



December 2020

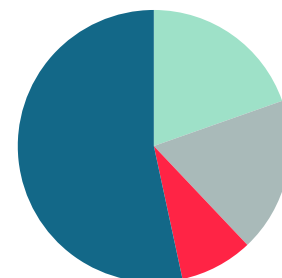
Area Delimited by County Of Bryan



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%
Median List Price	156,500	184,000	17.57%
Median Sale Price	152,750	185,000	21.11%
Median Percent of Selling Price to List Price	97.83%	99.31%	1.51%
Median Days on Market to Sale	23.00	16.00	-30.43%
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.

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 **21.11%** in December 2020 to \$185,000 versus the previous year at \$152,750.

Median Days on Market Shortens

The median number of **16.00** days that homes spent on the market before selling decreased by 7.00 days or **30.43%** in December 2020 compared to last year's same month at **23.00** DOM.

Sales Success for December 2020 is Positive

Overall, with Median 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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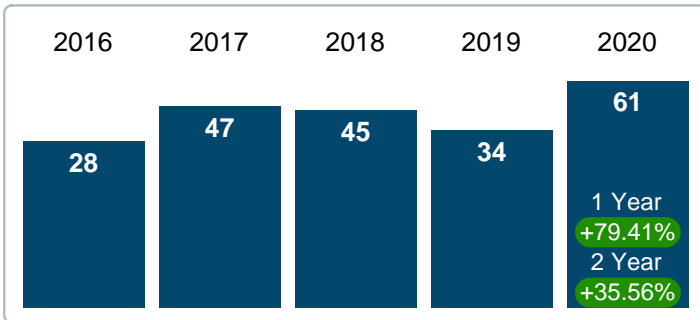
Area Delimited by County Of Bryan



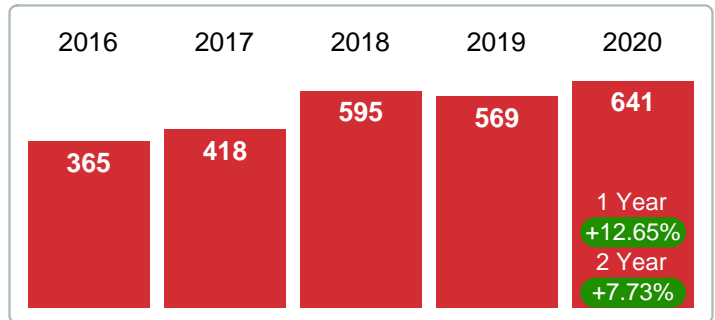
CLOSED LISTINGS

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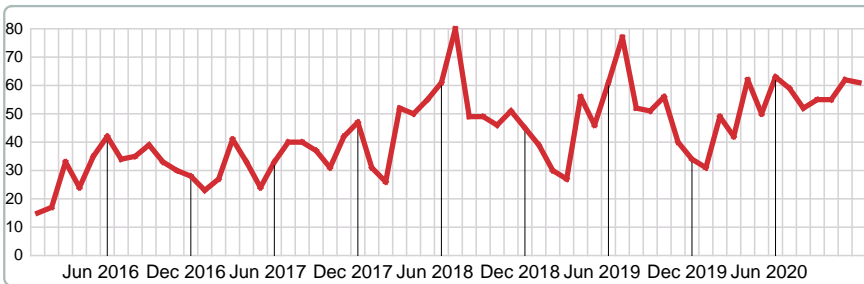
DECEMBER



YEAR TO DATE (YTD)

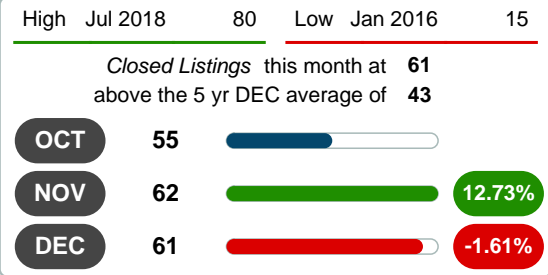


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 43



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	11.48%	20.0	7	0	0	0
\$50,001 - \$75,000	4	6.56%	133.0	2	2	0	0
\$75,001 - \$150,000	9	14.75%	21.0	4	4	1	0
\$150,001 - \$225,000	19	31.15%	3.0	0	18	1	0
\$225,001 - \$275,000	7	11.48%	6.0	2	3	2	0
\$275,001 - \$375,000	7	11.48%	54.0	1	3	3	0
\$375,001 and up	8	13.11%	9.0	2	1	4	1
Total Closed Units	61			18	31	11	1
Total Closed Volume	12,555,468	100%	16.0	2.63M	6.10M	3.42M	410.00K
Median Closed Price	\$185,000			\$71,000	\$185,000	\$315,000	\$410,000



December 2020

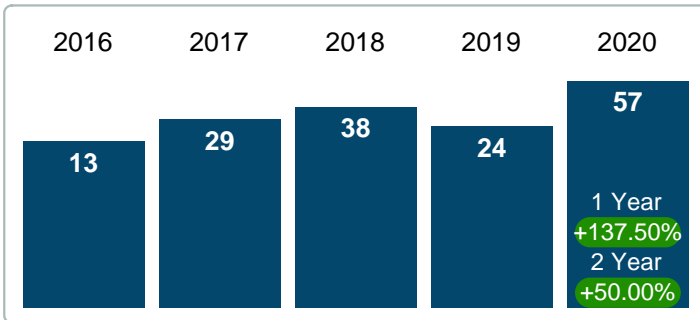
Area Delimited by County Of Bryan



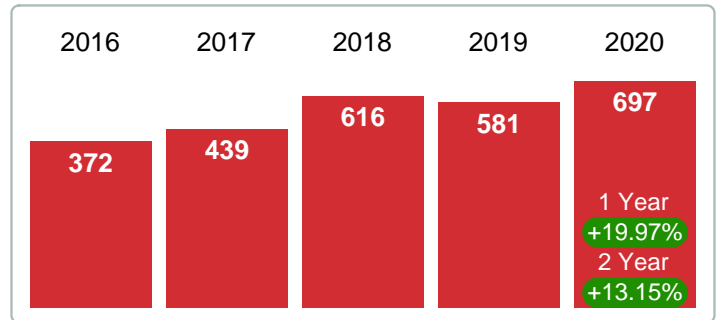
PENDING LISTINGS

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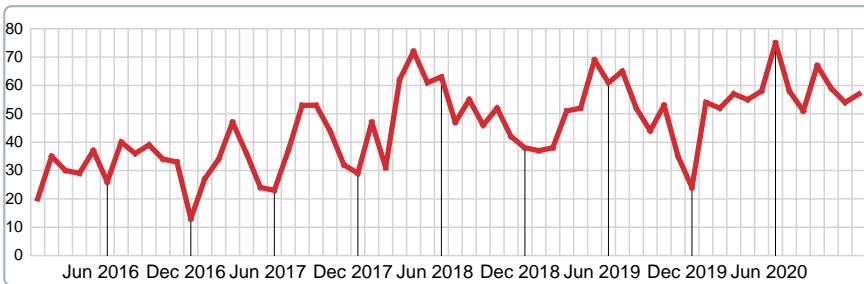
DECEMBER



YEAR TO DATE (YTD)

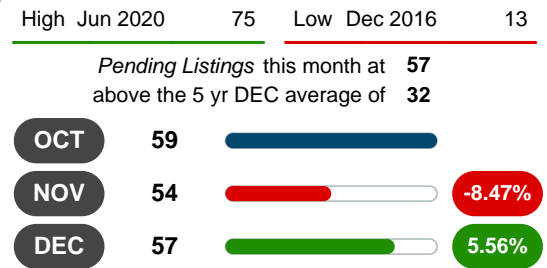


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 32



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	7.02%	1.5	4	0	0	0
\$25,001 - \$50,000	3	5.26%	35.0	3	0	0	0
\$50,001 - \$125,000	14	24.56%	17.0	9	5	0	0
\$125,001 - \$200,000	13	22.81%	22.0	1	11	1	0
\$200,001 - \$275,000	9	15.79%	13.0	0	8	1	0
\$275,001 - \$425,000	8	14.04%	36.5	2	3	3	0
\$425,001 and up	6	10.53%	46.5	2	1	1	2
Total Pending Units	57			21	28	6	2
Total Pending Volume	12,313,718	100%	22.0	3.23M	5.96M	1.90M	1.23M
Median Listing Price	\$180,000			\$72,000	\$187,250	\$312,000	\$613,500



December 2020

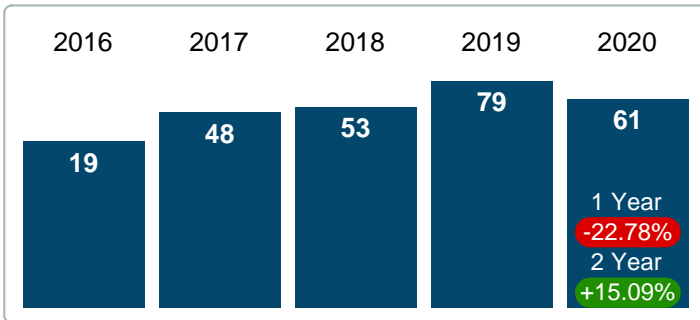
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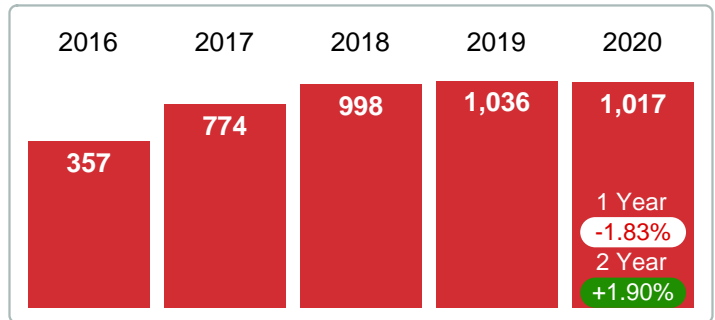
NEW LISTINGS

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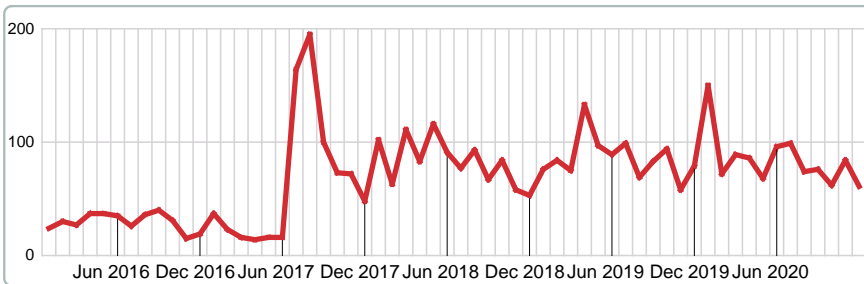
DECEMBER



YEAR TO DATE (YTD)

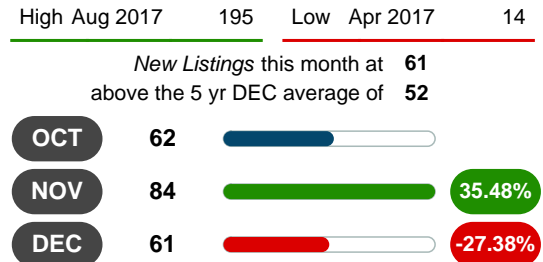


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$179,500		\$79,000	\$191,000	\$250,000	\$0



December 2020

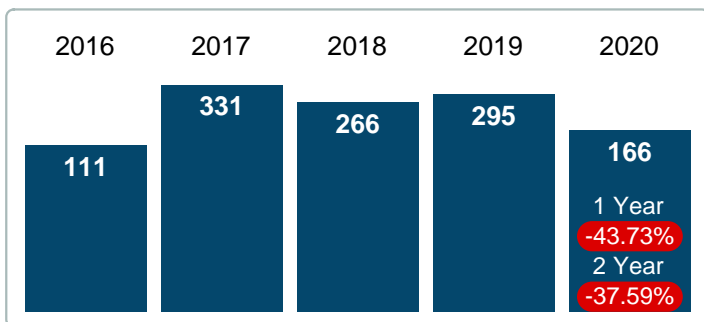
Area Delimited by County Of Bryan



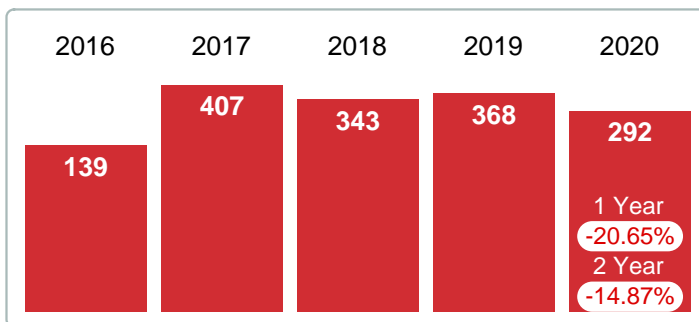
ACTIVE INVENTORY

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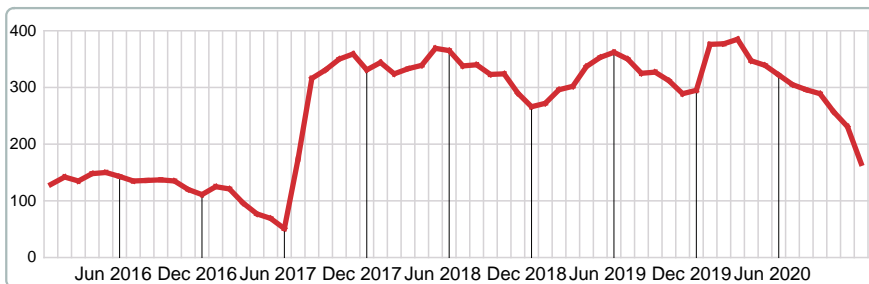
END OF DECEMBER



ACTIVE DURING DECEMBER

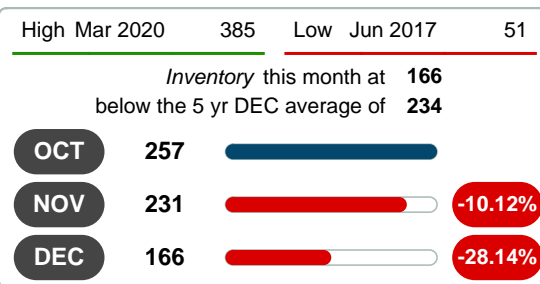


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 234



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	12	7.23%	54.0	12	0	0	0
\$25,001 - \$50,000	23	13.86%	57.0	21	1	1	0
\$50,001 - \$150,000	31	18.67%	70.0	22	7	1	1
\$150,001 - \$275,000	35	21.08%	58.0	9	18	8	0
\$275,001 - \$400,000	26	15.66%	107.0	15	3	8	0
\$400,001 - \$675,000	22	13.25%	108.0	15	2	1	4
\$675,001 and up	17	10.24%	86.0	9	3	3	2
Total Active Inventory by Units	166			103	34	22	7
Total Active Inventory by Volume	56,325,470	100%	82.5	28.93M	9.85M	11.43M	6.12M
Median Active Inventory Listing Price	\$209,950			\$150,000	\$212,450	\$295,000	\$640,000



December 2020

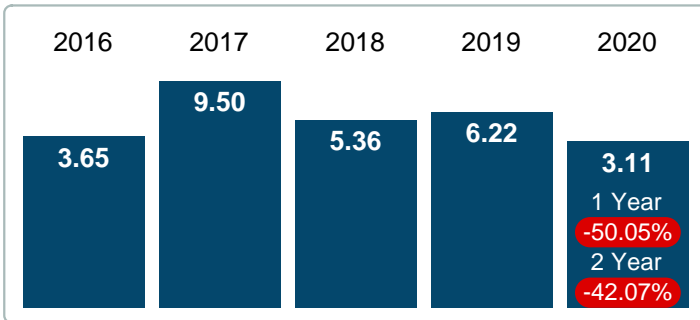
Area Delimited by County Of Bryan



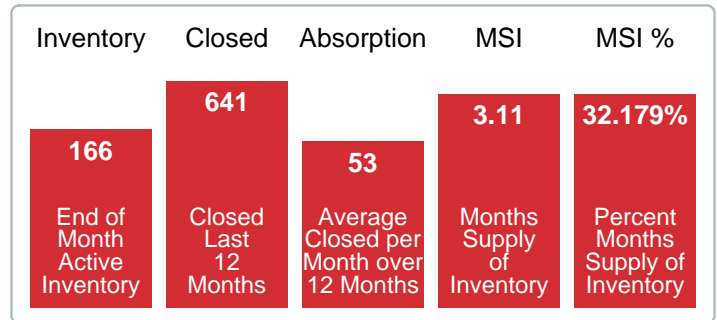
MONTHS SUPPLY of INVENTORY (MSI)

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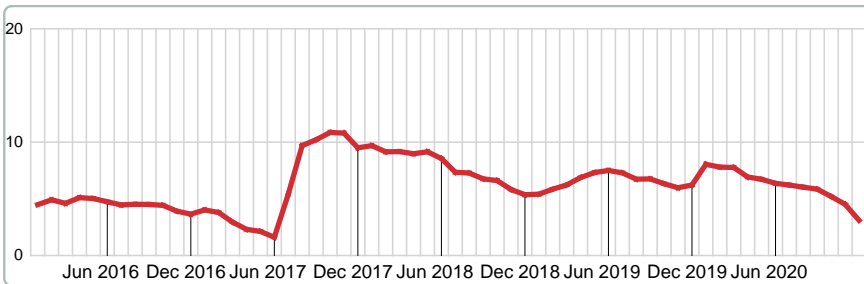
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2020



5 YEAR MARKET ACTIVITY TRENDS

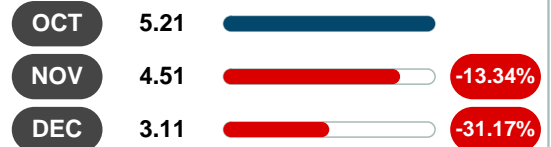


3 MONTHS

5 year DEC AVG = 5.57

High Oct 2017 10.85 Low Jun 2017 1.61

Months Supply this month at 3.11
below the 5 yr DEC average of 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	7.23%	4.00	4.24	0.00	0.00	0.00
\$25,001 - \$50,000	13.86%	5.41	6.30	1.20	12.00	0.00
\$50,001 - \$150,000	18.67%	1.73	3.14	0.76	0.63	12.00
\$150,001 - \$275,000	21.08%	1.69	4.70	1.23	2.13	0.00
\$275,001 - \$400,000	15.66%	5.57	22.50	1.71	4.80	0.00
\$400,001 - \$675,000	13.25%	9.43	90.00	2.67	1.09	8.00
\$675,001 and up	10.24%	34.00	36.00	18.00	36.00	0.00
Market Supply of Inventory (MSI)	100%	3.11	6.37	1.24	2.72	4.20
Total Active Inventory by Units		166	103	34	22	7



December 2020

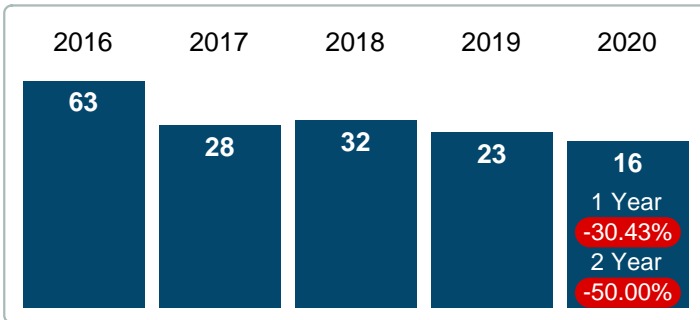
Area Delimited by County Of Bryan



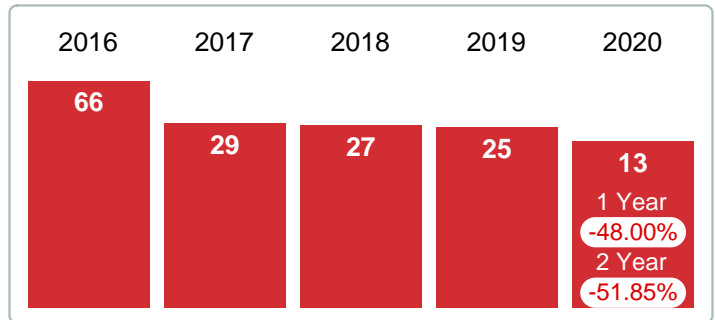
MEDIAN DAYS ON MARKET TO SALE

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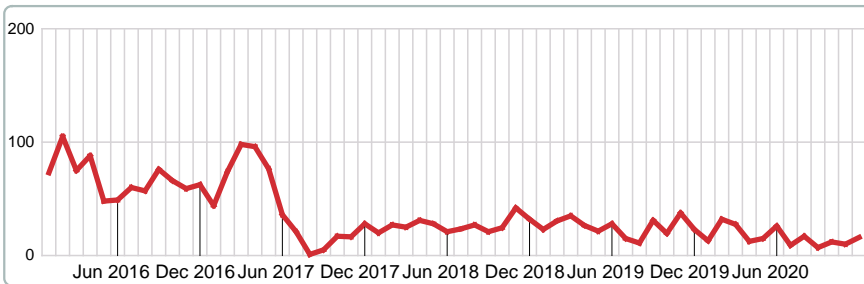
DECEMBER



YEAR TO DATE (YTD)

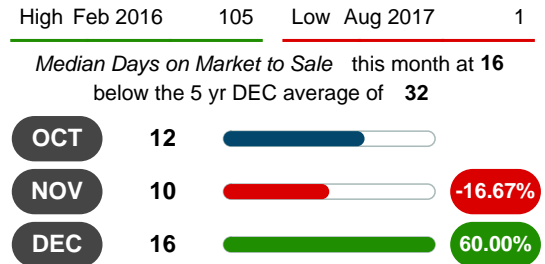


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 32



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
\$50,000 and less	11.48%	20	20	0	0	0
\$50,001 - \$75,000	6.56%	133	109	158	0	0
\$75,001 - \$150,000	14.75%	21	42	9	167	0
\$150,001 - \$225,000	31.15%	3	0	5	2	0
\$225,001 - \$275,000	11.48%	6	22	3	14	0
\$275,001 - \$375,000	11.48%	54	1	21	71	0
\$375,001 and up	13.11%	9	9	109	5	35
Median Closed DOM		16	21	9	25	35
Total Closed Units	100%	16.0	18	31	11	1
Total Closed Volume		12,555,468	2.63M	6.10M	3.42M	410.00K



December 2020

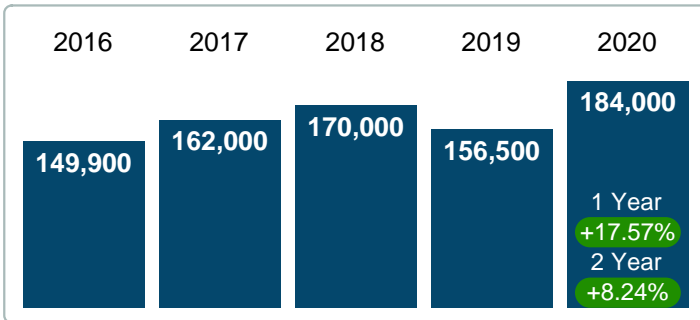
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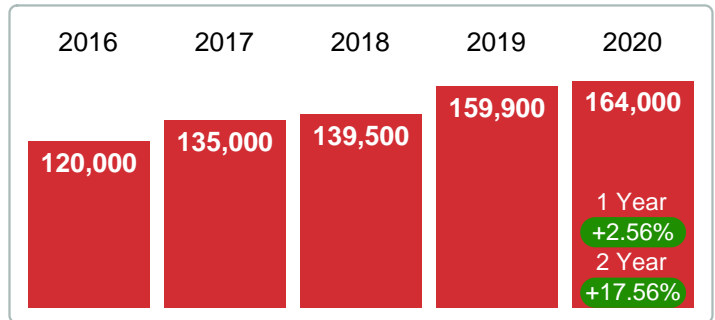
MEDIAN LIST PRICE AT CLOSING

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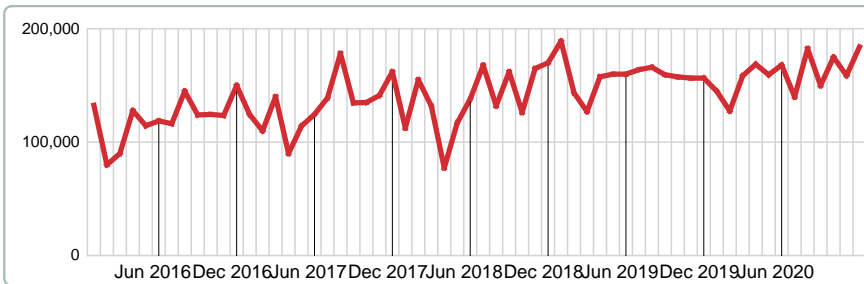
DECEMBER



YEAR TO DATE (YTD)

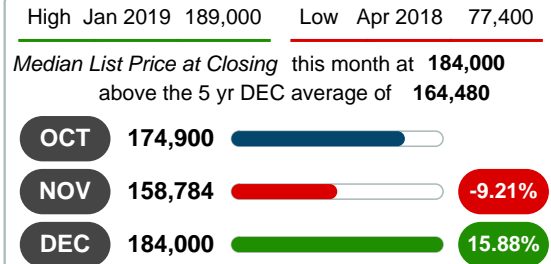


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 164,480



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
\$50,000 and less	11.48%	45,000	45,000	0	0	0
\$50,001 - \$75,000	6.56%	66,250	65,500	66,250	0	0
\$75,001 - \$150,000	14.75%	121,500	105,625	134,900	84,900	0
\$150,001 - \$225,000	27.87%	175,000	0	178,750	153,900	0
\$225,001 - \$275,000	11.48%	235,000	269,500	233,950	240,450	0
\$275,001 - \$375,000	18.03%	335,000	295,000	322,000	352,000	0
\$375,001 and up	9.84%	425,000	725,000	415,000	435,000	409,900
Median List Price		184,000	78,500	184,000	335,000	409,900
Total Closed Units	100%	184,000	18	31	11	1
Total Closed Volume		12,922,018	2.79M	6.31M	3.40M	409.90K



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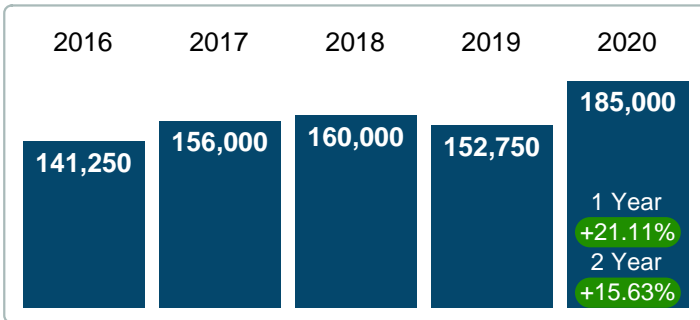
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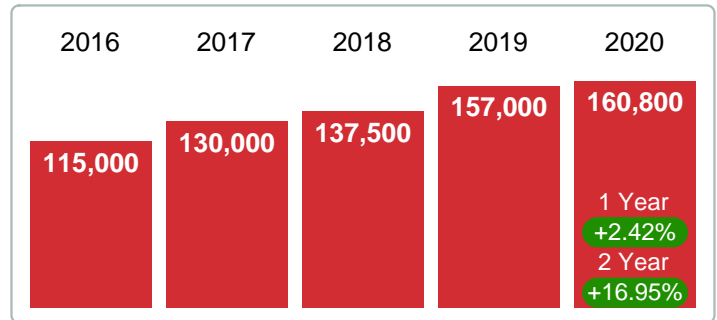
MEDIAN SOLD PRICE AT CLOSING

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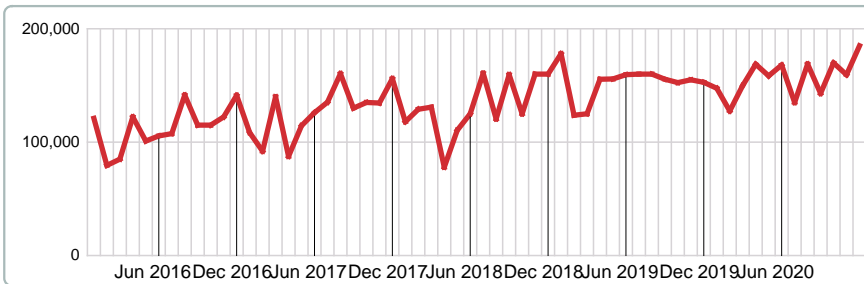
DECEMBER



YEAR TO DATE (YTD)

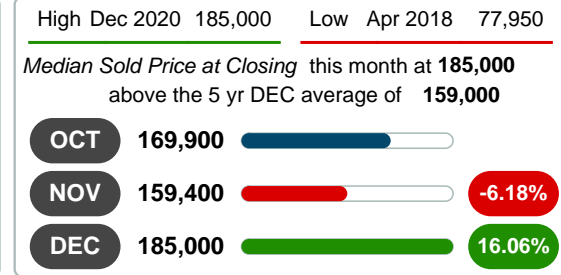


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 159,000



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
\$50,000 and less	7	11.48%	38,000	38,000	0	0	0
\$50,001 - \$75,000	4	6.56%	56,250	59,750	54,500	0	0
\$75,001 - \$150,000	9	14.75%	118,500	99,250	133,000	81,000	0
\$150,001 - \$225,000	19	31.15%	182,500	0	183,750	153,000	0
\$225,001 - \$275,000	7	11.48%	232,900	267,800	232,200	244,550	0
\$275,001 - \$375,000	7	11.48%	315,000	293,250	320,000	315,000	0
\$375,001 and up	8	13.11%	424,000	502,000	415,000	436,500	410,000
Median Sold Price			185,000	71,000	185,000	315,000	410,000
Total Closed Units		100%	185,000	18	31	11	1
Total Closed Volume			12,555,468	2.63M	6.10M	3.42M	410.00K

December 2020

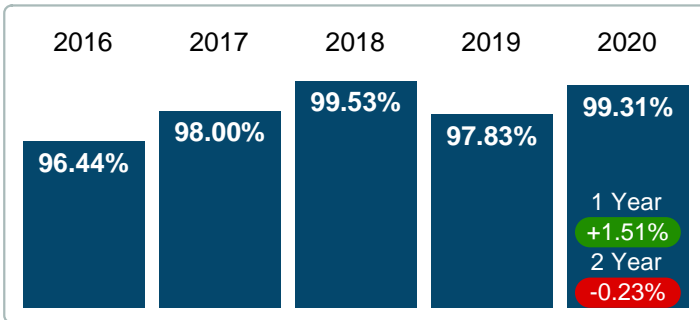
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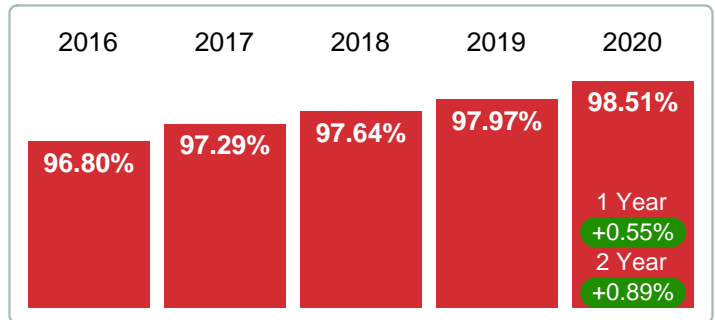
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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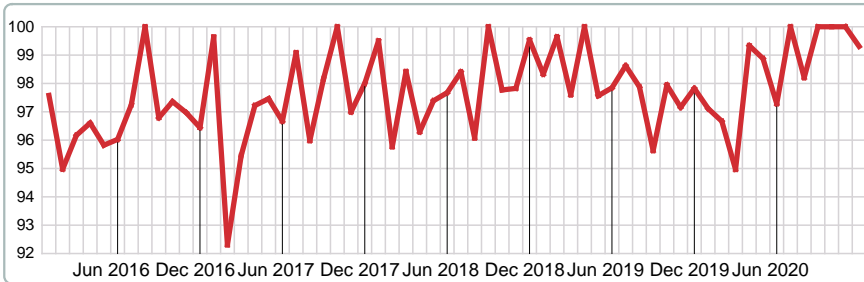
DECEMBER



YEAR TO DATE (YTD)

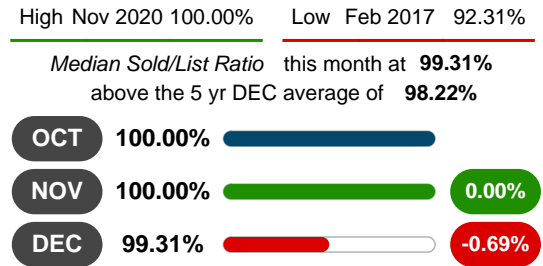


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 98.22%



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
\$50,000 and less	7	11.48%	100.00%	100.00%	0.00%	0.00%	0.00%
\$50,001 - \$75,000	4	6.56%	85.04%	91.78%	82.28%	0.00%	0.00%
\$75,001 - \$150,000	9	14.75%	95.41%	93.49%	98.62%	95.41%	0.00%
\$150,001 - \$225,000	19	31.15%	100.00%	0.00%	100.00%	99.42%	0.00%
\$225,001 - \$275,000	7	11.48%	99.56%	95.81%	99.56%	101.61%	0.00%
\$275,001 - \$375,000	7	11.48%	96.21%	99.41%	96.21%	94.85%	0.00%
\$375,001 and up	8	13.11%	100.00%	94.46%	100.00%	99.77%	100.02%
Median Sold/List Ratio		99.31%		96.51%	99.56%	99.22%	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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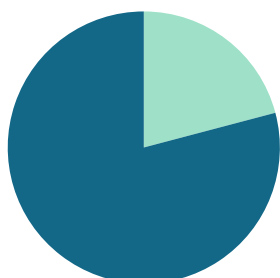
Area Delimited by County Of Bryan



MARKET SUMMARY

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

INVENTORY

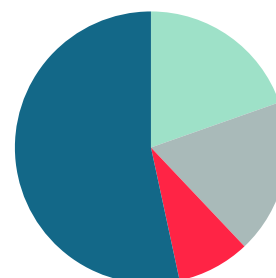


Inventory
 New Listings
61 = 20.89%
 Start Inventory
231
 Total Inventory Units
292
 Volume
\$85,315,838

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%
Median List Price	156,500	184,000	17.57%	159,900	164,000	2.56%
Median Sale Price	152,750	185,000	21.11%	157,000	160,800	2.42%
Median Percent of Selling Price to List Price	97.83%	99.31%	1.51%	97.97%	98.51%	0.55%
Median Days on Market to Sale	23.00	16.00	-30.43%	25.00	13.00	-48.00%
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

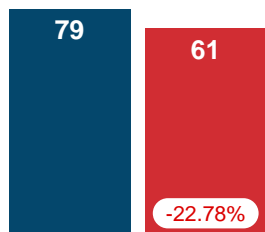
Inventory on December 31, 2020 = **166**

2019 **2020**

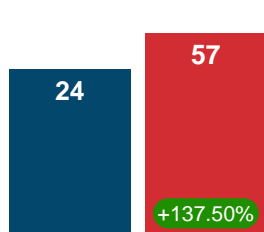
DECEMBER MARKET

MEDIAN PRICES

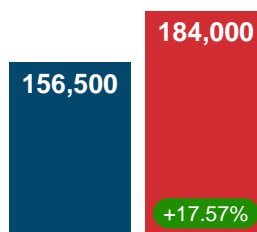
New Listings



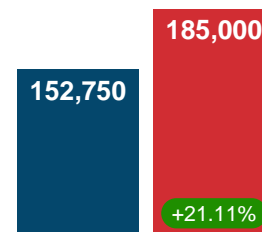
Pending Listings



List Price



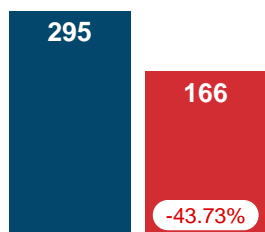
Sale Price



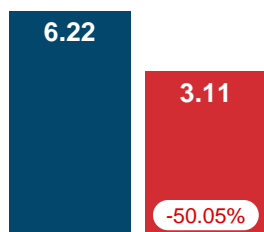
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

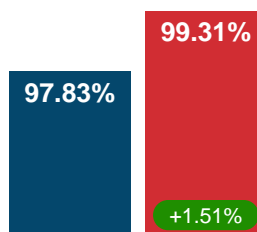
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

