

October 2019



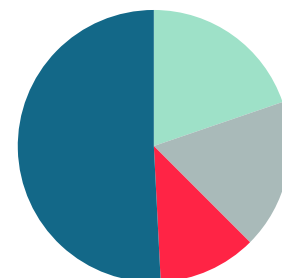
Area Delimited by County Of Bryan - Residential Property Type



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%
Median List Price	154,665	165,000	6.68%
Median Sale Price	152,415	158,000	3.66%
Median Percent of Selling Price to List Price	97.98%	98.91%	0.95%
Median Days on Market to Sale	27.00	17.00	-37.04%
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.

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 **3.66%** in October 2019 to \$158,000 versus the previous year at \$152,415.

Median Days on Market Shortens

The median number of **17.00** days that homes spent on the market before selling decreased by 10.00 days or **37.04%** in October 2019 compared to last year's same month at **27.00** DOM.

Sales Success for October 2019 is Positive

Overall, with Median 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

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

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



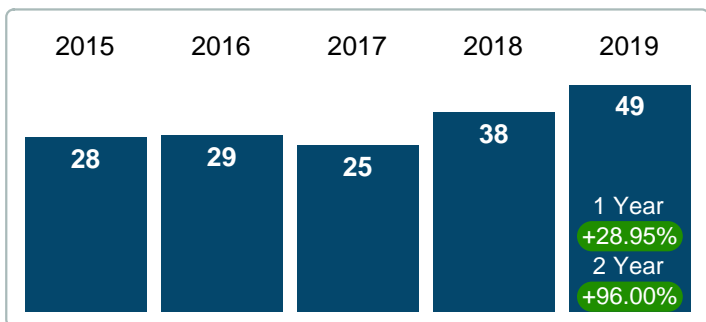
Area Delimited by County Of Bryan - Residential Property Type



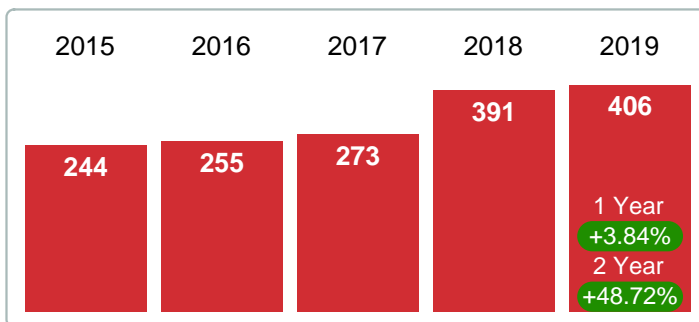
CLOSED LISTINGS

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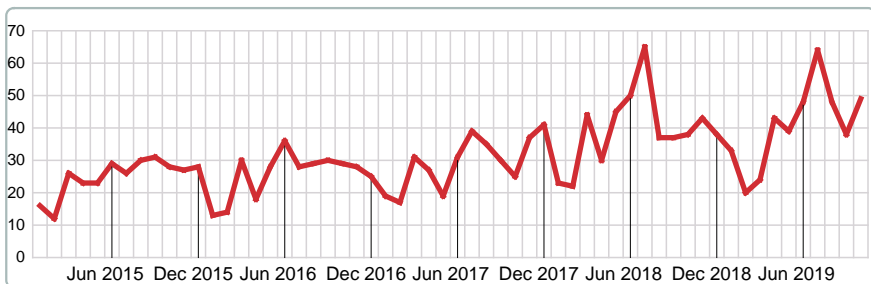
OCTOBER



YEAR TO DATE (YTD)

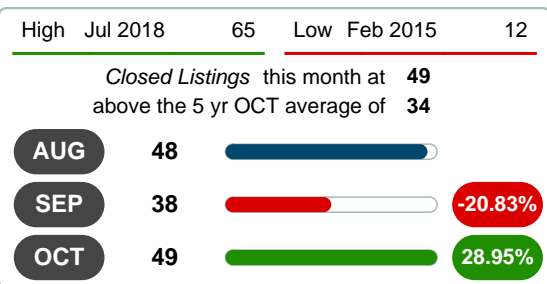


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 34



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	8.16%	79.5	1	2	0	1
\$75,001 - \$100,000	6	12.24%	35.5	1	4	0	1
\$100,001 - \$125,000	3	6.12%	2.0	0	2	1	0
\$125,001 - \$175,000	15	30.61%	7.0	0	13	2	0
\$175,001 - \$200,000	7	14.29%	30.0	0	7	0	0
\$200,001 - \$275,000	9	18.37%	36.0	0	7	2	0
\$275,001 and up	5	10.20%	16.0	0	4	1	0
Total Closed Units	49			2	39	6	2
Total Closed Volume	8,829,440	100%	17.0	114.00K	6.75M	1.82M	147.00K
Median Closed Price	\$158,000			\$57,000	\$158,000	\$195,000	\$73,500

October 2019



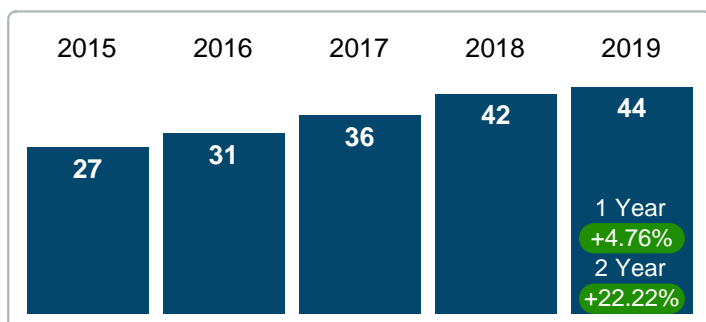
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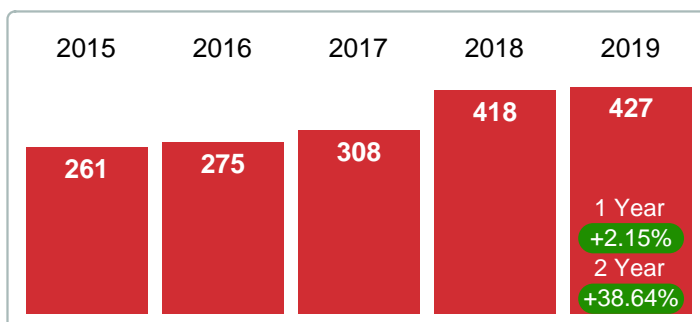
PENDING LISTINGS

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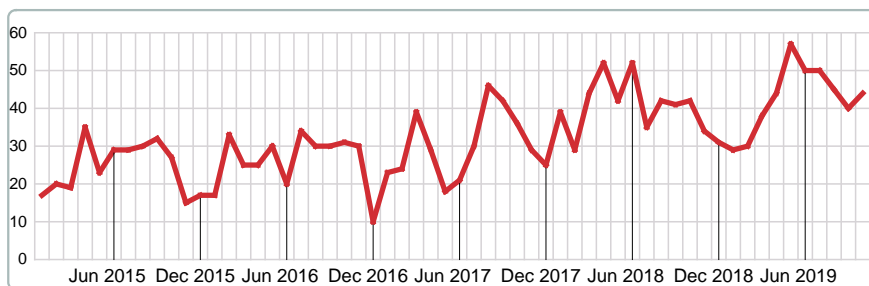
OCTOBER



YEAR TO DATE (YTD)

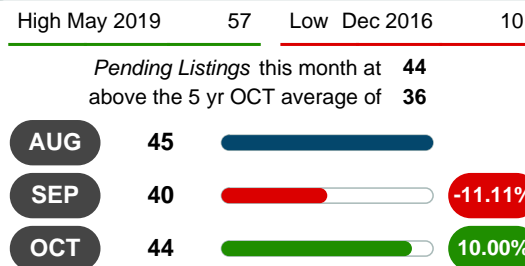


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 36



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	18.0	0	4	2	1
\$125,001 - \$150,000	4	9.09%	20.5	1	3	0	0
\$150,001 - \$200,000	14	31.82%	32.0	1	8	5	0
\$200,001 - \$225,000	4	9.09%	68.5	1	2	1	0
\$225,001 - \$275,000	8	18.18%	36.0	0	5	3	0
\$275,001 and up	5	11.36%	55.0	0	2	2	1
Total Pending Units	44			3	25	14	2
Total Pending Volume	8,458,504	100%	28.0	527.90K	4.51M	2.94M	481.00K
Median Listing Price	\$169,950			\$158,000	\$170,000	\$184,450	\$240,500

October 2019



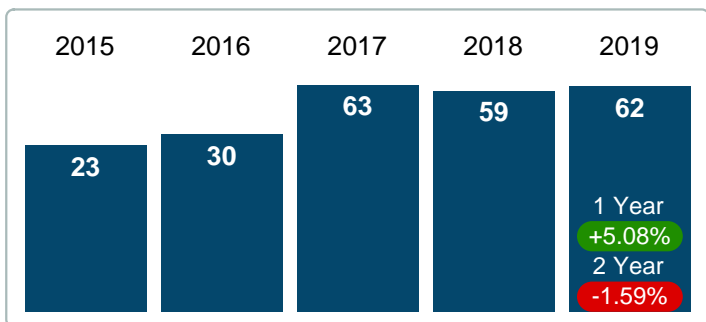
Area Delimited by County Of Bryan - Residential Property Type



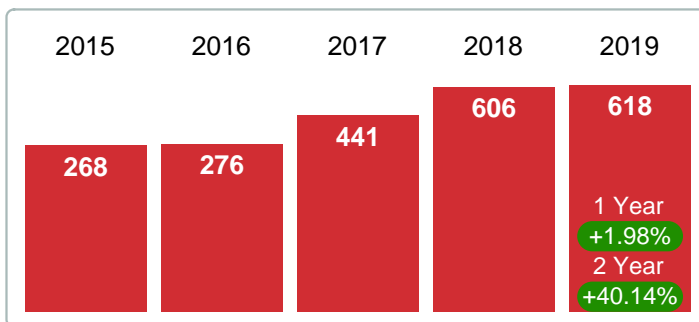
NEW LISTINGS

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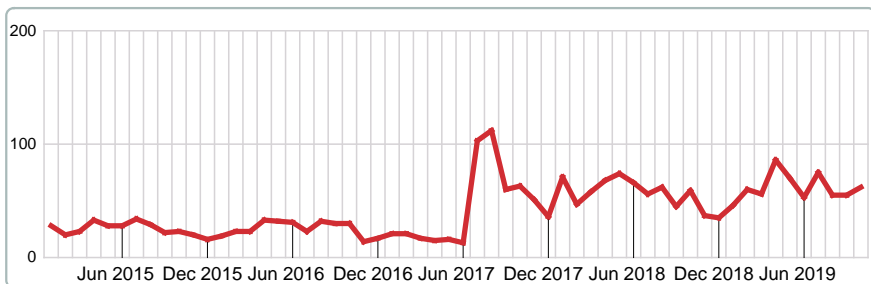
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

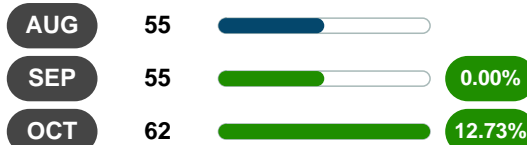


3 MONTHS

5 year OCT AVG = 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
Total New Listed Units	62		5	34	17	6
Total New Listed Volume	20,441,490	100%	1.10M	11.72M	4.93M	2.70M
Median New Listed Listing Price	\$202,450		\$275,000	\$174,950	\$249,900	\$434,000

October 2019



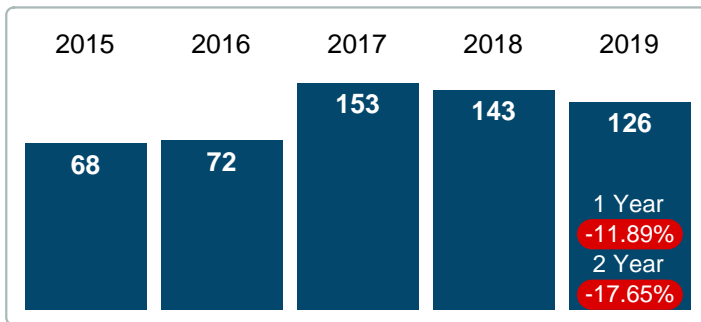
Area Delimited by County Of Bryan - Residential Property Type



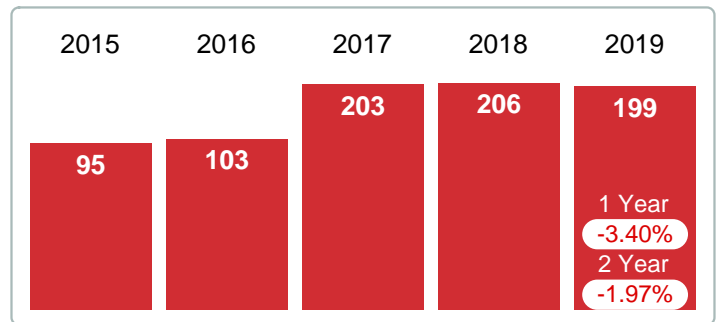
ACTIVE INVENTORY

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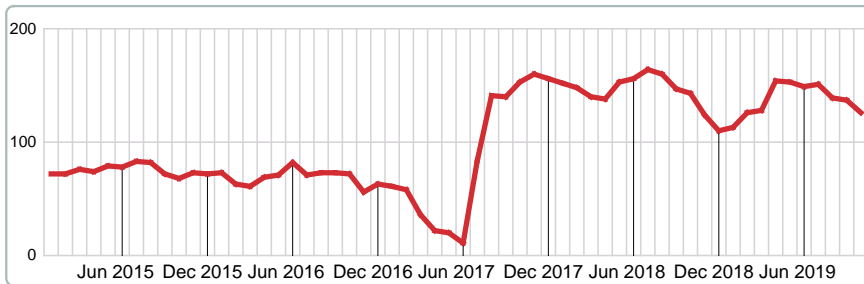
END OF OCTOBER



ACTIVE DURING OCTOBER

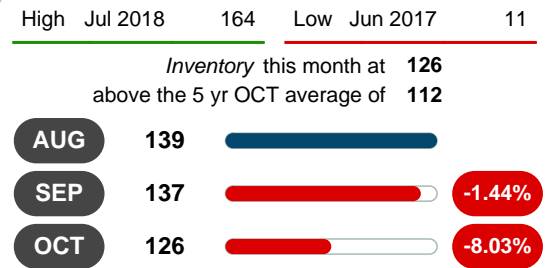


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 112



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	4.76%	36.0	5	1	0	0
\$50,001 - \$100,000	15	11.90%	35.0	3	11	1	0
\$100,001 - \$150,000	23	18.25%	65.0	4	16	3	0
\$150,001 - \$275,000	33	26.19%	41.0	2	22	8	1
\$275,001 - \$425,000	18	14.29%	94.5	2	9	5	2
\$425,001 - \$575,000	15	11.90%	29.0	0	5	4	6
\$575,001 and up	16	12.70%	63.5	0	6	7	3
Total Active Inventory by Units	126			16	70	28	12
Total Active Inventory by Volume	36,821,809	100%	47.0	1.96M	17.17M	9.99M	7.70M
Median Active Inventory Listing Price	\$211,950			\$101,200	\$187,250	\$312,000	\$474,750

October 2019



Area Delimited by County Of Bryan - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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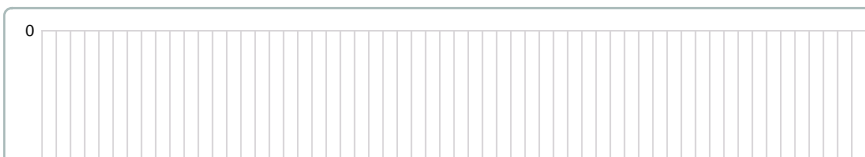
MSI FOR OCTOBER

2015	2016	2017	2018	2019

INDICATORS FOR OCTOBER 2019

Inventory	Closed	Absorption	MSI	MSI %
126	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 OCT AVG = inf

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

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6		4.76%	2.77	5.00	0.92	0.00	0.00	
\$50,001 - \$100,000	15		11.90%	2.28	1.64	2.81	1.50	0.00	
\$100,001 - \$150,000	23		18.25%	2.76	5.33	2.56	2.57	0.00	
\$150,001 - \$275,000	33		26.19%	1.74	12.00	1.58	1.81	2.40	
\$275,001 - \$425,000	18		14.29%	5.27	24.00	5.14	4.00	6.00	
\$425,001 - \$575,000	15		11.90%	20.00	0.00	60.00	8.00	36.00	
\$575,001 and up	16		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



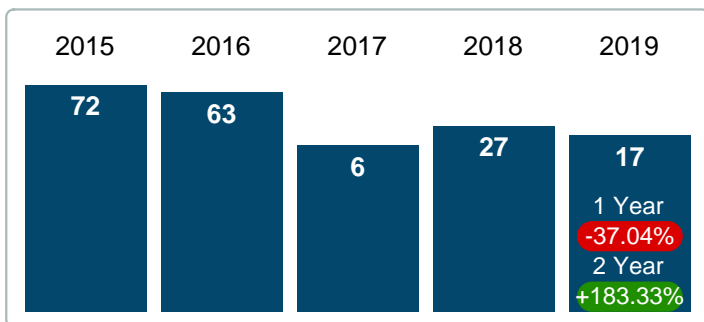
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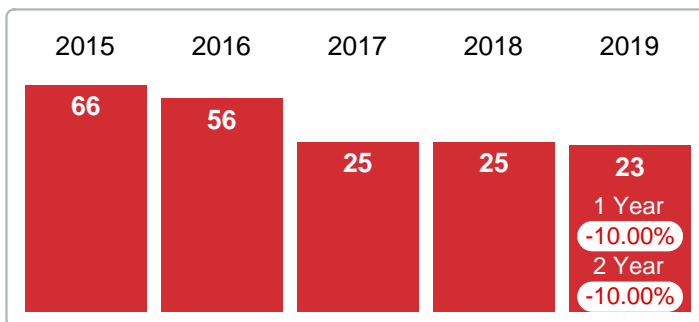
MEDIAN DAYS ON MARKET TO SALE

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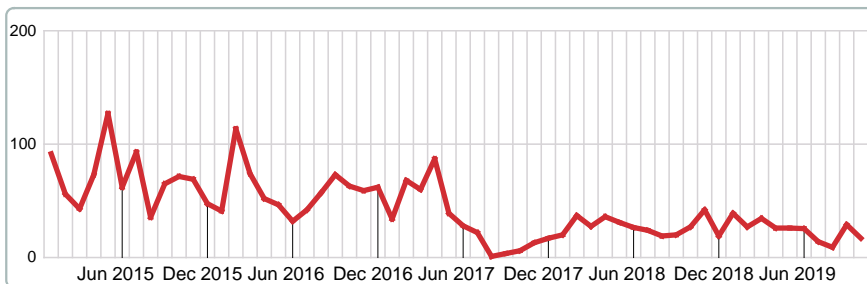
OCTOBER



YEAR TO DATE (YTD)

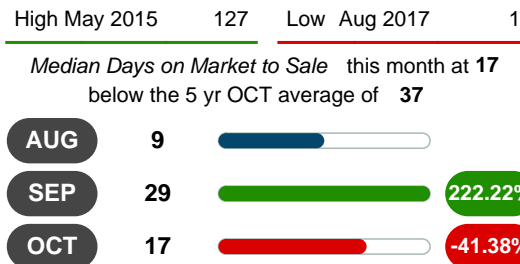


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 37



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
\$75,000 and less	4	8.16%	80	69	58	0	160
\$75,001 - \$100,000	6	12.24%	36	4	36	0	65
\$100,001 - \$125,000	3	6.12%	2	0	9	2	0
\$125,001 - \$175,000	15	30.61%	7	0	7	12	0
\$175,001 - \$200,000	7	14.29%	30	0	30	0	0
\$200,001 - \$275,000	9	18.37%	36	0	36	28	0
\$275,001 and up	5	10.20%	16	0	17	2	0
Median Closed DOM	17			37	17	2	113
Total Closed Units	49	100%	17.0	2	39	6	2
Total Closed Volume	8,829,440			114.00K	6.75M	1.82M	147.00K

October 2019



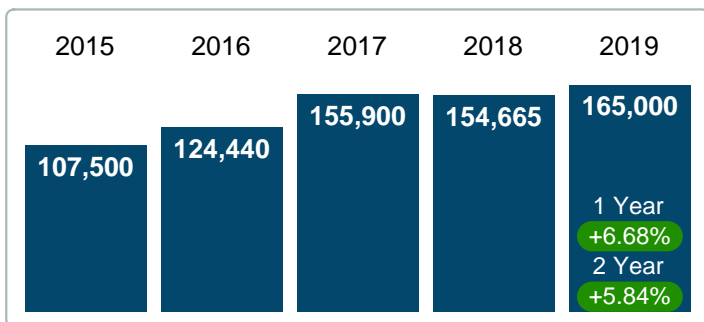
Area Delimited by County Of Bryan - Residential Property Type



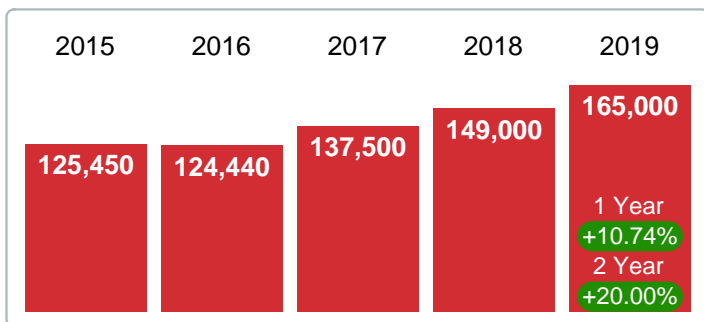
MEDIAN LIST PRICE AT CLOSING

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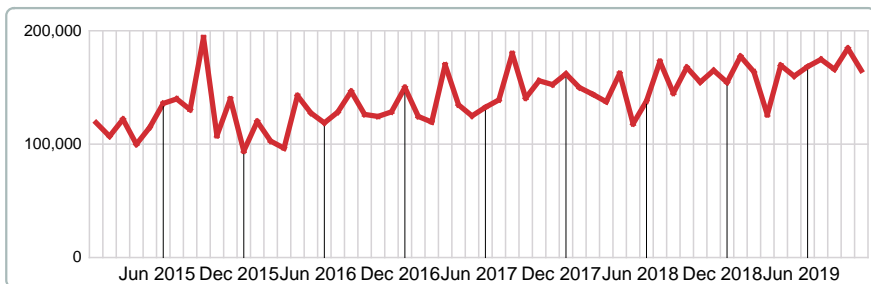
OCTOBER



YEAR TO DATE (YTD)

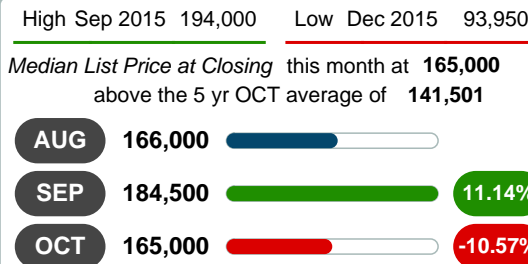


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 141,501



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
\$75,000 and less	3	6.12%	70,000	39,000	74,000	0	70,000
\$75,001 - \$100,000	6	12.24%	90,000	85,000	87,500	0	99,000
\$100,001 - \$125,000	5	10.20%	118,000	0	119,000	103,500	0
\$125,001 - \$175,000	14	28.57%	152,250	0	146,200	167,450	0
\$175,001 - \$200,000	6	12.24%	187,250	0	187,250	0	0
\$200,001 - \$275,000	10	20.41%	235,750	0	232,000	252,370	0
\$275,001 and up	5	10.20%	335,000	0	315,000	900,000	0
Median List Price			165,000	62,000	170,000	204,450	84,500
Total Closed Units		100%	165,000	2	39	6	2
Total Closed Volume			9,034,640	124.00K	6.90M	1.84M	169.00K

October 2019



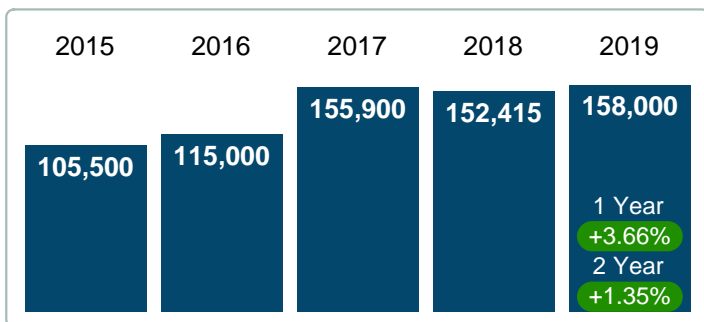
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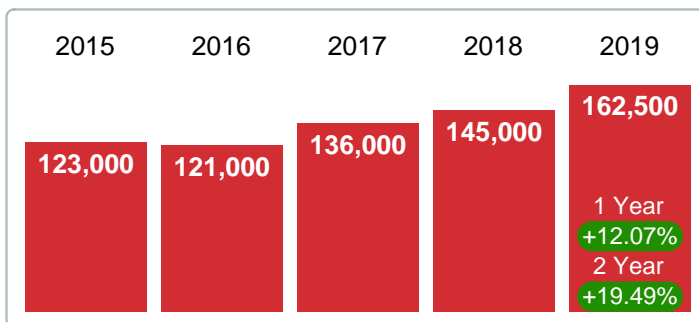
MEDIAN SOLD PRICE AT CLOSING

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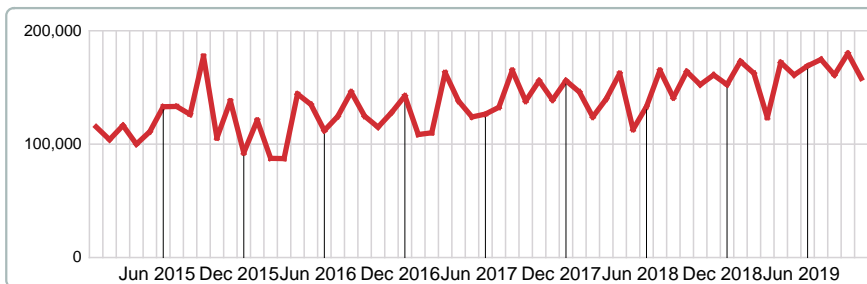
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

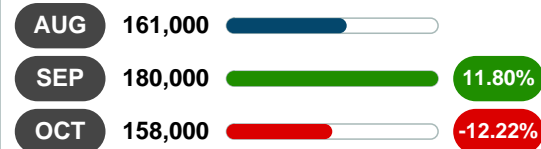


3 MONTHS

5 year OCT AVG = 137,363

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

Median Sold Price at Closing this month at **158,000** above the 5 yr OCT average of **137,363**



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
\$75,000 and less	4	8.16%	62,500	26,500	70,200	0	55,000
\$75,001 - \$100,000	6	12.24%	89,250	87,500	89,250	0	92,000
\$100,001 - \$125,000	3	6.12%	115,000	0	117,500	103,500	0
\$125,001 - \$175,000	15	30.61%	144,000	0	140,000	163,750	0
\$175,001 - \$200,000	7	14.29%	189,700	0	189,700	0	0
\$200,001 - \$275,000	9	18.37%	225,000	0	224,000	245,370	0
\$275,001 and up	5	10.20%	320,000	0	307,500	900,000	0
Median Sold Price			158,000	57,000	158,000	195,000	73,500
Total Closed Units		100%	158,000	2	39	6	2
Total Closed Volume			8,829,440	114.00K	6.75M	1.82M	147.00K

October 2019



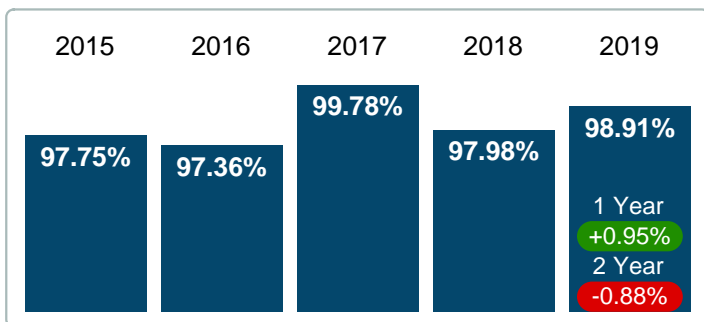
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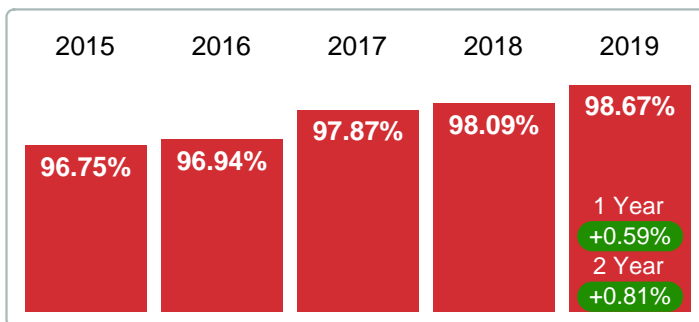
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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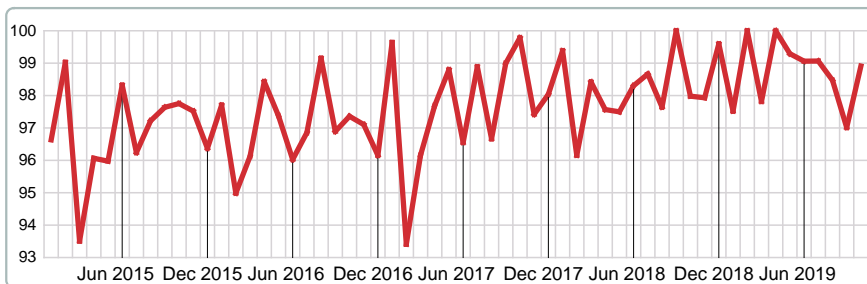
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

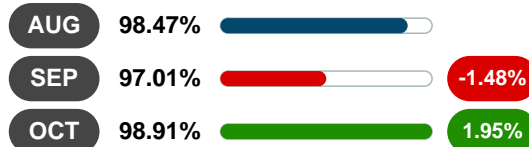


3 MONTHS

5 year OCT AVG = 98.36%

High Apr 2019 100.00% Low Feb 2017 93.41%

Median Sold/List Ratio this month at **98.91%**
above the 5 yr OCT average of **98.36%**



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
\$75,000 and less	4	8.16%	83.04%	67.95%	91.32%	0.00%	78.57%
\$75,001 - \$100,000	6	12.24%	97.89%	102.94%	97.89%	0.00%	92.93%
\$100,001 - \$125,000	3	6.12%	100.00%	0.00%	98.73%	100.00%	0.00%
\$125,001 - \$175,000	15	30.61%	99.33%	0.00%	99.38%	97.80%	0.00%
\$175,001 - \$200,000	7	14.29%	100.00%	0.00%	100.00%	0.00%	0.00%
\$200,001 - \$275,000	9	18.37%	97.95%	0.00%	97.95%	97.07%	0.00%
\$275,001 and up	5	10.20%	100.00%	0.00%	97.76%	100.00%	0.00%
Median Sold/List Ratio		98.91%		85.44%	99.33%	99.24%	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



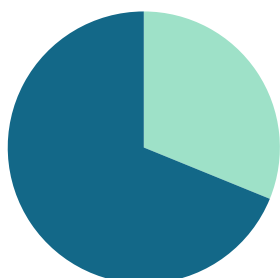
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

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

INVENTORY

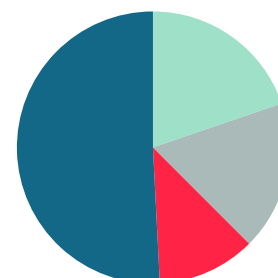


Inventory
 New Listings **62 = 31.16%**
 Start Inventory **137**
 Total Inventory Units **199**
 Volume **\$56,934,493**

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%
Median List Price	154,665	165,000	6.68%	149,000	165,000	10.74%
Median Sale Price	152,415	158,000	3.66%	145,000	162,500	12.07%
Median Percent of Selling Price to List Price	97.98%	98.91%	0.95%	98.09%	98.67%	0.59%
Median Days on Market to Sale	27.00	17.00	-37.04%	25.00	22.50	-10.00%
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

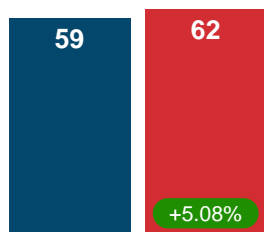
Inventory on October 31, 2019 = **126**

2018 **2019**

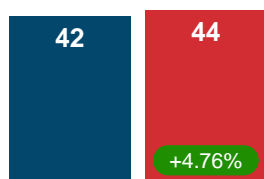
OCTOBER MARKET

MEDIAN PRICES

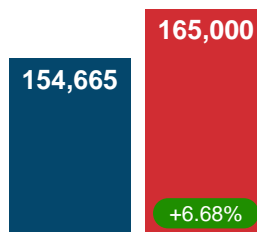
New Listings



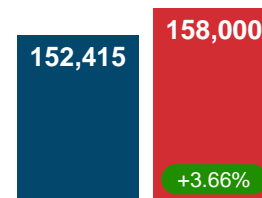
Pending Listings



List Price



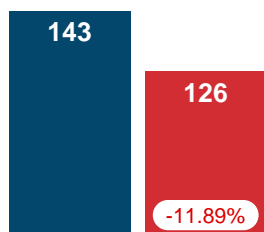
Sale Price



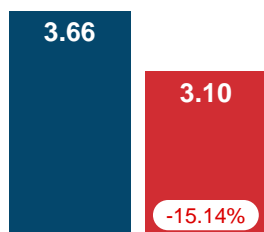
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

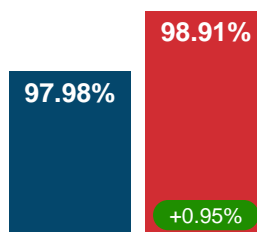
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

