

January 2022



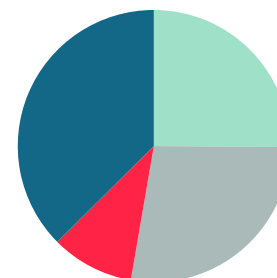
Area Delimited by County Of Bryan - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 09, 2023 for MLS Technology Inc.

Compared Metrics	2021	January 2022	+/-%
Closed Listings	39	51	30.77%
Pending Listings	48	56	16.67%
New Listings	45	50	11.11%
Average List Price	193,382	234,699	21.37%
Average Sale Price	186,938	228,842	22.42%
Average Percent of Selling Price to List Price	96.50%	97.00%	0.53%
Average Days on Market to Sale	49.05	28.16	-42.60%
End of Month Inventory	64	76	18.75%
Months Supply of Inventory	1.49	1.59	6.92%



■ Closed (25.12%)
■ Pending (27.59%)
■ Other OffMarket (9.85%)
■ Active (37.44%)

Absorption: Last 12 months, an Average of **48** Sales/Month
Active Inventory as of January 31, 2022 = **76**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of January 2022 rose **18.75%** to 76 existing homes available for sale. Over the last 12 months this area has had an average of 48 closed sales per month. This represents an unsold inventory index of **1.59** 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 **22.42%** in January 2022 to \$228,842 versus the previous year at \$186,938.

Average Days on Market Shortens

The average number of **28.16** days that homes spent on the market before selling decreased by 20.89 days or **42.60%** in January 2022 compared to last year's same month at **49.05** DOM.

Sales Success for January 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 50 New Listings in January 2022, up **11.11%** from last year at 45. Furthermore, there were 51 Closed Listings this month versus last year at 39, a **30.77%** increase.

Closed versus Listed trends yielded a **102.0%** ratio, up from previous year's, January 2021, at **86.7%**, a **17.69%** 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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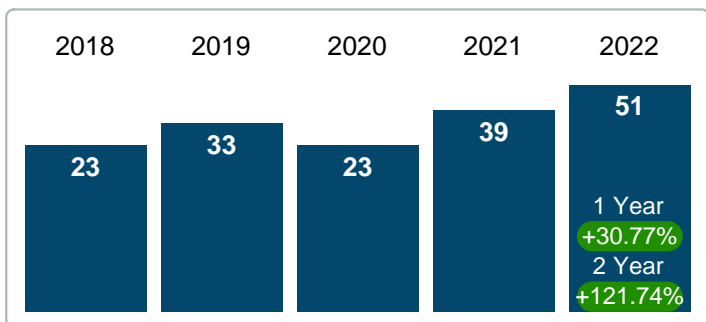
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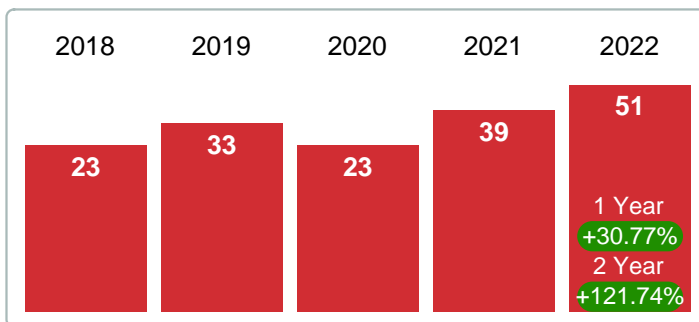
CLOSED LISTINGS

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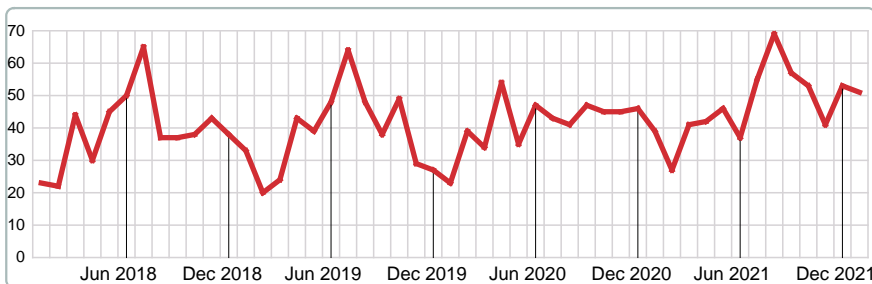
JANUARY



YEAR TO DATE (YTD)

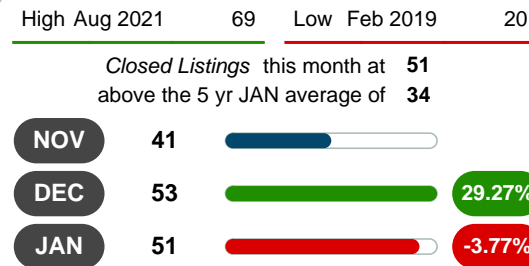


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 34



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	9.80%	25.8	2	3	0	0
\$100,001 - \$150,000	5	9.80%	11.8	1	4	0	0
\$150,001 - \$175,000	8	15.69%	15.4	1	6	1	0
\$175,001 - \$225,000	11	21.57%	33.0	0	10	0	1
\$225,001 - \$300,000	12	23.53%	22.3	0	6	5	1
\$300,001 - \$350,000	5	9.80%	32.4	0	3	1	1
\$350,001 and up	5	9.80%	66.4	0	4	1	0
Total Closed Units	51			4	36	8	3
Total Closed Volume	11,670,941	100%	28.2	441.50K	7.92M	2.55M	756.00K
Average Closed Price	\$228,842			\$110,375	\$219,971	\$319,313	\$252,000

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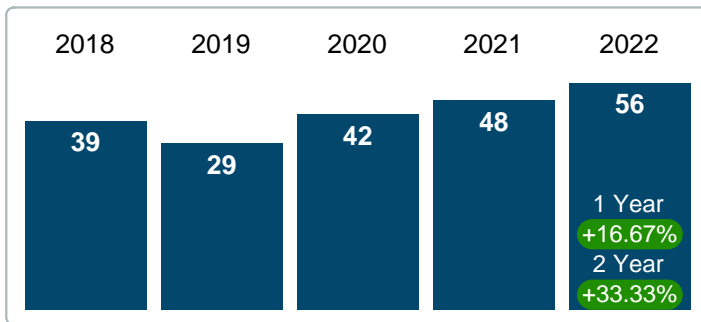
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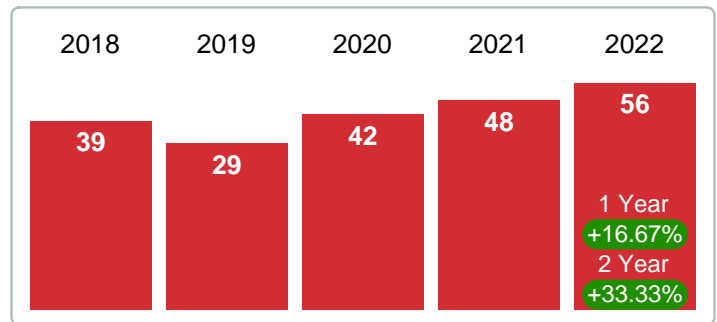
PENDING LISTINGS

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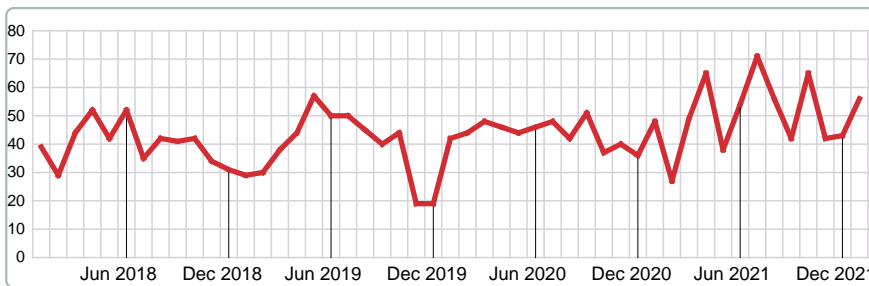
JANUARY



YEAR TO DATE (YTD)

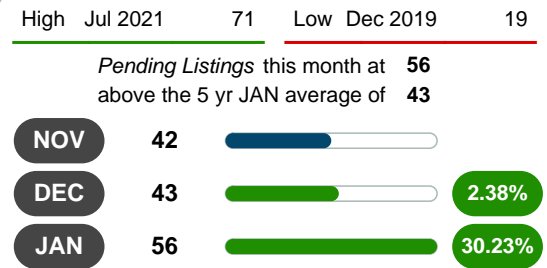


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 43



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	6	10.71%	48.0	1	5	0	0
\$125,001 - \$150,000	4	7.14%	17.5	1	1	1	1
\$150,001 - \$200,000	8	14.29%	49.0	1	6	1	0
\$200,001 - \$275,000	18	32.14%	22.3	0	12	5	1
\$275,001 - \$350,000	9	16.07%	54.6	0	4	5	0
\$350,001 - \$450,000	4	7.14%	5.0	1	0	3	0
\$450,001 and up	7	12.50%	103.1	0	3	2	2
Total Pending Units	56			4	31	17	4
Total Pending Volume	17,468,674	100%	41.8	748.90K	7.15M	7.83M	1.74M
Average Listing Price	\$308,985			\$187,225	\$230,638	\$460,652	\$434,725

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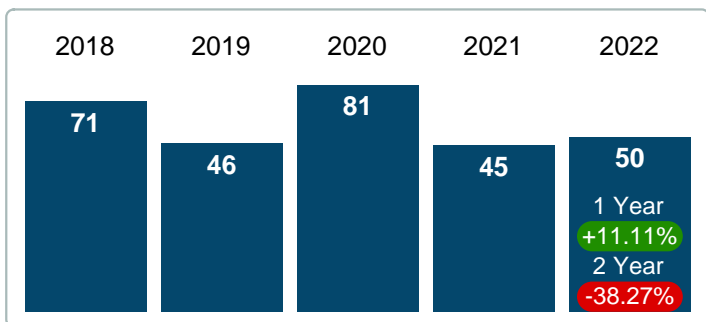
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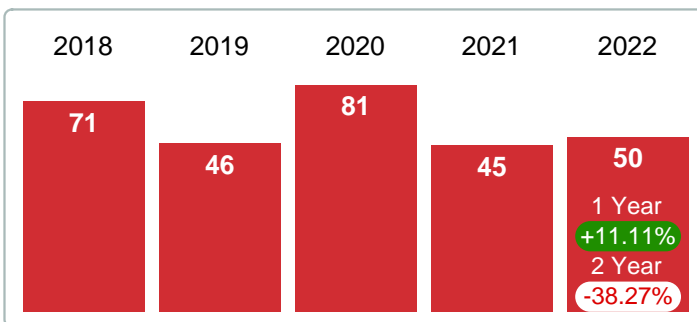
NEW LISTINGS

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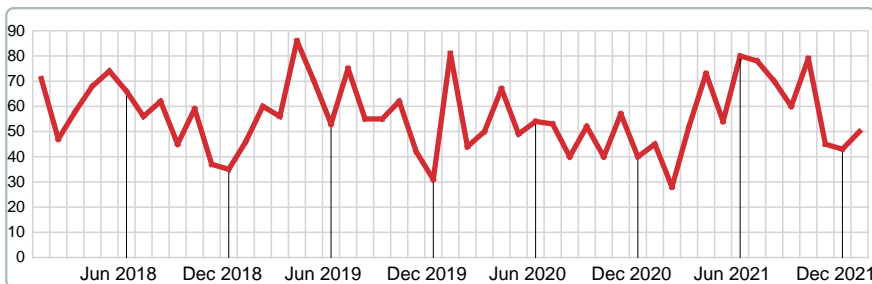
JANUARY



YEAR TO DATE (YTD)

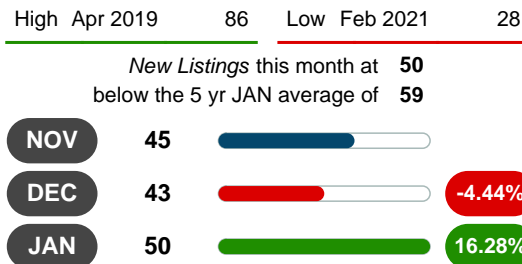


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 59



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	2	4.00%	1	1	0	0
\$75,001 - \$125,000	7	14.00%	2	5	0	0
\$125,001 - \$175,000	10	20.00%	3	6	1	0
\$175,001 - \$225,000	7	14.00%	0	4	3	0
\$225,001 - \$275,000	12	24.00%	0	9	2	1
\$275,001 - \$375,000	6	12.00%	0	3	3	0
\$375,001 and up	6	12.00%	1	2	3	0
Total New Listed Units	50		7	30	12	1
Total New Listed Volume	15,325,597	100%	1.08M	8.78M	5.18M	275.00K
Average New Listed Listing Price	\$226,313		\$154,686	\$292,783	\$432,025	\$275,000

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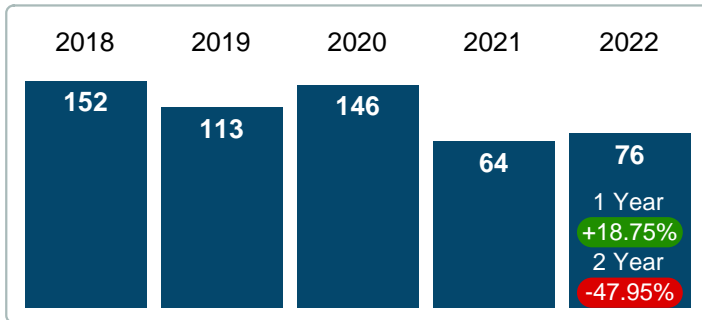
Area Delimited by County Of Bryan - Residential Property Type



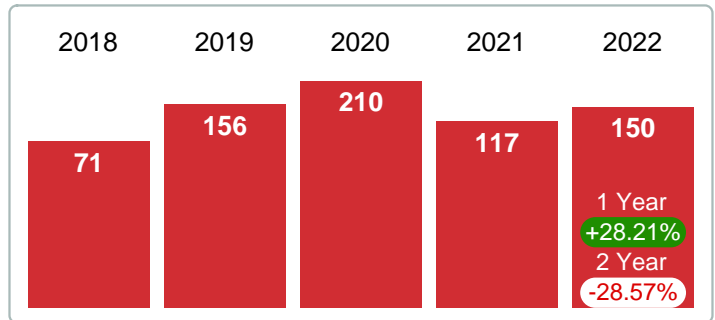
ACTIVE INVENTORY

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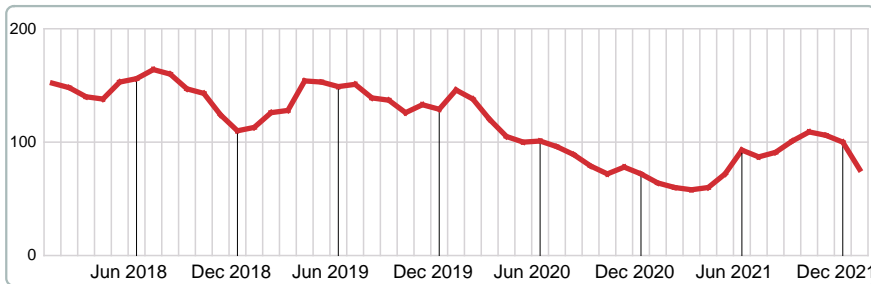
END OF JANUARY



ACTIVE DURING JANUARY

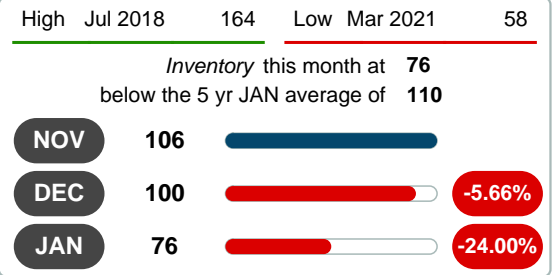


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 110



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	3.95%	59.7	1	2	0	0
\$75,001 - \$150,000	14	18.42%	56.5	5	8	1	0
\$150,001 - \$225,000	10	13.16%	57.2	0	5	5	0
\$225,001 - \$300,000	21	27.63%	82.8	3	13	4	1
\$300,001 - \$450,000	10	13.16%	124.9	0	7	3	0
\$450,001 - \$875,000	11	14.47%	102.8	2	8	1	0
\$875,001 and up	7	9.21%	124.3	1	1	4	1
Total Active Inventory by Units	76			12	44	18	2
Total Active Inventory by Volume	30,719,632	100%	85.9	4.56M	14.08M	9.03M	3.05M
Average Active Inventory Listing Price	\$404,206			\$379,975	\$319,928	\$501,839	\$1,525,000

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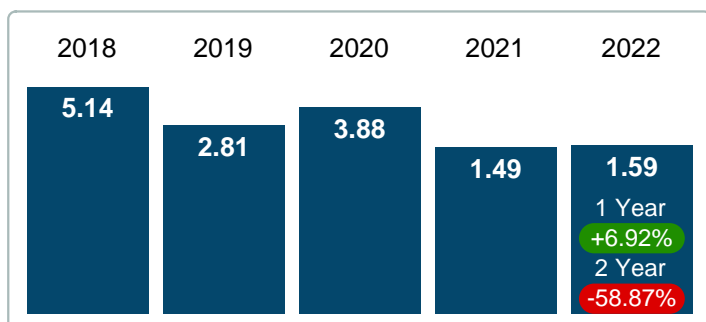
Area Delimited by County Of Bryan - Residential Property Type



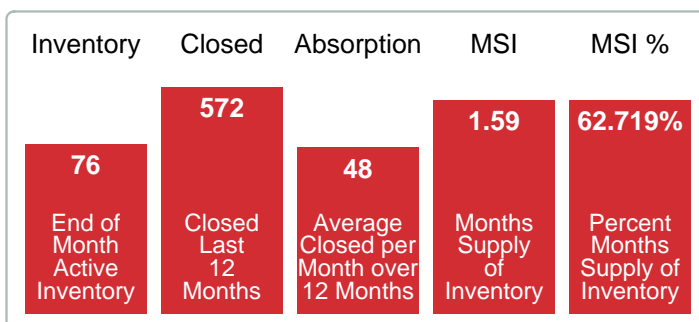
MONTHS SUPPLY of INVENTORY (MSI)

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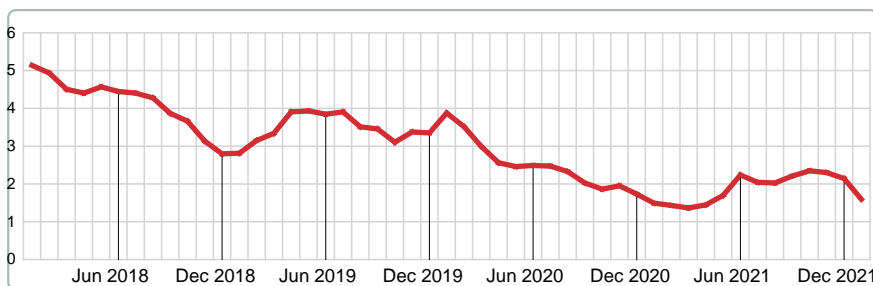
MSI FOR JANUARY



INDICATORS FOR JANUARY 2022

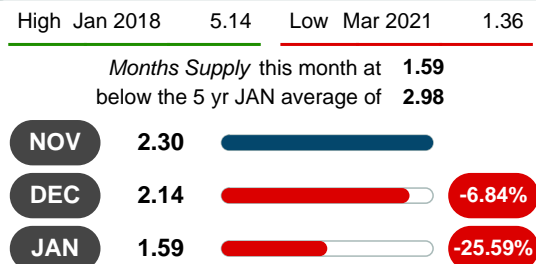


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 2.98



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	3	3.95%	1.80	1.71	2.18	0.00	0.00
\$75,001 - \$150,000	14	18.42%	1.62	2.31	1.50	0.92	0.00
\$150,001 - \$225,000	10	13.16%	0.57	0.00	0.34	2.50	0.00
\$225,001 - \$300,000	21	27.63%	1.91	12.00	1.84	1.23	2.40
\$300,001 - \$450,000	10	13.16%	1.58	0.00	2.27	1.20	0.00
\$450,001 - \$875,000	11	14.47%	5.74	24.00	12.00	2.00	0.00
\$875,001 and up	7	9.21%	16.80	0.00	4.00	0.00	6.00
Market Supply of Inventory (MSI)			1.59	3.00	1.37	1.89	0.96
Total Active Inventory by Units		100%	1.59	12	44	18	2

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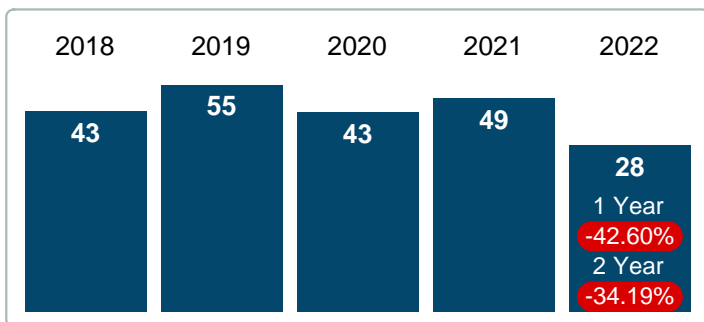
Area Delimited by County Of Bryan - Residential Property Type



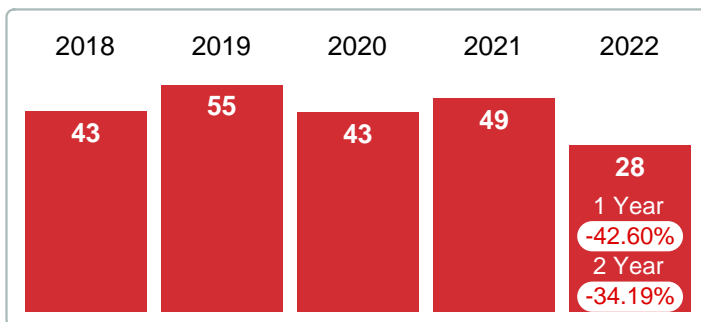
AVERAGE DAYS ON MARKET TO SALE

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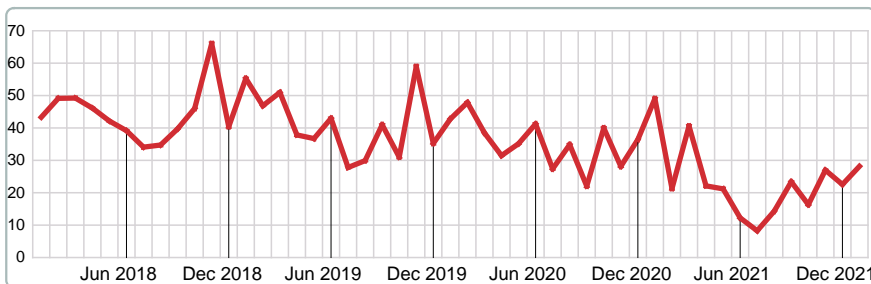
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 44

High Nov 2018 66 Low Jul 2021 8

Average Days on Market to Sale this month at 28 below the 5 yr JAN average of 44

Month	Value	% Change
NOV	27	
DEC	23	-16.42%
JAN	28	24.88%

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	9.80%	26	50	10	0	0
\$100,001 - \$150,000	9.80%	12	5	14	0	0
\$150,001 - \$175,000	15.69%	15	2	13	42	0
\$175,001 - \$225,000	21.57%	33	0	24	0	126
\$225,001 - \$300,000	23.53%	22	0	14	23	70
\$300,001 - \$350,000	9.80%	32	0	52	2	5
\$350,001 and up	9.80%	66	0	73	39	0
Average Closed DOM		28	27	26	25	67
Total Closed Units	100%	28	4	36	8	3
Total Closed Volume		11,670,941	441.50K	7.92M	2.55M	756.00K

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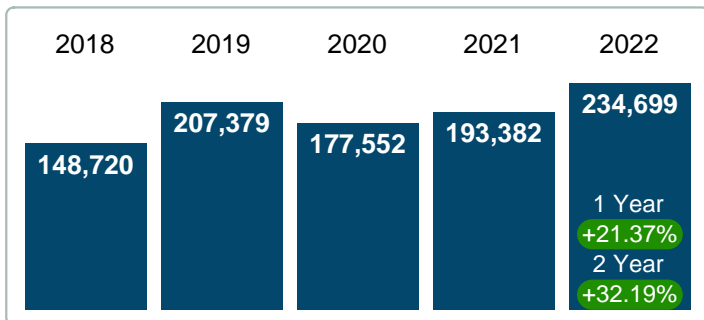
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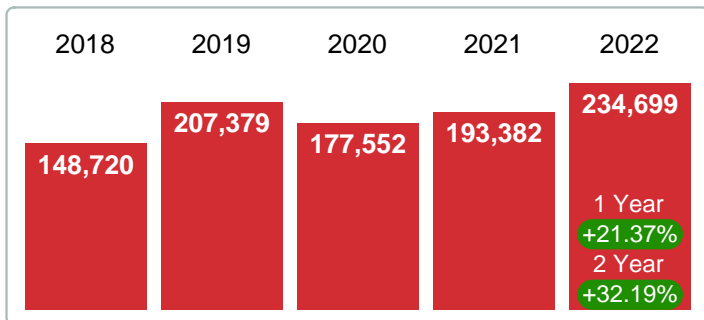
AVERAGE LIST PRICE AT CLOSING

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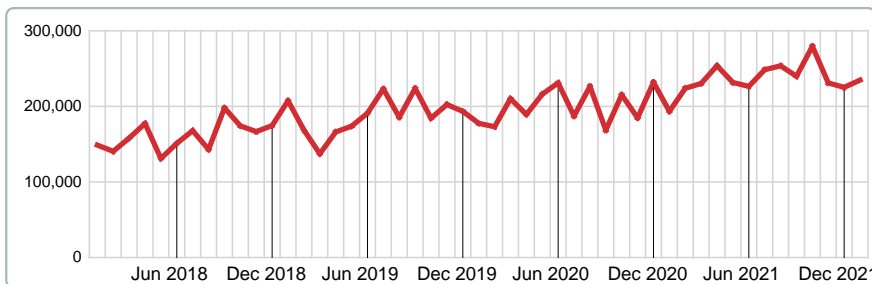
JANUARY



YEAR TO DATE (YTD)

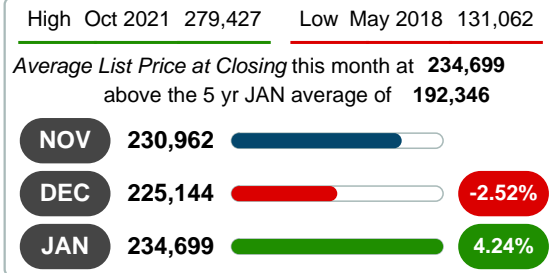


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 192,346



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	4	7.84%	89,750	100,000	91,333	0	0	
\$100,001 - \$150,000	5	9.80%	123,780	119,000	138,700	0	0	
\$150,001 - \$175,000	7	13.73%	168,957	159,000	175,150	169,900	0	
\$175,001 - \$225,000	11	21.57%	206,363	0	214,299	0	259,900	
\$225,001 - \$300,000	13	25.49%	260,458	0	255,027	288,359	229,000	
\$300,001 - \$350,000	6	11.76%	331,400	0	334,333	345,500	325,000	
\$350,001 and up	5	9.80%	432,940	0	387,450	614,900	0	
Average List Price		234,699		119,500	225,157	321,512	271,300	
Total Closed Units		51	100%	234,699	4	36	8	3
Total Closed Volume		11,969,643			478.00K	8.11M	2.57M	813.90K

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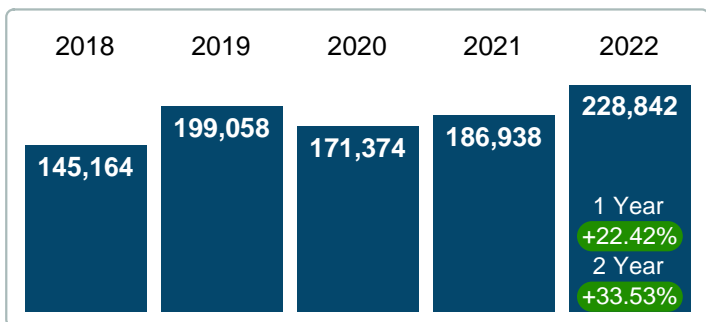
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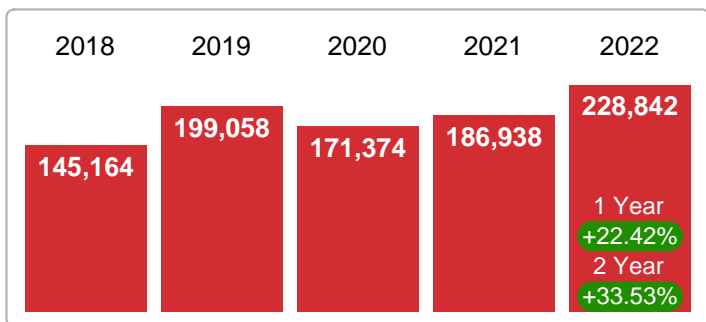
AVERAGE SOLD PRICE AT CLOSING

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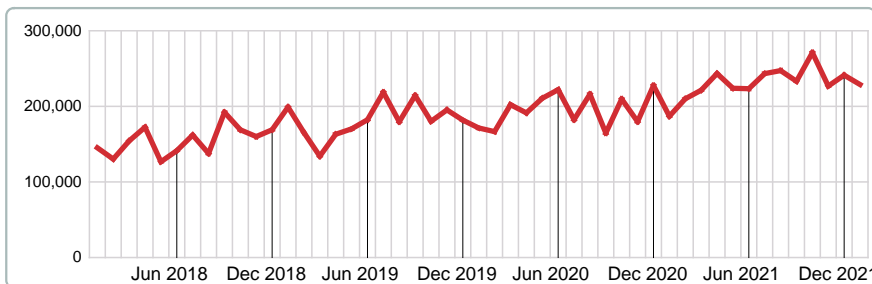
JANUARY



YEAR TO DATE (YTD)

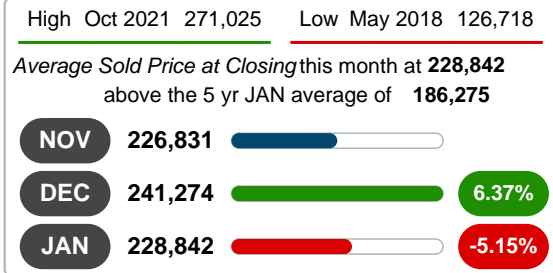


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 186,275



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	9.80%	84,800	87,500	83,000	0	0
\$100,001 - \$150,000	9.80%	129,750	113,000	133,938	0	0
\$150,001 - \$175,000	15.69%	167,688	153,500	169,833	169,000	0
\$175,001 - \$225,000	21.57%	210,031	0	209,834	0	212,000
\$225,001 - \$300,000	23.53%	262,207	0	248,747	285,000	229,000
\$300,001 - \$350,000	9.80%	329,500	0	329,000	345,500	315,000
\$350,001 and up	9.80%	430,475	0	384,344	615,000	0
Average Sold Price		228,842	110,375	219,971	319,313	252,000
Total Closed Units	100%	228,842	4	36	8	3
Total Closed Volume		11,670,941	441.50K	7.92M	2.55M	756.00K

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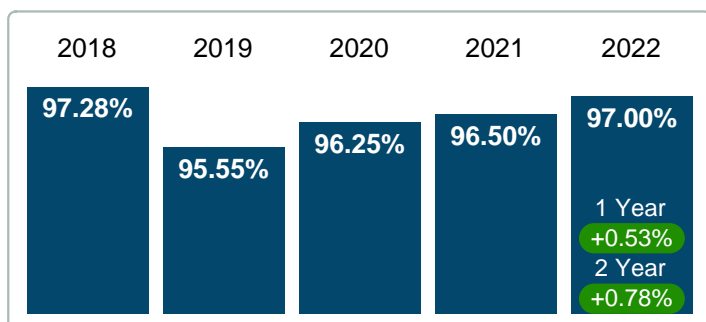
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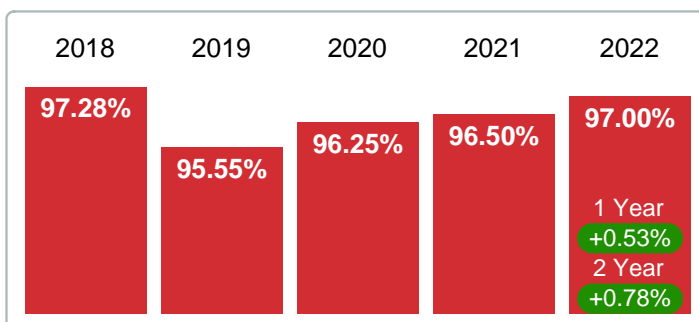
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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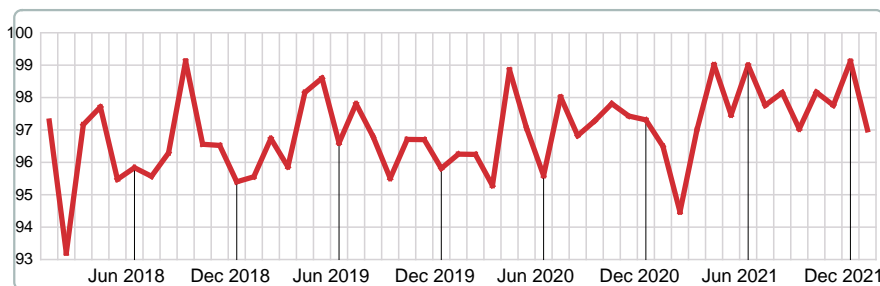
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

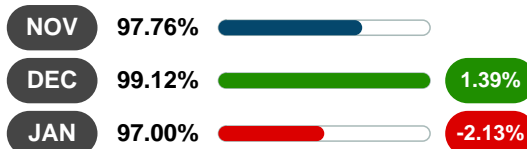


3 MONTHS

5 year JAN AVG = 96.52%

High Sep 2018 99.13% Low Feb 2018 93.20%

Average Sold/List Ratio this month at **97.00%**
equal to 5 yr JAN average of **96.52%**



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	<div style="width: 5%;"></div> 5	9.80%	90.21%	89.13%	90.94%	0.00%	0.00%
\$100,001 - \$150,000	<div style="width: 5%;"></div> 5	9.80%	97.11%	94.96%	97.65%	0.00%	0.00%
\$150,001 - \$175,000	<div style="width: 8%;"></div> 8	15.69%	97.32%	96.54%	97.09%	99.47%	0.00%
\$175,001 - \$225,000	<div style="width: 11%;"></div> 11	21.57%	96.51%	0.00%	98.01%	0.00%	81.57%
\$225,001 - \$300,000	<div style="width: 12%;"></div> 12	23.53%	98.44%	0.00%	97.78%	98.93%	100.00%
\$300,001 - \$350,000	<div style="width: 5%;"></div> 5	9.80%	98.44%	0.00%	98.42%	100.00%	96.92%
\$350,001 and up	<div style="width: 5%;"></div> 5	9.80%	99.38%	0.00%	99.22%	100.02%	0.00%
Average Sold/List Ratio		97.00%		92.44%	97.36%	99.27%	92.83%
Total Closed Units		51	100%	4	36	8	3
Total Closed Volume		11,670,941		441.50K	7.92M	2.55M	756.00K

January 2022



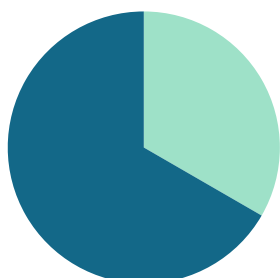
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

Report produced on Aug 09, 2023 for MLS Technology Inc.

INVENTORY

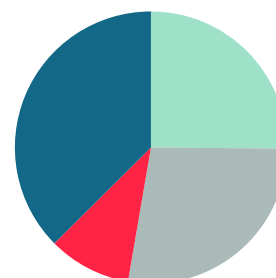


Inventory
 New Listings
50 = 33.33%
 Start Inventory
100
 Total Inventory Units
150
 Volume
\$60,540,926

Market Activity

Closed Sales
51 = 25.12%
 Pending Sales
56 = 27.59%
 Other Off Market
20 = 9.85%
 Active Inventory
76 = 37.44%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	39	51	30.77%	39	51	30.77%
Pending Sales	48	56	16.67%	48	56	16.67%
New Listings	45	50	11.11%	45	50	11.11%
Average List Price	193,382	234,699	21.37%	193,382	234,699	21.37%
Average Sale Price	186,938	228,842	22.42%	186,938	228,842	22.42%
Average Percent of Selling Price to List Price	96.50%	97.00%	0.53%	96.50%	97.00%	0.53%
Average Days on Market to Sale	49.05	28.16	-42.60%	49.05	28.16	-42.60%
Monthly Inventory	64	76	18.75%	64	76	18.75%
Months Supply of Inventory	1.49	1.59	6.92%	1.49	1.59	6.92%

Absorption: Last 12 months, an Average of **48** Sales/Month

Inventory on January 31, 2022 = **76**

2021 **2022**

JANUARY MARKET

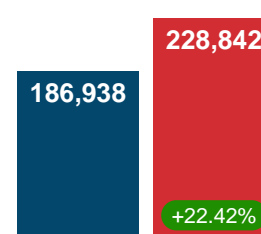
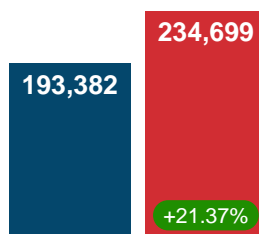
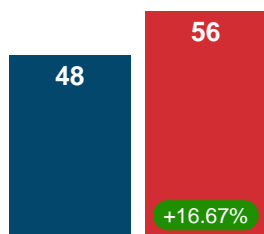
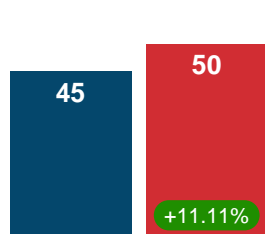
AVERAGE PRICES

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

