

# March 2021



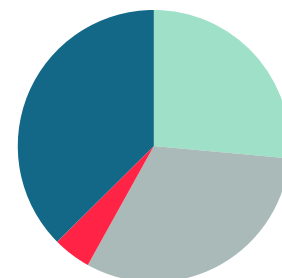
Area Delimited by County Of Bryan - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	March 2021	+/-%
Closed Listings	34	41	20.59%
Pending Listings	48	49	2.08%
New Listings	50	52	4.00%
Average List Price	210,129	230,269	9.58%
Average Sale Price	202,212	221,346	9.46%
Average Percent of Selling Price to List Price	95.29%	97.01%	1.81%
Average Days on Market to Sale	38.47	40.59	5.50%
End of Month Inventory	120	58	-51.67%
Months Supply of Inventory	2.99	1.36	-54.42%



■ Closed (26.45%)  
■ Pending (31.61%)  
■ Other OffMarket (4.52%)  
■ Active (37.42%)

**Absorption:** Last 12 months, an Average of **43** Sales/Month  
**Active Inventory** as of March 31, 2021 = **58**

### Analysis Wrap-Up

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

The total housing inventory at the end of March 2021 decreased **51.67%** to 58 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 **1.36** 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 **9.46%** in March 2021 to \$221,346 versus the previous year at \$202,212.

#### Average Days on Market Lengthens

The average number of **40.59** days that homes spent on the market before selling increased by 2.11 days or **5.50%** in March 2021 compared to last year's same month at **38.47** DOM.

#### Sales Success for March 2021 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 52 New Listings in March 2021, up **4.00%** from last year at 50. Furthermore, there were 41 Closed Listings this month versus last year at 34, a **20.59%** increase.

Closed versus Listed trends yielded a **78.8%** ratio, up from previous year's, March 2020, at **68.0%**, a **15.95%** upswing. This will certainly create pressure on a decreasing Month's 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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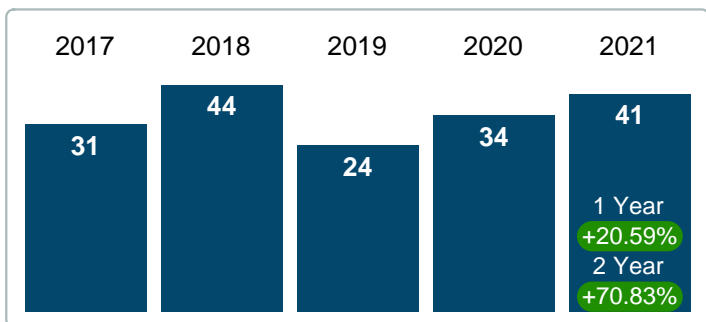
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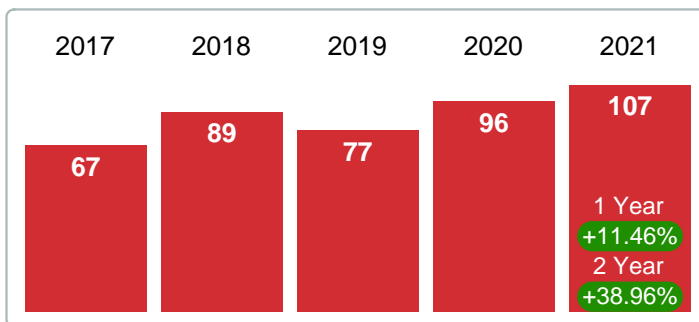
## CLOSED LISTINGS

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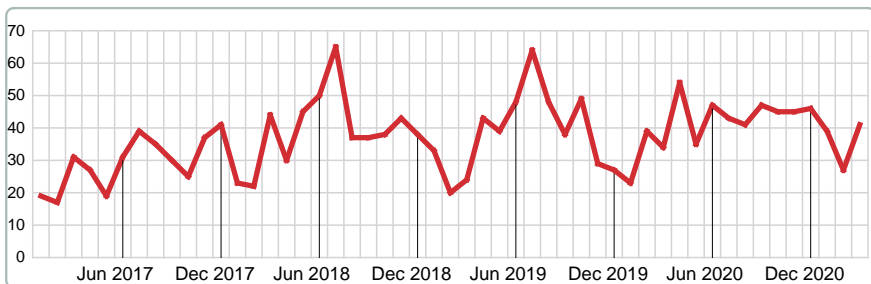
### MARCH



### YEAR TO DATE (YTD)

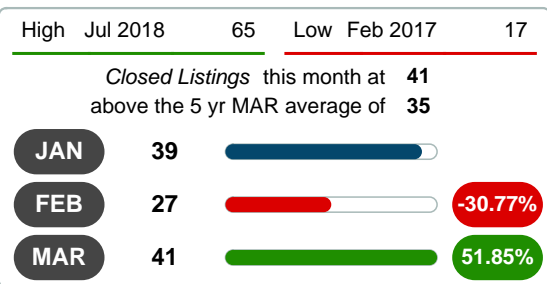


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 35



### 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	7.32%	45.0	0	2	1	0
\$100,001 - \$150,000	6	14.63%	33.5	0	4	2	0
\$150,001 - \$175,000	5	12.20%	31.8	1	3	1	0
\$175,001 - \$225,000	10	24.39%	62.7	0	9	1	0
\$225,001 - \$250,000	5	12.20%	20.0	0	4	1	0
\$250,001 - \$350,000	7	17.07%	41.9	0	5	2	0
\$350,001 and up	5	12.20%	29.8	0	1	2	2
<b>Total Closed Units</b>	<b>41</b>			<b>1</b>	<b>28</b>	<b>10</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>9,075,173</b>	<b>100%</b>	<b>40.6</b>	<b>160.00K</b>	<b>5.79M</b>	<b>2.25M</b>	<b>870.00K</b>
<b>Average Closed Price</b>	<b>\$221,346</b>			<b>\$160,000</b>	<b>\$206,869</b>	<b>\$225,285</b>	<b>\$435,000</b>

# March 2021



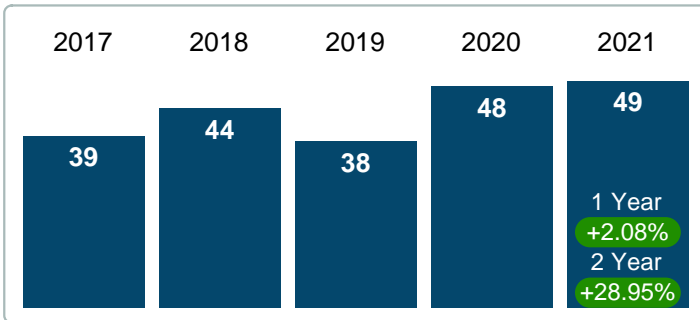
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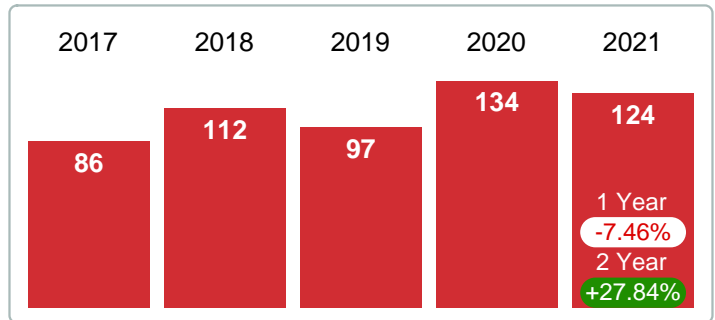
## PENDING LISTINGS

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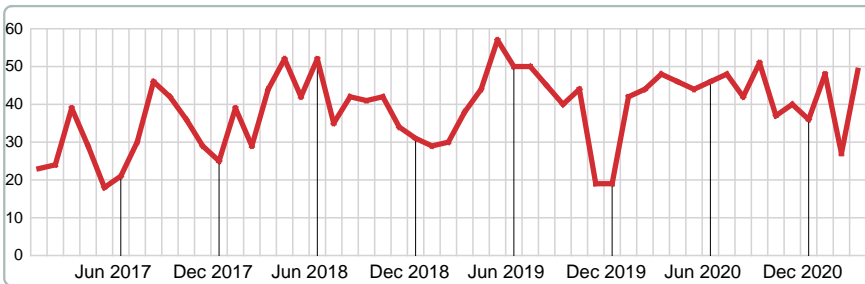
### MARCH



### YEAR TO DATE (YTD)

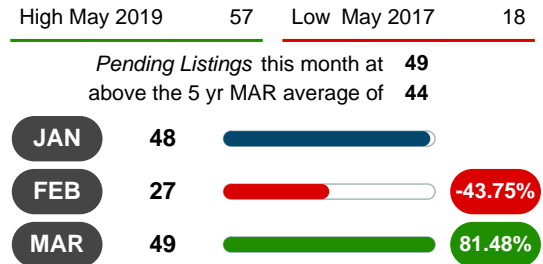


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 44



### 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	4	8.16%	17.5	3	0	1	0
\$100,001 - \$150,000	7	14.29%	74.0	2	2	3	0
\$150,001 - \$175,000	5	10.20%	3.6	1	3	1	0
\$175,001 - \$225,000	12	24.49%	21.3	1	9	2	0
\$225,001 - \$250,000	7	14.29%	31.0	0	5	2	0
\$250,001 - \$575,000	9	18.37%	35.0	1	3	5	0
\$575,001 and up	5	10.20%	79.2	0	2	0	3
<b>Total Pending Units</b>	<b>49</b>			<b>8</b>	<b>24</b>	<b>14</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>12,212,023</b>	<b>100%</b>	<b>33.2</b>	<b>1.00M</b>	<b>6.21M</b>	<b>3.14M</b>	<b>1.86M</b>
<b>Average Listing Price</b>	<b>\$255,896</b>			<b>\$125,600</b>	<b>\$258,705</b>	<b>\$224,236</b>	<b>\$619,667</b>

# March 2021



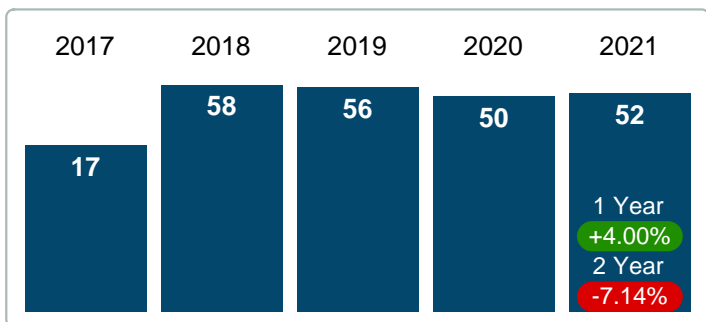
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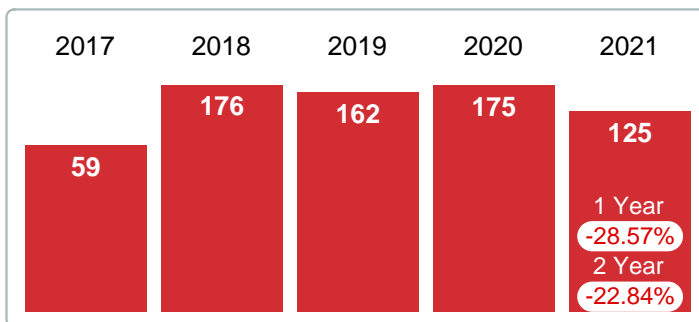
## NEW LISTINGS

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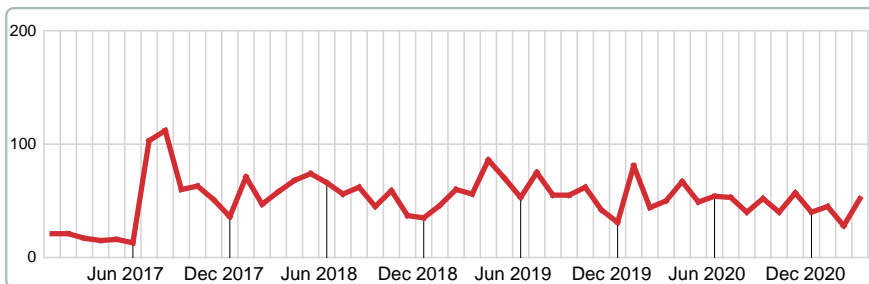
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 47

High Aug 2017 112 Low Jun 2017 13

New Listings this month at 52  
above the 5 yr MAR average of 47



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	5	9.62%	3	1	1	0
\$125,001 - \$175,000	7	13.46%	1	4	1	1
\$175,001 - \$175,000	0	0.00%	0	0	0	0
\$175,001 - \$250,000	20	38.46%	0	17	3	0
\$250,001 - \$275,000	4	7.69%	1	2	1	0
\$275,001 - \$450,000	10	19.23%	1	4	5	0
\$450,001 and up	6	11.54%	0	3	1	2
<b>Total New Listed Units</b>	<b>52</b>		<b>6</b>	<b>31</b>	<b>12</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>14,065,522</b>	<b>100%</b>	<b>905.20K</b>	<b>8.43M</b>	<b>3.52M</b>	<b>1.21M</b>
<b>Average New Listed Listing Price</b>	<b>\$251,566</b>		<b>\$150,867</b>	<b>\$271,988</b>	<b>\$293,400</b>	<b>\$402,633</b>

# March 2021



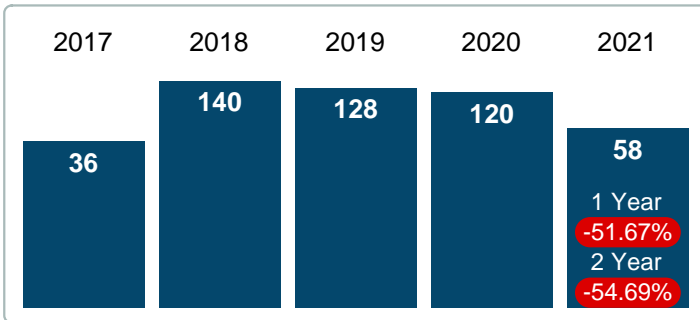
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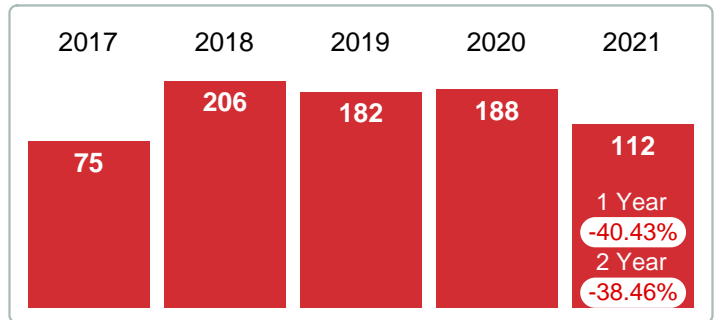
## ACTIVE INVENTORY

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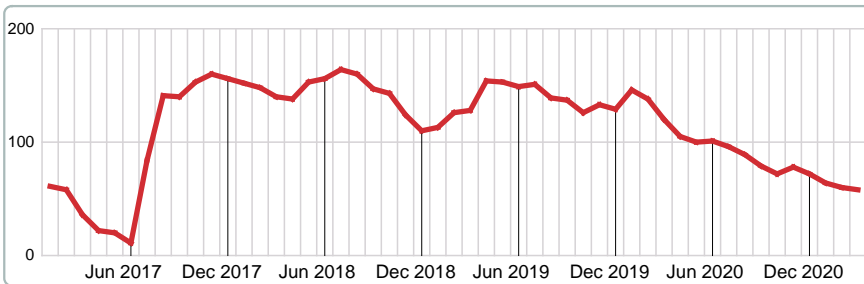
### END OF MARCH



### ACTIVE DURING MARCH

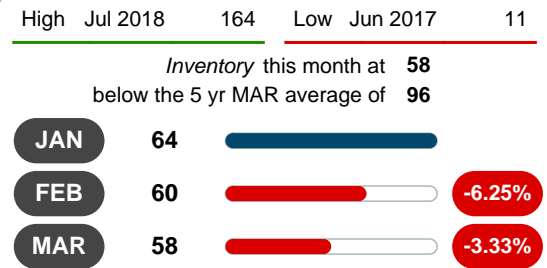


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 96



### 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	6.90%	69.3	2	2	0	0
\$100,001 - \$175,000	7	12.07%	90.4	4	1	0	2
\$175,001 - \$225,000	9	15.52%	58.4	0	6	3	0
\$225,001 - \$300,000	16	27.59%	43.9	3	10	2	1
\$300,001 - \$450,000	8	13.79%	66.3	1	0	7	0
\$450,001 - \$1,000,000	9	15.52%	87.7	0	4	3	2
\$1,000,001 and up	5	8.62%	126.8	1	2	2	0
<b>Total Active Inventory by Units</b>	<b>58</b>			<b>11</b>	<b>25</b>	<b>17</b>	<b>5</b>
<b>Total Active Inventory by Volume</b>	<b>24,926,299</b>	<b>100%</b>	<b>70.6</b>	<b>3.91M</b>	<b>8.94M</b>	<b>10.41M</b>	<b>1.67M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$429,764</b>			<b>\$355,282</b>	<b>\$357,444</b>	<b>\$612,547</b>	<b>\$333,760</b>

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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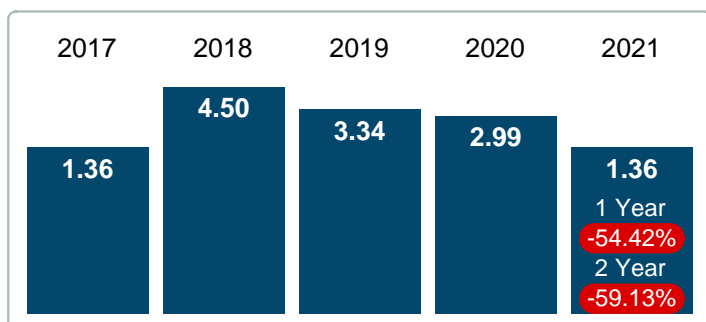
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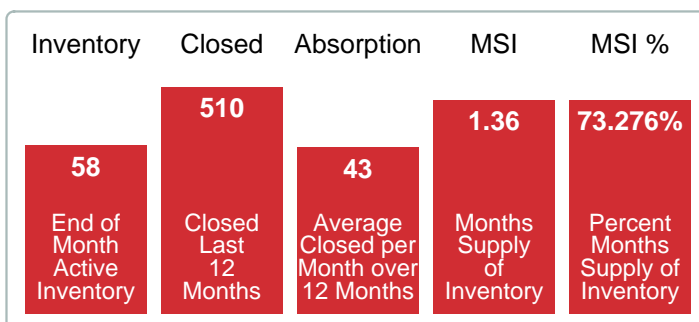
## MONTHS SUPPLY of INVENTORY (MSI)

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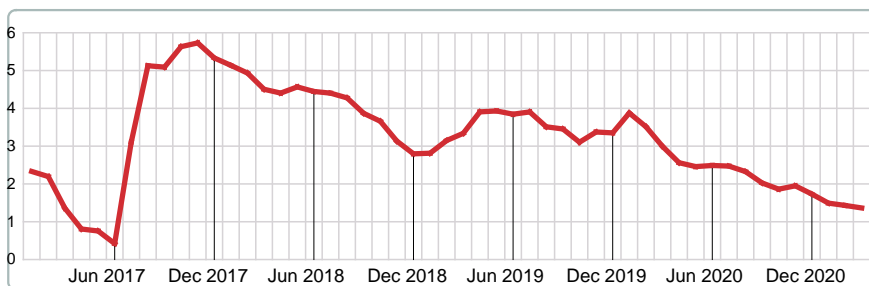
### MSI FOR MARCH



### INDICATORS FOR MARCH 2021



### 5 YEAR MARKET ACTIVITY TRENDS

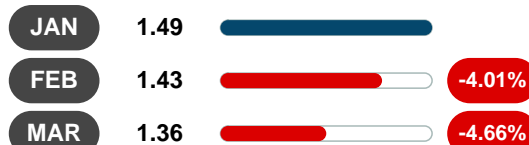


### 3 MONTHS

5 year MAR AVG = 2.71

High Nov 2017 5.73 Low Jun 2017 0.42

Months Supply this month at 1.36 below the 5 yr MAR average of 2.71



### 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	6.90%	0.62	0.92	0.60	0.00	0.00
\$100,001 - \$175,000	7	12.07%	0.46	2.53	0.09	0.00	12.00
\$175,001 - \$225,000	9	15.52%	0.96	0.00	0.76	2.00	0.00
\$225,001 - \$300,000	16	27.59%	2.82	36.00	2.86	1.09	4.00
\$300,001 - \$450,000	8	13.79%	1.92	6.00	0.00	4.42	0.00
\$450,001 - \$1,000,000	9	15.52%	5.68	0.00	6.86	4.50	8.00
\$1,000,001 and up	5	8.62%	60.00	0.00	0.00	24.00	0.00
Market Supply of Inventory (MSI)			1.36	2.69	0.87	2.06	3.16
Total Active Inventory by Units		100%	1.36	11	25	17	5

# March 2021



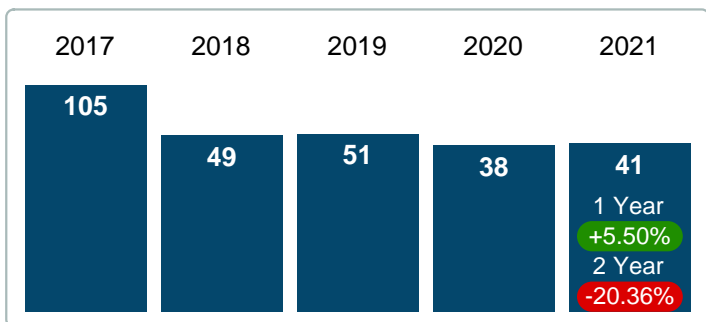
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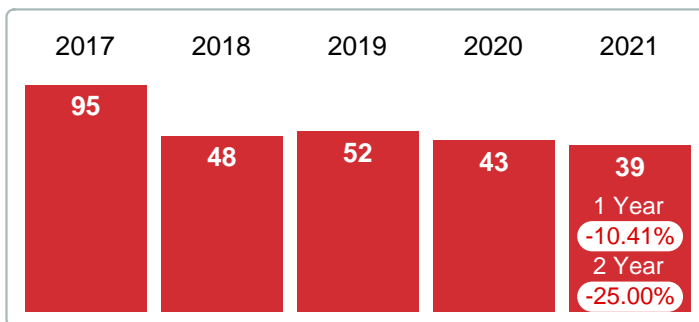
## AVERAGE DAYS ON MARKET TO SALE

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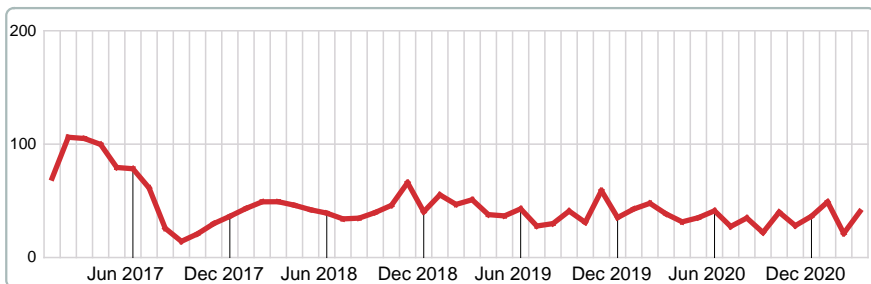
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 57

High Feb 2017 106 Low Sep 2017 14

Average Days on Market to Sale this month at 41 below the 5 yr MAR average of 57



### 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	7.32%	45	0	67	1	0
\$100,001 - \$150,000	14.63%	34	0	50	1	0
\$150,001 - \$175,000	12.20%	32	30	9	102	0
\$175,001 - \$225,000	24.39%	63	0	66	29	0
\$225,001 - \$250,000	12.20%	20	0	25	1	0
\$250,001 - \$350,000	17.07%	42	0	55	9	0
\$350,001 and up	12.20%	30	0	3	24	50
<b>Average Closed DOM</b>		<b>41</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>41</b>	<b>1</b>	<b>28</b>	<b>10</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>9,075,173</b>	<b>160.00K</b>	<b>5.79M</b>	<b>2.25M</b>	<b>870.00K</b>



# March 2021



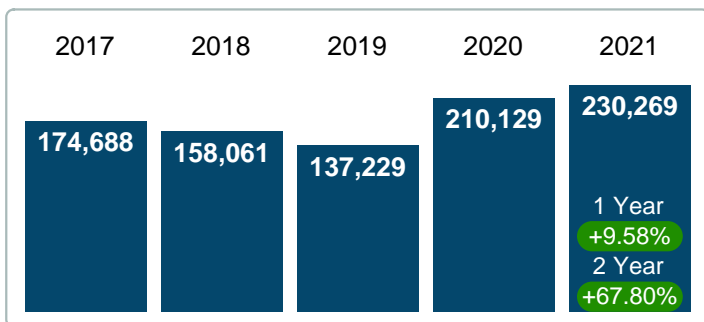
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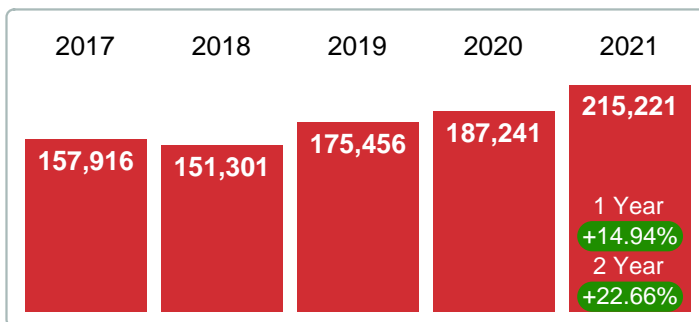
## AVERAGE LIST PRICE AT CLOSING

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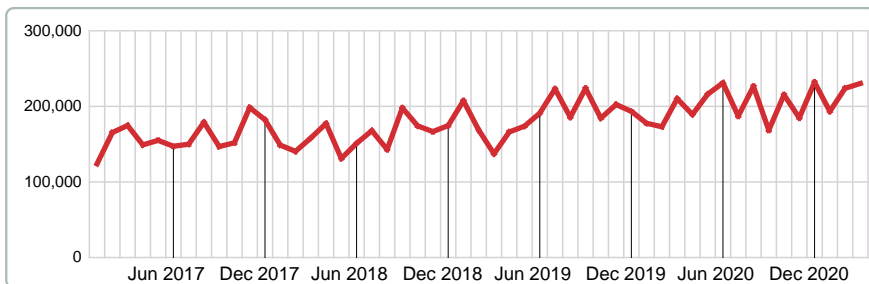
### MARCH



### YEAR TO DATE (YTD)

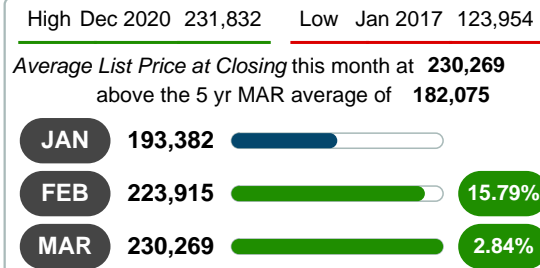


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 182,075



### 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	7.32%	72,633	0	74,950	68,000	0
\$100,001 - \$150,000	9.76%	130,500	0	133,000	150,950	0
\$150,001 - \$175,000	14.63%	164,717	179,500	167,133	175,000	0
\$175,001 - \$225,000	21.95%	201,189	0	208,911	229,900	0
\$225,001 - \$250,000	17.07%	240,975	0	244,256	230,900	0
\$250,001 - \$350,000	14.63%	291,483	0	309,760	280,000	0
\$350,001 and up	14.63%	411,067	0	450,000	369,250	459,000
<b>Average List Price</b>		<b>230,269</b>	<b>179,500</b>	<b>215,690</b>	<b>230,420</b>	<b>459,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>230,269</b>	<b>1</b>	<b>28</b>	<b>10</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>9,441,023</b>	<b>179.50K</b>	<b>6.04M</b>	<b>2.30M</b>	<b>918.00K</b>



# March 2021



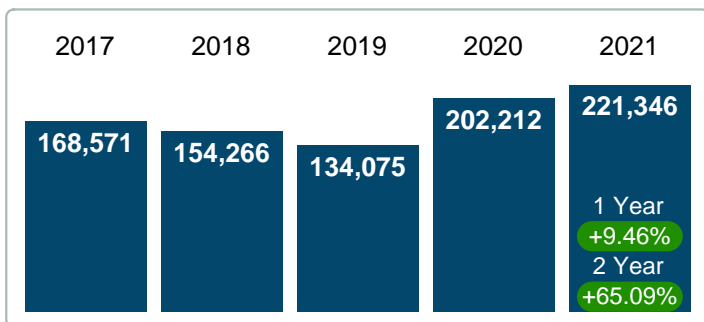
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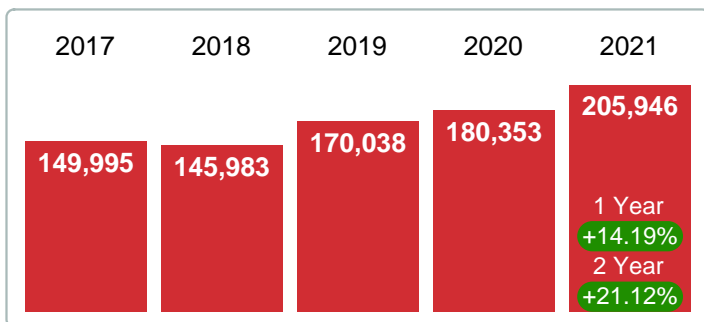
## AVERAGE SOLD PRICE AT CLOSING

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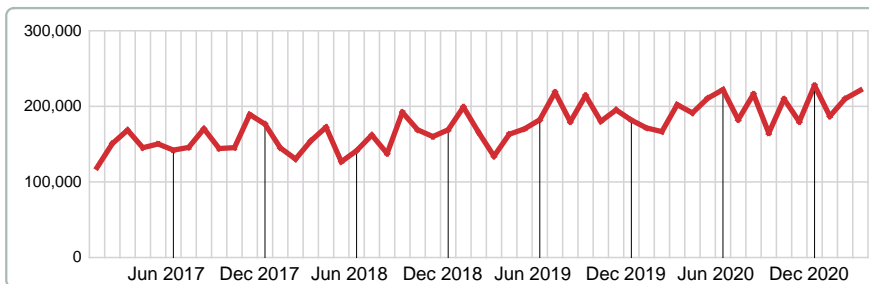
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

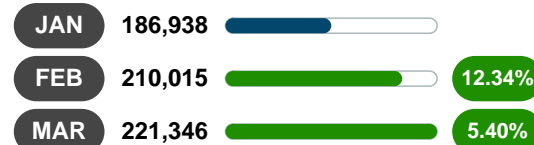


### 3 MONTHS

5 year MAR AVG = 176,094

High Dec 2020 227,492 Low Jan 2017 119,060

Average Sold Price at Closing this month at **221,346** above the 5 yr MAR average of **176,094**



### 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	7.32%	72,833	0	75,250	68,000	0
\$100,001 - \$150,000	14.63%	130,333	0	127,500	136,000	0
\$150,001 - \$175,000	12.20%	168,000	160,000	168,333	175,000	0
\$175,001 - \$225,000	24.39%	208,630	0	206,811	225,000	0
\$225,001 - \$250,000	12.20%	236,775	0	237,756	232,850	0
\$250,001 - \$350,000	17.07%	278,214	0	279,900	274,000	0
\$350,001 and up	12.20%	403,400	0	415,000	366,000	435,000
<b>Average Sold Price</b>		<b>221,346</b>	<b>160,000</b>	<b>206,869</b>	<b>225,285</b>	<b>435,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>221,346</b>	<b>1</b>	<b>28</b>	<b>10</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>9,075,173</b>	<b>160.00K</b>	<b>5.79M</b>	<b>2.25M</b>	<b>870.00K</b>

# March 2021



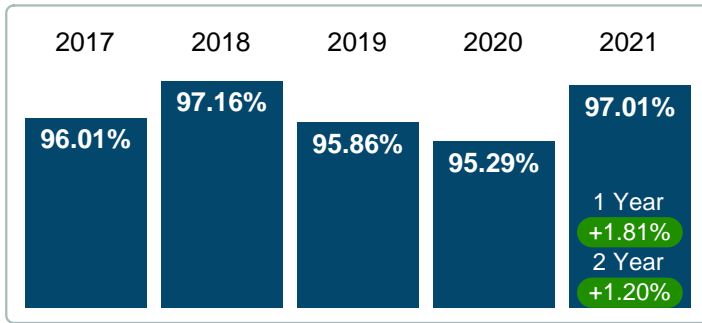
Area Delimited by County Of Bryan - Residential Property Type



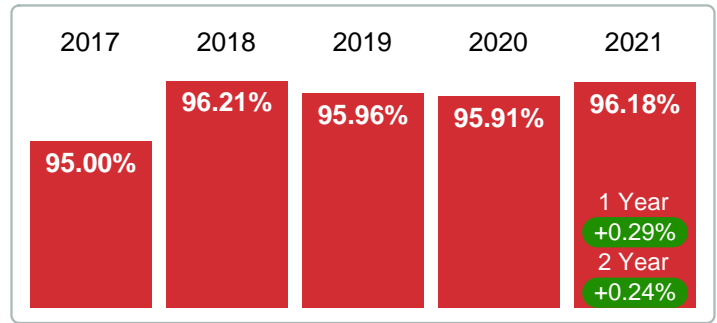
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

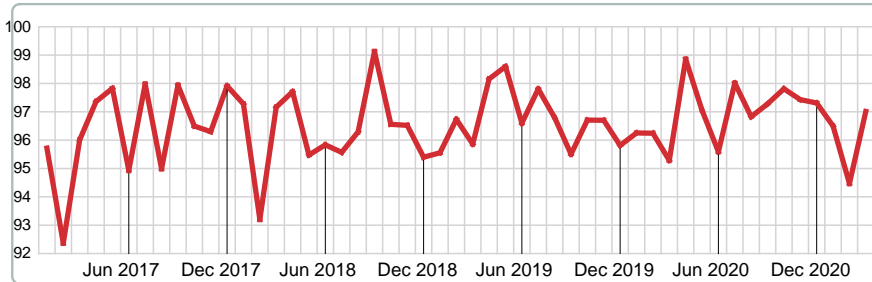
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

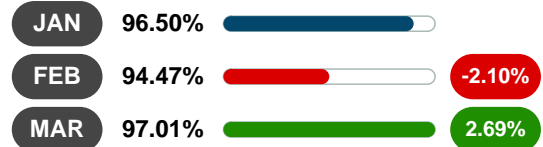


### 3 MONTHS

5 year MAR AVG = 96.27%

High Sep 2018 99.13% Low Feb 2017 92.37%

Average Sold/List Ratio this month at **97.01%** above the 5 yr MAR average of **96.27%**



### 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	7.32%	103.13%	0.00%	104.69%	100.00%	0.00%
\$100,001 - \$150,000	6	14.63%	94.35%	0.00%	96.20%	90.65%	0.00%
\$150,001 - \$175,000	5	12.20%	98.27%	89.14%	100.73%	100.00%	0.00%
\$175,001 - \$225,000	10	24.39%	99.08%	0.00%	99.21%	97.87%	0.00%
\$225,001 - \$250,000	5	12.20%	98.09%	0.00%	97.40%	100.84%	0.00%
\$250,001 - \$350,000	7	17.07%	92.72%	0.00%	90.60%	98.03%	0.00%
\$350,001 and up	5	12.20%	96.08%	0.00%	92.22%	99.12%	94.96%
Average Sold/List Ratio		97.00%		89.14%	97.29%	97.43%	94.96%
Total Closed Units		41	100%	1	28	10	2
Total Closed Volume		9,075,173		160.00K	5.79M	2.25M	870.00K

# March 2021



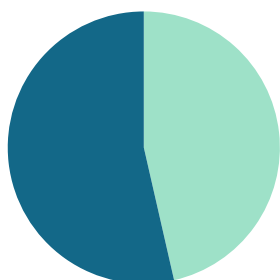
Area Delimited by County Of Bryan - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

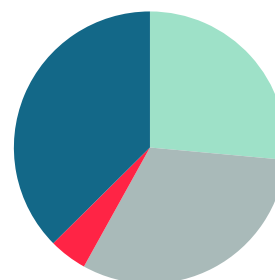


**Inventory**  
 New Listings  
**52 = 46.43%**  
 Start Inventory  
**60**  
 Total Inventory Units  
**112**  
 Volume  
**\$41,342,422**

### Market Activity

Closed Sales  
**41 = 26.45%**  
 Pending Sales  
**49 = 31.61%**  
 Other Off Market  
**7 = 4.52%**  
 Active Inventory  
**58 = 37.42%**

### MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	34	41	20.59%	96	107	11.46%
Pending Sales	48	49	2.08%	134	124	-7.46%
New Listings	50	52	4.00%	175	125	-28.57%
Average List Price	210,129	230,269	9.58%	187,241	215,221	14.94%
Average Sale Price	202,212	221,346	9.46%	180,353	205,946	14.19%
Average Percent of Selling Price to List Price	95.29%	97.01%	1.81%	95.91%	96.18%	0.29%
Average Days on Market to Sale	38.47	40.59	5.50%	43.31	38.80	-10.41%
Monthly Inventory	120	58	-51.67%	120	58	-51.67%
Months Supply of Inventory	2.99	1.36	-54.42%	2.99	1.36	-54.42%

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

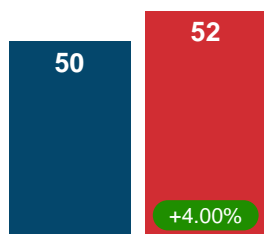
**Inventory** on March 31, 2021 = **58**

**2020** **2021**

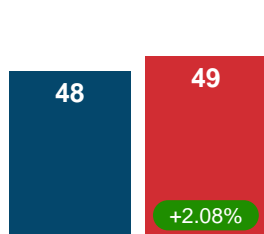
### MARCH MARKET

### AVERAGE PRICES

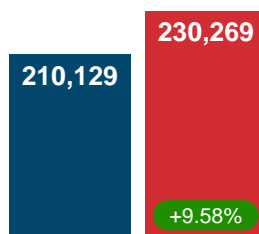
#### New Listings



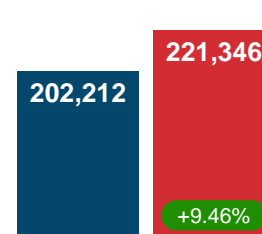
#### Pending Listings



#### List Price



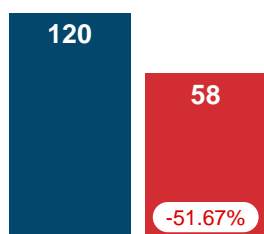
#### Sale Price



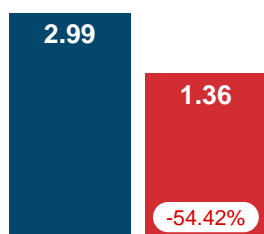
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

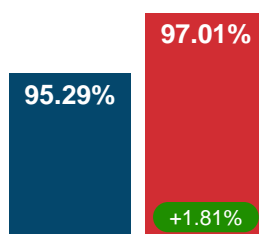
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

