

## February 2020

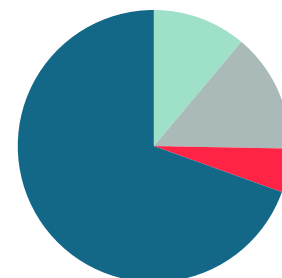
Area Delimited by County Of Bryan



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	February 2020	+/-%
Closed Listings	29	47	62.07%
Pending Listings	37	60	62.16%
New Listings	83	70	-15.66%
Median List Price	125,000	127,500	2.00%
Median Sale Price	97,450	127,500	30.84%
Median Percent of Selling Price to List Price	99.29%	96.67%	-2.64%
Median Days on Market to Sale	31.00	32.00	3.23%
End of Month Inventory	293	294	0.34%
Months Supply of Inventory	6.07	6.36	4.68%



■ Closed (11.11%)  
■ Pending (14.18%)  
■ Other OffMarket (5.20%)  
■ Active (69.50%)

**Absorption:** Last 12 months, an Average of **46** Sales/Month  
**Active Inventory** as of February 29, 2020 = **294**

## Analysis Wrap-Up

## Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of February 2020 rose **0.34%** to 294 existing homes available for sale. Over the last 12 months this area has had an average of 46 closed sales per month. This represents an unsold inventory index of **6.36** 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 **30.84%** in February 2020 to \$127,500 versus the previous year at \$97,450.

## Median Days on Market Lengthens

The median number of **32.00** days that homes spent on the market before selling increased by 1.00 days or **3.23%** in February 2020 compared to last year's same month at **31.00** DOM.

## Sales Success for February 2020 is Positive

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

There were 70 New Listings in February 2020, down **15.66%** from last year at 83. Furthermore, there were 47 Closed Listings this month versus last year at 29, a **62.07%** increase.

Closed versus Listed trends yielded a **67.1%** ratio, up from previous year's, February 2019, at **34.9%**, a **92.17%** upswing. This will certainly create pressure on an increasing 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

# February 2020

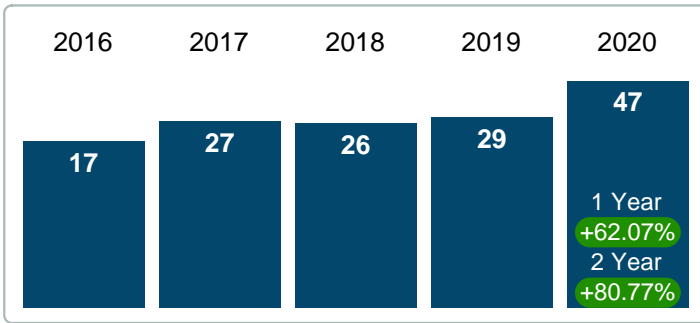
Area Delimited by County Of Bryan



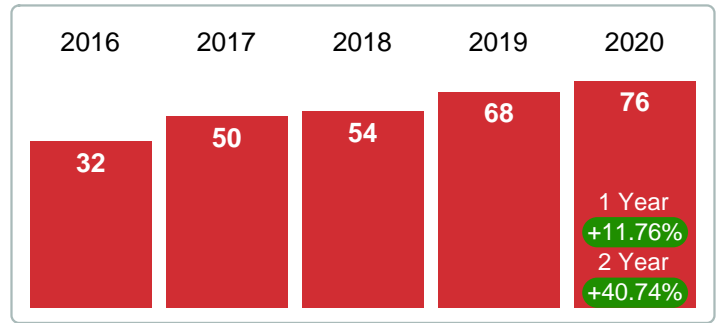
## CLOSED LISTINGS

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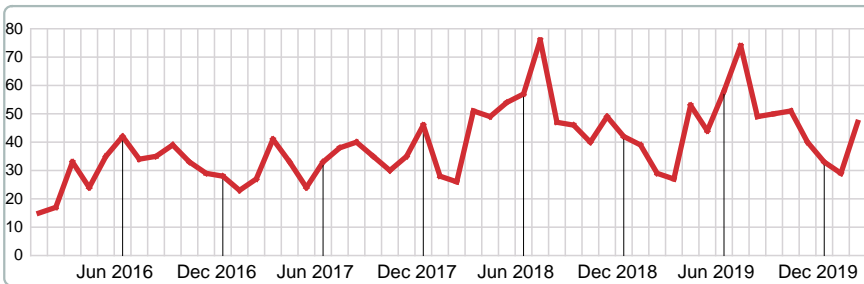
### FEBRUARY



### YEAR TO DATE (YTD)

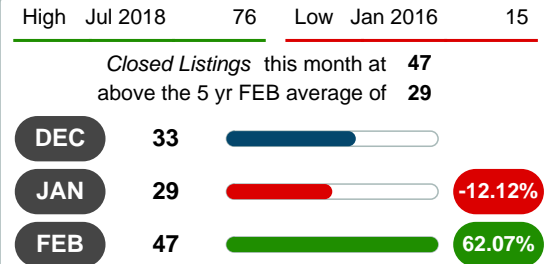


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 29



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	1	2.13%	7.0	1	0	0	0
\$30,001 - \$80,000	9	19.15%	27.0	7	2	0	0
\$80,001 - \$100,000	8	17.02%	26.5	2	5	0	1
\$100,001 - \$170,000	11	23.40%	57.0	1	7	3	0
\$170,001 - \$220,000	7	14.89%	26.0	1	5	1	0
\$220,001 - \$280,000	7	14.89%	68.0	0	5	2	0
\$280,001 and up	4	8.51%	70.5	0	0	2	2
<b>Total Closed Units</b>	<b>47</b>			<b>12</b>	<b>24</b>	<b>8</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>6,941,300</b>	<b>100%</b>	<b>32.0</b>	<b>777.75K</b>	<b>3.71M</b>	<b>1.71M</b>	<b>747.00K</b>
<b>Median Closed Price</b>	<b>\$127,500</b>			<b>\$35,000</b>	<b>\$145,000</b>	<b>\$226,950</b>	<b>\$300,000</b>

# February 2020

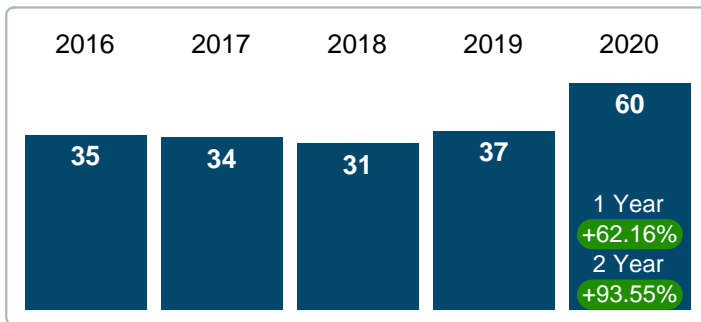
Area Delimited by County Of Bryan



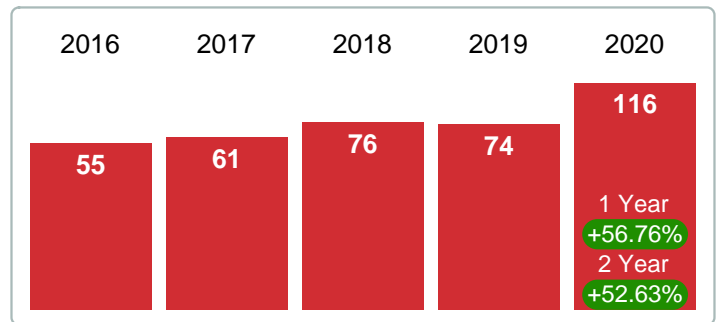
## PENDING LISTINGS

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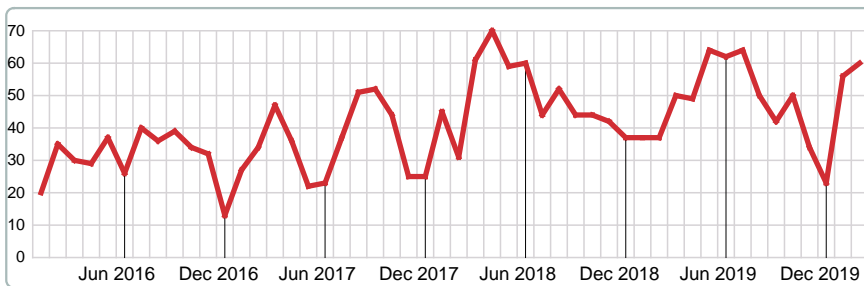
### FEBRUARY



### YEAR TO DATE (YTD)

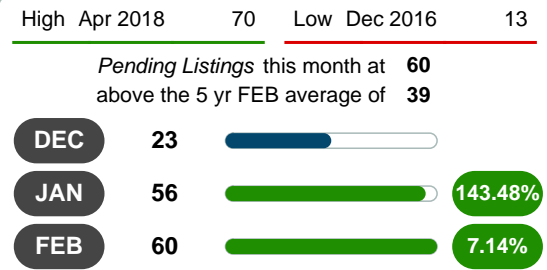


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 39



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	6.67%	3.0	4	0	0	0
\$30,001 - \$60,000	7	11.67%	1.0	4	3	0	0
\$60,001 - \$90,000	11	18.33%	31.0	6	5	0	0
\$90,001 - \$170,000	15	25.00%	27.0	1	10	4	0
\$170,001 - \$240,000	9	15.00%	27.0	1	5	3	0
\$240,001 - \$380,000	8	13.33%	62.5	1	3	3	1
\$380,001 and up	6	10.00%	107.0	1	5	0	0
<b>Total Pending Units</b>	<b>60</b>			<b>18</b>	<b>31</b>	<b>10</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>10,587,100</b>	<b>100%</b>	<b>24.5</b>	<b>2.26M</b>	<b>6.03M</b>	<b>2.02M</b>	<b>285.00K</b>
<b>Median Listing Price</b>	<b>\$127,450</b>			<b>\$69,950</b>	<b>\$139,900</b>	<b>\$174,200</b>	<b>\$285,000</b>

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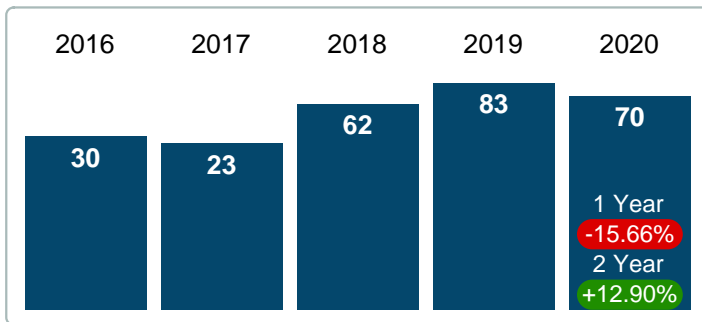
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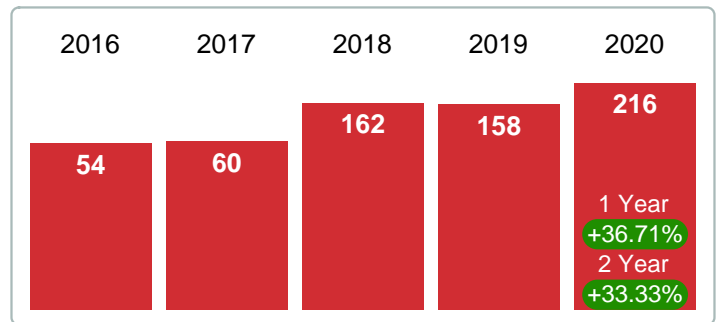
## NEW LISTINGS

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

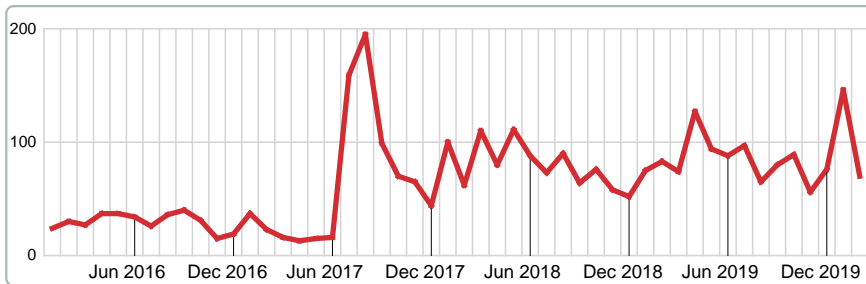
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 54

High Aug 2017 195 Low Apr 2017 13

New Listings this month at 70  
above the 5 yr FEB average of 54



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	7	10.00%	7	0	0	0
\$20,001 - \$40,000	7	10.00%	6	1	0	0
\$40,001 - \$90,000	14	20.00%	7	7	0	0
\$90,001 - \$170,000	15	21.43%	5	9	1	0
\$170,001 - \$250,000	11	15.71%	2	8	1	0
\$250,001 - \$470,000	9	12.86%	0	3	4	2
\$470,001 and up	7	10.00%	5	1	1	0
<b>Total New Listed Units</b>	<b>70</b>		<b>32</b>	<b>29</b>	<b>7</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>14,257,000</b>	<b>100%</b>	<b>6.02M</b>	<b>5.25M</b>	<b>2.27M</b>	<b>714.90K</b>
<b>Median New Listed Listing Price</b>	<b>\$138,700</b>		<b>\$56,700</b>	<b>\$139,900</b>	<b>\$259,900</b>	<b>\$357,450</b>

# February 2020

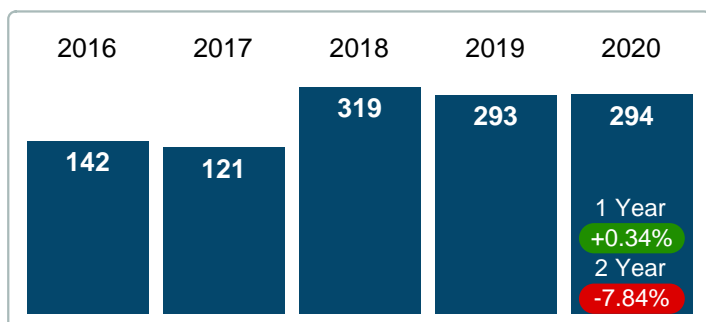
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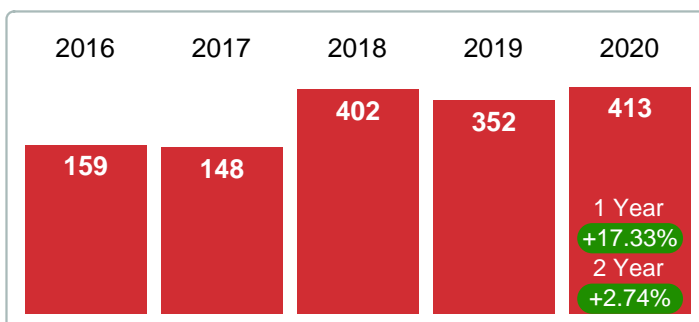
## ACTIVE INVENTORY

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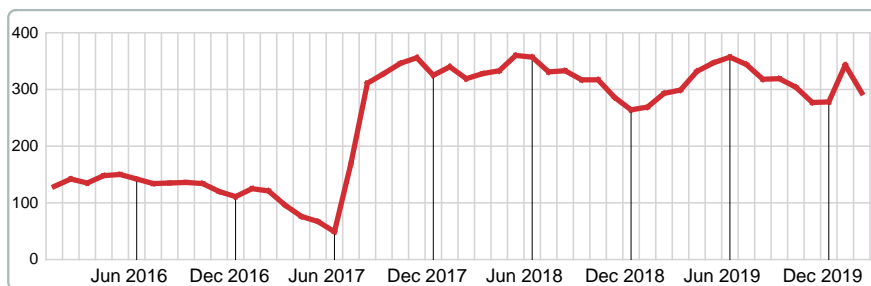
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

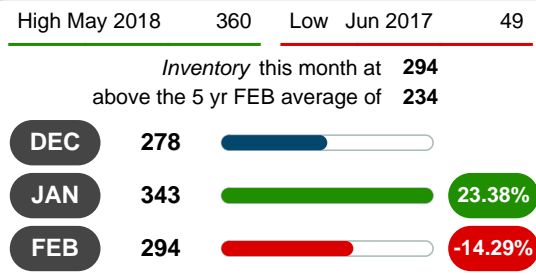


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 234



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	4	1.36%	14.5	4	0	0	0
\$10,001 - \$30,000	52	17.69%	48.0	52	0	0	0
\$30,001 - \$70,000	52	17.69%	46.5	48	4	0	0
\$70,001 - \$200,000	75	25.51%	58.0	29	41	4	1
\$200,001 - \$300,000	45	15.31%	37.0	12	20	11	2
\$300,001 - \$520,000	37	12.59%	89.0	13	7	9	8
\$520,001 and up	29	9.86%	79.0	17	4	6	2
<b>Total Active Inventory by Units</b>	<b>294</b>			<b>175</b>	<b>76</b>	<b>30</b>	<b>13</b>
<b>Total Active Inventory by Volume</b>	<b>71,386,605</b>	<b>100%</b>	<b>53.5</b>	<b>36.75M</b>	<b>16.39M</b>	<b>11.02M</b>	<b>7.22M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$139,900</b>			<b>\$45,000</b>	<b>\$185,400</b>	<b>\$310,000</b>	<b>\$465,000</b>

# February 2020

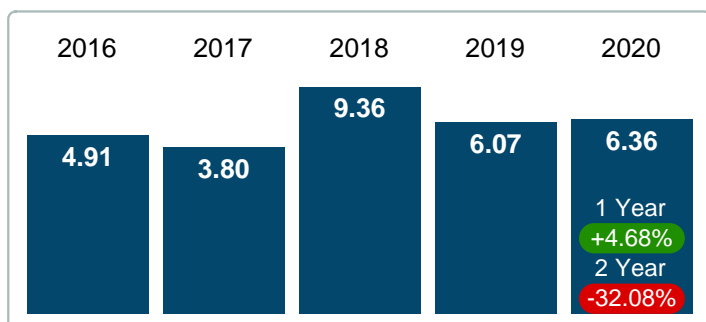
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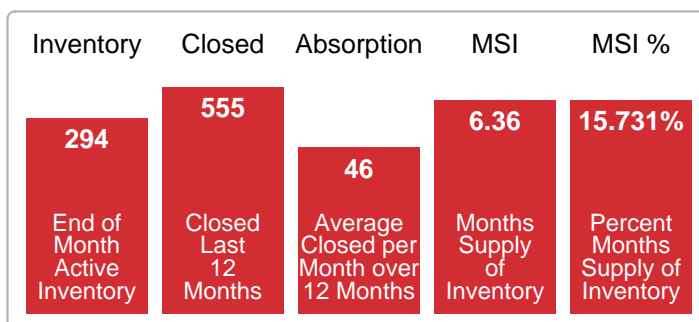
## MONTHS SUPPLY of INVENTORY (MSI)

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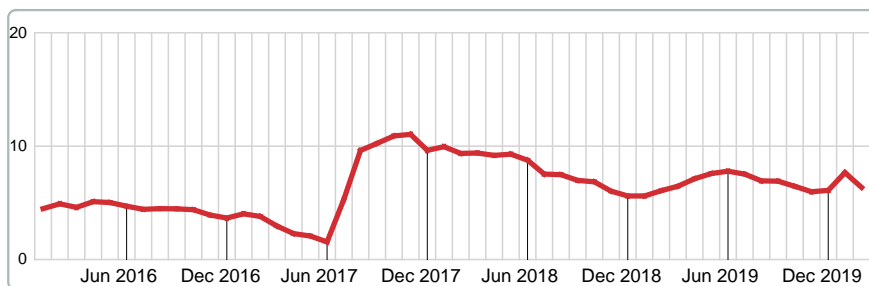
### MSI FOR FEBRUARY



### INDICATORS FOR FEBRUARY 2020



### 5 YEAR MARKET ACTIVITY TRENDS

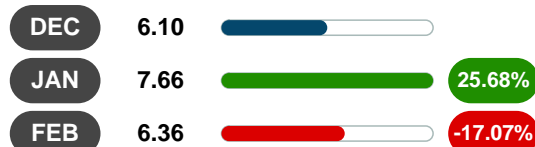


### 3 MONTHS

5 year FEB AVG = 6.10

High Nov 2017 11.04 Low Jun 2017 1.55

Months Supply this month at **6.36**  
above the 5 yr FEB average of **6.10**



### 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
\$10,000 and less	4	1.36%	48.00	48.00	0.00	0.00	0.00
\$10,001 - \$30,000	52	17.69%	24.96	27.13	0.00	0.00	0.00
\$30,001 - \$70,000	52	17.69%	10.95	16.94	2.29	0.00	0.00
\$70,001 - \$200,000	75	25.51%	2.85	4.97	2.40	1.30	3.00
\$200,001 - \$300,000	45	15.31%	5.24	16.00	3.87	4.40	12.00
\$300,001 - \$520,000	37	12.59%	11.10	26.00	6.46	7.71	13.71
\$520,001 and up	29	9.86%	26.77	29.14	48.00	24.00	12.00
Market Supply of Inventory (MSI)	6.36			14.00	3.00	4.24	9.75
Total Active Inventory by Units	294	100%	6.36	175	76	30	13

# February 2020

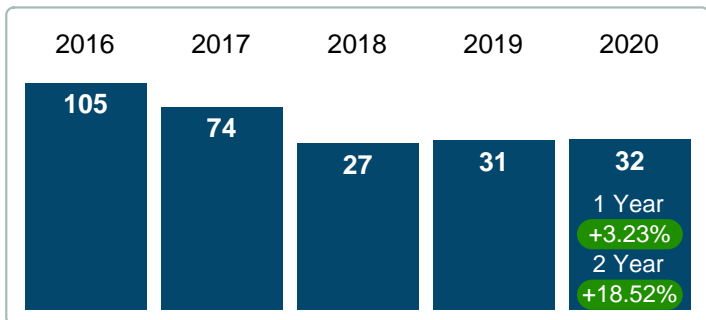
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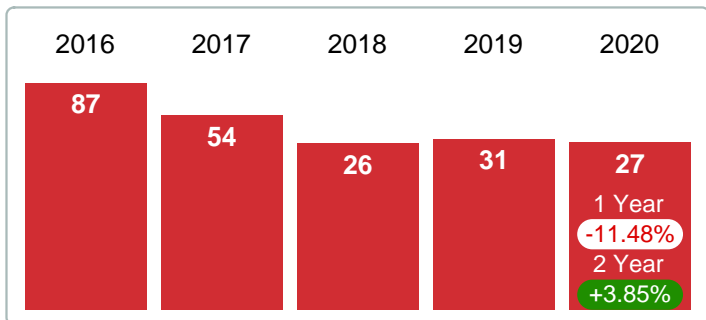
## MEDIAN DAYS ON MARKET TO SALE

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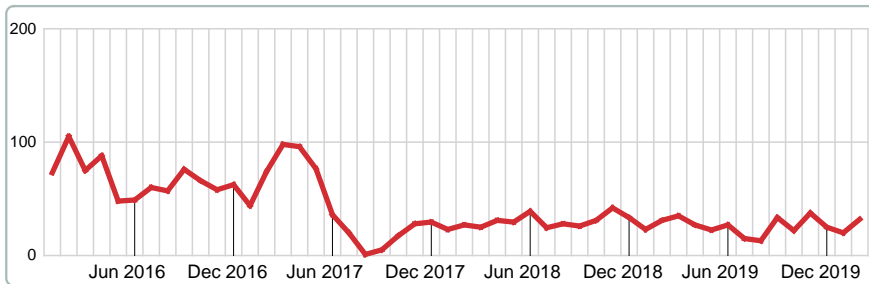
### FEBRUARY



### YEAR TO DATE (YTD)

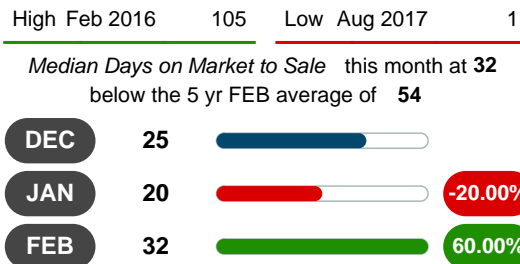


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 54



### 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
\$30,000 and less	2.13%	7	7	0	0	0
\$30,001 - \$80,000	19.15%	27	80	19	0	0
\$80,001 - \$100,000	17.02%	27	45	4	0	56
\$100,001 - \$170,000	23.40%	57	46	62	57	0
\$170,001 - \$220,000	14.89%	26	27	20	26	0
\$220,001 - \$280,000	14.89%	68	0	68	87	0
\$280,001 and up	8.51%	71	0	0	23	133
<b>Median Closed DOM</b>		<b>32</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>32.0</b>	<b>12</b>	<b>24</b>	<b>8</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>6,941,300</b>	<b>777.75K</b>	<b>3.71M</b>	<b>1.71M</b>	<b>747.00K</b>

# February 2020

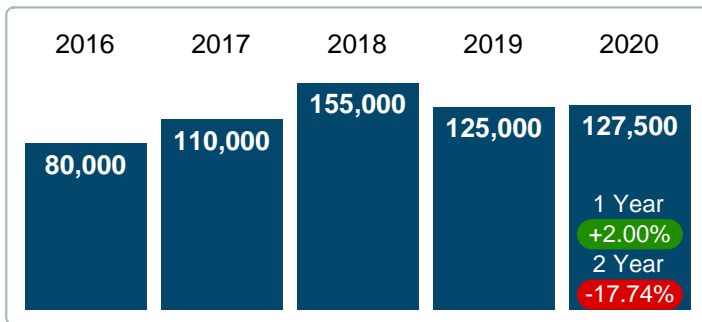
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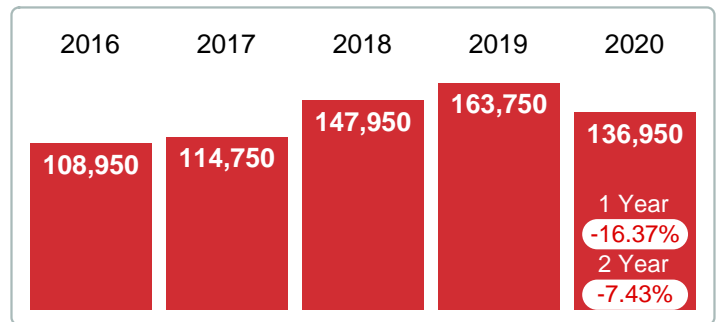
## MEDIAN LIST PRICE AT CLOSING

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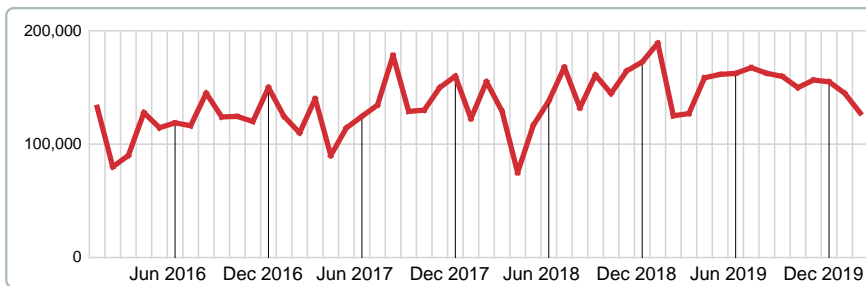
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

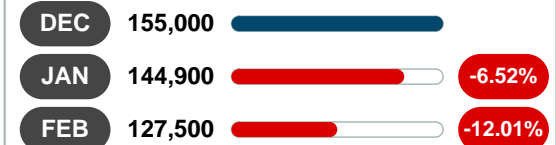


### 3 MONTHS

5 year FEB AVG = 119,500

High Jan 2019 189,000 Low Apr 2018 74,900

Median List Price at Closing this month at **127,500**  
above the 5 yr FEB average of **119,500**



### 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
\$30,000 and less	1	2.13%	30,000	30,000	0	0	0
\$30,001 - \$80,000	9	19.15%	38,000	38,000	60,000	0	0
\$80,001 - \$100,000	6	12.77%	94,700	0	91,900	0	97,500
\$100,001 - \$170,000	14	29.79%	126,250	125,000	141,900	127,500	0
\$170,001 - \$220,000	4	8.51%	197,150	204,400	187,450	218,000	0
\$220,001 - \$280,000	6	12.77%	234,900	0	229,900	239,900	0
\$280,001 and up	7	14.89%	299,000	0	285,425	299,000	345,000
Median List Price			127,500	38,000	147,450	228,950	325,000
Total Closed Units		100%	127,500	12	24	8	3
Total Closed Volume			7,283,850	883.30K	3.82M	1.79M	787.50K



# February 2020

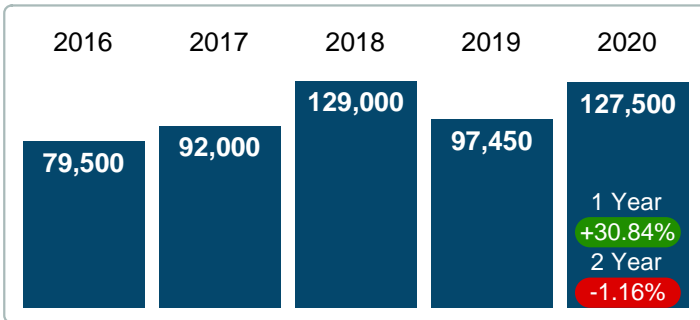
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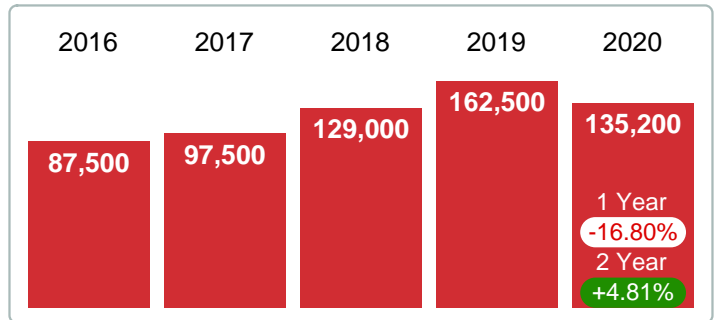
## MEDIAN SOLD PRICE AT CLOSING

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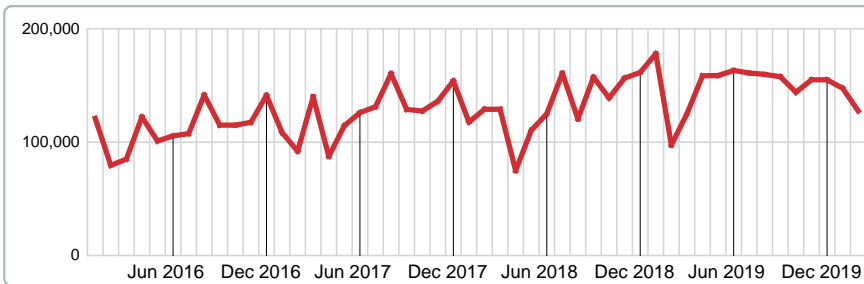
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

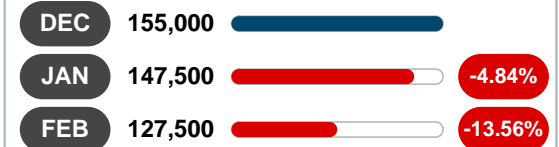


### 3 MONTHS

5 year FEB AVG = 105,090

High Jan 2019 178,000 Low Apr 2018 74,900

Median Sold Price at Closing this month at **127,500**  
 above the 5 yr FEB average of **105,090**



### 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
\$30,000 and less	1	2.13%	25,000	25,000	0	0	0
\$30,001 - \$80,000	9	19.15%	35,000	35,000	56,125	0	0
\$80,001 - \$100,000	8	17.02%	97,000	97,500	91,500	0	97,000
\$100,001 - \$170,000	11	23.40%	127,500	115,000	142,900	127,500	0
\$170,001 - \$220,000	7	14.89%	185,000	182,750	185,000	216,000	0
\$220,001 - \$280,000	7	14.89%	237,900	0	237,000	243,950	0
\$280,001 and up	4	8.51%	305,000	0	0	304,500	325,000
Median Sold Price			127,500	35,000	145,000	226,950	300,000
Total Closed Units		100%	127,500	12	24	8	3
Total Closed Volume			6,941,300	777.75K	3.71M	1.71M	747.00K

# February 2020

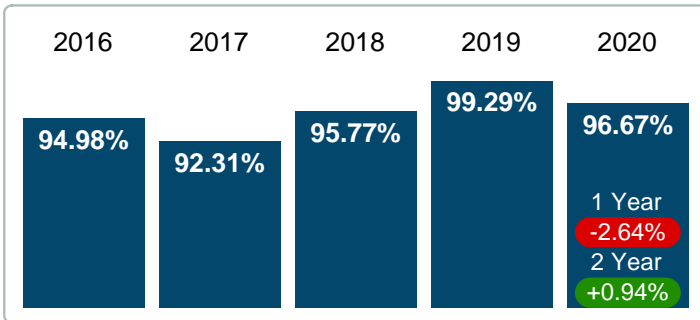
Area Delimited by County Of Bryan



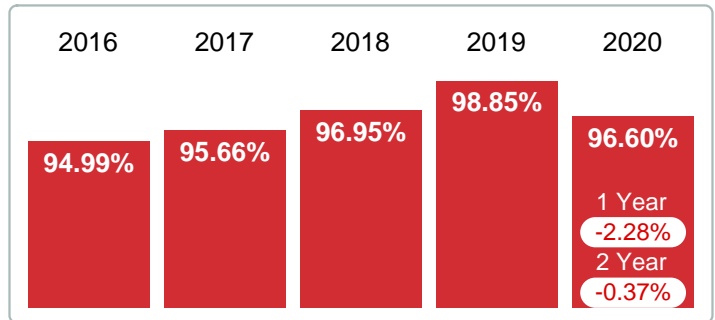
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

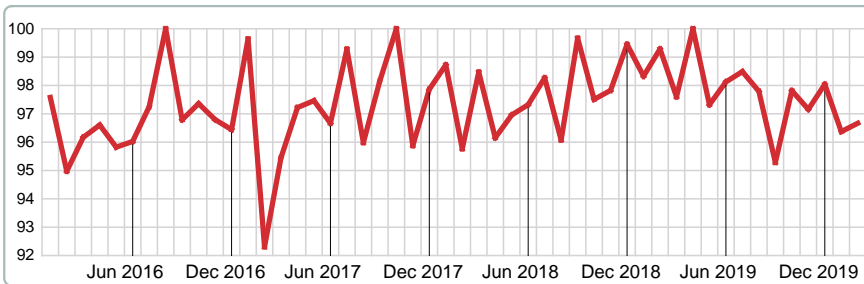
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 95.80%

High Apr 2019 100.00% Low Feb 2017 92.31%

Median Sold/List Ratio this month at **96.67%**  
above the 5 yr FEB average of **95.80%**



### 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
\$30,000 and less	1	2.13%	83.33%	83.33%	0.00%	0.00%	0.00%
\$30,001 - \$80,000	9	19.15%	92.11%	92.11%	90.31%	0.00%	0.00%
\$80,001 - \$100,000	8	17.02%	98.37%	78.00%	99.56%	0.00%	99.49%
\$100,001 - \$170,000	11	23.40%	97.46%	95.83%	100.00%	94.11%	0.00%
\$170,001 - \$220,000	7	14.89%	97.42%	89.41%	97.42%	99.08%	0.00%
\$220,001 - \$280,000	7	14.89%	96.77%	0.00%	96.77%	92.69%	0.00%
\$280,001 and up	4	8.51%	95.64%	0.00%	0.00%	97.69%	94.10%
Median Sold/List Ratio		96.67%		92.11%	97.69%	97.23%	95.89%
Total Closed Units		47	100%	12	24	8	3
Total Closed Volume		6,941,300		777.75K	3.71M	1.71M	747.00K

# February 2020

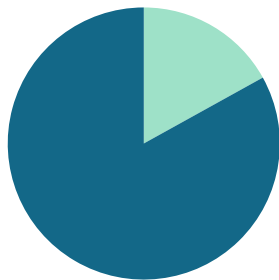
Area Delimited by County Of Bryan



## MARKET SUMMARY

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

### INVENTORY

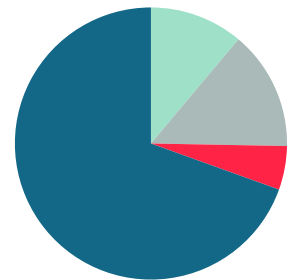


**Inventory**  
 New Listings  
**70 = 16.95%**  
 Start Inventory  
**343**  
 Total Inventory Units  
**413**  
 Volume  
**\$96,637,355**

### Market Activity

Closed Sales  
**47 = 11.11%**  
 Pending Sales  
**60 = 14.18%**  
 Other Off Market  
**22 = 5.20%**  
 Active Inventory  
**294 = 69.50%**

### MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	29	47	62.07%	68	76	11.76%
Pending Sales	37	60	62.16%	74	116	56.76%
New Listings	83	70	-15.66%	158	216	36.71%
Median List Price	125,000	127,500	2.00%	163,750	136,950	-16.37%
Median Sale Price	97,450	127,500	30.84%	162,500	135,200	-16.80%
Median Percent of Selling Price to List Price	99.29%	96.67%	-2.64%	98.85%	96.60%	-2.28%
Median Days on Market to Sale	31.00	32.00	3.23%	30.50	27.00	-11.48%
Monthly Inventory	293	294	0.34%	293	294	0.34%
Months Supply of Inventory	6.07	6.36	4.68%	6.07	6.36	4.68%

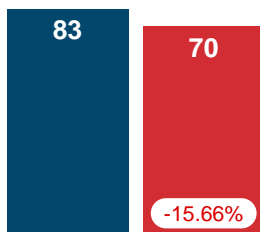
**Absorption:** Last 12 months, an Average of **46** Sales/Month

**Inventory** on February 29, 2020 = **294** 2019 2020

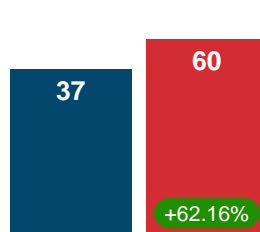
### FEBRUARY MARKET

### MEDIAN PRICES

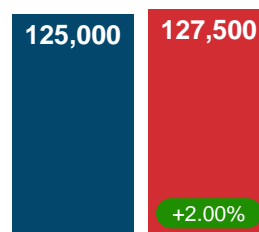
#### New Listings



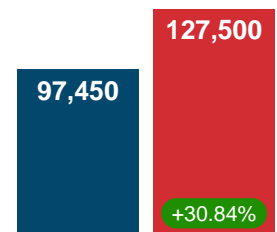
#### Pending Listings



#### List Price



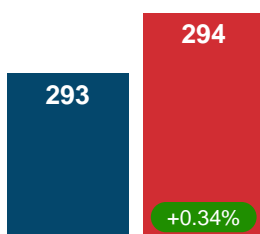
#### Sale Price



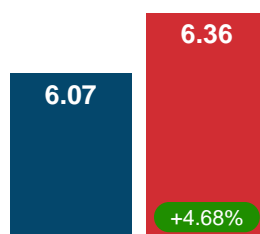
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

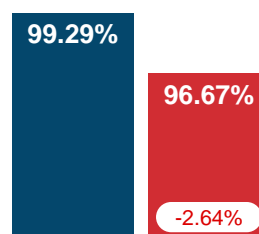
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

