



September 2021

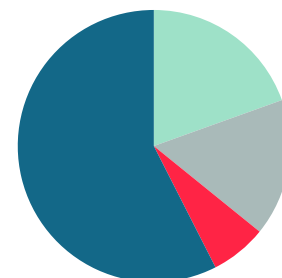
Area Delimited by County Of Bryan



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2020	2021	+/-%
Closed Listings	55	73	32.73%
Pending Listings	67	61	-8.96%
New Listings	76	102	34.21%
Average List Price	155,464	249,441	60.45%
Average Sale Price	151,288	242,067	60.00%
Average Percent of Selling Price to List Price	96.31%	96.21%	-0.11%
Average Days on Market to Sale	26.93	29.47	9.43%
End of Month Inventory	297	215	-27.61%
Months Supply of Inventory	5.99	3.65	-38.99%



■ Closed (19.52%)
■ Pending (16.31%)
■ Other OffMarket (6.68%)
■ Active (57.49%)

Absorption: Last 12 months, an Average of **59** Sales/Month
Active Inventory as of September 30, 2021 = **215**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2021 decreased **27.61%** to 215 existing homes available for sale. Over the last 12 months this area has had an average of 59 closed sales per month. This represents an unsold inventory index of **3.65** 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 **60.00%** in September 2021 to \$242,067 versus the previous year at \$151,288.

Average Days on Market Lengthens

The average number of **29.47** days that homes spent on the market before selling increased by 2.54 days or **9.43%** in September 2021 compared to last year's same month at **26.93** DOM.

Sales Success for September 2021 is Positive

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

There were 102 New Listings in September 2021, up **34.21%** from last year at 76. Furthermore, there were 73 Closed Listings this month versus last year at 55, a **32.73%** increase.

Closed versus Listed trends yielded a **71.6%** ratio, down from previous year's, September 2020, at **72.4%**, a **1.11%** 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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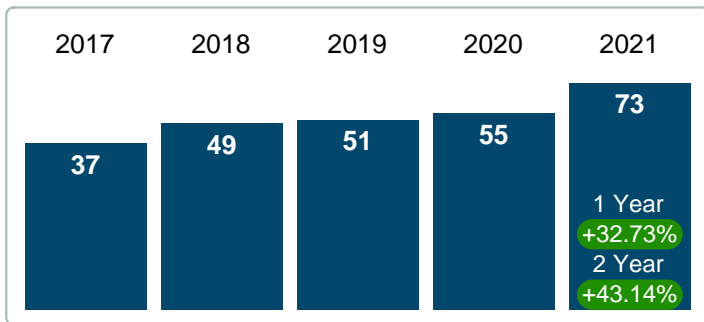
Area Delimited by County Of Bryan



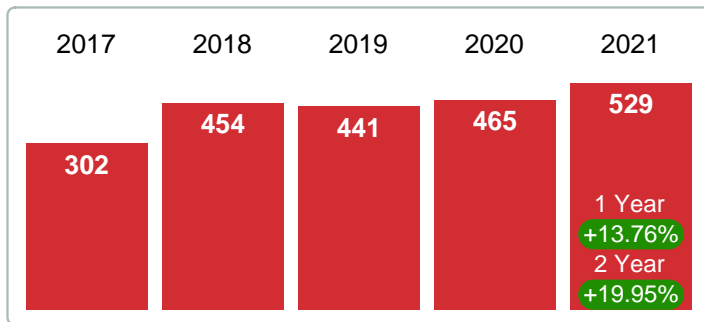
CLOSED LISTINGS

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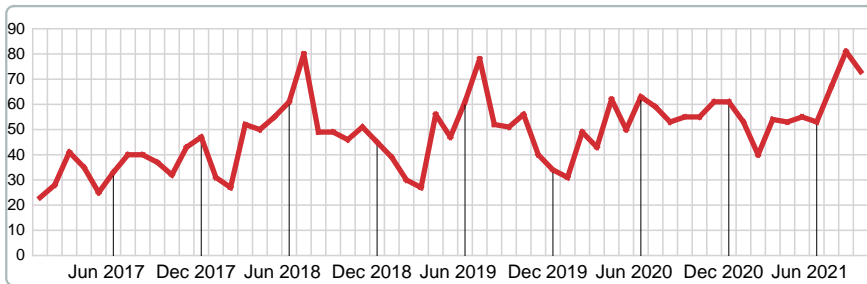
SEPTEMBER



YEAR TO DATE (YTD)

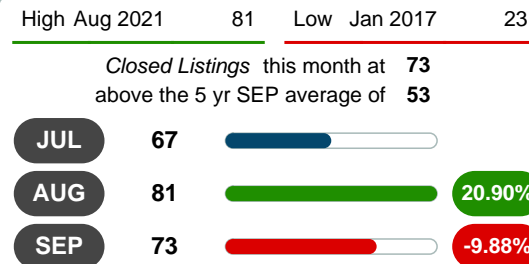


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 53



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	3	4.11%	31.3	3	0	0	0
\$75,001 - \$125,000	13	17.81%	21.5	8	5	0	0
\$125,001 - \$175,000	11	15.07%	20.9	2	6	3	0
\$175,001 - \$225,000	20	27.40%	19.9	2	16	2	0
\$225,001 - \$300,000	10	13.70%	28.1	2	6	2	0
\$300,001 - \$400,000	8	10.96%	17.1	2	3	1	2
\$400,001 and up	8	10.96%	91.6	3	3	2	0
Total Closed Units	73			22	39	10	2
Total Closed Volume	17,670,860	100%	29.5	5.10M	9.16M	2.76M	645.00K
Average Closed Price	\$242,067			\$231,973	\$234,845	\$276,350	\$322,500



September 2021

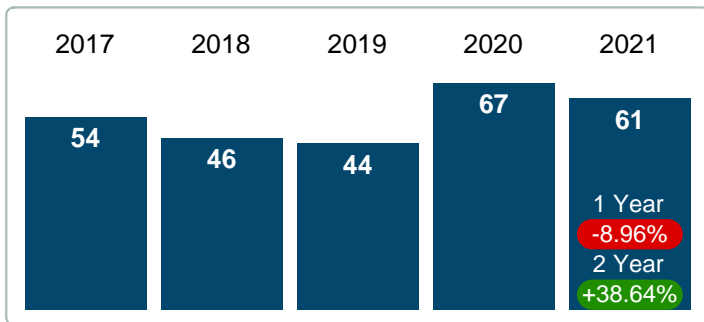
Area Delimited by County Of Bryan



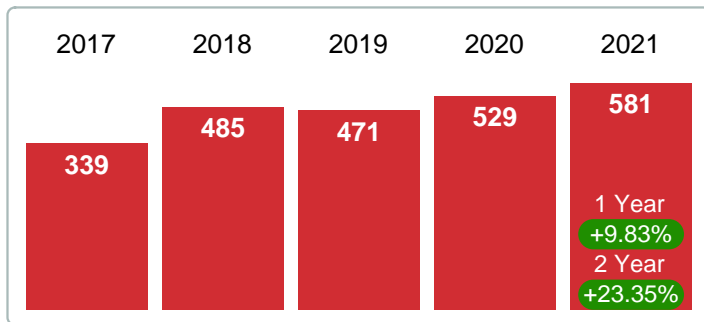
PENDING LISTINGS

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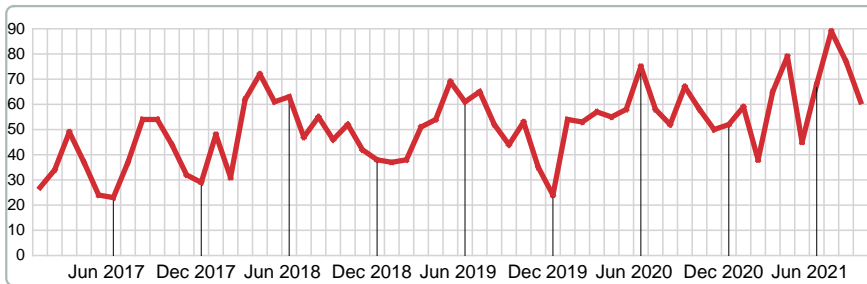
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

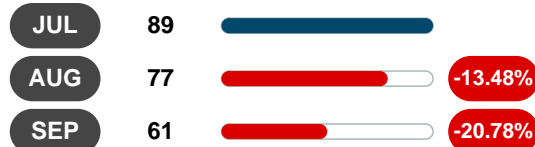


3 MONTHS

5 year SEP AVG = 54

High Jul 2021 89 Low Jun 2017 23

Pending Listings this month at 61 above the 5 yr SEP average of 54



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	3.28%	46.5	2	0	0	0
\$25,001 - \$125,000	12	19.67%	55.5	12	0	0	0
\$125,001 - \$175,000	8	13.11%	22.0	1	7	0	0
\$175,001 - \$250,000	16	26.23%	11.3	2	9	5	0
\$250,001 - \$300,000	7	11.48%	40.9	0	3	4	0
\$300,001 - \$425,000	9	14.75%	42.7	1	4	2	2
\$425,001 and up	7	11.48%	53.7	2	3	1	1
Total Pending Units	61			20	26	12	3
Total Pending Volume	14,671,851	100%	2.9	3.14M	6.90M	3.44M	1.19M
Average Listing Price	\$231,113			\$157,170	\$265,487	\$286,316	\$396,667



September 2021

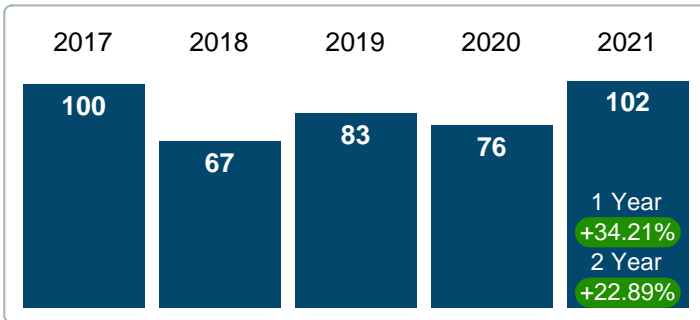
Area Delimited by County Of Bryan



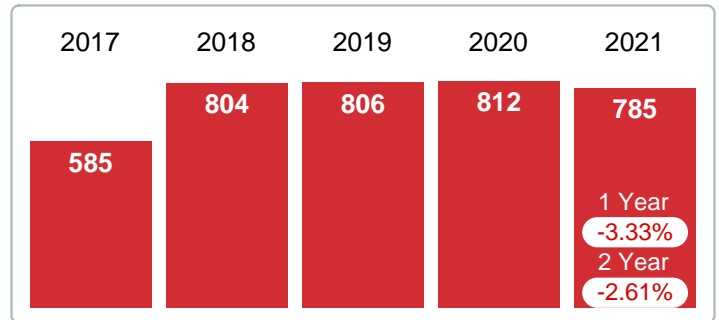
NEW LISTINGS

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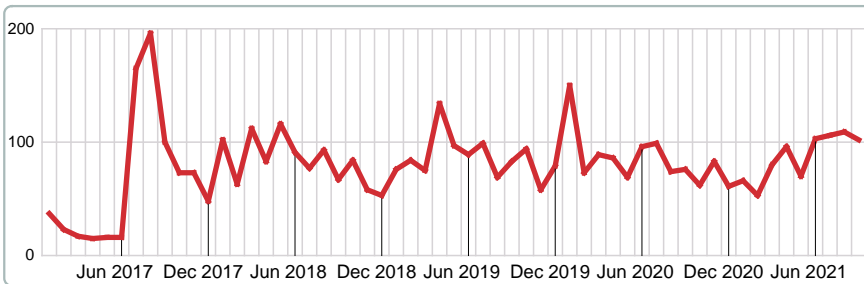
SEPTEMBER



YEAR TO DATE (YTD)

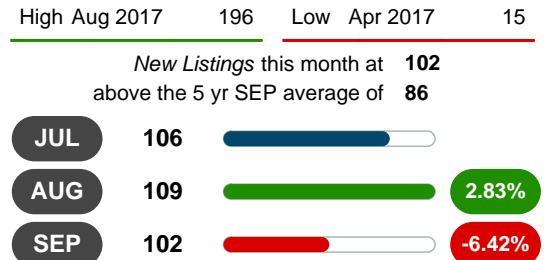


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 86



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	2.94%	3	0	0	0
\$25,001 - \$125,000	18	17.65%	16	2	0	0
\$125,001 - \$175,000	11	10.78%	3	7	1	0
\$175,001 - \$275,000	31	30.39%	5	19	5	2
\$275,001 - \$350,000	15	14.71%	5	4	4	2
\$350,001 - \$600,000	15	14.71%	7	7	0	1
\$600,001 and up	9	8.82%	7	1	1	0
Total New Listed Units	102		46	40	11	5
Total New Listed Volume	29,723,986	100%	14.01M	10.86M	3.20M	1.65M
Average New Listed Listing Price	\$213,733		\$304,654	\$271,380	\$291,336	\$330,000



September 2021

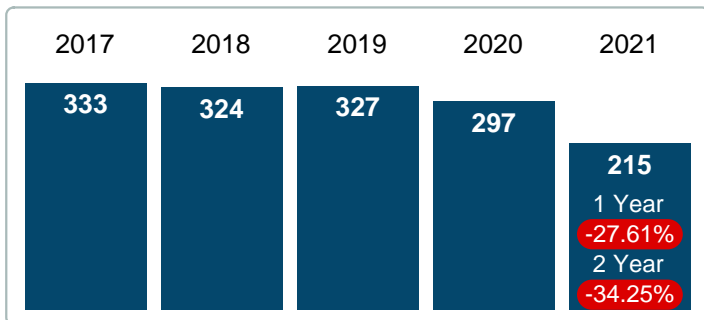
Area Delimited by County Of Bryan



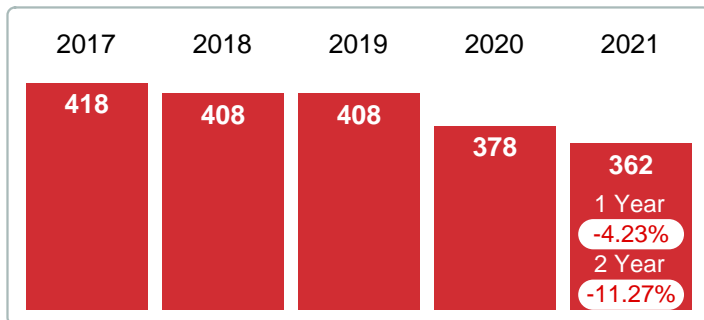
ACTIVE INVENTORY

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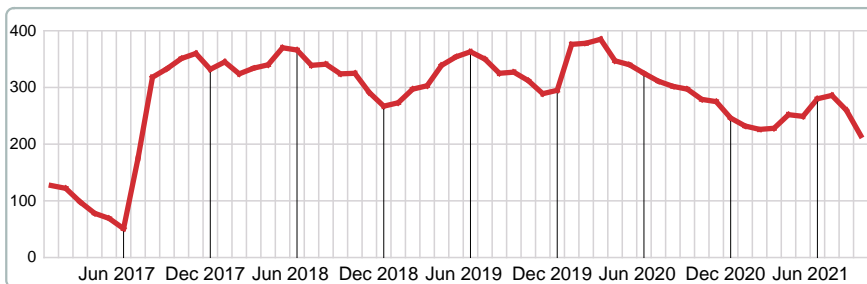
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

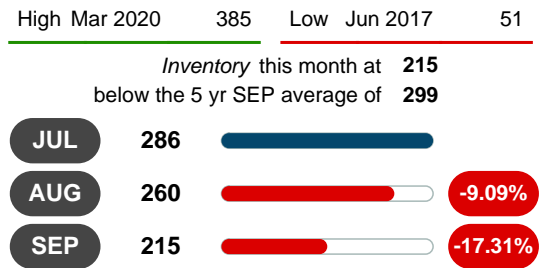


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 299



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	8	3.72%	63.6	8	0	0	0
\$25,001 - \$100,000	36	16.74%	89.5	33	3	0	0
\$100,001 - \$175,000	28	13.02%	49.4	12	13	3	0
\$175,001 - \$350,000	62	28.84%	67.5	21	26	12	3
\$350,001 - \$525,000	33	15.35%	87.8	16	10	6	1
\$525,001 - \$1,300,000	29	13.49%	64.4	18	7	4	0
\$1,300,001 and up	19	8.84%	86.0	12	2	3	2
Total Active Inventory by Units	215			120	61	28	6
Total Active Inventory by Volume	102,066,452	100%	73.0	57.83M	22.25M	16.48M	5.51M
Average Active Inventory Listing Price	\$474,728			\$481,943	\$364,735	\$588,414	\$918,150



September 2021

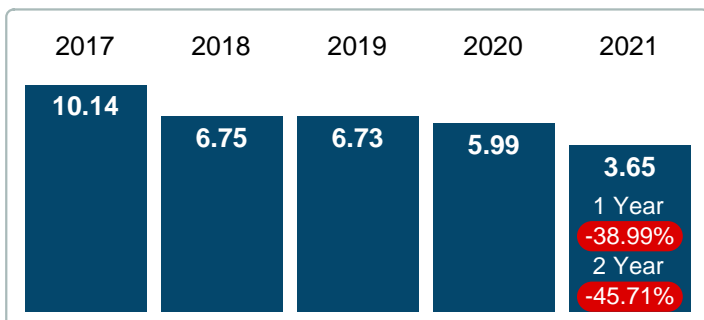
Area Delimited by County Of Bryan



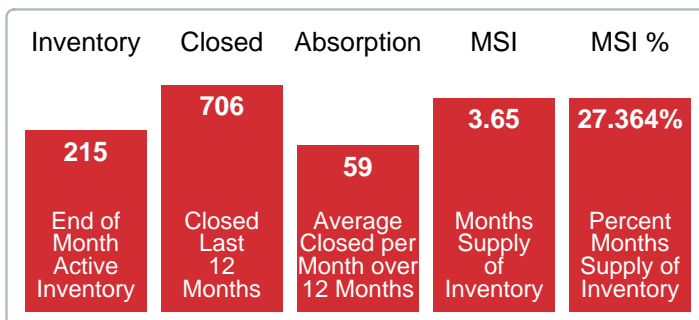
MONTHS SUPPLY of INVENTORY (MSI)

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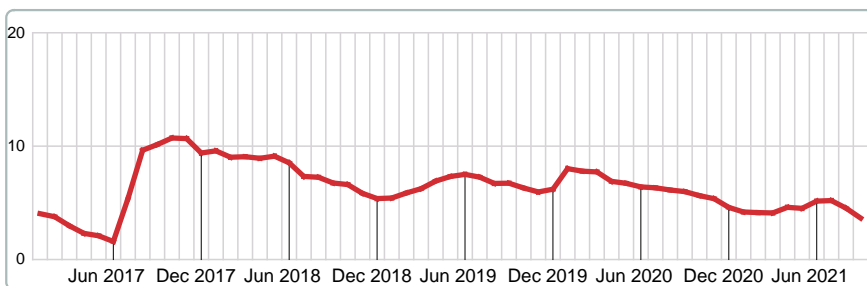
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2021

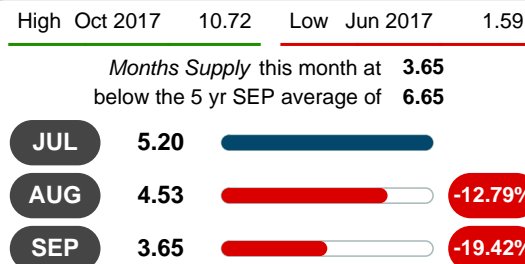


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 6.65



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	8	3.72%	3.20	3.43	0.00	0.00	0.00
\$25,001 - \$100,000	36	16.74%	3.66	4.66	1.38	0.00	0.00
\$100,001 - \$175,000	28	13.02%	1.99	3.79	1.43	1.89	0.00
\$175,001 - \$350,000	62	28.84%	2.41	8.69	1.49	2.22	7.20
\$350,001 - \$525,000	33	15.35%	9.00	21.33	9.23	5.14	1.50
\$525,001 - \$1,300,000	29	13.49%	9.67	12.71	12.00	12.00	0.00
\$1,300,001 and up	19	8.84%	inf	0.00	0.00	0.00	0.00
Market Supply of Inventory (MSI)			3.65	6.99	1.99	3.08	3.00
Total Active Inventory by Units		100%	3.65	120	61	28	6



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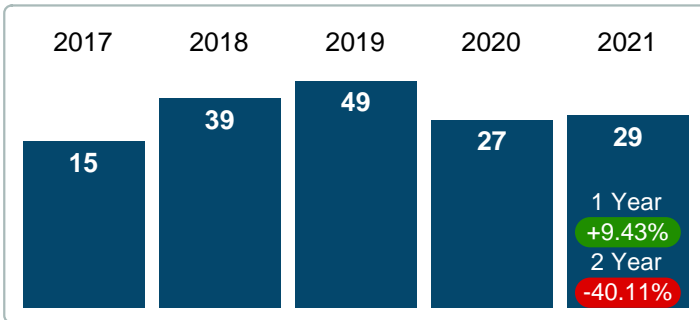
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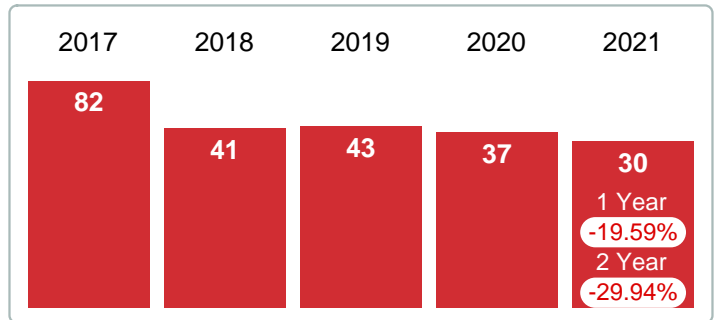
AVERAGE DAYS ON MARKET TO SALE

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

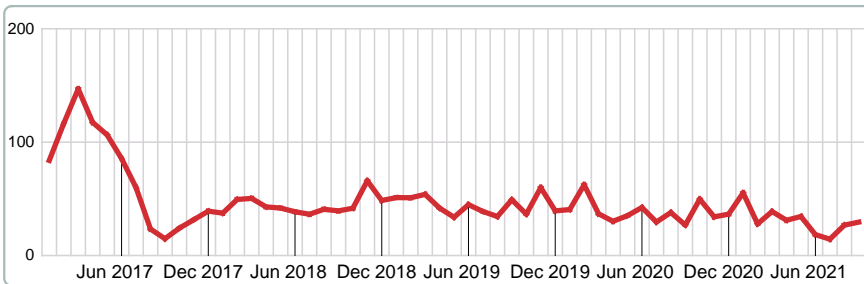
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

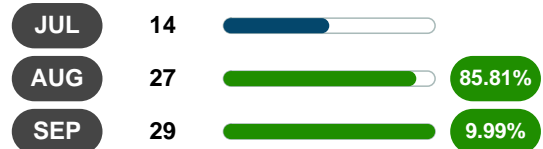


3 MONTHS

5 year SEP AVG = 32

High Mar 2017 147 Low Jul 2021 14

Average Days on Market to Sale this month at 29 below the 5 yr SEP average of 32



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	4.11%	31	31	0	0	0
\$75,001 - \$125,000	17.81%	21	29	9	0	0
\$125,001 - \$175,000	15.07%	21	72	3	24	0
\$175,001 - \$225,000	27.40%	20	31	17	29	0
\$225,001 - \$300,000	13.70%	28	60	11	47	0
\$300,001 - \$400,000	10.96%	17	29	20	12	4
\$400,001 and up	10.96%	92	89	106	74	0
Average Closed DOM		29	45	20	38	4
Total Closed Units	100%	29	22	39	10	2
Total Closed Volume		17,670,860	5.10M	9.16M	2.76M	645.00K

September 2021

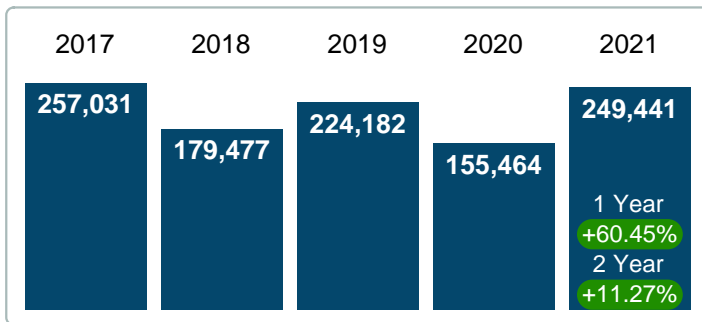
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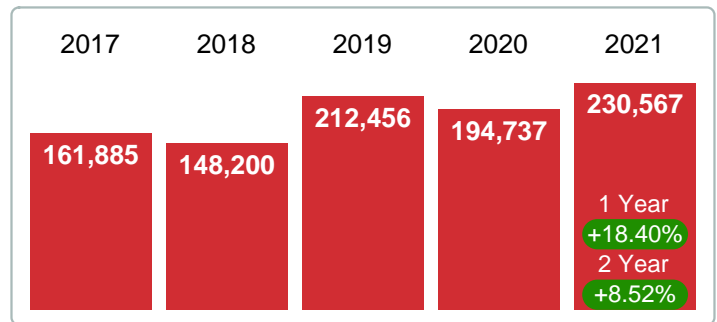
AVERAGE LIST PRICE AT CLOSING

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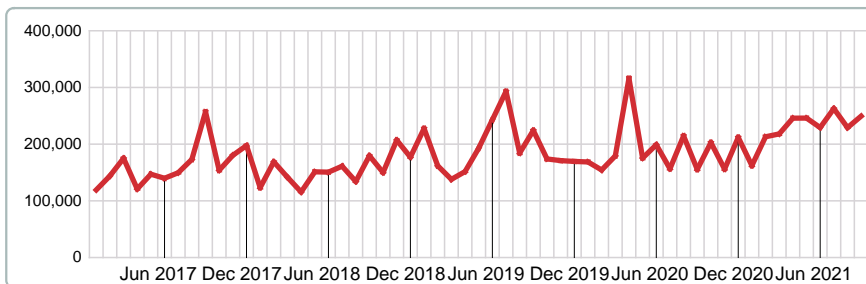
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

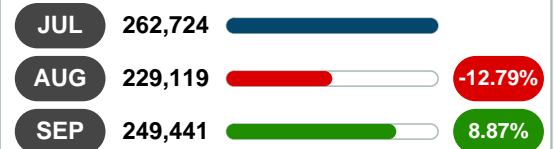


3 MONTHS

5 year SEP AVG = 213,119

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

Average List Price at Closing this month at **249,441**
above the 5 yr SEP average of **213,119**



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	2	2.74%	27,500	48,333	0	0	0
\$75,001 - \$125,000	11	15.07%	95,973	108,350	105,180	0	0
\$125,001 - \$175,000	15	20.55%	156,068	170,000	158,900	150,540	0
\$175,001 - \$225,000	16	21.92%	204,581	203,500	210,325	190,000	0
\$225,001 - \$300,000	13	17.81%	259,131	274,950	258,900	277,750	0
\$300,001 - \$400,000	8	10.96%	339,885	366,000	334,833	315,000	333,790
\$400,001 and up	8	10.96%	674,550	763,833	654,967	570,000	0
Average List Price			249,441	242,373	240,187	284,212	333,790
Total Closed Units		100%	249,441	22	39	10	2
Total Closed Volume			18,209,200	5.33M	9.37M	2.84M	667.58K



September 2021

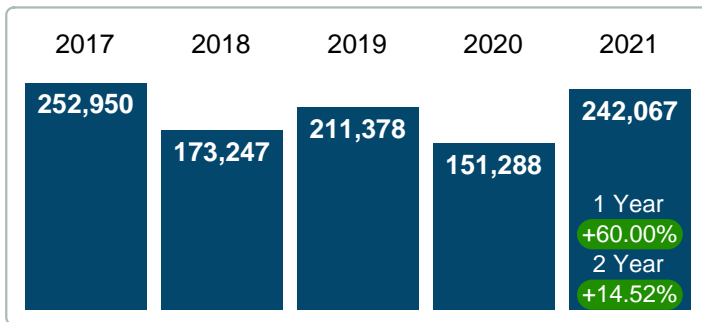
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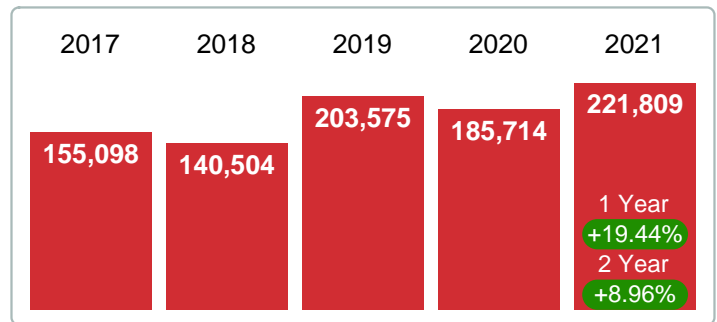
AVERAGE SOLD PRICE AT CLOSING

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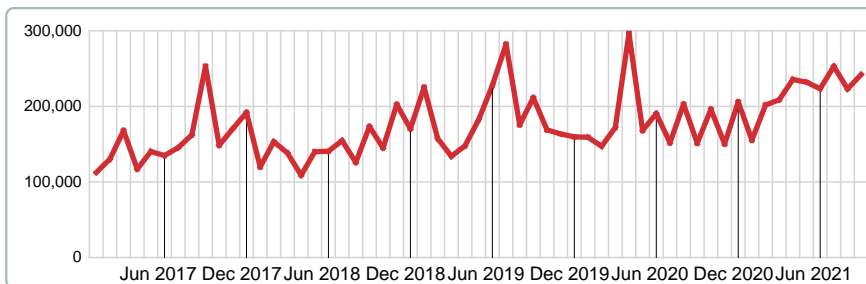
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

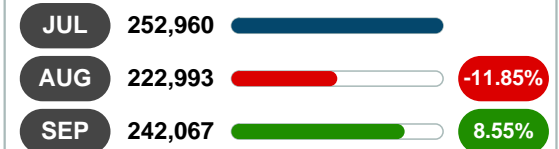


3 MONTHS

5 year SEP AVG = 206,186

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

Average Sold Price at Closing this month at **242,067** above the 5 yr SEP average of **206,186**



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	3	4.11%	36,667	36,667	0	0	0
\$75,001 - \$125,000	13	17.81%	98,377	99,863	96,000	0	0
\$125,001 - \$175,000	11	15.07%	152,636	157,500	158,917	136,833	0
\$175,001 - \$225,000	20	27.40%	202,780	194,500	205,413	190,000	0
\$225,001 - \$300,000	10	13.70%	256,936	248,500	259,893	256,500	0
\$300,001 - \$400,000	8	10.96%	330,438	349,500	328,167	315,000	322,500
\$400,001 and up	8	10.96%	666,813	764,833	631,667	572,500	0
Average Sold Price			242,067	231,973	234,845	276,350	322,500
Total Closed Units		100%	73	22	39	10	2
Total Closed Volume			17,670,860	5.10M	9.16M	2.76M	645.00K

September 2021

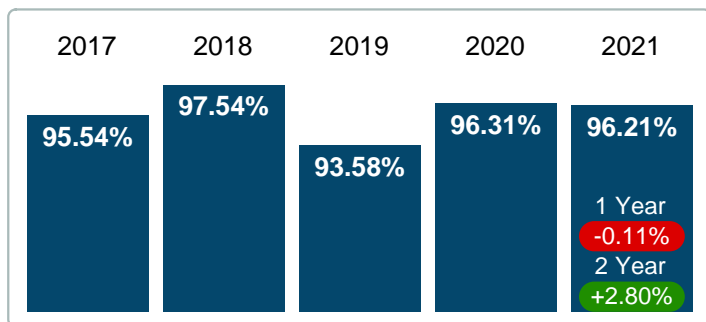
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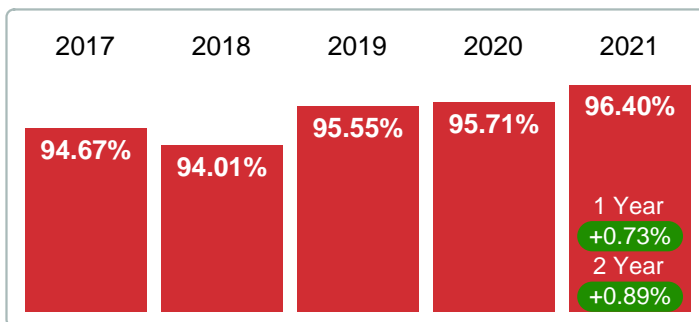
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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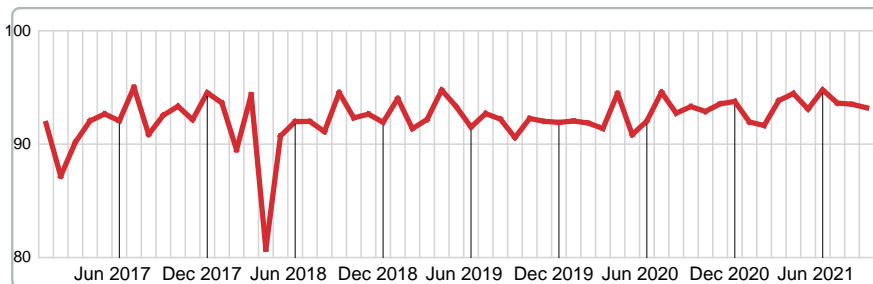
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

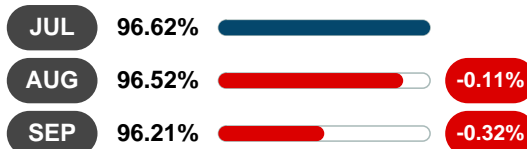


3 MONTHS

5 year SEP AVG = 95.84%

High Jul 2017 98.01% Low Apr 2018 83.74%

Average Sold/List Ratio this month at **96.21%**
equal to 5 yr SEP average of **95.84%**



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	3	4.11%	87.04%	87.04%	0.00%	0.00%	0.00%
\$75,001 - \$125,000	13	17.81%	92.55%	92.84%	92.09%	0.00%	0.00%
\$125,001 - \$175,000	11	15.07%	96.28%	92.51%	100.05%	91.24%	0.00%
\$175,001 - \$225,000	20	27.40%	98.12%	95.67%	98.19%	100.00%	0.00%
\$225,001 - \$300,000	10	13.70%	96.95%	90.29%	100.70%	92.36%	0.00%
\$300,001 - \$400,000	8	10.96%	97.43%	95.38%	98.36%	100.00%	96.80%
\$400,001 and up	8	10.96%	98.54%	100.65%	95.06%	100.59%	0.00%
Average Sold/List Ratio		96.20%		93.34%	97.85%	95.96%	96.80%
Total Closed Units		73	100%	22	39	10	2
Total Closed Volume		17,670,860		5.10M	9.16M	2.76M	645.00K



September 2021

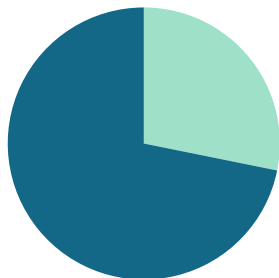
Area Delimited by County Of Bryan



MARKET SUMMARY

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

INVENTORY

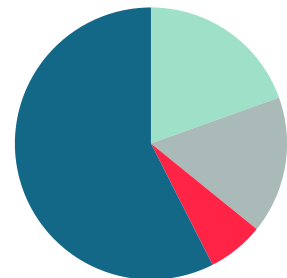


Inventory
 New Listings
102 = 28.18%
 Start Inventory
260
 Total Inventory Units
362
 Volume
\$139,817,205

Market Activity

Closed Sales
73 = 19.52%
 Pending Sales
61 = 16.31%
 Other Off Market
25 = 6.68%
 Active Inventory
215 = 57.49%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	55	73	32.73%	465	529	13.76%
Pending Sales	67	61	-8.96%	529	581	9.83%
New Listings	76	102	34.21%	812	785	-3.33%
Average List Price	155,464	249,441	60.45%	194,737	230,567	18.40%
Average Sale Price	151,288	242,067	60.00%	185,714	221,809	19.44%
Average Percent of Selling Price to List Price	96.31%	96.21%	-0.11%	95.71%	96.40%	0.73%
Average Days on Market to Sale	26.93	29.47	9.43%	37.48	30.14	-19.59%
Monthly Inventory	297	215	-27.61%	297	215	-27.61%
Months Supply of Inventory	5.99	3.65	-38.99%	5.99	3.65	-38.99%

Absorption: Last 12 months, an Average of **59** Sales/Month

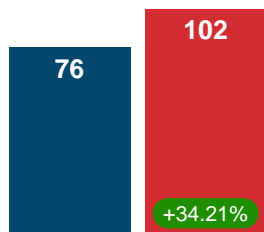
Inventory on September 30, 2021 = **215**

2020 **2021**

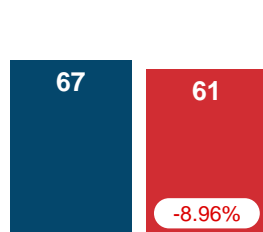
SEPTEMBER MARKET

AVERAGE PRICES

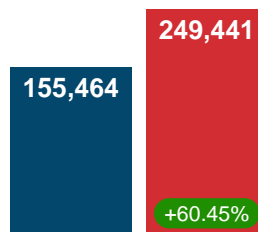
New Listings



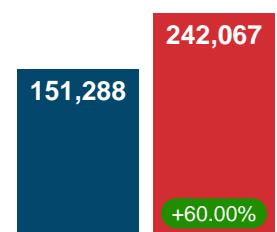
Pending Listings



List Price



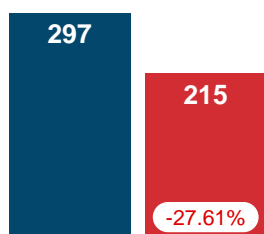
Sale Price



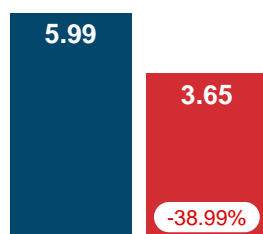
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

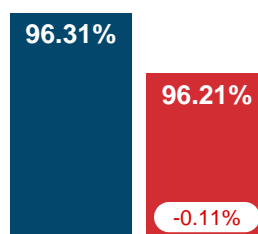
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

