

# December 2019



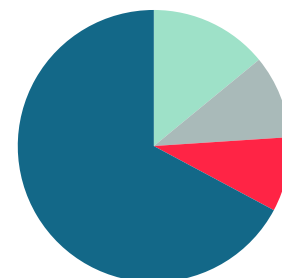
Area Delimited by County Of Bryan - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jul 26, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2018	2019	+/-%
Closed Listings	38	27	-28.95%
Pending Listings	31	19	-38.71%
New Listings	35	31	-11.43%
Average List Price	174,565	193,344	10.76%
Average Sale Price	169,009	181,791	7.56%
Average Percent of Selling Price to List Price	95.40%	95.81%	0.43%
Average Days on Market to Sale	40.39	35.22	-12.80%
End of Month Inventory	110	129	17.27%
Months Supply of Inventory	2.80	3.35	19.81%



■ Closed (14.06%)  
■ Pending (9.90%)  
■ Other OffMarket (8.85%)  
■ Active (67.19%)

**Absorption:** Last 12 months, an Average of **39** Sales/Month  
**Active Inventory** as of December 31, 2019 = **129**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of December 2019 rose **17.27%** to 129 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 **3.35** 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 **7.56%** in December 2019 to \$181,791 versus the previous year at \$169,009.

#### Average Days on Market Shortens

The average number of **35.22** days that homes spent on the market before selling decreased by 5.17 days or **12.80%** in December 2019 compared to last year's same month at **40.39** DOM.

#### Sales Success for December 2019 is Positive

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

There were 31 New Listings in December 2019, down **11.43%** from last year at 35. Furthermore, there were 27 Closed Listings this month versus last year at 38, a **-28.95%** decrease.

Closed versus Listed trends yielded a **87.1%** ratio, down from previous year's, December 2018, at **108.6%**, a **19.78%** downswing. This will certainly create pressure on an increasing 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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

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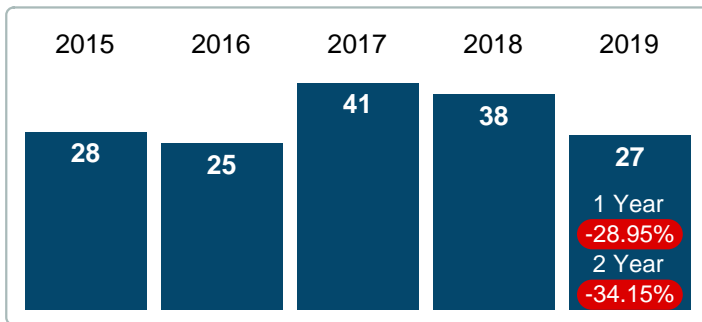
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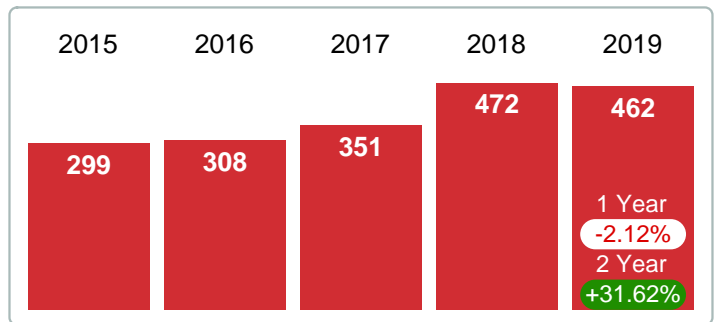
## CLOSED LISTINGS

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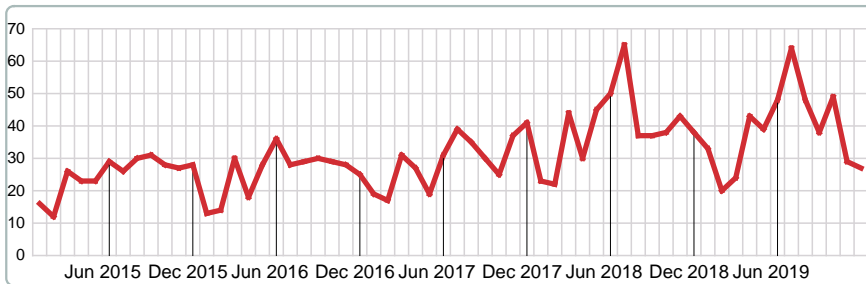
### DECEMBER



### YEAR TO DATE (YTD)

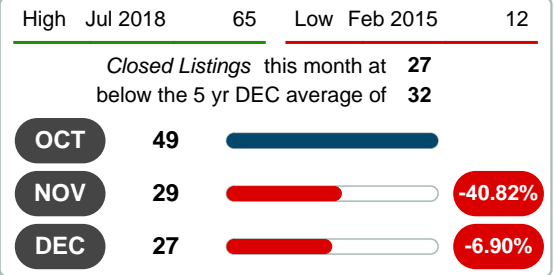


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 32



### 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	1	3.70%	14.0	0	0	1	0
\$50,001 - \$100,000	3	11.11%	10.0	0	3	0	0
\$100,001 - \$150,000	6	22.22%	22.8	0	5	0	1
\$150,001 - \$150,000	0	0.00%	0.0	0	0	0	0
\$150,001 - \$200,000	9	33.33%	40.0	0	7	2	0
\$200,001 - \$300,000	5	18.52%	75.6	1	2	2	0
\$300,001 and up	3	11.11%	10.7	0	0	1	2
<b>Total Closed Units</b>	<b>27</b>			<b>1</b>	<b>17</b>	<b>6</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>4,908,345</b>	<b>100%</b>	<b>35.2</b>	<b>237.50K</b>	<b>2.39M</b>	<b>1.15M</b>	<b>1.14M</b>
<b>Average Closed Price</b>	<b>\$181,791</b>			<b>\$237,500</b>	<b>\$140,373</b>	<b>\$191,083</b>	<b>\$379,333</b>

# December 2019



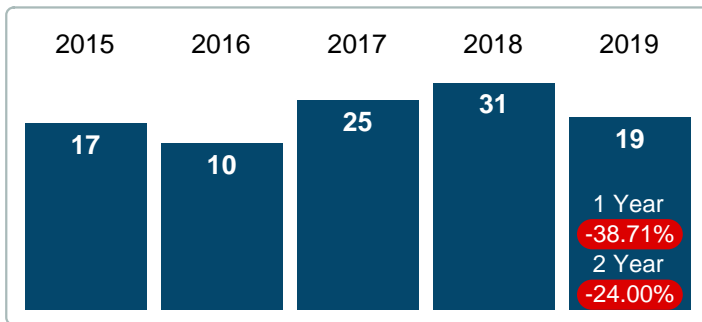
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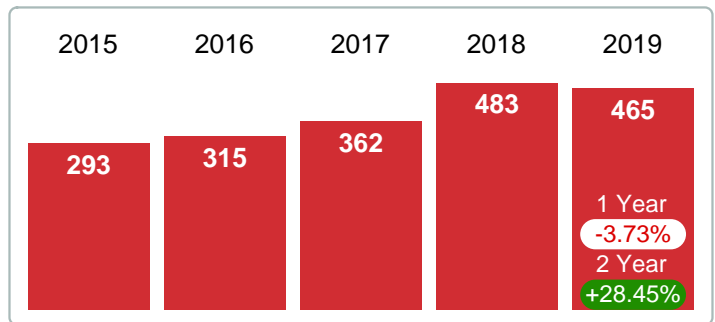
## PENDING LISTINGS

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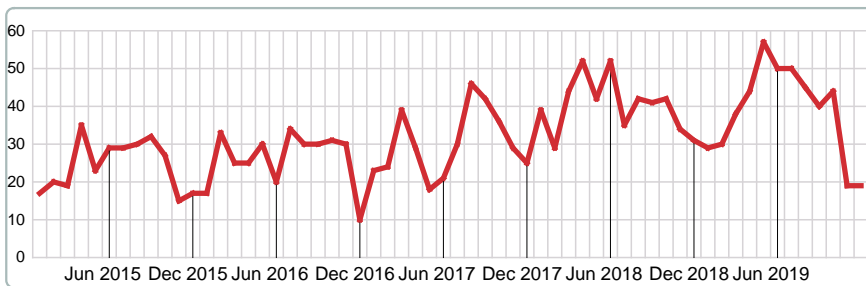
### DECEMBER



### YEAR TO DATE (YTD)

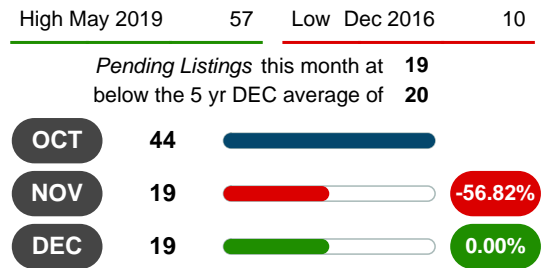


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 20



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	2	10.53%	20.5	1	1	0	0
\$50,001 - \$125,000	2	10.53%	81.0	1	1	0	0
\$125,001 - \$150,000	3	15.79%	29.3	0	3	0	0
\$150,001 - \$175,000	3	15.79%	25.7	0	1	1	1
\$175,001 - \$225,000	4	21.05%	40.8	0	4	0	0
\$225,001 - \$375,000	3	15.79%	118.7	0	2	0	1
\$375,001 and up	2	10.53%	37.5	0	0	2	0
<b>Total Pending Units</b>	<b>19</b>			<b>2</b>	<b>12</b>	<b>3</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>3,660,800</b>	<b>100%</b>	<b>53.4</b>	<b>129.90K</b>	<b>2.05M</b>	<b>997.90K</b>	<b>485.00K</b>
<b>Average Listing Price</b>	<b>\$192,878</b>			<b>\$64,950</b>	<b>\$170,667</b>	<b>\$332,633</b>	<b>\$242,500</b>

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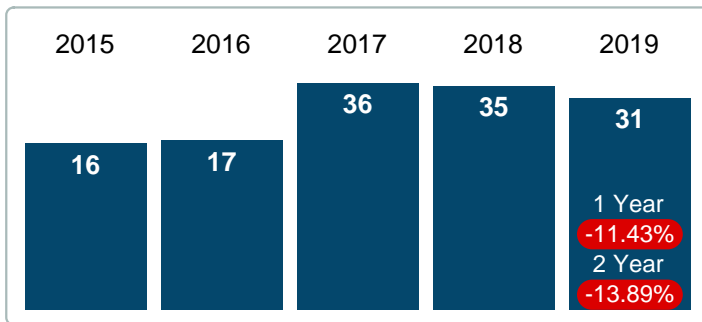
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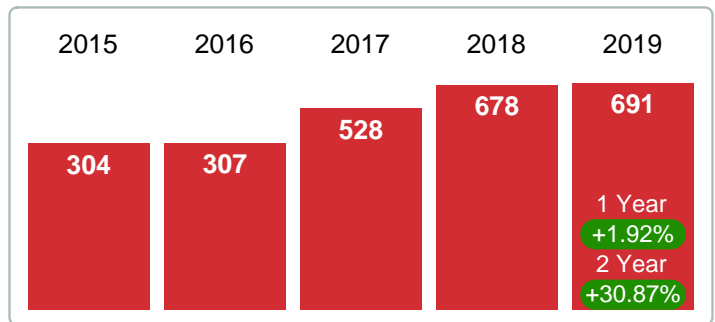
## NEW LISTINGS

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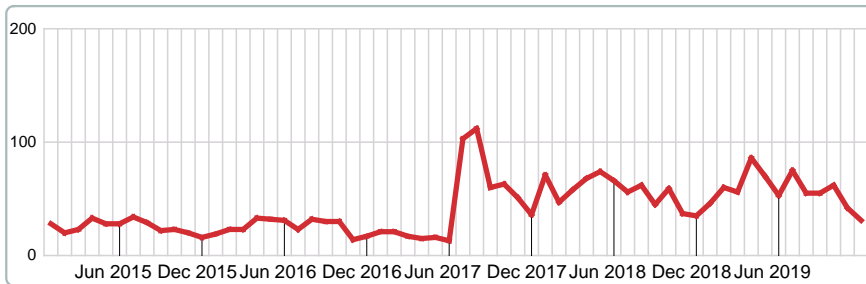
### DECEMBER



### YEAR TO DATE (YTD)

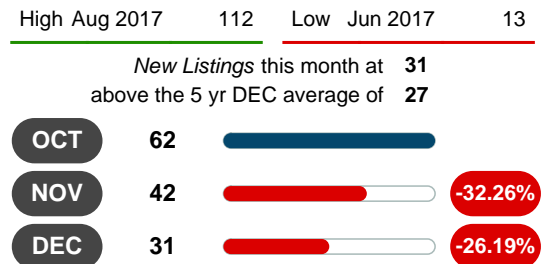


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 27



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	3	9.68%	1	2	0	0
\$100,001 - \$125,000	1	3.23%	0	1	0	0
\$125,001 - \$175,000	6	19.35%	0	3	2	1
\$175,001 - \$200,000	7	22.58%	0	7	0	0
\$200,001 - \$350,000	7	22.58%	0	4	2	1
\$350,001 - \$450,000	3	9.68%	0	0	1	2
\$450,001 and up	4	12.90%	0	1	0	3
<b>Total New Listed Units</b>	<b>31</b>		<b>1</b>	<b>18</b>	<b>5</b>	<b>7</b>
<b>Total New Listed Volume</b>	<b>8,280,950</b>	<b>100%</b>	<b>85.00K</b>	<b>3.86M</b>	<b>1.23M</b>	<b>3.11M</b>
<b>Average New Listed Listing Price</b>	<b>\$234,229</b>		<b>\$85,000</b>	<b>\$214,319</b>	<b>\$245,880</b>	<b>\$444,114</b>

# December 2019



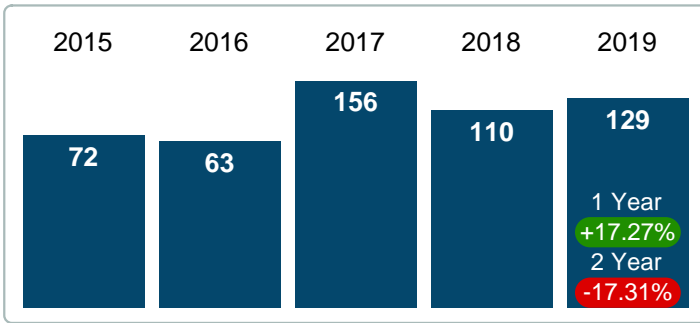
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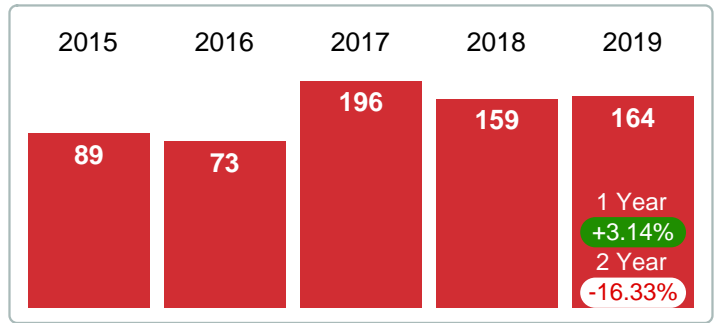
## ACTIVE INVENTORY

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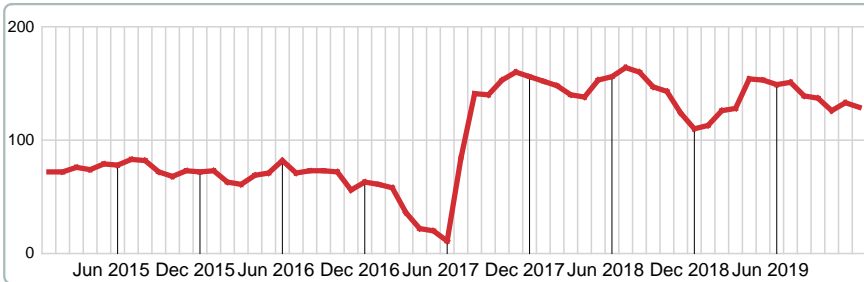
### END OF DECEMBER



### ACTIVE DURING DECEMBER



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 106

High Jul 2018 164 Low Jun 2017 11

Inventory this month at **129**  
above the 5 yr DEC average of **106**

- OCT** 126
- NOV** 133 +5.56%
- DEC** 129 -3.01%

### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	11	8.53%	73.6	3	7	0	1
\$75,001 - \$100,000	10	7.75%	92.2	2	7	1	0
\$100,001 - \$175,000	23	17.83%	76.8	3	14	6	0
\$175,001 - \$275,000	36	27.91%	67.2	2	26	7	1
\$275,001 - \$425,000	19	14.73%	86.5	2	10	5	2
\$425,001 - \$575,000	14	10.85%	68.6	0	4	4	6
\$575,001 and up	16	12.40%	100.4	0	6	8	2
<b>Total Active Inventory by Units</b>	<b>129</b>			<b>12</b>	<b>74</b>	<b>31</b>	<b>12</b>
<b>Total Active Inventory by Volume</b>	<b>37,807,760</b>	<b>100%</b>	<b>78.5</b>	<b>1.83M</b>	<b>17.96M</b>	<b>10.99M</b>	<b>7.03M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$293,083</b>			<b>\$152,546</b>	<b>\$242,763</b>	<b>\$354,386</b>	<b>\$585,567</b>

# December 2019



Area Delimited by County Of Bryan - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 26, 2023 for MLS Technology Inc.

### MSI FOR DECEMBER

2015	2016	2017	2018	2019

### INDICATORS FOR DECEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
129	0	0	inf	0.000%
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = inf

High Dec 2019	inf	Low Dec 2019	inf
Months Supply this month at inf equal to 5 yr DEC average of inf			
OCT	inf		%
NOV	inf		%
DEC	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	11	8.53%	2.36	1.71	2.80	0.00	12.00
\$75,001 - \$100,000	10	7.75%	3.08	3.43	3.00	4.00	0.00
\$100,001 - \$175,000	23	17.83%	1.64	3.27	1.33	2.48	0.00
\$175,001 - \$275,000	36	27.91%	3.04	6.00	3.06	2.55	4.00
\$275,001 - \$425,000	19	14.73%	5.30	24.00	5.71	3.75	4.80
\$425,001 - \$575,000	14	10.85%	24.00	0.00	48.00	12.00	36.00
\$575,001 and up	16	12.40%	27.43	0.00	72.00	24.00	12.00
Market Supply of Inventory (MSI)			3.35	3.27	2.87	4.00	9.00
Total Active Inventory by Units		100%	3.35	12	74	31	12

# December 2019



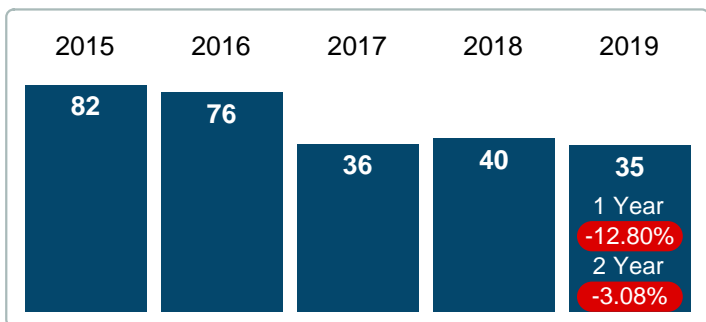
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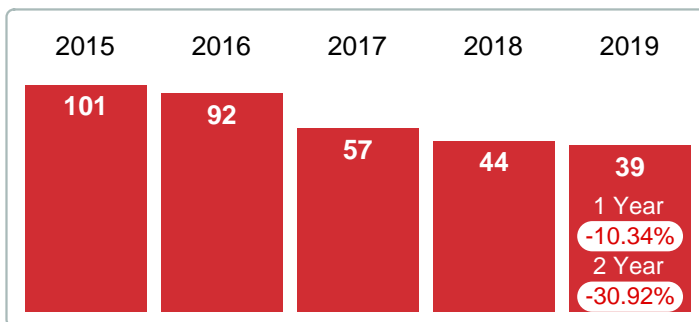
## AVERAGE DAYS ON MARKET TO SALE

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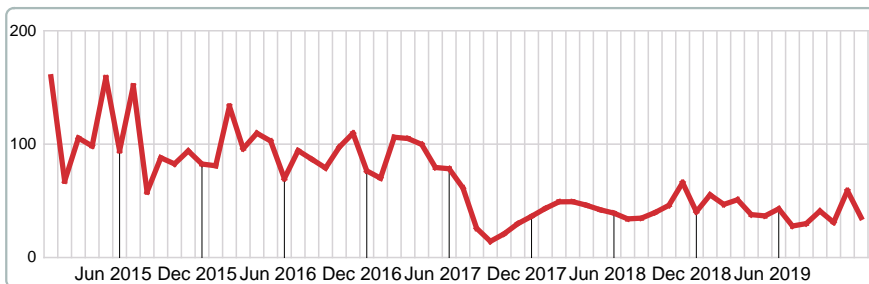
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 54

High Jan 2015 159 Low Sep 2017 14

Average Days on Market to Sale this month at 35 below the 5 yr DEC average of 54



### 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	3.70%	14	0	0	14	0
\$50,001 - \$100,000	11.11%	10	0	10	0	0
\$100,001 - \$150,000	22.22%	23	0	27	0	1
\$150,001 - \$150,000	0.00%	0	0	0	0	0
\$150,001 - \$200,000	33.33%	40	0	45	23	0
\$200,001 - \$300,000	18.52%	76	46	29	137	0
\$300,001 and up	11.11%	11	0	0	9	12
<b>Average Closed DOM</b>		<b>35</b>	<b>46</b>	<b>32</b>	<b>57</b>	<b>8</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>35</b>	<b>1</b>	<b>17</b>	<b>6</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>4,908,345</b>	<b>237.50K</b>	<b>2.39M</b>	<b>1.15M</b>	<b>1.14M</b>

# December 2019



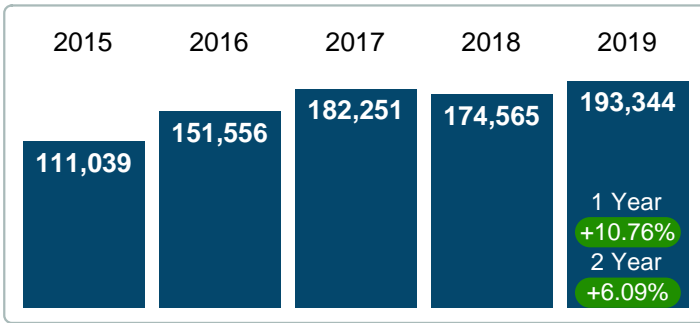
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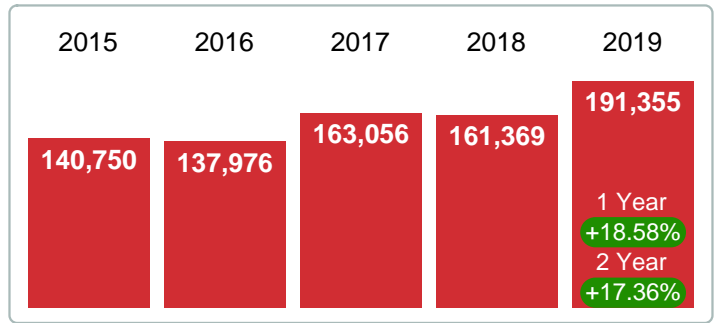
## AVERAGE LIST PRICE AT CLOSING

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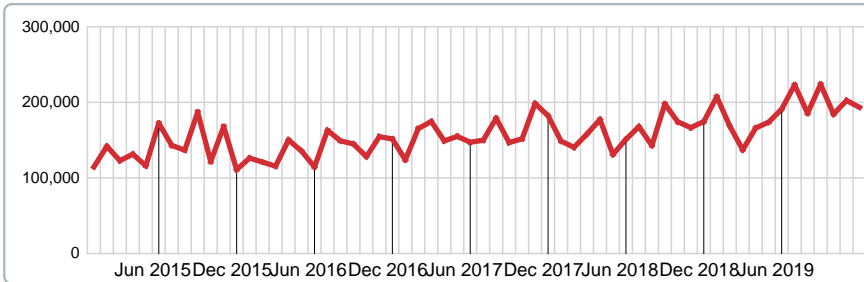
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

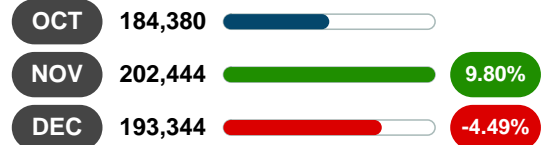


### 3 MONTHS

5 year DEC AVG = 162,551

High Sep 2019 223,782 Low Dec 2015 111,039

Average List Price at Closing this month at **193,344**  
above the 5 yr DEC average of **162,551**



### 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	1	3.70%	47,500	0	0	47,500	0
\$50,001 - \$100,000	3	11.11%	69,133	0	69,133	0	0
\$100,001 - \$150,000	6	22.22%	126,650	0	121,980	0	160,000
\$150,001 - \$150,000	0	0.00%	0	0	0	0	0
\$150,001 - \$200,000	9	33.33%	166,144	0	165,686	162,750	0
\$200,001 - \$300,000	5	18.52%	242,540	250,000	237,400	243,950	0
\$300,001 and up	3	11.11%	499,167	0	0	389,000	554,250
Average List Price			193,344	250,000	144,229	208,317	422,833
Total Closed Units		100%	193,344	1	17	6	3
Total Closed Volume			5,220,300	250.00K	2.45M	1.25M	1.27M



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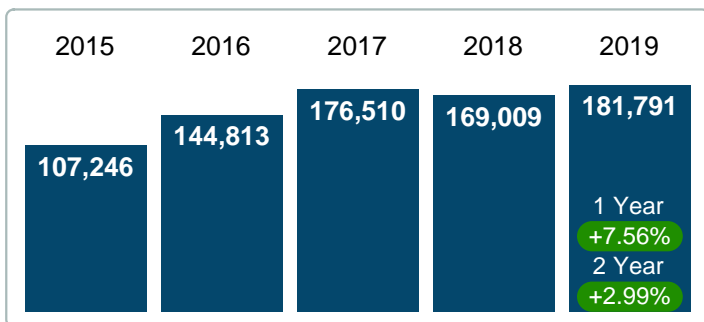
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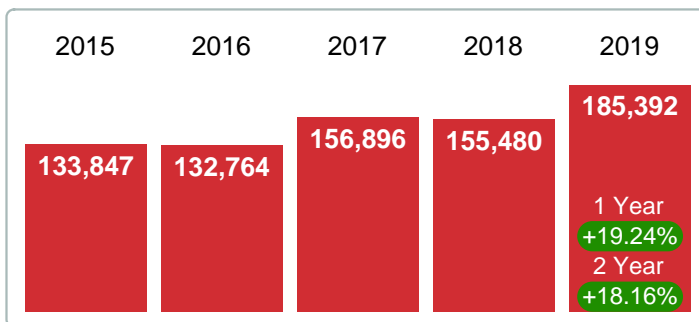
## AVERAGE SOLD PRICE AT CLOSING

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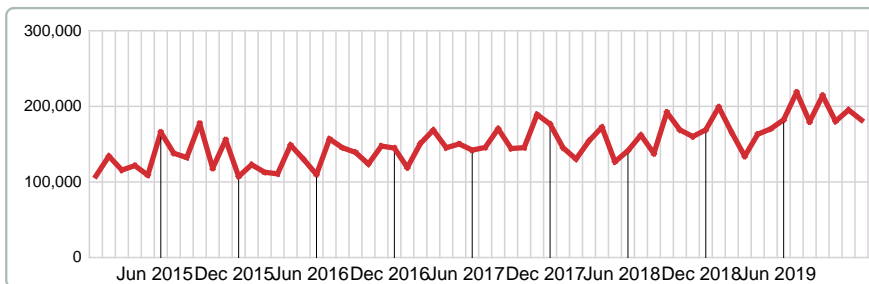
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

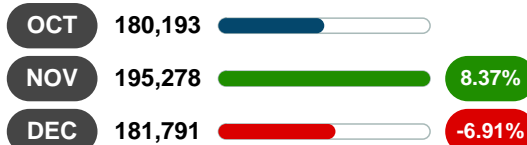


### 3 MONTHS

5 year DEC AVG = 155,874

High Jul 2019 218,604 Low Dec 2015 107,246

Average Sold Price at Closing this month at **181,791** above the 5 yr DEC average of **155,874**



### 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	1	3.70%	40,000	0	0	40,000	0
\$50,001 - \$100,000	3	11.11%	67,982	0	67,982	0	0
\$100,001 - \$150,000	6	22.22%	123,083	0	118,100	0	148,000
\$150,001 - \$150,000	0	0.00%	0	0	0	0	0
\$150,001 - \$200,000	9	33.33%	164,822	0	165,986	160,750	0
\$200,001 - \$300,000	5	18.52%	228,500	237,500	215,000	237,500	0
\$300,001 and up	3	11.11%	433,333	0	0	310,000	495,000
<b>Average Sold Price</b>			<b>181,791</b>	<b>237,500</b>	<b>140,373</b>	<b>191,083</b>	<b>379,333</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>181,791</b>	<b>1</b>	<b>17</b>	<b>6</b>	<b>3</b>
<b>Total Closed Volume</b>			<b>4,908,345</b>	<b>237.50K</b>	<b>2.39M</b>	<b>1.15M</b>	<b>1.14M</b>

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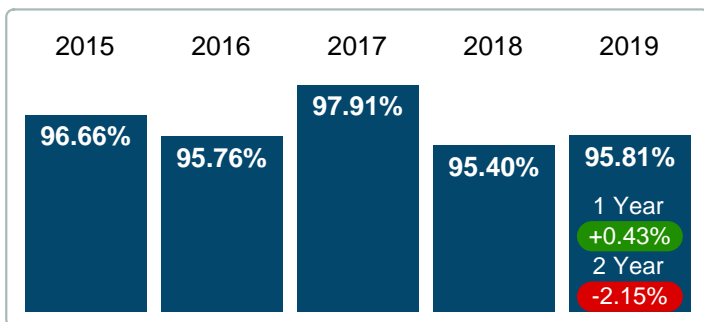
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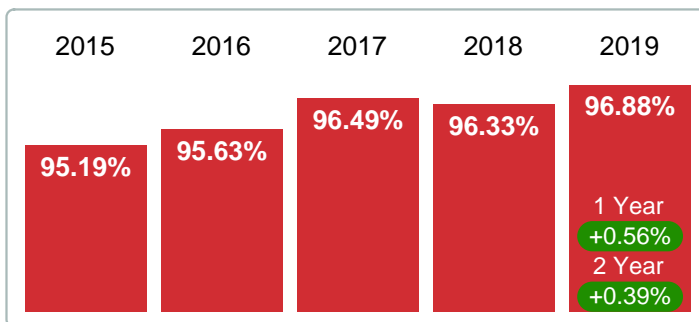
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 26, 2023 for MLS Technology Inc.

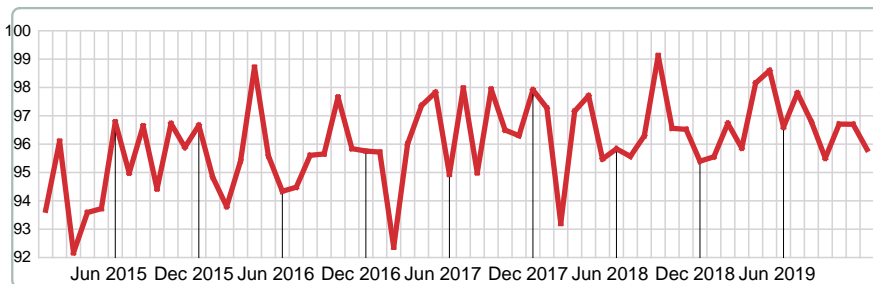
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

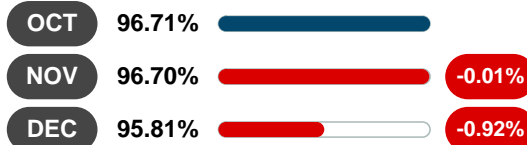


### 3 MONTHS

5 year DEC AVG = 96.31%

High Sep 2018 99.13% Low Mar 2015 92.17%

Average Sold/List Ratio this month at **95.81%** equal to 5 yr DEC average of **96.31%**



### 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	1	3.70%	84.21%	0.00%	0.00%	84.21%	0.00%
\$50,001 - \$100,000	3	11.11%	98.52%	0.00%	98.52%	0.00%	0.00%
\$100,001 - \$150,000	6	22.22%	96.42%	0.00%	97.21%	0.00%	92.50%
\$150,001 - \$150,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$150,001 - \$200,000	9	33.33%	99.86%	0.00%	100.16%	98.81%	0.00%
\$200,001 - \$300,000	5	18.52%	94.26%	95.00%	90.81%	97.34%	0.00%
\$300,001 and up	3	11.11%	86.21%	0.00%	0.00%	79.69%	89.46%
Average Sold/List Ratio		95.80%		95.00%	97.90%	92.70%	90.48%
Total Closed Units		27	100%	1	17	6	3
Total Closed Volume		4,908,345		237.50K	2.39M	1.15M	1.14M

# December 2019



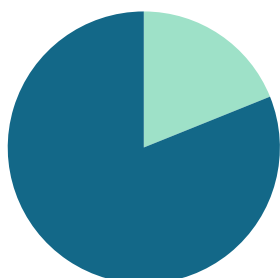
Area Delimited by County Of Bryan - Residential Property Type



## MARKET SUMMARY

Report produced on Jul 26, 2023 for MLS Technology Inc.

### INVENTORY

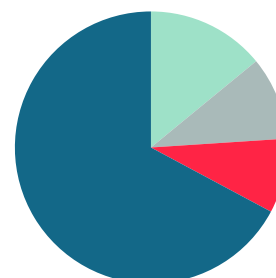


**Inventory**  
 New Listings  
**31 = 18.90%**  
 Start Inventory  
**133**  
 Total Inventory Units  
**164**  
 Volume  
**\$46,197,159**

### Market Activity

Closed Sales  
**27 = 14.06%**  
 Pending Sales  
**19 = 9.90%**  
 Other Off Market  
**17 = 8.85%**  
 Active Inventory  
**129 = 67.19%**

### MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	38	27	-28.95%	472	462	-2.12%
Pending Sales	31	19	-38.71%	483	465	-3.73%
New Listings	35	31	-11.43%	678	691	1.92%
Average List Price	174,565	193,344	10.76%	161,369	191,355	18.58%
Average Sale Price	169,009	181,791	7.56%	155,480	185,392	19.24%
Average Percent of Selling Price to List Price	95.40%	95.81%	0.43%	96.33%	96.88%	0.56%
Average Days on Market to Sale	40.39	35.22	-12.80%	43.59	39.08	-10.34%
Monthly Inventory	110	129	17.27%	110	129	17.27%
Months Supply of Inventory	2.80	3.35	19.81%	2.80	3.35	19.81%

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

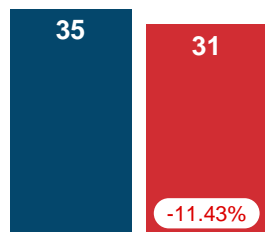
**Inventory** on December 31, 2019 = **129**

**2018** **2019**

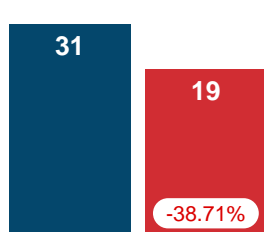
### DECEMBER MARKET

### AVERAGE PRICES

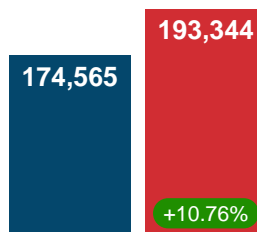
#### New Listings



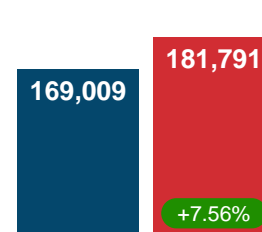
#### Pending Listings



#### List Price



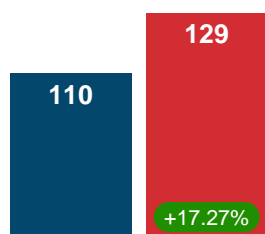
#### Sale Price



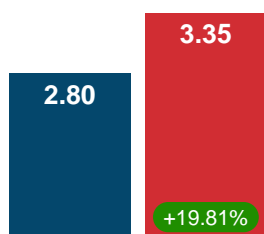
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

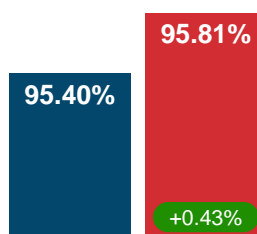
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

