

January 2021

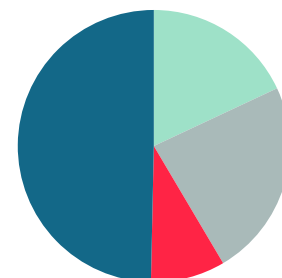
Area Delimited by County Of Bryan



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	January 2021	+/-%
Closed Listings	31	53	70.97%
Pending Listings	54	69	27.78%
New Listings	150	66	-56.00%
Average List Price	168,588	162,194	-3.79%
Average Sale Price	159,084	155,429	-2.30%
Average Percent of Selling Price to List Price	95.04%	94.95%	-0.09%
Average Days on Market to Sale	40.52	55.23	36.31%
End of Month Inventory	376	146	-61.17%
Months Supply of Inventory	8.01	2.63	-67.13%



■ Closed (18.03%)
■ Pending (23.47%)
■ Other OffMarket (8.84%)
■ Active (49.66%)

Absorption: Last 12 months, an Average of **55** Sales/Month
Active Inventory as of January 31, 2021 = **146**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2021 decreased **61.17%** to 146 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 **2.63** 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 **2.30%** in January 2021 to \$155,429 versus the previous year at \$159,084.

Average Days on Market Lengthens

The average number of **55.23** days that homes spent on the market before selling increased by 14.71 days or **36.31%** in January 2021 compared to last year's same month at **40.52** DOM.

Sales Success for January 2021 is Positive

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

There were 66 New Listings in January 2021, down **56.00%** from last year at 150. Furthermore, there were 53 Closed Listings this month versus last year at 31, a **70.97%** increase.

Closed versus Listed trends yielded a **80.3%** ratio, up from previous year's, January 2020, at **20.7%**, a **288.56%** 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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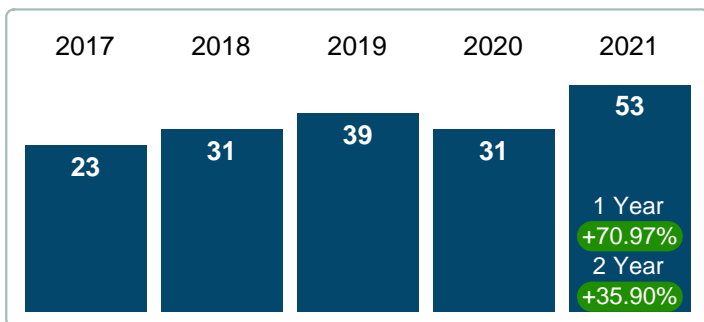
Area Delimited by County Of Bryan



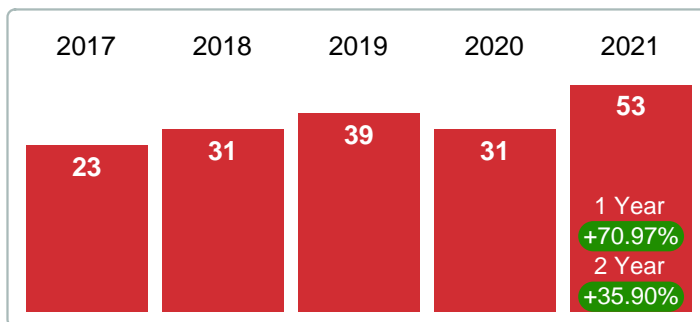
CLOSED LISTINGS

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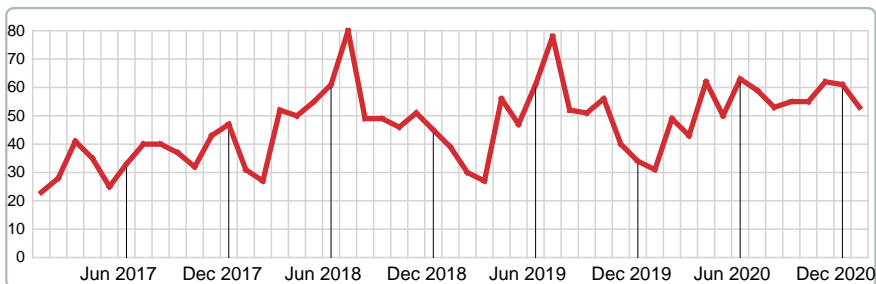
JANUARY



YEAR TO DATE (YTD)

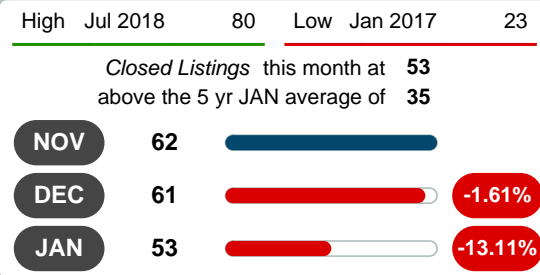


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN 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
\$25,000 and less	5	9.43%	77.4	5	0	0	0
\$25,001 - \$50,000	5	9.43%	38.0	4	0	1	0
\$50,001 - \$100,000	9	16.98%	48.8	5	3	1	0
\$100,001 - \$150,000	9	16.98%	67.6	3	6	0	0
\$150,001 - \$200,000	13	24.53%	17.8	1	9	3	0
\$200,001 - \$250,000	7	13.21%	63.0	0	5	2	0
\$250,001 and up	5	9.43%	126.0	0	1	3	1
Total Closed Units	53			18	24	10	1
Total Closed Volume	8,237,725	100%	55.2	1.17M	3.90M	2.46M	710.00K
Average Closed Price	\$155,429			\$64,890	\$162,633	\$245,650	\$710,000

January 2021



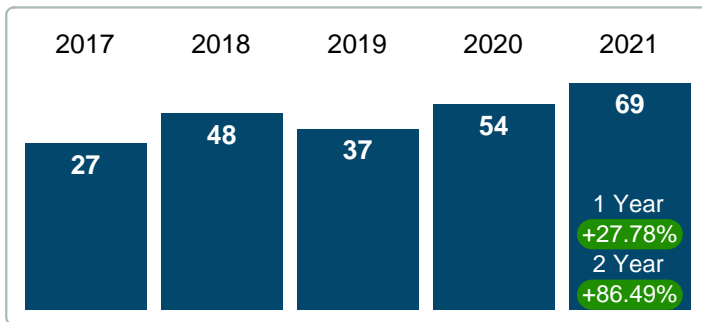
Area Delimited by County Of Bryan



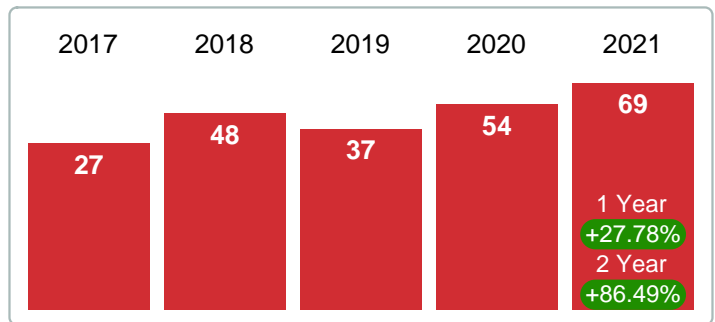
PENDING LISTINGS

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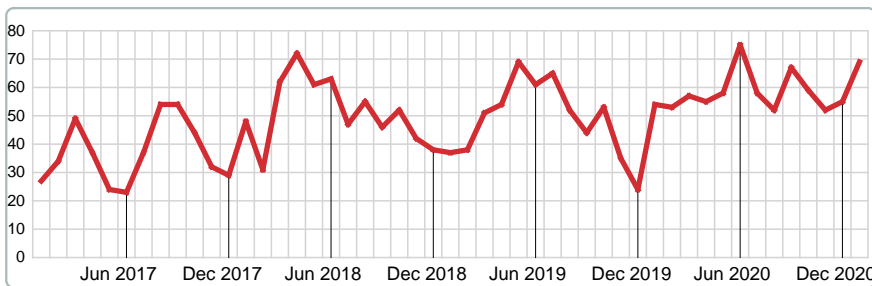
JANUARY



YEAR TO DATE (YTD)

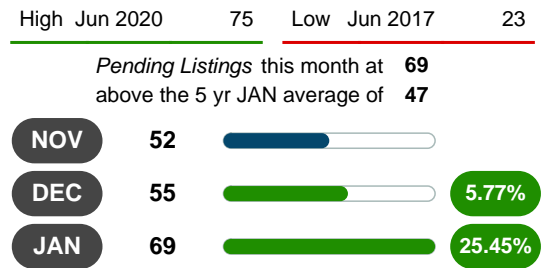


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 47



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	6	8.70%	22.8	5	1	0	0
\$75,001 - \$100,000	8	11.59%	23.4	7	1	0	0
\$100,001 - \$150,000	8	11.59%	59.5	1	5	2	0
\$150,001 - \$225,000	21	30.43%	48.8	1	16	4	0
\$225,001 - \$350,000	10	14.49%	35.5	1	4	5	0
\$350,001 - \$450,000	10	14.49%	70.9	3	5	2	0
\$450,001 and up	6	8.70%	112.0	4	1	0	1
Total Pending Units	69			22	33	13	1
Total Pending Volume	16,948,700	100%	34.9	5.14M	7.42M	3.15M	1.25M
Average Listing Price	\$183,636			\$233,450	\$224,718	\$242,085	\$1,250,000

January 2021

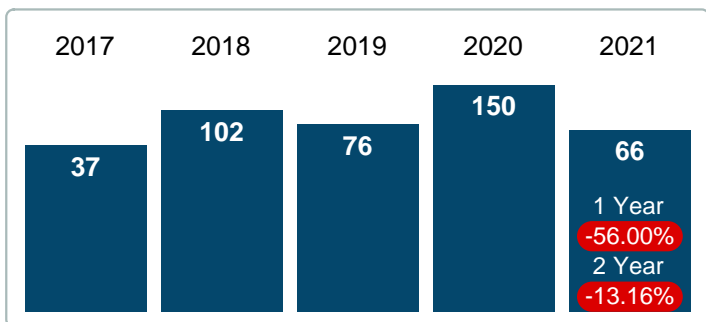
Area Delimited by County Of Bryan



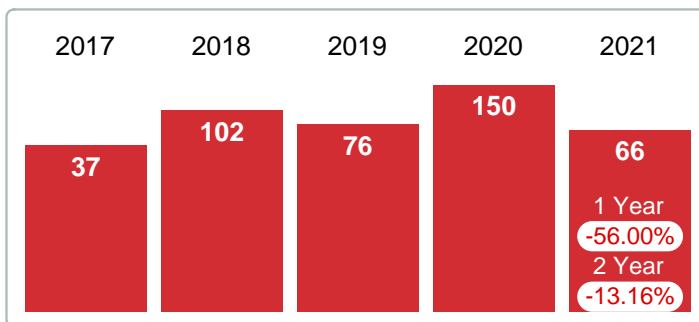
NEW LISTINGS

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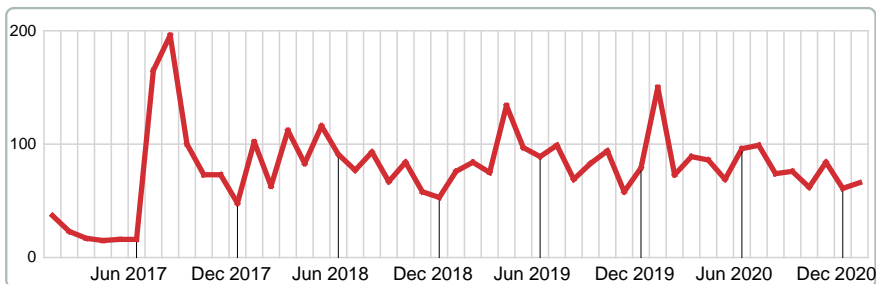
JANUARY



YEAR TO DATE (YTD)

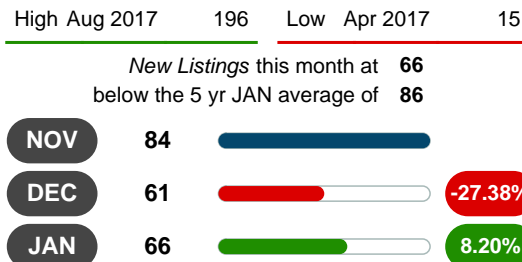


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 86



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	2	3.03%	2	0	0	0
\$25,001 - \$75,000	14	21.21%	13	1	0	0
\$75,001 - \$125,000	8	12.12%	5	3	0	0
\$125,001 - \$225,000	15	22.73%	1	11	3	0
\$225,001 - \$300,000	11	16.67%	3	6	2	0
\$300,001 - \$475,000	9	13.64%	0	3	5	1
\$475,001 and up	7	10.61%	4	1	2	0
Total New Listed Units	66		28	25	12	1
Total New Listed Volume	14,821,975	100%	4.67M	5.74M	4.11M	309.90K
Average New Listed Listing Price	\$175,690		\$166,649	\$229,548	\$342,267	\$309,900

January 2021

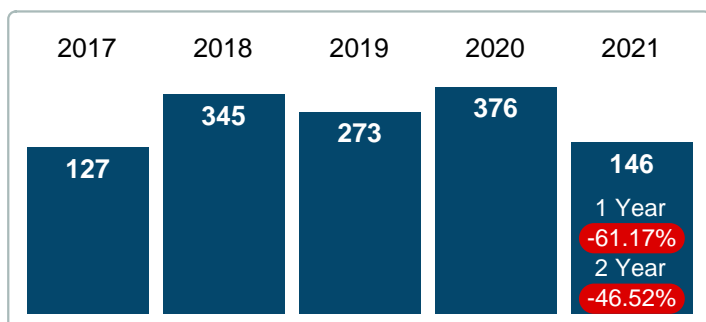
Area Delimited by County Of Bryan



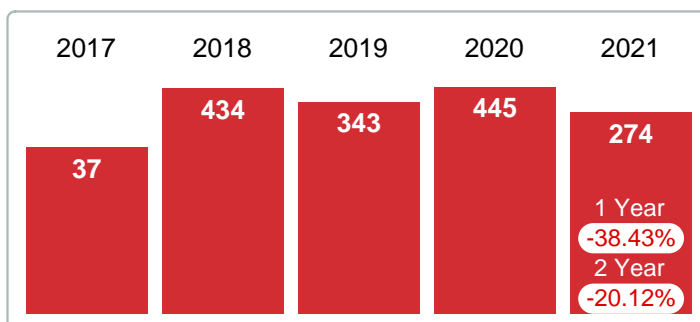
ACTIVE INVENTORY

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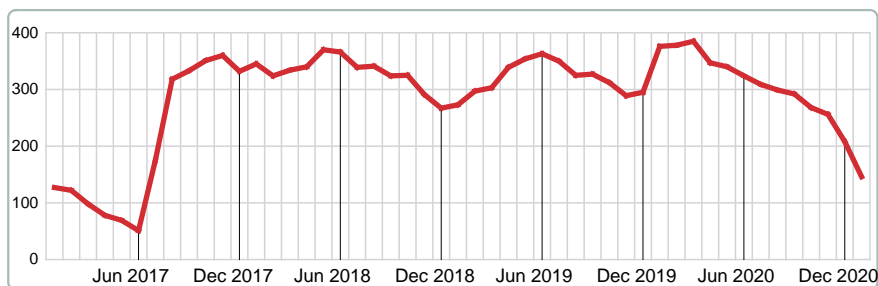
END OF JANUARY



ACTIVE DURING JANUARY

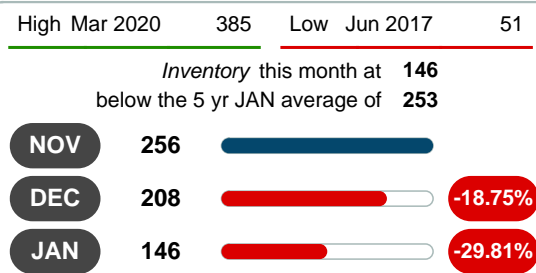


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 253



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	9	6.16%	94.2	9	0	0	0
\$25,001 - \$75,000	24	16.44%	50.3	23	1	0	0
\$75,001 - \$125,000	20	13.70%	110.2	14	5	0	1
\$125,001 - \$275,000	38	26.03%	84.7	14	18	6	0
\$275,001 - \$475,000	22	15.07%	91.7	12	1	8	1
\$475,001 - \$675,000	18	12.33%	110.8	9	3	2	4
\$675,001 and up	15	10.27%	104.0	9	2	3	1
Total Active Inventory by Units	146			90	30	19	7
Total Active Inventory by Volume	49,251,121	100%	89.4	24.18M	8.52M	11.37M	5.18M
Average Active Inventory Listing Price	\$337,336			\$268,659	\$284,003	\$598,568	\$739,843

January 2021

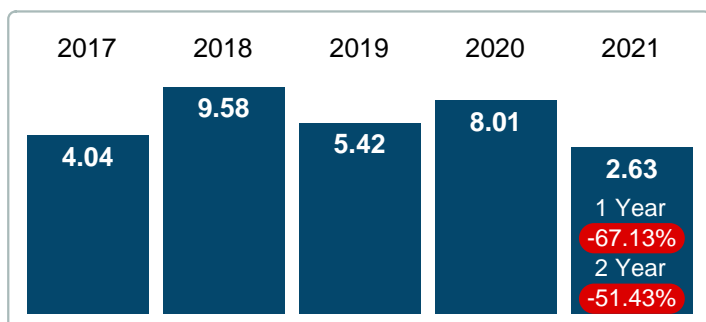
Area Delimited by County Of Bryan



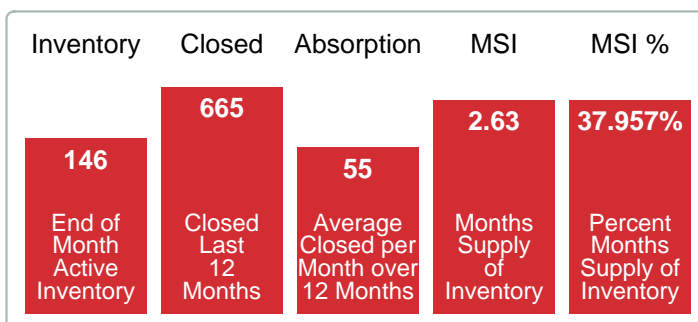
MONTHS SUPPLY of INVENTORY (MSI)

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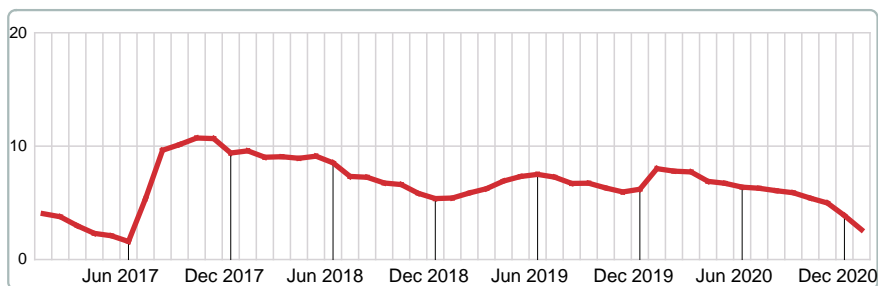
MSI FOR JANUARY



INDICATORS FOR JANUARY 2021

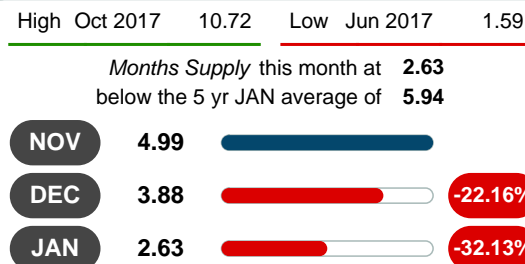


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 5.94



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	9	6.16%	2.63	2.77	0.00	0.00	0.00
\$25,001 - \$75,000	24	16.44%	3.39	4.68	0.50	0.00	0.00
\$75,001 - \$125,000	20	13.70%	1.98	3.17	1.07	0.00	12.00
\$125,001 - \$275,000	38	26.03%	1.39	4.31	0.96	1.26	0.00
\$275,001 - \$475,000	22	15.07%	3.77	28.80	0.44	3.56	1.09
\$475,001 - \$675,000	18	12.33%	16.62	54.00	12.00	4.00	24.00
\$675,001 and up	15	10.27%	22.50	36.00	12.00	18.00	12.00
Market Supply of Inventory (MSI)			2.63	5.40	1.06	2.17	4.20
Total Active Inventory by Units		100%	2.63	90	30	19	7

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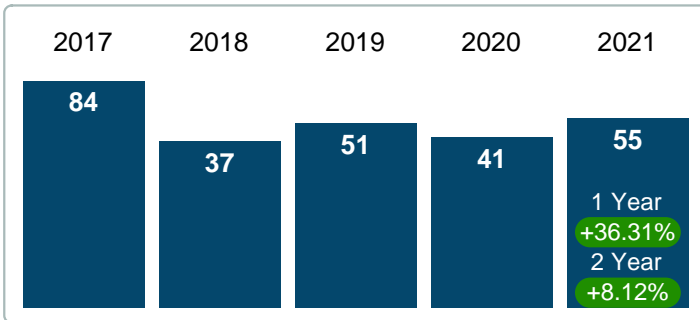
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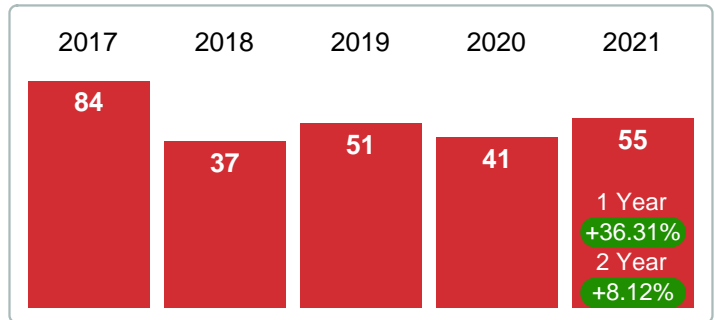
AVERAGE DAYS ON MARKET TO SALE

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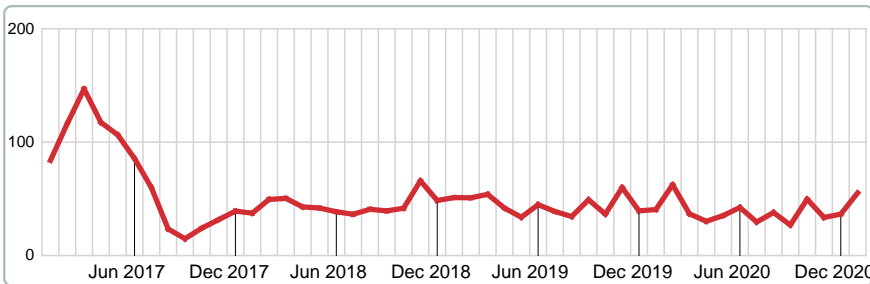
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

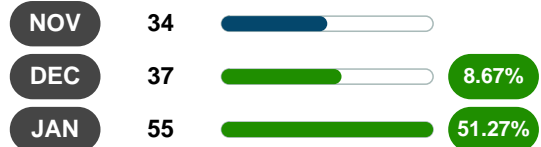


3 MONTHS

5 year JAN AVG = 54

High Mar 2017 147 Low Sep 2017 15

Average Days on Market to Sale this month at 55 above the 5 yr JAN average of 54



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
\$25,000 and less	9.43%	77	77	0	0	0
\$25,001 - \$50,000	9.43%	38	47	0	3	0
\$50,001 - \$100,000	16.98%	49	55	8	137	0
\$100,001 - \$150,000	16.98%	68	95	54	0	0
\$150,001 - \$200,000	24.53%	18	181	2	12	0
\$200,001 - \$250,000	13.21%	63	0	21	169	0
\$250,001 and up	9.43%	126	0	262	100	67
Average Closed DOM		55	73	30	82	67
Total Closed Units	100%	53	18	24	10	1
Total Closed Volume		8,237,725	1.17M	3.90M	2.46M	710.00K

January 2021

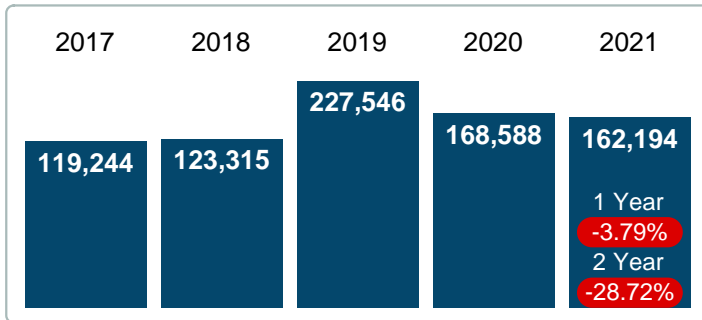
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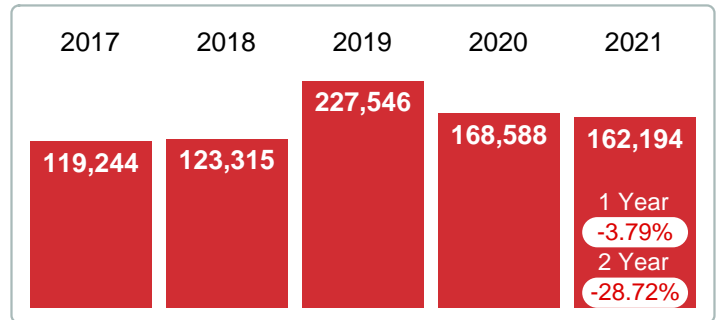
AVERAGE LIST PRICE AT CLOSING

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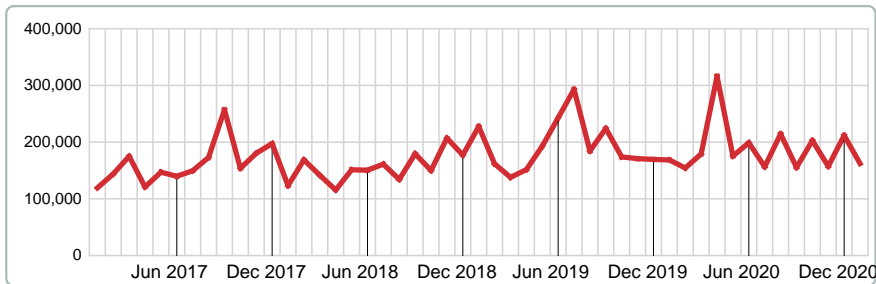
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

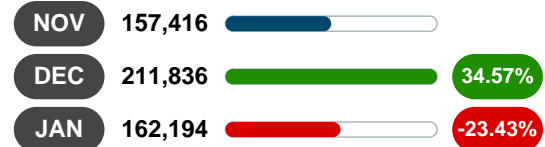


3 MONTHS

5 year JAN AVG = 160,178

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

Average List Price at Closing this month at **162,194**
above the 5 yr JAN average of **160,178**



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
\$25,000 and less	9.43%	20,580	20,580	0	0	0
\$25,001 - \$50,000	9.43%	38,900	37,875	0	43,000	0
\$50,001 - \$100,000	13.21%	74,543	86,180	71,967	108,000	0
\$100,001 - \$150,000	18.87%	129,480	137,333	135,800	0	0
\$150,001 - \$200,000	26.42%	175,314	199,000	172,933	178,000	0
\$200,001 - \$250,000	13.21%	222,057	0	215,880	237,500	0
\$250,001 and up	9.43%	494,700	0	324,000	450,500	798,000
Average List Price		162,194	72,017	166,271	251,150	798,000
Total Closed Units	100%	162,194	18	24	10	1
Total Closed Volume		8,596,300	1.30M	3.99M	2.51M	798.00K

January 2021

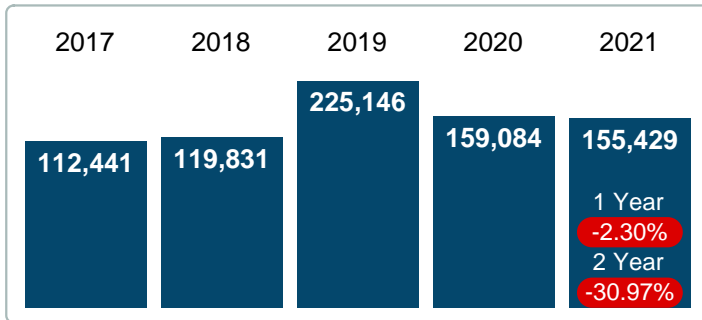
Area Delimited by County Of Bryan



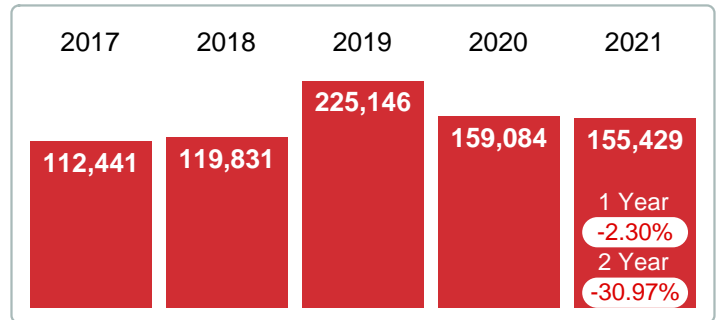
AVERAGE SOLD PRICE AT CLOSING

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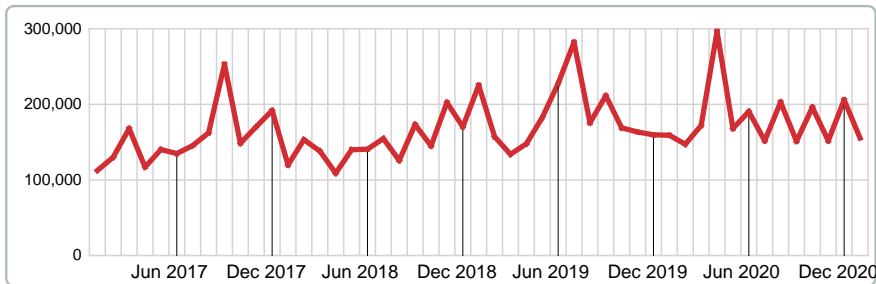
JANUARY



YEAR TO DATE (YTD)

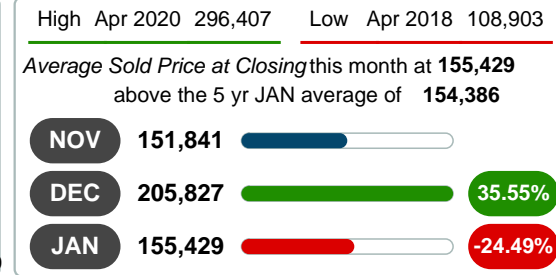


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 154,386



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
\$25,000 and less	9.43%	17,880	17,880	0	0	0
\$25,001 - \$50,000	9.43%	35,600	33,625	0	43,500	0
\$50,001 - \$100,000	16.98%	75,033	73,980	68,800	99,000	0
\$100,001 - \$150,000	16.98%	129,303	128,075	129,917	0	0
\$150,001 - \$200,000	24.53%	175,415	190,000	172,933	178,000	0
\$200,001 - \$250,000	13.21%	220,843	0	214,180	237,500	0
\$250,001 and up	9.43%	461,000	0	290,000	435,000	710,000
Average Sold Price		155,429	64,890	162,633	245,650	710,000
Total Closed Units	100%	155,429	18	24	10	1
Total Closed Volume		8,237,725	1.17M	3.90M	2.46M	710.00K

January 2021

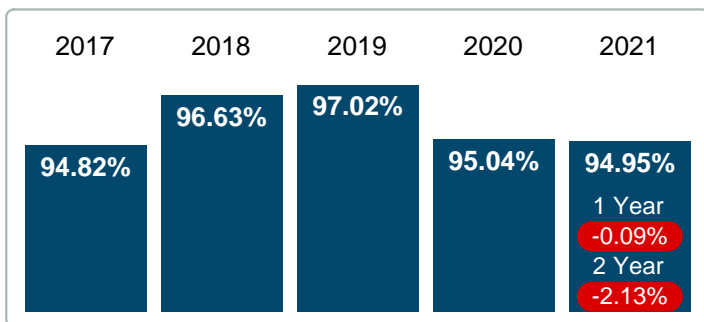
Area Delimited by County Of Bryan



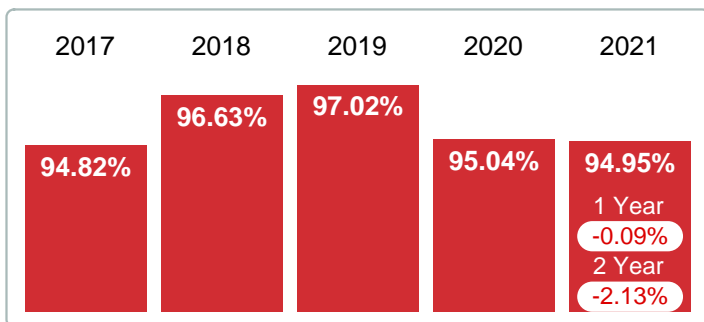
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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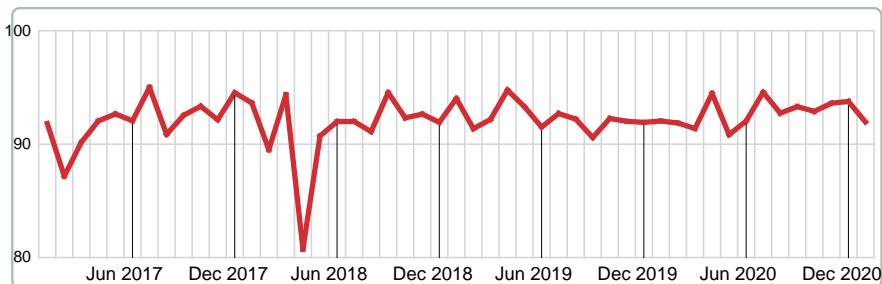
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

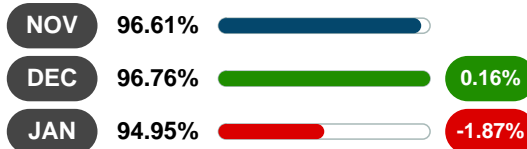


3 MONTHS

5 year JAN AVG = 95.69%

High Jul 2017 98.01% Low Apr 2018 83.74%

Average Sold/List Ratio this month at **94.95%** below the 5 yr JAN average of **95.69%**



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
\$25,000 and less	5	9.43%	88.25%	88.25%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	5	9.43%	91.05%	88.52%	0.00%	101.16%	0.00%
\$50,001 - \$100,000	9	16.98%	91.07%	88.51%	95.13%	91.67%	0.00%
\$100,001 - \$150,000	9	16.98%	95.16%	93.33%	96.07%	0.00%	0.00%
\$150,001 - \$200,000	13	24.53%	99.65%	95.48%	100.00%	100.00%	0.00%
\$200,001 - \$250,000	7	13.21%	99.42%	0.00%	99.19%	100.00%	0.00%
\$250,001 and up	5	9.43%	93.72%	0.00%	89.51%	96.71%	88.97%
Average Sold/List Ratio		95.00%		89.63%	97.80%	98.30%	88.97%
Total Closed Units		53	100%	18	24	10	1
Total Closed Volume		8,237,725		1.17M	3.90M	2.46M	710.00K

January 2021

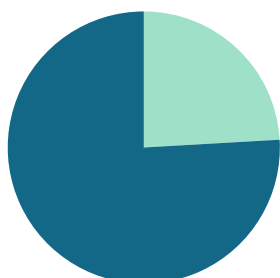
Area Delimited by County Of Bryan



MARKET SUMMARY

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

INVENTORY

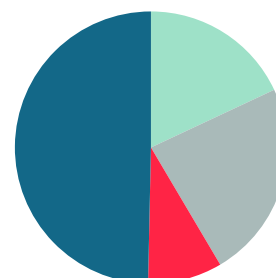


Inventory
 New Listings
66 = 24.09%
 Start Inventory
208
 Total Inventory Units
274
 Volume
\$77,236,846

Market Activity

Closed Sales
53 = 18.03%
 Pending Sales
69 = 23.47%
 Other Off Market
26 = 8.84%
 Active Inventory
146 = 49.66%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	31	53	70.97%	31	53	70.97%
Pending Sales	54	69	27.78%	54	69	27.78%
New Listings	150	66	-56.00%	150	66	-56.00%
Average List Price	168,588	162,194	-3.79%	168,588	162,194	-3.79%
Average Sale Price	159,084	155,429	-2.30%	159,084	155,429	-2.30%
Average Percent of Selling Price to List Price	95.04%	94.95%	-0.09%	95.04%	94.95%	-0.09%
Average Days on Market to Sale	40.52	55.23	36.31%	40.52	55.23	36.31%
Monthly Inventory	376	146	-61.17%	376	146	-61.17%
Months Supply of Inventory	8.01	2.63	-67.13%	8.01	2.63	-67.13%

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

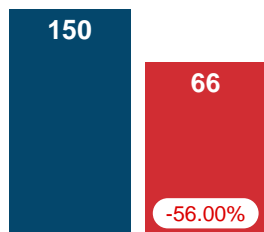
Inventory on January 31, 2021 = **146**

2020 **2021**

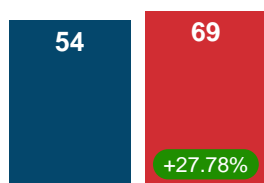
JANUARY MARKET

AVERAGE PRICES

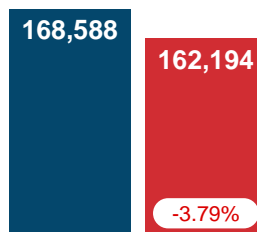
New Listings



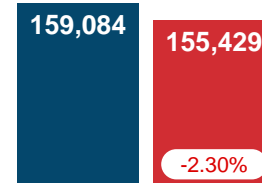
Pending Listings



List Price



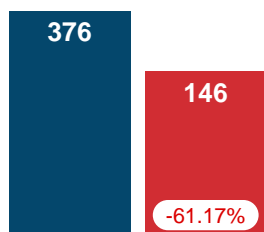
Sale Price



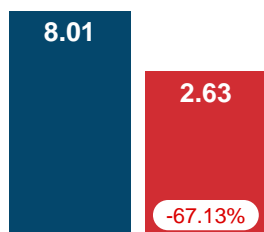
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

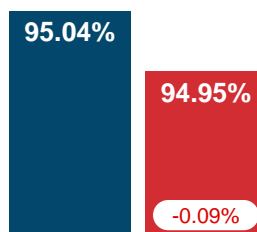
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

