

July 2021

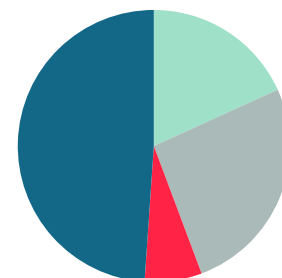
Area Delimited by County Of Bryan



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2021 for MLS Technology Inc.

Compared Metrics	2020	July 2021	+/-%
Closed Listings	59	67	13.56%
Pending Listings	58	96	65.52%
New Listings	99	106	7.07%
Average List Price	156,584	262,724	67.78%
Average Sale Price	151,889	252,960	66.54%
Average Percent of Selling Price to List Price	97.57%	96.62%	-0.97%
Average Days on Market to Sale	29.56	14.42	-51.22%
End of Month Inventory	313	180	-42.49%
Months Supply of Inventory	6.37	3.27	-48.59%



■ Closed (18.21%)
■ Pending (26.09%)
■ Other OffMarket (6.79%)
■ Active (48.91%)

Absorption: Last 12 months, an Average of **55** Sales/Month
Active Inventory as of July 31, 2021 = **180**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2021 decreased **42.49%** to 180 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 **3.27** 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 **66.54%** in July 2021 to \$252,960 versus the previous year at \$151,889.

Average Days on Market Shortens

The average number of **14.42** days that homes spent on the market before selling decreased by 15.14 days or **51.22%** in July 2021 compared to last year's same month at **29.56** DOM.

Sales Success for July 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 106 New Listings in July 2021, up **7.07%** from last year at 99. Furthermore, there were 67 Closed Listings this month versus last year at 59, a **13.56%** increase.

Closed versus Listed trends yielded a **63.2%** ratio, up from previous year's, July 2020, at **59.6%**, a **6.06%** 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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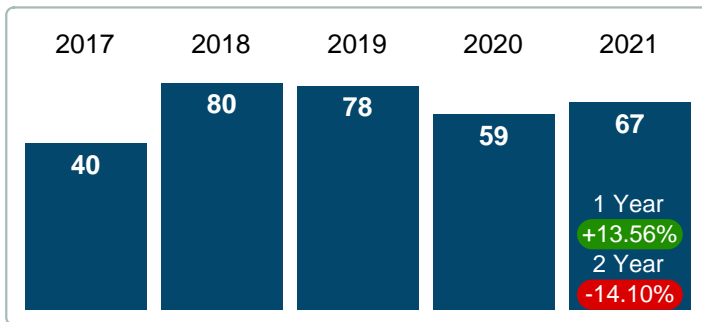
Area Delimited by County Of Bryan



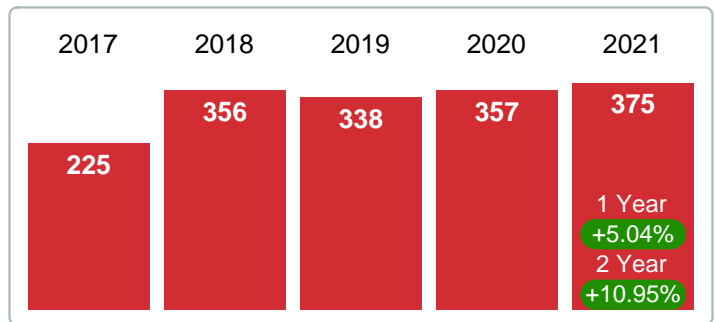
CLOSED LISTINGS

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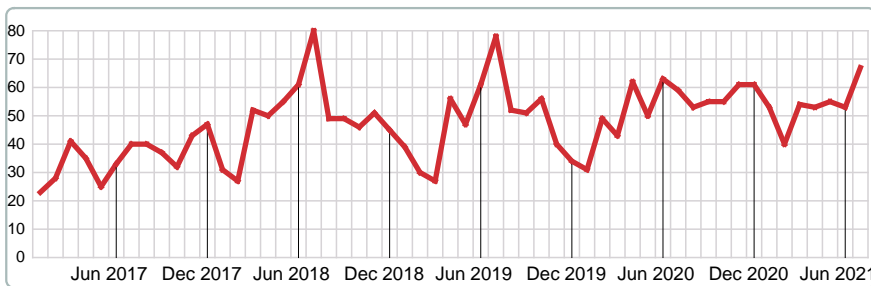
JULY



YEAR TO DATE (YTD)

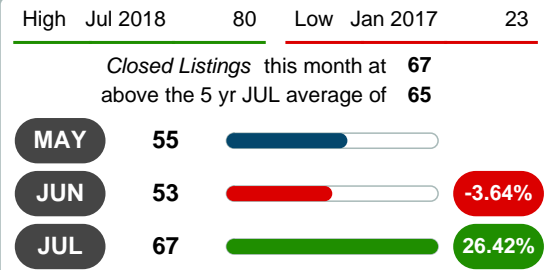


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 65



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	8.96%	18.2	4	2	0	0
\$75,001 - \$150,000	6	8.96%	12.2	2	2	1	1
\$150,001 - \$175,000	4	5.97%	6.5	0	3	1	0
\$175,001 - \$225,000	23	34.33%	3.3	1	20	2	0
\$225,001 - \$275,000	12	17.91%	16.0	0	6	6	0
\$275,001 - \$500,000	9	13.43%	28.8	2	3	3	1
\$500,001 and up	7	10.45%	33.0	4	1	1	1
Total Closed Units	67			13	37	14	3
Total Closed Volume	16,948,312	100%	14.4	3.68M	8.28M	3.96M	1.03M
Average Closed Price	\$252,960			\$282,869	\$223,710	\$282,775	\$344,967

July 2021



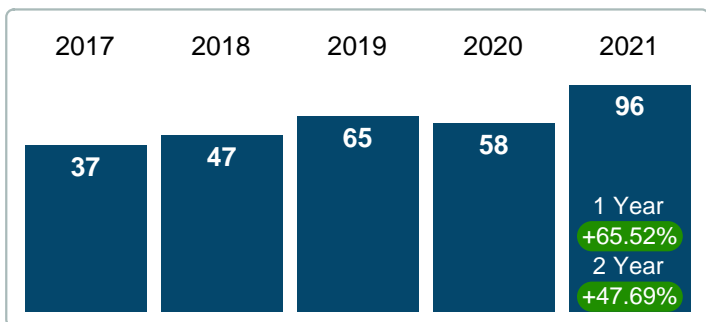
Area Delimited by County Of Bryan



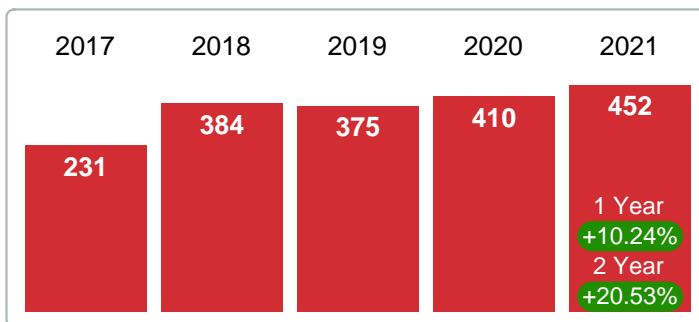
PENDING LISTINGS

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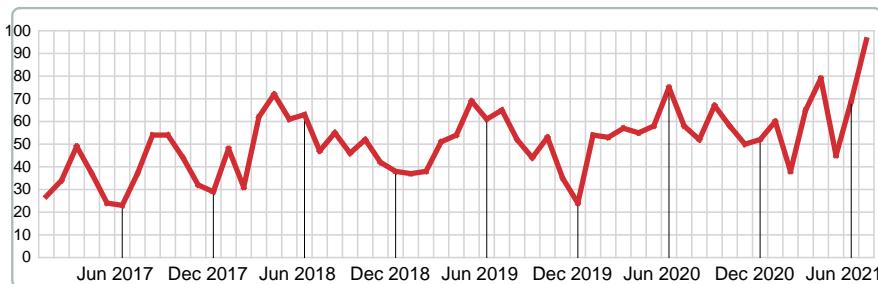
JULY



YEAR TO DATE (YTD)

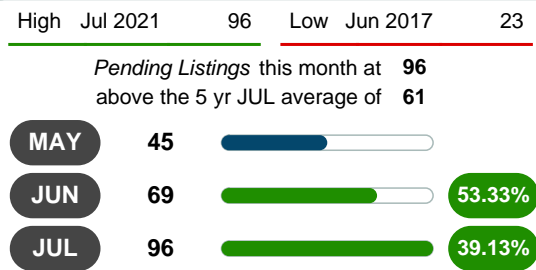


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 61



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	7	7.29%	61.3	7	0	0	0
\$50,001 - \$125,000	11	11.46%	28.1	7	4	0	0
\$125,001 - \$175,000	18	18.75%	25.2	3	12	3	0
\$175,001 - \$225,000	23	23.96%	16.7	1	19	2	1
\$225,001 - \$250,000	11	11.46%	41.1	1	7	3	0
\$250,001 - \$450,000	18	18.75%	37.7	2	9	6	1
\$450,001 and up	8	8.33%	62.5	4	3	1	0
Total Pending Units	96			25	54	15	2
Total Pending Volume	23,121,160	100%	1.1	6.05M	12.78M	3.83M	454.41K
Average Listing Price	\$330,886			\$242,100	\$236,710	\$255,461	\$227,205

July 2021



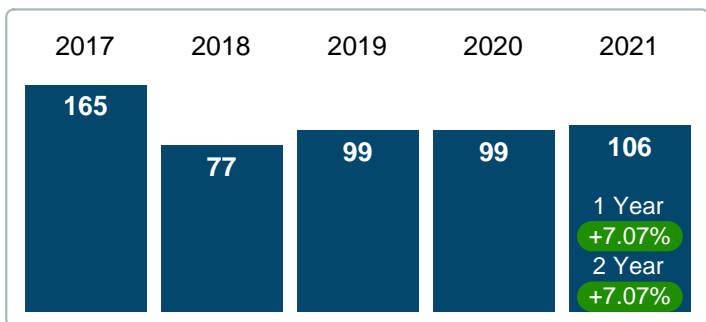
Area Delimited by County Of Bryan



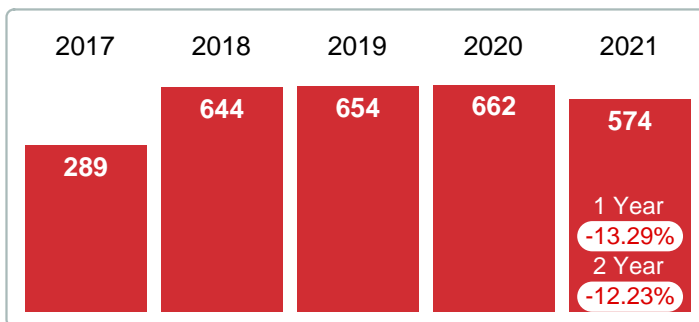
NEW LISTINGS

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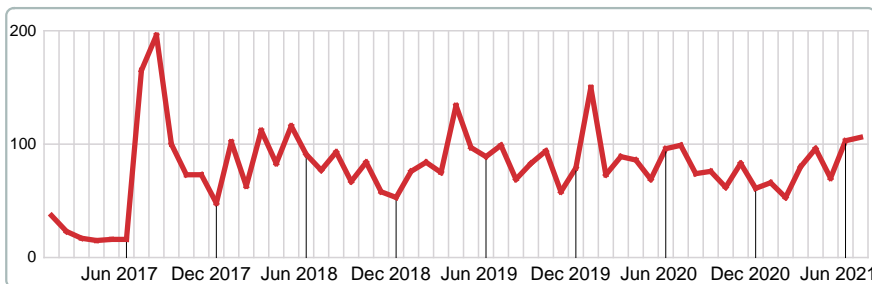
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

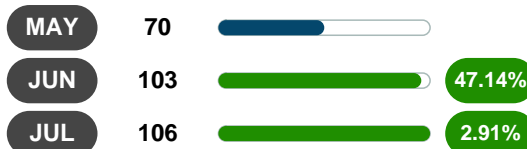


3 MONTHS

5 year JUL AVG = 109

High Aug 2017 196 Low Apr 2017 15

New Listings this month at 106
below the 5 yr JUL average of 109



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	9	8.49%	9	0	0	0
\$75,001 - \$125,000	10	9.43%	5	5	0	0
\$125,001 - \$175,000	21	19.81%	5	15	1	0
\$175,001 - \$250,000	25	23.58%	4	20	0	1
\$250,001 - \$350,000	16	15.09%	4	9	3	0
\$350,001 - \$875,000	14	13.21%	5	5	4	0
\$875,001 and up	11	10.38%	6	2	2	1
Total New Listed Units	106		38	56	10	2
Total New Listed Volume	44,308,297	100%	19.64M	16.75M	6.24M	1.68M
Average New Listed Listing Price	\$344,423		\$516,918	\$299,114	\$624,000	\$837,500

July 2021



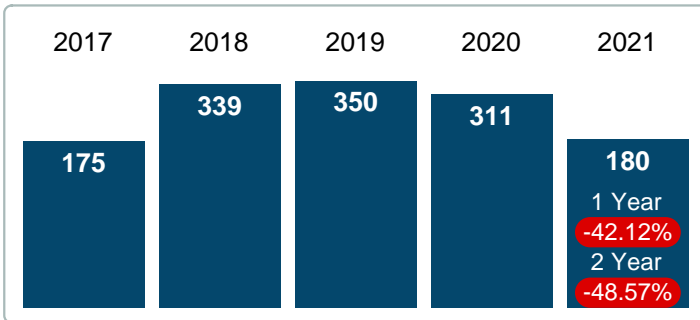
Area Delimited by County Of Bryan



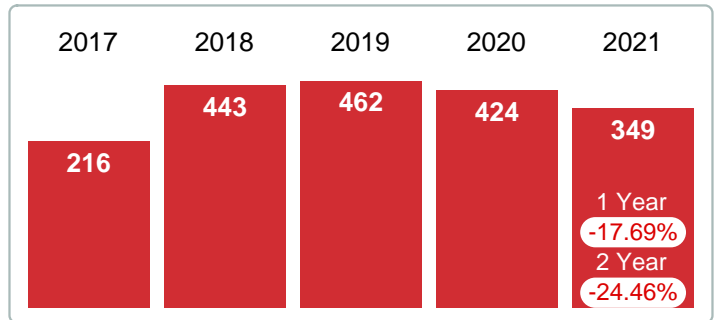
ACTIVE INVENTORY

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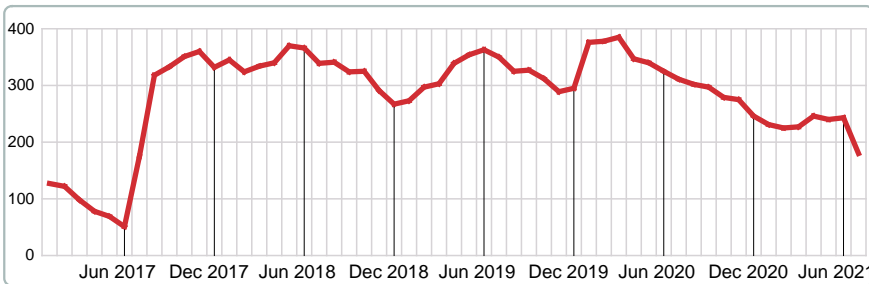
END OF JULY



ACTIVE DURING JULY

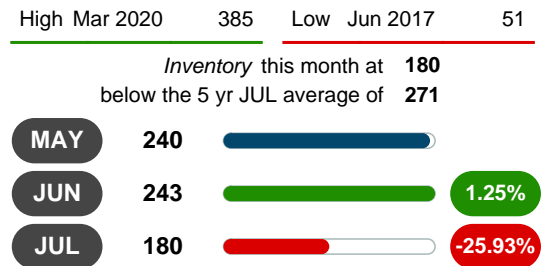


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 271



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	12	6.67%	110.7	12	0	0	0
\$25,001 - \$100,000	26	14.44%	104.2	23	3	0	0
\$100,001 - \$175,000	28	15.56%	47.4	15	10	3	0
\$175,001 - \$325,000	43	23.89%	58.2	13	24	4	2
\$325,001 - \$525,000	30	16.67%	117.7	14	6	8	2
\$525,001 - \$1,025,000	23	12.78%	80.5	14	7	2	0
\$1,025,001 and up	18	10.00%	83.2	10	3	3	2
Total Active Inventory by Units	180			101	53	20	6
Total Active Inventory by Volume	83,488,789	100%	81.9	46.38M	20.90M	11.87M	4.33M
Average Active Inventory Listing Price	\$463,827			\$459,221	\$394,359	\$593,585	\$722,450

July 2021



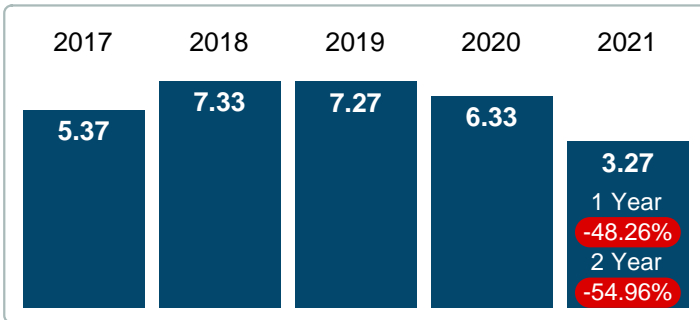
Area Delimited by County Of Bryan



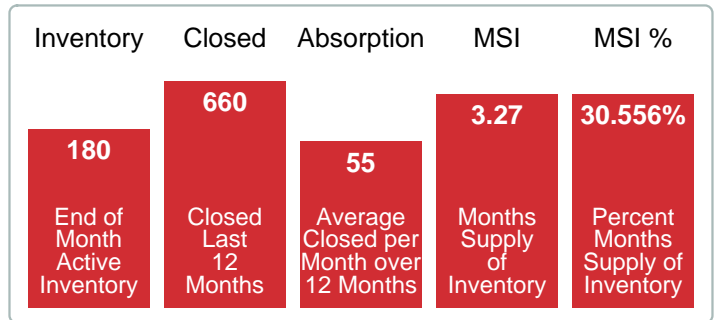
MONTHS SUPPLY of INVENTORY (MSI)

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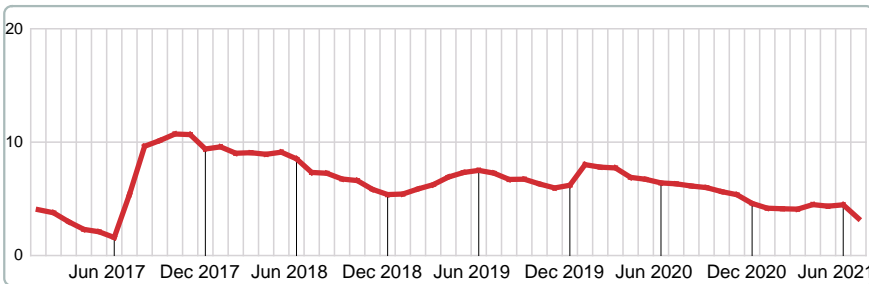
MSI FOR JULY



INDICATORS FOR JULY 2021

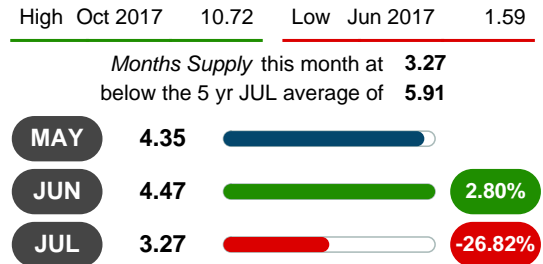


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 5.91



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	12	6.67%	5.33	5.76	0.00	0.00	0.00
\$25,001 - \$100,000	26	14.44%	2.56	3.25	1.24	0.00	0.00
\$100,001 - \$175,000	28	15.56%	1.90	4.86	1.02	1.89	0.00
\$175,001 - \$325,000	43	23.89%	2.06	7.09	1.61	1.00	12.00
\$325,001 - \$525,000	30	16.67%	6.79	14.00	5.14	5.05	3.00
\$525,001 - \$1,025,000	23	12.78%	9.52	12.00	21.00	8.00	0.00
\$1,025,001 and up	18	10.00%	216.00	0.00	36.00	0.00	0.00
Market Supply of Inventory (MSI)	3.27			6.22	1.83	2.47	3.43
Total Active Inventory by Units	180	100%	3.27	101	53	20	6

July 2021

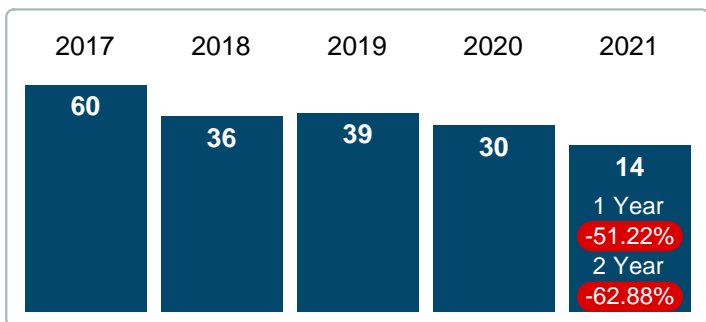
Area Delimited by County Of Bryan



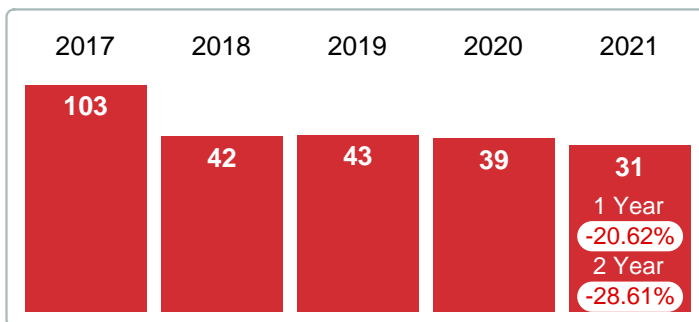
AVERAGE DAYS ON MARKET TO SALE

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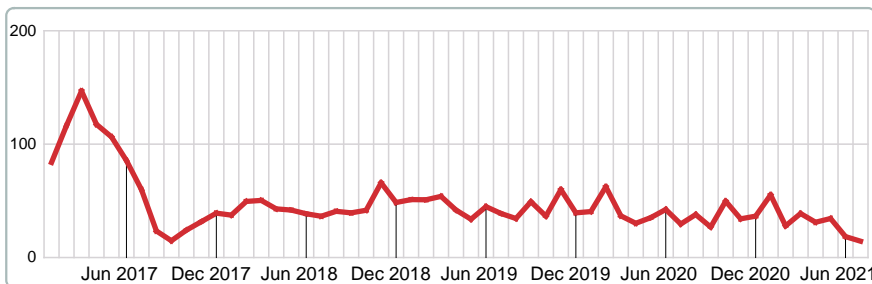
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

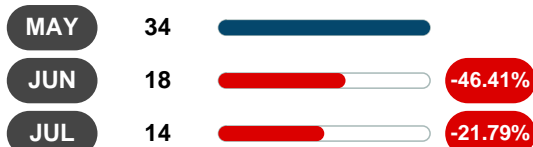


3 MONTHS

5 year JUL AVG = 36

High Mar 2017 147 Low Jul 2021 14

Average Days on Market to Sale this month at 14 below the 5 yr JUL average of 36



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
\$75,000 and less	8.96%	18	25	5	0	0
\$75,001 - \$150,000	8.96%	12	9	11	25	10
\$150,001 - \$175,000	5.97%	7	0	5	10	0
\$175,001 - \$225,000	34.33%	3	1	3	3	0
\$225,001 - \$275,000	17.91%	16	0	6	26	0
\$275,001 - \$500,000	13.43%	29	96	4	17	6
\$500,001 and up	10.45%	33	54	3	5	7
Average Closed DOM		14	40	4	18	8
Total Closed Units	100%	14	13	37	14	3
Total Closed Volume		16,948,312	3.68M	8.28M	3.96M	1.03M

July 2021



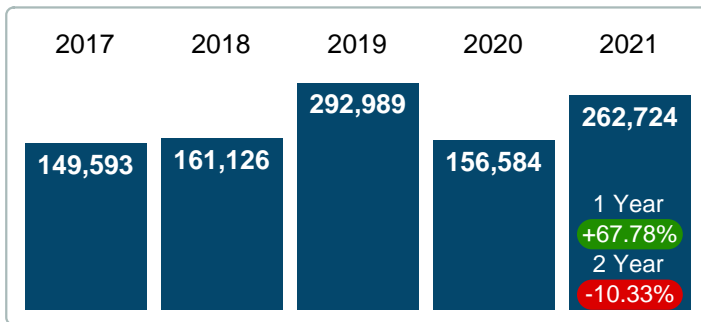
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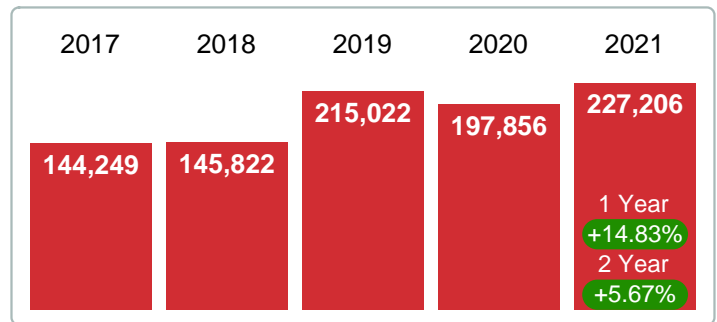
AVERAGE LIST PRICE AT CLOSING

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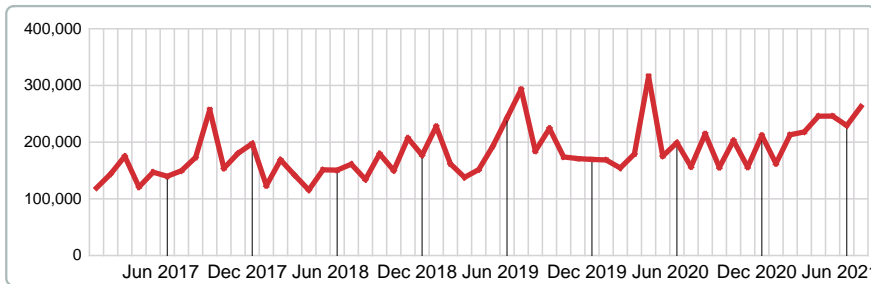
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

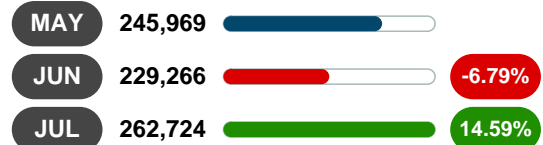


3 MONTHS

5 year JUL AVG = 204,603

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

Average List Price at Closing this month at **262,724** above the 5 yr JUL average of **204,603**



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
\$75,000 and less	7.46%	39,740	53,750	41,850	0	0
\$75,001 - \$150,000	10.45%	123,371	132,500	114,400	139,900	129,900
\$150,001 - \$175,000	4.48%	158,267	0	168,267	159,900	0
\$175,001 - \$225,000	35.82%	200,635	182,500	200,391	217,500	0
\$225,001 - \$275,000	17.91%	250,045	0	246,167	253,924	0
\$275,001 - \$500,000	11.94%	352,113	468,975	358,667	350,300	360,000
\$500,001 and up	11.94%	679,094	612,475	1,050,000	735,000	589,900
Average List Price		262,724	311,565	227,787	288,875	359,933
Total Closed Units	100%	262,724	13	37	14	3
Total Closed Volume		17,602,522	4.05M	8.43M	4.04M	1.08M

July 2021

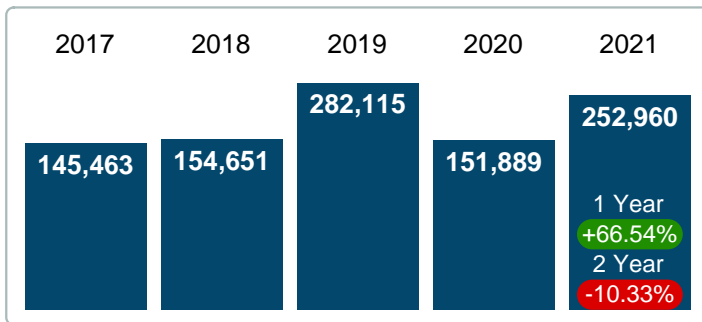
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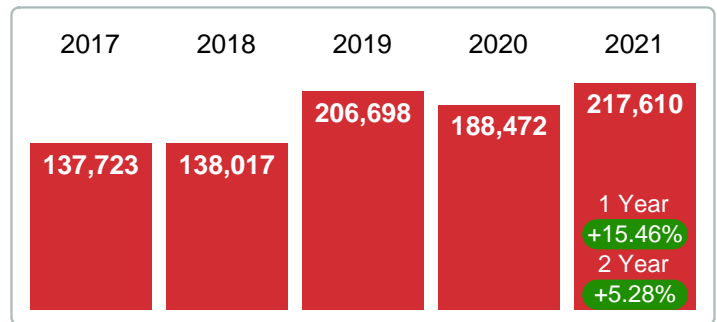
AVERAGE SOLD PRICE AT CLOSING

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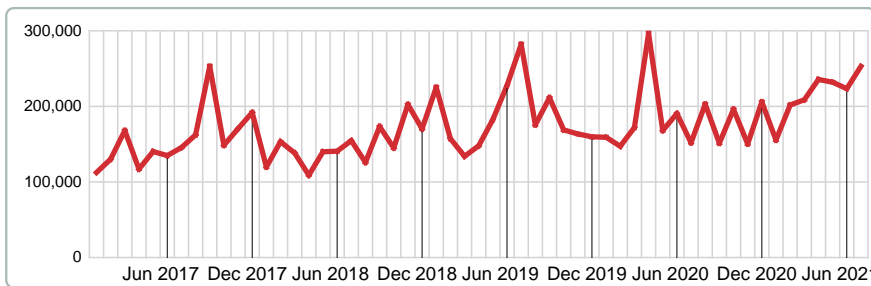
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

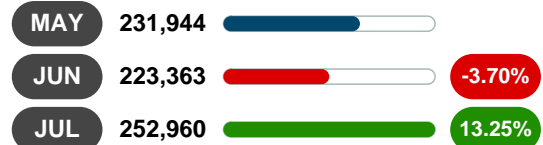


3 MONTHS

5 year JUL AVG = 197,415

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

Average Sold Price at Closing this month at **252,960** above the 5 yr JUL average of **197,415**



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
\$75,000 and less	8.96%	42,333	44,250	38,500	0	0
\$75,001 - \$150,000	8.96%	122,017	131,100	105,000	130,000	129,900
\$150,001 - \$175,000	5.97%	160,725	0	161,300	159,000	0
\$175,001 - \$225,000	34.33%	196,744	182,500	196,406	207,250	0
\$225,001 - \$275,000	17.91%	249,175	0	245,958	252,391	0
\$275,001 - \$500,000	13.43%	349,344	350,300	350,833	343,667	360,000
\$500,001 and up	10.45%	665,714	588,750	1,050,000	710,000	545,000
Average Sold Price		252,960	282,869	223,710	282,775	344,967
Total Closed Units	100%	252,960	13	37	14	3
Total Closed Volume		16,948,312	3.68M	8.28M	3.96M	1.03M

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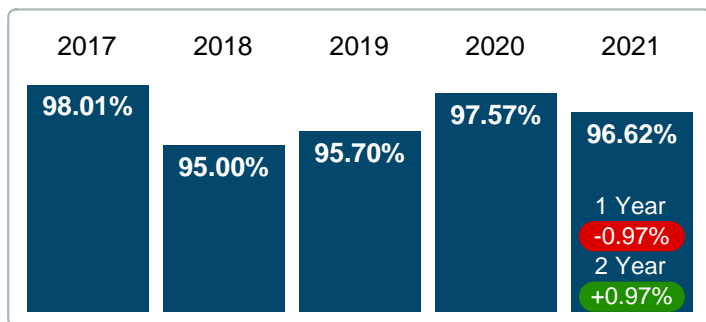
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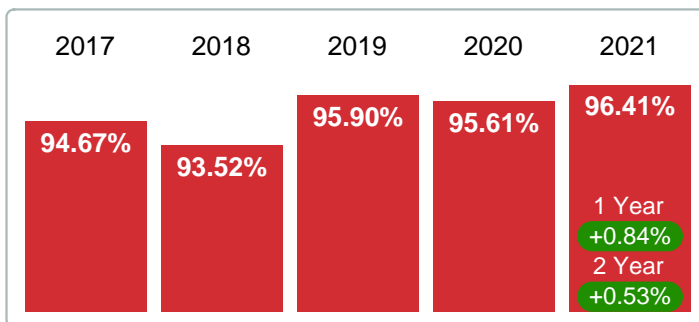
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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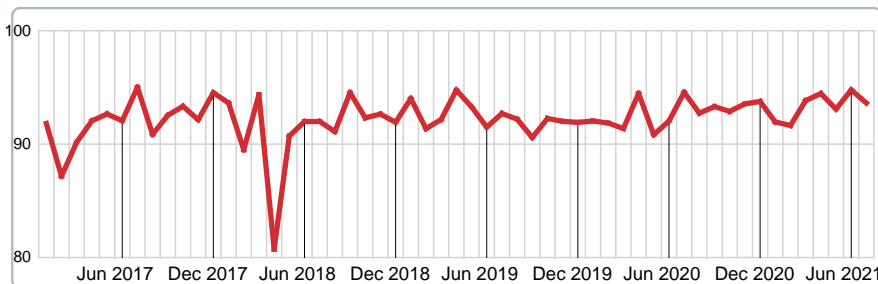
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

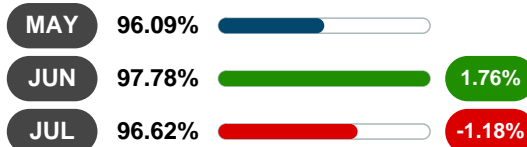


3 MONTHS

5 year JUL AVG = 96.58%

High Jul 2017 98.01% Low Apr 2018 83.74%

Average Sold/List Ratio this month at **96.62%** equal to 5 yr JUL average of **96.58%**



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
\$75,000 and less	6	8.96%	90.55%	88.68%	94.29%	0.00%	0.00%
\$75,001 - \$150,000	6	8.96%	95.57%	98.78%	91.46%	92.92%	100.00%
\$150,001 - \$175,000	4	5.97%	97.23%	0.00%	96.50%	99.44%	0.00%
\$175,001 - \$225,000	23	34.33%	97.95%	100.00%	98.10%	95.36%	0.00%
\$225,001 - \$275,000	12	17.91%	99.64%	0.00%	99.89%	99.40%	0.00%
\$275,001 - \$500,000	9	13.43%	94.06%	79.09%	98.02%	98.10%	100.00%
\$500,001 and up	7	10.45%	96.17%	96.05%	100.00%	96.60%	92.39%
Average Sold/List Ratio		96.60%		91.90%	97.74%	97.88%	97.46%
Total Closed Units		67	100%	13	37	14	3
Total Closed Volume		16,948,312		3.68M	8.28M	3.96M	1.03M

July 2021

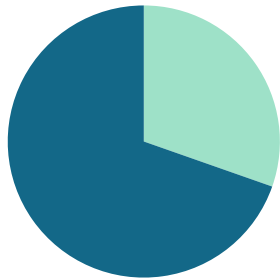
Area Delimited by County Of Bryan



MARKET SUMMARY

Report produced on Aug 10, 2021 for MLS Technology Inc.

INVENTORY

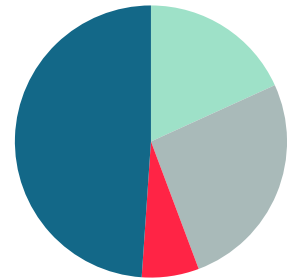


Inventory
 New Listings
106 = 30.37%
 Start Inventory
243
 Total Inventory Units
349
 Volume
\$126,795,961

Market Activity

Closed Sales
67 = 18.21%
 Pending Sales
96 = 26.09%
 Other Off Market
25 = 6.79%
 Active Inventory
180 = 48.91%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	59	67	13.56%	357	375	5.04%
Pending Sales	58	96	65.52%	410	452	10.24%
New Listings	99	106	7.07%	662	574	-13.29%
Average List Price	156,584	262,724	67.78%	197,856	227,206	14.83%
Average Sale Price	151,889	252,960	66.54%	188,472	217,610	15.46%
Average Percent of Selling Price to List Price	97.57%	96.62%	-0.97%	95.61%	96.41%	0.84%
Average Days on Market to Sale	29.56	14.42	-51.22%	39.04	30.99	-20.62%
Monthly Inventory	313	180	-42.49%	313	180	-42.49%
Months Supply of Inventory	6.37	3.27	-48.59%	6.37	3.27	-48.59%

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

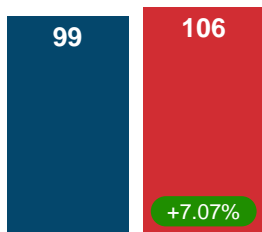
Inventory on July 31, 2021 = **180**

2020 **2021**

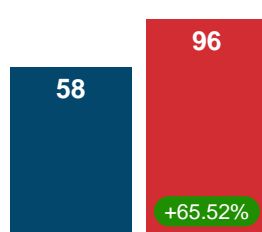
JULY MARKET

AVERAGE PRICES

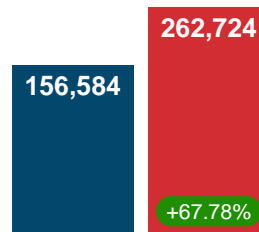
New Listings



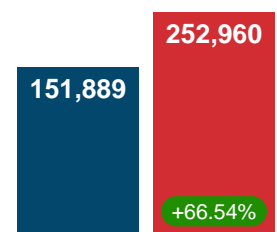
Pending Listings



List Price



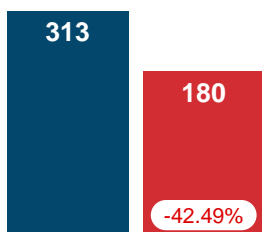
Sale Price



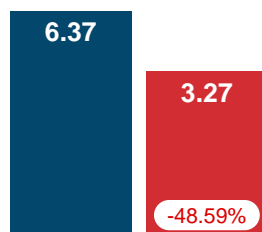
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

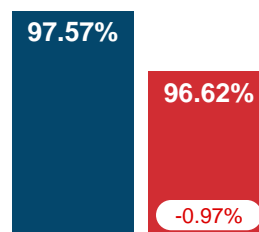
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

