

## March 2022



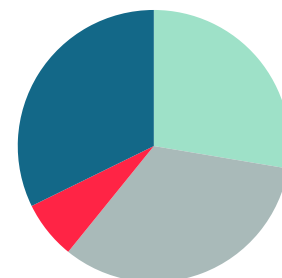
Area Delimited by County Of Bryan - Residential Property Type



### 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%
Median List Price	212,900	229,900	7.98%
Median Sale Price	212,900	226,000	6.15%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	16.00	5.00	-68.75%
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.

##### 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 **6.15%** in March 2022 to \$226,000 versus the previous year at \$212,900.

##### Median Days on Market Shortens

The median number of **5.00** days that homes spent on the market before selling decreased by 11.00 days or **68.75%** in March 2022 compared to last year's same month at **16.00** DOM.

##### Sales Success for March 2022 is Positive

Overall, with Median 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

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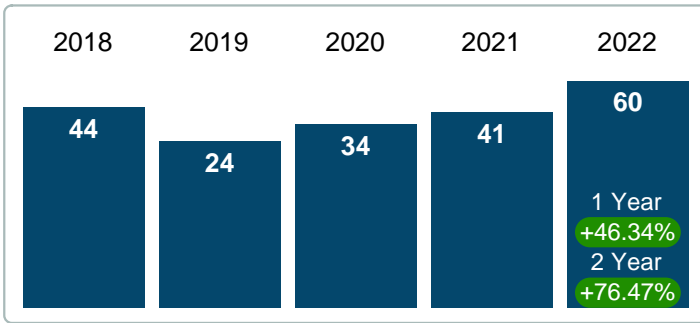
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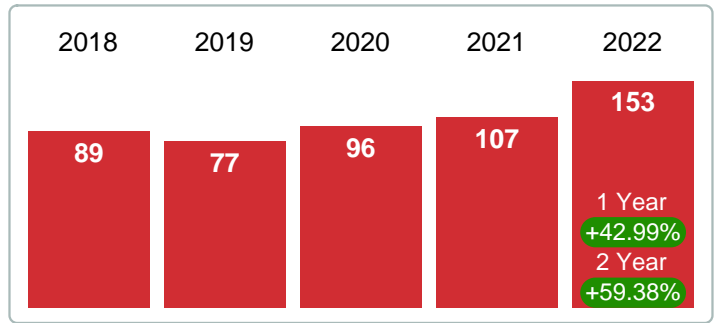
## CLOSED LISTINGS

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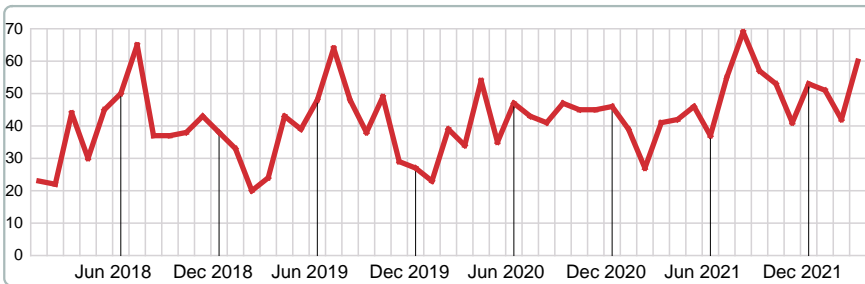
### MARCH



### YEAR TO DATE (YTD)

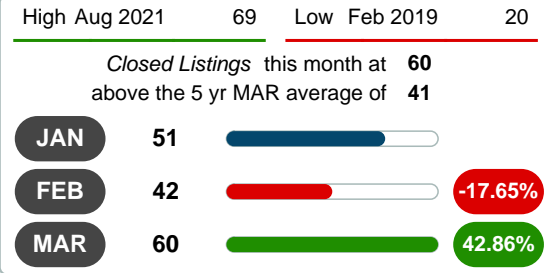


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 41



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	7	11.67%	2.0	2	5	0	0
\$125,001 - \$150,000	5	8.33%	11.0	0	2	3	0
\$150,001 - \$200,000	8	13.33%	6.0	1	5	2	0
\$200,001 - \$250,000	16	26.67%	3.0	0	14	1	1
\$250,001 - \$275,000	9	15.00%	2.0	0	6	2	1
\$275,001 - \$375,000	9	15.00%	4.0	0	5	4	0
\$375,001 and up	6	10.00%	36.0	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>5.0</b>	<b>707.00K</b>	<b>8.37M</b>	<b>4.70M</b>	<b>4.63M</b>
<b>Median Closed Price</b>	<b>\$226,000</b>			<b>\$122,500</b>	<b>\$213,750</b>	<b>\$260,000</b>	<b>\$775,000</b>

# March 2022



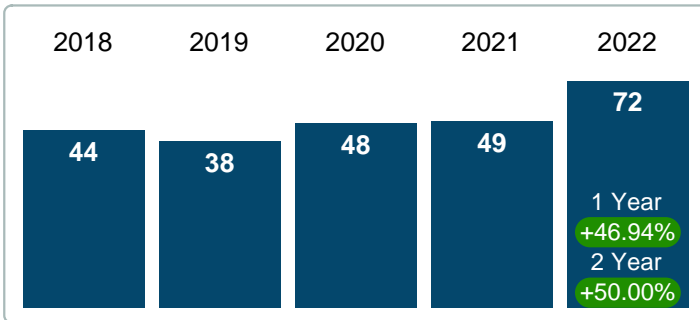
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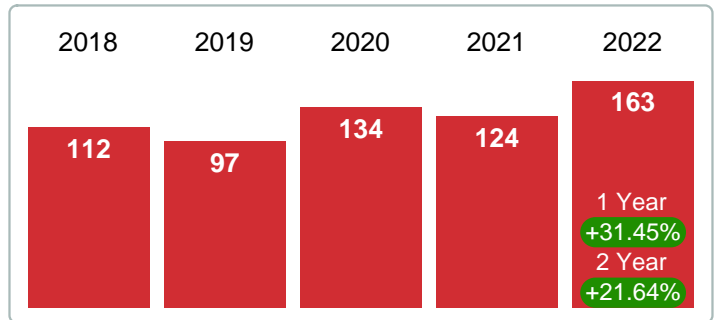
## PENDING LISTINGS

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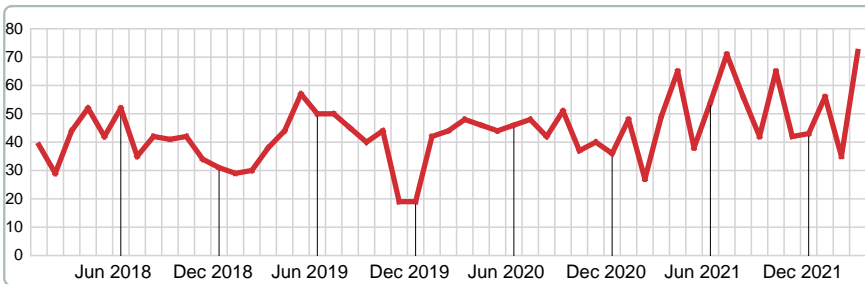
### MARCH



### YEAR TO DATE (YTD)

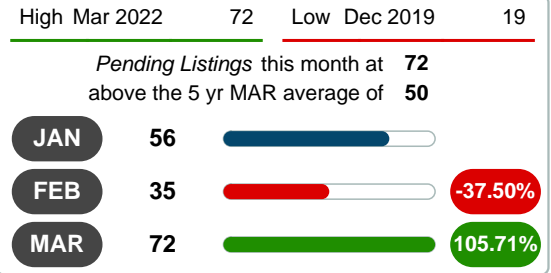


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 50



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	5	6.94%	2.0	3	2	0	0
\$100,001 - \$125,000	6	8.33%	11.5	3	3	0	0
\$125,001 - \$200,000	16	22.22%	20.0	3	11	2	0
\$200,001 - \$225,000	9	12.50%	1.0	0	7	2	0
\$225,001 - \$275,000	20	27.78%	4.0	0	18	2	0
\$275,001 - \$325,000	7	9.72%	35.0	0	6	1	0
\$325,001 and up	9	12.50%	19.0	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>6.0</b>	<b>1.03M</b>	<b>11.25M</b>	<b>4.38M</b>	<b>1.29M</b>
<b>Median Listing Price</b>	<b>\$225,700</b>			<b>\$124,000</b>	<b>\$230,350</b>	<b>\$275,000</b>	<b>\$642,500</b>

# March 2022



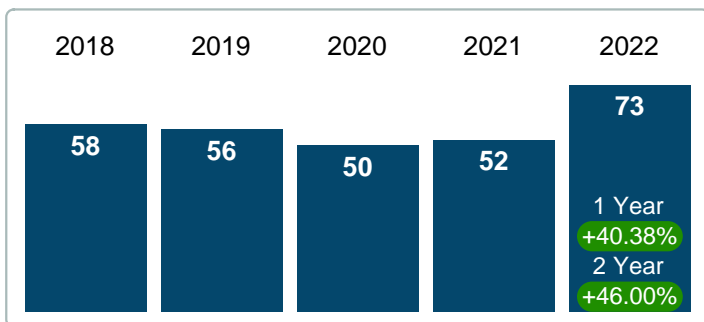
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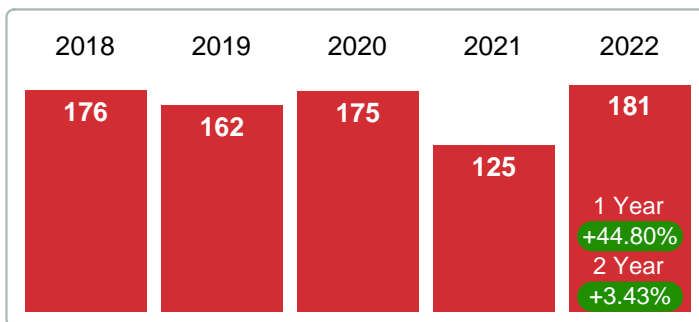
## NEW LISTINGS

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

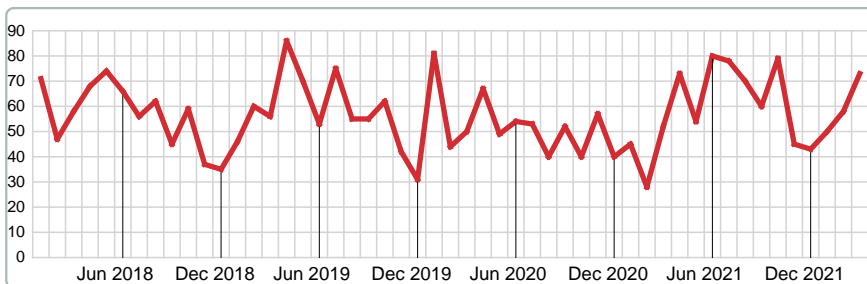
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 58

High Apr 2019 86 Low Feb 2021 28

New Listings this month at **73**  
above the 5 yr MAR average of **58**

Month	New Listings	% Change
JAN	50	
FEB	58	16.00%
MAR	73	25.86%

### 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>Median New Listed Listing Price</b>	<b>\$226,400</b>		<b>\$115,000</b>	<b>\$215,750</b>	<b>\$292,900</b>	<b>\$699,000</b>

# March 2022



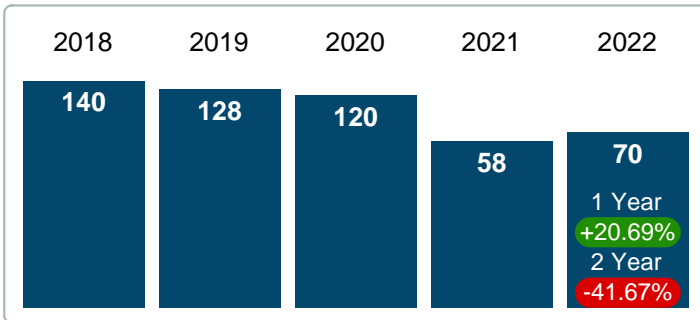
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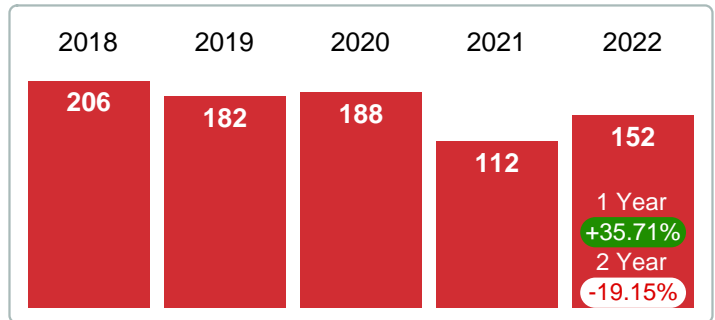
## ACTIVE INVENTORY

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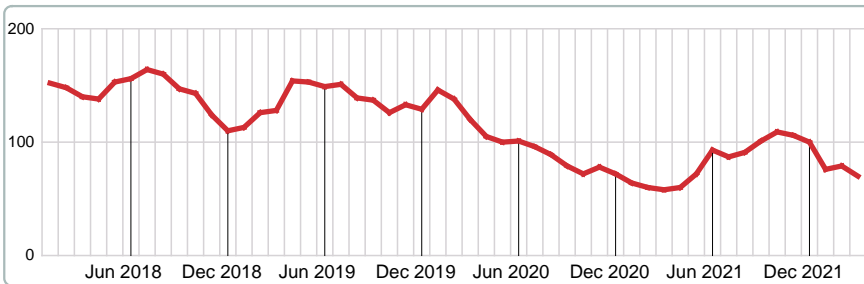
### END OF MARCH



### ACTIVE DURING MARCH

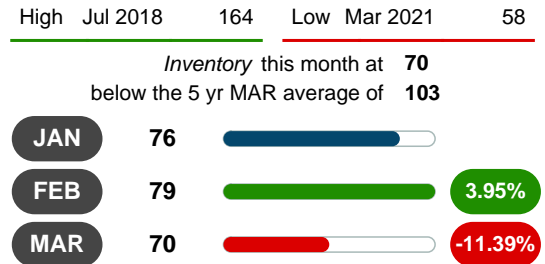


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 103



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	7	10.00%	48.0	2	5	0	0
\$100,001 - \$150,000	5	7.14%	72.0	3	1	1	0
\$150,001 - \$200,000	12	17.14%	23.5	1	10	1	0
\$200,001 - \$300,000	19	27.14%	34.0	1	10	8	0
\$300,001 - \$550,000	11	15.71%	32.0	1	6	2	2
\$550,001 - \$875,000	9	12.86%	31.0	1	3	2	3
\$875,001 and up	7	10.00%	80.0	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>40.0</b>	<b>2.13M</b>	<b>10.57M</b>	<b>11.27M</b>	<b>4.84M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$271,750</b>			<b>\$129,000</b>	<b>\$208,750</b>	<b>\$292,900</b>	<b>\$684,000</b>

# March 2022



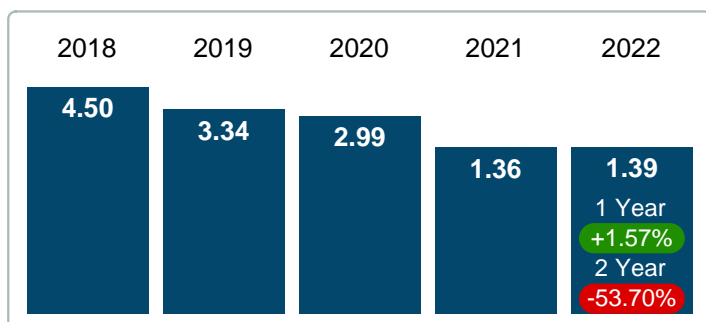
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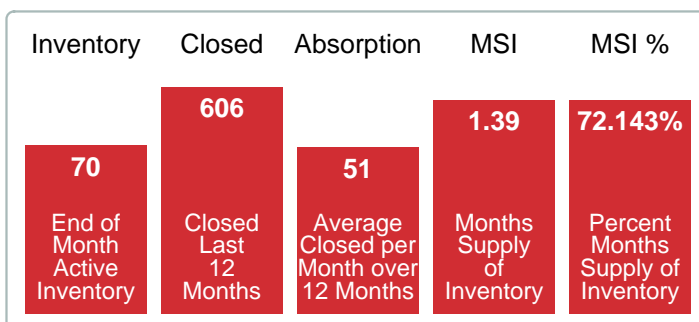
## MONTHS SUPPLY of INVENTORY (MSI)

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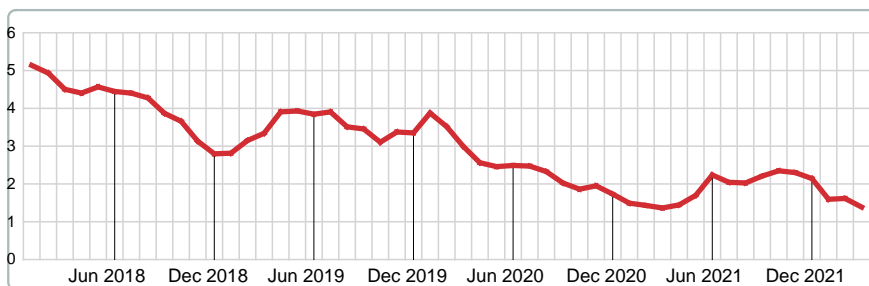
### MSI FOR MARCH



### INDICATORS FOR MARCH 2022

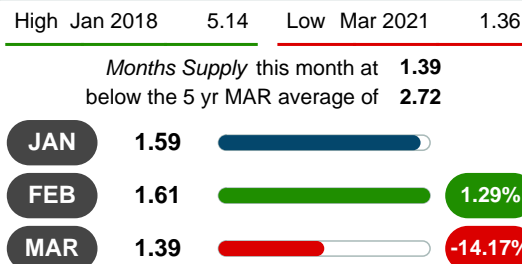


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



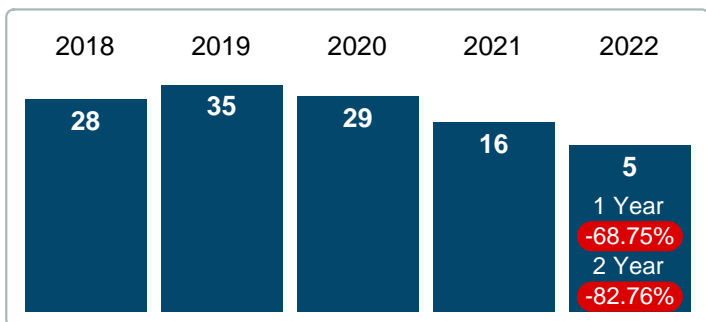
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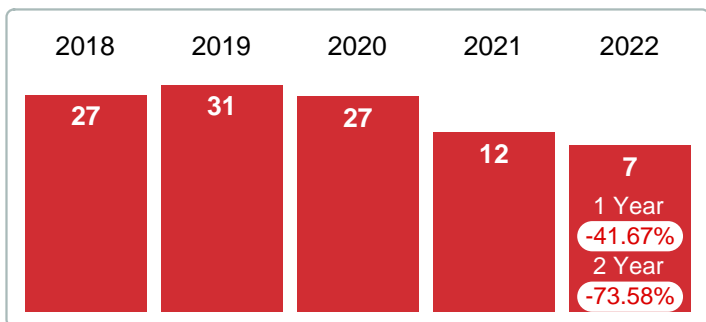
## MEDIAN DAYS ON MARKET TO SALE

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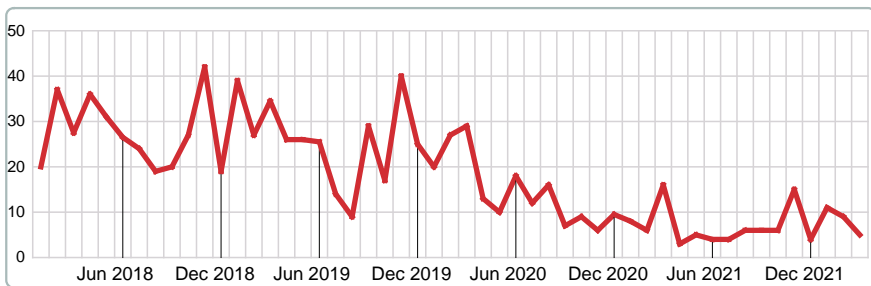
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

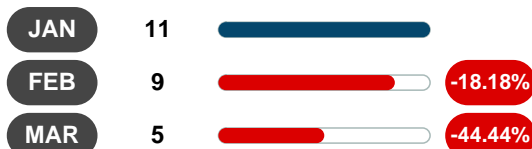


### 3 MONTHS

5 year MAR AVG = 22

High Nov 2018 42 Low Apr 2021 3

Median Days on Market to Sale this month at 5 below the 5 yr MAR average of 22



### 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
\$125,000 and less	11.67%	2	3	2	0	0
\$125,001 - \$150,000	8.33%	11	0	14	11	0
\$150,001 - \$200,000	13.33%	6	5	7	83	0
\$200,001 - \$250,000	26.67%	3	0	3	8	104
\$250,001 - \$275,000	15.00%	2	0	1	6	7
\$275,001 - \$375,000	15.00%	4	0	8	3	0
\$375,001 and up	10.00%	36	11	6	166	61
Median Closed DOM		5	5	3	8	61
Total Closed Units	100%	5.0	4	38	13	5
Total Closed Volume		18,400,497	707.00K	8.37M	4.70M	4.63M

# March 2022



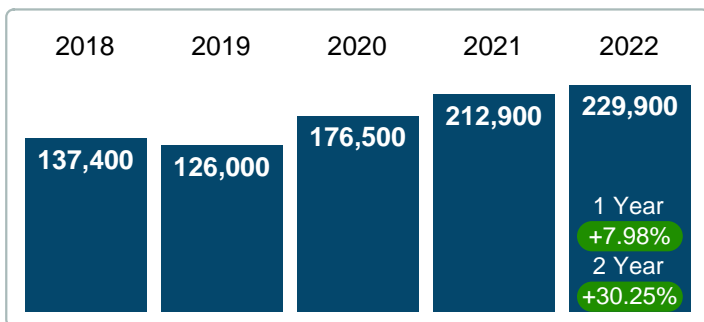
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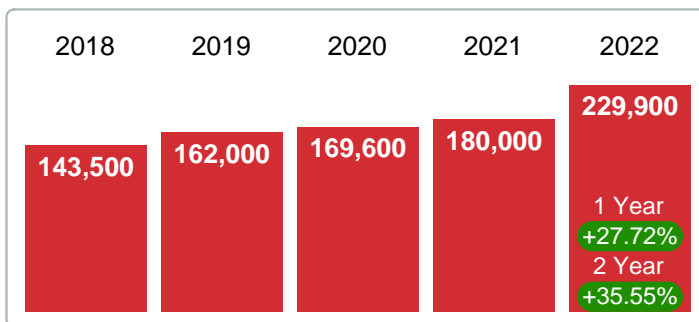
## MEDIAN LIST PRICE AT CLOSING

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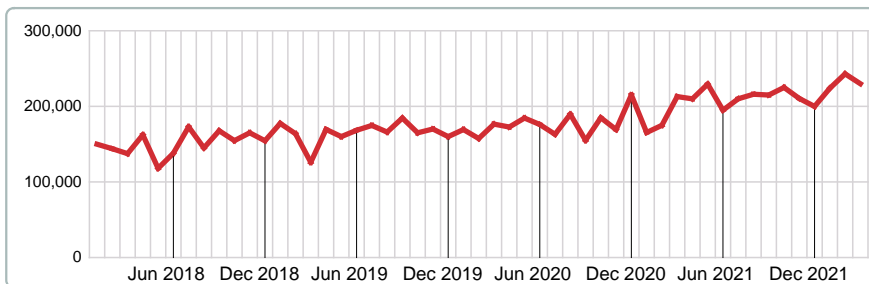
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

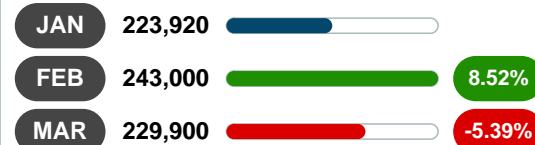


### 3 MONTHS

5 year MAR AVG = 176,540

High Feb 2022 243,000 Low May 2018 118,000

Median List Price at Closing this month at **229,900**  
above the 5 yr MAR average of **176,540**



### 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
\$125,000 and less <b>7</b>	11.67%	99,900	84,950	115,000	0	0
\$125,001 - \$150,000 <b>4</b>	6.67%	142,400	0	138,700	147,400	0
\$150,001 - \$200,000 <b>9</b>	15.00%	175,000	154,000	176,500	160,000	0
\$200,001 - \$250,000 <b>17</b>	28.33%	224,900	0	211,450	236,450	250,000
\$250,001 - \$275,000 <b>7</b>	11.67%	255,000	0	255,000	275,000	275,000
\$275,001 - \$375,000 <b>9</b>	15.00%	326,400	0	299,500	346,848	0
\$375,001 and up <b>7</b>	11.67%	775,000	395,000	437,250	240,000	799,900
Median List Price		229,900	119,500	211,450	248,000	775,000
Total Closed Units		60	4	38	13	5
Total Closed Volume		19,395,595	718.90K	8.48M	5.29M	4.90M



# March 2022



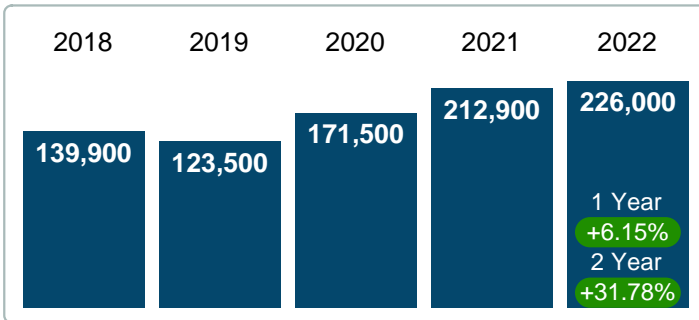
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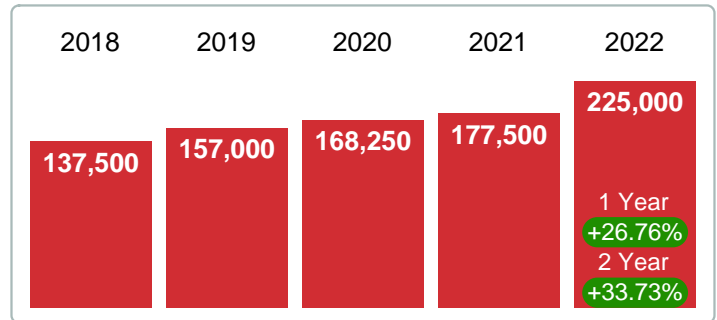
## MEDIAN SOLD PRICE AT CLOSING

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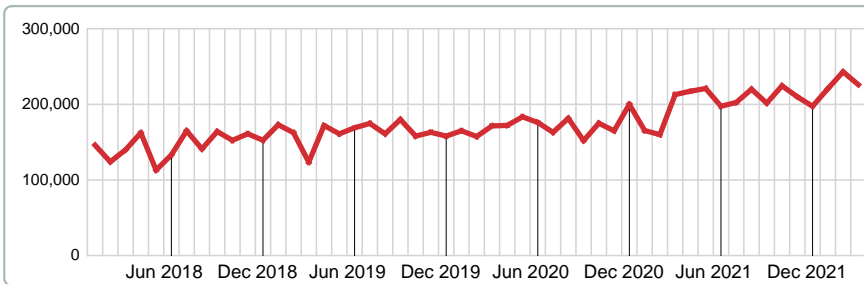
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

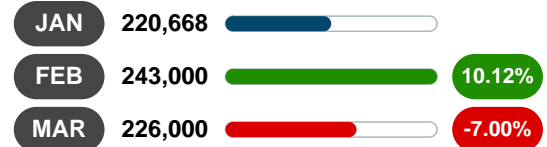


### 3 MONTHS

5 year MAR AVG = 174,760

High Feb 2022 243,000 Low May 2018 113,000

Median Sold Price at Closing this month at **226,000** above the 5 yr MAR average of **174,760**



### 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
\$125,000 and less	11.67%	99,900	82,000	115,000	0	0
\$125,001 - \$150,000	8.33%	141,000	0	139,000	141,000	0
\$150,001 - \$200,000	13.33%	174,750	160,000	176,000	172,500	0
\$200,001 - \$250,000	26.67%	216,000	0	213,750	227,000	235,000
\$250,001 - \$275,000	15.00%	255,000	0	255,000	267,500	267,000
\$275,001 - \$375,000	15.00%	320,000	0	320,000	331,598	0
\$375,001 and up	10.00%	775,000	383,000	501,000	21,850,000	775,000
<b>Median Sold Price</b>		<b>226,000</b>	<b>122,500</b>	<b>213,750</b>	<b>260,000</b>	<b>775,000</b>
<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>707.00K</b>	<b>8.37M</b>	<b>4.70M</b>	<b>4.63M</b>

# March 2022



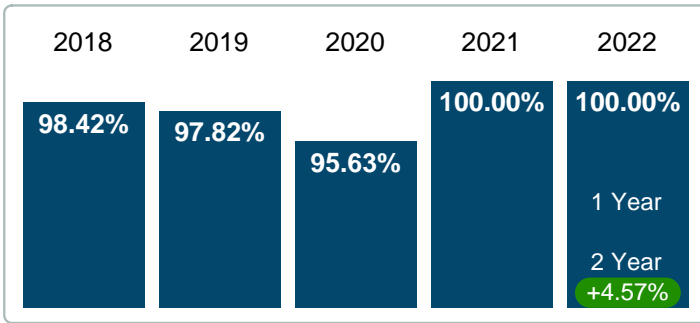
Area Delimited by County Of Bryan - Residential Property Type



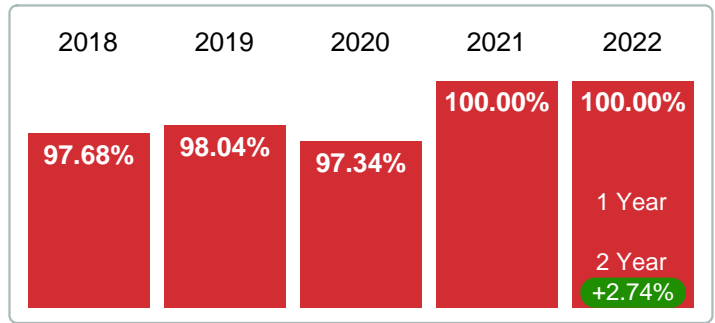
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

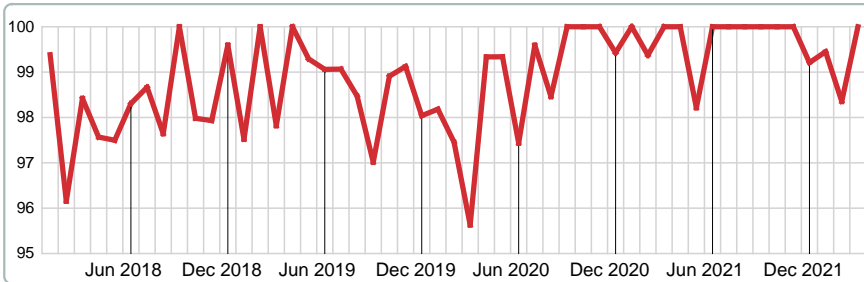
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

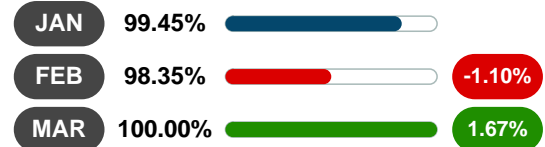


### 3 MONTHS

5 year MAR AVG = 98.37%

High Mar 2022 100.00% Low Mar 2020 95.63%

Median Sold/List Ratio this month at **100.00%** above the 5 yr MAR average of **98.37%**



### 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
\$125,000 and less	7	11.67%	100.00%	96.53%	100.00%	0.00%	0.00%
\$125,001 - \$150,000	5	8.33%	92.92%	0.00%	100.28%	89.81%	0.00%
\$150,001 - \$200,000	8	13.33%	100.00%	103.90%	98.32%	101.56%	0.00%
\$200,001 - \$250,000	16	26.67%	100.00%	0.00%	100.00%	100.93%	94.00%
\$250,001 - \$275,000	9	15.00%	100.00%	0.00%	100.00%	102.42%	97.09%
\$275,001 - \$375,000	9	15.00%	100.00%	0.00%	97.17%	100.00%	0.00%
\$375,001 and up	6	10.00%	96.92%	96.96%	103.30%	77.08%	96.89%
Median Sold/List Ratio		100.00%		98.48%	100.00%	100.00%	96.89%
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



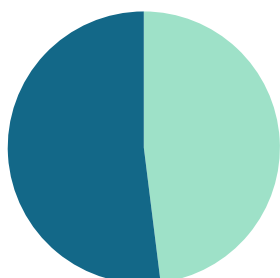
Area Delimited by County Of Bryan - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

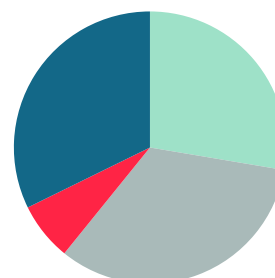


**Inventory**  
 New Listings  
**73 = 48.03%**  
 Start Inventory  
**79**  
 Total Inventory Units  
**152**  
 Volume  
**\$51,596,271**

### 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%
Median List Price	212,900	229,900	7.98%	180,000	229,900	27.72%
Median Sale Price	212,900	226,000	6.15%	177,500	225,000	26.76%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Days on Market to Sale	16.00	5.00	-68.75%	12.00	7.00	-41.67%
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

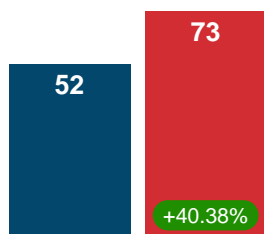
**Inventory** on March 31, 2022 = **70**

**2021** **2022**

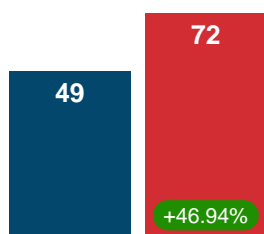
### MARCH MARKET

### MEDIAN PRICES

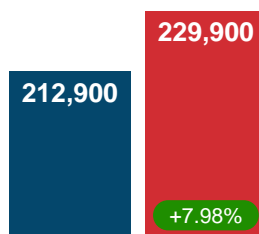
#### New Listings



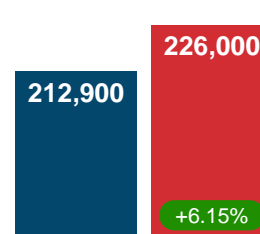
#### Pending Listings



#### List Price



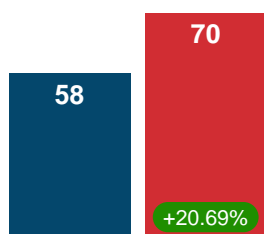
#### Sale Price



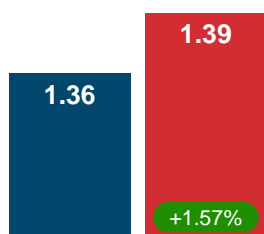
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

