

May 2021



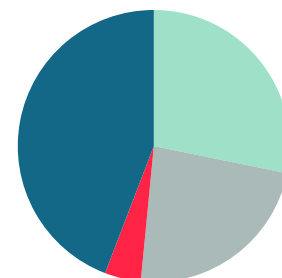
Area Delimited by County Of Bryan - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	May 2021	+/-%
Closed Listings	35	46	31.43%
Pending Listings	44	38	-13.64%
New Listings	49	54	10.20%
Average List Price	216,043	231,491	7.15%
Average Sale Price	210,691	223,922	6.28%
Average Percent of Selling Price to List Price	97.06%	97.46%	0.42%
Average Days on Market to Sale	35.14	21.20	-39.69%
End of Month Inventory	100	72	-28.00%
Months Supply of Inventory	2.46	1.70	-30.97%



■ Closed (28.22%)
■ Pending (23.31%)
■ Other OffMarket (4.29%)
■ Active (44.17%)

Absorption: Last 12 months, an Average of **42 Sales/Month**
Active Inventory as of May 31, 2021 = **72**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2021 decreased **28.00%** to 72 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 **1.70** 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 **6.28%** in May 2021 to \$223,922 versus the previous year at \$210,691.

Average Days on Market Shortens

The average number of **21.20** days that homes spent on the market before selling decreased by 13.95 days or **39.69%** in May 2021 compared to last year's same month at **35.14** DOM.

Sales Success for May 2021 is Positive

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

There were 54 New Listings in May 2021, up **10.20%** from last year at 49. Furthermore, there were 46 Closed Listings this month versus last year at 35, a **31.43%** increase.

Closed versus Listed trends yielded a **85.2%** ratio, up from previous year's, May 2020, at **71.4%**, a **19.26%** upswing. This will certainly create pressure on a decreasing Month's 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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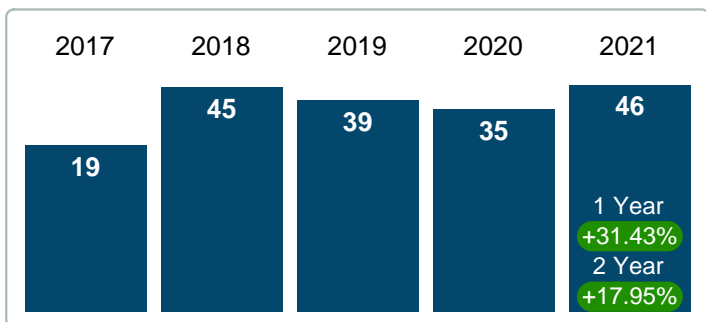
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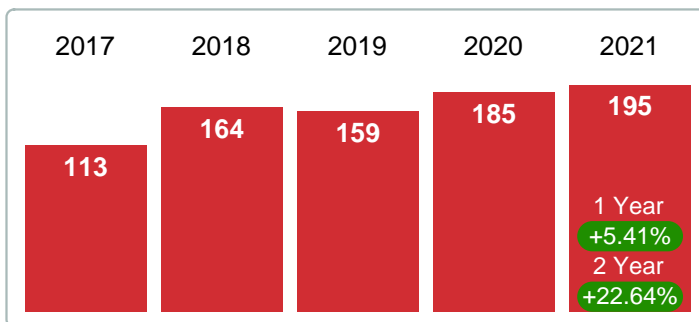
CLOSED LISTINGS

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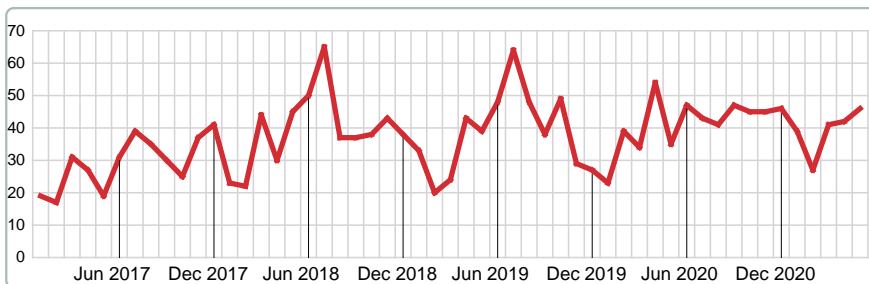
MAY



YEAR TO DATE (YTD)

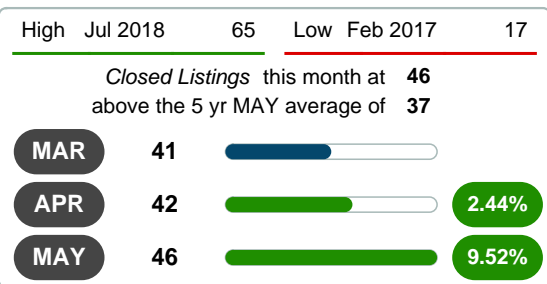


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 37



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	6.52%	3.0	2	1	0	0
\$75,001 - \$125,000	6	13.04%	27.2	4	1	1	0
\$125,001 - \$175,000	5	10.87%	51.0	1	2	2	0
\$175,001 - \$225,000	9	19.57%	9.1	0	8	1	0
\$225,001 - \$250,000	8	17.39%	10.1	0	7	1	0
\$250,001 - \$275,000	5	10.87%	27.0	0	5	0	0
\$275,001 and up	10	21.74%	25.0	0	3	5	2
Total Closed Units	46			7	27	10	2
Total Closed Volume	10,300,430	100%	21.2	600.36K	6.30M	2.36M	1.05M
Average Closed Price	\$223,922			\$85,765	\$233,299	\$235,600	\$522,500

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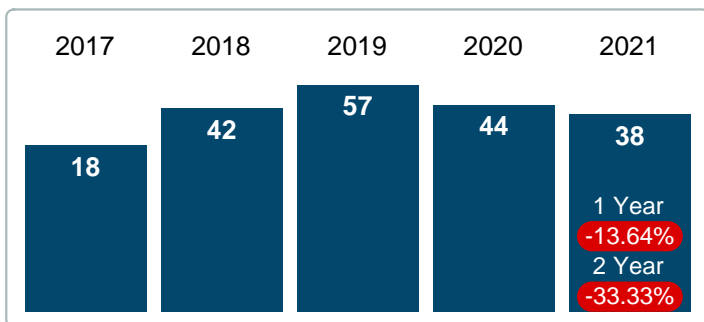
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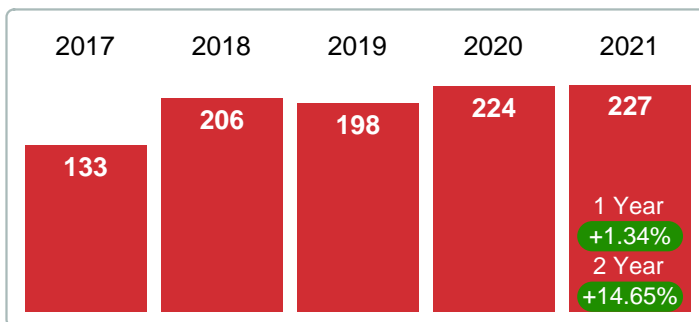
PENDING LISTINGS

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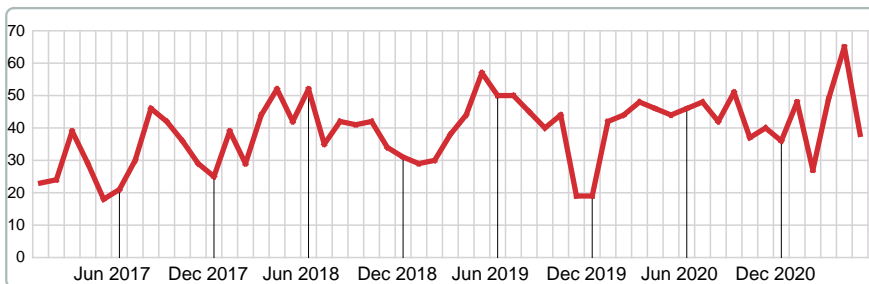
MAY



YEAR TO DATE (YTD)

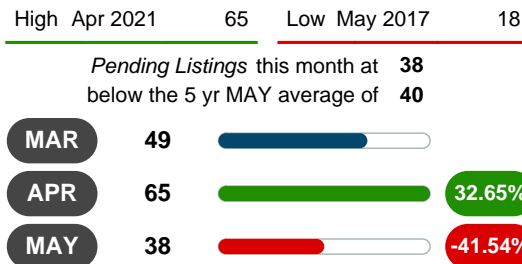


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 40



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	3	7.89%	22.7	0	3	0	0
\$100,001 - \$150,000	6	15.79%	3.7	1	4	1	0
\$150,001 - \$175,000	2	5.26%	2.5	1	1	0	0
\$175,001 - \$225,000	9	23.68%	9.1	0	8	1	0
\$225,001 - \$300,000	9	23.68%	8.1	0	8	0	1
\$300,001 - \$350,000	5	13.16%	18.2	1	3	1	0
\$350,001 and up	4	10.53%	28.0	0	1	2	1
Total Pending Units	38			3	28	5	2
Total Pending Volume	9,041,610	100%	11.5	619.80K	5.89M	1.78M	754.41K
Average Listing Price	\$236,732			\$206,600	\$210,411	\$355,180	\$377,205

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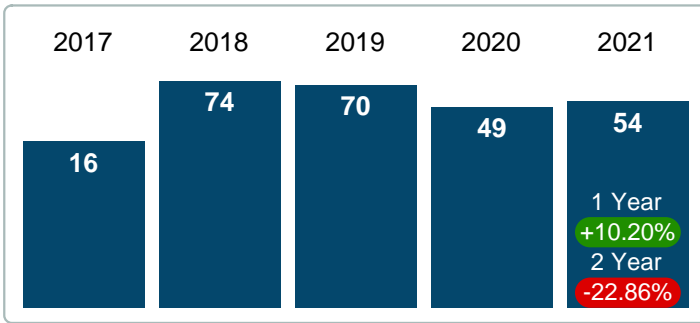
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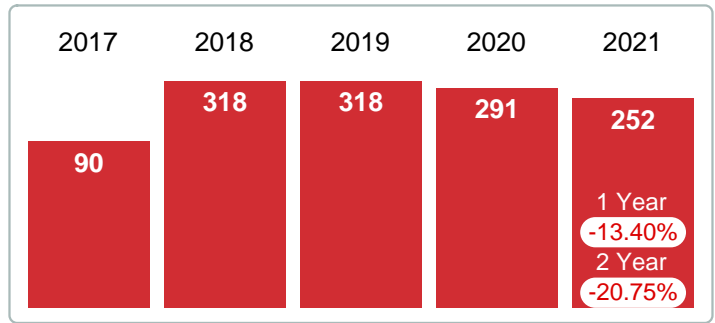
NEW LISTINGS

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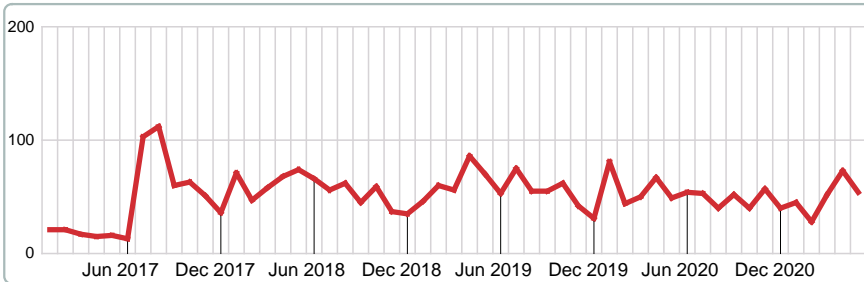
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 53

High Aug 2017 112 Low Jun 2017 13

New Listings this month at 54
above the 5 yr MAY average of 53



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	4	7.41%	1	3	0	0
\$100,001 - \$150,000	8	14.81%	2	4	2	0
\$150,001 - \$175,000	3	5.56%	1	1	1	0
\$175,001 - \$225,000	14	25.93%	0	12	2	0
\$225,001 - \$275,000	12	22.22%	0	8	2	2
\$275,001 - \$525,000	7	12.96%	1	3	2	1
\$525,001 and up	6	11.11%	0	2	3	1
Total New Listed Units	54		5	33	12	4
Total New Listed Volume	16,301,020	100%	829.60K	7.74M	5.39M	2.34M
Average New Listed Listing Price	\$263,381		\$165,920	\$234,555	\$449,367	\$584,680

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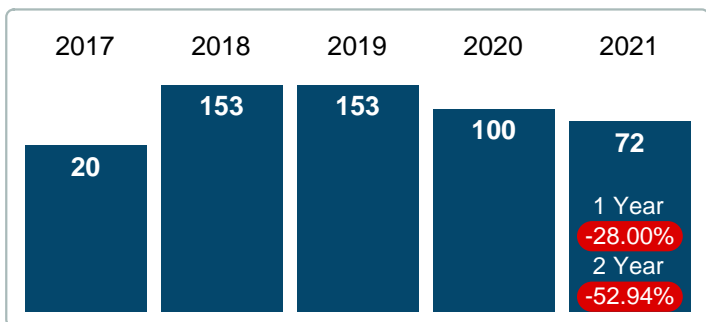
Area Delimited by County Of Bryan - Residential Property Type



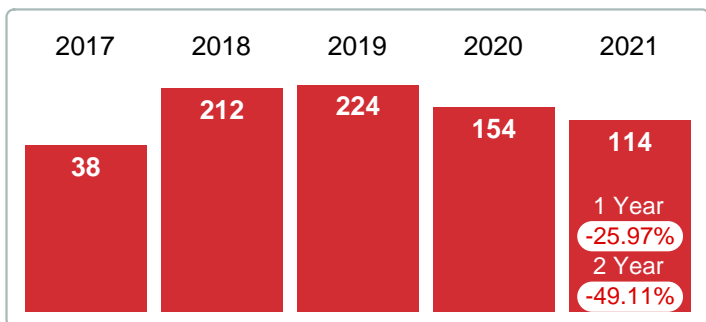
ACTIVE INVENTORY

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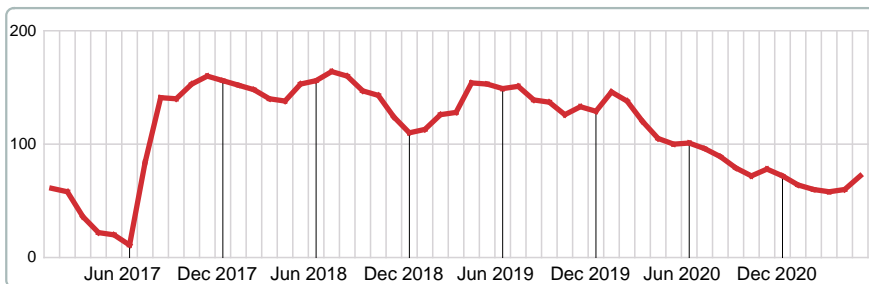
END OF MAY



ACTIVE DURING MAY

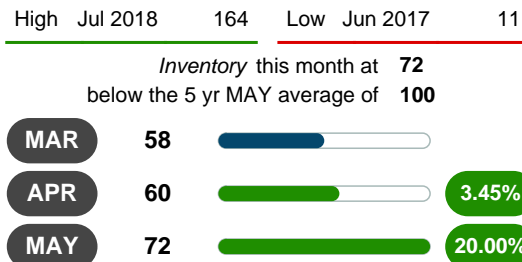


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 100



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	5.56%	56.0	2	2	0	0
\$100,001 - \$175,000	10	13.89%	46.7	4	3	3	0
\$175,001 - \$225,000	14	19.44%	62.2	0	10	4	0
\$225,001 - \$275,000	14	19.44%	61.1	2	8	2	2
\$275,001 - \$450,000	13	18.06%	88.8	2	3	6	2
\$450,001 - \$1,025,000	9	12.50%	98.0	0	6	3	0
\$1,025,001 and up	8	11.11%	120.6	1	2	4	1
Total Active Inventory by Units	72			11	34	22	5
Total Active Inventory by Volume	31,512,888	100%	75.3	3.90M	11.54M	13.43M	2.64M
Average Active Inventory Listing Price	\$437,679			\$354,827	\$339,526	\$610,332	\$527,724

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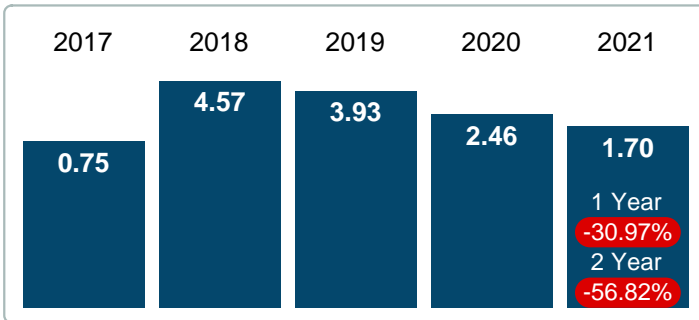
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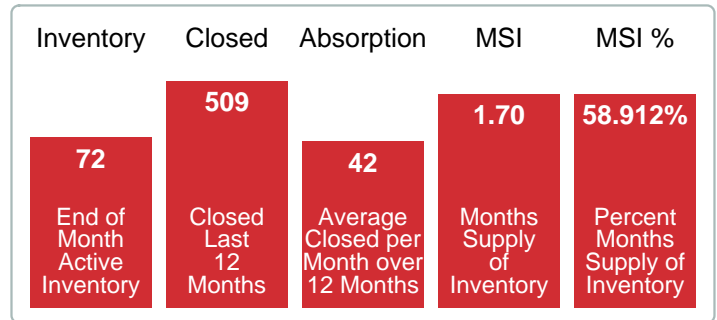
MONTHS SUPPLY of INVENTORY (MSI)

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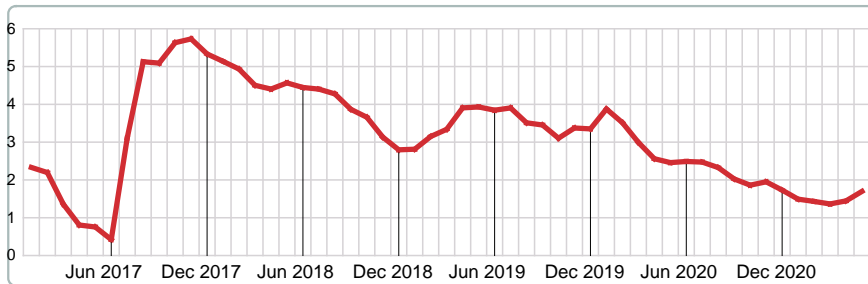
MSI FOR MAY



INDICATORS FOR MAY 2021

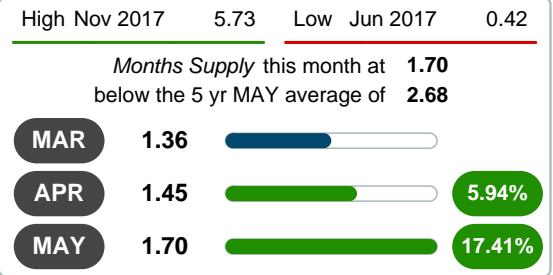


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 2.68



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	5.56%	0.65	0.80	0.71	0.00	0.00
\$100,001 - \$175,000	10	13.89%	0.71	2.29	0.29	1.71	0.00
\$175,001 - \$225,000	14	19.44%	1.53	0.00	1.28	3.00	0.00
\$225,001 - \$275,000	14	19.44%	2.47	24.00	2.13	1.26	8.00
\$275,001 - \$450,000	13	18.06%	2.33	8.00	1.29	2.57	3.00
\$450,001 - \$1,025,000	9	12.50%	5.14	0.00	12.00	6.00	0.00
\$1,025,001 and up	8	11.11%	96.00	0.00	0.00	48.00	0.00
Market Supply of Inventory (MSI)			1.70	2.36	1.23	2.61	2.86
Total Active Inventory by Units		100%	1.70	11	34	22	5

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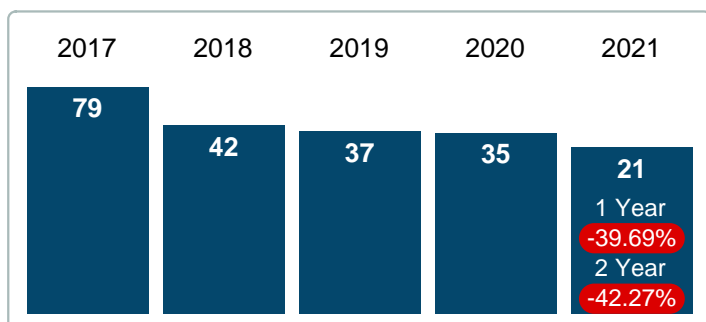
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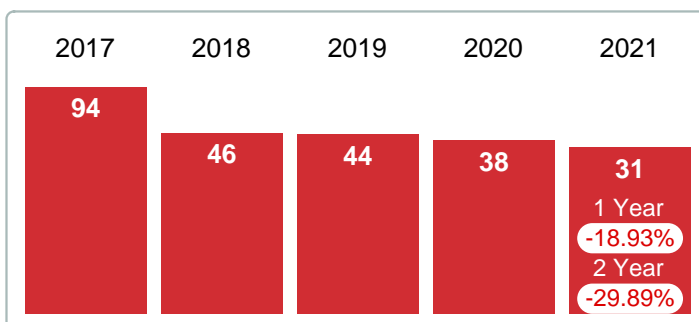
AVERAGE DAYS ON MARKET TO SALE

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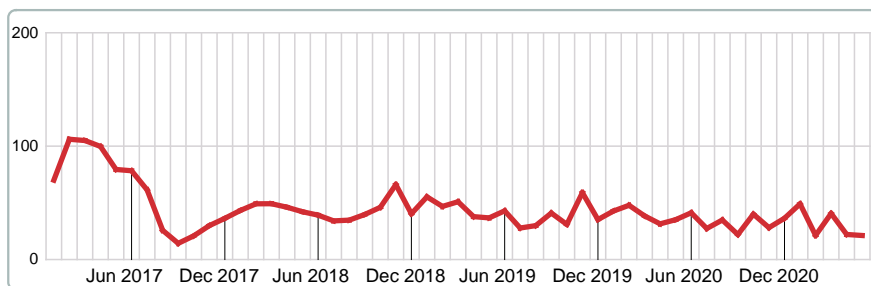
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

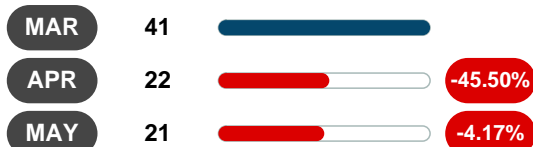


3 MONTHS

5 year MAY AVG = 43

High Feb 2017 106 Low Sep 2017 14

Average Days on Market to Sale this month at 21 below the 5 yr MAY 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
\$75,000 and less	6.52%	3	4	1	0	0
\$75,001 - \$125,000	13.04%	27	31	38	1	0
\$125,001 - \$175,000	10.87%	51	6	3	122	0
\$175,001 - \$225,000	19.57%	9	0	9	14	0
\$225,001 - \$250,000	17.39%	10	0	11	3	0
\$250,001 - \$275,000	10.87%	27	0	27	0	0
\$275,001 and up	21.74%	25	0	8	16	72
Average Closed DOM		21	20	13	34	72
Total Closed Units	100%	21	7	27	10	2
Total Closed Volume		10,300,430	600.36K	6.30M	2.36M	1.05M

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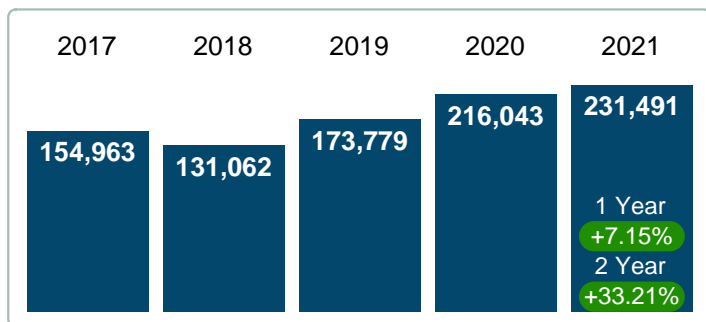
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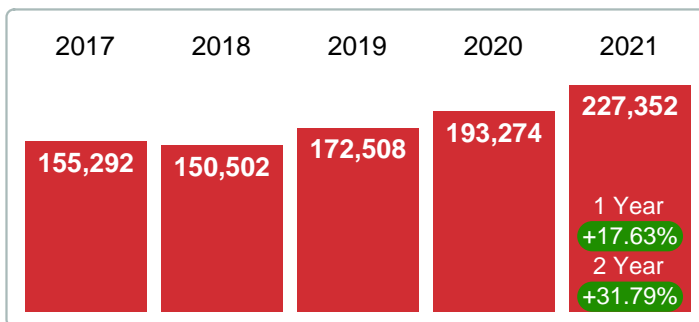
AVERAGE LIST PRICE AT CLOSING

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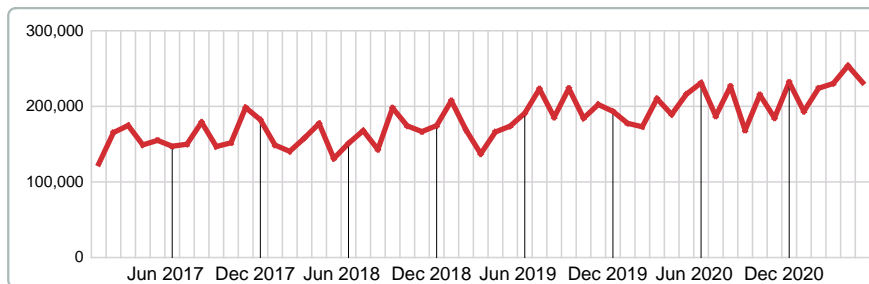
MAY



YEAR TO DATE (YTD)

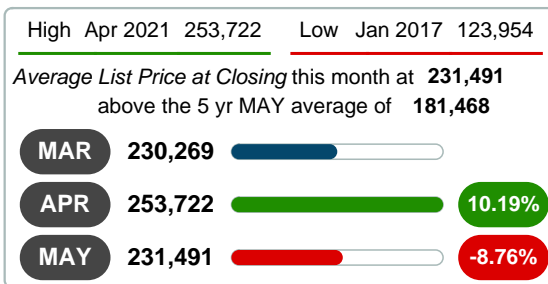


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 181,468



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		
\$75,000 and less	3	6.52%	49,267	36,450	74,900	0		
\$75,001 - \$125,000	6	13.04%	92,917	89,125	95,000	106,000		
\$125,001 - \$175,000	5	10.87%	162,080	174,500	169,950	148,000		
\$175,001 - \$225,000	8	17.39%	191,313	0	198,800	180,000		
\$225,001 - \$250,000	6	13.04%	237,283	0	250,114	235,000		
\$250,001 - \$275,000	6	13.04%	264,983	0	269,380	0		
\$275,001 and up	12	26.09%	382,400	0	444,667	326,360		
Average List Price		231,491		86,271	241,922	244,880	532,000	
Total Closed Units		46	100%	231,491	7	27	10	2
Total Closed Volume		10,648,600		603.90K	6.53M	2.45M	1.06M	

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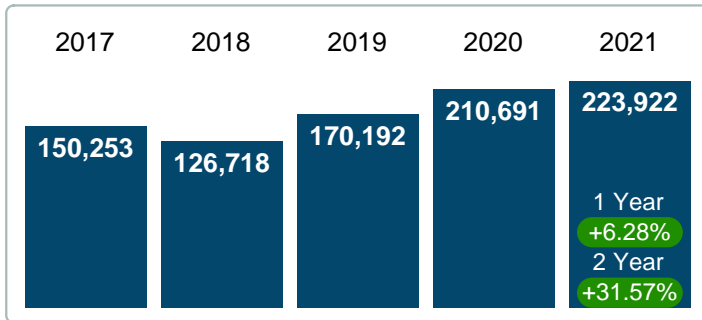
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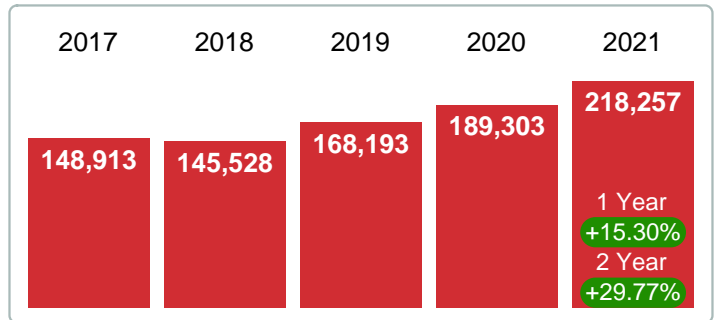
AVERAGE SOLD PRICE AT CLOSING

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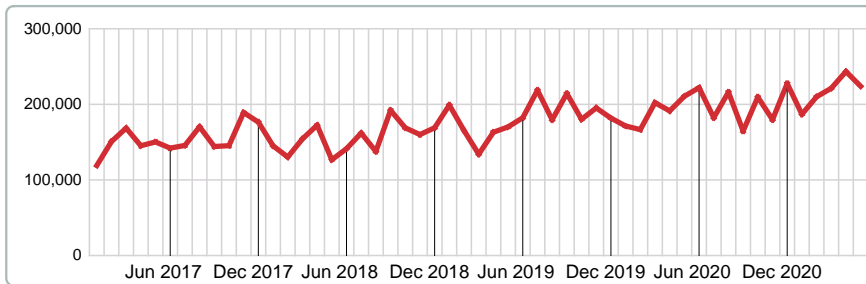
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

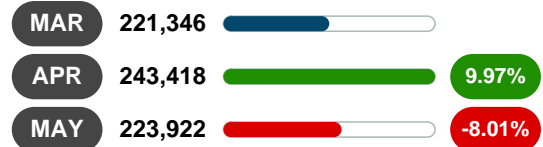


3 MONTHS

5 year MAY AVG = 176,355

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

Average Sold Price at Closing this month at **223,922** above the 5 yr MAY average of **176,355**



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
\$75,000 and less	6.52%	51,967	40,500	74,900	0	0
\$75,001 - \$125,000	13.04%	90,393	87,839	85,000	106,000	0
\$125,001 - \$175,000	10.87%	157,500	168,000	164,250	145,500	0
\$175,001 - \$225,000	19.57%	193,475	0	195,159	180,000	0
\$225,001 - \$250,000	17.39%	237,363	0	238,414	230,000	0
\$250,001 - \$275,000	10.87%	263,000	0	263,000	0	0
\$275,001 and up	21.74%	385,950	0	421,833	309,800	522,500
Average Sold Price		223,922	85,765	233,299	235,600	522,500
Total Closed Units	100%	223,922	7	27	10	2
Total Closed Volume		10,300,430	600.36K	6.30M	2.36M	1.05M

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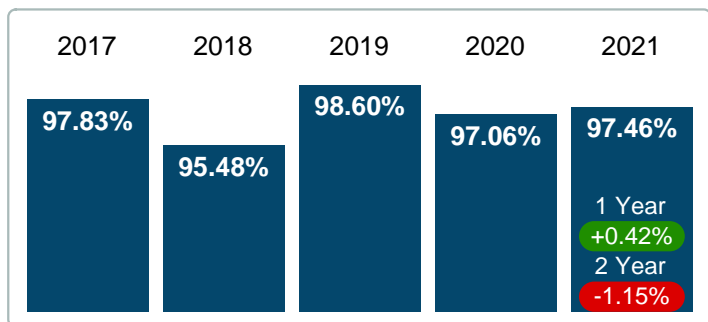
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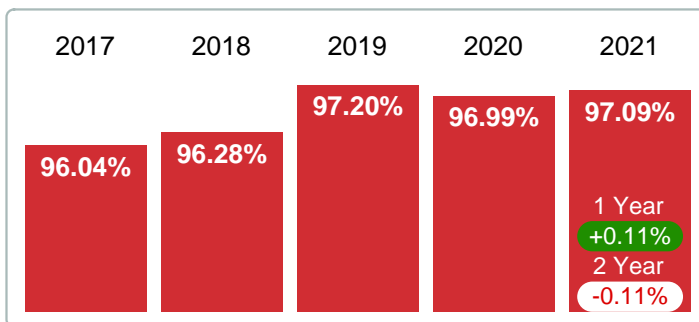
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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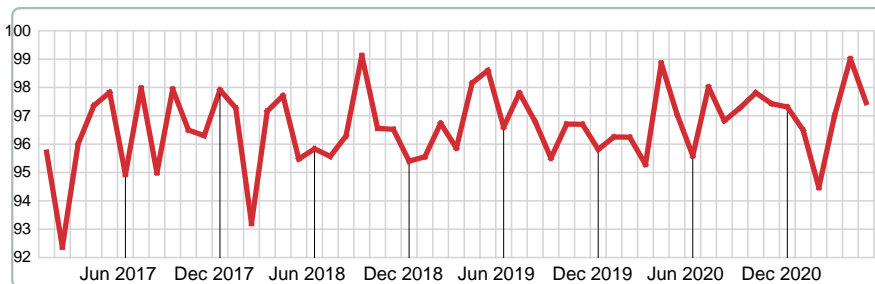
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

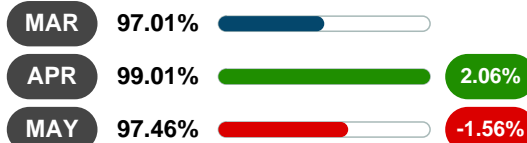


3 MONTHS

5 year MAY AVG = 97.28%

High Sep 2018 99.13% Low Feb 2017 92.37%

Average Sold/List Ratio this month at **97.46%**
equal to 5 yr MAY average of **97.28%**



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
\$75,000 and less	3	6.52%	101.50%	102.24%	100.00%	0.00%	0.00%
\$75,001 - \$125,000	6	13.04%	97.06%	98.22%	89.47%	100.00%	0.00%
\$125,001 - \$175,000	5	10.87%	97.21%	96.28%	96.54%	98.33%	0.00%
\$175,001 - \$225,000	9	19.57%	98.78%	0.00%	98.63%	100.00%	0.00%
\$225,001 - \$250,000	8	17.39%	95.97%	0.00%	95.70%	97.87%	0.00%
\$250,001 - \$275,000	5	10.87%	97.67%	0.00%	97.67%	0.00%	0.00%
\$275,001 and up	10	21.74%	96.53%	0.00%	97.25%	95.51%	98.02%
Average Sold/List Ratio		97.50%		99.09%	97.10%	97.21%	98.02%
Total Closed Units		46	100%	7	27	10	2
Total Closed Volume		10,300,430		600.36K	6.30M	2.36M	1.05M

May 2021



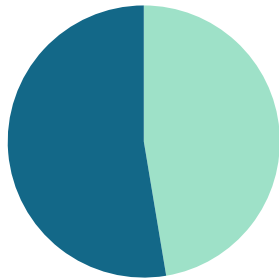
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

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

INVENTORY

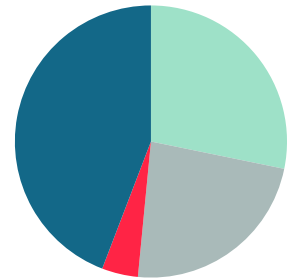


Inventory
 New Listings
54 = 47.37%
 Start Inventory
60
 Total Inventory Units
114
 Volume
\$42,279,898

Market Activity

Closed Sales
46 = 28.22%
 Pending Sales
38 = 23.31%
 Other Off Market
7 = 4.29%
 Active Inventory
72 = 44.17%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	35	46	31.43%	185	195	5.41%
Pending Sales	44	38	-13.64%	224	227	1.34%
New Listings	49	54	10.20%	291	252	-13.40%
Average List Price	216,043	231,491	7.15%	193,274	227,352	17.63%
Average Sale Price	210,691	223,922	6.28%	189,303	218,257	15.30%
Average Percent of Selling Price to List Price	97.06%	97.46%	0.42%	96.99%	97.09%	0.11%
Average Days on Market to Sale	35.14	21.20	-39.69%	38.31	31.06	-18.93%
Monthly Inventory	100	72	-28.00%	100	72	-28.00%
Months Supply of Inventory	2.46	1.70	-30.97%	2.46	1.70	-30.97%

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

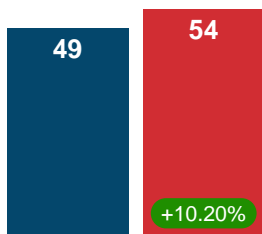
Inventory on May 31, 2021 = **72**

2020 **2021**

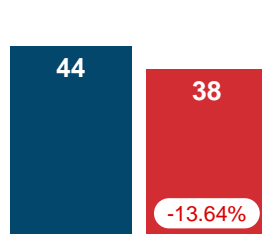
MAY MARKET

AVERAGE PRICES

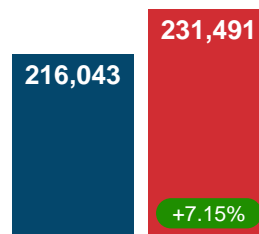
New Listings



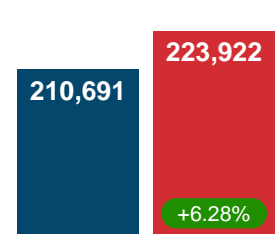
Pending Listings



List Price



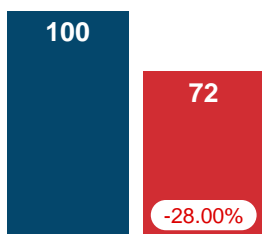
Sale Price



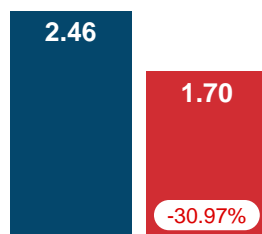
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

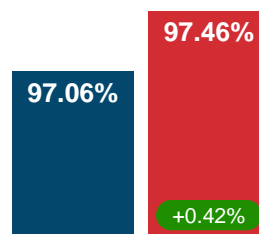
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

