

October 2020

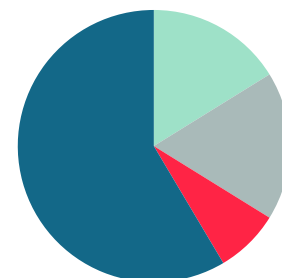
Area Delimited by County Of Bryan



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%
Median List Price	157,500	174,900	11.05%
Median Sale Price	152,500	169,900	11.41%
Median Percent of Selling Price to List Price	97.95%	100.00%	2.10%
Median Days on Market to Sale	19.50	12.00	-38.46%
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.

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 **11.41%** in October 2020 to \$169,900 versus the previous year at \$152,500.

Median Days on Market Shortens

The median number of **12.00** days that homes spent on the market before selling decreased by 7.50 days or **38.46%** in October 2020 compared to last year's same month at **19.50** DOM.

Sales Success for October 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 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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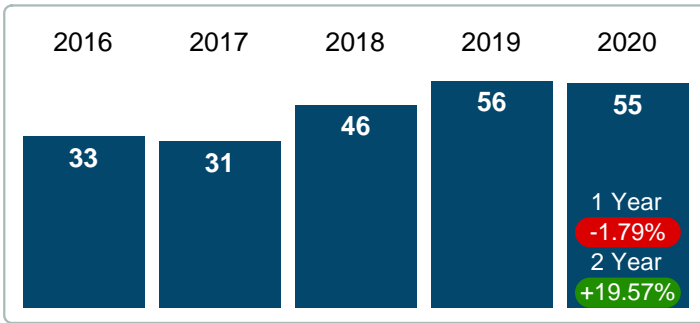
Area Delimited by County Of Bryan



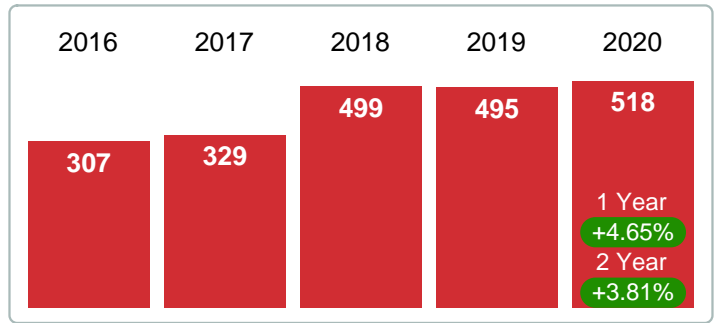
CLOSED LISTINGS

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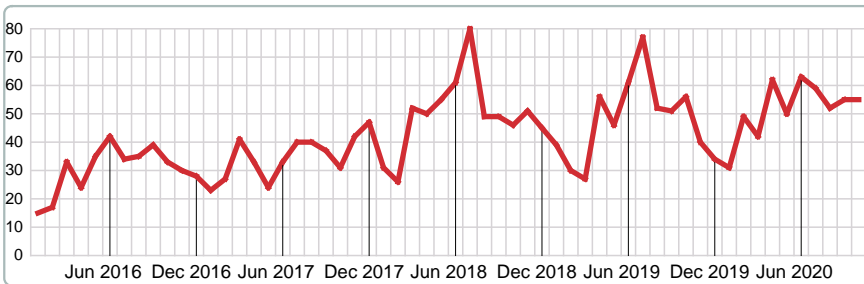
OCTOBER



YEAR TO DATE (YTD)

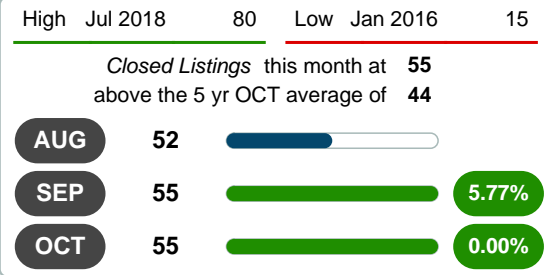


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 44



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	3.5	8	2	0	0
\$100,001 - \$125,000	5	9.09%	16.0	3	2	0	0
\$125,001 - \$175,000	14	25.45%	6.5	4	10	0	0
\$175,001 - \$225,000	11	20.00%	12.0	1	8	2	0
\$225,001 - \$350,000	7	12.73%	141.0	0	3	3	1
\$350,001 and up	6	10.91%	79.5	1	1	2	2
Total Closed Units	55			19	26	7	3
Total Closed Volume	10,782,135	100%	12.0	2.35M	4.71M	2.20M	1.53M
Median Closed Price	\$169,900			\$100,000	\$173,500	\$260,000	\$635,000

October 2020



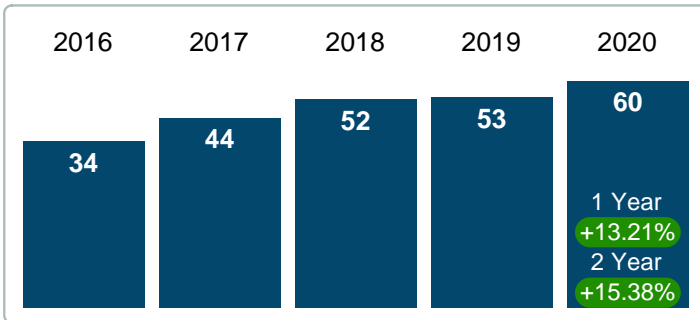
Area Delimited by County Of Bryan



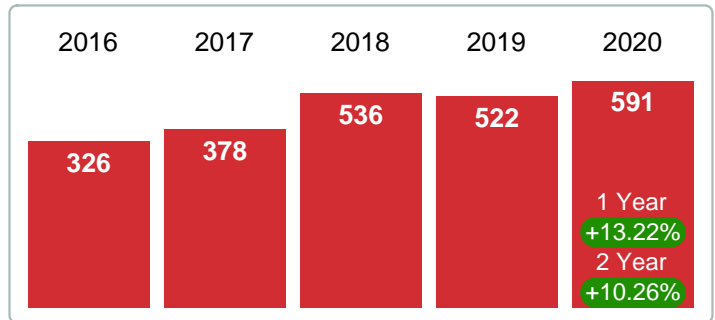
PENDING LISTINGS

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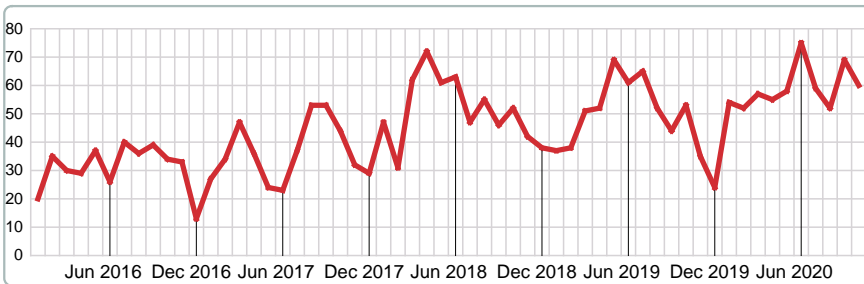
OCTOBER



YEAR TO DATE (YTD)

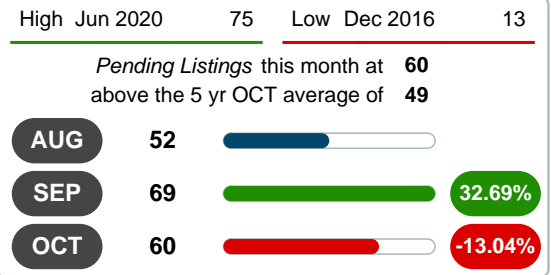


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 49



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	35.0	11	0	0	0
\$50,001 - \$100,000	8	13.33%	41.0	6	1	1	0
\$100,001 - \$225,000	17	28.33%	35.0	4	11	2	0
\$225,001 - \$275,000	9	15.00%	49.0	3	4	2	0
\$275,001 - \$350,000	6	10.00%	71.5	0	2	4	0
\$350,001 and up	8	13.33%	31.0	2	2	3	1
Total Pending Units	60			26	21	12	1
Total Pending Volume	11,113,820	100%	42.0	3.07M	4.18M	3.46M	409.90K
Median Listing Price	\$167,450			\$65,500	\$184,000	\$287,500	\$409,900

October 2020



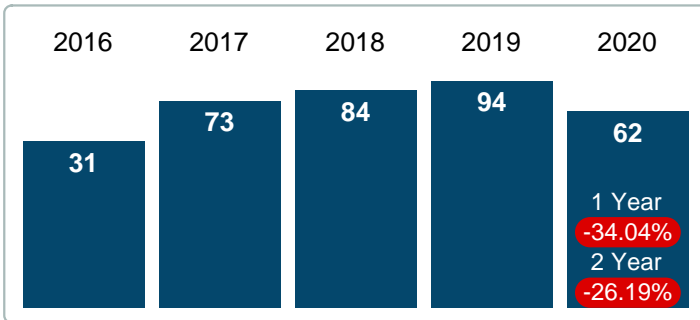
Area Delimited by County Of Bryan



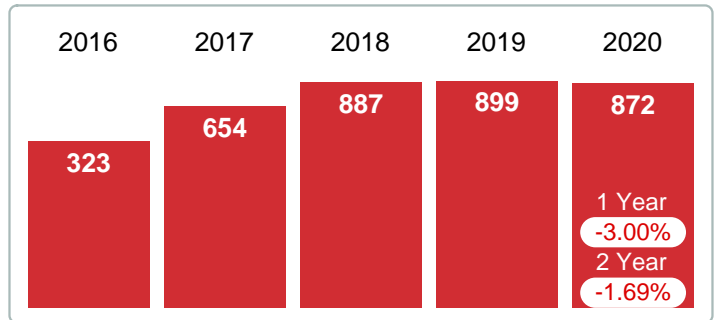
NEW LISTINGS

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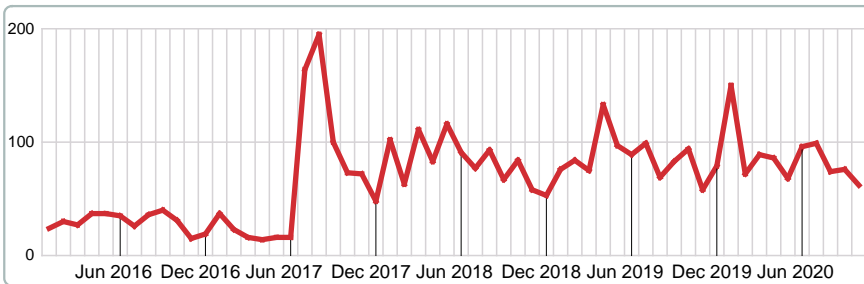
OCTOBER



YEAR TO DATE (YTD)

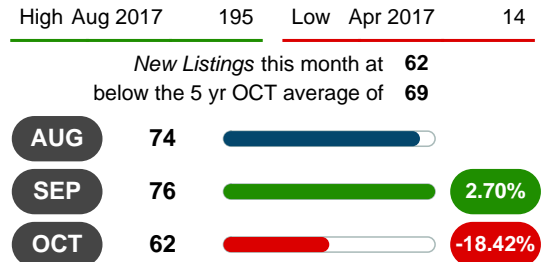


5 YEAR MARKET ACTIVITY TRENDS



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
\$25,000 and less	1	1.61%	0	1	0	0
\$25,001 - \$75,000	11	17.74%	11	0	0	0
\$75,001 - \$125,000	10	16.13%	8	1	1	0
\$125,001 - \$200,000	15	24.19%	1	9	5	0
\$200,001 - \$275,000	11	17.74%	2	9	0	0
\$275,001 - \$475,000	7	11.29%	2	1	4	0
\$475,001 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
Median New Listed Listing Price	\$174,750		\$88,750	\$197,000	\$198,000	\$691,500

October 2020

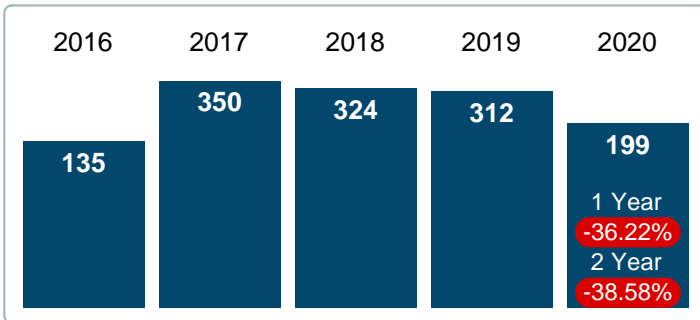
Area Delimited by County Of Bryan



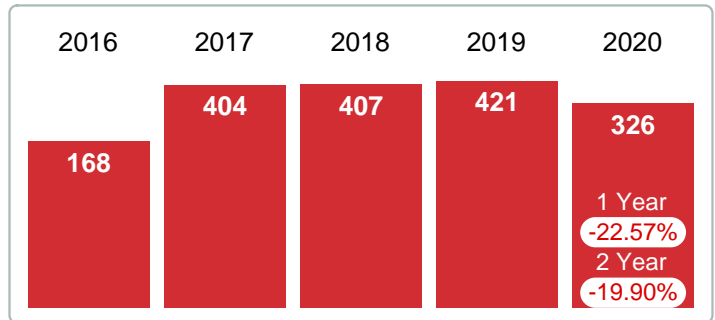
ACTIVE INVENTORY

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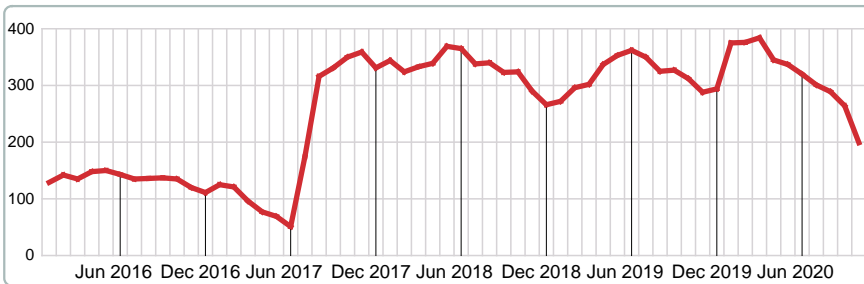
END OF OCTOBER



ACTIVE DURING OCTOBER

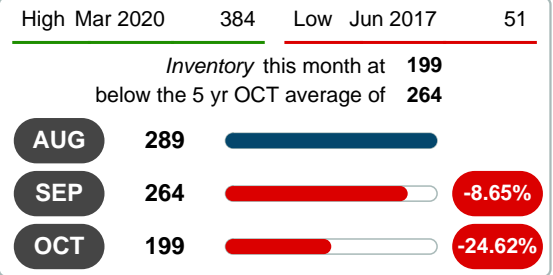


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 264



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	10	5.03%	116.5	10	0	0	0
\$25,001 - \$50,000	27	13.57%	109.0	26	1	0	0
\$50,001 - \$125,000	31	15.58%	65.0	23	7	1	0
\$125,001 - \$250,000	56	28.14%	52.0	12	31	12	1
\$250,001 - \$425,000	31	15.58%	75.0	17	5	7	2
\$425,001 - \$675,000	24	12.06%	89.5	17	1	2	4
\$675,001 and up	20	10.05%	94.0	12	1	4	3
Total Active Inventory by Units		199		117	46	26	10
Total Active Inventory by Volume		63,514,189	100%	34.46M	9.69M	12.75M	6.61M
Median Active Inventory Listing Price		\$199,900		\$125,000	\$201,000	\$248,700	\$517,500

October 2020

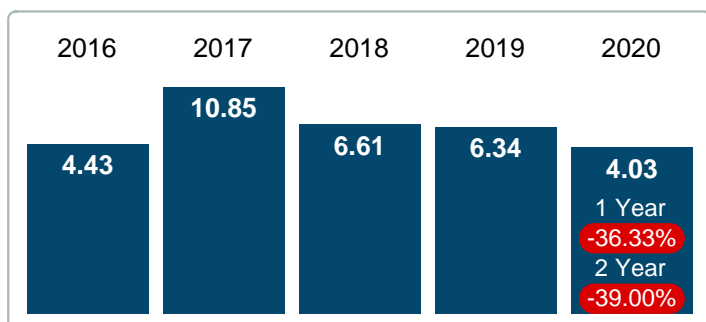
Area Delimited by County Of Bryan



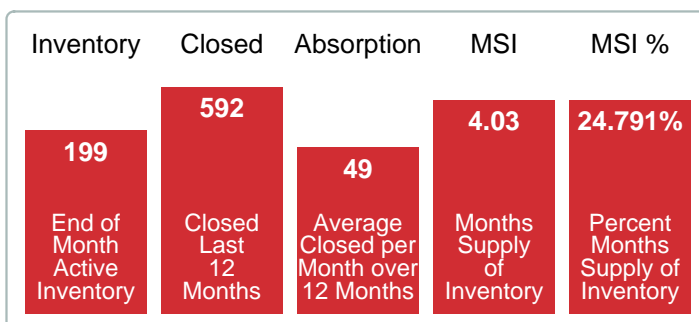
MONTHS SUPPLY of INVENTORY (MSI)

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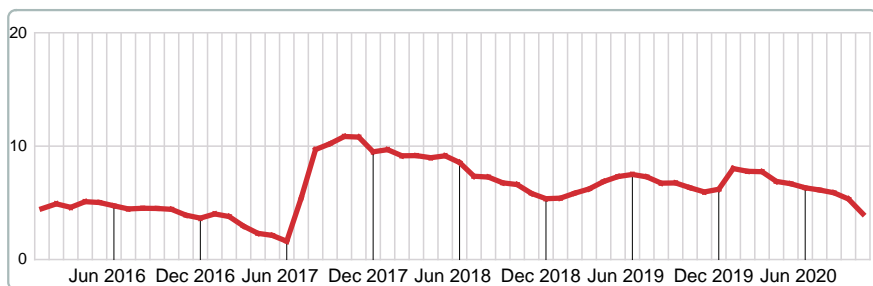
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020

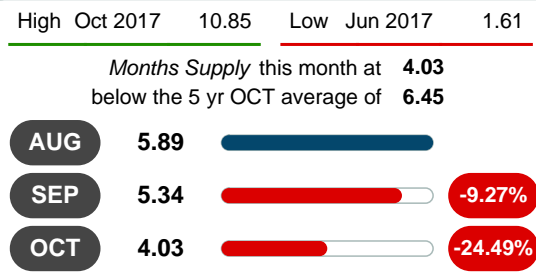


5 YEAR MARKET ACTIVITY TRENDS



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		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



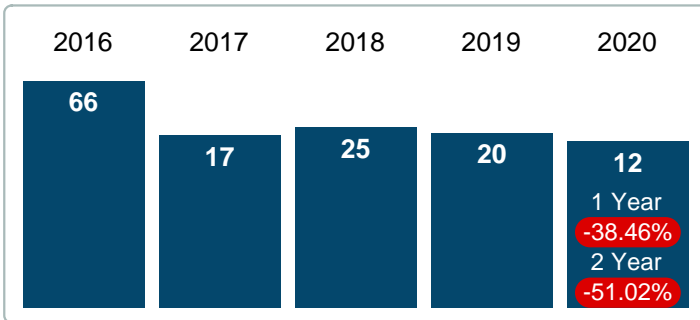
Area Delimited by County Of Bryan



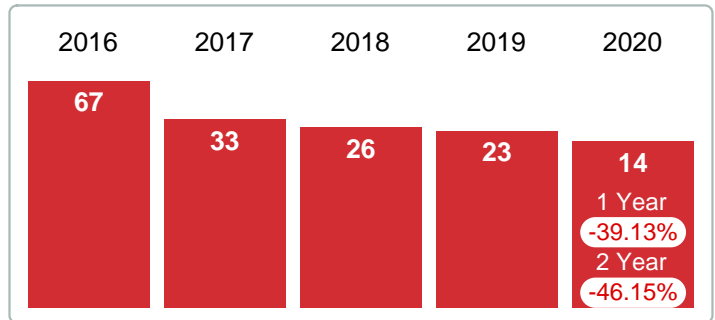
MEDIAN DAYS ON MARKET TO SALE

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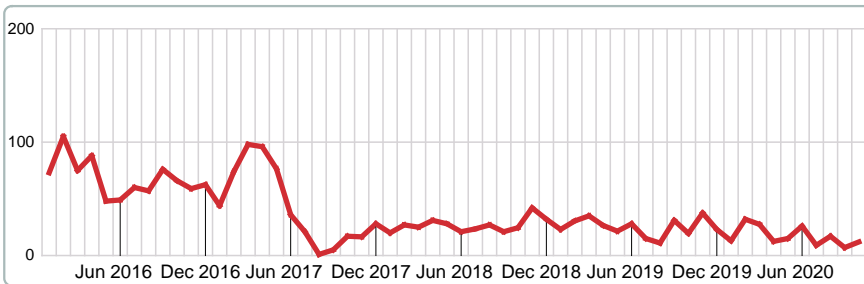
OCTOBER



YEAR TO DATE (YTD)

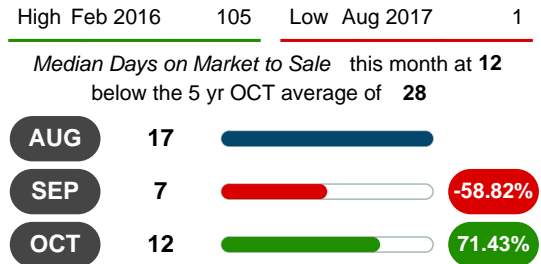


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 28



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
\$25,000 and less	2	3.64%	20	20	0	0	0
\$25,001 - \$100,000	10	18.18%	4	19	2	0	0
\$100,001 - \$125,000	5	9.09%	16	42	10	0	0
\$125,001 - \$175,000	14	25.45%	7	5	7	0	0
\$175,001 - \$225,000	11	20.00%	12	93	14	9	0
\$225,001 - \$350,000	7	12.73%	141	0	141	65	179
\$350,001 and up	6	10.91%	80	1	68	118	106
Median Closed DOM	12		12.0	8	12	12	120
Total Closed Units	55	100%	12.0	19	26	7	3
Total Closed Volume	10,782,135			2.35M	4.71M	2.20M	1.53M

October 2020

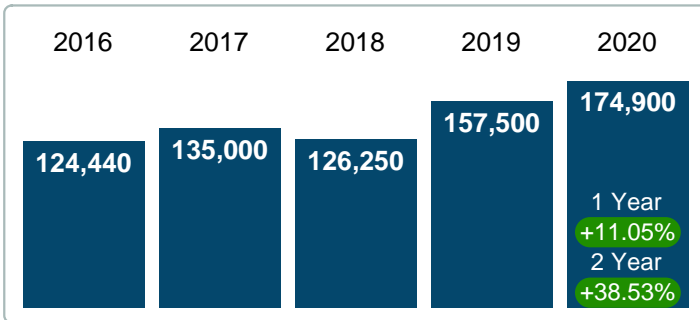
Area Delimited by County Of Bryan



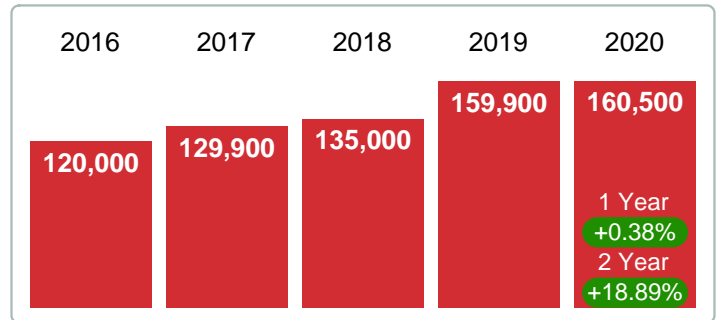
MEDIAN LIST PRICE AT CLOSING

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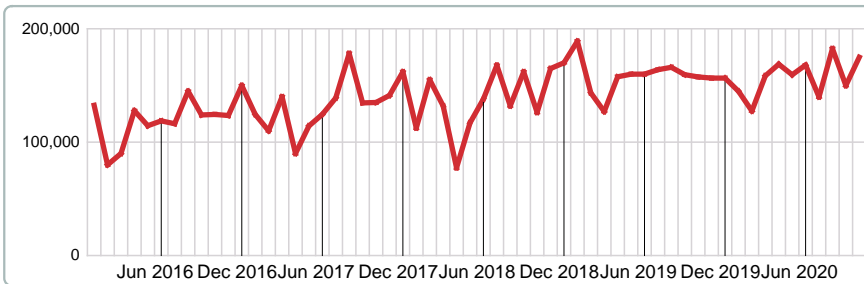
OCTOBER



YEAR TO DATE (YTD)

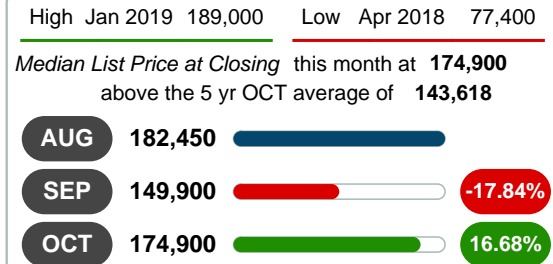


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 143,618



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
\$25,000 and less	1	1.82%	25,000	25,000	0	0	0
\$25,001 - \$100,000	11	20.00%	45,000	42,500	99,900	0	0
\$100,001 - \$125,000	4	7.27%	119,700	116,900	122,500	0	0
\$125,001 - \$175,000	13	23.64%	140,000	139,900	160,450	0	0
\$175,001 - \$225,000	12	21.82%	194,000	225,000	189,900	212,500	0
\$225,001 - \$350,000	8	14.55%	278,950	0	291,400	275,000	253,000
\$350,001 and up	6	10.91%	578,750	750,000	399,900	478,250	633,750
Median List Price			174,900	109,900	180,200	275,000	568,500
Total Closed Units		100%	174,900	19	26	7	3
Total Closed Volume			11,150,900	2.47M	4.93M	2.24M	1.52M

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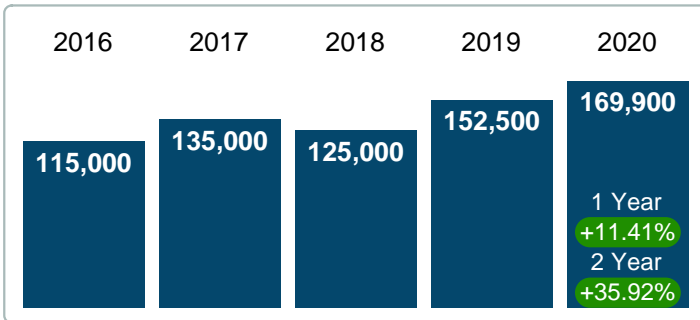
Area Delimited by County Of Bryan



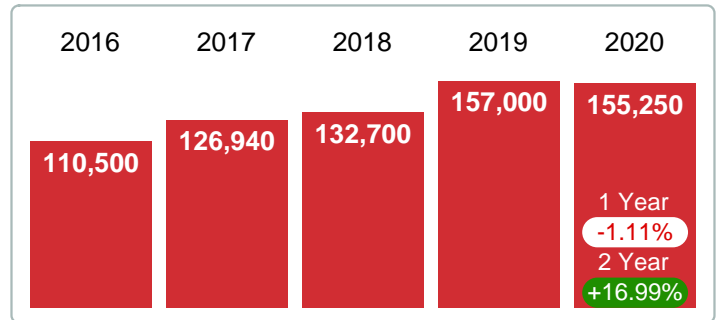
MEDIAN SOLD PRICE AT CLOSING

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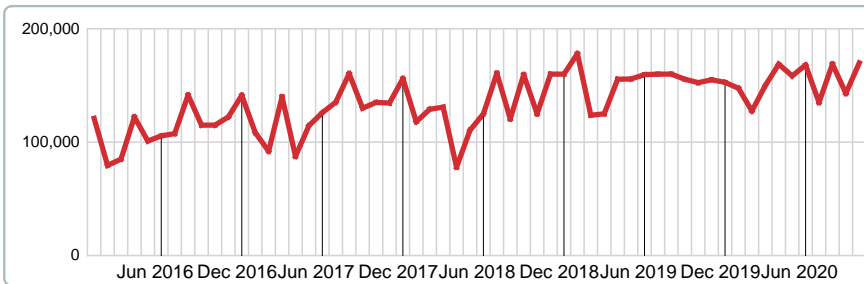
OCTOBER



YEAR TO DATE (YTD)

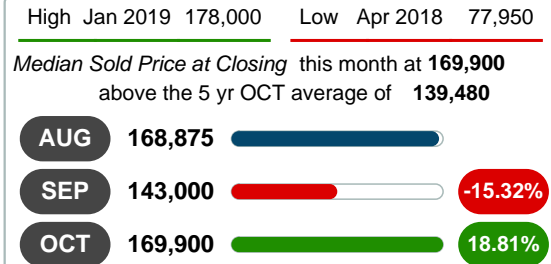


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 139,480



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
\$25,000 and less	2	3.64%	22,500	22,500	0	0	0
\$25,001 - \$100,000	10	18.18%	55,000	42,500	79,000	0	0
\$100,001 - \$125,000	5	9.09%	109,900	109,900	111,882	0	0
\$125,001 - \$175,000	14	25.45%	141,886	135,250	160,000	0	0
\$175,001 - \$225,000	11	20.00%	191,600	200,000	190,750	202,500	0
\$225,001 - \$350,000	7	12.73%	260,000	0	282,900	260,000	240,000
\$350,001 and up	6	10.91%	606,000	750,000	375,000	467,000	642,500
Median Sold Price			169,900	100,000	173,500	260,000	635,000
Total Closed Units		100%	169,900	19	26	7	3
Total Closed Volume			10,782,135	2.35M	4.71M	2.20M	1.53M

October 2020

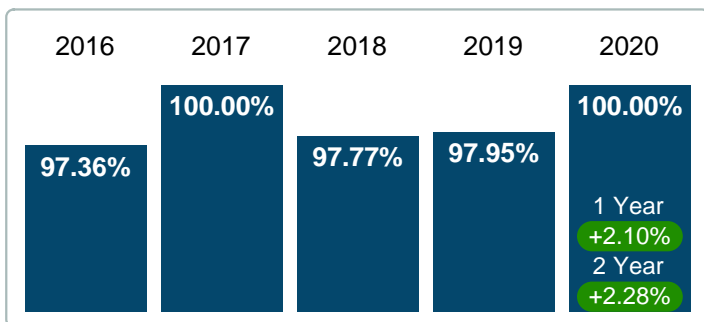
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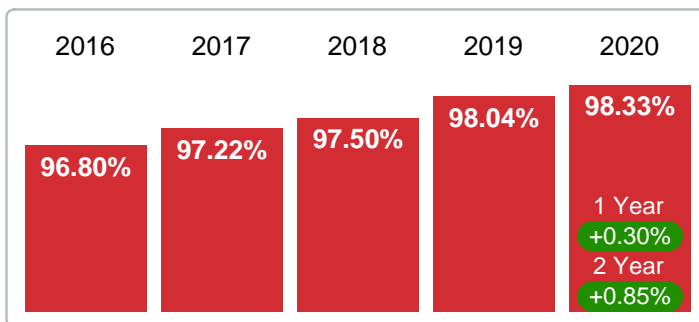
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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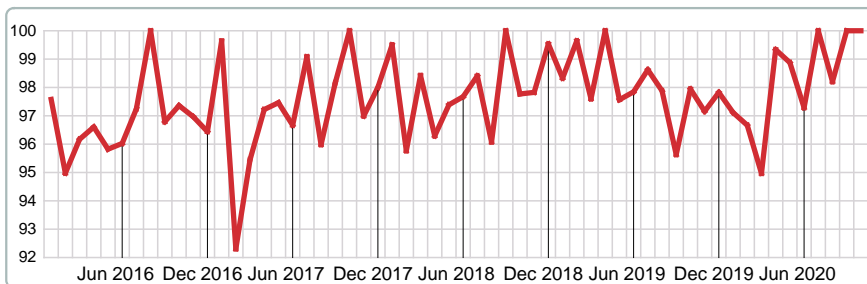
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

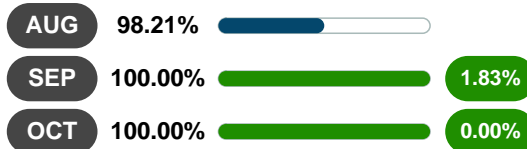


3 MONTHS

5 year OCT AVG = 98.62%

High Oct 2020 100.00% Low Feb 2017 92.31%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr OCT average of **98.62%**



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	
\$25,000 and less	2	3.64%	72.22%	72.22%	0.00%	0.00%	0.00%	
\$25,001 - \$100,000	10	18.18%	96.98%	98.74%	89.89%	0.00%	0.00%	
\$100,001 - \$125,000	5	9.09%	100.00%	100.00%	100.74%	0.00%	0.00%	
\$125,001 - \$175,000	14	25.45%	99.86%	98.57%	99.86%	0.00%	0.00%	
\$175,001 - \$225,000	11	20.00%	100.00%	88.89%	100.38%	95.12%	0.00%	
\$225,001 - \$350,000	7	12.73%	100.00%	0.00%	100.00%	102.94%	94.86%	
\$350,001 and up	6	10.91%	97.55%	100.00%	93.77%	97.55%	102.34%	
Median Sold/List Ratio		100.00%		100.00%	100.00%	97.96%	94.86%	
Total Closed Units		55	100%	100.00%	19	26	7	3
Total Closed Volume		10,782,135			2.35M	4.71M	2.20M	1.53M

October 2020

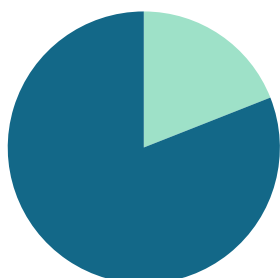
Area Delimited by County Of Bryan



MARKET SUMMARY

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

INVENTORY



Inventory

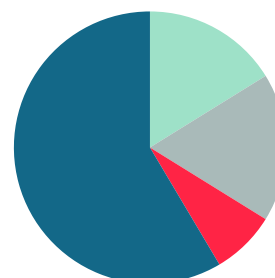
- New Listings **62 = 19.02%**
- Start Inventory **264**
- Total Inventory Units **326**
- Volume **\$93,404,075**

Market Activity

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%
Median List Price	157,500	174,900	11.05%	159,900	160,500	0.38%
Median Sale Price	152,500	169,900	11.41%	157,000	155,250	-1.11%
Median Percent of Selling Price to List Price	97.95%	100.00%	2.10%	98.04%	98.33%	0.30%
Median Days on Market to Sale	19.50	12.00	-38.46%	23.00	14.00	-39.13%
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

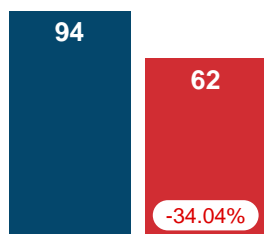
Inventory on October 31, 2020 = **199**

2019 **2020**

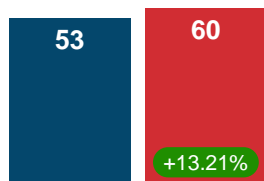
OCTOBER MARKET

MEDIAN PRICES

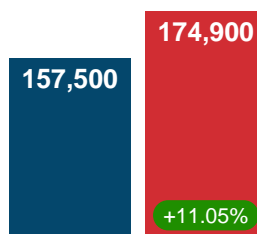
New Listings



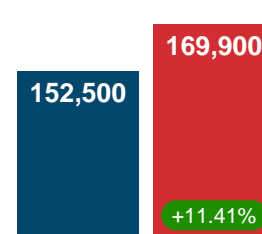
Pending Listings



List Price



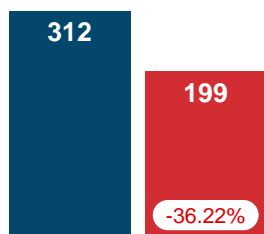
Sale Price



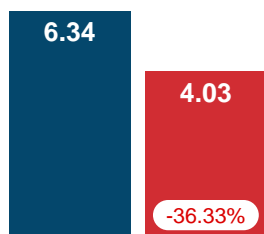
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

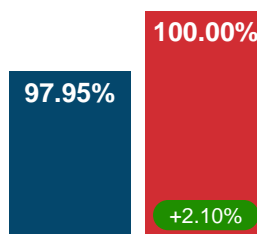
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

