

February 2022

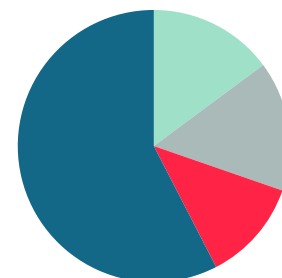
Area Delimited by County Of Bryan



MONTHLY INVENTORY ANALYSIS

Report produced on Mar 14, 2022 for MLS Technology Inc.

Compared Metrics	February		
	2021	2022	+/-%
Closed Listings	40	49	22.50%
Pending Listings	38	51	34.21%
New Listings	53	85	60.38%
Average List Price	213,005	297,646	39.74%
Average Sale Price	201,737	281,782	39.68%
Average Percent of Selling Price to List Price	94.65%	96.24%	1.69%
Average Days on Market to Sale	27.93	30.96	10.87%
End of Month Inventory	228	190	-16.67%
Months Supply of Inventory	4.18	3.13	-25.02%



■ Closed (14.85%)
■ Pending (15.45%)
■ Other OffMarket (12.12%)
■ Active (57.58%)

Absorption: Last 12 months, an Average of **61** Sales/Month
Active Inventory as of February 28, 2022 = **190**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2022 decreased **16.67%** to 190 existing homes available for sale. Over the last 12 months this area has had an average of 61 closed sales per month. This represents an unsold inventory index of **3.13** 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 **39.68%** in February 2022 to \$281,782 versus the previous year at \$201,737.

Average Days on Market Lengthens

The average number of **30.96** days that homes spent on the market before selling increased by 3.03 days or **10.87%** in February 2022 compared to last year's same month at **27.93** DOM.

Sales Success for February 2022 is Positive

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

There were 85 New Listings in February 2022, up **60.38%** from last year at 53. Furthermore, there were 49 Closed Listings this month versus last year at 40, a **22.50%** increase.

Closed versus Listed trends yielded a **57.6%** ratio, down from previous year's, February 2021, at **75.5%**, a **23.62%** 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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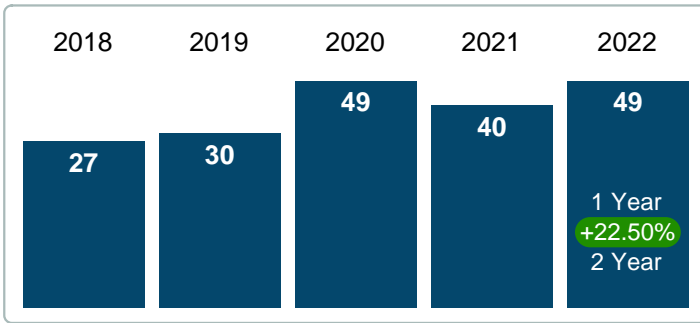
Area Delimited by County Of Bryan



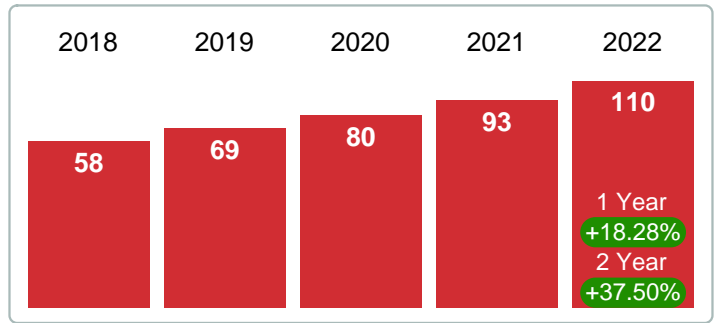
CLOSED LISTINGS

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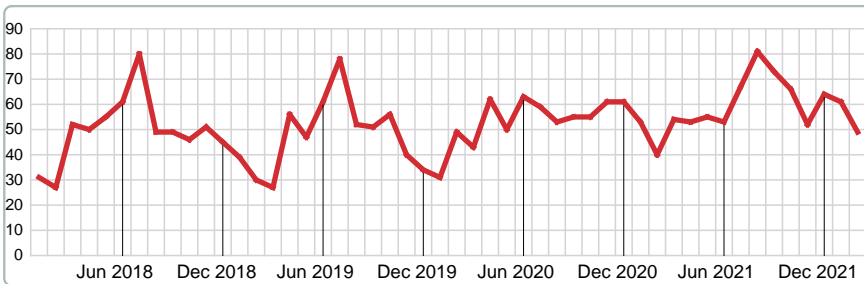
FEBRUARY



YEAR TO DATE (YTD)

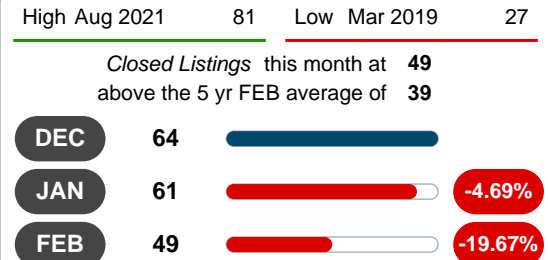


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 39



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	4	8.16%	12.8	4	0	0	0
\$50,001 - \$150,000	8	16.33%	43.6	5	3	0	0
\$150,001 - \$200,000	6	12.24%	30.3	1	3	2	0
\$200,001 - \$275,000	13	26.53%	14.4	2	8	3	0
\$275,001 - \$300,000	3	6.12%	21.3	0	1	2	0
\$300,001 - \$625,000	11	22.45%	50.7	1	5	4	1
\$625,001 and up	4	8.16%	31.5	1	2	1	0
Total Closed Units	49			14	22	12	1
Total Closed Volume	13,807,315	100%	31.0	2.54M	6.90M	3.90M	475.00K
Average Closed Price	\$281,782			\$181,179	\$313,487	\$324,926	\$475,000

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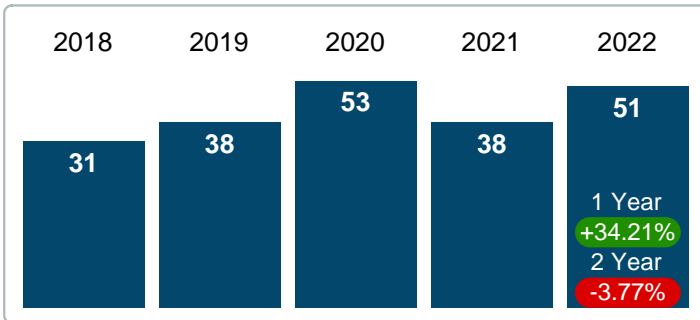
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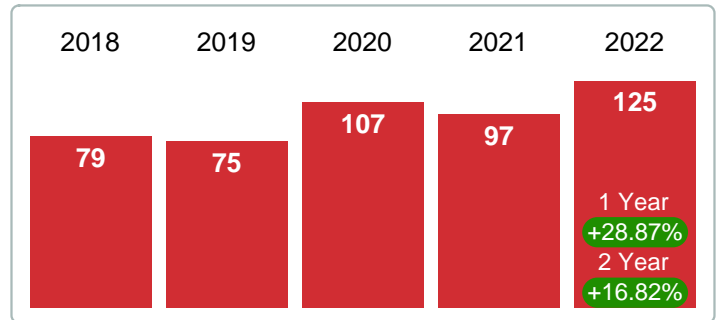
PENDING LISTINGS

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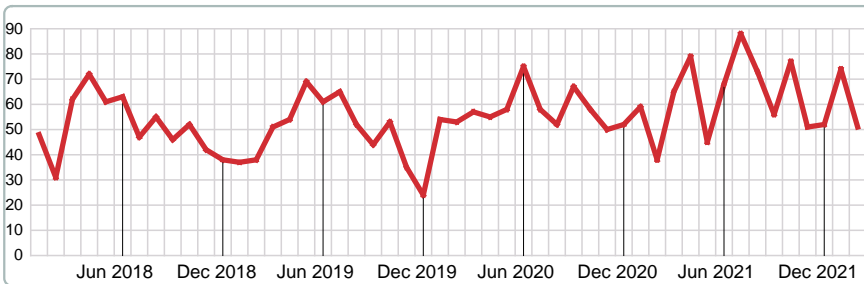
FEBRUARY



YEAR TO DATE (YTD)

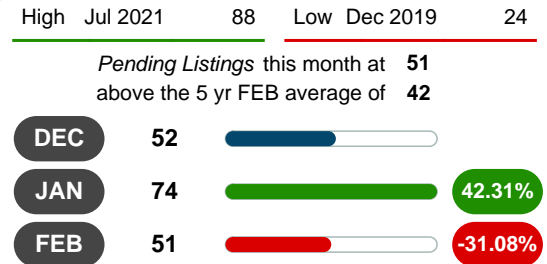


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 42



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	5	9.80%	67.2	5	0	0	0
\$50,001 - \$75,000	5	9.80%	10.0	4	1	0	0
\$75,001 - \$150,000	8	15.69%	29.5	4	3	1	0
\$150,001 - \$250,000	13	25.49%	17.2	0	8	4	1
\$250,001 - \$325,000	8	15.69%	56.1	0	5	3	0
\$325,001 - \$500,000	6	11.76%	29.0	2	3	1	0
\$500,001 and up	6	11.76%	92.3	2	3	0	1
Total Pending Units	51			17	23	9	2
Total Pending Volume	16,428,687	100%	14.5	3.85M	7.22M	2.32M	3.05M
Average Listing Price	\$330,310			\$226,282	\$313,716	\$257,379	\$1,525,000

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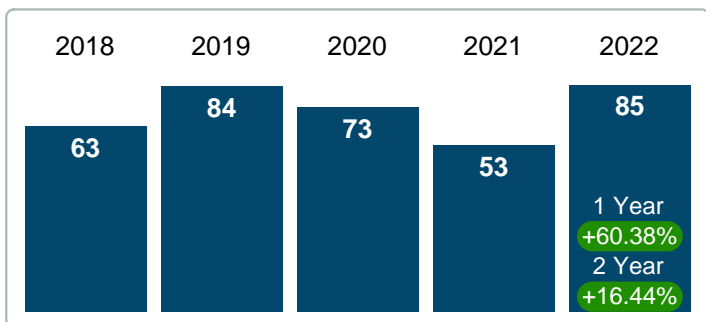
Area Delimited by County Of Bryan



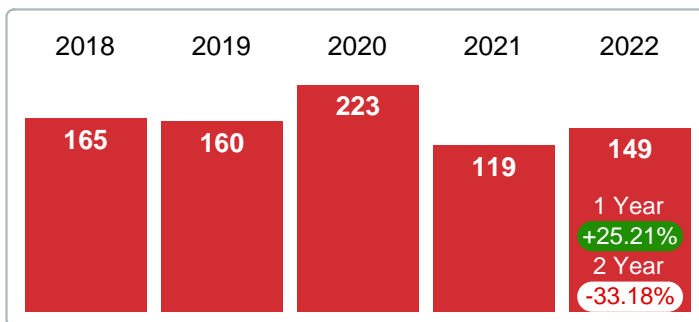
NEW LISTINGS

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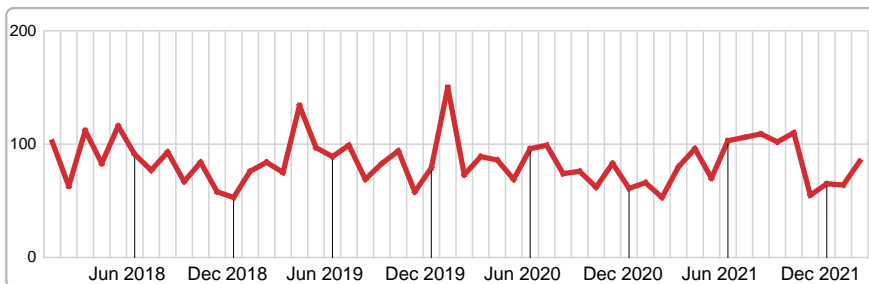
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 72

High Jan 2020 150 Low Feb 2021 53

New Listings this month at **85**
above the 5 yr FEB average of **72**



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	5	5.88%	5	0	0	0
\$25,001 - \$75,000	15	17.65%	14	1	0	0
\$75,001 - \$125,000	9	10.59%	6	3	0	0
\$125,001 - \$250,000	25	29.41%	5	13	7	0
\$250,001 - \$375,000	12	14.12%	3	5	3	1
\$375,001 - \$775,000	9	10.59%	1	3	4	1
\$775,001 and up	10	11.76%	2	2	4	2
Total New Listed Units	85		36	27	18	4
Total New Listed Volume	29,179,237	100%	8.35M	8.15M	8.46M	4.22M
Average New Listed Listing Price	\$364,747		\$232,041	\$301,802	\$470,006	\$1,054,250

February 2022

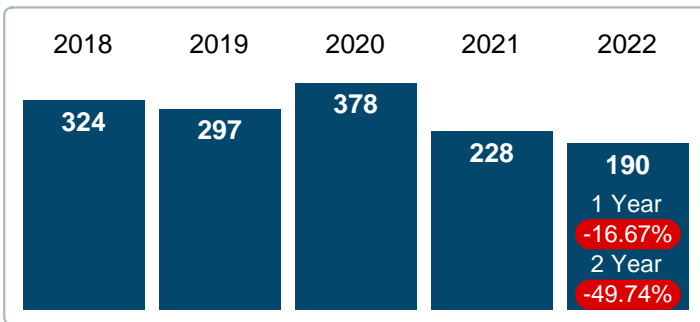
Area Delimited by County Of Bryan



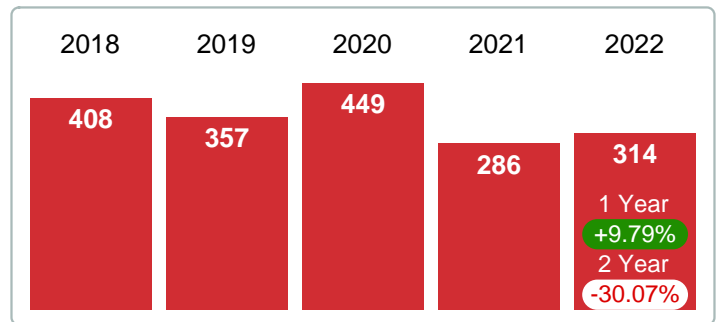
ACTIVE INVENTORY

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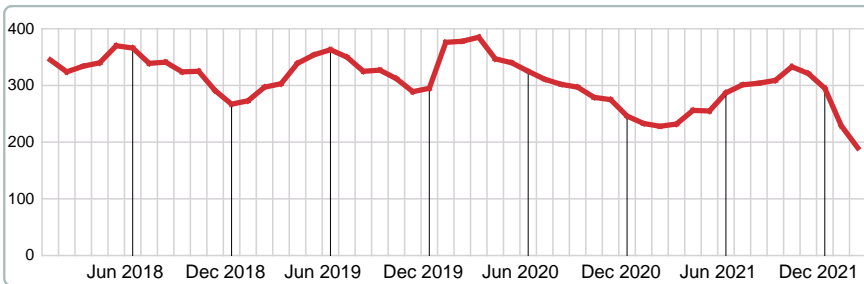
END OF FEBRUARY



ACTIVE DURING FEBRUARY

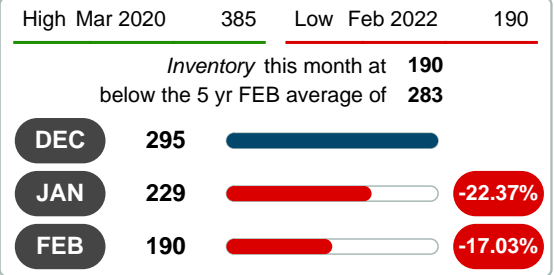


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 283



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	15	7.89%	77.5	15	0	0	0
\$25,001 - \$75,000	24	12.63%	62.1	22	2	0	0
\$75,001 - \$150,000	33	17.37%	95.8	24	7	2	0
\$150,001 - \$275,000	41	21.58%	103.2	11	20	9	1
\$275,001 - \$525,000	33	17.37%	111.3	18	7	6	2
\$525,001 - \$1,200,000	28	14.74%	109.2	17	5	6	0
\$1,200,001 and up	16	8.42%	144.9	10	1	3	2
Total Active Inventory by Units	190			117	42	26	5
Total Active Inventory by Volume	81,261,058	100%	100.5	49.83M	12.65M	14.29M	4.49M
Average Active Inventory Listing Price	\$427,690			\$425,860	\$301,273	\$549,615	\$898,400

February 2022

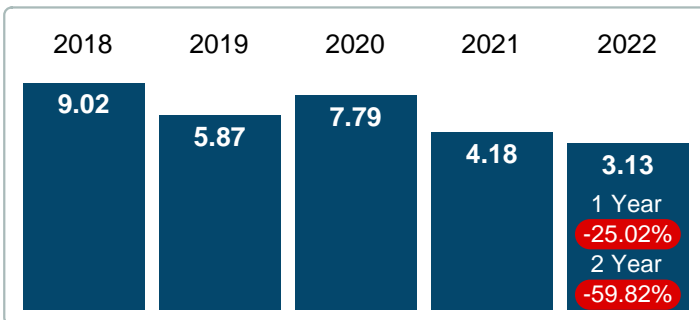
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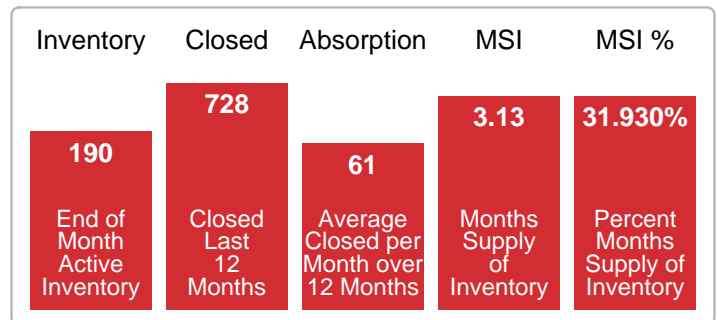
MONTHS SUPPLY of INVENTORY (MSI)

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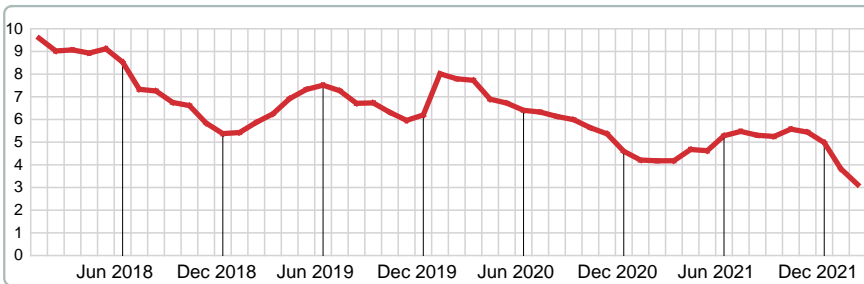
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2022

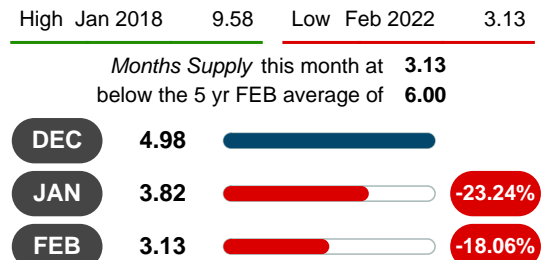


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 6.00



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	15	7.89%	6.00	6.43	0.00	0.00	0.00
\$25,001 - \$75,000	24	12.63%	5.05	5.74	2.40	0.00	0.00
\$75,001 - \$150,000	33	17.37%	3.33	6.00	1.47	1.85	0.00
\$150,001 - \$275,000	41	21.58%	1.45	4.00	0.97	2.04	2.00
\$275,001 - \$525,000	33	17.37%	2.79	9.82	1.45	1.41	2.18
\$525,001 - \$1,200,000	28	14.74%	9.08	13.60	6.00	14.40	0.00
\$1,200,001 and up	16	8.42%	64.00	120.00	12.00	0.00	24.00
Market Supply of Inventory (MSI)			3.13	7.27	1.31	2.54	2.31
Total Active Inventory by Units		100%	3.13	117	42	26	5

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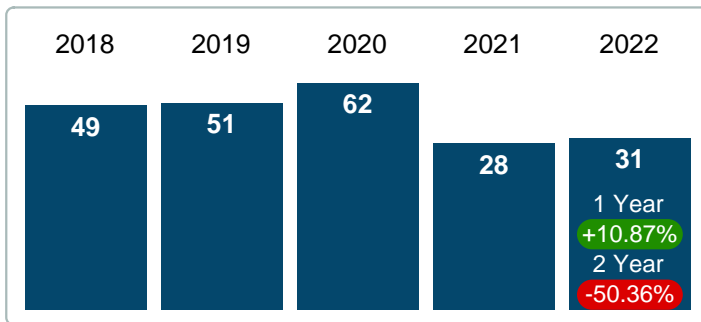
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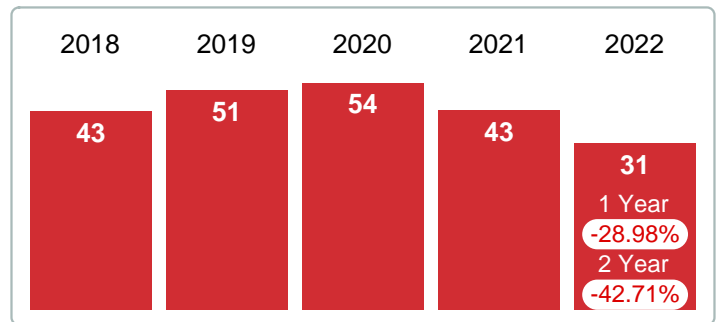
AVERAGE DAYS ON MARKET TO SALE

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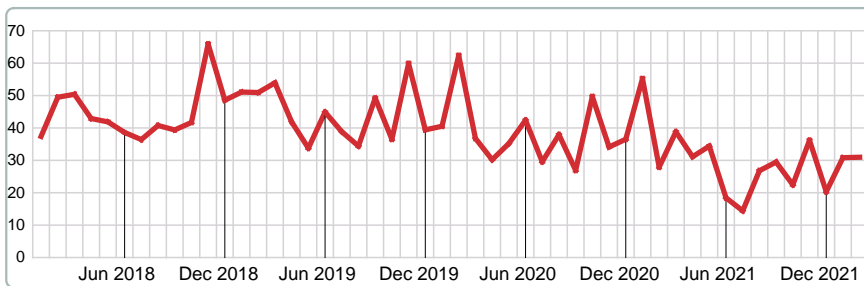
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

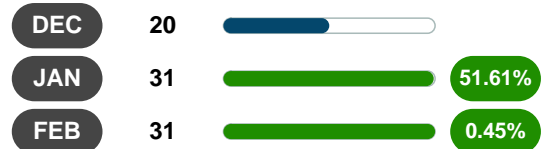


3 MONTHS

5 year FEB AVG = 44

High Nov 2018 66 Low Jul 2021 14

Average Days on Market to Sale this month at 31 below the 5 yr FEB average of 44



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	8.16%	13	13	0	0	0
\$50,001 - \$150,000	16.33%	44	55	24	0	0
\$150,001 - \$200,000	12.24%	30	25	28	36	0
\$200,001 - \$275,000	26.53%	14	11	6	40	0
\$275,001 - \$300,000	6.12%	21	0	1	32	0
\$300,001 - \$625,000	22.45%	51	66	47	44	81
\$625,001 and up	8.16%	32	44	1	80	0
Average Closed DOM		31	35	20	43	81
Total Closed Units	100%	31	14	22	12	1
Total Closed Volume		13,807,315	2.54M	6.90M	3.90M	475.00K

February 2022

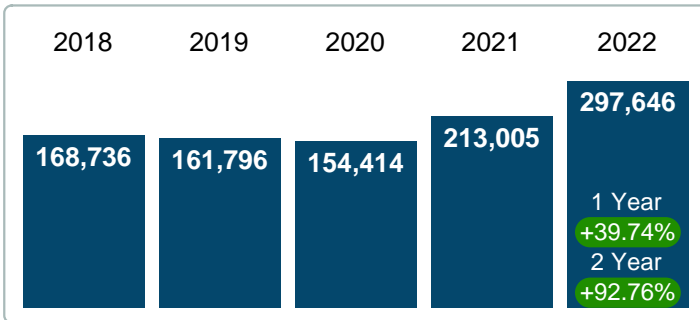
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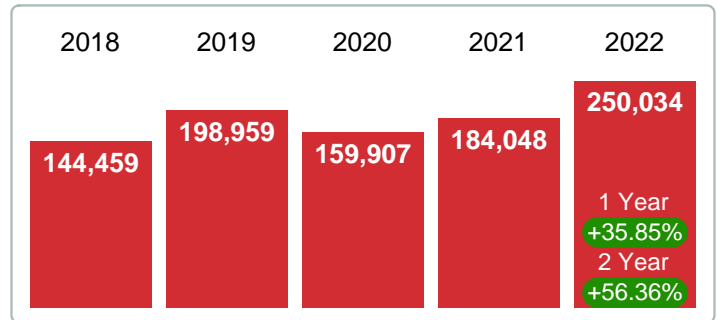
AVERAGE LIST PRICE AT CLOSING

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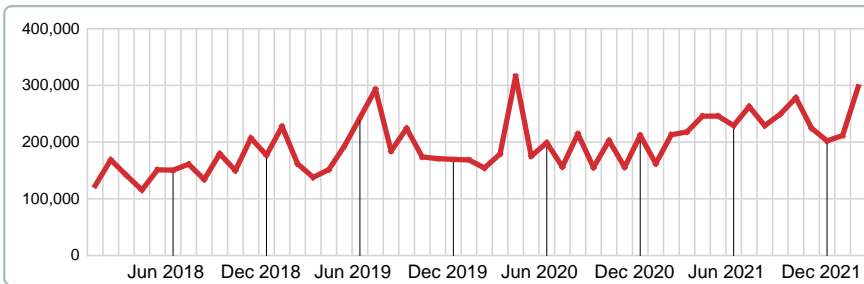
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

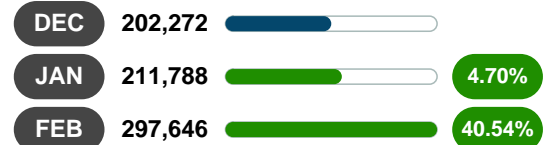


3 MONTHS

5 year FEB AVG = 199,119

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

Average List Price at Closing this month at **297,646**
above the 5 yr FEB average of **199,119**



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	6.12%	40,833	45,600	0	0	0
\$50,001 - \$150,000	16.33%	103,475	120,780	106,333	0	0
\$150,001 - \$200,000	14.29%	181,571	200,000	184,333	181,500	0
\$200,001 - \$275,000	26.53%	235,100	239,000	232,188	240,267	0
\$275,001 - \$300,000	6.12%	296,333	0	290,000	299,500	0
\$300,001 - \$625,000	20.41%	395,657	499,000	453,737	333,473	529,999
\$625,001 and up	10.20%	892,300	750,000	942,250	1,152,000	0
Average List Price		297,646	193,807	326,031	347,391	529,999
Total Closed Units	100%	297,646	14	22	12	1
Total Closed Volume		14,584,674	2.71M	7.17M	4.17M	530.00K

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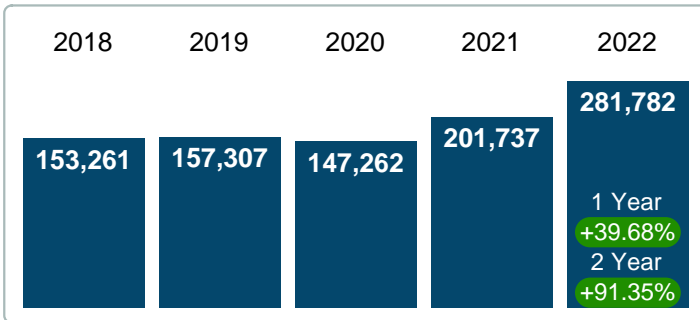
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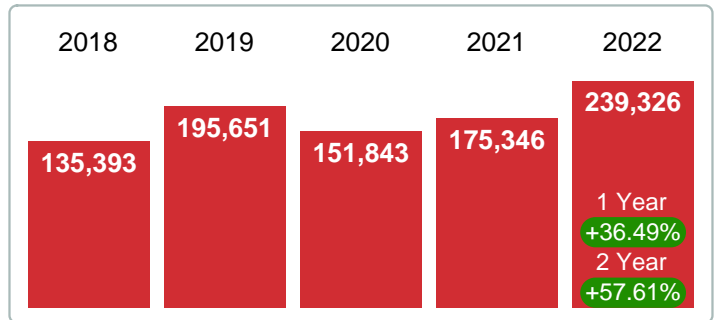
AVERAGE SOLD PRICE AT CLOSING

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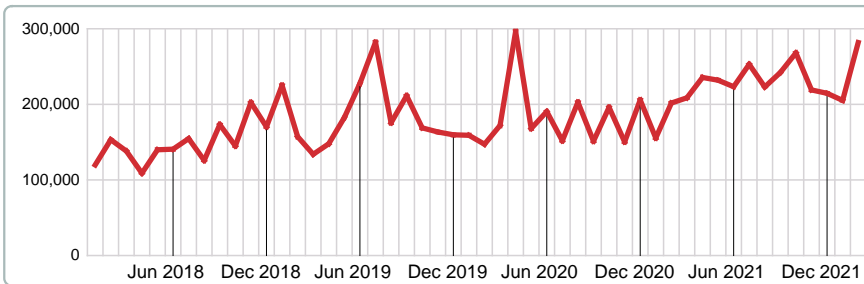
FEBRUARY



YEAR TO DATE (YTD)

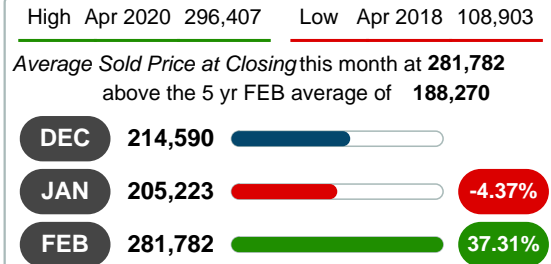


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 188,270



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	8.16%	41,000	41,000	0	0	0
\$50,001 - \$150,000	16.33%	109,438	115,400	99,500	0	0
\$150,001 - \$200,000	12.24%	175,667	160,000	182,333	173,500	0
\$200,001 - \$275,000	26.53%	236,154	236,500	234,563	240,167	0
\$275,001 - \$300,000	6.12%	296,333	0	290,000	299,500	0
\$300,001 - \$625,000	22.45%	407,883	475,000	440,821	333,153	475,000
\$625,001 and up	8.16%	817,025	687,500	840,300	900,000	0
Average Sold Price		281,782	181,179	313,487	324,926	475,000
Total Closed Units	100%	281,782	14	22	12	1
Total Closed Volume		13,807,315	2.54M	6.90M	3.90M	475.00K

February 2022

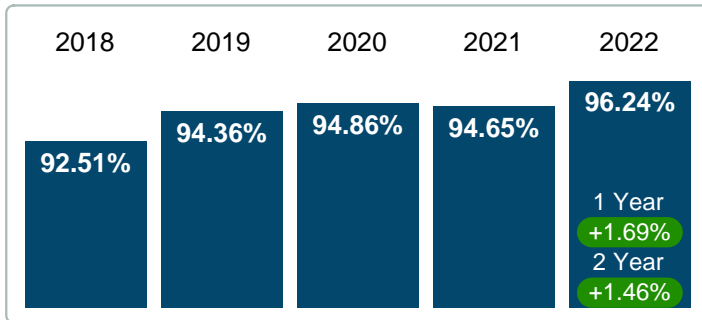
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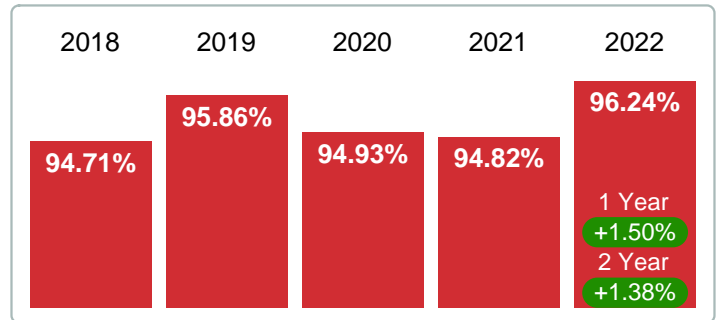
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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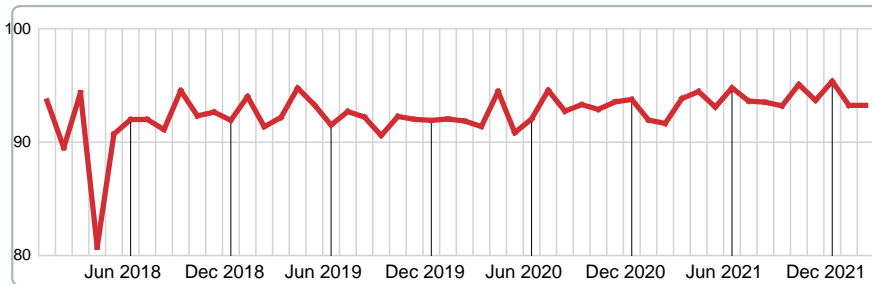
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

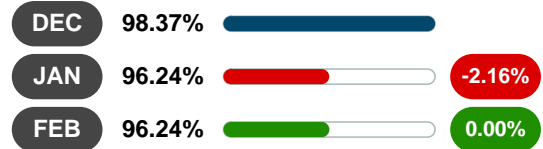


3 MONTHS

5 year FEB AVG = 94.53%

High Dec 2021 98.37% Low Apr 2018 83.74%

Average Sold/List Ratio this month at **96.24%** above the 5 yr FEB average of **94.53%**



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	4	8.16%	91.28%	91.28%	0.00%	0.00%	0.00%
\$50,001 - \$150,000	8	16.33%	94.36%	95.59%	92.32%	0.00%	0.00%
\$150,001 - \$200,000	6	12.24%	94.72%	80.00%	98.97%	95.72%	0.00%
\$200,001 - \$275,000	13	26.53%	100.42%	98.90%	100.92%	100.09%	0.00%
\$275,001 - \$300,000	3	6.12%	100.00%	0.00%	100.00%	100.00%	0.00%
\$300,001 - \$625,000	11	22.45%	97.65%	95.19%	97.88%	99.99%	89.62%
\$625,001 and up	4	8.16%	87.00%	91.67%	89.10%	78.13%	0.00%
Average Sold/List Ratio			96.20%	93.41%	97.67%	97.48%	89.62%
Total Closed Units		100%	96.20%	14	22	12	1
Total Closed Volume				2.54M	6.90M	3.90M	475.00K

February 2022

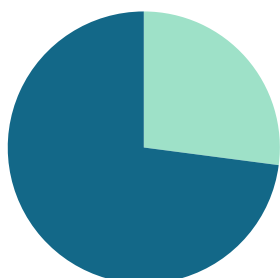
Area Delimited by County Of Bryan



MARKET SUMMARY

Report produced on Mar 14, 2022 for MLS Technology Inc.

INVENTORY

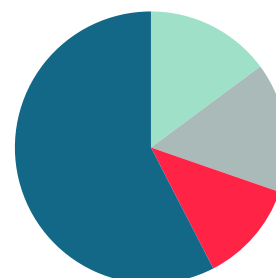


Inventory
 New Listings
85 = 27.07%
 Start Inventory
229
 Total Inventory Units
314
 Volume
\$122,843,596

Market Activity

Closed Sales
49 = 14.85%
 Pending Sales
51 = 15.45%
 Other Off Market
40 = 12.12%
 Active Inventory
190 = 57.58%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	40	49	22.50%	93	110	18.28%
Pending Sales	38	51	34.21%	97	125	28.87%
New Listings	53	85	60.38%	119	149	25.21%
Average List Price	213,005	297,646	39.74%	184,048	250,034	35.85%
Average Sale Price	201,737	281,782	39.68%	175,346	239,326	36.49%
Average Percent of Selling Price to List Price	94.65%	96.24%	1.69%	94.82%	96.24%	1.50%
Average Days on Market to Sale	27.93	30.96	10.87%	43.48	30.88	-28.98%
Monthly Inventory	228	190	-16.67%	228	190	-16.67%
Months Supply of Inventory	4.18	3.13	-25.02%	4.18	3.13	-25.02%

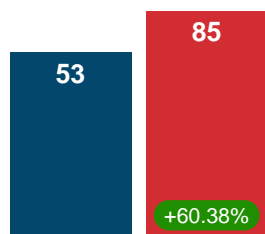
Absorption: Last 12 months, an Average of **61** Sales/Month

Inventory on February 28, 2022 = **190** 2021 2022

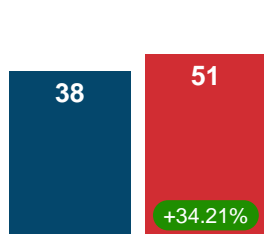
FEBRUARY MARKET

AVERAGE PRICES

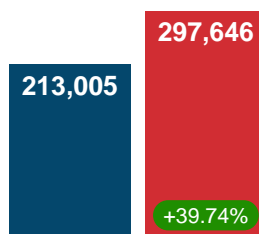
New Listings



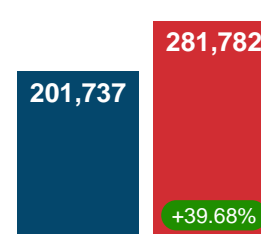
Pending Listings



List Price



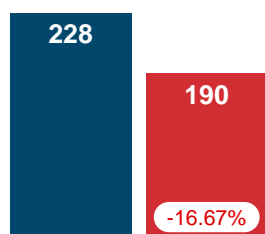
Sale Price



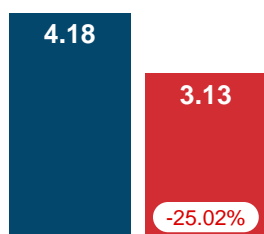
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

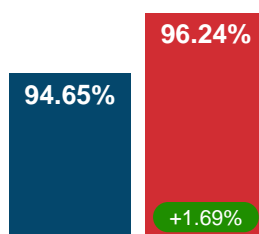
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

