

# August 2021

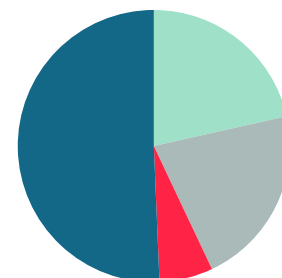
Area Delimited by County Of Bryan



## MONTHLY INVENTORY ANALYSIS

Report produced on Sep 13, 2021 for MLS Technology Inc.

Compared Metrics	2020	August 2021	+/-%
Closed Listings	53	81	52.83%
Pending Listings	52	81	55.77%
New Listings	74	109	47.30%
Average List Price	214,479	229,119	6.83%
Average Sale Price	202,865	222,993	9.92%
Average Percent of Selling Price to List Price	95.73%	96.52%	0.82%
Average Days on Market to Sale	37.92	26.79	-29.36%
End of Month Inventory	302	191	-36.75%
Months Supply of Inventory	6.13	3.33	-45.67%



■ Closed (21.49%)  
■ Pending (21.49%)  
■ Other OffMarket (6.37%)  
■ Active (50.66%)

**Absorption:** Last 12 months, an Average of **57** Sales/Month  
**Active Inventory** as of August 31, 2021 = **191**

### Analysis Wrap-Up

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

The total housing inventory at the end of August 2021 decreased **36.75%** to 191 existing homes available for sale. Over the last 12 months this area has had an average of 57 closed sales per month. This represents an unsold inventory index of **3.33** 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 **9.92%** in August 2021 to \$222,993 versus the previous year at \$202,865.

#### Average Days on Market Shortens

The average number of **26.79** days that homes spent on the market before selling decreased by 11.13 days or **29.36%** in August 2021 compared to last year's same month at **37.92** DOM.

#### Sales Success for August 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 109 New Listings in August 2021, up **47.30%** from last year at 74. Furthermore, there were 81 Closed Listings this month versus last year at 53, a **52.83%** increase.

Closed versus Listed trends yielded a **74.3%** ratio, up from previous year's, August 2020, at **71.6%**, a **3.76%** 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>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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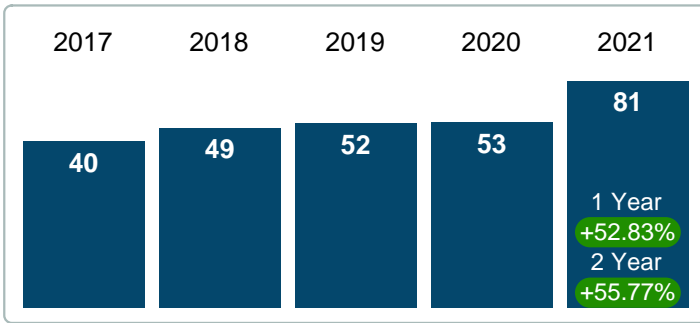
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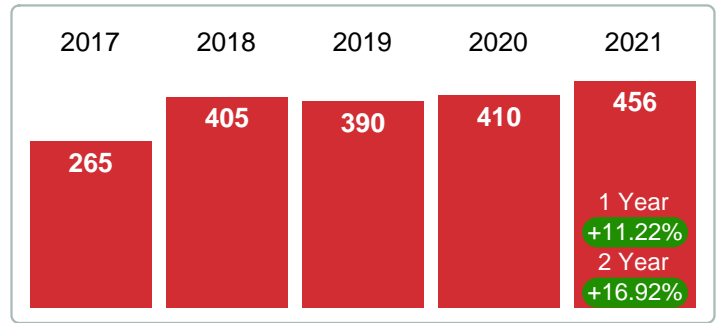
## CLOSED LISTINGS

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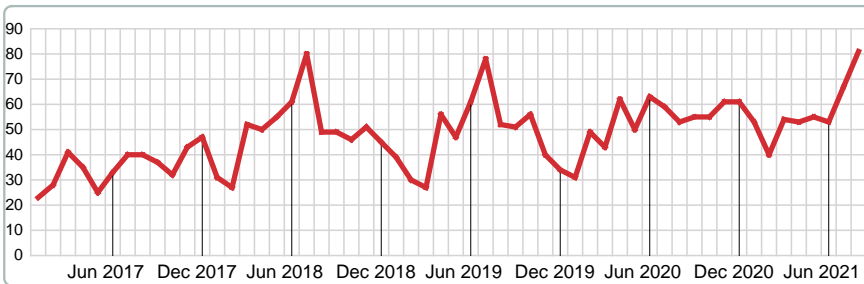
### AUGUST



### YEAR TO DATE (YTD)

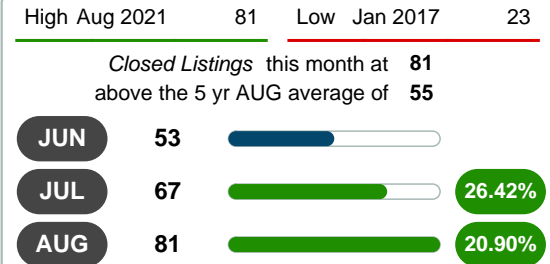


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 55



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	11.11%	127.2	9	0	0	0
\$50,001 - \$125,000	8	9.88%	19.9	4	2	2	0
\$125,001 - \$175,000	11	13.58%	8.3	3	7	0	1
\$175,001 - \$225,000	22	27.16%	14.1	0	20	2	0
\$225,001 - \$275,000	10	12.35%	10.5	0	7	3	0
\$275,001 - \$375,000	12	14.81%	12.8	0	7	4	1
\$375,001 and up	9	11.11%	23.0	1	4	2	2
<b>Total Closed Units</b>	<b>81</b>			<b>17</b>	<b>47</b>	<b>13</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>18,062,406</b>	<b>100%</b>	<b>26.8</b>	<b>1.55M</b>	<b>11.68M</b>	<b>3.49M</b>	<b>1.35M</b>
<b>Average Closed Price</b>	<b>\$222,993</b>			<b>\$90,955</b>	<b>\$248,505</b>	<b>\$268,196</b>	<b>\$337,475</b>

# August 2021



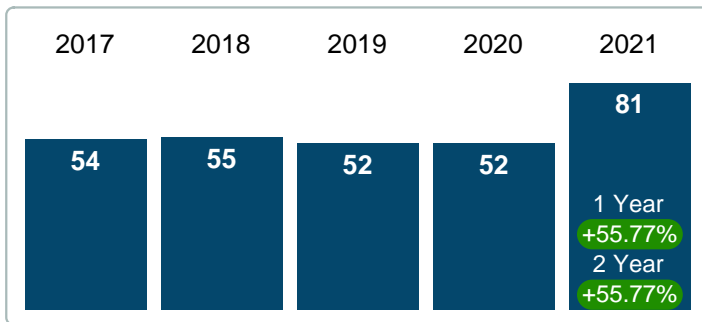
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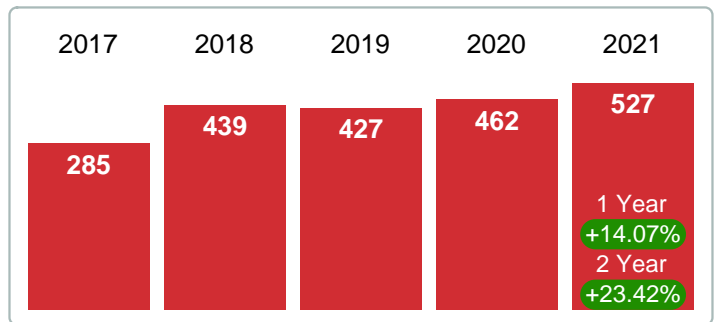
## PENDING LISTINGS

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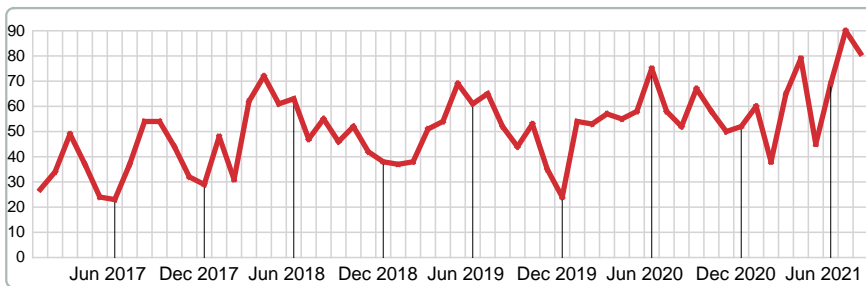
### AUGUST



### YEAR TO DATE (YTD)

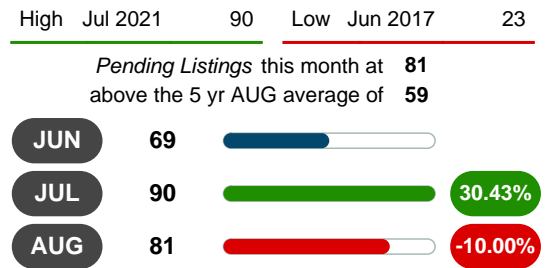


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 59



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	6.17%	166.4	5	0	0	0
\$75,001 - \$125,000	15	18.52%	26.9	5	9	1	0
\$125,001 - \$150,000	5	6.17%	30.4	1	3	1	0
\$150,001 - \$225,000	22	27.16%	28.9	4	15	3	0
\$225,001 - \$300,000	14	17.28%	20.4	3	9	2	0
\$300,001 - \$400,000	11	13.58%	16.0	3	5	2	1
\$400,001 and up	9	11.11%	59.9	2	4	2	1
<b>Total Pending Units</b>	<b>81</b>			<b>23</b>	<b>45</b>	<b>11</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>22,771,808</b>	<b>100%</b>	<b>111.0</b>	<b>7.08M</b>	<b>10.86M</b>	<b>3.07M</b>	<b>1.75M</b>
<b>Average Listing Price</b>	<b>\$158,844</b>			<b>\$307,983</b>	<b>\$241,430</b>	<b>\$279,207</b>	<b>\$876,290</b>

# August 2021



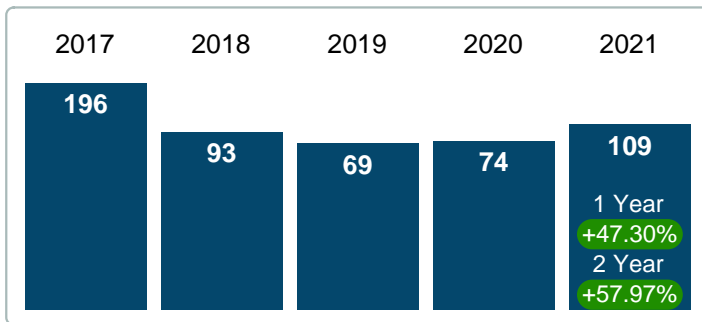
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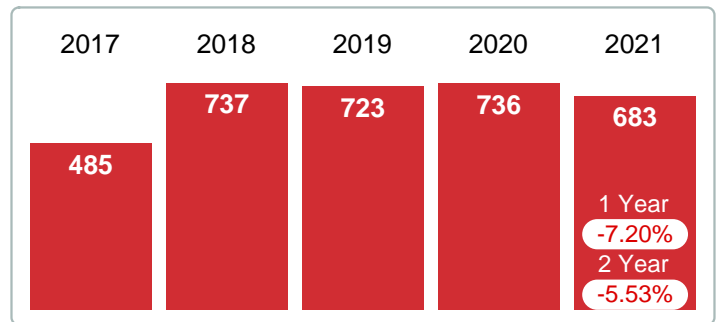
## NEW LISTINGS

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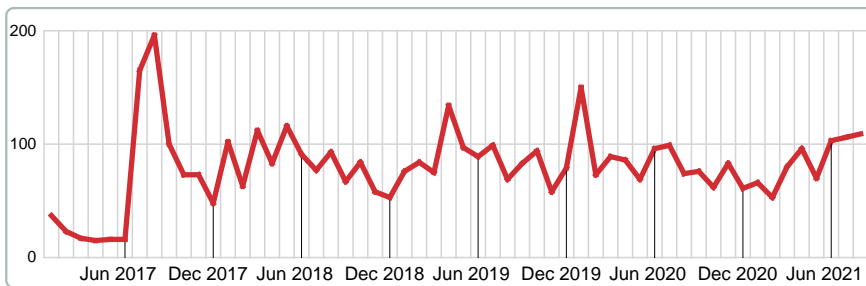
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

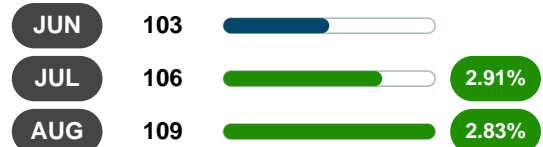


### 3 MONTHS

5 year AUG AVG = 108

High Aug 2017 196 Low Apr 2017 15

New Listings this month at 109  
above the 5 yr AUG average of 108



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	11	10.09%	11	0	0	0
\$50,001 - \$100,000	11	10.09%	8	3	0	0
\$100,001 - \$175,000	18	16.51%	5	12	1	0
\$175,001 - \$275,000	28	25.69%	6	15	7	0
\$275,001 - \$350,000	15	13.76%	1	8	6	0
\$350,001 - \$625,000	15	13.76%	7	3	3	2
\$625,001 and up	11	10.09%	7	1	2	1
<b>Total New Listed Units</b>	<b>109</b>		<b>45</b>	<b>42</b>	<b>19</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>39,885,333</b>	<b>100%</b>	<b>17.78M</b>	<b>10.49M</b>	<b>7.93M</b>	<b>3.68M</b>
<b>Average New Listed Listing Price</b>	<b>\$232,133</b>		<b>\$395,180</b>	<b>\$249,847</b>	<b>\$417,215</b>	<b>\$1,227,193</b>

# August 2021



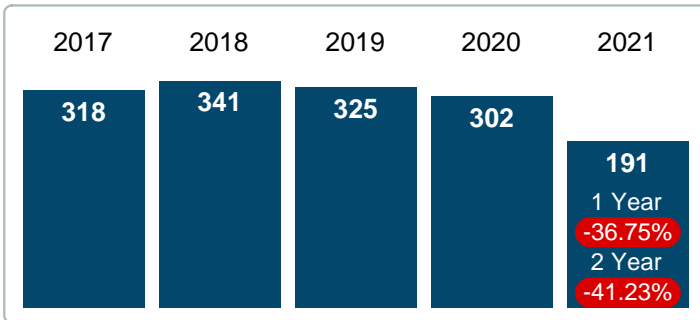
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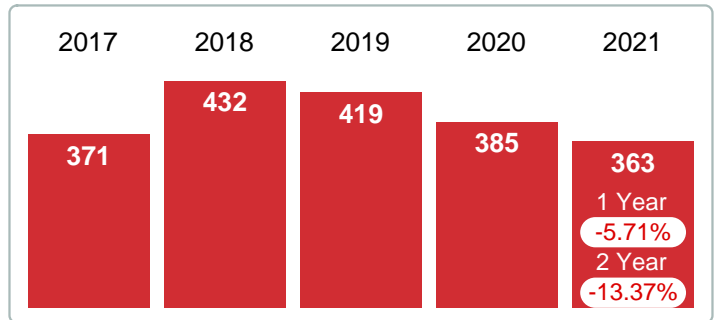
## ACTIVE INVENTORY

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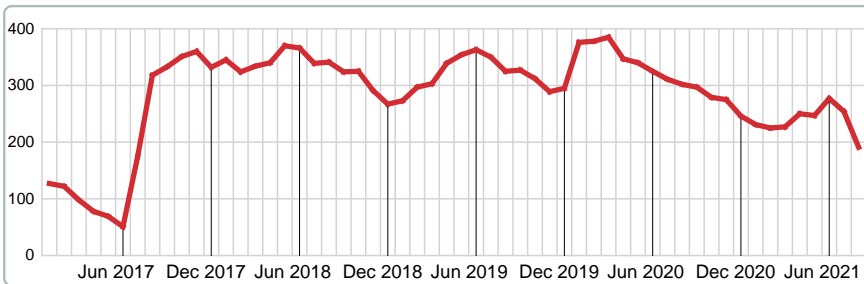
### END OF AUGUST



### ACTIVE DURING AUGUST

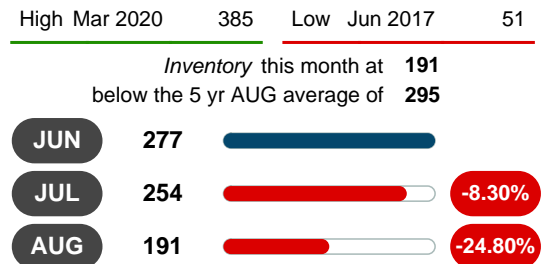


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 295



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	8	4.19%	59.9	8	0	0	0
\$25,001 - \$100,000	34	17.80%	85.0	33	1	0	0
\$100,001 - \$175,000	29	15.18%	55.1	16	11	2	0
\$175,001 - \$325,000	48	25.13%	56.4	13	21	13	1
\$325,001 - \$525,000	28	14.66%	97.7	14	5	8	1
\$525,001 - \$1,300,000	26	13.61%	103.0	17	6	3	0
\$1,300,001 and up	18	9.42%	53.3	11	2	3	2
<b>Total Active Inventory by Units</b>	<b>191</b>			<b>112</b>	<b>46</b>	<b>29</b>	<b>4</b>
<b>Total Active Inventory by Volume</b>	<b>91,297,203</b>	<b>100%</b>	<b>73.5</b>	<b>51.21M</b>	<b>18.74M</b>	<b>16.27M</b>	<b>5.08M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$477,996</b>			<b>\$457,228</b>	<b>\$407,360</b>	<b>\$561,043</b>	<b>\$1,269,725</b>

# August 2021



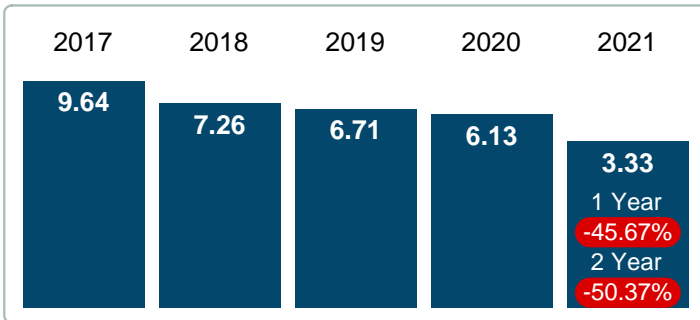
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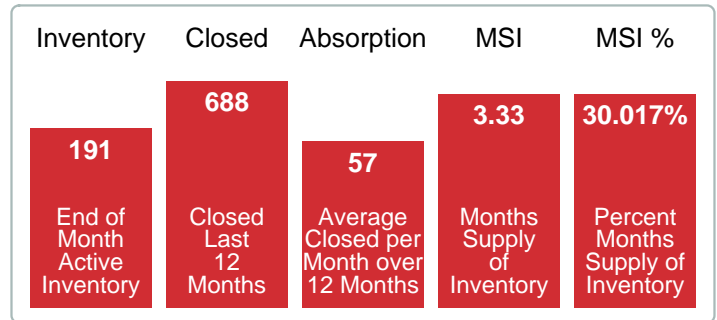
## MONTHS SUPPLY of INVENTORY (MSI)

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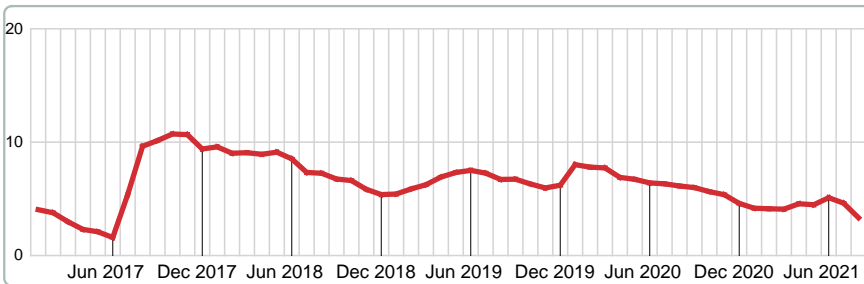
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2021



### 5 YEAR MARKET ACTIVITY TRENDS

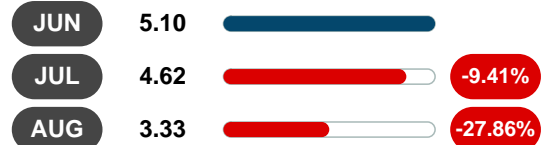


### 3 MONTHS

5 year AUG AVG = 6.61

High Oct 2017 10.72 Low Jun 2017 1.59

Months Supply this month at **3.33**  
below the 5 yr AUG average of **6.61**



### 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
\$25,000 and less	8	4.19%	3.10	3.31	0.00	0.00	0.00
\$25,001 - \$100,000	34	17.80%	3.32	4.55	0.43	0.00	0.00
\$100,001 - \$175,000	29	15.18%	2.02	5.19	1.16	1.33	0.00
\$175,001 - \$325,000	48	25.13%	2.10	7.80	1.29	2.84	4.00
\$325,001 - \$525,000	28	14.66%	5.89	14.00	4.00	4.57	1.33
\$525,001 - \$1,300,000	26	13.61%	10.06	14.57	12.00	12.00	0.00
\$1,300,001 and up	18	9.42%	inf	0.00	0.00	0.00	0.00
Market Supply of Inventory (MSI)			3.33	6.75	1.53	3.31	2.09
Total Active Inventory by Units		100%	3.33	112	46	29	4

# August 2021



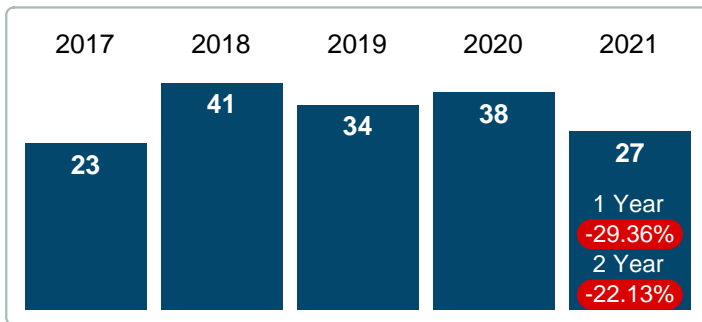
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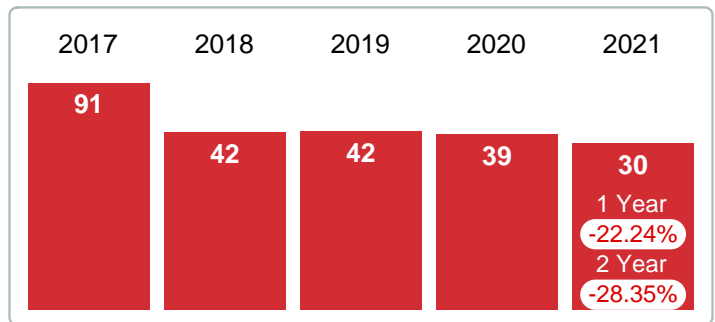
## AVERAGE DAYS ON MARKET TO SALE

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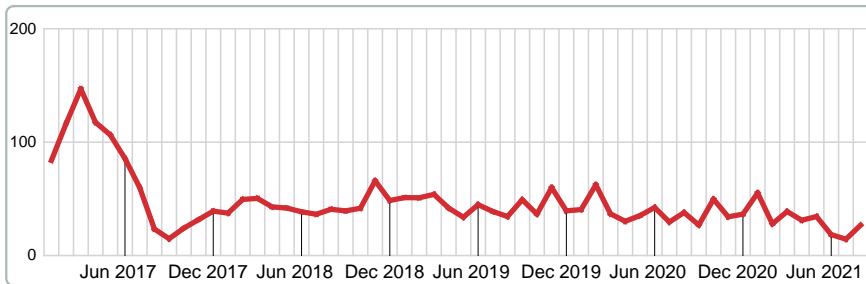
### AUGUST



### YEAR TO DATE (YTD)

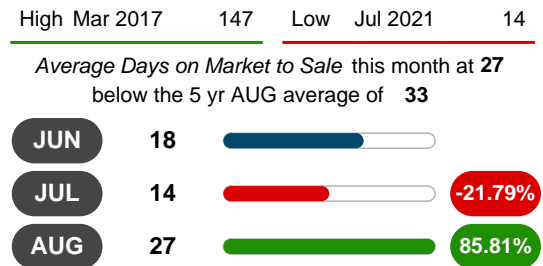


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 33



### 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
\$50,000 and less	11.11%	127	127	0	0	0
\$50,001 - \$125,000	9.88%	20	9	24	39	0
\$125,001 - \$175,000	13.58%	8	17	4	0	8
\$175,001 - \$225,000	27.16%	14	0	14	13	0
\$225,001 - \$275,000	12.35%	11	0	6	21	0
\$275,001 - \$375,000	14.81%	13	0	13	16	1
\$375,001 and up	11.11%	23	6	33	13	23
Average Closed DOM		27	73	13	19	14
Total Closed Units	100%	27	17	47	13	4
Total Closed Volume		18,062,406	1.55M	11.68M	3.49M	1.35M

# August 2021



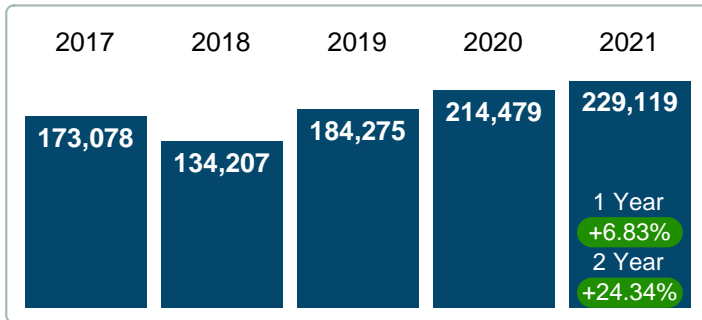
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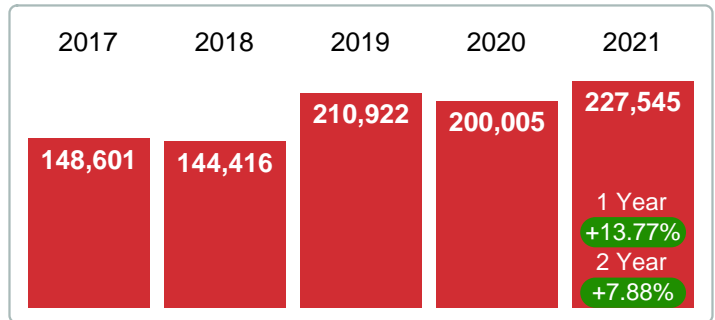
## AVERAGE LIST PRICE AT CLOSING

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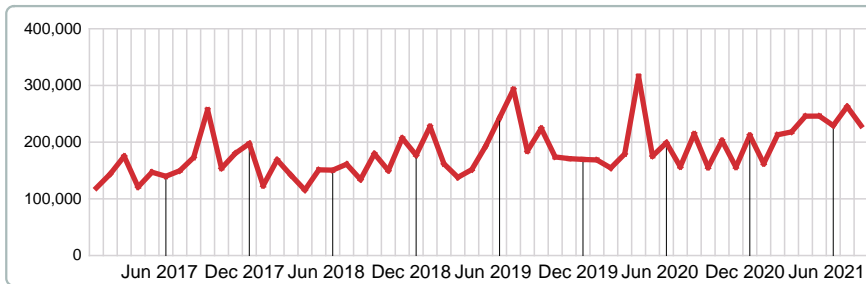
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

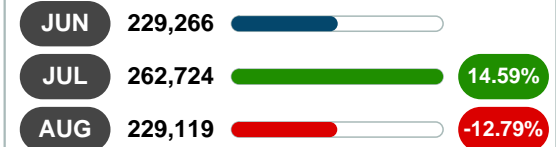


### 3 MONTHS

5 year AUG AVG = 187,032

High Apr 2020 316,054 Low Apr 2018 115,613

Average List Price at Closing this month at **229,119** above the 5 yr AUG average of **187,032**



### 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
\$50,000 and less	9.88%	27,700	30,733	0	0	0
\$50,001 - \$125,000	11.11%	81,433	69,750	89,950	109,500	0
\$125,001 - \$175,000	11.11%	153,467	151,333	158,871	0	185,000
\$175,001 - \$225,000	29.63%	203,396	0	204,321	217,838	0
\$225,001 - \$275,000	12.35%	245,670	0	245,328	242,967	0
\$275,001 - \$375,000	14.81%	319,067	0	326,557	310,750	299,900
\$375,001 and up	11.11%	561,772	627,750	652,125	467,400	442,450
<b>Average List Price</b>		<b>229,119</b>	<b>96,315</b>	<b>255,109</b>	<b>273,952</b>	<b>342,450</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>229,119</b>	<b>17</b>	<b>47</b>	<b>13</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>18,558,642</b>	<b>1.64M</b>	<b>11.99M</b>	<b>3.56M</b>	<b>1.37M</b>



# August 2021



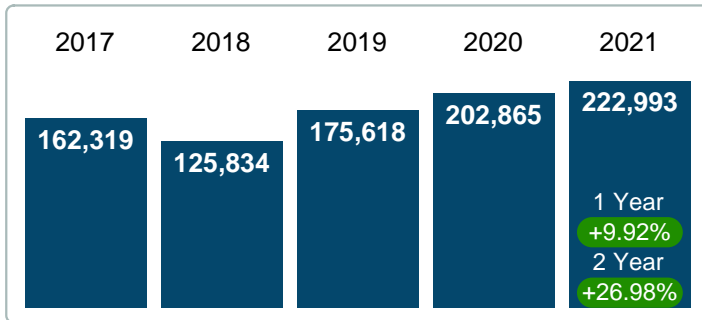
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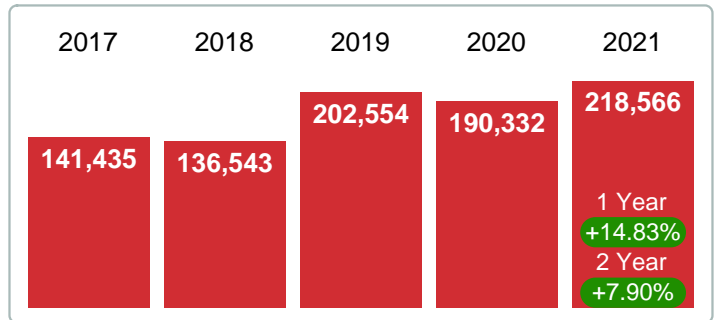
## AVERAGE SOLD PRICE AT CLOSING

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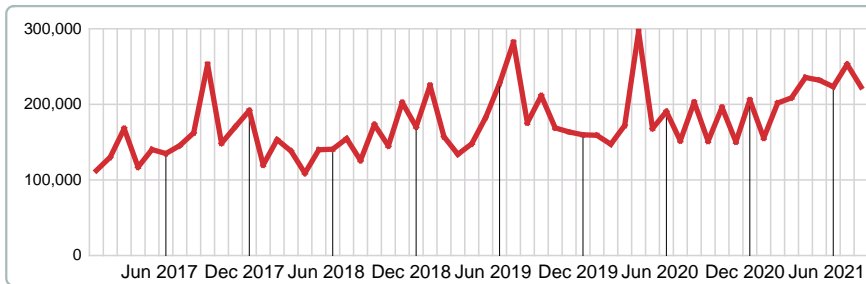
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

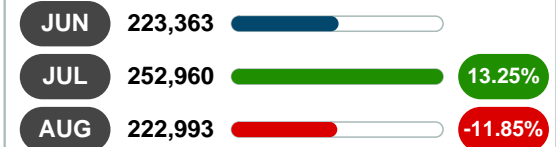


### 3 MONTHS

5 year AUG AVG = 177,926

High Apr 2020 296,407 Low Apr 2018 108,903

Average Sold Price at Closing this month at **222,993** above the 5 yr AUG average of **177,926**



### 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
\$50,000 and less	11.11%	26,722	26,722	0	0	0
\$50,001 - \$125,000	9.88%	76,998	60,245	87,500	100,000	0
\$125,001 - \$175,000	13.58%	155,310	145,667	158,487	0	162,000
\$175,001 - \$225,000	27.16%	205,503	0	204,391	216,625	0
\$225,001 - \$275,000	12.35%	244,300	0	246,443	239,300	0
\$275,001 - \$375,000	14.81%	314,483	0	323,271	302,750	299,900
\$375,001 and up	11.11%	528,850	627,750	579,875	462,200	444,000
<b>Average Sold Price</b>		<b>222,993</b>	<b>90,955</b>	<b>248,505</b>	<b>268,196</b>	<b>337,475</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>222,993</b>	<b>17</b>	<b>47</b>	<b>13</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>18,062,406</b>	<b>1.55M</b>	<b>11.68M</b>	<b>3.49M</b>	<b>1.35M</b>

# August 2021

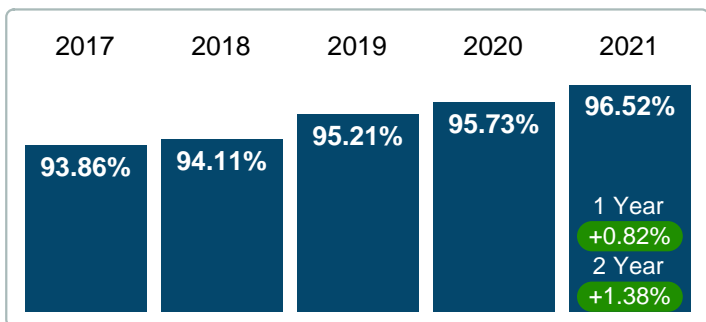
Area Delimited by County Of Bryan



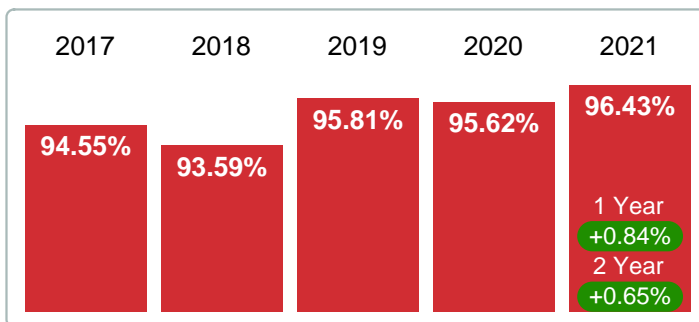
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Sep 13, 2021 for MLS Technology Inc.

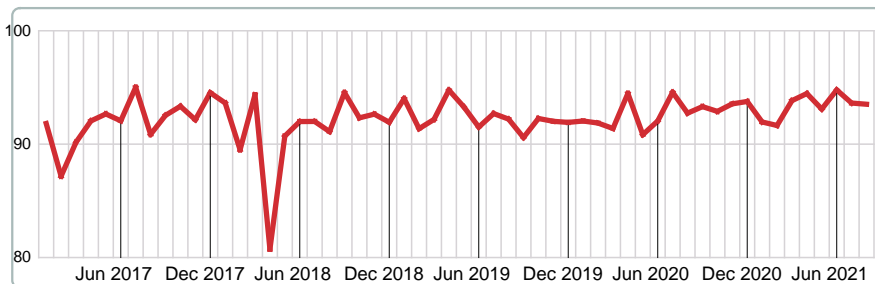
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

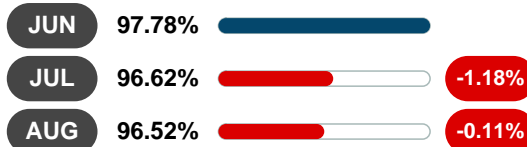


### 3 MONTHS

5 year AUG AVG = 95.09%

High Jul 2017 98.01% Low Apr 2018 83.74%

Average Sold/List Ratio this month at **96.52%** above the 5 yr AUG average of **95.09%**



### 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
\$50,000 and less	9	11.11%	86.57%	86.57%	0.00%	0.00%	0.00%
\$50,001 - \$125,000	8	9.88%	90.09%	86.38%	94.55%	93.06%	0.00%
\$125,001 - \$175,000	11	13.58%	97.81%	96.14%	99.99%	0.00%	87.57%
\$175,001 - \$225,000	22	27.16%	100.03%	0.00%	100.07%	99.61%	0.00%
\$225,001 - \$275,000	10	12.35%	99.98%	0.00%	100.61%	98.52%	0.00%
\$275,001 - \$375,000	12	14.81%	98.58%	0.00%	99.01%	97.47%	100.00%
\$375,001 and up	9	11.11%	95.41%	100.00%	90.13%	98.94%	100.15%
Average Sold/List Ratio		96.50%		89.01%	98.90%	97.59%	96.97%
Total Closed Units		81	100%	17	47	13	4
Total Closed Volume		18,062,406		1.55M	11.68M	3.49M	1.35M

# August 2021

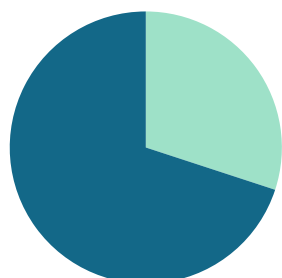
Area Delimited by County Of Bryan



## MARKET SUMMARY

Report produced on Sep 13, 2021 for MLS Technology Inc.

### INVENTORY

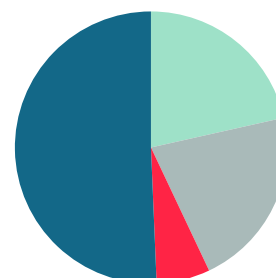


**Inventory**  
 New Listings  
**109 = 30.03%**  
 Start Inventory  
**254**  
 Total Inventory Units  
**363**  
 Volume  
**\$137,685,629**

### Market Activity

Closed Sales  
**81 = 21.49%**  
 Pending Sales  
**81 = 21.49%**  
 Other Off Market  
**24 = 6.37%**  
 Active Inventory  
**191 = 50.66%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	53	81	52.83%	410	456	11.22%
Pending Sales	52	81	55.77%	462	527	14.07%
New Listings	74	109	47.30%	736	683	-7.20%
Average List Price	214,479	229,119	6.83%	200,005	227,545	13.77%
Average Sale Price	202,865	222,993	9.92%	190,332	218,566	14.83%
Average Percent of Selling Price to List Price	95.73%	96.52%	0.82%	95.62%	96.43%	0.84%
Average Days on Market to Sale	37.92	26.79	-29.36%	38.90	30.25	-22.24%
Monthly Inventory	302	191	-36.75%	302	191	-36.75%
Months Supply of Inventory	6.13	3.33	-45.67%	6.13	3.33	-45.67%

**Absorption:** Last 12 months, an Average of **57** Sales/Month

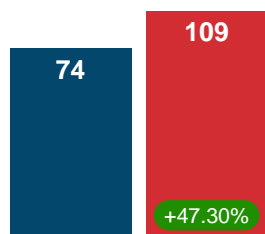
**Inventory** on August 31, 2021 = **191**

**2020** **2021**

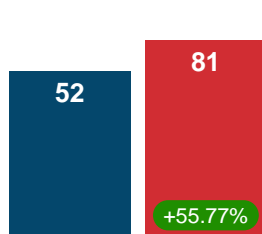
### AUGUST MARKET

### AVERAGE PRICES

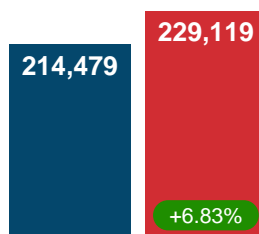
#### New Listings



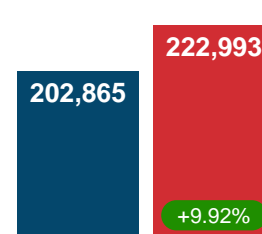
#### Pending Listings



#### List Price



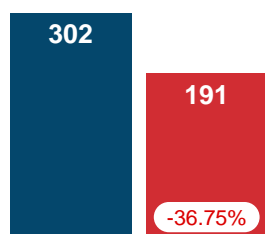
#### Sale Price



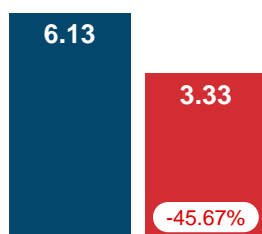
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

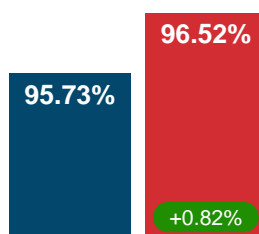
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

