

January 2021



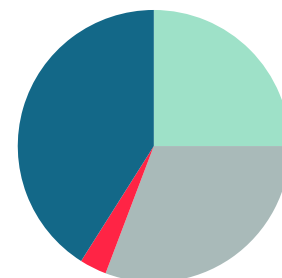
Area Delimited by County Of Bryan - Residential Property Type



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%
Median List Price	169,300	165,400	-2.30%
Median Sale Price	165,000	165,400	0.24%
Median Percent of Selling Price to List Price	98.18%	100.00%	1.85%
Median Days on Market to Sale	20.00	8.00	-60.00%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **0.24%** in January 2021 to \$165,400 versus the previous year at \$165,000.

Median Days on Market Shortens

The median number of **8.00** days that homes spent on the market before selling decreased by 12.00 days or **60.00%** in January 2021 compared to last year's same month at **20.00** DOM.

Sales Success for January 2021 is Positive

Overall, with Median Prices going up and Days on Market decreasing, 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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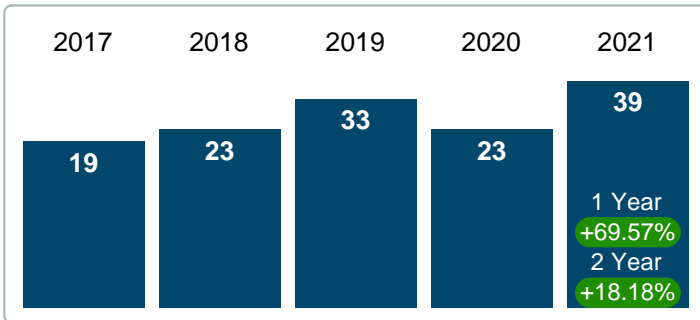
Area Delimited by County Of Bryan - Residential Property Type



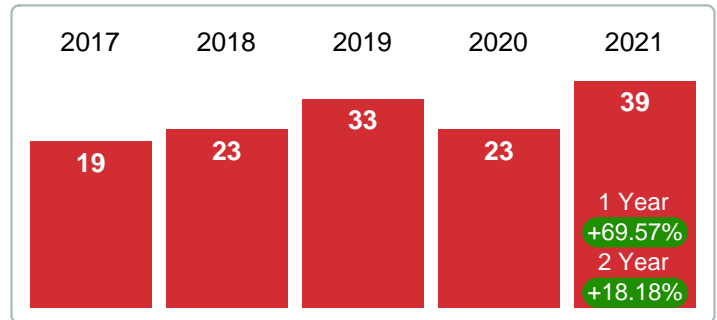
CLOSED LISTINGS

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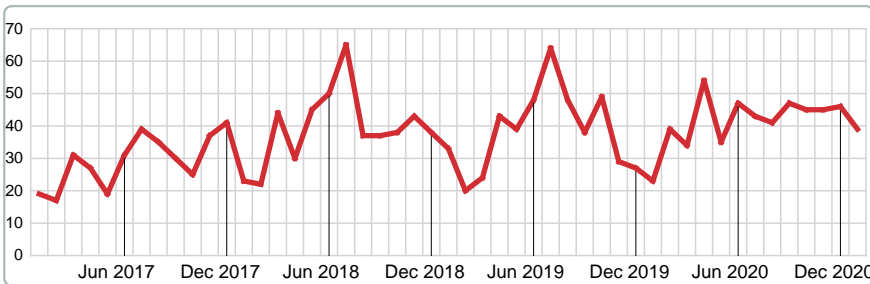
JANUARY



YEAR TO DATE (YTD)

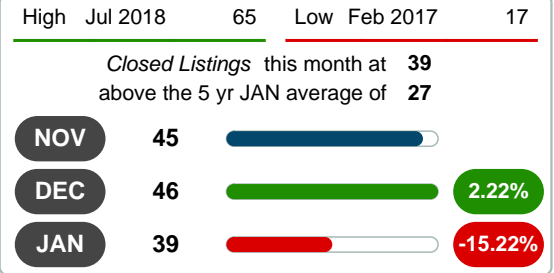


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 27



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	41.0	2	2	0	0
\$75,001 - \$125,000	5	12.82%	37.0	1	3	1	0
\$125,001 - \$175,000	12	30.77%	3.0	0	10	2	0
\$175,001 - \$200,000	4	10.26%	1.0	0	3	1	0
\$200,001 - \$275,000	7	17.95%	7.0	0	5	2	0
\$275,001 and up	5	12.82%	96.0	0	1	3	1
Total Closed Units	39			4	24	10	1
Total Closed Volume	7,290,600	100%	8.0	220.90K	3.90M	2.46M	710.00K
Median Closed Price	\$165,400			\$60,450	\$163,500	\$206,000	\$710,000

January 2021



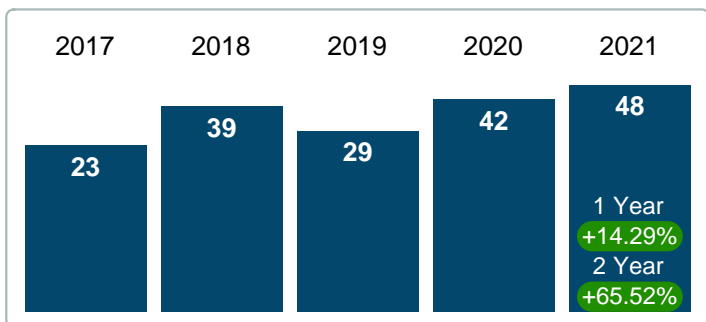
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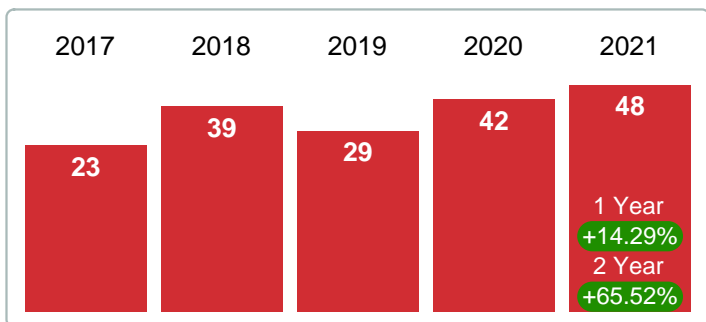
PENDING LISTINGS

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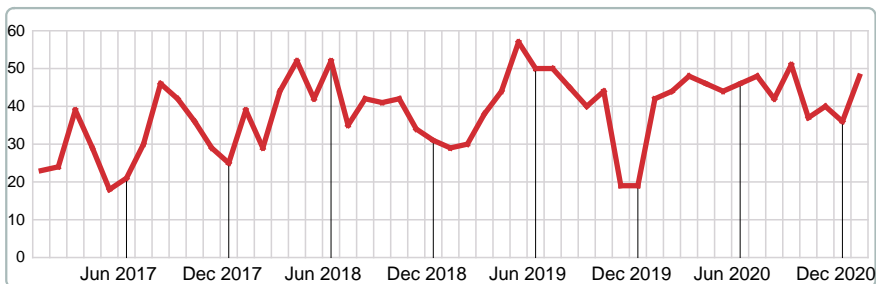
JANUARY



YEAR TO DATE (YTD)

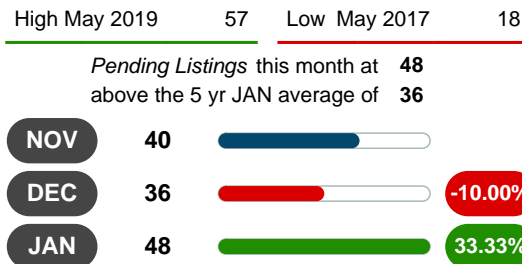


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 36



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	7.0	4	3	0	0
\$125,001 - \$150,000	3	6.25%	40.0	0	2	1	0
\$150,001 - \$225,000	19	39.58%	3.0	0	16	3	0
\$225,001 - \$325,000	7	14.58%	11.0	0	4	3	0
\$325,001 - \$450,000	8	16.67%	19.5	0	5	3	0
\$450,001 and up	3	6.25%	23.0	1	1	0	1
Total Pending Units	48			5	32	10	1
Total Pending Volume	12,052,700	100%	10.5	976.40K	7.28M	2.55M	1.25M
Median Listing Price	\$190,000			\$86,500	\$186,250	\$230,400	\$1,250,000

January 2021



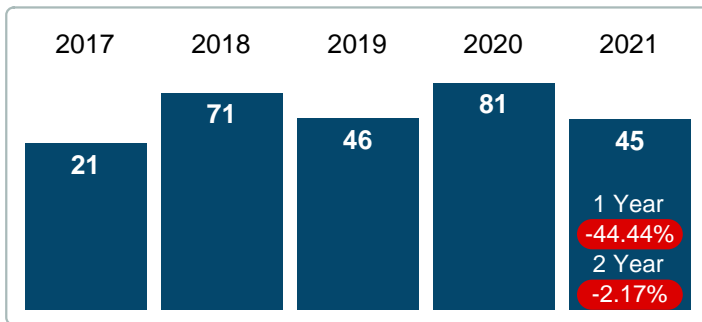
Area Delimited by County Of Bryan - Residential Property Type



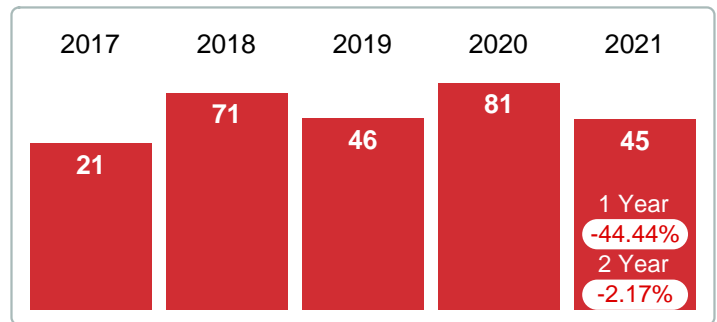
NEW LISTINGS

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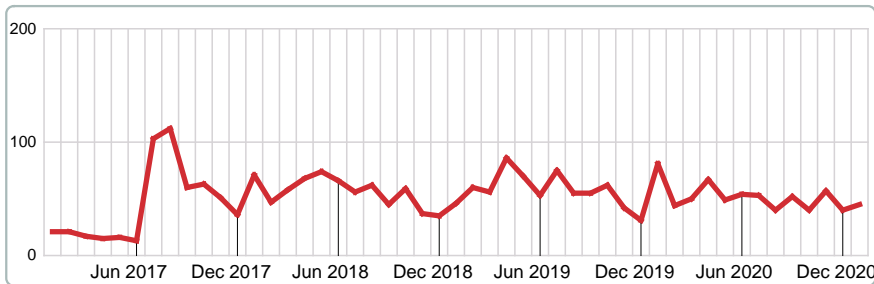
JANUARY



YEAR TO DATE (YTD)

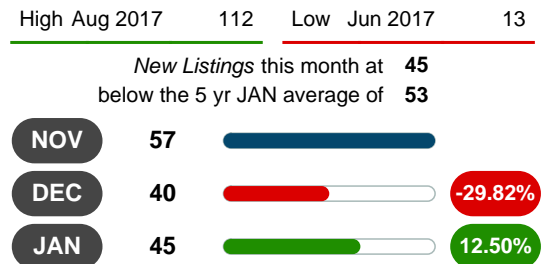


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$219,000		\$86,500	\$195,000	\$324,500	\$299,900

January 2021



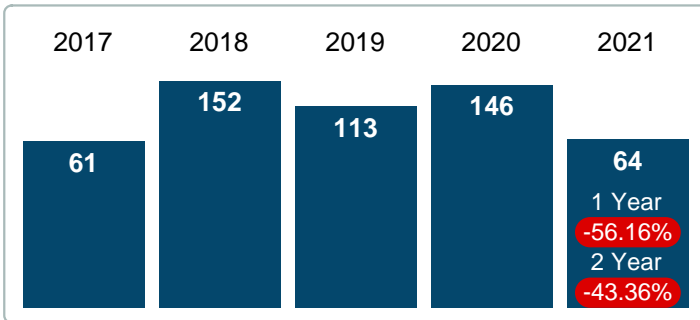
Area Delimited by County Of Bryan - Residential Property Type



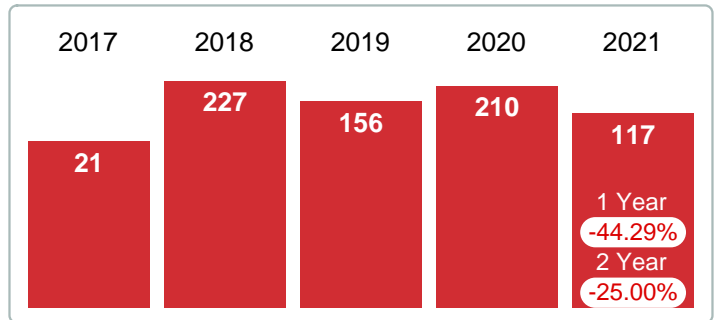
ACTIVE INVENTORY

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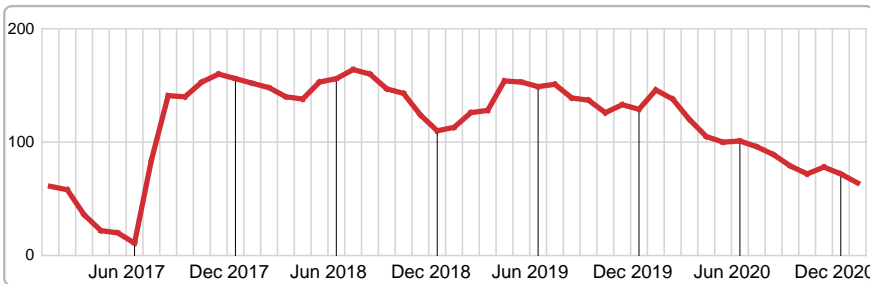
END OF JANUARY



ACTIVE DURING JANUARY

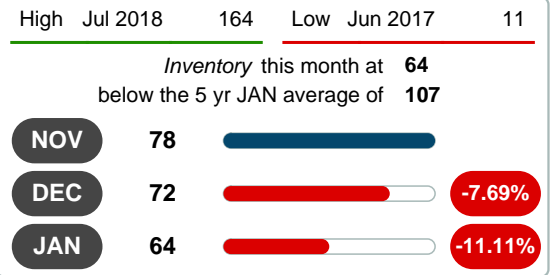


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 107



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	6	9.38%	45.5	4	2	0	0
\$100,001 - \$150,000	9	14.06%	62.0	3	3	2	1
\$150,001 - \$200,000	5	7.81%	104.0	1	1	3	0
\$200,001 - \$275,000	17	26.56%	62.0	1	12	4	0
\$275,001 - \$450,000	13	20.31%	27.0	1	2	9	1
\$450,001 - \$675,000	8	12.50%	93.5	0	3	1	4
\$675,001 and up	6	9.38%	81.5	0	2	3	1
Total Active Inventory by Units	64			10	25	22	7
Total Active Inventory by Volume	25,492,800	100%	68.5	1.41M	7.75M	11.16M	5.17M
Median Active Inventory Listing Price	\$244,700			\$118,450	\$239,500	\$319,500	\$599,000

January 2021



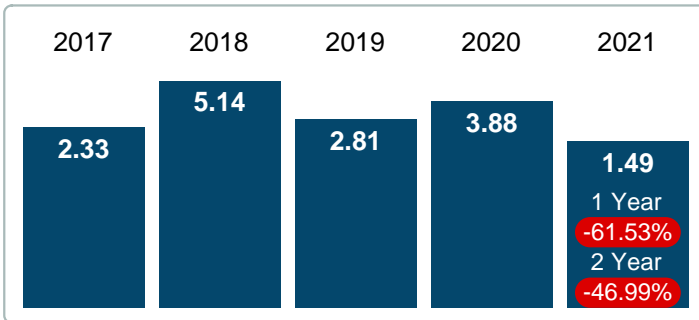
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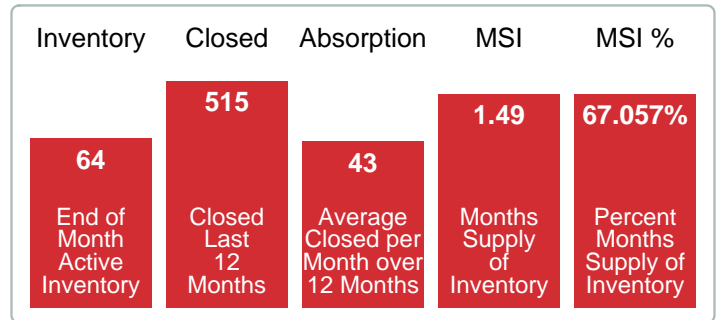
MONTHS SUPPLY of INVENTORY (MSI)

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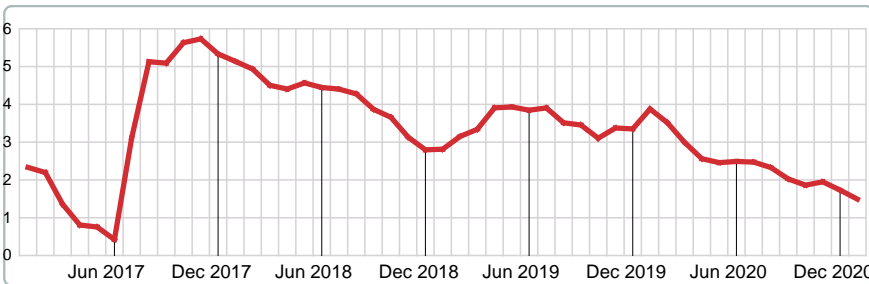
MSI FOR JANUARY



INDICATORS FOR JANUARY 2021

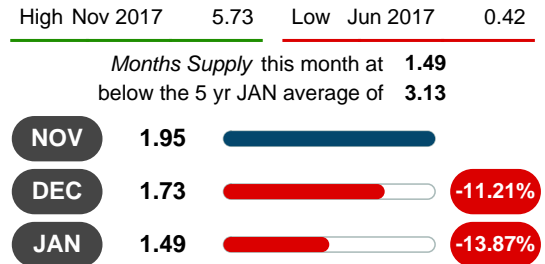


5 YEAR MARKET ACTIVITY TRENDS



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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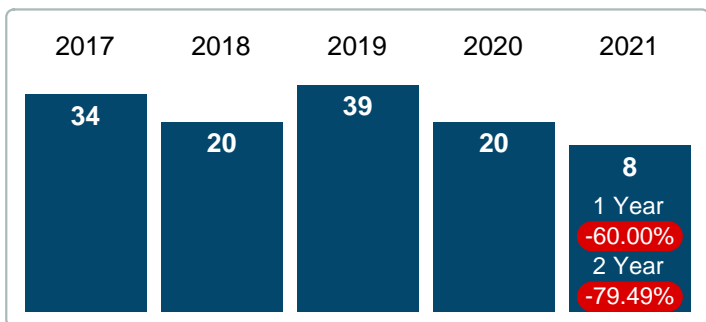
Area Delimited by County Of Bryan - Residential Property Type



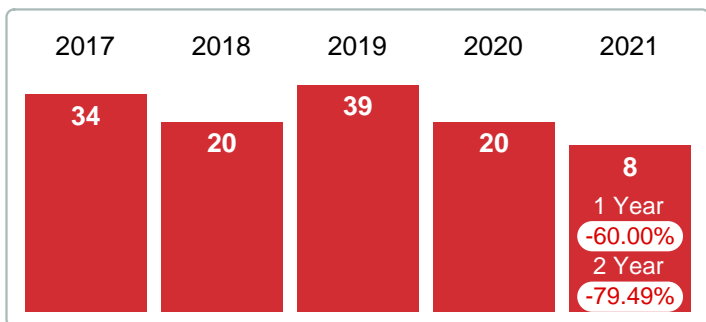
MEDIAN DAYS ON MARKET TO SALE

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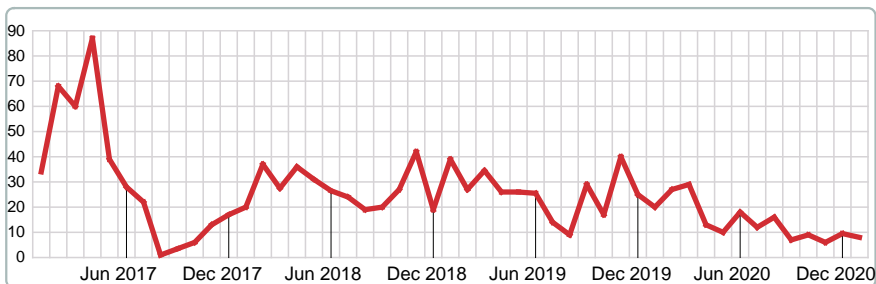
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 24

High Apr 2017 87 Low Aug 2017 1

Median Days on Market to Sale this month at 8 below the 5 yr JAN average of 24



MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range	%	MDOM	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%	41	105	9	0	0
\$75,001 - \$125,000	12.82%	37	7	37	137	0
\$125,001 - \$175,000	30.77%	3	0	3	18	0
\$175,001 - \$200,000	10.26%	1	0	1	1	0
\$200,001 - \$275,000	17.95%	7	0	7	169	0
\$275,001 and up	12.82%	96	0	262	96	67
Median Closed DOM		8	77	5	34	67
Total Closed Units	100%	39	4	24	10	1
Total Closed Volume		7,290,600	220.90K	3.90M	2.46M	710.00K

January 2021



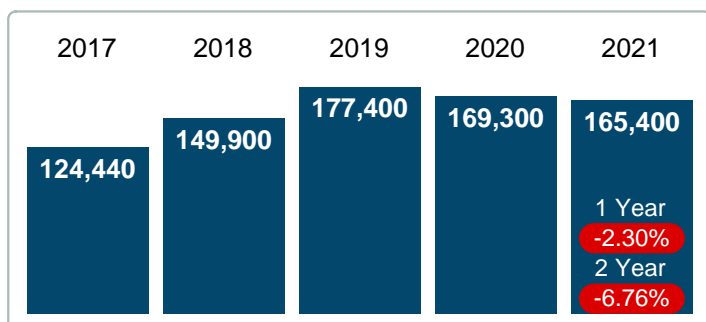
Area Delimited by County Of Bryan - Residential Property Type



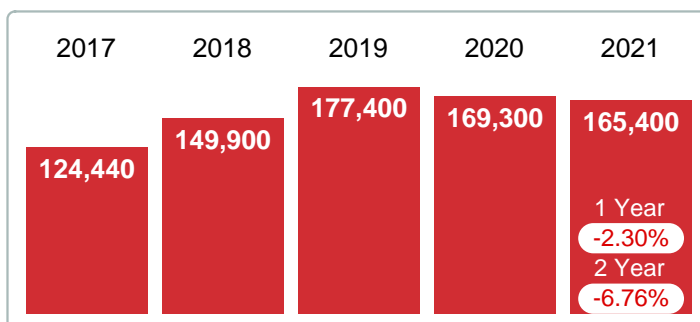
MEDIAN LIST PRICE AT CLOSING

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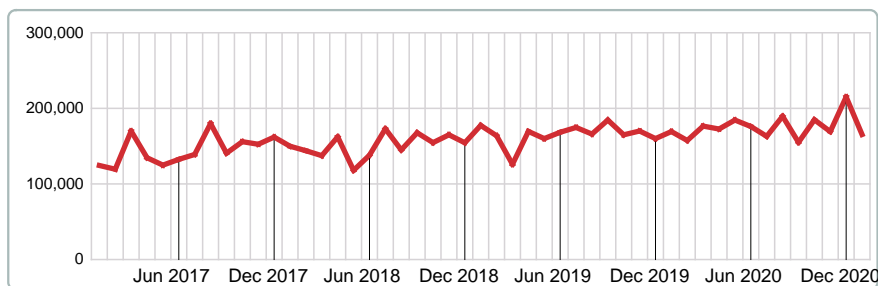
JANUARY



YEAR TO DATE (YTD)

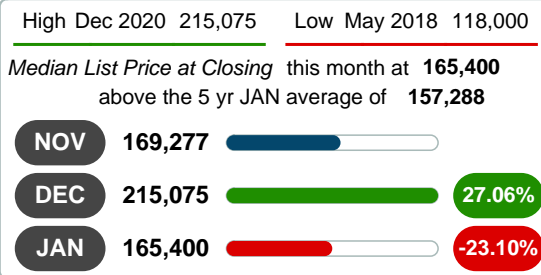


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 157,288



MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range		%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	2	5.13%	34,000	25,000	0	43,000	0
\$50,001 - \$75,000	4	10.26%	62,450	65,950	58,950	0	0
\$75,001 - \$125,000	5	12.82%	104,900	85,000	104,900	108,000	0
\$125,001 - \$175,000	12	30.77%	163,500	0	160,750	173,500	0
\$175,001 - \$200,000	4	10.26%	190,000	0	192,500	187,000	0
\$200,001 - \$275,000	7	17.95%	220,000	0	219,900	237,500	0
\$275,001 and up	5	12.82%	339,000	0	324,000	339,000	798,000
Median List Price			165,400	65,950	164,750	206,000	798,000
Total Closed Units		100%	165,400	4	24	10	1
Total Closed Volume			7,541,900	241.90K	3.99M	2.51M	798.00K

January 2021



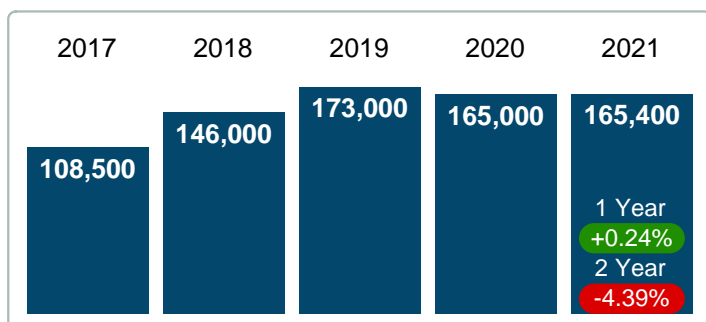
Area Delimited by County Of Bryan - Residential Property Type



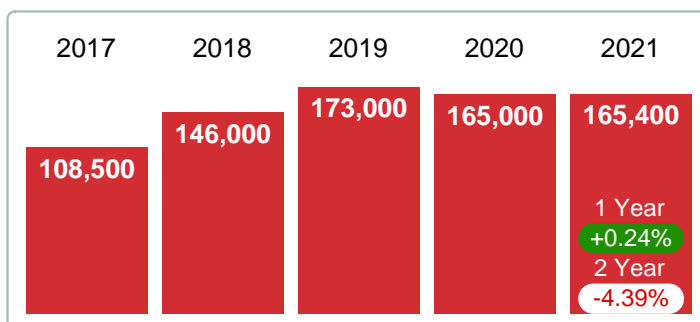
MEDIAN SOLD PRICE AT CLOSING

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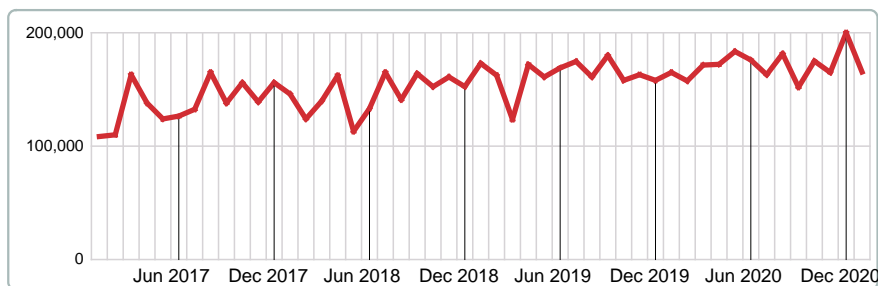
JANUARY



YEAR TO DATE (YTD)

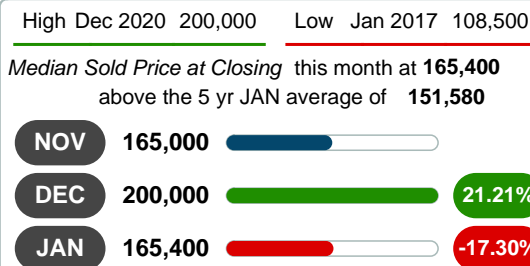


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 151,580



MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range	%	M 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%	56,700	60,450	54,200	0	0
\$75,001 - \$125,000	12.82%	99,000	85,000	102,500	99,000	0
\$125,001 - \$175,000	30.77%	160,750	0	157,000	173,500	0
\$175,001 - \$200,000	10.26%	190,000	0	192,500	187,000	0
\$200,001 - \$275,000	17.95%	219,900	0	217,500	237,500	0
\$275,001 and up	12.82%	330,000	0	290,000	330,000	710,000
Median Sold Price		165,400	60,450	163,500	206,000	710,000
Total Closed Units	100%	165,400	4	24	10	1
Total Closed Volume		7,290,600	220.90K	3.90M	2.46M	710.00K

January 2021



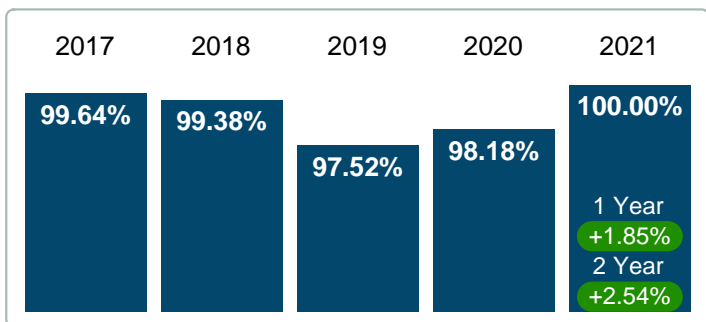
Area Delimited by County Of Bryan - Residential Property Type



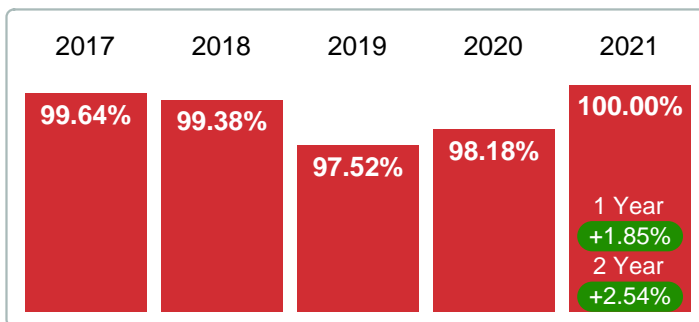
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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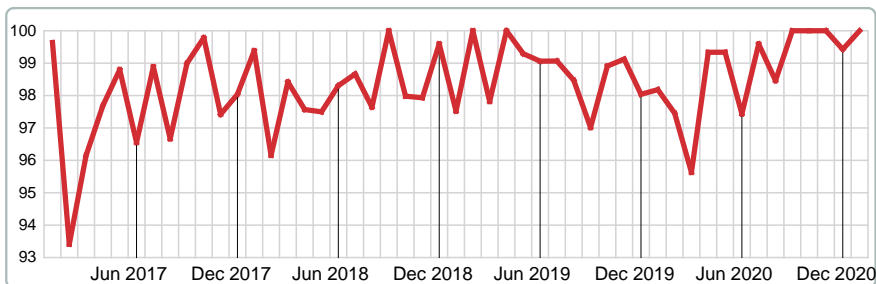
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

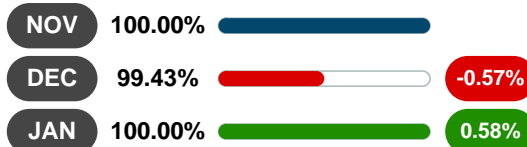


3 MONTHS

5 year JAN AVG = 98.94%

High Jan 2021 100.00% Low Feb 2017 93.41%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr JAN average of **98.94%**



MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M 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%	92.08%	92.08%	92.69%	0.00%	0.00%
\$75,001 - \$125,000	5	12.82%	98.26%	100.00%	98.26%	91.67%	0.00%
\$125,001 - \$175,000	12	30.77%	100.00%	0.00%	100.00%	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%	100.00%	0.00%	98.86%	100.00%	0.00%
\$275,001 and up	5	12.82%	96.17%	0.00%	89.51%	96.61%	88.97%
Median Sold/List Ratio		100.00%		92.08%	100.00%	100.00%	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

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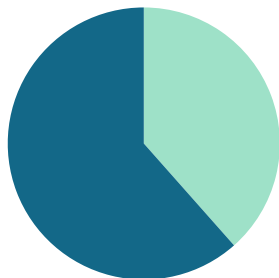
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

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

INVENTORY

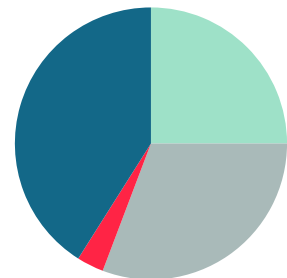


Inventory
 New Listings
45 = 38.46%
 Start Inventory
72
 Total Inventory Units
117
 Volume
\$39,025,300

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%
Median List Price	169,300	165,400	-2.30%	169,300	165,400	-2.30%
Median Sale Price	165,000	165,400	0.24%	165,000	165,400	0.24%
Median Percent of Selling Price to List Price	98.18%	100.00%	1.85%	98.18%	100.00%	1.85%
Median Days on Market to Sale	20.00	8.00	-60.00%	20.00	8.00	-60.00%
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

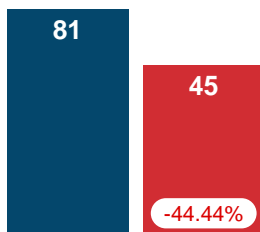
Inventory on January 31, 2021 = **64**

2020 **2021**

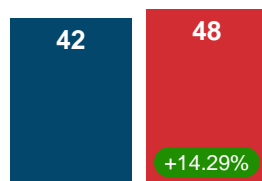
JANUARY MARKET

MEDIAN PRICES

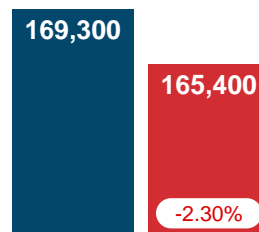
New Listings



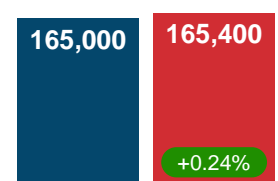
Pending Listings



List Price



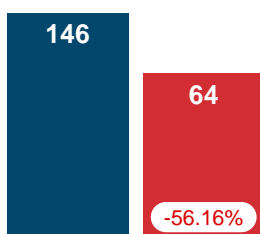
Sale Price



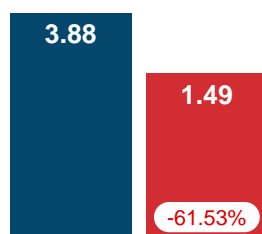
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

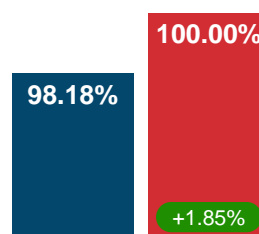
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

