

March 2021



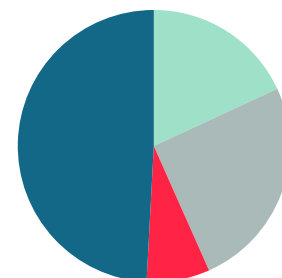
Area Delimited by County Of Bryan



MONTHLY INVENTORY ANALYSIS

Report produced on Apr 12, 2021 for MLS Technology Inc.

Compared Metrics	2020	March 2021	+/-%
Closed Listings	43	53	23.26%
Pending Listings	57	74	29.82%
New Listings	89	80	-10.11%
Average List Price	179,226	217,446	21.33%
Average Sale Price	172,051	208,024	20.91%
Average Percent of Selling Price to List Price	94.38%	96.82%	2.59%
Average Days on Market to Sale	36.79	39.00	6.01%
End of Month Inventory	385	144	-62.60%
Months Supply of Inventory	7.73	2.59	-66.42%



■ Closed (18.09%)
■ Pending (25.26%)
■ Other OffMarket (7.51%)
■ Active (49.15%)

Absorption: Last 12 months, an Average of **56** Sales/Month
Active Inventory as of March 31, 2021 = **144**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2021 decreased **62.60%** to 144 existing homes available for sale. Over the last 12 months this area has had an average of 56 closed sales per month. This represents an unsold inventory index of **2.59** 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 **20.91%** in March 2021 to \$208,024 versus the previous year at \$172,051.

Average Days on Market Lengthens

The average number of **39.00** days that homes spent on the market before selling increased by 2.21 days or **6.01%** in March 2021 compared to last year's same month at **36.79** DOM.

Sales Success for March 2021 is Positive

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

There were 80 New Listings in March 2021, down **10.11%** from last year at 89. Furthermore, there were 53 Closed Listings this month versus last year at 43, a **23.26%** increase.

Closed versus Listed trends yielded a **66.3%** ratio, up from previous year's, March 2020, at **48.3%**, a **37.12%** 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

March 2021

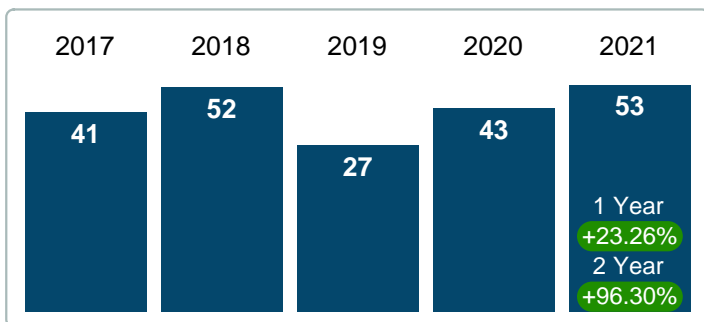
Area Delimited by County Of Bryan



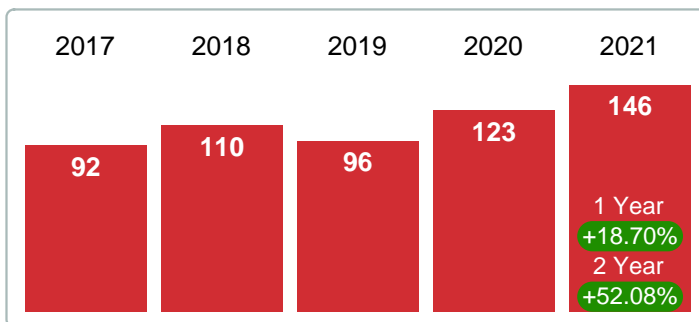
CLOSED LISTINGS

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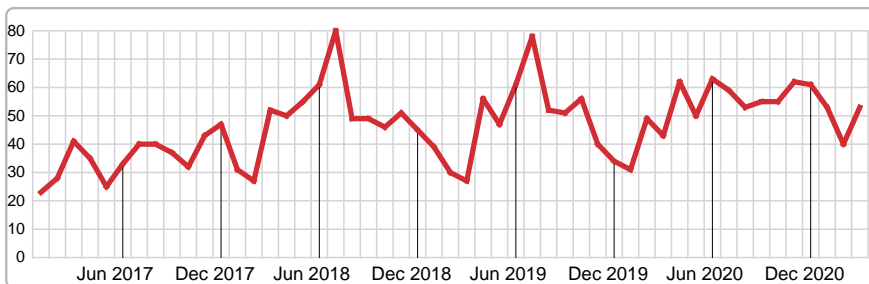
MARCH



YEAR TO DATE (YTD)

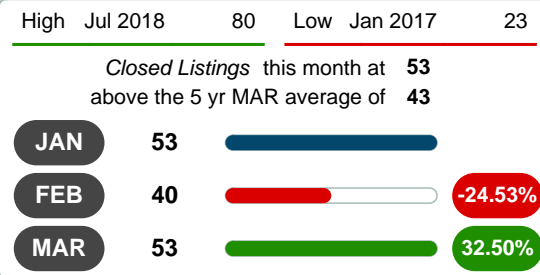


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 43



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	5	9.43%	50.8	5	0	0	0
\$50,001 - \$75,000	3	5.66%	42.0	1	1	1	0
\$75,001 - \$150,000	10	18.87%	24.0	3	5	2	0
\$150,001 - \$225,000	16	30.19%	49.3	2	12	2	0
\$225,001 - \$250,000	4	7.55%	18.0	0	3	1	0
\$250,001 - \$350,000	8	15.09%	36.8	1	5	2	0
\$350,001 and up	7	13.21%	41.7	2	1	2	2
Total Closed Units	53			14	27	10	2
Total Closed Volume	11,025,273	100%	39.0	2.35M	5.55M	2.25M	870.00K
Average Closed Price	\$208,024			\$168,143	\$205,497	\$225,285	\$435,000

March 2021

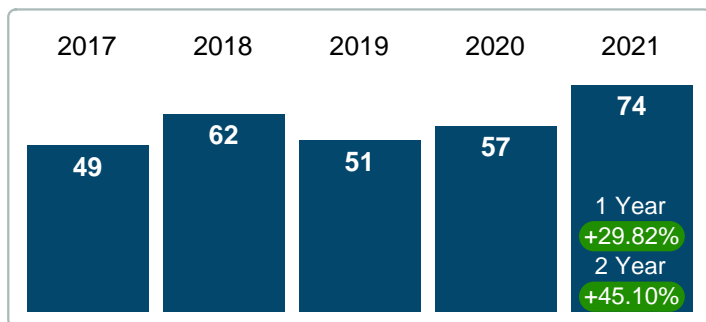
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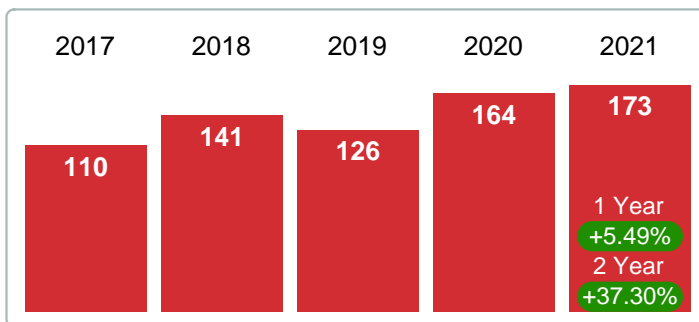
PENDING LISTINGS

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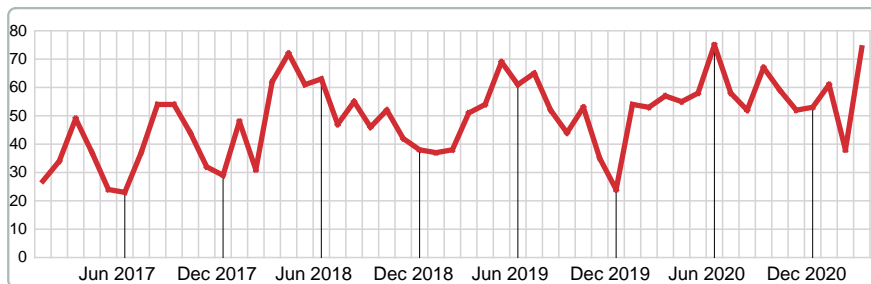
MARCH



YEAR TO DATE (YTD)

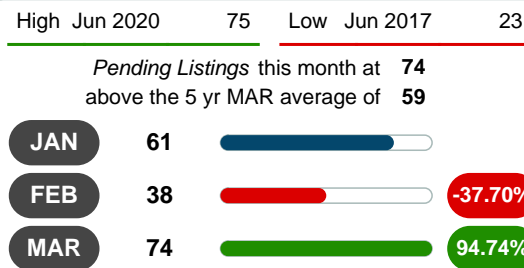


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 59



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	5.41%	79.8	4	0	0	0
\$50,001 - \$125,000	12	16.22%	34.6	10	1	1	0
\$125,001 - \$175,000	13	17.57%	30.5	4	5	4	0
\$175,001 - \$225,000	15	20.27%	25.4	2	11	2	0
\$225,001 - \$275,000	11	14.86%	38.6	0	8	3	0
\$275,001 - \$475,000	10	13.51%	21.9	4	2	4	0
\$475,001 and up	9	12.16%	79.9	4	2	0	3
Total Pending Units	74			28	29	14	3
Total Pending Volume	17,789,623	100%	8.0	5.60M	7.20M	3.14M	1.86M
Average Listing Price	\$187,963			\$199,839	\$248,132	\$224,236	\$619,667

March 2021

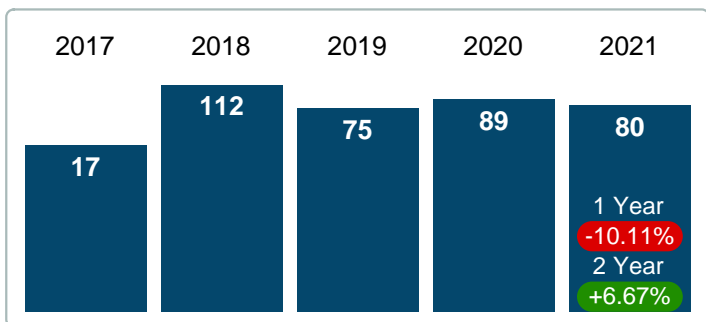
Area Delimited by County Of Bryan



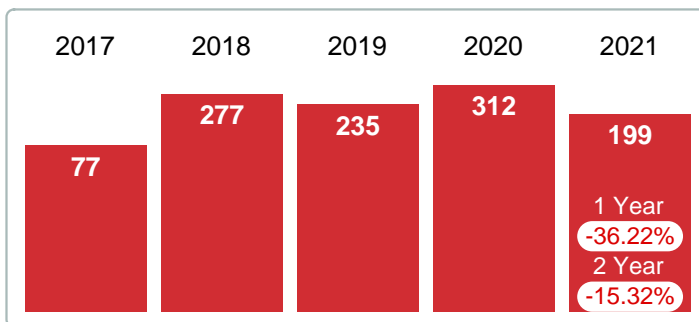
NEW LISTINGS

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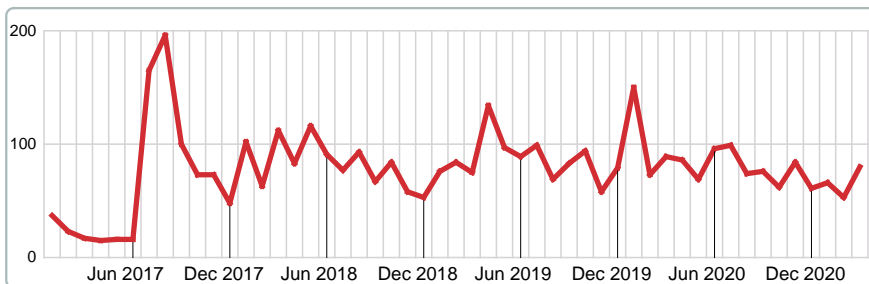
MARCH



YEAR TO DATE (YTD)

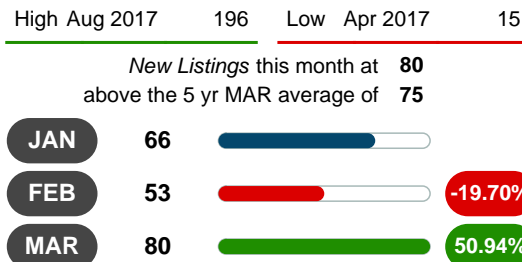


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 75



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	5	6.25%	4	0	1	0
\$75,001 - \$150,000	11	13.75%	8	2	0	1
\$150,001 - \$175,000	6	7.50%	2	3	1	0
\$175,001 - \$275,000	25	31.25%	2	19	4	0
\$275,001 - \$450,000	16	20.00%	7	4	5	0
\$450,001 - \$700,000	9	11.25%	6	1	0	2
\$700,001 and up	8	10.00%	5	2	1	0
Total New Listed Units	80		34	31	12	3
Total New Listed Volume	31,543,747	100%	18.60M	8.20M	3.53M	1.21M
Average New Listed Listing Price	\$188,669		\$547,174	\$264,552	\$294,233	\$402,633

March 2021

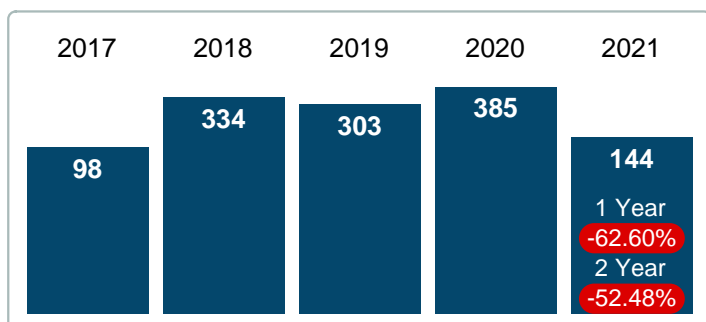
Area Delimited by County Of Bryan



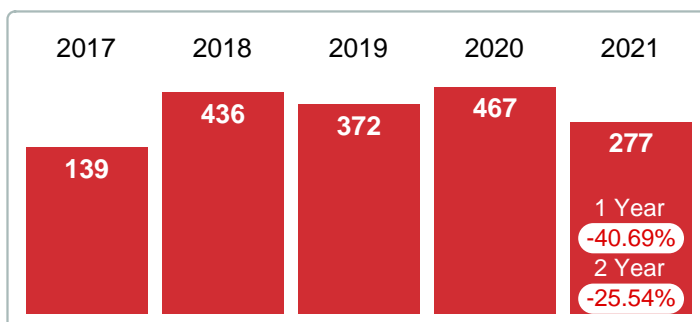
ACTIVE INVENTORY

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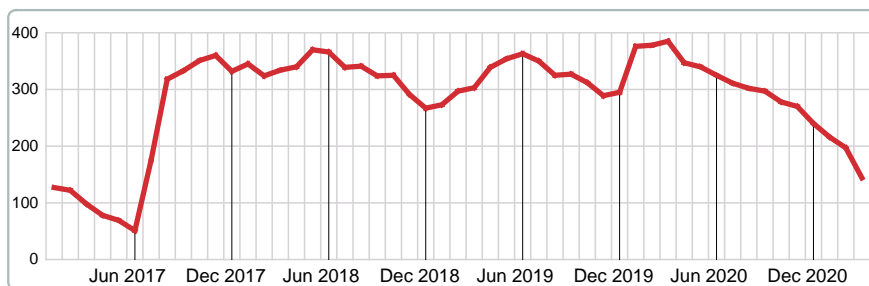
END OF MARCH



ACTIVE DURING MARCH

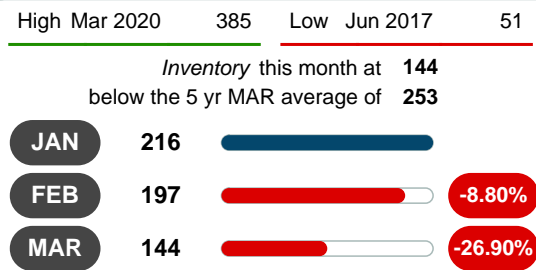


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR 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	10	6.94%	81.7	9	1	0	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$150,000	47	32.64%	97.9	42	3	0	2
\$150,001 - \$300,000	32	22.22%	54.7	11	14	6	1
\$300,001 - \$525,000	24	16.67%	97.2	14	2	7	1
\$525,001 - \$825,000	17	11.81%	104.2	12	1	3	1
\$825,001 and up	14	9.72%	107.8	8	3	2	1
Total Active Inventory by Units	144			96	24	18	6
Total Active Inventory by Volume	59,324,570	100%	88.8	36.54M	8.63M	11.25M	2.92M
Average Active Inventory Listing Price	\$411,976			\$380,574	\$359,400	\$624,728	\$486,467

March 2021



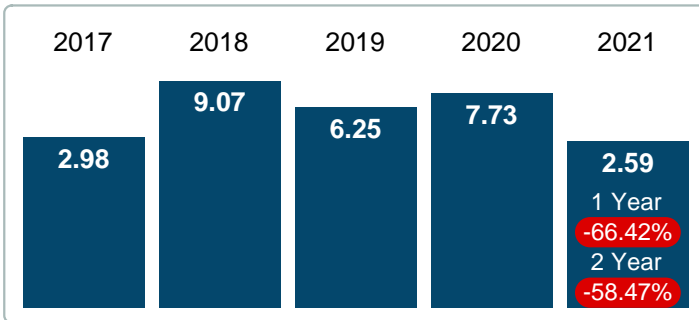
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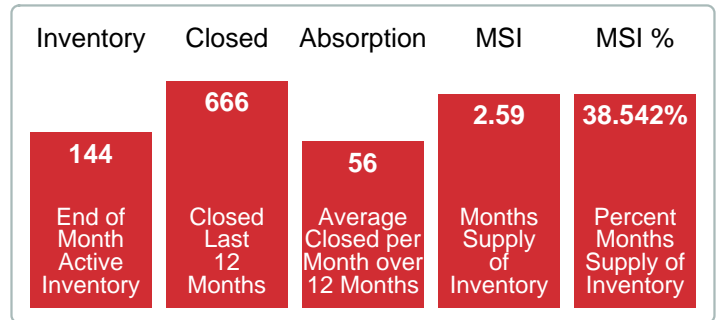
MONTHS SUPPLY of INVENTORY (MSI)

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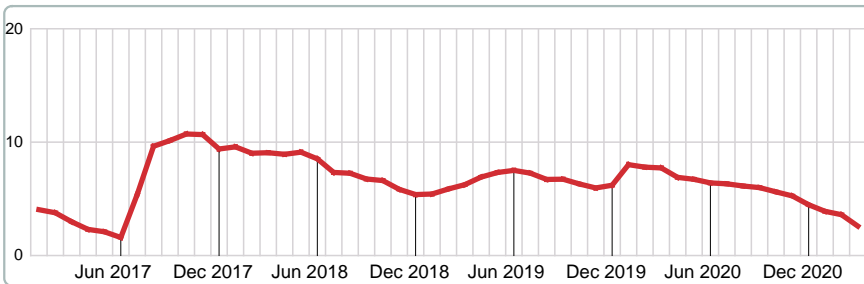
MSI FOR MARCH



INDICATORS FOR MARCH 2021



5 YEAR MARKET ACTIVITY TRENDS

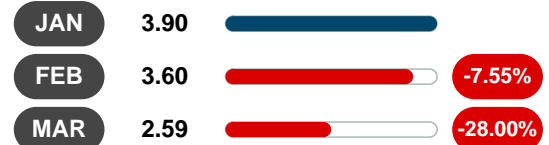


3 MONTHS

5 year MAR AVG = 5.72

High Oct 2017 10.72 Low Jun 2017 1.59

Months Supply this month at 2.59 below the 5 yr MAR average of 5.72



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	6.94%	2.93	2.77	6.00	0.00	0.00
\$25,001 - \$25,000	0	0.00%	nan	0.00	0.00	0.00	0.00
\$25,001 - \$150,000	47	32.64%	2.16	4.06	0.31	0.00	0.00
\$150,001 - \$300,000	32	22.22%	1.37	5.28	0.84	1.44	2.40
\$300,001 - \$525,000	24	16.67%	4.57	21.00	1.14	3.65	1.09
\$525,001 - \$825,000	17	11.81%	12.00	24.00	3.00	9.00	4.00
\$825,001 and up	14	9.72%	56.00	48.00	0.00	24.00	0.00
Market Supply of Inventory (MSI)			2.59	5.65	0.84	2.18	3.79
Total Active Inventory by Units		100%	2.59	96	24	18	6

March 2021

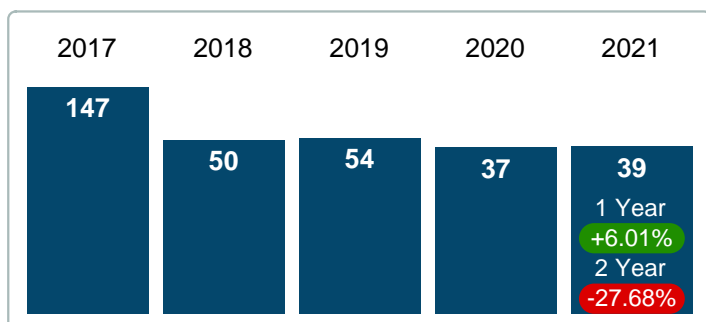
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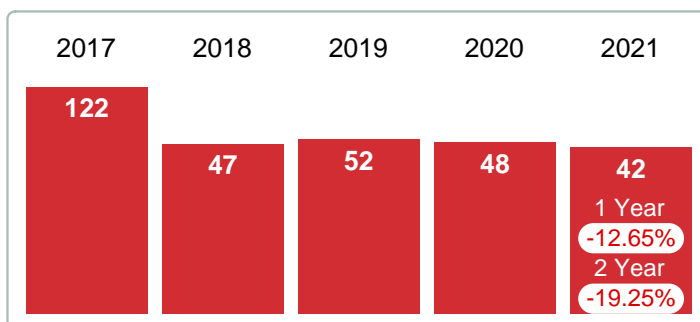
AVERAGE DAYS ON MARKET TO SALE

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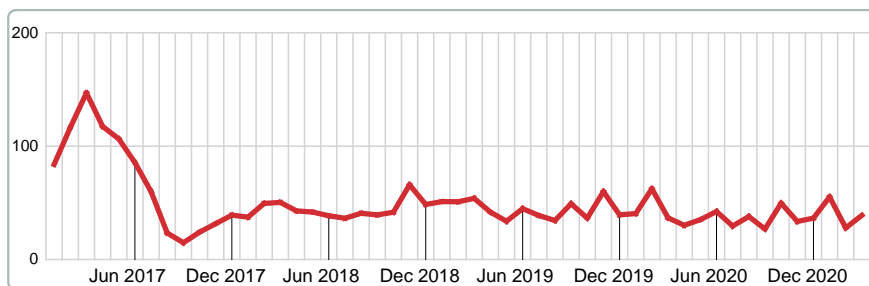
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 65

High Mar 2017 147 Low Sep 2017 15

Average Days on Market to Sale this month at 39 below the 5 yr MAR average of 65



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	9.43%	51	51	0	0	0
\$50,001 - \$75,000	5.66%	42	1	124	1	0
\$75,001 - \$150,000	18.87%	24	10	42	1	0
\$150,001 - \$225,000	30.19%	49	17	52	66	0
\$225,001 - \$250,000	7.55%	18	0	24	1	0
\$250,001 - \$350,000	15.09%	37	1	55	9	0
\$350,001 and up	13.21%	42	72	3	24	50
Average Closed DOM		39	33	48	20	50
Total Closed Units	100%	39	14	27	10	2
Total Closed Volume		11,025,273	2.35M	5.55M	2.25M	870.00K

March 2021

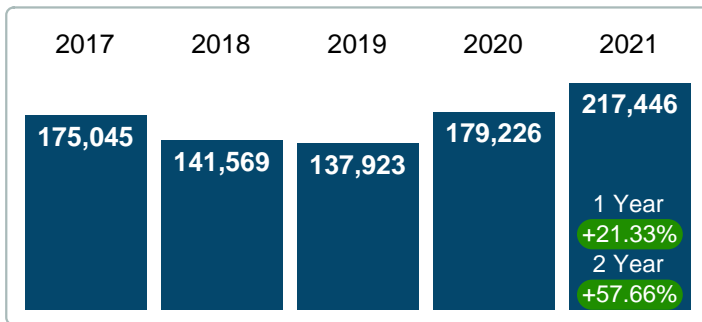
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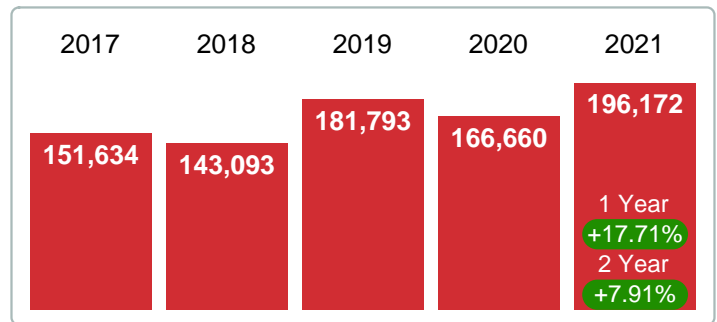
AVERAGE LIST PRICE AT CLOSING

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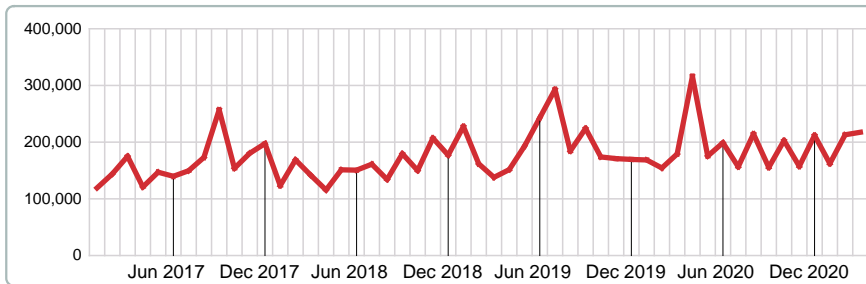
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

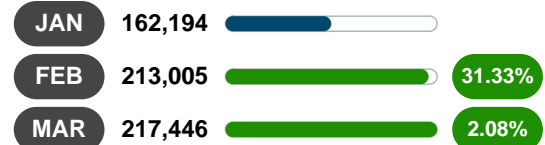


3 MONTHS

5 year MAR AVG = 170,242

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

Average List Price at Closing this month at **217,446**
above the 5 yr MAR average of **170,242**



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	9.43%	28,900	28,900	0	0	0
\$50,001 - \$75,000	3.77%	63,950	83,000	90,000	68,000	0
\$75,001 - \$150,000	16.98%	107,222	90,000	118,380	150,950	0
\$150,001 - \$225,000	30.19%	187,438	189,750	198,467	202,450	0
\$225,001 - \$250,000	11.32%	239,487	0	242,374	230,900	0
\$250,001 - \$350,000	13.21%	299,557	348,000	309,760	280,000	0
\$350,001 and up	15.09%	469,300	644,000	450,000	369,250	459,000
Average List Price		217,446	179,500	214,423	230,420	459,000
Total Closed Units		53	14	27	10	2
Total Closed Volume		11,524,623	2.51M	5.79M	2.30M	918.00K

March 2021

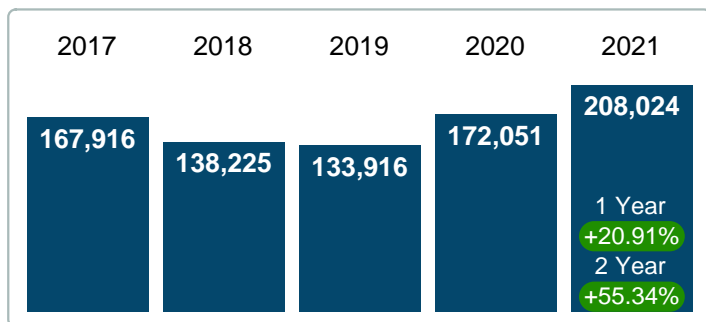
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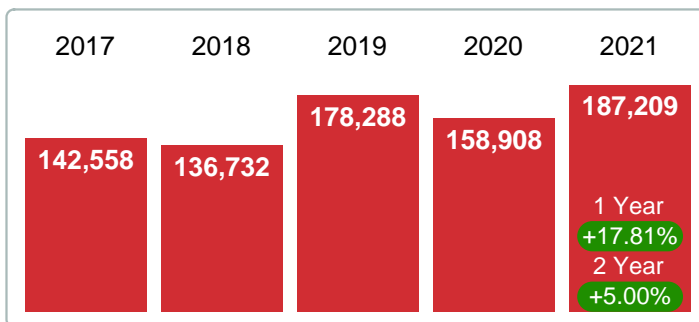
AVERAGE SOLD PRICE AT CLOSING

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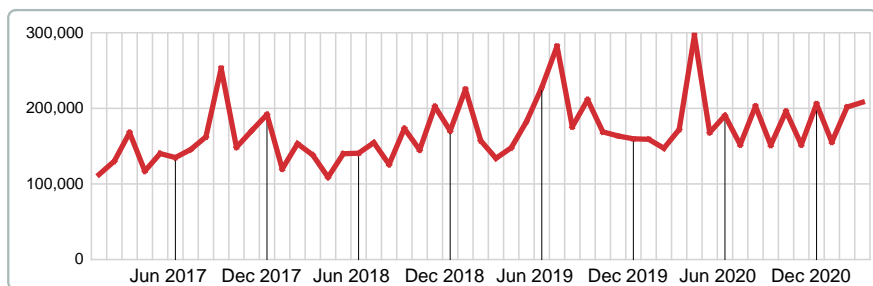
MARCH



YEAR TO DATE (YTD)

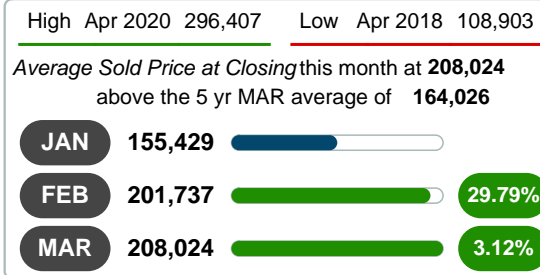


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 164,026



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	9.43%	28,100	28,100	0	0	0
\$50,001 - \$75,000	5.66%	71,833	72,500	75,000	68,000	0
\$75,001 - \$150,000	18.87%	112,050	87,667	117,100	136,000	0
\$150,001 - \$225,000	30.19%	195,394	180,000	197,192	200,000	0
\$225,001 - \$250,000	7.55%	234,993	0	235,708	232,850	0
\$250,001 - \$350,000	15.09%	286,938	348,000	279,900	274,000	0
\$350,001 and up	13.21%	455,286	585,000	415,000	366,000	435,000
Average Sold Price		208,024	168,143	205,497	225,285	435,000
Total Closed Units	100%	208,024	14	27	10	2
Total Closed Volume		11,025,273	2.35M	5.55M	2.25M	870.00K

March 2021

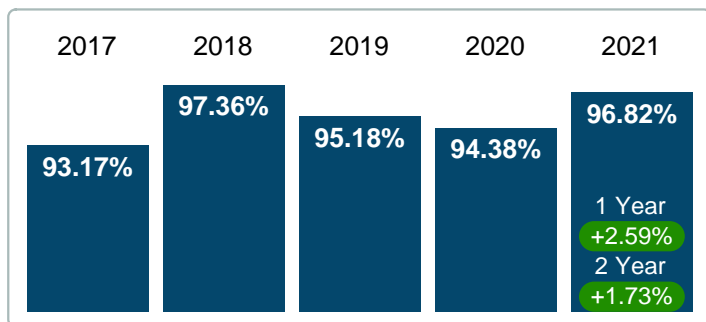
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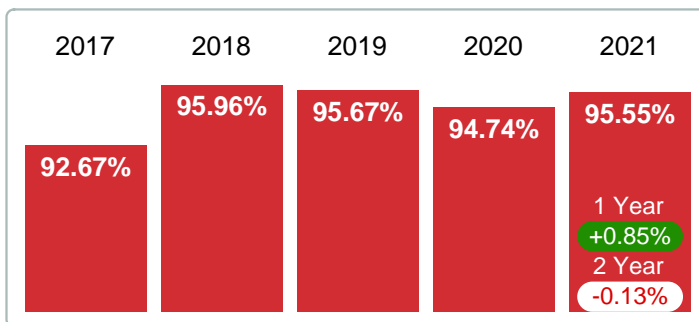
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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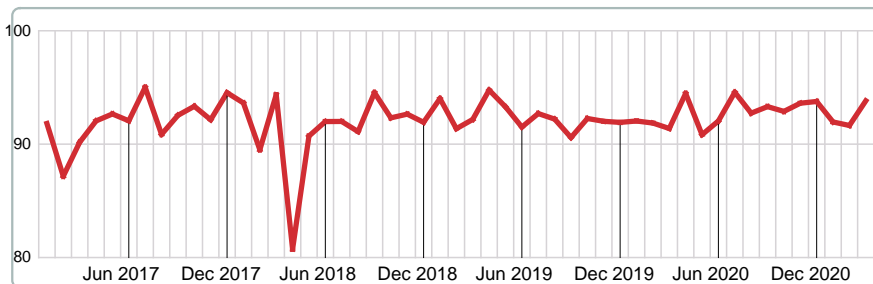
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

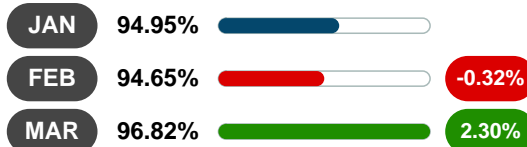


3 MONTHS

5 year MAR AVG = 95.38%

High Jul 2017 98.01% Low Apr 2018 83.74%

Average Sold/List Ratio this month at **96.82%** above the 5 yr MAR average of **95.38%**



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	5	9.43%	97.69%	97.69%	0.00%	0.00%	0.00%
\$50,001 - \$75,000	3	5.66%	90.23%	87.35%	83.33%	100.00%	0.00%
\$75,001 - \$150,000	10	18.87%	98.60%	97.96%	102.17%	90.65%	0.00%
\$150,001 - \$225,000	16	30.19%	98.88%	94.57%	99.59%	98.93%	0.00%
\$225,001 - \$250,000	4	7.55%	98.21%	0.00%	97.33%	100.84%	0.00%
\$250,001 - \$350,000	8	15.09%	93.63%	100.00%	90.60%	98.03%	0.00%
\$350,001 and up	7	13.21%	94.65%	91.07%	92.22%	99.12%	94.96%
Average Sold/List Ratio		96.80%		95.78%	97.28%	97.43%	94.96%
Total Closed Units		53	100%	14	27	10	2
Total Closed Volume		11,025,273		2.35M	5.55M	2.25M	870.00K

March 2021

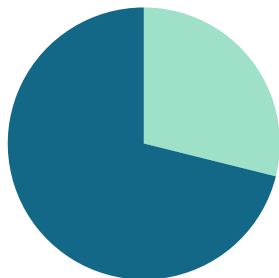
Area Delimited by County Of Bryan



MARKET SUMMARY

Report produced on Apr 12, 2021 for MLS Technology Inc.

INVENTORY

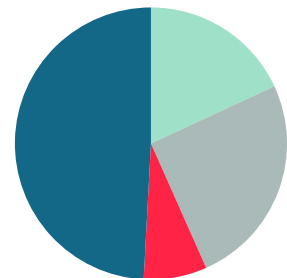


Inventory
 New Listings
80 = 28.88%
 Start Inventory
197
 Total Inventory Units
277
 Volume
\$94,615,193

Market Activity

Closed Sales
53 = 18.09%
 Pending Sales
74 = 25.26%
 Other Off Market
22 = 7.51%
 Active Inventory
144 = 49.15%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	43	53	23.26%	123	146	18.70%
Pending Sales	57	74	29.82%	164	173	5.49%
New Listings	89	80	-10.11%	312	199	-36.22%
Average List Price	179,226	217,446	21.33%	166,660	196,172	17.71%
Average Sale Price	172,051	208,024	20.91%	158,908	187,209	17.81%
Average Percent of Selling Price to List Price	94.38%	96.82%	2.59%	94.74%	95.55%	0.85%
Average Days on Market to Sale	36.79	39.00	6.01%	47.92	41.86	-12.65%
Monthly Inventory	385	144	-62.60%	385	144	-62.60%
Months Supply of Inventory	7.73	2.59	-66.42%	7.73	2.59	-66.42%

Absorption: Last 12 months, an Average of **56** Sales/Month

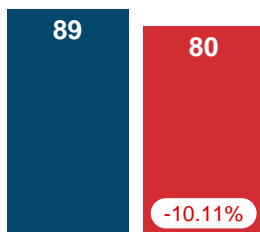
Inventory on March 31, 2021 = **144**

2020 **2021**

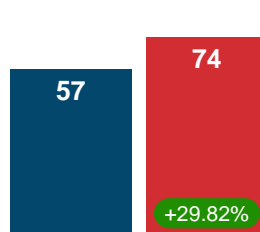
MARCH MARKET

AVERAGE PRICES

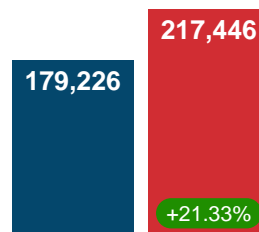
New Listings



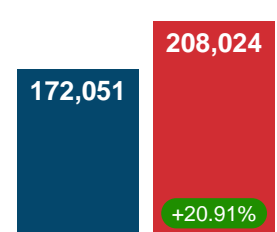
Pending Listings



List Price



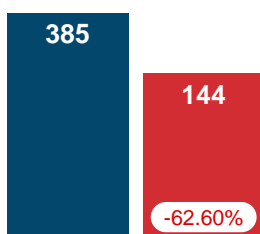
Sale Price



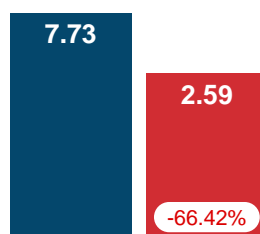
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

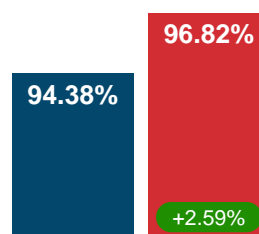
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

