



# December 2021

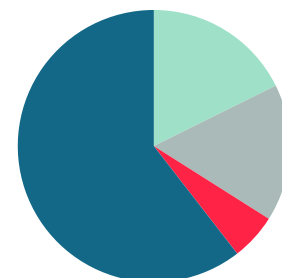
Area Delimited by County Of Bryan



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	December 2021	+/-%
Closed Listings	61	64	4.92%
Pending Listings	52	59	13.46%
New Listings	61	65	6.56%
Average List Price	211,836	202,272	-4.52%
Average Sale Price	205,827	214,590	4.26%
Average Percent of Selling Price to List Price	96.76%	98.37%	1.66%
Average Days on Market to Sale	36.51	20.33	-44.32%
End of Month Inventory	246	219	-10.98%
Months Supply of Inventory	4.60	3.70	-19.62%



■ Closed (17.68%)  
■ Pending (16.30%)  
■ Other OffMarket (5.52%)  
■ Active (60.50%)

**Absorption:** Last 12 months, an Average of **59** Sales/Month  
**Active Inventory** as of December 31, 2021 = **219**

### Analysis Wrap-Up

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

The total housing inventory at the end of December 2021 decreased **10.98%** to 219 existing homes available for sale. Over the last 12 months this area has had an average of 59 closed sales per month. This represents an unsold inventory index of **3.70** 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 **4.26%** in December 2021 to \$214,590 versus the previous year at \$205,827.

#### Average Days on Market Shortens

The average number of **20.33** days that homes spent on the market before selling decreased by 16.18 days or **44.32%** in December 2021 compared to last year's same month at **36.51** DOM.

#### Sales Success for December 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 65 New Listings in December 2021, up **6.56%** from last year at 61. Furthermore, there were 64 Closed Listings this month versus last year at 61, a **4.92%** increase.

Closed versus Listed trends yielded a **98.5%** ratio, down from previous year's, December 2020, at **100.0%**, a **1.54%** downswing. 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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



# December 2021

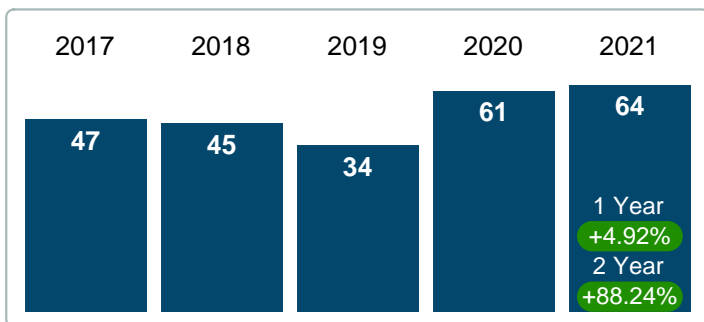
Area Delimited by County Of Bryan



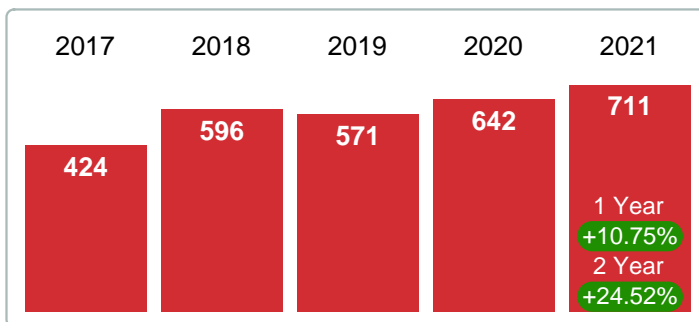
## CLOSED LISTINGS

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

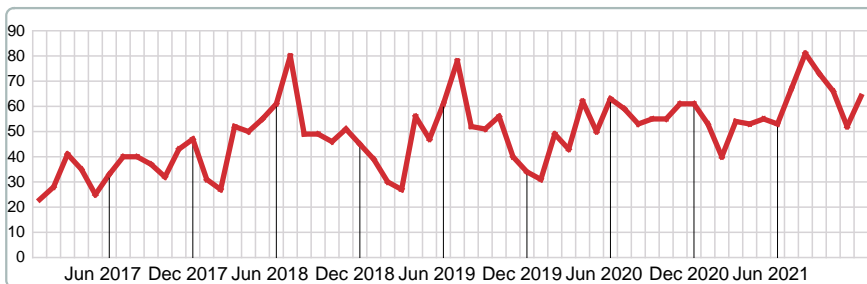
### DECEMBER



### YEAR TO DATE (YTD)

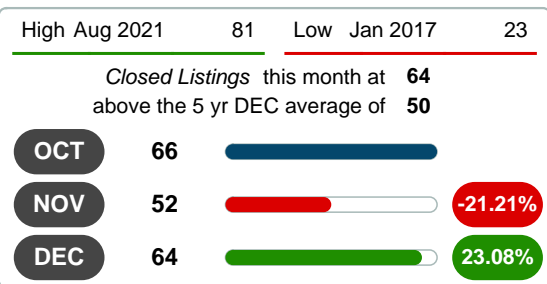


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 50



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	7.81%	9.4	4	1	0	0
\$50,001 - \$100,000	9	14.06%	8.7	6	3	0	0
\$100,001 - \$150,000	9	14.06%	22.2	5	4	0	0
\$150,001 - \$200,000	13	20.31%	5.6	1	10	2	0
\$200,001 - \$250,000	11	17.19%	14.6	2	9	0	0
\$250,001 - \$325,000	10	15.63%	55.0	0	5	4	1
\$325,001 and up	7	10.94%	27.4	0	3	4	0
<b>Total Closed Units</b>	<b>64</b>			<b>18</b>	<b>35</b>	<b>10</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>13,733,747</b>	<b>100%</b>	<b>20.3</b>	<b>1.76M</b>	<b>8.70M</b>	<b>3.00M</b>	<b>269.41K</b>
<b>Average Closed Price</b>	<b>\$214,590</b>			<b>\$97,997</b>	<b>\$248,546</b>	<b>\$300,129</b>	<b>\$269,410</b>



# December 2021

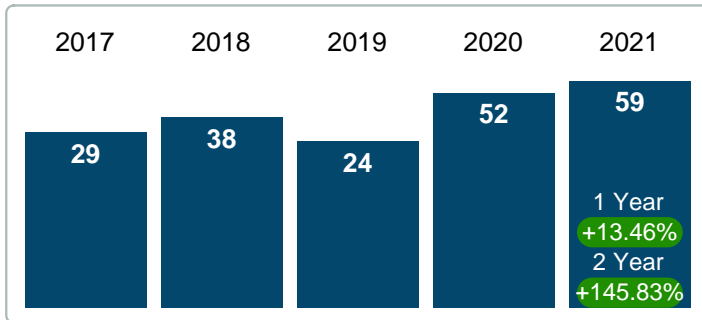
Area Delimited by County Of Bryan



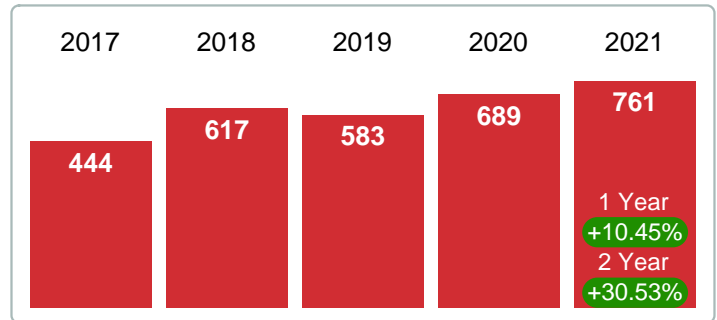
## PENDING LISTINGS

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

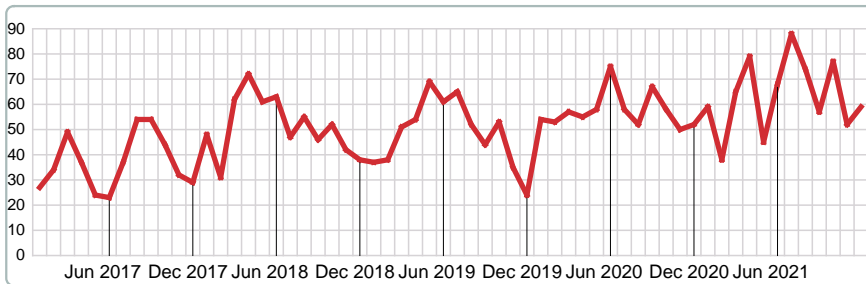
### DECEMBER



### YEAR TO DATE (YTD)

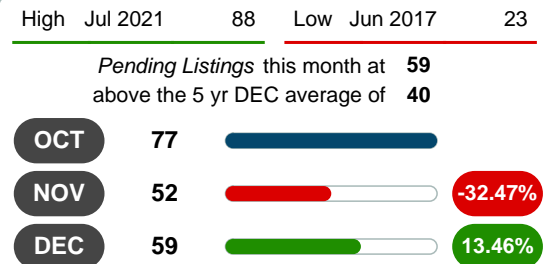


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 40



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	5	8.47%	90.8	5	0	0	0
\$70,001 - \$120,000	8	13.56%	29.9	6	2	0	0
\$120,001 - \$170,000	11	18.64%	56.3	4	5	2	0
\$170,001 - \$210,000	13	22.03%	37.5	0	11	2	0
\$210,001 - \$270,000	8	13.56%	33.6	0	6	1	1
\$270,001 - \$490,000	8	13.56%	44.9	0	2	6	0
\$490,001 and up	6	10.17%	52.5	2	3	1	0
<b>Total Pending Units</b>	<b>59</b>			<b>17</b>	<b>29</b>	<b>12</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>13,076,140</b>	<b>100%</b>	<b>0.3</b>	<b>2.27M</b>	<b>7.18M</b>	<b>3.40M</b>	<b>229.00K</b>
<b>Average Listing Price</b>	<b>\$144,761</b>			<b>\$133,450</b>	<b>\$247,437</b>	<b>\$283,568</b>	<b>\$229,000</b>



# December 2021

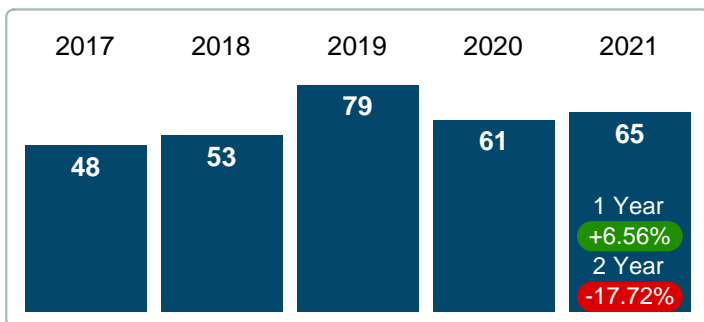
Area Delimited by County Of Bryan



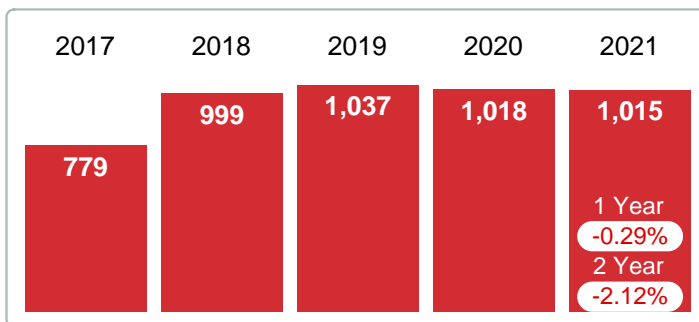
## NEW LISTINGS

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

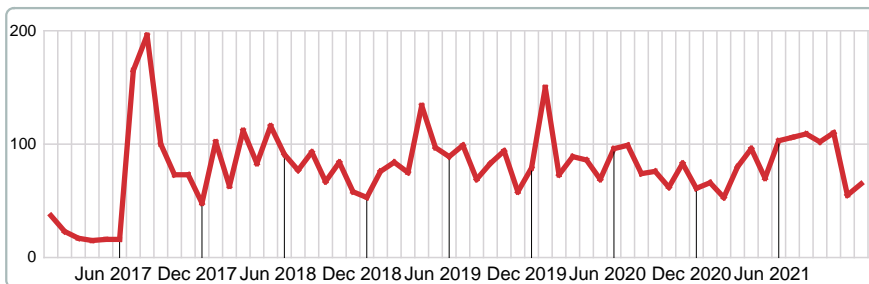
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 61

High Aug 2017 196 Low Apr 2017 15

New Listings this month at 65  
above the 5 yr DEC average of 61



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	4	6.15%	4	0	0	0
\$20,001 - \$80,000	9	13.85%	8	1	0	0
\$80,001 - \$150,000	10	15.38%	5	3	2	0
\$150,001 - \$240,000	17	26.15%	2	13	2	0
\$240,001 - \$300,000	12	18.46%	1	5	6	0
\$300,001 - \$430,000	7	10.77%	2	1	4	0
\$430,001 and up	6	9.23%	2	3	1	0
<b>Total New Listed Units</b>	<b>65</b>		<b>24</b>	<b>26</b>	<b>15</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>15,808,295</b>	<b>100%</b>	<b>3.77M</b>	<b>7.15M</b>	<b>4.88M</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$144,761</b>		<b>\$157,087</b>	<b>\$275,162</b>	<b>\$325,600</b>	<b>\$0</b>



# December 2021

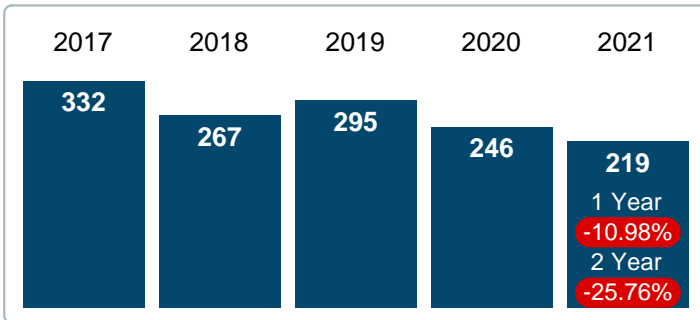
Area Delimited by County Of Bryan



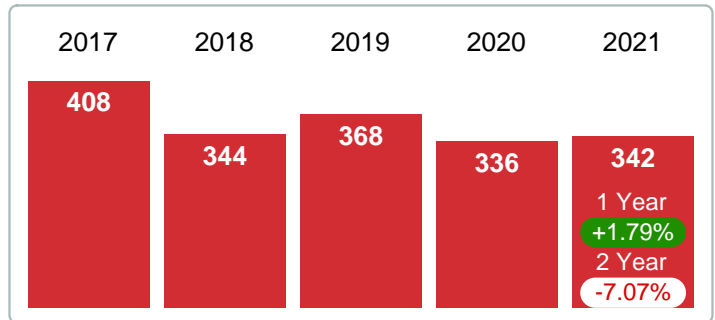
## ACTIVE INVENTORY

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

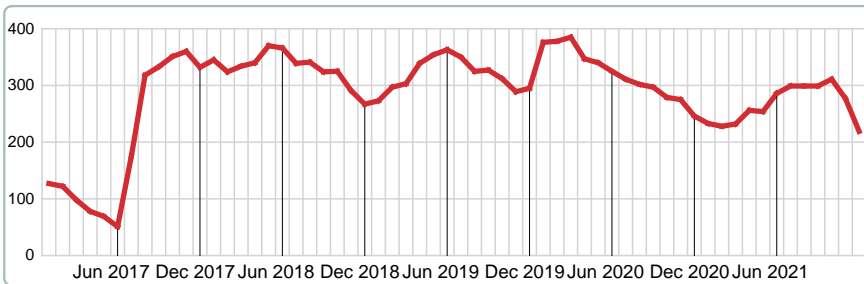
### END OF DECEMBER



### ACTIVE DURING DECEMBER

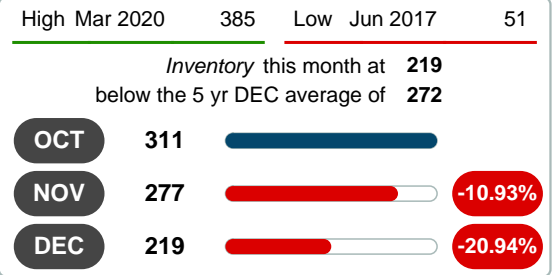


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 272



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	16	7.31%	83.1	16	0	0	0
\$25,001 - \$75,000	27	12.33%	110.2	25	2	0	0
\$75,001 - \$175,000	38	17.35%	94.6	25	9	3	1
\$175,001 - \$325,000	55	25.11%	78.4	17	20	14	4
\$325,001 - \$600,000	35	15.98%	103.6	19	8	7	1
\$600,001 - \$1,300,000	28	12.79%	88.7	18	4	5	1
\$1,300,001 and up	20	9.13%	158.7	13	2	3	2
Total Active Inventory by Units			219	133	45	32	9
Total Active Inventory by Volume			103,006,887	60.93M	17.94M	17.17M	6.96M
Average Active Inventory Listing Price			\$470,351	\$458,136	\$398,640	\$536,665	\$773,644

# December 2021

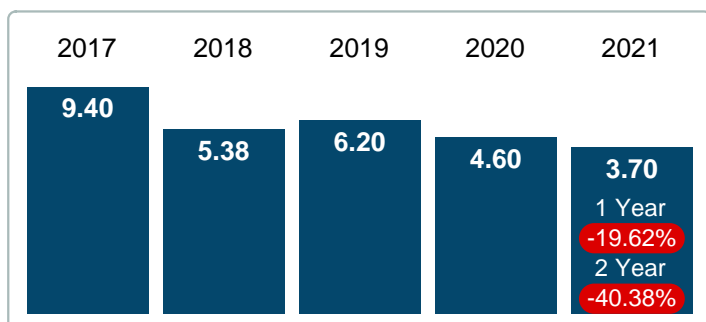
Area Delimited by County Of Bryan



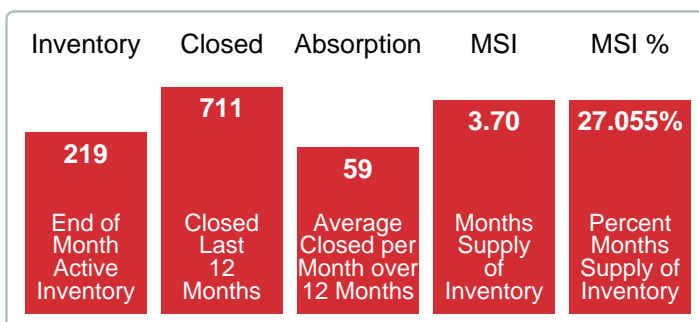
## MONTHS SUPPLY of INVENTORY (MSI)

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

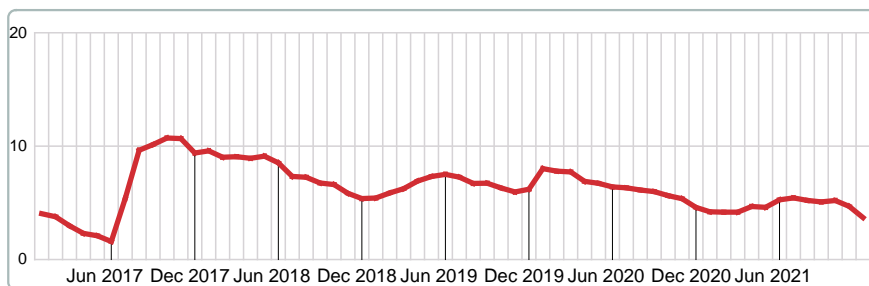
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2021



### 5 YEAR MARKET ACTIVITY TRENDS

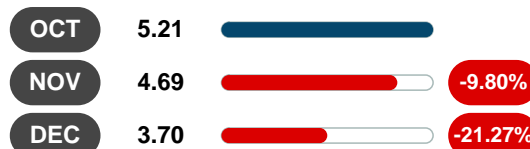


### 3 MONTHS

5 year DEC AVG = 5.85

High Oct 2017 10.72 Low Jun 2017 1.59

Months Supply this month at **3.70**  
below the 5 yr DEC average of **5.85**



### 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
\$25,000 and less	16	7.31%	5.82	6.19	0.00	0.00	0.00
\$25,001 - \$75,000	27	12.33%	5.23	6.12	2.40	0.00	0.00
\$75,001 - \$175,000	38	17.35%	2.38	5.26	0.97	1.64	6.00
\$175,001 - \$325,000	55	25.11%	2.09	7.03	1.10	2.67	9.60
\$325,001 - \$600,000	35	15.98%	5.38	12.00	4.36	3.50	0.92
\$600,001 - \$1,300,000	28	12.79%	12.00	16.62	6.00	15.00	4.00
\$1,300,001 and up	20	9.13%	120.00	156.00	24.00	0.00	0.00
Market Supply of Inventory (MSI)			3.70	8.02	1.45	3.31	4.70
Total Active Inventory by Units		100%	3.70	133	45	32	9

# December 2021

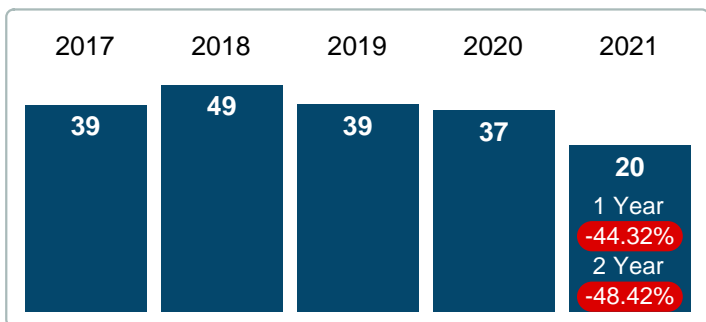
Area Delimited by County Of Bryan



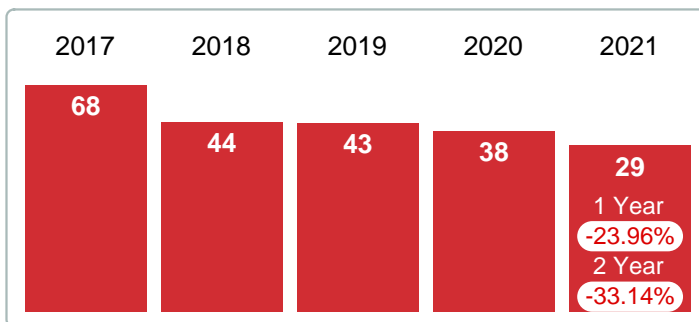
## AVERAGE DAYS ON MARKET TO SALE

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

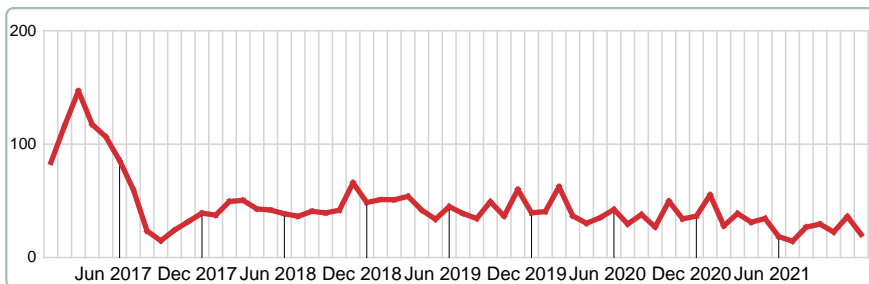
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 37

High Mar 2017 147 Low Jul 2021 14

Average Days on Market to Sale this month at 20 below the 5 yr DEC average of 37



### 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
\$50,000 and less	7.81%	9	11	5	0	0
\$50,001 - \$100,000	14.06%	9	9	7	0	0
\$100,001 - \$150,000	14.06%	22	38	2	0	0
\$150,001 - \$200,000	20.31%	6	8	4	13	0
\$200,001 - \$250,000	17.19%	15	23	13	0	0
\$250,001 - \$325,000	15.63%	55	0	95	19	3
\$325,001 and up	10.94%	27	0	41	18	0
<b>Average Closed DOM</b>		<b>20</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>20</b>	<b>18</b>	<b>35</b>	<b>10</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>13,733,747</b>	<b>1.76M</b>	<b>8.70M</b>	<b>3.00M</b>	<b>269.41K</b>



# December 2021

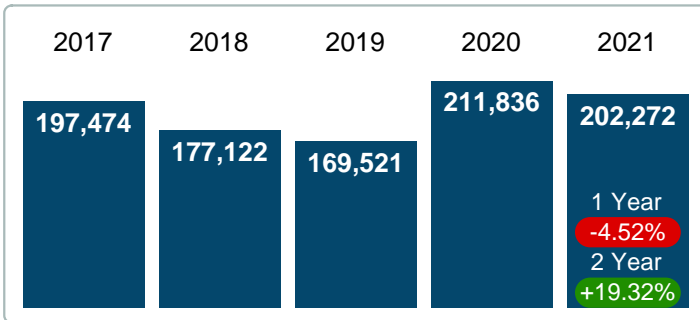
Area Delimited by County Of Bryan



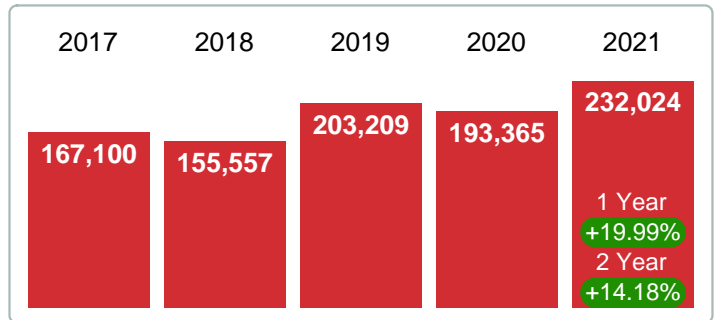
## AVERAGE LIST PRICE AT CLOSING

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

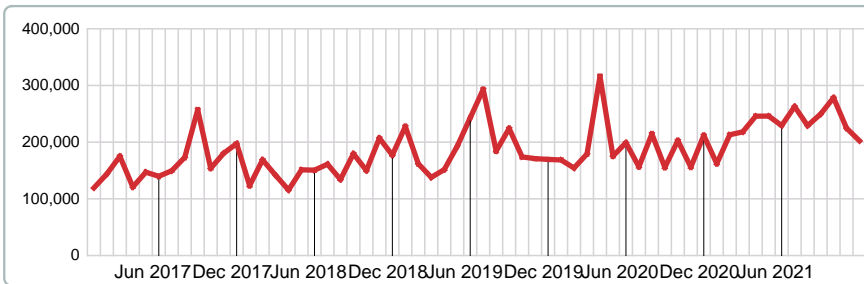
### DECEMBER



### YEAR TO DATE (YTD)

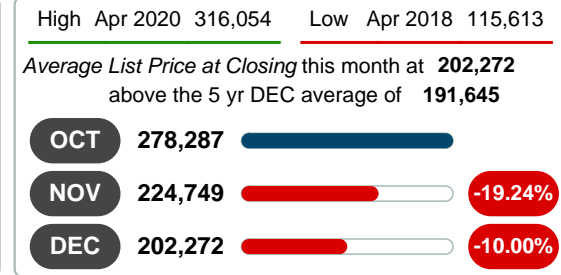


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 191,645



### 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
\$50,000 and less	4	6.25%	22,625	55,000	0	0
\$50,001 - \$100,000	9	14.06%	77,542	92,967	0	0
\$100,001 - \$150,000	8	12.50%	151,560	141,000	0	0
\$150,001 - \$200,000	15	23.44%	185,000	184,830	179,500	0
\$200,001 - \$250,000	12	18.75%	206,000	225,117	0	0
\$250,001 - \$325,000	8	12.50%	0	270,990	316,225	269,410
\$325,001 and up	8	12.50%	0	516,510	366,197	0
<b>Average List Price</b>		<b>202,272</b>	<b>106,142</b>	<b>219,335</b>	<b>308,869</b>	<b>269,410</b>
<b>Total Closed Units</b>		<b>64</b>	<b>18</b>	<b>35</b>	<b>10</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>12,945,376</b>	<b>1.91M</b>	<b>7.68M</b>	<b>3.09M</b>	<b>269.41K</b>





# December 2021

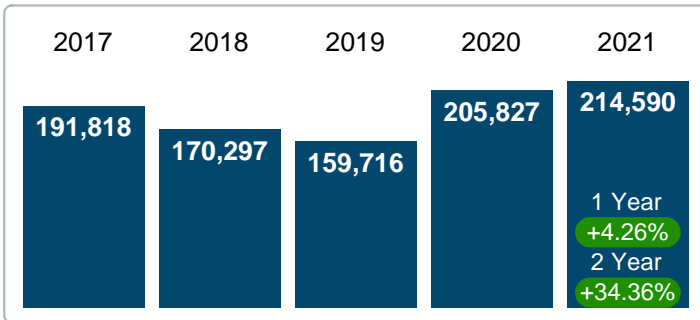
Area Delimited by County Of Bryan



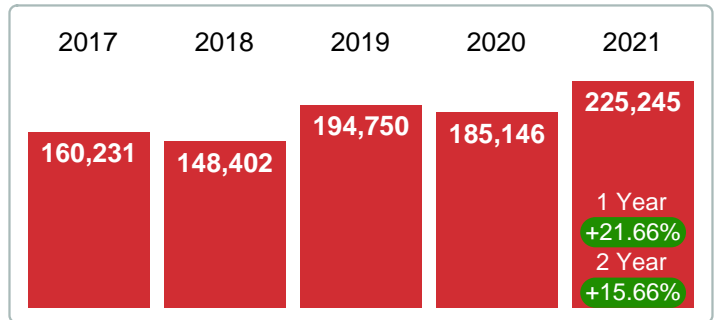
## AVERAGE SOLD PRICE AT CLOSING

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

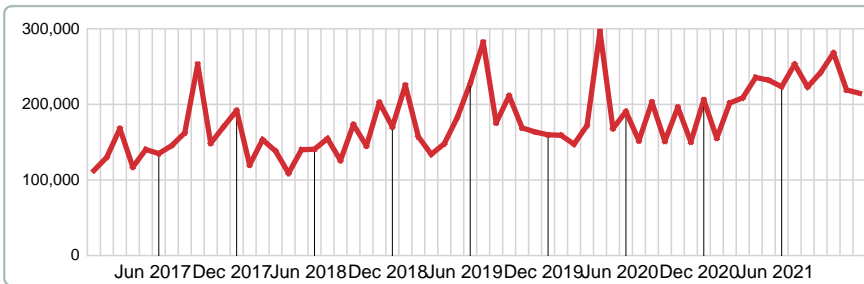
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

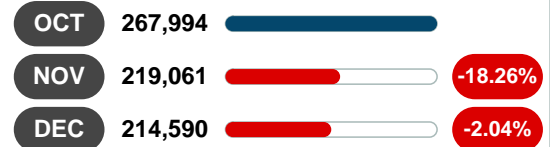


### 3 MONTHS

5 year DEC AVG = 188,449

High Apr 2020 296,407 Low Apr 2018 108,903

Average Sold Price at Closing this month at **214,590**  
above the 5 yr DEC average of **188,449**



### 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
\$50,000 and less	5	7.81%	24,600	22,000	35,000	0	0
\$50,001 - \$100,000	9	14.06%	77,606	72,408	88,000	0	0
\$100,001 - \$150,000	9	14.06%	135,389	133,900	137,250	0	0
\$150,001 - \$200,000	13	20.31%	177,846	160,000	180,800	172,000	0
\$200,001 - \$250,000	11	17.19%	219,227	206,000	222,167	0	0
\$250,001 - \$325,000	10	15.63%	280,051	0	267,720	298,125	269,410
\$325,001 and up	7	10.94%	595,684	0	901,667	366,197	0
Average Sold Price			214,590	97,997	248,546	300,129	269,410
Total Closed Units		100%	214,590	18	35	10	1
Total Closed Volume			13,733,747	1.76M	8.70M	3.00M	269.41K



# December 2021

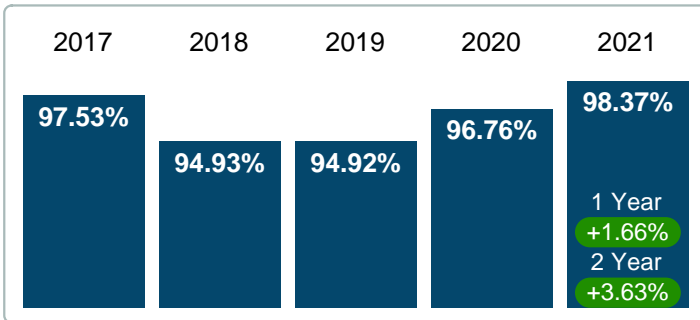
Area Delimited by County Of Bryan



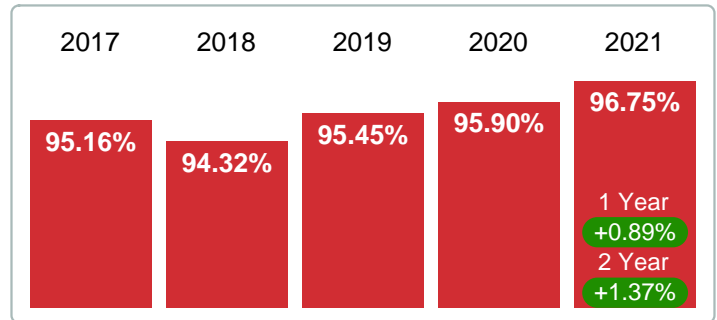
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

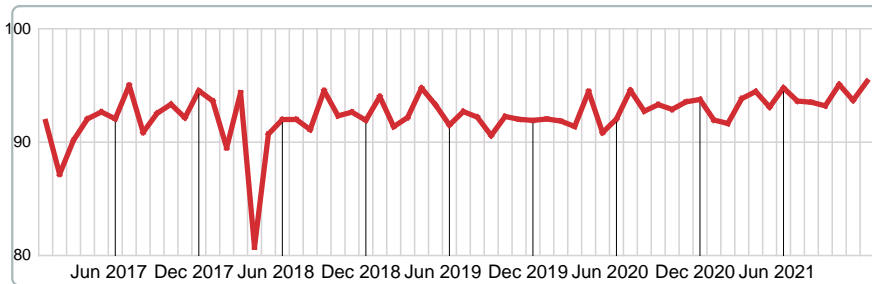
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

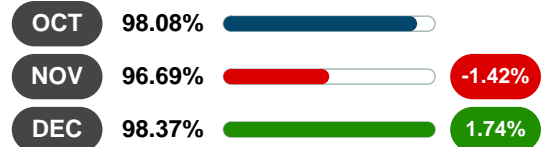


### 3 MONTHS

5 year DEC AVG = 96.50%

High Dec 2021 98.37% Low Apr 2018 83.74%

Average Sold/List Ratio this month at **98.37%** above the 5 yr DEC average of **96.50%**



### 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
\$50,000 and less	5	7.81%	89.87%	96.43%	63.64%	0.00%	0.00%
\$50,001 - \$100,000	9	14.06%	94.21%	93.48%	95.68%	0.00%	0.00%
\$100,001 - \$150,000	9	14.06%	93.20%	89.59%	97.73%	0.00%	0.00%
\$150,001 - \$200,000	13	20.31%	96.67%	86.49%	97.86%	95.83%	0.00%
\$200,001 - \$250,000	11	17.19%	99.04%	100.00%	98.83%	0.00%	0.00%
\$250,001 - \$325,000	10	15.63%	97.55%	0.00%	98.99%	95.13%	100.00%
\$325,001 and up	7	10.94%	119.69%	0.00%	146.05%	99.93%	0.00%
Average Sold/List Ratio		98.40%		93.39%	101.22%	97.19%	100.00%
Total Closed Units		64	100%	18	35	10	1
Total Closed Volume		13,733,747		1.76M	8.70M	3.00M	269.41K

# December 2021

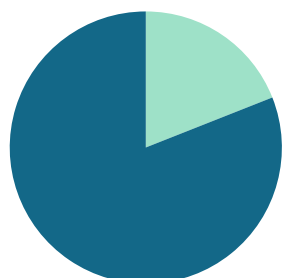
Area Delimited by County Of Bryan



## MARKET SUMMARY

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

### INVENTORY

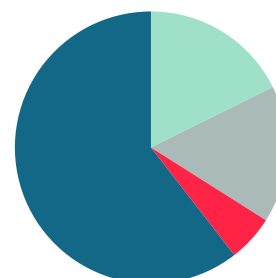


**Inventory**  
 New Listings  
**65 = 19.01%**  
 Start Inventory  
**277**  
 Total Inventory Units  
**342**  
 Volume  
**\$130,211,973**

### Market Activity

Closed Sales  
**64 = 17.68%**  
 Pending Sales  
**59 = 16.30%**  
 Other Off Market  
**20 = 5.52%**  
 Active Inventory  
**219 = 60.50%**

### MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	61	64	4.92%	642	711	10.75%
Pending Sales	52	59	13.46%	689	761	10.45%
New Listings	61	65	6.56%	1,018	1,015	-0.29%
Average List Price	211,836	202,272	-4.52%	193,365	232,024	19.99%
Average Sale Price	205,827	214,590	4.26%	185,146	225,245	21.66%
Average Percent of Selling Price to List Price	96.76%	98.37%	1.66%	95.90%	96.75%	0.89%
Average Days on Market to Sale	36.51	20.33	-44.32%	38.12	28.98	-23.96%
Monthly Inventory	246	219	-10.98%	246	219	-10.98%
Months Supply of Inventory	4.60	3.70	-19.62%	4.60	3.70	-19.62%

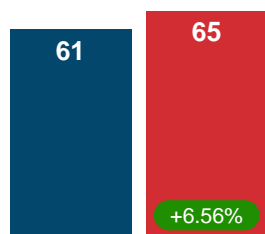
**Absorption:** Last 12 months, an Average of **59** Sales/Month

**Inventory** on December 31, 2021 = **219** 2020 2021

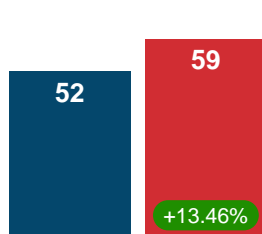
### DECEMBER MARKET

### AVERAGE PRICES

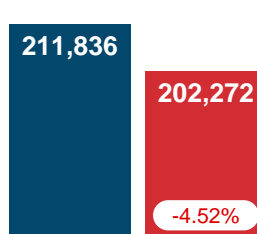
#### New Listings



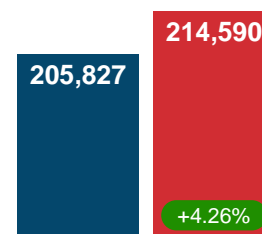
#### Pending Listings



#### List Price



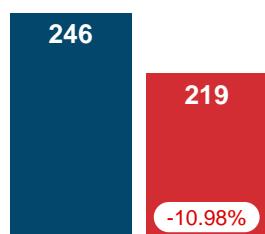
#### Sale Price



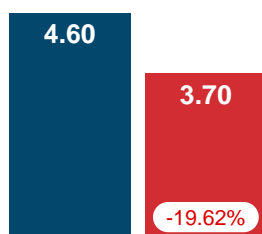
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

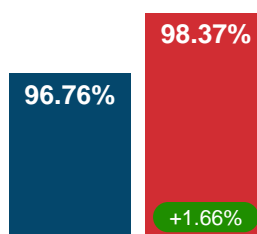
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

