

# October 2019



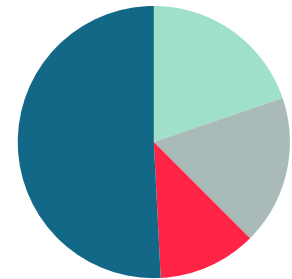
Area Delimited by County Of Bryan - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jul 20, 2023 for MLS Technology Inc.

Compared Metrics	2018	October 2019	+/-%
Closed Listings	38	49	28.95%
Pending Listings	42	44	4.76%
New Listings	59	62	5.08%
Average List Price	174,161	184,380	5.87%
Average Sale Price	168,947	180,193	6.66%
Average Percent of Selling Price to List Price	96.56%	96.71%	0.15%
Average Days on Market to Sale	46.03	31.00	-32.65%
End of Month Inventory	143	126	-11.89%
Months Supply of Inventory	3.66	3.10	-15.14%



■ Closed (19.76%)  
■ Pending (17.74%)  
■ Other OffMarket (11.69%)  
■ Active (50.81%)

**Absorption:** Last 12 months, an Average of **41** Sales/Month  
**Active Inventory** as of October 31, 2019 = **126**

### Analysis Wrap-Up

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

The total housing inventory at the end of October 2019 decreased **11.89%** to 126 existing homes available for sale. Over the last 12 months this area has had an average of 41 closed sales per month. This represents an unsold inventory index of **3.10** 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 **6.66%** in October 2019 to \$180,193 versus the previous year at \$168,947.

#### Average Days on Market Shortens

The average number of **31.00** days that homes spent on the market before selling decreased by 15.03 days or **32.65%** in October 2019 compared to last year's same month at **46.03** DOM.

#### Sales Success for October 2019 is Positive

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

There were 62 New Listings in October 2019, up **5.08%** from last year at 59. Furthermore, there were 49 Closed Listings this month versus last year at 38, a **28.95%** increase.

Closed versus Listed trends yielded a **79.0%** ratio, up from previous year's, October 2018, at **64.4%**, a **22.71%** 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>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

# October 2019



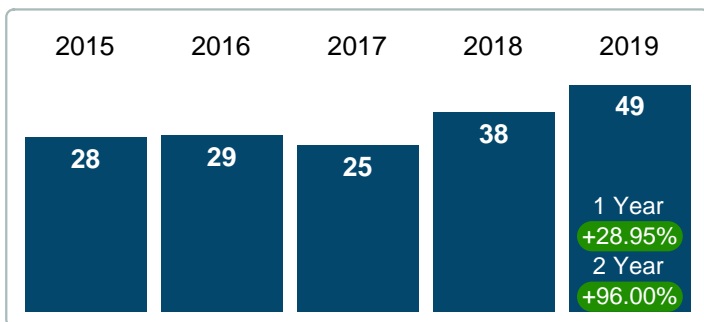
Area Delimited by County Of Bryan - Residential Property Type



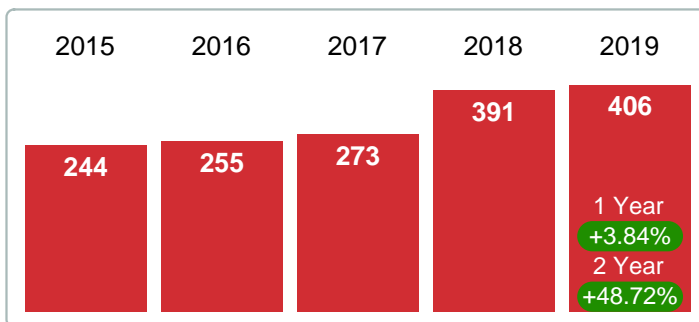
## CLOSED LISTINGS

Report produced on Jul 20, 2023 for MLS Technology Inc.

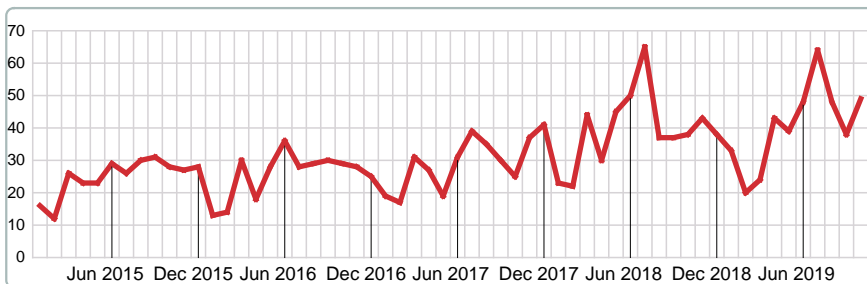
### OCTOBER



### YEAR TO DATE (YTD)

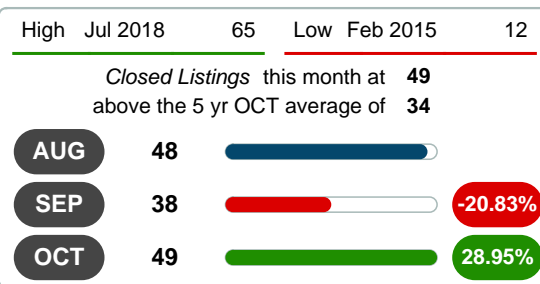


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 34



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	8.16%	86.3	1	2	0	1
\$75,001 - \$100,000	6	12.24%	39.0	1	4	0	1
\$100,001 - \$125,000	3	6.12%	6.7	0	2	1	0
\$125,001 - \$175,000	15	30.61%	14.1	0	13	2	0
\$175,001 - \$200,000	7	14.29%	36.7	0	7	0	0
\$200,001 - \$275,000	9	18.37%	32.1	0	7	2	0
\$275,001 and up	5	10.20%	32.4	0	4	1	0
<b>Total Closed Units</b>	<b>49</b>			<b>2</b>	<b>39</b>	<b>6</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>8,829,440</b>	<b>100%</b>	<b>31.0</b>	<b>114.00K</b>	<b>6.75M</b>	<b>1.82M</b>	<b>147.00K</b>
<b>Average Closed Price</b>	<b>\$180,193</b>			<b>\$57,000</b>	<b>\$172,992</b>	<b>\$303,623</b>	<b>\$73,500</b>

# October 2019



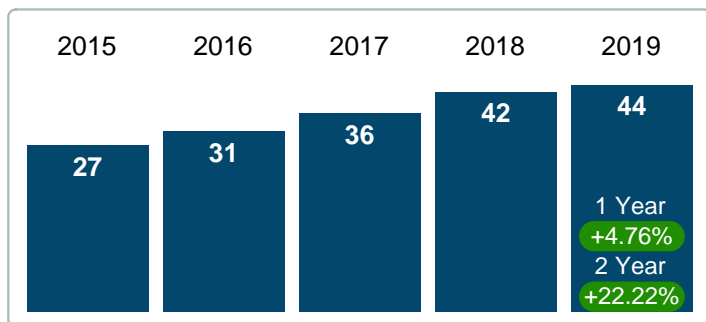
Area Delimited by County Of Bryan - Residential Property Type



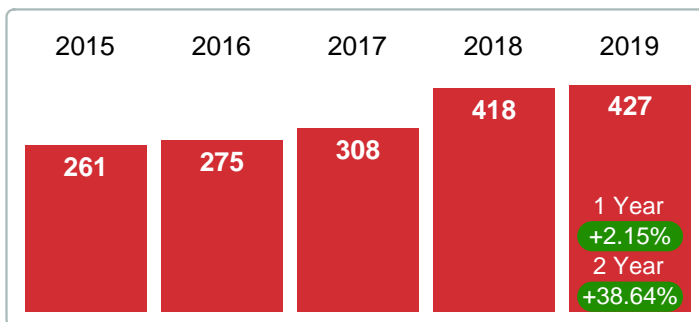
## PENDING LISTINGS

Report produced on Jul 20, 2023 for MLS Technology Inc.

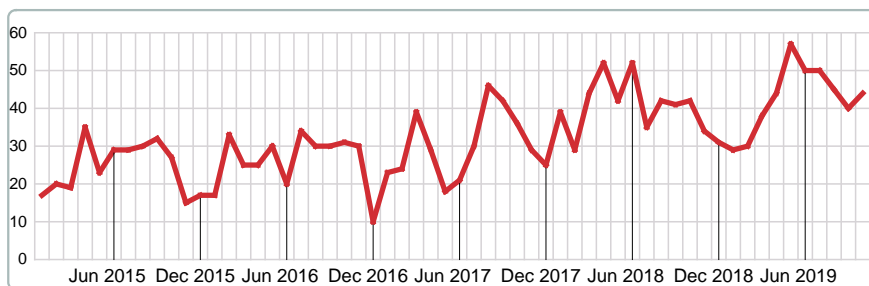
### OCTOBER



### YEAR TO DATE (YTD)

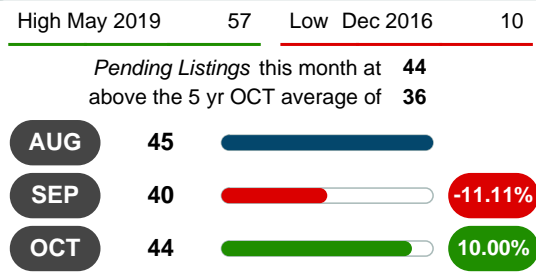


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 36



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	2	4.55%	9.0	0	1	1	0
\$75,001 - \$125,000	7	15.91%	24.1	0	4	2	1
\$125,001 - \$150,000	4	9.09%	22.8	1	3	0	0
\$150,001 - \$200,000	14	31.82%	44.8	1	8	5	0
\$200,001 - \$225,000	4	9.09%	63.3	1	2	1	0
\$225,001 - \$275,000	8	18.18%	54.5	0	5	3	0
\$275,001 and up	5	11.36%	72.8	0	2	2	1
<b>Total Pending Units</b>	<b>44</b>			<b>3</b>	<b>25</b>	<b>14</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>8,458,504</b>	<b>100%</b>	<b>44.5</b>	<b>527.90K</b>	<b>4.51M</b>	<b>2.94M</b>	<b>481.00K</b>
<b>Average Listing Price</b>	<b>\$192,239</b>			<b>\$175,967</b>	<b>\$180,327</b>	<b>\$210,103</b>	<b>\$240,500</b>

# October 2019



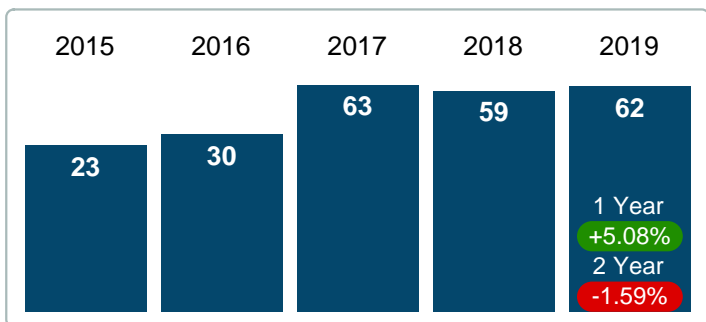
Area Delimited by County Of Bryan - Residential Property Type



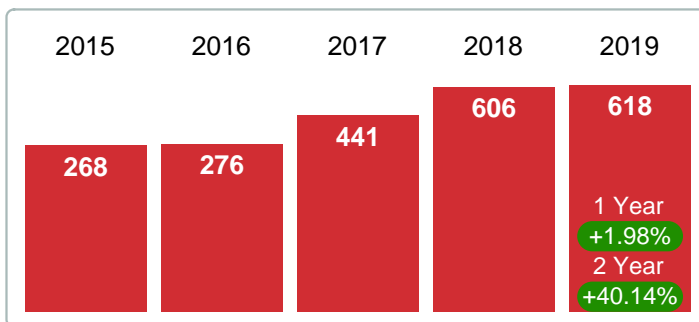
## NEW LISTINGS

Report produced on Jul 20, 2023 for MLS Technology Inc.

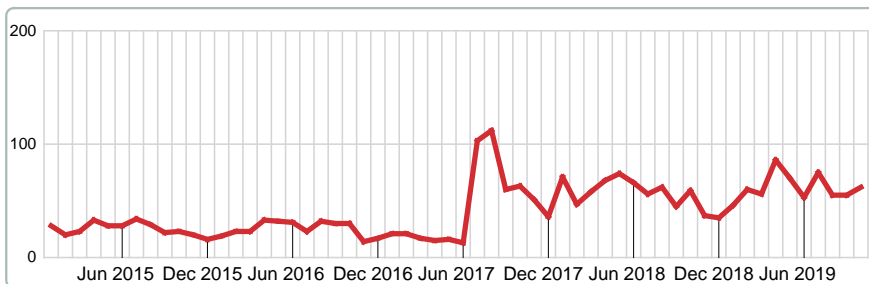
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

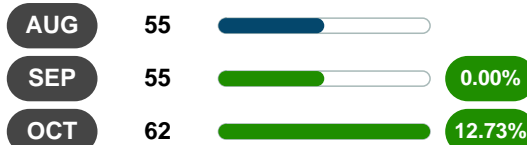


### 3 MONTHS

5 year OCT AVG = 47

High Aug 2017 112 Low Jun 2017 13

New Listings this month at **62**  
above the 5 yr OCT average of **47**



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	9.68%	1	4	1	0
\$75,001 - \$100,000	3	4.84%	0	3	0	0
\$100,001 - \$150,000	9	14.52%	1	7	1	0
\$150,001 - \$250,000	20	32.26%	0	12	7	1
\$250,001 - \$425,000	10	16.13%	3	2	3	2
\$425,001 - \$475,000	6	9.68%	0	3	3	0
\$475,001 and up	8	12.90%	0	3	2	3
<b>Total New Listed Units</b>	<b>62</b>		<b>5</b>	<b>34</b>	<b>17</b>	<b>6</b>
<b>Total New Listed Volume</b>	<b>20,441,490</b>	<b>100%</b>	<b>1.10M</b>	<b>11.72M</b>	<b>4.93M</b>	<b>2.70M</b>
<b>Average New Listed Listing Price</b>	<b>\$220,919</b>		<b>\$219,650</b>	<b>\$344,700</b>	<b>\$289,767</b>	<b>\$449,567</b>

# October 2019



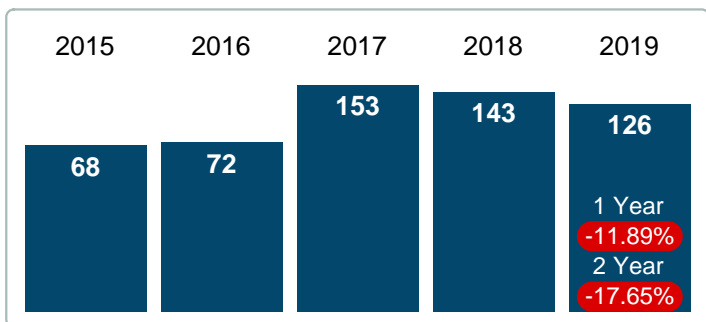
Area Delimited by County Of Bryan - Residential Property Type



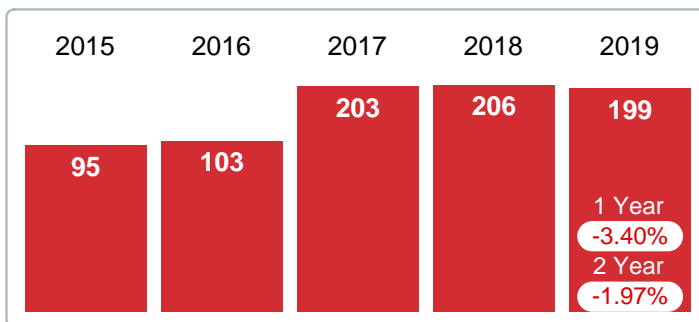
## ACTIVE INVENTORY

Report produced on Jul 20, 2023 for MLS Technology Inc.

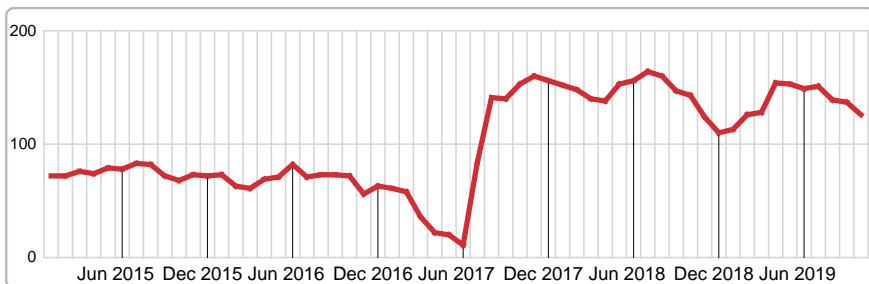
### END OF OCTOBER



### ACTIVE DURING OCTOBER

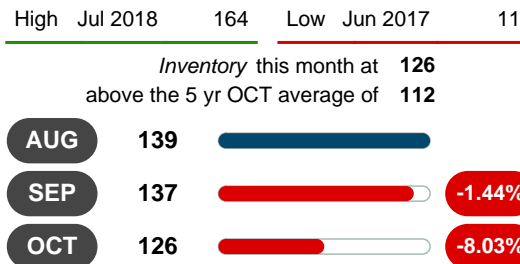


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 112



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	4.76%	65.0	5	1	0	0
\$50,001 - \$100,000	15	11.90%	57.9	3	11	1	0
\$100,001 - \$150,000	23	18.25%	78.2	4	16	3	0
\$150,001 - \$275,000	33	26.19%	48.7	2	22	8	1
\$275,001 - \$425,000	18	14.29%	84.2	2	9	5	2
\$425,001 - \$575,000	15	11.90%	60.1	0	5	4	6
\$575,001 and up	16	12.70%	62.4	0	6	7	3
<b>Total Active Inventory by Units</b>	<b>126</b>			<b>16</b>	<b>70</b>	<b>28</b>	<b>12</b>
<b>Total Active Inventory by Volume</b>	<b>36,821,809</b>	<b>100%</b>	<b>64.1</b>	<b>1.96M</b>	<b>17.17M</b>	<b>9.99M</b>	<b>7.70M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$292,237</b>			<b>\$122,378</b>	<b>\$245,354</b>	<b>\$356,720</b>	<b>\$641,733</b>

# October 2019



Area Delimited by County Of Bryan - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 20, 2023 for MLS Technology Inc.

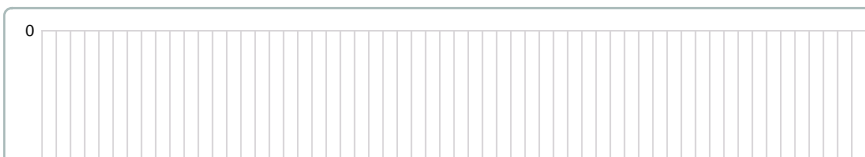
### MSI FOR OCTOBER

2015	2016	2017	2018	2019

### INDICATORS FOR OCTOBER 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>126</b>	<b>0</b>	<b>0</b>	<b>inf</b>	<b>0.000%</b>
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 OCT AVG = inf

High Oct 2019	inf	Low Oct 2019	inf
Months Supply this month at <b>inf</b> equal to 5 yr OCT average of <b>inf</b>			
<b>AUG</b>	inf		%
<b>SEP</b>	inf		%
<b>OCT</b>	inf		%

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	<b>6</b>		4.76%	2.77	5.00	0.92	0.00	0.00	
\$50,001 - \$100,000	<b>15</b>		11.90%	2.28	1.64	2.81	1.50	0.00	
\$100,001 - \$150,000	<b>23</b>		18.25%	2.76	5.33	2.56	2.57	0.00	
\$150,001 - \$275,000	<b>33</b>		26.19%	1.74	12.00	1.58	1.81	2.40	
\$275,001 - \$425,000	<b>18</b>		14.29%	5.27	24.00	5.14	4.00	6.00	
\$425,001 - \$575,000	<b>15</b>		11.90%	20.00	0.00	60.00	8.00	36.00	
\$575,001 and up	<b>16</b>		12.70%	38.40	0.00	72.00	21.00	0.00	
Market Supply of Inventory (MSI)		3.10			4.17	2.58	3.33	9.60	
Total Active Inventory by Units		126	100%	3.10	16	70	28	12	

# October 2019



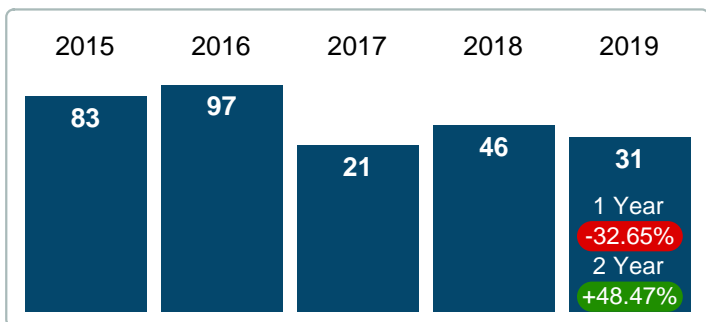
Area Delimited by County Of Bryan - Residential Property Type



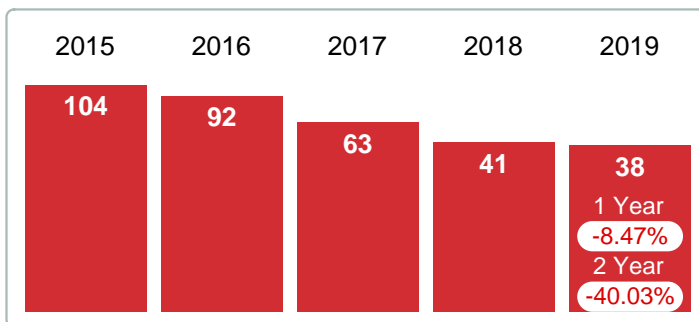
## AVERAGE DAYS ON MARKET TO SALE

Report produced on Jul 20, 2023 for MLS Technology Inc.

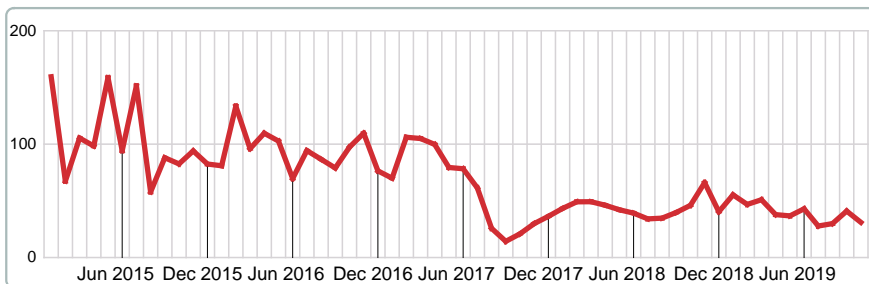
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

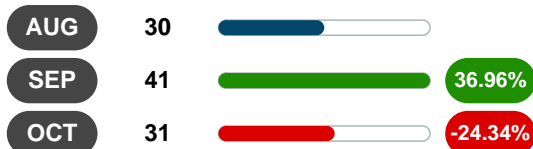


### 3 MONTHS

5 year OCT AVG = 56

High Jan 2015 159 Low Sep 2017 14

Average Days on Market to Sale this month at 31 below the 5 yr OCT average of 56



### 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
\$75,000 and less	8.16%	86	69	58	0	160
\$75,001 - \$100,000	12.24%	39	4	41	0	65
\$100,001 - \$125,000	6.12%	7	0	9	2	0
\$125,001 - \$175,000	30.61%	14	0	15	12	0
\$175,001 - \$200,000	14.29%	37	0	37	0	0
\$200,001 - \$275,000	18.37%	32	0	33	28	0
\$275,001 and up	10.20%	32	0	40	2	0
<b>Average Closed DOM</b>		<b>31</b>	<b>37</b>	<b>29</b>	<b>14</b>	<b>113</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>31</b>	<b>2</b>	<b>39</b>	<b>6</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>8,829,440</b>	<b>114.00K</b>	<b>6.75M</b>	<b>1.82M</b>	<b>147.00K</b>



# October 2019



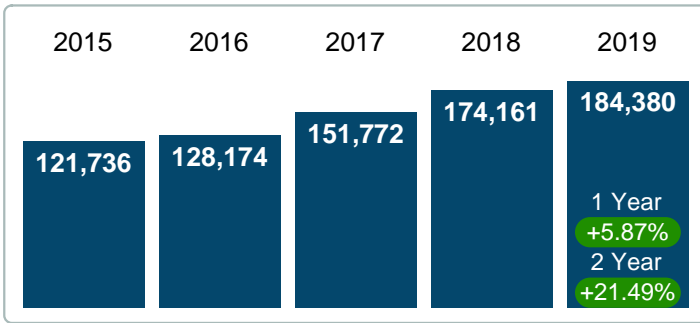
Area Delimited by County Of Bryan - Residential Property Type



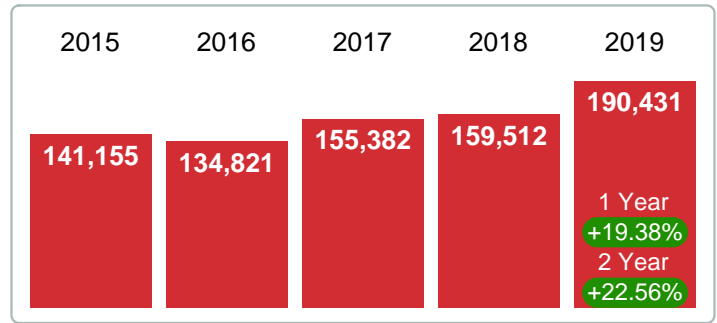
## AVERAGE LIST PRICE AT CLOSING

Report produced on Jul 20, 2023 for MLS Technology Inc.

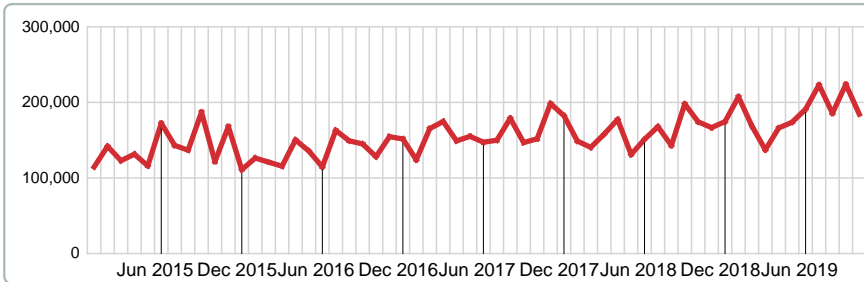
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

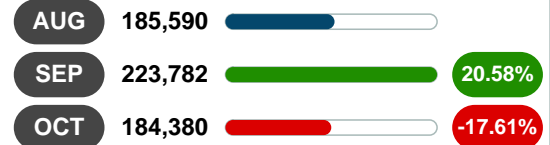


### 3 MONTHS

5 year OCT AVG = 152,045

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

Average List Price at Closing this month at **184,380**  
above the 5 yr OCT average of **152,045**



### 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
\$75,000 and less	6.12%	61,000	39,000	77,000	0	70,000
\$75,001 - \$100,000	12.24%	89,250	85,000	95,125	0	99,000
\$100,001 - \$125,000	10.20%	115,100	0	119,000	103,500	0
\$125,001 - \$175,000	28.57%	151,257	0	146,746	167,450	0
\$175,001 - \$200,000	12.24%	187,917	0	190,200	0	0
\$200,001 - \$275,000	20.41%	233,754	0	232,700	252,370	0
\$275,001 and up	10.20%	431,600	0	314,500	900,000	0
<b>Average List Price</b>		<b>184,380</b>	<b>62,000</b>	<b>176,885</b>	<b>307,190</b>	<b>84,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>184,380</b>	<b>2</b>	<b>39</b>	<b>6</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>9,034,640</b>	<b>124.00K</b>	<b>6.90M</b>	<b>1.84M</b>	<b>169.00K</b>



# October 2019



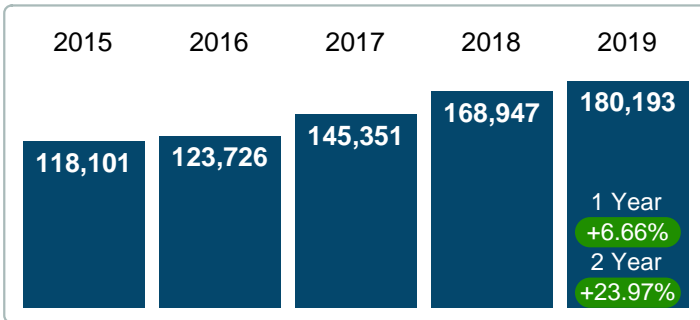
Area Delimited by County Of Bryan - Residential Property Type



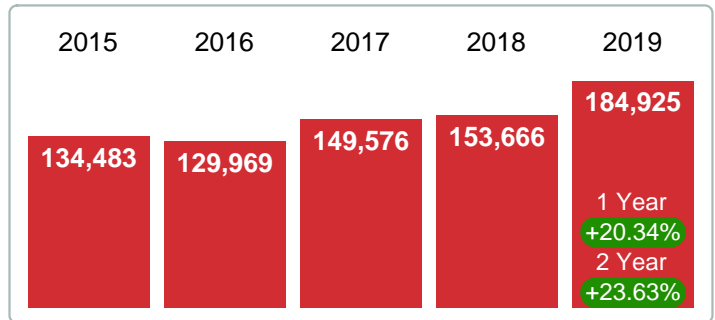
## AVERAGE SOLD PRICE AT CLOSING

Report produced on Jul 20, 2023 for MLS Technology Inc.

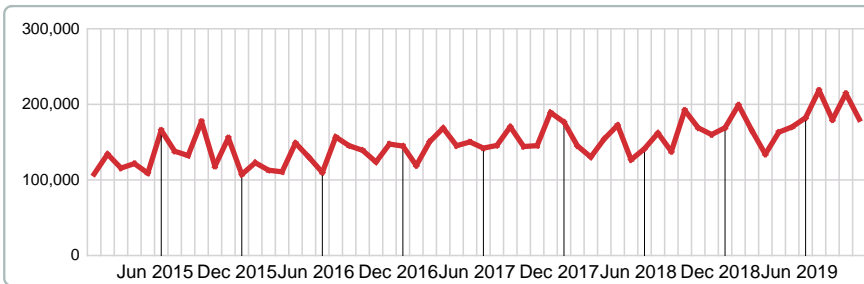
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

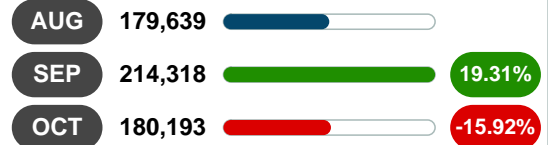


### 3 MONTHS

5 year OCT AVG = 147,263

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

Average Sold Price at Closing this month at **180,193** above the 5 yr OCT average of **147,263**



### 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
\$75,000 and less	8.16%	55,475	26,500	70,200	0	55,000
\$75,001 - \$100,000	12.24%	89,083	87,500	88,750	0	92,000
\$100,001 - \$125,000	6.12%	112,833	0	117,500	103,500	0
\$125,001 - \$175,000	30.61%	146,767	0	144,154	163,750	0
\$175,001 - \$200,000	14.29%	188,614	0	188,614	0	0
\$200,001 - \$275,000	18.37%	231,860	0	228,000	245,370	0
\$275,001 and up	10.20%	425,200	0	306,500	900,000	0
<b>Average Sold Price</b>		<b>180,193</b>	<b>57,000</b>	<b>172,992</b>	<b>303,623</b>	<b>73,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>180,193</b>	<b>2</b>	<b>39</b>	<b>6</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>8,829,440</b>	<b>114.00K</b>	<b>6.75M</b>	<b>1.82M</b>	<b>147.00K</b>

# October 2019



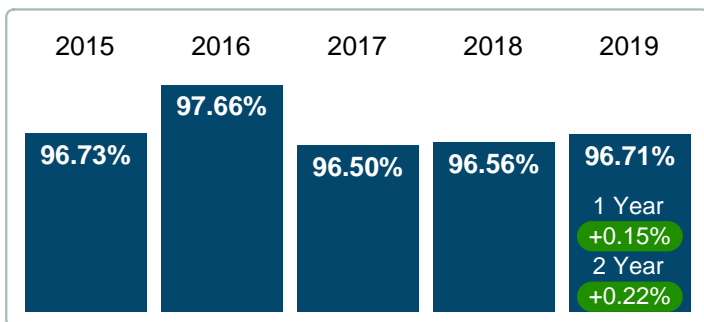
Area Delimited by County Of Bryan - Residential Property Type



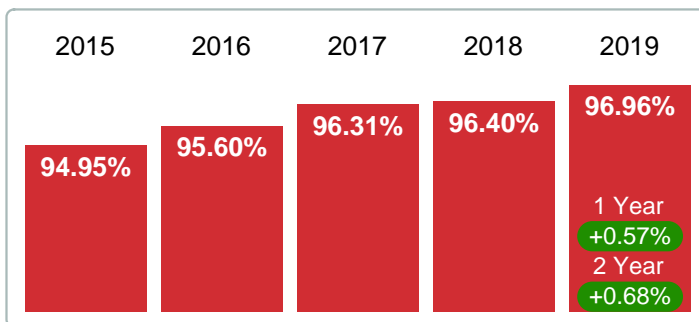
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 20, 2023 for MLS Technology Inc.

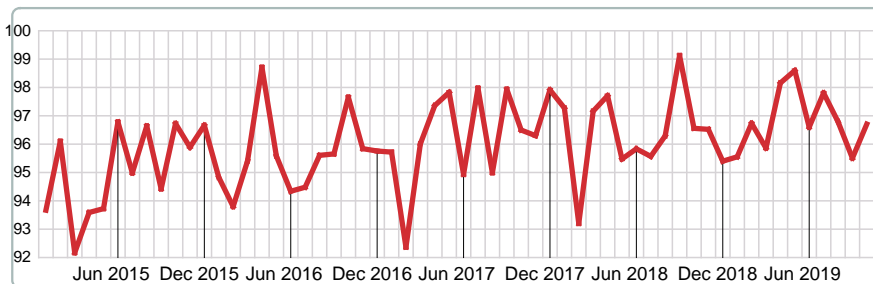
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

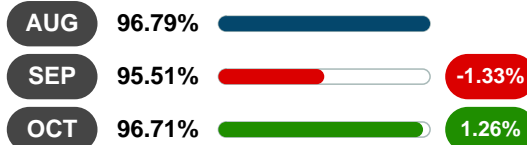


### 3 MONTHS

5 year OCT AVG = 96.83%

High Sep 2018 99.13% Low Mar 2015 92.17%

Average Sold/List Ratio this month at **96.71%** equal to 5 yr OCT average of **96.83%**



### 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
\$75,000 and less	4	8.16%	82.29%	67.95%	91.32%	0.00%	78.57%
\$75,001 - \$100,000	6	12.24%	95.32%	102.94%	94.02%	0.00%	92.93%
\$100,001 - \$125,000	3	6.12%	99.15%	0.00%	98.73%	100.00%	0.00%
\$125,001 - \$175,000	15	30.61%	98.33%	0.00%	98.41%	97.80%	0.00%
\$175,001 - \$200,000	7	14.29%	99.19%	0.00%	99.19%	0.00%	0.00%
\$200,001 - \$275,000	9	18.37%	97.80%	0.00%	98.01%	97.07%	0.00%
\$275,001 and up	5	10.20%	98.13%	0.00%	97.67%	100.00%	0.00%
Average Sold/List Ratio		96.70%		85.44%	97.60%	98.29%	85.75%
Total Closed Units		49	100%	2	39	6	2
Total Closed Volume		8,829,440		114.00K	6.75M	1.82M	147.00K

# October 2019



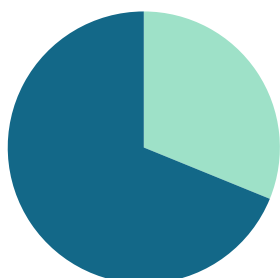
Area Delimited by County Of Bryan - Residential Property Type



## MARKET SUMMARY

Report produced on Jul 20, 2023 for MLS Technology Inc.

### INVENTORY

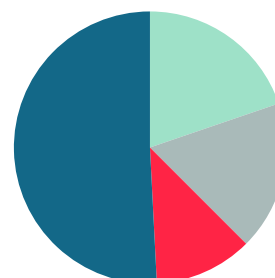


**Inventory**  
 New Listings  
**62 = 31.16%**  
 Start Inventory  
**137**  
 Total Inventory Units  
**199**  
 Volume  
**\$56,934,493**

### Market Activity

Closed Sales  
**49 = 19.76%**  
 Pending Sales  
**44 = 17.74%**  
 Other Off Market  
**29 = 11.69%**  
 Active Inventory  
**126 = 50.81%**

### MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	38	49	28.95%	391	406	3.84%
Pending Sales	42	44	4.76%	418	427	2.15%
New Listings	59	62	5.08%	606	618	1.98%
Average List Price	174,161	184,380	5.87%	159,512	190,431	19.38%
Average Sale Price	168,947	180,193	6.66%	153,666	184,925	20.34%
Average Percent of Selling Price to List Price	96.56%	96.71%	0.15%	96.40%	96.96%	0.57%
Average Days on Market to Sale	46.03	31.00	-32.65%	41.43	37.92	-8.47%
Monthly Inventory	143	126	-11.89%	143	126	-11.89%
Months Supply of Inventory	3.66	3.10	-15.14%	3.66	3.10	-15.14%

**Absorption:** Last 12 months, an Average of **41** Sales/Month

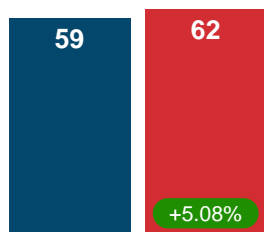
**Inventory** on October 31, 2019 = **126**

**2018** **2019**

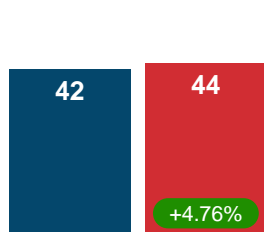
### OCTOBER MARKET

### AVERAGE PRICES

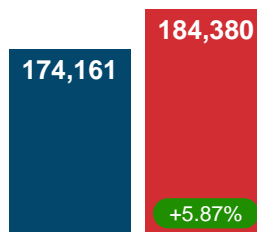
#### New Listings



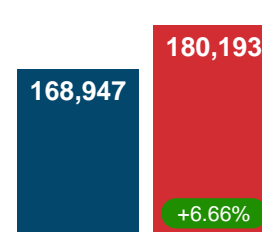
#### Pending Listings



#### List Price



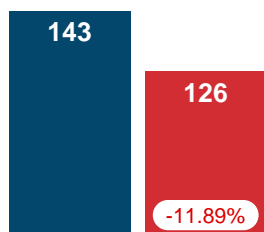
#### Sale Price



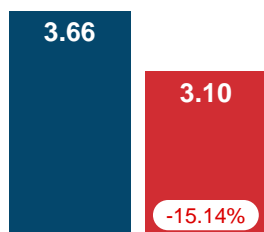
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

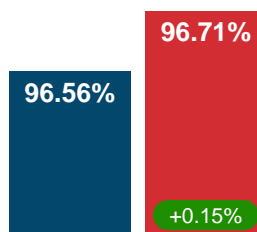
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

