

October 2021



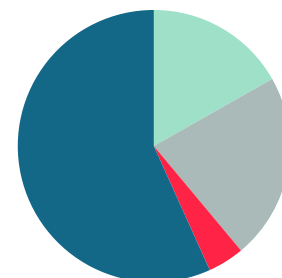
Area Delimited by County Of Bryan



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	October 2021	+/-%
Closed Listings	55	66	20.00%
Pending Listings	58	87	50.00%
New Listings	62	110	77.42%
Average List Price	202,744	278,287	37.26%
Average Sale Price	196,039	267,994	36.70%
Average Percent of Selling Price to List Price	95.89%	98.08%	2.29%
Average Days on Market to Sale	49.67	22.45	-54.80%
End of Month Inventory	279	223	-20.07%
Months Supply of Inventory	5.64	3.73	-33.78%



■ Closed (16.79%)
■ Pending (22.14%)
■ Other OffMarket (4.33%)
■ Active (56.74%)

Absorption: Last 12 months, an Average of **60** Sales/Month
Active Inventory as of October 31, 2021 = **223**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2021 decreased **20.07%** to 223 existing homes available for sale. Over the last 12 months this area has had an average of 60 closed sales per month. This represents an unsold inventory index of **3.73** 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 **36.70%** in October 2021 to \$267,994 versus the previous year at \$196,039.

Average Days on Market Shortens

The average number of **22.45** days that homes spent on the market before selling decreased by 27.22 days or **54.80%** in October 2021 compared to last year's same month at **49.67** DOM.

Sales Success for October 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 110 New Listings in October 2021, up **77.42%** from last year at 62. Furthermore, there were 66 Closed Listings this month versus last year at 55, a **20.00%** increase.

Closed versus Listed trends yielded a **60.0%** ratio, down from previous year's, October 2020, at **88.7%**, a **32.36%** 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

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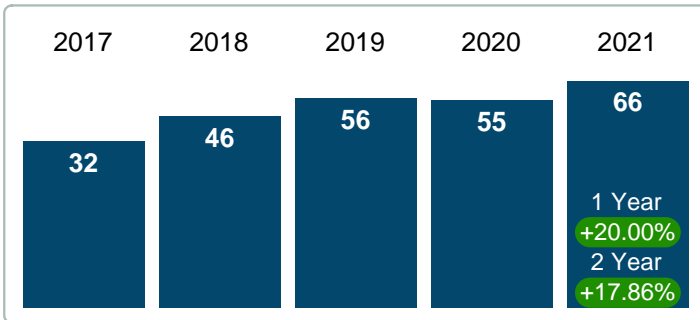
Area Delimited by County Of Bryan



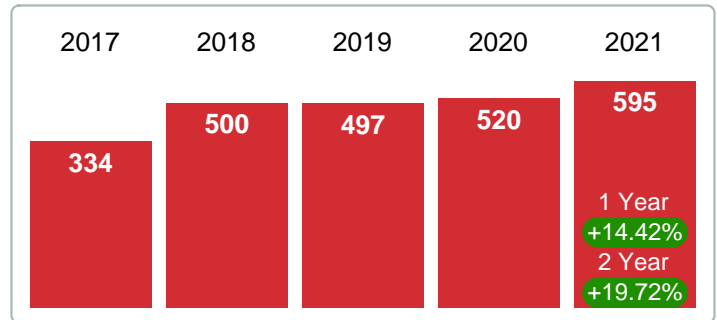
CLOSED LISTINGS

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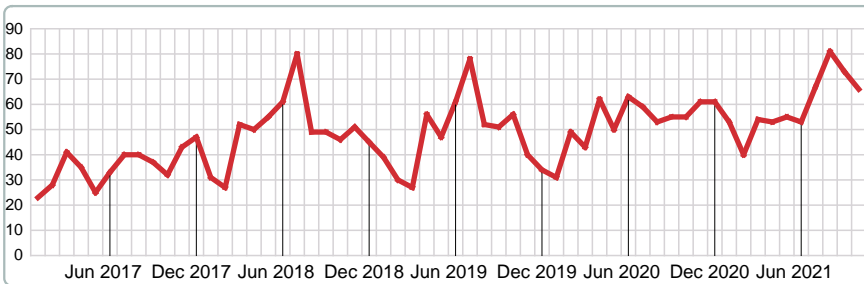
OCTOBER



YEAR TO DATE (YTD)

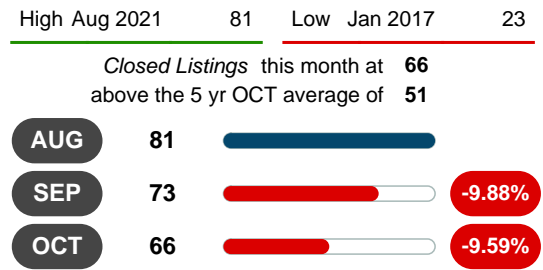


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 51



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	7.58%	41.6	5	0	0	0
\$75,001 - \$125,000	8	12.12%	14.0	2	4	2	0
\$125,001 - \$175,000	9	13.64%	16.1	0	8	1	0
\$175,001 - \$250,000	19	28.79%	16.0	5	11	3	0
\$250,001 - \$300,000	10	15.15%	15.3	1	6	3	0
\$300,001 - \$400,000	8	12.12%	47.1	1	4	3	0
\$400,001 and up	7	10.61%	26.1	1	2	2	2
Total Closed Units	66			15	35	14	2
Total Closed Volume	17,687,571	100%	22.5	3.65M	8.17M	4.08M	1.79M
Average Closed Price	\$267,994			\$243,217	\$233,542	\$291,455	\$892,500

October 2021

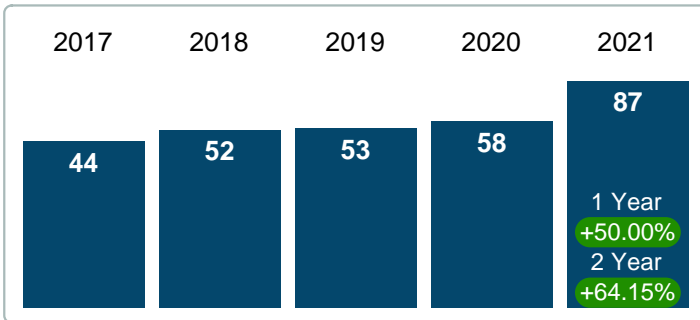
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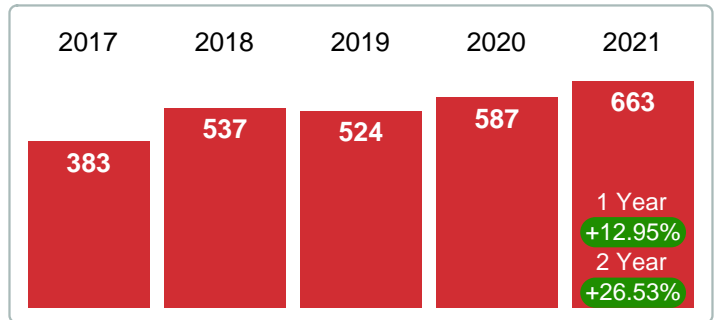
PENDING LISTINGS

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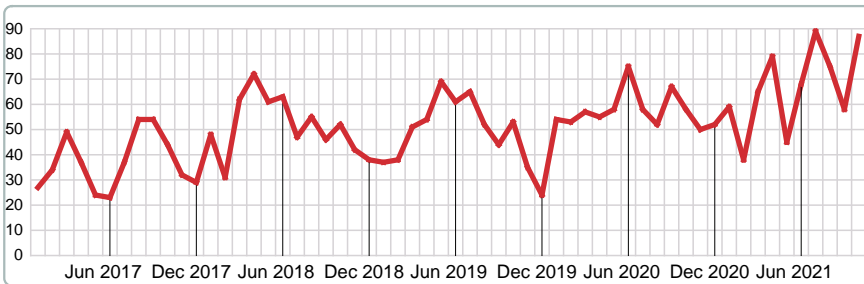
OCTOBER



YEAR TO DATE (YTD)

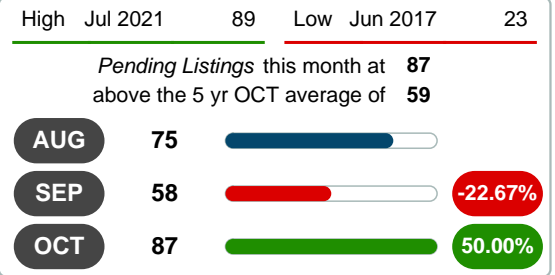


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT 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	6	6.90%	41.3	5	1	0	0
\$75,001 - \$125,000	9	10.34%	23.2	2	6	1	0
\$125,001 - \$150,000	13	14.94%	33.6	8	5	0	0
\$150,001 - \$225,000	26	29.89%	20.1	5	19	2	0
\$225,001 - \$300,000	11	12.64%	22.8	0	6	5	0
\$300,001 - \$375,000	14	16.09%	37.4	0	6	8	0
\$375,001 and up	8	9.20%	32.6	1	3	3	1
Total Pending Units	87			21	46	19	1
Total Pending Volume	20,713,705	100%	19.6	3.31M	10.04M	6.81M	549.00K
Average Listing Price	\$246,027			\$157,495	\$218,361	\$358,562	\$549,000

October 2021



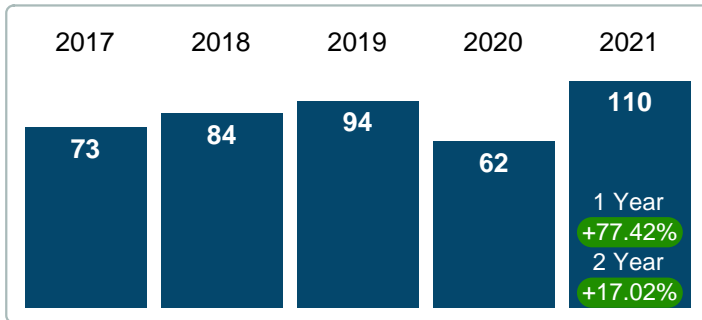
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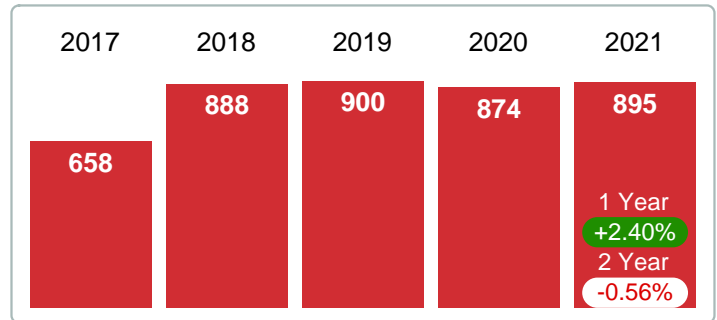
NEW LISTINGS

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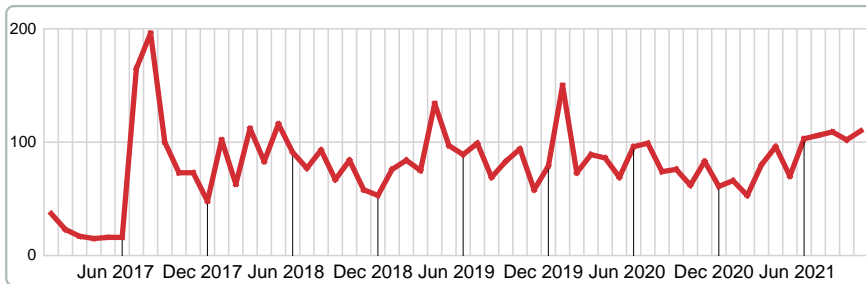
OCTOBER



YEAR TO DATE (YTD)

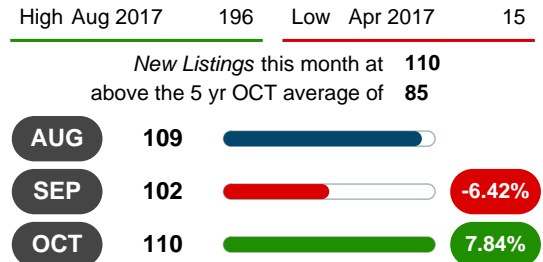


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 85



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	13	11.82%	12	1	0	0
\$50,001 - \$75,000	3	2.73%	3	0	0	0
\$75,001 - \$150,000	25	22.73%	16	8	1	0
\$150,001 - \$225,000	25	22.73%	3	20	2	0
\$225,001 - \$300,000	15	13.64%	2	7	6	0
\$300,001 - \$500,000	19	17.27%	4	7	8	0
\$500,001 and up	10	9.09%	4	1	3	2
Total New Listed Units	110		44	44	20	2
Total New Listed Volume	28,706,067	100%	9.45M	10.31M	7.82M	1.13M
Average New Listed Listing Price	\$238,403		\$214,738	\$234,220	\$391,149	\$564,450

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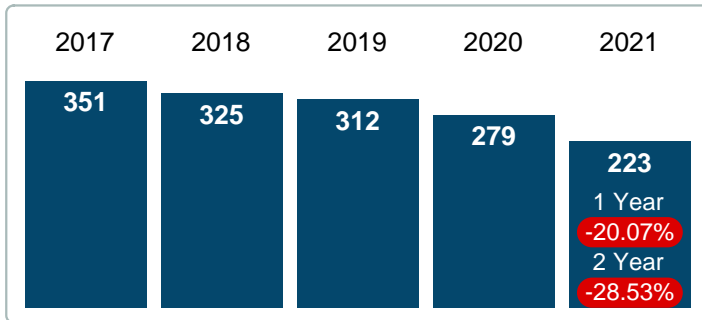
Area Delimited by County Of Bryan



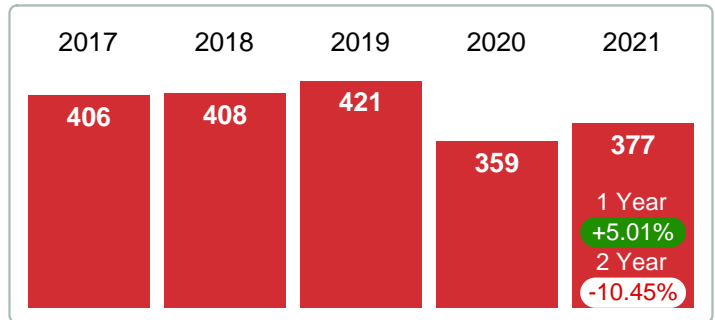
ACTIVE INVENTORY

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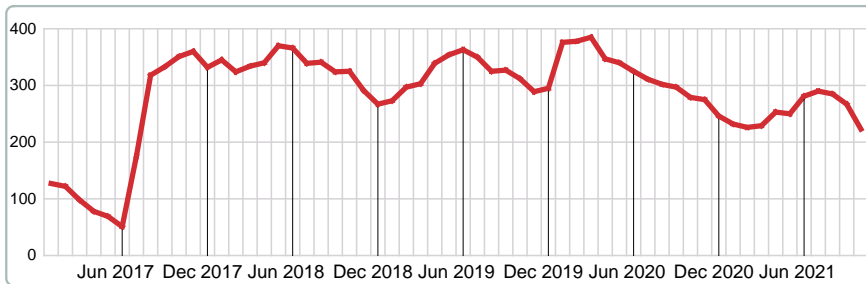
END OF OCTOBER



ACTIVE DURING OCTOBER

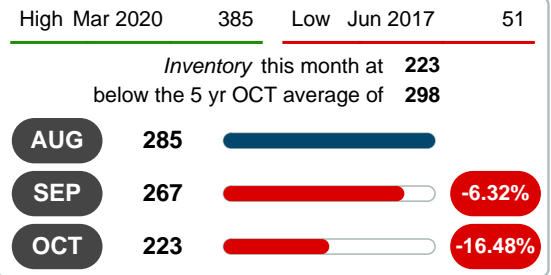


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 298



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	11	4.93%	65.4	11	0	0	0
\$25,001 - \$75,000	31	13.90%	94.6	31	0	0	0
\$75,001 - \$175,000	40	17.94%	63.6	24	15	1	0
\$175,001 - \$325,000	57	25.56%	61.5	18	20	16	3
\$325,001 - \$475,000	31	13.90%	107.5	13	10	7	1
\$475,001 - \$1,300,000	32	14.35%	69.6	23	5	3	1
\$1,300,001 and up	21	9.42%	100.6	13	2	4	2
Total Active Inventory by Units	223			133	52	31	7
Total Active Inventory by Volume	101,029,726	100%	77.9	58.70M	19.68M	16.60M	6.05M
Average Active Inventory Listing Price	\$453,048			\$441,375	\$378,396	\$535,403	\$864,686

October 2021



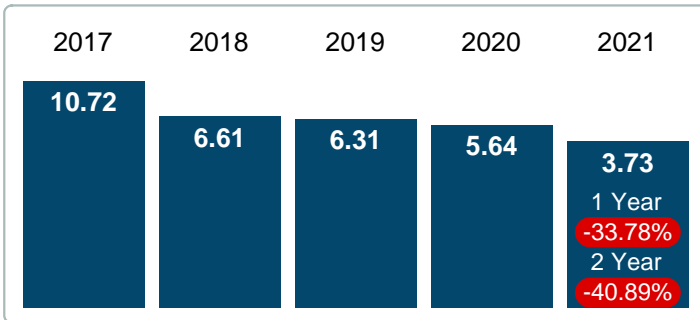
Area Delimited by County Of Bryan



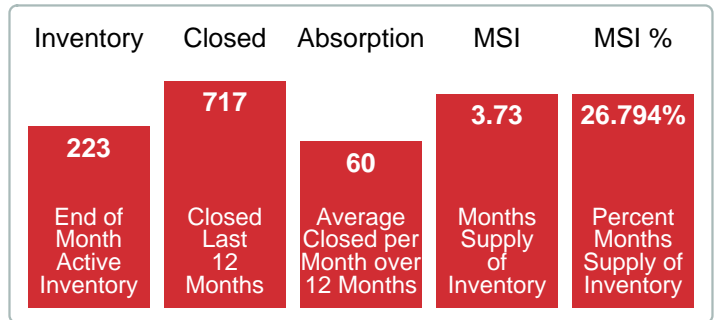
MONTHS SUPPLY of INVENTORY (MSI)

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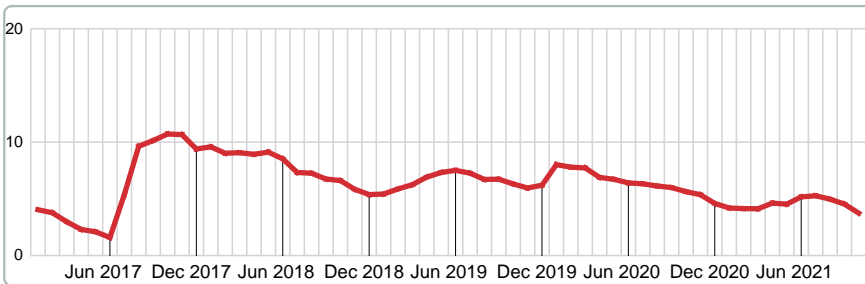
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2021

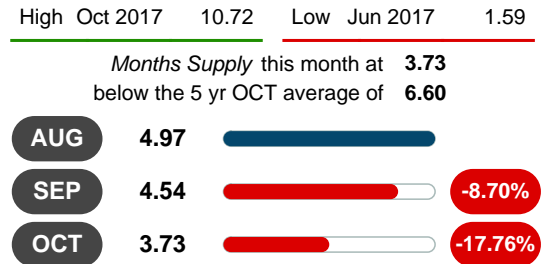


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 6.60



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	11	4.93%	4.26	4.55	0.00	0.00	0.00
\$25,001 - \$75,000	31	13.90%	5.31	6.76	0.00	0.00	0.00
\$75,001 - \$175,000	40	17.94%	2.32	5.05	1.49	0.46	0.00
\$175,001 - \$325,000	57	25.56%	2.23	7.20	1.13	3.15	12.00
\$325,001 - \$475,000	31	13.90%	6.20	13.00	6.32	4.00	1.50
\$475,001 - \$1,300,000	32	14.35%	9.37	15.33	6.67	7.20	1.33
\$1,300,001 and up	21	9.42%	252.00	156.00	0.00	0.00	0.00
Market Supply of Inventory (MSI)	3.73			7.90	1.66	3.21	3.65
Total Active Inventory by Units	223	100%	3.73	133	52	31	7

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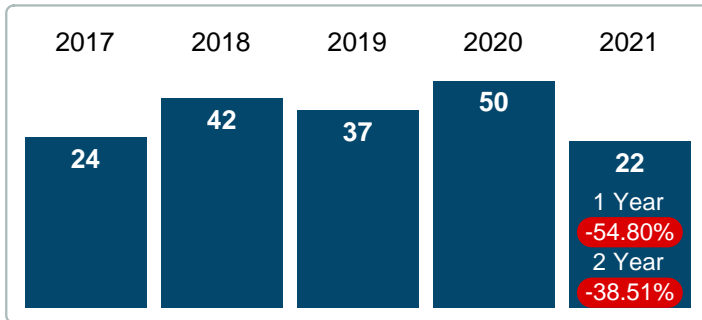
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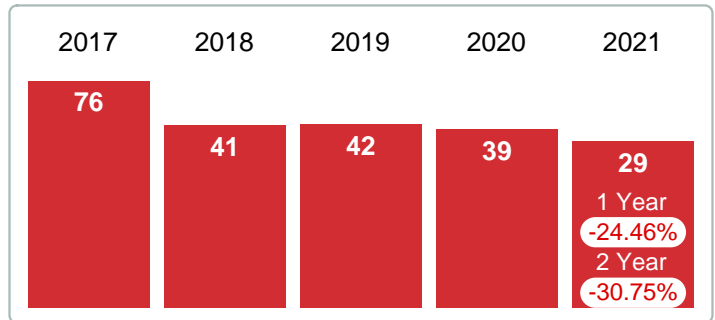
AVERAGE DAYS ON MARKET TO SALE

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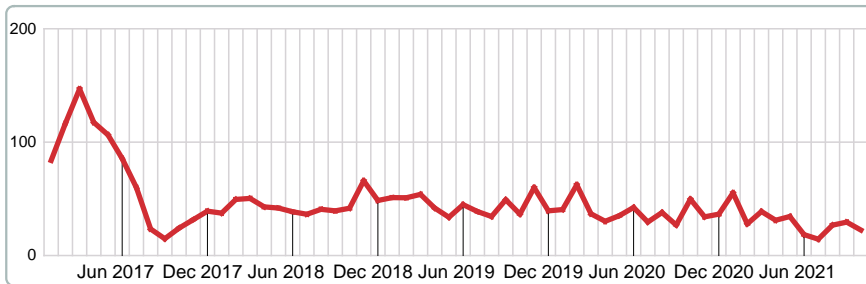
OCTOBER



YEAR TO DATE (YTD)

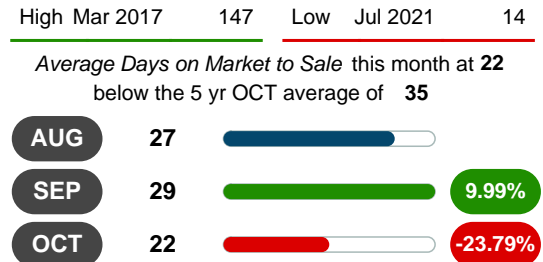


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 35



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	7.58%	42	42	0	0	0
\$75,001 - \$125,000	12.12%	14	5	18	16	0
\$125,001 - \$175,000	13.64%	16	0	13	42	0
\$175,001 - \$250,000	28.79%	16	39	6	15	0
\$250,001 - \$300,000	15.15%	15	2	21	9	0
\$300,001 - \$400,000	12.12%	47	161	50	6	0
\$400,001 and up	10.61%	26	49	17	27	24
Average Closed DOM		22	42	17	15	24
Total Closed Units	100%	22	15	35	14	2
Total Closed Volume		17,687,571	3.65M	8.17M	4.08M	1.79M

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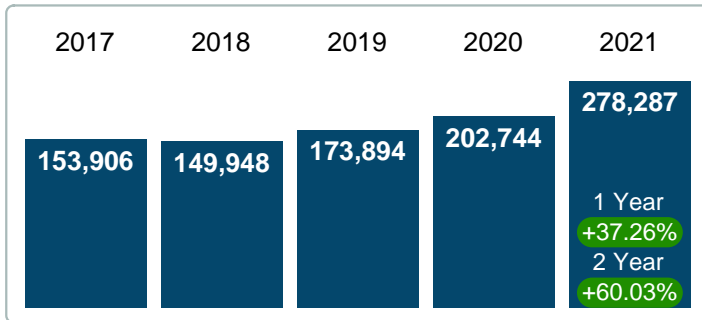
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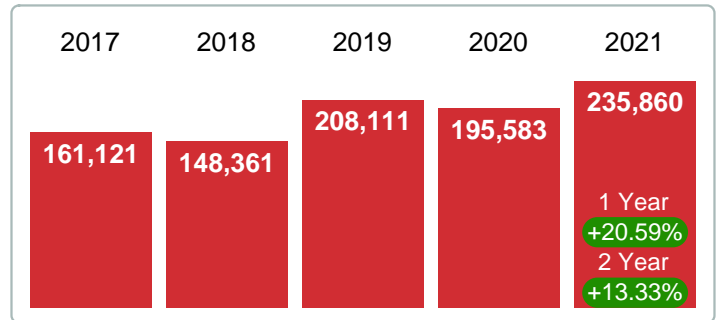
AVERAGE LIST PRICE AT CLOSING

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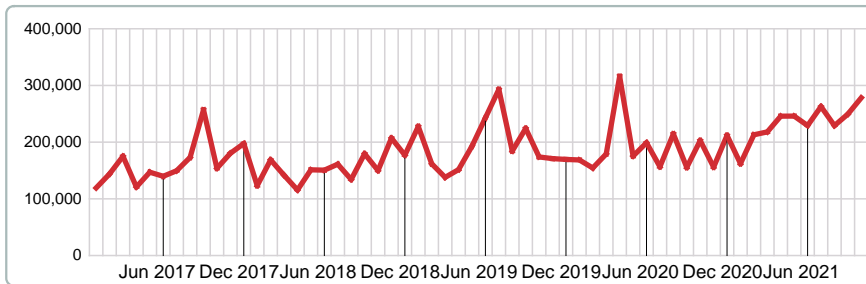
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

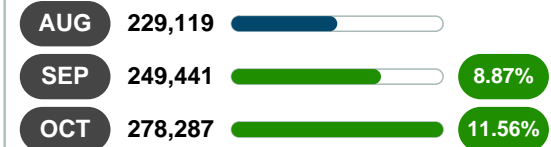


3 MONTHS

5 year OCT AVG = 191,756

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

Average List Price at Closing this month at **278,287** above the 5 yr OCT average of **191,756**



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	7.58%	26,880	26,880	0	0	0
\$75,001 - \$125,000	9.09%	104,050	98,950	119,225	106,700	0
\$125,001 - \$175,000	18.18%	146,748	0	150,385	159,000	0
\$175,001 - \$250,000	27.27%	222,133	230,580	214,930	221,757	0
\$250,001 - \$300,000	13.64%	288,156	359,000	285,067	278,000	0
\$300,001 - \$400,000	7.58%	329,740	430,000	369,200	367,633	0
\$400,001 and up	16.67%	691,525	1,600,000	560,890	607,498	975,000
Average List Price		278,287	258,280	238,663	299,255	975,000
Total Closed Units	100%	278,287	15	35	14	2
Total Closed Volume		18,366,957	3.87M	8.35M	4.19M	1.95M

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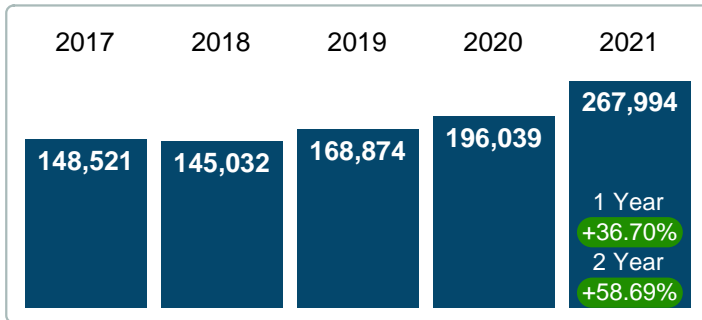
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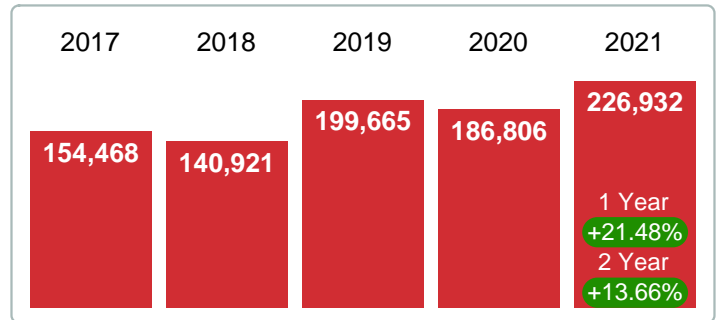
AVERAGE SOLD PRICE AT CLOSING

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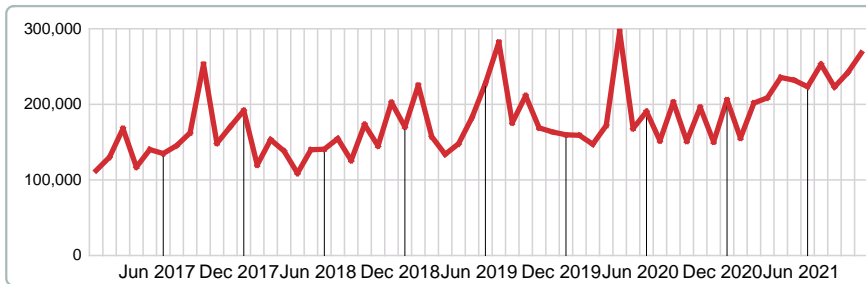
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

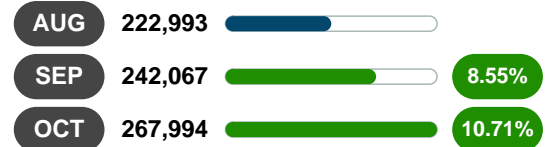


3 MONTHS

5 year OCT AVG = 185,292

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

Average Sold Price at Closing this month at **267,994**
above the 5 yr OCT average of **185,292**



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	7.58%	26,400	26,400	0	0	0
\$75,001 - \$125,000	12.12%	105,563	98,000	114,500	95,250	0
\$125,001 - \$175,000	13.64%	151,531	0	150,598	159,000	0
\$175,001 - \$250,000	28.79%	220,721	235,600	214,166	219,957	0
\$250,001 - \$300,000	15.15%	277,069	256,650	280,174	277,667	0
\$300,001 - \$400,000	12.12%	350,675	385,600	349,200	341,000	0
\$400,001 and up	10.61%	796,785	1,500,000	538,750	607,498	892,500
Average Sold Price		267,994	243,217	233,542	291,455	892,500
Total Closed Units	100%	267,994	15	35	14	2
Total Closed Volume		17,687,571	3.65M	8.17M	4.08M	1.79M

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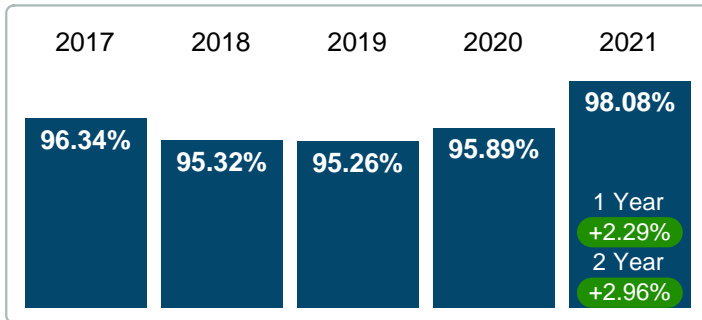
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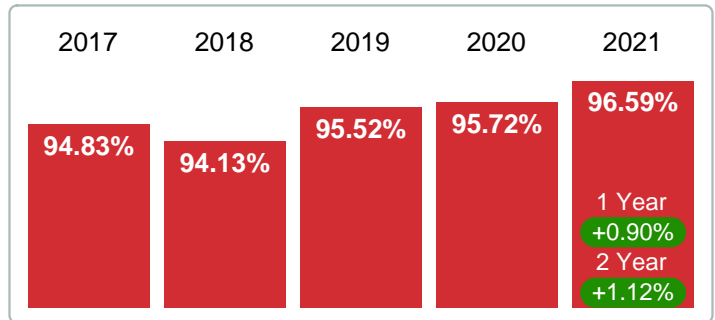
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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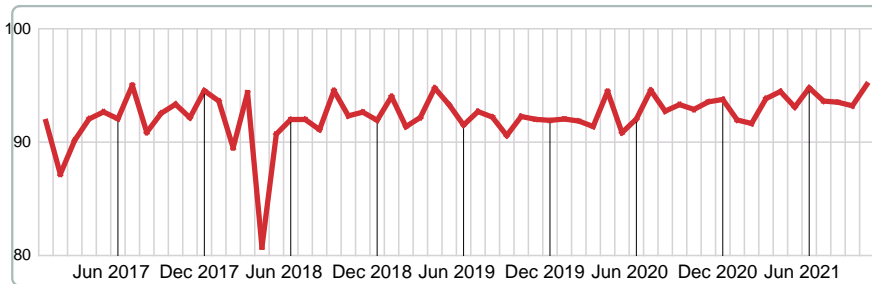
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 96.18%

High Oct 2021 98.08% Low Apr 2018 83.74%

Average Sold/List Ratio this month at **98.08%** above the 5 yr OCT average of **96.18%**



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	7.58%	96.77%	96.77%	0.00%	0.00%	0.00%	
\$75,001 - \$125,000	8	12.12%	95.80%	99.14%	96.27%	91.51%	0.00%	
\$125,001 - \$175,000	9	13.64%	100.11%	0.00%	100.13%	100.00%	0.00%	
\$175,001 - \$250,000	19	28.79%	101.89%	108.37%	99.68%	99.22%	0.00%	
\$250,001 - \$300,000	10	15.15%	96.13%	71.49%	98.28%	100.03%	0.00%	
\$300,001 - \$400,000	8	12.12%	93.98%	89.67%	95.28%	93.68%	0.00%	
\$400,001 and up	7	10.61%	96.16%	93.75%	96.40%	100.00%	93.28%	
Average Sold/List Ratio		98.10%		98.59%	98.46%	97.27%	93.28%	
Total Closed Units		66	100%	98.10%	15	35	14	2
Total Closed Volume		17,687,571			3.65M	8.17M	4.08M	1.79M

October 2021

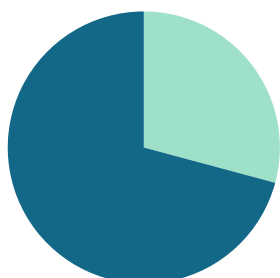
Area Delimited by County Of Bryan



MARKET SUMMARY

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

INVENTORY

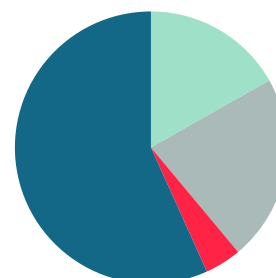


Inventory
 New Listings
110 = 29.18%
 Start Inventory
267
 Total Inventory Units
377
 Volume
\$142,168,417

Market Activity

Closed Sales
66 = 16.79%
 Pending Sales
87 = 22.14%
 Other Off Market
17 = 4.33%
 Active Inventory
223 = 56.74%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	55	66	20.00%	520	595	14.42%
Pending Sales	58	87	50.00%	587	663	12.95%
New Listings	62	110	77.42%	874	895	2.40%
Average List Price	202,744	278,287	37.26%	195,583	235,860	20.59%
Average Sale Price	196,039	267,994	36.70%	186,806	226,932	21.48%
Average Percent of Selling Price to List Price	95.89%	98.08%	2.29%	95.72%	96.59%	0.90%
Average Days on Market to Sale	49.67	22.45	-54.80%	38.77	29.29	-24.46%
Monthly Inventory	279	223	-20.07%	279	223	-20.07%
Months Supply of Inventory	5.64	3.73	-33.78%	5.64	3.73	-33.78%

Absorption: Last 12 months, an Average of **60** Sales/Month

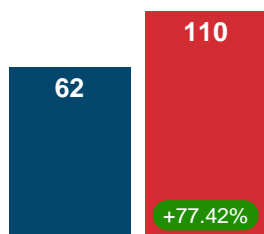
Inventory on October 31, 2021 = **223**

2020 **2021**

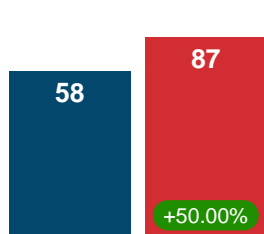
OCTOBER MARKET

AVERAGE PRICES

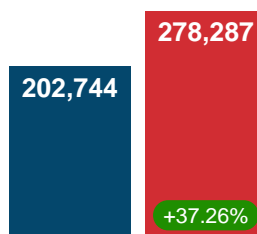
New Listings



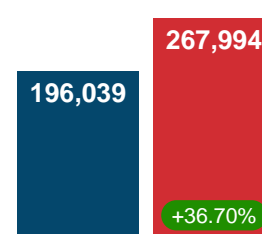
Pending Listings



List Price



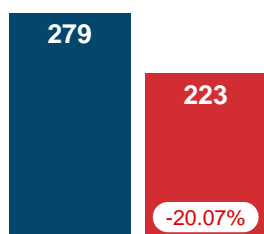
Sale Price



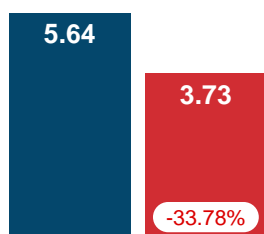
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

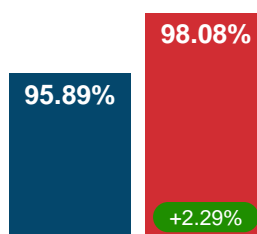
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

