

April 2021



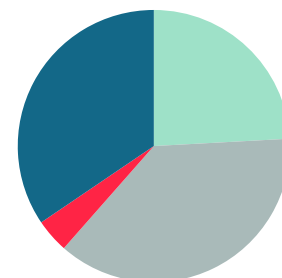
Area Delimited by County Of Bryan - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 02, 2023 for MLS Technology Inc.

Compared Metrics	2020	April 2021	+/-%
Closed Listings	54	42	-22.22%
Pending Listings	46	65	41.30%
New Listings	67	73	8.96%
Average List Price	189,242	253,722	34.07%
Average Sale Price	191,352	243,418	27.21%
Average Percent of Selling Price to List Price	98.86%	99.01%	0.16%
Average Days on Market to Sale	31.46	22.12	-29.70%
End of Month Inventory	105	60	-42.86%
Months Supply of Inventory	2.56	1.45	-43.55%



■ Closed (24.14%)
■ Pending (37.36%)
■ Other OffMarket (4.02%)
■ Active (34.48%)

Absorption: Last 12 months, an Average of **42** Sales/Month
Active Inventory as of April 30, 2021 = **60**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2021 decreased **42.86%** to 60 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 **1.45** 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 **27.21%** in April 2021 to \$243,418 versus the previous year at \$191,352.

Average Days on Market Shortens

The average number of **22.12** days that homes spent on the market before selling decreased by 9.34 days or **29.70%** in April 2021 compared to last year's same month at **31.46** DOM.

Sales Success for April 2021 is Positive

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

There were 73 New Listings in April 2021, up **8.96%** from last year at 67. Furthermore, there were 42 Closed Listings this month versus last year at 54, a **-22.22%** decrease.

Closed versus Listed trends yielded a **57.5%** ratio, down from previous year's, April 2020, at **80.6%**, a **28.61%** downswing. This will certainly create pressure on a decreasing Monthly 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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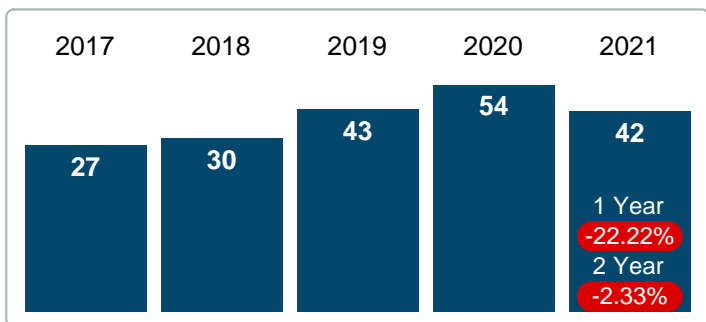
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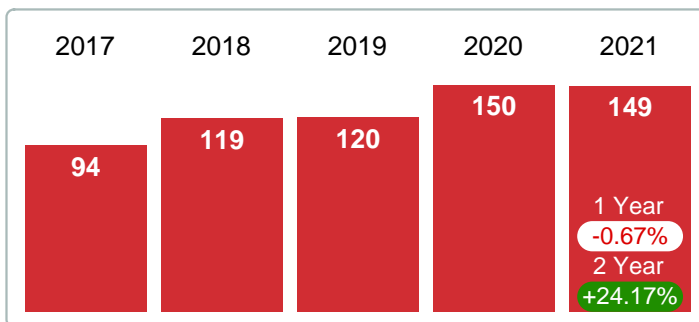
CLOSED LISTINGS

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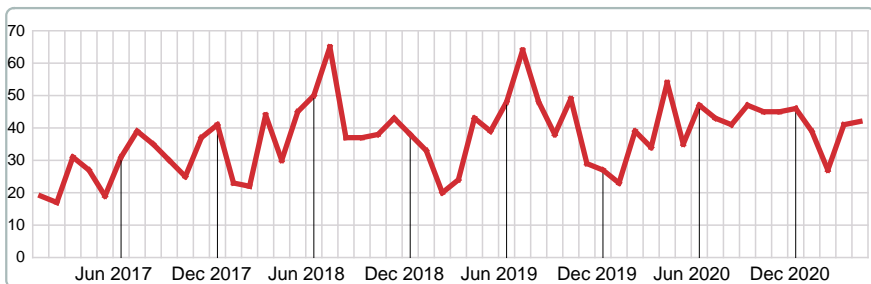
APRIL



YEAR TO DATE (YTD)

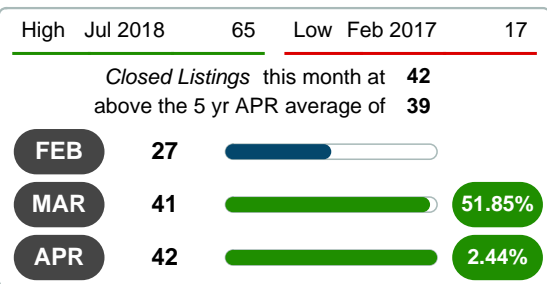


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 39



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	4	9.52%	30.0	1	3	0	0
\$125,001 - \$150,000	3	7.14%	15.7	0	3	0	0
\$150,001 - \$175,000	6	14.29%	5.8	1	3	2	0
\$175,001 - \$225,000	11	26.19%	9.1	0	9	2	0
\$225,001 - \$250,000	7	16.67%	23.4	1	4	2	0
\$250,001 - \$400,000	7	16.67%	25.3	1	3	3	0
\$400,001 and up	4	9.52%	71.5	0	1	0	3
Total Closed Units	42			4	26	9	3
Total Closed Volume	10,223,543	100%	22.1	740.00K	5.26M	2.05M	2.17M
Average Closed Price	\$243,418			\$185,000	\$202,475	\$227,689	\$723,333

April 2021



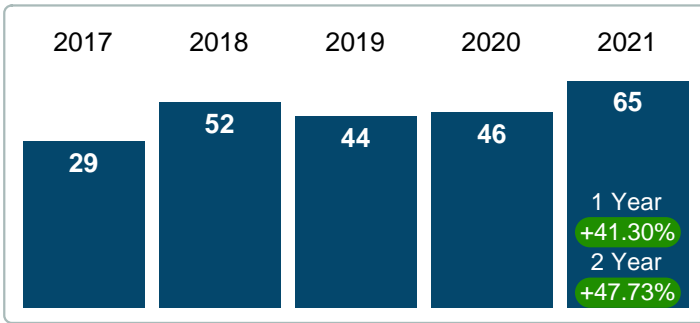
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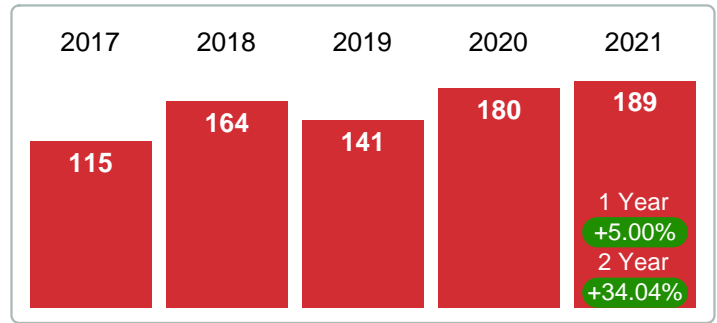
PENDING LISTINGS

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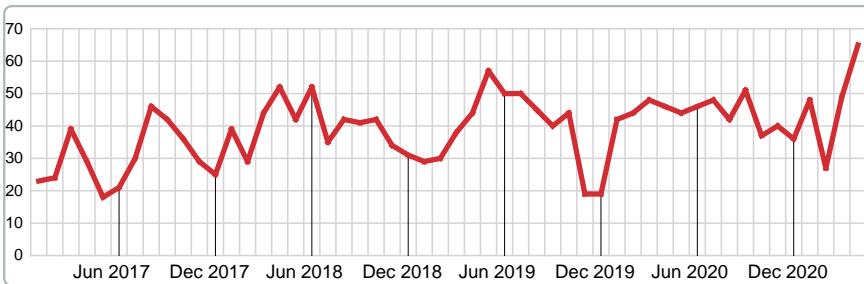
APRIL



YEAR TO DATE (YTD)

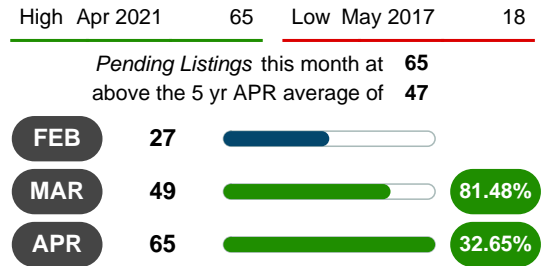


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 47



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	5	7.69%	45.6	2	2	1	0
\$100,001 - \$150,000	6	9.23%	27.2	1	4	0	1
\$150,001 - \$175,000	10	15.38%	5.6	2	6	2	0
\$175,001 - \$225,000	17	26.15%	6.8	0	14	3	0
\$225,001 - \$275,000	11	16.92%	6.7	0	9	2	0
\$275,001 - \$325,000	9	13.85%	20.0	0	6	3	0
\$325,001 and up	7	10.77%	20.9	0	2	3	2
Total Pending Units	65			5	43	14	3
Total Pending Volume	14,560,911	100%	14.8	611.90K	9.21M	3.54M	1.20M
Average Listing Price	\$223,311			\$122,380	\$214,249	\$252,680	\$399,600

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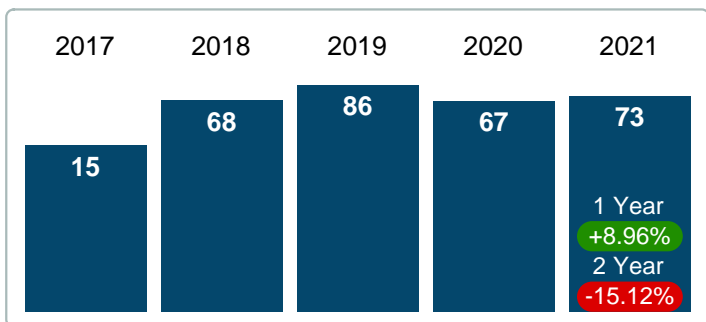
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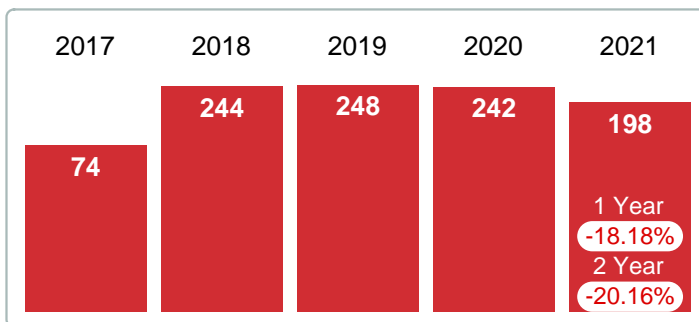
NEW LISTINGS

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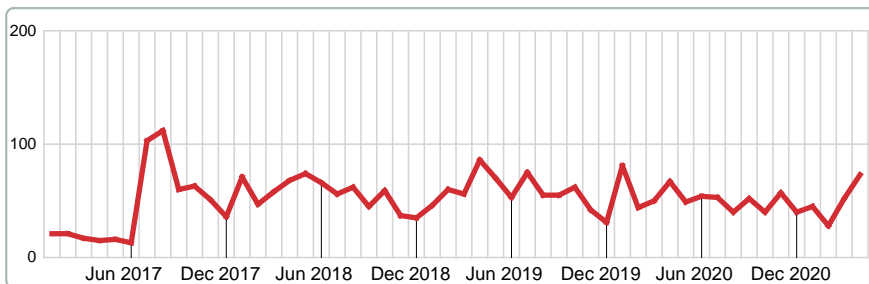
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

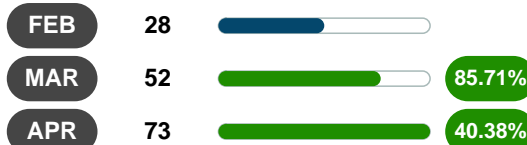


3 MONTHS

5 year APR AVG = 62

High Aug 2017 112 Low Jun 2017 13

New Listings this month at 73
above the 5 yr APR average of 62



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	5.48%	1	2	1	0
\$100,001 - \$150,000	9	12.33%	1	7	1	0
\$150,001 - \$175,000	9	12.33%	1	6	2	0
\$175,001 - \$225,000	19	26.03%	0	16	3	0
\$225,001 - \$275,000	13	17.81%	0	10	2	1
\$275,001 - \$350,000	10	13.70%	0	6	4	0
\$350,001 and up	9	12.33%	0	4	3	2
Total New Listed Units	73		3	51	16	3
Total New Listed Volume	17,309,290	100%	357.00K	11.24M	4.37M	1.34M
Average New Listed Listing Price	\$230,419		\$119,000	\$220,403	\$272,964	\$448,103

April 2021



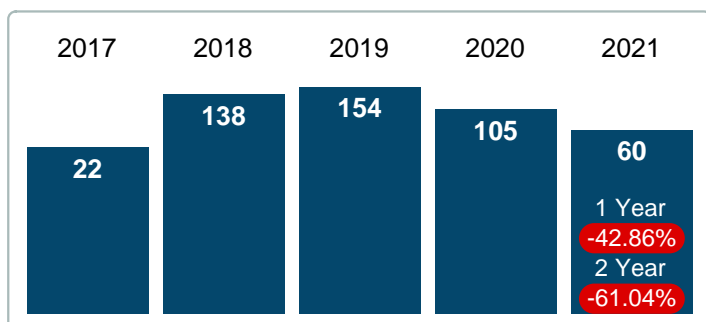
Area Delimited by County Of Bryan - Residential Property Type



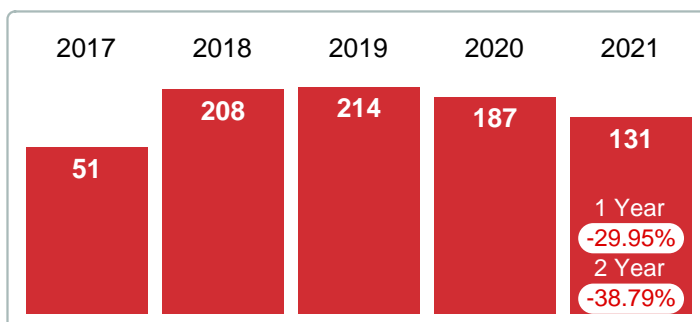
ACTIVE INVENTORY

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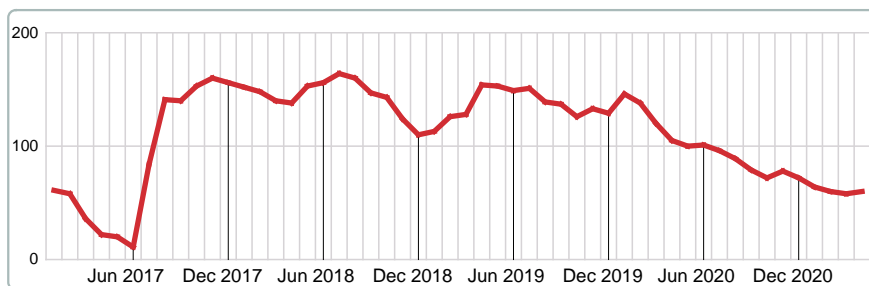
END OF APRIL



ACTIVE DURING APRIL

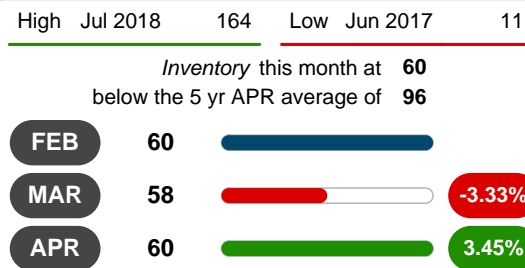


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 96



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	6	10.00%	69.2	2	4	0	0
\$125,001 - \$175,000	5	8.33%	51.4	2	2	1	0
\$175,001 - \$225,000	10	16.67%	62.5	0	7	3	0
\$225,001 - \$325,000	15	25.00%	64.1	3	10	0	2
\$325,001 - \$475,000	10	16.67%	59.6	1	3	6	0
\$475,001 - \$1,000,000	9	15.00%	113.9	0	3	4	2
\$1,000,001 and up	5	8.33%	156.8	1	2	2	0
Total Active Inventory by Units	60			9	31	16	4
Total Active Inventory by Volume	25,978,878	100%	77.7	3.65M	10.22M	10.41M	1.69M
Average Active Inventory Listing Price	\$432,981			\$405,911	\$329,712	\$650,644	\$423,578

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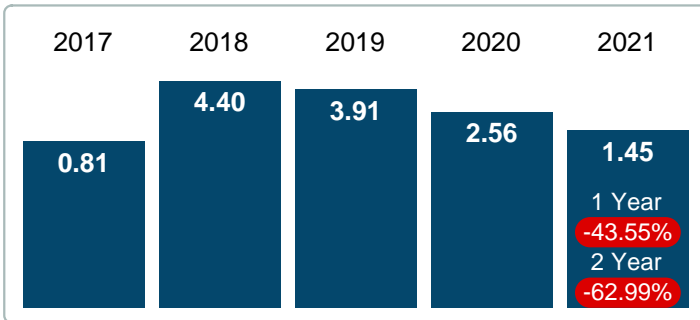
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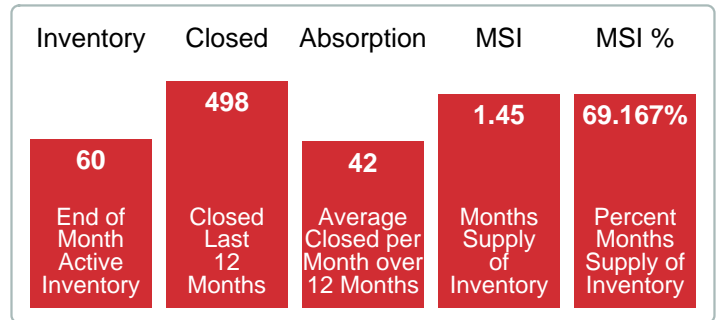
MONTHS SUPPLY of INVENTORY (MSI)

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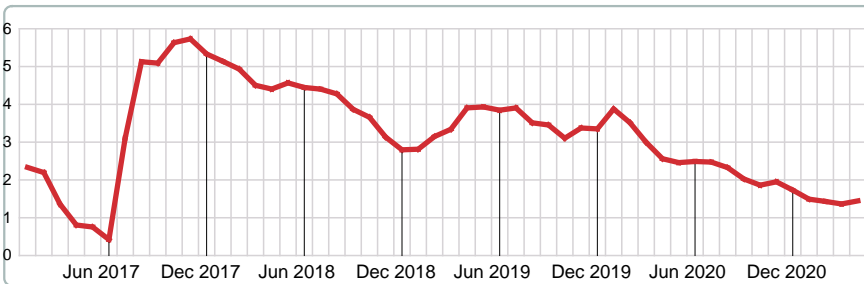
MSI FOR APRIL



INDICATORS FOR APRIL 2021

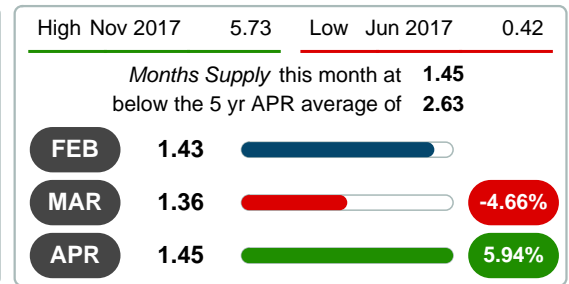


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 2.63



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
\$125,000 and less	6	10.00%	0.65	0.71	0.74	0.00	0.00
\$125,001 - \$175,000	5	8.33%	0.45	2.00	0.24	0.63	0.00
\$175,001 - \$225,000	10	16.67%	1.08	0.00	0.89	2.12	0.00
\$225,001 - \$325,000	15	25.00%	2.07	9.00	2.40	0.00	8.00
\$325,001 - \$475,000	10	16.67%	3.08	12.00	3.00	4.50	0.00
\$475,001 - \$1,000,000	9	15.00%	6.35	0.00	9.00	8.00	4.00
\$1,000,001 and up	5	8.33%	60.00	0.00	0.00	24.00	0.00
Market Supply of Inventory (MSI)	1.45			2.08	1.14	1.92	2.29
Total Active Inventory by Units	60	100%	1.45	9	31	16	4

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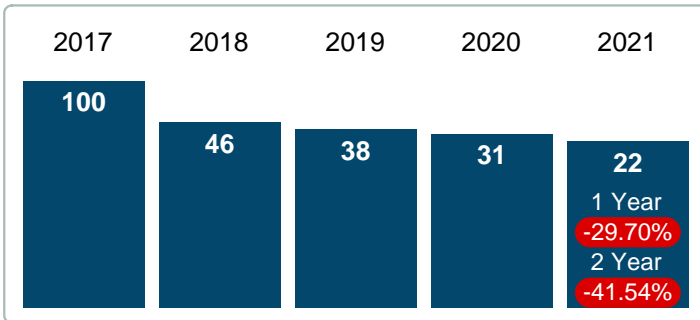
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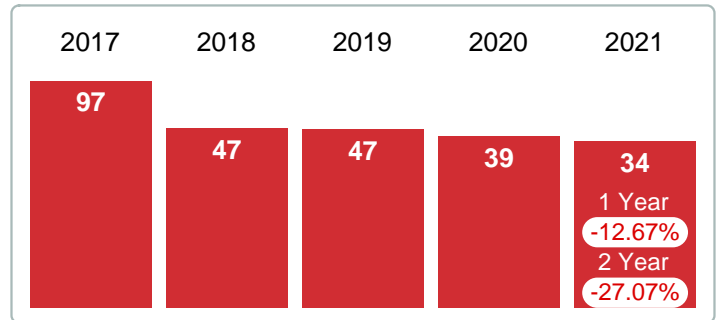
AVERAGE DAYS ON MARKET TO SALE

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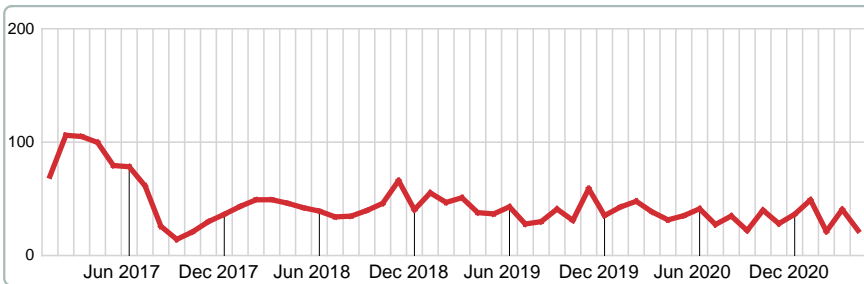
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

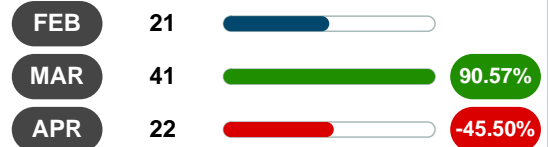


3 MONTHS

5 year APR AVG = 47

High Feb 2017 106 Low Sep 2017 14

Average Days on Market to Sale this month at 22 below the 5 yr APR average of 47



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
\$125,000 and less	9.52%	30	1	40	0	0
\$125,001 - \$150,000	7.14%	16	0	16	0	0
\$150,001 - \$175,000	14.29%	6	7	2	11	0
\$175,001 - \$225,000	26.19%	9	0	9	11	0
\$225,001 - \$250,000	16.67%	23	18	7	60	0
\$250,001 - \$400,000	16.67%	25	3	2	56	0
\$400,001 and up	9.52%	72	0	26	0	87
Average Closed DOM		22	7	12	37	87
Total Closed Units	100%	22	4	26	9	3
Total Closed Volume		10,223,543	740.00K	5.26M	2.05M	2.17M

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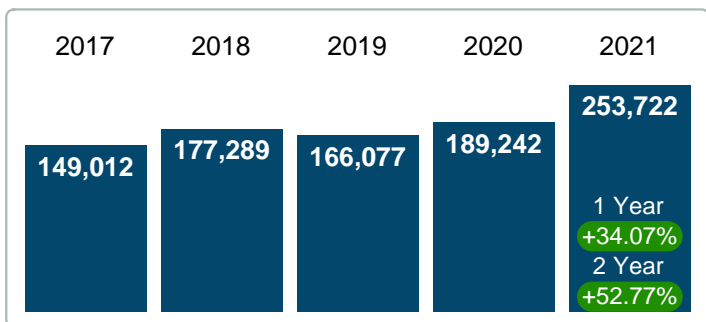
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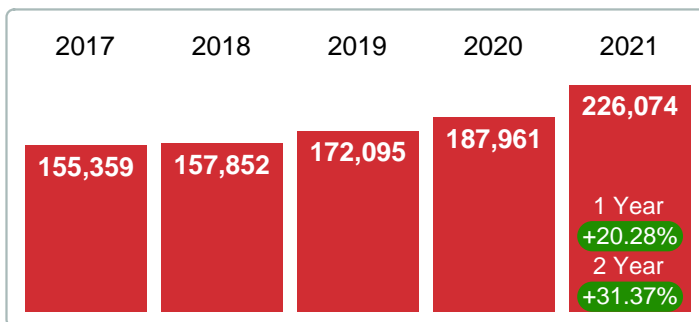
AVERAGE LIST PRICE AT CLOSING

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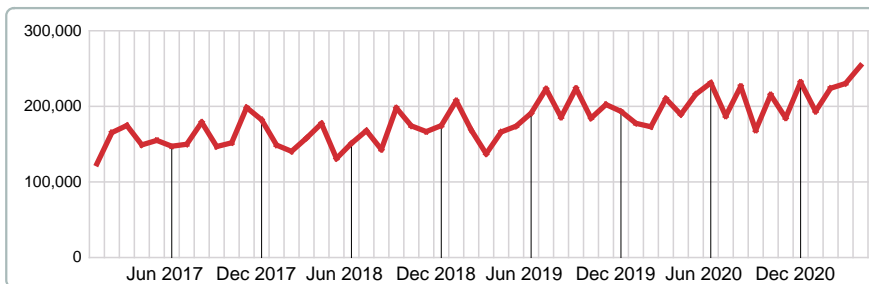
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

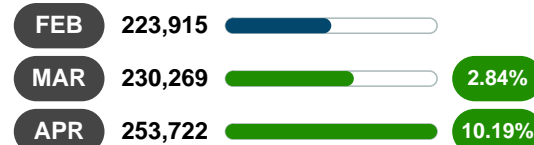


3 MONTHS

5 year APR AVG = 187,069

High Apr 2021 253,722 Low Jan 2017 123,954

Average List Price at Closing this month at **253,722**
above the 5 yr APR average of **187,069**



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
\$125,000 and less	9.52%	69,125	59,000	72,500	0	0
\$125,001 - \$150,000	9.52%	143,600	0	149,000	0	0
\$150,001 - \$175,000	11.90%	162,680	175,000	153,933	152,000	0
\$175,001 - \$225,000	30.95%	200,719	0	195,616	204,450	0
\$225,001 - \$250,000	11.90%	235,440	225,000	231,575	232,900	0
\$250,001 - \$400,000	14.29%	289,000	289,000	336,666	295,000	0
\$400,001 and up	11.90%	694,300	0	497,500	0	841,333
Average List Price		253,722	187,000	204,640	229,300	841,333
Total Closed Units	100%	253,722	4	26	9	3
Total Closed Volume		10,656,343	748.00K	5.32M	2.06M	2.52M

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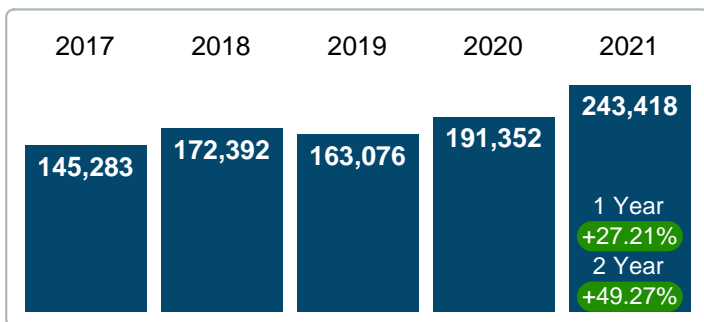
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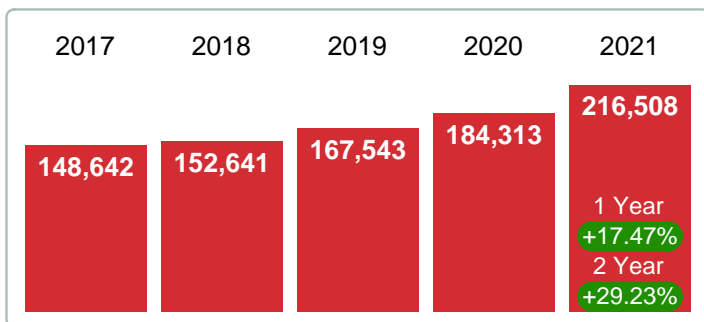
AVERAGE SOLD PRICE AT CLOSING

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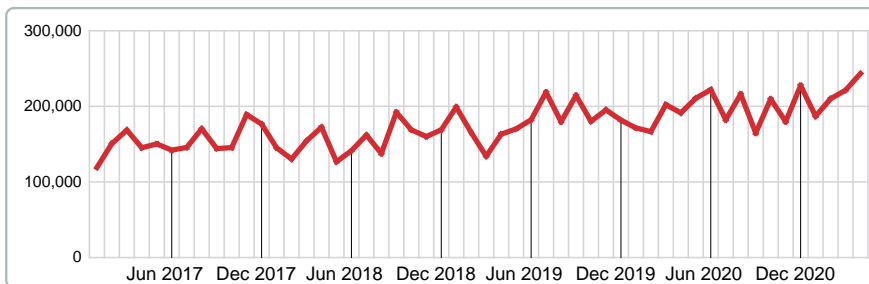
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

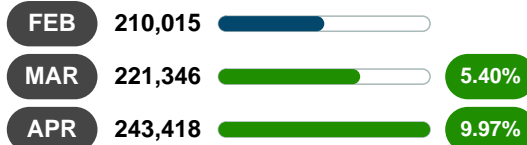


3 MONTHS

5 year APR AVG = 183,104

High Apr 2021 243,418 Low Jan 2017 119,060

Average Sold Price at Closing this month at **243,418** above the 5 yr APR average of **183,104**



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
\$125,000 and less	4	9.52%	68,125	59,000	71,167	0	0
\$125,001 - \$150,000	3	7.14%	148,167	0	148,167	0	0
\$150,001 - \$175,000	6	14.29%	157,483	158,000	158,967	155,000	0
\$175,001 - \$225,000	11	26.19%	198,449	0	197,116	204,450	0
\$225,001 - \$250,000	7	16.67%	235,029	232,000	236,850	232,900	0
\$250,001 - \$400,000	7	16.67%	302,214	291,000	320,000	288,167	0
\$400,001 and up	4	9.52%	654,500	0	448,000	0	723,333
Average Sold Price			243,418	185,000	202,475	227,689	723,333
Total Closed Units		100%	243,418	4	26	9	3
Total Closed Volume			10,223,543	740.00K	5.26M	2.05M	2.17M

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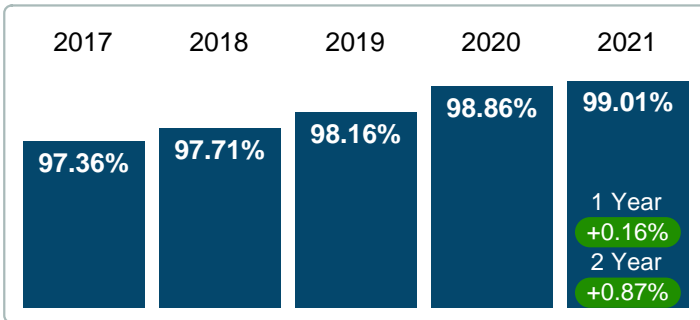
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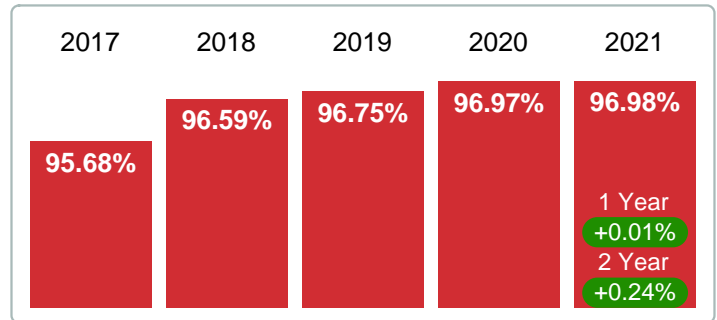
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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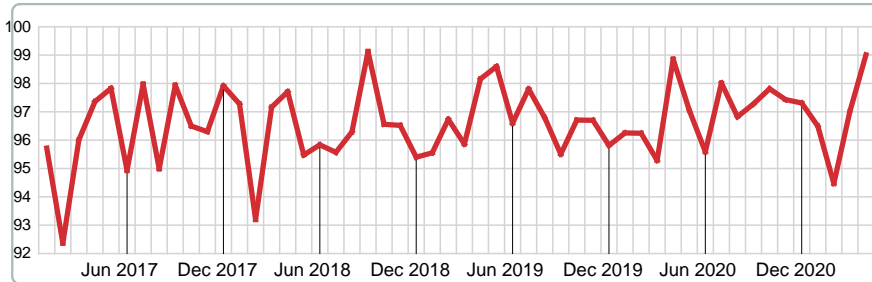
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

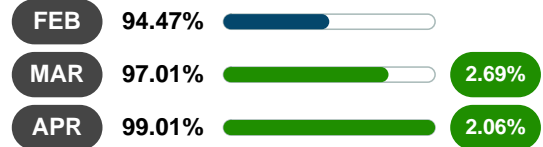


3 MONTHS

5 year APR AVG = 98.22%

High Sep 2018 99.13% Low Feb 2017 92.37%

Average Sold/List Ratio this month at **99.01%**
above the 5 yr APR average of **98.22%**



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
\$125,000 and less	4	9.52%	98.88%	100.00%	98.51%	0.00%	0.00%
\$125,001 - \$150,000	3	7.14%	99.60%	0.00%	99.60%	0.00%	0.00%
\$150,001 - \$175,000	6	14.29%	100.90%	90.29%	103.70%	102.01%	0.00%
\$175,001 - \$225,000	11	26.19%	100.67%	0.00%	100.82%	100.00%	0.00%
\$225,001 - \$250,000	7	16.67%	101.88%	103.11%	102.51%	100.00%	0.00%
\$250,001 - \$400,000	7	16.67%	97.47%	100.69%	96.30%	97.56%	0.00%
\$400,001 and up	4	9.52%	88.98%	0.00%	90.05%	0.00%	88.63%
Average Sold/List Ratio		99.00%		98.52%	100.07%	99.63%	88.63%
Total Closed Units		42	100%	4	26	9	3
Total Closed Volume		10,223,543		740.00K	5.26M	2.05M	2.17M

April 2021



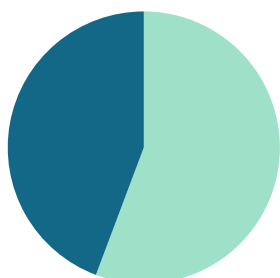
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

Report produced on Aug 02, 2023 for MLS Technology Inc.

INVENTORY

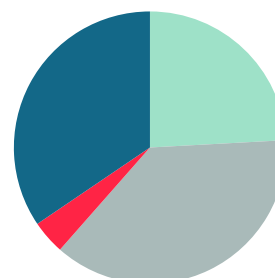


Inventory
 New Listings
73 = 55.73%
 Start Inventory
58
 Total Inventory Units
131
 Volume
\$42,235,589

Market Activity

Closed Sales
42 = 24.14%
 Pending Sales
65 = 37.36%
 Other Off Market
7 = 4.02%
 Active Inventory
60 = 34.48%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	54	42	-22.22%	150	149	-0.67%
Pending Sales	46	65	41.30%	180	189	5.00%
New Listings	67	73	8.96%	242	198	-18.18%
Average List Price	189,242	253,722	34.07%	187,961	226,074	20.28%
Average Sale Price	191,352	243,418	27.21%	184,313	216,508	17.47%
Average Percent of Selling Price to List Price	98.86%	99.01%	0.16%	96.97%	96.98%	0.01%
Average Days on Market to Sale	31.46	22.12	-29.70%	39.05	34.10	-12.67%
Monthly Inventory	105	60	-42.86%	105	60	-42.86%
Months Supply of Inventory	2.56	1.45	-43.55%	2.56	1.45	-43.55%

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

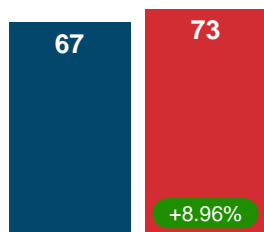
Inventory on April 30, 2021 = **60**

2020 2021

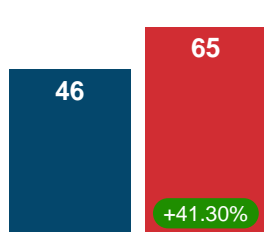
APRIL MARKET

AVERAGE PRICES

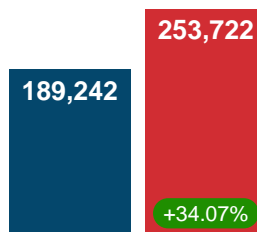
New Listings



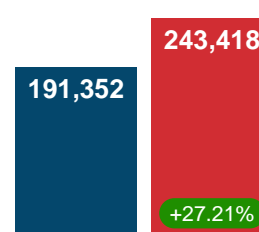
Pending Listings



List Price



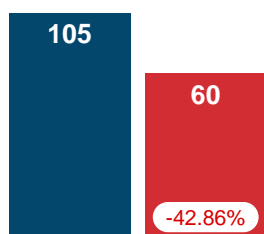
Sale Price



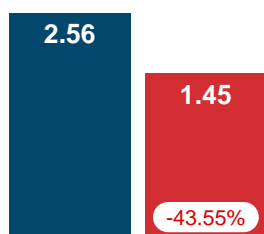
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

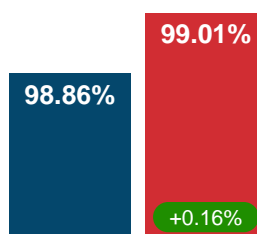
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

