

May 2021

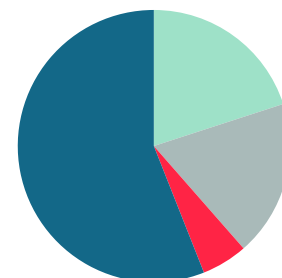
Area Delimited by County Of Bryan



MONTHLY INVENTORY ANALYSIS

Report produced on Jun 11, 2021 for MLS Technology Inc.

Compared Metrics	2020	May 2021	+/-%
Closed Listings	50	55	10.00%
Pending Listings	58	51	-12.07%
New Listings	69	70	1.45%
Average List Price	175,390	245,969	40.24%
Average Sale Price	168,014	231,944	38.05%
Average Percent of Selling Price to List Price	93.83%	96.09%	2.41%
Average Days on Market to Sale	35.18	34.40	-2.22%
End of Month Inventory	340	154	-54.71%
Months Supply of Inventory	6.72	2.79	-58.53%



■ Closed (20.00%)
■ Pending (18.55%)
■ Other OffMarket (5.45%)
■ Active (56.00%)

Absorption: Last 12 months, an Average of **55** Sales/Month
Active Inventory as of May 31, 2021 = **154**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2021 decreased **54.71%** to 154 existing homes available for sale. Over the last 12 months this area has had an average of 55 closed sales per month. This represents an unsold inventory index of **2.79** 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 **38.05%** in May 2021 to \$231,944 versus the previous year at \$168,014.

Average Days on Market Shortens

The average number of **34.40** days that homes spent on the market before selling decreased by 0.78 days or **2.22%** in May 2021 compared to last year's same month at **35.18** DOM.

Sales Success for May 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 70 New Listings in May 2021, up **1.45%** from last year at 69. Furthermore, there were 55 Closed Listings this month versus last year at 50, a **10.00%** increase.

Closed versus Listed trends yielded a **78.6%** ratio, up from previous year's, May 2020, at **72.5%**, a **8.43%** upswing. 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

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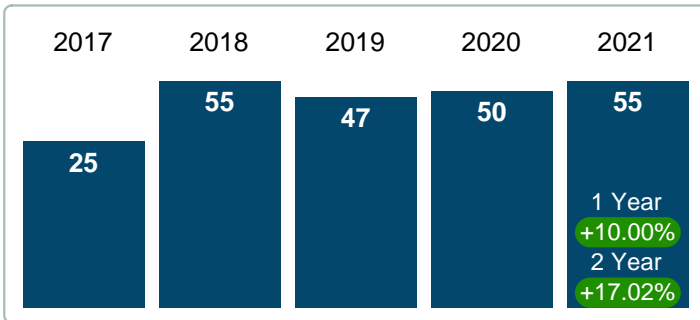
Area Delimited by County Of Bryan



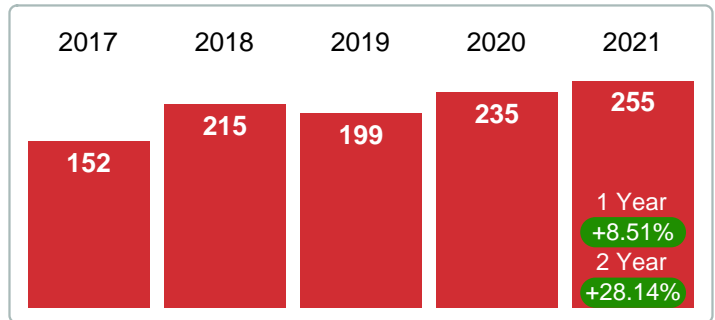
CLOSED LISTINGS

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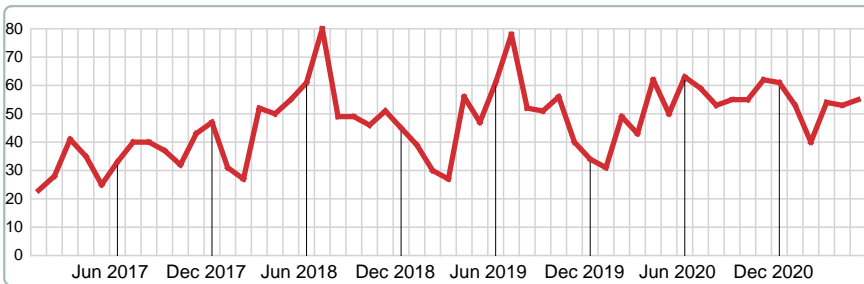
MAY



YEAR TO DATE (YTD)

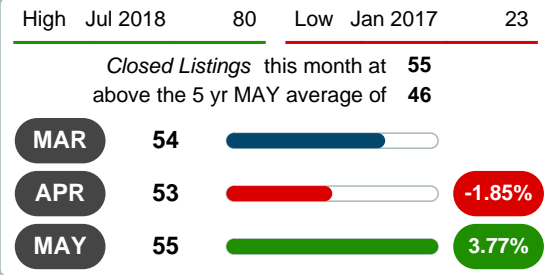


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 46



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	9.09%	53.2	4	1	0	0
\$75,001 - \$125,000	7	12.73%	24.7	5	1	1	0
\$125,001 - \$175,000	5	9.09%	51.0	1	2	2	0
\$175,001 - \$250,000	18	32.73%	11.9	1	15	2	0
\$250,001 - \$275,000	6	10.91%	50.8	1	5	0	0
\$275,001 - \$450,000	9	16.36%	9.7	2	2	5	0
\$450,001 and up	5	9.09%	118.2	2	1	0	2
Total Closed Units	55			16	27	10	2
Total Closed Volume	12,756,930	100%	34.4	3.06M	6.30M	2.36M	1.05M
Average Closed Price	\$231,944			\$191,053	\$233,299	\$235,600	\$522,500

May 2021

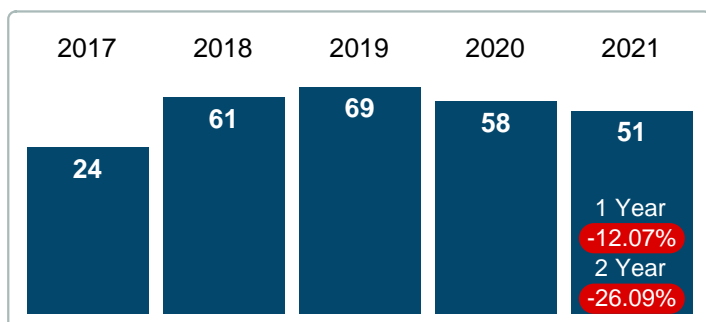
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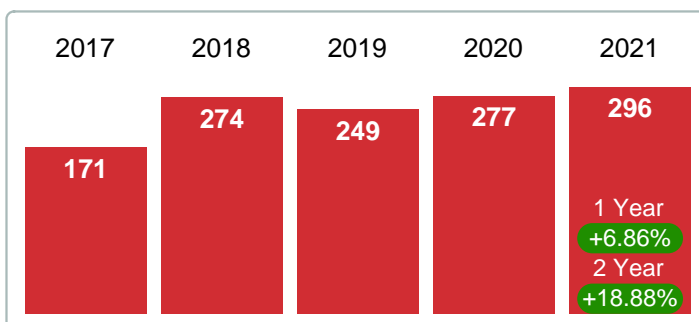
PENDING LISTINGS

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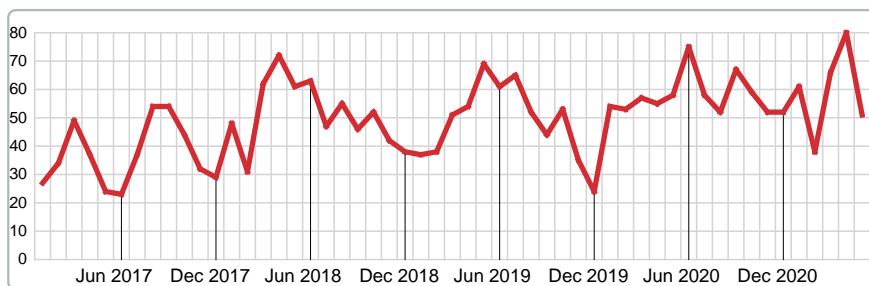
MAY



YEAR TO DATE (YTD)

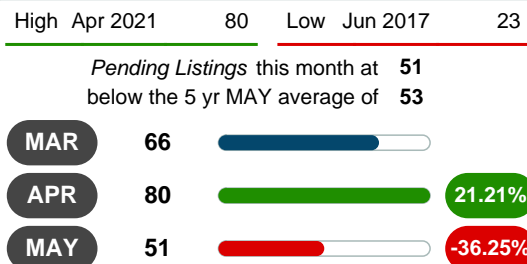


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 53



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$80,000 and less	5	9.80%	49.0	3	2	0	0
\$80,001 - \$140,000	7	13.73%	14.7	1	5	1	0
\$140,001 - \$180,000	6	11.76%	2.0	3	3	0	0
\$180,001 - \$240,000	13	25.49%	9.0	0	12	1	0
\$240,001 - \$310,000	9	17.65%	6.6	0	8	0	1
\$310,001 - \$480,000	6	11.76%	43.7	2	2	2	0
\$480,001 and up	5	9.80%	28.2	2	0	1	2
Total Pending Units	51			11	32	5	3
Total Pending Volume	13,739,010	100%	0.7	3.26M	6.55M	1.78M	2.15M
Average Listing Price	\$121,633			\$296,036	\$204,759	\$355,180	\$718,137

May 2021



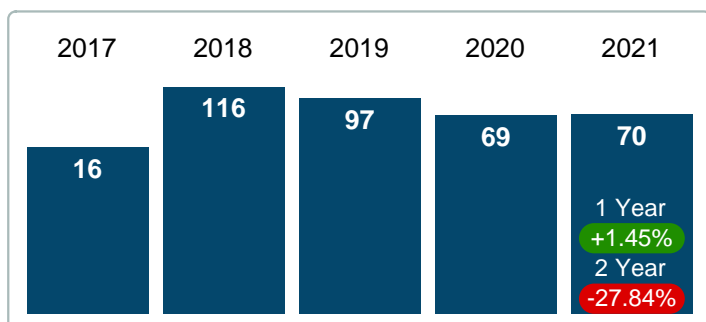
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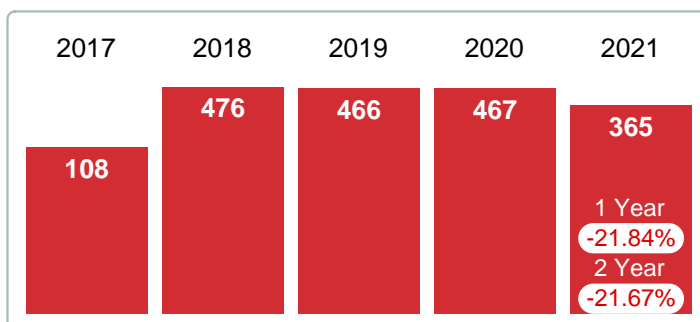
NEW LISTINGS

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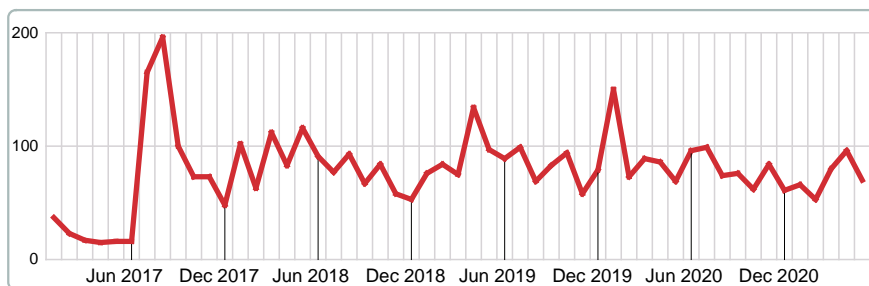
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

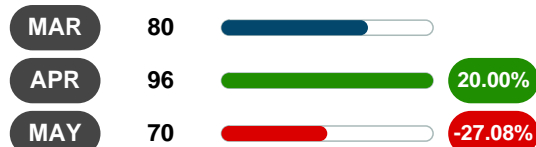


3 MONTHS

5 year MAY AVG = 74

High Aug 2017 196 Low Apr 2017 15

New Listings this month at 70
below the 5 yr MAY average of 74



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	9	12.86%	9	0	0	0
\$70,001 - \$100,000	4	5.71%	2	2	0	0
\$100,001 - \$180,000	13	18.57%	4	6	3	0
\$180,001 - \$230,000	16	22.86%	1	12	3	0
\$230,001 - \$300,000	12	17.14%	0	7	3	2
\$300,001 - \$600,000	10	14.29%	3	5	1	1
\$600,001 and up	6	8.57%	2	0	3	1
Total New Listed Units	70		21	32	13	4
Total New Listed Volume	21,760,920	100%	5.55M	7.51M	6.36M	2.34M
Average New Listed Listing Price	\$121,633		\$264,288	\$234,778	\$489,173	\$584,680

May 2021



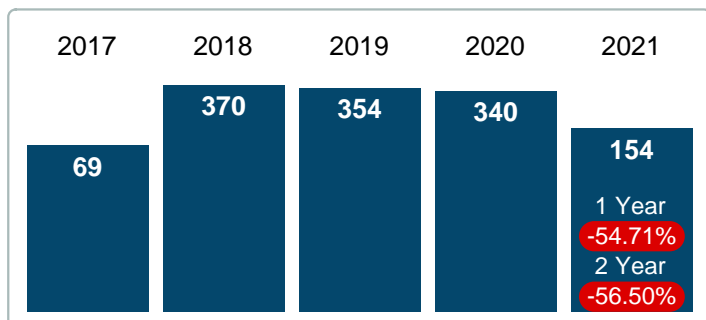
Area Delimited by County Of Bryan



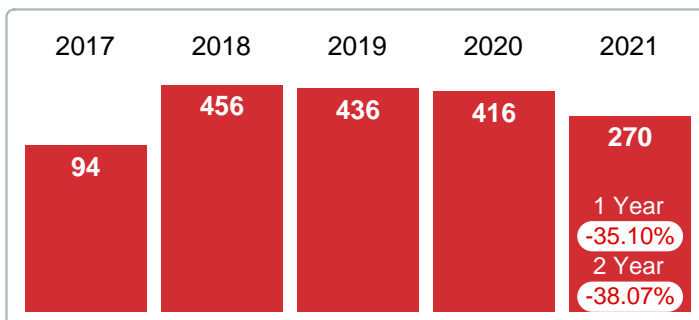
ACTIVE INVENTORY

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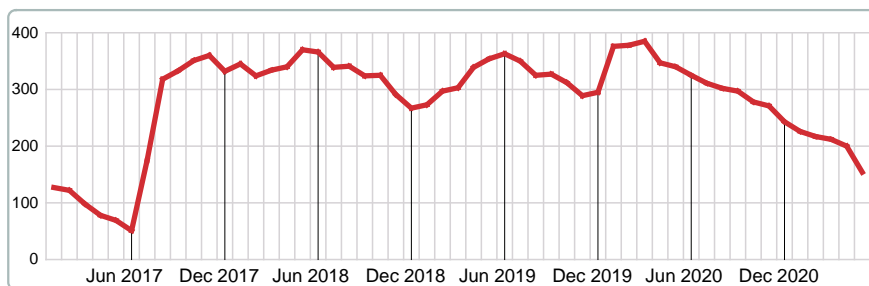
END OF MAY



ACTIVE DURING MAY

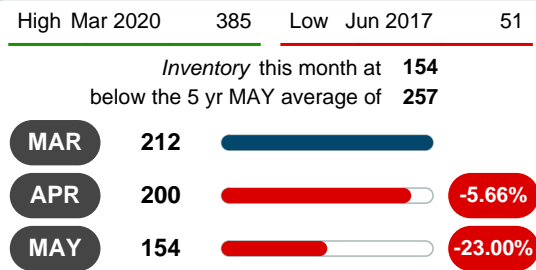


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 257



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	12	7.79%	122.0	12	0	0	0
\$25,001 - \$50,000	19	12.34%	100.8	19	0	0	0
\$50,001 - \$150,000	31	20.13%	104.1	23	6	2	0
\$150,001 - \$300,000	35	22.73%	75.7	11	13	9	2
\$300,001 - \$475,000	22	14.29%	81.7	10	6	5	1
\$475,001 - \$800,000	19	12.34%	109.5	13	3	3	0
\$800,001 and up	16	10.39%	113.3	8	4	4	0
Total Active Inventory by Units	154			96	32	23	3
Total Active Inventory by Volume	61,647,062	100%	97.1	34.24M	11.53M	14.92M	969.21K
Average Active Inventory Listing Price	\$400,306			\$356,642	\$360,159	\$648,485	\$323,070

May 2021

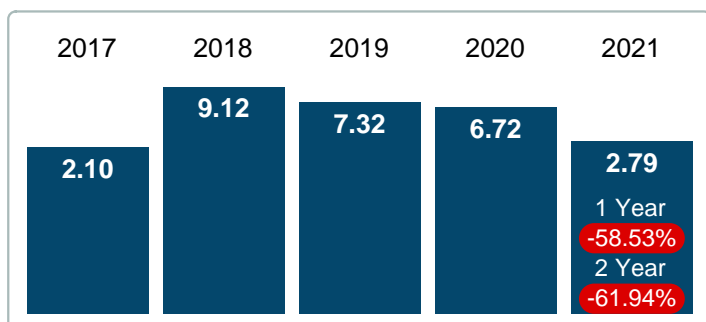
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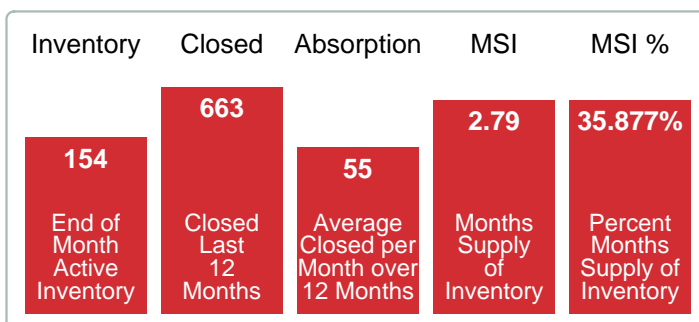
MONTHS SUPPLY of INVENTORY (MSI)

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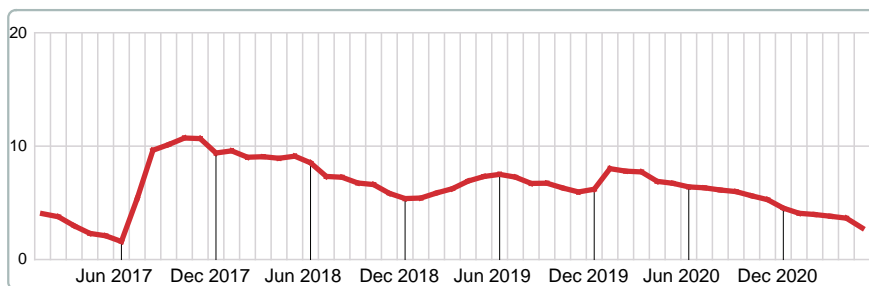
MSI FOR MAY



INDICATORS FOR MAY 2021

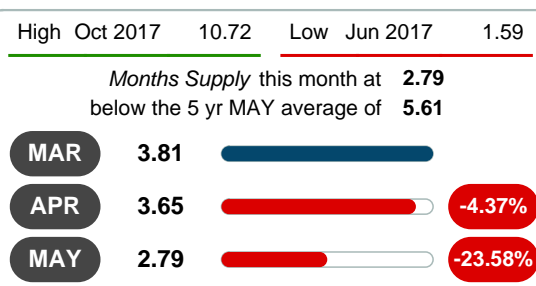


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 5.61



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	12	7.79%	3.69	3.89	0.00	0.00	0.00
\$25,001 - \$50,000	19	12.34%	5.07	6.00	0.00	0.00	0.00
\$50,001 - \$150,000	31	20.13%	1.93	3.29	0.79	1.33	0.00
\$150,001 - \$300,000	35	22.73%	1.39	4.55	0.73	1.93	4.80
\$300,001 - \$475,000	22	14.29%	4.80	12.00	4.24	3.16	1.33
\$475,001 - \$800,000	19	12.34%	8.77	15.60	7.20	7.20	0.00
\$800,001 and up	16	10.39%	96.00	0.00	0.00	48.00	0.00
Market Supply of Inventory (MSI)	2.79			5.54	1.15	2.73	1.71
Total Active Inventory by Units	154	100%	2.79	96	32	23	3

May 2021



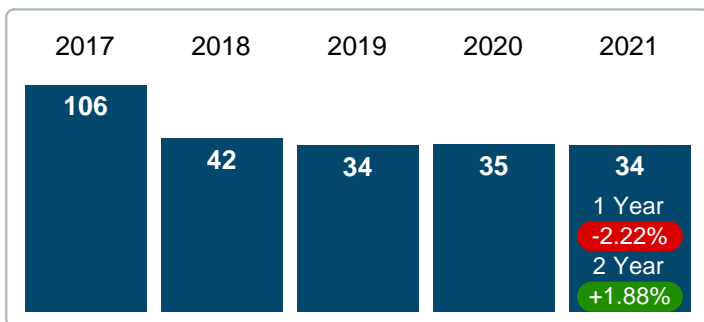
Area Delimited by County Of Bryan



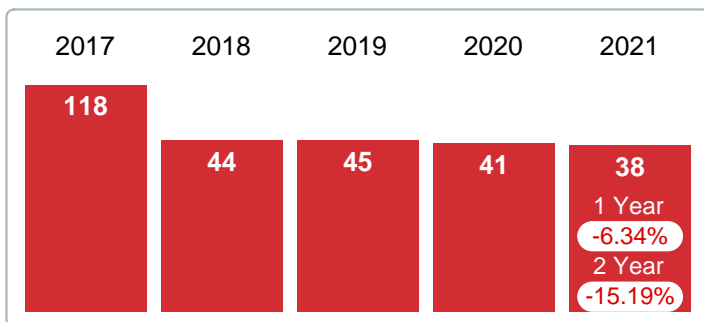
AVERAGE DAYS ON MARKET TO SALE

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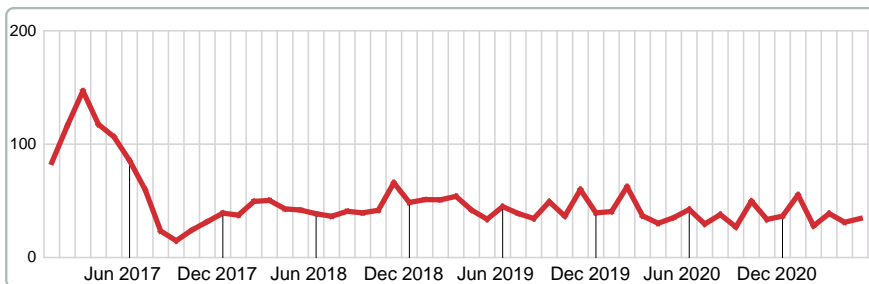
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

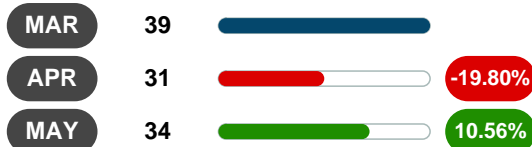


3 MONTHS

5 year MAY AVG = 50

High Mar 2017 147 Low Sep 2017 15

Average Days on Market to Sale this month at 34 below the 5 yr MAY average of 50



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
\$75,000 and less	9.09%	53	66	1	0	0
\$75,001 - \$125,000	12.73%	25	27	38	1	0
\$125,001 - \$175,000	9.09%	51	6	3	122	0
\$175,001 - \$250,000	32.73%	12	52	10	9	0
\$250,001 - \$275,000	10.91%	51	170	27	0	0
\$275,001 - \$450,000	16.36%	10	1	2	16	0
\$450,001 and up	9.09%	118	213	21	0	72
Average Closed DOM		34	66	13	34	72
Total Closed Units	100%	34	16	27	10	2
Total Closed Volume		12,756,930	3.06M	6.30M	2.36M	1.05M

May 2021

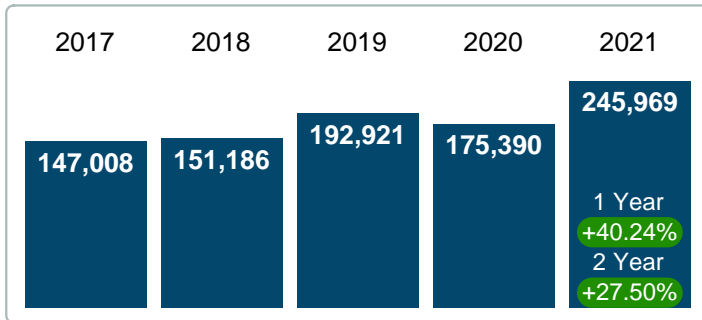
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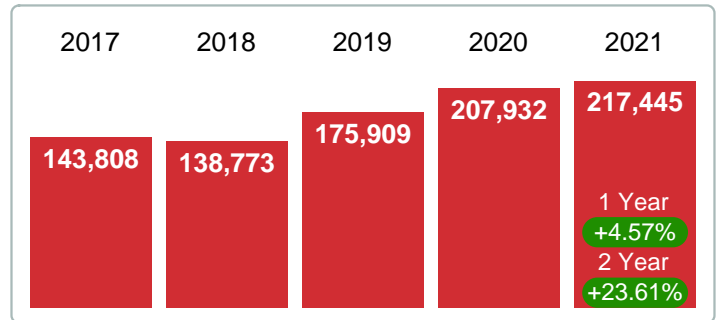
AVERAGE LIST PRICE AT CLOSING

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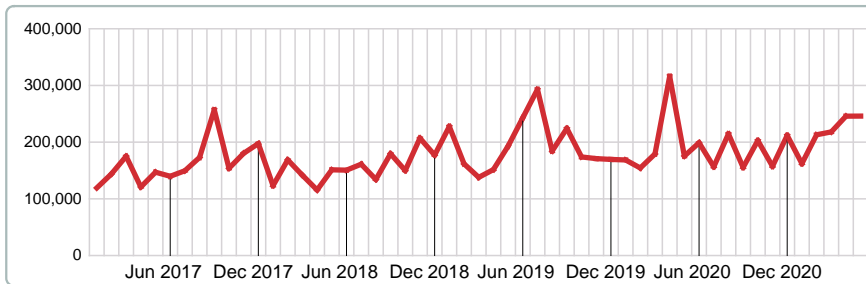
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

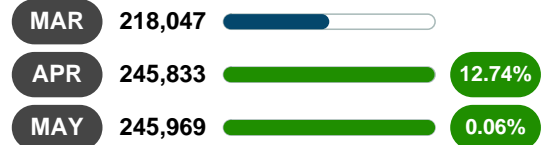


3 MONTHS

5 year MAY AVG = 182,495

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

Average List Price at Closing this month at **245,969**
above the 5 yr MAY average of **182,495**



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
\$75,000 and less	9.09%	39,560	30,725	74,900	0	0
\$75,001 - \$125,000	12.73%	92,886	89,840	95,000	106,000	0
\$125,001 - \$175,000	9.09%	162,080	174,500	169,950	148,000	0
\$175,001 - \$250,000	27.27%	211,947	225,000	222,747	207,500	0
\$250,001 - \$275,000	10.91%	264,983	349,000	269,380	0	0
\$275,001 - \$450,000	18.18%	295,780	389,500	289,000	326,360	0
\$450,001 and up	12.73%	591,857	692,000	756,000	0	532,000
Average List Price		245,969	217,725	241,922	244,880	532,000
Total Closed Units	100%	245,969	16	27	10	2
Total Closed Volume		13,528,300	3.48M	6.53M	2.45M	1.06M

May 2021



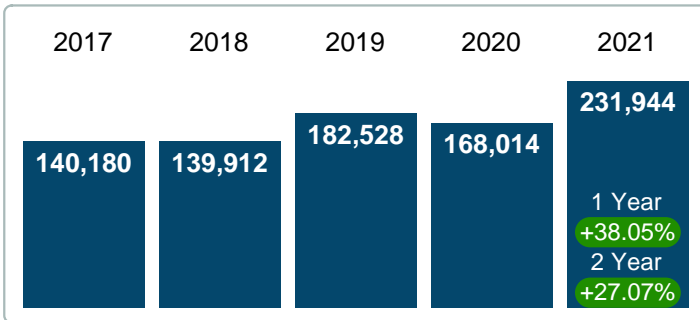
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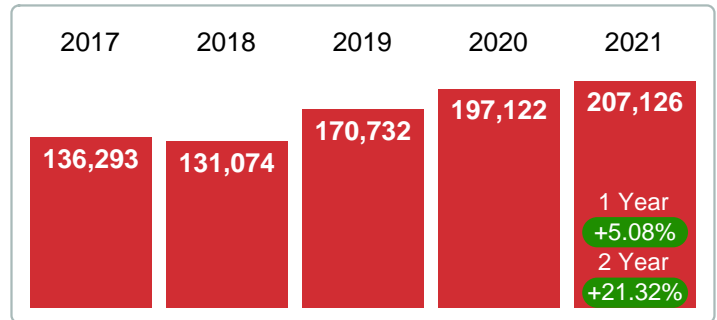
AVERAGE SOLD PRICE AT CLOSING

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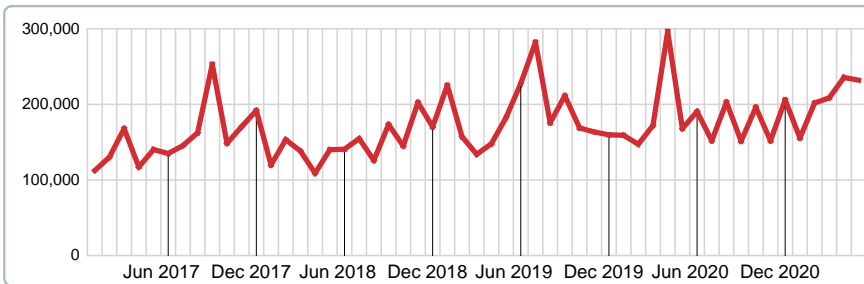
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

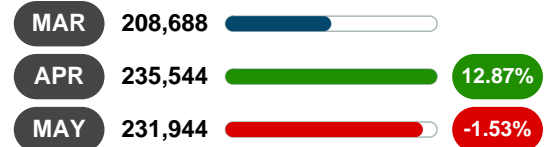


3 MONTHS

5 year MAY AVG = 172,516

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

Average Sold Price at Closing this month at **231,944** above the 5 yr MAY average of **172,516**



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
\$75,000 and less	9.09%	40,680	32,125	74,900	0	0
\$75,001 - \$125,000	12.73%	90,336	88,271	85,000	106,000	0
\$125,001 - \$175,000	9.09%	157,500	168,000	164,250	145,500	0
\$175,001 - \$250,000	32.73%	213,343	200,000	215,345	205,000	0
\$250,001 - \$275,000	10.91%	263,333	265,000	263,000	0	0
\$275,001 - \$450,000	16.36%	317,722	364,500	290,750	309,800	0
\$450,001 and up	9.09%	570,800	562,500	684,000	0	522,500
Average Sold Price		231,944	191,053	233,299	235,600	522,500
Total Closed Units	100%	231,944	16	27	10	2
Total Closed Volume		12,756,930	3.06M	6.30M	2.36M	1.05M

May 2021



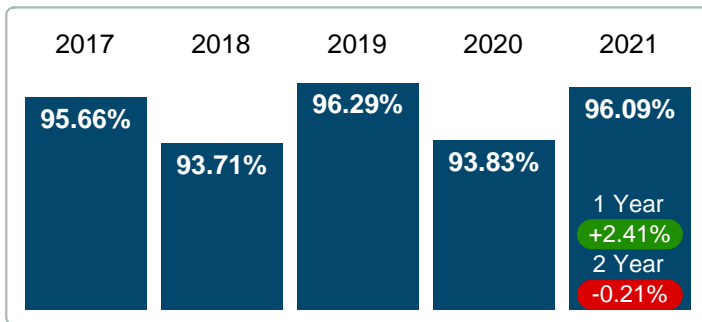
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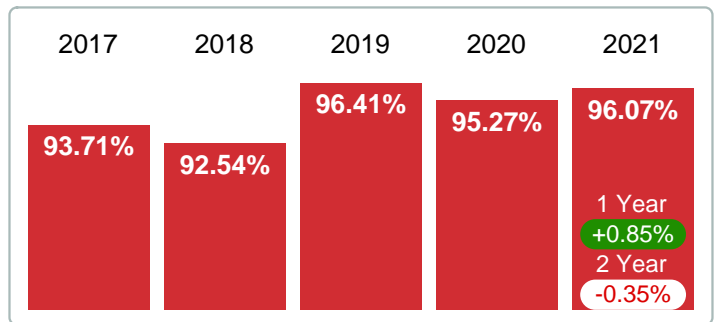
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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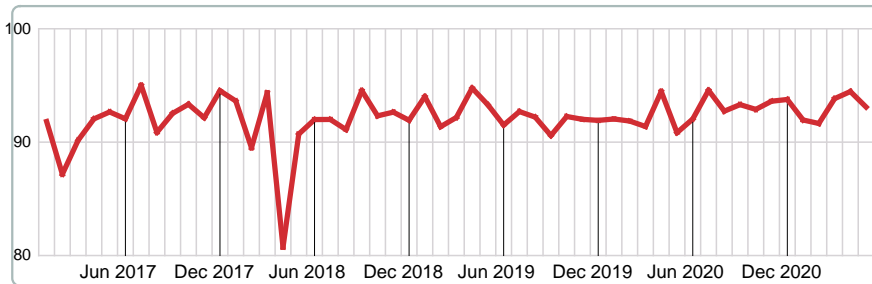
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

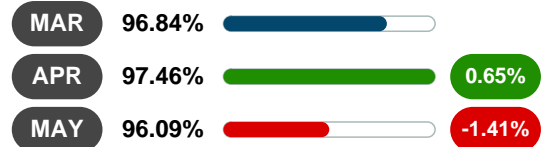


3 MONTHS

5 year MAY AVG = 95.12%

High Jul 2017 98.01% Low Apr 2018 83.74%

Average Sold/List Ratio this month at **96.09%** above the 5 yr MAY average of **95.12%**



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
\$75,000 and less	5	9.09%	98.90%	98.62%	100.00%	0.00%	0.00%
\$75,001 - \$125,000	7	12.73%	97.06%	97.99%	89.47%	100.00%	0.00%
\$125,001 - \$175,000	5	9.09%	97.21%	96.28%	96.54%	98.33%	0.00%
\$175,001 - \$250,000	18	32.73%	96.98%	88.89%	97.26%	98.94%	0.00%
\$250,001 - \$275,000	6	10.91%	94.05%	75.93%	97.67%	0.00%	0.00%
\$275,001 - \$450,000	9	16.36%	96.21%	93.53%	100.64%	95.51%	0.00%
\$450,001 and up	5	9.09%	89.86%	81.39%	90.48%	0.00%	98.02%
Average Sold/List Ratio		96.10%		93.46%	97.10%	97.21%	98.02%
Total Closed Units		55	100%	16	27	10	2
Total Closed Volume		12,756,930		3.06M	6.30M	2.36M	1.05M

May 2021

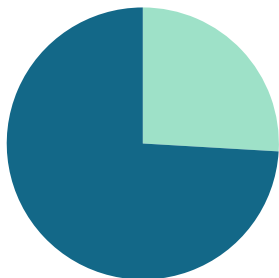
Area Delimited by County Of Bryan



MARKET SUMMARY

Report produced on Jun 11, 2021 for MLS Technology Inc.

INVENTORY

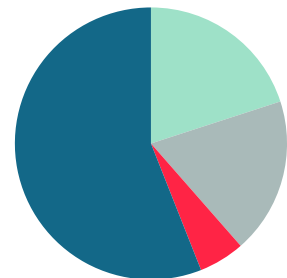


Inventory
 New Listings
70 = 25.93%
 Start Inventory
200
 Total Inventory Units
270
 Volume
\$93,916,943

Market Activity

Closed Sales
55 = 20.00%
 Pending Sales
51 = 18.55%
 Other Off Market
15 = 5.45%
 Active Inventory
154 = 56.00%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	50	55	10.00%	235	255	8.51%
Pending Sales	58	51	-12.07%	277	296	6.86%
New Listings	69	70	1.45%	467	365	-21.84%
Average List Price	175,390	245,969	40.24%	207,932	217,445	4.57%
Average Sale Price	168,014	231,944	38.05%	197,122	207,126	5.08%
Average Percent of Selling Price to List Price	93.83%	96.09%	2.41%	95.27%	96.07%	0.85%
Average Days on Market to Sale	35.18	34.40	-2.22%	40.53	37.96	-6.34%
Monthly Inventory	340	154	-54.71%	340	154	-54.71%
Months Supply of Inventory	6.72	2.79	-58.53%	6.72	2.79	-58.53%

Absorption: Last 12 months, an Average of **55** Sales/Month

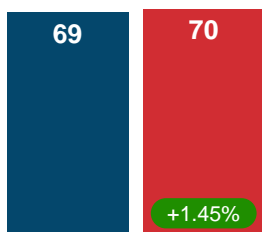
Inventory on May 31, 2021 = **154**

2020 **2021**

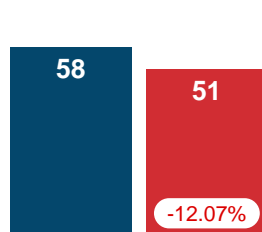
MAY MARKET

AVERAGE PRICES

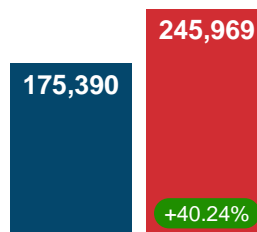
New Listings



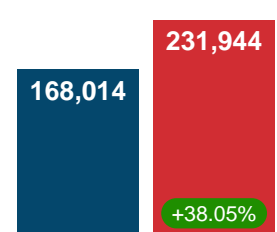
Pending Listings



List Price



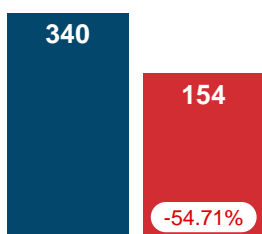
Sale Price



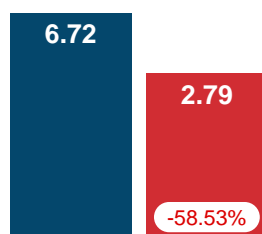
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

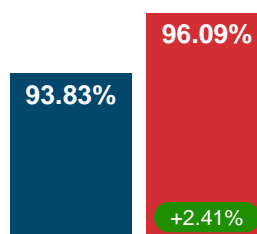
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

