

April 2022



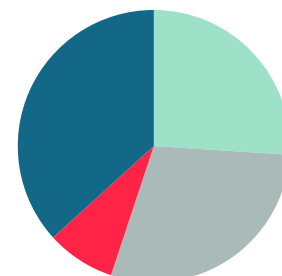
Area Delimited by County Of Bryan - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	April 2022	+/-%
Closed Listings	42	51	21.43%
Pending Listings	65	57	-12.31%
New Listings	73	66	-9.59%
Average List Price	253,722	239,994	-5.41%
Average Sale Price	243,418	235,305	-3.33%
Average Percent of Selling Price to List Price	99.01%	97.65%	-1.37%
Average Days on Market to Sale	22.12	26.84	21.36%
End of Month Inventory	146	72	-50.68%
Months Supply of Inventory	3.52	1.40	-60.07%



■ Closed (26.02%)
■ Pending (29.08%)
■ Other OffMarket (8.16%)
■ Active (36.73%)

Absorption: Last 12 months, an Average of **51** Sales/Month
Active Inventory as of April 30, 2022 = **72**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2022 decreased **50.68%** to 72 existing homes available for sale. Over the last 12 months this area has had an average of 51 closed sales per month. This represents an unsold inventory index of **1.40** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **3.33%** in April 2022 to \$235,305 versus the previous year at \$243,418.

Average Days on Market Lengthens

The average number of **26.84** days that homes spent on the market before selling increased by 4.72 days or **21.36%** in April 2022 compared to last year's same month at **22.12** DOM.

Sales Success for April 2022 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 66 New Listings in April 2022, down **9.59%** from last year at 73. Furthermore, there were 51 Closed Listings this month versus last year at 42, a **21.43%** increase.

Closed versus Listed trends yielded a **77.3%** ratio, up from previous year's, April 2021, at **57.5%**, a **34.31%** 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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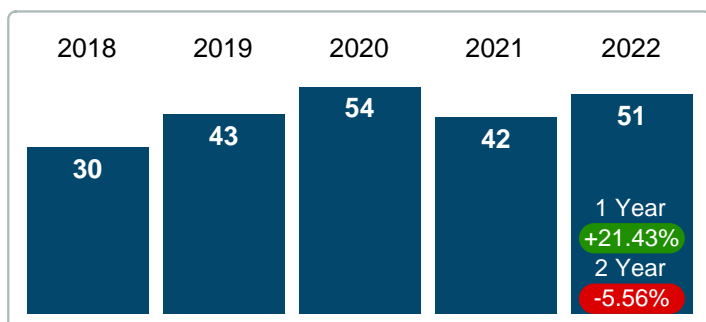
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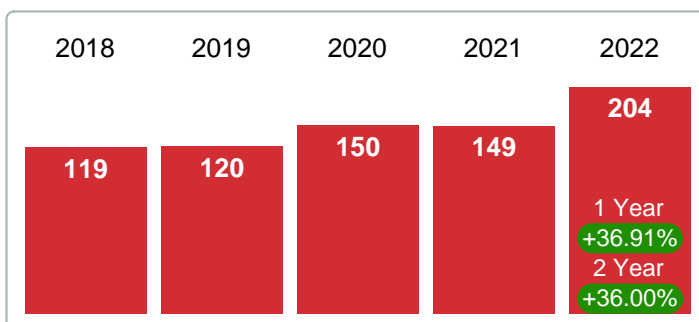
CLOSED LISTINGS

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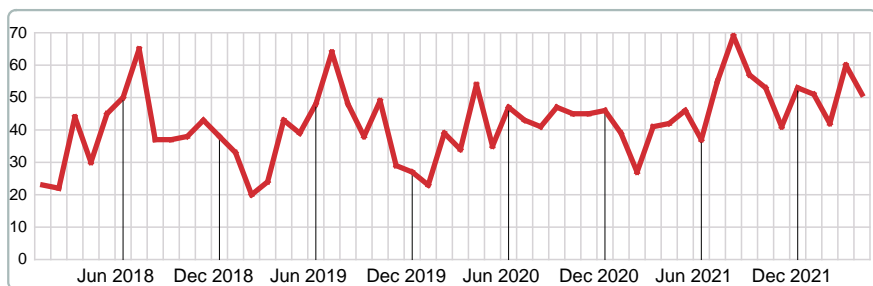
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 44

High Aug 2021: 69 | Low Feb 2019: 20

Closed Listings this month at **51**
above the 5 yr APR average of **44**

FEB	42	<div style="width: 95%;"></div>
MAR	60	<div style="width: 136%;"></div> 42.86%
APR	51	<div style="width: 116%;"></div> -15.00%

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	5.88%	48.3	2	1	0	0
\$75,001 - \$125,000	4	7.84%	13.5	1	3	0	0
\$125,001 - \$175,000	11	21.57%	18.6	3	5	2	1
\$175,001 - \$225,000	9	17.65%	42.6	0	8	1	0
\$225,001 - \$300,000	12	23.53%	7.3	0	10	2	0
\$300,001 - \$375,000	6	11.76%	49.5	0	4	2	0
\$375,001 and up	6	11.76%	33.0	0	1	4	1
Total Closed Units	51			6	32	11	2
Total Closed Volume	12,000,565	100%	26.8	641.00K	7.02M	3.72M	618.90K
Average Closed Price	\$235,305			\$106,833	\$219,264	\$338,564	\$309,450

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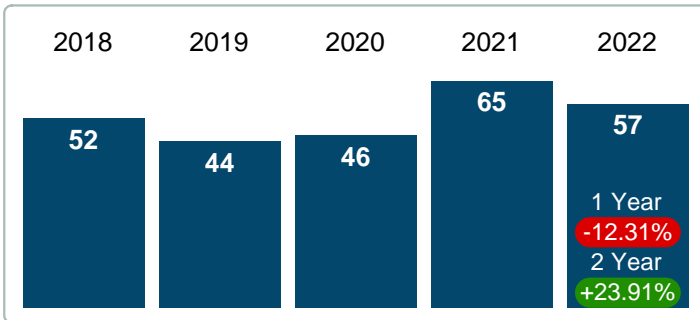
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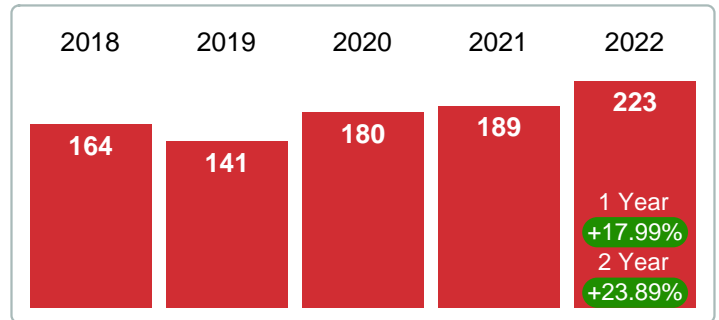
PENDING LISTINGS

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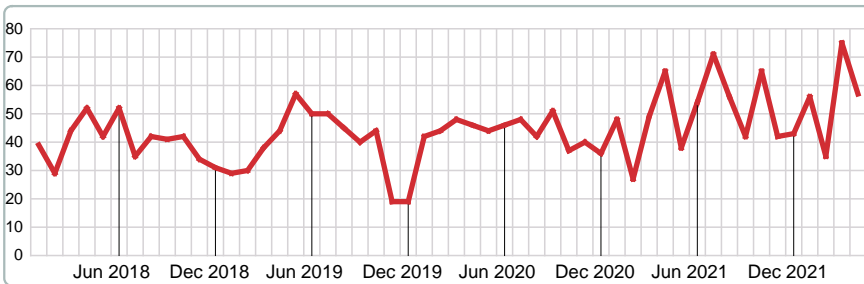
APRIL



YEAR TO DATE (YTD)

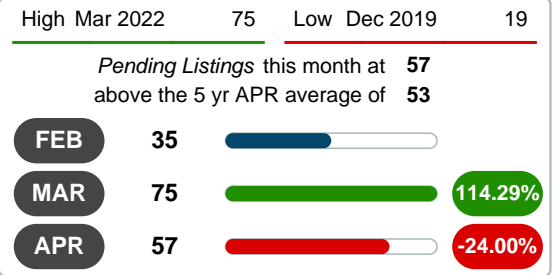


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 53



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	7	12.28%	30.4	2	5	0	0
\$125,001 - \$125,000	0	0.00%	0.0	0	0	0	0
\$125,001 - \$175,000	12	21.05%	32.5	3	5	4	0
\$175,001 - \$225,000	13	22.81%	14.5	0	12	1	0
\$225,001 - \$325,000	10	17.54%	44.8	1	7	2	0
\$325,001 - \$450,000	9	15.79%	11.3	0	5	4	0
\$450,001 and up	6	10.53%	31.3	0	0	2	4
Total Pending Units	57			6	34	13	4
Total Pending Volume	16,755,578	100%	19.4	979.90K	7.28M	4.74M	3.76M
Average Listing Price	\$201,720			\$163,317	\$214,041	\$364,861	\$938,772

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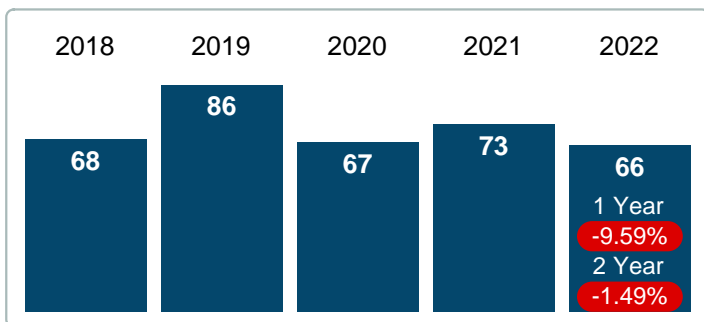
Area Delimited by County Of Bryan - Residential Property Type



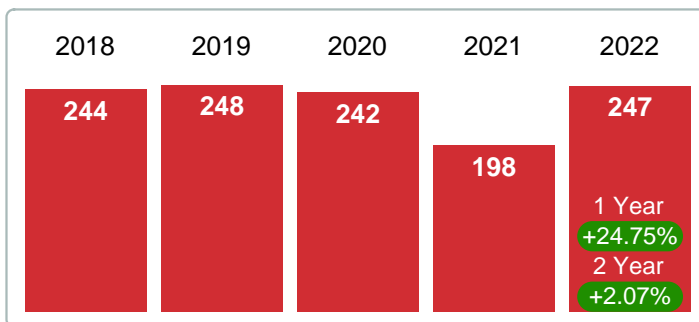
NEW LISTINGS

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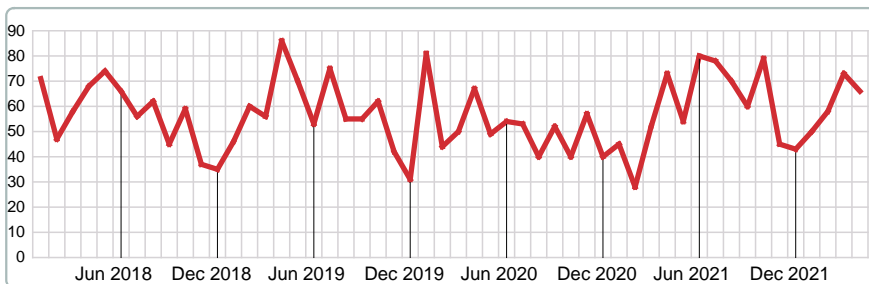
APRIL



YEAR TO DATE (YTD)

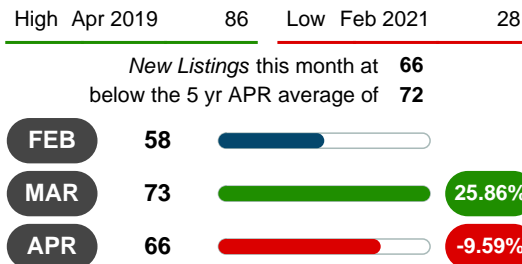


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 72



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	5	7.58%	2	3	0	0
\$125,001 - \$150,000	7	10.61%	1	3	3	0
\$150,001 - \$225,000	11	16.67%	2	9	0	0
\$225,001 - \$275,000	14	21.21%	0	12	2	0
\$275,001 - \$350,000	15	22.73%	1	3	11	0
\$350,001 - \$450,000	7	10.61%	0	5	2	0
\$450,001 and up	7	10.61%	0	2	2	3
Total New Listed Units	66		6	37	20	3
Total New Listed Volume	19,459,331	100%	1.06M	10.32M	6.43M	1.65M
Average New Listed Listing Price	\$226,962		\$177,467	\$278,869	\$321,315	\$550,029

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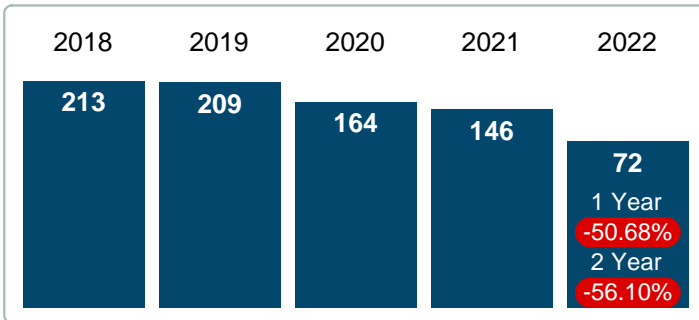
Area Delimited by County Of Bryan - Residential Property Type



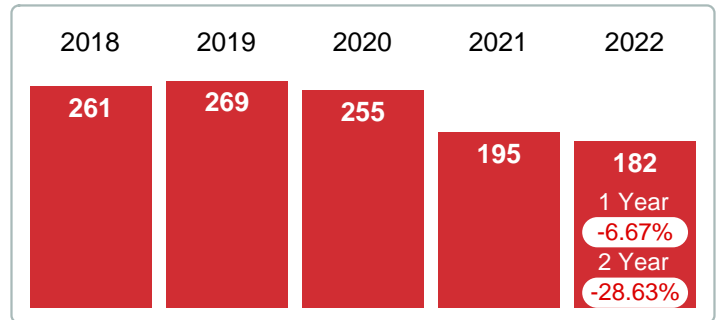
ACTIVE INVENTORY

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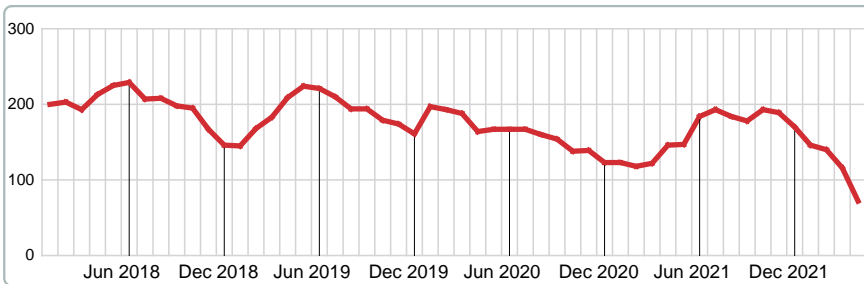
END OF APRIL



ACTIVE DURING APRIL

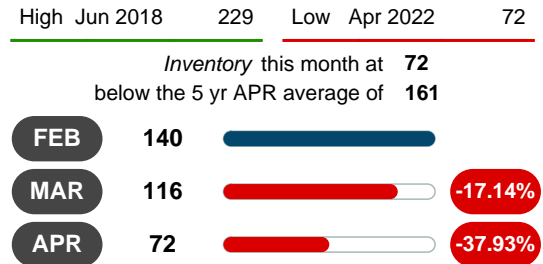


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 161



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	6	8.33%	57.2	2	4	0	0
\$125,001 - \$200,000	9	12.50%	59.7	1	7	1	0
\$200,001 - \$250,000	13	18.06%	53.9	0	10	3	0
\$250,001 - \$325,000	17	23.61%	37.9	0	5	11	1
\$325,001 - \$475,000	10	13.89%	63.2	1	7	2	0
\$475,001 - \$775,000	8	11.11%	45.1	1	3	2	2
\$775,001 and up	9	12.50%	98.4	0	2	6	1
Total Active Inventory by Units	72			5	38	25	4
Total Active Inventory by Volume	29,784,049	100%	57.0	1.44M	12.14M	12.58M	3.62M
Average Active Inventory Listing Price	\$413,667			\$288,160	\$319,583	\$503,324	\$904,000

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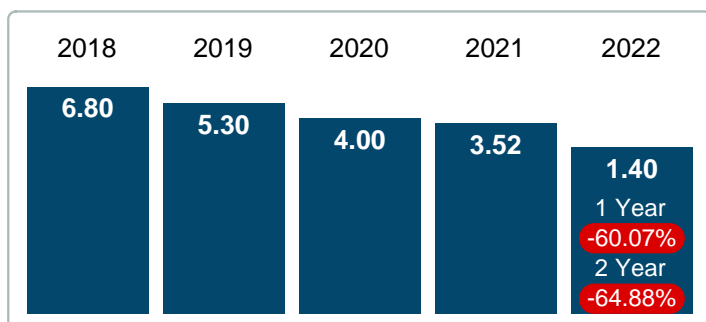
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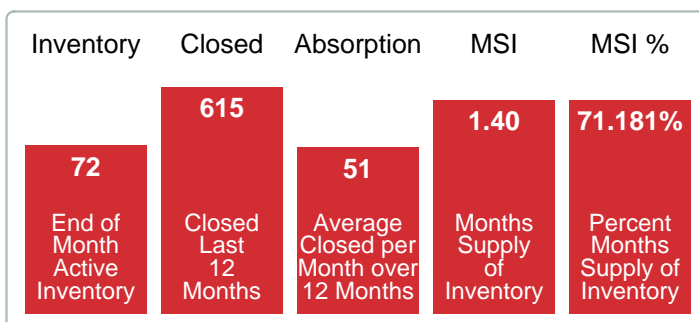
MONTHS SUPPLY of INVENTORY (MSI)

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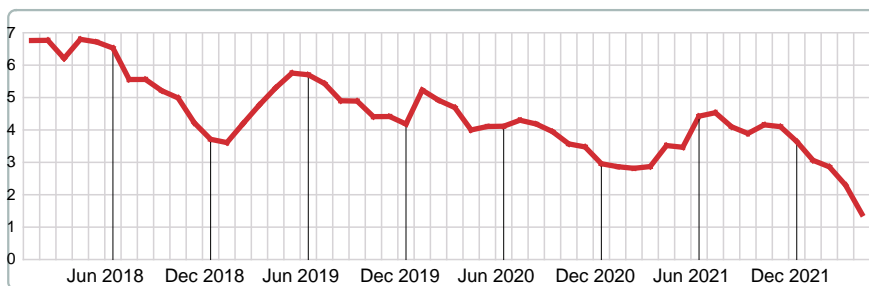
MSI FOR APRIL



INDICATORS FOR APRIL 2022

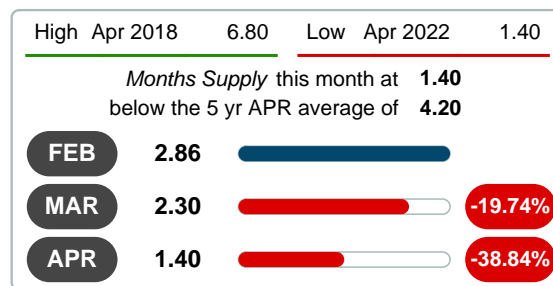


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 4.20



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
\$125,000 and less	6	8.33%	0.85	0.73	1.02	0.00	0.00
\$125,001 - \$200,000	9	12.50%	0.61	0.67	0.66	0.41	0.00
\$200,001 - \$250,000	13	18.06%	1.03	0.00	0.96	1.71	0.00
\$250,001 - \$325,000	17	23.61%	1.94	0.00	0.98	3.57	1.71
\$325,001 - \$475,000	10	13.89%	1.94	3.00	3.23	0.89	0.00
\$475,001 - \$775,000	8	11.11%	3.84	0.00	3.27	4.00	3.00
\$775,001 and up	9	12.50%	10.80	0.00	4.80	24.00	6.00
Market Supply of Inventory (MSI)	1.40	100%	1.40	1.05	1.13	2.34	1.71
Total Active Inventory by Units	72			5	38	25	4

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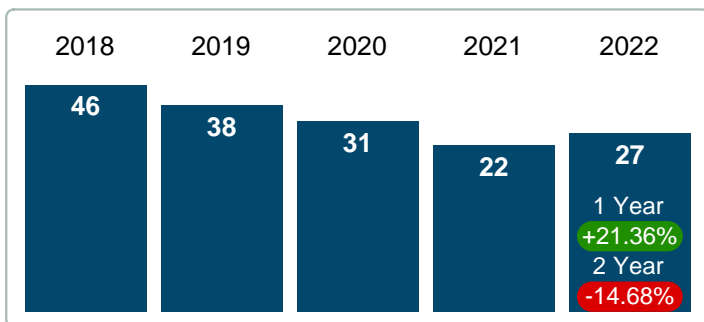
Area Delimited by County Of Bryan - Residential Property Type



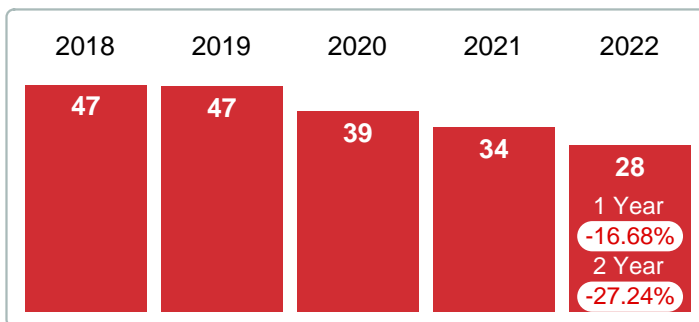
AVERAGE DAYS ON MARKET TO SALE

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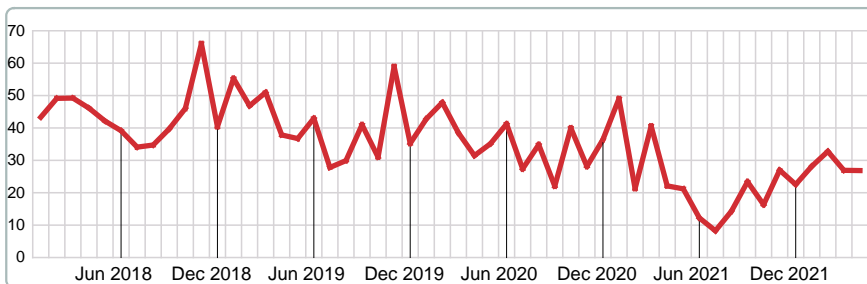
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

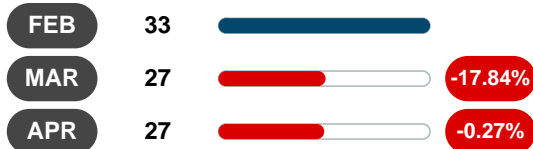


3 MONTHS

5 year APR AVG = 33

High Nov 2018 66 Low Jul 2021 8

Average Days on Market to Sale this month at 27 below the 5 yr APR average of 33



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
\$75,000 and less	5.88%	48	18	109	0	0
\$75,001 - \$125,000	7.84%	14	6	16	0	0
\$125,001 - \$175,000	21.57%	19	25	14	2	59
\$175,001 - \$225,000	17.65%	43	0	28	157	0
\$225,001 - \$300,000	23.53%	7	0	8	6	0
\$300,001 - \$375,000	11.76%	50	0	38	72	0
\$375,001 and up	11.76%	33	0	106	18	20
Average Closed DOM		27				
Total Closed Units	100%	27	6	32	11	2
Total Closed Volume		12,000,565	641.00K	7.02M	3.72M	618.90K

April 2022



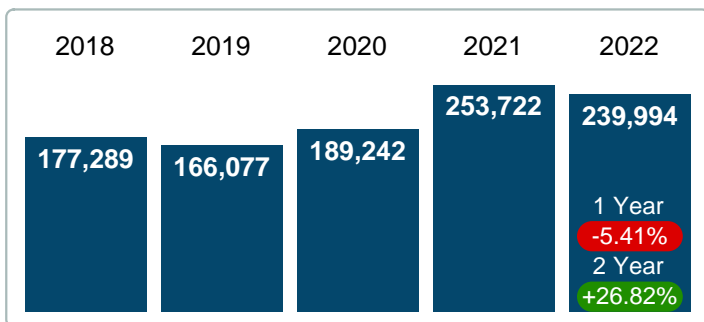
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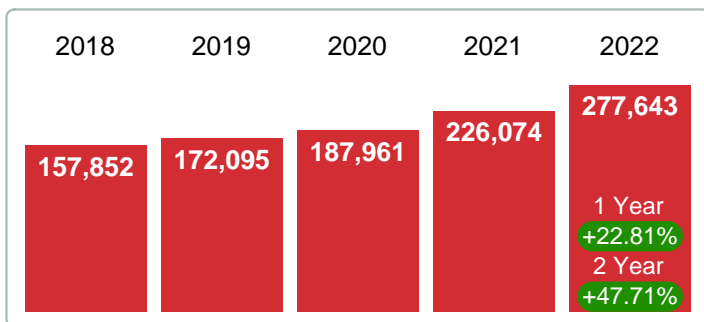
AVERAGE LIST PRICE AT CLOSING

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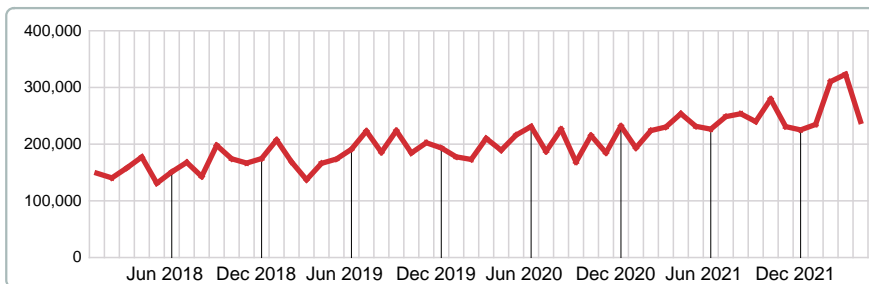
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 205,265

High Mar 2022 323,260 Low May 2018 131,062

Average List Price at Closing this month at **239,994**
above the 5 yr APR average of **205,265**

- FEB 310,337
- MAR 323,260 (+4.16%)
- APR 239,994 (-25.76%)

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	
\$75,000 and less	3	5.88%	49,300	60,450	27,000	0	
\$75,001 - \$125,000	3	5.88%	88,700	91,200	108,300	0	
\$125,001 - \$175,000	12	23.53%	148,467	147,967	159,340	128,500	
\$175,001 - \$225,000	8	15.69%	211,238	0	211,238	255,000	
\$225,001 - \$300,000	13	25.49%	251,192	0	248,650	262,000	
\$300,001 - \$375,000	6	11.76%	333,851	0	334,725	332,103	
\$375,001 and up	6	11.76%	514,263	0	452,000	530,895	
Average List Price		239,994		109,333	222,372	347,617	322,000
Total Closed Units		51	100%	239,994	6	32	11
Total Closed Volume		12,239,685			656.00K	7.12M	3.82M

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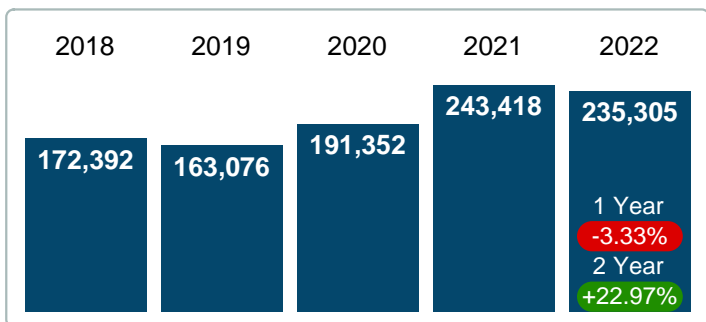
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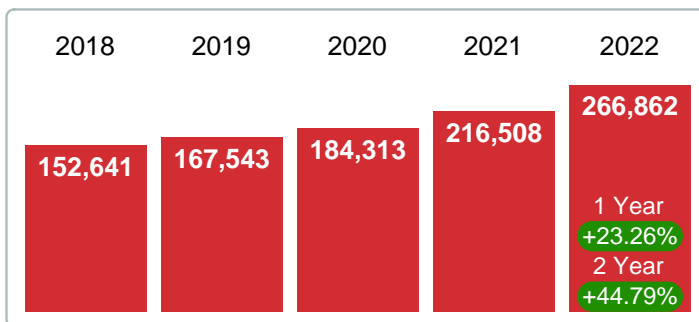
AVERAGE SOLD PRICE AT CLOSING

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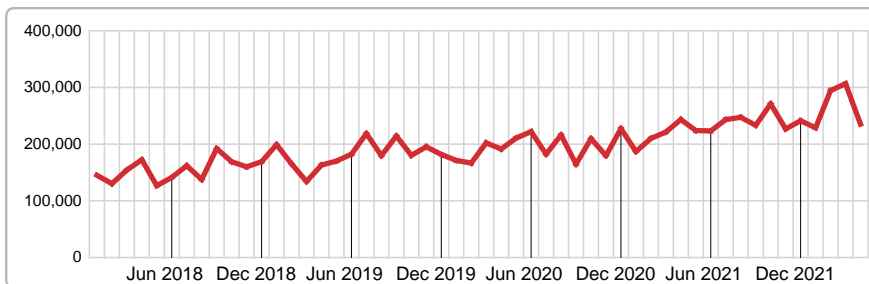
APRIL



YEAR TO DATE (YTD)

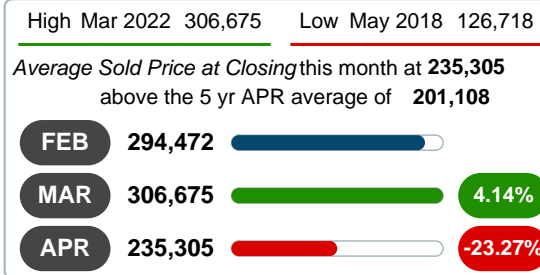


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 201,108



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	
\$75,000 and less	3	5.88%	45,167	56,500	22,500	0	
\$75,001 - \$125,000	4	7.84%	95,475	82,000	99,967	0	
\$125,001 - \$175,000	11	21.57%	147,891	148,667	159,060	128,500	
\$175,001 - \$225,000	9	17.65%	206,129	0	208,145	190,000	
\$225,001 - \$300,000	12	23.53%	248,408	0	249,190	244,500	
\$300,001 - \$375,000	6	11.76%	330,984	0	330,425	332,103	
\$375,001 and up	6	11.76%	505,733	0	420,000	531,000	
Average Sold Price		235,305		106,833	219,264	338,564	309,450
Total Closed Units		51	100%	235,305	6	32	11
Total Closed Volume		12,000,565			641.00K	7.02M	3.72M

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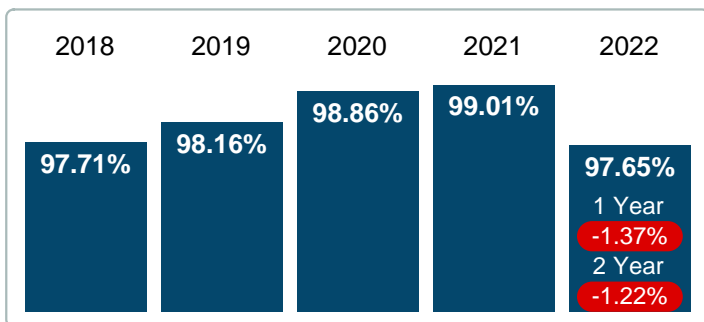
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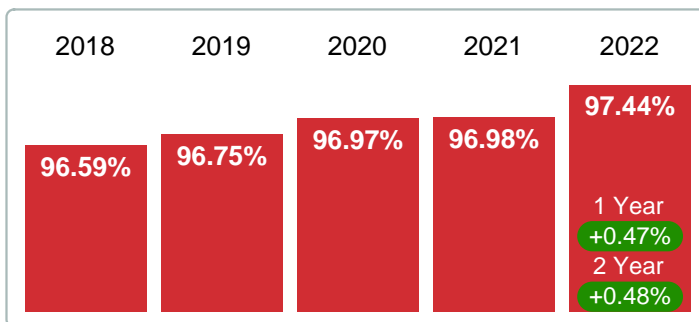
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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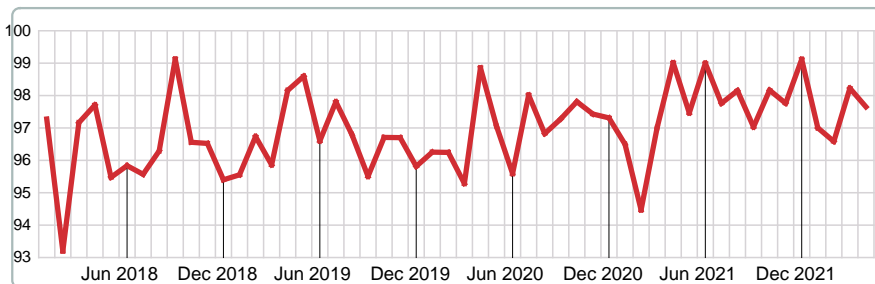
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

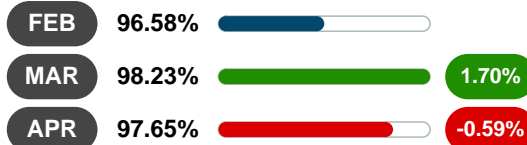


3 MONTHS

5 year APR AVG = 98.28%

High Sep 2018 99.13% Low Feb 2018 93.20%

Average Sold/List Ratio this month at **97.65%** equal to 5 yr APR average of **98.28%**



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
\$75,000 and less	3	5.88%	89.75%	92.96%	83.33%	0.00%	0.00%
\$75,001 - \$125,000	4	7.84%	93.31%	89.91%	94.44%	0.00%	0.00%
\$125,001 - \$175,000	11	21.57%	99.81%	100.47%	100.12%	100.00%	95.90%
\$175,001 - \$225,000	9	17.65%	95.93%	0.00%	98.61%	74.51%	0.00%
\$225,001 - \$300,000	12	23.53%	99.32%	0.00%	100.37%	94.07%	0.00%
\$300,001 - \$375,000	6	11.76%	99.24%	0.00%	98.86%	100.00%	0.00%
\$375,001 and up	6	11.76%	98.19%	0.00%	92.92%	100.02%	96.16%
Average Sold/List Ratio		97.70%		96.20%	98.38%	96.61%	96.03%
Total Closed Units		51	100%	6	32	11	2
Total Closed Volume		12,000,565		641.00K	7.02M	3.72M	618.90K

April 2022



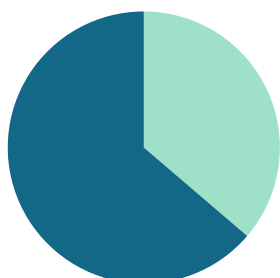
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

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

INVENTORY

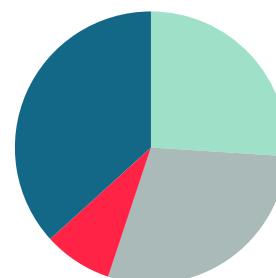


Inventory
 New Listings
66 = 36.26%
 Start Inventory
116
 Total Inventory Units
182
 Volume
\$59,424,717

Market Activity

Closed Sales
51 = 26.02%
 Pending Sales
57 = 29.08%
 Other Off Market
16 = 8.16%
 Active Inventory
72 = 36.73%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	42	51	21.43%	149	204	36.91%
Pending Sales	65	57	-12.31%	189	223	17.99%
New Listings	73	66	-9.59%	198	247	24.75%
Average List Price	253,722	239,994	-5.41%	226,074	277,643	22.81%
Average Sale Price	243,418	235,305	-3.33%	216,508	266,862	23.26%
Average Percent of Selling Price to List Price	99.01%	97.65%	-1.37%	96.98%	97.44%	0.47%
Average Days on Market to Sale	22.12	26.84	21.36%	34.10	28.41	-16.68%
Monthly Inventory	146	72	-50.68%	146	72	-50.68%
Months Supply of Inventory	3.52	1.40	-60.07%	3.52	1.40	-60.07%

Absorption: Last 12 months, an Average of **51** Sales/Month

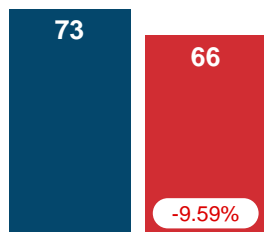
Inventory on April 30, 2022 = **72**

2021 **2022**

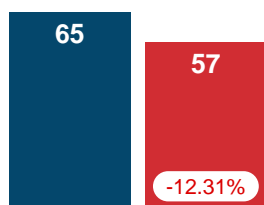
APRIL MARKET

AVERAGE PRICES

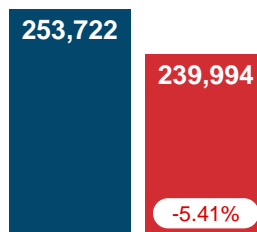
New Listings



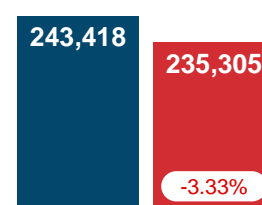
Pending Listings



List Price



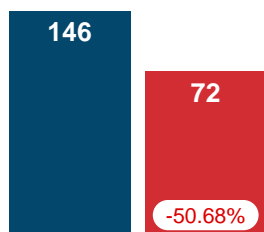
Sale Price



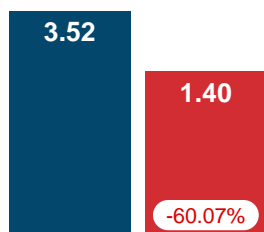
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

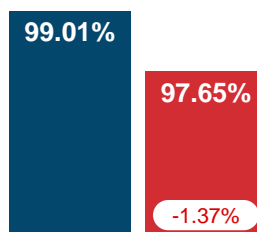
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

