

January 2022

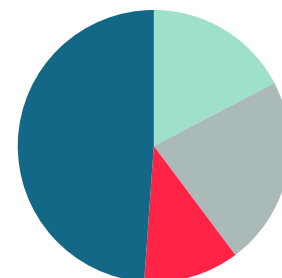
Area Delimited by County Of Bryan



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	January 2022	+/-%
Closed Listings	53	61	15.09%
Pending Listings	59	79	33.90%
New Listings	66	64	-3.03%
Median List Price	149,000	213,000	42.95%
Median Sale Price	145,000	205,000	41.38%
Median Percent of Selling Price to List Price	98.86%	99.45%	0.59%
Median Days on Market to Sale	17.00	11.00	-35.29%
End of Month Inventory	233	172	-26.18%
Months Supply of Inventory	4.21	2.87	-31.83%



■ Closed (17.33%)
■ Pending (22.44%)
■ Other OffMarket (11.36%)
■ Active (48.86%)

Absorption: Last 12 months, an Average of **60** Sales/Month
Active Inventory as of January 31, 2022 = **172**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2022 decreased **26.18%** to 172 existing homes available for sale. Over the last 12 months this area has had an average of 60 closed sales per month. This represents an unsold inventory index of **2.87** 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 **41.38%** in January 2022 to \$205,000 versus the previous year at \$145,000.

Median Days on Market Shortens

The median number of **11.00** days that homes spent on the market before selling decreased by 6.00 days or **35.29%** in January 2022 compared to last year's same month at **17.00** DOM.

Sales Success for January 2022 is Positive

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

There were 64 New Listings in January 2022, down **3.03%** from last year at 66. Furthermore, there were 61 Closed Listings this month versus last year at 53, a **15.09%** increase.

Closed versus Listed trends yielded a **95.3%** ratio, up from previous year's, January 2021, at **80.3%**, a **18.69%** upswing. This will certainly create pressure on a decreasing Monthly 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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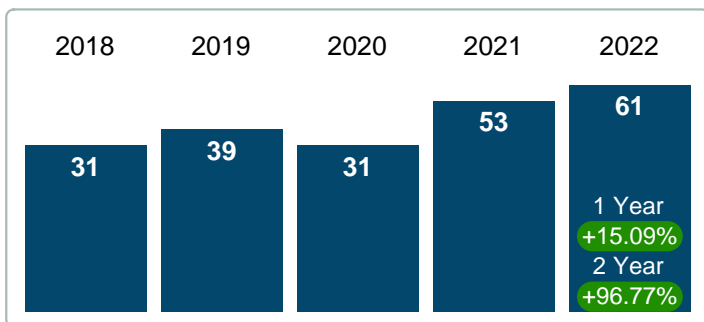
Area Delimited by County Of Bryan



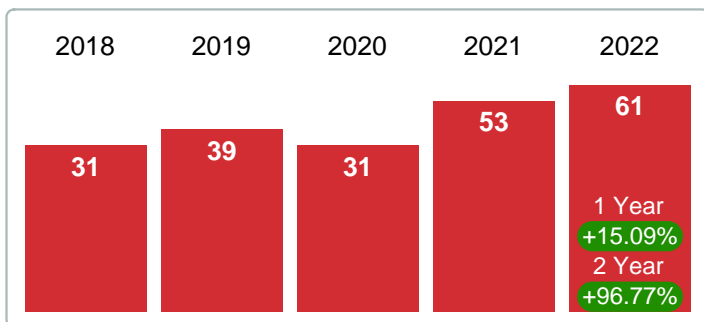
CLOSED LISTINGS

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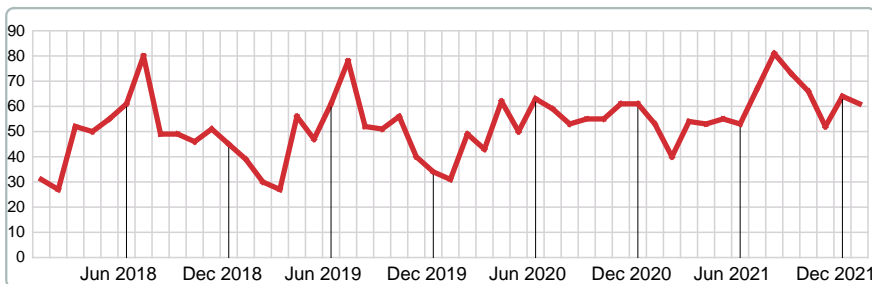
JANUARY



YEAR TO DATE (YTD)

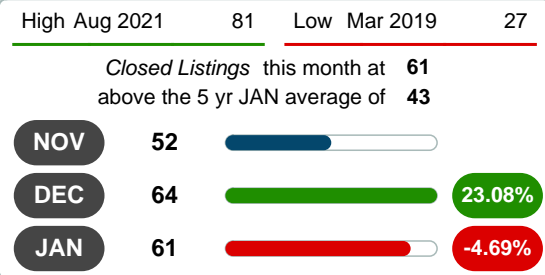


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 43



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	6	9.84%	8.0	6	0	0	0
\$50,001 - \$100,000	7	11.48%	29.0	4	3	0	0
\$100,001 - \$150,000	6	9.84%	4.5	2	4	0	0
\$150,001 - \$225,000	19	31.15%	20.0	1	16	1	1
\$225,001 - \$275,000	7	11.48%	3.0	0	5	1	1
\$275,001 - \$350,000	10	16.39%	7.5	0	4	5	1
\$350,001 and up	6	9.84%	50.5	1	4	1	0
Total Closed Units	61			14	36	8	3
Total Closed Volume	12,518,591	100%	11.0	1.29M	7.92M	2.55M	756.00K
Median Closed Price	\$205,000			\$73,250	\$209,914	\$299,500	\$229,000

January 2022

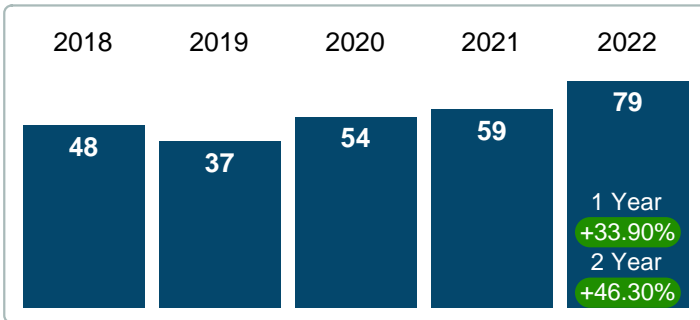
Area Delimited by County Of Bryan



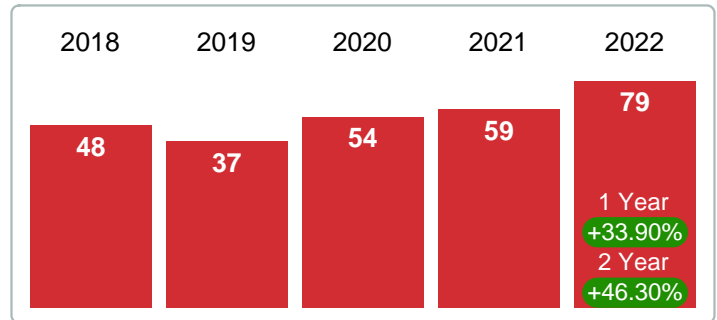
PENDING LISTINGS

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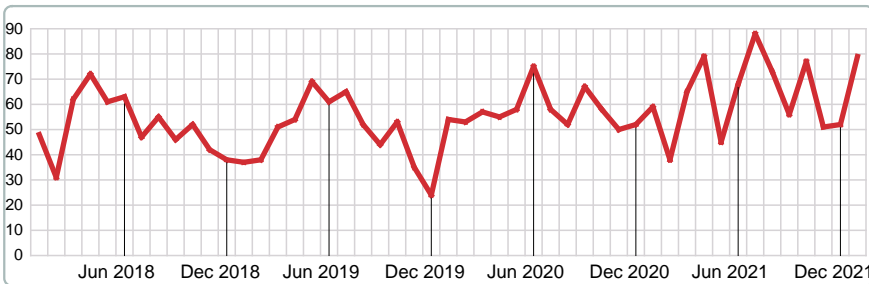
JANUARY



YEAR TO DATE (YTD)

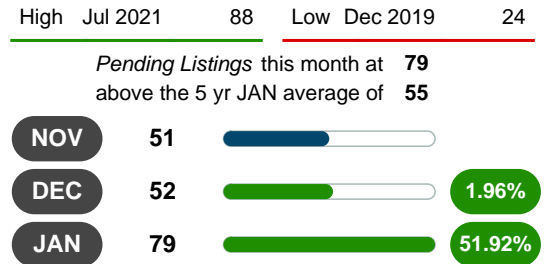


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 55



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	8	10.13%	13.0	7	1	0	0
\$50,001 - \$75,000	4	5.06%	20.0	3	1	0	0
\$75,001 - \$175,000	19	24.05%	6.0	7	10	1	1
\$175,001 - \$225,000	10	12.66%	24.5	1	6	3	0
\$225,001 - \$300,000	17	21.52%	6.0	2	10	4	1
\$300,001 - \$450,000	12	15.19%	11.0	2	3	7	0
\$450,001 and up	9	11.39%	94.0	1	3	3	2
Total Pending Units	79			23	34	18	4
Total Pending Volume	21,186,874	100%	12.0	3.35M	7.38M	8.73M	1.74M
Median Listing Price	\$224,900			\$85,000	\$206,000	\$302,445	\$402,500

January 2022

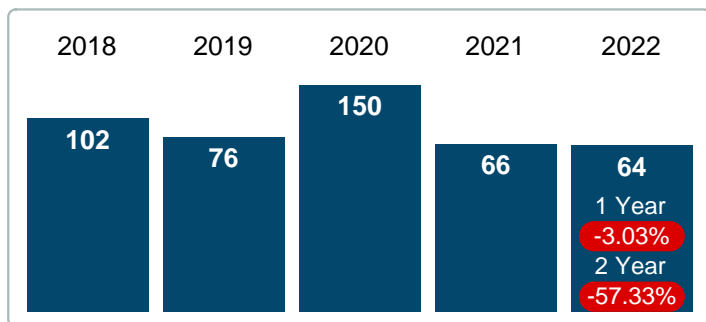
Area Delimited by County Of Bryan



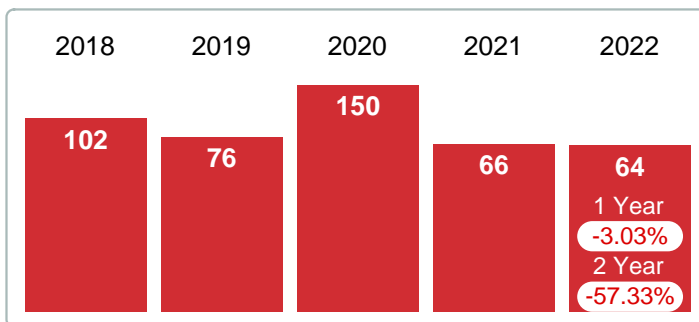
NEW LISTINGS

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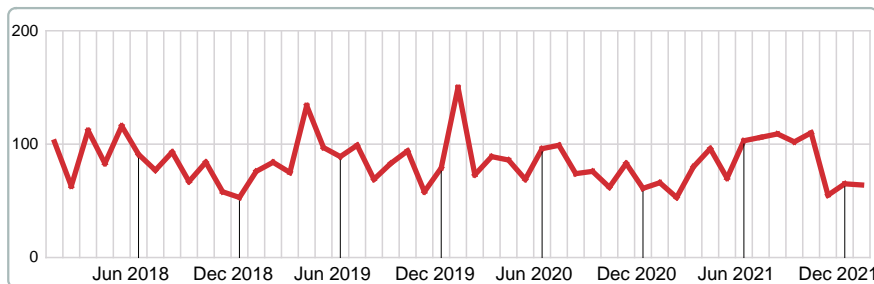
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

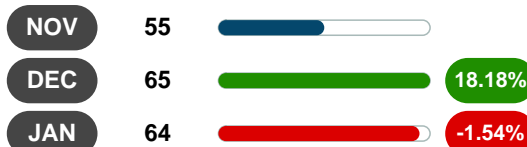


3 MONTHS

5 year JAN AVG = 92

High Jan 2020 150 Low Feb 2021 53

New Listings this month at 64
below the 5 yr JAN average of 92



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	10.94%	7	0	0	0
\$50,001 - \$75,000	5	7.81%	4	1	0	0
\$75,001 - \$150,000	13	20.31%	5	8	0	0
\$150,001 - \$225,000	13	20.31%	2	7	4	0
\$225,001 - \$250,000	10	15.63%	0	8	2	0
\$250,001 - \$350,000	9	14.06%	2	4	2	1
\$350,001 and up	7	10.94%	1	2	4	0
Total New Listed Units	64		21	30	12	1
Total New Listed Volume	17,037,015	100%	2.35M	8.78M	5.63M	275.00K
Median New Listed Listing Price	\$179,450		\$64,900	\$208,500	\$288,750	\$275,000

January 2022

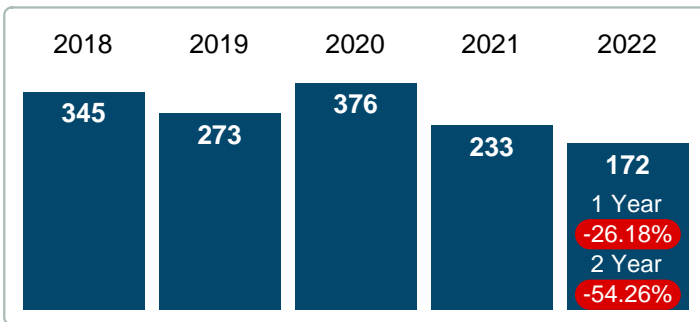
Area Delimited by County Of Bryan



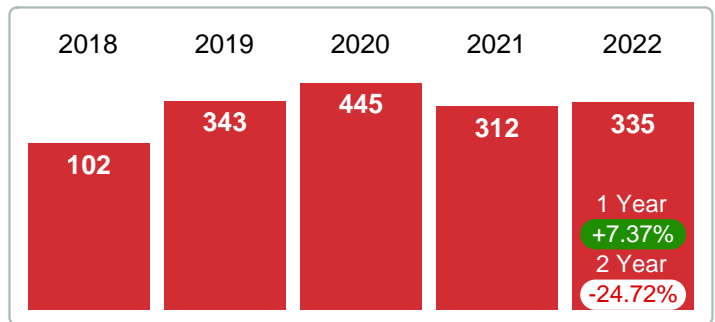
ACTIVE INVENTORY

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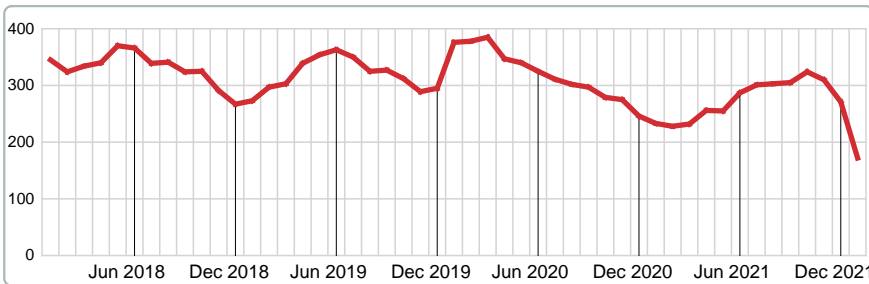
END OF JANUARY



ACTIVE DURING JANUARY

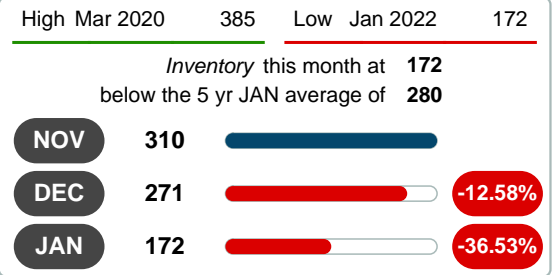


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 280



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	5.81%	116.0	10	0	0	0
\$25,001 - \$75,000	20	11.63%	113.0	20	0	0	0
\$75,001 - \$150,000	30	17.44%	101.0	22	7	1	0
\$150,001 - \$300,000	45	26.16%	91.0	15	20	9	1
\$300,001 - \$600,000	29	16.86%	133.0	17	8	4	0
\$600,001 - \$1,200,000	21	12.21%	104.0	13	5	3	0
\$1,200,001 and up	17	9.88%	174.0	13	1	2	1
Total Active Inventory by Units	172			110	41	19	2
Total Active Inventory by Volume	81,406,785	100%	110.0	53.38M	14.74M	10.24M	3.05M
Median Active Inventory Listing Price	\$249,950			\$189,000	\$242,000	\$299,900	\$1,525,000

January 2022

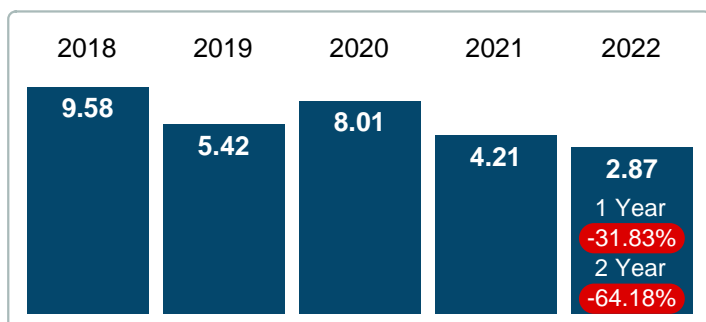
Area Delimited by County Of Bryan



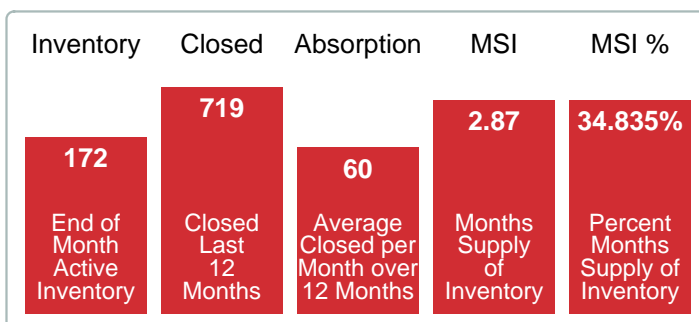
MONTHS SUPPLY of INVENTORY (MSI)

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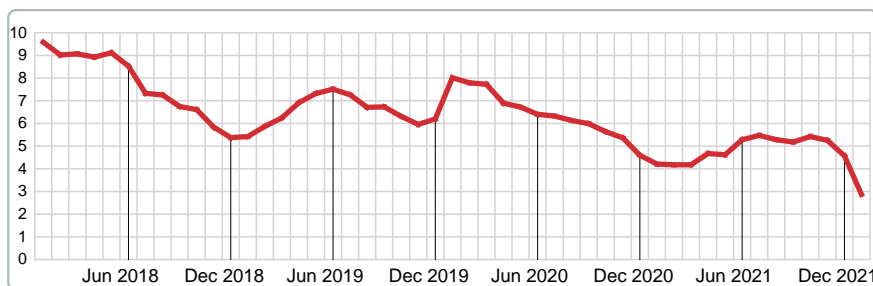
MSI FOR JANUARY



INDICATORS FOR JANUARY 2022

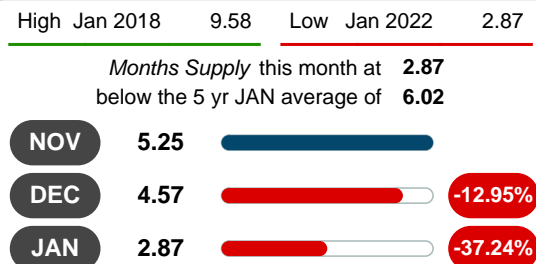


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 6.02



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	5.81%	3.75	4.00	0.00	0.00	0.00
\$25,001 - \$75,000	20	11.63%	4.21	5.22	0.00	0.00	0.00
\$75,001 - \$150,000	30	17.44%	2.88	5.62	1.31	0.92	0.00
\$150,001 - \$300,000	45	26.16%	1.48	5.29	0.92	1.71	1.71
\$300,001 - \$600,000	29	16.86%	3.16	8.50	2.46	1.50	0.00
\$600,001 - \$1,200,000	21	12.21%	9.69	12.00	7.50	9.00	0.00
\$1,200,001 and up	17	9.88%	68.00	156.00	12.00	0.00	12.00
Market Supply of Inventory (MSI)			2.87	6.77	1.28	2.00	0.96
Total Active Inventory by Units		100%	2.87	110	41	19	2

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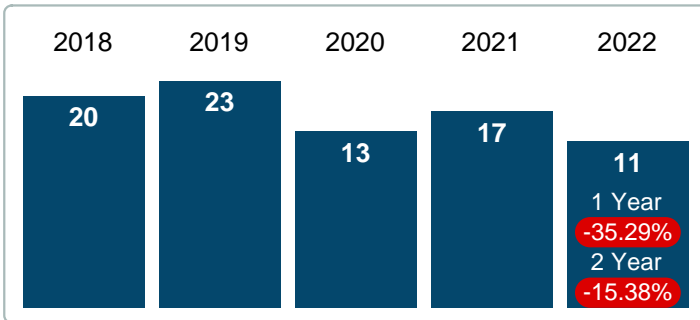
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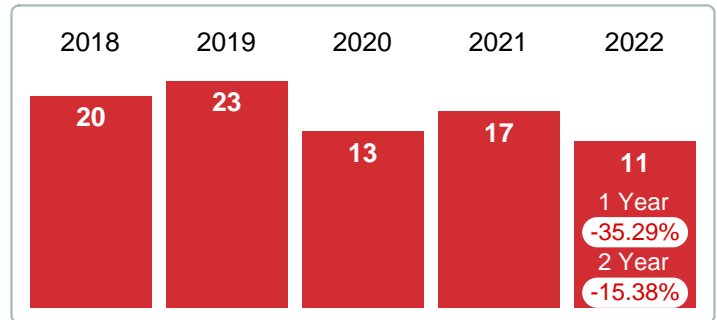
MEDIAN DAYS ON MARKET TO SALE

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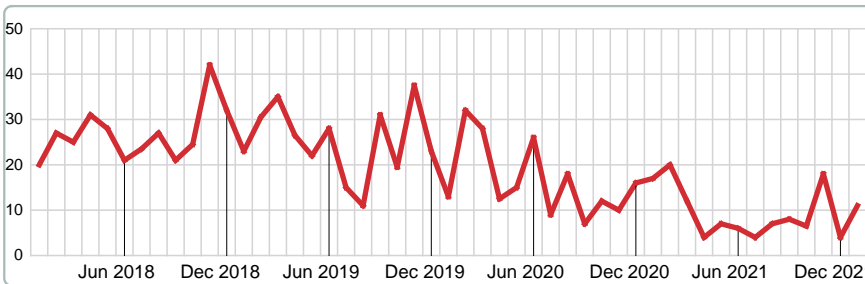
JANUARY



YEAR TO DATE (YTD)

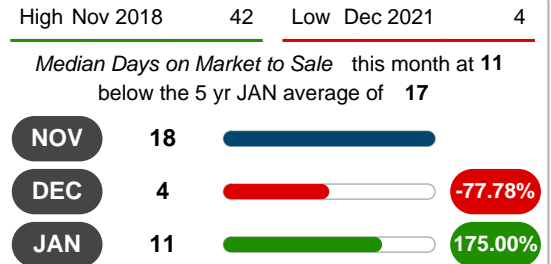


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 17



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	9.84%	8	8	0	0	0
\$50,001 - \$100,000	11.48%	29	45	11	0	0
\$100,001 - \$150,000	9.84%	5	3	10	0	0
\$150,001 - \$225,000	31.15%	20	2	15	42	126
\$225,001 - \$275,000	11.48%	3	0	1	4	70
\$275,001 - \$350,000	16.39%	8	0	8	10	5
\$350,001 and up	9.84%	51	116	51	39	0
Median Closed DOM		11	20	11	25	70
Total Closed Units	100%	61	14	36	8	3
Total Closed Volume		12,518,591	1.29M	7.92M	2.55M	756.00K

January 2022



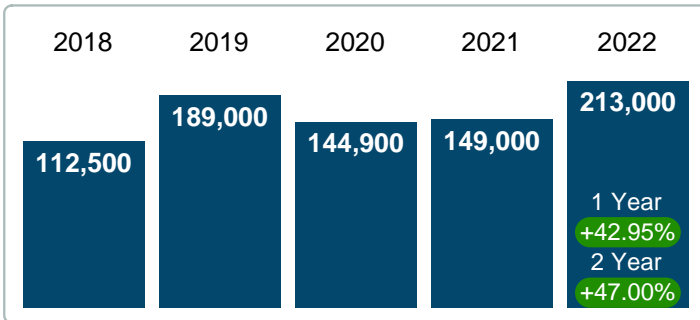
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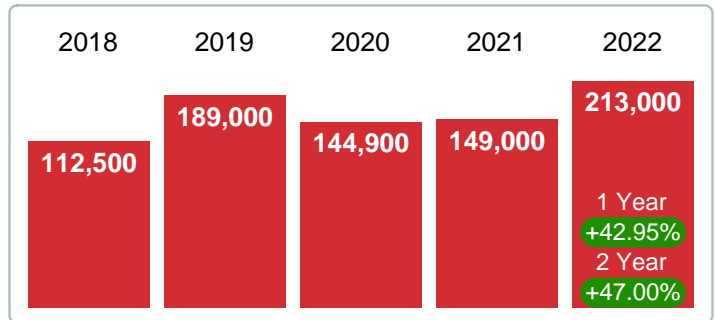
MEDIAN LIST PRICE AT CLOSING

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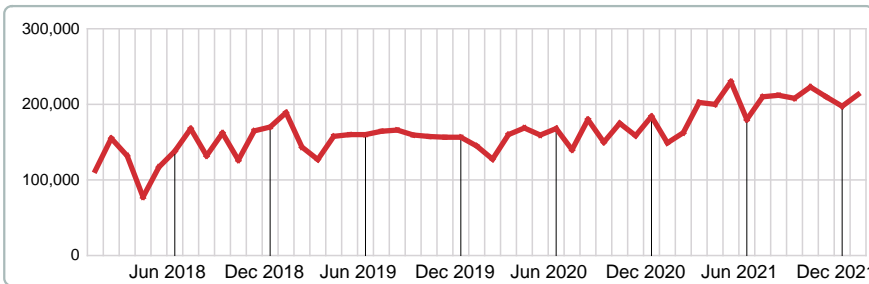
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

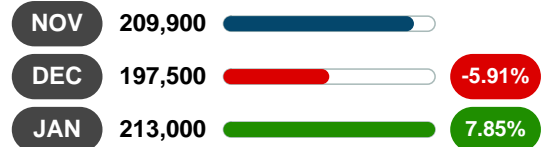


3 MONTHS

5 year JAN AVG = 161,680

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

Median List Price at Closing this month at **213,000**
above the 5 yr JAN average of **161,680**



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	9.84%	24,750	24,750	0	0	0
\$50,001 - \$100,000	9.84%	89,500	85,000	90,000	0	0
\$100,001 - \$150,000	9.84%	122,000	119,000	125,000	0	0
\$150,001 - \$225,000	29.51%	183,500	159,000	193,250	169,900	0
\$225,001 - \$275,000	14.75%	237,750	0	238,875	227,900	244,450
\$275,001 - \$350,000	16.39%	314,950	0	326,500	300,000	325,000
\$350,001 and up	9.84%	395,000	499,900	390,000	614,900	0
Median List Price		213,000	72,500	215,000	299,998	259,900
Total Closed Units	100%	213,000	14	36	8	3
Total Closed Volume		12,919,043	1.43M	8.11M	2.57M	813.90K

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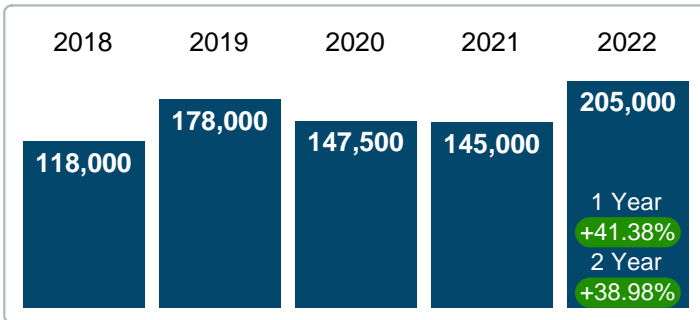
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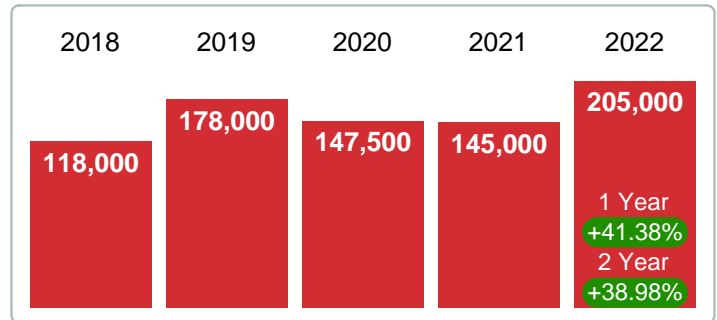
MEDIAN SOLD PRICE AT CLOSING

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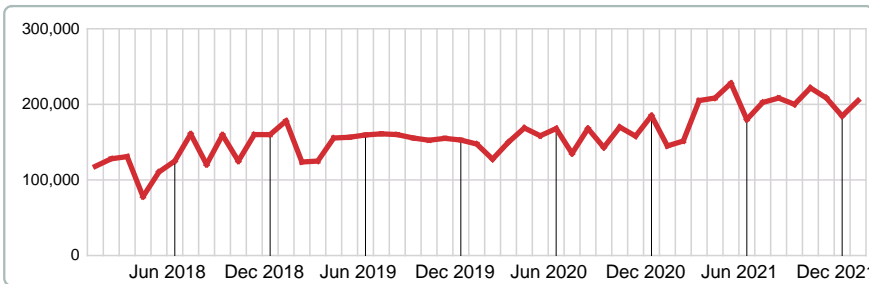
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

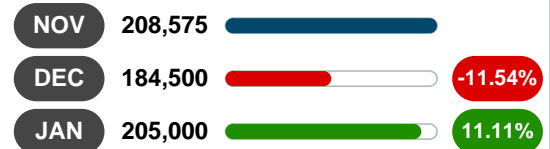


3 MONTHS

5 year JAN AVG = 158,700

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

Median Sold Price at Closing this month at **205,000** above the 5 yr JAN average of **158,700**



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	6	9.84%	21,500	21,500	0	0	0
\$50,001 - \$100,000	7	11.48%	85,000	87,000	85,000	0	0
\$100,001 - \$150,000	6	9.84%	120,000	114,000	132,875	0	0
\$150,001 - \$225,000	19	31.15%	195,000	153,500	197,500	169,000	212,000
\$225,001 - \$275,000	7	11.48%	235,000	0	237,750	228,000	229,000
\$275,001 - \$350,000	10	16.39%	307,500	0	318,500	300,000	315,000
\$350,001 and up	6	9.84%	390,000	427,650	383,500	615,000	0
Median Sold Price			205,000	73,250	209,914	299,500	229,000
Total Closed Units		100%	205,000	14	36	8	3
Total Closed Volume			12,518,591	1.29M	7.92M	2.55M	756.00K

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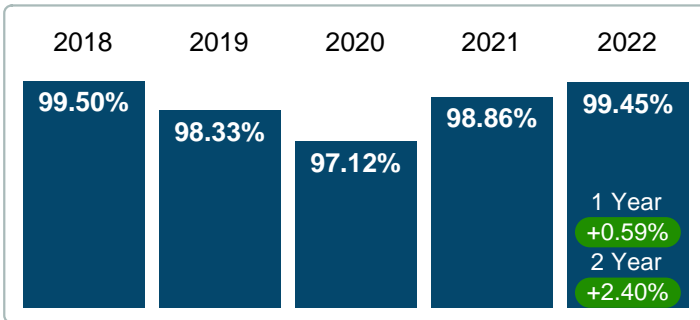
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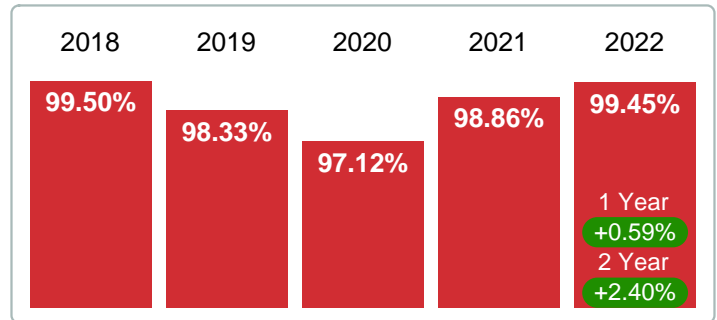
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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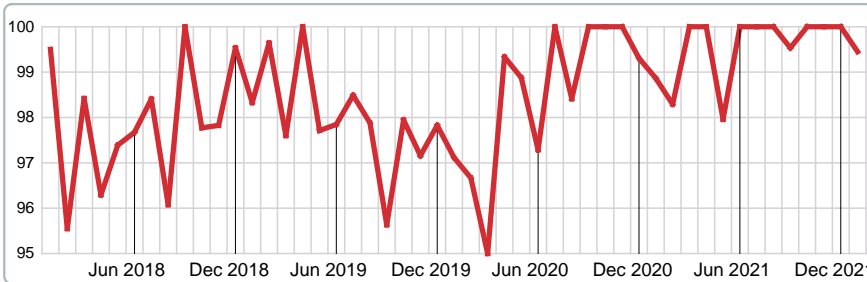
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

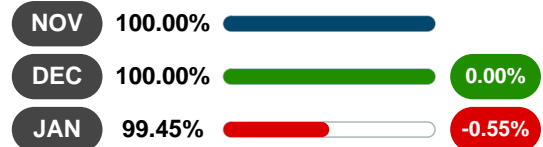


3 MONTHS

5 year JAN AVG = 98.65%

High Dec 2021 100.00% Low Mar 2020 95.00%

Median Sold/List Ratio this month at **99.45%**
equal to 5 yr JAN average of **98.65%**



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	6	9.84%	100.00%	100.00%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	7	11.48%	89.47%	94.72%	89.47%	0.00%	0.00%
\$100,001 - \$150,000	6	9.84%	95.48%	93.48%	96.62%	0.00%	0.00%
\$150,001 - \$225,000	19	31.15%	96.74%	96.54%	98.08%	99.47%	81.57%
\$225,001 - \$275,000	7	11.48%	100.00%	0.00%	100.00%	100.04%	100.00%
\$275,001 - \$350,000	10	16.39%	99.67%	0.00%	97.63%	100.00%	96.92%
\$350,001 and up	6	9.84%	100.00%	85.55%	100.00%	100.02%	0.00%
Median Sold/List Ratio		99.45%		95.75%	99.43%	100.00%	96.92%
Total Closed Units		61	100%	14	36	8	3
Total Closed Volume		12,518,591		1.29M	7.92M	2.55M	756.00K

January 2022

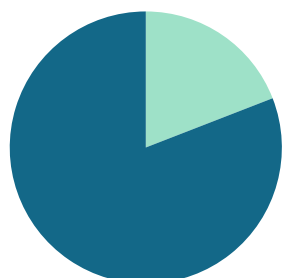
Area Delimited by County Of Bryan



MARKET SUMMARY

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

INVENTORY



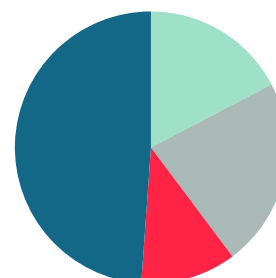
Inventory

- New Listings **64 = 19.10%**
- Start Inventory **271**
- Total Inventory Units **335**
- Volume **\$131,807,089**

Market Activity

- Closed Sales **61 = 17.33%**
- Pending Sales **79 = 22.44%**
- Other Off Market **40 = 11.36%**
- Active Inventory **172 = 48.86%**

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	53	61	15.09%	53	61	15.09%
Pending Sales	59	79	33.90%	59	79	33.90%
New Listings	66	64	-3.03%	66	64	-3.03%
Median List Price	149,000	213,000	42.95%	149,000	213,000	42.95%
Median Sale Price	145,000	205,000	41.38%	145,000	205,000	41.38%
Median Percent of Selling Price to List Price	98.86%	99.45%	0.59%	98.86%	99.45%	0.59%
Median Days on Market to Sale	17.00	11.00	-35.29%	17.00	11.00	-35.29%
Monthly Inventory	233	172	-26.18%	233	172	-26.18%
Months Supply of Inventory	4.21	2.87	-31.83%	4.21	2.87	-31.83%

Absorption: Last 12 months, an Average of **60** Sales/Month

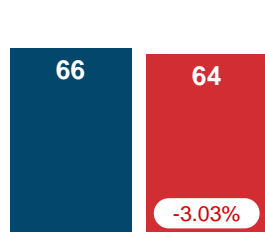
Inventory on January 31, 2022 = **172**

2021 **2022**

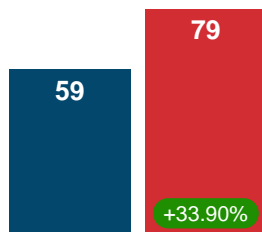
JANUARY MARKET

MEDIAN PRICES

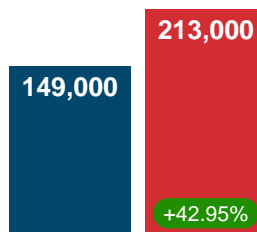
New Listings



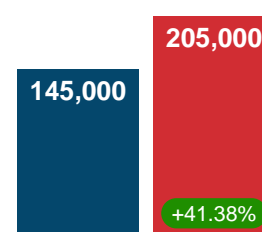
Pending Listings



List Price



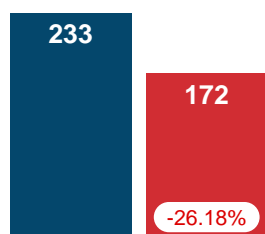
Sale Price



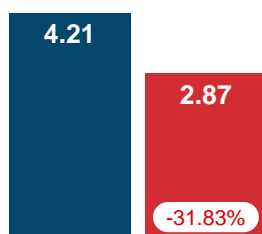
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

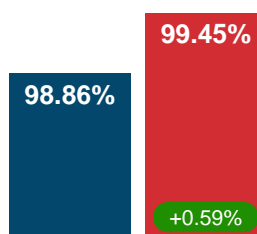
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

