

December 2021



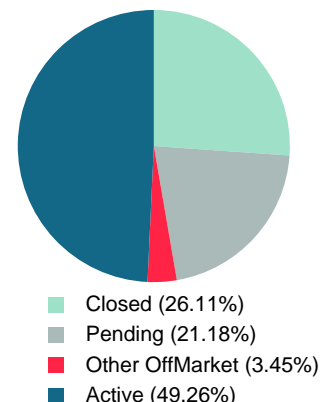
Area Delimited by County Of Bryan - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2020	2021	+/-%
Closed Listings	46	53	15.22%
Pending Listings	36	43	19.44%
New Listings	40	43	7.50%
Average List Price	231,832	225,144	-2.88%
Average Sale Price	227,492	241,274	6.06%
Average Percent of Selling Price to List Price	97.31%	99.12%	1.86%
Average Days on Market to Sale	36.41	22.55	-38.08%
End of Month Inventory	72	100	38.89%
Months Supply of Inventory	1.73	2.14	23.76%



Absorption: Last 12 months, an Average of **47** Sales/Month
Active Inventory as of December 31, 2021 = **100**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of December 2021 rose **38.89%** to 100 existing homes available for sale. Over the last 12 months this area has had an average of 47 closed sales per month. This represents an unsold inventory index of **2.14** 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 **6.06%** in December 2021 to \$241,274 versus the previous year at \$227,492.

Average Days on Market Shortens

The average number of **22.55** days that homes spent on the market before selling decreased by 13.87 days or **38.08%** in December 2021 compared to last year's same month at **36.41** DOM.

Sales Success for December 2021 is Positive

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

There were 43 New Listings in December 2021, up **7.50%** from last year at 40. Furthermore, there were 53 Closed Listings this month versus last year at 46, a **15.22%** increase.

Closed versus Listed trends yielded a **123.3%** ratio, up from previous year's, December 2020, at **115.0%**, a **7.18%** upswing. This will certainly create pressure on an increasing Monthly Months 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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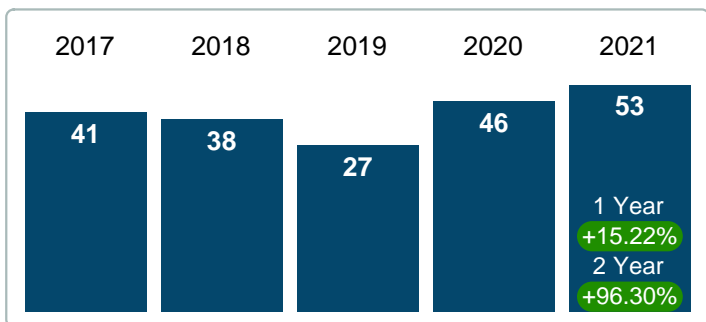
Area Delimited by County Of Bryan - Residential Property Type



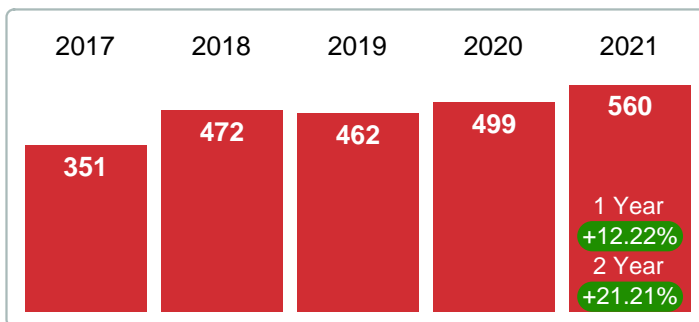
CLOSED LISTINGS

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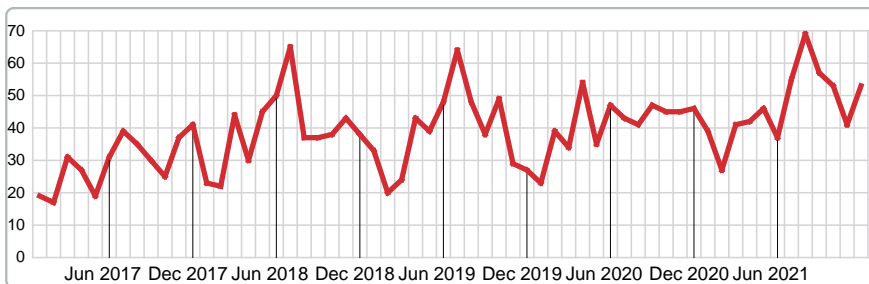
DECEMBER



YEAR TO DATE (YTD)

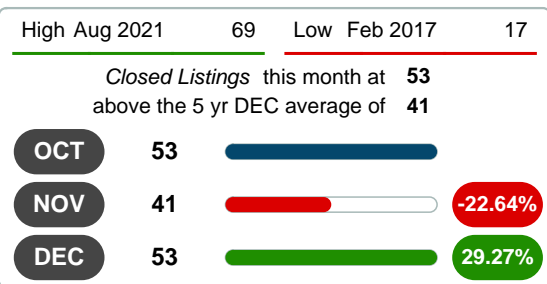


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC 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
\$100,000 and less	6	11.32%	11.8	2	4	0	0
\$100,001 - \$125,000	2	3.77%	55.0	1	1	0	0
\$125,001 - \$175,000	12	22.64%	11.6	4	7	1	0
\$175,001 - \$225,000	13	24.53%	7.9	0	12	1	0
\$225,001 - \$250,000	3	5.66%	10.0	0	3	0	0
\$250,001 - \$325,000	10	18.87%	55.0	0	5	4	1
\$325,001 and up	7	13.21%	27.4	0	3	4	0
Total Closed Units	53			7	35	10	1
Total Closed Volume	12,787,497	100%	22.5	817.70K	8.70M	3.00M	269.41K
Average Closed Price	\$241,274			\$116,814	\$248,546	\$300,129	\$269,410

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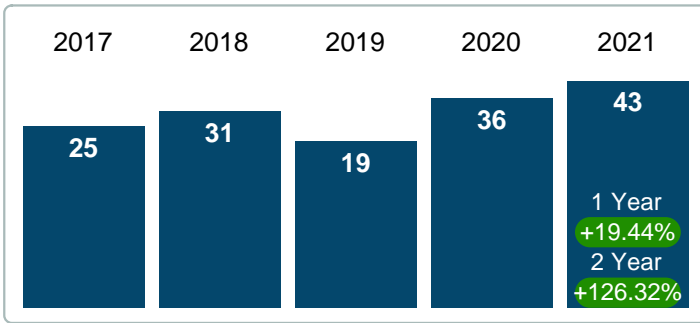
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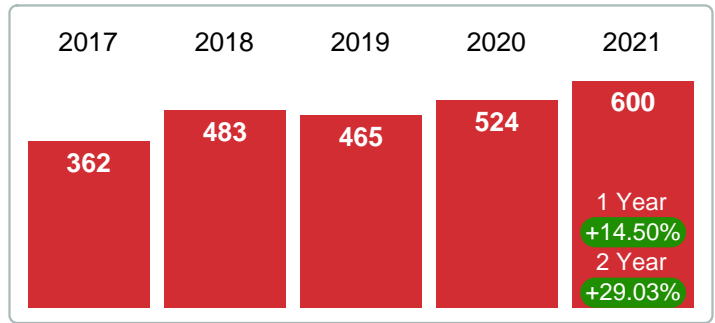
PENDING LISTINGS

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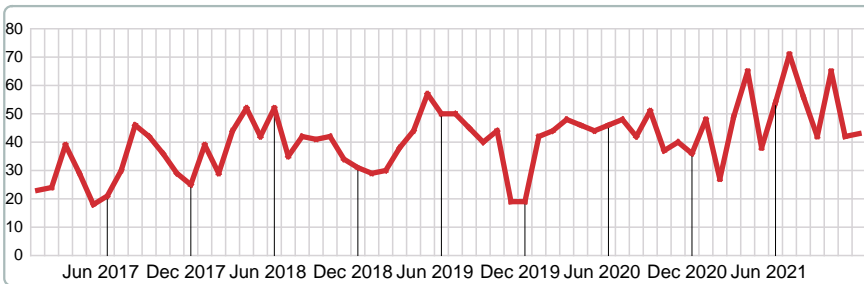
DECEMBER



YEAR TO DATE (YTD)

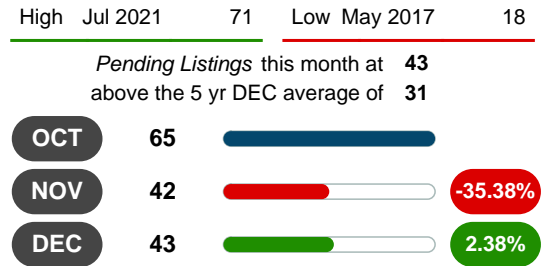


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 31



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	4	9.30%	39.3	2	2	0	0
\$100,001 - \$125,000	3	6.98%	36.7	3	0	0	0
\$125,001 - \$175,000	9	20.93%	42.0	1	6	2	0
\$175,001 - \$200,000	6	13.95%	7.5	0	5	1	0
\$200,001 - \$275,000	11	25.58%	51.0	0	9	1	1
\$275,001 - \$375,000	5	11.63%	19.2	0	0	5	0
\$375,001 and up	5	11.63%	24.0	1	3	1	0
Total Pending Units	43			7	25	10	1
Total Pending Volume	10,368,400	100%	34.1	1.20M	6.01M	2.93M	229.00K
Average Listing Price	\$240,267			\$171,714	\$240,204	\$293,230	\$229,000

December 2021



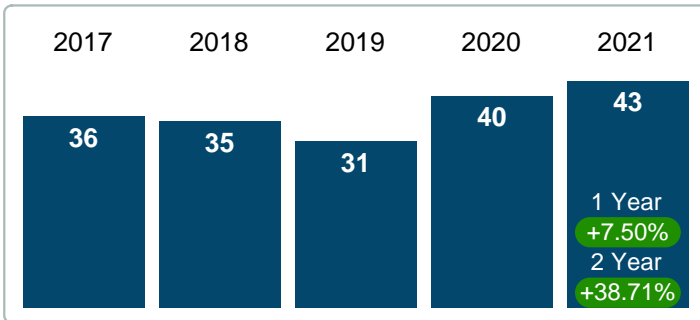
Area Delimited by County Of Bryan - Residential Property Type



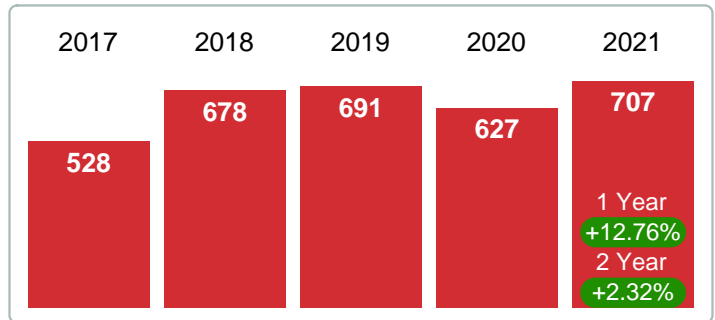
NEW LISTINGS

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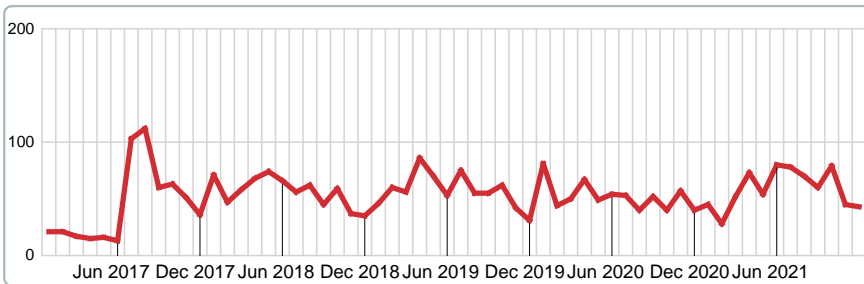
DECEMBER



YEAR TO DATE (YTD)

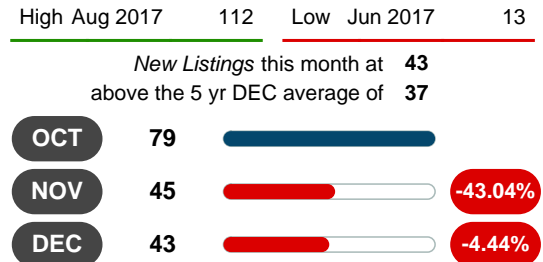


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 37



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	3	6.98%	1	2	0	0
\$125,001 - \$150,000	4	9.30%	0	2	2	0
\$150,001 - \$200,000	8	18.60%	1	6	1	0
\$200,001 - \$250,000	10	23.26%	0	8	2	0
\$250,001 - \$300,000	9	20.93%	0	4	5	0
\$300,001 - \$425,000	4	9.30%	0	1	3	0
\$425,001 and up	5	11.63%	0	3	2	0
Total New Listed Units	43		2	26	15	0
Total New Listed Volume	12,221,300	100%	284.00K	7.17M	4.77M	0.00B
Average New Listed Listing Price	\$273,617		\$142,000	\$275,700	\$317,940	\$0

December 2021



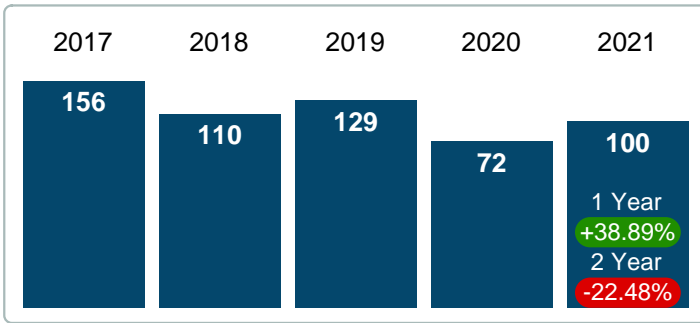
Area Delimited by County Of Bryan - Residential Property Type



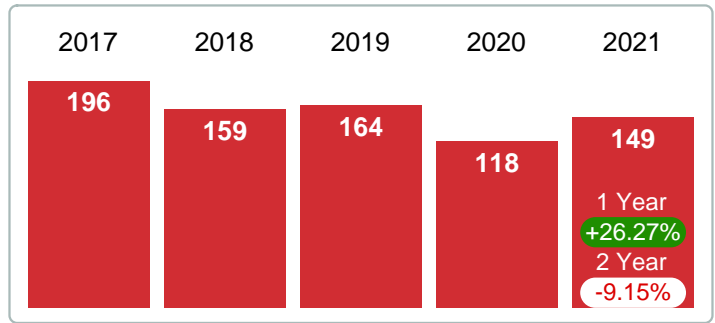
ACTIVE INVENTORY

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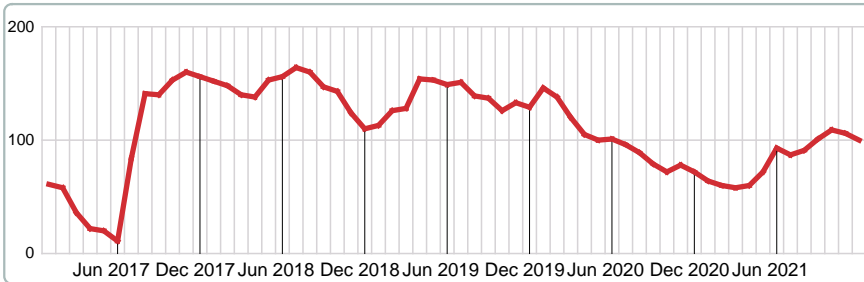
END OF DECEMBER



ACTIVE DURING DECEMBER

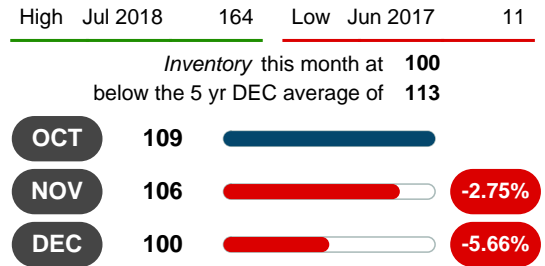


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 113



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	11	11.00%	96.5	4	7	0	0
\$125,001 - \$150,000	7	7.00%	68.6	1	3	2	1
\$150,001 - \$225,000	15	15.00%	60.8	1	8	6	0
\$225,001 - \$300,000	24	24.00%	68.0	3	13	7	1
\$300,001 - \$450,000	18	18.00%	94.3	0	9	9	0
\$450,001 - \$900,000	15	15.00%	68.1	2	9	2	2
\$900,001 and up	10	10.00%	153.5	1	2	5	2
Total Active Inventory by Units			100	12	51	31	6
Total Active Inventory by Volume			45,215,329	4.54M	18.62M	16.04M	6.00M
Average Active Inventory Listing Price			\$452,153	\$378,717	\$365,179	\$517,506	\$1,000,650

December 2021



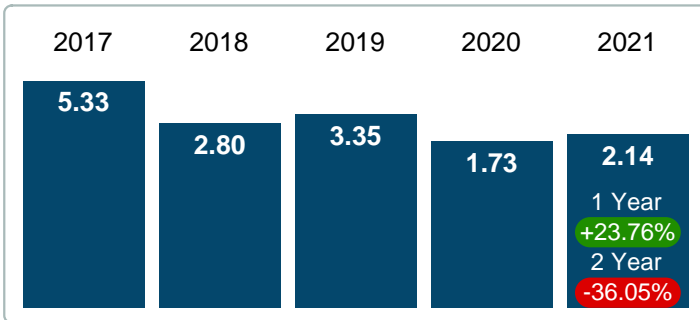
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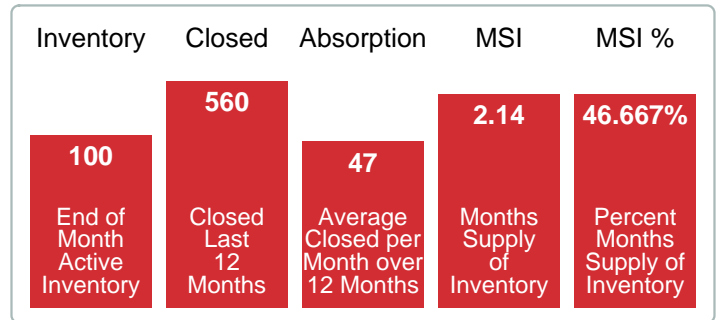
MONTHS SUPPLY of INVENTORY (MSI)

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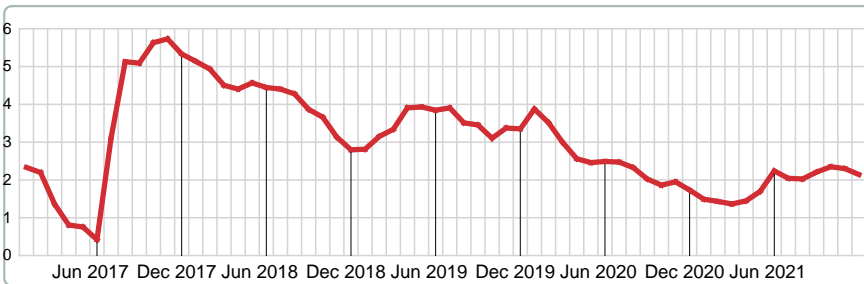
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2021

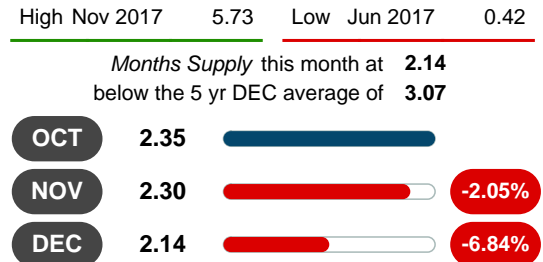


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 3.07



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	11	11.00%	1.52	1.71	1.68	0.00	0.00
\$125,001 - \$150,000	7	7.00%	2.00	2.00	1.33	3.00	12.00
\$150,001 - \$225,000	15	15.00%	0.86	1.50	0.55	2.67	0.00
\$225,001 - \$300,000	24	24.00%	2.32	12.00	1.93	2.33	3.00
\$300,001 - \$450,000	18	18.00%	3.18	0.00	3.60	3.60	0.00
\$450,001 - \$900,000	15	15.00%	7.50	24.00	13.50	4.00	2.67
\$900,001 and up	10	10.00%	24.00	0.00	8.00	0.00	12.00
Market Supply of Inventory (MSI)			2.14	3.00	1.64	3.21	3.13
Total Active Inventory by Units		100%	2.14	12	51	31	6

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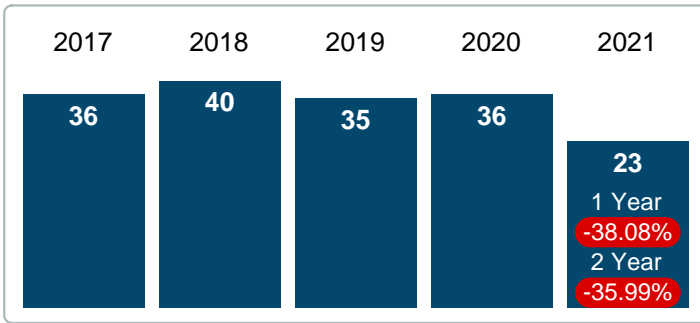
Area Delimited by County Of Bryan - Residential Property Type



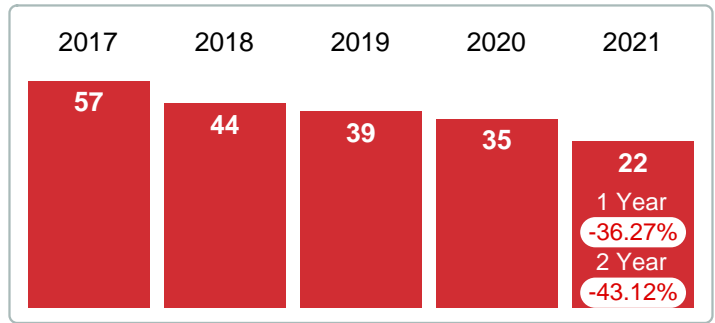
AVERAGE DAYS ON MARKET TO SALE

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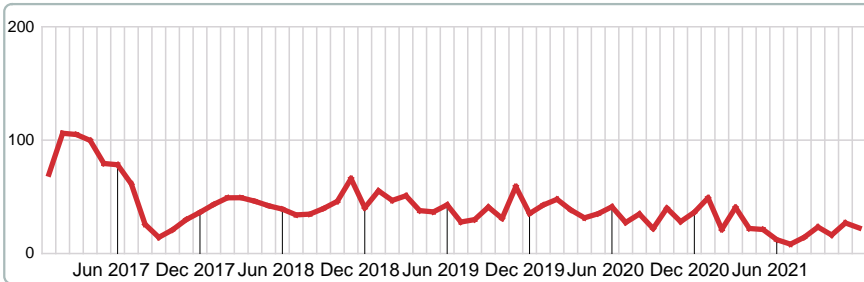
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 34

High Feb 2017 106 Low Jul 2021 8

Average Days on Market to Sale this month at 23 below the 5 yr DEC average of 34



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	11.32%	12	22	7	0	0
\$100,001 - \$125,000	3.77%	55	107	3	0	0
\$125,001 - \$175,000	22.64%	12	21	4	24	0
\$175,001 - \$225,000	24.53%	8	0	9	1	0
\$225,001 - \$250,000	5.66%	10	0	10	0	0
\$250,001 - \$325,000	18.87%	55	0	95	19	3
\$325,001 and up	13.21%	27	0	41	18	0
Average Closed DOM		23	34	22	17	3
Total Closed Units	100%	23	7	35	10	1
Total Closed Volume		12,787,497	817.70K	8.70M	3.00M	269.41K

December 2021



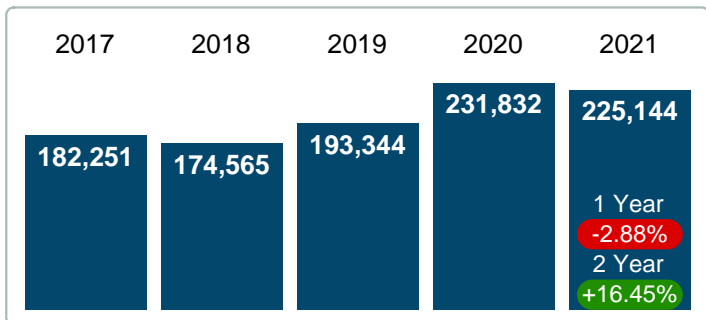
Area Delimited by County Of Bryan - Residential Property Type



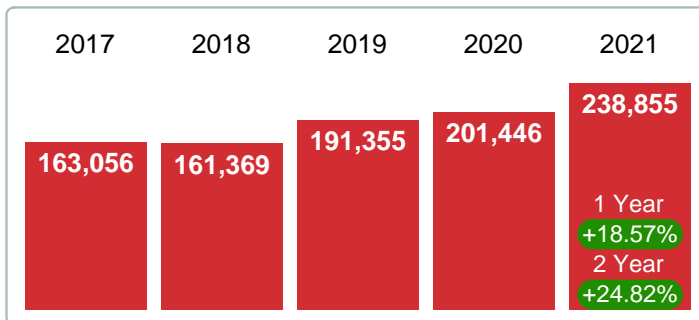
AVERAGE LIST PRICE AT CLOSING

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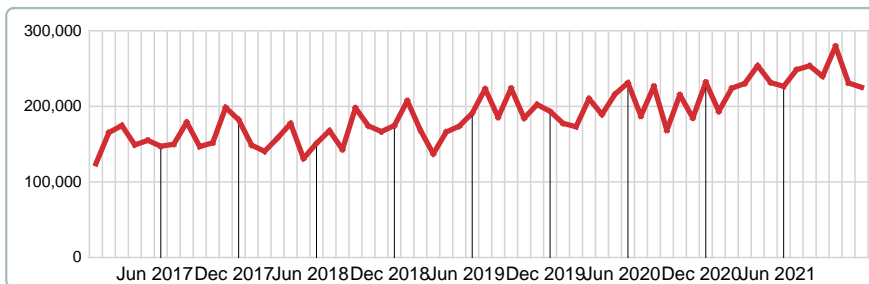
DECEMBER



YEAR TO DATE (YTD)

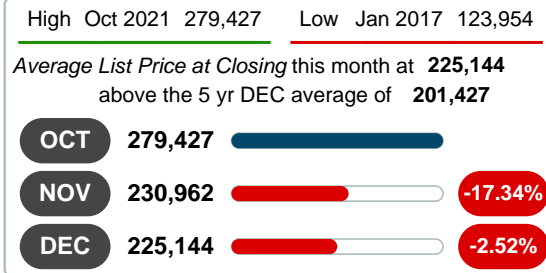


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 201,427



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	5	9.43%	74,600	77,000	83,475	0	0
\$100,001 - \$125,000	3	5.66%	113,267	119,900	105,000	0	0
\$125,001 - \$175,000	9	16.98%	155,767	155,975	166,129	180,000	0
\$175,001 - \$225,000	15	28.30%	197,790	0	204,838	179,000	0
\$225,001 - \$250,000	5	9.43%	238,510	0	237,467	0	0
\$250,001 - \$325,000	8	15.09%	283,651	0	270,990	316,225	269,410
\$325,001 and up	8	15.09%	423,665	0	516,510	366,197	0
Average List Price			225,144	128,257	219,335	308,869	269,410
Total Closed Units		100%	225,144	7	35	10	1
Total Closed Volume			11,932,626	897.80K	7.68M	3.09M	269.41K

December 2021



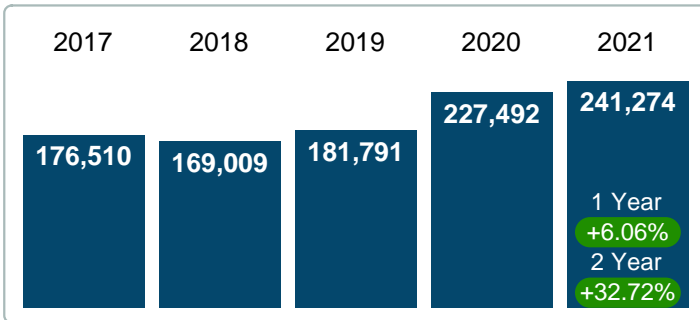
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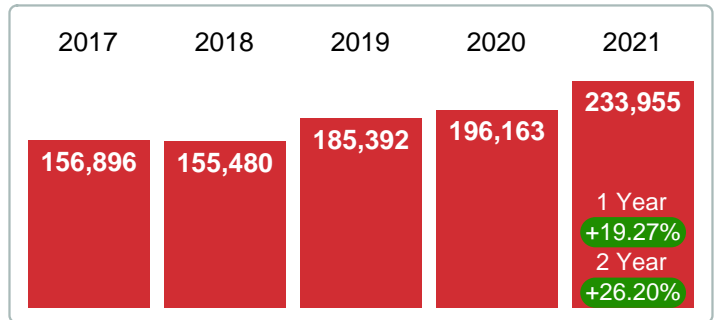
AVERAGE SOLD PRICE AT CLOSING

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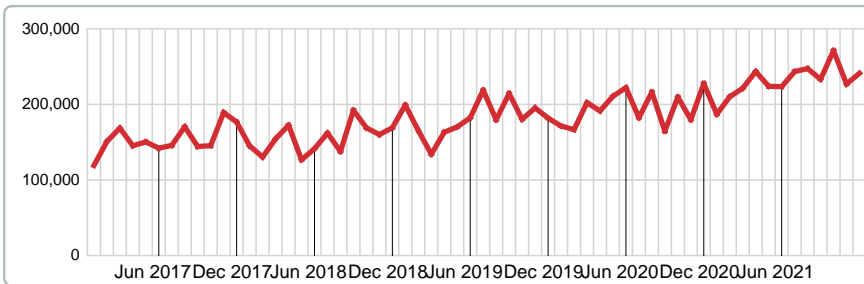
DECEMBER



YEAR TO DATE (YTD)

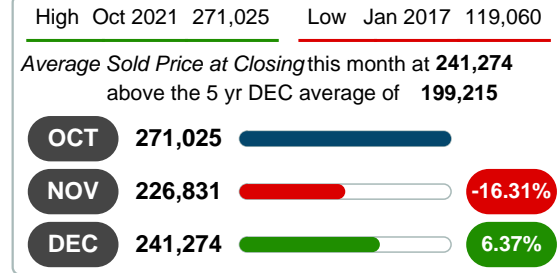


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 199,215



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	6	11.32%	72,867	69,100	74,750	0	0
\$100,001 - \$125,000	2	3.77%	109,000	113,000	105,000	0	0
\$125,001 - \$175,000	12	22.64%	153,583	141,625	158,786	165,000	0
\$175,001 - \$225,000	13	24.53%	200,927	0	202,754	179,000	0
\$225,001 - \$250,000	3	5.66%	235,650	0	235,650	0	0
\$250,001 - \$325,000	10	18.87%	280,051	0	267,720	298,125	269,410
\$325,001 and up	7	13.21%	595,684	0	901,667	366,197	0
Average Sold Price			241,274	116,814	248,546	300,129	269,410
Total Closed Units		100%	241,274	7	35	10	1
Total Closed Volume			12,787,497	817.70K	8.70M	3.00M	269.41K

December 2021



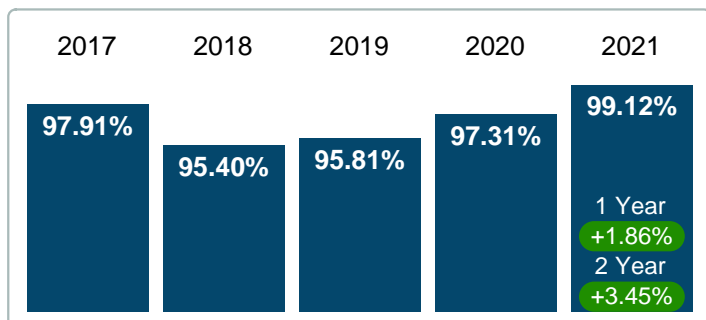
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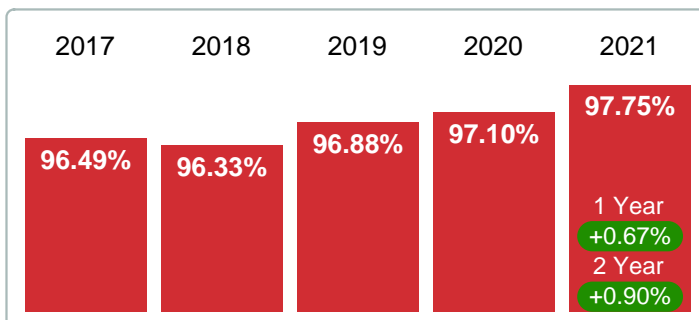
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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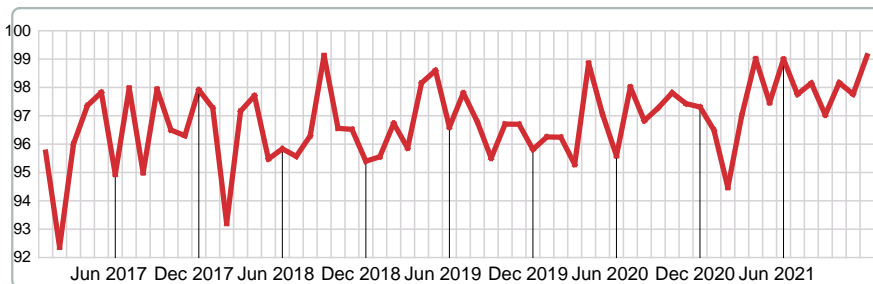
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

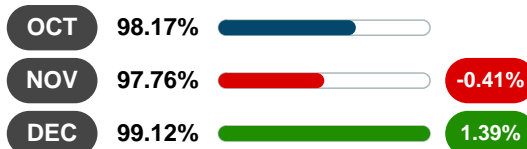


3 MONTHS

5 year DEC AVG = 97.11%

High Sep 2018 99.13% Low Feb 2017 92.37%

Average Sold/List Ratio this month at **99.12%**
above the 5 yr DEC average of **97.11%**



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	6	11.32%	88.38%	89.80%	87.67%	0.00%	0.00%	
\$100,001 - \$125,000	2	3.77%	97.12%	94.25%	100.00%	0.00%	0.00%	
\$125,001 - \$175,000	12	22.64%	94.01%	91.20%	95.94%	91.67%	0.00%	
\$175,001 - \$225,000	13	24.53%	99.18%	0.00%	99.11%	100.00%	0.00%	
\$225,001 - \$250,000	3	5.66%	99.33%	0.00%	99.33%	0.00%	0.00%	
\$250,001 - \$325,000	10	18.87%	97.55%	0.00%	98.99%	95.13%	100.00%	
\$325,001 and up	7	13.21%	119.69%	0.00%	146.05%	99.93%	0.00%	
Average Sold/List Ratio		99.10%		91.24%	101.22%	97.19%	100.00%	
Total Closed Units		53	100%	99.10%	7	35	10	1
Total Closed Volume		12,787,497			817.70K	8.70M	3.00M	269.41K

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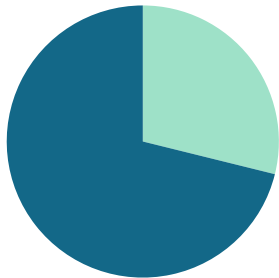
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

Report produced on Aug 10, 2023 for MLS Technology Inc.

INVENTORY

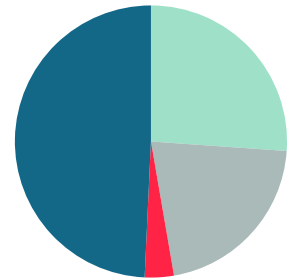


Inventory
 New Listings
43 = 28.86%
 Start Inventory
106
 Total Inventory Units
149
 Volume
\$57,857,829

Market Activity

Closed Sales
53 = 26.11%
 Pending Sales
43 = 21.18%
 Other Off Market
7 = 3.45%
 Active Inventory
100 = 49.26%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	46	53	15.22%	499	560	12.22%
Pending Sales	36	43	19.44%	524	600	14.50%
New Listings	40	43	7.50%	627	707	12.76%
Average List Price	231,832	225,144	-2.88%	201,446	238,855	18.57%
Average Sale Price	227,492	241,274	6.06%	196,163	233,955	19.27%
Average Percent of Selling Price to List Price	97.31%	99.12%	1.86%	97.10%	97.75%	0.67%
Average Days on Market to Sale	36.41	22.55	-38.08%	34.88	22.23	-36.27%
Monthly Inventory	72	100	38.89%	72	100	38.89%
Months Supply of Inventory	1.73	2.14	23.76%	1.73	2.14	23.76%

Absorption: Last 12 months, an Average of **47** Sales/Month

Inventory on December 31, 2021 = **100**

2020 **2021**

DECEMBER MARKET

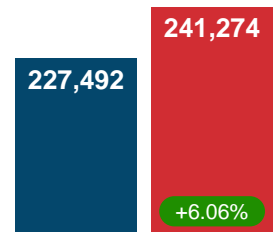
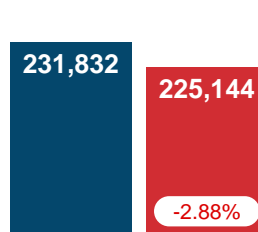
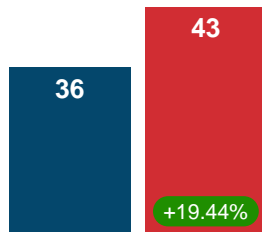
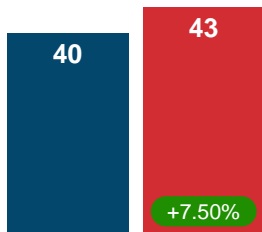
AVERAGE PRICES

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

