

October 2021



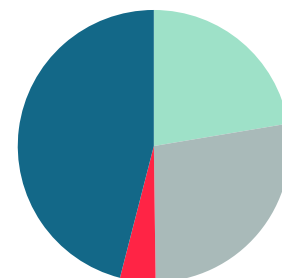
Area Delimited by County Of Bryan - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	October 2021	+/-%
Closed Listings	45	53	17.78%
Pending Listings	37	65	75.68%
New Listings	40	79	97.50%
Median List Price	184,900	225,000	21.69%
Median Sale Price	175,000	224,500	28.29%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	9.00	6.00	-33.33%
End of Month Inventory	72	109	51.39%
Months Supply of Inventory	1.86	2.35	26.11%



■ Closed (22.36%)
■ Pending (27.43%)
■ Other OffMarket (4.22%)
■ Active (45.99%)

Absorption: Last 12 months, an Average of **46** Sales/Month
Active Inventory as of October 31, 2021 = **109**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2021 rose **51.39%** to 109 existing homes available for sale. Over the last 12 months this area has had an average of 46 closed sales per month. This represents an unsold inventory index of **2.35** 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 **28.29%** in October 2021 to \$224,500 versus the previous year at \$175,000.

Median Days on Market Shortens

The median number of **6.00** days that homes spent on the market before selling decreased by 3.00 days or **33.33%** in October 2021 compared to last year's same month at **9.00** DOM.

Sales Success for October 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 79 New Listings in October 2021, up **97.50%** from last year at 40. Furthermore, there were 53 Closed Listings this month versus last year at 45, a **17.78%** increase.

Closed versus Listed trends yielded a **67.1%** ratio, down from previous year's, October 2020, at **112.5%**, a **40.37%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

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

October 2021



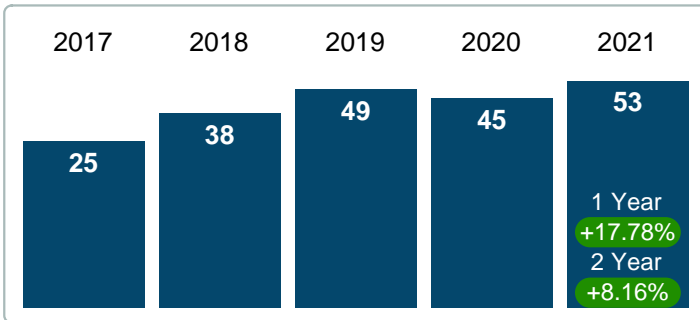
Area Delimited by County Of Bryan - Residential Property Type



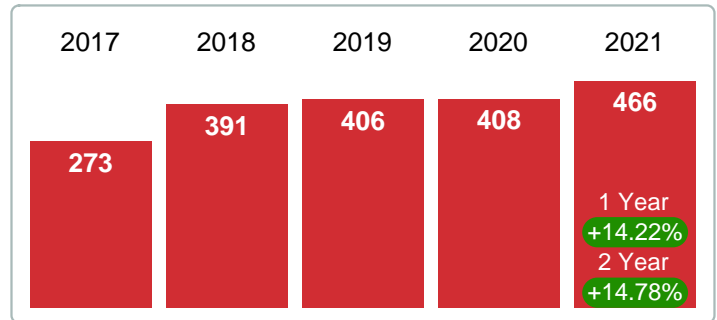
CLOSED LISTINGS

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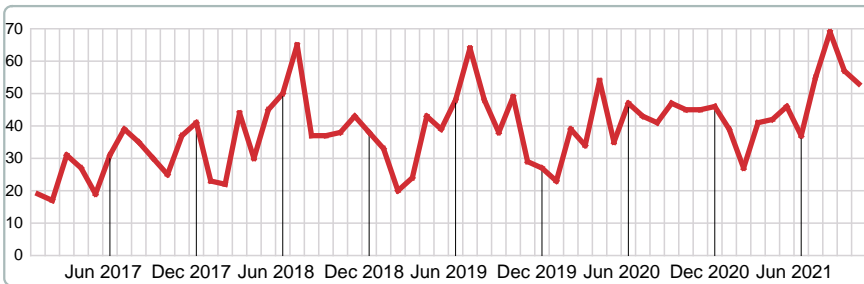
OCTOBER



YEAR TO DATE (YTD)

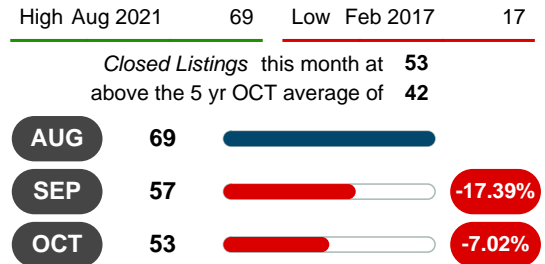


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 42



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	2	3.77%	2.0	0	1	1	0
\$100,001 - \$150,000	8	15.09%	7.0	1	6	1	0
\$150,001 - \$175,000	6	11.32%	11.5	0	5	1	0
\$175,001 - \$250,000	15	28.30%	4.0	1	11	3	0
\$250,001 - \$300,000	9	16.98%	7.0	0	6	3	0
\$300,001 - \$400,000	7	13.21%	10.0	0	4	3	0
\$400,001 and up	6	11.32%	16.5	0	2	2	2
Total Closed Units	53			2	35	14	2
Total Closed Volume	14,364,321	100%	6.0	325.00K	8.17M	4.08M	1.79M
Median Closed Price	\$224,500			\$162,500	\$213,000	\$269,000	\$892,500

October 2021



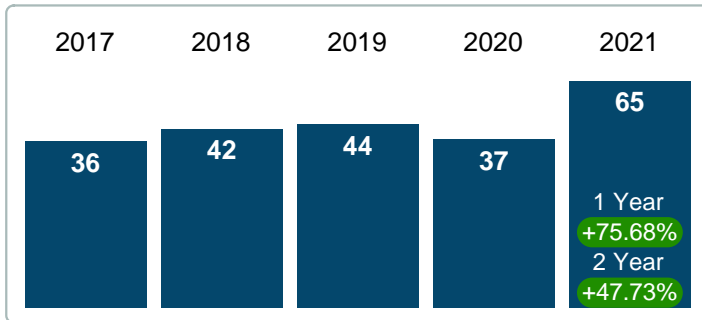
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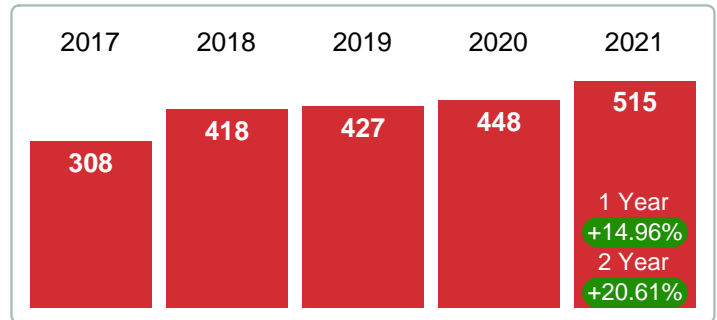
PENDING LISTINGS

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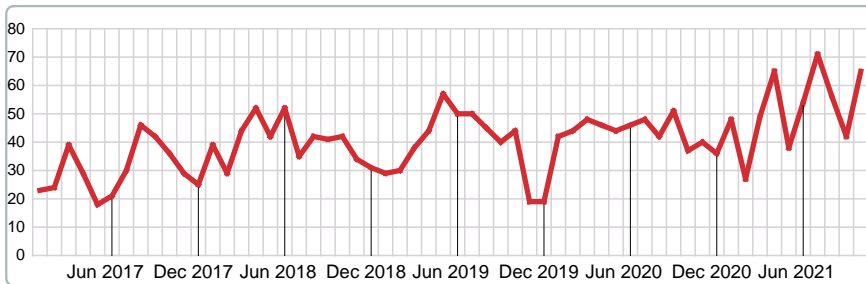
OCTOBER



YEAR TO DATE (YTD)

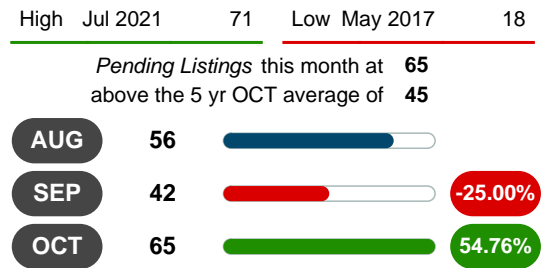


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT 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
\$100,000 and less	5	7.69%	5.0	0	4	1	0
\$100,001 - \$125,000	3	4.62%	22.0	0	3	0	0
\$125,001 - \$175,000	13	20.00%	7.0	6	7	0	0
\$175,001 - \$225,000	16	24.62%	6.5	0	16	0	0
\$225,001 - \$325,000	13	20.00%	14.0	0	6	7	0
\$325,001 - \$375,000	10	15.38%	9.0	0	4	6	0
\$375,001 and up	5	7.69%	4.0	0	2	2	1
Total Pending Units	65			6	42	16	1
Total Pending Volume	15,445,525	100%	7.0	871.70K	8.71M	5.32M	549.00K
Median Listing Price	\$215,000			\$146,950	\$197,400	\$333,348	\$549,000

October 2021



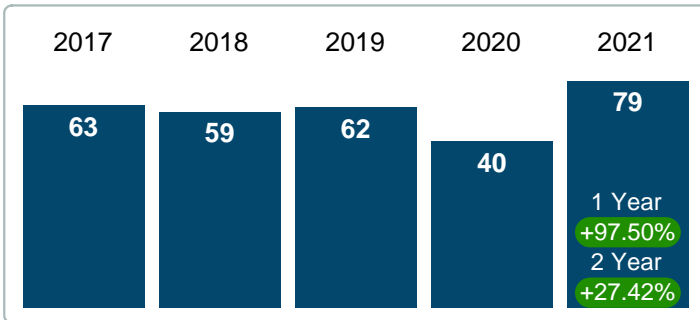
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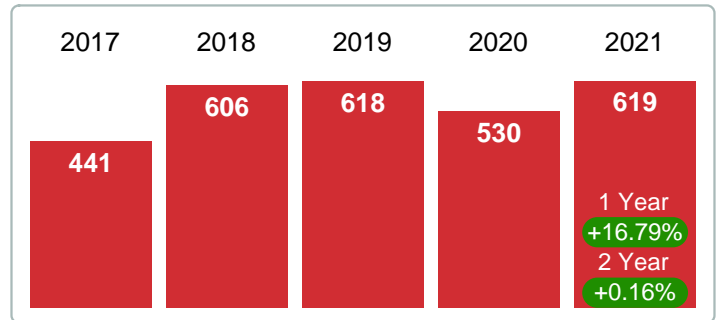
NEW LISTINGS

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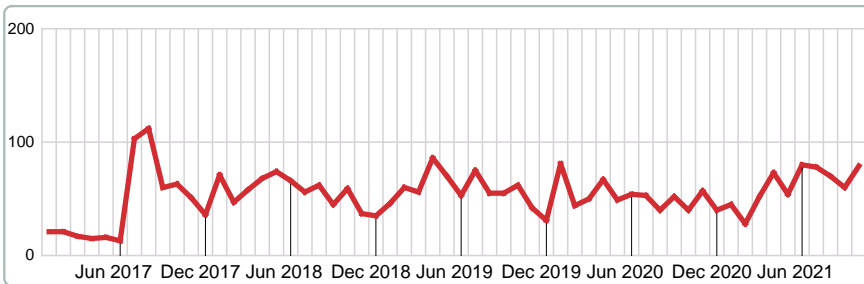
OCTOBER



YEAR TO DATE (YTD)

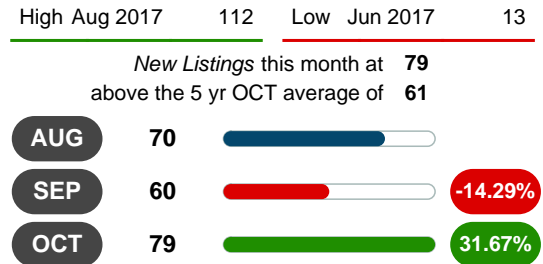


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 61



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
\$100,000 and less	7	8.86%	4	2	1	0
\$100,001 - \$125,000	4	5.06%	2	2	0	0
\$125,001 - \$175,000	14	17.72%	4	9	1	0
\$175,001 - \$225,000	18	22.78%	0	16	2	0
\$225,001 - \$325,000	18	22.78%	1	9	8	0
\$325,001 - \$450,000	9	11.39%	0	4	5	0
\$450,001 and up	9	11.39%	2	2	3	2
Total New Listed Units	79		13	44	20	2
Total New Listed Volume	21,722,877	100%	2.37M	10.49M	7.78M	1.08M
Median New Listed Listing Price	\$220,900		\$129,000	\$214,000	\$302,445	\$539,500

October 2021



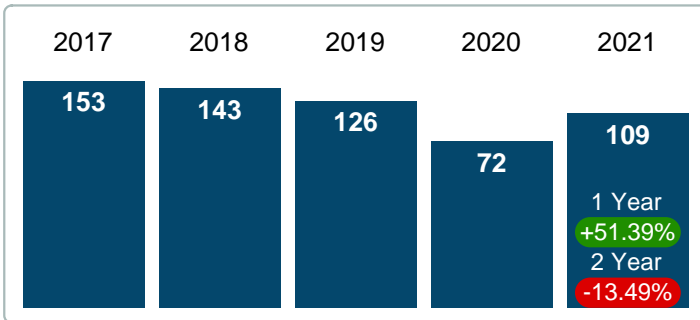
Area Delimited by County Of Bryan - Residential Property Type



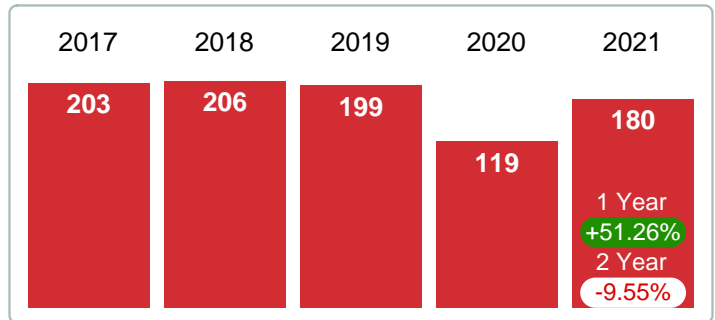
ACTIVE INVENTORY

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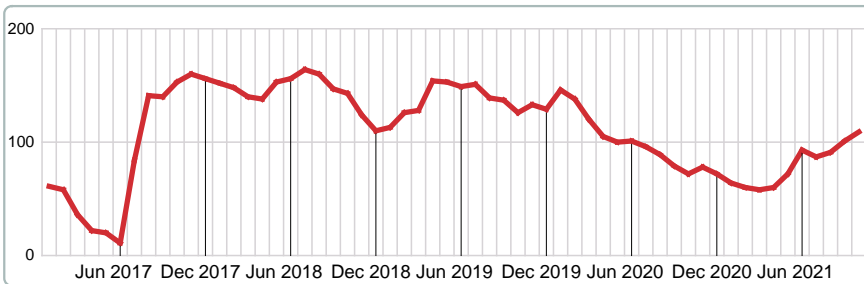
END OF OCTOBER



ACTIVE DURING OCTOBER

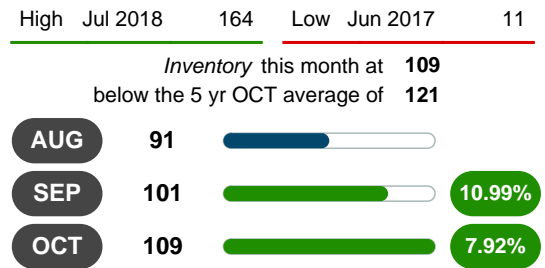


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 121



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	8	7.34%	27.0	6	2	0	0
\$100,001 - \$150,000	13	11.93%	67.0	3	10	0	0
\$150,001 - \$200,000	11	10.09%	34.0	1	4	5	1
\$200,001 - \$300,000	29	26.61%	30.0	3	19	5	2
\$300,001 - \$375,000	18	16.51%	63.5	0	8	10	0
\$375,001 - \$1,025,000	19	17.43%	47.0	2	11	4	2
\$1,025,001 and up	11	10.09%	96.0	1	3	5	2
Total Active Inventory by Units	109			16	57	29	7
Total Active Inventory by Volume	47,316,828	100%	47.0	4.80M	20.08M	16.55M	5.88M
Median Active Inventory Listing Price	\$270,000			\$127,000	\$240,000	\$320,510	\$399,000

October 2021



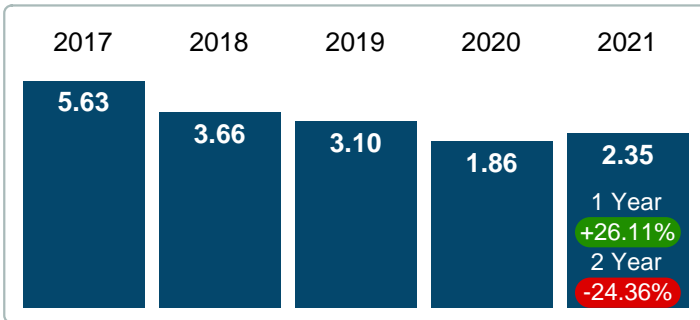
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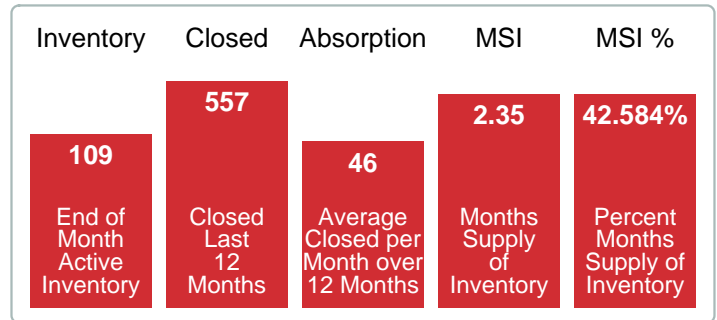
MONTHS SUPPLY of INVENTORY (MSI)

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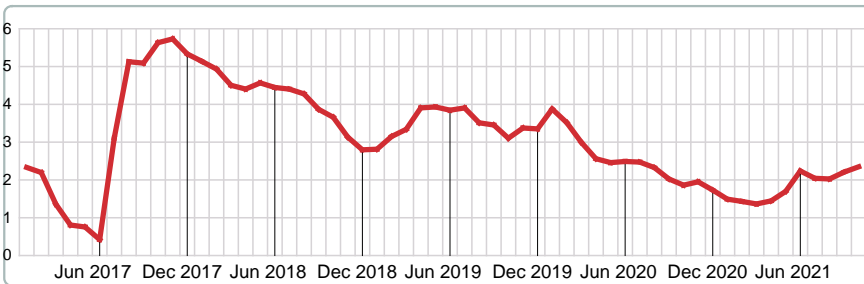
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2021



5 YEAR MARKET ACTIVITY TRENDS

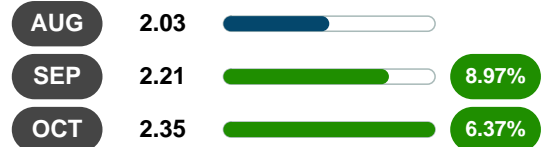


3 MONTHS

5 year OCT AVG = 3.32

High Nov 2017 5.73 Low Jun 2017 0.42

Months Supply this month at 2.35 below the 5 yr OCT average of 3.32



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	8	7.34%	1.81	4.00	0.89	0.00	0.00
\$100,001 - \$150,000	13	11.93%	2.11	3.27	2.45	0.00	0.00
\$150,001 - \$200,000	11	10.09%	0.87	2.00	0.38	3.53	6.00
\$200,001 - \$300,000	29	26.61%	1.86	9.00	1.68	1.33	12.00
\$300,001 - \$375,000	18	16.51%	5.27	0.00	5.05	7.06	0.00
\$375,001 - \$1,025,000	19	17.43%	4.65	12.00	7.33	3.00	1.85
\$1,025,001 and up	11	10.09%	66.00	0.00	36.00	0.00	24.00
Market Supply of Inventory (MSI)			2.35	4.57	1.82	3.00	3.65
Total Active Inventory by Units		100%	2.35	16	57	29	7

October 2021



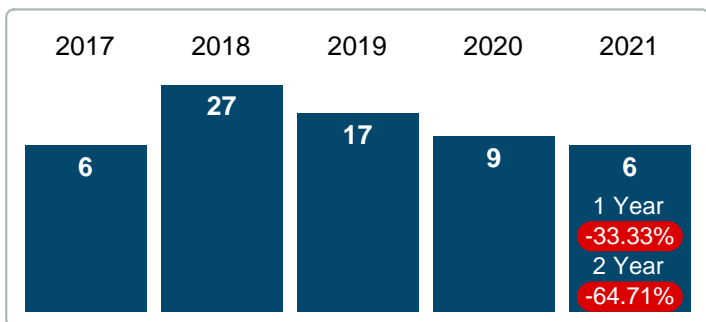
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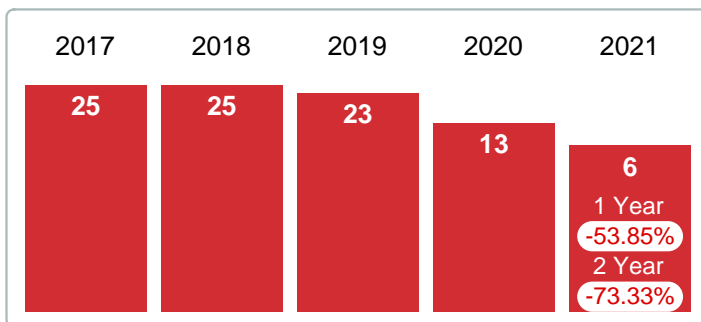
MEDIAN DAYS ON MARKET TO SALE

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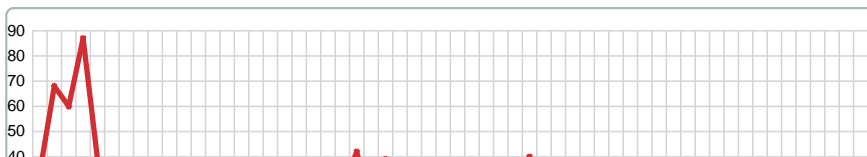
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 13

High Apr 2017 87 Low Aug 2017 1

Median Days on Market to Sale this month at 6 below the 5 yr OCT average of 13

Month	Median Days	% Change
AUG	6	
SEP	6	0.00%
OCT	6	0.00%

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	3.77%	2	0	3	1	0
\$100,001 - \$150,000	15.09%	7	7	7	31	0
\$150,001 - \$175,000	11.32%	12	0	5	42	0
\$175,001 - \$250,000	28.30%	4	3	2	6	0
\$250,001 - \$300,000	16.98%	7	0	12	2	0
\$300,001 - \$400,000	13.21%	10	0	32	6	0
\$400,001 and up	11.32%	17	0	17	27	24
Median Closed DOM		6	5	6	6	24
Total Closed Units	100%	53	2	35	14	2
Total Closed Volume		14,364,321	325.00K	8.17M	4.08M	1.79M

October 2021



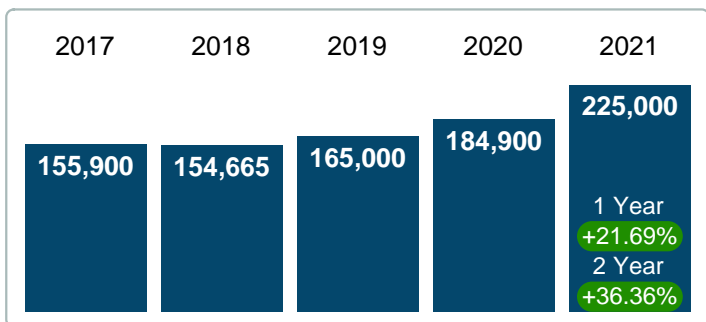
Area Delimited by County Of Bryan - Residential Property Type



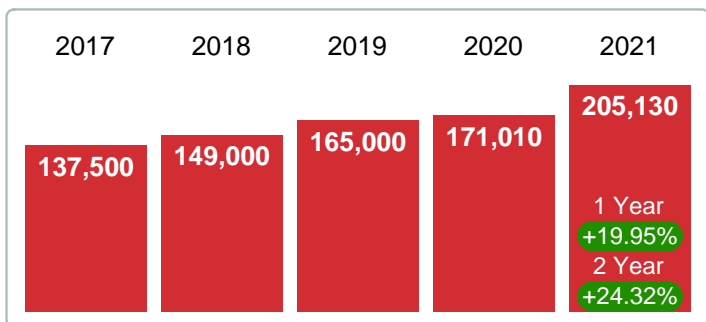
MEDIAN LIST PRICE AT CLOSING

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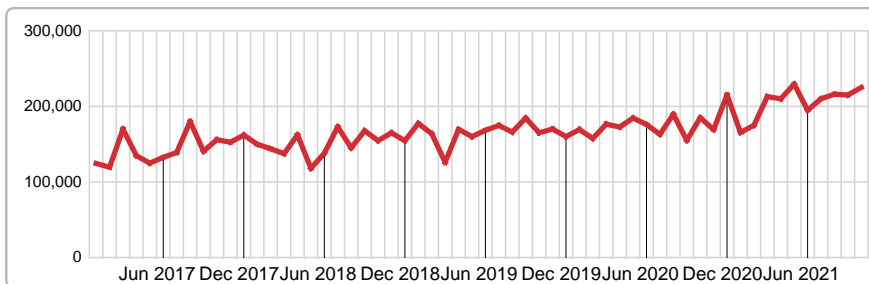
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 177,093

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

Median List Price at Closing this month at **225,000**
above the 5 yr OCT average of **177,093**

Month	Price	Change
AUG	216,000	
SEP	215,000	-0.46%
OCT	225,000	4.65%

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	3	5.66%	97,900	97,900	98,000	78,500	0
\$100,001 - \$150,000	7	13.21%	131,900	0	130,450	134,900	0
\$150,001 - \$175,000	6	11.32%	156,200	0	154,900	159,000	0
\$175,001 - \$250,000	16	30.19%	219,000	219,000	215,000	239,900	0
\$250,001 - \$300,000	8	15.09%	292,000	0	292,000	292,000	0
\$300,001 - \$400,000	4	7.55%	323,950	0	318,400	326,450	0
\$400,001 and up	9	16.98%	450,000	0	425,940	450,000	975,000
Median List Price			225,000	158,450	215,000	269,500	975,000
Total Closed Units		100%	225,000	2	35	14	2
Total Closed Volume			14,809,657	316.90K	8.35M	4.19M	1.95M

October 2021



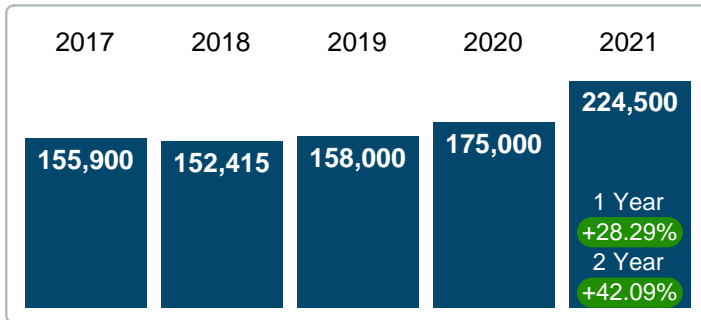
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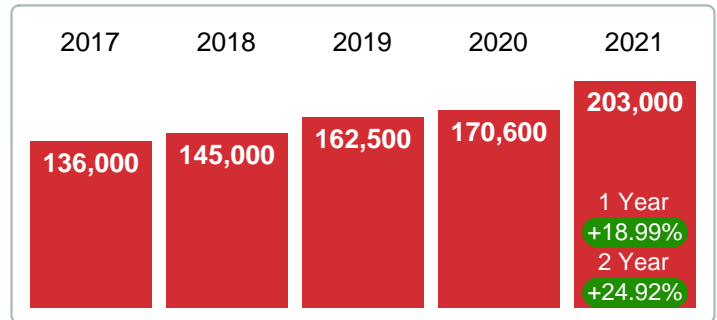
MEDIAN SOLD PRICE AT CLOSING

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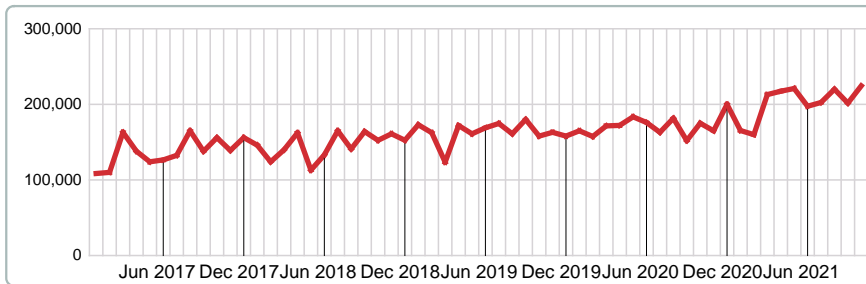
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

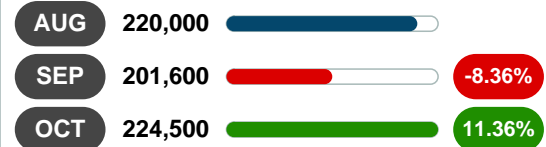


3 MONTHS

5 year OCT AVG = 173,163

High Oct 2021 224,500 Low Jan 2017 108,500

Median Sold Price at Closing this month at **224,500**
above the 5 yr OCT average of **173,163**



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	2	3.77%	88,250	0	98,000	78,500	0
\$100,001 - \$150,000	8	15.09%	122,500	106,000	127,500	112,000	0
\$150,001 - \$175,000	6	11.32%	157,000	0	155,000	159,000	0
\$175,001 - \$250,000	15	28.30%	215,000	219,000	213,000	224,500	0
\$250,001 - \$300,000	9	16.98%	280,000	0	282,500	280,000	0
\$300,001 - \$400,000	7	13.21%	324,900	0	349,950	323,000	0
\$400,001 and up	6	11.32%	600,000	0	538,750	607,498	892,500
Median Sold Price			224,500	162,500	213,000	269,000	892,500
Total Closed Units		100%	224,500	2	35	14	2
Total Closed Volume			14,364,321	325.00K	8.17M	4.08M	1.79M

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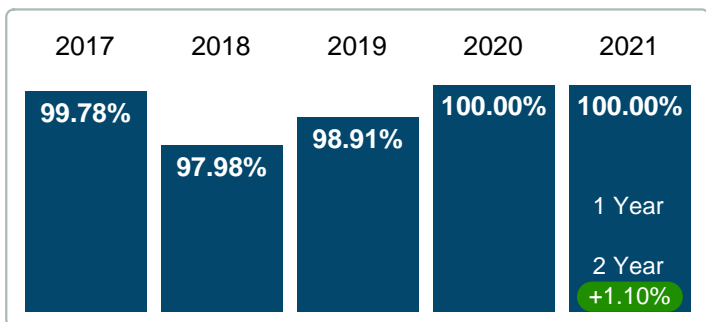
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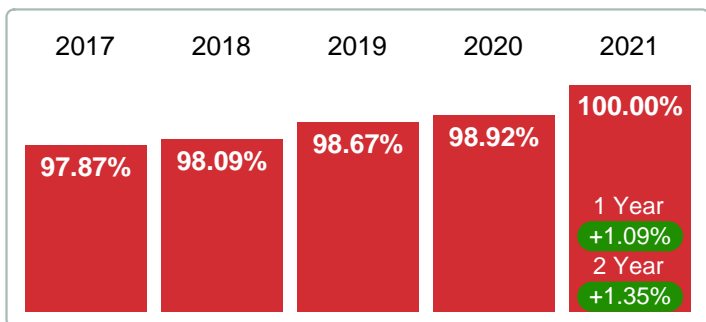
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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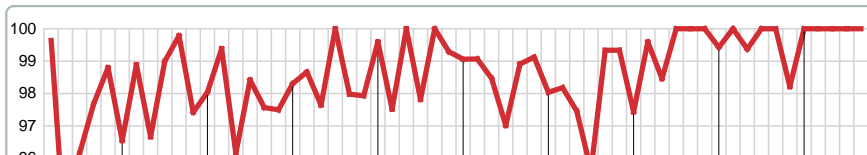
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 99.34%



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	2	3.77%	100.00%	0.00%	100.00%	100.00%	0.00%
\$100,001 - \$150,000	8	15.09%	99.28%	108.27%	99.28%	83.02%	0.00%
\$150,001 - \$175,000	6	11.32%	100.00%	0.00%	100.00%	100.00%	0.00%
\$175,001 - \$250,000	15	28.30%	100.00%	100.00%	100.00%	100.00%	0.00%
\$250,001 - \$300,000	9	16.98%	99.83%	0.00%	98.41%	100.00%	0.00%
\$300,001 - \$400,000	7	13.21%	95.48%	0.00%	96.95%	95.48%	0.00%
\$400,001 and up	6	11.32%	97.52%	0.00%	96.40%	100.00%	93.28%
Median Sold/List Ratio		100.00%		104.14%	100.00%	100.00%	93.28%
Total Closed Units		53	100%	2	35	14	2
Total Closed Volume		14,364,321		325.00K	8.17M	4.08M	1.79M

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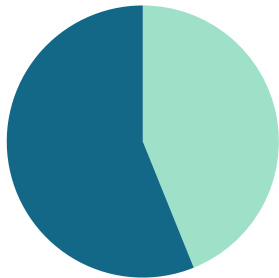
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

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

INVENTORY

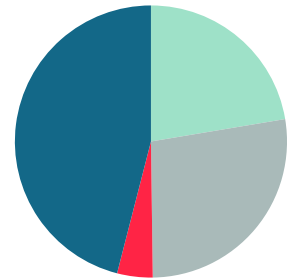


Inventory
 New Listings
79 = 43.89%
 Start Inventory
101
 Total Inventory Units
180
 Volume
\$65,035,753

Market Activity

Closed Sales
53 = 22.36%
 Pending Sales
65 = 27.43%
 Other Off Market
10 = 4.22%
 Active Inventory
109 = 45.99%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	45	53	17.78%	408	466	14.22%
Pending Sales	37	65	75.68%	448	515	14.96%
New Listings	40	79	97.50%	530	619	16.79%
Median List Price	184,900	225,000	21.69%	171,010	205,130	19.95%
Median Sale Price	175,000	224,500	28.29%	170,600	203,000	18.99%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	98.92%	100.00%	1.09%
Median Days on Market to Sale	9.00	6.00	-33.33%	13.00	6.00	-53.85%
Monthly Inventory	72	109	51.39%	72	109	51.39%
Months Supply of Inventory	1.86	2.35	26.11%	1.86	2.35	26.11%

Absorption: Last 12 months, an Average of **46** Sales/Month

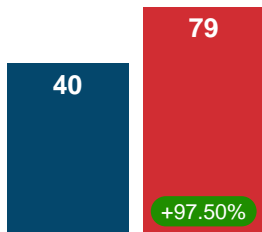
Inventory on October 31, 2021 = **109**

2020 **2021**

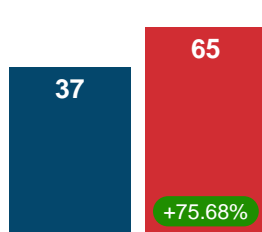
OCTOBER MARKET

MEDIAN PRICES

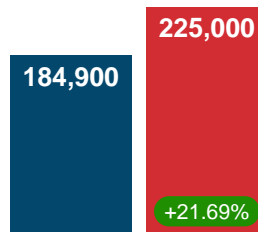
New Listings



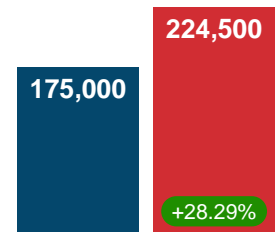
Pending Listings



List Price



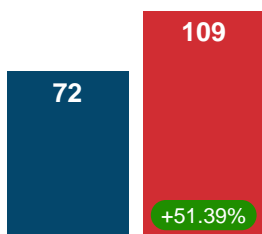
Sale Price



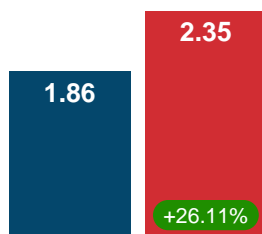
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

