

June 2021

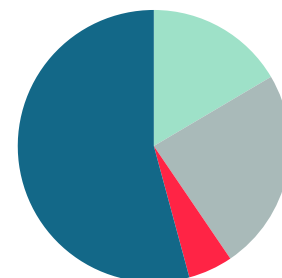
Area Delimited by County Of Bryan



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 12, 2021 for MLS Technology Inc.

Compared Metrics	2020	June 2021	+/-%
Closed Listings	63	53	-15.87%
Pending Listings	75	77	2.67%
New Listings	96	103	7.29%
Average List Price	198,921	229,266	15.26%
Average Sale Price	190,467	223,363	17.27%
Average Percent of Selling Price to List Price	95.04%	97.78%	2.88%
Average Days on Market to Sale	42.38	18.43	-56.50%
End of Month Inventory	325	174	-46.46%
Months Supply of Inventory	6.40	3.20	-49.99%



■ Closed (16.51%)
■ Pending (23.99%)
■ Other OffMarket (5.30%)
■ Active (54.21%)

Absorption: Last 12 months, an Average of **54** Sales/Month
Active Inventory as of June 30, 2021 = **174**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2021 decreased **46.46%** to 174 existing homes available for sale. Over the last 12 months this area has had an average of 54 closed sales per month. This represents an unsold inventory index of **3.20** 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 **17.27%** in June 2021 to \$223,363 versus the previous year at \$190,467.

Average Days on Market Shortens

The average number of **18.43** days that homes spent on the market before selling decreased by 23.95 days or **56.50%** in June 2021 compared to last year's same month at **42.38** DOM.

Sales Success for June 2021 is Positive

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

There were 103 New Listings in June 2021, up **7.29%** from last year at 96. Furthermore, there were 53 Closed Listings this month versus last year at 63, a **-15.87%** decrease.

Closed versus Listed trends yielded a **51.5%** ratio, down from previous year's, June 2020, at **65.6%**, a **21.59%** downswing. 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

June 2021

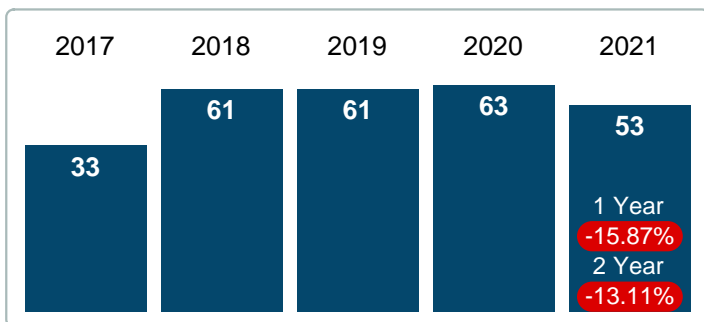
Area Delimited by County Of Bryan



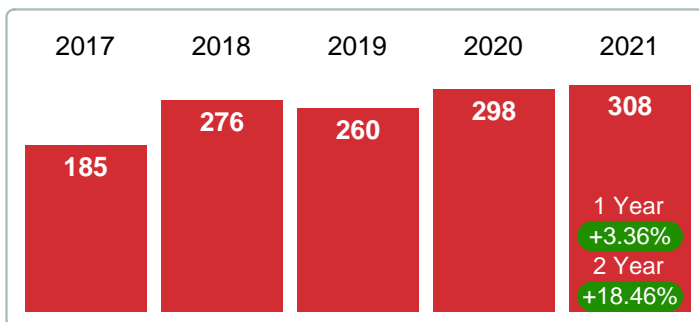
CLOSED LISTINGS

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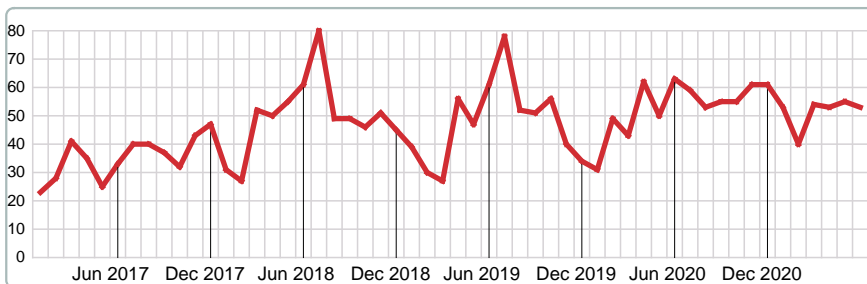
JUNE



YEAR TO DATE (YTD)

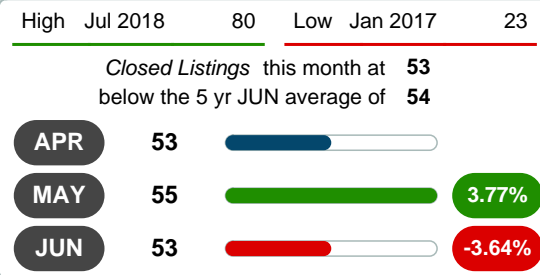


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 54



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	3	5.66%	48.0	3	0	0	0
\$50,001 - \$100,000	8	15.09%	20.3	5	3	0	0
\$100,001 - \$150,000	5	9.43%	16.4	3	2	0	0
\$150,001 - \$200,000	17	32.08%	4.7	4	11	2	0
\$200,001 - \$275,000	7	13.21%	16.3	1	6	0	0
\$275,001 - \$325,000	4	7.55%	10.8	1	3	0	0
\$325,001 and up	9	16.98%	39.1	4	2	3	0
Total Closed Units	53			21	27	5	0
Total Closed Volume	11,838,262	100%	18.4	4.49M	5.84M	1.51M	0.00B
Average Closed Price	\$223,363			\$213,840	\$216,300	\$301,500	\$0

June 2021



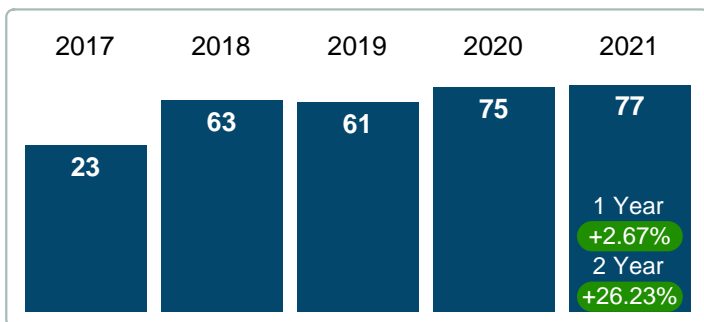
Area Delimited by County Of Bryan



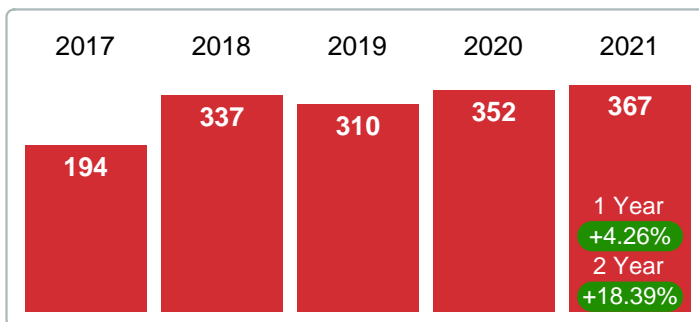
PENDING LISTINGS

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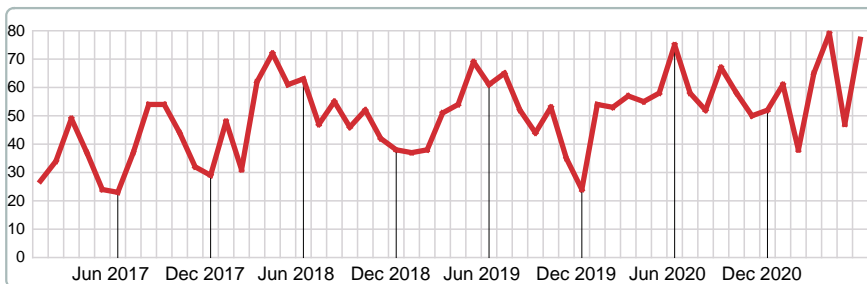
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 60

High Apr 2021 79 Low Jun 2017 23

Pending Listings this month at 77
above the 5 yr JUN average of 60



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	6.49%	66.4	4	1	0	0
\$50,001 - \$150,000	12	15.58%	24.4	7	5	0	0
\$150,001 - \$175,000	6	7.79%	5.2	3	2	1	0
\$175,001 - \$225,000	23	29.87%	13.2	2	19	2	0
\$225,001 - \$275,000	12	15.58%	41.3	1	6	5	0
\$275,001 - \$375,000	11	14.29%	26.5	1	3	5	2
\$375,001 and up	8	10.39%	60.9	4	1	2	1
Total Pending Units	77			22	37	15	3
Total Pending Volume	18,502,540	100%	32.9	4.98M	8.12M	4.34M	1.06M
Average Listing Price	\$213,771			\$226,515	\$219,377	\$289,497	\$353,267

June 2021



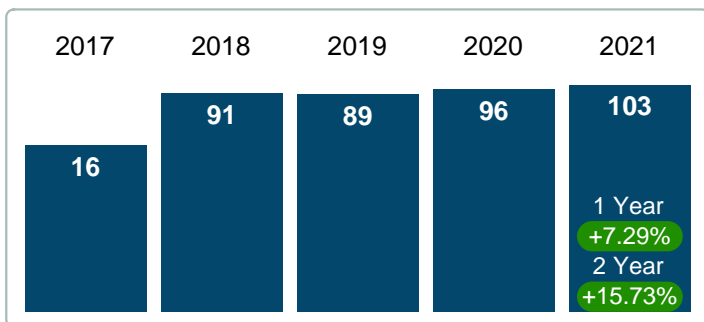
Area Delimited by County Of Bryan



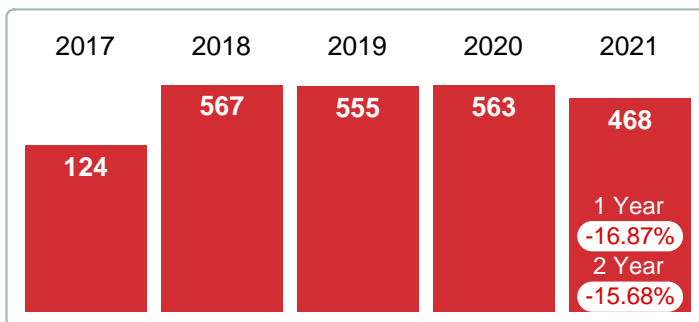
NEW LISTINGS

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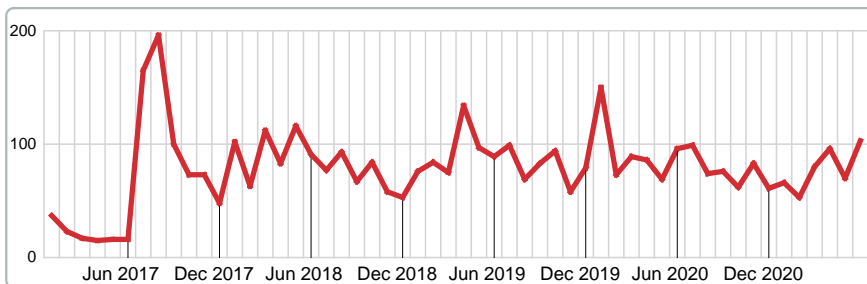
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 79

High Aug 2017 196 Low Apr 2017 15

New Listings this month at **103**
above the 5 yr JUN average of **79**



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	10	9.71%	7	3	0	0
\$100,001 - \$150,000	8	7.77%	4	3	1	0
\$150,001 - \$175,000	13	12.62%	6	5	2	0
\$175,001 - \$250,000	31	30.10%	4	22	5	0
\$250,001 - \$275,000	8	7.77%	1	3	4	0
\$275,001 - \$425,000	22	21.36%	3	9	7	3
\$425,001 and up	11	10.68%	5	3	3	0
Total New Listed Units	103		30	48	22	3
Total New Listed Volume	25,911,581	100%	6.98M	11.76M	6.22M	949.80K
Average New Listed Listing Price	\$183,094		\$232,632	\$245,059	\$282,728	\$316,600

June 2021



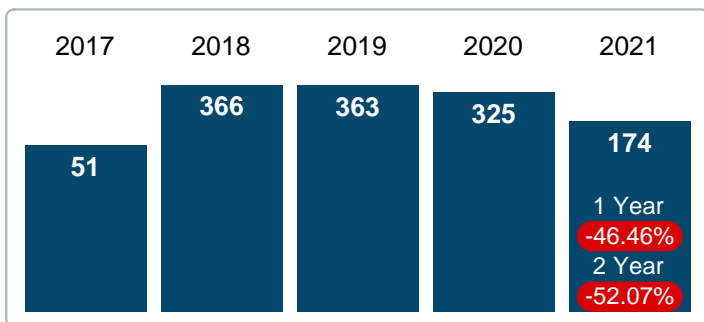
Area Delimited by County Of Bryan



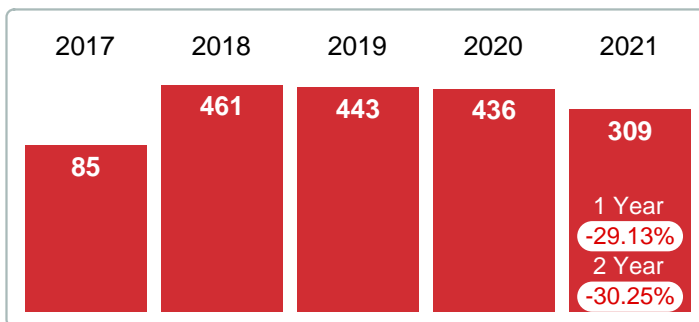
ACTIVE INVENTORY

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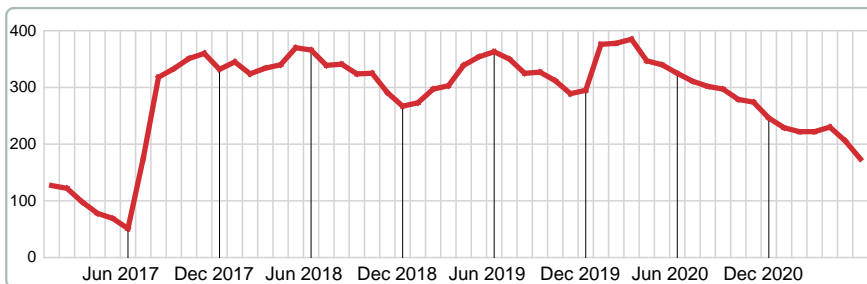
END OF JUNE



ACTIVE DURING JUNE

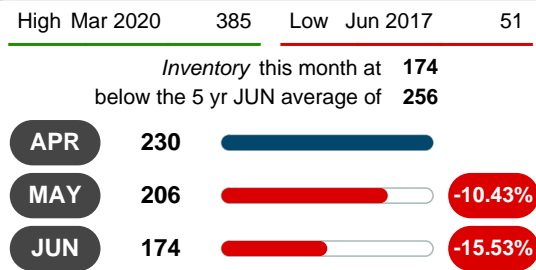


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 256



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	13	7.47%	99.7	12	1	0	0
\$25,001 - \$100,000	28	16.09%	133.4	26	2	0	0
\$100,001 - \$175,000	27	15.52%	67.5	16	6	5	0
\$175,001 - \$275,000	34	19.54%	68.5	6	17	10	1
\$275,001 - \$425,000	30	17.24%	73.8	14	9	6	1
\$425,001 - \$725,000	23	13.22%	84.3	13	6	4	0
\$725,001 and up	19	10.92%	126.1	11	4	4	0
Total Active Inventory by Units	174			98	45	29	2
Total Active Inventory by Volume	64,573,647	100%	90.4	35.57M	14.92M	13.52M	559.31K
Average Active Inventory Listing Price	\$371,113			\$362,993	\$331,530	\$466,283	\$279,655

June 2021



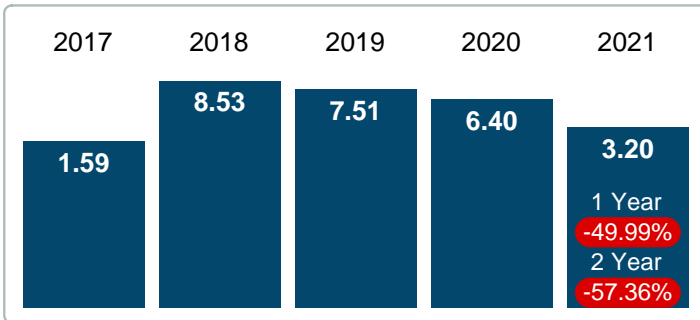
Area Delimited by County Of Bryan



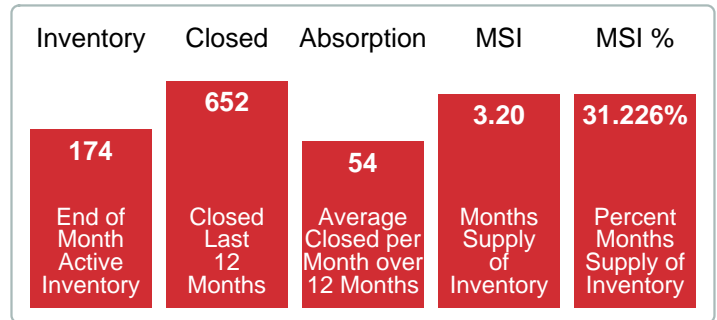
MONTHS SUPPLY of INVENTORY (MSI)

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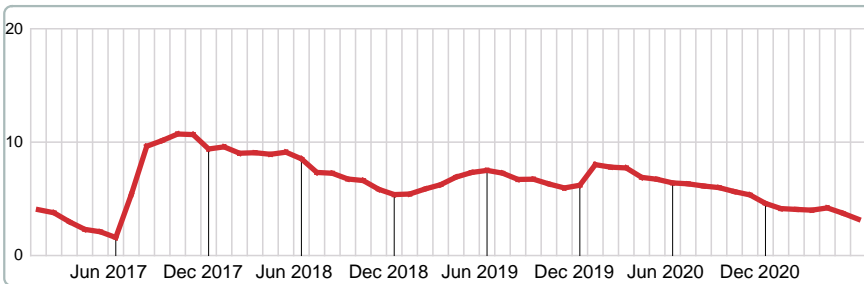
MSI FOR JUNE



INDICATORS FOR JUNE 2021

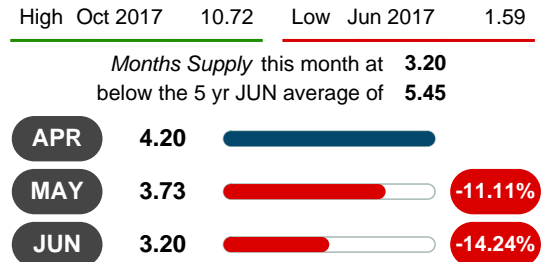


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 5.45



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	13	7.47%	4.46	4.36	6.00	0.00	0.00
\$25,001 - \$100,000	28	16.09%	2.65	3.59	0.77	0.00	0.00
\$100,001 - \$175,000	27	15.52%	1.72	4.80	0.57	3.16	0.00
\$175,001 - \$275,000	34	19.54%	2.14	4.24	1.45	4.00	4.00
\$275,001 - \$425,000	30	17.24%	5.14	15.27	3.60	3.00	2.40
\$425,001 - \$725,000	23	13.22%	7.67	13.00	10.29	5.33	0.00
\$725,001 and up	19	10.92%	45.60	44.00	48.00	0.00	0.00
Market Supply of Inventory (MSI)	3.20	100%	3.20	5.79	1.59	3.82	1.26
Total Active Inventory by Units	174			98	45	29	2

June 2021



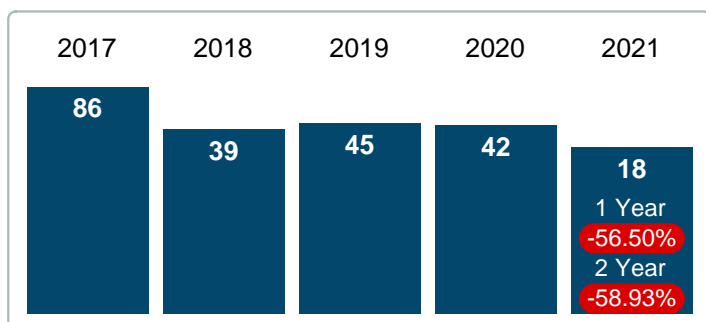
Area Delimited by County Of Bryan



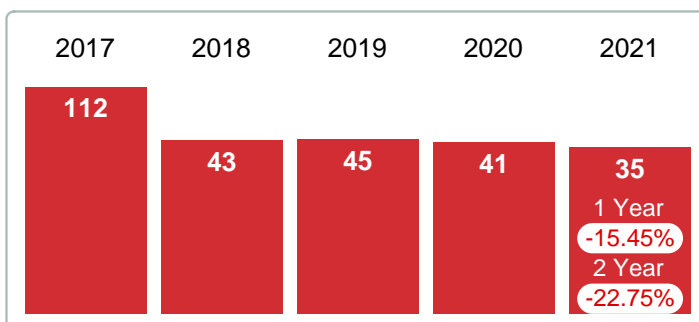
AVERAGE DAYS ON MARKET TO SALE

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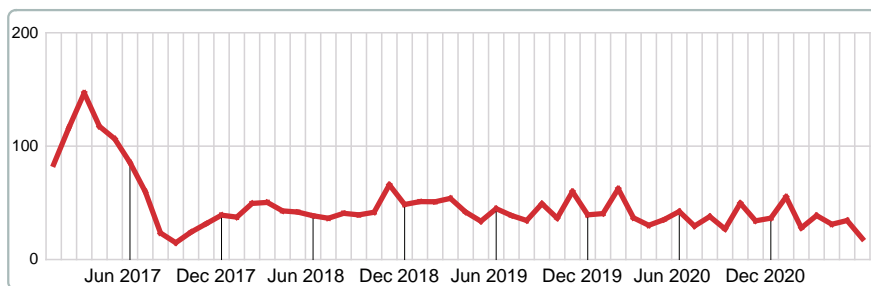
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

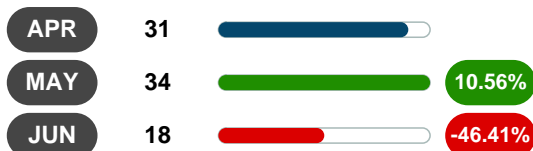


3 MONTHS

5 year JUN AVG = 46

High Mar 2017 147 Low Sep 2017 15

Average Days on Market to Sale this month at 18 below the 5 yr JUN average of 46



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	5.66%	48	48	0	0	0
\$50,001 - \$100,000	15.09%	20	22	18	0	0
\$100,001 - \$150,000	9.43%	16	2	38	0	0
\$150,001 - \$200,000	32.08%	5	5	5	3	0
\$200,001 - \$275,000	13.21%	16	2	19	0	0
\$275,001 - \$325,000	7.55%	11	21	7	0	0
\$325,001 and up	16.98%	39	63	18	21	0
Average Closed DOM		18	27	13	14	0
Total Closed Units	100%	18	21	27	5	
Total Closed Volume		11,838,262	4.49M	5.84M	1.51M	0.00B

June 2021



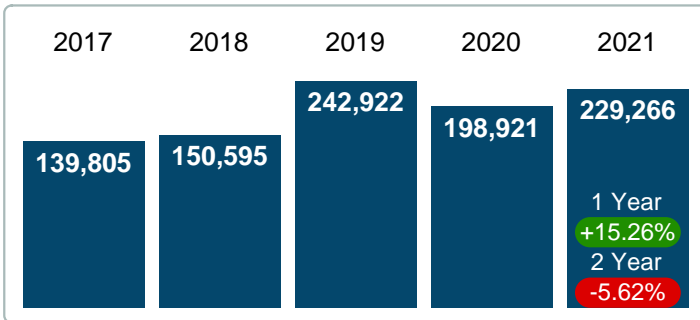
Area Delimited by County Of Bryan



AVERAGE LIST PRICE AT CLOSING

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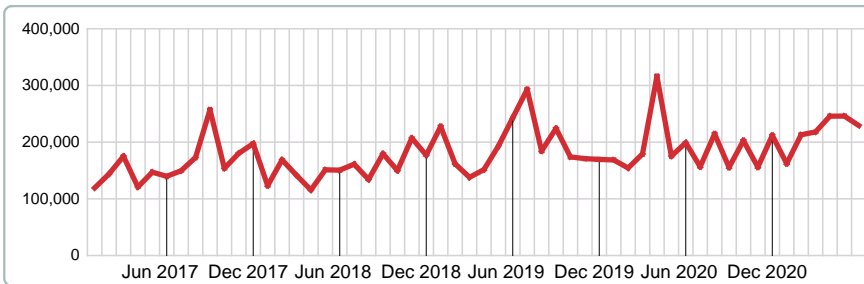
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

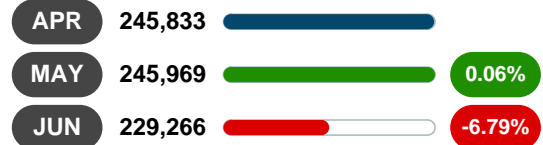


3 MONTHS

5 year JUN AVG = 192,302

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

Average List Price at Closing this month at **229,266**
above the 5 yr JUN average of **192,302**



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	3	5.66%	21,416	0	0	0
\$50,001 - \$100,000	8	15.09%	75,300	84,333	0	0
\$100,001 - \$150,000	7	13.21%	120,800	141,500	0	0
\$150,001 - \$200,000	15	28.30%	172,450	175,033	192,000	0
\$200,001 - \$275,000	6	11.32%	288,403	232,650	0	0
\$275,001 - \$325,000	4	7.55%	332,500	292,633	0	0
\$325,001 and up	10	18.87%	647,025	605,000	373,333	0
Average List Price		229,266	223,902	220,191	300,800	0
Total Closed Units		53	21	27	5	0
Total Closed Volume		12,151,114	4.70M	5.95M	1.50M	0.00B

June 2021



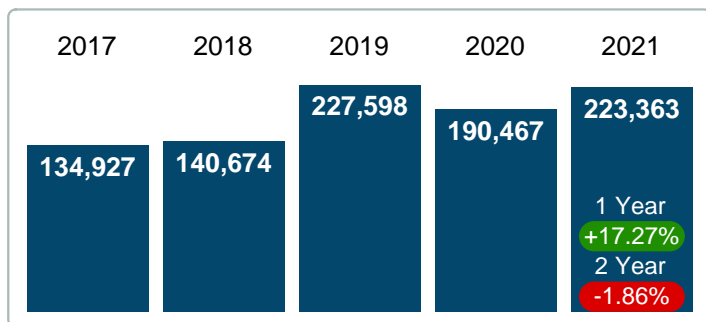
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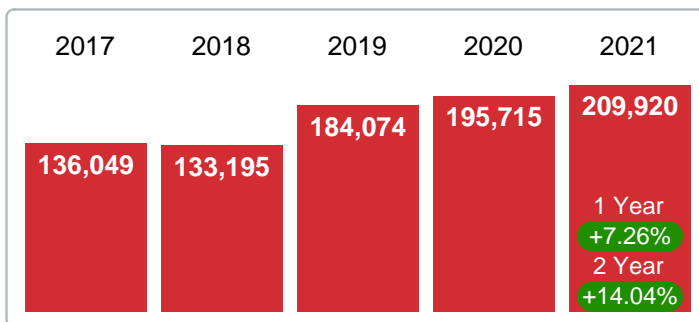
AVERAGE SOLD PRICE AT CLOSING

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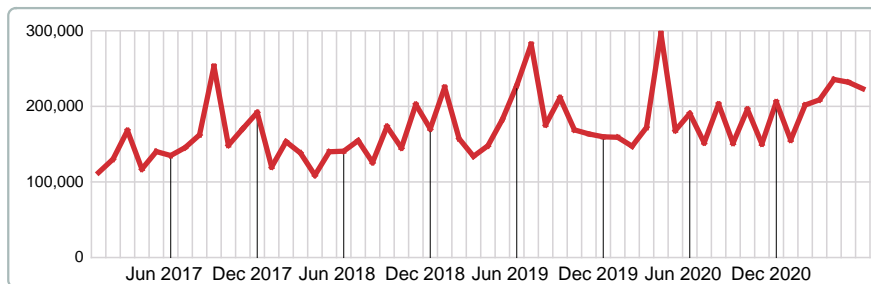
JUNE



YEAR TO DATE (YTD)

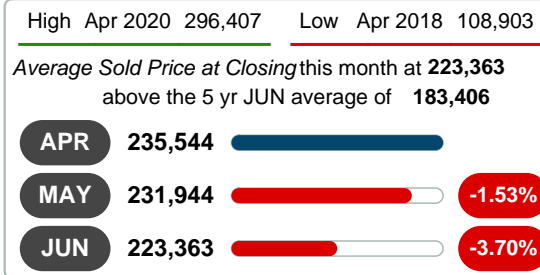


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 183,406



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	3	5.66%	20,750	0	0	0
\$50,001 - \$100,000	8	15.09%	69,840	76,167	0	0
\$100,001 - \$150,000	5	9.43%	114,967	139,625	0	0
\$150,001 - \$200,000	17	32.08%	171,975	176,487	192,000	0
\$200,001 - \$275,000	7	13.21%	262,000	233,917	0	0
\$275,001 - \$325,000	4	7.55%	318,500	290,000	0	0
\$325,001 and up	9	16.98%	616,475	558,750	374,500	0
Average Sold Price		223,363	213,840	216,300	301,500	0
Total Closed Units		53	21	27	5	0
Total Closed Volume		11,838,262	4.49M	5.84M	1.51M	0.00B

June 2021



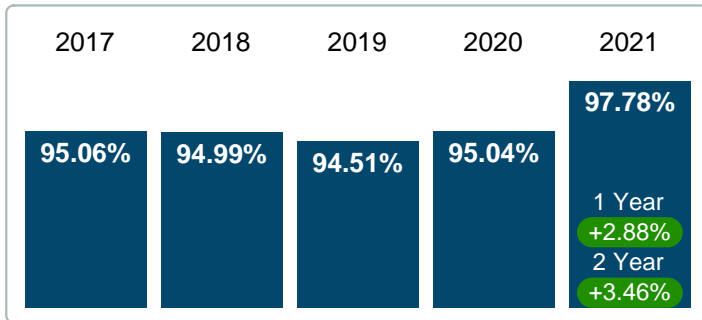
Area Delimited by County Of Bryan



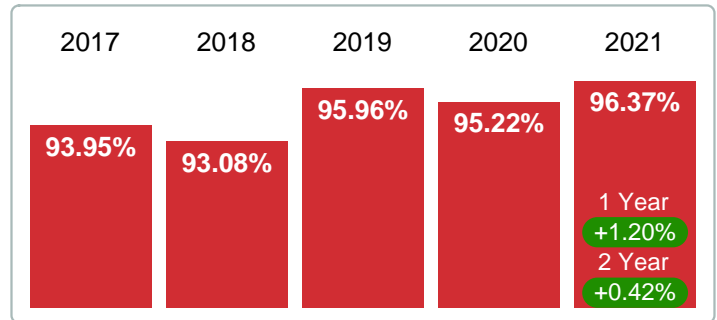
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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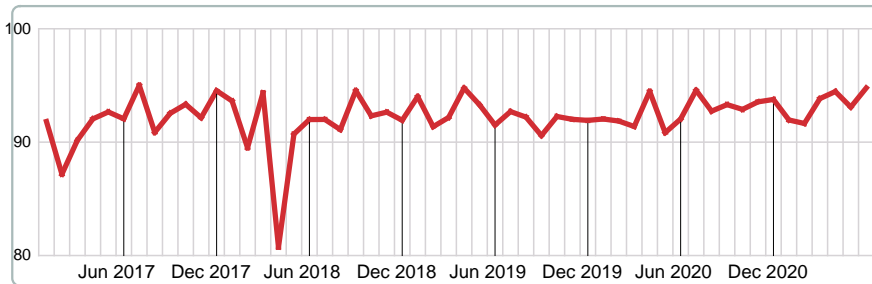
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

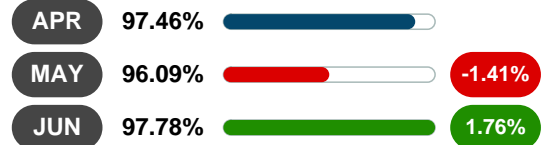


3 MONTHS

5 year JUN AVG = 95.48%

High Jul 2017 98.01% Low Apr 2018 83.74%

Average Sold/List Ratio this month at **97.78%** above the 5 yr JUN average of **95.48%**



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	3	5.66%	96.67%	96.67%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	8	15.09%	91.93%	92.75%	90.56%	0.00%	0.00%
\$100,001 - \$150,000	5	9.43%	96.66%	95.37%	98.59%	0.00%	0.00%
\$150,001 - \$200,000	17	32.08%	100.57%	99.75%	100.98%	100.00%	0.00%
\$200,001 - \$275,000	7	13.21%	99.48%	90.85%	100.92%	0.00%	0.00%
\$275,001 - \$325,000	4	7.55%	98.29%	95.79%	99.12%	0.00%	0.00%
\$325,001 and up	9	16.98%	97.15%	96.03%	94.95%	100.11%	0.00%
Average Sold/List Ratio		97.80%		95.70%	98.98%	100.07%	0.00%
Total Closed Units		53	100%	21	27	5	
Total Closed Volume		11,838,262		4.49M	5.84M	1.51M	0.00B

June 2021

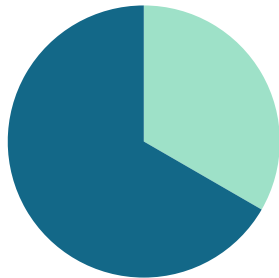
Area Delimited by County Of Bryan



MARKET SUMMARY

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INVENTORY

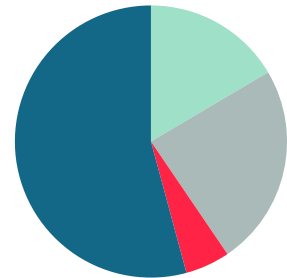


Inventory
 New Listings
103 = 33.33%
 Start Inventory
206
 Total Inventory Units
309
 Volume
\$99,287,864

Market Activity

Closed Sales
53 = 16.51%
 Pending Sales
77 = 23.99%
 Other Off Market
17 = 5.30%
 Active Inventory
174 = 54.21%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	63	53	-15.87%	298	308	3.36%
Pending Sales	75	77	2.67%	352	367	4.26%
New Listings	96	103	7.29%	563	468	-16.87%
Average List Price	198,921	229,266	15.26%	206,027	219,479	6.53%
Average Sale Price	190,467	223,363	17.27%	195,715	209,920	7.26%
Average Percent of Selling Price to List Price	95.04%	97.78%	2.88%	95.22%	96.37%	1.20%
Average Days on Market to Sale	42.38	18.43	-56.50%	40.92	34.60	-15.45%
Monthly Inventory	325	174	-46.46%	325	174	-46.46%
Months Supply of Inventory	6.40	3.20	-49.99%	6.40	3.20	-49.99%

Absorption: Last 12 months, an Average of **54** Sales/Month

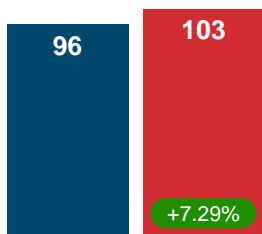
Inventory on June 30, 2021 = **174**

2020 **2021**

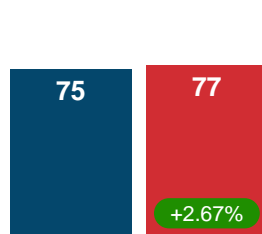
JUNE MARKET

AVERAGE PRICES

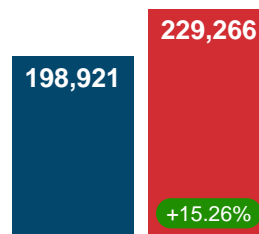
New Listings



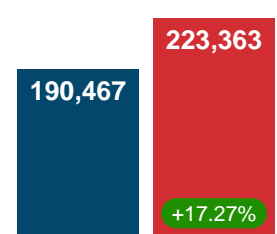
Pending Listings



List Price



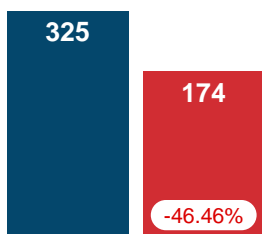
Sale Price



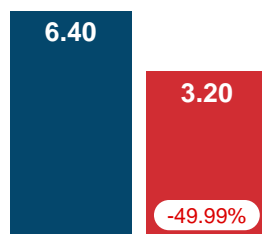
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

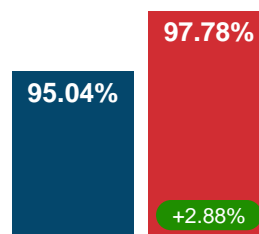
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

