

# March 2021



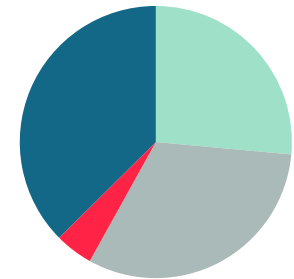
Area Delimited by County Of Bryan - Residential Property Type



## 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%
Median List Price	176,500	212,900	20.62%
Median Sale Price	171,500	212,900	24.14%
Median Percent of Selling Price to List Price	95.63%	100.00%	4.57%
Median Days on Market to Sale	29.00	16.00	-44.83%
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.

#### 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 **24.14%** in March 2021 to \$212,900 versus the previous year at \$171,500.

#### Median Days on Market Shortens

The median number of **16.00** days that homes spent on the market before selling decreased by 13.00 days or **44.83%** in March 2021 compared to last year's same month at **29.00** DOM.

#### Sales Success for March 2021 is Positive

Overall, with Median Prices going up and Days on Market decreasing, 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>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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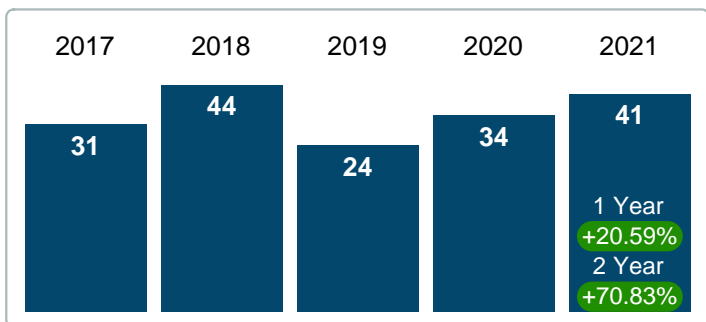
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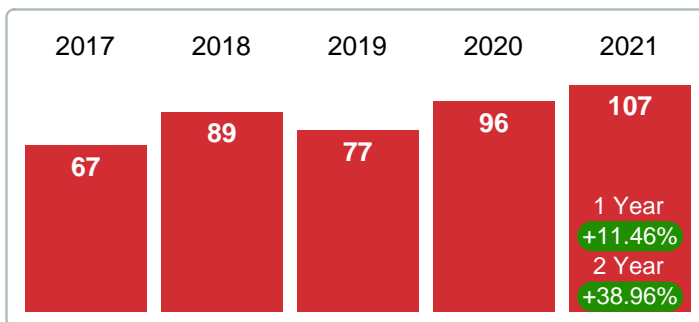
## CLOSED LISTINGS

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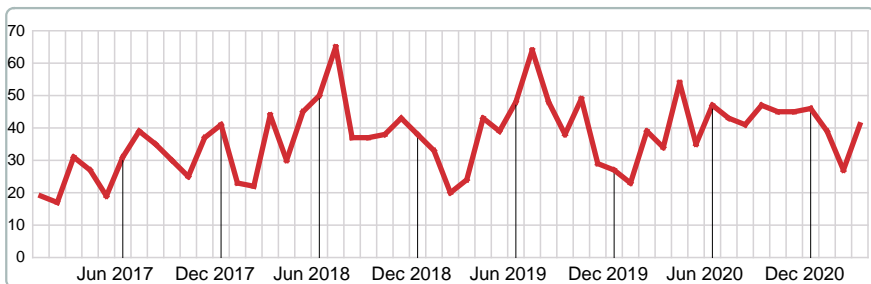
### MARCH



### YEAR TO DATE (YTD)

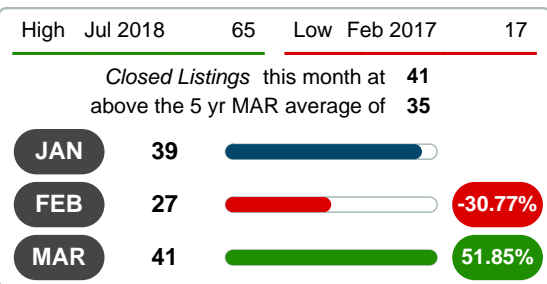


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 35



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	3	7.32%	10.0	0	2	1	0
\$100,001 - \$150,000	6	14.63%	1.5	0	4	2	0
\$150,001 - \$175,000	5	12.20%	23.0	1	3	1	0
\$175,001 - \$225,000	10	24.39%	36.5	0	9	1	0
\$225,001 - \$250,000	5	12.20%	8.0	0	4	1	0
\$250,001 - \$350,000	7	17.07%	16.0	0	5	2	0
\$350,001 and up	5	12.20%	35.0	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>16.0</b>	<b>160.00K</b>	<b>5.79M</b>	<b>2.25M</b>	<b>870.00K</b>
<b>Median Closed Price</b>	<b>\$212,900</b>			<b>\$160,000</b>	<b>\$207,500</b>	<b>\$228,925</b>	<b>\$435,000</b>

# March 2021



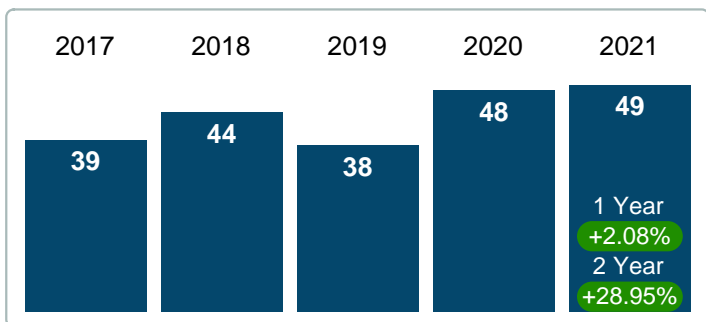
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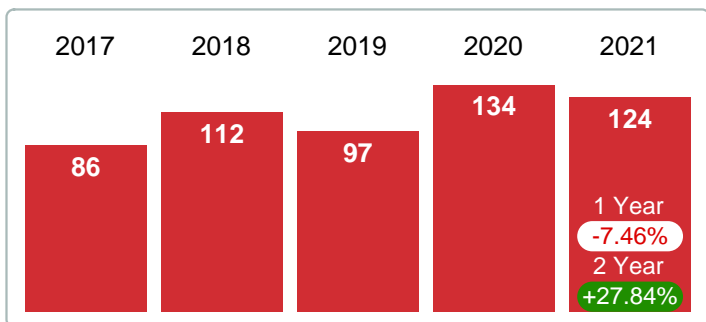
## PENDING LISTINGS

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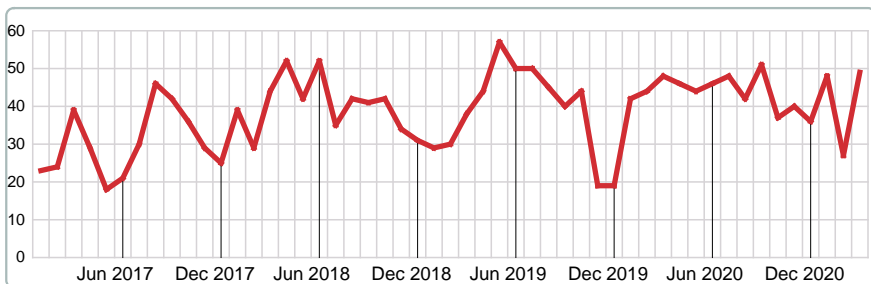
### MARCH



### YEAR TO DATE (YTD)

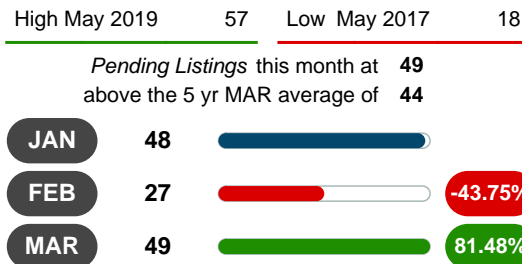


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 44



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	4	8.16%	3.5	3	0	1	0
\$100,001 - \$150,000	7	14.29%	49.0	2	2	3	0
\$150,001 - \$175,000	5	10.20%	1.0	1	3	1	0
\$175,001 - \$225,000	12	24.49%	3.0	1	9	2	0
\$225,001 - \$250,000	7	14.29%	3.0	0	5	2	0
\$250,001 - \$575,000	9	18.37%	3.0	1	3	5	0
\$575,001 and up	5	10.20%	33.0	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>3.0</b>	<b>1.00M</b>	<b>6.21M</b>	<b>3.14M</b>	<b>1.86M</b>
<b>Median Listing Price</b>	<b>\$209,900</b>			<b>\$111,200</b>	<b>\$211,200</b>	<b>\$223,750</b>	<b>\$599,000</b>

# March 2021



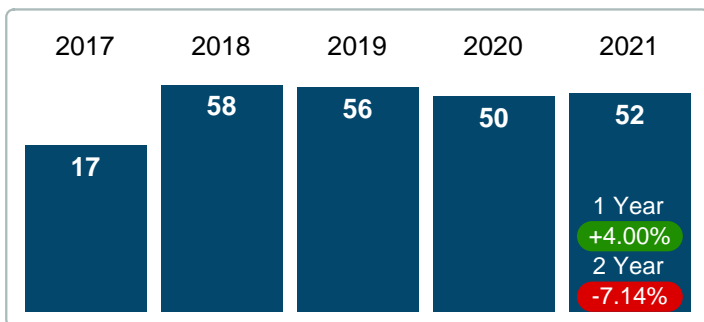
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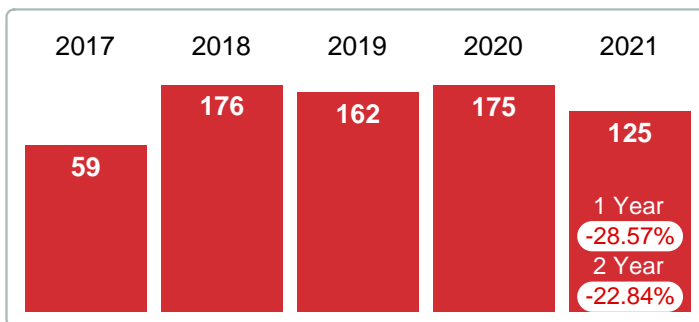
## NEW LISTINGS

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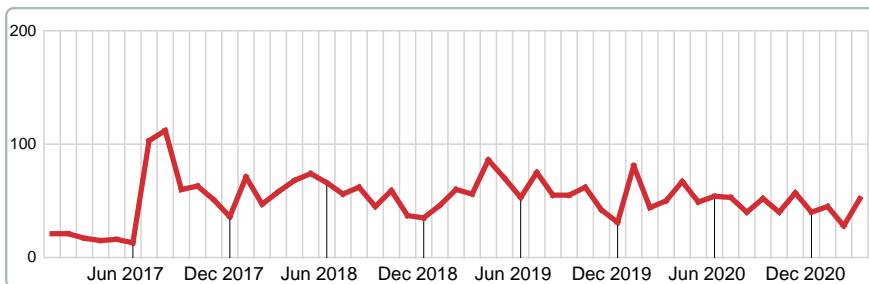
### MARCH



### 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		%	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>Median New Listed Listing Price</b>	<b>\$235,000</b>		<b>\$136,200</b>	<b>\$212,500</b>	<b>\$267,000</b>	<b>\$479,000</b>

# March 2021



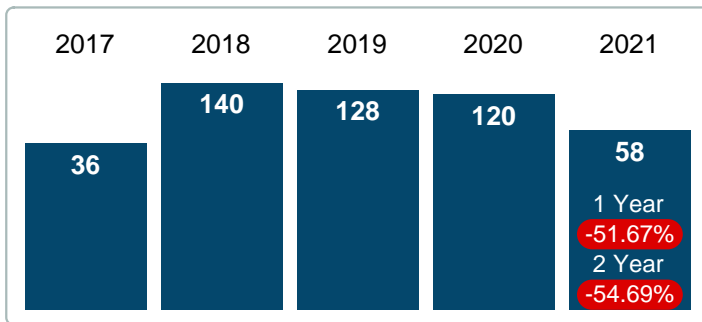
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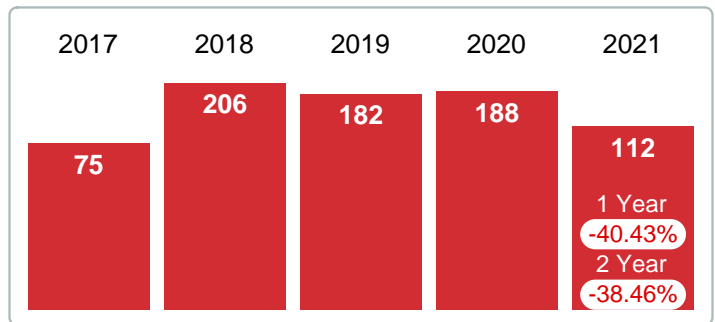
## ACTIVE INVENTORY

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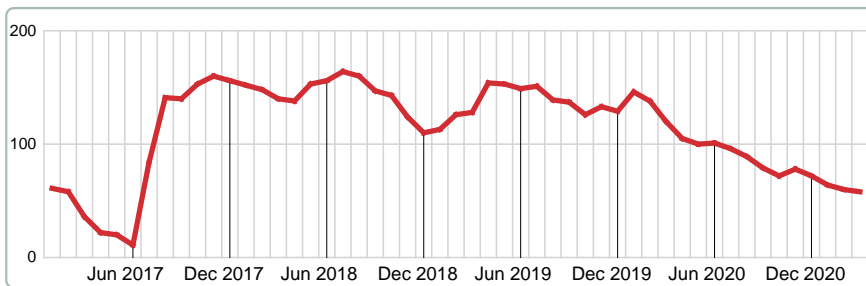
### END OF MARCH



### ACTIVE DURING MARCH

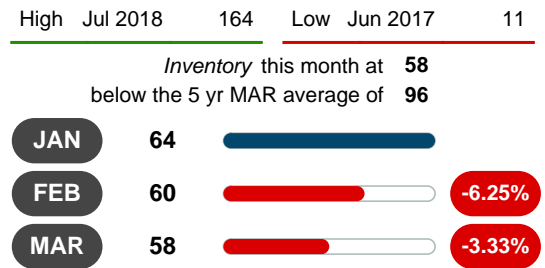


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 96



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	4	6.90%	65.0	2	2	0	0
\$100,001 - \$175,000	7	12.07%	113.0	4	1	0	2
\$175,001 - \$225,000	9	15.52%	30.0	0	6	3	0
\$225,001 - \$300,000	16	27.59%	23.5	3	10	2	1
\$300,001 - \$450,000	8	13.79%	60.0	1	0	7	0
\$450,001 - \$1,000,000	9	15.52%	98.0	0	4	3	2
\$1,000,001 and up	5	8.62%	93.0	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>58.0</b>	<b>3.91M</b>	<b>8.94M</b>	<b>10.41M</b>	<b>1.67M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$274,450</b>			<b>\$169,900</b>	<b>\$250,000</b>	<b>\$340,000</b>	<b>\$299,900</b>

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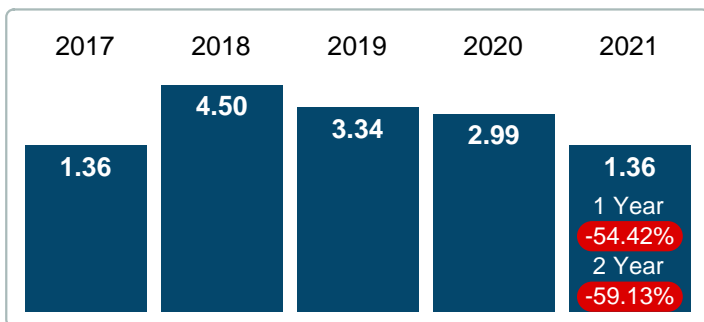
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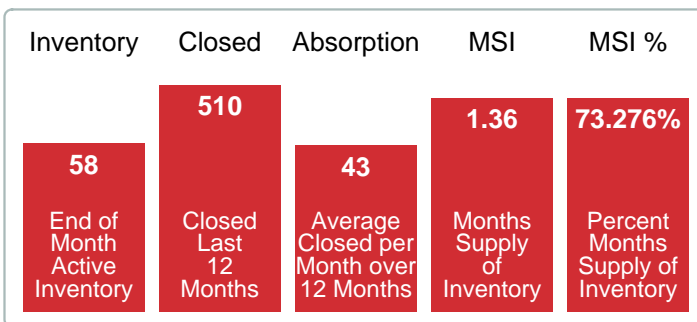
## MONTHS SUPPLY of INVENTORY (MSI)

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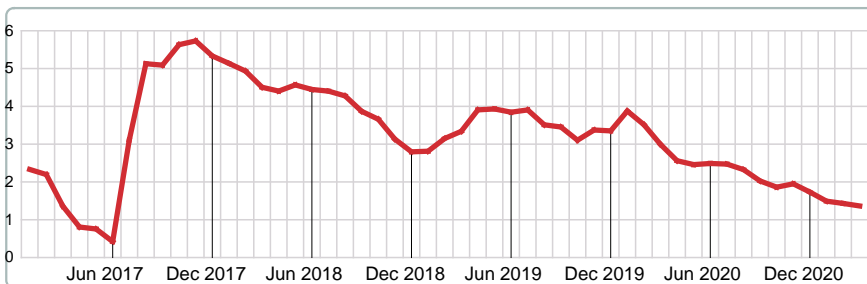
### MSI FOR MARCH



### 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



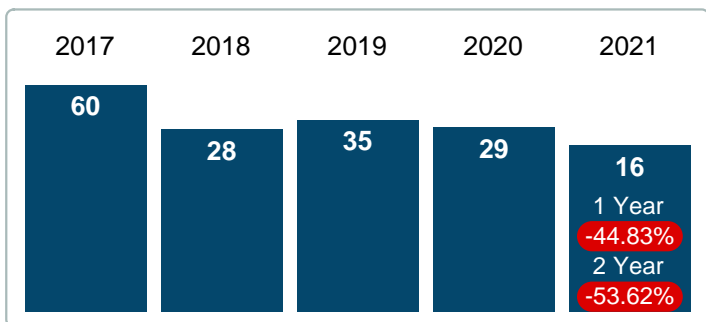
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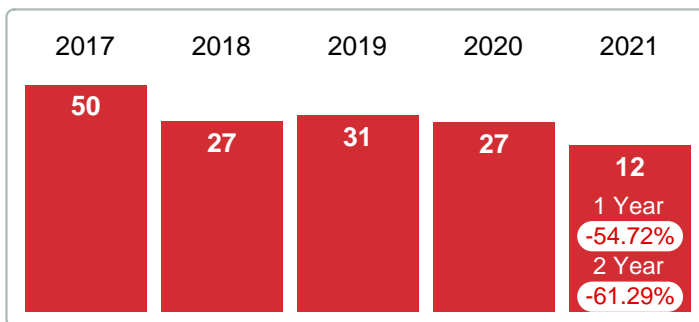
## MEDIAN DAYS ON MARKET TO SALE

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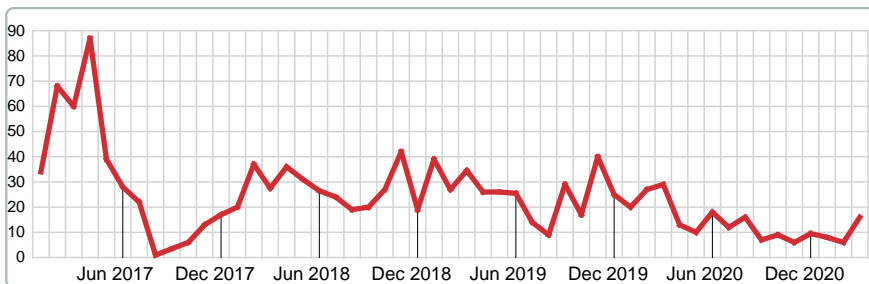
### MARCH



### YEAR TO DATE (YTD)

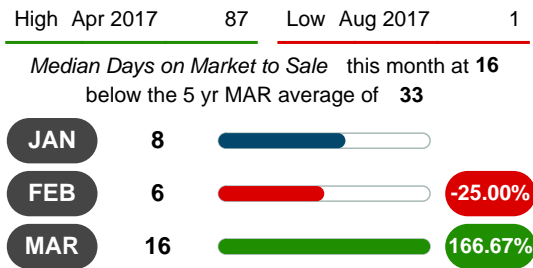


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 33



### 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	7.32%	10	0	67	1	0
\$100,001 - \$150,000	14.63%	2	0	16	1	0
\$150,001 - \$175,000	12.20%	23	30	3	102	0
\$175,001 - \$225,000	24.39%	37	0	44	29	0
\$225,001 - \$250,000	12.20%	8	0	18	1	0
\$250,001 - \$350,000	17.07%	16	0	31	9	0
\$350,001 and up	12.20%	35	0	3	24	50
Median Closed DOM		16	30	18	7	50
Total Closed Units	100%	41	1	28	10	2
Total Closed Volume		9,075,173	160.00K	5.79M	2.25M	870.00K

# March 2021



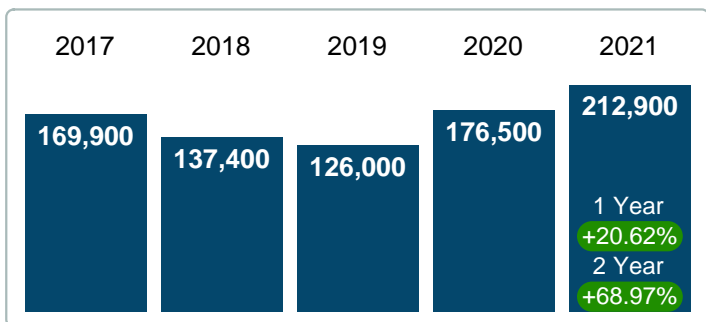
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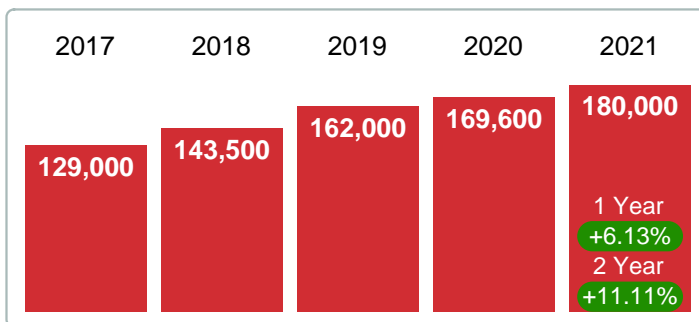
## MEDIAN LIST PRICE AT CLOSING

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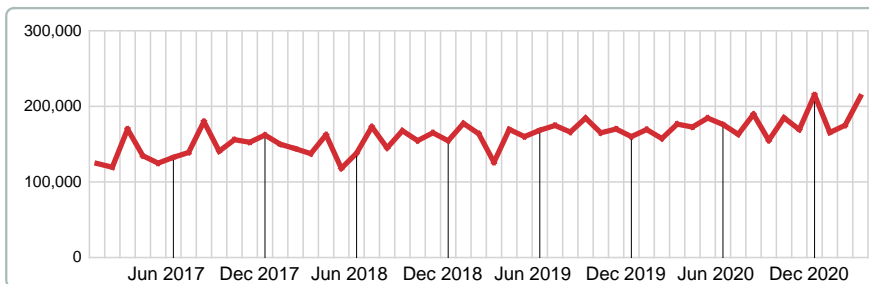
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

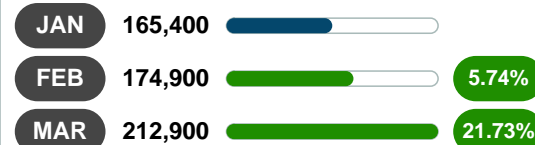


### 3 MONTHS

5 year MAR AVG = 164,540

High Dec 2020 215,075 Low May 2018 118,000

Median List Price at Closing this month at **212,900**  
above the 5 yr MAR average of **164,540**



### 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	7.32%	68,000	0	74,950	68,000	0
\$100,001 - \$150,000	9.76%	135,000	0	133,000	142,000	0
\$150,001 - \$175,000	14.63%	164,750	0	164,750	167,450	0
\$175,001 - \$225,000	21.95%	205,000	179,500	205,000	0	0
\$225,001 - \$250,000	17.07%	242,123	0	249,000	230,400	0
\$250,001 - \$350,000	14.63%	294,500	0	294,500	280,000	0
\$350,001 and up	14.63%	399,250	0	404,950	369,250	459,000
<b>Median List Price</b>		<b>212,900</b>	<b>179,500</b>	<b>207,450</b>	<b>230,400</b>	<b>459,000</b>
<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>9,441,023</b>	<b>179.50K</b>	<b>6.04M</b>	<b>2.30M</b>	<b>918.00K</b>



# March 2021



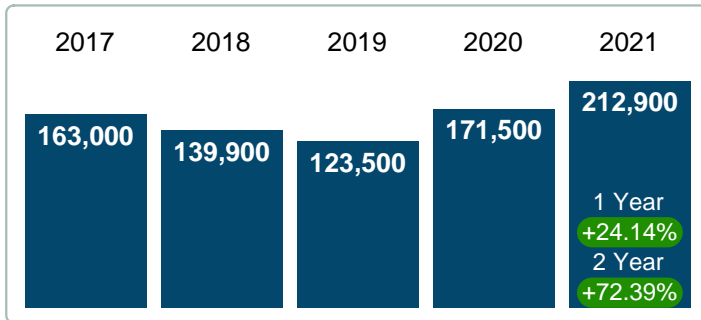
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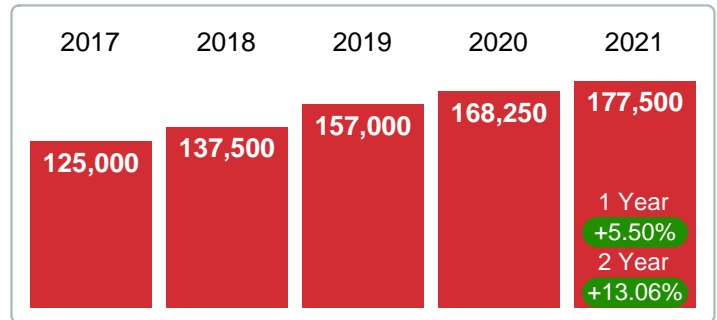
## MEDIAN SOLD PRICE AT CLOSING

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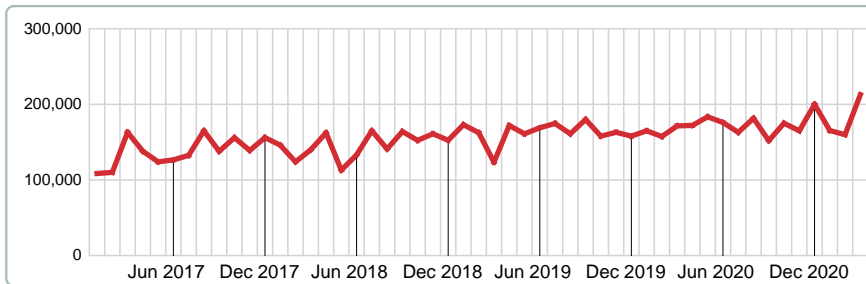
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

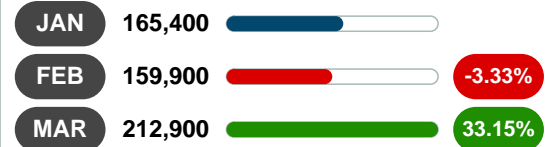


### 3 MONTHS

5 year MAR AVG = 162,160

High Mar 2021 212,900 Low Jan 2017 108,500

Median Sold Price at Closing this month at **212,900**  
above the 5 yr MAR average of **162,160**



### 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	7.32%	75,000	0	75,250	68,000	0
\$100,001 - \$150,000	14.63%	131,500	0	126,500	136,000	0
\$150,001 - \$175,000	12.20%	167,500	160,000	167,500	175,000	0
\$175,001 - \$225,000	24.39%	207,500	0	205,000	225,000	0
\$225,001 - \$250,000	12.20%	235,000	0	238,562	232,850	0
\$250,001 - \$350,000	17.07%	265,000	0	265,000	274,000	0
\$350,001 and up	12.20%	415,000	0	415,000	366,000	435,000
<b>Median Sold Price</b>		<b>212,900</b>	<b>160,000</b>	<b>207,500</b>	<b>228,925</b>	<b>435,000</b>
<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>160.00K</b>	<b>5.79M</b>	<b>2.25M</b>	<b>870.00K</b>

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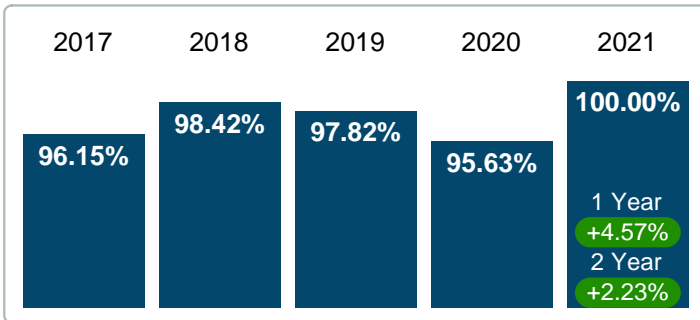
Area Delimited by County Of Bryan - Residential Property Type



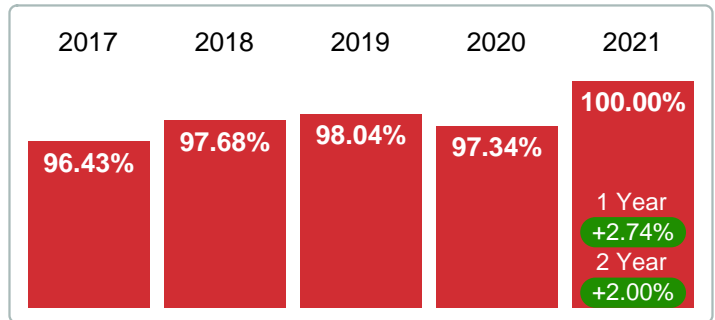
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

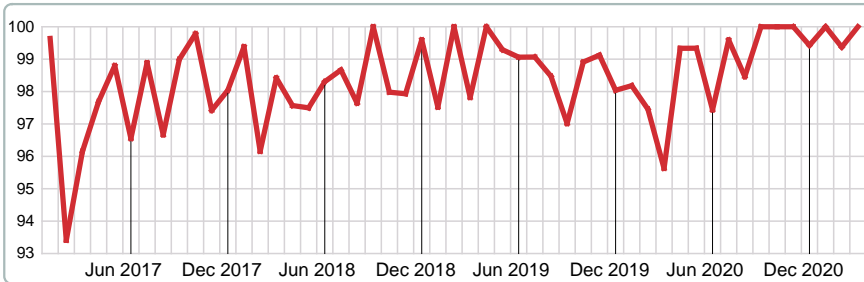
### MARCH



### YEAR TO DATE (YTD)

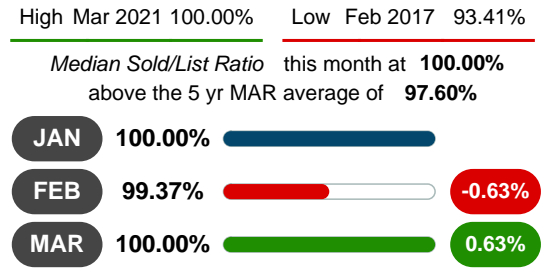


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 97.60%



## 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	7.32%	100.00%	0.00%	104.69%	100.00%	0.00%
\$100,001 - \$150,000	6	14.63%	97.70%	0.00%	97.70%	90.65%	0.00%
\$150,001 - \$175,000	5	12.20%	100.00%	89.14%	100.35%	100.00%	0.00%
\$175,001 - \$225,000	10	24.39%	100.00%	0.00%	100.00%	97.87%	0.00%
\$225,001 - \$250,000	5	12.20%	100.00%	0.00%	98.80%	100.84%	0.00%
\$250,001 - \$350,000	7	17.07%	90.30%	0.00%	89.58%	98.03%	0.00%
\$350,001 and up	5	12.20%	97.43%	0.00%	92.22%	99.12%	94.96%
Median Sold/List Ratio		100.00%		89.14%	100.00%	100.00%	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



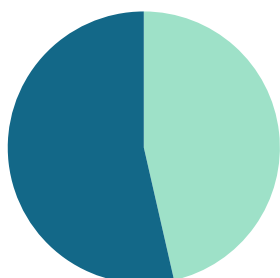
Area Delimited by County Of Bryan - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

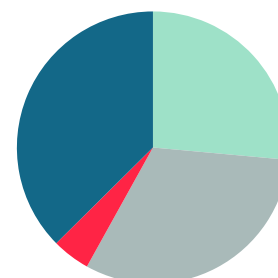


**Inventory**  
 New Listings  
**52 = 46.43%**  
 Start Inventory  
**60**  
 Total Inventory Units  
**112**  
 Volume  
**\$41,342,422**

### 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%
Median List Price	176,500	212,900	20.62%	169,600	180,000	6.13%
Median Sale Price	171,500	212,900	24.14%	168,250	177,500	5.50%
Median Percent of Selling Price to List Price	95.63%	100.00%	4.57%	97.34%	100.00%	2.74%
Median Days on Market to Sale	29.00	16.00	-44.83%	26.50	12.00	-54.72%
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

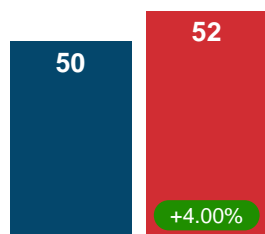
**Inventory** on March 31, 2021 = **58**

**2020** **2021**

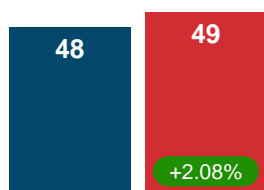
### MARCH MARKET

### MEDIAN PRICES

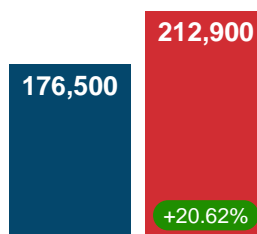
#### New Listings



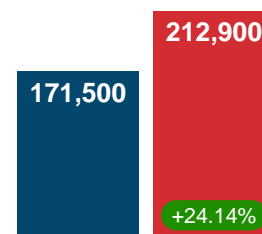
#### Pending Listings



#### List Price



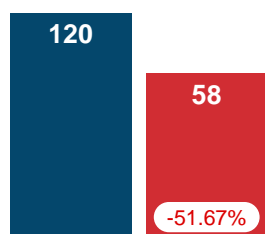
#### Sale Price



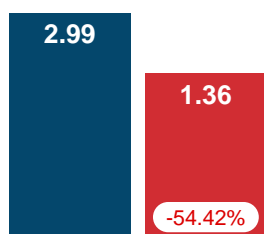
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

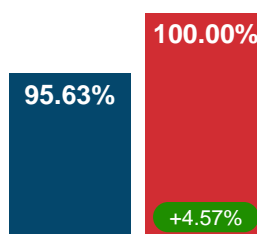
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

