

July 2021



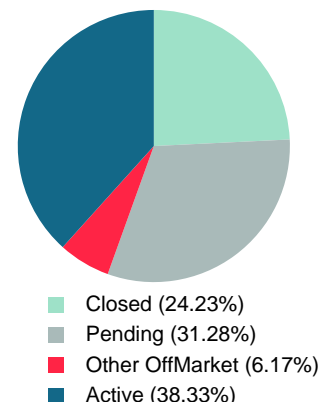
Area Delimited by County Of Bryan - Residential Property Type



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%
Median List Price	163,000	210,000	28.83%
Median Sale Price	163,000	202,500	24.23%
Median Percent of Selling Price to List Price	99.59%	100.00%	0.41%
Median Days on Market to Sale	12.00	4.00	-66.67%
End of Month Inventory	96	87	-9.38%
Months Supply of Inventory	2.47	2.04	-17.36%



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.

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 **24.23%** in July 2021 to \$202,500 versus the previous year at \$163,000.

Median Days on Market Shortens

The median number of **4.00** days that homes spent on the market before selling decreased by 8.00 days or **66.67%** in July 2021 compared to last year's same month at **12.00** DOM.

Sales Success for July 2021 is Positive

Overall, with Median 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.

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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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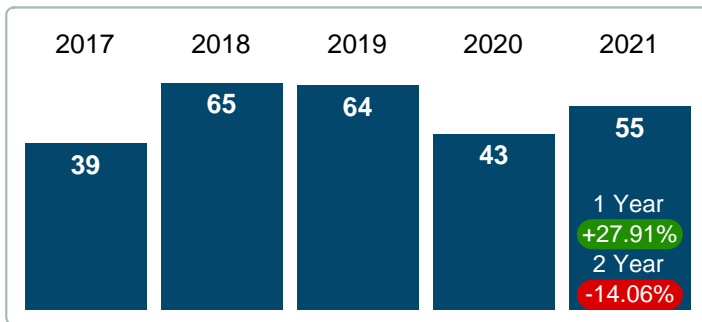
Area Delimited by County Of Bryan - Residential Property Type



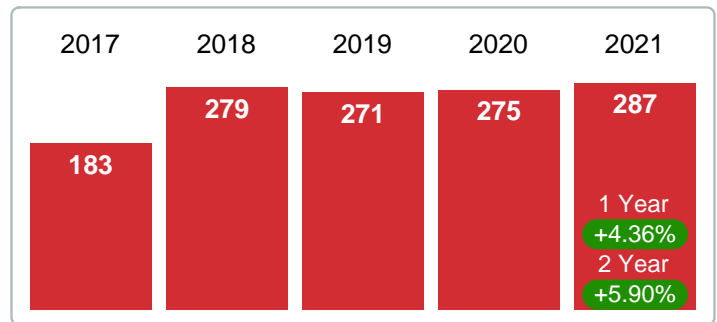
CLOSED LISTINGS

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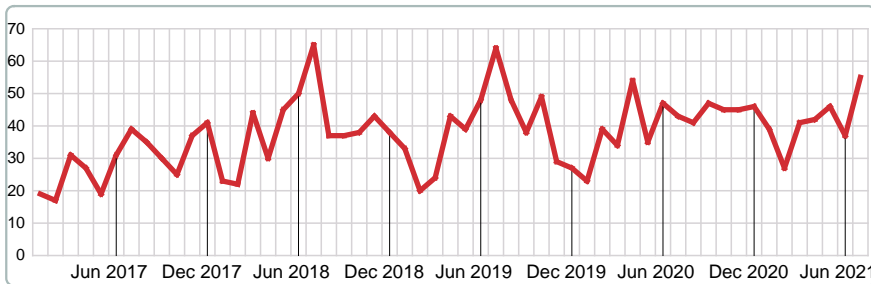
JULY



YEAR TO DATE (YTD)

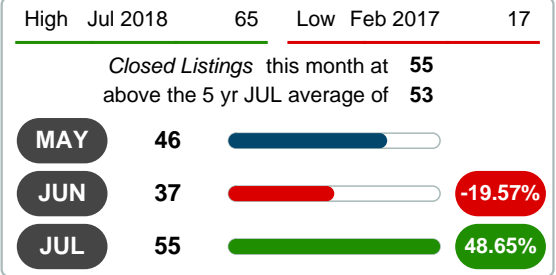


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 53



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	5	9.09%	8.0	1	4	0	0
\$125,001 - \$175,000	6	10.91%	9.0	0	3	2	1
\$175,001 - \$175,000	0	0.00%	9.0	0	0	0	0
\$175,001 - \$225,000	22	40.00%	1.0	0	20	2	0
\$225,001 - \$250,000	7	12.73%	8.0	0	4	3	0
\$250,001 - \$350,000	8	14.55%	4.0	0	3	5	0
\$350,001 and up	7	12.73%	6.0	0	3	2	2
Total Closed Units	55			1	37	14	3
Total Closed Volume	13,383,212	100%	4.0	112.20K	8.28M	3.96M	1.03M
Median Closed Price	\$202,500			\$112,200	\$200,000	\$254,072	\$360,000

July 2021



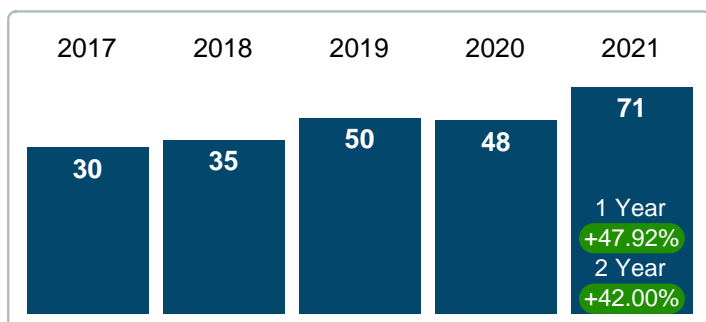
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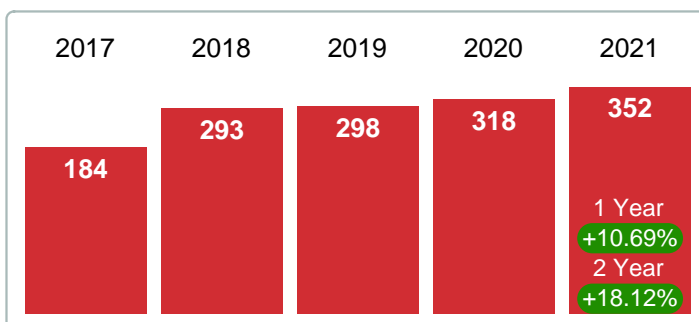
PENDING LISTINGS

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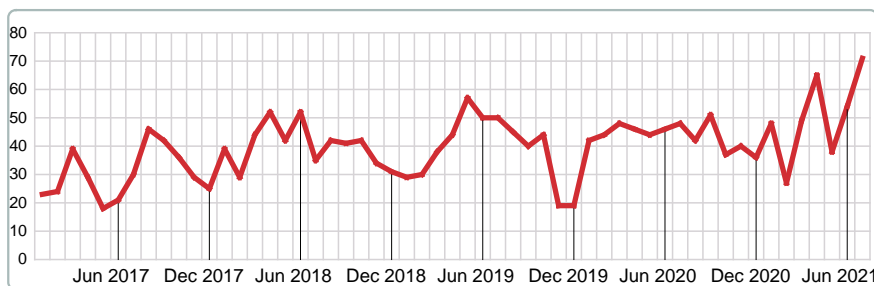
JULY



YEAR TO DATE (YTD)

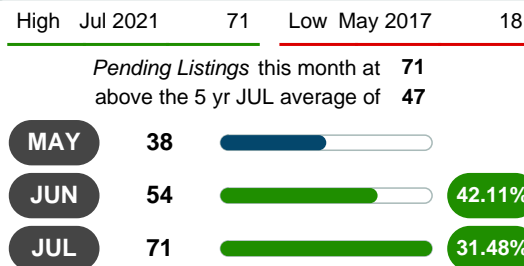


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 47



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	5	7.04%	2.0	4	1	0	0
\$100,001 - \$150,000	8	11.27%	5.5	2	5	1	0
\$150,001 - \$175,000	8	11.27%	5.0	0	7	1	0
\$175,001 - \$225,000	21	29.58%	5.0	0	18	2	1
\$225,001 - \$275,000	13	18.31%	20.0	1	7	4	1
\$275,001 - \$350,000	9	12.68%	15.0	0	6	3	0
\$350,001 and up	7	9.86%	15.0	0	5	2	0
Total Pending Units	71			7	49	13	2
Total Pending Volume	16,630,140	100%	8.0	805.70K	11.95M	3.42M	454.41K
Median Listing Price	\$210,000			\$85,000	\$210,000	\$250,000	\$227,205

July 2021



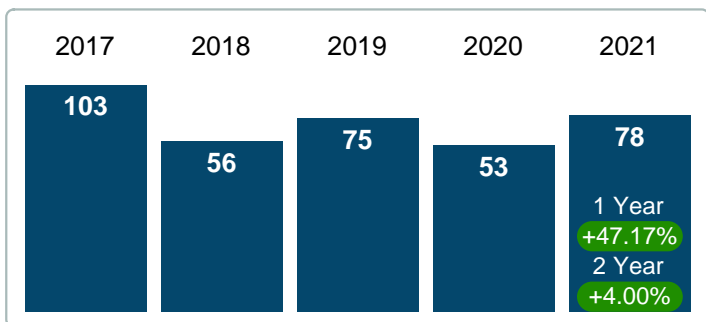
Area Delimited by County Of Bryan - Residential Property Type



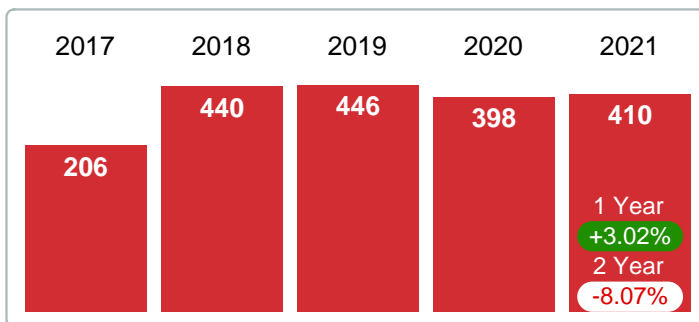
NEW LISTINGS

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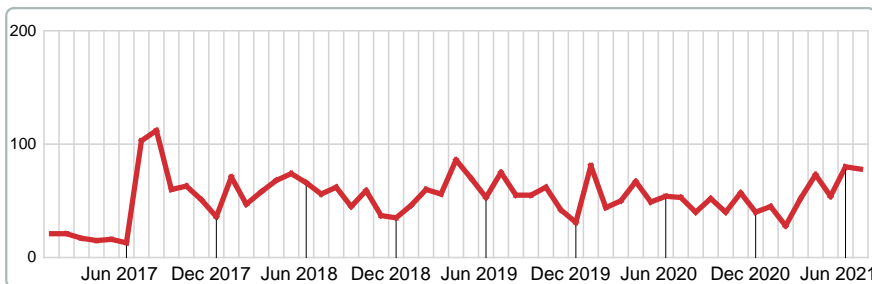
JULY



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
Total New Listed Units	78		10	56	10	2
Total New Listed Volume	25,187,600	100%	1.39M	16.09M	6.03M	1.68M
Median New Listed Listing Price	\$215,000		\$108,500	\$206,250	\$412,500	\$837,500

July 2021



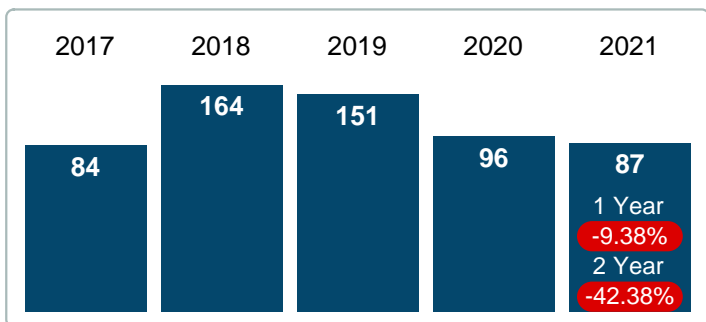
Area Delimited by County Of Bryan - Residential Property Type



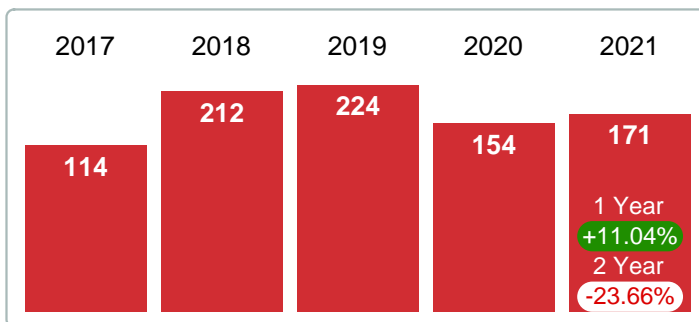
ACTIVE INVENTORY

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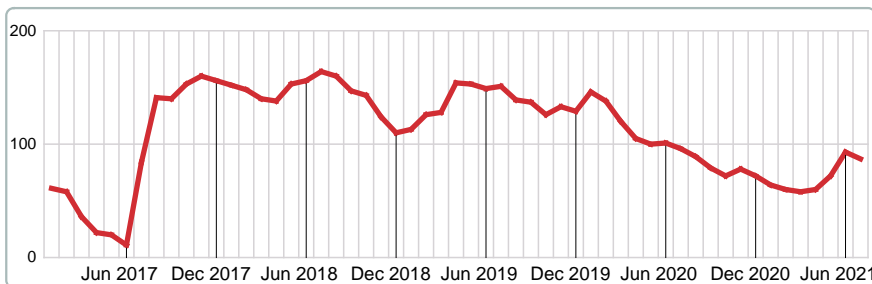
END OF JULY



ACTIVE DURING JULY

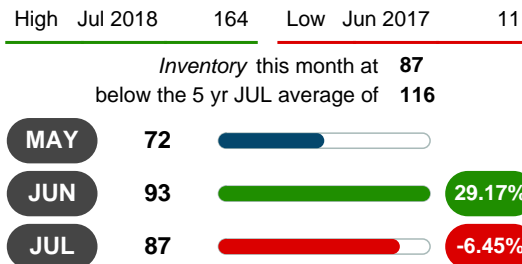


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 116



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	5	5.75%	16.0	2	3	0	0
\$100,001 - \$150,000	13	14.94%	44.0	4	7	2	0
\$150,001 - \$225,000	14	16.09%	60.5	1	10	3	0
\$225,001 - \$300,000	19	21.84%	33.0	2	13	3	1
\$300,001 - \$425,000	16	18.39%	32.0	1	7	8	0
\$425,001 - \$1,025,000	11	12.64%	46.0	0	7	4	0
\$1,025,001 and up	9	10.34%	68.0	1	3	3	2
Total Active Inventory by Units		87		11	50	23	3
Total Active Inventory by Volume		37,752,612	100%	3.80M	18.60M	12.21M	3.15M
Median Active Inventory Listing Price		\$268,900		\$144,900	\$239,250	\$349,900	\$1,400,000

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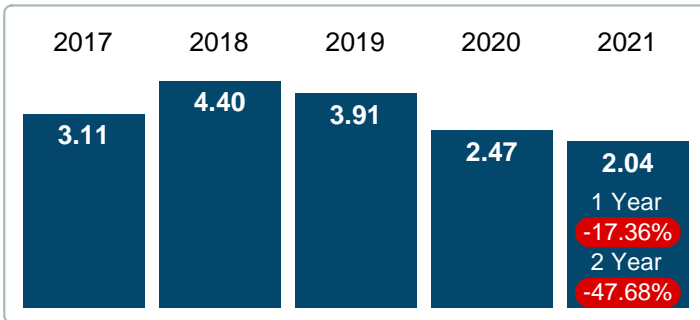
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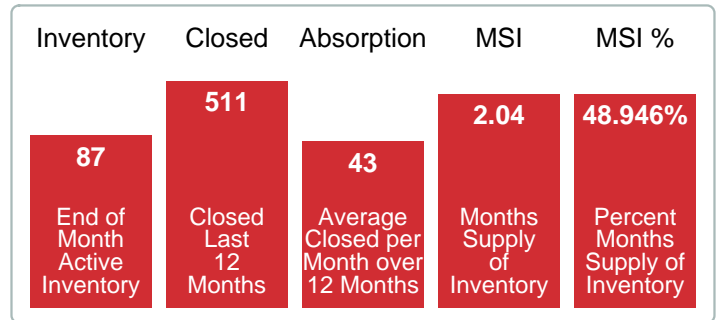
MONTHS SUPPLY of INVENTORY (MSI)

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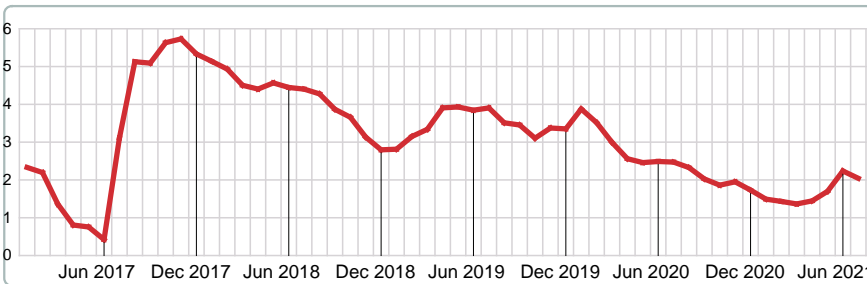
MSI FOR JULY



INDICATORS FOR JULY 2021

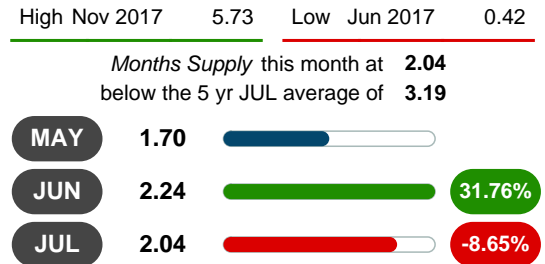


5 YEAR MARKET ACTIVITY TRENDS



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

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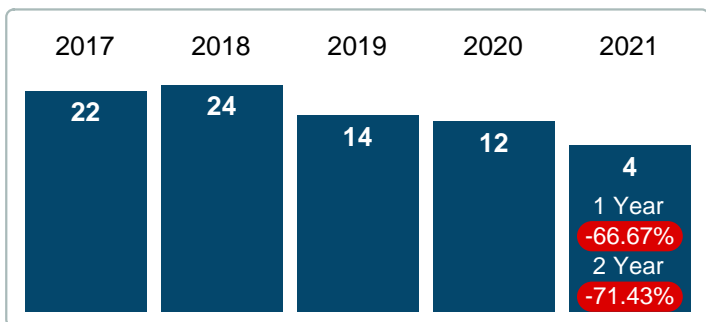
Area Delimited by County Of Bryan - Residential Property Type



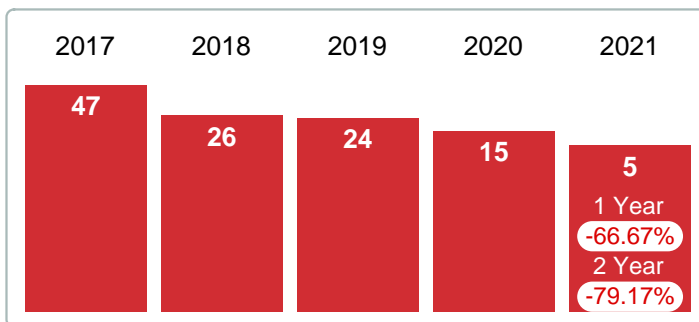
MEDIAN DAYS ON MARKET TO SALE

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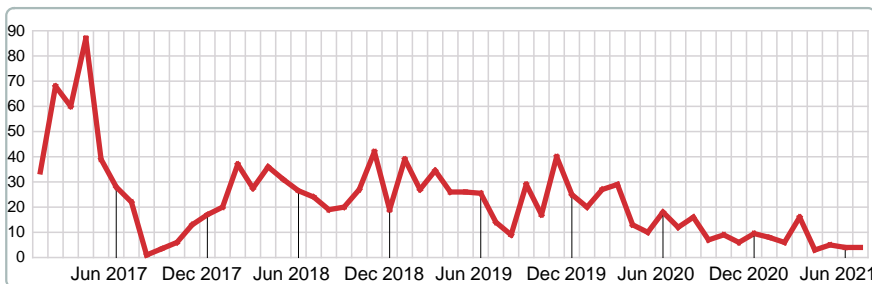
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

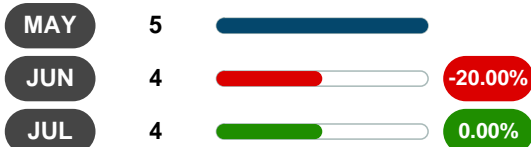


3 MONTHS

5 year JUL AVG = 15

High Apr 2017 87 Low Aug 2017 1

Median Days on Market to Sale this month at 4 below the 5 yr JUL average of 15



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
\$125,000 and less	9.09%	8	12	6	0	0
\$125,001 - \$175,000	10.91%	9	0	4	18	10
\$175,001 - \$175,000	0.00%	9	0	0	0	0
\$175,001 - \$225,000	40.00%	1	0	1	3	0
\$225,001 - \$250,000	12.73%	8	0	8	6	0
\$250,001 - \$350,000	14.55%	4	0	4	4	0
\$350,001 and up	12.73%	6	0	3	18	7
Median Closed DOM		4	12	3	6	7
Total Closed Units	100%	4.0	1	37	14	3
Total Closed Volume		13,383,212	112.20K	8.28M	3.96M	1.03M

July 2021



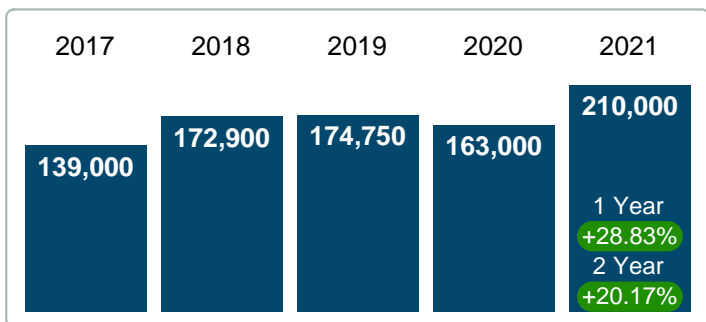
Area Delimited by County Of Bryan - Residential Property Type



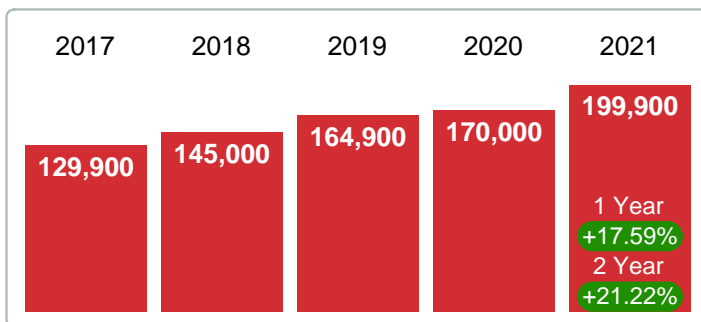
MEDIAN LIST PRICE AT CLOSING

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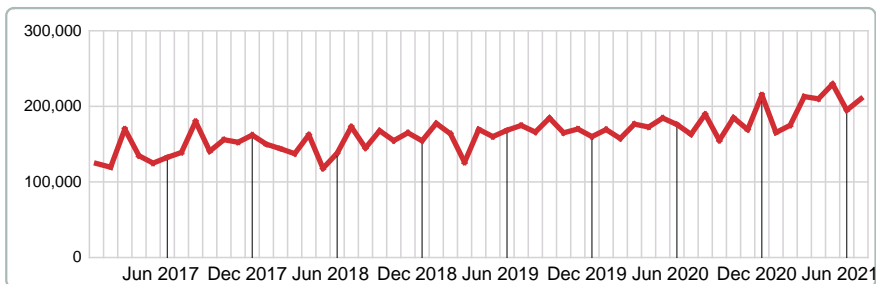
JULY



YEAR TO DATE (YTD)

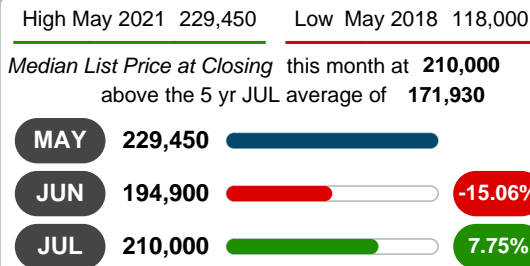


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 171,930



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
\$125,000 and less	7.27%	76,800	115,000	58,700	0	0
\$125,001 - \$175,000	10.91%	147,400	0	154,900	149,900	129,900
\$175,001 - \$175,000	0.00%	147,400	0	0	0	0
\$175,001 - \$225,000	41.82%	199,900	0	199,000	217,500	0
\$225,001 - \$250,000	10.91%	241,072	0	242,000	235,822	0
\$250,001 - \$350,000	16.36%	267,000	0	259,000	268,500	0
\$350,001 and up	12.73%	409,000	0	409,000	552,500	474,950
Median List Price		210,000	115,000	200,000	257,450	360,000
Total Closed Units	100%	210,000	1	37	14	3
Total Closed Volume		13,667,172	115.00K	8.43M	4.04M	1.08M

July 2021



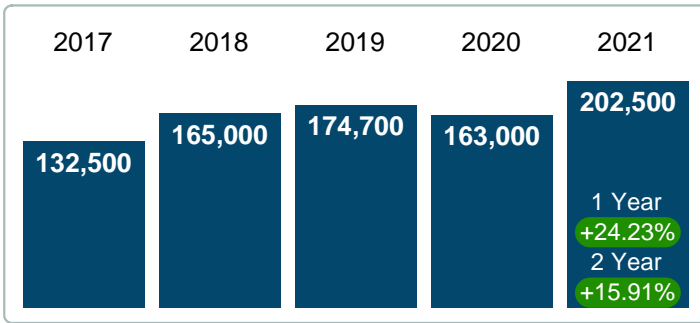
Area Delimited by County Of Bryan - Residential Property Type



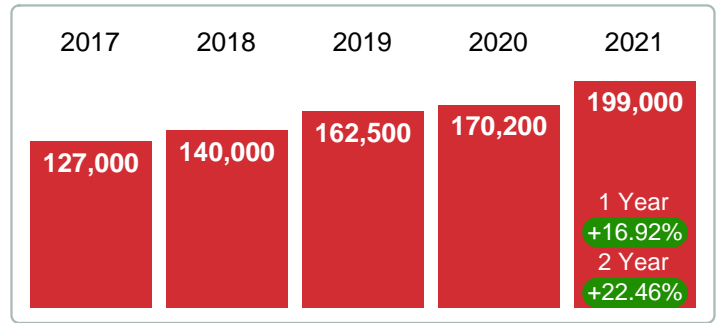
MEDIAN SOLD PRICE AT CLOSING

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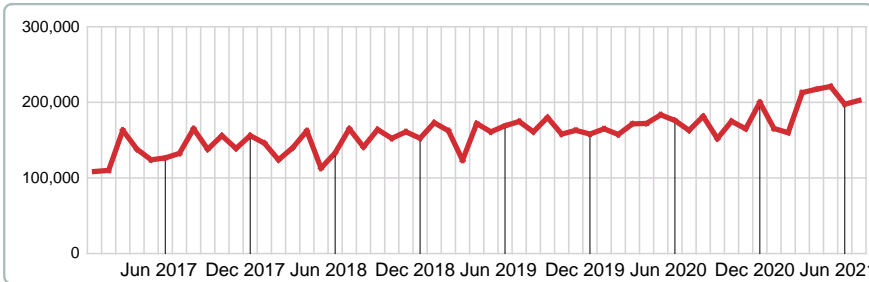
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 167,540

High May 2021 220,950 Low Jan 2017 108,500

Median Sold Price at Closing this month at **202,500**
above the 5 yr JUL average of **167,540**



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
\$125,000 and less	9.09%	85,000	112,200	68,500	0	0
\$125,001 - \$175,000	10.91%	156,950	0	164,000	144,500	129,900
\$175,001 - \$175,000	0.00%	156,950	0	0	0	0
\$175,001 - \$225,000	40.00%	197,500	0	197,500	207,250	0
\$225,001 - \$250,000	12.73%	243,200	0	240,000	243,200	0
\$250,001 - \$350,000	14.55%	268,500	0	259,000	270,000	0
\$350,001 and up	12.73%	392,500	0	392,500	540,000	452,500
Median Sold Price		202,500	112,200	200,000	254,072	360,000
Total Closed Units	100%	55	1	37	14	3
Total Closed Volume		13,383,212	112.20K	8.28M	3.96M	1.03M

July 2021



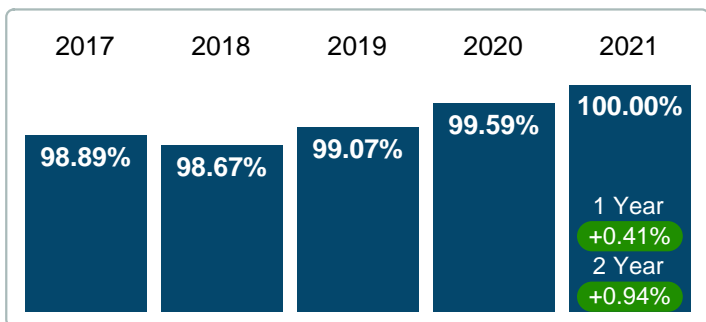
Area Delimited by County Of Bryan - Residential Property Type



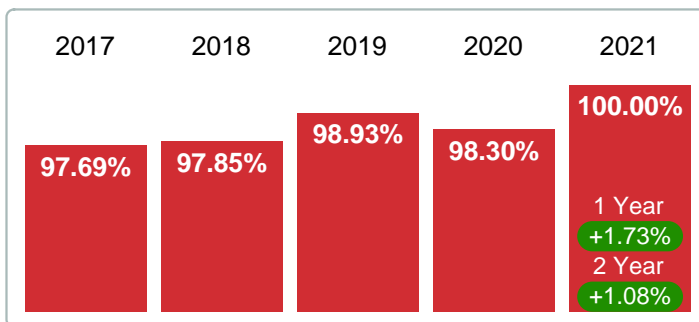
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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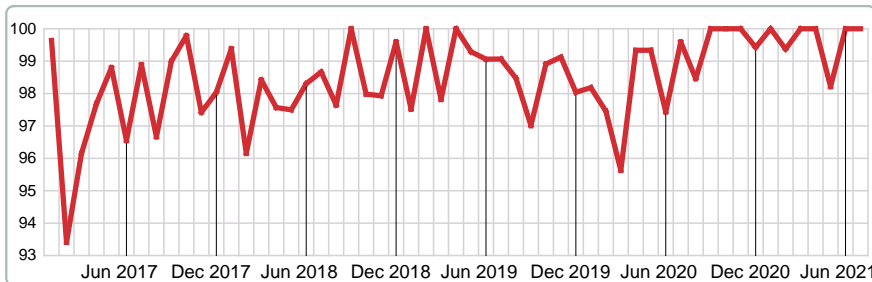
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

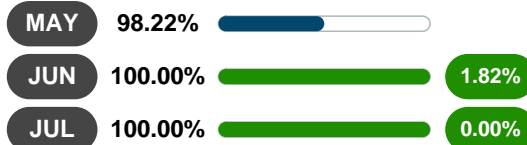


3 MONTHS

5 year JUL AVG = 99.24%

High Jul 2021 100.00% Low Feb 2017 93.41%

Median Sold/List Ratio this month at **100.00%** above the 5 yr JUL average of **99.24%**



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
\$125,000 and less	5	9.09%	93.35%	97.57%	91.46%	0.00%	0.00%
\$125,001 - \$175,000	6	10.91%	99.72%	0.00%	100.00%	96.18%	100.00%
\$175,001 - \$175,000	0	0.00%	99.72%	0.00%	0.00%	0.00%	0.00%
\$175,001 - \$225,000	22	40.00%	100.00%	0.00%	100.00%	95.36%	0.00%
\$225,001 - \$250,000	7	12.73%	100.00%	0.00%	100.00%	98.91%	0.00%
\$250,001 - \$350,000	8	14.55%	100.00%	0.00%	100.00%	100.00%	0.00%
\$350,001 and up	7	12.73%	98.10%	0.00%	98.10%	98.30%	96.19%
Median Sold/List Ratio		100.00%		97.57%	100.00%	99.72%	100.00%
Total Closed Units		55	100%	1	37	14	3
Total Closed Volume		13,383,212		112.20K	8.28M	3.96M	1.03M

July 2021



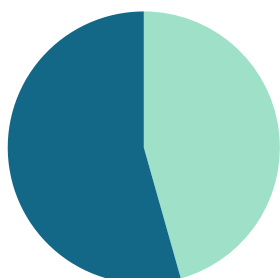
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

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

INVENTORY

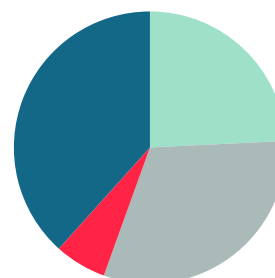


Inventory
 New Listings
78 = 45.61%
 Start Inventory
93
 Total Inventory Units
171
 Volume
\$59,690,142

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%
Median List Price	163,000	210,000	28.83%	170,000	199,900	17.59%
Median Sale Price	163,000	202,500	24.23%	170,200	199,000	16.92%
Median Percent of Selling Price to List Price	99.59%	100.00%	0.41%	98.30%	100.00%	1.73%
Median Days on Market to Sale	12.00	4.00	-66.67%	15.00	5.00	-66.67%
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

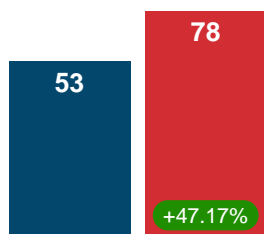
Inventory on July 31, 2021 = **87**

2020 **2021**

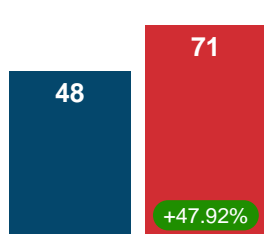
JULY MARKET

MEDIAN PRICES

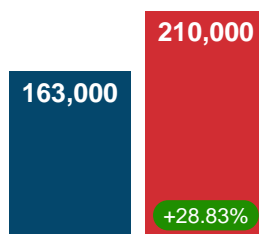
New Listings



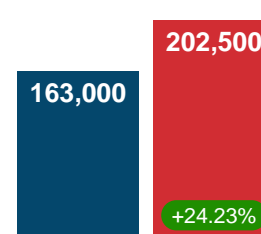
Pending Listings



List Price



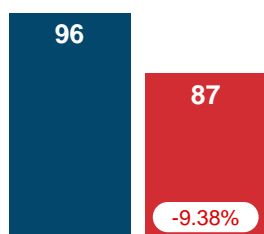
Sale Price



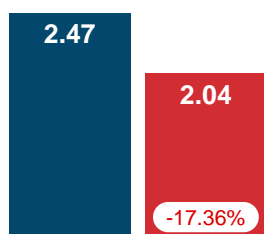
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

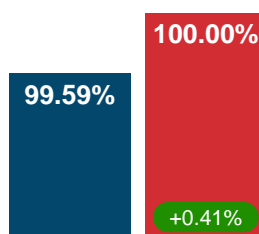
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

