

# August 2020

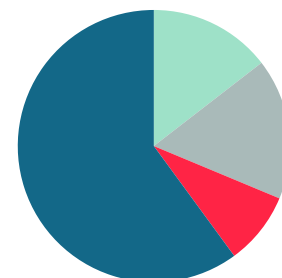
Area Delimited by County Of Bryan



## MONTHLY INVENTORY ANALYSIS

Report produced on Sep 11, 2020 for MLS Technology Inc.

Compared Metrics	2019	August 2020	+/-%
Closed Listings	52	52	0.00%
Pending Listings	52	60	15.38%
New Listings	69	74	7.25%
Median List Price	166,000	182,450	9.91%
Median Sale Price	160,000	168,875	5.55%
Median Percent of Selling Price to List Price	97.88%	98.21%	0.33%
Median Days on Market to Sale	11.00	17.00	54.55%
End of Month Inventory	325	215	-33.85%
Months Supply of Inventory	6.74	4.38	-34.97%



■ Closed (14.53%)  
■ Pending (16.76%)  
■ Other OffMarket (8.66%)  
■ Active (60.06%)

**Absorption:** Last 12 months, an Average of **49** Sales/Month  
**Active Inventory** as of August 31, 2020 = **215**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2020 decreased **33.85%** to 215 existing homes available for sale. Over the last 12 months this area has had an average of 49 closed sales per month. This represents an unsold inventory index of **4.38** 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 **5.55%** in August 2020 to \$168,875 versus the previous year at \$160,000.

#### Median Days on Market Lengthens

The median number of **17.00** days that homes spent on the market before selling increased by 6.00 days or **54.55%** in August 2020 compared to last year's same month at **11.00** DOM.

#### Sales Success for August 2020 is Positive

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

There were 74 New Listings in August 2020, up **7.25%** from last year at 69. Furthermore, there were 52 Closed Listings this month versus last year at 52, a **0.00%** decrease.

Closed versus Listed trends yielded a **70.3%** ratio, down from previous year's, August 2019, at **75.4%**, a **6.76%** downswing. 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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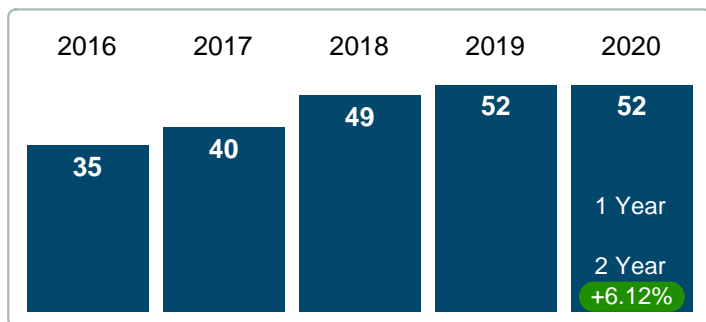
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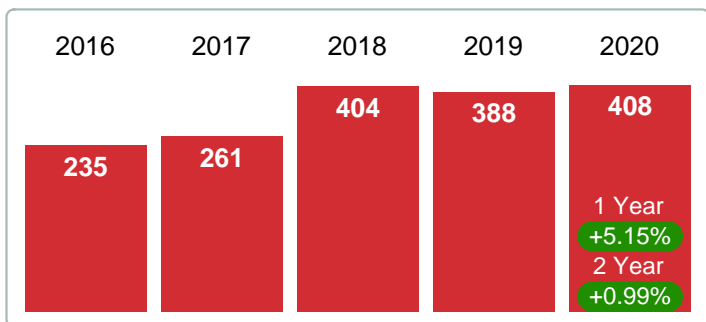
## CLOSED LISTINGS

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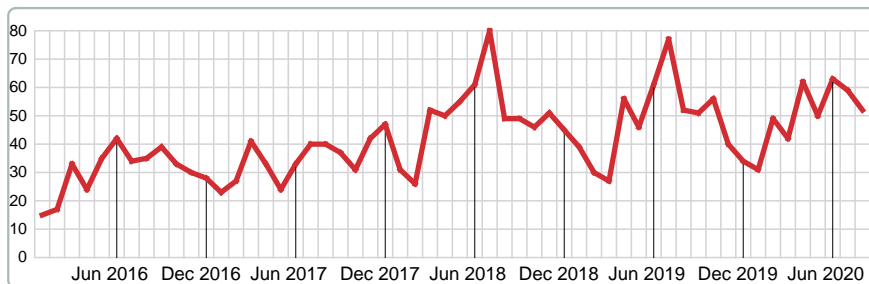
### AUGUST



### YEAR TO DATE (YTD)

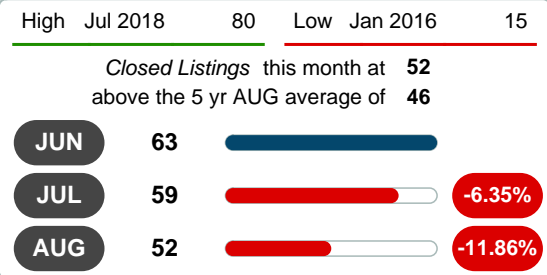


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG 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
\$50,000 and less	5	9.62%	21.0	4	1	0	0
\$50,001 - \$100,000	5	9.62%	28.0	3	1	1	0
\$100,001 - \$150,000	6	11.54%	5.0	2	4	0	0
\$150,001 - \$200,000	16	30.77%	10.0	1	12	2	1
\$200,001 - \$250,000	7	13.46%	18.0	1	6	0	0
\$250,001 - \$350,000	8	15.38%	21.5	1	6	1	0
\$350,001 and up	5	9.62%	68.0	1	2	1	1
<b>Total Closed Units</b>	<b>52</b>			<b>13</b>	<b>32</b>	<b>5</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>10,583,849</b>	<b>100%</b>	<b>17.0</b>	<b>1.91M</b>	<b>6.93M</b>	<b>1.18M</b>	<b>559.00K</b>
<b>Median Closed Price</b>	<b>\$168,875</b>			<b>\$97,500</b>	<b>\$194,700</b>	<b>\$166,750</b>	<b>\$279,500</b>

# August 2020

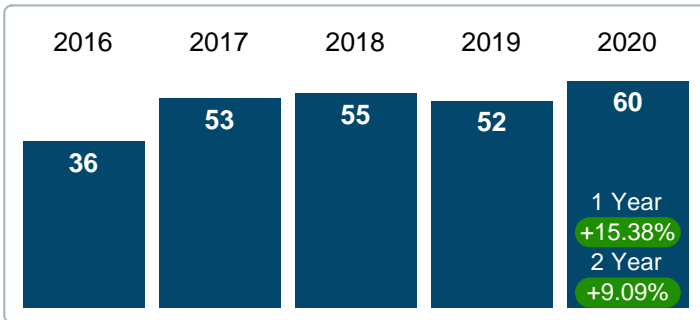
Area Delimited by County Of Bryan



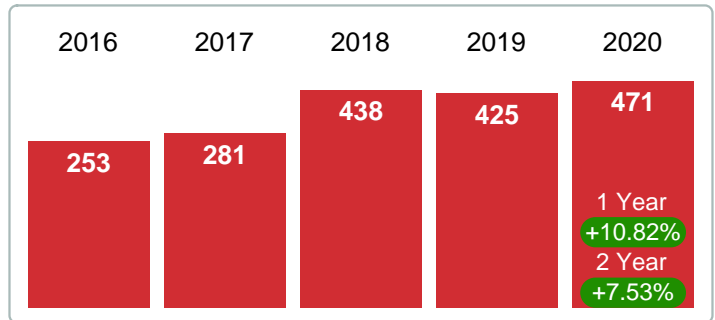
## PENDING LISTINGS

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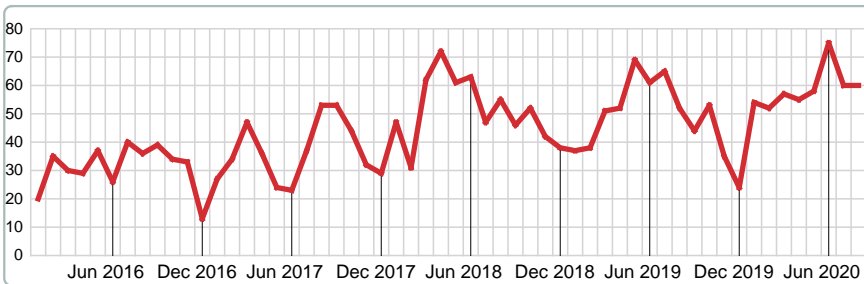
### AUGUST



### YEAR TO DATE (YTD)

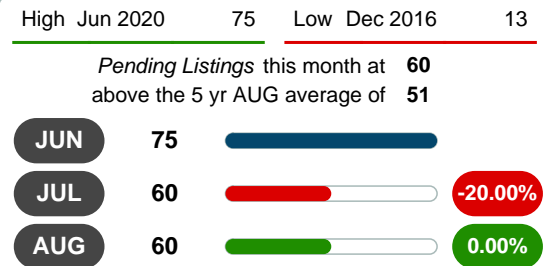


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 51



### 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	3	5.00%	0.0	3	0	0	0
\$25,001 - \$100,000	11	18.33%	28.0	9	2	0	0
\$100,001 - \$125,000	6	10.00%	16.0	3	3	0	0
\$125,001 - \$175,000	16	26.67%	8.0	3	11	2	0
\$175,001 - \$200,000	9	15.00%	52.0	0	7	2	0
\$200,001 - \$250,000	8	13.33%	29.0	1	5	2	0
\$250,001 and up	7	11.67%	3.0	0	4	1	2
<b>Total Pending Units</b>	<b>60</b>			<b>19</b>	<b>32</b>	<b>7</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>9,381,106</b>	<b>100%</b>	<b>24.0</b>	<b>1.67M</b>	<b>5.68M</b>	<b>1.43M</b>	<b>602.00K</b>
<b>Median Listing Price</b>	<b>\$158,175</b>			<b>\$87,500</b>	<b>\$175,250</b>	<b>\$199,000</b>	<b>\$301,000</b>

# August 2020

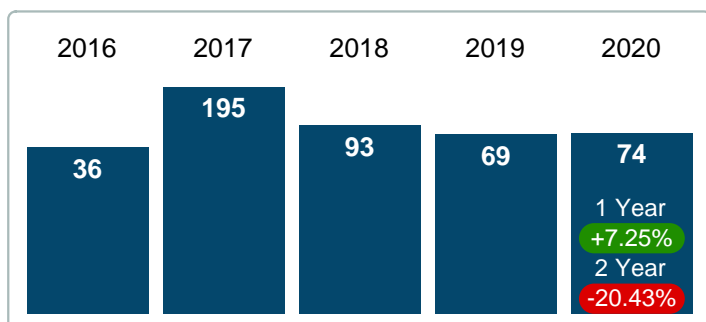
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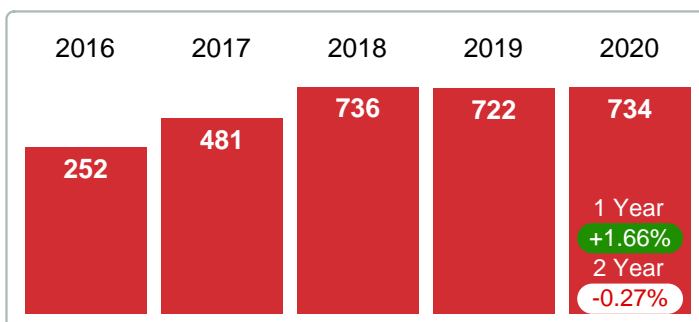
## NEW LISTINGS

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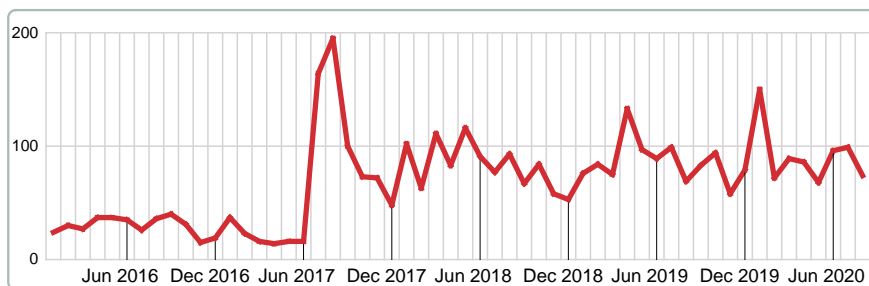
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 93

High Aug 2017: 195 | Low Apr 2017: 14

New Listings this month at **74**  
below the 5 yr AUG average of **93**

- JUN: 96 (Progress bar)
- JUL: 99 (Progress bar) **+3.13%**
- AUG: 74 (Progress bar) **-25.25%**

### 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	5	6.76%	5	0	0	0
\$25,001 - \$75,000	10	13.51%	9	1	0	0
\$75,001 - \$125,000	10	13.51%	5	5	0	0
\$125,001 - \$200,000	21	28.38%	5	13	3	0
\$200,001 - \$325,000	12	16.22%	2	6	4	0
\$325,001 - \$475,000	8	10.81%	6	1	0	1
\$475,001 and up	8	10.81%	7	0	0	1
<b>Total New Listed Units</b>	<b>74</b>		<b>39</b>	<b>26</b>	<b>7</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>17,713,081</b>	<b>100%</b>	<b>10.70M</b>	<b>4.49M</b>	<b>1.49M</b>	<b>1.04M</b>
<b>Median New Listed Listing Price</b>	<b>\$154,625</b>		<b>\$139,900</b>	<b>\$162,678</b>	<b>\$220,000</b>	<b>\$519,000</b>

# August 2020



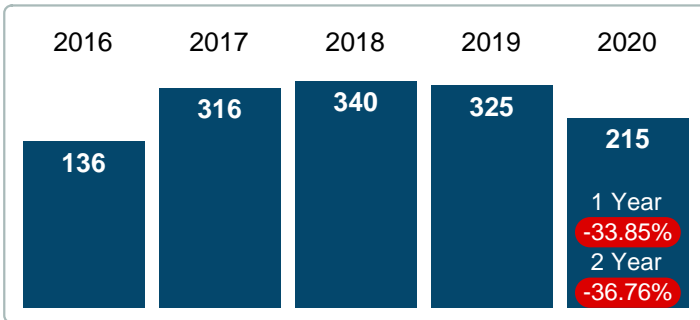
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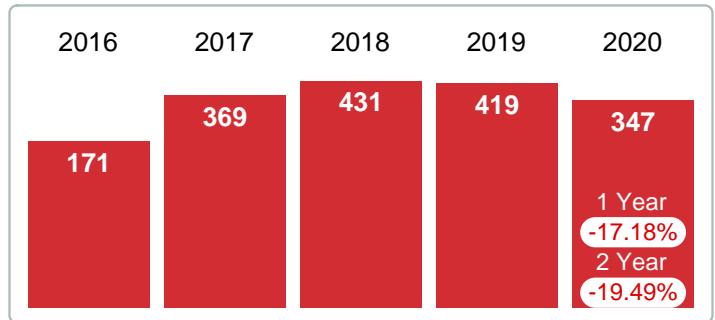
## ACTIVE INVENTORY

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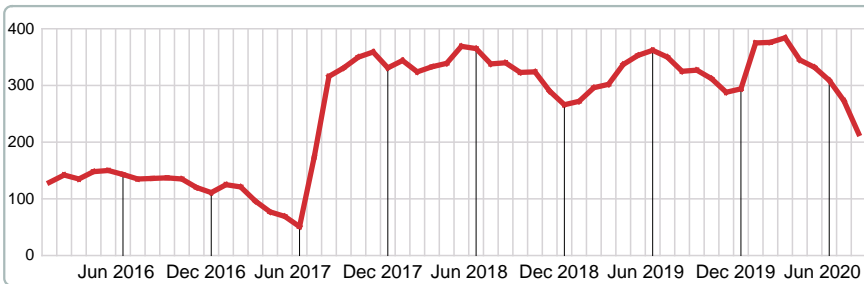
### END OF AUGUST



### ACTIVE DURING AUGUST

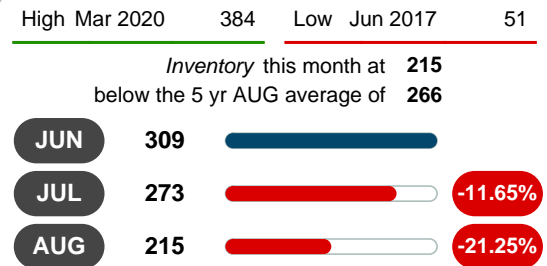


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 266



### 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	10	4.65%	52.0	10	0	0	0
\$25,001 - \$50,000	33	15.35%	48.0	33	0	0	0
\$50,001 - \$125,000	35	16.28%	76.0	22	10	2	1
\$125,001 - \$275,000	56	26.05%	55.0	21	26	8	1
\$275,001 - \$450,000	35	16.28%	62.0	18	7	7	3
\$450,001 - \$675,000	24	11.16%	107.0	16	2	2	4
\$675,001 and up	22	10.23%	81.0	14	2	3	3
<b>Total Active Inventory by Units</b>	<b>215</b>			<b>134</b>	<b>47</b>	<b>22</b>	<b>12</b>
<b>Total Active Inventory by Volume</b>	<b>64,590,069</b>	<b>100%</b>	<b>69.0</b>	<b>37.72M</b>	<b>11.32M</b>	<b>9.05M</b>	<b>6.51M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$187,250</b>			<b>\$141,250</b>	<b>\$189,900</b>	<b>\$307,450</b>	<b>\$476,950</b>

# August 2020



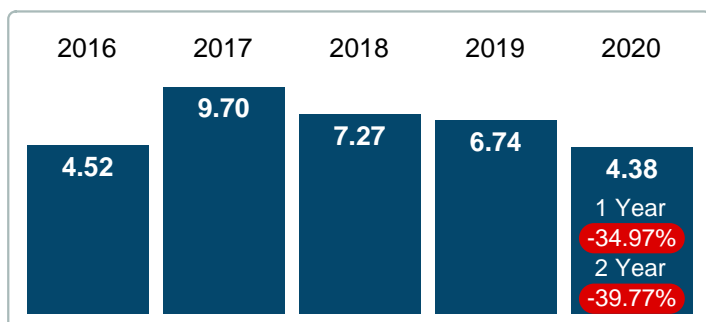
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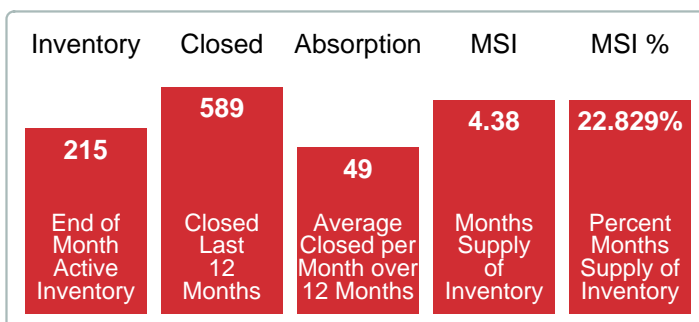
## MONTHS SUPPLY of INVENTORY (MSI)

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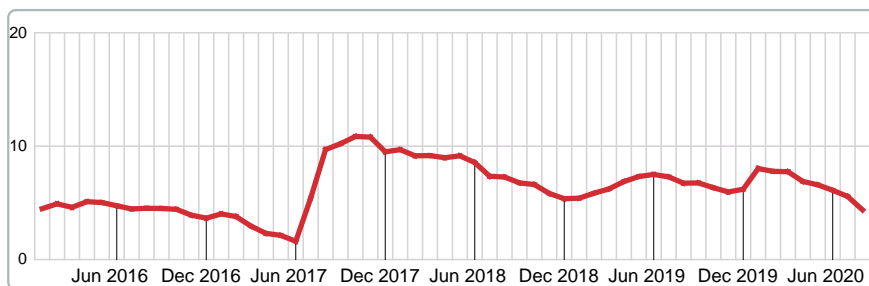
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2020

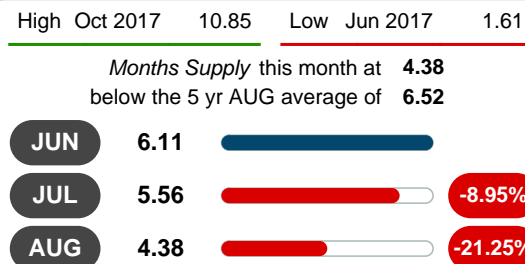


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 6.52



### 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	10	4.65%	3.43	3.64	0.00	0.00	0.00
\$25,001 - \$50,000	33	15.35%	9.43	13.66	0.00	0.00	0.00
\$50,001 - \$125,000	35	16.28%	2.71	3.83	1.64	2.40	4.00
\$125,001 - \$275,000	56	26.05%	2.42	7.20	1.66	1.88	3.00
\$275,001 - \$450,000	35	16.28%	7.37	30.86	3.65	4.67	4.00
\$450,001 - \$675,000	24	11.16%	24.00	192.00	6.00	4.00	48.00
\$675,001 and up	22	10.23%	26.40	42.00	12.00	12.00	36.00
Market Supply of Inventory (MSI)			4.38	9.03	1.86	2.93	8.00
Total Active Inventory by Units		100%	4.38	134	47	22	12

# August 2020



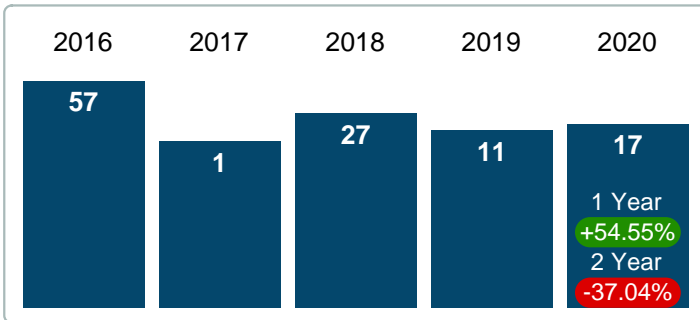
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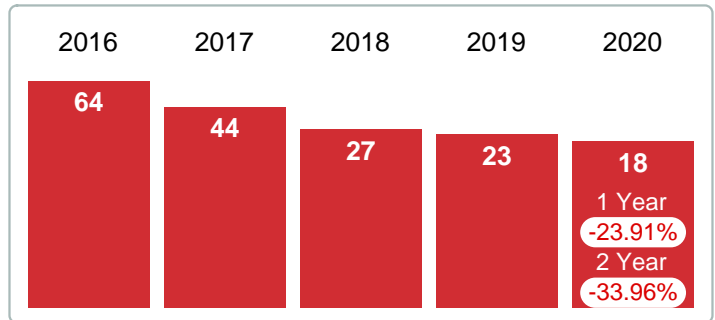
## MEDIAN DAYS ON MARKET TO SALE

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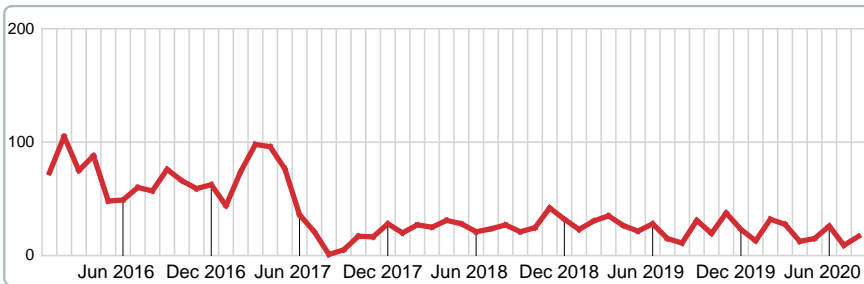
### AUGUST



### YEAR TO DATE (YTD)

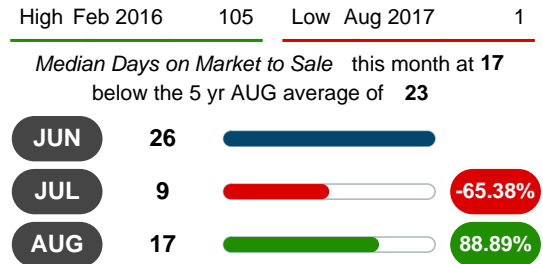


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 23



### 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
\$50,000 and less	9.62%	21	15	21	0	0
\$50,001 - \$100,000	9.62%	28	117	9	1	0
\$100,001 - \$150,000	11.54%	5	45	5	0	0
\$150,001 - \$200,000	30.77%	10	31	10	53	4
\$200,001 - \$250,000	13.46%	18	2	19	0	0
\$250,001 - \$350,000	15.38%	22	13	22	161	0
\$350,001 and up	9.62%	68	51	45	122	68
<b>Median Closed DOM</b>		<b>17</b>	<b>28</b>	<b>12</b>	<b>103</b>	<b>36</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>17.0</b>	<b>13</b>	<b>32</b>	<b>5</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>10,583,849</b>	<b>1.91M</b>	<b>6.93M</b>	<b>1.18M</b>	<b>559.00K</b>



# August 2020

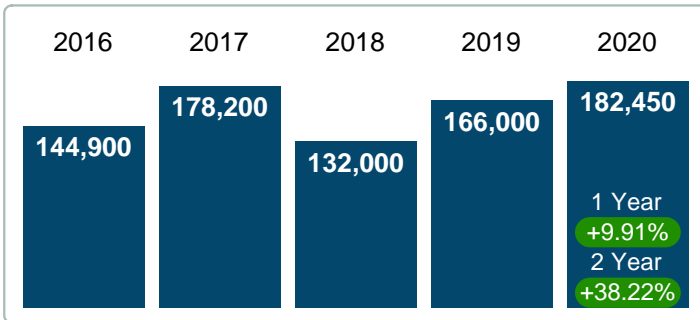
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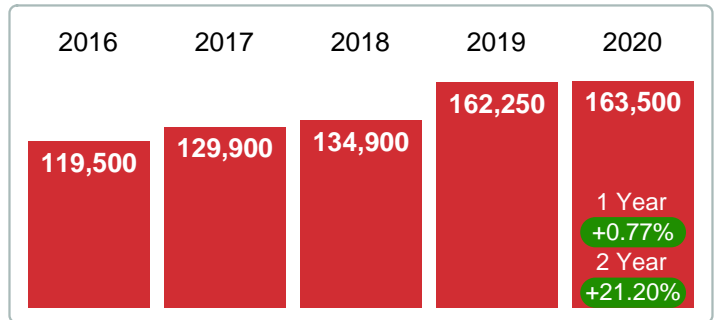
## MEDIAN LIST PRICE AT CLOSING

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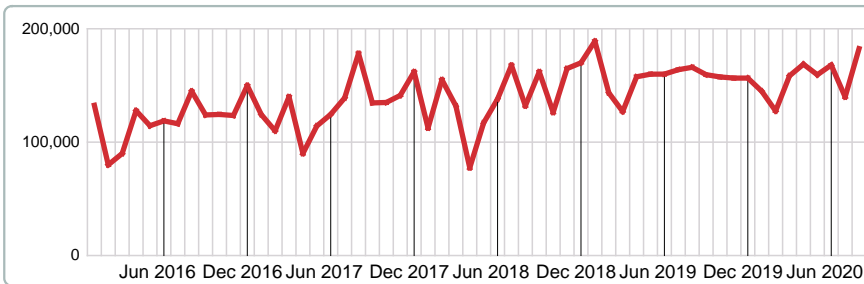
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

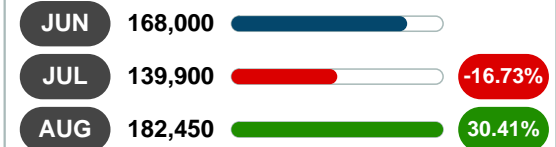


### 3 MONTHS

5 year AUG AVG = 160,710

High Jan 2019 189,000 Low Apr 2018 77,400

Median List Price at Closing this month at **182,450**  
above the 5 yr AUG average of **160,710**



### 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
\$50,000 and less	11.54%	43,750	27,250	47,950	0	0
\$50,001 - \$100,000	5.77%	89,000	94,500	0	79,900	0
\$100,001 - \$150,000	11.54%	117,500	113,000	127,450	0	0
\$150,001 - \$200,000	32.69%	170,000	177,500	174,950	172,450	154,900
\$200,001 - \$250,000	11.54%	234,950	250,000	229,999	0	0
\$250,001 - \$350,000	15.38%	287,500	272,000	312,000	276,000	0
\$350,001 and up	11.54%	553,000	708,400	577,000	529,000	439,999
<b>Median List Price</b>		<b>182,450</b>	<b>106,000</b>	<b>194,700</b>	<b>179,900</b>	<b>297,450</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>182,450</b>	<b>13</b>	<b>32</b>	<b>5</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>11,199,397</b>	<b>2.11M</b>	<b>7.26M</b>	<b>1.23M</b>	<b>594.90K</b>



# August 2020



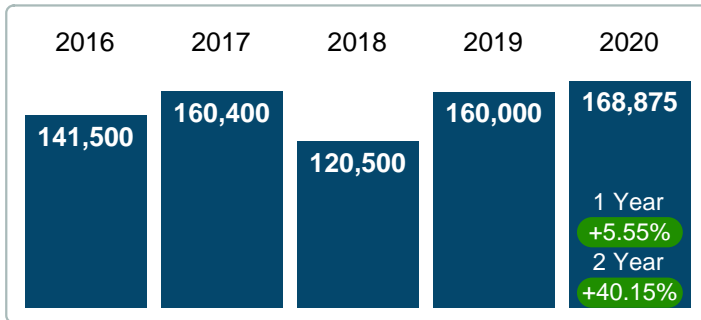
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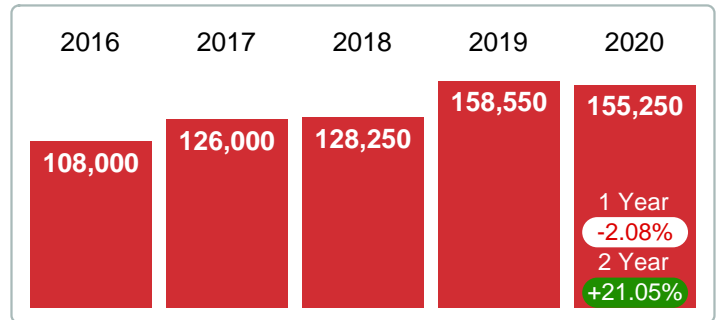
## MEDIAN SOLD PRICE AT CLOSING

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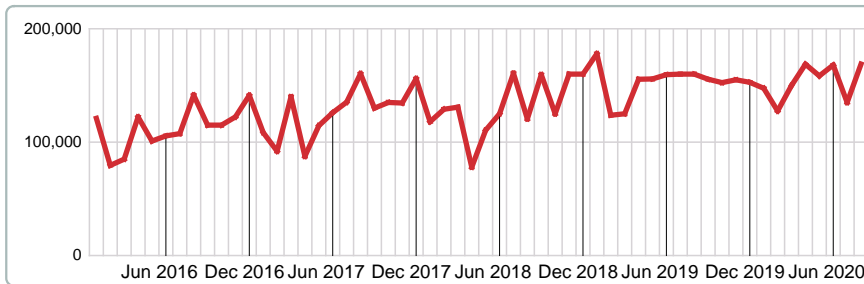
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

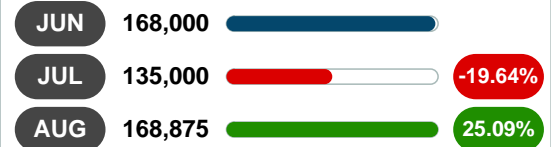


### 3 MONTHS

5 year AUG AVG = 150,255

High Jan 2019 178,000 Low Apr 2018 77,950

Median Sold Price at Closing this month at **168,875** above the 5 yr AUG average of **150,255**



### 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
\$50,000 and less	9.62%	38,000	25,000	48,199	0	0
\$50,001 - \$100,000	9.62%	79,900	89,000	53,000	79,900	0
\$100,001 - \$150,000	11.54%	116,500	130,000	116,500	0	0
\$150,001 - \$200,000	30.77%	165,000	157,000	168,000	162,875	154,000
\$200,001 - \$250,000	13.46%	234,250	245,000	232,125	0	0
\$250,001 - \$350,000	15.38%	298,500	260,000	317,500	260,000	0
\$350,001 and up	9.62%	515,000	630,000	528,000	515,000	405,000
<b>Median Sold Price</b>		<b>168,875</b>	<b>97,500</b>	<b>194,700</b>	<b>166,750</b>	<b>279,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>168,875</b>	<b>13</b>	<b>32</b>	<b>5</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>10,583,849</b>	<b>1.91M</b>	<b>6.93M</b>	<b>1.18M</b>	<b>559.00K</b>

# August 2020

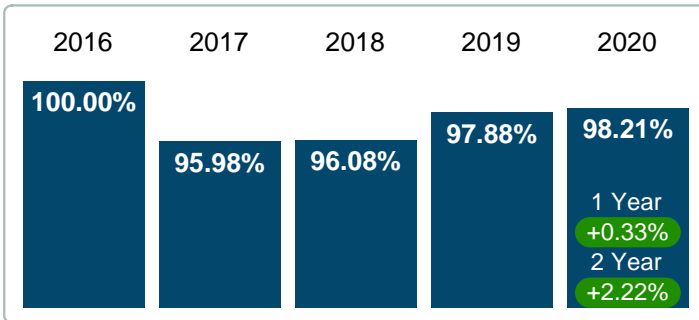
Area Delimited by County Of Bryan



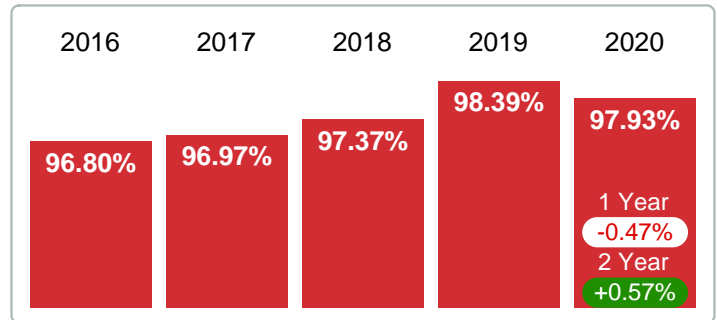
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Sep 11, 2020 for MLS Technology Inc.

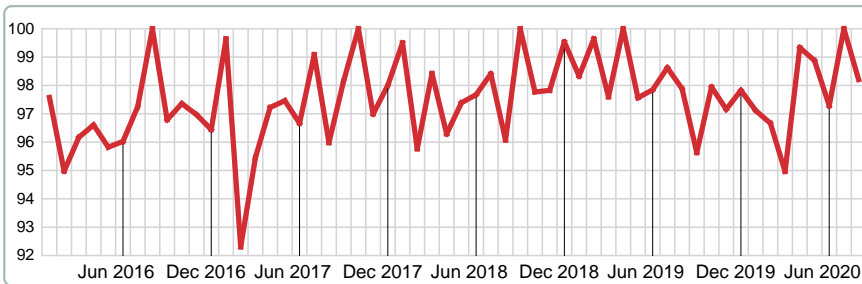
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

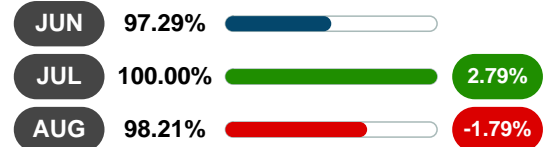


### 3 MONTHS

5 year AUG AVG = 97.63%

High Jul 2020 100.00% Low Feb 2017 92.31%

Median Sold/List Ratio this month at **98.21%**  
equal to 5 yr AUG average of **97.63%**



### 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
\$50,000 and less	<div style="width: 9.62%;"></div> 5	9.62%	100.00%	100.00%	104.78%	0.00%	0.00%
\$50,001 - \$100,000	<div style="width: 9.62%;"></div> 5	9.62%	100.00%	91.98%	106.21%	100.00%	0.00%
\$100,001 - \$150,000	<div style="width: 11.54%;"></div> 6	11.54%	88.21%	83.71%	92.37%	0.00%	0.00%
\$150,001 - \$200,000	<div style="width: 30.77%;"></div> 16	30.77%	99.71%	100.00%	100.00%	94.53%	99.42%
\$200,001 - \$250,000	<div style="width: 13.46%;"></div> 7	13.46%	98.00%	98.00%	98.19%	0.00%	0.00%
\$250,001 - \$350,000	<div style="width: 15.38%;"></div> 8	15.38%	95.67%	95.59%	97.10%	94.20%	0.00%
\$350,001 and up	<div style="width: 9.62%;"></div> 5	9.62%	92.05%	88.93%	86.64%	97.35%	92.05%
Median Sold/List Ratio		98.21%		95.59%	98.73%	96.36%	95.73%
Total Closed Units		52	100%	13	32	5	2
Total Closed Volume		10,583,849		1.91M	6.93M	1.18M	559.00K

# August 2020

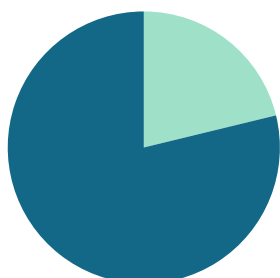
Area Delimited by County Of Bryan



## MARKET SUMMARY

Report produced on Sep 11, 2020 for MLS Technology Inc.

### INVENTORY

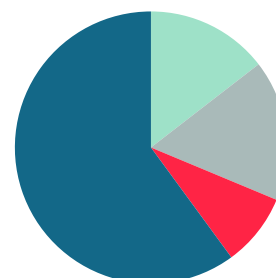


**Inventory**  
 New Listings  
**74 = 21.20%**  
 Start Inventory  
**275**  
 Total Inventory Units  
**349**  
 Volume  
**\$92,473,132**

### Market Activity

Closed Sales  
**52 = 14.53%**  
 Pending Sales  
**60 = 16.76%**  
 Other Off Market  
**31 = 8.66%**  
 Active Inventory  
**215 = 60.06%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	52	52	0.00%	388	408	5.15%
Pending Sales	52	60	15.38%	425	471	10.82%
New Listings	69	74	7.25%	722	734	1.66%
Median List Price	166,000	182,450	9.91%	162,250	163,500	0.77%
Median Sale Price	160,000	168,875	5.55%	158,550	155,250	-2.08%
Median Percent of Selling Price to List Price	97.88%	98.21%	0.33%	98.39%	97.93%	-0.47%
Median Days on Market to Sale	11.00	17.00	54.55%	23.00	17.50	-23.91%
Monthly Inventory	325	215	-33.85%	325	215	-33.85%
Months Supply of Inventory	6.74	4.38	-34.97%	6.74	4.38	-34.97%

**Absorption:** Last 12 months, an Average of **49** Sales/Month

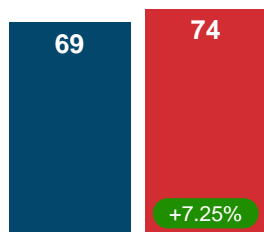
**Inventory** on August 31, 2020 = **215**

**2019** **2020**

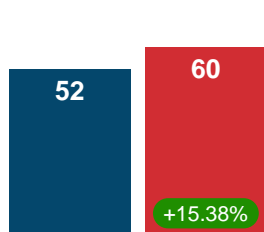
### AUGUST MARKET

### MEDIAN PRICES

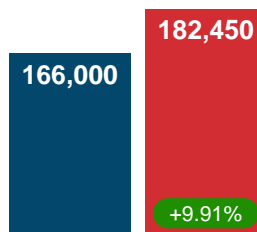
#### New Listings



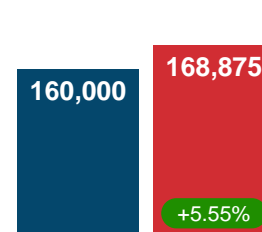
#### Pending Listings



#### List Price



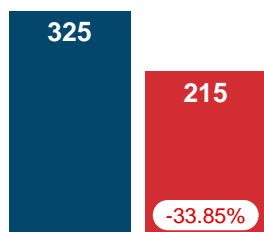
#### Sale Price



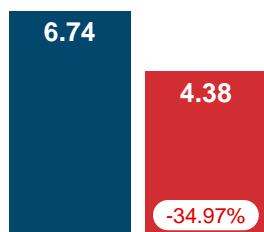
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

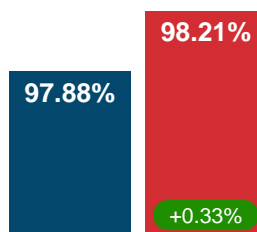
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

