

September 2022



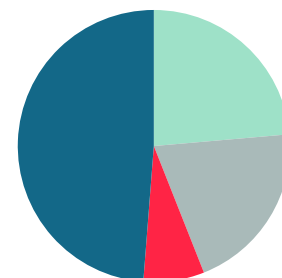
Area Delimited by County Of Rogers - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2021	2022	+/-%
Closed Listings	182	124	-31.87%
Pending Listings	134	107	-20.15%
New Listings	160	152	-5.00%
Average List Price	286,900	301,373	5.04%
Average Sale Price	286,144	301,694	5.43%
Average Percent of Selling Price to List Price	100.38%	100.12%	-0.25%
Average Days on Market to Sale	15.04	21.16	40.66%
End of Month Inventory	447	256	-42.73%
Months Supply of Inventory	3.05	1.81	-40.74%



■ Closed (23.62%)
■ Pending (20.38%)
■ Other OffMarket (7.24%)
■ Active (48.76%)

Absorption: Last 12 months, an Average of **142** Sales/Month
Active Inventory as of September 30, 2022 = **256**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2022 decreased **42.73%** to 256 existing homes available for sale. Over the last 12 months this area has had an average of 142 closed sales per month. This represents an unsold inventory index of **1.81** 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 **5.43%** in September 2022 to \$301,694 versus the previous year at \$286,144.

Average Days on Market Lengthens

The average number of **21.16** days that homes spent on the market before selling increased by 6.12 days or **40.66%** in September 2022 compared to last year's same month at **15.04** DOM.

Sales Success for September 2022 is Positive

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

There were 152 New Listings in September 2022, down **5.00%** from last year at 160. Furthermore, there were 124 Closed Listings this month versus last year at 182, a **-31.87%** decrease.

Closed versus Listed trends yielded a **81.6%** ratio, down from previous year's, September 2021, at **113.8%**, a **28.28%** 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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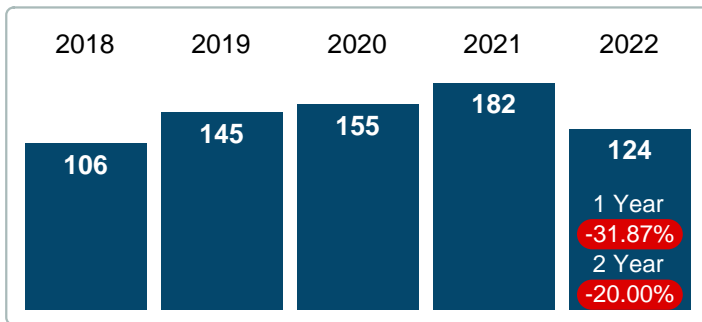
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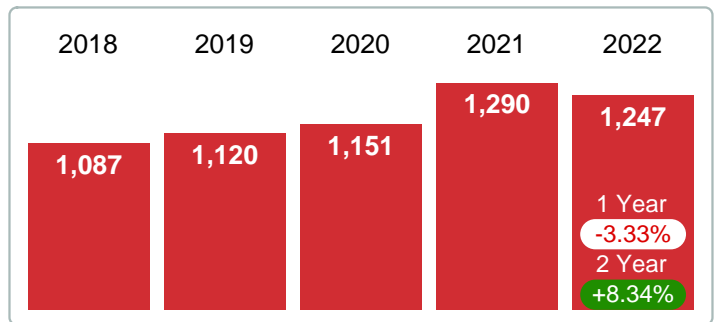
CLOSED LISTINGS

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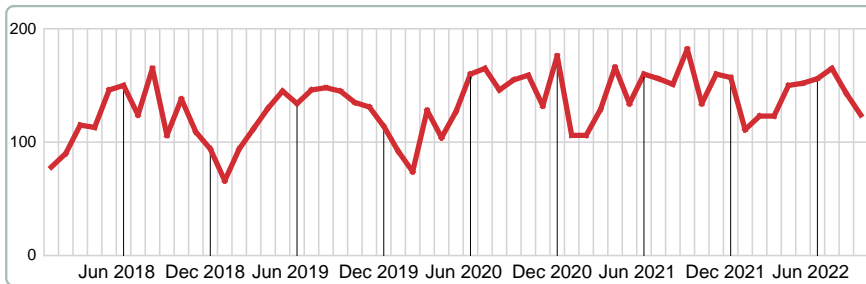
SEPTEMBER



YEAR TO DATE (YTD)

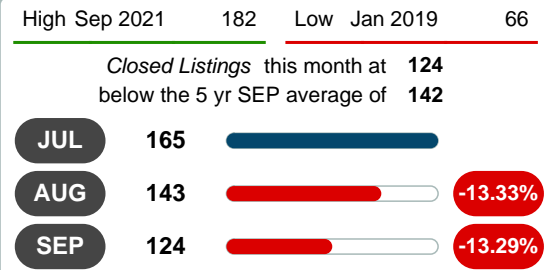


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 142



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	6	4.84%	16.5	4	2	0	0
\$150,001 - \$200,000	18	14.52%	5.0	1	15	2	0
\$200,001 - \$225,000	17	13.71%	14.3	2	13	2	0
\$225,001 - \$300,000	35	28.23%	11.2	1	20	14	0
\$300,001 - \$375,000	20	16.13%	35.8	1	9	9	1
\$375,001 - \$450,000	10	8.06%	33.3	0	6	3	1
\$450,001 and up	18	14.52%	41.7	0	4	13	1
Total Closed Units	124			9	69	43	3
Total Closed Volume	37,410,015	100%	21.2	1.61M	18.15M	16.22M	1.43M
Average Closed Price	\$301,694			\$179,056	\$262,975	\$377,192	\$478,000

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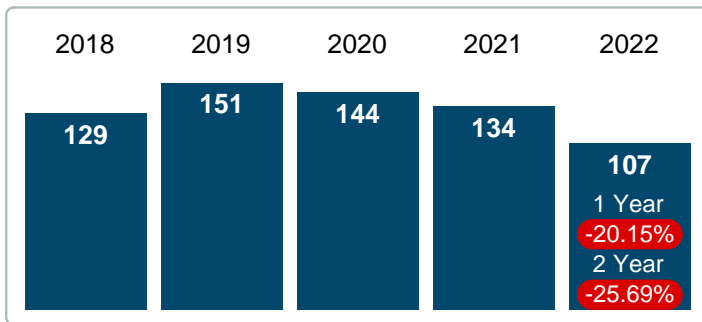
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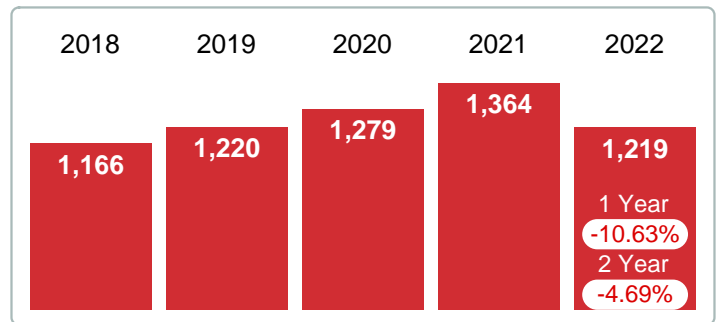
PENDING LISTINGS

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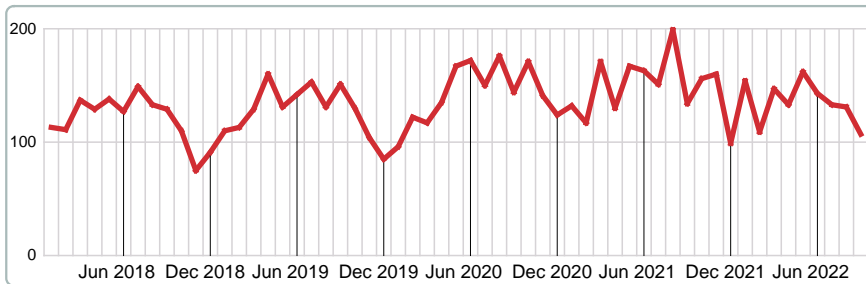
SEPTEMBER



YEAR TO DATE (YTD)

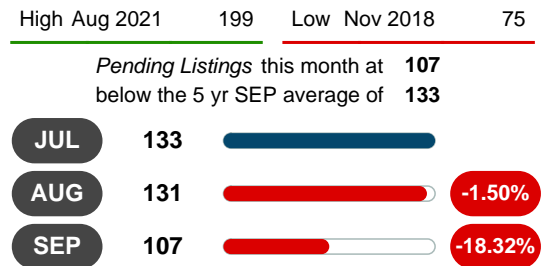


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 133



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	7	6.54%	31.3	4	2	1	0
\$125,001 - \$175,000	17	15.89%	41.5	4	12	1	0
\$175,001 - \$225,000	19	17.76%	18.8	1	15	3	0
\$225,001 - \$300,000	24	22.43%	24.4	1	15	8	0
\$300,001 - \$375,000	12	11.21%	26.7	0	9	2	1
\$375,001 - \$525,000	17	15.89%	41.2	1	4	12	0
\$525,001 and up	11	10.28%	42.9	0	2	6	3
Total Pending Units	107			11	59	33	4
Total Pending Volume	33,018,573	100%	13.1	1.89M	14.98M	13.50M	2.65M
Average Listing Price	\$227,900			\$172,264	\$253,851	\$409,020	\$662,200

September 2022



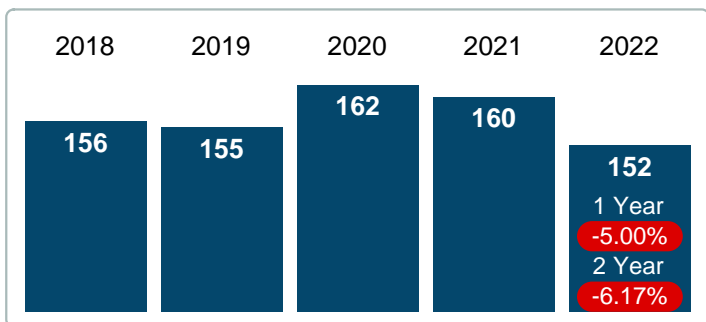
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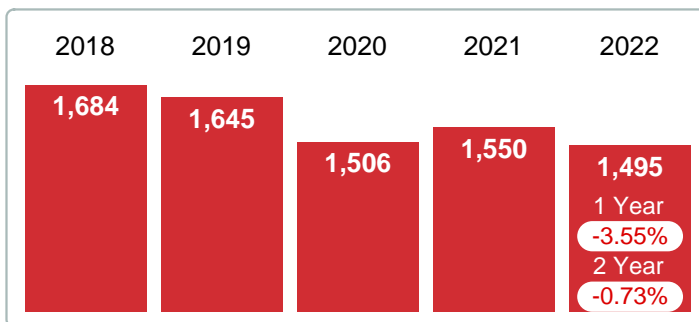
NEW LISTINGS

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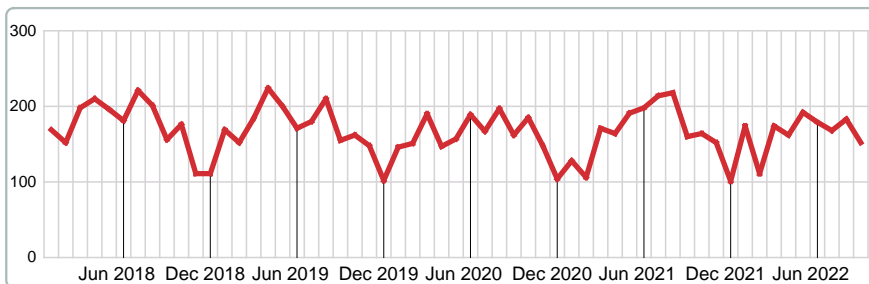
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

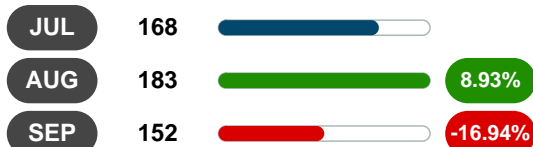


3 MONTHS

5 year SEP AVG = 157

High Apr 2019 224 Low Dec 2021 101

New Listings this month at 152
below the 5 yr SEP average of 157



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	11	7.24%	7	2	2	0
\$125,001 - \$175,000	21	13.82%	5	14	2	0
\$175,001 - \$225,000	24	15.79%	1	21	2	0
\$225,001 - \$325,000	33	21.71%	0	19	14	0
\$325,001 - \$450,000	25	16.45%	1	9	14	1
\$450,001 - \$600,000	22	14.47%	1	3	15	3
\$600,001 and up	16	10.53%	0	3	11	2
Total New Listed Units	152		15	71	60	6
Total New Listed Volume	52,559,861	100%	2.22M	18.82M	28.00M	3.52M
Average New Listed Listing Price	\$199,950		\$148,000	\$265,096	\$466,644	\$586,567

September 2022



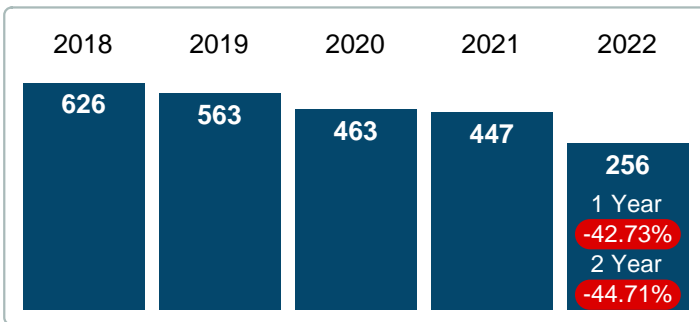
Area Delimited by County Of Rogers - Residential Property Type



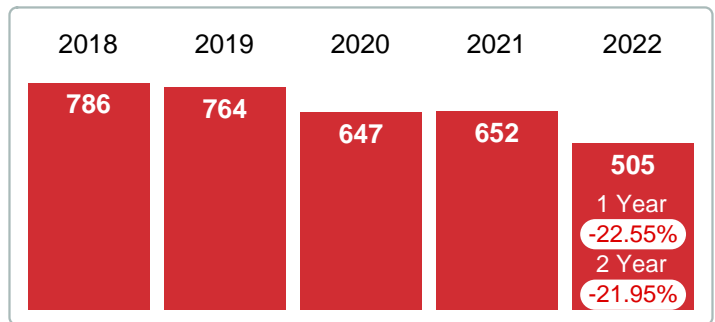
ACTIVE INVENTORY

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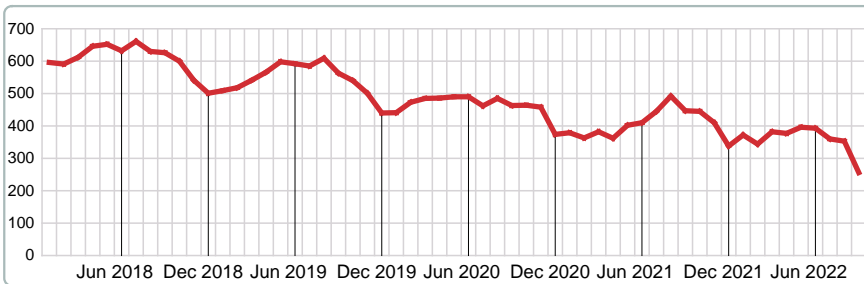
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

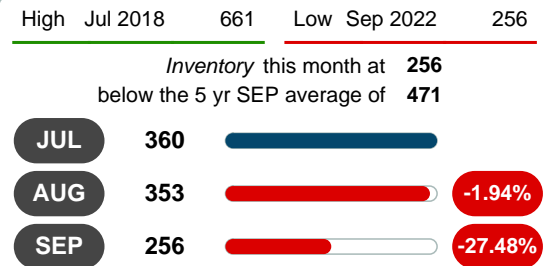


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 471



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	25	9.77%	39.3	8	14	2	1
\$150,001 - \$200,000	32	12.50%	36.8	5	24	3	0
\$200,001 - \$300,000	37	14.45%	49.9	1	24	11	1
\$300,001 - \$475,000	65	25.39%	55.8	3	32	25	5
\$475,001 - \$550,000	41	16.02%	67.5	0	10	25	6
\$550,001 - \$825,000	31	12.11%	75.6	0	6	19	6
\$825,001 and up	25	9.77%	76.4	0	5	11	9
Total Active Inventory by Units	256			17	115	96	28
Total Active Inventory by Volume	116,576,930	100%	57.3	2.90M	40.03M	53.68M	19.97M
Average Active Inventory Listing Price	\$455,379			\$170,659	\$348,083	\$559,160	\$713,100

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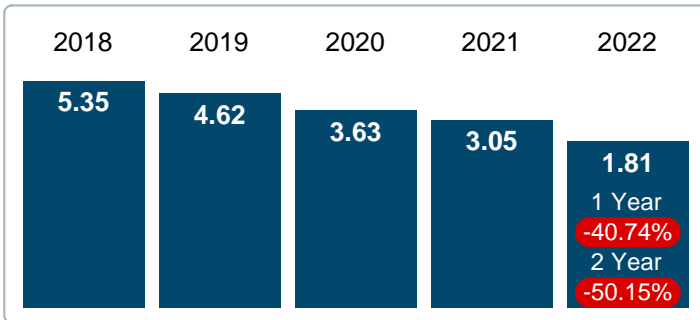
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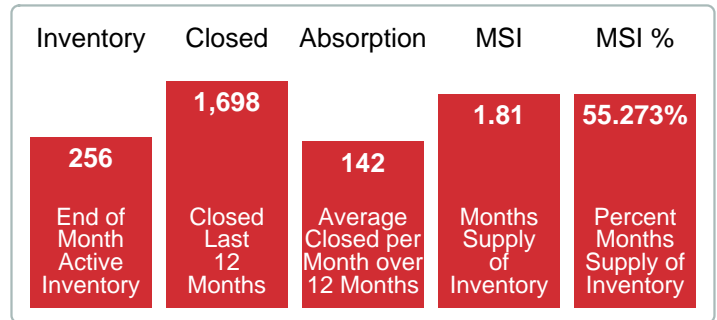
MONTHS SUPPLY of INVENTORY (MSI)

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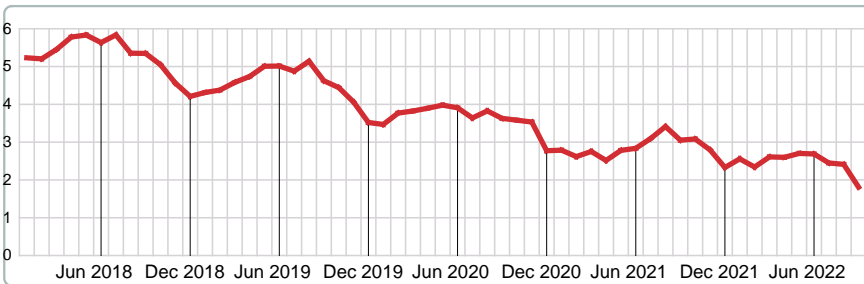
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2022

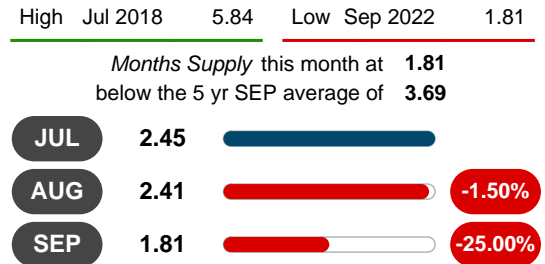


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 3.69



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
\$150,000 and less	25	9.77%	1.36	1.23	1.31	2.00	4.00
\$150,001 - \$200,000	32	12.50%	1.48	5.00	1.36	1.00	0.00
\$200,001 - \$300,000	37	14.45%	0.79	0.63	0.72	0.96	3.00
\$300,001 - \$475,000	65	25.39%	1.74	4.50	1.83	1.43	2.86
\$475,001 - \$550,000	41	16.02%	5.72	0.00	5.71	5.45	9.00
\$550,001 - \$825,000	31	12.11%	3.80	0.00	6.00	3.74	2.88
\$825,001 and up	25	9.77%	11.54	0.00	0.00	12.00	7.71
Market Supply of Inventory (MSI)			1.81	1.70	1.41	2.20	4.48
Total Active Inventory by Units		100%	1.81	17	115	96	28

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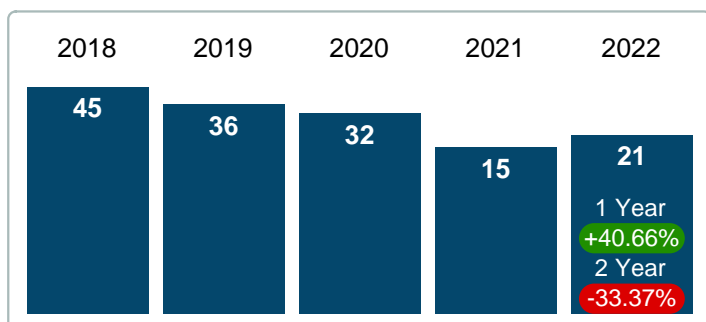
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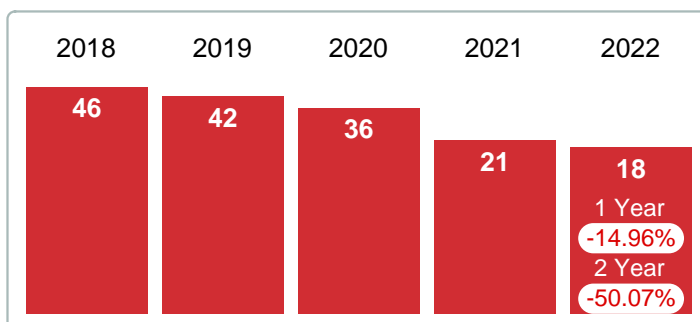
AVERAGE DAYS ON MARKET TO SALE

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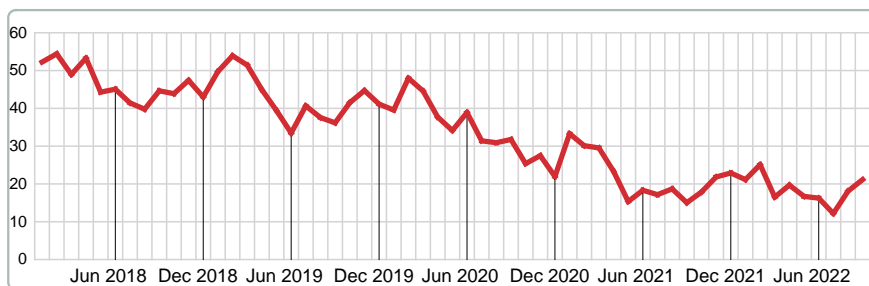
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

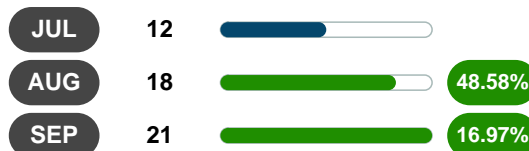


3 MONTHS

5 year SEP AVG = 30

High Feb 2018 54 Low Jul 2022 12

Average Days on Market to Sale this month at 21 below the 5 yr SEP average of 30



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
\$150,000 and less	4.84%	17	10	31	0	0
\$150,001 - \$200,000	14.52%	5	4	4	14	0
\$200,001 - \$225,000	13.71%	14	22	11	26	0
\$225,001 - \$300,000	28.23%	11	8	13	9	0
\$300,001 - \$375,000	16.13%	36	36	56	18	17
\$375,001 - \$450,000	8.06%	33	0	25	55	22
\$450,001 and up	14.52%	42	0	30	42	87
Average Closed DOM		21				
Total Closed Units		124				
Total Closed Volume		37,410,015				
			14	19	25	42
			9	69	43	3
			1.61M	18.15M	16.22M	1.43M

September 2022



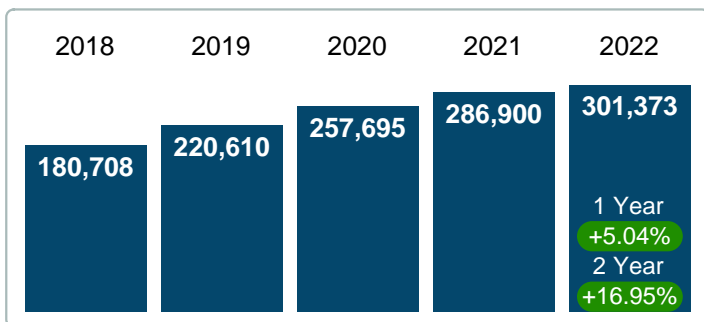
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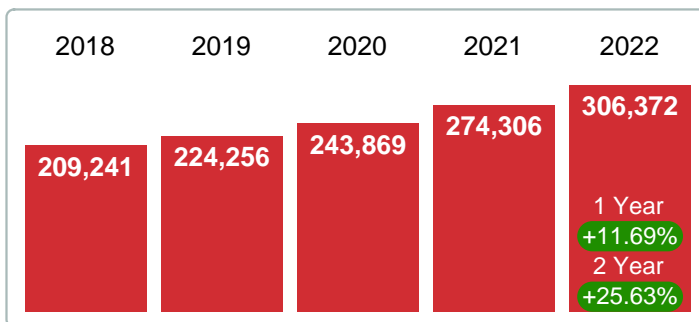
AVERAGE LIST PRICE AT CLOSING

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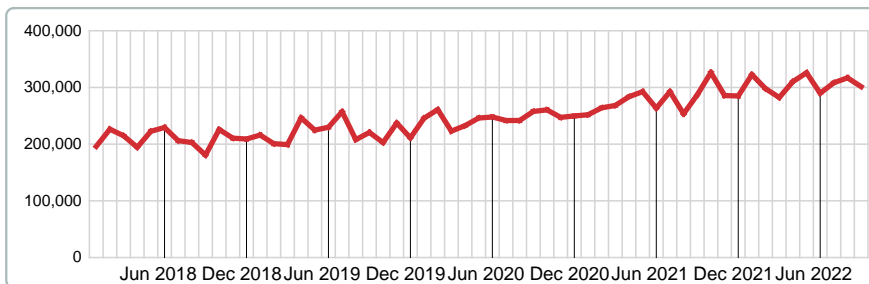
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 249,457

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

Average List Price at Closing this month at **301,373**
above the 5 yr SEP average of **249,457**

- JUL** 308,301
- AUG** 317,001 +2.82%
- SEP** 301,373 -4.93%

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
\$150,000 and less	6	4.84%	112,400	109,850	124,950	0	0
\$150,001 - \$200,000	17	13.71%	173,794	150,000	177,320	177,400	0
\$200,001 - \$225,000	17	13.71%	216,612	217,500	218,809	217,250	0
\$225,001 - \$300,000	36	29.03%	251,733	299,999	242,743	261,671	0
\$300,001 - \$375,000	19	15.32%	334,363	330,000	330,656	337,167	400,000
\$375,001 - \$450,000	11	8.87%	426,901	0	435,935	418,300	449,000
\$450,001 and up	18	14.52%	552,652	0	481,576	566,833	629,000
Average List Price			301,373	183,822	262,709	374,673	492,667
Total Closed Units		100%	301,373	9	69	43	3
Total Closed Volume			37,370,230	1.65M	18.13M	16.11M	1.48M

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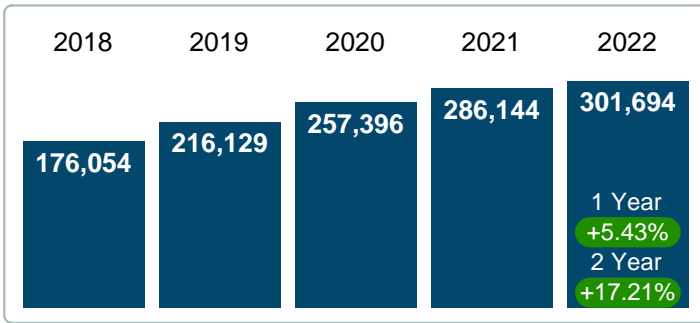
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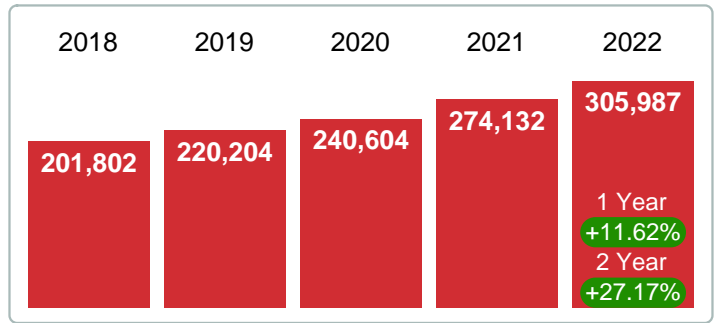
AVERAGE SOLD PRICE AT CLOSING

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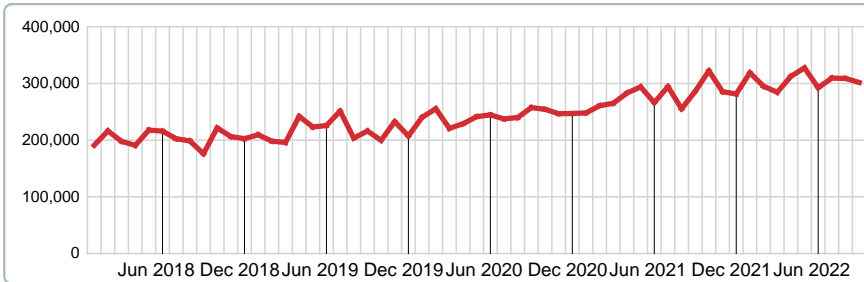
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

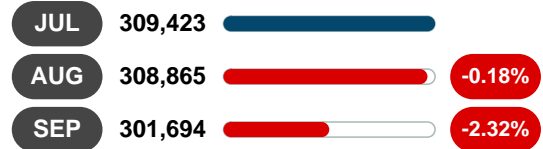


3 MONTHS

5 year SEP AVG = 247,483

High May 2022 327,366 Low Sep 2018 176,054

Average Sold Price at Closing this month at **301,694** above the 5 yr SEP average of **247,483**



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
\$150,000 and less	4.84%	108,900	104,625	117,450	0	0
\$150,001 - \$200,000	14.52%	178,100	155,000	180,087	174,750	0
\$200,001 - \$225,000	13.71%	217,373	217,500	217,334	217,500	0
\$225,001 - \$300,000	28.23%	252,067	298,000	243,130	261,554	0
\$300,001 - \$375,000	16.13%	334,970	305,000	332,400	336,422	375,000
\$375,001 - \$450,000	8.06%	425,861	0	429,268	411,333	449,000
\$450,001 and up	14.52%	559,729	0	488,481	577,784	610,000
Average Sold Price		301,694	179,056	262,975	377,192	478,000
Total Closed Units	100%	301,694	9	69	43	3
Total Closed Volume		37,410,015	1.61M	18.15M	16.22M	1.43M

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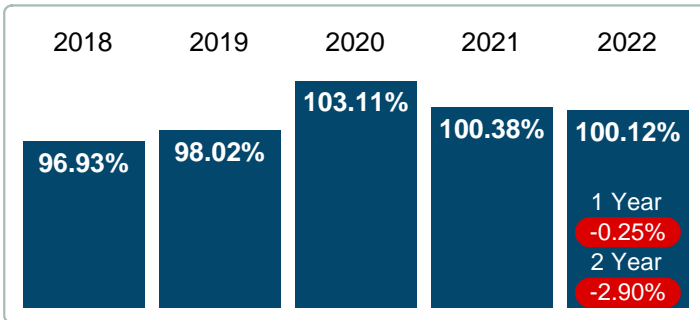
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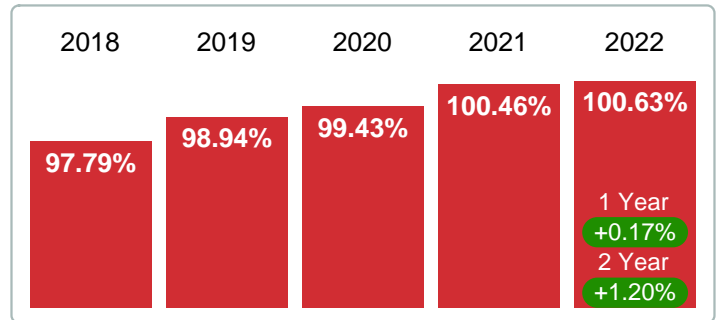
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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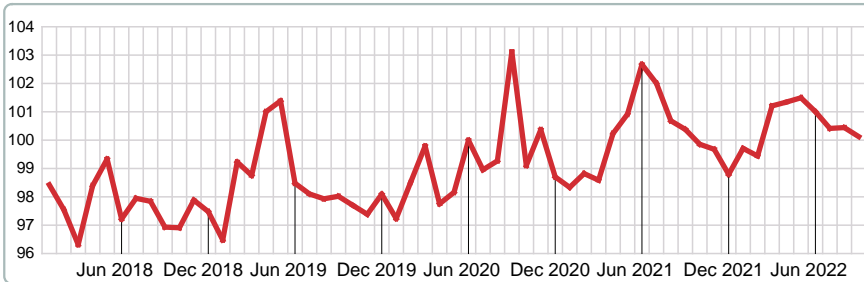
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

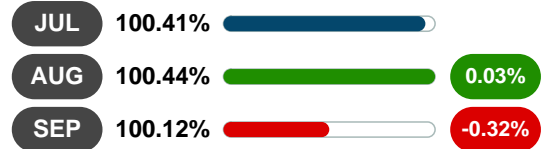


3 MONTHS

5 year SEP AVG = 99.71%

High Sep 2020 103.11% Low Mar 2018 96.31%

Average Sold/List Ratio this month at **100.12%** equal to 5 yr SEP average of **99.71%**



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
\$150,000 and less	6	4.84%	95.42%	95.40%	95.45%	0.00%	0.00%
\$150,001 - \$200,000	18	14.52%	101.65%	103.33%	101.96%	98.45%	0.00%
\$200,001 - \$225,000	17	13.71%	99.58%	100.27%	99.39%	100.12%	0.00%
\$225,001 - \$300,000	35	28.23%	100.13%	99.33%	100.15%	100.15%	0.00%
\$300,001 - \$375,000	20	16.13%	99.50%	92.42%	100.58%	99.83%	93.75%
\$375,001 - \$450,000	10	8.06%	98.66%	0.00%	98.63%	98.25%	100.00%
\$450,001 and up	18	14.52%	102.19%	0.00%	101.45%	102.82%	96.98%
Average Sold/List Ratio			100.10%	97.47%	100.26%	100.68%	96.91%
Total Closed Units			124	9	69	43	3
Total Closed Volume			37,410,015	1.61M	18.15M	16.22M	1.43M

September 2022



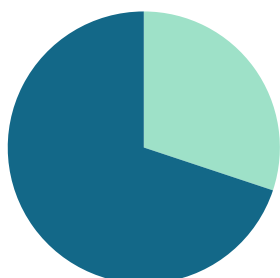
Area Delimited by County Of Rogers - Residential Property Type



MARKET SUMMARY

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

INVENTORY

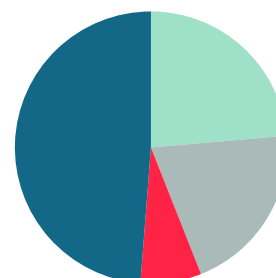


Inventory
 New Listings
152 = 30.10%
 Start Inventory
353
 Total Inventory Units
505
 Volume
\$196,111,931

Market Activity

Closed Sales
124 = 23.62%
 Pending Sales
107 = 20.38%
 Other Off Market
38 = 7.24%
 Active Inventory
256 = 48.76%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	182	124	-31.87%	1,290	1,247	-3.33%
Pending Sales	134	107	-20.15%	1,364	1,219	-10.63%
New Listings	160	152	-5.00%	1,550	1,495	-3.55%
Average List Price	286,900	301,373	5.04%	274,306	306,372	11.69%
Average Sale Price	286,144	301,694	5.43%	274,132	305,987	11.62%
Average Percent of Selling Price to List Price	100.38%	100.12%	-0.25%	100.46%	100.63%	0.17%
Average Days on Market to Sale	15.04	21.16	40.66%	21.42	18.22	-14.96%
Monthly Inventory	447	256	-42.73%	447	256	-42.73%
Months Supply of Inventory	3.05	1.81	-40.74%	3.05	1.81	-40.74%

Absorption: Last 12 months, an Average of **142** Sales/Month

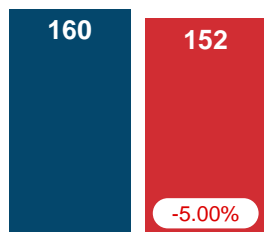
Inventory on September 30, 2022 = **256**

2021 **2022**

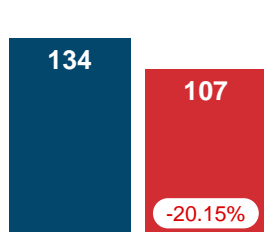
SEPTEMBER MARKET

AVERAGE PRICES

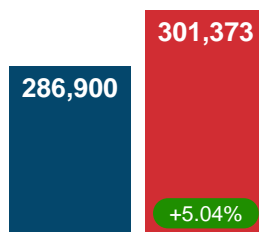
New Listings



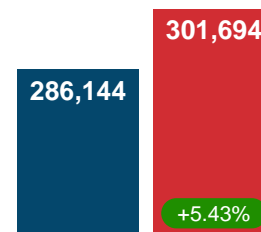
Pending Listings



List Price



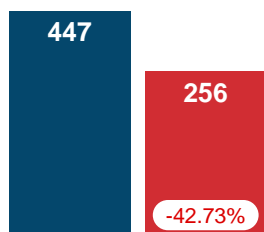
Sale Price



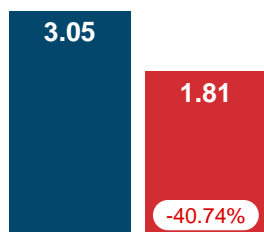
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

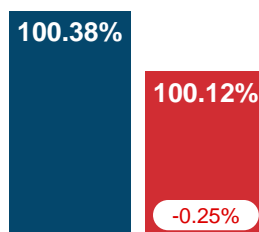
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

