

September 2020



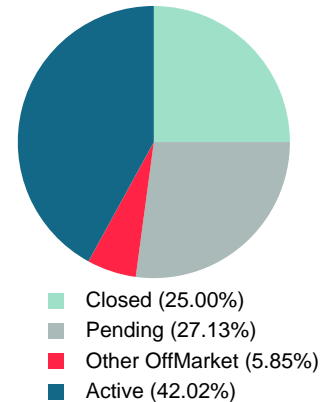
Area Delimited by County Of Bryan - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 27, 2023 for MLS Technology Inc.

Compared Metrics	September		
	2019	2020	+/-%
Closed Listings	38	47	23.68%
Pending Listings	40	51	27.50%
New Listings	55	52	-5.45%
Average List Price	223,782	168,410	-24.74%
Average Sale Price	214,318	164,676	-23.16%
Average Percent of Selling Price to List Price	95.51%	97.28%	1.86%
Average Days on Market to Sale	40.97	22.04	-46.20%
End of Month Inventory	137	79	-42.34%
Months Supply of Inventory	3.45	2.03	-41.35%



Absorption: Last 12 months, an Average of **39** Sales/Month
Active Inventory as of September 30, 2020 = **79**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2020 decreased **42.34%** to 79 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 **2.03** 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 **23.16%** in September 2020 to \$164,676 versus the previous year at \$214,318.

Average Days on Market Shortens

The average number of **22.04** days that homes spent on the market before selling decreased by 18.93 days or **46.20%** in September 2020 compared to last year's same month at **40.97** DOM.

Sales Success for September 2020 is Positive

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

There were 52 New Listings in September 2020, down **5.45%** from last year at 55. Furthermore, there were 47 Closed Listings this month versus last year at 38, a **23.68%** increase.

Closed versus Listed trends yielded a **90.4%** ratio, up from previous year's, September 2019, at **69.1%**, a **30.82%** 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
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average 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

September 2020



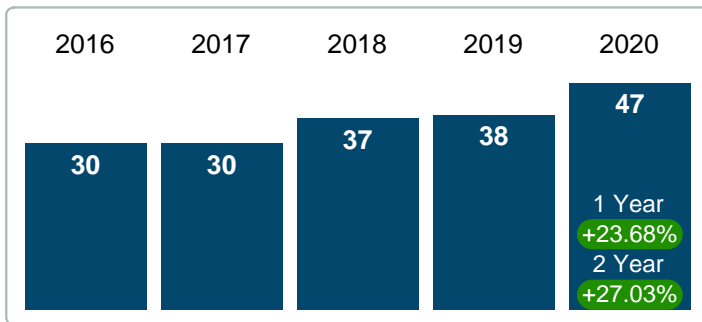
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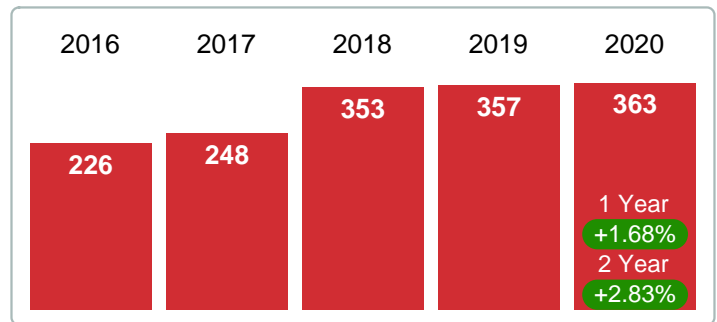
CLOSED LISTINGS

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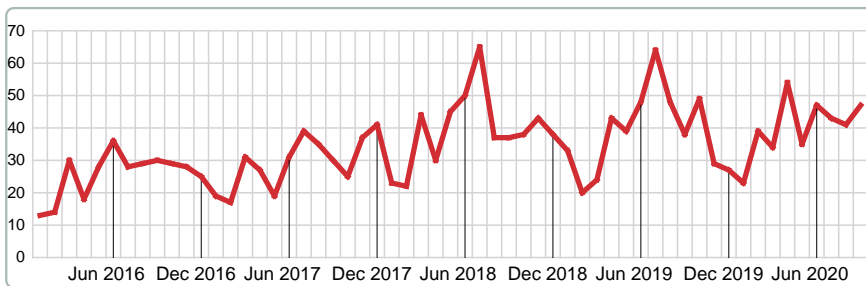
SEPTEMBER



YEAR TO DATE (YTD)

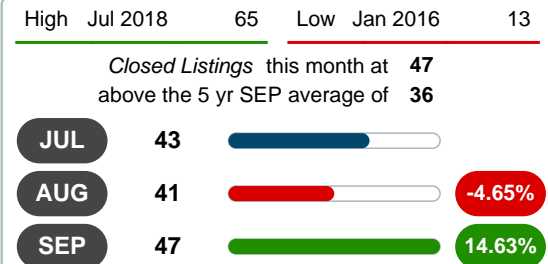


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP 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
\$50,000 and less	3	6.38%	28.3	2	1	0	0
\$50,001 - \$100,000	7	14.89%	33.4	2	4	1	0
\$100,001 - \$125,000	5	10.64%	15.2	1	4	0	0
\$125,001 - \$175,000	13	27.66%	23.8	2	9	2	0
\$175,001 - \$175,000	0	0.00%	0.0	0	0	0	0
\$175,001 - \$275,000	14	29.79%	14.1	0	12	2	0
\$275,001 and up	5	10.64%	27.0	0	3	1	1
Total Closed Units	47			7	33	6	1
Total Closed Volume	7,739,750	100%	22.0	642.70K	5.67M	1.09M	340.00K
Average Closed Price	\$164,676			\$91,814	\$171,835	\$181,083	\$340,000

September 2020



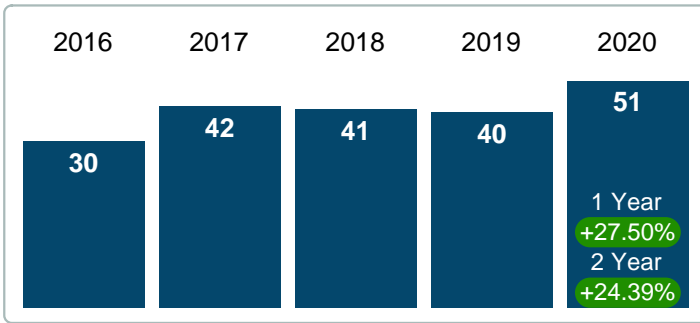
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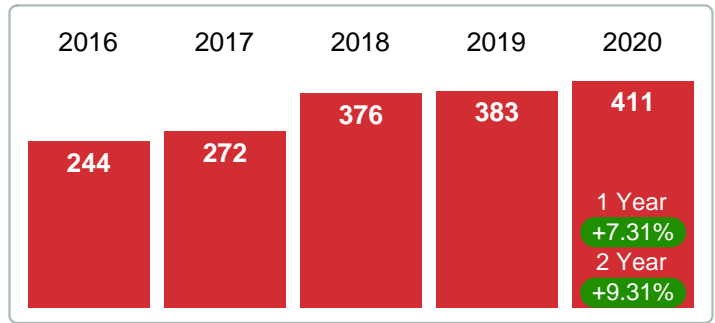
PENDING LISTINGS

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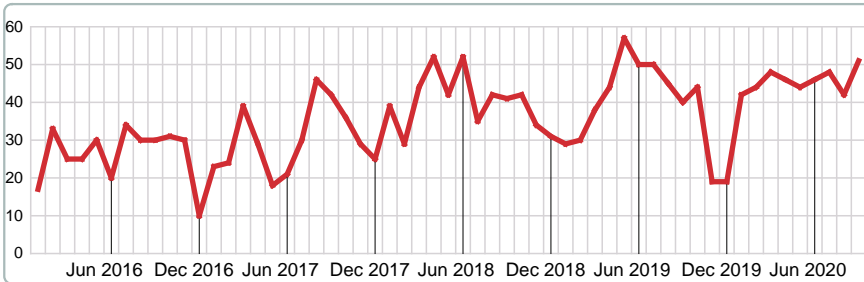
SEPTEMBER



YEAR TO DATE (YTD)

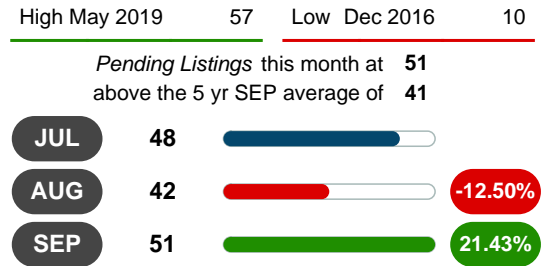


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 41



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	2	3.92%	62.0	0	2	0	0
\$75,001 - \$125,000	9	17.65%	18.7	1	7	1	0
\$125,001 - \$125,000	0	0.00%	0.0	0	0	0	0
\$125,001 - \$175,000	17	33.33%	18.4	4	12	1	0
\$175,001 - \$200,000	8	15.69%	41.6	0	7	0	1
\$200,001 - \$325,000	7	13.73%	26.3	0	4	3	0
\$325,001 and up	8	15.69%	56.4	0	2	2	4
Total Pending Units	51			5	34	7	5
Total Pending Volume	10,343,450	100%	30.8	671.70K	5.74M	1.66M	2.28M
Average Listing Price	\$202,813			\$134,340	\$168,743	\$236,786	\$455,400

September 2020



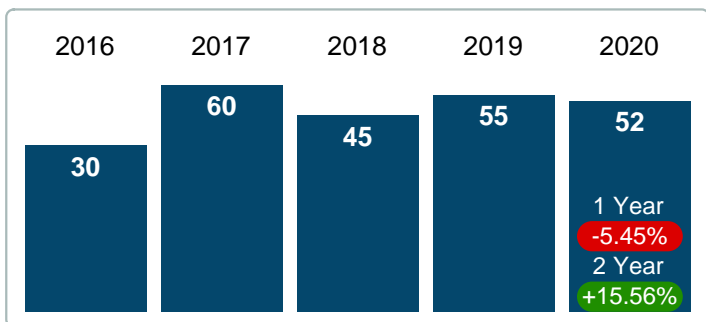
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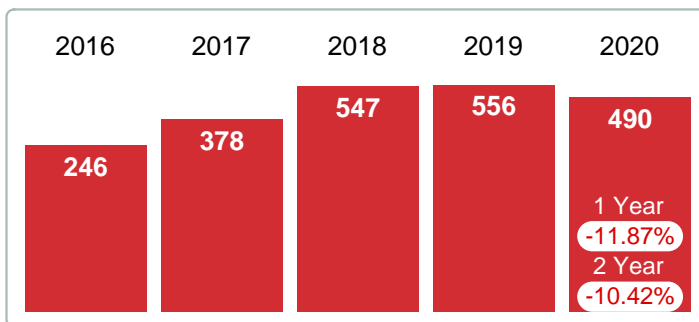
NEW LISTINGS

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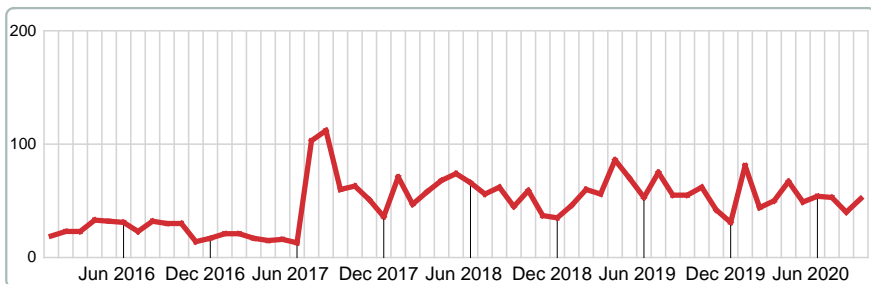
SEPTEMBER



YEAR TO DATE (YTD)

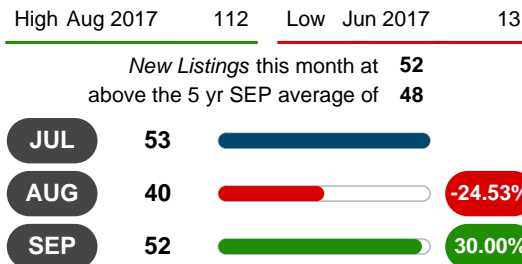


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 48



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	1	1.92%	0	1	0	0
\$75,001 - \$125,000	9	17.31%	0	8	1	0
\$125,001 - \$150,000	9	17.31%	2	6	1	0
\$150,001 - \$225,000	14	26.92%	1	11	2	0
\$225,001 - \$325,000	6	11.54%	0	0	6	0
\$325,001 - \$350,000	3	5.77%	0	1	1	1
\$350,001 and up	10	19.23%	0	4	4	2
Total New Listed Units	52		3	31	15	3
Total New Listed Volume	13,578,750	100%	494.40K	6.01M	4.07M	3.00M
Average New Listed Listing Price	\$206,287		\$164,800	\$193,782	\$271,480	\$1,001,633

September 2020



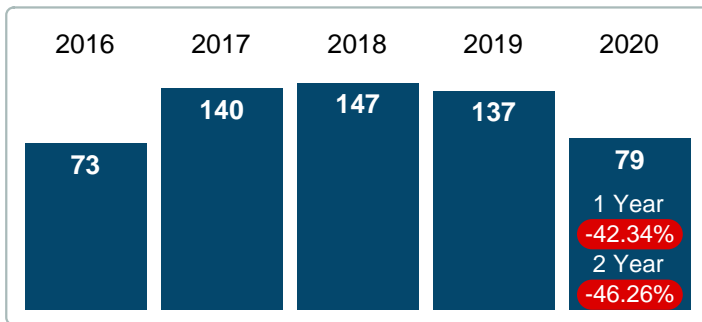
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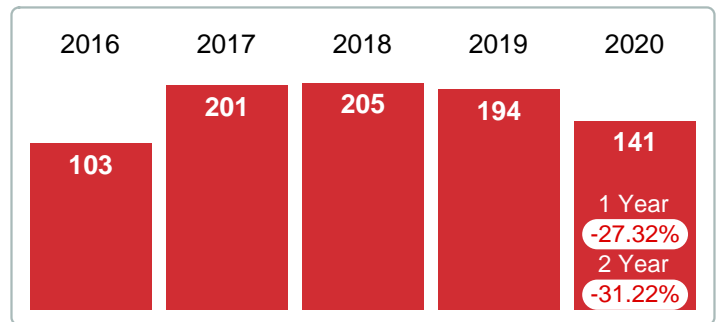
ACTIVE INVENTORY

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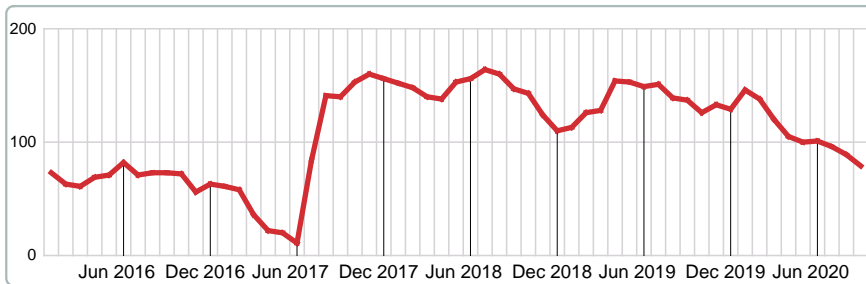
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

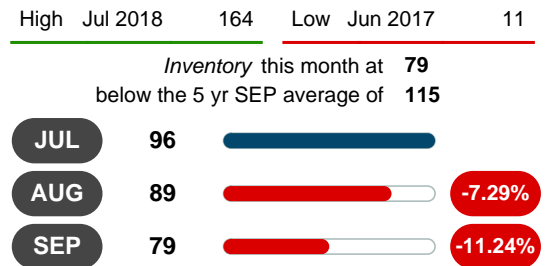


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 115



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	6.33%	106.8	4	1	0	0
\$75,001 - \$125,000	11	13.92%	74.5	0	8	2	1
\$125,001 - \$200,000	13	16.46%	79.6	0	10	3	0
\$200,001 - \$275,000	16	20.25%	84.4	1	9	6	0
\$275,001 - \$375,000	15	18.99%	71.6	0	6	8	1
\$375,001 - \$575,000	10	12.66%	81.6	0	3	3	4
\$575,001 and up	9	11.39%	134.6	0	1	4	4
Total Active Inventory by Units	79			5	38	26	10
Total Active Inventory by Volume	26,390,050	100%	86.6	485.40K	8.64M	10.40M	6.86M
Average Active Inventory Listing Price	\$334,051			\$97,080	\$227,325	\$400,054	\$686,490

September 2020



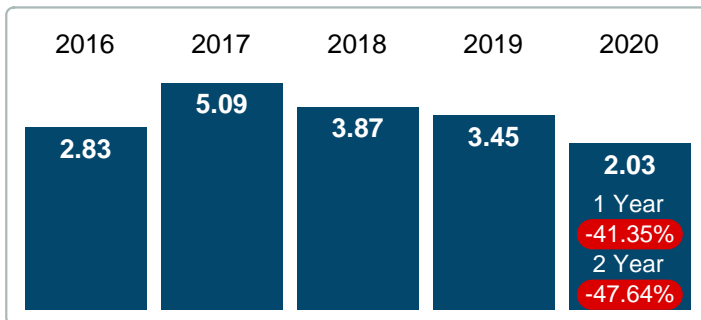
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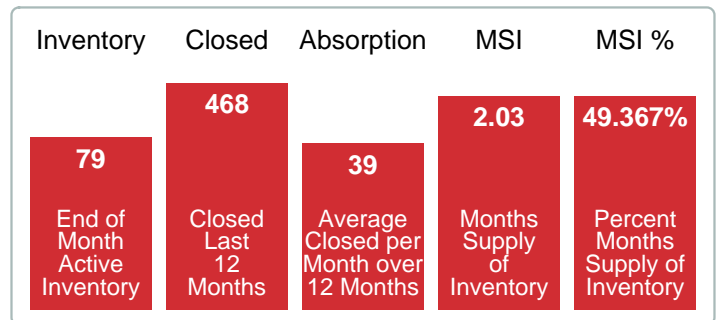
MONTHS SUPPLY of INVENTORY (MSI)

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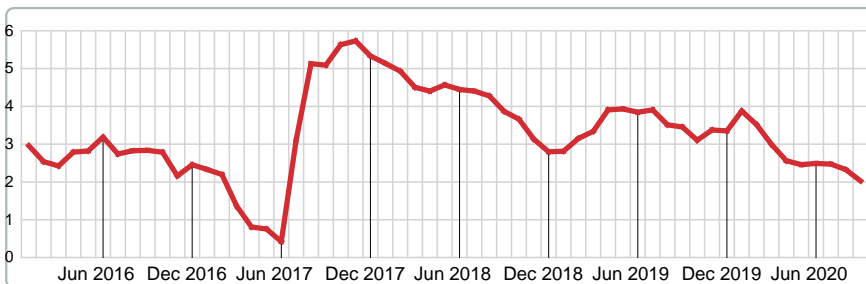
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020

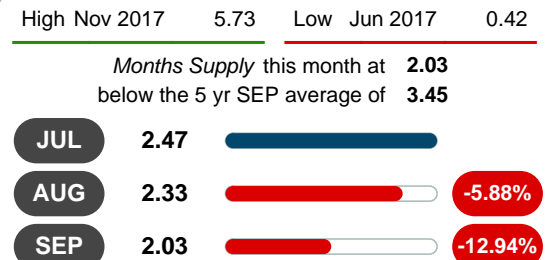


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 3.45



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	5	6.33%	1.43	3.43	0.48	0.00	0.00
\$75,001 - \$125,000	11	13.92%	1.39	0.00	1.52	2.40	6.00
\$125,001 - \$200,000	13	16.46%	0.85	0.00	0.83	1.38	0.00
\$200,001 - \$275,000	16	20.25%	2.40	3.00	2.16	2.88	0.00
\$275,001 - \$375,000	15	18.99%	4.62	0.00	4.00	6.86	2.40
\$375,001 - \$575,000	10	12.66%	6.00	0.00	5.14	4.50	9.60
\$575,001 and up	9	11.39%	12.00	0.00	4.00	12.00	24.00
Market Supply of Inventory (MSI)			2.03	1.22	1.47	3.51	6.32
Total Active Inventory by Units		100%	2.03	5	38	26	10

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

September 2020



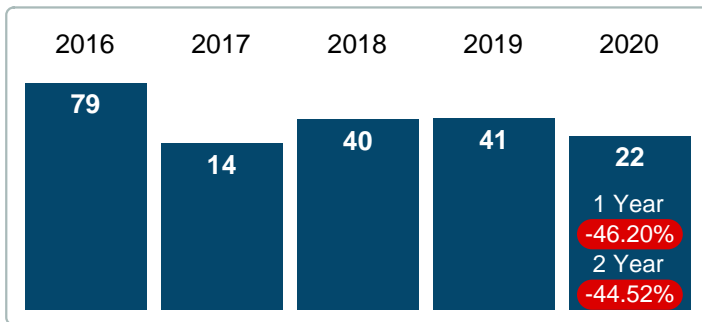
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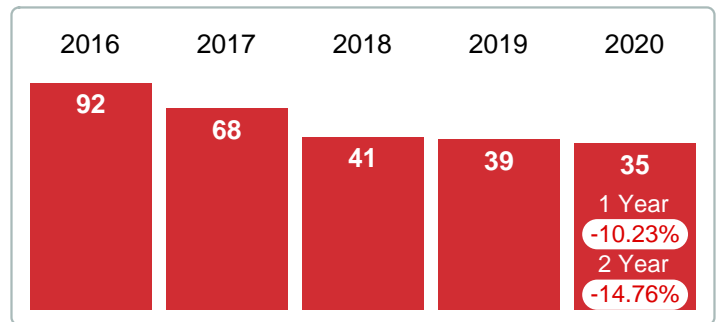
AVERAGE DAYS ON MARKET TO SALE

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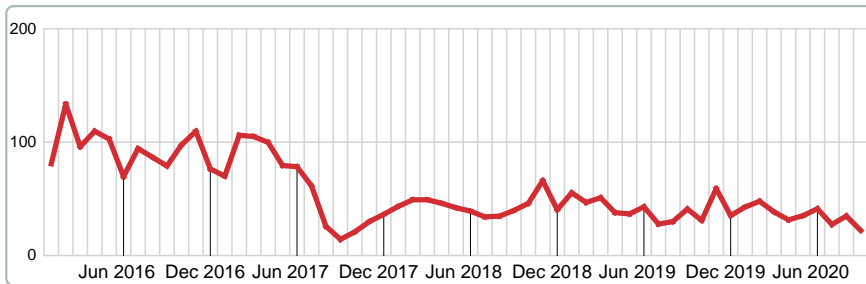
SEPTEMBER



YEAR TO DATE (YTD)

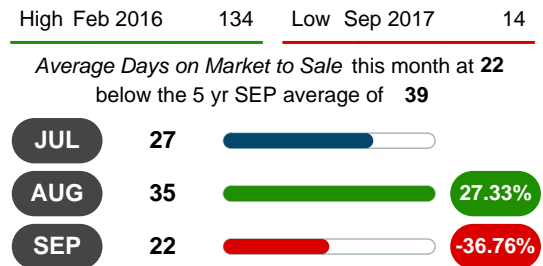


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 39



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
\$50,000 and less	6.38%	28	42	1	0	0
\$50,001 - \$100,000	14.89%	33	35	41	1	0
\$100,001 - \$125,000	10.64%	15	10	17	0	0
\$125,001 - \$175,000	27.66%	24	6	29	18	0
\$175,001 - \$175,000	0.00%	0	0	0	0	0
\$175,001 - \$275,000	29.79%	14	0	15	8	0
\$275,001 and up	10.64%	27	0	44	1	3
Average Closed DOM		22	25	24	9	3
Total Closed Units	100%	22	7	33	6	1
Total Closed Volume		7,739,750	642.70K	5.67M	1.09M	340.00K

September 2020



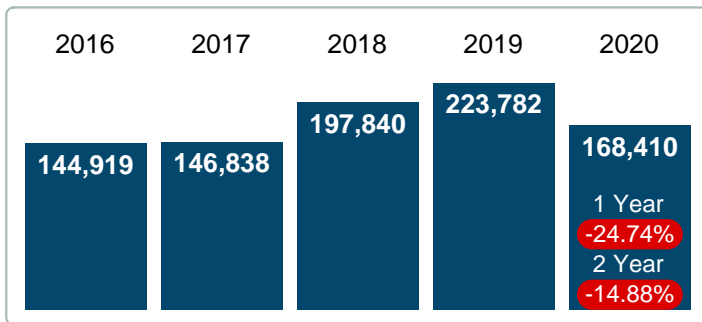
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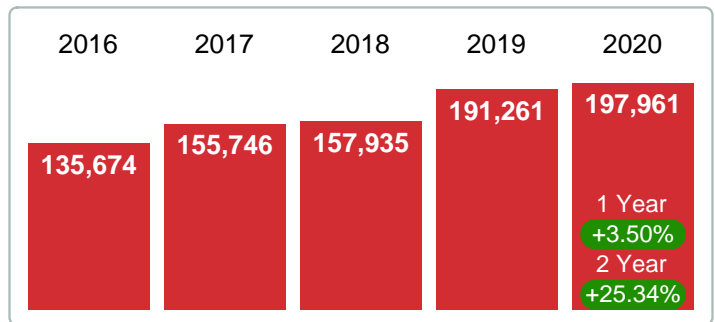
AVERAGE LIST PRICE AT CLOSING

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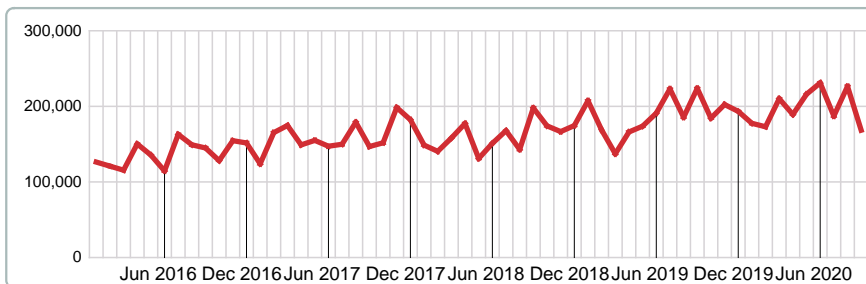
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

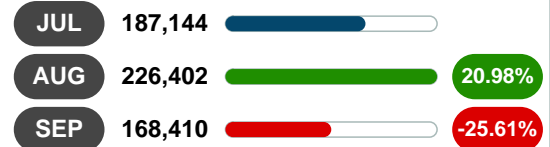


3 MONTHS

5 year SEP AVG = 176,358

High Jun 2020 231,045 Low Jun 2016 114,597

Average List Price at Closing this month at **168,410**
below the 5 yr SEP average of **176,358**



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
\$50,000 and less	6.38%	40,833	42,500	37,500	0	0
\$50,001 - \$100,000	12.77%	83,300	82,400	88,125	87,500	0
\$100,001 - \$125,000	10.64%	116,780	125,000	120,950	0	0
\$125,001 - \$175,000	27.66%	147,681	144,950	152,994	152,000	0
\$175,001 - \$175,000	0.00%	0	0	0	0	0
\$175,001 - \$275,000	31.91%	203,153	0	203,200	214,000	0
\$275,001 and up	10.64%	348,380	0	364,333	299,900	349,000
Average List Price		168,410	94,957	175,217	186,567	349,000
Total Closed Units	100%	168,410	7	33	6	1
Total Closed Volume		7,915,250	664.70K	5.78M	1.12M	349.00K

September 2020



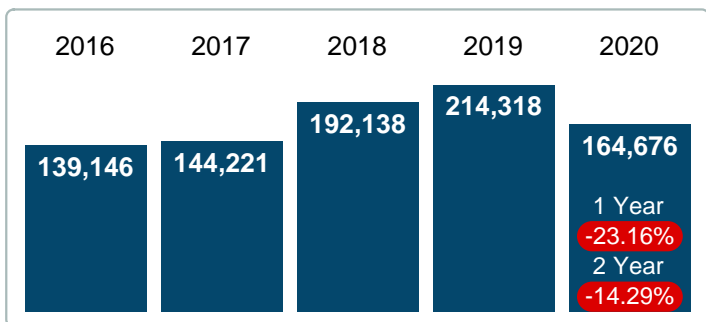
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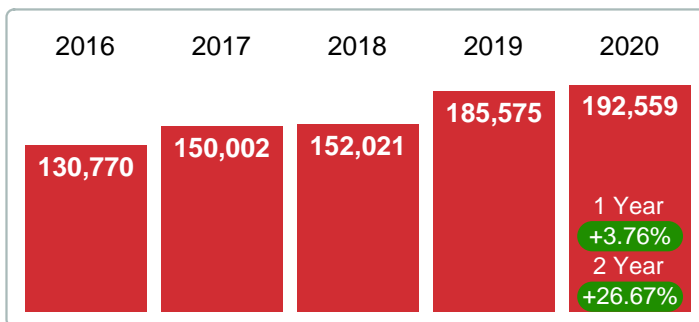
AVERAGE SOLD PRICE AT CLOSING

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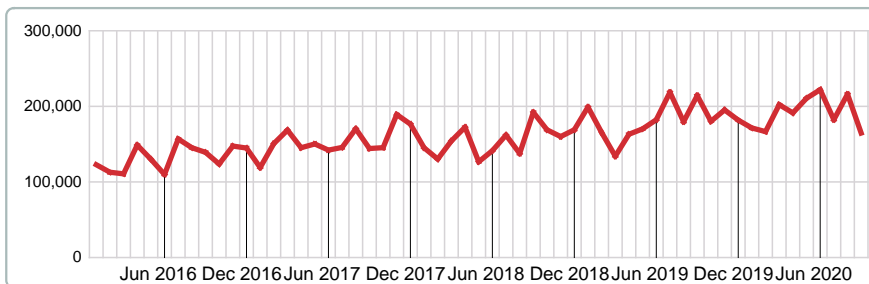
SEPTEMBER



YEAR TO DATE (YTD)

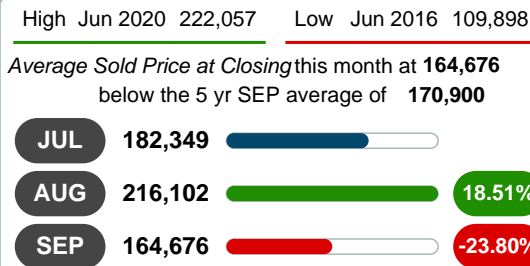


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 170,900



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
\$50,000 and less	6.38%	36,833	36,500	37,500	0	0
\$50,001 - \$100,000	14.89%	83,557	82,400	83,150	87,500	0
\$100,001 - \$125,000	10.64%	115,580	115,000	115,725	0	0
\$125,001 - \$175,000	27.66%	148,196	144,950	149,406	146,000	0
\$175,001 - \$175,000	0.00%	0	0	0	0	0
\$175,001 - \$275,000	29.79%	202,993	0	202,075	208,500	0
\$275,001 and up	10.64%	339,600	0	356,000	290,000	340,000
Average Sold Price		164,676	91,814	171,835	181,083	340,000
Total Closed Units	100%	164,676	7	33	6	1
Total Closed Volume		7,739,750	642.70K	5.67M	1.09M	340.00K

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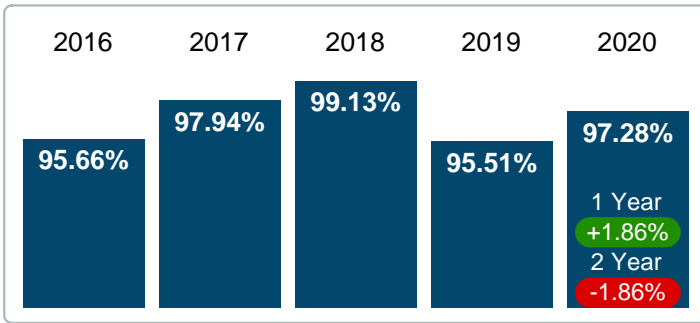
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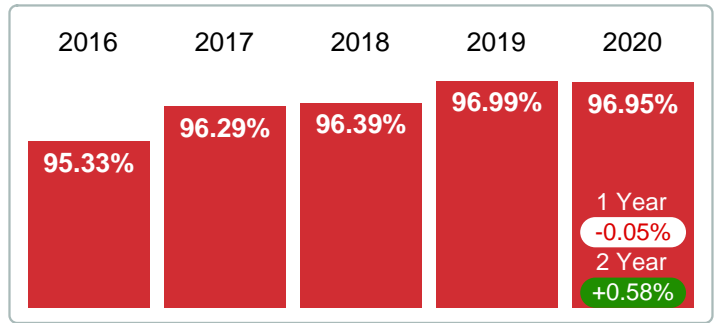
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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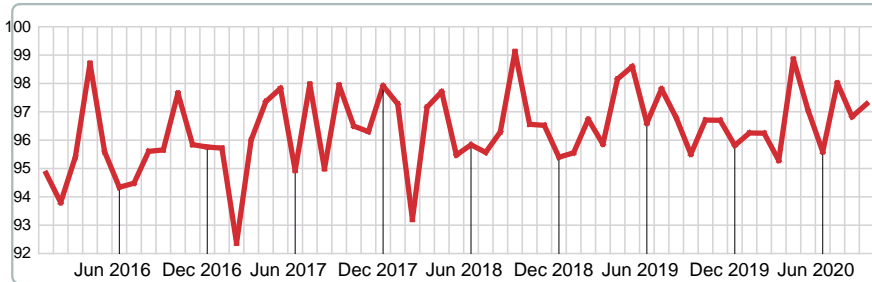
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

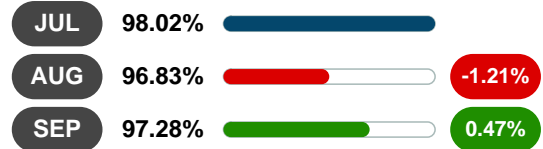


3 MONTHS

5 year SEP AVG = 97.10%

High Sep 2018 99.13% Low Feb 2017 92.37%

Average Sold/List Ratio this month at **97.28%**
equal to 5 yr SEP average of **97.10%**



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
\$50,000 and less	3	6.38%	90.46%	85.69%	100.00%	0.00%	0.00%
\$50,001 - \$100,000	7	14.89%	96.96%	100.00%	94.69%	100.00%	0.00%
\$100,001 - \$125,000	5	10.64%	95.13%	92.00%	95.91%	0.00%	0.00%
\$125,001 - \$175,000	13	27.66%	97.83%	100.00%	97.71%	96.17%	0.00%
\$175,001 - \$175,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$175,001 - \$275,000	14	29.79%	99.16%	0.00%	99.46%	97.37%	0.00%
\$275,001 and up	5	10.64%	97.29%	0.00%	97.44%	96.70%	97.42%
Average Sold/List Ratio		97.30%		94.77%	97.80%	97.30%	97.42%
Total Closed Units		47	100%	7	33	6	1
Total Closed Volume		7,739,750		642.70K	5.67M	1.09M	340.00K

September 2020



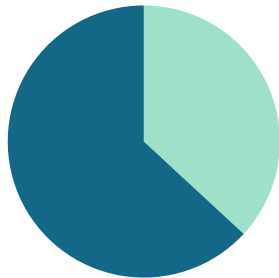
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

Report produced on Jul 27, 2023 for MLS Technology Inc.

INVENTORY

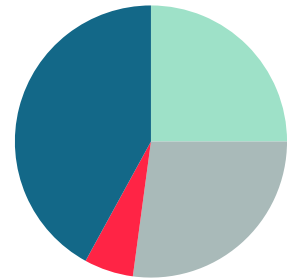


Inventory
 New Listings
52 = 36.88%
 Start Inventory
89
 Total Inventory Units
141
 Volume
\$41,058,199

Market Activity

Closed Sales
47 = 25.00%
 Pending Sales
51 = 27.13%
 Other Off Market
11 = 5.85%
 Active Inventory
79 = 42.02%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	38	47	23.68%	357	363	1.68%
Pending Sales	40	51	27.50%	383	411	7.31%
New Listings	55	52	-5.45%	556	490	-11.87%
Average List Price	223,782	168,410	-24.74%	191,261	197,961	3.50%
Average Sale Price	214,318	164,676	-23.16%	185,575	192,559	3.76%
Average Percent of Selling Price to List Price	95.51%	97.28%	1.86%	96.99%	96.95%	-0.05%
Average Days on Market to Sale	40.97	22.04	-46.20%	38.87	34.90	-10.23%
Monthly Inventory	137	79	-42.34%	137	79	-42.34%
Months Supply of Inventory	3.45	2.03	-41.35%	3.45	2.03	-41.35%

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

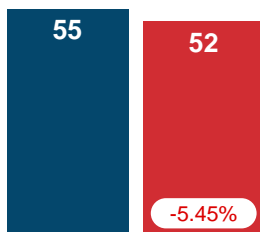
Inventory on September 30, 2020 = **79**

2019 **2020**

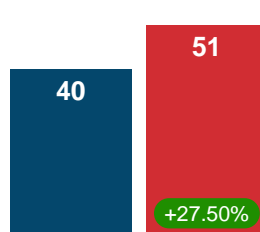
SEPTEMBER MARKET

AVERAGE PRICES

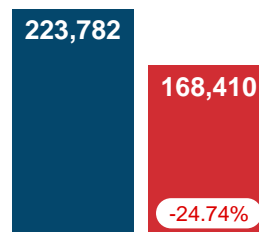
New Listings



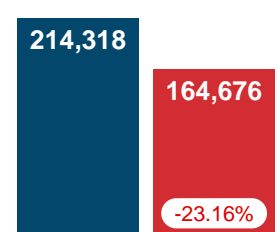
Pending Listings



List Price



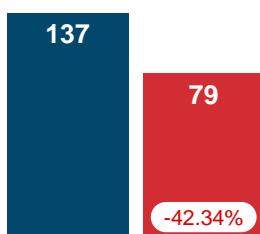
Sale Price



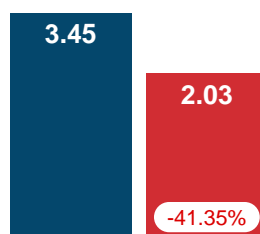
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

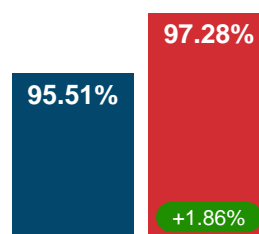
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

