

March 2022



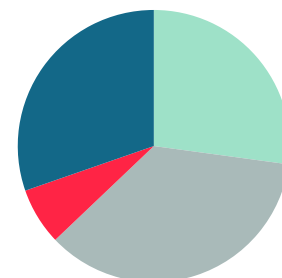
Area Delimited by County Of Bryan - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	March 2022	+/-%
Closed Listings	41	60	46.34%
Pending Listings	49	79	61.22%
New Listings	52	73	40.38%
Average List Price	230,269	323,260	40.38%
Average Sale Price	221,346	306,675	38.55%
Average Percent of Selling Price to List Price	97.01%	98.23%	1.25%
Average Days on Market to Sale	40.59	26.92	-33.68%
End of Month Inventory	122	67	-45.08%
Months Supply of Inventory	2.87	1.33	-53.78%



■ Closed (27.15%)
■ Pending (35.75%)
■ Other OffMarket (6.79%)
■ Active (30.32%)

Absorption: Last 12 months, an Average of **51** Sales/Month
Active Inventory as of March 31, 2022 = **67**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2022 decreased **45.08%** to 67 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 **1.33** 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 **38.55%** in March 2022 to \$306,675 versus the previous year at \$221,346.

Average Days on Market Shortens

The average number of **26.92** days that homes spent on the market before selling decreased by 13.67 days or **33.68%** in March 2022 compared to last year's same month at **40.59** DOM.

Sales Success for March 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 73 New Listings in March 2022, up **40.38%** from last year at 52. Furthermore, there were 60 Closed Listings this month versus last year at 41, a **46.34%** increase.

Closed versus Listed trends yielded a **82.2%** ratio, up from previous year's, March 2021, at **78.8%**, a **4.24%** 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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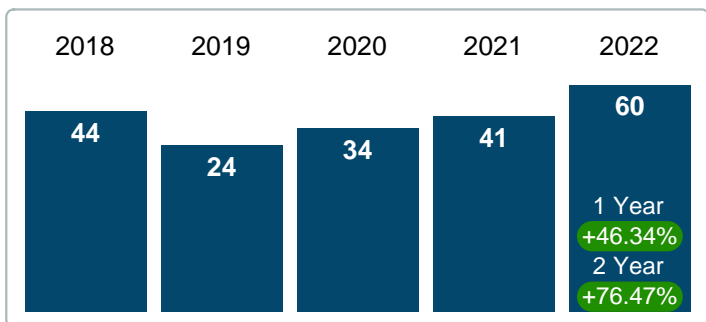
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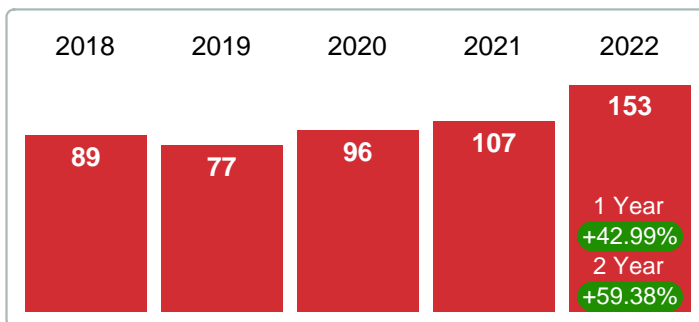
CLOSED LISTINGS

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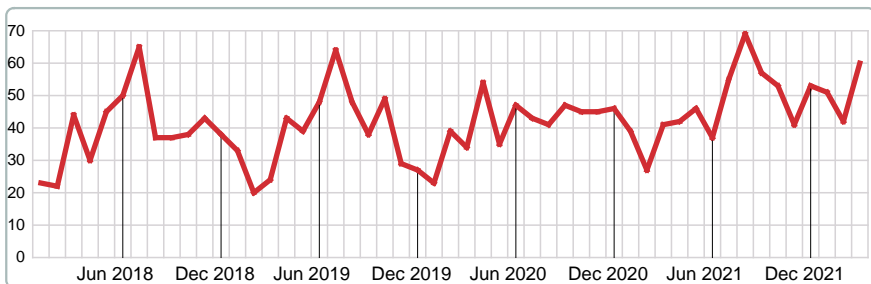
MARCH



YEAR TO DATE (YTD)

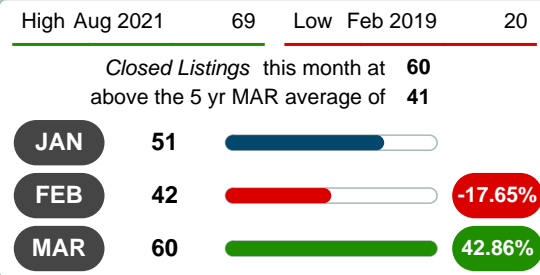


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 41



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	7	11.67%	10.6	2	5	0	0
\$125,001 - \$150,000	5	8.33%	48.0	0	2	3	0
\$150,001 - \$200,000	8	13.33%	34.5	1	5	2	0
\$200,001 - \$250,000	16	26.67%	21.9	0	14	1	1
\$250,001 - \$275,000	9	15.00%	3.8	0	6	2	1
\$275,001 - \$375,000	9	15.00%	24.7	0	5	4	0
\$375,001 and up	6	10.00%	69.8	1	1	1	3
Total Closed Units	60			4	38	13	5
Total Closed Volume	18,400,497	100%	26.9	707.00K	8.37M	4.70M	4.63M
Average Closed Price	\$306,675			\$176,750	\$220,142	\$361,623	\$925,400

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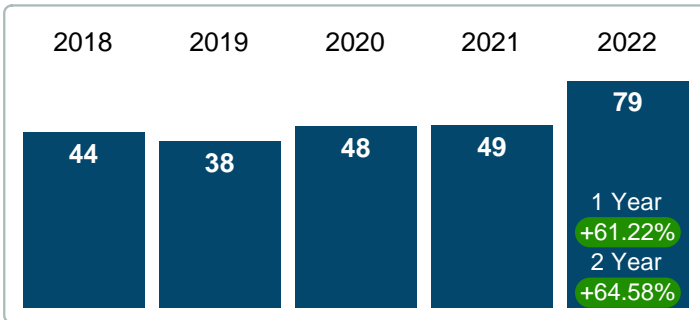
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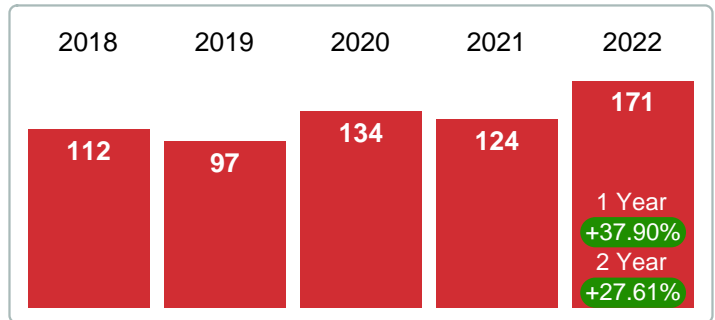
PENDING LISTINGS

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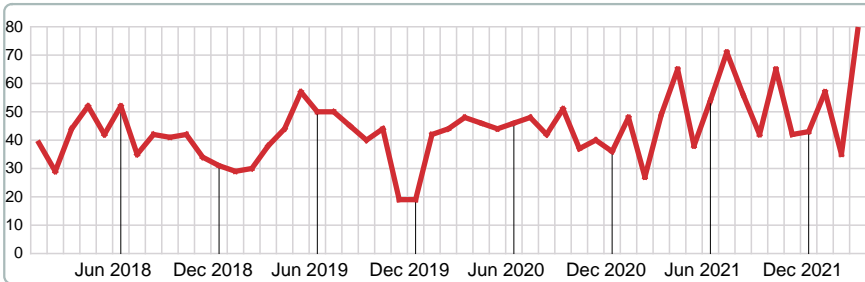
MARCH



YEAR TO DATE (YTD)

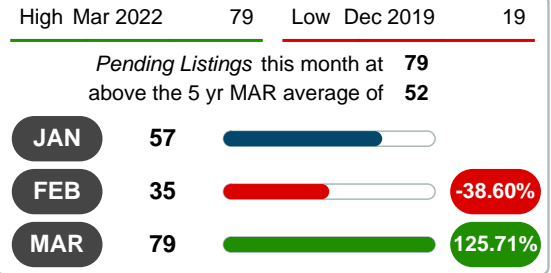


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 52



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	5	6.33%	2.8	3	2	0	0
\$100,001 - \$125,000	6	7.59%	15.2	3	3	0	0
\$125,001 - \$175,000	14	17.72%	56.1	5	7	2	0
\$175,001 - \$225,000	15	18.99%	11.7	0	13	2	0
\$225,001 - \$275,000	21	26.58%	41.0	0	19	2	0
\$275,001 - \$475,000	9	11.39%	46.6	0	8	1	0
\$475,001 and up	9	11.39%	53.8	0	2	5	2
Total Pending Units	79			11	54	12	2
Total Pending Volume	20,664,825	100%	12.4	1.29M	13.22M	4.88M	1.29M
Average Listing Price	\$236,516			\$117,182	\$244,730	\$406,282	\$642,500

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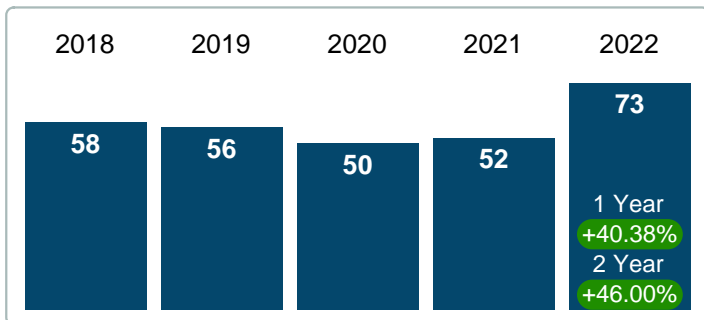
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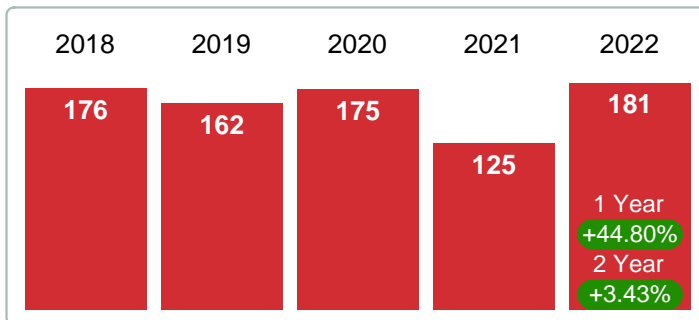
NEW LISTINGS

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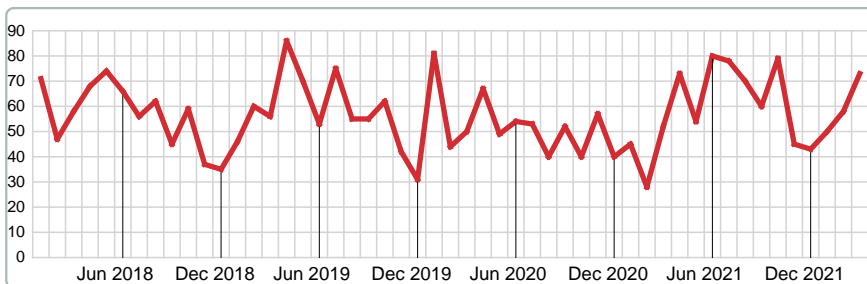
MARCH



YEAR TO DATE (YTD)

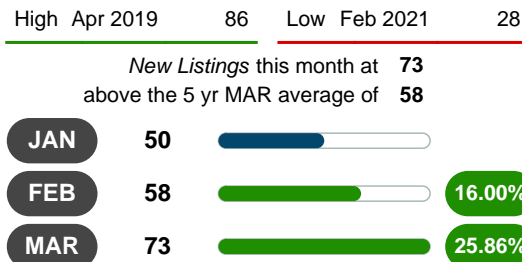


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 58



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	6	8.22%	3	3	0	0
\$100,001 - \$175,000	9	12.33%	4	5	0	0
\$175,001 - \$200,000	11	15.07%	0	11	0	0
\$200,001 - \$250,000	20	27.40%	0	20	0	0
\$250,001 - \$275,000	8	10.96%	0	6	2	0
\$275,001 - \$475,000	11	15.07%	0	7	3	1
\$475,001 and up	8	10.96%	0	2	2	4
Total New Listed Units	73		7	54	7	5
Total New Listed Volume	19,366,279	100%	814.00K	12.54M	2.61M	3.40M
Average New Listed Listing Price	\$246,876		\$116,286	\$232,239	\$372,911	\$680,200

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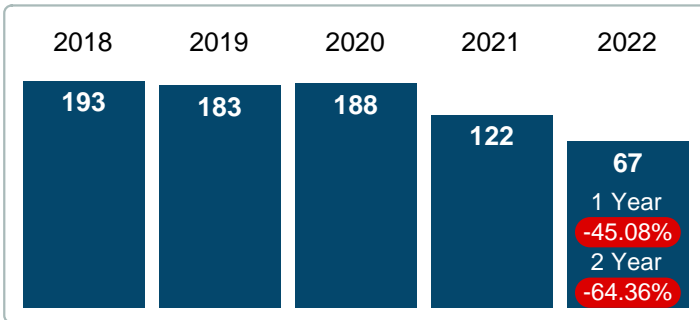
Area Delimited by County Of Bryan - Residential Property Type



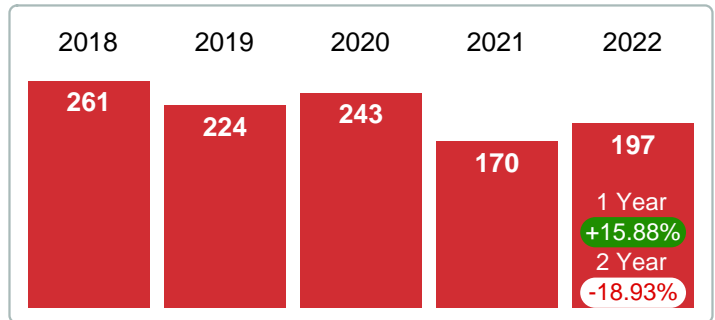
ACTIVE INVENTORY

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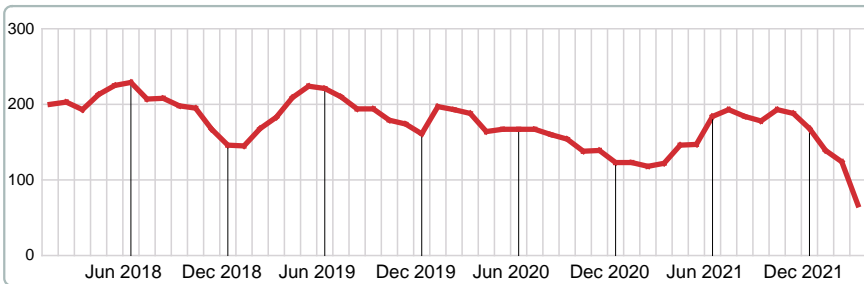
END OF MARCH



ACTIVE DURING MARCH

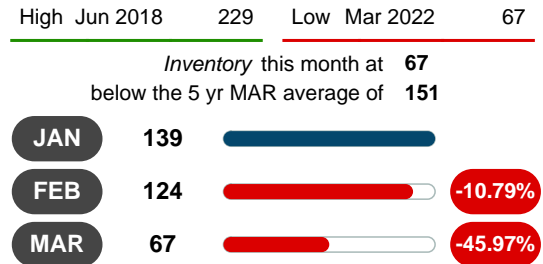


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 151



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	6	8.96%	72.5	2	4	0	0
\$100,001 - \$175,000	6	8.96%	76.3	2	3	1	0
\$175,001 - \$200,000	7	10.45%	30.3	0	7	0	0
\$200,001 - \$300,000	21	31.34%	69.7	1	11	9	0
\$300,001 - \$525,000	12	17.91%	54.7	1	6	2	3
\$525,001 - \$875,000	8	11.94%	48.1	1	2	2	3
\$875,001 and up	7	10.45%	97.4	0	1	5	1
Total Active Inventory by Units	67			7	34	19	7
Total Active Inventory by Volume	28,283,396	100%	64.1	1.87M	9.63M	11.34M	5.44M
Average Active Inventory Listing Price	\$422,140			\$267,257	\$283,176	\$596,926	\$777,571

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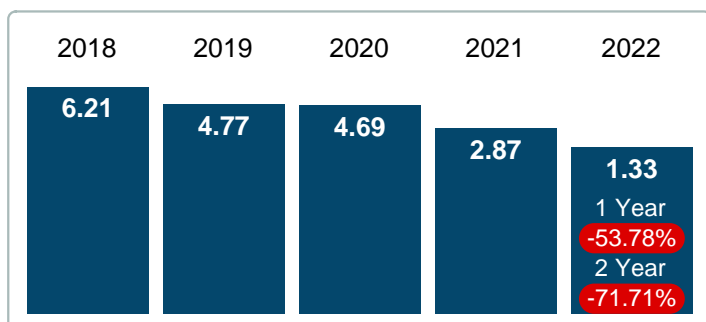
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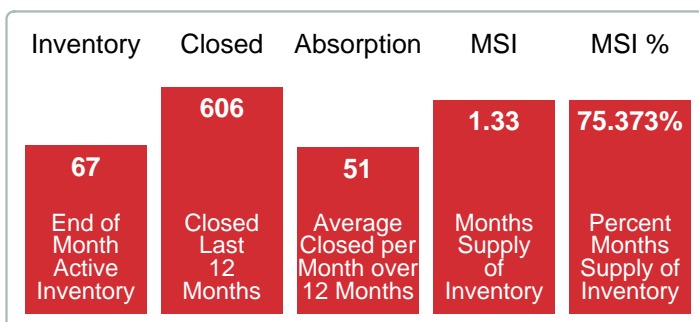
MONTHS SUPPLY of INVENTORY (MSI)

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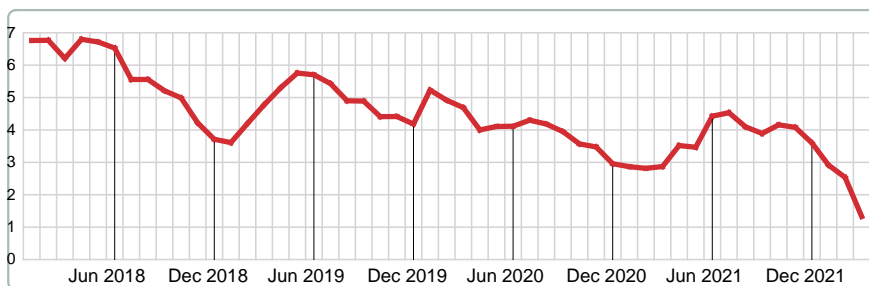
MSI FOR MARCH



INDICATORS FOR MARCH 2022

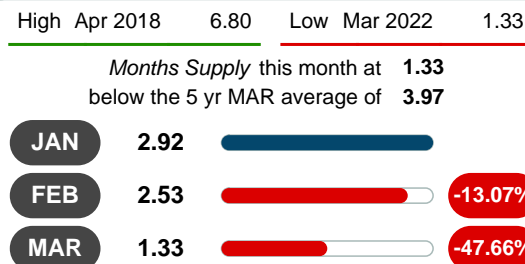


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 3.97



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
\$100,000 and less	6	8.96%	1.41	1.26	1.60	0.00	0.00
\$100,001 - \$175,000	6	8.96%	0.54	0.86	0.43	0.57	0.00
\$175,001 - \$200,000	7	10.45%	1.12	0.00	1.31	0.00	0.00
\$200,001 - \$300,000	21	31.34%	1.11	3.00	0.80	2.12	0.00
\$300,001 - \$525,000	12	17.91%	1.58	3.00	1.64	0.69	4.50
\$525,001 - \$875,000	8	11.94%	5.05	0.00	3.43	6.00	4.50
\$875,001 and up	7	10.45%	9.33	0.00	3.00	30.00	4.00
Market Supply of Inventory (MSI)			1.33	1.53	1.03	1.81	2.90
Total Active Inventory by Units		100%	1.33	7	34	19	7

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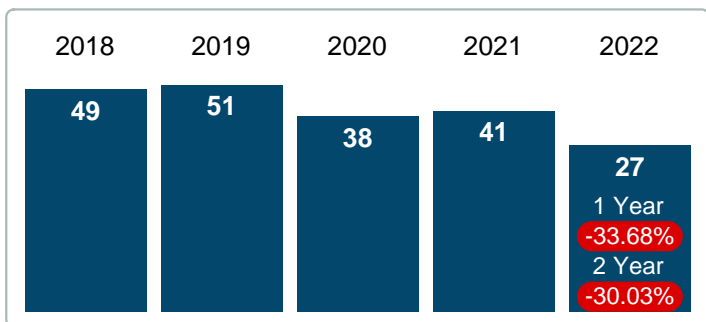
Area Delimited by County Of Bryan - Residential Property Type



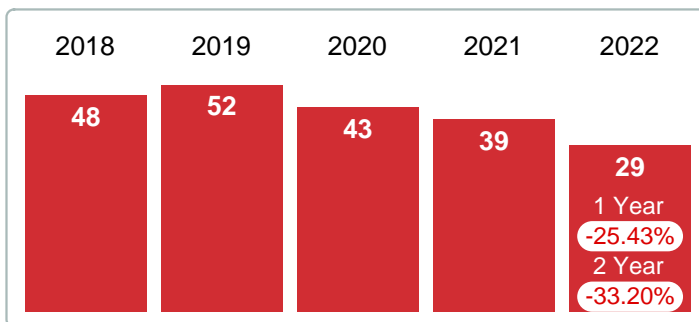
AVERAGE DAYS ON MARKET TO SALE

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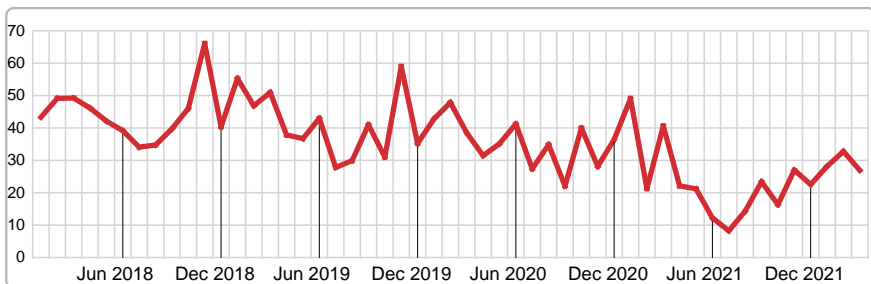
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 41

High Nov 2018 66 Low Jul 2021 8

Average Days on Market to Sale this month at 27 below the 5 yr MAR average of 41

Month	DOM	% Change
JAN	28	
FEB	33	16.35%
MAR	27	-17.84%

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
\$125,000 and less	11.67%	11	3	14	0	0
\$125,001 - \$150,000	8.33%	48	0	14	71	0
\$150,001 - \$200,000	13.33%	35	5	21	83	0
\$200,001 - \$250,000	26.67%	22	0	17	8	104
\$250,001 - \$275,000	15.00%	4	0	3	6	7
\$275,001 - \$375,000	15.00%	25	0	41	4	0
\$375,001 and up	10.00%	70	11	6	166	79
Average Closed DOM		27				
Total Closed Units	100%	27	4	38	13	5
Total Closed Volume		18,400,497	707.00K	8.37M	4.70M	4.63M

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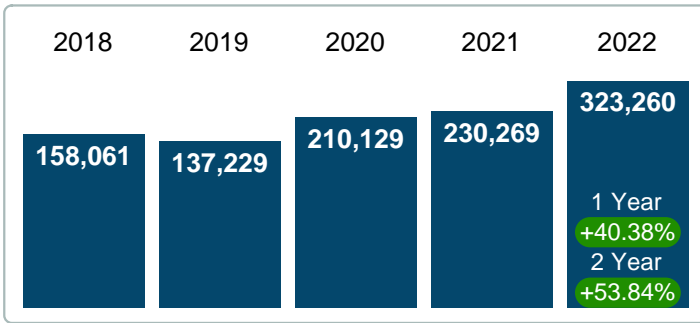
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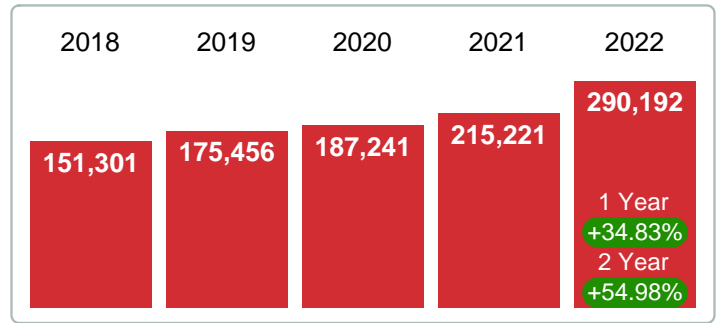
AVERAGE LIST PRICE AT CLOSING

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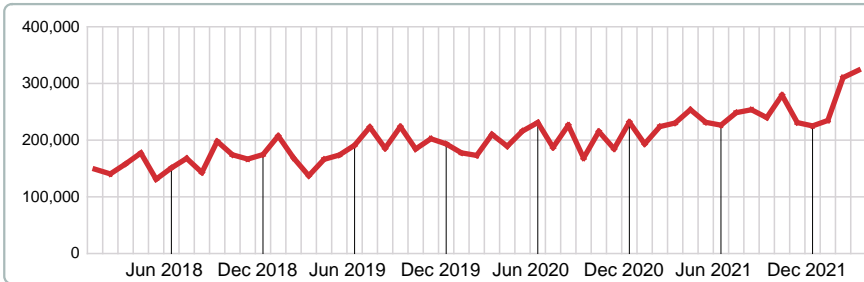
MARCH



YEAR TO DATE (YTD)

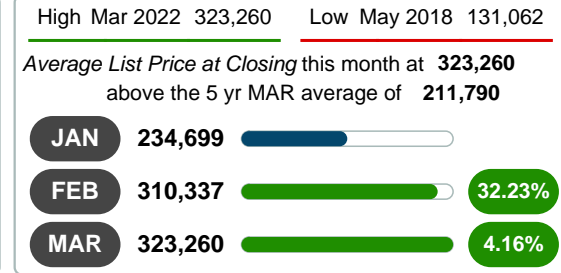


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 211,790



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
\$125,000 and less	11.67%	100,686	84,950	106,980	0	0
\$125,001 - \$150,000	6.67%	143,050	0	138,700	150,600	0
\$150,001 - \$200,000	15.00%	168,933	154,000	173,880	170,000	0
\$200,001 - \$250,000	28.33%	224,988	0	221,564	224,900	250,000
\$250,001 - \$275,000	11.67%	260,357	0	259,083	261,500	275,000
\$275,001 - \$375,000	15.00%	322,944	0	332,060	338,424	0
\$375,001 and up	11.67%	1,149,200	395,000	485,000	240,000	1,458,300
Average List Price		323,260	179,725	223,247	407,184	979,980
Total Closed Units	100%	323,260	4	38	13	5
Total Closed Volume		19,395,595	718.90K	8.48M	5.29M	4.90M

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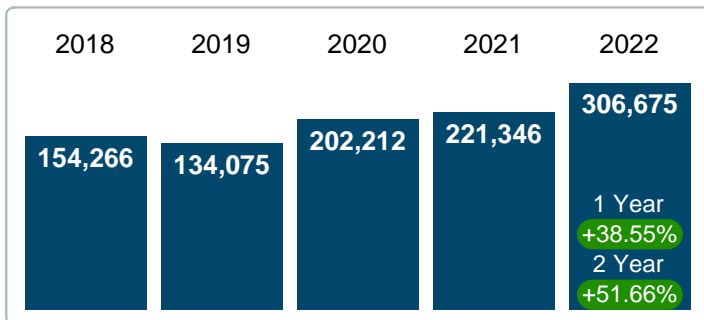
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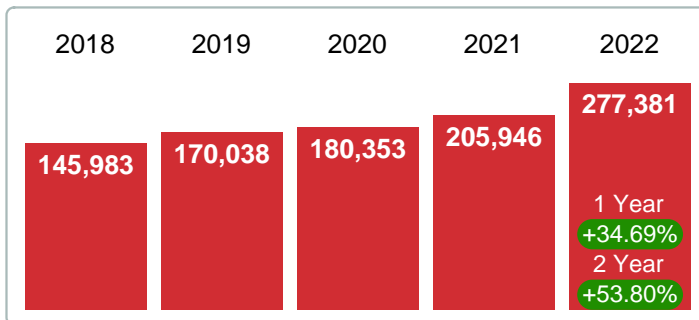
AVERAGE SOLD PRICE AT CLOSING

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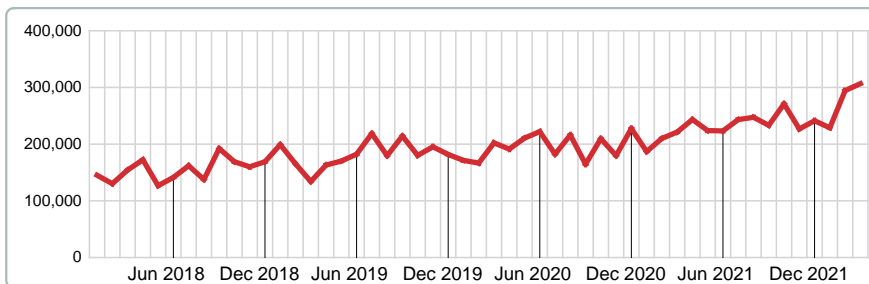
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

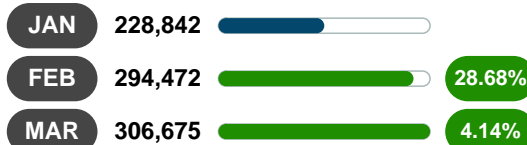


3 MONTHS

5 year MAR AVG = 203,715

High Mar 2022 306,675 Low May 2018 126,718

Average Sold Price at Closing this month at **306,675** above the 5 yr MAR average of **203,715**



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
\$125,000 and less 7	11.67%	99,843	82,000	106,980	0	0
\$125,001 - \$150,000 5	8.33%	139,780	0	139,000	140,300	0
\$150,001 - \$200,000 8	13.33%	171,375	160,000	173,200	172,500	0
\$200,001 - \$250,000 16	26.67%	221,506	0	220,150	227,000	235,000
\$250,001 - \$275,000 9	15.00%	260,444	0	257,000	267,500	267,000
\$275,001 - \$375,000 9	15.00%	320,511	0	312,280	330,799	0
\$375,001 and up 6	10.00%	1,143,167	383,000	501,002	1,850,000	1,375,000
Average Sold Price		306,675	176,750	220,142	361,623	925,400
Total Closed Units		60	4	38	13	5
Total Closed Volume		18,400,497	707.00K	8.37M	4.70M	4.63M

March 2022



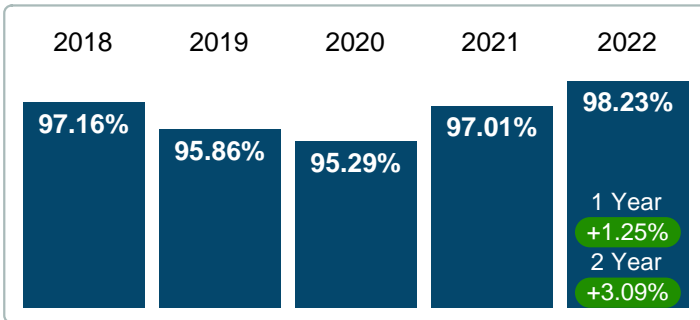
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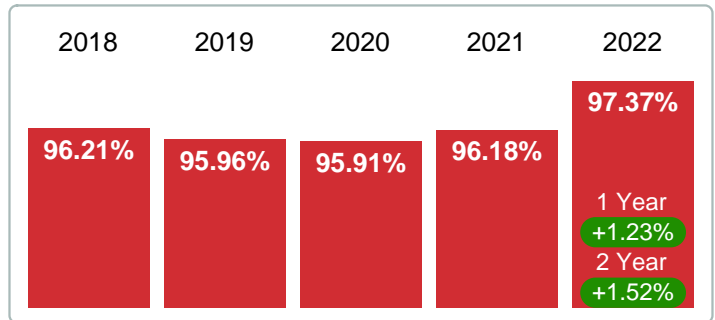
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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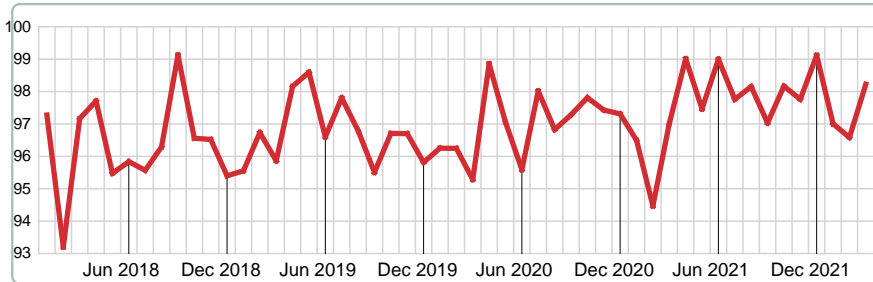
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

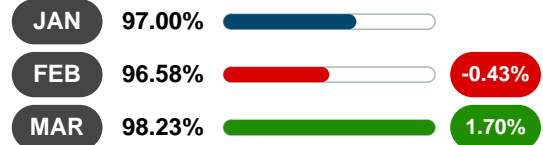


3 MONTHS

5 year MAR AVG = 96.71%

High Sep 2018 99.13% Low Feb 2018 93.20%

Average Sold/List Ratio this month at **98.23%**
above the 5 yr MAR average of **96.71%**



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
\$125,000 and less	7	11.67%	99.01%	96.53%	100.00%	0.00%	0.00%
\$125,001 - \$150,000	5	8.33%	96.02%	0.00%	100.28%	93.18%	0.00%
\$150,001 - \$200,000	8	13.33%	100.62%	103.90%	99.59%	101.56%	0.00%
\$200,001 - \$250,000	16	26.67%	99.22%	0.00%	99.47%	100.93%	94.00%
\$250,001 - \$275,000	9	15.00%	99.73%	0.00%	99.28%	102.42%	97.09%
\$275,001 - \$375,000	9	15.00%	96.01%	0.00%	94.56%	97.82%	0.00%
\$375,001 and up	6	10.00%	94.37%	96.96%	103.30%	77.08%	96.28%
Average Sold/List Ratio		98.20%		98.48%	99.02%	96.68%	95.99%
Total Closed Units		60	100%	4	38	13	5
Total Closed Volume		18,400,497		707.00K	8.37M	4.70M	4.63M

March 2022



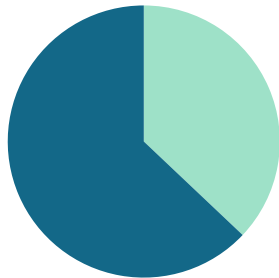
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

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

INVENTORY

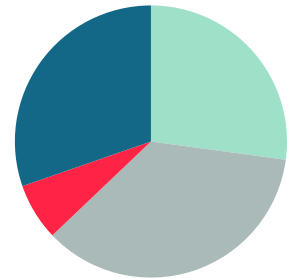


Inventory
 New Listings
73 = 37.06%
 Start Inventory
124
 Total Inventory Units
197
 Volume
\$68,266,416

Market Activity

Closed Sales
60 = 27.15%
 Pending Sales
79 = 35.75%
 Other Off Market
15 = 6.79%
 Active Inventory
67 = 30.32%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	41	60	46.34%	107	153	42.99%
Pending Sales	49	79	61.22%	124	171	37.90%
New Listings	52	73	40.38%	125	181	44.80%
Average List Price	230,269	323,260	40.38%	215,221	290,192	34.83%
Average Sale Price	221,346	306,675	38.55%	205,946	277,381	34.69%
Average Percent of Selling Price to List Price	97.01%	98.23%	1.25%	96.18%	97.37%	1.23%
Average Days on Market to Sale	40.59	26.92	-33.68%	38.80	28.93	-25.43%
Monthly Inventory	122	67	-45.08%	122	67	-45.08%
Months Supply of Inventory	2.87	1.33	-53.78%	2.87	1.33	-53.78%

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

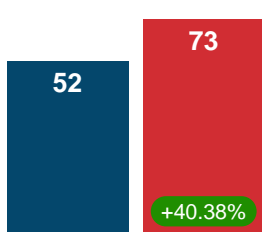
Inventory on March 31, 2022 = **67**

2021 **2022**

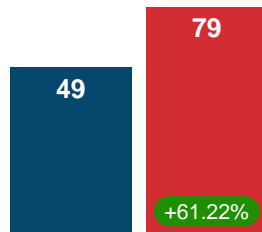
MARCH MARKET

AVERAGE PRICES

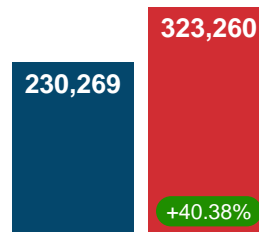
New Listings



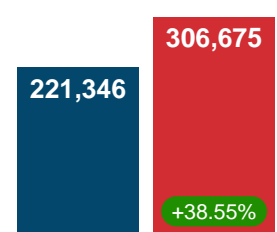
Pending Listings



List Price



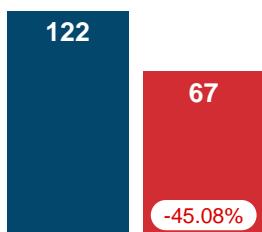
Sale Price



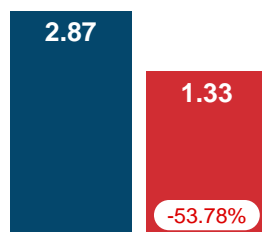
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

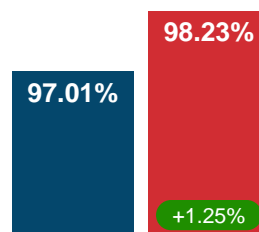
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

