

March 2022



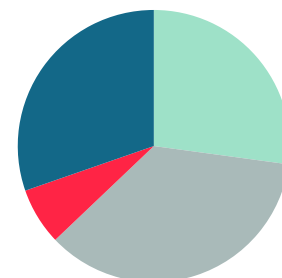
Area Delimited by County Of Bryan - Residential Property Type



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%
Median List Price	212,900	229,900	7.98%
Median Sale Price	212,900	226,000	6.15%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	16.00	5.00	-68.75%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **6.15%** in March 2022 to \$226,000 versus the previous year at \$212,900.

Median Days on Market Shortens

The median number of **5.00** days that homes spent on the market before selling decreased by 11.00 days or **68.75%** in March 2022 compared to last year's same month at **16.00** DOM.

Sales Success for March 2022 is Positive

Overall, with Median 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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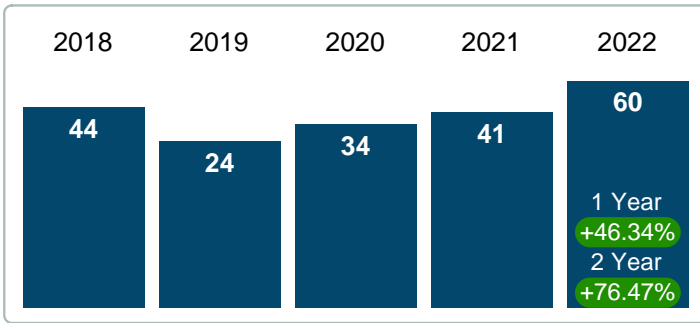
Area Delimited by County Of Bryan - Residential Property Type



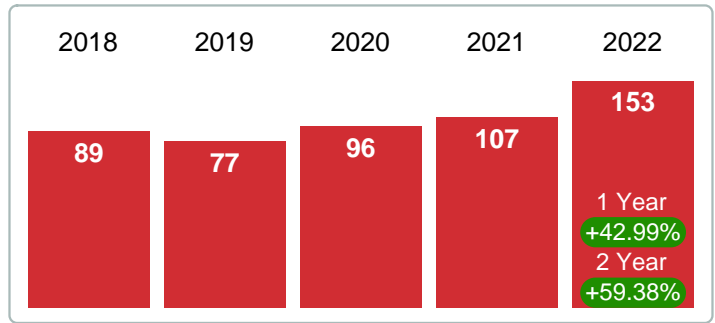
CLOSED LISTINGS

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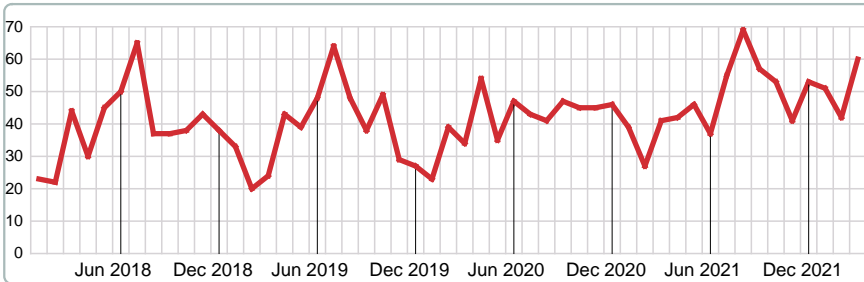
MARCH



YEAR TO DATE (YTD)

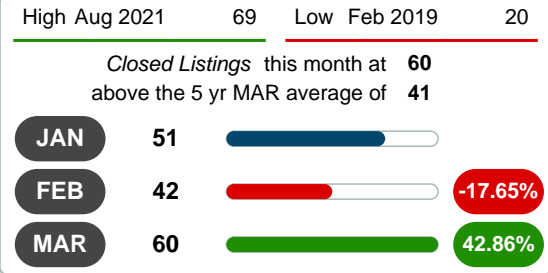


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 41



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	7	11.67%	2.0	2	5	0	0
\$125,001 - \$150,000	5	8.33%	11.0	0	2	3	0
\$150,001 - \$200,000	8	13.33%	6.0	1	5	2	0
\$200,001 - \$250,000	16	26.67%	3.0	0	14	1	1
\$250,001 - \$275,000	9	15.00%	2.0	0	6	2	1
\$275,001 - \$375,000	9	15.00%	4.0	0	5	4	0
\$375,001 and up	6	10.00%	36.0	1	1	1	3
Total Closed Units	60			4	38	13	5
Total Closed Volume	18,400,497	100%	5.0	707.00K	8.37M	4.70M	4.63M
Median Closed Price	\$226,000			\$122,500	\$213,750	\$260,000	\$775,000

March 2022



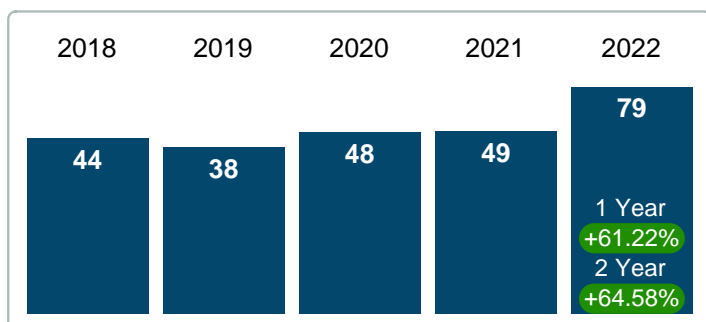
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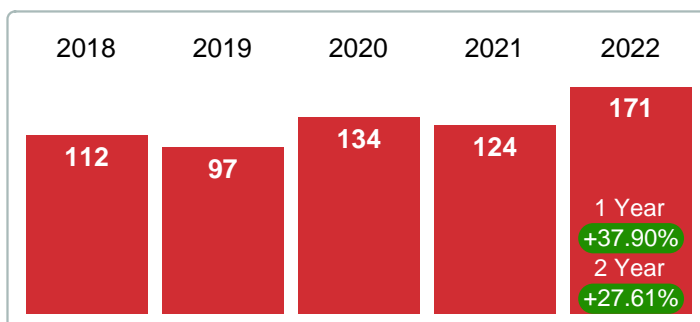
PENDING LISTINGS

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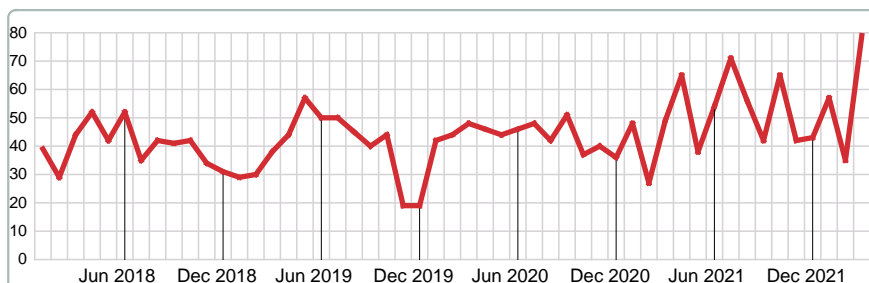
MARCH



YEAR TO DATE (YTD)

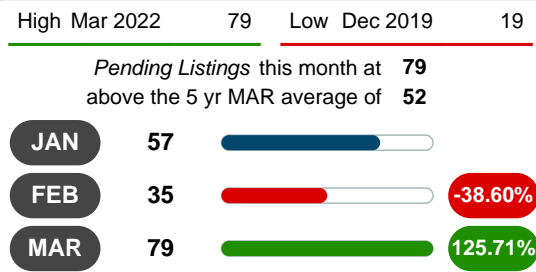


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 52



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	5	6.33%	2.0	3	2	0	0
\$100,001 - \$125,000	6	7.59%	11.5	3	3	0	0
\$125,001 - \$175,000	14	17.72%	28.5	5	7	2	0
\$175,001 - \$225,000	15	18.99%	3.0	0	13	2	0
\$225,001 - \$275,000	21	26.58%	4.0	0	19	2	0
\$275,001 - \$475,000	9	11.39%	8.0	0	8	1	0
\$475,001 and up	9	11.39%	20.0	0	2	5	2
Total Pending Units	79			11	54	12	2
Total Pending Volume	20,664,825	100%	6.0	1.29M	13.22M	4.88M	1.29M
Median Listing Price	\$225,000			\$125,000	\$230,350	\$284,200	\$642,500

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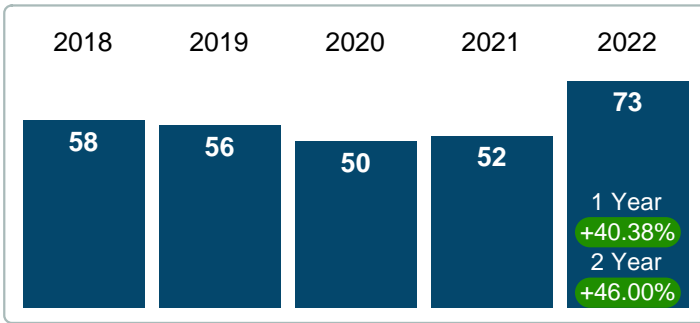
Area Delimited by County Of Bryan - Residential Property Type



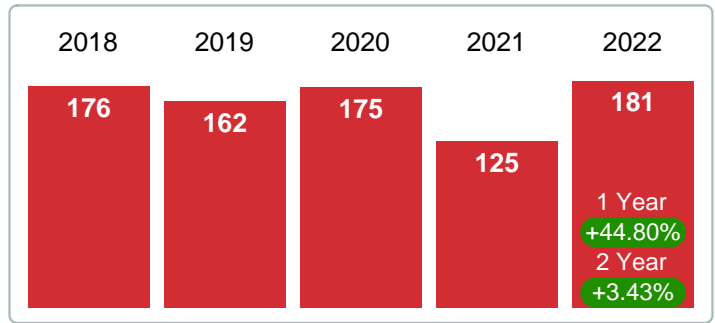
NEW LISTINGS

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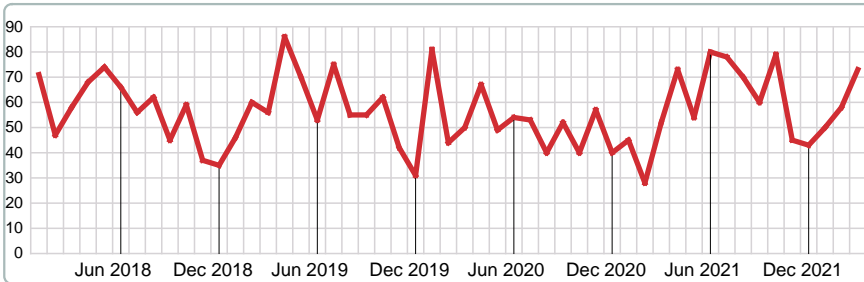
MARCH



YEAR TO DATE (YTD)

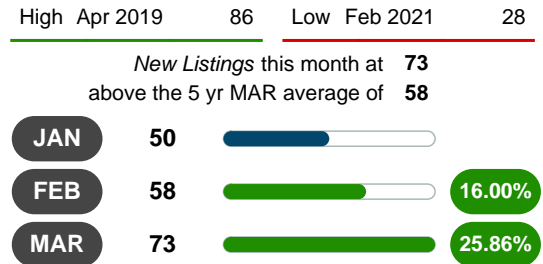


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$226,400		\$115,000	\$219,500	\$292,900	\$765,000

March 2022



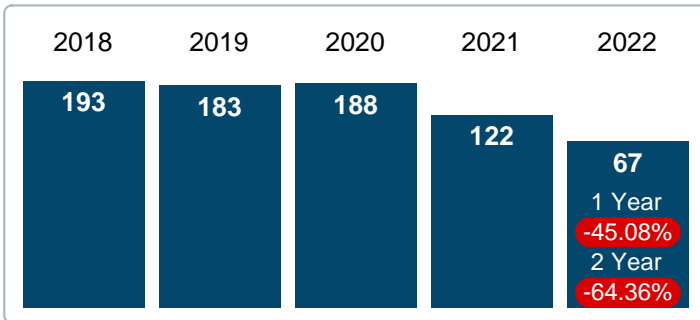
Area Delimited by County Of Bryan - Residential Property Type



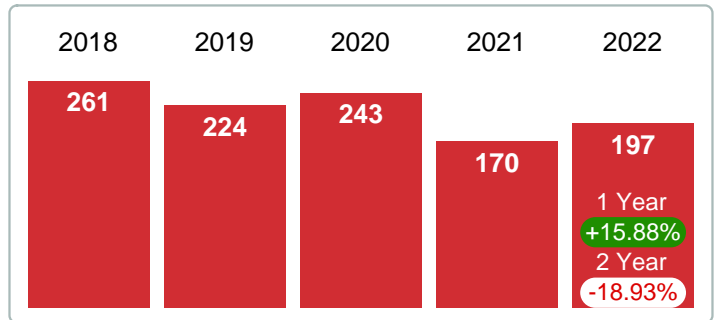
ACTIVE INVENTORY

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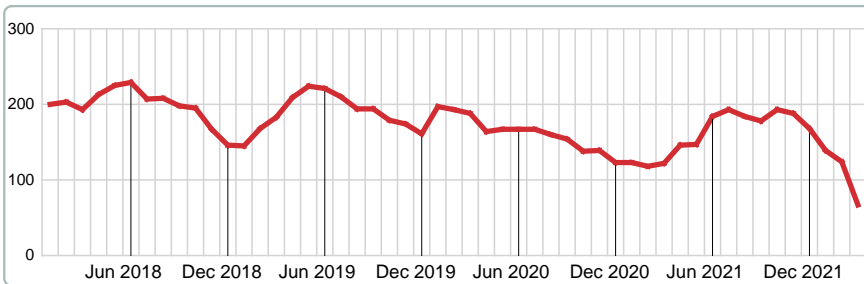
END OF MARCH



ACTIVE DURING MARCH

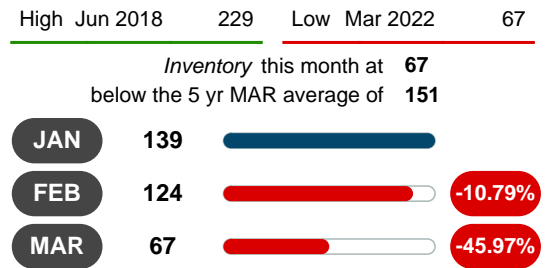


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 151



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	6	8.96%	45.5	2	4	0	0
\$100,001 - \$175,000	6	8.96%	69.0	2	3	1	0
\$175,001 - \$200,000	7	10.45%	24.0	0	7	0	0
\$200,001 - \$300,000	21	31.34%	37.0	1	11	9	0
\$300,001 - \$525,000	12	17.91%	30.0	1	6	2	3
\$525,001 - \$875,000	8	11.94%	26.5	1	2	2	3
\$875,001 and up	7	10.45%	80.0	0	1	5	1
Total Active Inventory by Units	67			7	34	19	7
Total Active Inventory by Volume	28,283,396	100%	39.0	1.87M	9.63M	11.34M	5.44M
Median Active Inventory Listing Price	\$273,500			\$165,000	\$210,000	\$295,000	\$699,000

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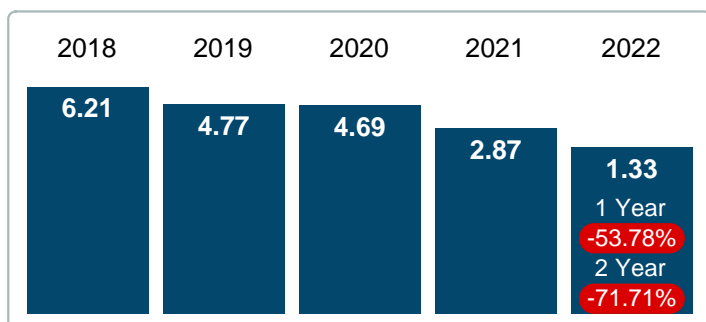
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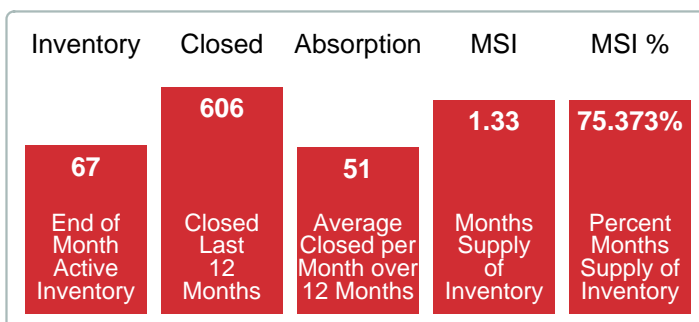
MONTHS SUPPLY of INVENTORY (MSI)

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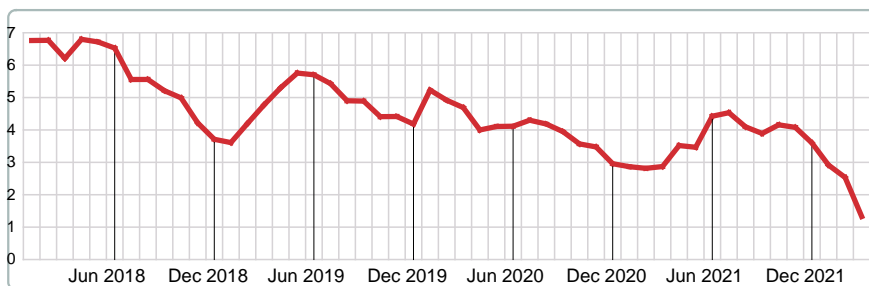
MSI FOR MARCH



INDICATORS FOR MARCH 2022

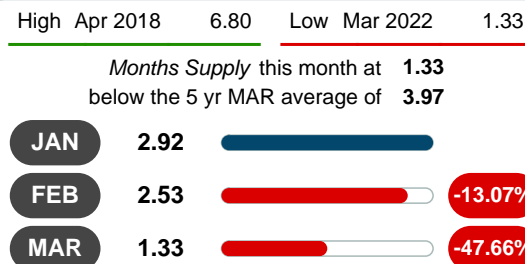


5 YEAR MARKET ACTIVITY TRENDS



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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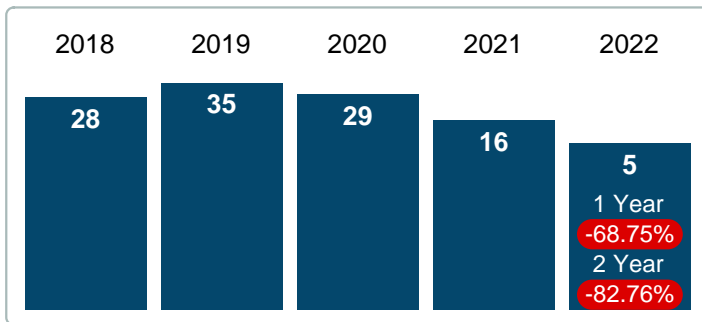
Area Delimited by County Of Bryan - Residential Property Type



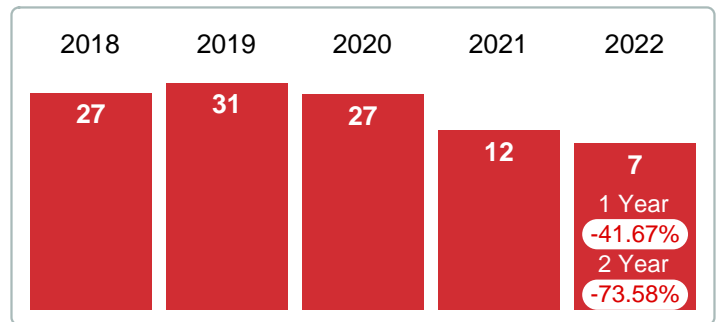
MEDIAN DAYS ON MARKET TO SALE

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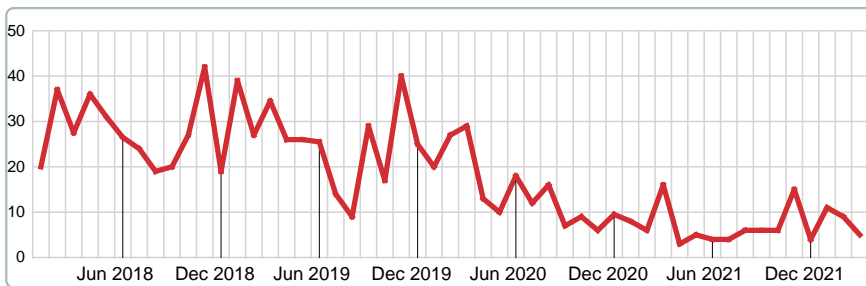
MARCH



YEAR TO DATE (YTD)

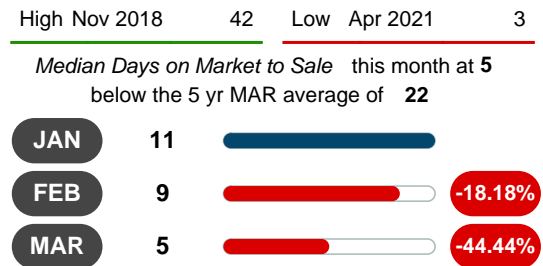


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 22



MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range	%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	11.67%	2	3	2	0	0
\$125,001 - \$150,000	8.33%	11	0	14	11	0
\$150,001 - \$200,000	13.33%	6	5	7	83	0
\$200,001 - \$250,000	26.67%	3	0	3	8	104
\$250,001 - \$275,000	15.00%	2	0	1	6	7
\$275,001 - \$375,000	15.00%	4	0	8	3	0
\$375,001 and up	10.00%	36	11	6	166	61
Median Closed DOM		5	5	3	8	61
Total Closed Units	100%	60	4	38	13	5
Total Closed Volume		18,400,497	707.00K	8.37M	4.70M	4.63M

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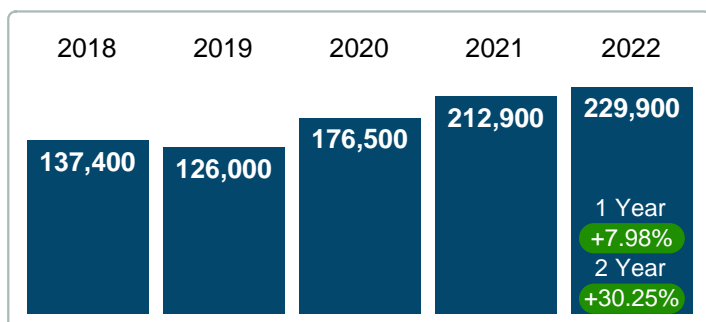
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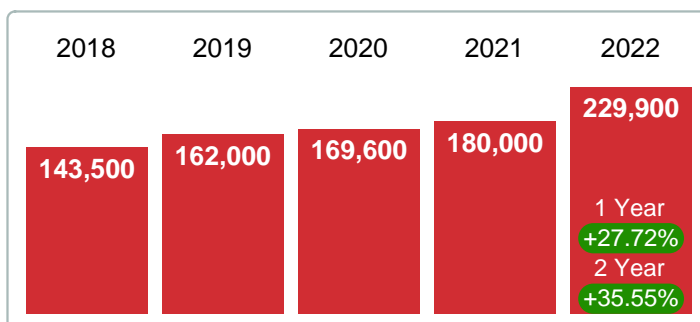
MEDIAN LIST PRICE AT CLOSING

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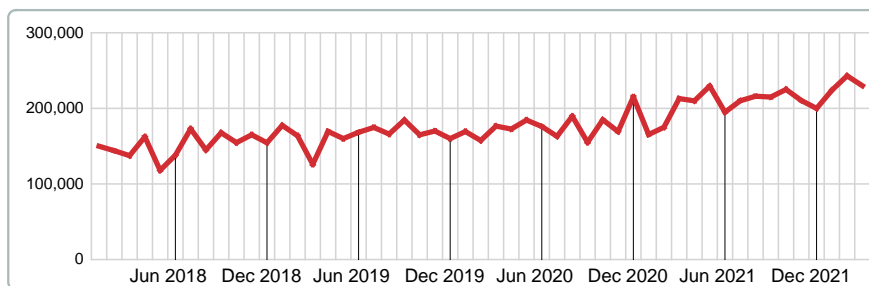
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

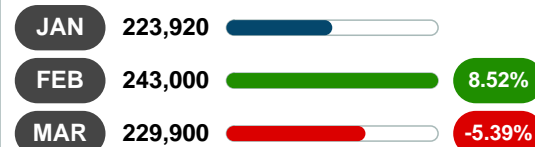


3 MONTHS

5 year MAR AVG = 176,540

High Feb 2022 243,000 Low May 2018 118,000

Median List Price at Closing this month at **229,900**
above the 5 yr MAR average of **176,540**



MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range	%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	11.67%	99,900	84,950	115,000	0	0
\$125,001 - \$150,000	6.67%	142,400	0	138,700	147,400	0
\$150,001 - \$200,000	15.00%	175,000	154,000	176,500	160,000	0
\$200,001 - \$250,000	28.33%	224,900	0	211,450	236,450	250,000
\$250,001 - \$275,000	11.67%	255,000	0	255,000	275,000	275,000
\$275,001 - \$375,000	15.00%	326,400	0	299,500	346,848	0
\$375,001 and up	11.67%	775,000	395,000	437,250	240,000	799,900
Median List Price		229,900	119,500	211,450	248,000	775,000
Total Closed Units	100%	229,900	4	38	13	5
Total Closed Volume		19,395,595	718.90K	8.48M	5.29M	4.90M

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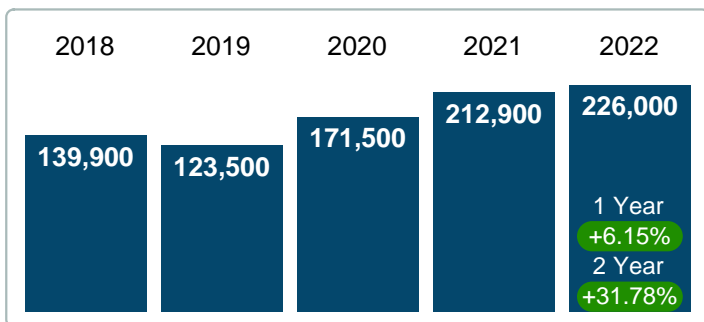
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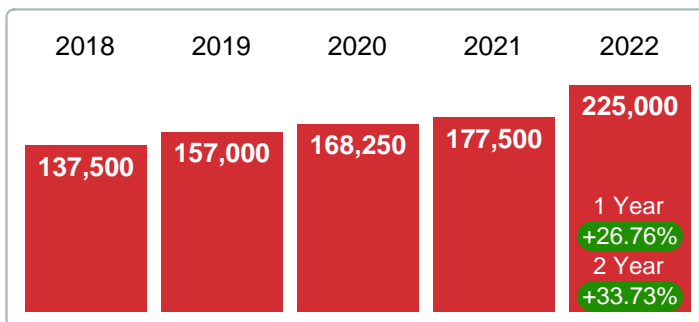
MEDIAN SOLD PRICE AT CLOSING

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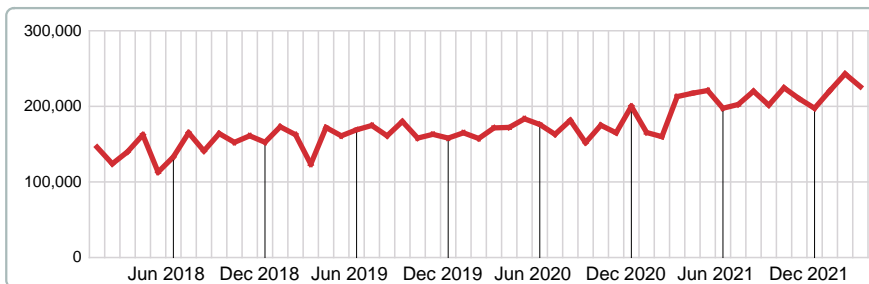
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

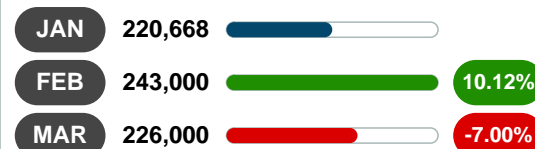


3 MONTHS

5 year MAR AVG = 174,760

High Feb 2022 243,000 Low May 2018 113,000

Median Sold Price at Closing this month at **226,000** above the 5 yr MAR average of **174,760**



MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range	%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less 7	11.67%	99,900	82,000	115,000	0	0
\$125,001 - \$150,000 5	8.33%	141,000	0	139,000	141,000	0
\$150,001 - \$200,000 8	13.33%	174,750	160,000	176,000	172,500	0
\$200,001 - \$250,000 16	26.67%	216,000	0	213,750	227,000	235,000
\$250,001 - \$275,000 9	15.00%	255,000	0	255,000	267,500	267,000
\$275,001 - \$375,000 9	15.00%	320,000	0	320,000	331,598	0
\$375,001 and up 6	10.00%	775,000	383,000	501,000	21,850,000	775,000
Median Sold Price		226,000	122,500	213,750	260,000	775,000
Total Closed Units		60	4	38	13	5
Total Closed Volume		18,400,497	707.00K	8.37M	4.70M	4.63M

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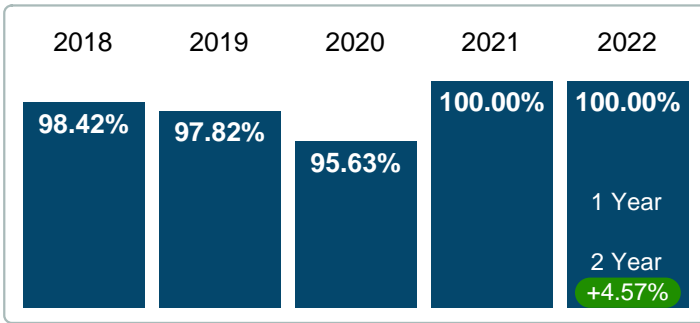
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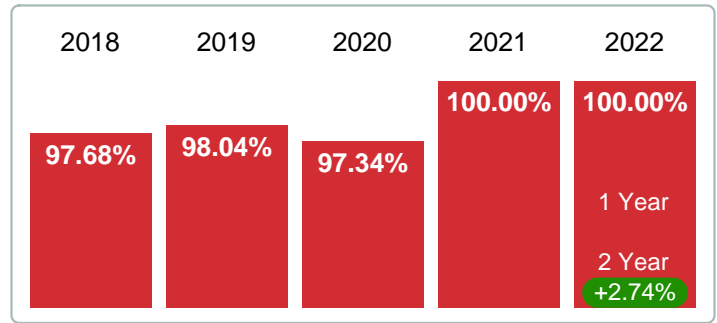
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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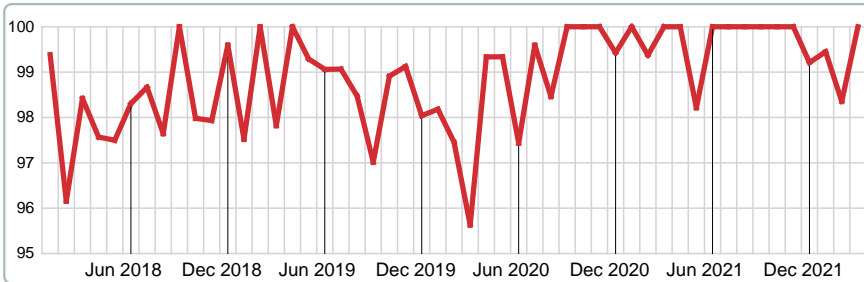
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

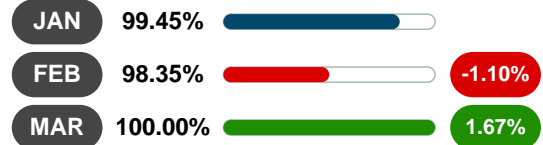


3 MONTHS

5 year MAR AVG = 98.37%

High Mar 2022 100.00% Low Mar 2020 95.63%

Median Sold/List Ratio this month at **100.00%** above the 5 yr MAR average of **98.37%**



MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	7	11.67%	100.00%	96.53%	100.00%	0.00%	0.00%
\$125,001 - \$150,000	5	8.33%	92.92%	0.00%	100.28%	89.81%	0.00%
\$150,001 - \$200,000	8	13.33%	100.00%	103.90%	98.32%	101.56%	0.00%
\$200,001 - \$250,000	16	26.67%	100.00%	0.00%	100.00%	100.93%	94.00%
\$250,001 - \$275,000	9	15.00%	100.00%	0.00%	100.00%	102.42%	97.09%
\$275,001 - \$375,000	9	15.00%	100.00%	0.00%	97.17%	100.00%	0.00%
\$375,001 and up	6	10.00%	96.92%	96.96%	103.30%	77.08%	96.89%
Median Sold/List Ratio		100.00%		98.48%	100.00%	100.00%	96.89%
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



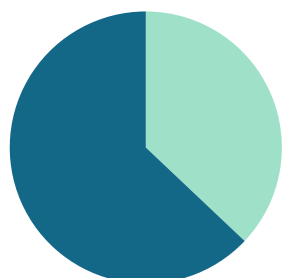
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

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

INVENTORY

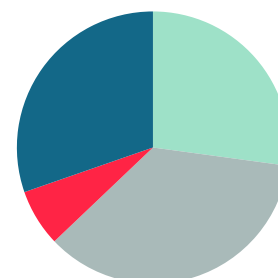


Inventory
 New Listings
73 = 37.06%
 Start Inventory
124
 Total Inventory Units
197
 Volume
\$68,266,416

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%
Median List Price	212,900	229,900	7.98%	180,000	229,900	27.72%
Median Sale Price	212,900	226,000	6.15%	177,500	225,000	26.76%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Days on Market to Sale	16.00	5.00	-68.75%	12.00	7.00	-41.67%
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

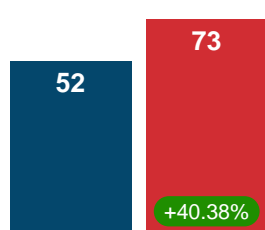
Inventory on March 31, 2022 = **67**

2021 **2022**

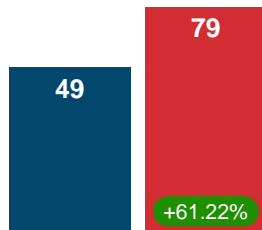
MARCH MARKET

MEDIAN PRICES

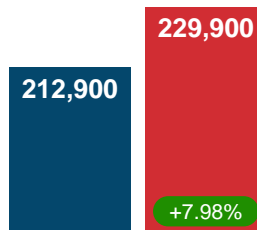
New Listings



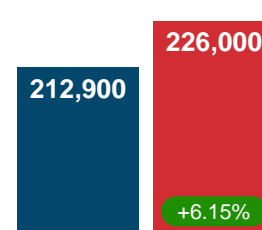
Pending Listings



List Price



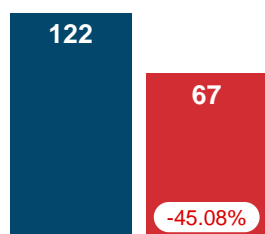
Sale Price



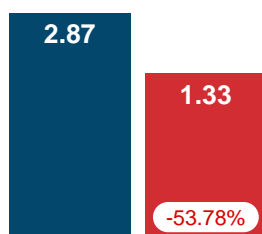
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

