

# September 2019



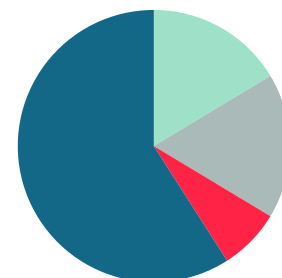
Area Delimited by County Of Bryan - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2018	2019	+/-%
Closed Listings	37	38	2.70%
Pending Listings	41	40	-2.44%
New Listings	45	55	22.22%
Average List Price	197,840	223,782	13.11%
Average Sale Price	192,138	214,318	11.54%
Average Percent of Selling Price to List Price	99.13%	95.51%	-3.65%
Average Days on Market to Sale	39.73	40.97	3.13%
End of Month Inventory	147	137	-6.80%
Months Supply of Inventory	3.87	3.45	-10.72%



■ Closed (16.38%)  
■ Pending (17.24%)  
■ Other OffMarket (7.33%)  
■ Active (59.05%)

**Absorption:** Last 12 months, an Average of **40** Sales/Month  
**Active Inventory** as of September 30, 2019 = **137**

### Analysis Wrap-Up

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

The total housing inventory at the end of September 2019 decreased **6.80%** to 137 existing homes available for sale. Over the last 12 months this area has had an average of 40 closed sales per month. This represents an unsold inventory index of **3.45** 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 **11.54%** in September 2019 to \$214,318 versus the previous year at \$192,138.

#### Average Days on Market Lengthens

The average number of **40.97** days that homes spent on the market before selling increased by 1.24 days or **3.13%** in September 2019 compared to last year's same month at **39.73** DOM.

#### Sales Success for September 2019 is Positive

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

There were 55 New Listings in September 2019, up **22.22%** from last year at 45. Furthermore, there were 38 Closed Listings this month versus last year at 37, a **2.70%** increase.

Closed versus Listed trends yielded a **69.1%** ratio, down from previous year's, September 2018, at **82.2%**, a **15.97%** downswing. 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

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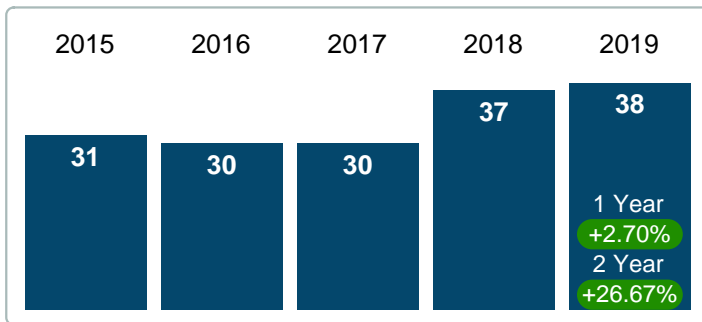
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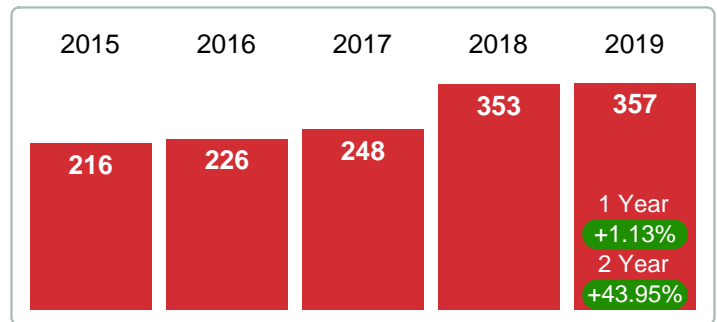
## CLOSED LISTINGS

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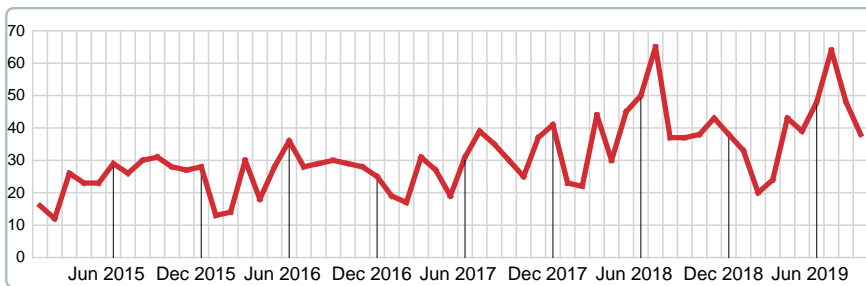
### SEPTEMBER



### YEAR TO DATE (YTD)

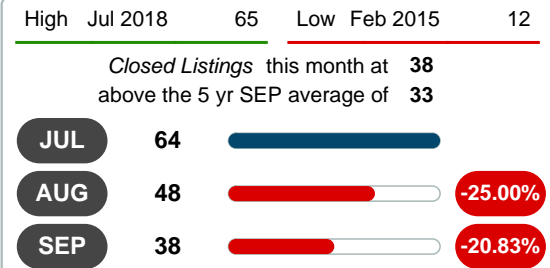


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 33



### 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	2.63%	28.0	0	1	0	0
\$50,001 - \$75,000	5	13.16%	34.8	2	2	1	0
\$75,001 - \$125,000	5	13.16%	5.2	1	4	0	0
\$125,001 - \$225,000	13	34.21%	38.2	1	11	1	0
\$225,001 - \$250,000	4	10.53%	85.0	0	3	1	0
\$250,001 - \$325,000	6	15.79%	43.3	1	2	3	0
\$325,001 and up	4	10.53%	58.0	0	2	2	0
<b>Total Closed Units</b>	<b>38</b>			<b>5</b>	<b>25</b>	<b>8</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>8,144,100</b>	<b>100%</b>	<b>41.0</b>	<b>648.80K</b>	<b>4.45M</b>	<b>3.05M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$214,318</b>			<b>\$129,760</b>	<b>\$177,892</b>	<b>\$381,000</b>	<b>\$0</b>

# September 2019



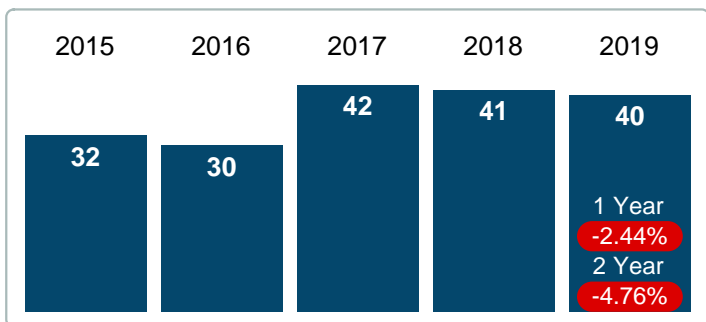
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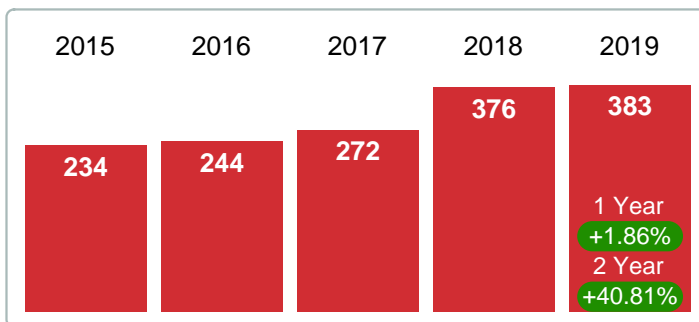
## PENDING LISTINGS

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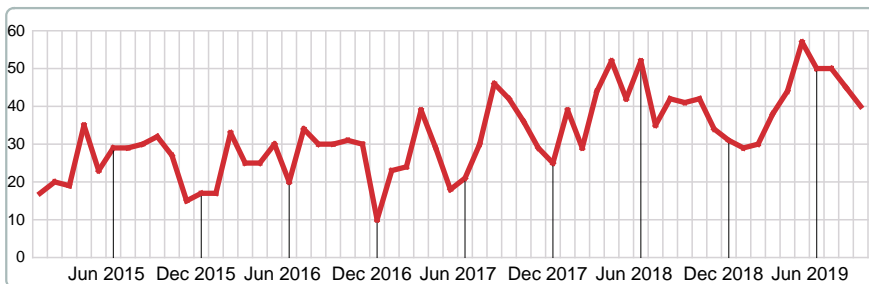
### SEPTEMBER



### YEAR TO DATE (YTD)

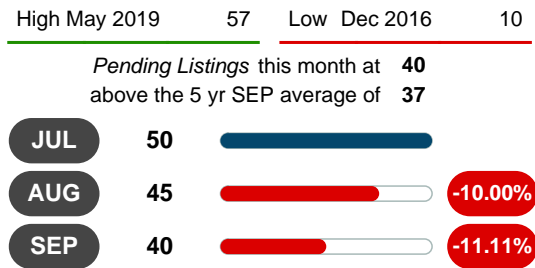


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 37



### 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	5.00%	89.0	1	1	0	0
\$50,001 - \$75,000	5	12.50%	13.8	4	1	0	0
\$75,001 - \$125,000	9	22.50%	36.7	2	6	1	0
\$125,001 - \$150,000	5	12.50%	7.0	0	5	0	0
\$150,001 - \$225,000	10	25.00%	40.6	0	10	0	0
\$225,001 - \$250,000	6	15.00%	37.0	1	4	1	0
\$250,001 and up	3	7.50%	56.3	0	0	2	1
<b>Total Pending Units</b>	<b>40</b>			<b>8</b>	<b>27</b>	<b>4</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>8,638,400</b>	<b>100%</b>	<b>35.2</b>	<b>737.20K</b>	<b>4.19M</b>	<b>2.71M</b>	<b>999.00K</b>
<b>Average Listing Price</b>	<b>\$215,960</b>			<b>\$92,150</b>	<b>\$155,122</b>	<b>\$678,475</b>	<b>\$999,000</b>

# September 2019



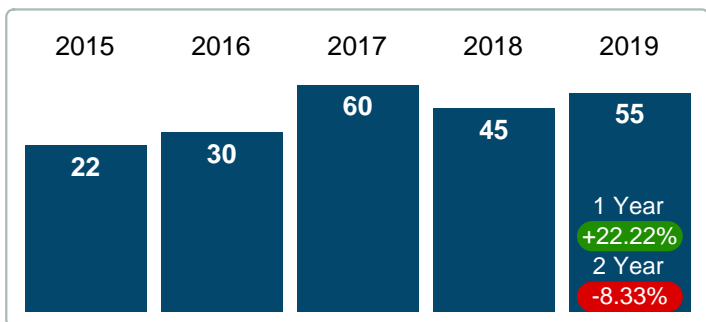
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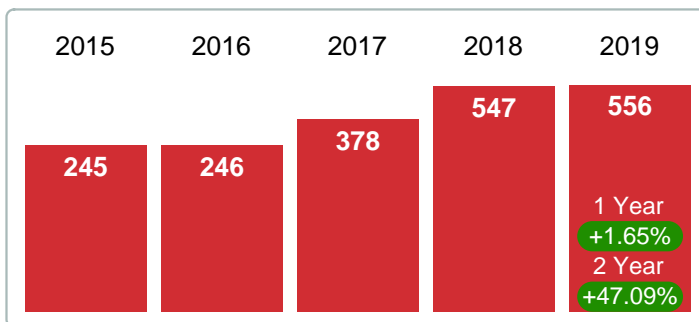
## NEW LISTINGS

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

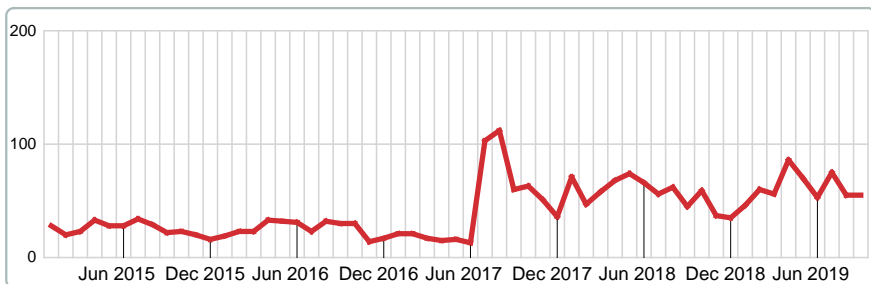
### SEPTEMBER



### YEAR TO DATE (YTD)

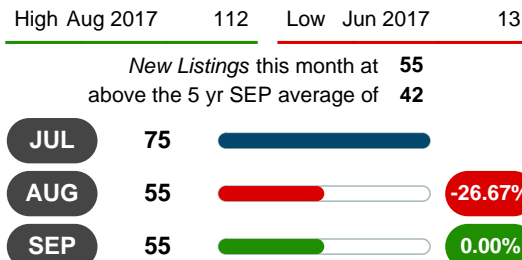


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 42



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	7.27%	2	1	1	0
\$50,001 - \$100,000	8	14.55%	4	4	0	0
\$100,001 - \$100,000	0	0.00%	0	0	0	0
\$100,001 - \$175,000	19	34.55%	3	13	3	0
\$175,001 - \$225,000	9	16.36%	1	7	1	0
\$225,001 - \$425,000	9	16.36%	0	9	0	0
\$425,001 and up	6	10.91%	0	2	3	1
<b>Total New Listed Units</b>	<b>55</b>		<b>10</b>	<b>36</b>	<b>8</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>12,486,360</b>	<b>100%</b>	<b>915.20K</b>	<b>7.50M</b>	<b>3.60M</b>	<b>465.00K</b>
<b>Average New Listed Listing Price</b>	<b>\$227,991</b>		<b>\$91,520</b>	<b>\$208,378</b>	<b>\$450,570</b>	<b>\$465,000</b>

# September 2019



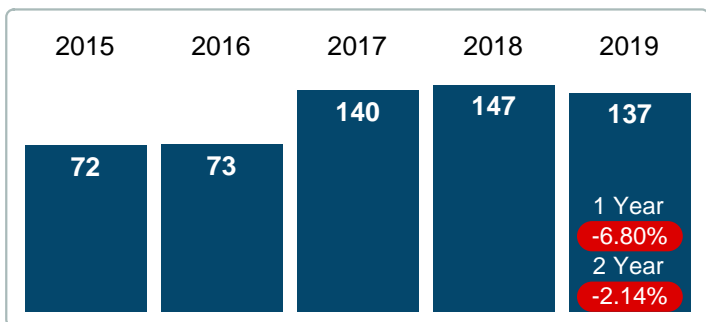
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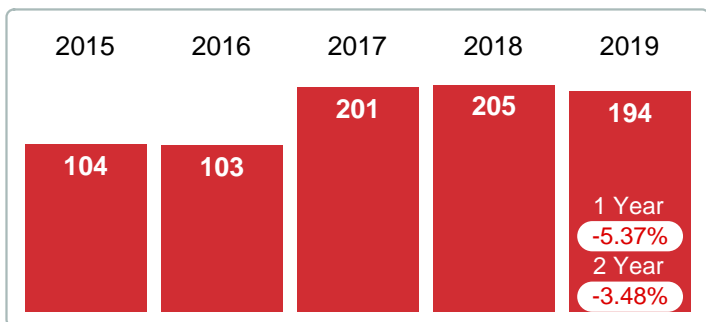
## ACTIVE INVENTORY

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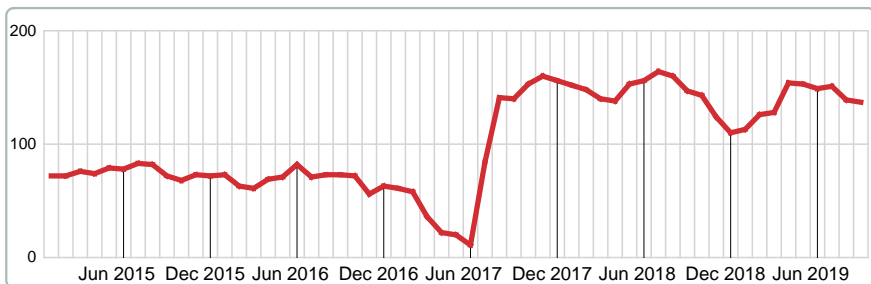
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

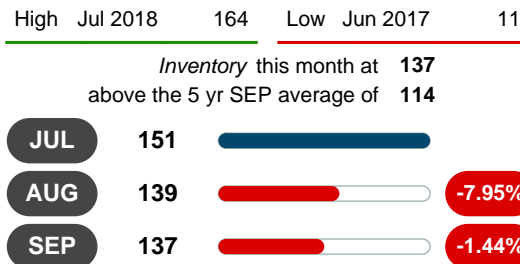


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 114



### 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	9	6.57%	81.1	6	1	2	0
\$50,001 - \$100,000	18	13.14%	67.6	3	11	2	2
\$100,001 - \$150,000	22	16.06%	57.9	4	15	3	0
\$150,001 - \$225,000	31	22.63%	63.9	4	18	9	0
\$225,001 - \$325,000	24	17.52%	74.8	1	14	8	1
\$325,001 - \$575,000	19	13.87%	105.7	0	7	5	7
\$575,001 and up	14	10.22%	75.4	0	5	6	3
<b>Total Active Inventory by Units</b>	<b>137</b>			<b>18</b>	<b>71</b>	<b>35</b>	<b>13</b>
<b>Total Active Inventory by Volume</b>	<b>36,493,003</b>	<b>100%</b>	<b>73.4</b>	<b>1.89M</b>	<b>16.55M</b>	<b>10.50M</b>	<b>7.54M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$266,372</b>			<b>\$105,261</b>	<b>\$233,107</b>	<b>\$300,127</b>	<b>\$580,254</b>

# September 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 SEPTEMBER

2015	2016	2017	2018	2019

### INDICATORS FOR SEPTEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>137</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 SEP AVG = inf

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

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9		6.57%	4.00	6.55	0.80	24.00	0.00	
\$50,001 - \$100,000	18		13.14%	2.88	1.57	3.07	2.67	0.00	
\$100,001 - \$150,000	22		16.06%	2.64	5.33	2.43	2.40	0.00	
\$150,001 - \$225,000	31		22.63%	2.13	24.00	1.65	2.77	0.00	
\$225,001 - \$325,000	24		17.52%	4.36	6.00	4.54	4.57	2.00	
\$325,001 - \$575,000	19		13.87%	8.14	0.00	7.64	4.29	28.00	
\$575,001 and up	14		10.22%	33.60	0.00	60.00	24.00	36.00	
Market Supply of Inventory (MSI)		3.45			4.60	2.73	4.12	10.40	
Total Active Inventory by Units		137	100%	3.45	18	71	35	13	

# September 2019



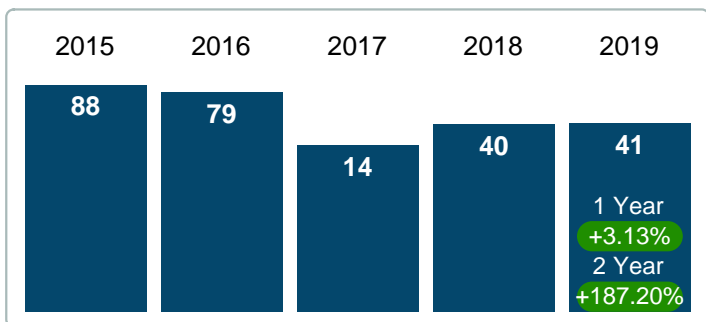
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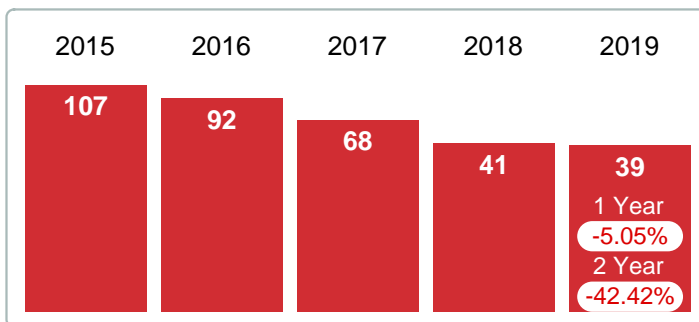
## AVERAGE DAYS ON MARKET TO SALE

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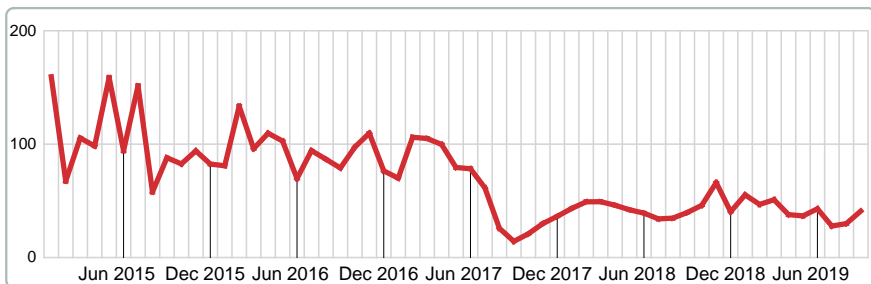
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

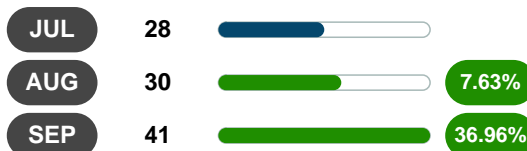


### 3 MONTHS

5 year SEP AVG = 52

High Jan 2015 159 Low Sep 2017 14

Average Days on Market to Sale this month at 41 below the 5 yr SEP average of 52



### 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	2.63%	28	0	28	0	0
\$50,001 - \$75,000	13.16%	35	25	29	67	0
\$75,001 - \$125,000	13.16%	5	1	6	0	0
\$125,001 - \$225,000	34.21%	38	1	43	23	0
\$225,001 - \$250,000	10.53%	85	0	86	82	0
\$250,001 - \$325,000	15.79%	43	36	53	40	0
\$325,001 and up	10.53%	58	0	59	57	0
<b>Average Closed DOM</b>		<b>41</b>	<b>18</b>	<b>43</b>	<b>51</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>41</b>	<b>5</b>	<b>25</b>	<b>8</b>	<b></b>
<b>Total Closed Volume</b>		<b>8,144,100</b>	<b>648.80K</b>	<b>4.45M</b>	<b>3.05M</b>	<b>0.00B</b>

# September 2019



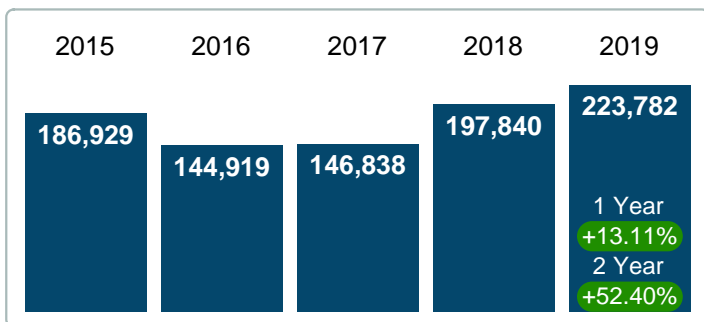
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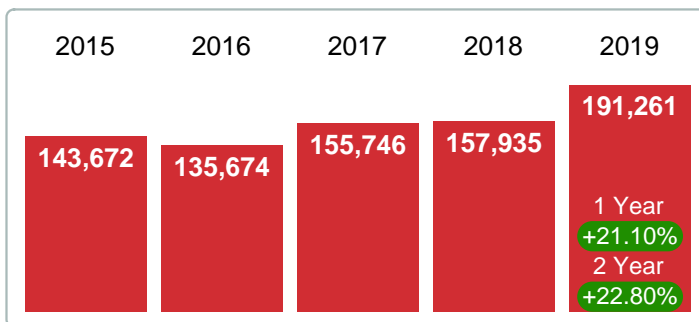
## AVERAGE LIST PRICE AT CLOSING

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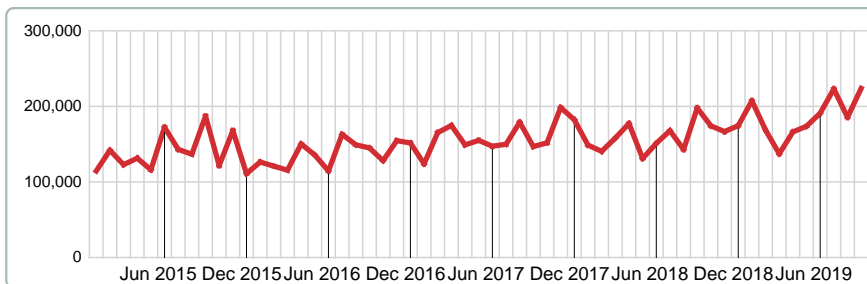
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

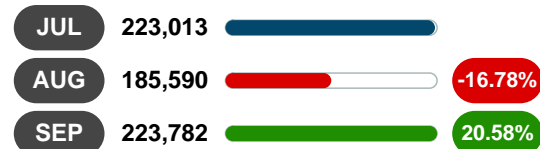


### 3 MONTHS

5 year SEP AVG = 180,062

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

Average List Price at Closing this month at **223,782** above the 5 yr SEP average of **180,062**



### 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	0.00%	0	0	57,000	0	0
\$50,001 - \$75,000	10.53%	62,975	62,450	74,500	89,000	0
\$75,001 - \$125,000	15.79%	94,450	114,900	103,425	0	0
\$125,001 - \$225,000	31.58%	162,250	139,900	184,118	149,900	0
\$225,001 - \$250,000	13.16%	239,480	0	242,833	239,900	0
\$250,001 - \$325,000	15.79%	282,967	375,000	297,450	277,967	0
\$325,001 and up	13.16%	568,580	0	334,450	899,500	0
<b>Average List Price</b>		<b>223,782</b>	<b>150,940</b>	<b>185,492</b>	<b>388,963</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>223,782</b>	<b>5</b>	<b>25</b>	<b>8</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>8,503,700</b>	<b>754.70K</b>	<b>4.64M</b>	<b>3.11M</b>	<b>0.00B</b>



# September 2019



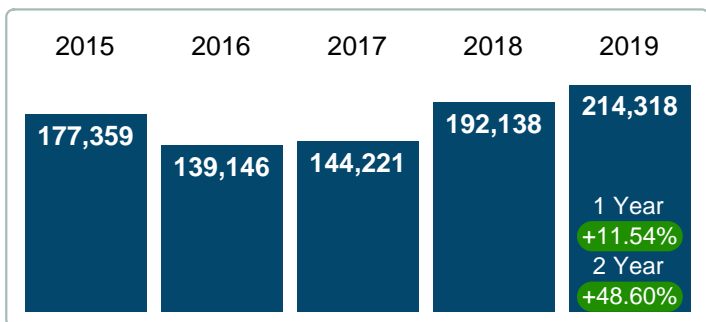
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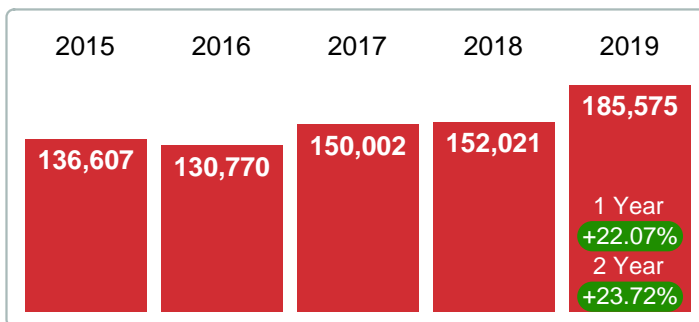
## AVERAGE SOLD PRICE AT CLOSING

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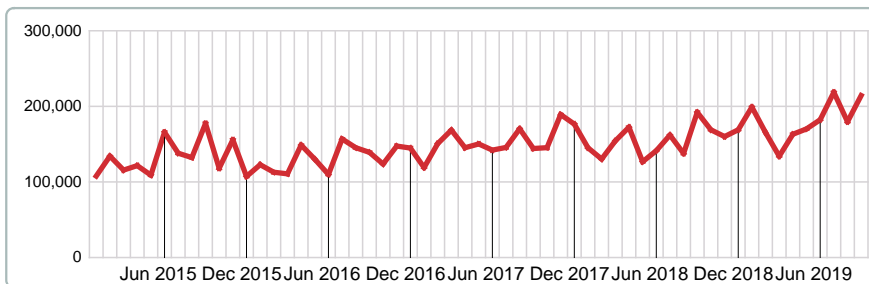
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

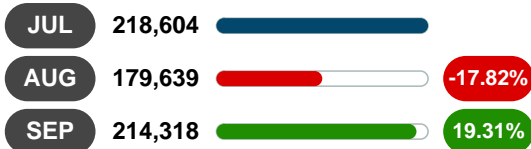


### 3 MONTHS

5 year SEP AVG = 173,437

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

Average Sold Price at Closing this month at 214,318 above the 5 yr SEP average of 173,437



### 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	2.63%	50,000	0	50,000	0	0
\$50,001 - \$75,000	13.16%	67,380	62,450	68,500	75,000	0
\$75,001 - \$125,000	13.16%	103,600	114,000	101,000	0	0
\$125,001 - \$225,000	34.21%	169,792	144,900	174,309	145,000	0
\$225,001 - \$250,000	10.53%	233,625	0	235,833	227,000	0
\$250,001 - \$325,000	15.79%	274,917	265,000	281,250	274,000	0
\$325,001 and up	10.53%	611,975	0	334,450	889,500	0
<b>Average Sold Price</b>		<b>214,318</b>	<b>129,760</b>	<b>177,892</b>	<b>381,000</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>214,318</b>	<b>5</b>	<b>25</b>	<b>8</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>8,144,100</b>	<b>648.80K</b>	<b>4.45M</b>	<b>3.05M</b>	<b>0.00B</b>

# September 2019



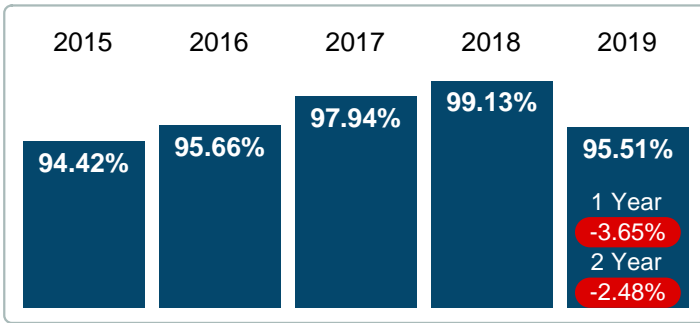
Area Delimited by County Of Bryan - Residential Property Type



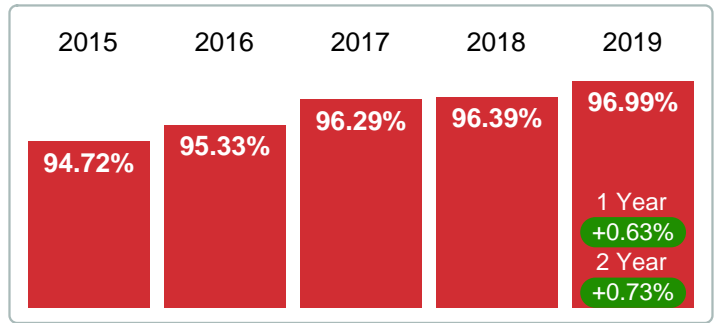
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

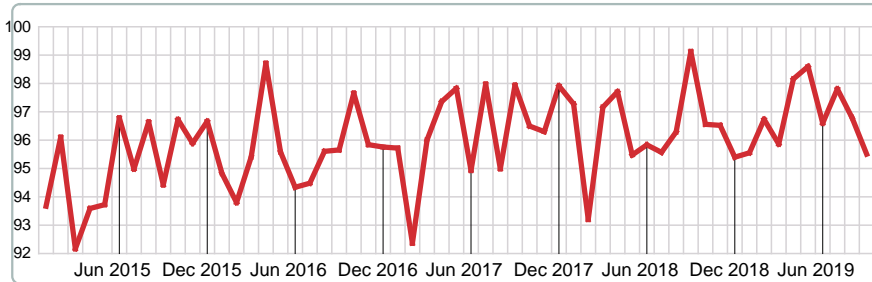
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

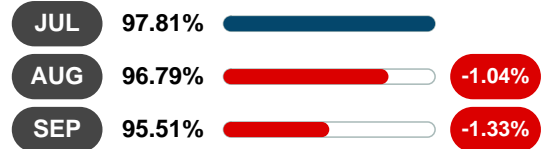


### 3 MONTHS

5 year SEP AVG = 96.53%

High Sep 2018 99.13% Low Mar 2015 92.17%

Average Sold/List Ratio this month at **95.51%**  
below the 5 yr SEP average of **96.53%**



## 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	2.63%	87.72%	0.00%	87.72%	0.00%	0.00%
\$50,001 - \$75,000	5	13.16%	93.82%	100.00%	92.41%	84.27%	0.00%
\$75,001 - \$125,000	5	13.16%	98.02%	99.22%	97.72%	0.00%	0.00%
\$125,001 - \$225,000	13	34.21%	95.90%	103.57%	95.13%	96.73%	0.00%
\$225,001 - \$250,000	4	10.53%	96.49%	0.00%	97.12%	94.62%	0.00%
\$250,001 - \$325,000	6	15.79%	92.56%	70.67%	94.56%	98.53%	0.00%
\$325,001 and up	4	10.53%	98.57%	0.00%	100.00%	97.13%	0.00%
Average Sold/List Ratio		95.50%		94.69%	95.61%	95.68%	0.00%
Total Closed Units		38	100%	5	25	8	
Total Closed Volume		8,144,100		648.80K	4.45M	3.05M	0.00B

# September 2019



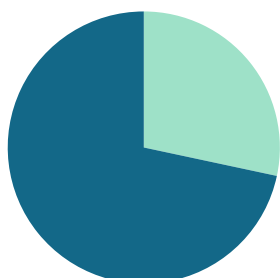
Area Delimited by County Of Bryan - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

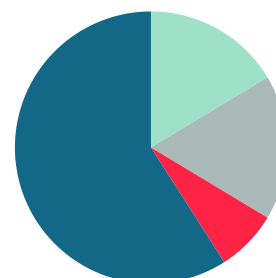


**Inventory**  
 New Listings  
**55 = 28.35%**  
 Start Inventory  
**139**  
 Total Inventory Units  
**194**  
 Volume  
**\$50,039,103**

### Market Activity

Closed Sales  
**38 = 16.38%**  
 Pending Sales  
**40 = 17.24%**  
 Other Off Market  
**17 = 7.33%**  
 Active Inventory  
**137 = 59.05%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	37	38	2.70%	353	357	1.13%
Pending Sales	41	40	-2.44%	376	383	1.86%
New Listings	45	55	22.22%	547	556	1.65%
Average List Price	197,840	223,782	13.11%	157,935	191,261	21.10%
Average Sale Price	192,138	214,318	11.54%	152,021	185,575	22.07%
Average Percent of Selling Price to List Price	99.13%	95.51%	-3.65%	96.39%	96.99%	0.63%
Average Days on Market to Sale	39.73	40.97	3.13%	40.94	38.87	-5.05%
Monthly Inventory	147	137	-6.80%	147	137	-6.80%
Months Supply of Inventory	3.87	3.45	-10.72%	3.87	3.45	-10.72%

**Absorption:** Last 12 months, an Average of **40** Sales/Month

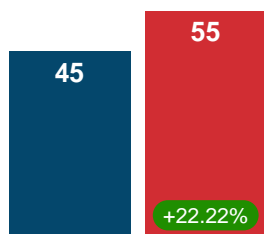
**Inventory** on September 30, 2019 = **137**

**2018** **2019**

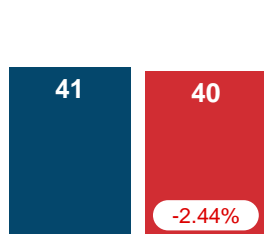
### SEPTEMBER MARKET

### AVERAGE PRICES

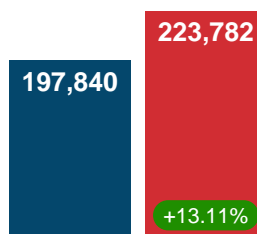
#### New Listings



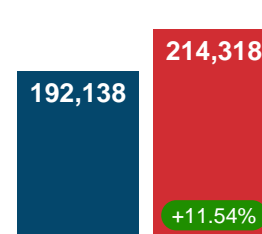
#### Pending Listings



#### List Price



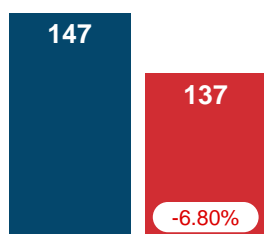
#### Sale Price



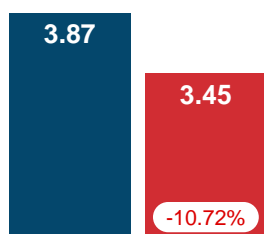
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

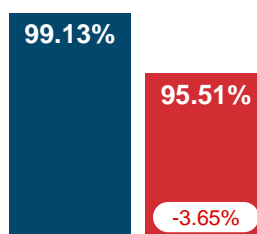
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

