

December 2020



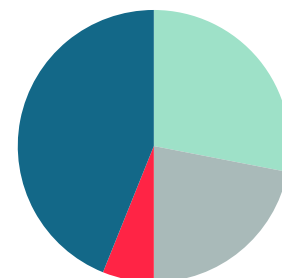
Area Delimited by County Of Bryan - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 01, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2019	2020	+/-%
Closed Listings	27	46	70.37%
Pending Listings	19	36	89.47%
New Listings	31	40	29.03%
Average List Price	193,344	231,832	19.91%
Average Sale Price	181,791	227,492	25.14%
Average Percent of Selling Price to List Price	95.81%	97.31%	1.56%
Average Days on Market to Sale	35.22	36.41	3.38%
End of Month Inventory	129	72	-44.19%
Months Supply of Inventory	3.35	1.73	-48.32%



■ Closed (28.05%)
■ Pending (21.95%)
■ Other OffMarket (6.10%)
■ Active (43.90%)

Absorption: Last 12 months, an Average of **42 Sales/Month Active Inventory** as of December 31, 2020 = **72**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2020 decreased **44.19%** to 72 existing homes available for sale. Over the last 12 months this area has had an average of 42 closed sales per month. This represents an unsold inventory index of **1.73 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 **25.14%** in December 2020 to \$227,492 versus the previous year at \$181,791.

Average Days on Market Lengthens

The average number of **36.41** days that homes spent on the market before selling increased by 1.19 days or **3.38%** in December 2020 compared to last year's same month at **35.22** DOM.

Sales Success for December 2020 is Positive

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

There were 40 New Listings in December 2020, up **29.03%** from last year at 31. Furthermore, there were 46 Closed Listings this month versus last year at 27, a **70.37%** increase.

Closed versus Listed trends yielded a **115.0%** ratio, up from previous year's, December 2019, at **87.1%**, a **32.04%** 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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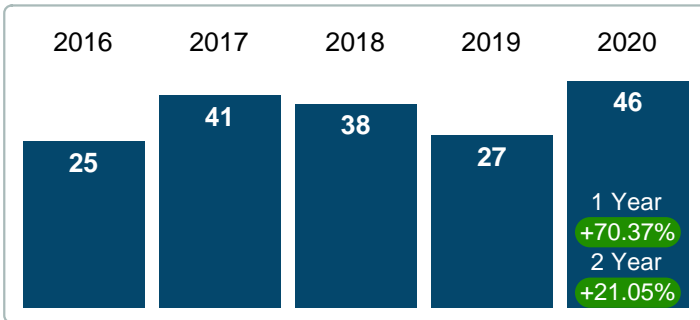
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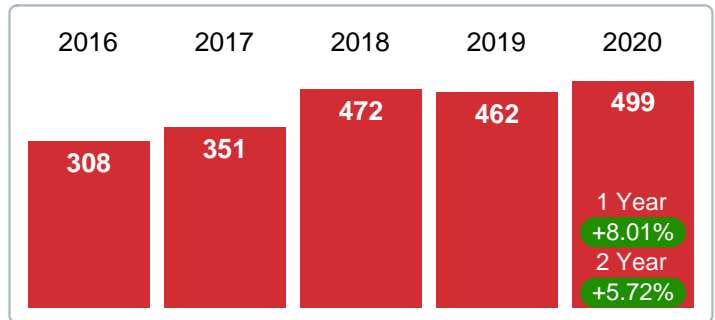
CLOSED LISTINGS

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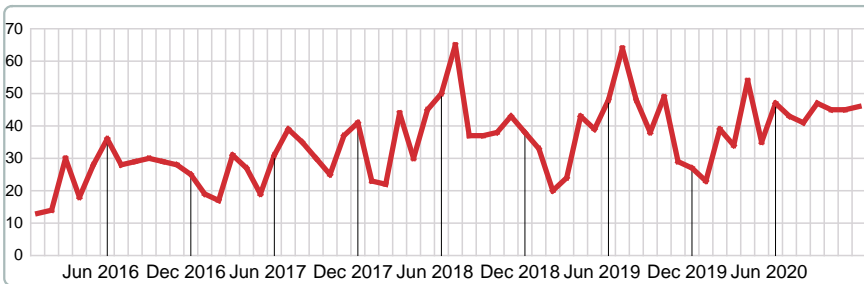
DECEMBER



YEAR TO DATE (YTD)

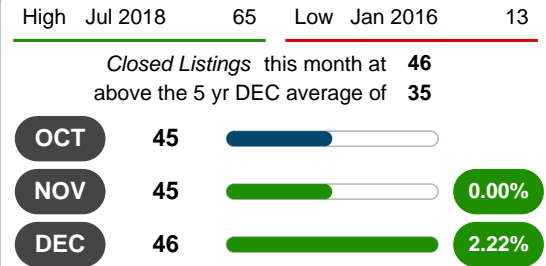


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 35



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	4	8.70%	129.5	1	2	1	0
\$100,001 - \$150,000	5	10.87%	10.6	1	4	0	0
\$150,001 - \$175,000	8	17.39%	14.4	0	7	1	0
\$175,001 - \$225,000	11	23.91%	25.2	0	11	0	0
\$225,001 - \$300,000	6	13.04%	17.8	0	4	2	0
\$300,001 - \$400,000	7	15.22%	57.0	1	2	4	0
\$400,001 and up	5	10.87%	41.2	0	1	3	1
Total Closed Units	46			3	31	11	1
Total Closed Volume	10,464,618	100%	36.4	535.50K	6.10M	3.42M	410.00K
Average Closed Price	\$227,492			\$178,500	\$196,635	\$311,220	\$410,000

December 2020



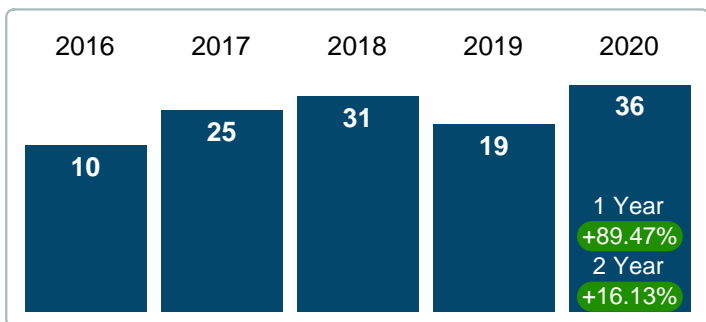
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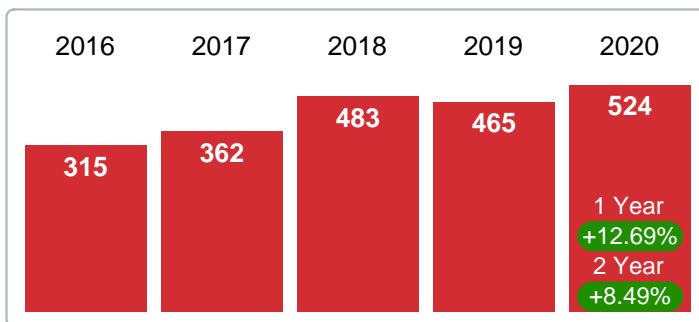
PENDING LISTINGS

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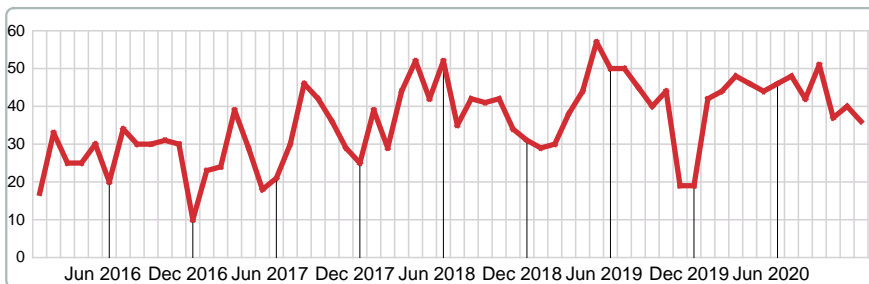
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 24

High May 2019 57 Low Dec 2016 10

Pending Listings this month at **36**
above the 5 yr DEC average of **24**

- OCT 37
- NOV 40 +8.11%
- DEC 36 -10.00%

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	1	2.78%	35.0	1	0	0	0
\$50,001 - \$125,000	7	19.44%	28.9	2	5	0	0
\$125,001 - \$175,000	4	11.11%	28.0	0	4	0	0
\$175,001 - \$225,000	10	27.78%	36.2	0	10	0	0
\$225,001 - \$275,000	5	13.89%	13.4	0	4	1	0
\$275,001 - \$425,000	5	13.89%	58.4	0	2	3	0
\$425,001 and up	4	11.11%	31.5	0	1	1	2
Total Pending Units	36			3	26	5	2
Total Pending Volume	8,567,518	100%	33.2	226.40K	5.41M	1.70M	1.23M
Average Listing Price	\$237,987			\$75,467	\$208,223	\$340,064	\$613,500

December 2020



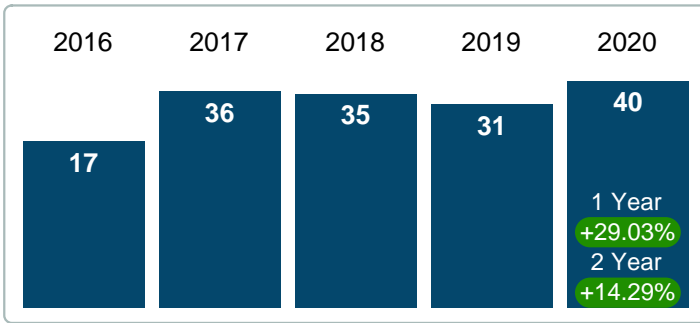
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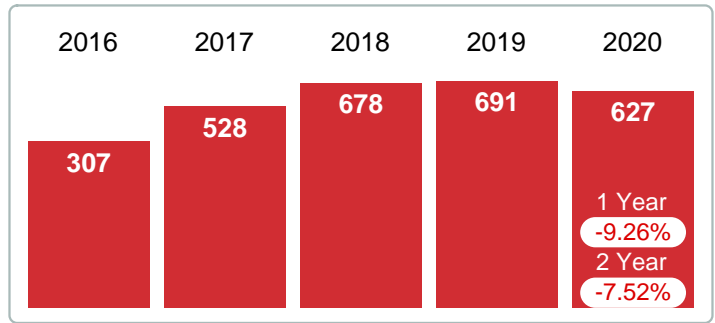
NEW LISTINGS

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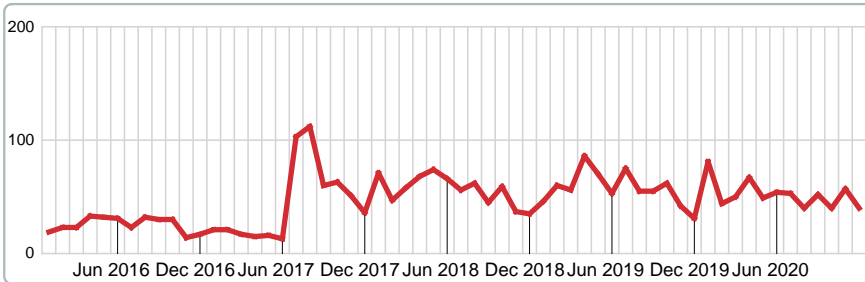
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

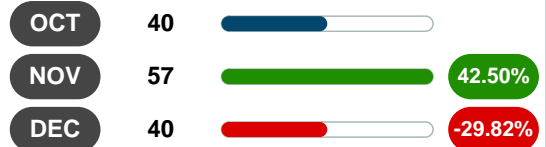


3 MONTHS

5 year DEC AVG = 32

High Aug 2017 112 Low Jun 2017 13

New Listings this month at 40
above the 5 yr DEC average of 32



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	4	10.00%	2	2	0	0
\$100,001 - \$125,000	3	7.50%	1	2	0	0
\$125,001 - \$175,000	7	17.50%	0	5	2	0
\$175,001 - \$225,000	9	22.50%	1	7	1	0
\$225,001 - \$300,000	8	20.00%	0	6	2	0
\$300,001 - \$675,000	5	12.50%	0	1	4	0
\$675,001 and up	4	10.00%	0	4	0	0
Total New Listed Units	40		4	27	9	0
Total New Listed Volume	10,909,018	100%	471.00K	7.99M	2.44M	0.00B
Average New Listed Listing Price	\$250,043		\$117,750	\$296,089	\$271,513	\$0

December 2020



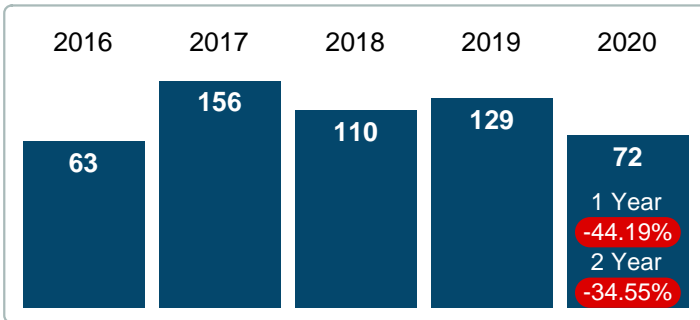
Area Delimited by County Of Bryan - Residential Property Type



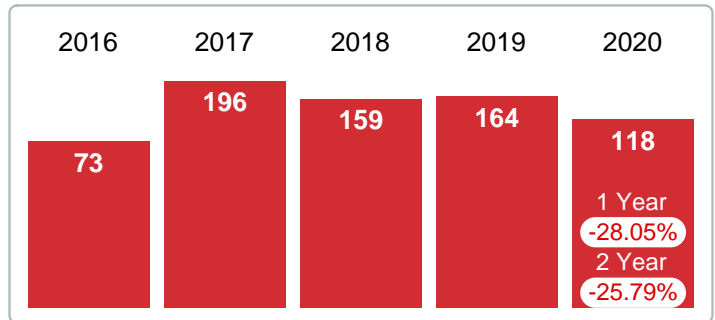
ACTIVE INVENTORY

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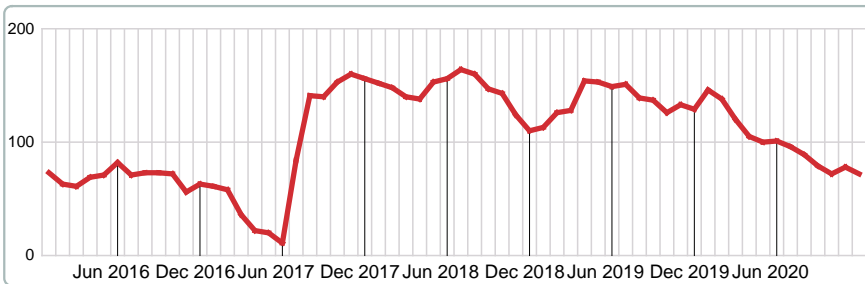
END OF DECEMBER



ACTIVE DURING DECEMBER

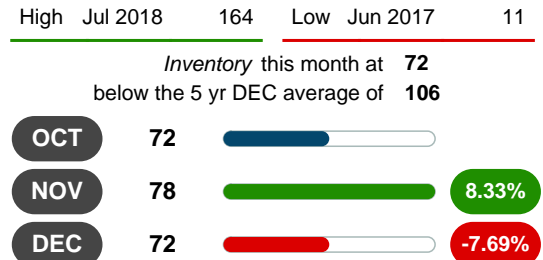


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 106



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	6	8.33%	56.2	3	3	0	0
\$100,001 - \$150,000	11	15.28%	53.7	3	4	3	1
\$150,001 - \$200,000	11	15.28%	57.1	1	7	3	0
\$200,001 - \$250,000	17	23.61%	86.9	1	11	5	0
\$250,001 - \$350,000	8	11.11%	51.8	1	3	4	0
\$350,001 - \$675,000	11	15.28%	112.9	0	4	3	4
\$675,001 and up	8	11.11%	102.6	0	3	3	2
Total Active Inventory by Units	72			9	35	21	7
Total Active Inventory by Volume	27,800,800	100%	76.5	1.36M	9.91M	10.41M	6.12M
Average Active Inventory Listing Price	\$386,122			\$151,211	\$283,063	\$495,890	\$874,143

December 2020



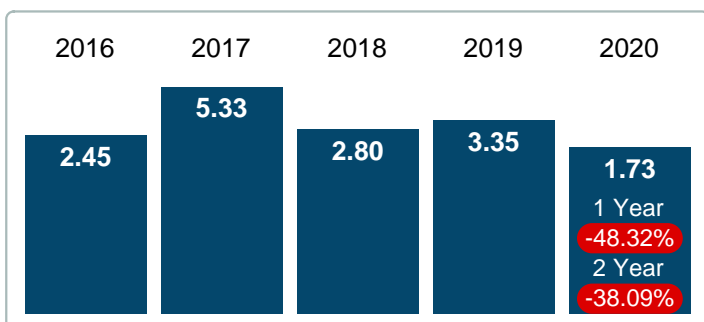
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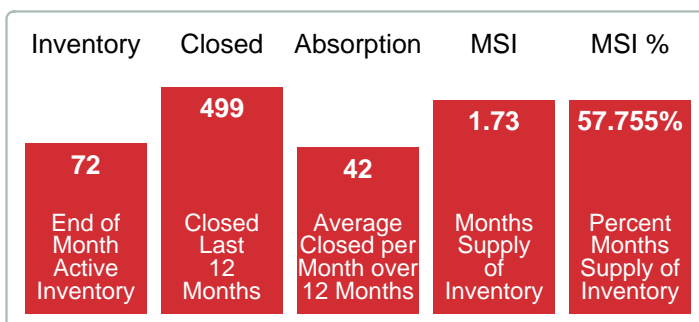
MONTHS SUPPLY of INVENTORY (MSI)

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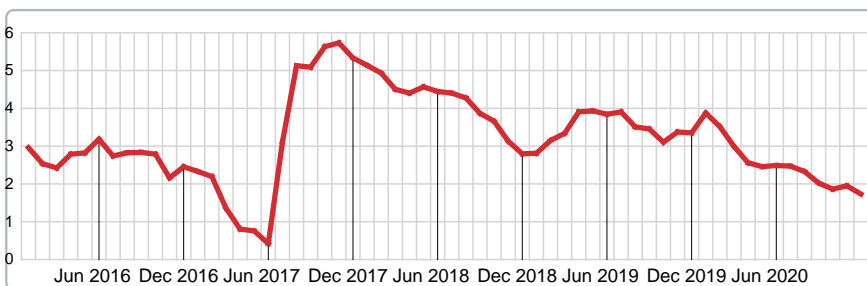
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2020



5 YEAR MARKET ACTIVITY TRENDS

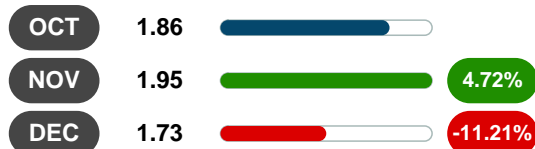


3 MONTHS

5 year DEC AVG = 3.13

High Nov 2017 5.73 Low Jun 2017 0.42

Months Supply this month at 1.73
below the 5 yr DEC average of 3.13



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
\$100,000 and less	6	8.33%	0.86	1.33	0.75	0.00	0.00
\$100,001 - \$150,000	11	15.28%	1.25	1.89	0.64	3.00	0.00
\$150,001 - \$200,000	11	15.28%	0.93	12.00	0.69	2.12	0.00
\$200,001 - \$250,000	17	23.61%	2.79	6.00	2.87	2.50	0.00
\$250,001 - \$350,000	8	11.11%	1.92	6.00	1.44	2.67	0.00
\$350,001 - \$675,000	11	15.28%	3.22	0.00	4.00	2.00	4.80
\$675,001 and up	8	11.11%	32.00	0.00	18.00	36.00	0.00
Market Supply of Inventory (MSI)			1.73	2.08	1.28	2.57	4.20
Total Active Inventory by Units		100%	1.73	9	35	21	7

December 2020



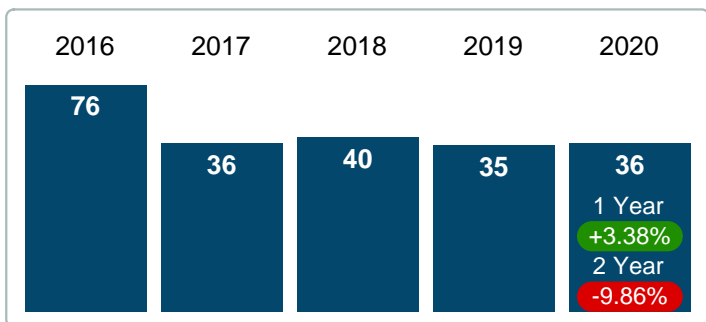
Area Delimited by County Of Bryan - Residential Property Type



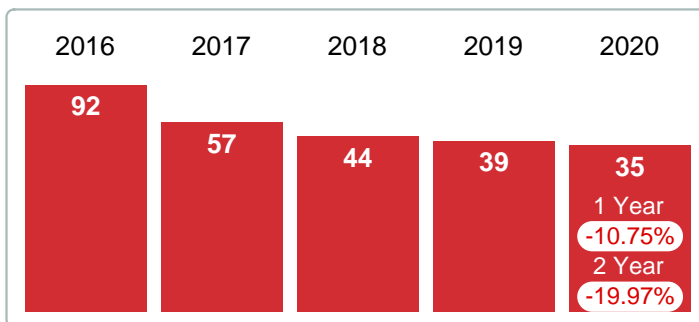
AVERAGE DAYS ON MARKET TO SALE

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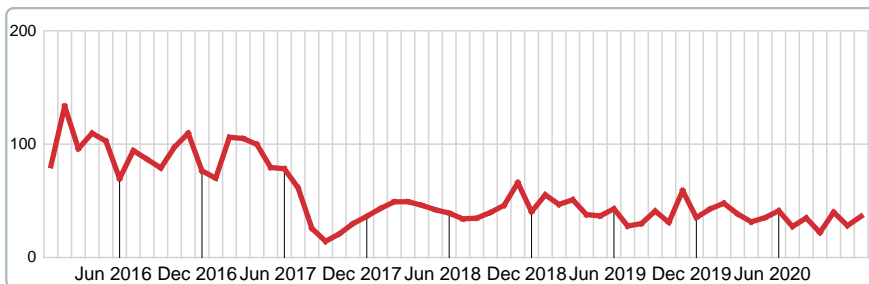
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 45

High Feb 2016 134 Low Sep 2017 14

Average Days on Market to Sale this month at 36 below the 5 yr DEC average of 45



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
\$100,000 and less	8.70%	130	35	158	167	0
\$100,001 - \$150,000	10.87%	11	1	13	0	0
\$150,001 - \$175,000	17.39%	14	0	16	2	0
\$175,001 - \$225,000	23.91%	25	0	25	0	0
\$225,001 - \$300,000	13.04%	18	0	20	14	0
\$300,001 - \$400,000	15.22%	57	7	38	79	0
\$400,001 and up	10.87%	41	0	109	21	35
Average Closed DOM		36				
Total Closed Units	100%	36	3	31	11	1
Total Closed Volume		10,464,618	535.50K	6.10M	3.42M	410.00K

December 2020



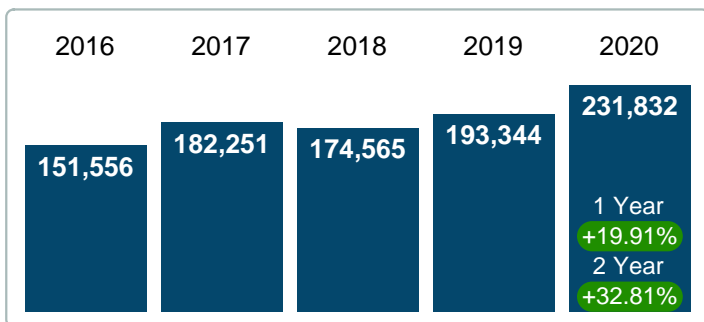
Area Delimited by County Of Bryan - Residential Property Type



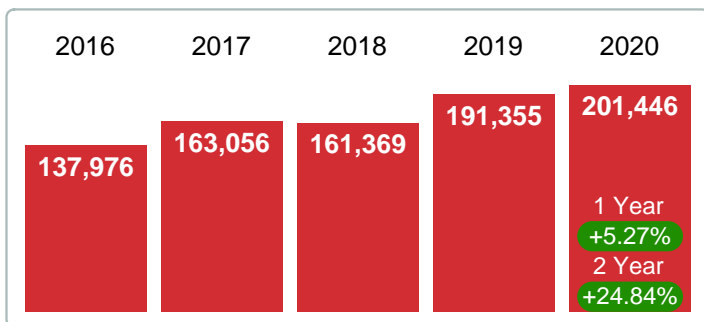
AVERAGE LIST PRICE AT CLOSING

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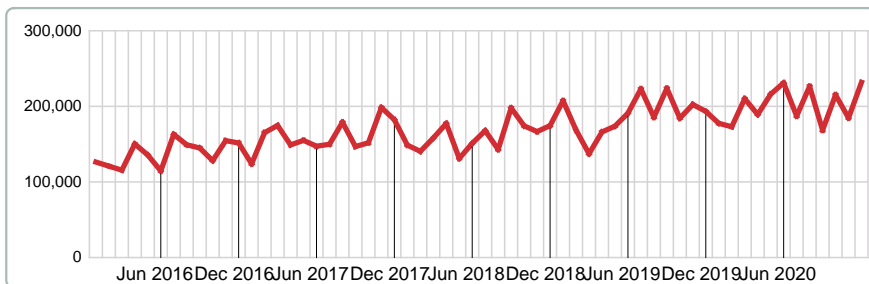
DECEMBER



YEAR TO DATE (YTD)

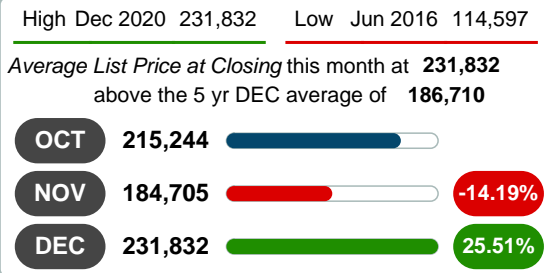


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 186,710



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
\$100,000 and less	8.70%	65,600	45,000	66,250	84,900	0
\$100,001 - \$150,000	10.87%	130,040	121,500	132,175	0	0
\$150,001 - \$175,000	19.57%	168,711	0	170,657	153,900	0
\$175,001 - \$225,000	17.39%	203,944	0	211,405	0	0
\$225,001 - \$300,000	17.39%	249,838	0	248,450	240,450	0
\$300,001 - \$400,000	17.39%	360,725	369,000	362,000	355,725	0
\$400,001 and up	8.70%	429,305	0	415,000	420,739	409,900
Average List Price		231,832	178,500	203,679	309,529	409,900
Total Closed Units	100%	231,832	3	31	11	1
Total Closed Volume		10,664,268	535.50K	6.31M	3.40M	409.90K

December 2020



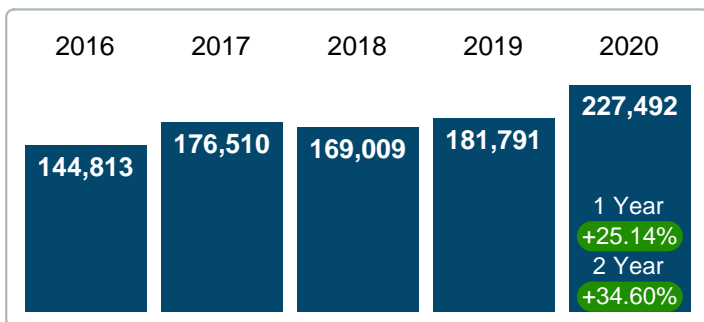
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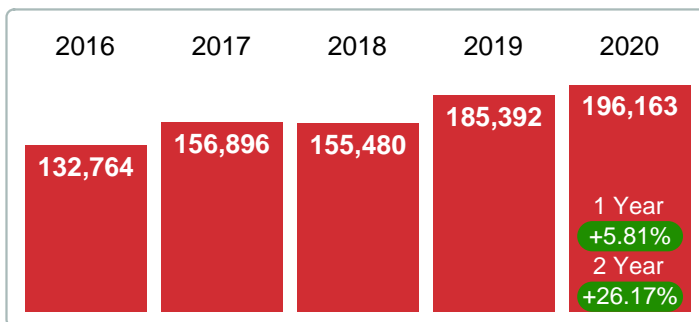
AVERAGE SOLD PRICE AT CLOSING

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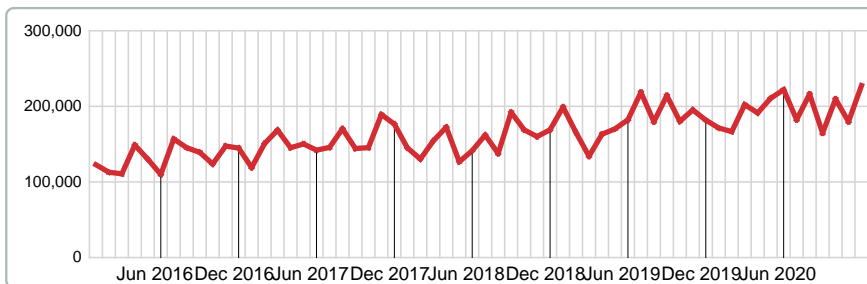
DECEMBER



YEAR TO DATE (YTD)

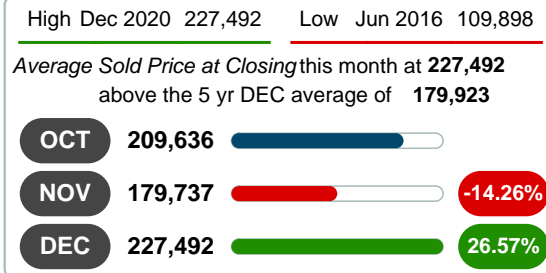


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 179,923



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
\$100,000 and less	8.70%	57,000	38,000	54,500	81,000	0
\$100,001 - \$150,000	10.87%	126,700	118,500	128,750	0	0
\$150,001 - \$175,000	17.39%	168,338	0	170,529	153,000	0
\$175,001 - \$225,000	23.91%	200,536	0	200,536	0	0
\$225,001 - \$300,000	13.04%	245,200	0	245,525	244,550	0
\$300,001 - \$400,000	15.22%	346,286	379,000	337,500	342,500	0
\$400,001 and up	10.87%	431,064	0	415,000	443,439	410,000
Average Sold Price		227,492	178,500	196,635	311,220	410,000
Total Closed Units	100%	227,492	3	31	11	1
Total Closed Volume		10,464,618	535.50K	6.10M	3.42M	410.00K

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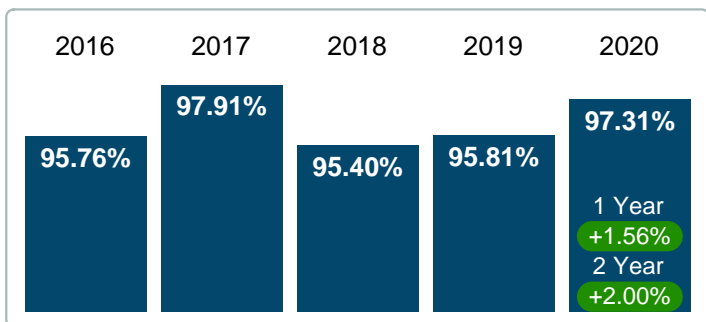
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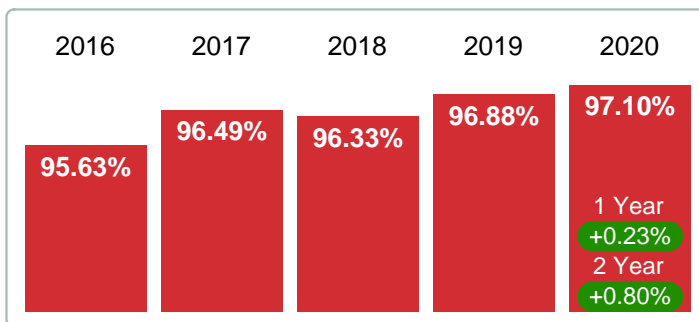
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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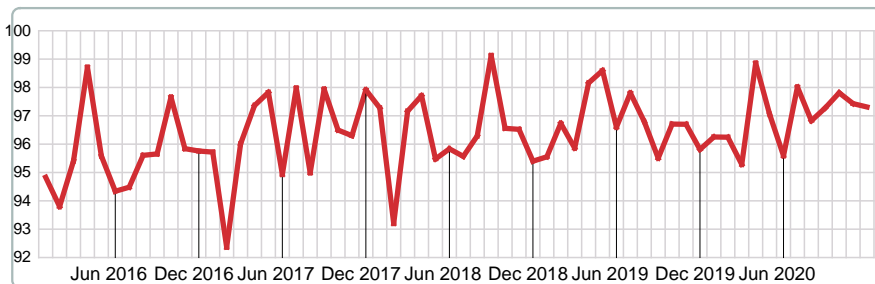
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

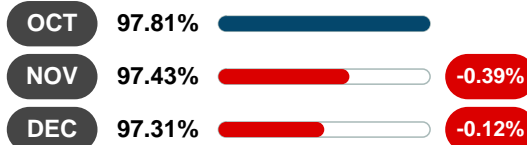


3 MONTHS

5 year DEC AVG = 96.44%

High Sep 2018 99.13% Low Feb 2017 92.37%

Average Sold/List Ratio this month at **97.31%**
above the 5 yr DEC average of **96.44%**



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
\$100,000 and less	4	8.70%	86.10%	84.44%	82.28%	95.41%	0.00%
\$100,001 - \$150,000	5	10.87%	97.63%	97.53%	97.66%	0.00%	0.00%
\$150,001 - \$175,000	8	17.39%	99.86%	0.00%	99.92%	99.42%	0.00%
\$175,001 - \$225,000	11	23.91%	95.83%	0.00%	95.83%	0.00%	0.00%
\$225,001 - \$300,000	6	13.04%	99.73%	0.00%	98.79%	101.61%	0.00%
\$300,001 - \$400,000	7	15.22%	96.26%	102.71%	93.17%	96.20%	0.00%
\$400,001 and up	5	10.87%	103.70%	0.00%	100.00%	106.16%	100.02%
Average Sold/List Ratio		97.30%		94.90%	96.46%	100.12%	100.02%
Total Closed Units		46	100%	3	31	11	1
Total Closed Volume		10,464,618		535.50K	6.10M	3.42M	410.00K

December 2020



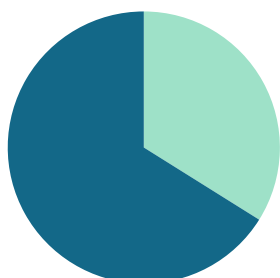
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

Report produced on Aug 01, 2023 for MLS Technology Inc.

INVENTORY



Inventory
 New Listings
40 = 33.90%
 Start Inventory
78
 Total Inventory Units
118
 Volume
\$38,381,268

Market Activity

Closed Sales
46 = 28.05%
 Pending Sales
36 = 21.95%
 Other Off Market
10 = 6.10%
 Active Inventory
72 = 43.90%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	27	46	70.37%	462	499	8.01%
Pending Sales	19	36	89.47%	465	524	12.69%
New Listings	31	40	29.03%	691	627	-9.26%
Average List Price	193,344	231,832	19.91%	191,355	201,446	5.27%
Average Sale Price	181,791	227,492	25.14%	185,392	196,163	5.81%
Average Percent of Selling Price to List Price	95.81%	97.31%	1.56%	96.88%	97.10%	0.23%
Average Days on Market to Sale	35.22	36.41	3.38%	39.08	34.88	-10.75%
Monthly Inventory	129	72	-44.19%	129	72	-44.19%
Months Supply of Inventory	3.35	1.73	-48.32%	3.35	1.73	-48.32%

Absorption: Last 12 months, an Average of **42** Sales/Month

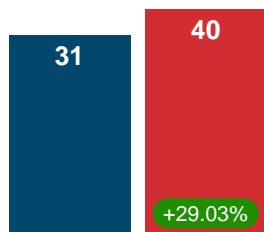
Inventory on December 31, 2020 = **72**

2019 **2020**

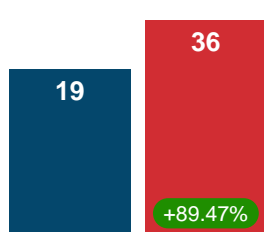
DECEMBER MARKET

AVERAGE PRICES

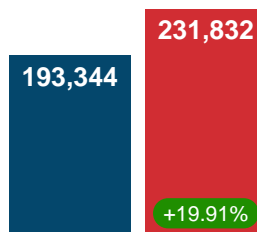
New Listings



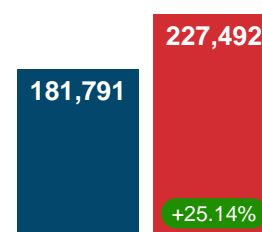
Pending Listings



List Price



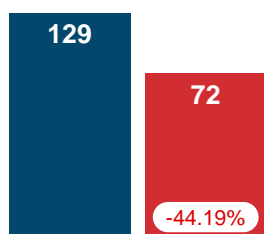
Sale Price



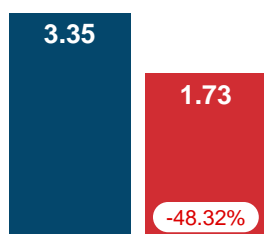
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

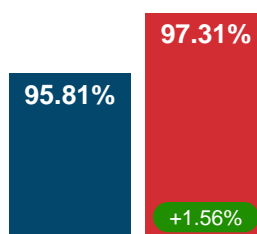
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

