

# March 2020



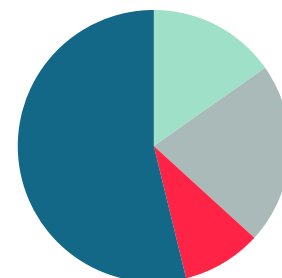
Area Delimited by County Of Bryan - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	March 2020	+/-%
Closed Listings	24	34	41.67%
Pending Listings	38	48	26.32%
New Listings	56	50	-10.71%
Median List Price	126,000	176,500	40.08%
Median Sale Price	123,500	171,500	38.87%
Median Percent of Selling Price to List Price	97.82%	95.63%	-2.24%
Median Days on Market to Sale	34.50	29.00	-15.94%
End of Month Inventory	128	120	-6.25%
Months Supply of Inventory	3.34	2.99	-10.34%



■ Closed (15.25%)  
■ Pending (21.52%)  
■ Other OffMarket (9.42%)  
■ Active (53.81%)

**Absorption:** Last 12 months, an Average of **40** Sales/Month  
**Active Inventory** as of March 31, 2020 = **120**

### Analysis Wrap-Up

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

The total housing inventory at the end of March 2020 decreased **6.25%** to 120 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 **2.99** 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 **38.87%** in March 2020 to \$171,500 versus the previous year at \$123,500.

#### Median Days on Market Shortens

The median number of **29.00** days that homes spent on the market before selling decreased by 5.50 days or **15.94%** in March 2020 compared to last year's same month at **34.50** DOM.

#### Sales Success for March 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 50 New Listings in March 2020, down **10.71%** from last year at 56. Furthermore, there were 34 Closed Listings this month versus last year at 24, a **41.67%** increase.

Closed versus Listed trends yielded a **68.0%** ratio, up from previous year's, March 2019, at **42.9%**, a **58.67%** 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

# March 2020



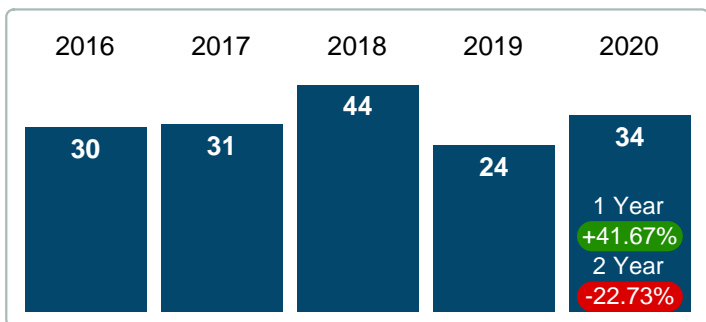
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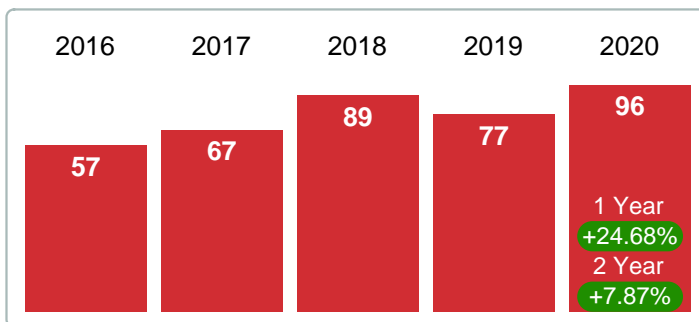
## CLOSED LISTINGS

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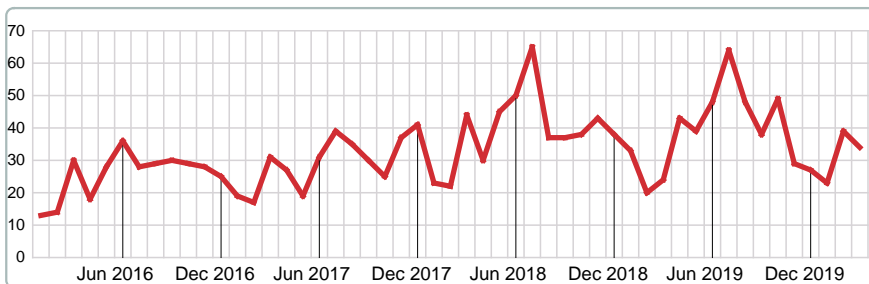
### MARCH



### YEAR TO DATE (YTD)

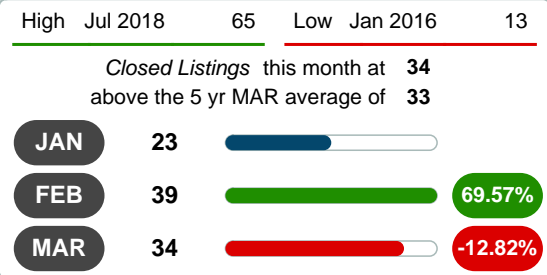


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR 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
\$75,000 and less	4	11.76%	81.5	1	3	0	0
\$75,001 - \$100,000	3	8.82%	31.0	1	2	0	0
\$100,001 - \$125,000	3	8.82%	28.0	0	2	1	0
\$125,001 - \$175,000	11	32.35%	27.0	1	6	4	0
\$175,001 - \$225,000	5	14.71%	30.0	1	3	1	0
\$225,001 - \$325,000	3	8.82%	2.0	0	1	2	0
\$325,001 and up	5	14.71%	11.0	0	2	3	0
<b>Total Closed Units</b>	<b>34</b>			<b>4</b>	<b>19</b>	<b>11</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>6,875,200</b>	<b>100%</b>	<b>29.0</b>	<b>549.40K</b>	<b>3.50M</b>	<b>2.83M</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$171,500</b>			<b>\$126,250</b>	<b>\$149,900</b>	<b>\$190,000</b>	<b>\$0</b>

# March 2020



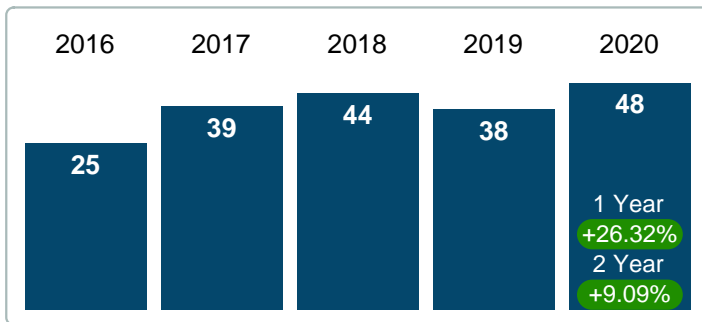
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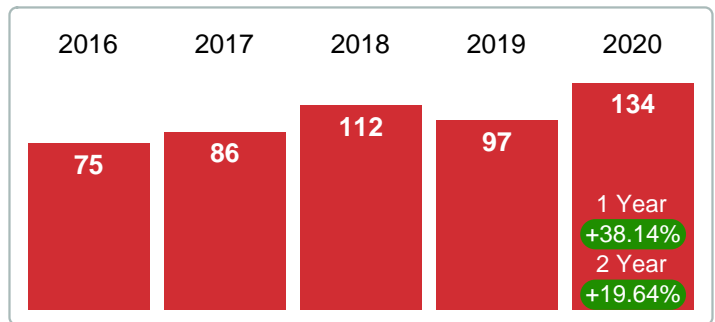
## PENDING LISTINGS

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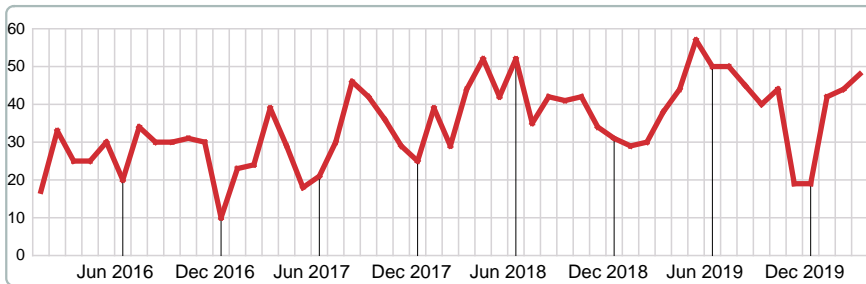
### MARCH



### YEAR TO DATE (YTD)

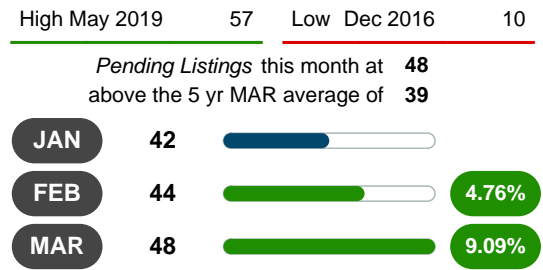


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 39



### 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	2	4.17%	29.5	0	2	0	0
\$75,001 - \$100,000	8	16.67%	10.5	2	6	0	0
\$100,001 - \$125,000	2	4.17%	11.5	0	2	0	0
\$125,001 - \$175,000	16	33.33%	25.5	1	13	2	0
\$175,001 - \$200,000	7	14.58%	4.0	0	7	0	0
\$200,001 - \$300,000	8	16.67%	4.5	0	6	2	0
\$300,001 and up	5	10.42%	21.0	0	2	2	1
<b>Total Pending Units</b>	<b>48</b>			<b>3</b>	<b>38</b>	<b>6</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>8,385,100</b>	<b>100%</b>	<b>12.0</b>	<b>319.50K</b>	<b>6.12M</b>	<b>1.51M</b>	<b>439.00K</b>
<b>Median Listing Price</b>	<b>\$164,000</b>			<b>\$92,000</b>	<b>\$158,950</b>	<b>\$232,500</b>	<b>\$439,000</b>

# March 2020



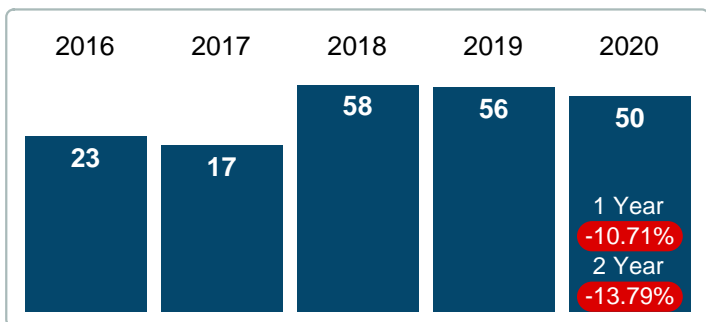
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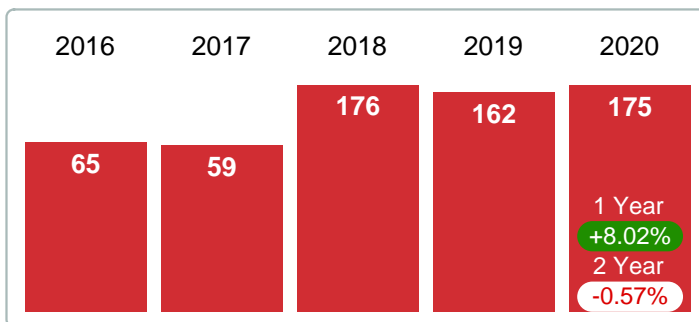
## NEW LISTINGS

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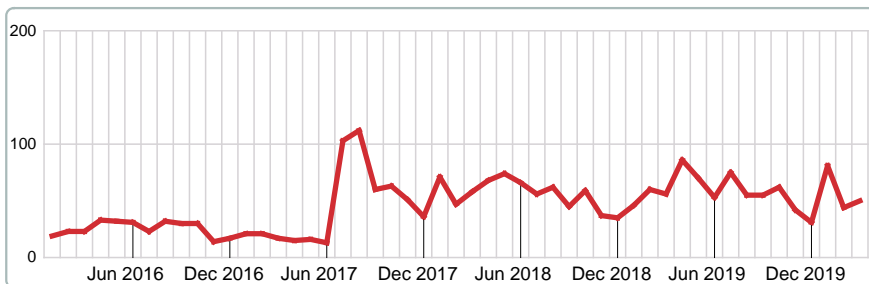
### MARCH



### YEAR TO DATE (YTD)

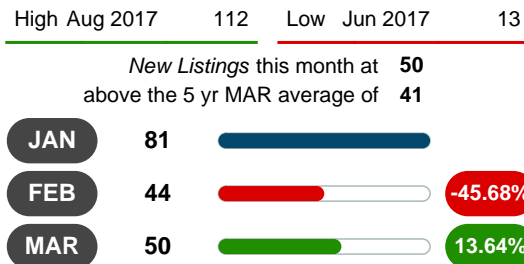


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 41



### 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	6	12.00%	0	6	0	0
\$75,001 - \$75,000	0	0.00%	0	0	0	0
\$75,001 - \$150,000	9	18.00%	3	5	1	0
\$150,001 - \$200,000	13	26.00%	0	10	3	0
\$200,001 - \$250,000	10	20.00%	1	3	6	0
\$250,001 - \$400,000	7	14.00%	0	4	3	0
\$400,001 and up	5	10.00%	0	1	2	2
<b>Total New Listed Units</b>	<b>50</b>		<b>4</b>	<b>29</b>	<b>15</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>11,169,019</b>	<b>100%</b>	<b>479.00K</b>	<b>5.53M</b>	<b>4.11M</b>	<b>1.05M</b>
<b>Median New Listed Listing Price</b>	<b>\$187,400</b>		<b>\$94,750</b>	<b>\$169,050</b>	<b>\$230,000</b>	<b>\$527,000</b>

# March 2020



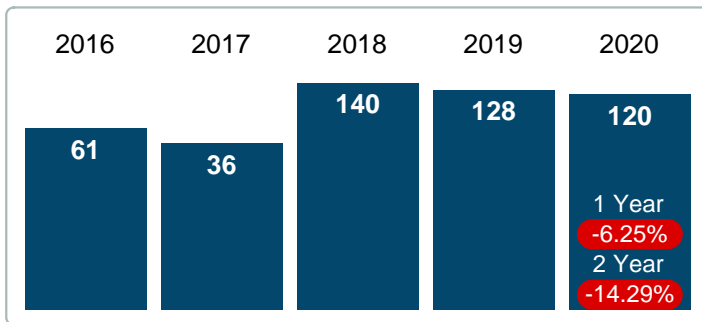
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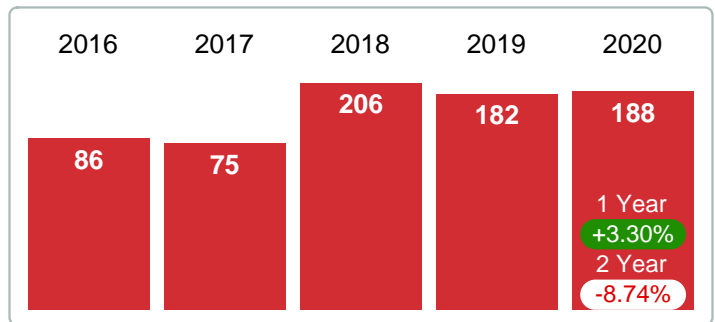
## ACTIVE INVENTORY

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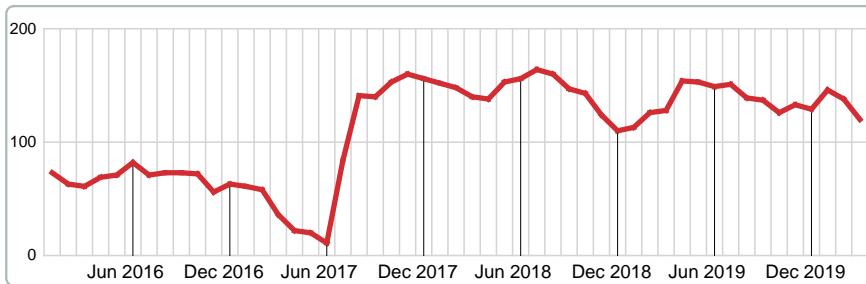
### END OF MARCH



### ACTIVE DURING MARCH

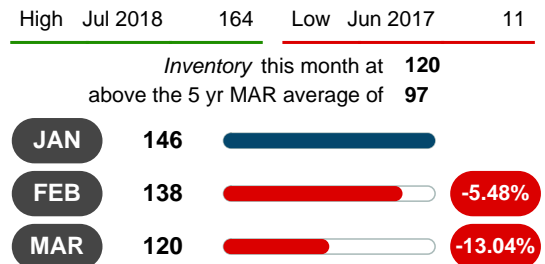


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 97



### 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	13	10.83%	43.0	2	10	0	1
\$75,001 - \$150,000	15	12.50%	63.0	4	9	2	0
\$150,001 - \$200,000	16	13.33%	94.0	0	13	3	0
\$200,001 - \$275,000	28	23.33%	65.0	2	14	10	2
\$275,001 - \$400,000	21	17.50%	65.0	1	9	10	1
\$400,001 - \$525,000	15	12.50%	89.0	0	2	5	8
\$525,001 and up	12	10.00%	79.0	0	2	7	3
<b>Total Active Inventory by Units</b>	<b>120</b>			<b>9</b>	<b>59</b>	<b>37</b>	<b>15</b>
<b>Total Active Inventory by Volume</b>	<b>35,352,569</b>	<b>100%</b>	<b>65.0</b>	<b>1.29M</b>	<b>12.75M</b>	<b>13.17M</b>	<b>8.14M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$243,700</b>			<b>\$97,500</b>	<b>\$195,900</b>	<b>\$295,000</b>	<b>\$455,000</b>

# March 2020



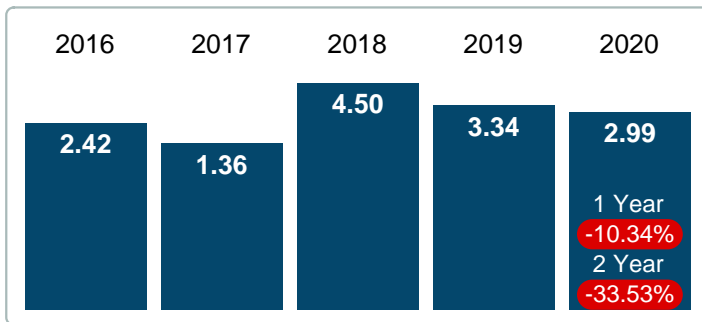
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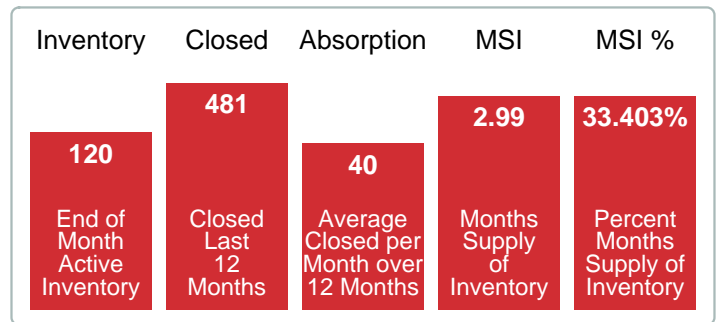
## MONTHS SUPPLY of INVENTORY (MSI)

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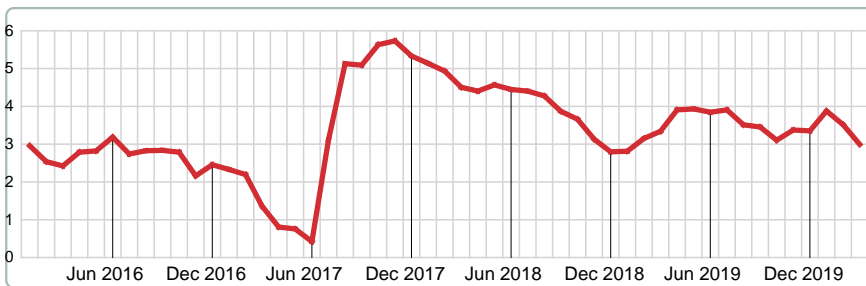
### MSI FOR MARCH



### INDICATORS FOR MARCH 2020

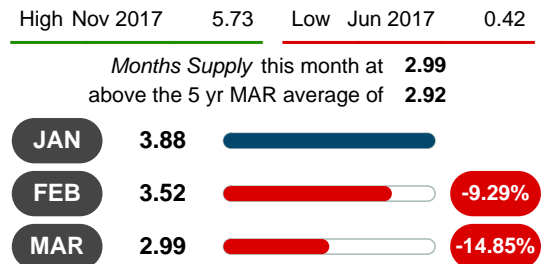


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 2.92



### 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	10.83%	3.12	1.20	4.62	0.00	12.00
\$75,001 - \$150,000	15	12.50%	1.23	2.53	1.03	1.26	0.00
\$150,001 - \$200,000	16	13.33%	1.43	0.00	1.47	1.57	0.00
\$200,001 - \$275,000	28	23.33%	3.65	6.00	2.71	4.80	24.00
\$275,001 - \$400,000	21	17.50%	6.15	12.00	5.68	8.00	2.00
\$400,001 - \$525,000	15	12.50%	20.00	0.00	12.00	12.00	48.00
\$525,001 and up	12	10.00%	16.00	0.00	8.00	21.00	18.00
Market Supply of Inventory (MSI)			2.99	2.30	2.19	4.72	10.59
Total Active Inventory by Units		100%	2.99	9	59	37	15

# March 2020



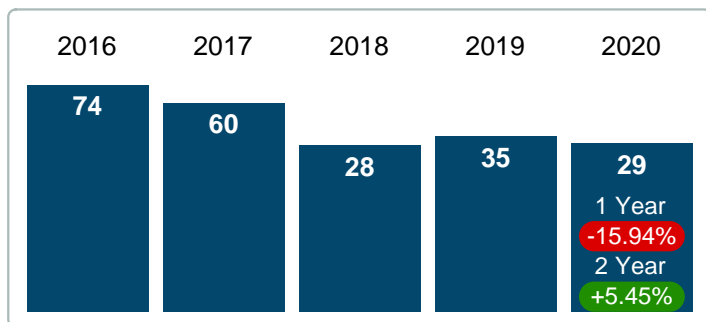
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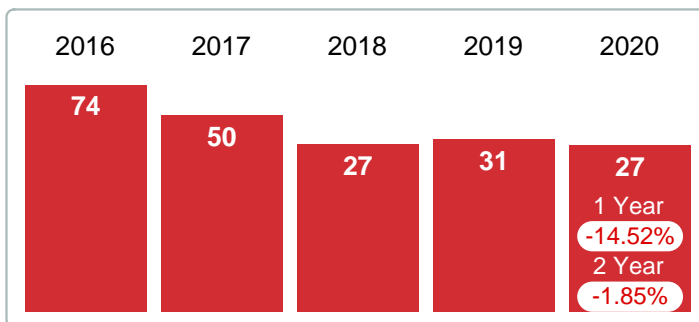
## MEDIAN DAYS ON MARKET TO SALE

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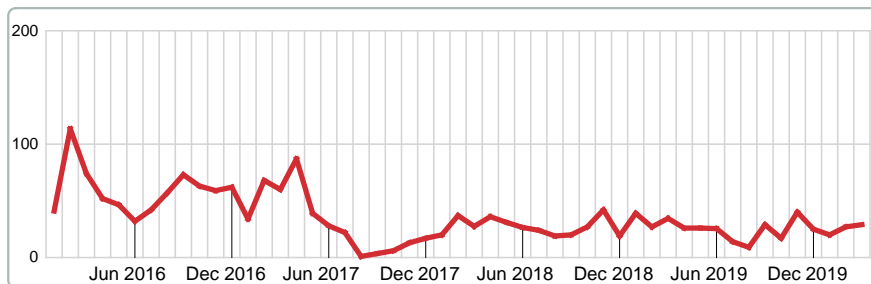
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 45

High Feb 2016 114 Low Aug 2017 1

Median Days on Market to Sale this month at 29 below the 5 yr MAR average of 45



### 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	11.76%	82	53	110	0	0
\$75,001 - \$100,000	8.82%	31	31	55	0	0
\$100,001 - \$125,000	8.82%	28	0	62	28	0
\$125,001 - \$175,000	32.35%	27	46	47	5	0
\$175,001 - \$225,000	14.71%	30	30	3	36	0
\$225,001 - \$325,000	8.82%	2	0	2	61	0
\$325,001 and up	14.71%	11	0	17	11	0
Median Closed DOM		29	39	27	11	0
Total Closed Units	100%	29.0	4	19	11	
Total Closed Volume		6,875,200	549.40K	3.50M	2.83M	0.00B

# March 2020



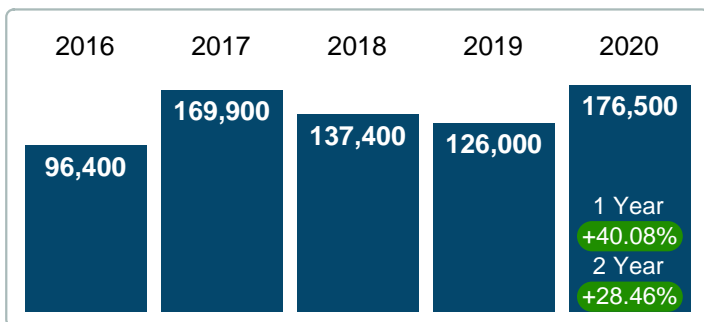
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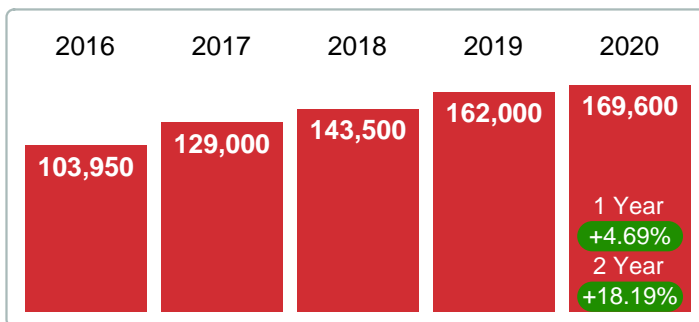
## MEDIAN LIST PRICE AT CLOSING

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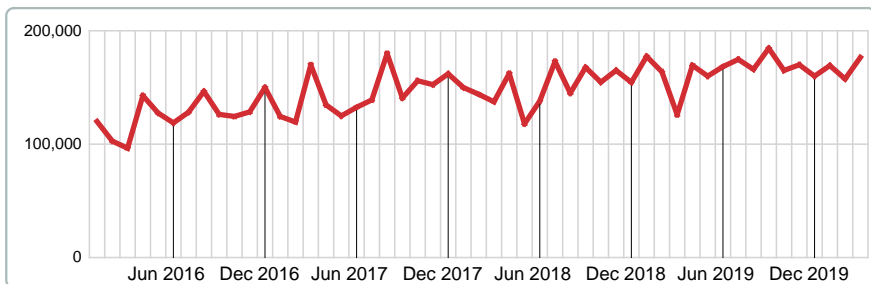
### MARCH



### YEAR TO DATE (YTD)

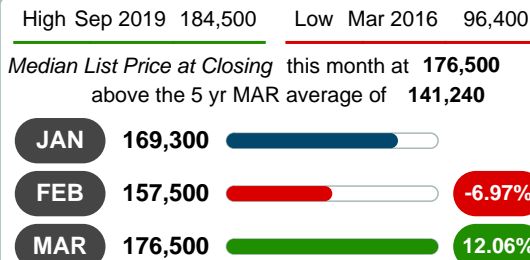


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 141,240



### 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	2	5.88%	59,450	0	59,450	0	0
\$75,001 - \$100,000	3	8.82%	85,000	85,250	79,000	0	0
\$100,001 - \$125,000	5	14.71%	109,000	0	107,000	112,900	0
\$125,001 - \$175,000	7	20.59%	160,000	0	149,900	170,750	0
\$175,001 - \$225,000	9	26.47%	194,000	207,400	192,450	194,000	0
\$225,001 - \$325,000	3	8.82%	249,900	0	235,000	287,450	0
\$325,001 and up	5	14.71%	335,000	0	592,500	330,000	0
Median List Price			176,500	137,700	157,000	194,000	0
Total Closed Units		100%	176,500	4	19	11	
Total Closed Volume			7,144,400	585.30K	3.66M	2.90M	0.00B



# March 2020



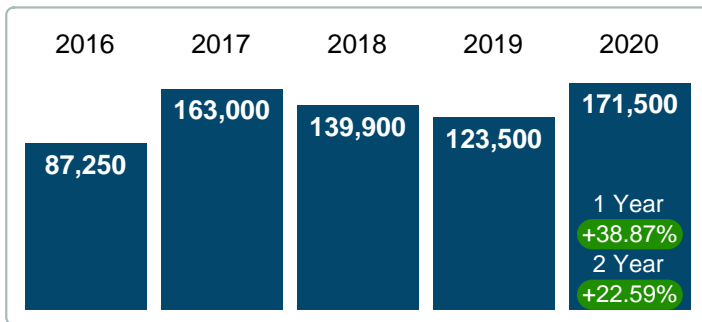
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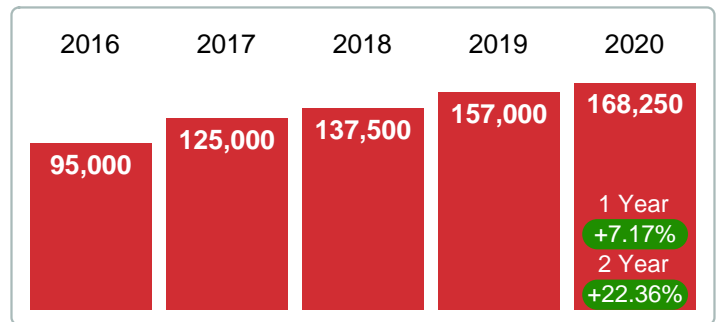
## MEDIAN SOLD PRICE AT CLOSING

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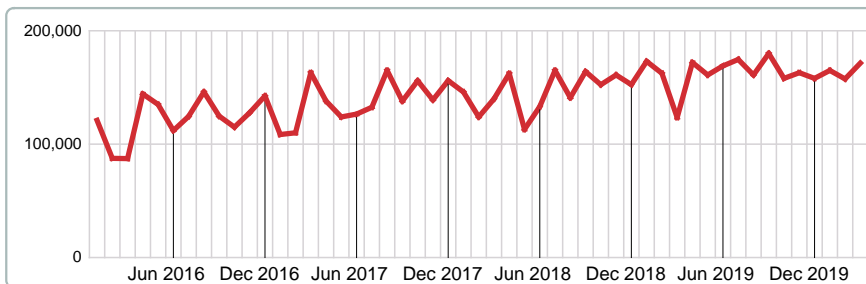
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

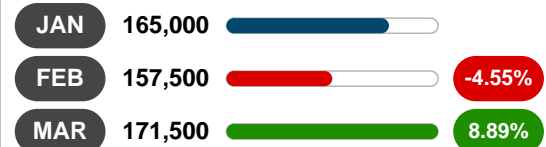


### 3 MONTHS

5 year MAR AVG = 137,030

High Sep 2019 180,000 Low Mar 2016 87,250

Median Sold Price at Closing this month at 171,500 above the 5 yr MAR average of 137,030



### 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	11.76%	67,500	72,000	63,000	0	0
\$75,001 - \$100,000	8.82%	97,500	77,500	98,500	0	0
\$100,001 - \$125,000	8.82%	104,000	0	103,000	111,000	0
\$125,001 - \$175,000	32.35%	169,000	175,000	159,950	168,250	0
\$175,001 - \$225,000	14.71%	201,000	224,900	201,000	190,000	0
\$225,001 - \$325,000	8.82%	249,900	0	235,000	282,450	0
\$325,001 and up	14.71%	335,000	0	567,500	330,000	0
<b>Median Sold Price</b>		<b>171,500</b>	<b>126,250</b>	<b>149,900</b>	<b>190,000</b>	<b>0</b>
<b>Total Closed Units</b>		<b>34</b>	<b>4</b>	<b>19</b>	<b>11</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>6,875,200</b>	<b>549.40K</b>	<b>3.50M</b>	<b>2.83M</b>	<b>0.00B</b>

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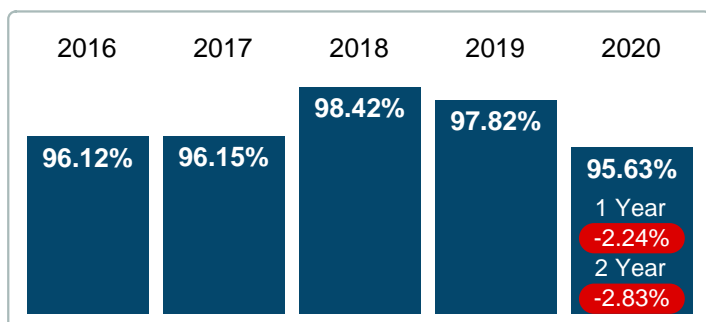
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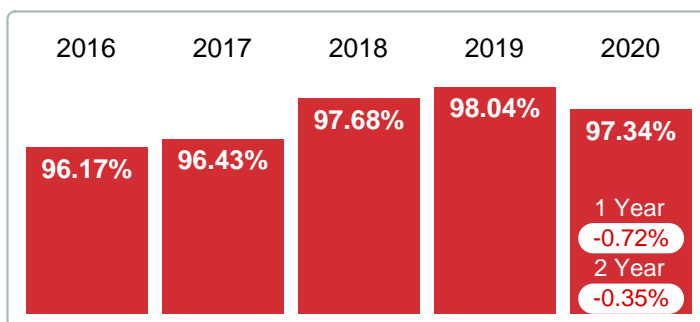
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

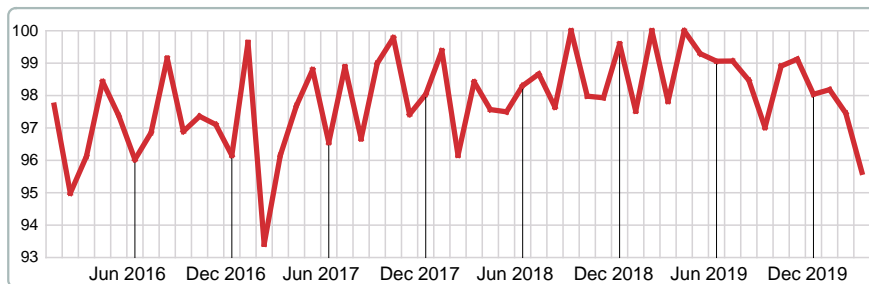
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

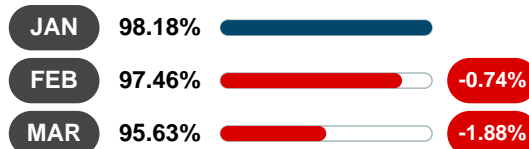


### 3 MONTHS

5 year MAR AVG = 96.83%

High Apr 2019 100.00% Low Feb 2017 93.41%

Median Sold/List Ratio this month at **95.63%**  
below the 5 yr MAR average of **96.83%**



## 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	4	11.76%	88.01%	84.71%	91.30%	0.00%	0.00%
\$75,001 - \$100,000	3	8.82%	92.95%	90.64%	93.85%	0.00%	0.00%
\$100,001 - \$125,000	3	8.82%	93.58%	0.00%	90.49%	98.32%	0.00%
\$125,001 - \$175,000	11	32.35%	94.71%	92.15%	94.65%	98.12%	0.00%
\$175,001 - \$225,000	5	14.71%	98.30%	100.00%	98.30%	97.94%	0.00%
\$225,001 - \$325,000	3	8.82%	100.00%	0.00%	100.00%	98.46%	0.00%
\$325,001 and up	5	14.71%	100.00%	0.00%	97.06%	100.00%	0.00%
Median Sold/List Ratio		95.63%		91.40%	94.71%	98.32%	0.00%
Total Closed Units		34	100%	4	19	11	
Total Closed Volume		6,875,200		549.40K	3.50M	2.83M	0.00B

# March 2020



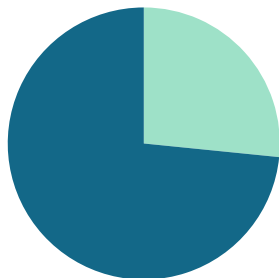
Area Delimited by County Of Bryan - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY



**Inventory**  
 New Listings  
**50 = 26.60%**  
 Start Inventory  
**138**  
 Total Inventory Units  
**188**  
 Volume  
**\$49,466,679**

### Market Activity

Closed Sales  
**34 = 15.25%**  
 Pending Sales  
**48 = 21.52%**  
 Other Off Market  
**21 = 9.42%**  
 Active Inventory  
**120 = 53.81%**

### MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	24	34	41.67%	77	96	24.68%
Pending Sales	38	48	26.32%	97	134	38.14%
New Listings	56	50	-10.71%	162	175	8.02%
Median List Price	126,000	176,500	40.08%	162,000	169,600	4.69%
Median Sale Price	123,500	171,500	38.87%	157,000	168,250	7.17%
Median Percent of Selling Price to List Price	97.82%	95.63%	-2.24%	98.04%	97.34%	-0.72%
Median Days on Market to Sale	34.50	29.00	-15.94%	31.00	26.50	-14.52%
Monthly Inventory	128	120	-6.25%	128	120	-6.25%
Months Supply of Inventory	3.34	2.99	-10.34%	3.34	2.99	-10.34%

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

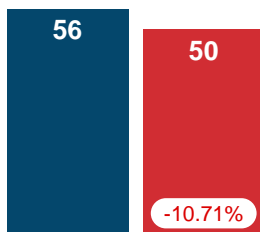
**Inventory** on March 31, 2020 = **120**

**2019** **2020**

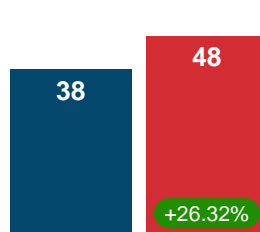
### MARCH MARKET

### MEDIAN PRICES

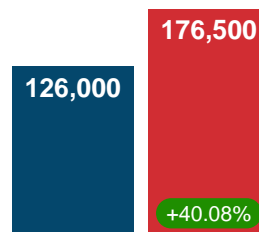
#### New Listings



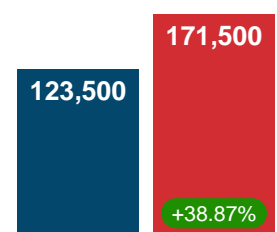
#### Pending Listings



#### List Price



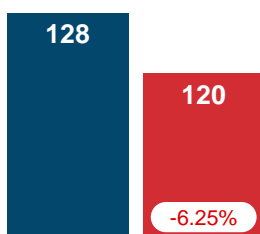
#### Sale Price



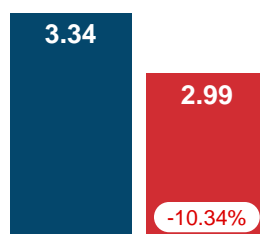
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

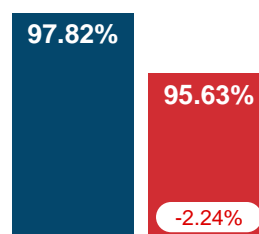
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

