

# May 2022



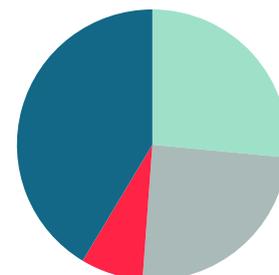
Area Delimited by County Of Bryan - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jun 13, 2022 for MLS Technology Inc.

Compared Metrics	2021	May 2022	+/-%
Closed Listings	46	57	23.91%
Pending Listings	38	53	39.47%
New Listings	54	79	46.30%
Average List Price	231,491	240,257	3.79%
Average Sale Price	223,922	239,950	7.16%
Average Percent of Selling Price to List Price	97.46%	99.43%	2.02%
Average Days on Market to Sale	21.20	25.39	19.77%
End of Month Inventory	147	89	-39.46%
Months Supply of Inventory	3.47	1.71	-50.77%



■ Closed (26.51%)  
■ Pending (24.65%)  
■ Other OffMarket (7.44%)  
■ Active (41.40%)

**Absorption:** Last 12 months, an Average of **52 Sales/Month**  
**Active Inventory** as of May 31, 2022 = **89**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2022 decreased **39.46%** to 89 existing homes available for sale. Over the last 12 months this area has had an average of 52 closed sales per month. This represents an unsold inventory index of **1.71** 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 **7.16%** in May 2022 to \$239,950 versus the previous year at \$223,922.

#### Average Days on Market Lengthens

The average number of **25.39** days that homes spent on the market before selling increased by 4.19 days or **19.77%** in May 2022 compared to last year's same month at **21.20** DOM.

#### Sales Success for May 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 79 New Listings in May 2022, up **46.30%** from last year at 54. Furthermore, there were 57 Closed Listings this month versus last year at 46, a **23.91%** increase.

Closed versus Listed trends yielded a **72.2%** ratio, down from previous year's, May 2021, at **85.2%**, a **15.30%** downswing. This will certainly create pressure on a decreasing Monthly 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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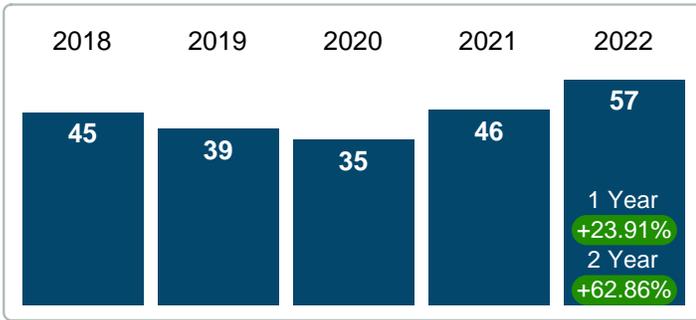
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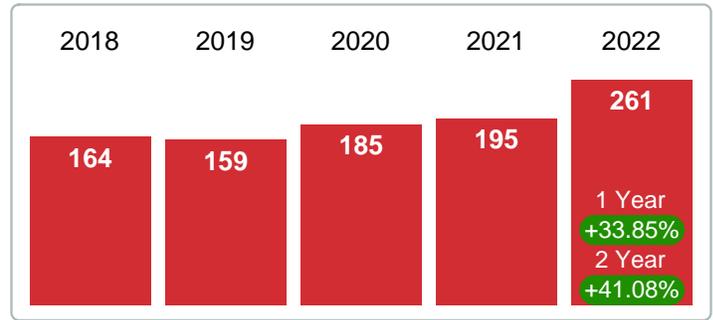
## CLOSED LISTINGS

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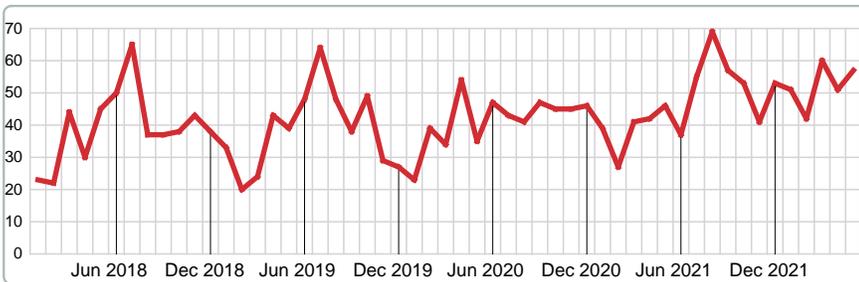
### MAY



### YEAR TO DATE (YTD)

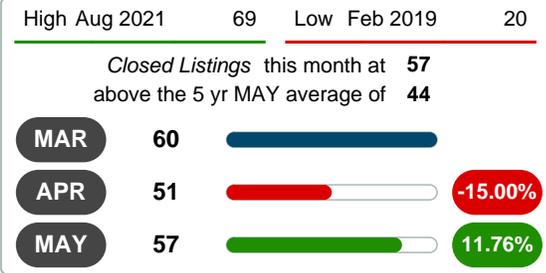


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 44



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	5	8.77%	2.6	1	4	0	0
\$100,001 - \$125,000	7	12.28%	27.6	5	1	1	0
\$125,001 - \$175,000	6	10.53%	19.8	2	4	0	0
\$175,001 - \$225,000	16	28.07%	18.5	0	15	1	0
\$225,001 - \$275,000	10	17.54%	52.7	0	9	1	0
\$275,001 - \$375,000	7	12.28%	39.6	0	4	3	0
\$375,001 and up	6	10.53%	3.7	0	3	2	1
<b>Total Closed Units</b>	<b>57</b>			<b>8</b>	<b>40</b>	<b>8</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>13,677,169</b>	<b>100%</b>	<b>25.4</b>	<b>994.00K</b>	<b>8.86M</b>	<b>3.22M</b>	<b>600.00K</b>
<b>Average Closed Price</b>	<b>\$239,950</b>			<b>\$124,250</b>	<b>\$221,554</b>	<b>\$402,625</b>	<b>\$599,999</b>

# May 2022



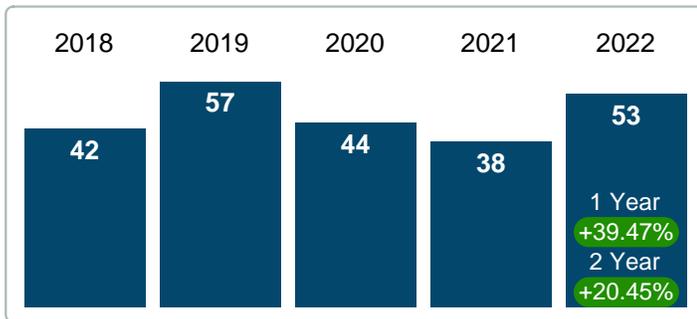
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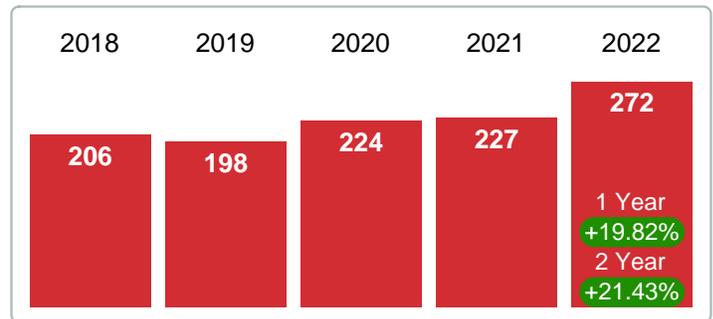
## PENDING LISTINGS

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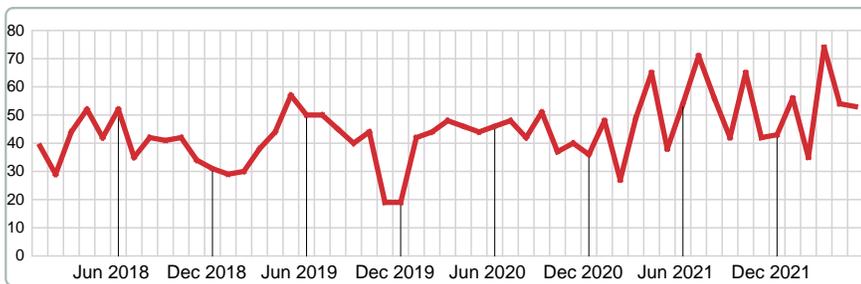
### MAY



### YEAR TO DATE (YTD)

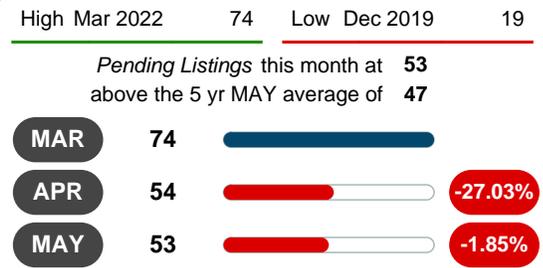


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 47



### 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	3	5.66%	3.7	1	2	0	0
\$125,001 - \$175,000	8	15.09%	42.5	1	7	0	0
\$175,001 - \$200,000	2	3.77%	4.5	0	2	0	0
\$200,001 - \$250,000	20	37.74%	9.1	0	18	2	0
\$250,001 - \$325,000	8	15.09%	6.1	0	6	2	0
\$325,001 - \$425,000	7	13.21%	55.4	0	4	3	0
\$425,001 and up	5	9.43%	17.2	0	2	3	0
<b>Total Pending Units</b>	<b>53</b>			<b>2</b>	<b>41</b>	<b>10</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>14,606,350</b>	<b>100%</b>	<b>1.3</b>	<b>264.40K</b>	<b>9.84M</b>	<b>4.50M</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$321,600</b>			<b>\$132,200</b>	<b>\$239,974</b>	<b>\$450,300</b>	<b>\$0</b>

# May 2022



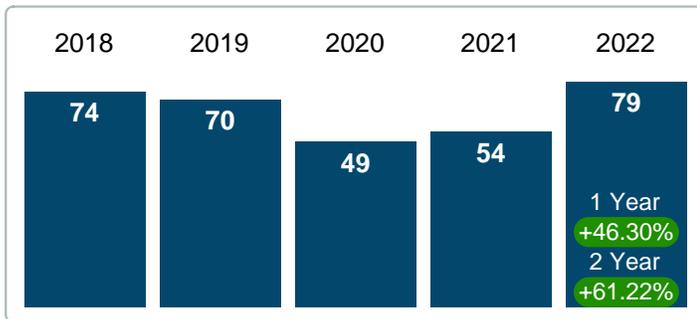
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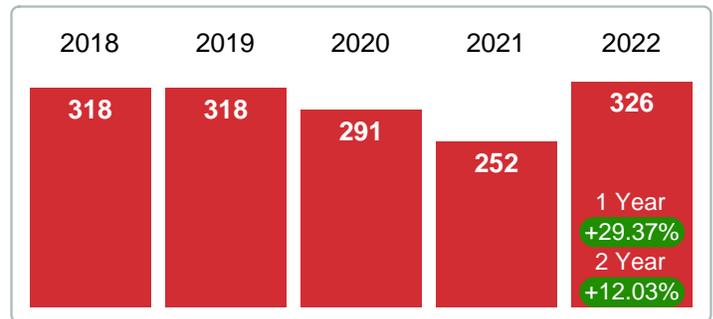
## NEW LISTINGS

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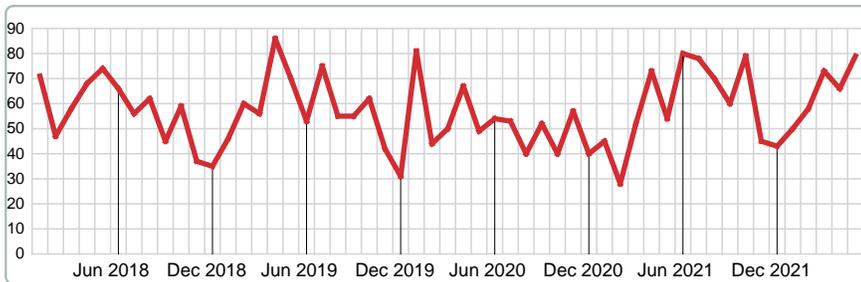
### MAY



### YEAR TO DATE (YTD)

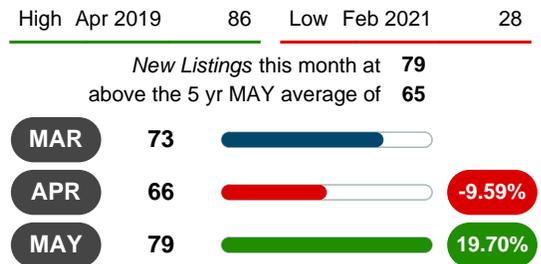


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 65



### 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	6.33%	3	2	0	0
\$125,001 - \$200,000	11	13.92%	2	9	0	0
\$200,001 - \$225,000	14	17.72%	0	12	2	0
\$225,001 - \$275,000	14	17.72%	0	9	4	1
\$275,001 - \$425,000	18	22.78%	1	16	1	0
\$425,001 - \$975,000	10	12.66%	0	5	3	2
\$975,001 and up	7	8.86%	0	4	2	1
<b>Total New Listed Units</b>	<b>79</b>		<b>6</b>	<b>57</b>	<b>12</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>35,063,100</b>	<b>100%</b>	<b>793.90K</b>	<b>23.35M</b>	<b>7.83M</b>	<b>3.08M</b>
<b>Average New Listed Listing Price</b>	<b>\$275,930</b>		<b>\$132,317</b>	<b>\$409,684</b>	<b>\$652,775</b>	<b>\$770,975</b>

# May 2022



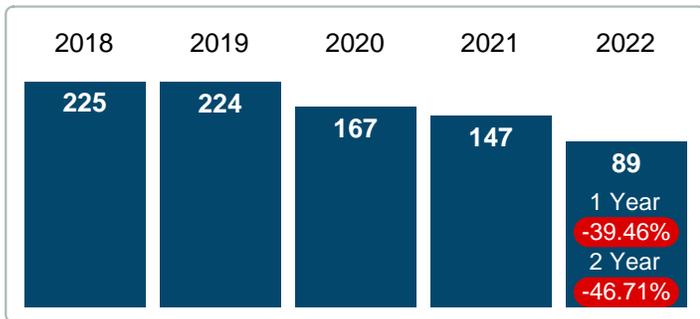
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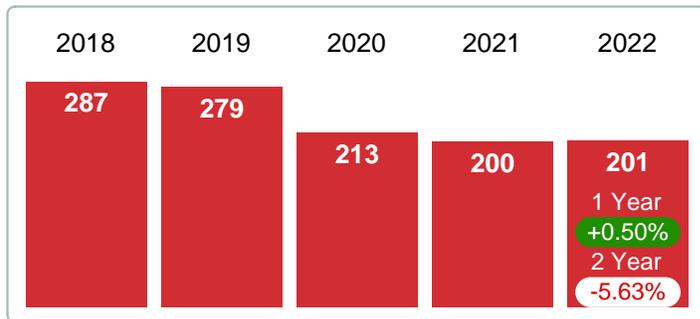
## ACTIVE INVENTORY

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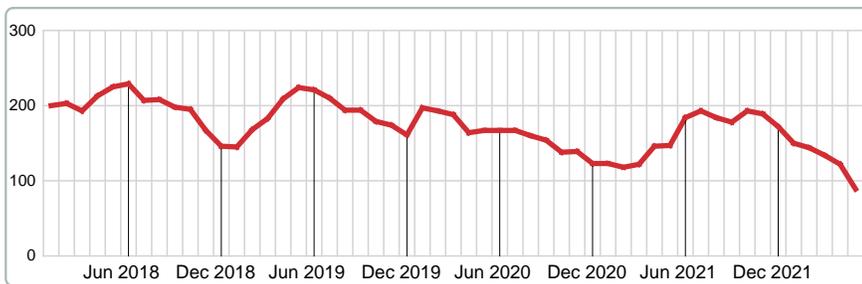
### END OF MAY



### ACTIVE DURING MAY



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 170

High Jun 2018 229 Low May 2022 89

Inventory this month at 89 below the 5 yr MAY average of 170



### 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	7	7.87%	60.6	3	4	0	0
\$125,001 - \$200,000	11	12.36%	62.9	2	8	1	0
\$200,001 - \$250,000	14	15.73%	42.9	0	10	4	0
\$250,001 - \$375,000	23	25.84%	47.9	2	14	6	1
\$375,001 - \$675,000	13	14.61%	33.7	0	8	3	2
\$675,001 - \$1,475,000	12	13.48%	97.3	0	5	4	3
\$1,475,001 and up	9	10.11%	70.9	0	3	4	2
<b>Total Active Inventory by Units</b>	<b>89</b>			<b>7</b>	<b>52</b>	<b>22</b>	<b>8</b>
<b>Total Active Inventory by Volume</b>	<b>49,536,200</b>	<b>100%</b>	<b>56.9</b>	<b>1.09M</b>	<b>25.73M</b>	<b>15.69M</b>	<b>7.03M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$556,587</b>			<b>\$155,614</b>	<b>\$494,788</b>	<b>\$712,955</b>	<b>\$879,113</b>

# May 2022



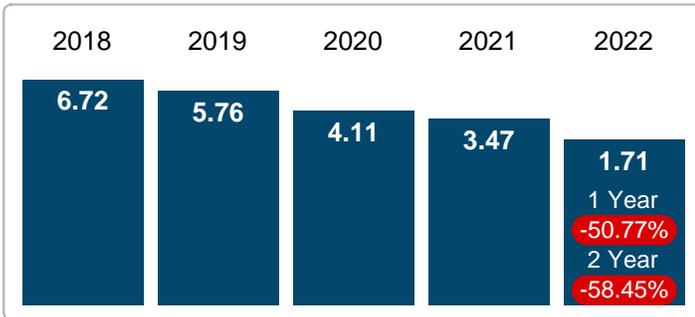
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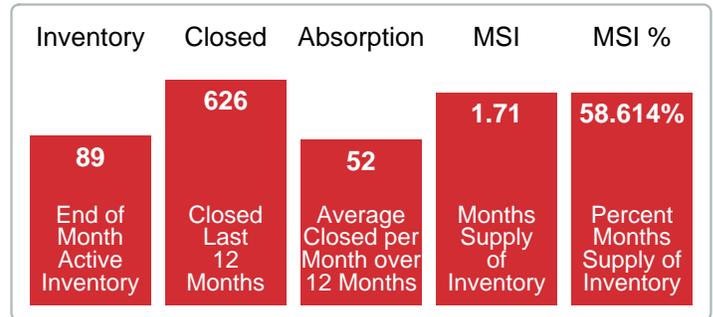
## MONTHS SUPPLY of INVENTORY (MSI)

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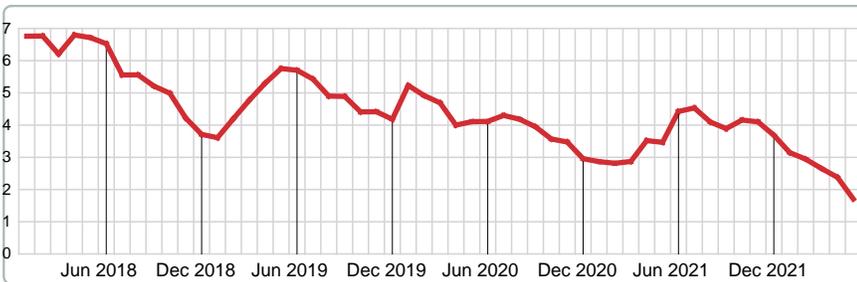
### MSI FOR MAY



### INDICATORS FOR MAY 2022

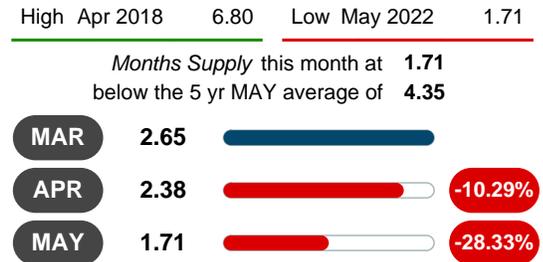


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 4.35



### 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	7	7.87%	0.95	1.09	0.96	0.00	0.00
\$125,001 - \$200,000	11	12.36%	0.75	1.26	0.74	0.46	0.00
\$200,001 - \$250,000	14	15.73%	1.06	0.00	0.91	2.29	0.00
\$250,001 - \$375,000	23	25.84%	2.00	12.00	2.24	1.38	1.33
\$375,001 - \$675,000	13	14.61%	3.39	0.00	4.57	2.40	3.00
\$675,001 - \$1,475,000	12	13.48%	9.00	0.00	8.57	8.00	12.00
\$1,475,001 and up	9	10.11%	36.00	0.00	36.00	48.00	24.00
Market Supply of Inventory (MSI)			1.71	1.45	1.50	2.10	3.56
Total Active Inventory by Units		100%	1.71	7	52	22	8

# May 2022



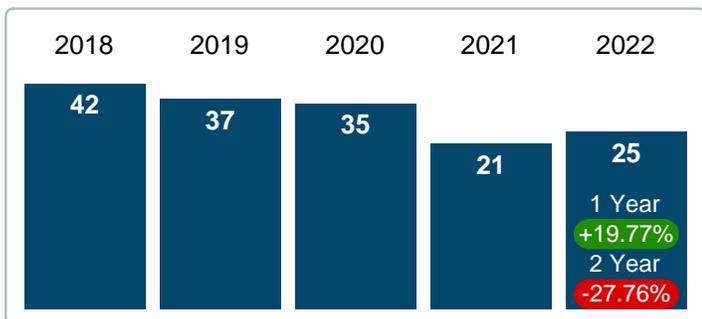
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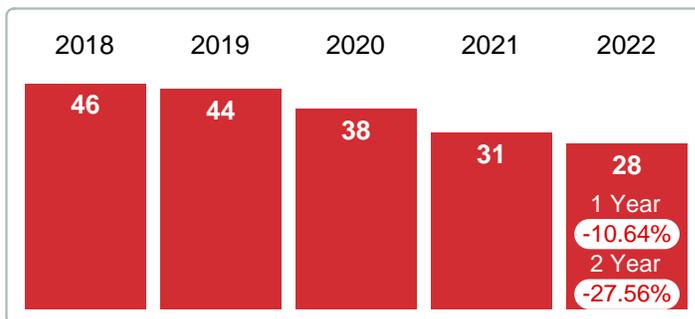
## AVERAGE DAYS ON MARKET TO SALE

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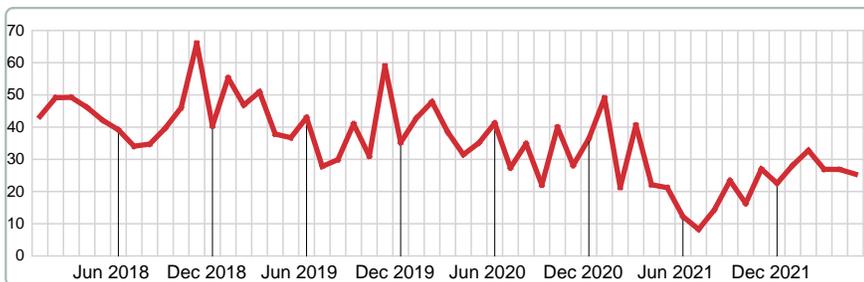
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 32

High Nov 2018 66 Low Jul 2021 8

Average Days on Market to Sale this month at 25 below the 5 yr MAY average of 32



### 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
\$100,000 and less	8.77%	3	2	3	0	0
\$100,001 - \$125,000	12.28%	28	9	40	107	0
\$125,001 - \$175,000	10.53%	20	16	22	0	0
\$175,001 - \$225,000	28.07%	19	0	20	1	0
\$225,001 - \$275,000	17.54%	53	0	46	114	0
\$275,001 - \$375,000	12.28%	40	0	47	29	0
\$375,001 and up	10.53%	4	0	5	2	3
<b>Average Closed DOM</b>		<b>25</b>	<b>10</b>	<b>26</b>	<b>39</b>	<b>3</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>25</b>	<b>8</b>	<b>40</b>	<b>8</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>13,677,169</b>	<b>994.00K</b>	<b>8.86M</b>	<b>3.22M</b>	<b>600.00K</b>

# May 2022



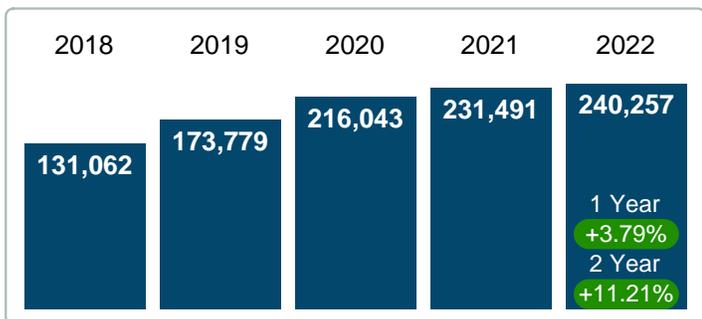
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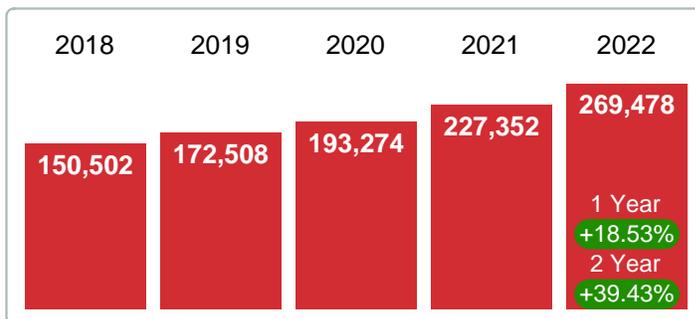
## AVERAGE LIST PRICE AT CLOSING

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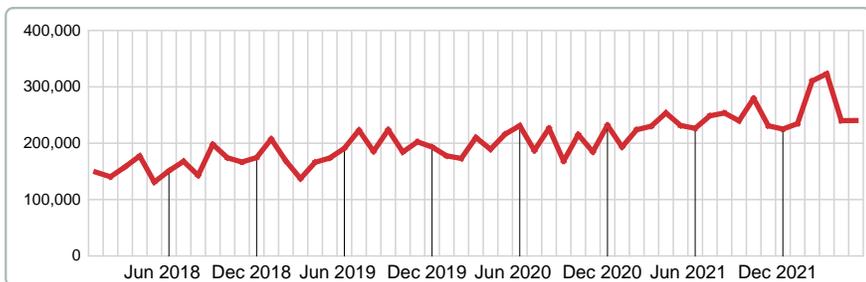
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 198,527

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

Average List Price at Closing this month at **240,257**  
above the 5 yr MAY average of **198,527**

- MAR 323,260
- APR 239,994 (-25.76%)
- MAY 240,257 (0.11%)

### 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
\$100,000 and less	8.77%	75,899	83,000	74,124	0	0
\$100,001 - \$125,000	10.53%	119,667	123,780	109,000	129,900	0
\$125,001 - \$175,000	12.28%	142,886	155,000	137,600	0	0
\$175,001 - \$225,000	29.82%	207,212	0	206,373	220,000	0
\$225,001 - \$275,000	15.79%	250,233	0	242,678	275,000	0
\$275,001 - \$375,000	12.28%	328,921	0	313,861	349,000	0
\$375,001 and up	10.53%	586,633	0	431,600	812,500	599,999
<b>Average List Price</b>		<b>240,257</b>	<b>126,488</b>	<b>219,646</b>	<b>412,113</b>	<b>599,999</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>240,257</b>	<b>8</b>	<b>40</b>	<b>8</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>13,694,641</b>	<b>1.01M</b>	<b>8.79M</b>	<b>3.30M</b>	<b>600.00K</b>

# May 2022



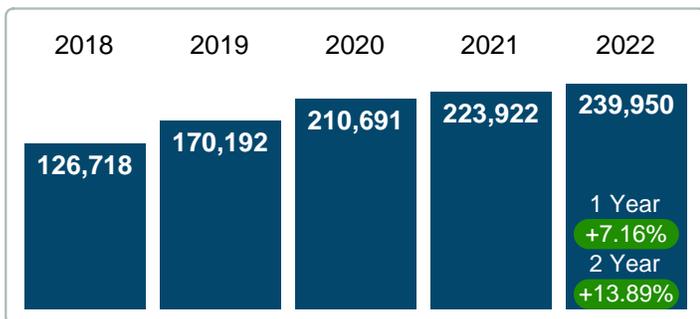
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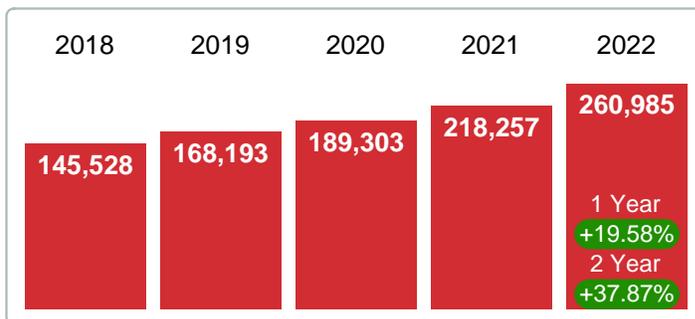
## AVERAGE SOLD PRICE AT CLOSING

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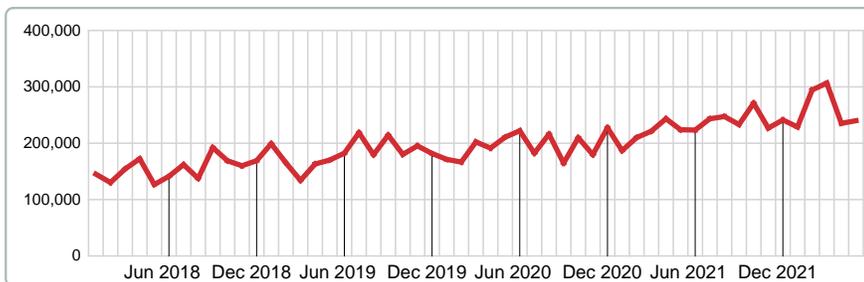
### MAY



### YEAR TO DATE (YTD)

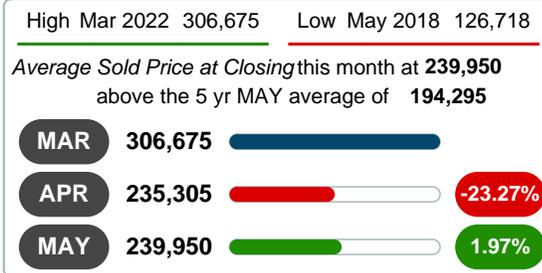


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 194,295



## 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
\$100,000 and less	5	8.77%	73,300	90,000	69,125	0	0
\$100,001 - \$125,000	7	12.28%	116,714	119,600	104,000	115,000	0
\$125,001 - \$175,000	6	10.53%	148,567	153,000	146,350	0	0
\$175,001 - \$225,000	16	28.07%	205,489	0	205,522	205,000	0
\$225,001 - \$275,000	10	17.54%	245,660	0	244,344	257,500	0
\$275,001 - \$375,000	7	12.28%	319,706	0	304,861	339,500	0
\$375,001 and up	6	10.53%	603,317	0	464,967	812,500	599,999
Average Sold Price			239,950	124,250	221,554	402,625	599,999
Total Closed Units		100%	239,950	8	40	8	1
Total Closed Volume			13,677,169	994.00K	8.86M	3.22M	600.00K

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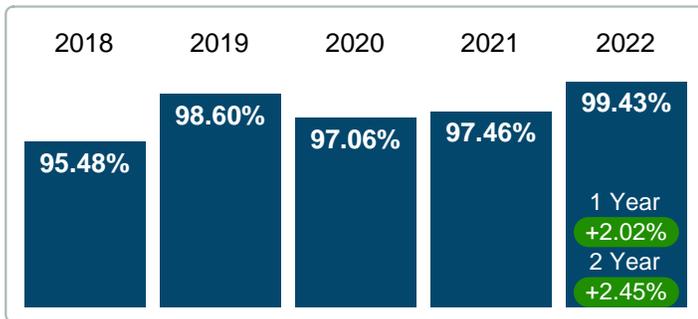
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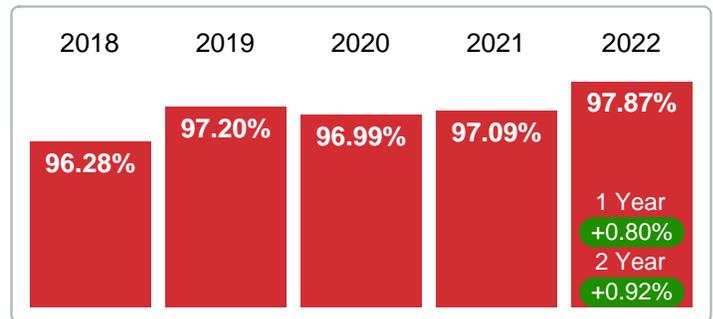
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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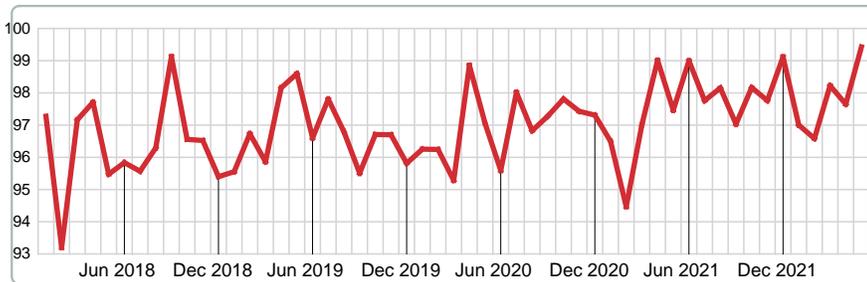
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

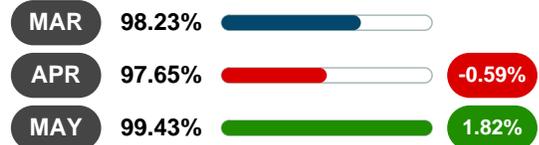


### 3 MONTHS

5 year MAY AVG = 97.60%

High May 2022 99.43% Low Feb 2018 93.20%

Average Sold/List Ratio this month at **99.43%**  
above the 5 yr MAY average of **97.60%**



### 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
\$100,000 and less	5	8.77%	95.97%	108.43%	92.86%	0.00%	0.00%
\$100,001 - \$125,000	7	12.28%	95.40%	96.78%	95.41%	88.53%	0.00%
\$125,001 - \$175,000	6	10.53%	104.49%	98.96%	107.26%	0.00%	0.00%
\$175,001 - \$225,000	16	28.07%	99.29%	0.00%	99.69%	93.18%	0.00%
\$225,001 - \$275,000	10	17.54%	100.13%	0.00%	100.86%	93.64%	0.00%
\$275,001 - \$375,000	7	12.28%	97.20%	0.00%	97.20%	97.20%	0.00%
\$375,001 and up	6	10.53%	103.75%	0.00%	107.51%	100.00%	100.00%
Average Sold/List Ratio		99.40%		98.78%	100.26%	95.87%	100.00%
Total Closed Units	57	100%	99.40%	8	40	8	1
Total Closed Volume	13,677,169			994.00K	8.86M	3.22M	600.00K

# May 2022



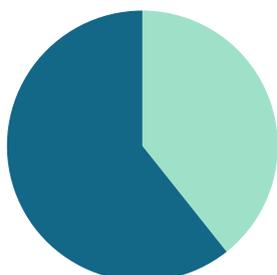
Area Delimited by County Of Bryan - Residential Property Type



## MARKET SUMMARY

Report produced on Jun 13, 2022 for MLS Technology Inc.

### INVENTORY

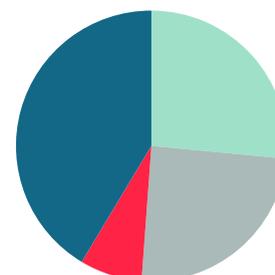


**Inventory**  
 New Listings  
**79 = 39.30%**  
 Start Inventory  
**122**  
 Total Inventory Units  
**201**  
 Volume  
**\$78,858,790**

### Market Activity

Closed Sales  
**57 = 26.51%**  
 Pending Sales  
**53 = 24.65%**  
 Other Off Market  
**16 = 7.44%**  
 Active Inventory  
**89 = 41.40%**

### MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	46	57	23.91%	195	261	33.85%
Pending Sales	38	53	39.47%	227	272	19.82%
New Listings	54	79	46.30%	252	326	29.37%
Average List Price	231,491	240,257	3.79%	227,352	269,478	18.53%
Average Sale Price	223,922	239,950	7.16%	218,257	260,985	19.58%
Average Percent of Selling Price to List Price	97.46%	99.43%	2.02%	97.09%	97.87%	0.80%
Average Days on Market to Sale	21.20	25.39	19.77%	31.06	27.75	-10.64%
Monthly Inventory	147	89	-39.46%	147	89	-39.46%
Months Supply of Inventory	3.47	1.71	-50.77%	3.47	1.71	-50.77%

**Absorption:** Last 12 months, an Average of **52** Sales/Month

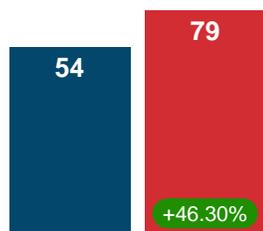
**Inventory** on May 31, 2022 = **89**

**2021** **2022**

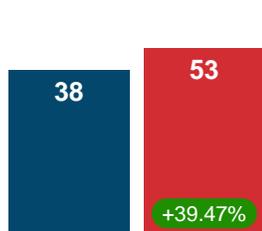
### MAY MARKET

### AVERAGE PRICES

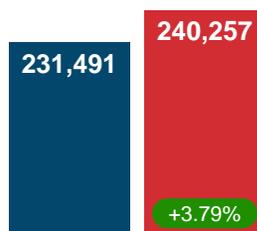
#### New Listings



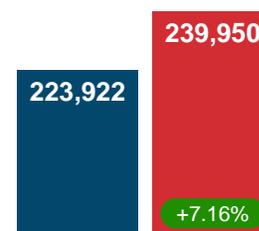
#### Pending Listings



#### List Price



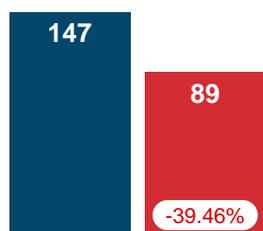
#### Sale Price



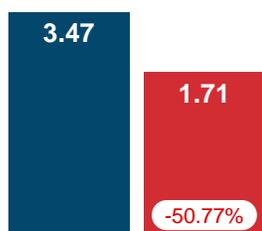
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

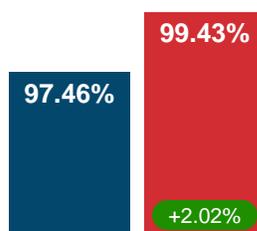
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

