

# June 2021



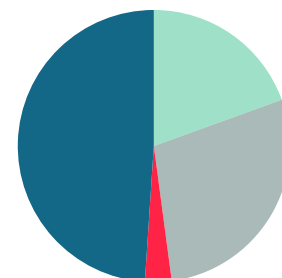
Area Delimited by County Of Bryan - Residential Property Type



## 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%
Median List Price	176,000	194,900	10.74%
Median Sale Price	176,000	197,500	12.22%
Median Percent of Selling Price to List Price	97.44%	100.00%	2.63%
Median Days on Market to Sale	18.00	4.00	-77.78%
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.

#### 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 **12.22%** in June 2021 to \$197,500 versus the previous year at \$176,000.

#### Median Days on Market Shortens

The median number of **4.00** days that homes spent on the market before selling decreased by 14.00 days or **77.78%** in June 2021 compared to last year's same month at **18.00** DOM.

#### Sales Success for June 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 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.

### 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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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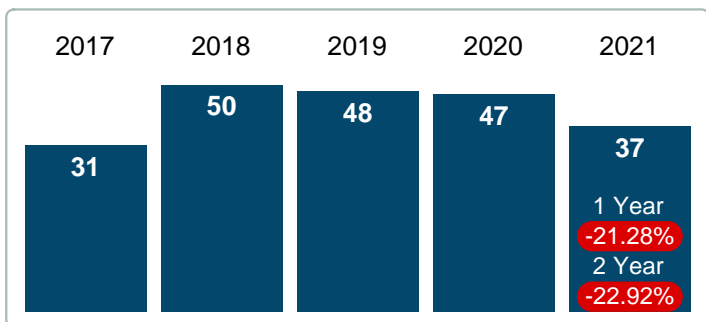
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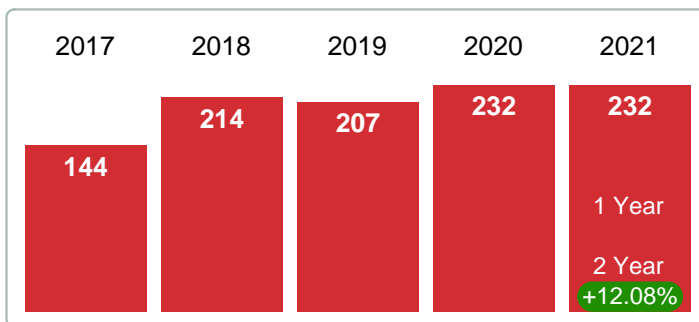
## CLOSED LISTINGS

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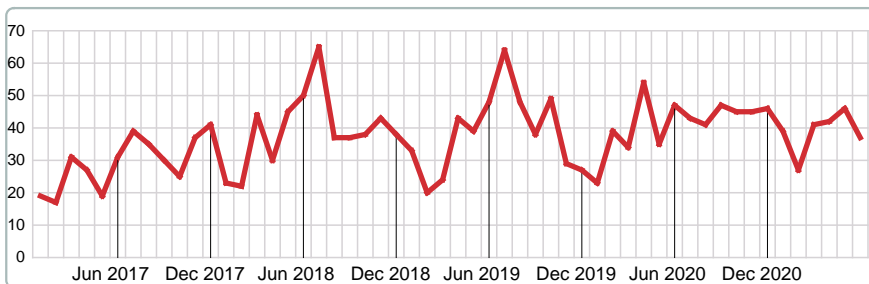
### JUNE



### YEAR TO DATE (YTD)

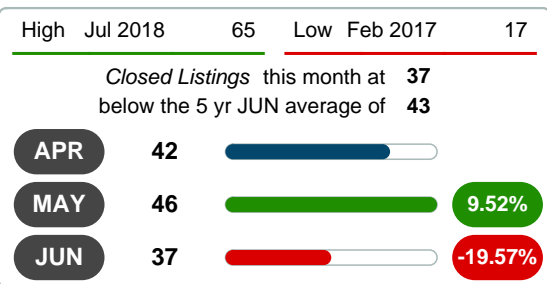


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 43



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	3	8.11%	18.0	0	3	0	0
\$100,001 - \$150,000	4	10.81%	2.0	2	2	0	0
\$150,001 - \$150,000	0	0.00%	2.0	0	0	0	0
\$150,001 - \$200,000	15	40.54%	2.0	2	11	2	0
\$200,001 - \$275,000	6	16.22%	11.0	0	6	0	0
\$275,001 - \$325,000	3	8.11%	8.0	0	3	0	0
\$325,001 and up	6	16.22%	18.5	1	2	3	0
<b>Total Closed Units</b>	<b>37</b>			<b>5</b>	<b>27</b>	<b>5</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>8,263,312</b>	<b>100%</b>	<b>4.0</b>	<b>915.70K</b>	<b>5.84M</b>	<b>1.51M</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$197,500</b>			<b>\$169,900</b>	<b>\$197,500</b>	<b>\$330,000</b>	<b>\$0</b>

# June 2021



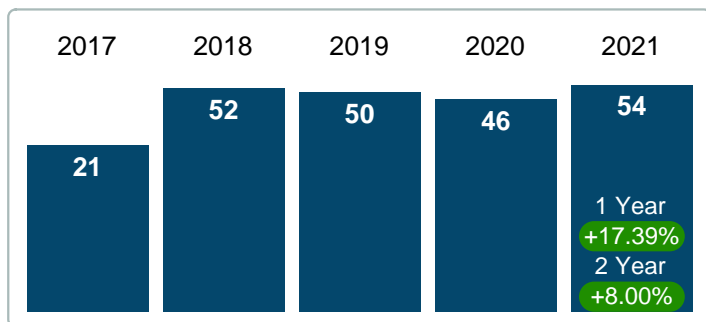
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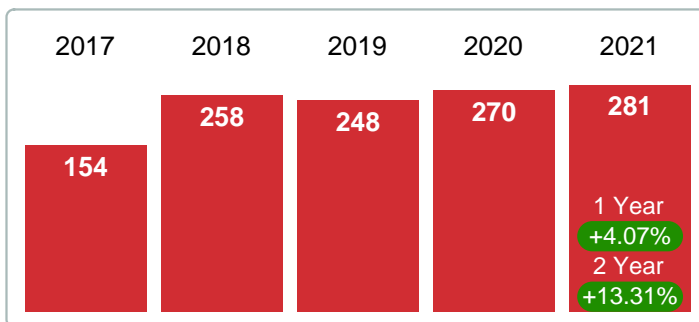
## PENDING LISTINGS

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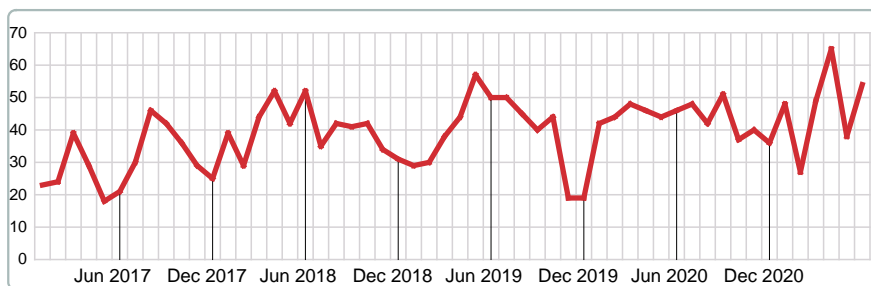
### JUNE



### YEAR TO DATE (YTD)

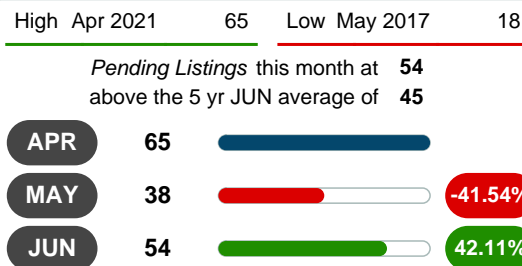


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 45



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	4	7.41%	6.0	1	3	0	0
\$125,001 - \$175,000	7	12.96%	4.0	4	3	0	0
\$175,001 - \$175,000	0	0.00%	4.0	0	0	0	0
\$175,001 - \$225,000	21	38.89%	3.0	0	19	2	0
\$225,001 - \$250,000	3	5.56%	6.0	0	2	1	0
\$250,001 - \$350,000	13	24.07%	6.0	0	5	6	2
\$350,001 and up	6	11.11%	10.0	0	2	2	2
<b>Total Pending Units</b>	<b>54</b>			<b>5</b>	<b>34</b>	<b>11</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>12,867,472</b>	<b>100%</b>	<b>4.5</b>	<b>744.00K</b>	<b>7.63M</b>	<b>3.17M</b>	<b>1.33M</b>
<b>Median Listing Price</b>	<b>\$215,750</b>			<b>\$159,000</b>	<b>\$208,500</b>	<b>\$270,000</b>	<b>\$329,950</b>

# June 2021



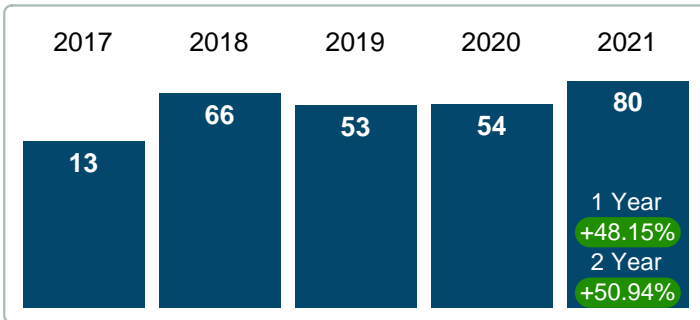
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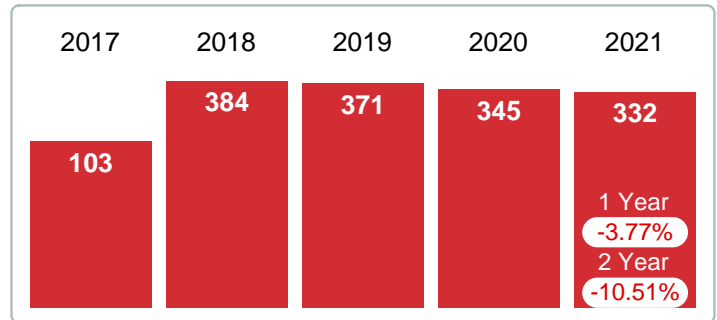
## NEW LISTINGS

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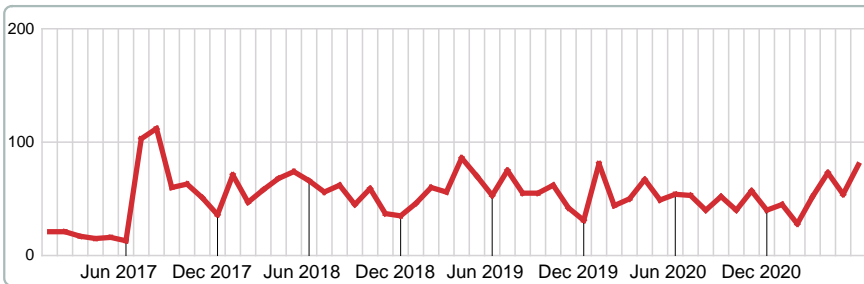
### JUNE



### YEAR TO DATE (YTD)

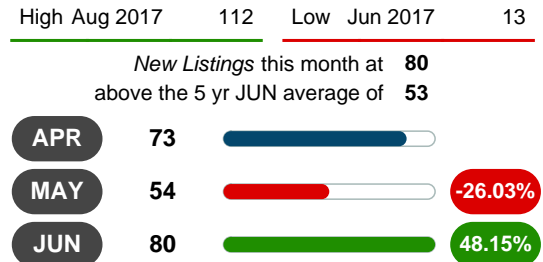


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
<b>Total New Listed Units</b>	<b>80</b>		<b>7</b>	<b>48</b>	<b>22</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>19,836,026</b>	<b>100%</b>	<b>973.80K</b>	<b>11.76M</b>	<b>6.18M</b>	<b>919.80K</b>
<b>Median New Listed Listing Price</b>	<b>\$219,950</b>		<b>\$144,900</b>	<b>\$212,500</b>	<b>\$268,500</b>	<b>\$299,900</b>

# June 2021



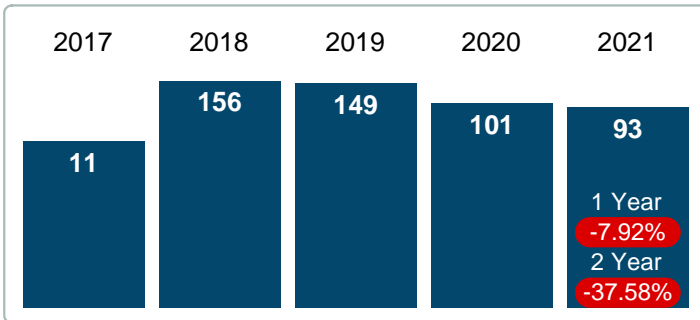
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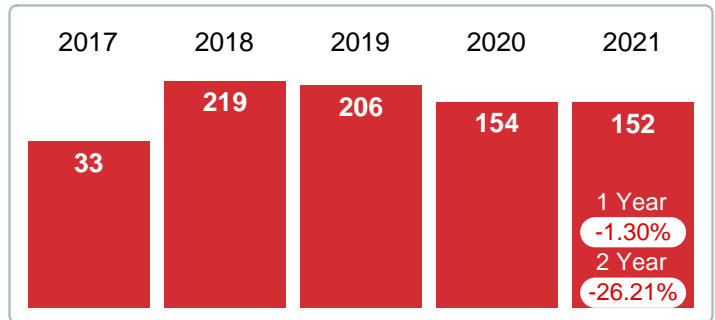
## ACTIVE INVENTORY

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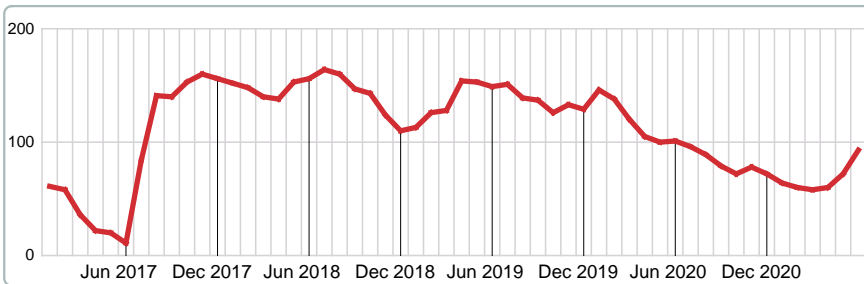
### END OF JUNE



### ACTIVE DURING JUNE

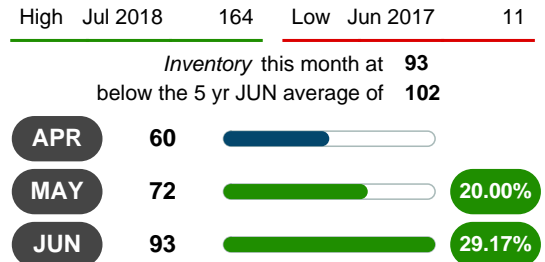


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 102



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	4	4.30%	72.0	2	2	0	0
\$100,001 - \$150,000	13	13.98%	34.0	5	5	3	0
\$150,001 - \$200,000	13	13.98%	20.0	1	7	5	0
\$200,001 - \$275,000	25	26.88%	48.0	2	15	6	2
\$275,001 - \$350,000	14	15.05%	14.0	1	6	7	0
\$350,001 - \$700,000	14	15.05%	48.0	1	8	5	0
\$700,001 and up	10	10.75%	104.5	1	4	4	1
<b>Total Active Inventory by Units</b>	<b>93</b>			<b>13</b>	<b>47</b>	<b>30</b>	<b>3</b>
<b>Total Active Inventory by Volume</b>	<b>34,502,542</b>	<b>100%</b>	<b>42.0</b>	<b>4.13M</b>	<b>15.15M</b>	<b>13.29M</b>	<b>1.93M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$250,000</b>			<b>\$150,000</b>	<b>\$249,500</b>	<b>\$277,750</b>	<b>\$269,410</b>

# June 2021



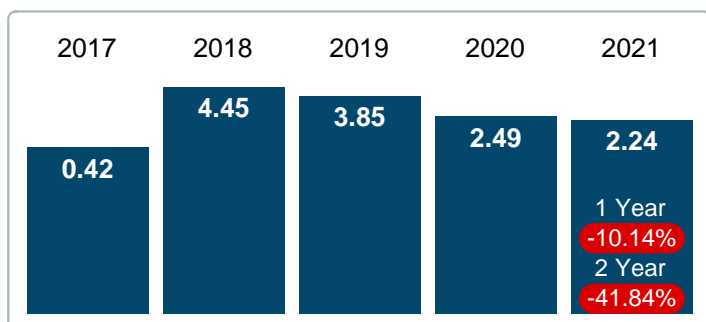
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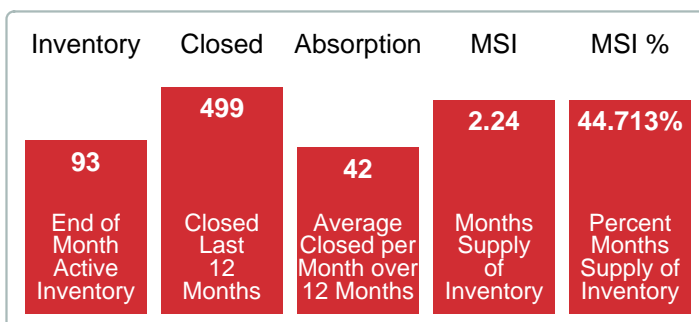
## MONTHS SUPPLY of INVENTORY (MSI)

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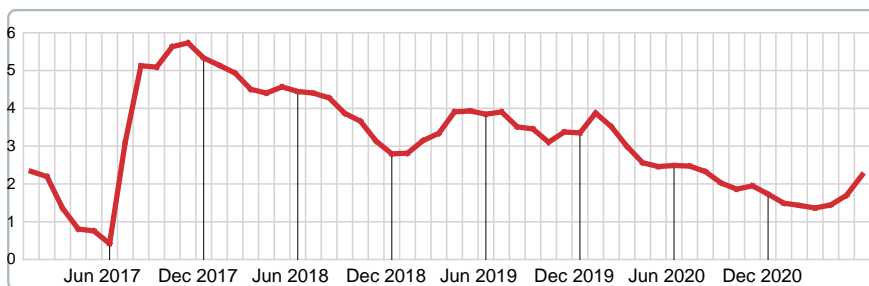
### MSI FOR JUNE



### INDICATORS FOR JUNE 2021

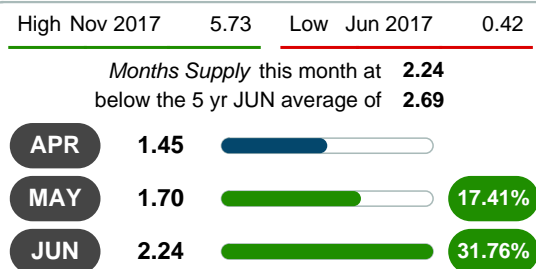


### 5 YEAR MARKET ACTIVITY TRENDS



### 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	100%	2.24	3.06	1.67	3.96	1.89
Total Active Inventory by Units	93			13	47	30	3

# June 2021



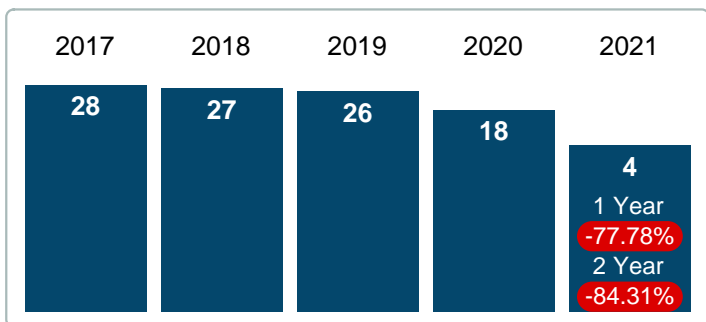
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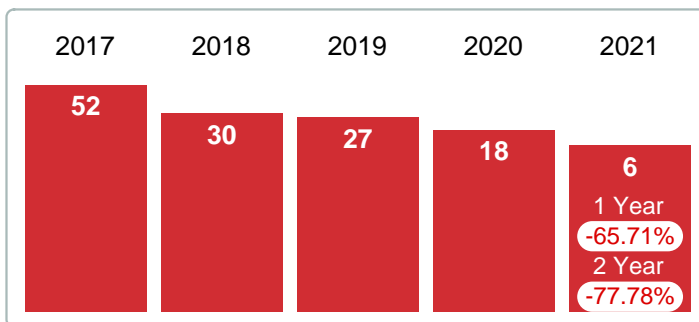
## MEDIAN DAYS ON MARKET TO SALE

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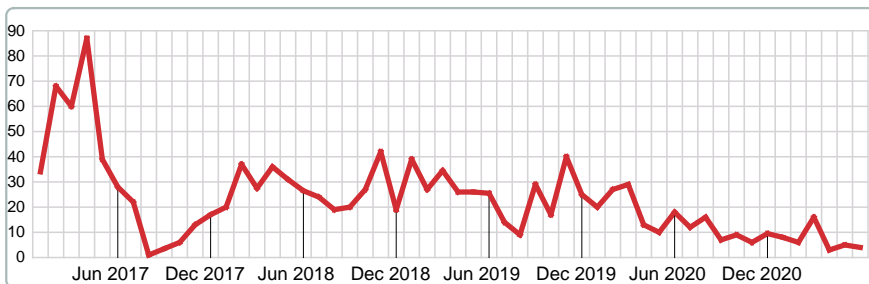
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

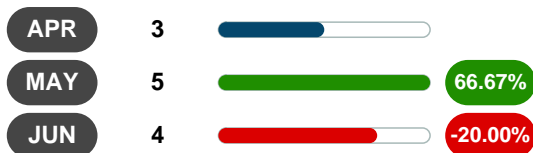


### 3 MONTHS

5 year JUN AVG = 20

High Apr 2017 87 Low Aug 2017 1

Median Days on Market to Sale this month at 4 below the 5 yr JUN average of 20



### 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
\$100,000 and less	8.11%	18	0	18	0	0
\$100,001 - \$150,000	10.81%	2	2	38	0	0
\$150,001 - \$150,000	0.00%	2	0	0	0	0
\$150,001 - \$200,000	40.54%	2	10	2	3	0
\$200,001 - \$275,000	16.22%	11	0	11	0	0
\$275,001 - \$325,000	8.11%	8	0	8	0	0
\$325,001 and up	16.22%	19	10	18	27	0
Median Closed DOM		4	3	4	6	0
Total Closed Units	100%	37	5	27	5	
Total Closed Volume		8,263,312	915.70K	5.84M	1.51M	0.00B

# June 2021



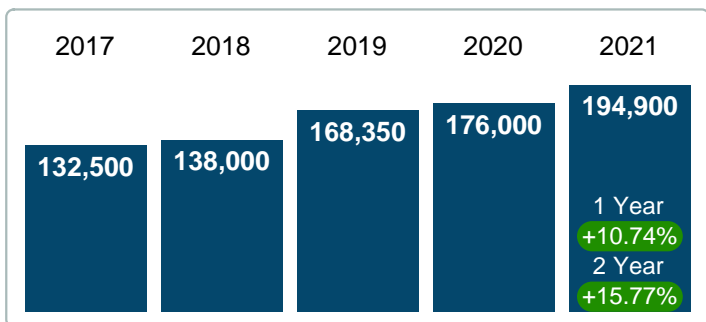
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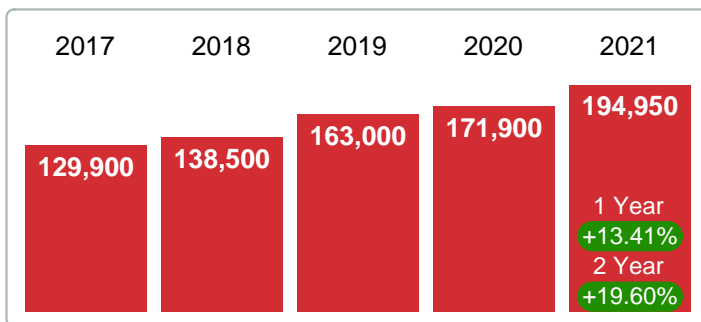
## MEDIAN LIST PRICE AT CLOSING

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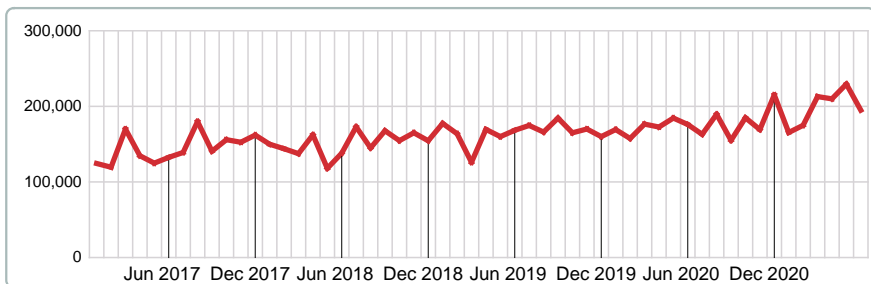
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 161,950

High May 2021 229,450    Low May 2018 118,000

Median List Price at Closing this month at **194,900**  
above the 5 yr JUN average of **161,950**

APR	209,950	
MAY	229,450	+9.29%
JUN	194,900	-15.06%

### 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
\$100,000 and less	8.11%	85,000	0	85,000	0	0
\$100,001 - \$150,000	16.22%	140,750	117,200	149,250	0	0
\$150,001 - \$150,000	0.00%	140,750	0	0	0	0
\$150,001 - \$200,000	35.14%	175,000	172,450	175,000	192,000	0
\$200,001 - \$275,000	16.22%	234,250	0	234,250	0	0
\$275,001 - \$325,000	8.11%	289,000	0	289,000	0	0
\$325,001 and up	16.22%	344,950	349,900	605,000	340,000	0
Median List Price		194,900	169,900	194,900	330,000	0
Total Closed Units	100%	37	5	27	5	
Total Closed Volume		8,378,362	929.20K	5.95M	1.50M	0.00B



# June 2021



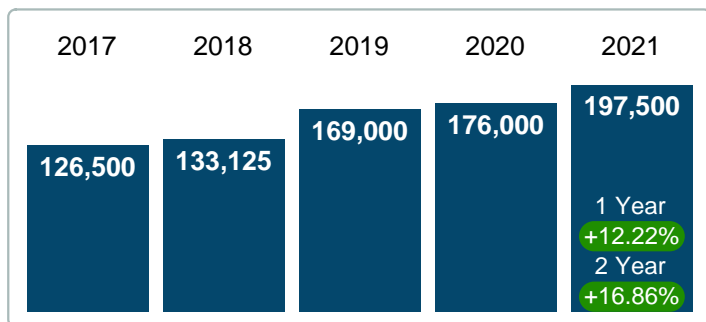
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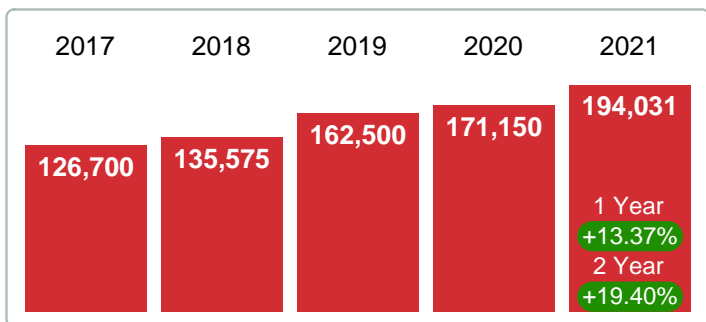
## MEDIAN SOLD PRICE AT CLOSING

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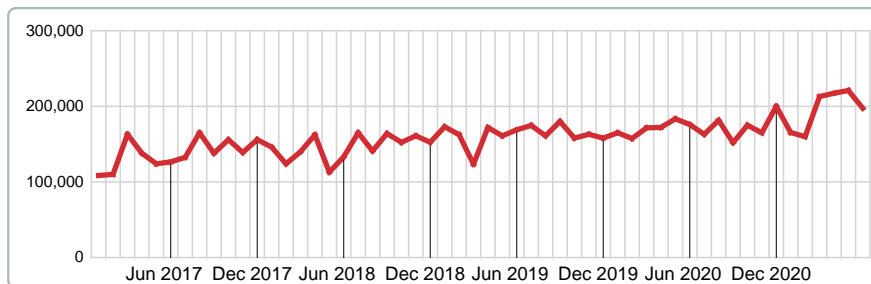
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 160,425

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

Median Sold Price at Closing this month at **197,500**  
above the 5 yr JUN average of **160,425**

- APR 217,400
- MAY 220,950 +1.63%
- JUN 197,500 -10.61%

### 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
\$100,000 and less	3	8.11%	75,000	0	75,000	0	0
\$100,001 - \$150,000	4	10.81%	122,125	112,450	139,625	0	0
\$150,001 - \$150,000	0	0.00%	122,125	0	0	0	0
\$150,001 - \$200,000	15	40.54%	171,000	170,450	171,000	192,000	0
\$200,001 - \$275,000	6	16.22%	234,750	0	234,750	0	0
\$275,001 - \$325,000	3	8.11%	283,000	0	283,000	0	0
\$325,001 and up	6	16.22%	341,700	349,900	558,750	333,500	0
Median Sold Price			197,500	169,900	197,500	330,000	0
Total Closed Units		100%	197,500	5	27	5	
Total Closed Volume			8,263,312	915.70K	5.84M	1.51M	0.00B

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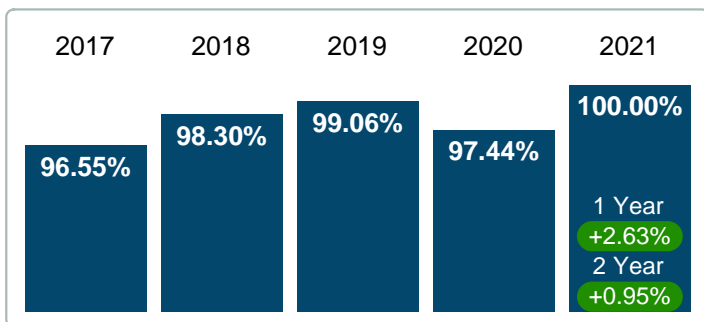
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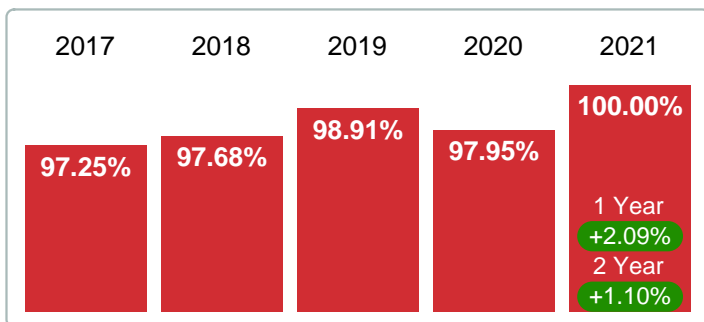
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

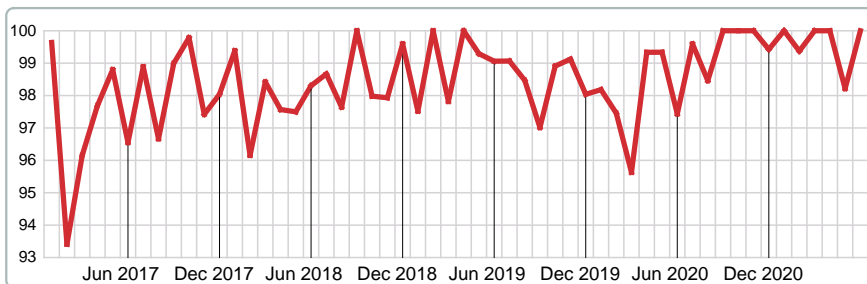
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

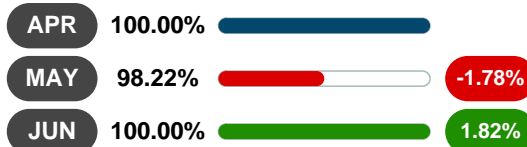


### 3 MONTHS

5 year JUN AVG = 98.27%

High Jun 2021 100.00% Low Feb 2017 93.41%

Median Sold/List Ratio this month at **100.00%** above the 5 yr JUN average of **98.27%**



## 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
\$100,000 and less	3	8.11%	94.94%	0.00%	94.94%	0.00%	0.00%
\$100,001 - \$150,000	4	10.81%	98.59%	96.18%	98.59%	0.00%	0.00%
\$150,001 - \$150,000	0	0.00%	98.59%	0.00%	0.00%	0.00%	0.00%
\$150,001 - \$200,000	15	40.54%	100.00%	98.86%	100.00%	100.00%	0.00%
\$200,001 - \$275,000	6	16.22%	100.00%	0.00%	100.00%	0.00%	0.00%
\$275,001 - \$325,000	3	8.11%	99.03%	0.00%	99.03%	0.00%	0.00%
\$325,001 and up	6	16.22%	100.30%	100.00%	94.95%	101.06%	0.00%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	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



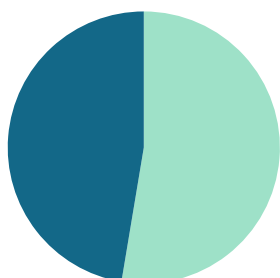
Area Delimited by County Of Bryan - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

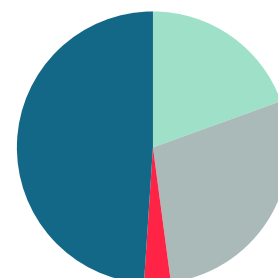


**Inventory**  
 New Listings  
**80 = 52.63%**  
 Start Inventory  
**72**  
 Total Inventory Units  
**152**  
 Volume  
**\$51,348,914**

### 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%
Median List Price	176,000	194,900	10.74%	171,900	194,950	13.41%
Median Sale Price	176,000	197,500	12.22%	171,150	194,031	13.37%
Median Percent of Selling Price to List Price	97.44%	100.00%	2.63%	97.95%	100.00%	2.09%
Median Days on Market to Sale	18.00	4.00	-77.78%	17.50	6.00	-65.71%
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

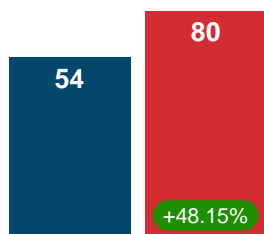
**Inventory** on June 30, 2021 = **93**

**2020** **2021**

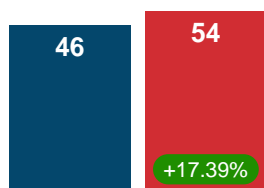
### JUNE MARKET

### MEDIAN PRICES

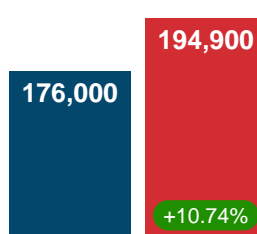
#### New Listings



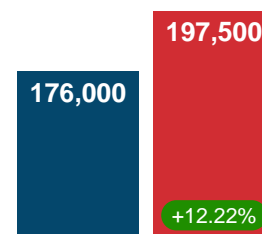
#### Pending Listings



#### List Price



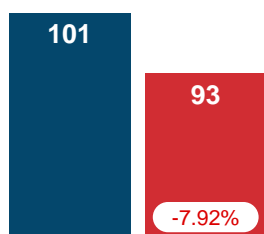
#### Sale Price



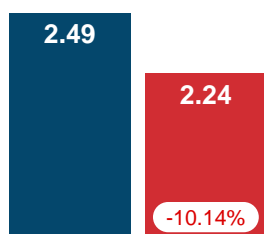
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

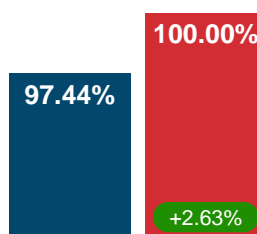
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

