



December 2020

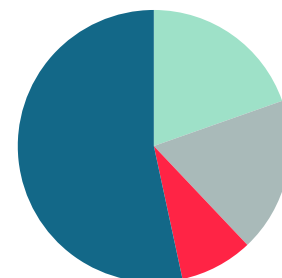
Area Delimited by County Of Bryan



MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2021 for MLS Technology Inc.

Compared Metrics	December		
	2019	2020	+/-%
Closed Listings	34	61	79.41%
Pending Listings	24	57	137.50%
New Listings	79	61	-22.78%
Average List Price	169,521	211,836	24.96%
Average Sale Price	159,716	205,827	28.87%
Average Percent of Selling Price to List Price	94.92%	96.76%	1.94%
Average Days on Market to Sale	39.41	36.51	-7.37%
End of Month Inventory	295	166	-43.73%
Months Supply of Inventory	6.22	3.11	-50.05%



■ Closed (19.61%)
■ Pending (18.33%)
■ Other OffMarket (8.68%)
■ Active (53.38%)

Absorption: Last 12 months, an Average of **53 Sales/Month**
Active Inventory as of December 31, 2020 = **166**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2020 decreased **43.73%** to 166 existing homes available for sale. Over the last 12 months this area has had an average of 53 closed sales per month. This represents an unsold inventory index of **3.11 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 **28.87%** in December 2020 to \$205,827 versus the previous year at \$159,716.

Average Days on Market Shortens

The average number of **36.51** days that homes spent on the market before selling decreased by 2.90 days or **7.37%** in December 2020 compared to last year's same month at **39.41** DOM.

Sales Success for December 2020 is Positive

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

There were 61 New Listings in December 2020, down **22.78%** from last year at 79. Furthermore, there were 61 Closed Listings this month versus last year at 34, a **79.41%** increase.

Closed versus Listed trends yielded a **100.0%** ratio, up from previous year's, December 2019, at **43.0%**, a **132.35%** upswing. This will certainly create pressure on a decreasing 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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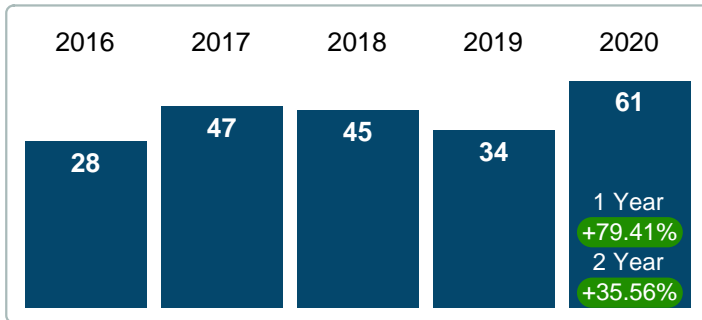
Area Delimited by County Of Bryan



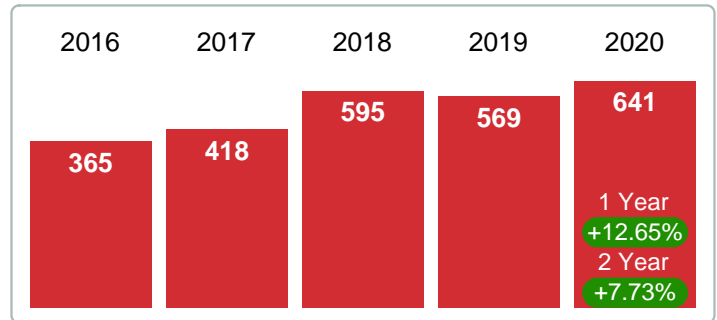
CLOSED LISTINGS

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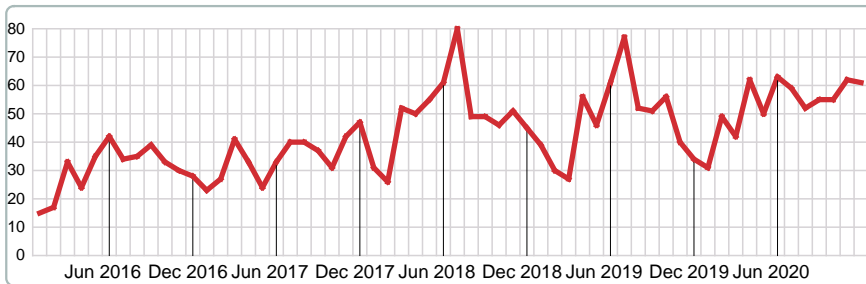
DECEMBER



YEAR TO DATE (YTD)

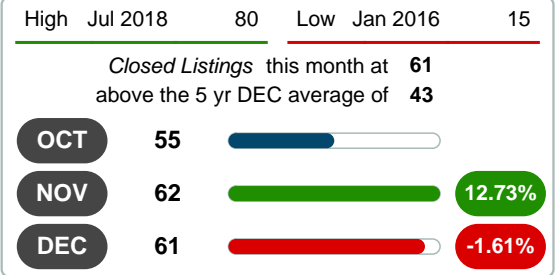


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 43



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	11.48%	22.4	7	0	0	0
\$50,001 - \$75,000	4	6.56%	133.5	2	2	0	0
\$75,001 - \$150,000	9	14.75%	41.8	4	4	1	0
\$150,001 - \$225,000	19	31.15%	20.6	0	18	1	0
\$225,001 - \$275,000	7	11.48%	21.4	2	3	2	0
\$275,001 - \$375,000	7	11.48%	55.9	1	3	3	0
\$375,001 and up	8	13.11%	28.4	2	1	4	1
Total Closed Units	61			18	31	11	1
Total Closed Volume	12,555,468	100%	36.5	2.63M	6.10M	3.42M	410.00K
Average Closed Price	\$205,827			\$145,908	\$196,635	\$311,220	\$410,000



December 2020

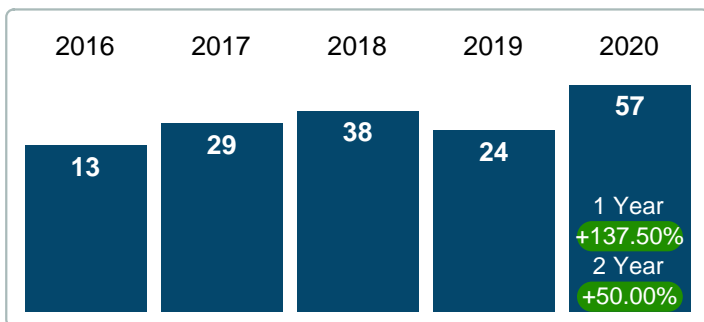
Area Delimited by County Of Bryan



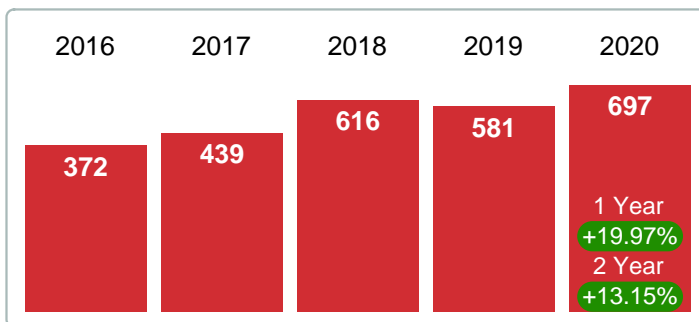
PENDING LISTINGS

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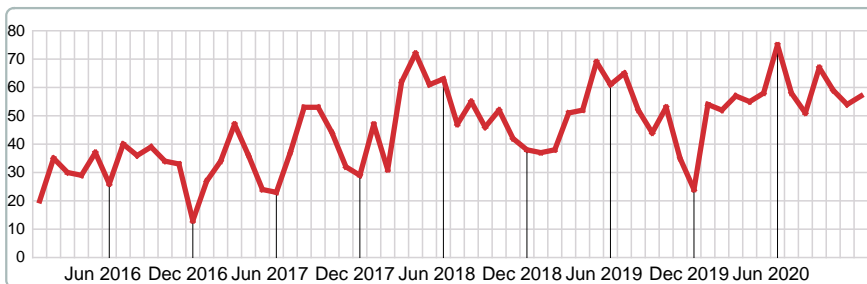
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 32

High Jun 2020 75 Low Dec 2016 13

Pending Listings this month at 57
above the 5 yr DEC average of 32



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	7.02%	32.5	4	0	0	0
\$25,001 - \$50,000	3	5.26%	58.7	3	0	0	0
\$50,001 - \$125,000	14	24.56%	34.6	9	5	0	0
\$125,001 - \$200,000	13	22.81%	39.8	1	11	1	0
\$200,001 - \$275,000	9	15.79%	36.9	0	8	1	0
\$275,001 - \$425,000	8	14.04%	45.8	2	3	3	0
\$425,001 and up	6	10.53%	46.8	2	1	1	2
Total Pending Units	57			21	28	6	2
Total Pending Volume	12,313,718	100%	21.1	3.23M	5.96M	1.90M	1.23M
Average Listing Price	\$195,030			\$153,800	\$212,807	\$316,386	\$613,500

December 2020

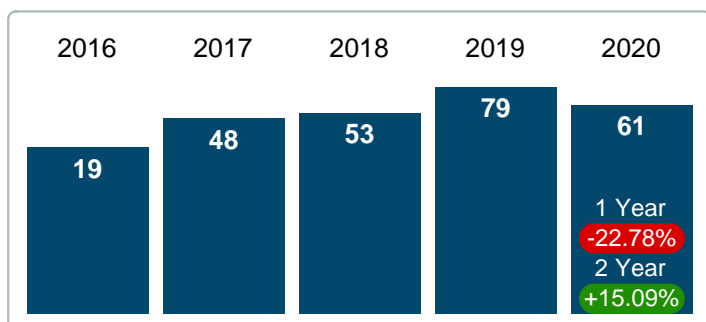
Area Delimited by County Of Bryan



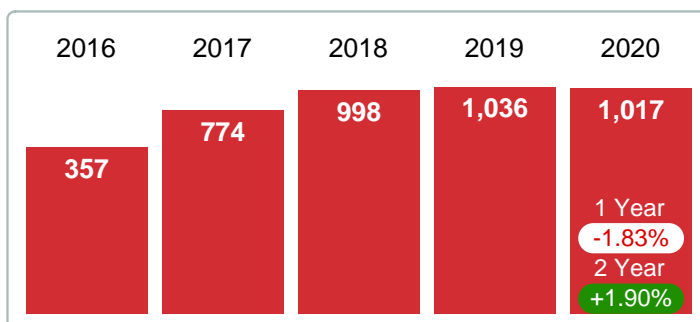
NEW LISTINGS

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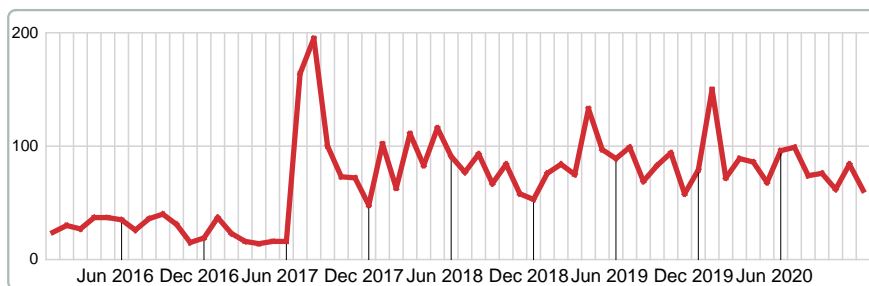
DECEMBER



YEAR TO DATE (YTD)

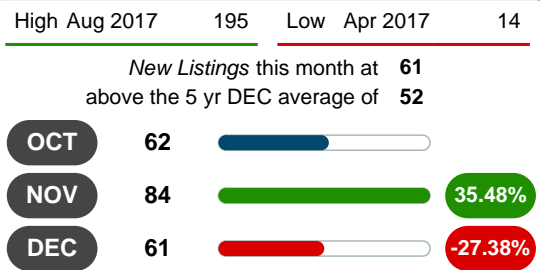


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 52



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	6	9.84%	6	0	0	0
\$25,001 - \$50,000	3	4.92%	3	0	0	0
\$50,001 - \$125,000	13	21.31%	9	4	0	0
\$125,001 - \$225,000	17	27.87%	2	12	3	0
\$225,001 - \$275,000	7	11.48%	0	5	2	0
\$275,001 - \$525,000	9	14.75%	3	2	4	0
\$525,001 and up	6	9.84%	2	4	0	0
Total New Listed Units	61		25	27	9	0
Total New Listed Volume	14,492,418	100%	3.73M	8.30M	2.46M	0.00B
Average New Listed Listing Price	\$203,972		\$149,140	\$307,437	\$273,680	\$0



December 2020

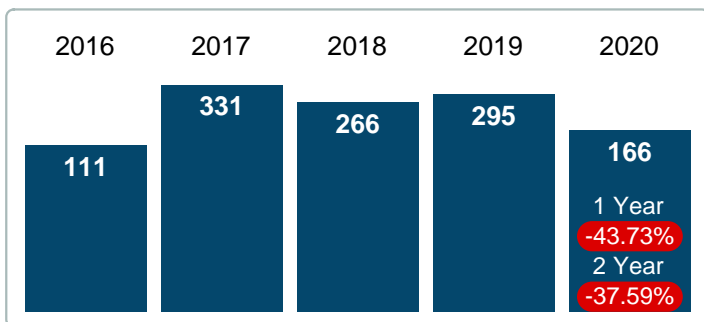
Area Delimited by County Of Bryan



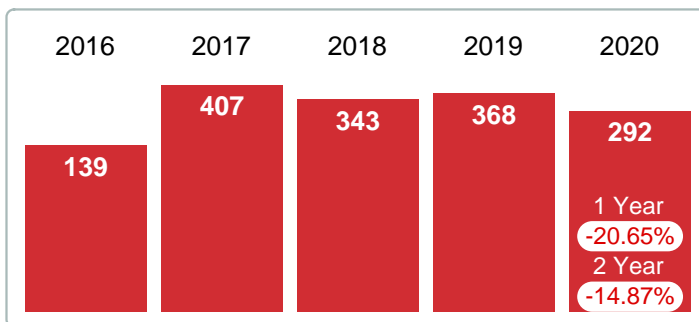
ACTIVE INVENTORY

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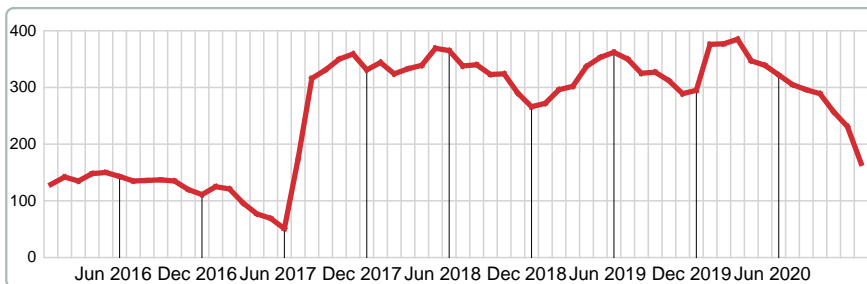
END OF DECEMBER



ACTIVE DURING DECEMBER

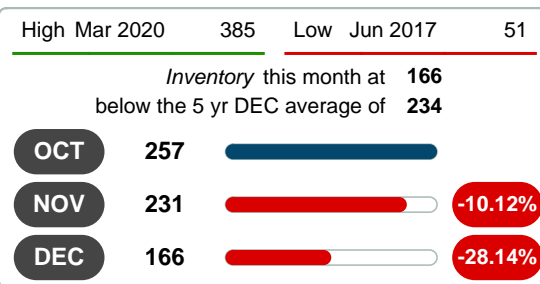


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 234



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	12	7.23%	83.1	12	0	0	0
\$25,001 - \$50,000	23	13.86%	163.1	21	1	1	0
\$50,001 - \$150,000	31	18.67%	77.0	22	7	1	1
\$150,001 - \$275,000	35	21.08%	77.2	9	18	8	0
\$275,001 - \$400,000	26	15.66%	120.0	15	3	8	0
\$400,001 - \$675,000	22	13.25%	117.5	15	2	1	4
\$675,001 and up	17	10.24%	109.5	9	3	3	2
Total Active Inventory by Units	166			103	34	22	7
Total Active Inventory by Volume	56,325,470	100%	104.8	28.93M	9.85M	11.43M	6.12M
Average Active Inventory Listing Price	\$339,310			\$280,868	\$289,615	\$519,555	\$874,143



December 2020

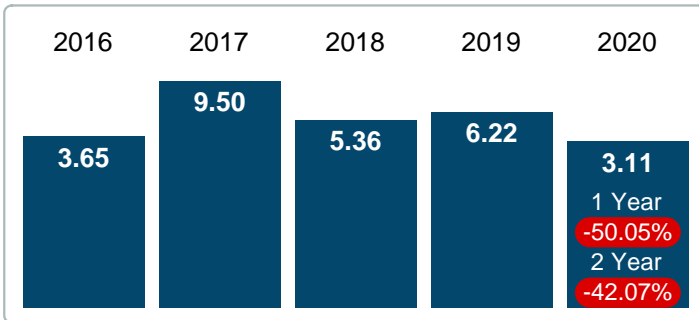
Area Delimited by County Of Bryan



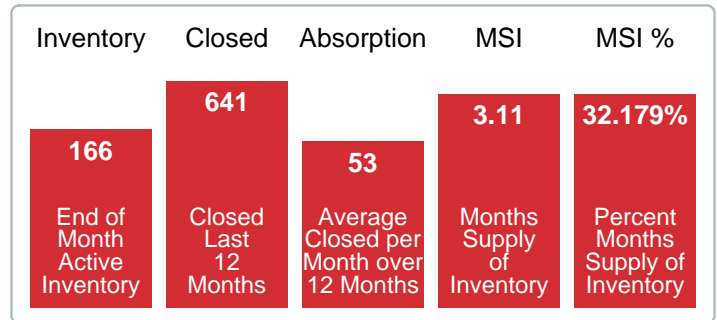
MONTHS SUPPLY of INVENTORY (MSI)

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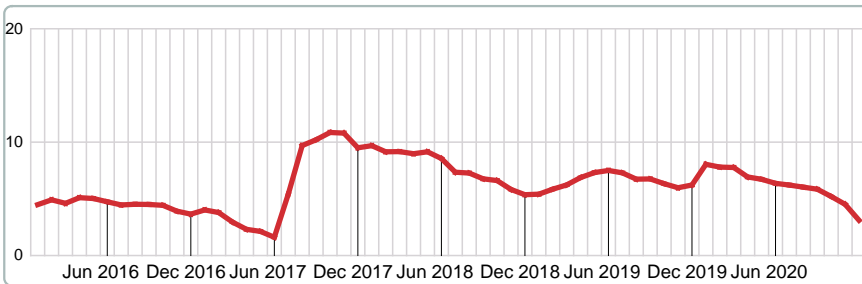
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2020

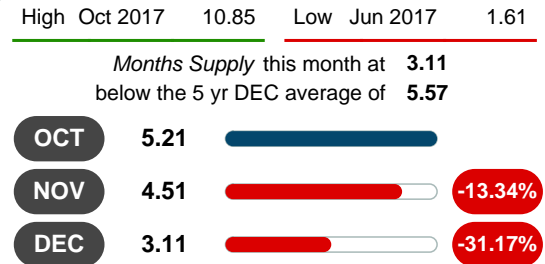


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 5.57



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
\$25,000 and less	12	7.23%	4.00	4.24	0.00	0.00	0.00
\$25,001 - \$50,000	23	13.86%	5.41	6.30	1.20	12.00	0.00
\$50,001 - \$150,000	31	18.67%	1.73	3.14	0.76	0.63	12.00
\$150,001 - \$275,000	35	21.08%	1.69	4.70	1.23	2.13	0.00
\$275,001 - \$400,000	26	15.66%	5.57	22.50	1.71	4.80	0.00
\$400,001 - \$675,000	22	13.25%	9.43	90.00	2.67	1.09	8.00
\$675,001 and up	17	10.24%	34.00	36.00	18.00	36.00	0.00
Market Supply of Inventory (MSI)	3.11	100%	3.11	6.37	1.24	2.72	4.20
Total Active Inventory by Units	166			103	34	22	7



December 2020

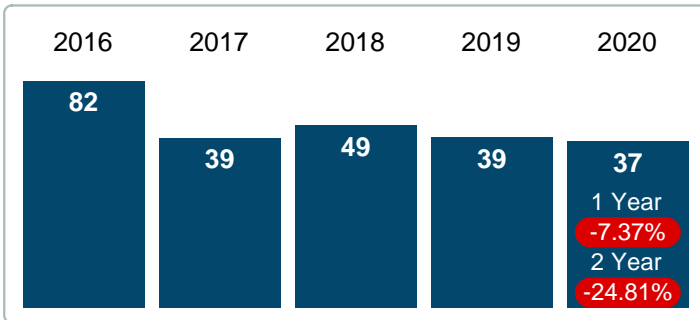
Area Delimited by County Of Bryan



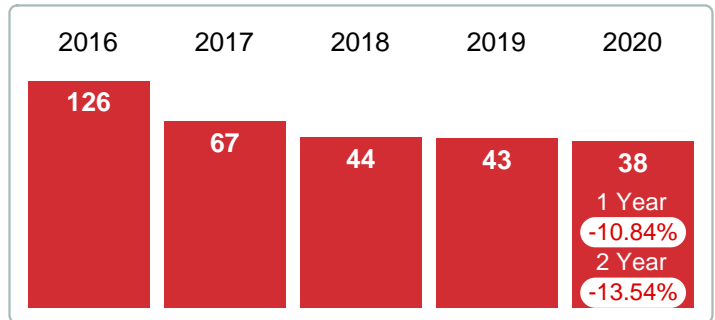
AVERAGE DAYS ON MARKET TO SALE

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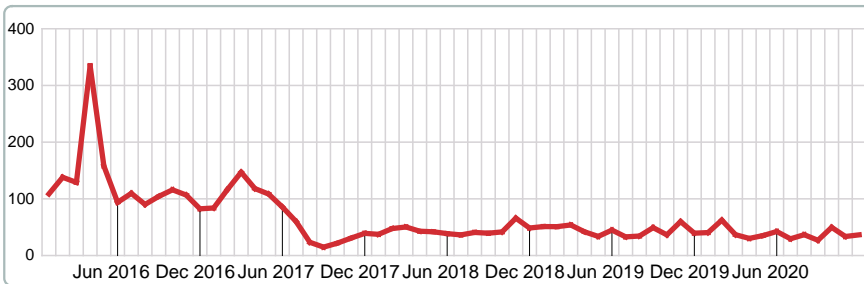
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 49

High Apr 2016 335 Low Sep 2017 15

Average Days on Market to Sale this month at 37 below the 5 yr DEC average of 49



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
\$50,000 and less	11.48%	22	22	0	0	0
\$50,001 - \$75,000	6.56%	134	109	158	0	0
\$75,001 - \$150,000	14.75%	42	39	13	167	0
\$150,001 - \$225,000	31.15%	21	0	22	2	0
\$225,001 - \$275,000	11.48%	21	22	26	14	0
\$275,001 - \$375,000	11.48%	56	1	25	105	0
\$375,001 and up	13.11%	28	9	109	16	35
Average Closed DOM		37	33	33	52	35
Total Closed Units	100%	61	18	31	11	1
Total Closed Volume		12,555,468	2.63M	6.10M	3.42M	410.00K



December 2020

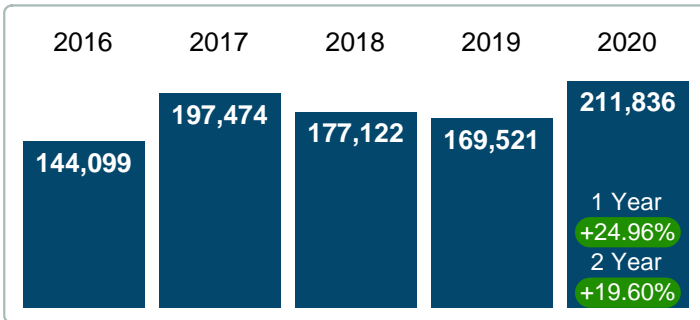
Area Delimited by County Of Bryan



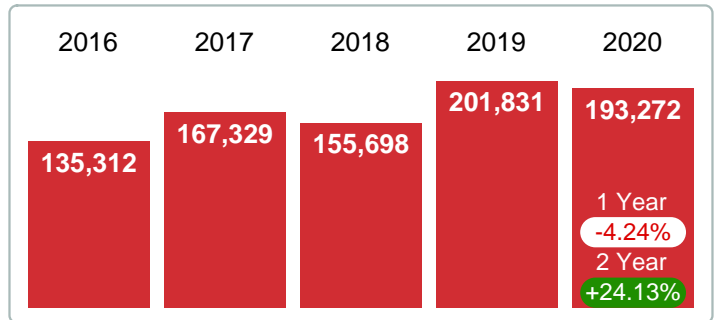
AVERAGE LIST PRICE AT CLOSING

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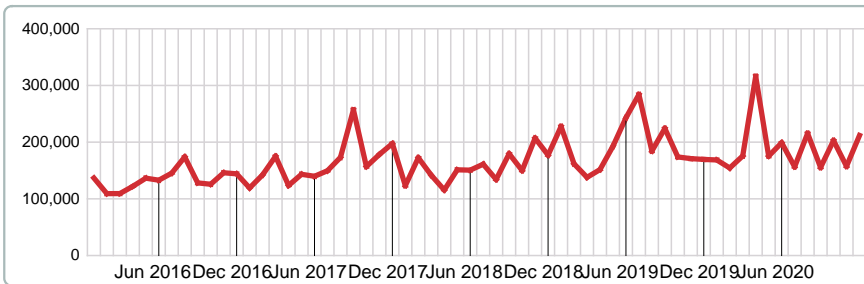
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 180,010

High Apr 2020 316,054 Low Feb 2016 109,179

Average List Price at Closing this month at **211,836**
above the 5 yr DEC average of **180,010**



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
\$50,000 and less	11.48%	39,571	39,571	0	0	0
\$50,001 - \$75,000	6.56%	65,875	65,500	66,250	0	0
\$75,001 - \$150,000	14.75%	116,650	109,063	132,175	84,900	0
\$150,001 - \$225,000	27.87%	185,291	0	195,558	153,900	0
\$225,001 - \$275,000	11.48%	241,457	280,000	234,933	240,450	0
\$275,001 - \$375,000	18.03%	331,845	295,000	337,667	341,300	0
\$375,001 and up	9.84%	473,536	547,000	415,000	415,305	409,900
Average List Price		211,836	155,181	203,679	309,529	409,900
Total Closed Units	100%	211,836	18	31	11	1
Total Closed Volume		12,922,018	2.79M	6.31M	3.40M	409.90K



December 2020

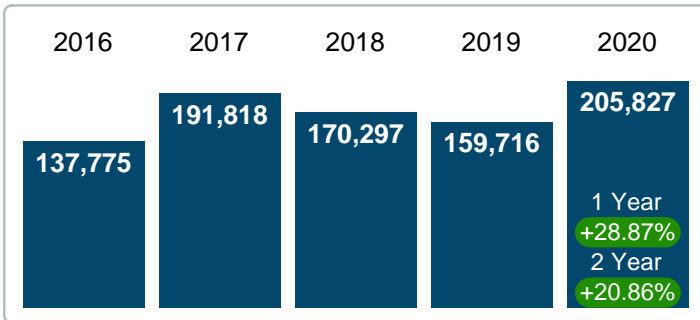
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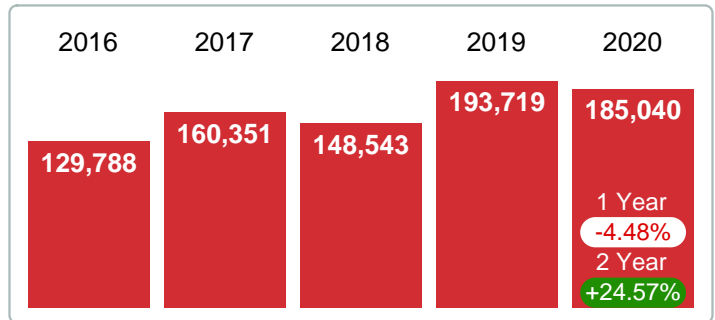
AVERAGE SOLD PRICE AT CLOSING

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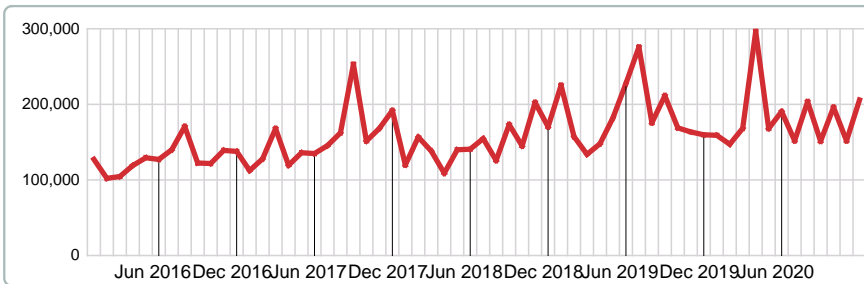
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

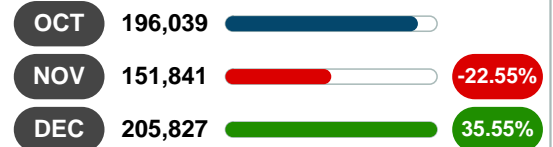


3 MONTHS

5 year DEC AVG = 173,086

High Apr 2020 296,407 Low Feb 2016 102,085

Average Sold Price at Closing this month at **205,827**
above the 5 yr DEC average of **173,086**



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
\$50,000 and less	11.48%	37,929	37,929	0	0	0
\$50,001 - \$75,000	6.56%	57,125	59,750	54,500	0	0
\$75,001 - \$150,000	14.75%	111,611	102,125	128,750	81,000	0
\$150,001 - \$225,000	31.15%	186,979	0	188,867	153,000	0
\$225,001 - \$275,000	11.48%	245,400	267,800	231,033	244,550	0
\$275,001 - \$375,000	11.48%	318,893	293,250	321,333	325,000	0
\$375,001 and up	13.11%	444,290	502,000	415,000	431,330	410,000
Average Sold Price		205,827	145,908	196,635	311,220	410,000
Total Closed Units	100%	205,827	18	31	11	1
Total Closed Volume		12,555,468	2.63M	6.10M	3.42M	410.00K

December 2020

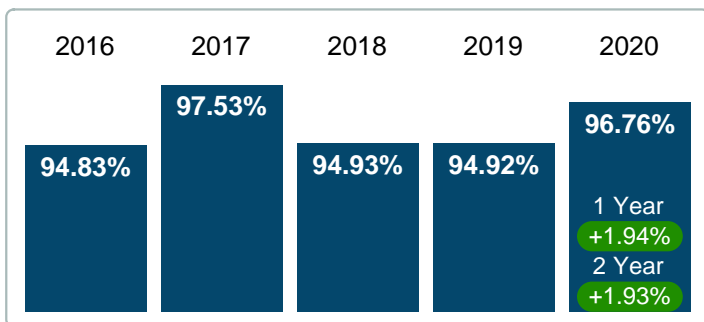
Area Delimited by County Of Bryan



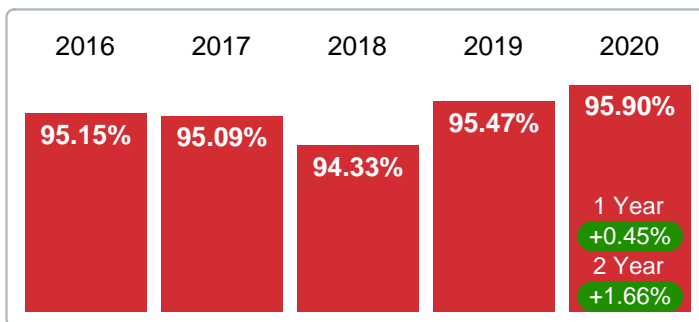
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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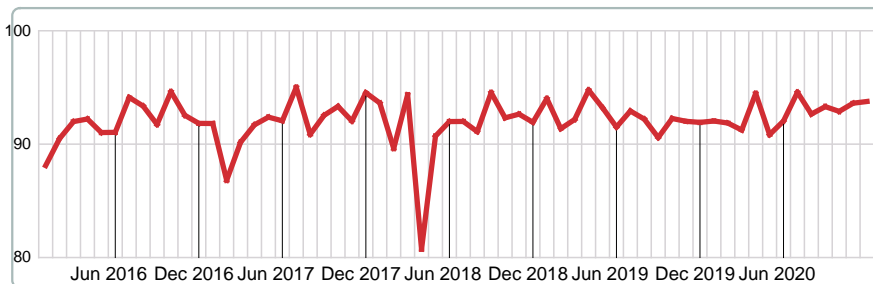
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

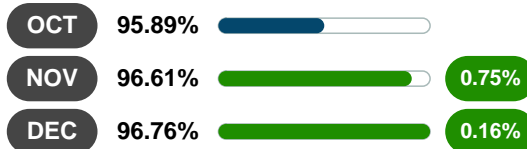


3 MONTHS

5 year DEC AVG = 95.80%

High Jul 2017 98.01% Low Apr 2018 83.74%

Average Sold/List Ratio this month at **96.76%** above the 5 yr DEC average of **95.80%**



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
\$50,000 and less	7	11.48%	96.25%	96.25%	0.00%	0.00%	0.00%
\$50,001 - \$75,000	4	6.56%	87.03%	91.78%	82.28%	0.00%	0.00%
\$75,001 - \$150,000	9	14.75%	95.52%	93.41%	97.66%	95.41%	0.00%
\$150,001 - \$225,000	19	31.15%	97.52%	0.00%	97.42%	99.42%	0.00%
\$225,001 - \$275,000	7	11.48%	98.57%	95.81%	98.39%	101.61%	0.00%
\$275,001 - \$375,000	7	11.48%	95.93%	99.41%	95.45%	95.26%	0.00%
\$375,001 and up	8	13.11%	100.80%	94.46%	100.00%	104.37%	100.02%
Average Sold/List Ratio		96.80%		95.05%	96.46%	100.12%	100.02%
Total Closed Units		61	100%	18	31	11	1
Total Closed Volume		12,555,468		2.63M	6.10M	3.42M	410.00K

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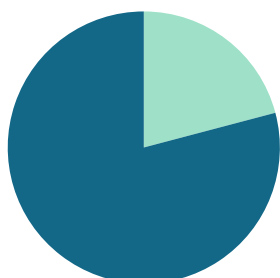
Area Delimited by County Of Bryan



MARKET SUMMARY

Report produced on Jan 11, 2021 for MLS Technology Inc.

INVENTORY

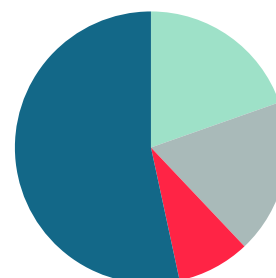


Inventory
 New Listings
61 = 20.89%
 Start Inventory
231
 Total Inventory Units
292
 Volume
\$85,315,838

Market Activity

Closed Sales
61 = 19.61%
 Pending Sales
57 = 18.33%
 Other Off Market
27 = 8.68%
 Active Inventory
166 = 53.38%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	34	61	79.41%	569	641	12.65%
Pending Sales	24	57	137.50%	581	697	19.97%
New Listings	79	61	-22.78%	1,036	1,017	-1.83%
Average List Price	169,521	211,836	24.96%	201,831	193,272	-4.24%
Average Sale Price	159,716	205,827	28.87%	193,719	185,040	-4.48%
Average Percent of Selling Price to List Price	94.92%	96.76%	1.94%	95.47%	95.90%	0.45%
Average Days on Market to Sale	39.41	36.51	-7.37%	42.58	37.96	-10.84%
Monthly Inventory	295	166	-43.73%	295	166	-43.73%
Months Supply of Inventory	6.22	3.11	-50.05%	6.22	3.11	-50.05%

Absorption: Last 12 months, an Average of **53** Sales/Month

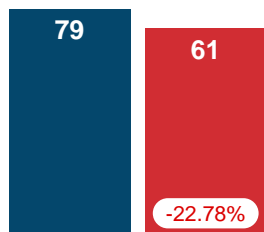
Inventory on December 31, 2020 = **166**

2019 **2020**

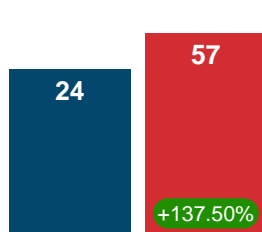
DECEMBER MARKET

AVERAGE PRICES

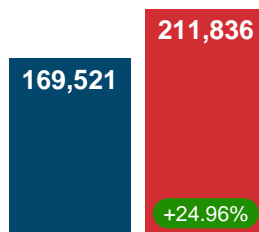
New Listings



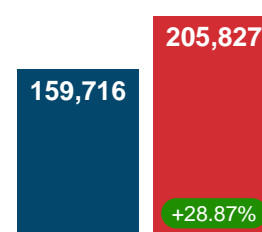
Pending Listings



List Price



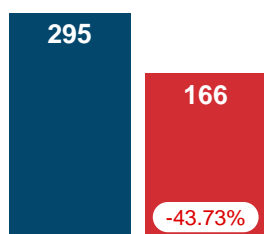
Sale Price



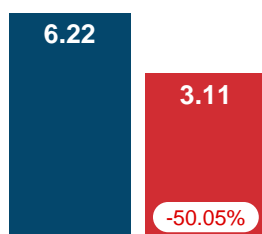
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

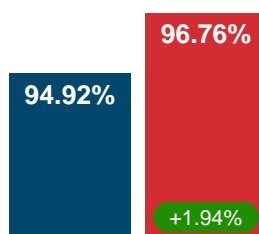
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

