

January 2021



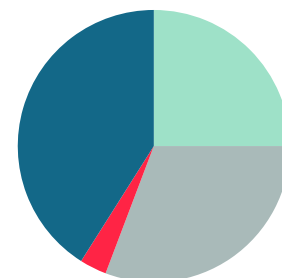
Area Delimited by County Of Bryan - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	January 2021	+/-%
Closed Listings	23	39	69.57%
Pending Listings	42	48	14.29%
New Listings	81	45	-44.44%
Average List Price	177,552	193,382	8.92%
Average Sale Price	171,374	186,938	9.08%
Average Percent of Selling Price to List Price	96.25%	96.50%	0.25%
Average Days on Market to Sale	42.78	49.05	14.65%
End of Month Inventory	146	64	-56.16%
Months Supply of Inventory	3.88	1.49	-61.53%



■ Closed (25.00%)
■ Pending (30.77%)
■ Other OffMarket (3.21%)
■ Active (41.03%)

Absorption: Last 12 months, an Average of **43** Sales/Month
Active Inventory as of January 31, 2021 = **64**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2021 decreased **56.16%** to 64 existing homes available for sale. Over the last 12 months this area has had an average of 43 closed sales per month. This represents an unsold inventory index of **1.49** 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 **9.08%** in January 2021 to \$186,938 versus the previous year at \$171,374.

Average Days on Market Lengthens

The average number of **49.05** days that homes spent on the market before selling increased by 6.27 days or **14.65%** in January 2021 compared to last year's same month at **42.78** DOM.

Sales Success for January 2021 is Positive

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

There were 45 New Listings in January 2021, down **44.44%** from last year at 81. Furthermore, there were 39 Closed Listings this month versus last year at 23, a **69.57%** increase.

Closed versus Listed trends yielded a **86.7%** ratio, up from previous year's, January 2020, at **28.4%**, a **205.22%** 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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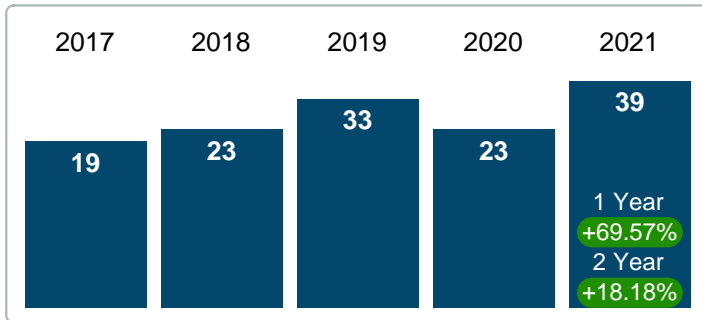
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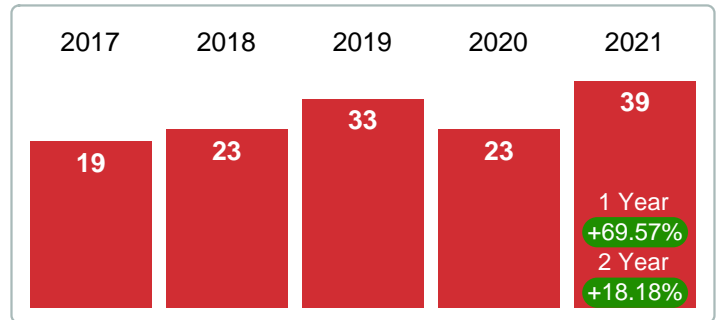
CLOSED LISTINGS

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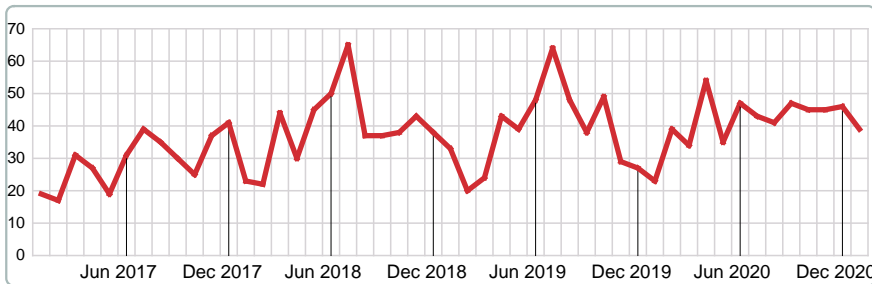
JANUARY



YEAR TO DATE (YTD)

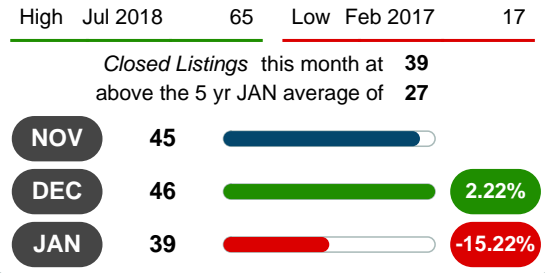


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 27



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	2	5.13%	44.5	1	0	1	0
\$50,001 - \$75,000	4	10.26%	56.8	2	2	0	0
\$75,001 - \$125,000	5	12.82%	49.4	1	3	1	0
\$125,001 - \$175,000	12	30.77%	22.9	0	10	2	0
\$175,001 - \$200,000	4	10.26%	1.0	0	3	1	0
\$200,001 - \$275,000	7	17.95%	63.0	0	5	2	0
\$275,001 and up	5	12.82%	126.0	0	1	3	1
Total Closed Units	39			4	24	10	1
Total Closed Volume	7,290,600	100%	49.1	220.90K	3.90M	2.46M	710.00K
Average Closed Price	\$186,938			\$55,225	\$162,633	\$245,650	\$710,000

January 2021



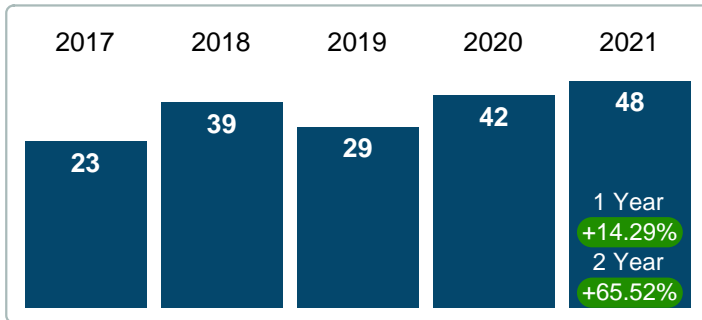
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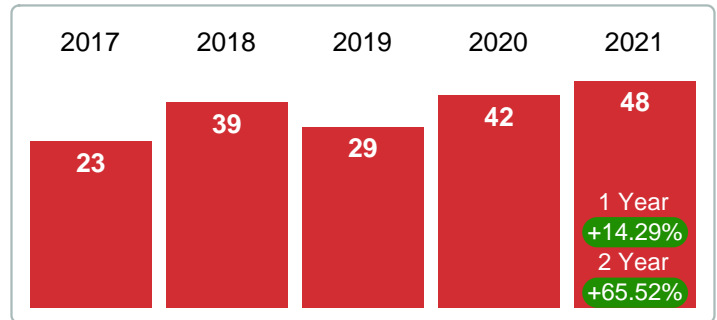
PENDING LISTINGS

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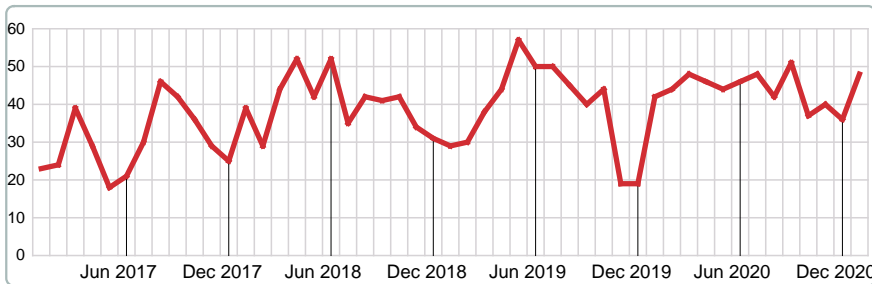
JANUARY



YEAR TO DATE (YTD)

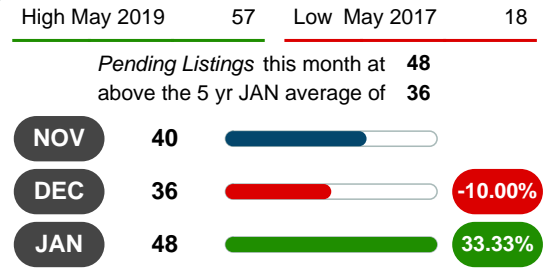


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 36



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	2.08%	9.0	0	1	0	0
\$75,001 - \$125,000	7	14.58%	24.3	4	3	0	0
\$125,001 - \$150,000	3	6.25%	77.3	0	2	1	0
\$150,001 - \$225,000	19	39.58%	52.1	0	16	3	0
\$225,001 - \$325,000	7	14.58%	24.6	0	4	3	0
\$325,001 - \$450,000	8	16.67%	49.6	0	5	3	0
\$450,001 and up	3	6.25%	36.7	1	1	0	1
Total Pending Units	48			5	32	10	1
Total Pending Volume	12,052,700	100%	43.3	976.40K	7.28M	2.55M	1.25M
Average Listing Price	\$251,098			\$195,280	\$227,397	\$254,960	\$1,250,000

January 2021



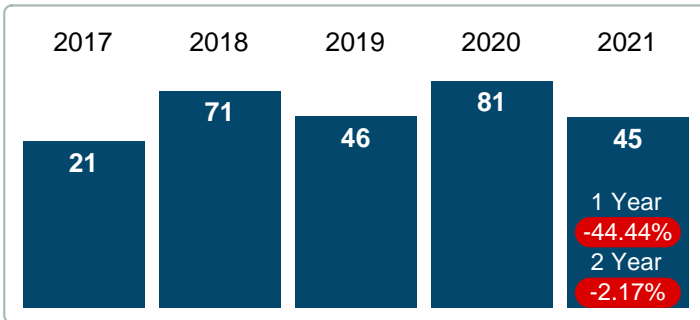
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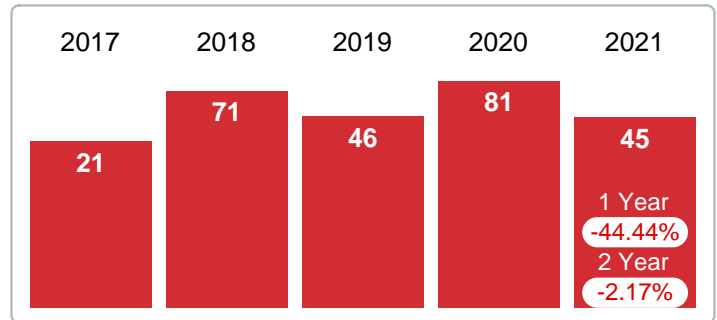
NEW LISTINGS

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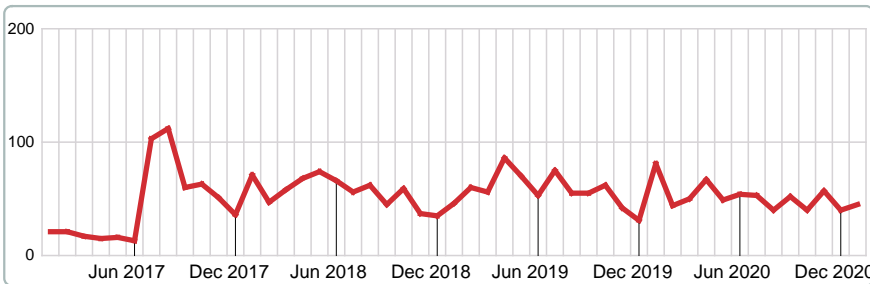
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YEAR TO DATE (YTD)

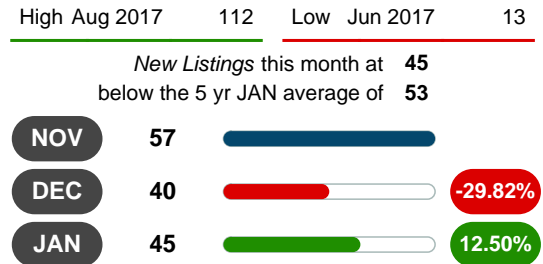


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 53



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	6.67%	2	1	0	0
\$75,001 - \$150,000	7	15.56%	3	4	0	0
\$150,001 - \$175,000	7	15.56%	1	5	1	0
\$175,001 - \$250,000	12	26.67%	0	8	4	0
\$250,001 - \$325,000	5	11.11%	0	3	1	1
\$325,001 - \$450,000	8	17.78%	0	3	5	0
\$450,001 and up	3	6.67%	1	1	1	0
Total New Listed Units	45		7	25	12	1
Total New Listed Volume	11,224,500	100%	1.20M	5.72M	4.01M	299.90K
Average New Listed Listing Price	\$246,397		\$170,743	\$228,644	\$334,442	\$299,900

January 2021



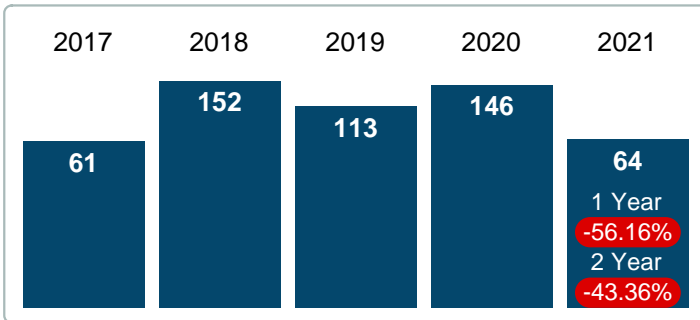
Area Delimited by County Of Bryan - Residential Property Type



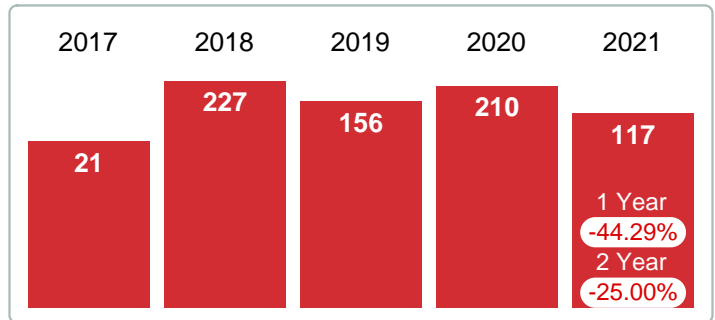
ACTIVE INVENTORY

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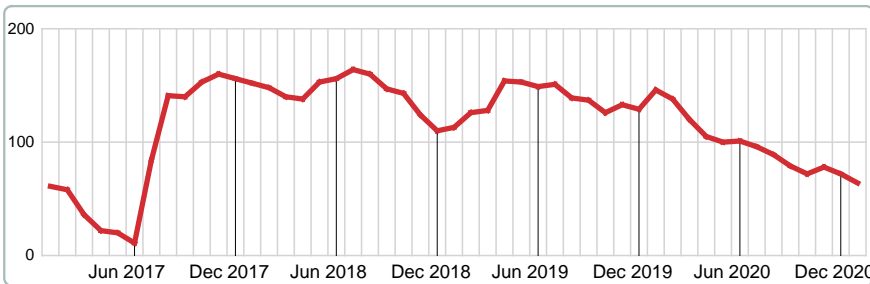
END OF JANUARY



ACTIVE DURING JANUARY

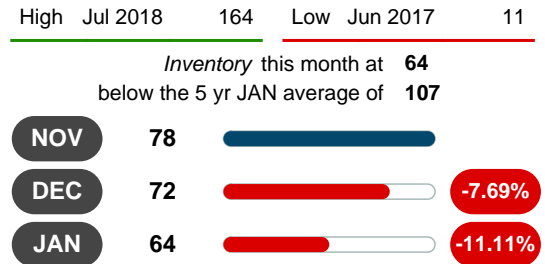


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 107



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	9.38%	59.8	4	2	0	0
\$100,001 - \$150,000	9	14.06%	75.4	3	3	2	1
\$150,001 - \$200,000	5	7.81%	96.6	1	1	3	0
\$200,001 - \$275,000	17	26.56%	64.9	1	12	4	0
\$275,001 - \$450,000	13	20.31%	56.7	1	2	9	1
\$450,001 - \$675,000	8	12.50%	126.5	0	3	1	4
\$675,001 and up	6	9.38%	95.0	0	2	3	1
Total Active Inventory by Units	64			10	25	22	7
Total Active Inventory by Volume	25,492,800	100%	77.2	1.41M	7.75M	11.16M	5.17M
Average Active Inventory Listing Price	\$398,325			\$140,980	\$310,068	\$507,382	\$738,414

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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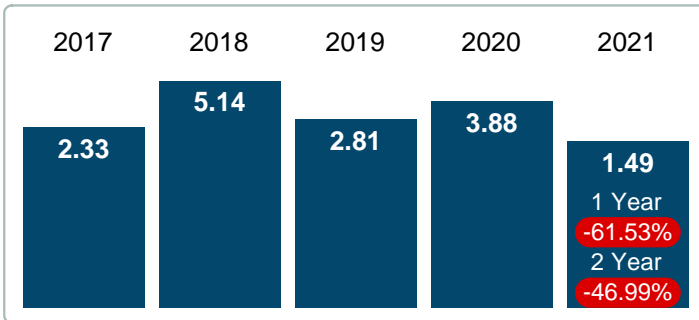
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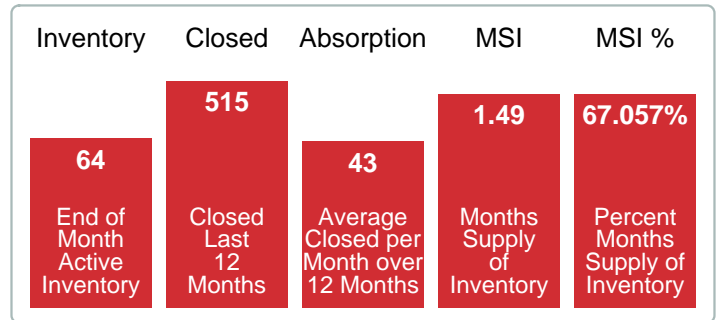
MONTHS SUPPLY of INVENTORY (MSI)

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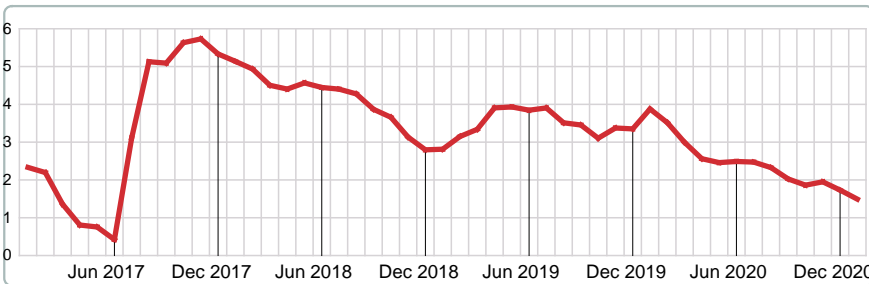
MSI FOR JANUARY



INDICATORS FOR JANUARY 2021

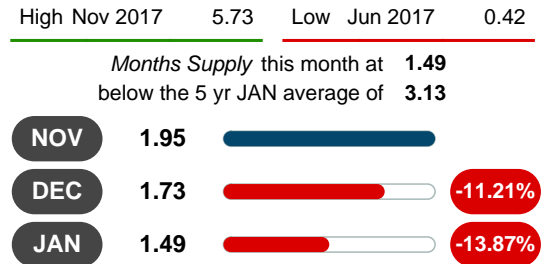


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 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	9.38%	0.82	1.66	0.49	0.00	0.00
\$100,001 - \$150,000	9	14.06%	1.01	2.00	0.47	2.00	0.00
\$150,001 - \$200,000	5	7.81%	0.41	12.00	0.10	1.89	0.00
\$200,001 - \$275,000	17	26.56%	2.27	6.00	2.62	1.60	0.00
\$275,001 - \$450,000	13	20.31%	2.48	6.00	0.96	4.32	1.09
\$450,001 - \$675,000	8	12.50%	6.40	0.00	7.20	1.50	24.00
\$675,001 and up	6	9.38%	14.40	0.00	12.00	18.00	12.00
Market Supply of Inventory (MSI)			1.49	2.31	0.89	2.51	4.20
Total Active Inventory by Units		100%	1.49	10	25	22	7

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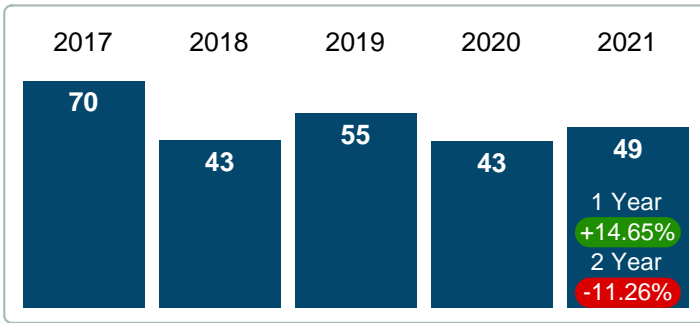
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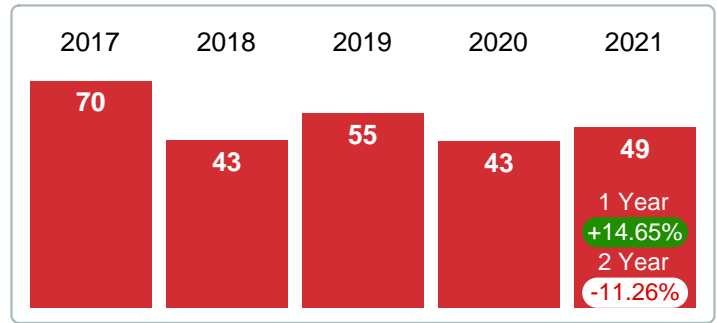
AVERAGE DAYS ON MARKET TO SALE

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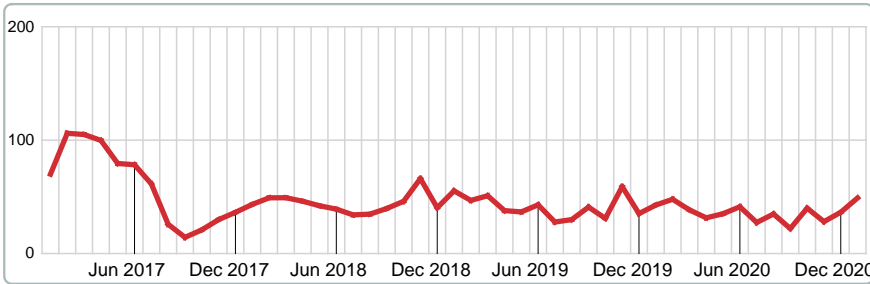
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

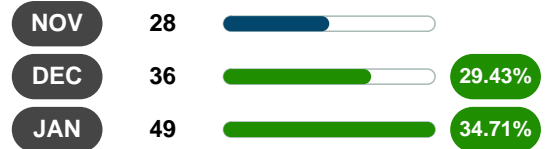


3 MONTHS

5 year JAN AVG = 52

High Feb 2017 106 Low Sep 2017 14

Average Days on Market to Sale this month at 49 below the 5 yr JAN average of 52



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
\$50,000 and less	5.13%	45	86	0	3	0
\$50,001 - \$75,000	10.26%	57	105	9	0	0
\$75,001 - \$125,000	12.82%	49	7	34	137	0
\$125,001 - \$175,000	30.77%	23	0	24	18	0
\$175,001 - \$200,000	10.26%	1	0	1	1	0
\$200,001 - \$275,000	17.95%	63	0	21	169	0
\$275,001 and up	12.82%	126	0	262	100	67
Average Closed DOM		49	76	30	82	67
Total Closed Units	100%	49	4	24	10	1
Total Closed Volume		7,290,600	220.90K	3.90M	2.46M	710.00K

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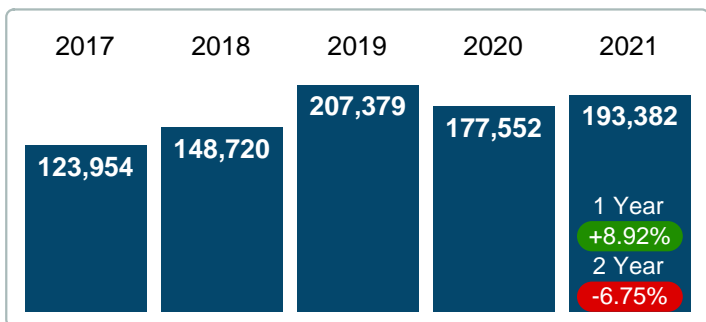
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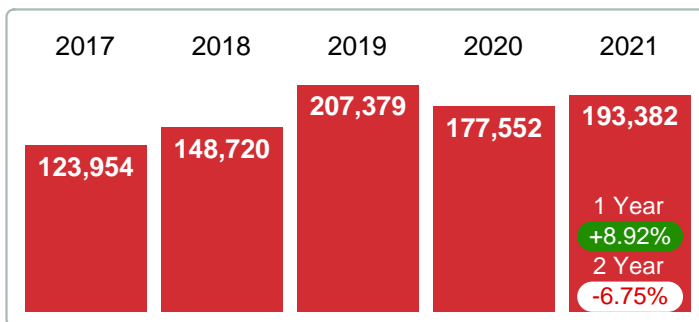
AVERAGE LIST PRICE AT CLOSING

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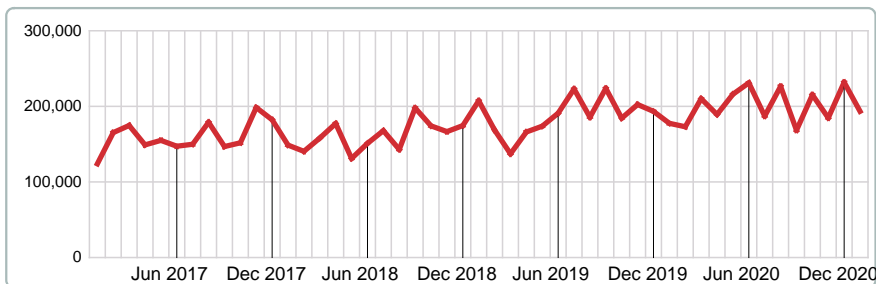
JANUARY



YEAR TO DATE (YTD)

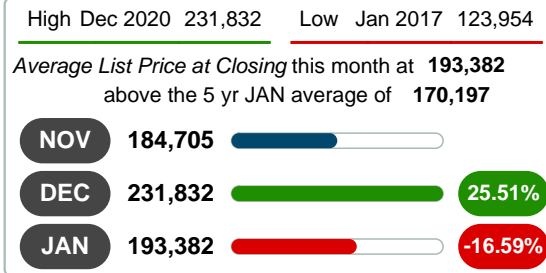


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 170,197



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
\$50,000 and less	5.13%	34,000	25,000	0	43,000	0
\$50,001 - \$75,000	10.26%	62,450	65,950	58,950	0	0
\$75,001 - \$125,000	12.82%	102,180	85,000	105,967	108,000	0
\$125,001 - \$175,000	30.77%	160,275	0	157,630	173,500	0
\$175,001 - \$200,000	10.26%	190,500	0	191,667	187,000	0
\$200,001 - \$275,000	17.95%	222,057	0	215,880	237,500	0
\$275,001 and up	12.82%	494,700	0	324,000	450,500	798,000
Average List Price		193,382	60,475	166,271	251,150	798,000
Total Closed Units	100%	193,382	4	24	10	1
Total Closed Volume		7,541,900	241.90K	3.99M	2.51M	798.00K

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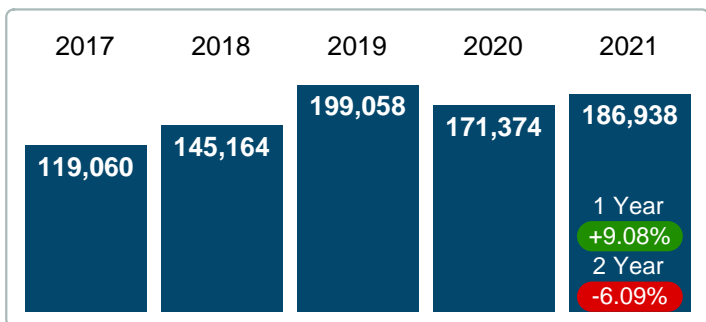
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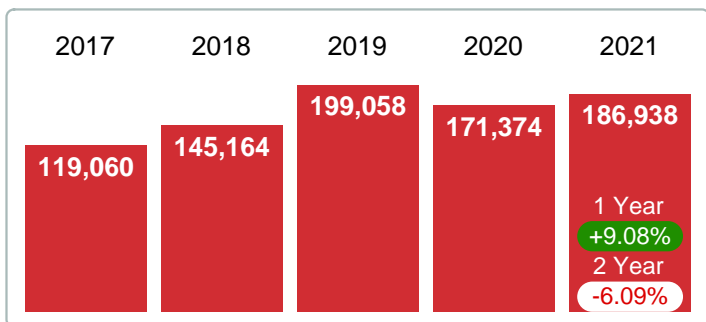
AVERAGE SOLD PRICE AT CLOSING

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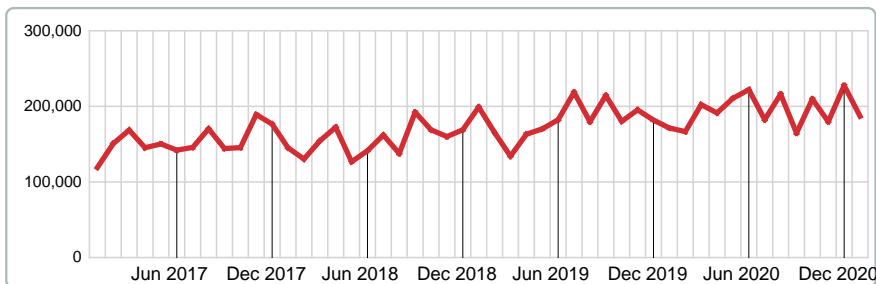
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

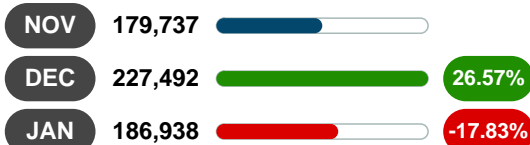


3 MONTHS

5 year JAN AVG = 164,319

High Dec 2020 227,492 Low Jan 2017 119,060

Average Sold Price at Closing this month at **186,938**
above the 5 yr JAN average of **164,319**



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
\$50,000 and less	5.13%	29,250	15,000	0	43,500	0
\$50,001 - \$75,000	10.26%	57,325	60,450	54,200	0	0
\$75,001 - \$125,000	12.82%	99,500	85,000	104,500	99,000	0
\$125,001 - \$175,000	30.77%	157,700	0	154,540	173,500	0
\$175,001 - \$200,000	10.26%	190,500	0	191,667	187,000	0
\$200,001 - \$275,000	17.95%	220,843	0	214,180	237,500	0
\$275,001 and up	12.82%	461,000	0	290,000	435,000	710,000
Average Sold Price		186,938	55,225	162,633	245,650	710,000
Total Closed Units	100%	186,938	4	24	10	1
Total Closed Volume		7,290,600	220.90K	3.90M	2.46M	710.00K

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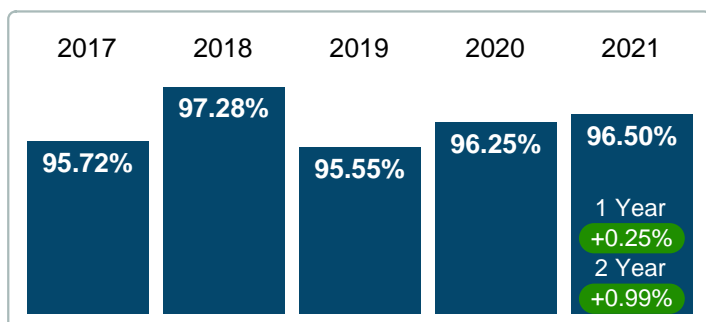
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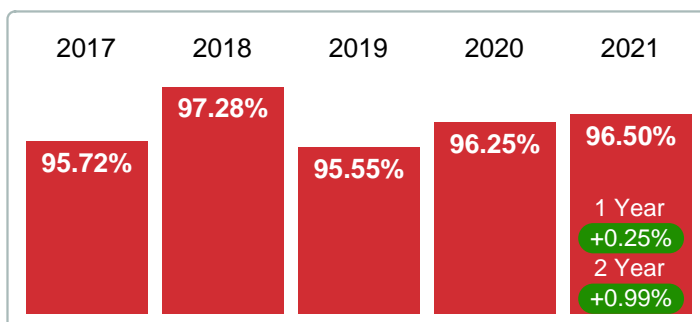
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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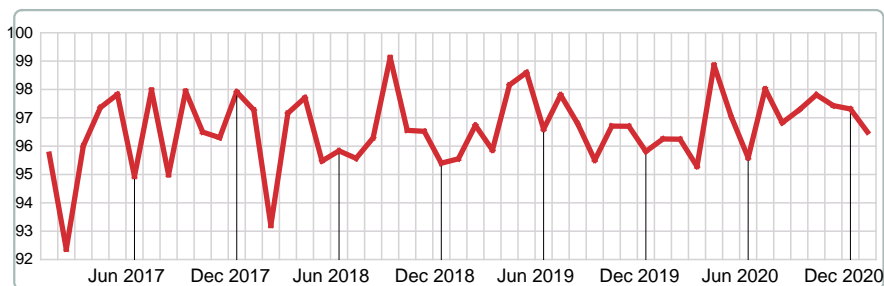
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

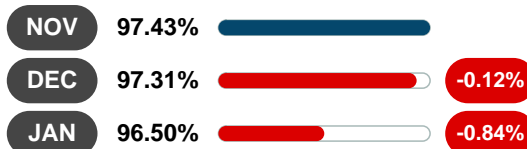


3 MONTHS

5 year JAN AVG = 96.26%

High Sep 2018 99.13% Low Feb 2017 92.37%

Average Sold/List Ratio this month at **96.50%**
equal to 5 yr JAN average of **96.26%**



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
\$50,000 and less	2	5.13%	80.58%	60.00%	0.00%	101.16%	0.00%
\$50,001 - \$75,000	4	10.26%	92.39%	92.08%	92.69%	0.00%	0.00%
\$75,001 - \$125,000	5	12.82%	97.53%	100.00%	98.66%	91.67%	0.00%
\$125,001 - \$175,000	12	30.77%	98.37%	0.00%	98.05%	100.00%	0.00%
\$175,001 - \$200,000	4	10.26%	100.00%	0.00%	100.00%	100.00%	0.00%
\$200,001 - \$275,000	7	17.95%	99.42%	0.00%	99.19%	100.00%	0.00%
\$275,001 and up	5	12.82%	93.72%	0.00%	89.51%	96.71%	88.97%
Average Sold/List Ratio		96.50%		86.04%	97.80%	98.30%	88.97%
Total Closed Units		39	100%	4	24	10	1
Total Closed Volume		7,290,600		220.90K	3.90M	2.46M	710.00K

January 2021



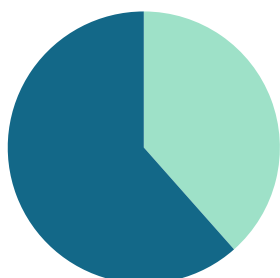
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

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

INVENTORY

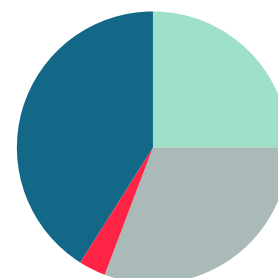


Inventory
 New Listings
45 = 38.46%
 Start Inventory
72
 Total Inventory Units
117
 Volume
\$39,025,300

Market Activity

Closed Sales
39 = 25.00%
 Pending Sales
48 = 30.77%
 Other Off Market
5 = 3.21%
 Active Inventory
64 = 41.03%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	23	39	69.57%	23	39	69.57%
Pending Sales	42	48	14.29%	42	48	14.29%
New Listings	81	45	-44.44%	81	45	-44.44%
Average List Price	177,552	193,382	8.92%	177,552	193,382	8.92%
Average Sale Price	171,374	186,938	9.08%	171,374	186,938	9.08%
Average Percent of Selling Price to List Price	96.25%	96.50%	0.25%	96.25%	96.50%	0.25%
Average Days on Market to Sale	42.78	49.05	14.65%	42.78	49.05	14.65%
Monthly Inventory	146	64	-56.16%	146	64	-56.16%
Months Supply of Inventory	3.88	1.49	-61.53%	3.88	1.49	-61.53%

Absorption: Last 12 months, an Average of **43** Sales/Month

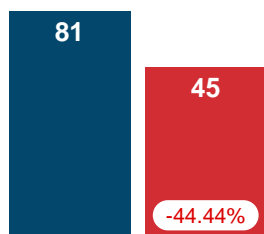
Inventory on January 31, 2021 = **64**

2020 **2021**

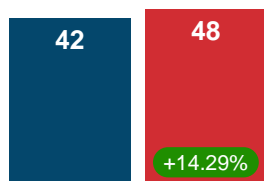
JANUARY MARKET

AVERAGE PRICES

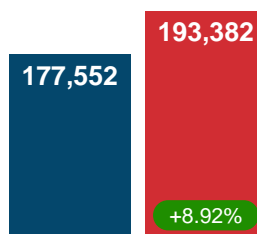
New Listings



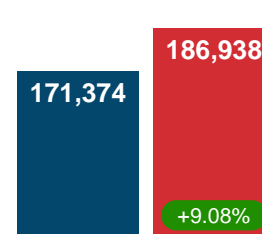
Pending Listings



List Price



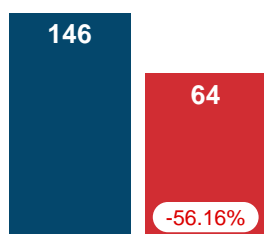
Sale Price



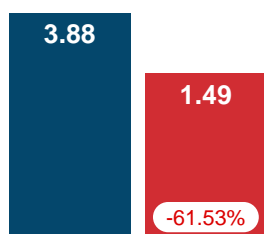
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

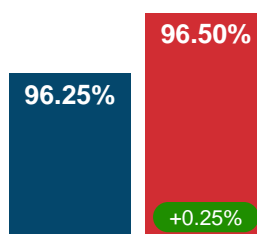
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

