

## February 2020



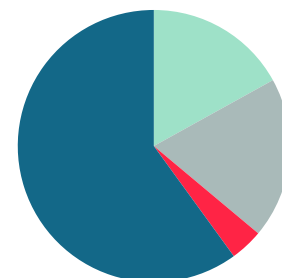
Area Delimited by County Of Bryan - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

Report produced on Jul 26, 2023 for MLS Technology Inc.

Compared Metrics	February		+/-%
	2019	2020	
Closed Listings	20	39	95.00%
Pending Listings	30	44	46.67%
New Listings	60	44	-26.67%
Average List Price	168,654	173,000	2.58%
Average Sale Price	165,313	166,592	0.77%
Average Percent of Selling Price to List Price	96.73%	96.24%	-0.50%
Average Days on Market to Sale	46.85	47.85	2.13%
End of Month Inventory	126	138	9.52%
Months Supply of Inventory	3.15	3.52	11.62%



■ Closed (16.96%)  
■ Pending (19.13%)  
■ Other OffMarket (3.91%)  
■ Active (60.00%)

**Absorption:** Last 12 months, an Average of **39** Sales/Month  
**Active Inventory** as of February 29, 2020 = **138**

#### Analysis Wrap-Up

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

The total housing inventory at the end of February 2020 rose **9.52%** to 138 existing homes available for sale. Over the last 12 months this area has had an average of 39 closed sales per month. This represents an unsold inventory index of **3.52** 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 **0.77%** in February 2020 to \$166,592 versus the previous year at \$165,313.

##### Average Days on Market Lengthens

The average number of **47.85** days that homes spent on the market before selling increased by 1.00 days or **2.13%** in February 2020 compared to last year's same month at **46.85** DOM.

##### Sales Success for February 2020 is Positive

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

There were 44 New Listings in February 2020, down **26.67%** from last year at 60. Furthermore, there were 39 Closed Listings this month versus last year at 20, a **95.00%** increase.

Closed versus Listed trends yielded a **88.6%** ratio, up from previous year's, February 2019, at **33.3%**, a **165.91%** upswing. This will certainly create pressure on an increasing Monthly  $\frac{1}{2}$ 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

# February 2020



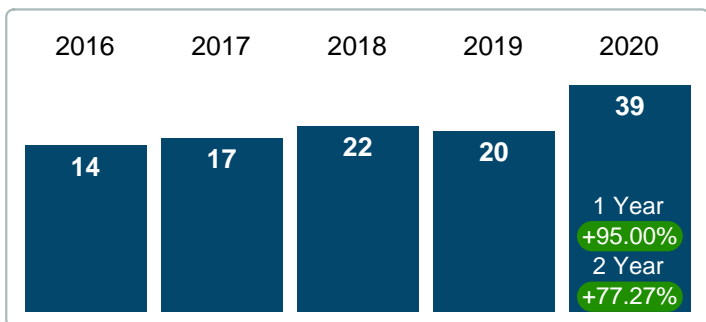
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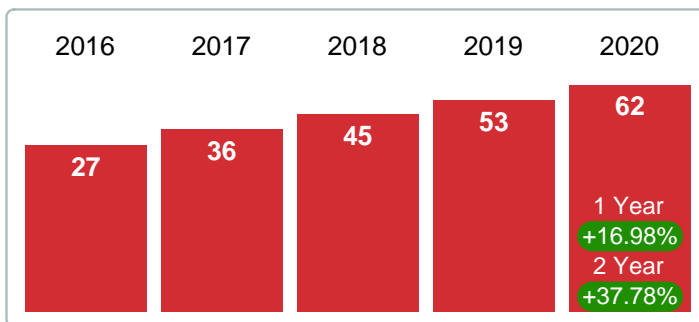
## CLOSED LISTINGS

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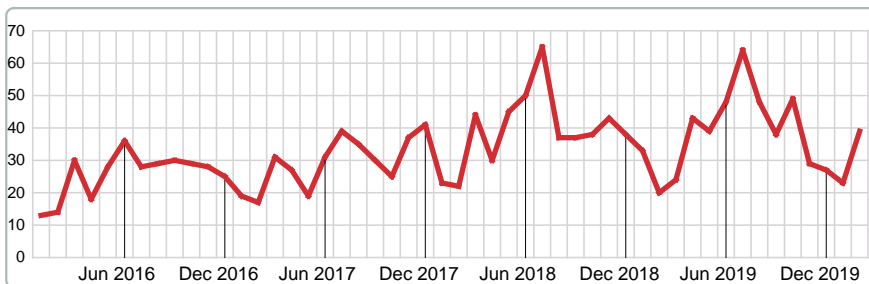
### FEBRUARY



### YEAR TO DATE (YTD)

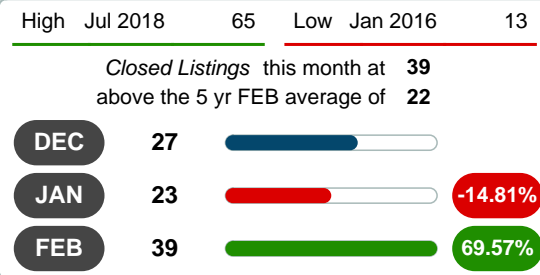


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 22



### 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	3	7.69%	11.7	2	1	0	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$125,000	12	30.77%	33.9	1	9	1	1
\$125,001 - \$175,000	7	17.95%	36.6	0	5	2	0
\$175,001 - \$225,000	6	15.38%	60.2	0	5	1	0
\$225,001 - \$275,000	6	15.38%	82.2	0	4	2	0
\$275,001 and up	5	12.82%	62.8	0	1	2	2
<b>Total Closed Units</b>	<b>39</b>			<b>3</b>	<b>25</b>	<b>8</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>6,497,100</b>	<b>100%</b>	<b>47.8</b>	<b>151.00K</b>	<b>3.89M</b>	<b>1.71M</b>	<b>747.00K</b>
<b>Average Closed Price</b>	<b>\$166,592</b>			<b>\$50,333</b>	<b>\$155,552</b>	<b>\$213,788</b>	<b>\$249,000</b>

# February 2020



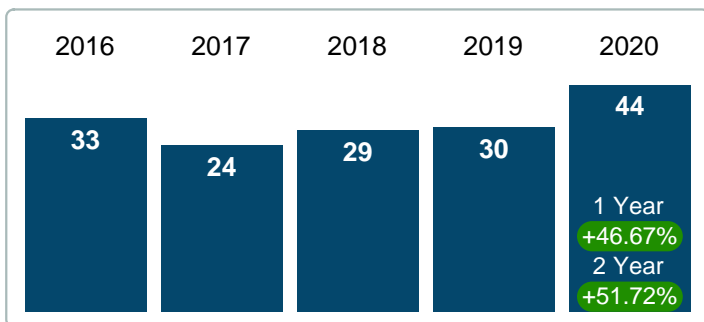
Area Delimited by County Of Bryan - Residential Property Type



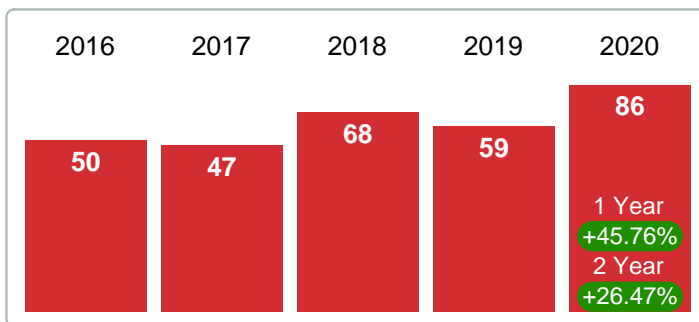
## PENDING LISTINGS

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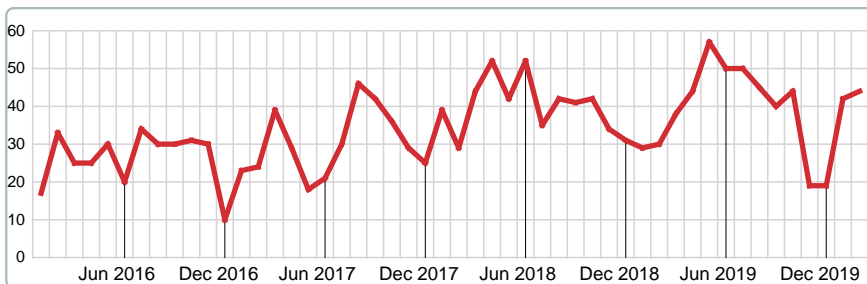
### FEBRUARY



### YEAR TO DATE (YTD)

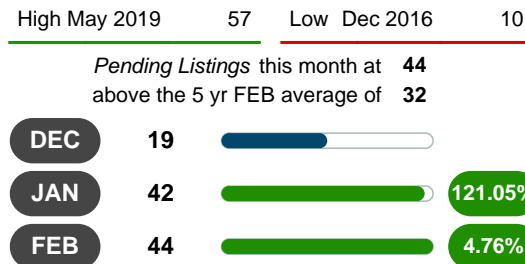


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 32



### 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	3	6.82%	6.0	1	2	0	0
\$50,001 - \$75,000	2	4.55%	62.0	0	2	0	0
\$75,001 - \$100,000	5	11.36%	49.0	3	2	0	0
\$100,001 - \$175,000	14	31.82%	47.5	0	10	4	0
\$175,001 - \$250,000	11	25.00%	41.5	1	7	3	0
\$250,001 - \$375,000	4	9.09%	49.0	0	1	3	0
\$375,001 and up	5	11.36%	79.4	0	5	0	0
<b>Total Pending Units</b>	<b>44</b>			<b>5</b>	<b>29</b>	<b>10</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>8,596,950</b>	<b>100%</b>	<b>47.9</b>	<b>513.90K</b>	<b>5.87M</b>	<b>2.21M</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$197,964</b>			<b>\$102,780</b>	<b>\$202,374</b>	<b>\$221,420</b>	<b>\$0</b>

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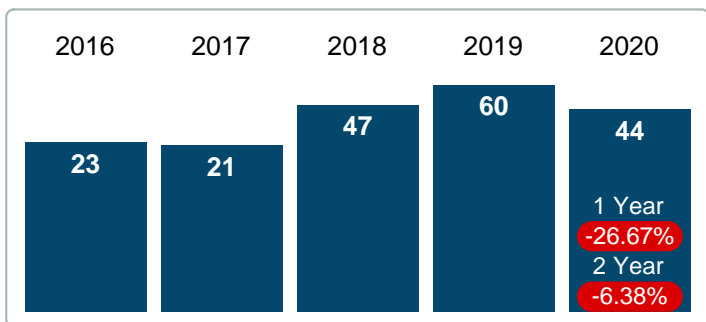
Area Delimited by County Of Bryan - Residential Property Type



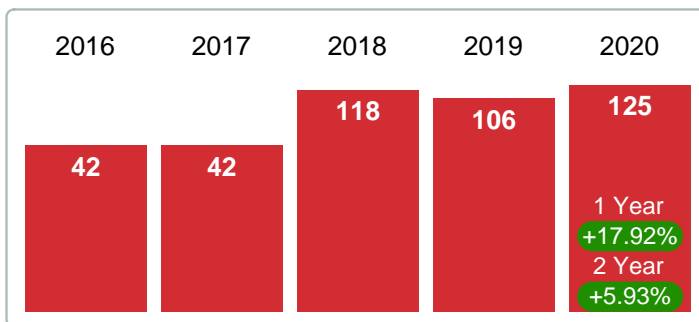
## NEW LISTINGS

Report produced on Jul 26, 2023 for MLS Technology Inc.

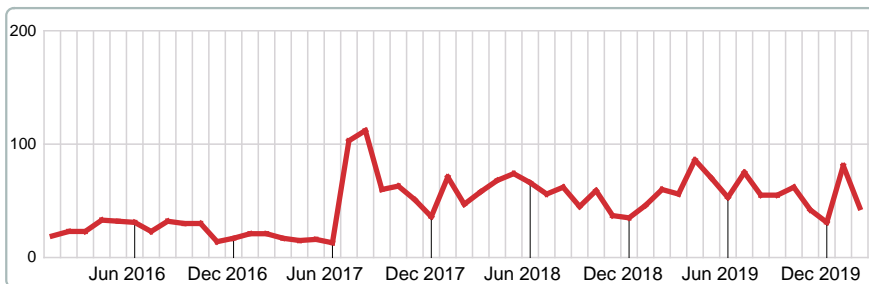
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 39

High Aug 2017 112 Low Jun 2017 13

New Listings this month at 44  
above the 5 yr FEB average of 39



### 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	5	11.36%	2	3	0	0
\$50,001 - \$75,000	3	6.82%	1	2	0	0
\$75,001 - \$125,000	5	11.36%	1	4	0	0
\$125,001 - \$225,000	14	31.82%	0	11	3	0
\$225,001 - \$275,000	7	15.91%	0	4	2	1
\$275,001 - \$350,000	5	11.36%	0	3	2	0
\$350,001 and up	5	11.36%	0	2	2	1
<b>Total New Listed Units</b>	<b>44</b>		<b>4</b>	<b>29</b>	<b>9</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>8,979,400</b>	<b>100%</b>	<b>223.90K</b>	<b>5.35M</b>	<b>2.73M</b>	<b>677.90K</b>
<b>Average New Listed Listing Price</b>	<b>\$206,378</b>		<b>\$55,975</b>	<b>\$184,324</b>	<b>\$303,578</b>	<b>\$338,950</b>

# February 2020



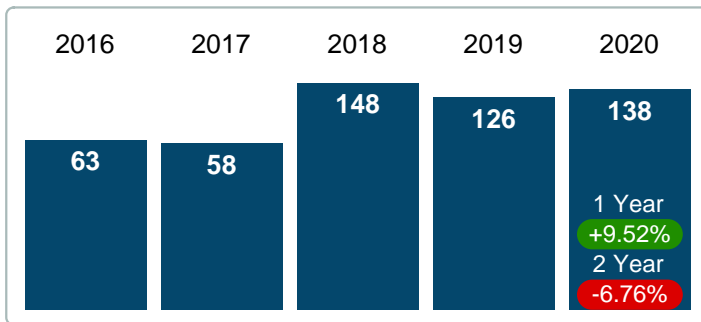
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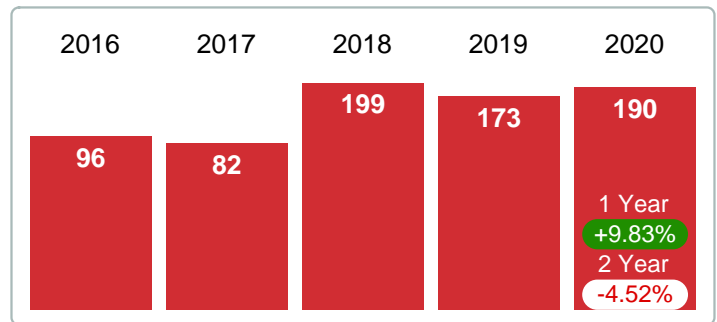
## ACTIVE INVENTORY

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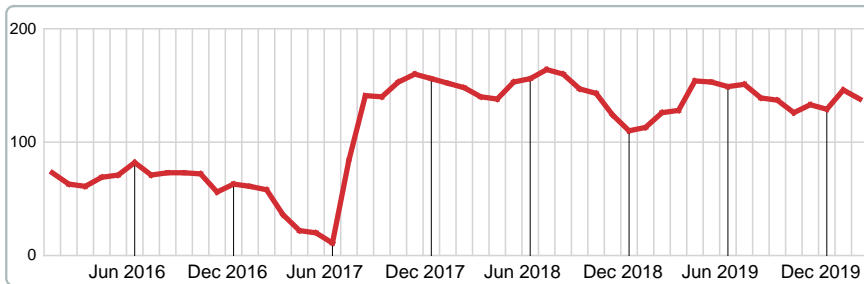
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

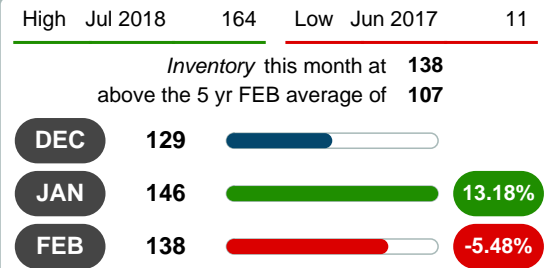


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 107



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	13	9.42%	80.5	4	8	0	1
\$75,001 - \$125,000	18	13.04%	81.4	6	11	1	0
\$125,001 - \$175,000	17	12.32%	38.3	1	14	2	0
\$175,001 - \$275,000	38	27.54%	63.7	1	28	7	2
\$275,001 - \$350,000	17	12.32%	59.4	2	9	6	0
\$350,001 - \$475,000	18	13.04%	73.7	0	4	7	7
\$475,001 and up	17	12.32%	99.2	0	3	9	5
<b>Total Active Inventory by Units</b>	<b>138</b>			<b>14</b>	<b>77</b>	<b>32</b>	<b>15</b>
<b>Total Active Inventory by Volume</b>	<b>38,297,660</b>	<b>100%</b>	<b>69.6</b>	<b>1.88M</b>	<b>16.32M</b>	<b>12.09M</b>	<b>7.99M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$277,519</b>			<b>\$134,611</b>	<b>\$212,010</b>	<b>\$377,927</b>	<b>\$532,980</b>

# February 2020



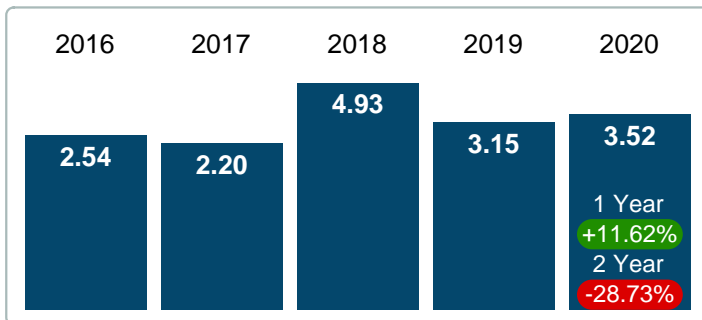
Area Delimited by County Of Bryan - Residential Property Type



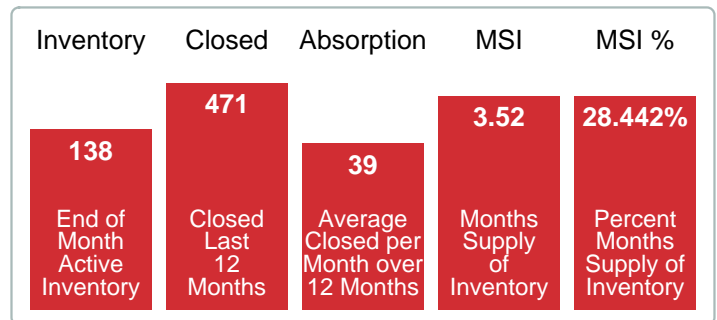
## MONTHS SUPPLY of INVENTORY (MSI)

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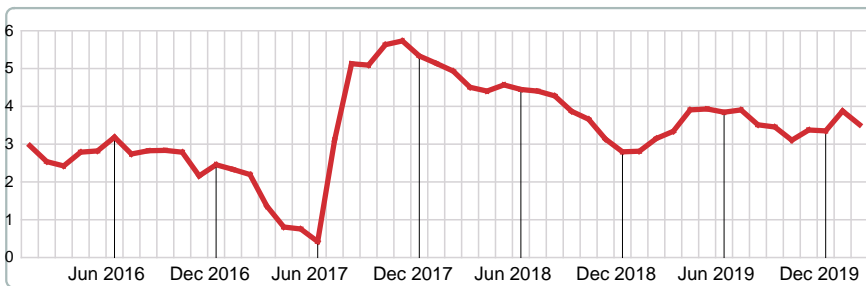
### MSI FOR FEBRUARY



### INDICATORS FOR FEBRUARY 2020



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 3.27

High Nov 2017 5.73 Low Jun 2017 0.42

Months Supply this month at **3.52**  
above the 5 yr FEB average of **3.27**



### 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
\$75,000 and less	13	9.42%	3.00	2.29	3.56	0.00	12.00
\$75,001 - \$125,000	18	13.04%	2.48	4.24	2.20	1.50	0.00
\$125,001 - \$175,000	17	12.32%	1.53	3.00	1.63	1.00	0.00
\$175,001 - \$275,000	38	27.54%	3.14	3.00	3.14	2.63	12.00
\$275,001 - \$350,000	17	12.32%	6.18	12.00	6.75	8.00	0.00
\$350,001 - \$475,000	18	13.04%	15.43	0.00	12.00	10.50	42.00
\$475,001 and up	17	12.32%	29.14	0.00	18.00	36.00	30.00
Market Supply of Inventory (MSI)			3.52	3.50	2.90	4.41	10.59
Total Active Inventory by Units		100%	3.52	14	77	32	15

# February 2020



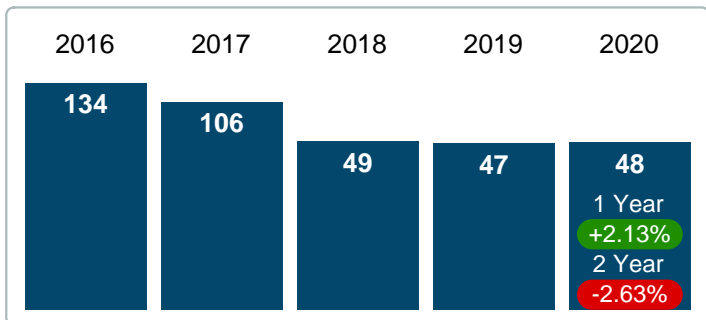
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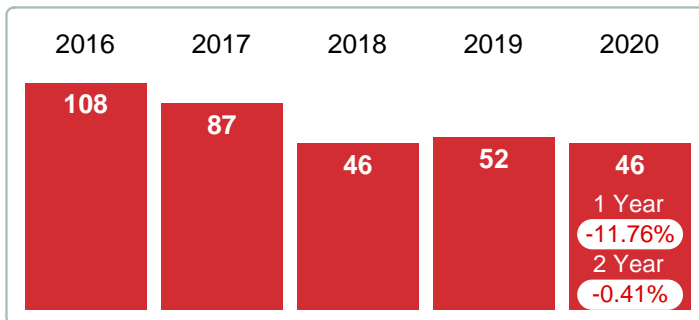
## AVERAGE DAYS ON MARKET TO SALE

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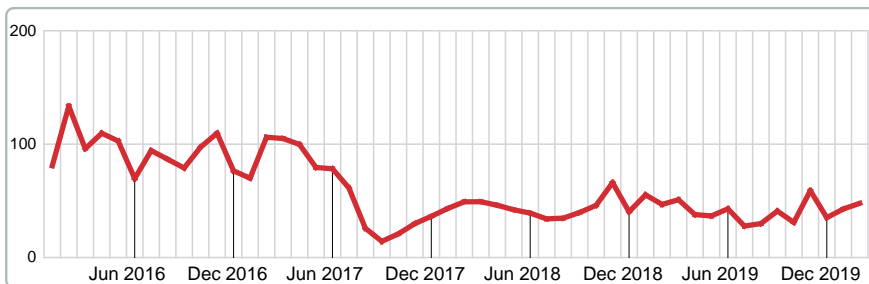
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

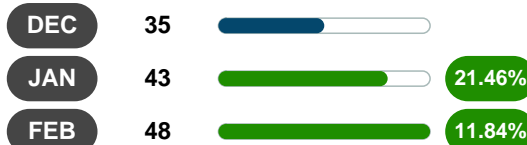


### 3 MONTHS

5 year FEB AVG = 77

High Feb 2016 134 Low Sep 2017 14

Average Days on Market to Sale this month at 48 below the 5 yr FEB average of 77



### 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	7.69%	12	4	27	0	0
\$75,001 - \$75,000	0.00%	0	0	0	0	0
\$75,001 - \$125,000	30.77%	34	7	29	84	56
\$125,001 - \$175,000	17.95%	37	0	33	45	0
\$175,001 - \$225,000	15.38%	60	0	67	26	0
\$225,001 - \$275,000	15.38%	82	0	80	87	0
\$275,001 and up	12.82%	63	0	3	23	133
<b>Average Closed DOM</b>		<b>48</b>	<b>5</b>	<b>44</b>	<b>52</b>	<b>107</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>48</b>	<b>3</b>	<b>25</b>	<b>8</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>6,497,100</b>	<b>151.00K</b>	<b>3.89M</b>	<b>1.71M</b>	<b>747.00K</b>

# February 2020



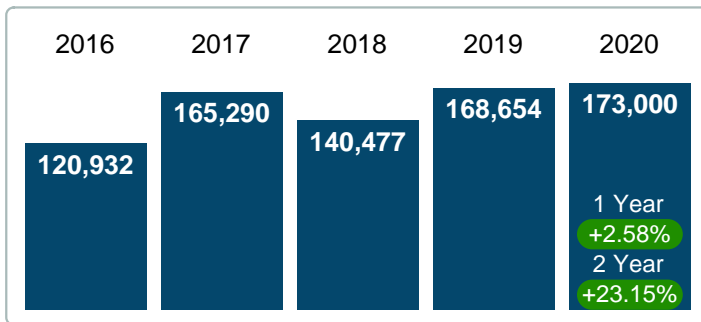
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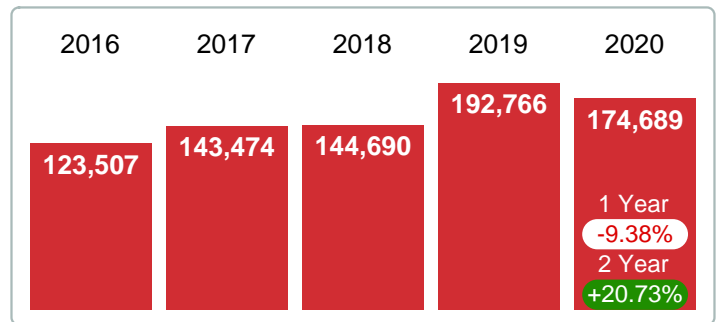
## AVERAGE LIST PRICE AT CLOSING

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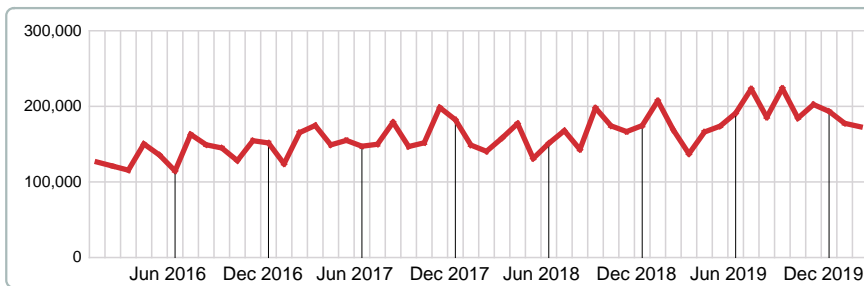
### FEBRUARY



### YEAR TO DATE (YTD)

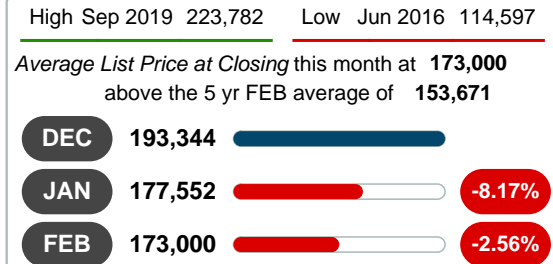


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 153,671



### 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	7.69%	34,667	32,000	40,000	0	0
\$75,001 - \$75,000	0.00%	0	0	0	0	0
\$75,001 - \$125,000	30.77%	101,908	99,900	100,067	124,900	97,500
\$125,001 - \$175,000	17.95%	150,886	0	151,760	148,700	0
\$175,001 - \$225,000	12.82%	200,070	0	202,450	218,000	0
\$225,001 - \$275,000	12.82%	237,740	0	250,950	264,950	0
\$275,001 and up	17.95%	310,693	0	285,950	312,000	345,000
<b>Average List Price</b>		<b>173,000</b>	<b>54,633</b>	<b>160,056</b>	<b>224,275</b>	<b>262,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>173,000</b>	<b>3</b>	<b>25</b>	<b>8</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>6,747,000</b>	<b>163.90K</b>	<b>4.00M</b>	<b>1.79M</b>	<b>787.50K</b>



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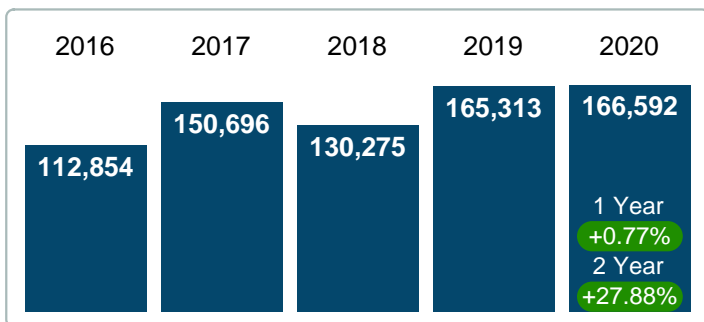
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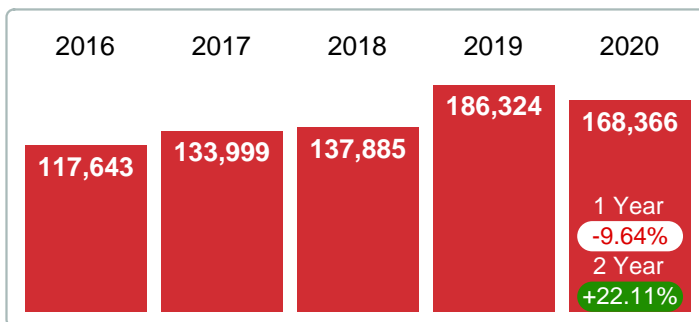
## AVERAGE SOLD PRICE AT CLOSING

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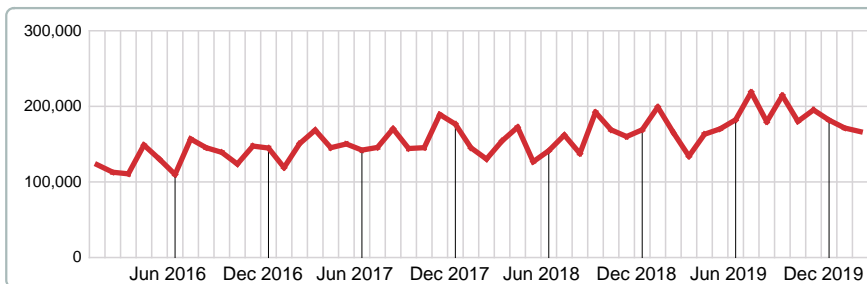
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

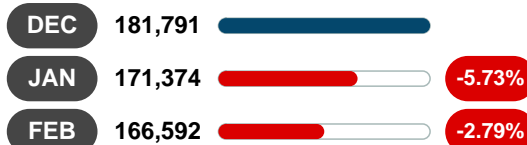


### 3 MONTHS

5 year FEB AVG = 145,146

High Jul 2019 218,604 Low Jun 2016 109,898

Average Sold Price at Closing this month at **166,592** above the 5 yr FEB average of **145,146**



### 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	3	7.69%	30,417	29,500	32,250	0	0
\$75,001 - \$75,000	0	0.00%	0	0	0	0	0
\$75,001 - \$125,000	12	30.77%	98,550	92,000	98,178	110,000	97,000
\$125,001 - \$175,000	7	17.95%	149,829	0	152,280	143,700	0
\$175,001 - \$225,000	6	15.38%	196,425	0	192,510	216,000	0
\$225,001 - \$275,000	6	15.38%	242,817	0	242,250	243,950	0
\$275,001 and up	5	12.82%	307,800	0	280,000	304,500	325,000
Average Sold Price			166,592	50,333	155,552	213,788	249,000
Total Closed Units		100%	166,592	3	25	8	3
Total Closed Volume			6,497,100	151.00K	3.89M	1.71M	747.00K

# February 2020



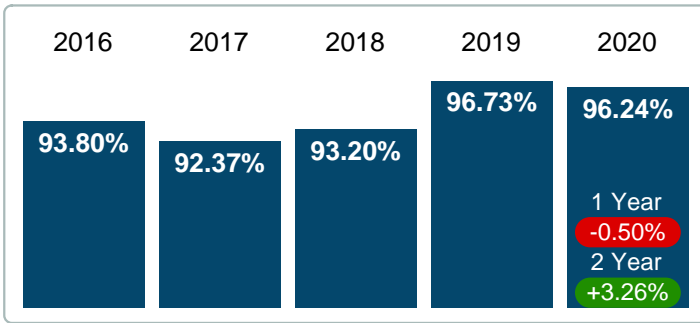
Area Delimited by County Of Bryan - Residential Property Type



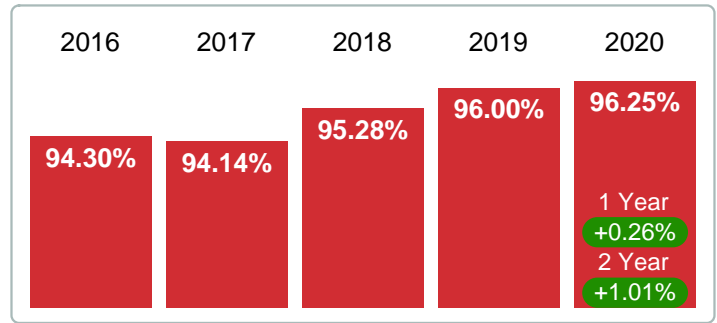
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 26, 2023 for MLS Technology Inc.

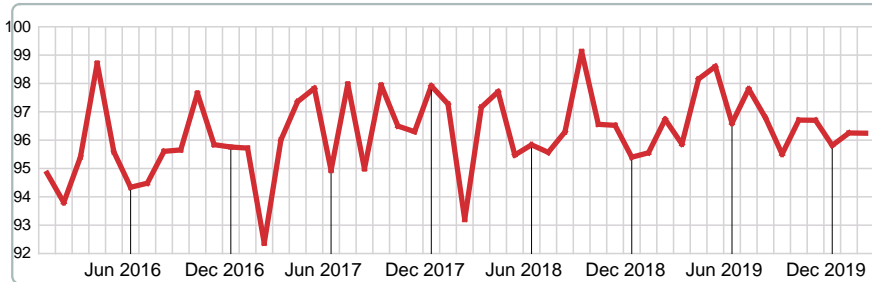
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

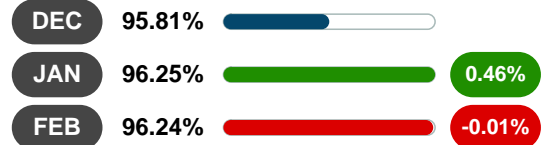


### 3 MONTHS

5 year FEB AVG = 94.47%

High Sep 2018 99.13% Low Feb 2017 92.37%

Average Sold/List Ratio this month at **96.24%**  
above the 5 yr FEB average of **94.47%**



### 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	3	7.69%	87.99%	91.67%	80.63%	0.00%	0.00%
\$75,001 - \$75,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$75,001 - \$125,000	12	30.77%	96.98%	92.09%	98.23%	88.07%	99.49%
\$125,001 - \$175,000	7	17.95%	99.40%	0.00%	100.34%	97.06%	0.00%
\$175,001 - \$225,000	6	15.38%	96.15%	0.00%	95.57%	99.08%	0.00%
\$225,001 - \$275,000	6	15.38%	95.28%	0.00%	96.57%	92.69%	0.00%
\$275,001 and up	5	12.82%	96.30%	0.00%	97.92%	97.69%	94.10%
Average Sold/List Ratio		96.20%		91.81%	97.14%	95.25%	95.90%
Total Closed Units		39	100%	3	25	8	3
Total Closed Volume		6,497,100		151.00K	3.89M	1.71M	747.00K

# February 2020



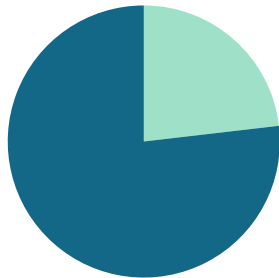
Area Delimited by County Of Bryan - Residential Property Type



## MARKET SUMMARY

Report produced on Jul 26, 2023 for MLS Technology Inc.

### INVENTORY

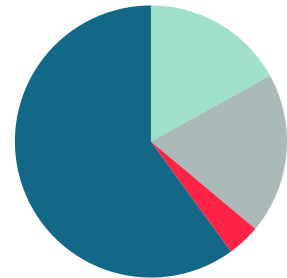


**Inventory**  
 New Listings  
**44 = 23.16%**  
 Start Inventory  
**146**  
 Total Inventory Units  
**190**  
 Volume  
**\$49,410,710**

### Market Activity

Closed Sales  
**39 = 16.96%**  
 Pending Sales  
**44 = 19.13%**  
 Other Off Market  
**9 = 3.91%**  
 Active Inventory  
**138 = 60.00%**

### MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	20	39	95.00%	53	62	16.98%
Pending Sales	30	44	46.67%	59	86	45.76%
New Listings	60	44	-26.67%	106	125	17.92%
Average List Price	168,654	173,000	2.58%	192,766	174,689	-9.38%
Average Sale Price	165,313	166,592	0.77%	186,324	168,366	-9.64%
Average Percent of Selling Price to List Price	96.73%	96.24%	-0.50%	96.00%	96.25%	0.26%
Average Days on Market to Sale	46.85	47.85	2.13%	52.09	45.97	-11.76%
Monthly Inventory	126	138	9.52%	126	138	9.52%
Months Supply of Inventory	3.15	3.52	11.62%	3.15	3.52	11.62%

**Absorption:** Last 12 months, an Average of **39** Sales/Month

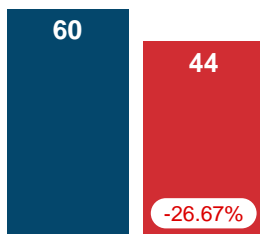
**Inventory** on February 29, 2020 = **138**

**2019** **2020**

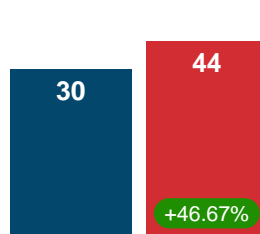
### FEBRUARY MARKET

### AVERAGE PRICES

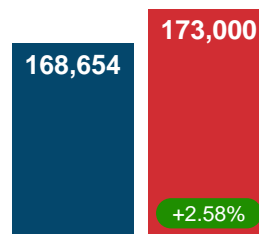
#### New Listings



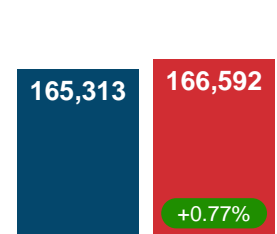
#### Pending Listings



#### List Price



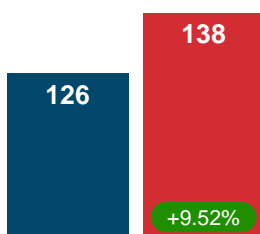
#### Sale Price



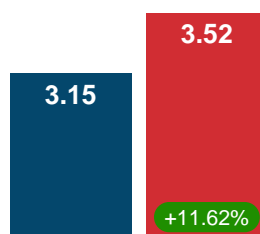
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

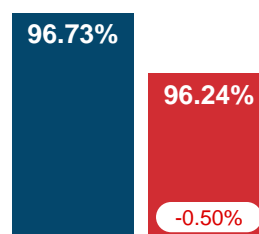
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

