



September 2021

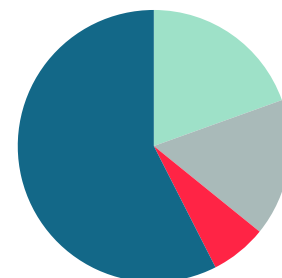
Area Delimited by County Of Bryan



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	September 2021	+/-%
Closed Listings	55	73	32.73%
Pending Listings	67	61	-8.96%
New Listings	76	102	34.21%
Median List Price	149,900	208,000	38.76%
Median Sale Price	143,000	200,000	39.86%
Median Percent of Selling Price to List Price	100.00%	99.53%	-0.47%
Median Days on Market to Sale	7.00	8.00	14.29%
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.

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 **39.86%** in September 2021 to \$200,000 versus the previous year at \$143,000.

Median Days on Market Lengthens

The median number of **8.00** days that homes spent on the market before selling increased by 1.00 days or **14.29%** in September 2021 compared to last year's same month at **7.00** DOM.

Sales Success for September 2021 is Positive

Overall, with Median 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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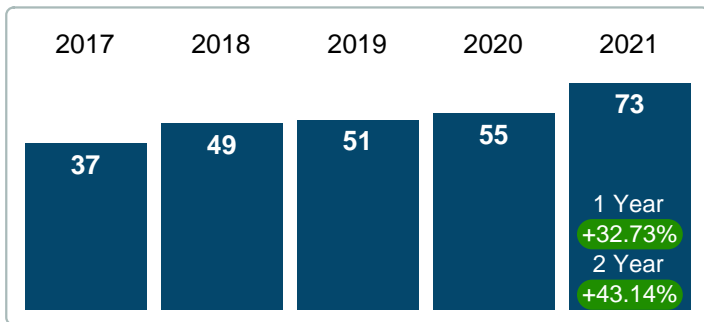
Area Delimited by County Of Bryan



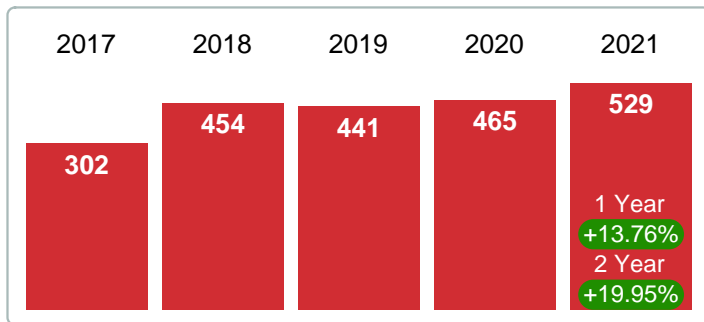
CLOSED LISTINGS

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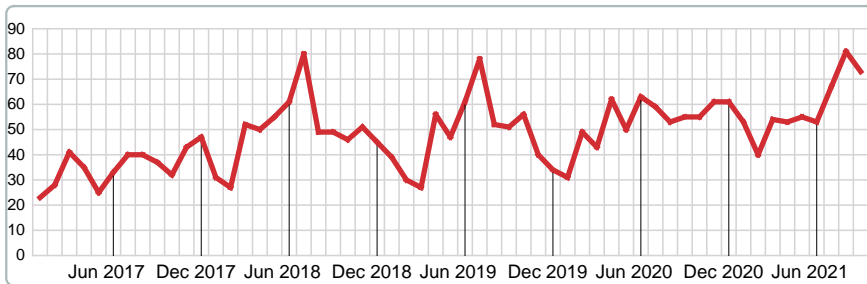
SEPTEMBER



YEAR TO DATE (YTD)

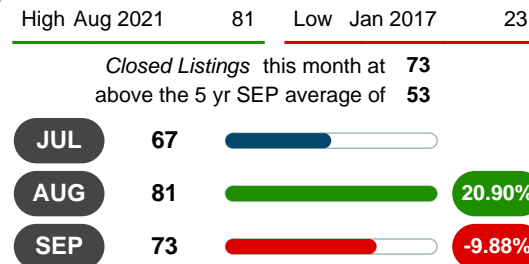


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 53



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	4.11%	8.0	3	0	0	0
\$75,001 - \$125,000	13	17.81%	9.0	8	5	0	0
\$125,001 - \$175,000	11	15.07%	2.0	2	6	3	0
\$175,001 - \$225,000	20	27.40%	5.0	2	16	2	0
\$225,001 - \$300,000	10	13.70%	11.5	2	6	2	0
\$300,001 - \$400,000	8	10.96%	4.0	2	3	1	2
\$400,001 and up	8	10.96%	35.5	3	3	2	0
Total Closed Units	73			22	39	10	2
Total Closed Volume	17,670,860	100%	8.0	5.10M	9.16M	2.76M	645.00K
Median Closed Price	\$200,000			\$132,500	\$203,000	\$225,000	\$322,500



September 2021

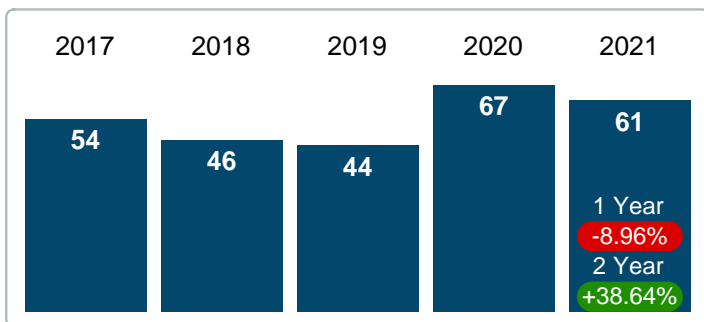
Area Delimited by County Of Bryan



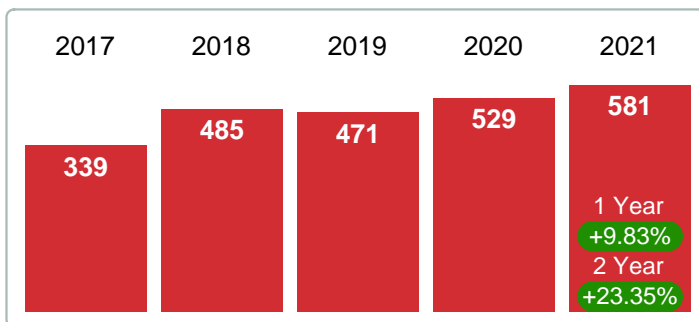
PENDING LISTINGS

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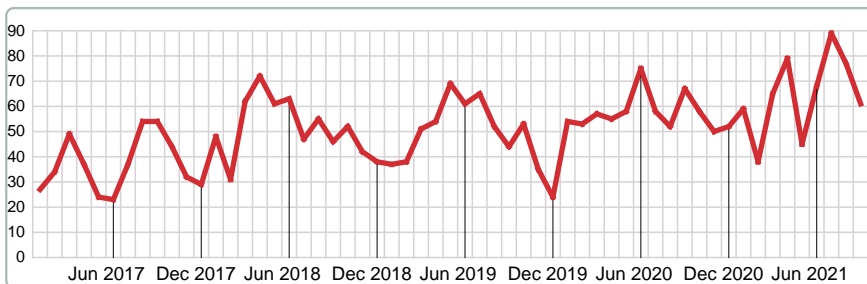
SEPTEMBER



YEAR TO DATE (YTD)

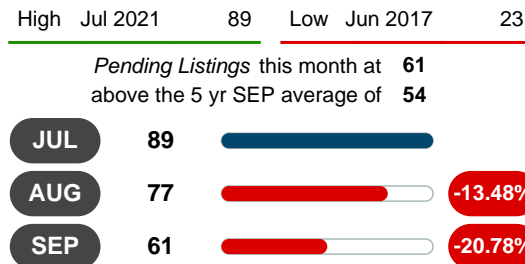


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 54



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	23.5	12	0	0	0
\$125,001 - \$175,000	8	13.11%	12.0	1	7	0	0
\$175,001 - \$250,000	16	26.23%	5.0	2	9	5	0
\$250,001 - \$300,000	7	11.48%	34.0	0	3	4	0
\$300,001 - \$425,000	9	14.75%	5.0	1	4	2	2
\$425,001 and up	7	11.48%	69.0	2	3	1	1
Total Pending Units	61			20	26	12	3
Total Pending Volume	14,671,851	100%	16.0	3.14M	6.90M	3.44M	1.19M
Median Listing Price	\$210,000			\$67,500	\$217,450	\$276,000	\$325,000



September 2021

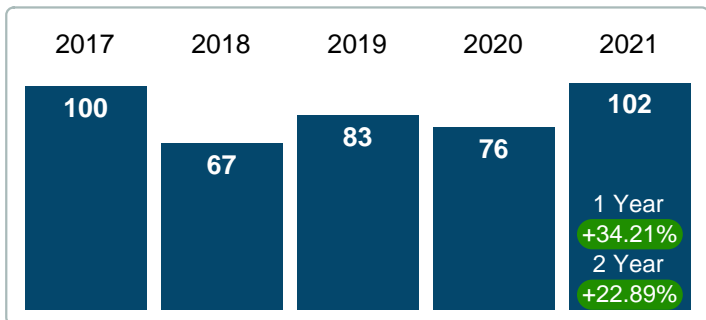
Area Delimited by County Of Bryan



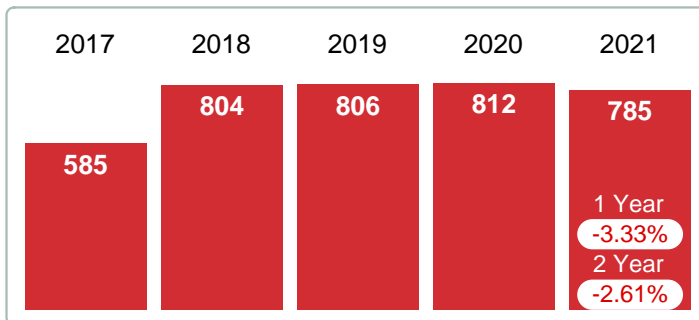
NEW LISTINGS

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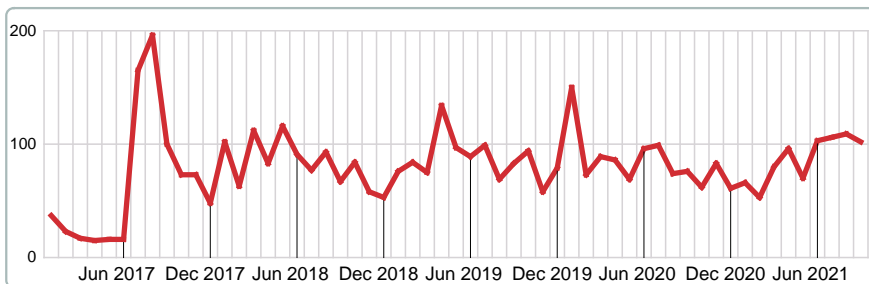
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

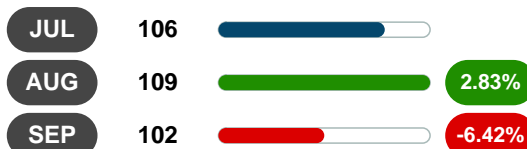


3 MONTHS

5 year SEP AVG = 86

High Aug 2017 196 Low Apr 2017 15

New Listings this month at 102
above the 5 yr SEP average of 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
Median New Listed Listing Price	\$230,603		\$189,450	\$224,950	\$259,900	\$315,000



September 2021

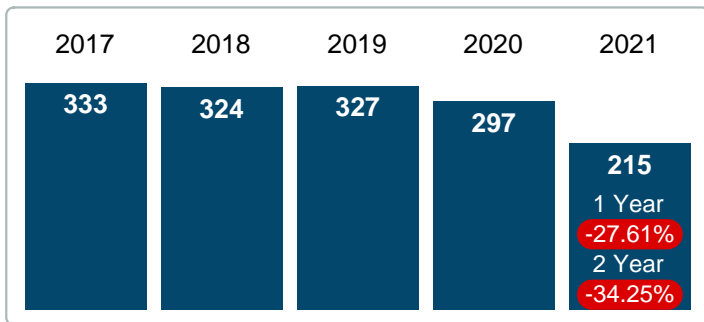
Area Delimited by County Of Bryan



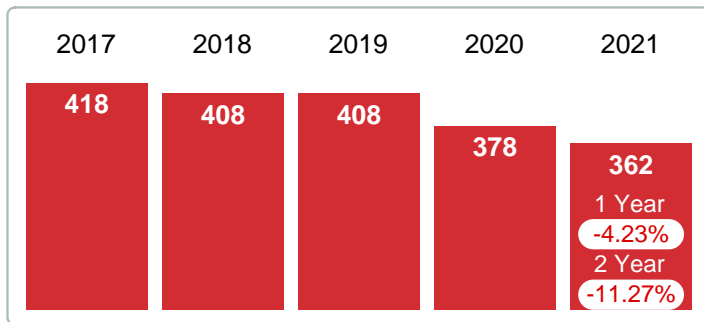
ACTIVE INVENTORY

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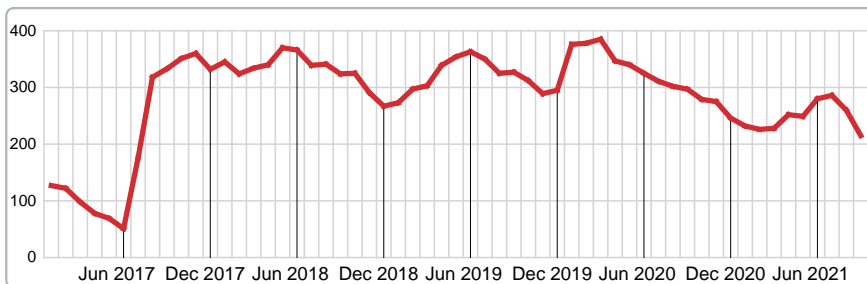
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

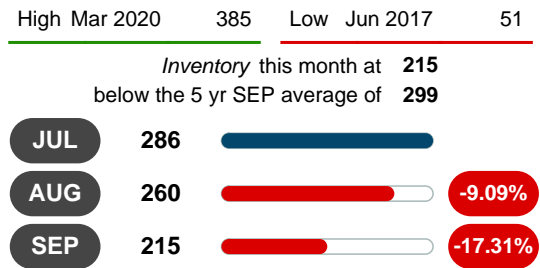


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 299



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	8	3.72%	62.0	8	0	0	0
\$25,001 - \$100,000	36	16.74%	52.0	33	3	0	0
\$100,001 - \$175,000	28	13.02%	42.5	12	13	3	0
\$175,001 - \$350,000	62	28.84%	43.0	21	26	12	3
\$350,001 - \$525,000	33	15.35%	55.0	16	10	6	1
\$525,001 - \$1,300,000	29	13.49%	34.0	18	7	4	0
\$1,300,001 and up	19	8.84%	66.0	12	2	3	2
Total Active Inventory by Units	215			120	61	28	6
Total Active Inventory by Volume	102,066,452	100%	52.0	57.83M	22.25M	16.48M	5.51M
Median Active Inventory Listing Price	\$265,000			\$249,950	\$239,500	\$347,450	\$332,000



September 2021

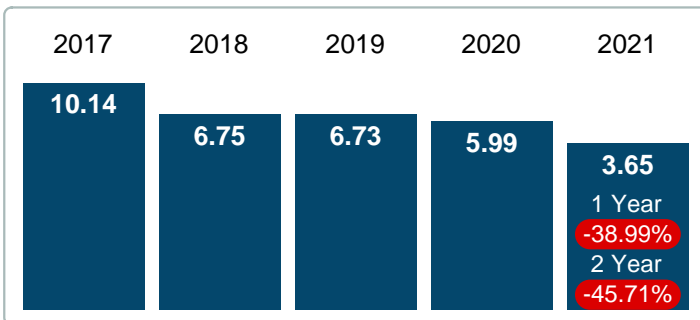
Area Delimited by County Of Bryan



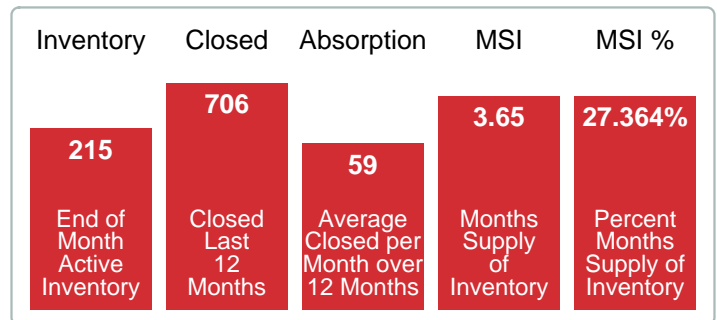
MONTHS SUPPLY of INVENTORY (MSI)

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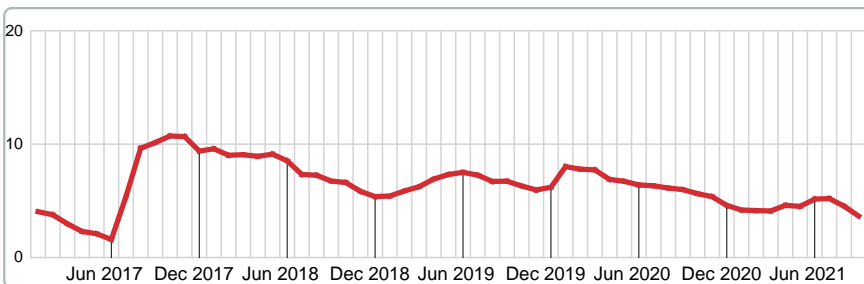
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2021

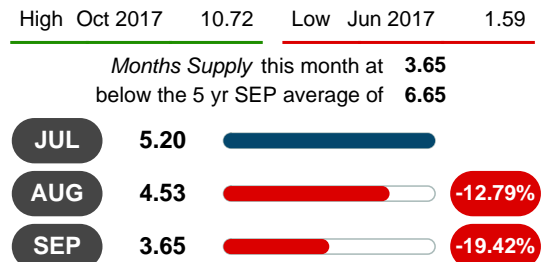


5 YEAR MARKET ACTIVITY TRENDS



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



September 2021

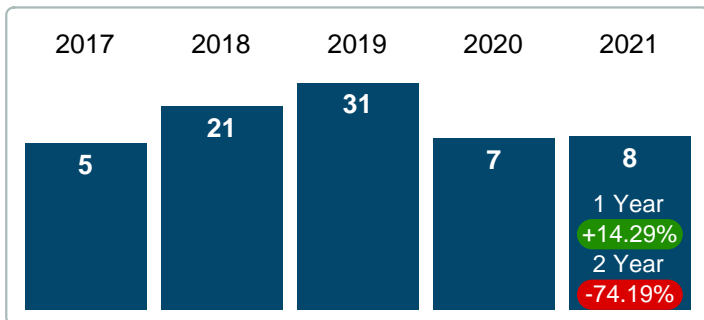
Area Delimited by County Of Bryan



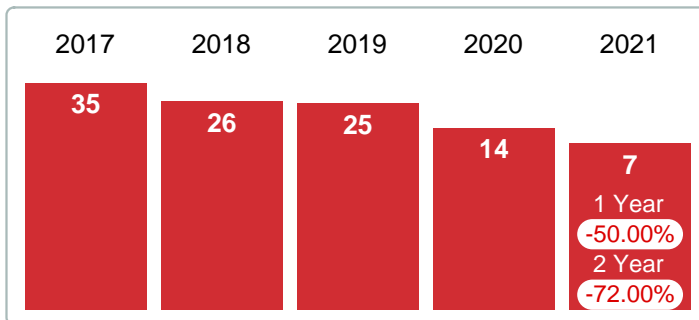
MEDIAN DAYS ON MARKET TO SALE

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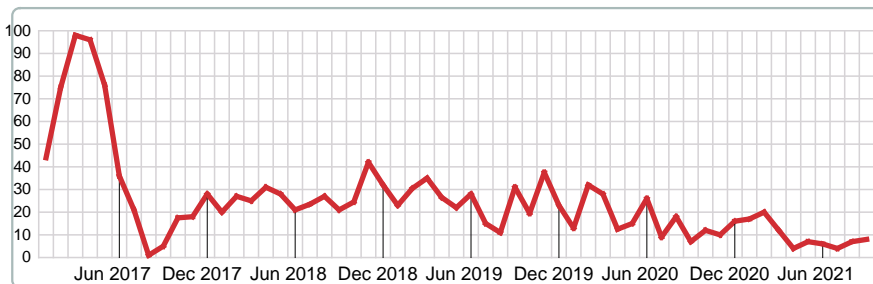
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 14

High Mar 2017 98 Low Aug 2017 1

Median Days on Market to Sale this month at 8 below the 5 yr SEP average of 14

- JUL 4
- AUG 7 (75.00%)
- SEP 8 (14.29%)

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	4.11%	8	8	0	0	0
\$75,001 - \$125,000	17.81%	9	10	2	0	0
\$125,001 - \$175,000	15.07%	2	72	2	35	0
\$175,001 - \$225,000	27.40%	5	31	5	29	0
\$225,001 - \$300,000	13.70%	12	60	11	47	0
\$300,001 - \$400,000	10.96%	4	29	1	12	4
\$400,001 and up	10.96%	36	5	60	74	0
Median Closed DOM		8	10	5	24	4
Total Closed Units	100%	8.0	22	39	10	2
Total Closed Volume		17,670,860	5.10M	9.16M	2.76M	645.00K



September 2021

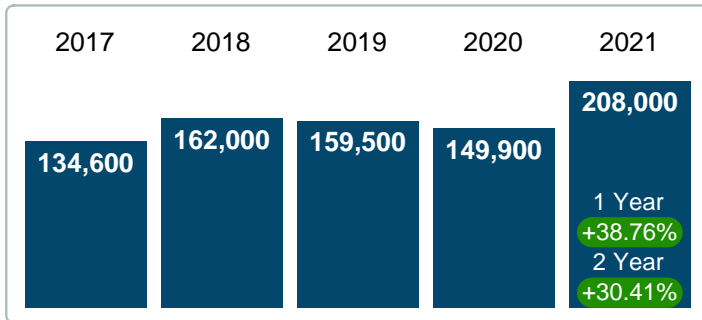
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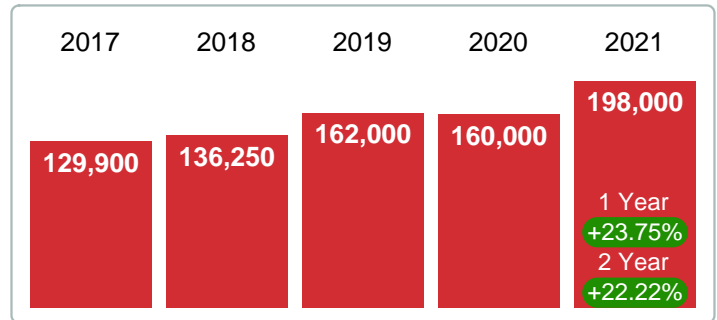
MEDIAN LIST PRICE AT CLOSING

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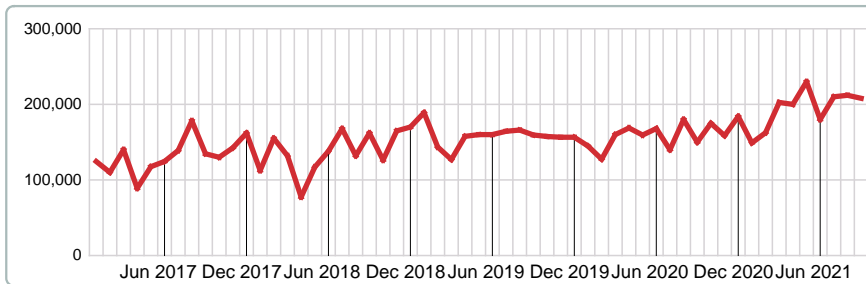
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

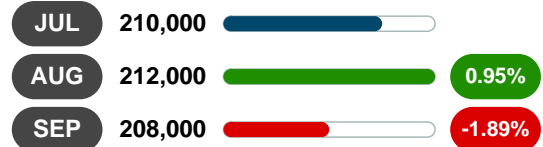


3 MONTHS

5 year SEP AVG = 162,800

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

Median List Price at Closing this month at **208,000**
above the 5 yr SEP average of **162,800**



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	2.74%	27,500	27,500	0	0	0
\$75,001 - \$125,000	15.07%	86,000	90,000	85,500	0	0
\$125,001 - \$175,000	20.55%	158,620	155,000	162,450	155,000	0
\$175,001 - \$225,000	21.92%	204,000	203,500	212,500	190,000	0
\$225,001 - \$300,000	17.81%	262,000	274,950	235,000	277,750	0
\$300,001 - \$400,000	10.96%	338,790	366,000	325,000	315,000	333,790
\$400,001 and up	10.96%	704,250	799,000	499,900	570,000	0
Median List Price		208,000	155,000	215,000	238,250	333,790
Total Closed Units	100%	208,000	22	39	10	2
Total Closed Volume		18,209,200	5.33M	9.37M	2.84M	667.58K



September 2021

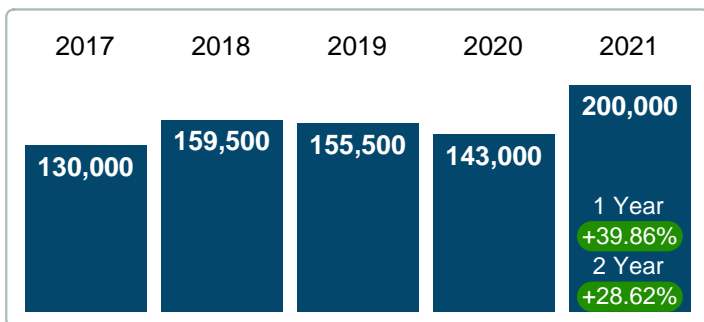
Area Delimited by County Of Bryan



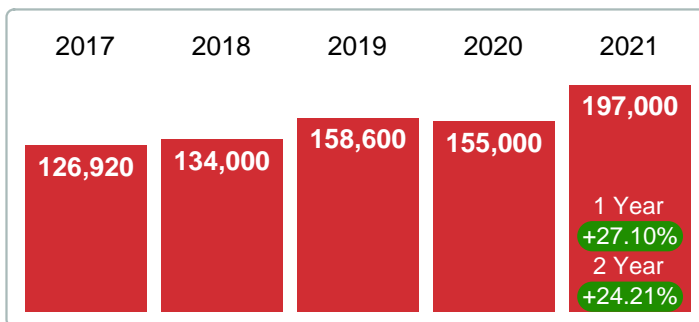
MEDIAN SOLD PRICE AT CLOSING

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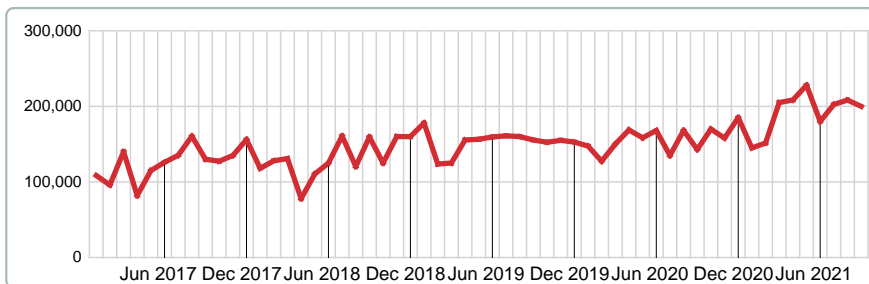
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

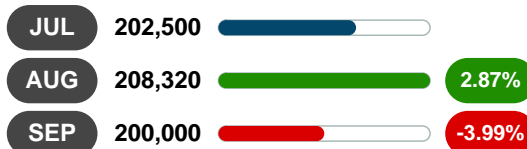


3 MONTHS

5 year SEP AVG = 157,600

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

Median Sold Price at Closing this month at **200,000**
above the 5 yr SEP average of **157,600**



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	4.11%	30,000	30,000	0	0	0
\$75,001 - \$125,000	17.81%	100,000	103,000	86,000	0	0
\$125,001 - \$175,000	15.07%	147,000	157,500	160,000	138,000	0
\$175,001 - \$225,000	27.40%	200,600	194,500	202,300	190,000	0
\$225,001 - \$300,000	13.70%	256,000	248,500	256,000	256,500	0
\$300,001 - \$400,000	10.96%	327,000	349,500	335,000	315,000	322,500
\$400,001 and up	10.96%	717,500	775,500	485,000	572,500	0
Median Sold Price		200,000	132,500	203,000	225,000	322,500
Total Closed Units		73	22	39	10	2
Total Closed Volume		17,670,860	5.10M	9.16M	2.76M	645.00K

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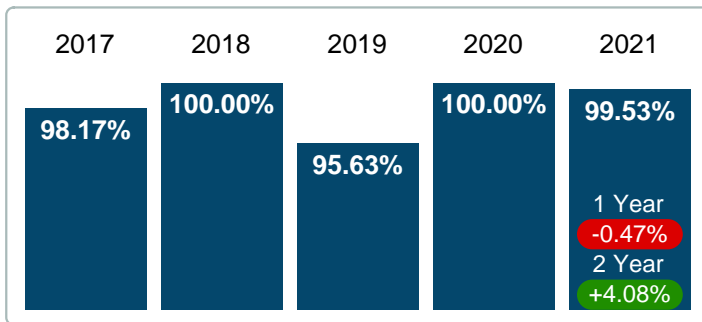
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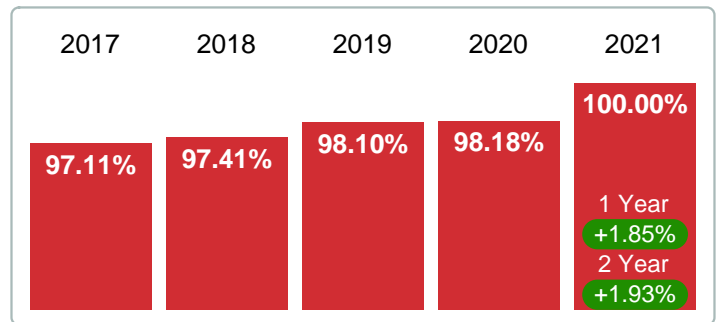
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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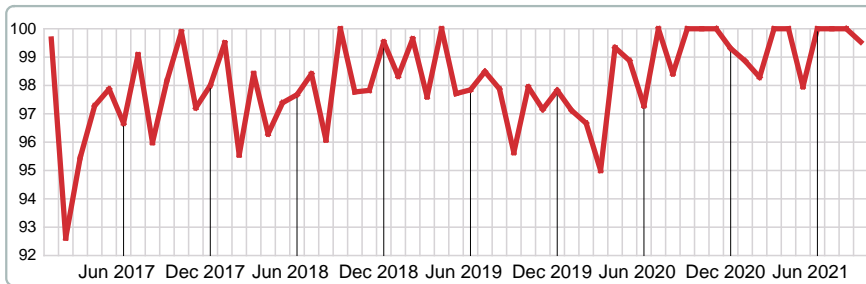
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

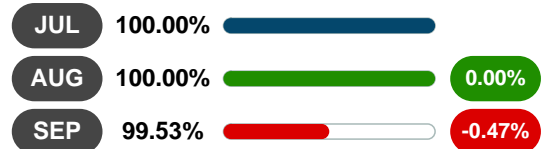


3 MONTHS

5 year SEP AVG = 98.67%

High Aug 2021 100.00% Low Feb 2017 92.62%

Median Sold/List Ratio this month at **99.53%**
 above the 5 yr SEP average of **98.67%**



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	3	4.11%	100.00%	100.00%	0.00%	0.00%	0.00%
\$75,001 - \$125,000	13	17.81%	91.76%	91.97%	91.76%	0.00%	0.00%
\$125,001 - \$175,000	11	15.07%	97.16%	92.51%	100.00%	89.84%	0.00%
\$175,001 - \$225,000	20	27.40%	100.00%	95.67%	99.77%	100.00%	0.00%
\$225,001 - \$300,000	10	13.70%	97.54%	90.29%	100.08%	92.36%	0.00%
\$300,001 - \$400,000	8	10.96%	100.00%	95.38%	100.00%	100.00%	96.80%
\$400,001 and up	8	10.96%	100.00%	100.00%	97.02%	100.59%	0.00%
Median Sold/List Ratio		99.53%		93.15%	100.00%	100.00%	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

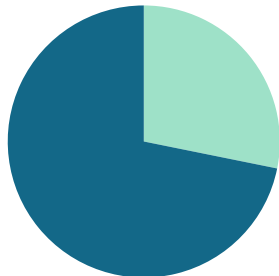
Area Delimited by County Of Bryan



MARKET SUMMARY

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

INVENTORY

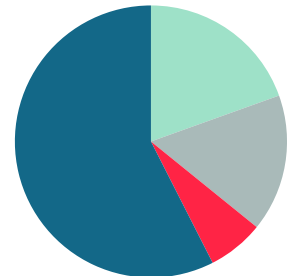


Inventory
 New Listings
102 = 28.18%
 Start Inventory
260
 Total Inventory Units
362
 Volume
\$139,817,205

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

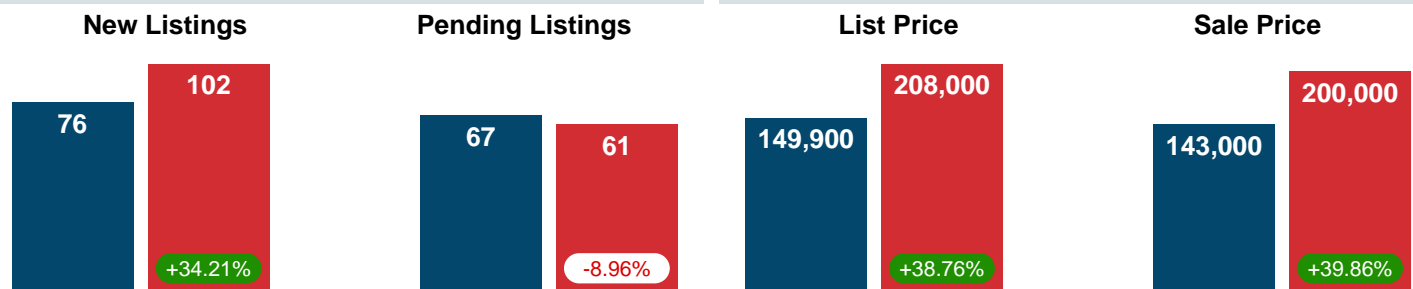


Compared Metrics	September			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	55	73	32.73%	465	529	13.76%
Pending Sales	67	61	-8.96%	529	581	9.83%
New Listings	76	102	34.21%	812	785	-3.33%
Median List Price	149,900	208,000	38.76%	160,000	198,000	23.75%
Median Sale Price	143,000	200,000	39.86%	155,000	197,000	27.10%
Median Percent of Selling Price to List Price	100.00%	99.53%	-0.47%	98.18%	100.00%	1.85%
Median Days on Market to Sale	7.00	8.00	14.29%	14.00	7.00	-50.00%
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



INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

