

January 2022



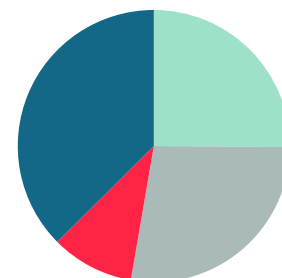
Area Delimited by County Of Bryan - Residential Property Type



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%
Median List Price	165,400	223,920	35.38%
Median Sale Price	165,400	220,668	33.41%
Median Percent of Selling Price to List Price	100.00%	99.45%	-0.55%
Median Days on Market to Sale	8.00	11.00	37.50%
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.

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 **33.41%** in January 2022 to \$220,668 versus the previous year at \$165,400.

Median Days on Market Lengthens

The median number of **11.00** days that homes spent on the market before selling increased by 3.00 days or **37.50%** in January 2022 compared to last year's same month at **8.00** DOM.

Sales Success for January 2022 is Positive

Overall, with Median Prices going up and Days on Market increasing, 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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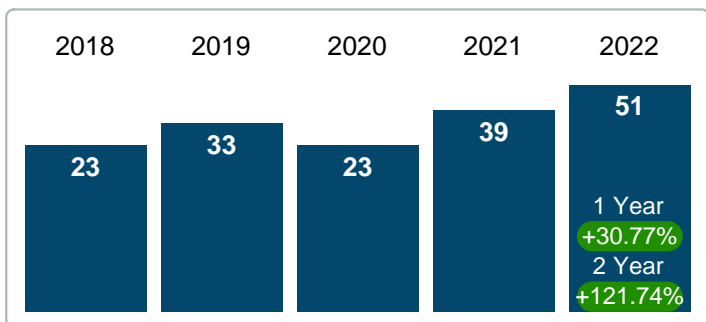
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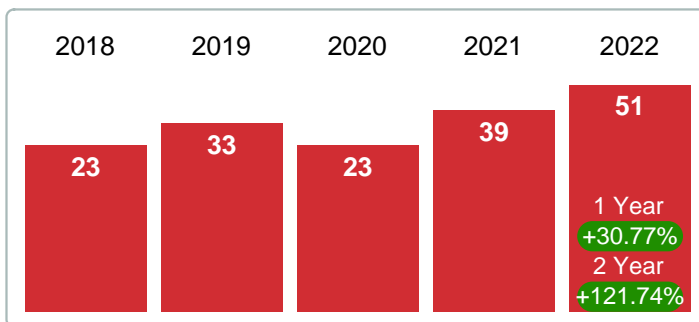
CLOSED LISTINGS

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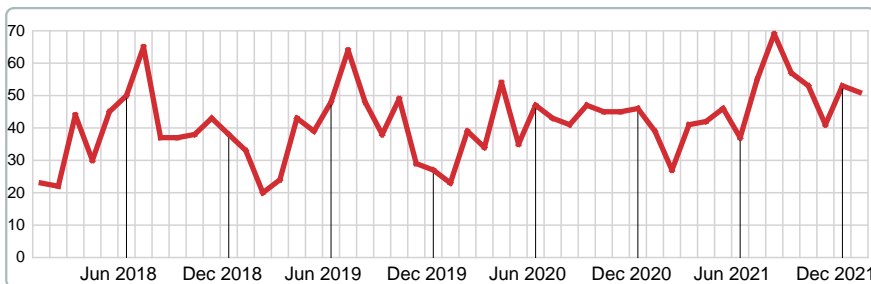
JANUARY



YEAR TO DATE (YTD)

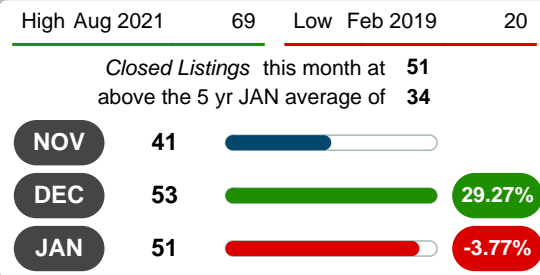


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 34



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	5	9.80%	18.0	2	3	0	0
\$100,001 - \$150,000	5	9.80%	5.0	1	4	0	0
\$150,001 - \$175,000	8	15.69%	2.0	1	6	1	0
\$175,001 - \$225,000	11	21.57%	22.0	0	10	0	1
\$225,001 - \$300,000	12	23.53%	7.0	0	6	5	1
\$300,001 - \$350,000	5	9.80%	5.0	0	3	1	1
\$350,001 and up	5	9.80%	50.0	0	4	1	0
Total Closed Units	51			4	36	8	3
Total Closed Volume	11,670,941	100%	11.0	441.50K	7.92M	2.55M	756.00K
Median Closed Price	\$220,668			\$101,500	\$209,914	\$299,500	\$229,000

January 2022



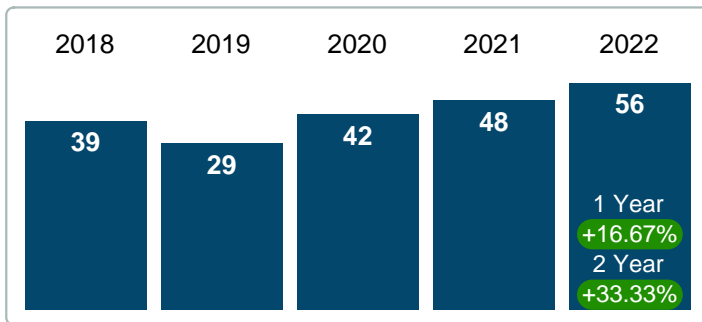
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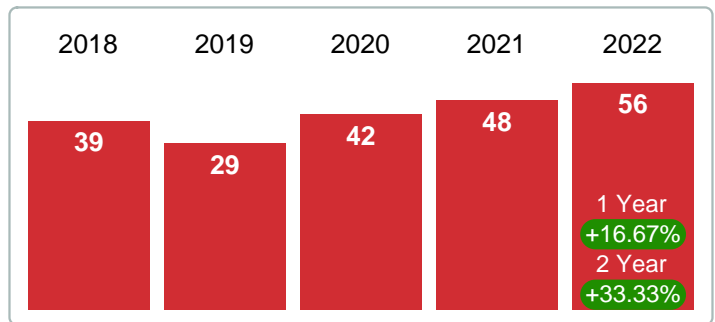
PENDING LISTINGS

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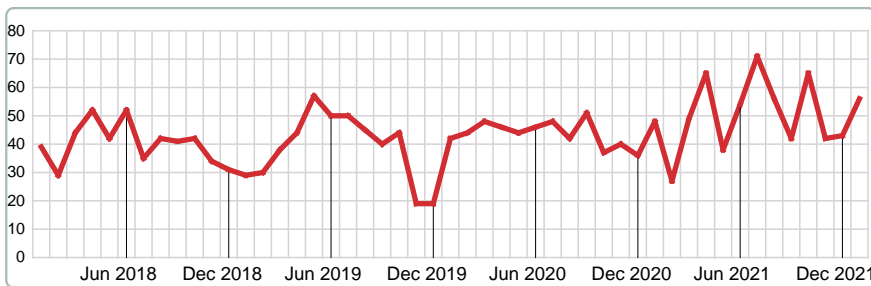
JANUARY



YEAR TO DATE (YTD)

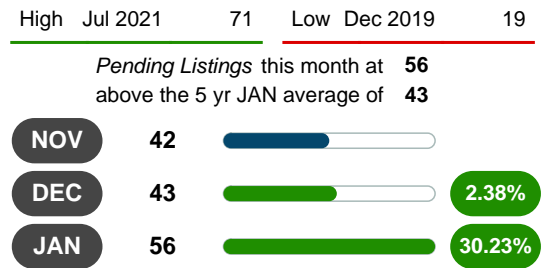


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 43



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	6	10.71%	34.0	1	5	0	0
\$125,001 - \$150,000	4	7.14%	5.0	1	1	1	1
\$150,001 - \$200,000	8	14.29%	29.0	1	6	1	0
\$200,001 - \$275,000	18	32.14%	6.5	0	12	5	1
\$275,001 - \$350,000	9	16.07%	48.0	0	4	5	0
\$350,001 - \$450,000	4	7.14%	4.5	1	0	3	0
\$450,001 and up	7	12.50%	123.0	0	3	2	2
Total Pending Units	56			4	31	17	4
Total Pending Volume	17,468,674	100%	11.0	748.90K	7.15M	7.83M	1.74M
Median Listing Price	\$232,000			\$149,500	\$229,900	\$302,280	\$402,500

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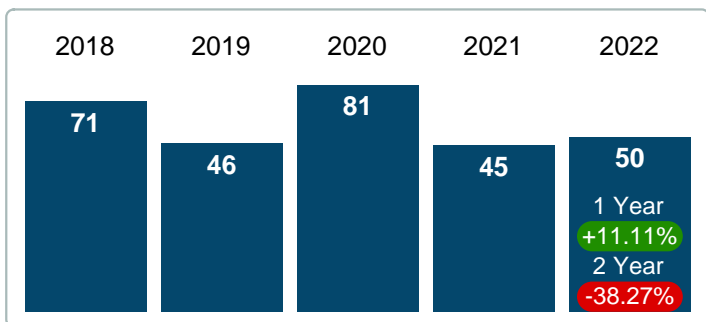
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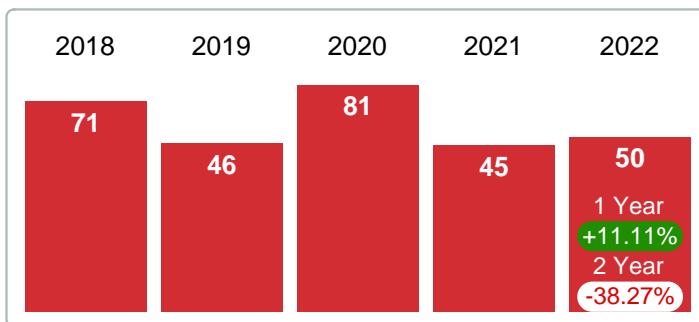
NEW LISTINGS

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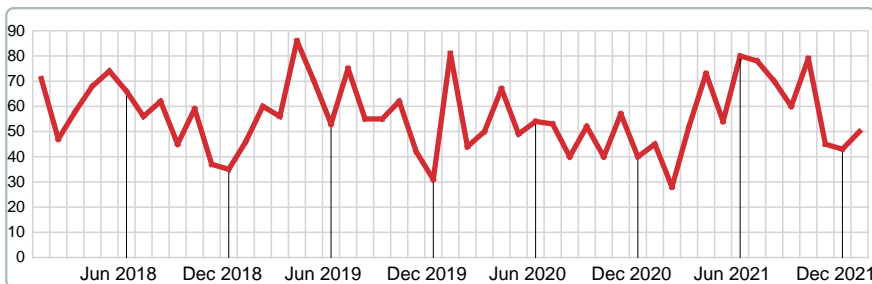
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YEAR TO DATE (YTD)

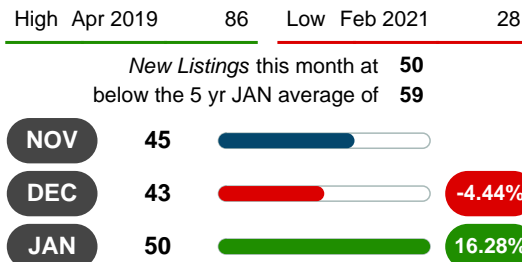


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$224,950		\$129,000	\$208,500	\$283,500	\$275,000

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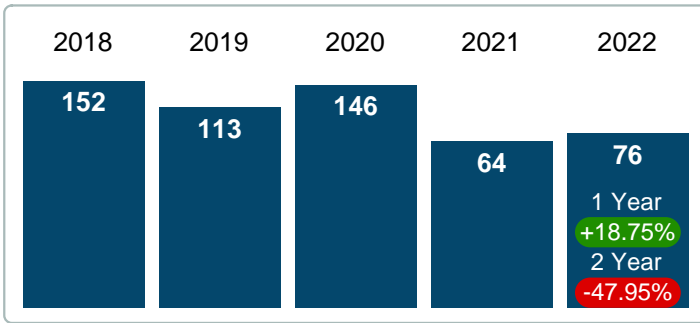
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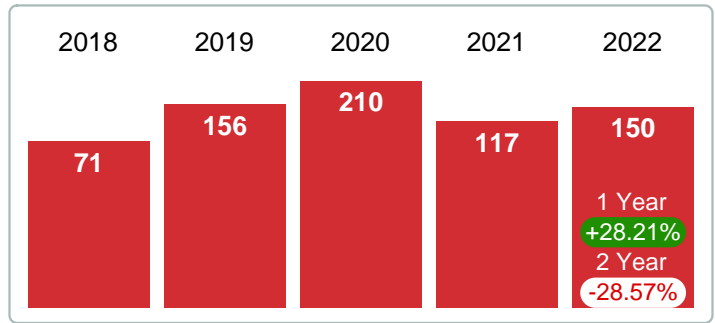
ACTIVE INVENTORY

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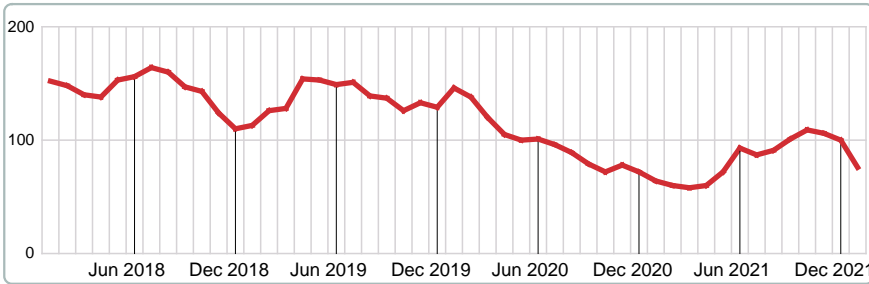
END OF JANUARY



ACTIVE DURING JANUARY

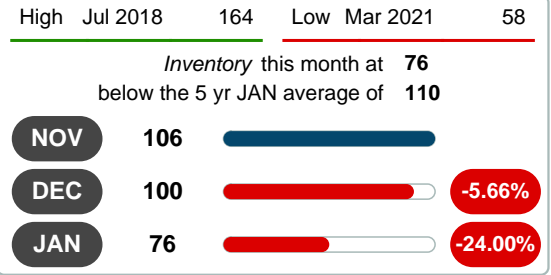


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 110



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	3.95%	68.0	1	2	0	0
\$75,001 - \$150,000	14	18.42%	25.0	5	8	1	0
\$150,001 - \$225,000	10	13.16%	33.5	0	5	5	0
\$225,001 - \$300,000	21	27.63%	78.0	3	13	4	1
\$300,001 - \$450,000	10	13.16%	136.5	0	7	3	0
\$450,001 - \$875,000	11	14.47%	102.0	2	8	1	0
\$875,001 and up	7	9.21%	98.0	1	1	4	1
Total Active Inventory by Units	76			12	44	18	2
Total Active Inventory by Volume	30,719,632	100%	89.0	4.56M	14.08M	9.03M	3.05M
Median Active Inventory Listing Price	\$270,000			\$199,500	\$249,950	\$292,000	\$1,525,000

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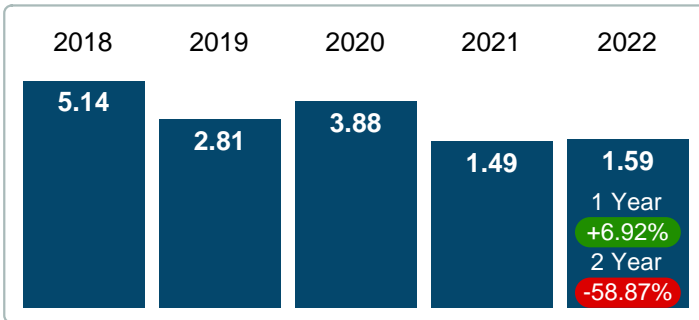
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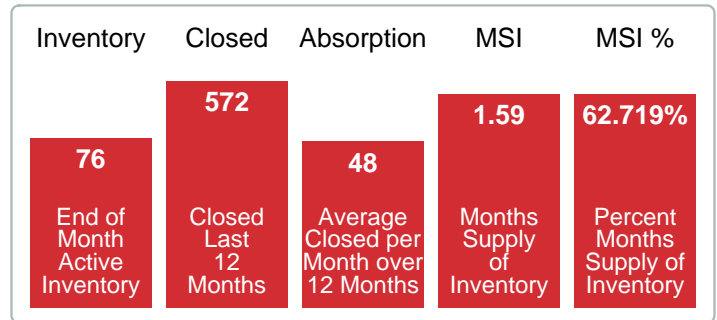
MONTHS SUPPLY of INVENTORY (MSI)

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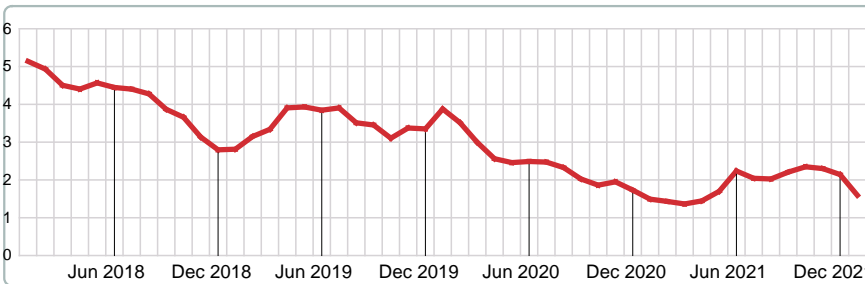
MSI FOR JANUARY



INDICATORS FOR JANUARY 2022

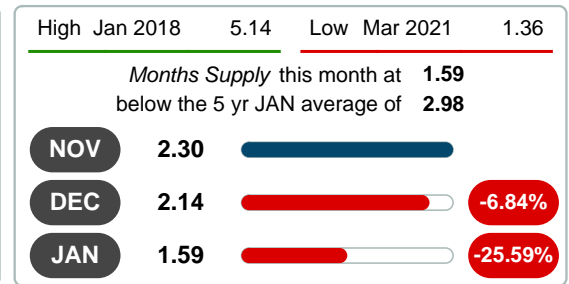


5 YEAR MARKET ACTIVITY TRENDS



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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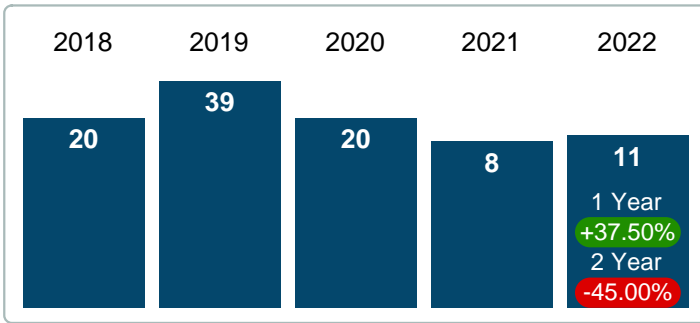
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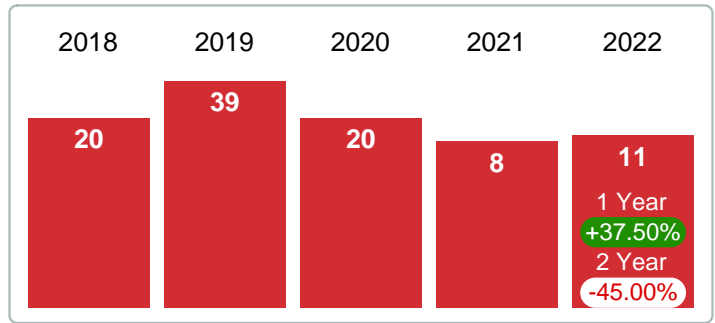
MEDIAN DAYS ON MARKET TO SALE

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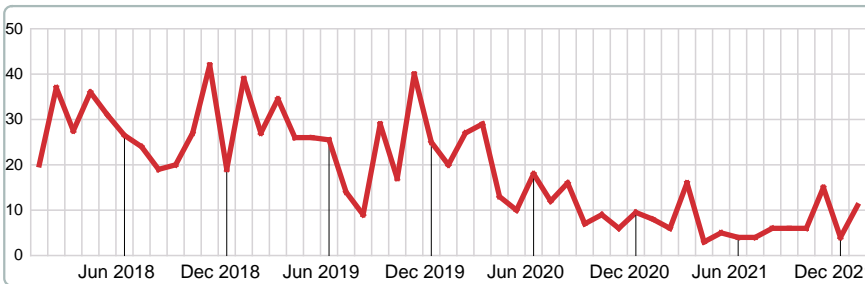
JANUARY



YEAR TO DATE (YTD)

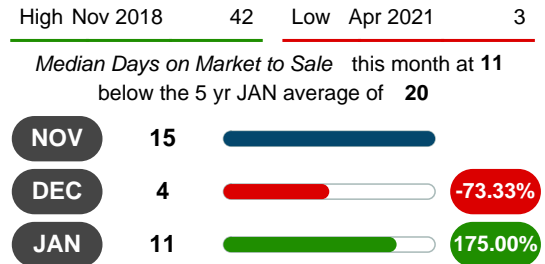


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 20



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	9.80%	18	50	11	0	0
\$100,001 - \$150,000	9.80%	5	5	10	0	0
\$150,001 - \$175,000	15.69%	2	2	2	42	0
\$175,001 - \$225,000	21.57%	22	0	21	0	126
\$225,001 - \$300,000	23.53%	7	0	2	10	70
\$300,001 - \$350,000	9.80%	5	0	5	2	5
\$350,001 and up	9.80%	50	0	51	39	0
Median Closed DOM		11	17	11	25	70
Total Closed Units	100%	51	4	36	8	3
Total Closed Volume		11,670,941	441.50K	7.92M	2.55M	756.00K

January 2022



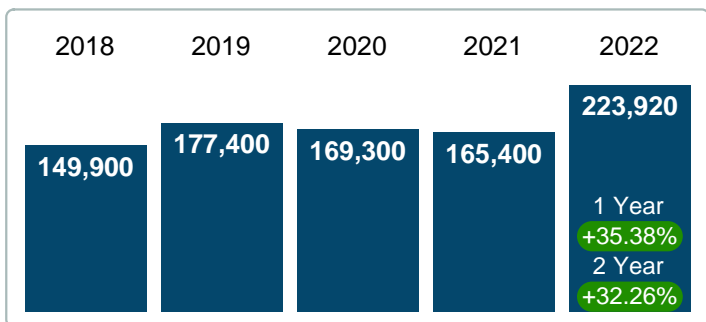
Area Delimited by County Of Bryan - Residential Property Type



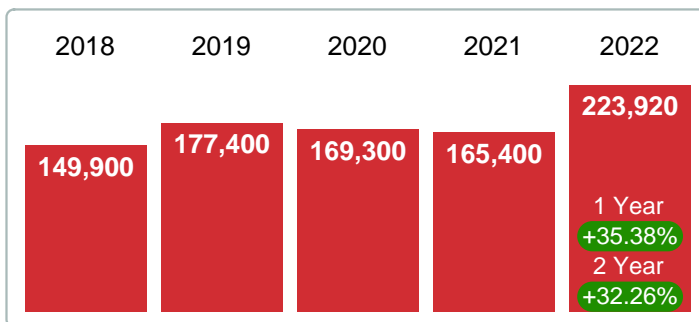
MEDIAN LIST PRICE AT CLOSING

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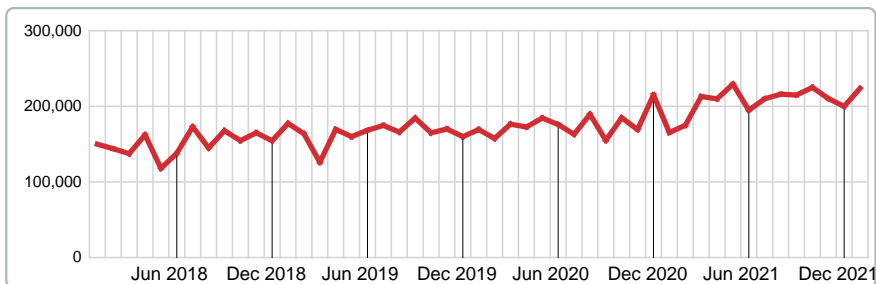
JANUARY



YEAR TO DATE (YTD)

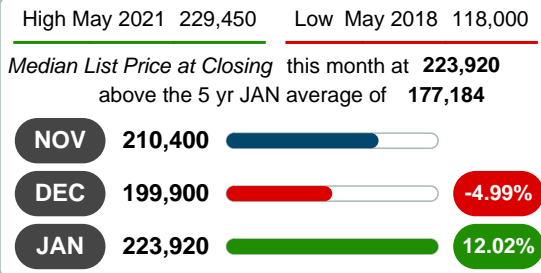


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 177,184



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	7.84%	89,500	85,000	90,000	0	0
\$100,001 - \$150,000	9.80%	119,000	117,000	125,000	0	0
\$150,001 - \$175,000	13.73%	169,900	159,000	170,000	169,900	0
\$175,001 - \$225,000	21.57%	213,000	0	213,000	0	0
\$225,001 - \$300,000	25.49%	256,000	0	240,000	299,498	244,450
\$300,001 - \$350,000	11.76%	331,500	0	338,000	330,200	325,000
\$350,001 and up	9.80%	395,000	0	390,000	614,900	0
Median List Price		223,920	117,000	215,000	299,998	259,900
Total Closed Units	100%	223,920	4	36	8	3
Total Closed Volume		11,969,643	478.00K	8.11M	2.57M	813.90K

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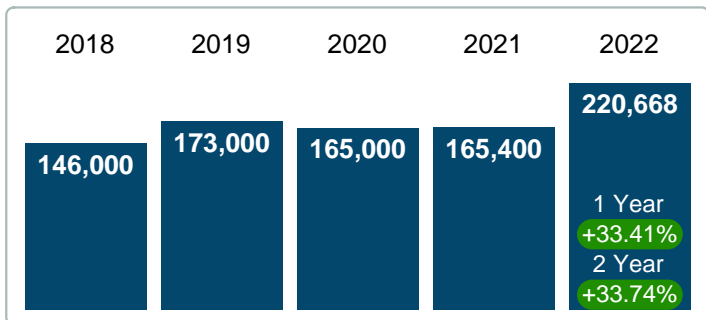
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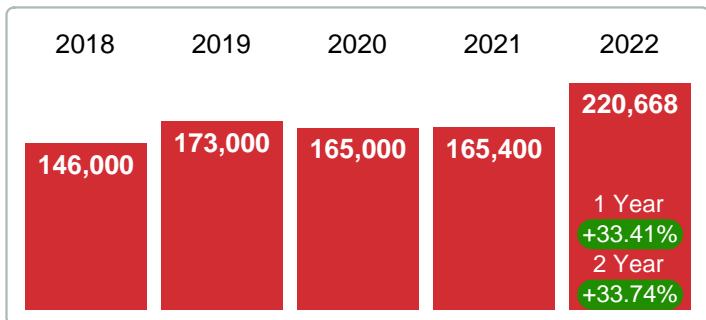
MEDIAN SOLD PRICE AT CLOSING

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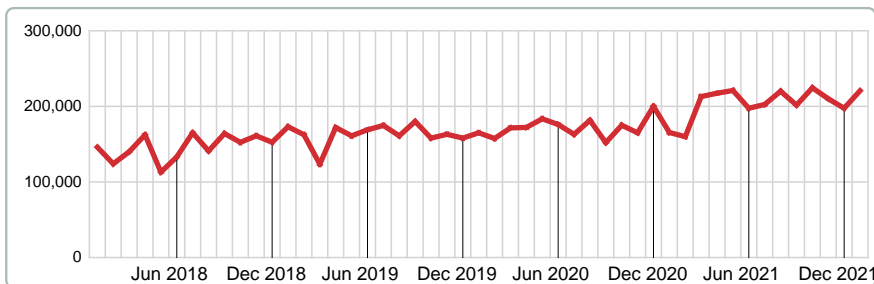
JANUARY



YEAR TO DATE (YTD)

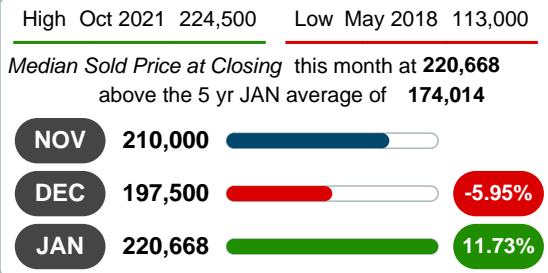


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 174,014



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	9.80%	85,000	87,500	85,000	0	0
\$100,001 - \$150,000	9.80%	120,000	113,000	132,875	0	0
\$150,001 - \$175,000	15.69%	171,500	153,500	174,000	169,000	0
\$175,001 - \$225,000	21.57%	211,828	0	209,914	0	212,000
\$225,001 - \$300,000	23.53%	251,365	0	240,240	299,000	229,000
\$300,001 - \$350,000	9.80%	322,000	0	322,000	345,500	315,000
\$350,001 and up	9.80%	385,000	0	383,500	615,000	0
Median Sold Price		220,668	101,500	209,914	299,500	229,000
Total Closed Units	100%	220,668	4	36	8	3
Total Closed Volume		11,670,941	441.50K	7.92M	2.55M	756.00K

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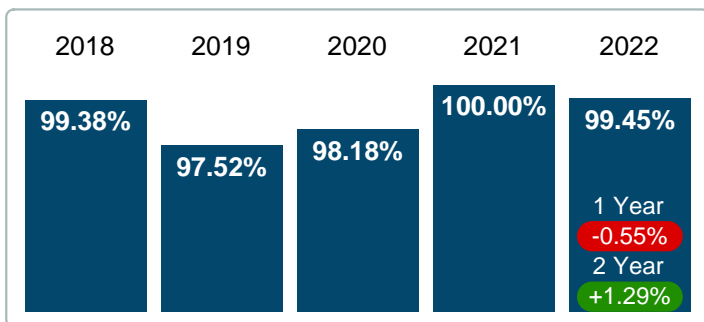
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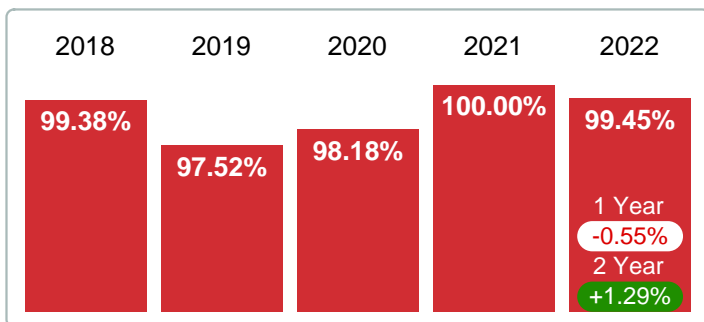
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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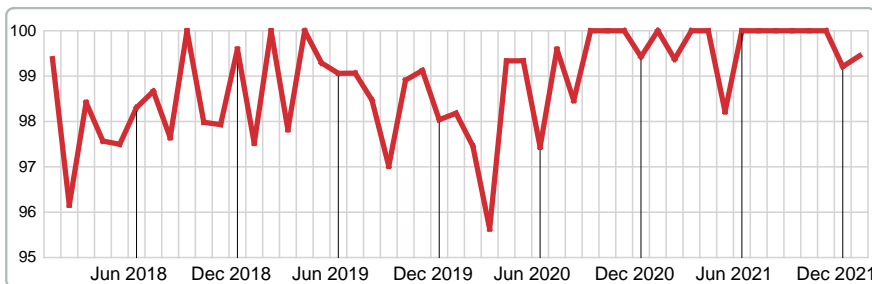
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

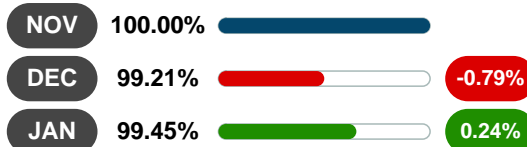


3 MONTHS

5 year JAN AVG = 98.91%

High Nov 2021 100.00% Low Mar 2020 95.63%

Median Sold/List Ratio this month at **99.45%**
equal to 5 yr JAN average of **98.91%**



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
\$100,000 and less	5	9.80%	89.47%	89.13%	89.47%	0.00%	0.00%
\$100,001 - \$150,000	5	9.80%	96.00%	94.96%	96.62%	0.00%	0.00%
\$150,001 - \$175,000	8	15.69%	97.98%	96.54%	97.65%	99.47%	0.00%
\$175,001 - \$225,000	11	21.57%	96.74%	0.00%	98.10%	0.00%	81.57%
\$225,001 - \$300,000	12	23.53%	100.00%	0.00%	100.00%	100.00%	100.00%
\$300,001 - \$350,000	5	9.80%	100.00%	0.00%	100.00%	100.00%	96.92%
\$350,001 and up	5	9.80%	100.00%	0.00%	100.00%	100.02%	0.00%
Median Sold/List Ratio		99.45%		95.75%	99.43%	100.00%	96.92%
Total Closed Units		51	100%	4	36	8	3
Total Closed Volume		11,670,941		441.50K	7.92M	2.55M	756.00K

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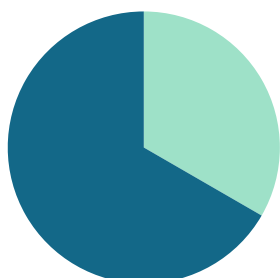
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

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

INVENTORY

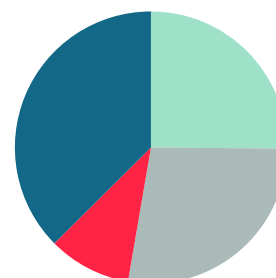


Inventory
 New Listings
50 = 33.33%
 Start Inventory
100
 Total Inventory Units
150
 Volume
\$60,540,926

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%
Median List Price	165,400	223,920	35.38%	165,400	223,920	35.38%
Median Sale Price	165,400	220,668	33.41%	165,400	220,668	33.41%
Median Percent of Selling Price to List Price	100.00%	99.45%	-0.55%	100.00%	99.45%	-0.55%
Median Days on Market to Sale	8.00	11.00	37.50%	8.00	11.00	37.50%
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

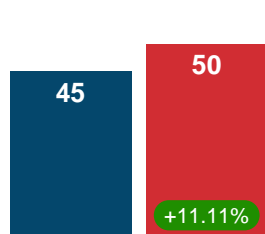
Inventory on January 31, 2022 = **76**

2021 **2022**

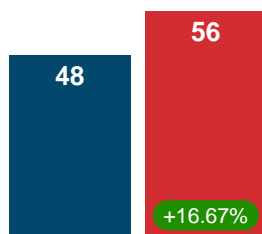
JANUARY MARKET

MEDIAN PRICES

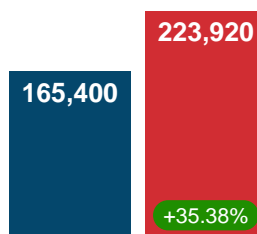
New Listings



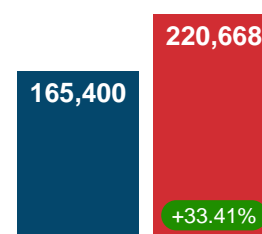
Pending Listings



List Price



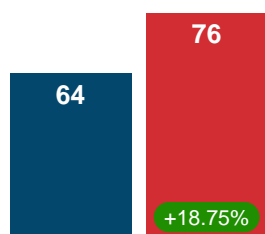
Sale Price



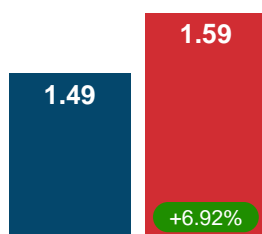
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

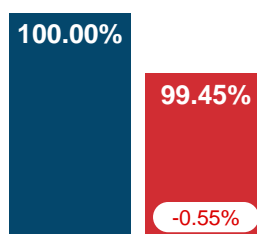
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

