



November 2021

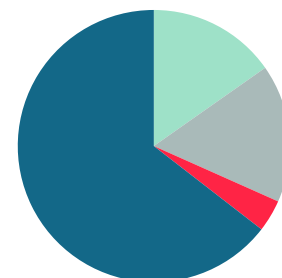
Area Delimited by County Of Bryan



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%
Average List Price	155,980	224,749	44.09%
Average Sale Price	150,314	219,061	45.74%
Average Percent of Selling Price to List Price	96.55%	96.69%	0.14%
Average Days on Market to Sale	34.13	36.17	5.98%
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.

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 **45.74%** in November 2021 to \$219,061 versus the previous year at \$150,314.

Average Days on Market Lengthens

The average number of **36.17** days that homes spent on the market before selling increased by 2.04 days or **5.98%** in November 2021 compared to last year's same month at **34.13** DOM.

Sales Success for November 2021 is Positive

Overall, with Average 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 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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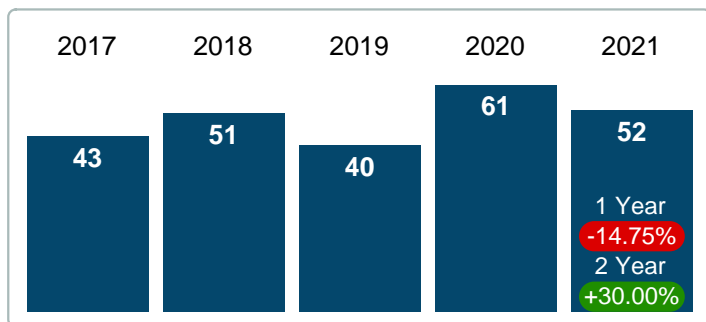
Area Delimited by County Of Bryan



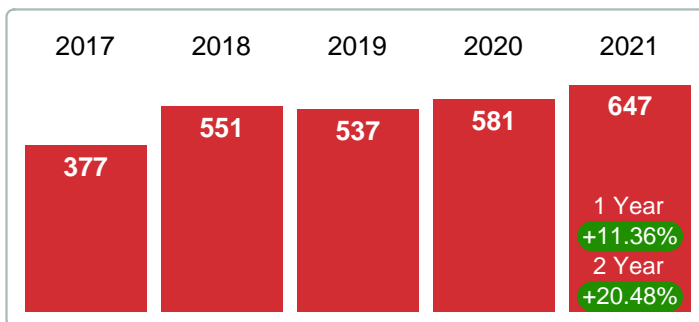
CLOSED LISTINGS

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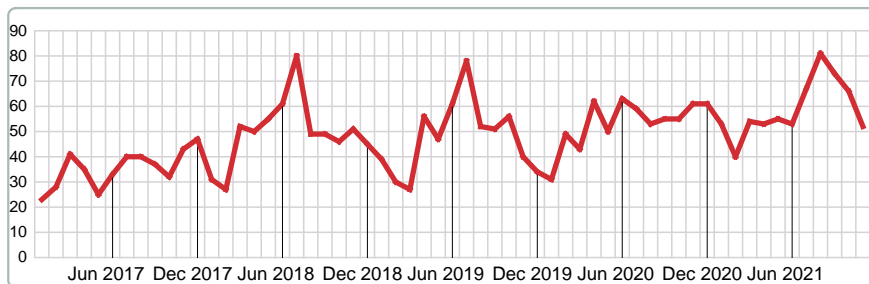
NOVEMBER



YEAR TO DATE (YTD)

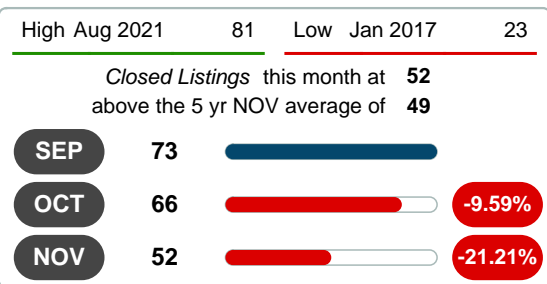


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 49



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	9.62%	90.0	5	0	0	0
\$50,001 - \$100,000	5	9.62%	9.6	1	4	0	0
\$100,001 - \$150,000	9	17.31%	16.0	3	6	0	0
\$150,001 - \$225,000	12	23.08%	19.8	1	9	2	0
\$225,001 - \$300,000	9	17.31%	30.0	0	4	3	2
\$300,001 - \$375,000	6	11.54%	56.7	1	3	2	0
\$375,001 and up	6	11.54%	65.2	3	1	1	1
Total Closed Units	52			14	27	8	3
Total Closed Volume	11,391,197	100%	36.2	2.73M	5.33M	2.25M	1.09M
Average Closed Price	\$219,061			\$194,723	\$197,419	\$280,869	\$362,607



November 2021

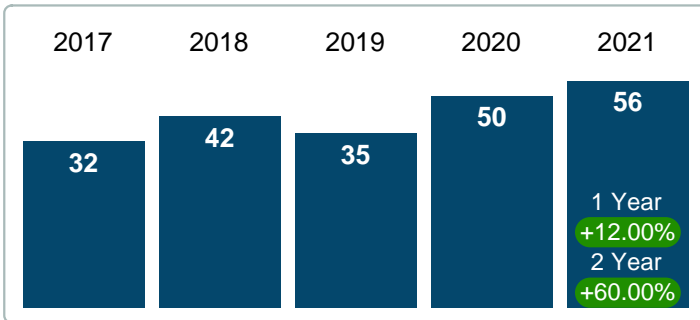
Area Delimited by County Of Bryan



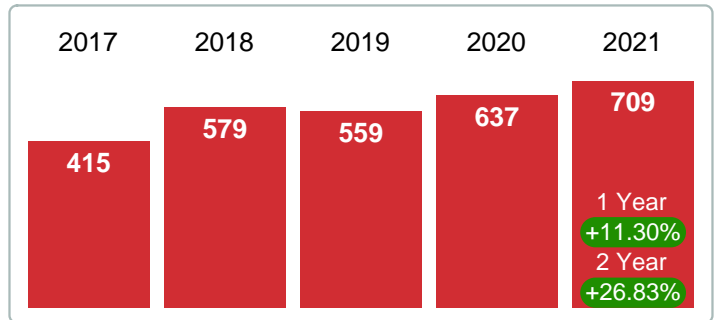
PENDING LISTINGS

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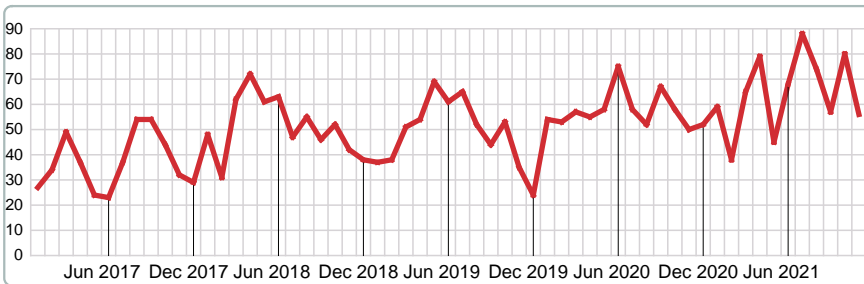
NOVEMBER



YEAR TO DATE (YTD)

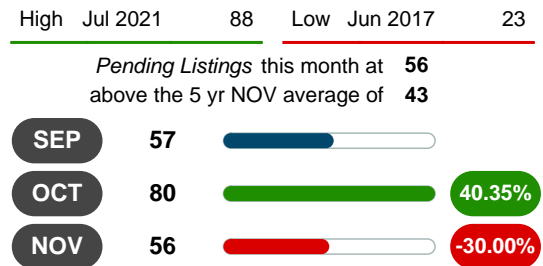


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 43



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	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%	18.7	5	5	0	0
\$100,001 - \$150,000	8	14.29%	27.9	3	5	0	0
\$150,001 - \$225,000	14	25.00%	27.0	2	10	2	0
\$225,001 - \$300,000	9	16.07%	34.2	0	8	0	1
\$300,001 - \$375,000	6	10.71%	61.7	0	3	3	0
\$375,001 and up	7	12.50%	76.0	4	3	0	0
Total Pending Units	56			16	34	5	1
Total Pending Volume	12,445,849	100%	35.2	3.54M	7.25M	1.40M	259.90K
Average Listing Price	\$293,903			\$221,150	\$213,104	\$280,400	\$259,900



November 2021

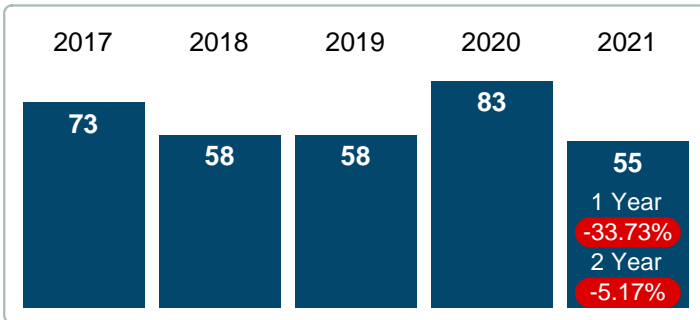
Area Delimited by County Of Bryan



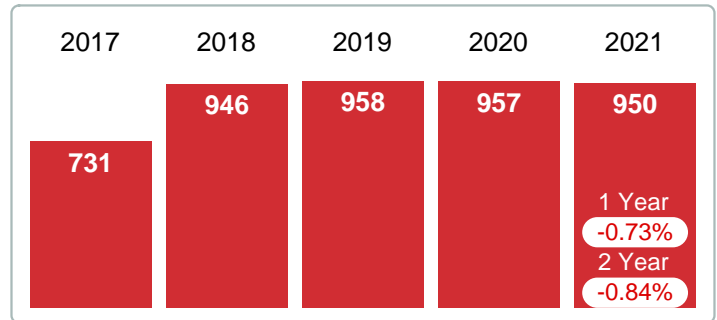
NEW LISTINGS

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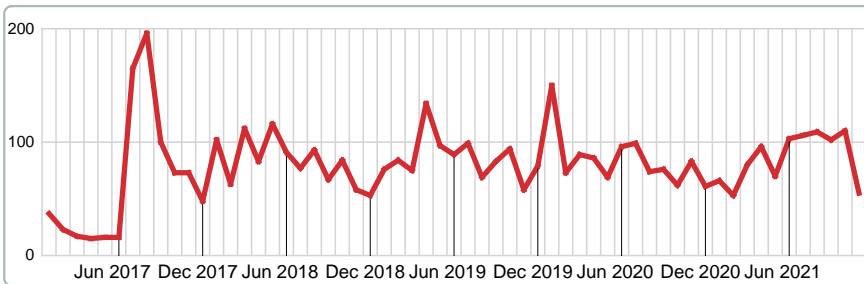
NOVEMBER



YEAR TO DATE (YTD)

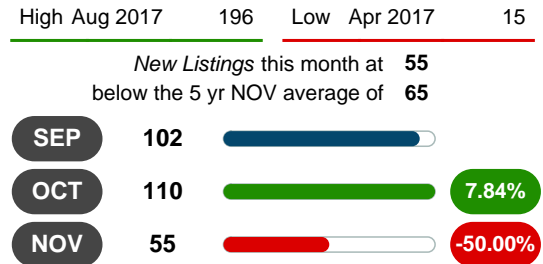


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 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
Total New Listed Units	55		15	32	5	3
Total New Listed Volume	15,407,750	100%	5.16M	7.65M	1.38M	1.22M
Average New Listed Listing Price	\$256,400		\$343,693	\$239,061	\$276,200	\$407,133



November 2021

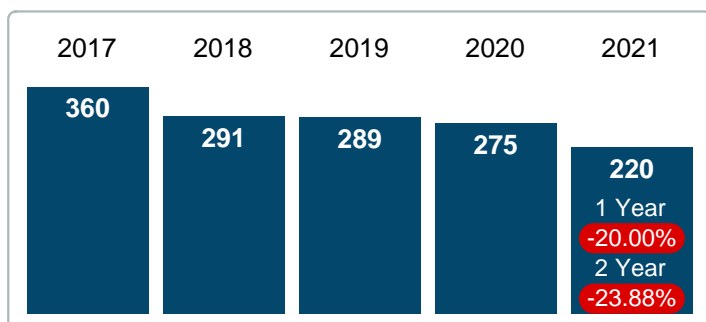
Area Delimited by County Of Bryan



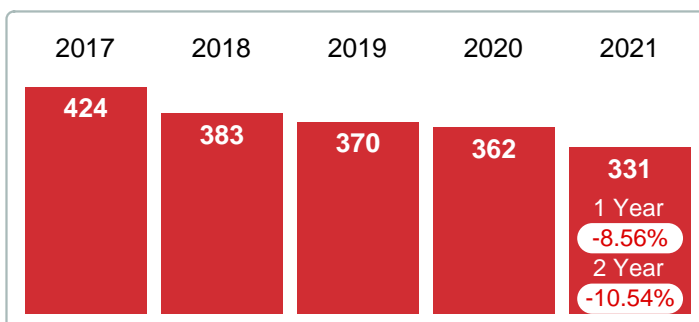
ACTIVE INVENTORY

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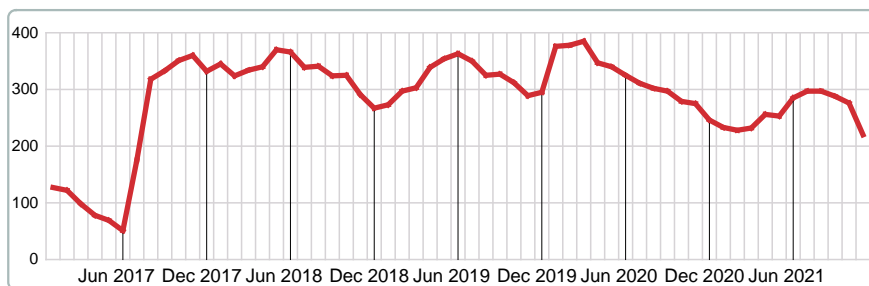
END OF NOVEMBER



ACTIVE DURING NOVEMBER

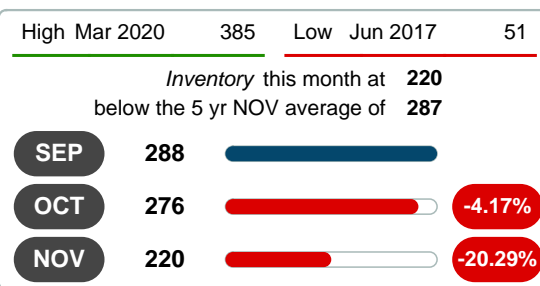


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 287



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$25,000 and less	10	4.55%	82.1	10	0	0	0	
\$25,001 - \$75,000	29	13.18%	119.1	28	1	0	0	
\$75,001 - \$175,000	44	20.00%	83.6	27	11	4	2	
\$175,001 - \$300,000	47	21.36%	83.2	16	19	10	2	
\$300,001 - \$525,000	40	18.18%	92.9	20	9	11	0	
\$525,001 - \$1,300,000	30	13.64%	77.7	19	6	3	2	
\$1,300,001 and up	20	9.09%	127.7	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
Average Active Inventory Listing Price				\$461,810	\$455,737	\$401,008	\$488,590	\$823,800



November 2021

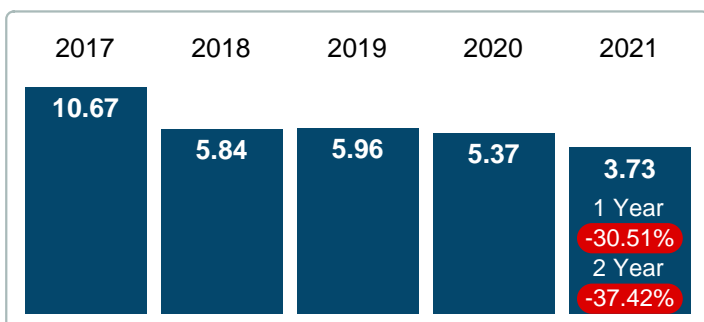
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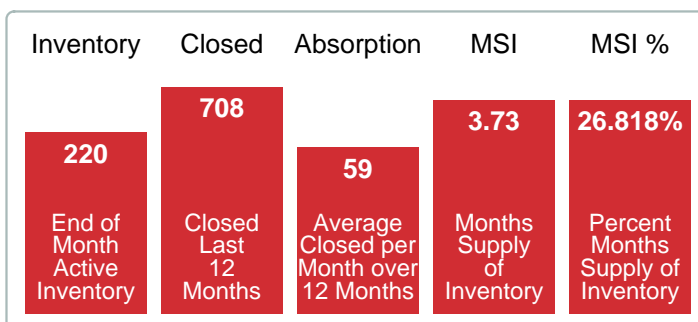
MONTHS SUPPLY of INVENTORY (MSI)

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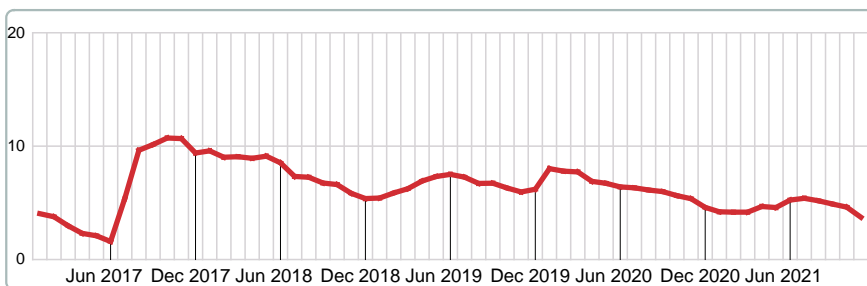
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2021

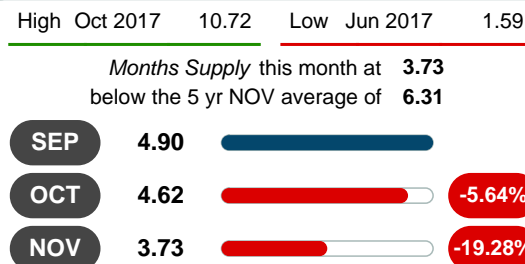


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 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

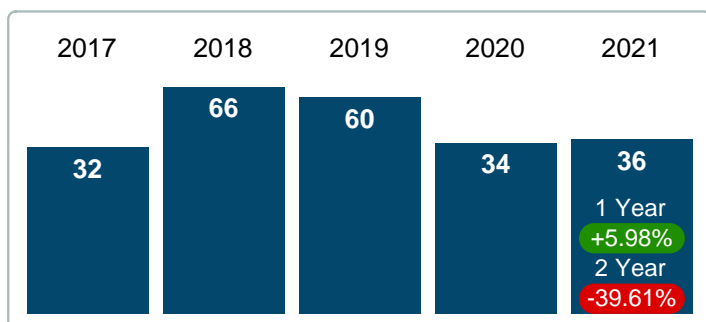
Area Delimited by County Of Bryan



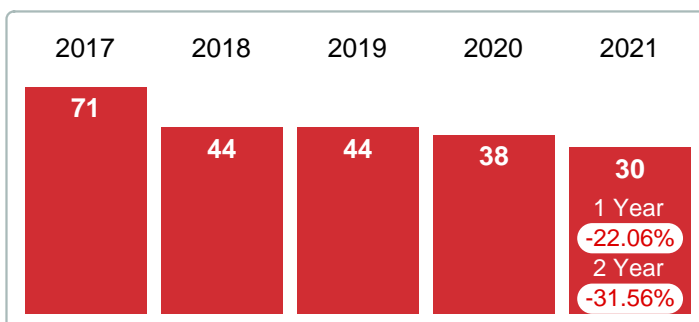
AVERAGE DAYS ON MARKET TO SALE

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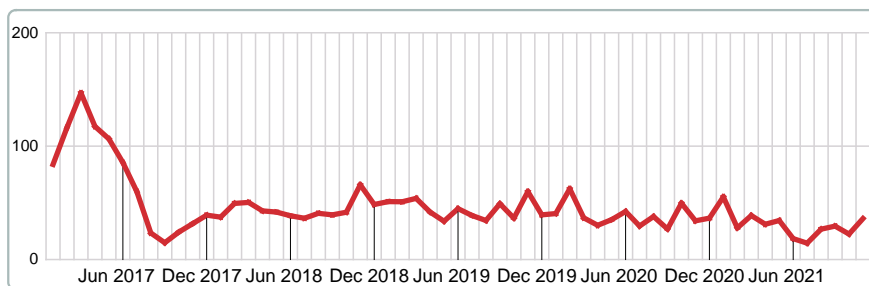
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 46

High Mar 2017 147 Low Jul 2021 14

Average Days on Market to Sale this month at 36 below the 5 yr NOV average of 46



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	9.62%	90	90	0	0	0
\$50,001 - \$100,000	9.62%	10	1	12	0	0
\$100,001 - \$150,000	17.31%	16	22	13	0	0
\$150,001 - \$225,000	23.08%	20	1	24	12	0
\$225,001 - \$300,000	17.31%	30	0	6	36	69
\$300,001 - \$375,000	11.54%	57	10	2	162	0
\$375,001 and up	11.54%	65	88	70	53	4
Average Closed DOM		36	57	16	64	47
Total Closed Units	100%	36	14	27	8	3
Total Closed Volume		11,391,197	2.73M	5.33M	2.25M	1.09M



November 2021

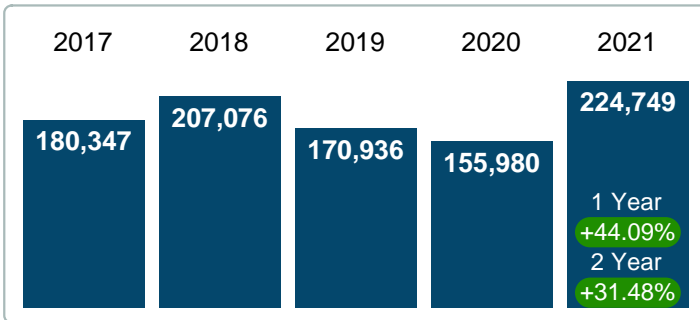
Area Delimited by County Of Bryan



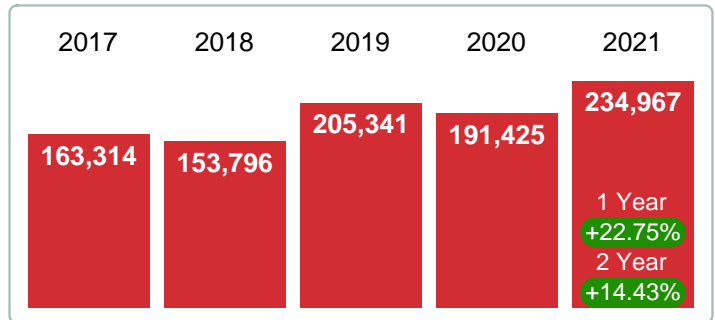
AVERAGE LIST PRICE AT CLOSING

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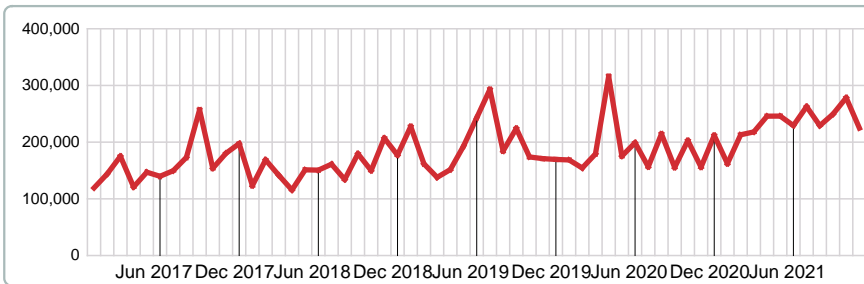
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

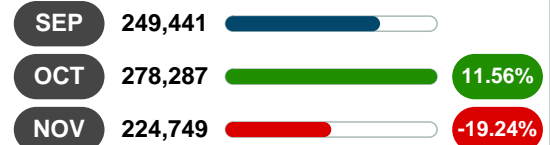


3 MONTHS

5 year NOV AVG = 187,818

High Apr 2020 316,054 Low Apr 2018 115,613

Average List Price at Closing this month at **224,749**
above the 5 yr NOV average of **187,818**



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	9.62%	28,600	28,600	0	0	0
\$50,001 - \$100,000	7.69%	86,250	65,000	101,250	0	0
\$100,001 - \$150,000	15.38%	127,825	146,000	131,917	0	0
\$150,001 - \$225,000	25.00%	192,946	212,500	200,444	194,950	0
\$225,001 - \$300,000	19.23%	242,903	0	230,552	246,000	269,410
\$300,001 - \$375,000	11.54%	354,000	375,000	338,333	367,000	0
\$375,001 and up	11.54%	519,167	540,667	544,000	400,000	549,000
Average List Price		224,749	203,964	203,026	282,738	362,607
Total Closed Units	100%	224,749	14	27	8	3
Total Closed Volume		11,686,926	2.86M	5.48M	2.26M	1.09M



November 2021

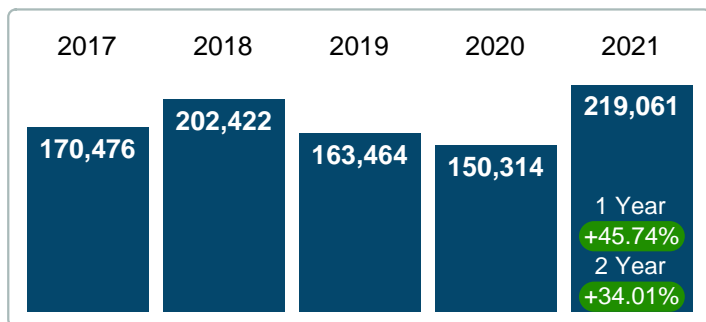
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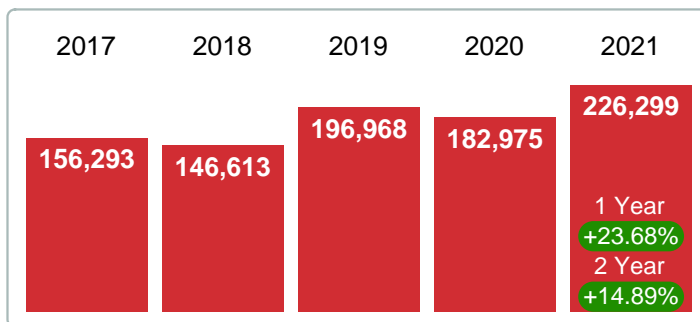
AVERAGE SOLD PRICE AT CLOSING

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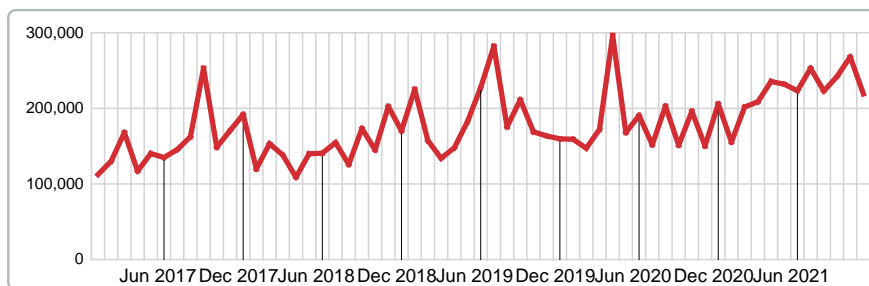
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 181,147

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

Average Sold Price at Closing this month at **219,061**
above the 5 yr NOV average of **181,147**

SEP	242,067	
OCT	267,994	10.71%
NOV	219,061	-18.26%

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	9.62%	26,724	26,724	0	0	0
\$50,001 - \$100,000	9.62%	81,700	65,000	85,875	0	0
\$100,001 - \$150,000	17.31%	132,144	136,667	129,883	0	0
\$150,001 - \$225,000	23.08%	198,629	212,500	197,756	195,625	0
\$225,001 - \$300,000	17.31%	245,303	0	233,052	245,567	269,410
\$300,001 - \$375,000	11.54%	344,917	375,000	325,167	359,500	0
\$375,001 and up	11.54%	499,833	510,000	520,000	400,000	549,000
Average Sold Price		219,061	194,723	197,419	280,869	362,607
Total Closed Units	100%	219,061	14	27	8	3
Total Closed Volume		11,391,197	2.73M	5.33M	2.25M	1.09M



November 2021

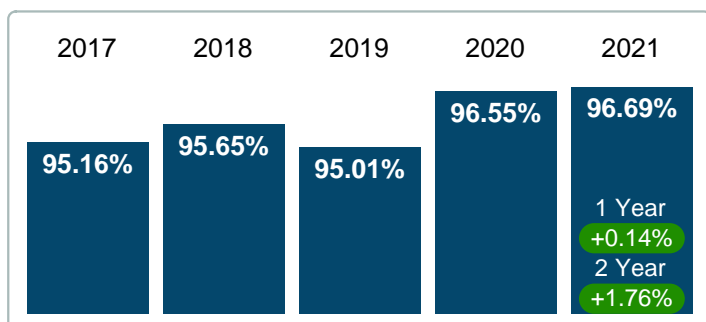
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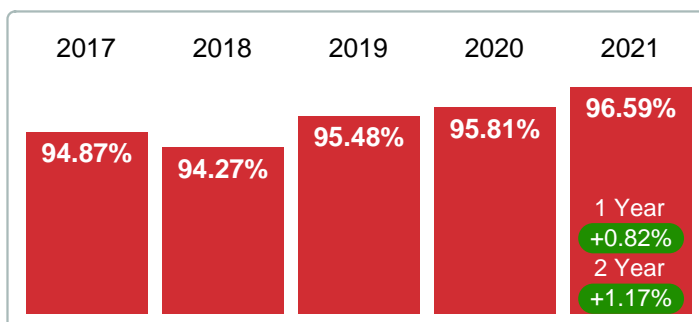
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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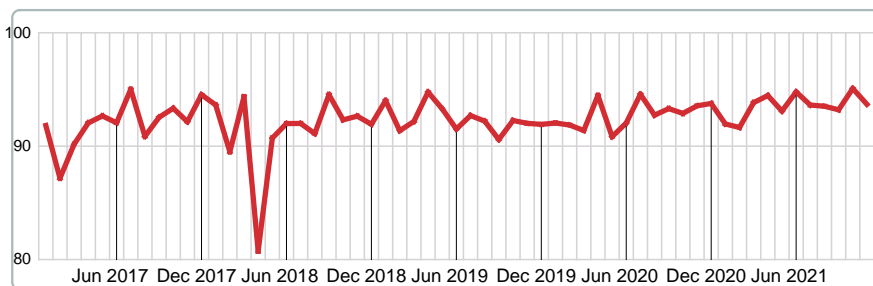
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

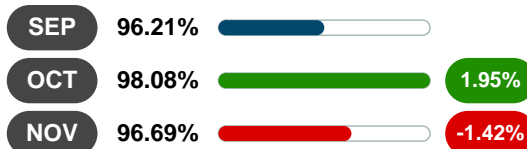


3 MONTHS

5 year NOV AVG = 95.81%

High Oct 2021 98.08% Low Apr 2018 83.74%

Average Sold/List Ratio this month at **96.69%** above the 5 yr NOV average of **95.81%**



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	9.62%	90.71%	90.71%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	5	9.62%	88.94%	100.00%	86.17%	0.00%	0.00%
\$100,001 - \$150,000	9	17.31%	97.39%	94.51%	98.83%	0.00%	0.00%
\$150,001 - \$225,000	12	23.08%	99.10%	100.00%	98.74%	100.31%	0.00%
\$225,001 - \$300,000	9	17.31%	100.42%	0.00%	101.07%	99.84%	100.00%
\$300,001 - \$375,000	6	11.54%	97.35%	100.00%	96.06%	97.95%	0.00%
\$375,001 and up	6	11.54%	95.97%	93.41%	95.59%	100.00%	100.00%
Average Sold/List Ratio		96.70%		94.10%	96.83%	99.50%	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



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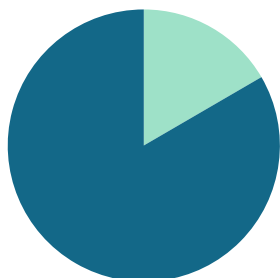
Area Delimited by County Of Bryan



MARKET SUMMARY

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

INVENTORY



Inventory

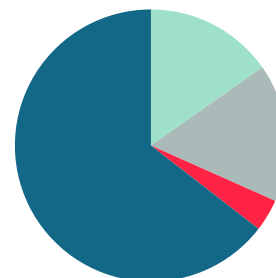
- New Listings **55 = 16.62%**
- Start Inventory **276**
- Total Inventory Units **331**
- Volume **\$128,111,647**

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%
Average List Price	155,980	224,749	44.09%	191,425	234,967	22.75%
Average Sale Price	150,314	219,061	45.74%	182,975	226,299	23.68%
Average Percent of Selling Price to List Price	96.55%	96.69%	0.14%	95.81%	96.59%	0.82%
Average Days on Market to Sale	34.13	36.17	5.98%	38.29	29.84	-22.06%
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%

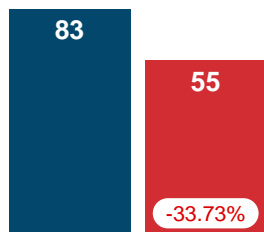
Absorption: Last 12 months, an Average of **59** Sales/Month

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

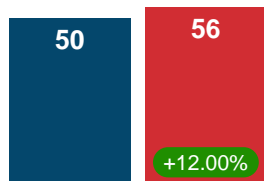
NOVEMBER MARKET

AVERAGE PRICES

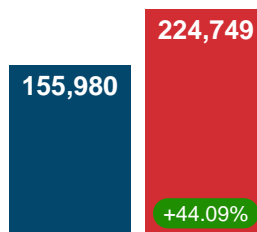
New Listings



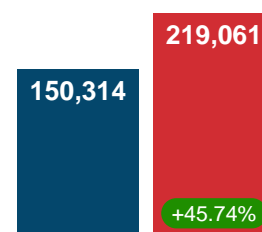
Pending Listings



List Price



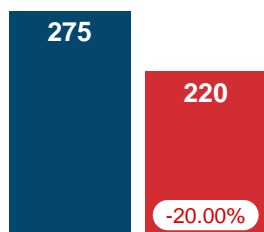
Sale Price



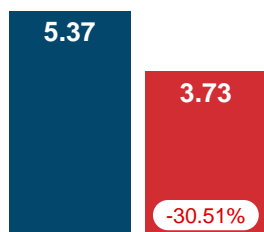
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

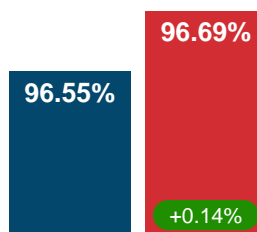
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

