

# August 2021

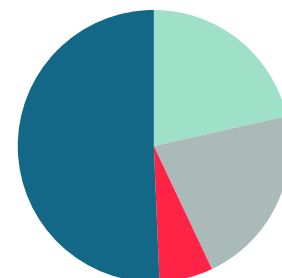
Area Delimited by County Of Bryan



## MONTHLY INVENTORY ANALYSIS

Report produced on Sep 13, 2021 for MLS Technology Inc.

Compared Metrics	2020	August 2021	+/-%
Closed Listings	53	81	52.83%
Pending Listings	52	81	55.77%
New Listings	74	109	47.30%
Median List Price	179,900	212,000	17.84%
Median Sale Price	168,000	208,320	24.00%
Median Percent of Selling Price to List Price	98.41%	100.00%	1.61%
Median Days on Market to Sale	18.00	7.00	-61.11%
End of Month Inventory	302	191	-36.75%
Months Supply of Inventory	6.13	3.33	-45.67%



■ Closed (21.49%)  
■ Pending (21.49%)  
■ Other OffMarket (6.37%)  
■ Active (50.66%)

**Absorption:** Last 12 months, an Average of **57** Sales/Month  
**Active Inventory** as of August 31, 2021 = **191**

### Analysis Wrap-Up

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

The total housing inventory at the end of August 2021 decreased **36.75%** to 191 existing homes available for sale. Over the last 12 months this area has had an average of 57 closed sales per month. This represents an unsold inventory index of **3.33** 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 **24.00%** in August 2021 to \$208,320 versus the previous year at \$168,000.

#### Median Days on Market Shortens

The median number of **7.00** days that homes spent on the market before selling decreased by 11.00 days or **61.11%** in August 2021 compared to last year's same month at **18.00** DOM.

#### Sales Success for August 2021 is Positive

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

There were 109 New Listings in August 2021, up **47.30%** from last year at 74. Furthermore, there were 81 Closed Listings this month versus last year at 53, a **52.83%** increase.

Closed versus Listed trends yielded a **74.3%** ratio, up from previous year's, August 2020, at **71.6%**, a **3.76%** upswing. This will certainly create pressure on a decreasing 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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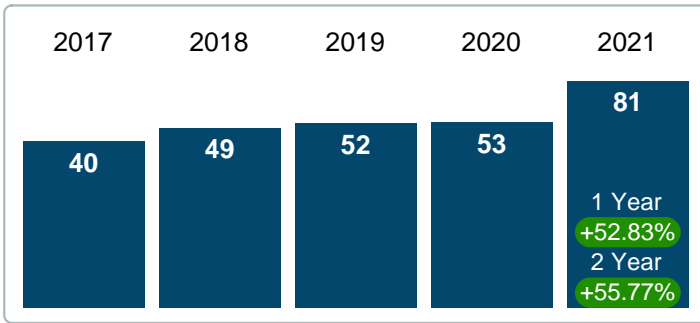
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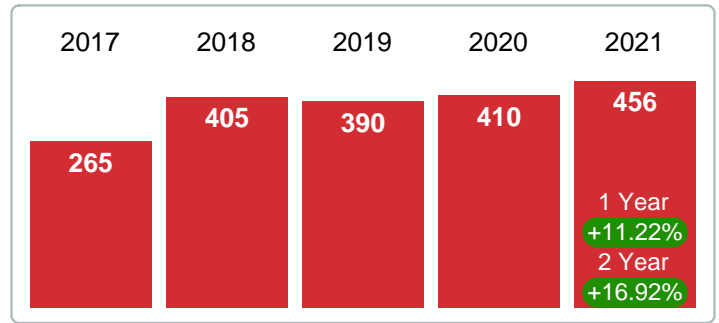
## CLOSED LISTINGS

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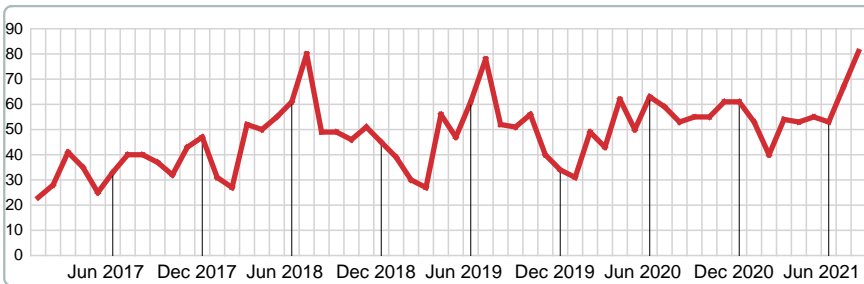
### AUGUST



### YEAR TO DATE (YTD)

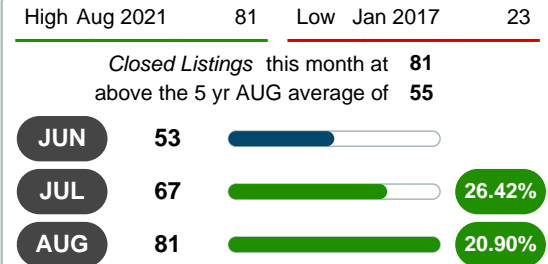


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 55



### 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	9	11.11%	146.0	9	0	0	0
\$50,001 - \$125,000	8	9.88%	11.0	4	2	2	0
\$125,001 - \$175,000	11	13.58%	5.0	3	7	0	1
\$175,001 - \$225,000	22	27.16%	4.5	0	20	2	0
\$225,001 - \$275,000	10	12.35%	6.5	0	7	3	0
\$275,001 - \$375,000	12	14.81%	10.0	0	7	4	1
\$375,001 and up	9	11.11%	13.0	1	4	2	2
<b>Total Closed Units</b>	<b>81</b>			<b>17</b>	<b>47</b>	<b>13</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>18,062,406</b>	<b>100%</b>	<b>7.0</b>	<b>1.55M</b>	<b>11.68M</b>	<b>3.49M</b>	<b>1.35M</b>
<b>Median Closed Price</b>	<b>\$208,320</b>			<b>\$50,000</b>	<b>\$216,000</b>	<b>\$249,900</b>	<b>\$345,950</b>

# August 2021



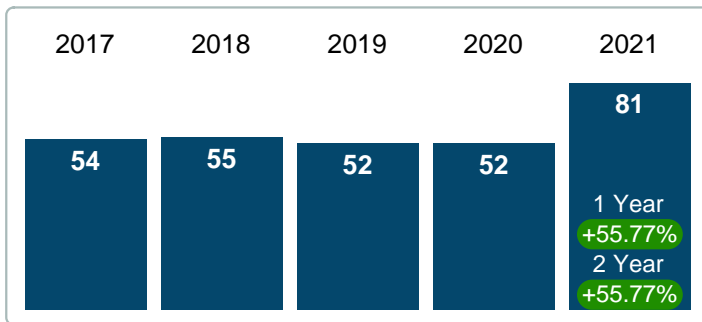
Area Delimited by County Of Bryan



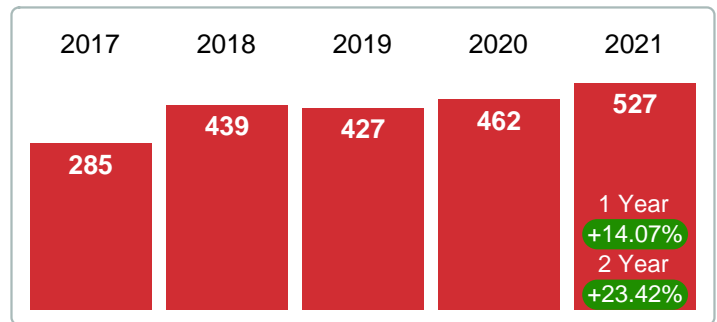
## PENDING LISTINGS

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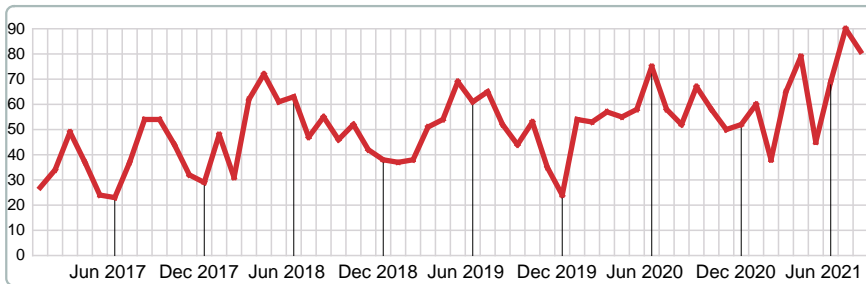
### AUGUST



### YEAR TO DATE (YTD)

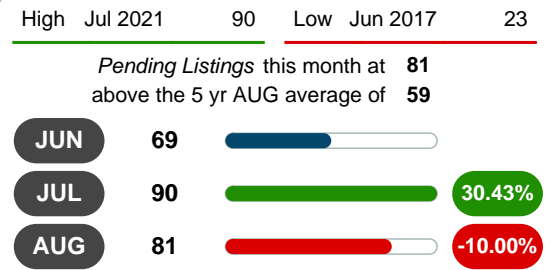


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 59



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	6.17%	249.0	5	0	0	0
\$75,001 - \$125,000	15	18.52%	10.0	5	9	1	0
\$125,001 - \$150,000	5	6.17%	23.0	1	3	1	0
\$150,001 - \$225,000	22	27.16%	6.5	4	15	3	0
\$225,001 - \$300,000	14	17.28%	7.0	3	9	2	0
\$300,001 - \$400,000	11	13.58%	10.0	3	5	2	1
\$400,001 and up	9	11.11%	11.0	2	4	2	1
<b>Total Pending Units</b>	<b>81</b>			<b>23</b>	<b>45</b>	<b>11</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>22,771,808</b>	<b>100%</b>	<b>10.0</b>	<b>7.08M</b>	<b>10.86M</b>	<b>3.07M</b>	<b>1.75M</b>
<b>Median Listing Price</b>	<b>\$202,500</b>			<b>\$180,000</b>	<b>\$202,500</b>	<b>\$229,900</b>	<b>\$876,290</b>

# August 2021



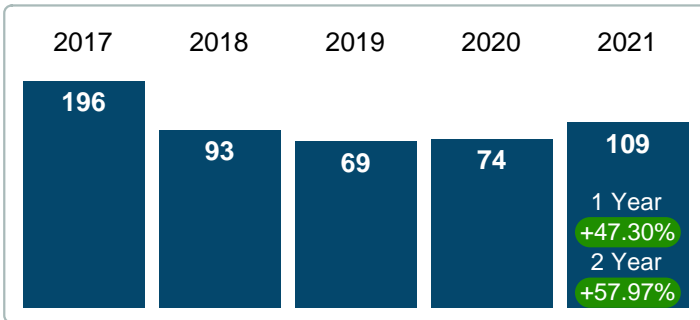
Area Delimited by County Of Bryan



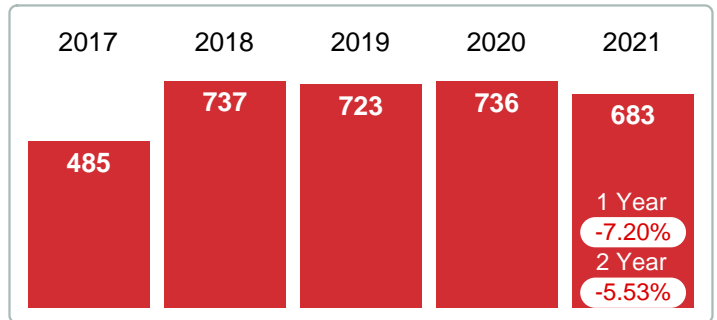
## NEW LISTINGS

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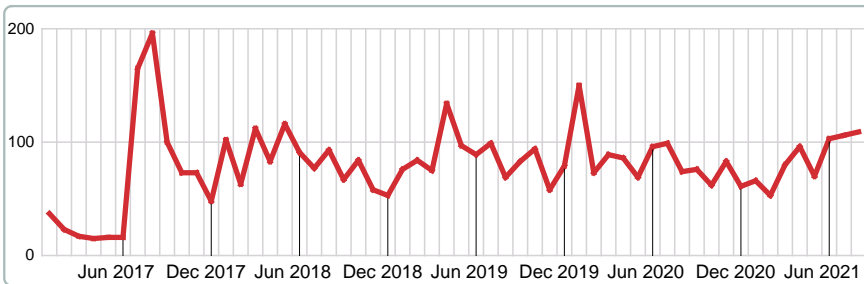
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

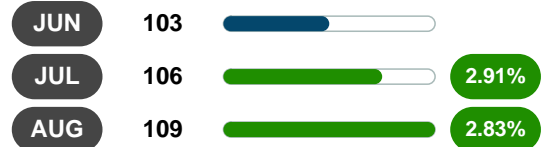


### 3 MONTHS

5 year AUG AVG = 108

High Aug 2017 196 Low Apr 2017 15

New Listings this month at 109  
above the 5 yr AUG average of 108



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	11	10.09%	11	0	0	0
\$50,001 - \$100,000	11	10.09%	8	3	0	0
\$100,001 - \$175,000	18	16.51%	5	12	1	0
\$175,001 - \$275,000	28	25.69%	6	15	7	0
\$275,001 - \$350,000	15	13.76%	1	8	6	0
\$350,001 - \$625,000	15	13.76%	7	3	3	2
\$625,001 and up	11	10.09%	7	1	2	1
<b>Total New Listed Units</b>	<b>109</b>		<b>45</b>	<b>42</b>	<b>19</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>39,885,333</b>	<b>100%</b>	<b>17.78M</b>	<b>10.49M</b>	<b>7.93M</b>	<b>3.68M</b>
<b>Median New Listed Listing Price</b>	<b>\$205,000</b>		<b>\$160,000</b>	<b>\$210,750</b>	<b>\$289,900</b>	<b>\$429,000</b>

# August 2021



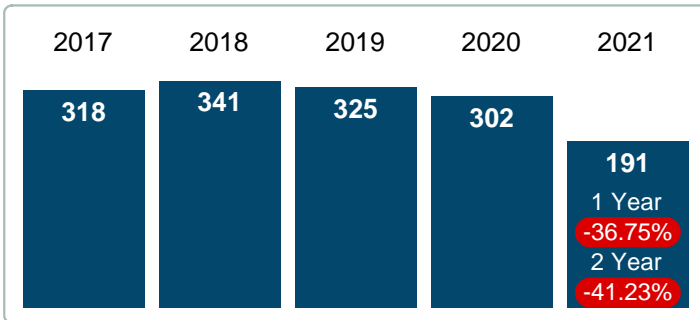
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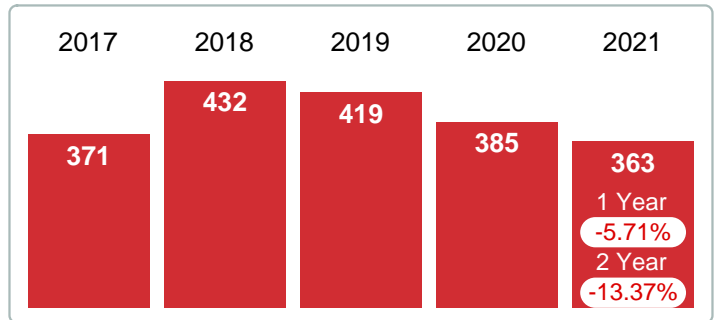
## ACTIVE INVENTORY

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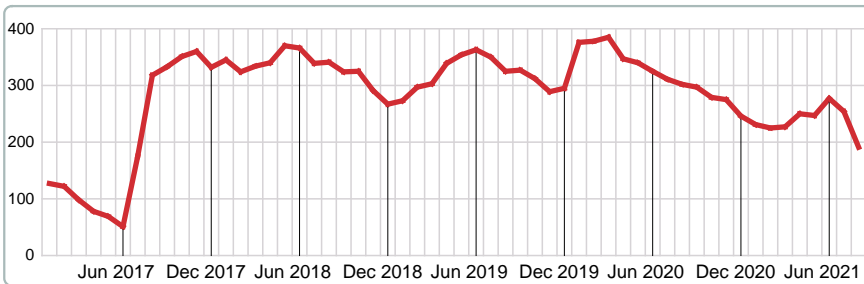
### END OF AUGUST



### ACTIVE DURING AUGUST

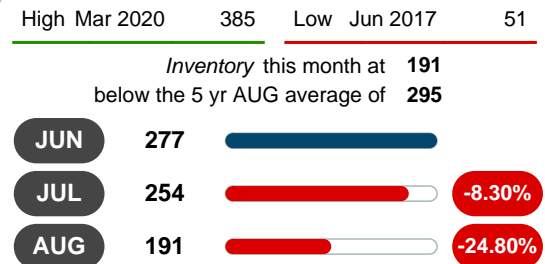


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 295



### 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	8	4.19%	64.0	8	0	0	0
\$25,001 - \$100,000	34	17.80%	50.0	33	1	0	0
\$100,001 - \$175,000	29	15.18%	47.0	16	11	2	0
\$175,001 - \$325,000	48	25.13%	33.5	13	21	13	1
\$325,001 - \$525,000	28	14.66%	69.0	14	5	8	1
\$525,001 - \$1,300,000	26	13.61%	85.5	17	6	3	0
\$1,300,001 and up	18	9.42%	35.5	11	2	3	2
<b>Total Active Inventory by Units</b>	<b>191</b>			<b>112</b>	<b>46</b>	<b>29</b>	<b>4</b>
<b>Total Active Inventory by Volume</b>	<b>91,297,203</b>	<b>100%</b>	<b>50.0</b>	<b>51.21M</b>	<b>18.74M</b>	<b>16.27M</b>	<b>5.08M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$259,617</b>			<b>\$162,250</b>	<b>\$262,000</b>	<b>\$319,900</b>	<b>\$959,500</b>

# August 2021



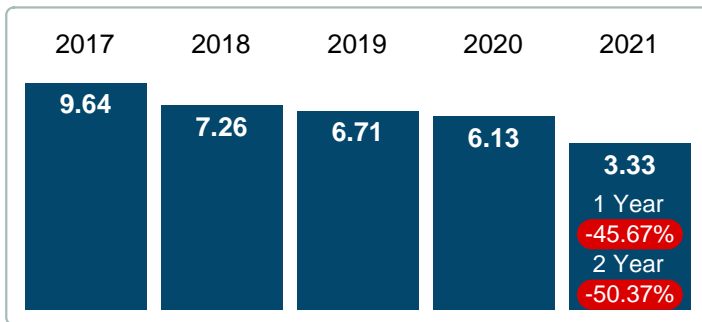
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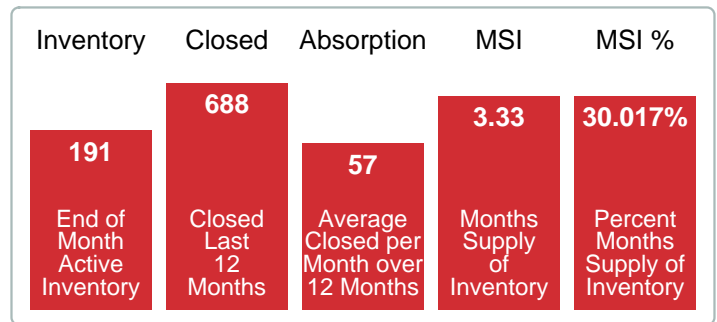
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Sep 13, 2021 for MLS Technology Inc.

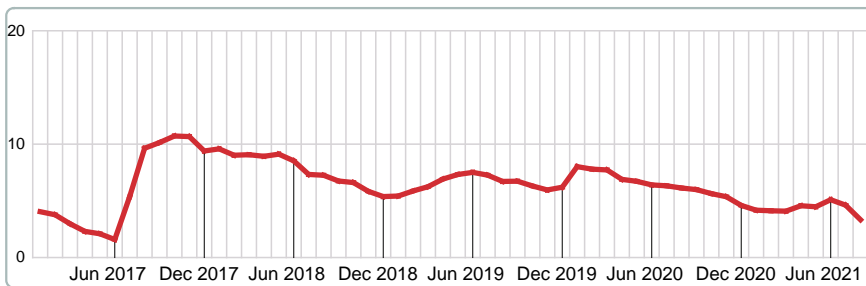
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2021

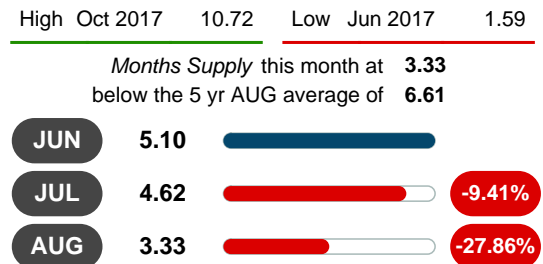


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 6.61



### 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	8	4.19%	3.10	3.31	0.00	0.00	0.00
\$25,001 - \$100,000	34	17.80%	3.32	4.55	0.43	0.00	0.00
\$100,001 - \$175,000	29	15.18%	2.02	5.19	1.16	1.33	0.00
\$175,001 - \$325,000	48	25.13%	2.10	7.80	1.29	2.84	4.00
\$325,001 - \$525,000	28	14.66%	5.89	14.00	4.00	4.57	1.33
\$525,001 - \$1,300,000	26	13.61%	10.06	14.57	12.00	12.00	0.00
\$1,300,001 and up	18	9.42%	inf	0.00	0.00	0.00	0.00
Market Supply of Inventory (MSI)			3.33	6.75	1.53	3.31	2.09
Total Active Inventory by Units		100%	3.33	112	46	29	4

# August 2021



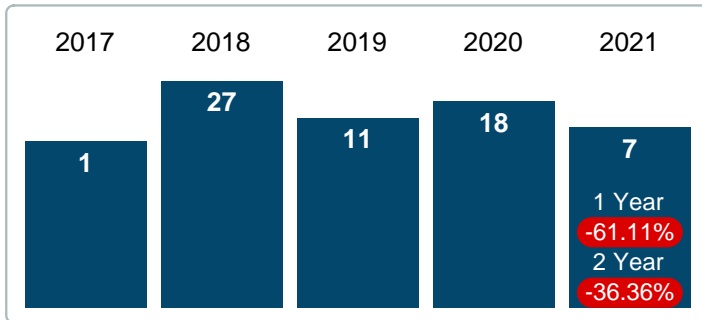
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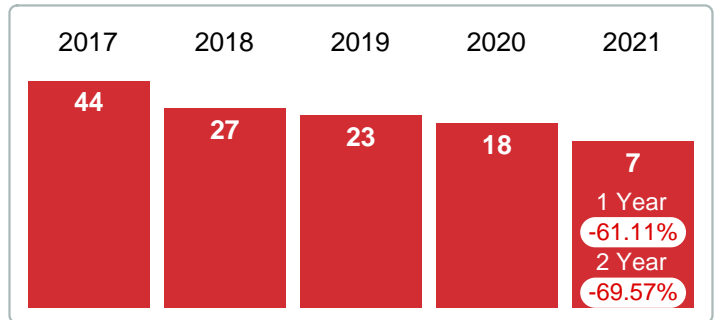
## MEDIAN DAYS ON MARKET TO SALE

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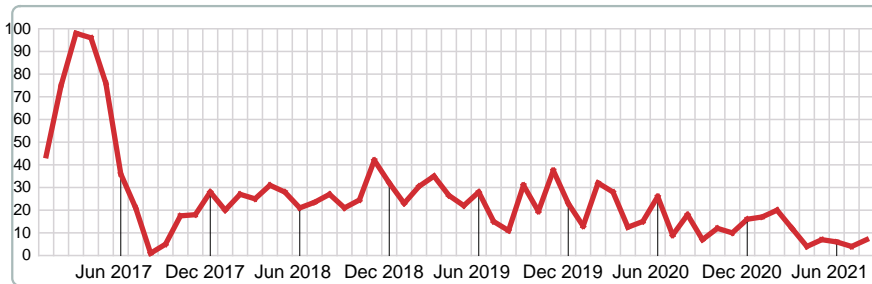
### AUGUST



### YEAR TO DATE (YTD)

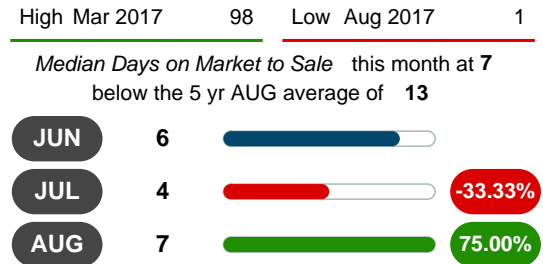


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 13



### 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 <b>9</b>	11.11%	146	146	0	0	0	
\$50,001 - \$125,000 <b>8</b>	9.88%	11	11	24	39	0	
\$125,001 - \$175,000 <b>11</b>	13.58%	5	5	4	0	8	
\$175,001 - \$225,000 <b>22</b>	27.16%	5	0	4	13	0	
\$225,001 - \$275,000 <b>10</b>	12.35%	7	0	6	20	0	
\$275,001 - \$375,000 <b>12</b>	14.81%	10	0	12	6	1	
\$375,001 and up <b>9</b>	11.11%	13	6	18	13	23	
Median Closed DOM		7	11	5	10	11	
Total Closed Units	100%	81	7.0	17	47	13	4
Total Closed Volume		18,062,406	1.55M	11.68M	3.49M	1.35M	

# August 2021



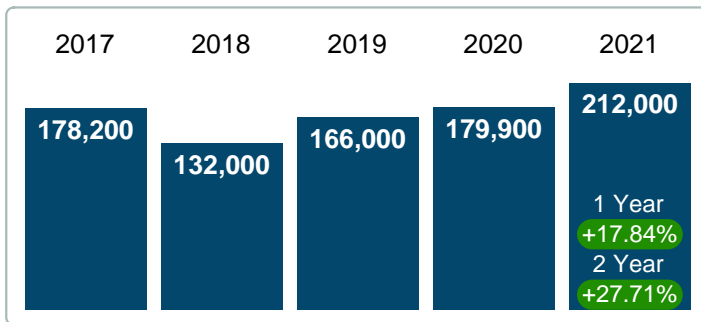
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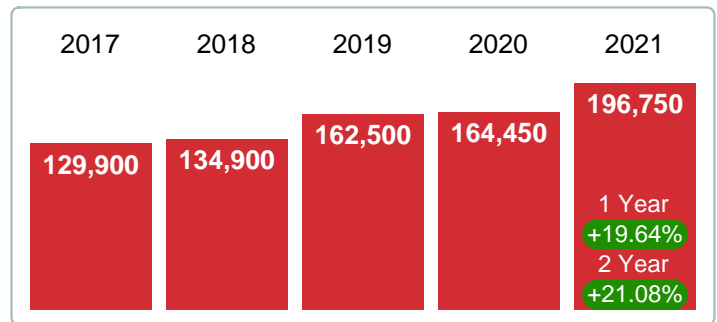
## MEDIAN LIST PRICE AT CLOSING

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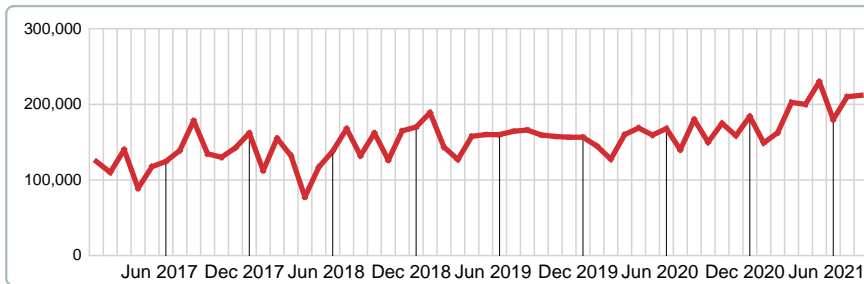
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

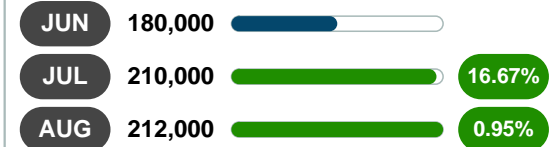


### 3 MONTHS

5 year AUG AVG = 173,620

High May 2021 229,900 Low Apr 2018 77,400

Median List Price at Closing this month at **212,000**  
above the 5 yr AUG average of **173,620**



### 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	9.88%	25,000	25,000	0	0	0
\$50,001 - \$125,000	11.11%	70,000	70,000	89,950	109,500	0
\$125,001 - \$175,000	11.11%	159,000	159,000	156,200	0	0
\$175,001 - \$225,000	29.63%	203,838	0	204,500	203,676	185,000
\$225,001 - \$275,000	12.35%	242,450	0	247,250	240,950	0
\$275,001 - \$375,000	14.81%	311,000	0	320,000	299,000	299,900
\$375,001 and up	11.11%	485,000	627,750	629,750	467,400	442,450
<b>Median List Price</b>		<b>212,000</b>	<b>55,000</b>	<b>214,000</b>	<b>250,000</b>	<b>349,900</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>212,000</b>	<b>17</b>	<b>47</b>	<b>13</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>18,558,642</b>	<b>1.64M</b>	<b>11.99M</b>	<b>3.56M</b>	<b>1.37M</b>



# August 2021



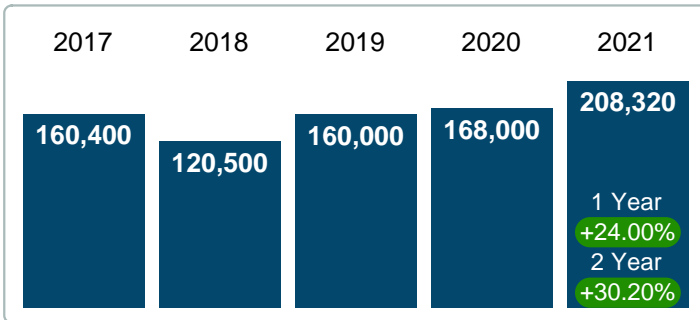
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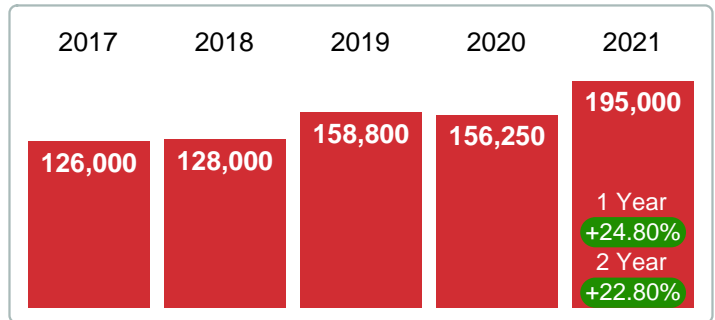
## MEDIAN SOLD PRICE AT CLOSING

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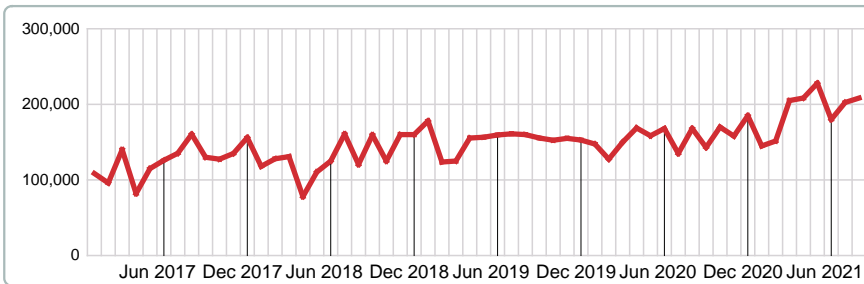
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

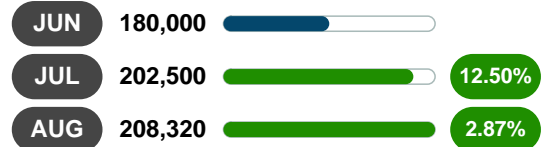


### 3 MONTHS

5 year AUG AVG = 163,444

High May 2021 227,900 Low Apr 2018 77,950

Median Sold Price at Closing this month at **208,320** above the 5 yr AUG average of **163,444**



### 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	9	11.11%	22,500	22,500	0	0	0
\$50,001 - \$125,000	8	9.88%	60,490	60,000	87,500	100,000	0
\$125,001 - \$175,000	11	13.58%	155,900	150,000	155,900	0	162,000
\$175,001 - \$225,000	22	27.16%	206,025	0	203,150	216,625	0
\$225,001 - \$275,000	10	12.35%	240,000	0	240,000	240,000	0
\$275,001 - \$375,000	12	14.81%	304,950	0	315,000	292,000	299,900
\$375,001 and up	9	11.11%	479,500	627,750	572,250	462,200	444,000
Median Sold Price			208,320	50,000	216,000	249,900	345,950
Total Closed Units		100%	208,320	17	47	13	4
Total Closed Volume			18,062,406	1.55M	11.68M	3.49M	1.35M

# August 2021

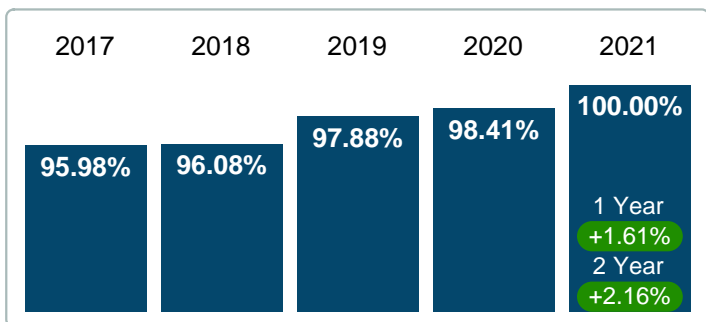
Area Delimited by County Of Bryan



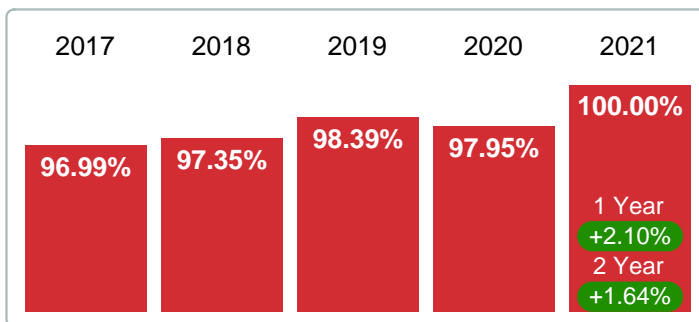
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Sep 13, 2021 for MLS Technology Inc.

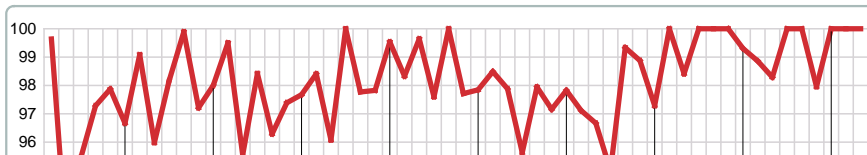
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 97.67%

High Aug 2021 100.00% Low Feb 2017 92.62%

Median Sold/List Ratio this month at **100.00%** above the 5 yr AUG average of **97.67%**

JUN 100.00%  
JUL 100.00%  
AUG 100.00%

0.00%  
0.00%

### 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	9	11.11%	85.71%	85.71%	0.00%	0.00%	0.00%
\$50,001 - \$125,000	8	9.88%	85.71%	85.71%	94.55%	93.06%	0.00%
\$125,001 - \$175,000	11	13.58%	100.00%	94.34%	100.00%	0.00%	87.57%
\$175,001 - \$225,000	22	27.16%	100.00%	0.00%	100.00%	99.61%	0.00%
\$225,001 - \$275,000	10	12.35%	100.48%	0.00%	102.12%	99.56%	0.00%
\$275,001 - \$375,000	12	14.81%	100.00%	0.00%	100.00%	98.61%	100.00%
\$375,001 and up	9	11.11%	97.88%	100.00%	90.17%	98.94%	100.15%
Median Sold/List Ratio		100.00%		88.38%	100.00%	99.56%	99.01%
Total Closed Units		81	100%	17	47	13	4
Total Closed Volume		18,062,406		1.55M	11.68M	3.49M	1.35M

# August 2021

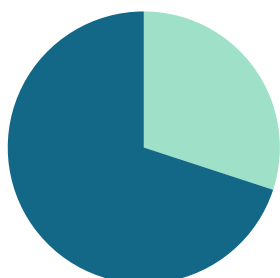
Area Delimited by County Of Bryan



## MARKET SUMMARY

Report produced on Sep 13, 2021 for MLS Technology Inc.

### INVENTORY

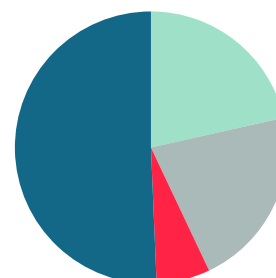


**Inventory**  
 New Listings  
**109 = 30.03%**  
 Start Inventory  
**254**  
 Total Inventory Units  
**363**  
 Volume  
**\$137,685,629**

### Market Activity

Closed Sales  
**81 = 21.49%**  
 Pending Sales  
**81 = 21.49%**  
 Other Off Market  
**24 = 6.37%**  
 Active Inventory  
**191 = 50.66%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	53	81	52.83%	410	456	11.22%
Pending Sales	52	81	55.77%	462	527	14.07%
New Listings	74	109	47.30%	736	683	-7.20%
Median List Price	179,900	212,000	17.84%	164,450	196,750	19.64%
Median Sale Price	168,000	208,320	24.00%	156,250	195,000	24.80%
Median Percent of Selling Price to List Price	98.41%	100.00%	1.61%	97.95%	100.00%	2.10%
Median Days on Market to Sale	18.00	7.00	-61.11%	18.00	7.00	-61.11%
Monthly Inventory	302	191	-36.75%	302	191	-36.75%
Months Supply of Inventory	6.13	3.33	-45.67%	6.13	3.33	-45.67%

**Absorption:** Last 12 months, an Average of **57** Sales/Month

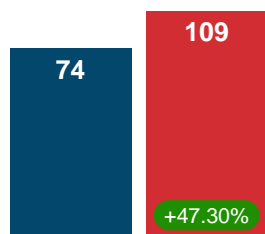
**Inventory** on August 31, 2021 = **191**

**2020** **2021**

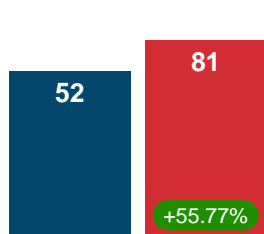
### AUGUST MARKET

### MEDIAN PRICES

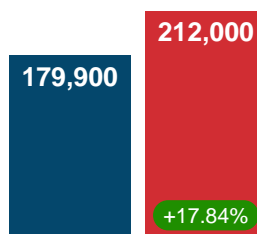
#### New Listings



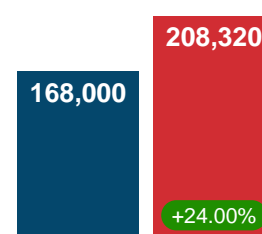
#### Pending Listings



#### List Price



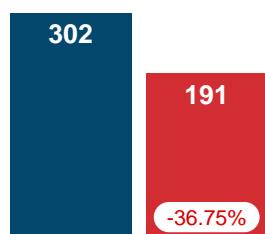
#### Sale Price



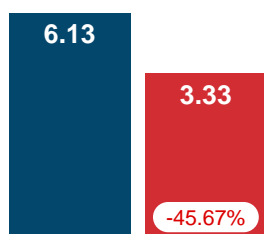
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

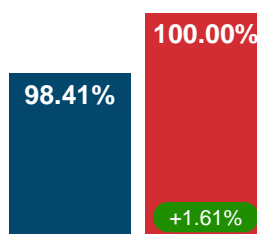
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

