

November 2018



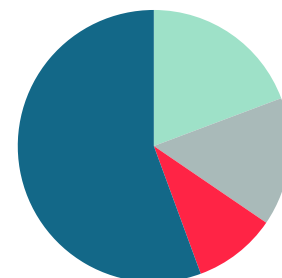
Area Delimited by County Of Bryan - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 19, 2023 for MLS Technology Inc.

Compared Metrics	November		
	2017	2018	+/-%
Closed Listings	37	43	16.22%
Pending Listings	29	34	17.24%
New Listings	51	37	-27.45%
Average List Price	198,403	166,592	-16.03%
Average Sale Price	189,174	160,018	-15.41%
Average Percent of Selling Price to List Price	96.30%	96.52%	0.23%
Average Days on Market to Sale	29.89	66.05	120.95%
End of Month Inventory	160	124	-22.50%
Months Supply of Inventory	5.73	3.13	-45.34%



■ Closed (19.28%)
■ Pending (15.25%)
■ Other OffMarket (9.87%)
■ Active (55.61%)

Absorption: Last 12 months, an Average of **40 Sales/Month**
Active Inventory as of November 30, 2018 = **124**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2018 decreased **22.50%** to 124 existing homes available for sale. Over the last 12 months this area has had an average of 40 closed sales per month. This represents an unsold inventory index of **3.13** 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 **15.41%** in November 2018 to \$160,018 versus the previous year at \$189,174.

Average Days on Market Lengthens

The average number of **66.05** days that homes spent on the market before selling increased by 36.15 days or **120.95%** in November 2018 compared to last year's same month at **29.89** DOM.

Sales Success for November 2018 is Positive

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

There were 37 New Listings in November 2018, down **27.45%** from last year at 51. Furthermore, there were 43 Closed Listings this month versus last year at 37, a **16.22%** increase.

Closed versus Listed trends yielded a **116.2%** ratio, up from previous year's, November 2017, at **72.5%**, a **60.19%** 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
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average 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 2018



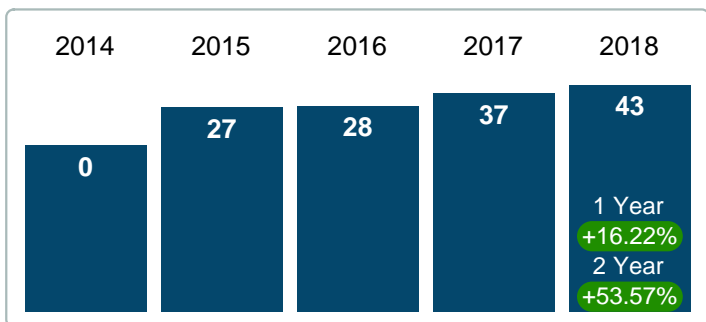
Area Delimited by County Of Bryan - Residential Property Type



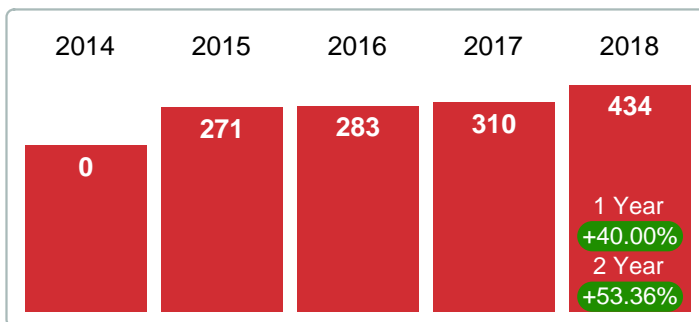
CLOSED LISTINGS

Report produced on Jul 19, 2023 for MLS Technology Inc.

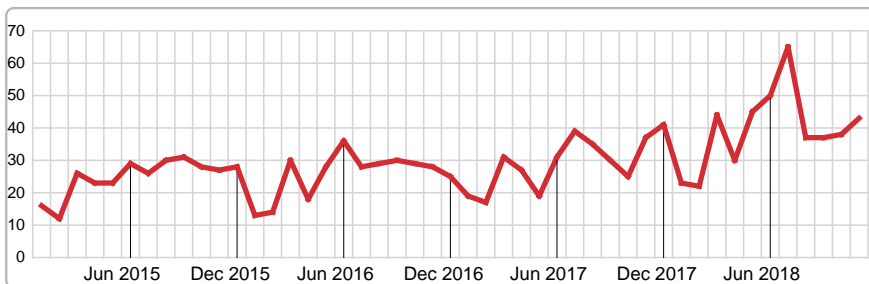
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 27

High Jul 2018 65 Low Feb 2015 12

Closed Listings this month at **43**
above the 5 yr NOV average of **27**

- SEP 37
- OCT 38 2.70%
- NOV 43 13.16%

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	6.98%	77.7	2	0	1	0
\$50,001 - \$100,000	6	13.95%	29.0	3	3	0	0
\$100,001 - \$125,000	2	4.65%	24.5	0	2	0	0
\$125,001 - \$150,000	6	13.95%	26.7	0	5	1	0
\$150,001 - \$200,000	15	34.88%	81.7	0	9	5	1
\$200,001 - \$225,000	6	13.95%	96.7	0	4	2	0
\$225,001 and up	5	11.63%	83.8	0	3	2	0
Total Closed Units	43			5	26	11	1
Total Closed Volume	6,880,792	100%	66.0	280.00K	4.26M	2.16M	179.00K
Average Closed Price	\$160,018			\$56,000	\$163,767	\$196,714	\$179,000

November 2018



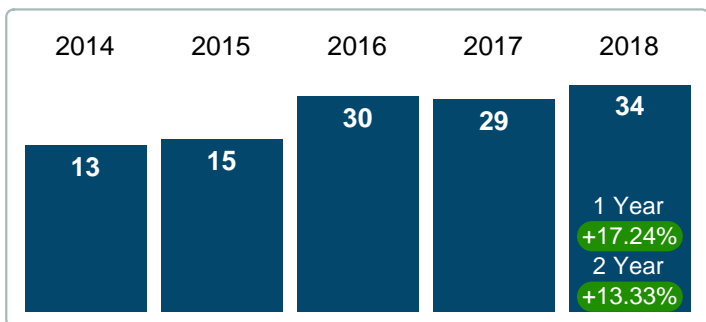
Area Delimited by County Of Bryan - Residential Property Type



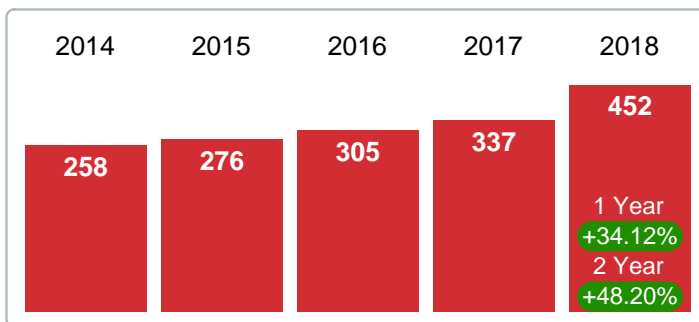
PENDING LISTINGS

Report produced on Jul 19, 2023 for MLS Technology Inc.

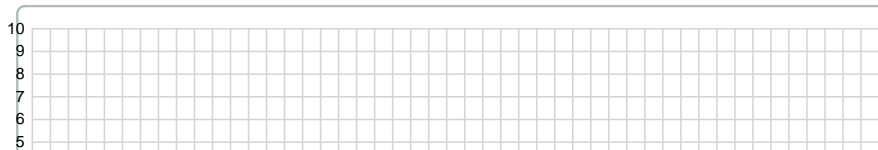
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 24

High Nov 2018 0 Low Nov 2018 0

Pending Listings this month at 34
above the 5 yr NOV average of 24

SEP 0
OCT 0
NOV 0

nan%
nan%

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	0	0.00%	0.0	0	0	0	0
\$75,001 - \$100,000	4	11.76%	63.8	0	4	0	0
\$100,001 - \$125,000	5	14.71%	87.2	2	2	1	0
\$125,001 - \$175,000	9	26.47%	49.2	0	4	2	3
\$175,001 - \$200,000	7	20.59%	45.9	0	5	1	1
\$200,001 - \$250,000	4	11.76%	67.0	0	3	1	0
\$250,001 and up	5	14.71%	60.6	0	3	2	0
Total Pending Units	34			2	21	7	4
Total Pending Volume	6,304,942	100%	59.6	219.90K	3.64M	1.81M	629.90K
Average Listing Price	\$185,439			\$109,950	\$173,388	\$259,143	\$157,475

November 2018



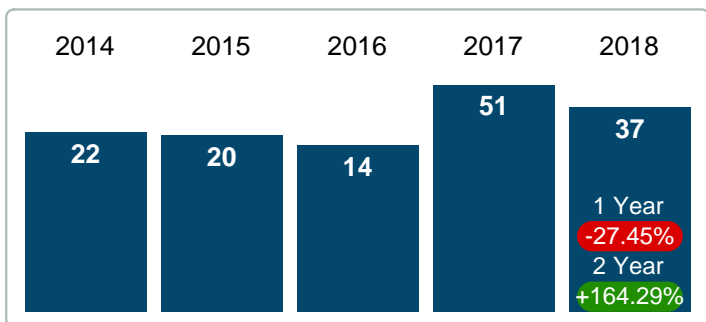
Area Delimited by County Of Bryan - Residential Property Type



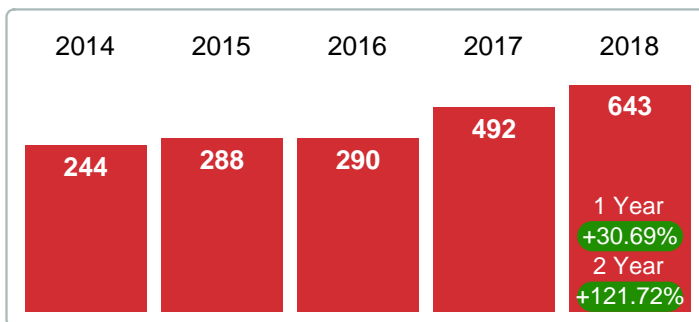
NEW LISTINGS

Report produced on Jul 19, 2023 for MLS Technology Inc.

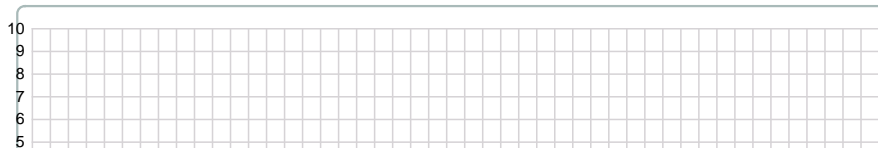
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 29

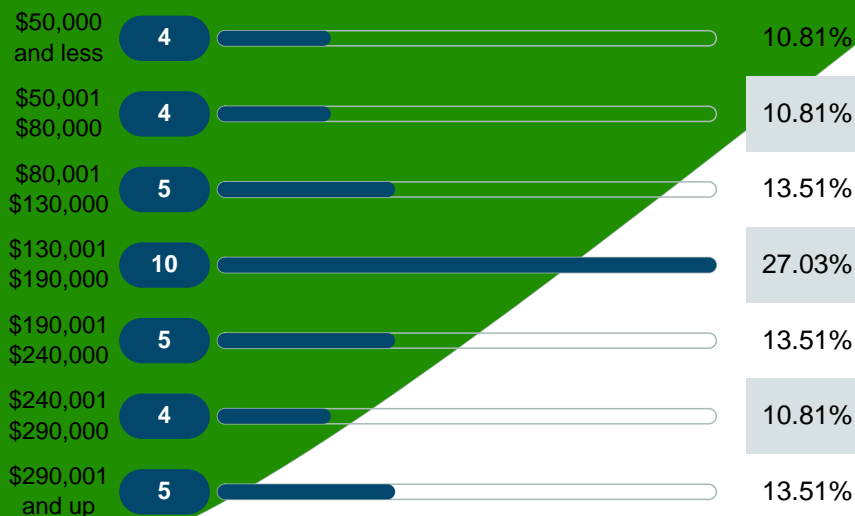
High Nov 2018: 0 | Low Nov 2018: 0

New Listings this month at **37**
above the 5 yr NOV average of **29**

SEP	0	
OCT	0	nan%
NOV	0	nan%

Distribution of New Listings by Price Range

%



	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	1	3	0	0
\$50,001 - \$80,000	0	3	1	0
\$80,001 - \$130,000	2	3	0	0
\$130,001 - \$190,000	0	9	0	1
\$190,001 - \$240,000	0	4	1	0
\$240,001 - \$290,000	0	4	0	0
\$290,001 and up	0	1	2	2
Total	3	27	4	3
Total New Listed Volume	220.00K	5.23M	869.00K	877.50K
Average New Listed Listing Price	\$73,333	\$193,564	\$217,250	\$292,500

Total New Listed Units	37	
Total New Listed Volume	7,192,717	100%
Average New Listed Listing Price	\$142,414	



Area Delimited by County Of Bryan - Residential Property Type

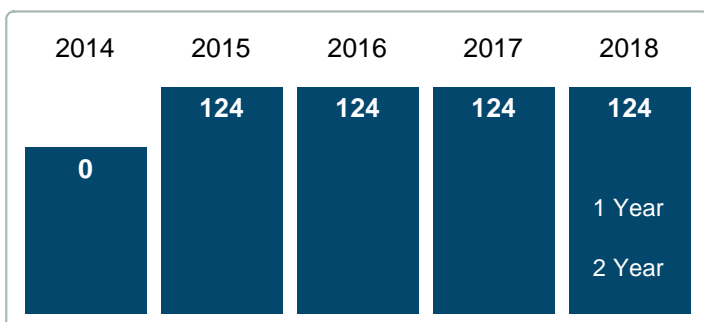


November 2018

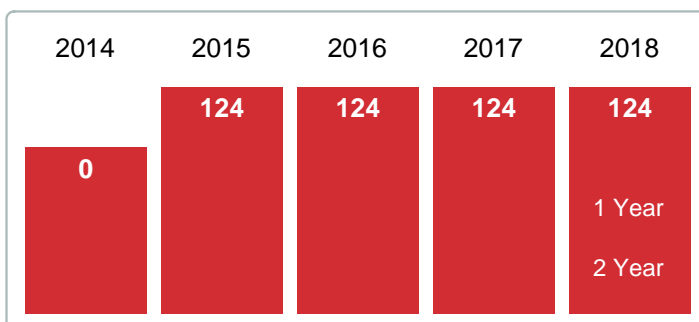
ACTIVE INVENTORY

Report produced on Jul 19, 2023 for MLS Technology Inc.

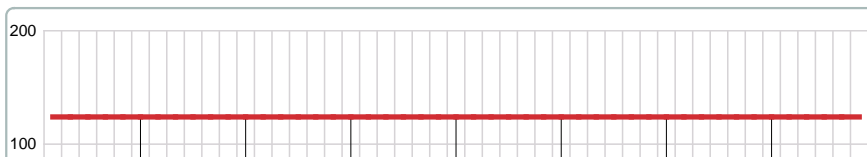
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 99

High Nov 2018 124 Low Nov 2018 124

Inventory this month at 124
above the 5 yr NOV average of 99

SEP 124
OCT 124
NOV 124

0.00%
0.00%

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10	8.06%	52.4	5	5	0	0
\$50,001 - \$100,000	14	11.29%	50.3	4	8	2	0
\$100,001 - \$150,000	11	8.87%	92.8	1	7	2	1
\$150,001 - \$225,000	43	34.68%	80.0	0	31	12	0
\$225,001 - \$275,000	15	12.10%	60.7	0	11	4	0
\$275,001 - \$425,000	19	15.32%	70.3	1	6	7	5
\$425,001 and up	12	9.68%	99.7	1	4	2	5
Total Active Inventory by Units	124			12	72	29	11
Total Active Inventory by Volume	30,370,915	100%	73.6	2.07M	15.05M	7.40M	5.86M
Average Active Inventory Listing Price	\$244,927			\$172,317	\$209,018	\$255,057	\$532,473

November 2018



Area Delimited by County Of Bryan - Residential Property Type



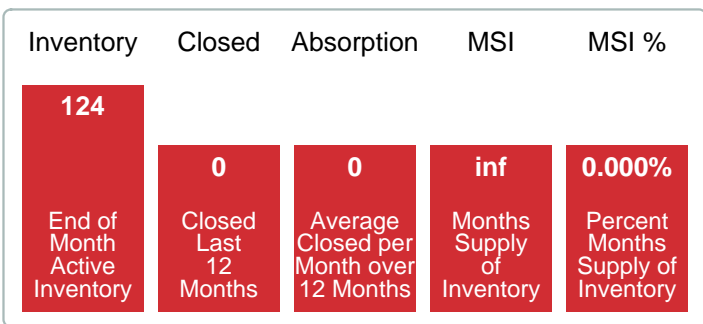
MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 19, 2023 for MLS Technology Inc.

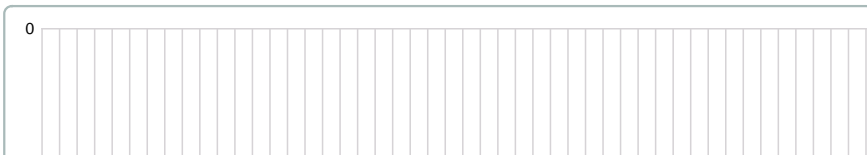
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2018

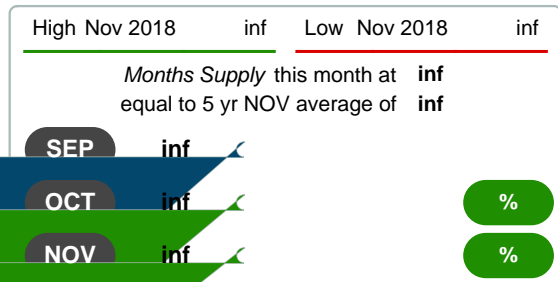


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = inf



Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10	8.06%	3.87	6.67	3.53	0.00	0.00		
\$50,001 - \$100,000	14	11.29%	1.79	1.66	1.92	2.18	0.00		
\$100,001 - \$150,000	11	8.87%	1.09	2.00	0.84	1.85	6.00		
\$150,001 - \$225,000	43	34.68%	3.27	0.00	3.48	3.13	0.00		
\$225,001 - \$275,000	15	12.10%	4.74	0.00	5.74	3.69	0.00		
\$275,001 - \$425,000	19	15.32%	8.77	12.00	6.55	7.64	20.00		
\$425,001 and up	12	9.68%	20.57	0.00	24.00	6.00	60.00		
Market Supply of Inventory (MSI)			3.13	3.00	2.79	3.41	8.80		
Total Active Inventory by Units			124	12	72	29	11		

November 2018



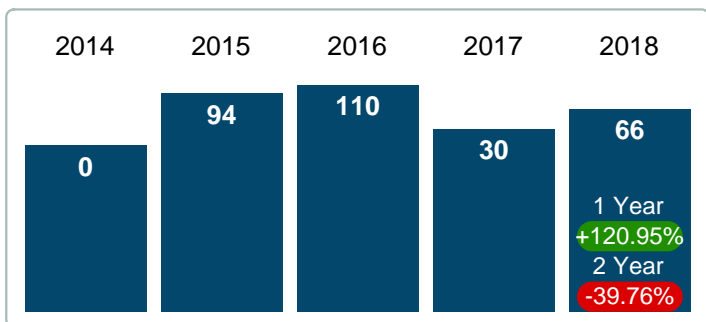
Area Delimited by County Of Bryan - Residential Property Type



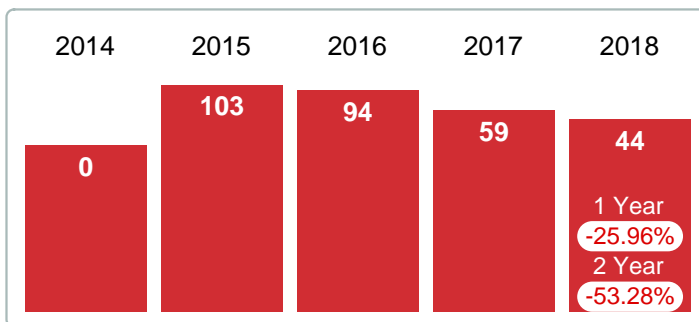
AVERAGE DAYS ON MARKET TO SALE

Report produced on Jul 19, 2023 for MLS Technology Inc.

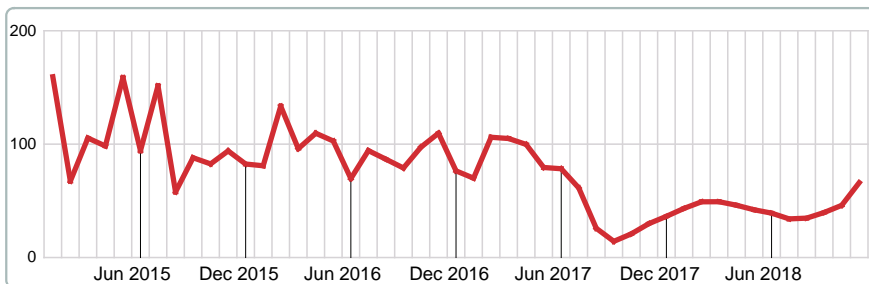
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

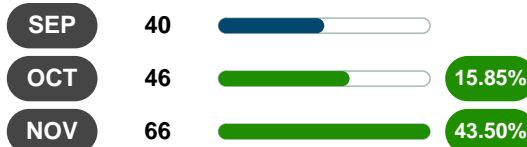


3 MONTHS

5 year NOV AVG = 60

High Jan 2015 159 Low Sep 2017 14

Average Days on Market to Sale this month at 66 above the 5 yr NOV average of 60



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
\$50,000 and less	6.98%	78	110	0	13	0
\$50,001 - \$100,000	13.95%	29	5	53	0	0
\$100,001 - \$125,000	4.65%	25	0	25	0	0
\$125,001 - \$150,000	13.95%	27	0	32	1	0
\$150,001 - \$200,000	34.88%	82	0	81	100	1
\$200,001 - \$225,000	13.95%	97	0	80	131	0
\$225,001 and up	11.63%	84	0	76	95	0
Average Closed DOM		66	47	63	88	1
Total Closed Units	100%	66	5	26	11	1
Total Closed Volume		6,880,792	280.00K	4.26M	2.16M	179.00K

November 2018



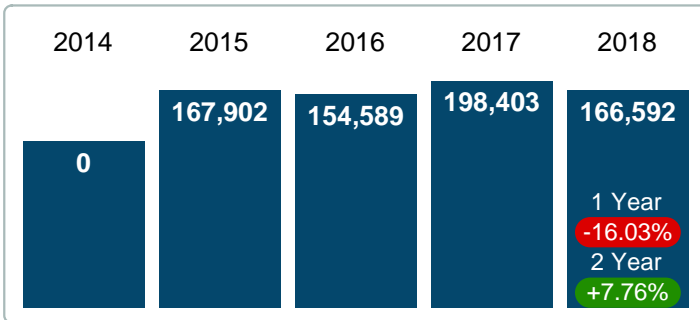
Area Delimited by County Of Bryan - Residential Property Type



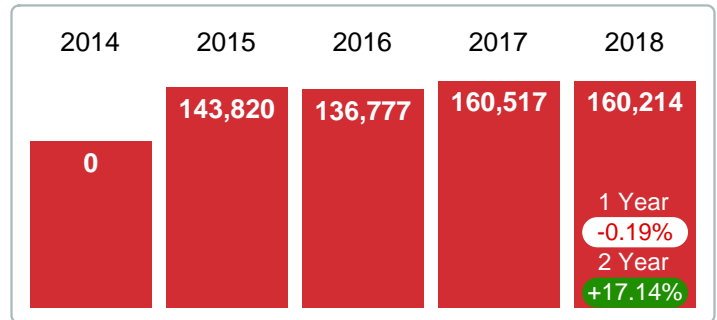
AVERAGE LIST PRICE AT CLOSING

Report produced on Jul 19, 2023 for MLS Technology Inc.

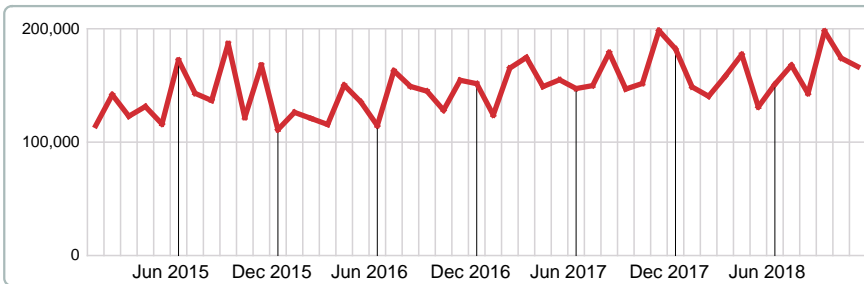
NOVEMBER



YEAR TO DATE (YTD)

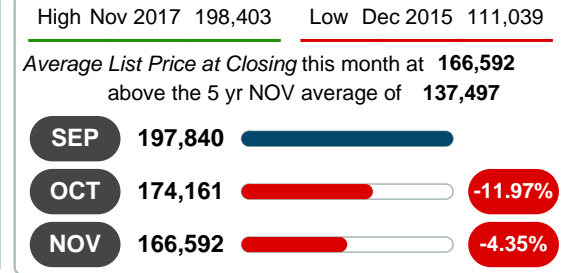


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 137,497



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
\$50,000 and less	2	4.65%	45,000	45,000	0	56,900	0
\$50,001 - \$100,000	7	16.28%	69,200	69,167	73,333	0	0
\$100,001 - \$125,000	2	4.65%	112,500	0	112,500	0	0
\$125,001 - \$150,000	6	13.95%	136,717	0	138,260	129,000	0
\$150,001 - \$200,000	14	32.56%	173,703	0	177,427	176,800	180,000
\$200,001 - \$225,000	4	9.30%	207,125	0	218,875	208,000	0
\$225,001 and up	8	18.60%	285,425	0	252,500	416,950	0
Average List Price			166,592	59,500	167,929	210,891	180,000
Total Closed Units		100%	166,592	5	26	11	1
Total Closed Volume			7,163,442	297.50K	4.37M	2.32M	180.00K

November 2018



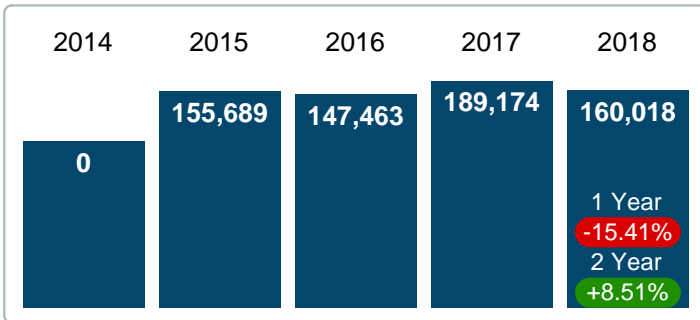
Area Delimited by County Of Bryan - Residential Property Type



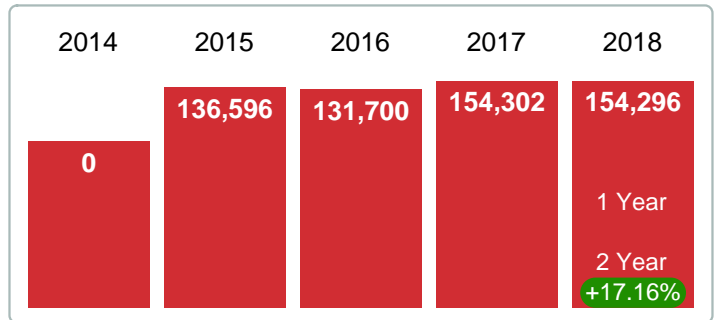
AVERAGE SOLD PRICE AT CLOSING

Report produced on Jul 19, 2023 for MLS Technology Inc.

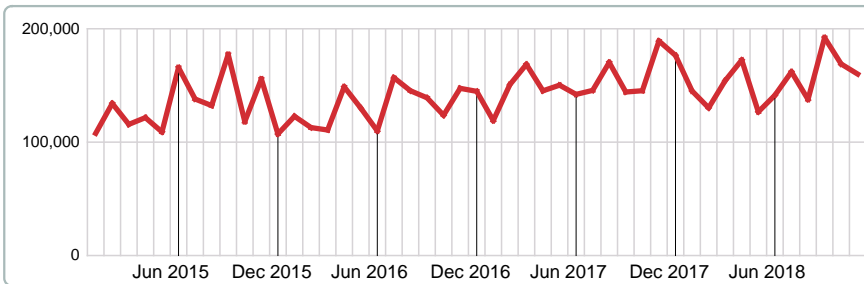
NOVEMBER



YEAR TO DATE (YTD)

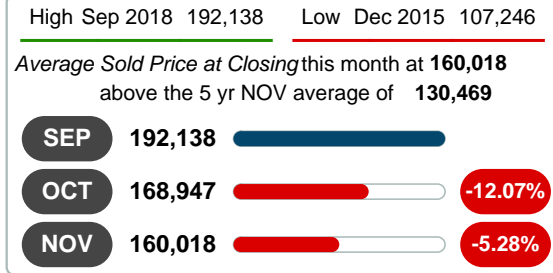


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 130,469



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
\$50,000 and less	3	6.98%	42,783	40,000	0	48,350	0
\$50,001 - \$100,000	6	13.95%	68,250	66,667	69,833	0	0
\$100,001 - \$125,000	2	4.65%	112,500	0	112,500	0	0
\$125,001 - \$150,000	6	13.95%	138,067	0	139,880	129,000	0
\$150,001 - \$200,000	15	34.88%	171,303	0	170,116	171,900	179,000
\$200,001 - \$225,000	6	13.95%	211,500	0	213,000	208,500	0
\$225,001 and up	5	11.63%	290,200	0	247,000	355,000	0
Average Sold Price			160,018	56,000	163,767	196,714	179,000
Total Closed Units		100%	160,018	5	26	11	1
Total Closed Volume			6,880,792	280.00K	4.26M	2.16M	179.00K

November 2018



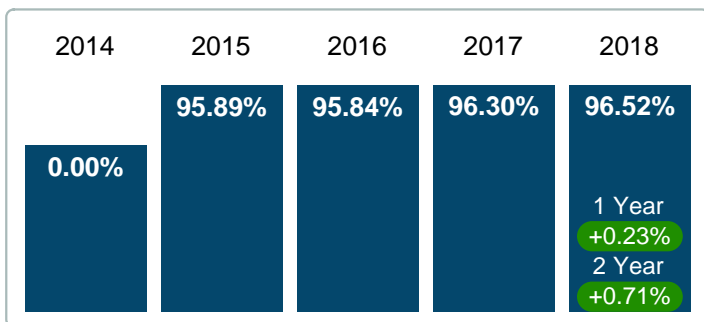
Area Delimited by County Of Bryan - Residential Property Type



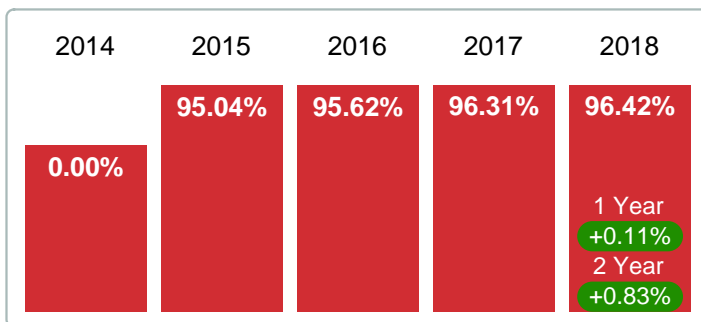
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 19, 2023 for MLS Technology Inc.

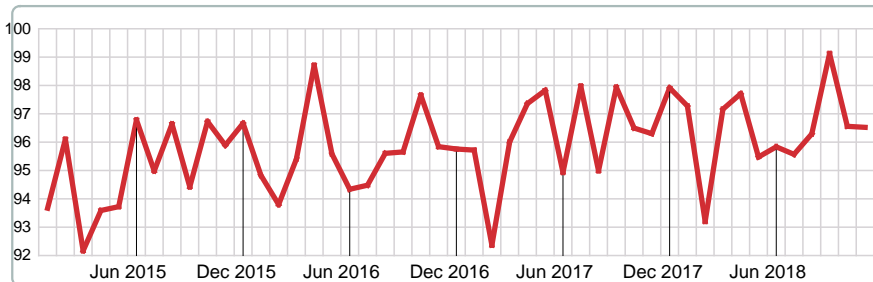
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

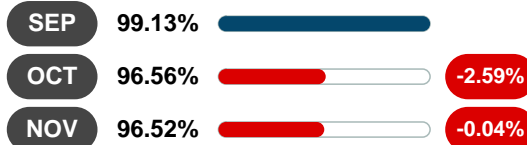


3 MONTHS

5 year NOV AVG = 76.91%

High Sep 2018 99.13% Low Mar 2015 92.17%

Average Sold/List Ratio this month at **96.52%** above the 5 yr NOV average of **76.91%**



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
\$50,000 and less	3	6.98%	87.49%	88.75%	0.00%	84.97%	0.00%
\$50,001 - \$100,000	6	13.95%	95.48%	95.84%	95.11%	0.00%	0.00%
\$100,001 - \$125,000	2	4.65%	100.00%	0.00%	100.00%	0.00%	0.00%
\$125,001 - \$150,000	6	13.95%	101.00%	0.00%	101.20%	100.00%	0.00%
\$150,001 - \$200,000	15	34.88%	96.81%	0.00%	96.20%	97.38%	99.44%
\$200,001 - \$225,000	6	13.95%	98.38%	0.00%	97.45%	100.24%	0.00%
\$225,001 and up	5	11.63%	93.34%	0.00%	97.85%	86.57%	0.00%
Average Sold/List Ratio		96.50%		93.01%	97.71%	95.05%	99.44%
Total Closed Units		43	100%	5	26	11	1
Total Closed Volume		6,880,792		280.00K	4.26M	2.16M	179.00K

November 2018



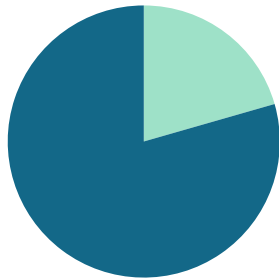
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

Report produced on Jul 19, 2023 for MLS Technology Inc.

INVENTORY

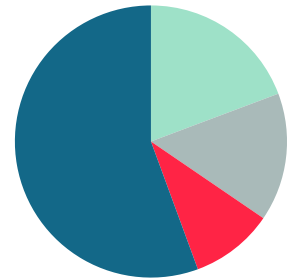


Inventory
 New Listings
37 = 20.56%
 Start Inventory
143
 Total Inventory Units
180
 Volume
\$42,572,555

Market Activity

Closed Sales
43 = 19.28%
 Pending Sales
34 = 15.25%
 Other Off Market
22 = 9.87%
 Active Inventory
124 = 55.61%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	37	43	16.22%	310	434	40.00%
Pending Sales	29	34	17.24%	337	452	34.12%
New Listings	51	37	-27.45%	492	643	30.69%
Average List Price	198,403	166,592	-16.03%	160,517	160,214	-0.19%
Average Sale Price	189,174	160,018	-15.41%	154,302	154,296	0.00%
Average Percent of Selling Price to List Price	96.30%	96.52%	0.23%	96.31%	96.42%	0.11%
Average Days on Market to Sale	29.89	66.05	120.95%	59.25	43.87	-25.96%
Monthly Inventory	160	124	-22.50%	160	124	-22.50%
Months Supply of Inventory	5.73	3.13	-45.34%	5.73	3.13	-45.34%

Absorption: Last 12 months, an Average of **40** Sales/Month

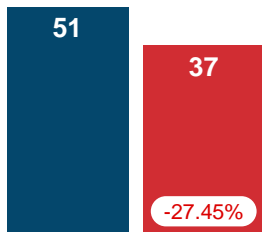
Inventory on November 30, 2018 = **124**

2017 **2018**

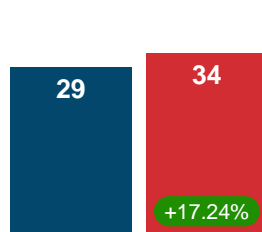
NOVEMBER MARKET

AVERAGE PRICES

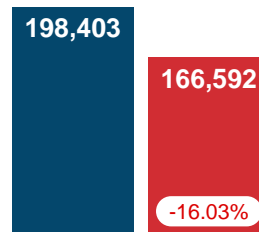
New Listings



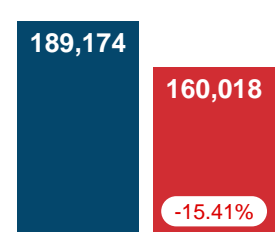
Pending Listings



List Price



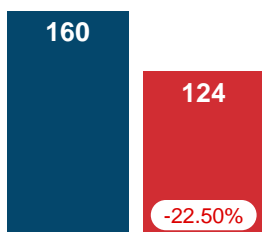
Sale Price



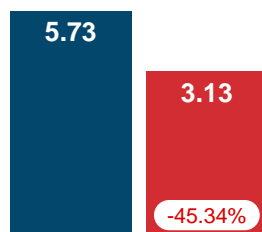
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

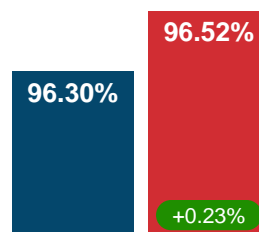
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

