

# January 2021

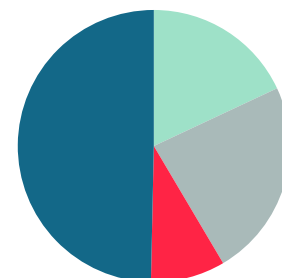
Area Delimited by County Of Bryan



## 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%
Median List Price	144,900	149,000	2.83%
Median Sale Price	147,500	145,000	-1.69%
Median Percent of Selling Price to List Price	97.12%	98.86%	1.80%
Median Days on Market to Sale	13.00	17.00	30.77%
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.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **1.69%** in January 2021 to \$145,000 versus the previous year at \$147,500.

#### Median Days on Market Lengthens

The median number of **17.00** days that homes spent on the market before selling increased by 4.00 days or **30.77%** in January 2021 compared to last year's same month at **13.00** DOM.

#### Sales Success for January 2021 is Positive

Overall, with Median 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.

### 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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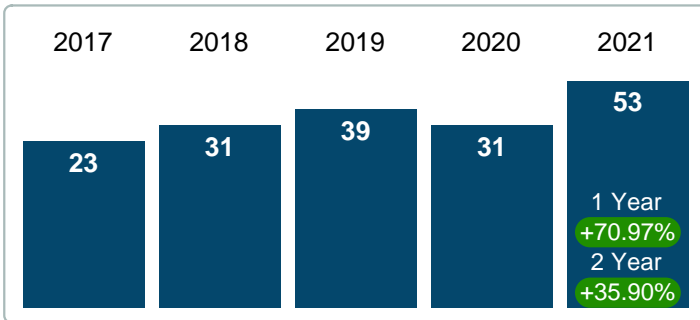
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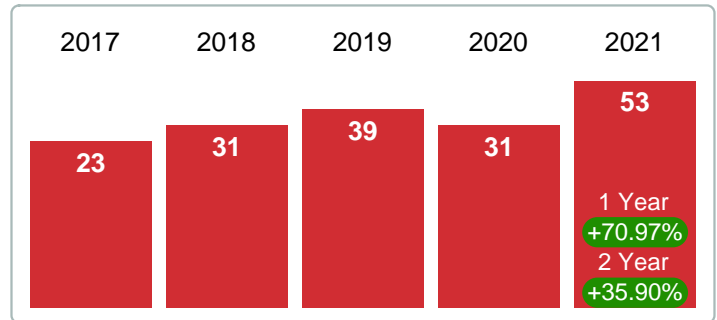
## CLOSED LISTINGS

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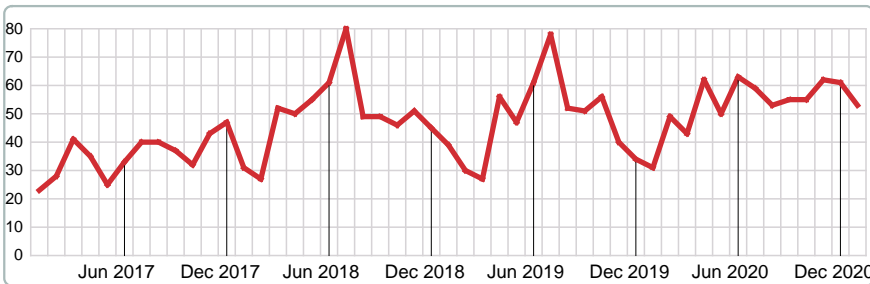
### JANUARY



### YEAR TO DATE (YTD)

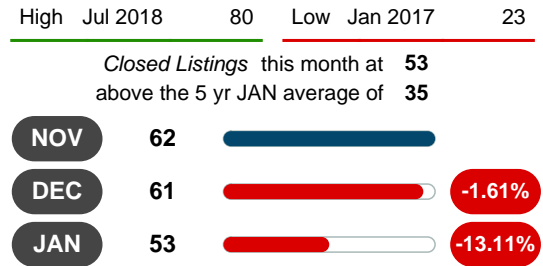


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 35



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	3	5.66%	86.0	3	0	0	0
\$20,001 - \$50,000	7	13.21%	13.0	6	0	1	0
\$50,001 - \$100,000	9	16.98%	16.0	5	3	1	0
\$100,001 - \$170,000	14	26.42%	27.0	3	11	0	0
\$170,001 - \$200,000	8	15.09%	1.0	1	4	3	0
\$200,001 - \$250,000	7	13.21%	7.0	0	5	2	0
\$250,001 and up	5	9.43%	96.0	0	1	3	1
<b>Total Closed Units</b>	<b>53</b>			<b>18</b>	<b>24</b>	<b>10</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>8,237,725</b>	<b>100%</b>	<b>17.0</b>	<b>1.17M</b>	<b>3.90M</b>	<b>2.46M</b>	<b>710.00K</b>
<b>Median Closed Price</b>	<b>\$145,000</b>			<b>\$51,450</b>	<b>\$163,500</b>	<b>\$206,000</b>	<b>\$710,000</b>

# January 2021



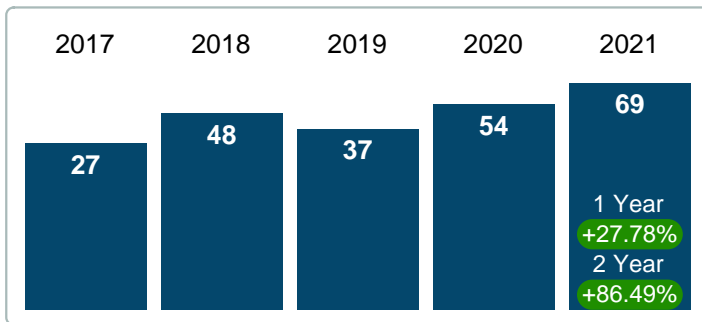
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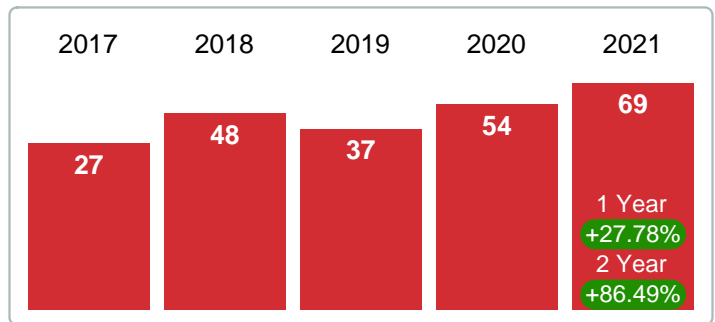
## PENDING LISTINGS

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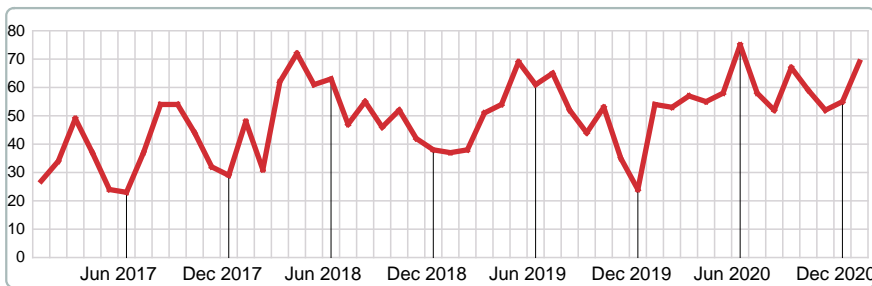
### JANUARY



### YEAR TO DATE (YTD)

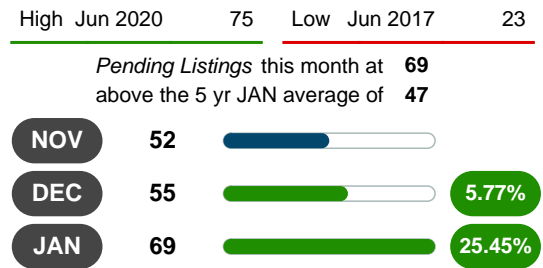


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 47



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	8.70%	9.5	5	1	0	0
\$75,001 - \$100,000	8	11.59%	7.0	7	1	0	0
\$100,001 - \$150,000	8	11.59%	32.5	1	5	2	0
\$150,001 - \$225,000	21	30.43%	4.0	1	16	4	0
\$225,001 - \$350,000	10	14.49%	25.0	1	4	5	0
\$350,001 - \$450,000	10	14.49%	36.5	3	5	2	0
\$450,001 and up	6	8.70%	105.0	4	1	0	1
<b>Total Pending Units</b>	<b>69</b>			<b>22</b>	<b>33</b>	<b>13</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>16,948,700</b>	<b>100%</b>	<b>21.0</b>	<b>5.14M</b>	<b>7.42M</b>	<b>3.15M</b>	<b>1.25M</b>
<b>Median Listing Price</b>	<b>\$187,000</b>			<b>\$95,950</b>	<b>\$185,000</b>	<b>\$228,500</b>	<b>\$1,250,000</b>

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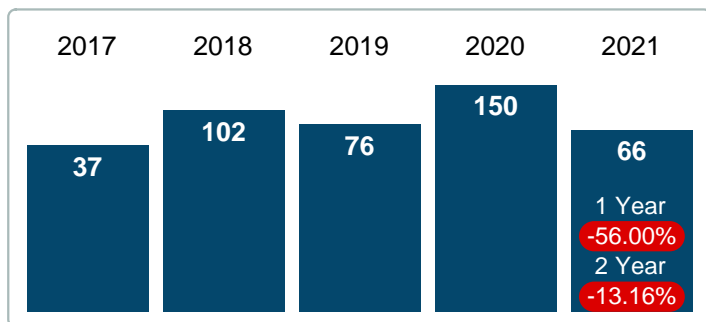
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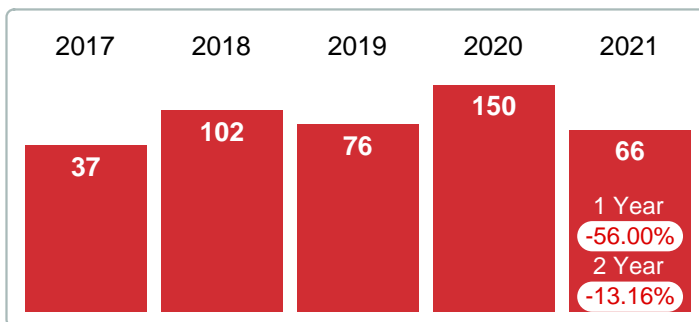
## NEW LISTINGS

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

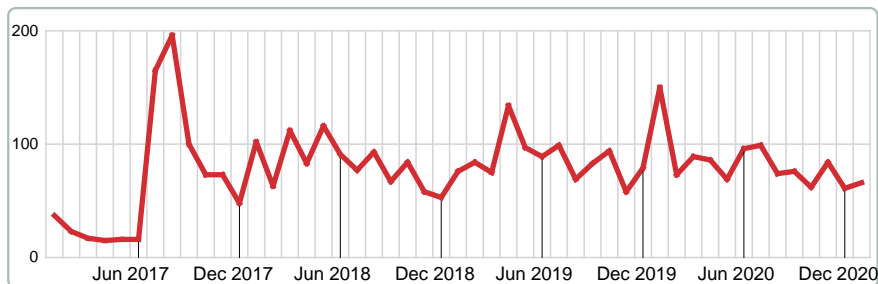
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 86

High Aug 2017 196 Low Apr 2017 15

New Listings this month at 66  
below the 5 yr JAN average of 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
<b>Total New Listed Units</b>	<b>66</b>		<b>28</b>	<b>25</b>	<b>12</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>14,821,975</b>	<b>100%</b>	<b>4.67M</b>	<b>5.74M</b>	<b>4.11M</b>	<b>309.90K</b>
<b>Median New Listed Listing Price</b>	<b>\$187,250</b>		<b>\$75,000</b>	<b>\$195,000</b>	<b>\$319,500</b>	<b>\$309,900</b>

# January 2021

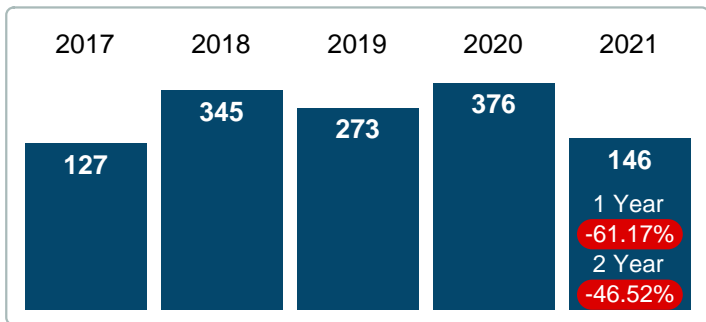
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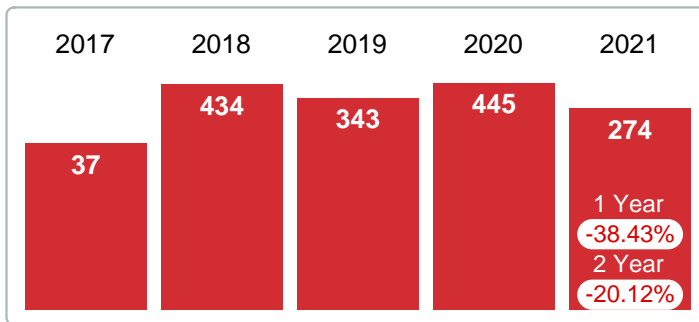
## ACTIVE INVENTORY

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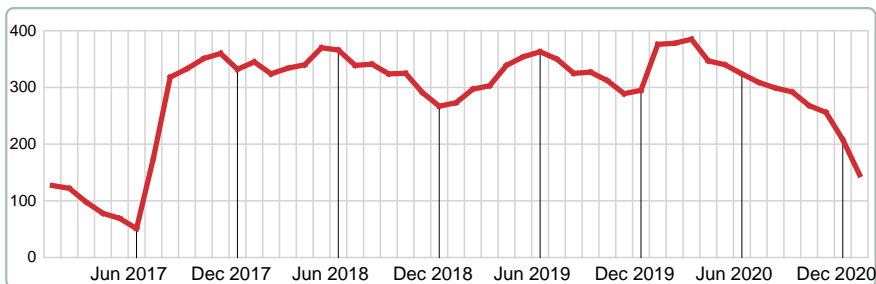
### END OF JANUARY



### ACTIVE DURING JANUARY

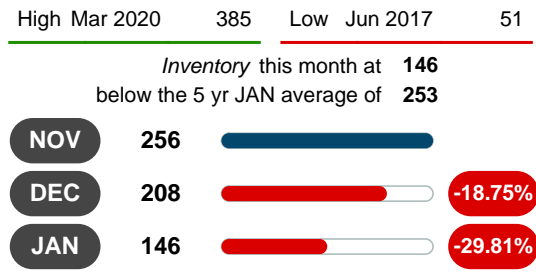


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 253



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	9	6.16%	81.0	9	0	0	0
\$25,001 - \$75,000	24	16.44%	30.0	23	1	0	0
\$75,001 - \$125,000	20	13.70%	109.5	14	5	0	1
\$125,001 - \$275,000	38	26.03%	82.5	14	18	6	0
\$275,001 - \$475,000	22	15.07%	73.5	12	1	8	1
\$475,001 - \$675,000	18	12.33%	111.0	9	3	2	4
\$675,001 and up	15	10.27%	101.0	9	2	3	1
<b>Total Active Inventory by Units</b>	<b>146</b>			<b>90</b>	<b>30</b>	<b>19</b>	<b>7</b>
<b>Total Active Inventory by Volume</b>	<b>49,251,121</b>	<b>100%</b>	<b>82.0</b>	<b>24.18M</b>	<b>8.52M</b>	<b>11.37M</b>	<b>5.18M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$209,900</b>			<b>\$122,450</b>	<b>\$219,950</b>	<b>\$330,000</b>	<b>\$599,000</b>

# January 2021

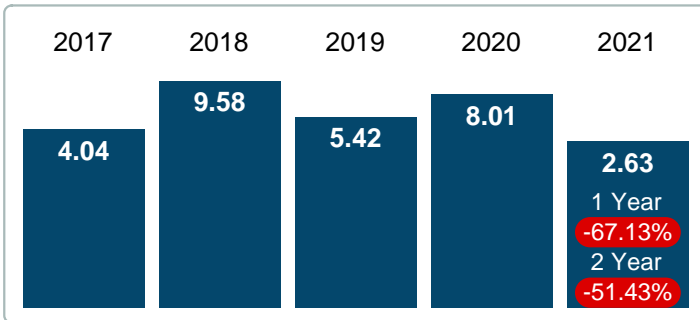
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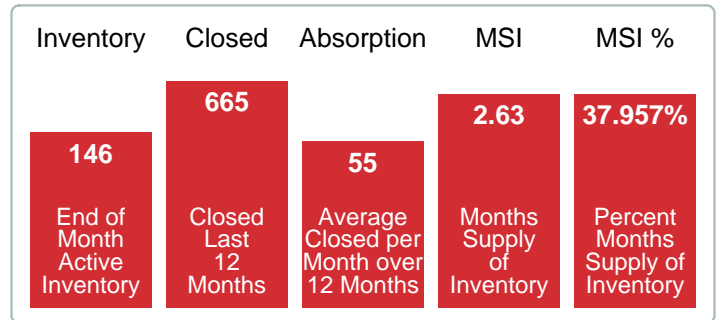
## MONTHS SUPPLY of INVENTORY (MSI)

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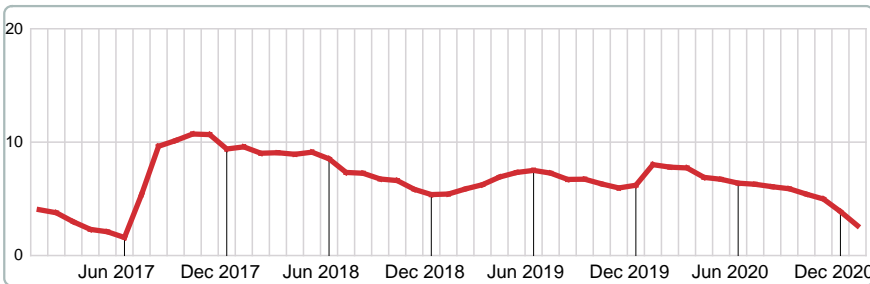
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2021

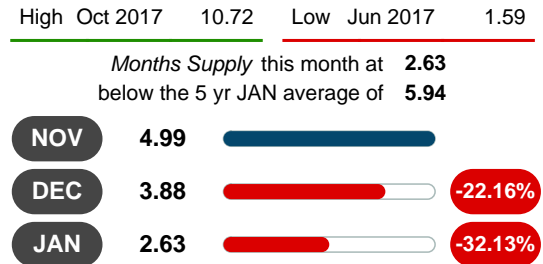


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

# January 2021

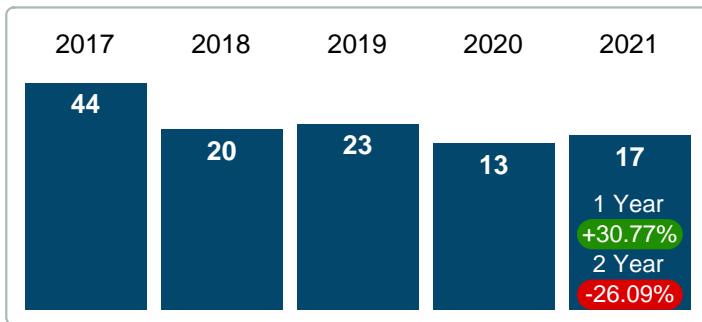
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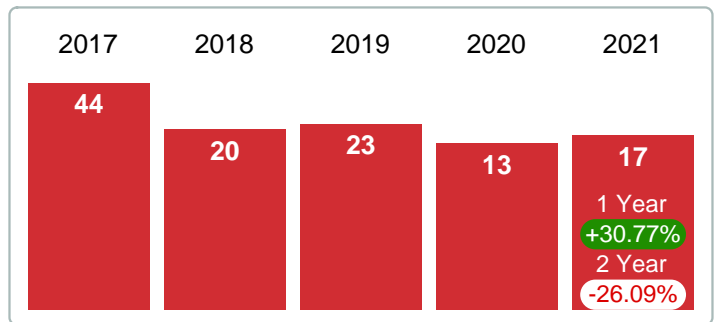
## MEDIAN DAYS ON MARKET TO SALE

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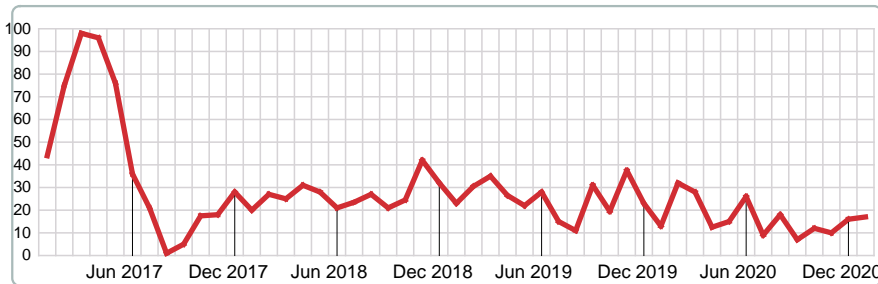
### JANUARY



### YEAR TO DATE (YTD)

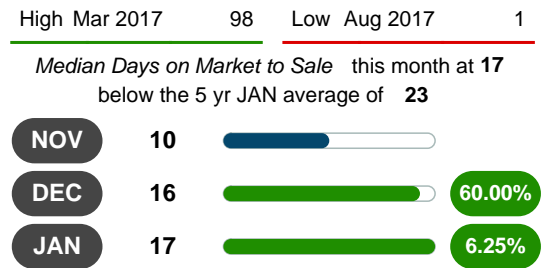


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 23



### 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
\$20,000 and less	5.66%	86	86	0	0	0
\$20,001 - \$50,000	13.21%	13	24	0	3	0
\$50,001 - \$100,000	16.98%	16	44	8	137	0
\$100,001 - \$170,000	26.42%	27	111	3	0	0
\$170,001 - \$200,000	15.09%	1	181	1	1	0
\$200,001 - \$250,000	13.21%	7	0	7	169	0
\$250,001 and up	9.43%	96	0	262	96	67
Median Closed DOM		17	56	5	34	67
Total Closed Units	100%	17.0	18	24	10	1
Total Closed Volume		8,237,725	1.17M	3.90M	2.46M	710.00K

# January 2021



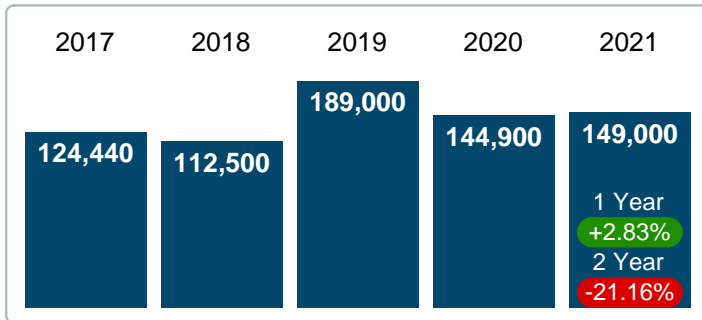
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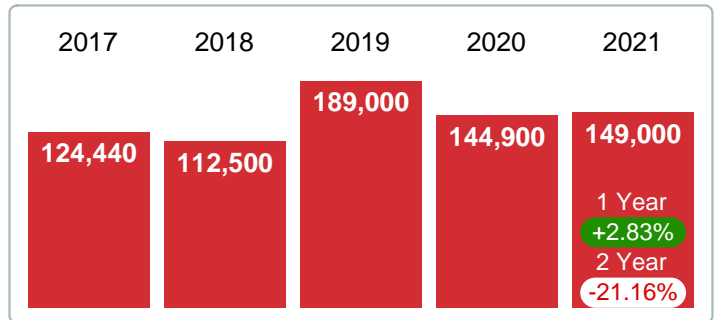
## MEDIAN LIST PRICE AT CLOSING

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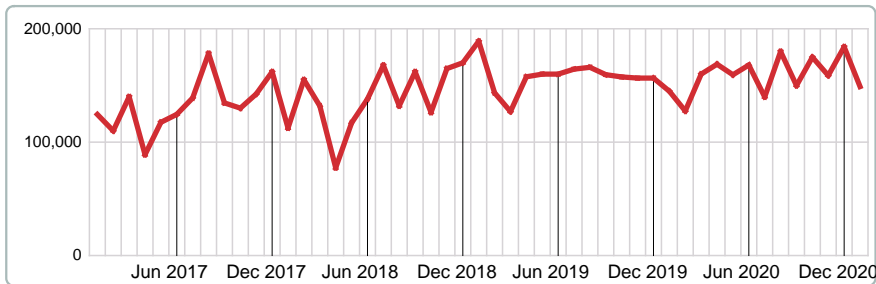
### JANUARY



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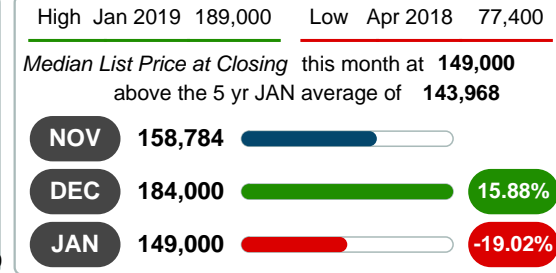


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 143,968



### 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
\$20,000 and less	3.77%	15,950	15,950	0	0	0
\$20,001 - \$50,000	15.09%	33,250	32,500	0	43,000	0
\$50,001 - \$100,000	13.21%	72,000	78,500	65,000	0	0
\$100,001 - \$170,000	30.19%	145,000	133,500	155,000	108,000	0
\$170,001 - \$200,000	15.09%	187,250	199,000	190,000	174,500	0
\$200,001 - \$250,000	13.21%	220,000	0	219,900	237,500	0
\$250,001 and up	9.43%	339,000	0	324,000	339,000	798,000
<b>Median List Price</b>		<b>149,000</b>	<b>52,450</b>	<b>164,750</b>	<b>206,000</b>	<b>798,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>149,000</b>	<b>18</b>	<b>24</b>	<b>10</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>8,596,300</b>	<b>1.30M</b>	<b>3.99M</b>	<b>2.51M</b>	<b>798.00K</b>



# January 2021

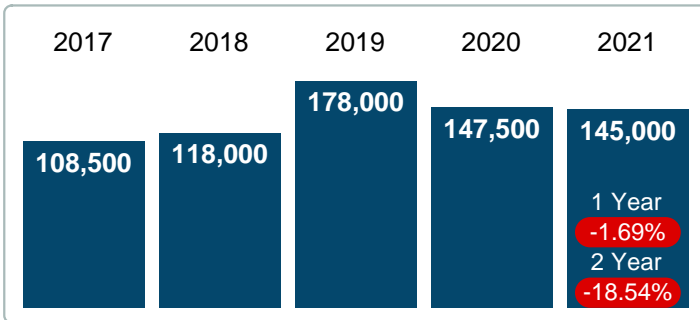
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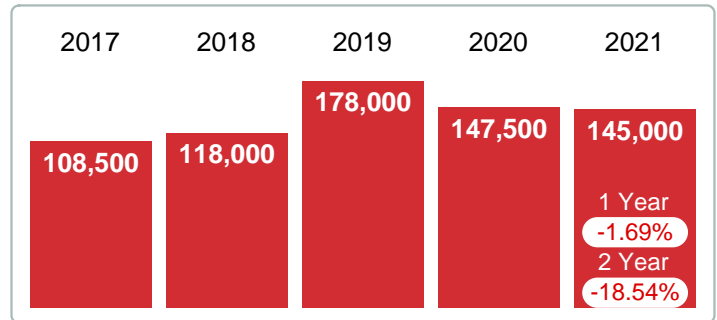
## MEDIAN SOLD PRICE AT CLOSING

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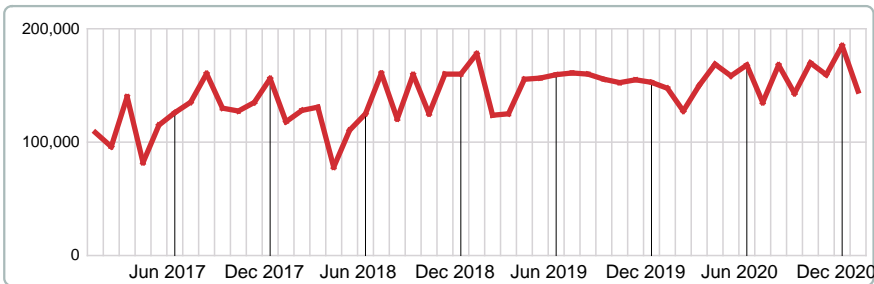
### JANUARY



### YEAR TO DATE (YTD)

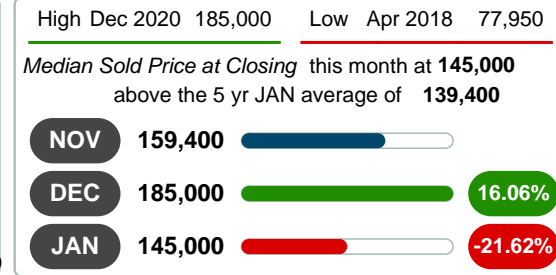


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 139,400



### 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
\$20,000 and less	5.66%	15,000	15,000	0	0	0
\$20,001 - \$50,000	13.21%	30,000	29,750	0	43,500	0
\$50,001 - \$100,000	16.98%	80,000	80,000	55,500	99,000	0
\$100,001 - \$170,000	26.42%	143,500	130,000	145,000	0	0
\$170,001 - \$200,000	15.09%	187,250	190,000	190,000	174,500	0
\$200,001 - \$250,000	13.21%	219,900	0	217,500	237,500	0
\$250,001 and up	9.43%	330,000	0	290,000	330,000	710,000
<b>Median Sold Price</b>		<b>145,000</b>	<b>51,450</b>	<b>163,500</b>	<b>206,000</b>	<b>710,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>145,000</b>	<b>18</b>	<b>24</b>	<b>10</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>8,237,725</b>	<b>1.17M</b>	<b>3.90M</b>	<b>2.46M</b>	<b>710.00K</b>

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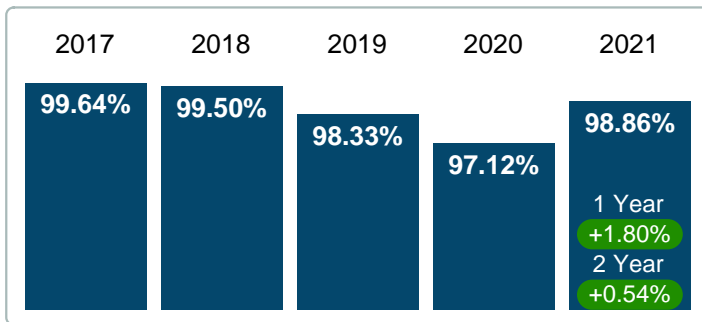
Area Delimited by County Of Bryan



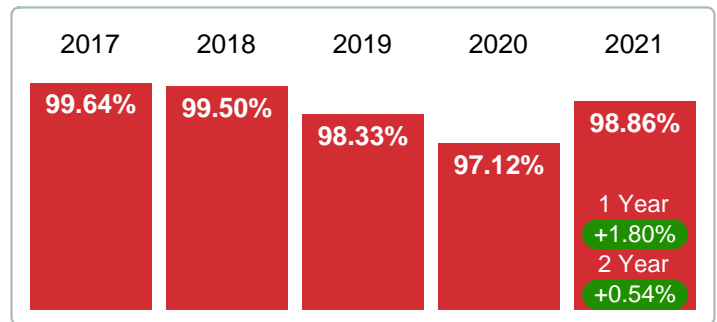
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

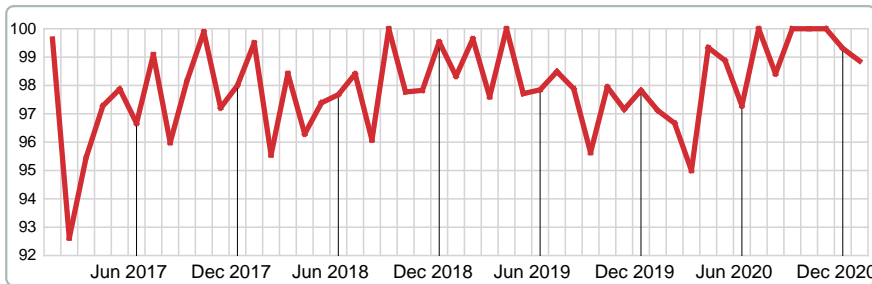
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

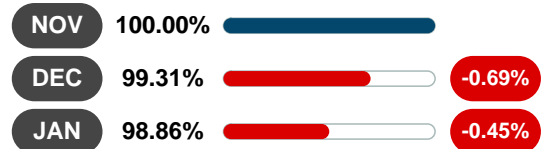


### 3 MONTHS

5 year JAN AVG = 98.69%

High Nov 2020 100.00% Low Feb 2017 92.62%

Median Sold/List Ratio this month at **98.86%**  
equal to 5 yr JAN average of **98.69%**



## 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
\$20,000 and less	3	5.66%	91.67%	91.67%	0.00%	0.00%	0.00%
\$20,001 - \$50,000	7	13.21%	92.31%	90.95%	0.00%	101.16%	0.00%
\$50,001 - \$100,000	9	16.98%	94.38%	94.38%	100.00%	91.67%	0.00%
\$100,001 - \$170,000	14	26.42%	100.00%	92.75%	100.00%	0.00%	0.00%
\$170,001 - \$200,000	8	15.09%	100.00%	95.48%	100.00%	100.00%	0.00%
\$200,001 - \$250,000	7	13.21%	100.00%	0.00%	98.86%	100.00%	0.00%
\$250,001 and up	5	9.43%	96.17%	0.00%	89.51%	96.61%	88.97%
Median Sold/List Ratio		98.86%		92.53%	100.00%	100.00%	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

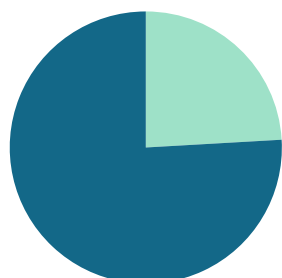
Area Delimited by County Of Bryan



## MARKET SUMMARY

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

### INVENTORY

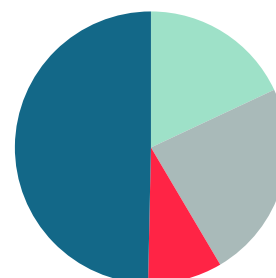


**Inventory**  
 New Listings  
**66 = 24.09%**  
 Start Inventory  
**208**  
 Total Inventory Units  
**274**  
 Volume  
**\$77,236,846**

### 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%
Median List Price	144,900	149,000	2.83%	144,900	149,000	2.83%
Median Sale Price	147,500	145,000	-1.69%	147,500	145,000	-1.69%
Median Percent of Selling Price to List Price	97.12%	98.86%	1.80%	97.12%	98.86%	1.80%
Median Days on Market to Sale	13.00	17.00	30.77%	13.00	17.00	30.77%
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

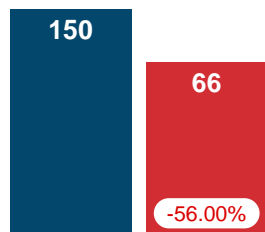
**Inventory** on January 31, 2021 = **146**

**2020** **2021**

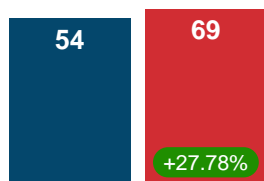
### JANUARY MARKET

### MEDIAN PRICES

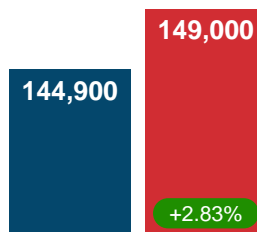
#### New Listings



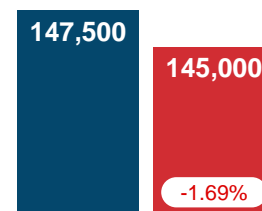
#### Pending Listings



#### List Price



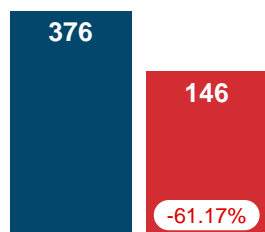
#### Sale Price



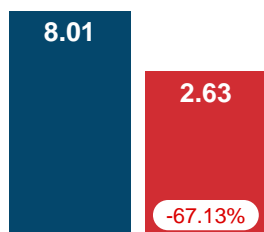
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

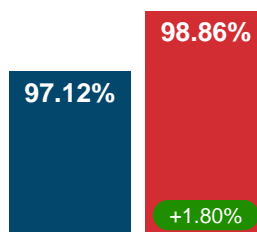
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

