

March 2021

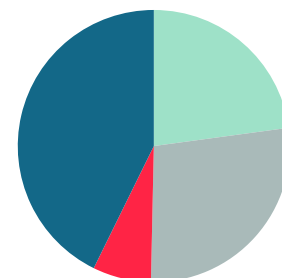
Area Delimited by County Of Rogers



MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | 2020 | March 2021 | +/-% |
|--|---------|------------|---------|
| Closed Listings | 150 | 168 | 12.00% |
| Pending Listings | 135 | 202 | 49.63% |
| New Listings | 245 | 232 | -5.31% |
| Average List Price | 203,655 | 214,901 | 5.52% |
| Average Sale Price | 200,821 | 211,717 | 5.43% |
| Average Percent of Selling Price to List Price | 99.20% | 97.93% | -1.28% |
| Average Days on Market to Sale | 48.35 | 32.81 | -32.14% |
| End of Month Inventory | 751 | 314 | -58.19% |
| Months Supply of Inventory | 4.89 | 1.90 | -61.18% |



■ Closed (22.86%)
■ Pending (27.48%)
■ Other OffMarket (6.94%)
■ Active (42.72%)

Absorption: Last 12 months, an Average of **165** Sales/Month
Active Inventory as of March 31, 2021 = **314**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2021 decreased **58.19%** to 314 existing homes available for sale. Over the last 12 months this area has had an average of 165 closed sales per month. This represents an unsold inventory index of **1.90** 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 **5.43%** in March 2021 to \$211,717 versus the previous year at \$200,821.

Average Days on Market Shortens

The average number of **32.81** days that homes spent on the market before selling decreased by 15.54 days or **32.14%** in March 2021 compared to last year's same month at **48.35** DOM.

Sales Success for March 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 232 New Listings in March 2021, down **5.31%** from last year at 245. Furthermore, there were 168 Closed Listings this month versus last year at 150, a **12.00%** increase.

Closed versus Listed trends yielded a **72.4%** ratio, up from previous year's, March 2020, at **61.2%**, a **18.28%** 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

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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

March 2021

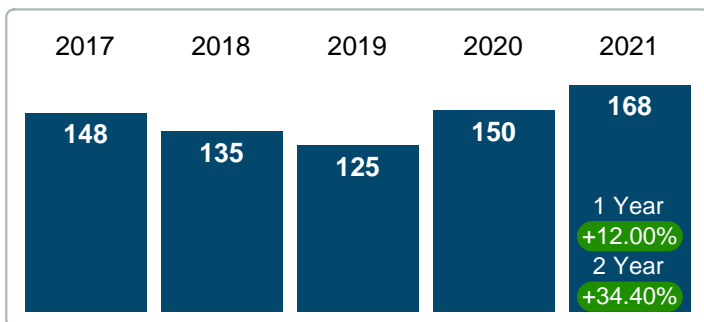
Area Delimited by County Of Rogers



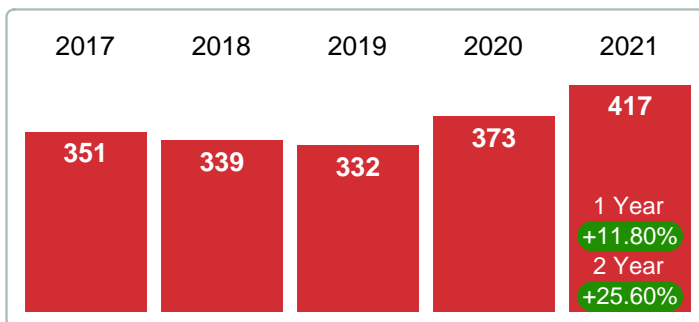
CLOSED LISTINGS

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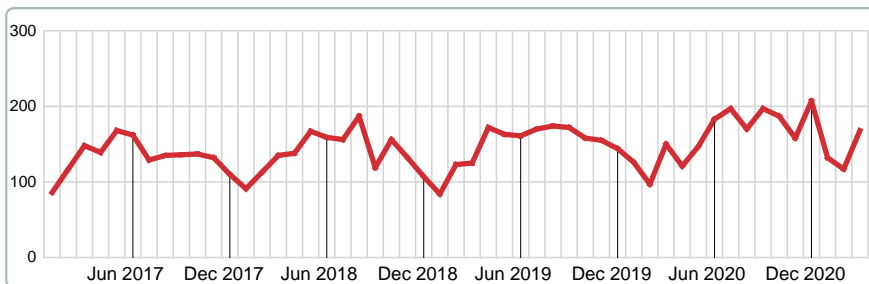
MARCH



YEAR TO DATE (YTD)

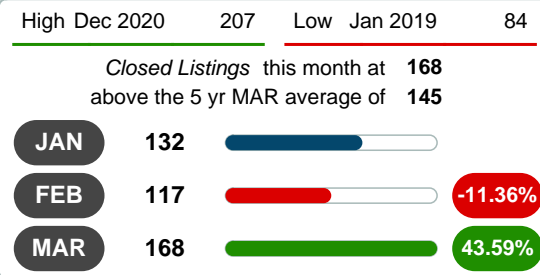


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 145



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 | 7.74% | 25.8 | 5 | 4 | 4 | 0 |
| \$25,001 - \$50,000 | 21 | 12.50% | 51.2 | 19 | 1 | 0 | 1 |
| \$50,001 - \$150,000 | 26 | 15.48% | 39.9 | 13 | 12 | 1 | 0 |
| \$150,001 - \$200,000 | 33 | 19.64% | 25.0 | 3 | 23 | 7 | 0 |
| \$200,001 - \$275,000 | 34 | 20.24% | 18.3 | 0 | 19 | 14 | 1 |
| \$275,001 - \$400,000 | 24 | 14.29% | 34.1 | 0 | 9 | 15 | 0 |
| \$400,001 and up | 17 | 10.12% | 46.9 | 0 | 3 | 7 | 7 |
| Total Closed Units | 168 | | | 40 | 71 | 48 | 9 |
| Total Closed Volume | 35,568,389 | 100% | 32.8 | 2.65M | 14.36M | 13.56M | 5.00M |
| Average Closed Price | \$211,717 | | | \$66,284 | \$202,295 | \$282,432 | \$555,267 |

March 2021

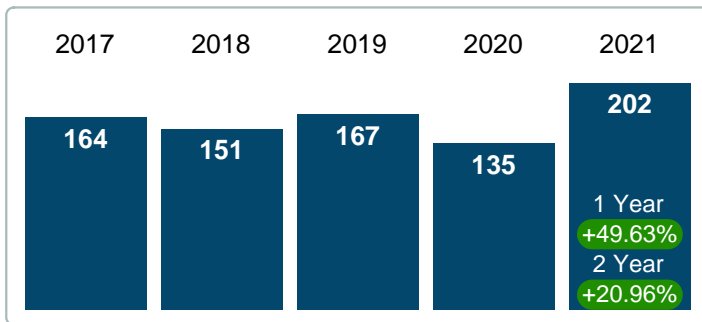
Area Delimited by County Of Rogers



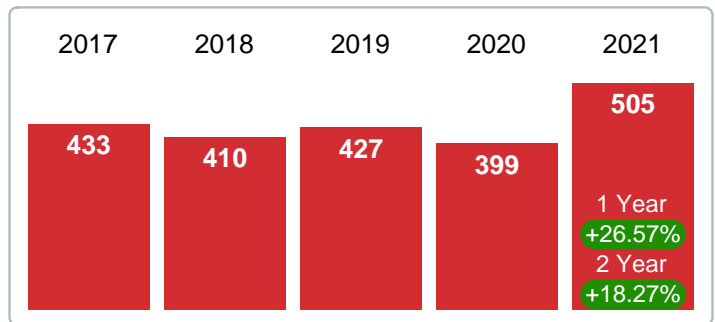
PENDING LISTINGS

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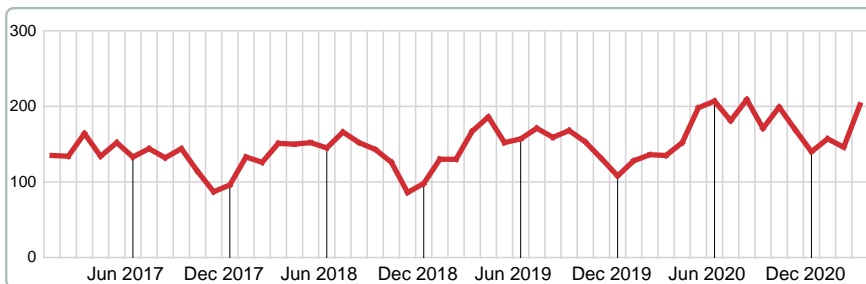
MARCH



YEAR TO DATE (YTD)

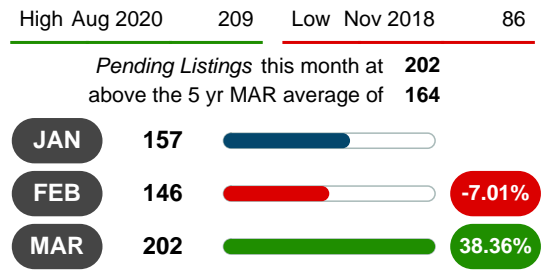


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 164



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 | 8.42% | 51.9 | 14 | 2 | 1 | 0 |
| \$75,001 - \$150,000 | 30 | 14.85% | 34.3 | 9 | 20 | 1 | 0 |
| \$150,001 - \$175,000 | 27 | 13.37% | 15.3 | 0 | 26 | 1 | 0 |
| \$175,001 - \$225,000 | 45 | 22.28% | 17.5 | 4 | 27 | 14 | 0 |
| \$225,001 - \$325,000 | 36 | 17.82% | 16.6 | 0 | 21 | 15 | 0 |
| \$325,001 - \$450,000 | 26 | 12.87% | 44.7 | 1 | 5 | 19 | 1 |
| \$450,001 and up | 21 | 10.40% | 79.9 | 3 | 1 | 13 | 4 |
| Total Pending Units | 202 | | | 31 | 102 | 64 | 5 |
| Total Pending Volume | 52,533,496 | 100% | 21.5 | 6.06M | 20.38M | 22.91M | 3.19M |
| Average Listing Price | \$151,875 | | | \$195,602 | \$199,783 | \$357,891 | \$637,380 |

March 2021



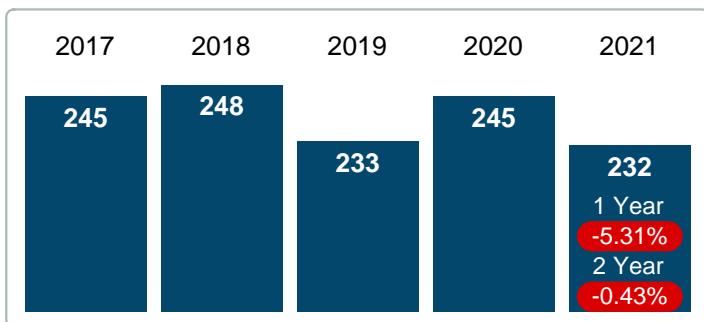
Area Delimited by County Of Rogers



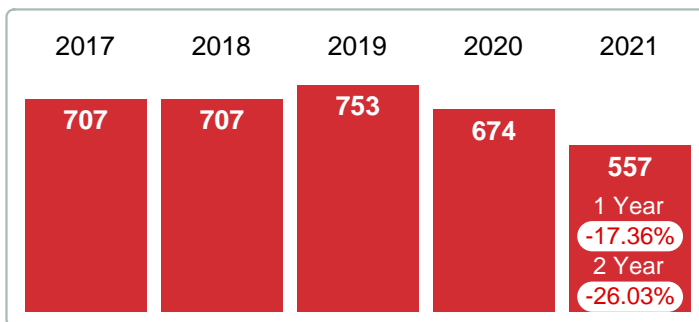
NEW LISTINGS

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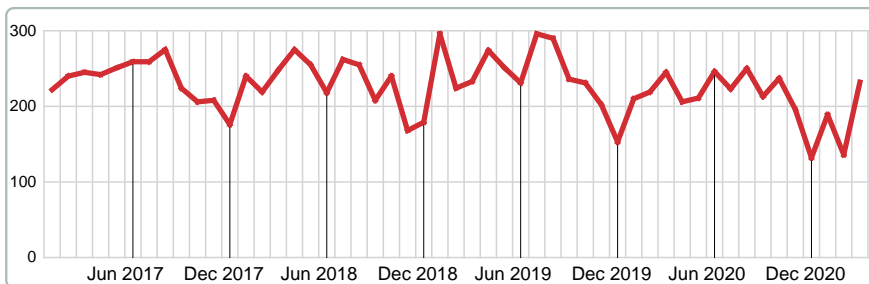
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 241

High Jul 2019 296 Low Dec 2020 132

New Listings this month at **232**
below the 5 yr MAR average of **241**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range | | % | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|------------------|------------------|------------------|------------------|
| \$60,000 and less | 23 | 9.91% | 17 | 3 | 3 | 0 |
| \$60,001 - \$130,000 | 30 | 12.93% | 20 | 9 | 1 | 0 |
| \$130,001 - \$160,000 | 24 | 10.34% | 5 | 18 | 1 | 0 |
| \$160,001 - \$240,000 | 70 | 30.17% | 9 | 45 | 16 | 0 |
| \$240,001 - \$320,000 | 30 | 12.93% | 2 | 19 | 9 | 0 |
| \$320,001 - \$520,000 | 30 | 12.93% | 6 | 7 | 15 | 2 |
| \$520,001 and up | 25 | 10.78% | 9 | 3 | 9 | 4 |
| Total New Listed Units | 232 | | 68 | 104 | 54 | 6 |
| Total New Listed Volume | 78,040,782 | 100% | 31.35M | 22.10M | 20.73M | 3.86M |
| Average New Listed Listing Price | \$142,941 | | \$460,997 | \$212,482 | \$383,927 | \$643,800 |

March 2021



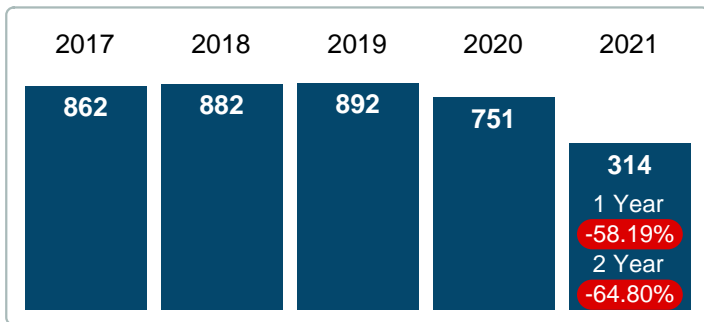
Area Delimited by County Of Rogers



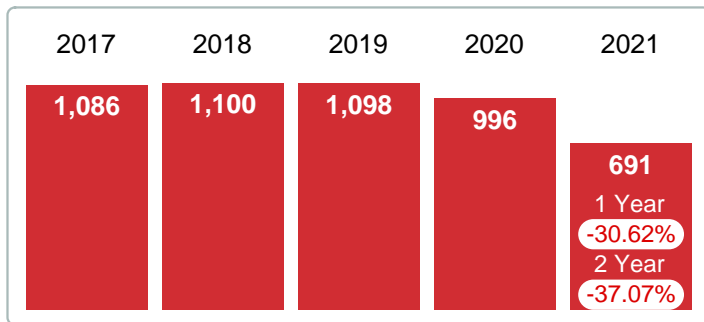
ACTIVE INVENTORY

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

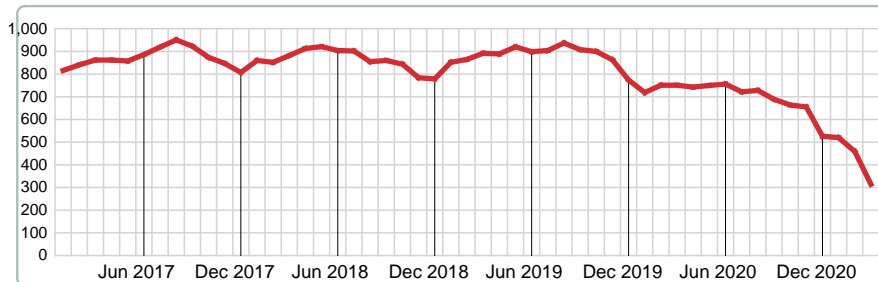
END OF MARCH



ACTIVE DURING MARCH



5 YEAR MARKET ACTIVITY TRENDS

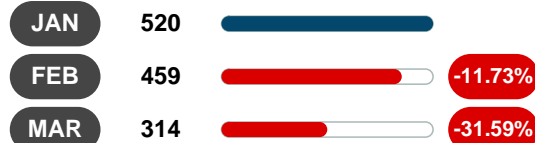


3 MONTHS

5 year MAR AVG = 740

High Aug 2017 951 Low Mar 2021 314

Inventory this month at 314
below the 5 yr MAR average of 740



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 | 9 | 2.87% | 96.9 | 7 | 1 | 1 | 0 |
| \$25,001 - \$75,000 | 61 | 19.43% | 117.0 | 57 | 3 | 1 | 0 |
| \$75,001 - \$125,000 | 34 | 10.83% | 68.0 | 27 | 6 | 1 | 0 |
| \$125,001 - \$275,000 | 80 | 25.48% | 60.3 | 36 | 29 | 14 | 1 |
| \$275,001 - \$450,000 | 59 | 18.79% | 87.8 | 20 | 16 | 21 | 2 |
| \$450,001 - \$750,000 | 40 | 12.74% | 84.8 | 11 | 4 | 15 | 10 |
| \$750,001 and up | 31 | 9.87% | 139.5 | 15 | 2 | 6 | 8 |
| Total Active Inventory by Units | 314 | | | 173 | 61 | 59 | 21 |
| Total Active Inventory by Volume | 121,744,463 | 100% | 89.3 | 59.03M | 16.25M | 26.76M | 19.71M |
| Average Active Inventory Listing Price | \$387,721 | | | \$341,238 | \$266,363 | \$453,503 | \$938,357 |

March 2021



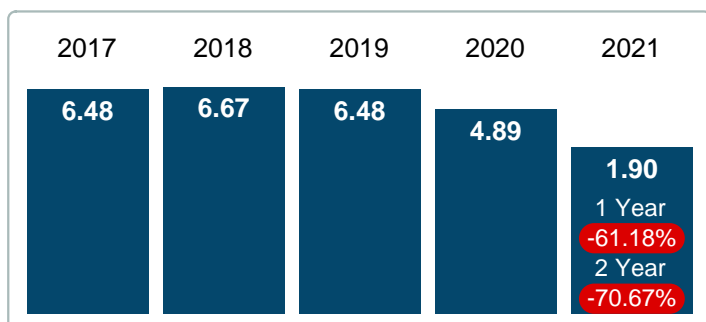
Area Delimited by County Of Rogers



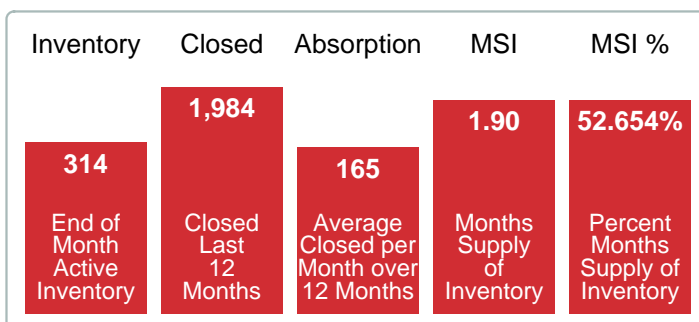
MONTHS SUPPLY of INVENTORY (MSI)

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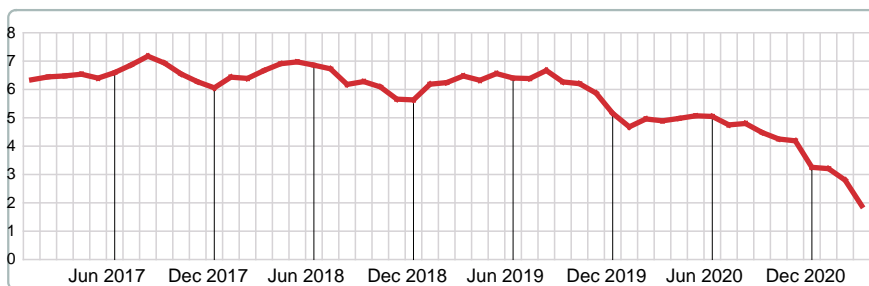
MSI FOR MARCH



INDICATORS FOR MARCH 2021



5 YEAR MARKET ACTIVITY TRENDS

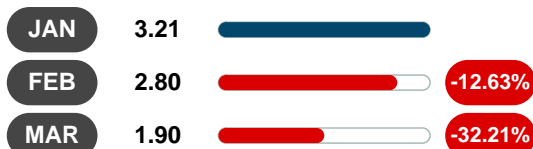


3 MONTHS

5 year MAR AVG = 5.28

High Aug 2017 7.17 Low Mar 2021 1.90

Months Supply this month at 1.90 below the 5 yr MAR average of 5.28



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 | 9 | 2.87% | 1.20 | 2.05 | 0.35 | 0.80 | 0.00 |
| \$25,001 - \$75,000 | 61 | 19.43% | 3.61 | 4.22 | 1.06 | 2.40 | 0.00 |
| \$75,001 - \$125,000 | 34 | 10.83% | 2.03 | 4.44 | 0.65 | 0.71 | 0.00 |
| \$125,001 - \$275,000 | 80 | 25.48% | 1.01 | 6.00 | 0.56 | 0.66 | 1.50 |
| \$275,001 - \$450,000 | 59 | 18.79% | 1.67 | 16.00 | 1.50 | 1.06 | 0.56 |
| \$450,001 - \$750,000 | 40 | 12.74% | 5.05 | 44.00 | 4.00 | 3.53 | 4.14 |
| \$750,001 and up | 31 | 9.87% | 16.91 | 60.00 | 12.00 | 8.00 | 12.00 |
| Market Supply of Inventory (MSI) | | | 1.90 | 5.63 | 0.78 | 1.21 | 2.77 |
| Total Active Inventory by Units | | 100% | 1.90 | 173 | 61 | 59 | 21 |

March 2021

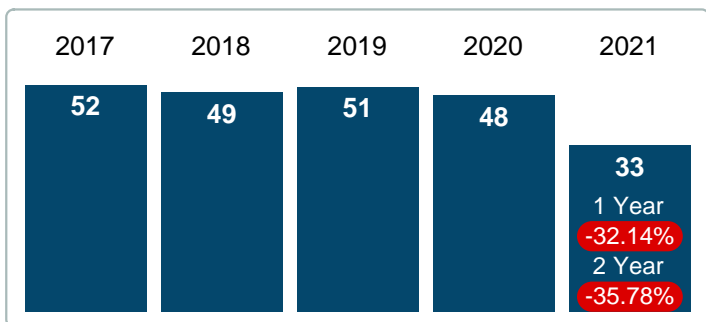
Area Delimited by County Of Rogers



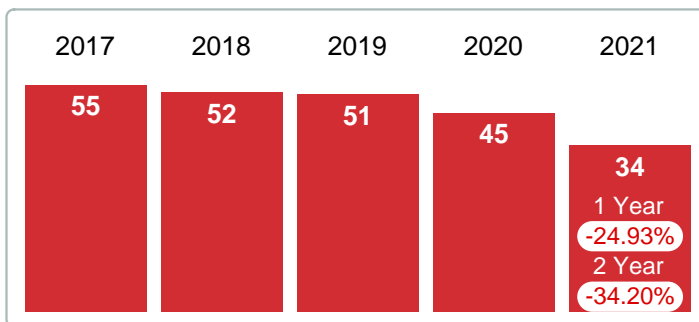
AVERAGE DAYS ON MARKET TO SALE

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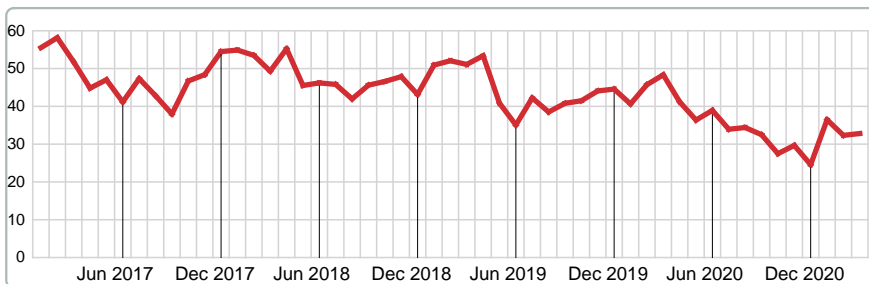
MARCH



YEAR TO DATE (YTD)

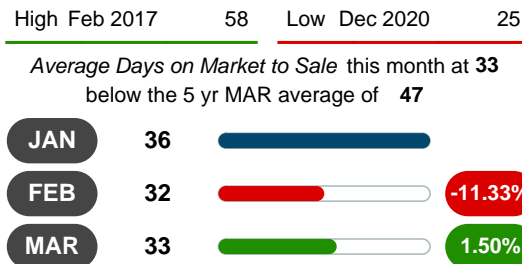


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 47



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 | 7.74% | 26 | 54 | 11 | 5 | 0 |
| \$25,001 - \$50,000 | 12.50% | 51 | 50 | 17 | 0 | 116 |
| \$50,001 - \$150,000 | 15.48% | 40 | 54 | 28 | 2 | 0 |
| \$150,001 - \$200,000 | 19.64% | 25 | 39 | 21 | 33 | 0 |
| \$200,001 - \$275,000 | 20.24% | 18 | 0 | 15 | 23 | 16 |
| \$275,001 - \$400,000 | 14.29% | 34 | 0 | 27 | 38 | 0 |
| \$400,001 and up | 10.12% | 47 | 0 | 22 | 36 | 69 |
| Average Closed DOM | | 33 | | | | |
| Total Closed Units | 100% | 33 | 40 | 71 | 48 | 9 |
| Total Closed Volume | | 35,568,389 | 2.65M | 14.36M | 13.56M | 5.00M |

March 2021

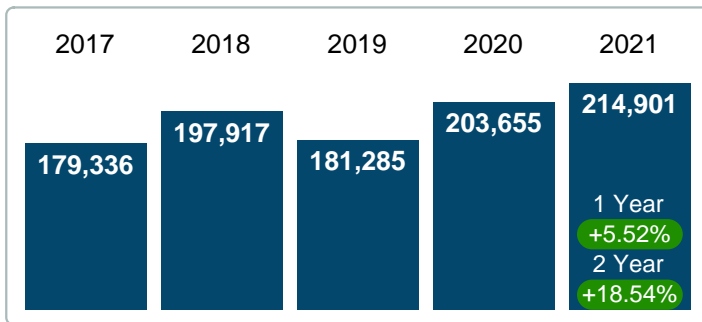
Area Delimited by County Of Rogers



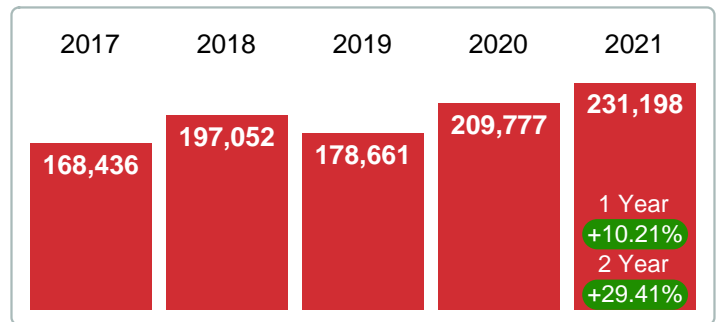
AVERAGE LIST PRICE AT CLOSING

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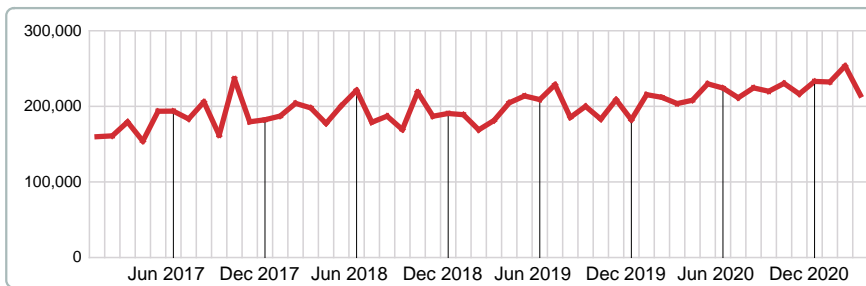
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

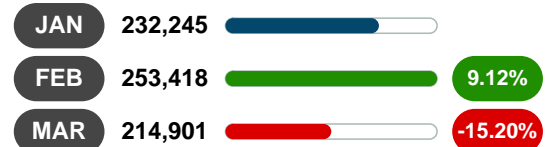


3 MONTHS

5 year MAR AVG = 195,419

High Feb 2021 253,418 Low Apr 2017 154,017

Average List Price at Closing this month at **214,901**
above the 5 yr MAR average of **195,419**



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 | 10 | 5.95% | 3,701 | 16,500 | 1,341 | 11,261 | 0 | |
| \$25,001 - \$50,000 | 23 | 13.69% | 42,996 | 45,001 | 38,000 | 0 | 53,000 | |
| \$50,001 - \$150,000 | 25 | 14.88% | 111,565 | 101,905 | 134,431 | 150,000 | 0 | |
| \$150,001 - \$200,000 | 38 | 22.62% | 176,141 | 176,333 | 174,149 | 174,174 | 0 | |
| \$200,001 - \$275,000 | 33 | 19.64% | 243,351 | 0 | 236,246 | 237,829 | 255,000 | |
| \$275,001 - \$400,000 | 21 | 12.50% | 337,619 | 0 | 333,778 | 337,013 | 0 | |
| \$400,001 and up | 18 | 10.71% | 581,911 | 0 | 468,000 | 541,285 | 693,914 | |
| Average List Price | | 214,901 | | 69,782 | 205,051 | 283,085 | 573,933 | |
| Total Closed Units | | 168 | 100% | 214,901 | 40 | 71 | 48 | 9 |
| Total Closed Volume | | 36,103,388 | | | 2.79M | 14.56M | 13.59M | 5.17M |

March 2021

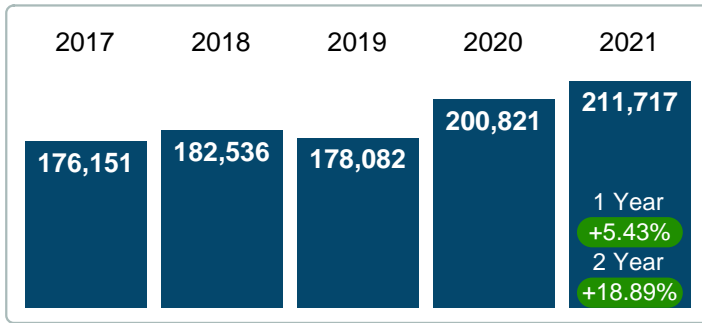
Area Delimited by County Of Rogers



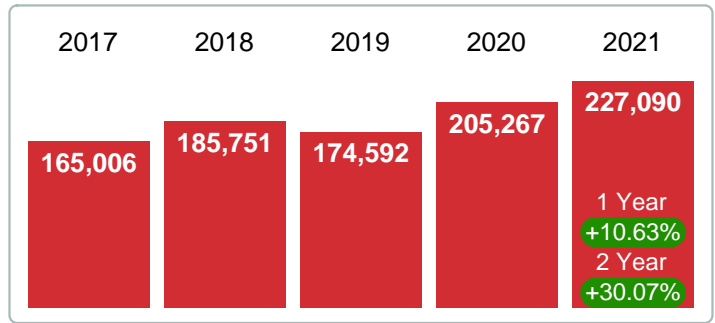
AVERAGE SOLD PRICE AT CLOSING

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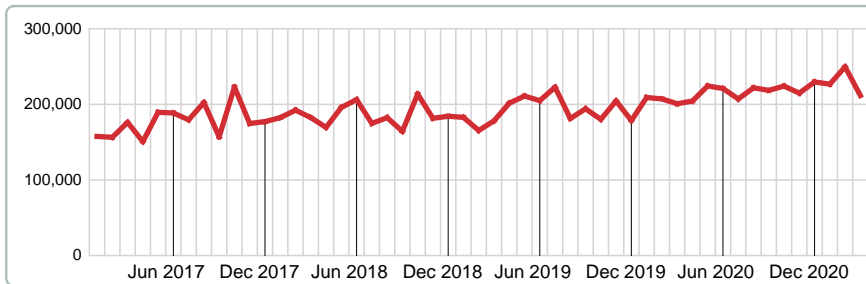
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

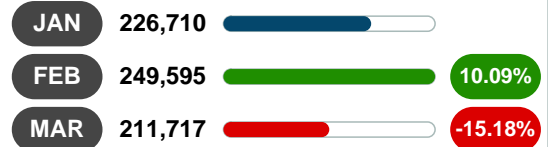


3 MONTHS

5 year MAR AVG = 189,861

High Feb 2021 249,595 Low Apr 2017 150,777

Average Sold Price at Closing this month at 211,717 above the 5 yr MAR average of 189,861



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 | 7.74% | 8,476 | 14,900 | 1,341 | 7,580 | 0 |
| \$25,001 - \$50,000 | 12.50% | 42,683 | 43,071 | 35,000 | 0 | 43,000 |
| \$50,001 - \$150,000 | 15.48% | 111,891 | 95,654 | 127,140 | 140,000 | 0 |
| \$150,001 - \$200,000 | 19.64% | 173,676 | 171,667 | 173,891 | 173,831 | 0 |
| \$200,001 - \$275,000 | 20.24% | 236,648 | 0 | 234,300 | 238,525 | 255,000 |
| \$275,001 - \$400,000 | 14.29% | 334,582 | 0 | 332,353 | 335,920 | 0 |
| \$400,001 and up | 10.12% | 579,137 | 0 | 451,500 | 541,634 | 671,343 |
| Average Sold Price | | 211,717 | 66,284 | 202,295 | 282,432 | 555,267 |
| Total Closed Units | 100% | 211,717 | 40 | 71 | 48 | 9 |
| Total Closed Volume | | 35,568,389 | 2.65M | 14.36M | 13.56M | 5.00M |

March 2021



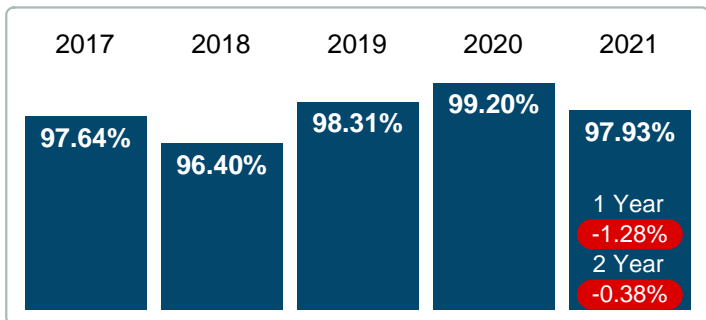
Area Delimited by County Of Rogers



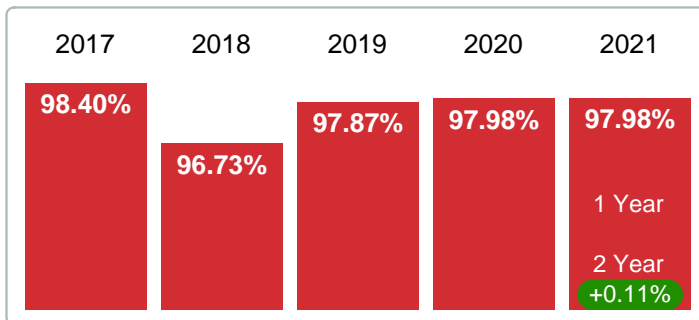
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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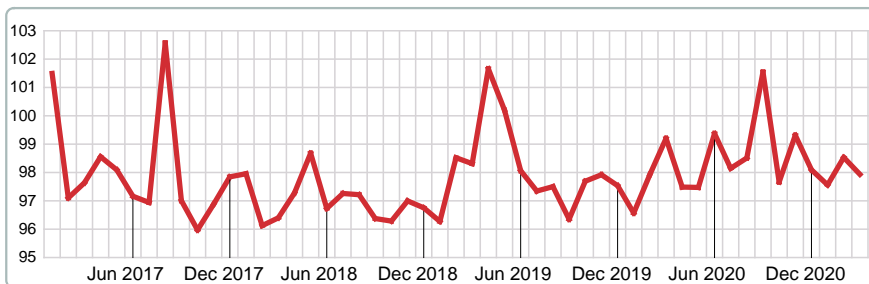
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

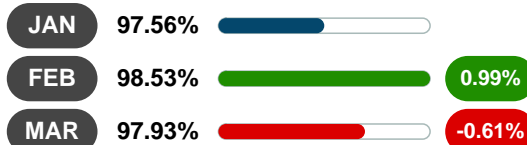


3 MONTHS

5 year MAR AVG = 97.90%

High Aug 2017 102.57% Low Oct 2017 95.97%

Average Sold/List Ratio this month at **97.93%**
equal to 5 yr MAR average of **97.90%**



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 | 7.74% | 95.69% | 94.28% | 100.00% | 93.13% | 0.00% | |
| \$25,001 \$50,000 | 21 | 12.50% | 94.95% | 95.83% | 92.11% | 0.00% | 81.13% | |
| \$50,001 \$150,000 | 26 | 15.48% | 94.66% | 94.24% | 95.21% | 93.33% | 0.00% | |
| \$150,001 \$200,000 | 33 | 19.64% | 99.63% | 97.63% | 99.84% | 99.80% | 0.00% | |
| \$200,001 \$275,000 | 34 | 20.24% | 99.84% | 0.00% | 99.27% | 100.60% | 100.00% | |
| \$275,001 \$400,000 | 24 | 14.29% | 99.86% | 0.00% | 99.96% | 99.80% | 0.00% | |
| \$400,001 and up | 17 | 10.12% | 98.54% | 0.00% | 96.46% | 100.18% | 97.79% | |
| Average Sold/List Ratio | | 97.90% | | 95.25% | 98.68% | 99.40% | 96.19% | |
| Total Closed Units | | 168 | 100% | 97.90% | 40 | 71 | 48 | 9 |
| Total Closed Volume | | 35,568,389 | | | 2.65M | 14.36M | 13.56M | 5.00M |

March 2021

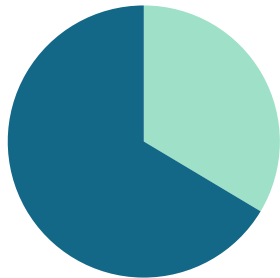
Area Delimited by County Of Rogers



MARKET SUMMARY

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

INVENTORY

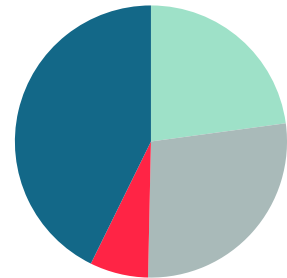


Inventory
 New Listings
232 = 33.57%
 Start Inventory
459
 Total Inventory Units
691
 Volume
\$216,962,926

Market Activity

Closed Sales
168 = 22.86%
 Pending Sales
202 = 27.48%
 Other Off Market
51 = 6.94%
 Active Inventory
314 = 42.72%

MARKET ACTIVITY



| Compared Metrics | March | | | Year to Date | | |
|--|---------|---------|---------|--------------|---------|---------|
| | 2020 | 2021 | +/-% | 2020 | 2021 | +/-% |
| Closed Sales | 150 | 168 | 12.00% | 373 | 417 | 11.80% |
| Pending Sales | 135 | 202 | 49.63% | 399 | 505 | 26.57% |
| New Listings | 245 | 232 | -5.31% | 674 | 557 | -17.36% |
| Average List Price | 203,655 | 214,901 | 5.52% | 209,777 | 231,198 | 10.21% |
| Average Sale Price | 200,821 | 211,717 | 5.43% | 205,267 | 227,090 | 10.63% |
| Average Percent of Selling Price to List Price | 99.20% | 97.93% | -1.28% | 97.98% | 97.98% | 0.00% |
| Average Days on Market to Sale | 48.35 | 32.81 | -32.14% | 45.06 | 33.83 | -24.93% |
| Monthly Inventory | 751 | 314 | -58.19% | 751 | 314 | -58.19% |
| Months Supply of Inventory | 4.89 | 1.90 | -61.18% | 4.89 | 1.90 | -61.18% |

Absorption: Last 12 months, an Average of **165** Sales/Month

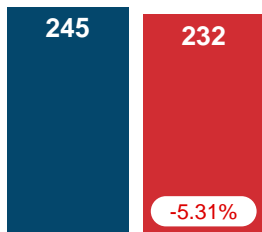
Inventory on March 31, 2021 = **314**

2020 **2021**

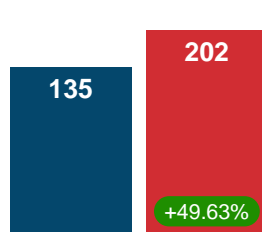
MARCH MARKET

AVERAGE PRICES

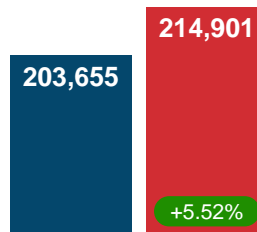
New Listings



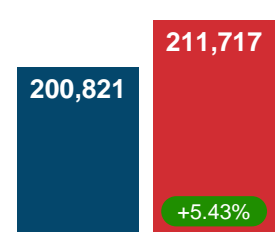
Pending Listings



List Price



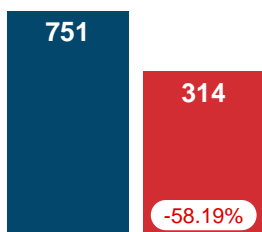
Sale Price



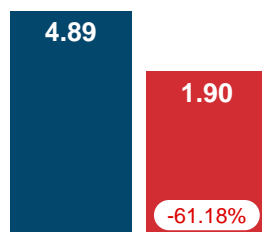
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

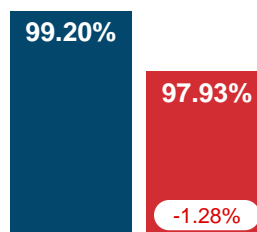
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

