



September 2021

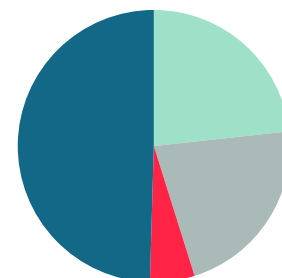
Area Delimited by County Of Rogers



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2020	2021	+/-%
Closed Listings	197	202	2.54%
Pending Listings	171	190	11.11%
New Listings	213	222	4.23%
Average List Price	219,947	267,186	21.48%
Average Sale Price	218,519	265,708	21.60%
Average Percent of Selling Price to List Price	101.54%	99.73%	-1.78%
Average Days on Market to Sale	32.50	18.99	-41.58%
End of Month Inventory	699	430	-38.48%
Months Supply of Inventory	4.54	2.48	-45.33%



■ Closed (23.27%)
■ Pending (21.89%)
■ Other OffMarket (5.30%)
■ Active (49.54%)

Absorption: Last 12 months, an Average of **173** Sales/Month
Active Inventory as of September 30, 2021 = **430**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2021 decreased **38.48%** to 430 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.

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 **21.60%** in September 2021 to \$265,708 versus the previous year at \$218,519.

Average Days on Market Shortens

The average number of **18.99** days that homes spent on the market before selling decreased by 13.51 days or **41.58%** in September 2021 compared to last year's same month at **32.50** DOM.

Sales Success for September 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 222 New Listings in September 2021, up **4.23%** from last year at 213. Furthermore, there were 202 Closed Listings this month versus last year at 197, a **2.54%** increase.

Closed versus Listed trends yielded a **91.0%** ratio, down from previous year's, September 2020, at **92.5%**, a **1.62%** 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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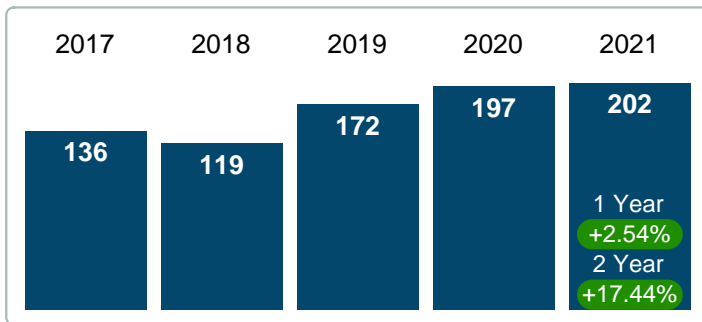
Area Delimited by County Of Rogers



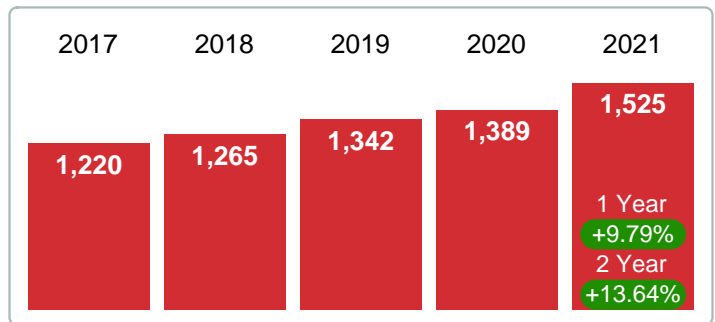
CLOSED LISTINGS

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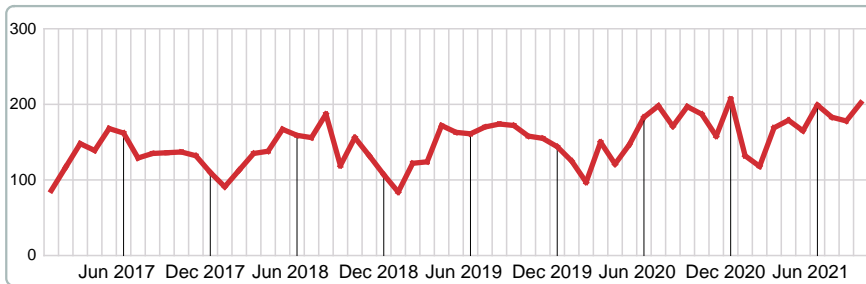
SEPTEMBER



YEAR TO DATE (YTD)

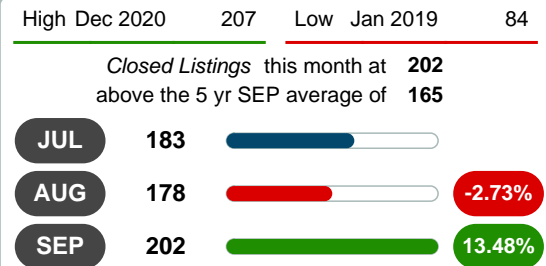


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 165



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	20	9.90%	58.7	14	5	1	0
\$75,001 - \$125,000	12	5.94%	25.5	4	7	1	0
\$125,001 - \$175,000	34	16.83%	12.0	5	26	3	0
\$175,001 - \$275,000	63	31.19%	11.6	3	44	16	0
\$275,001 - \$350,000	26	12.87%	12.7	0	16	8	2
\$350,001 - \$475,000	26	12.87%	17.2	0	7	15	4
\$475,001 and up	21	10.40%	20.8	1	1	12	7
Total Closed Units	202			27	106	56	13
Total Closed Volume	53,673,086	100%	19.0	2.85M	23.24M	20.22M	7.36M
Average Closed Price	\$265,708			\$105,475	\$219,230	\$361,131	\$566,425



September 2021

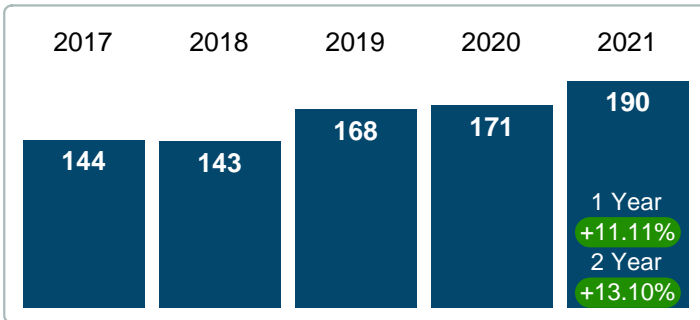
Area Delimited by County Of Rogers



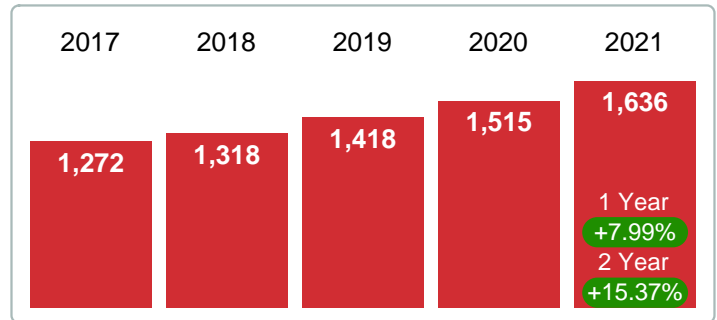
PENDING LISTINGS

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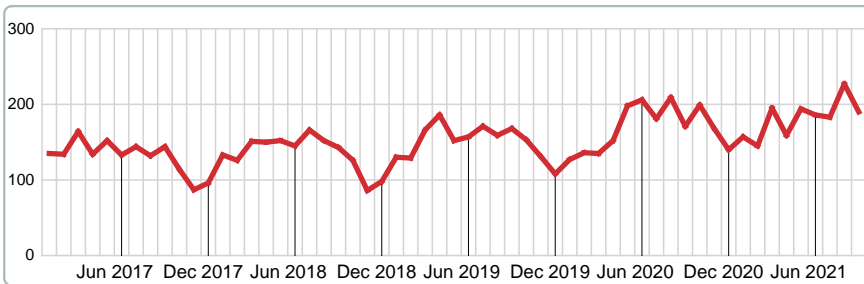
SEPTEMBER



YEAR TO DATE (YTD)

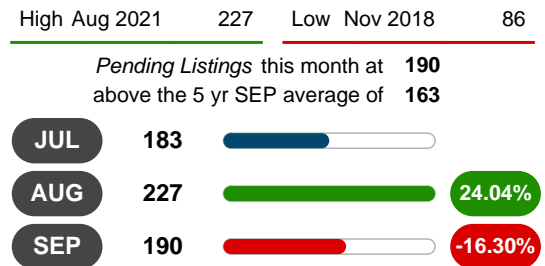


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 163



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	11	5.79%	67.1	9	2	0	0
\$50,001 - \$125,000	31	16.32%	19.4	26	5	0	0
\$125,001 - \$175,000	25	13.16%	18.4	9	13	3	0
\$175,001 - \$250,000	44	23.16%	17.4	2	36	6	0
\$250,001 - \$325,000	36	18.95%	25.7	4	14	18	0
\$325,001 - \$450,000	25	13.16%	21.4	3	10	11	1
\$450,001 and up	18	9.47%	27.7	1	4	6	7
Total Pending Units	190			54	84	44	8
Total Pending Volume	50,491,595	100%	24.2	7.69M	21.52M	14.33M	6.95M
Average Listing Price	\$182,695			\$142,316	\$256,245	\$325,752	\$868,613



September 2021

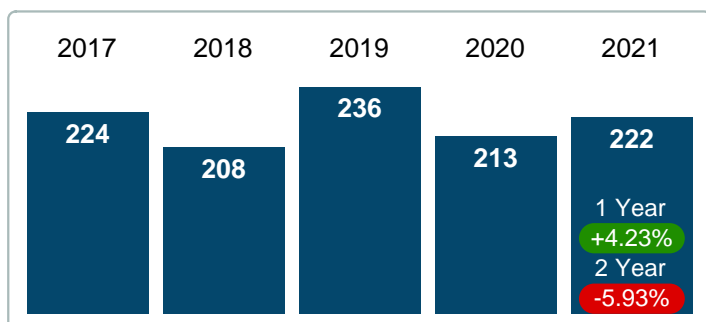
Area Delimited by County Of Rogers



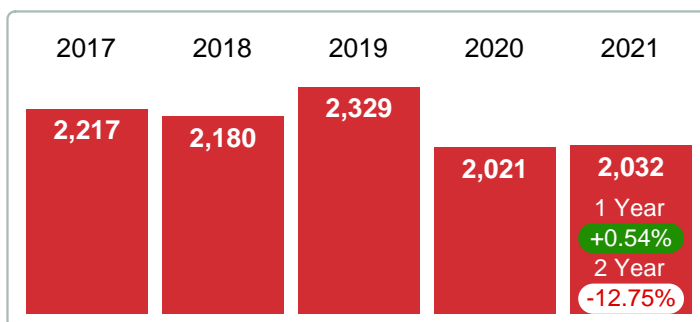
NEW LISTINGS

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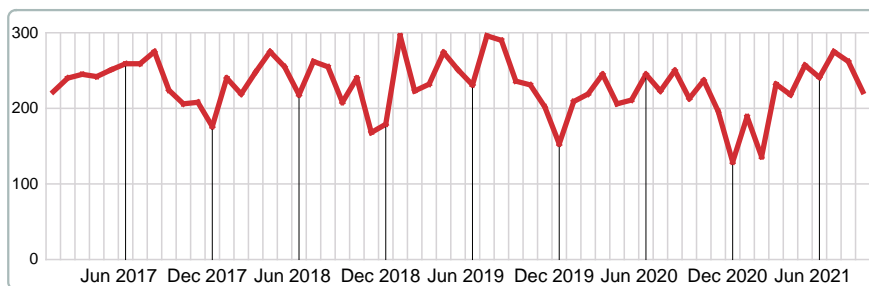
SEPTEMBER



YEAR TO DATE (YTD)

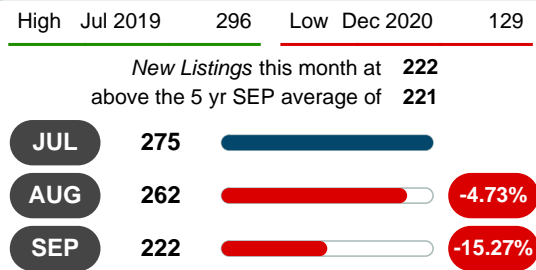


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 221



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	23	10.36%	16	5	2	0
\$75,001 - \$125,000	23	10.36%	20	3	0	0
\$125,001 - \$175,000	37	16.67%	18	18	1	0
\$175,001 - \$250,000	50	22.52%	6	37	7	0
\$250,001 - \$325,000	37	16.67%	6	19	12	0
\$325,001 - \$450,000	28	12.61%	4	12	12	0
\$450,001 and up	24	10.81%	4	5	12	3
Total New Listed Units		222	74	99	46	3
Total New Listed Volume		56,410,314	13.30M	23.77M	16.88M	2.46M
Average New Listed Listing Price		\$182,425	\$179,664	\$240,138	\$366,895	\$821,467



September 2021

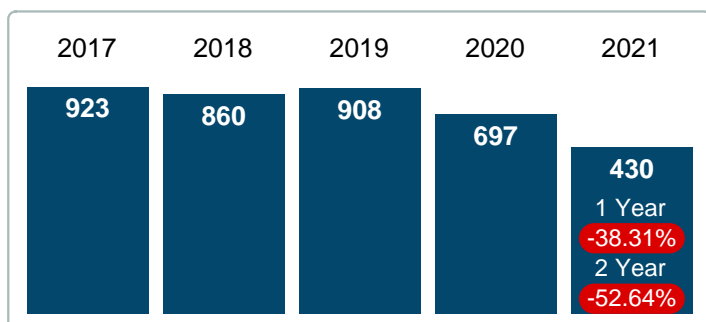
Area Delimited by County Of Rogers



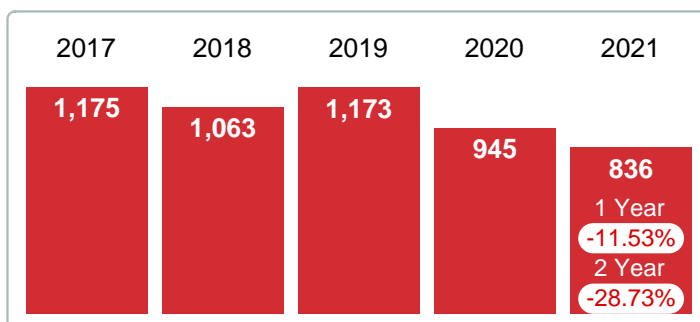
ACTIVE INVENTORY

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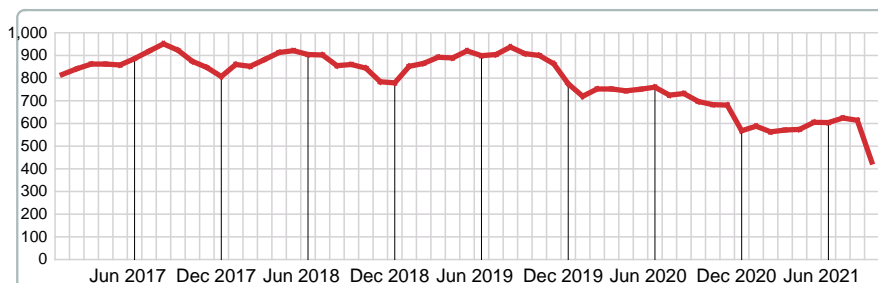
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

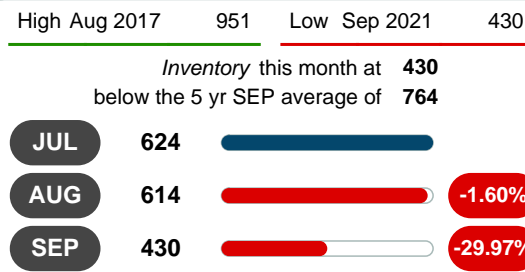


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 764



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	41	9.53%	143.2	36	3	2	0
\$50,001 - \$75,000	39	9.07%	135.3	37	1	0	1
\$75,001 - \$150,000	68	15.81%	58.1	47	20	1	0
\$150,001 - \$325,000	124	28.84%	65.3	56	46	22	0
\$325,001 - \$425,000	61	14.19%	68.6	14	20	25	2
\$425,001 - \$725,000	52	12.09%	75.1	12	6	30	4
\$725,001 and up	45	10.47%	110.2	21	6	11	7
Total Active Inventory by Units			430	223	102	91	14
Total Active Inventory by Volume			159,749,416	70.63M	30.37M	46.21M	12.54M
Average Active Inventory Listing Price			\$371,510	\$316,720	\$297,765	\$507,824	\$895,486



September 2021

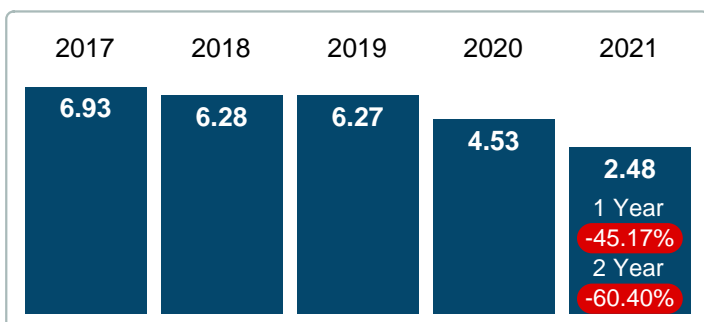
Area Delimited by County Of Rogers



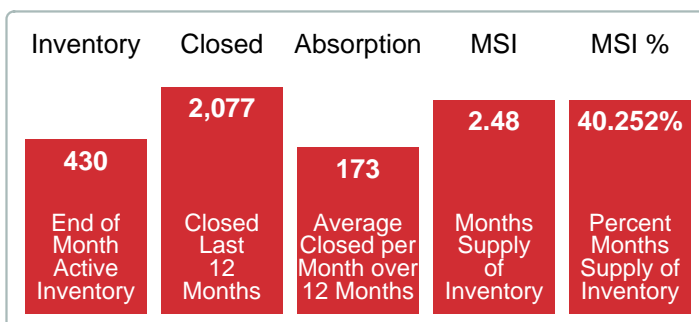
MONTHS SUPPLY of INVENTORY (MSI)

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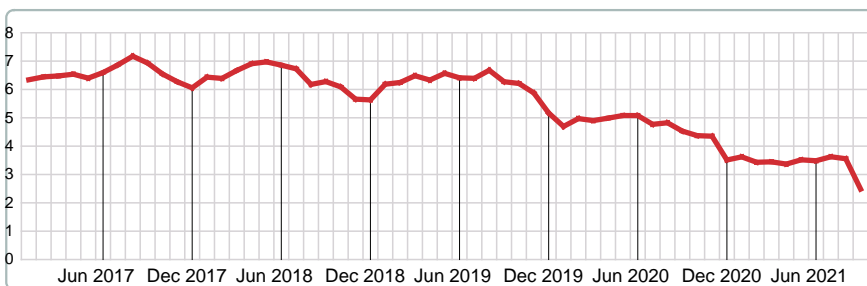
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2021



5 YEAR MARKET ACTIVITY TRENDS

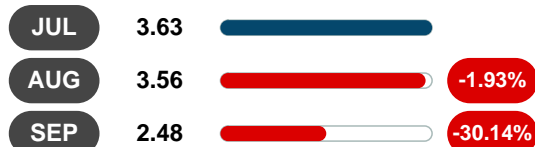


3 MONTHS

5 year SEP AVG = 5.30

High Aug 2017 7.17 Low Sep 2021 2.48

Months Supply this month at **2.48**
below the 5 yr SEP average of **5.30**



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	41	9.53%	2.48	3.15	0.88	1.33	0.00
\$50,001 - \$75,000	39	9.07%	6.59	8.54	0.63	0.00	0.00
\$75,001 - \$150,000	68	15.81%	2.68	5.70	1.30	0.57	0.00
\$150,001 - \$325,000	124	28.84%	1.42	11.79	0.82	0.89	0.00
\$325,001 - \$425,000	61	14.19%	3.25	33.60	4.00	2.21	1.00
\$425,001 - \$725,000	52	12.09%	3.27	10.29	2.67	3.36	1.12
\$725,001 and up	45	10.47%	12.86	50.40	24.00	6.60	6.00
Market Supply of Inventory (MSI)			2.48	7.25	1.22	1.82	1.62
Total Active Inventory by Units		100%	430	223	102	91	14



September 2021

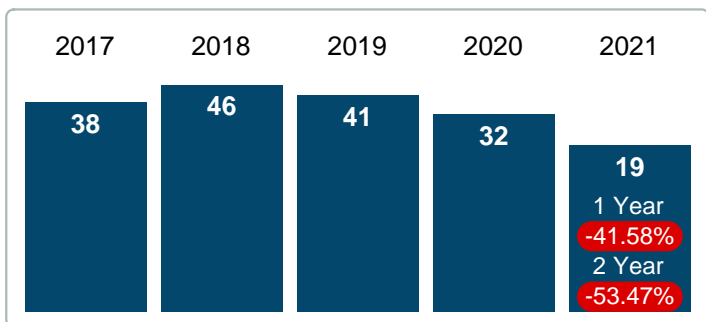
Area Delimited by County Of Rogers



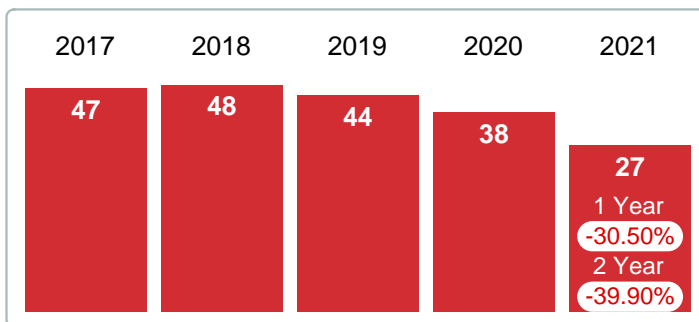
AVERAGE DAYS ON MARKET TO SALE

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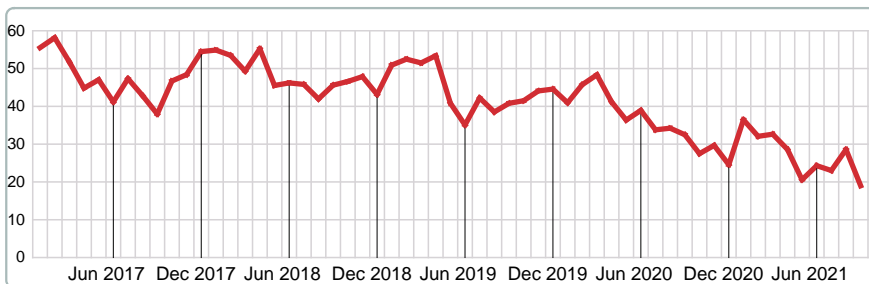
SEPTEMBER



YEAR TO DATE (YTD)

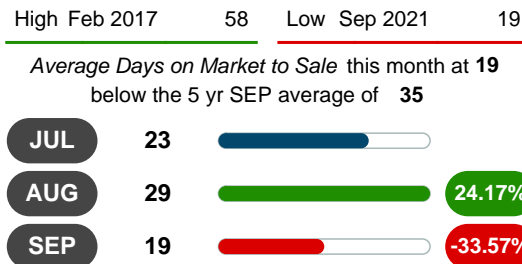


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 35



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	9.90%	59	74	27	7	0
\$75,001 - \$125,000	5.94%	26	53	11	22	0
\$125,001 - \$175,000	16.83%	12	14	12	10	0
\$175,001 - \$275,000	31.19%	12	76	8	9	0
\$275,001 - \$350,000	12.87%	13	0	10	17	17
\$350,001 - \$475,000	12.87%	17	0	11	20	19
\$475,001 and up	10.40%	21	1	35	21	21
Average Closed DOM		19	57	11	16	20
Total Closed Units	100%	19	27	106	56	13
Total Closed Volume		53,673,086	2.85M	23.24M	20.22M	7.36M



September 2021

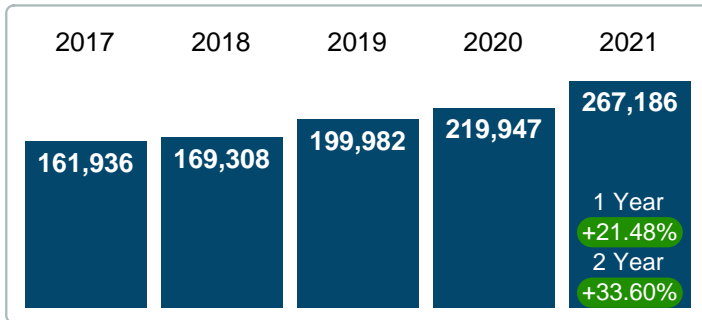
Area Delimited by County Of Rogers



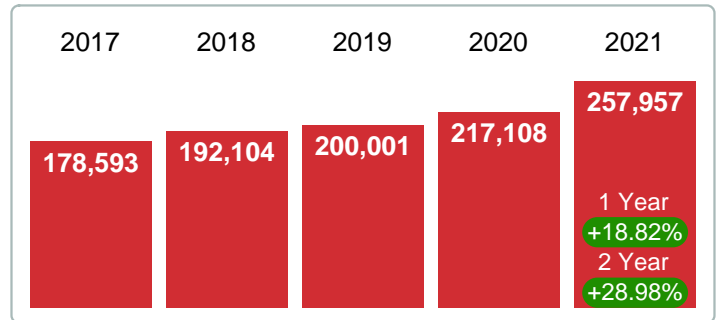
AVERAGE LIST PRICE AT CLOSING

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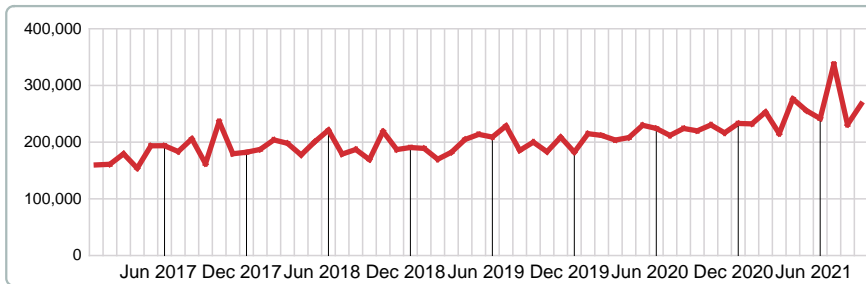
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

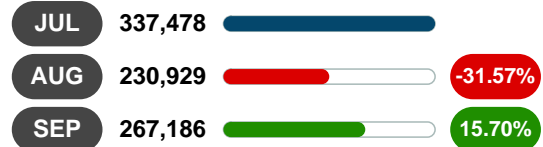


3 MONTHS

5 year SEP AVG = 203,672

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

Average List Price at Closing this month at **267,186**
above the 5 yr SEP average of **203,672**



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%	30,598	36,869	50,459	1,100	0
\$75,001 - \$125,000	7.92%	103,049	98,973	112,643	115,000	0
\$125,001 - \$175,000	14.85%	153,477	150,180	159,862	146,300	0
\$175,001 - \$275,000	34.65%	226,166	246,977	220,870	239,032	0
\$275,001 - \$350,000	11.88%	321,158	0	299,337	314,925	302,500
\$350,001 - \$475,000	11.88%	405,152	0	399,996	403,265	393,675
\$475,001 and up	10.40%	663,579	649,500	590,000	607,058	772,994
Average List Price		267,186	113,088	217,876	361,296	583,897
Total Closed Units	100%	267,186	27	106	56	13
Total Closed Volume		53,971,487	3.05M	23.09M	20.23M	7.59M



September 2021

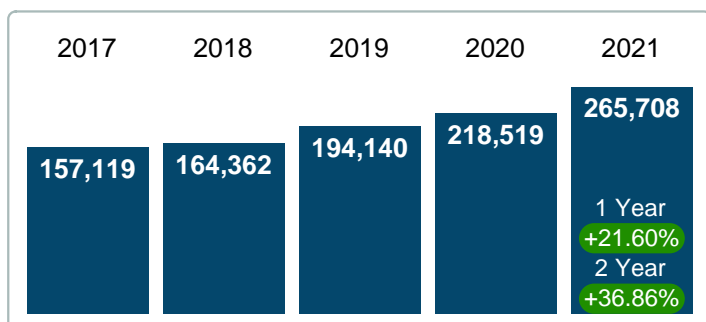
Area Delimited by County Of Rogers



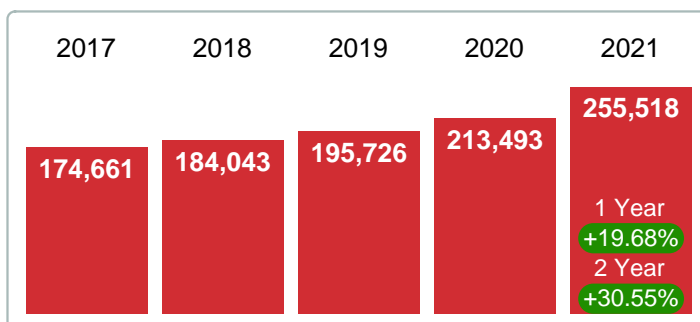
AVERAGE SOLD PRICE AT CLOSING

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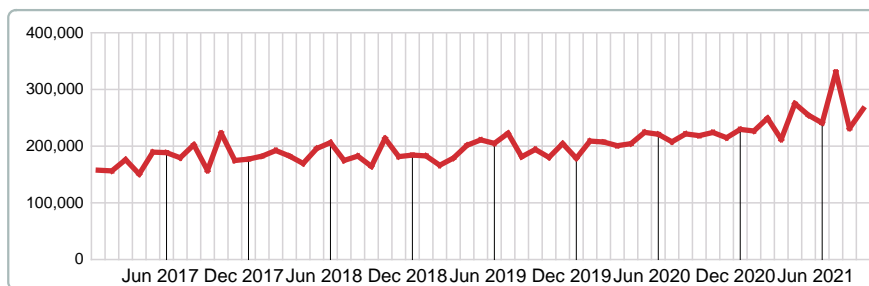
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

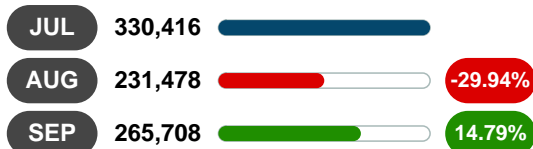


3 MONTHS

5 year SEP AVG = 199,969

High Jul 2021 330,416 Low Apr 2017 150,777

Average Sold Price at Closing this month at **265,708**
above the 5 yr SEP average of **199,969**



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	9.90%	33,603	34,647	37,179	1,100	0
\$75,001 - \$125,000	5.94%	108,458	98,250	114,071	110,000	0
\$125,001 - \$175,000	16.83%	153,593	144,580	156,525	143,200	0
\$175,001 - \$275,000	31.19%	226,780	223,500	221,755	241,216	0
\$275,001 - \$350,000	12.87%	314,103	0	314,795	317,869	293,500
\$350,001 - \$475,000	12.87%	404,140	0	402,921	406,760	396,450
\$475,001 and up	10.40%	643,614	576,375	570,000	598,233	741,531
Average Sold Price		265,708	105,475	219,230	361,131	566,425
Total Closed Units	100%	202	27	106	56	13
Total Closed Volume		53,673,086	2.85M	23.24M	20.22M	7.36M

September 2021

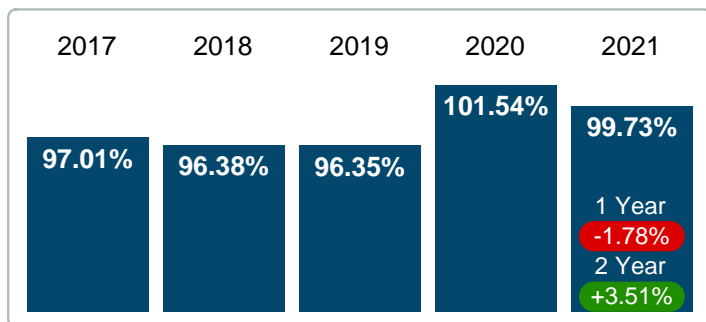
Area Delimited by County Of Rogers



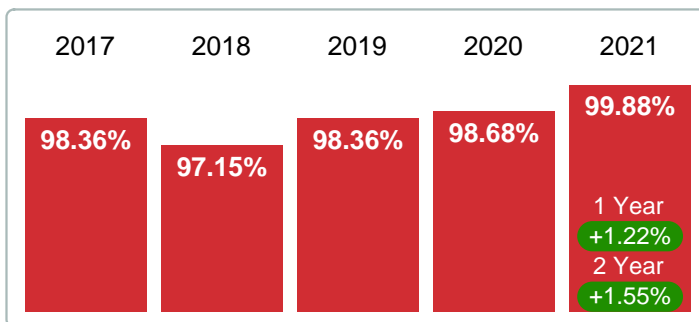
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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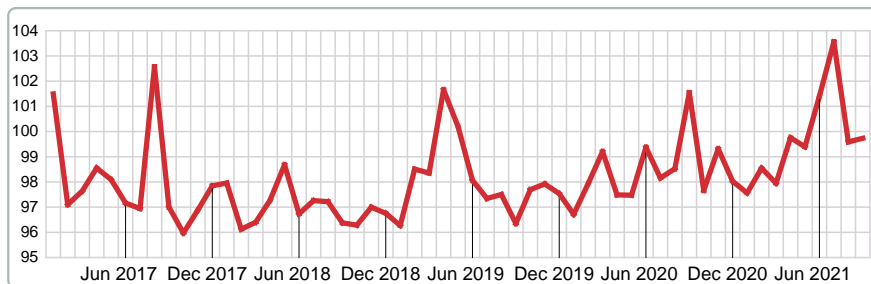
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

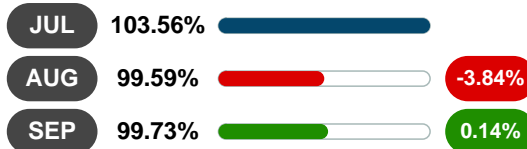


3 MONTHS

5 year SEP AVG = 98.20%

High Jul 2021 103.56% Low Oct 2017 95.97%

Average Sold/List Ratio this month at **99.73%** above the 5 yr SEP average of **98.20%**



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	20	9.90%	90.96%	92.81%	83.97%	100.00%	0.00%
\$75,001 - \$125,000	12	5.94%	100.02%	99.01%	101.22%	95.65%	0.00%
\$125,001 - \$175,000	34	16.83%	97.93%	96.98%	98.02%	98.65%	0.00%
\$175,001 - \$275,000	63	31.19%	100.14%	90.41%	100.55%	100.83%	0.00%
\$275,001 - \$350,000	26	12.87%	108.33%	0.00%	113.23%	101.08%	98.14%
\$350,001 - \$475,000	26	12.87%	100.82%	0.00%	100.74%	100.88%	100.73%
\$475,001 and up	21	10.40%	97.65%	88.74%	96.61%	98.86%	96.99%
Average Sold/List Ratio		99.70%		94.09%	101.08%	100.23%	98.32%
Total Closed Units	202	100%	99.70%	27	106	56	13
Total Closed Volume	53,673,086			2.85M	23.24M	20.22M	7.36M



September 2021

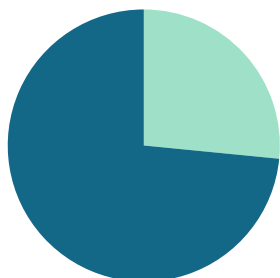
Area Delimited by County Of Rogers



MARKET SUMMARY

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

INVENTORY



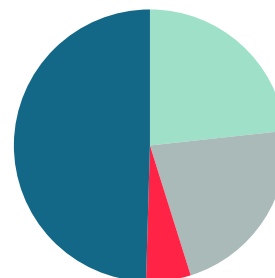
Inventory

- New Listings **222 = 26.56%**
- Start Inventory **614**
- Total Inventory Units **836**
- Volume **\$276,076,202**

Market Activity

- Closed Sales **202 = 23.27%**
- Pending Sales **190 = 21.89%**
- Other Off Market **46 = 5.30%**
- Active Inventory **430 = 49.54%**

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	197	202	2.54%	1,389	1,525	9.79%
Pending Sales	171	190	11.11%	1,515	1,636	7.99%
New Listings	213	222	4.23%	2,021	2,032	0.54%
Average List Price	219,947	267,186	21.48%	217,108	257,957	18.82%
Average Sale Price	218,519	265,708	21.60%	213,493	255,518	19.68%
Average Percent of Selling Price to List Price	101.54%	99.73%	-1.78%	98.68%	99.88%	1.22%
Average Days on Market to Sale	32.50	18.99	-41.58%	38.31	26.62	-30.50%
Monthly Inventory	699	430	-38.48%	699	430	-38.48%
Months Supply of Inventory	4.54	2.48	-45.33%	4.54	2.48	-45.33%

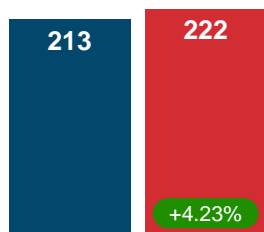
Absorption: Last 12 months, an Average of **173** Sales/Month

Inventory on September 30, 2021 = **430** 2020 2021

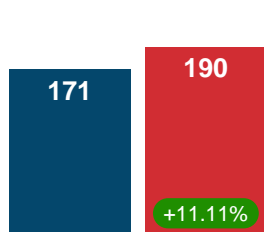
SEPTEMBER MARKET

AVERAGE PRICES

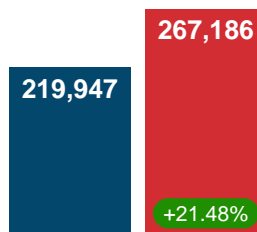
New Listings



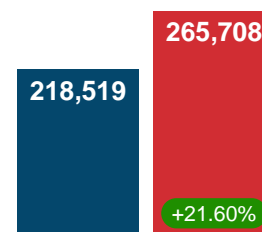
Pending Listings



List Price



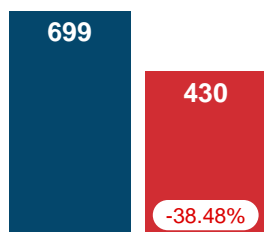
Sale Price



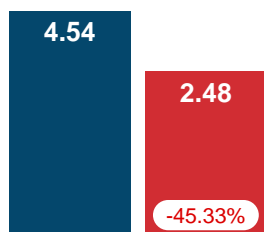
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

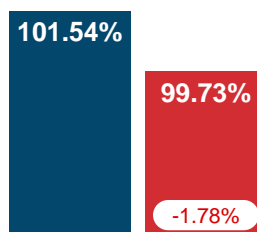
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

