

October 2020



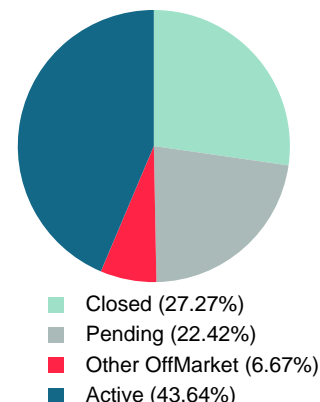
Area Delimited by County Of Bryan - Residential Property Type



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%
Median List Price	165,000	184,900	12.06%
Median Sale Price	158,000	175,000	10.76%
Median Percent of Selling Price to List Price	98.91%	100.00%	1.10%
Median Days on Market to Sale	17.00	9.00	-47.06%
End of Month Inventory	126	72	-42.86%
Months Supply of Inventory	3.10	1.86	-40.02%



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.

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 **10.76%** in October 2020 to \$175,000 versus the previous year at \$158,000.

Median Days on Market Shortens

The median number of **9.00** days that homes spent on the market before selling decreased by 8.00 days or **47.06%** in October 2020 compared to last year's same month at **17.00** DOM.

Sales Success for October 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 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 Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

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

October 2020



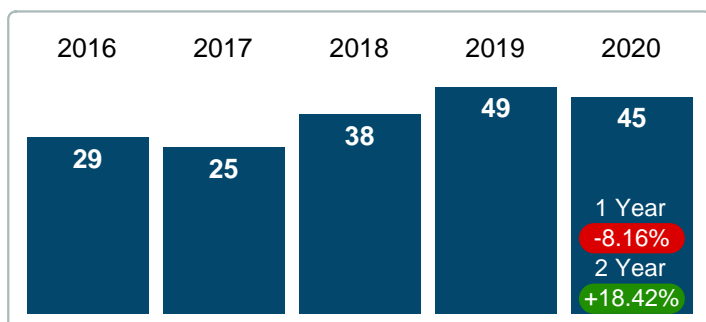
Area Delimited by County Of Bryan - Residential Property Type



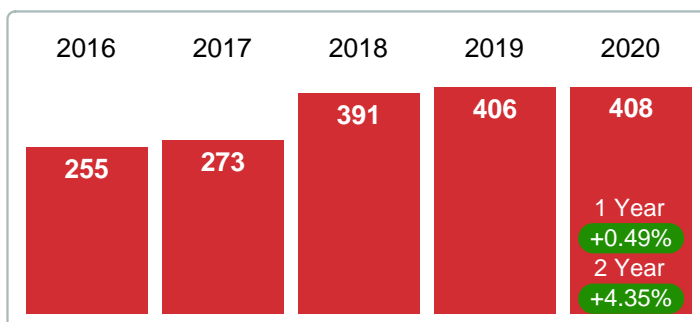
CLOSED LISTINGS

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

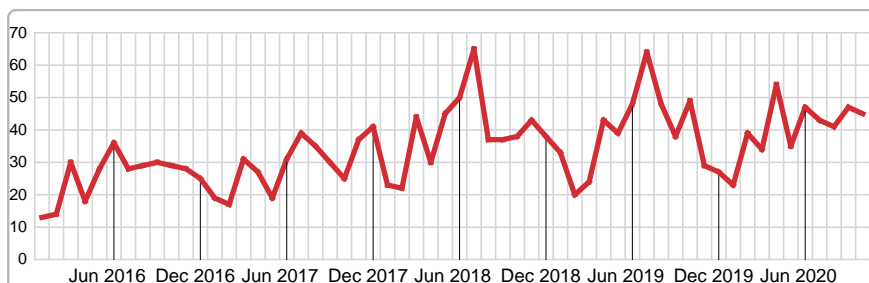
OCTOBER



YEAR TO DATE (YTD)

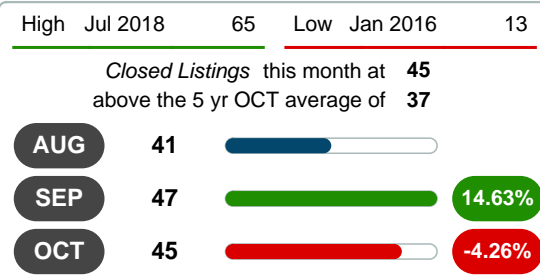


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 37



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%	1.0	1	1	0	0
\$75,001 - \$125,000	7	15.56%	4.0	4	3	0	0
\$125,001 - \$125,000	0	0.00%	4.0	0	0	0	0
\$125,001 - \$175,000	14	31.11%	6.5	4	10	0	0
\$175,001 - \$225,000	10	22.22%	9.0	0	8	2	0
\$225,001 - \$350,000	7	15.56%	141.0	0	3	3	1
\$350,001 and up	5	11.11%	91.0	0	1	2	2
Total Closed Units	45			9	26	7	3
Total Closed Volume	9,433,635	100%	9.0	1.00M	4.71M	2.20M	1.53M
Median Closed Price	\$175,000			\$121,500	\$173,500	\$260,000	\$635,000

October 2020



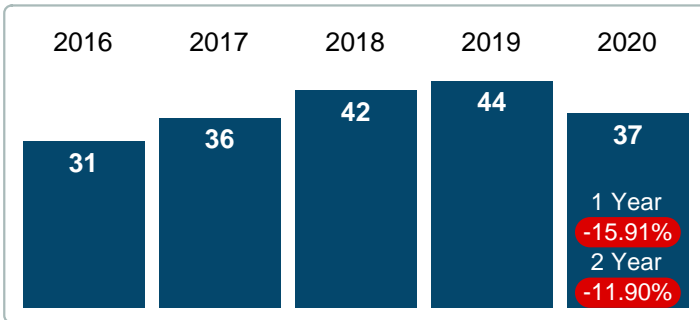
Area Delimited by County Of Bryan - Residential Property Type



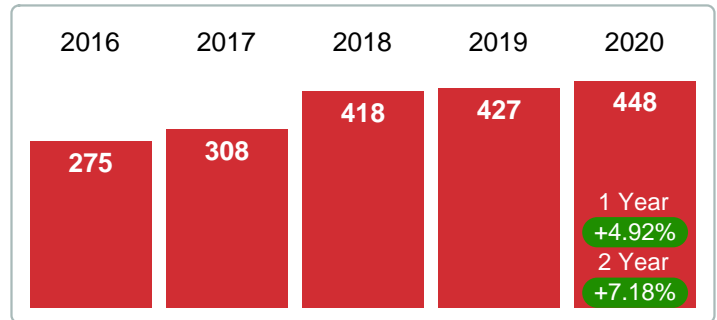
PENDING LISTINGS

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

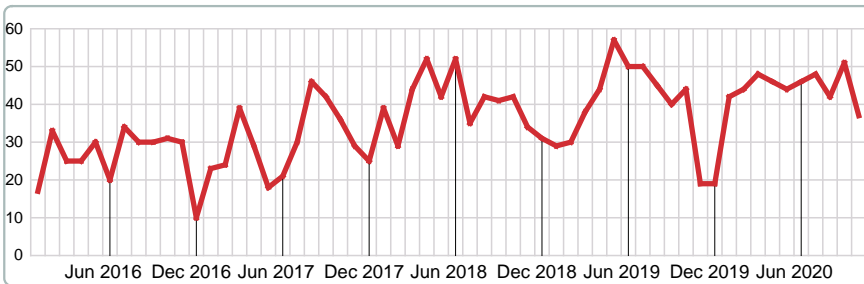
OCTOBER



YEAR TO DATE (YTD)

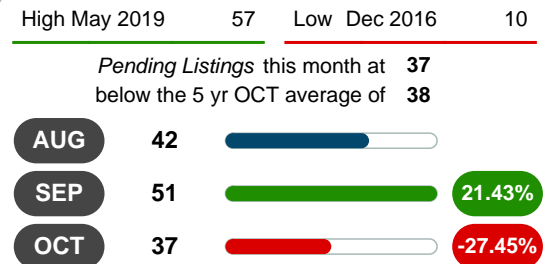


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 38



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	8.11%	2.0	2	1	0	0
\$75,001 - \$125,000	5	13.51%	58.0	0	3	2	0
\$125,001 - \$150,000	1	2.70%	65.0	0	1	0	0
\$150,001 - \$225,000	10	27.03%	14.0	1	8	1	0
\$225,001 - \$275,000	6	16.22%	37.0	0	4	2	0
\$275,001 - \$350,000	6	16.22%	71.5	0	2	4	0
\$350,001 and up	6	16.22%	28.0	1	1	3	1
Total Pending Units	37			4	20	12	1
Total Pending Volume	8,391,400	100%	35.0	706.00K	3.82M	3.46M	409.90K
Median Listing Price	\$225,000			\$148,500	\$179,500	\$287,500	\$409,900

October 2020



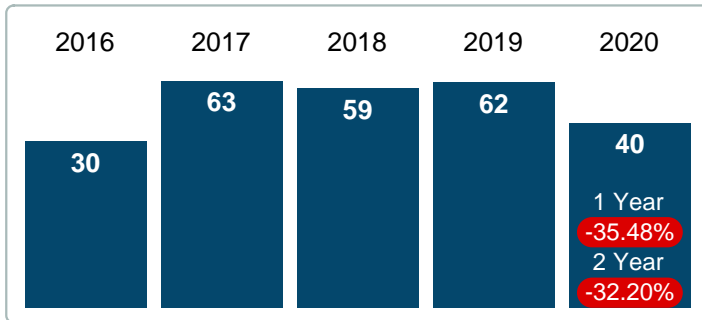
Area Delimited by County Of Bryan - Residential Property Type



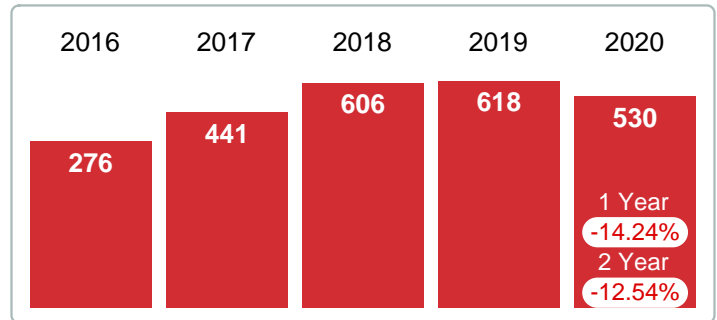
NEW LISTINGS

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

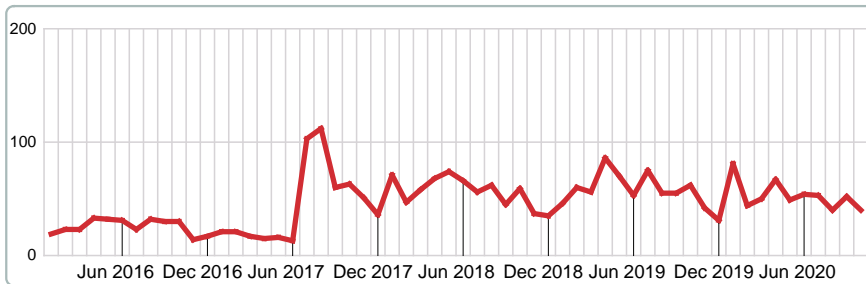
OCTOBER



YEAR TO DATE (YTD)

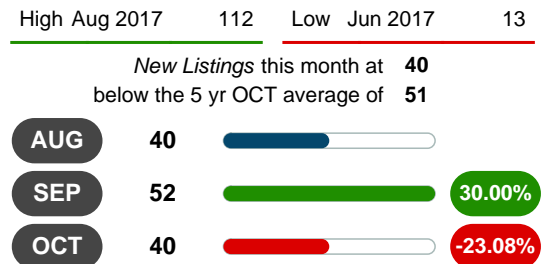


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 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
Total New Listed Units	40		6	21	11	2
Total New Listed Volume	11,714,450	100%	1.20M	4.00M	5.13M	1.38M
Median New Listed Listing Price	\$197,500		\$118,450	\$197,000	\$198,000	\$691,500

October 2020



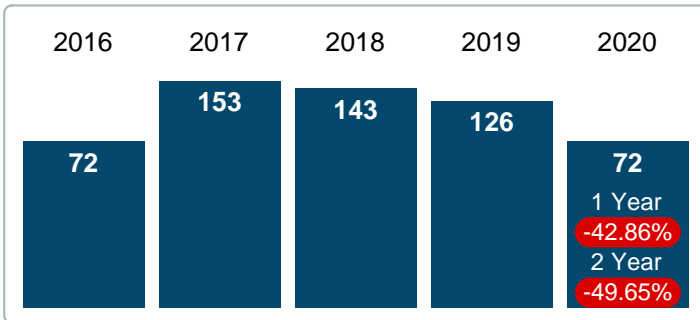
Area Delimited by County Of Bryan - Residential Property Type



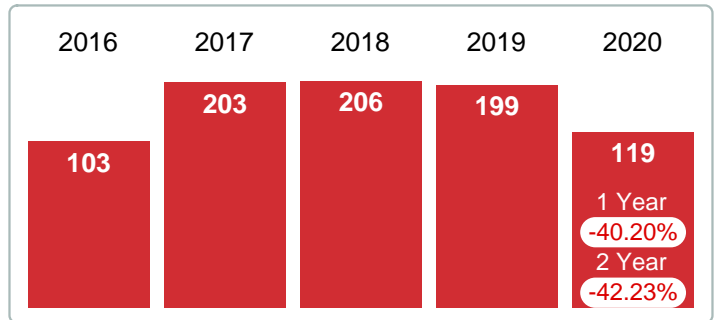
ACTIVE INVENTORY

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

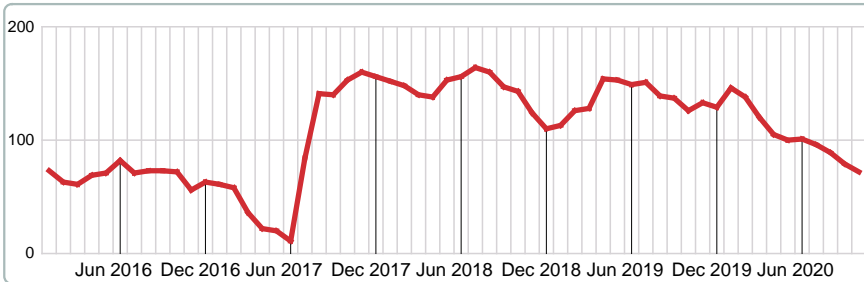
END OF OCTOBER



ACTIVE DURING OCTOBER

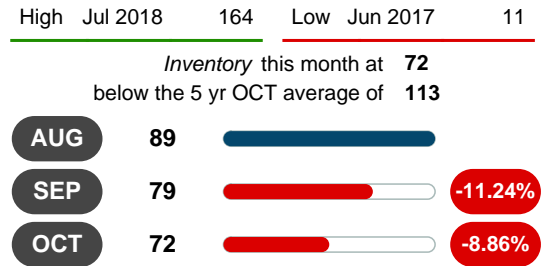


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 113



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	5.56%	90.5	3	1	0	0
\$75,001 - \$125,000	9	12.50%	60.0	2	6	1	0
\$125,001 - \$175,000	11	15.28%	33.0	0	7	4	0
\$175,001 - \$250,000	21	29.17%	30.0	0	15	6	0
\$250,001 - \$375,000	10	13.89%	50.5	0	4	5	1
\$375,001 - \$675,000	10	13.89%	106.5	0	2	3	5
\$675,001 and up	7	9.72%	141.0	0	1	4	2
Total Active Inventory by Units	72			5	36	23	8
Total Active Inventory by Volume	25,860,500	100%	48.5	431.30K	8.01M	11.34M	6.08M
Median Active Inventory Listing Price	\$217,500			\$72,000	\$205,125	\$259,900	\$592,000

October 2020



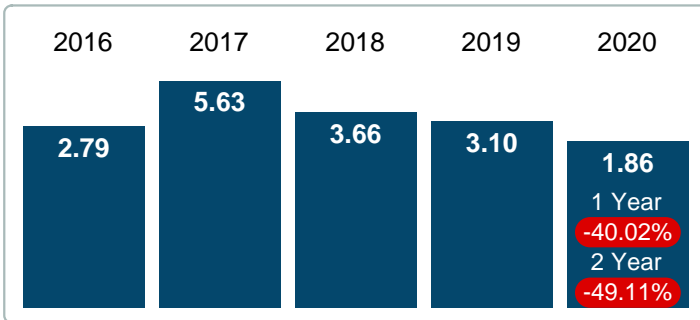
Area Delimited by County Of Bryan - Residential Property Type



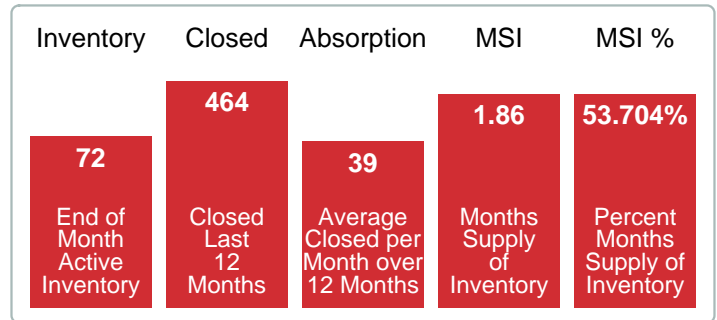
MONTHS SUPPLY of INVENTORY (MSI)

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

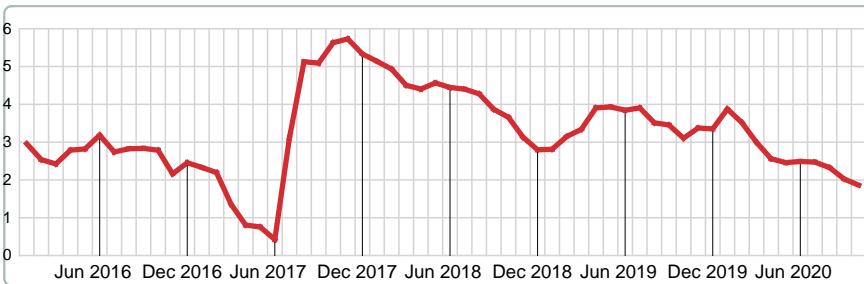
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020

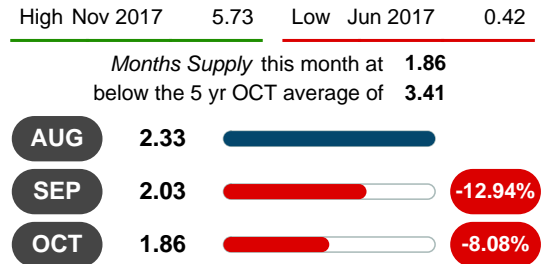


5 YEAR MARKET ACTIVITY TRENDS



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



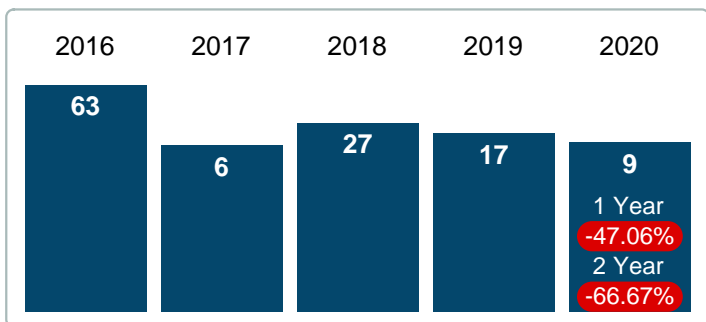
Area Delimited by County Of Bryan - Residential Property Type



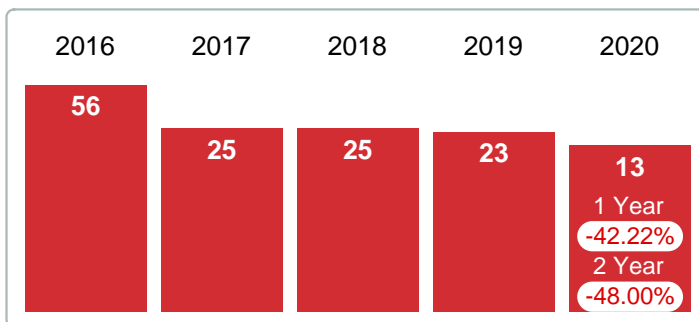
MEDIAN DAYS ON MARKET TO SALE

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

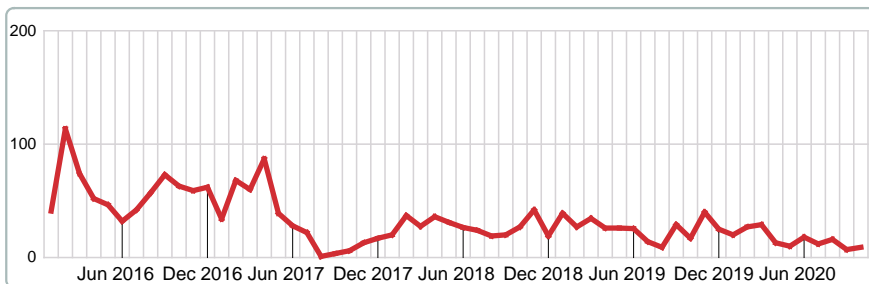
OCTOBER



YEAR TO DATE (YTD)

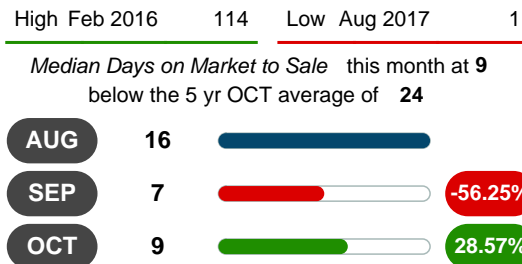


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 24



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%	1	1	1	0	0
\$75,001 - \$125,000	15.56%	4	7	4	0	0
\$125,001 - \$125,000	0.00%	4	0	0	0	0
\$125,001 - \$175,000	31.11%	7	5	7	0	0
\$175,001 - \$225,000	22.22%	9	0	14	9	0
\$225,001 - \$350,000	15.56%	141	0	141	65	179
\$350,001 and up	11.11%	91	0	68	118	106
Median Closed DOM		9	4	12	12	120
Total Closed Units	100%	9.0	9	26	7	3
Total Closed Volume		9,433,635	1.00M	4.71M	2.20M	1.53M

October 2020



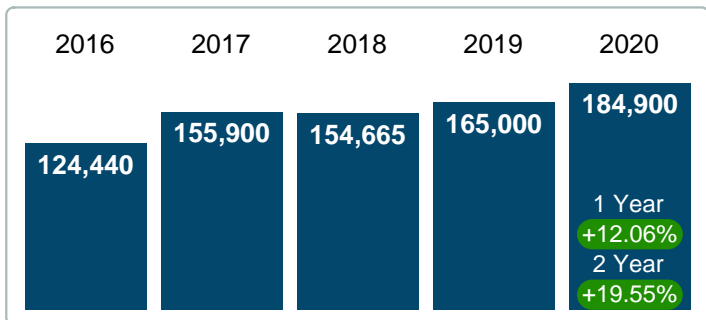
Area Delimited by County Of Bryan - Residential Property Type



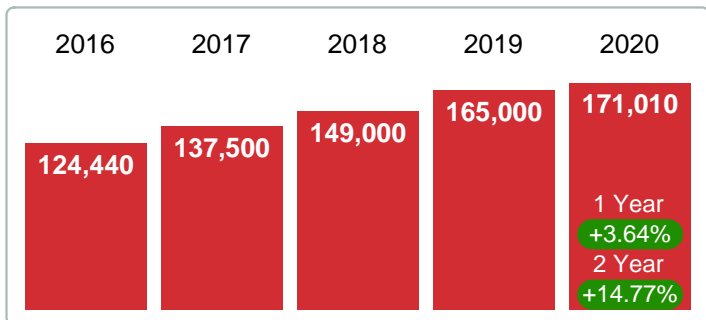
MEDIAN LIST PRICE AT CLOSING

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

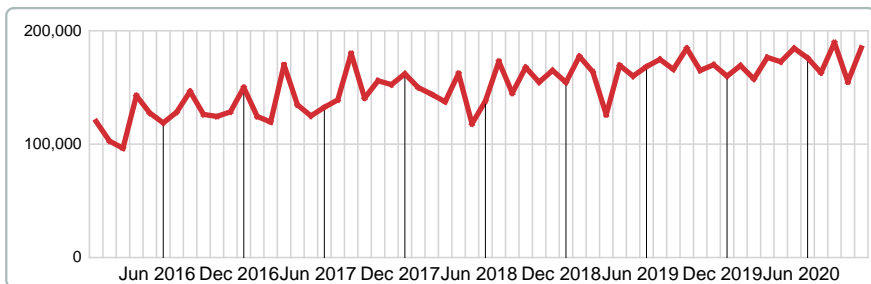
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

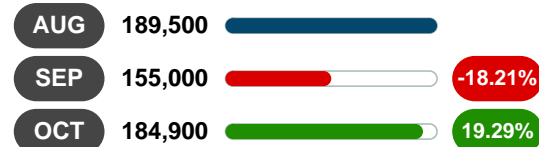


3 MONTHS

5 year OCT AVG = 156,981

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

Median List Price at Closing this month at **184,900**
above the 5 yr OCT average of **156,981**



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	4.44%	57,450	40,000	74,900	0	0
\$75,001 - \$125,000	7	15.56%	100,000	102,400	100,000	0	0
\$125,001 - \$125,000	0	0.00%	100,000	0	0	0	0
\$125,001 - \$175,000	12	26.67%	141,200	139,700	160,450	0	0
\$175,001 - \$225,000	11	24.44%	190,000	0	189,900	212,500	0
\$225,001 - \$350,000	8	17.78%	278,950	0	291,400	275,000	253,000
\$350,001 and up	5	11.11%	568,500	0	399,900	478,250	633,750
Median List Price			184,900	116,900	180,200	275,000	568,500
Total Closed Units		100%	184,900	9	26	7	3
Total Closed Volume			9,686,000	1.00M	4.93M	2.24M	1.52M

October 2020



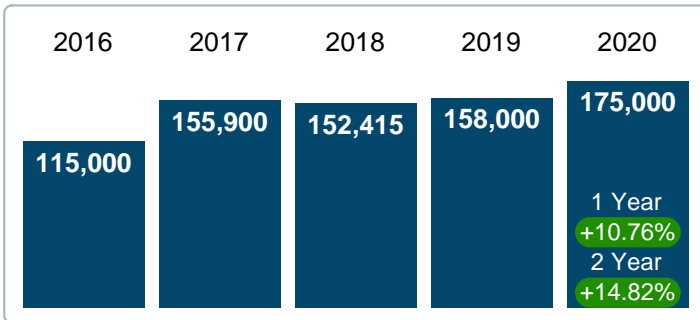
Area Delimited by County Of Bryan - Residential Property Type



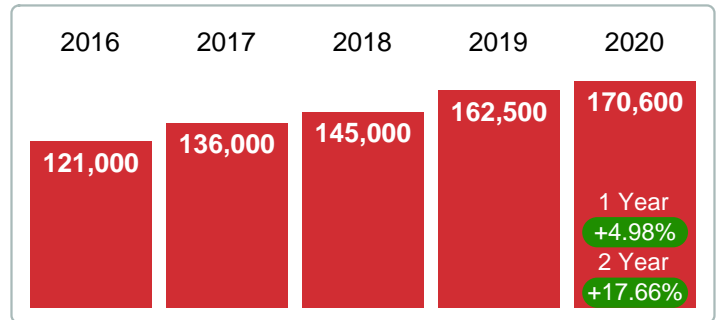
MEDIAN SOLD PRICE AT CLOSING

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

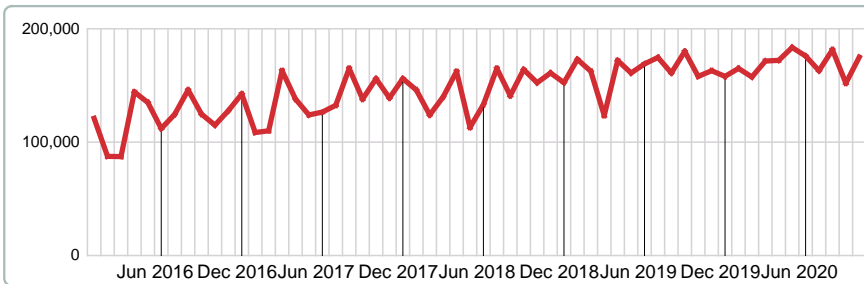
OCTOBER



YEAR TO DATE (YTD)

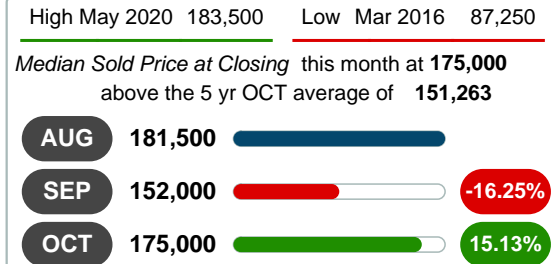


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 151,263



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%	52,500	40,000	65,000	0	0
\$75,001 - \$125,000	7	15.56%	101,900	103,700	101,900	0	0
\$125,001 - \$125,000	0	0.00%	101,900	0	0	0	0
\$125,001 - \$175,000	14	31.11%	141,886	135,250	160,000	0	0
\$175,001 - \$225,000	10	22.22%	190,750	0	190,750	202,500	0
\$225,001 - \$350,000	7	15.56%	260,000	0	282,900	260,000	240,000
\$350,001 and up	5	11.11%	577,000	0	375,000	467,000	642,500
Median Sold Price			175,000	121,500	173,500	260,000	635,000
Total Closed Units		100%	175,000	9	26	7	3
Total Closed Volume			9,433,635	1.00M	4.71M	2.20M	1.53M

October 2020



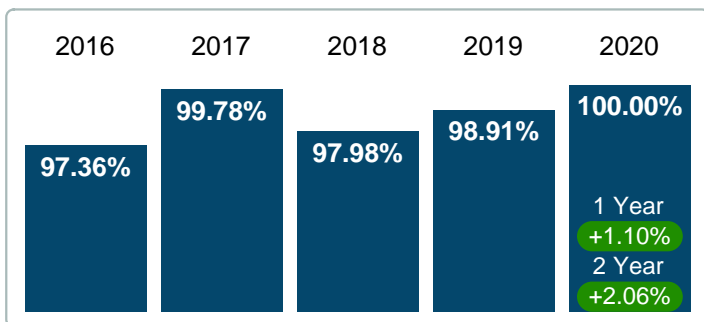
Area Delimited by County Of Bryan - Residential Property Type



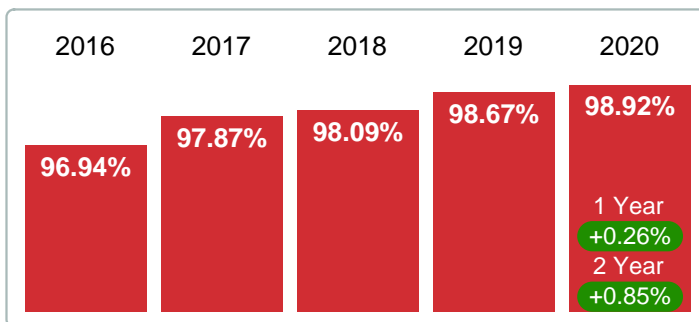
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

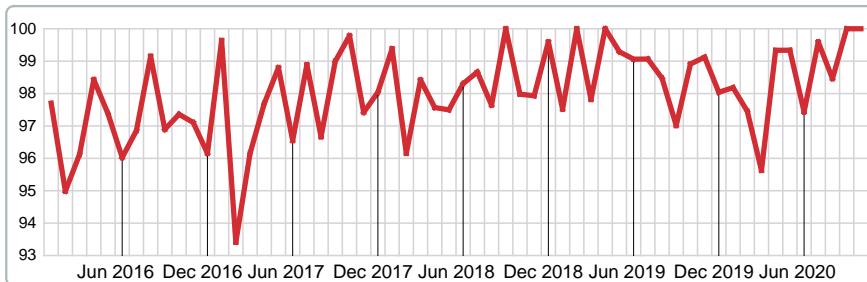
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

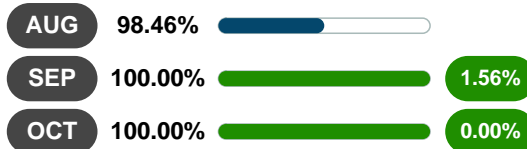


3 MONTHS

5 year OCT AVG = 98.81%

High Oct 2020 100.00% Low Feb 2017 93.41%

Median Sold/List Ratio this month at **100.00%** above the 5 yr OCT average of **98.81%**



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	2	4.44%	93.39%	100.00%	86.78%	0.00%	0.00%
\$75,001 - \$125,000	7	15.56%	100.00%	101.97%	99.48%	0.00%	0.00%
\$125,001 - \$175,000	0	0.00%	100.00%	0.00%	0.00%	0.00%	0.00%
\$175,001 - \$225,000	14	31.11%	99.86%	98.57%	99.86%	0.00%	0.00%
\$225,001 - \$350,000	10	22.22%	100.00%	0.00%	100.38%	95.12%	0.00%
\$350,001 and up	5	11.11%	97.14%	0.00%	93.77%	97.55%	102.34%
Median Sold/List Ratio		100.00%		100.00%	100.00%	97.96%	94.86%
Total Closed Units		45	100%	9	26	7	3
Total Closed Volume		9,433,635		1.00M	4.71M	2.20M	1.53M

October 2020



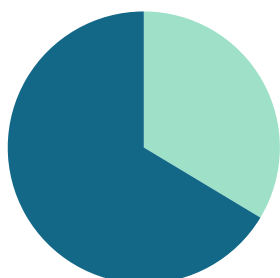
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

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

INVENTORY

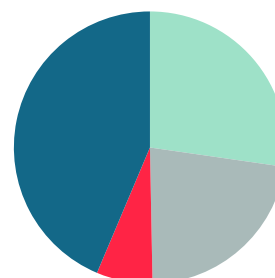


Inventory
 New Listings
40 = 33.61%
 Start Inventory
79
 Total Inventory Units
119
 Volume
\$38,104,500

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%
Median List Price	165,000	184,900	12.06%	165,000	171,010	3.64%
Median Sale Price	158,000	175,000	10.76%	162,500	170,600	4.98%
Median Percent of Selling Price to List Price	98.91%	100.00%	1.10%	98.67%	98.92%	0.26%
Median Days on Market to Sale	17.00	9.00	-47.06%	22.50	13.00	-42.22%
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

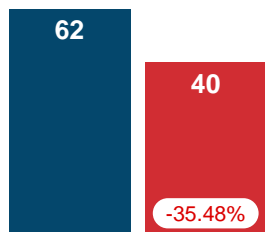
Inventory on October 31, 2020 = **72**

2019 **2020**

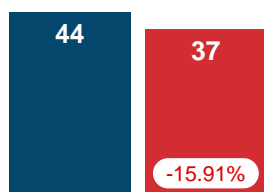
OCTOBER MARKET

MEDIAN PRICES

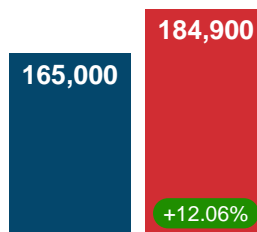
New Listings



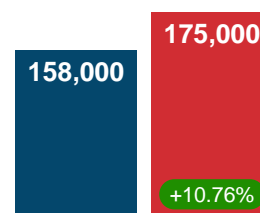
Pending Listings



List Price



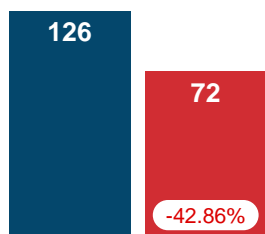
Sale Price



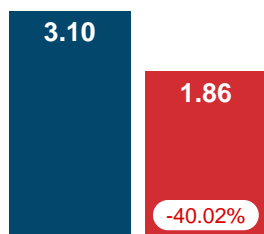
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

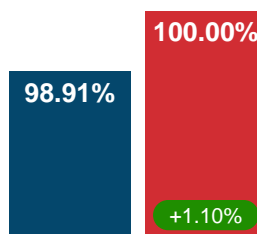
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

