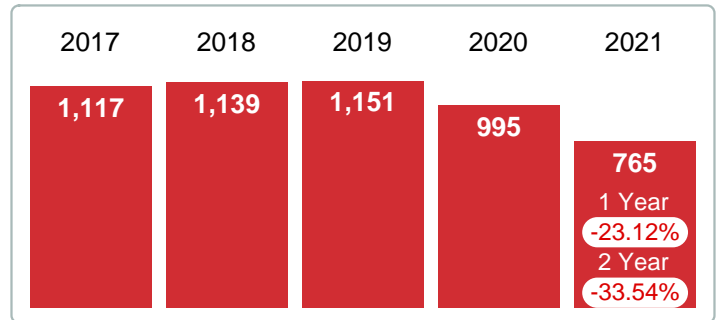
ACTIVE INVENTORY

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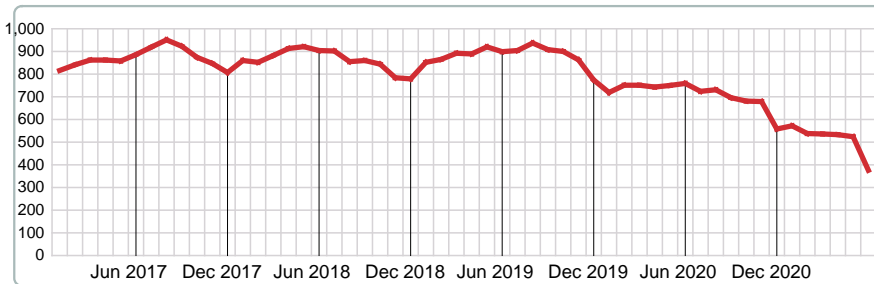
END OF JUNE



ACTIVE DURING JUNE

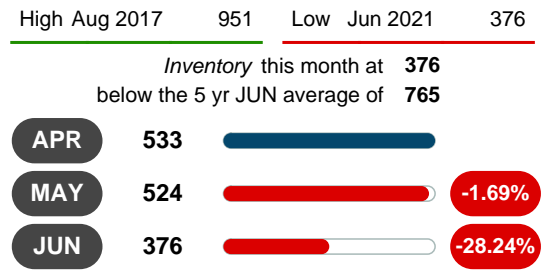


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 765



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	17	4.52%	88.0	14	1	1	1
\$25,001 - \$50,000	34	9.04%	153.0	34	0	0	0
\$50,001 - \$125,000	86	22.87%	61.0	76	9	1	0
\$125,001 - \$250,000	89	23.67%	30.0	29	45	14	1
\$250,001 - \$425,000	66	17.55%	40.0	25	20	20	1
\$425,001 - \$800,000	47	12.50%	55.0	16	9	13	9
\$800,001 and up	37	9.84%	55.0	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
Median Active Inventory Listing Price			\$199,450	\$99,450	\$230,000	\$397,000	\$699,950

June 2021



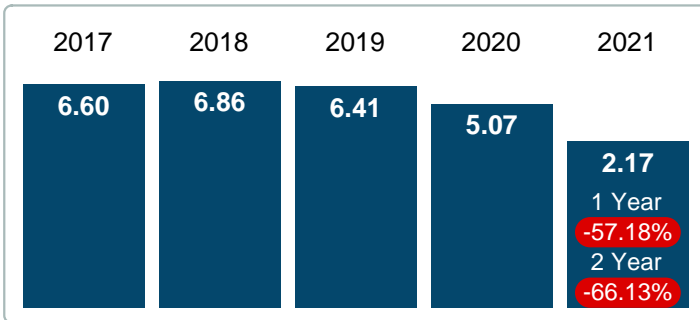
Area Delimited by County Of Rogers



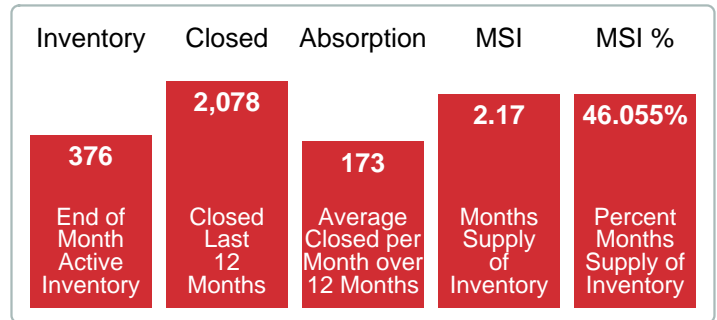
MONTHS SUPPLY of INVENTORY (MSI)

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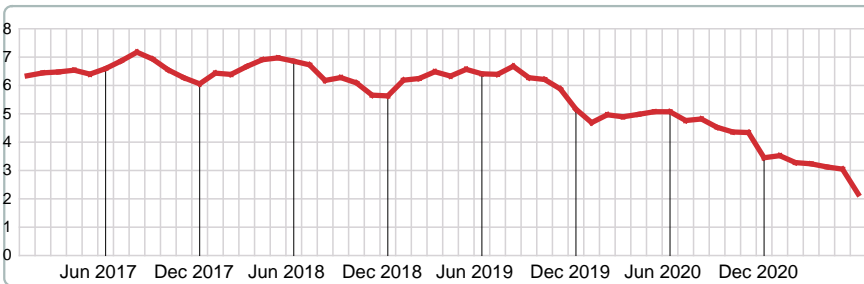
MSI FOR JUNE



INDICATORS FOR JUNE 2021

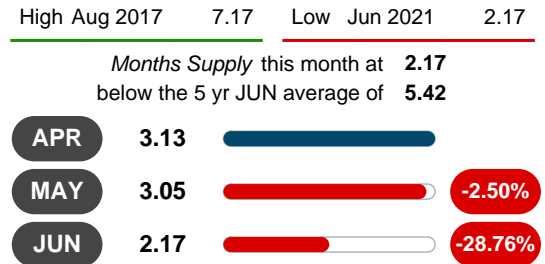


5 YEAR MARKET ACTIVITY TRENDS



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	100%	2.17	6.30	1.10	1.18	2.08
Total Active Inventory by Units	376			210	89	59	18

June 2021



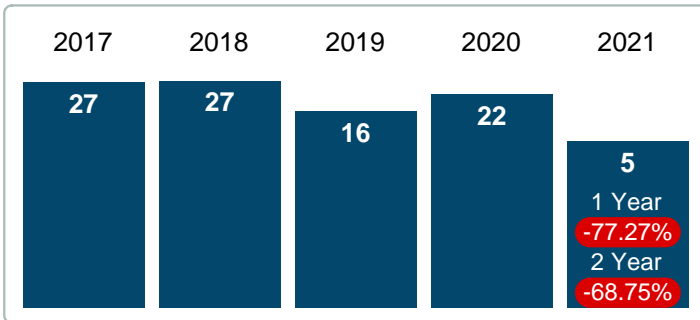
Area Delimited by County Of Rogers



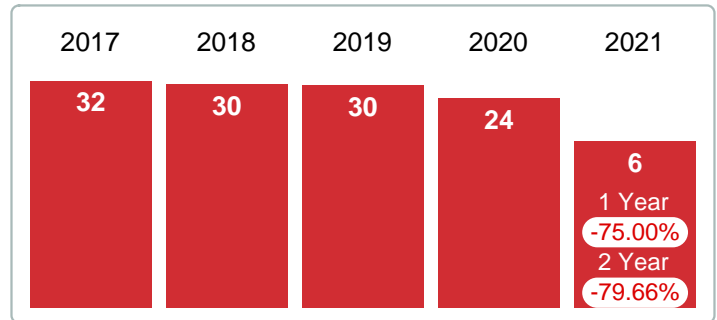
MEDIAN DAYS ON MARKET TO SALE

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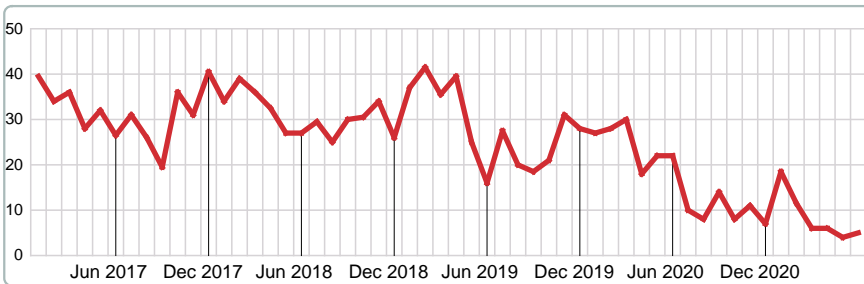
JUNE



YEAR TO DATE (YTD)

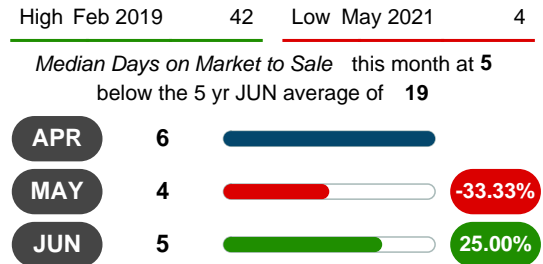


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 19



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
\$25,000 and less	6.57%	2	1	6	6	11
\$25,001 - \$75,000	14.14%	8	11	4	0	0
\$75,001 - \$150,000	12.63%	4	15	3	1	0
\$150,001 - \$225,000	25.25%	3	155	4	1	0
\$225,001 - \$300,000	16.16%	3	1	3	5	3
\$300,001 - \$450,000	15.15%	9	65	6	9	6
\$450,001 and up	10.10%	25	34	4	24	45
Median Closed DOM		5	11	4	5	11
Total Closed Units	100%	5.0	50	91	48	9
Total Closed Volume		47,680,730	7.78M	20.14M	15.41M	4.35M

June 2021



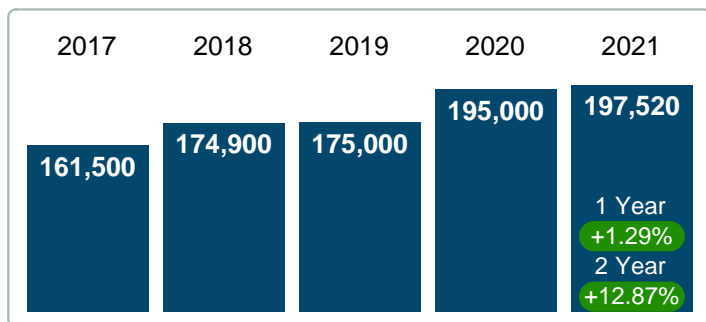
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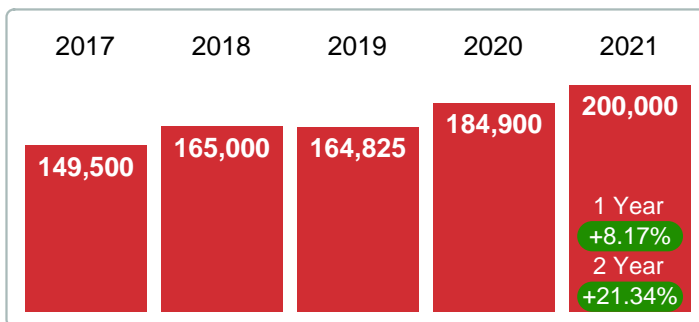
MEDIAN LIST PRICE AT CLOSING

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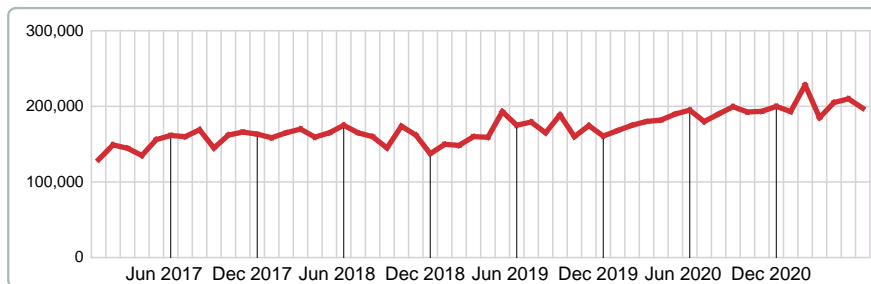
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

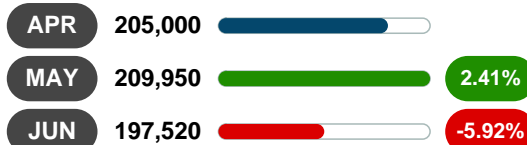


3 MONTHS

5 year JUN AVG = 180,784

High Feb 2021 228,250 Low Jan 2017 129,500

Median List Price at Closing this month at **197,520**
above the 5 yr JUN average of **180,784**



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
\$25,000 and less	6.06%	13,000	22,500	1,545	1,845	2,295
\$25,001 - \$75,000	13.13%	52,500	49,498	71,000	0	0
\$75,001 - \$150,000	14.65%	128,400	107,500	132,000	100,000	0
\$150,001 - \$225,000	26.26%	187,738	162,140	185,788	196,040	0
\$225,001 - \$300,000	16.16%	257,000	0	269,900	250,000	262,000
\$300,001 - \$450,000	14.65%	382,000	375,000	340,000	395,000	325,000
\$450,001 and up	9.09%	599,950	655,000	1,032,500	587,400	499,900
Median List Price		197,520	71,000	195,000	288,407	484,000
Total Closed Units	100%	198	50	91	48	9
Total Closed Volume		47,834,221	8.15M	19.86M	15.39M	4.44M

June 2021



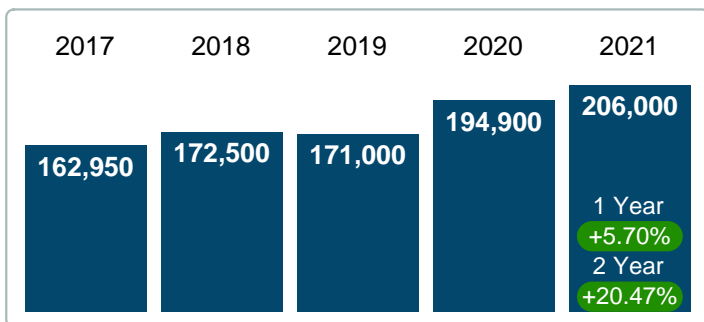
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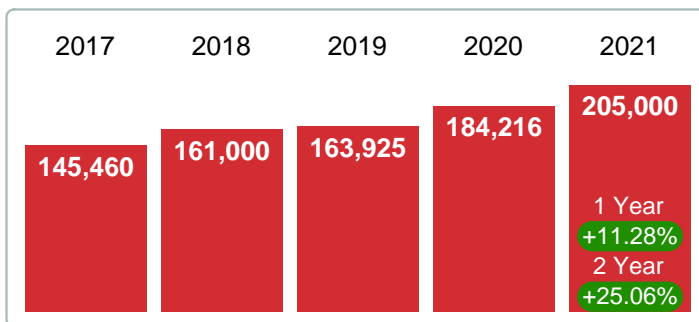
MEDIAN SOLD PRICE AT CLOSING

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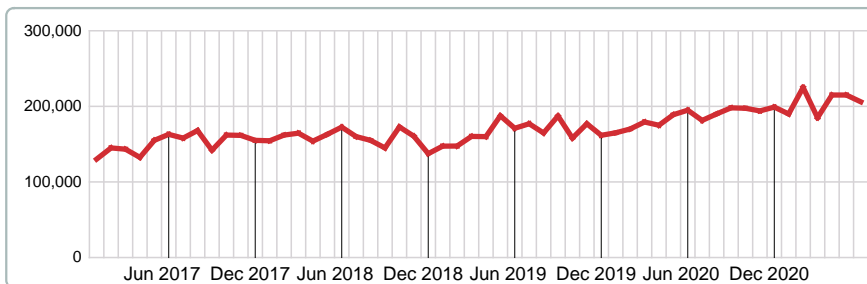
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 181,470

High Feb 2021 225,000 Low Jan 2017 130,125

Median Sold Price at Closing this month at **206,000**
above the 5 yr JUN average of **181,470**

- APR 215,000
- MAY 215,000 +0.00%
- JUN 206,000 -4.19%

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
\$25,000 and less 13	6.57%	14,000	24,000	1,545	1,845	2,295
\$25,001 - \$75,000 28	14.14%	56,990	55,000	70,000	0	0
\$75,001 - \$150,000 25	12.63%	125,000	120,000	132,550	100,000	0
\$150,001 - \$225,000 50	25.25%	185,288	155,000	185,000	198,390	0
\$225,001 - \$300,000 32	16.16%	265,000	226,500	266,001	257,500	262,000
\$300,001 - \$450,000 30	15.15%	377,250	350,000	317,500	390,500	330,000
\$450,001 and up 20	10.10%	542,200	605,000	487,760	569,400	515,000
Median Sold Price		206,000	70,393	203,900	285,957	460,000
Total Closed Units	100%	206,000	50	91	48	9
Total Closed Volume		47,680,730	7.78M	20.14M	15.41M	4.35M

June 2021



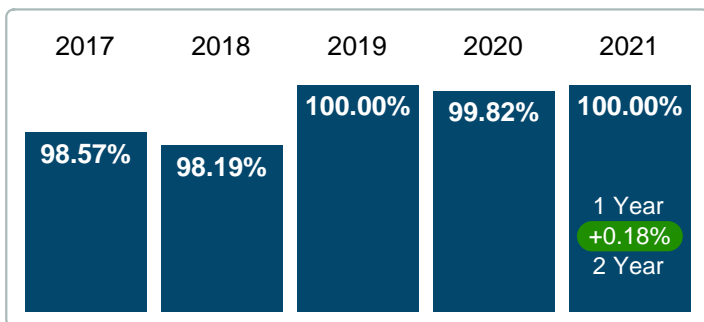
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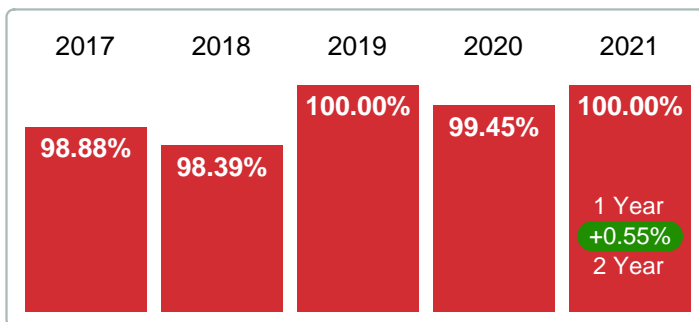
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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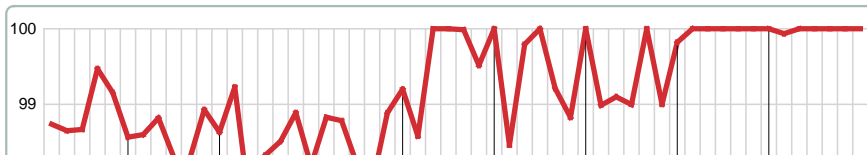
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 99.32%

High Jun 2021 100.00% Low Feb 2018 97.63%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr JUN average of **99.32%**

APR 100.00%
MAY 100.00%
JUN 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
\$25,000 and less	13	6.57%	100.00%	100.00%	100.00%	100.00%	100.00%
\$25,001 - \$75,000	28	14.14%	100.00%	100.00%	100.00%	0.00%	0.00%
\$75,001 - \$150,000	25	12.63%	100.00%	95.18%	100.00%	100.00%	0.00%
\$150,001 - \$225,000	50	25.25%	100.00%	95.60%	100.22%	100.00%	0.00%
\$225,001 - \$300,000	32	16.16%	100.00%	119.27%	100.04%	100.00%	100.00%
\$300,001 - \$450,000	30	15.15%	100.00%	92.65%	100.00%	100.08%	101.54%
\$450,001 and up	20	10.10%	98.34%	92.59%	101.75%	99.04%	100.00%
Median Sold/List Ratio		100.00%		97.64%	100.00%	100.00%	100.00%
Total Closed Units		198	100%	50	91	48	9
Total Closed Volume		47,680,730		7.78M	20.14M	15.41M	4.35M

June 2021

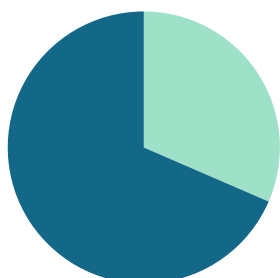
Area Delimited by County Of Rogers



MARKET SUMMARY

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

INVENTORY

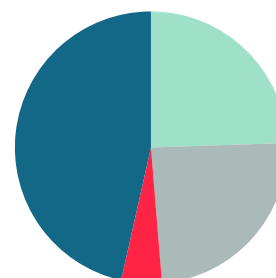


Inventory
 New Listings
241 = 31.50%
 Start Inventory
524
 Total Inventory Units
765
 Volume
\$241,669,241

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%
Median List Price	195,000	197,520	1.29%	184,900	200,000	8.17%
Median Sale Price	194,900	206,000	5.70%	184,216	205,000	11.28%
Median Percent of Selling Price to List Price	99.82%	100.00%	0.18%	99.45%	100.00%	0.55%
Median Days on Market to Sale	22.00	5.00	-77.27%	24.00	6.00	-75.00%
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

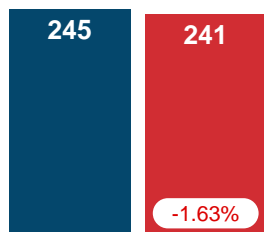
Inventory on June 30, 2021 = 376

2020 2021

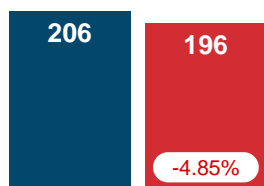
JUNE MARKET

MEDIAN PRICES

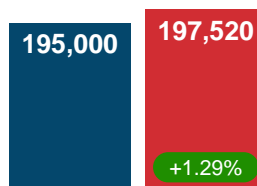
New Listings



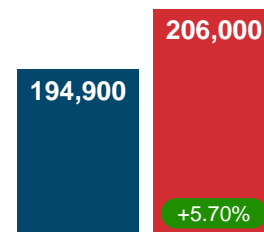
Pending Listings



List Price



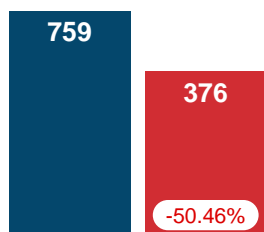
Sale Price



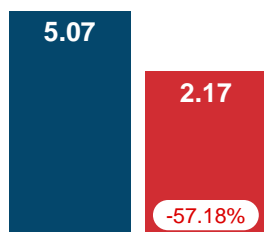
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

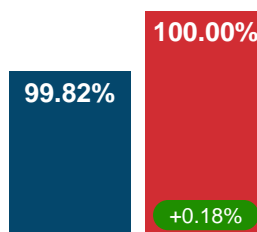
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

