



December 2021

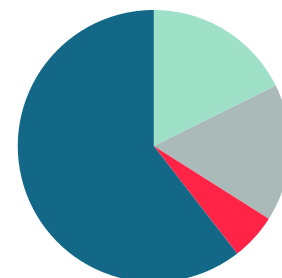
Area Delimited by County Of Bryan



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	December		
	2020	2021	+/-%
Closed Listings	61	64	4.92%
Pending Listings	52	59	13.46%
New Listings	61	65	6.56%
Median List Price	184,000	197,500	7.34%
Median Sale Price	185,000	184,500	-0.27%
Median Percent of Selling Price to List Price	99.31%	100.00%	0.70%
Median Days on Market to Sale	16.00	4.00	-75.00%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **0.27%** in December 2021 to \$184,500 versus the previous year at \$185,000.

Median Days on Market Shortens

The median number of **4.00** days that homes spent on the market before selling decreased by 12.00 days or **75.00%** in December 2021 compared to last year's same month at **16.00** DOM.

Sales Success for December 2021 is Positive

Overall, with Median Prices falling 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.

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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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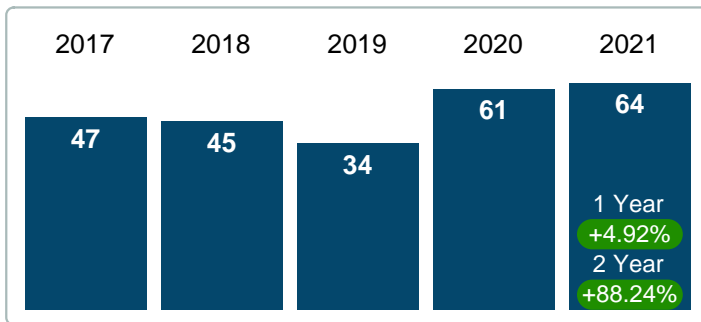
Area Delimited by County Of Bryan



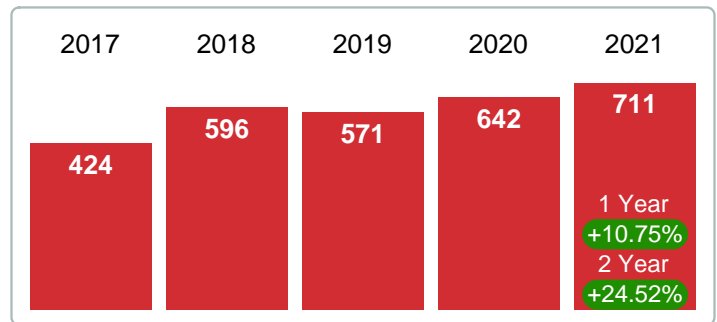
CLOSED LISTINGS

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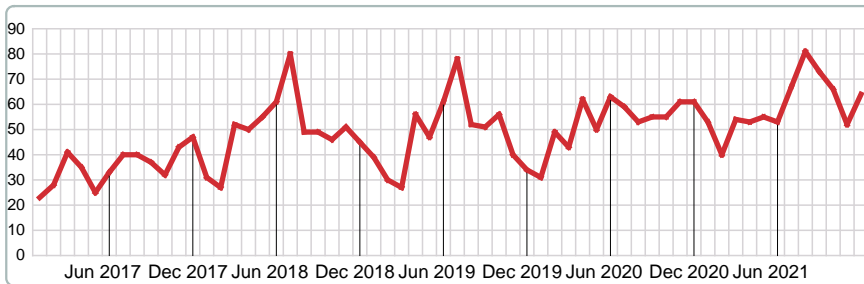
DECEMBER



YEAR TO DATE (YTD)

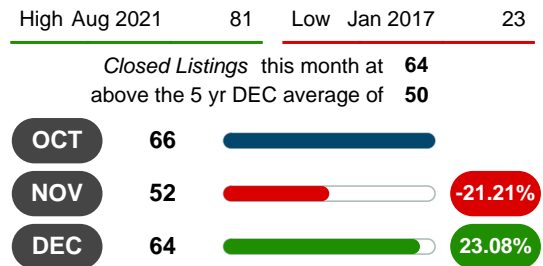


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 50



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	7.81%	5.0	4	1	0	0
\$50,001 - \$100,000	9	14.06%	3.0	6	3	0	0
\$100,001 - \$150,000	9	14.06%	3.0	5	4	0	0
\$150,001 - \$200,000	13	20.31%	2.0	1	10	2	0
\$200,001 - \$250,000	11	17.19%	4.0	2	9	0	0
\$250,001 - \$325,000	10	15.63%	22.0	0	5	4	1
\$325,001 and up	7	10.94%	14.0	0	3	4	0
Total Closed Units	64			18	35	10	1
Total Closed Volume	13,733,747	100%	4.0	1.76M	8.70M	3.00M	269.41K
Median Closed Price	\$184,500			\$78,125	\$197,500	\$311,550	\$269,410



December 2021

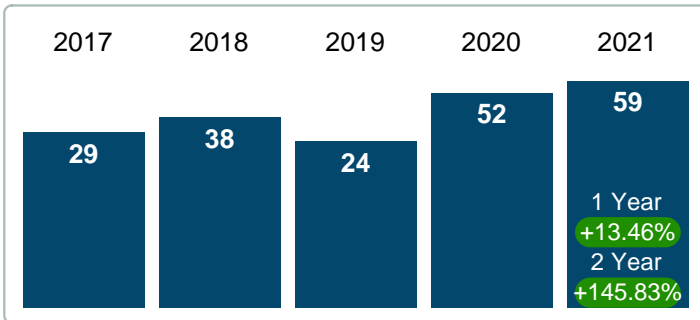
Area Delimited by County Of Bryan



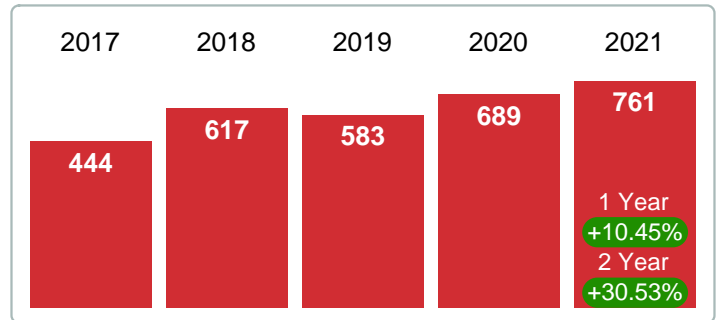
PENDING LISTINGS

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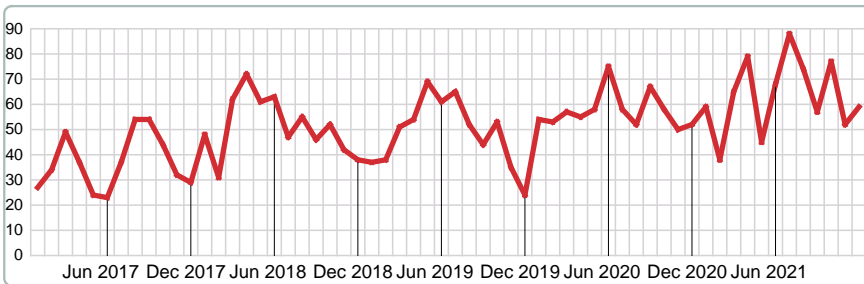
DECEMBER



YEAR TO DATE (YTD)

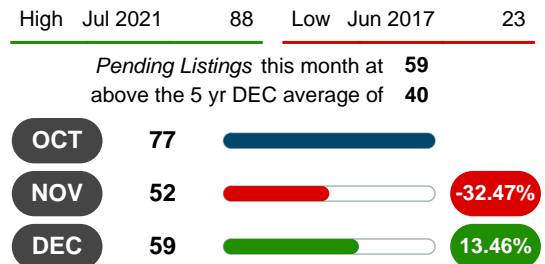


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 40



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	11.86%	3.0	6	1	0	0
\$75,001 - \$125,000	8	13.56%	39.0	7	1	0	0
\$125,001 - \$150,000	4	6.78%	85.5	0	3	1	0
\$150,001 - \$200,000	14	23.73%	3.5	2	9	3	0
\$200,001 - \$275,000	13	22.03%	18.0	0	11	1	1
\$275,001 - \$475,000	7	11.86%	14.0	0	1	6	0
\$475,001 and up	6	10.17%	52.5	2	3	1	0
Total Pending Units	59			17	29	12	1
Total Pending Volume	13,076,140	100%	9.0	2.27M	7.18M	3.40M	229.00K
Median Listing Price	\$185,000			\$89,000	\$205,000	\$286,100	\$229,000



December 2021

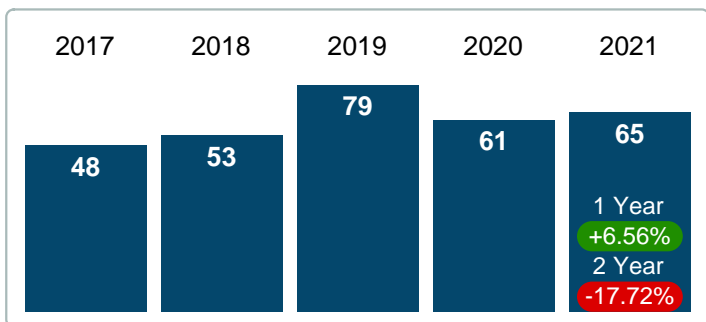
Area Delimited by County Of Bryan



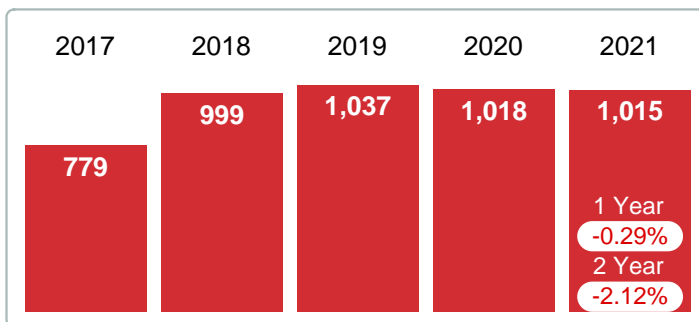
NEW LISTINGS

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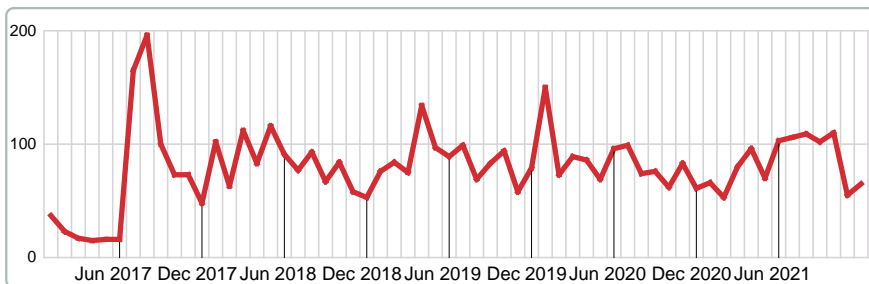
DECEMBER



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
\$25,000 and less	7	10.77%	7	0	0	0
\$25,001 - \$75,000	4	6.15%	3	1	0	0
\$75,001 - \$150,000	12	18.46%	7	3	2	0
\$150,001 - \$225,000	15	23.08%	2	11	2	0
\$225,001 - \$300,000	14	21.54%	1	7	6	0
\$300,001 - \$425,000	6	9.23%	2	1	3	0
\$425,001 and up	7	10.77%	2	3	2	0
Total New Listed Units	65		24	26	15	0
Total New Listed Volume	15,808,295	100%	3.77M	7.15M	4.88M	0.00B
Median New Listed Listing Price	\$208,500		\$80,125	\$209,950	\$299,900	\$0



December 2021

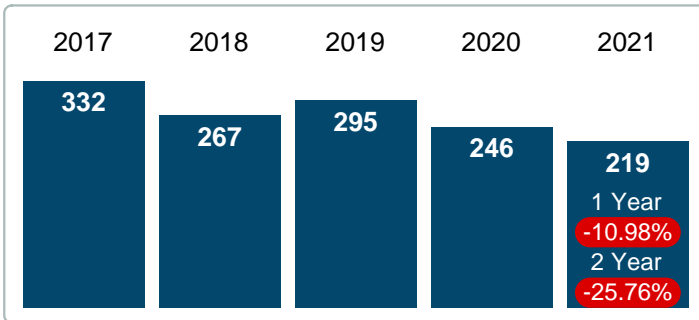
Area Delimited by County Of Bryan



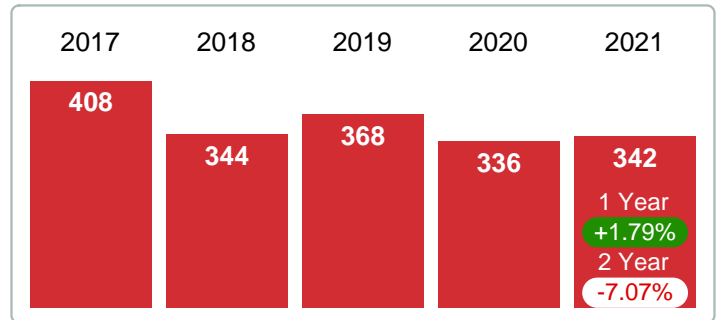
ACTIVE INVENTORY

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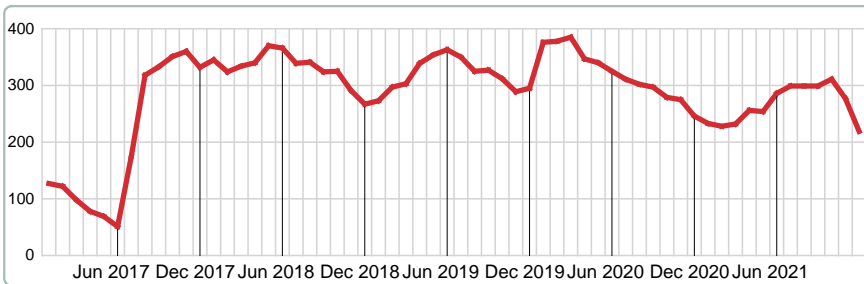
END OF DECEMBER



ACTIVE DURING DECEMBER

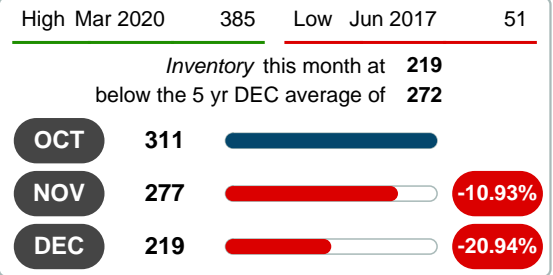


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 272



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	16	7.31%	86.0	16	0	0	0
\$25,001 - \$75,000	27	12.33%	112.0	25	2	0	0
\$75,001 - \$175,000	38	17.35%	92.5	25	9	3	1
\$175,001 - \$325,000	55	25.11%	78.0	17	20	14	4
\$325,001 - \$600,000	35	15.98%	106.0	19	8	7	1
\$600,001 - \$1,300,000	28	12.79%	94.5	18	4	5	1
\$1,300,001 and up	20	9.13%	154.0	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
Median Active Inventory Listing Price			\$270,000	\$180,000	\$250,000	\$302,445	\$325,000



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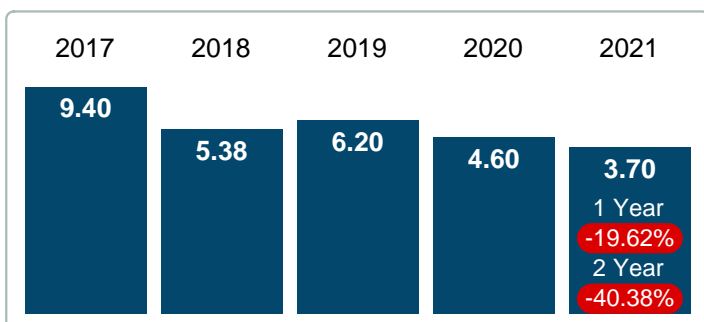
Area Delimited by County Of Bryan



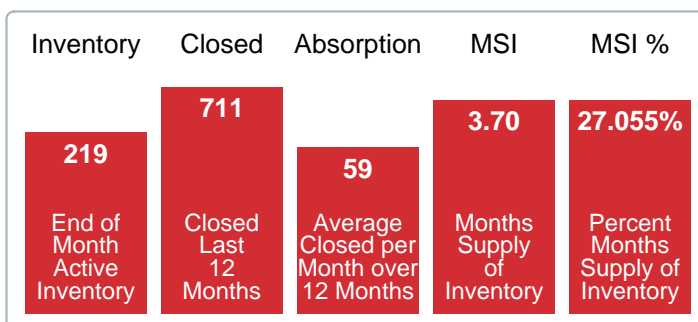
MONTHS SUPPLY of INVENTORY (MSI)

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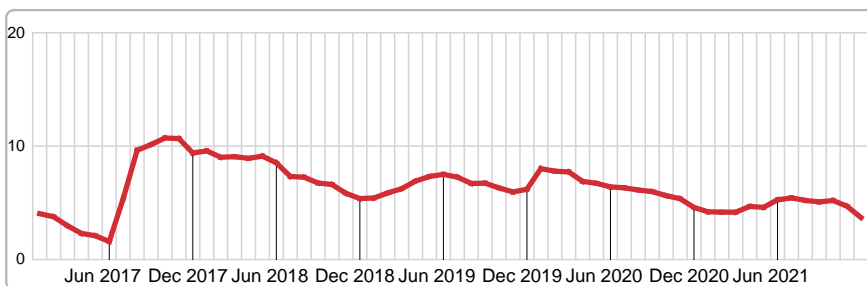
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2021

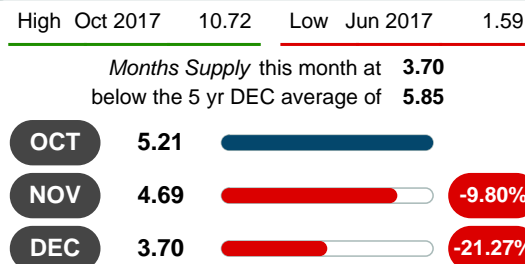


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 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	7.31%	5.82	6.19	0.00	0.00	0.00
\$25,001 - \$75,000	12.33%	5.23	6.12	2.40	0.00	0.00
\$75,001 - \$175,000	17.35%	2.38	5.26	0.97	1.64	6.00
\$175,001 - \$325,000	25.11%	2.09	7.03	1.10	2.67	9.60
\$325,001 - \$600,000	15.98%	5.38	12.00	4.36	3.50	0.92
\$600,001 - \$1,300,000	12.79%	12.00	16.62	6.00	15.00	4.00
\$1,300,001 and up	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



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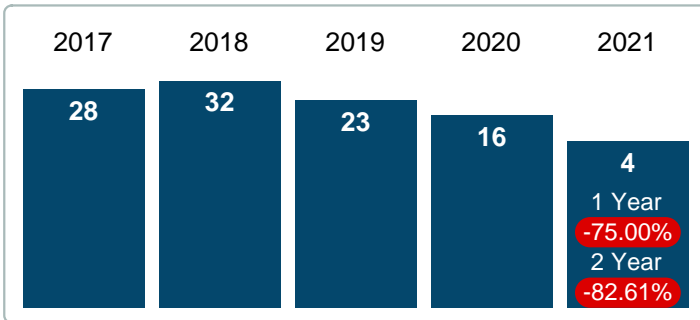
Area Delimited by County Of Bryan



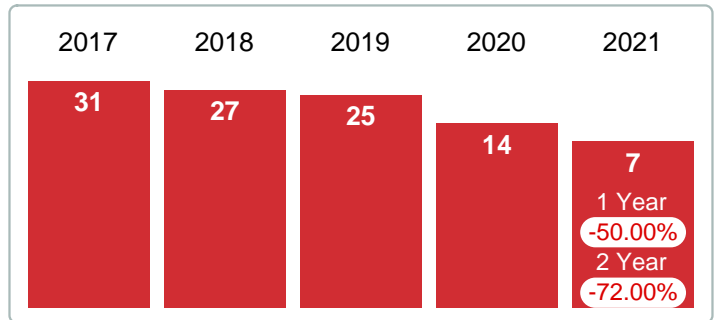
MEDIAN DAYS ON MARKET TO SALE

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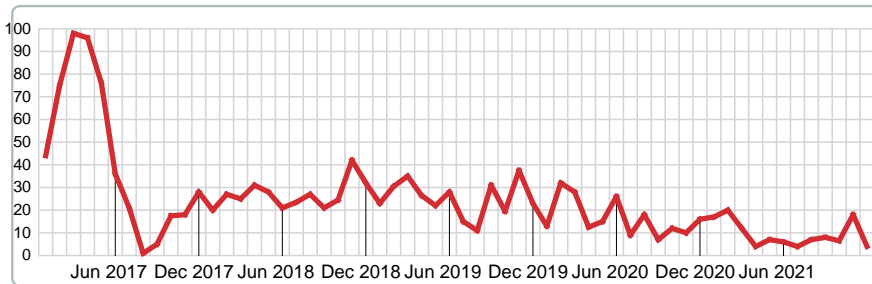
DECEMBER



YEAR TO DATE (YTD)

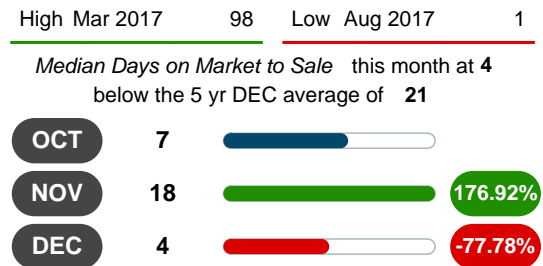


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 21



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
\$50,000 and less	7.81%	5	3	5	0	0
\$50,001 - \$100,000	14.06%	3	3	1	0	0
\$100,001 - \$150,000	14.06%	3	7	2	0	0
\$150,001 - \$200,000	20.31%	2	8	2	13	0
\$200,001 - \$250,000	17.19%	4	23	4	0	0
\$250,001 - \$325,000	15.63%	22	0	34	20	3
\$325,001 and up	10.94%	14	0	15	9	0
Median Closed DOM		4	4	4	12	3
Total Closed Units	100%	64	18	35	10	1
Total Closed Volume		13,733,747	1.76M	8.70M	3.00M	269.41K



December 2021

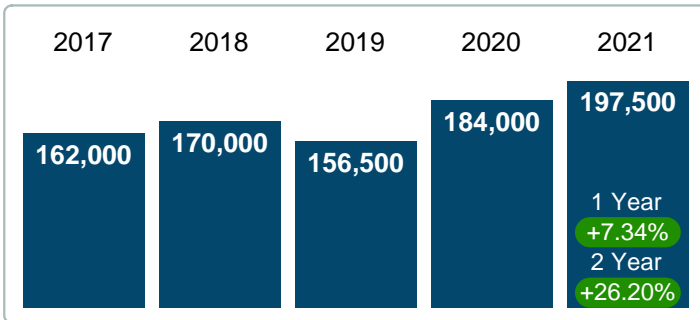
Area Delimited by County Of Bryan



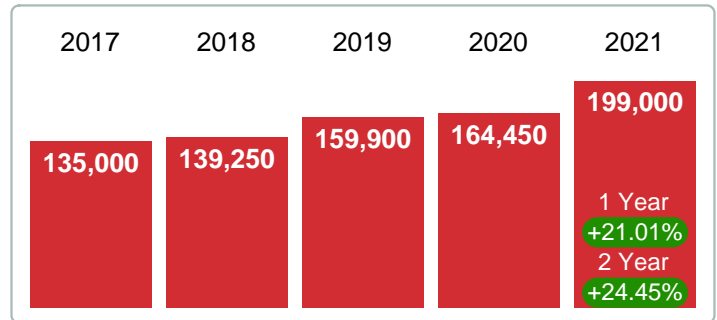
MEDIAN LIST PRICE AT CLOSING

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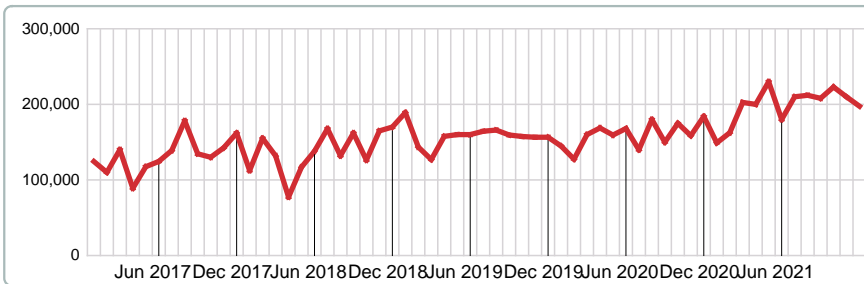
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

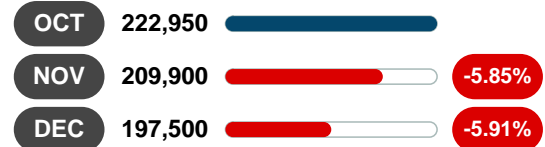


3 MONTHS

5 year DEC AVG = 174,000

High May 2021 229,900 Low Apr 2018 77,400

Median List Price at Closing this month at 197,500 above the 5 yr DEC average of 174,000



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
\$50,000 and less	4	6.25%	21,500	21,500	0	0	0
\$50,001 - \$100,000	9	14.06%	75,000	77,000	75,000	0	0
\$100,001 - \$150,000	8	12.50%	142,450	144,450	129,950	0	0
\$150,001 - \$200,000	15	23.44%	182,000	192,000	182,000	179,500	0
\$200,001 - \$250,000	12	18.75%	222,900	206,000	227,450	0	0
\$250,001 - \$325,000	8	12.50%	282,500	0	282,500	310,000	269,410
\$325,001 and up	8	12.50%	375,000	0	399,580	375,000	0
Median List Price			197,500	80,625	199,900	334,500	269,410
Total Closed Units		100%	197,500	18	35	10	1
Total Closed Volume			12,945,376	1.91M	7.68M	3.09M	269.41K



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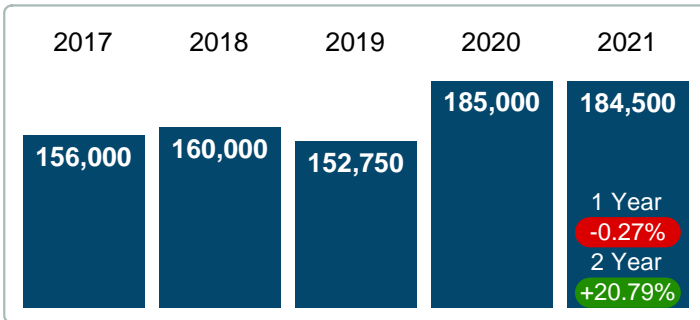
Area Delimited by County Of Bryan



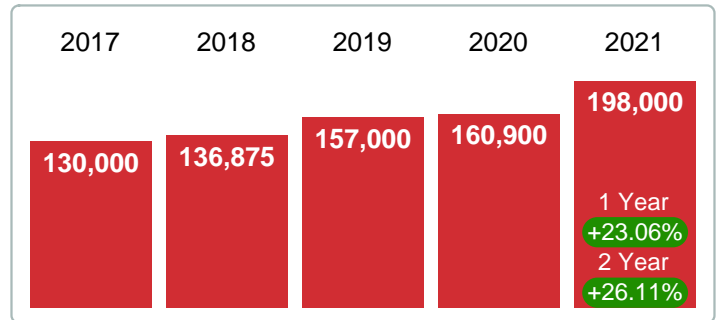
MEDIAN SOLD PRICE AT CLOSING

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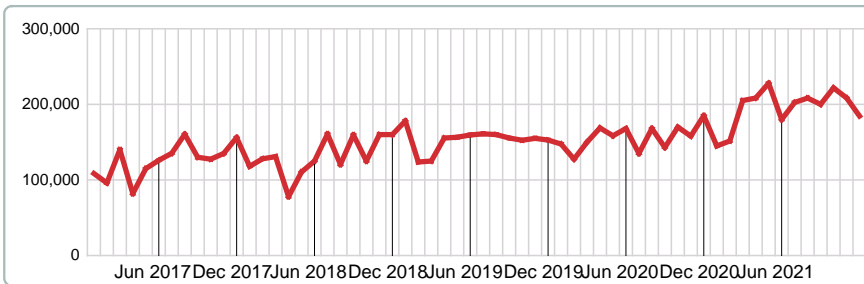
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

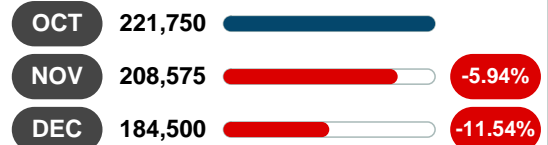


3 MONTHS

5 year DEC AVG = 167,650

High May 2021 227,900 Low Apr 2018 77,950

Median Sold Price at Closing this month at **184,500**
above the 5 yr DEC average of **167,650**



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
\$50,000 and less	7.81%	25,000	21,500	35,000	0	0
\$50,001 - \$100,000	14.06%	75,000	72,100	89,000	0	0
\$100,001 - \$150,000	14.06%	140,000	138,000	147,000	0	0
\$150,001 - \$200,000	20.31%	179,000	160,000	179,800	172,000	0
\$200,001 - \$250,000	17.19%	220,000	206,000	224,650	0	0
\$250,001 - \$325,000	15.63%	270,105	0	259,900	307,800	269,410
\$325,001 and up	10.94%	375,000	0	375,000	370,394	0
Median Sold Price		184,500	78,125	197,500	311,550	269,410
Total Closed Units	100%	184,500	18	35	10	1
Total Closed Volume		13,733,747	1.76M	8.70M	3.00M	269.41K

December 2021

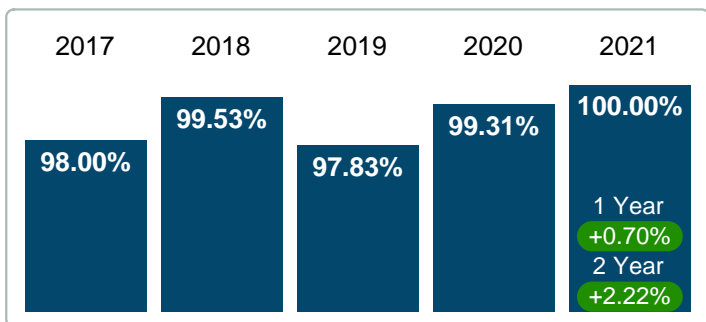
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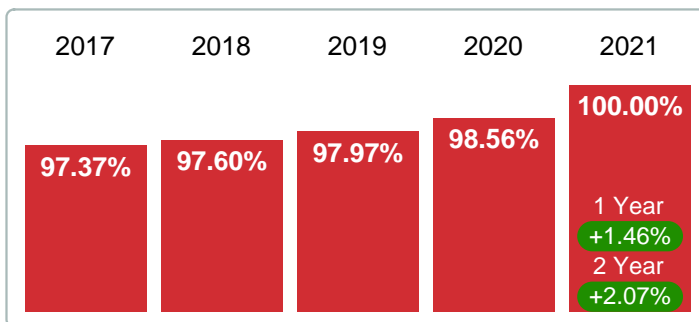
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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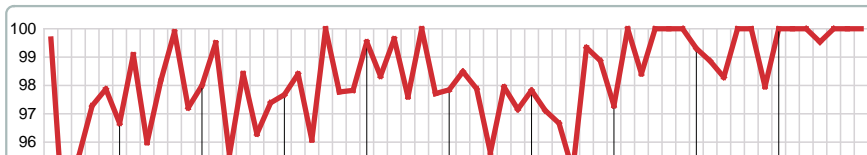
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 98.93%

High Dec 2021 100.00% Low Feb 2017 92.62%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr DEC average of **98.93%**

OCT 100.00%
NOV 100.00%
DEC 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	
\$50,000 and less	5	7.81%	100.00%	100.00%	63.64%	0.00%	0.00%	
\$50,001 - \$100,000	9	14.06%	100.00%	96.13%	100.00%	0.00%	0.00%	
\$100,001 - \$150,000	9	14.06%	94.25%	92.00%	100.00%	0.00%	0.00%	
\$150,001 - \$200,000	13	20.31%	99.21%	86.49%	99.61%	95.83%	0.00%	
\$200,001 - \$250,000	11	17.19%	100.00%	100.00%	99.81%	0.00%	0.00%	
\$250,001 - \$325,000	10	15.63%	99.19%	0.00%	100.00%	97.72%	100.00%	
\$325,001 and up	7	10.94%	100.00%	0.00%	94.29%	100.00%	0.00%	
Median Sold/List Ratio		100.00%		97.12%	100.00%	99.19%	100.00%	
Total Closed Units		64	100%	100.00%	18	35	10	1
Total Closed Volume		13,733,747			1.76M	8.70M	3.00M	269.41K

December 2021

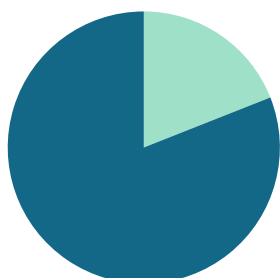
Area Delimited by County Of Bryan



MARKET SUMMARY

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

INVENTORY

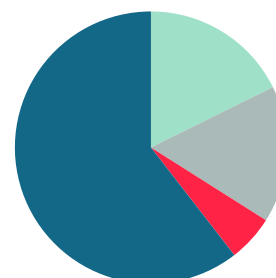


Inventory
 New Listings
65 = 19.01%
 Start Inventory
277
 Total Inventory Units
342
 Volume
\$130,211,973

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%
Median List Price	184,000	197,500	7.34%	164,450	199,000	21.01%
Median Sale Price	185,000	184,500	-0.27%	160,900	198,000	23.06%
Median Percent of Selling Price to List Price	99.31%	100.00%	0.70%	98.56%	100.00%	1.46%
Median Days on Market to Sale	16.00	4.00	-75.00%	14.00	7.00	-50.00%
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

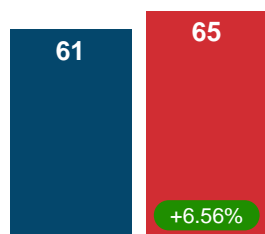
Inventory on December 31, 2021 = **219**

2020 **2021**

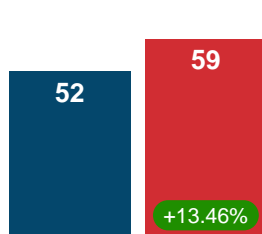
DECEMBER MARKET

MEDIAN PRICES

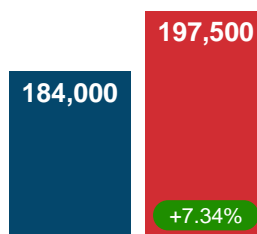
New Listings



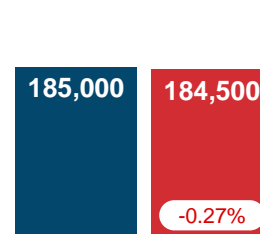
Pending Listings



List Price



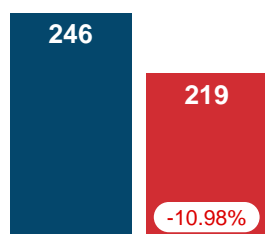
Sale Price



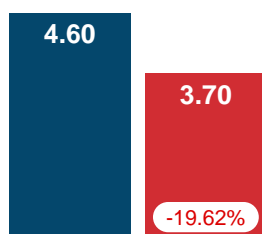
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

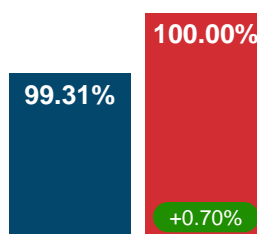
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

