

February 2021

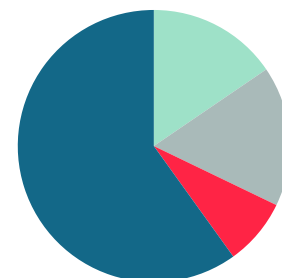
Area Delimited by County Of Bryan



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	February 2021	+/-%
Closed Listings	49	39	-20.41%
Pending Listings	53	42	-20.75%
New Listings	73	53	-27.40%
Average List Price	154,414	217,467	40.83%
Average Sale Price	147,262	205,962	39.86%
Average Percent of Selling Price to List Price	94.86%	94.64%	-0.23%
Average Days on Market to Sale	62.37	28.38	-54.49%
End of Month Inventory	379	151	-60.16%
Months Supply of Inventory	7.81	2.77	-64.60%



■ Closed (15.48%)
■ Pending (16.67%)
■ Other OffMarket (7.94%)
■ Active (59.92%)

Absorption: Last 12 months, an Average of **55** Sales/Month
Active Inventory as of February 28, 2021 = **151**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2021 decreased **60.16%** to 151 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 **2.77** 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 **39.86%** in February 2021 to \$205,962 versus the previous year at \$147,262.

Average Days on Market Shortens

The average number of **28.38** days that homes spent on the market before selling decreased by 33.98 days or **54.49%** in February 2021 compared to last year's same month at **62.37** DOM.

Sales Success for February 2021 is Positive

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

There were 53 New Listings in February 2021, down **27.40%** from last year at 73. Furthermore, there were 39 Closed Listings this month versus last year at 49, a **-20.41%** decrease.

Closed versus Listed trends yielded a **73.6%** ratio, up from previous year's, February 2020, at **67.1%**, a **9.63%** 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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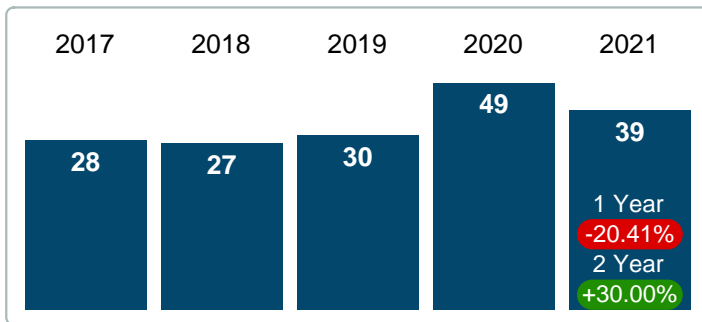
Area Delimited by County Of Bryan



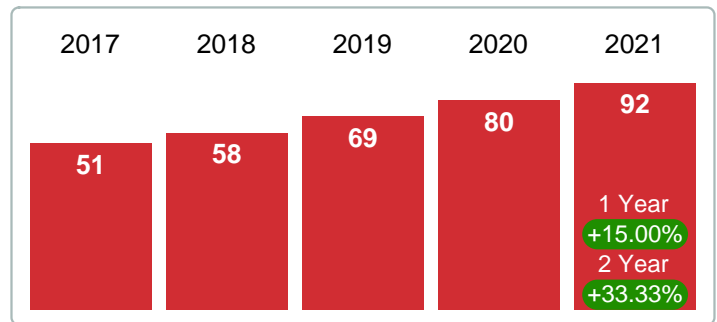
CLOSED LISTINGS

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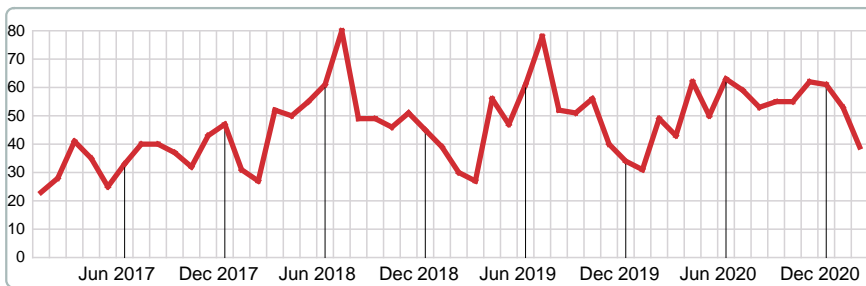
FEBRUARY



YEAR TO DATE (YTD)

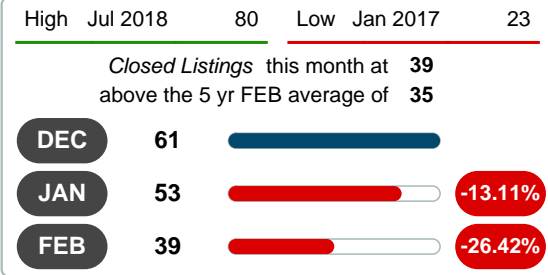


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 35



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	3	7.69%	37.0	3	0	0	0
\$50,001 - \$75,000	3	7.69%	53.3	2	0	1	0
\$75,001 - \$100,000	4	10.26%	17.5	3	1	0	0
\$100,001 - \$175,000	12	30.77%	28.0	1	11	0	0
\$175,001 - \$300,000	9	23.08%	13.1	2	7	0	0
\$300,001 - \$400,000	3	7.69%	68.7	1	1	1	0
\$400,001 and up	5	12.82%	21.2	3	1	1	0
Total Closed Units	39			15	21	3	0
Total Closed Volume	8,032,499	100%	28.4	3.16M	4.07M	799.00K	0.00B
Average Closed Price	\$205,962			\$210,567	\$194,048	\$266,333	\$0

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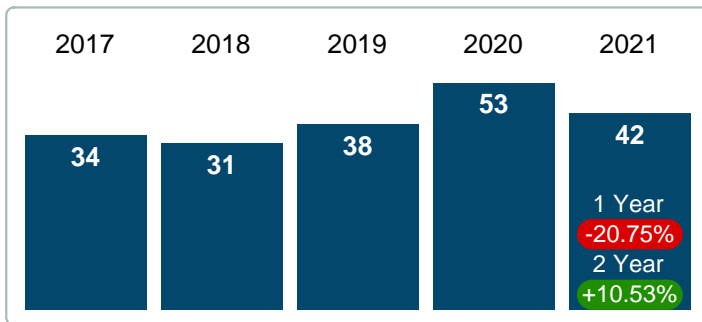
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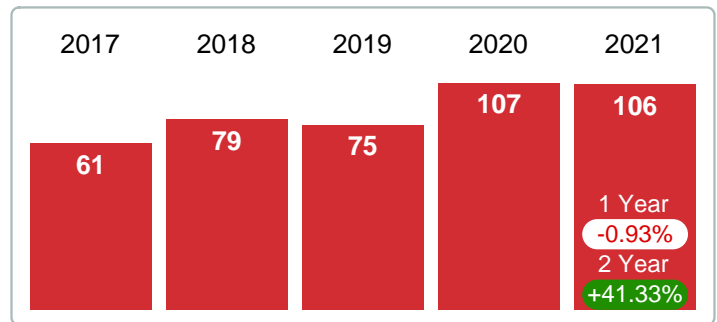
PENDING LISTINGS

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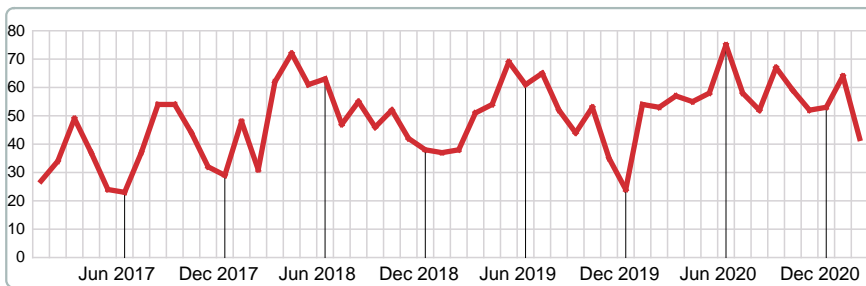
FEBRUARY



YEAR TO DATE (YTD)

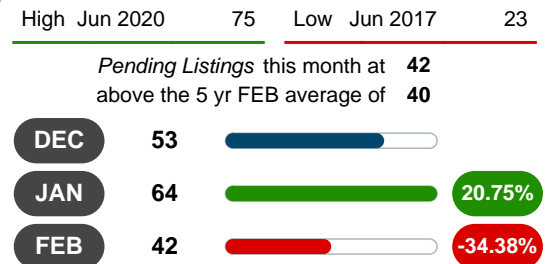


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 40



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	9.52%	110.3	4	0	0	0
\$50,001 - \$100,000	5	11.90%	19.0	4	1	0	0
\$100,001 - \$125,000	2	4.76%	15.0	2	0	0	0
\$125,001 - \$200,000	12	28.57%	22.4	1	9	2	0
\$200,001 - \$250,000	9	21.43%	51.9	0	8	1	0
\$250,001 - \$350,000	5	11.90%	27.2	1	4	0	0
\$350,001 and up	5	11.90%	88.8	2	1	1	1
Total Pending Units	42			14	23	4	1
Total Pending Volume	8,729,950	100%	0.3	2.35M	4.88M	920.90K	585.00K
Average Listing Price	\$182,300			\$167,557	\$212,098	\$230,225	\$585,000

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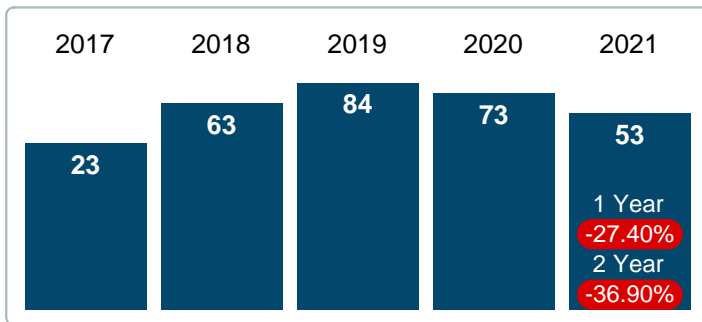
Area Delimited by County Of Bryan



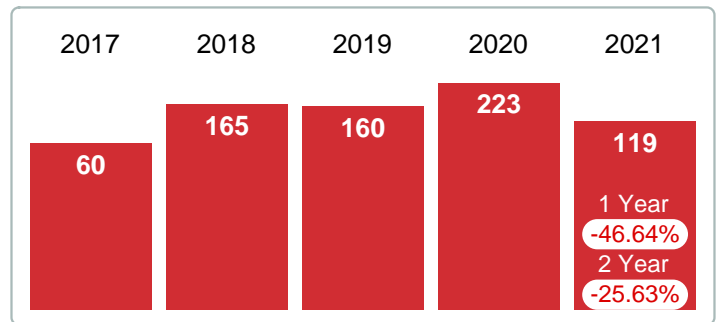
NEW LISTINGS

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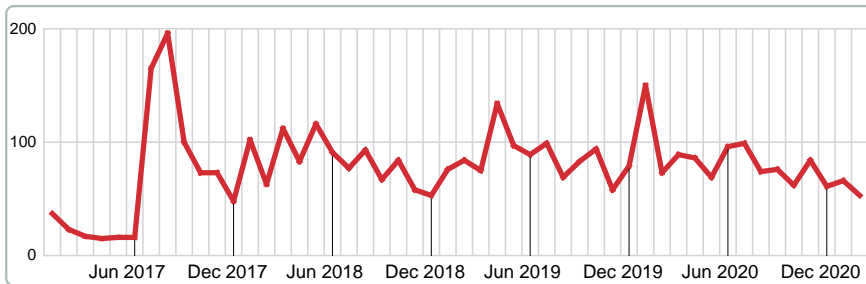
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 59

High Aug 2017 196 Low Apr 2017 15

New Listings this month at 53
below the 5 yr FEB average of 59



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	4	7.55%	4	0	0	0
\$25,001 - \$25,000	0	0.00%	0	0	0	0
\$25,001 - \$125,000	15	28.30%	13	2	0	0
\$125,001 - \$200,000	14	26.42%	4	7	3	0
\$200,001 - \$250,000	8	15.09%	1	7	0	0
\$250,001 - \$375,000	6	11.32%	3	2	1	0
\$375,001 and up	6	11.32%	4	1	1	0
Total New Listed Units	53		29	19	5	0
Total New Listed Volume	11,880,550	100%	6.20M	4.25M	1.43M	0.00B
Average New Listed Listing Price	\$182,300		\$213,721	\$223,808	\$286,060	\$0

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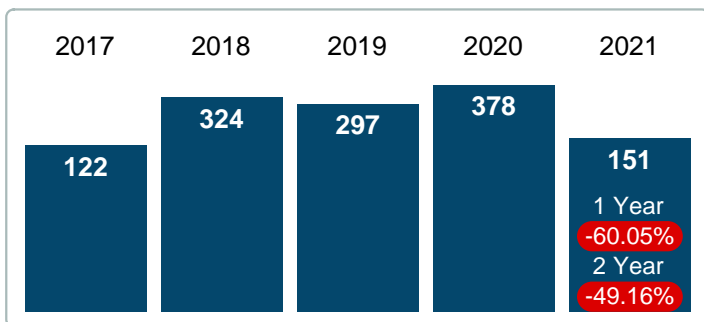
Area Delimited by County Of Bryan



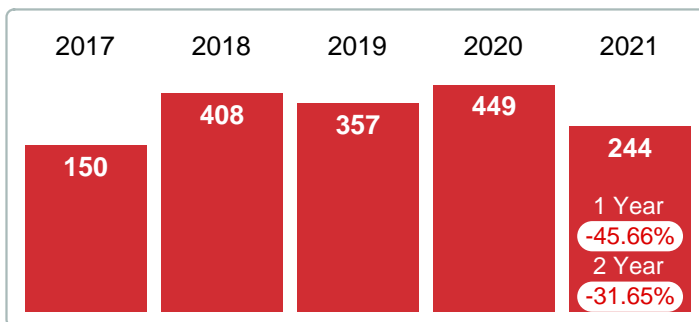
ACTIVE INVENTORY

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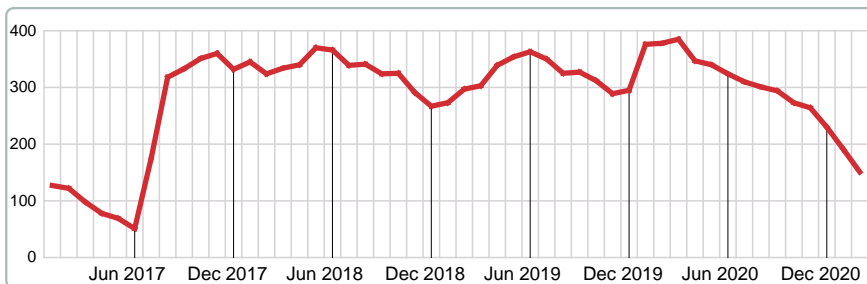
END OF FEBRUARY



ACTIVE DURING FEBRUARY

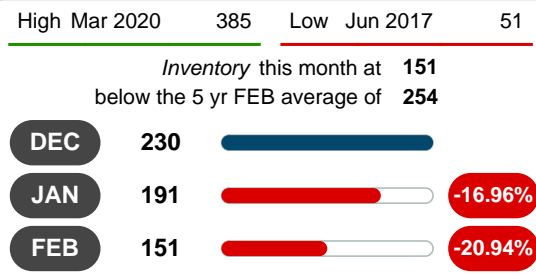


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 254



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	10	6.62%	57.1	10	0	0	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$125,000	43	28.48%	74.9	38	4	0	1
\$125,001 - \$300,000	46	30.46%	87.0	19	19	8	0
\$300,001 - \$450,000	19	12.58%	99.3	11	0	7	1
\$450,001 - \$675,000	16	10.60%	132.1	8	2	3	3
\$675,001 and up	17	11.26%	119.2	10	3	3	1
Total Active Inventory by Units	151			96	28	21	6
Total Active Inventory by Volume	51,977,746	100%	91.5	26.61M	8.92M	11.86M	4.59M
Average Active Inventory Listing Price	\$344,223			\$277,180	\$318,432	\$564,690	\$765,650

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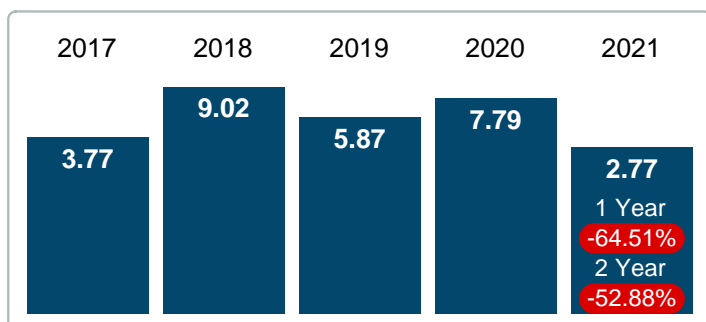
Area Delimited by County Of Bryan



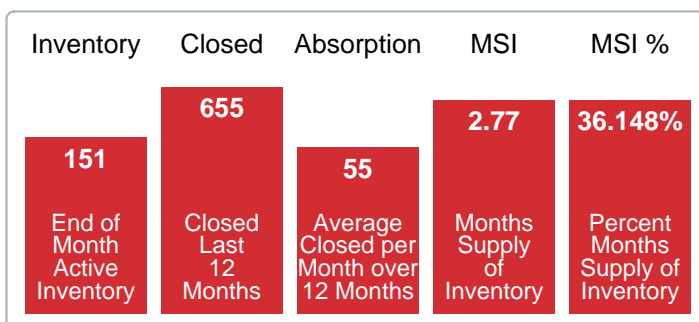
MONTHS SUPPLY of INVENTORY (MSI)

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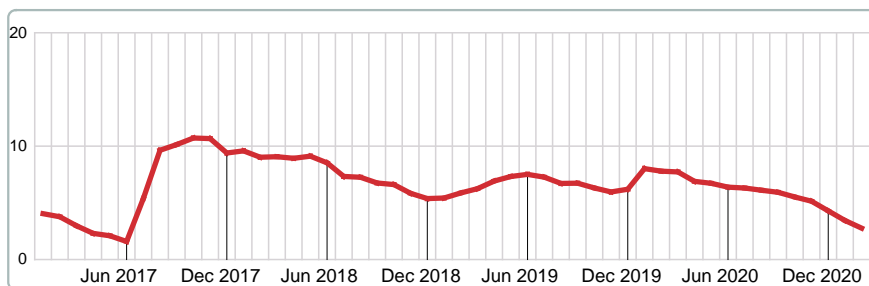
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2021



5 YEAR MARKET ACTIVITY TRENDS

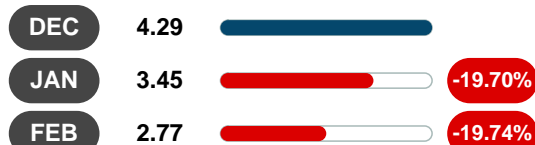


3 MONTHS

5 year FEB AVG = 5.85

High Oct 2017 10.72 Low Jun 2017 1.59

Months Supply this month at **2.77**
below the 5 yr FEB average of **5.85**



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	10	6.62%	2.86	3.00	0.00	0.00	0.00
\$25,001 - \$25,000	0	0.00%	nan	0.00	0.00	0.00	0.00
\$25,001 - \$125,000	43	28.48%	2.61	4.22	0.62	0.00	0.00
\$125,001 - \$300,000	46	30.46%	1.65	5.56	0.98	1.68	0.00
\$300,001 - \$450,000	19	12.58%	4.38	22.00	0.00	4.20	1.33
\$450,001 - \$675,000	16	10.60%	9.60	24.00	4.00	4.50	18.00
\$675,001 and up	17	11.26%	25.50	40.00	18.00	18.00	12.00
Market Supply of Inventory (MSI)			2.77	5.70	1.00	2.52	4.24
Total Active Inventory by Units		100%	2.77	96	28	21	6

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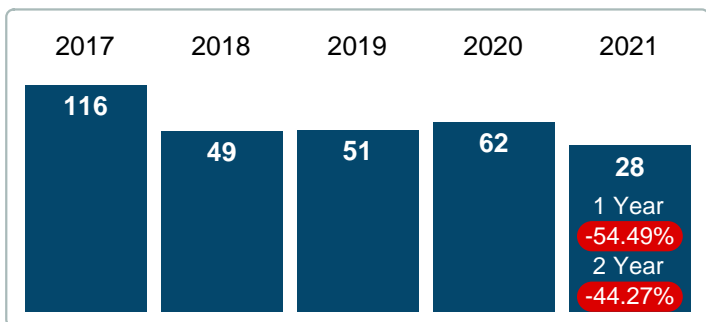
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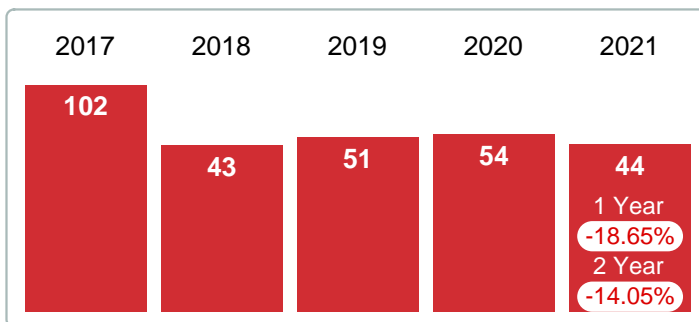
AVERAGE DAYS ON MARKET TO SALE

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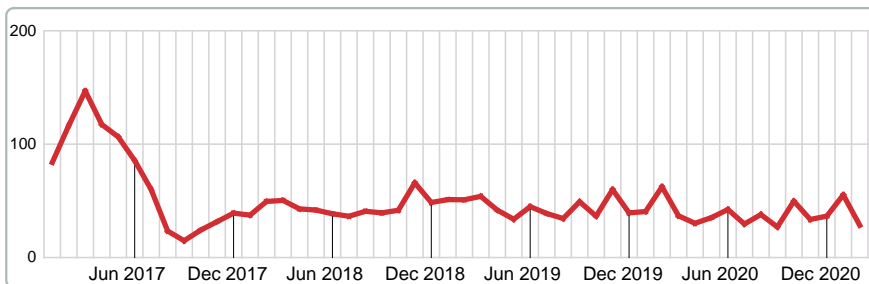
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 62

High Mar 2017 147 Low Sep 2017 15

Average Days on Market to Sale this month at 28 below the 5 yr FEB average of 62



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	7.69%	37	37	0	0	0
\$50,001 - \$75,000	7.69%	53	66	0	29	0
\$75,001 - \$100,000	10.26%	18	23	1	0	0
\$100,001 - \$175,000	30.77%	28	112	20	0	0
\$175,001 - \$300,000	23.08%	13	17	12	0	0
\$300,001 - \$400,000	7.69%	69	21	89	96	0
\$400,001 and up	12.82%	21	29	19	1	0
Average Closed DOM		28	38	20	42	0
Total Closed Units	100%	28	15	21	3	
Total Closed Volume		8,032,499	3.16M	4.07M	799.00K	0.00B

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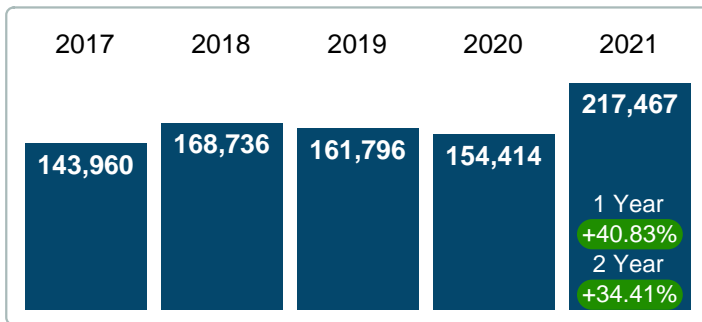
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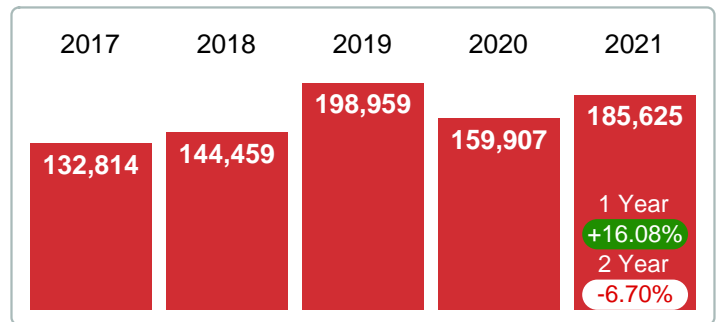
AVERAGE LIST PRICE AT CLOSING

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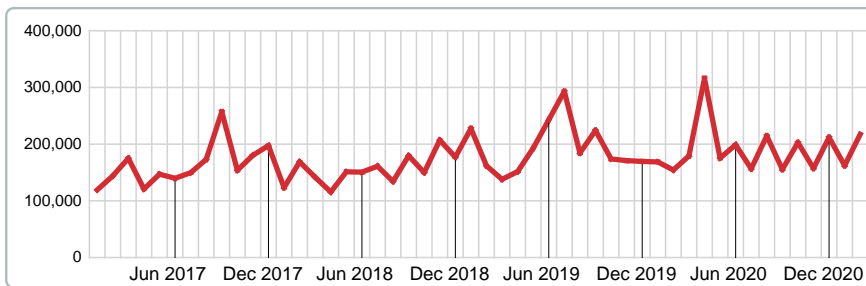
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

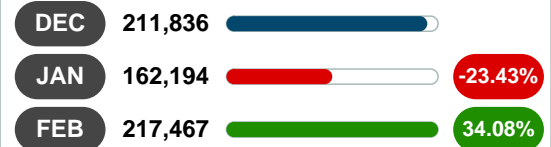


3 MONTHS

5 year FEB AVG = 169,275

High Apr 2020 316,054 Low Apr 2018 115,613

Average List Price at Closing this month at **217,467**
above the 5 yr FEB average of **169,275**



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	10.26%	37,500	33,333	0	0	0
\$50,001 - \$75,000	2.56%	69,500	59,750	0	150,000	0
\$75,001 - \$100,000	10.26%	86,350	88,800	79,000	0	0
\$100,001 - \$175,000	30.77%	137,625	130,000	141,045	0	0
\$175,001 - \$300,000	23.08%	218,989	275,500	237,843	0	0
\$300,001 - \$400,000	7.69%	342,967	350,000	359,900	319,000	0
\$400,001 and up	15.38%	544,167	575,000	690,000	425,000	0
Average List Price		217,467	216,127	206,919	298,000	0
Total Closed Units		39	15	21	3	0
Total Closed Volume		8,481,200	3.24M	4.35M	894.00K	0.00B

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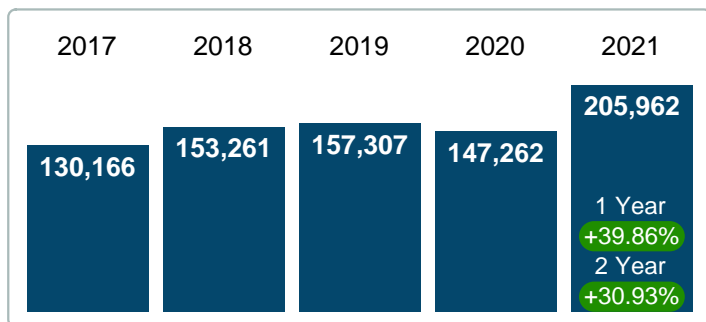
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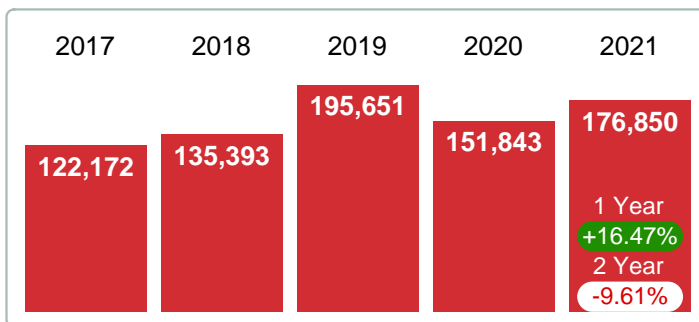
AVERAGE SOLD PRICE AT CLOSING

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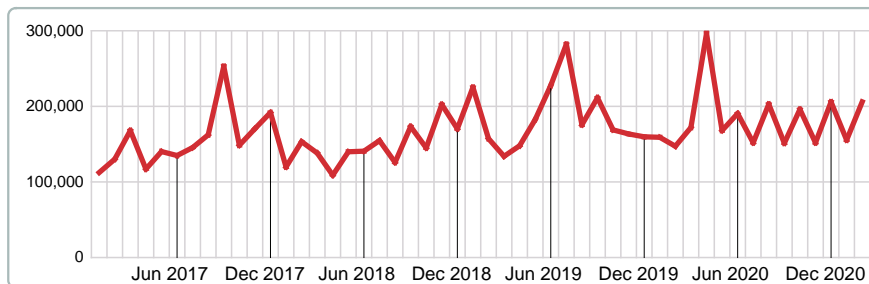
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

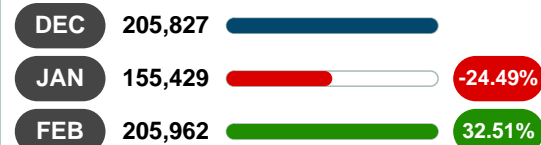


3 MONTHS

5 year FEB AVG = 158,791

High Apr 2020 296,407 Low Apr 2018 108,903

Average Sold Price at Closing this month at **205,962** above the 5 yr FEB average of **158,791**



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	7.69%	30,000	30,000	0	0	0
\$50,001 - \$75,000	7.69%	65,500	60,750	0	75,000	0
\$75,001 - \$100,000	10.26%	85,100	87,133	79,000	0	0
\$100,001 - \$175,000	30.77%	131,708	122,000	132,591	0	0
\$175,001 - \$300,000	23.08%	231,122	271,300	219,643	0	0
\$300,001 - \$400,000	7.69%	335,667	340,000	350,000	317,000	0
\$400,001 and up	12.82%	547,600	560,333	650,000	407,000	0
Average Sold Price		205,962	210,567	194,048	266,333	0
Total Closed Units	100%	205,962	15	21	3	0
Total Closed Volume		8,032,499	3.16M	4.07M	799.00K	0.00B

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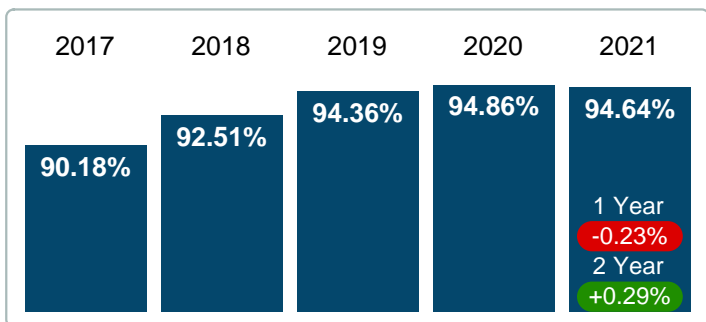
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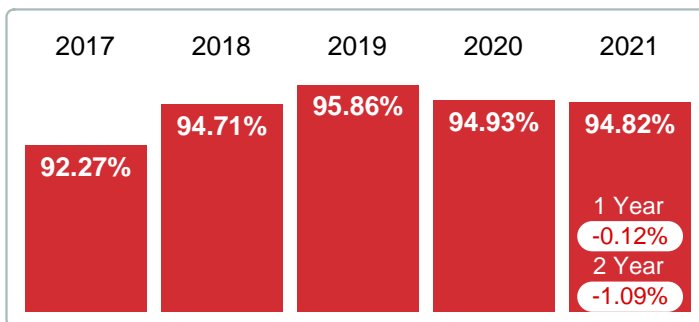
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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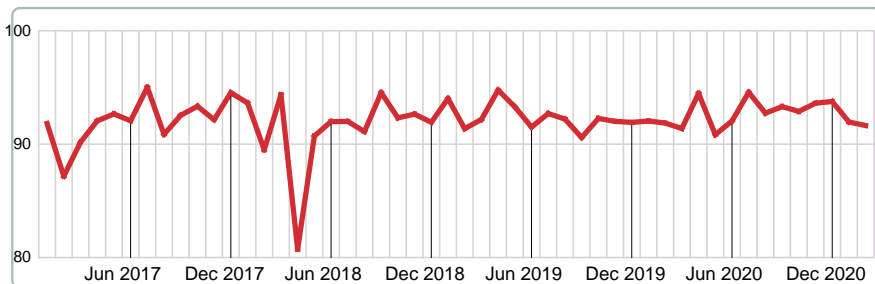
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

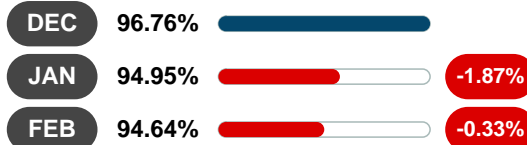


3 MONTHS

5 year FEB AVG = 93.31%

High Jul 2017 98.01% Low Apr 2018 83.74%

Average Sold/List Ratio this month at **94.64%** above the 5 yr FEB average of **93.31%**



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	3	7.69%	86.67%	86.67%	0.00%	0.00%	0.00%
\$50,001 - \$75,000	3	7.69%	84.76%	102.14%	0.00%	50.00%	0.00%
\$75,001 - \$100,000	4	10.26%	98.54%	98.05%	100.00%	0.00%	0.00%
\$100,001 - \$175,000	12	30.77%	95.03%	93.85%	95.13%	0.00%	0.00%
\$175,001 - \$300,000	9	23.08%	96.41%	99.22%	95.60%	0.00%	0.00%
\$300,001 - \$400,000	3	7.69%	97.92%	97.14%	97.25%	99.37%	0.00%
\$400,001 and up	5	12.82%	96.16%	96.95%	94.20%	95.76%	0.00%
Average Sold/List Ratio		94.60%		95.91%	95.58%	81.71%	0.00%
Total Closed Units		39	100%	15	21	3	
Total Closed Volume		8,032,499		3.16M	4.07M	799.00K	0.00B

February 2021

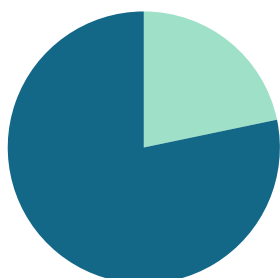
Area Delimited by County Of Bryan



MARKET SUMMARY

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

INVENTORY



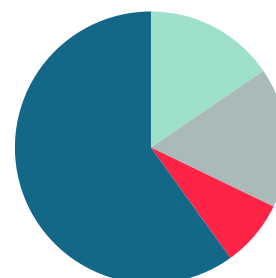
Inventory

- New Listings **53 = 21.72%**
- Start Inventory **191**
- Total Inventory Units **244**
- Volume **\$72,047,871**

Market Activity

- Closed Sales **39 = 15.48%**
- Pending Sales **42 = 16.67%**
- Other Off Market **20 = 7.94%**
- Active Inventory **151 = 59.92%**

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	49	39	-20.41%	80	92	15.00%
Pending Sales	53	42	-20.75%	107	106	-0.93%
New Listings	73	53	-27.40%	223	119	-46.64%
Average List Price	154,414	217,467	+40.83%	159,907	185,625	+16.08%
Average Sale Price	147,262	205,962	+39.86%	151,843	176,850	+16.47%
Average Percent of Selling Price to List Price	94.86%	94.64%	-0.23%	94.93%	94.82%	-0.12%
Average Days on Market to Sale	62.37	28.38	-54.49%	53.90	43.85	-18.65%
Monthly Inventory	379	151	-60.16%	379	151	-60.16%
Months Supply of Inventory	7.81	2.77	-64.60%	7.81	2.77	-64.60%

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

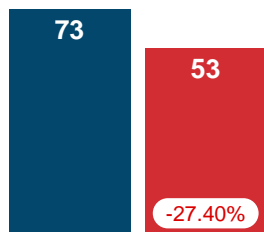
Inventory on February 28, 2021 = **151**

2020 **2021**

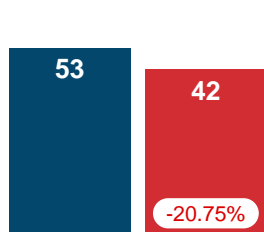
FEBRUARY MARKET

AVERAGE PRICES

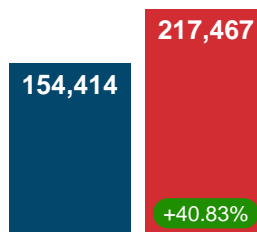
New Listings



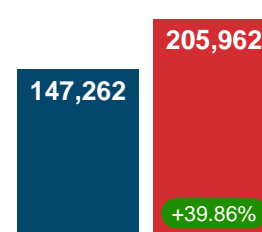
Pending Listings



List Price



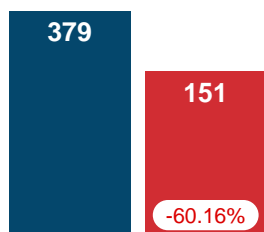
Sale Price



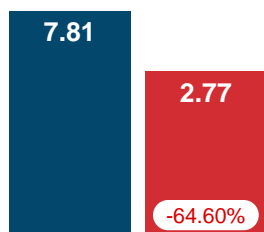
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

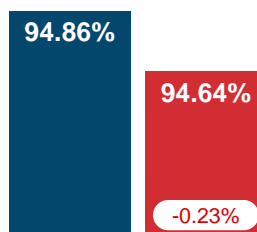
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

