

# September 2021



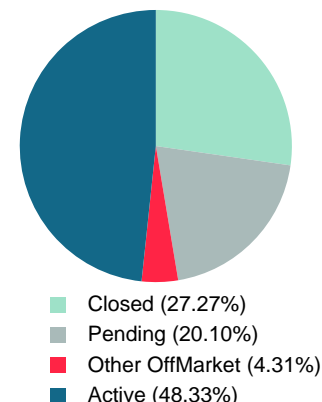
Area Delimited by County Of Bryan - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2020	2021	+/-%
Closed Listings	47	57	21.28%
Pending Listings	51	42	-17.65%
New Listings	52	60	15.38%
Average List Price	168,410	239,802	42.39%
Average Sale Price	164,676	233,199	41.61%
Average Percent of Selling Price to List Price	97.28%	97.03%	-0.26%
Average Days on Market to Sale	22.04	23.39	6.09%
End of Month Inventory	79	101	27.85%
Months Supply of Inventory	2.03	2.21	8.99%



**Absorption:** Last 12 months, an Average of **46 Sales/Month**  
**Active Inventory** as of September 30, 2021 = **101**

### Analysis Wrap-Up

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

The total housing inventory at the end of September 2021 rose **27.85%** to 101 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 **2.21** 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 **41.61%** in September 2021 to \$233,199 versus the previous year at \$164,676.

#### Average Days on Market Lengthens

The average number of **23.39** days that homes spent on the market before selling increased by 1.34 days or **6.09%** in September 2021 compared to last year's same month at **22.04** DOM.

#### Sales Success for September 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 60 New Listings in September 2021, up **15.38%** from last year at 52. Furthermore, there were 57 Closed Listings this month versus last year at 47, a **21.28%** increase.

Closed versus Listed trends yielded a **95.0%** ratio, up from previous year's, September 2020, at **90.4%**, a **5.11%** upswing. This will certainly create pressure on an increasing 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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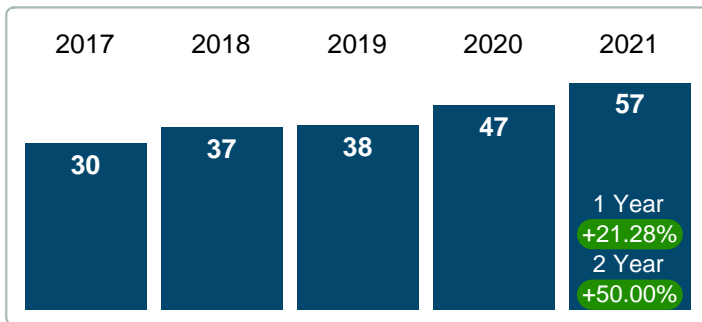
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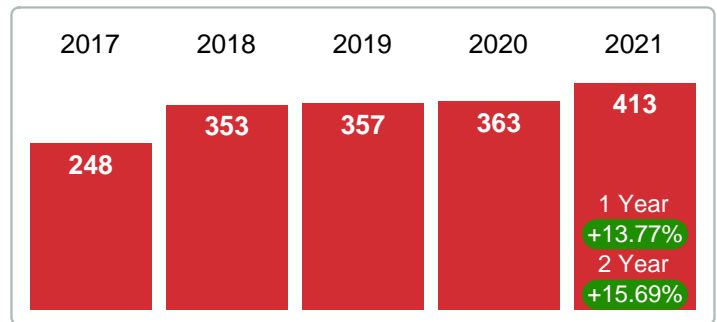
## CLOSED LISTINGS

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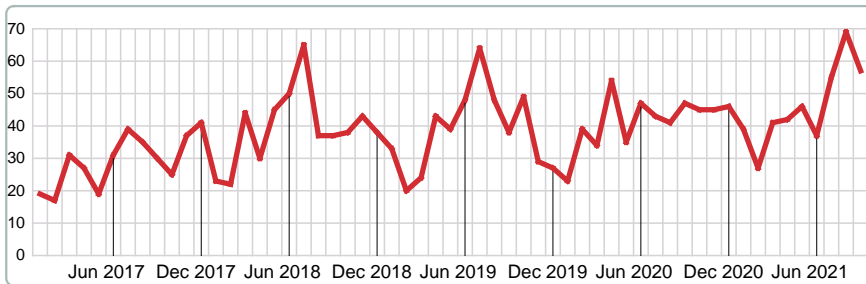
### SEPTEMBER



### YEAR TO DATE (YTD)

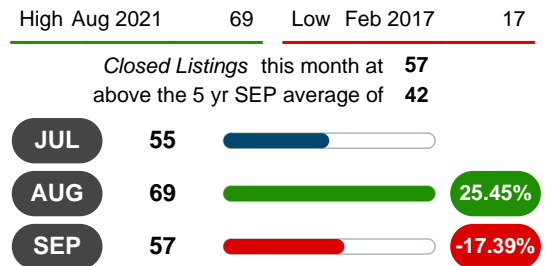


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 42



### 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	6	10.53%	5.8	3	3	0	0
\$100,001 - \$125,000	4	7.02%	14.3	2	2	0	0
\$125,001 - \$175,000	9	15.79%	9.6	0	6	3	0
\$175,001 - \$225,000	18	31.58%	18.7	0	16	2	0
\$225,001 - \$250,000	5	8.77%	45.6	1	3	1	0
\$250,001 - \$325,000	7	12.28%	8.7	0	4	2	1
\$325,001 and up	8	14.04%	66.3	0	5	2	1
<b>Total Closed Units</b>	<b>57</b>			<b>6</b>	<b>39</b>	<b>10</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>13,292,360</b>	<b>100%</b>	<b>23.4</b>	<b>724.90K</b>	<b>9.16M</b>	<b>2.76M</b>	<b>645.00K</b>
<b>Average Closed Price</b>	<b>\$233,199</b>			<b>\$120,817</b>	<b>\$234,845</b>	<b>\$276,350</b>	<b>\$322,500</b>

# September 2021



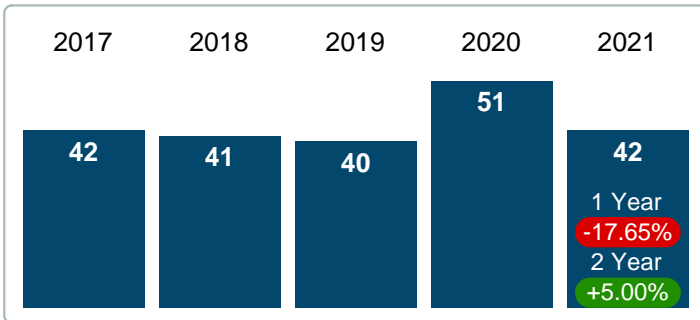
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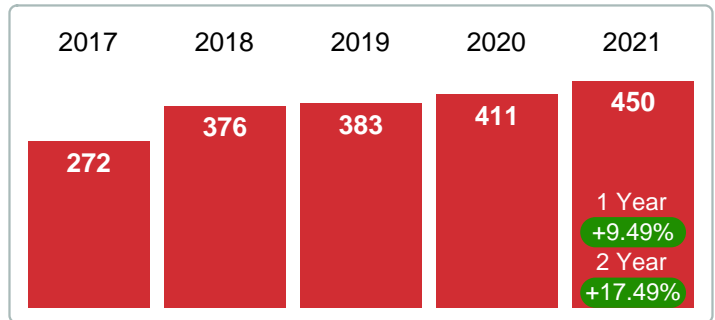
## PENDING LISTINGS

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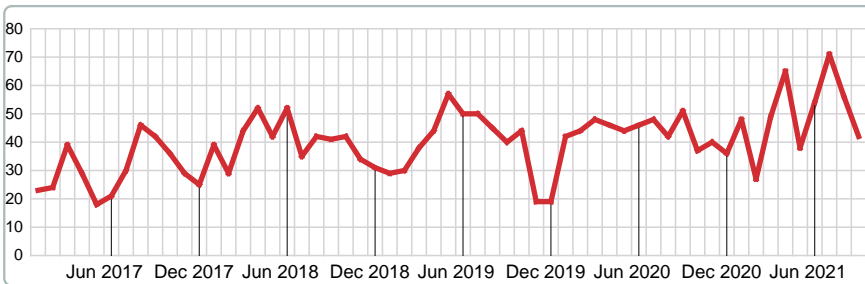
### SEPTEMBER



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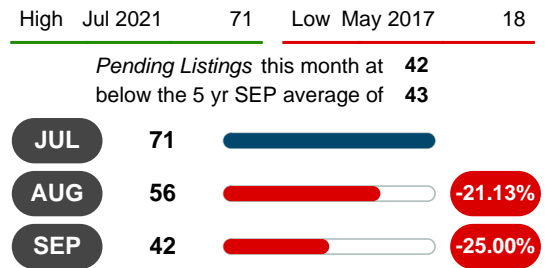


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 43



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	4	9.52%	39.3	2	2	0	0
\$150,001 - \$175,000	5	11.90%	20.8	0	5	0	0
\$175,001 - \$200,000	6	14.29%	11.2	0	4	2	0
\$200,001 - \$275,000	10	23.81%	22.2	0	6	4	0
\$275,001 - \$300,000	5	11.90%	33.0	0	2	3	0
\$300,001 - \$400,000	8	19.05%	47.8	0	4	2	2
\$400,001 and up	4	9.52%	58.0	0	2	1	1
<b>Total Pending Units</b>	<b>42</b>			<b>2</b>	<b>25</b>	<b>12</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>11,321,351</b>	<b>100%</b>	<b>31.7</b>	<b>244.90K</b>	<b>6.45M</b>	<b>3.44M</b>	<b>1.19M</b>
<b>Average Listing Price</b>	<b>\$272,474</b>			<b>\$122,450</b>	<b>\$258,026</b>	<b>\$286,316</b>	<b>\$396,667</b>

# September 2021



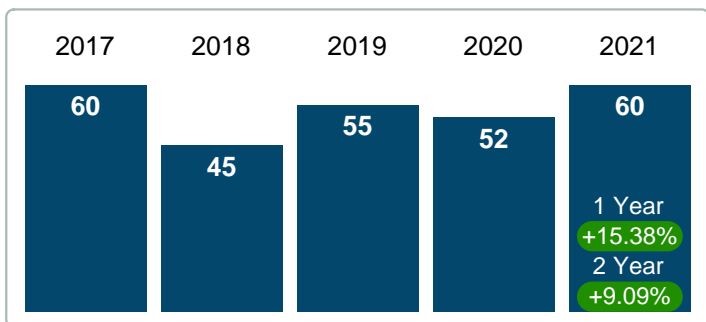
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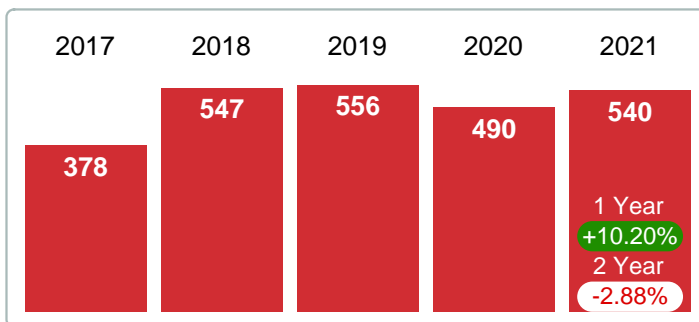
## NEW LISTINGS

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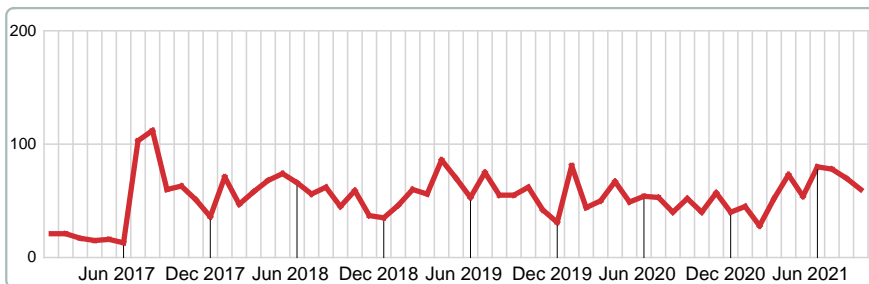
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

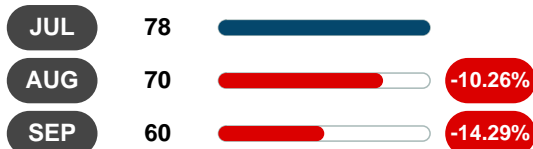


### 3 MONTHS

5 year SEP AVG = 54

High Aug 2017 112 Low Jun 2017 13

New Listings this month at 60  
above the 5 yr SEP average of 54



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	6	10.00%	2	4	0	0
\$150,001 - \$175,000	8	13.33%	1	5	1	1
\$175,001 - \$200,000	8	13.33%	0	6	2	0
\$200,001 - \$250,000	13	21.67%	0	10	2	1
\$250,001 - \$325,000	12	20.00%	1	5	4	2
\$325,001 - \$450,000	7	11.67%	0	6	1	0
\$450,001 and up	6	10.00%	0	4	1	1
<b>Total New Listed Units</b>	<b>60</b>		<b>4</b>	<b>40</b>	<b>11</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>16,099,186</b>	<b>100%</b>	<b>713.90K</b>	<b>10.63M</b>	<b>3.16M</b>	<b>1.59M</b>
<b>Average New Listed Listing Price</b>	<b>\$239,509</b>		<b>\$178,475</b>	<b>\$265,790</b>	<b>\$287,245</b>	<b>\$318,800</b>

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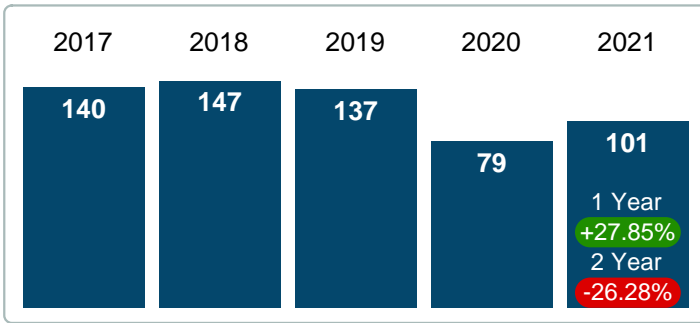
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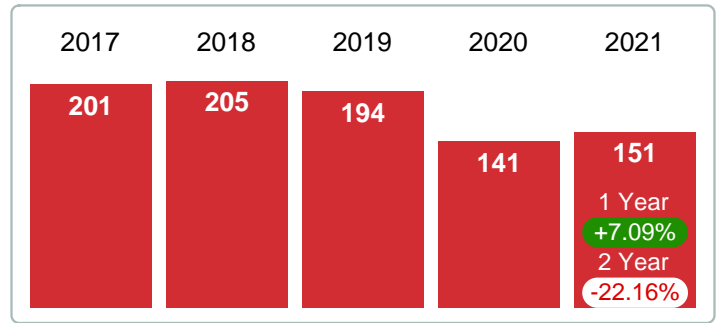
## ACTIVE INVENTORY

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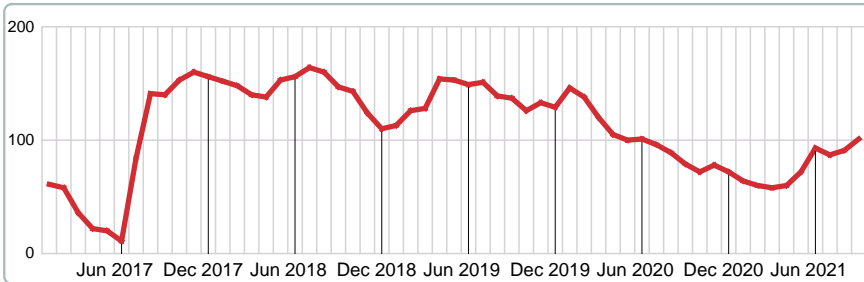
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

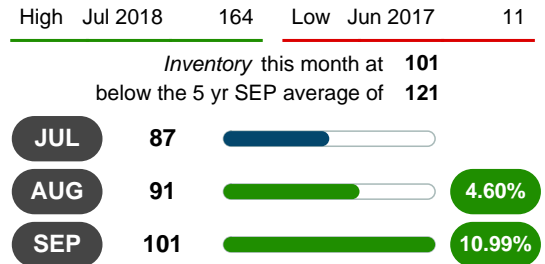


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 121



### 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	7	6.93%	61.0	3	4	0	0
\$100,001 - \$150,000	15	14.85%	58.1	4	10	1	0
\$150,001 - \$200,000	11	10.89%	28.1	1	6	3	1
\$200,001 - \$300,000	26	25.74%	71.2	2	17	5	2
\$300,001 - \$375,000	17	16.83%	78.6	0	7	10	0
\$375,001 - \$900,000	14	13.86%	46.8	0	11	2	1
\$900,001 and up	11	10.89%	106.5	1	2	6	2
<b>Total Active Inventory by Units</b>	<b>101</b>			<b>11</b>	<b>57</b>	<b>27</b>	<b>6</b>
<b>Total Active Inventory by Volume</b>	<b>43,312,876</b>	<b>100%</b>	<b>65.5</b>	<b>3.53M</b>	<b>19.05M</b>	<b>15.38M</b>	<b>5.35M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$428,840</b>			<b>\$321,136</b>	<b>\$334,240</b>	<b>\$569,474</b>	<b>\$892,150</b>

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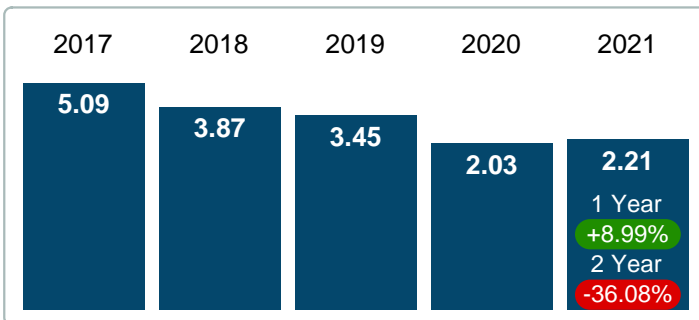
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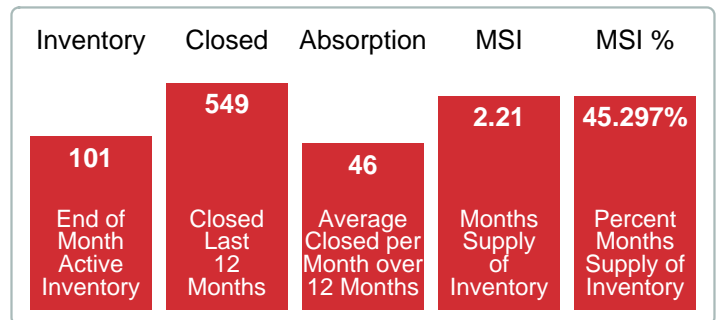
## MONTHS SUPPLY of INVENTORY (MSI)

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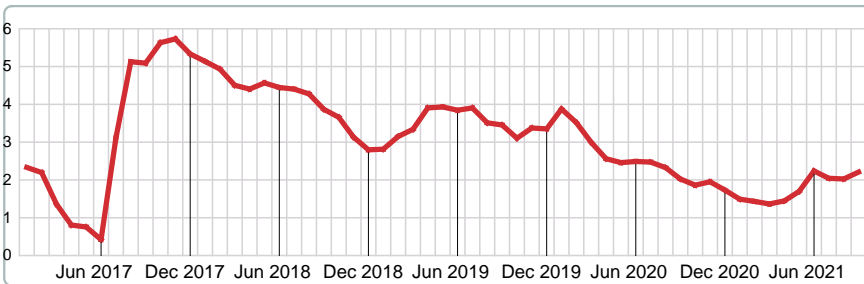
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2021



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 3.33

High Nov 2017 5.73 Low Jun 2017 0.42

Months Supply this month at 2.21 below the 5 yr SEP average of 3.33



### 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	7	6.93%	1.50	1.71	1.71	0.00	0.00
\$100,001 - \$150,000	15	14.85%	2.31	3.00	2.45	1.00	0.00
\$150,001 - \$200,000	11	10.89%	0.86	2.00	0.56	2.25	6.00
\$200,001 - \$300,000	26	25.74%	1.77	8.00	1.61	1.40	8.00
\$300,001 - \$375,000	17	16.83%	5.10	0.00	4.67	7.06	0.00
\$375,001 - \$900,000	14	13.86%	3.91	0.00	9.43	1.71	0.92
\$900,001 and up	11	10.89%	44.00	0.00	12.00	0.00	24.00
Market Supply of Inventory (MSI)			2.21	2.69	1.86	2.97	3.00
Total Active Inventory by Units		100%	2.21	11	57	27	6

# September 2021



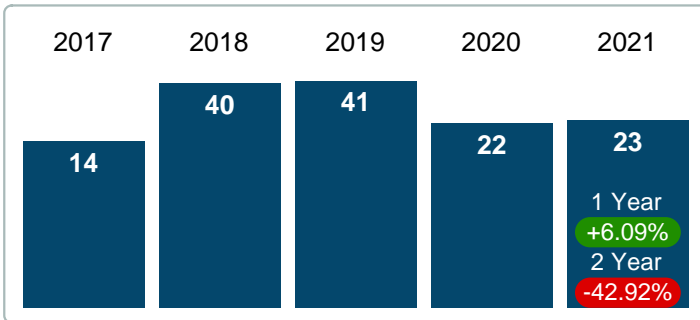
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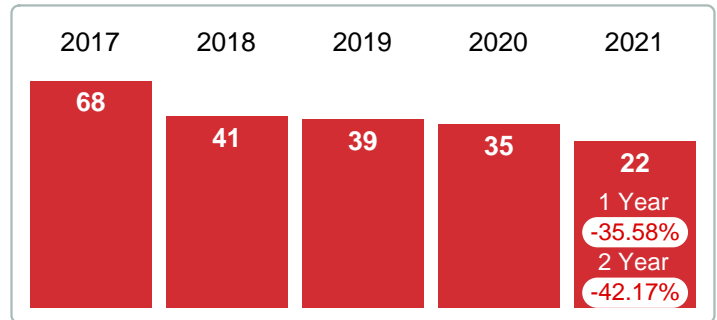
## AVERAGE DAYS ON MARKET TO SALE

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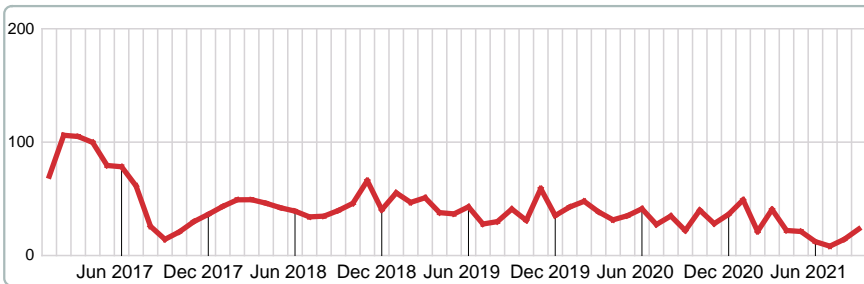
### SEPTEMBER



### YEAR TO DATE (YTD)

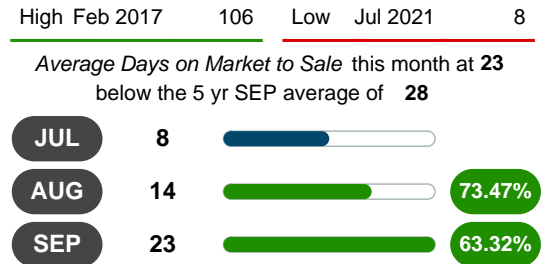


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 28



### 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	10.53%	6	6	5	0	0
\$100,001 - \$125,000	7.02%	14	15	14	0	0
\$125,001 - \$175,000	15.79%	10	0	3	24	0
\$175,001 - \$225,000	31.58%	19	0	17	29	0
\$225,001 - \$250,000	8.77%	46	113	10	86	0
\$250,001 - \$325,000	12.28%	9	0	10	10	2
\$325,001 and up	14.04%	66	0	75	74	6
<b>Average Closed DOM</b>		<b>23</b>	<b>27</b>	<b>20</b>	<b>38</b>	<b>4</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>23</b>	<b>6</b>	<b>39</b>	<b>10</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>13,292,360</b>	<b>724.90K</b>	<b>9.16M</b>	<b>2.76M</b>	<b>645.00K</b>

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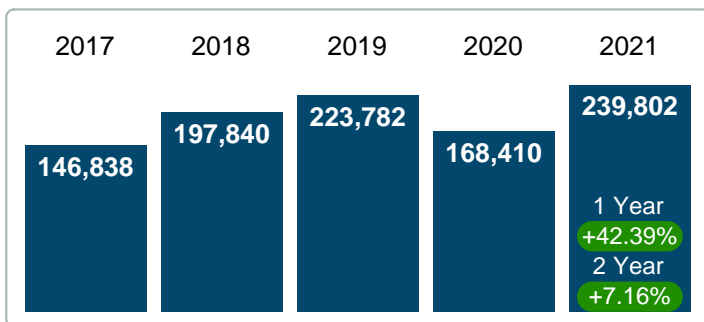
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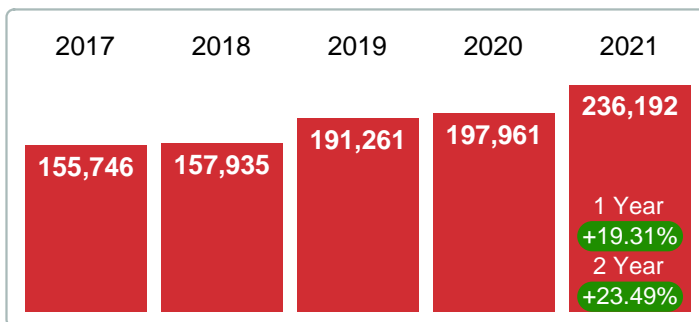
## AVERAGE LIST PRICE AT CLOSING

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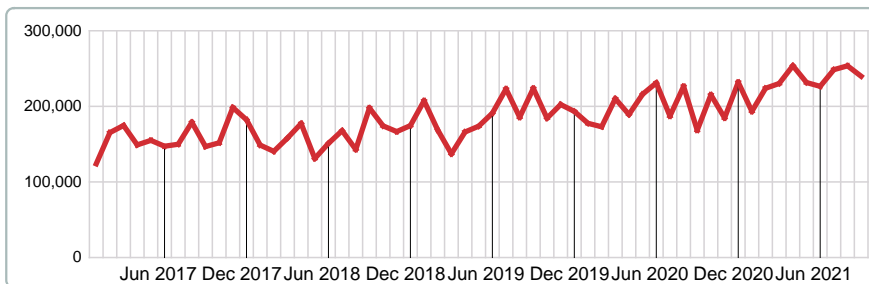
### SEPTEMBER



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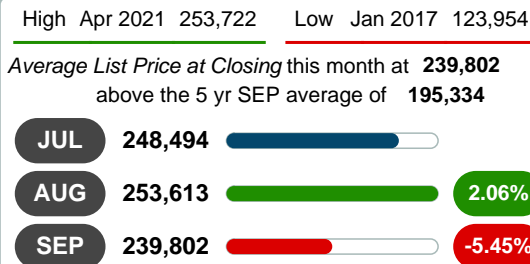


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 195,334



### 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	8.77%	85,160	93,267	85,300	0	0
\$100,001 - \$125,000	5.26%	113,300	121,000	135,000	0	0
\$125,001 - \$175,000	21.05%	154,668	0	158,900	150,540	0
\$175,001 - \$225,000	24.56%	204,736	0	210,325	190,000	0
\$225,001 - \$250,000	10.53%	235,317	269,900	234,000	279,000	0
\$250,001 - \$325,000	17.54%	293,630	0	288,975	295,750	315,000
\$325,001 and up	12.28%	547,497	0	532,980	570,000	352,580
<b>Average List Price</b>		<b>239,802</b>	<b>131,950</b>	<b>240,187</b>	<b>284,212</b>	<b>333,790</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>239,802</b>	<b>6</b>	<b>39</b>	<b>10</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>13,668,700</b>	<b>791.70K</b>	<b>9.37M</b>	<b>2.84M</b>	<b>667.58K</b>



# September 2021



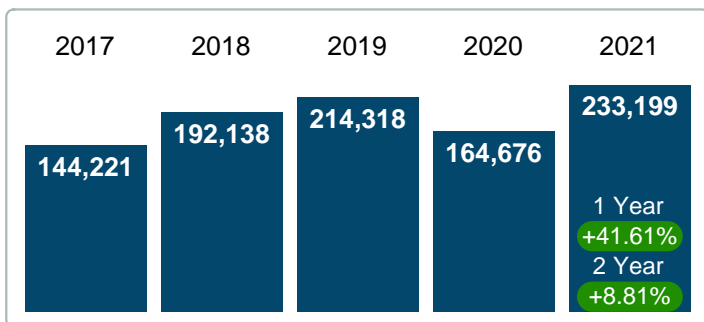
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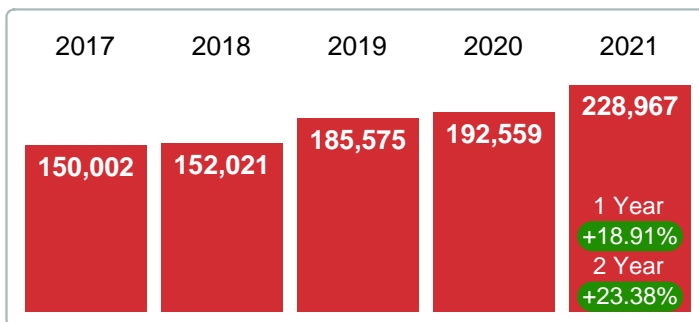
## AVERAGE SOLD PRICE AT CLOSING

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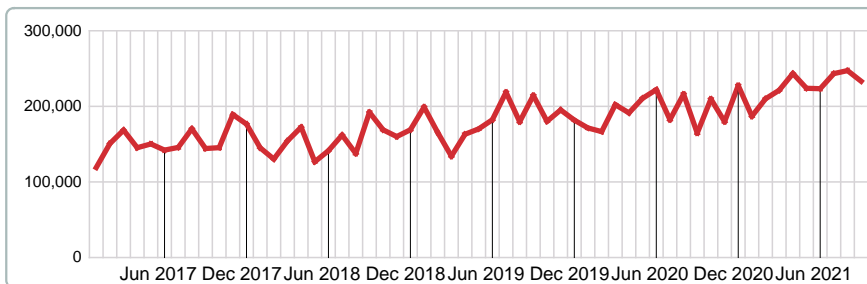
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

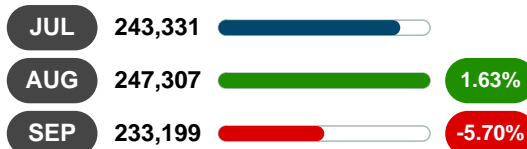


### 3 MONTHS

5 year SEP AVG = 189,711

High Aug 2021 247,307 Low Jan 2017 119,060

Average Sold Price at Closing this month at **233,199** above the 5 yr SEP average of **189,711**



### 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	10.53%	84,150	88,300	80,000	0	0
\$100,001 - \$125,000	7.02%	117,500	115,000	120,000	0	0
\$125,001 - \$175,000	15.79%	151,556	0	158,917	136,833	0
\$175,001 - \$225,000	31.58%	203,700	0	205,413	190,000	0
\$225,001 - \$250,000	8.77%	241,472	230,000	242,453	250,000	0
\$250,001 - \$325,000	12.28%	289,929	0	284,125	289,000	315,000
\$325,001 and up	14.04%	506,250	0	515,000	572,500	330,000
<b>Average Sold Price</b>		<b>233,199</b>	<b>120,817</b>	<b>234,845</b>	<b>276,350</b>	<b>322,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>233,199</b>	<b>6</b>	<b>39</b>	<b>10</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>13,292,360</b>	<b>724.90K</b>	<b>9.16M</b>	<b>2.76M</b>	<b>645.00K</b>

# September 2021



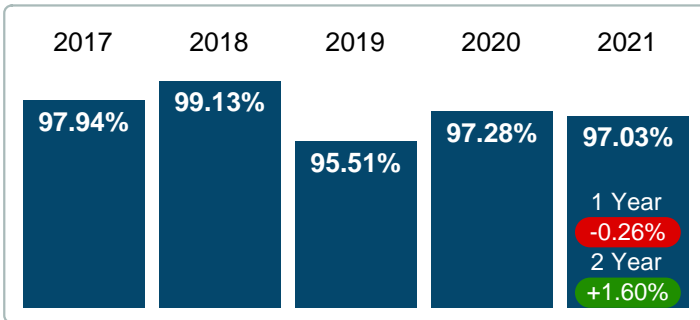
Area Delimited by County Of Bryan - Residential Property Type



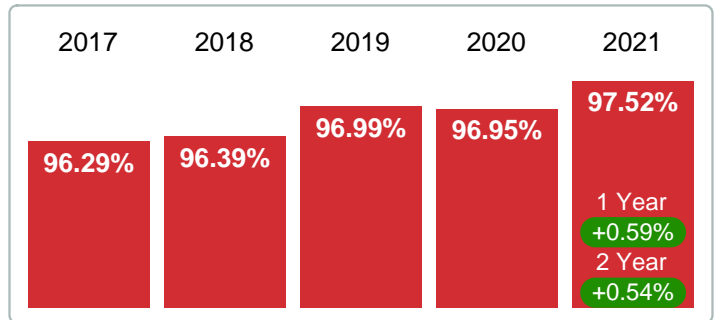
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

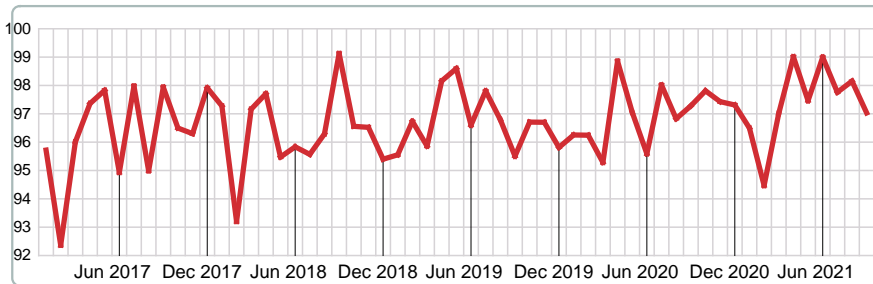
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

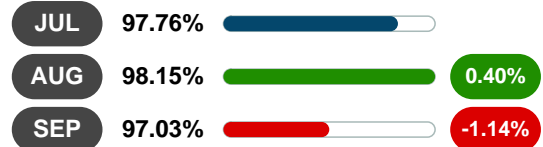


### 3 MONTHS

5 year SEP AVG = 97.38%

High Sep 2018 99.13% Low Feb 2017 92.37%

Average Sold/List Ratio this month at **97.03%**  
equal to 5 yr SEP average of **97.38%**



## 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	6	10.53%	94.40%	95.04%	93.76%	0.00%	0.00%
\$100,001 - \$125,000	4	7.02%	92.52%	95.45%	89.58%	0.00%	0.00%
\$125,001 - \$175,000	9	15.79%	97.11%	0.00%	100.05%	91.24%	0.00%
\$175,001 - \$225,000	18	31.58%	98.39%	0.00%	98.19%	100.00%	0.00%
\$225,001 - \$250,000	5	8.77%	97.14%	85.22%	103.63%	89.61%	0.00%
\$250,001 - \$325,000	7	12.28%	98.35%	0.00%	98.33%	97.56%	100.00%
\$325,001 and up	8	14.04%	96.88%	0.00%	96.05%	100.59%	93.60%
Average Sold/List Ratio		97.00%		93.54%	97.85%	95.96%	96.80%
Total Closed Units		57	100%	6	39	10	2
Total Closed Volume		13,292,360		724.90K	9.16M	2.76M	645.00K

# September 2021



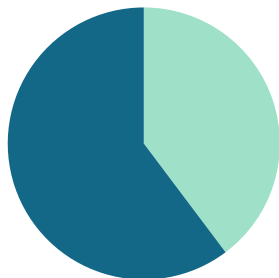
Area Delimited by County Of Bryan - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

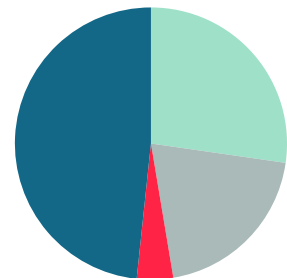


**Inventory**  
 New Listings  
**60 = 39.74%**  
 Start Inventory  
**91**  
 Total Inventory Units  
**151**  
 Volume  
**\$57,601,227**

### Market Activity

Closed Sales  
**57 = 27.27%**  
 Pending Sales  
**42 = 20.10%**  
 Other Off Market  
**9 = 4.31%**  
 Active Inventory  
**101 = 48.33%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	47	57	21.28%	363	413	13.77%
Pending Sales	51	42	-17.65%	411	450	9.49%
New Listings	52	60	15.38%	490	540	10.20%
Average List Price	168,410	239,802	42.39%	197,961	236,192	19.31%
Average Sale Price	164,676	233,199	41.61%	192,559	228,967	18.91%
Average Percent of Selling Price to List Price	97.28%	97.03%	-0.26%	96.95%	97.52%	0.59%
Average Days on Market to Sale	22.04	23.39	6.09%	34.90	22.48	-35.58%
Monthly Inventory	79	101	27.85%	79	101	27.85%
Months Supply of Inventory	2.03	2.21	8.99%	2.03	2.21	8.99%

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

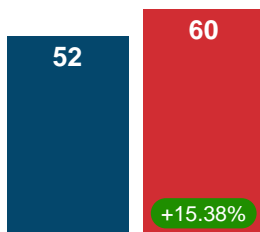
**Inventory** on September 30, 2021 = **101**

2020 2021

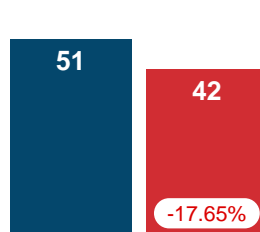
### SEPTEMBER MARKET

### AVERAGE PRICES

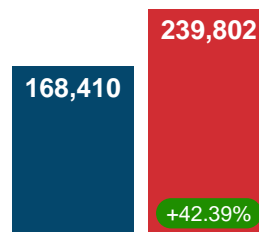
#### New Listings



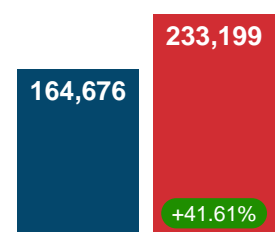
#### Pending Listings



#### List Price



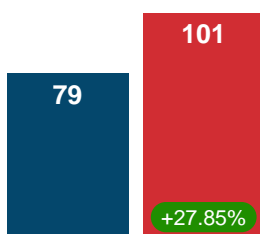
#### Sale Price



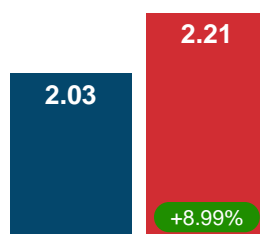
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

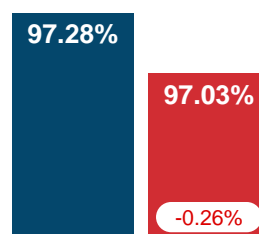
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

