

# July 2021



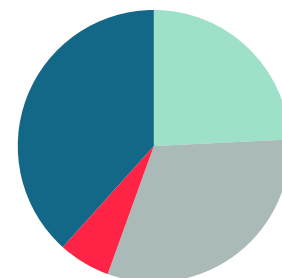
Area Delimited by County Of Bryan - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	July 2021	+/-%
Closed Listings	43	55	27.91%
Pending Listings	48	71	47.92%
New Listings	53	78	47.17%
Average List Price	187,144	248,494	32.78%
Average Sale Price	182,349	243,331	33.44%
Average Percent of Selling Price to List Price	98.02%	97.76%	-0.26%
Average Days on Market to Sale	27.37	8.25	-69.84%
End of Month Inventory	96	87	-9.38%
Months Supply of Inventory	2.47	2.04	-17.36%



■ Closed (24.23%)  
■ Pending (31.28%)  
■ Other OffMarket (6.17%)  
■ Active (38.33%)

**Absorption:** Last 12 months, an Average of **43** Sales/Month  
**Active Inventory** as of July 31, 2021 = **87**

### Analysis Wrap-Up

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

The total housing inventory at the end of July 2021 decreased **9.38%** to 87 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 **2.04** 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 **33.44%** in July 2021 to \$243,331 versus the previous year at \$182,349.

#### Average Days on Market Shortens

The average number of **8.25** days that homes spent on the market before selling decreased by 19.12 days or **69.84%** in July 2021 compared to last year's same month at **27.37** DOM.

#### Sales Success for July 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 78 New Listings in July 2021, up **47.17%** from last year at 53. Furthermore, there were 55 Closed Listings this month versus last year at 43, a **27.91%** increase.

Closed versus Listed trends yielded a **70.5%** ratio, down from previous year's, July 2020, at **81.1%**, a **13.09%** downswing. This will certainly create pressure on a decreasing Monthly 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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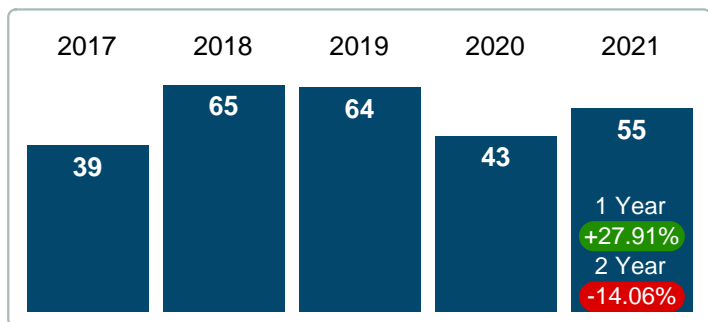
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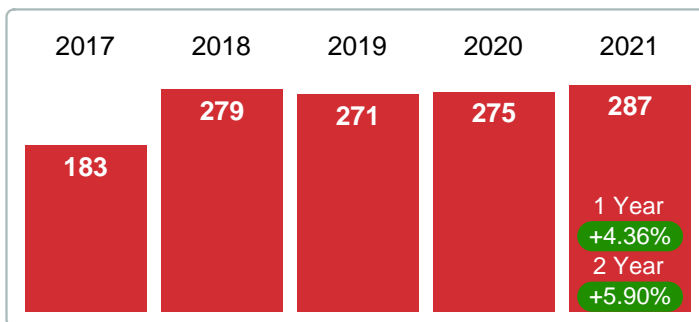
## CLOSED LISTINGS

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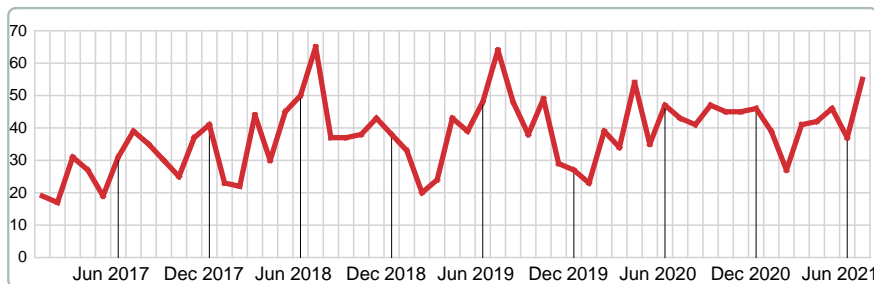
### JULY



### YEAR TO DATE (YTD)

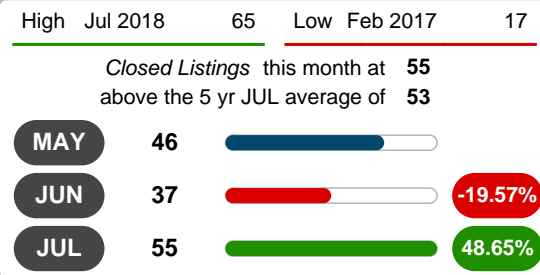


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 53



### 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	5	9.09%	8.6	1	4	0	0
\$125,001 - \$175,000	6	10.91%	10.2	0	3	2	1
\$175,001 - \$175,000	0	0.00%	0.0	0	0	0	0
\$175,001 - \$225,000	22	40.00%	3.4	0	20	2	0
\$225,001 - \$250,000	7	12.73%	24.6	0	4	3	0
\$250,001 - \$350,000	8	14.55%	5.5	0	3	5	0
\$350,001 and up	7	12.73%	8.4	0	3	2	2
<b>Total Closed Units</b>	<b>55</b>			<b>1</b>	<b>37</b>	<b>14</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>13,383,212</b>	<b>100%</b>	<b>8.3</b>	<b>112.20K</b>	<b>8.28M</b>	<b>3.96M</b>	<b>1.03M</b>
<b>Average Closed Price</b>	<b>\$243,331</b>			<b>\$112,200</b>	<b>\$223,710</b>	<b>\$282,775</b>	<b>\$344,967</b>

# July 2021



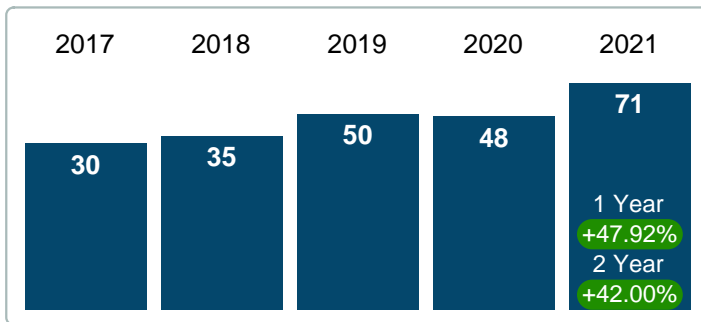
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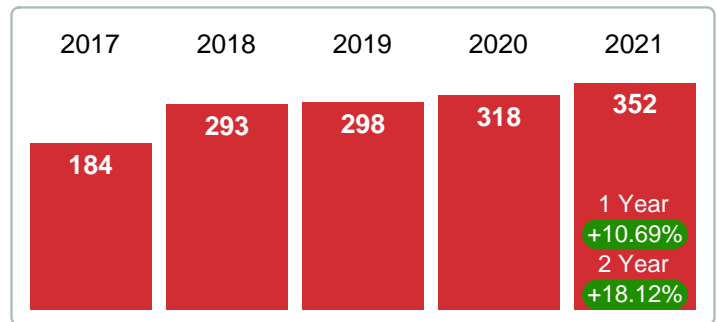
## PENDING LISTINGS

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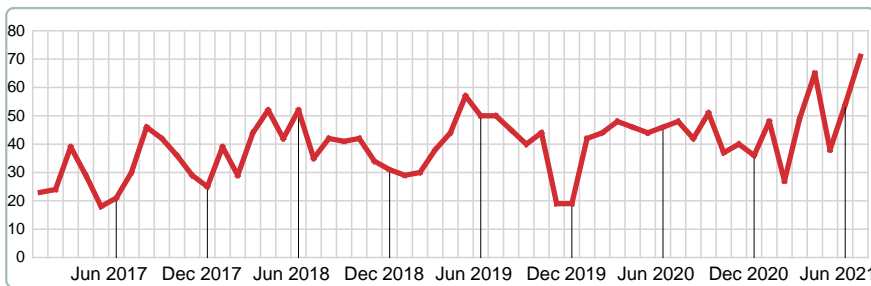
### JULY



### YEAR TO DATE (YTD)

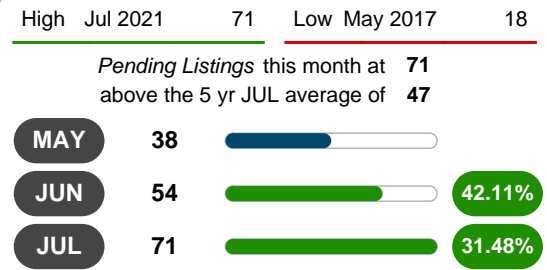


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL 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	7.04%	21.6	4	1	0	0
\$100,001 - \$150,000	8	11.27%	12.4	2	5	1	0
\$150,001 - \$175,000	8	11.27%	9.9	0	7	1	0
\$175,001 - \$225,000	21	29.58%	12.3	0	18	2	1
\$225,001 - \$275,000	13	18.31%	45.2	1	7	4	1
\$275,001 - \$350,000	9	12.68%	24.8	0	6	3	0
\$350,001 and up	7	9.86%	36.1	0	5	2	0
<b>Total Pending Units</b>	<b>71</b>			<b>7</b>	<b>49</b>	<b>13</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>16,630,140</b>	<b>100%</b>	<b>20.5</b>	<b>805.70K</b>	<b>11.95M</b>	<b>3.42M</b>	<b>454.41K</b>
<b>Average Listing Price</b>	<b>\$234,152</b>			<b>\$115,100</b>	<b>\$243,900</b>	<b>\$262,994</b>	<b>\$227,205</b>

# July 2021



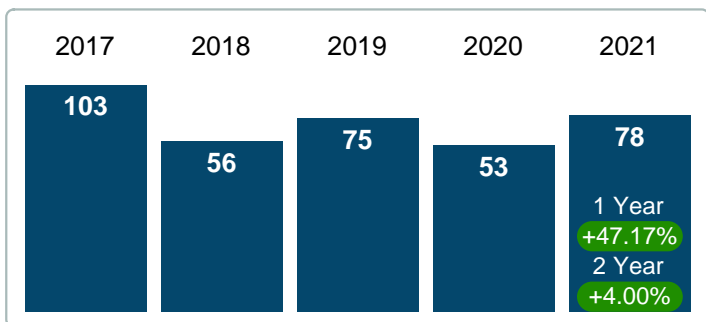
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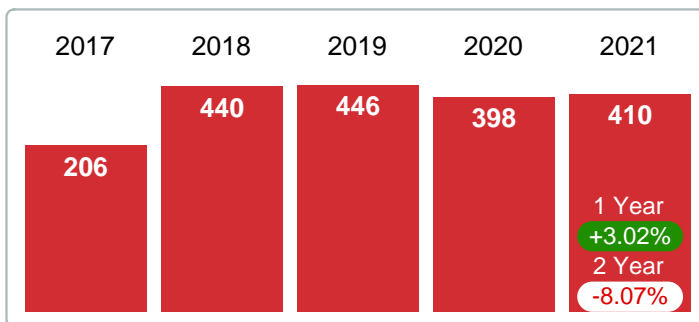
## NEW LISTINGS

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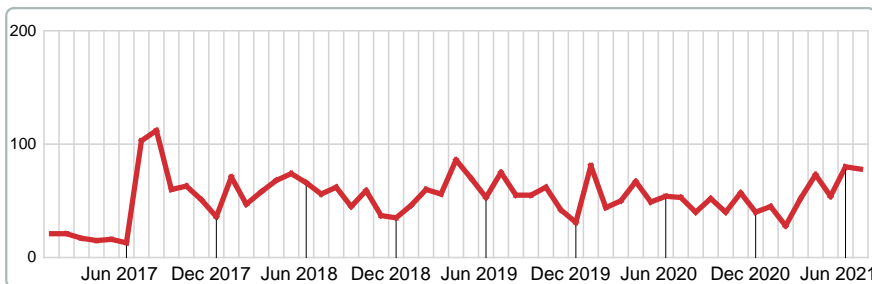
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 73

High Aug 2017 112 Low Jun 2017 13

New Listings this month at **78**  
above the 5 yr JUL average of **73**



### 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	3.85%	3	0	0	0
\$75,001 - \$125,000	7	8.97%	2	5	0	0
\$125,001 - \$175,000	18	23.08%	2	15	1	0
\$175,001 - \$225,000	16	20.51%	1	14	0	1
\$225,001 - \$300,000	15	19.23%	2	11	2	0
\$300,001 - \$475,000	12	15.38%	0	7	5	0
\$475,001 and up	7	8.97%	0	4	2	1
<b>Total New Listed Units</b>	<b>78</b>		<b>10</b>	<b>56</b>	<b>10</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>25,187,600</b>	<b>100%</b>	<b>1.39M</b>	<b>16.09M</b>	<b>6.03M</b>	<b>1.68M</b>
<b>Average New Listed Listing Price</b>	<b>\$274,175</b>		<b>\$139,280</b>	<b>\$287,407</b>	<b>\$602,500</b>	<b>\$837,500</b>

# July 2021



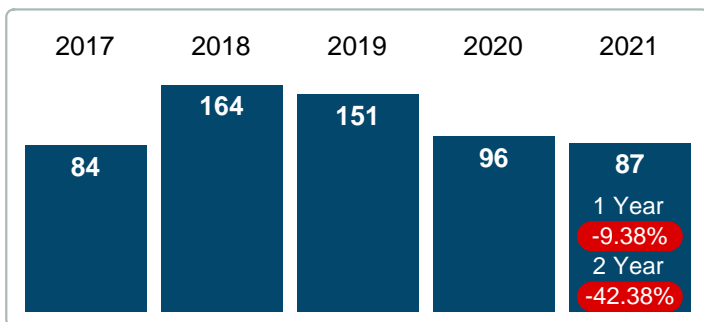
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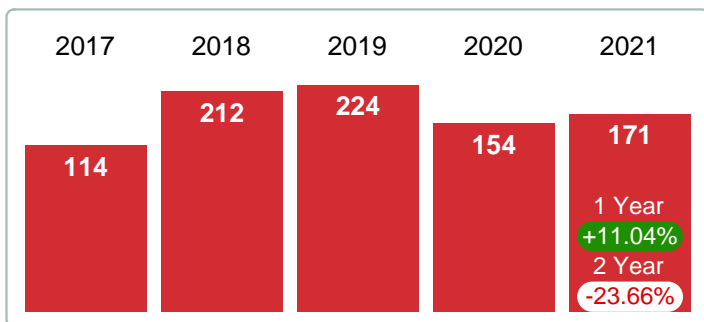
## ACTIVE INVENTORY

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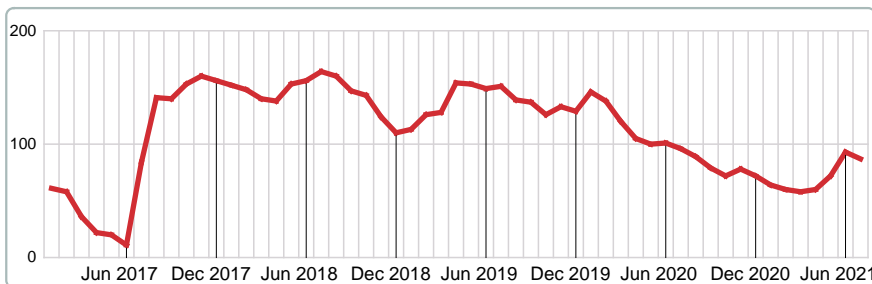
### END OF JULY



### ACTIVE DURING JULY

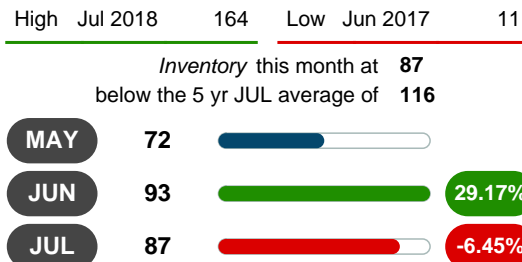


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 116



### 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	5.75%	26.2	2	3	0	0
\$100,001 - \$150,000	13	14.94%	45.7	4	7	2	0
\$150,001 - \$225,000	14	16.09%	71.1	1	10	3	0
\$225,001 - \$300,000	19	21.84%	60.4	2	13	3	1
\$300,001 - \$425,000	16	18.39%	70.0	1	7	8	0
\$425,001 - \$1,025,000	11	12.64%	66.5	0	7	4	0
\$1,025,001 and up	9	10.34%	86.4	1	3	3	2
Total Active Inventory by Units	87			11	50	23	3
Total Active Inventory by Volume	37,752,612	100%	63.2	3.80M	18.60M	12.21M	3.15M
Average Active Inventory Listing Price	\$433,938			\$345,509	\$371,926	\$530,687	\$1,049,967

# July 2021



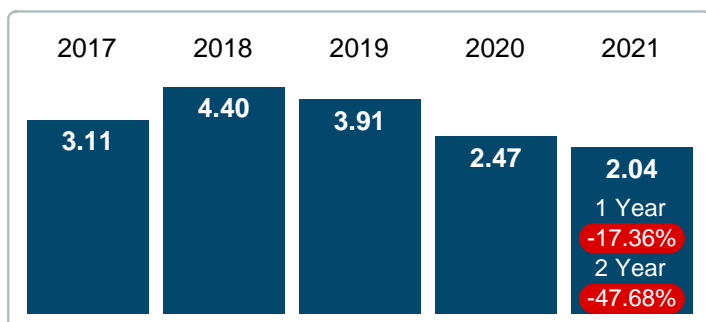
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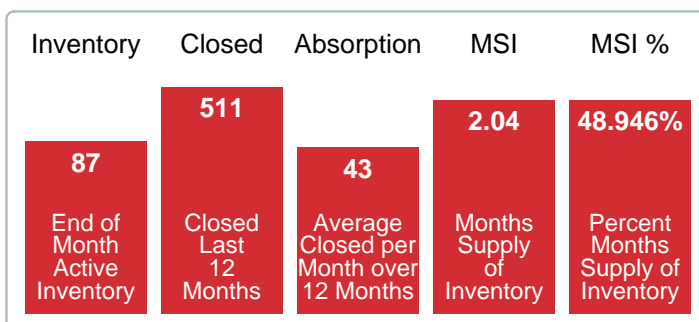
## MONTHS SUPPLY of INVENTORY (MSI)

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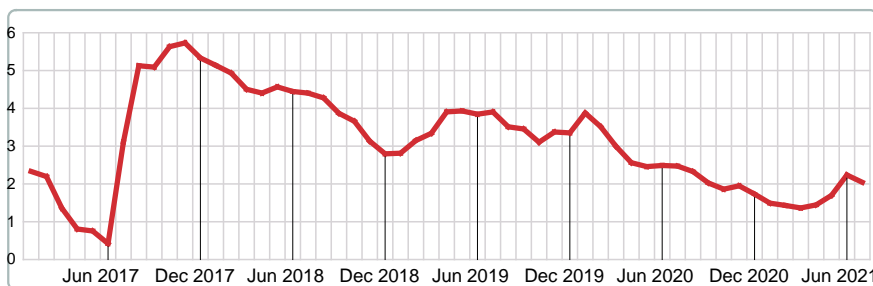
### MSI FOR JULY



### INDICATORS FOR JULY 2021

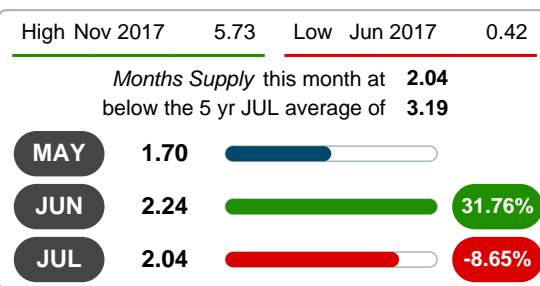


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 3.19



### 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	5.75%	0.98	1.09	1.16	0.00	0.00
\$100,001 - \$150,000	13	14.94%	1.95	3.20	1.53	2.67	0.00
\$150,001 - \$225,000	14	16.09%	0.84	2.40	0.71	1.38	0.00
\$225,001 - \$300,000	19	21.84%	2.33	12.00	2.36	1.29	6.00
\$300,001 - \$425,000	16	18.39%	4.36	6.00	4.67	5.33	0.00
\$425,001 - \$1,025,000	11	12.64%	5.08	0.00	12.00	6.00	0.00
\$1,025,001 and up	9	10.34%	108.00	0.00	36.00	0.00	0.00
Market Supply of Inventory (MSI)			2.04	2.81	1.73	2.85	1.71
Total Active Inventory by Units		100%	2.04	11	50	23	3

# July 2021



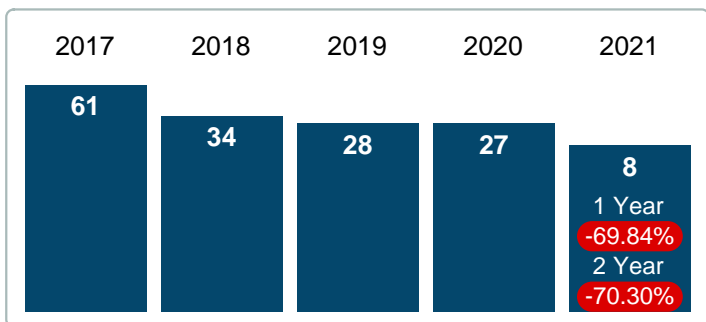
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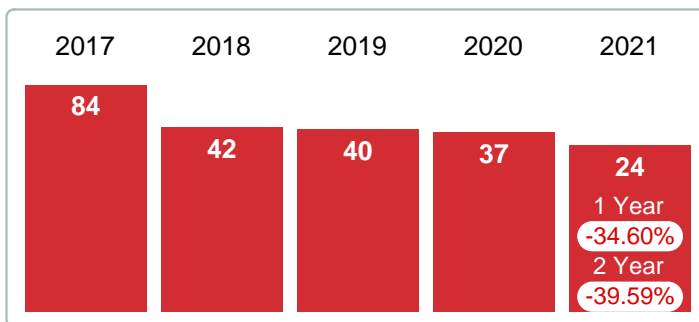
## AVERAGE DAYS ON MARKET TO SALE

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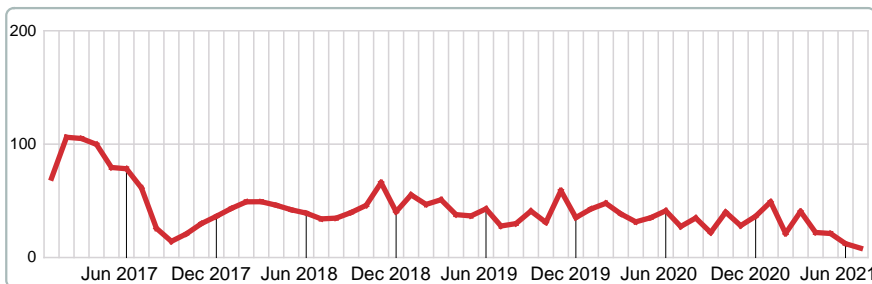
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

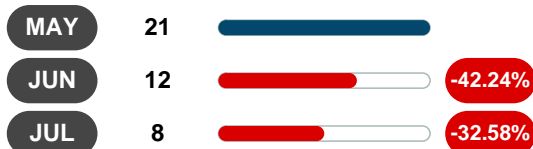


### 3 MONTHS

5 year JUL AVG = 32

High Feb 2017 106 Low Jul 2021 8

Average Days on Market to Sale this month at 8 below the 5 yr JUL average of 32



### 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	9.09%	9	12	8	0	0
\$125,001 - \$175,000	10.91%	10	0	5	18	10
\$175,001 - \$175,000	0.00%	0	0	0	0	0
\$175,001 - \$225,000	40.00%	3	0	3	3	0
\$225,001 - \$250,000	12.73%	25	0	7	48	0
\$250,001 - \$350,000	14.55%	6	0	4	7	0
\$350,001 and up	12.73%	8	0	3	18	7
Average Closed DOM		8	12	4	18	8
Total Closed Units	100%	8	1	37	14	3
Total Closed Volume		13,383,212	112.20K	8.28M	3.96M	1.03M

# July 2021



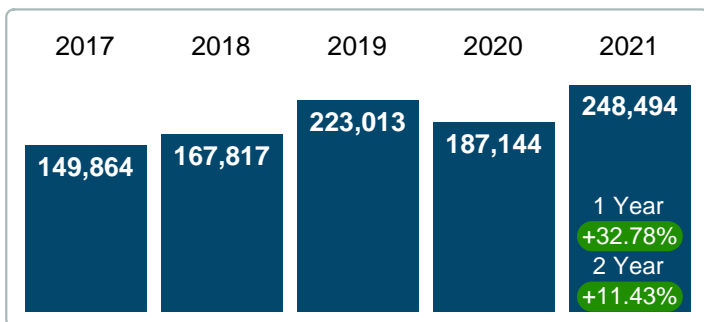
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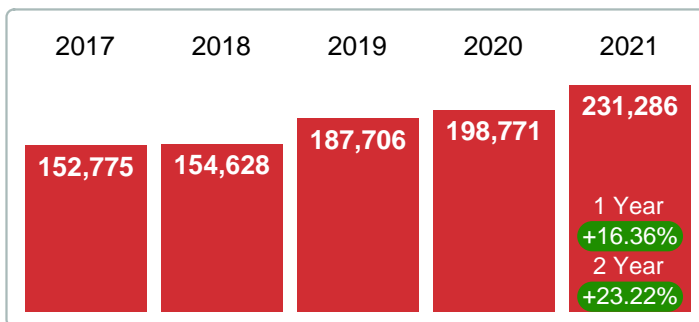
## AVERAGE LIST PRICE AT CLOSING

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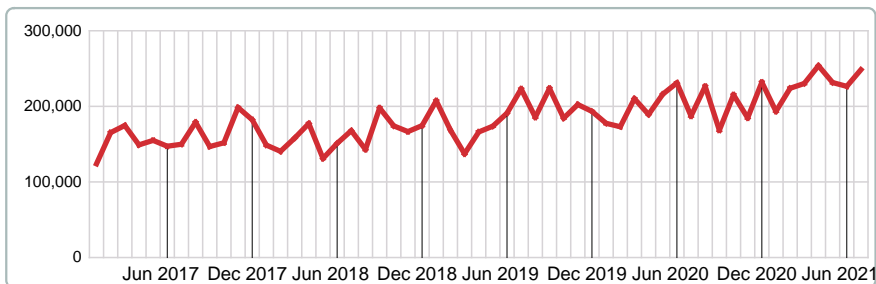
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

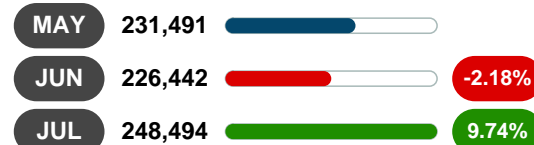


### 3 MONTHS

5 year JUL AVG = 195,266

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

Average List Price at Closing this month at **248,494** above the 5 yr JUL average of **195,266**



### 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	7.27%	73,400	115,000	78,125	0	0
\$125,001 - \$175,000	10.91%	146,417	0	168,267	149,900	129,900
\$175,001 - \$175,000	0.00%	0	0	0	0	0
\$175,001 - \$225,000	41.82%	201,423	0	200,391	217,500	0
\$225,001 - \$250,000	10.91%	239,107	0	240,750	242,181	0
\$250,001 - \$350,000	16.36%	282,756	0	270,667	295,580	0
\$350,001 and up	12.73%	554,700	0	609,333	552,500	474,950
<b>Average List Price</b>		<b>248,494</b>	<b>115,000</b>	<b>227,787</b>	<b>288,875</b>	<b>359,933</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>248,494</b>	<b>1</b>	<b>37</b>	<b>14</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>13,667,172</b>	<b>115.00K</b>	<b>8.43M</b>	<b>4.04M</b>	<b>1.08M</b>



# July 2021



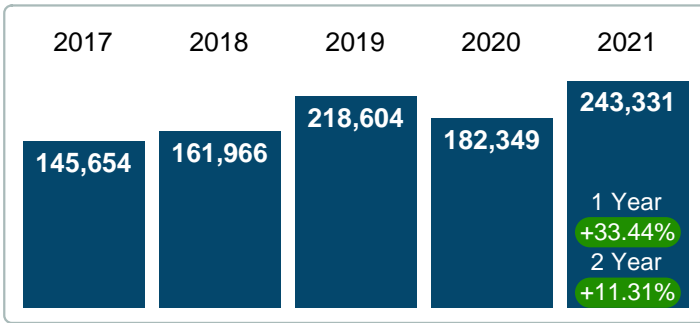
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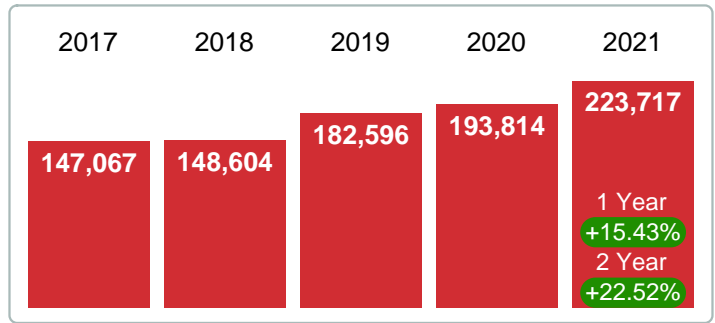
## AVERAGE SOLD PRICE AT CLOSING

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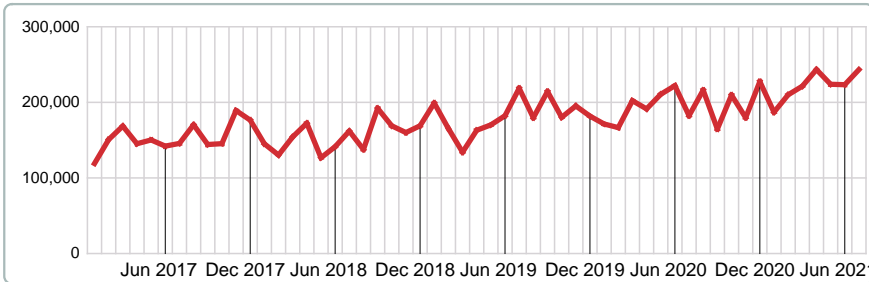
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

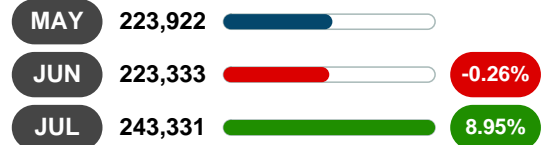


### 3 MONTHS

5 year JUL AVG = 190,381

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

Average Sold Price at Closing this month at **243,331** above the 5 yr JUL average of **190,381**



### 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	9.09%	79,840	112,200	71,750	0	0
\$125,001 - \$175,000	10.91%	150,467	0	161,300	144,500	129,900
\$175,001 - \$175,000	0.00%	0	0	0	0	0
\$175,001 - \$225,000	40.00%	197,392	0	196,406	207,250	0
\$225,001 - \$250,000	12.73%	239,478	0	239,750	239,115	0
\$250,001 - \$350,000	14.55%	284,094	0	271,583	291,600	0
\$350,001 and up	12.73%	541,357	0	601,500	540,000	452,500
<b>Average Sold Price</b>		<b>243,331</b>	<b>112,200</b>	<b>223,710</b>	<b>282,775</b>	<b>344,967</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>243,331</b>	<b>1</b>	<b>37</b>	<b>14</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>13,383,212</b>	<b>112.20K</b>	<b>8.28M</b>	<b>3.96M</b>	<b>1.03M</b>

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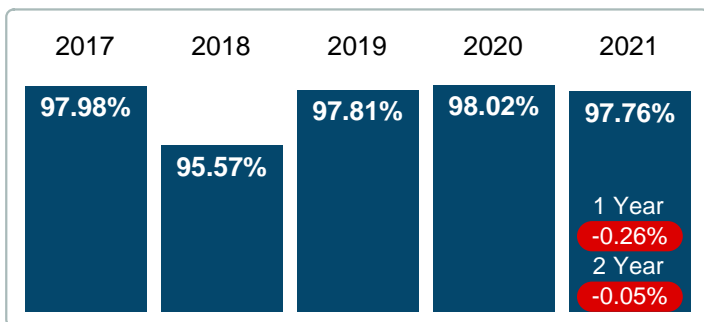
Area Delimited by County Of Bryan - Residential Property Type



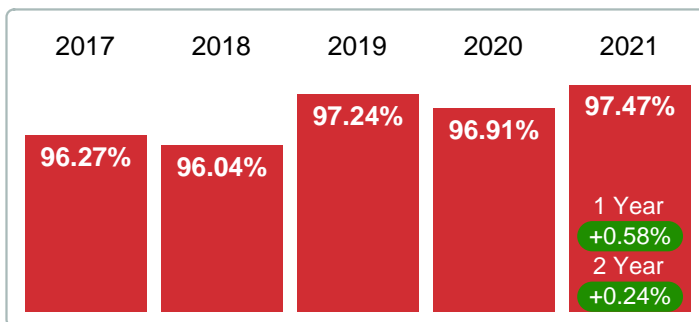
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

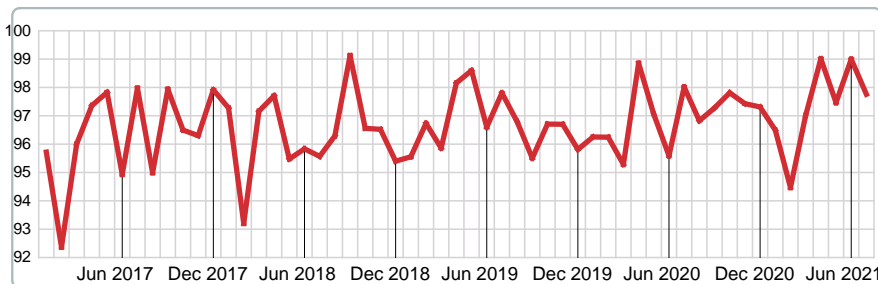
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

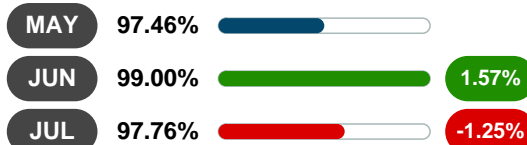


### 3 MONTHS

5 year JUL AVG = 97.43%

High Sep 2018 99.13% Low Feb 2017 92.37%

Average Sold/List Ratio this month at **97.76%** above the 5 yr JUL average of **97.43%**



### 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	5	9.09%	93.81%	97.57%	92.88%	0.00%	0.00%	
\$125,001 - \$175,000	6	10.91%	96.97%	0.00%	96.50%	96.18%	100.00%	
\$175,001 - \$175,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
\$175,001 - \$225,000	22	40.00%	97.85%	0.00%	98.10%	95.36%	0.00%	
\$225,001 - \$250,000	7	12.73%	99.24%	0.00%	99.57%	98.79%	0.00%	
\$250,001 - \$350,000	8	14.55%	99.42%	0.00%	100.36%	98.86%	0.00%	
\$350,001 and up	7	12.73%	97.58%	0.00%	98.02%	98.30%	96.19%	
Average Sold/List Ratio		97.80%		97.57%	97.74%	97.88%	97.46%	
Total Closed Units		55	100%	97.80%	1	37	14	3
Total Closed Volume		13,383,212			112.20K	8.28M	3.96M	1.03M

# July 2021



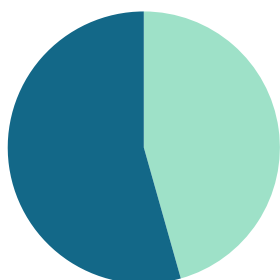
Area Delimited by County Of Bryan - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

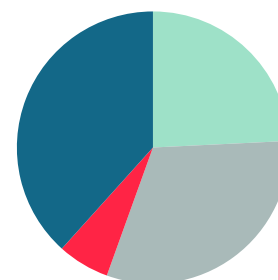


**Inventory**  
 New Listings  
**78 = 45.61%**  
 Start Inventory  
**93**  
 Total Inventory Units  
**171**  
 Volume  
**\$59,690,142**

### Market Activity

Closed Sales  
**55 = 24.23%**  
 Pending Sales  
**71 = 31.28%**  
 Other Off Market  
**14 = 6.17%**  
 Active Inventory  
**87 = 38.33%**

### MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	43	55	27.91%	275	287	4.36%
Pending Sales	48	71	47.92%	318	352	10.69%
New Listings	53	78	47.17%	398	410	3.02%
Average List Price	187,144	248,494	32.78%	198,771	231,286	16.36%
Average Sale Price	182,349	243,331	33.44%	193,814	223,717	15.43%
Average Percent of Selling Price to List Price	98.02%	97.76%	-0.26%	96.91%	97.47%	0.58%
Average Days on Market to Sale	27.37	8.25	-69.84%	37.10	24.26	-34.60%
Monthly Inventory	96	87	-9.38%	96	87	-9.38%
Months Supply of Inventory	2.47	2.04	-17.36%	2.47	2.04	-17.36%

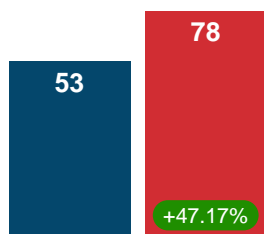
**Absorption:** Last 12 months, an Average of **43** Sales/Month

**Inventory** on July 31, 2021 = **87**

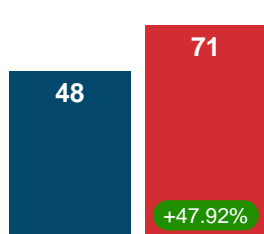
**2020** **2021**

### JULY MARKET

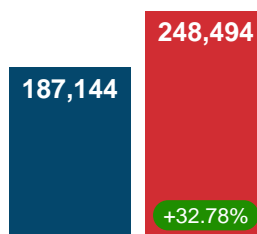
#### New Listings



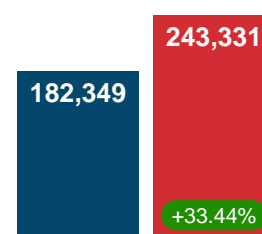
#### Pending Listings



#### List Price

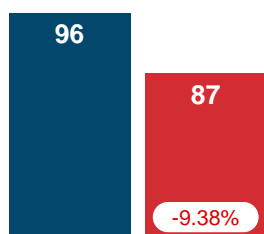


#### Sale Price

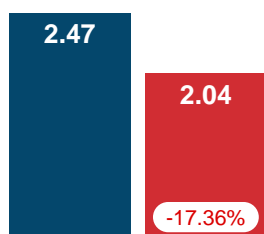


### INVENTORY

#### Active Inventory

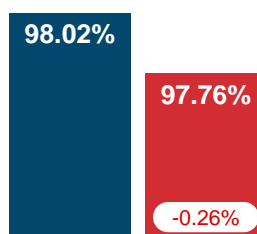


#### Monthly Supply of Inventory



### AVERAGE SOLD/LIST RATIO & DOM

#### Sale/List Ratio



#### Days on Market

