

## March 2022



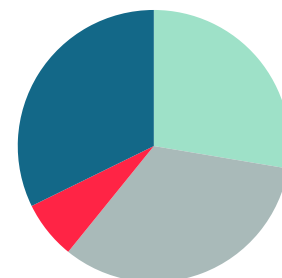
Area Delimited by County Of Bryan - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	March 2022	+/-%
Closed Listings	41	60	46.34%
Pending Listings	49	72	46.94%
New Listings	52	73	40.38%
Average List Price	230,269	323,260	40.38%
Average Sale Price	221,346	306,675	38.55%
Average Percent of Selling Price to List Price	97.01%	98.23%	1.25%
Average Days on Market to Sale	40.59	26.92	-33.68%
End of Month Inventory	58	70	20.69%
Months Supply of Inventory	1.36	1.39	1.57%



■ Closed (27.65%)  
■ Pending (33.18%)  
■ Other OffMarket (6.91%)  
■ Active (32.26%)

**Absorption:** Last 12 months, an Average of **51** Sales/Month  
**Active Inventory** as of March 31, 2022 = **70**

#### Analysis Wrap-Up

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

The total housing inventory at the end of March 2022 rose **20.69%** to 70 existing homes available for sale. Over the last 12 months this area has had an average of 51 closed sales per month. This represents an unsold inventory index of **1.39** 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 **38.55%** in March 2022 to \$306,675 versus the previous year at \$221,346.

##### Average Days on Market Shortens

The average number of **26.92** days that homes spent on the market before selling decreased by 13.67 days or **33.68%** in March 2022 compared to last year's same month at **40.59** DOM.

##### Sales Success for March 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 73 New Listings in March 2022, up **40.38%** from last year at 52. Furthermore, there were 60 Closed Listings this month versus last year at 41, a **46.34%** increase.

Closed versus Listed trends yielded a **82.2%** ratio, up from previous year's, March 2021, at **78.8%**, a **4.24%** upswing. This will certainly create pressure on an increasing Month's 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

# March 2022



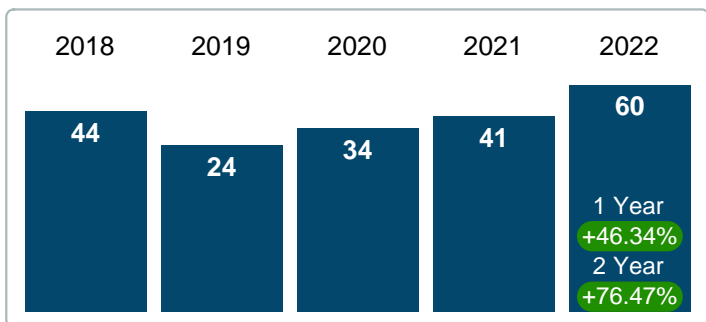
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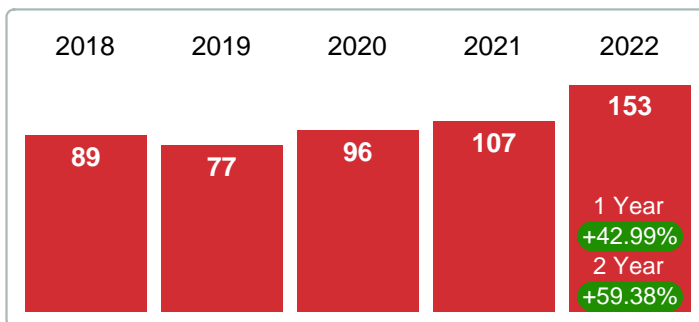
## CLOSED LISTINGS

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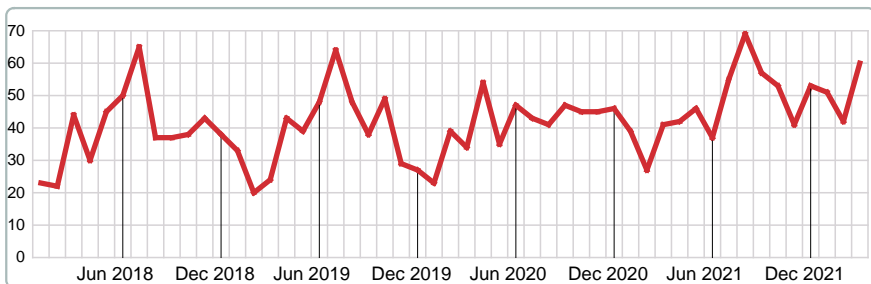
### MARCH



### YEAR TO DATE (YTD)

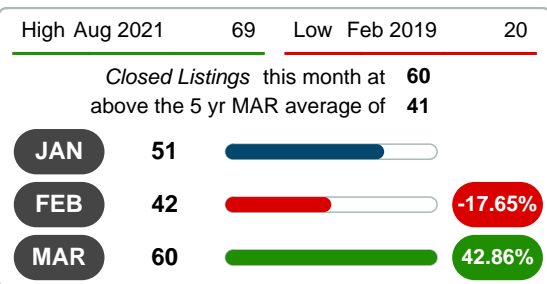


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR 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
\$125,000 and less	7	11.67%	10.6	2	5	0	0
\$125,001 - \$150,000	5	8.33%	48.0	0	2	3	0
\$150,001 - \$200,000	8	13.33%	34.5	1	5	2	0
\$200,001 - \$250,000	16	26.67%	21.9	0	14	1	1
\$250,001 - \$275,000	9	15.00%	3.8	0	6	2	1
\$275,001 - \$375,000	9	15.00%	24.7	0	5	4	0
\$375,001 and up	6	10.00%	69.8	1	1	1	3
<b>Total Closed Units</b>	<b>60</b>			<b>4</b>	<b>38</b>	<b>13</b>	<b>5</b>
<b>Total Closed Volume</b>	<b>18,400,497</b>	<b>100%</b>	<b>26.9</b>	<b>707.00K</b>	<b>8.37M</b>	<b>4.70M</b>	<b>4.63M</b>
<b>Average Closed Price</b>	<b>\$306,675</b>			<b>\$176,750</b>	<b>\$220,142</b>	<b>\$361,623</b>	<b>\$925,400</b>

# March 2022



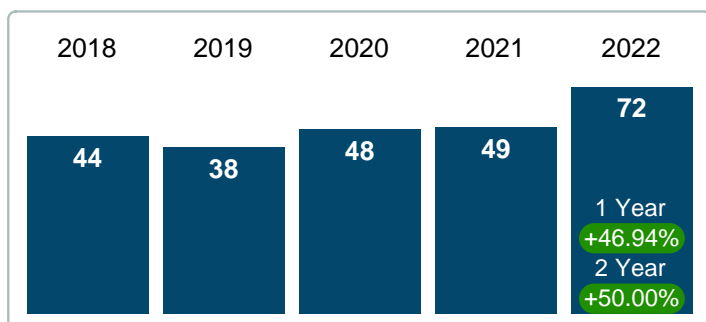
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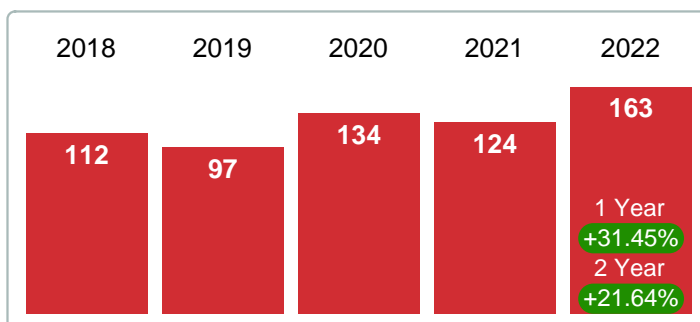
## PENDING LISTINGS

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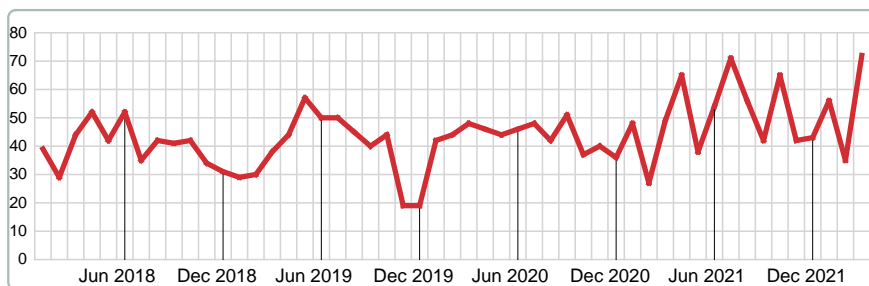
### MARCH



### YEAR TO DATE (YTD)

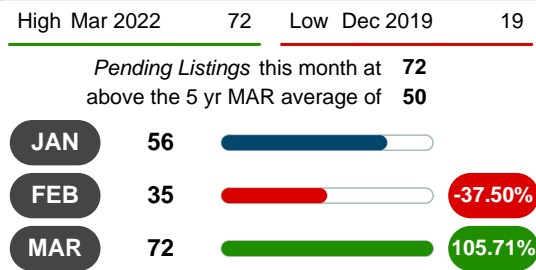


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 50



### 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	5	6.94%	2.8	3	2	0	0
\$100,001 - \$125,000	6	8.33%	15.2	3	3	0	0
\$125,001 - \$200,000	16	22.22%	34.7	3	11	2	0
\$200,001 - \$225,000	9	12.50%	14.8	0	7	2	0
\$225,001 - \$275,000	20	27.78%	43.0	0	18	2	0
\$275,001 - \$325,000	7	9.72%	59.9	0	6	1	0
\$325,001 and up	9	12.50%	32.1	0	3	4	2
<b>Total Pending Units</b>	<b>72</b>			<b>9</b>	<b>50</b>	<b>11</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>17,938,025</b>	<b>100%</b>	<b>32.5</b>	<b>1.03M</b>	<b>11.25M</b>	<b>4.38M</b>	<b>1.29M</b>
<b>Average Listing Price</b>	<b>\$247,412</b>			<b>\$114,556</b>	<b>\$224,931</b>	<b>\$397,771</b>	<b>\$642,500</b>

# March 2022



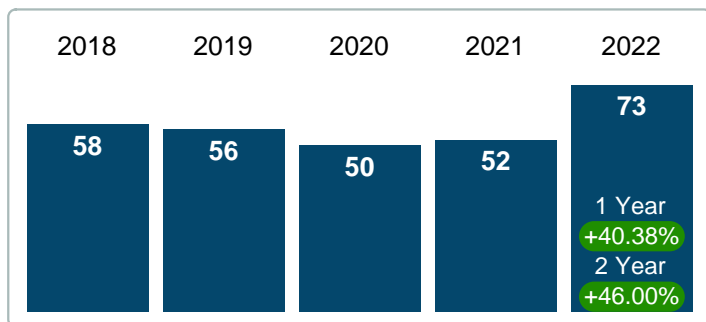
Area Delimited by County Of Bryan - Residential Property Type



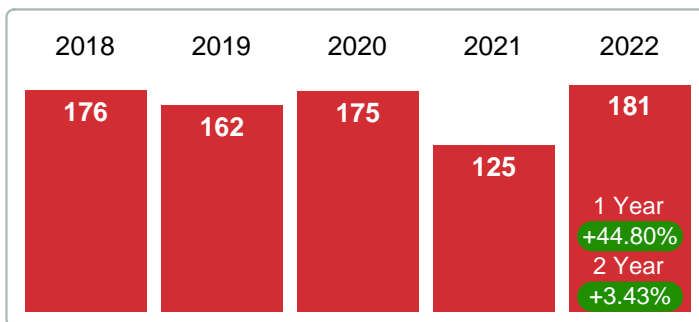
## NEW LISTINGS

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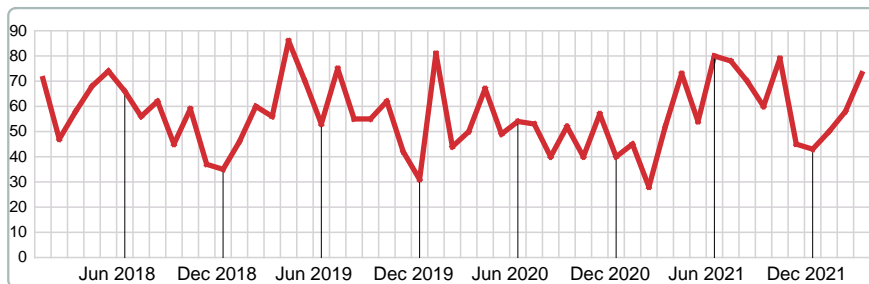
### MARCH



### YEAR TO DATE (YTD)

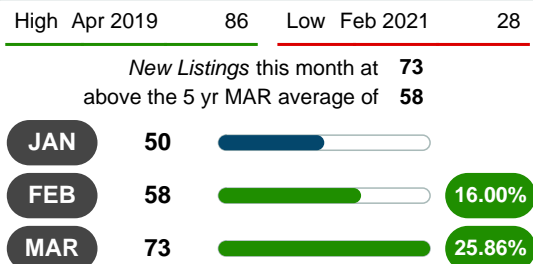


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 58



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	6	8.22%	3	3	0	0
\$100,001 - \$175,000	10	13.70%	4	6	0	0
\$175,001 - \$200,000	10	13.70%	0	10	0	0
\$200,001 - \$250,000	19	26.03%	0	19	0	0
\$250,001 - \$275,000	9	12.33%	0	7	2	0
\$275,001 - \$475,000	11	15.07%	0	7	3	1
\$475,001 and up	8	10.96%	0	2	2	4
<b>Total New Listed Units</b>	<b>73</b>		<b>7</b>	<b>54</b>	<b>7</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>19,317,029</b>	<b>100%</b>	<b>814.00K</b>	<b>12.59M</b>	<b>2.61M</b>	<b>3.31M</b>
<b>Average New Listed Listing Price</b>	<b>\$239,328</b>		<b>\$116,286</b>	<b>\$233,105</b>	<b>\$372,911</b>	<b>\$661,000</b>

# March 2022



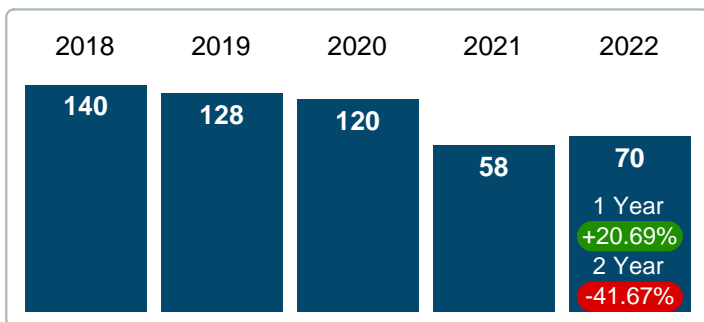
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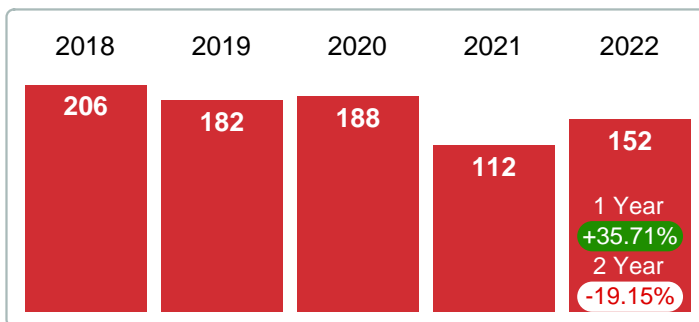
## ACTIVE INVENTORY

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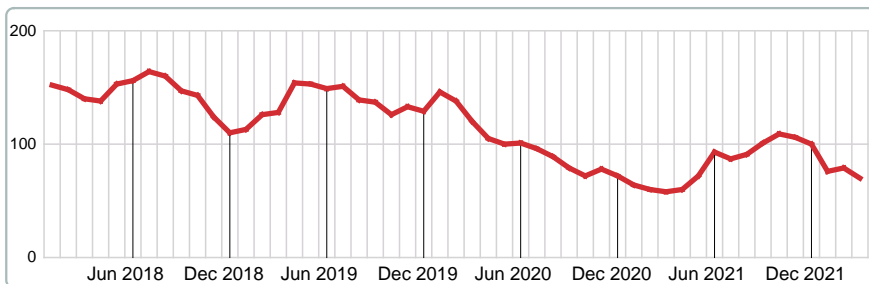
### END OF MARCH



### ACTIVE DURING MARCH



### 5 YEAR MARKET ACTIVITY TRENDS

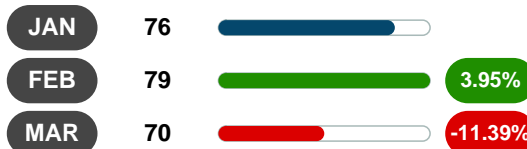


### 3 MONTHS

5 year MAR AVG = 103

High Jul 2018 164 Low Mar 2021 58

Inventory this month at 70  
below the 5 yr MAR average of 103



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	7	10.00%	71.0	2	5	0	0
\$100,001 - \$150,000	5	7.14%	92.8	3	1	1	0
\$150,001 - \$200,000	12	17.14%	30.7	1	10	1	0
\$200,001 - \$300,000	19	27.14%	58.7	1	10	8	0
\$300,001 - \$550,000	11	15.71%	65.7	1	6	2	2
\$550,001 - \$875,000	9	12.86%	66.4	1	3	2	3
\$875,001 and up	7	10.00%	97.4	0	1	5	1
<b>Total Active Inventory by Units</b>	<b>70</b>			<b>9</b>	<b>36</b>	<b>19</b>	<b>6</b>
<b>Total Active Inventory by Volume</b>	<b>28,806,846</b>	<b>100%</b>	<b>63.5</b>	<b>2.13M</b>	<b>10.57M</b>	<b>11.27M</b>	<b>4.84M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$411,526</b>			<b>\$236,533</b>	<b>\$293,529</b>	<b>\$593,368</b>	<b>\$806,167</b>

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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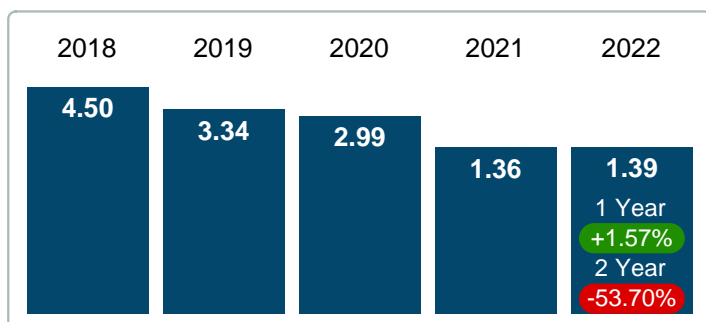
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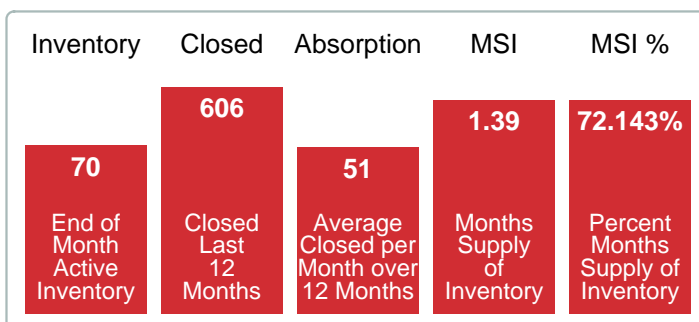
## MONTHS SUPPLY of INVENTORY (MSI)

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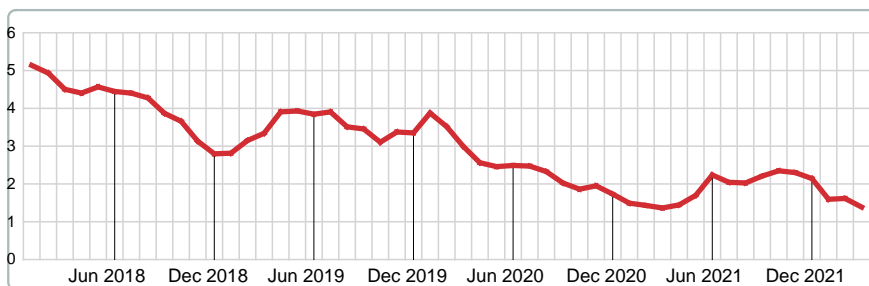
### MSI FOR MARCH



### INDICATORS FOR MARCH 2022

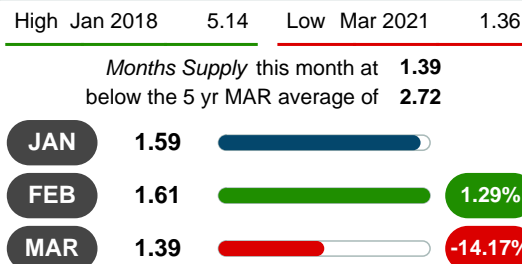


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 2.72



### 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
\$100,000 and less	7	10.00%	1.65	1.26	2.00	0.00	0.00
\$100,001 - \$150,000	5	7.14%	0.82	1.80	0.30	1.00	0.00
\$150,001 - \$200,000	12	17.14%	1.06	1.50	1.12	0.60	0.00
\$200,001 - \$300,000	19	27.14%	1.00	3.00	0.73	1.88	0.00
\$300,001 - \$550,000	11	15.71%	1.40	3.00	1.64	0.69	2.18
\$550,001 - \$875,000	9	12.86%	6.75	0.00	5.14	6.00	7.20
\$875,001 and up	7	10.00%	9.33	0.00	3.00	30.00	4.00
Market Supply of Inventory (MSI)			1.39	1.96	1.09	1.81	2.48
Total Active Inventory by Units		100%	1.39	9	36	19	6

# March 2022



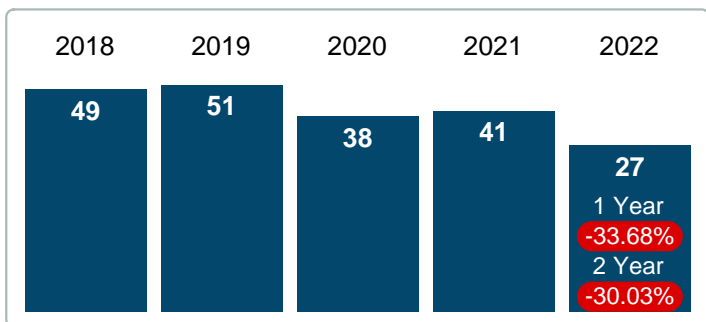
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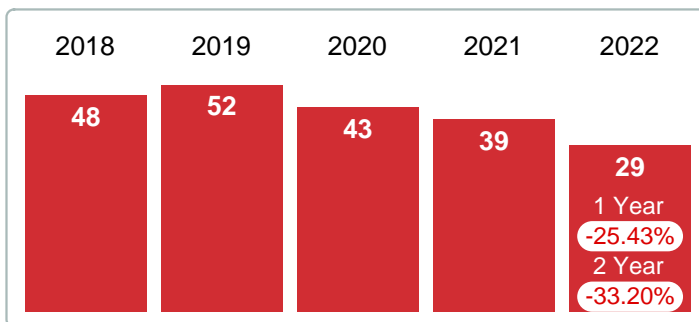
## AVERAGE DAYS ON MARKET TO SALE

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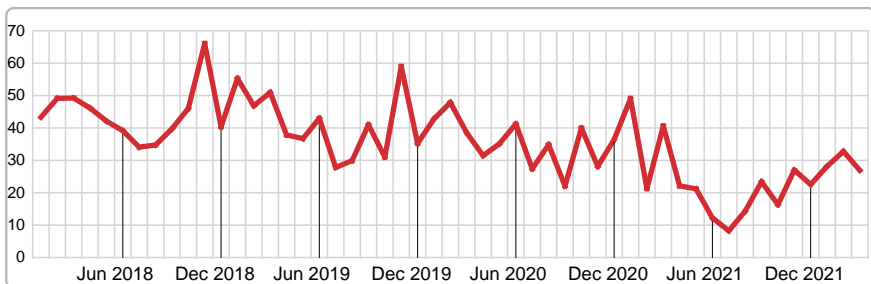
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 41

High Nov 2018 66 Low Jul 2021 8

Average Days on Market to Sale this month at 27 below the 5 yr MAR average of 41

Month	DOM	% Change
JAN	28	
FEB	33	16.35%
MAR	27	-17.84%

### 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
\$125,000 and less	11.67%	11	3	14	0	0
\$125,001 - \$150,000	8.33%	48	0	14	71	0
\$150,001 - \$200,000	13.33%	35	5	21	83	0
\$200,001 - \$250,000	26.67%	22	0	17	8	104
\$250,001 - \$275,000	15.00%	4	0	3	6	7
\$275,001 - \$375,000	15.00%	25	0	41	4	0
\$375,001 and up	10.00%	70	11	6	166	79
<b>Average Closed DOM</b>		<b>27</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>27</b>	<b>4</b>	<b>38</b>	<b>13</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>18,400,497</b>	<b>707.00K</b>	<b>8.37M</b>	<b>4.70M</b>	<b>4.63M</b>

# March 2022



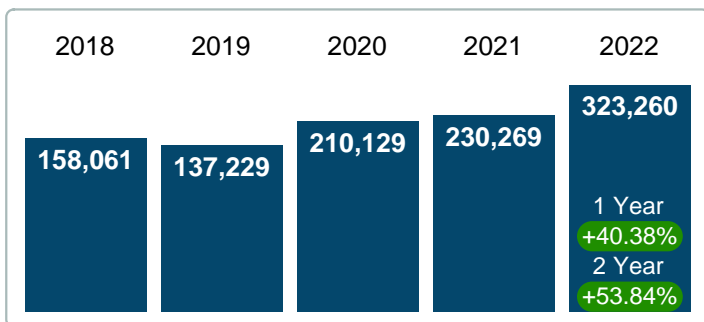
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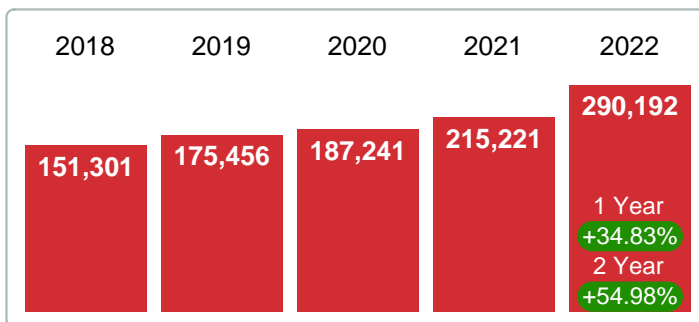
## AVERAGE LIST PRICE AT CLOSING

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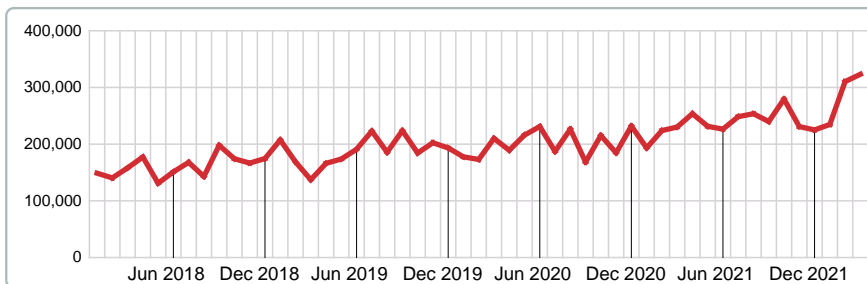
### MARCH



### YEAR TO DATE (YTD)

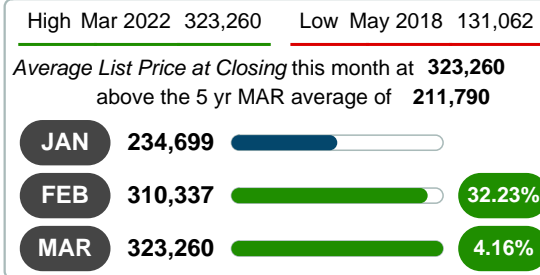


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 211,790



### 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
\$125,000 and less	11.67%	100,686	84,950	106,980	0	0
\$125,001 - \$150,000	6.67%	143,050	0	138,700	150,600	0
\$150,001 - \$200,000	15.00%	168,933	154,000	173,880	170,000	0
\$200,001 - \$250,000	28.33%	224,988	0	221,564	224,900	250,000
\$250,001 - \$275,000	11.67%	260,357	0	259,083	261,500	275,000
\$275,001 - \$375,000	15.00%	322,944	0	332,060	338,424	0
\$375,001 and up	11.67%	1,149,200	395,000	485,000	240,000	1,458,300
<b>Average List Price</b>		<b>323,260</b>	<b>179,725</b>	<b>223,247</b>	<b>407,184</b>	<b>979,980</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>323,260</b>	<b>4</b>	<b>38</b>	<b>13</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>19,395,595</b>	<b>718.90K</b>	<b>8.48M</b>	<b>5.29M</b>	<b>4.90M</b>



# March 2022



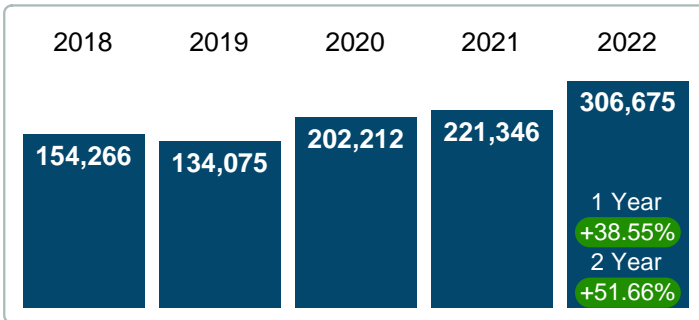
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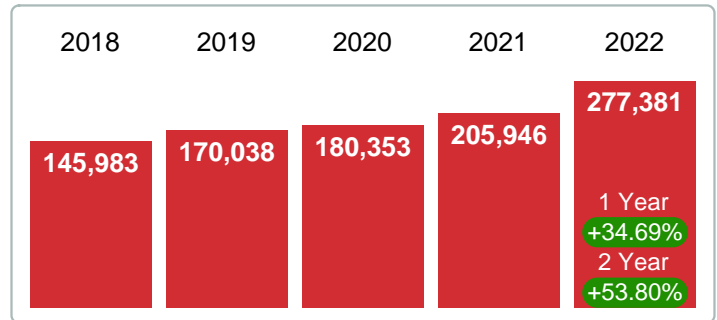
## AVERAGE SOLD PRICE AT CLOSING

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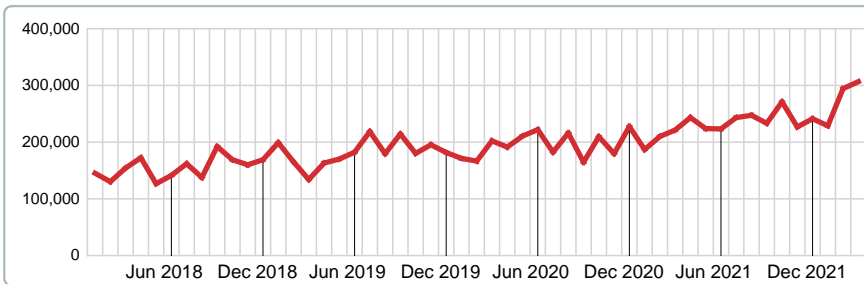
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

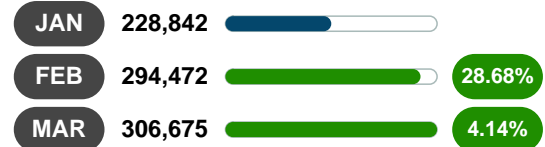


### 3 MONTHS

5 year MAR AVG = 203,715

High Mar 2022 306,675 Low May 2018 126,718

Average Sold Price at Closing this month at **306,675** above the 5 yr MAR average of **203,715**



### 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
\$125,000 and less <b>7</b>	11.67%	99,843	82,000	106,980	0	0
\$125,001 - \$150,000 <b>5</b>	8.33%	139,780	0	139,000	140,300	0
\$150,001 - \$200,000 <b>8</b>	13.33%	171,375	160,000	173,200	172,500	0
\$200,001 - \$250,000 <b>16</b>	26.67%	221,506	0	220,150	227,000	235,000
\$250,001 - \$275,000 <b>9</b>	15.00%	260,444	0	257,000	267,500	267,000
\$275,001 - \$375,000 <b>9</b>	15.00%	320,511	0	312,280	330,799	0
\$375,001 and up <b>6</b>	10.00%	1,143,167	383,000	501,002	1,850,000	1,375,000
<b>Average Sold Price</b>		<b>306,675</b>	176,750	220,142	361,623	925,400
<b>Total Closed Units</b>		<b>60</b>	4	38	13	5
<b>Total Closed Volume</b>		<b>18,400,497</b>	707.00K	8.37M	4.70M	4.63M

# March 2022



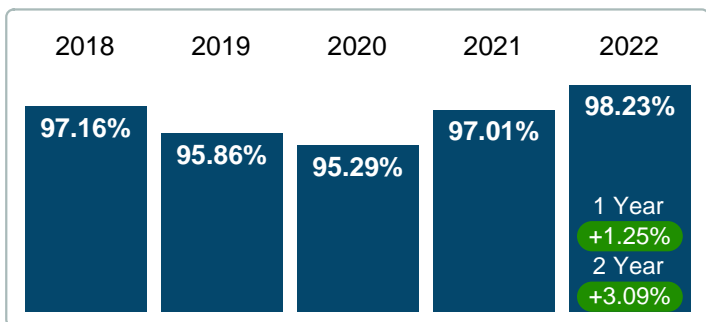
Area Delimited by County Of Bryan - Residential Property Type



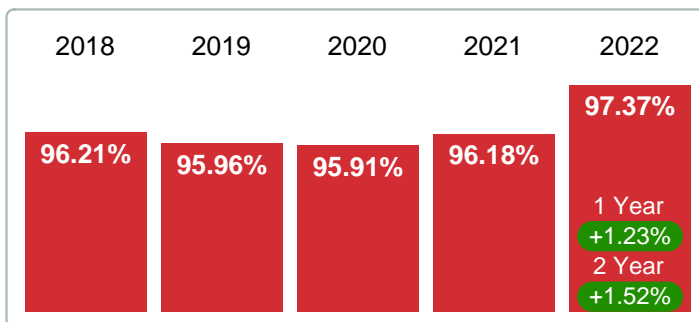
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

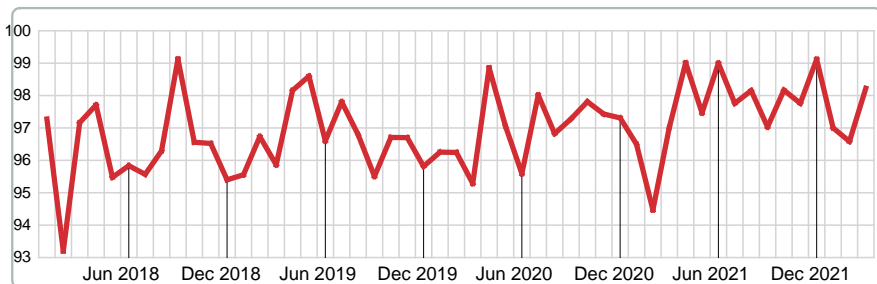
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

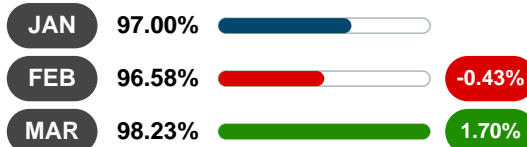


### 3 MONTHS

5 year MAR AVG = 96.71%

High Sep 2018 99.13% Low Feb 2018 93.20%

Average Sold/List Ratio this month at **98.23%** above the 5 yr MAR average of **96.71%**



## 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
\$125,000 and less	7	11.67%	99.01%	96.53%	100.00%	0.00%	0.00%
\$125,001 - \$150,000	5	8.33%	96.02%	0.00%	100.28%	93.18%	0.00%
\$150,001 - \$200,000	8	13.33%	100.62%	103.90%	99.59%	101.56%	0.00%
\$200,001 - \$250,000	16	26.67%	99.22%	0.00%	99.47%	100.93%	94.00%
\$250,001 - \$275,000	9	15.00%	99.73%	0.00%	99.28%	102.42%	97.09%
\$275,001 - \$375,000	9	15.00%	96.01%	0.00%	94.56%	97.82%	0.00%
\$375,001 and up	6	10.00%	94.37%	96.96%	103.30%	77.08%	96.28%
Average Sold/List Ratio		98.20%		98.48%	99.02%	96.68%	95.99%
Total Closed Units		60	100%	4	38	13	5
Total Closed Volume		18,400,497		707.00K	8.37M	4.70M	4.63M

# March 2022



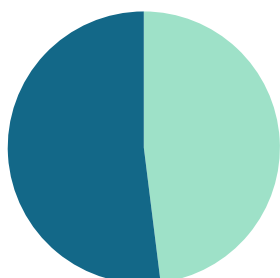
Area Delimited by County Of Bryan - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY



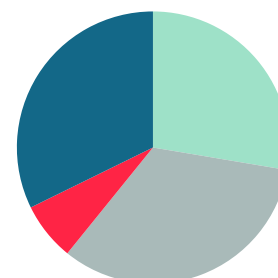
**Inventory**

- New Listings **73 = 48.03%**
- Start Inventory **79**
- Total Inventory Units **152**
- Volume **\$51,596,271**

### Market Activity

- Closed Sales **60 = 27.65%**
- Pending Sales **72 = 33.18%**
- Other Off Market **15 = 6.91%**
- Active Inventory **70 = 32.26%**

### MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	41	60	46.34%	107	153	42.99%
Pending Sales	49	72	46.94%	124	163	31.45%
New Listings	52	73	40.38%	125	181	44.80%
Average List Price	230,269	323,260	40.38%	215,221	290,192	34.83%
Average Sale Price	221,346	306,675	38.55%	205,946	277,381	34.69%
Average Percent of Selling Price to List Price	97.01%	98.23%	1.25%	96.18%	97.37%	1.23%
Average Days on Market to Sale	40.59	26.92	-33.68%	38.80	28.93	-25.43%
Monthly Inventory	58	70	20.69%	58	70	20.69%
Months Supply of Inventory	1.36	1.39	1.57%	1.36	1.39	1.57%

**Absorption:** Last 12 months, an Average of **51** Sales/Month

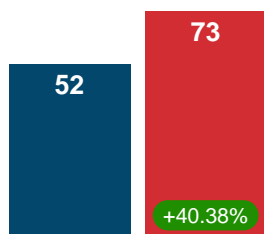
**Inventory** on March 31, 2022 = **70**

**2021** **2022**

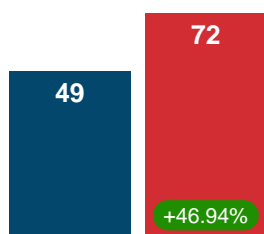
### MARCH MARKET

### AVERAGE PRICES

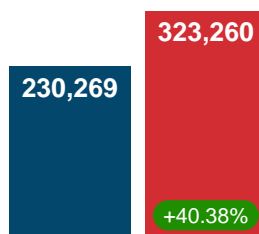
#### New Listings



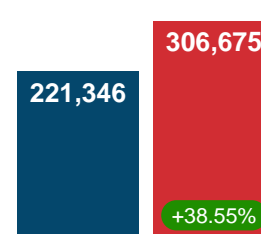
#### Pending Listings



#### List Price



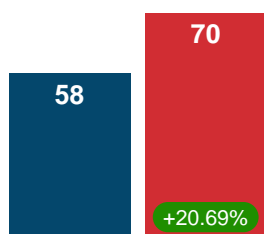
#### Sale Price



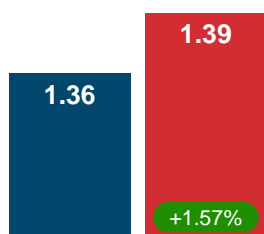
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

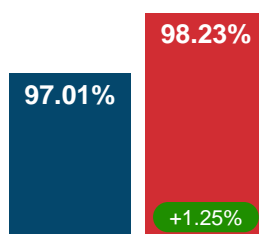
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

