

June 2021



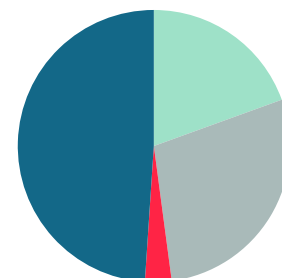
Area Delimited by County Of Bryan - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	June 2021	+/-%
Closed Listings	47	37	-21.28%
Pending Listings	46	54	17.39%
New Listings	54	80	48.15%
Average List Price	231,045	226,442	-1.99%
Average Sale Price	222,057	223,333	0.57%
Average Percent of Selling Price to List Price	95.59%	99.00%	3.56%
Average Days on Market to Sale	41.23	12.24	-70.31%
End of Month Inventory	101	93	-7.92%
Months Supply of Inventory	2.49	2.24	-10.14%



■ Closed (19.47%)
■ Pending (28.42%)
■ Other OffMarket (3.16%)
■ Active (48.95%)

Absorption: Last 12 months, an Average of **42** Sales/Month
Active Inventory as of June 30, 2021 = **93**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2021 decreased **7.92%** to 93 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 **2.24** 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 **0.57%** in June 2021 to \$223,333 versus the previous year at \$222,057.

Average Days on Market Shortens

The average number of **12.24** days that homes spent on the market before selling decreased by 28.99 days or **70.31%** in June 2021 compared to last year's same month at **41.23** DOM.

Sales Success for June 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 80 New Listings in June 2021, up **48.15%** from last year at 54. Furthermore, there were 37 Closed Listings this month versus last year at 47, a **-21.28%** decrease.

Closed versus Listed trends yielded a **46.3%** ratio, down from previous year's, June 2020, at **87.0%**, a **46.86%** 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

June 2021



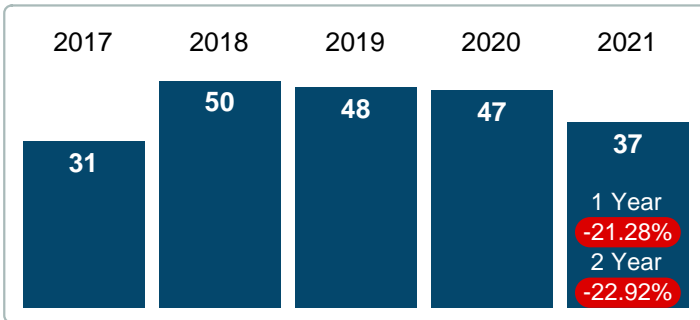
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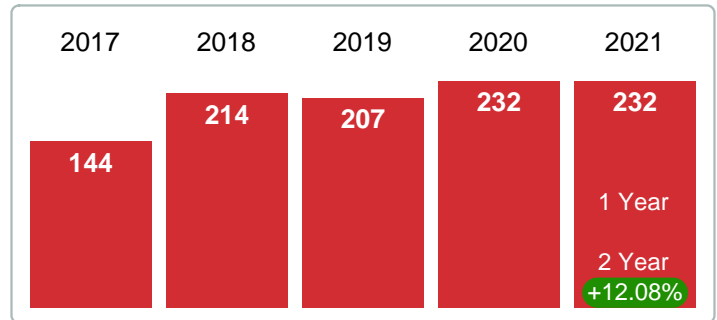
CLOSED LISTINGS

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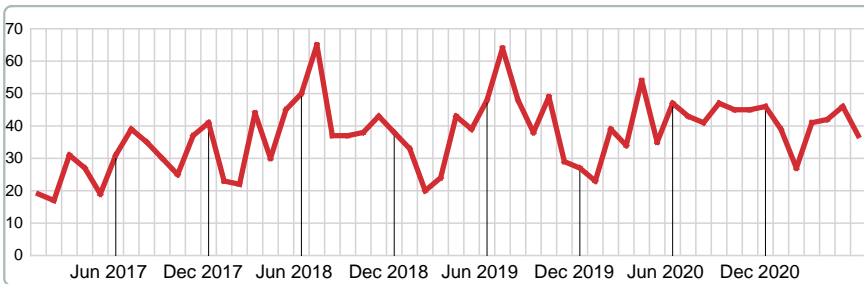
JUNE



YEAR TO DATE (YTD)

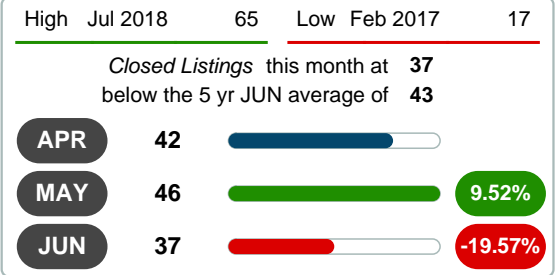


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 43



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	3	8.11%	17.7	0	3	0	0
\$100,001 - \$150,000	4	10.81%	19.8	2	2	0	0
\$150,001 - \$150,000	0	0.00%	0.0	0	0	0	0
\$150,001 - \$200,000	15	40.54%	5.2	2	11	2	0
\$200,001 - \$275,000	6	16.22%	18.7	0	6	0	0
\$275,001 - \$325,000	3	8.11%	7.3	0	3	0	0
\$325,001 and up	6	16.22%	18.2	1	2	3	0
Total Closed Units	37			5	27	5	0
Total Closed Volume	8,263,312	100%	12.2	915.70K	5.84M	1.51M	0.00B
Average Closed Price	\$223,333			\$183,140	\$216,300	\$301,500	\$0

June 2021



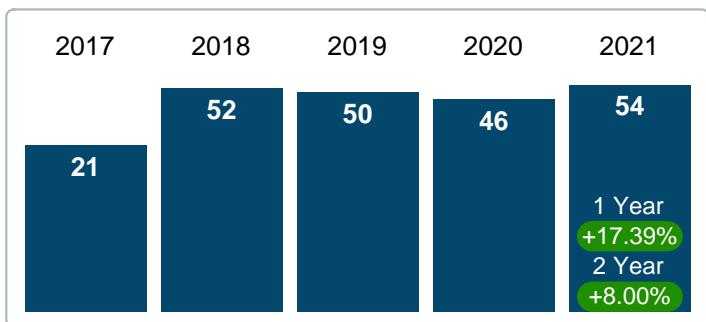
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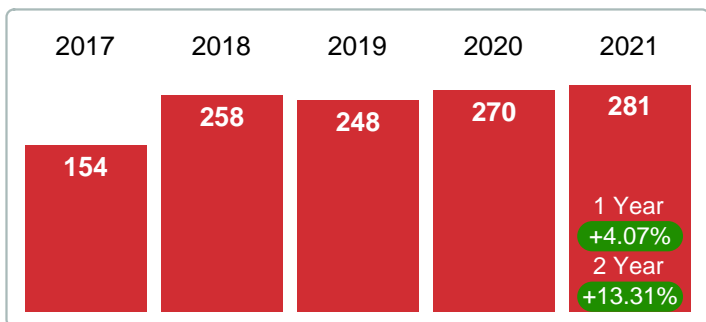
PENDING LISTINGS

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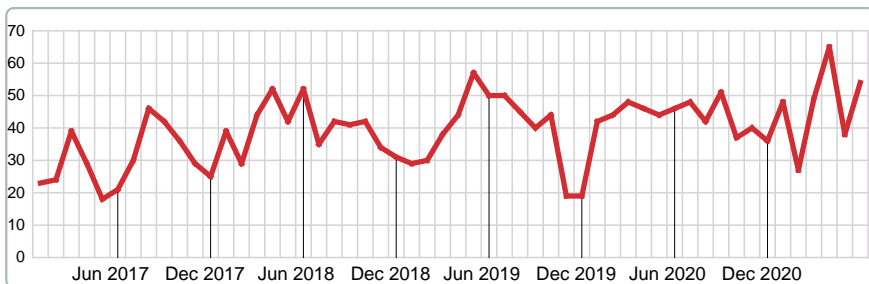
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

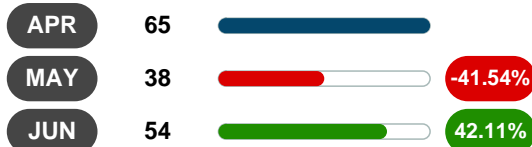


3 MONTHS

5 year JUN AVG = 45

High Apr 2021 65 Low May 2017 18

Pending Listings this month at 54
above the 5 yr JUN average of 45



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	4	7.41%	6.5	1	3	0	0
\$125,001 - \$175,000	7	12.96%	19.9	4	3	0	0
\$175,001 - \$175,000	0	0.00%	0.0	0	0	0	0
\$175,001 - \$225,000	21	38.89%	14.4	0	19	2	0
\$225,001 - \$250,000	3	5.56%	9.3	0	2	1	0
\$250,001 - \$350,000	13	24.07%	8.5	0	5	6	2
\$350,001 and up	6	11.11%	9.0	0	2	2	2
Total Pending Units	54			5	34	11	4
Total Pending Volume	12,867,472	100%	12.4	744.00K	7.63M	3.17M	1.33M
Average Listing Price	\$237,141			\$148,800	\$224,340	\$287,882	\$332,303

June 2021



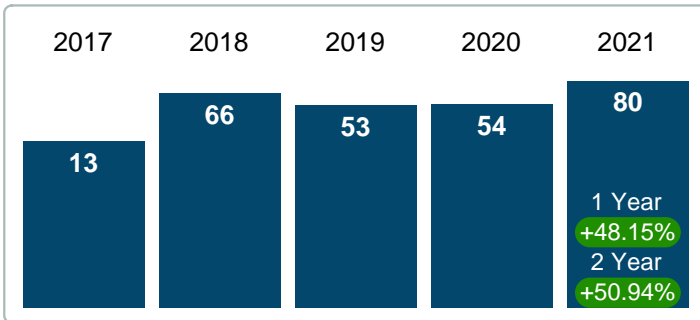
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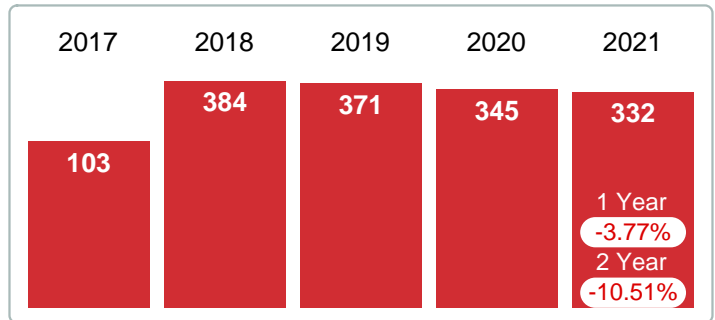
NEW LISTINGS

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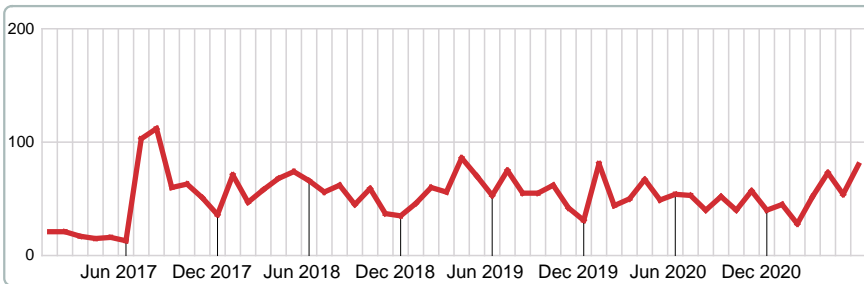
JUNE



YEAR TO DATE (YTD)

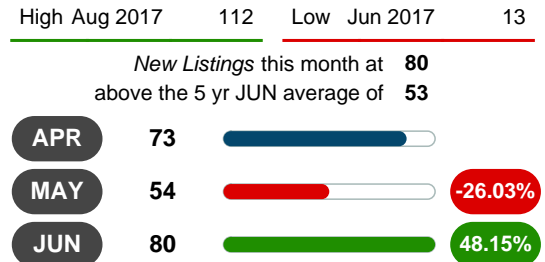


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 53



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	8	10.00%	3	5	0	0
\$125,001 - \$150,000	3	3.75%	1	1	1	0
\$150,001 - \$175,000	10	12.50%	3	5	2	0
\$175,001 - \$250,000	27	33.75%	0	22	5	0
\$250,001 - \$275,000	8	10.00%	0	3	4	1
\$275,001 - \$350,000	13	16.25%	0	7	5	1
\$350,001 and up	11	13.75%	0	5	5	1
Total New Listed Units	80		7	48	22	3
Total New Listed Volume	19,836,026	100%	973.80K	11.76M	6.18M	919.80K
Average New Listed Listing Price	\$244,846		\$139,114	\$244,954	\$281,119	\$306,600

June 2021



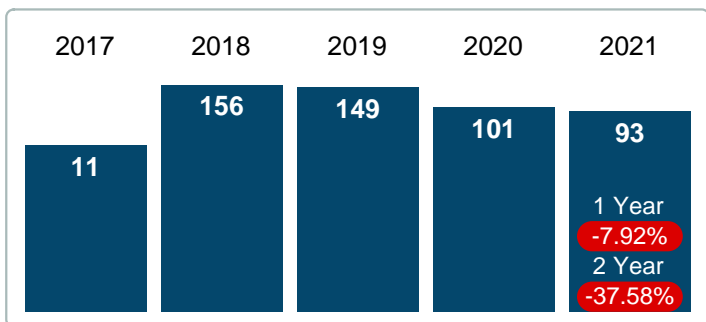
Area Delimited by County Of Bryan - Residential Property Type



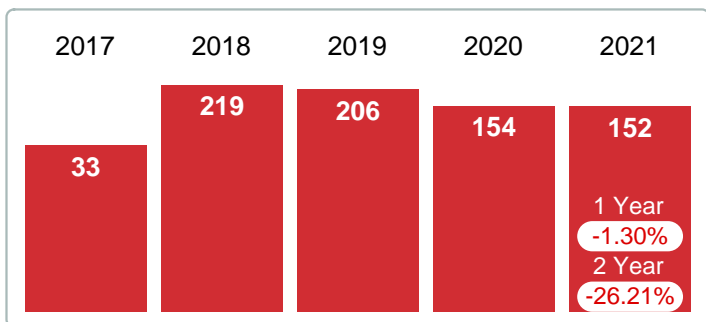
ACTIVE INVENTORY

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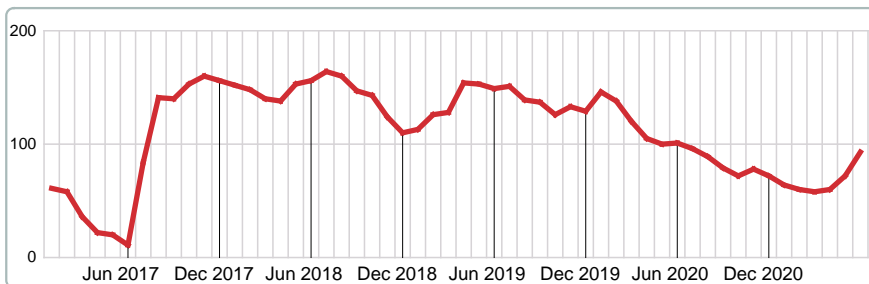
END OF JUNE



ACTIVE DURING JUNE

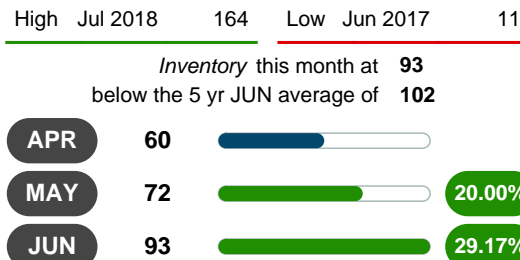


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 102



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	4	4.30%	86.0	2	2	0	0
\$100,001 - \$150,000	13	13.98%	45.0	5	5	3	0
\$150,001 - \$200,000	13	13.98%	30.2	1	7	5	0
\$200,001 - \$275,000	25	26.88%	70.7	2	15	6	2
\$275,001 - \$350,000	14	15.05%	58.8	1	6	7	0
\$350,001 - \$700,000	14	15.05%	76.9	1	8	5	0
\$700,001 and up	10	10.75%	113.6	1	4	4	1
Total Active Inventory by Units	93			13	47	30	3
Total Active Inventory by Volume	34,502,542	100%	65.8	4.13M	15.15M	13.29M	1.93M
Average Active Inventory Listing Price	\$370,995			\$317,915	\$322,322	\$443,041	\$643,103

June 2021



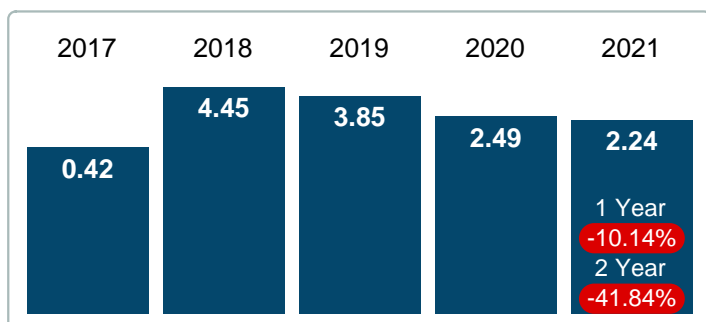
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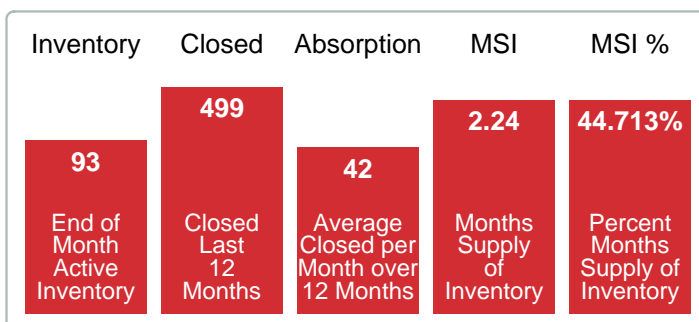
MONTHS SUPPLY of INVENTORY (MSI)

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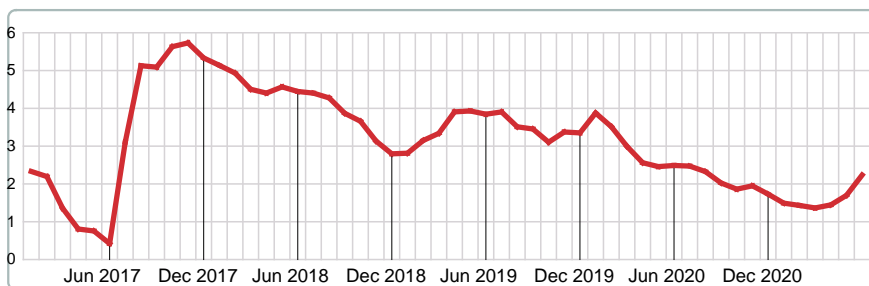
MSI FOR JUNE



INDICATORS FOR JUNE 2021

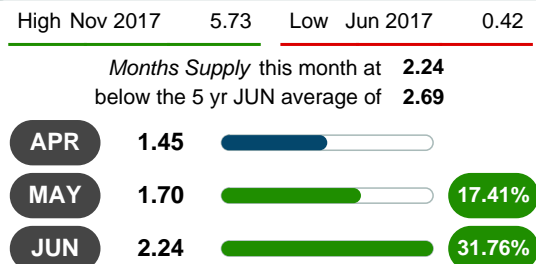


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 2.69



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	4	4.30%	0.72	0.96	0.73	0.00	0.00
\$100,001 - \$150,000	13	13.98%	1.77	3.75	0.95	4.00	0.00
\$150,001 - \$200,000	13	13.98%	1.05	2.40	0.68	3.53	0.00
\$200,001 - \$275,000	25	26.88%	2.80	24.00	2.25	3.13	8.00
\$275,001 - \$350,000	14	15.05%	3.73	6.00	2.88	4.94	0.00
\$350,001 - \$700,000	14	15.05%	4.10	6.00	8.00	3.75	0.00
\$700,001 and up	10	10.75%	40.00	0.00	48.00	0.00	6.00
Market Supply of Inventory (MSI)			2.24	3.06	1.67	3.96	1.89
Total Active Inventory by Units		100%	2.24	13	47	30	3

June 2021



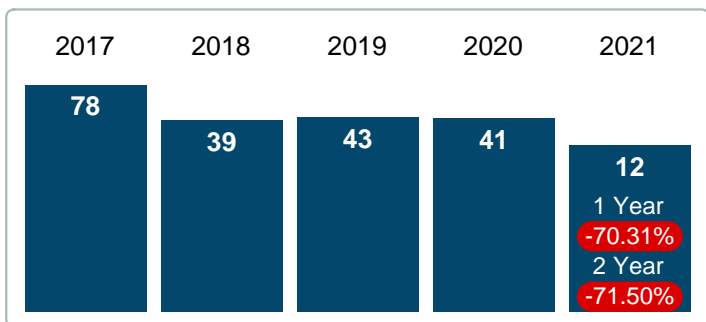
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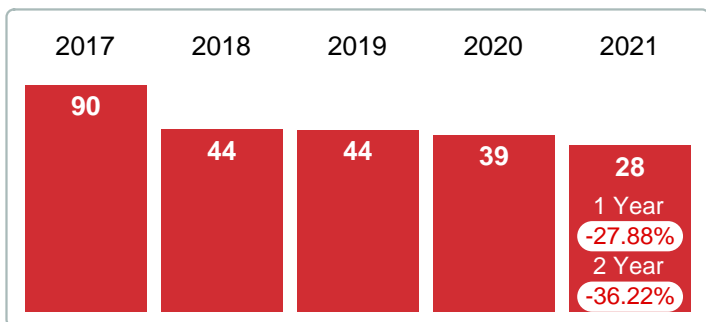
AVERAGE DAYS ON MARKET TO SALE

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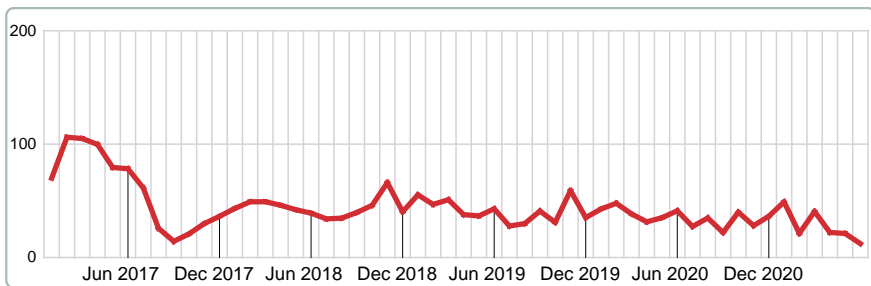
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

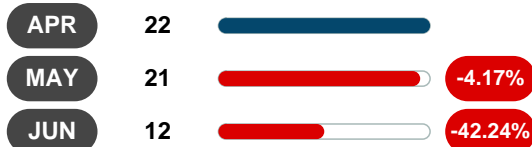


3 MONTHS

5 year JUN AVG = 43

High Feb 2017 106 Low Jun 2021 12

Average Days on Market to Sale this month at 12 below the 5 yr JUN average of 43



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
\$100,000 and less	8.11%	18	0	18	0	0
\$100,001 - \$150,000	10.81%	20	2	38	0	0
\$150,001 - \$150,000	0.00%	0	0	0	0	0
\$150,001 - \$200,000	40.54%	5	10	5	3	0
\$200,001 - \$275,000	16.22%	19	0	19	0	0
\$275,001 - \$325,000	8.11%	7	0	7	0	0
\$325,001 and up	16.22%	18	10	18	21	0
Average Closed DOM		12	7	13	14	0
Total Closed Units	100%	12	5	27	5	0
Total Closed Volume		8,263,312	915.70K	5.84M	1.51M	0.00B

June 2021



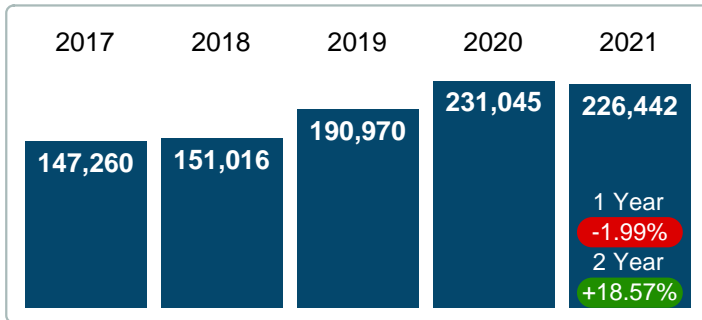
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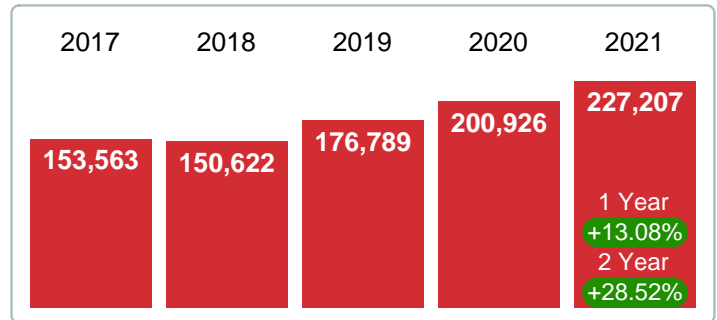
AVERAGE LIST PRICE AT CLOSING

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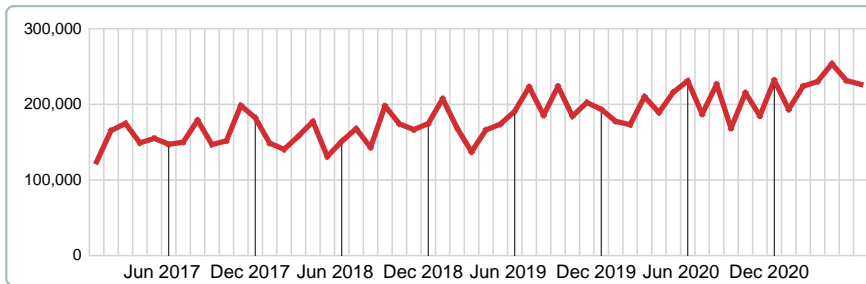
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

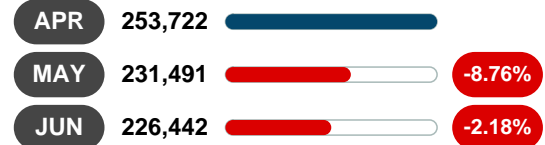


3 MONTHS

5 year JUN AVG = 189,347

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

Average List Price at Closing this month at **226,442**
above the 5 yr JUN average of **189,347**



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
\$100,000 and less	8.11%	84,333	0	84,333	0	0
\$100,001 - \$150,000	16.22%	135,983	117,200	141,500	0	0
\$150,001 - \$150,000	0.00%	0	0	0	0	0
\$150,001 - \$200,000	35.14%	180,782	172,450	175,033	192,000	0
\$200,001 - \$275,000	16.22%	233,583	0	232,650	0	0
\$275,001 - \$325,000	8.11%	292,633	0	292,633	0	0
\$325,001 and up	16.22%	446,650	349,900	605,000	373,333	0
Average List Price		226,442	185,840	220,191	300,800	0
Total Closed Units	100%	226,442	5	27	5	0
Total Closed Volume		8,378,362	929.20K	5.95M	1.50M	0.00B

June 2021



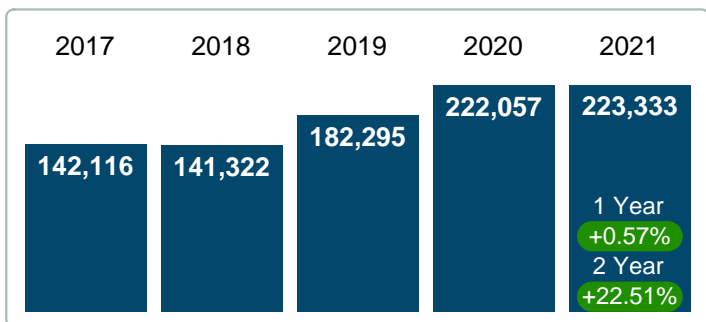
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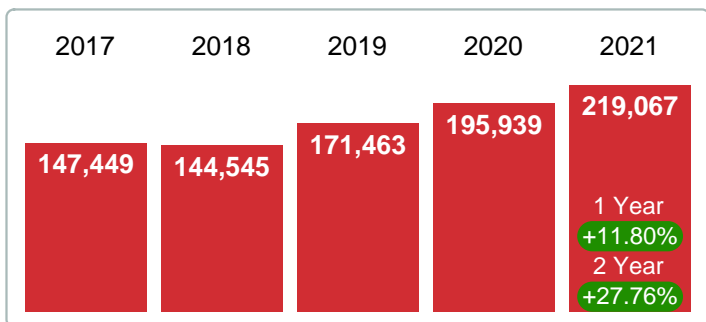
AVERAGE SOLD PRICE AT CLOSING

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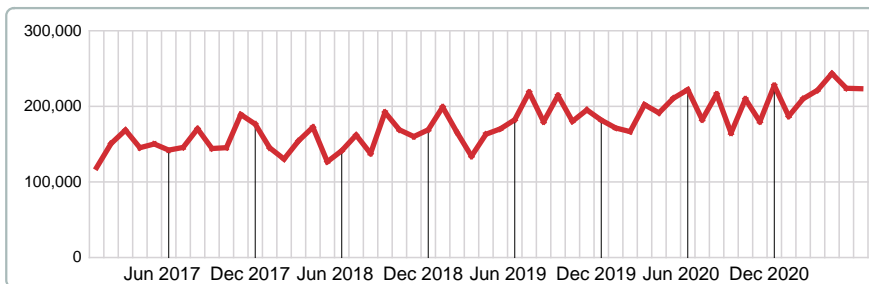
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

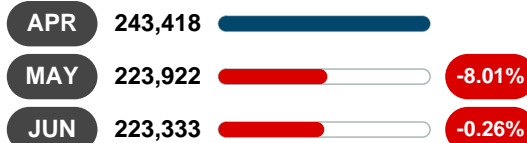


3 MONTHS

5 year JUN AVG = 182,225

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

Average Sold Price at Closing this month at **223,333** above the 5 yr JUN average of **182,225**



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
\$100,000 and less	8.11%	76,167	0	76,167	0	0
\$100,001 - \$150,000	10.81%	126,038	112,450	139,625	0	0
\$150,001 - \$150,000	0.00%	0	0	0	0	0
\$150,001 - \$200,000	40.54%	177,751	170,450	176,487	192,000	0
\$200,001 - \$275,000	16.22%	233,917	0	233,917	0	0
\$275,001 - \$325,000	8.11%	290,000	0	290,000	0	0
\$325,001 and up	16.22%	431,817	349,900	558,750	374,500	0
Average Sold Price		223,333	183,140	216,300	301,500	0
Total Closed Units	100%	223,333	5	27	5	0
Total Closed Volume		8,263,312	915.70K	5.84M	1.51M	0.00B

June 2021



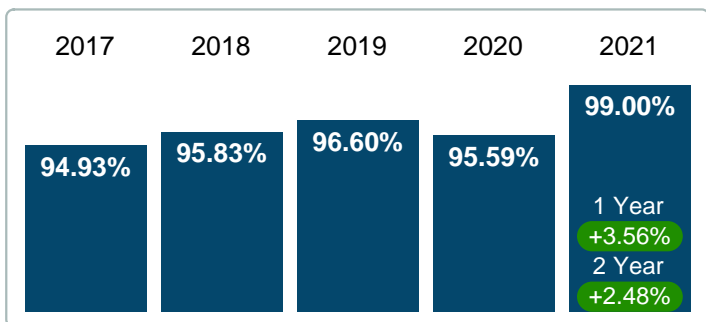
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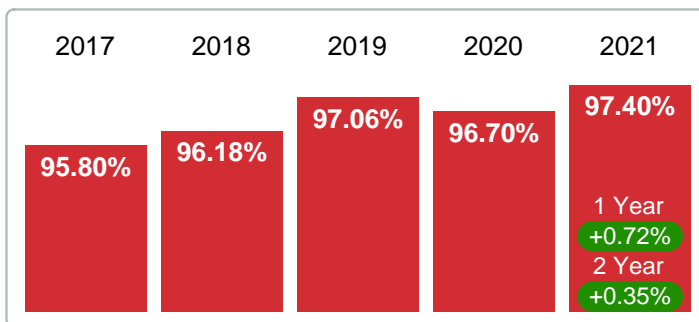
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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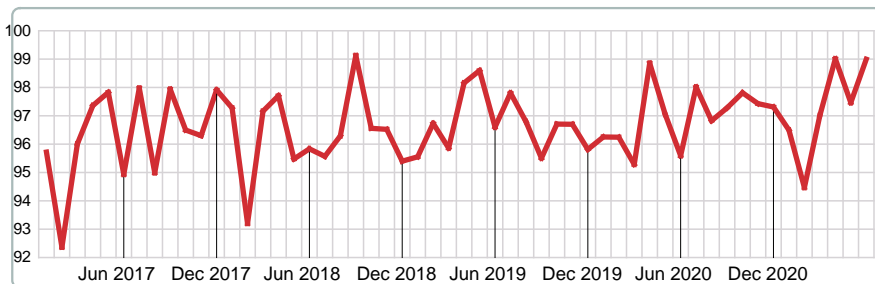
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

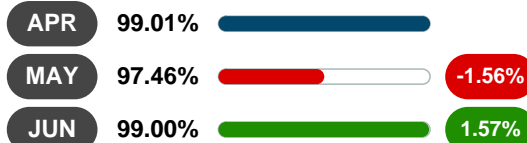


3 MONTHS

5 year JUN AVG = 96.39%

High Sep 2018 99.13% Low Feb 2017 92.37%

Average Sold/List Ratio this month at **99.00%**
above the 5 yr JUN average of **96.39%**



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
\$100,000 and less	3	8.11%	90.56%	0.00%	90.56%	0.00%	0.00%
\$100,001 - \$150,000	4	10.81%	97.39%	96.18%	98.59%	0.00%	0.00%
\$150,001 - \$150,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$150,001 - \$200,000	15	40.54%	100.57%	98.86%	100.98%	100.00%	0.00%
\$200,001 - \$275,000	6	16.22%	100.92%	0.00%	100.92%	0.00%	0.00%
\$275,001 - \$325,000	3	8.11%	99.12%	0.00%	99.12%	0.00%	0.00%
\$325,001 and up	6	16.22%	98.37%	100.00%	94.95%	100.11%	0.00%
Average Sold/List Ratio		99.00%		98.02%	98.98%	100.07%	0.00%
Total Closed Units		37	100%	5	27	5	
Total Closed Volume		8,263,312		915.70K	5.84M	1.51M	0.00B

June 2021



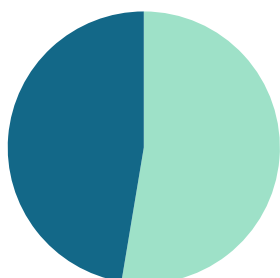
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

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

INVENTORY

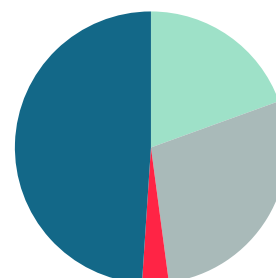


Inventory
 New Listings
80 = 52.63%
 Start Inventory
72
 Total Inventory Units
152
 Volume
\$51,348,914

Market Activity

Closed Sales
37 = 19.47%
 Pending Sales
54 = 28.42%
 Other Off Market
6 = 3.16%
 Active Inventory
93 = 48.95%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	47	37	-21.28%	232	232	0.00%
Pending Sales	46	54	17.39%	270	281	4.07%
New Listings	54	80	48.15%	345	332	-3.77%
Average List Price	231,045	226,442	-1.99%	200,926	227,207	13.08%
Average Sale Price	222,057	223,333	0.57%	195,939	219,067	11.80%
Average Percent of Selling Price to List Price	95.59%	99.00%	3.56%	96.70%	97.40%	0.72%
Average Days on Market to Sale	41.23	12.24	-70.31%	38.90	28.06	-27.88%
Monthly Inventory	101	93	-7.92%	101	93	-7.92%
Months Supply of Inventory	2.49	2.24	-10.14%	2.49	2.24	-10.14%

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

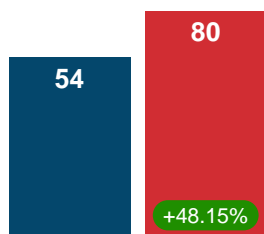
Inventory on June 30, 2021 = **93**

2020 **2021**

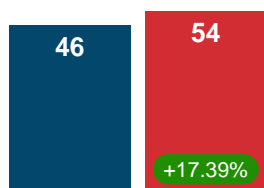
JUNE MARKET

AVERAGE PRICES

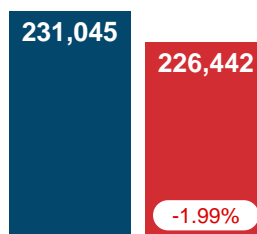
New Listings



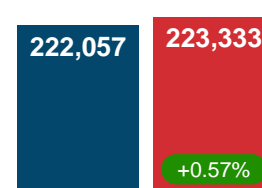
Pending Listings



List Price



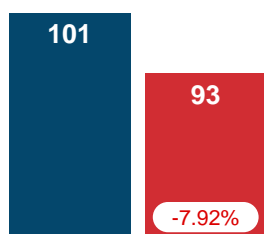
Sale Price



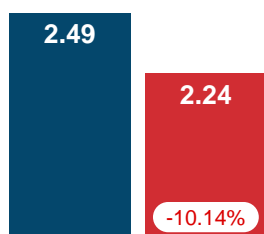
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

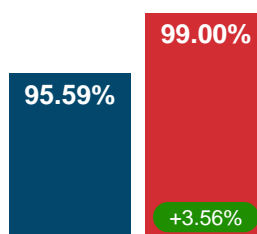
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

