

March 2022



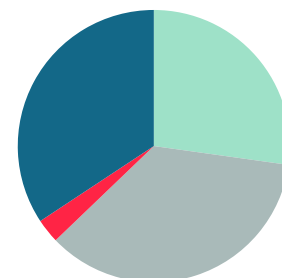
Area Delimited by County Of Rogers - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Apr 11, 2022 for MLS Technology Inc.

Compared Metrics	2021	March 2022	+/-%
Closed Listings	129	123	-4.65%
Pending Listings	171	161	-5.85%
New Listings	171	174	1.75%
Average List Price	268,266	282,329	5.24%
Average Sale Price	265,080	284,471	7.32%
Average Percent of Selling Price to List Price	98.59%	101.21%	2.66%
Average Days on Market to Sale	29.53	16.53	-44.02%
End of Month Inventory	383	155	-59.53%
Months Supply of Inventory	2.76	1.06	-61.65%



■ Closed (27.21%)
■ Pending (35.62%)
■ Other OffMarket (2.88%)
■ Active (34.29%)

Absorption: Last 12 months, an Average of **146** Sales/Month
Active Inventory as of March 31, 2022 = **155**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2022 decreased **59.53%** to 155 existing homes available for sale. Over the last 12 months this area has had an average of 146 closed sales per month. This represents an unsold inventory index of **1.06** 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 **7.32%** in March 2022 to \$284,471 versus the previous year at \$265,080.

Average Days on Market Shortens

The average number of **16.53** days that homes spent on the market before selling decreased by 13.00 days or **44.02%** in March 2022 compared to last year's same month at **29.53** DOM.

Sales Success for March 2022 is Positive

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

There were 174 New Listings in March 2022, up **1.75%** from last year at 171. Furthermore, there were 123 Closed Listings this month versus last year at 129, a **-4.65%** decrease.

Closed versus Listed trends yielded a **70.7%** ratio, down from previous year's, March 2021, at **75.4%**, a **6.30%** 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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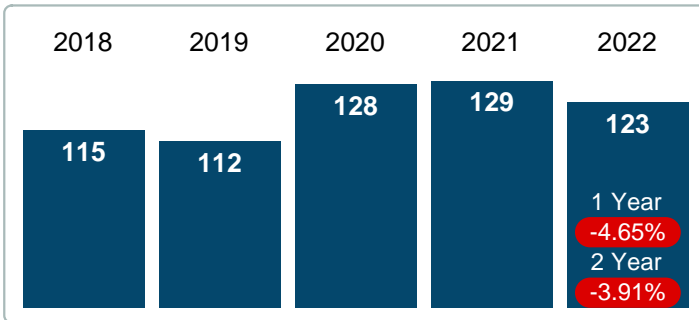
Area Delimited by County Of Rogers - Residential Property Type



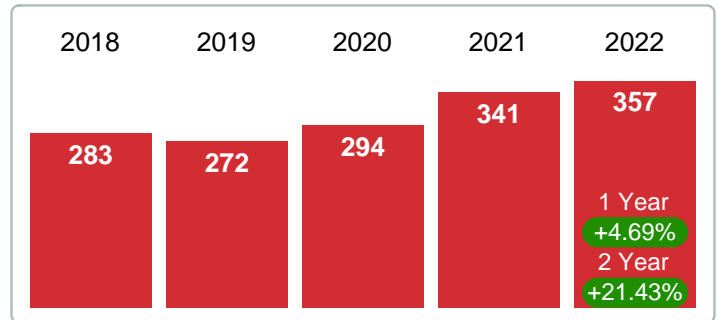
CLOSED LISTINGS

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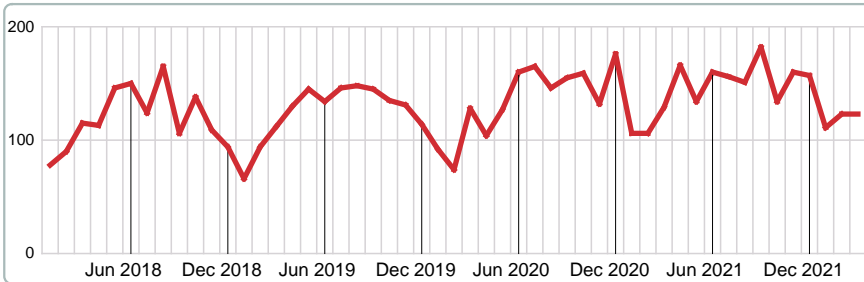
MARCH



YEAR TO DATE (YTD)

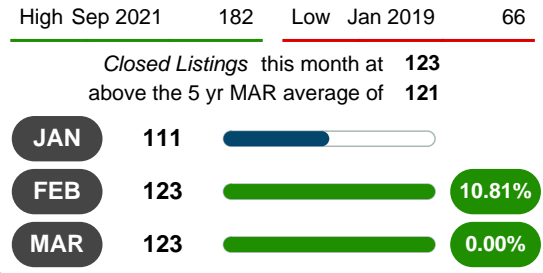


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 121



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	9	7.32%	15.9	7	2	0	0
\$125,001 - \$175,000	16	13.01%	14.1	0	13	3	0
\$175,001 - \$225,000	22	17.89%	13.1	1	18	3	0
\$225,001 - \$275,000	27	21.95%	11.9	3	16	8	0
\$275,001 - \$375,000	20	16.26%	24.6	0	11	8	1
\$375,001 - \$475,000	16	13.01%	15.6	0	7	7	2
\$475,001 and up	13	10.57%	24.1	0	2	10	1
Total Closed Units	123			11	69	39	4
Total Closed Volume	34,989,889	100%	16.5	1.44M	17.34M	14.42M	1.79M
Average Closed Price	\$284,471			\$130,900	\$251,370	\$369,675	\$447,039

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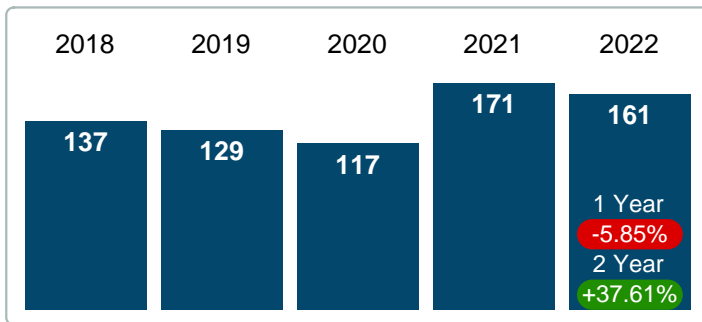
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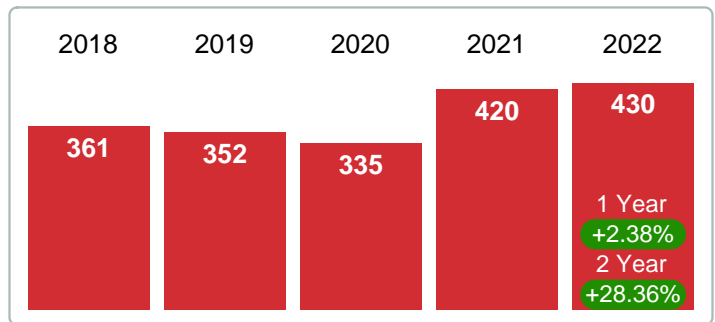
PENDING LISTINGS

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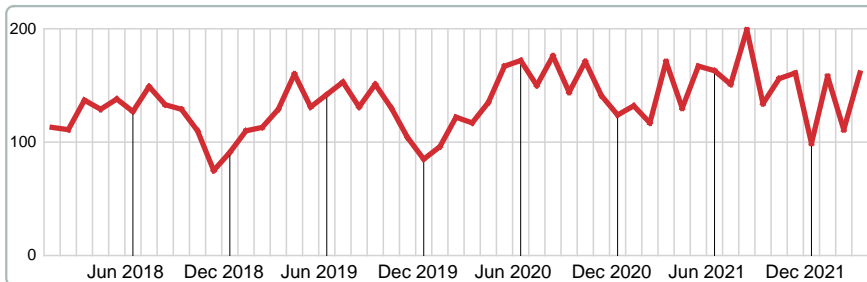
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 143

High Aug 2021 199 Low Nov 2018 75

Pending Listings this month at 161
above the 5 yr MAR average of 143



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	17	10.56%	12.4	11	6	0	0
\$125,001 - \$175,000	20	12.42%	9.5	2	14	3	1
\$175,001 - \$225,000	23	14.29%	18.5	0	21	2	0
\$225,001 - \$275,000	33	20.50%	22.2	2	25	6	0
\$275,001 - \$400,000	30	18.63%	19.6	1	16	11	2
\$400,001 - \$600,000	20	12.42%	55.0	1	7	10	2
\$600,001 and up	18	11.18%	41.3	0	2	11	5
Total Pending Units	161			17	91	43	10
Total Pending Volume	51,711,680	100%	20.0	2.72M	23.71M	19.06M	6.21M
Average Listing Price	\$345,405			\$160,100	\$260,591	\$443,285	\$621,496

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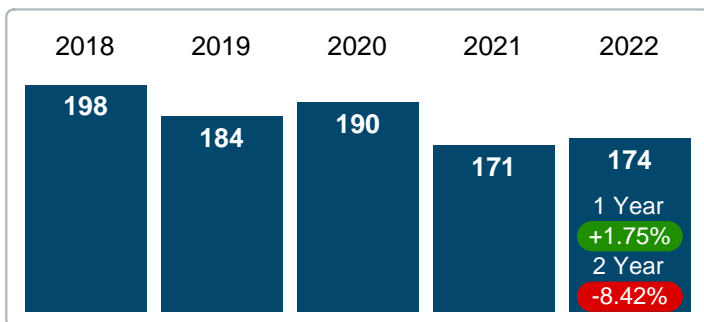
Area Delimited by County Of Rogers - Residential Property Type



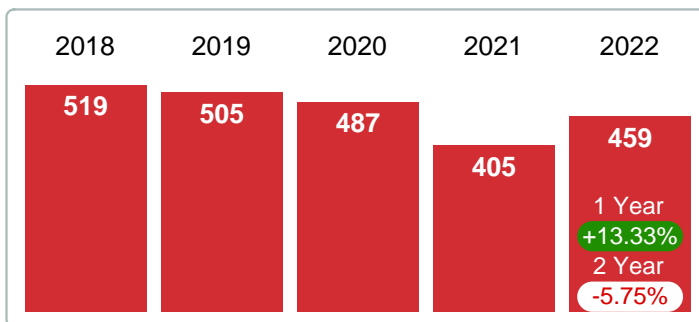
NEW LISTINGS

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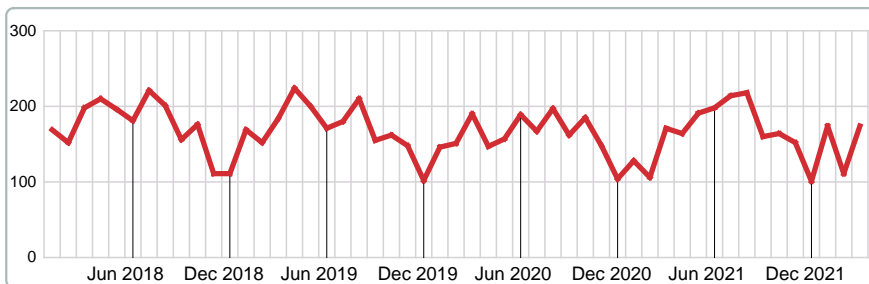
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 183

High Apr 2019 224 Low Dec 2021 101

New Listings this month at 174
below the 5 yr MAR average of 183



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	19	10.92%	9	10	0	0
\$125,001 - \$150,000	11	6.32%	2	6	2	1
\$150,001 - \$225,000	38	21.84%	1	35	2	0
\$225,001 - \$300,000	39	22.41%	0	30	9	0
\$300,001 - \$425,000	25	14.37%	1	10	12	2
\$425,001 - \$600,000	24	13.79%	0	5	15	4
\$600,001 and up	18	10.34%	0	4	8	6
Total New Listed Units	174		13	100	48	13
Total New Listed Volume	56,452,486	100%	1.70M	26.25M	21.13M	7.38M
Average New Listed Listing Price	\$377,031		\$130,900	\$262,461	\$440,179	\$567,389

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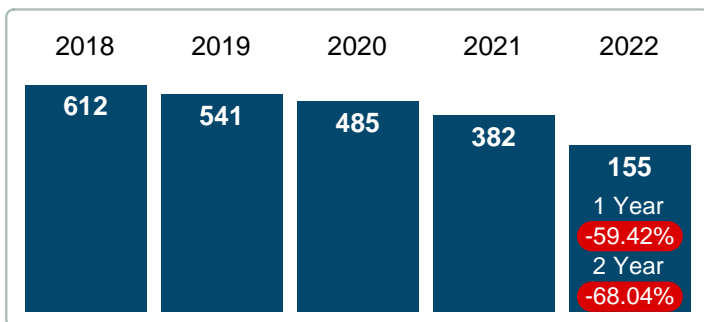
Area Delimited by County Of Rogers - Residential Property Type



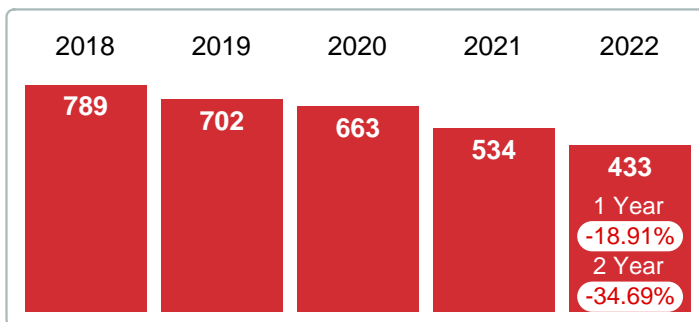
ACTIVE INVENTORY

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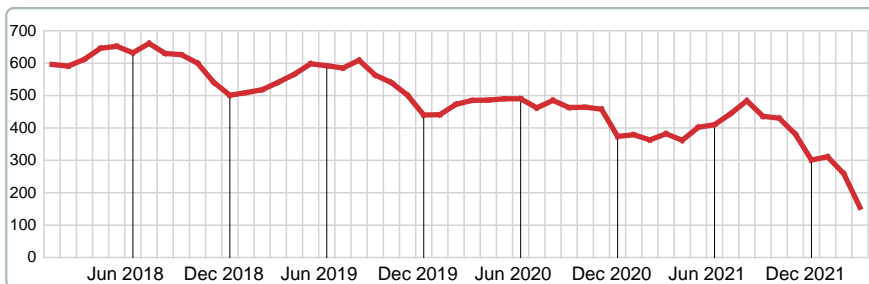
END OF MARCH



ACTIVE DURING MARCH

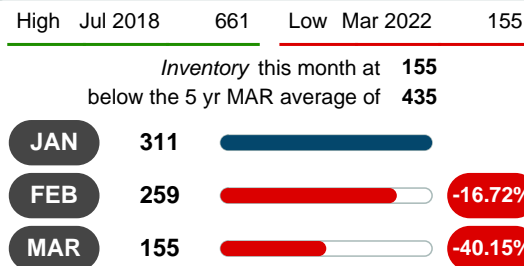


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 435



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	18	11.61%	71.8	8	10	0	0
\$125,001 - \$175,000	11	7.10%	27.5	3	7	1	0
\$175,001 - \$275,000	29	18.71%	30.9	2	19	8	0
\$275,001 - \$425,000	35	22.58%	60.4	0	26	8	1
\$425,001 - \$500,000	23	14.84%	67.0	0	8	12	3
\$500,001 - \$775,000	21	13.55%	54.7	1	3	12	5
\$775,001 and up	18	11.61%	76.9	0	5	7	6
Total Active Inventory by Units	155			14	78	48	15
Total Active Inventory by Volume	68,265,416	100%	56.0	2.21M	26.79M	26.94M	12.32M
Average Active Inventory Listing Price	\$440,422			\$157,664	\$343,494	\$561,352	\$821,380

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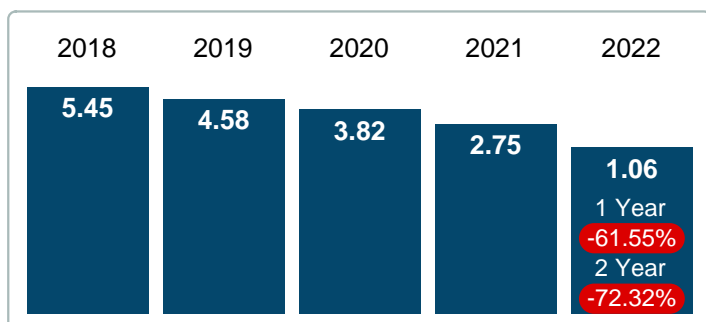
Area Delimited by County Of Rogers - Residential Property Type



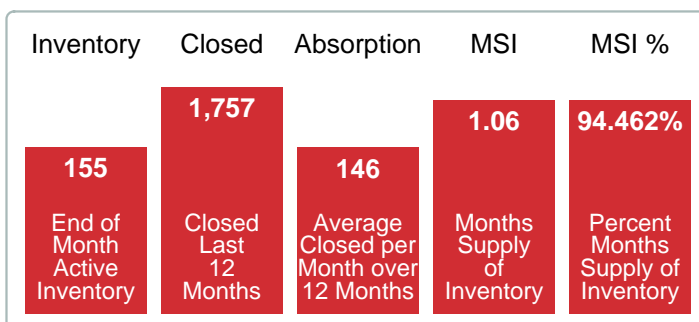
MONTHS SUPPLY of INVENTORY (MSI)

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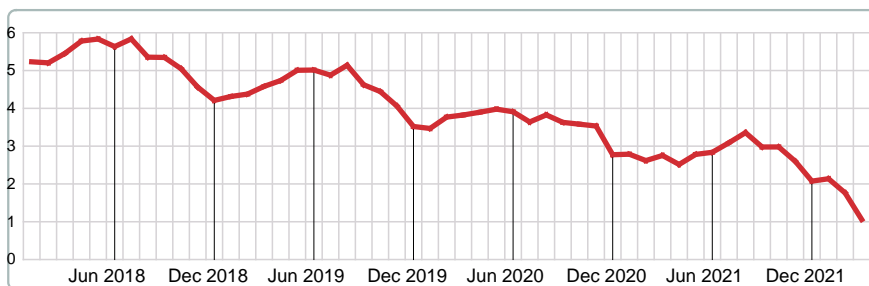
MSI FOR MARCH



INDICATORS FOR MARCH 2022

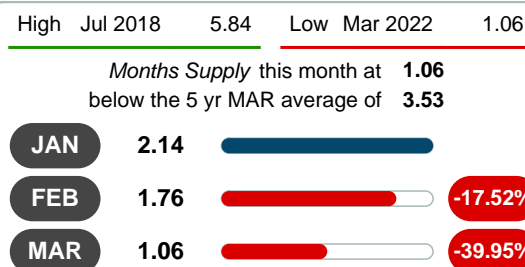


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 3.53



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
\$125,000 and less	18	11.61%	1.54	1.71	1.58	0.00	0.00
\$125,001 - \$175,000	11	7.10%	0.49	1.50	0.39	0.41	0.00
\$175,001 - \$275,000	29	18.71%	0.54	1.71	0.51	0.55	0.00
\$275,001 - \$425,000	35	22.58%	0.92	0.00	1.51	0.44	0.50
\$425,001 - \$500,000	23	14.84%	2.82	0.00	5.05	2.18	3.27
\$500,001 - \$775,000	21	13.55%	2.19	12.00	3.27	2.00	1.94
\$775,001 and up	18	11.61%	6.35	0.00	30.00	6.00	4.24
Market Supply of Inventory (MSI)			1.06	1.58	0.96	0.99	1.88
Total Active Inventory by Units		100%	1.06	14	78	48	15

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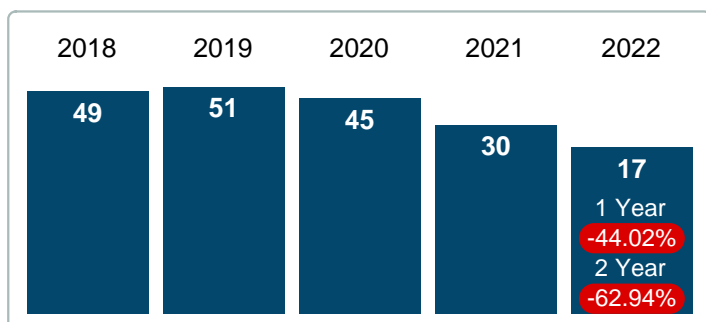
Area Delimited by County Of Rogers - Residential Property Type



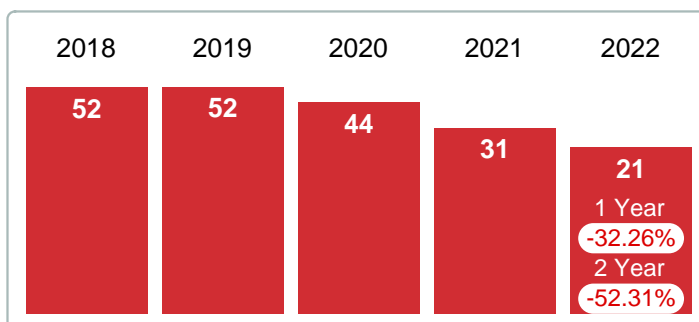
AVERAGE DAYS ON MARKET TO SALE

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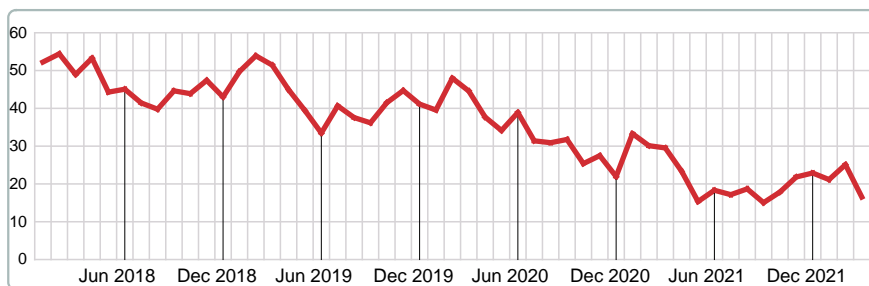
MARCH



YEAR TO DATE (YTD)

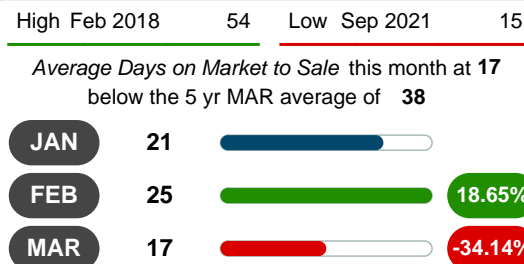


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR 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
\$125,000 and less	7.32%	16	10	37	0	0
\$125,001 - \$175,000	13.01%	14	0	15	9	0
\$175,001 - \$225,000	17.89%	13	159	5	14	0
\$225,001 - \$275,000	21.95%	12	21	14	5	0
\$275,001 - \$375,000	16.26%	25	0	28	20	22
\$375,001 - \$475,000	13.01%	16	0	7	27	5
\$475,001 and up	10.57%	24	0	16	24	46
Average Closed DOM		17				
Total Closed Units	100%	17	11	69	39	4
Total Closed Volume		34,989,889	1.44M	17.34M	14.42M	1.79M

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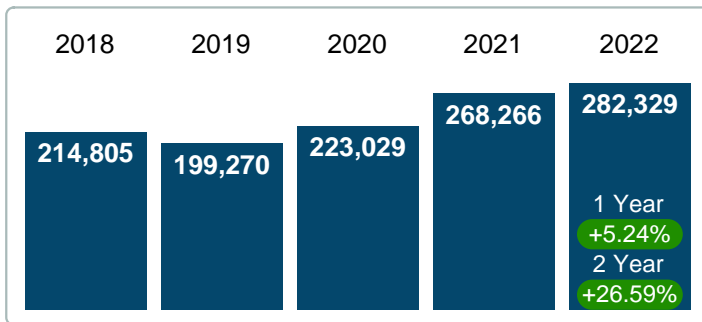
Area Delimited by County Of Rogers - Residential Property Type



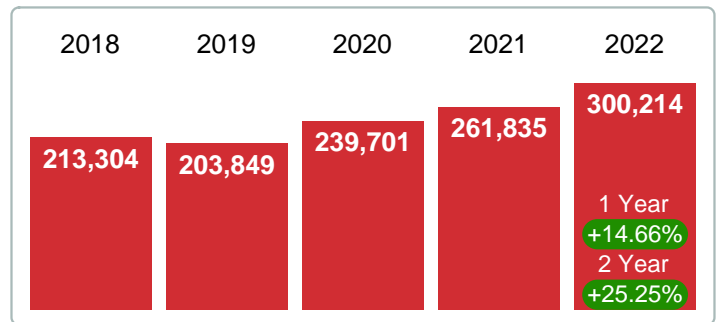
AVERAGE LIST PRICE AT CLOSING

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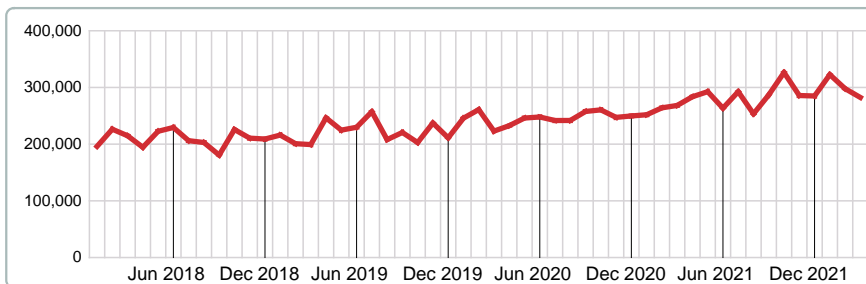
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

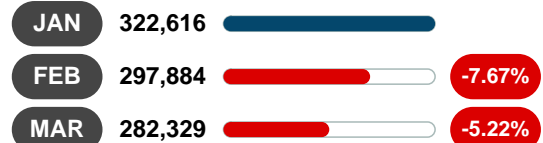


3 MONTHS

5 year MAR AVG = 237,540

High Oct 2021 326,347 Low Sep 2018 180,708

Average List Price at Closing this month at **282,329**
above the 5 yr MAR average of **237,540**



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	
\$125,000 and less	10	8.13%	83,385	80,064	76,750	0	
\$125,001 - \$175,000	15	12.20%	156,213	0	156,092	153,000	
\$175,001 - \$225,000	23	18.70%	200,523	175,900	197,896	207,966	
\$225,001 - \$275,000	26	21.14%	248,313	241,000	251,163	245,556	
\$275,001 - \$375,000	21	17.07%	321,756	0	323,706	312,978	
\$375,001 - \$475,000	15	12.20%	415,490	0	402,254	429,528	
\$475,001 and up	13	10.57%	576,307	0	502,015	578,806	
Average List Price		282,329		132,668	248,464	367,844	444,289
Total Closed Units		123	100%	282,329	11	69	39
Total Closed Volume		34,726,436			1.46M	17.14M	14.35M

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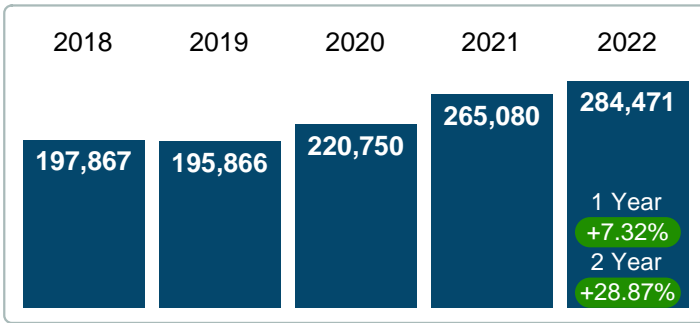
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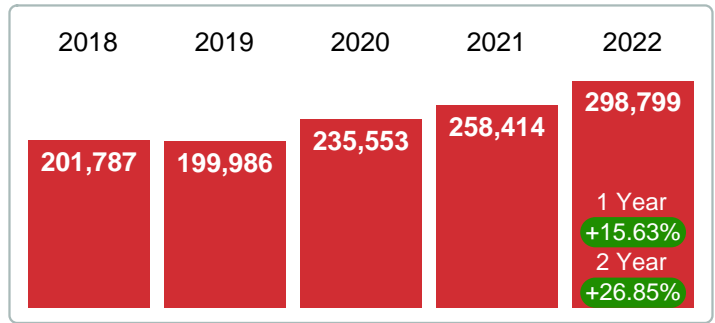
AVERAGE SOLD PRICE AT CLOSING

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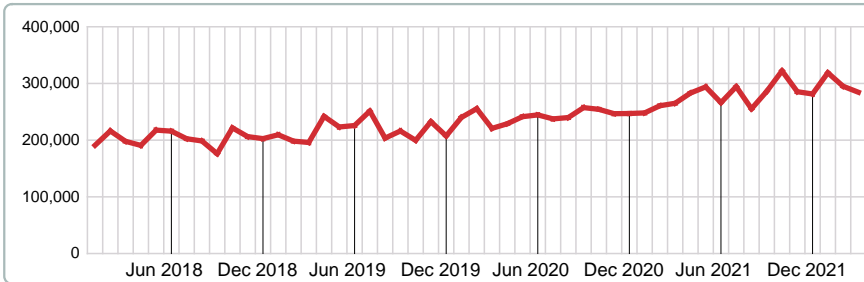
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

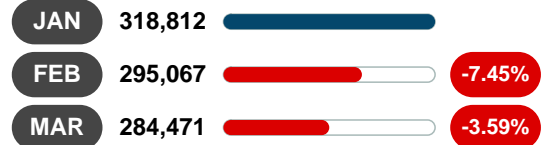


3 MONTHS

5 year MAR AVG = 232,807

High Oct 2021 322,192 Low Sep 2018 176,054

Average Sold Price at Closing this month at **284,471** above the 5 yr MAR average of **232,807**



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	
\$125,000 and less	9	7.32%	78,556	79,857	74,000	0	
\$125,001 - \$175,000	16	13.01%	155,494	0	154,838	158,333	
\$175,001 - \$225,000	22	17.89%	205,003	175,900	206,343	206,667	
\$225,001 - \$275,000	27	21.95%	249,038	235,000	252,706	246,965	
\$275,001 - \$375,000	20	16.26%	320,156	0	326,323	314,822	
\$375,001 - \$475,000	16	13.01%	415,646	0	406,439	430,430	
\$475,001 and up	13	10.57%	577,496	0	495,765	581,501	
Average Sold Price		284,471		130,900	251,370	369,675	447,039
Total Closed Units		123	100%	284,471	11	69	39
Total Closed Volume		34,989,889			1.44M	17.34M	14.42M

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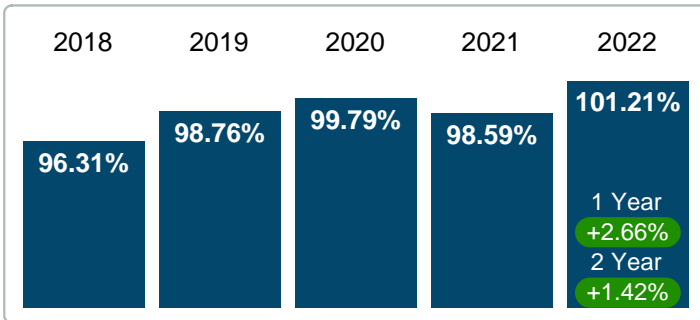
Area Delimited by County Of Rogers - Residential Property Type



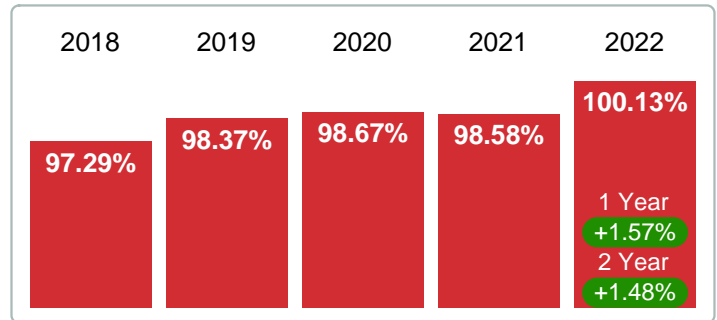
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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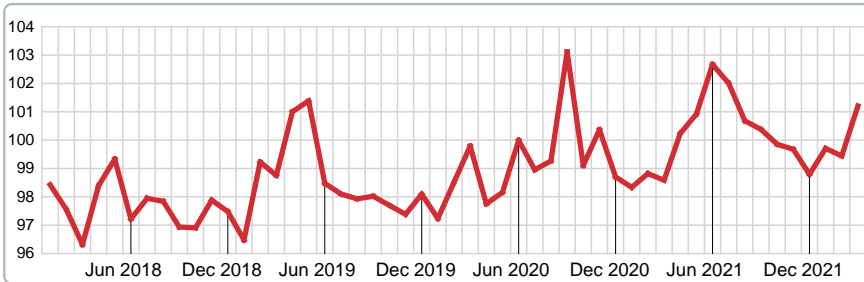
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

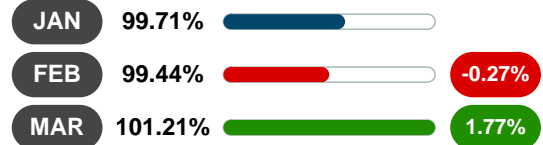


3 MONTHS

5 year MAR AVG = 98.93%

High Sep 2020 103.11% Low Mar 2018 96.31%

Average Sold/List Ratio this month at **101.21%**
above the 5 yr MAR average of **98.93%**



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
\$125,000 and less	9	7.32%	102.55%	104.67%	95.12%	0.00%	0.00%
\$125,001 - \$175,000	16	13.01%	100.47%	0.00%	99.72%	103.71%	0.00%
\$175,001 - \$225,000	22	17.89%	103.55%	100.00%	104.43%	99.42%	0.00%
\$225,001 - \$275,000	27	21.95%	100.34%	97.49%	100.78%	100.53%	0.00%
\$275,001 - \$375,000	20	16.26%	100.76%	0.00%	100.75%	100.86%	100.00%
\$375,001 - \$475,000	16	13.01%	100.78%	0.00%	101.26%	100.17%	101.23%
\$475,001 and up	13	10.57%	100.25%	0.00%	98.79%	100.56%	100.14%
Average Sold/List Ratio			101.20%	102.29%	101.36%	100.70%	100.65%
Total Closed Units		100%	101.20%	11	69	39	4
Total Closed Volume				1.44M	17.34M	14.42M	1.79M

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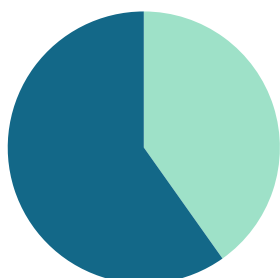
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

Report produced on Apr 11, 2022 for MLS Technology Inc.

INVENTORY

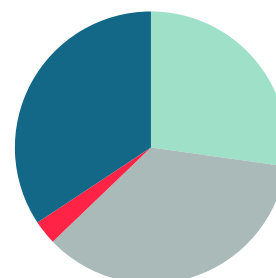


Inventory
 New Listings
174 = 40.18%
 Start Inventory
259
 Total Inventory Units
433
 Volume
\$155,734,445

Market Activity

Closed Sales
123 = 27.21%
 Pending Sales
161 = 35.62%
 Other Off Market
13 = 2.88%
 Active Inventory
155 = 34.29%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	129	123	-4.65%	341	357	4.69%
Pending Sales	171	161	-5.85%	420	430	2.38%
New Listings	171	174	1.75%	405	459	13.33%
Average List Price	268,266	282,329	5.24%	261,835	300,214	14.66%
Average Sale Price	265,080	284,471	7.32%	258,414	298,799	15.63%
Average Percent of Selling Price to List Price	98.59%	101.21%	2.66%	98.58%	100.13%	1.57%
Average Days on Market to Sale	29.53	16.53	-44.02%	30.88	20.92	-32.26%
Monthly Inventory	383	155	-59.53%	383	155	-59.53%
Months Supply of Inventory	2.76	1.06	-61.65%	2.76	1.06	-61.65%

Absorption: Last 12 months, an Average of **146** Sales/Month

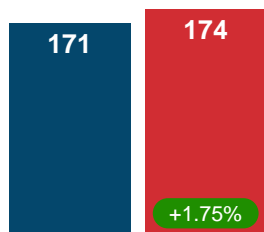
Inventory on March 31, 2022 = **155**

2021 **2022**

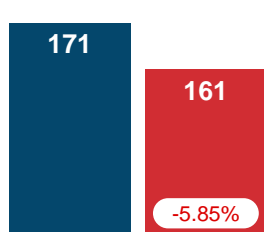
MARCH MARKET

AVERAGE PRICES

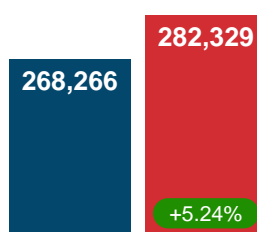
New Listings



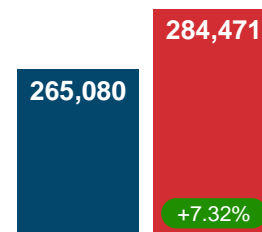
Pending Listings



List Price



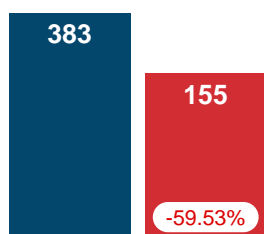
Sale Price



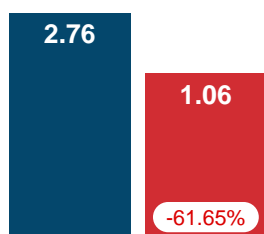
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

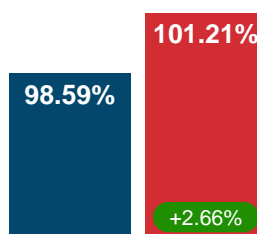
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

