

October 2018



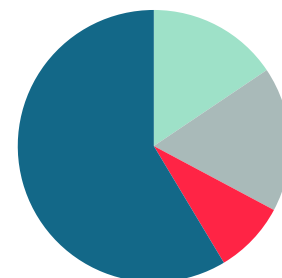
Area Delimited by County Of Bryan - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2017	October 2018	+/-%
Closed Listings	25	38	52.00%
Pending Listings	36	42	16.67%
New Listings	63	59	-6.35%
Average List Price	151,772	174,161	14.75%
Average Sale Price	145,351	168,947	16.23%
Average Percent of Selling Price to List Price	96.50%	96.56%	0.06%
Average Days on Market to Sale	20.88	46.03	120.43%
End of Month Inventory	153	143	-6.54%
Months Supply of Inventory	5.63	3.66	-35.03%



■ Closed (15.57%)
■ Pending (17.21%)
■ Other OffMarket (8.61%)
■ Active (58.61%)

Absorption: Last 12 months, an Average of **39** Sales/Month
Active Inventory as of October 31, 2018 = **143**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2018 decreased **6.54%** to 143 existing homes available for sale. Over the last 12 months this area has had an average of 39 closed sales per month. This represents an unsold inventory index of **3.66** 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 **16.23%** in October 2018 to \$168,947 versus the previous year at \$145,351.

Average Days on Market Lengthens

The average number of **46.03** days that homes spent on the market before selling increased by 25.15 days or **120.43%** in October 2018 compared to last year's same month at **20.88** DOM.

Sales Success for October 2018 is Positive

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

There were 59 New Listings in October 2018, down **6.35%** from last year at 63. Furthermore, there were 38 Closed Listings this month versus last year at 25, a **52.00%** increase.

Closed versus Listed trends yielded a **64.4%** ratio, up from previous year's, October 2017, at **39.7%**, a **62.31%** 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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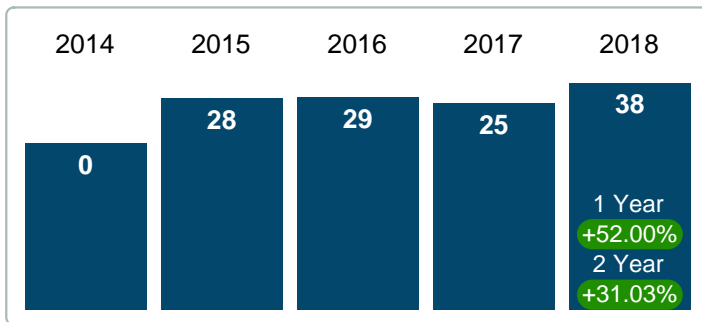
Area Delimited by County Of Bryan - Residential Property Type



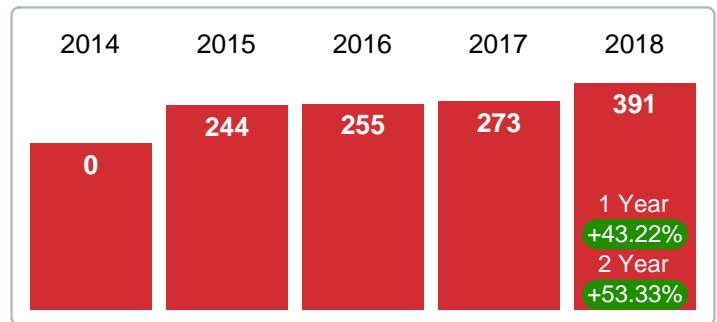
CLOSED LISTINGS

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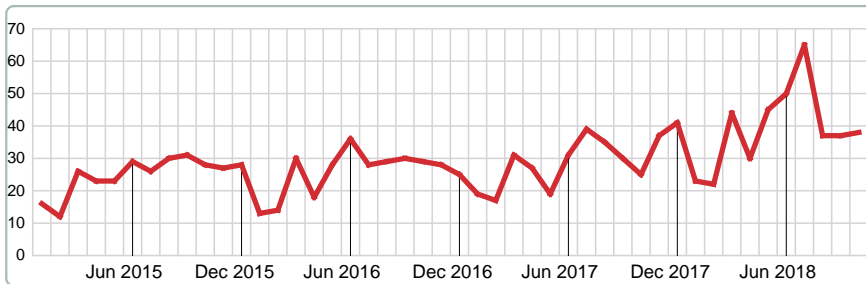
OCTOBER



YEAR TO DATE (YTD)

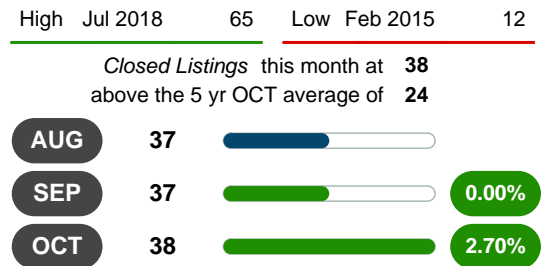


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 24



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	2	5.26%	113.0	0	2	0	0
\$50,001 - \$100,000	5	13.16%	30.2	2	2	1	0
\$100,001 - \$125,000	9	23.68%	13.3	0	7	2	0
\$125,001 - \$150,000	2	5.26%	5.5	0	2	0	0
\$150,001 - \$200,000	11	28.95%	56.7	1	8	2	0
\$200,001 - \$300,000	5	13.16%	60.0	0	3	2	0
\$300,001 and up	4	10.53%	79.3	0	2	0	2
Total Closed Units	38			3	26	7	2
Total Closed Volume	6,419,980	100%	46.0	320.00K	4.07M	1.02M	1.01M
Average Closed Price	\$168,947			\$106,667	\$156,549	\$146,386	\$502,500

October 2018



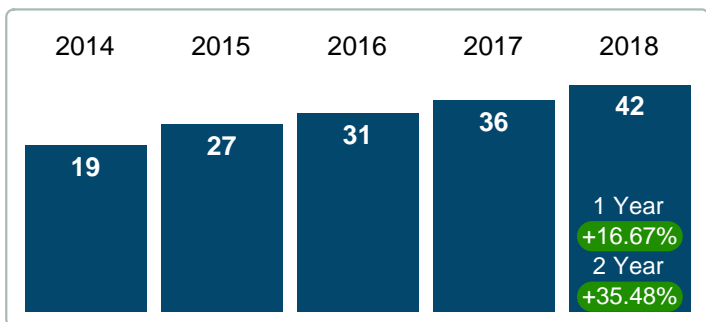
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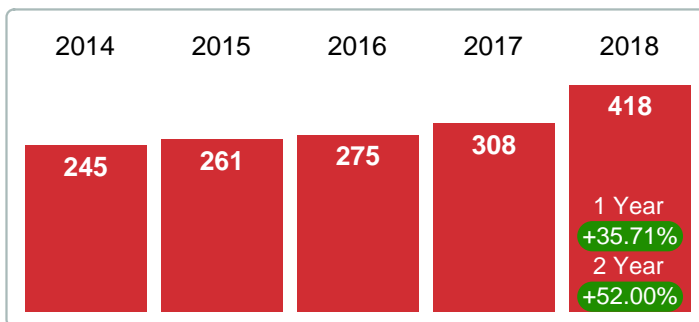
PENDING LISTINGS

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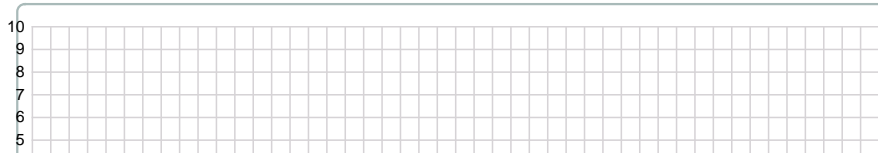
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 31

High Oct 2018 0 Low Oct 2018 0

Pending Listings this month at **42**
above the 5 yr OCT average of **31**

AUG 0
SEP 0
OCT 0

nan%
nan%

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	7.14%	101.3	2	1	0	0
\$50,001 - \$80,000	6	14.29%	49.8	3	1	2	0
\$80,001 - \$100,000	5	11.90%	27.6	2	2	1	0
\$100,001 - \$160,000	12	28.57%	13.7	0	10	2	0
\$160,001 - \$190,000	5	11.90%	53.0	0	5	0	0
\$190,001 - \$220,000	5	11.90%	108.0	0	2	3	0
\$220,001 and up	6	14.29%	86.3	0	4	2	0
Total Pending Units	42			7	25	10	0
Total Pending Volume	6,070,099	100%	53.0	471.30K	3.93M	1.67M	0.00B
Average Listing Price	\$144,526			\$67,329	\$157,352	\$166,500	\$0

October 2018



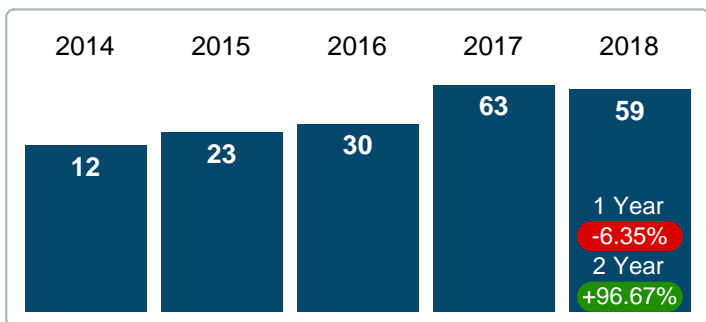
Area Delimited by County Of Bryan - Residential Property Type



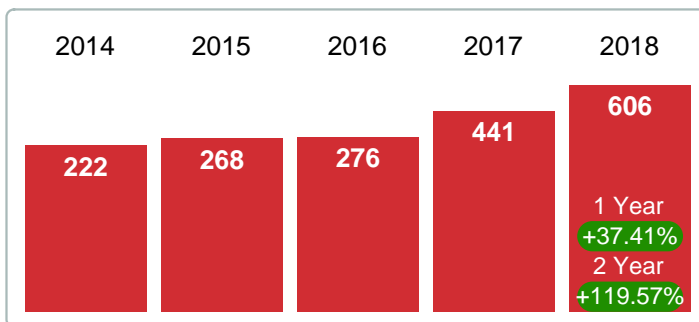
NEW LISTINGS

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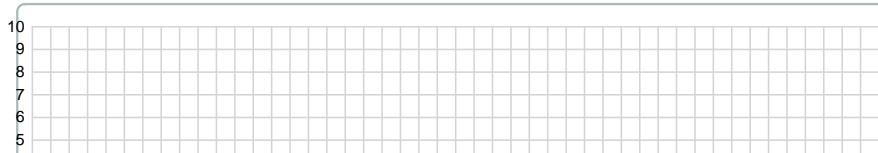
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 37

High Oct 2018: 0 Low Oct 2018: 0

New Listings this month at **59**
above the 5 yr OCT average of **37**

AUG: 0
SEP: 0
OCT: 0

nan%
nan%

Distribution of New Listings by Price Range

%

Price Range	Count	%
\$50,000 and less	3	5.08%
\$50,001 - \$100,000	10	16.95%
\$100,001 - \$125,000	6	10.17%
\$125,001 - \$150,000	7	11.86%
\$150,001 - \$200,000	17	28.81%
\$200,001 - \$325,000	10	16.95%
\$325,001 and up	6	10.17%

	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	0	0	0
\$50,001 - \$100,000	4	3	3	0
\$100,001 - \$125,000	1	3	2	0
\$125,001 - \$150,000	0	5	1	1
\$150,001 - \$200,000	0	14	2	1
\$200,001 - \$325,000	0	7	3	0
\$325,001 and up	1	2	2	1
Total	9	34	13	3
Total New Listed Volume	1.61M	6.54M	2.36M	724.90K
Average New Listed Listing Price	\$178,411	\$192,418	\$181,800	\$241,633

Total New Listed Units	59	
Total New Listed Volume	11,236,199	100%
Average New Listed Listing Price	\$155,060	

October 2018



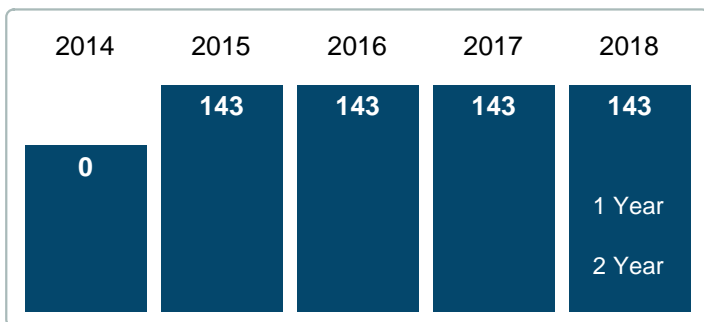
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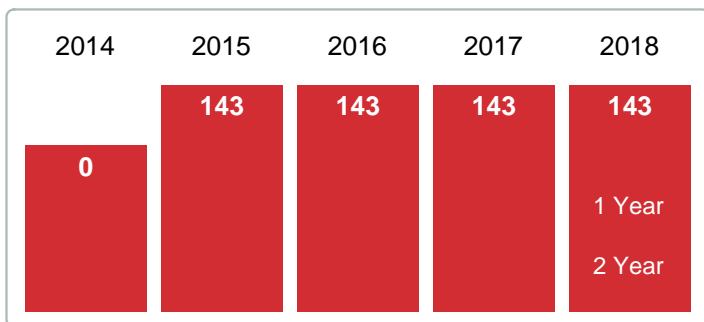
ACTIVE INVENTORY

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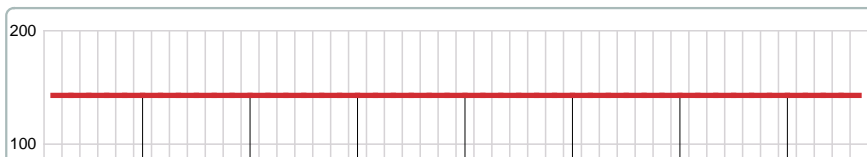
END OF OCTOBER



ACTIVE DURING OCTOBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 114

High Oct 2018 143 Low Oct 2018 143

Inventory this month at 143 above the 5 yr OCT average of 114

- AUG 143
- SEP 143 0.00%
- OCT 143 0.00%

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	13	9.09%	85.8	7	6	0	0
\$75,001 - \$125,000	18	12.59%	92.4	5	10	3	0
\$125,001 - \$150,000	10	6.99%	39.7	0	5	2	3
\$150,001 - \$225,000	49	34.27%	67.0	0	35	13	1
\$225,001 - \$275,000	17	11.89%	68.4	0	10	7	0
\$275,001 - \$475,000	21	14.69%	73.2	1	9	7	4
\$475,001 and up	15	10.49%	84.3	1	5	3	6
Total Active Inventory by Units	143			14	80	35	14
Total Active Inventory by Volume	35,379,838	100%	72.9	2.30M	16.90M	9.25M	6.94M
Average Active Inventory Listing Price	\$247,411			\$163,943	\$211,217	\$264,333	\$495,400

October 2018



Area Delimited by County Of Bryan - Residential Property Type



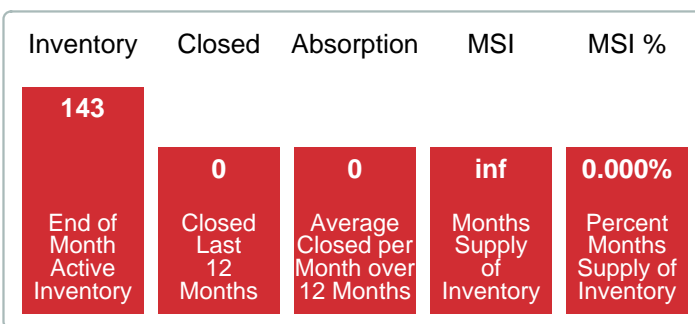
MONTHS SUPPLY of INVENTORY (MSI)

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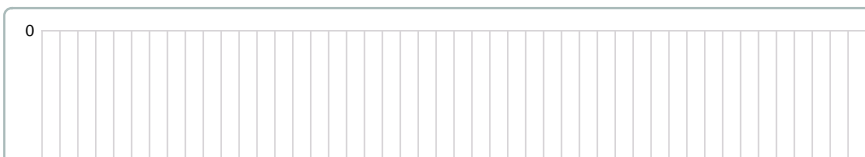
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2018

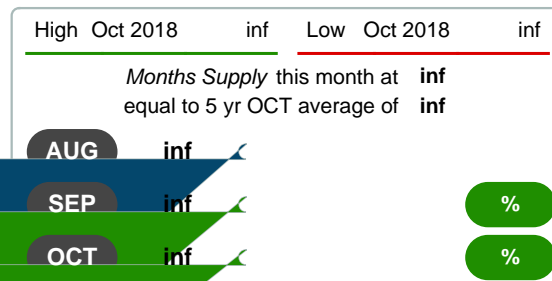


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = inf



Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	13	9.09%	2.00	3.50	1.71	0.00	0.00
\$75,001 - \$125,000	18	12.59%	2.06	4.29	1.54	3.60	0.00
\$125,001 - \$150,000	10	6.99%	1.82	0.00	1.09	3.00	36.00
\$150,001 - \$225,000	49	34.27%	4.08	0.00	4.33	3.71	6.00
\$225,001 - \$275,000	17	11.89%	5.51	0.00	5.45	6.46	0.00
\$275,001 - \$475,000	21	14.69%	7.64	12.00	7.71	5.60	16.00
\$475,001 and up	15	10.49%	30.00	0.00	30.00	12.00	72.00
Market Supply of Inventory (MSI)		3.66		3.82	3.10	4.20	11.20
Total Active Inventory by Units		143	100%	14	80	35	14

October 2018



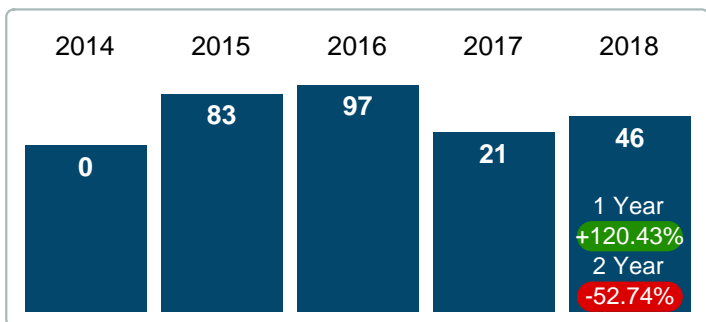
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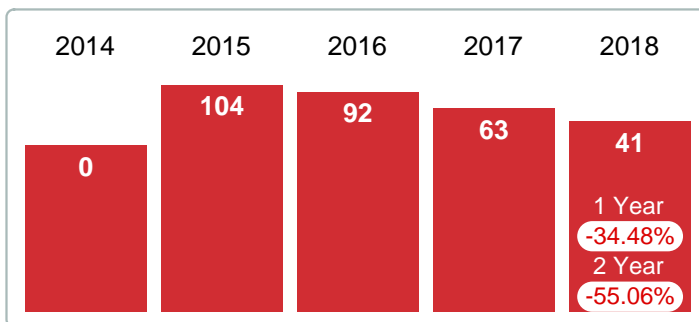
AVERAGE DAYS ON MARKET TO SALE

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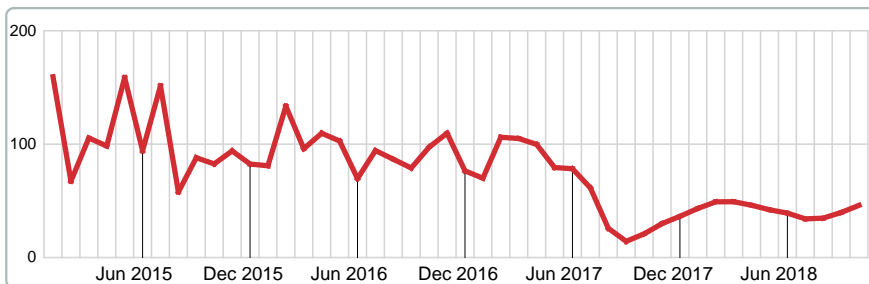
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

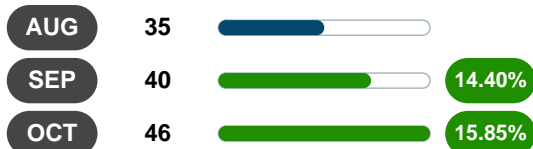


3 MONTHS

5 year OCT AVG = 49

High Jan 2015 159 Low Sep 2017 14

Average Days on Market to Sale this month at 46 below the 5 yr OCT average of 49



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	5.26%	113	0	113	0	0
\$50,001 - \$100,000	13.16%	30	5	69	3	0
\$100,001 - \$125,000	23.68%	13	0	16	4	0
\$125,001 - \$150,000	5.26%	6	0	6	0	0
\$150,001 - \$200,000	28.95%	57	2	58	78	0
\$200,001 - \$300,000	13.16%	60	0	69	46	0
\$300,001 and up	10.53%	79	0	84	0	75
Average Closed DOM		46	4	51	37	75
Total Closed Units	100%	46	3	26	7	2
Total Closed Volume		6,419,980	320.00K	4.07M	1.02M	1.01M

October 2018



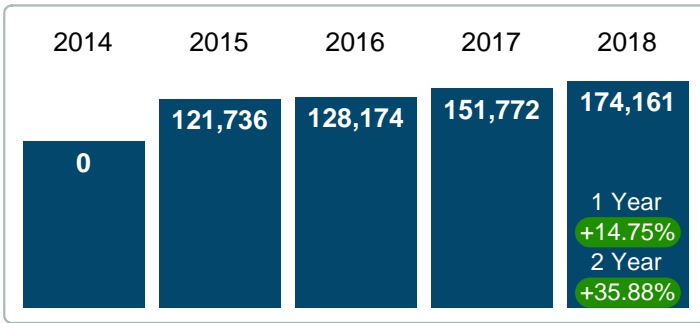
Area Delimited by County Of Bryan - Residential Property Type



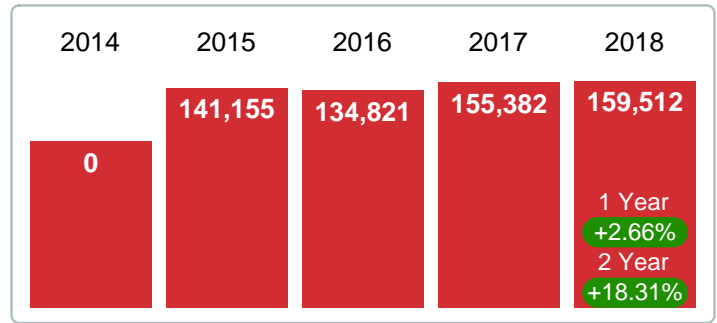
AVERAGE LIST PRICE AT CLOSING

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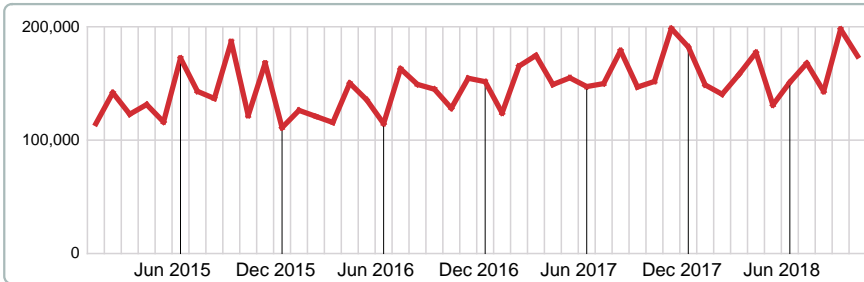
OCTOBER



YEAR TO DATE (YTD)

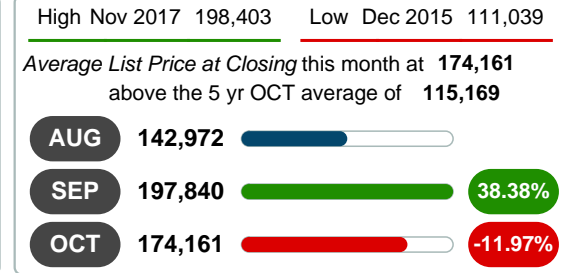


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 115,169



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	5.26%	37,000	0	37,000	0	0
\$50,001 - \$100,000	5	13.16%	75,400	80,500	82,000	52,000	0
\$100,001 - \$125,000	8	21.05%	117,175	0	123,043	105,550	0
\$125,001 - \$150,000	3	7.89%	136,167	0	136,750	0	0
\$150,001 - \$200,000	11	28.95%	173,257	170,000	172,116	179,450	0
\$200,001 - \$300,000	5	13.16%	228,980	0	243,833	206,700	0
\$300,001 and up	4	10.53%	442,625	0	368,950	0	516,300
Average List Price			174,161	110,333	162,274	147,914	516,300
Total Closed Units		100%	174,161	3	26	7	2
Total Closed Volume				331.00K	4.22M	1.04M	1.03M

October 2018



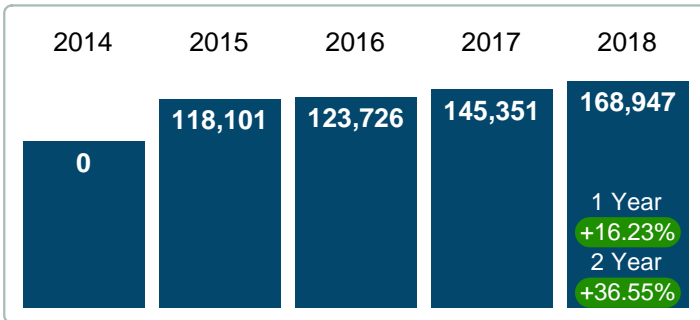
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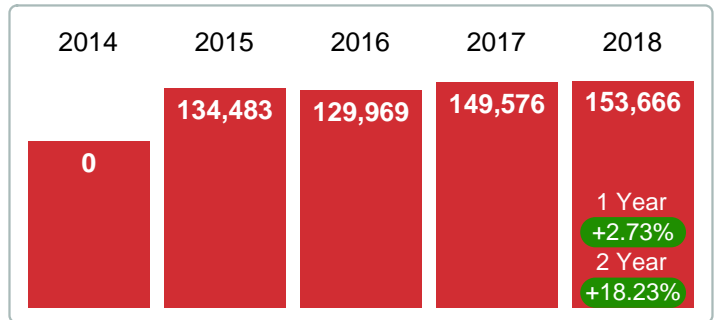
AVERAGE SOLD PRICE AT CLOSING

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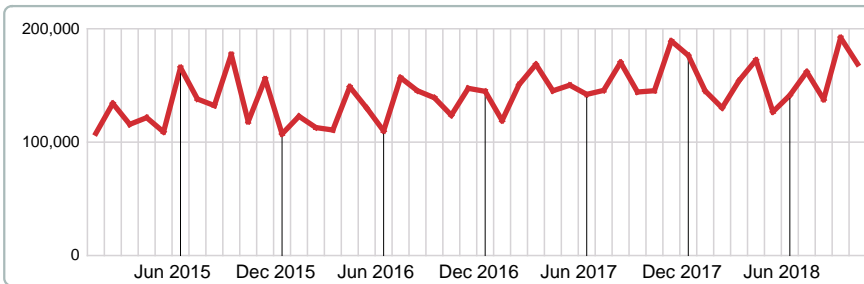
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

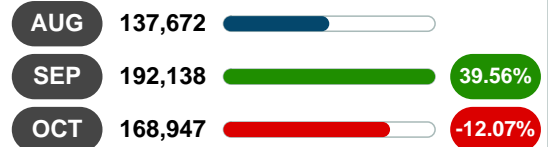


3 MONTHS

5 year OCT AVG = 111,225

High Sep 2018 192,138 Low Dec 2015 107,246

Average Sold Price at Closing this month at **168,947** above the 5 yr OCT average of **111,225**



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	2	5.26%	31,000	0	31,000	0	0
\$50,001 - \$100,000	5	13.16%	73,000	80,500	76,000	52,000	0
\$100,001 - \$125,000	9	23.68%	113,300	0	115,000	107,350	0
\$125,001 - \$150,000	2	5.26%	136,975	0	136,975	0	0
\$150,001 - \$200,000	11	28.95%	169,203	159,000	169,091	174,750	0
\$200,001 - \$300,000	5	13.16%	222,620	0	234,867	204,250	0
\$300,001 and up	4	10.53%	431,250	0	360,000	0	502,500
Average Sold Price			168,947	106,667	156,549	146,386	502,500
Total Closed Units		100%	168,947	3	26	7	2
Total Closed Volume			6,419,980	320.00K	4.07M	1.02M	1.01M

October 2018



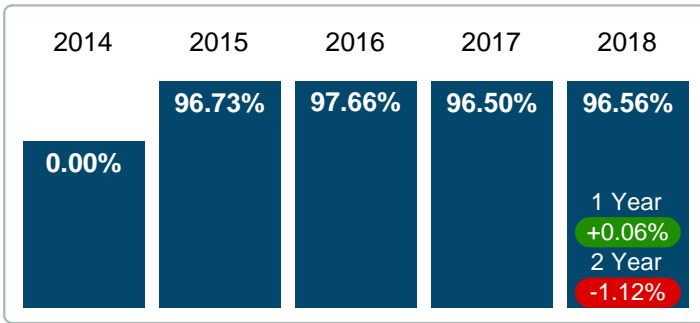
Area Delimited by County Of Bryan - Residential Property Type



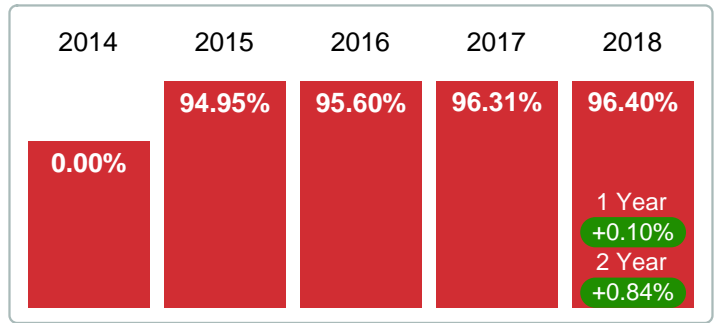
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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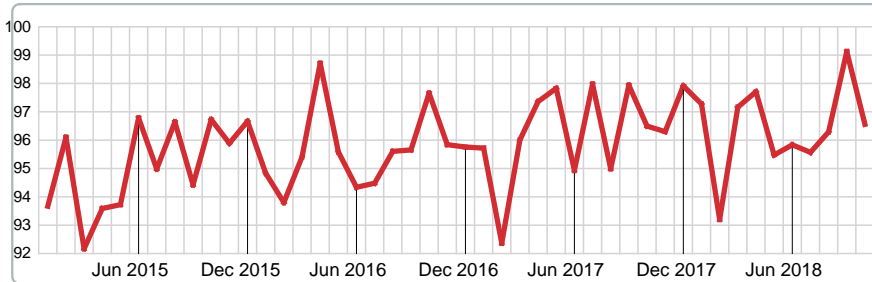
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

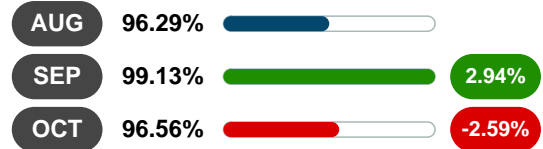


3 MONTHS

5 year OCT AVG = 77.49%

High Sep 2018 99.13% Low Mar 2015 92.17%

Average Sold/List Ratio this month at **96.56%** above the 5 yr OCT average of **77.49%**



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	2	5.26%	87.76%	0.00%	87.76%	0.00%	0.00%
\$50,001 - \$100,000	5	13.16%	97.02%	100.00%	92.54%	100.00%	0.00%
\$100,001 - \$125,000	9	23.68%	95.36%	0.00%	93.56%	101.64%	0.00%
\$125,001 - \$150,000	2	5.26%	100.15%	0.00%	100.15%	0.00%	0.00%
\$150,001 - \$200,000	11	28.95%	97.66%	93.53%	98.32%	97.06%	0.00%
\$200,001 - \$300,000	5	13.16%	97.33%	0.00%	96.34%	98.83%	0.00%
\$300,001 and up	4	10.53%	97.31%	0.00%	97.50%	0.00%	97.12%
Average Sold/List Ratio		96.60%		97.84%	95.63%	99.29%	97.12%
Total Closed Units		38	100%	3	26	7	2
Total Closed Volume		6,419,980		320.00K	4.07M	1.02M	1.01M

October 2018



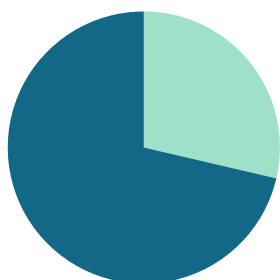
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

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

INVENTORY

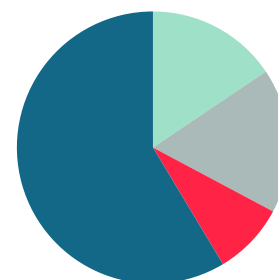


Inventory
 New Listings
59 = 28.64%
 Start Inventory
147
 Total Inventory Units
206
 Volume
\$46,141,237

Market Activity

Closed Sales
38 = 15.57%
 Pending Sales
42 = 17.21%
 Other Off Market
21 = 8.61%
 Active Inventory
143 = 58.61%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	25	38	52.00%	273	391	43.22%
Pending Sales	36	42	16.67%	308	418	35.71%
New Listings	63	59	-6.35%	441	606	37.41%
Average List Price	151,772	174,161	14.75%	155,382	159,512	2.66%
Average Sale Price	145,351	168,947	16.23%	149,576	153,666	2.73%
Average Percent of Selling Price to List Price	96.50%	96.56%	0.06%	96.31%	96.40%	0.10%
Average Days on Market to Sale	20.88	46.03	120.43%	63.23	41.43	-34.48%
Monthly Inventory	153	143	-6.54%	153	143	-6.54%
Months Supply of Inventory	5.63	3.66	-35.03%	5.63	3.66	-35.03%

Absorption: Last 12 months, an Average of **39** Sales/Month

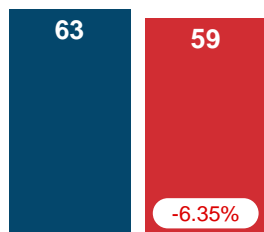
Inventory on October 31, 2018 = **143**

2017 2018

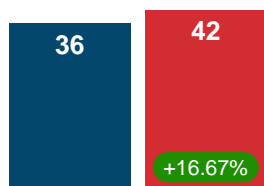
OCTOBER MARKET

AVERAGE PRICES

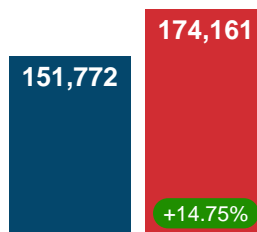
New Listings



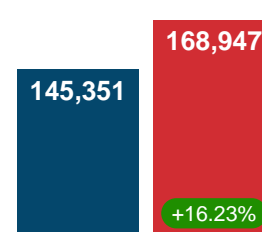
Pending Listings



List Price



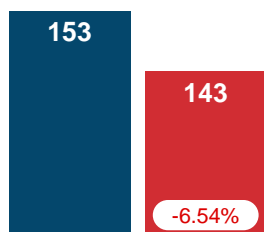
Sale Price



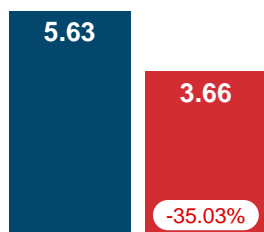
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

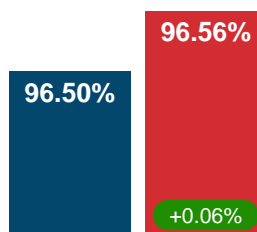
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

