

# October 2021



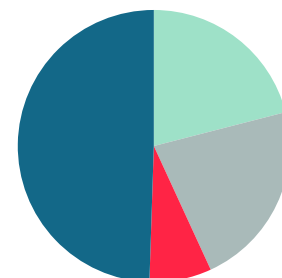
Area Delimited by County Of Rogers



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	October 2021	+/-%
Closed Listings	187	182	-2.67%
Pending Listings	198	192	-3.03%
New Listings	237	227	-4.22%
Median List Price	192,500	215,000	11.69%
Median Sale Price	197,500	215,450	9.09%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	8.00	6.00	-25.00%
End of Month Inventory	688	429	-37.65%
Months Supply of Inventory	4.40	2.48	-43.60%



■ Closed (20.99%)  
■ Pending (22.15%)  
■ Other OffMarket (7.38%)  
■ Active (49.48%)

**Absorption:** Last 12 months, an Average of **173** Sales/Month  
**Active Inventory** as of October 31, 2021 = **429**

### Analysis Wrap-Up

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

The total housing inventory at the end of October 2021 decreased **37.65%** to 429 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 **2.48** 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 **9.09%** in October 2021 to \$215,450 versus the previous year at \$197,500.

#### Median Days on Market Shortens

The median number of **6.00** days that homes spent on the market before selling decreased by 2.00 days or **25.00%** in October 2021 compared to last year's same month at **8.00** DOM.

#### Sales Success for October 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 227 New Listings in October 2021, down **4.22%** from last year at 237. Furthermore, there were 182 Closed Listings this month versus last year at 187, a **-2.67%** decrease.

Closed versus Listed trends yielded a **80.2%** ratio, up from previous year's, October 2020, at **78.9%**, a **1.61%** 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

# October 2021



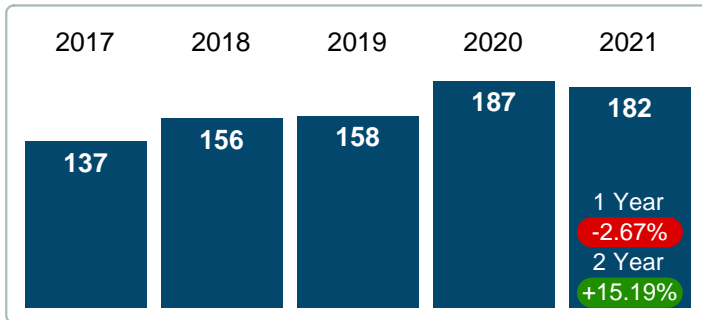
Area Delimited by County Of Rogers



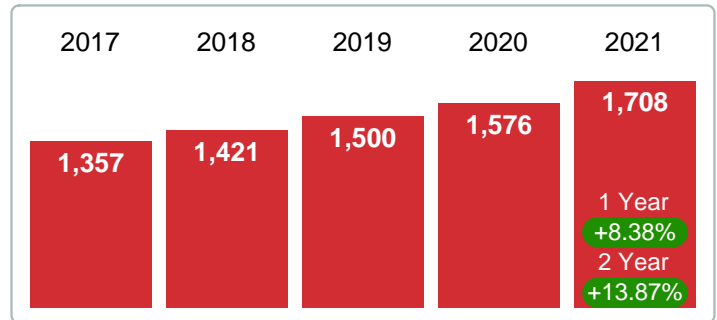
## CLOSED LISTINGS

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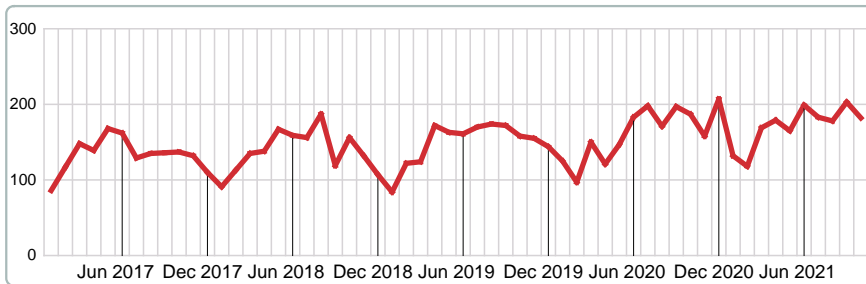
### OCTOBER



### YEAR TO DATE (YTD)

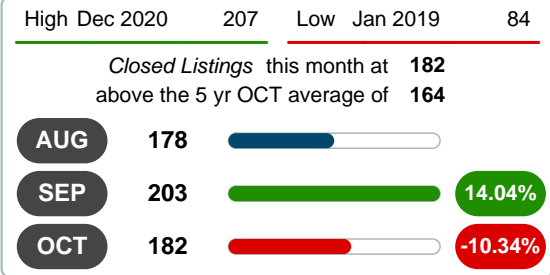


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 164



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	18	9.89%	12.0	8	8	2	0
\$50,001 - \$75,000	14	7.69%	1.0	14	0	0	0
\$75,001 - \$175,000	39	21.43%	3.0	19	17	3	0
\$175,001 - \$250,000	36	19.78%	6.5	1	28	6	1
\$250,001 - \$325,000	33	18.13%	6.0	3	14	16	0
\$325,001 - \$450,000	23	12.64%	7.0	1	12	9	1
\$450,001 and up	19	10.44%	18.0	0	3	8	8
<b>Total Closed Units</b>	<b>182</b>			<b>46</b>	<b>82</b>	<b>44</b>	<b>10</b>
<b>Total Closed Volume</b>	<b>45,525,262</b>	<b>100%</b>	<b>6.0</b>	<b>4.69M</b>	<b>18.49M</b>	<b>16.86M</b>	<b>5.49M</b>
<b>Median Closed Price</b>	<b>\$215,450</b>			<b>\$76,000</b>	<b>\$216,500</b>	<b>\$298,750</b>	<b>\$520,500</b>

# October 2021



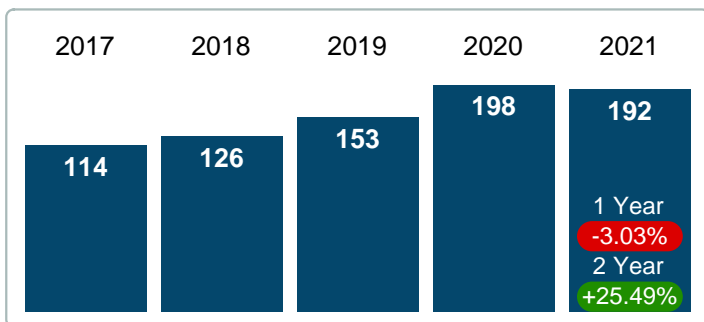
Area Delimited by County Of Rogers



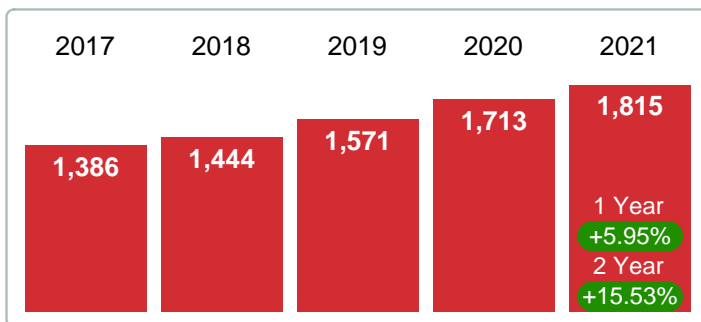
## PENDING LISTINGS

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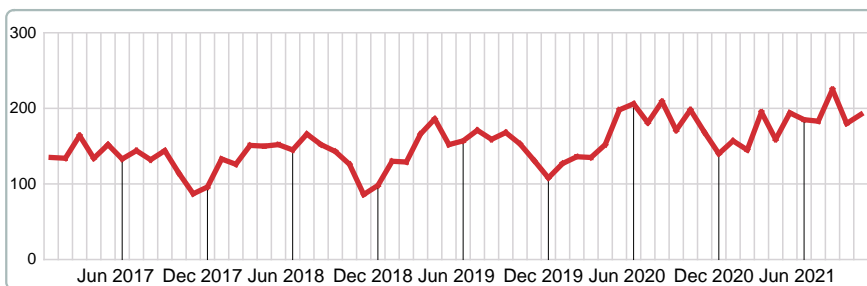
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

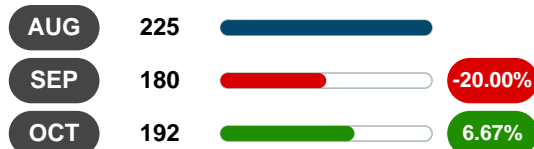


### 3 MONTHS

5 year OCT AVG = 157

High Aug 2021 225 Low Nov 2018 86

Pending Listings this month at 192 above the 5 yr OCT average of 157



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	14	7.29%	14.5	8	5	1	0
\$50,001 - \$125,000	17	8.85%	4.0	11	5	0	1
\$125,001 - \$175,000	31	16.15%	8.0	9	19	2	1
\$175,001 - \$275,000	50	26.04%	6.0	3	33	14	0
\$275,001 - \$350,000	37	19.27%	10.0	2	21	13	1
\$350,001 - \$475,000	22	11.46%	11.0	0	9	13	0
\$475,001 and up	21	10.94%	47.0	2	1	16	2
<b>Total Pending Units</b>	<b>192</b>			<b>35</b>	<b>93</b>	<b>59</b>	<b>5</b>
<b>Total Pending Volume</b>	<b>50,495,666</b>	<b>100%</b>	<b>10.0</b>	<b>5.21M</b>	<b>21.18M</b>	<b>22.06M</b>	<b>2.04M</b>
<b>Median Listing Price</b>	<b>\$242,800</b>			<b>\$120,000</b>	<b>\$224,000</b>	<b>\$345,000</b>	<b>\$325,000</b>

# October 2021



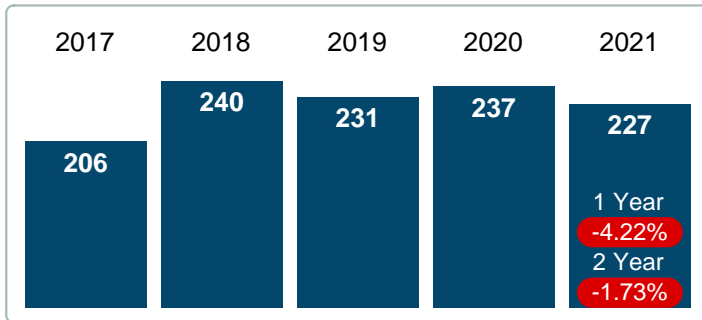
Area Delimited by County Of Rogers



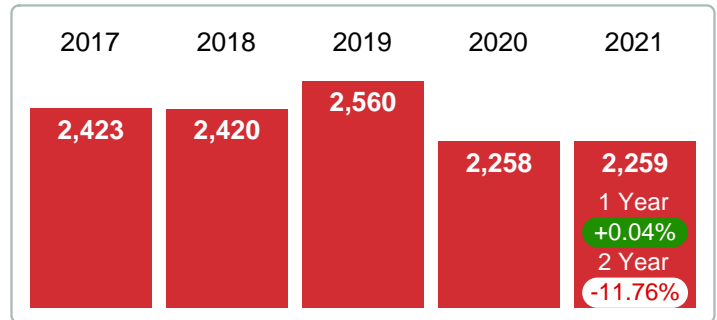
## NEW LISTINGS

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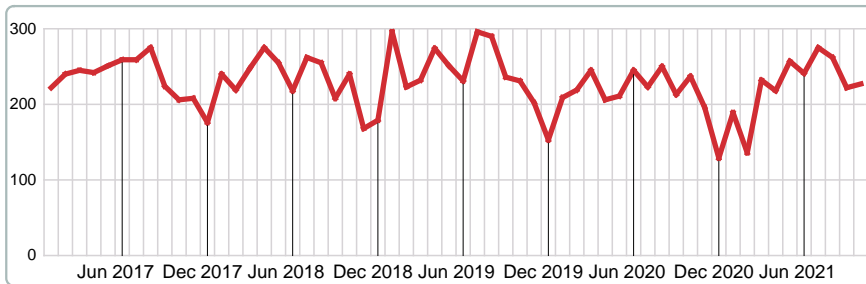
### OCTOBER



### YEAR TO DATE (YTD)

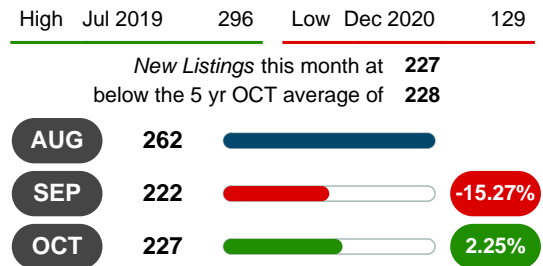


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 228



### 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	22	9.69%	13	8	1	0
\$50,001 - \$75,000	26	11.45%	24	2	0	0
\$75,001 - \$150,000	27	11.89%	11	13	2	1
\$150,001 - \$250,000	64	28.19%	6	40	18	0
\$250,001 - \$350,000	35	15.42%	1	19	13	2
\$350,001 - \$525,000	29	12.78%	3	12	14	0
\$525,001 and up	24	10.57%	5	3	11	5
<b>Total New Listed Units</b>	<b>227</b>		<b>63</b>	<b>97</b>	<b>59</b>	<b>8</b>
<b>Total New Listed Volume</b>	<b>60,064,182</b>	<b>100%</b>	<b>10.50M</b>	<b>23.88M</b>	<b>21.07M</b>	<b>4.61M</b>
<b>Median New Listed Listing Price</b>	<b>\$225,000</b>		<b>\$68,500</b>	<b>\$225,000</b>	<b>\$325,000</b>	<b>\$544,500</b>

# October 2021



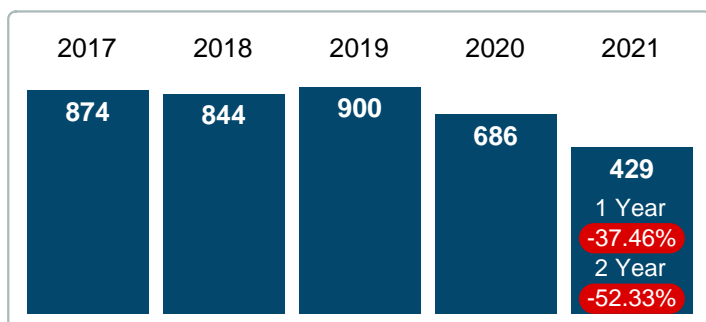
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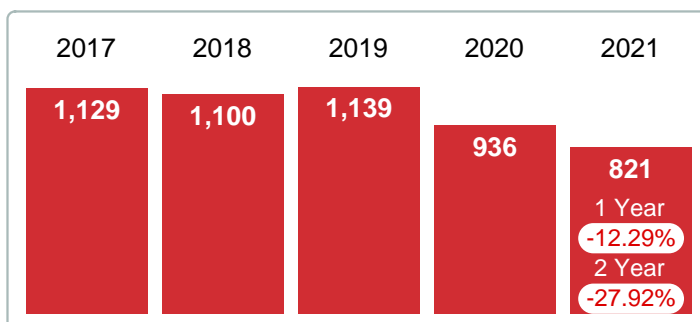
## ACTIVE INVENTORY

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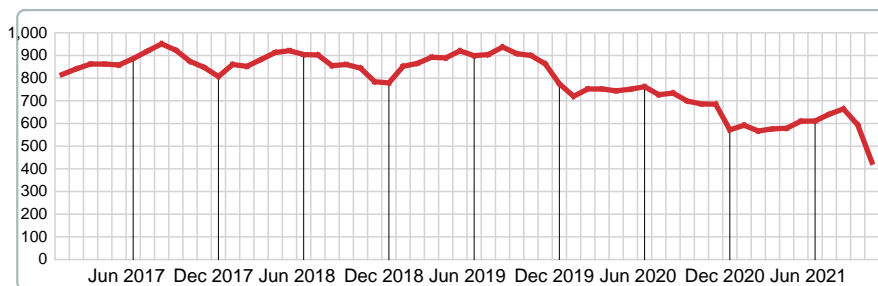
### END OF OCTOBER



### ACTIVE DURING OCTOBER

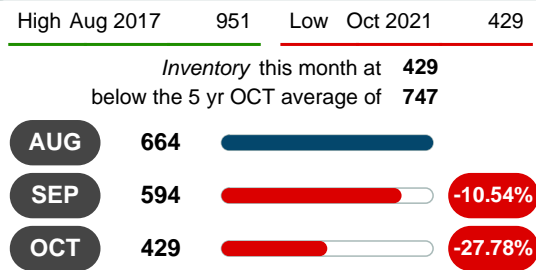


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 747



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	39	9.09%	128.0	35	3	1	0
\$50,001 - \$75,000	50	11.66%	103.5	46	3	0	1
\$75,001 - \$150,000	67	15.62%	59.0	48	17	2	0
\$150,001 - \$275,000	102	23.78%	40.0	38	45	19	0
\$275,001 - \$425,000	74	17.25%	66.5	23	30	18	3
\$425,001 - \$750,000	56	13.05%	63.0	12	11	28	5
\$750,001 and up	41	9.56%	103.0	20	4	9	8
<b>Total Active Inventory by Units</b>	<b>429</b>			<b>222</b>	<b>113</b>	<b>77</b>	<b>17</b>
<b>Total Active Inventory by Volume</b>	<b>148,625,588</b>	<b>100%</b>	<b>66.0</b>	<b>61.02M</b>	<b>33.16M</b>	<b>38.91M</b>	<b>15.55M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$229,900</b>			<b>\$122,500</b>	<b>\$238,900</b>	<b>\$417,500</b>	<b>\$685,000</b>

# October 2021



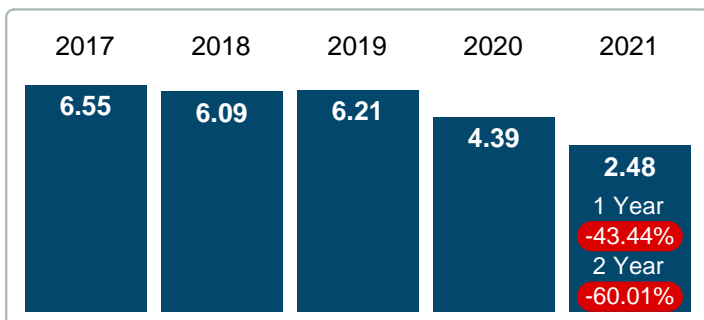
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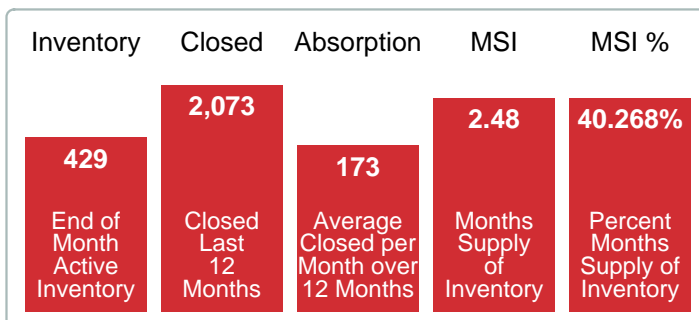
## MONTHS SUPPLY of INVENTORY (MSI)

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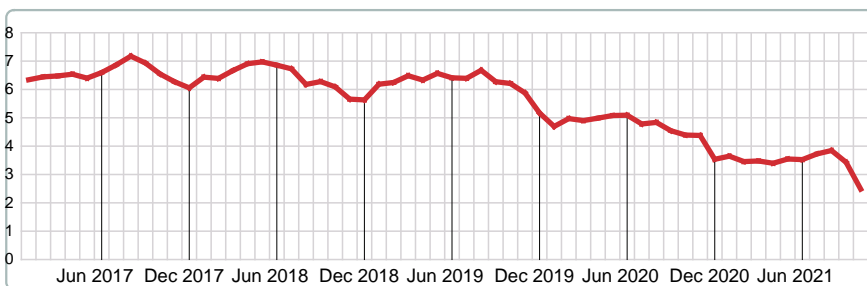
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2021



### 5 YEAR MARKET ACTIVITY TRENDS

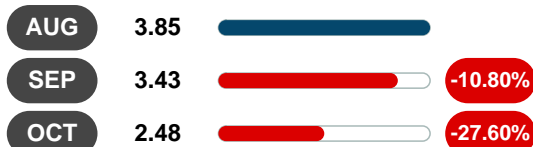


### 3 MONTHS

5 year OCT AVG = 5.14

High Aug 2017 7.17 Low Oct 2021 2.48

Months Supply this month at 2.48 below the 5 yr OCT average of 5.14



### 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	39	9.09%	2.40	3.18	0.84	0.67	0.00
\$50,001 - \$75,000	50	11.66%	7.59	8.90	2.12	0.00	0.00
\$75,001 - \$150,000	67	15.62%	2.72	5.49	1.21	1.09	0.00
\$150,001 - \$275,000	102	23.78%	1.44	9.70	0.95	1.04	0.00
\$275,001 - \$425,000	74	17.25%	2.12	15.33	2.16	1.07	1.13
\$425,001 - \$750,000	56	13.05%	3.36	11.08	4.40	3.08	1.25
\$750,001 and up	41	9.56%	13.67	48.00	24.00	6.75	7.38
Market Supply of Inventory (MSI)			2.48	6.97	1.36	1.58	1.91
Total Active Inventory by Units		100%	429	222	113	77	17

# October 2021



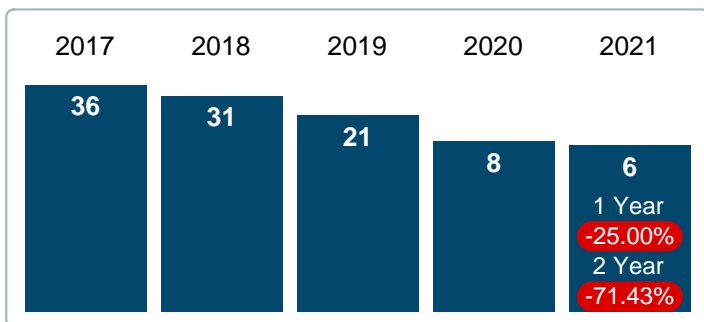
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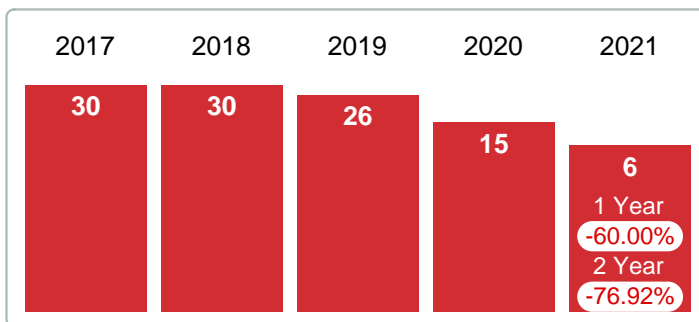
## MEDIAN DAYS ON MARKET TO SALE

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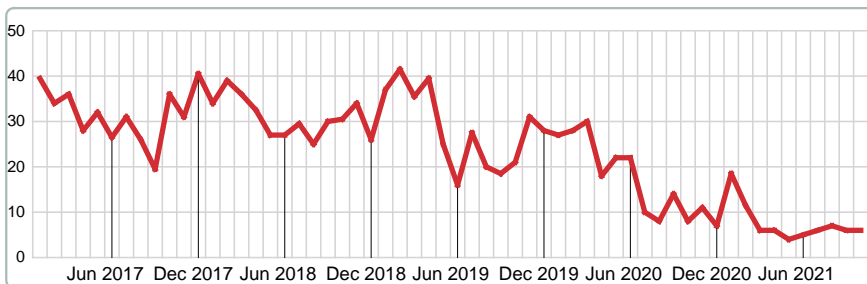
### OCTOBER



### YEAR TO DATE (YTD)

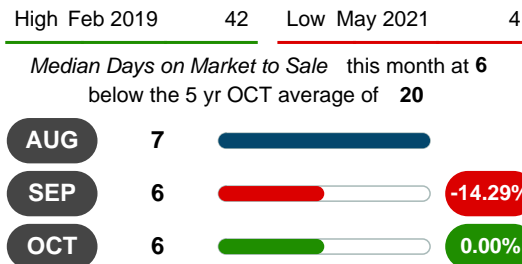


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 20



### 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
\$50,000 and less	9.89%	12	18	7	42	0
\$50,001 - \$75,000	7.69%	1	1	0	0	0
\$75,001 - \$175,000	21.43%	3	5	3	2	0
\$175,001 - \$250,000	19.78%	7	13	8	5	1
\$250,001 - \$325,000	18.13%	6	7	4	12	0
\$325,001 - \$450,000	12.64%	7	29	7	4	23
\$450,001 and up	10.44%	18	0	3	22	17
Median Closed DOM		6	5	6	9	17
Total Closed Units	100%	182	46	82	44	10
Total Closed Volume		45,525,262	4.69M	18.49M	16.86M	5.49M

# October 2021

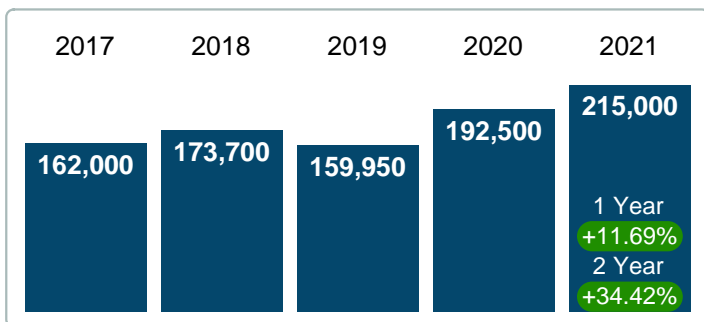
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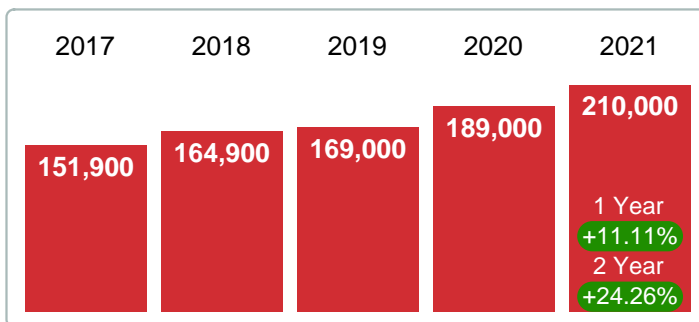
## MEDIAN LIST PRICE AT CLOSING

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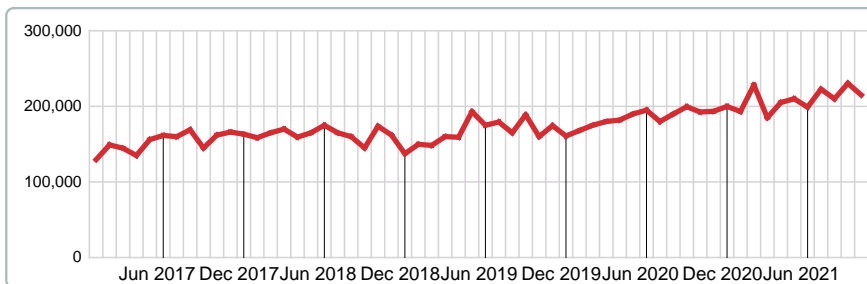
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

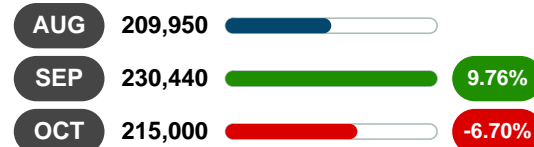


### 3 MONTHS

5 year OCT AVG = 180,630

High Sep 2021 230,440 Low Jan 2017 129,500

Median List Price at Closing this month at **215,000**  
above the 5 yr OCT average of **180,630**



### 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		
\$50,000 and less	18	9.89%	1,935	45,500	1,388	1,850	0	
\$50,001 - \$75,000	13	7.14%	65,000	65,000	0	0	0	
\$75,001 - \$175,000	39	21.43%	128,000	99,900	159,999	140,000	0	
\$175,001 - \$250,000	38	20.88%	212,500	185,000	215,000	215,000	215,000	
\$250,001 - \$325,000	30	16.48%	278,000	278,750	280,000	275,900	0	
\$325,001 - \$450,000	25	13.74%	385,000	380,000	367,450	387,450	430,000	
\$450,001 and up	19	10.44%	525,000	0	465,000	520,000	602,450	
Median List Price		215,000		76,000	217,450	294,950	514,450	
Total Closed Units		182	100%	215,000	46	82	44	10
Total Closed Volume		46,107,526		4.90M	18.48M	17.17M	5.56M	



# October 2021



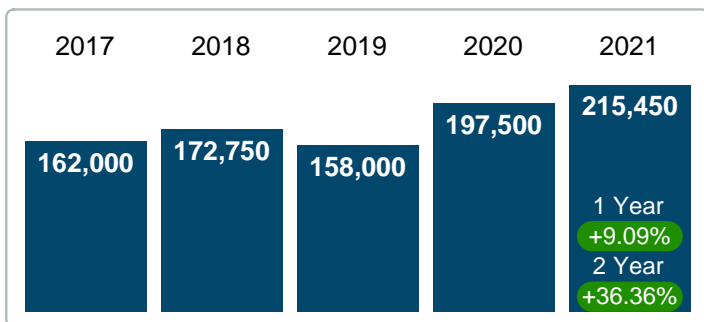
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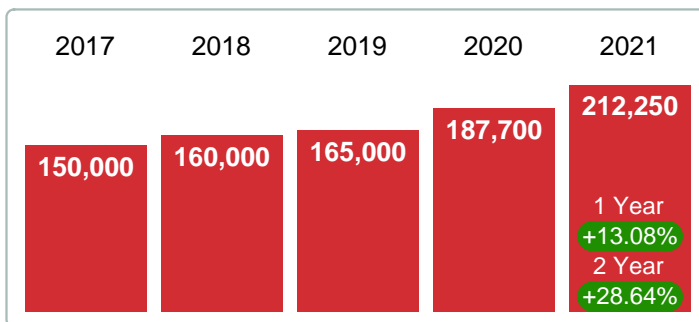
## MEDIAN SOLD PRICE AT CLOSING

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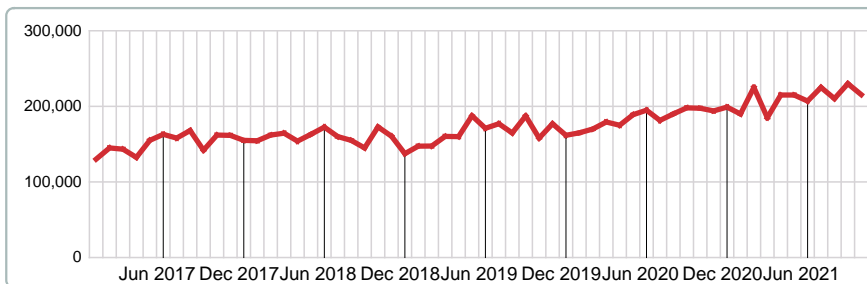
### OCTOBER



### YEAR TO DATE (YTD)

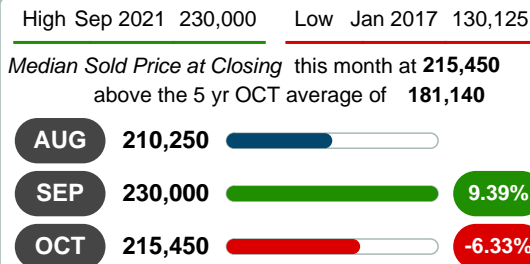


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 181,140



### 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
\$50,000 and less	9.89%	2,123	43,225	1,388	2,038	0
\$50,001 - \$75,000	7.69%	65,000	65,000	0	0	0
\$75,001 - \$175,000	21.43%	134,999	105,000	159,000	150,000	0
\$175,001 - \$250,000	19.78%	214,000	190,000	212,500	217,950	206,000
\$250,001 - \$325,000	18.13%	285,000	287,500	282,000	280,000	0
\$325,001 - \$450,000	12.64%	380,000	368,460	373,000	390,000	420,000
\$450,001 and up	10.44%	522,500	0	470,950	518,750	603,000
Median Sold Price		215,450	76,000	216,500	298,750	520,500
Total Closed Units	100%	215,450	46	82	44	10
Total Closed Volume		45,525,262	4.69M	18.49M	16.86M	5.49M

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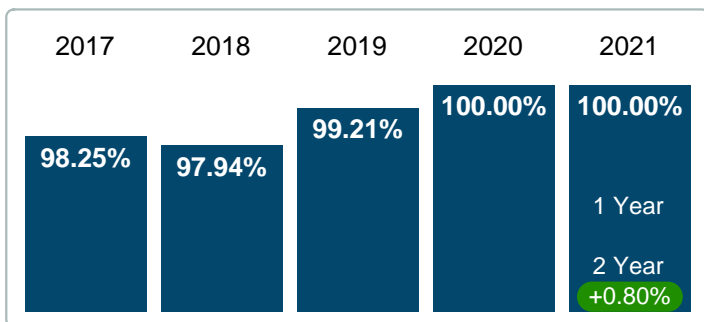
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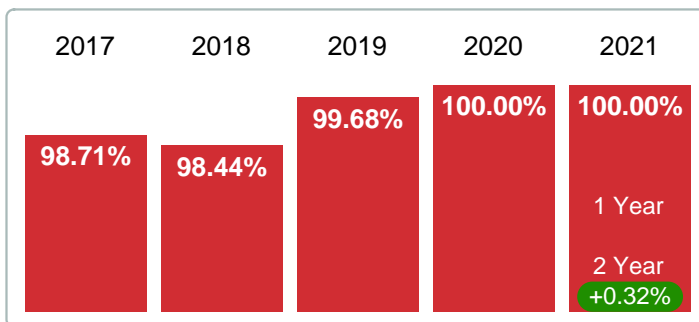
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

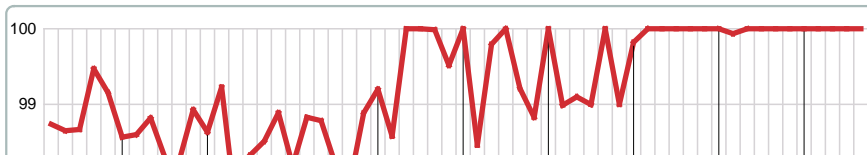
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 99.08%

High Oct 2021 100.00% Low Feb 2018 97.63%

Median Sold/List Ratio this month at **100.00%** above the 5 yr OCT average of **99.08%**

AUG 100.00%  
SEP 100.00%  
OCT 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
\$50,000 and less	18	9.89%	100.00%	95.00%	100.00%	109.26%	0.00%
\$50,001 - \$75,000	14	7.69%	100.00%	100.00%	0.00%	0.00%	0.00%
\$75,001 - \$175,000	39	21.43%	100.00%	100.00%	100.00%	102.18%	0.00%
\$175,001 - \$250,000	36	19.78%	100.03%	100.00%	100.51%	101.40%	95.81%
\$250,001 - \$325,000	33	18.13%	100.00%	100.00%	100.96%	100.00%	0.00%
\$325,001 - \$450,000	23	12.64%	100.00%	95.70%	100.00%	100.00%	97.67%
\$450,001 and up	19	10.44%	99.87%	0.00%	100.00%	99.03%	99.93%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	99.56%
Total Closed Units	182	100%	100.00%	46	82	44	10
Total Closed Volume	45,525,262			4.69M	18.49M	16.86M	5.49M

# October 2021

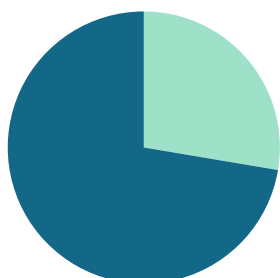
Area Delimited by County Of Rogers



## MARKET SUMMARY

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

### INVENTORY

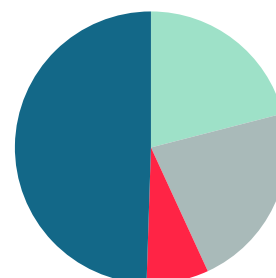


**Inventory**  
 New Listings  
**227 = 27.65%**  
 Start Inventory  
**594**  
 Total Inventory Units  
**821**  
 Volume  
**\$266,114,463**

### Market Activity

Closed Sales  
**182 = 20.99%**  
 Pending Sales  
**192 = 22.15%**  
 Other Off Market  
**64 = 7.38%**  
 Active Inventory  
**429 = 49.48%**

### MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	187	182	-2.67%	1,576	1,708	8.38%
Pending Sales	198	192	-3.03%	1,713	1,815	5.95%
New Listings	237	227	-4.22%	2,258	2,259	0.04%
Median List Price	192,500	215,000	11.69%	189,000	210,000	11.11%
Median Sale Price	197,500	215,450	9.09%	187,700	212,250	13.08%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Days on Market to Sale	8.00	6.00	-25.00%	15.00	6.00	-60.00%
Monthly Inventory	688	429	-37.65%	688	429	-37.65%
Months Supply of Inventory	4.40	2.48	-43.60%	4.40	2.48	-43.60%

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

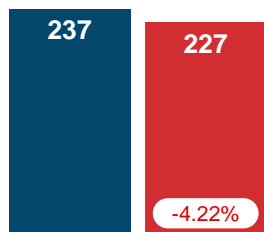
**Inventory** on October 31, 2021 = **429**

**2020** **2021**

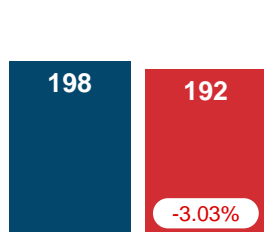
### OCTOBER MARKET

### MEDIAN PRICES

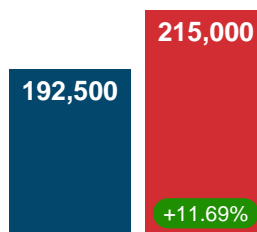
#### New Listings



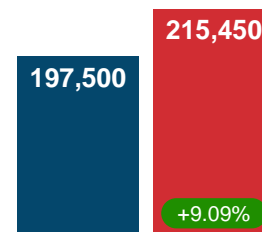
#### Pending Listings



#### List Price



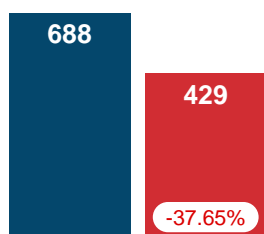
#### Sale Price



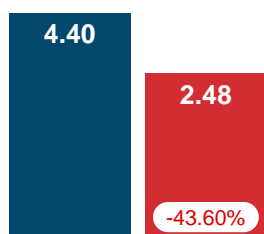
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

