

# January 2022

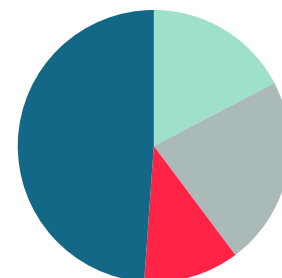
Area Delimited by County Of Bryan



## 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%
Average List Price	162,194	211,788	30.58%
Average Sale Price	155,429	205,223	32.04%
Average Percent of Selling Price to List Price	94.95%	96.24%	1.36%
Average Days on Market to Sale	55.23	30.82	-44.19%
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.

#### 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 **32.04%** in January 2022 to \$205,223 versus the previous year at \$155,429.

#### Average Days on Market Shortens

The average number of **30.82** days that homes spent on the market before selling decreased by 24.41 days or **44.19%** in January 2022 compared to last year's same month at **55.23** DOM.

#### Sales Success for January 2022 is Positive

Overall, with Average 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 Month's 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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

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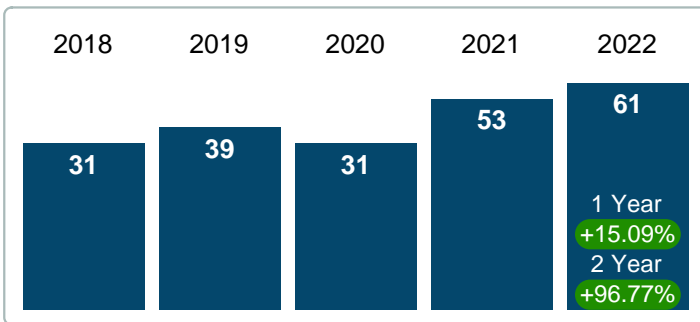
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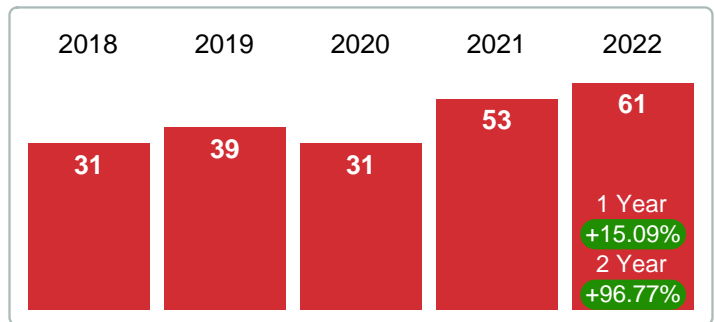
## CLOSED LISTINGS

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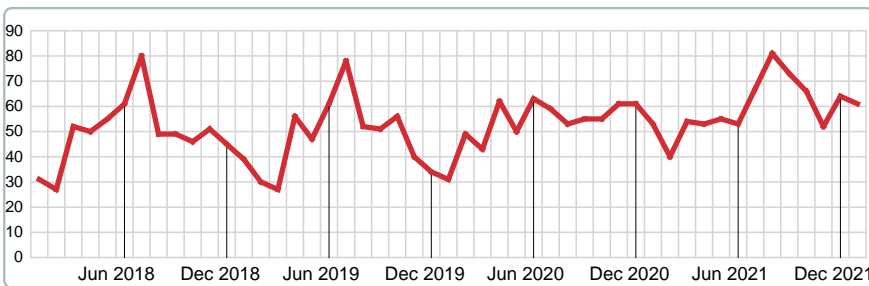
### JANUARY



### YEAR TO DATE (YTD)

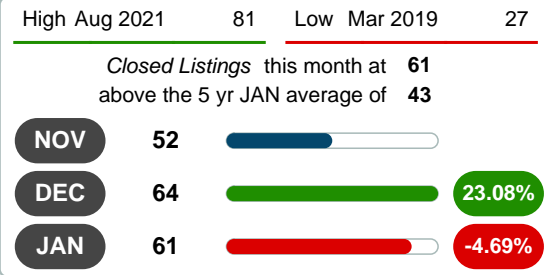


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 43



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	9.84%	39.7	6	0	0	0
\$50,001 - \$100,000	7	11.48%	31.1	4	3	0	0
\$100,001 - \$150,000	6	9.84%	10.0	2	4	0	0
\$150,001 - \$225,000	19	31.15%	25.6	1	16	1	1
\$225,001 - \$275,000	7	11.48%	21.1	0	5	1	1
\$275,001 - \$350,000	10	16.39%	28.2	0	4	5	1
\$350,001 and up	6	9.84%	74.7	1	4	1	0
<b>Total Closed Units</b>	<b>61</b>			<b>14</b>	<b>36</b>	<b>8</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>12,518,591</b>	<b>100%</b>	<b>30.8</b>	<b>1.29M</b>	<b>7.92M</b>	<b>2.55M</b>	<b>756.00K</b>
<b>Average Closed Price</b>	<b>\$205,223</b>			<b>\$92,082</b>	<b>\$219,971</b>	<b>\$319,313</b>	<b>\$252,000</b>

# January 2022

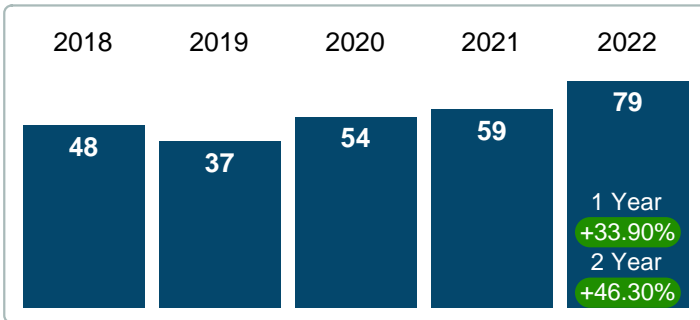
Area Delimited by County Of Bryan



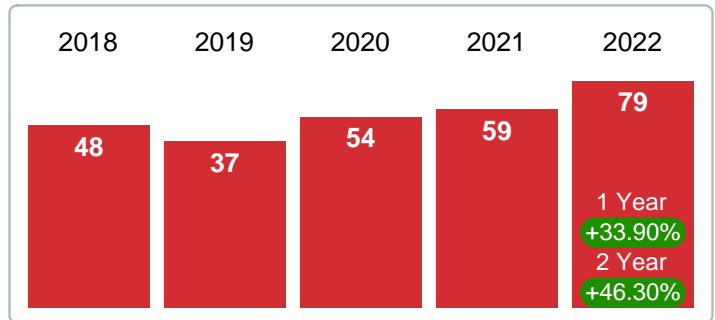
## PENDING LISTINGS

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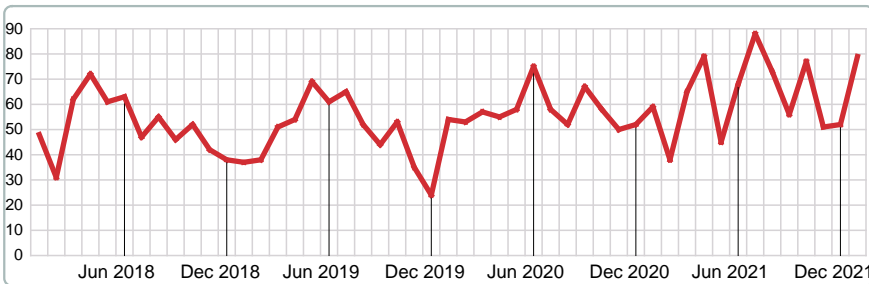
### JANUARY



### YEAR TO DATE (YTD)

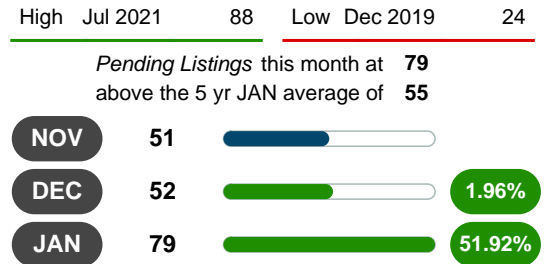


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 55



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	10.13%	33.5	7	1	0	0
\$50,001 - \$75,000	4	5.06%	26.3	3	1	0	0
\$75,001 - \$175,000	19	24.05%	49.4	7	10	1	1
\$175,001 - \$225,000	10	12.66%	42.1	1	6	3	0
\$225,001 - \$300,000	17	21.52%	21.6	2	10	4	1
\$300,001 - \$450,000	12	15.19%	48.7	2	3	7	0
\$450,001 and up	9	11.39%	93.4	1	3	3	2
<b>Total Pending Units</b>	<b>79</b>			<b>23</b>	<b>34</b>	<b>18</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>21,186,874</b>	<b>100%</b>	<b>9.6</b>	<b>3.35M</b>	<b>7.38M</b>	<b>8.73M</b>	<b>1.74M</b>
<b>Average Listing Price</b>	<b>\$154,545</b>			<b>\$145,461</b>	<b>\$216,950</b>	<b>\$484,783</b>	<b>\$434,725</b>

# January 2022

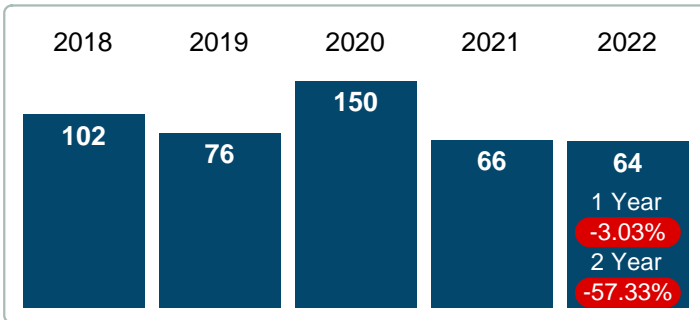
Area Delimited by County Of Bryan



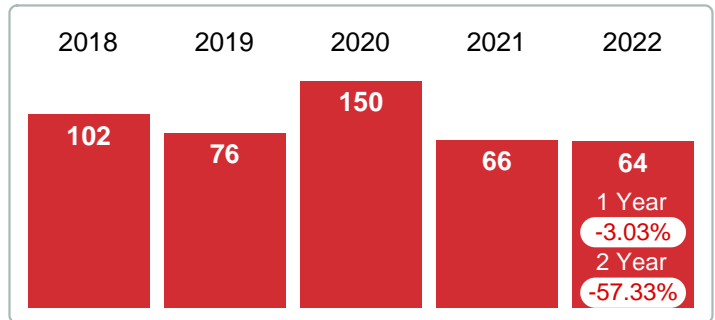
## NEW LISTINGS

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

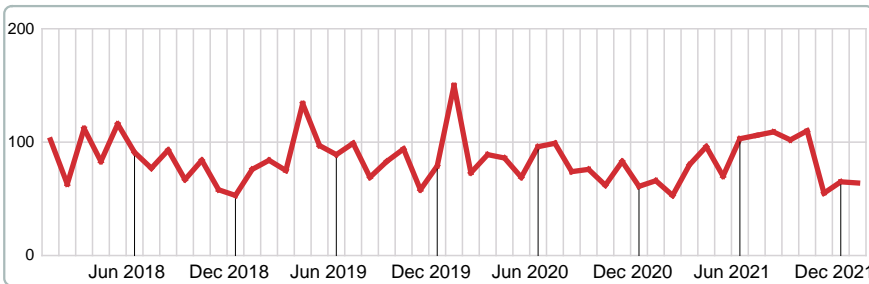
### JANUARY



### YEAR TO DATE (YTD)

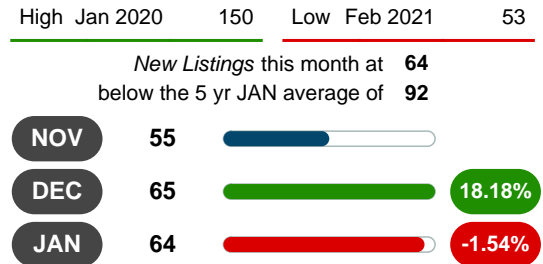


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 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
<b>Total New Listed Units</b>	<b>64</b>		<b>21</b>	<b>30</b>	<b>12</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>17,037,015</b>	<b>100%</b>	<b>2.35M</b>	<b>8.78M</b>	<b>5.63M</b>	<b>275.00K</b>
<b>Average New Listed Listing Price</b>	<b>\$195,071</b>		<b>\$111,968</b>	<b>\$292,783</b>	<b>\$468,933</b>	<b>\$275,000</b>

# January 2022



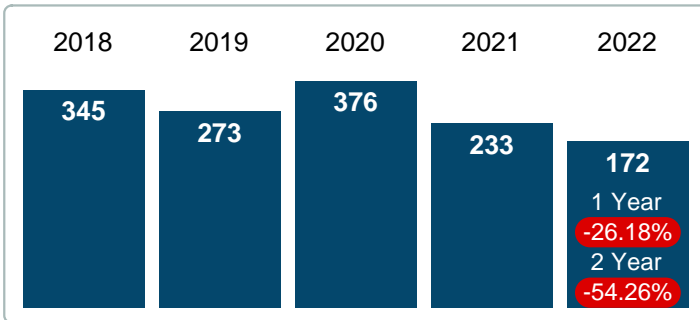
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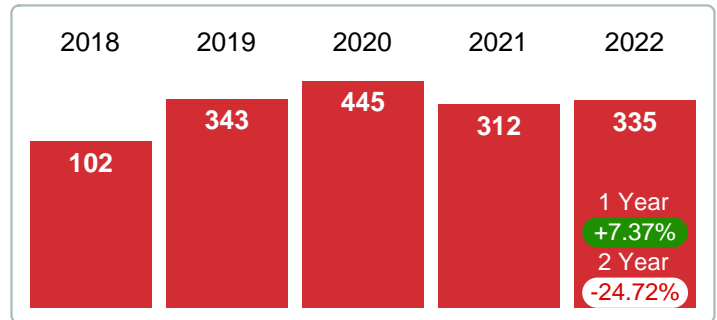
## ACTIVE INVENTORY

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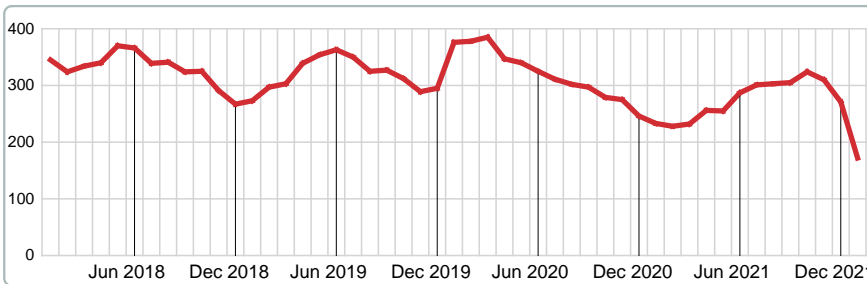
### END OF JANUARY



### ACTIVE DURING JANUARY

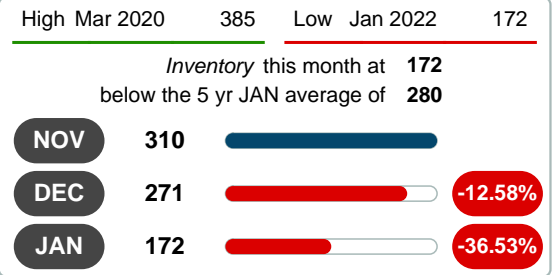


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 280



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	10	5.81%	88.0	10	0	0	0
\$25,001 - \$75,000	20	11.63%	119.6	20	0	0	0
\$75,001 - \$150,000	30	17.44%	94.1	22	7	1	0
\$150,001 - \$300,000	45	26.16%	89.8	15	20	9	1
\$300,001 - \$600,000	29	16.86%	123.3	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%	180.9	13	1	2	1
<b>Total Active Inventory by Units</b>	<b>172</b>			<b>110</b>	<b>41</b>	<b>19</b>	<b>2</b>
<b>Total Active Inventory by Volume</b>	<b>81,406,785</b>	<b>100%</b>	<b>110.3</b>	<b>53.38M</b>	<b>14.74M</b>	<b>10.24M</b>	<b>3.05M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$473,295</b>			<b>\$485,260</b>	<b>\$359,462</b>	<b>\$538,958</b>	<b>\$1,525,000</b>

# January 2022

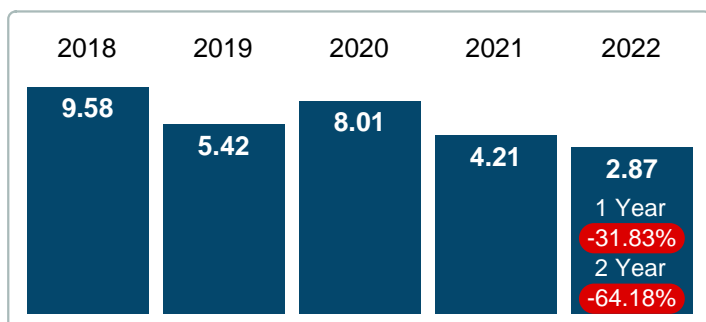
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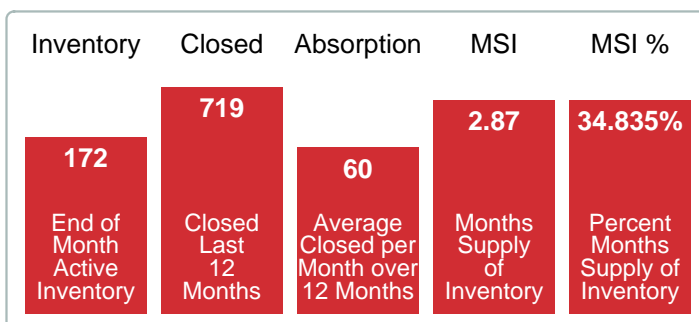
## MONTHS SUPPLY of INVENTORY (MSI)

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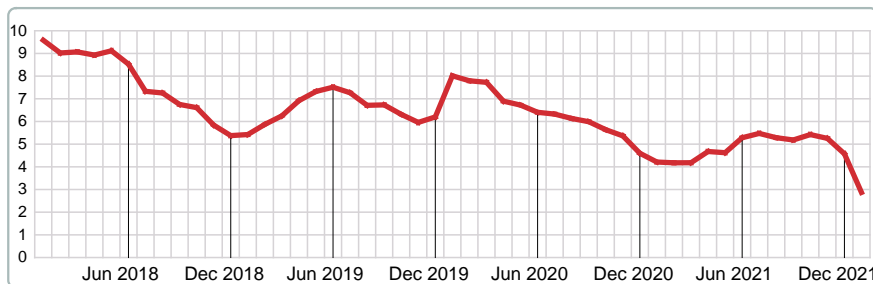
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2022

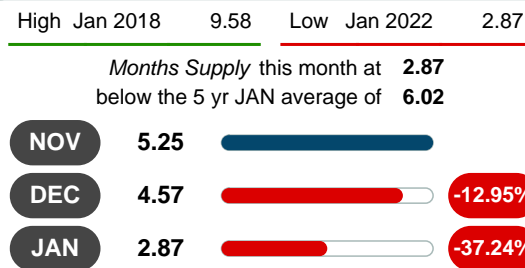


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

# January 2022

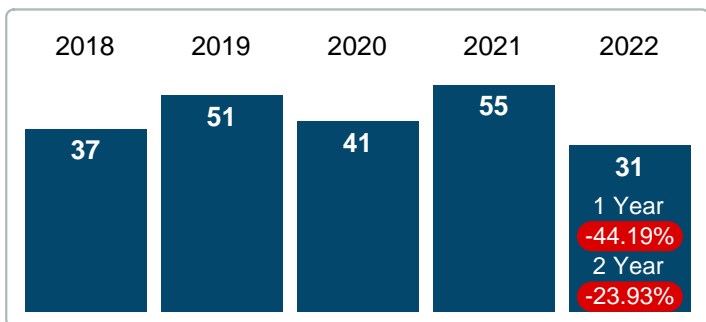
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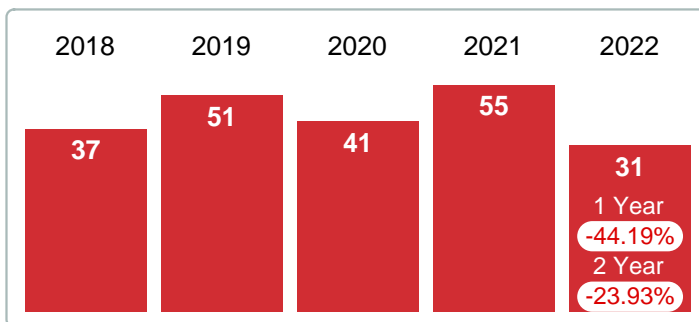
## AVERAGE DAYS ON MARKET TO SALE

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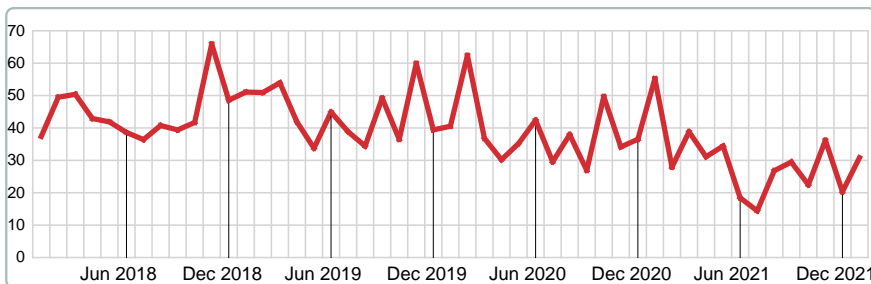
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 43

High Nov 2018 66 Low Jul 2021 14

Average Days on Market to Sale this month at 31 below the 5 yr JAN average of 43



### 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	9.84%	40	40	0	0	0
\$50,001 - \$100,000	11.48%	31	47	10	0	0
\$100,001 - \$150,000	9.84%	10	3	14	0	0
\$150,001 - \$225,000	31.15%	26	2	20	42	126
\$225,001 - \$275,000	11.48%	21	0	15	4	70
\$275,001 - \$350,000	16.39%	28	0	42	22	5
\$350,001 and up	9.84%	75	116	73	39	0
<b>Average Closed DOM</b>		<b>31</b>	<b>39</b>	<b>26</b>	<b>25</b>	<b>67</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>61</b>	<b>14</b>	<b>36</b>	<b>8</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>12,518,591</b>	<b>1.29M</b>	<b>7.92M</b>	<b>2.55M</b>	<b>756.00K</b>

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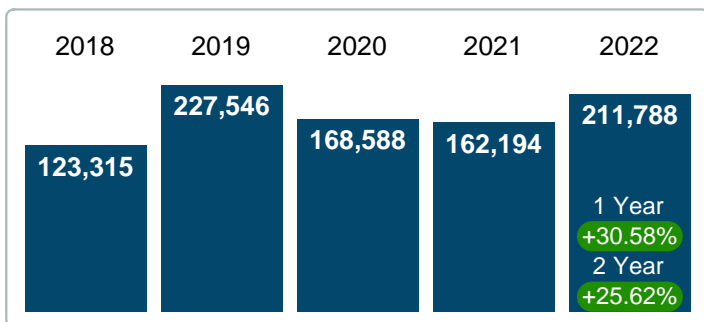
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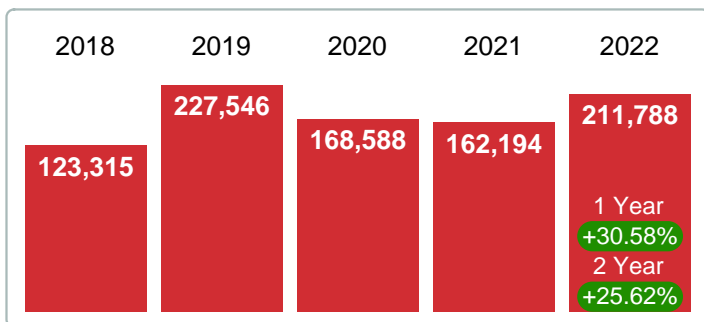
## AVERAGE LIST PRICE AT CLOSING

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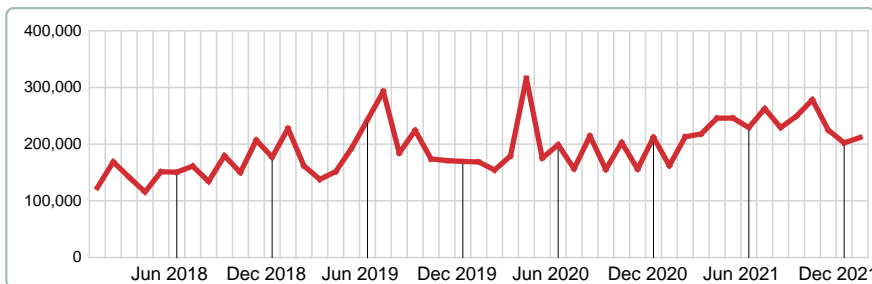
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

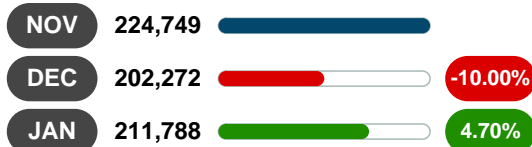


### 3 MONTHS

5 year JAN AVG = 178,686

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

Average List Price at Closing this month at **211,788**  
above the 5 yr JAN average of **178,686**



### 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	9.84%	27,500	27,500	0	0	0
\$50,001 - \$100,000	9.84%	86,417	89,875	91,333	0	0
\$100,001 - \$150,000	9.84%	123,983	122,000	138,700	0	0
\$150,001 - \$225,000	29.51%	191,816	159,000	199,618	169,900	259,900
\$225,001 - \$275,000	14.75%	242,996	0	246,032	227,900	229,000
\$275,001 - \$350,000	16.39%	318,740	0	325,750	311,879	325,000
\$350,001 and up	9.84%	444,100	499,900	387,450	614,900	0
<b>Average List Price</b>		<b>211,788</b>	<b>101,957</b>	<b>225,157</b>	<b>321,512</b>	<b>271,300</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>211,788</b>	<b>14</b>	<b>36</b>	<b>8</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>12,919,043</b>	<b>1.43M</b>	<b>8.11M</b>	<b>2.57M</b>	<b>813.90K</b>



# January 2022

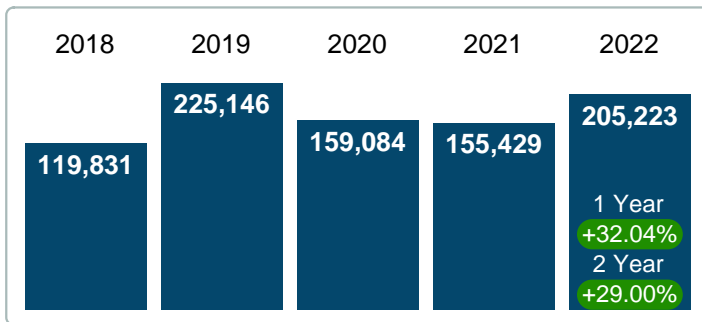
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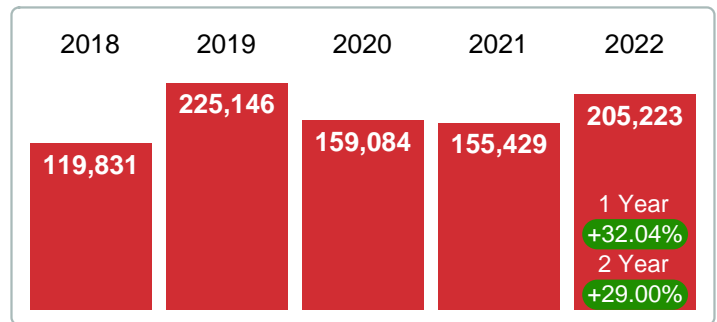
## AVERAGE SOLD PRICE AT CLOSING

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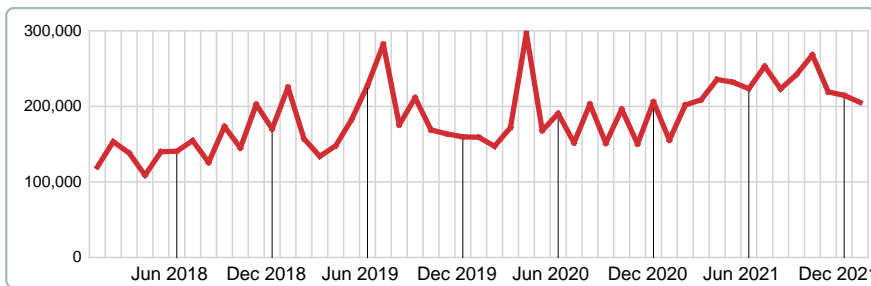
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

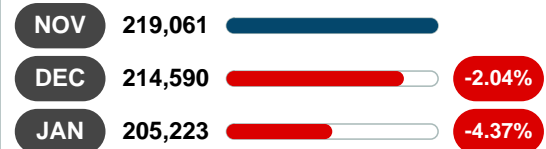


### 3 MONTHS

5 year JAN AVG = 172,943

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

Average Sold Price at Closing this month at **205,223**  
above the 5 yr JAN average of **172,943**



### 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	9.84%	25,750	25,750	0	0	0
\$50,001 - \$100,000	11.48%	82,071	81,375	83,000	0	0
\$100,001 - \$150,000	9.84%	127,292	114,000	133,938	0	0
\$150,001 - \$225,000	31.15%	192,202	153,500	194,834	169,000	212,000
\$225,001 - \$275,000	11.48%	237,783	0	241,496	228,000	229,000
\$275,001 - \$350,000	16.39%	312,950	0	318,000	308,500	315,000
\$350,001 and up	9.84%	430,004	427,650	384,344	615,000	0
<b>Average Sold Price</b>		<b>205,223</b>	<b>92,082</b>	<b>219,971</b>	<b>319,313</b>	<b>252,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>205,223</b>	<b>14</b>	<b>36</b>	<b>8</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>12,518,591</b>	<b>1.29M</b>	<b>7.92M</b>	<b>2.55M</b>	<b>756.00K</b>

# January 2022



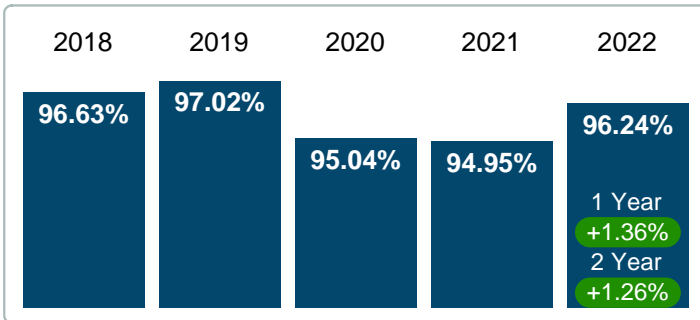
Area Delimited by County Of Bryan



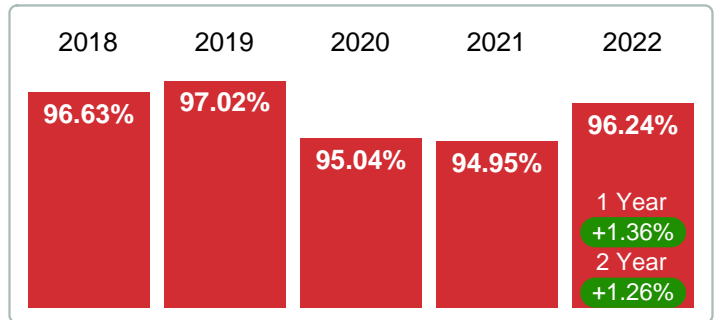
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

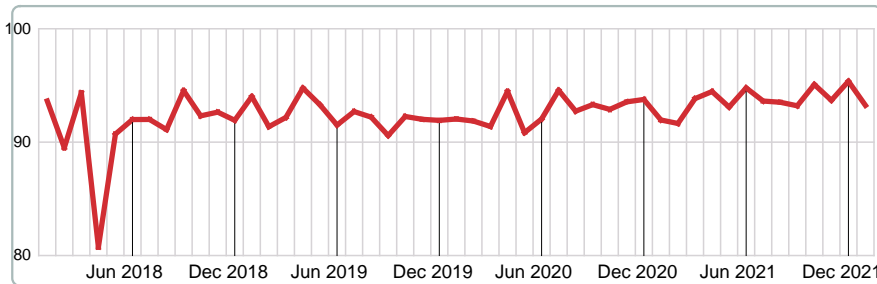
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

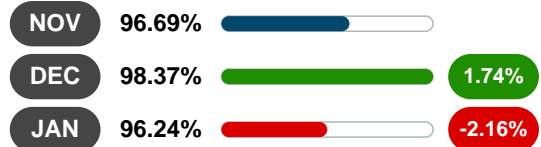


### 3 MONTHS

5 year JAN AVG = 95.98%

High Dec 2021 98.37% Low Apr 2018 83.74%

Average Sold/List Ratio this month at **96.24%** equal to 5 yr JAN average of **95.98%**



### 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	6	9.84%	92.33%	92.33%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	7	11.48%	91.86%	92.55%	90.94%	0.00%	0.00%
\$100,001 - \$150,000	6	9.84%	96.26%	93.48%	97.65%	0.00%	0.00%
\$150,001 - \$225,000	19	31.15%	96.85%	96.54%	97.66%	99.47%	81.57%
\$225,001 - \$275,000	7	11.48%	98.81%	0.00%	98.33%	100.04%	100.00%
\$275,001 - \$350,000	10	16.39%	98.18%	0.00%	97.57%	98.92%	96.92%
\$350,001 and up	6	9.84%	97.07%	85.55%	99.22%	100.02%	0.00%
Average Sold/List Ratio		96.20%		92.38%	97.36%	99.27%	92.83%
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

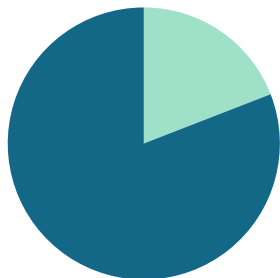
Area Delimited by County Of Bryan



## MARKET SUMMARY

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

### INVENTORY

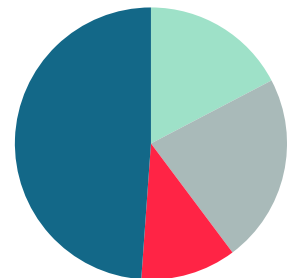


**Inventory**  
 New Listings  
**64 = 19.10%**  
 Start Inventory  
**271**  
 Total Inventory Units  
**335**  
 Volume  
**\$131,807,089**

### 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%
Average List Price	162,194	211,788	30.58%	162,194	211,788	30.58%
Average Sale Price	155,429	205,223	32.04%	155,429	205,223	32.04%
Average Percent of Selling Price to List Price	94.95%	96.24%	1.36%	94.95%	96.24%	1.36%
Average Days on Market to Sale	55.23	30.82	-44.19%	55.23	30.82	-44.19%
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

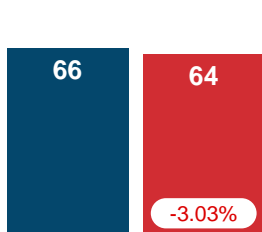
**Inventory** on January 31, 2022 = **172**

**2021** **2022**

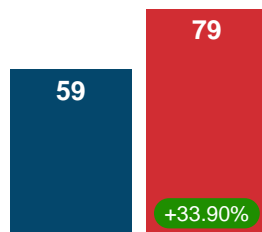
### JANUARY MARKET

### AVERAGE PRICES

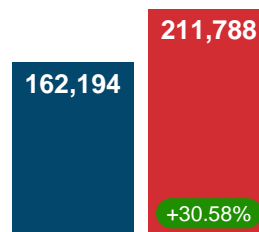
#### New Listings



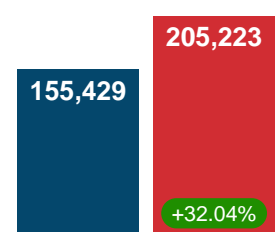
#### Pending Listings



#### List Price



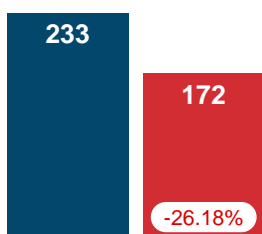
#### Sale Price



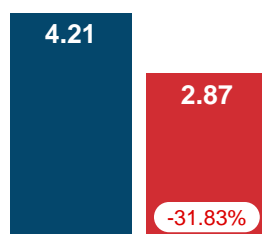
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

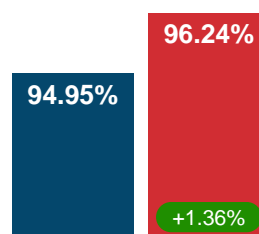
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

