

# May 2021

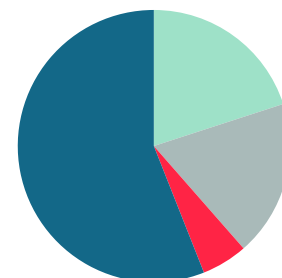
Area Delimited by County Of Bryan



## 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%
Median List Price	159,400	229,900	44.23%
Median Sale Price	158,450	227,900	43.83%
Median Percent of Selling Price to List Price	98.88%	97.96%	-0.93%
Median Days on Market to Sale	15.00	7.00	-53.33%
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.

#### 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 **43.83%** in May 2021 to \$227,900 versus the previous year at \$158,450.

#### Median Days on Market Shortens

The median number of **7.00** days that homes spent on the market before selling decreased by 8.00 days or **53.33%** in May 2021 compared to last year's same month at **15.00** DOM.

#### Sales Success for May 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 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.

### 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

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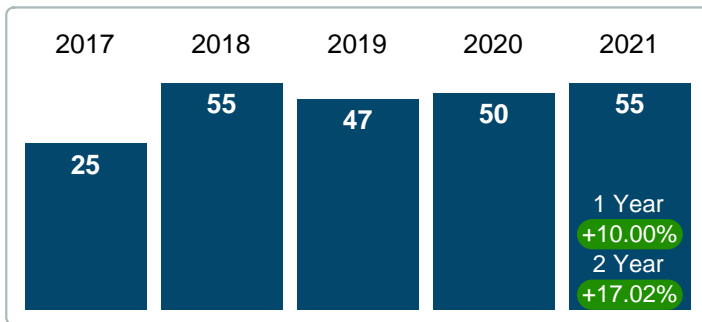
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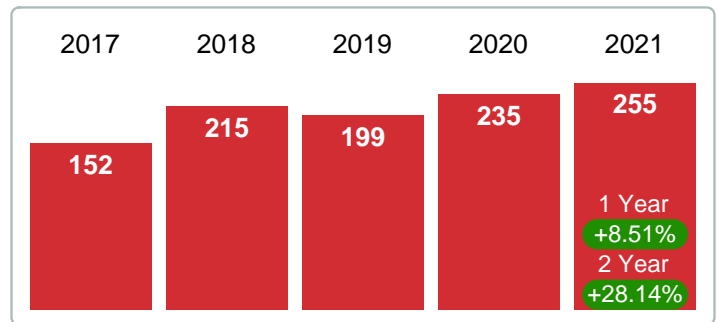
## CLOSED LISTINGS

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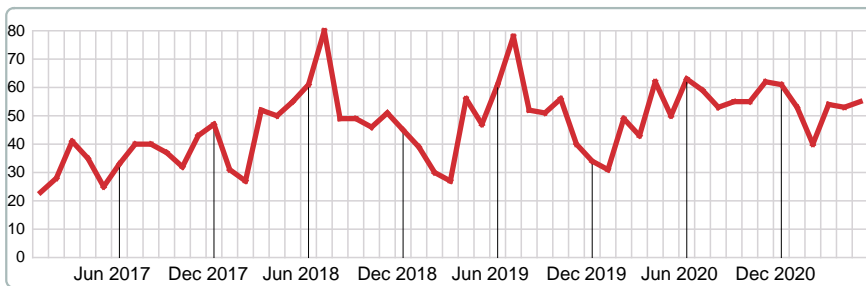
### MAY



### YEAR TO DATE (YTD)

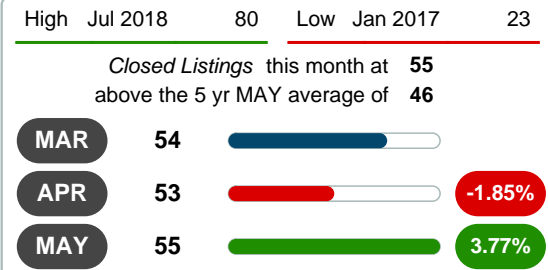


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 46



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	9.09%	7.0	4	1	0	0
\$75,001 - \$125,000	7	12.73%	14.0	5	1	1	0
\$125,001 - \$175,000	5	9.09%	6.0	1	2	2	0
\$175,001 - \$250,000	18	32.73%	4.0	1	15	2	0
\$250,001 - \$275,000	6	10.91%	5.5	1	5	0	0
\$275,001 - \$450,000	9	16.36%	4.0	2	2	5	0
\$450,001 and up	5	9.09%	104.0	2	1	0	2
<b>Total Closed Units</b>	<b>55</b>			<b>16</b>	<b>27</b>	<b>10</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>12,756,930</b>	<b>100%</b>	<b>7.0</b>	<b>3.06M</b>	<b>6.30M</b>	<b>2.36M</b>	<b>1.05M</b>
<b>Median Closed Price</b>	<b>\$227,900</b>			<b>\$98,750</b>	<b>\$231,000</b>	<b>\$254,500</b>	<b>\$522,500</b>

# May 2021



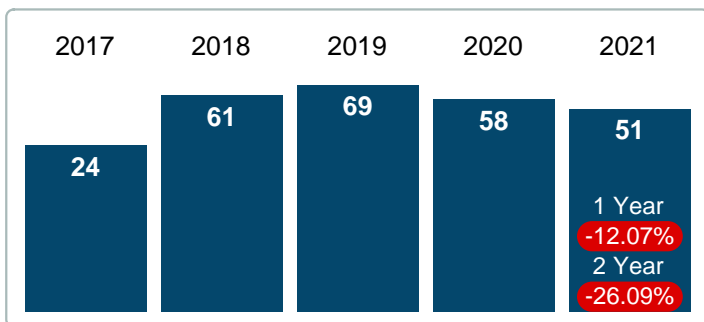
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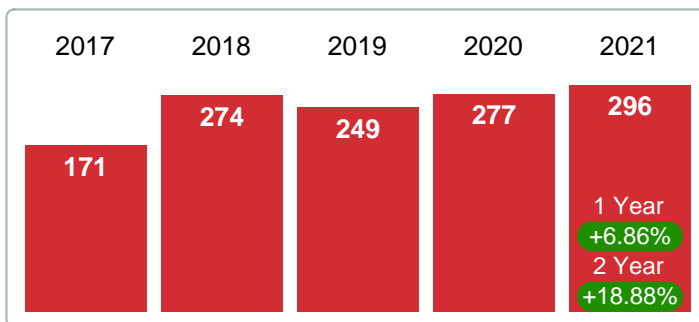
## PENDING LISTINGS

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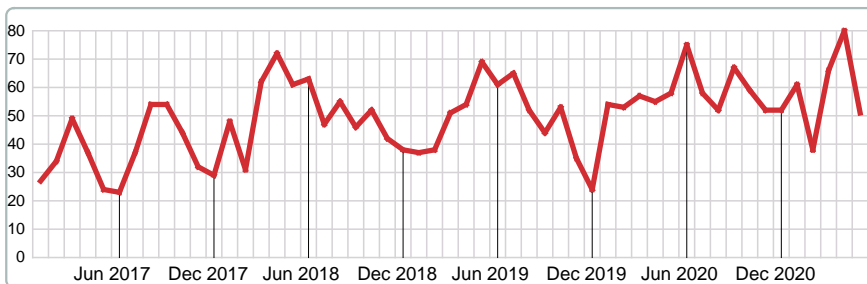
### MAY



### YEAR TO DATE (YTD)

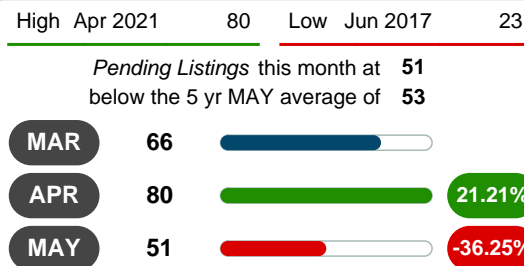


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 53



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	9.80%	31.0	3	2	0	0
\$75,001 - \$125,000	5	9.80%	1.0	1	3	1	0
\$125,001 - \$175,000	8	15.69%	1.5	3	5	0	0
\$175,001 - \$225,000	9	17.65%	3.0	0	8	1	0
\$225,001 - \$300,000	11	21.57%	3.0	0	10	0	1
\$300,001 - \$475,000	7	13.73%	19.0	1	4	2	0
\$475,001 and up	6	11.76%	35.5	3	0	1	2
<b>Total Pending Units</b>	<b>51</b>			<b>11</b>	<b>32</b>	<b>5</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>13,739,010</b>	<b>100%</b>	<b>5.0</b>	<b>3.26M</b>	<b>6.55M</b>	<b>1.78M</b>	<b>2.15M</b>
<b>Median Listing Price</b>	<b>\$216,000</b>			<b>\$160,000</b>	<b>\$208,000</b>	<b>\$349,900</b>	<b>\$485,000</b>

# May 2021



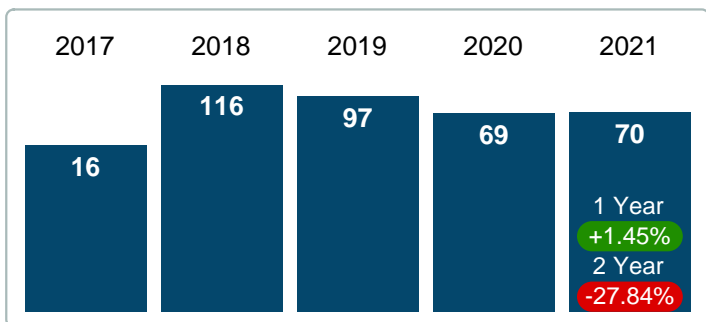
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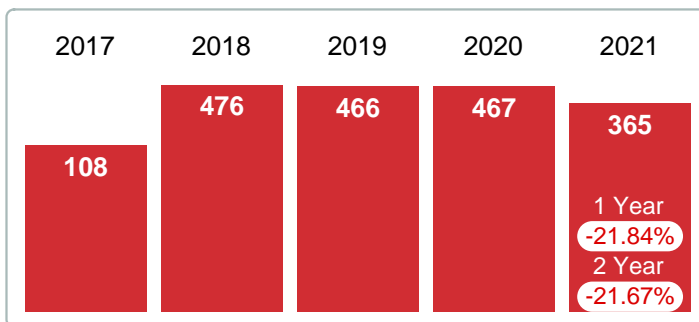
## NEW LISTINGS

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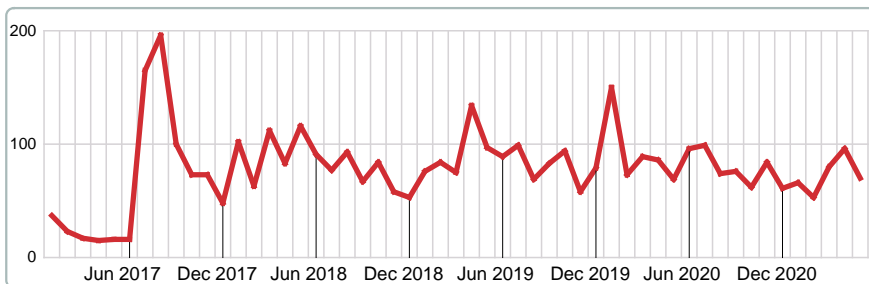
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

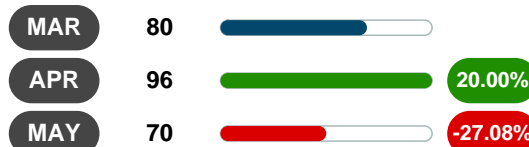


### 3 MONTHS

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
\$50,000 and less	6	8.57%	6	0	0	0
\$50,001 - \$100,000	7	10.00%	5	2	0	0
\$100,001 - \$175,000	13	18.57%	4	6	3	0
\$175,001 - \$225,000	13	18.57%	1	10	2	0
\$225,001 - \$300,000	15	21.43%	0	9	4	2
\$300,001 - \$600,000	10	14.29%	3	5	1	1
\$600,001 and up	6	8.57%	2	0	3	1
<b>Total New Listed Units</b>	<b>70</b>		<b>21</b>	<b>32</b>	<b>13</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>21,760,920</b>	<b>100%</b>	<b>5.55M</b>	<b>7.51M</b>	<b>6.36M</b>	<b>2.34M</b>
<b>Median New Listed Listing Price</b>	<b>\$210,100</b>		<b>\$99,900</b>	<b>\$222,600</b>	<b>\$249,900</b>	<b>\$334,655</b>

# May 2021



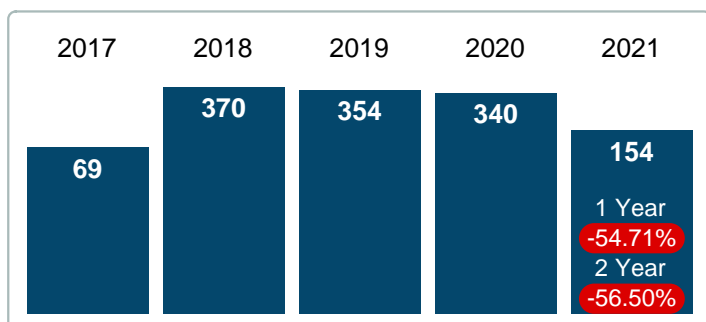
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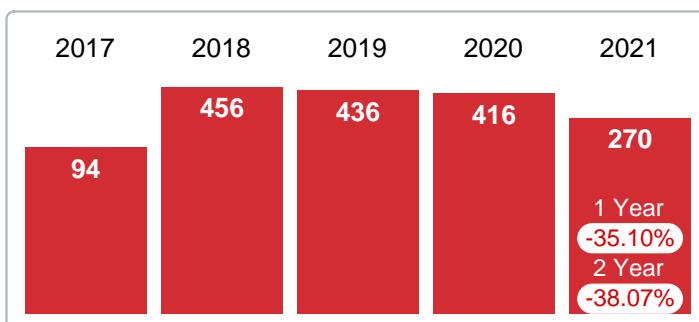
## ACTIVE INVENTORY

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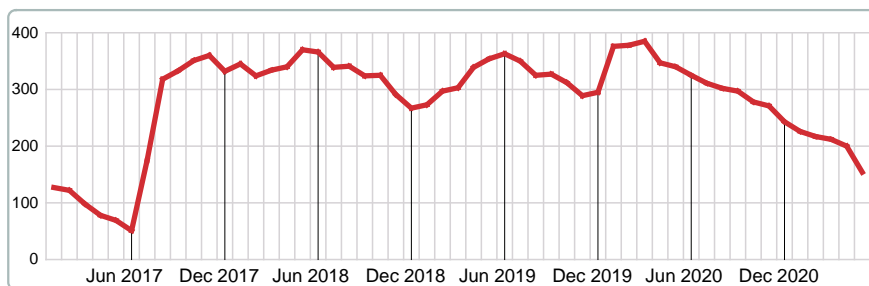
### END OF MAY



### ACTIVE DURING MAY

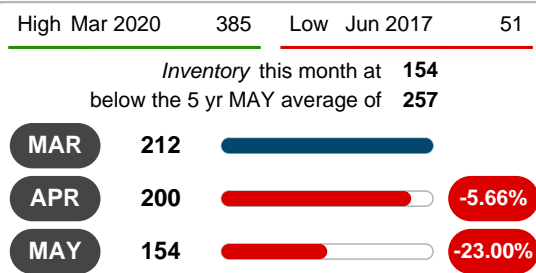


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 257



## INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	12	7.79%	115.0	12	0	0	0
\$25,001 - \$50,000	19	12.34%	111.0	19	0	0	0
\$50,001 - \$150,000	31	20.13%	61.0	23	6	2	0
\$150,001 - \$300,000	35	22.73%	48.0	11	13	9	2
\$300,001 - \$475,000	22	14.29%	65.0	10	6	5	1
\$475,001 - \$800,000	19	12.34%	69.0	13	3	3	0
\$800,001 and up	16	10.39%	78.5	8	4	4	0
<b>Total Active Inventory by Units</b>	<b>154</b>			<b>96</b>	<b>32</b>	<b>23</b>	<b>3</b>
<b>Total Active Inventory by Volume</b>	<b>61,647,062</b>	<b>100%</b>	<b>69.0</b>	<b>34.24M</b>	<b>11.53M</b>	<b>14.92M</b>	<b>969.21K</b>
<b>Median Active Inventory Listing Price</b>	<b>\$222,600</b>			<b>\$117,450</b>	<b>\$239,700</b>	<b>\$320,000</b>	<b>\$299,900</b>

# May 2021

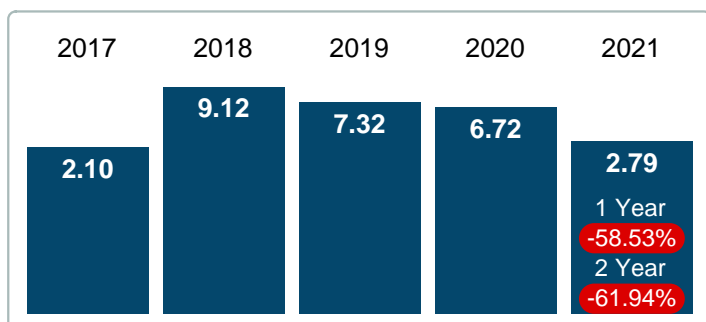
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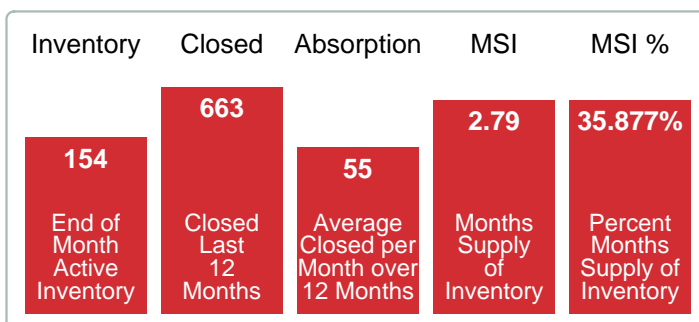
## MONTHS SUPPLY of INVENTORY (MSI)

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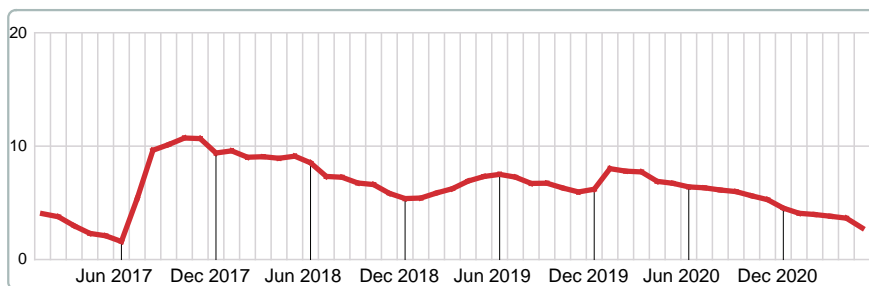
### MSI FOR MAY



### INDICATORS FOR MAY 2021

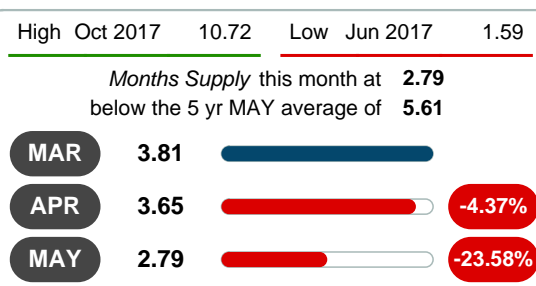


### 5 YEAR MARKET ACTIVITY TRENDS



### 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	100%	2.79	5.54	1.15	2.73	1.71
Total Active Inventory by Units	154			96	32	23	3

# May 2021



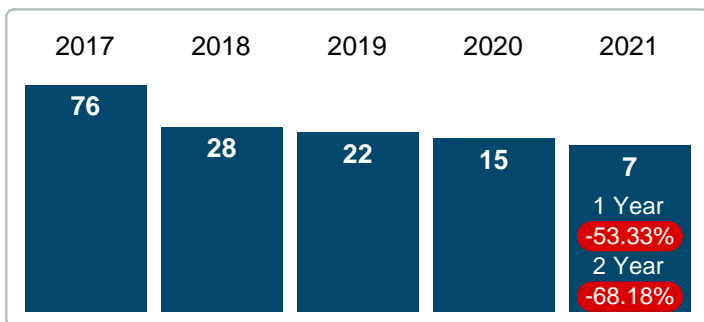
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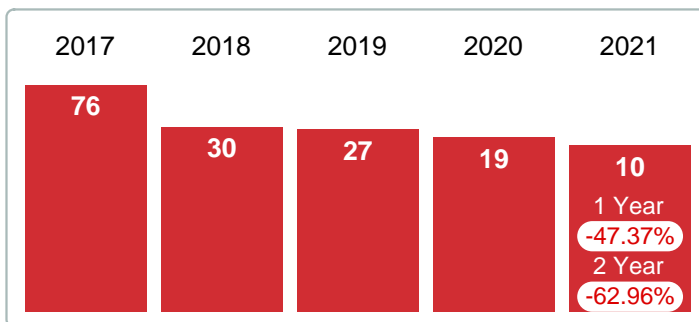
## MEDIAN DAYS ON MARKET TO SALE

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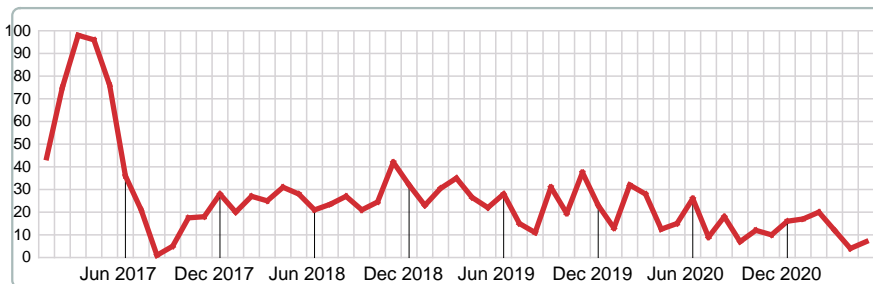
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 30

High Mar 2017 98 Low Aug 2017 1

Median Days on Market to Sale this month at 7 below the 5 yr MAY average of 30

- MAR 12
- APR 4 (-66.67%)
- MAY 7 (75.00%)

### 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
\$75,000 and less	9.09%	7	51	1	0	0
\$75,001 - \$125,000	12.73%	14	14	38	1	0
\$125,001 - \$175,000	9.09%	6	6	3	122	0
\$175,001 - \$250,000	32.73%	4	52	4	9	0
\$250,001 - \$275,000	10.91%	6	170	2	0	0
\$275,001 - \$450,000	16.36%	4	1	2	4	0
\$450,001 and up	9.09%	104	213	21	0	72
Median Closed DOM		7	23	4	8	72
Total Closed Units	100%	7.0	16	27	10	2
Total Closed Volume		12,756,930	3.06M	6.30M	2.36M	1.05M



# May 2021



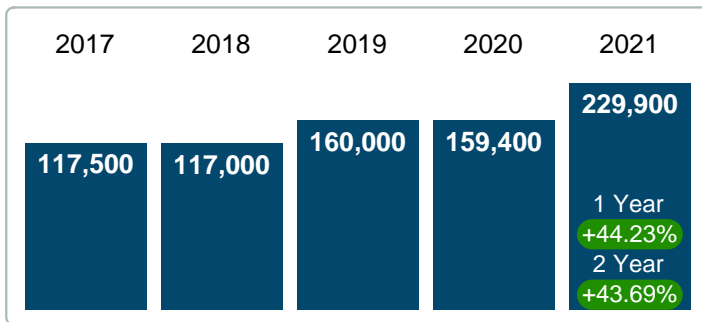
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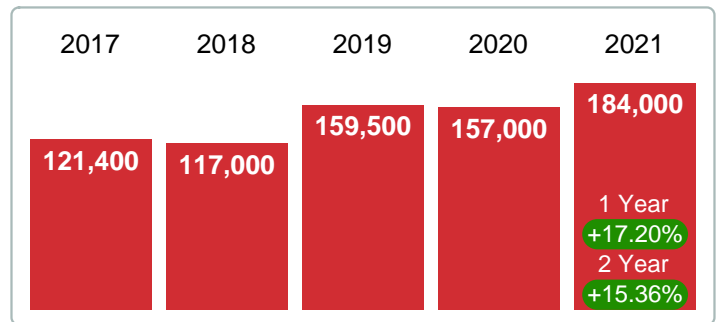
## MEDIAN LIST PRICE AT CLOSING

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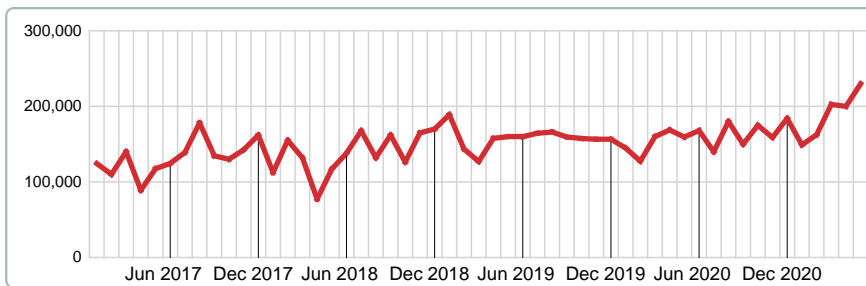
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 156,760

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

Median List Price at Closing this month at **229,900** above the 5 yr MAY average of **156,760**



### 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
\$75,000 and less	9.09%	25,000	25,000	74,900	0	0
\$75,001 - \$125,000	12.73%	92,700	85,000	95,000	106,000	0
\$125,001 - \$175,000	9.09%	164,900	174,500	169,950	148,000	0
\$175,001 - \$250,000	27.27%	212,500	225,000	209,750	207,500	0
\$250,001 - \$275,000	10.91%	264,450	0	264,450	0	0
\$275,001 - \$450,000	18.18%	291,950	324,000	279,500	292,400	0
\$450,001 and up	12.73%	585,000	685,000	756,000	459,000	532,000
<b>Median List Price</b>		<b>229,900</b>	<b>97,600</b>	<b>239,900</b>	<b>257,000</b>	<b>532,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>229,900</b>	<b>16</b>	<b>27</b>	<b>10</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>13,528,300</b>	<b>3.48M</b>	<b>6.53M</b>	<b>2.45M</b>	<b>1.06M</b>



# May 2021



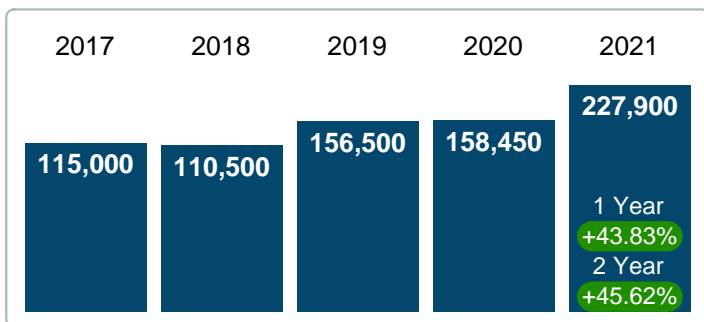
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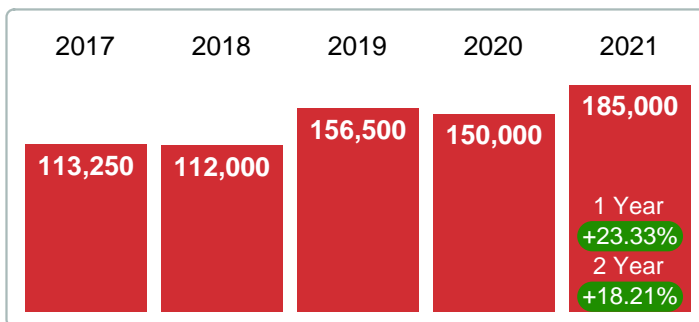
## MEDIAN SOLD PRICE AT CLOSING

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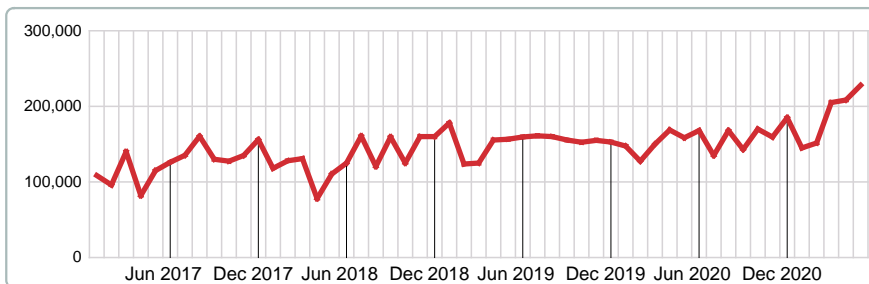
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 153,670

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

Median Sold Price at Closing this month at **227,900**  
above the 5 yr MAY average of **153,670**

MAR	205,000	<div style="width: 80%;"></div>
APR	208,400	<div style="width: 85%;"></div> 1.66%
MAY	227,900	<div style="width: 93%;"></div> 9.36%

### 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
\$75,000 and less	5	9.09%	25,000	23,750	74,900	0	0
\$75,001 - \$125,000	7	12.73%	85,000	83,855	85,000	106,000	0
\$125,001 - \$175,000	5	9.09%	153,500	168,000	164,250	145,500	0
\$175,001 - \$250,000	18	32.73%	210,500	200,000	214,000	205,000	0
\$250,001 - \$275,000	6	10.91%	262,500	265,000	260,000	0	0
\$275,001 - \$450,000	9	16.36%	283,500	364,500	290,750	280,000	0
\$450,001 and up	5	9.09%	585,000	562,500	684,000	0	522,500
Median Sold Price			227,900	98,750	231,000	254,500	522,500
Total Closed Units		100%	227,900	16	27	10	2
Total Closed Volume			12,756,930	3.06M	6.30M	2.36M	1.05M

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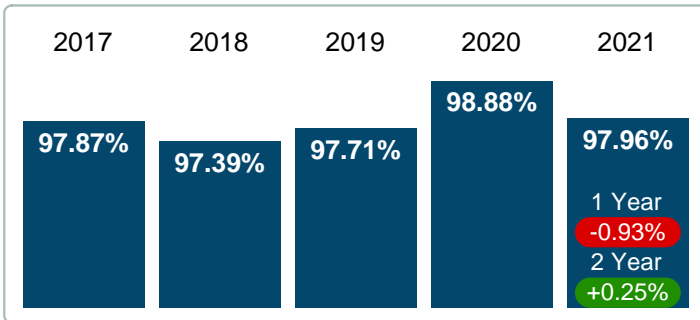
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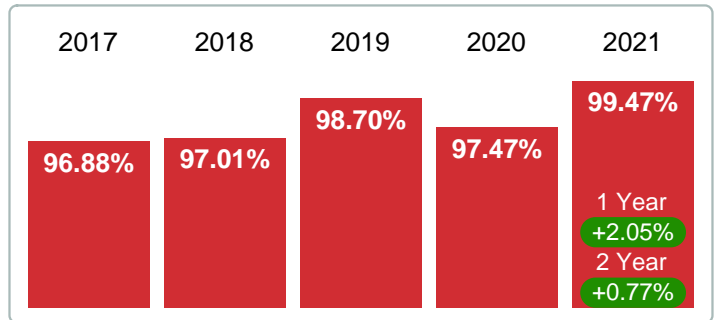
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

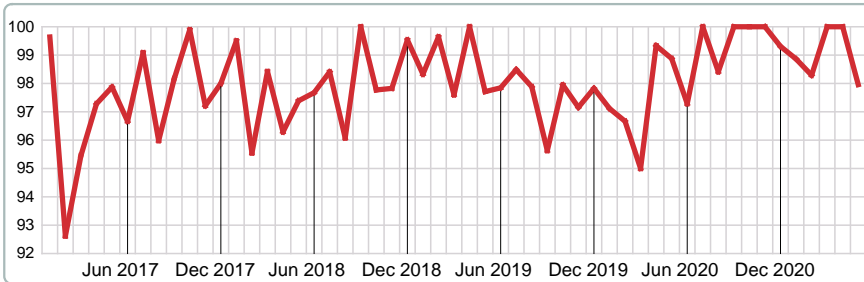
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

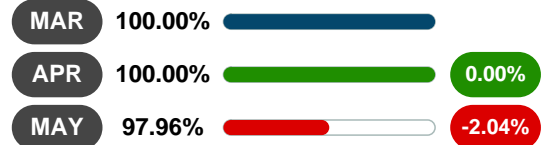


### 3 MONTHS

5 year MAY AVG = 97.96%

High Apr 2021 100.00% Low Feb 2017 92.62%

Median Sold/List Ratio this month at **97.96%**  
 equal to 5 yr MAY average of **97.96%**



## 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
\$75,000 and less	5	9.09%	100.00%	95.00%	100.00%	0.00%	0.00%
\$75,001 - \$125,000	7	12.73%	97.09%	97.09%	89.47%	100.00%	0.00%
\$125,001 - \$175,000	5	9.09%	96.67%	96.28%	96.54%	98.33%	0.00%
\$175,001 - \$250,000	18	32.73%	99.01%	88.89%	100.00%	98.94%	0.00%
\$250,001 - \$275,000	6	10.91%	97.29%	75.93%	98.15%	0.00%	0.00%
\$275,001 - \$450,000	9	16.36%	95.47%	93.53%	100.64%	95.47%	0.00%
\$450,001 and up	5	9.09%	91.24%	81.39%	90.48%	0.00%	98.02%
Median Sold/List Ratio		97.96%		93.93%	99.24%	98.08%	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

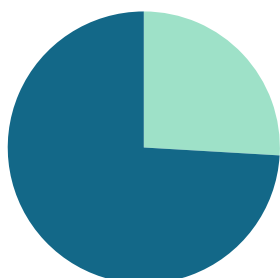
Area Delimited by County Of Bryan



## MARKET SUMMARY

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

### INVENTORY

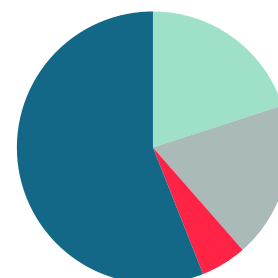


**Inventory**  
 New Listings  
**70 = 25.93%**  
 Start Inventory  
**200**  
 Total Inventory Units  
**270**  
 Volume  
**\$93,916,943**

### 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%
Median List Price	159,400	229,900	44.23%	157,000	184,000	17.20%
Median Sale Price	158,450	227,900	43.83%	150,000	185,000	23.33%
Median Percent of Selling Price to List Price	98.88%	97.96%	-0.93%	97.47%	99.47%	2.05%
Median Days on Market to Sale	15.00	7.00	-53.33%	19.00	10.00	-47.37%
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

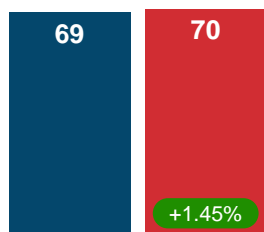
**Inventory** on May 31, 2021 = **154**

**2020** **2021**

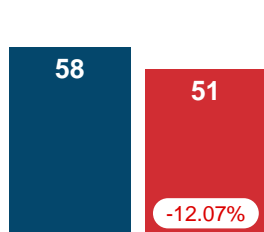
### MAY MARKET

### MEDIAN PRICES

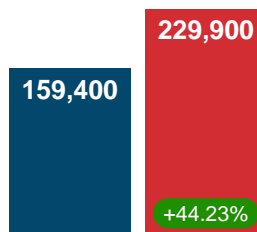
#### New Listings



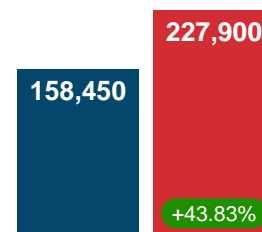
#### Pending Listings



#### List Price



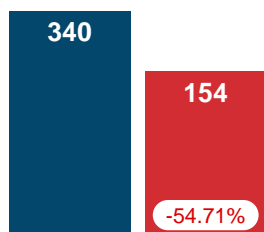
#### Sale Price



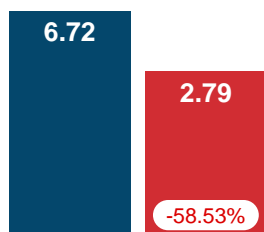
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

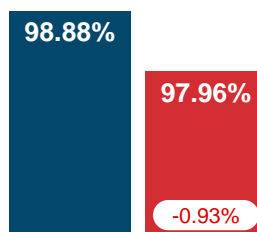
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

