

April 2021

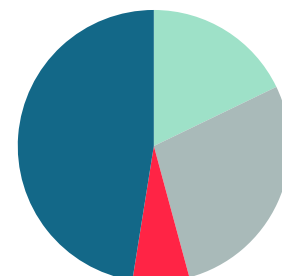
Area Delimited by County Of Bryan



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	April 2021	+/-%
Closed Listings	62	53	-14.52%
Pending Listings	55	83	50.91%
New Listings	86	96	11.63%
Average List Price	316,054	245,833	-22.22%
Average Sale Price	296,407	235,544	-20.53%
Average Percent of Selling Price to List Price	97.47%	97.46%	0.00%
Average Days on Market to Sale	30.19	31.11	3.05%
End of Month Inventory	347	141	-59.37%
Months Supply of Inventory	6.89	2.58	-62.64%



■ Closed (17.85%)
■ Pending (27.95%)
■ Other OffMarket (6.73%)
■ Active (47.47%)

Absorption: Last 12 months, an Average of **55** Sales/Month
Active Inventory as of April 30, 2021 = **141**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2021 decreased **59.37%** to 141 existing homes available for sale. Over the last 12 months this area has had an average of 55 closed sales per month. This represents an unsold inventory index of **2.58** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **20.53%** in April 2021 to \$235,544 versus the previous year at \$296,407.

Average Days on Market Lengthens

The average number of **31.11** days that homes spent on the market before selling increased by 0.92 days or **3.05%** in April 2021 compared to last year's same month at **30.19** DOM.

Sales Success for April 2021 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 96 New Listings in April 2021, up **11.63%** from last year at 86. Furthermore, there were 53 Closed Listings this month versus last year at 62, a **-14.52%** decrease.

Closed versus Listed trends yielded a **55.2%** ratio, down from previous year's, April 2020, at **72.1%**, a **23.42%** downswing. 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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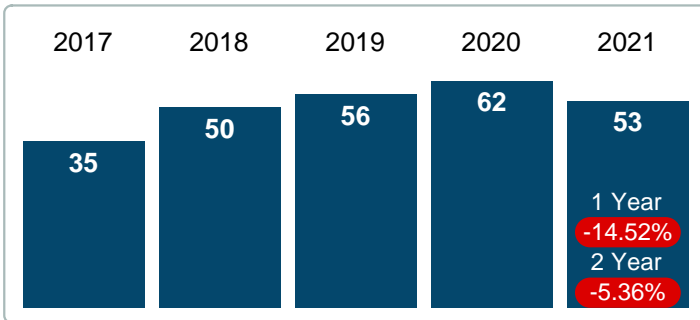
Area Delimited by County Of Bryan



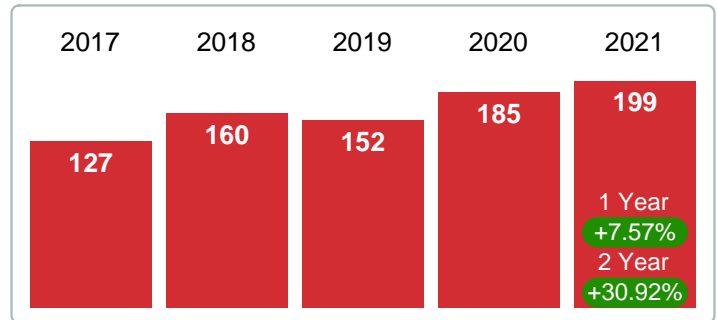
CLOSED LISTINGS

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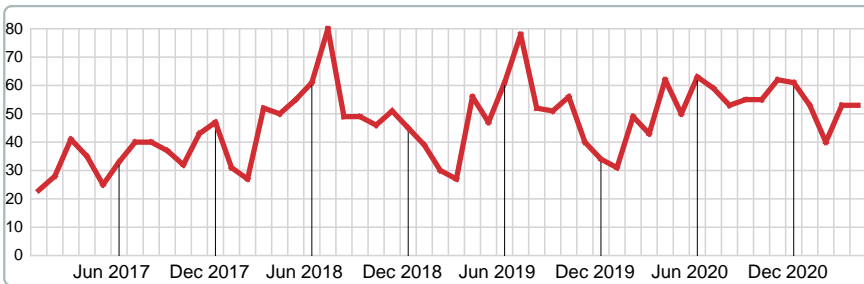
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

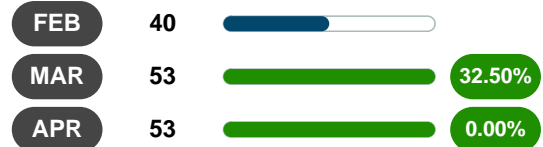


3 MONTHS

5 year APR AVG = 51

High Jul 2018 80 Low Jan 2017 23

Closed Listings this month at 53
above the 5 yr APR average of 51



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	5	9.43%	59.8	4	1	0	0
\$50,001 - \$125,000	5	9.43%	30.6	3	2	0	0
\$125,001 - \$150,000	4	7.55%	12.0	1	3	0	0
\$150,001 - \$225,000	17	32.08%	7.9	1	12	4	0
\$225,001 - \$275,000	9	16.98%	18.4	1	5	3	0
\$275,001 - \$425,000	7	13.21%	26.4	3	2	2	0
\$425,001 and up	6	11.32%	110.5	2	1	0	3
Total Closed Units	53			15	26	9	3
Total Closed Volume	12,483,838	100%	31.1	3.00M	5.26M	2.05M	2.17M
Average Closed Price	\$235,544			\$200,020	\$202,475	\$227,689	\$723,333

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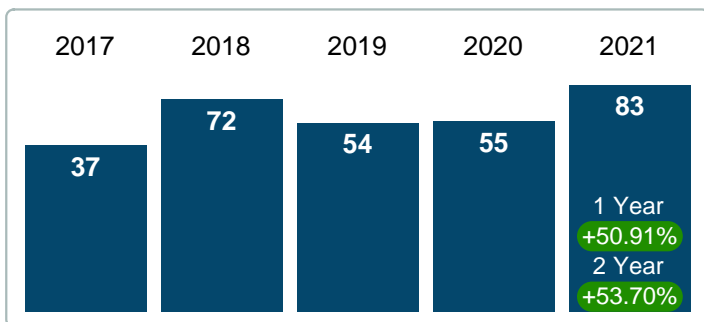
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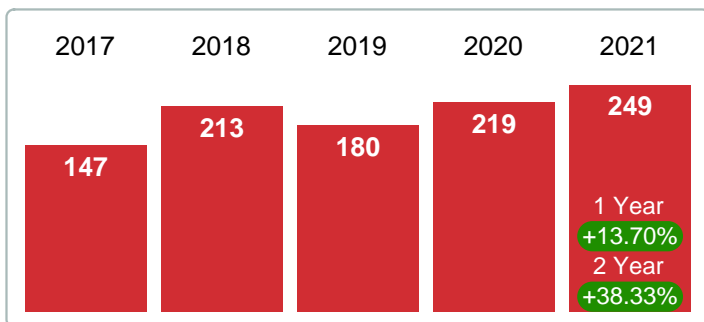
PENDING LISTINGS

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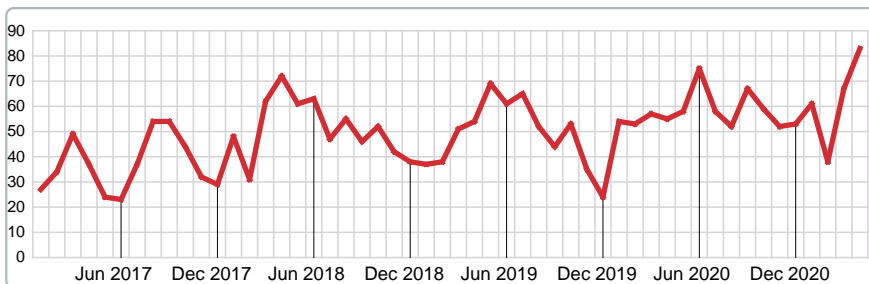
APRIL



YEAR TO DATE (YTD)

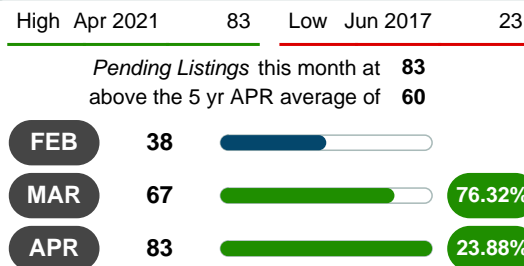


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 60



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	8	9.64%	24.0	8	0	0	0
\$75,001 - \$125,000	8	9.64%	47.1	4	3	1	0
\$125,001 - \$175,000	15	18.07%	17.3	3	9	2	1
\$175,001 - \$225,000	18	21.69%	9.3	1	14	3	0
\$225,001 - \$275,000	11	13.25%	6.7	0	9	2	0
\$275,001 - \$325,000	11	13.25%	16.7	2	6	3	0
\$325,001 and up	12	14.46%	61.0	4	3	3	2
Total Pending Units	83			22	44	14	3
Total Pending Volume	18,237,713	100%	3.8	3.82M	9.68M	3.54M	1.20M
Average Listing Price	\$199,887			\$173,600	\$220,050	\$252,680	\$399,600

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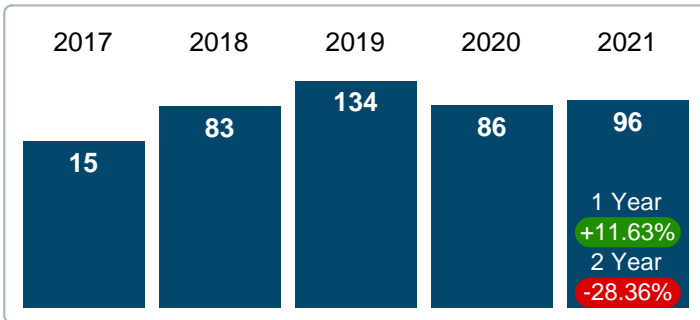
Area Delimited by County Of Bryan



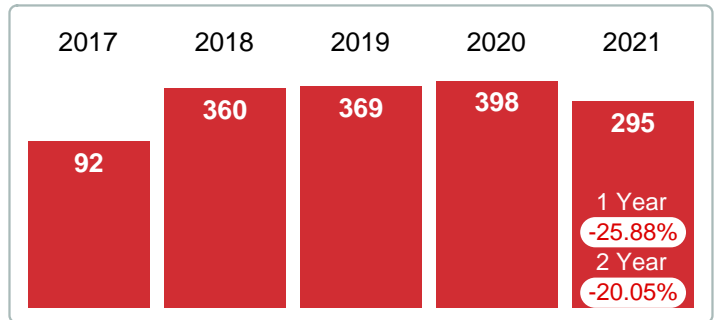
NEW LISTINGS

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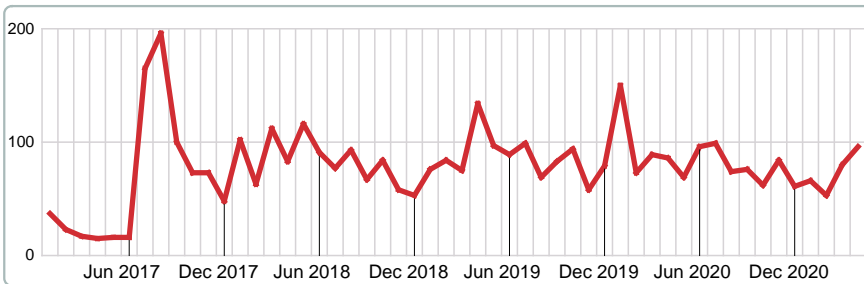
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

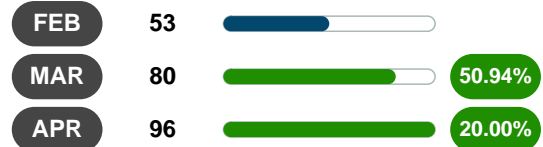


3 MONTHS

5 year APR AVG = 83

High Aug 2017 196 Low Apr 2017 15

New Listings this month at 96
above the 5 yr APR average of 83



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	11	11.46%	10	1	0	0
\$75,001 - \$150,000	13	13.54%	3	8	2	0
\$150,001 - \$175,000	10	10.42%	2	6	2	0
\$175,001 - \$225,000	20	20.83%	1	16	3	0
\$225,001 - \$275,000	14	14.58%	1	11	2	0
\$275,001 - \$450,000	17	17.71%	3	9	5	0
\$450,001 and up	11	11.46%	6	1	2	2
Total New Listed Units	96		26	52	16	2
Total New Listed Volume	24,270,082	100%	7.27M	11.55M	4.37M	1.07M
Average New Listed Listing Price	\$200,968		\$279,741	\$222,202	\$272,964	\$537,450

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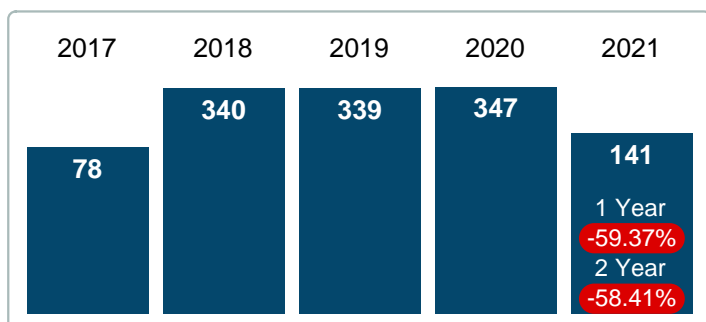
Area Delimited by County Of Bryan



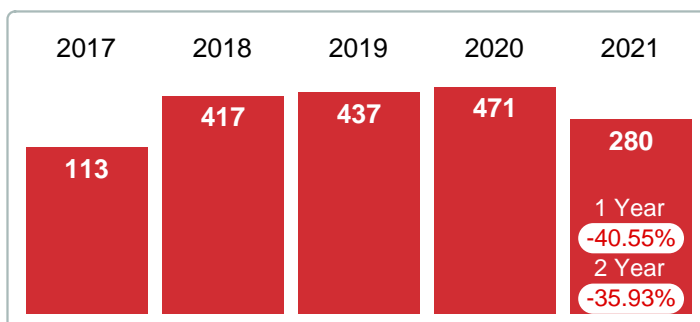
ACTIVE INVENTORY

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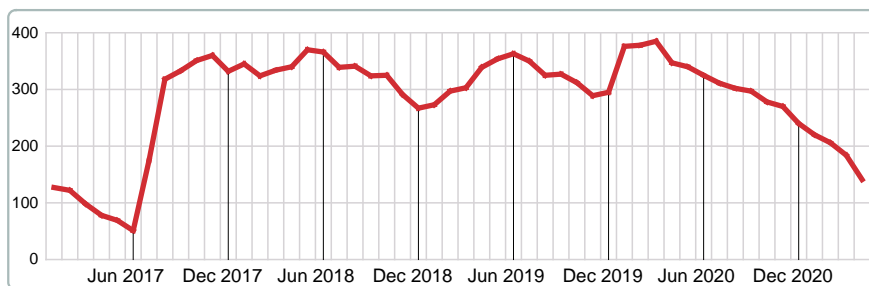
END OF APRIL



ACTIVE DURING APRIL

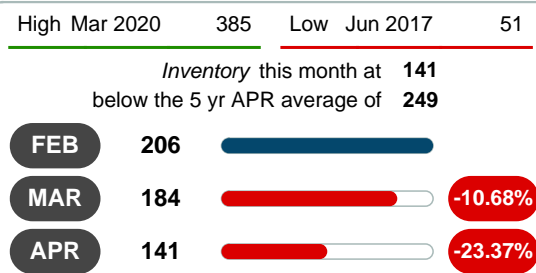


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 249



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	6	4.26%	111.0	6	0	0	0
\$25,001 - \$100,000	30	21.28%	106.8	28	2	0	0
\$100,001 - \$175,000	16	11.35%	78.6	10	5	1	0
\$175,001 - \$325,000	34	24.11%	58.9	9	19	5	1
\$325,001 - \$525,000	24	17.02%	85.4	13	3	6	2
\$525,001 - \$800,000	16	11.35%	96.4	9	1	4	2
\$800,001 and up	15	10.64%	107.1	10	3	2	0
Total Active Inventory by Units	141			85	33	18	5
Total Active Inventory by Volume	59,387,522	100%	87.4	34.91M	10.46M	11.53M	2.49M
Average Active Inventory Listing Price	\$421,188			\$410,653	\$317,115	\$640,461	\$497,780

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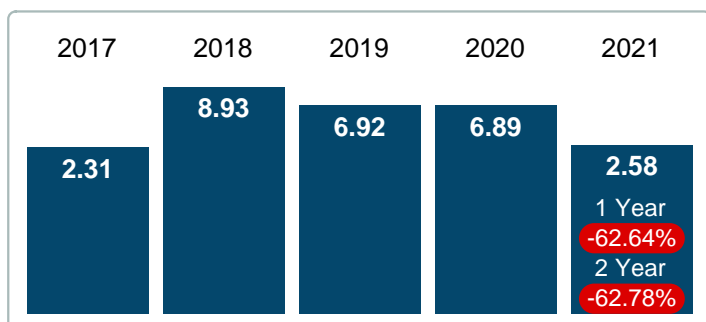
Area Delimited by County Of Bryan



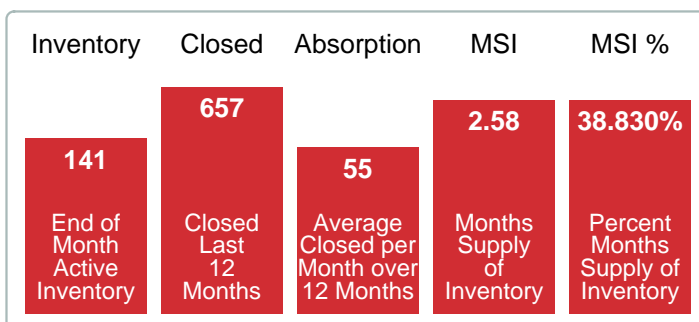
MONTHS SUPPLY of INVENTORY (MSI)

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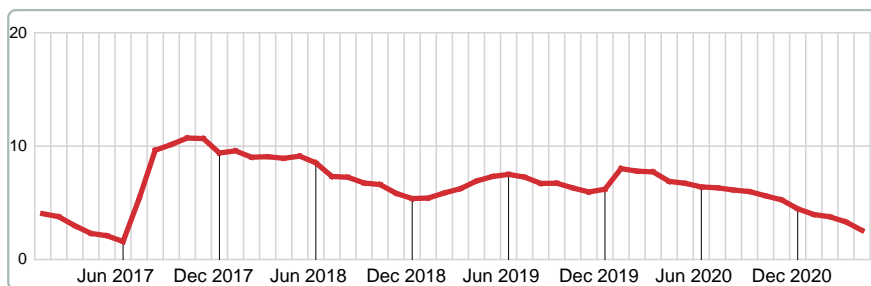
MSI FOR APRIL



INDICATORS FOR APRIL 2021

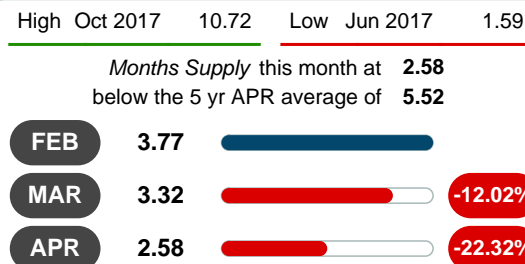


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 5.52



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	6	4.26%	1.76	1.85	0.00	0.00	0.00
\$25,001 - \$100,000	30	21.28%	2.61	3.54	0.73	0.00	0.00
\$100,001 - \$175,000	16	11.35%	0.99	3.00	0.46	0.60	0.00
\$175,001 - \$325,000	34	24.11%	1.90	5.14	1.58	1.28	4.00
\$325,001 - \$525,000	24	17.02%	6.00	22.29	2.77	4.00	2.40
\$525,001 - \$800,000	16	11.35%	9.60	13.50	4.00	12.00	4.80
\$800,001 and up	15	10.64%	90.00	0.00	0.00	24.00	0.00
Market Supply of Inventory (MSI)			2.58	4.86	1.21	2.16	2.86
Total Active Inventory by Units		100%	2.58	85	33	18	5

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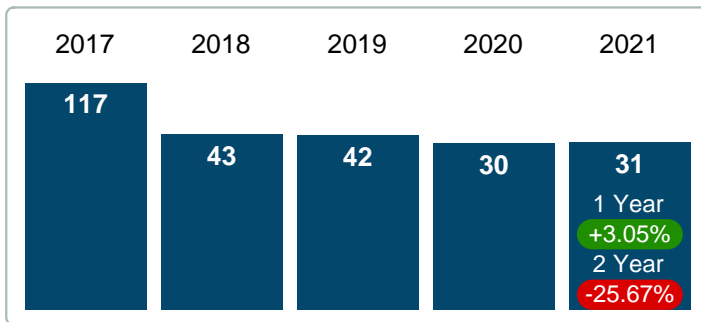
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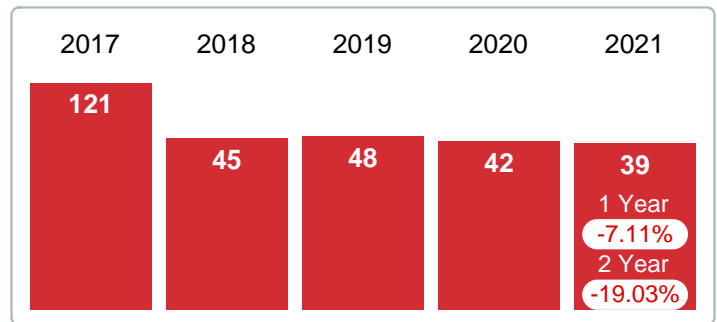
AVERAGE DAYS ON MARKET TO SALE

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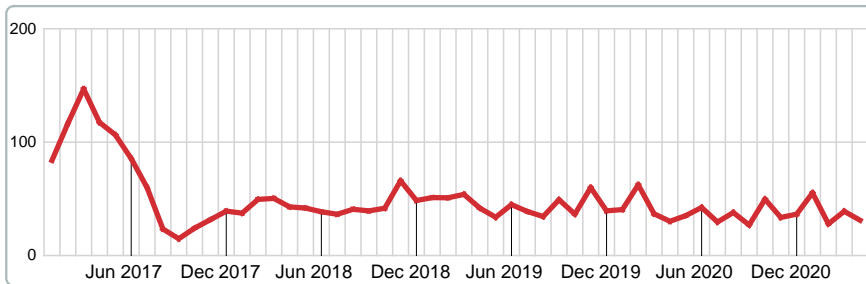
APRIL



YEAR TO DATE (YTD)

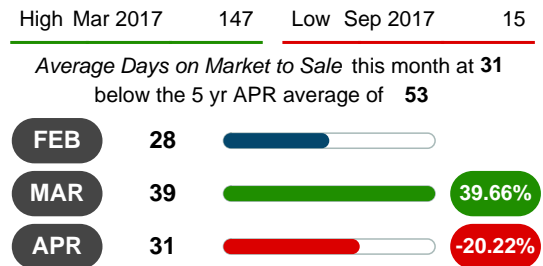


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 53



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	9.43%	60	74	2	0	0
\$50,001 - \$125,000	9.43%	31	12	59	0	0
\$125,001 - \$150,000	7.55%	12	1	16	0	0
\$150,001 - \$225,000	32.08%	8	7	7	11	0
\$225,001 - \$275,000	16.98%	18	18	5	40	0
\$275,001 - \$425,000	13.21%	26	4	3	83	0
\$425,001 and up	11.32%	111	189	26	0	87
Average Closed DOM		31	50	12	37	87
Total Closed Units	100%	31	15	26	9	3
Total Closed Volume		12,483,838	3.00M	5.26M	2.05M	2.17M

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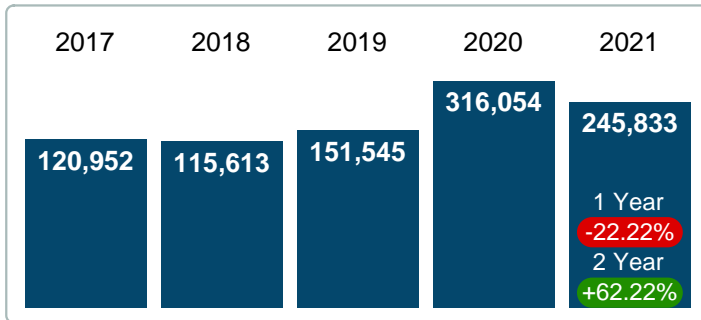
Area Delimited by County Of Bryan



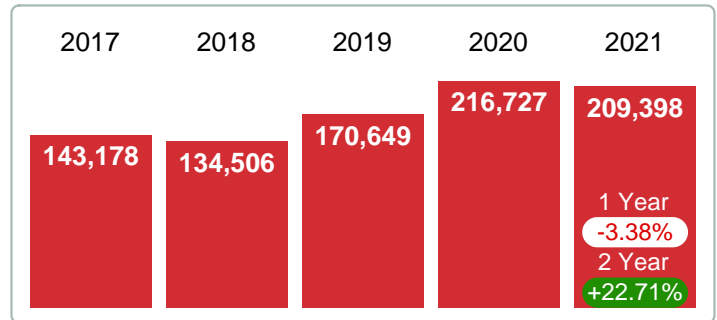
AVERAGE LIST PRICE AT CLOSING

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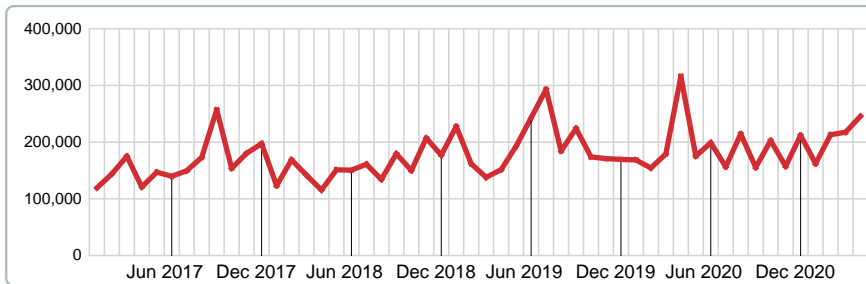
APRIL



YEAR TO DATE (YTD)

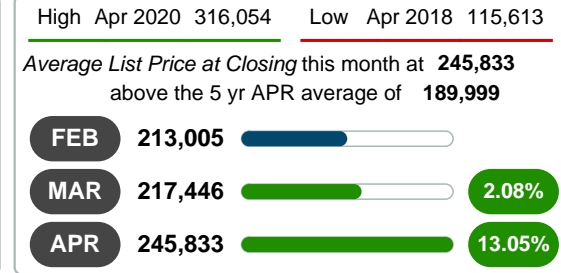


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 189,999



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	7.55%	28,225	38,225	20,000	0	0
\$50,001 - \$125,000	11.32%	89,833	93,833	98,750	0	0
\$125,001 - \$150,000	9.43%	141,880	135,000	149,000	0	0
\$150,001 - \$225,000	33.96%	190,152	175,000	185,195	178,225	0
\$225,001 - \$275,000	13.21%	244,600	225,000	237,260	246,933	0
\$275,001 - \$425,000	11.32%	311,500	319,667	375,000	305,000	0
\$425,001 and up	13.21%	666,271	596,200	497,500	0	841,333
Average List Price		245,833	208,053	204,640	229,300	841,333
Total Closed Units	100%	245,833	15	26	9	3
Total Closed Volume		13,029,143	3.12M	5.32M	2.06M	2.52M

April 2021

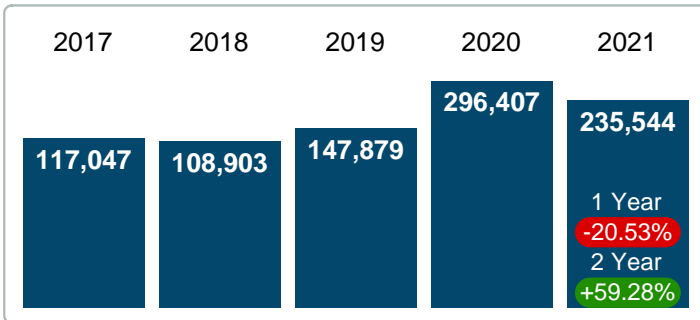
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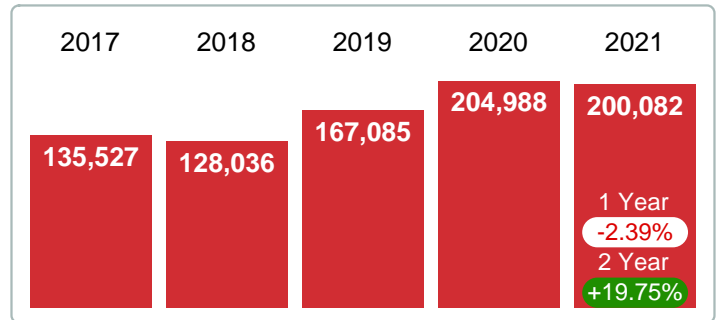
AVERAGE SOLD PRICE AT CLOSING

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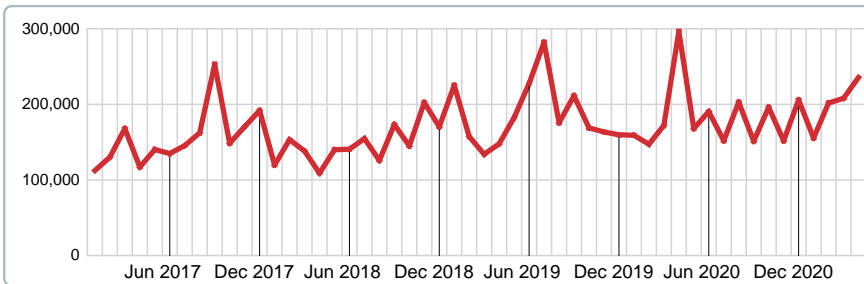
APRIL



YEAR TO DATE (YTD)

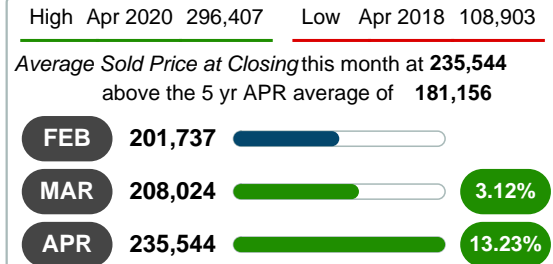


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 181,156



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	9.43%	30,580	33,225	20,000	0	0
\$50,001 - \$125,000	9.43%	86,500	79,667	96,750	0	0
\$125,001 - \$150,000	7.55%	144,875	135,000	148,167	0	0
\$150,001 - \$225,000	32.08%	183,991	158,000	187,579	179,725	0
\$225,001 - \$275,000	16.98%	240,578	232,000	241,480	241,933	0
\$275,001 - \$425,000	13.21%	321,500	315,333	350,000	302,250	0
\$425,001 and up	11.32%	629,233	578,698	448,000	0	723,333
Average Sold Price		235,544	200,020	202,475	227,689	723,333
Total Closed Units	100%	235,544	15	26	9	3
Total Closed Volume		12,483,838	3.00M	5.26M	2.05M	2.17M

April 2021

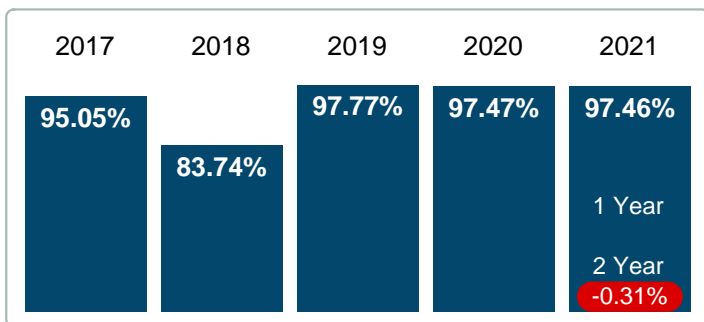
Area Delimited by County Of Bryan



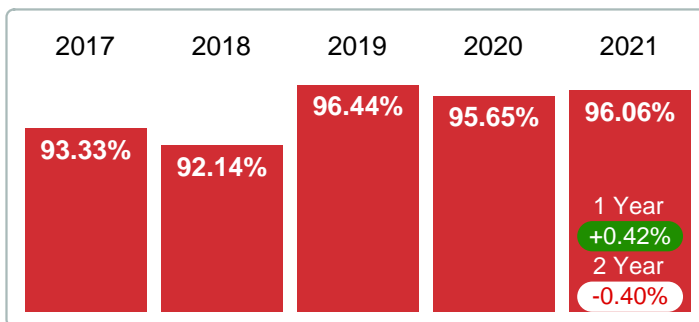
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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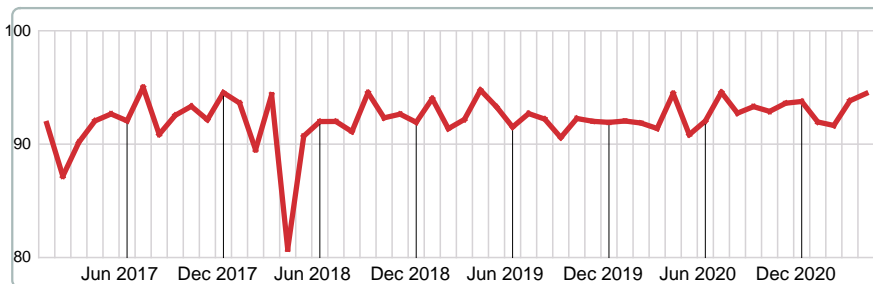
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

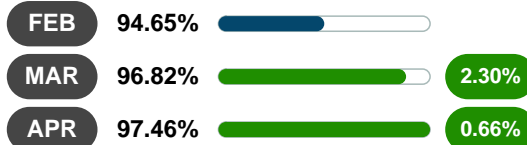


3 MONTHS

5 year APR AVG = 94.30%

High Jul 2017 98.01% Low Apr 2018 83.74%

Average Sold/List Ratio this month at **97.46%** above the 5 yr APR average of **94.30%**



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	5	9.43%	91.06%	88.82%	100.00%	0.00%	0.00%
\$50,001 - \$125,000	5	9.43%	91.41%	87.17%	97.77%	0.00%	0.00%
\$125,001 - \$150,000	4	7.55%	99.70%	100.00%	99.60%	0.00%	0.00%
\$150,001 - \$225,000	17	32.08%	100.75%	90.29%	101.54%	101.01%	0.00%
\$225,001 - \$275,000	9	16.98%	100.86%	103.11%	102.01%	98.18%	0.00%
\$275,001 - \$425,000	7	13.21%	97.63%	98.80%	94.44%	99.07%	0.00%
\$425,001 and up	6	11.32%	91.76%	97.31%	90.05%	0.00%	88.63%
Average Sold/List Ratio		97.50%		93.41%	100.07%	99.63%	88.63%
Total Closed Units		53	100%	15	26	9	3
Total Closed Volume		12,483,838		3.00M	5.26M	2.05M	2.17M

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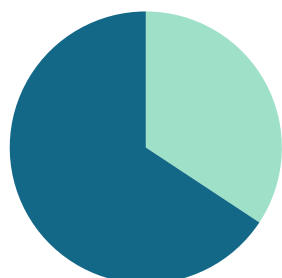
Area Delimited by County Of Bryan



MARKET SUMMARY

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

INVENTORY

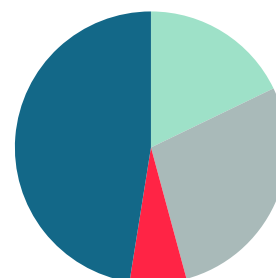


Inventory
 New Listings
96 = 34.29%
 Start Inventory
184
 Total Inventory Units
280
 Volume
\$93,518,402

Market Activity

Closed Sales
53 = 17.85%
 Pending Sales
83 = 27.95%
 Other Off Market
20 = 6.73%
 Active Inventory
141 = 47.47%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	62	53	-14.52%	185	199	7.57%
Pending Sales	55	83	50.91%	219	249	13.70%
New Listings	86	96	11.63%	398	295	-25.88%
Average List Price	316,054	245,833	-22.22%	216,727	209,398	-3.38%
Average Sale Price	296,407	235,544	-20.53%	204,988	200,082	-2.39%
Average Percent of Selling Price to List Price	97.47%	97.46%	0.00%	95.65%	96.06%	0.42%
Average Days on Market to Sale	30.19	31.11	3.05%	41.98	39.00	-7.11%
Monthly Inventory	347	141	-59.37%	347	141	-59.37%
Months Supply of Inventory	6.89	2.58	-62.64%	6.89	2.58	-62.64%

Absorption: Last 12 months, an Average of **55** Sales/Month

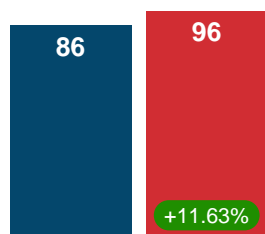
Inventory on April 30, 2021 = **141**

2020 **2021**

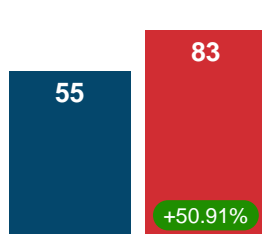
APRIL MARKET

AVERAGE PRICES

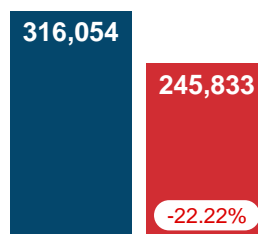
New Listings



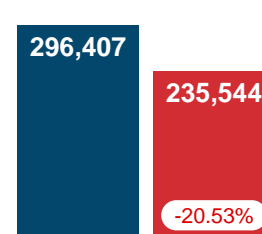
Pending Listings



List Price



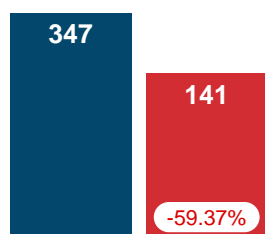
Sale Price



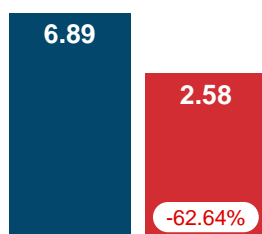
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

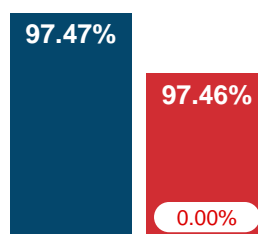
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

