

## February 2021



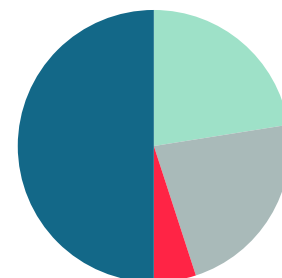
Area Delimited by County Of Bryan - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		+/-%
	2020	2021	
Closed Listings	39	27	-30.77%
Pending Listings	44	27	-38.64%
New Listings	44	28	-36.36%
Average List Price	173,000	223,915	29.43%
Average Sale Price	166,592	210,015	26.07%
Average Percent of Selling Price to List Price	96.24%	94.47%	-1.84%
Average Days on Market to Sale	47.85	21.30	-55.49%
End of Month Inventory	139	60	-56.83%
Months Supply of Inventory	3.54	1.43	-59.58%



■ Closed (22.50%)  
■ Pending (22.50%)  
■ Other OffMarket (5.00%)  
■ Active (50.00%)

**Absorption:** Last 12 months, an Average of **42** Sales/Month  
**Active Inventory** as of February 28, 2021 = **60**

#### Analysis Wrap-Up

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

The total housing inventory at the end of February 2021 decreased **56.83%** 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 **1.43** 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 **26.07%** in February 2021 to \$210,015 versus the previous year at \$166,592.

##### Average Days on Market Shortens

The average number of **21.30** days that homes spent on the market before selling decreased by 26.55 days or **55.49%** in February 2021 compared to last year's same month at **47.85** DOM.

##### Sales Success for February 2021 is Positive

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

There were 28 New Listings in February 2021, down **36.36%** from last year at 44. Furthermore, there were 27 Closed Listings this month versus last year at 39, a **-30.77%** decrease.

Closed versus Listed trends yielded a **96.4%** ratio, up from previous year's, February 2020, at **88.6%**, a **8.79%** upswing. 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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

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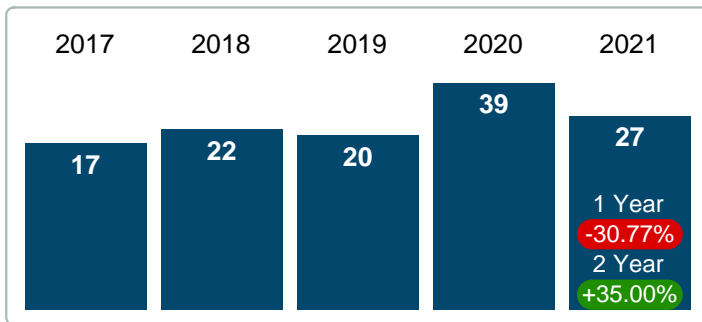
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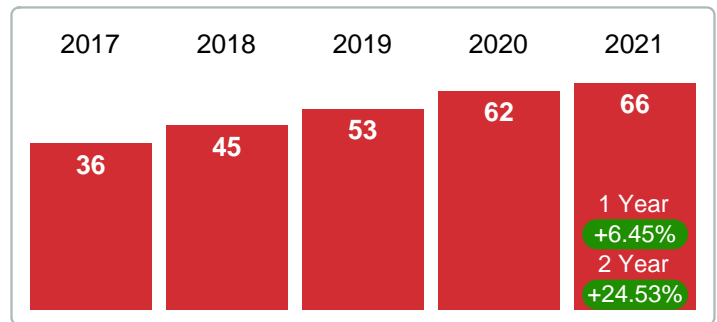
## CLOSED LISTINGS

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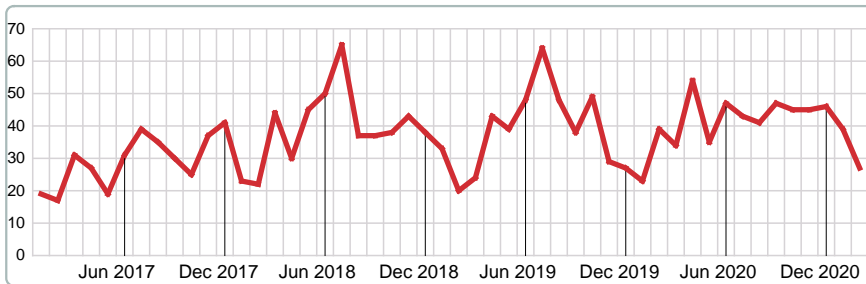
### FEBRUARY



### YEAR TO DATE (YTD)

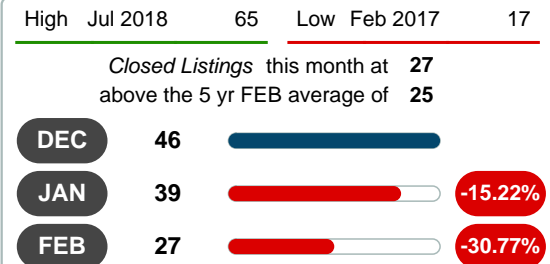


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 25



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	1	3.70%	29.0	0	0	1	0
\$75,001 - \$100,000	3	11.11%	3.0	2	1	0	0
\$100,001 - \$125,000	6	22.22%	20.8	0	6	0	0
\$125,001 - \$175,000	5	18.52%	19.8	0	5	0	0
\$175,001 - \$275,000	6	22.22%	14.0	0	6	0	0
\$275,001 - \$400,000	3	11.11%	62.0	0	2	1	0
\$400,001 and up	3	11.11%	14.3	1	1	1	0
<b>Total Closed Units</b>	<b>27</b>			<b>3</b>	<b>21</b>	<b>3</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>5,670,399</b>	<b>100%</b>	<b>21.3</b>	<b>796.40K</b>	<b>4.07M</b>	<b>799.00K</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$210,015</b>			<b>\$265,467</b>	<b>\$194,048</b>	<b>\$266,333</b>	<b>\$0</b>

# February 2021



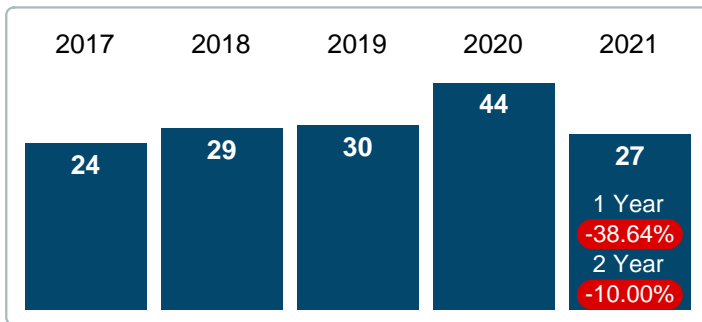
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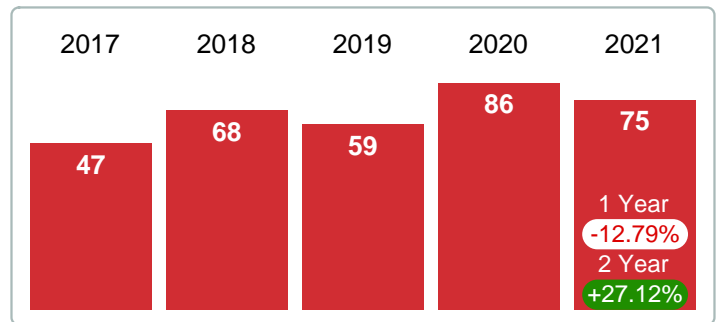
## PENDING LISTINGS

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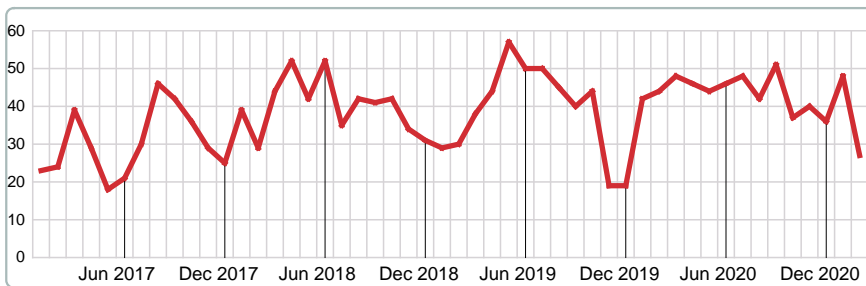
### FEBRUARY



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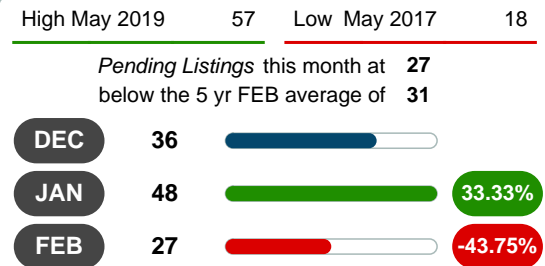


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 31



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	2	7.41%	15.0	1	1	0	0
\$125,001 - \$150,000	4	14.81%	16.8	0	3	1	0
\$150,001 - \$175,000	5	18.52%	26.4	0	4	1	0
\$175,001 - \$200,000	1	3.70%	4.0	0	1	0	0
\$200,001 - \$225,000	5	18.52%	26.0	0	5	0	0
\$225,001 - \$325,000	7	25.93%	52.1	0	6	1	0
\$325,001 and up	3	11.11%	49.0	0	2	1	0
<b>Total Pending Units</b>	<b>27</b>			<b>1</b>	<b>22</b>	<b>4</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>5,735,650</b>	<b>100%</b>	<b>31.3</b>	<b>84.00K</b>	<b>4.73M</b>	<b>920.90K</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$215,640</b>			<b>\$84,000</b>	<b>\$215,034</b>	<b>\$230,225</b>	<b>\$0</b>

# February 2021



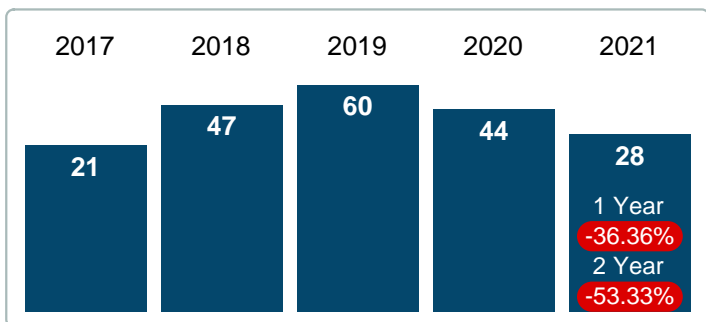
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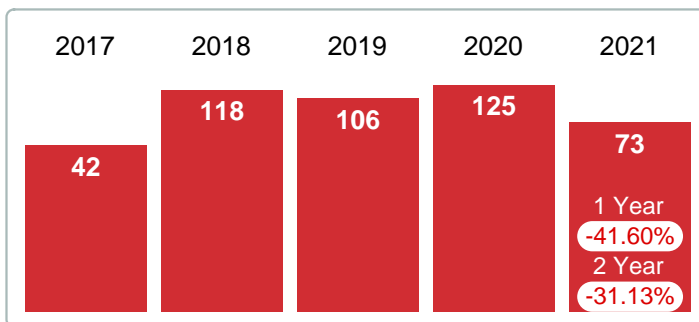
## NEW LISTINGS

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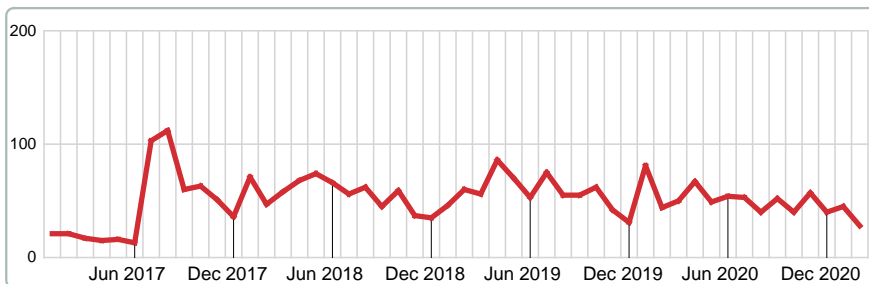
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 40

High Aug 2017 112 Low Jun 2017 13

New Listings this month at 28  
below the 5 yr FEB average of 40



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	2	7.14%	0	2	0	0
\$125,001 - \$125,000	0	0.00%	0	0	0	0
\$125,001 - \$150,000	5	17.86%	1	2	2	0
\$150,001 - \$200,000	7	25.00%	1	5	1	0
\$200,001 - \$250,000	7	25.00%	0	7	0	0
\$250,001 - \$575,000	4	14.29%	1	2	1	0
\$575,001 and up	3	10.71%	1	1	1	0
<b>Total New Listed Units</b>	<b>28</b>		<b>4</b>	<b>19</b>	<b>5</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>8,361,650</b>	<b>100%</b>	<b>2.68M</b>	<b>4.25M</b>	<b>1.43M</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$209,537</b>		<b>\$669,750</b>	<b>\$223,808</b>	<b>\$286,060</b>	<b>\$0</b>

# February 2021



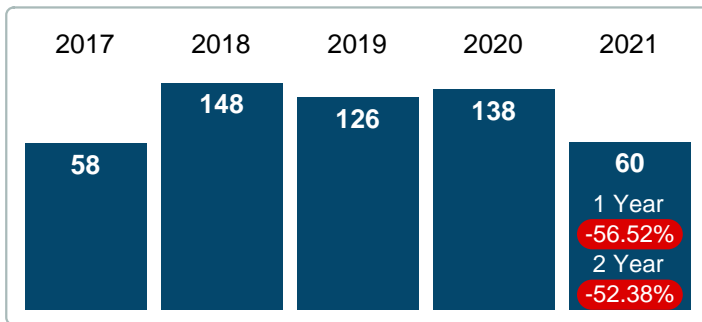
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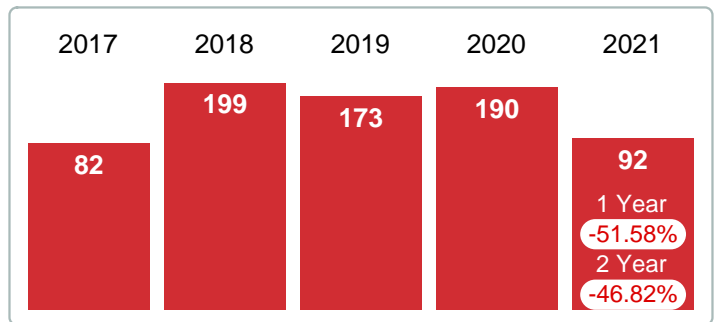
## ACTIVE INVENTORY

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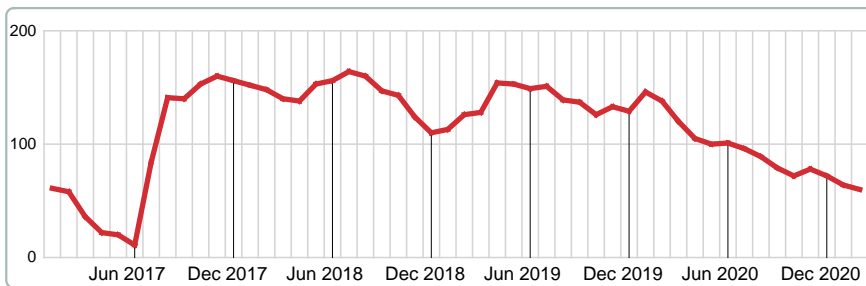
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

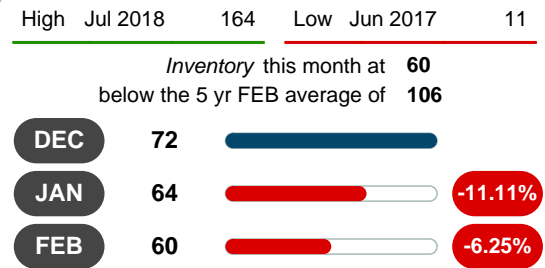


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB 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	5	8.33%	64.4	3	2	0	0
\$100,001 - \$150,000	9	15.00%	84.0	3	2	3	1
\$150,001 - \$200,000	5	8.33%	65.0	2	1	2	0
\$200,001 - \$325,000	17	28.33%	62.1	2	9	5	1
\$325,001 - \$525,000	9	15.00%	79.8	1	1	7	0
\$525,001 - \$1,000,000	10	16.67%	128.9	0	3	3	4
\$1,000,001 and up	5	8.33%	128.6	1	1	2	1
<b>Total Active Inventory by Units</b>	<b>60</b>			<b>12</b>	<b>19</b>	<b>22</b>	<b>7</b>
<b>Total Active Inventory by Volume</b>	<b>27,276,900</b>	<b>100%</b>	<b>85.2</b>	<b>3.89M</b>	<b>6.75M</b>	<b>11.47M</b>	<b>5.17M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$454,615</b>			<b>\$323,983</b>	<b>\$355,179</b>	<b>\$521,445</b>	<b>\$738,414</b>

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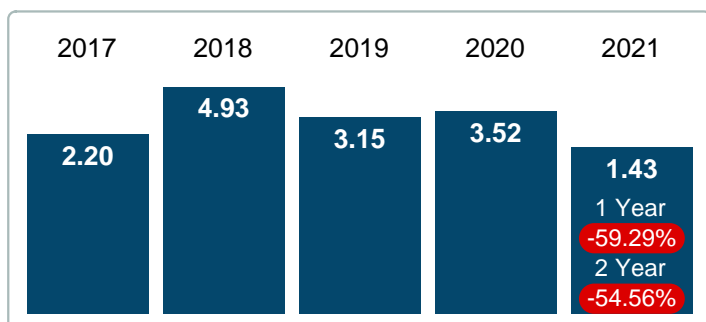
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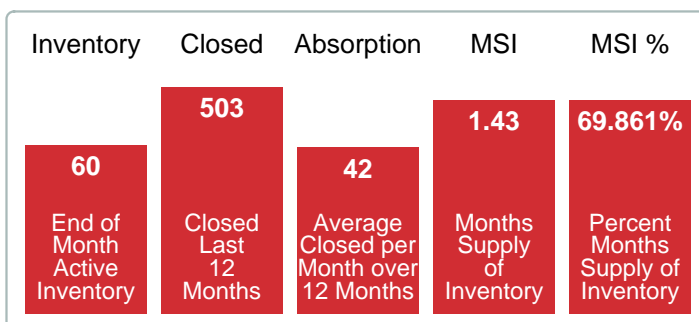
## MONTHS SUPPLY of INVENTORY (MSI)

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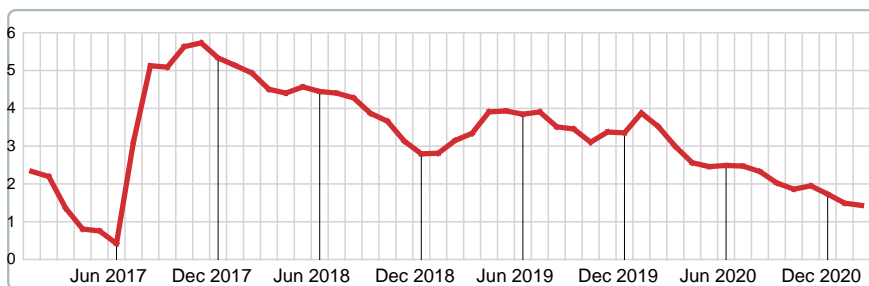
### MSI FOR FEBRUARY



### INDICATORS FOR FEBRUARY 2021

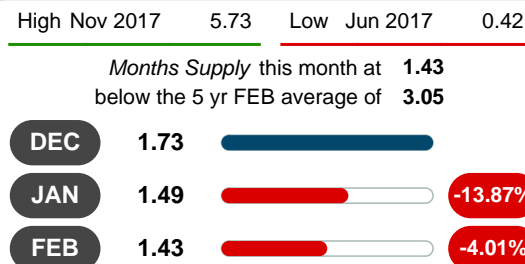


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 3.05



### 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	5	8.33%	0.74	1.29	0.56	0.00	0.00
\$100,001 - \$150,000	9	15.00%	1.01	2.00	0.30	3.60	0.00
\$150,001 - \$200,000	5	8.33%	0.41	24.00	0.10	1.33	0.00
\$200,001 - \$325,000	17	28.33%	1.85	8.00	1.61	1.62	4.00
\$325,001 - \$525,000	9	15.00%	2.51	12.00	0.86	4.42	0.00
\$525,001 - \$1,000,000	10	16.67%	8.57	0.00	7.20	7.20	16.00
\$1,000,001 and up	5	8.33%	60.00	0.00	0.00	24.00	0.00
Market Supply of Inventory (MSI)			1.43	2.77	0.68	2.64	4.94
Total Active Inventory by Units		100%	1.43	12	19	22	7

# February 2021



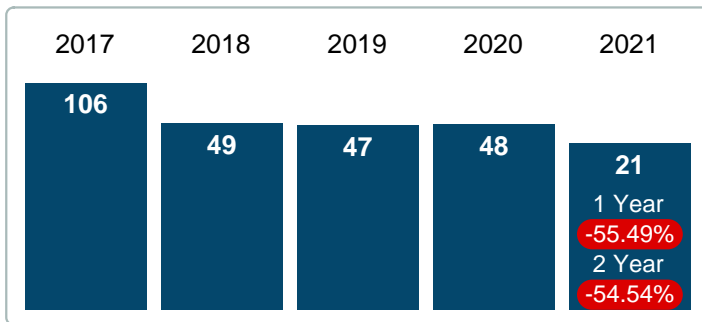
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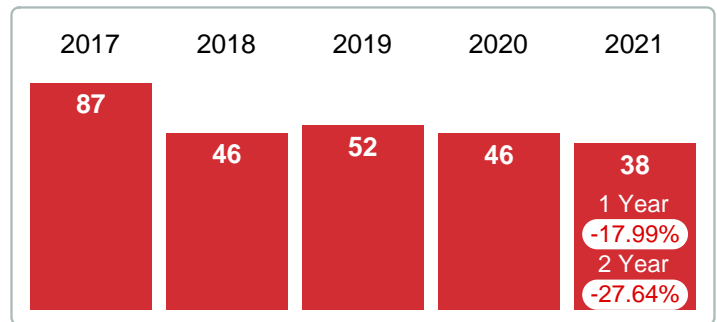
## AVERAGE DAYS ON MARKET TO SALE

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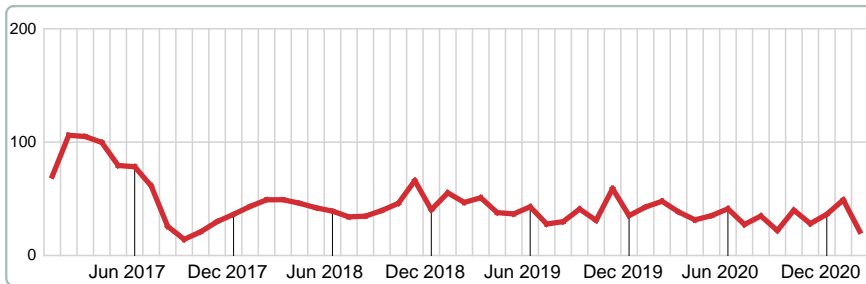
### FEBRUARY



### YEAR TO DATE (YTD)

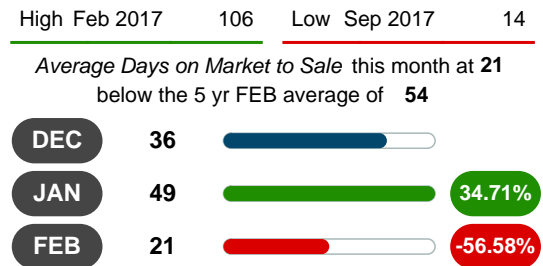


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 54



### 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
\$75,000 and less	3.70%	29	0	0	29	0
\$75,001 - \$100,000	11.11%	3	4	1	0	0
\$100,001 - \$125,000	22.22%	21	0	21	0	0
\$125,001 - \$175,000	18.52%	20	0	20	0	0
\$175,001 - \$275,000	22.22%	14	0	14	0	0
\$275,001 - \$400,000	11.11%	62	0	45	96	0
\$400,001 and up	11.11%	14	23	19	1	0
<b>Average Closed DOM</b>		<b>21</b>	<b>10</b>	<b>20</b>	<b>42</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>27</b>	<b>3</b>	<b>21</b>	<b>3</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>5,670,399</b>	<b>796.40K</b>	<b>4.07M</b>	<b>799.00K</b>	<b>0.00B</b>

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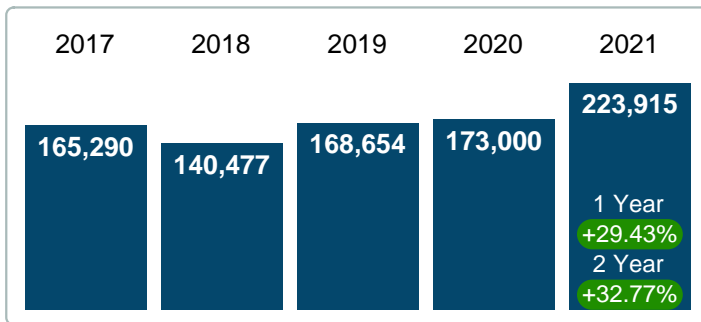
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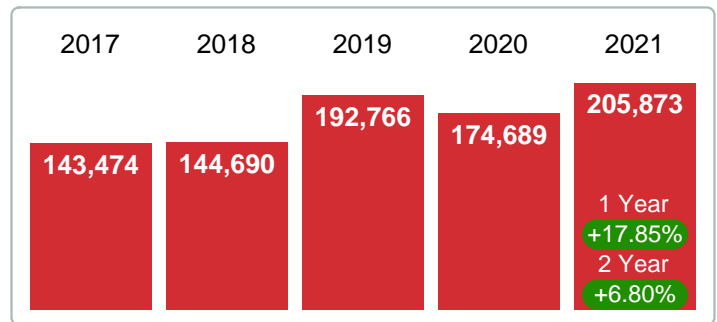
## AVERAGE LIST PRICE AT CLOSING

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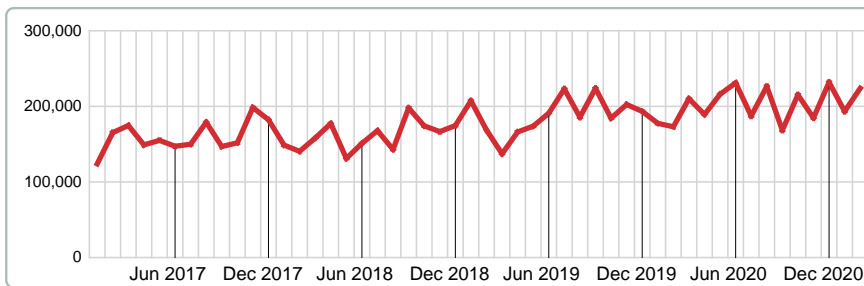
### FEBRUARY



### YEAR TO DATE (YTD)

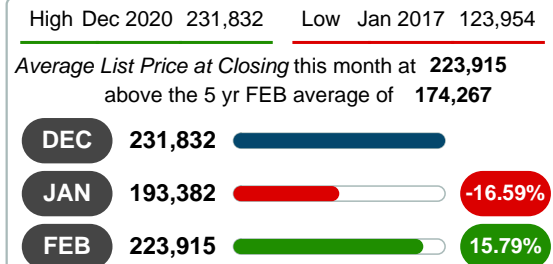


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 174,267



### 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	
\$75,000 and less	0	0.00%	0	0	150,000	0	
\$75,001 - \$100,000	3	11.11%	86,800	90,700	79,000	0	
\$100,001 - \$125,000	5	18.52%	114,560	0	125,467	0	
\$125,001 - \$175,000	6	22.22%	158,117	0	159,740	0	
\$175,001 - \$275,000	7	25.93%	202,843	0	206,650	0	
\$275,001 - \$400,000	2	7.41%	339,450	0	392,450	319,000	
\$400,001 and up	4	14.81%	541,250	625,000	690,000	425,000	
<b>Average List Price</b>		223,915		268,800	206,919	298,000	0
<b>Total Closed Units</b>		27	100%	223,915	3	21	3
<b>Total Closed Volume</b>		6,045,700		806.40K	4.35M	894.00K	0.00B



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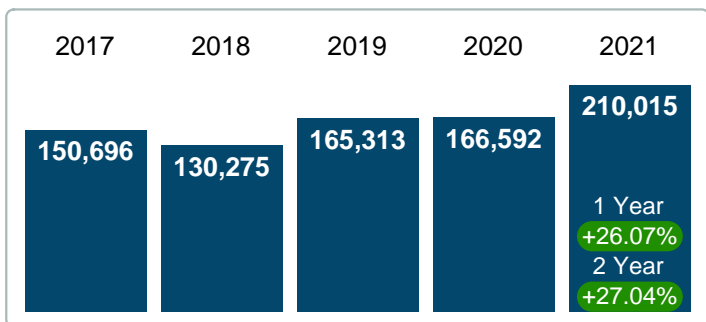
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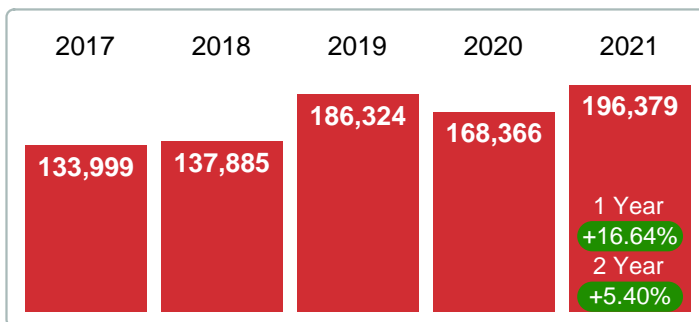
## AVERAGE SOLD PRICE AT CLOSING

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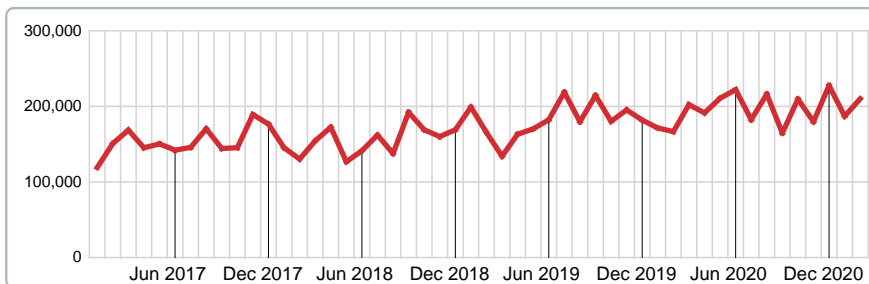
### FEBRUARY



### YEAR TO DATE (YTD)

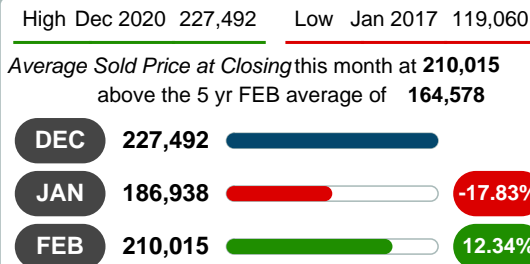


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 164,578



### 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
\$75,000 and less	3.70%	75,000	0	0	75,000	0
\$75,001 - \$100,000	11.11%	86,800	90,700	79,000	0	0
\$100,001 - \$125,000	22.22%	115,133	0	115,133	0	0
\$125,001 - \$175,000	18.52%	153,540	0	153,540	0	0
\$175,001 - \$275,000	22.22%	206,250	0	206,250	0	0
\$275,001 - \$400,000	11.11%	322,333	0	325,000	317,000	0
\$400,001 and up	11.11%	557,333	615,000	650,000	407,000	0
<b>Average Sold Price</b>		<b>210,015</b>	<b>265,467</b>	<b>194,048</b>	<b>266,333</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>210,015</b>	<b>3</b>	<b>21</b>	<b>3</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>5,670,399</b>	<b>796.40K</b>	<b>4.07M</b>	<b>799.00K</b>	<b>0.00B</b>

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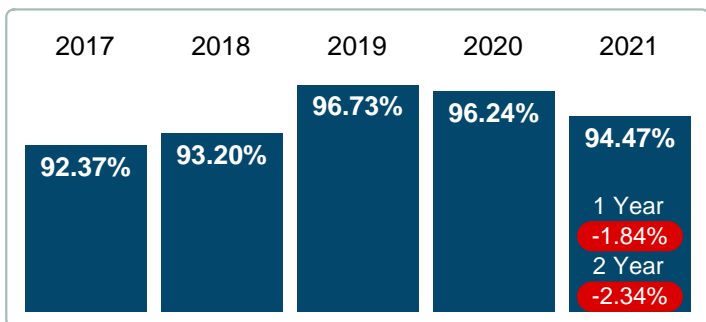
Area Delimited by County Of Bryan - Residential Property Type



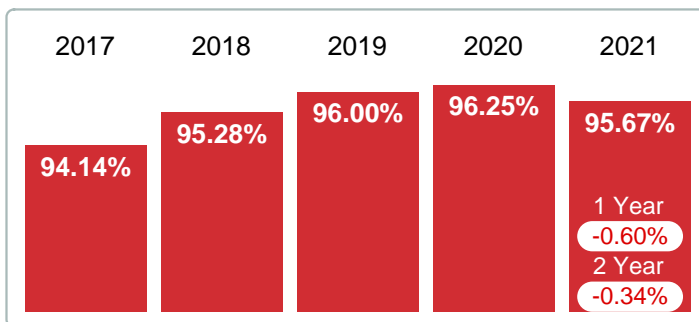
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

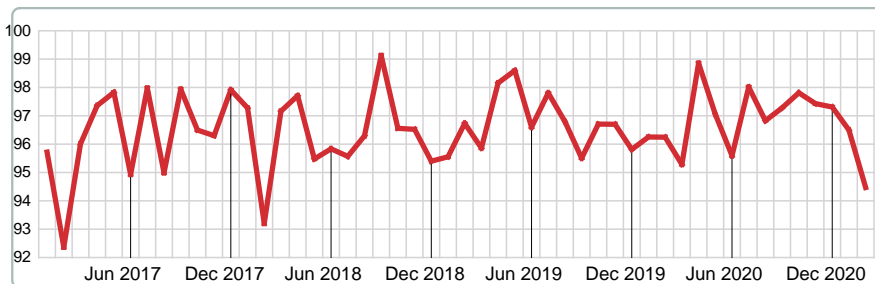
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

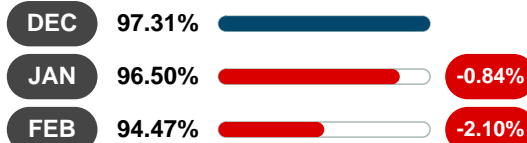


### 3 MONTHS

5 year FEB AVG = 94.60%

High Sep 2018 99.13% Low Feb 2017 92.37%

Average Sold/List Ratio this month at **94.47%**  
below the 5 yr FEB average of **94.60%**



### 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
\$75,000 and less	1	3.70%	50.00%	0.00%	0.00%	50.00%	0.00%
\$75,001 - \$100,000	3	11.11%	100.01%	100.02%	100.00%	0.00%	0.00%
\$100,001 - \$125,000	6	22.22%	94.16%	0.00%	94.16%	0.00%	0.00%
\$125,001 - \$175,000	5	18.52%	96.30%	0.00%	96.30%	0.00%	0.00%
\$175,001 - \$275,000	6	22.22%	99.77%	0.00%	99.77%	0.00%	0.00%
\$275,001 - \$400,000	3	11.11%	89.07%	0.00%	83.92%	99.37%	0.00%
\$400,001 and up	3	11.11%	96.12%	98.40%	94.20%	95.76%	0.00%
Average Sold/List Ratio		94.50%		99.48%	95.58%	81.71%	0.00%
Total Closed Units		27	100%	3	21	3	
Total Closed Volume		5,670,399		796.40K	4.07M	799.00K	0.00B

# February 2021



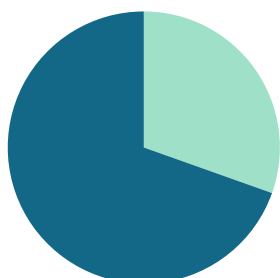
Area Delimited by County Of Bryan - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

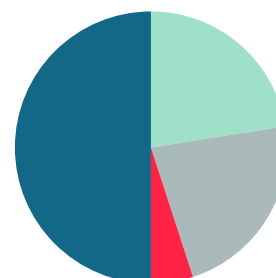


**Inventory**  
 New Listings  
**28 = 30.43%**  
 Start Inventory  
**64**  
 Total Inventory Units  
**92**  
 Volume  
**\$33,854,450**

### Market Activity

Closed Sales  
**27 = 22.50%**  
 Pending Sales  
**27 = 22.50%**  
 Other Off Market  
**6 = 5.00%**  
 Active Inventory  
**60 = 50.00%**

### MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	39	27	-30.77%	62	66	6.45%
Pending Sales	44	27	-38.64%	86	75	-12.79%
New Listings	44	28	-36.36%	125	73	-41.60%
Average List Price	173,000	223,915	29.43%	174,689	205,873	17.85%
Average Sale Price	166,592	210,015	26.07%	168,366	196,379	16.64%
Average Percent of Selling Price to List Price	96.24%	94.47%	-1.84%	96.25%	95.67%	-0.60%
Average Days on Market to Sale	47.85	21.30	-55.49%	45.97	37.70	-17.99%
Monthly Inventory	139	60	-56.83%	139	60	-56.83%
Months Supply of Inventory	3.54	1.43	-59.58%	3.54	1.43	-59.58%

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

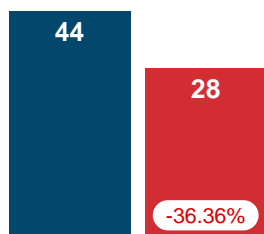
**Inventory** on February 28, 2021 = **60**

**2020** **2021**

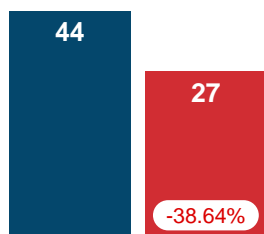
### FEBRUARY MARKET

### AVERAGE PRICES

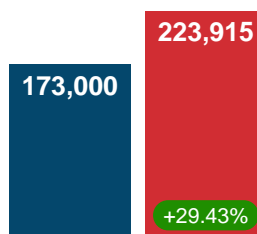
#### New Listings



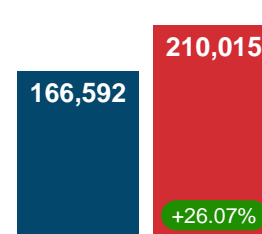
#### Pending Listings



#### List Price



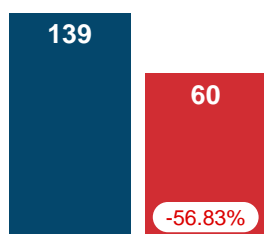
#### Sale Price



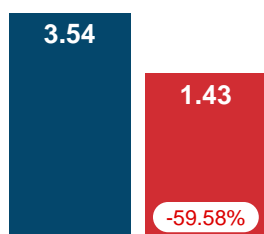
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

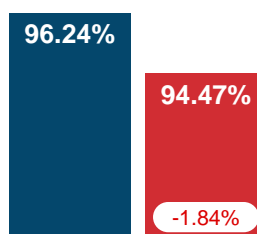
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

