

November 2018



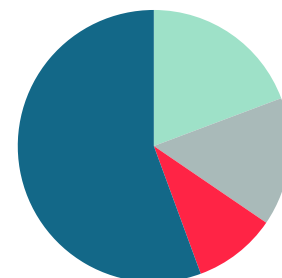
Area Delimited by County Of Bryan - Residential Property Type



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%
Median List Price	152,500	165,000	8.20%
Median Sale Price	139,000	161,000	15.83%
Median Percent of Selling Price to List Price	97.42%	97.93%	0.53%
Median Days on Market to Sale	13.00	42.00	223.08%
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.

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 **15.83%** in November 2018 to \$161,000 versus the previous year at \$139,000.

Median Days on Market Lengthens

The median number of **42.00** days that homes spent on the market before selling increased by 29.00 days or **223.08%** in November 2018 compared to last year's same month at **13.00** DOM.

Sales Success for November 2018 is Positive

Overall, with Median Prices going up 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.

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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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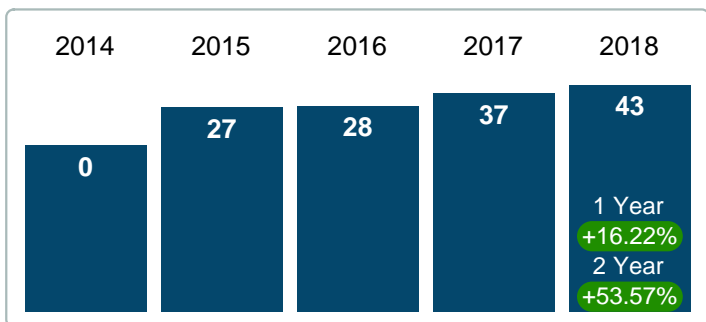
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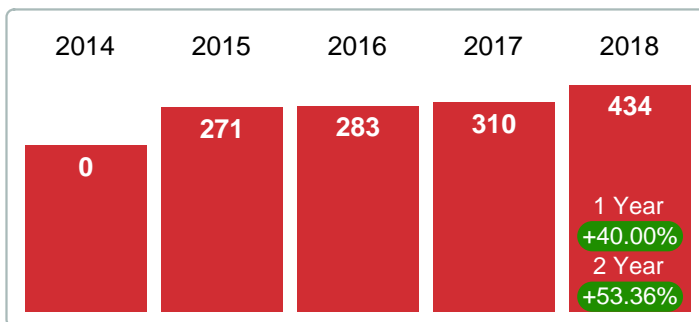
CLOSED LISTINGS

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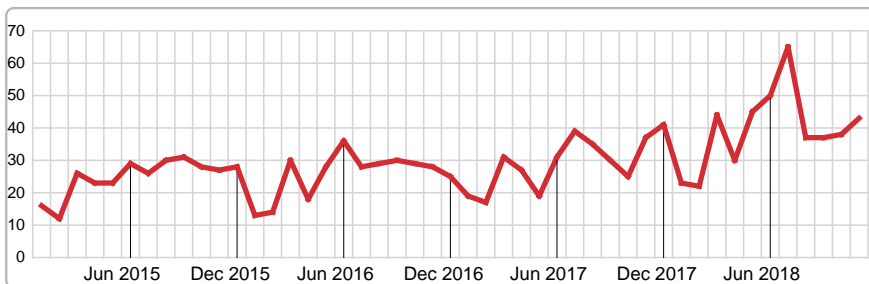
NOVEMBER



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	6.98%	41.0	2	0	1	0
\$50,001 - \$100,000	6	13.95%	11.0	3	3	0	0
\$100,001 - \$125,000	2	4.65%	24.5	0	2	0	0
\$125,001 - \$150,000	6	13.95%	11.5	0	5	1	0
\$150,001 - \$200,000	15	34.88%	60.0	0	9	5	1
\$200,001 - \$225,000	6	13.95%	89.0	0	4	2	0
\$225,001 and up	5	11.63%	74.0	0	3	2	0
Total Closed Units	43			5	26	11	1
Total Closed Volume	6,880,792	100%	42.0	280.00K	4.26M	2.16M	179.00K
Median Closed Price	\$161,000			\$53,000	\$160,500	\$173,500	\$179,000

November 2018



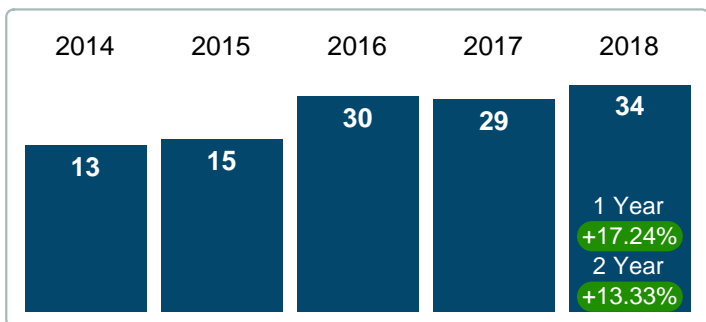
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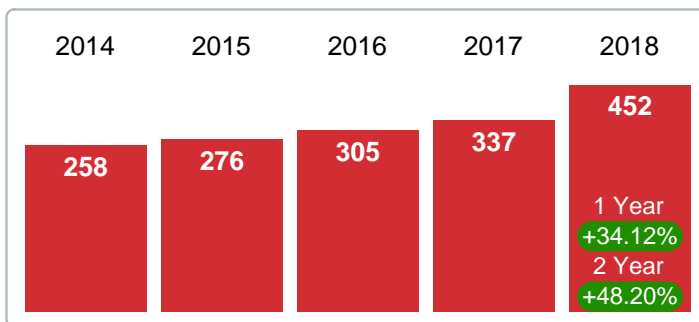
PENDING LISTINGS

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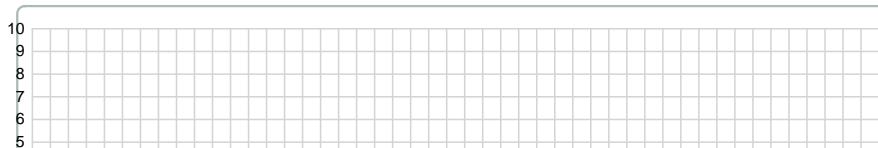
NOVEMBER



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	nan%
NOV	0	nan%

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	0	0.00%	74.0	0	0	0	0
\$75,001 - \$100,000	4	11.76%	54.5	0	4	0	0
\$100,001 - \$125,000	5	14.71%	131.0	2	2	1	0
\$125,001 - \$175,000	9	26.47%	29.0	0	4	2	3
\$175,001 - \$200,000	7	20.59%	35.0	0	5	1	1
\$200,001 - \$250,000	4	11.76%	71.5	0	3	1	0
\$250,001 and up	5	14.71%	35.0	0	3	2	0
Total Pending Units	34			2	21	7	4
Total Pending Volume	6,304,942	100%	40.5	219.90K	3.64M	1.81M	629.90K
Median Listing Price	\$164,200			\$109,950	\$177,400	\$196,000	\$157,000

November 2018



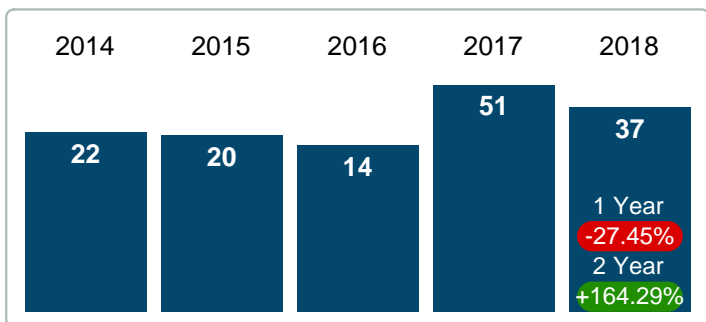
Area Delimited by County Of Bryan - Residential Property Type



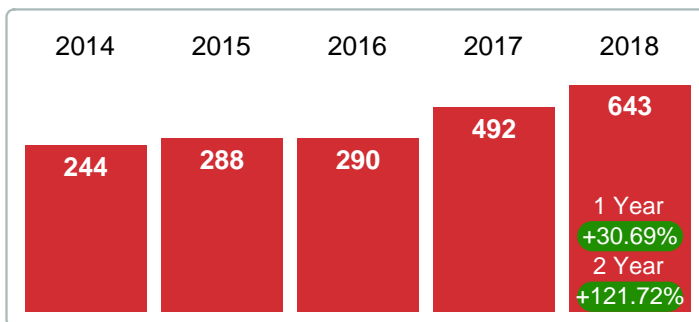
NEW LISTINGS

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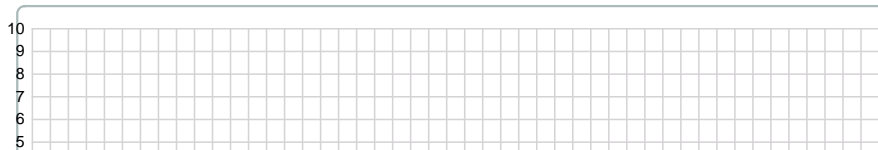
NOVEMBER



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
NOV: 0

nan%
nan%

Distribution of New Listings by Price Range

%

Price Range	Count	%
\$50,000 and less	4	10.81%
\$50,001 - \$75,000	3	8.11%
\$75,001 - \$125,000	6	16.22%
\$125,001 - \$175,000	7	18.92%
\$175,001 - \$225,000	7	18.92%
\$225,001 - \$275,000	5	13.51%
\$275,001 and up	5	13.51%

	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	1	3	0	0
\$50,001 - \$75,000	0	2	1	0
\$75,001 - \$125,000	2	4	0	0
\$125,001 - \$175,000	0	7	0	0
\$175,001 - \$225,000	0	5	1	1
\$225,001 - \$275,000	0	5	0	0
\$275,001 and up	0	1	2	2
Total	3	27	4	3
Total New Listed Volume	220.00K	5.23M	869.00K	877.50K
Median New Listed Listing Price	\$90,000	\$153,000	\$252,500	\$298,000

Total New Listed Units	37	
Total New Listed Volume	7,192,717	100%
Median New Listed Listing Price	\$157,500	



Area Delimited by County Of Bryan - Residential Property Type

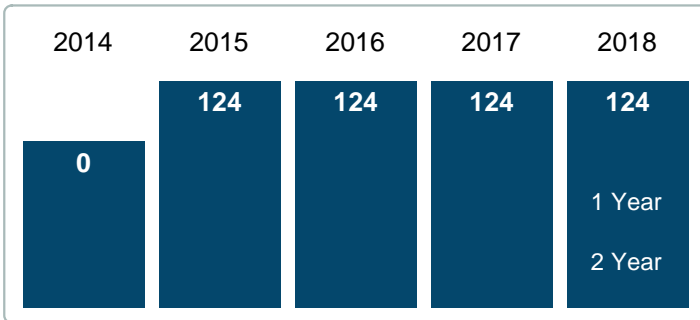


November 2018

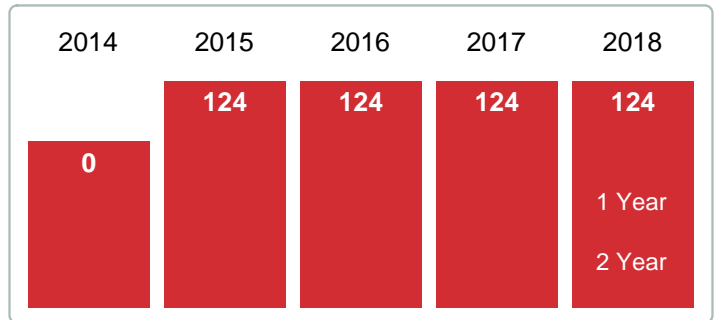
ACTIVE INVENTORY

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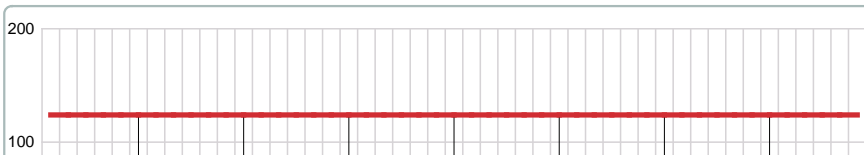
END OF NOVEMBER



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10	8.06%	54.5	5	5	0	0
\$50,001 - \$100,000	14	11.29%	30.0	4	8	2	0
\$100,001 - \$150,000	11	8.87%	74.0	1	7	2	1
\$150,001 - \$225,000	43	34.68%	81.0	0	31	12	0
\$225,001 - \$275,000	15	12.10%	53.0	0	11	4	0
\$275,001 - \$425,000	19	15.32%	71.0	1	6	7	5
\$425,001 and up	12	9.68%	89.0	1	4	2	5
Total Active Inventory by Units	124			12	72	29	11
Total Active Inventory by Volume	30,370,915	100%	70.0	2.07M	15.05M	7.40M	5.86M
Median Active Inventory Listing Price	\$188,000			\$58,700	\$176,000	\$219,900	\$425,000

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Area Delimited by County Of Bryan - Residential Property Type



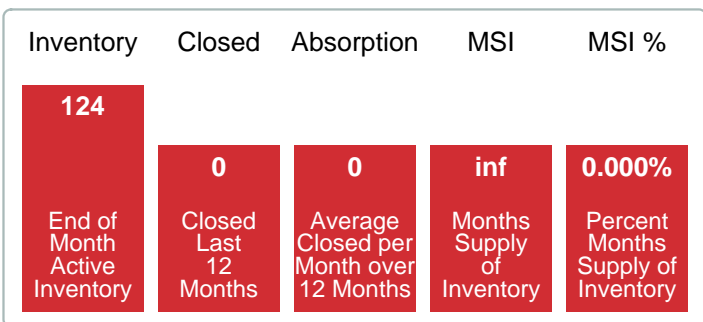
MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2018

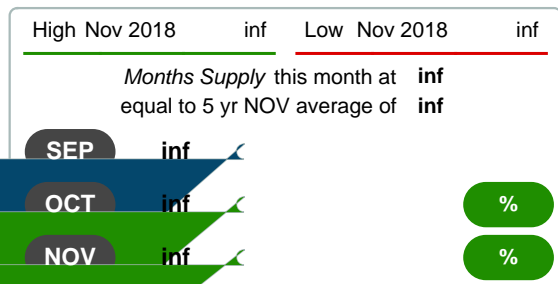


5 YEAR MARKET ACTIVITY TRENDS



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	100%	3.13	12	72	29	11	

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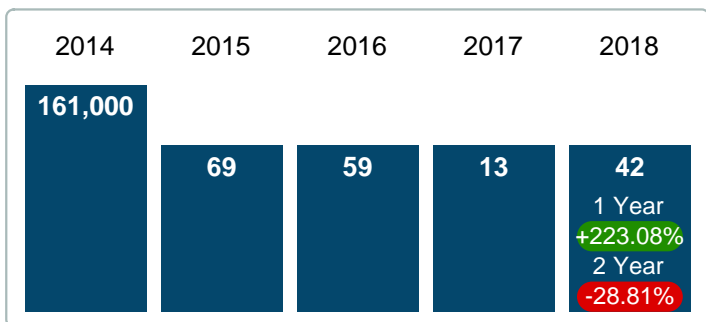
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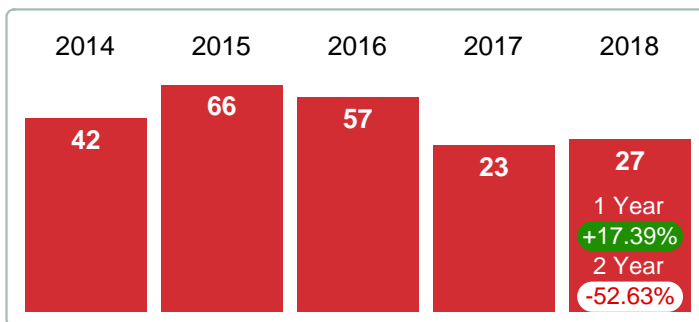
MEDIAN DAYS ON MARKET TO SALE

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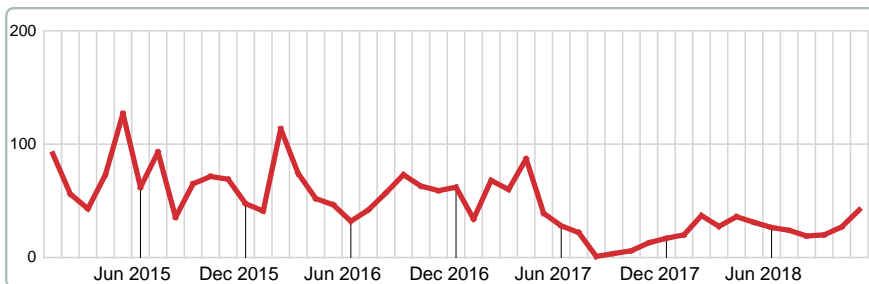
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

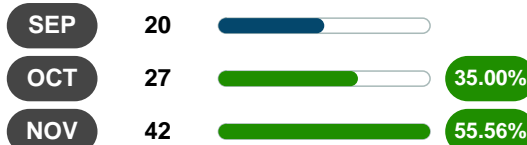


3 MONTHS

5 year NOV AVG = 32,237

High May 2015 127 Low Aug 2017 1

Median Days on Market to Sale this month at 42 below the 5 yr NOV average of 32,237



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	6.98%	41	110	0	13	0
\$50,001 - \$100,000	13.95%	11	5	36	0	0
\$100,001 - \$125,000	4.65%	25	0	25	0	0
\$125,001 - \$150,000	13.95%	12	0	15	1	0
\$150,001 - \$200,000	34.88%	60	0	60	122	1
\$200,001 - \$225,000	13.95%	89	0	69	131	0
\$225,001 and up	11.63%	74	0	69	95	0
Median Closed DOM		42	8	47	91	1
Total Closed Units	100%	43	5	26	11	1
Total Closed Volume		6,880,792	280.00K	4.26M	2.16M	179.00K

November 2018



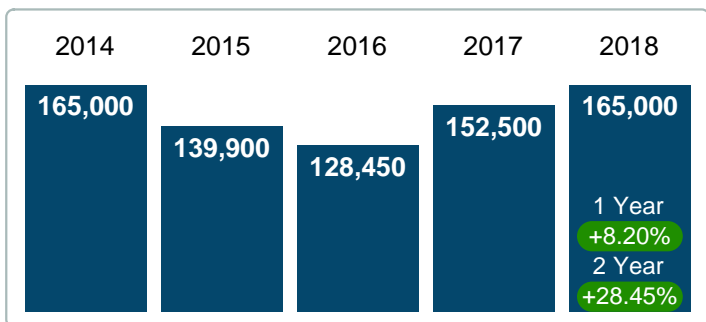
Area Delimited by County Of Bryan - Residential Property Type



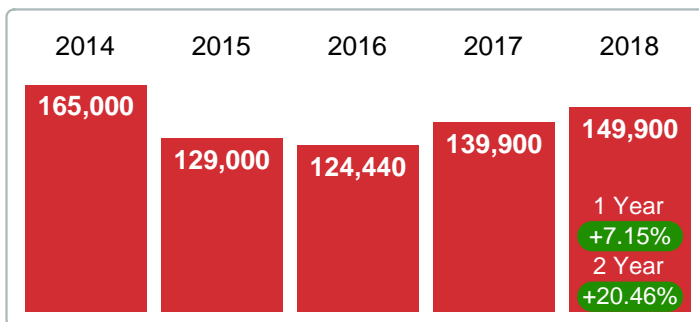
MEDIAN LIST PRICE AT CLOSING

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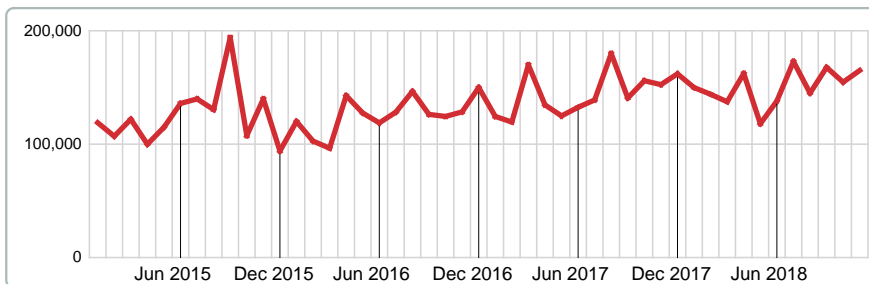
NOVEMBER



YEAR TO DATE (YTD)

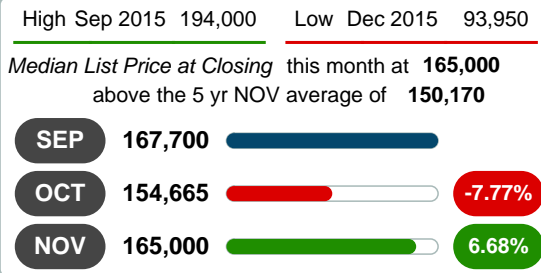


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 150,170



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	2	4.65%	45,000	45,000	0	0	0
\$50,001 - \$100,000	7	16.28%	65,000	65,000	67,500	56,900	0
\$100,001 - \$125,000	2	4.65%	112,500	0	112,500	0	0
\$125,001 - \$150,000	6	13.95%	136,950	0	139,000	129,000	0
\$150,001 - \$200,000	14	32.56%	170,500	0	165,750	173,500	180,000
\$200,001 - \$225,000	4	9.30%	206,750	0	206,250	208,000	0
\$225,001 and up	8	18.60%	241,250	0	231,500	416,950	0
Median List Price			165,000	58,000	164,950	179,000	180,000
Total Closed Units		100%	165,000	5	26	11	1
Total Closed Volume			7,163,442	297.50K	4.37M	2.32M	180.00K

November 2018



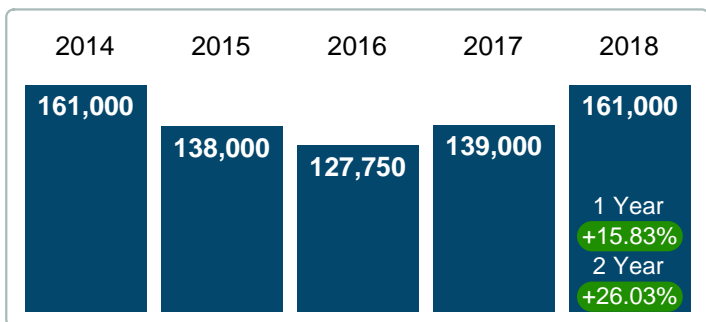
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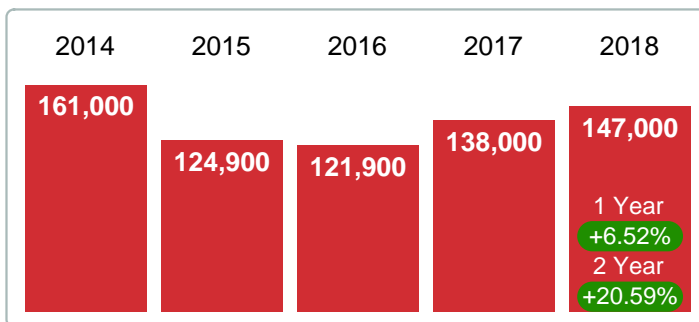
MEDIAN SOLD PRICE AT CLOSING

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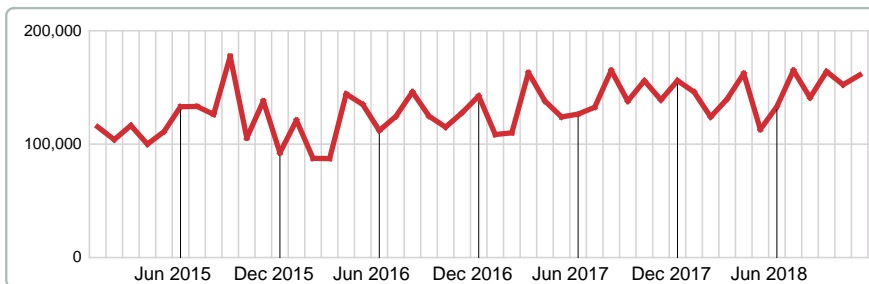
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

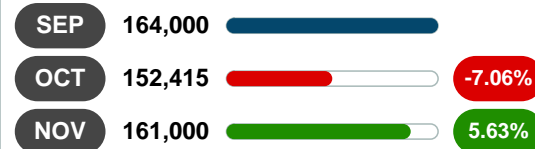


3 MONTHS

5 year NOV AVG = 145,350

High Sep 2015 177,500 Low Mar 2016 87,250

Median Sold Price at Closing this month at **161,000** above the 5 yr NOV average of **145,350**



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	3	6.98%	45,000	40,000	0	48,350	0
\$50,001 - \$100,000	6	13.95%	63,750	62,500	65,000	0	0
\$100,001 - \$125,000	2	4.65%	112,500	0	112,500	0	0
\$125,001 - \$150,000	6	13.95%	137,500	0	140,000	129,000	0
\$150,001 - \$200,000	15	34.88%	169,000	0	166,000	169,000	179,000
\$200,001 - \$225,000	6	13.95%	208,500	0	211,000	208,500	0
\$225,001 and up	5	11.63%	237,000	0	237,000	355,000	0
Median Sold Price			161,000	53,000	160,500	173,500	179,000
Total Closed Units		100%	161,000	5	26	11	1
Total Closed Volume			6,880,792	280.00K	4.26M	2.16M	179.00K

November 2018



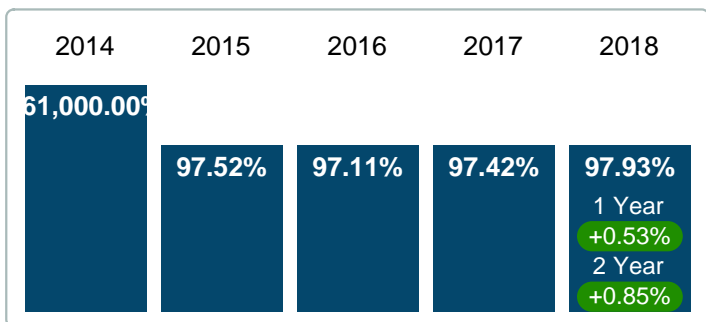
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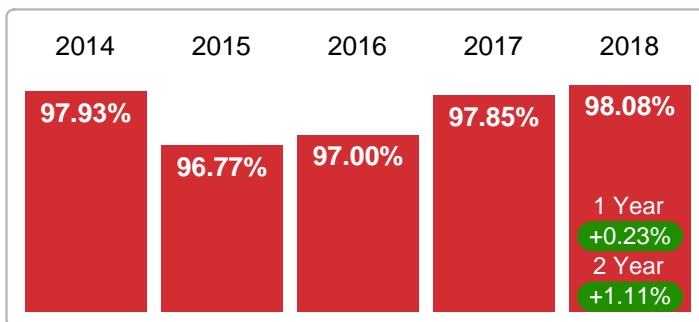
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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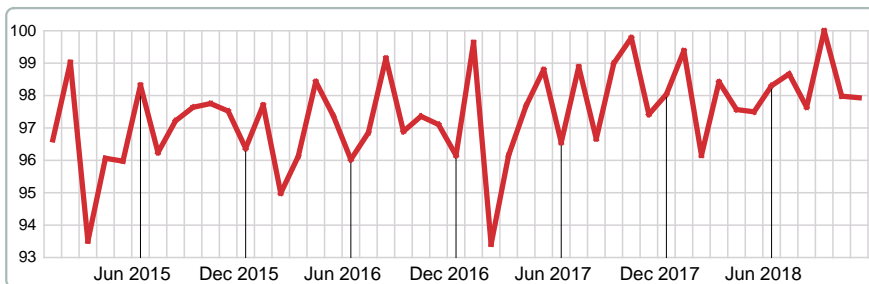
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

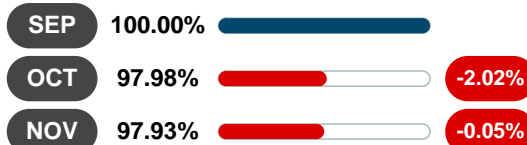


3 MONTHS

5 year NOV AVG = 32,278.00%

High Sep 2018 100.00% Low Feb 2017 93.41%

Median Sold/List Ratio this month at **97.93%**
below the 5 yr NOV average of **32,278.00%**



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
\$50,000 and less	3	6.98%	87.50%	88.75%	0.00%	84.97%	0.00%
\$50,001 - \$100,000	6	13.95%	96.09%	96.15%	96.02%	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%	100.40%	0.00%	100.72%	100.00%	0.00%
\$150,001 - \$200,000	15	34.88%	97.29%	0.00%	96.97%	100.00%	99.44%
\$200,001 - \$225,000	6	13.95%	99.04%	0.00%	97.96%	100.24%	0.00%
\$225,001 and up	5	11.63%	94.99%	0.00%	98.57%	86.57%	0.00%
Median Sold/List Ratio		97.93%		91.38%	98.01%	100.00%	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



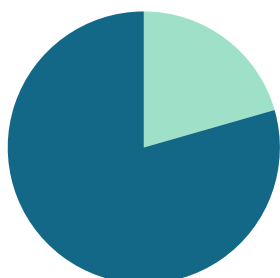
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

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

INVENTORY

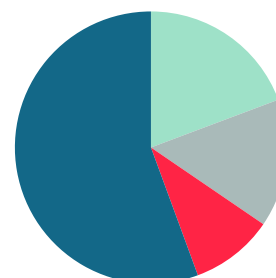


Inventory
 New Listings
37 = 20.56%
 Start Inventory
143
 Total Inventory Units
180
 Volume
\$42,572,555

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%
Median List Price	152,500	165,000	8.20%	139,900	149,900	7.15%
Median Sale Price	139,000	161,000	15.83%	138,000	147,000	6.52%
Median Percent of Selling Price to List Price	97.42%	97.93%	0.53%	97.85%	98.08%	0.23%
Median Days on Market to Sale	13.00	42.00	223.08%	23.00	27.00	17.39%
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

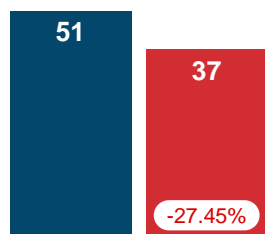
Inventory on November 30, 2018 = **124**

2017 **2018**

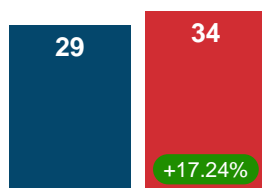
NOVEMBER MARKET

MEDIAN PRICES

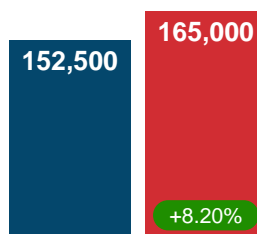
New Listings



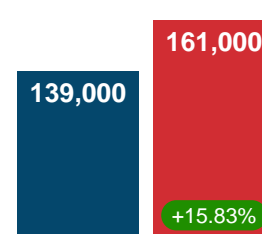
Pending Listings



List Price



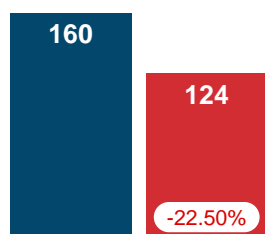
Sale Price



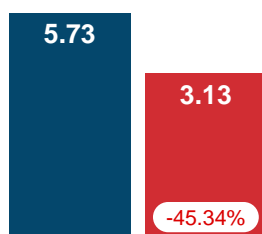
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

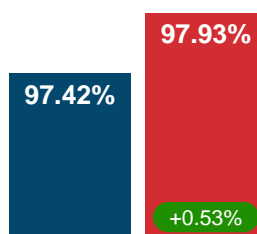
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

