

November 2021



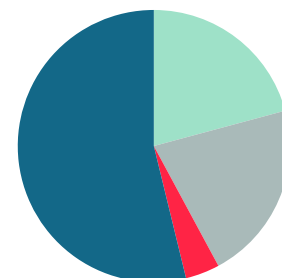
Area Delimited by County Of Bryan - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	November 2021	+/-%
Closed Listings	45	41	-8.89%
Pending Listings	40	42	5.00%
New Listings	57	45	-21.05%
Median List Price	169,277	210,400	24.29%
Median Sale Price	165,000	210,000	27.27%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	6.00	15.00	150.00%
End of Month Inventory	78	106	35.90%
Months Supply of Inventory	1.95	2.30	17.96%



■ Closed (20.81%)
■ Pending (21.32%)
■ Other OffMarket (4.06%)
■ Active (53.81%)

Absorption: Last 12 months, an Average of **46** Sales/Month
Active Inventory as of November 30, 2021 = **106**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2021 rose **35.90%** to 106 existing homes available for sale. Over the last 12 months this area has had an average of 46 closed sales per month. This represents an unsold inventory index of **2.30** 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 **27.27%** in November 2021 to \$210,000 versus the previous year at \$165,000.

Median Days on Market Lengthens

The median number of **15.00** days that homes spent on the market before selling increased by 9.00 days or **150.00%** in November 2021 compared to last year's same month at **6.00** DOM.

Sales Success for November 2021 is Positive

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

There were 45 New Listings in November 2021, down **21.05%** from last year at 57. Furthermore, there were 41 Closed Listings this month versus last year at 45, a **-8.89%** decrease.

Closed versus Listed trends yielded a **91.1%** ratio, up from previous year's, November 2020, at **78.9%**, a **15.41%** upswing. This will certainly create pressure on an increasing 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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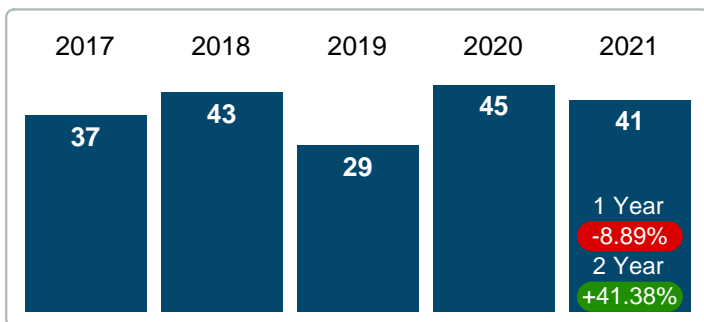
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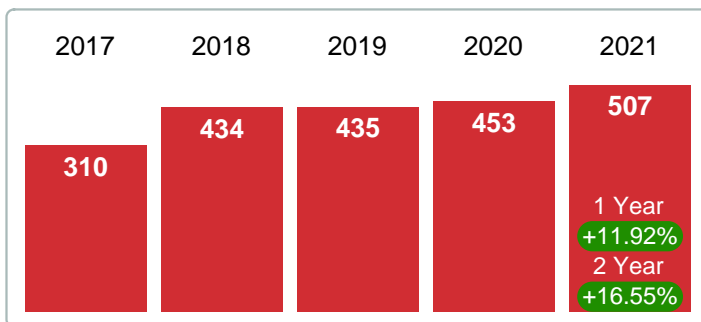
CLOSED LISTINGS

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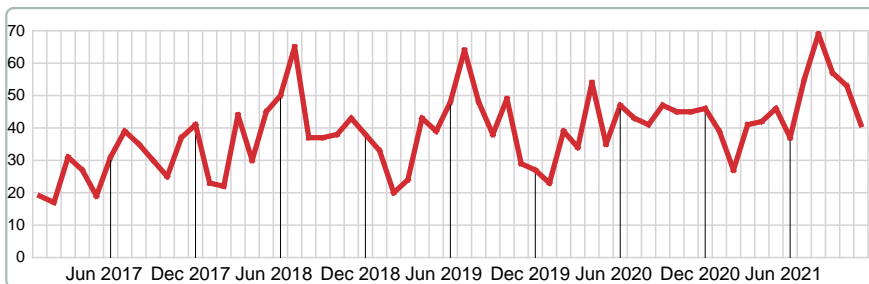
NOVEMBER



YEAR TO DATE (YTD)

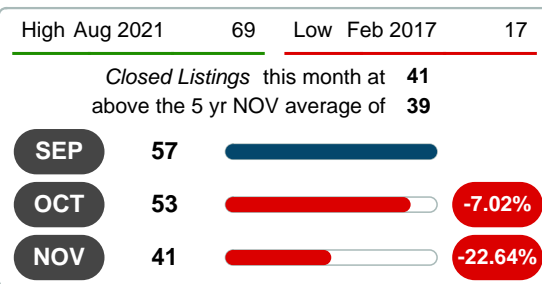


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 39



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	4	9.76%	11.5	0	4	0	0
\$100,001 - \$125,000	3	7.32%	1.0	1	2	0	0
\$125,001 - \$175,000	6	14.63%	13.5	1	5	0	0
\$175,001 - \$225,000	10	24.39%	11.0	0	8	2	0
\$225,001 - \$250,000	6	14.63%	10.0	0	4	2	0
\$250,001 - \$350,000	7	17.07%	41.0	0	3	2	2
\$350,001 and up	5	12.20%	53.0	1	1	2	1
Total Closed Units	41			3	27	8	3
Total Closed Volume	9,300,075	100%	15.0	635.00K	5.33M	2.25M	1.09M
Median Closed Price	\$210,000			\$135,000	\$200,000	\$251,250	\$269,410

November 2021



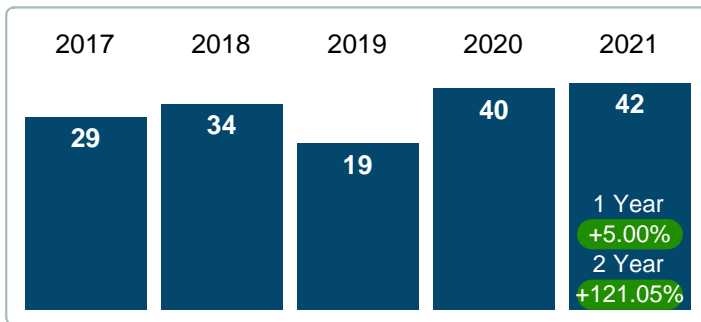
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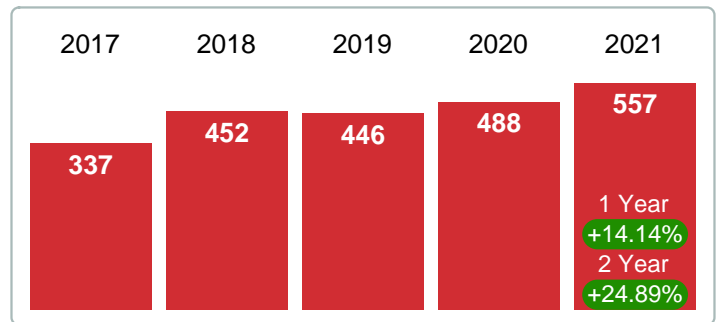
PENDING LISTINGS

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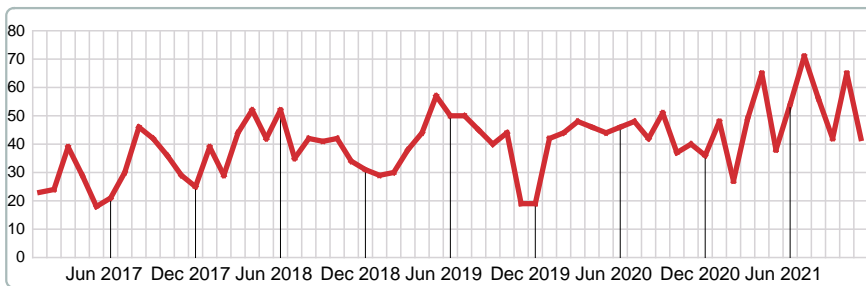
NOVEMBER



YEAR TO DATE (YTD)

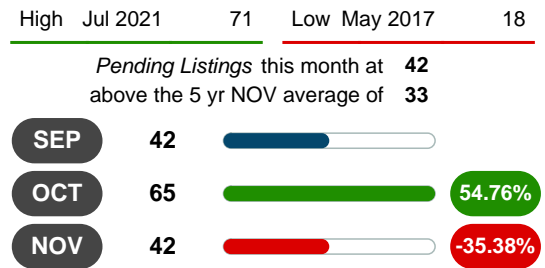


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 33



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	2	4.76%	2.5	0	2	0	0
\$75,001 - \$125,000	8	19.05%	3.5	3	5	0	0
\$125,001 - \$175,000	3	7.14%	3.0	0	3	0	0
\$175,001 - \$225,000	11	26.19%	20.0	1	8	2	0
\$225,001 - \$300,000	9	21.43%	7.0	0	8	0	1
\$300,001 - \$350,000	5	11.90%	15.0	0	3	2	0
\$350,001 and up	4	9.52%	50.5	0	3	1	0
Total Pending Units	42			4	32	5	1
Total Pending Volume	9,190,449	100%	12.5	498.00K	7.03M	1.40M	259.90K
Median Listing Price	\$216,175			\$117,000	\$220,635	\$310,000	\$259,900

November 2021



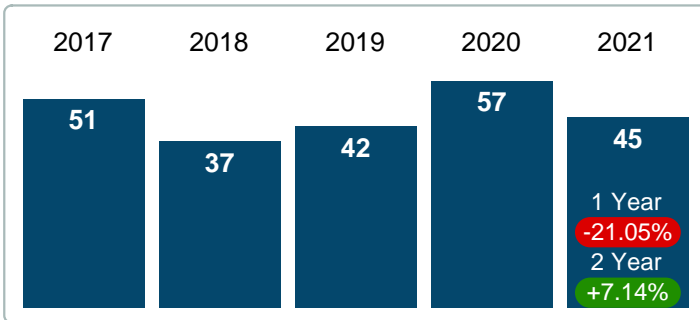
Area Delimited by County Of Bryan - Residential Property Type



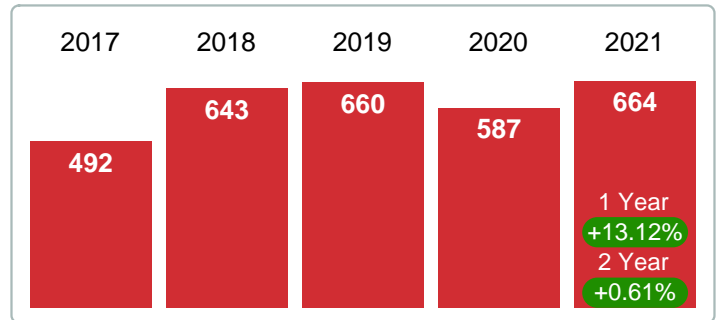
NEW LISTINGS

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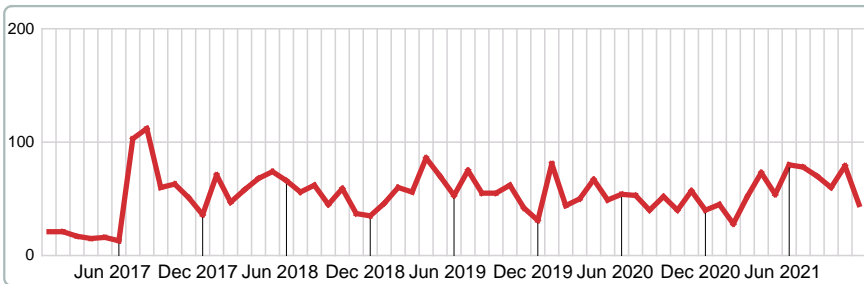
NOVEMBER



YEAR TO DATE (YTD)

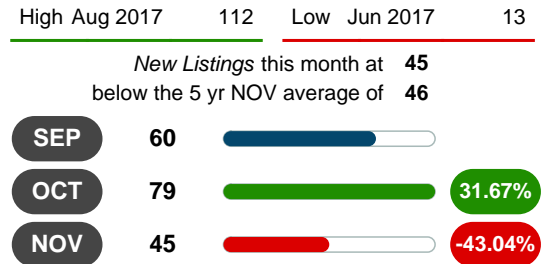


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 46



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	8.89%	1	3	0	0
\$75,001 - \$100,000	3	6.67%	0	3	0	0
\$100,001 - \$175,000	9	20.00%	2	6	0	1
\$175,001 - \$225,000	10	22.22%	1	7	2	0
\$225,001 - \$300,000	9	20.00%	0	7	1	1
\$300,001 - \$525,000	5	11.11%	0	3	2	0
\$525,001 and up	5	11.11%	1	3	0	1
Total New Listed Units	45		5	32	5	3
Total New Listed Volume	11,206,850	100%	1.16M	7.52M	1.35M	1.18M
Median New Listed Listing Price	\$210,000		\$120,000	\$207,500	\$277,200	\$250,000

November 2021



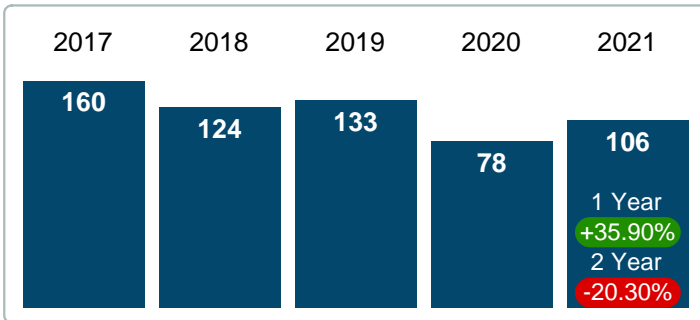
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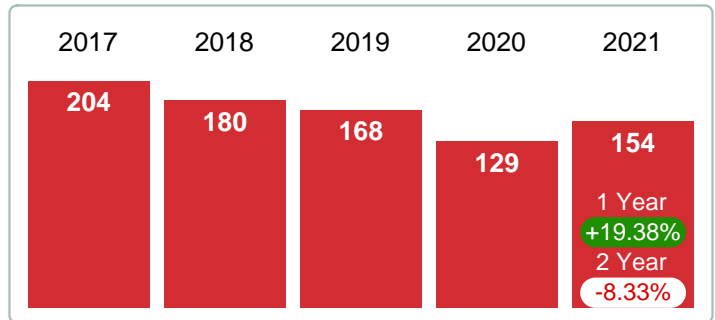
ACTIVE INVENTORY

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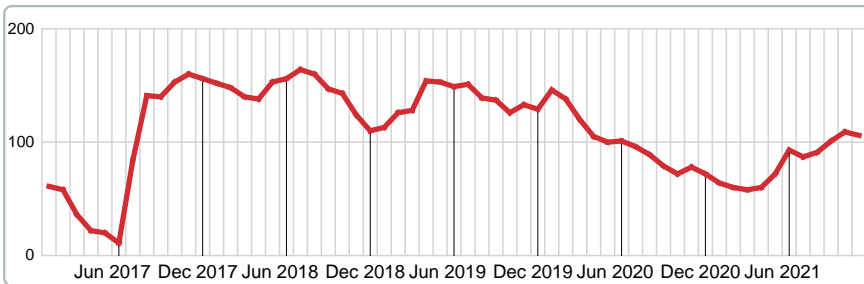
END OF NOVEMBER



ACTIVE DURING NOVEMBER

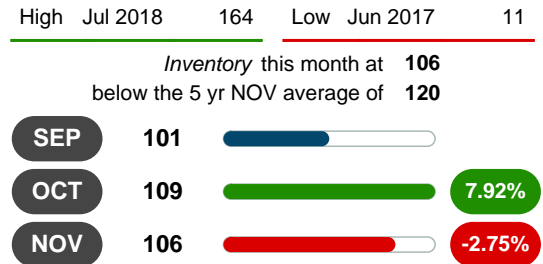


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 120



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	4.72%	29.0	2	3	0	0
\$75,001 - \$150,000	16	15.09%	58.5	7	8	0	1
\$150,001 - \$200,000	15	14.15%	49.0	1	8	5	1
\$200,001 - \$300,000	26	24.53%	55.0	3	14	7	2
\$300,001 - \$450,000	18	16.98%	78.5	0	9	9	0
\$450,001 - \$900,000	15	14.15%	40.0	3	8	2	2
\$900,001 and up	11	10.38%	126.0	1	3	5	2
Total Active Inventory by Units	106			17	53	28	8
Total Active Inventory by Volume	45,636,529	100%	60.0	5.46M	18.92M	14.84M	6.41M
Median Active Inventory Listing Price	\$261,000			\$129,000	\$239,900	\$308,755	\$390,000

November 2021



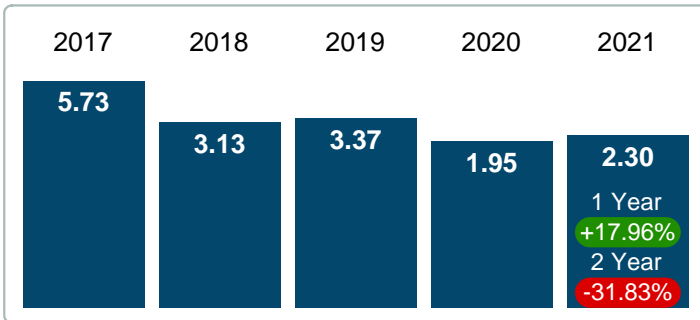
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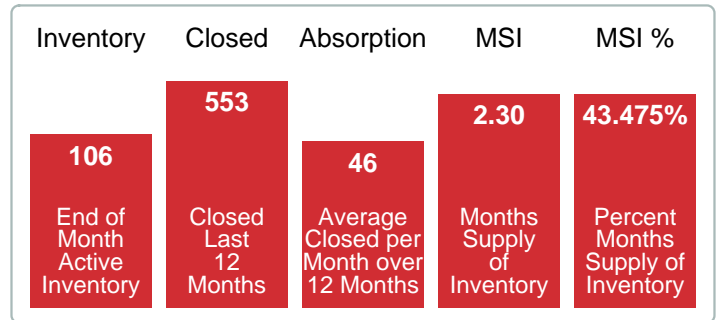
MONTHS SUPPLY of INVENTORY (MSI)

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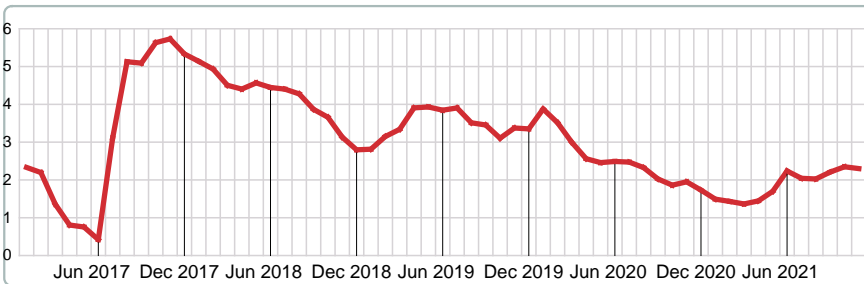
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2021

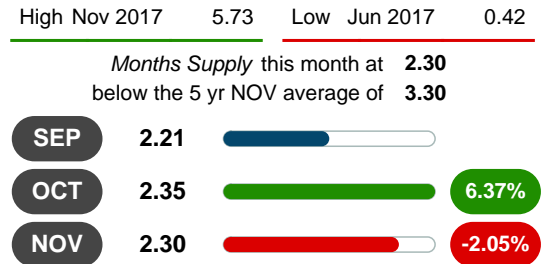


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 3.30



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
\$75,000 and less	5	4.72%	2.50	2.67	3.00	0.00	0.00
\$75,001 - \$150,000	16	15.09%	1.92	4.00	1.52	0.00	12.00
\$150,001 - \$200,000	15	14.15%	1.29	2.00	0.83	3.33	12.00
\$200,001 - \$300,000	26	24.53%	1.64	9.00	1.22	1.87	8.00
\$300,001 - \$450,000	18	16.98%	3.09	0.00	3.48	3.72	0.00
\$450,001 - \$900,000	15	14.15%	7.20	36.00	12.00	3.43	2.67
\$900,001 and up	11	10.38%	33.00	0.00	18.00	0.00	12.00
Market Supply of Inventory (MSI)			2.30	4.64	1.72	2.87	4.17
Total Active Inventory by Units		100%	2.30	17	53	28	8

November 2021



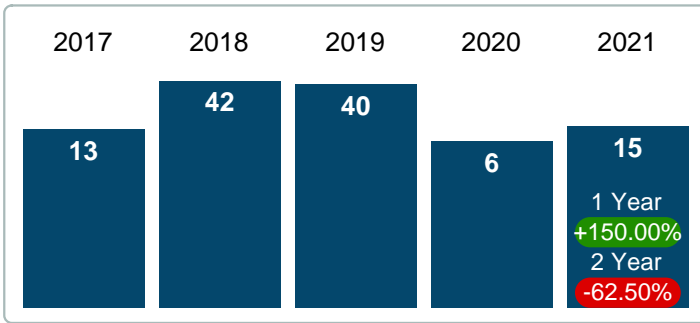
Area Delimited by County Of Bryan - Residential Property Type



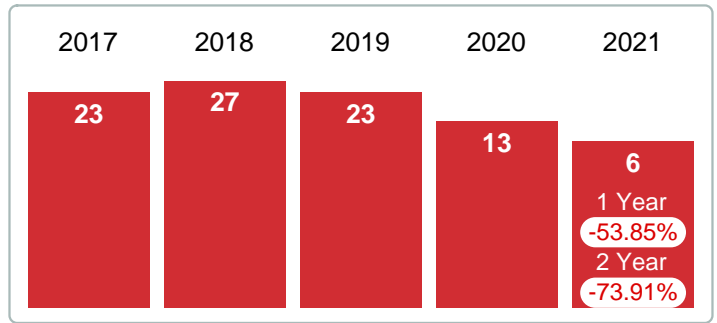
MEDIAN DAYS ON MARKET TO SALE

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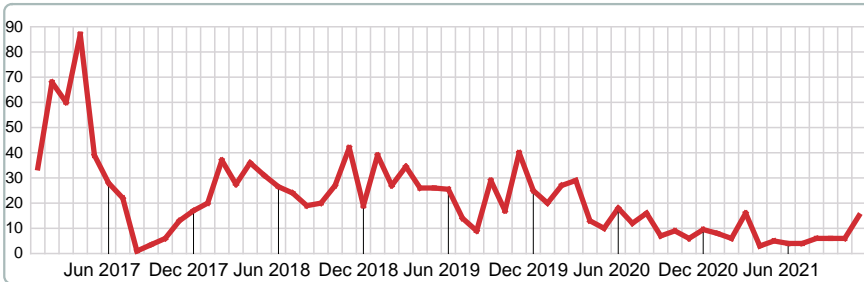
NOVEMBER



YEAR TO DATE (YTD)

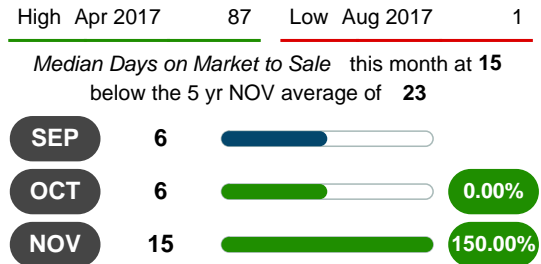


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 23



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
\$100,000 and less	9.76%	12	0	12	0	0
\$100,001 - \$125,000	7.32%	1	1	13	0	0
\$125,001 - \$175,000	14.63%	14	7	20	0	0
\$175,001 - \$225,000	24.39%	11	0	11	12	0
\$225,001 - \$250,000	14.63%	10	0	3	33	0
\$250,001 - \$350,000	17.07%	41	0	1	139	69
\$350,001 and up	12.20%	53	10	70	71	4
Median Closed DOM		15	7	7	47	41
Total Closed Units	100%	15.0	3	27	8	3
Total Closed Volume		9,300,075	635.00K	5.33M	2.25M	1.09M

November 2021



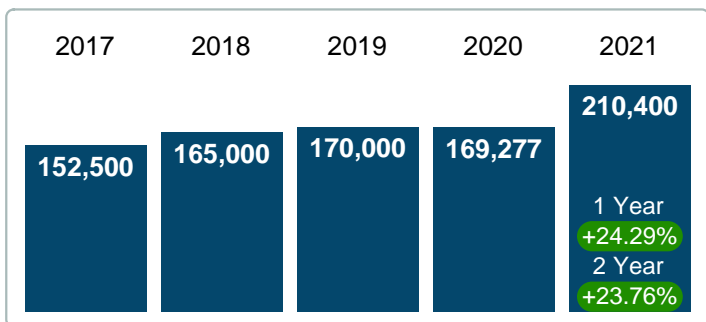
Area Delimited by County Of Bryan - Residential Property Type



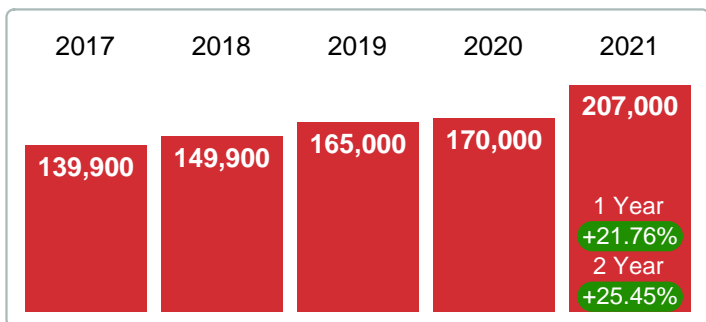
MEDIAN LIST PRICE AT CLOSING

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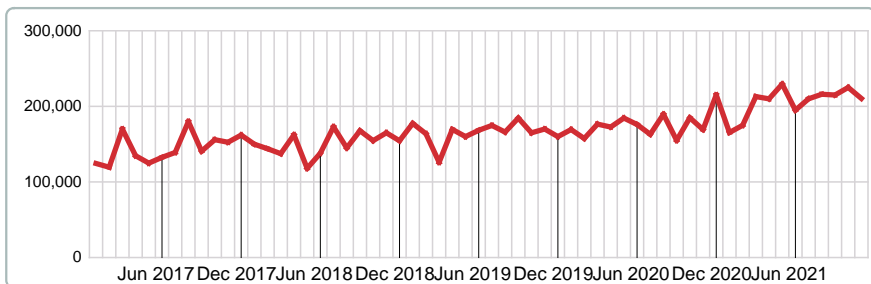
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 173,435

High May 2021 229,450 Low May 2018 118,000

Median List Price at Closing this month at **210,400**
above the 5 yr NOV average of **173,435**

SEP	215,000	
OCT	225,000	+4.65%
NOV	210,400	-6.49%

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
\$100,000 and less	3	7.32%	91,000	0	91,000	0	0
\$100,001 - \$125,000	4	9.76%	122,450	125,000	119,900	0	0
\$125,001 - \$175,000	6	14.63%	138,950	138,000	139,900	0	0
\$175,001 - \$225,000	9	21.95%	205,000	0	209,900	194,950	0
\$225,001 - \$250,000	7	17.07%	230,000	0	230,000	237,500	0
\$250,001 - \$350,000	6	14.63%	299,705	0	335,000	263,000	269,410
\$350,001 and up	6	14.63%	387,500	375,000	544,000	369,000	549,000
Median List Price			210,400	138,000	199,000	254,000	269,410
Total Closed Units		100%	210,400	3	27	8	3
Total Closed Volume			9,469,426	638.00K	5.48M	2.26M	1.09M

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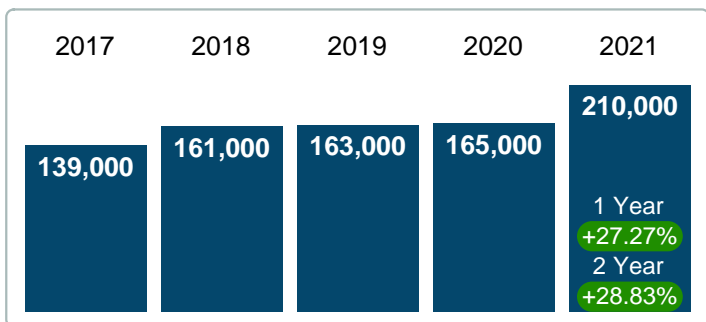
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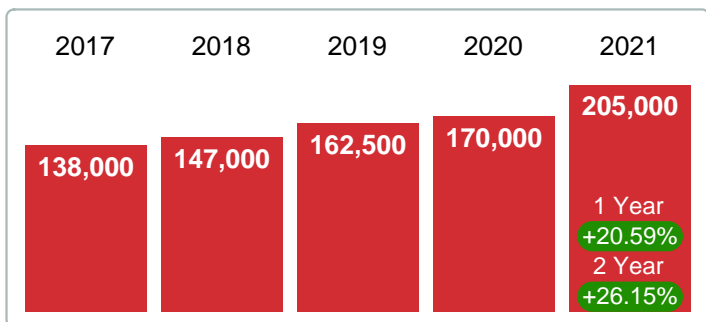
MEDIAN SOLD PRICE AT CLOSING

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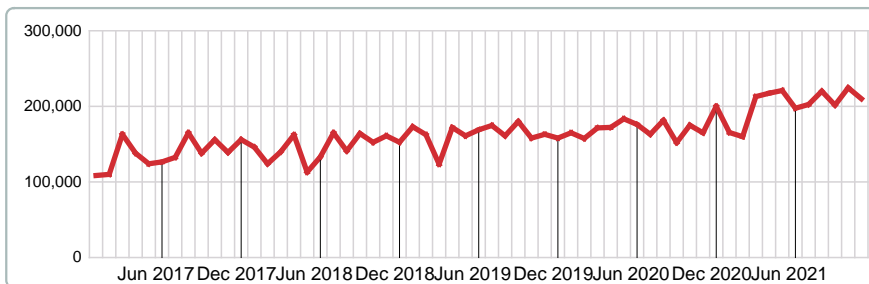
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

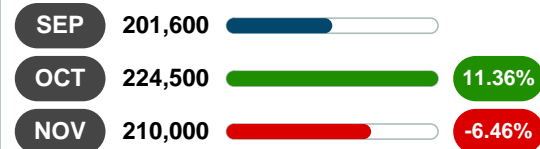


3 MONTHS

5 year NOV AVG = 167,600

High Oct 2021 224,500 Low Jan 2017 108,500

Median Sold Price at Closing this month at **210,000** above the 5 yr NOV average of **167,600**



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
\$100,000 and less	4	9.76%	86,250	0	86,250	0	0
\$100,001 - \$125,000	3	7.32%	121,999	125,000	118,500	0	0
\$125,001 - \$175,000	6	14.63%	137,450	135,000	139,900	0	0
\$175,001 - \$225,000	10	24.39%	204,375	0	205,700	195,625	0
\$225,001 - \$250,000	6	14.63%	235,100	0	231,450	235,100	0
\$250,001 - \$350,000	7	17.07%	310,500	0	320,000	308,250	269,410
\$350,001 and up	5	12.20%	400,000	375,000	520,000	384,500	549,000
Median Sold Price			210,000	135,000	200,000	251,250	269,410
Total Closed Units		100%	210,000	3	27	8	3
Total Closed Volume			9,300,075	635.00K	5.33M	2.25M	1.09M

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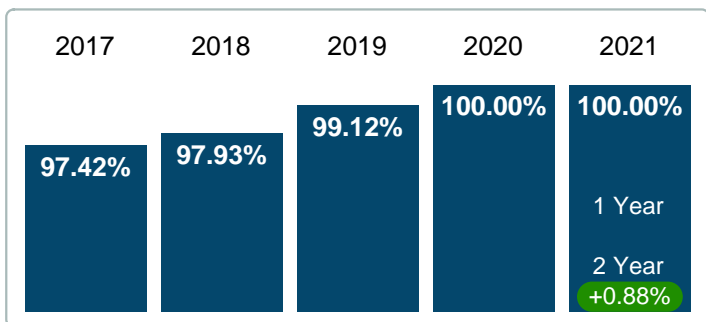
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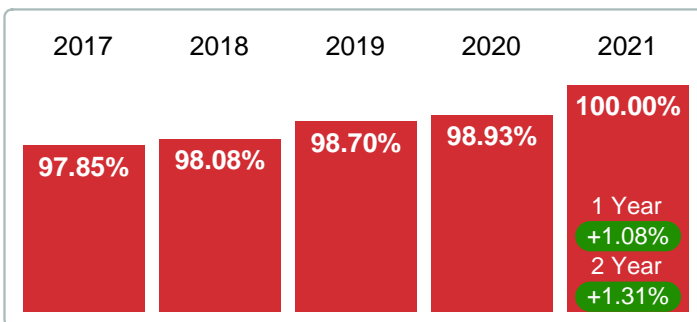
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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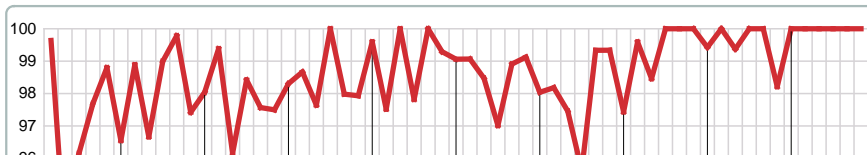
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 98.90%

High Nov 2021 100.00% Low Feb 2017 93.41%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr NOV average of **98.90%**

SEP 100.00%
OCT 100.00%
NOV 100.00%

0.00%
0.00%

DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	4	9.76%	86.35%	0.00%	86.35%	0.00%	0.00%
\$100,001 - \$125,000	3	7.32%	100.00%	100.00%	100.88%	0.00%	0.00%
\$125,001 - \$175,000	6	14.63%	100.00%	97.83%	100.00%	0.00%	0.00%
\$175,001 - \$225,000	10	24.39%	99.76%	0.00%	99.44%	100.31%	0.00%
\$225,001 - \$250,000	6	14.63%	100.00%	0.00%	100.00%	99.10%	0.00%
\$250,001 - \$350,000	7	17.07%	98.57%	0.00%	95.52%	98.61%	100.00%
\$350,001 and up	5	12.20%	100.00%	100.00%	95.59%	100.00%	100.00%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	100.00%
Total Closed Units		41	100%	3	27	8	3
Total Closed Volume		9,300,075		635.00K	5.33M	2.25M	1.09M

November 2021



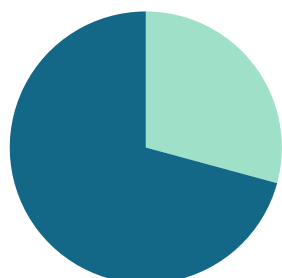
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

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

INVENTORY

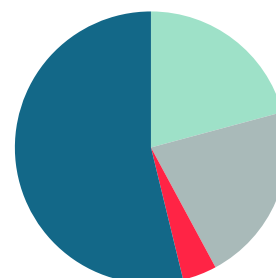


Inventory
 New Listings
45 = 29.22%
 Start Inventory
109
 Total Inventory Units
154
 Volume
\$58,523,678

Market Activity

Closed Sales
41 = 20.81%
 Pending Sales
42 = 21.32%
 Other Off Market
8 = 4.06%
 Active Inventory
106 = 53.81%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	45	41	-8.89%	453	507	11.92%
Pending Sales	40	42	5.00%	488	557	14.14%
New Listings	57	45	-21.05%	587	664	13.12%
Median List Price	169,277	210,400	24.29%	170,000	207,000	21.76%
Median Sale Price	165,000	210,000	27.27%	170,000	205,000	20.59%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	98.93%	100.00%	1.08%
Median Days on Market to Sale	6.00	15.00	150.00%	13.00	6.00	-53.85%
Monthly Inventory	78	106	35.90%	78	106	35.90%
Months Supply of Inventory	1.95	2.30	17.96%	1.95	2.30	17.96%

Absorption: Last 12 months, an Average of **46** Sales/Month

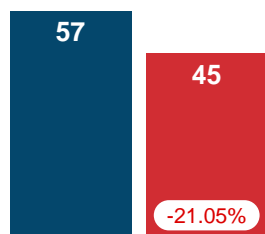
Inventory on November 30, 2021 = **106**

2020 **2021**

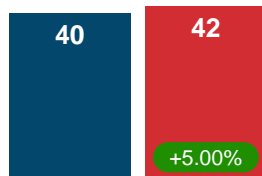
NOVEMBER MARKET

MEDIAN PRICES

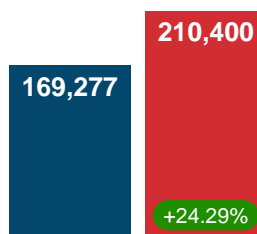
New Listings



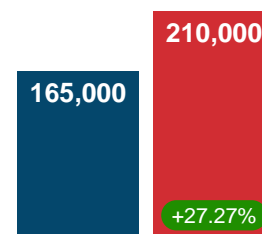
Pending Listings



List Price



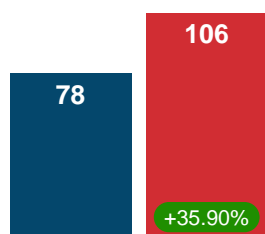
Sale Price



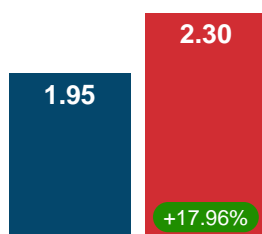
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

