



September 2020

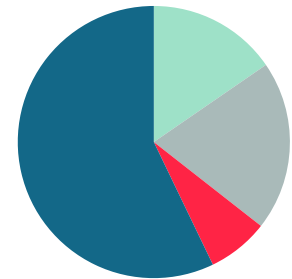
Area Delimited by County Of Bryan



MONTHLY INVENTORY ANALYSIS

Report produced on Oct 12, 2020 for MLS Technology Inc.

Compared Metrics	September		
	2019	2020	+/-%
Closed Listings	51	55	7.84%
Pending Listings	44	72	63.64%
New Listings	83	76	-8.43%
Average List Price	224,182	155,464	-30.65%
Average Sale Price	211,378	151,288	-28.43%
Average Percent of Selling Price to List Price	93.58%	96.31%	2.91%
Average Days on Market to Sale	49.20	26.93	-45.27%
End of Month Inventory	327	204	-37.61%
Months Supply of Inventory	6.75	4.13	-38.88%



■ Closed (15.41%)
■ Pending (20.17%)
■ Other OffMarket (7.28%)
■ Active (57.14%)

Absorption: Last 12 months, an Average of **49** Sales/Month
Active Inventory as of September 30, 2020 = **204**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2020 decreased **37.61%** to 204 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 **4.13** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **28.43%** in September 2020 to \$151,288 versus the previous year at \$211,378.

Average Days on Market Shortens

The average number of **26.93** days that homes spent on the market before selling decreased by 22.27 days or **45.27%** in September 2020 compared to last year's same month at **49.20** DOM.

Sales Success for September 2020 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 76 New Listings in September 2020, down **8.43%** from last year at 83. Furthermore, there were 55 Closed Listings this month versus last year at 51, a **7.84%** increase.

Closed versus Listed trends yielded a **72.4%** ratio, up from previous year's, September 2019, at **61.4%**, a **17.78%** 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



September 2020

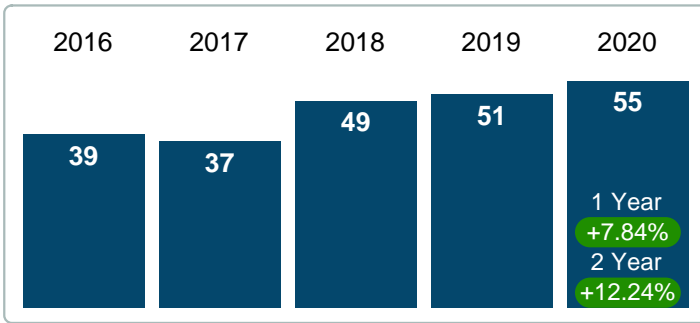
Area Delimited by County Of Bryan



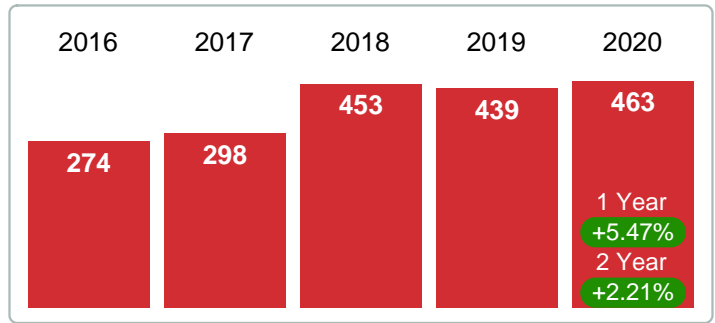
CLOSED LISTINGS

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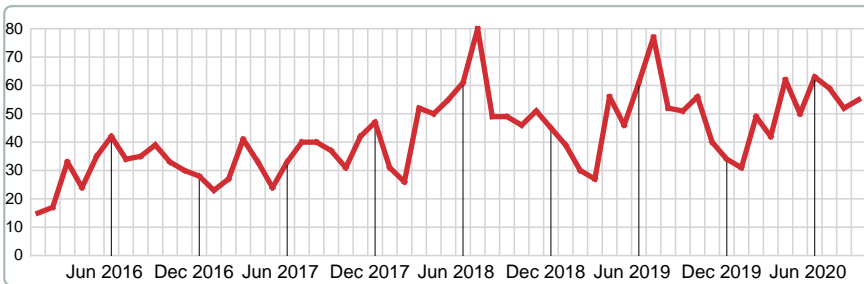
SEPTEMBER



YEAR TO DATE (YTD)

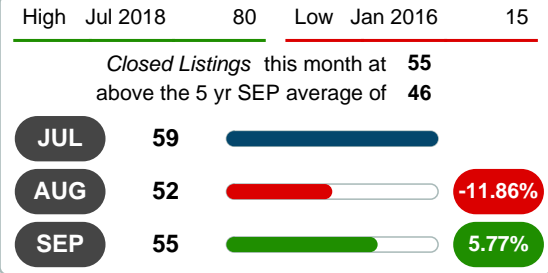


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 46



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%	101.0	2	0	0	0
\$25,001 - \$75,000	9	16.36%	30.0	7	2	0	0
\$75,001 - \$100,000	5	9.09%	14.8	1	3	1	0
\$100,001 - \$150,000	13	23.64%	14.8	3	9	1	0
\$150,001 - \$175,000	7	12.73%	58.6	2	4	1	0
\$175,001 - \$250,000	12	21.82%	15.4	0	10	2	0
\$250,001 and up	7	12.73%	21.0	0	5	1	1
Total Closed Units	55			15	33	6	1
Total Closed Volume	8,320,838	100%	26.9	1.22M	5.67M	1.09M	340.00K
Average Closed Price	\$151,288			\$81,586	\$171,835	\$181,083	\$340,000



September 2020

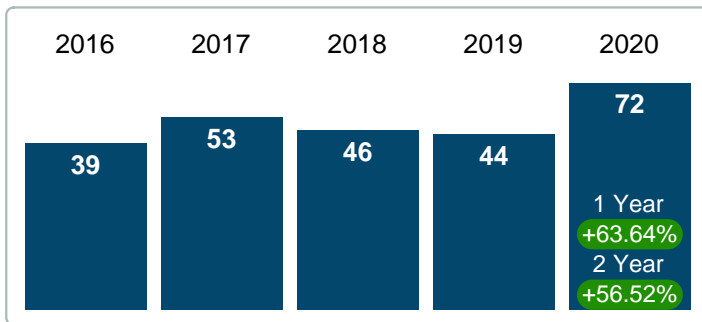
Area Delimited by County Of Bryan



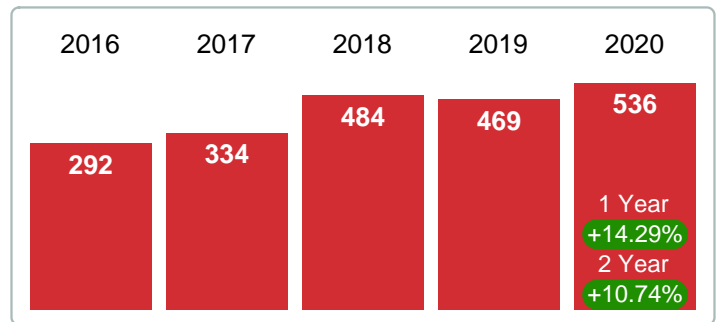
PENDING LISTINGS

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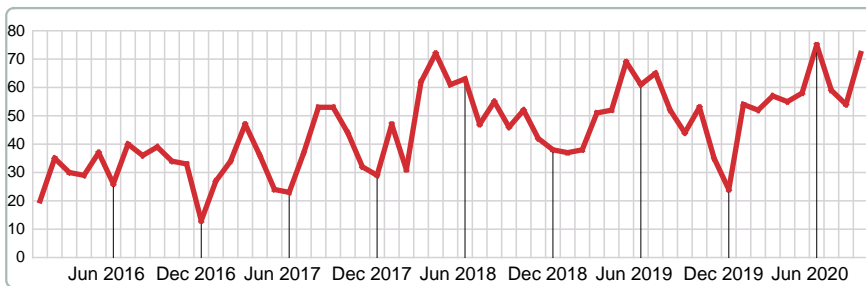
SEPTEMBER



YEAR TO DATE (YTD)

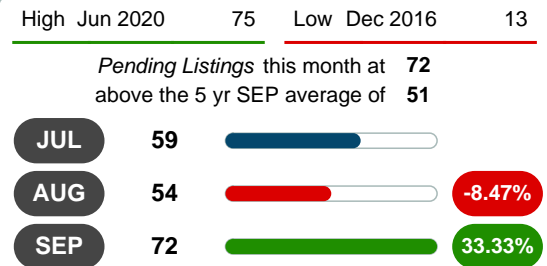


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 51



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	7	9.72%	35.6	7	0	0	0
\$40,001 - \$70,000	8	11.11%	42.9	7	1	0	0
\$70,001 - \$130,000	11	15.28%	15.4	2	8	1	0
\$130,001 - \$170,000	15	20.83%	17.2	4	10	1	0
\$170,001 - \$200,000	14	19.44%	50.5	2	10	1	1
\$200,001 - \$340,000	9	12.50%	33.6	0	5	4	0
\$340,001 and up	8	11.11%	61.6	2	1	1	4
Total Pending Units	72			24	35	8	5
Total Pending Volume	13,012,200	100%	26.3	3.00M	5.88M	1.85M	2.28M
Average Listing Price	\$149,215			\$125,148	\$168,033	\$231,313	\$455,400



September 2020

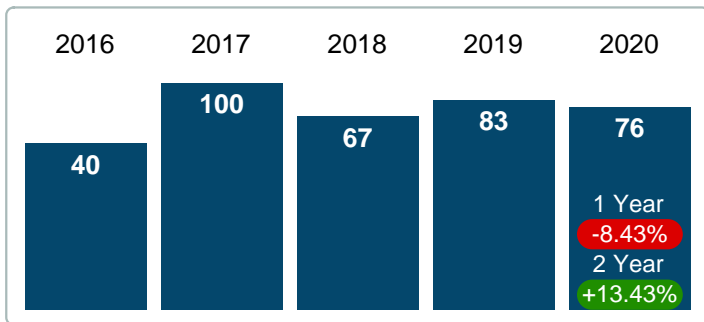
Area Delimited by County Of Bryan



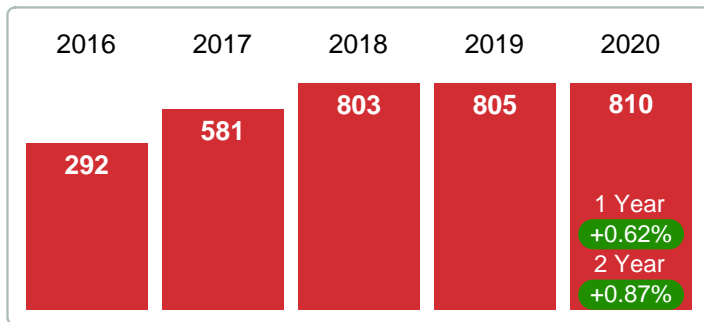
NEW LISTINGS

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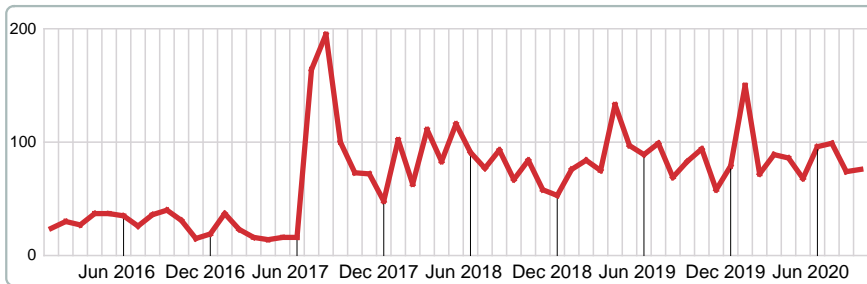
SEPTEMBER



YEAR TO DATE (YTD)

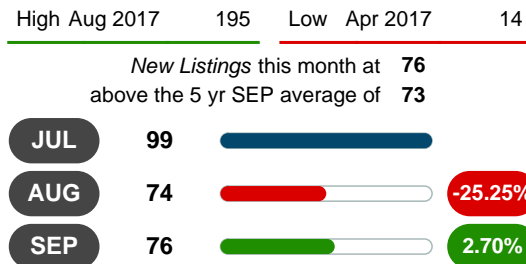


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 73



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	9.21%	7	0	0	0
\$50,001 - \$100,000	10	13.16%	3	6	1	0
\$100,001 - \$150,000	13	17.11%	4	9	0	0
\$150,001 - \$225,000	17	22.37%	3	11	3	0
\$225,001 - \$350,000	12	15.79%	3	1	7	1
\$350,001 - \$450,000	8	10.53%	2	2	3	1
\$450,001 and up	9	11.84%	5	2	1	1
Total New Listed Units	76		27	31	15	3
Total New Listed Volume	19,592,300	100%	6.29M	6.07M	4.23M	3.00M
Average New Listed Listing Price	\$160,421		\$233,131	\$195,653	\$281,840	\$1,001,633



September 2020

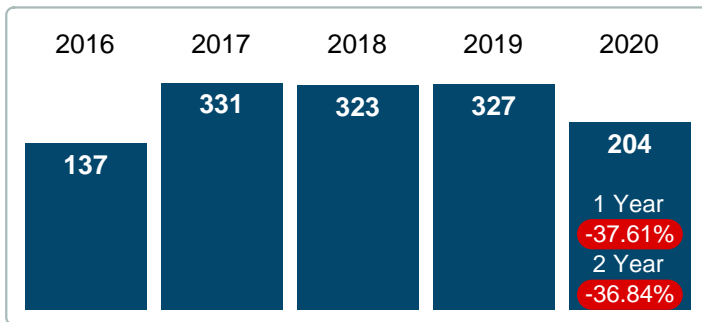
Area Delimited by County Of Bryan



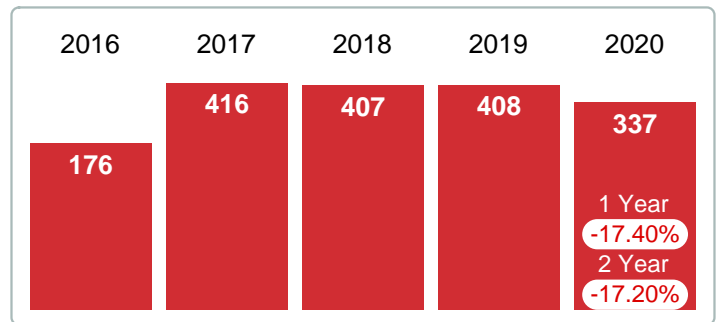
ACTIVE INVENTORY

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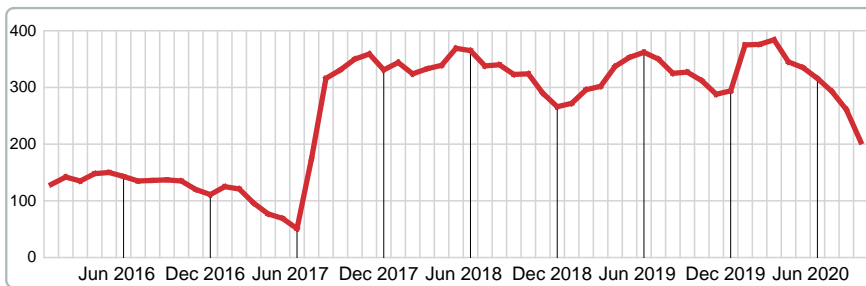
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

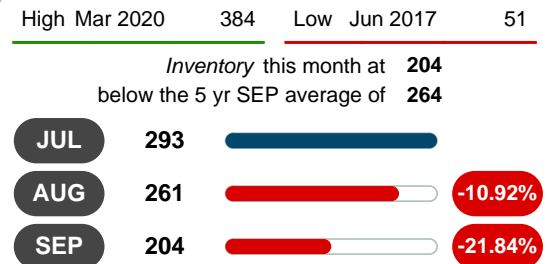


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP 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	4.90%	106.7	10	0	0	0
\$25,001 - \$50,000	28	13.73%	140.5	28	0	0	0
\$50,001 - \$125,000	34	16.67%	106.3	22	9	2	1
\$125,001 - \$300,000	55	26.96%	77.5	24	21	9	1
\$300,001 - \$425,000	32	15.69%	80.0	14	7	9	2
\$425,001 - \$625,000	23	11.27%	113.1	16	1	3	3
\$625,001 and up	22	10.78%	94.8	15	1	3	3
Total Active Inventory by Units	204			129	39	26	10
Total Active Inventory by Volume	64,050,699	100%	98.6	37.31M	9.24M	10.62M	6.88M
Average Active Inventory Listing Price	\$313,974			\$289,195	\$236,941	\$408,652	\$687,890



September 2020

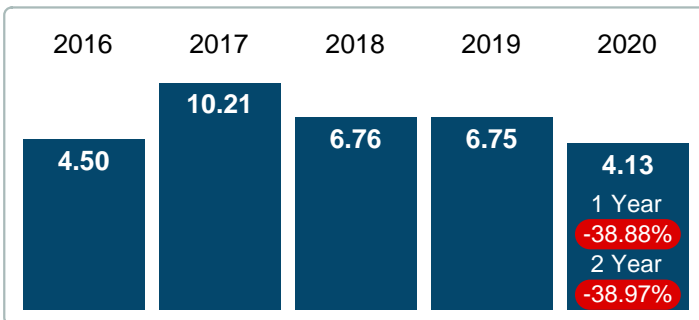
Area Delimited by County Of Bryan



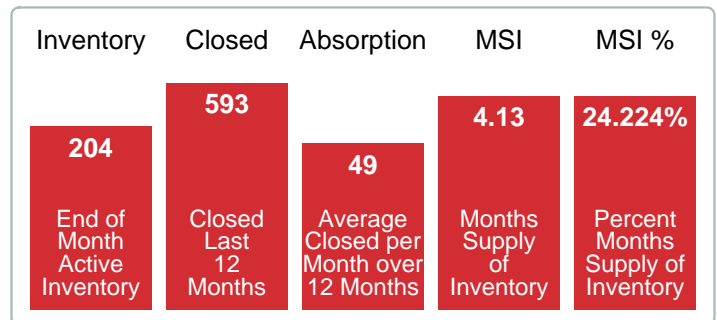
MONTHS SUPPLY of INVENTORY (MSI)

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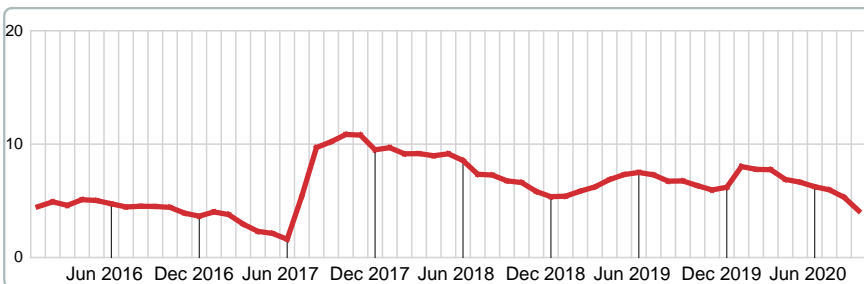
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020

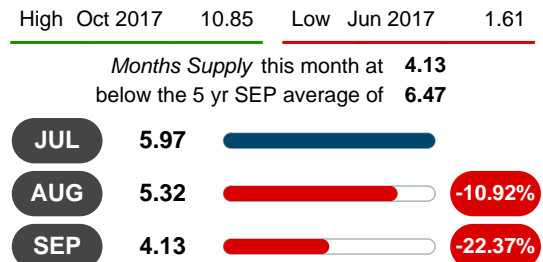


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 6.47



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	4.90%	3.24	3.43	0.00	0.00	0.00
\$25,001 - \$50,000	28	13.73%	7.47	10.50	0.00	0.00	0.00
\$50,001 - \$125,000	34	16.67%	2.68	4.13	1.44	2.40	4.00
\$125,001 - \$300,000	55	26.96%	2.21	8.00	1.25	1.93	2.40
\$300,001 - \$425,000	32	15.69%	10.38	33.60	7.00	9.00	3.00
\$425,001 - \$625,000	23	11.27%	23.00	0.00	1.71	9.00	36.00
\$625,001 and up	22	10.78%	24.00	60.00	6.00	9.00	18.00
Market Supply of Inventory (MSI)			4.13	8.85	1.50	3.55	6.32
Total Active Inventory by Units		100%	4.13	129	39	26	10



September 2020

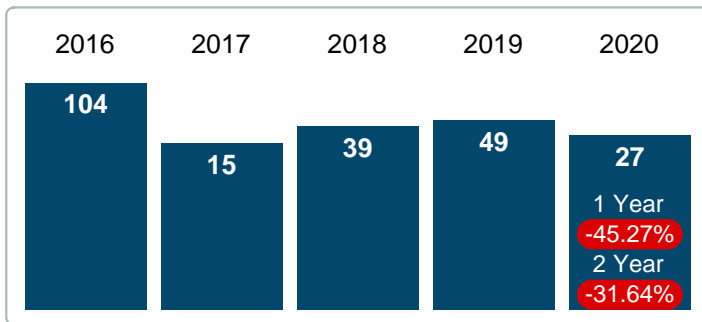
Area Delimited by County Of Bryan



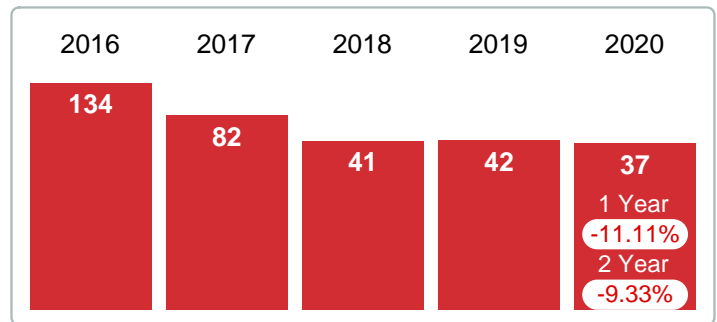
AVERAGE DAYS ON MARKET TO SALE

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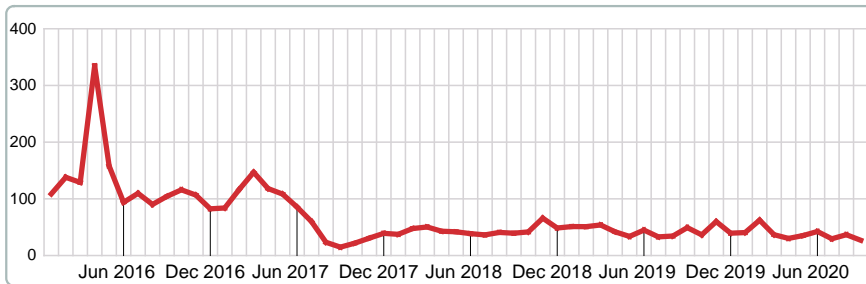
SEPTEMBER



YEAR TO DATE (YTD)

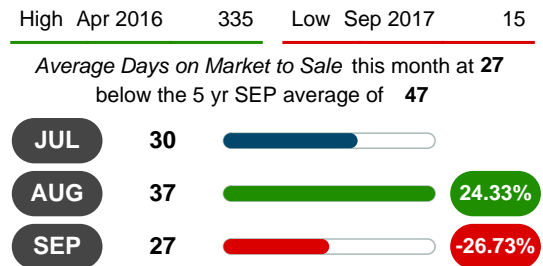


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 47



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%	101	101	0	0	0
\$25,001 - \$75,000	16.36%	30	25	49	0	0
\$75,001 - \$100,000	9.09%	15	6	22	1	0
\$100,001 - \$150,000	23.64%	15	7	16	28	0
\$150,001 - \$175,000	12.73%	59	109	46	8	0
\$175,001 - \$250,000	21.82%	15	0	17	8	0
\$250,001 and up	12.73%	21	0	29	1	3
Average Closed DOM		27	41	24	9	3
Total Closed Units	100%	27	15	33	6	1
Total Closed Volume		8,320,838	1.22M	5.67M	1.09M	340.00K



September 2020

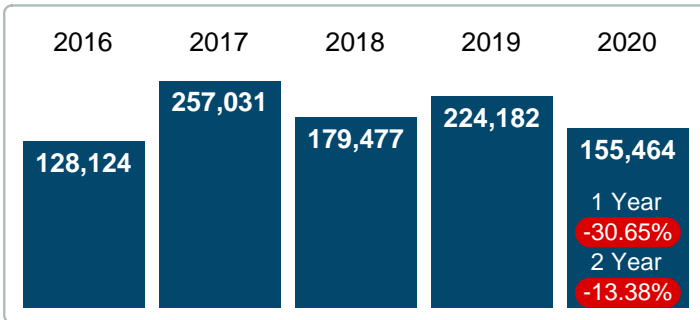
Area Delimited by County Of Bryan



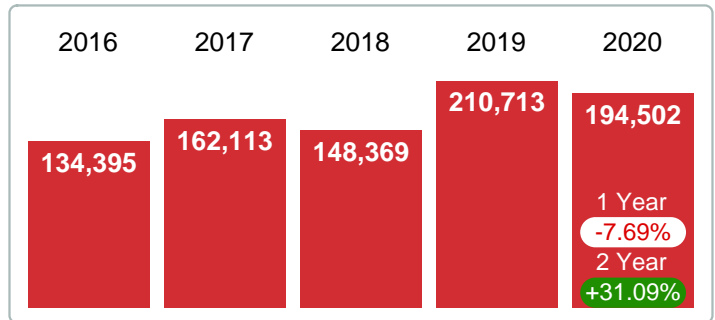
AVERAGE LIST PRICE AT CLOSING

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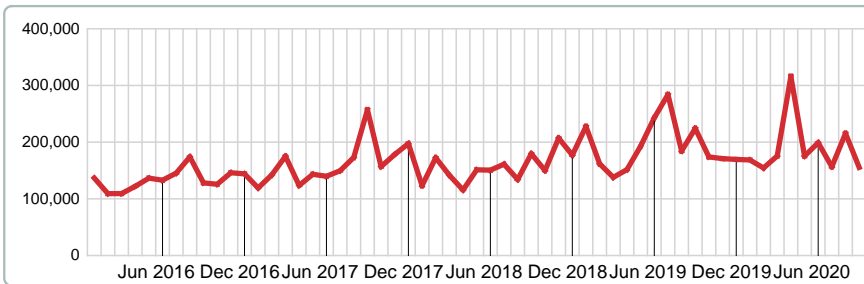
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

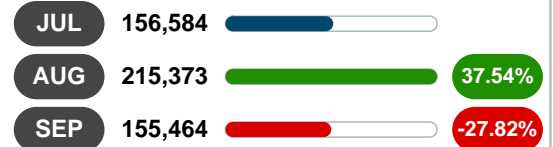


3 MONTHS

5 year SEP AVG = 188,855

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

Average List Price at Closing this month at **155,464**
below the 5 yr SEP average of **188,855**



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	3.64%	18,050	18,050	0	0	0
\$25,001 - \$75,000	14.55%	51,756	55,996	56,250	0	0
\$75,001 - \$100,000	9.09%	88,064	89,900	92,500	87,500	0
\$100,001 - \$150,000	25.45%	133,357	138,300	133,122	155,000	0
\$150,001 - \$175,000	7.27%	159,188	183,550	165,663	149,000	0
\$175,001 - \$250,000	27.27%	192,393	0	190,990	214,000	0
\$250,001 and up	12.73%	324,343	0	324,300	299,900	349,000
Average List Price		155,464	86,665	175,217	186,567	349,000
Total Closed Units	100%	155,464	15	33	6	1
Total Closed Volume		8,550,520	1.30M	5.78M	1.12M	349.00K



September 2020

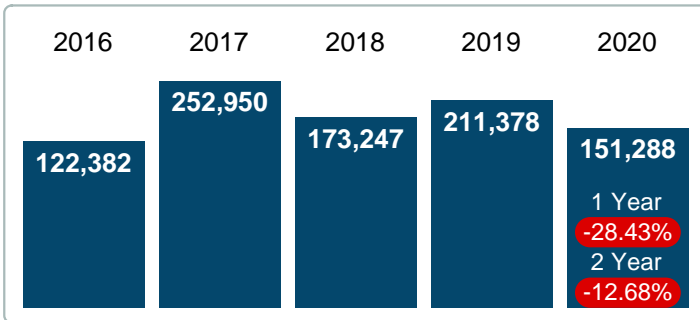
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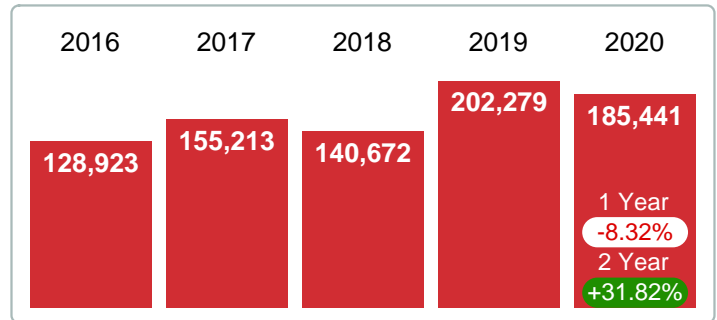
AVERAGE SOLD PRICE AT CLOSING

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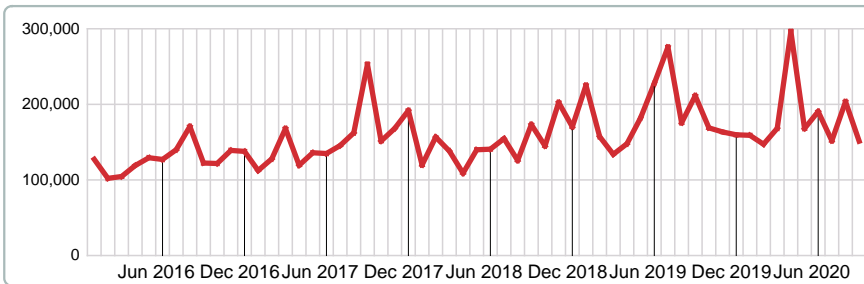
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

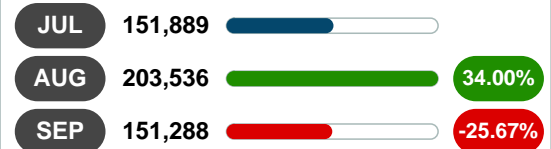


3 MONTHS

5 year SEP AVG = 182,249

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

Average Sold Price at Closing this month at 151,288 below the 5 yr SEP average of 182,249



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	2	3.64%	15,000	15,000	0	0	0
\$25,001 - \$75,000	9	16.36%	50,578	50,171	52,000	0	0
\$75,001 - \$100,000	5	9.09%	88,700	89,900	88,700	87,500	0
\$100,001 - \$150,000	13	23.64%	130,631	134,967	128,144	140,000	0
\$150,001 - \$175,000	7	12.73%	164,863	173,894	163,563	152,000	0
\$175,001 - \$250,000	12	21.82%	192,783	0	189,640	208,500	0
\$250,001 and up	7	12.73%	318,071	0	319,300	290,000	340,000
Average Sold Price			151,288	81,586	171,835	181,083	340,000
Total Closed Units		100%	151,288	15	33	6	1
Total Closed Volume			8,320,838	1.22M	5.67M	1.09M	340.00K



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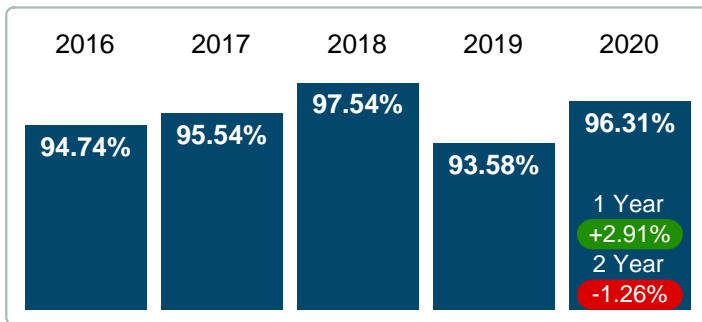
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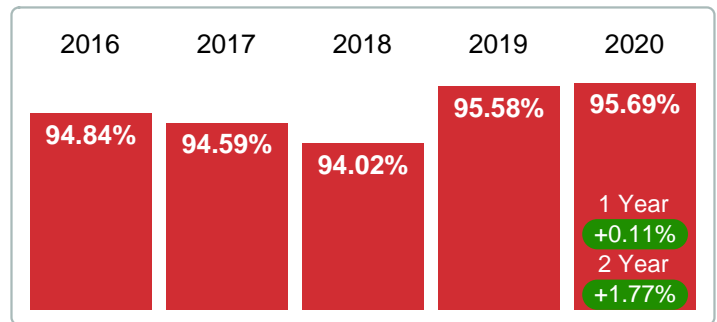
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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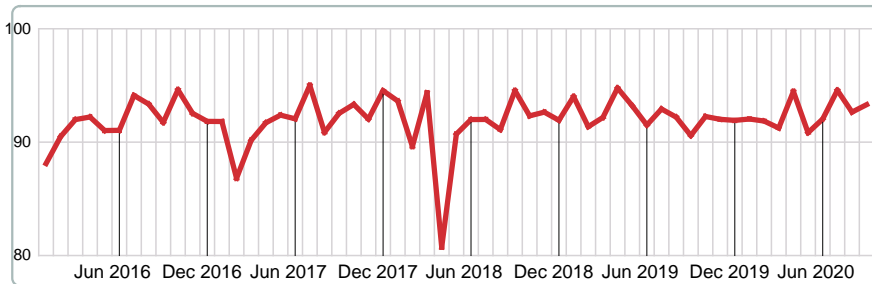
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

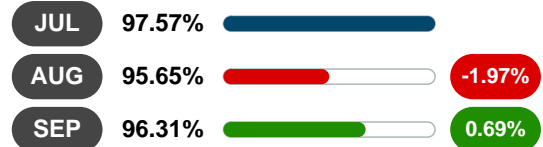


3 MONTHS

5 year SEP AVG = 95.54%

High Jul 2017 98.01% Low Apr 2018 83.74%

Average Sold/List Ratio this month at **96.31%** equal to 5 yr SEP average of **95.54%**



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%	83.60%	83.60%	0.00%	0.00%	0.00%	
\$25,001 - \$75,000	9	16.36%	92.03%	91.37%	94.33%	0.00%	0.00%	
\$75,001 - \$100,000	5	9.09%	98.02%	100.00%	96.69%	100.00%	0.00%	
\$100,001 - \$150,000	13	23.64%	96.15%	97.33%	96.41%	90.32%	0.00%	
\$150,001 - \$175,000	7	12.73%	98.13%	94.78%	98.84%	102.01%	0.00%	
\$175,001 - \$250,000	12	21.82%	99.02%	0.00%	99.35%	97.37%	0.00%	
\$250,001 and up	7	12.73%	98.06%	0.00%	98.46%	96.70%	97.42%	
Average Sold/List Ratio		96.30%		92.56%	97.80%	97.30%	97.42%	
Total Closed Units		55	100%	96.30%	15	33	6	1
Total Closed Volume		8,320,838			1.22M	5.67M	1.09M	340.00K



September 2020

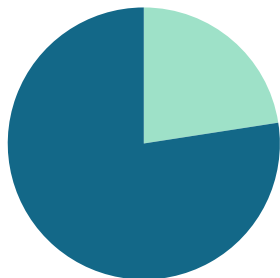
Area Delimited by County Of Bryan



MARKET SUMMARY

Report produced on Oct 12, 2020 for MLS Technology Inc.

INVENTORY

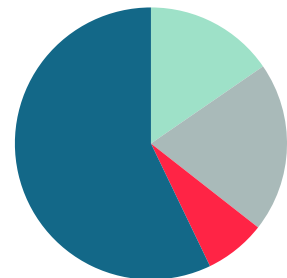


Inventory
 New Listings
76 = 22.55%
 Start Inventory
261
 Total Inventory Units
337
 Volume
\$91,738,368

Market Activity

Closed Sales
55 = 15.41%
 Pending Sales
72 = 20.17%
 Other Off Market
26 = 7.28%
 Active Inventory
204 = 57.14%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	51	55	7.84%	439	463	5.47%
Pending Sales	44	72	63.64%	469	536	14.29%
New Listings	83	76	-8.43%	805	810	0.62%
Average List Price	224,182	155,464	-30.65%	210,713	194,502	-7.69%
Average Sale Price	211,378	151,288	-28.43%	202,279	185,441	-8.32%
Average Percent of Selling Price to List Price	93.58%	96.31%	2.91%	95.58%	95.69%	0.11%
Average Days on Market to Sale	49.20	26.93	-45.27%	42.02	37.35	-11.11%
Monthly Inventory	327	204	-37.61%	327	204	-37.61%
Months Supply of Inventory	6.75	4.13	-38.88%	6.75	4.13	-38.88%

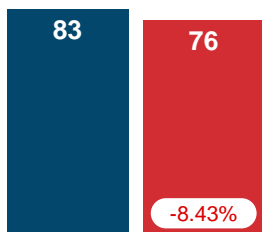
Absorption: Last 12 months, an Average of **49** Sales/Month

Inventory on September 30, 2020 = **204**

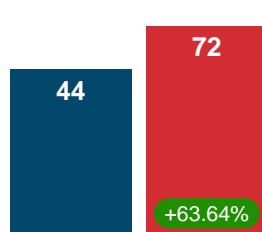
2019 **2020**

SEPTEMBER MARKET

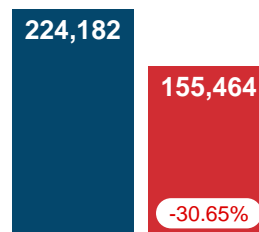
New Listings



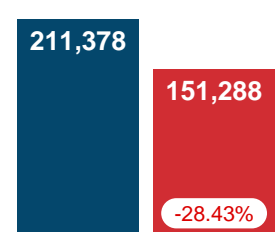
Pending Listings



List Price

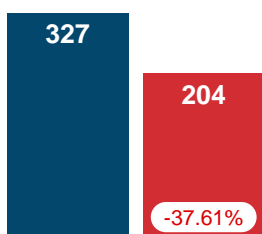


Sale Price

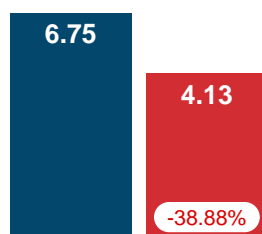


INVENTORY

Active Inventory

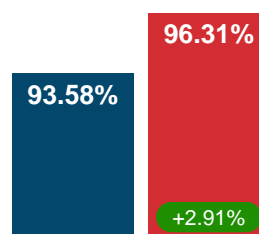


Monthly Supply of Inventory



AVERAGE SOLD/LIST RATIO & DOM

Sale/List Ratio



Days on Market

