

# October 2021

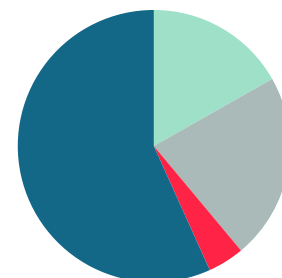
Area Delimited by County Of Bryan



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	October 2021	+/-%
Closed Listings	55	66	20.00%
Pending Listings	58	87	50.00%
New Listings	62	110	77.42%
Median List Price	174,900	222,950	27.47%
Median Sale Price	169,900	221,750	30.52%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	12.00	6.50	-45.83%
End of Month Inventory	279	223	-20.07%
Months Supply of Inventory	5.64	3.73	-33.78%



■ Closed (16.79%)  
■ Pending (22.14%)  
■ Other OffMarket (4.33%)  
■ Active (56.74%)

**Absorption:** Last 12 months, an Average of **60** Sales/Month  
**Active Inventory** as of October 31, 2021 = **223**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2021 decreased **20.07%** to 223 existing homes available for sale. Over the last 12 months this area has had an average of 60 closed sales per month. This represents an unsold inventory index of **3.73** 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 **30.52%** in October 2021 to \$221,750 versus the previous year at \$169,900.

#### Median Days on Market Shortens

The median number of **6.50** days that homes spent on the market before selling decreased by 5.50 days or **45.83%** in October 2021 compared to last year's same month at **12.00** DOM.

#### Sales Success for October 2021 is Positive

Overall, with Median Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 110 New Listings in October 2021, up **77.42%** from last year at 62. Furthermore, there were 66 Closed Listings this month versus last year at 55, a **20.00%** increase.

Closed versus Listed trends yielded a **60.0%** ratio, down from previous year's, October 2020, at **88.7%**, a **32.36%** downswing. 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

# October 2021

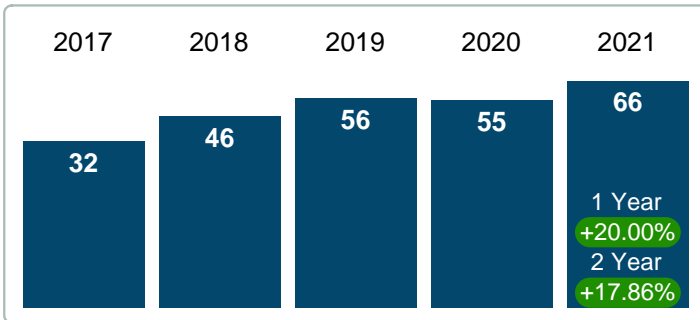
Area Delimited by County Of Bryan



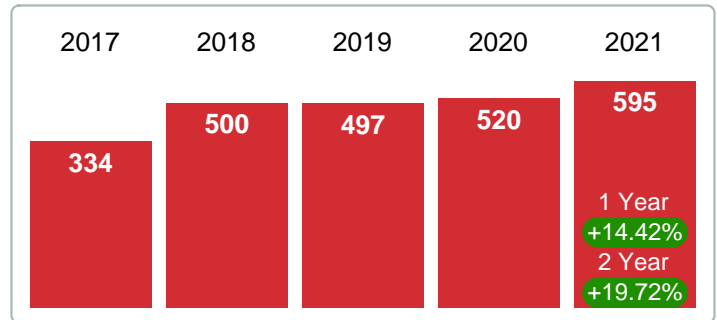
## CLOSED LISTINGS

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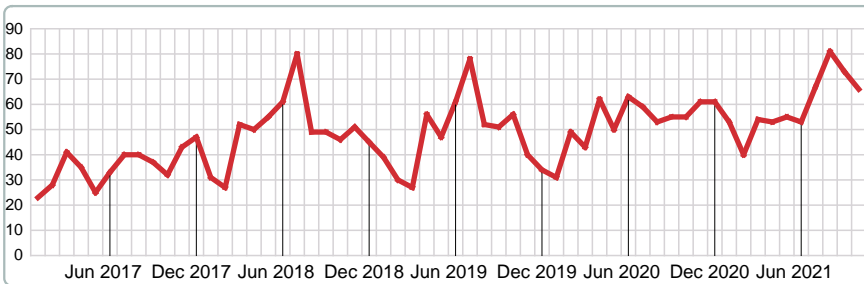
### OCTOBER



### YEAR TO DATE (YTD)

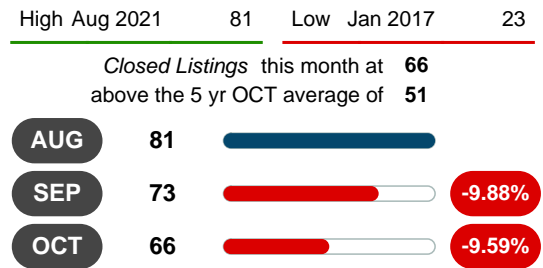


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 51



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	7.58%	18.0	5	0	0	0
\$75,001 - \$125,000	8	12.12%	6.5	2	4	2	0
\$125,001 - \$175,000	9	13.64%	7.0	0	8	1	0
\$175,001 - \$250,000	19	28.79%	5.0	5	11	3	0
\$250,001 - \$300,000	10	15.15%	5.5	1	6	3	0
\$300,001 - \$400,000	8	12.12%	15.0	1	4	3	0
\$400,001 and up	7	10.61%	27.0	1	2	2	2
<b>Total Closed Units</b>	<b>66</b>			<b>15</b>	<b>35</b>	<b>14</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>17,687,571</b>	<b>100%</b>	<b>6.5</b>	<b>3.65M</b>	<b>8.17M</b>	<b>4.08M</b>	<b>1.79M</b>
<b>Median Closed Price</b>	<b>\$221,750</b>			<b>\$219,000</b>	<b>\$213,000</b>	<b>\$269,000</b>	<b>\$892,500</b>

# October 2021



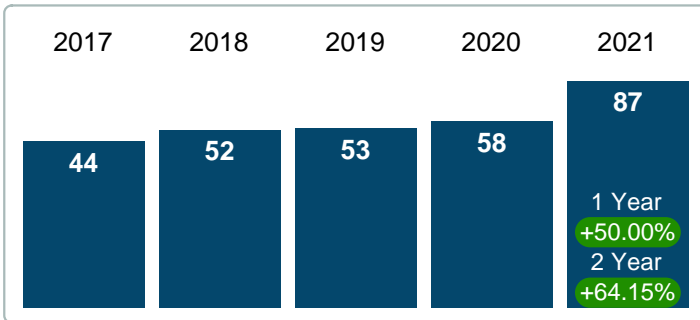
Area Delimited by County Of Bryan



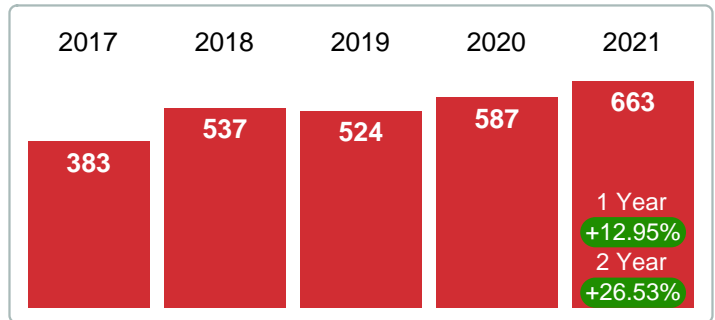
## PENDING LISTINGS

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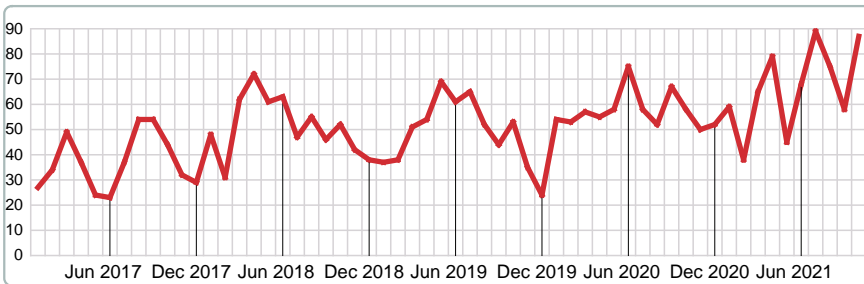
### OCTOBER



### YEAR TO DATE (YTD)

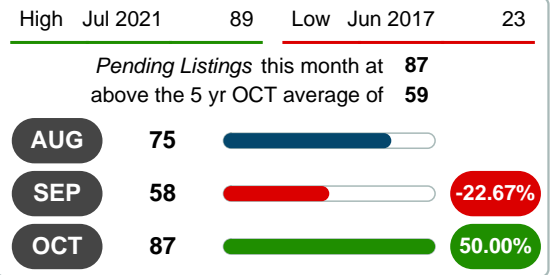


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT 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
\$75,000 and less	6	6.90%	28.5	5	1	0	0
\$75,001 - \$125,000	9	10.34%	22.0	2	6	1	0
\$125,001 - \$150,000	13	14.94%	20.0	8	5	0	0
\$150,001 - \$225,000	26	29.89%	12.5	5	19	2	0
\$225,001 - \$300,000	11	12.64%	15.0	0	6	5	0
\$300,001 - \$375,000	14	16.09%	9.0	0	6	8	0
\$375,001 and up	8	9.20%	17.0	1	3	3	1
<b>Total Pending Units</b>	<b>87</b>			<b>21</b>	<b>46</b>	<b>19</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>20,713,705</b>	<b>100%</b>	<b>15.0</b>	<b>3.31M</b>	<b>10.04M</b>	<b>6.81M</b>	<b>549.00K</b>
<b>Median Listing Price</b>	<b>\$200,000</b>			<b>\$139,900</b>	<b>\$202,450</b>	<b>\$323,000</b>	<b>\$549,000</b>

# October 2021



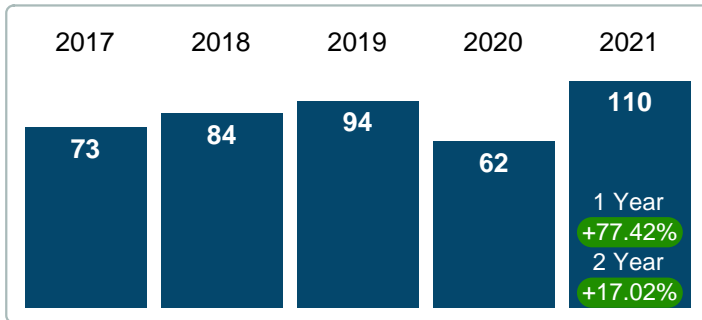
Area Delimited by County Of Bryan



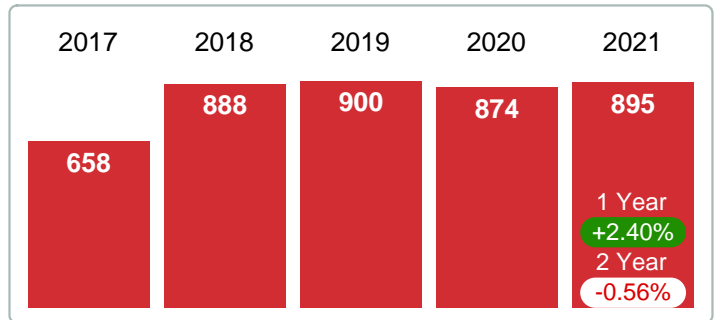
## NEW LISTINGS

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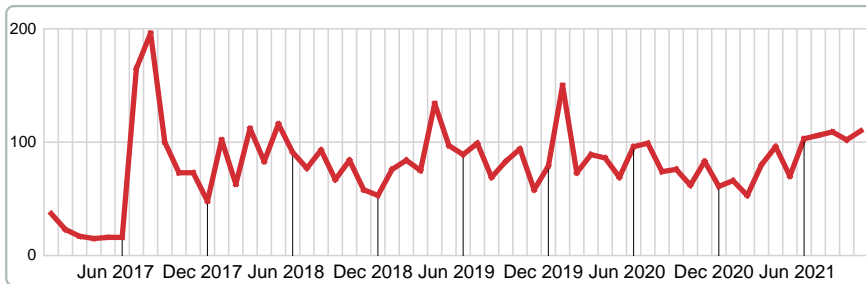
### OCTOBER



### YEAR TO DATE (YTD)

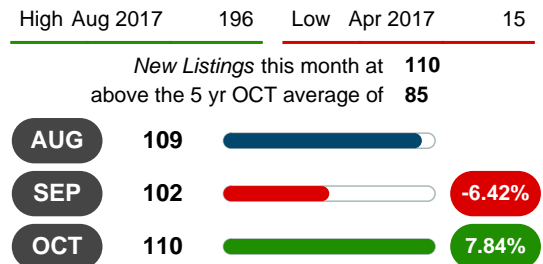


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 85



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	13	11.82%	12	1	0	0
\$50,001 - \$75,000	3	2.73%	3	0	0	0
\$75,001 - \$150,000	25	22.73%	16	8	1	0
\$150,001 - \$225,000	25	22.73%	3	20	2	0
\$225,001 - \$300,000	15	13.64%	2	7	6	0
\$300,001 - \$500,000	19	17.27%	4	7	8	0
\$500,001 and up	10	9.09%	4	1	3	2
<b>Total New Listed Units</b>	<b>110</b>		<b>44</b>	<b>44</b>	<b>20</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>28,706,067</b>	<b>100%</b>	<b>9.45M</b>	<b>10.31M</b>	<b>7.82M</b>	<b>1.13M</b>
<b>Median New Listed Listing Price</b>	<b>\$209,490</b>		<b>\$91,415</b>	<b>\$214,000</b>	<b>\$302,445</b>	<b>\$564,450</b>

# October 2021

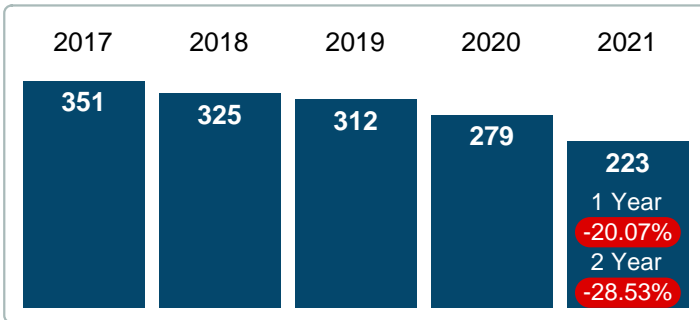
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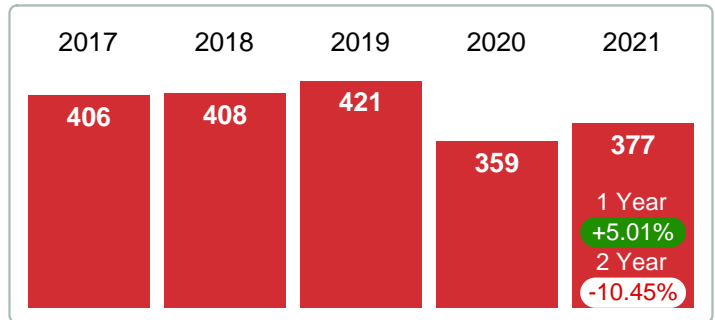
## ACTIVE INVENTORY

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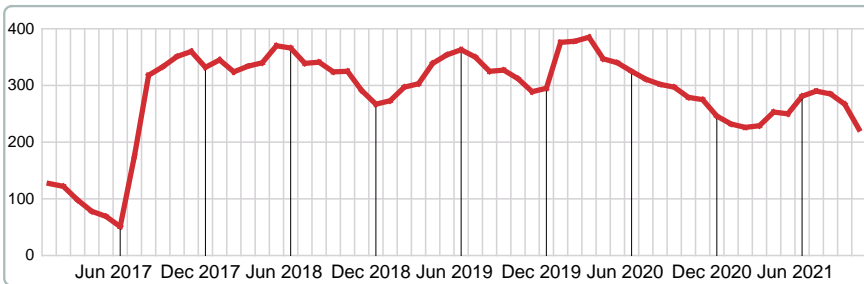
### END OF OCTOBER



### ACTIVE DURING OCTOBER

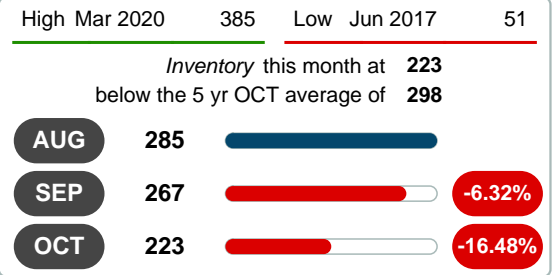


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 298



### 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	11	4.93%	33.0	11	0	0	0
\$25,001 - \$75,000	31	13.90%	75.0	31	0	0	0
\$75,001 - \$175,000	40	17.94%	57.5	24	15	1	0
\$175,001 - \$325,000	57	25.56%	47.0	18	20	16	3
\$325,001 - \$475,000	31	13.90%	74.0	13	10	7	1
\$475,001 - \$1,300,000	32	14.35%	48.0	23	5	3	1
\$1,300,001 and up	21	9.42%	95.0	13	2	4	2
Total Active Inventory by Units	223			133	52	31	7
Total Active Inventory by Volume	101,029,726	100%	58.0	58.70M	19.68M	16.60M	6.05M
Median Active Inventory Listing Price	\$245,000			\$179,900	\$233,103	\$312,510	\$399,000

# October 2021



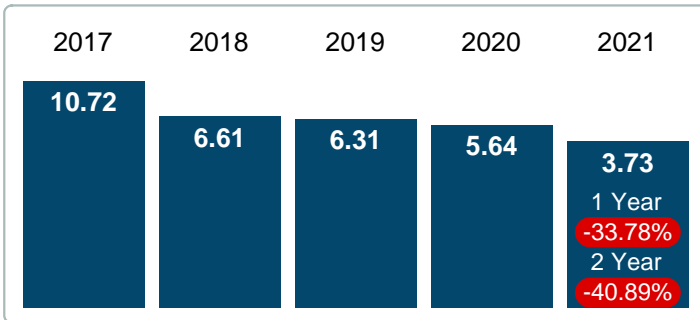
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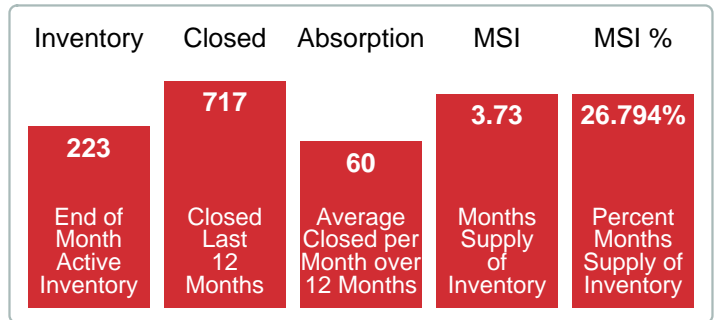
## MONTHS SUPPLY of INVENTORY (MSI)

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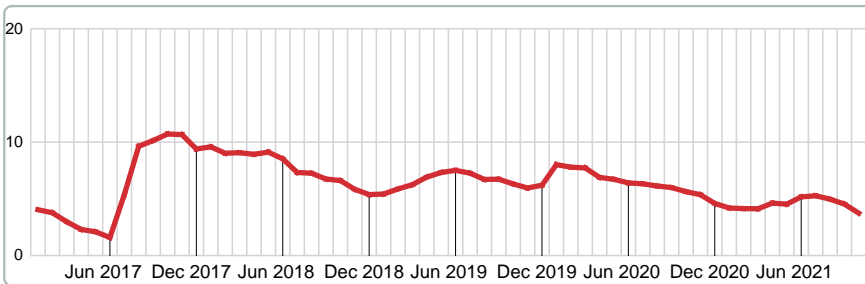
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2021

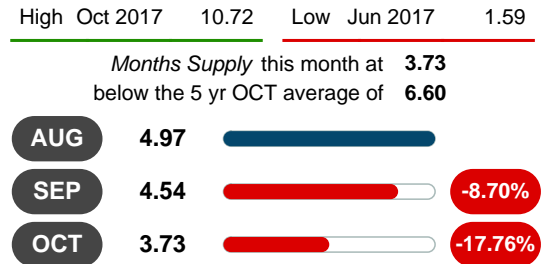


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 6.60



### 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	11	4.93%	4.26	4.55	0.00	0.00	0.00
\$25,001 - \$75,000	31	13.90%	5.31	6.76	0.00	0.00	0.00
\$75,001 - \$175,000	40	17.94%	2.32	5.05	1.49	0.46	0.00
\$175,001 - \$325,000	57	25.56%	2.23	7.20	1.13	3.15	12.00
\$325,001 - \$475,000	31	13.90%	6.20	13.00	6.32	4.00	1.50
\$475,001 - \$1,300,000	32	14.35%	9.37	15.33	6.67	7.20	1.33
\$1,300,001 and up	21	9.42%	252.00	156.00	0.00	0.00	0.00
Market Supply of Inventory (MSI)			3.73	7.90	1.66	3.21	3.65
Total Active Inventory by Units		100%	3.73	133	52	31	7

# October 2021

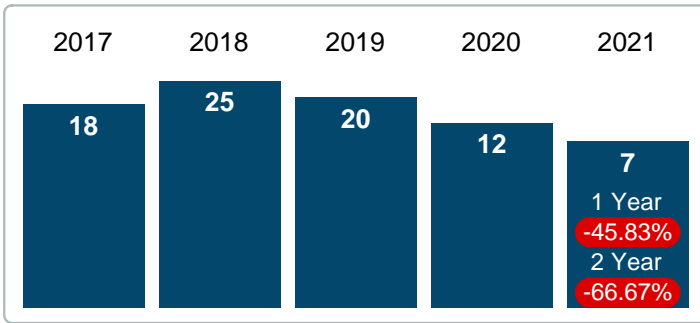
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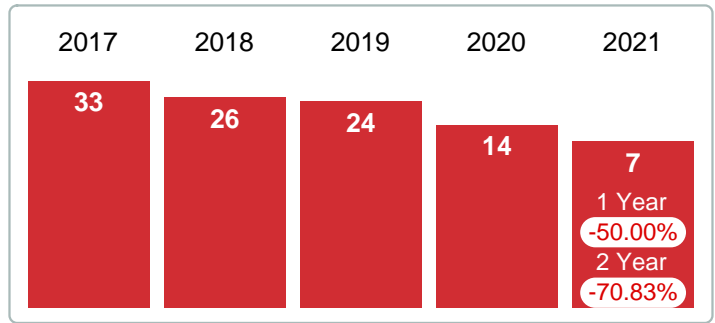
## MEDIAN DAYS ON MARKET TO SALE

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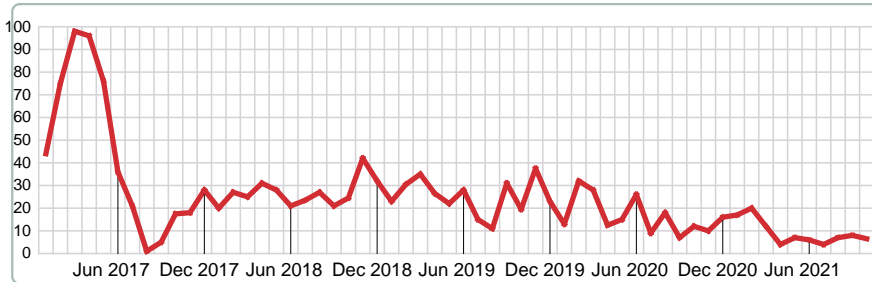
### OCTOBER



### YEAR TO DATE (YTD)

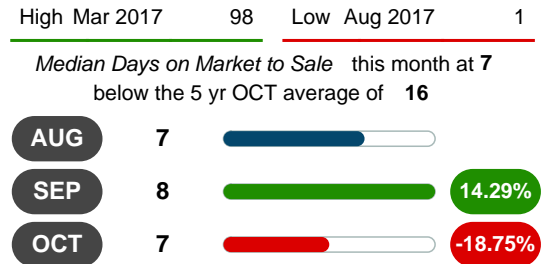


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 16



### 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
\$75,000 and less	7.58%	18	18	0	0	0
\$75,001 - \$125,000	12.12%	7	5	7	16	0
\$125,001 - \$175,000	13.64%	7	0	6	42	0
\$175,001 - \$250,000	28.79%	5	44	2	6	0
\$250,001 - \$300,000	15.15%	6	2	12	2	0
\$300,001 - \$400,000	12.12%	15	161	32	6	0
\$400,001 and up	10.61%	27	49	17	27	24
Median Closed DOM		7	18	6	6	24
Total Closed Units	100%	66	15	35	14	2
Total Closed Volume		17,687,571	3.65M	8.17M	4.08M	1.79M

# October 2021



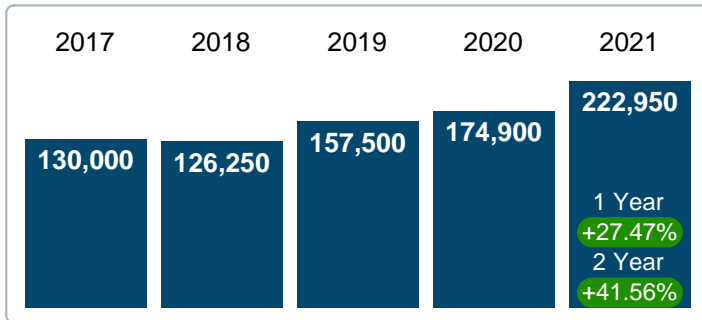
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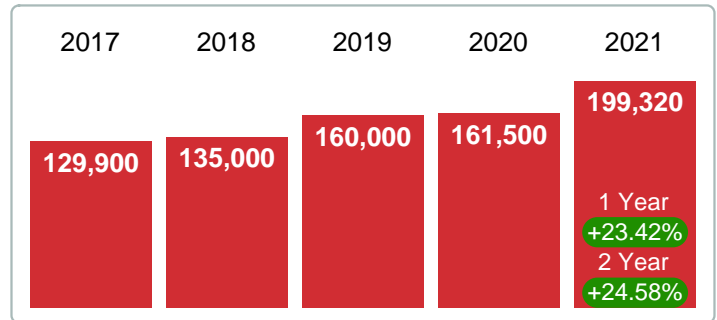
## MEDIAN LIST PRICE AT CLOSING

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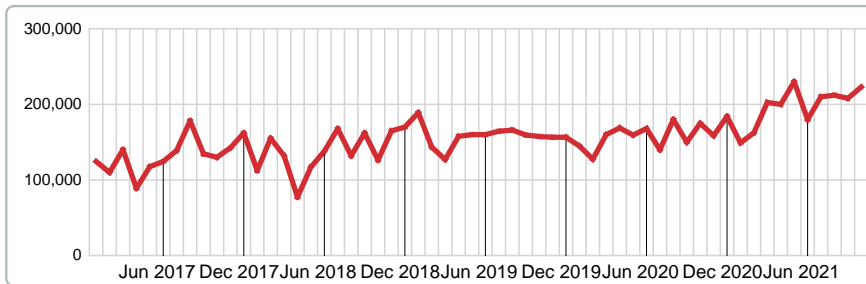
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

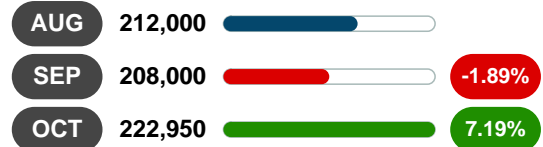


### 3 MONTHS

5 year OCT AVG = 162,320

High May 2021 229,900 Low Apr 2018 77,400

Median List Price at Closing this month at **222,950**  
above the 5 yr OCT average of **162,320**



### 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
\$75,000 and less	5	7.58%	21,000	21,000	0	0	0
\$75,001 - \$125,000	6	9.09%	99,000	98,950	124,900	78,500	0
\$125,001 - \$175,000	12	18.18%	149,750	135,000	152,000	146,950	0
\$175,001 - \$250,000	18	27.27%	219,950	249,900	215,000	239,900	0
\$250,001 - \$300,000	9	13.64%	295,000	299,000	292,000	292,000	0
\$300,001 - \$400,000	5	7.58%	324,900	359,000	318,400	326,450	0
\$400,001 and up	11	16.67%	450,000	1,015,000	425,940	450,000	975,000
Median List Price			222,950	135,000	215,000	269,500	975,000
Total Closed Units		100%	222,950	15	35	14	2
Total Closed Volume			18,366,957	3.87M	8.35M	4.19M	1.95M



# October 2021



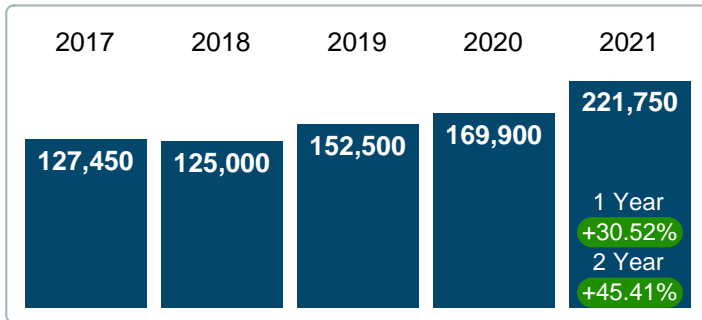
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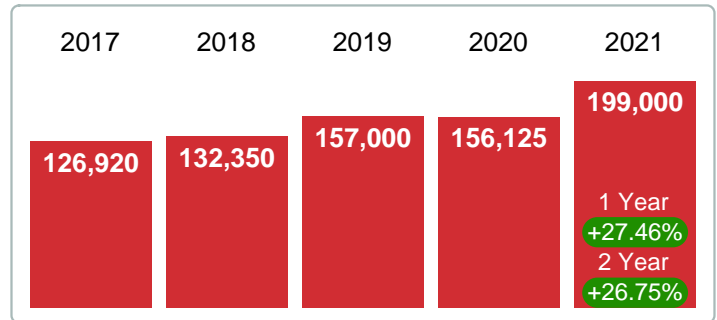
## MEDIAN SOLD PRICE AT CLOSING

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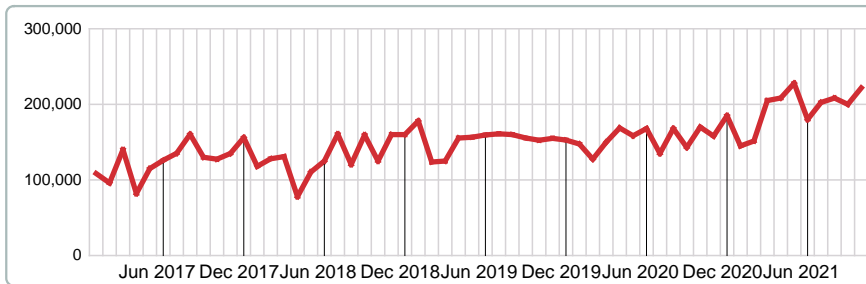
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

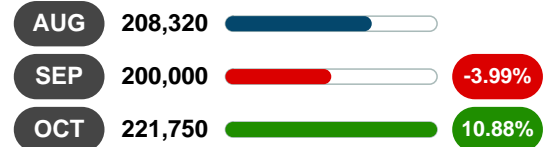


### 3 MONTHS

5 year OCT AVG = 159,320

High May 2021 227,900 Low Apr 2018 77,950

Median Sold Price at Closing this month at **221,750** above the 5 yr OCT average of **159,320**



### 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
\$75,000 and less	7.58%	20,000	20,000	0	0	0
\$75,001 - \$125,000	12.12%	109,000	98,000	117,500	95,250	0
\$125,001 - \$175,000	13.64%	154,280	0	153,640	159,000	0
\$175,001 - \$250,000	28.79%	219,000	240,000	213,000	224,500	0
\$250,001 - \$300,000	15.15%	277,500	256,650	282,500	280,000	0
\$300,001 - \$400,000	12.12%	349,950	385,600	349,950	323,000	0
\$400,001 and up	10.61%	665,000	1,500,000	538,750	607,498	892,500
<b>Median Sold Price</b>		<b>221,750</b>	<b>219,000</b>	<b>213,000</b>	<b>269,000</b>	<b>892,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>221,750</b>	<b>15</b>	<b>35</b>	<b>14</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>17,687,571</b>	<b>3.65M</b>	<b>8.17M</b>	<b>4.08M</b>	<b>1.79M</b>

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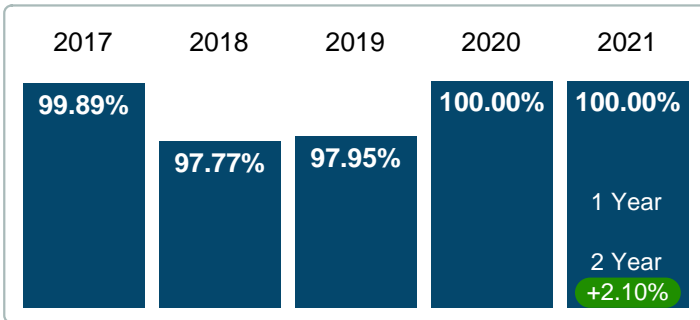
Area Delimited by County Of Bryan



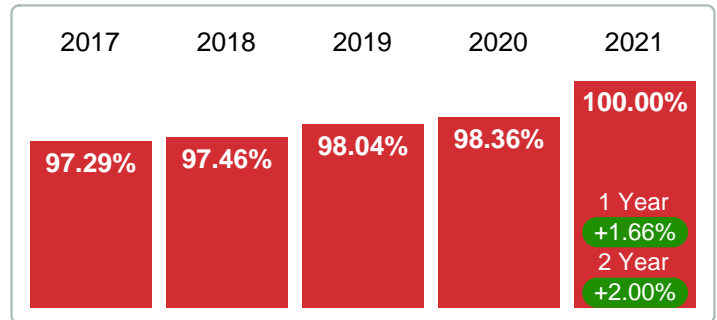
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

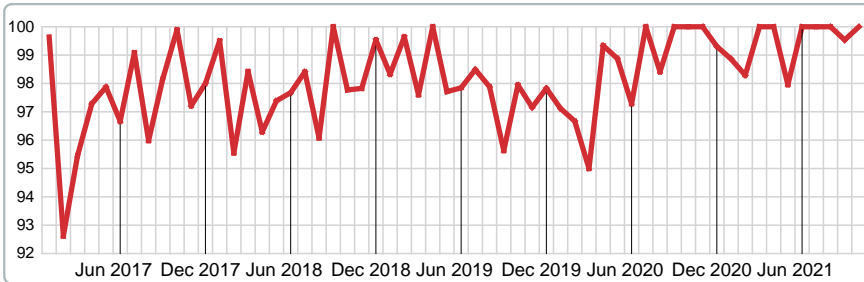
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

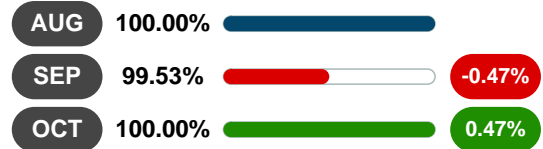


### 3 MONTHS

5 year OCT AVG = 99.12%

High Oct 2021 100.00% Low Feb 2017 92.62%

Median Sold/List Ratio this month at **100.00%**  
above the 5 yr OCT average of **99.12%**



## 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
\$75,000 and less	5	7.58%	98.73%	98.73%	0.00%	0.00%	0.00%
\$75,001 - \$125,000	8	12.12%	96.51%	99.14%	96.51%	91.51%	0.00%
\$125,001 - \$175,000	9	13.64%	100.00%	0.00%	100.00%	100.00%	0.00%
\$175,001 - \$250,000	19	28.79%	100.00%	100.00%	100.00%	100.00%	0.00%
\$250,001 - \$300,000	10	15.15%	98.41%	71.49%	98.41%	100.00%	0.00%
\$300,001 - \$400,000	8	12.12%	94.69%	89.67%	96.95%	95.48%	0.00%
\$400,001 and up	7	10.61%	97.27%	93.75%	96.40%	100.00%	93.28%
Median Sold/List Ratio		100.00%		96.04%	100.00%	100.00%	93.28%
Total Closed Units		66	100%	15	35	14	2
Total Closed Volume		17,687,571		3.65M	8.17M	4.08M	1.79M

# October 2021

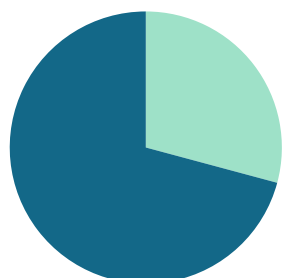
Area Delimited by County Of Bryan



## MARKET SUMMARY

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

### INVENTORY

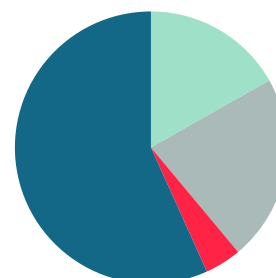


**Inventory**  
 New Listings  
**110 = 29.18%**  
 Start Inventory  
**267**  
 Total Inventory Units  
**377**  
 Volume  
**\$142,168,417**

### Market Activity

Closed Sales  
**66 = 16.79%**  
 Pending Sales  
**87 = 22.14%**  
 Other Off Market  
**17 = 4.33%**  
 Active Inventory  
**223 = 56.74%**

### MARKET ACTIVITY



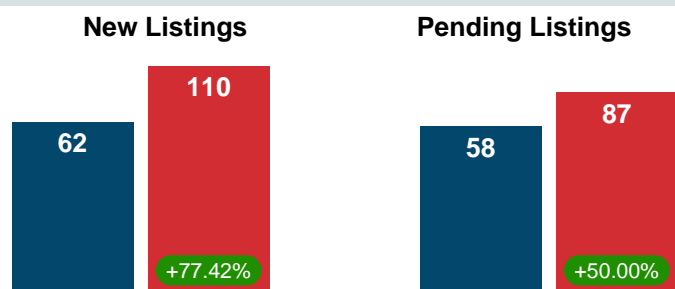
Compared Metrics	October			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	55	66	20.00%	520	595	14.42%
Pending Sales	58	87	50.00%	587	663	12.95%
New Listings	62	110	77.42%	874	895	2.40%
Median List Price	174,900	222,950	27.47%	161,500	199,320	23.42%
Median Sale Price	169,900	221,750	30.52%	156,125	199,000	27.46%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	98.36%	100.00%	1.66%
Median Days on Market to Sale	12.00	6.50	-45.83%	14.00	7.00	-50.00%
Monthly Inventory	279	223	-20.07%	279	223	-20.07%
Months Supply of Inventory	5.64	3.73	-33.78%	5.64	3.73	-33.78%

**Absorption:** Last 12 months, an Average of **60** Sales/Month

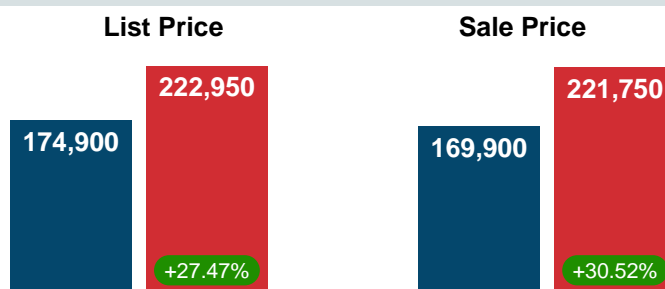
**Inventory** on October 31, 2021 = **223**

**2020** **2021**

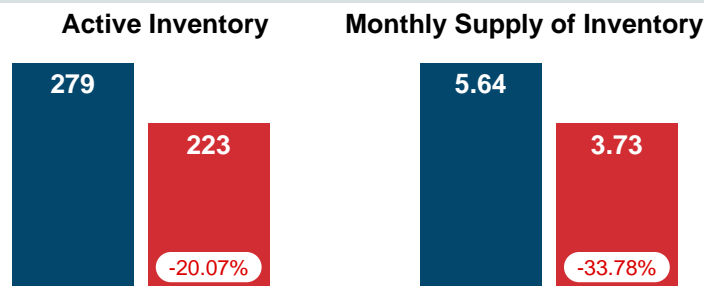
### OCTOBER MARKET



### MEDIAN PRICES



### INVENTORY



### MEDIAN SOLD/LIST RATIO & DOM

