

September 2021

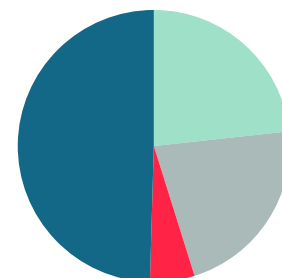
Area Delimited by County Of Rogers



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%
Median List Price	199,500	231,170	15.87%
Median Sale Price	198,000	230,220	16.27%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	14.00	6.00	-57.14%
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.

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 **16.27%** in September 2021 to \$230,220 versus the previous year at \$198,000.

Median Days on Market Shortens

The median number of **6.00** days that homes spent on the market before selling decreased by 8.00 days or **57.14%** in September 2021 compared to last year's same month at **14.00** DOM.

Sales Success for September 2021 is Positive

Overall, with Median 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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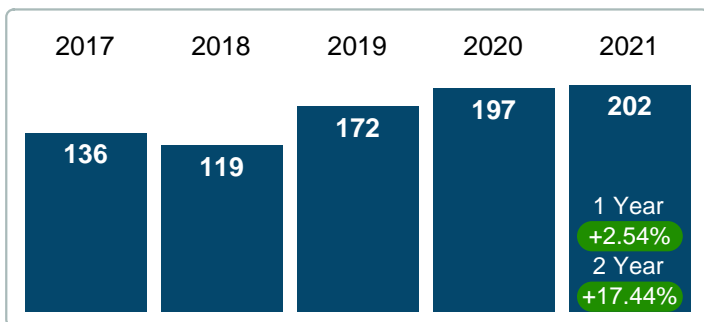
Area Delimited by County Of Rogers



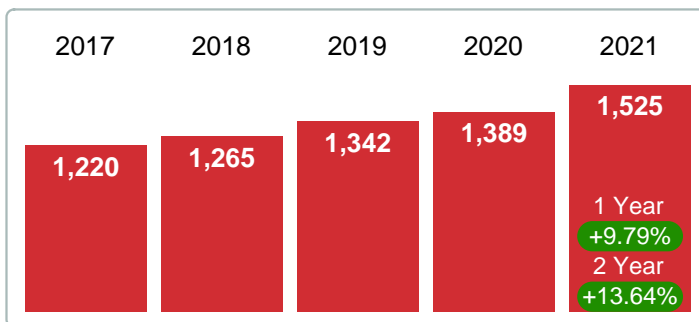
CLOSED LISTINGS

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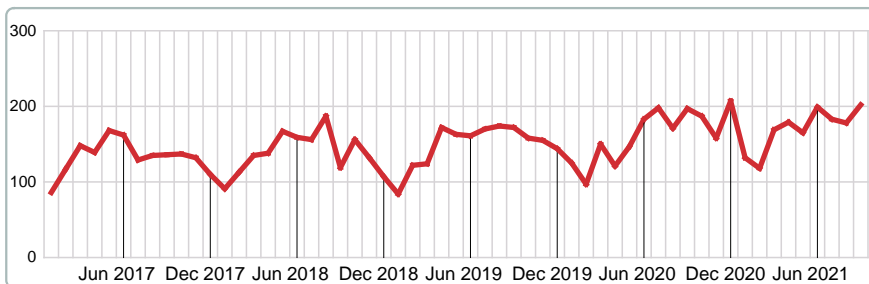
SEPTEMBER



YEAR TO DATE (YTD)

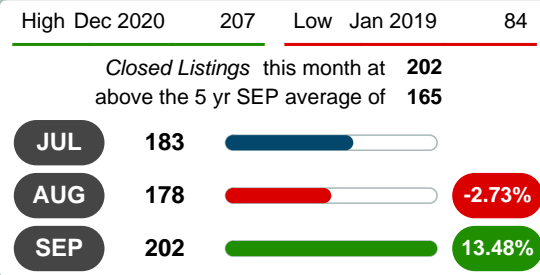


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 165



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	20	9.90%	24.5	14	5	1	0
\$75,001 - \$125,000	12	5.94%	12.5	4	7	1	0
\$125,001 - \$175,000	34	16.83%	5.5	5	26	3	0
\$175,001 - \$275,000	63	31.19%	4.0	3	44	16	0
\$275,001 - \$350,000	26	12.87%	5.0	0	16	8	2
\$350,001 - \$475,000	26	12.87%	4.5	0	7	15	4
\$475,001 and up	21	10.40%	15.0	1	1	12	7
Total Closed Units	202			27	106	56	13
Total Closed Volume	53,673,086	100%	6.0	2.85M	23.24M	20.22M	7.36M
Median Closed Price	\$230,220			\$57,500	\$205,000	\$344,000	\$490,000



September 2021

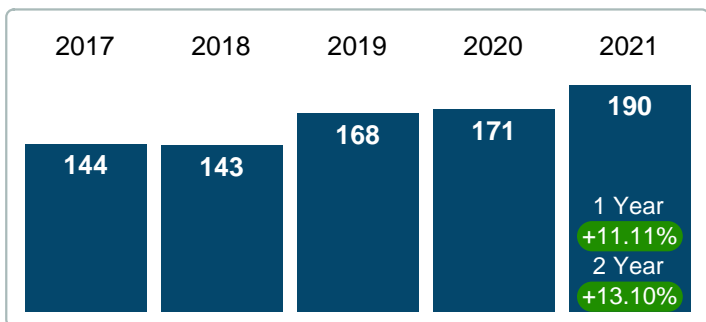
Area Delimited by County Of Rogers



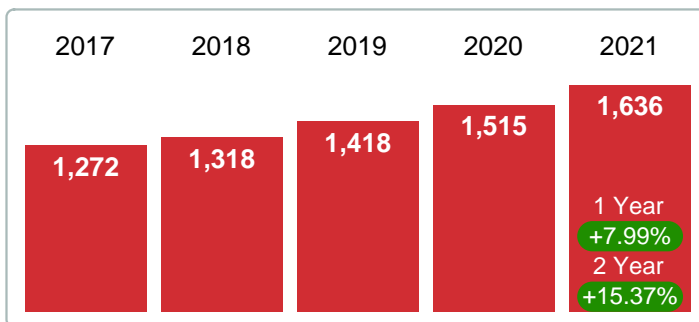
PENDING LISTINGS

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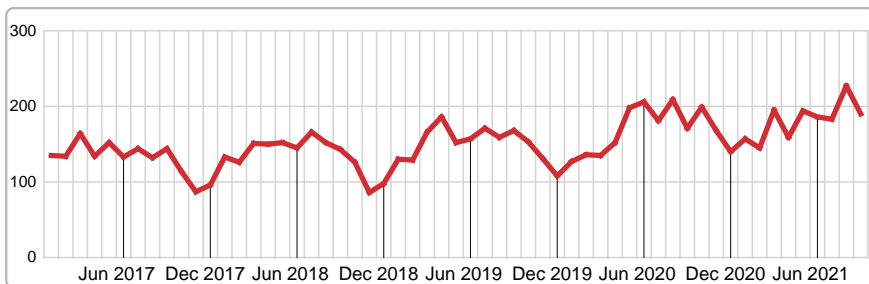
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 163

High Aug 2021 227 Low Nov 2018 86

Pending Listings this month at 190
above the 5 yr SEP average of 163



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	11	5.79%	66.0	9	2	0	0
\$50,001 - \$125,000	31	16.32%	1.0	26	5	0	0
\$125,001 - \$175,000	25	13.16%	5.0	9	13	3	0
\$175,001 - \$250,000	44	23.16%	7.5	2	36	6	0
\$250,001 - \$325,000	36	18.95%	11.5	4	14	18	0
\$325,001 - \$450,000	25	13.16%	13.0	3	10	11	1
\$450,001 and up	18	9.47%	14.0	1	4	6	7
Total Pending Units	190			54	84	44	8
Total Pending Volume	50,491,595	100%	8.5	7.69M	21.52M	14.33M	6.95M
Median Listing Price	\$222,500			\$87,450	\$219,950	\$294,950	\$514,450



September 2021

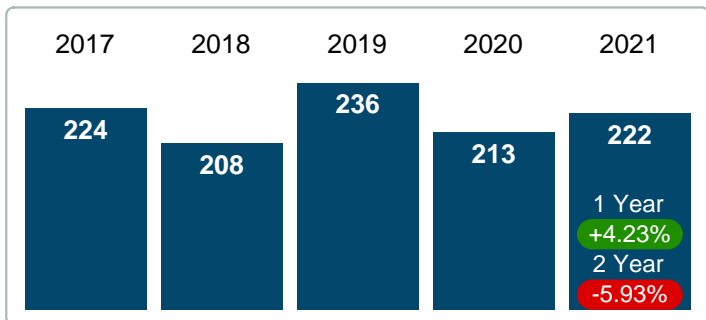
Area Delimited by County Of Rogers



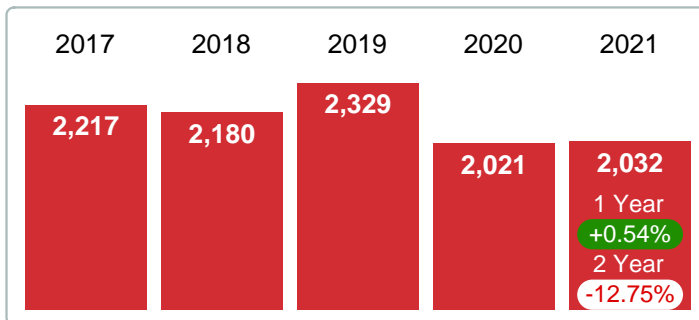
NEW LISTINGS

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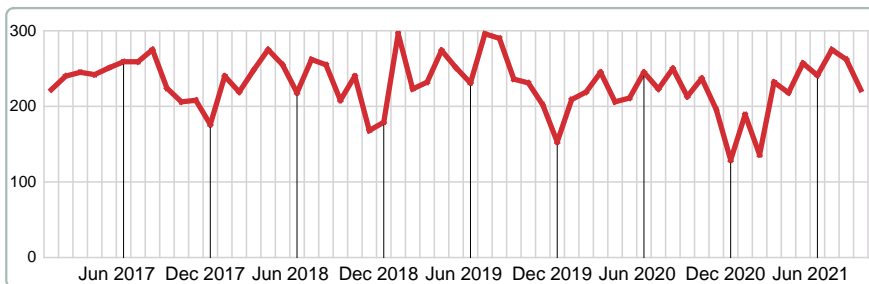
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 221

High Jul 2019 296 Low Dec 2020 129

New Listings this month at **222**
above the 5 yr SEP average of **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	100%	13.30M	23.77M	16.88M	2.46M
Median New Listed Listing Price	\$219,950		\$130,000	\$224,000	\$332,450	\$865,000



September 2021

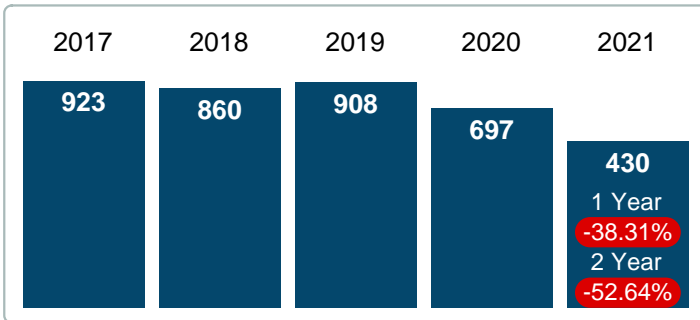
Area Delimited by County Of Rogers



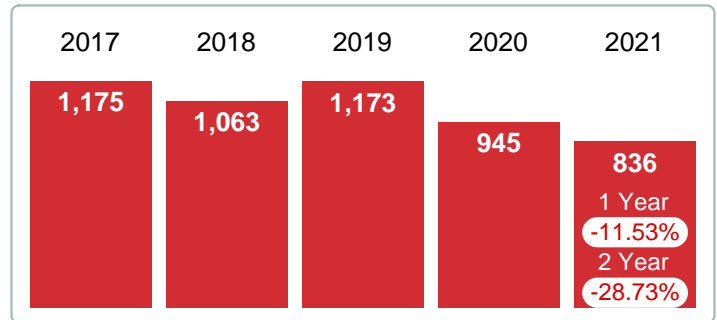
ACTIVE INVENTORY

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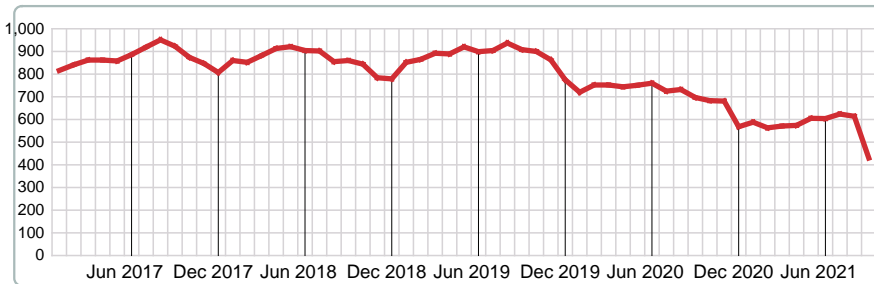
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

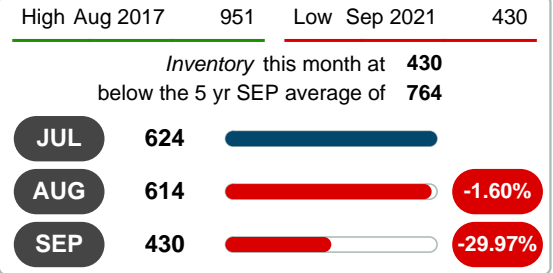


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 764



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	41	9.53%	146.0	36	3	2	0
\$50,001 - \$75,000	39	9.07%	150.0	37	1	0	1
\$75,001 - \$150,000	68	15.81%	45.0	47	20	1	0
\$150,001 - \$325,000	124	28.84%	45.0	56	46	22	0
\$325,001 - \$425,000	61	14.19%	42.0	14	20	25	2
\$425,001 - \$725,000	52	12.09%	66.0	12	6	30	4
\$725,001 and up	45	10.47%	97.0	21	6	11	7
Total Active Inventory by Units		430		223	102	91	14
Total Active Inventory by Volume		159,749,416	100%	70.63M	30.37M	46.21M	12.54M
Median Active Inventory Listing Price		\$249,950		\$149,000	\$258,750	\$419,000	\$749,450



September 2021

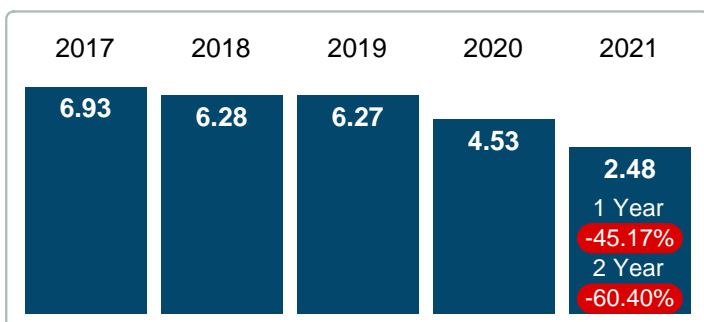
Area Delimited by County Of Rogers



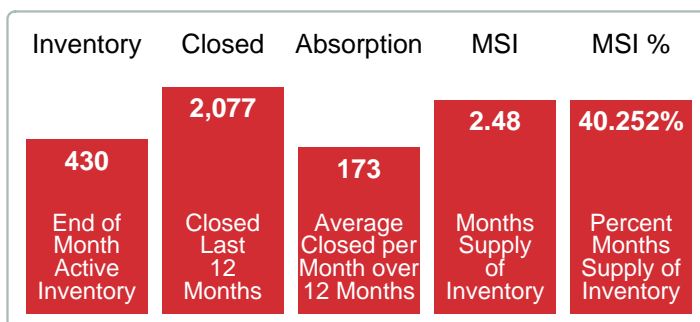
MONTHS SUPPLY of INVENTORY (MSI)

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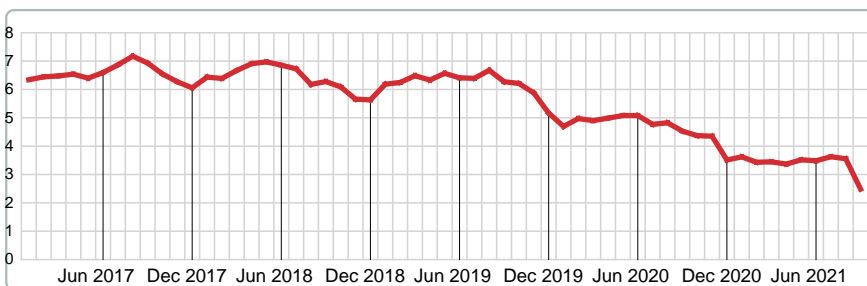
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2021

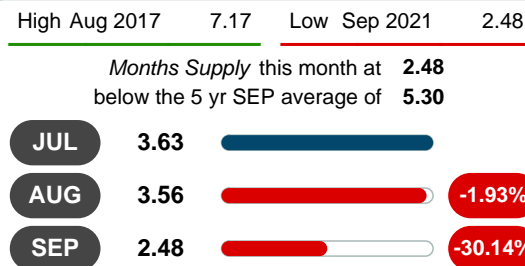


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 5.30



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%	2.48	223	102	91	14



September 2021

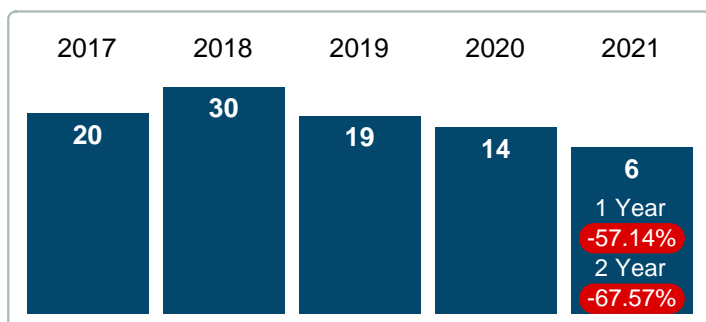
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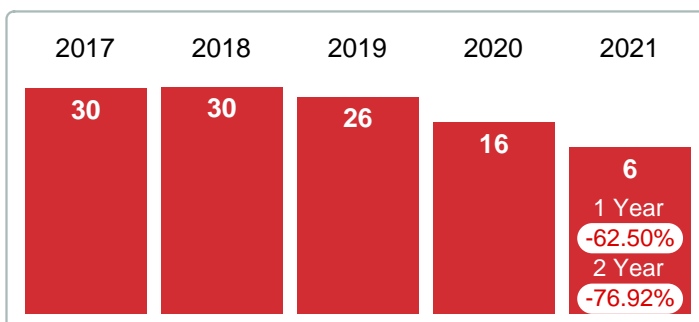
MEDIAN DAYS ON MARKET TO SALE

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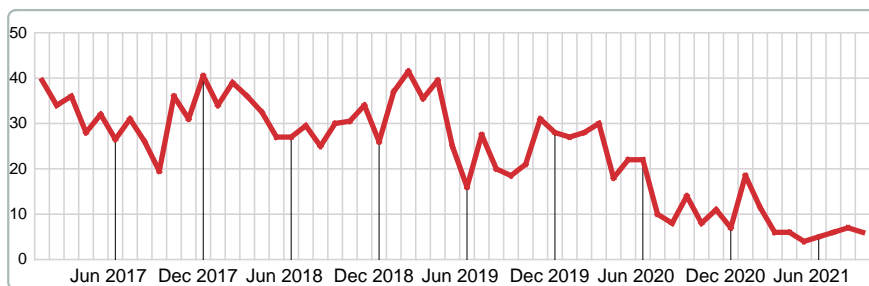
SEPTEMBER



YEAR TO DATE (YTD)

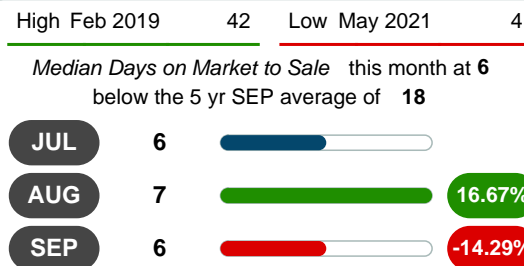


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 18



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
\$75,000 and less	20	9.90%	25	36	20	7	0
\$75,001 - \$125,000	12	5.94%	13	53	5	22	0
\$125,001 - \$175,000	34	16.83%	6	18	6	4	0
\$175,001 - \$275,000	63	31.19%	4	93	4	5	0
\$275,001 - \$350,000	26	12.87%	5	0	5	4	17
\$350,001 - \$475,000	26	12.87%	5	0	4	4	6
\$475,001 and up	21	10.40%	15	1	35	15	10
Median Closed DOM	6		6.0	24	5	5	7
Total Closed Units	202	100%	6.0	27	106	56	13
Total Closed Volume	53,673,086			2.85M	23.24M	20.22M	7.36M



September 2021

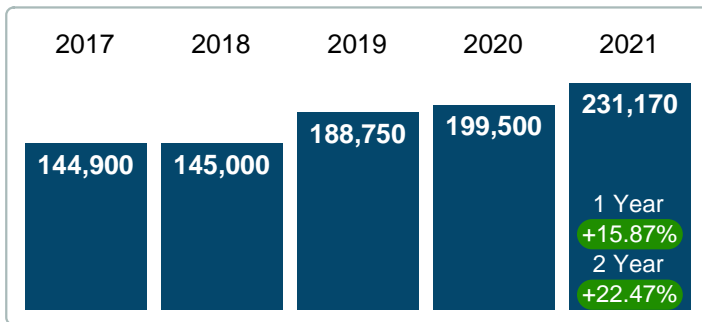
Area Delimited by County Of Rogers



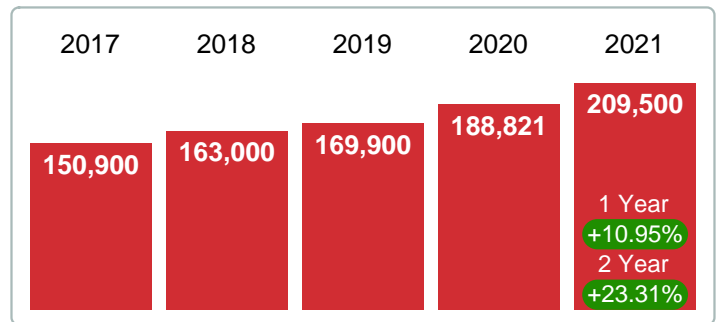
MEDIAN LIST PRICE AT CLOSING

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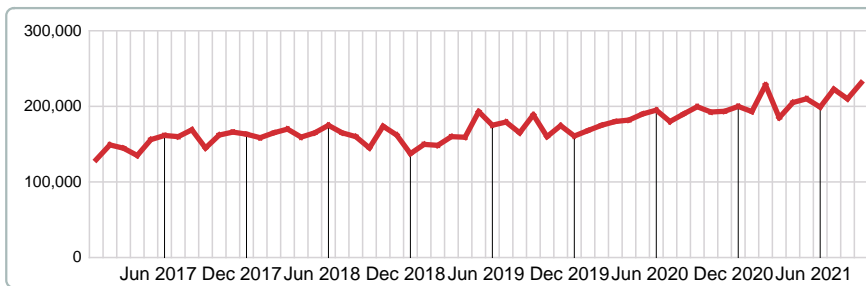
SEPTEMBER



YEAR TO DATE (YTD)

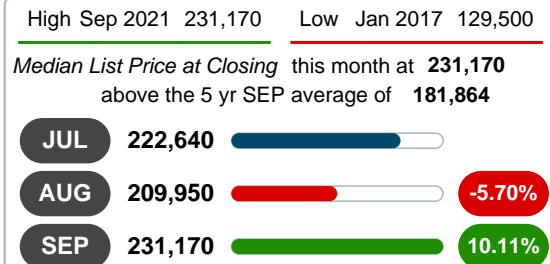


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 181,864



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
\$75,000 and less	17	8.42%	35,000	37,750	1,448	1,100	0
\$75,001 - \$125,000	16	7.92%	107,950	95,450	110,000	115,000	0
\$125,001 - \$175,000	30	14.85%	150,000	138,000	154,500	135,000	0
\$175,001 - \$275,000	70	34.65%	229,500	245,465	212,500	247,040	265,000
\$275,001 - \$350,000	24	11.88%	332,500	0	329,900	339,750	340,000
\$350,001 - \$475,000	24	11.88%	402,250	0	404,950	407,885	392,450
\$475,001 and up	21	10.40%	599,900	649,500	590,000	557,450	739,900
Median List Price			231,170	57,500	199,900	347,450	500,000
Total Closed Units		100%	231,170	27	106	56	13
Total Closed Volume			53,971,487	3.05M	23.09M	20.23M	7.59M



September 2021

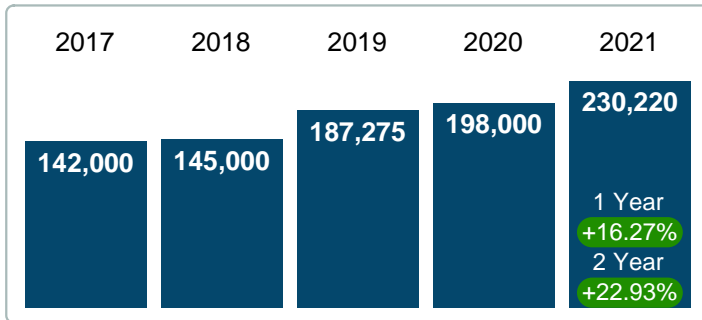
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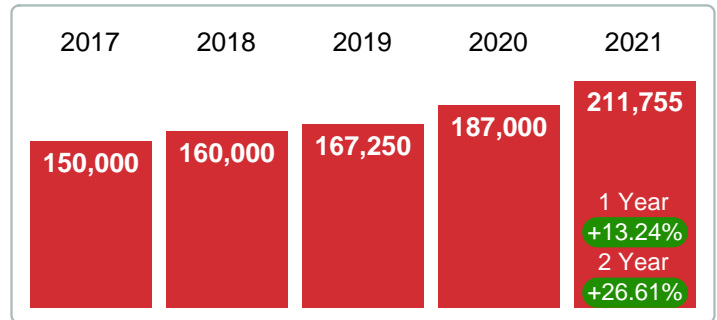
MEDIAN SOLD PRICE AT CLOSING

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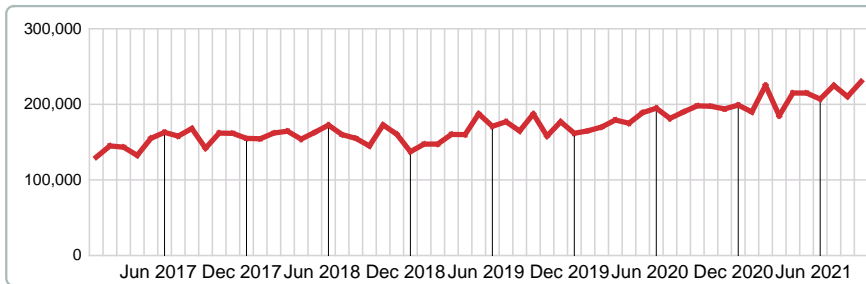
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

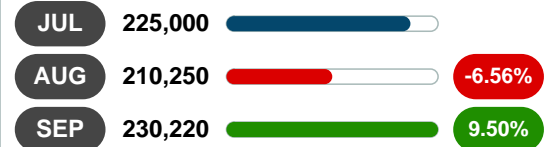


3 MONTHS

5 year SEP AVG = 180,499

High Sep 2021 230,220 Low Jan 2017 130,125

Median Sold Price at Closing this month at **230,220**
above the 5 yr SEP average of **180,499**



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
\$75,000 and less	9.90%	36,780	36,780	55,000	1,100	0
\$75,001 - \$125,000	5.94%	113,000	96,000	115,000	110,000	0
\$125,001 - \$175,000	16.83%	151,000	141,000	154,000	142,000	0
\$175,001 - \$275,000	31.19%	225,000	229,650	215,000	250,720	0
\$275,001 - \$350,000	12.87%	310,000	0	313,750	322,475	293,500
\$350,001 - \$475,000	12.87%	395,000	0	395,000	410,270	392,500
\$475,001 and up	10.40%	576,375	576,375	570,000	552,450	699,500
Median Sold Price		230,220	57,500	205,000	344,000	490,000
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

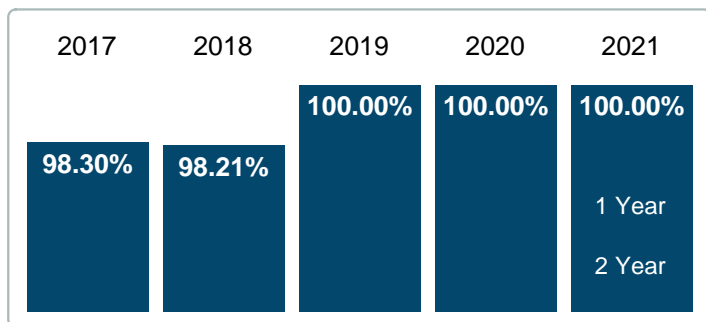
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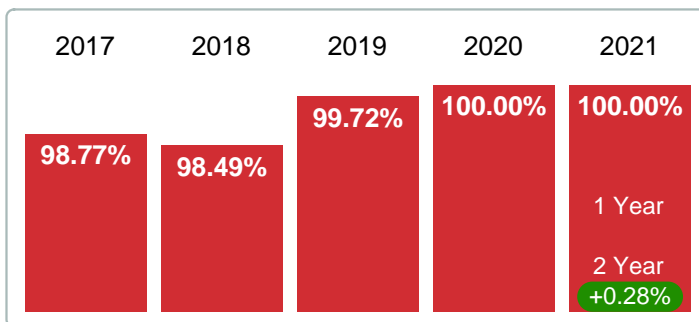
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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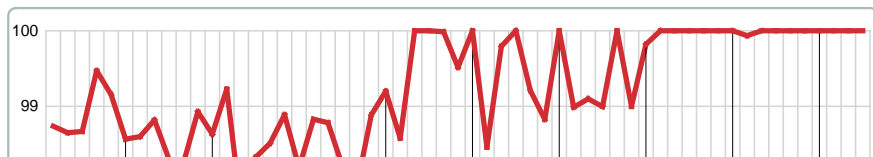
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 99.30%

High Sep 2021 100.00% Low Feb 2018 97.63%

Median Sold/List Ratio this month at **100.00%** above the 5 yr SEP average of **99.30%**

JUL 100.00%
AUG 100.00%
SEP 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
\$75,000 and less	20	9.90%	95.14%	95.14%	75.56%	100.00%	0.00%
\$75,001 - \$125,000	12	5.94%	100.00%	100.00%	101.82%	95.65%	0.00%
\$125,001 - \$175,000	34	16.83%	99.70%	100.00%	99.37%	102.00%	0.00%
\$175,001 - \$275,000	63	31.19%	100.00%	92.79%	100.00%	100.30%	0.00%
\$275,001 - \$350,000	26	12.87%	100.99%	0.00%	100.78%	101.28%	98.14%
\$350,001 - \$475,000	26	12.87%	100.03%	0.00%	100.03%	100.03%	100.12%
\$475,001 and up	21	10.40%	98.23%	88.74%	96.61%	99.61%	98.00%
Median Sold/List Ratio		100.00%		96.00%	100.00%	100.09%	98.92%
Total Closed Units		202	100%	27	106	56	13
Total Closed Volume		53,673,086		2.85M	23.24M	20.22M	7.36M



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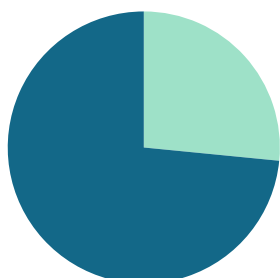
Area Delimited by County Of Rogers



MARKET SUMMARY

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

INVENTORY



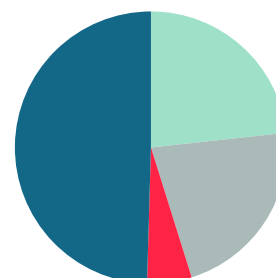
Inventory

- 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%
Median List Price	199,500	231,170	15.87%	188,821	209,500	10.95%
Median Sale Price	198,000	230,220	16.27%	187,000	211,755	13.24%
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	14.00	6.00	-57.14%	16.00	6.00	-62.50%
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

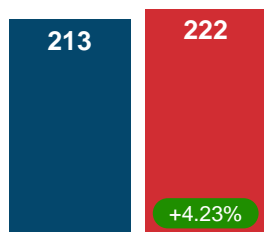
Inventory on September 30, 2021 = **430**

2020 **2021**

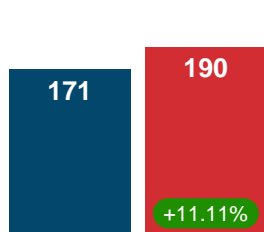
SEPTEMBER MARKET

MEDIAN PRICES

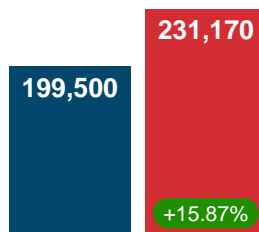
New Listings



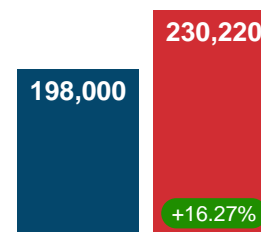
Pending Listings



List Price



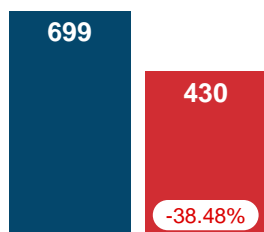
Sale Price



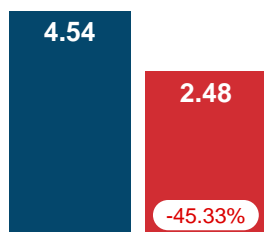
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

