

March 2021

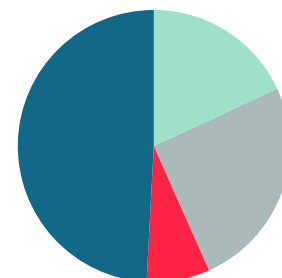
Area Delimited by County Of Bryan



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%
Median List Price	160,000	200,000	25.00%
Median Sale Price	150,000	205,000	36.67%
Median Percent of Selling Price to List Price	95.00%	100.00%	5.26%
Median Days on Market to Sale	28.00	12.00	-57.14%
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.

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 **36.67%** in March 2021 to \$205,000 versus the previous year at \$150,000.

Median Days on Market Shortens

The median number of **12.00** days that homes spent on the market before selling decreased by 16.00 days or **57.14%** in March 2021 compared to last year's same month at **28.00** DOM.

Sales Success for March 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 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.

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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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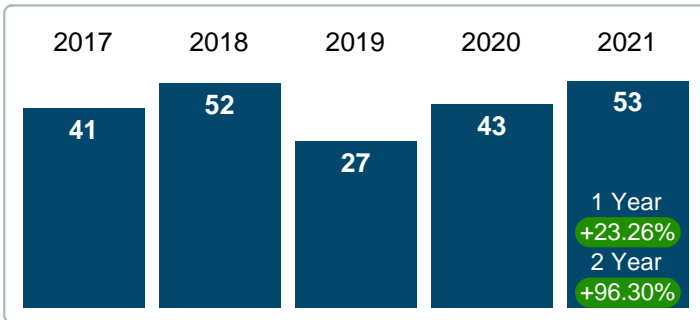
Area Delimited by County Of Bryan



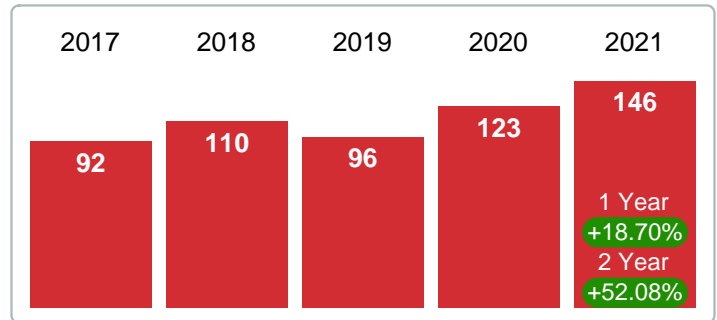
CLOSED LISTINGS

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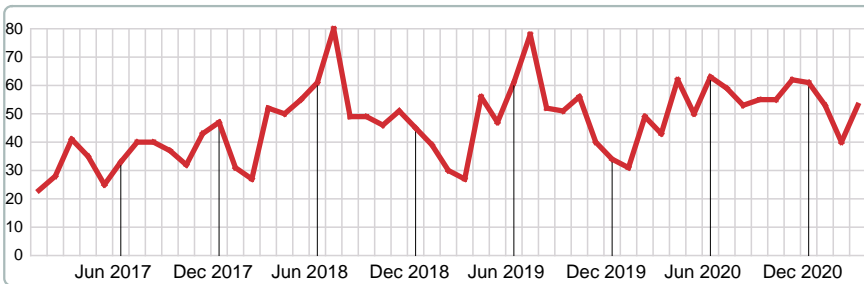
MARCH



YEAR TO DATE (YTD)

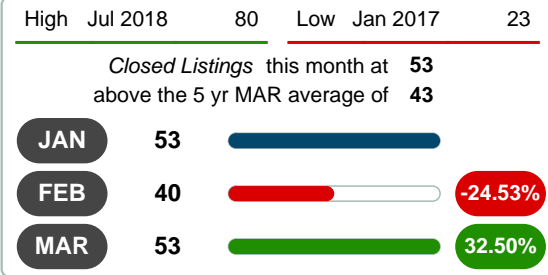


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 43



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	9.43%	69.0	5	0	0	0
\$50,001 - \$75,000	3	5.66%	1.0	1	1	1	0
\$75,001 - \$150,000	10	18.87%	5.5	3	5	2	0
\$150,001 - \$225,000	16	30.19%	26.0	2	12	2	0
\$225,001 - \$250,000	4	7.55%	4.5	0	3	1	0
\$250,001 - \$350,000	8	15.09%	12.0	1	5	2	0
\$350,001 and up	7	13.21%	35.0	2	1	2	2
Total Closed Units	53			14	27	10	2
Total Closed Volume	11,025,273	100%	12.0	2.35M	5.55M	2.25M	870.00K
Median Closed Price	\$205,000			\$85,000	\$205,000	\$228,925	\$435,000

March 2021

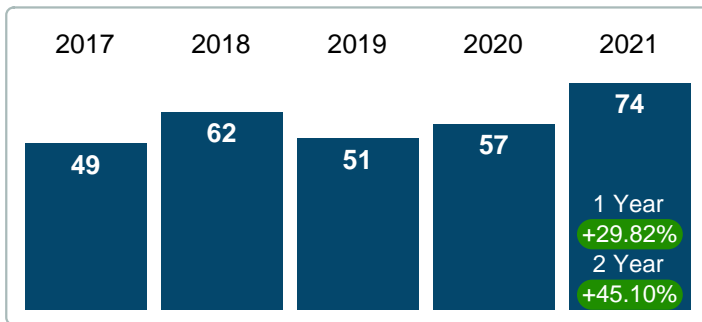
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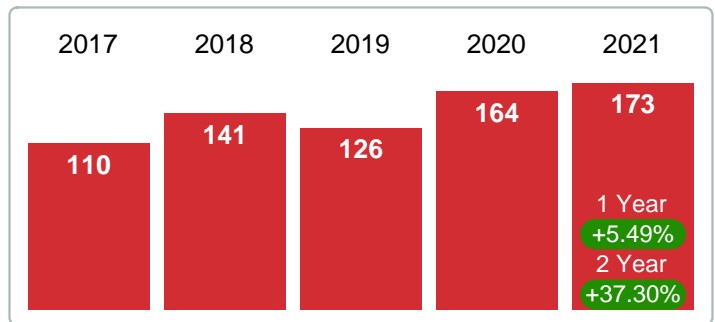
PENDING LISTINGS

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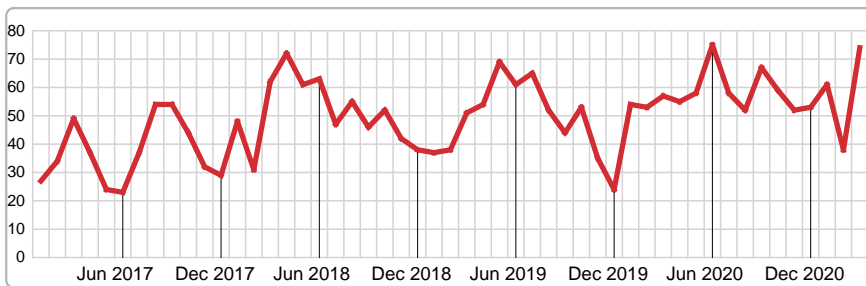
MARCH



YEAR TO DATE (YTD)

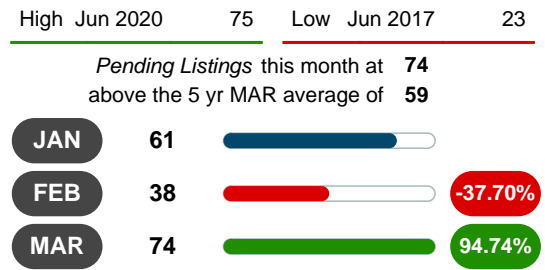


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 59



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	5.41%	74.5	4	0	0	0
\$50,001 - \$125,000	12	16.22%	8.5	10	1	1	0
\$125,001 - \$175,000	13	17.57%	5.0	4	5	4	0
\$175,001 - \$225,000	15	20.27%	3.0	2	11	2	0
\$225,001 - \$275,000	11	14.86%	3.0	0	8	3	0
\$275,001 - \$475,000	10	13.51%	5.0	4	2	4	0
\$475,001 and up	9	12.16%	3.0	4	2	0	3
Total Pending Units	74			28	29	14	3
Total Pending Volume	17,789,623	100%	5.5	5.60M	7.20M	3.14M	1.86M
Median Listing Price	\$192,950			\$127,450	\$209,900	\$223,750	\$599,000

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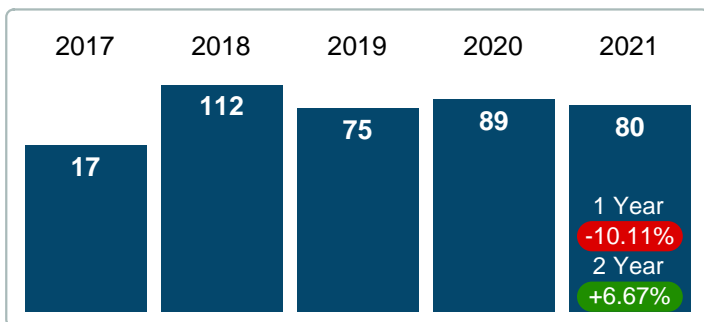
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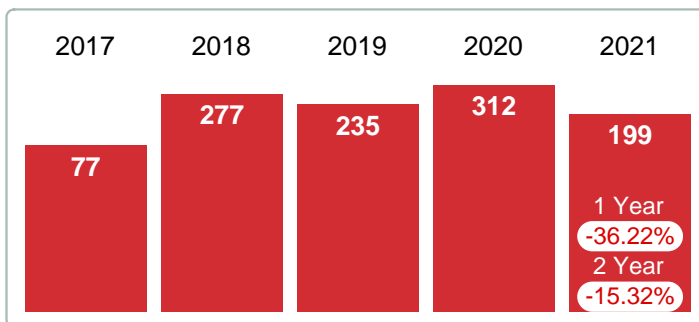
NEW LISTINGS

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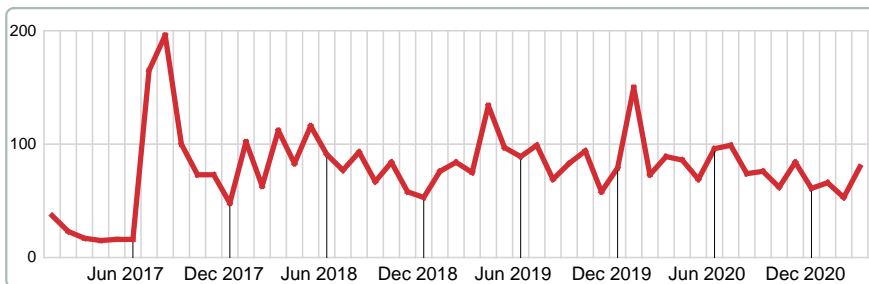
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 75

High Aug 2017 196 Low Apr 2017 15

New Listings this month at **80**
above the 5 yr MAR average of **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
Median New Listed Listing Price	\$239,000		\$294,000	\$212,500	\$269,000	\$479,000

March 2021

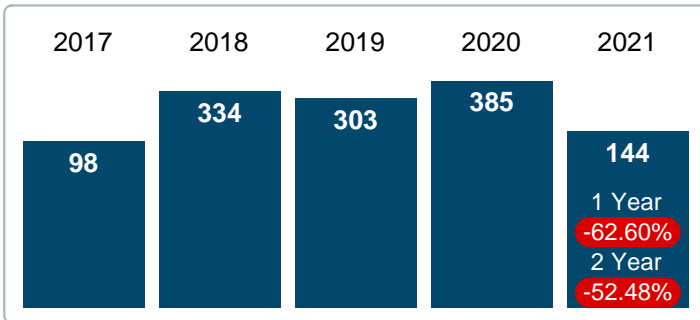
Area Delimited by County Of Bryan



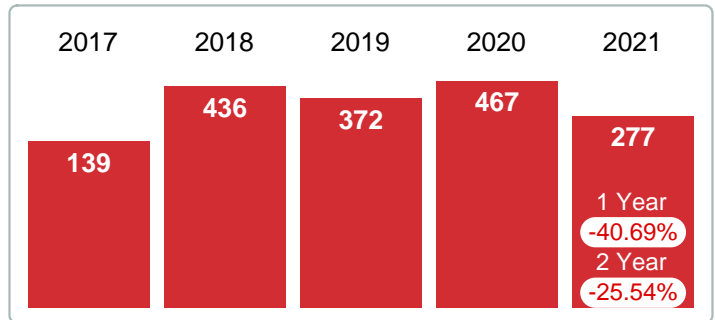
ACTIVE INVENTORY

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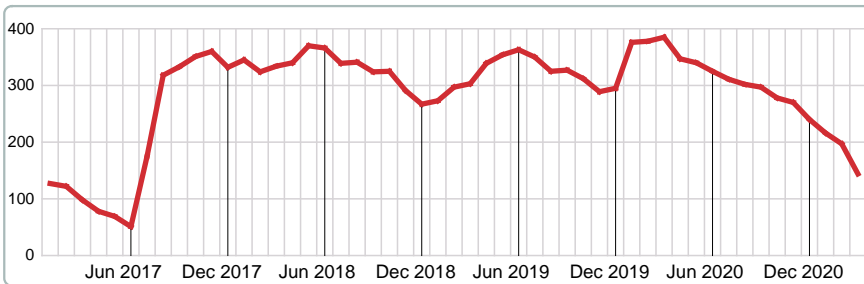
END OF MARCH



ACTIVE DURING MARCH

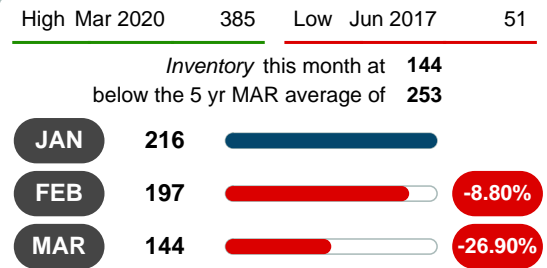


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 253



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	10	6.94%	72.5	9	1	0	0
\$25,001 - \$25,000	0	0.00%	72.5	0	0	0	0
\$25,001 - \$150,000	47	32.64%	79.0	42	3	0	2
\$150,001 - \$300,000	32	22.22%	36.5	11	14	6	1
\$300,001 - \$525,000	24	16.67%	61.0	14	2	7	1
\$525,001 - \$825,000	17	11.81%	86.0	12	1	3	1
\$825,001 and up	14	9.72%	103.0	8	3	2	1
Total Active Inventory by Units	144			96	24	18	6
Total Active Inventory by Volume	59,324,570	100%	68.0	36.54M	8.63M	11.25M	2.92M
Median Active Inventory Listing Price	\$237,000			\$150,000	\$255,450	\$339,500	\$389,450

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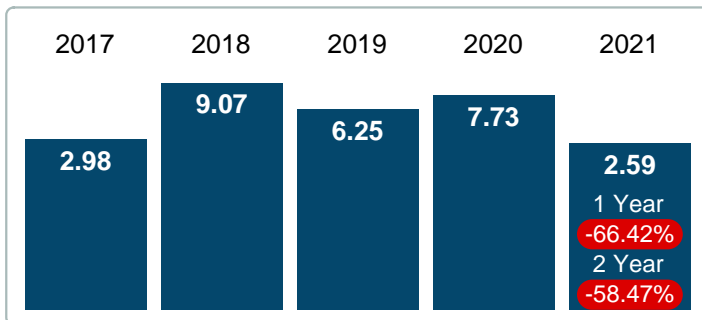
Area Delimited by County Of Bryan



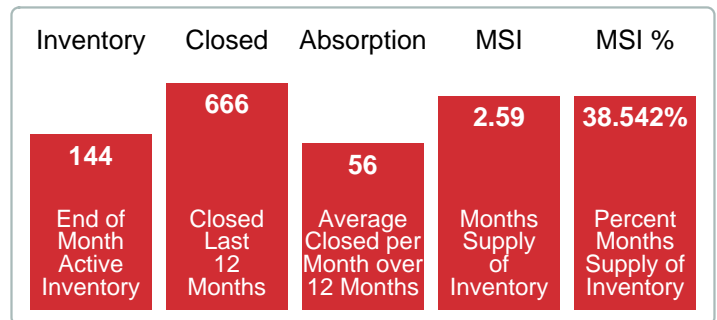
MONTHS SUPPLY of INVENTORY (MSI)

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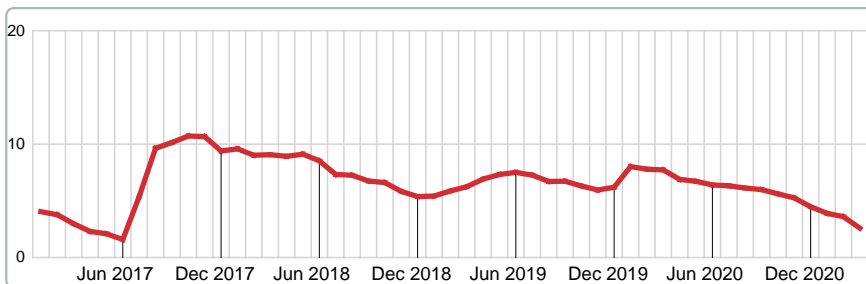
MSI FOR MARCH



INDICATORS FOR MARCH 2021

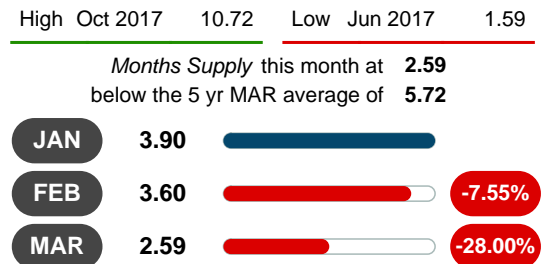


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 5.72



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

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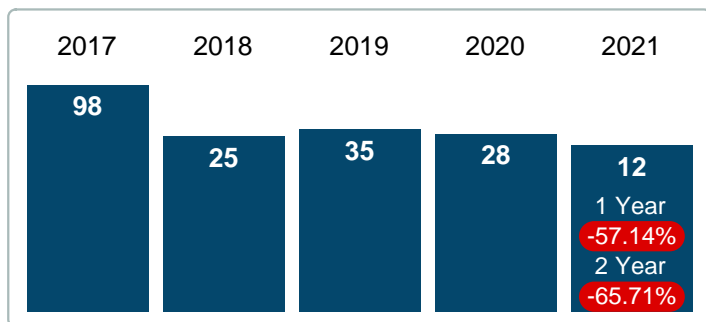
Area Delimited by County Of Bryan



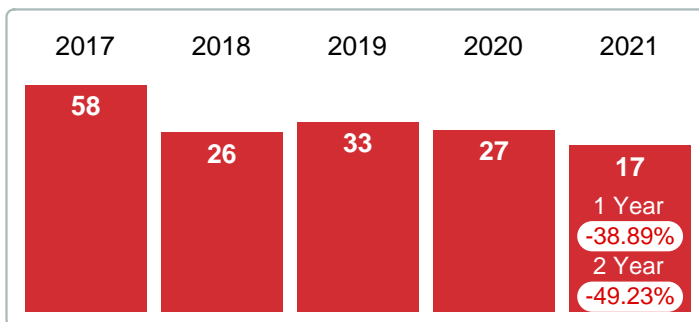
MEDIAN DAYS ON MARKET TO SALE

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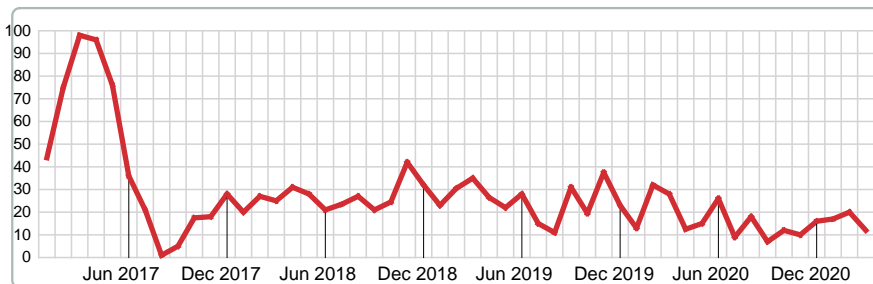
MARCH



YEAR TO DATE (YTD)

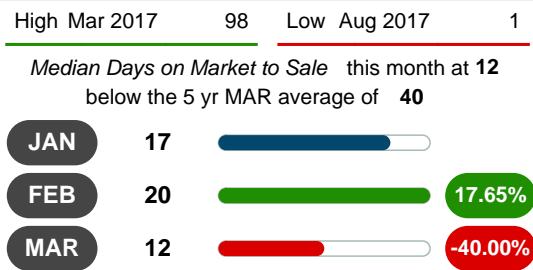


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 40



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	9.43%	69	69	0	0	0
\$50,001 - \$75,000	5.66%	1	1	124	1	0
\$75,001 - \$150,000	18.87%	6	7	10	1	0
\$150,001 - \$225,000	30.19%	26	17	18	66	0
\$225,001 - \$250,000	7.55%	5	0	8	1	0
\$250,001 - \$350,000	15.09%	12	1	31	9	0
\$350,001 and up	13.21%	35	72	3	24	50
Median Closed DOM		12	6	12	7	50
Total Closed Units	100%	53	14	27	10	2
Total Closed Volume		11,025,273	2.35M	5.55M	2.25M	870.00K

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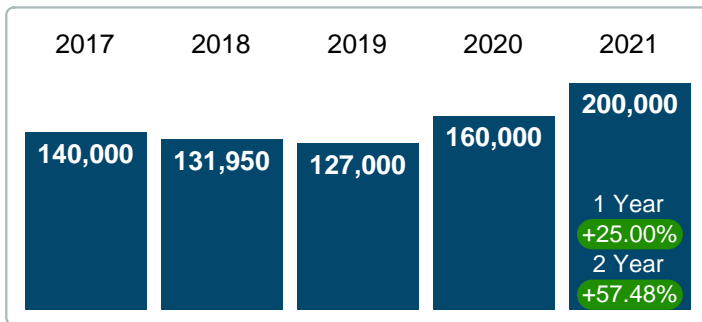
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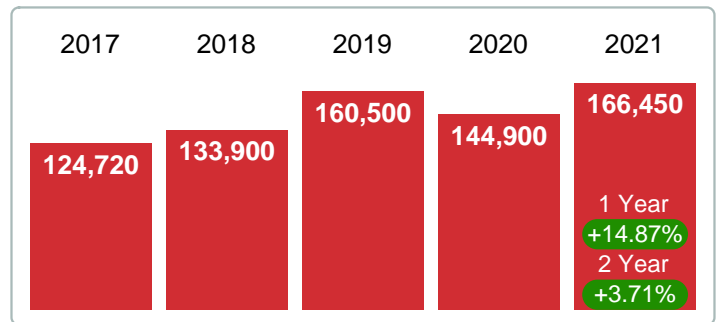
MEDIAN LIST PRICE AT CLOSING

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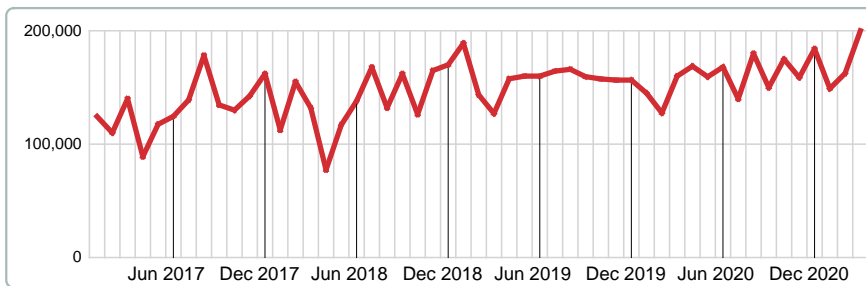
MARCH



YEAR TO DATE (YTD)

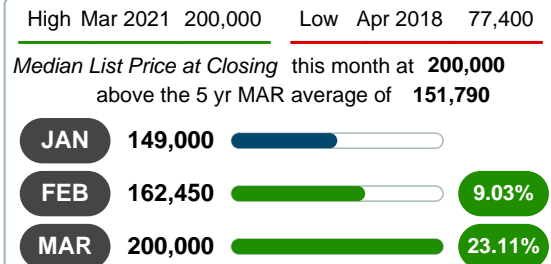


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 151,790



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	5	9.43%	25,000	25,000	0	0	0
\$50,001 - \$75,000	2	3.77%	63,950	0	59,900	68,000	0
\$75,001 - \$150,000	9	16.98%	97,000	88,000	121,500	142,000	0
\$150,001 - \$225,000	16	30.19%	187,750	189,750	198,000	167,450	0
\$225,001 - \$250,000	6	11.32%	238,562	0	245,562	230,400	0
\$250,001 - \$350,000	7	13.21%	300,000	348,000	294,500	280,000	0
\$350,001 and up	8	15.09%	439,500	644,000	404,950	369,250	459,000
Median List Price			200,000	88,000	205,000	230,400	459,000
Total Closed Units		100%	200,000	14	27	10	2
Total Closed Volume			11,524,623	2.51M	5.79M	2.30M	918.00K

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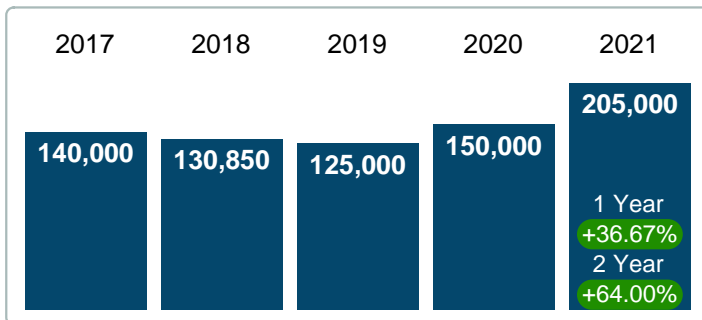
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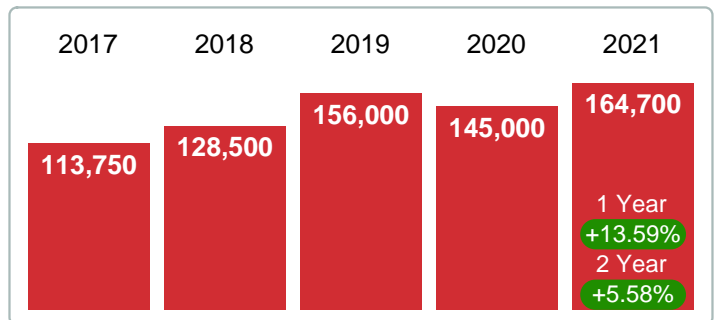
MEDIAN SOLD PRICE AT CLOSING

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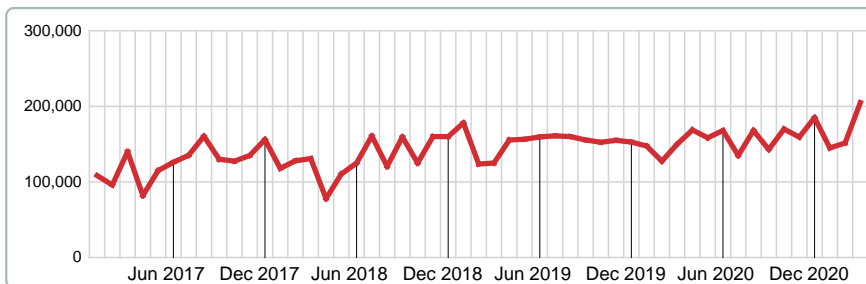
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

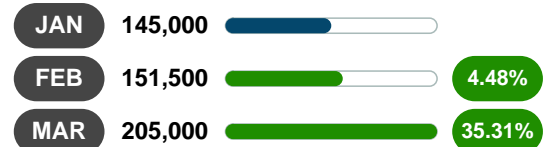


3 MONTHS

5 year MAR AVG = 150,170

High Mar 2021 205,000 Low Apr 2018 77,950

Median Sold Price at Closing this month at **205,000** above the 5 yr MAR average of **150,170**



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	9.43%	25,000	25,000	0	0	0
\$50,001 - \$75,000	5.66%	72,500	72,500	75,000	68,000	0
\$75,001 - \$150,000	18.87%	116,000	85,000	120,000	136,000	0
\$150,001 - \$225,000	30.19%	202,500	180,000	205,000	200,000	0
\$225,001 - \$250,000	7.55%	233,925	0	235,000	232,850	0
\$250,001 - \$350,000	15.09%	279,000	348,000	265,000	274,000	0
\$350,001 and up	13.21%	420,000	585,000	415,000	366,000	435,000
Median Sold Price		205,000	85,000	205,000	228,925	435,000
Total Closed Units		53	14	27	10	2
Total Closed Volume		11,025,273	2.35M	5.55M	2.25M	870.00K

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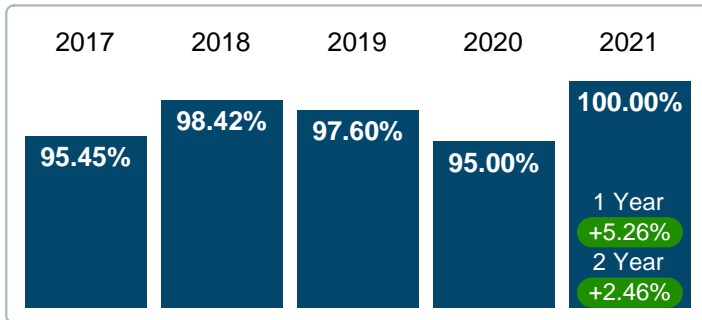
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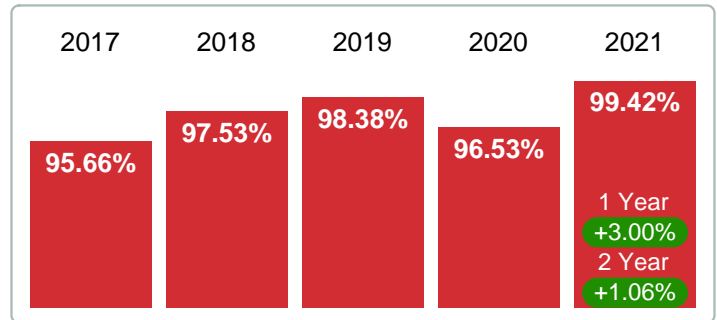
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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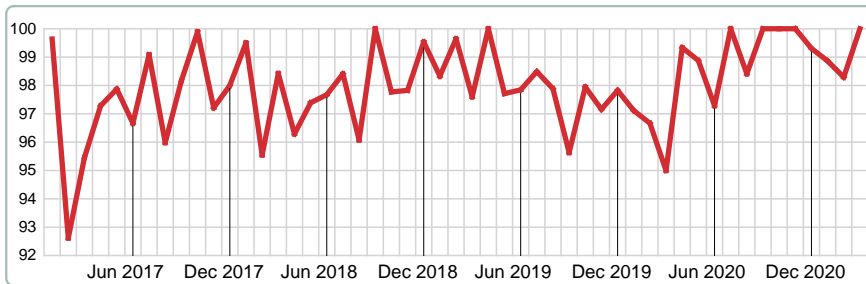
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

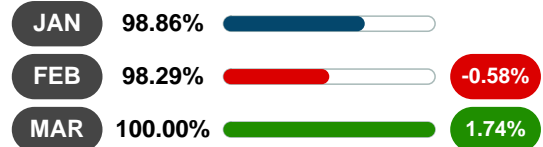


3 MONTHS

5 year MAR AVG = 97.29%

High Mar 2021 100.00% Low Feb 2017 92.62%

Median Sold/List Ratio this month at **100.00%** above the 5 yr MAR average of **97.29%**



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	5	9.43%	100.00%	100.00%	0.00%	0.00%	0.00%
\$50,001 - \$75,000	3	5.66%	87.35%	87.35%	83.33%	100.00%	0.00%
\$75,001 - \$150,000	10	18.87%	100.00%	100.00%	100.00%	90.65%	0.00%
\$150,001 - \$225,000	16	30.19%	100.00%	94.57%	100.00%	98.93%	0.00%
\$225,001 - \$250,000	4	7.55%	100.00%	0.00%	100.00%	100.84%	0.00%
\$250,001 - \$350,000	8	15.09%	93.18%	100.00%	89.58%	98.03%	0.00%
\$350,001 and up	7	13.21%	92.22%	91.07%	92.22%	99.12%	94.96%
Median Sold/List Ratio		100.00%		96.67%	100.00%	100.00%	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

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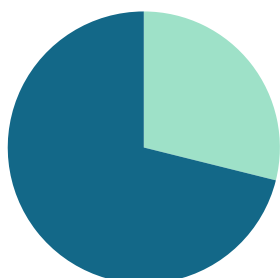
Area Delimited by County Of Bryan



MARKET SUMMARY

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

INVENTORY



Inventory

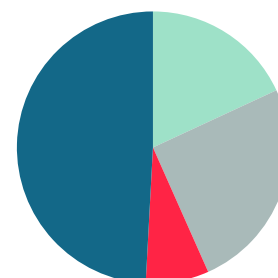
- New Listings **80 = 28.88%**
- Start Inventory **197**
- Total Inventory Units **277**
- Volume **\$94,615,193**

Market Activity

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%
Median List Price	160,000	200,000	25.00%	144,900	166,450	14.87%
Median Sale Price	150,000	205,000	36.67%	145,000	164,700	13.59%
Median Percent of Selling Price to List Price	95.00%	100.00%	5.26%	96.53%	99.42%	3.00%
Median Days on Market to Sale	28.00	12.00	-57.14%	27.00	16.50	-38.89%
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

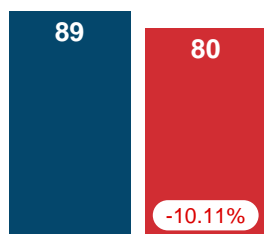
Inventory on March 31, 2021 = **144**

2020 **2021**

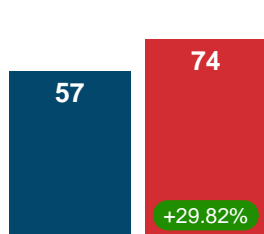
MARCH MARKET

MEDIAN PRICES

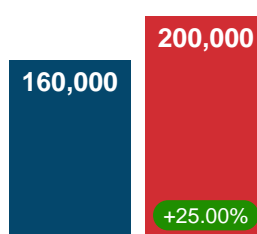
New Listings



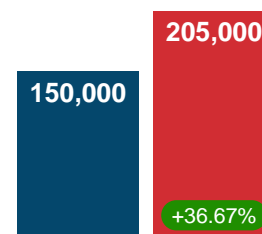
Pending Listings



List Price



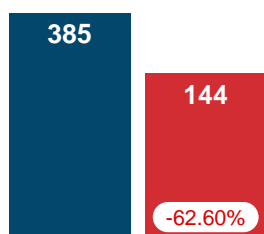
Sale Price



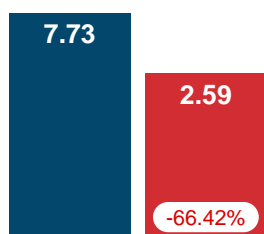
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

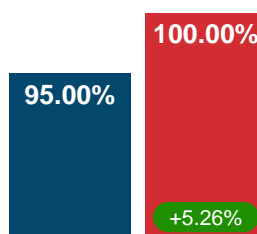
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

