

# January 2020



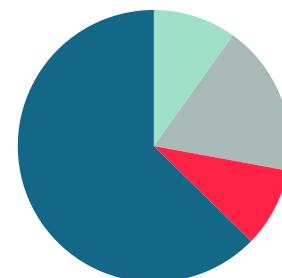
Area Delimited by County Of Bryan - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	January 2020	+/-%
Closed Listings	33	23	-30.30%
Pending Listings	29	42	44.83%
New Listings	46	81	76.09%
Median List Price	177,400	169,300	-4.57%
Median Sale Price	173,000	165,000	-4.62%
Median Percent of Selling Price to List Price	97.52%	98.18%	0.68%
Median Days on Market to Sale	39.00	20.00	-48.72%
End of Month Inventory	113	146	29.20%
Months Supply of Inventory	2.81	3.88	37.78%



■ Closed (9.87%)  
■ Pending (18.03%)  
■ Other OffMarket (9.44%)  
■ Active (62.66%)

**Absorption:** Last 12 months, an Average of **38** Sales/Month  
**Active Inventory** as of January 31, 2020 = **146**

### Analysis Wrap-Up

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

The total housing inventory at the end of January 2020 rose **29.20%** to 146 existing homes available for sale. Over the last 12 months this area has had an average of 38 closed sales per month. This represents an unsold inventory index of **3.88** MSI for this period.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **4.62%** in January 2020 to \$165,000 versus the previous year at \$173,000.

#### Median Days on Market Shortens

The median number of **20.00** days that homes spent on the market before selling decreased by 19.00 days or **48.72%** in January 2020 compared to last year's same month at **39.00** DOM.

#### Sales Success for January 2020 is Positive

Overall, with Median Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 81 New Listings in January 2020, up **76.09%** from last year at 46. Furthermore, there were 23 Closed Listings this month versus last year at 33, a **-30.30%** decrease.

Closed versus Listed trends yielded a **28.4%** ratio, down from previous year's, January 2019, at **71.7%**, a **60.42%** downswing. This will certainly create pressure on an increasing 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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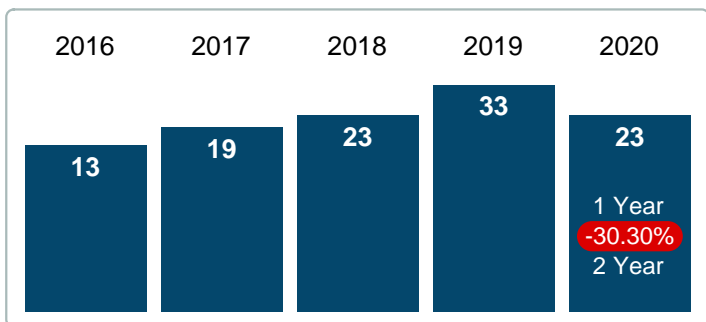
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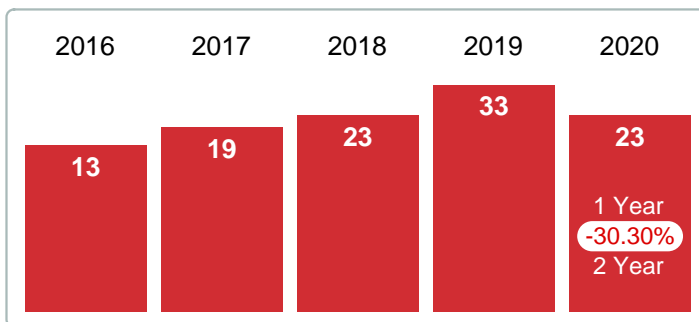
## CLOSED LISTINGS

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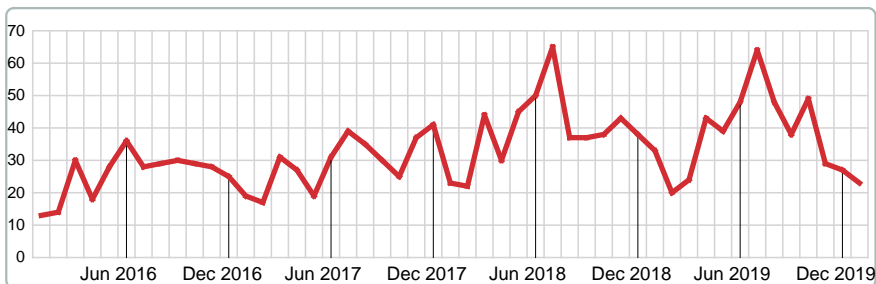
### JANUARY



### YEAR TO DATE (YTD)

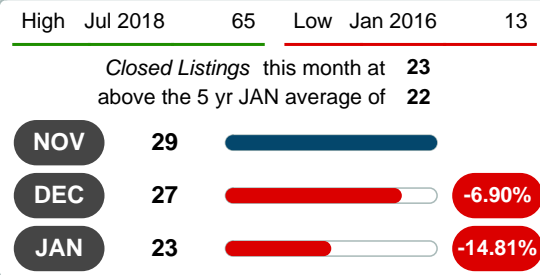


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 22



### 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	2	8.70%	20.5	1	1	0	0
\$75,001 - \$100,000	3	13.04%	10.0	1	1	1	0
\$100,001 - \$125,000	3	13.04%	92.0	1	2	0	0
\$125,001 - \$150,000	2	8.70%	6.5	0	2	0	0
\$150,001 - \$200,000	7	30.43%	11.0	0	5	1	1
\$200,001 - \$275,000	3	13.04%	123.0	0	3	0	0
\$275,001 and up	3	13.04%	66.0	1	1	1	0
<b>Total Closed Units</b>	<b>23</b>			<b>4</b>	<b>15</b>	<b>3</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>3,941,600</b>	<b>100%</b>	<b>20.0</b>	<b>509.00K</b>	<b>2.59M</b>	<b>677.30K</b>	<b>165.00K</b>
<b>Median Closed Price</b>	<b>\$165,000</b>			<b>\$93,500</b>	<b>\$170,000</b>	<b>\$171,300</b>	<b>\$165,000</b>

# January 2020



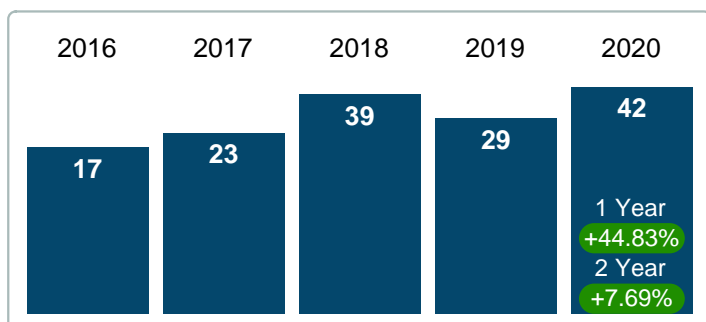
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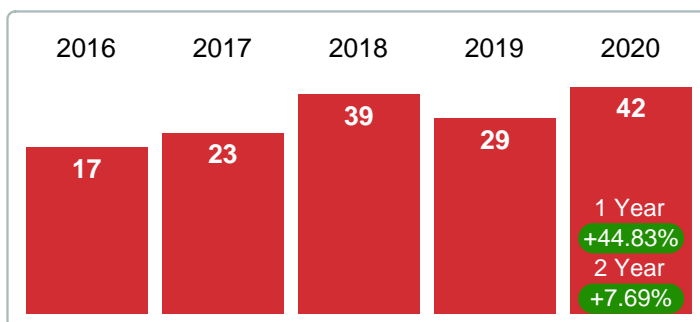
## PENDING LISTINGS

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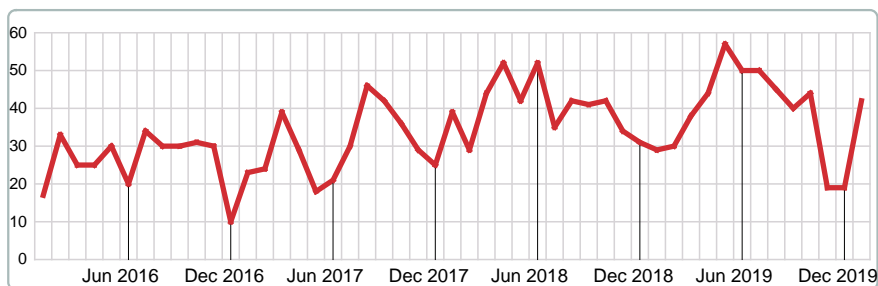
### JANUARY



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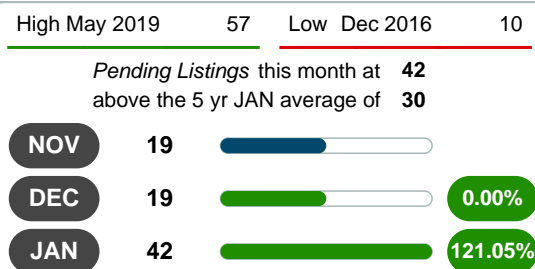


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 30



### 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	3	7.14%	26.0	1	2	0	0
\$75,001 - \$100,000	5	11.90%	4.0	1	4	0	0
\$100,001 - \$150,000	7	16.67%	32.0	2	4	1	0
\$150,001 - \$175,000	6	14.29%	4.5	0	4	2	0
\$175,001 - \$225,000	10	23.81%	42.5	1	8	1	0
\$225,001 - \$325,000	7	16.67%	28.0	0	3	4	0
\$325,001 and up	4	9.52%	72.5	0	2	1	1
<b>Total Pending Units</b>	<b>42</b>			<b>5</b>	<b>27</b>	<b>9</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>8,687,650</b>	<b>100%</b>	<b>27.0</b>	<b>558.80K</b>	<b>5.24M</b>	<b>2.52M</b>	<b>365.00K</b>
<b>Median Listing Price</b>	<b>\$176,750</b>			<b>\$110,000</b>	<b>\$170,000</b>	<b>\$239,900</b>	<b>\$365,000</b>

# January 2020



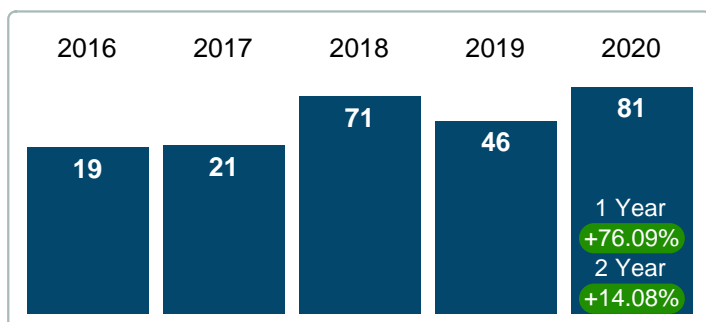
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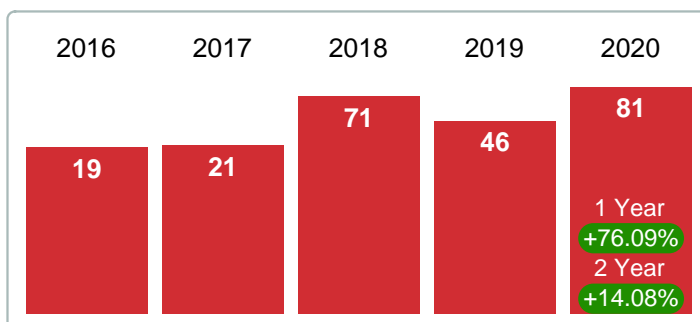
## NEW LISTINGS

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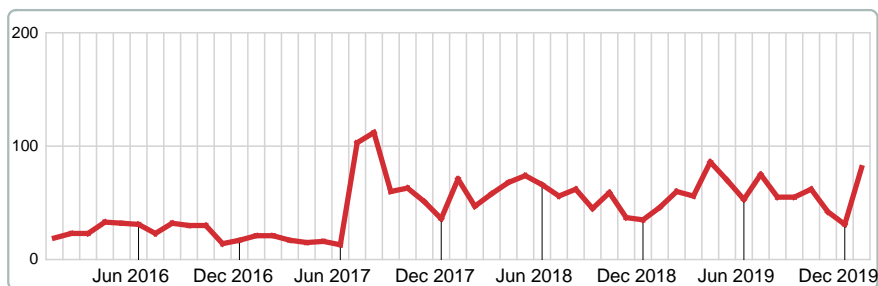
### JANUARY



### YEAR TO DATE (YTD)

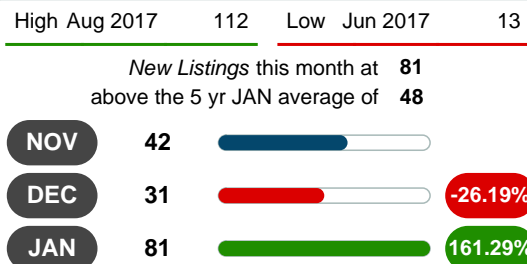


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 48



### 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	3	3.70%	1	2	0	0
\$75,001 - \$100,000	7	8.64%	3	4	0	0
\$100,001 - \$150,000	15	18.52%	3	11	1	0
\$150,001 - \$225,000	22	27.16%	1	16	5	0
\$225,001 - \$275,000	9	11.11%	0	6	3	0
\$275,001 - \$425,000	15	18.52%	0	4	11	0
\$425,001 and up	10	12.35%	0	2	4	4
<b>Total New Listed Units</b>	<b>81</b>		<b>8</b>	<b>45</b>	<b>24</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>20,493,600</b>	<b>100%</b>	<b>888.80K</b>	<b>8.46M</b>	<b>7.83M</b>	<b>3.31M</b>
<b>Median New Listed Listing Price</b>	<b>\$199,900</b>		<b>\$102,950</b>	<b>\$174,000</b>	<b>\$292,000</b>	<b>\$464,500</b>

# January 2020



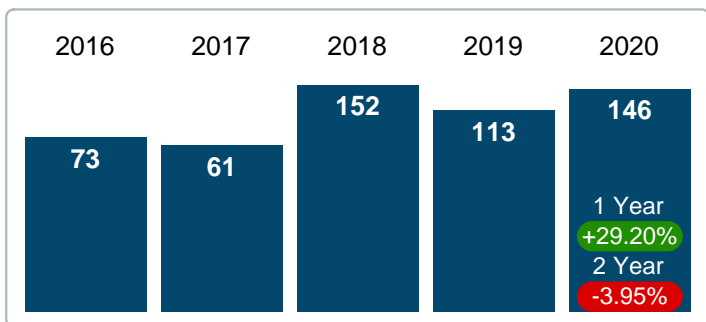
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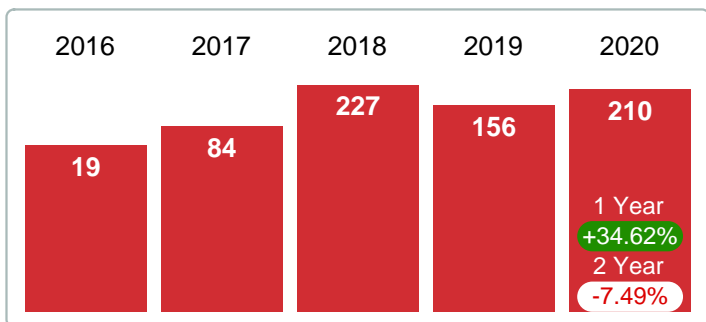
## ACTIVE INVENTORY

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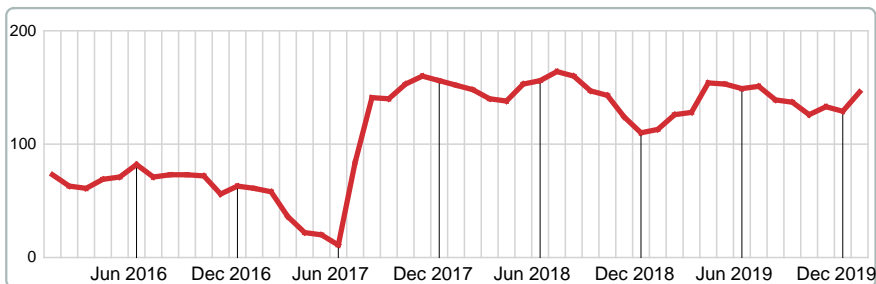
### END OF JANUARY



### ACTIVE DURING JANUARY



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 109

High Jul 2018 164 Low Jun 2017 11

Inventory this month at **146**  
above the 5 yr JAN average of **109**

- NOV 133
- DEC 129 (-3.01%)
- JAN 146 (13.18%)

### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	10	6.85%	85.5	2	7	0	1
\$75,001 - \$100,000	10	6.85%	68.5	4	6	0	0
\$100,001 - \$175,000	32	21.92%	27.0	4	23	5	0
\$175,001 - \$275,000	40	27.40%	39.0	2	28	9	1
\$275,001 - \$375,000	21	14.38%	25.0	2	9	9	1
\$375,001 - \$475,000	14	9.59%	65.0	0	5	4	5
\$475,001 and up	19	13.01%	99.0	0	4	10	5
<b>Total Active Inventory by Units</b>	<b>146</b>			<b>14</b>	<b>82</b>	<b>37</b>	<b>13</b>
<b>Total Active Inventory by Volume</b>	<b>40,431,310</b>	<b>100%</b>	<b>49.0</b>	<b>2.09M</b>	<b>17.82M</b>	<b>13.20M</b>	<b>7.32M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$212,450</b>			<b>\$111,450</b>	<b>\$185,000</b>	<b>\$299,000</b>	<b>\$465,000</b>

# January 2020



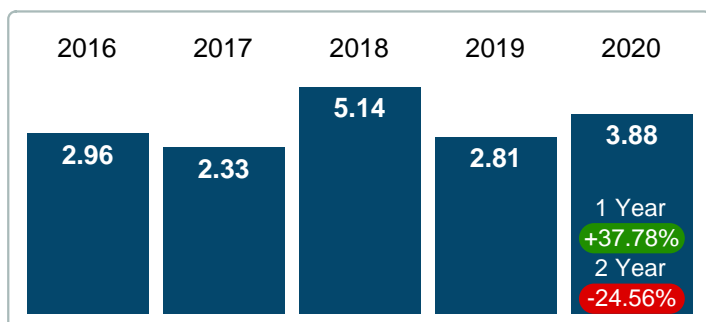
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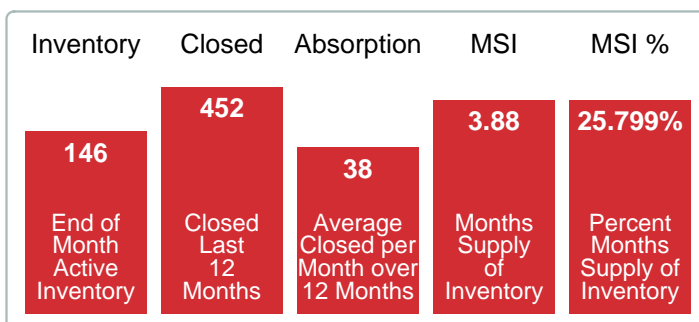
## MONTHS SUPPLY of INVENTORY (MSI)

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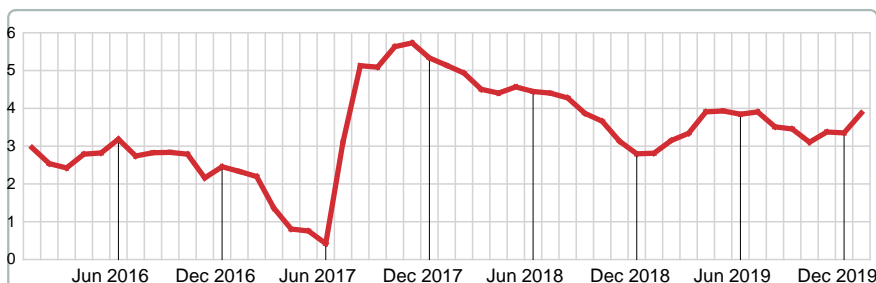
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2020

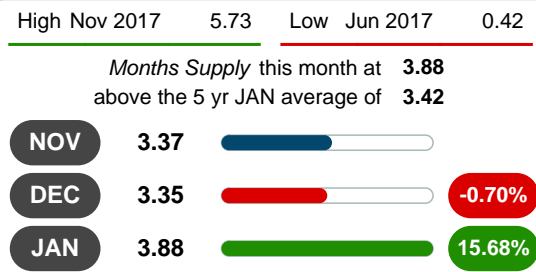


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 3.42



### 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	10	6.85%	2.31	1.20	3.00	0.00	12.00
\$75,001 - \$100,000	10	6.85%	2.93	6.00	2.57	0.00	0.00
\$100,001 - \$175,000	32	21.92%	2.27	4.00	2.16	2.22	0.00
\$175,001 - \$275,000	40	27.40%	3.50	6.00	3.39	3.38	6.00
\$275,001 - \$375,000	21	14.38%	7.00	12.00	6.00	9.82	2.40
\$375,001 - \$475,000	14	9.59%	16.80	0.00	30.00	8.00	30.00
\$475,001 and up	19	13.01%	32.57	0.00	24.00	40.00	30.00
Market Supply of Inventory (MSI)			3.88	3.65	3.23	5.16	10.40
Total Active Inventory by Units		100%	3.88	14	82	37	13

# January 2020



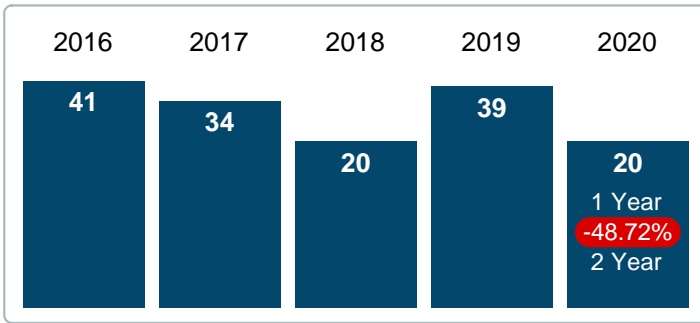
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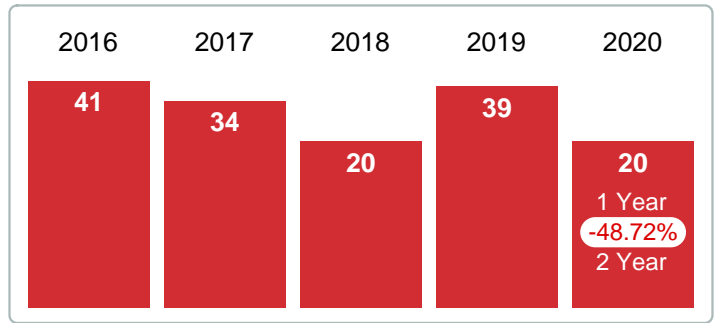
## MEDIAN DAYS ON MARKET TO SALE

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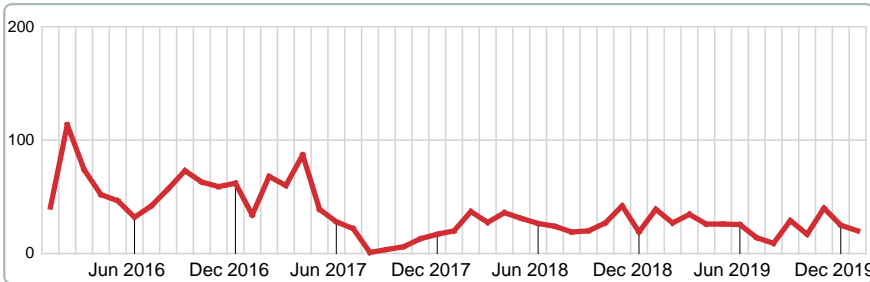
### JANUARY



### YEAR TO DATE (YTD)

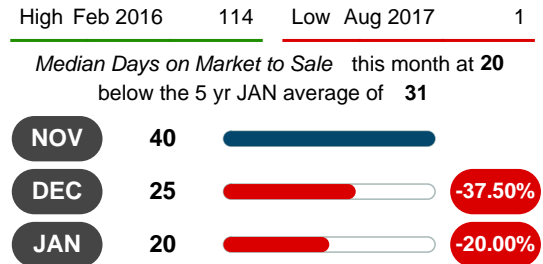


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 31



### 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	2	8.70%	21	13	28	0	0
\$75,001 - \$100,000	3	13.04%	10	10	6	57	0
\$100,001 - \$125,000	3	13.04%	92	2	122	0	0
\$125,001 - \$150,000	2	8.70%	7	0	7	0	0
\$150,001 - \$200,000	7	30.43%	11	0	12	7	4
\$200,001 - \$275,000	3	13.04%	123	0	123	0	0
\$275,001 and up	3	13.04%	66	22	109	66	0
Median Closed DOM			20	12	26	57	4
Total Closed Units		100%	20.0	4	15	3	1
Total Closed Volume			3,941,600	509.00K	2.59M	677.30K	165.00K

# January 2020



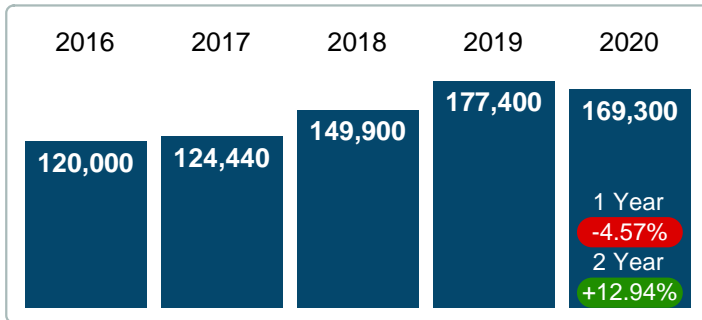
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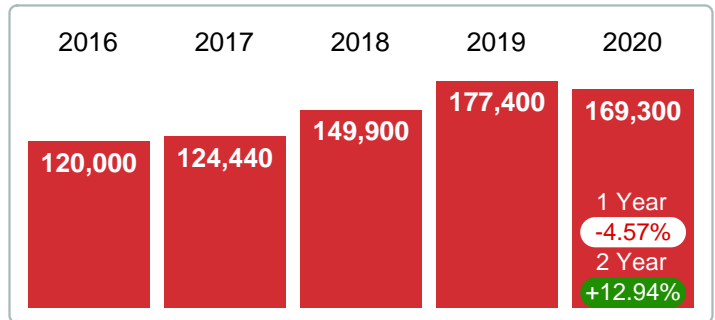
## MEDIAN LIST PRICE AT CLOSING

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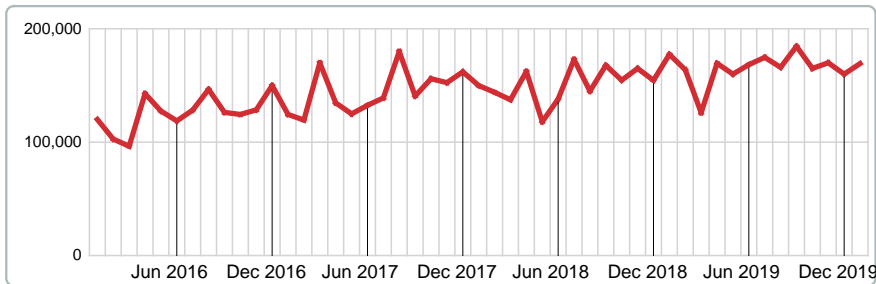
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

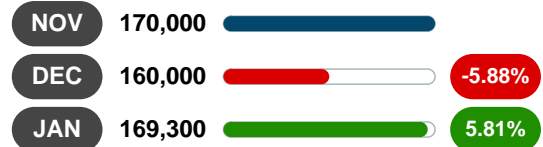


### 3 MONTHS

5 year JAN AVG = 148,208

High Sep 2019 184,500 Low Mar 2016 96,400

Median List Price at Closing this month at **169,300**  
above the 5 yr JAN average of **148,208**



### 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	13.04%	50,000	50,000	62,450	0	0
\$75,001 - \$100,000	8.70%	84,700	79,900	0	89,500	0
\$100,001 - \$125,000	8.70%	110,000	110,000	110,000	0	0
\$125,001 - \$150,000	13.04%	135,000	0	135,000	0	0
\$150,001 - \$200,000	30.43%	170,000	0	170,000	169,300	169,900
\$200,001 - \$275,000	13.04%	232,500	0	232,500	0	0
\$275,001 and up	13.04%	435,000	324,900	435,000	439,000	0
<b>Median List Price</b>		<b>169,300</b>	<b>94,950</b>	<b>170,000</b>	<b>169,300</b>	<b>169,900</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>169,300</b>	<b>4</b>	<b>15</b>	<b>3</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>4,083,700</b>	<b>564.80K</b>	<b>2.65M</b>	<b>697.80K</b>	<b>169.90K</b>



# January 2020



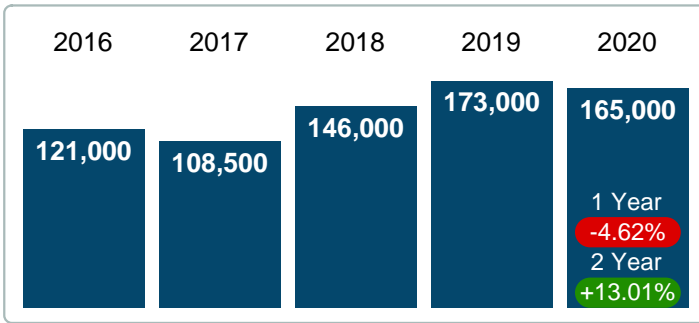
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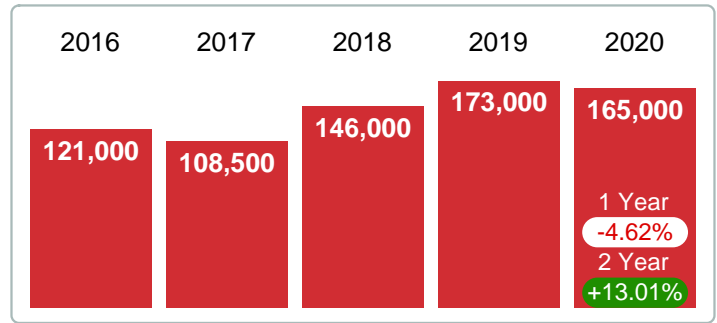
## MEDIAN SOLD PRICE AT CLOSING

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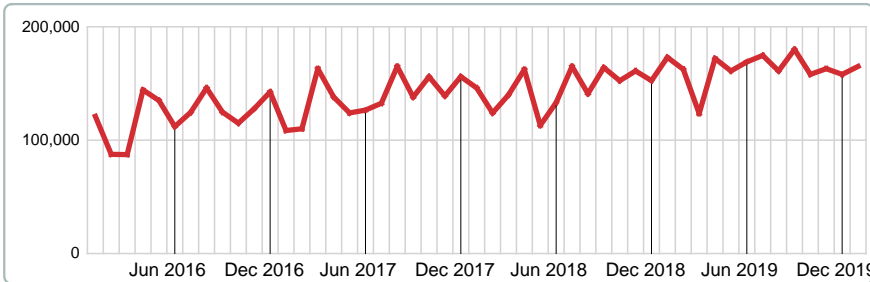
### JANUARY



### YEAR TO DATE (YTD)

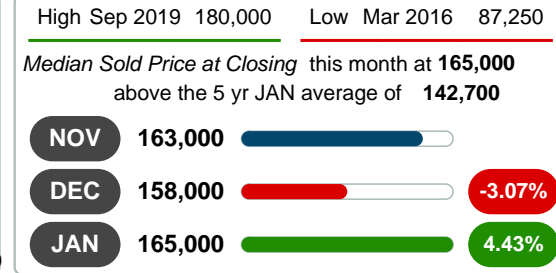


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 142,700



### 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	8.70%	40,500	42,000	39,000	0	0
\$75,001 - \$100,000	13.04%	78,500	77,000	78,500	89,000	0
\$100,001 - \$125,000	13.04%	110,000	110,000	114,000	0	0
\$125,001 - \$150,000	8.70%	138,750	0	138,750	0	0
\$150,001 - \$200,000	30.43%	171,300	0	171,800	171,300	165,000
\$200,001 - \$275,000	13.04%	232,500	0	232,500	0	0
\$275,001 and up	13.04%	417,000	280,000	424,000	417,000	0
<b>Median Sold Price</b>		<b>165,000</b>	<b>93,500</b>	<b>170,000</b>	<b>171,300</b>	<b>165,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>165,000</b>	<b>4</b>	<b>15</b>	<b>3</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>3,941,600</b>	<b>509.00K</b>	<b>2.59M</b>	<b>677.30K</b>	<b>165.00K</b>

# January 2020



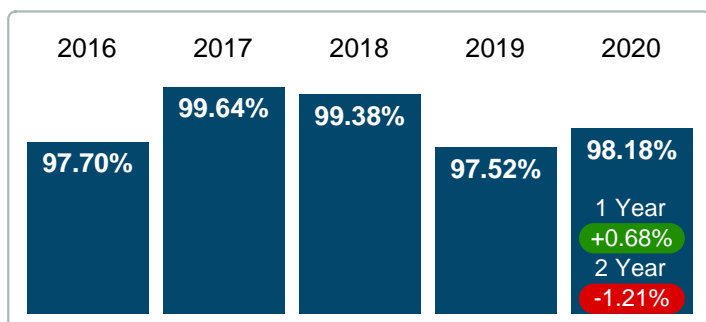
Area Delimited by County Of Bryan - Residential Property Type



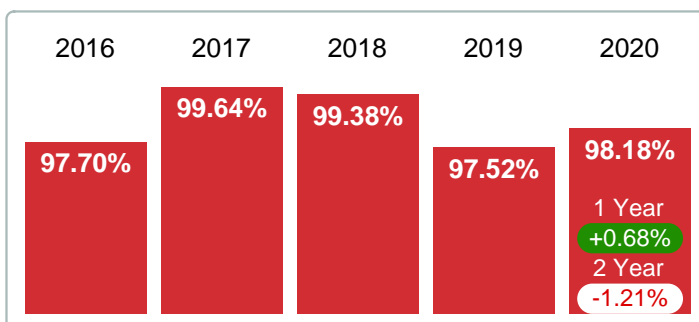
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

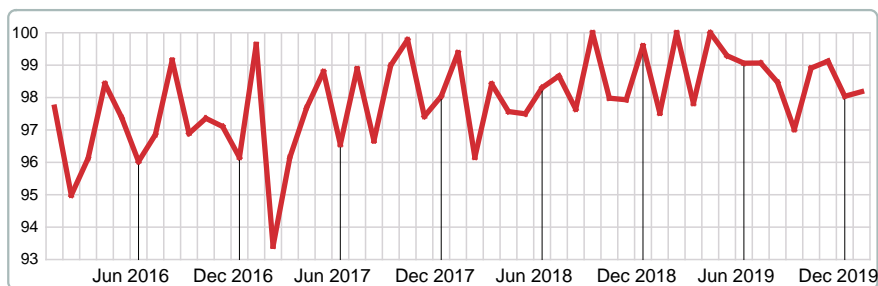
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

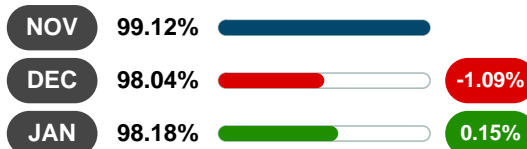


### 3 MONTHS

5 year JAN AVG = 98.49%

High Apr 2019 100.00% Low Feb 2017 93.41%

Median Sold/List Ratio this month at **98.18%**  
equal to 5 yr JAN average of **98.49%**



### 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	<div style="width: 8.70%;"></div> 2	8.70%	81.00%	84.00%	78.00%	0.00%	0.00%
\$75,001 - \$100,000	<div style="width: 13.04%;"></div> 3	13.04%	99.44%	96.37%	104.81%	99.44%	0.00%
\$100,001 - \$125,000	<div style="width: 13.04%;"></div> 3	13.04%	98.18%	100.00%	93.54%	0.00%	0.00%
\$125,001 - \$150,000	<div style="width: 8.70%;"></div> 2	8.70%	100.90%	0.00%	100.90%	0.00%	0.00%
\$150,001 - \$200,000	<div style="width: 30.43%;"></div> 7	30.43%	100.00%	0.00%	100.00%	101.18%	97.12%
\$200,001 - \$275,000	<div style="width: 13.04%;"></div> 3	13.04%	100.00%	0.00%	100.00%	0.00%	0.00%
\$275,001 and up	<div style="width: 13.04%;"></div> 3	13.04%	94.99%	86.18%	97.47%	94.99%	0.00%
Median Sold/List Ratio		98.18%		91.28%	100.00%	99.44%	97.12%
Total Closed Units		23	100%	4	15	3	1
Total Closed Volume		3,941,600		509.00K	2.59M	677.30K	165.00K

# January 2020



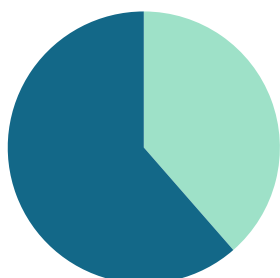
Area Delimited by County Of Bryan - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

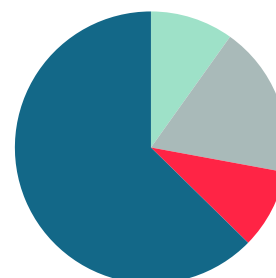


**Inventory**  
 New Listings  
**81 = 38.57%**  
 Start Inventory  
**129**  
 Total Inventory Units  
**210**  
 Volume  
**\$58,301,360**

### Market Activity

Closed Sales  
**23 = 9.87%**  
 Pending Sales  
**42 = 18.03%**  
 Other Off Market  
**22 = 9.44%**  
 Active Inventory  
**146 = 62.66%**

### MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	33	23	-30.30%	33	23	-30.30%
Pending Sales	29	42	44.83%	29	42	44.83%
New Listings	46	81	76.09%	46	81	76.09%
Median List Price	177,400	169,300	-4.57%	177,400	169,300	-4.57%
Median Sale Price	173,000	165,000	-4.62%	173,000	165,000	-4.62%
Median Percent of Selling Price to List Price	97.52%	98.18%	0.68%	97.52%	98.18%	0.68%
Median Days on Market to Sale	39.00	20.00	-48.72%	39.00	20.00	-48.72%
Monthly Inventory	113	146	29.20%	113	146	29.20%
Months Supply of Inventory	2.81	3.88	37.78%	2.81	3.88	37.78%

**Absorption:** Last 12 months, an Average of **38** Sales/Month

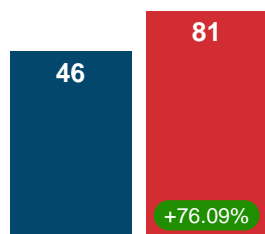
**Inventory** on January 31, 2020 = **146**

**2019** **2020**

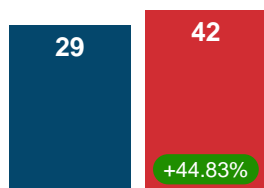
### JANUARY MARKET

### MEDIAN PRICES

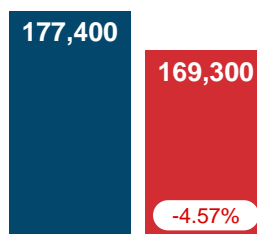
#### New Listings



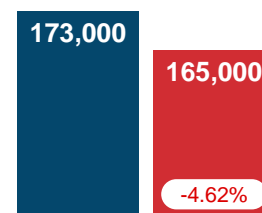
#### Pending Listings



#### List Price



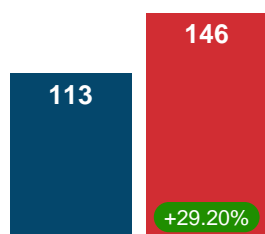
#### Sale Price



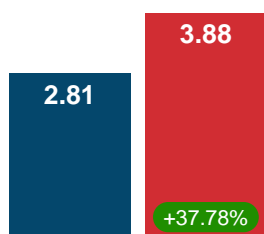
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

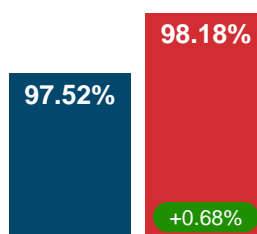
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

