



# November 2021

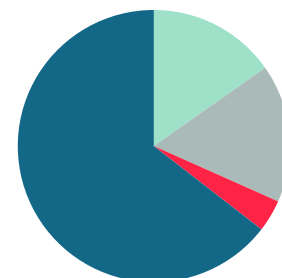
Area Delimited by County Of Bryan



## MONTHLY INVENTORY ANALYSIS

Report produced on Dec 13, 2021 for MLS Technology Inc.

Compared Metrics	2020	November 2021	+/-%
Closed Listings	61	52	-14.75%
Pending Listings	50	56	12.00%
New Listings	83	55	-33.73%
Median List Price	158,568	209,900	32.37%
Median Sale Price	158,000	208,575	32.01%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	10.00	18.00	80.00%
End of Month Inventory	275	220	-20.00%
Months Supply of Inventory	5.37	3.73	-30.51%



■ Closed (15.25%)  
■ Pending (16.42%)  
■ Other OffMarket (3.81%)  
■ Active (64.52%)

**Absorption:** Last 12 months, an Average of **59** Sales/Month  
**Active Inventory** as of November 30, 2021 = **220**

### Analysis Wrap-Up

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

The total housing inventory at the end of November 2021 decreased **20.00%** to 220 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 **3.73** 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 **32.01%** in November 2021 to \$208,575 versus the previous year at \$158,000.

#### Median Days on Market Lengthens

The median number of **18.00** days that homes spent on the market before selling increased by 8.00 days or **80.00%** in November 2021 compared to last year's same month at **10.00** DOM.

#### Sales Success for November 2021 is Positive

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

There were 55 New Listings in November 2021, down **33.73%** from last year at 83. Furthermore, there were 52 Closed Listings this month versus last year at 61, a **-14.75%** decrease.

Closed versus Listed trends yielded a **94.5%** ratio, up from previous year's, November 2020, at **73.5%**, a **28.64%** upswing. This will certainly create pressure on a decreasing Monthly ½s 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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



# November 2021

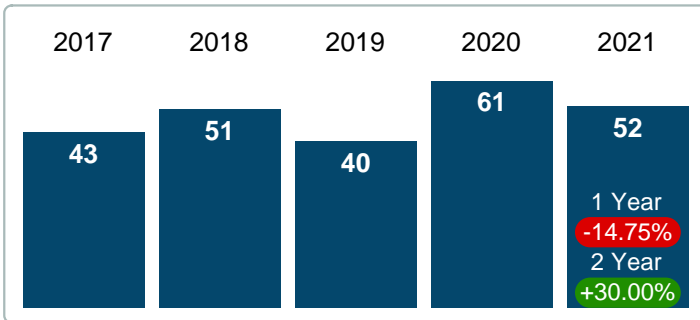
Area Delimited by County Of Bryan



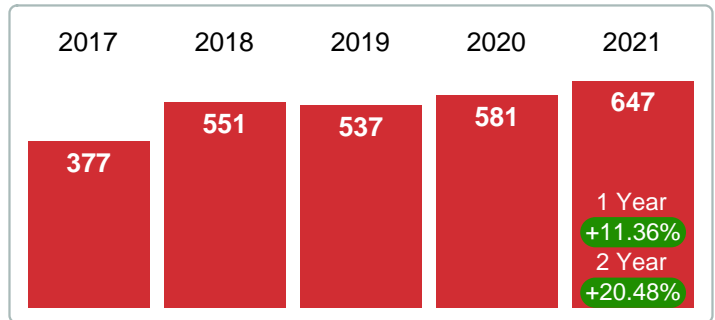
## CLOSED LISTINGS

Report produced on Dec 13, 2021 for MLS Technology Inc.

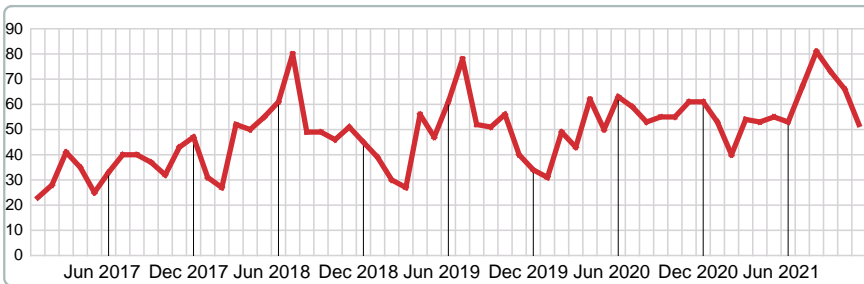
### NOVEMBER



### YEAR TO DATE (YTD)

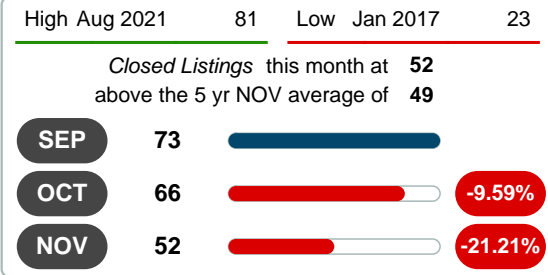


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 49



### 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	9.62%	48.0	5	0	0	0
\$50,001 - \$100,000	5	9.62%	1.0	1	4	0	0
\$100,001 - \$150,000	9	17.31%	7.0	3	6	0	0
\$150,001 - \$225,000	12	23.08%	11.0	1	9	2	0
\$225,001 - \$300,000	9	17.31%	18.0	0	4	3	2
\$300,001 - \$375,000	6	11.54%	7.0	1	3	2	0
\$375,001 and up	6	11.54%	45.5	3	1	1	1
<b>Total Closed Units</b>	<b>52</b>			<b>14</b>	<b>27</b>	<b>8</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>11,391,197</b>	<b>100%</b>	<b>18.0</b>	<b>2.73M</b>	<b>5.33M</b>	<b>2.25M</b>	<b>1.09M</b>
<b>Median Closed Price</b>	<b>\$208,575</b>			<b>\$130,000</b>	<b>\$200,000</b>	<b>\$251,250</b>	<b>\$269,410</b>



# November 2021

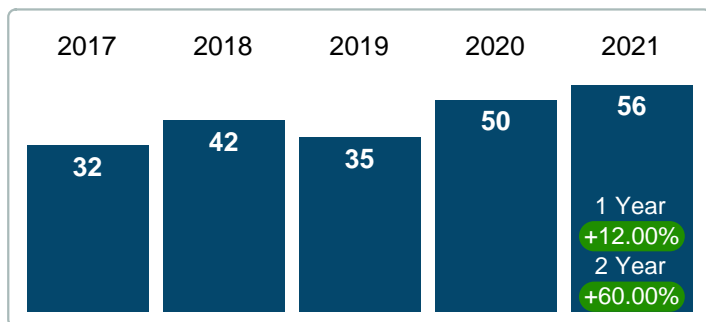
Area Delimited by County Of Bryan



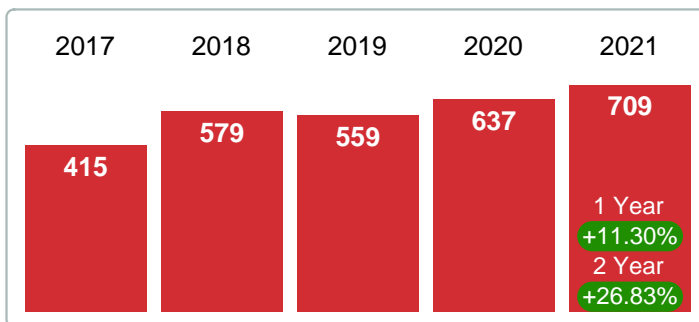
## PENDING LISTINGS

Report produced on Dec 13, 2021 for MLS Technology Inc.

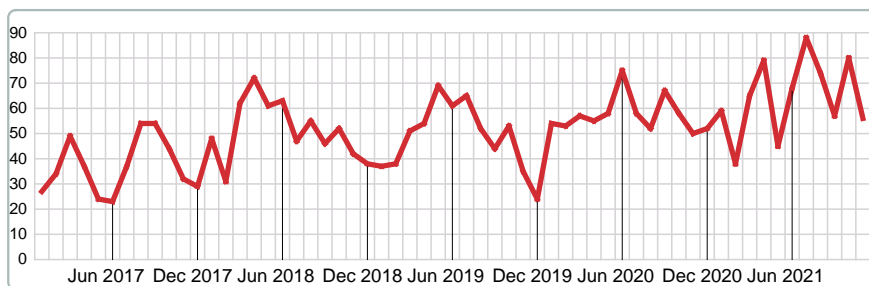
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 43

High Jul 2021 88 Low Jun 2017 23

Pending Listings this month at **56**  
above the 5 yr NOV average of **43**

SEP	57	<div style="width: 100%;"></div>
OCT	80	<div style="width: 100%;"></div> 40.35%
NOV	56	<div style="width: 100%;"></div> -30.00%

### 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	2	3.57%	107.0	2	0	0	0
\$50,001 - \$100,000	10	17.86%	5.0	5	5	0	0
\$100,001 - \$150,000	8	14.29%	20.0	3	5	0	0
\$150,001 - \$225,000	14	25.00%	18.0	2	10	2	0
\$225,001 - \$300,000	9	16.07%	7.0	0	8	0	1
\$300,001 - \$375,000	6	10.71%	52.0	0	3	3	0
\$375,001 and up	7	12.50%	51.0	4	3	0	0
<b>Total Pending Units</b>	<b>56</b>			<b>16</b>	<b>34</b>	<b>5</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>12,445,849</b>	<b>100%</b>	<b>17.0</b>	<b>3.54M</b>	<b>7.25M</b>	<b>1.40M</b>	<b>259.90K</b>
<b>Median Listing Price</b>	<b>\$211,700</b>			<b>\$117,000</b>	<b>\$216,175</b>	<b>\$310,000</b>	<b>\$259,900</b>



# November 2021

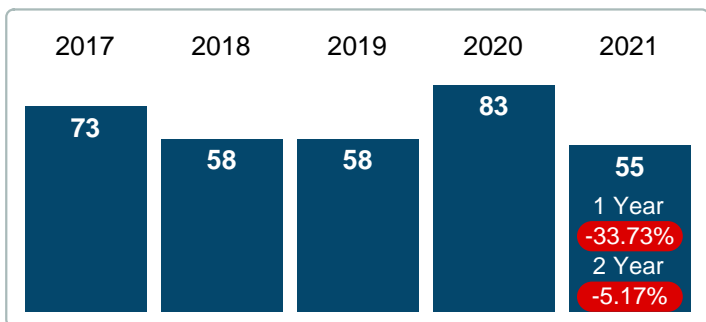
Area Delimited by County Of Bryan



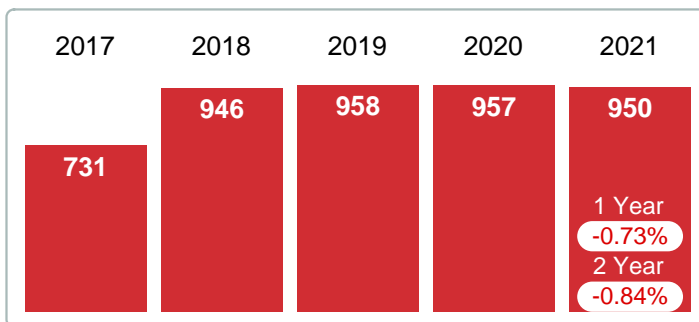
## NEW LISTINGS

Report produced on Dec 13, 2021 for MLS Technology Inc.

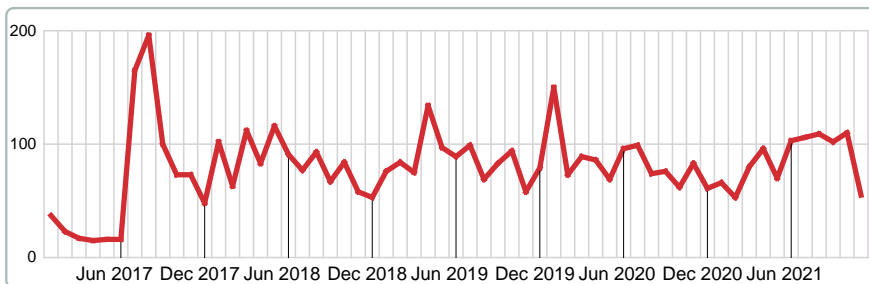
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 65

High Aug 2017 196 Low Apr 2017 15

New Listings this month at 55  
below the 5 yr NOV average of 65



### 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	7	12.73%	4	3	0	0
\$75,001 - \$100,000	3	5.45%	0	3	0	0
\$100,001 - \$150,000	7	12.73%	3	3	0	1
\$150,001 - \$225,000	13	23.64%	2	10	1	0
\$225,001 - \$325,000	11	20.00%	0	8	2	1
\$325,001 - \$675,000	8	14.55%	2	4	2	0
\$675,001 and up	6	10.91%	4	1	0	1
<b>Total New Listed Units</b>	<b>55</b>		<b>15</b>	<b>32</b>	<b>5</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>15,407,750</b>	<b>100%</b>	<b>5.16M</b>	<b>7.65M</b>	<b>1.38M</b>	<b>1.22M</b>
<b>Median New Listed Listing Price</b>	<b>\$210,000</b>		<b>\$160,000</b>	<b>\$207,500</b>	<b>\$277,200</b>	<b>\$275,000</b>



# November 2021

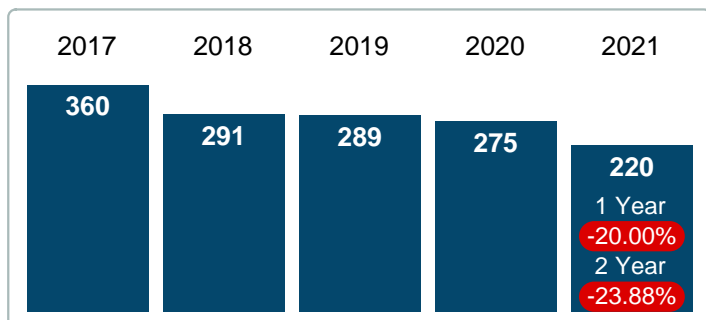
Area Delimited by County Of Bryan



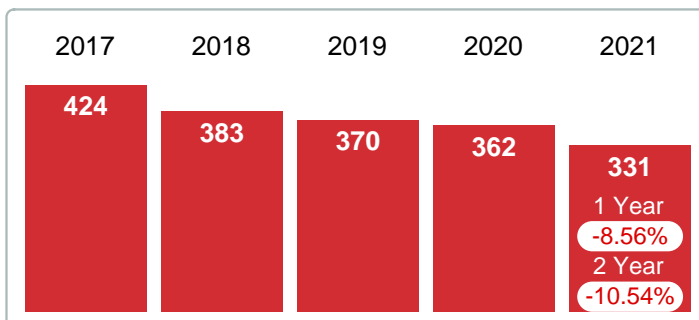
## ACTIVE INVENTORY

Report produced on Dec 13, 2021 for MLS Technology Inc.

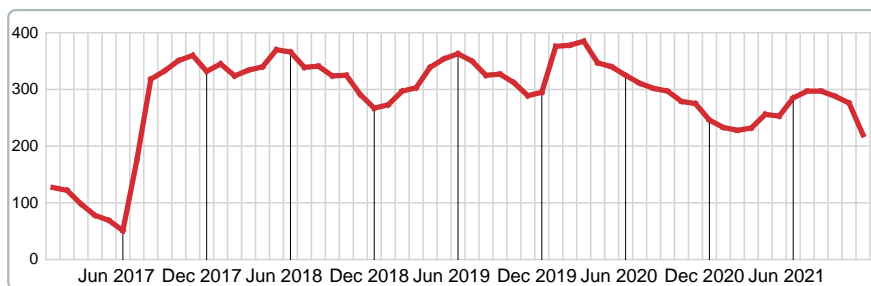
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

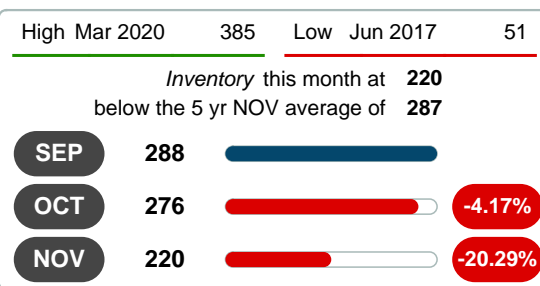


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 287



### 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	10	4.55%	59.5	10	0	0	0
\$25,001 - \$75,000	29	13.18%	105.0	28	1	0	0
\$75,001 - \$175,000	44	20.00%	65.0	27	11	4	2
\$175,001 - \$300,000	47	21.36%	64.0	16	19	10	2
\$300,001 - \$525,000	40	18.18%	78.0	20	9	11	0
\$525,001 - \$1,300,000	30	13.64%	71.0	19	6	3	2
\$1,300,001 and up	20	9.09%	123.0	13	2	3	2
Total Active Inventory by Units			220	133	48	31	8
Total Active Inventory by Volume			101,598,157	60.61M	19.25M	15.15M	6.59M
Median Active Inventory Listing Price			\$247,525	\$180,000	\$233,450	\$302,610	\$425,000



# November 2021

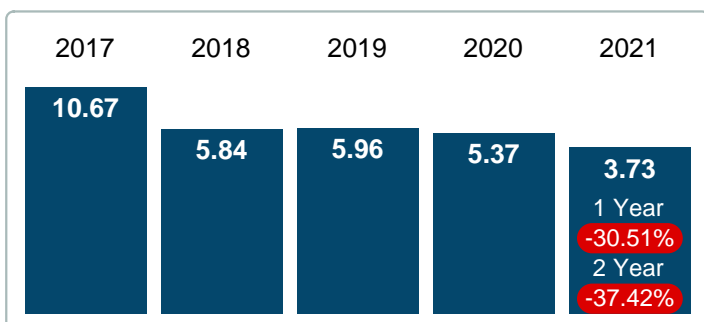
Area Delimited by County Of Bryan



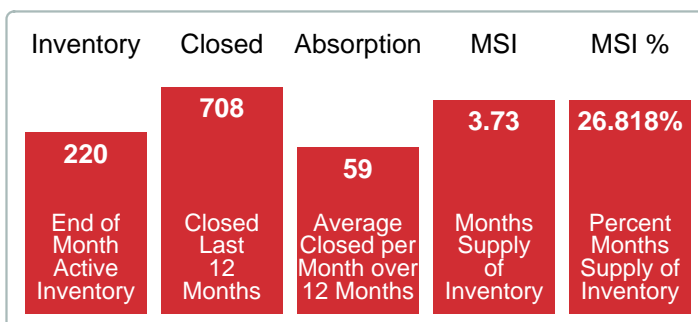
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Dec 13, 2021 for MLS Technology Inc.

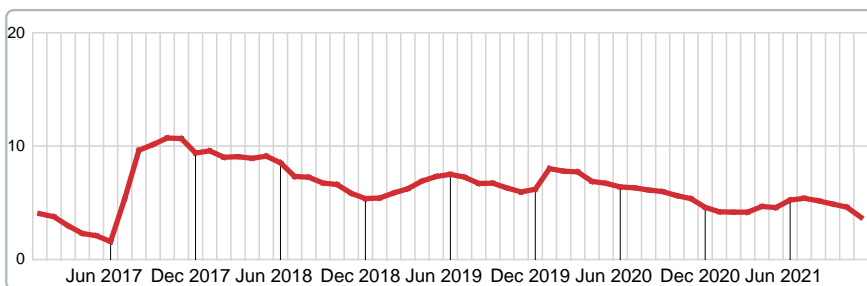
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2021



### 5 YEAR MARKET ACTIVITY TRENDS

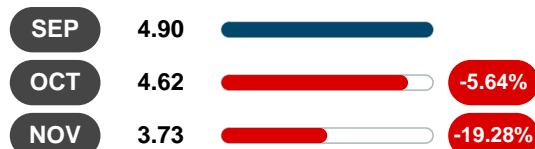


### 3 MONTHS

5 year NOV AVG = 6.31

High Oct 2017 10.72 Low Jun 2017 1.59

Months Supply this month at **3.73**  
below the 5 yr NOV average of **6.31**



### 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	10	4.55%	3.75	4.00	0.00	0.00	0.00
\$25,001 - \$75,000	29	13.18%	5.52	6.72	1.20	0.00	0.00
\$75,001 - \$175,000	44	20.00%	2.76	6.00	1.18	2.09	12.00
\$175,001 - \$300,000	47	21.36%	1.96	7.38	1.12	2.18	8.00
\$300,001 - \$525,000	40	18.18%	5.05	11.43	3.27	4.13	0.00
\$525,001 - \$1,300,000	30	13.64%	9.47	13.41	9.00	9.00	2.67
\$1,300,001 and up	20	9.09%	240.00	156.00	0.00	0.00	0.00
Market Supply of Inventory (MSI)			3.73	8.02	1.56	3.18	4.17
Total Active Inventory by Units		100%	3.73	133	48	31	8



# November 2021

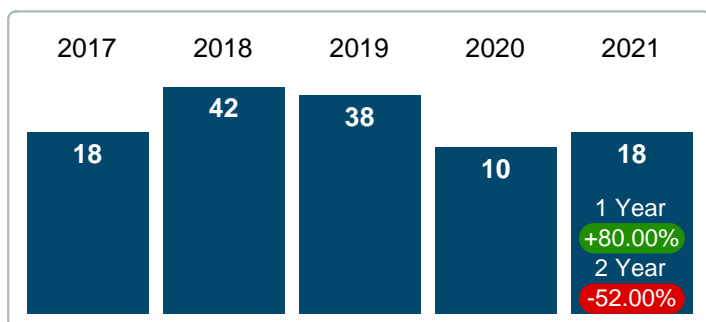
Area Delimited by County Of Bryan



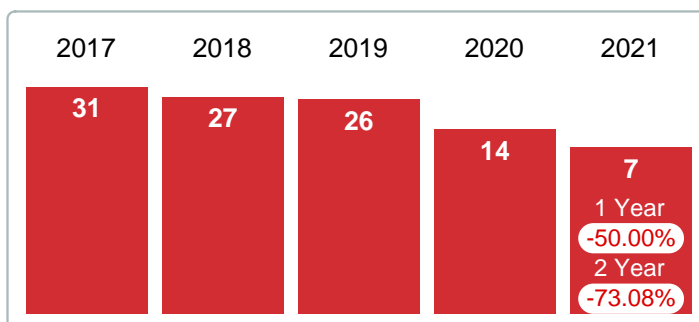
## MEDIAN DAYS ON MARKET TO SALE

Report produced on Dec 13, 2021 for MLS Technology Inc.

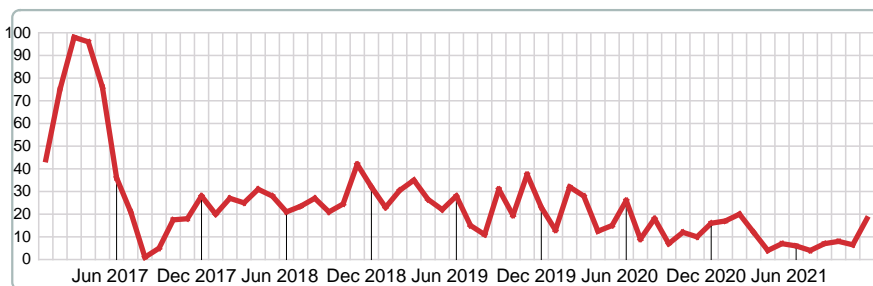
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 25

High Mar 2017 98 Low Aug 2017 1

Median Days on Market to Sale this month at 18 below the 5 yr NOV average of 25

- SEP 8
- OCT 7 (-18.75%)
- NOV 18 (176.92%)

### 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	9.62%	48	48	0	0	0
\$50,001 - \$100,000	9.62%	1	1	12	0	0
\$100,001 - \$150,000	17.31%	7	7	13	0	0
\$150,001 - \$225,000	23.08%	11	1	15	12	0
\$225,001 - \$300,000	17.31%	18	0	3	43	69
\$300,001 - \$375,000	11.54%	7	10	1	162	0
\$375,001 and up	11.54%	46	38	70	53	4
Median Closed DOM		18	24	7	47	41
Total Closed Units	100%	18.0	14	27	8	3
Total Closed Volume		11,391,197	2.73M	5.33M	2.25M	1.09M



# November 2021

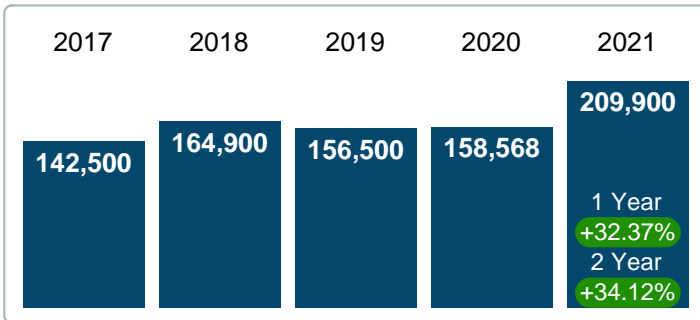
Area Delimited by County Of Bryan



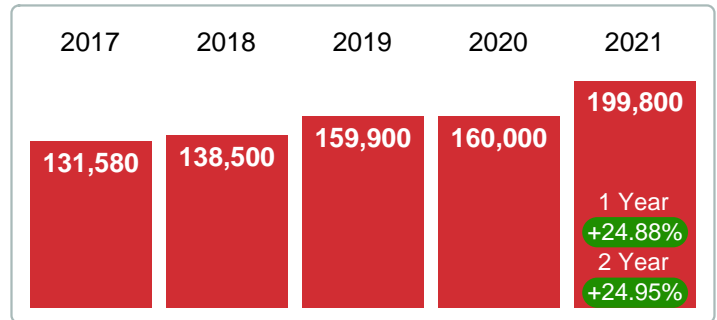
## MEDIAN LIST PRICE AT CLOSING

Report produced on Dec 13, 2021 for MLS Technology Inc.

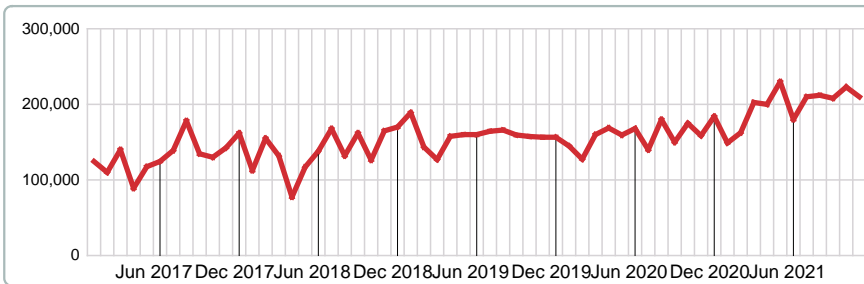
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

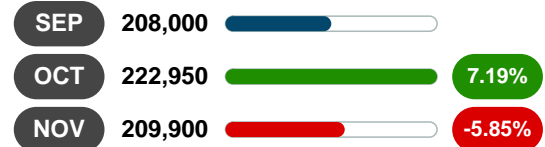


### 3 MONTHS

5 year NOV AVG = 166,474

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

Median List Price at Closing this month at **209,900**  
above the 5 yr NOV average of **166,474**



### 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	9.62%	32,500	32,500	0	0	0
\$50,001 - \$100,000	7.69%	90,000	65,000	91,000	0	0
\$100,001 - \$150,000	15.38%	127,450	131,500	127,450	0	0
\$150,001 - \$225,000	25.00%	199,000	193,750	199,000	194,950	0
\$225,001 - \$300,000	19.23%	235,103	0	230,000	245,000	269,410
\$300,001 - \$375,000	11.54%	357,500	375,000	335,000	367,000	0
\$375,001 and up	11.54%	519,500	495,000	544,000	400,000	549,000
<b>Median List Price</b>		<b>209,900</b>	<b>131,500</b>	<b>199,000</b>	<b>254,000</b>	<b>269,410</b>
<b>Total Closed Units</b>		<b>52</b>	<b>14</b>	<b>27</b>	<b>8</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>11,686,926</b>	<b>2.86M</b>	<b>5.48M</b>	<b>2.26M</b>	<b>1.09M</b>





# November 2021

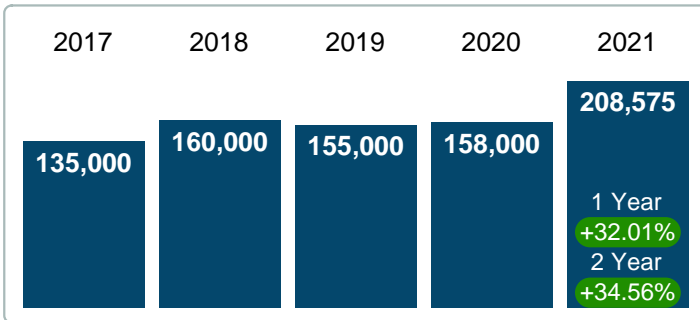
Area Delimited by County Of Bryan



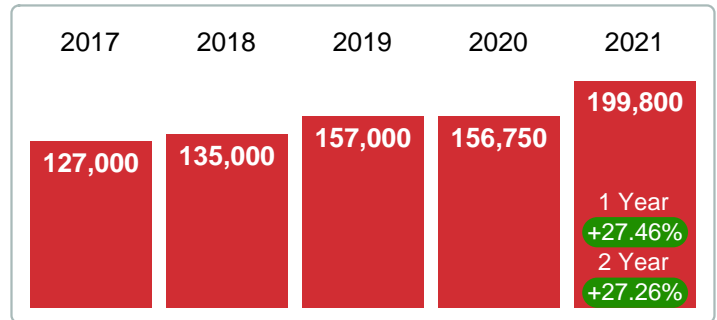
## MEDIAN SOLD PRICE AT CLOSING

Report produced on Dec 13, 2021 for MLS Technology Inc.

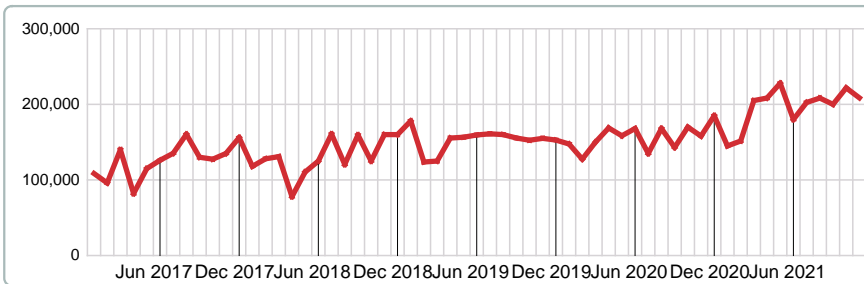
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

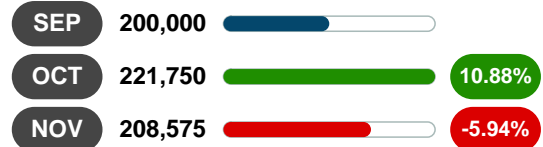


### 3 MONTHS

5 year NOV AVG = 163,315

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

Median Sold Price at Closing this month at **208,575** above the 5 yr NOV average of **163,315**



### 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	5	9.62%	31,500	31,500	0	0	0
\$50,001 - \$100,000	5	9.62%	82,500	65,000	86,250	0	0
\$100,001 - \$150,000	9	17.31%	132,500	135,000	131,200	0	0
\$150,001 - \$225,000	12	23.08%	204,375	212,500	201,500	195,625	0
\$225,001 - \$300,000	9	17.31%	236,900	0	231,450	236,000	269,410
\$300,001 - \$375,000	6	11.54%	347,500	375,000	320,000	359,500	0
\$375,001 and up	6	11.54%	475,000	430,000	520,000	400,000	549,000
Median Sold Price			208,575	130,000	200,000	251,250	269,410
Total Closed Units		100%	208,575	14	27	8	3
Total Closed Volume			11,391,197	2.73M	5.33M	2.25M	1.09M



# November 2021

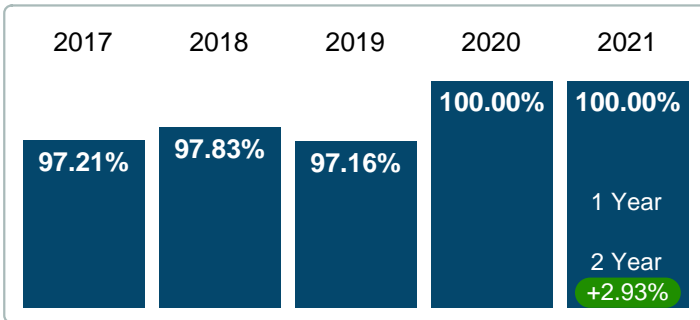
Area Delimited by County Of Bryan



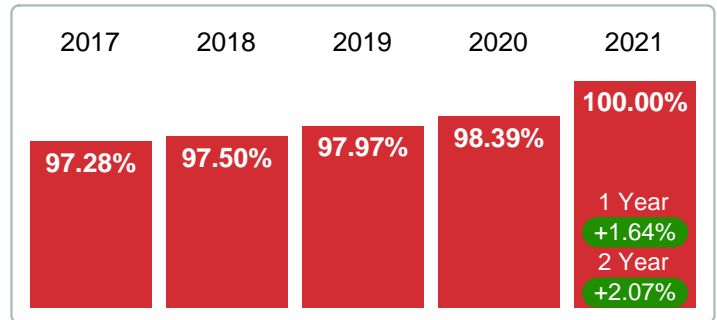
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Dec 13, 2021 for MLS Technology Inc.

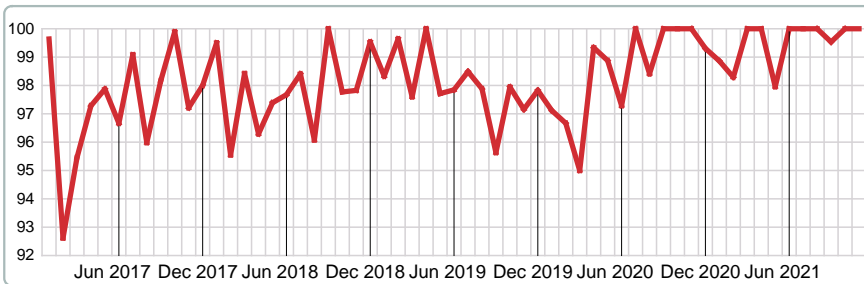
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

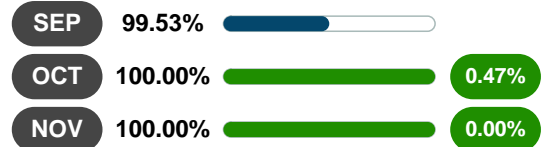


### 3 MONTHS

5 year NOV AVG = 98.44%

High Nov 2021 100.00% Low Feb 2017 92.62%

Median Sold/List Ratio this month at **100.00%** above the 5 yr NOV average of **98.44%**



### MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS 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	9.62%	96.92%	96.92%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	5	9.62%	92.70%	100.00%	86.35%	0.00%	0.00%
\$100,001 - \$150,000	9	17.31%	100.00%	97.83%	100.00%	0.00%	0.00%
\$150,001 - \$225,000	12	23.08%	100.00%	100.00%	100.00%	100.31%	0.00%
\$225,001 - \$300,000	9	17.31%	100.00%	0.00%	100.00%	101.33%	100.00%
\$300,001 - \$375,000	6	11.54%	97.23%	100.00%	95.52%	97.95%	0.00%
\$375,001 and up	6	11.54%	97.79%	93.37%	95.59%	100.00%	100.00%
Median Sold/List Ratio		100.00%		98.91%	100.00%	100.00%	100.00%
Total Closed Units		52	100%	14	27	8	3
Total Closed Volume		11,391,197		2.73M	5.33M	2.25M	1.09M



# November 2021

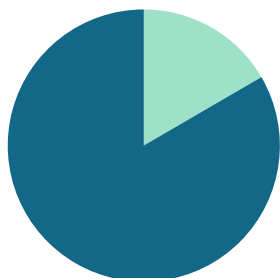
Area Delimited by County Of Bryan



## MARKET SUMMARY

Report produced on Dec 13, 2021 for MLS Technology Inc.

### INVENTORY



**Inventory**

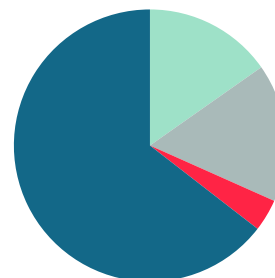
- New Listings **55 = 16.62%**
- Start Inventory **276**
- Total Inventory Units **331**
- Volume **\$128,111,647**

### Market Activity

**Market Activity**

- Closed Sales **52 = 15.25%**
- Pending Sales **56 = 16.42%**
- Other Off Market **13 = 3.81%**
- Active Inventory **220 = 64.52%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	61	52	-14.75%	581	647	11.36%
Pending Sales	50	56	12.00%	637	709	11.30%
New Listings	83	55	-33.73%	957	950	-0.73%
Median List Price	158,568	209,900	32.37%	160,000	199,800	24.88%
Median Sale Price	158,000	208,575	32.01%	156,750	199,800	27.46%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	98.39%	100.00%	1.64%
Median Days on Market to Sale	10.00	18.00	80.00%	14.00	7.00	-50.00%
Monthly Inventory	275	220	-20.00%	275	220	-20.00%
Months Supply of Inventory	5.37	3.73	-30.51%	5.37	3.73	-30.51%

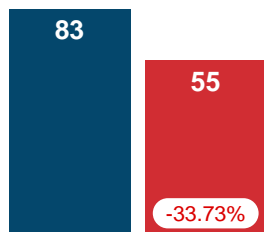
**Absorption:** Last 12 months, an Average of **59** Sales/Month

**Inventory** on November 30, 2021 = **220** 2020 2021

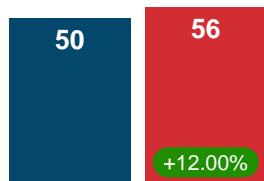
### NOVEMBER MARKET

### MEDIAN PRICES

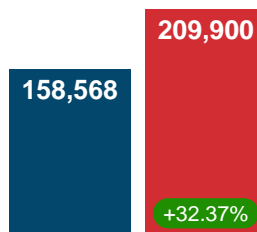
#### New Listings



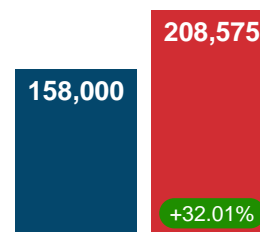
#### Pending Listings



#### List Price



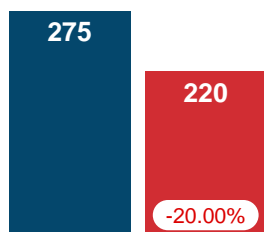
#### Sale Price



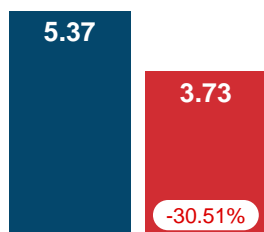
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

