

September 2021



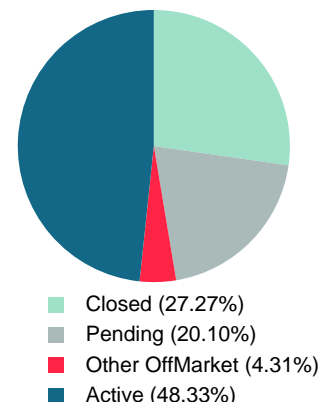
Area Delimited by County Of Bryan - Residential Property Type



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%
Median List Price	155,000	215,000	38.71%
Median Sale Price	152,000	201,600	32.63%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	7.00	6.00	-14.29%
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.

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 **32.63%** in September 2021 to \$201,600 versus the previous year at \$152,000.

Median Days on Market Shortens

The median number of **6.00** days that homes spent on the market before selling decreased by 1.00 days or **14.29%** in September 2021 compared to last year's same month at **7.00** DOM.

Sales Success for September 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 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.

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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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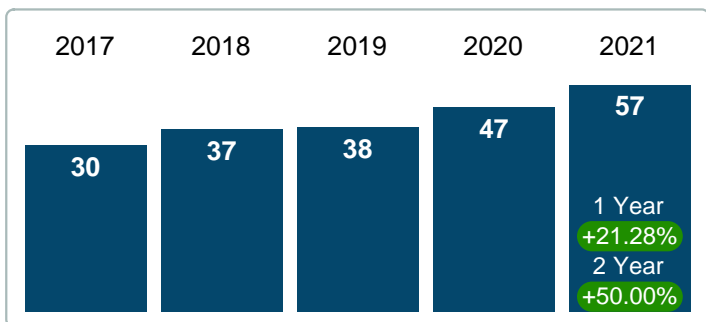
Area Delimited by County Of Bryan - Residential Property Type



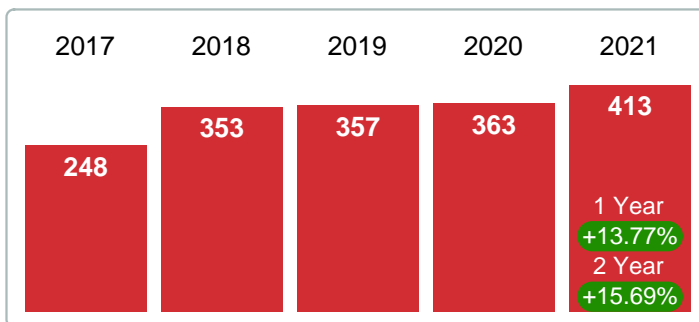
CLOSED LISTINGS

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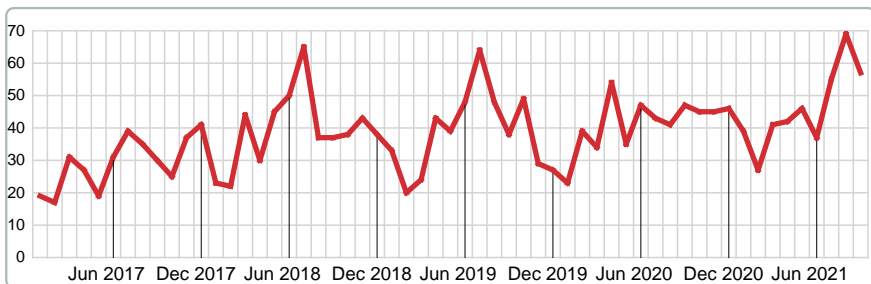
SEPTEMBER



YEAR TO DATE (YTD)

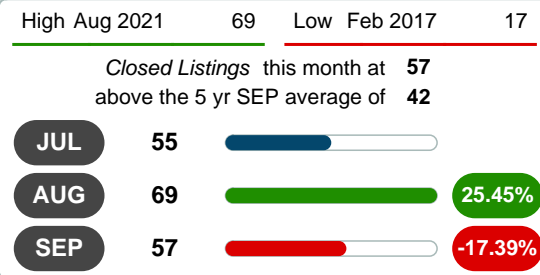


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 42



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	6	10.53%	5.0	3	3	0	0
\$100,001 - \$125,000	4	7.02%	14.0	2	2	0	0
\$125,001 - \$175,000	9	15.79%	2.0	0	6	3	0
\$175,001 - \$225,000	18	31.58%	5.0	0	16	2	0
\$225,001 - \$250,000	5	8.77%	17.0	1	3	1	0
\$250,001 - \$325,000	7	12.28%	7.0	0	4	2	1
\$325,001 and up	8	14.04%	34.0	0	5	2	1
Total Closed Units	57			6	39	10	2
Total Closed Volume	13,292,360	100%	6.0	724.90K	9.16M	2.76M	645.00K
Median Closed Price	\$201,600			\$105,000	\$203,000	\$225,000	\$322,500

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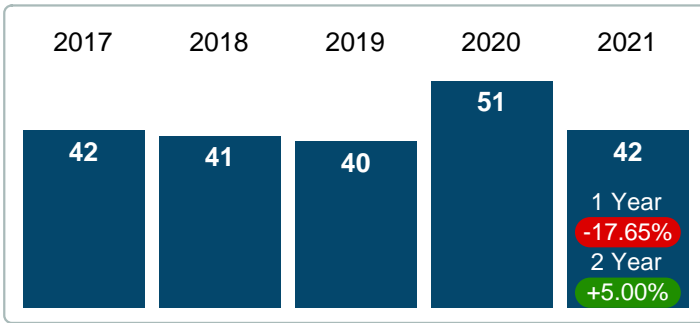
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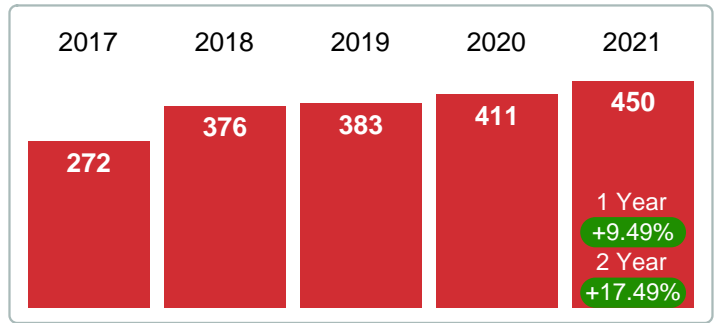
PENDING LISTINGS

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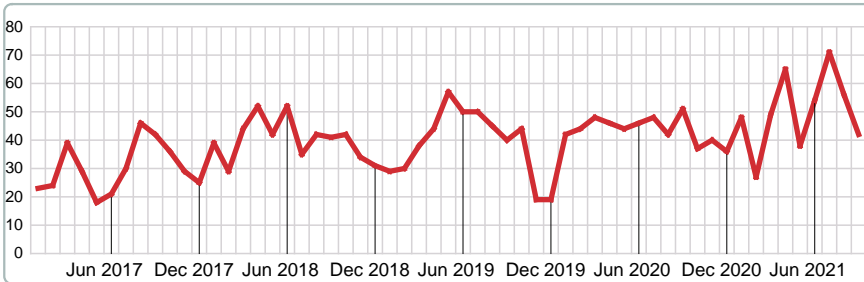
SEPTEMBER



YEAR TO DATE (YTD)

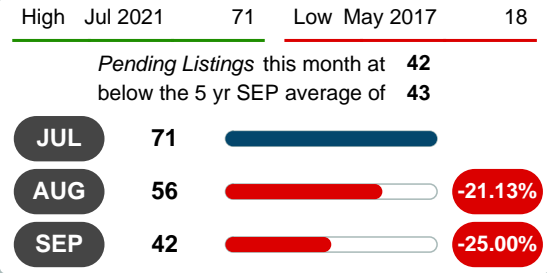


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 43



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	4	9.52%	24.5	2	2	0	0
\$150,001 - \$175,000	5	11.90%	4.0	0	5	0	0
\$175,001 - \$200,000	6	14.29%	1.5	0	4	2	0
\$200,001 - \$275,000	10	23.81%	15.0	0	6	4	0
\$275,001 - \$300,000	5	11.90%	34.0	0	2	3	0
\$300,001 - \$400,000	8	19.05%	12.5	0	4	2	2
\$400,001 and up	4	9.52%	69.5	0	2	1	1
Total Pending Units	42			2	25	12	3
Total Pending Volume	11,321,351	100%	15.5	244.90K	6.45M	3.44M	1.19M
Median Listing Price	\$239,153			\$122,450	\$214,000	\$276,000	\$325,000

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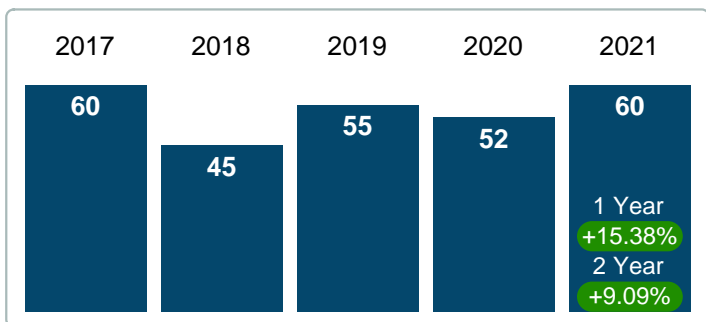
Area Delimited by County Of Bryan - Residential Property Type



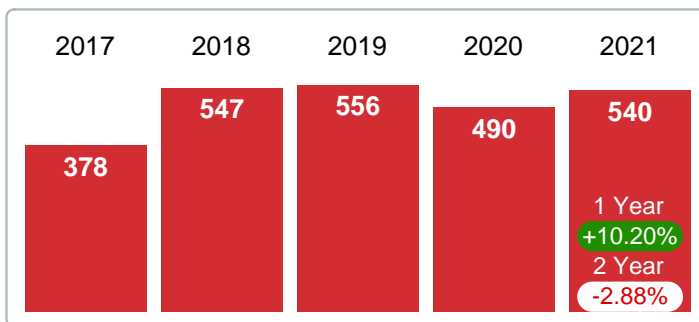
NEW LISTINGS

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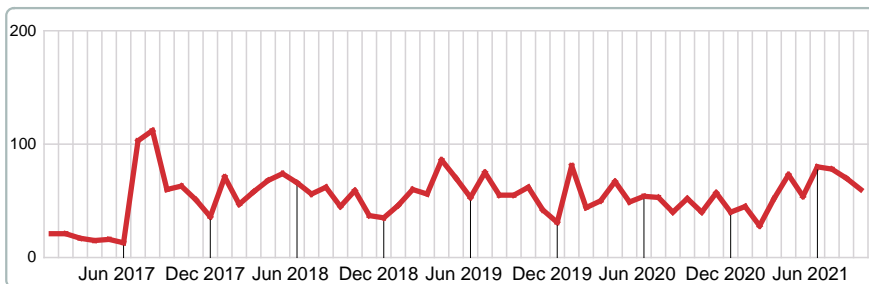
SEPTEMBER



YEAR TO DATE (YTD)

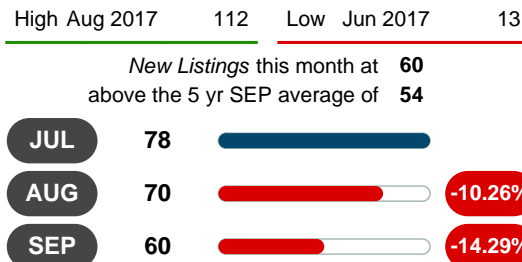


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 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
Total New Listed Units	60		4	40	11	5
Total New Listed Volume	16,099,186	100%	713.90K	10.63M	3.16M	1.59M
Median New Listed Listing Price	\$231,653		\$159,450	\$224,950	\$259,900	\$315,000

September 2021



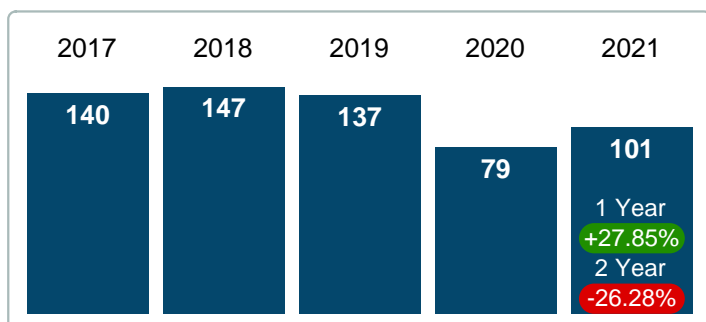
Area Delimited by County Of Bryan - Residential Property Type



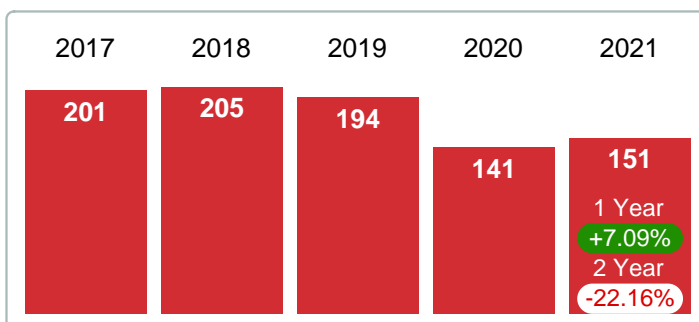
ACTIVE INVENTORY

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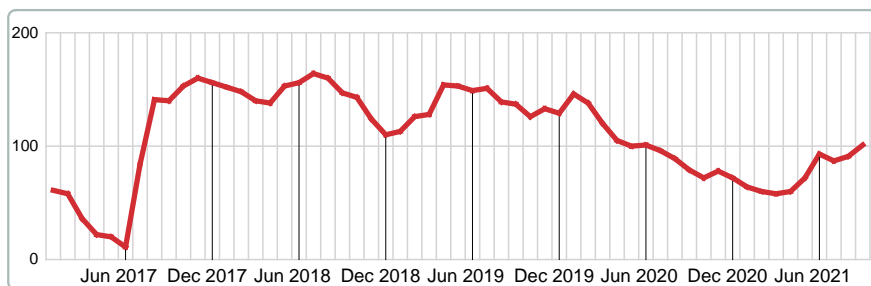
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

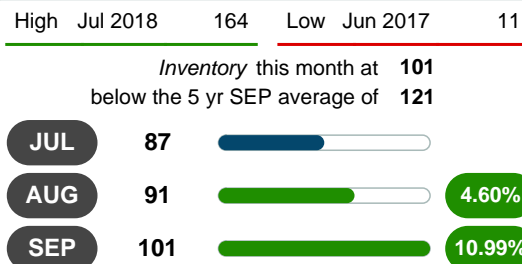


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 121



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	7	6.93%	41.0	3	4	0	0
\$100,001 - \$150,000	15	14.85%	44.0	4	10	1	0
\$150,001 - \$200,000	11	10.89%	22.0	1	6	3	1
\$200,001 - \$300,000	26	25.74%	31.5	2	17	5	2
\$300,001 - \$375,000	17	16.83%	56.0	0	7	10	0
\$375,001 - \$900,000	14	13.86%	27.0	0	11	2	1
\$900,001 and up	11	10.89%	76.0	1	2	6	2
Total Active Inventory by Units	101			11	57	27	6
Total Active Inventory by Volume	43,312,876	100%	43.0	3.53M	19.05M	15.38M	5.35M
Median Active Inventory Listing Price	\$262,000			\$149,000	\$239,500	\$339,000	\$329,450

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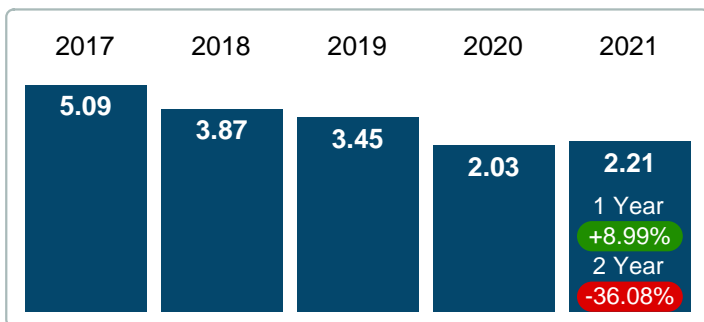
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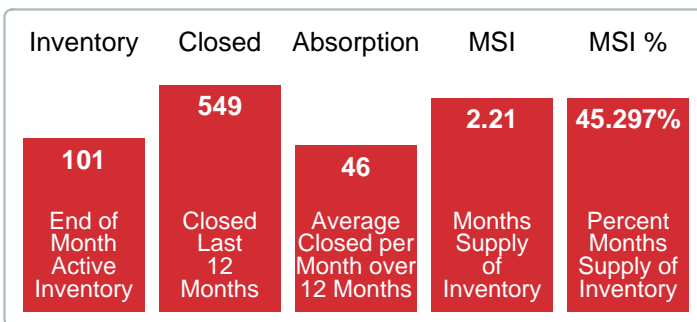
MONTHS SUPPLY of INVENTORY (MSI)

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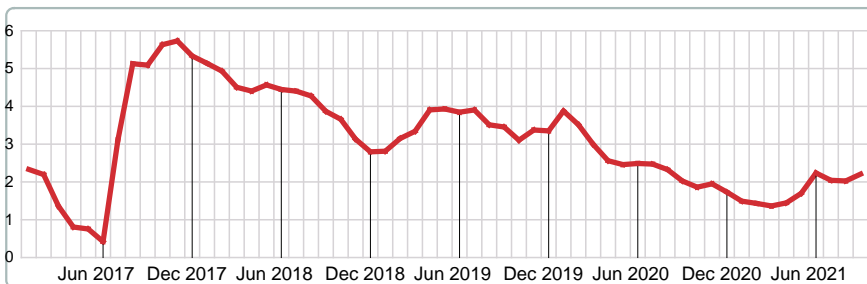
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2021

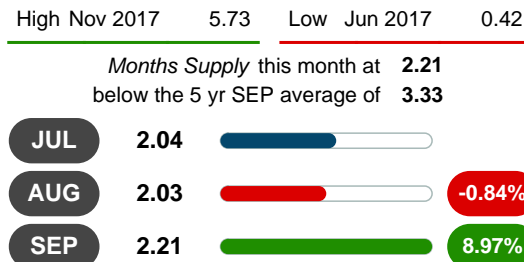


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 3.33



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

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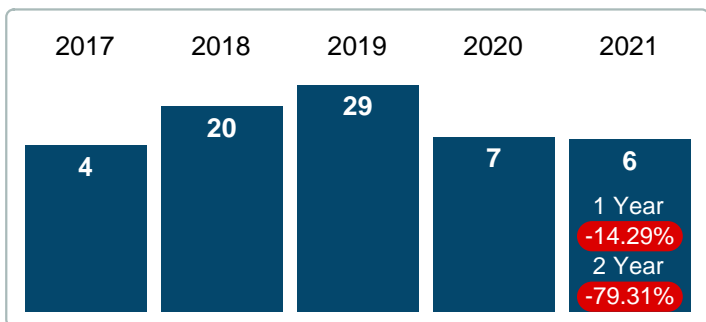
Area Delimited by County Of Bryan - Residential Property Type



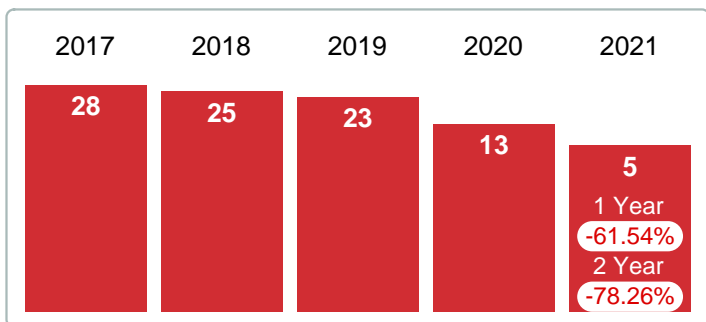
MEDIAN DAYS ON MARKET TO SALE

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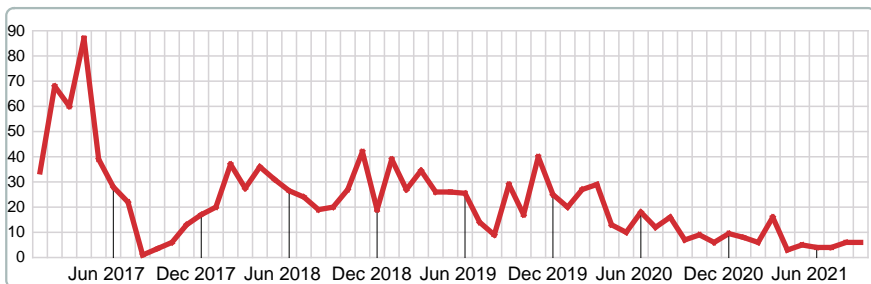
SEPTEMBER



YEAR TO DATE (YTD)

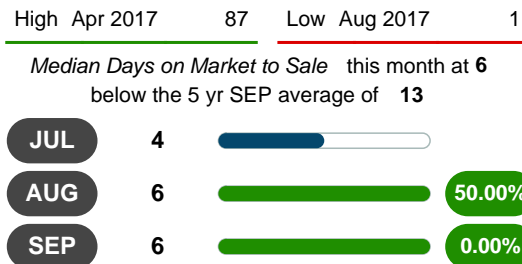


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 13



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	10.53%	5	8	2	0	0
\$100,001 - \$125,000	7.02%	14	15	14	0	0
\$125,001 - \$175,000	15.79%	2	0	2	35	0
\$175,001 - \$225,000	31.58%	5	0	5	29	0
\$225,001 - \$250,000	8.77%	17	113	6	86	0
\$250,001 - \$325,000	12.28%	7	0	10	10	2
\$325,001 and up	14.04%	34	0	57	74	6
Median Closed DOM		6	9	5	24	4
Total Closed Units	100%	6.0	6	39	10	2
Total Closed Volume		13,292,360	724.90K	9.16M	2.76M	645.00K

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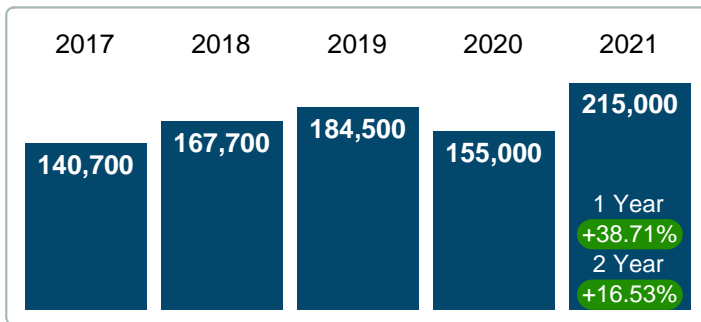
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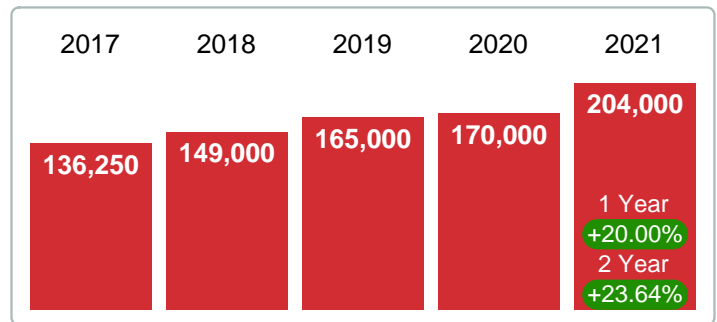
MEDIAN LIST PRICE AT CLOSING

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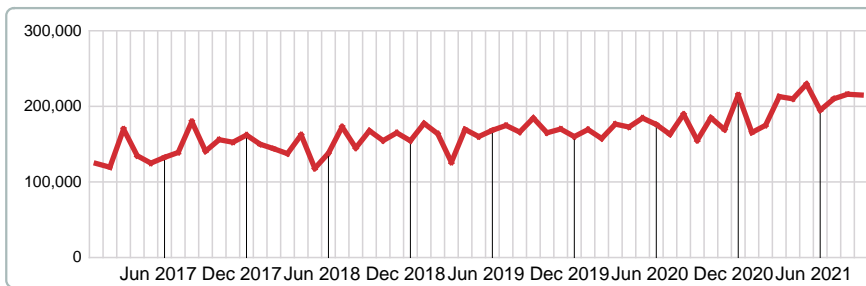
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

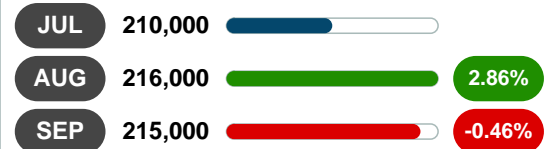


3 MONTHS

5 year SEP AVG = 172,580

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

Median List Price at Closing this month at **215,000**
above the 5 yr SEP average of **172,580**



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	8.77%	85,000	84,950	85,000	0	0
\$100,001 - \$125,000	5.26%	110,000	109,950	120,000	0	0
\$125,001 - \$175,000	21.05%	156,810	132,000	162,450	155,000	0
\$175,001 - \$225,000	24.56%	205,000	0	212,500	190,000	0
\$225,001 - \$250,000	10.53%	234,750	0	234,750	0	0
\$250,001 - \$325,000	17.54%	294,700	269,900	299,500	279,000	315,000
\$325,001 and up	12.28%	465,000	0	482,450	570,000	352,580
Median List Price		215,000	109,950	215,000	238,250	333,790
Total Closed Units		57	6	39	10	2
Total Closed Volume		13,668,700	791.70K	9.37M	2.84M	667.58K

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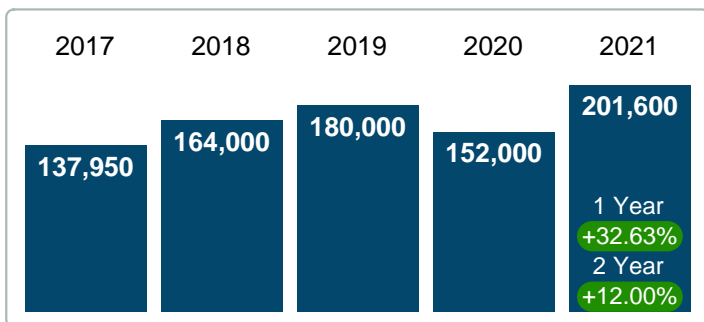
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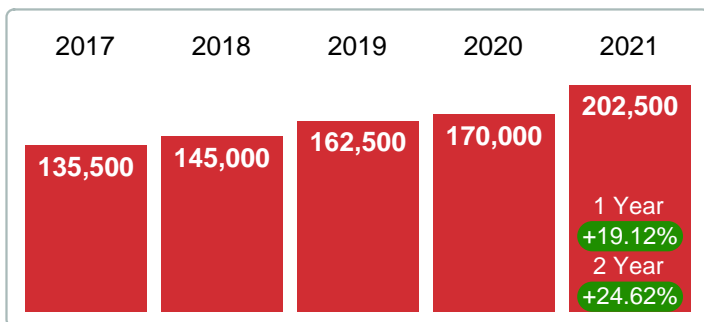
MEDIAN SOLD PRICE AT CLOSING

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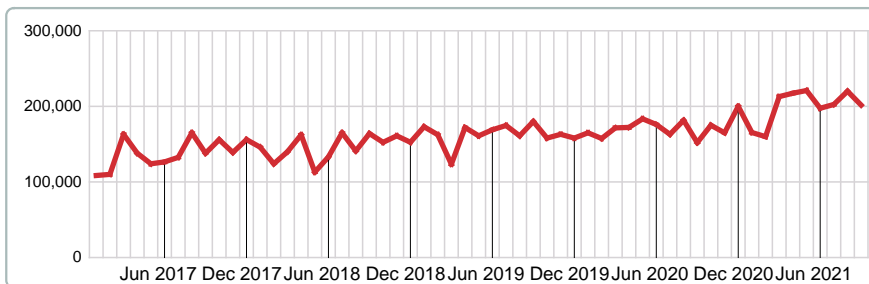
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

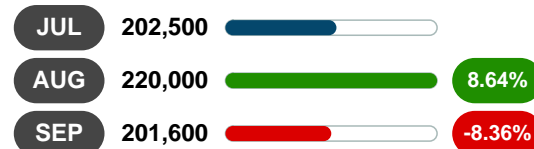


3 MONTHS

5 year SEP AVG = 167,110

High May 2021 220,950 Low Jan 2017 108,500

Median Sold Price at Closing this month at **201,600**
 above the 5 yr SEP average of **167,110**



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	6	10.53%	82,450	84,900	78,000	0	0
\$100,001 - \$125,000	4	7.02%	117,500	115,000	120,000	0	0
\$125,001 - \$175,000	9	15.79%	147,000	0	160,000	138,000	0
\$175,001 - \$225,000	18	31.58%	201,400	0	202,300	190,000	0
\$225,001 - \$250,000	5	8.77%	243,000	230,000	243,000	250,000	0
\$250,001 - \$325,000	7	12.28%	300,000	0	285,000	289,000	315,000
\$325,001 and up	8	14.04%	420,000	0	410,000	572,500	330,000
Median Sold Price			201,600	105,000	203,000	225,000	322,500
Total Closed Units		100%	201,600	6	39	10	2
Total Closed Volume			13,292,360	724.90K	9.16M	2.76M	645.00K

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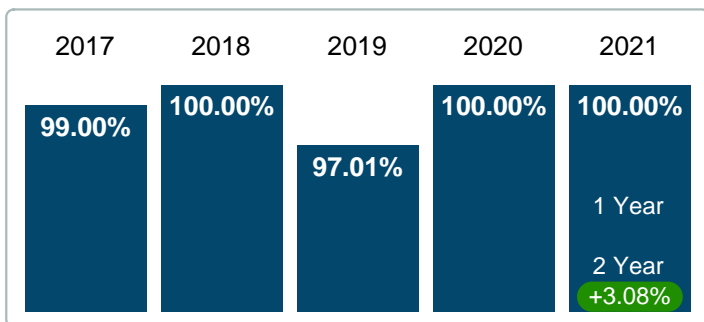
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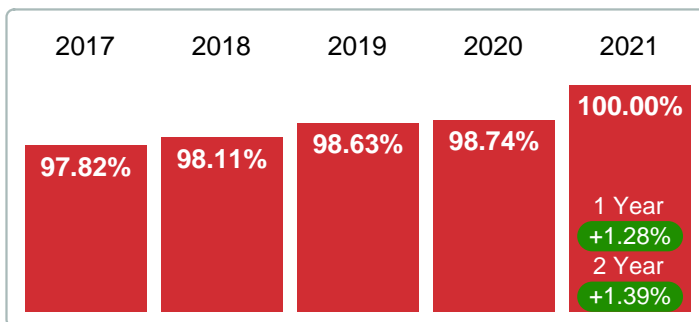
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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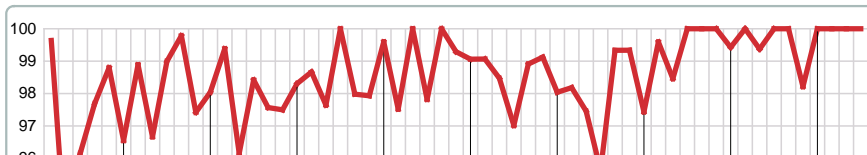
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 99.20%

High Sep 2021 100.00% Low Feb 2017 93.41%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr SEP average of **99.20%**

JUL 100.00%
AUG 100.00%
SEP 100.00%

0.00%
0.00%

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	6	10.53%	92.94%	94.12%	91.76%	0.00%	0.00%
\$100,001 - \$125,000	4	7.02%	93.37%	95.45%	89.58%	0.00%	0.00%
\$125,001 - \$175,000	9	15.79%	100.00%	0.00%	100.00%	89.84%	0.00%
\$175,001 - \$225,000	18	31.58%	100.00%	0.00%	99.77%	100.00%	0.00%
\$225,001 - \$250,000	5	8.77%	99.73%	85.22%	103.40%	89.61%	0.00%
\$250,001 - \$325,000	7	12.28%	100.00%	0.00%	100.00%	97.56%	100.00%
\$325,001 and up	8	14.04%	98.51%	0.00%	97.02%	100.59%	93.60%
Median Sold/List Ratio		100.00%		92.55%	100.00%	100.00%	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



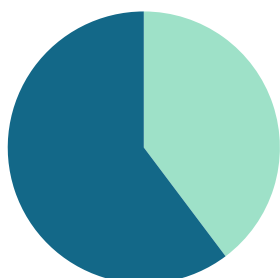
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

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

INVENTORY



Inventory

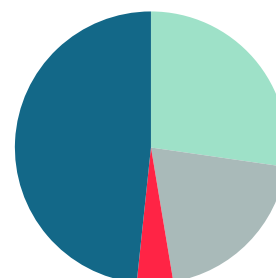
- New Listings **60 = 39.74%**
- Start Inventory **91**
- Total Inventory Units **151**
- Volume **\$57,601,227**

Market Activity

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%
Median List Price	155,000	215,000	38.71%	170,000	204,000	20.00%
Median Sale Price	152,000	201,600	32.63%	170,000	202,500	19.12%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	98.74%	100.00%	1.28%
Median Days on Market to Sale	7.00	6.00	-14.29%	13.00	5.00	-61.54%
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

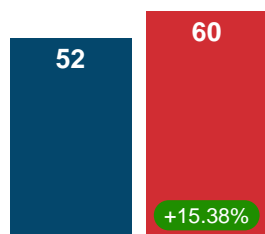
Inventory on September 30, 2021 = **101**

2020 **2021**

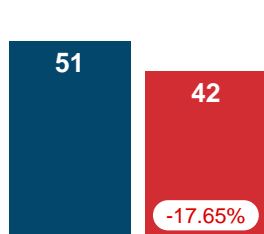
SEPTEMBER MARKET

MEDIAN PRICES

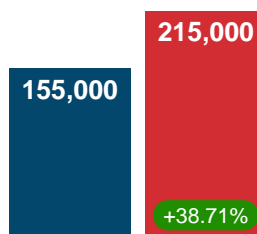
New Listings



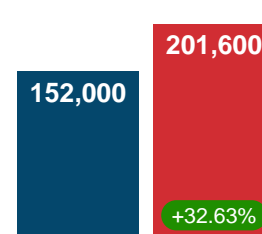
Pending Listings



List Price



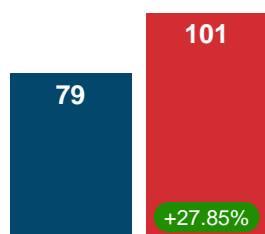
Sale Price



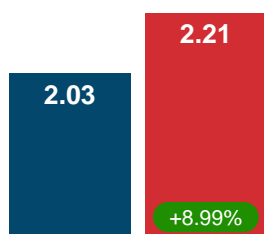
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

