

# December 2019



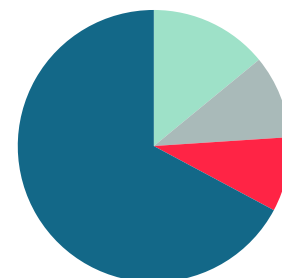
Area Delimited by County Of Bryan - Residential Property Type



## 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%
Median List Price	154,500	160,000	3.56%
Median Sale Price	152,500	158,000	3.61%
Median Percent of Selling Price to List Price	99.59%	98.04%	-1.56%
Median Days on Market to Sale	19.00	25.00	31.58%
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.

#### 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 **3.61%** in December 2019 to \$158,000 versus the previous year at \$152,500.

#### Median Days on Market Lengthens

The median number of **25.00** days that homes spent on the market before selling increased by 6.00 days or **31.58%** in December 2019 compared to last year's same month at **19.00** DOM.

#### Sales Success for December 2019 is Positive

Overall, with Median Prices going up and Days on Market increasing, 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>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

# December 2019



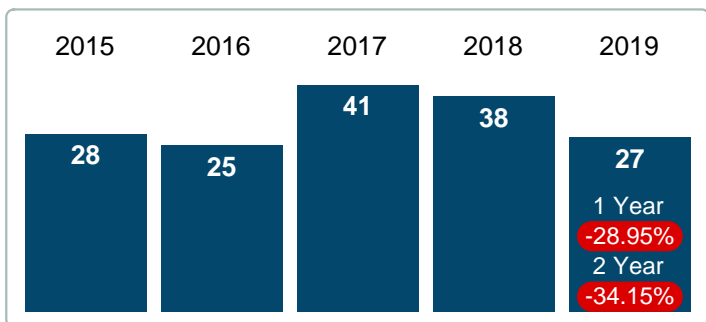
Area Delimited by County Of Bryan - Residential Property Type



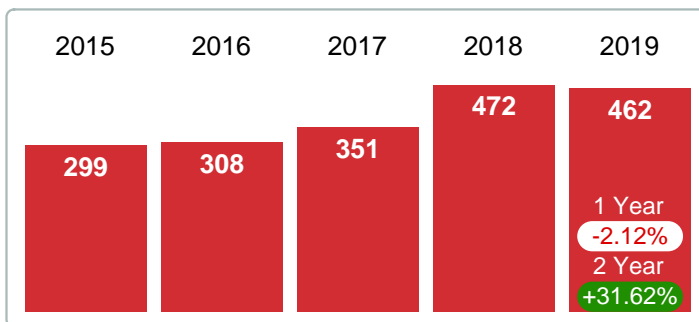
## CLOSED LISTINGS

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

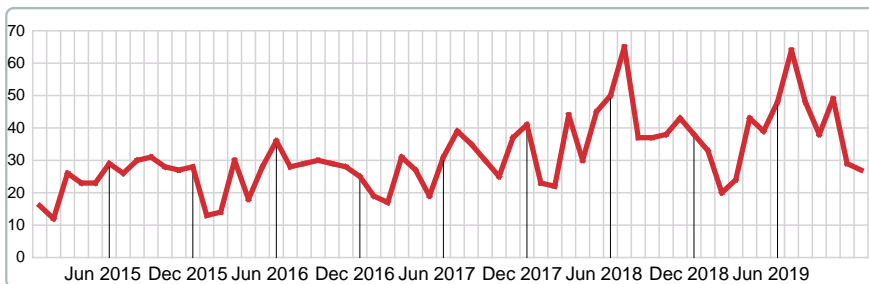
### DECEMBER



### YEAR TO DATE (YTD)

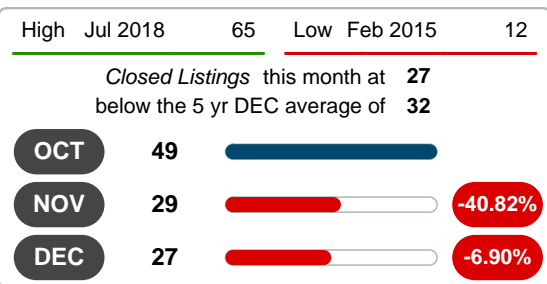


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 32



### 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	1	3.70%	14.0	0	0	1	0
\$50,001 - \$100,000	3	11.11%	8.0	0	3	0	0
\$100,001 - \$150,000	6	22.22%	19.0	0	5	0	1
\$150,001 - \$150,000	0	0.00%	19.0	0	0	0	0
\$150,001 - \$200,000	9	33.33%	33.0	0	7	2	0
\$200,001 - \$300,000	5	18.52%	46.0	1	2	2	0
\$300,001 and up	3	11.11%	9.0	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>25.0</b>	<b>237.50K</b>	<b>2.39M</b>	<b>1.15M</b>	<b>1.14M</b>
<b>Median Closed Price</b>	<b>\$158,000</b>			<b>\$237,500</b>	<b>\$150,500</b>	<b>\$196,750</b>	<b>\$345,000</b>

# December 2019



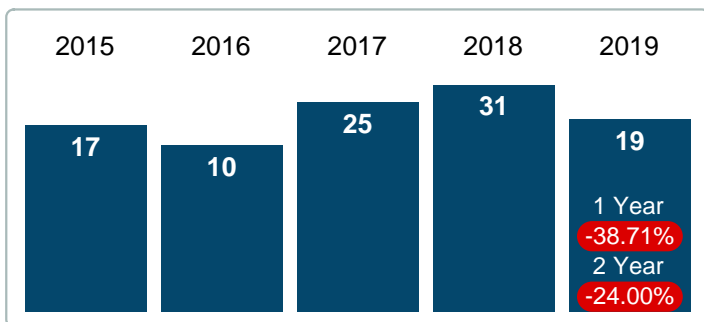
Area Delimited by County Of Bryan - Residential Property Type



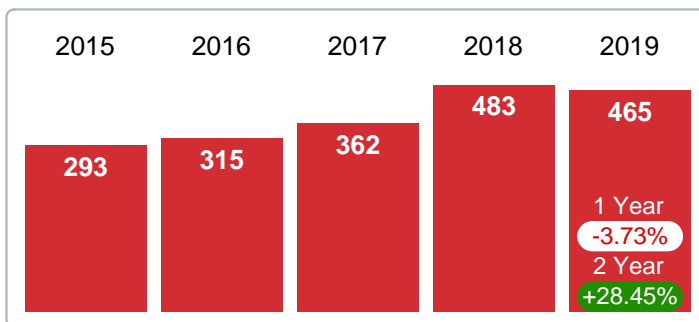
## PENDING LISTINGS

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

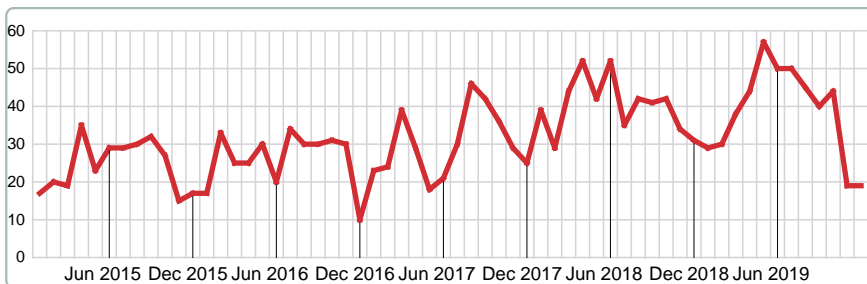
### DECEMBER



### YEAR TO DATE (YTD)

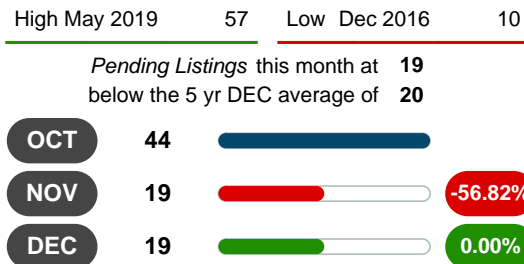


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 20



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	12.0	0	3	0	0
\$150,001 - \$175,000	3	15.79%	20.0	0	1	1	1
\$175,001 - \$225,000	4	21.05%	20.0	0	4	0	0
\$225,001 - \$375,000	3	15.79%	153.0	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>21.0</b>	<b>129.90K</b>	<b>2.05M</b>	<b>997.90K</b>	<b>485.00K</b>
<b>Median Listing Price</b>	<b>\$169,900</b>			<b>\$64,950</b>	<b>\$174,950</b>	<b>\$389,000</b>	<b>\$242,500</b>

# December 2019



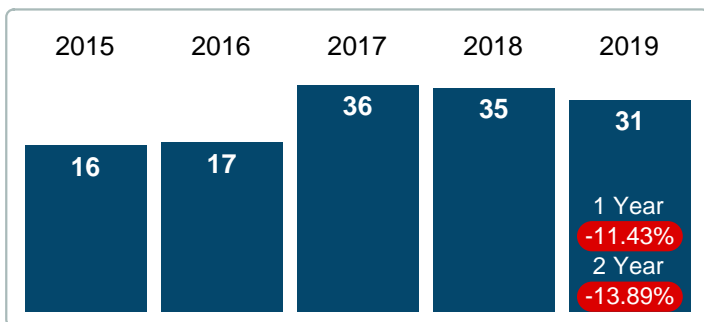
Area Delimited by County Of Bryan - Residential Property Type



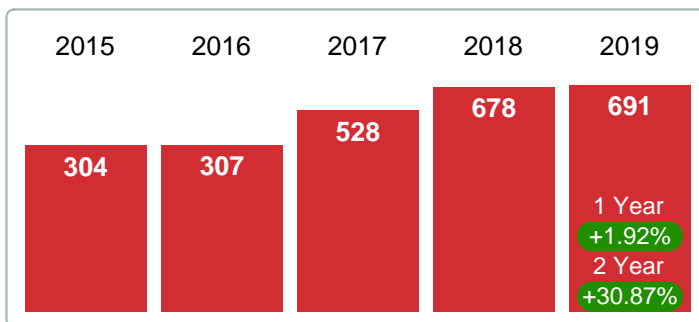
## NEW LISTINGS

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

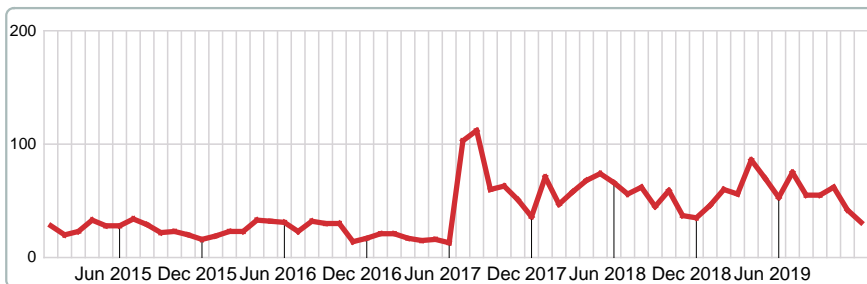
### DECEMBER



### YEAR TO DATE (YTD)

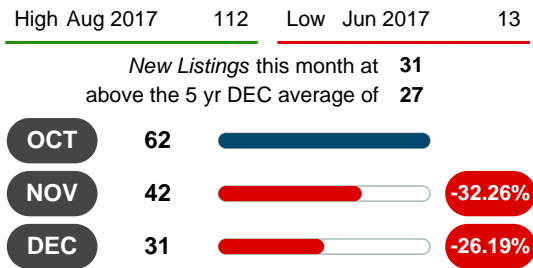


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 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>Median New Listed Listing Price</b>	<b>\$189,000</b>		<b>\$85,000</b>	<b>\$183,700</b>	<b>\$218,000</b>	<b>\$439,000</b>

# December 2019



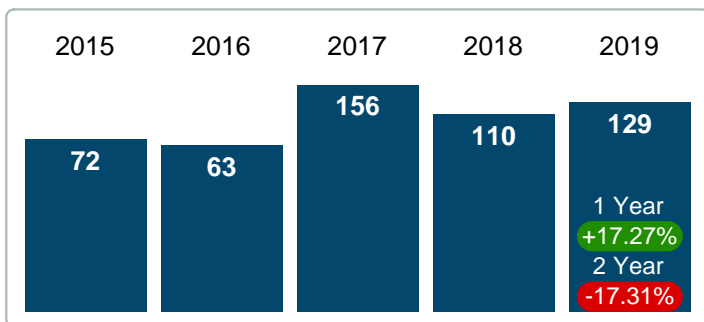
Area Delimited by County Of Bryan - Residential Property Type



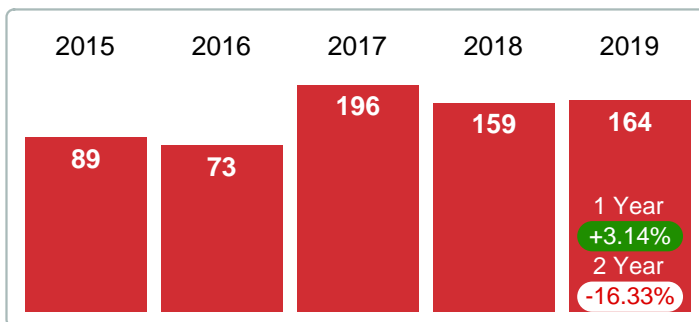
## ACTIVE INVENTORY

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

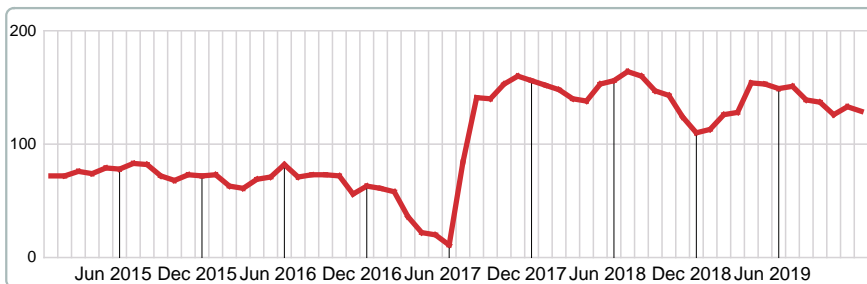
### END OF DECEMBER



### 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	11	8.53%	62.0	3	7	0	1
\$75,001 - \$100,000	10	7.75%	72.5	2	7	1	0
\$100,001 - \$175,000	23	17.83%	56.0	3	14	6	0
\$175,001 - \$275,000	36	27.91%	60.5	2	26	7	1
\$275,001 - \$425,000	19	14.73%	77.0	2	10	5	2
\$425,001 - \$575,000	14	10.85%	75.0	0	4	4	6
\$575,001 and up	16	12.40%	105.5	0	6	8	2
Total Active Inventory by Units		129		12	74	31	12
Total Active Inventory by Volume		37,807,760	100%	1.83M	17.96M	10.99M	7.03M
Median Active Inventory Listing Price		\$205,000		\$116,900	\$185,700	\$299,000	\$464,500

# 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



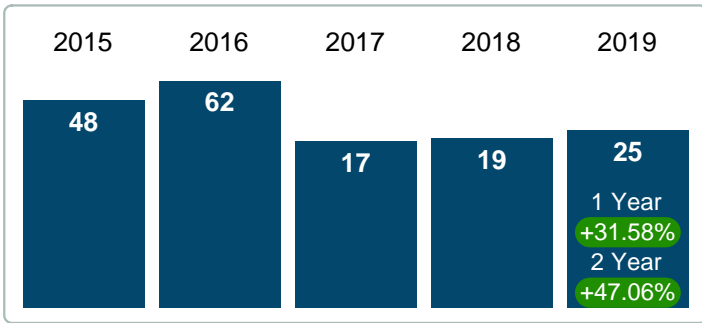
Area Delimited by County Of Bryan - Residential Property Type



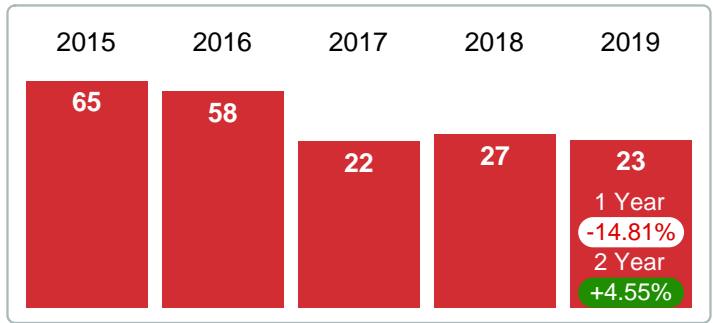
## MEDIAN DAYS ON MARKET TO SALE

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

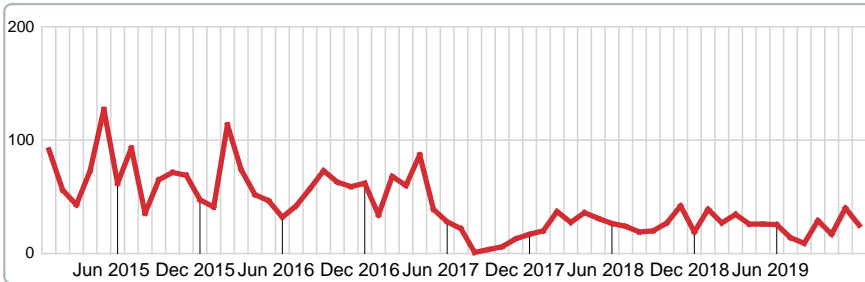
### DECEMBER



### YEAR TO DATE (YTD)

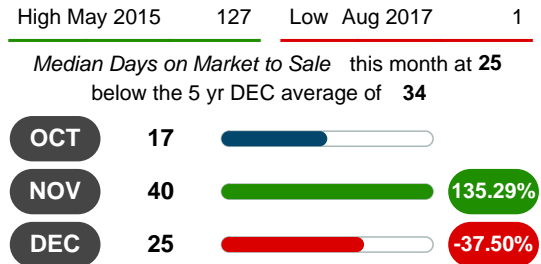


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 34



### 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	3.70%	14	0	0	14	0
\$50,001 - \$100,000	11.11%	8	0	8	0	0
\$100,001 - \$150,000	22.22%	19	0	25	0	1
\$150,001 - \$150,000	0.00%	19	0	0	0	0
\$150,001 - \$200,000	33.33%	33	0	33	23	0
\$200,001 - \$300,000	18.52%	46	46	29	137	0
\$300,001 and up	11.11%	9	0	0	9	12
Median Closed DOM		25	46	28	28	9
Total Closed Units	100%	25.0	1	17	6	3
Total Closed Volume		4,908,345	237.50K	2.39M	1.15M	1.14M

# December 2019



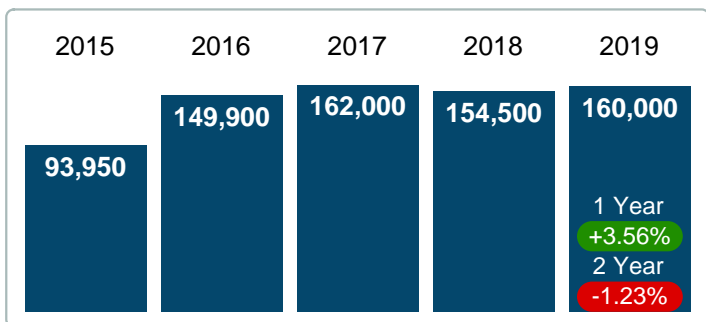
Area Delimited by County Of Bryan - Residential Property Type



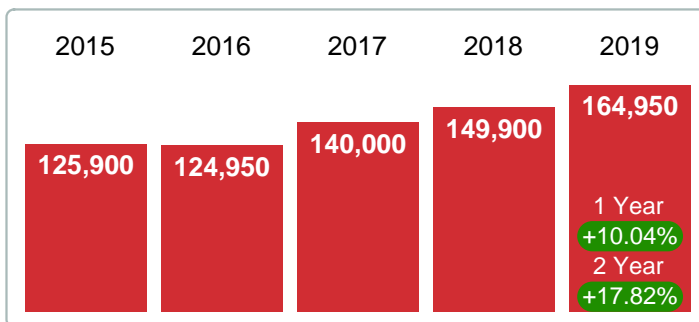
## MEDIAN LIST PRICE AT CLOSING

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

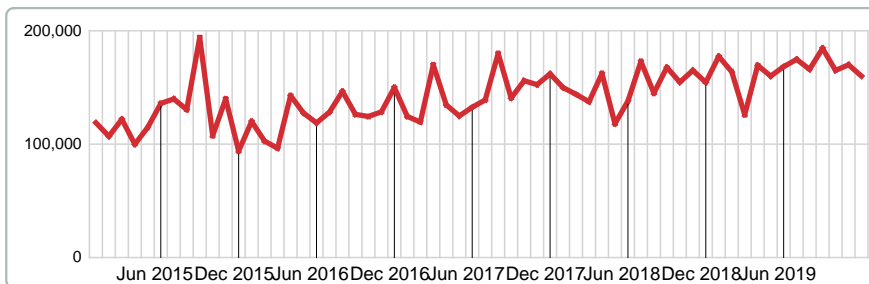
### DECEMBER



### YEAR TO DATE (YTD)

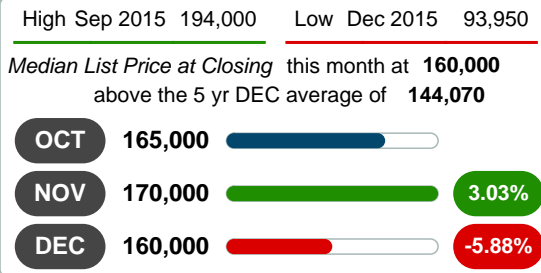


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 144,070



### 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	1	3.70%	47,500	0	0	47,500	0
\$50,001 - \$100,000	3	11.11%	72,500	0	72,500	0	0
\$100,001 - \$150,000	6	22.22%	125,000	0	125,000	0	0
\$150,001 - \$150,000	0	0.00%	125,000	0	0	0	0
\$150,001 - \$200,000	9	33.33%	162,500	0	165,750	162,750	160,000
\$200,001 - \$300,000	5	18.52%	249,800	250,000	237,400	243,950	0
\$300,001 and up	3	11.11%	389,000	0	0	389,000	554,250
Median List Price			160,000	250,000	150,000	202,750	383,500
Total Closed Units		100%	160,000	1	17	6	3
Total Closed Volume			5,220,300	250.00K	2.45M	1.25M	1.27M



# December 2019



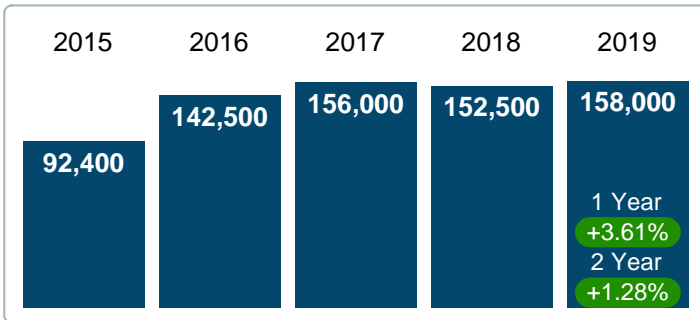
Area Delimited by County Of Bryan - Residential Property Type



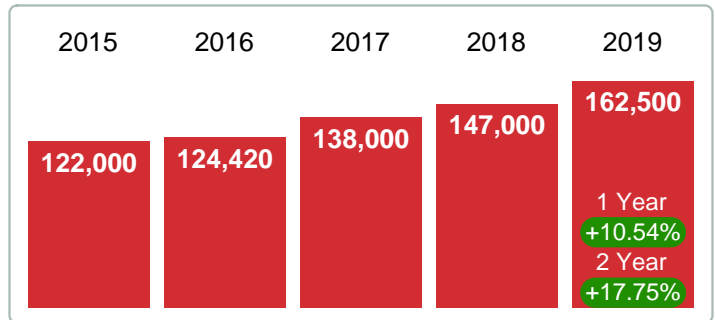
## MEDIAN SOLD PRICE AT CLOSING

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

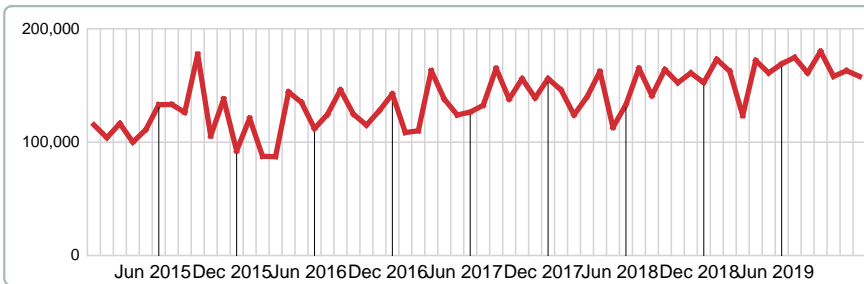
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

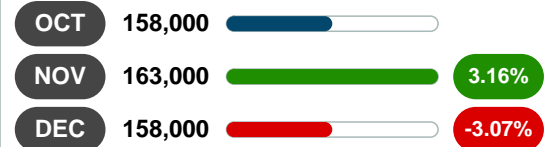


### 3 MONTHS

5 year DEC AVG = 140,280

High Sep 2019 180,000 Low Mar 2016 87,250

Median Sold Price at Closing this month at **158,000** above the 5 yr DEC average of **140,280**



### 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	1	3.70%	40,000	0	0	40,000	0
\$50,001 - \$100,000	3	11.11%	71,600	0	71,600	0	0
\$100,001 - \$150,000	6	22.22%	116,500	0	113,000	0	148,000
\$150,001 - \$150,000	0	0.00%	116,500	0	0	0	0
\$150,001 - \$200,000	9	33.33%	162,500	0	162,500	160,750	0
\$200,001 - \$300,000	5	18.52%	230,000	237,500	215,000	237,500	0
\$300,001 and up	3	11.11%	345,000	0	0	310,000	495,000
Median Sold Price			158,000	237,500	150,500	196,750	345,000
Total Closed Units		100%	158,000	1	17	6	3
Total Closed Volume			4,908,345	237.50K	2.39M	1.15M	1.14M

# December 2019



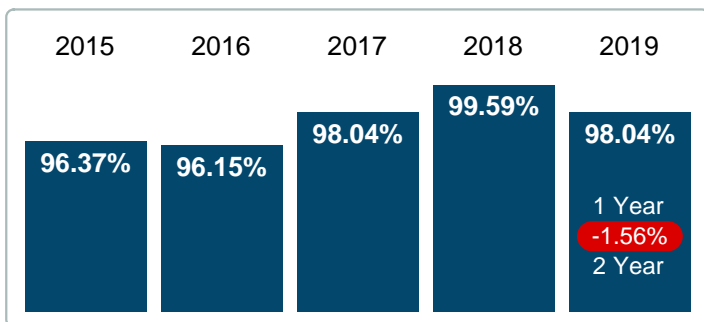
Area Delimited by County Of Bryan - Residential Property Type



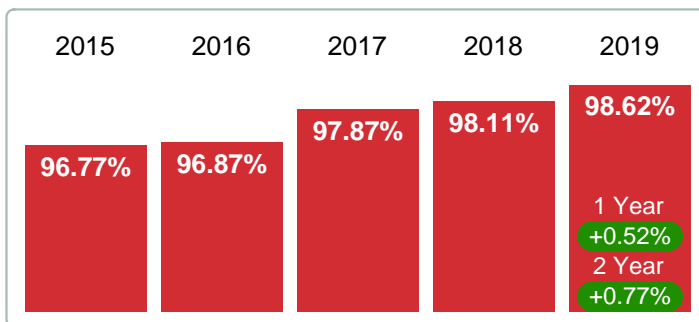
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

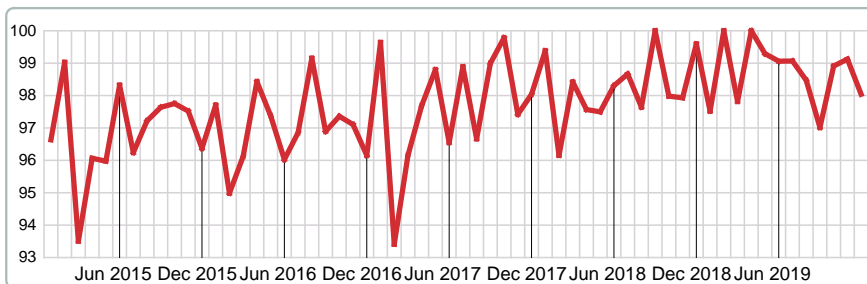
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

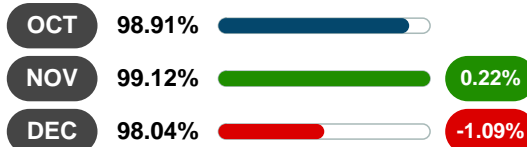


### 3 MONTHS

5 year DEC AVG = 97.64%

High Apr 2019 100.00% Low Feb 2017 93.41%

Median Sold/List Ratio this month at **98.04%**  
equal to 5 yr DEC average of **97.64%**



### 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	1	3.70%	84.21%	0.00%	0.00%	84.21%	0.00%
\$50,001 - \$100,000	3	11.11%	98.76%	0.00%	98.76%	0.00%	0.00%
\$100,001 - \$150,000	6	22.22%	99.17%	0.00%	100.00%	0.00%	92.50%
\$150,001 - \$150,000	0	0.00%	99.17%	0.00%	0.00%	0.00%	0.00%
\$150,001 - \$200,000	9	33.33%	100.00%	0.00%	100.00%	98.81%	0.00%
\$200,001 - \$300,000	5	18.52%	95.56%	95.00%	90.81%	97.34%	0.00%
\$300,001 and up	3	11.11%	88.97%	0.00%	0.00%	79.69%	89.46%
Median Sold/List Ratio		98.04%		95.00%	99.70%	97.13%	89.96%
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



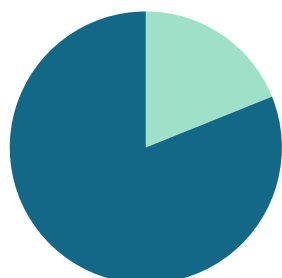
Area Delimited by County Of Bryan - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

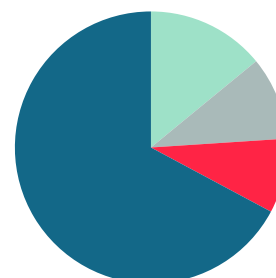


**Inventory**  
 New Listings  
**31 = 18.90%**  
 Start Inventory  
**133**  
 Total Inventory Units  
**164**  
 Volume  
**\$46,197,159**

### 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%
Median List Price	154,500	160,000	3.56%	149,900	164,950	10.04%
Median Sale Price	152,500	158,000	3.61%	147,000	162,500	10.54%
Median Percent of Selling Price to List Price	99.59%	98.04%	-1.56%	98.11%	98.62%	0.52%
Median Days on Market to Sale	19.00	25.00	31.58%	27.00	23.00	-14.81%
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

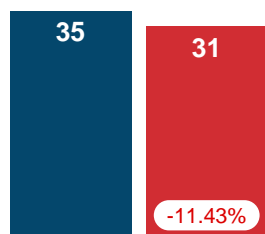
**Inventory** on December 31, 2019 = **129**

**2018** **2019**

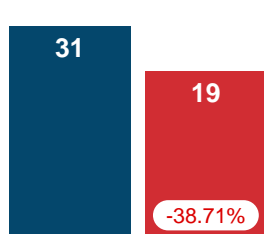
### DECEMBER MARKET

### MEDIAN PRICES

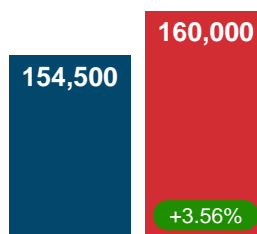
#### New Listings



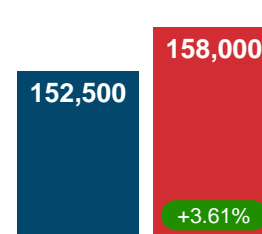
#### Pending Listings



#### List Price



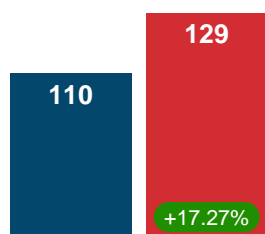
#### Sale Price



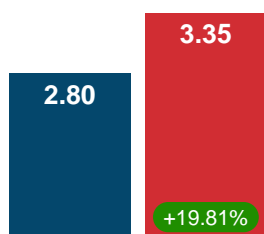
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

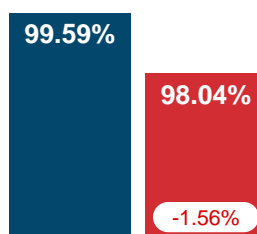
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

