

October 2020

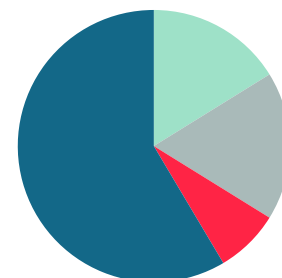
Area Delimited by County Of Bryan



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	October 2020	+/-%
Closed Listings	56	55	-1.79%
Pending Listings	53	60	13.21%
New Listings	94	62	-34.04%
Average List Price	173,894	202,744	16.59%
Average Sale Price	168,874	196,039	16.09%
Average Percent of Selling Price to List Price	95.26%	95.89%	0.66%
Average Days on Market to Sale	36.52	49.67	36.02%
End of Month Inventory	312	199	-36.22%
Months Supply of Inventory	6.34	4.03	-36.33%



■ Closed (16.18%)
■ Pending (17.65%)
■ Other OffMarket (7.65%)
■ Active (58.53%)

Absorption: Last 12 months, an Average of **49** Sales/Month
Active Inventory as of October 31, 2020 = **199**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2020 decreased **36.22%** to 199 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 **4.03** 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 **16.09%** in October 2020 to \$196,039 versus the previous year at \$168,874.

Average Days on Market Lengthens

The average number of **49.67** days that homes spent on the market before selling increased by 13.15 days or **36.02%** in October 2020 compared to last year's same month at **36.52** DOM.

Sales Success for October 2020 is Positive

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

There were 62 New Listings in October 2020, down **34.04%** from last year at 94. Furthermore, there were 55 Closed Listings this month versus last year at 56, a **-1.79%** decrease.

Closed versus Listed trends yielded a **88.7%** ratio, up from previous year's, October 2019, at **59.6%**, a **48.91%** upswing. 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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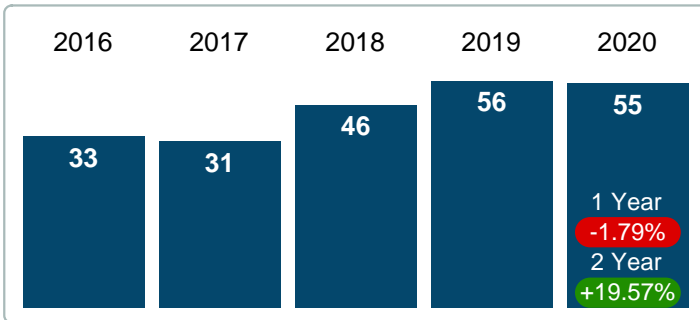
Area Delimited by County Of Bryan



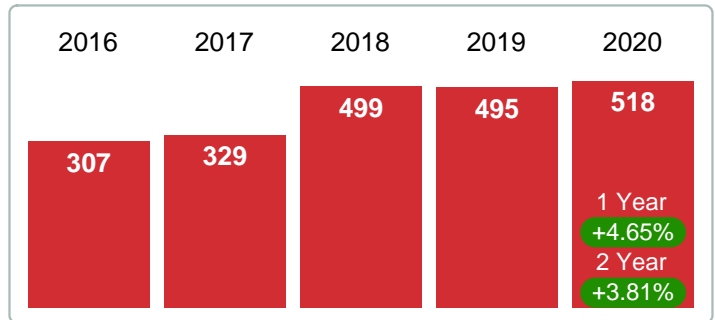
CLOSED LISTINGS

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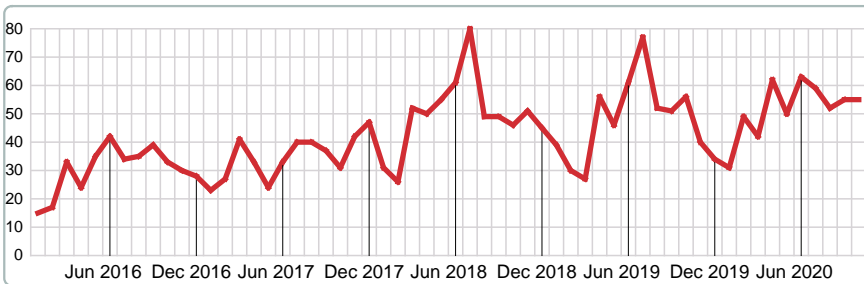
OCTOBER



YEAR TO DATE (YTD)

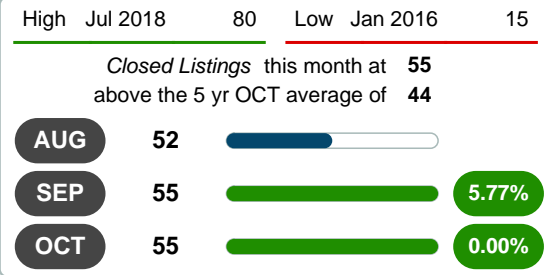


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 44



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	3.64%	20.0	2	0	0	0
\$25,001 - \$100,000	10	18.18%	65.2	8	2	0	0
\$100,001 - \$125,000	5	9.09%	45.8	3	2	0	0
\$125,001 - \$175,000	14	25.45%	13.4	4	10	0	0
\$175,001 - \$225,000	11	20.00%	29.0	1	8	2	0
\$225,001 - \$350,000	7	12.73%	112.6	0	3	3	1
\$350,001 and up	6	10.91%	86.0	1	1	2	2
Total Closed Units	55			19	26	7	3
Total Closed Volume	10,782,135	100%	49.7	2.35M	4.71M	2.20M	1.53M
Average Closed Price	\$196,039			\$123,805	\$181,078	\$313,829	\$508,333

October 2020



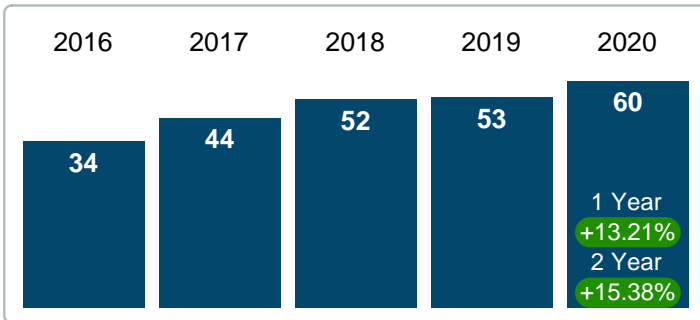
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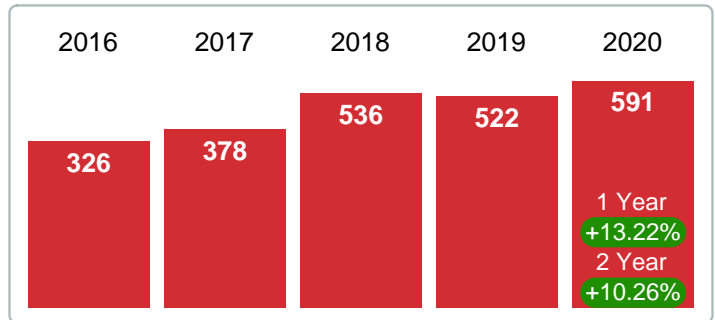
PENDING LISTINGS

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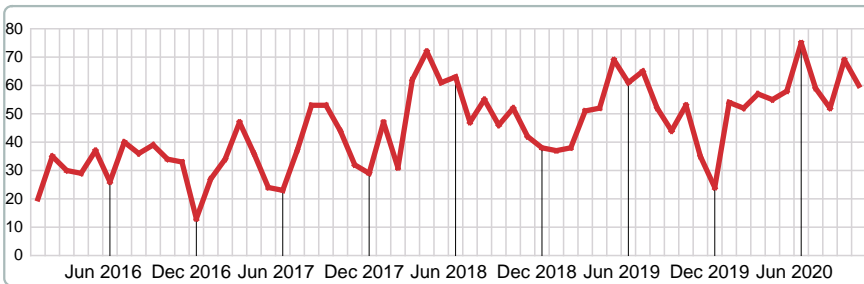
OCTOBER



YEAR TO DATE (YTD)

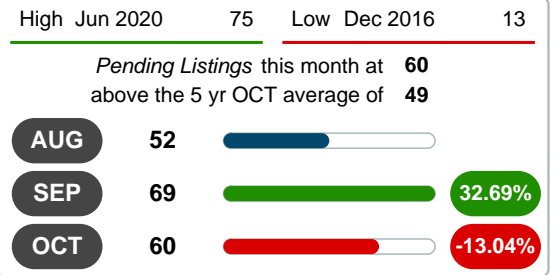


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 49



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	1	1.67%	2.0	0	1	0	0
\$25,001 - \$50,000	11	18.33%	57.5	11	0	0	0
\$50,001 - \$100,000	8	13.33%	72.3	6	1	1	0
\$100,001 - \$225,000	17	28.33%	55.6	4	11	2	0
\$225,001 - \$275,000	9	15.00%	89.8	3	4	2	0
\$275,001 - \$350,000	6	10.00%	83.8	0	2	4	0
\$350,001 and up	8	13.33%	64.0	2	2	3	1
Total Pending Units	60			26	21	12	1
Total Pending Volume	11,113,820	100%	147.8	3.07M	4.18M	3.46M	409.90K
Average Listing Price	\$189,680			\$118,020	\$198,948	\$288,125	\$409,900

October 2020



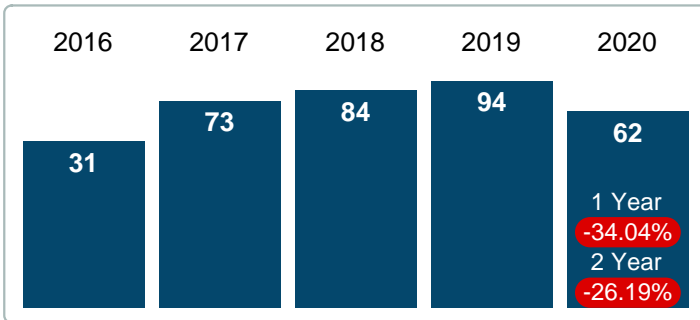
Area Delimited by County Of Bryan



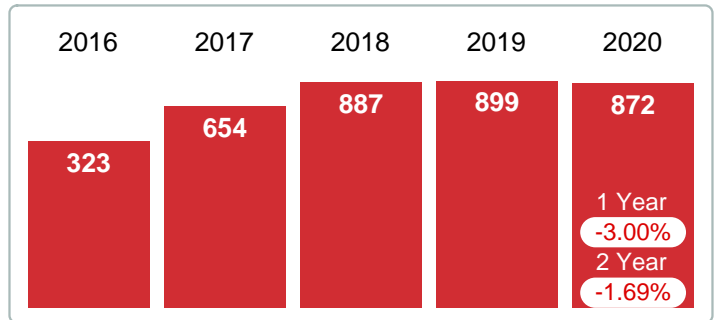
NEW LISTINGS

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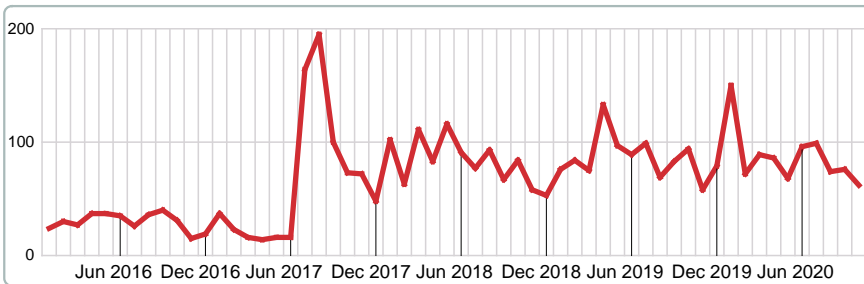
OCTOBER



YEAR TO DATE (YTD)

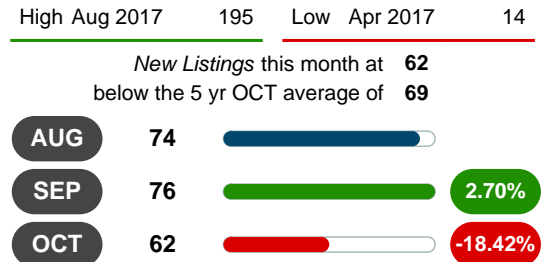


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 69



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	6	9.68%	5	1	0	0
\$40,001 - \$80,000	6	9.68%	6	0	0	0
\$80,001 - \$130,000	11	17.74%	9	1	1	0
\$130,001 - \$200,000	14	22.58%	0	9	5	0
\$200,001 - \$280,000	12	19.35%	2	9	1	0
\$280,001 - \$480,000	6	9.68%	2	1	3	0
\$480,001 and up	7	11.29%	4	0	1	2
Total New Listed Units	62		28	21	11	2
Total New Listed Volume	18,601,526	100%	7.27M	4.07M	5.89M	1.38M
Average New Listed Listing Price	\$40,000		\$259,474	\$193,683	\$535,082	\$691,500

October 2020

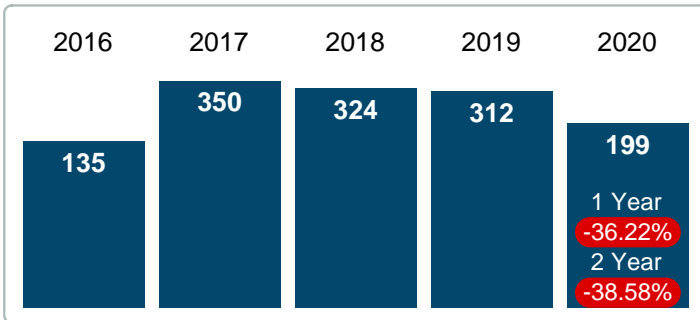
Area Delimited by County Of Bryan



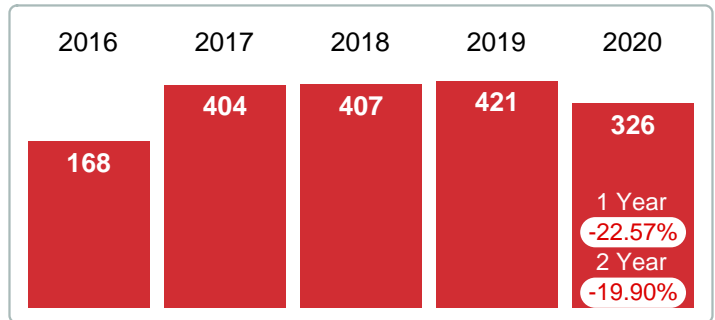
ACTIVE INVENTORY

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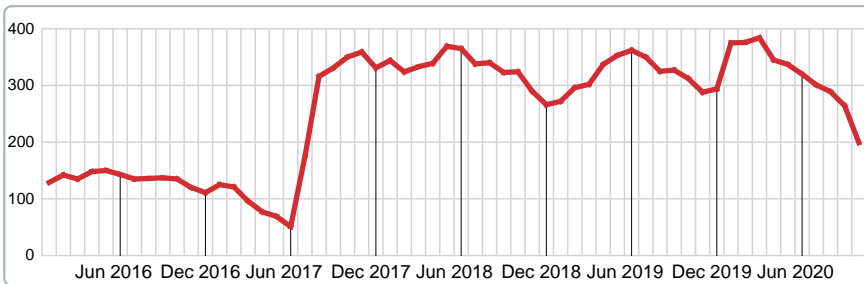
END OF OCTOBER



ACTIVE DURING OCTOBER

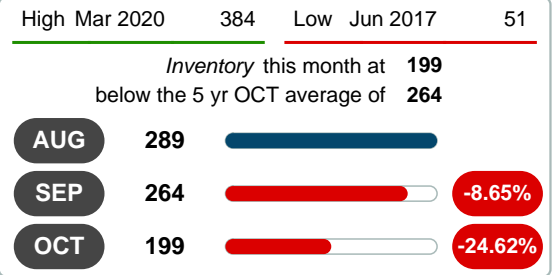


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 264



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	10	5.03%	137.7	10	0	0	0
\$25,001 - \$50,000	27	13.57%	156.1	26	1	0	0
\$50,001 - \$125,000	31	15.58%	69.9	23	7	1	0
\$125,001 - \$250,000	56	28.14%	73.9	12	31	12	1
\$250,001 - \$425,000	31	15.58%	87.6	17	5	7	2
\$425,001 - \$675,000	24	12.06%	117.3	17	1	2	4
\$675,001 and up	20	10.05%	103.8	12	1	4	3
Total Active Inventory by Units			199	117	46	26	10
Total Active Inventory by Volume			63,514,189	34.46M	9.69M	12.75M	6.61M
Average Active Inventory Listing Price			\$319,167	\$294,515	\$210,754	\$490,450	\$660,950

October 2020

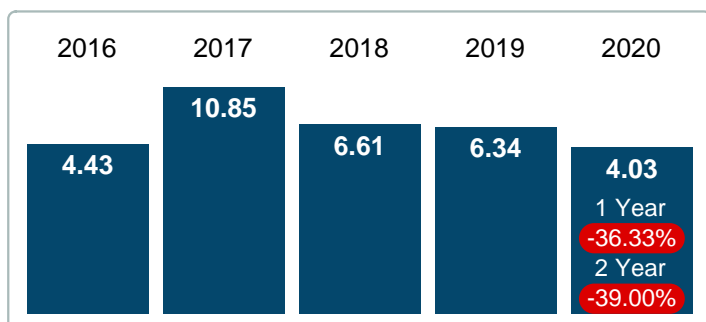
Area Delimited by County Of Bryan



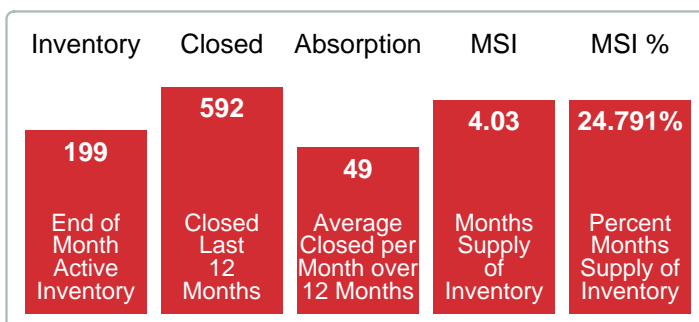
MONTHS SUPPLY of INVENTORY (MSI)

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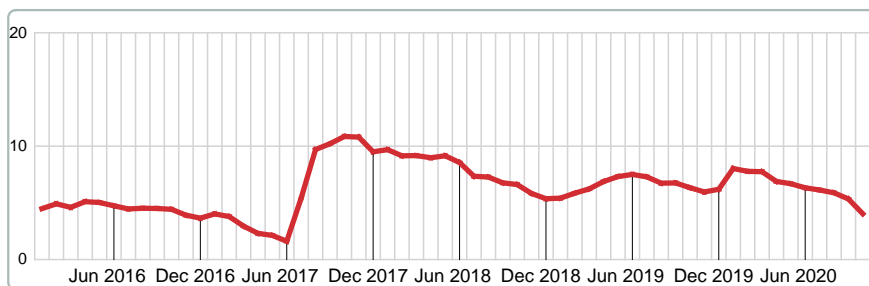
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020

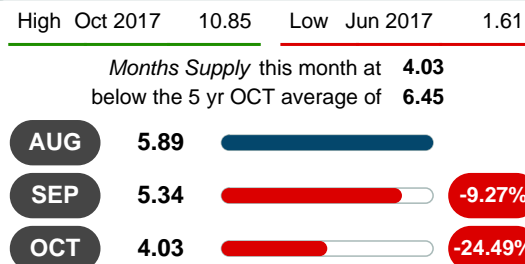


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 6.45



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	5.03%	3.24	3.43	0.00	0.00	0.00
\$25,001 - \$50,000	27	13.57%	6.61	8.67	1.09	0.00	0.00
\$50,001 - \$125,000	31	15.58%	2.53	4.18	1.18	1.33	0.00
\$125,001 - \$250,000	56	28.14%	2.52	4.00	2.09	2.94	3.00
\$250,001 - \$425,000	31	15.58%	5.64	25.50	2.22	4.00	2.40
\$425,001 - \$675,000	24	12.06%	15.16	204.00	1.71	3.43	12.00
\$675,001 and up	20	10.05%	34.29	48.00	6.00	48.00	36.00
Market Supply of Inventory (MSI)	4.03			7.59	1.85	3.51	6.00
Total Active Inventory by Units	199	100%	4.03	117	46	26	10

October 2020

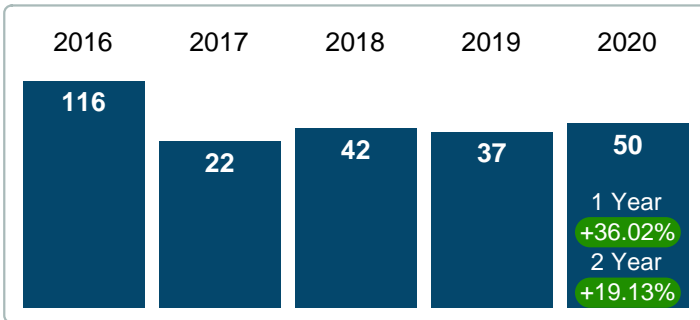
Area Delimited by County Of Bryan



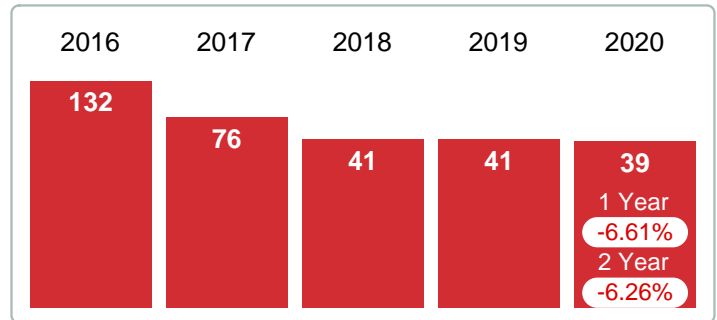
AVERAGE DAYS ON MARKET TO SALE

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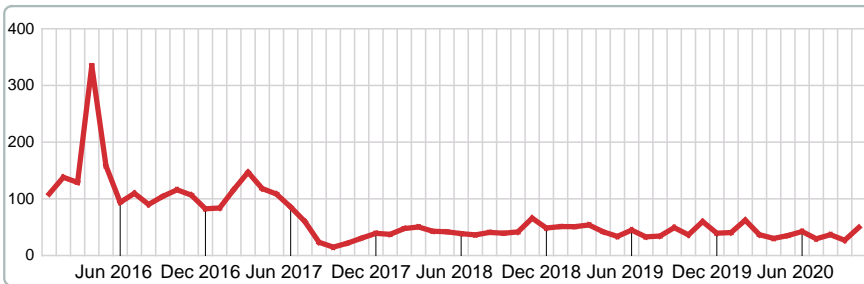
OCTOBER



YEAR TO DATE (YTD)

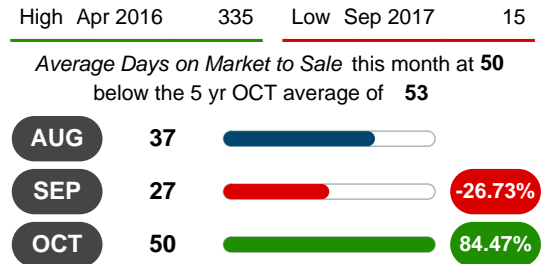


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 53



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
\$25,000 and less	3.64%	20	20	0	0	0
\$25,001 - \$100,000	18.18%	65	81	2	0	0
\$100,001 - \$125,000	9.09%	46	70	10	0	0
\$125,001 - \$175,000	25.45%	13	5	17	0	0
\$175,001 - \$225,000	20.00%	29	93	26	9	0
\$225,001 - \$350,000	12.73%	113	0	122	81	179
\$350,001 and up	10.91%	86	1	68	118	106
Average Closed DOM		50	53	32	71	130
Total Closed Units	100%	55	19	26	7	3
Total Closed Volume		10,782,135	2.35M	4.71M	2.20M	1.53M

October 2020



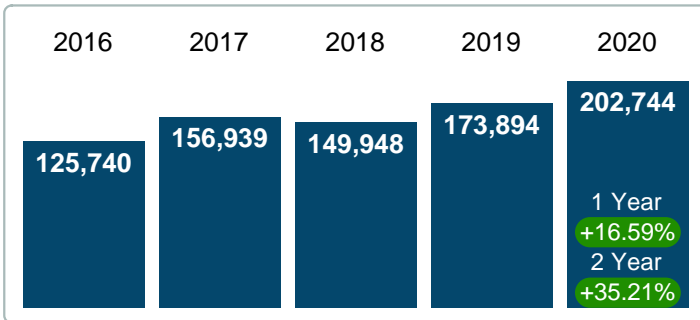
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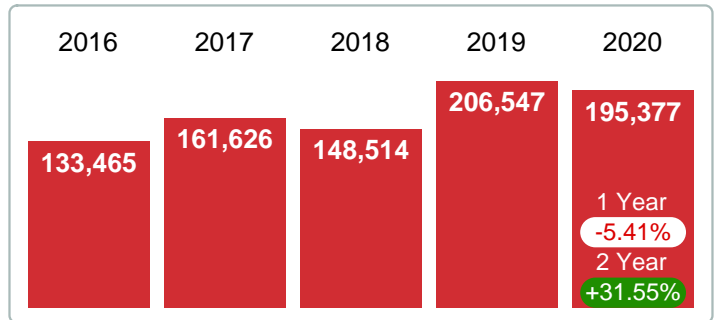
AVERAGE LIST PRICE AT CLOSING

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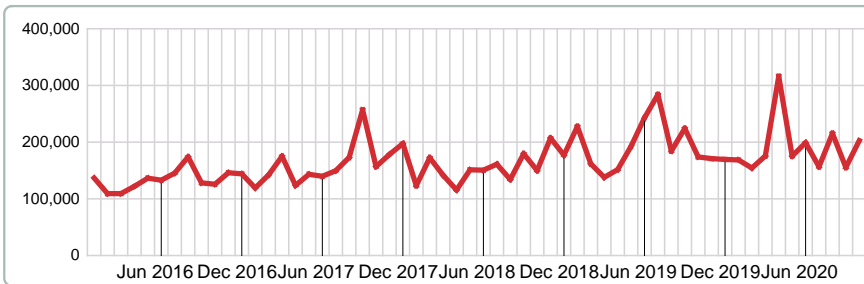
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

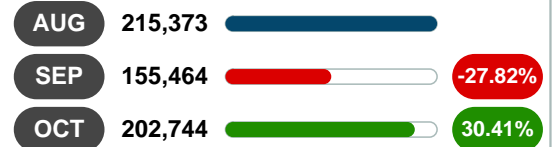


3 MONTHS

5 year OCT AVG = 161,853

High Apr 2020 316,054 Low Feb 2016 109,179

Average List Price at Closing this month at **202,744**
above the 5 yr OCT average of **161,853**



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
\$25,000 and less	1	1.82%	25,000	35,000	0	0	0
\$25,001 - \$100,000	11	20.00%	63,373	62,788	87,450	0	0
\$100,001 - \$125,000	4	7.27%	118,575	122,267	111,200	0	0
\$125,001 - \$175,000	13	23.64%	149,254	137,950	173,890	0	0
\$175,001 - \$225,000	12	21.82%	198,758	225,000	193,075	212,500	0
\$225,001 - \$350,000	8	14.55%	281,900	0	282,467	284,967	253,000
\$350,001 and up	6	10.91%	562,317	750,000	399,900	478,250	633,750
Average List Price			202,744	129,784	189,542	319,486	506,833
Total Closed Units		100%	202,744	19	26	7	3
Total Closed Volume				2.47M	4.93M	2.24M	1.52M

October 2020

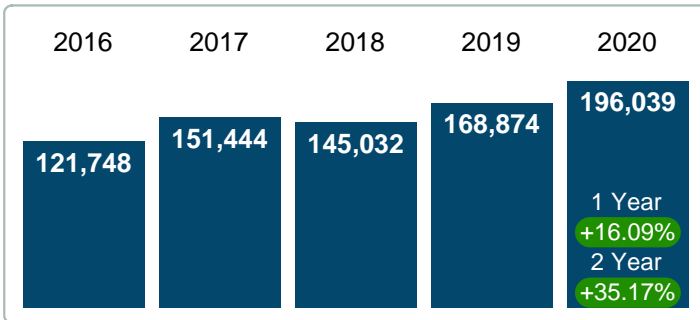
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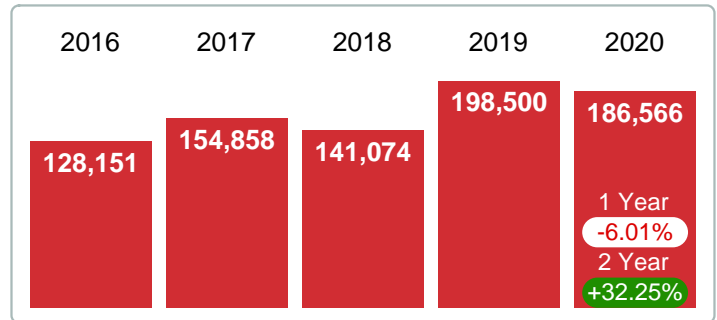
AVERAGE SOLD PRICE AT CLOSING

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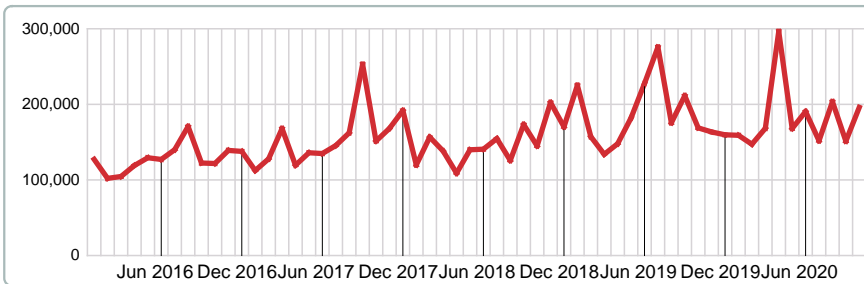
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

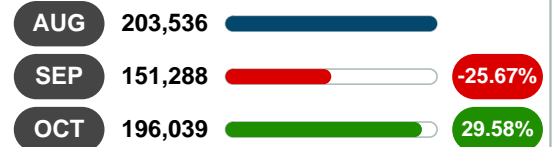


3 MONTHS

5 year OCT AVG = 156,627

High Apr 2020 296,407 Low Feb 2016 102,085

Average Sold Price at Closing this month at **196,039** above the 5 yr OCT average of **156,627**



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
\$25,000 and less	3.64%	22,500	22,500	0	0	0
\$25,001 - \$100,000	18.18%	63,650	59,813	79,000	0	0
\$100,001 - \$125,000	9.09%	112,033	112,133	111,882	0	0
\$125,001 - \$175,000	25.45%	150,434	135,600	156,367	0	0
\$175,001 - \$225,000	20.00%	195,982	200,000	193,850	202,500	0
\$225,001 - \$350,000	12.73%	276,371	0	278,933	285,933	240,000
\$350,001 and up	10.91%	557,333	750,000	375,000	467,000	642,500
Average Sold Price		196,039	123,805	181,078	313,829	508,333
Total Closed Units	100%	196,039	19	26	7	3
Total Closed Volume		10,782,135	2.35M	4.71M	2.20M	1.53M

October 2020



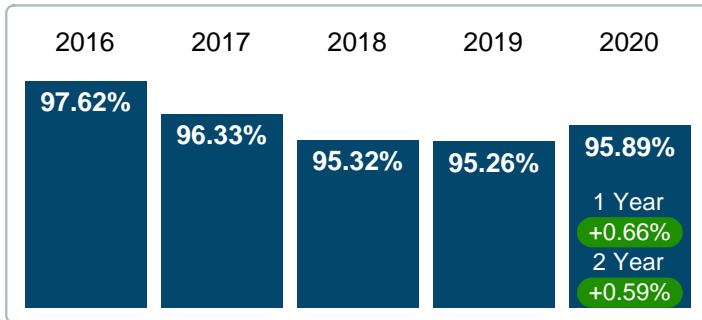
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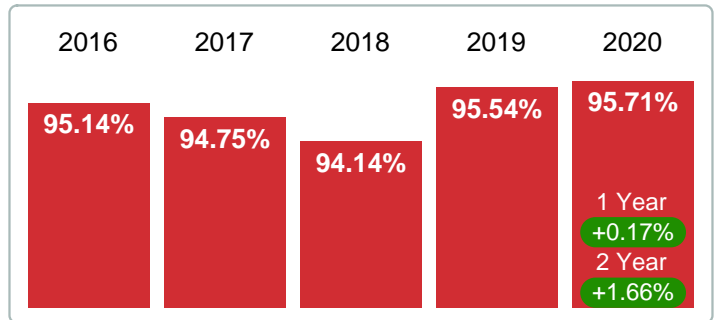
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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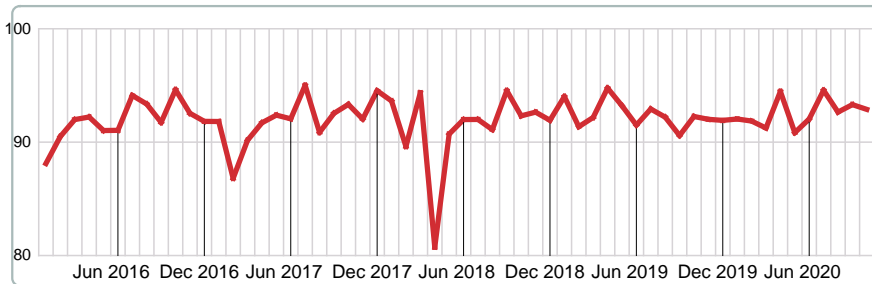
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

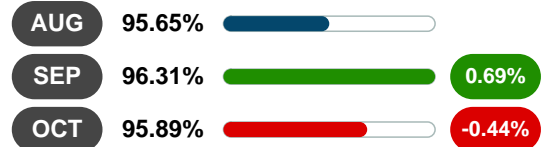


3 MONTHS

5 year OCT AVG = 96.08%

High Jul 2017 98.01% Low Apr 2018 83.74%

Average Sold/List Ratio this month at **95.89%** equal to 5 yr OCT average of **96.08%**



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
\$25,000 and less	2	3.64%	72.22%	72.22%	0.00%	0.00%	0.00%
\$25,001 - \$100,000	10	18.18%	95.27%	96.61%	89.89%	0.00%	0.00%
\$100,001 - \$125,000	5	9.09%	96.08%	92.98%	100.74%	0.00%	0.00%
\$125,001 - \$175,000	14	25.45%	94.83%	98.37%	93.41%	0.00%	0.00%
\$175,001 - \$225,000	11	20.00%	98.43%	88.89%	100.45%	95.12%	0.00%
\$225,001 - \$350,000	7	12.73%	98.92%	0.00%	98.93%	100.26%	94.86%
\$350,001 and up	6	10.91%	98.93%	100.00%	93.77%	97.55%	102.34%
Average Sold/List Ratio		95.90%		93.61%	96.52%	98.02%	99.85%
Total Closed Units		55	100%	19	26	7	3
Total Closed Volume		10,782,135		2.35M	4.71M	2.20M	1.53M

October 2020

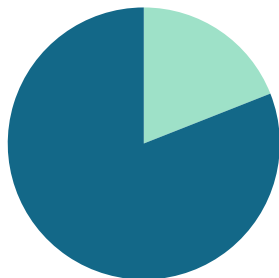
Area Delimited by County Of Bryan



MARKET SUMMARY

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

INVENTORY

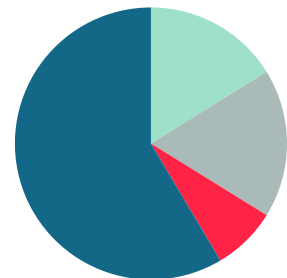


Inventory
 New Listings
62 = 19.02%
 Start Inventory
264
 Total Inventory Units
326
 Volume
\$93,404,075

Market Activity

Closed Sales
55 = 16.18%
 Pending Sales
60 = 17.65%
 Other Off Market
26 = 7.65%
 Active Inventory
199 = 58.53%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	56	55	-1.79%	495	518	4.65%
Pending Sales	53	60	13.21%	522	591	13.22%
New Listings	94	62	-34.04%	899	872	-3.00%
Average List Price	173,894	202,744	16.59%	206,547	195,377	-5.41%
Average Sale Price	168,874	196,039	16.09%	198,500	186,566	-6.01%
Average Percent of Selling Price to List Price	95.26%	95.89%	0.66%	95.54%	95.71%	0.17%
Average Days on Market to Sale	36.52	49.67	36.02%	41.39	38.66	-6.61%
Monthly Inventory	312	199	-36.22%	312	199	-36.22%
Months Supply of Inventory	6.34	4.03	-36.33%	6.34	4.03	-36.33%

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

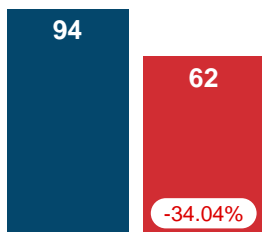
Inventory on October 31, 2020 = **199**

2019 **2020**

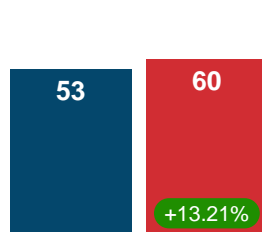
OCTOBER MARKET

AVERAGE PRICES

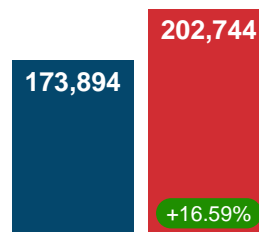
New Listings



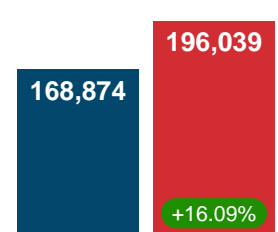
Pending Listings



List Price



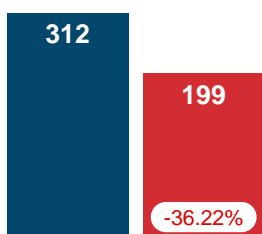
Sale Price



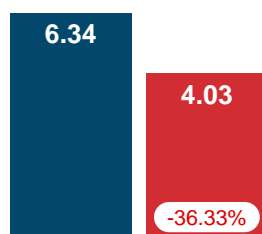
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

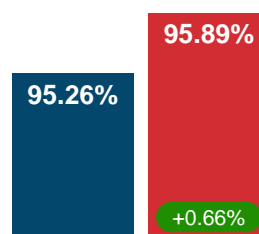
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

