

# October 2018



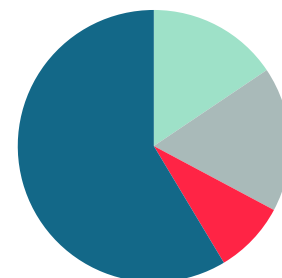
Area Delimited by County Of Bryan - Residential Property Type



## 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%
Median List Price	155,900	154,665	-0.79%
Median Sale Price	155,900	152,415	-2.24%
Median Percent of Selling Price to List Price	99.78%	97.98%	-1.81%
Median Days on Market to Sale	6.00	27.00	350.00%
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.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **2.24%** in October 2018 to \$152,415 versus the previous year at \$155,900.

#### Median Days on Market Lengthens

The median number of **27.00** days that homes spent on the market before selling increased by 21.00 days or **350.00%** in October 2018 compared to last year's same month at **6.00** DOM.

#### Sales Success for October 2018 is Positive

Overall, with Median Prices falling 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.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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

# October 2018



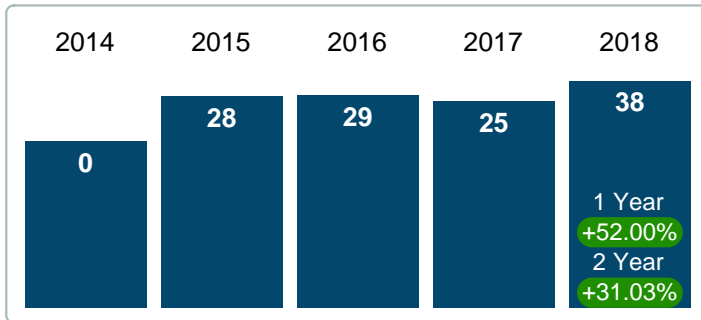
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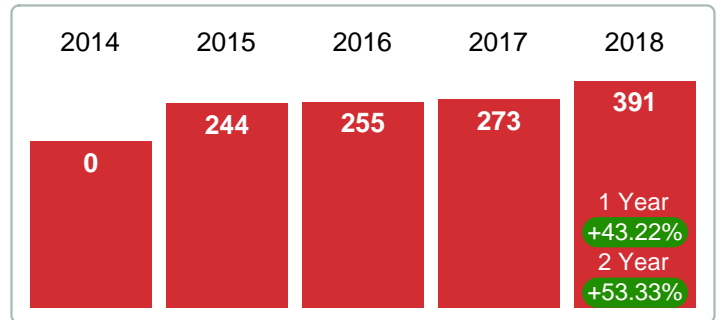
## CLOSED LISTINGS

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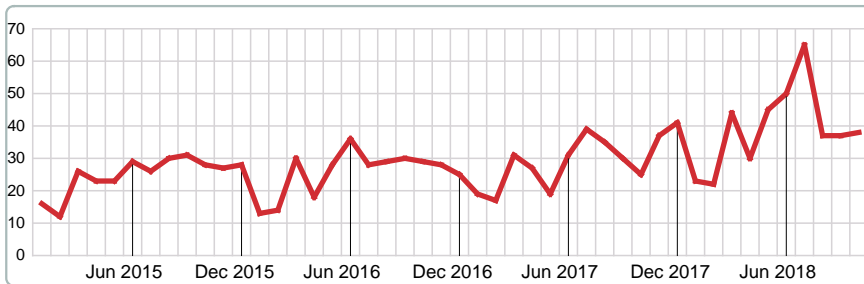
### OCTOBER



### YEAR TO DATE (YTD)

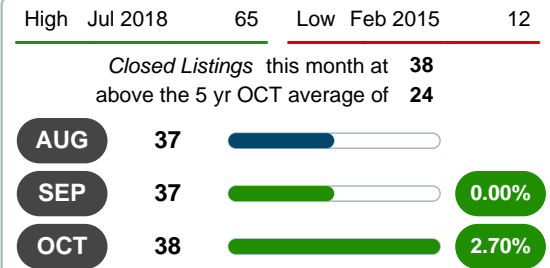


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 24



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	9.0	2	2	1	0
\$100,001 - \$125,000	9	23.68%	8.0	0	7	2	0
\$125,001 - \$150,000	2	5.26%	5.5	0	2	0	0
\$150,001 - \$200,000	11	28.95%	69.0	1	8	2	0
\$200,001 - \$300,000	5	13.16%	37.0	0	3	2	0
\$300,001 and up	4	10.53%	84.0	0	2	0	2
<b>Total Closed Units</b>	<b>38</b>			<b>3</b>	<b>26</b>	<b>7</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>6,419,980</b>	<b>100%</b>	<b>27.0</b>	<b>320.00K</b>	<b>4.07M</b>	<b>1.02M</b>	<b>1.01M</b>
<b>Median Closed Price</b>	<b>\$152,415</b>			<b>\$99,000</b>	<b>\$150,390</b>	<b>\$150,500</b>	<b>\$502,500</b>

# October 2018



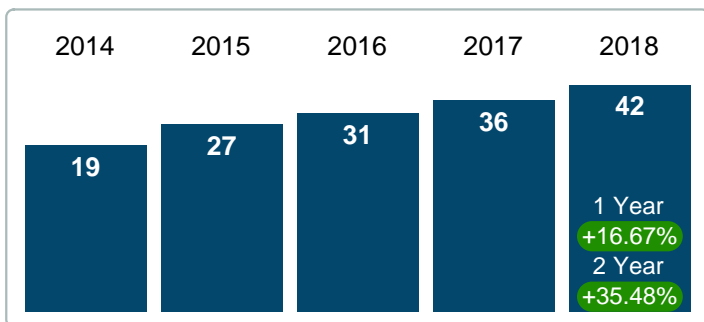
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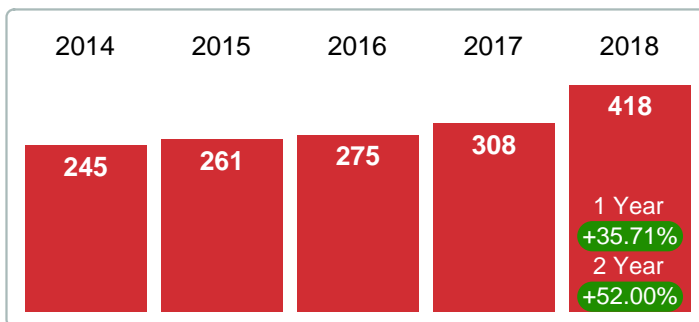
## PENDING LISTINGS

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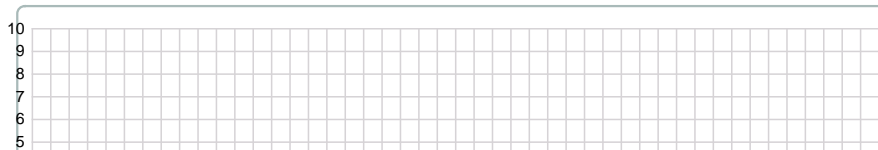
### OCTOBER



### 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

Month	Pending Listings	% Change
AUG	0	
SEP	0	nan%
OCT	0	nan%

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	7.14%	84.0	2	1	0	0
\$50,001 - \$80,000	6	14.29%	10.5	3	1	2	0
\$80,001 - \$100,000	5	11.90%	7.0	2	2	1	0
\$100,001 - \$160,000	12	28.57%	4.0	0	10	2	0
\$160,001 - \$190,000	5	11.90%	35.0	0	5	0	0
\$190,001 - \$220,000	5	11.90%	122.0	0	2	3	0
\$220,001 and up	6	14.29%	100.5	0	4	2	0
<b>Total Pending Units</b>	<b>42</b>			<b>7</b>	<b>25</b>	<b>10</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>6,070,099</b>	<b>100%</b>	<b>11.5</b>	<b>471.30K</b>	<b>3.93M</b>	<b>1.67M</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$139,250</b>			<b>\$65,000</b>	<b>\$159,500</b>	<b>\$151,500</b>	<b>\$0</b>

# October 2018



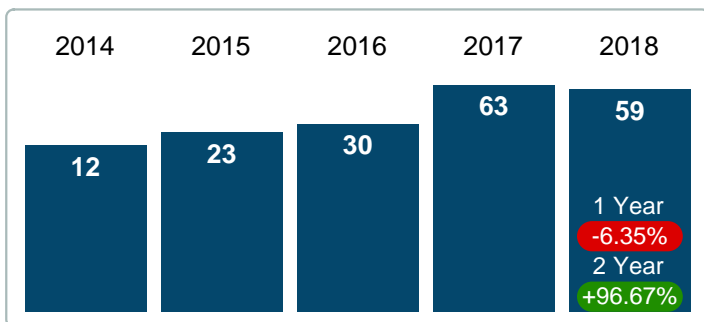
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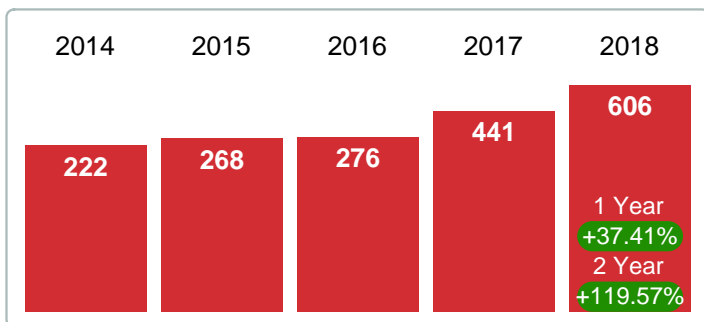
## NEW LISTINGS

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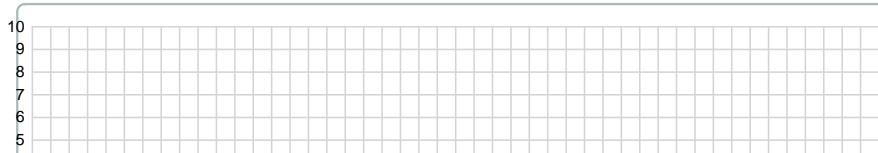
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 37

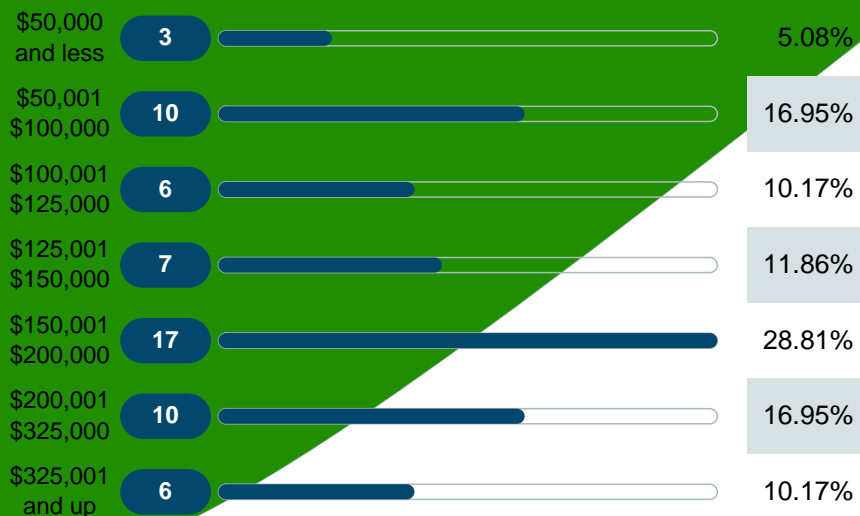
High Oct 2018: 0    Low Oct 2018: 0

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

AUG: 0  
SEP: 0 (nan%)  
OCT: 0 (nan%)

### Distribution of New Listings by Price Range

%



	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
<b>Total</b>	<b>9</b>	<b>34</b>	<b>13</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>1.61M</b>	<b>6.54M</b>	<b>2.36M</b>	<b>724.90K</b>
<b>Median New Listed Listing Price</b>	<b>\$65,000</b>	<b>\$166,250</b>	<b>\$157,500</b>	<b>\$164,000</b>

Total New Listed Units	59	
Total New Listed Volume	11,236,199	100%
Median New Listed Listing Price	\$159,000	

# October 2018



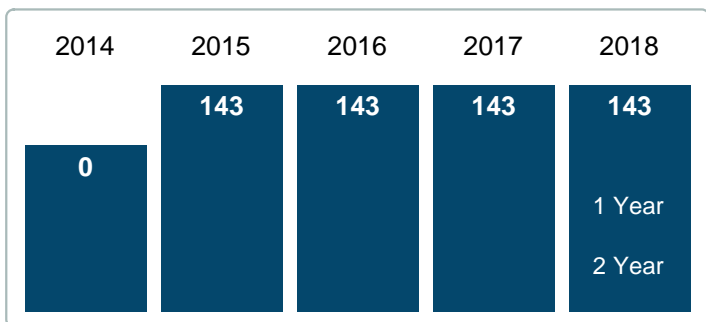
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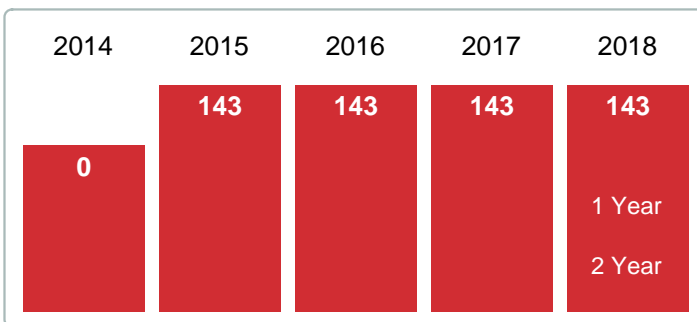
## ACTIVE INVENTORY

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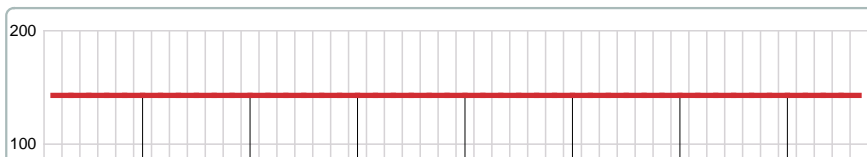
### END OF OCTOBER



### 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
- OCT 143

0.00% (for SEP)

0.00% (for OCT)

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	13	9.09%	60.0	7	6	0	0
\$75,001 - \$125,000	18	12.59%	95.0	5	10	3	0
\$125,001 - \$150,000	10	6.99%	31.0	0	5	2	3
\$150,001 - \$225,000	49	34.27%	54.0	0	35	13	1
\$225,001 - \$275,000	17	11.89%	83.0	0	10	7	0
\$275,001 - \$475,000	21	14.69%	65.0	1	9	7	4
\$475,001 and up	15	10.49%	78.0	1	5	3	6
<b>Total Active Inventory by Units</b>	<b>143</b>			<b>14</b>	<b>80</b>	<b>35</b>	<b>14</b>
<b>Total Active Inventory by Volume</b>	<b>35,379,838</b>	<b>100%</b>	<b>64.0</b>	<b>2.30M</b>	<b>16.90M</b>	<b>9.25M</b>	<b>6.94M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$189,000</b>			<b>\$71,000</b>	<b>\$179,000</b>	<b>\$222,000</b>	<b>\$437,500</b>

# October 2018



Area Delimited by County Of Bryan - Residential Property Type



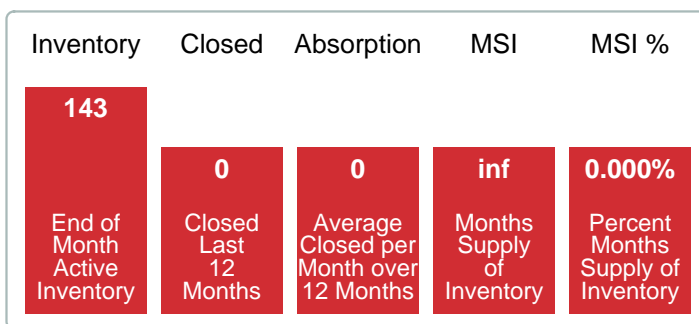
## MONTHS SUPPLY of INVENTORY (MSI)

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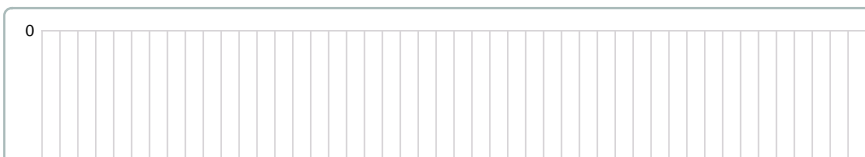
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2018

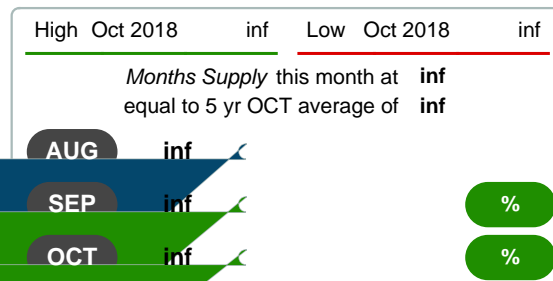


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



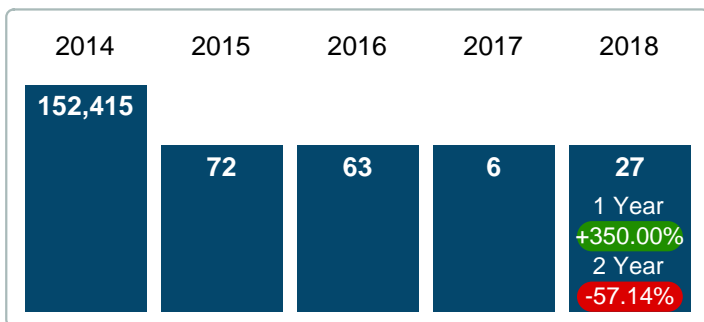
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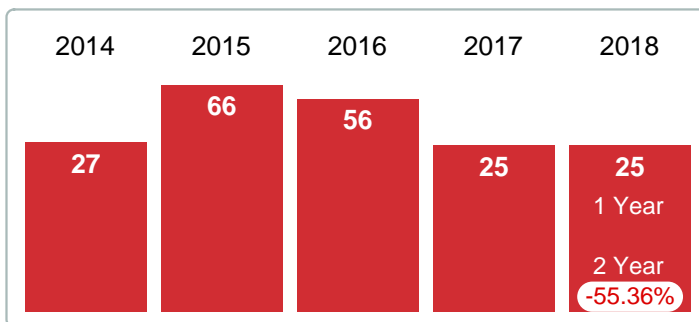
## MEDIAN DAYS ON MARKET TO SALE

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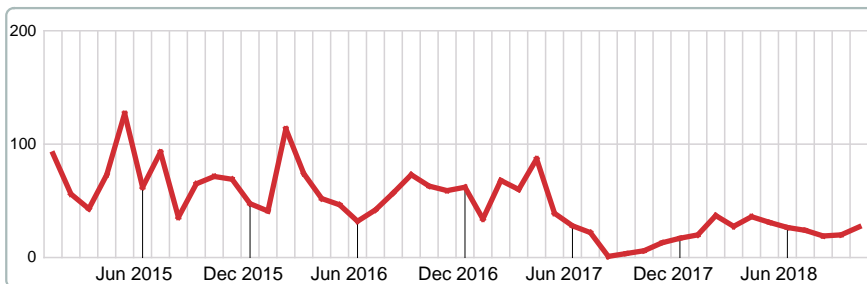
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

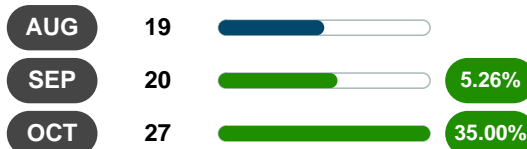


### 3 MONTHS

5 year OCT AVG = 30,517

High May 2015 127 Low Aug 2017 1

Median Days on Market to Sale this month at 27 below the 5 yr OCT average of 30,517



### 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	5.26%	113	0	113	0	0
\$50,001 - \$100,000	13.16%	9	5	69	3	0
\$100,001 - \$125,000	23.68%	8	0	16	4	0
\$125,001 - \$150,000	5.26%	6	0	6	0	0
\$150,001 - \$200,000	28.95%	69	2	64	78	0
\$200,001 - \$300,000	13.16%	37	0	37	46	0
\$300,001 and up	10.53%	84	0	84	0	75
Median Closed DOM		27	2	34	27	75
Total Closed Units	100%	38	3	26	7	2
Total Closed Volume		6,419,980	320.00K	4.07M	1.02M	1.01M

# October 2018



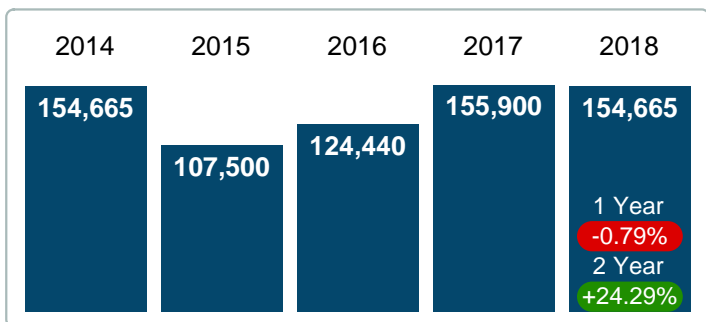
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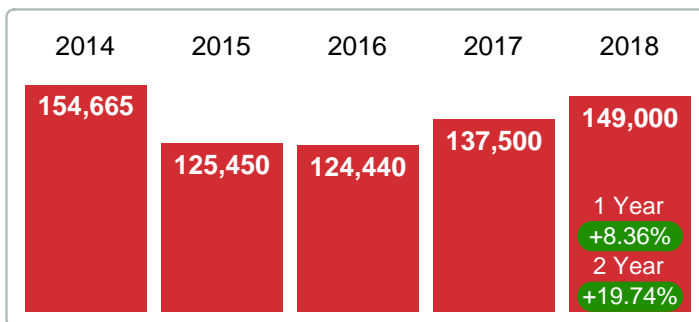
## MEDIAN LIST PRICE AT CLOSING

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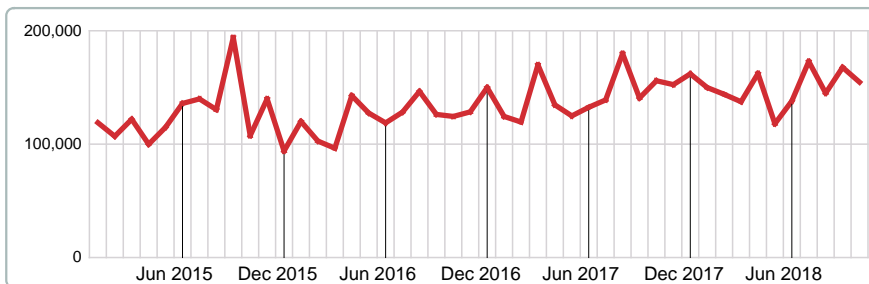
### OCTOBER



### YEAR TO DATE (YTD)

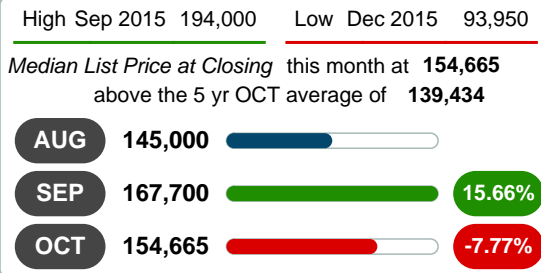


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 139,434



### 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	5.26%	37,000	0	37,000	0	0
\$50,001 - \$100,000	5	13.16%	79,000	80,500	82,000	52,000	0
\$100,001 - \$125,000	8	21.05%	118,700	0	121,950	105,550	0
\$125,001 - \$150,000	3	7.89%	135,000	0	135,000	0	0
\$150,001 - \$200,000	11	28.95%	170,000	170,000	170,450	179,450	0
\$200,001 - \$300,000	5	13.16%	217,000	0	239,500	206,700	0
\$300,001 and up	4	10.53%	395,800	0	368,950	0	516,300
Median List Price			154,665	99,000	150,165	159,900	516,300
Total Closed Units		100%	154,665	3	26	7	2
Total Closed Volume			6,618,130	331.00K	4.22M	1.04M	1.03M



# October 2018



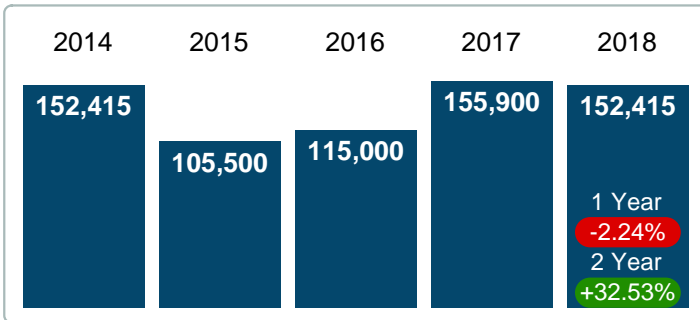
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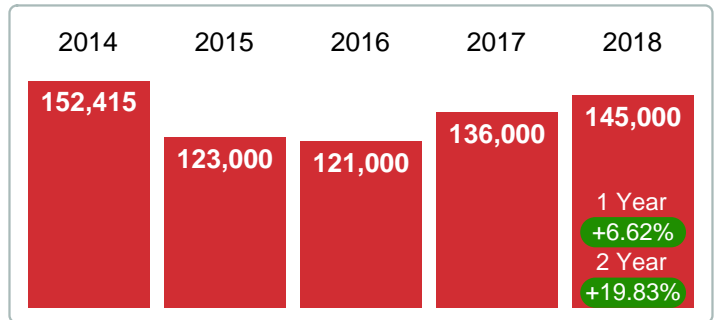
## MEDIAN SOLD PRICE AT CLOSING

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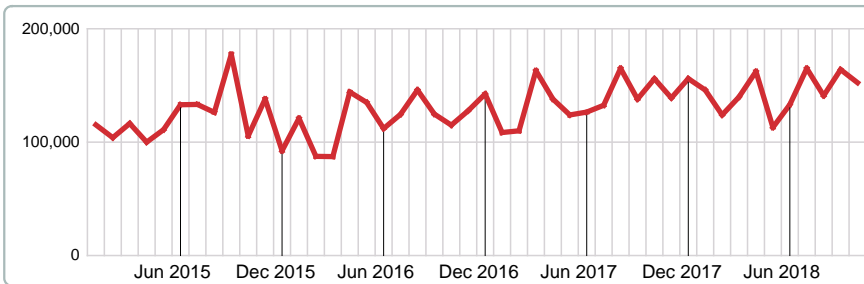
### OCTOBER



### YEAR TO DATE (YTD)

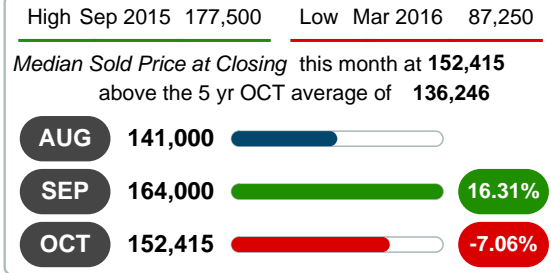


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 136,246



### 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	2	5.26%	31,000	0	31,000	0	0
\$50,001 - \$100,000	5	13.16%	70,000	80,500	76,000	52,000	0
\$100,001 - \$125,000	9	23.68%	112,000	0	112,000	107,350	0
\$125,001 - \$150,000	2	5.26%	136,975	0	136,975	0	0
\$150,001 - \$200,000	11	28.95%	160,000	159,000	168,950	174,750	0
\$200,001 - \$300,000	5	13.16%	210,100	0	229,500	204,250	0
\$300,001 and up	4	10.53%	385,000	0	360,000	0	502,500
Median Sold Price			152,415	99,000	150,390	150,500	502,500
Total Closed Units		100%	152,415	3	26	7	2
Total Closed Volume			6,419,980	320.00K	4.07M	1.02M	1.01M

# October 2018



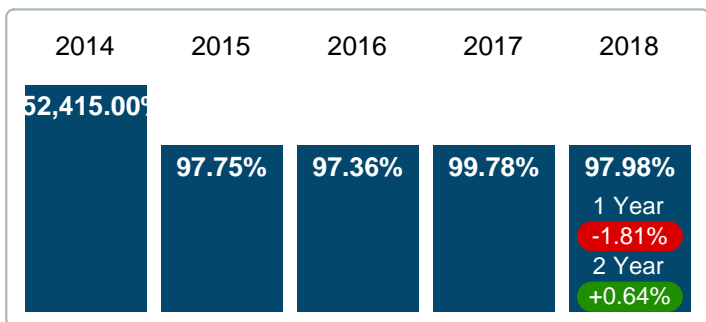
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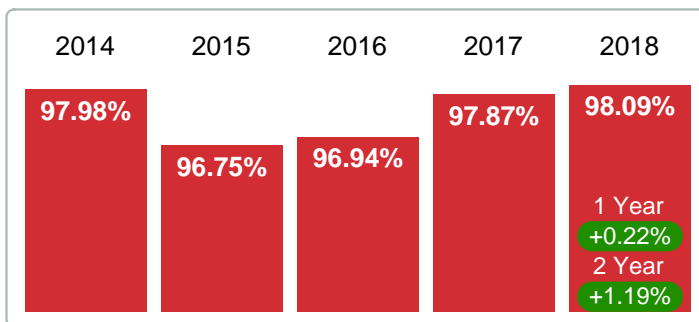
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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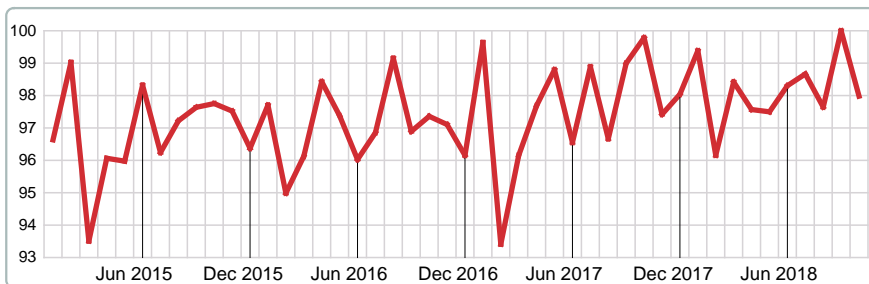
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

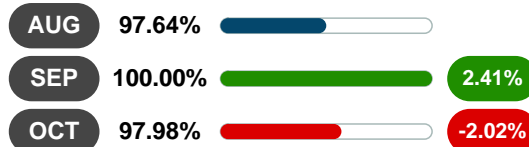


### 3 MONTHS

5 year OCT AVG = 30,561.58%

High Sep 2018 100.00% Low Feb 2017 93.41%

Median Sold/List Ratio this month at **97.98%**  
below the 5 yr OCT average of **30,561.58%**



### 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	2	5.26%	87.76%	0.00%	87.76%	0.00%	0.00%
\$50,001 - \$100,000	5	13.16%	100.00%	100.00%	92.54%	100.00%	0.00%
\$100,001 - \$125,000	9	23.68%	100.00%	0.00%	95.32%	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%	98.16%	93.53%	98.83%	97.06%	0.00%
\$200,001 - \$300,000	5	13.16%	96.82%	0.00%	96.36%	98.83%	0.00%
\$300,001 and up	4	10.53%	97.39%	0.00%	97.50%	0.00%	97.12%
Median Sold/List Ratio		97.98%		100.00%	97.13%	100.00%	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



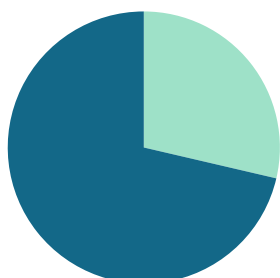
Area Delimited by County Of Bryan - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

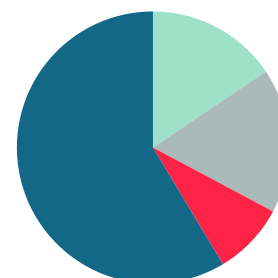


**Inventory**  
 New Listings  
**59 = 28.64%**  
 Start Inventory  
**147**  
 Total Inventory Units  
**206**  
 Volume  
**\$46,141,237**

### 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%
Median List Price	155,900	154,665	-0.79%	137,500	149,000	8.36%
Median Sale Price	155,900	152,415	-2.24%	136,000	145,000	6.62%
Median Percent of Selling Price to List Price	99.78%	97.98%	-1.81%	97.87%	98.09%	0.22%
Median Days on Market to Sale	6.00	27.00	350.00%	25.00	25.00	0.00%
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

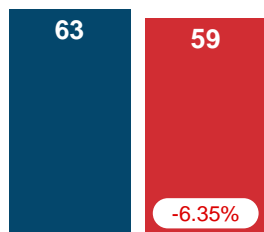
**Inventory** on October 31, 2018 = **143**

**2017** **2018**

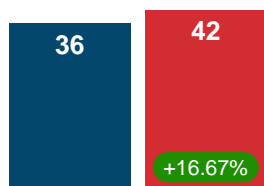
### OCTOBER MARKET

### MEDIAN PRICES

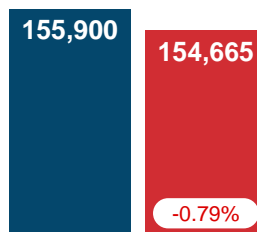
#### New Listings



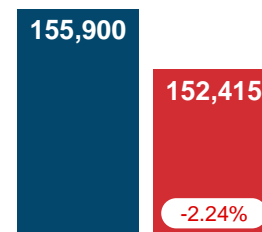
#### Pending Listings



#### List Price



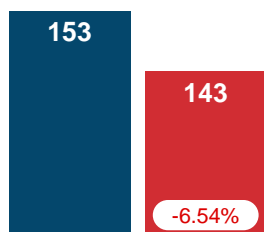
#### Sale Price



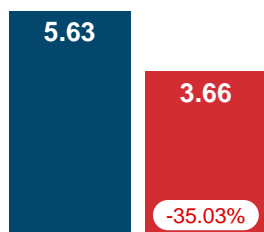
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

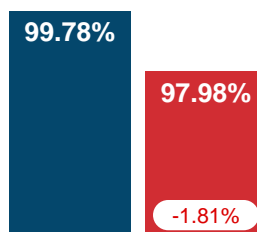
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

