

August 2021



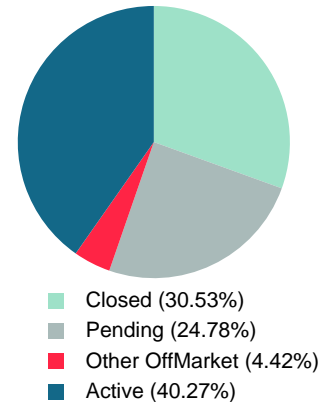
Area Delimited by County Of Bryan - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2023 for MLS Technology Inc.

Compared Metrics	2020	August 2021	+/-%
Closed Listings	41	69	68.29%
Pending Listings	42	56	33.33%
New Listings	40	70	75.00%
Average List Price	226,402	253,613	12.02%
Average Sale Price	216,102	247,307	14.44%
Average Percent of Selling Price to List Price	96.83%	98.15%	1.37%
Average Days on Market to Sale	34.85	14.32	-58.92%
End of Month Inventory	89	91	2.25%
Months Supply of Inventory	2.33	2.03	-12.93%



Absorption: Last 12 months, an Average of **45** Sales/Month
Active Inventory as of August 31, 2021 = **91**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of August 2021 rose **2.25%** to 91 existing homes available for sale. Over the last 12 months this area has had an average of 45 closed sales per month. This represents an unsold inventory index of **2.03** 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 **14.44%** in August 2021 to \$247,307 versus the previous year at \$216,102.

Average Days on Market Shortens

The average number of **14.32** days that homes spent on the market before selling decreased by 20.53 days or **58.92%** in August 2021 compared to last year's same month at **34.85** DOM.

Sales Success for August 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 70 New Listings in August 2021, up **75.00%** from last year at 40. Furthermore, there were 69 Closed Listings this month versus last year at 41, a **68.29%** increase.

Closed versus Listed trends yielded a **98.6%** ratio, down from previous year's, August 2020, at **102.5%**, a **3.83%** downswing. This will certainly create pressure on an increasing Monthly Months 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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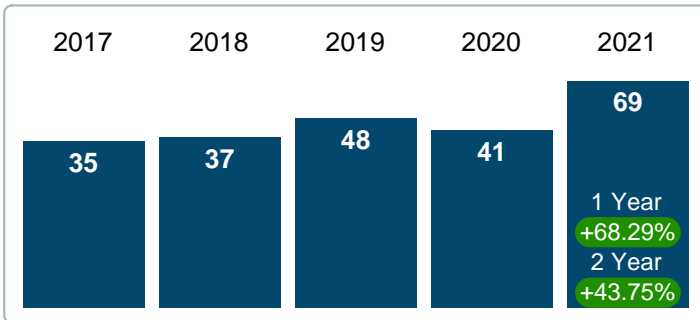
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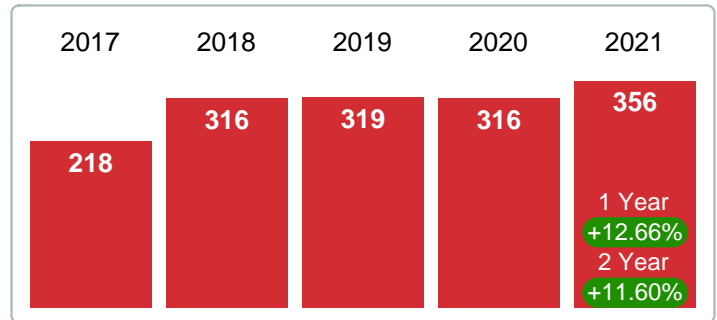
CLOSED LISTINGS

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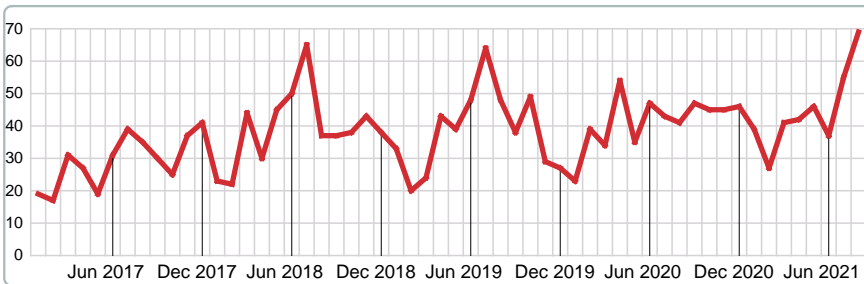
AUGUST



YEAR TO DATE (YTD)

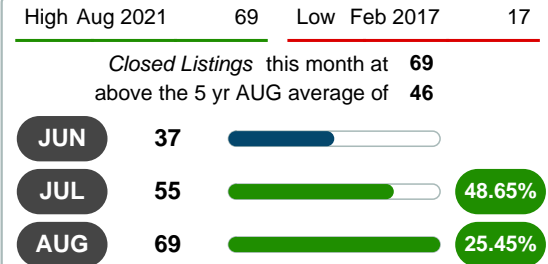


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 46



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	6	8.70%	21.3	2	2	2	0
\$125,001 - \$175,000	11	15.94%	8.3	3	7	0	1
\$175,001 - \$200,000	9	13.04%	22.8	0	9	0	0
\$200,001 - \$225,000	13	18.84%	8.1	0	11	2	0
\$225,001 - \$275,000	10	14.49%	10.5	0	7	3	0
\$275,001 - \$400,000	13	18.84%	12.8	0	7	4	2
\$400,001 and up	7	10.14%	26.9	0	4	2	1
Total Closed Units	69			5	47	13	4
Total Closed Volume	17,064,156	100%	14.3	547.98K	11.68M	3.49M	1.35M
Average Closed Price	\$247,307			\$109,596	\$248,505	\$268,196	\$337,475

August 2021



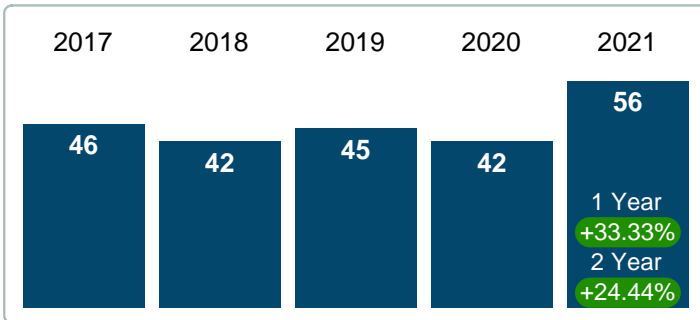
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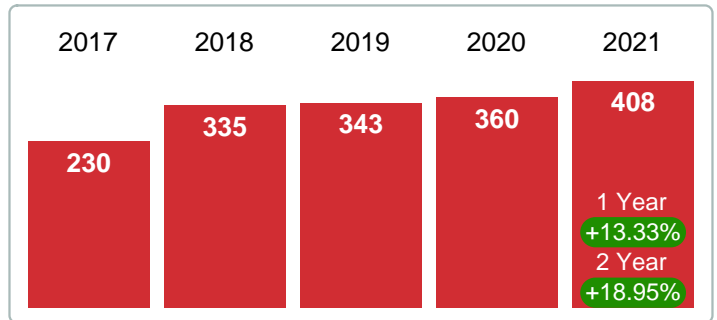
PENDING LISTINGS

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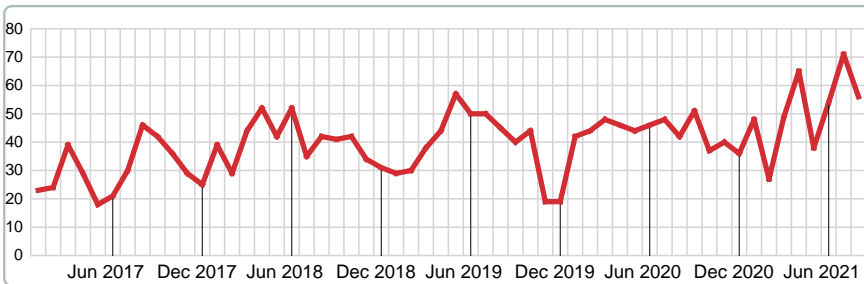
AUGUST



YEAR TO DATE (YTD)

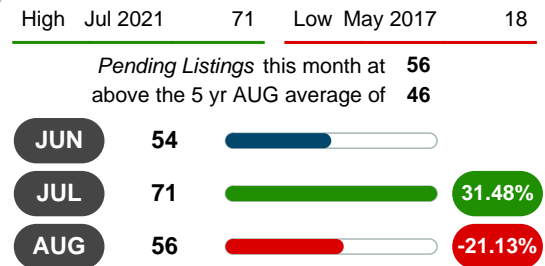


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 46



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	1	1.79%	1.0	1	0	0	0
\$75,001 - \$125,000	10	17.86%	37.6	2	7	1	0
\$125,001 - \$175,000	9	16.07%	18.7	0	6	3	0
\$175,001 - \$225,000	12	21.43%	31.9	1	10	1	0
\$225,001 - \$300,000	10	17.86%	19.5	0	8	2	0
\$300,001 - \$425,000	9	16.07%	13.1	1	4	3	1
\$425,001 and up	5	8.93%	103.4	0	3	1	1
Total Pending Units	56			5	38	11	2
Total Pending Volume	15,067,208	100%	31.4	876.90K	9.37M	3.07M	1.75M
Average Listing Price	\$269,057			\$175,380	\$246,486	\$279,207	\$876,290

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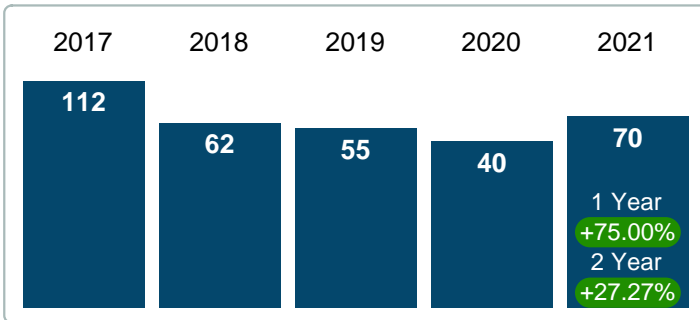
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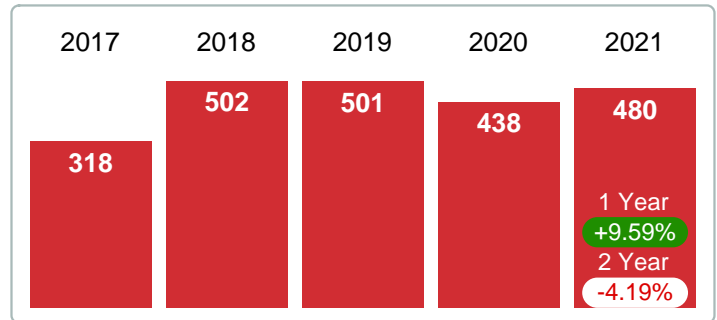
NEW LISTINGS

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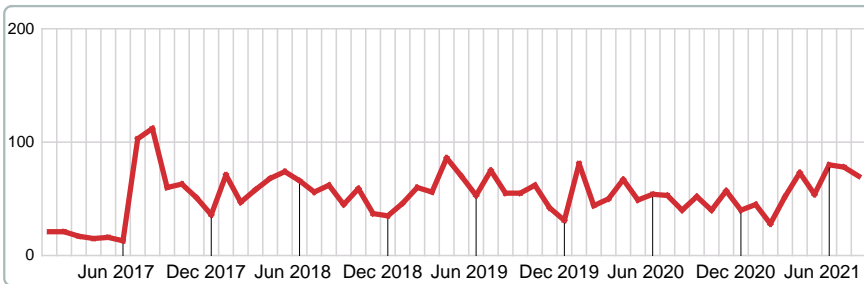
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

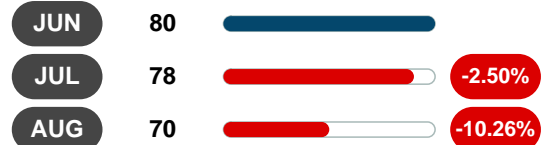


3 MONTHS

5 year AUG AVG = 68

High Aug 2017 112 Low Jun 2017 13

New Listings this month at 70
above the 5 yr AUG average of 68



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	7	10.00%	3	4	0	0
\$100,001 - \$125,000	5	7.14%	0	5	0	0
\$125,001 - \$175,000	10	14.29%	2	6	2	0
\$175,001 - \$275,000	22	31.43%	0	15	7	0
\$275,001 - \$300,000	5	7.14%	0	2	3	0
\$300,001 - \$375,000	12	17.14%	1	5	5	1
\$375,001 and up	9	12.86%	0	4	3	2
Total New Listed Units	70		6	41	20	3
Total New Listed Volume	21,566,109	100%	921.80K	9.32M	7.77M	3.55M
Average New Listed Listing Price	\$302,169		\$153,633	\$227,353	\$388,563	\$1,183,860

August 2021



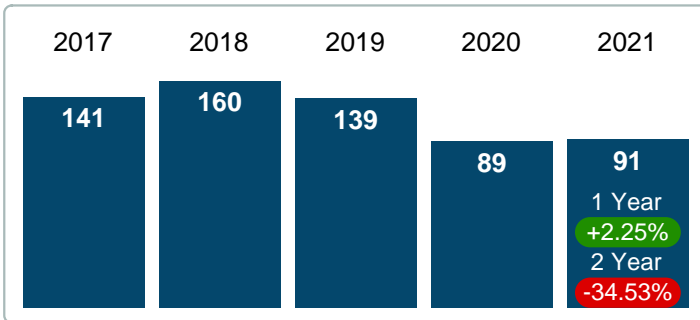
Area Delimited by County Of Bryan - Residential Property Type



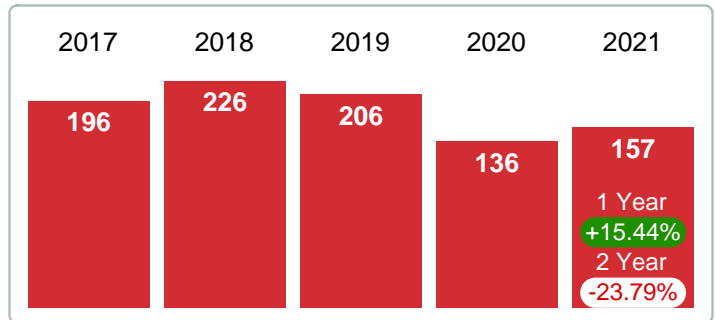
ACTIVE INVENTORY

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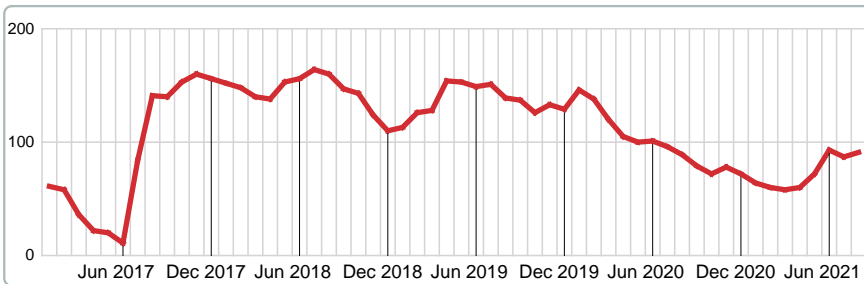
END OF AUGUST



ACTIVE DURING AUGUST

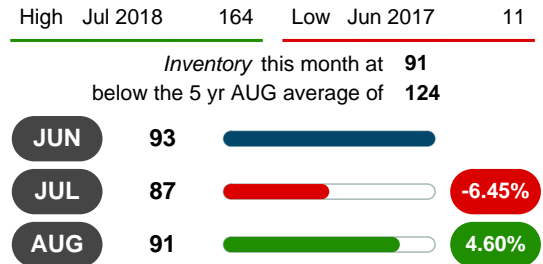


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 124



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	6.59%	39.0	3	3	0	0
\$100,001 - \$150,000	14	15.38%	43.6	5	8	1	0
\$150,001 - \$225,000	12	13.19%	66.8	0	8	4	0
\$225,001 - \$300,000	20	21.98%	67.6	2	10	7	1
\$300,001 - \$375,000	16	17.58%	77.7	0	7	9	0
\$375,001 - \$1,150,000	13	14.29%	68.6	0	8	4	1
\$1,150,001 and up	10	10.99%	71.9	1	2	5	2
Total Active Inventory by Units	91			11	46	30	4
Total Active Inventory by Volume	41,502,041	100%	64.3	3.48M	16.94M	16.13M	4.95M
Average Active Inventory Listing Price	\$456,066			\$316,045	\$368,366	\$537,726	\$1,237,225

August 2021



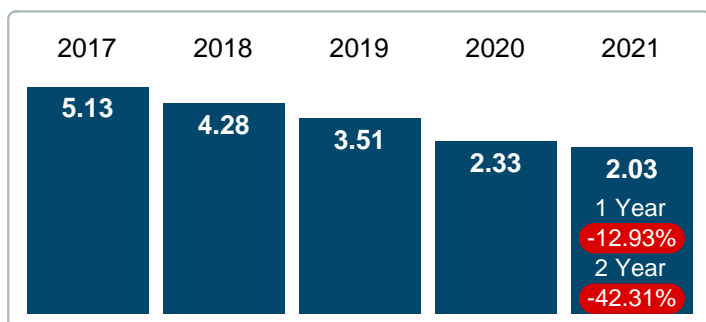
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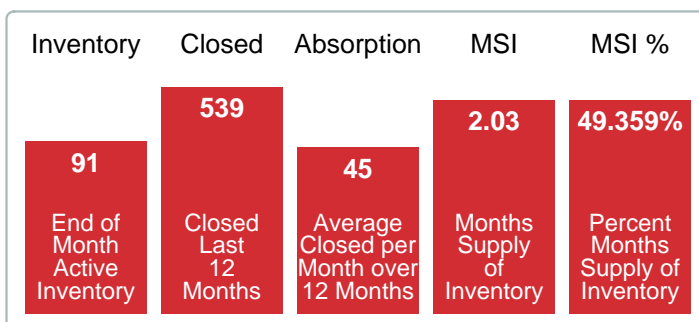
MONTHS SUPPLY of INVENTORY (MSI)

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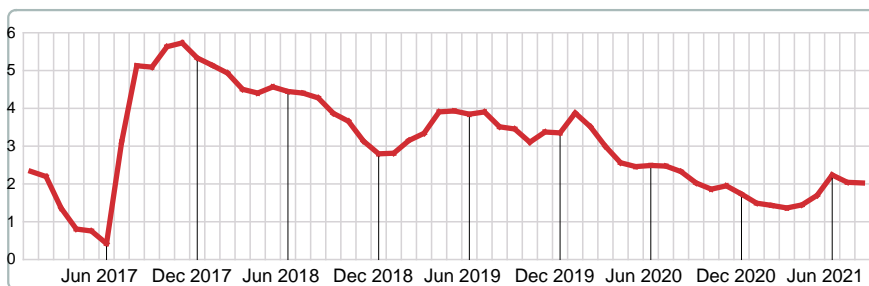
MSI FOR AUGUST



INDICATORS FOR AUGUST 2021

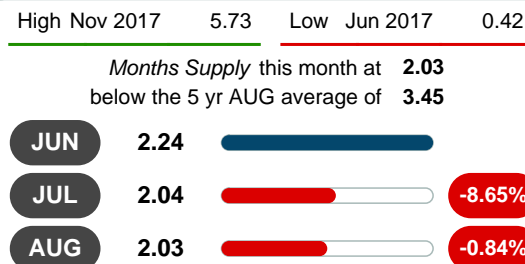


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 3.45



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	6.59%	1.20	1.64	1.20	0.00	0.00
\$100,001 - \$150,000	14	15.38%	2.05	3.53	1.78	1.20	0.00
\$150,001 - \$225,000	12	13.19%	0.68	0.00	0.54	1.85	0.00
\$225,001 - \$300,000	20	21.98%	2.24	12.00	1.74	2.55	4.00
\$300,001 - \$375,000	16	17.58%	5.49	0.00	5.60	6.75	0.00
\$375,001 - \$1,150,000	13	14.29%	3.71	0.00	6.86	4.00	0.86
\$1,150,001 and up	10	10.99%	inf	0.00	0.00	0.00	0.00
Market Supply of Inventory (MSI)			2.03	2.64	1.53	3.43	2.09
Total Active Inventory by Units		100%	2.03	11	46	30	4

August 2021



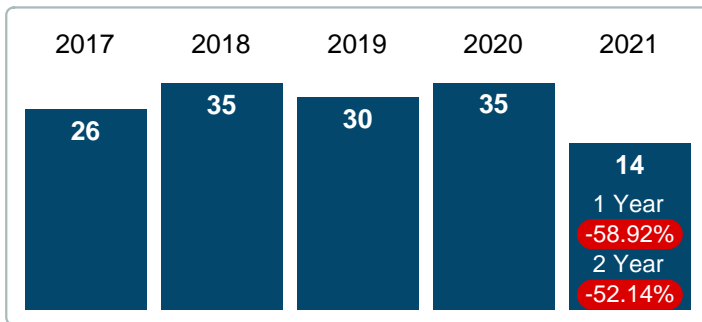
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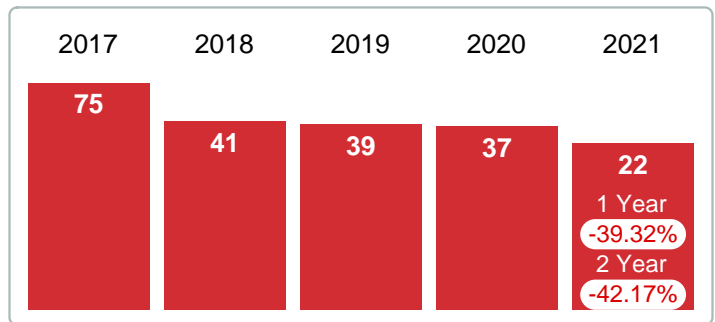
AVERAGE DAYS ON MARKET TO SALE

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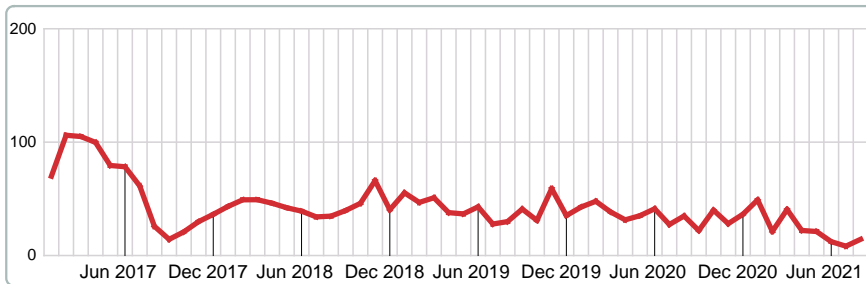
AUGUST



YEAR TO DATE (YTD)

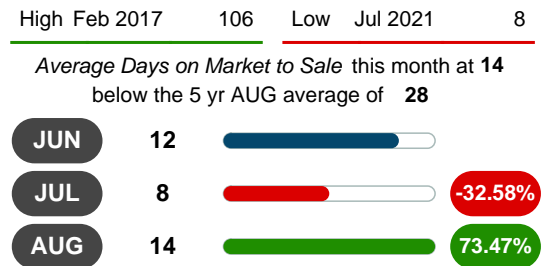


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 28



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	8.70%	21	2	24	39	0
\$125,001 - \$175,000	15.94%	8	17	4	0	8
\$175,001 - \$200,000	13.04%	23	0	23	0	0
\$200,001 - \$225,000	18.84%	8	0	7	13	0
\$225,001 - \$275,000	14.49%	11	0	6	21	0
\$275,001 - \$400,000	18.84%	13	0	13	16	7
\$400,001 and up	10.14%	27	0	33	13	32
Average Closed DOM		14	11	13	19	14
Total Closed Units	100%	69	5	47	13	4
Total Closed Volume		17,064,156	547.98K	11.68M	3.49M	1.35M

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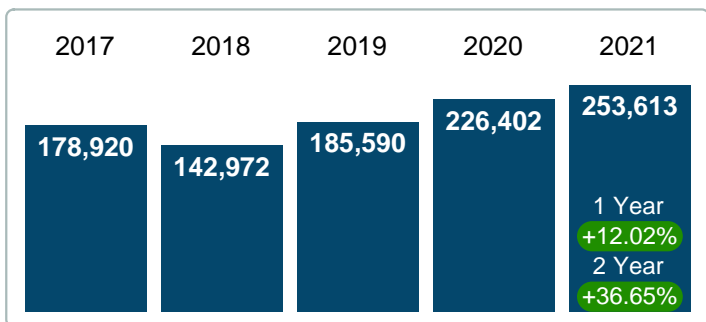
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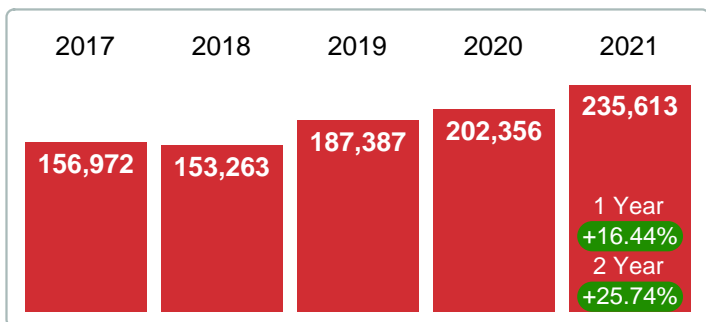
AVERAGE LIST PRICE AT CLOSING

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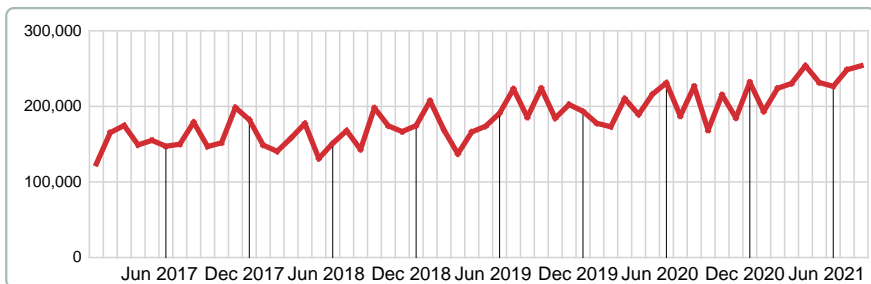
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

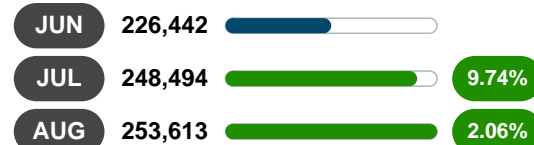


3 MONTHS

5 year AUG AVG = 197,499

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

Average List Price at Closing this month at **253,613** above the 5 yr AUG average of **197,499**



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	8.70%	87,150	62,000	89,950	109,500	0
\$125,001 - \$175,000	13.04%	153,467	151,333	158,871	0	185,000
\$175,001 - \$200,000	14.49%	190,042	0	193,356	0	0
\$200,001 - \$225,000	20.29%	212,934	0	213,293	217,838	0
\$225,001 - \$275,000	14.49%	245,670	0	245,328	242,967	0
\$275,001 - \$400,000	18.84%	325,285	0	326,557	310,750	349,900
\$400,001 and up	10.14%	575,471	0	652,125	467,400	485,000
Average List Price		253,613	115,600	255,109	273,952	342,450
Total Closed Units	100%	253,613	5	47	13	4
Total Closed Volume		17,499,292	578.00K	11.99M	3.56M	1.37M

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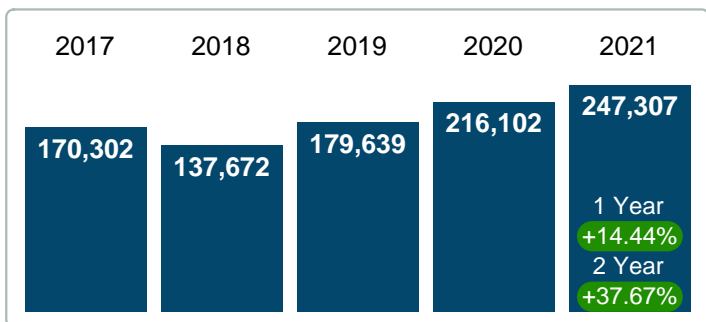
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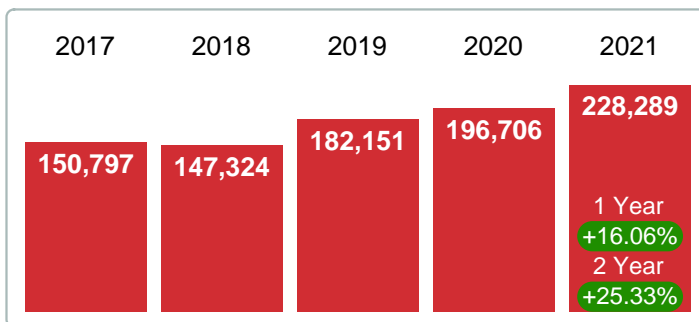
AVERAGE SOLD PRICE AT CLOSING

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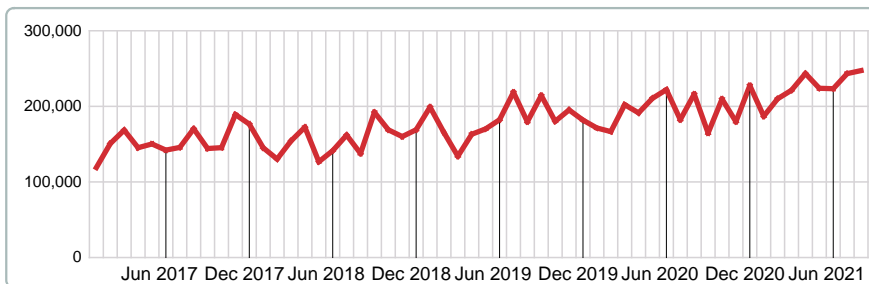
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 190,204

High Aug 2021 247,307 Low Jan 2017 119,060

Average Sold Price at Closing this month at **247,307** above the 5 yr AUG average of **190,204**

JUN	223,333	<div style="width: 80%;"></div>
JUL	243,331	<div style="width: 95%;"></div> 8.95%
AUG	247,307	<div style="width: 100%;"></div> 1.63%

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 6	8.70%	80,997	55,490	87,500	100,000	0
\$125,001 - \$175,000 11	15.94%	155,310	145,667	158,487	0	162,000
\$175,001 - \$200,000 9	13.04%	192,133	0	192,133	0	0
\$200,001 - \$225,000 13	18.84%	214,759	0	214,420	216,625	0
\$225,001 - \$275,000 10	14.49%	244,300	0	246,443	239,300	0
\$275,001 - \$400,000 13	18.84%	320,446	0	323,271	302,750	345,950
\$400,001 and up 7	10.14%	534,271	0	579,875	462,200	496,000
Average Sold Price		247,307	109,596	248,505	268,196	337,475
Total Closed Units		69	5	47	13	4
Total Closed Volume		17,064,156	547.98K	11.68M	3.49M	1.35M

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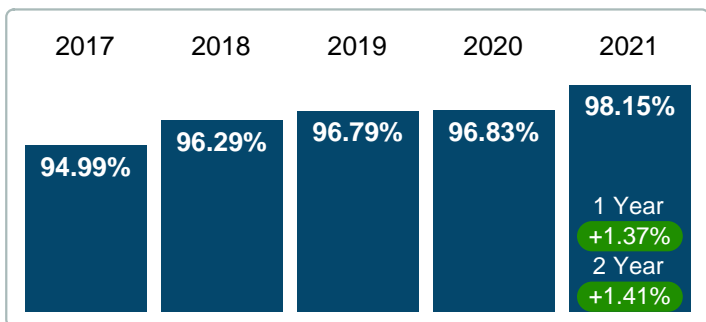
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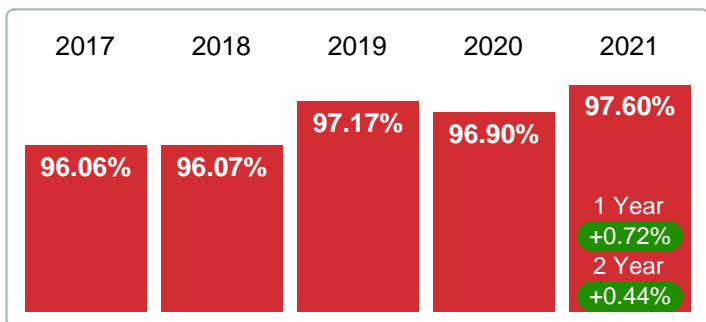
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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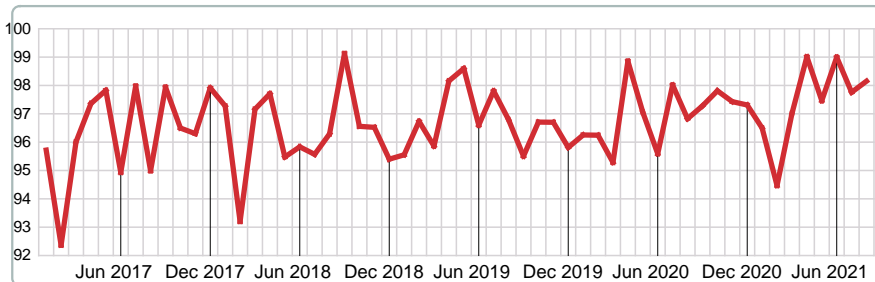
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

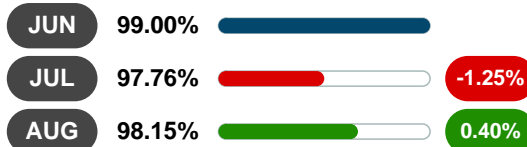


3 MONTHS

5 year AUG AVG = 96.61%

High Sep 2018 99.13% Low Feb 2017 92.37%

Average Sold/List Ratio this month at **98.15%** above the 5 yr AUG average of **96.61%**



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	6	8.70%	92.42%	89.64%	94.55%	93.06%	0.00%
\$125,001 - \$175,000	11	15.94%	97.81%	96.14%	99.99%	0.00%	87.57%
\$175,001 - \$200,000	9	13.04%	99.47%	0.00%	99.47%	0.00%	0.00%
\$200,001 - \$225,000	13	18.84%	100.42%	0.00%	100.57%	99.61%	0.00%
\$225,001 - \$275,000	10	14.49%	99.98%	0.00%	100.61%	98.52%	0.00%
\$275,001 - \$400,000	13	18.84%	98.53%	0.00%	99.01%	97.47%	99.01%
\$400,001 and up	7	10.14%	94.38%	0.00%	90.13%	98.94%	102.27%
Average Sold/List Ratio		98.20%		93.54%	98.90%	97.59%	96.97%
Total Closed Units	69	100%	98.20%	5	47	13	4
Total Closed Volume	17,064,156			547.98K	11.68M	3.49M	1.35M

August 2021



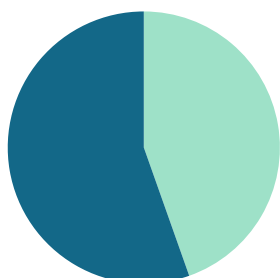
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

Report produced on Aug 10, 2023 for MLS Technology Inc.

INVENTORY

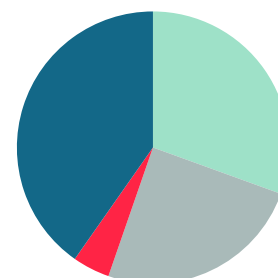


Inventory
 New Listings
70 = 44.59%
 Start Inventory
87
 Total Inventory Units
157
 Volume
\$59,318,721

Market Activity

Closed Sales
69 = 30.53%
 Pending Sales
56 = 24.78%
 Other Off Market
10 = 4.42%
 Active Inventory
91 = 40.27%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	41	69	68.29%	316	356	12.66%
Pending Sales	42	56	33.33%	360	408	13.33%
New Listings	40	70	75.00%	438	480	9.59%
Average List Price	226,402	253,613	12.02%	202,356	235,613	16.44%
Average Sale Price	216,102	247,307	14.44%	196,706	228,289	16.06%
Average Percent of Selling Price to List Price	96.83%	98.15%	1.37%	96.90%	97.60%	0.72%
Average Days on Market to Sale	34.85	14.32	-58.92%	36.81	22.33	-39.32%
Monthly Inventory	89	91	2.25%	89	91	2.25%
Months Supply of Inventory	2.33	2.03	-12.93%	2.33	2.03	-12.93%

Absorption: Last 12 months, an Average of **45** Sales/Month

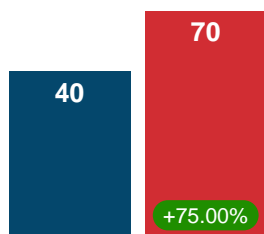
Inventory on August 31, 2021 = **91**

2020 **2021**

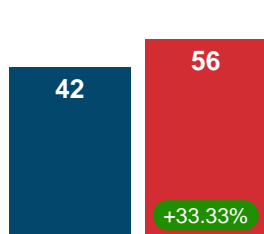
AUGUST MARKET

AVERAGE PRICES

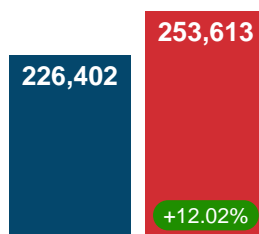
New Listings



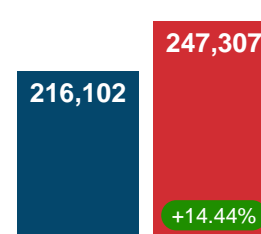
Pending Listings



List Price



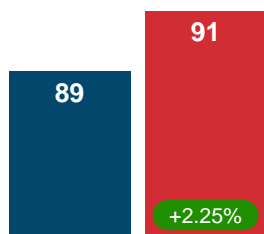
Sale Price



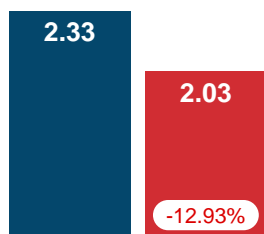
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

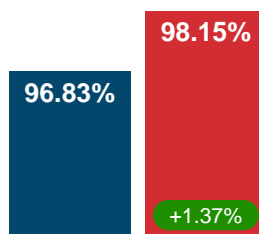
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

