

# November 2020



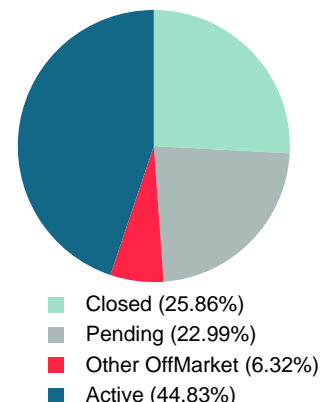
Area Delimited by County Of Bryan - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2019	2020	+/-%
Closed Listings	29	45	55.17%
Pending Listings	19	40	110.53%
New Listings	42	57	35.71%
Average List Price	202,444	184,705	-8.76%
Average Sale Price	195,278	179,737	-7.96%
Average Percent of Selling Price to List Price	96.70%	97.43%	0.75%
Average Days on Market to Sale	58.97	28.13	-52.29%
End of Month Inventory	133	78	-41.35%
Months Supply of Inventory	3.37	1.95	-42.21%



**Absorption:** Last 12 months, an Average of **40** Sales/Month  
**Active Inventory** as of November 30, 2020 = **78**

### Analysis Wrap-Up

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

The total housing inventory at the end of November 2020 decreased **41.35%** to 78 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 **1.95** MSI for this period.

#### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **7.96%** in November 2020 to \$179,737 versus the previous year at \$195,278.

#### Average Days on Market Shortens

The average number of **28.13** days that homes spent on the market before selling decreased by 30.83 days or **52.29%** in November 2020 compared to last year's same month at **58.97** DOM.

#### Sales Success for November 2020 is Positive

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

There were 57 New Listings in November 2020, up **35.71%** from last year at 42. Furthermore, there were 45 Closed Listings this month versus last year at 29, a **55.17%** increase.

Closed versus Listed trends yielded a **78.9%** ratio, up from previous year's, November 2019, at **69.0%**, a **14.34%** upswing. This will certainly create pressure on a decreasing Month's 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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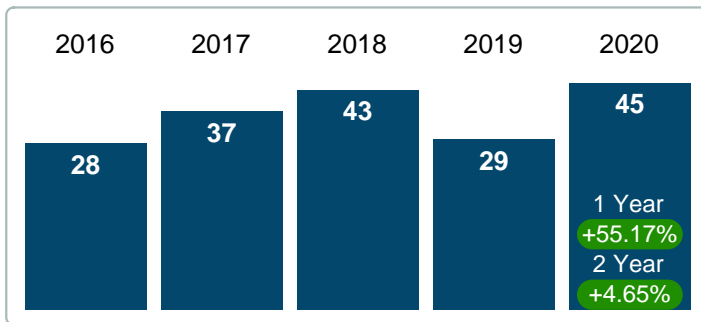
Area Delimited by County Of Bryan - Residential Property Type



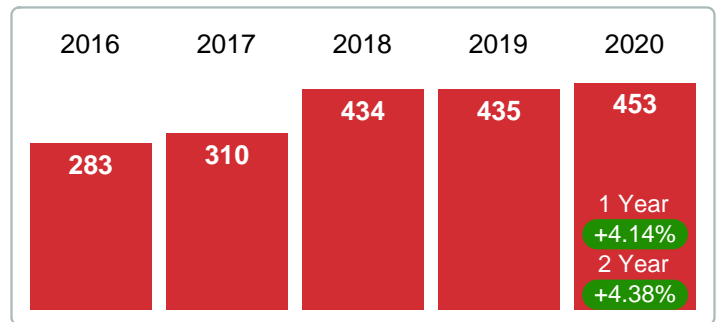
## CLOSED LISTINGS

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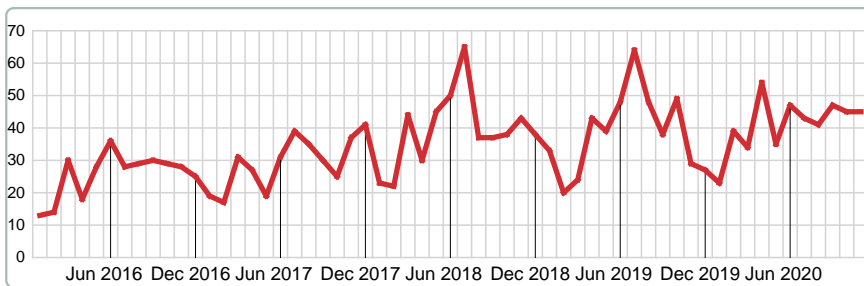
### NOVEMBER



### YEAR TO DATE (YTD)

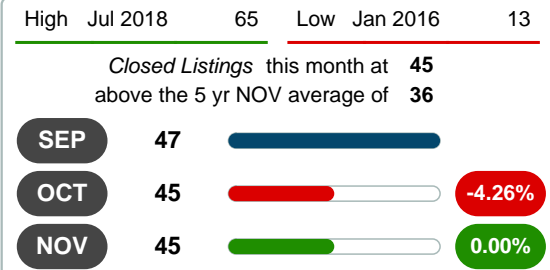


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 36



### 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	2	4.44%	54.0	0	2	0	0
\$75,001 - \$125,000	3	6.67%	41.3	0	2	1	0
\$125,001 - \$150,000	10	22.22%	13.1	1	7	2	0
\$150,001 - \$175,000	12	26.67%	20.8	0	11	0	1
\$175,001 - \$200,000	4	8.89%	22.0	0	4	0	0
\$200,001 - \$250,000	9	20.00%	41.7	0	6	3	0
\$250,001 and up	5	11.11%	38.2	0	2	1	2
<b>Total Closed Units</b>	<b>45</b>			<b>1</b>	<b>34</b>	<b>7</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>8,088,167</b>	<b>100%</b>	<b>28.1</b>	<b>149.90K</b>	<b>5.85M</b>	<b>1.30M</b>	<b>785.90K</b>
<b>Average Closed Price</b>	<b>\$179,737</b>			<b>\$149,900</b>	<b>\$171,993</b>	<b>\$186,371</b>	<b>\$261,967</b>

# November 2020



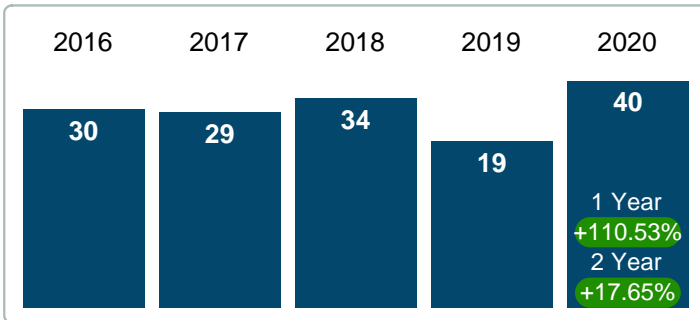
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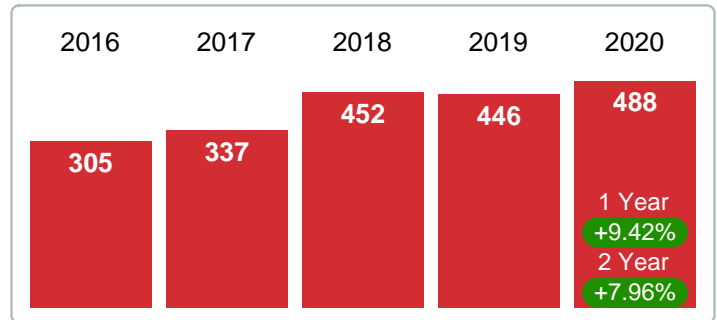
## PENDING LISTINGS

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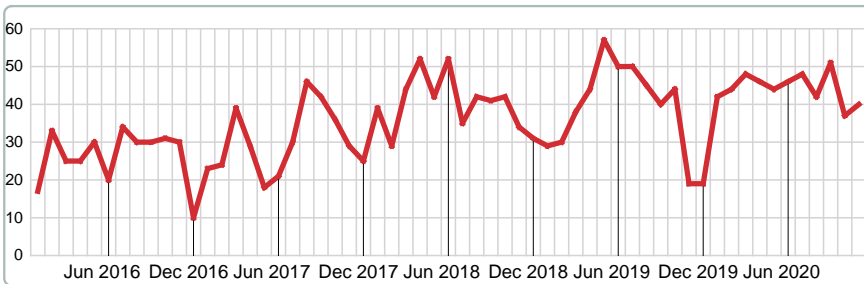
### NOVEMBER



### YEAR TO DATE (YTD)

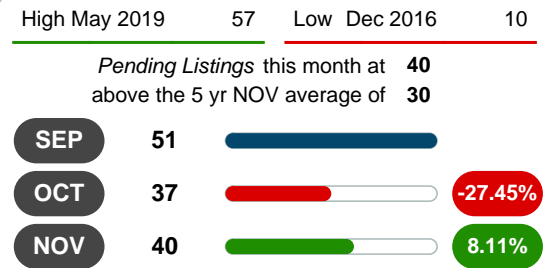


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 30



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	4	10.00%	78.3	0	2	2	0
\$100,001 - \$125,000	2	5.00%	36.0	0	2	0	0
\$125,001 - \$150,000	5	12.50%	15.4	0	4	1	0
\$150,001 - \$200,000	14	35.00%	3.4	0	13	1	0
\$200,001 - \$225,000	5	12.50%	16.0	0	4	1	0
\$225,001 - \$300,000	6	15.00%	53.7	0	4	1	1
\$300,001 and up	4	10.00%	125.3	0	2	2	0
<b>Total Pending Units</b>	<b>40</b>			<b>0</b>	<b>31</b>	<b>8</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>7,967,005</b>	<b>100%</b>	<b>35.3</b>	<b>0.00B</b>	<b>5.64M</b>	<b>2.03M</b>	<b>289.00K</b>
<b>Average Listing Price</b>	<b>\$199,175</b>			<b>\$0</b>	<b>\$182,068</b>	<b>\$254,238</b>	<b>\$289,000</b>

# November 2020



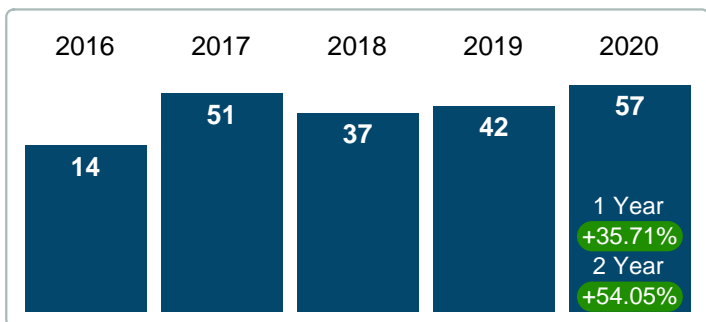
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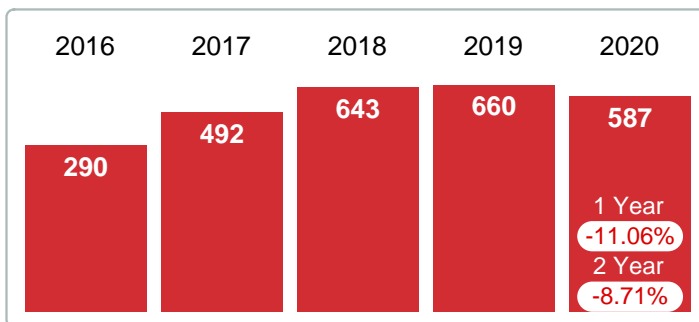
## NEW LISTINGS

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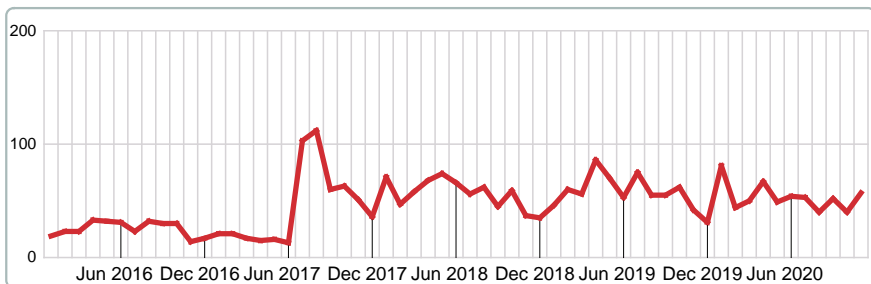
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 40

High Aug 2017 112 Low Jun 2017 13

New Listings this month at 57  
above the 5 yr NOV average of 40



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	5	8.77%	2	2	1	0
\$100,001 - \$125,000	3	5.26%	0	2	0	1
\$125,001 - \$150,000	7	12.28%	1	6	0	0
\$150,001 - \$200,000	20	35.09%	1	19	0	0
\$200,001 - \$225,000	3	5.26%	0	2	1	0
\$225,001 - \$375,000	13	22.81%	2	8	3	0
\$375,001 and up	6	10.53%	0	1	2	3
<b>Total New Listed Units</b>	<b>57</b>		<b>6</b>	<b>40</b>	<b>7</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>12,727,955</b>	<b>100%</b>	<b>986.50K</b>	<b>7.39M</b>	<b>1.91M</b>	<b>2.44M</b>
<b>Average New Listed Listing Price</b>	<b>\$209,949</b>		<b>\$164,417</b>	<b>\$184,791</b>	<b>\$272,971</b>	<b>\$609,750</b>

# November 2020



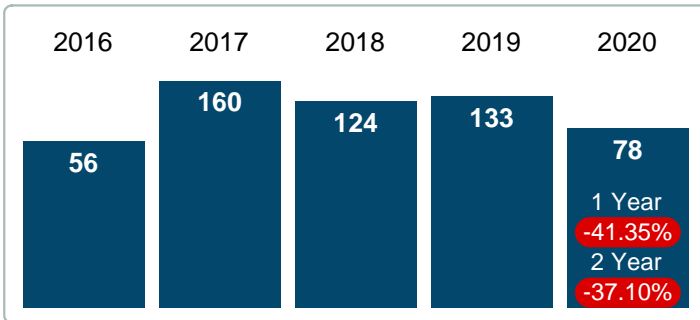
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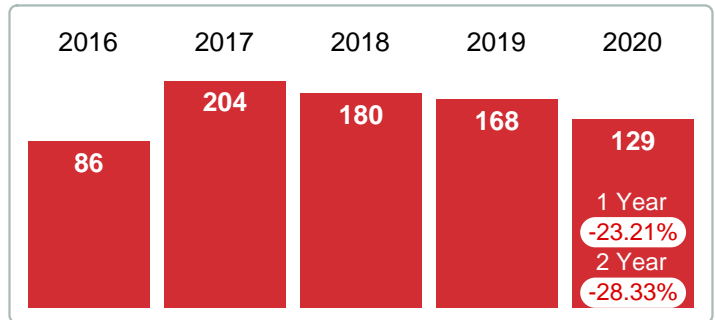
## ACTIVE INVENTORY

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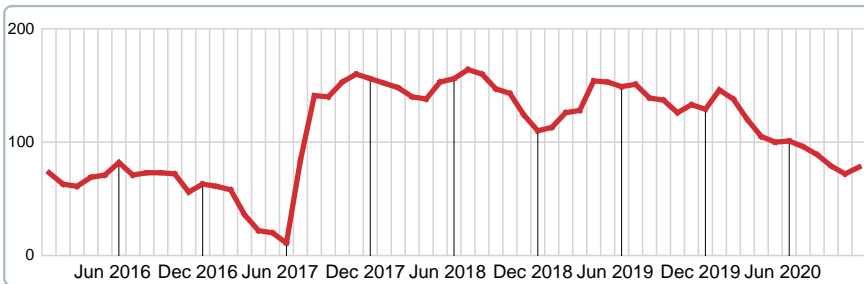
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

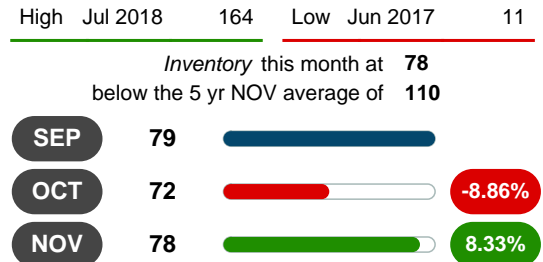


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 110



### 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	5	6.41%	97.6	3	2	0	0
\$75,001 - \$125,000	9	11.54%	62.8	3	5	0	1
\$125,001 - \$175,000	12	15.38%	53.4	1	9	2	0
\$175,001 - \$250,000	24	30.77%	63.9	1	17	6	0
\$250,001 - \$350,000	8	10.26%	52.9	1	2	5	0
\$350,001 - \$625,000	12	15.38%	99.0	0	4	4	4
\$625,001 and up	8	10.26%	98.0	0	0	3	5
<b>Total Active Inventory by Units</b>	<b>78</b>			<b>9</b>	<b>39</b>	<b>20</b>	<b>10</b>
<b>Total Active Inventory by Volume</b>	<b>27,472,250</b>	<b>100%</b>	<b>72.1</b>	<b>1.19M</b>	<b>7.89M</b>	<b>10.60M</b>	<b>7.80M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$352,208</b>			<b>\$132,033</b>	<b>\$202,378</b>	<b>\$529,760</b>	<b>\$779,600</b>

# November 2020



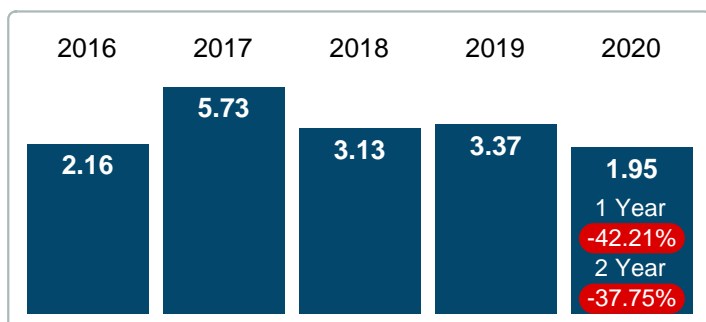
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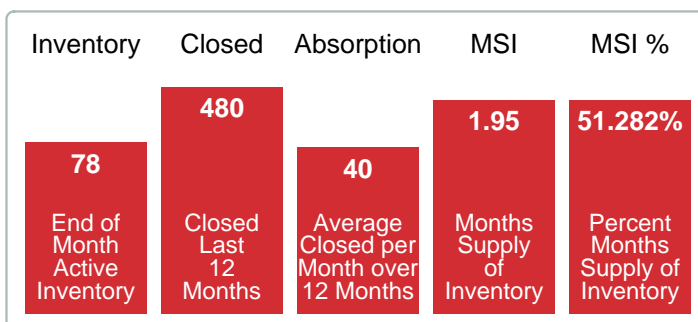
## MONTHS SUPPLY of INVENTORY (MSI)

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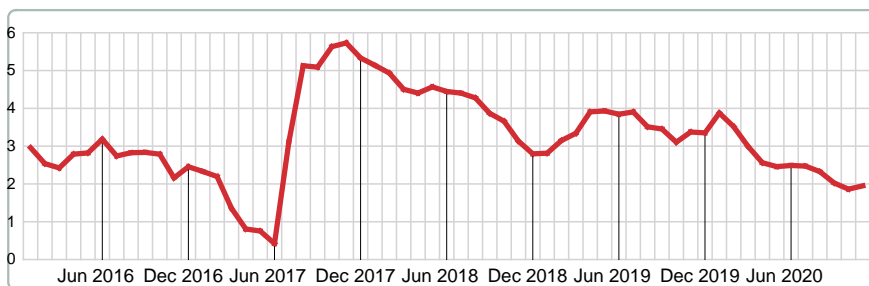
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2020

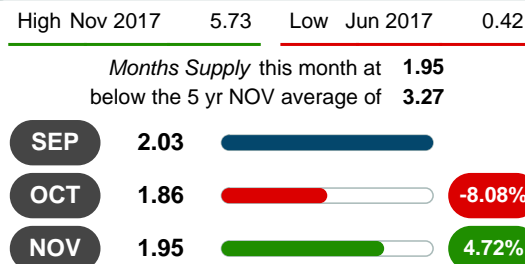


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 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	6.41%	1.58	3.27	0.96	0.00	0.00
\$75,001 - \$125,000	11.54%	1.15	1.57	1.00	0.00	12.00
\$125,001 - \$175,000	15.38%	1.07	1.09	1.10	1.14	0.00
\$175,001 - \$250,000	30.77%	2.20	4.00	2.10	2.40	0.00
\$250,001 - \$350,000	10.26%	2.09	6.00	1.04	4.00	0.00
\$350,001 - \$625,000	15.38%	4.97	0.00	4.80	4.00	6.86
\$625,001 and up	10.26%	12.00	0.00	0.00	12.00	20.00
Market Supply of Inventory (MSI)		1.95	2.16	1.49	2.58	5.45
Total Active Inventory by Units		78	9	39	20	10

# November 2020



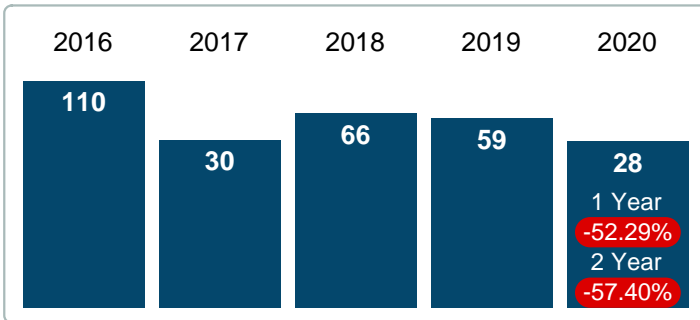
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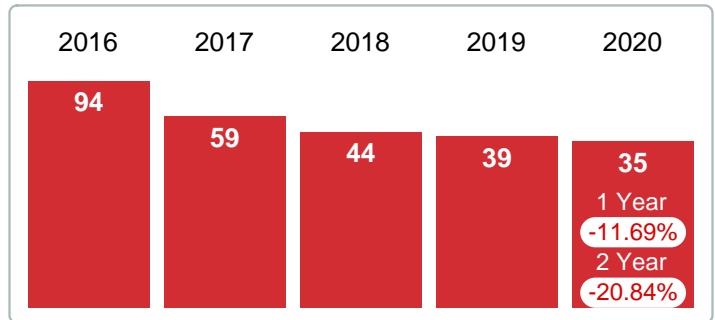
## AVERAGE DAYS ON MARKET TO SALE

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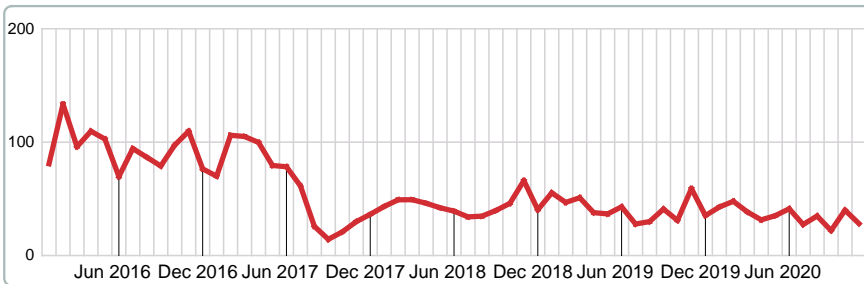
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

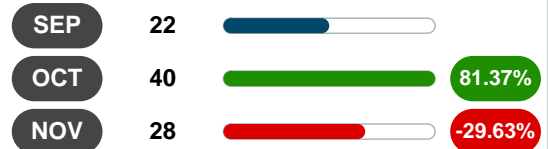


### 3 MONTHS

5 year NOV AVG = 59

High Feb 2016 134 Low Sep 2017 14

Average Days on Market to Sale this month at 28 below the 5 yr NOV average of 59



### 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	2	4.44%	54	0	54	0	0
\$75,001 - \$125,000	3	6.67%	41	0	61	2	0
\$125,001 - \$150,000	10	22.22%	13	41	11	7	0
\$150,001 - \$175,000	12	26.67%	21	0	12	0	117
\$175,001 - \$200,000	4	8.89%	22	0	22	0	0
\$200,001 - \$250,000	9	20.00%	42	0	54	17	0
\$250,001 and up	5	11.11%	38	0	35	3	59
Average Closed DOM	28			41	27	10	78
Total Closed Units	45	100%	28	1	34	7	3
Total Closed Volume	8,088,167			149.90K	5.85M	1.30M	785.90K

# November 2020



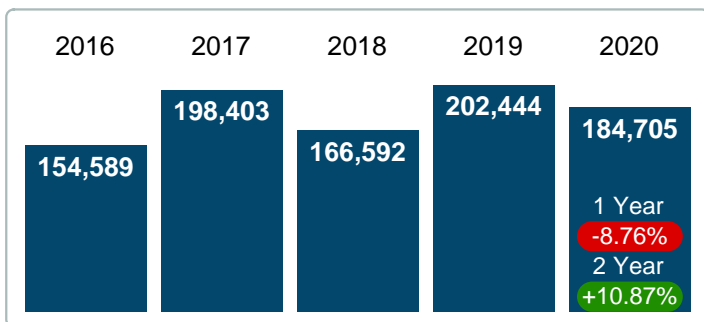
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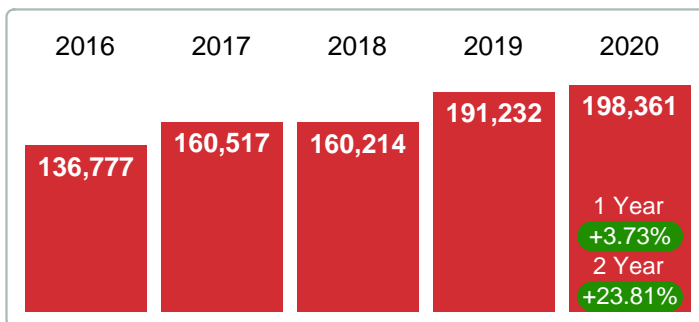
## AVERAGE LIST PRICE AT CLOSING

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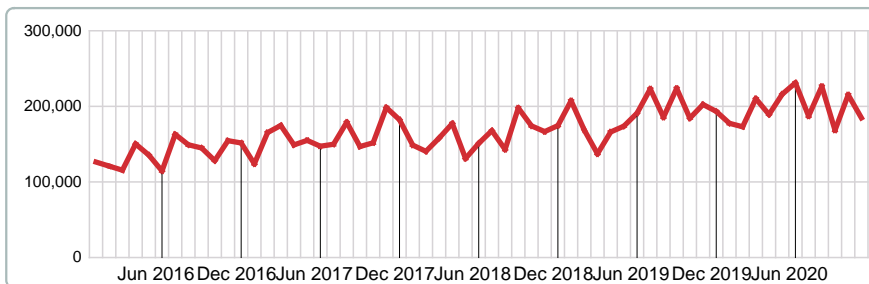
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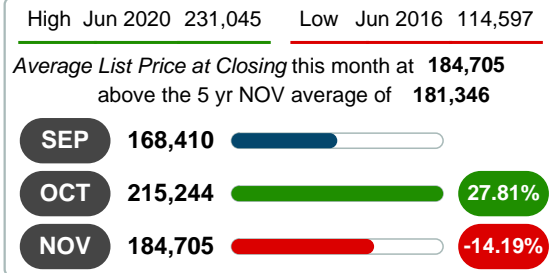


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 181,346



### 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	1	2.22%	69,900	0	73,075	0	0
\$75,001 - \$125,000	4	8.89%	89,038	0	94,450	91,000	0
\$125,001 - \$150,000	8	17.78%	142,975	149,900	148,971	140,000	0
\$150,001 - \$175,000	13	28.89%	164,752	0	164,807	0	175,500
\$175,001 - \$200,000	4	8.89%	182,919	0	194,044	0	0
\$200,001 - \$250,000	10	22.22%	231,640	0	232,333	234,133	0
\$250,001 and up	5	11.11%	310,400	0	319,000	280,000	317,000
<b>Average List Price</b>			<b>184,705</b>	<b>149,900</b>	<b>176,438</b>	<b>193,343</b>	<b>269,833</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>184,705</b>	<b>1</b>	<b>34</b>	<b>7</b>	<b>3</b>
<b>Total Closed Volume</b>			<b>8,311,705</b>	<b>149.90K</b>	<b>6.00M</b>	<b>1.35M</b>	<b>809.50K</b>



# November 2020



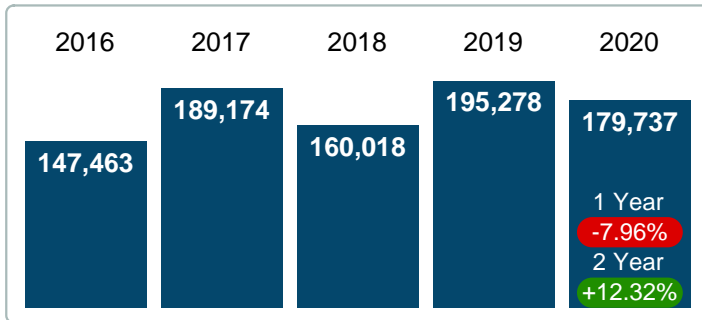
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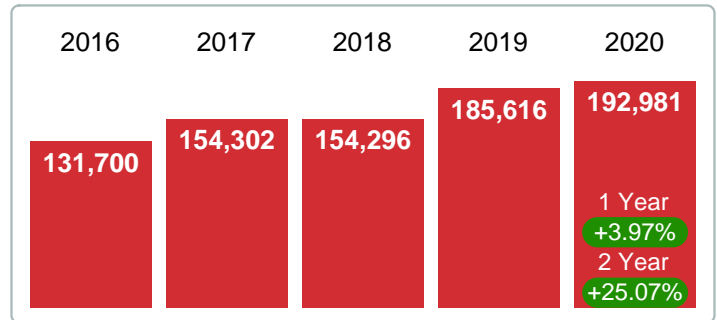
## AVERAGE SOLD PRICE AT CLOSING

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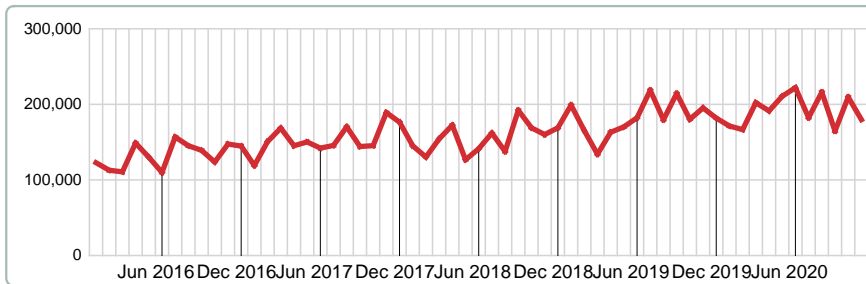
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

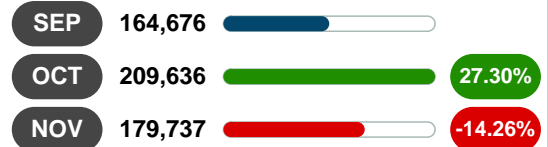


### 3 MONTHS

5 year NOV AVG = 174,334

High Jun 2020 222,057 Low Jun 2016 109,898

Average Sold Price at Closing this month at **179,737** above the 5 yr NOV average of **174,334**



### 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	2	4.44%	68,125	0	68,125	0	0
\$75,001 - \$125,000	3	6.67%	88,467	0	85,200	95,000	0
\$125,001 - \$150,000	10	22.22%	142,260	149,900	142,357	138,100	0
\$150,001 - \$175,000	12	26.67%	164,125	0	163,600	0	169,900
\$175,001 - \$200,000	4	8.89%	188,125	0	188,125	0	0
\$200,001 - \$250,000	9	20.00%	230,380	0	232,503	226,133	0
\$250,001 and up	5	11.11%	293,700	0	298,750	255,000	308,000
<b>Average Sold Price</b>			<b>179,737</b>	<b>149,900</b>	<b>171,993</b>	<b>186,371</b>	<b>261,967</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>179,737</b>	<b>1</b>	<b>34</b>	<b>7</b>	<b>3</b>
<b>Total Closed Volume</b>			<b>8,088,167</b>	<b>149.90K</b>	<b>5.85M</b>	<b>1.30M</b>	<b>785.90K</b>

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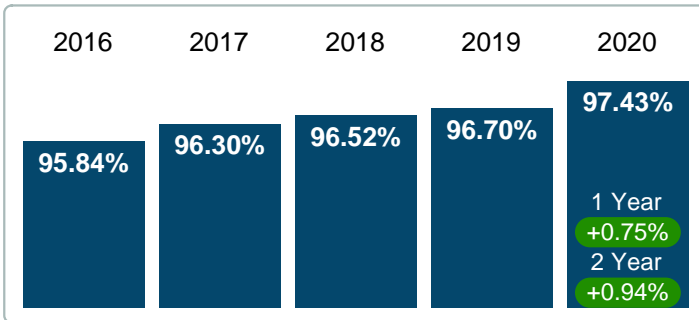
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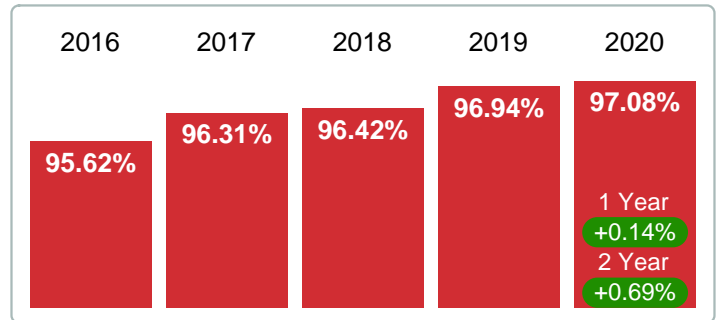
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

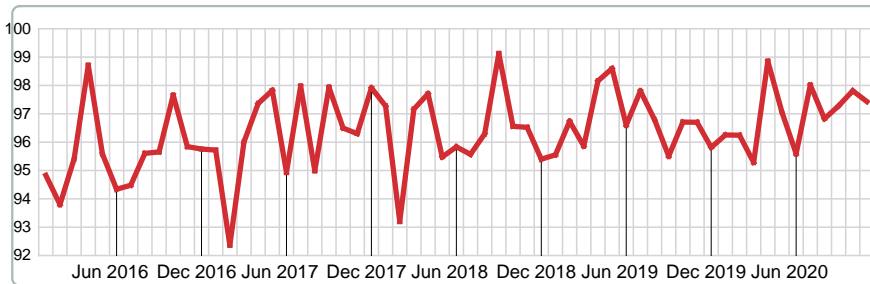
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

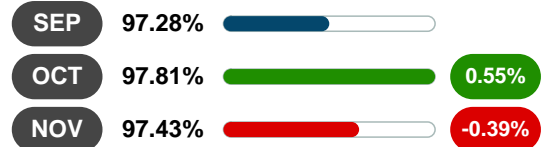


### 3 MONTHS

5 year NOV AVG = 96.56%

High Sep 2018 99.13% Low Feb 2017 92.37%

Average Sold/List Ratio this month at **97.43%**  
equal to 5 yr NOV average of **96.56%**



### 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	2	4.44%	93.10%	0.00%	93.10%	0.00%	0.00%
\$75,001 - \$125,000	3	6.67%	95.00%	0.00%	90.30%	104.40%	0.00%
\$125,001 - \$150,000	10	22.22%	96.98%	100.00%	96.06%	98.72%	0.00%
\$150,001 - \$175,000	12	26.67%	99.16%	0.00%	99.38%	0.00%	96.81%
\$175,001 - \$200,000	4	8.89%	97.60%	0.00%	97.60%	0.00%	0.00%
\$200,001 - \$250,000	9	20.00%	98.96%	0.00%	100.10%	96.66%	0.00%
\$250,001 and up	5	11.11%	94.46%	0.00%	93.90%	91.07%	96.72%
Average Sold/List Ratio			97.40%	100.00%	97.39%	97.56%	96.75%
Total Closed Units		100%	97.40%	1	34	7	3
Total Closed Volume				149.90K	5.85M	1.30M	785.90K



Area Delimited by County Of Bryan - Residential Property Type

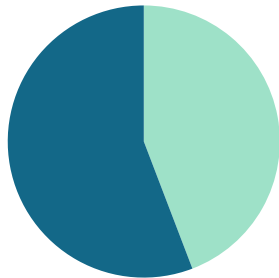


# November 2020

## MARKET SUMMARY

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

### INVENTORY

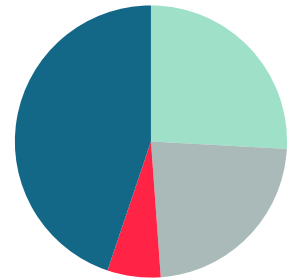


**Inventory**  
 New Listings  
**57 = 44.19%**  
 Start Inventory  
**72**  
 Total Inventory Units  
**129**  
 Volume  
**\$38,588,455**

### Market Activity

Closed Sales  
**45 = 25.86%**  
 Pending Sales  
**40 = 22.99%**  
 Other Off Market  
**11 = 6.32%**  
 Active Inventory  
**78 = 44.83%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	29	45	55.17%	435	453	4.14%
Pending Sales	19	40	110.53%	446	488	9.42%
New Listings	42	57	35.71%	660	587	-11.06%
Average List Price	202,444	184,705	-8.76%	191,232	198,361	3.73%
Average Sale Price	195,278	179,737	-7.96%	185,616	192,981	3.97%
Average Percent of Selling Price to List Price	96.70%	97.43%	0.75%	96.94%	97.08%	0.14%
Average Days on Market to Sale	58.97	28.13	-52.29%	39.32	34.73	-11.69%
Monthly Inventory	133	78	-41.35%	133	78	-41.35%
Months Supply of Inventory	3.37	1.95	-42.21%	3.37	1.95	-42.21%

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

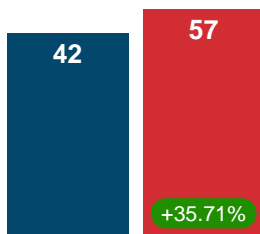
**Inventory** on November 30, 2020 = **78**

**2019** **2020**

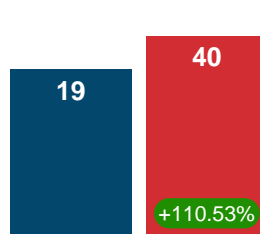
### NOVEMBER MARKET

### AVERAGE PRICES

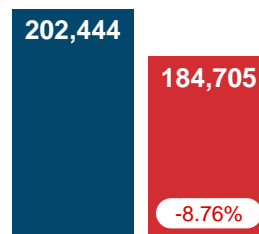
#### New Listings



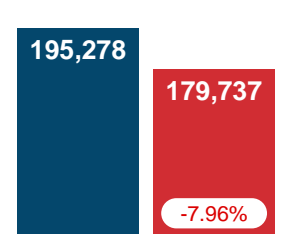
#### Pending Listings



#### List Price



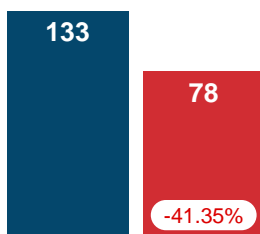
#### Sale Price



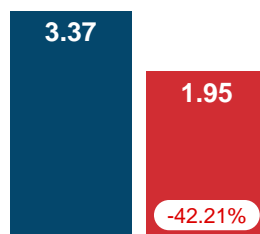
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

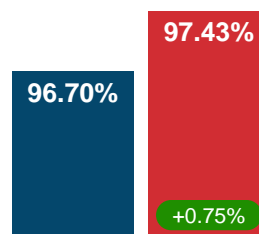
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

