



# November 2021

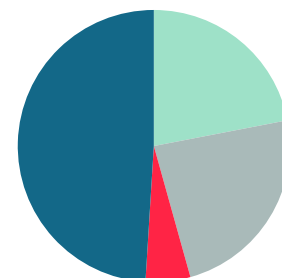
Area Delimited by County Of Rogers



## MONTHLY INVENTORY ANALYSIS

Report produced on Dec 13, 2021 for MLS Technology Inc.

Compared Metrics	2020	November 2021	+/-%
Closed Listings	158	190	20.25%
Pending Listings	168	205	22.02%
New Listings	196	227	15.82%
Average List Price	216,363	273,446	26.38%
Average Sale Price	214,854	270,319	25.82%
Average Percent of Selling Price to List Price	99.31%	98.55%	-0.77%
Average Days on Market to Sale	29.66	27.77	-6.37%
End of Month Inventory	687	424	-38.28%
Months Supply of Inventory	4.39	2.42	-44.96%



■ Closed (21.97%)  
■ Pending (23.70%)  
■ Other OffMarket (5.32%)  
■ Active (49.02%)

**Absorption:** Last 12 months, an Average of **176** Sales/Month  
**Active Inventory** as of November 30, 2021 = **424**

### Analysis Wrap-Up

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

The total housing inventory at the end of November 2021 decreased **38.28%** to 424 existing homes available for sale. Over the last 12 months this area has had an average of 176 closed sales per month. This represents an unsold inventory index of **2.42** 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 **25.82%** in November 2021 to \$270,319 versus the previous year at \$214,854.

#### Average Days on Market Shortens

The average number of **27.77** days that homes spent on the market before selling decreased by 1.89 days or **6.37%** in November 2021 compared to last year's same month at **29.66** DOM.

#### Sales Success for November 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 227 New Listings in November 2021, up **15.82%** from last year at 196. Furthermore, there were 190 Closed Listings this month versus last year at 158, a **20.25%** increase.

Closed versus Listed trends yielded a **83.7%** ratio, up from previous year's, November 2020, at **80.6%**, a **3.83%** 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



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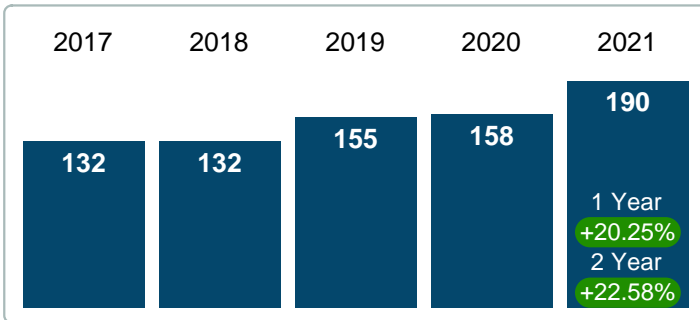
Area Delimited by County Of Rogers



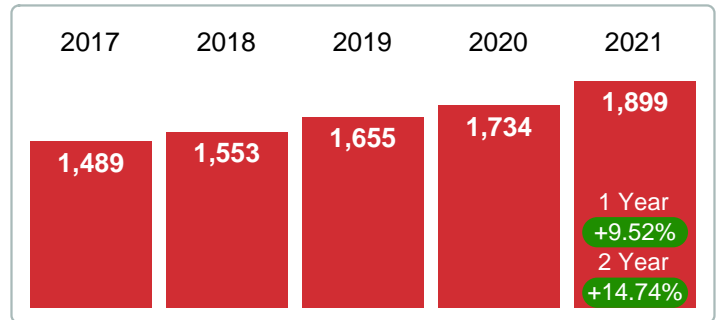
## CLOSED LISTINGS

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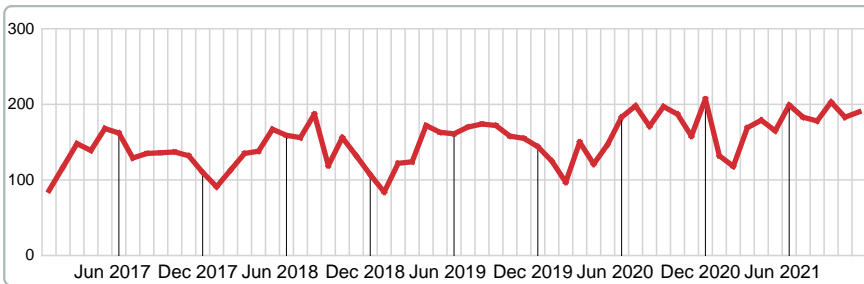
### NOVEMBER



### YEAR TO DATE (YTD)

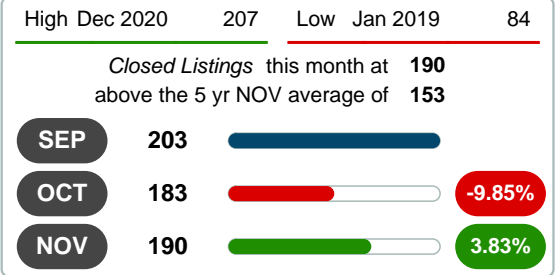


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 153



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	17	8.95%	43.4	10	4	2	1
\$75,001 - \$125,000	15	7.89%	31.0	10	5	0	0
\$125,001 - \$200,000	40	21.05%	29.9	8	26	5	1
\$200,001 - \$275,000	40	21.05%	13.1	1	27	12	0
\$275,001 - \$350,000	35	18.42%	19.5	3	17	14	1
\$350,001 - \$450,000	23	12.11%	31.5	1	8	14	0
\$450,001 and up	20	10.53%	47.5	2	3	12	3
<b>Total Closed Units</b>	<b>190</b>			<b>35</b>	<b>90</b>	<b>59</b>	<b>6</b>
<b>Total Closed Volume</b>	<b>51,360,625</b>	<b>100%</b>	<b>27.8</b>	<b>7.16M</b>	<b>21.12M</b>	<b>20.42M</b>	<b>2.67M</b>
<b>Average Closed Price</b>	<b>\$270,319</b>			<b>\$204,640</b>	<b>\$234,629</b>	<b>\$346,019</b>	<b>\$444,417</b>



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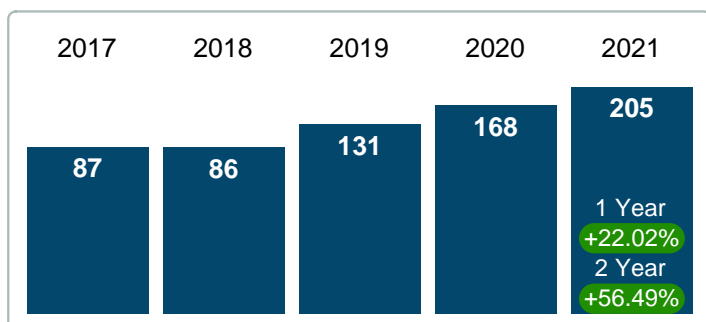
Area Delimited by County Of Rogers



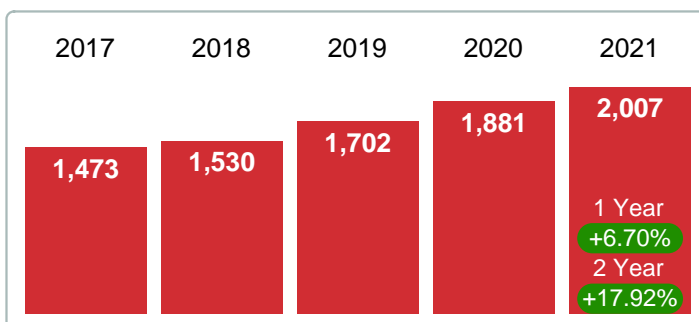
## PENDING LISTINGS

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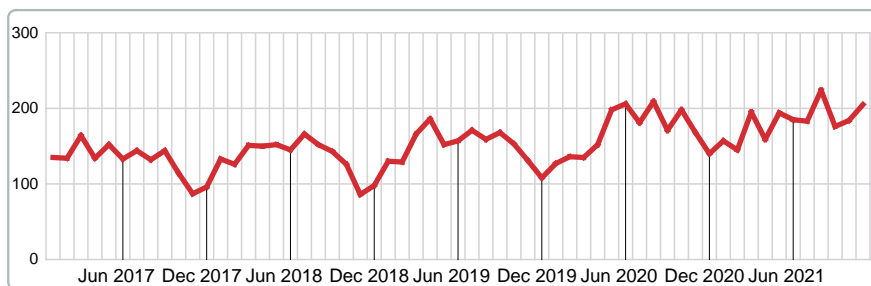
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

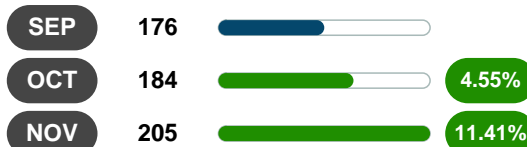


### 3 MONTHS

5 year NOV AVG = 135

High Aug 2021 224 Low Nov 2018 86

Pending Listings this month at **205**  
above the 5 yr NOV average of **135**



### 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	12	5.85%	52.4	10	0	2	0
\$50,001 - \$125,000	31	15.12%	52.3	21	10	0	0
\$125,001 - \$175,000	31	15.12%	31.6	6	20	5	0
\$175,001 - \$250,000	45	21.95%	22.0	2	38	5	0
\$250,001 - \$375,000	30	14.63%	30.7	2	15	12	1
\$375,001 - \$550,000	38	18.54%	25.5	3	9	22	4
\$550,001 and up	18	8.78%	67.5	1	3	9	5
<b>Total Pending Units</b>	<b>205</b>			<b>45</b>	<b>95</b>	<b>55</b>	<b>10</b>
<b>Total Pending Volume</b>	<b>59,605,229</b>	<b>100%</b>	<b>57.1</b>	<b>6.14M</b>	<b>22.53M</b>	<b>22.02M</b>	<b>8.92M</b>
<b>Average Listing Price</b>	<b>\$181,610</b>			<b>\$136,356</b>	<b>\$237,146</b>	<b>\$400,369</b>	<b>\$892,007</b>



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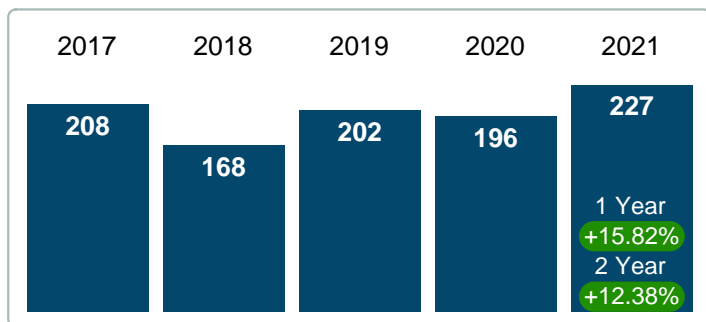
Area Delimited by County Of Rogers



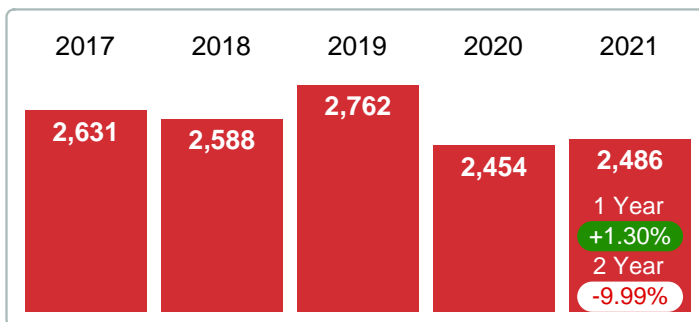
## NEW LISTINGS

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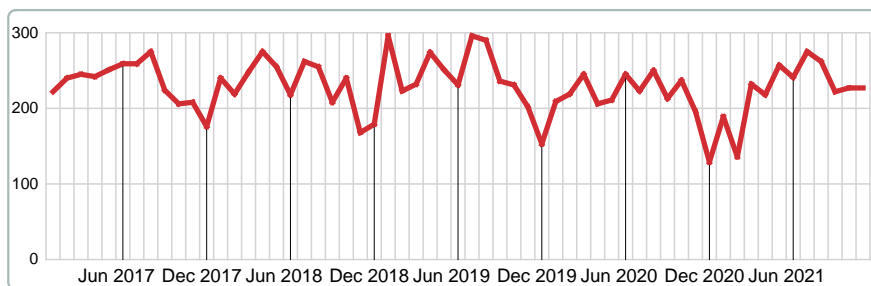
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 200

High Jul 2019 296 Low Dec 2020 129

New Listings this month at **227**  
above the 5 yr NOV average of **200**



### 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	21	9.25%	17	2	2	0
\$60,001 - \$120,000	28	12.33%	25	3	0	0
\$120,001 - \$170,000	33	14.54%	15	17	1	0
\$170,001 - \$260,000	60	26.43%	7	46	7	0
\$260,001 - \$390,000	31	13.66%	3	15	13	0
\$390,001 - \$550,000	32	14.10%	4	6	19	3
\$550,001 and up	22	9.69%	6	1	8	7
<b>Total New Listed Units</b>	<b>227</b>		<b>77</b>	<b>90</b>	<b>50</b>	<b>10</b>
<b>Total New Listed Volume</b>	<b>67,406,048</b>	<b>100%</b>	<b>16.58M</b>	<b>20.15M</b>	<b>21.72M</b>	<b>8.95M</b>
<b>Average New Listed Listing Price</b>	<b>\$93,960</b>		<b>\$215,368</b>	<b>\$223,886</b>	<b>\$434,371</b>	<b>\$895,447</b>



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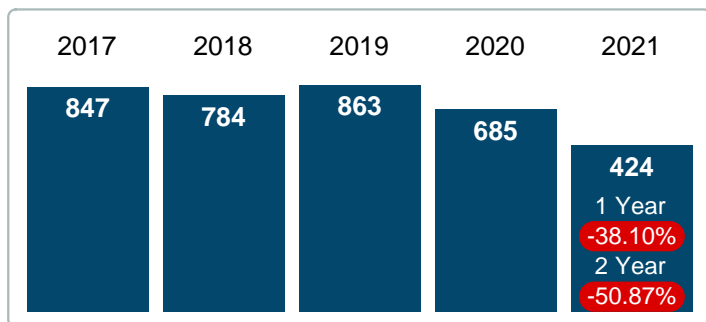
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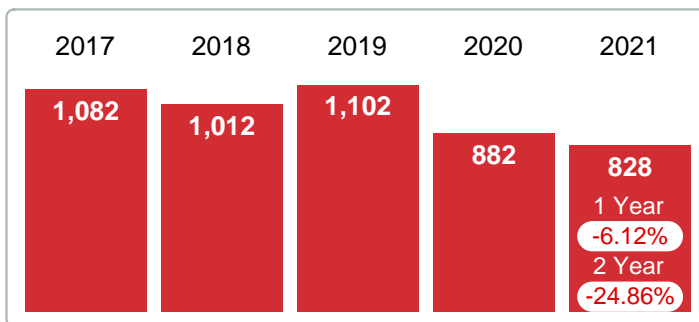
## ACTIVE INVENTORY

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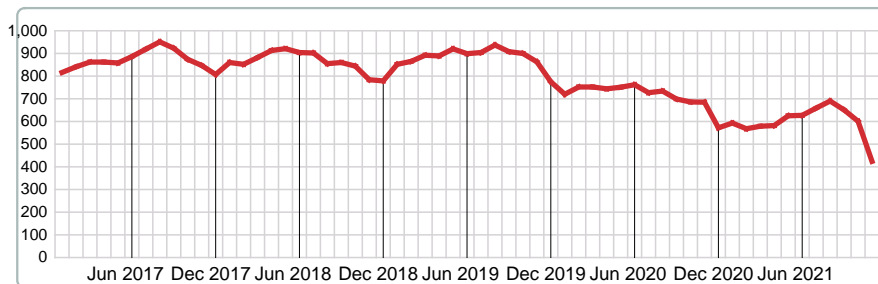
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

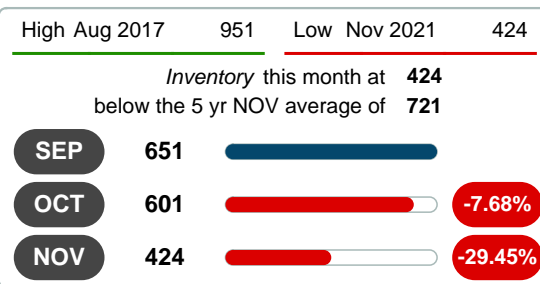


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 721



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	40	9.43%	138.7	36	3	1	0
\$50,001 - \$75,000	49	11.56%	134.4	49	0	0	0
\$75,001 - \$150,000	72	16.98%	79.5	56	15	1	0
\$150,001 - \$275,000	106	25.00%	76.7	42	46	18	0
\$275,001 - \$400,000	60	14.15%	90.8	22	21	17	0
\$400,001 - \$750,000	55	12.97%	76.7	15	8	27	5
\$750,001 and up	42	9.91%	104.9	19	4	8	11
Total Active Inventory by Units			424	239	97	72	16
Total Active Inventory by Volume			143,408,002	64.48M	27.50M	34.74M	16.69M
Average Active Inventory Listing Price			\$338,226	\$269,799	\$283,530	\$482,448	\$1,042,963



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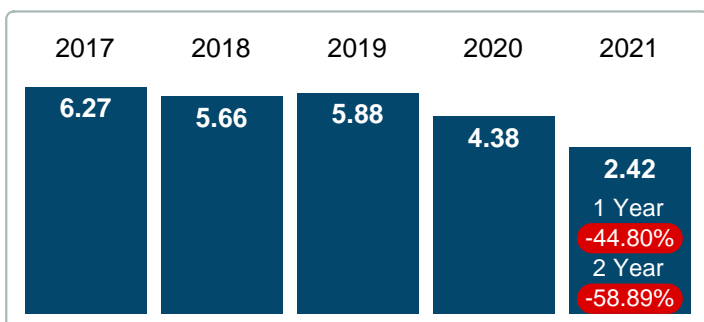
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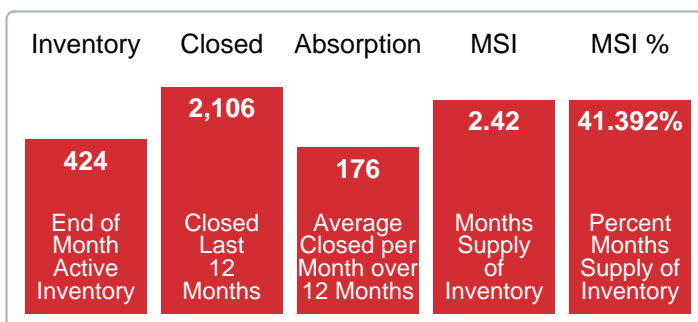
## MONTHS SUPPLY of INVENTORY (MSI)

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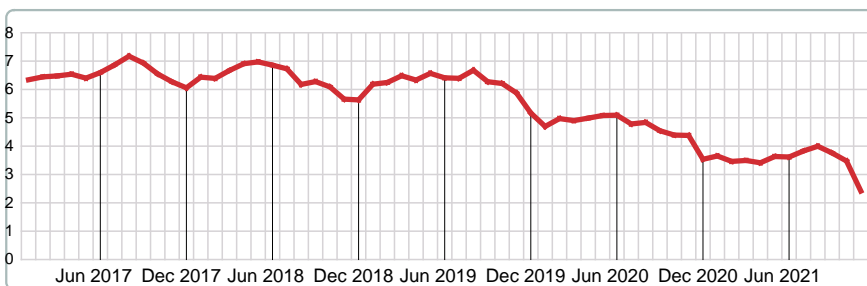
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2021

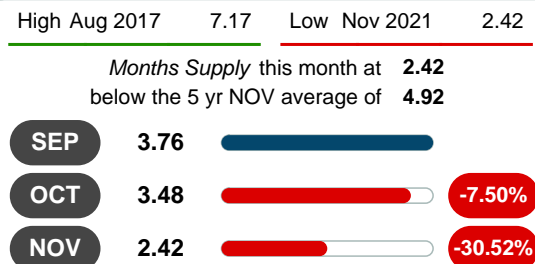


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 4.92



### 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
\$50,000 and less	40	9.43%	2.54	3.35	0.95	0.63	0.00
\$50,001 - \$75,000	49	11.56%	7.54	9.64	0.00	0.00	0.00
\$75,001 - \$150,000	72	16.98%	2.84	6.05	1.07	0.55	0.00
\$150,001 - \$275,000	106	25.00%	1.50	10.08	0.97	1.00	0.00
\$275,001 - \$400,000	60	14.15%	1.87	13.89	1.50	1.15	0.00
\$400,001 - \$750,000	55	12.97%	2.52	12.00	2.18	2.17	1.11
\$750,001 and up	42	9.91%	12.60	32.57	24.00	6.00	8.80
Market Supply of Inventory (MSI)			2.42	7.32	1.15	1.44	1.81
Total Active Inventory by Units		100%	2.42	239	97	72	16



# November 2021

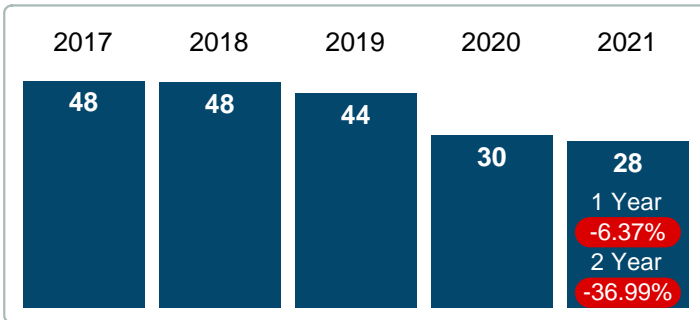
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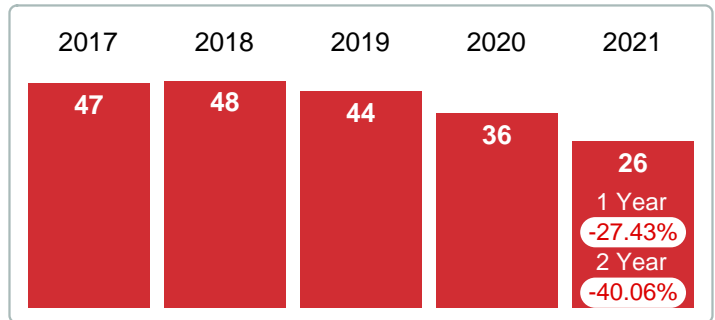
## AVERAGE DAYS ON MARKET TO SALE

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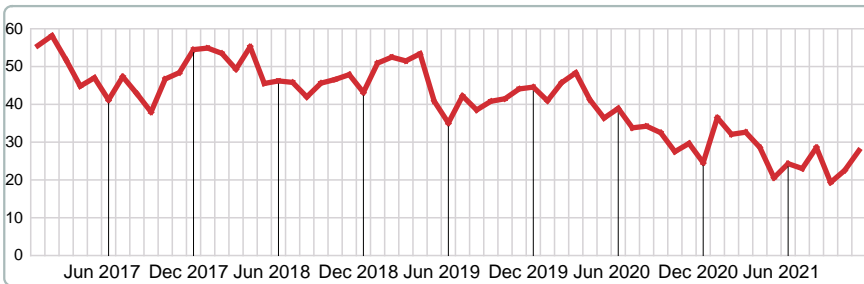
### NOVEMBER



### YEAR TO DATE (YTD)

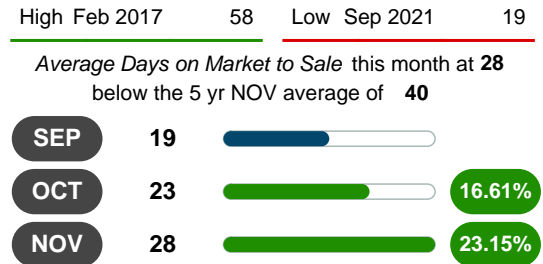


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 40



### 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
\$75,000 and less	8.95%	43	60	11	17	57
\$75,001 - \$125,000	7.89%	31	42	10	0	0
\$125,001 - \$200,000	21.05%	30	48	29	12	1
\$200,001 - \$275,000	21.05%	13	98	11	11	0
\$275,001 - \$350,000	18.42%	19	64	17	14	4
\$350,001 - \$450,000	12.11%	32	113	8	39	0
\$450,001 and up	10.53%	48	34	29	45	87
Average Closed DOM		28	53	18	26	54
Total Closed Units	100%	28	35	90	59	6
Total Closed Volume		51,360,625	7.16M	21.12M	20.42M	2.67M





# November 2021

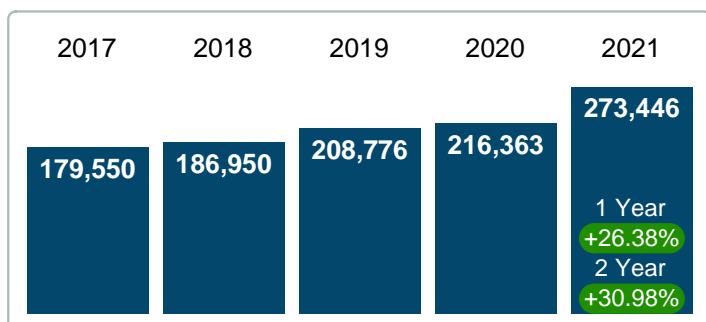
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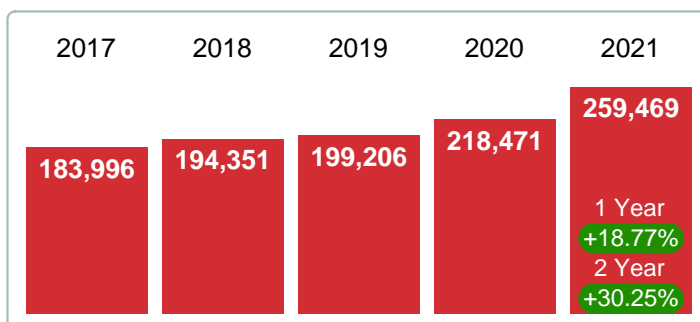
## AVERAGE LIST PRICE AT CLOSING

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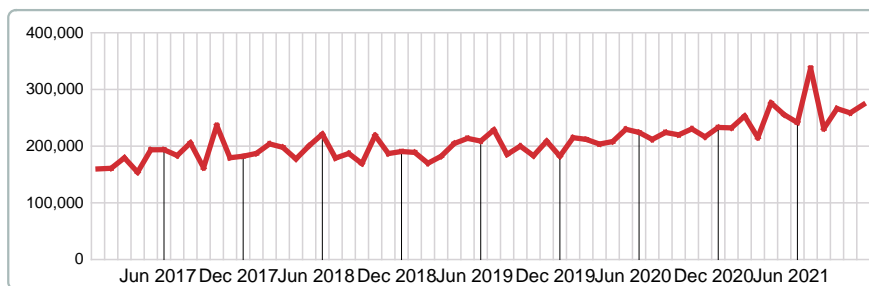
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

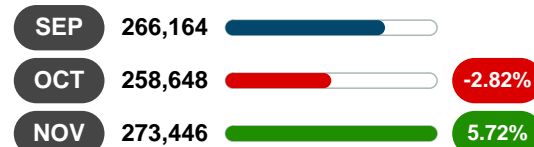


### 3 MONTHS

5 year NOV AVG = 213,017

High Jul 2021 337,478 Low Apr 2017 154,017

Average List Price at Closing this month at **273,446**  
above the 5 yr NOV average of **213,017**



### 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
\$75,000 and less	8.42%	31,687	38,030	33,288	1,770	70,000
\$75,001 - \$125,000	5.26%	100,400	114,700	118,400	0	0
\$125,001 - \$200,000	24.74%	162,521	168,238	164,730	175,440	150,000
\$200,001 - \$275,000	19.47%	239,029	250,000	237,307	244,873	0
\$275,001 - \$350,000	20.00%	310,325	326,000	303,218	314,311	325,000
\$350,001 - \$450,000	11.05%	397,083	600,000	378,256	404,478	0
\$450,001 and up	11.05%	658,576	1,500,000	498,333	545,933	727,967
<b>Average List Price</b>		<b>273,446</b>	<b>220,034</b>	<b>234,346</b>	<b>346,330</b>	<b>454,817</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>273,446</b>	<b>35</b>	<b>90</b>	<b>59</b>	<b>6</b>
<b>Total Closed Volume</b>		<b>51,954,742</b>	<b>7.70M</b>	<b>21.09M</b>	<b>20.43M</b>	<b>2.73M</b>





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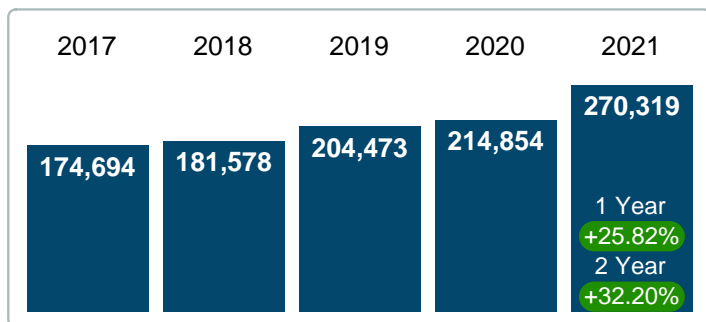
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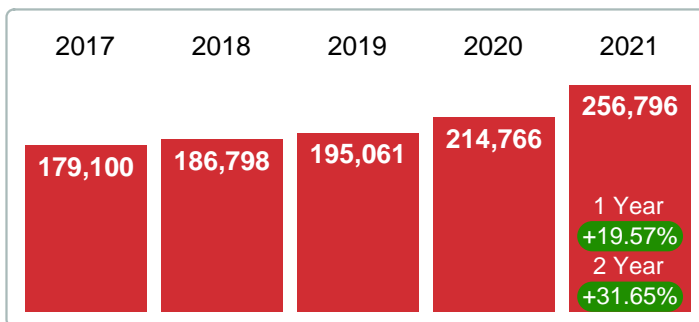
## AVERAGE SOLD PRICE AT CLOSING

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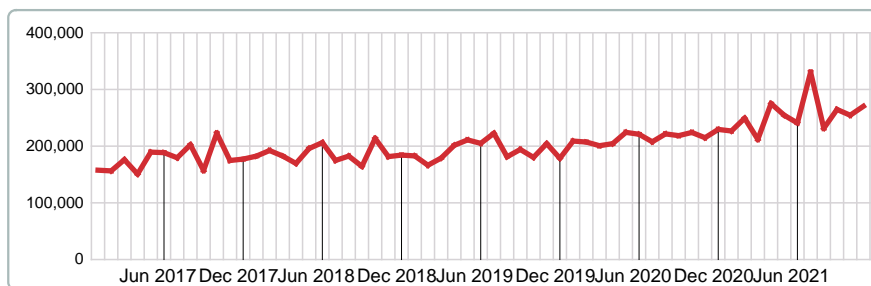
### NOVEMBER



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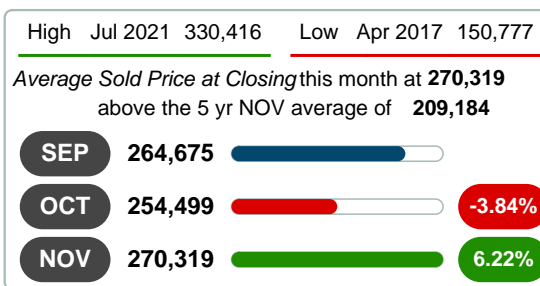


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 209,184



### 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	
\$75,000 and less	17	8.95%	32,094	36,890	32,038	1,770	45,000
\$75,001 - \$125,000	15	7.89%	105,033	100,050	115,000	0	0
\$125,001 - \$200,000	40	21.05%	163,405	161,250	163,184	171,680	145,000
\$200,001 - \$275,000	40	21.05%	240,713	225,000	237,720	248,757	0
\$275,001 - \$350,000	35	18.42%	311,451	326,000	307,441	311,519	335,000
\$350,001 - \$450,000	23	12.11%	397,318	400,000	381,963	405,901	0
\$450,001 and up	20	10.53%	651,787	1,450,000	490,000	543,687	713,833
<b>Average Sold Price</b>			<b>270,319</b>	204,640	234,629	346,019	444,417
<b>Total Closed Units</b>			<b>190</b>	35	90	59	6
<b>Total Closed Volume</b>			<b>51,360,625</b>	7.16M	21.12M	20.42M	2.67M



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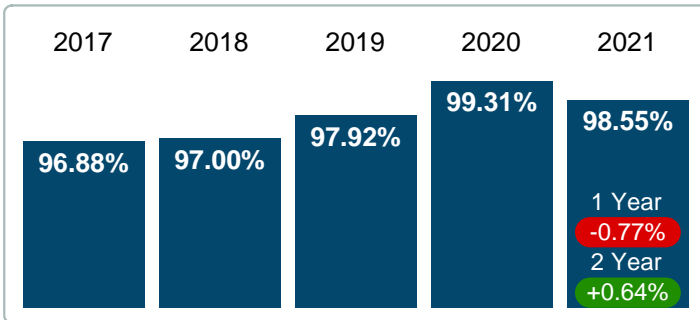
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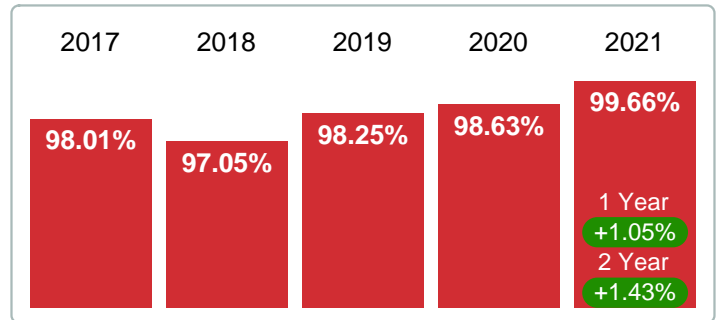
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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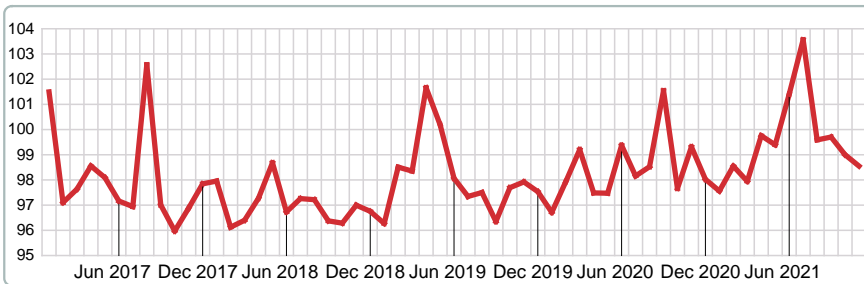
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### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

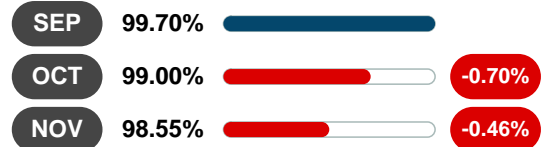


### 3 MONTHS

5 year NOV AVG = 97.93%

High Jul 2021 103.56% Low Oct 2017 95.97%

Average Sold/List Ratio this month at **98.55%**  
above the 5 yr NOV average of **97.93%**



## 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
\$75,000 and less	17	8.95%	94.70%	95.19%	98.44%	100.00%	64.29%
\$75,001 - \$125,000	15	7.89%	92.18%	89.33%	97.86%	0.00%	0.00%
\$125,001 - \$200,000	40	21.05%	98.38%	96.95%	99.06%	97.48%	96.67%
\$200,001 - \$275,000	40	21.05%	100.56%	90.00%	100.44%	101.71%	0.00%
\$275,001 - \$350,000	35	18.42%	100.44%	100.00%	101.43%	99.15%	103.08%
\$350,001 - \$450,000	23	12.11%	99.19%	66.67%	101.05%	100.45%	0.00%
\$450,001 and up	20	10.53%	98.86%	96.67%	98.32%	99.60%	97.94%
Average Sold/List Ratio			98.50%	93.45%	99.98%	99.96%	92.97%
Total Closed Units		100%	98.50%	35	90	59	6
Total Closed Volume				7.16M	21.12M	20.42M	2.67M



# November 2021

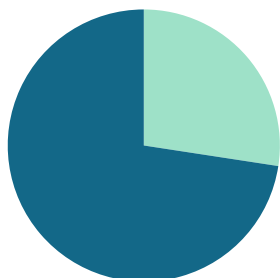
Area Delimited by County Of Rogers



## MARKET SUMMARY

Report produced on Dec 13, 2021 for MLS Technology Inc.

### INVENTORY

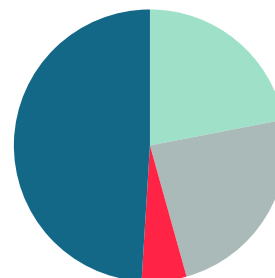


**Inventory**  
 New Listings  
**227 = 27.42%**  
 Start Inventory  
**601**  
 Total Inventory Units  
**828**  
 Volume  
**\$264,743,147**

### Market Activity

Closed Sales  
**190 = 21.97%**  
 Pending Sales  
**205 = 23.70%**  
 Other Off Market  
**46 = 5.32%**  
 Active Inventory  
**424 = 49.02%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	158	190	20.25%	1,734	1,899	9.52%
Pending Sales	168	205	22.02%	1,881	2,007	6.70%
New Listings	196	227	15.82%	2,454	2,486	1.30%
Average List Price	216,363	273,446	26.38%	218,471	259,469	18.77%
Average Sale Price	214,854	270,319	25.82%	214,766	256,796	19.57%
Average Percent of Selling Price to List Price	99.31%	98.55%	-0.77%	98.63%	99.66%	1.05%
Average Days on Market to Sale	29.66	27.77	-6.37%	36.35	26.38	-27.43%
Monthly Inventory	687	424	-38.28%	687	424	-38.28%
Months Supply of Inventory	4.39	2.42	-44.96%	4.39	2.42	-44.96%

**Absorption:** Last 12 months, an Average of **176** Sales/Month

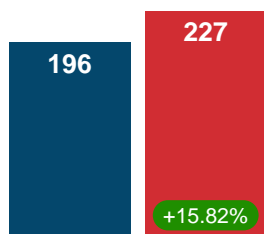
**Inventory** on November 30, 2021 = **424**

**2020** **2021**

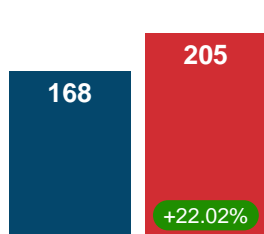
### NOVEMBER MARKET

### AVERAGE PRICES

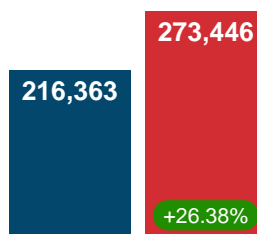
#### New Listings



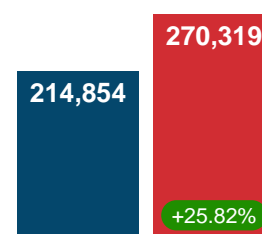
#### Pending Listings



#### List Price



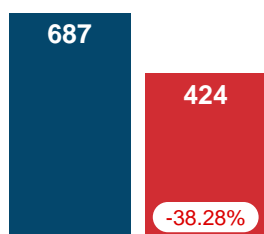
#### Sale Price



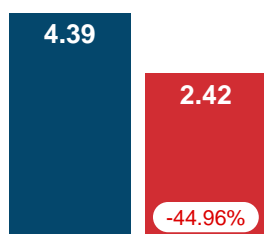
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

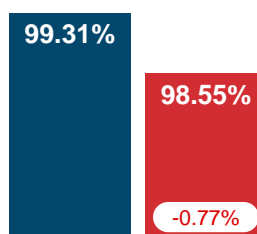
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

