

September 2020



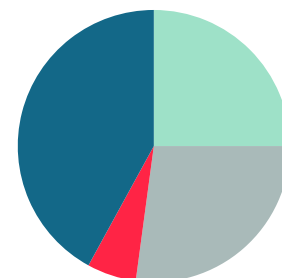
Area Delimited by County Of Bryan - Residential Property Type



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%
Median List Price	184,500	155,000	-15.99%
Median Sale Price	180,000	152,000	-15.56%
Median Percent of Selling Price to List Price	97.01%	100.00%	3.08%
Median Days on Market to Sale	29.00	7.00	-75.86%
End of Month Inventory	137	79	-42.34%
Months Supply of Inventory	3.45	2.03	-41.35%



■ Closed (25.00%)
■ Pending (27.13%)
■ Other OffMarket (5.85%)
■ Active (42.02%)

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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **15.56%** in September 2020 to \$152,000 versus the previous year at \$180,000.

Median Days on Market Shortens

The median number of **7.00** days that homes spent on the market before selling decreased by 22.00 days or **75.86%** in September 2020 compared to last year's same month at **29.00** DOM.

Sales Success for September 2020 is Positive

Overall, with Median 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.

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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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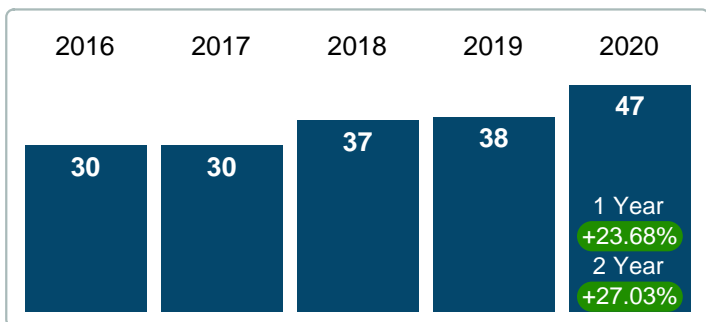
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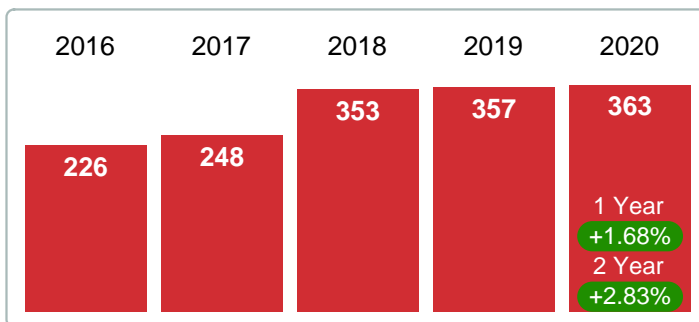
CLOSED LISTINGS

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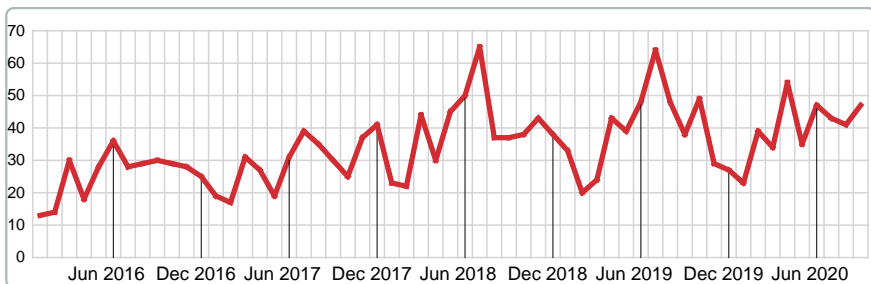
SEPTEMBER



YEAR TO DATE (YTD)

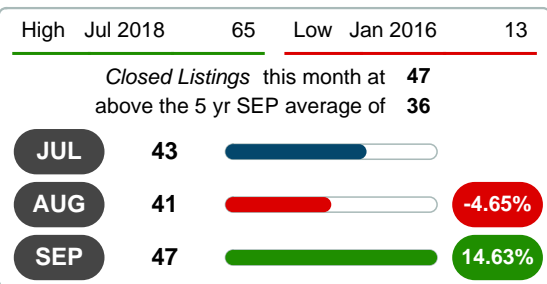


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 36



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	6.38%	6.0	2	1	0	0
\$50,001 - \$100,000	7	14.89%	14.0	2	4	1	0
\$100,001 - \$125,000	5	10.64%	6.0	1	4	0	0
\$125,001 - \$175,000	13	27.66%	8.0	2	9	2	0
\$175,001 - \$175,000	0	0.00%	8.0	0	0	0	0
\$175,001 - \$275,000	14	29.79%	3.0	0	12	2	0
\$275,001 and up	5	10.64%	3.0	0	3	1	1
Total Closed Units	47			7	33	6	1
Total Closed Volume	7,739,750	100%	7.0	642.70K	5.67M	1.09M	340.00K
Median Closed Price	\$152,000			\$89,900	\$163,000	\$172,000	\$340,000

September 2020



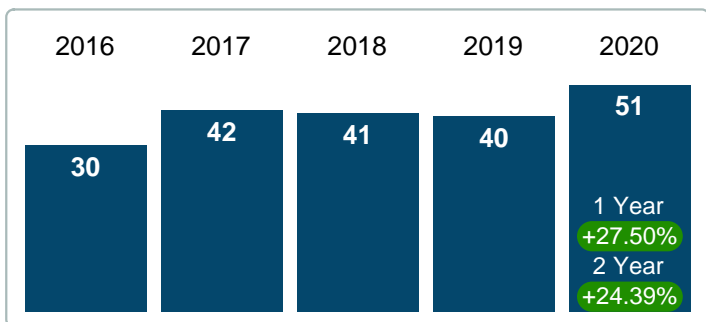
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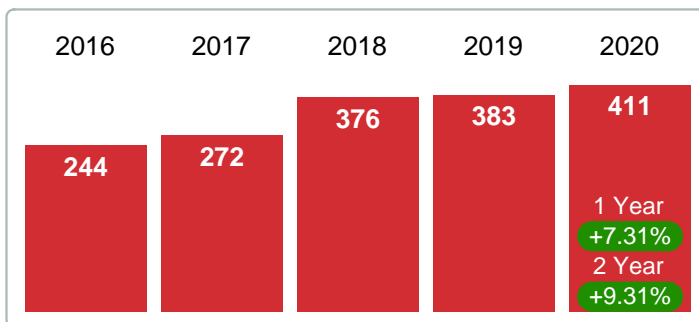
PENDING LISTINGS

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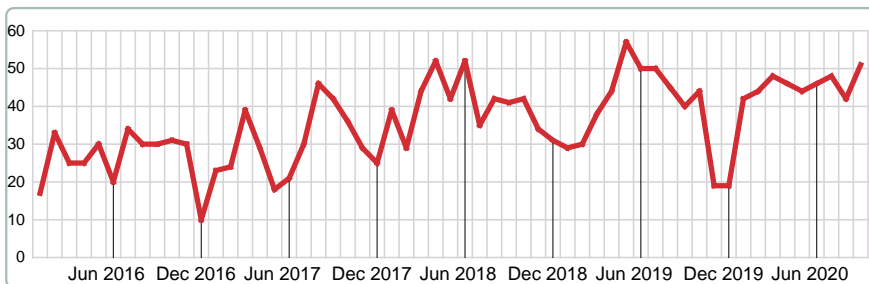
SEPTEMBER



YEAR TO DATE (YTD)

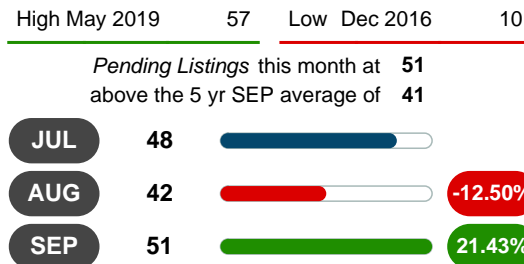


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 41



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	2.0	1	7	1	0
\$125,001 - \$125,000	0	0.00%	2.0	0	0	0	0
\$125,001 - \$175,000	17	33.33%	7.0	4	12	1	0
\$175,001 - \$200,000	8	15.69%	1.0	0	7	0	1
\$200,001 - \$325,000	7	13.73%	16.0	0	4	3	0
\$325,001 and up	8	15.69%	57.0	0	2	2	4
Total Pending Units	51			5	34	7	5
Total Pending Volume	10,343,450	100%	8.0	671.70K	5.74M	1.66M	2.28M
Median Listing Price	\$175,000			\$139,500	\$169,900	\$237,500	\$489,000

September 2020



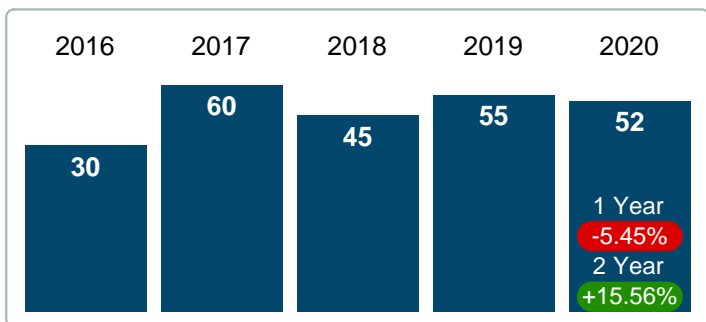
Area Delimited by County Of Bryan - Residential Property Type



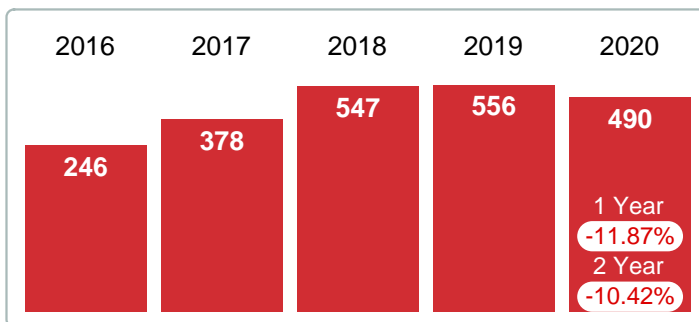
NEW LISTINGS

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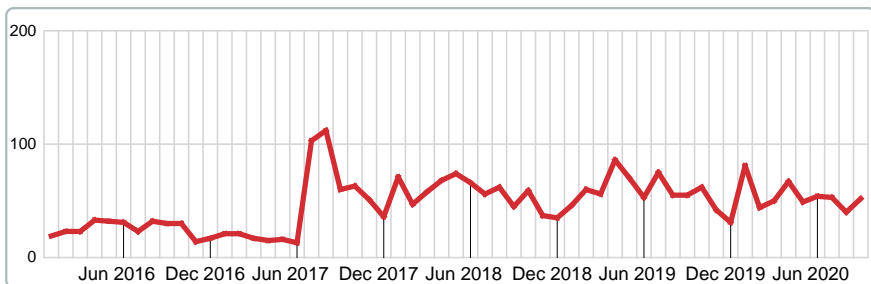
SEPTEMBER



YEAR TO DATE (YTD)

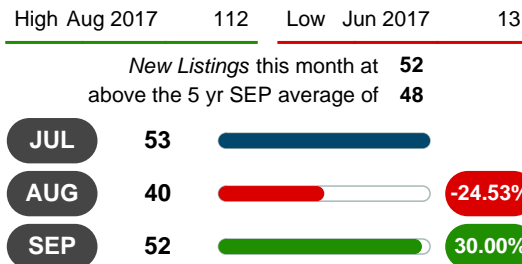


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$188,250		\$139,500	\$165,000	\$249,900	\$409,900

September 2020



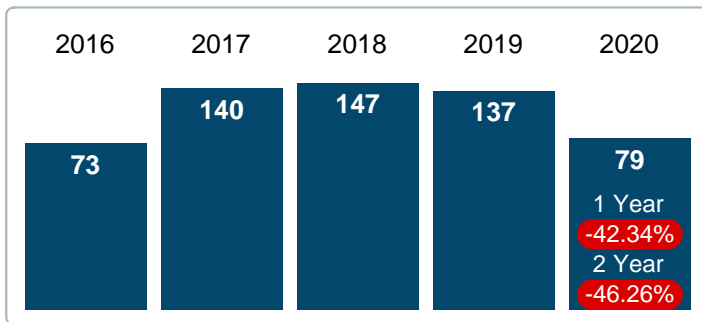
Area Delimited by County Of Bryan - Residential Property Type



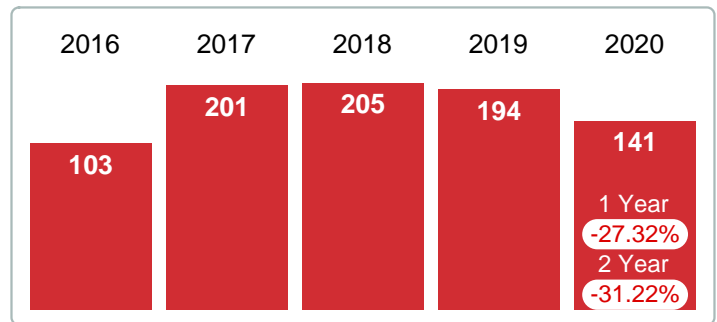
ACTIVE INVENTORY

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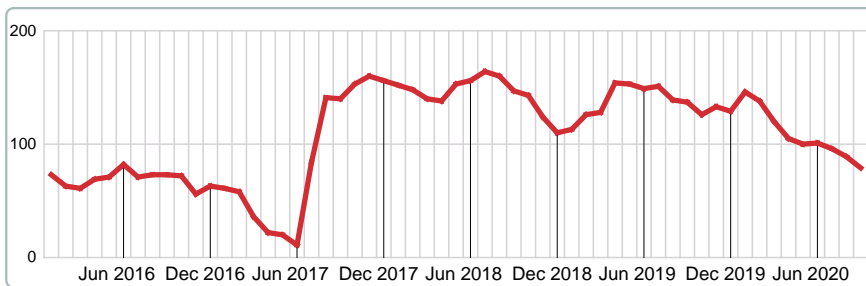
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

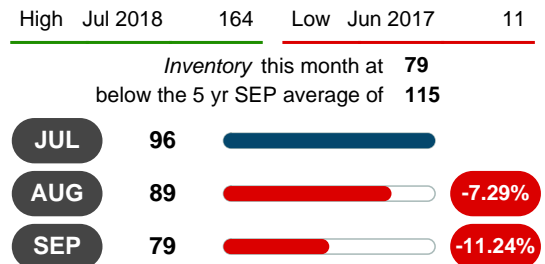


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 115



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	6.33%	121.0	4	1	0	0
\$75,001 - \$125,000	11	13.92%	71.0	0	8	2	1
\$125,001 - \$200,000	13	16.46%	97.0	0	10	3	0
\$200,001 - \$275,000	16	20.25%	50.5	1	9	6	0
\$275,001 - \$375,000	15	18.99%	51.0	0	6	8	1
\$375,001 - \$575,000	10	12.66%	88.0	0	3	3	4
\$575,001 and up	9	11.39%	127.0	0	1	4	4
Total Active Inventory by Units			79	5	38	26	10
Total Active Inventory by Volume			26,390,050	485.40K	8.64M	10.40M	6.86M
Median Active Inventory Listing Price			\$239,500	\$72,000	\$202,500	\$307,000	\$439,500

September 2020



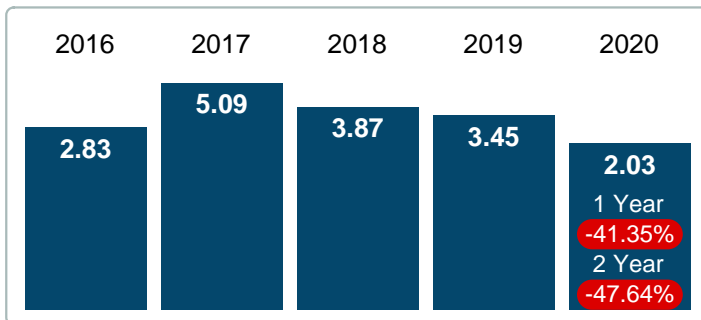
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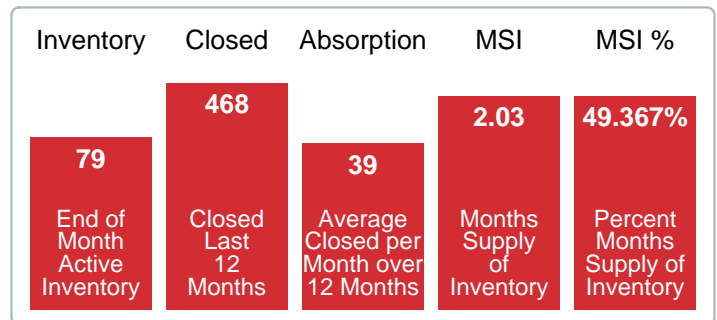
MONTHS SUPPLY of INVENTORY (MSI)

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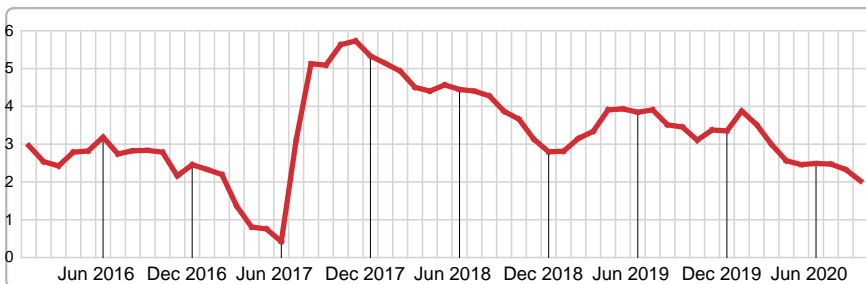
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020

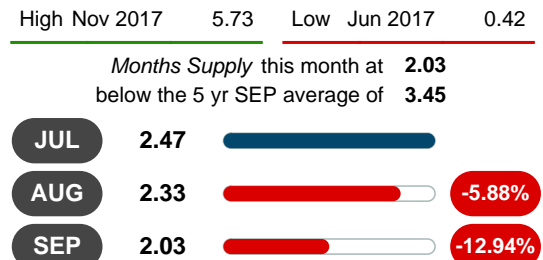


5 YEAR MARKET ACTIVITY TRENDS



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

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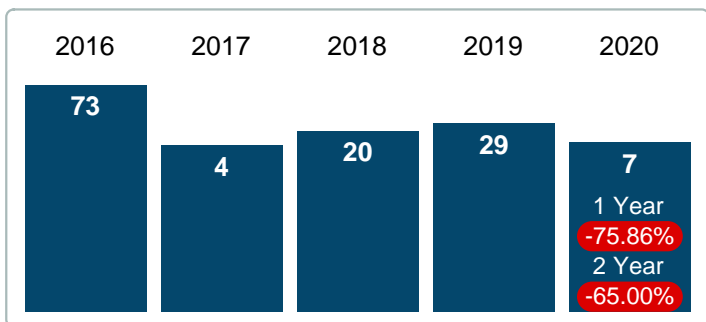
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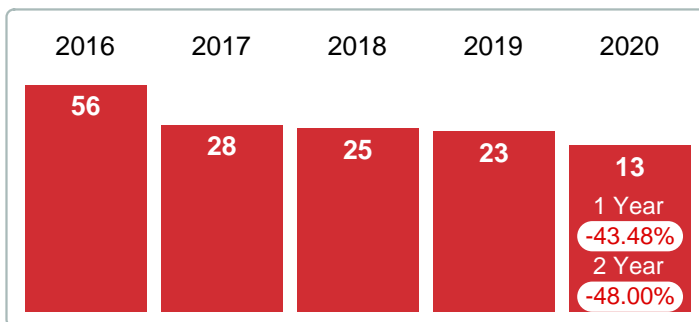
MEDIAN DAYS ON MARKET TO SALE

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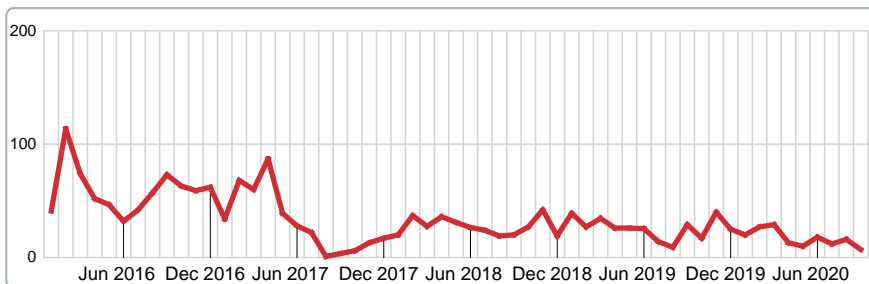
SEPTEMBER



YEAR TO DATE (YTD)

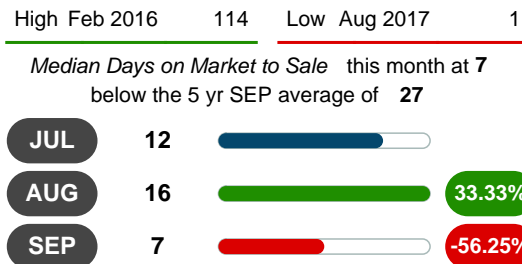


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 27



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
\$50,000 and less	6.38%	6	42	1	0	0
\$50,001 - \$100,000	14.89%	14	35	33	1	0
\$100,001 - \$125,000	10.64%	6	10	4	0	0
\$125,001 - \$175,000	27.66%	8	6	13	18	0
\$175,001 - \$175,000	0.00%	8	0	0	0	0
\$175,001 - \$275,000	29.79%	3	0	3	8	0
\$275,001 and up	10.64%	3	0	15	1	3
Median Closed DOM		7	7	6	8	3
Total Closed Units	100%	47	7	33	6	1
Total Closed Volume		7,739,750	642.70K	5.67M	1.09M	340.00K

September 2020



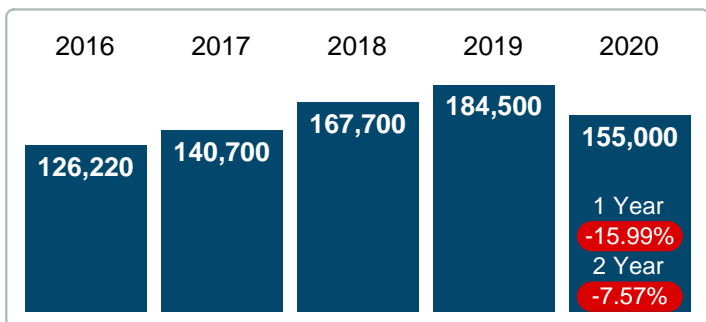
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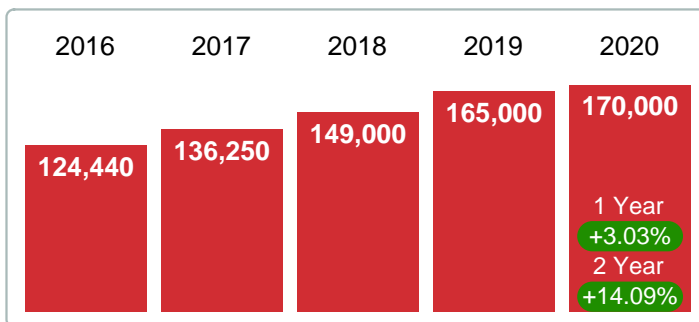
MEDIAN LIST PRICE AT CLOSING

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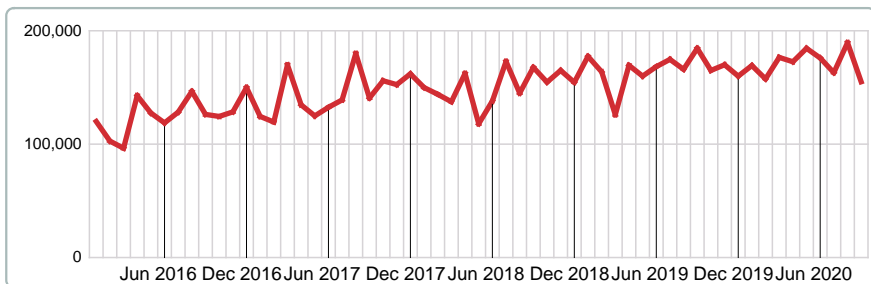
SEPTEMBER



YEAR TO DATE (YTD)

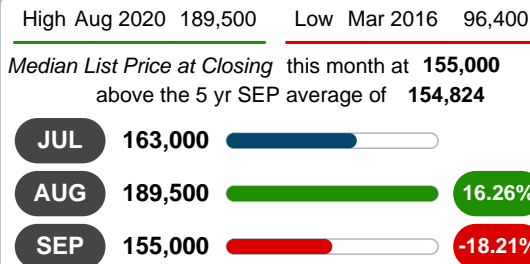


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 154,824



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
\$50,000 and less	6.38%	40,000	42,500	37,500	0	0
\$50,001 - \$100,000	12.77%	85,000	82,400	82,500	87,500	0
\$100,001 - \$125,000	10.64%	119,000	125,000	114,500	0	0
\$125,001 - \$175,000	27.66%	149,000	144,950	144,900	152,000	0
\$175,001 - \$175,000	0.00%	149,000	0	0	0	0
\$175,001 - \$275,000	31.91%	195,000	0	190,000	214,000	0
\$275,001 and up	10.64%	325,000	0	325,000	299,900	349,000
Median List Price		155,000	89,900	163,000	177,000	349,000
Total Closed Units	100%	155,000	7	33	6	1
Total Closed Volume		7,915,250	664.70K	5.78M	1.12M	349.00K

September 2020



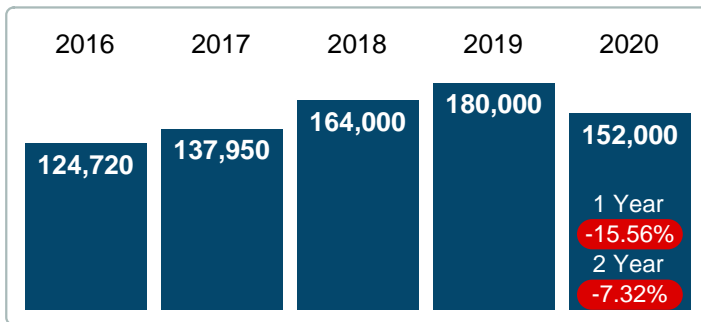
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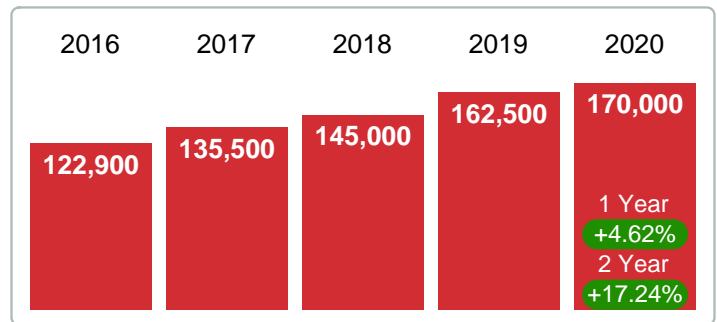
MEDIAN SOLD PRICE AT CLOSING

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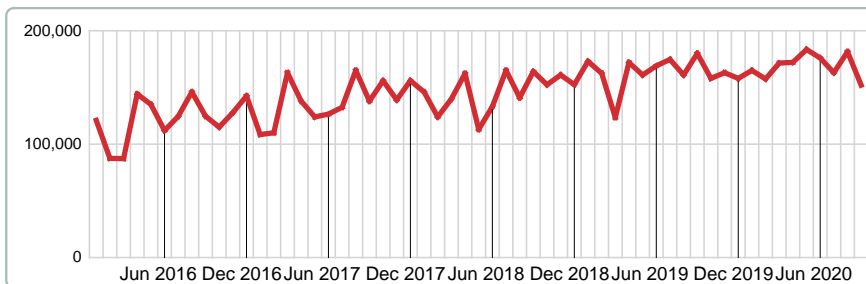
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

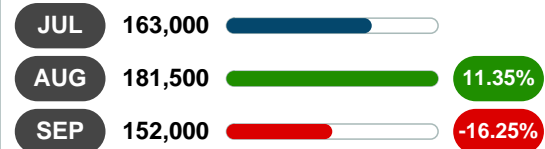


3 MONTHS

5 year SEP AVG = 151,734

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

Median Sold Price at Closing this month at **152,000**
 above the 5 yr SEP average of **151,734**



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
\$50,000 and less	6.38%	37,500	36,500	37,500	0	0
\$50,001 - \$100,000	14.89%	87,500	82,400	88,050	87,500	0
\$100,001 - \$125,000	10.64%	115,000	115,000	114,000	0	0
\$125,001 - \$175,000	27.66%	143,000	144,950	143,000	146,000	0
\$175,001 - \$175,000	0.00%	143,000	0	0	0	0
\$175,001 - \$275,000	29.79%	191,000	0	189,250	208,500	0
\$275,001 and up	10.64%	300,000	0	300,000	290,000	340,000
Median Sold Price		152,000	89,900	163,000	172,000	340,000
Total Closed Units		47	7	33	6	1
Total Closed Volume		7,739,750	642.70K	5.67M	1.09M	340.00K

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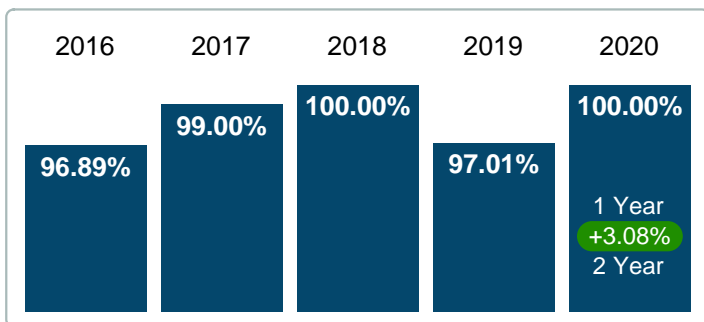
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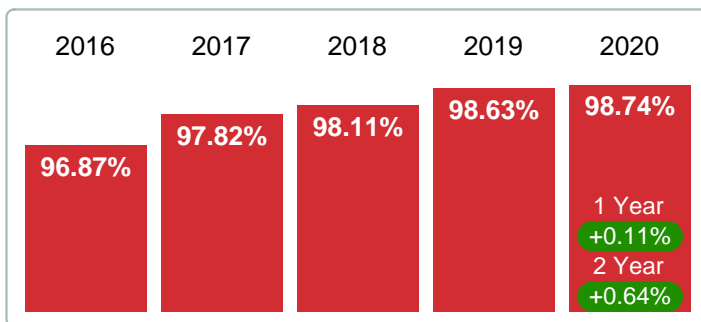
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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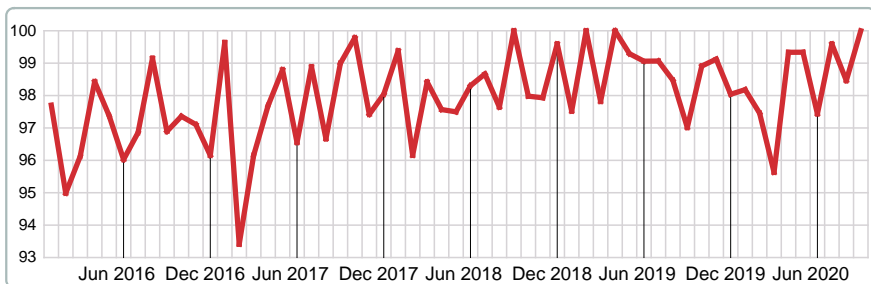
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 98.58%

High Sep 2020 100.00% Low Feb 2017 93.41%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr SEP average of **98.58%**

- JUL** 99.59%
- AUG** 98.46% **-1.13%**
- SEP** 100.00% **1.56%**

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
\$50,000 and less	3 	6.38%	88.89%	85.69%	100.00%	0.00%	0.00%
\$50,001 - \$100,000	7 	14.89%	100.00%	100.00%	94.33%	100.00%	0.00%
\$100,001 - \$125,000	5 	10.64%	96.64%	92.00%	98.32%	0.00%	0.00%
\$125,001 - \$175,000	13 	27.66%	100.00%	100.00%	100.00%	96.17%	0.00%
\$175,001 - \$175,000	0 	0.00%	100.00%	0.00%	0.00%	0.00%	0.00%
\$175,001 - \$275,000	14 	29.79%	100.00%	0.00%	100.00%	97.37%	0.00%
\$275,001 and up	5 	10.64%	97.42%	0.00%	100.00%	96.70%	97.42%
Median Sold/List Ratio		100.00%		100.00%	100.00%	97.48%	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



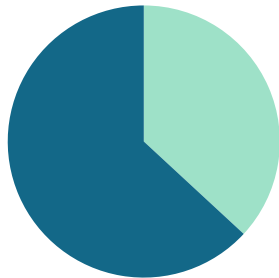
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

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

INVENTORY

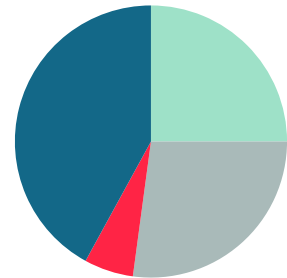


Inventory
 New Listings
52 = 36.88%
 Start Inventory
89
 Total Inventory Units
141
 Volume
\$41,058,199

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%
Median List Price	184,500	155,000	-15.99%	165,000	170,000	3.03%
Median Sale Price	180,000	152,000	-15.56%	162,500	170,000	4.62%
Median Percent of Selling Price to List Price	97.01%	100.00%	3.08%	98.63%	98.74%	0.11%
Median Days on Market to Sale	29.00	7.00	-75.86%	23.00	13.00	-43.48%
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

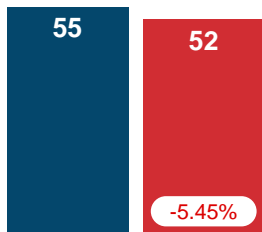
Inventory on September 30, 2020 = **79**

2019 **2020**

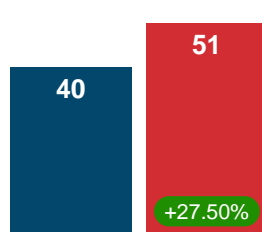
SEPTEMBER MARKET

MEDIAN PRICES

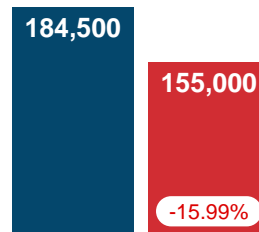
New Listings



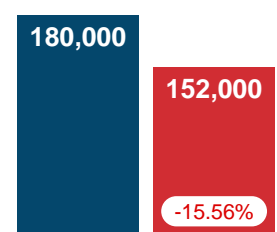
Pending Listings



List Price



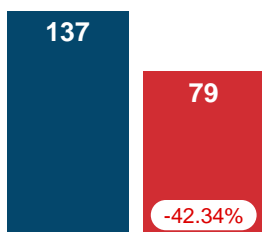
Sale Price



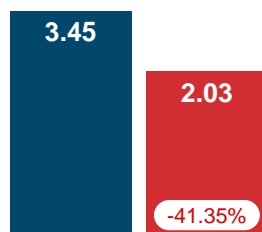
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

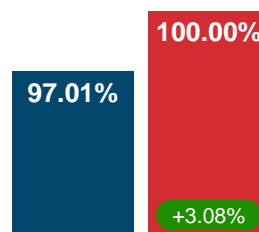
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

