

November 2020



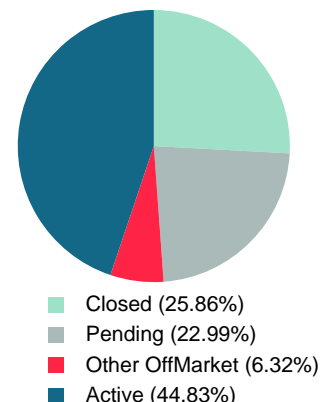
Area Delimited by County Of Bryan - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	November 2020	+/-%
Closed Listings	29	45	55.17%
Pending Listings	19	40	110.53%
New Listings	42	57	35.71%
Median List Price	170,000	169,277	-0.43%
Median Sale Price	163,000	165,000	1.23%
Median Percent of Selling Price to List Price	99.12%	100.00%	0.88%
Median Days on Market to Sale	40.00	6.00	-85.00%
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.

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 **1.23%** in November 2020 to \$165,000 versus the previous year at \$163,000.

Median Days on Market Shortens

The median number of **6.00** days that homes spent on the market before selling decreased by 34.00 days or **85.00%** in November 2020 compared to last year's same month at **40.00** DOM.

Sales Success for November 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 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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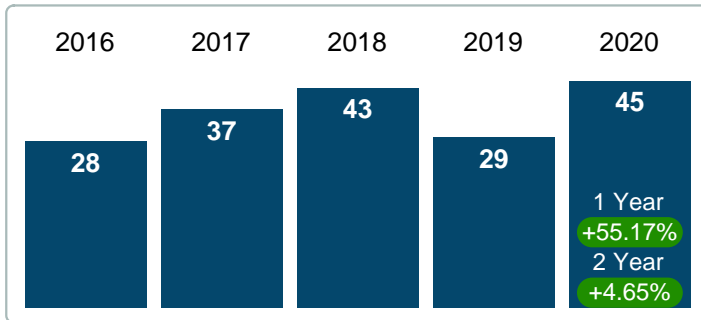
Area Delimited by County Of Bryan - Residential Property Type



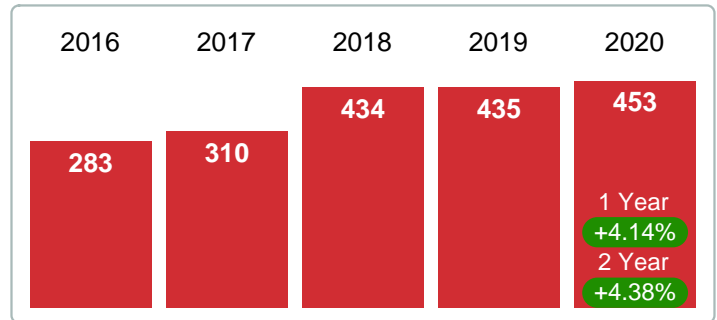
CLOSED LISTINGS

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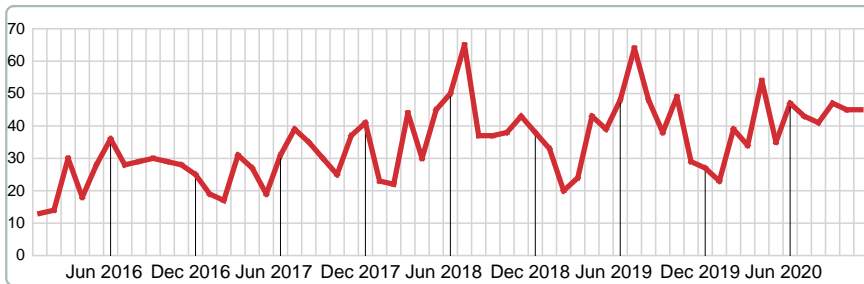
NOVEMBER



YEAR TO DATE (YTD)

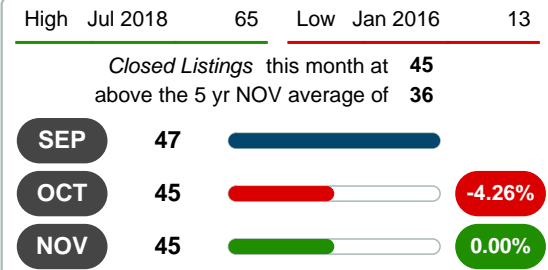


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 36



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	49.0	0	2	1	0
\$125,001 - \$150,000	10	22.22%	11.5	1	7	2	0
\$150,001 - \$175,000	12	26.67%	1.5	0	11	0	1
\$175,001 - \$200,000	4	8.89%	1.0	0	4	0	0
\$200,001 - \$250,000	9	20.00%	16.0	0	6	3	0
\$250,001 and up	5	11.11%	17.0	0	2	1	2
Total Closed Units	45			1	34	7	3
Total Closed Volume	8,088,167	100%	6.0	149.90K	5.85M	1.30M	785.90K
Median Closed Price	\$165,000			\$149,900	\$163,550	\$215,000	\$265,000

November 2020



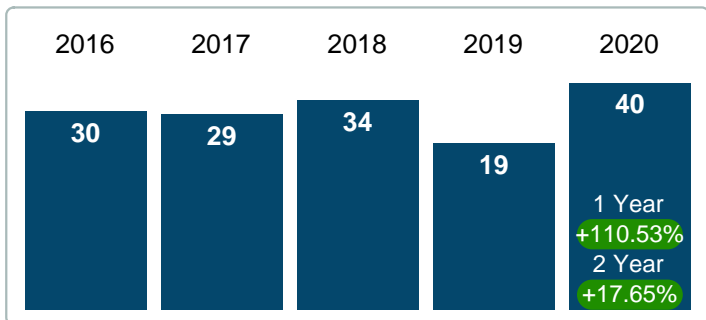
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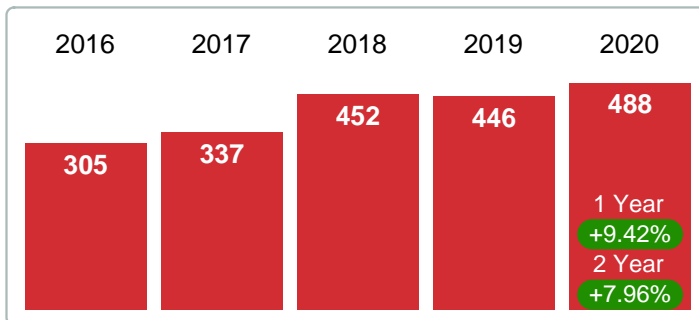
PENDING LISTINGS

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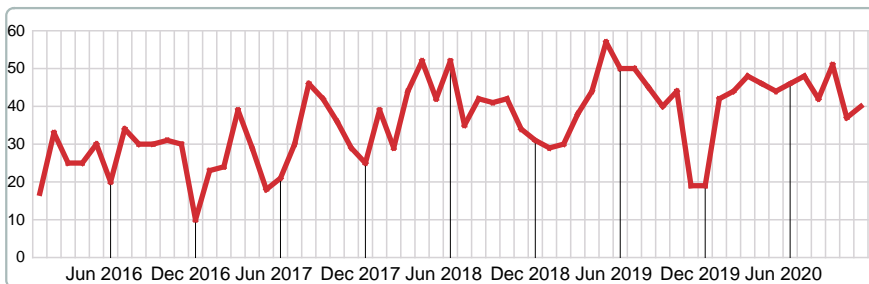
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 30

High May 2019 57 Low Dec 2016 10

Pending Listings this month at **40**
above the 5 yr NOV average of **30**

SEP	51	<div style="width: 100%;"></div>
OCT	37	<div style="width: 100%;"></div> -27.45%
NOV	40	<div style="width: 100%;"></div> 8.11%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	4	10.00%	63.5	0	2	2	0
\$100,001 - \$125,000	2	5.00%	36.0	0	2	0	0
\$125,001 - \$150,000	5	12.50%	9.0	0	4	1	0
\$150,001 - \$200,000	14	35.00%	1.0	0	13	1	0
\$200,001 - \$225,000	5	12.50%	7.0	0	4	1	0
\$225,001 - \$300,000	6	15.00%	5.5	0	4	1	1
\$300,001 and up	4	10.00%	118.0	0	2	2	0
Total Pending Units	40			0	31	8	1
Total Pending Volume	7,967,005	100%	3.0	0.00B	5.64M	2.03M	289.00K
Median Listing Price	\$174,700			\$0	\$169,277	\$194,750	\$289,000

November 2020



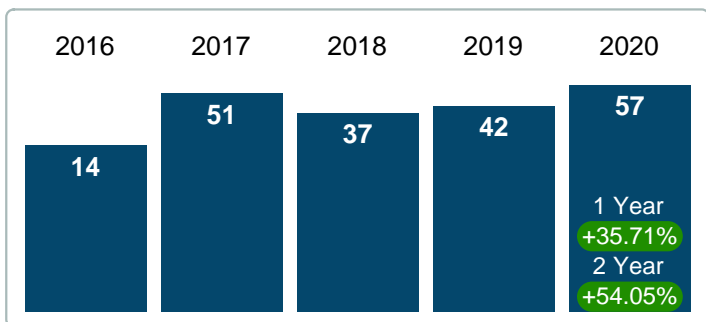
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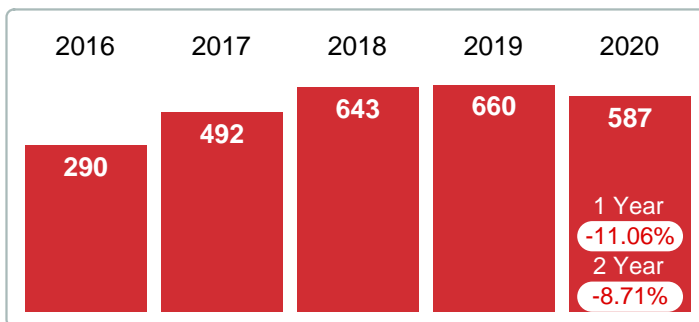
NEW LISTINGS

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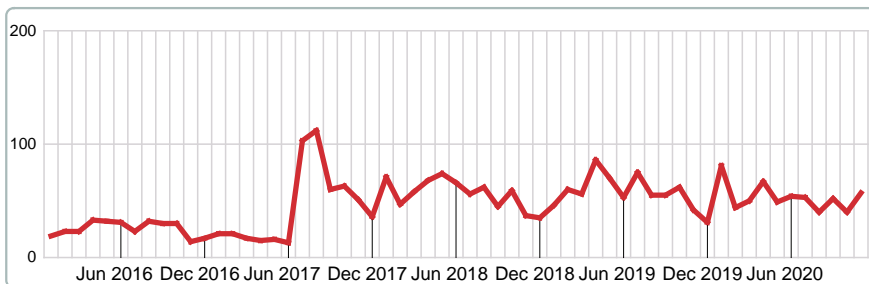
NOVEMBER



YEAR TO DATE (YTD)

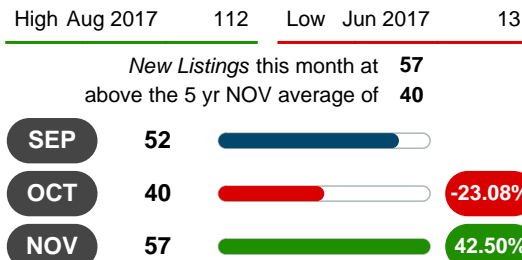


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 40



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
Total New Listed Units	57		6	40	7	4
Total New Listed Volume	12,727,955	100%	986.50K	7.39M	1.91M	2.44M
Median New Listed Listing Price	\$174,900		\$158,500	\$172,089	\$250,000	\$534,500

November 2020



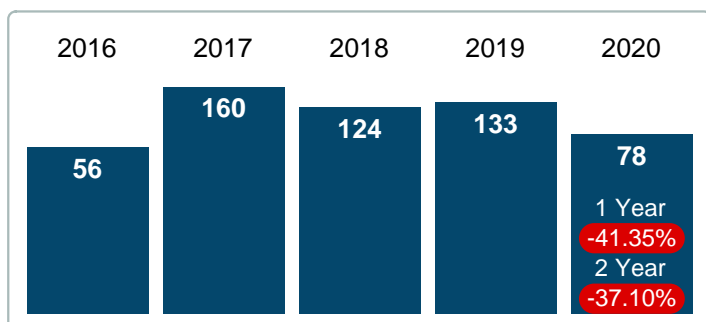
Area Delimited by County Of Bryan - Residential Property Type



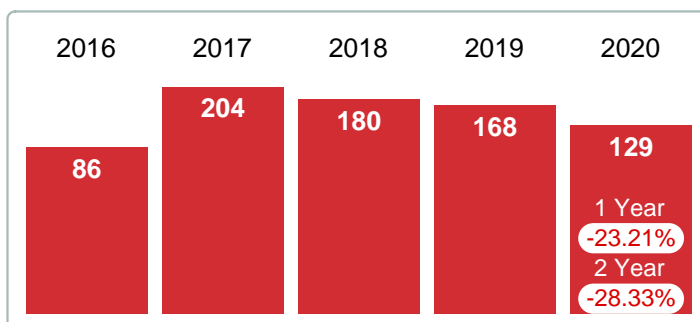
ACTIVE INVENTORY

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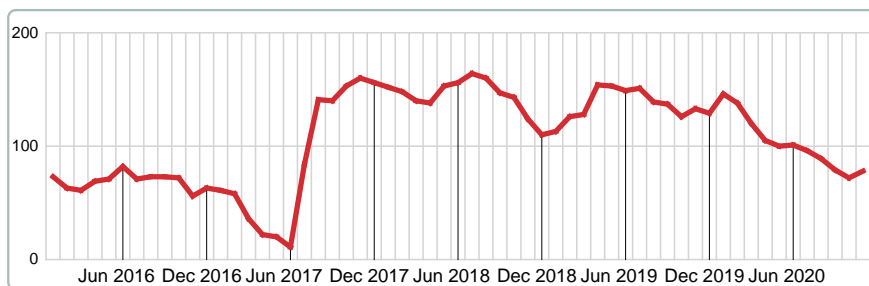
END OF NOVEMBER



ACTIVE DURING NOVEMBER

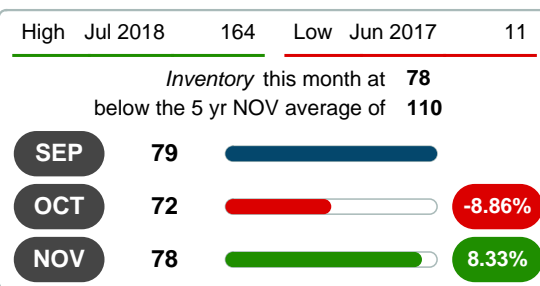


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 110



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	6.41%	98.0	3	2	0	0
\$75,001 - \$125,000	9	11.54%	56.0	3	5	0	1
\$125,001 - \$175,000	12	15.38%	36.0	1	9	2	0
\$175,001 - \$250,000	24	30.77%	41.5	1	17	6	0
\$250,001 - \$350,000	8	10.26%	41.5	1	2	5	0
\$350,001 - \$625,000	12	15.38%	84.5	0	4	4	4
\$625,001 and up	8	10.26%	62.5	0	0	3	5
Total Active Inventory by Units	78			9	39	20	10
Total Active Inventory by Volume	27,472,250	100%	54.5	1.19M	7.89M	10.60M	7.80M
Median Active Inventory Listing Price	\$226,750			\$117,000	\$189,000	\$307,000	\$619,500

November 2020



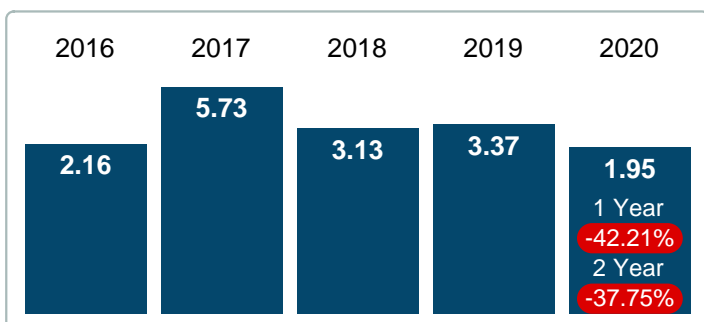
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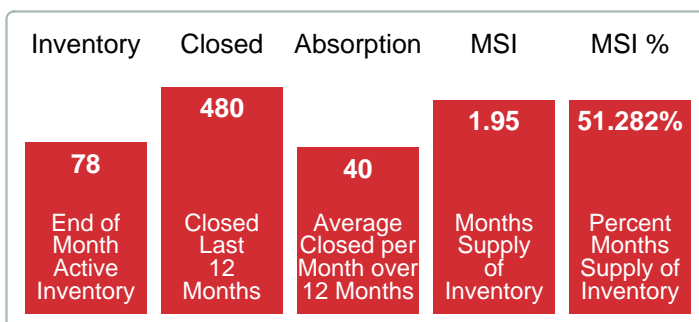
MONTHS SUPPLY of INVENTORY (MSI)

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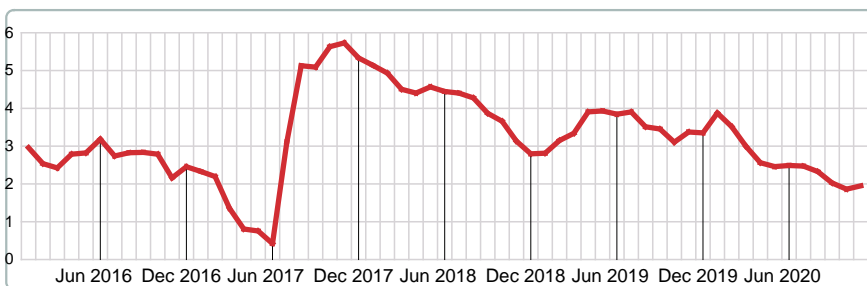
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2020

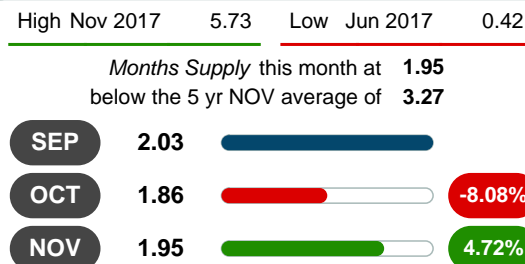


5 YEAR MARKET ACTIVITY TRENDS



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



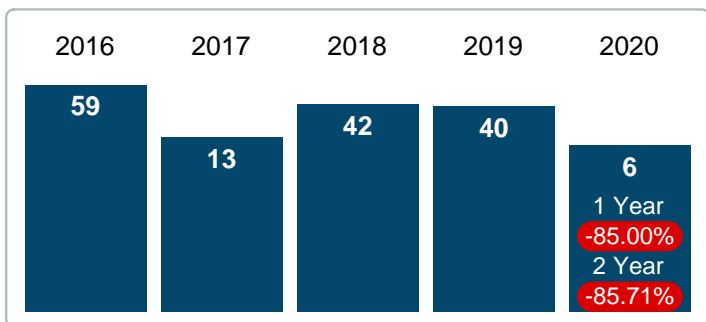
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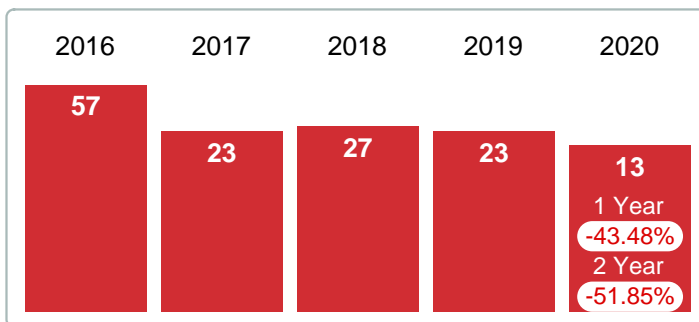
MEDIAN DAYS ON MARKET TO SALE

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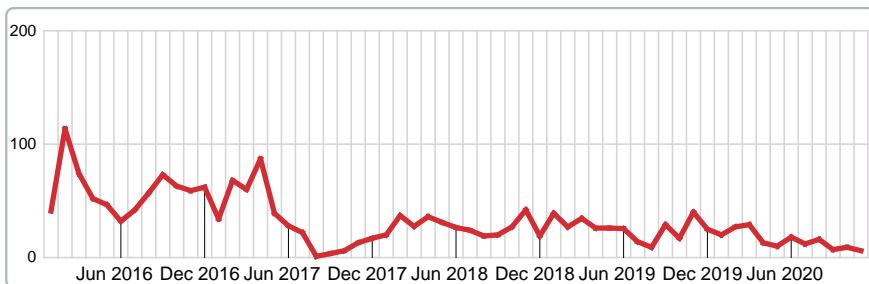
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

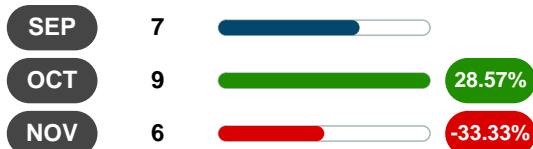


3 MONTHS

5 year NOV AVG = 32

High Feb 2016 114 Low Aug 2017 1

Median Days on Market to Sale this month at 6 below the 5 yr NOV average of 32



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	4.44%	54	0	54	0	0
\$75,001 - \$125,000	6.67%	49	0	61	2	0
\$125,001 - \$150,000	22.22%	12	41	10	7	0
\$150,001 - \$175,000	26.67%	2	0	1	0	117
\$175,001 - \$200,000	8.89%	1	0	1	0	0
\$200,001 - \$250,000	20.00%	16	0	11	19	0
\$250,001 and up	11.11%	17	0	35	3	59
Median Closed DOM		6	41	6	3	114
Total Closed Units	100%	6.0	1	34	7	3
Total Closed Volume		8,088,167	149.90K	5.85M	1.30M	785.90K

November 2020



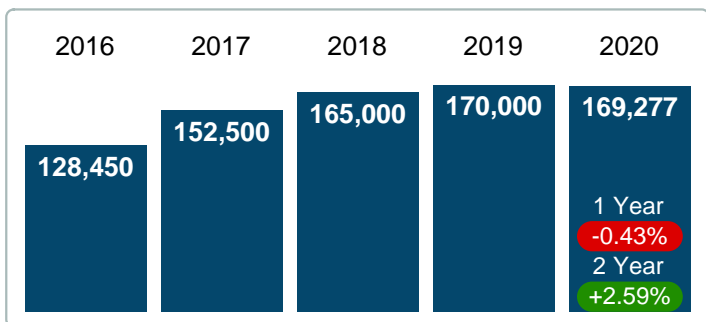
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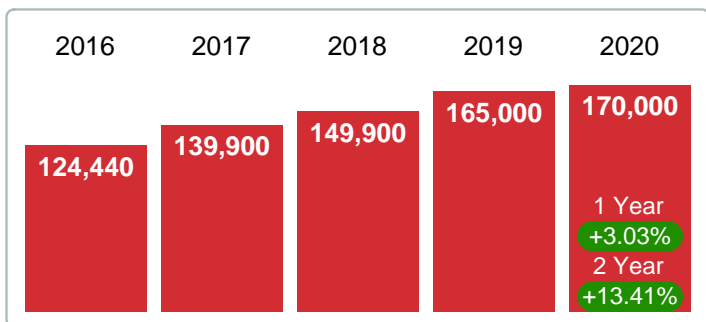
MEDIAN LIST PRICE AT CLOSING

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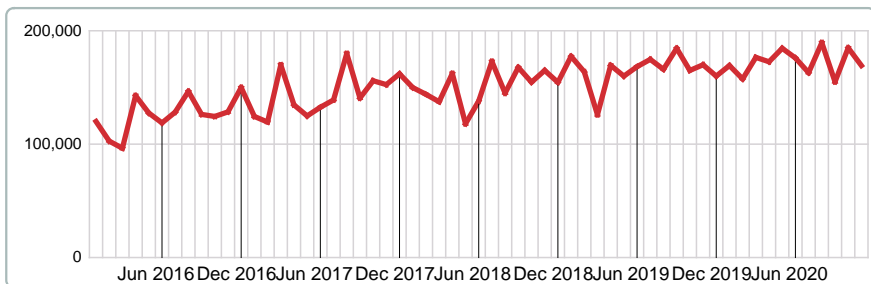
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

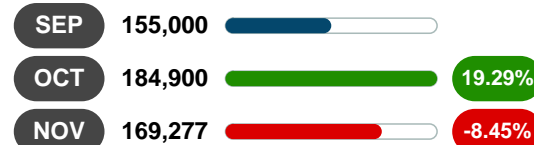


3 MONTHS

5 year NOV AVG = 157,045

High Aug 2020 189,500 Low Mar 2016 96,400

Median List Price at Closing this month at **169,277**
above the 5 yr NOV average of **157,045**



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	2.22%	69,900	0	69,900	0	0
\$75,001 - \$125,000	8.89%	90,450	0	89,900	91,000	0
\$125,001 - \$150,000	17.78%	145,000	149,900	145,000	140,000	0
\$150,001 - \$175,000	28.89%	163,500	0	163,500	0	0
\$175,001 - \$200,000	8.89%	179,087	0	179,087	0	175,500
\$200,001 - \$250,000	22.22%	233,750	0	230,000	237,500	0
\$250,001 and up	11.11%	299,000	0	319,000	280,000	317,000
Median List Price		169,277	149,900	166,500	215,000	289,000
Total Closed Units	100%	169,277	1	34	7	3
Total Closed Volume		8,311,705	149.90K	6.00M	1.35M	809.50K

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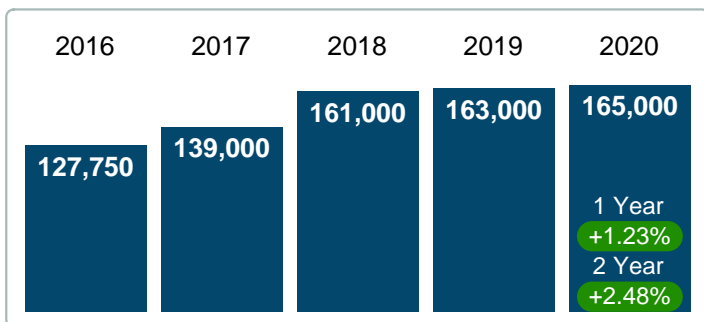
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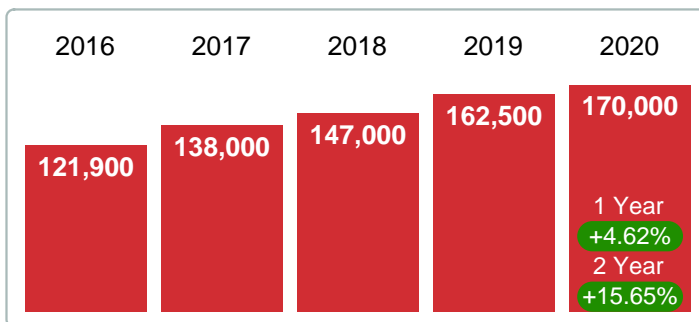
MEDIAN SOLD PRICE AT CLOSING

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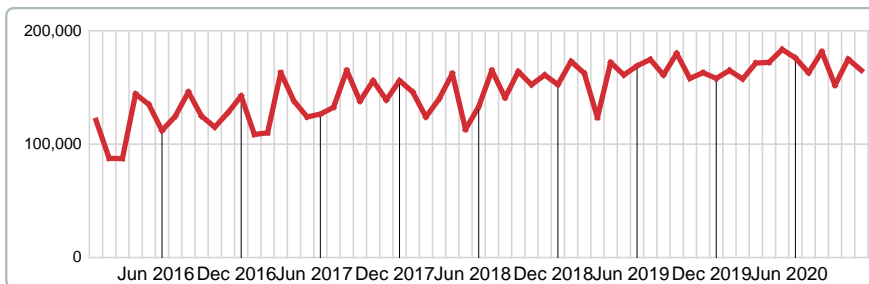
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

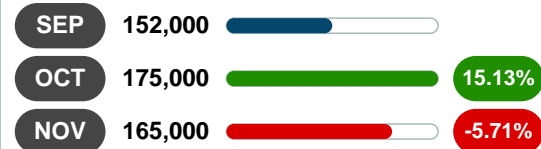


3 MONTHS

5 year NOV AVG = 151,150

High May 2020 183,500 Low Mar 2016 87,250

Median Sold Price at Closing this month at **165,000** above the 5 yr NOV average of **151,150**



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	2	4.44%	68,125	0	68,125	0	0
\$75,001 - \$125,000	3	6.67%	87,500	0	85,200	95,000	0
\$125,001 - \$150,000	10	22.22%	141,750	149,900	142,500	138,100	0
\$150,001 - \$175,000	12	26.67%	163,550	0	163,500	0	169,900
\$175,001 - \$200,000	4	8.89%	185,250	0	185,250	0	0
\$200,001 - \$250,000	9	20.00%	230,517	0	234,009	218,000	0
\$250,001 and up	5	11.11%	292,500	0	298,750	255,000	308,000
Median Sold Price			165,000	149,900	163,550	215,000	265,000
Total Closed Units		100%	165,000	1	34	7	3
Total Closed Volume			8,088,167	149.90K	5.85M	1.30M	785.90K

November 2020



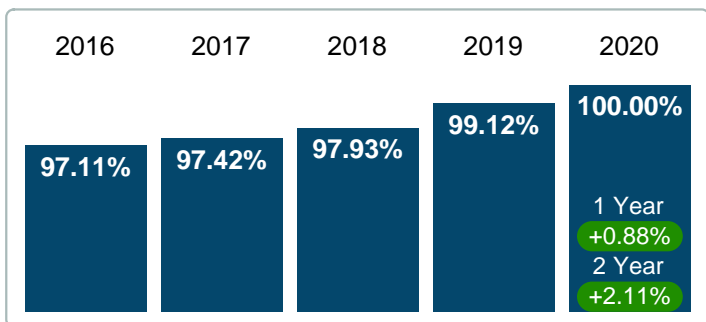
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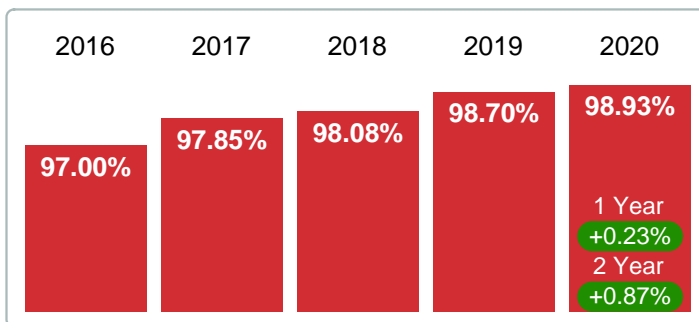
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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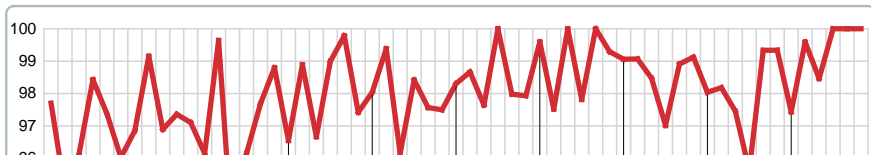
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 98.32%



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	2	4.44%	93.10%	0.00%	93.10%	0.00%	0.00%	
\$75,001 - \$125,000	3	6.67%	92.21%	0.00%	90.30%	104.40%	0.00%	
\$125,001 - \$150,000	10	22.22%	98.64%	100.00%	97.29%	98.72%	0.00%	
\$150,001 - \$175,000	12	26.67%	100.00%	0.00%	100.00%	0.00%	96.81%	
\$175,001 - \$200,000	4	8.89%	101.37%	0.00%	101.37%	0.00%	0.00%	
\$200,001 - \$250,000	9	20.00%	100.00%	0.00%	100.00%	98.20%	0.00%	
\$250,001 and up	5	11.11%	91.70%	0.00%	93.90%	91.07%	96.72%	
Median Sold/List Ratio		100.00%		100.00%	100.00%	98.20%	96.81%	
Total Closed Units		45	100%	100.00%	1	34	7	3
Total Closed Volume		8,088,167			149.90K	5.85M	1.30M	785.90K



Area Delimited by County Of Bryan - Residential Property Type

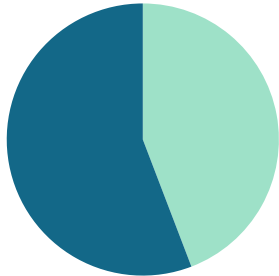


November 2020

MARKET SUMMARY

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

INVENTORY

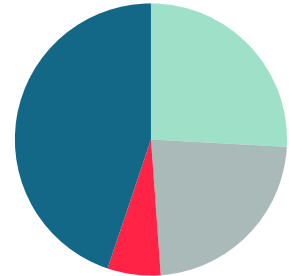


Inventory
 New Listings
57 = 44.19%
 Start Inventory
72
 Total Inventory Units
129
 Volume
\$38,588,455

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%
Median List Price	170,000	169,277	-0.43%	165,000	170,000	3.03%
Median Sale Price	163,000	165,000	1.23%	162,500	170,000	4.62%
Median Percent of Selling Price to List Price	99.12%	100.00%	0.88%	98.70%	98.93%	0.23%
Median Days on Market to Sale	40.00	6.00	-85.00%	23.00	13.00	-43.48%
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

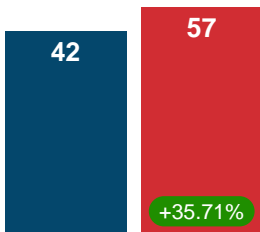
Inventory on November 30, 2020 = **78**

2019 **2020**

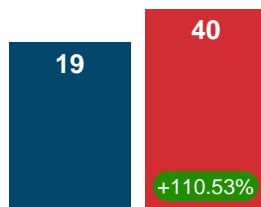
NOVEMBER MARKET

MEDIAN PRICES

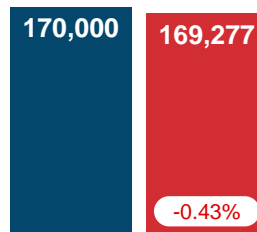
New Listings



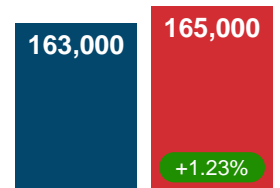
Pending Listings



List Price



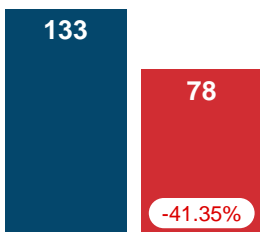
Sale Price



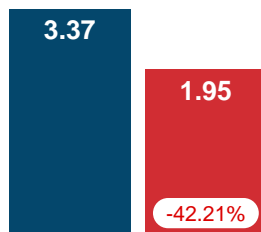
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

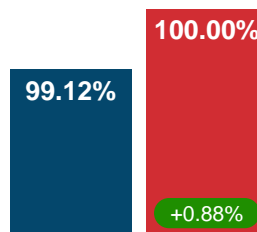
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

