



November 2020

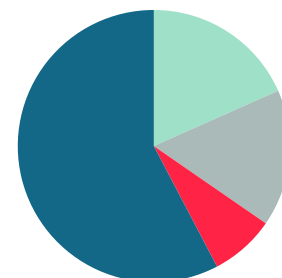
Area Delimited by County Of Bryan



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2019	2020	+/-%
Closed Listings	40	62	55.00%
Pending Listings	35	55	57.14%
New Listings	58	84	44.83%
Median List Price	156,500	158,784	1.46%
Median Sale Price	155,000	159,400	2.84%
Median Percent of Selling Price to List Price	97.16%	100.00%	2.93%
Median Days on Market to Sale	37.50	10.00	-73.33%
End of Month Inventory	288	195	-32.29%
Months Supply of Inventory	5.96	3.81	-36.04%



■ Closed (18.34%)
■ Pending (16.27%)
■ Other OffMarket (7.69%)
■ Active (57.69%)

Absorption: Last 12 months, an Average of **51** Sales/Month
Active Inventory as of November 30, 2020 = **195**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2020 decreased **32.29%** to 195 existing homes available for sale. Over the last 12 months this area has had an average of 51 closed sales per month. This represents an unsold inventory index of **3.81** 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 **2.84%** in November 2020 to \$159,400 versus the previous year at \$155,000.

Median Days on Market Shortens

The median number of **10.00** days that homes spent on the market before selling decreased by 27.50 days or **73.33%** in November 2020 compared to last year's same month at **37.50** DOM.

Sales Success for November 2020 is Positive

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

There were 84 New Listings in November 2020, up **44.83%** from last year at 58. Furthermore, there were 62 Closed Listings this month versus last year at 40, a **55.00%** increase.

Closed versus Listed trends yielded a **73.8%** ratio, up from previous year's, November 2019, at **69.0%**, a **7.02%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

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



November 2020

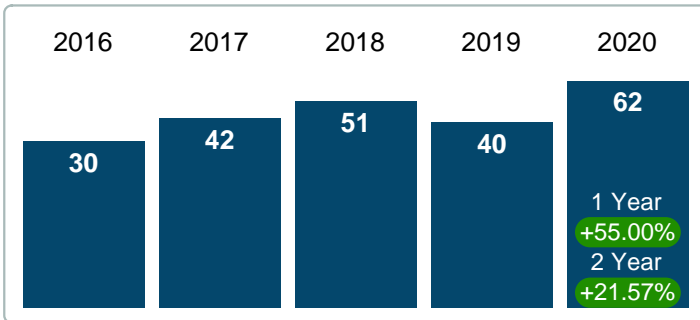
Area Delimited by County Of Bryan



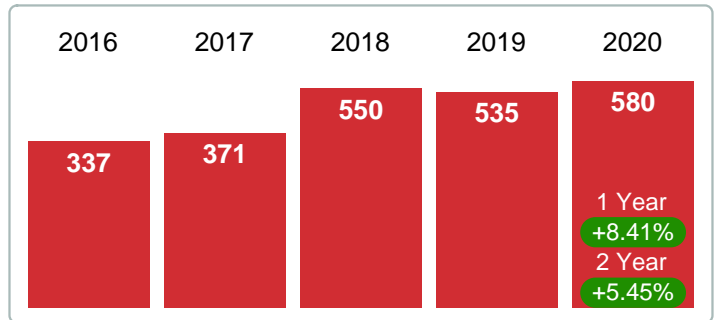
CLOSED LISTINGS

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

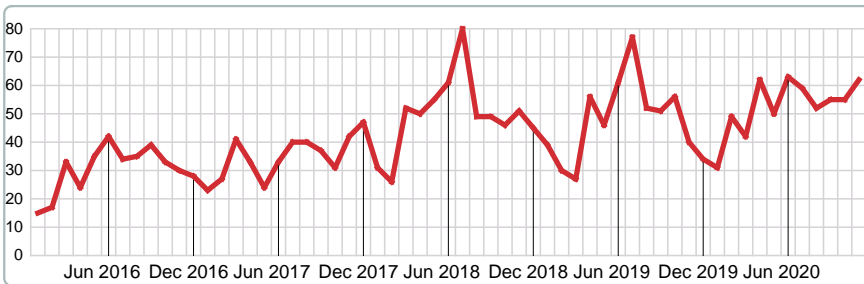
NOVEMBER



YEAR TO DATE (YTD)

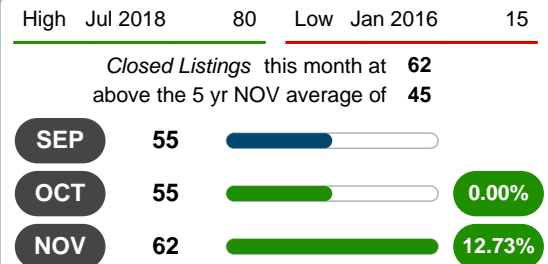


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 45



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	8	12.90%	50.5	8	0	0	0
\$50,001 - \$75,000	4	6.45%	1.5	2	2	0	0
\$75,001 - \$125,000	8	12.90%	34.5	5	2	1	0
\$125,001 - \$150,000	10	16.13%	11.5	1	7	2	0
\$150,001 - \$200,000	17	27.42%	1.0	1	15	0	1
\$200,001 - \$225,000	4	6.45%	14.0	0	2	2	0
\$225,001 and up	11	17.74%	16.0	0	7	2	2
Total Closed Units	62			17	35	7	3
Total Closed Volume	9,414,167	100%	10.0	1.23M	6.09M	1.30M	785.90K
Median Closed Price	\$159,400			\$54,000	\$163,600	\$215,000	\$265,000



November 2020

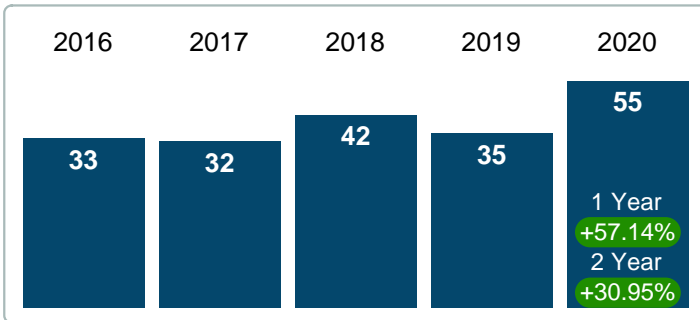
Area Delimited by County Of Bryan



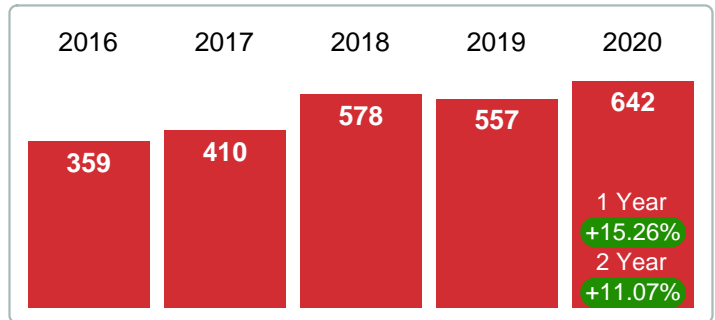
PENDING LISTINGS

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

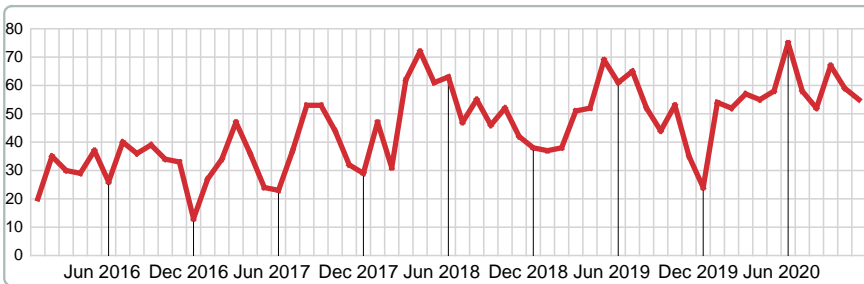
NOVEMBER



YEAR TO DATE (YTD)

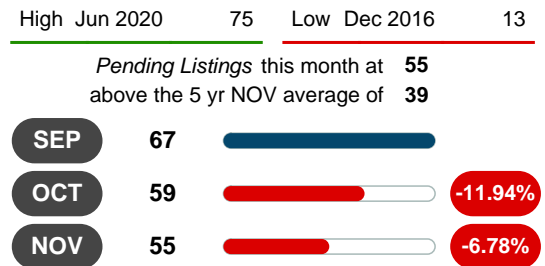


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV 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
\$50,000 and less	6	10.91%	98.0	5	0	1	0
\$50,001 - \$100,000	6	10.91%	71.0	2	3	1	0
\$100,001 - \$150,000	8	14.55%	13.0	1	6	1	0
\$150,001 - \$200,000	14	25.45%	1.0	0	13	1	0
\$200,001 - \$225,000	5	9.09%	7.0	0	4	1	0
\$225,001 - \$350,000	10	18.18%	7.5	1	7	1	1
\$350,001 and up	6	10.91%	68.5	3	1	2	0
Total Pending Units	55			12	34	8	1
Total Pending Volume	11,089,618	100%	7.0	2.54M	6.22M	2.03M	289.00K
Median Listing Price	\$169,277			\$79,450	\$172,089	\$194,750	\$289,000



November 2020

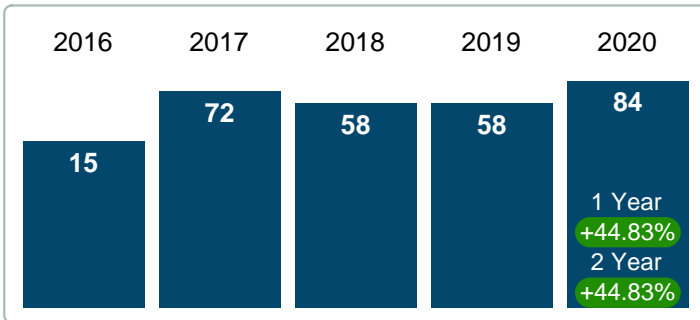
Area Delimited by County Of Bryan



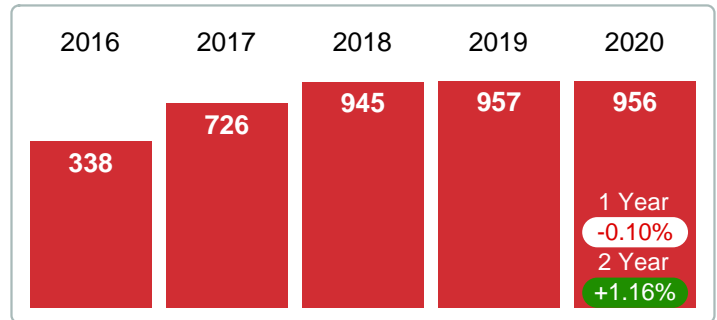
NEW LISTINGS

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

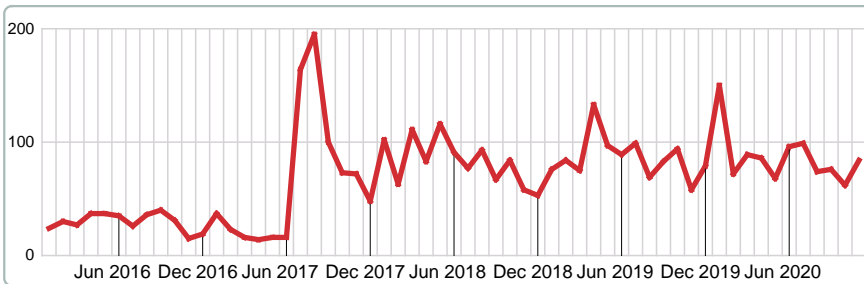
NOVEMBER



YEAR TO DATE (YTD)

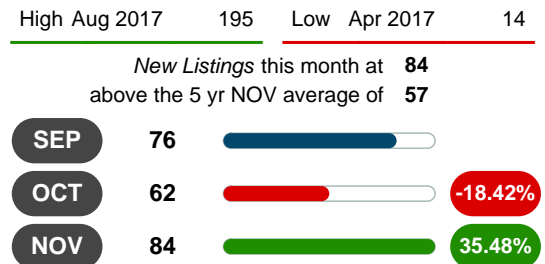


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 57



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	4	4.76%	4	0	0	0
\$25,001 - \$100,000	14	16.67%	11	2	1	0
\$100,001 - \$150,000	13	15.48%	4	8	0	1
\$150,001 - \$175,000	14	16.67%	2	12	0	0
\$175,001 - \$250,000	20	23.81%	1	16	3	0
\$250,001 - \$425,000	10	11.90%	6	2	2	0
\$425,001 and up	9	10.71%	4	1	1	3
Total New Listed Units	84		32	41	7	4
Total New Listed Volume	18,623,418	100%	6.58M	7.70M	1.91M	2.44M
Median New Listed Listing Price	\$172,089		\$137,000	\$174,900	\$250,000	\$534,500



November 2020

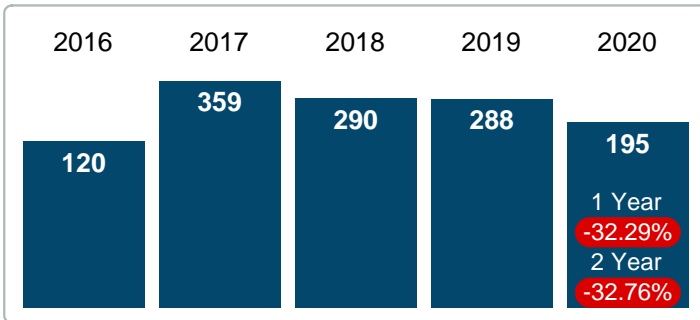
Area Delimited by County Of Bryan



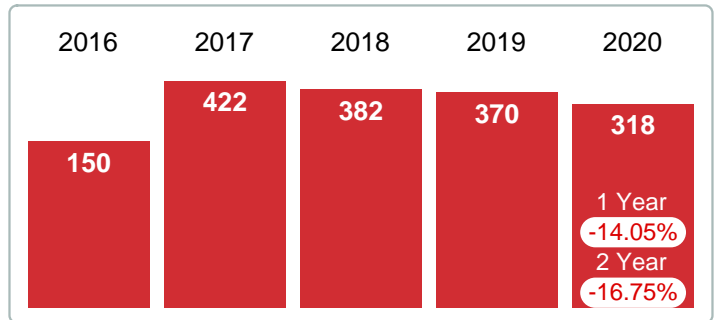
ACTIVE INVENTORY

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

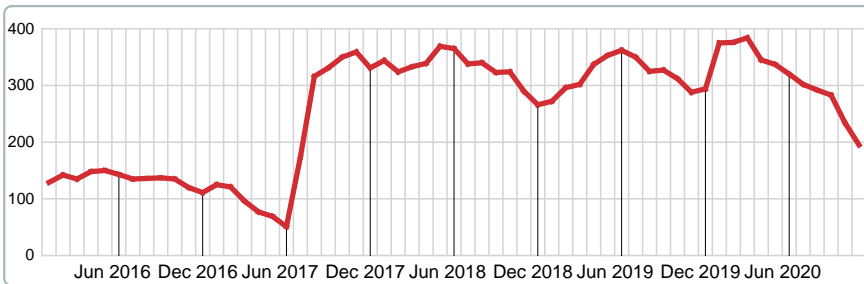
END OF NOVEMBER



ACTIVE DURING NOVEMBER

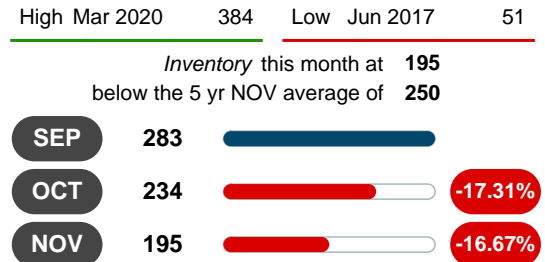


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 250



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	11	5.64%	108.0	11	0	0	0
\$25,001 - \$50,000	32	16.41%	119.0	30	2	0	0
\$50,001 - \$125,000	25	12.82%	74.0	19	5	0	1
\$125,001 - \$250,000	54	27.69%	54.5	15	31	8	0
\$250,001 - \$400,000	28	14.36%	76.0	15	4	9	0
\$400,001 - \$675,000	25	12.82%	99.0	16	2	2	5
\$675,001 and up	20	10.26%	95.5	13	0	3	4
Total Active Inventory by Units		195		119	44	22	10
Total Active Inventory by Volume		62,311,221	100%	33.70M	8.78M	12.02M	7.81M
Median Active Inventory Listing Price		\$199,000		\$125,000	\$179,950	\$309,000	\$619,500



November 2020

Area Delimited by County Of Bryan



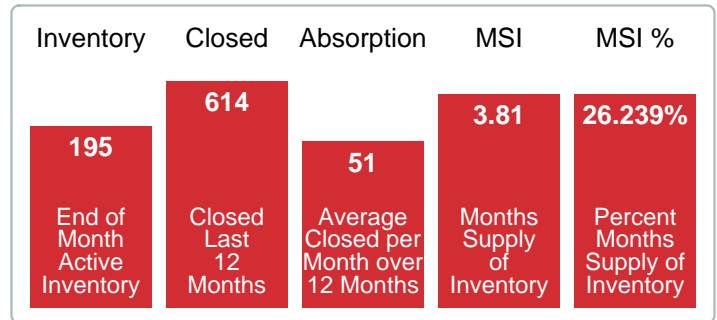
MONTHS SUPPLY of INVENTORY (MSI)

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

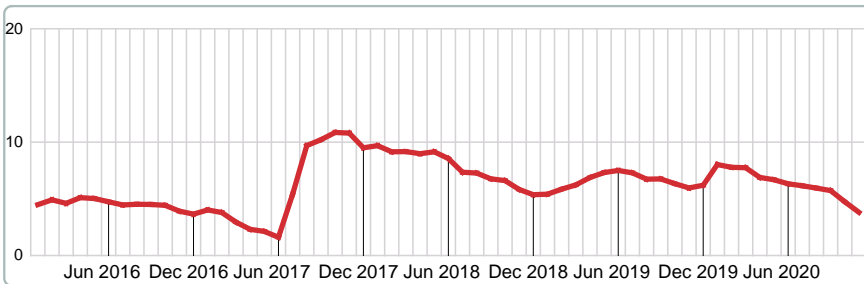
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2020



5 YEAR MARKET ACTIVITY TRENDS

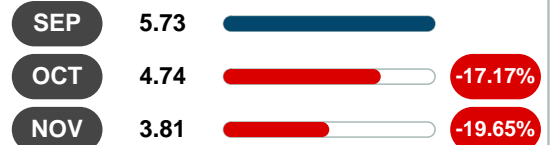


3 MONTHS

5 year NOV AVG = 6.06

High Oct 2017 10.85 Low Jun 2017 1.61

Months Supply this month at **3.81**
below the 5 yr NOV average of **6.06**



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	5.64%	3.77	4.00	0.00	0.00	0.00
\$25,001 - \$50,000	32	16.41%	7.68	9.47	2.40	0.00	0.00
\$50,001 - \$125,000	25	12.82%	1.97	3.35	0.82	0.00	12.00
\$125,001 - \$250,000	54	27.69%	2.27	5.29	1.90	1.88	0.00
\$250,001 - \$400,000	28	14.36%	5.42	25.71	1.92	5.40	0.00
\$400,001 - \$675,000	25	12.82%	13.04	192.00	3.00	3.00	10.00
\$675,001 and up	20	10.26%	40.00	52.00	0.00	36.00	0.00
Market Supply of Inventory (MSI)			3.81	7.76	1.67	2.87	5.45
Total Active Inventory by Units		100%	3.81	119	44	22	10



November 2020

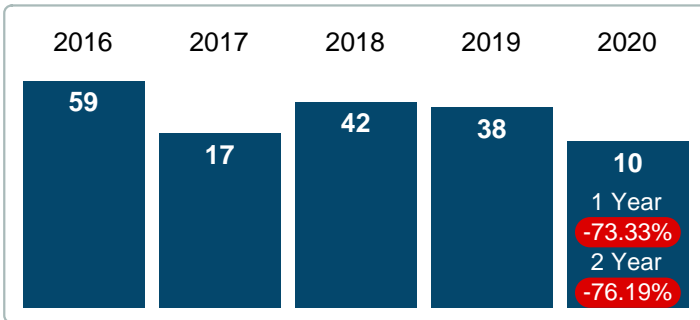
Area Delimited by County Of Bryan



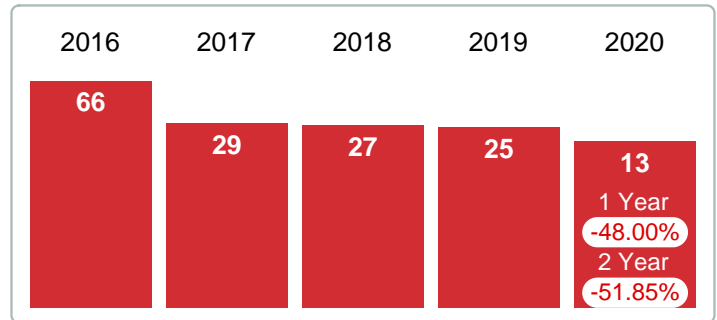
MEDIAN DAYS ON MARKET TO SALE

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

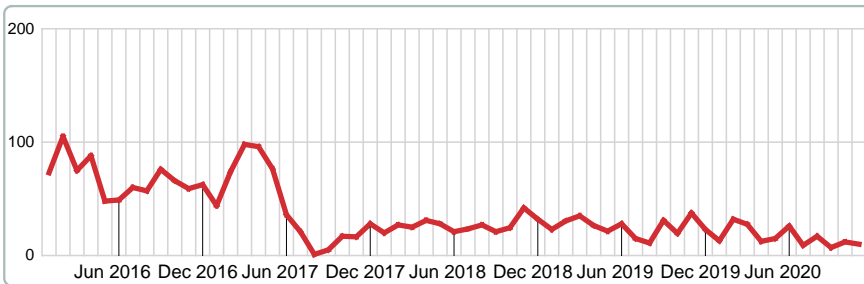
NOVEMBER



YEAR TO DATE (YTD)

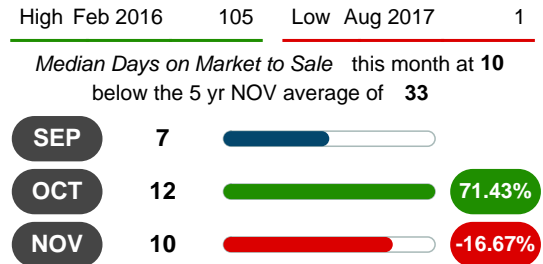


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 33



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	12.90%	51	51	0	0	0
\$50,001 - \$75,000	6.45%	2	1	54	0	0
\$75,001 - \$125,000	12.90%	35	20	61	2	0
\$125,001 - \$150,000	16.13%	12	41	10	7	0
\$150,001 - \$200,000	27.42%	1	91	1	0	117
\$200,001 - \$225,000	6.45%	14	0	14	16	0
\$225,001 and up	17.74%	16	0	16	11	59
Median Closed DOM		10	38	5	3	114
Total Closed Units	100%	62	17	35	7	3
Total Closed Volume		9,414,167	1.23M	6.09M	1.30M	785.90K



November 2020

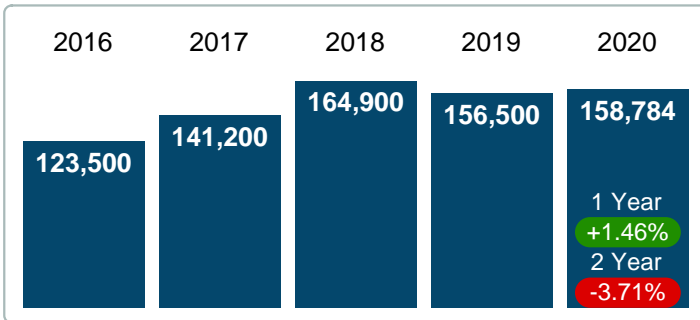
Area Delimited by County Of Bryan



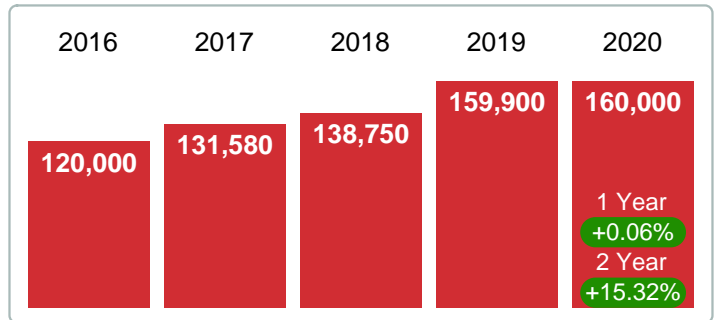
MEDIAN LIST PRICE AT CLOSING

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

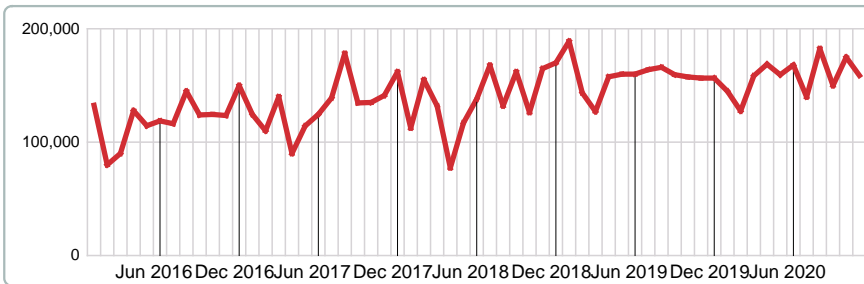
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

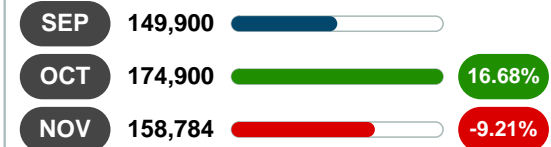


3 MONTHS

5 year NOV AVG = 148,977

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

Median List Price at Closing this month at **158,784**
 above the 5 yr NOV average of **148,977**



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	8	12.90%	47,500	47,500	0	0	0
\$50,001 - \$75,000	3	4.84%	65,000	60,000	69,900	0	0
\$75,001 - \$125,000	8	12.90%	90,450	94,200	89,900	91,000	0
\$125,001 - \$150,000	9	14.52%	145,000	139,950	145,000	140,000	0
\$150,001 - \$200,000	17	27.42%	168,000	0	166,500	0	175,500
\$200,001 - \$225,000	4	6.45%	217,500	0	220,000	215,000	0
\$225,001 and up	13	20.97%	247,500	239,000	245,000	249,900	317,000
Median List Price			158,784	55,000	168,000	215,000	289,000
Total Closed Units		100%	158,784	17	35	7	3
Total Closed Volume			9,759,810	1.35M	6.24M	1.35M	809.50K



November 2020

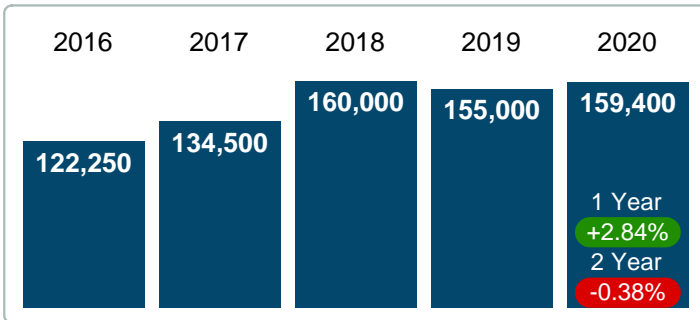
Area Delimited by County Of Bryan



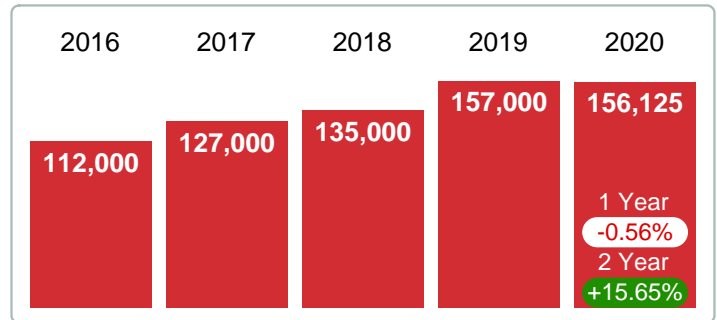
MEDIAN SOLD PRICE AT CLOSING

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

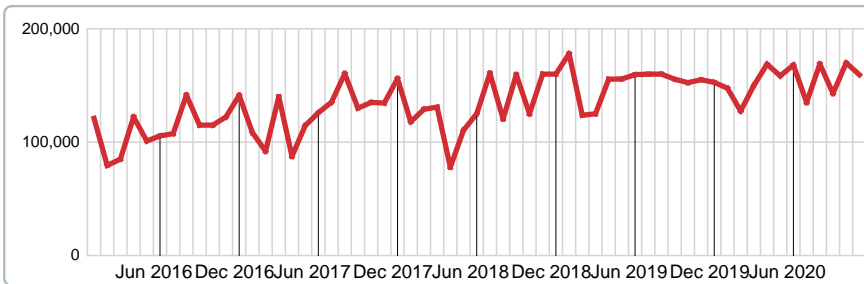
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

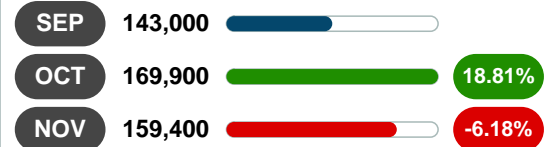


3 MONTHS

5 year NOV AVG = 146,230

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

Median Sold Price at Closing this month at **159,400**
above the 5 yr NOV average of **146,230**



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	12.90%	47,500	47,500	0	0	0
\$50,001 - \$75,000	6.45%	64,000	59,500	68,125	0	0
\$75,001 - \$125,000	12.90%	85,000	85,000	85,200	95,000	0
\$125,001 - \$150,000	16.13%	141,750	149,900	142,500	138,100	0
\$150,001 - \$200,000	27.42%	165,000	186,000	165,000	0	169,900
\$200,001 - \$225,000	6.45%	217,000	0	217,250	216,500	0
\$225,001 and up	17.74%	247,500	0	245,000	250,200	308,000
Median Sold Price		159,400	54,000	163,600	215,000	265,000
Total Closed Units	100%	159,400	17	35	7	3
Total Closed Volume		9,414,167	1.23M	6.09M	1.30M	785.90K



November 2020

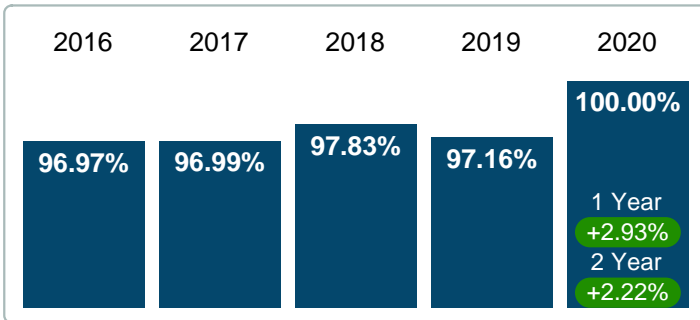
Area Delimited by County Of Bryan



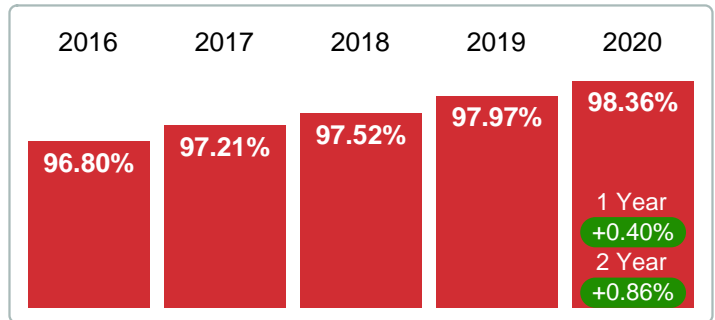
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

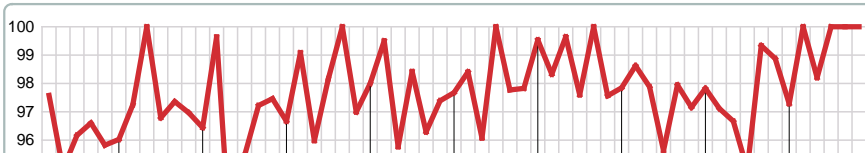
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 97.79%

High Nov 2020 100.00% Low Feb 2017 92.31%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr NOV average of **97.79%**

SEP 100.00%
OCT 100.00%
NOV 100.00%

0.00%
0.00%

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	8	12.90%	100.00%	100.00%	0.00%	0.00%	0.00%	
\$50,001 - \$75,000	4	6.45%	97.12%	99.09%	93.10%	0.00%	0.00%	
\$75,001 - \$125,000	8	12.90%	89.81%	89.23%	90.30%	104.40%	0.00%	
\$125,001 - \$150,000	10	16.13%	98.64%	100.00%	97.29%	98.72%	0.00%	
\$150,001 - \$200,000	17	27.42%	100.00%	77.82%	100.00%	0.00%	96.81%	
\$200,001 - \$225,000	4	6.45%	98.77%	0.00%	100.20%	95.89%	0.00%	
\$225,001 and up	11	17.74%	100.00%	0.00%	100.00%	94.64%	96.72%	
Median Sold/List Ratio		100.00%		100.00%	100.00%	98.20%	96.81%	
Total Closed Units		62	100%	100.00%	17	35	7	3
Total Closed Volume		9,414,167			1.23M	6.09M	1.30M	785.90K



November 2020

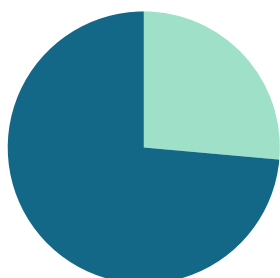
Area Delimited by County Of Bryan



MARKET SUMMARY

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

INVENTORY

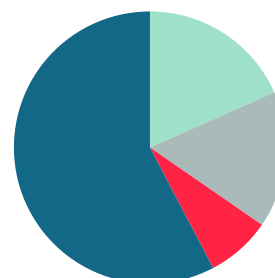


Inventory
 New Listings
84 = 26.42%
 Start Inventory
234
 Total Inventory Units
318
 Volume
\$87,897,457

Market Activity

Closed Sales
62 = 18.34%
 Pending Sales
55 = 16.27%
 Other Off Market
26 = 7.69%
 Active Inventory
195 = 57.69%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	40	62	55.00%	535	580	8.41%
Pending Sales	35	55	57.14%	557	642	15.26%
New Listings	58	84	44.83%	957	956	-0.10%
Median List Price	156,500	158,784	1.46%	159,900	160,000	0.06%
Median Sale Price	155,000	159,400	2.84%	157,000	156,125	-0.56%
Median Percent of Selling Price to List Price	97.16%	100.00%	2.93%	97.97%	98.36%	0.40%
Median Days on Market to Sale	37.50	10.00	-73.33%	25.00	13.00	-48.00%
Monthly Inventory	288	195	-32.29%	288	195	-32.29%
Months Supply of Inventory	5.96	3.81	-36.04%	5.96	3.81	-36.04%

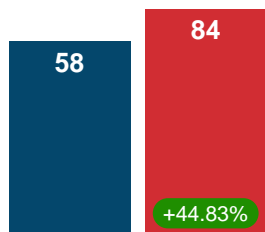
Absorption: Last 12 months, an Average of **51** Sales/Month

Inventory on November 30, 2020 = **195** 2019 2020

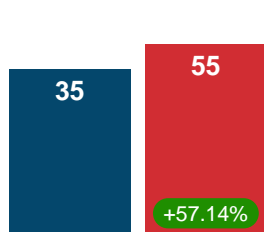
NOVEMBER MARKET

MEDIAN PRICES

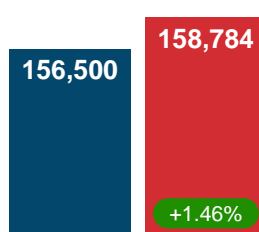
New Listings



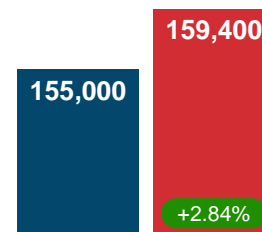
Pending Listings



List Price



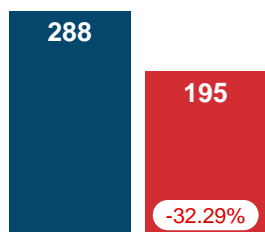
Sale Price



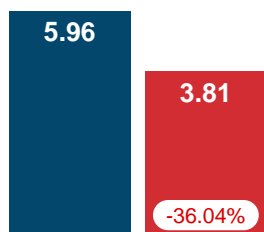
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

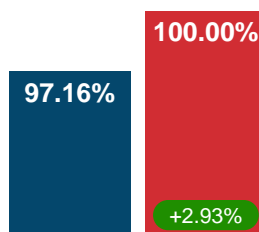
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

