

February 2021

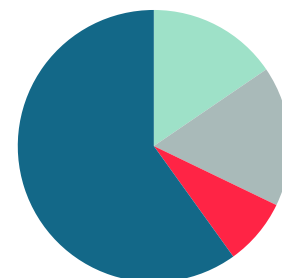
Area Delimited by County Of Bryan



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%
Median List Price	127,500	164,900	29.33%
Median Sale Price	127,500	152,999	20.00%
Median Percent of Selling Price to List Price	96.67%	98.40%	1.79%
Median Days on Market to Sale	32.00	21.00	-34.38%
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.

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 **20.00%** in February 2021 to \$152,999 versus the previous year at \$127,500.

Median Days on Market Shortens

The median number of **21.00** days that homes spent on the market before selling decreased by 11.00 days or **34.38%** in February 2021 compared to last year's same month at **32.00** DOM.

Sales Success for February 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 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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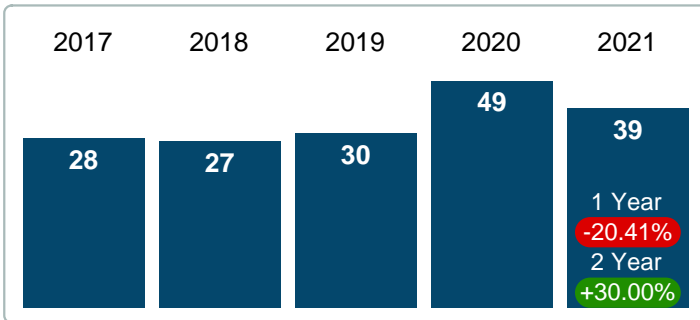
Area Delimited by County Of Bryan



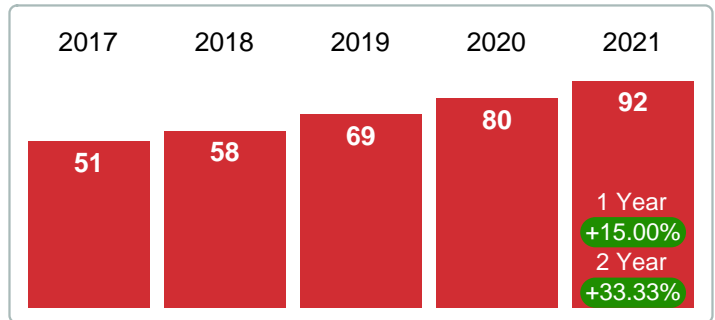
CLOSED LISTINGS

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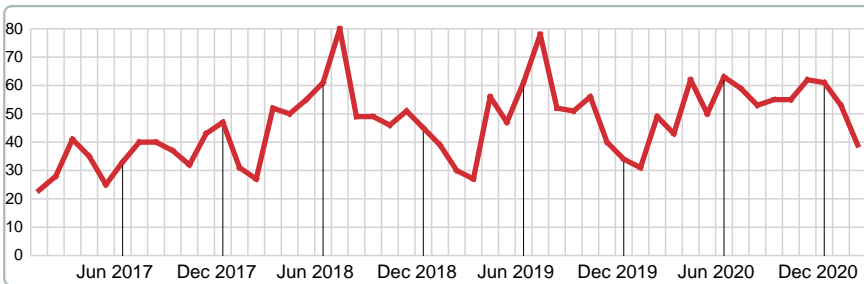
FEBRUARY



YEAR TO DATE (YTD)

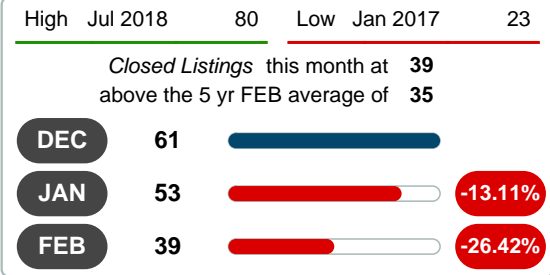


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 35



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	7.69%	55.0	3	0	0	0
\$50,001 - \$75,000	3	7.69%	29.0	2	0	1	0
\$75,001 - \$100,000	4	10.26%	4.0	3	1	0	0
\$100,001 - \$175,000	12	30.77%	12.0	1	11	0	0
\$175,001 - \$300,000	9	23.08%	3.0	2	7	0	0
\$300,001 - \$400,000	3	7.69%	89.0	1	1	1	0
\$400,001 and up	5	12.82%	23.0	3	1	1	0
Total Closed Units	39			15	21	3	0
Total Closed Volume	8,032,499	100%	21.0	3.16M	4.07M	799.00K	0.00B
Median Closed Price	\$152,999			\$94,500	\$159,900	\$317,000	\$0

February 2021

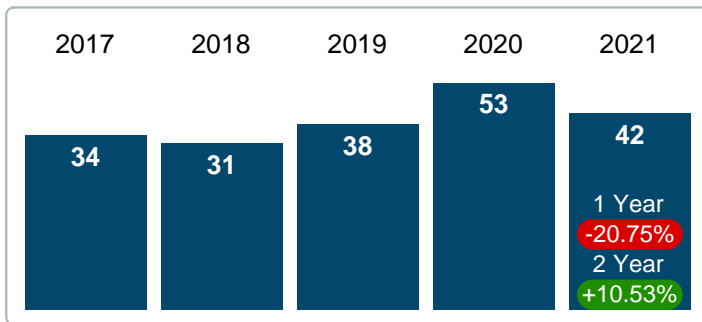
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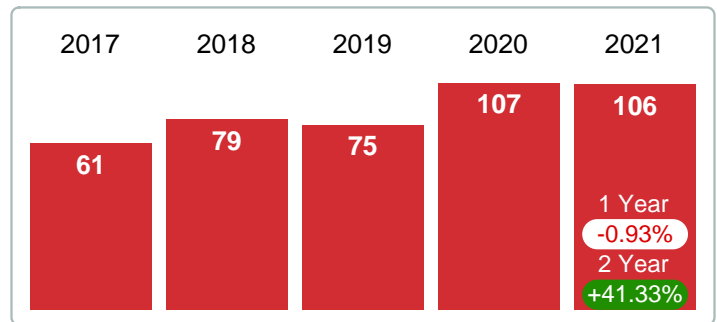
PENDING LISTINGS

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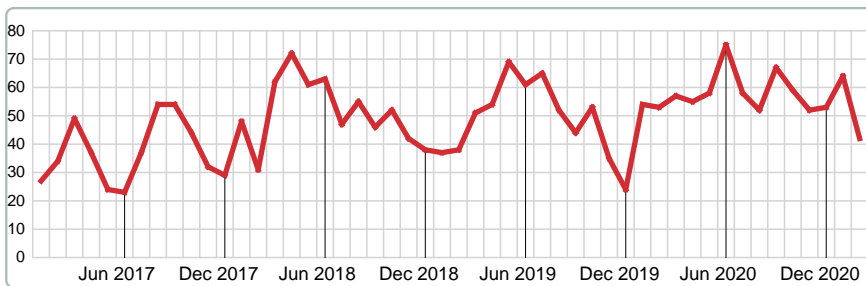
FEBRUARY



YEAR TO DATE (YTD)

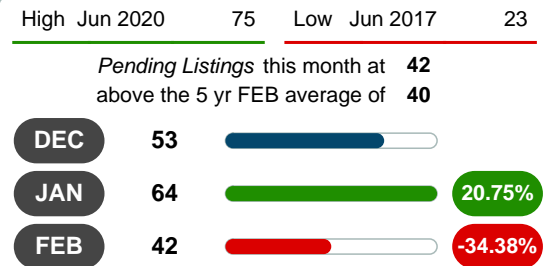


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 40



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	9.52%	89.0	4	0	0	0
\$50,001 - \$100,000	5	11.90%	10.0	4	1	0	0
\$100,001 - \$125,000	2	4.76%	15.0	2	0	0	0
\$125,001 - \$200,000	12	28.57%	3.0	1	9	2	0
\$200,001 - \$250,000	9	21.43%	12.0	0	8	1	0
\$250,001 - \$350,000	5	11.90%	15.0	1	4	0	0
\$350,001 and up	5	11.90%	74.0	2	1	1	1
Total Pending Units	42			14	23	4	1
Total Pending Volume	8,729,950	100%	13.5	2.35M	4.88M	920.90K	585.00K
Median Listing Price	\$172,450			\$82,000	\$205,000	\$204,950	\$585,000

February 2021

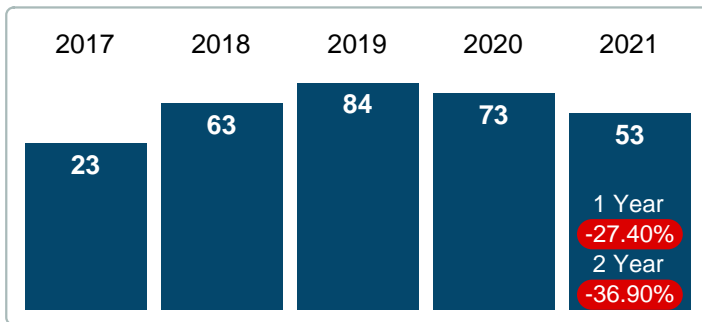
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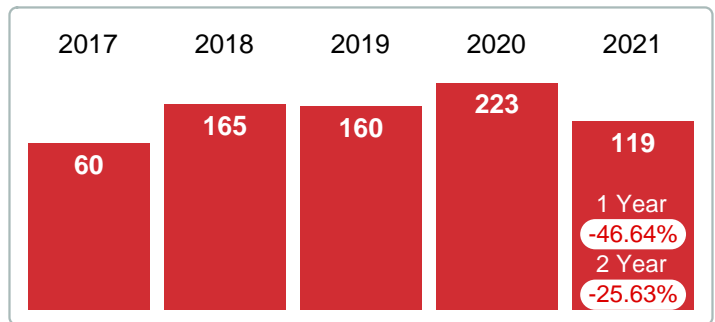
NEW LISTINGS

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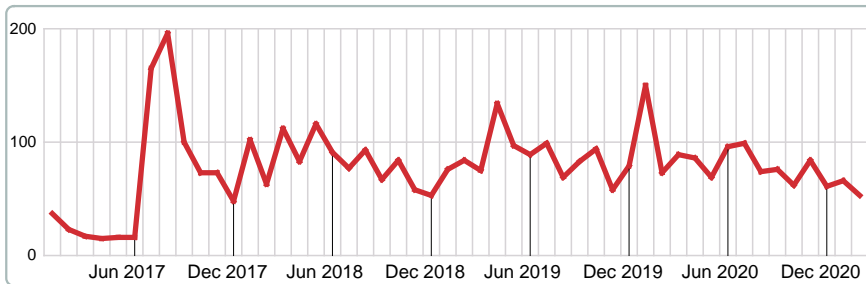
FEBRUARY



YEAR TO DATE (YTD)

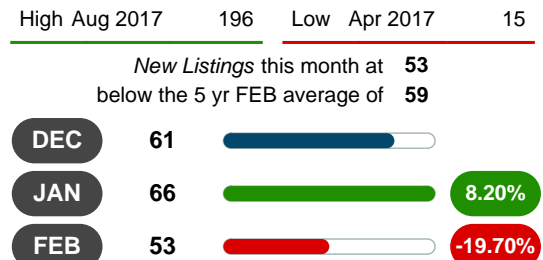


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 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
Median New Listed Listing Price	\$162,000		\$110,000	\$205,000	\$189,900	\$0

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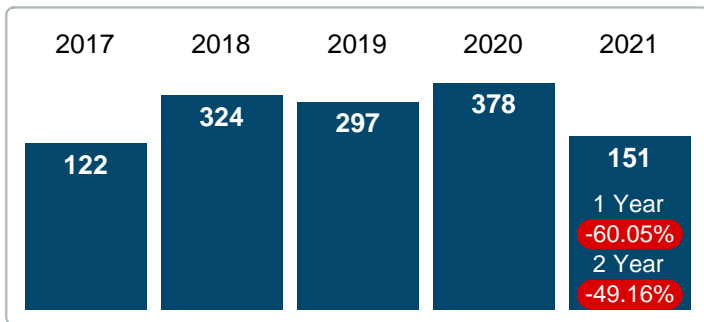
Area Delimited by County Of Bryan



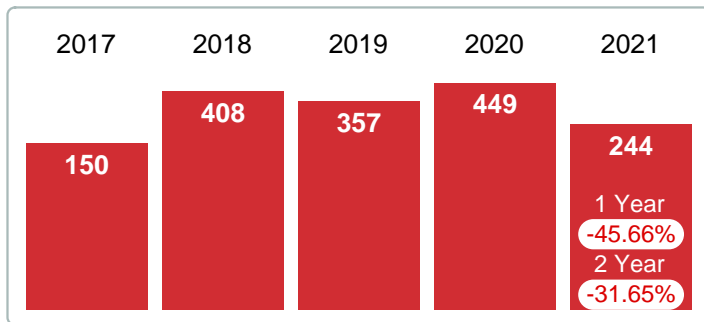
ACTIVE INVENTORY

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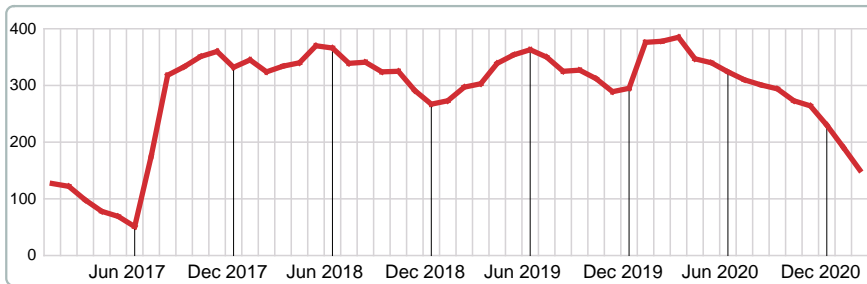
END OF FEBRUARY



ACTIVE DURING FEBRUARY

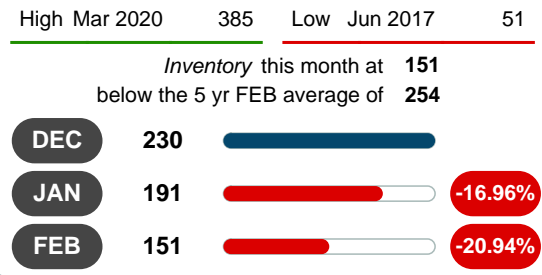


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 254



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	10	6.62%	45.5	10	0	0	0
\$25,001 - \$25,000	0	0.00%	45.5	0	0	0	0
\$25,001 - \$125,000	43	28.48%	54.0	38	4	0	1
\$125,001 - \$300,000	46	30.46%	82.0	19	19	8	0
\$300,001 - \$450,000	19	12.58%	76.0	11	0	7	1
\$450,001 - \$675,000	16	10.60%	128.5	8	2	3	3
\$675,001 and up	17	11.26%	116.0	10	3	3	1
Total Active Inventory by Units	151			96	28	21	6
Total Active Inventory by Volume	51,977,746	100%	76.0	26.61M	8.92M	11.86M	4.59M
Median Active Inventory Listing Price	\$214,900			\$130,000	\$244,450	\$339,000	\$619,500

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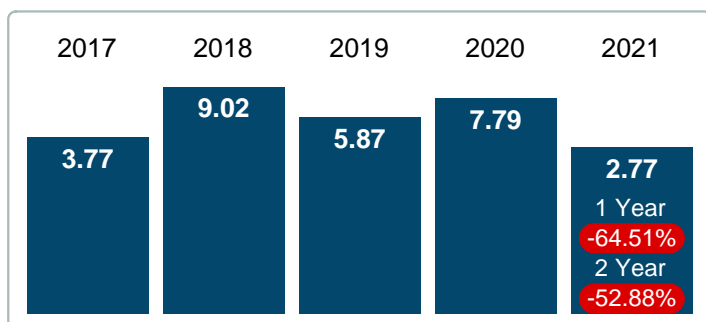
Area Delimited by County Of Bryan



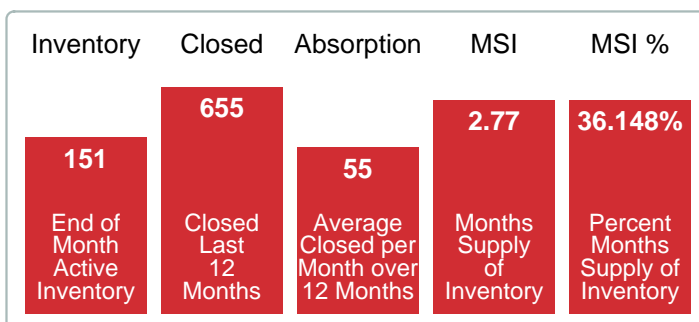
MONTHS SUPPLY of INVENTORY (MSI)

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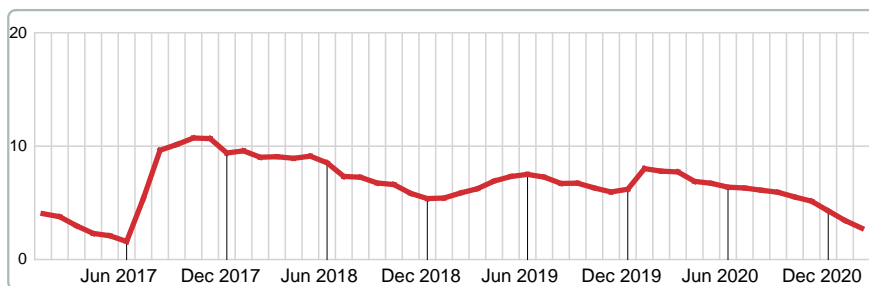
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2021



5 YEAR MARKET ACTIVITY TRENDS

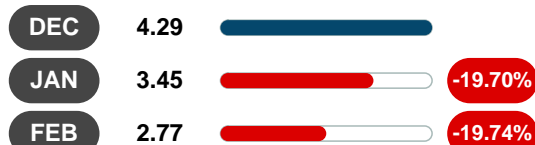


3 MONTHS

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

February 2021

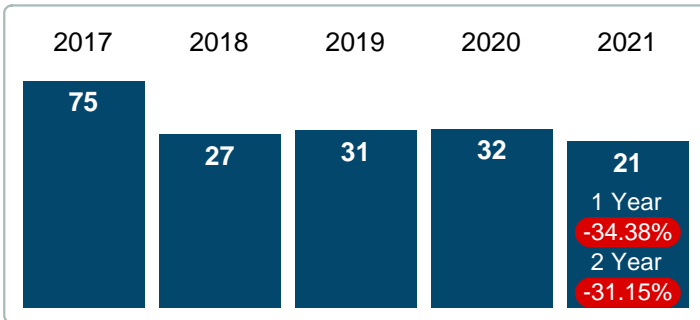
Area Delimited by County Of Bryan



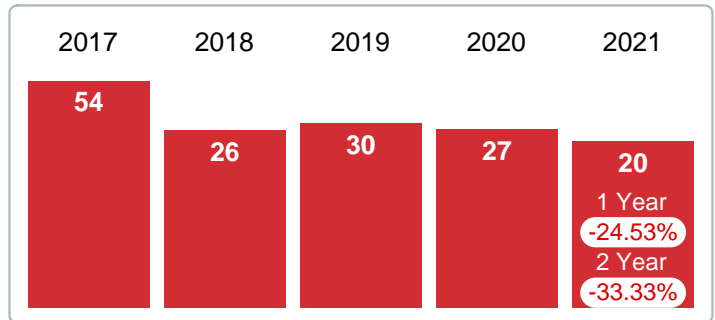
MEDIAN DAYS ON MARKET TO SALE

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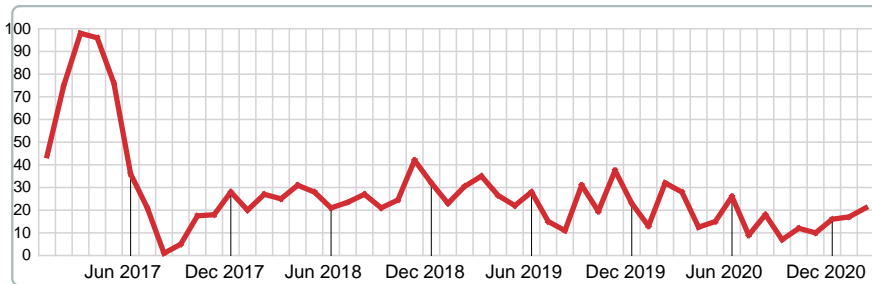
FEBRUARY



YEAR TO DATE (YTD)

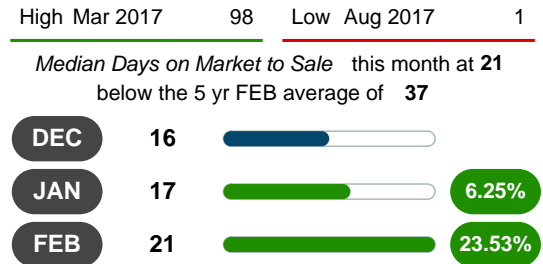


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 37



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	7.69%	55	55	0	0	0
\$50,001 - \$75,000	7.69%	29	66	0	29	0
\$75,001 - \$100,000	10.26%	4	4	1	0	0
\$100,001 - \$175,000	30.77%	12	112	6	0	0
\$175,001 - \$300,000	23.08%	3	17	3	0	0
\$300,001 - \$400,000	7.69%	89	21	89	96	0
\$400,001 and up	12.82%	23	27	19	1	0
Median Closed DOM		21	27	6	29	0
Total Closed Units	100%	39	15	21	3	
Total Closed Volume		8,032,499	3.16M	4.07M	799.00K	0.00B

February 2021

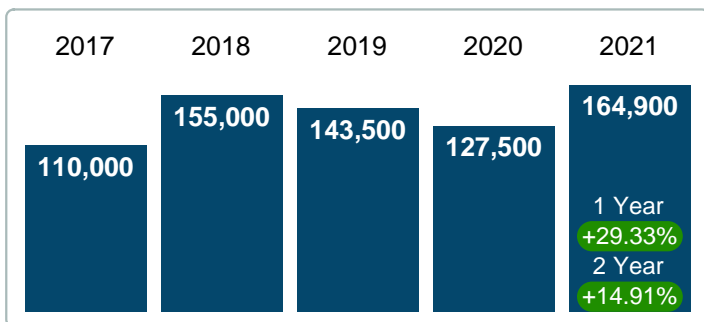
Area Delimited by County Of Bryan



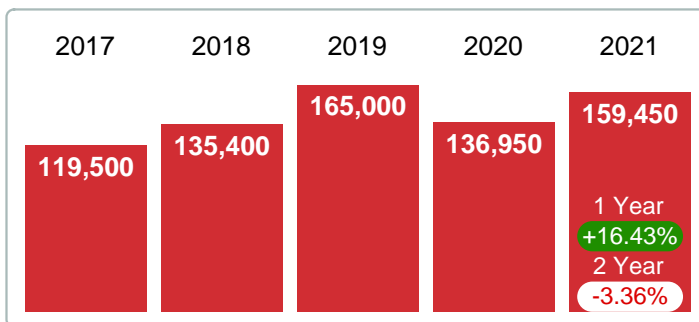
MEDIAN LIST PRICE AT CLOSING

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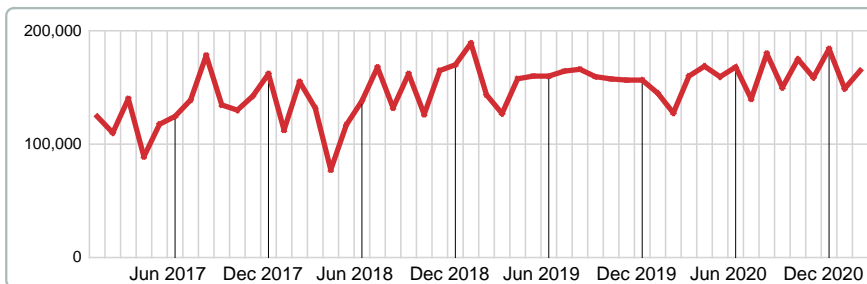
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

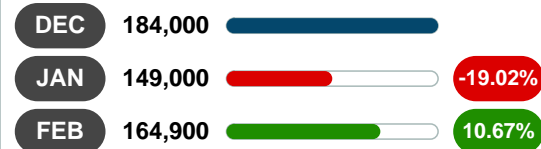


3 MONTHS

5 year FEB AVG = 140,180

High Jan 2019 189,000 Low Apr 2018 77,400

Median List Price at Closing this month at **164,900**
above the 5 yr FEB average of **140,180**



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	10.26%	37,500	37,500	0	0	0
\$50,001 - \$75,000	2.56%	69,500	69,500	0	0	0
\$75,001 - \$100,000	10.26%	85,750	86,500	79,000	0	0
\$100,001 - \$175,000	30.77%	134,500	130,000	129,500	150,000	0
\$175,001 - \$300,000	23.08%	191,000	275,500	187,000	0	0
\$300,001 - \$400,000	7.69%	350,000	350,000	359,900	319,000	0
\$400,001 and up	15.38%	537,500	625,000	557,500	425,000	0
Median List Price		164,900	94,900	174,900	319,000	0
Total Closed Units	100%	164,900	15	21	3	0
Total Closed Volume			3.24M	4.35M	894.00K	0.00B

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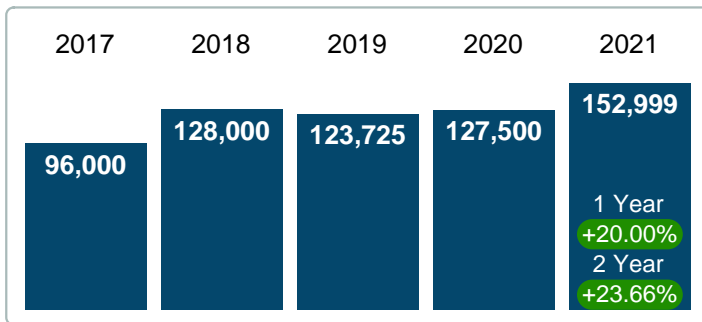
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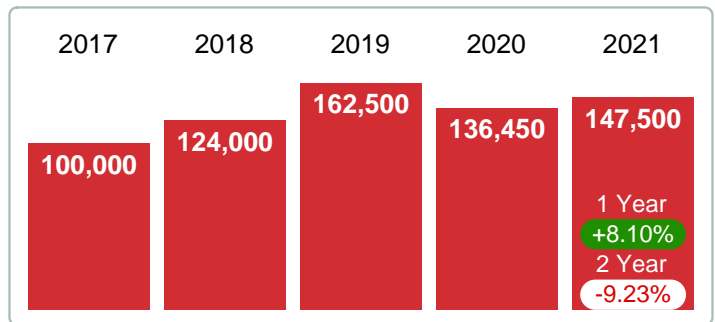
MEDIAN SOLD PRICE AT CLOSING

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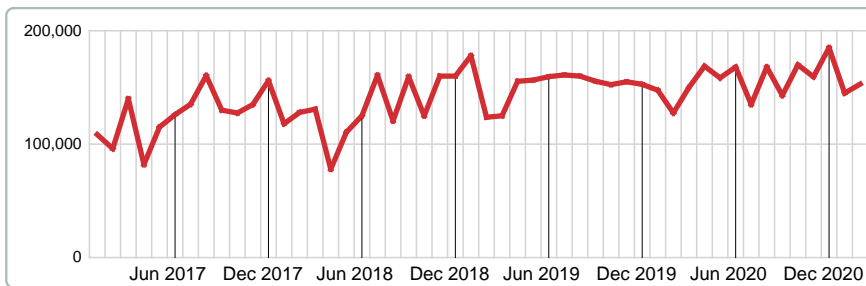
FEBRUARY



YEAR TO DATE (YTD)

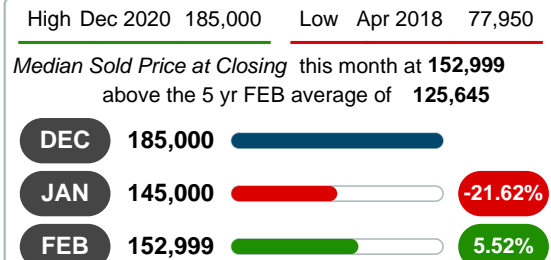


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 125,645



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	7.69%	20,000	20,000	0	0	0
\$50,001 - \$75,000	7.69%	69,000	60,750	0	75,000	0
\$75,001 - \$100,000	10.26%	83,450	86,900	79,000	0	0
\$100,001 - \$175,000	30.77%	121,000	122,000	120,000	0	0
\$175,001 - \$300,000	23.08%	222,000	271,300	193,000	0	0
\$300,001 - \$400,000	7.69%	340,000	340,000	350,000	317,000	0
\$400,001 and up	12.82%	615,000	615,000	650,000	407,000	0
Median Sold Price		152,999	94,500	159,900	317,000	0
Total Closed Units		39	15	21	3	0
Total Closed Volume		8,032,499	3.16M	4.07M	799.00K	0.00B

February 2021

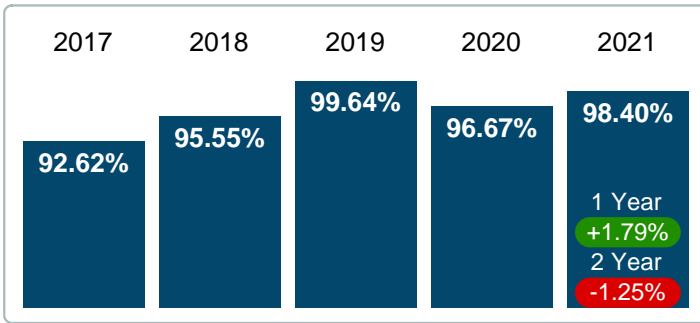
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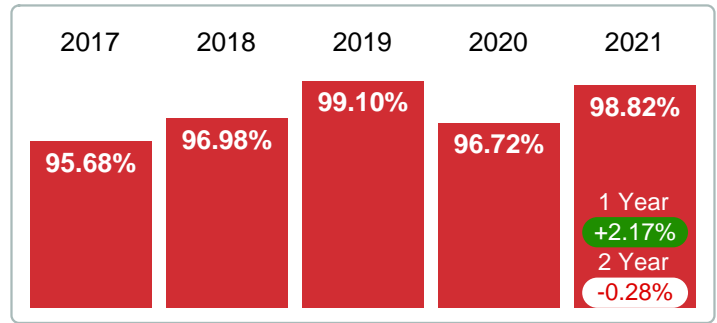
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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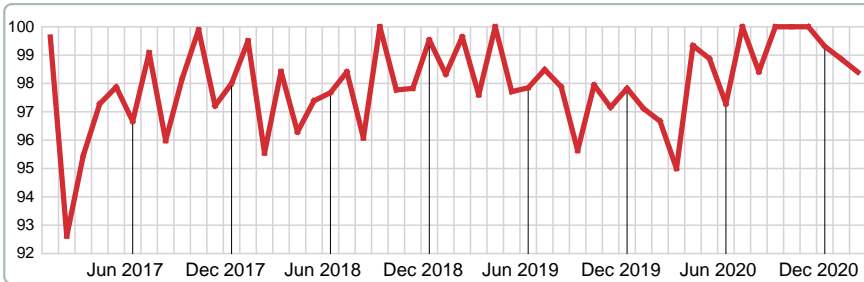
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

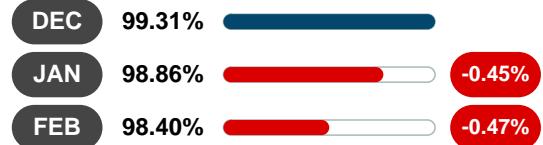


3 MONTHS

5 year FEB AVG = 96.58%

High Nov 2020 100.00% Low Feb 2017 92.62%

Median Sold/List Ratio this month at **98.40%**
above the 5 yr FEB average of **96.58%**



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	3	7.69%	80.00%	80.00%	0.00%	0.00%	0.00%
\$50,001 - \$75,000	3	7.69%	99.28%	102.14%	0.00%	50.00%	0.00%
\$75,001 - \$100,000	4	10.26%	99.79%	99.58%	100.00%	0.00%	0.00%
\$100,001 - \$175,000	12	30.77%	97.84%	93.85%	98.18%	0.00%	0.00%
\$175,001 - \$300,000	9	23.08%	100.00%	99.22%	100.00%	0.00%	0.00%
\$300,001 - \$400,000	3	7.69%	97.25%	97.14%	97.25%	99.37%	0.00%
\$400,001 and up	5	12.82%	95.76%	98.40%	94.20%	95.76%	0.00%
Median Sold/List Ratio		98.40%		98.40%	99.47%	95.76%	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

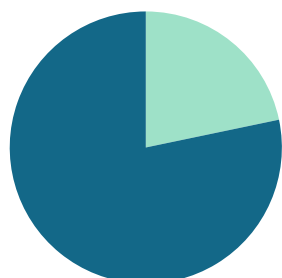
Area Delimited by County Of Bryan



MARKET SUMMARY

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

INVENTORY

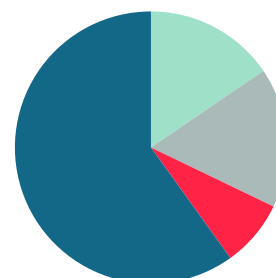


Inventory
 New Listings
53 = 21.72%
 Start Inventory
191
 Total Inventory Units
244
 Volume
\$72,047,871

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%
Median List Price	127,500	164,900	29.33%	136,950	159,450	16.43%
Median Sale Price	127,500	152,999	20.00%	136,450	147,500	8.10%
Median Percent of Selling Price to List Price	96.67%	98.40%	1.79%	96.72%	98.82%	2.17%
Median Days on Market to Sale	32.00	21.00	-34.38%	26.50	20.00	-24.53%
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

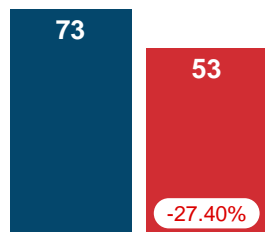
Inventory on February 28, 2021 = **151**

2020 **2021**

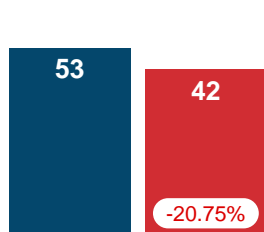
FEBRUARY MARKET

MEDIAN PRICES

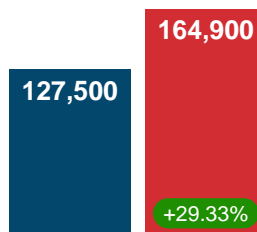
New Listings



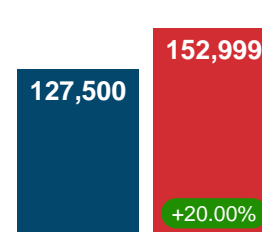
Pending Listings



List Price



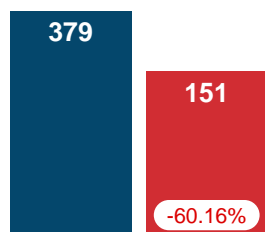
Sale Price



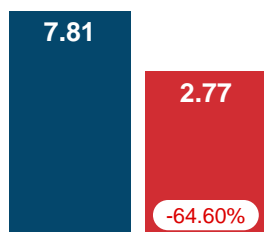
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

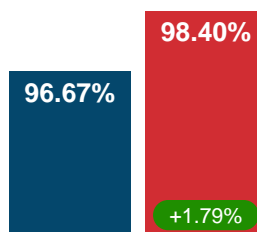
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

