

# October 2020



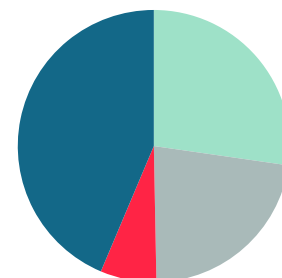
Area Delimited by County Of Bryan - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jul 31, 2023 for MLS Technology Inc.

Compared Metrics	2019	October 2020	+/-%
Closed Listings	49	45	-8.16%
Pending Listings	44	37	-15.91%
New Listings	62	40	-35.48%
Average List Price	184,380	215,244	16.74%
Average Sale Price	180,193	209,636	16.34%
Average Percent of Selling Price to List Price	96.71%	97.81%	1.14%
Average Days on Market to Sale	31.00	39.98	28.96%
End of Month Inventory	126	72	-42.86%
Months Supply of Inventory	3.10	1.86	-40.02%



■ Closed (27.27%)  
■ Pending (22.42%)  
■ Other OffMarket (6.67%)  
■ Active (43.64%)

**Absorption:** Last 12 months, an Average of **39** Sales/Month  
**Active Inventory** as of October 31, 2020 = **72**

### Analysis Wrap-Up

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

The total housing inventory at the end of October 2020 decreased **42.86%** to 72 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 **1.86** 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 **16.34%** in October 2020 to \$209,636 versus the previous year at \$180,193.

#### Average Days on Market Lengthens

The average number of **39.98** days that homes spent on the market before selling increased by 8.98 days or **28.96%** in October 2020 compared to last year's same month at **31.00** DOM.

#### Sales Success for October 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 40 New Listings in October 2020, down **35.48%** from last year at 62. Furthermore, there were 45 Closed Listings this month versus last year at 49, a **-8.16%** decrease.

Closed versus Listed trends yielded a **112.5%** ratio, up from previous year's, October 2019, at **79.0%**, a **42.35%** upswing. This will certainly create pressure on a decreasing 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

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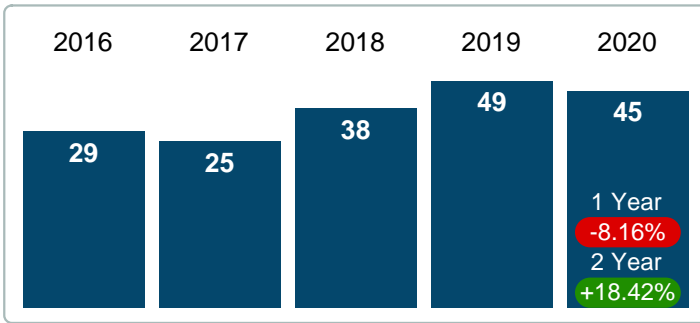
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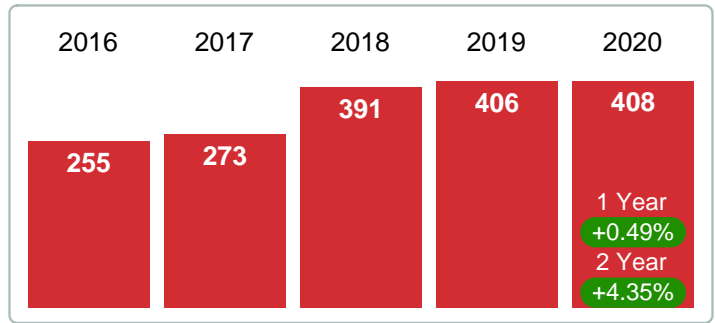
## CLOSED LISTINGS

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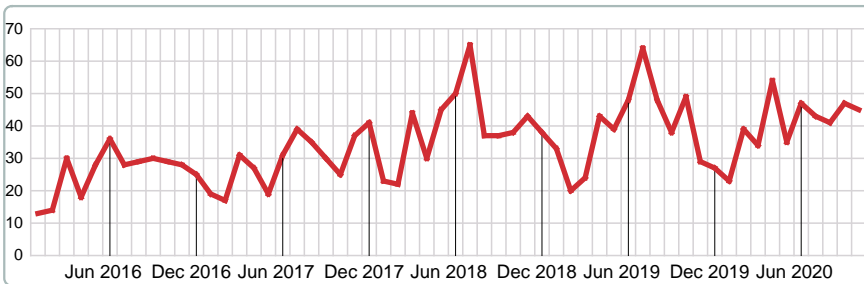
### OCTOBER



### YEAR TO DATE (YTD)

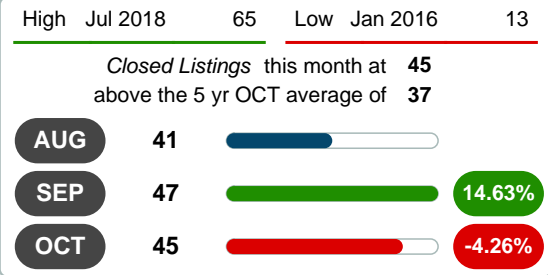


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 37



### 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%	1.0	1	1	0	0
\$75,001 - \$125,000	7	15.56%	11.4	4	3	0	0
\$125,001 - \$125,000	0	0.00%	0.0	0	0	0	0
\$125,001 - \$175,000	14	31.11%	13.4	4	10	0	0
\$175,001 - \$225,000	10	22.22%	22.6	0	8	2	0
\$225,001 - \$350,000	7	15.56%	112.6	0	3	3	1
\$350,001 and up	5	11.11%	103.0	0	1	2	2
<b>Total Closed Units</b>	<b>45</b>			<b>9</b>	<b>26</b>	<b>7</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>9,433,635</b>	<b>100%</b>	<b>40.0</b>	<b>1.00M</b>	<b>4.71M</b>	<b>2.20M</b>	<b>1.53M</b>
<b>Average Closed Price</b>	<b>\$209,636</b>			<b>\$111,533</b>	<b>\$181,078</b>	<b>\$313,829</b>	<b>\$508,333</b>

# October 2020



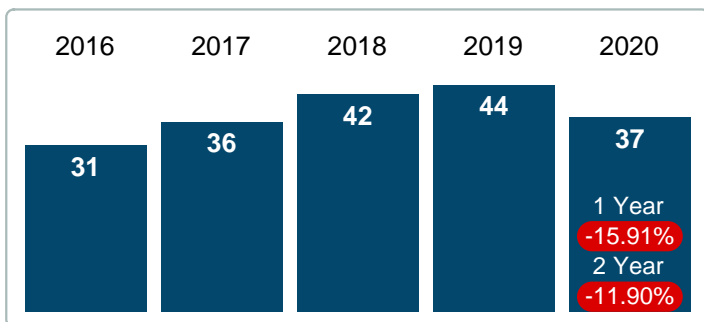
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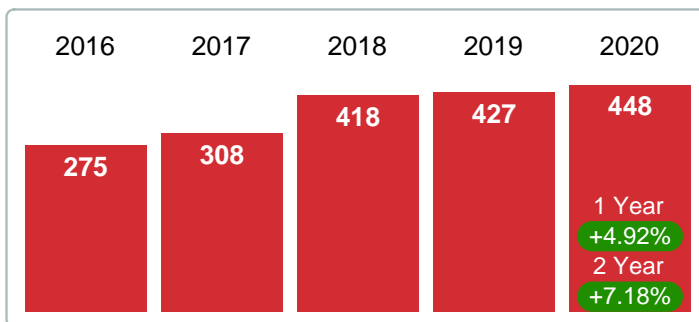
## PENDING LISTINGS

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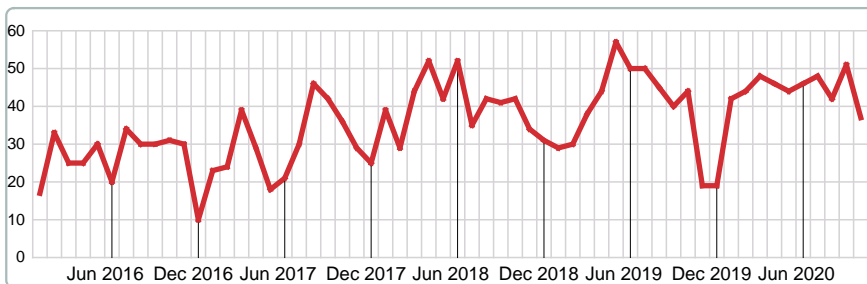
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 38

High May 2019 57    Low Dec 2016 10

Pending Listings this month at **37**  
below the 5 yr OCT average of **38**

- AUG** 42 (Progress bar)
- SEP** 51 (Progress bar) **+21.43%**
- OCT** 37 (Progress bar) **-27.45%**

### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	8.11%	44.3	2	1	0	0
\$75,001 - \$125,000	5	13.51%	59.6	0	3	2	0
\$125,001 - \$150,000	1	2.70%	65.0	0	1	0	0
\$150,001 - \$225,000	10	27.03%	35.0	1	8	1	0
\$225,001 - \$275,000	6	16.22%	100.0	0	4	2	0
\$275,001 - \$350,000	6	16.22%	83.8	0	2	4	0
\$350,001 and up	6	16.22%	58.7	1	1	3	1
<b>Total Pending Units</b>	<b>37</b>			<b>4</b>	<b>20</b>	<b>12</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>8,391,400</b>	<b>100%</b>	<b>62.1</b>	<b>706.00K</b>	<b>3.82M</b>	<b>3.46M</b>	<b>409.90K</b>
<b>Average Listing Price</b>	<b>\$229,208</b>			<b>\$176,500</b>	<b>\$190,900</b>	<b>\$288,125</b>	<b>\$409,900</b>

# October 2020



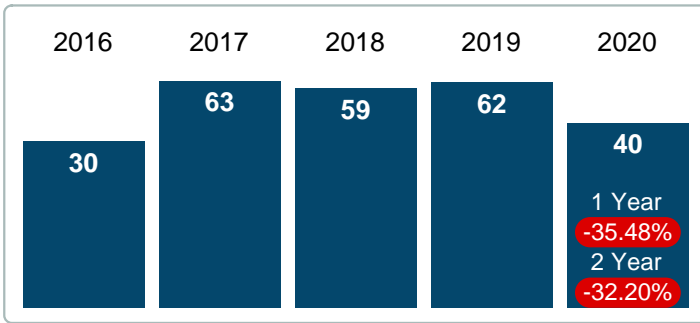
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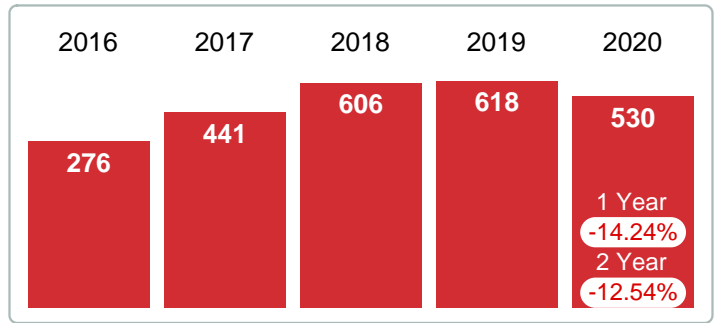
## NEW LISTINGS

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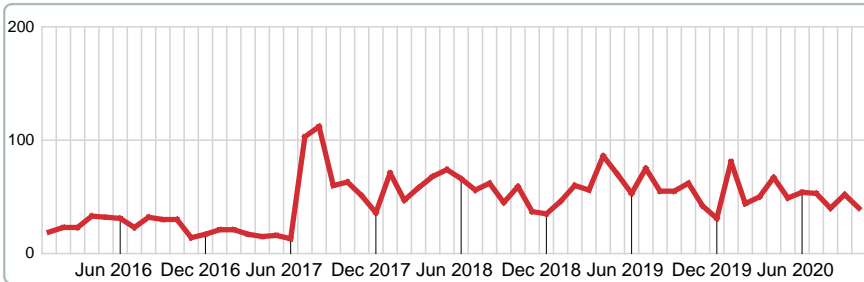
### OCTOBER



### YEAR TO DATE (YTD)

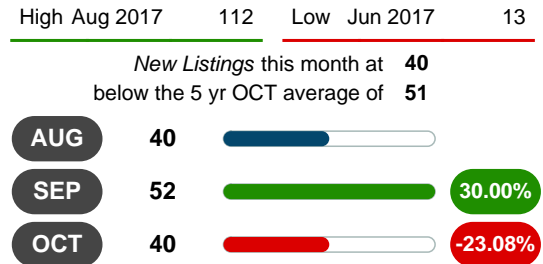


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 51



### 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	7.50%	2	1	0	0
\$75,001 - \$150,000	7	17.50%	2	3	2	0
\$150,001 - \$175,000	7	17.50%	0	4	3	0
\$175,001 - \$200,000	5	12.50%	0	4	1	0
\$200,001 - \$275,000	8	20.00%	0	8	0	0
\$275,001 - \$475,000	6	15.00%	1	1	4	0
\$475,001 and up	4	10.00%	1	0	1	2
<b>Total New Listed Units</b>	<b>40</b>		<b>6</b>	<b>21</b>	<b>11</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>11,714,450</b>	<b>100%</b>	<b>1.20M</b>	<b>4.00M</b>	<b>5.13M</b>	<b>1.38M</b>
<b>Average New Listed Listing Price</b>	<b>\$229,102</b>		<b>\$199,567</b>	<b>\$190,602</b>	<b>\$466,491</b>	<b>\$691,500</b>

# October 2020



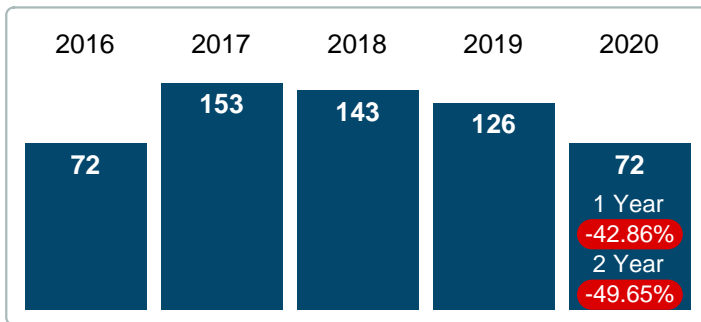
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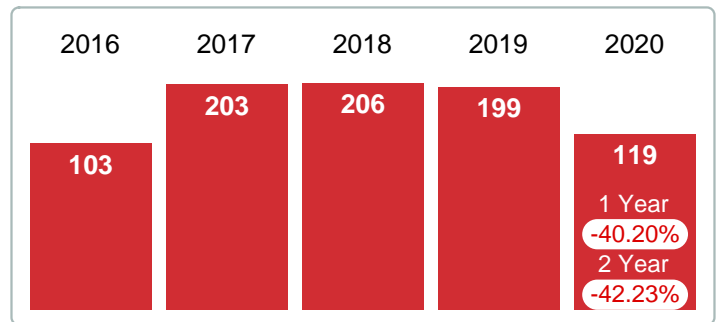
## ACTIVE INVENTORY

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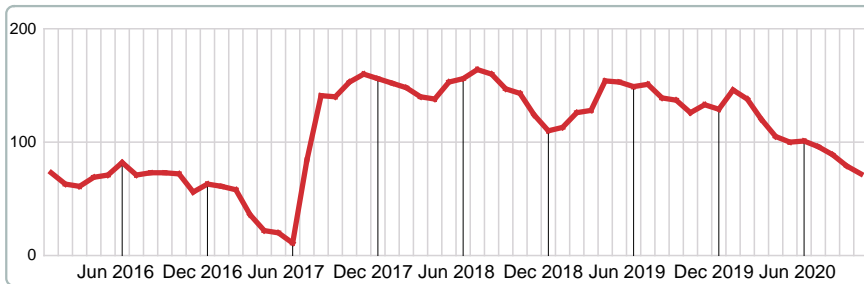
### END OF OCTOBER



### ACTIVE DURING OCTOBER

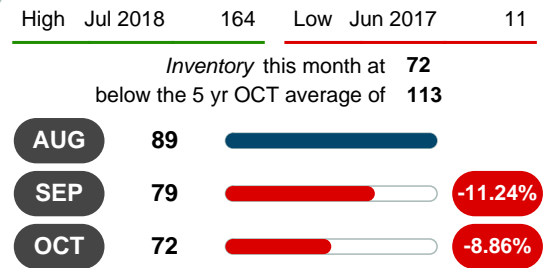


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 113



### 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	4	5.56%	94.8	3	1	0	0
\$75,001 - \$125,000	9	12.50%	74.7	2	6	1	0
\$125,001 - \$175,000	11	15.28%	51.2	0	7	4	0
\$175,001 - \$250,000	21	29.17%	60.3	0	15	6	0
\$250,001 - \$375,000	10	13.89%	84.1	0	4	5	1
\$375,001 - \$675,000	10	13.89%	110.5	0	2	3	5
\$675,001 and up	7	9.72%	120.4	0	1	4	2
<b>Total Active Inventory by Units</b>	<b>72</b>			<b>5</b>	<b>36</b>	<b>23</b>	<b>8</b>
<b>Total Active Inventory by Volume</b>	<b>25,860,500</b>	<b>100%</b>	<b>78.7</b>	<b>431.30K</b>	<b>8.01M</b>	<b>11.34M</b>	<b>6.08M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$359,174</b>			<b>\$86,260</b>	<b>\$222,608</b>	<b>\$493,057</b>	<b>\$759,375</b>

# October 2020



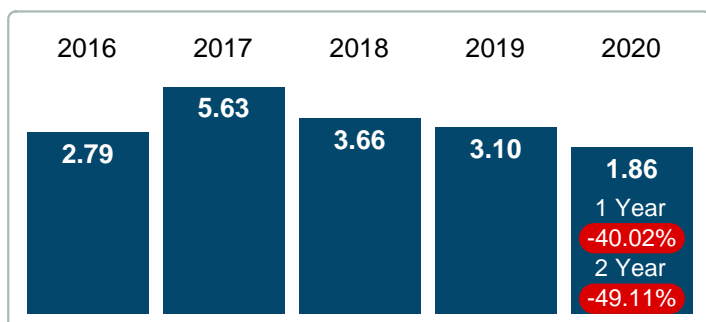
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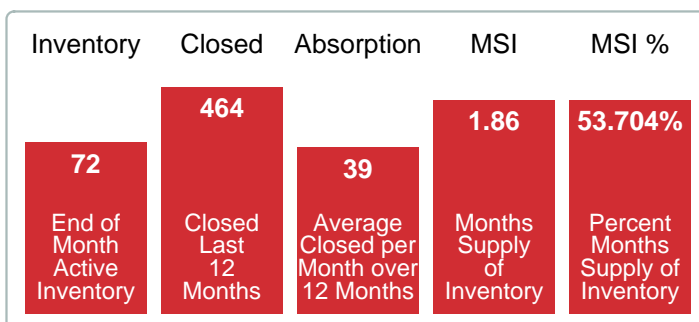
## MONTHS SUPPLY of INVENTORY (MSI)

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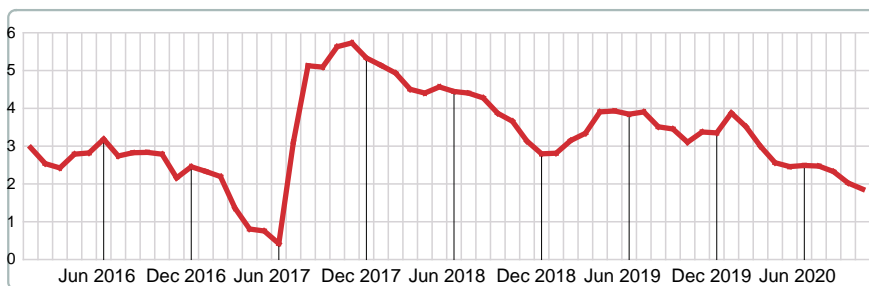
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2020

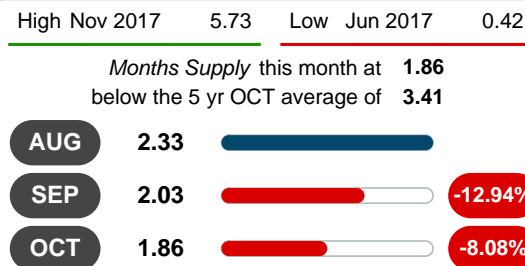


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 3.41



### 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	4	5.56%	1.20	2.57	0.50	0.00	0.00
\$75,001 - \$125,000	9	12.50%	1.16	1.04	1.20	1.33	0.00
\$125,001 - \$175,000	11	15.28%	1.08	0.00	0.98	2.40	0.00
\$175,001 - \$250,000	21	29.17%	2.00	0.00	1.96	2.48	0.00
\$250,001 - \$375,000	10	13.89%	2.31	0.00	1.85	3.33	2.00
\$375,001 - \$675,000	10	13.89%	4.44	0.00	3.00	3.27	7.50
\$675,001 and up	7	9.72%	21.00	0.00	6.00	48.00	24.00
Market Supply of Inventory (MSI)			1.86	1.07	1.45	3.07	4.80
Total Active Inventory by Units		100%	1.86	5	36	23	8

# October 2020



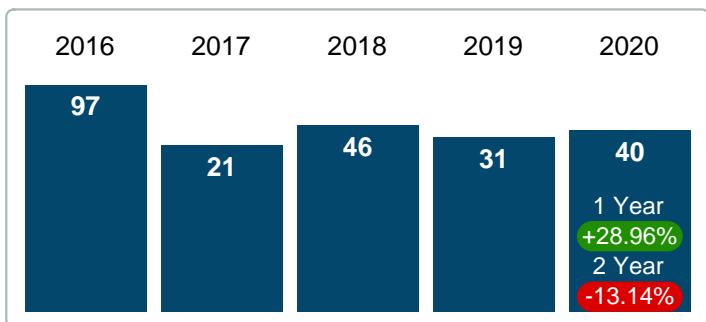
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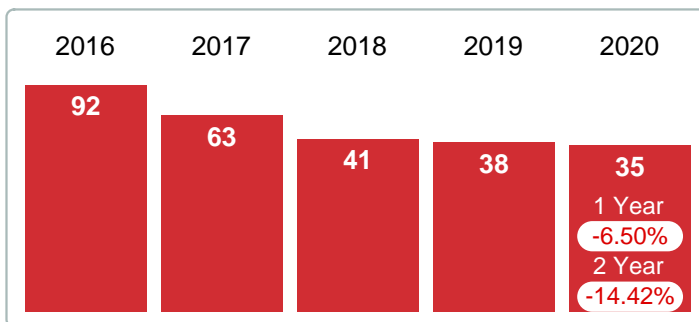
## AVERAGE DAYS ON MARKET TO SALE

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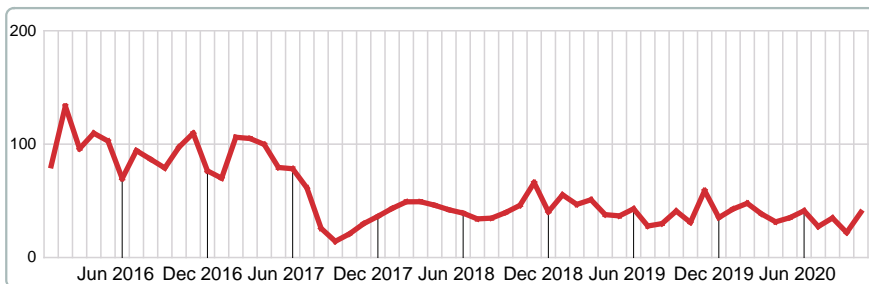
### OCTOBER



### YEAR TO DATE (YTD)

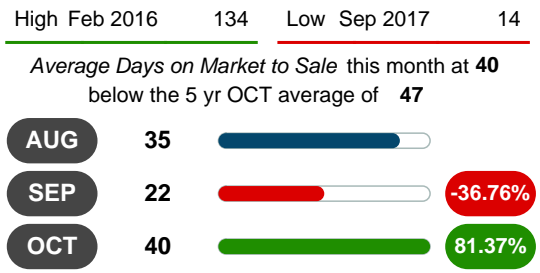


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 47



### 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	4.44%	1	1	1	0	0
\$75,001 - \$125,000	15.56%	11	15	7	0	0
\$125,001 - \$125,000	0.00%	0	0	0	0	0
\$125,001 - \$175,000	31.11%	13	5	17	0	0
\$175,001 - \$225,000	22.22%	23	0	26	9	0
\$225,001 - \$350,000	15.56%	113	0	122	81	179
\$350,001 and up	11.11%	103	0	68	118	106
Average Closed DOM		40	9	32	71	130
Total Closed Units	100%	40	9	26	7	3
Total Closed Volume		9,433,635	1.00M	4.71M	2.20M	1.53M



# October 2020



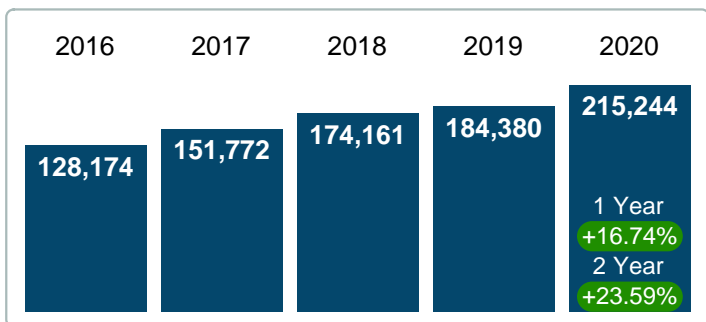
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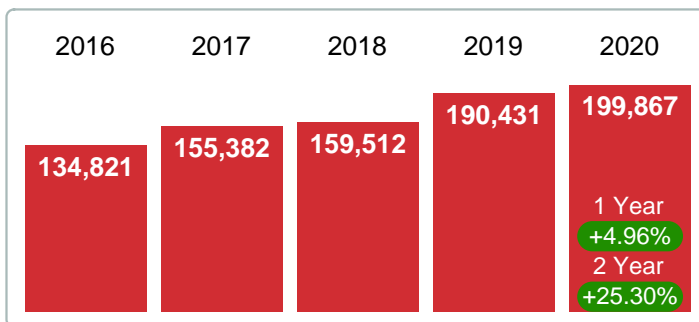
## AVERAGE LIST PRICE AT CLOSING

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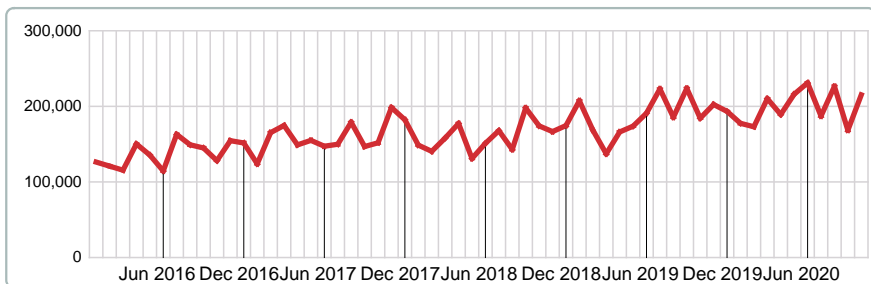
### OCTOBER



### YEAR TO DATE (YTD)

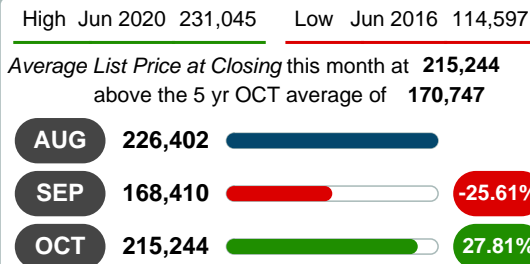


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 170,747



## 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	4.44%	57,450	40,000	74,900	0	0
\$75,001 - \$125,000	15.56%	104,514	102,300	107,467	0	0
\$125,001 - \$125,000	0.00%	0	0	0	0	0
\$125,001 - \$175,000	26.67%	150,025	137,950	173,890	0	0
\$175,001 - \$225,000	24.44%	196,373	0	193,075	212,500	0
\$225,001 - \$350,000	17.78%	281,900	0	282,467	284,967	253,000
\$350,001 and up	11.11%	524,780	0	399,900	478,250	633,750
<b>Average List Price</b>		<b>215,244</b>	<b>111,222</b>	<b>189,542</b>	<b>319,486</b>	<b>506,833</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>215,244</b>	<b>9</b>	<b>26</b>	<b>7</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>9,686,000</b>	<b>1.00M</b>	<b>4.93M</b>	<b>2.24M</b>	<b>1.52M</b>



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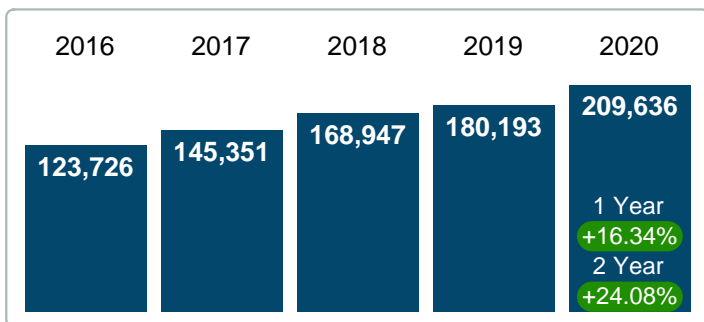
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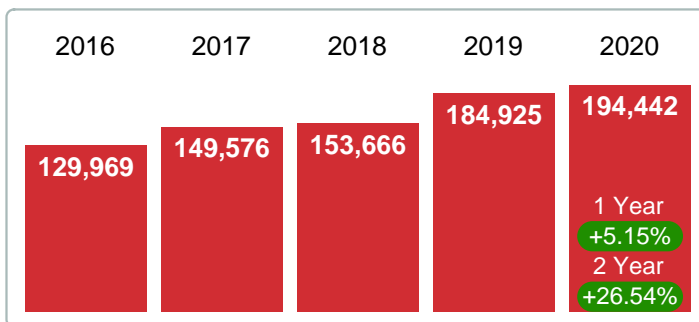
## AVERAGE SOLD PRICE AT CLOSING

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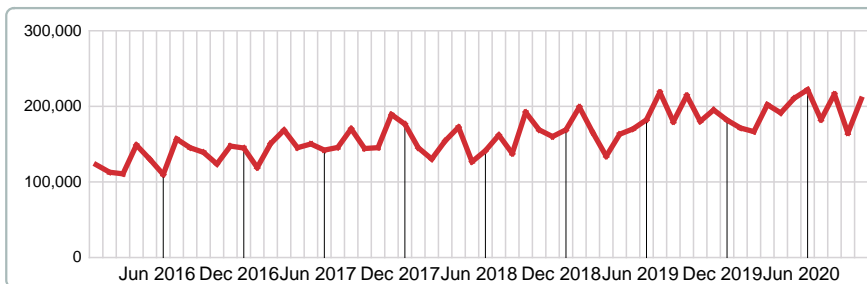
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

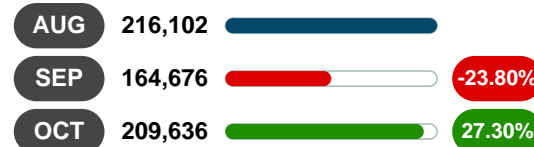


### 3 MONTHS

5 year OCT AVG = 165,571

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

Average Sold Price at Closing this month at **209,636** above the 5 yr OCT average of **165,571**



### 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	4.44%	52,500	40,000	65,000	0	0
\$75,001 - \$125,000	15.56%	105,452	105,350	105,588	0	0
\$125,001 - \$125,000	0.00%	0	0	0	0	0
\$125,001 - \$175,000	31.11%	150,434	135,600	156,367	0	0
\$175,001 - \$225,000	22.22%	195,580	0	193,850	202,500	0
\$225,001 - \$350,000	15.56%	276,371	0	278,933	285,933	240,000
\$350,001 and up	11.11%	518,800	0	375,000	467,000	642,500
<b>Average Sold Price</b>		<b>209,636</b>	<b>111,533</b>	<b>181,078</b>	<b>313,829</b>	<b>508,333</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>209,636</b>	<b>9</b>	<b>26</b>	<b>7</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>9,433,635</b>	<b>1.00M</b>	<b>4.71M</b>	<b>2.20M</b>	<b>1.53M</b>

# October 2020



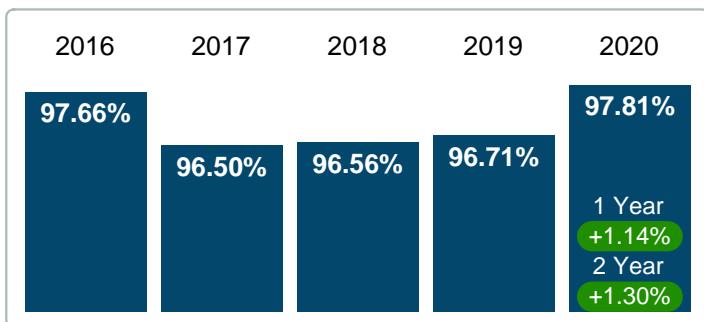
Area Delimited by County Of Bryan - Residential Property Type



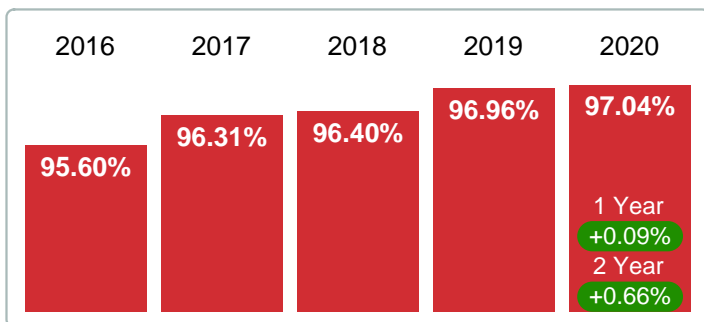
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 31, 2023 for MLS Technology Inc.

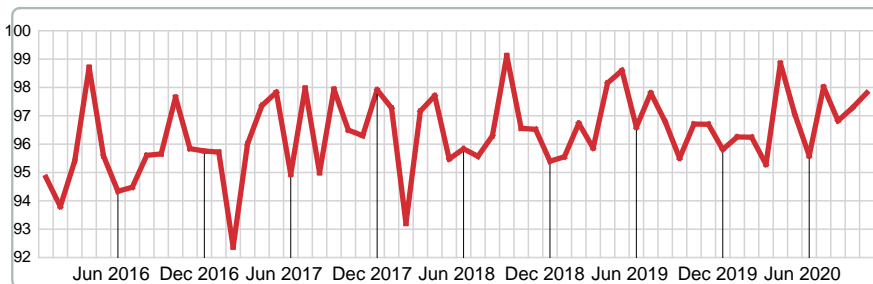
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

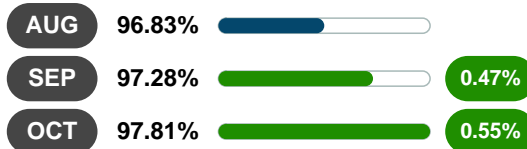


### 3 MONTHS

5 year OCT AVG = 97.05%

High Sep 2018 99.13% Low Feb 2017 92.37%

Average Sold/List Ratio this month at **97.81%**  
above the 5 yr OCT average of **97.05%**



### 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%	93.39%	100.00%	86.78%	0.00%	0.00%
\$75,001 - \$125,000	7	15.56%	101.05%	103.21%	98.16%	0.00%	0.00%
\$125,001 - \$175,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$175,001 - \$225,000	14	31.11%	94.83%	98.37%	93.41%	0.00%	0.00%
\$225,001 - \$350,000	10	22.22%	99.38%	0.00%	100.45%	95.12%	0.00%
\$350,001 and up	5	11.11%	98.71%	0.00%	93.77%	97.55%	102.34%
<b>Average Sold/List Ratio</b>		<b>97.80%</b>		<b>100.70%</b>	<b>96.52%</b>	<b>98.02%</b>	<b>99.85%</b>
<b>Total Closed Units</b>		<b>45</b>	<b>100%</b>	<b>9</b>	<b>26</b>	<b>7</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>9,433,635</b>		<b>1.00M</b>	<b>4.71M</b>	<b>2.20M</b>	<b>1.53M</b>

# October 2020



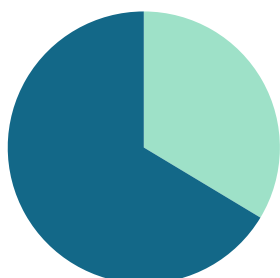
Area Delimited by County Of Bryan - Residential Property Type



## MARKET SUMMARY

Report produced on Jul 31, 2023 for MLS Technology Inc.

### INVENTORY

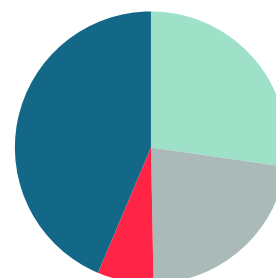


**Inventory**  
 New Listings  
**40 = 33.61%**  
 Start Inventory  
**79**  
 Total Inventory Units  
**119**  
 Volume  
**\$38,104,500**

### Market Activity

Closed Sales  
**45 = 27.27%**  
 Pending Sales  
**37 = 22.42%**  
 Other Off Market  
**11 = 6.67%**  
 Active Inventory  
**72 = 43.64%**

### MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	49	45	-8.16%	406	408	0.49%
Pending Sales	44	37	-15.91%	427	448	4.92%
New Listings	62	40	-35.48%	618	530	-14.24%
Average List Price	184,380	215,244	16.74%	190,431	199,867	4.96%
Average Sale Price	180,193	209,636	16.34%	184,925	194,442	5.15%
Average Percent of Selling Price to List Price	96.71%	97.81%	1.14%	96.96%	97.04%	0.09%
Average Days on Market to Sale	31.00	39.98	28.96%	37.92	35.46	-6.50%
Monthly Inventory	126	72	-42.86%	126	72	-42.86%
Months Supply of Inventory	3.10	1.86	-40.02%	3.10	1.86	-40.02%

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

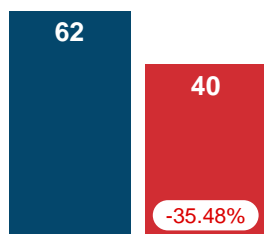
**Inventory** on October 31, 2020 = **72**

**2019** **2020**

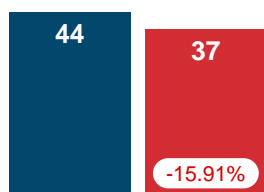
### OCTOBER MARKET

### AVERAGE PRICES

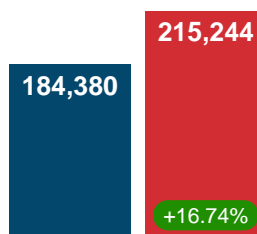
#### New Listings



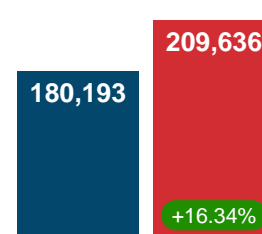
#### Pending Listings



#### List Price



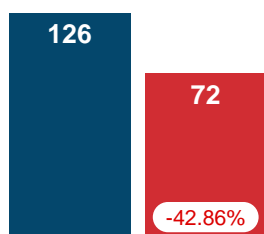
#### Sale Price



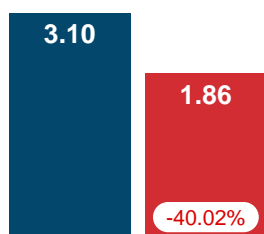
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

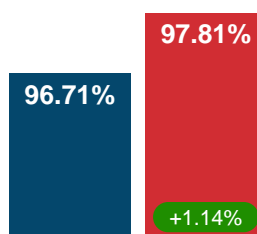
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

