

May 2021

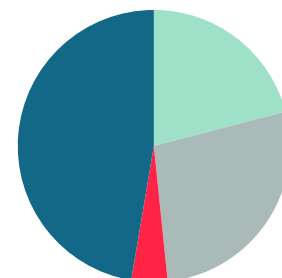
Area Delimited by County Of Rogers



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	May 2021	+/-%
Closed Listings	147	161	9.52%
Pending Listings	198	211	6.57%
New Listings	211	257	21.80%
Average List Price	229,792	256,116	11.46%
Average Sale Price	224,326	255,021	13.68%
Average Percent of Selling Price to List Price	97.47%	99.45%	2.03%
Average Days on Market to Sale	36.38	20.14	-44.63%
End of Month Inventory	750	364	-51.47%
Months Supply of Inventory	5.07	2.12	-58.18%



■ Closed (20.94%)
■ Pending (27.44%)
■ Other OffMarket (4.29%)
■ Active (47.33%)

Absorption: Last 12 months, an Average of **172** Sales/Month
Active Inventory as of May 31, 2021 = **364**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2021 decreased **51.47%** to 364 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 **2.12** 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 **13.68%** in May 2021 to \$255,021 versus the previous year at \$224,326.

Average Days on Market Shortens

The average number of **20.14** days that homes spent on the market before selling decreased by 16.24 days or **44.63%** in May 2021 compared to last year's same month at **36.38** DOM.

Sales Success for May 2021 is Positive

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

There were 257 New Listings in May 2021, up **21.80%** from last year at 211. Furthermore, there were 161 Closed Listings this month versus last year at 147, a **9.52%** increase.

Closed versus Listed trends yielded a **62.6%** ratio, down from previous year's, May 2020, at **69.7%**, a **10.08%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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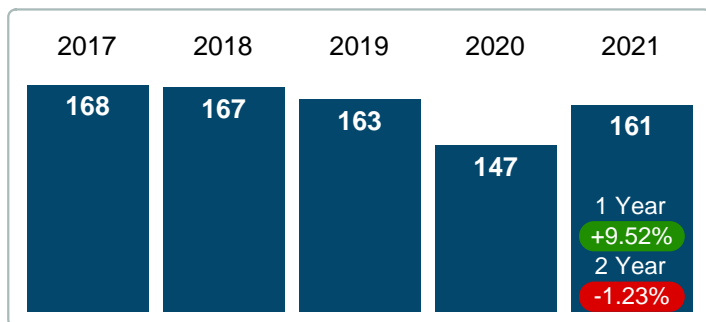
Area Delimited by County Of Rogers



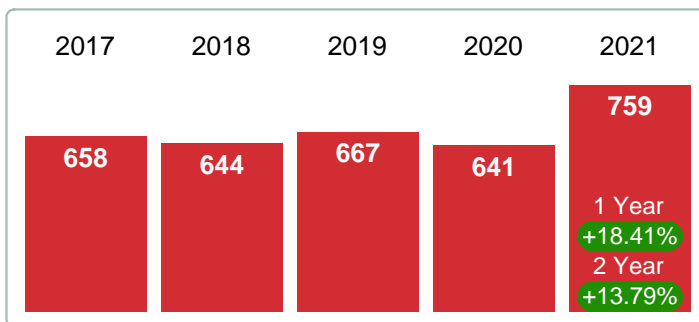
CLOSED LISTINGS

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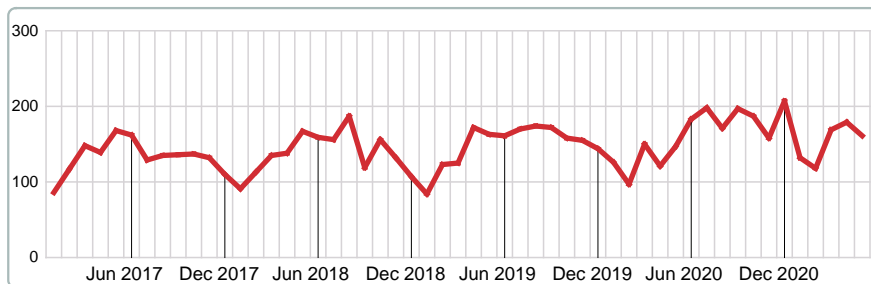
MAY



YEAR TO DATE (YTD)

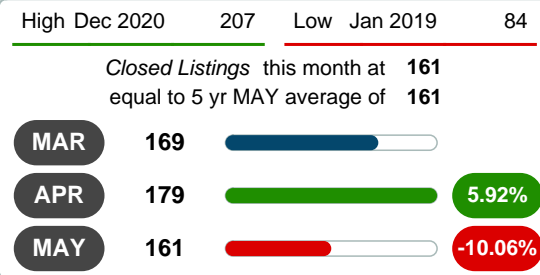


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 161



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	16	9.94%	24.3	10	5	1	0
\$50,001 - \$125,000	18	11.18%	32.4	10	7	1	0
\$125,001 - \$175,000	20	12.42%	10.4	3	15	0	2
\$175,001 - \$250,000	44	27.33%	18.3	8	22	14	0
\$250,001 - \$350,000	27	16.77%	14.5	0	15	12	0
\$350,001 - \$425,000	18	11.18%	19.8	0	5	12	1
\$425,001 and up	18	11.18%	28.4	0	1	10	7
Total Closed Units	161			31	70	50	10
Total Closed Volume	41,058,376	100%	20.1	3.40M	14.42M	18.18M	5.06M
Average Closed Price	\$255,021			\$109,551	\$205,970	\$363,622	\$506,328

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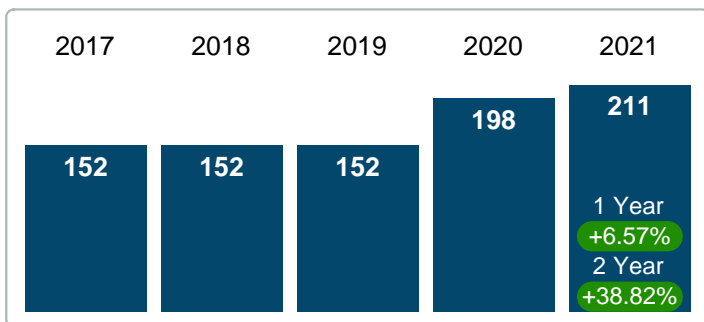
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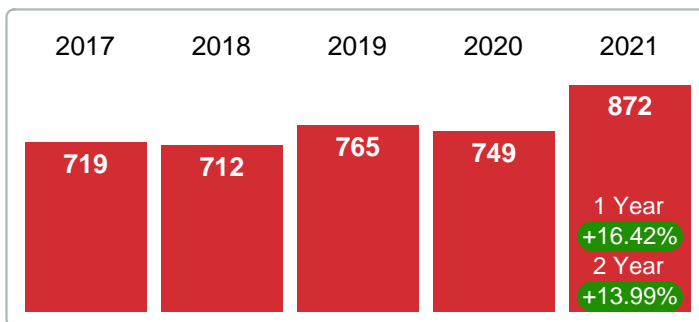
PENDING LISTINGS

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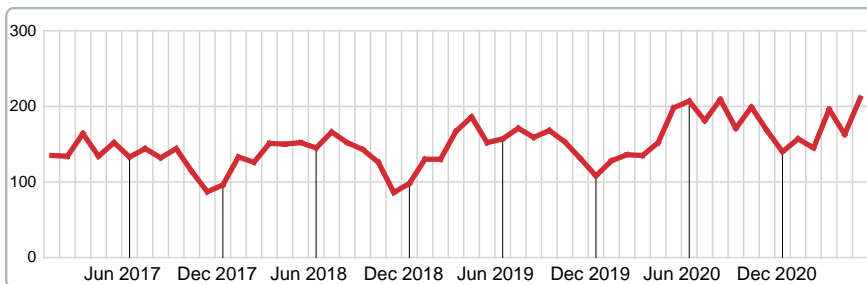
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 173

High May 2021 211 Low Nov 2018 86

Pending Listings this month at 211
above the 5 yr MAY average of 173



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	16	7.58%	21.7	10	5	0	1
\$50,001 - \$125,000	23	10.90%	30.6	14	7	2	0
\$125,001 - \$175,000	25	11.85%	19.4	6	16	1	2
\$175,001 - \$275,000	58	27.49%	12.4	2	42	14	0
\$275,001 - \$350,000	40	18.96%	21.3	4	21	13	2
\$350,001 - \$425,000	22	10.43%	12.4	0	7	15	0
\$425,001 and up	27	12.80%	66.4	5	1	14	7
Total Pending Units	211			41	99	59	12
Total Pending Volume	69,463,277	100%	12.6	20.09M	21.91M	21.46M	6.00M
Average Listing Price	\$170,597			\$490,033	\$221,345	\$363,749	\$499,801

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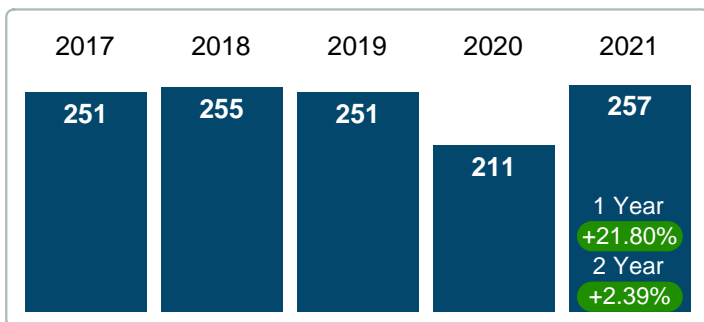
Area Delimited by County Of Rogers



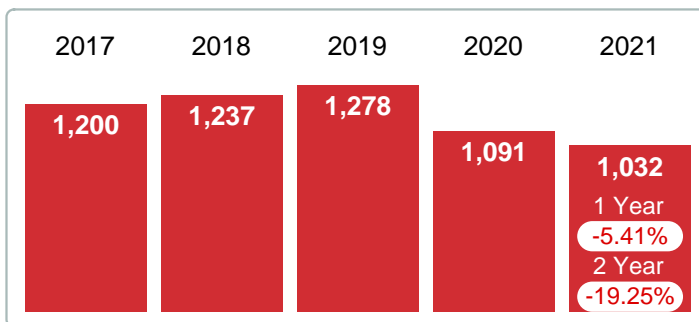
NEW LISTINGS

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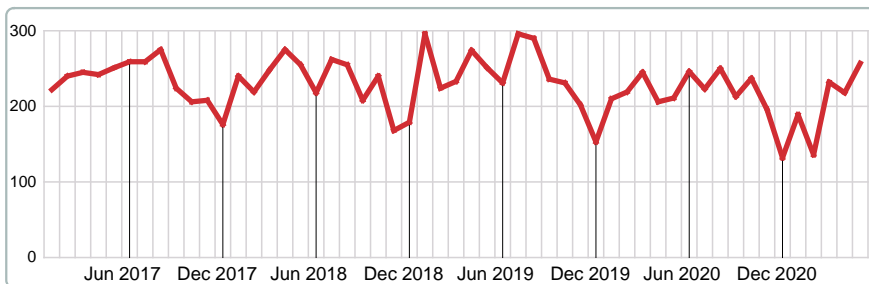
MAY



YEAR TO DATE (YTD)

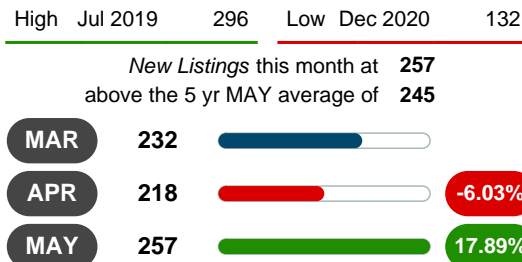


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 245



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	19	7.39%	11	6	0	2
\$50,001 - \$100,000	37	14.40%	33	4	0	0
\$100,001 - \$175,000	34	13.23%	10	19	5	0
\$175,001 - \$275,000	66	25.68%	2	50	13	1
\$275,001 - \$350,000	37	14.40%	4	16	15	2
\$350,001 - \$500,000	38	14.79%	5	8	24	1
\$500,001 and up	26	10.12%	9	1	6	10
Total New Listed Units	257		74	104	63	16
Total New Listed Volume	82,447,025	100%	19.66M	23.74M	27.91M	11.14M
Average New Listed Listing Price	\$155,552		\$265,662	\$228,237	\$443,056	\$696,179

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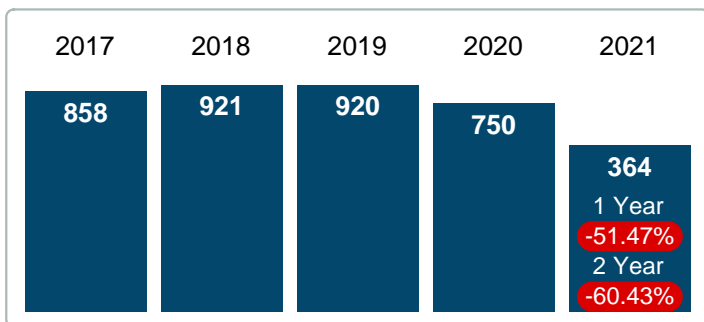
Area Delimited by County Of Rogers



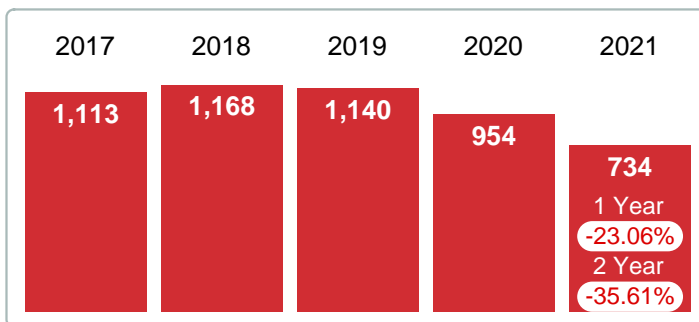
ACTIVE INVENTORY

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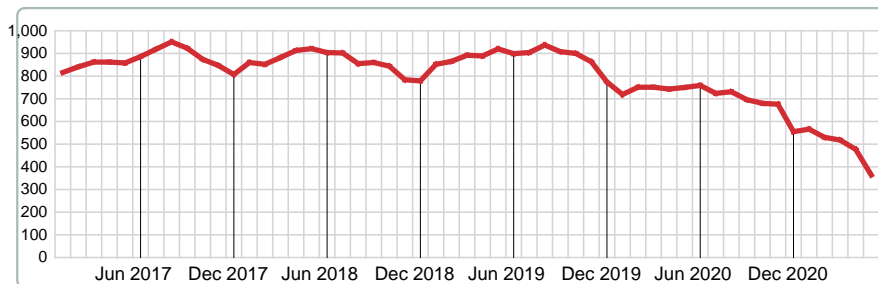
END OF MAY



ACTIVE DURING MAY

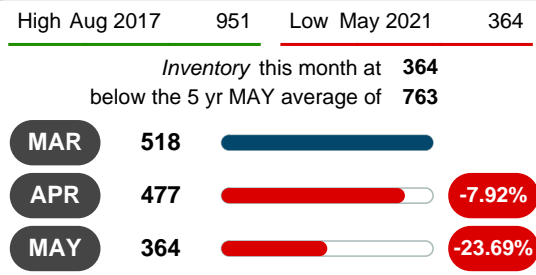


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 763



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	20	5.49%	87.7	16	2	0	2
\$25,001 - \$50,000	42	11.54%	126.6	40	1	1	0
\$50,001 - \$100,000	71	19.51%	69.6	65	6	0	0
\$100,001 - \$250,000	90	24.73%	56.5	39	37	14	0
\$250,001 - \$425,000	55	15.11%	84.0	25	10	17	3
\$425,001 - \$875,000	50	13.74%	85.5	17	5	21	7
\$875,001 and up	36	9.89%	77.0	13	5	8	10
Total Active Inventory by Units			364	215	66	61	22
Total Active Inventory by Volume			127,400,910	54.70M	20.55M	33.99M	18.16M
Average Active Inventory Listing Price			\$350,003	\$254,397	\$311,408	\$557,228	\$825,535

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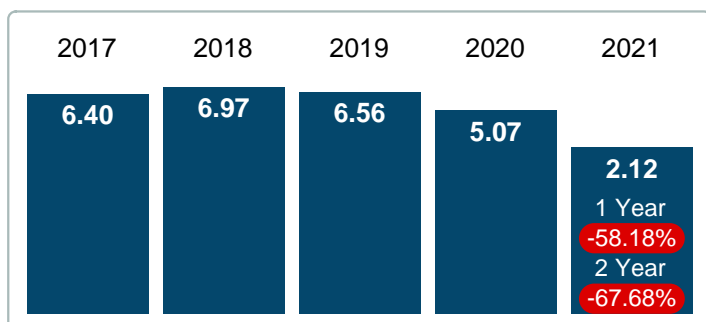
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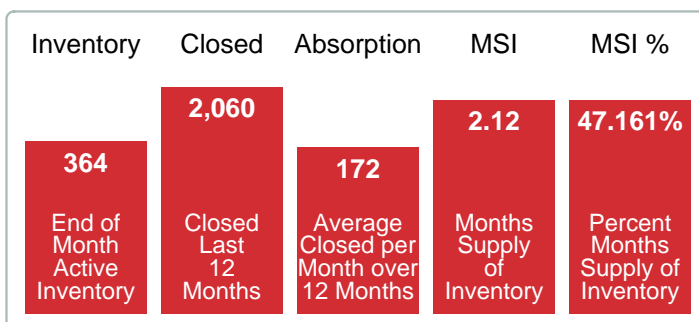
MONTHS SUPPLY of INVENTORY (MSI)

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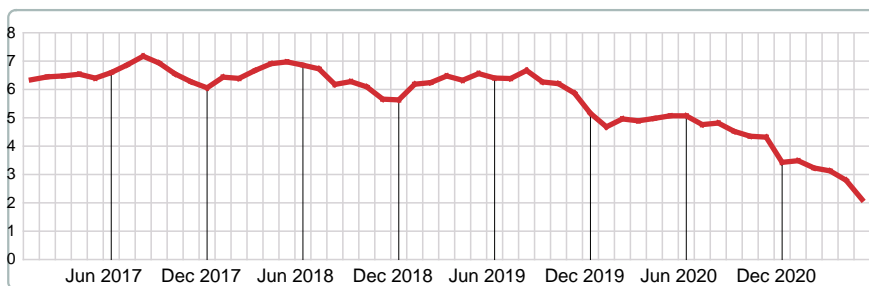
MSI FOR MAY



INDICATORS FOR MAY 2021

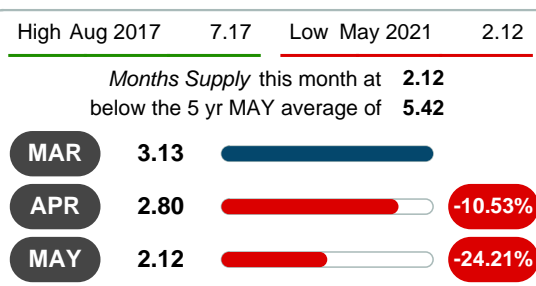


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY 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	20	5.49%	2.89	5.05	0.75	0.00	0.00
\$25,001 - \$50,000	42	11.54%	3.76	4.21	0.86	3.00	0.00
\$50,001 - \$100,000	71	19.51%	5.76	8.30	1.47	0.00	0.00
\$100,001 - \$250,000	90	24.73%	1.08	4.46	0.67	0.75	0.00
\$250,001 - \$425,000	55	15.11%	1.29	20.00	0.65	0.74	1.00
\$425,001 - \$875,000	50	13.74%	3.57	25.50	2.50	2.86	1.75
\$875,001 and up	36	9.89%	25.41	52.00	0.00	16.00	15.00
Market Supply of Inventory (MSI)			2.12	6.84	0.82	1.19	2.56
Total Active Inventory by Units		100%	2.12	215	66	61	22

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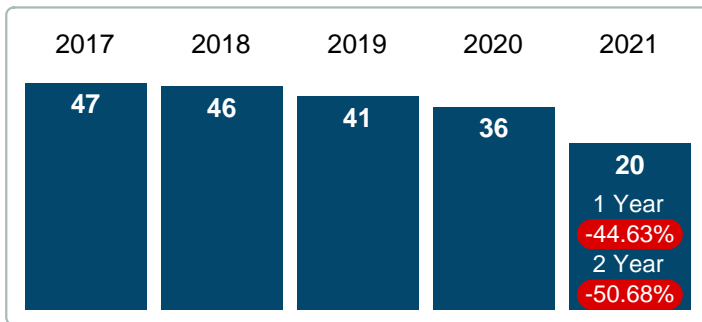
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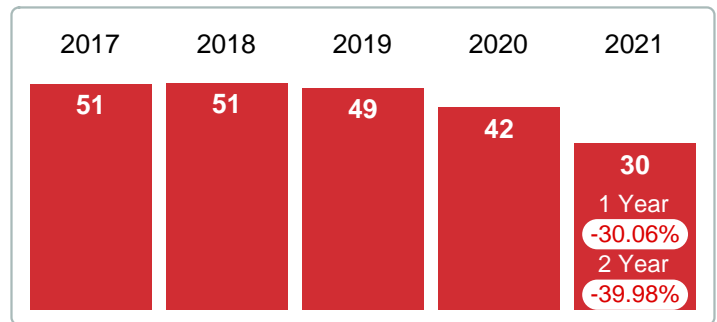
AVERAGE DAYS ON MARKET TO SALE

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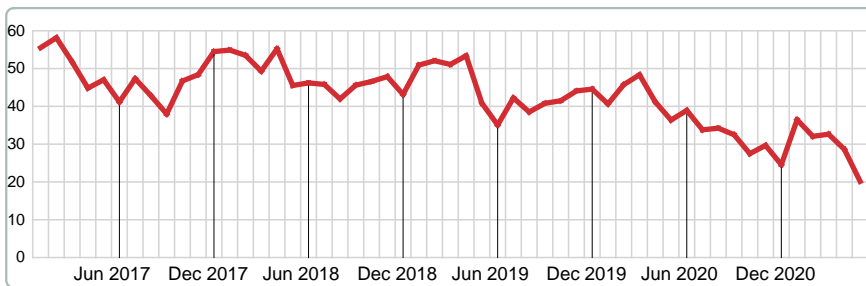
MAY



YEAR TO DATE (YTD)

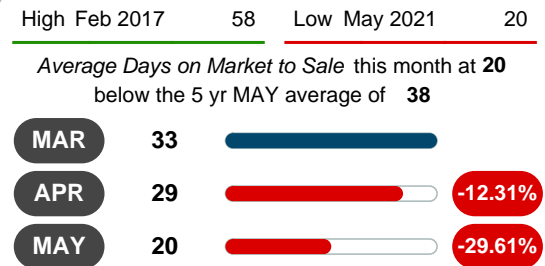


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 38



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
\$50,000 and less	9.94%	24	29	14	26	0
\$50,001 - \$125,000	11.18%	32	46	13	34	0
\$125,001 - \$175,000	12.42%	10	31	7	0	8
\$175,001 - \$250,000	27.33%	18	67	3	14	0
\$250,001 - \$350,000	16.77%	14	0	12	18	0
\$350,001 - \$425,000	11.18%	20	0	9	25	7
\$425,001 and up	11.18%	28	0	2	38	19
Average Closed DOM		20	45	8	23	16
Total Closed Units	100%	20	31	70	50	10
Total Closed Volume		41,058,376	3.40M	14.42M	18.18M	5.06M

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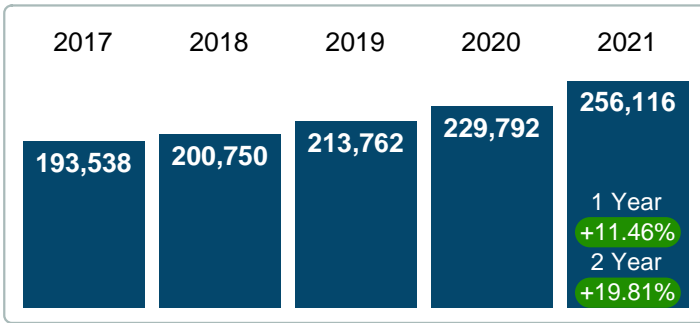
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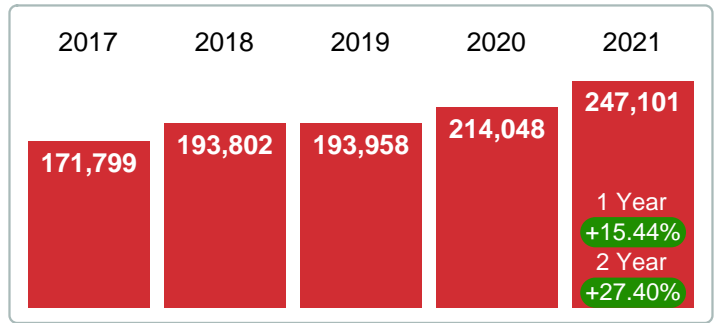
AVERAGE LIST PRICE AT CLOSING

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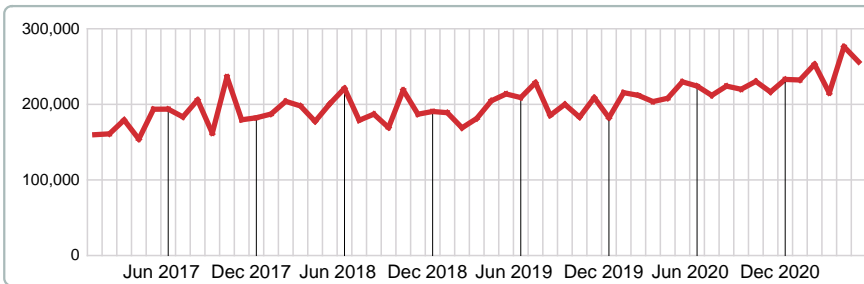
MAY



YEAR TO DATE (YTD)

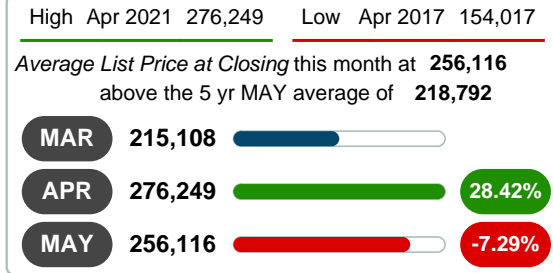


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 218,792



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		
\$50,000 and less	15	9.32%	21,893	37,550	1,290	1,450	0	
\$50,001 - \$125,000	19	11.80%	98,647	100,235	100,279	115,000	0	
\$125,001 - \$175,000	23	14.29%	159,647	141,000	161,192	0	167,450	
\$175,001 - \$250,000	41	25.47%	207,047	245,300	192,749	209,967	0	
\$250,001 - \$350,000	25	15.53%	291,795	0	292,538	289,192	0	
\$350,001 - \$425,000	19	11.80%	384,238	0	401,182	386,985	359,900	
\$425,001 and up	19	11.80%	646,091	0	429,900	697,313	634,671	
Average List Price		256,116		121,395	202,723	362,865	513,750	
Total Closed Units		161	100%	256,116	31	70	50	10
Total Closed Volume		41,234,623			3.76M	14.19M	18.14M	5.14M

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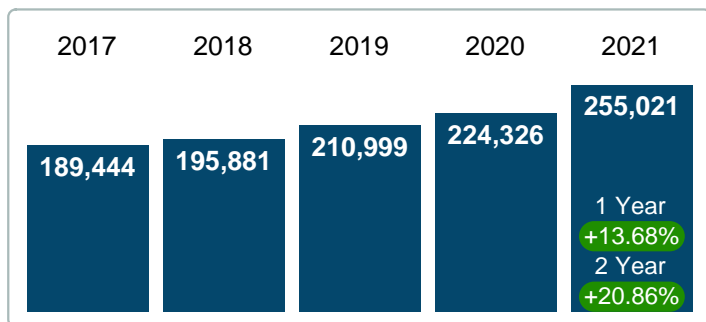
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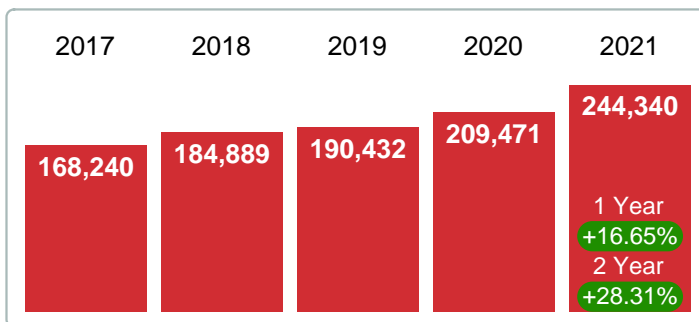
AVERAGE SOLD PRICE AT CLOSING

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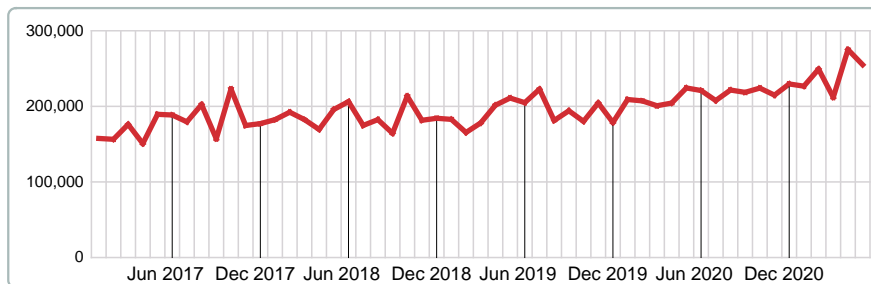
MAY



YEAR TO DATE (YTD)

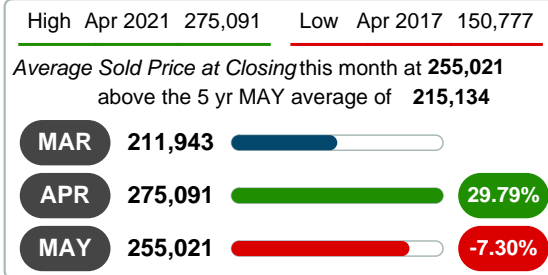


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 215,134



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
\$50,000 and less	9.94%	22,569	35,318	1,295	1,450	0
\$50,001 - \$125,000	11.18%	97,429	91,490	102,461	121,600	0
\$125,001 - \$175,000	12.42%	159,109	139,000	163,352	0	157,450
\$175,001 - \$250,000	27.33%	205,727	213,875	199,347	211,095	0
\$250,001 - \$350,000	16.77%	294,227	0	293,426	295,228	0
\$350,001 - \$425,000	11.18%	388,454	0	398,382	387,105	355,000
\$425,001 and up	11.18%	654,061	0	465,000	691,472	627,625
Average Sold Price		255,021	109,551	205,970	363,622	506,328
Total Closed Units	100%	255,021	31	70	50	10
Total Closed Volume		41,058,376	3.40M	14.42M	18.18M	5.06M

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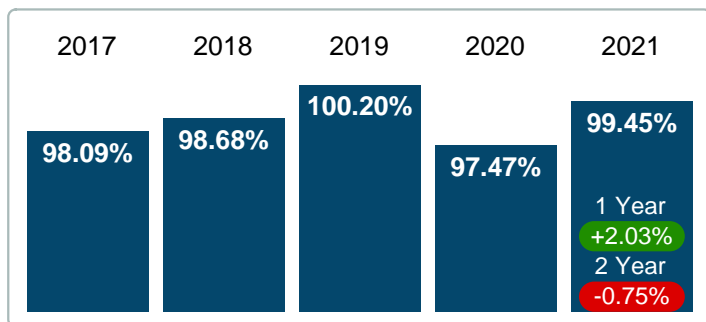
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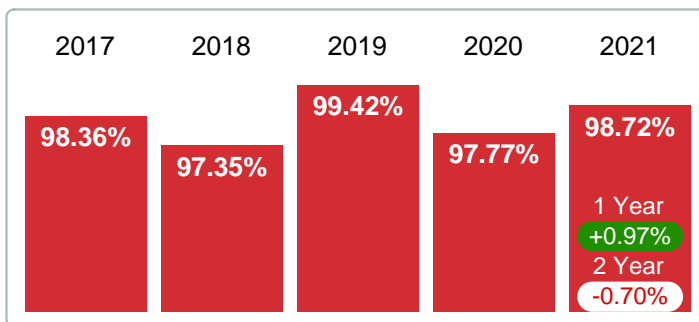
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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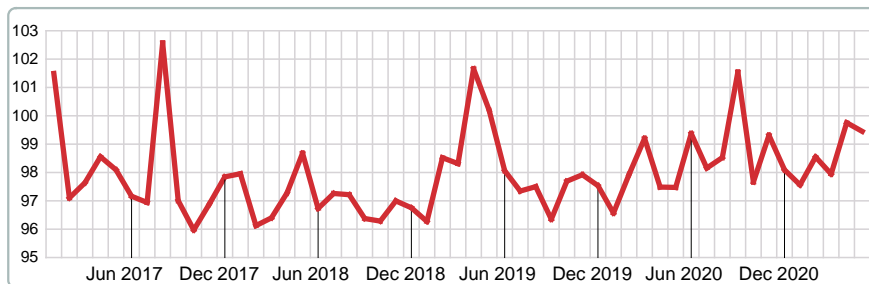
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

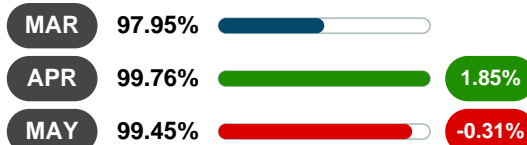


3 MONTHS

5 year MAY AVG = 98.78%

High Aug 2017 102.57% Low Oct 2017 95.97%

Average Sold/List Ratio this month at **99.45%**
equal to 5 yr MAY average of **98.78%**



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
\$50,000 and less	16	9.94%	96.27%	93.78%	100.53%	100.00%	0.00%
\$50,001 - \$125,000	18	11.18%	96.68%	91.21%	103.21%	105.74%	0.00%
\$125,001 - \$175,000	20	12.42%	100.28%	98.44%	101.39%	0.00%	94.73%
\$175,001 - \$250,000	44	27.33%	99.81%	88.51%	103.48%	100.51%	0.00%
\$250,001 - \$350,000	27	16.77%	101.33%	0.00%	100.46%	102.41%	0.00%
\$350,001 - \$425,000	18	11.18%	99.83%	0.00%	99.30%	100.15%	98.64%
\$425,001 and up	18	11.18%	100.03%	0.00%	108.16%	100.17%	98.67%
Average Sold/List Ratio		99.50%		92.04%	101.92%	100.91%	97.88%
Total Closed Units	161	100%	99.50%	31	70	50	10
Total Closed Volume	41,058,376			3.40M	14.42M	18.18M	5.06M

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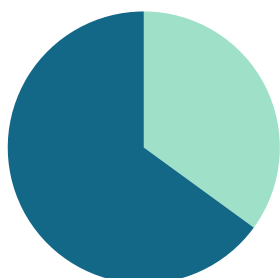
Area Delimited by County Of Rogers



MARKET SUMMARY

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

INVENTORY

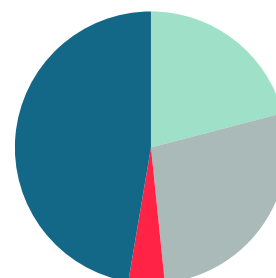


Inventory
 New Listings
257 = 35.01%
 Start Inventory
477
 Total Inventory Units
734
 Volume
\$245,062,101

Market Activity

Closed Sales
161 = 20.94%
 Pending Sales
211 = 27.44%
 Other Off Market
33 = 4.29%
 Active Inventory
364 = 47.33%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	147	161	9.52%	641	759	18.41%
Pending Sales	198	211	6.57%	749	872	16.42%
New Listings	211	257	21.80%	1,091	1,032	-5.41%
Average List Price	229,792	256,116	11.46%	214,048	247,101	15.44%
Average Sale Price	224,326	255,021	13.68%	209,471	244,340	16.65%
Average Percent of Selling Price to List Price	97.47%	99.45%	2.03%	97.77%	98.72%	0.97%
Average Days on Market to Sale	36.38	20.14	-44.63%	42.34	29.61	-30.06%
Monthly Inventory	750	364	-51.47%	750	364	-51.47%
Months Supply of Inventory	5.07	2.12	-58.18%	5.07	2.12	-58.18%

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

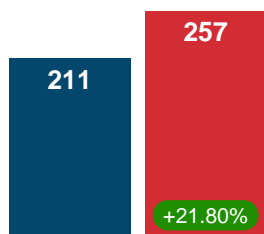
Inventory on May 31, 2021 = **364**

2020 **2021**

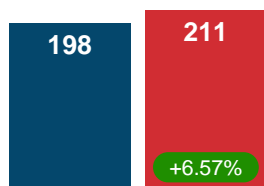
MAY MARKET

AVERAGE PRICES

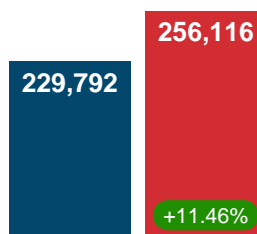
New Listings



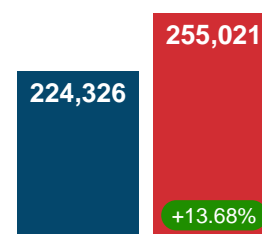
Pending Listings



List Price



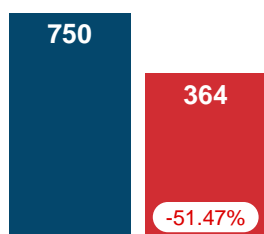
Sale Price



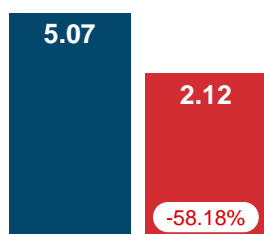
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

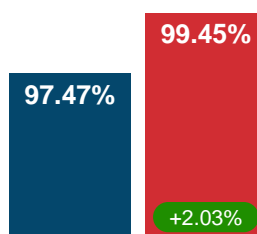
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

