

# December 2020



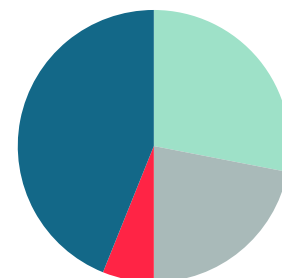
Area Delimited by County Of Bryan - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 01, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2019	2020	+/-%
Closed Listings	27	46	70.37%
Pending Listings	19	36	89.47%
New Listings	31	40	29.03%
Median List Price	160,000	215,075	34.42%
Median Sale Price	158,000	200,000	26.58%
Median Percent of Selling Price to List Price	98.04%	99.43%	1.41%
Median Days on Market to Sale	25.00	9.50	-62.00%
End of Month Inventory	129	72	-44.19%
Months Supply of Inventory	3.35	1.73	-48.32%



■ Closed (28.05%)  
■ Pending (21.95%)  
■ Other OffMarket (6.10%)  
■ Active (43.90%)

**Absorption:** Last 12 months, an Average of **42 Sales/Month**  
**Active Inventory** as of December 31, 2020 = **72**

### Analysis Wrap-Up

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

The total housing inventory at the end of December 2020 decreased **44.19%** to 72 existing homes available for sale. Over the last 12 months this area has had an average of 42 closed sales per month. This represents an unsold inventory index of **1.73 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 **26.58%** in December 2020 to \$200,000 versus the previous year at \$158,000.

#### Median Days on Market Shortens

The median number of **9.50** days that homes spent on the market before selling decreased by 15.50 days or **62.00%** in December 2020 compared to last year's same month at **25.00** DOM.

#### Sales Success for December 2020 is Positive

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

There were 40 New Listings in December 2020, up **29.03%** from last year at 31. Furthermore, there were 46 Closed Listings this month versus last year at 27, a **70.37%** increase.

Closed versus Listed trends yielded a **115.0%** ratio, up from previous year's, December 2019, at **87.1%**, a **32.04%** 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>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

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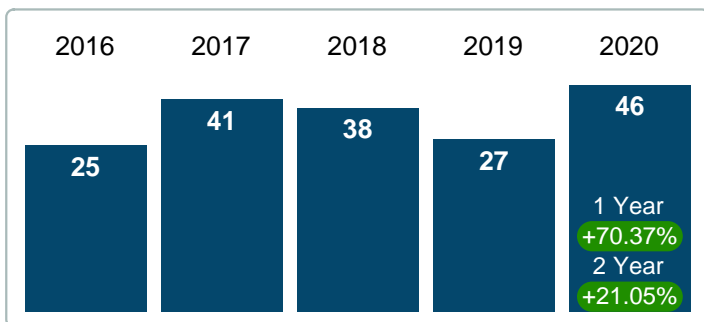
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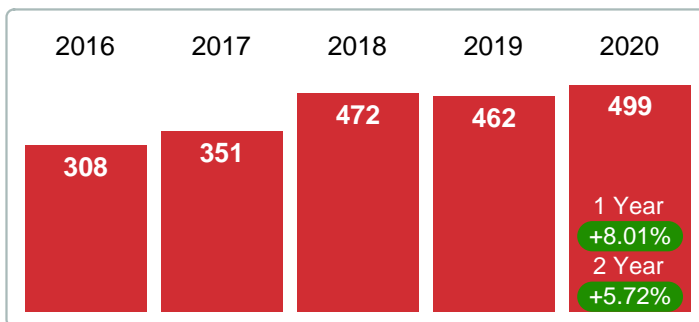
## CLOSED LISTINGS

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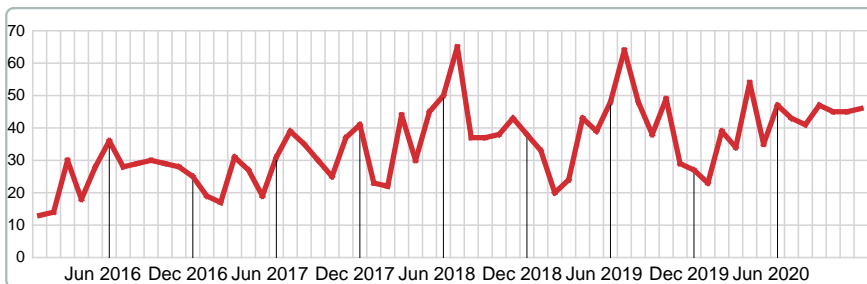
### DECEMBER



### YEAR TO DATE (YTD)

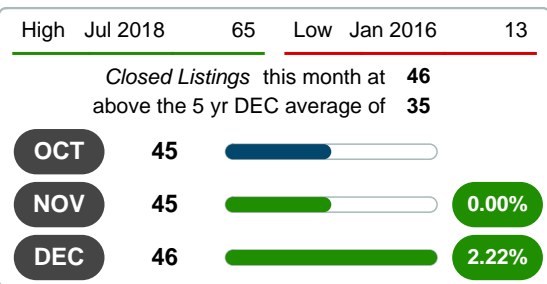


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 35



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	4	8.70%	143.0	1	2	1	0
\$100,001 - \$150,000	5	10.87%	9.0	1	4	0	0
\$150,001 - \$175,000	8	17.39%	1.5	0	7	1	0
\$175,001 - \$225,000	11	23.91%	16.0	0	11	0	0
\$225,001 - \$300,000	6	13.04%	3.0	0	4	2	0
\$300,001 - \$400,000	7	15.22%	54.0	1	2	4	0
\$400,001 and up	5	10.87%	35.0	0	1	3	1
<b>Total Closed Units</b>	<b>46</b>			<b>3</b>	<b>31</b>	<b>11</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>10,464,618</b>	<b>100%</b>	<b>9.5</b>	<b>535.50K</b>	<b>6.10M</b>	<b>3.42M</b>	<b>410.00K</b>
<b>Median Closed Price</b>	<b>\$200,000</b>			<b>\$118,500</b>	<b>\$185,000</b>	<b>\$315,000</b>	<b>\$410,000</b>

# December 2020



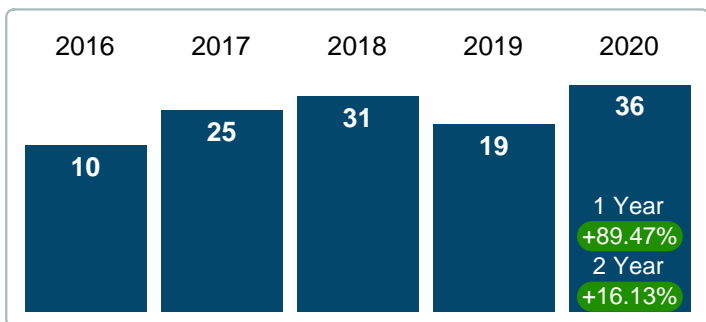
Area Delimited by County Of Bryan - Residential Property Type



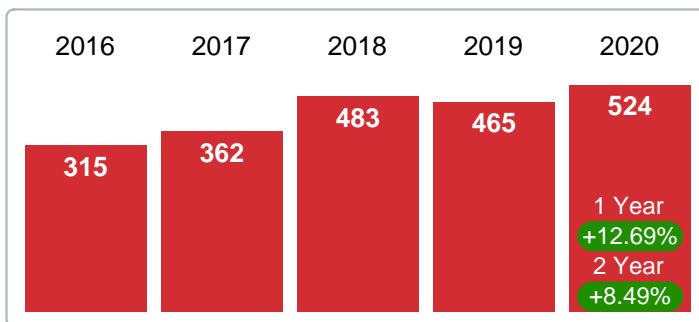
## PENDING LISTINGS

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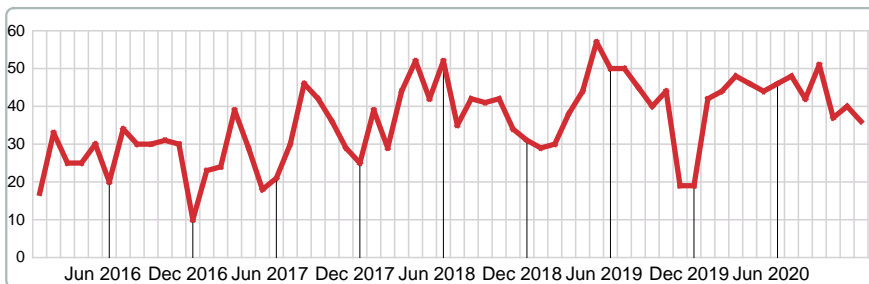
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 24

High May 2019 57 Low Dec 2016 10

Pending Listings this month at 36  
above the 5 yr DEC average of 24



### 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	1	2.78%	35.0	1	0	0	0
\$50,001 - \$125,000	7	19.44%	8.0	2	5	0	0
\$125,001 - \$175,000	4	11.11%	17.0	0	4	0	0
\$175,001 - \$225,000	10	27.78%	17.5	0	10	0	0
\$225,001 - \$275,000	5	13.89%	5.0	0	4	1	0
\$275,001 - \$425,000	5	13.89%	71.0	0	2	3	0
\$425,001 and up	4	11.11%	29.5	0	1	1	2
<b>Total Pending Units</b>	<b>36</b>			<b>3</b>	<b>26</b>	<b>5</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>8,567,518</b>	<b>100%</b>	<b>15.5</b>	<b>226.40K</b>	<b>5.41M</b>	<b>1.70M</b>	<b>1.23M</b>
<b>Median Listing Price</b>	<b>\$189,250</b>			<b>\$59,900</b>	<b>\$184,750</b>	<b>\$319,000</b>	<b>\$613,500</b>

# December 2020



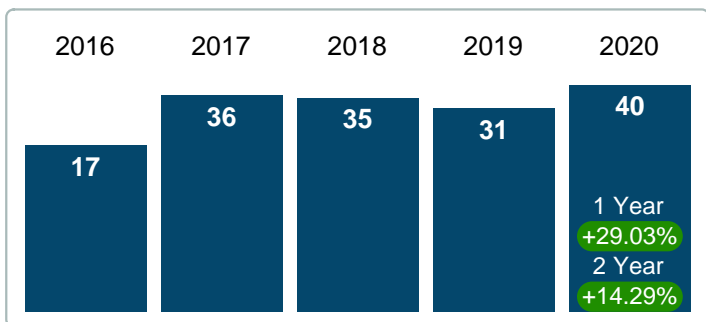
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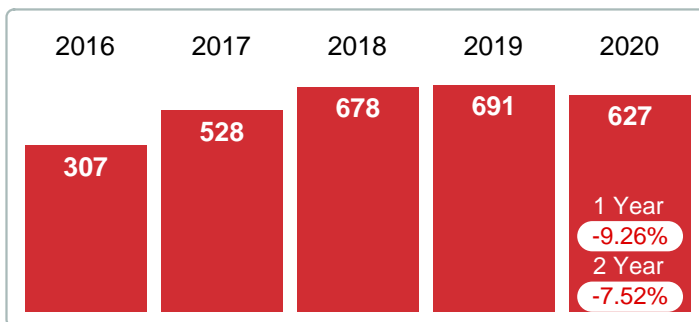
## NEW LISTINGS

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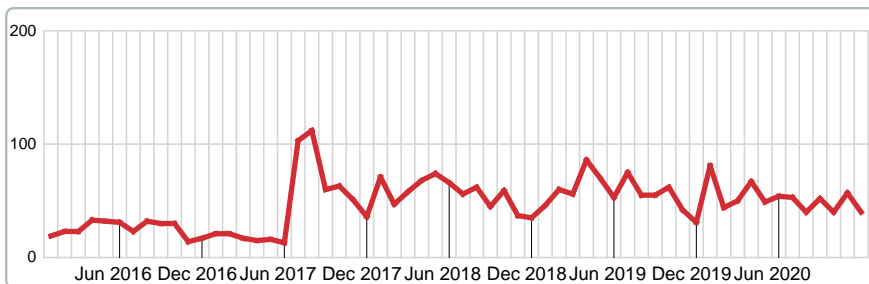
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

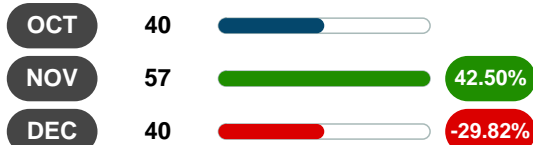


### 3 MONTHS

5 year DEC AVG = 32

High Aug 2017 112 Low Jun 2017 13

New Listings this month at 40  
above the 5 yr DEC average of 32



### 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	4	10.00%	2	2	0	0
\$100,001 - \$125,000	3	7.50%	1	2	0	0
\$125,001 - \$175,000	7	17.50%	0	5	2	0
\$175,001 - \$225,000	9	22.50%	1	7	1	0
\$225,001 - \$300,000	8	20.00%	0	6	2	0
\$300,001 - \$675,000	5	12.50%	0	1	4	0
\$675,001 and up	4	10.00%	0	4	0	0
<b>Total New Listed Units</b>	<b>40</b>		<b>4</b>	<b>27</b>	<b>9</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>10,909,018</b>	<b>100%</b>	<b>471.00K</b>	<b>7.99M</b>	<b>2.44M</b>	<b>0.00B</b>
<b>Median New Listed Listing Price</b>	<b>\$199,000</b>		<b>\$103,250</b>	<b>\$191,000</b>	<b>\$250,000</b>	<b>\$0</b>

# December 2020



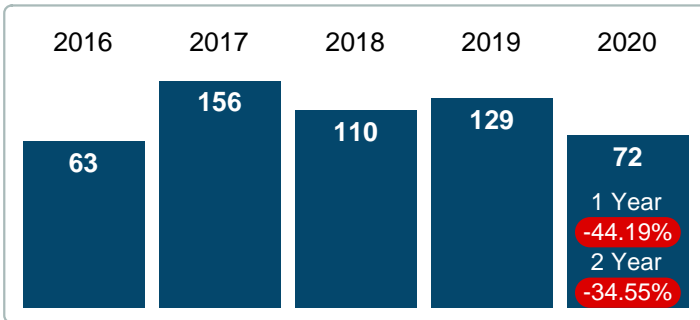
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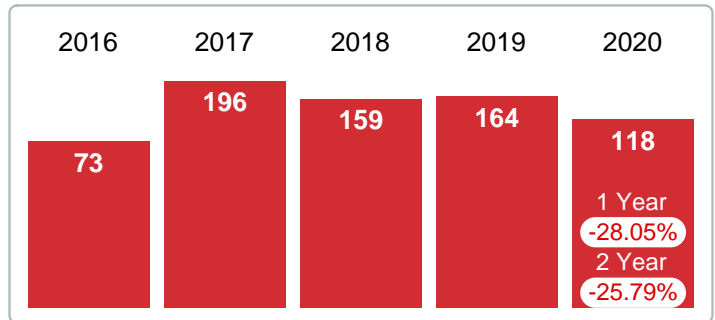
## ACTIVE INVENTORY

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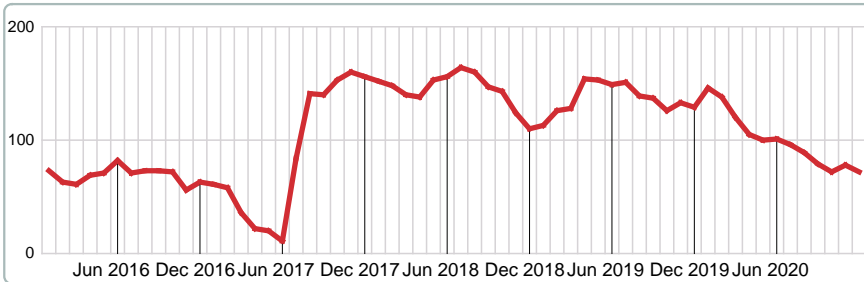
### END OF DECEMBER



### ACTIVE DURING DECEMBER

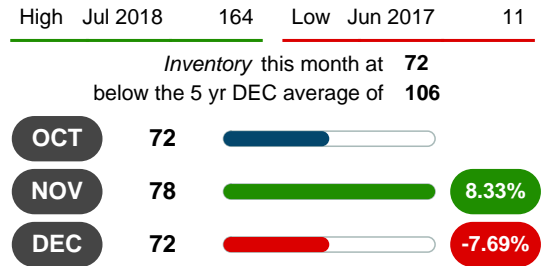


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 106



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	6	8.33%	42.5	3	3	0	0
\$100,001 - \$150,000	11	15.28%	31.0	3	4	3	1
\$150,001 - \$200,000	11	15.28%	55.0	1	7	3	0
\$200,001 - \$250,000	17	23.61%	69.0	1	11	5	0
\$250,001 - \$350,000	8	11.11%	51.5	1	3	4	0
\$350,001 - \$675,000	11	15.28%	87.0	0	4	3	4
\$675,001 and up	8	11.11%	67.0	0	3	3	2
<b>Total Active Inventory by Units</b>	<b>72</b>			<b>9</b>	<b>35</b>	<b>21</b>	<b>7</b>
<b>Total Active Inventory by Volume</b>	<b>27,800,800</b>	<b>100%</b>	<b>55.5</b>	<b>1.36M</b>	<b>9.91M</b>	<b>10.41M</b>	<b>6.12M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$229,450</b>			<b>\$119,900</b>	<b>\$215,000</b>	<b>\$234,900</b>	<b>\$640,000</b>

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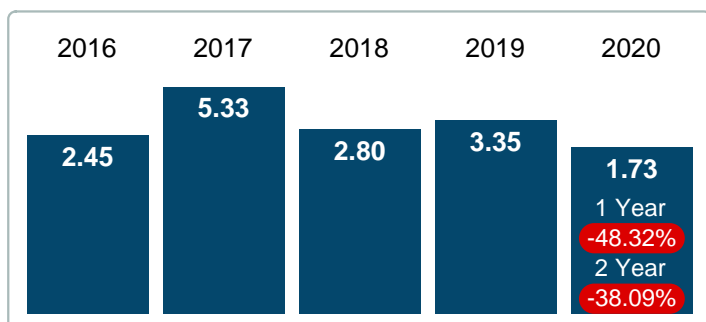
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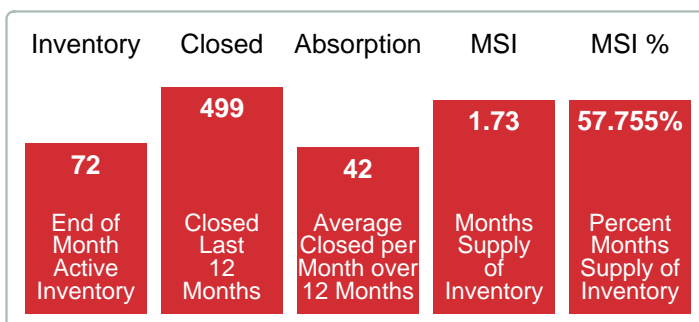
## MONTHS SUPPLY of INVENTORY (MSI)

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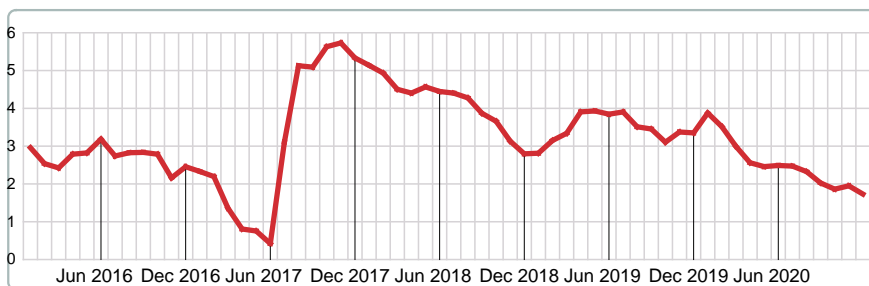
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2020

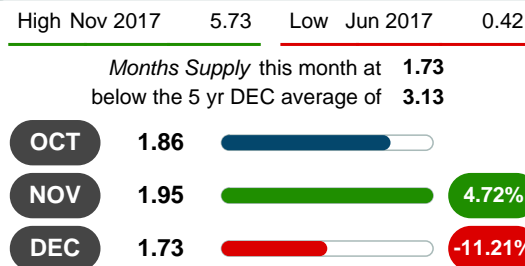


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 3.13



### MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	6	8.33%	0.86	1.33	0.75	0.00	0.00
\$100,001 - \$150,000	11	15.28%	1.25	1.89	0.64	3.00	0.00
\$150,001 - \$200,000	11	15.28%	0.93	12.00	0.69	2.12	0.00
\$200,001 - \$250,000	17	23.61%	2.79	6.00	2.87	2.50	0.00
\$250,001 - \$350,000	8	11.11%	1.92	6.00	1.44	2.67	0.00
\$350,001 - \$675,000	11	15.28%	3.22	0.00	4.00	2.00	4.80
\$675,001 and up	8	11.11%	32.00	0.00	18.00	36.00	0.00
Market Supply of Inventory (MSI)			1.73	2.08	1.28	2.57	4.20
Total Active Inventory by Units		100%	1.73	9	35	21	7

# December 2020



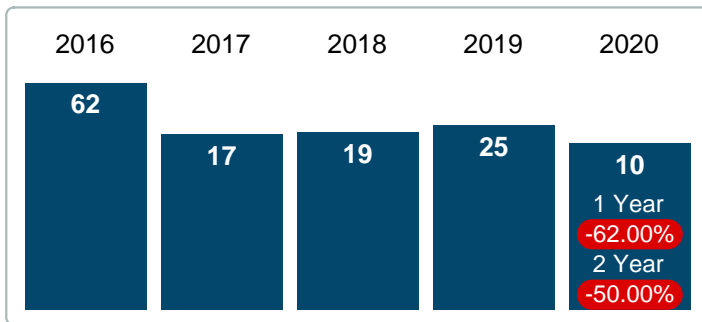
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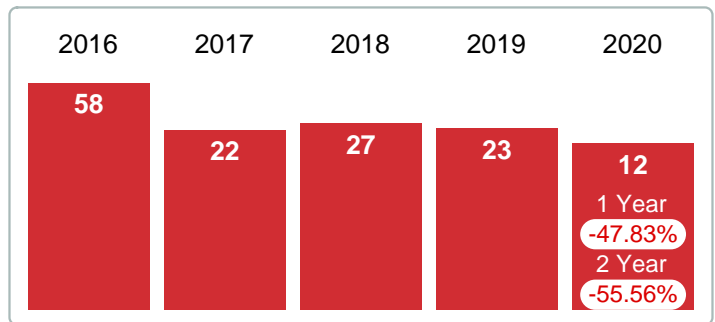
## MEDIAN DAYS ON MARKET TO SALE

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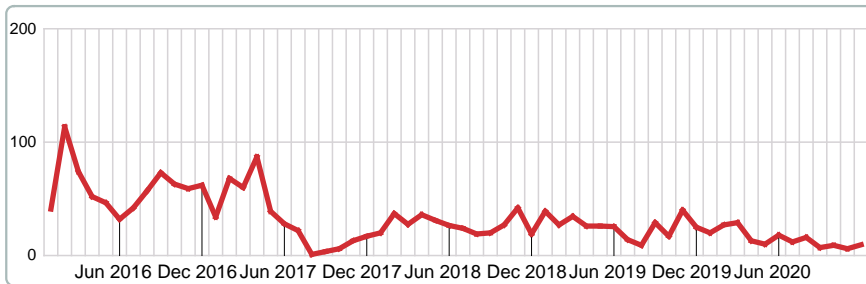
### DECEMBER



### YEAR TO DATE (YTD)

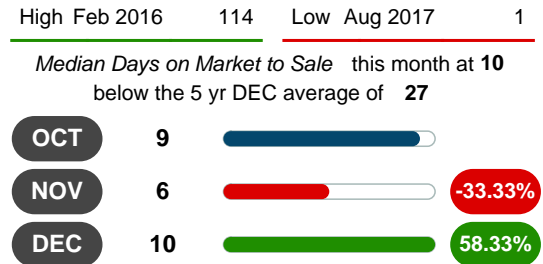


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 27



### 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
\$100,000 and less	4	8.70%	143	35	158	167	0
\$100,001 - \$150,000	5	10.87%	9	1	9	0	0
\$150,001 - \$175,000	8	17.39%	2	0	1	2	0
\$175,001 - \$225,000	11	23.91%	16	0	16	0	0
\$225,001 - \$300,000	6	13.04%	3	0	2	14	0
\$300,001 - \$400,000	7	15.22%	54	7	38	63	0
\$400,001 and up	5	10.87%	35	0	109	6	35
Median Closed DOM	10		9.5	7	9	25	35
Total Closed Units	46	100%		3	31	11	1
Total Closed Volume	10,464,618			535.50K	6.10M	3.42M	410.00K



# December 2020



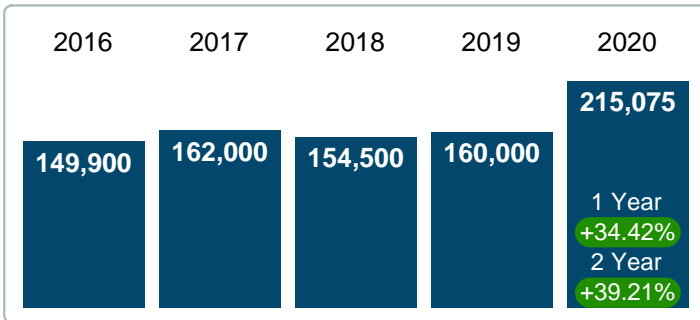
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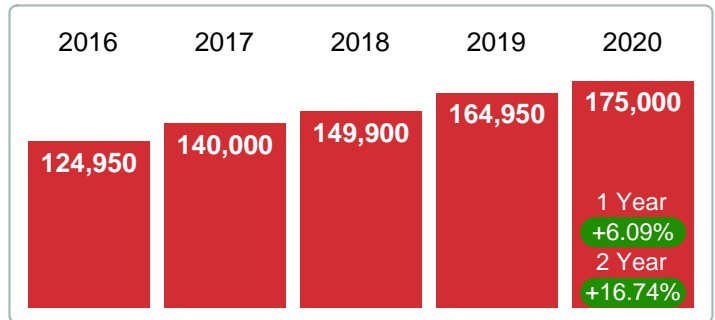
## MEDIAN LIST PRICE AT CLOSING

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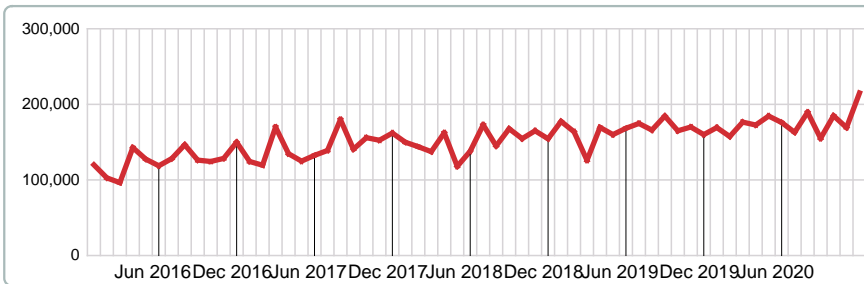
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

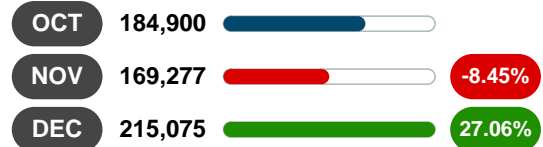


### 3 MONTHS

5 year DEC AVG = 168,295

High Dec 2020 215,075 Low Mar 2016 96,400

Median List Price at Closing this month at 215,075 above the 5 yr DEC average of 168,295



### 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
\$100,000 and less	4	8.70%	66,250	45,000	66,250	84,900	0
\$100,001 - \$150,000	5	10.87%	129,900	121,500	134,900	0	0
\$150,001 - \$175,000	9	19.57%	169,900	0	172,400	153,900	0
\$175,001 - \$225,000	8	17.39%	201,375	0	201,375	0	0
\$225,001 - \$300,000	8	17.39%	238,950	0	238,950	240,450	0
\$300,001 - \$400,000	8	17.39%	369,000	369,000	362,000	369,000	0
\$400,001 and up	4	8.70%	425,000	0	415,000	446,159	409,900
Median List Price			215,075	121,500	184,000	335,000	409,900
Total Closed Units		100%	215,075	3	31	11	1
Total Closed Volume			10,664,268	535.50K	6.31M	3.40M	409.90K



# December 2020



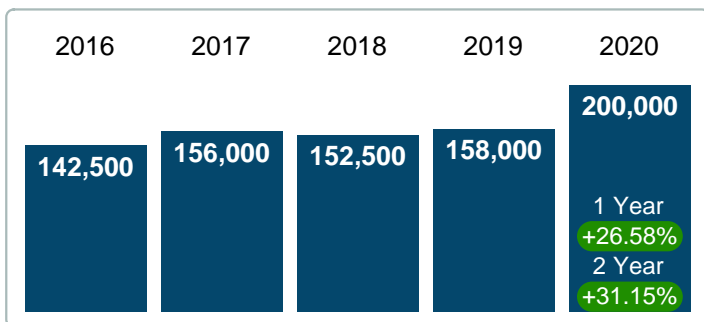
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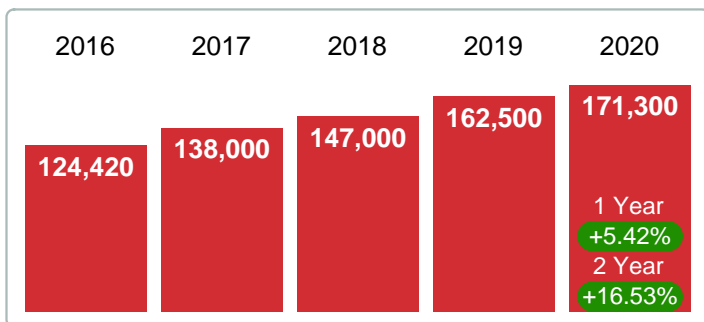
## MEDIAN SOLD PRICE AT CLOSING

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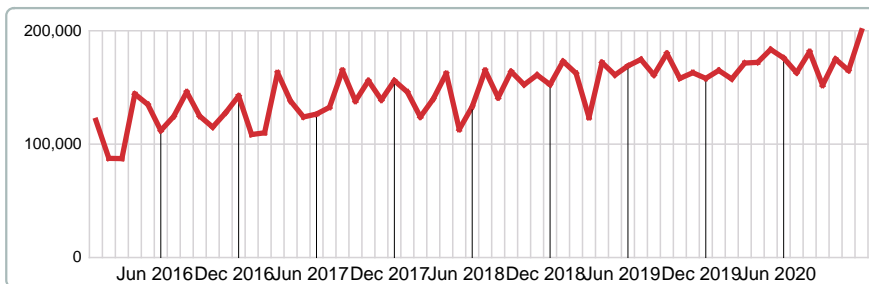
### DECEMBER



### YEAR TO DATE (YTD)

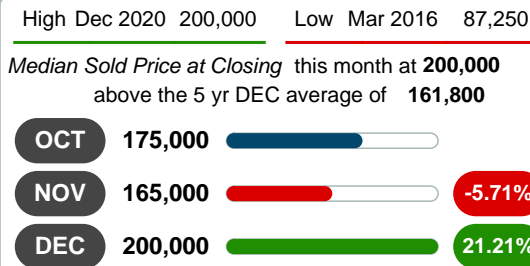


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 161,800



### 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
\$100,000 and less	4	8.70%	54,500	38,000	54,500	81,000	0
\$100,001 - \$150,000	5	10.87%	129,000	118,500	133,000	0	0
\$150,001 - \$175,000	8	17.39%	172,400	0	174,900	153,000	0
\$175,001 - \$225,000	11	23.91%	200,000	0	200,000	0	0
\$225,001 - \$300,000	6	13.04%	232,550	0	232,550	244,550	0
\$300,001 - \$400,000	7	15.22%	350,000	379,000	337,500	332,500	0
\$400,001 and up	5	10.87%	433,000	0	415,000	440,000	410,000
Median Sold Price			200,000	118,500	185,000	315,000	410,000
Total Closed Units		100%	200,000	3	31	11	1
Total Closed Volume			10,464,618	535.50K	6.10M	3.42M	410.00K

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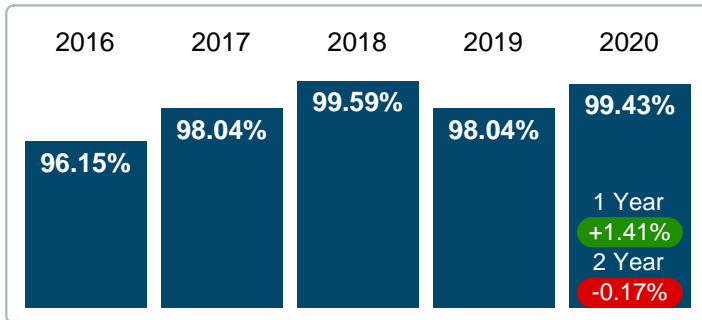
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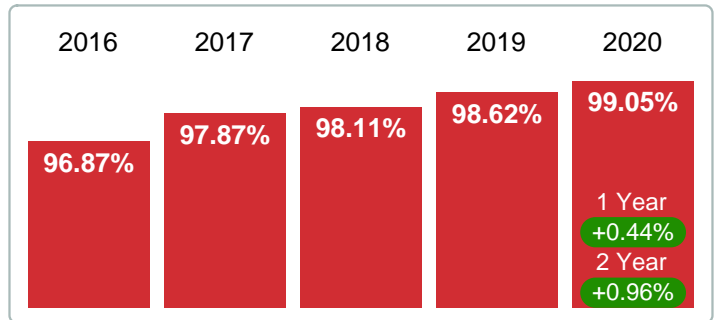
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 01, 2023 for MLS Technology Inc.

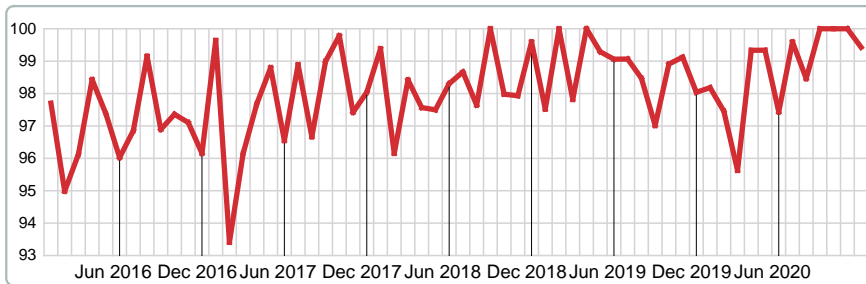
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

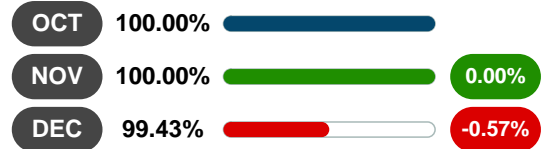


### 3 MONTHS

5 year DEC AVG = 98.25%

High Nov 2020 100.00% Low Feb 2017 93.41%

Median Sold/List Ratio this month at **99.43%**  
above the 5 yr DEC average of **98.25%**



### 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
\$100,000 and less	4	8.70%	84.21%	84.44%	82.28%	95.41%	0.00%
\$100,001 - \$150,000	5	10.87%	97.93%	97.53%	98.62%	0.00%	0.00%
\$150,001 - \$175,000	8	17.39%	100.00%	0.00%	100.00%	99.42%	0.00%
\$175,001 - \$225,000	11	23.91%	98.71%	0.00%	98.71%	0.00%	0.00%
\$225,001 - \$300,000	6	13.04%	99.78%	0.00%	99.78%	101.61%	0.00%
\$300,001 - \$400,000	7	15.22%	96.21%	102.71%	93.17%	95.88%	0.00%
\$400,001 and up	5	10.87%	100.00%	0.00%	100.00%	100.00%	100.02%
Median Sold/List Ratio		99.43%		97.53%	99.56%	99.22%	100.02%
Total Closed Units		46	100%	3	31	11	1
Total Closed Volume		10,464,618		535.50K	6.10M	3.42M	410.00K

# December 2020



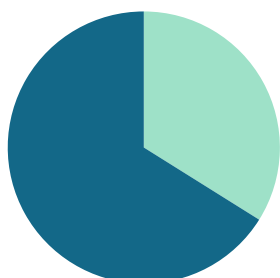
Area Delimited by County Of Bryan - Residential Property Type



## MARKET SUMMARY

Report produced on Aug 01, 2023 for MLS Technology Inc.

### INVENTORY

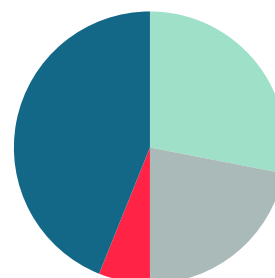


**Inventory**  
 New Listings  
**40 = 33.90%**  
 Start Inventory  
**78**  
 Total Inventory Units  
**118**  
 Volume  
**\$38,381,268**

### Market Activity

Closed Sales  
**46 = 28.05%**  
 Pending Sales  
**36 = 21.95%**  
 Other Off Market  
**10 = 6.10%**  
 Active Inventory  
**72 = 43.90%**

### MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	27	46	70.37%	462	499	8.01%
Pending Sales	19	36	89.47%	465	524	12.69%
New Listings	31	40	29.03%	691	627	-9.26%
Median List Price	160,000	215,075	34.42%	164,950	175,000	6.09%
Median Sale Price	158,000	200,000	26.58%	162,500	171,300	5.42%
Median Percent of Selling Price to List Price	98.04%	99.43%	1.41%	98.62%	99.05%	0.44%
Median Days on Market to Sale	25.00	9.50	-62.00%	23.00	12.00	-47.83%
Monthly Inventory	129	72	-44.19%	129	72	-44.19%
Months Supply of Inventory	3.35	1.73	-48.32%	3.35	1.73	-48.32%

**Absorption:** Last 12 months, an Average of **42** Sales/Month

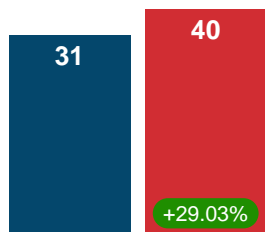
**Inventory** on December 31, 2020 = **72**

**2019** **2020**

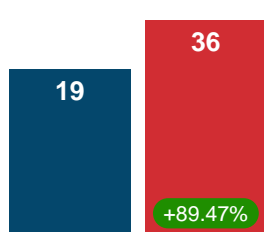
### DECEMBER MARKET

### MEDIAN PRICES

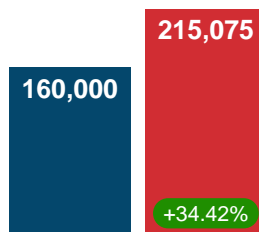
#### New Listings



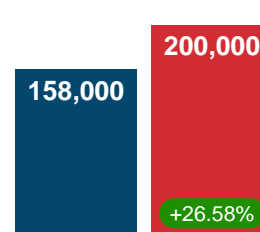
#### Pending Listings



#### List Price



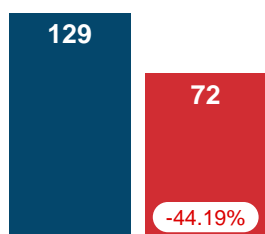
#### Sale Price



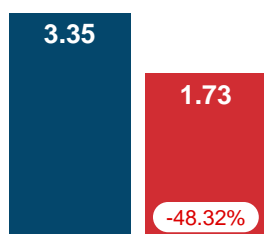
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

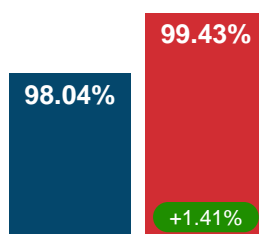
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

