

# June 2021

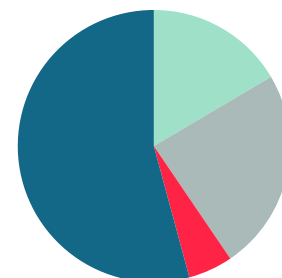
Area Delimited by County Of Bryan



## 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%
Median List Price	168,000	180,000	7.14%
Median Sale Price	168,000	180,000	7.14%
Median Percent of Selling Price to List Price	97.29%	100.00%	2.79%
Median Days on Market to Sale	26.00	6.00	-76.92%
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.

#### 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 **7.14%** in June 2021 to \$180,000 versus the previous year at \$168,000.

#### Median Days on Market Shortens

The median number of **6.00** days that homes spent on the market before selling decreased by 20.00 days or **76.92%** in June 2021 compared to last year's same month at **26.00** DOM.

#### Sales Success for June 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 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.

### 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

# June 2021



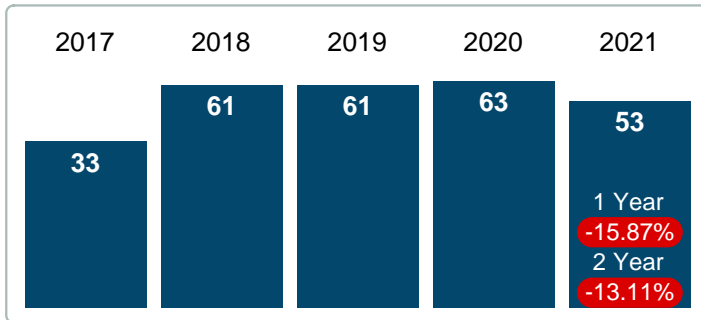
Area Delimited by County Of Bryan



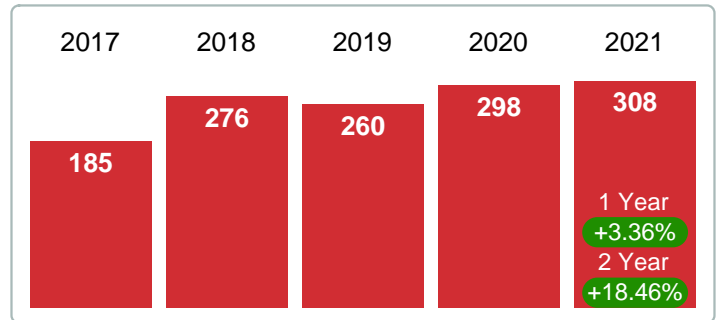
## CLOSED LISTINGS

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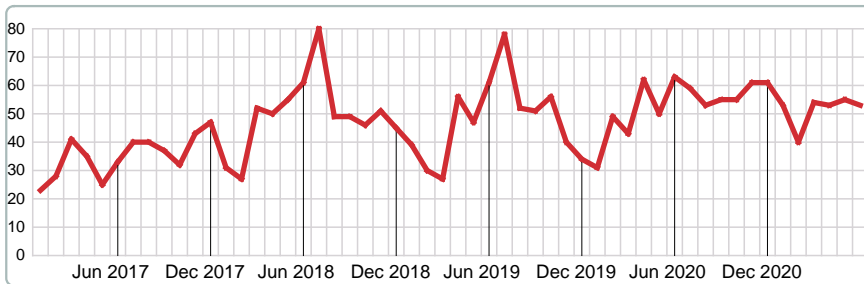
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

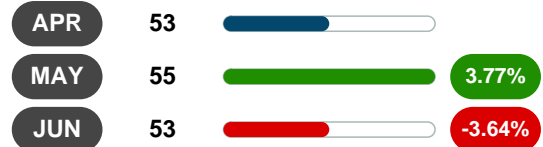


### 3 MONTHS

5 year JUN AVG = 54

High Jul 2018 80 Low Jan 2017 23

Closed Listings this month at 53  
below the 5 yr JUN average of 54



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	5.66%	8.0	3	0	0	0
\$50,001 - \$100,000	8	15.09%	16.5	5	3	0	0
\$100,001 - \$150,000	5	9.43%	3.0	3	2	0	0
\$150,001 - \$200,000	17	32.08%	1.0	4	11	2	0
\$200,001 - \$275,000	7	13.21%	10.0	1	6	0	0
\$275,001 - \$325,000	4	7.55%	10.5	1	3	0	0
\$325,001 and up	9	16.98%	31.0	4	2	3	0
<b>Total Closed Units</b>	<b>53</b>			<b>21</b>	<b>27</b>	<b>5</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>11,838,262</b>	<b>100%</b>	<b>6.0</b>	<b>4.49M</b>	<b>5.84M</b>	<b>1.51M</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$180,000</b>			<b>\$120,000</b>	<b>\$197,500</b>	<b>\$330,000</b>	<b>\$0</b>

# June 2021



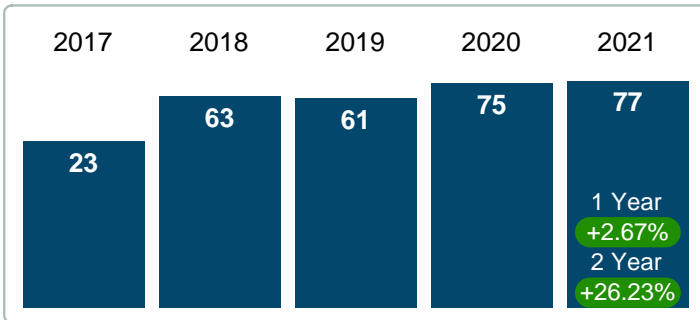
Area Delimited by County Of Bryan



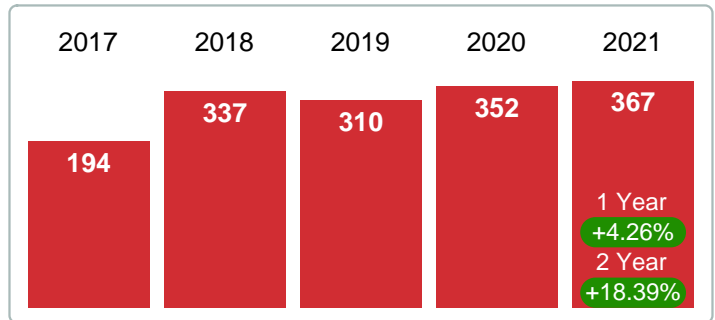
## PENDING LISTINGS

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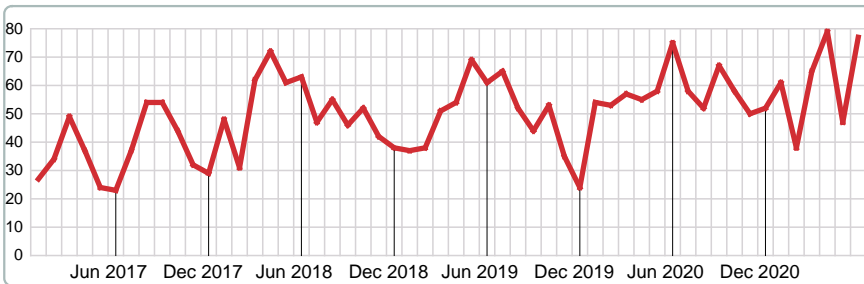
### JUNE



### YEAR TO DATE (YTD)

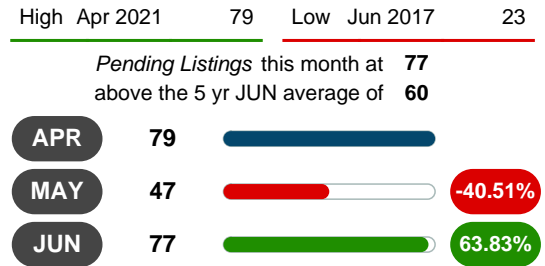


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 60



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	6.49%	34.0	4	1	0	0
\$50,001 - \$150,000	12	15.58%	11.0	7	5	0	0
\$150,001 - \$175,000	6	7.79%	2.5	3	2	1	0
\$175,001 - \$225,000	23	29.87%	2.0	2	19	2	0
\$225,001 - \$275,000	12	15.58%	7.5	1	6	5	0
\$275,001 - \$375,000	11	14.29%	4.0	1	3	5	2
\$375,001 and up	8	10.39%	12.5	4	1	2	1
<b>Total Pending Units</b>	<b>77</b>			<b>22</b>	<b>37</b>	<b>15</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>18,502,540</b>	<b>100%</b>	<b>6.0</b>	<b>4.98M</b>	<b>8.12M</b>	<b>4.34M</b>	<b>1.06M</b>
<b>Median Listing Price</b>	<b>\$212,000</b>			<b>\$147,000</b>	<b>\$205,000</b>	<b>\$270,000</b>	<b>\$360,000</b>

# June 2021



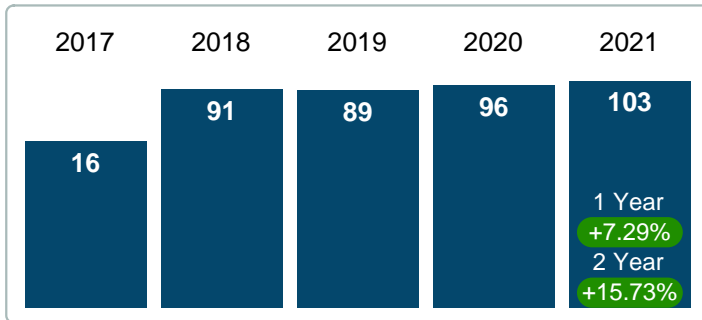
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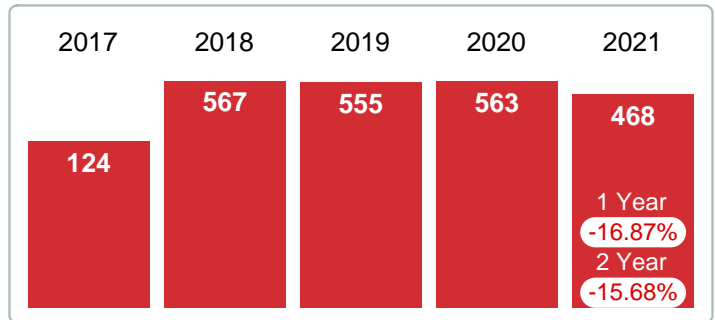
## NEW LISTINGS

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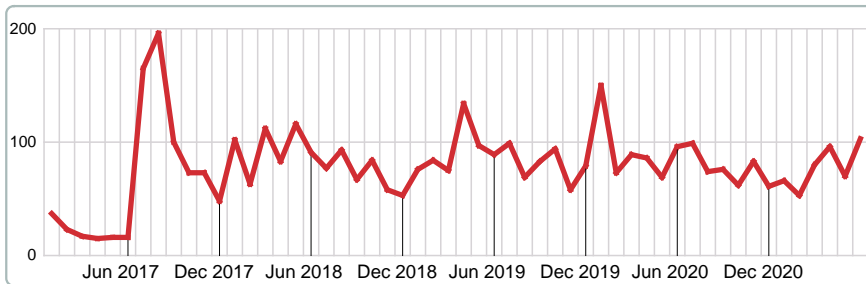
### JUNE



### YEAR TO DATE (YTD)

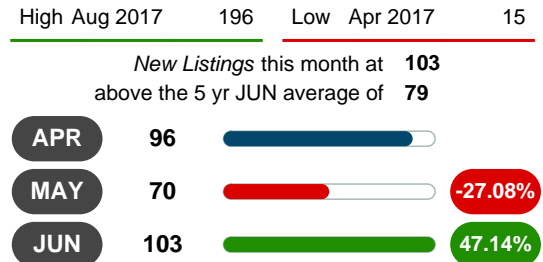


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 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
<b>Total New Listed Units</b>	<b>103</b>		<b>30</b>	<b>48</b>	<b>22</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>25,911,581</b>	<b>100%</b>	<b>6.98M</b>	<b>11.76M</b>	<b>6.22M</b>	<b>949.80K</b>
<b>Median New Listed Listing Price</b>	<b>\$217,500</b>		<b>\$172,450</b>	<b>\$212,500</b>	<b>\$268,500</b>	<b>\$299,900</b>

# June 2021



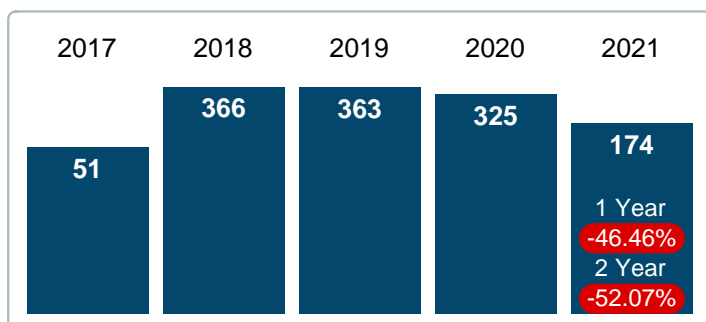
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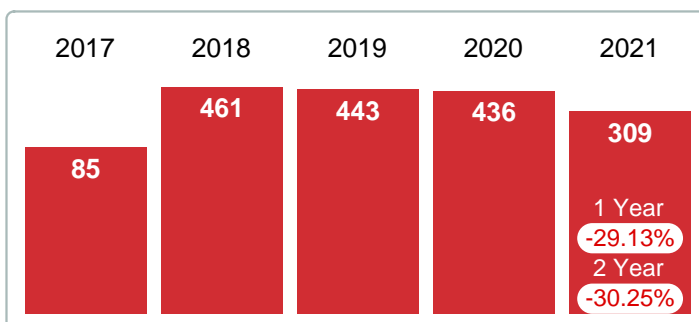
## ACTIVE INVENTORY

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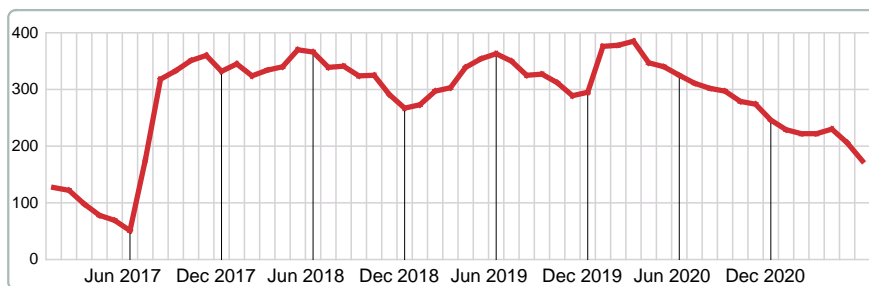
### END OF JUNE



### ACTIVE DURING JUNE

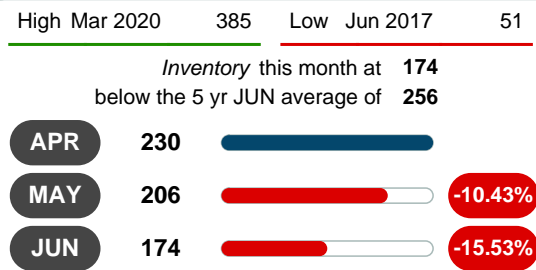


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 256



## INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	13	7.47%	70.0	12	1	0	0
\$25,001 - \$100,000	28	16.09%	118.0	26	2	0	0
\$100,001 - \$175,000	27	15.52%	43.0	16	6	5	0
\$175,001 - \$275,000	34	19.54%	51.0	6	17	10	1
\$275,001 - \$425,000	30	17.24%	60.5	14	9	6	1
\$425,001 - \$725,000	23	13.22%	65.0	13	6	4	0
\$725,001 and up	19	10.92%	103.0	11	4	4	0
<b>Total Active Inventory by Units</b>	<b>174</b>			<b>98</b>	<b>45</b>	<b>29</b>	<b>2</b>
<b>Total Active Inventory by Volume</b>	<b>64,573,647</b>	<b>100%</b>	<b>67.0</b>	<b>35.57M</b>	<b>14.92M</b>	<b>13.52M</b>	<b>559.31K</b>
<b>Median Active Inventory Listing Price</b>	<b>\$239,000</b>			<b>\$166,250</b>	<b>\$242,730</b>	<b>\$263,000</b>	<b>\$279,655</b>

# June 2021



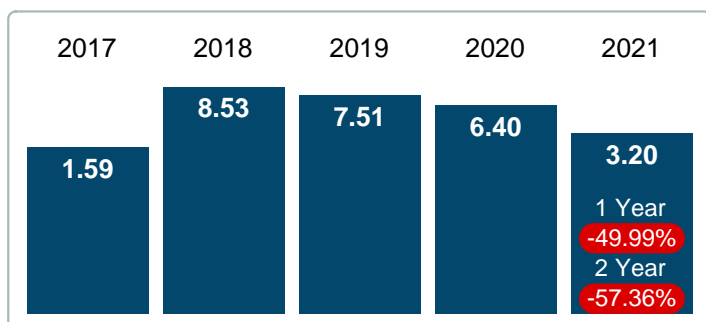
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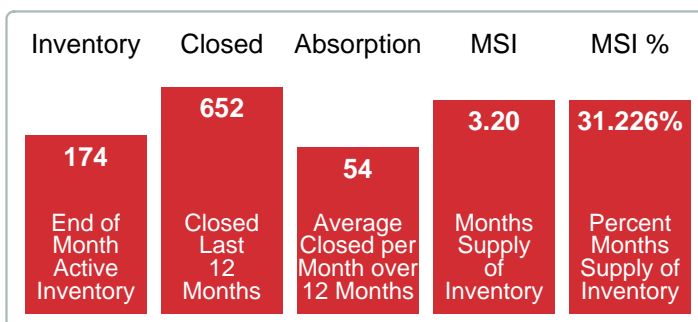
## MONTHS SUPPLY of INVENTORY (MSI)

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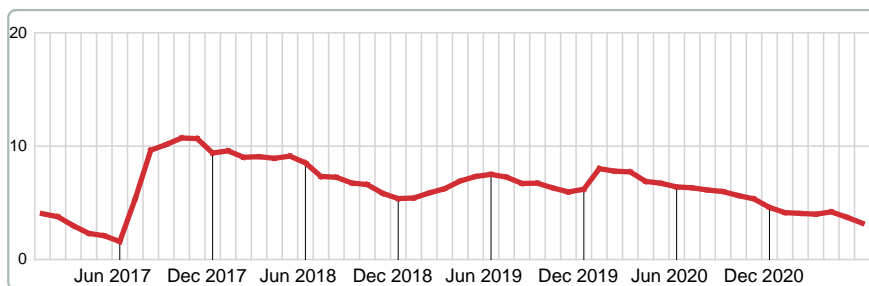
### MSI FOR JUNE



### INDICATORS FOR JUNE 2021

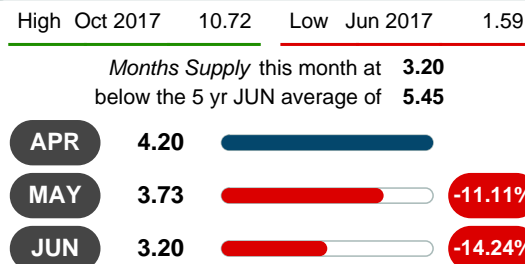


### 5 YEAR MARKET ACTIVITY TRENDS



### 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			5.79	1.59	3.82	1.26
Total Active Inventory by Units	174	100%	3.20	98	45	29	2

# June 2021



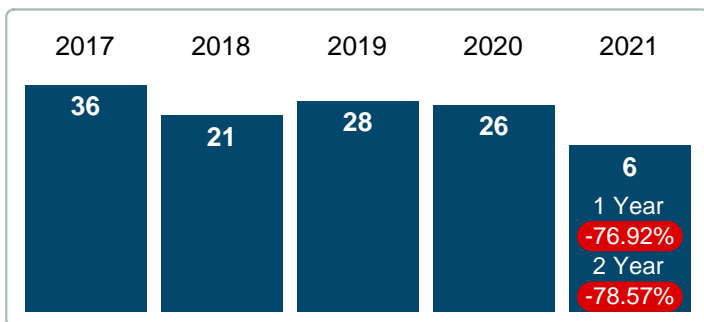
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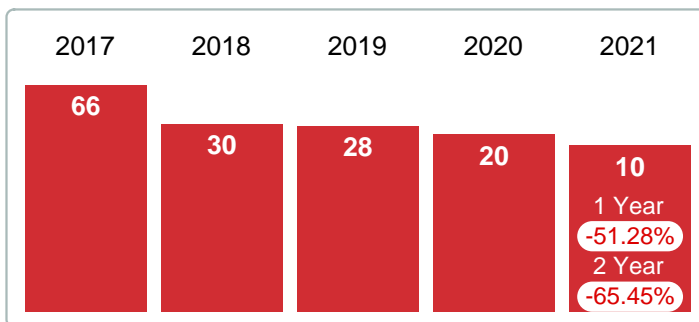
## MEDIAN DAYS ON MARKET TO SALE

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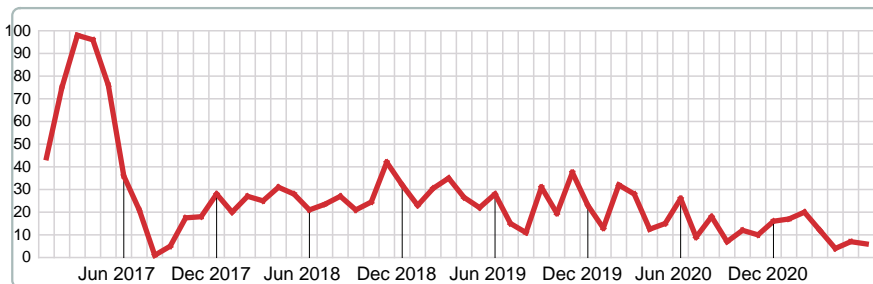
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 23

High Mar 2017 98 Low Aug 2017 1

Median Days on Market to Sale this month at 6 below the 5 yr JUN average of 23



### 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
\$50,000 and less	5.66%	8	8	0	0	0
\$50,001 - \$100,000	15.09%	17	15	18	0	0
\$100,001 - \$150,000	9.43%	3	3	38	0	0
\$150,001 - \$200,000	32.08%	1	1	2	3	0
\$200,001 - \$275,000	13.21%	10	2	11	0	0
\$275,001 - \$325,000	7.55%	11	21	8	0	0
\$325,001 and up	16.98%	31	67	18	27	0
Median Closed DOM		6	10	4	6	0
Total Closed Units	100%	53	21	27	5	
Total Closed Volume		11,838,262	4.49M	5.84M	1.51M	0.00B

# June 2021



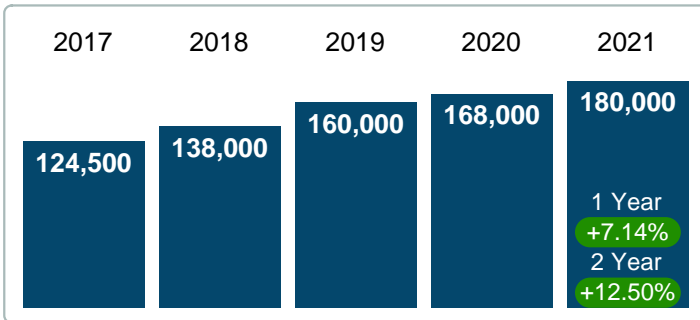
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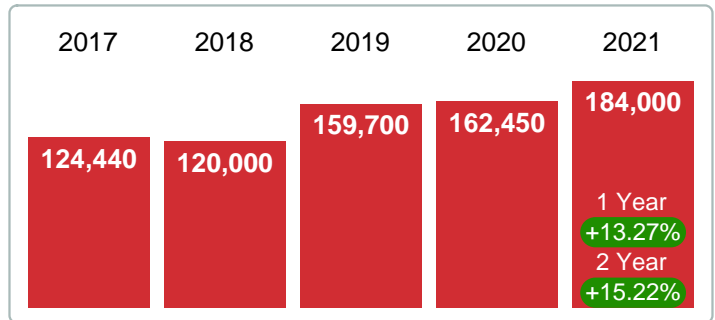
## MEDIAN LIST PRICE AT CLOSING

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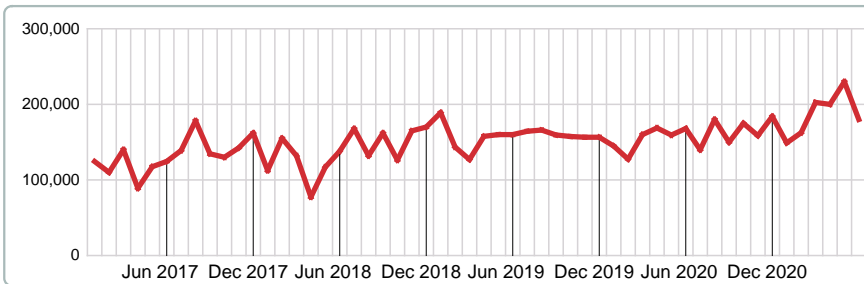
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

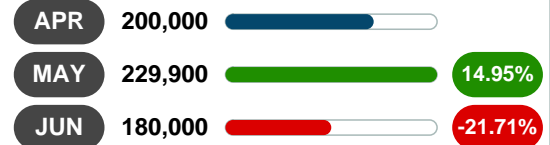


### 3 MONTHS

5 year JUN AVG = 154,100

High May 2021 229,900 Low Apr 2018 77,400

Median List Price at Closing this month at **180,000**  
above the 5 yr JUN average of **154,100**



### 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
\$50,000 and less	3	19,999	19,999	0	0	0
\$50,001 - \$100,000	8	77,000	75,000	85,000	0	0
\$100,001 - \$150,000	7	133,000	124,500	149,250	0	0
\$150,001 - \$200,000	15	175,000	172,450	175,000	192,000	0
\$200,001 - \$275,000	6	234,250	0	234,250	0	0
\$275,001 - \$325,000	4	288,702	288,403	289,000	0	0
\$325,001 and up	10	399,950	476,000	605,000	340,000	0
Median List Price		180,000	128,000	194,900	330,000	0
Total Closed Units		53	21	27	5	
Total Closed Volume		12,151,114	4.70M	5.95M	1.50M	0.00B



# June 2021



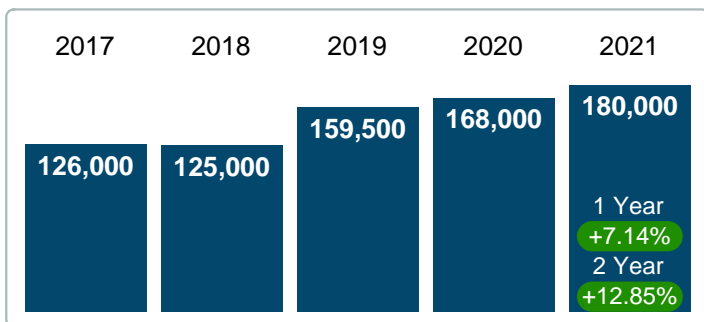
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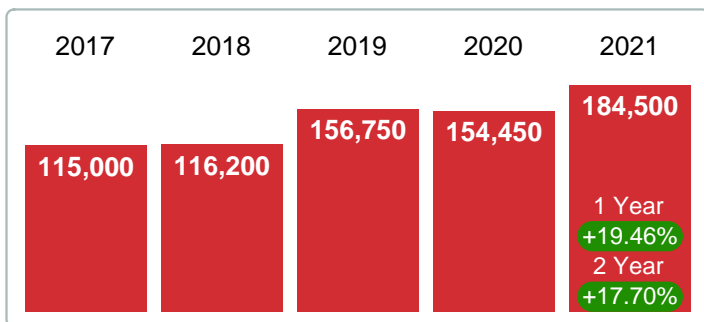
## MEDIAN SOLD PRICE AT CLOSING

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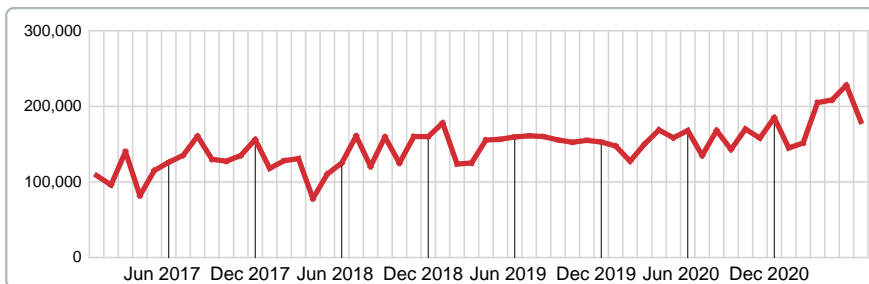
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

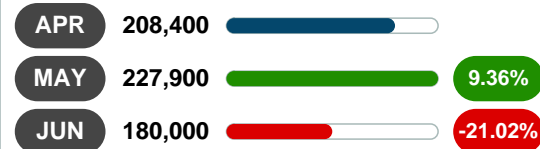


### 3 MONTHS

5 year JUN AVG = 151,700

High May 2021 227,900 Low Apr 2018 77,950

Median Sold Price at Closing this month at **180,000** above the 5 yr JUN average of **151,700**



### 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
\$50,000 and less	5.66%	18,000	18,000	0	0	0
\$50,001 - \$100,000	15.09%	71,350	65,000	75,000	0	0
\$100,001 - \$150,000	9.43%	120,000	115,000	139,625	0	0
\$150,001 - \$200,000	32.08%	171,000	170,450	171,000	192,000	0
\$200,001 - \$275,000	13.21%	240,000	262,000	234,750	0	0
\$275,001 - \$325,000	7.55%	294,500	318,500	283,000	0	0
\$325,001 and up	16.98%	456,000	603,000	558,750	333,500	0
<b>Median Sold Price</b>		<b>180,000</b>	<b>120,000</b>	<b>197,500</b>	<b>330,000</b>	<b>0</b>
<b>Total Closed Units</b>		<b>53</b>	<b>21</b>	<b>27</b>	<b>5</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>11,838,262</b>	<b>4.49M</b>	<b>5.84M</b>	<b>1.51M</b>	<b>0.00B</b>

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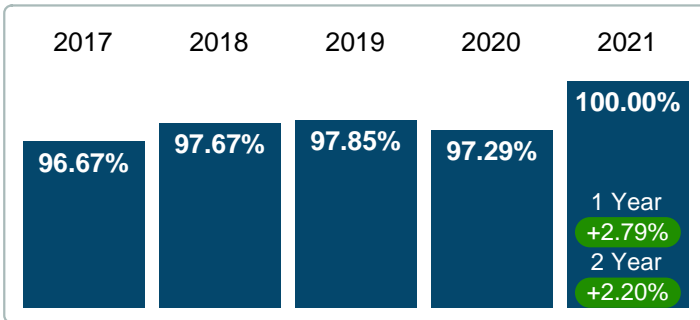
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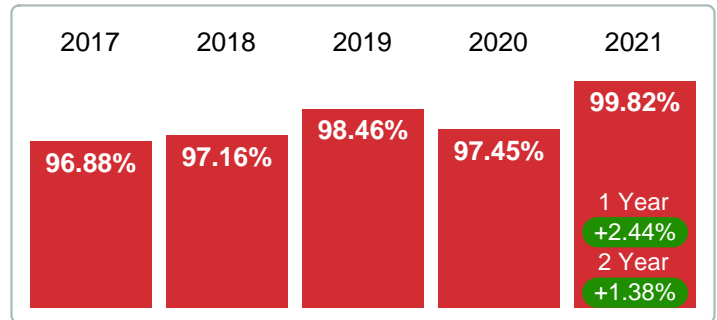
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

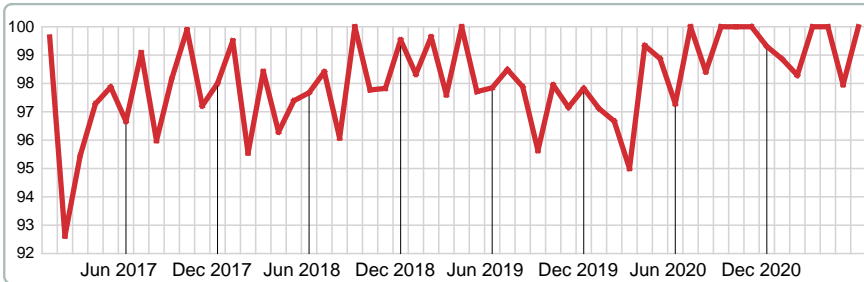
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

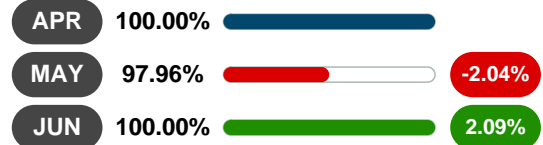


### 3 MONTHS

5 year JUN AVG = 97.89%

High Jun 2021 100.00% Low Feb 2017 92.62%

Median Sold/List Ratio this month at **100.00%**  
above the 5 yr JUN average of **97.89%**



## MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	5.66%	100.00%	100.00%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	8	15.09%	93.90%	92.86%	94.94%	0.00%	0.00%
\$100,001 - \$150,000	5	9.43%	97.18%	93.75%	98.59%	0.00%	0.00%
\$150,001 - \$200,000	17	32.08%	100.00%	100.00%	100.00%	100.00%	0.00%
\$200,001 - \$275,000	7	13.21%	100.00%	90.85%	100.00%	0.00%	0.00%
\$275,001 - \$325,000	4	7.55%	98.13%	95.79%	99.03%	0.00%	0.00%
\$325,001 and up	9	16.98%	97.06%	95.19%	94.95%	101.06%	0.00%
Median Sold/List Ratio		100.00%		95.80%	100.00%	100.00%	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

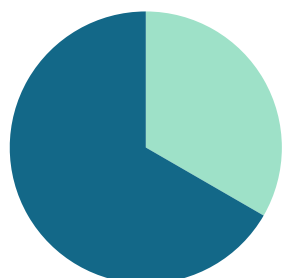
Area Delimited by County Of Bryan



## MARKET SUMMARY

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

### INVENTORY

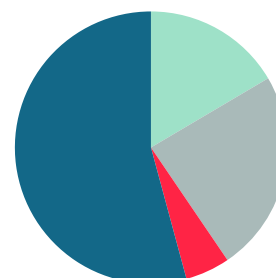


**Inventory**  
 New Listings  
**103 = 33.33%**  
 Start Inventory  
**206**  
 Total Inventory Units  
**309**  
 Volume  
**\$99,287,864**

### 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%
Median List Price	168,000	180,000	7.14%	162,450	184,000	13.27%
Median Sale Price	168,000	180,000	7.14%	154,450	184,500	19.46%
Median Percent of Selling Price to List Price	97.29%	100.00%	2.79%	97.45%	99.82%	2.44%
Median Days on Market to Sale	26.00	6.00	-76.92%	19.50	9.50	-51.28%
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

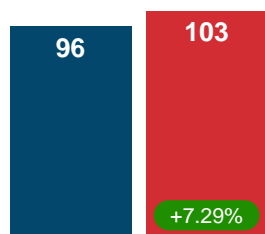
**Inventory** on June 30, 2021 = **174**

**2020** **2021**

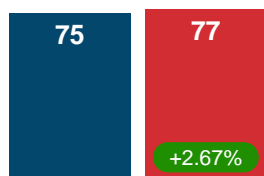
### JUNE MARKET

### MEDIAN PRICES

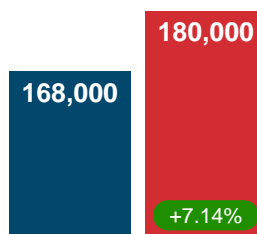
#### New Listings



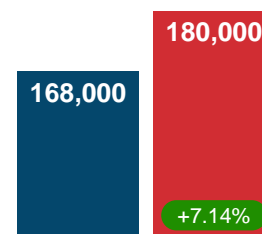
#### Pending Listings



#### List Price



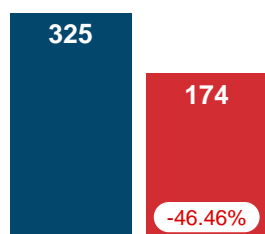
#### Sale Price



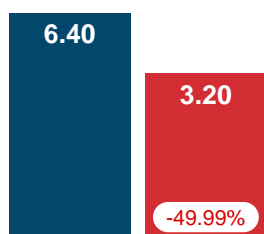
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

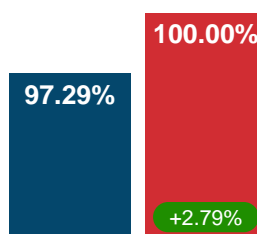
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

