

September 2019



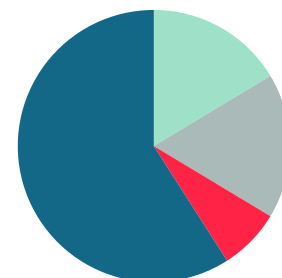
Area Delimited by County Of Bryan - Residential Property Type



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%
Median List Price	167,700	184,500	10.02%
Median Sale Price	164,000	180,000	9.76%
Median Percent of Selling Price to List Price	100.00%	97.01%	-2.99%
Median Days on Market to Sale	20.00	29.00	45.00%
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.

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 **9.76%** in September 2019 to \$180,000 versus the previous year at \$164,000.

Median Days on Market Lengthens

The median number of **29.00** days that homes spent on the market before selling increased by 9.00 days or **45.00%** in September 2019 compared to last year's same month at **20.00** DOM.

Sales Success for September 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 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 Monthly Supply of Inventory (MSI) in the months to come.

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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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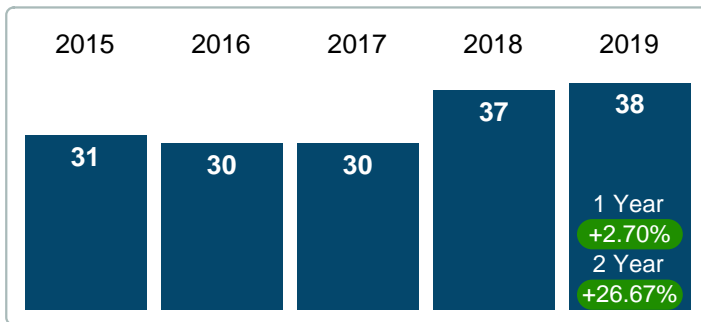
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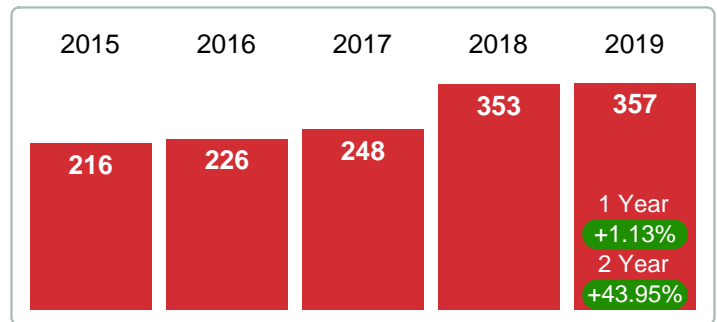
CLOSED LISTINGS

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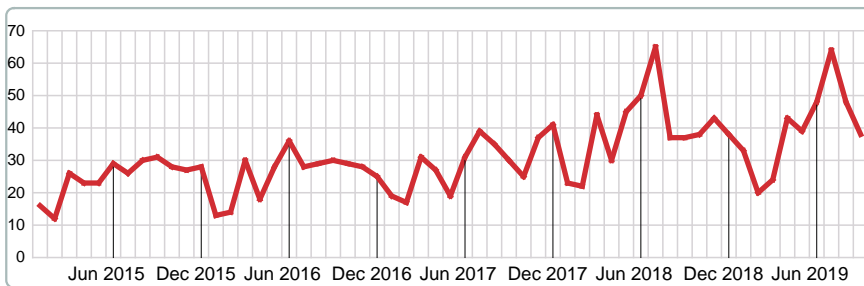
SEPTEMBER



YEAR TO DATE (YTD)

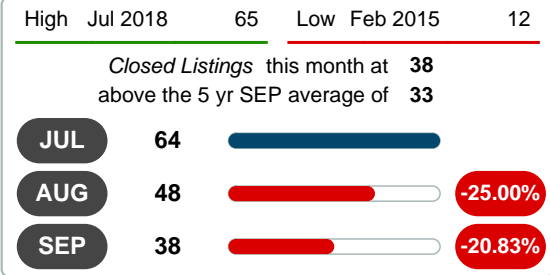


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 33



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	40.0	2	2	1	0
\$75,001 - \$125,000	5	13.16%	5.0	1	4	0	0
\$125,001 - \$225,000	13	34.21%	26.0	1	11	1	0
\$225,001 - \$250,000	4	10.53%	79.0	0	3	1	0
\$250,001 - \$325,000	6	15.79%	44.5	1	2	3	0
\$325,001 and up	4	10.53%	58.5	0	2	2	0
Total Closed Units	38			5	25	8	0
Total Closed Volume	8,144,100	100%	29.0	648.80K	4.45M	3.05M	0.00B
Median Closed Price	\$180,000			\$114,000	\$180,000	\$261,500	\$0

September 2019



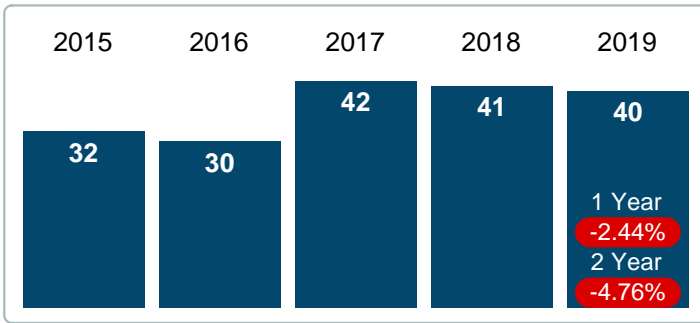
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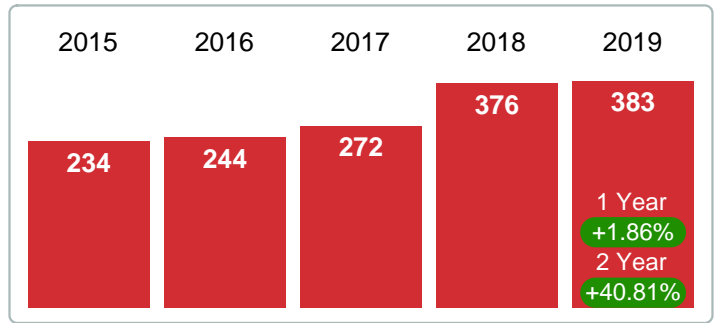
PENDING LISTINGS

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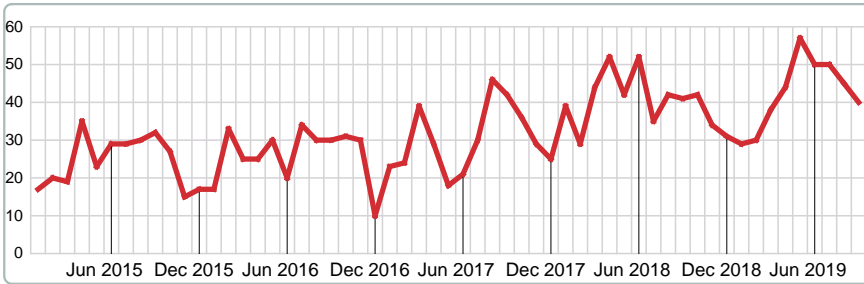
SEPTEMBER



YEAR TO DATE (YTD)

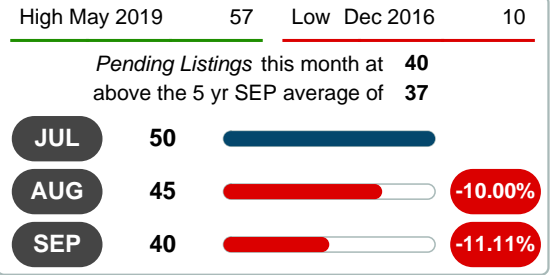


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 37



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	4	10.00%	42.5	3	1	0	0
\$60,001 - \$80,000	5	12.50%	26.0	2	3	0	0
\$80,001 - \$120,000	5	12.50%	7.0	2	3	0	0
\$120,001 - \$170,000	12	30.00%	9.5	0	11	1	0
\$170,001 - \$220,000	5	12.50%	31.0	0	5	0	0
\$220,001 - \$250,000	6	15.00%	41.5	1	4	1	0
\$250,001 and up	3	7.50%	5.0	0	0	2	1
Total Pending Units	40			8	27	4	1
Total Pending Volume	8,638,400	100%	19.0	737.20K	4.19M	2.71M	999.00K
Median Listing Price	\$145,000			\$69,250	\$158,000	\$569,500	\$999,000

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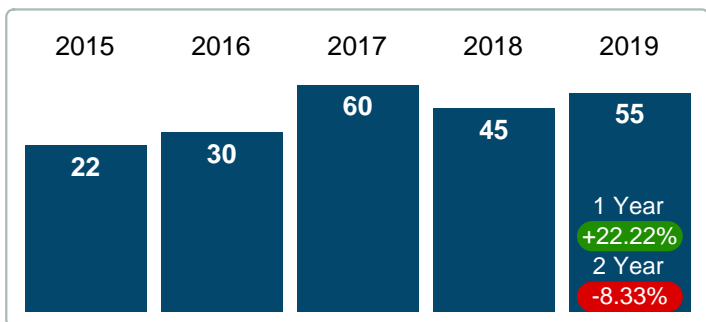
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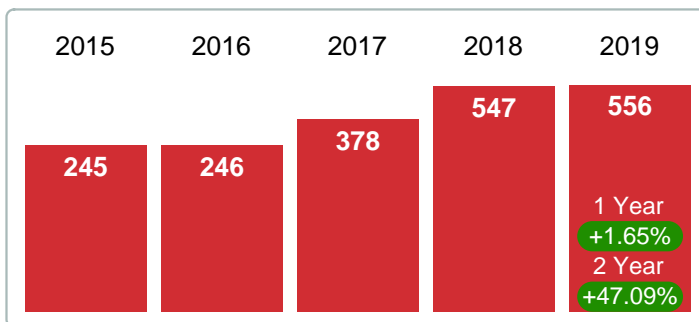
NEW LISTINGS

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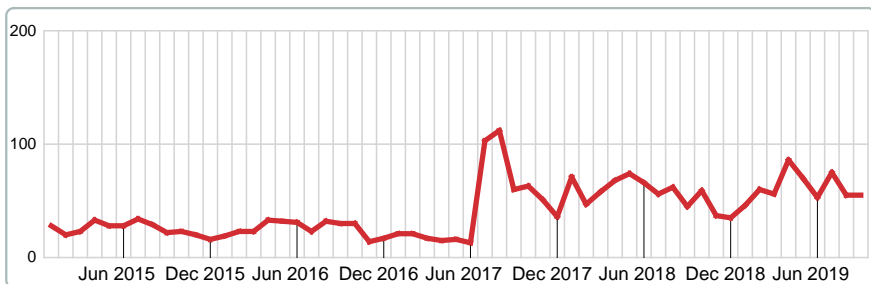
SEPTEMBER



YEAR TO DATE (YTD)

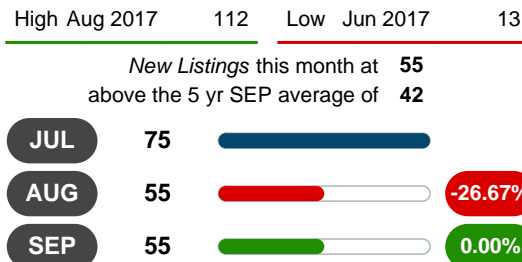


5 YEAR MARKET ACTIVITY TRENDS



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
Total New Listed Units	55		10	36	8	1
Total New Listed Volume	12,486,360	100%	915.20K	7.50M	3.60M	465.00K
Median New Listed Listing Price	\$155,000		\$91,250	\$174,950	\$189,900	\$465,000

September 2019



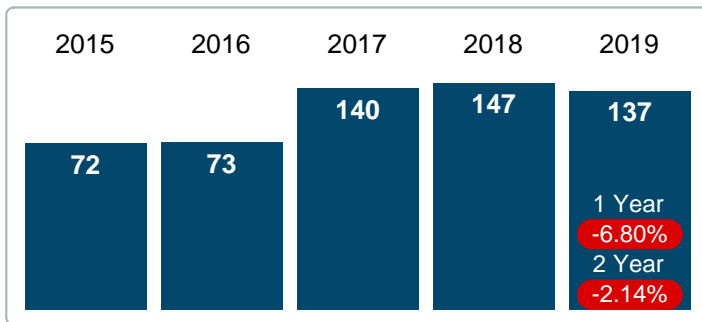
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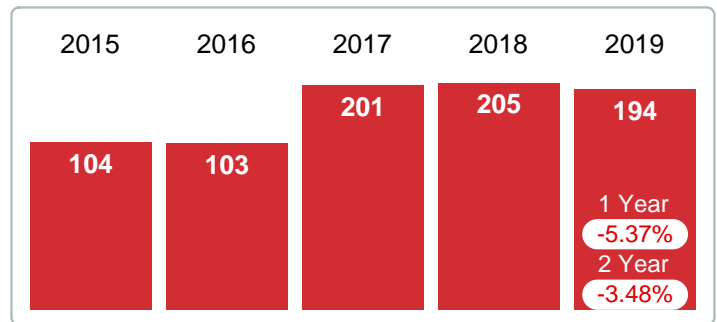
ACTIVE INVENTORY

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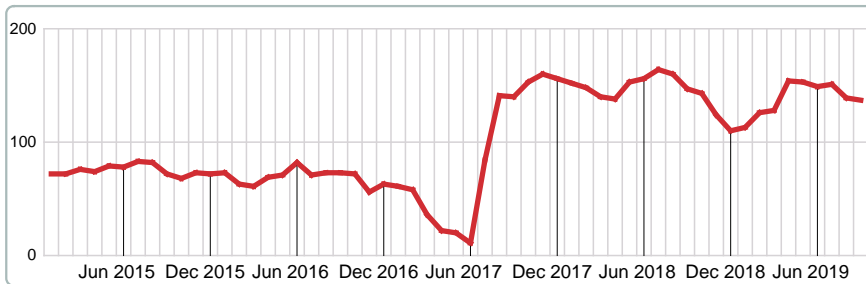
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

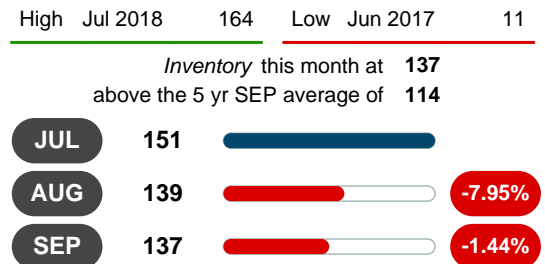


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 114



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	6.57%	52.0	6	1	2	0
\$50,001 - \$100,000	18	13.14%	77.5	3	11	2	2
\$100,001 - \$150,000	22	16.06%	44.0	4	15	3	0
\$150,001 - \$225,000	31	22.63%	53.0	4	18	9	0
\$225,001 - \$325,000	24	17.52%	74.0	1	14	8	1
\$325,001 - \$575,000	19	13.87%	129.0	0	7	5	7
\$575,001 and up	14	10.22%	61.0	0	5	6	3
Total Active Inventory by Units	137			18	71	35	13
Total Active Inventory by Volume	36,493,003	100%	70.0	1.89M	16.55M	10.50M	7.54M
Median Active Inventory Listing Price	\$199,000			\$107,200	\$189,000	\$239,900	\$464,000

September 2019



Area Delimited by County Of Bryan - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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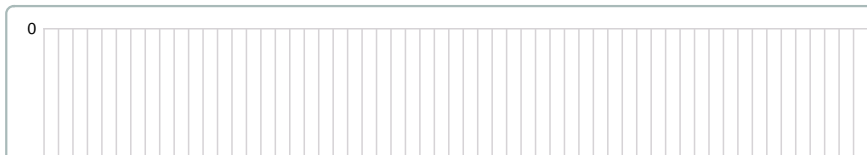
MSI FOR SEPTEMBER

2015	2016	2017	2018	2019

INDICATORS FOR SEPTEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
137	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 SEP AVG = inf

High Sep 2019	inf	Low Sep 2019	inf
Months Supply this month at inf equal to 5 yr SEP average of inf			
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	

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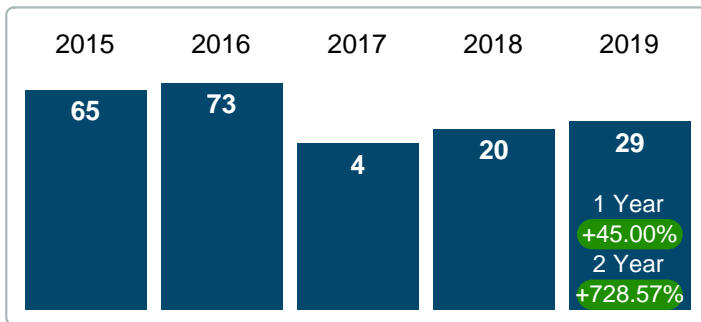
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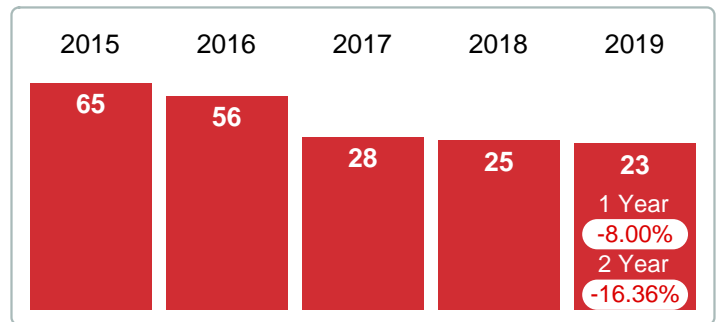
MEDIAN DAYS ON MARKET TO SALE

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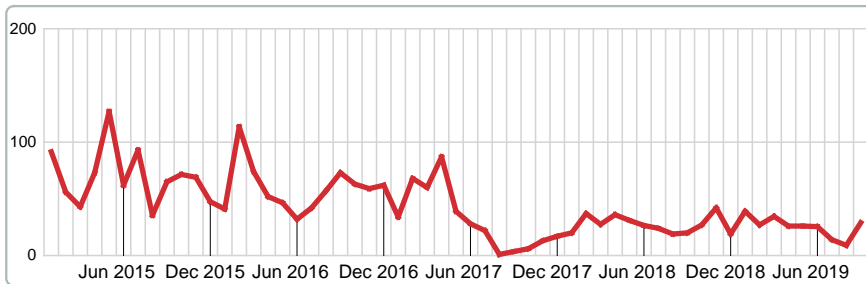
SEPTEMBER



YEAR TO DATE (YTD)

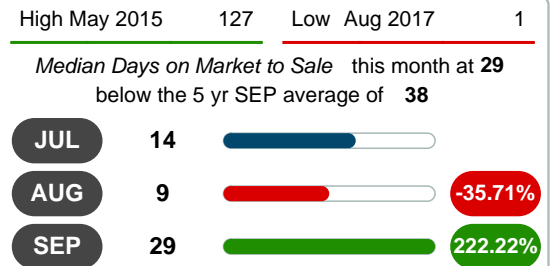


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 38



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	2.63%	28	0	28	0	0
\$50,001 - \$75,000	13.16%	40	25	29	67	0
\$75,001 - \$125,000	13.16%	5	1	6	0	0
\$125,001 - \$225,000	34.21%	26	1	30	23	0
\$225,001 - \$250,000	10.53%	79	0	76	82	0
\$250,001 - \$325,000	15.79%	45	36	53	53	0
\$325,001 and up	10.53%	59	0	59	57	0
Median Closed DOM		29	1	28	55	0
Total Closed Units	100%	29.0	5	25	8	
Total Closed Volume		8,144,100	648.80K	4.45M	3.05M	0.00B

September 2019



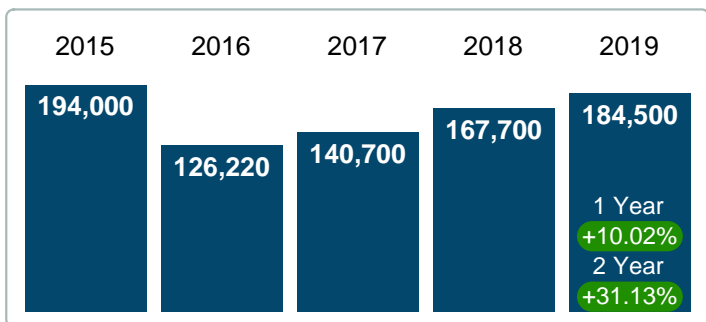
Area Delimited by County Of Bryan - Residential Property Type



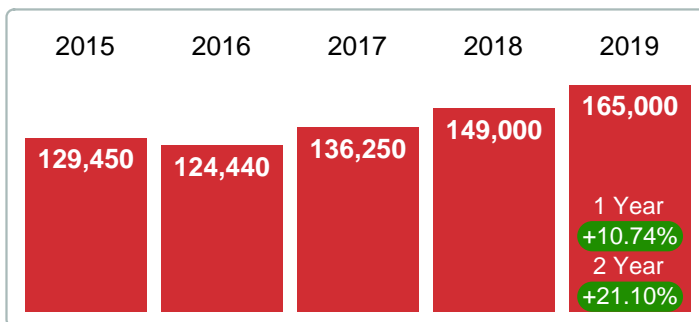
MEDIAN LIST PRICE AT CLOSING

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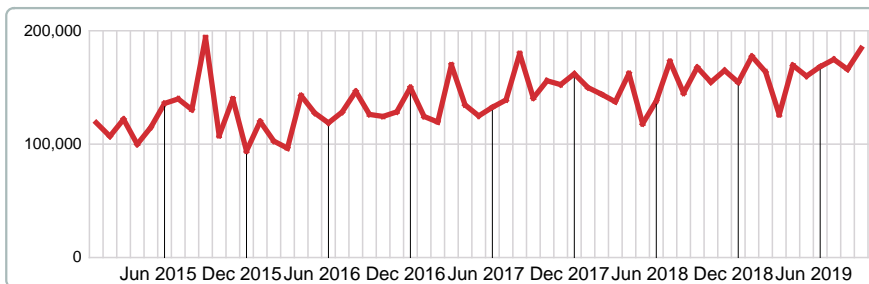
SEPTEMBER



YEAR TO DATE (YTD)

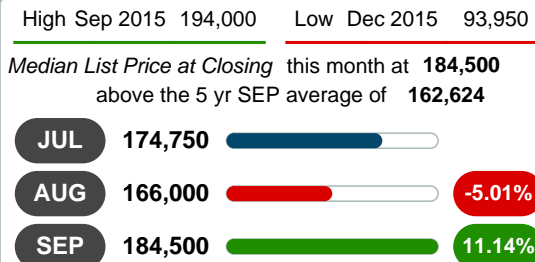


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 162,624



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	0	0.00%	59	0	0	0	0
\$50,001 - \$75,000	4	10.53%	62,450	62,450	63,500	0	0
\$75,001 - \$125,000	6	15.79%	92,450	114,900	92,450	89,000	0
\$125,001 - \$225,000	12	31.58%	153,950	139,900	158,950	149,900	0
\$225,001 - \$250,000	5	13.16%	239,900	0	241,500	239,900	0
\$250,001 - \$325,000	6	15.79%	282,450	0	295,000	269,900	0
\$325,001 and up	5	13.16%	349,000	375,000	334,450	899,500	0
Median List Price			184,500	114,900	184,000	267,450	0
Total Closed Units		100%	184,500	5	25	8	0
Total Closed Volume				754.70K	4.64M	3.11M	0.00B

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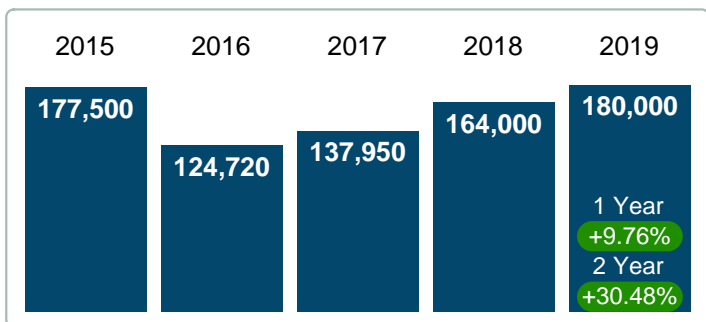
Area Delimited by County Of Bryan - Residential Property Type



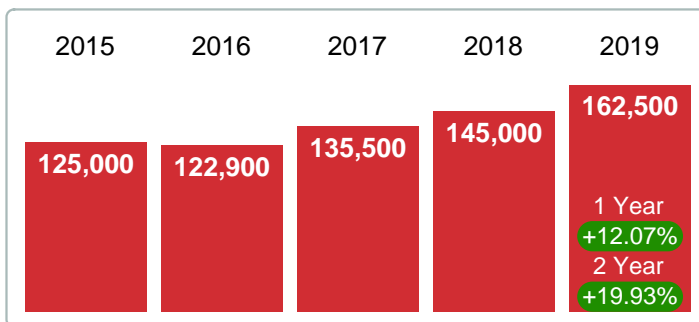
MEDIAN SOLD PRICE AT CLOSING

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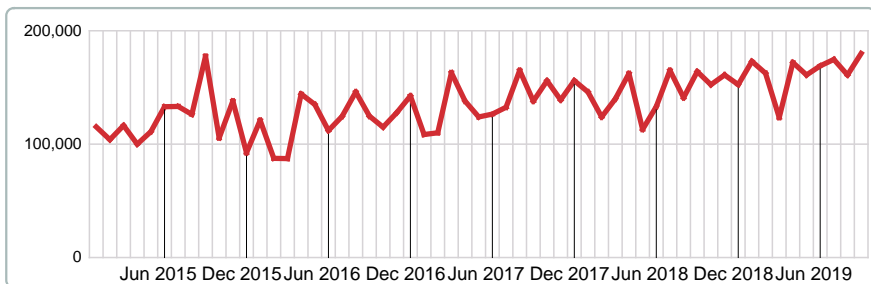
SEPTEMBER



YEAR TO DATE (YTD)

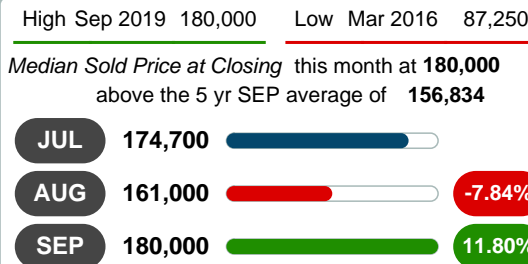


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 156,834



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	2.63%	50,000	0	50,000	0	0
\$50,001 - \$75,000	5	13.16%	67,000	62,450	68,500	75,000	0
\$75,001 - \$125,000	5	13.16%	99,000	114,000	97,000	0	0
\$125,001 - \$225,000	13	34.21%	159,900	144,900	180,000	145,000	0
\$225,001 - \$250,000	4	10.53%	231,000	0	234,500	227,000	0
\$250,001 - \$325,000	6	15.79%	272,500	265,000	281,250	264,000	0
\$325,001 and up	4	10.53%	334,450	0	334,450	889,500	0
Median Sold Price			180,000	114,000	180,000	261,500	0
Total Closed Units		100%	180,000	5	25	8	
Total Closed Volume			8,144,100	648.80K	4.45M	3.05M	0.00B

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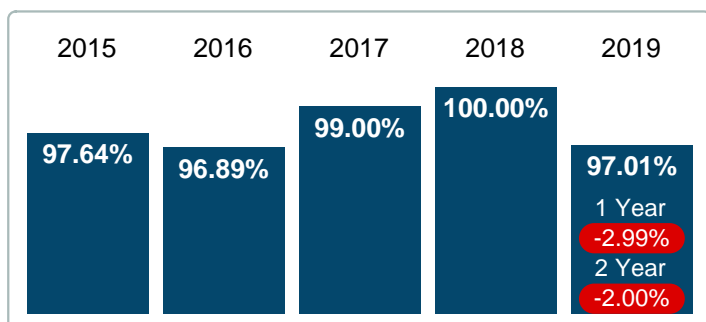
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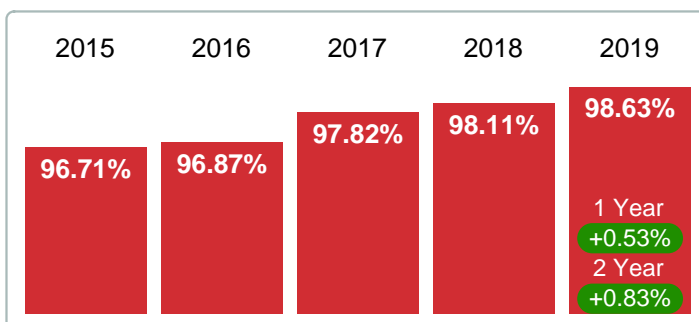
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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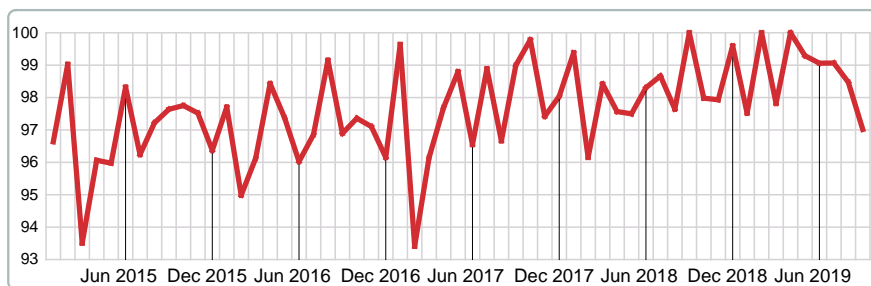
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

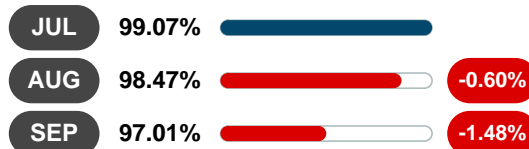


3 MONTHS

5 year SEP AVG = 98.11%

High Apr 2019 100.00% Low Feb 2017 93.41%

Median Sold/List Ratio this month at **97.01%**
below the 5 yr SEP average of **98.11%**



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	2.63%	87.72%	0.00%	87.72%	0.00%	0.00%
\$50,001 - \$75,000	5	13.16%	100.00%	100.00%	92.41%	84.27%	0.00%
\$75,001 - \$125,000	5	13.16%	99.22%	99.22%	98.11%	0.00%	0.00%
\$125,001 - \$225,000	13	34.21%	96.73%	103.57%	95.63%	96.73%	0.00%
\$225,001 - \$250,000	4	10.53%	96.37%	0.00%	98.12%	94.62%	0.00%
\$250,001 - \$325,000	6	15.79%	95.44%	70.67%	94.56%	99.62%	0.00%
\$325,001 and up	4	10.53%	100.00%	0.00%	100.00%	97.13%	0.00%
Median Sold/List Ratio		97.01%		100.00%	96.23%	96.35%	0.00%
Total Closed Units		38	100%	5	25	8	
Total Closed Volume		8,144,100		648.80K	4.45M	3.05M	0.00B

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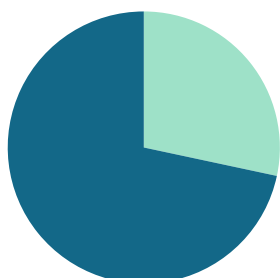
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

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

INVENTORY

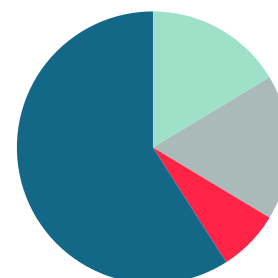


Inventory
 New Listings
55 = 28.35%
 Start Inventory
139
 Total Inventory Units
194
 Volume
\$50,039,103

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%
Median List Price	167,700	184,500	10.02%	149,000	165,000	10.74%
Median Sale Price	164,000	180,000	9.76%	145,000	162,500	12.07%
Median Percent of Selling Price to List Price	100.00%	97.01%	-2.99%	98.11%	98.63%	0.53%
Median Days on Market to Sale	20.00	29.00	45.00%	25.00	23.00	-8.00%
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

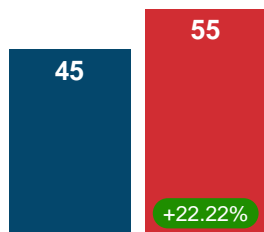
Inventory on September 30, 2019 = **137**

2018 **2019**

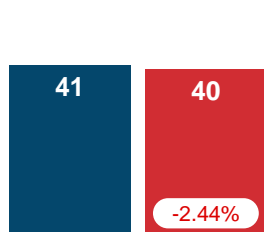
SEPTEMBER MARKET

MEDIAN PRICES

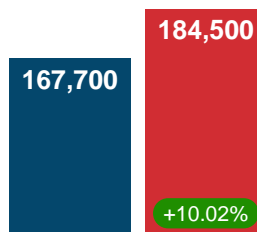
New Listings



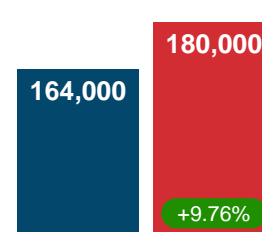
Pending Listings



List Price



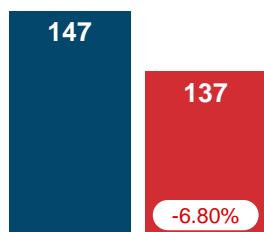
Sale Price



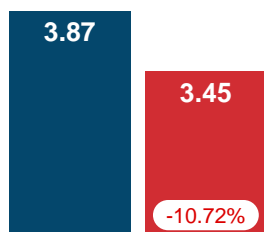
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

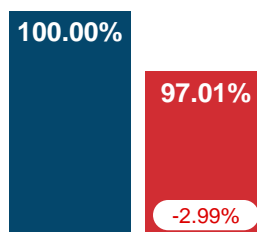
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

