



# November 2019

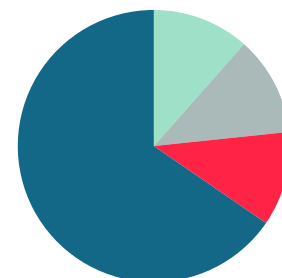
Area Delimited by County Of Bryan



## MONTHLY INVENTORY ANALYSIS

Report produced on Dec 11, 2019 for MLS Technology Inc.

Compared Metrics	2018	November 2019	+/-%
Closed Listings	49	40	-18.37%
Pending Listings	42	41	-2.38%
New Listings	58	56	-3.45%
Average List Price	207,488	170,936	-17.62%
Average Sale Price	202,745	163,464	-19.37%
Average Percent of Selling Price to List Price	95.53%	95.01%	-0.54%
Average Days on Market to Sale	65.45	59.90	-8.48%
End of Month Inventory	286	227	-20.63%
Months Supply of Inventory	6.03	4.92	-18.48%



■ Closed (11.53%)  
■ Pending (11.82%)  
■ Other OffMarket (11.24%)  
■ Active (65.42%)

**Absorption:** Last 12 months, an Average of **46** Sales/Month  
**Active Inventory** as of November 30, 2019 = **227**

### Analysis Wrap-Up

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

The total housing inventory at the end of November 2019 decreased **20.63%** to 227 existing homes available for sale. Over the last 12 months this area has had an average of 46 closed sales per month. This represents an unsold inventory index of **4.92** 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 **19.37%** in November 2019 to \$163,464 versus the previous year at \$202,745.

#### Average Days on Market Shortens

The average number of **59.90** days that homes spent on the market before selling decreased by 5.55 days or **8.48%** in November 2019 compared to last year's same month at **65.45** DOM.

#### Sales Success for November 2019 is Positive

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

There were 56 New Listings in November 2019, down **3.45%** from last year at 58. Furthermore, there were 40 Closed Listings this month versus last year at 49, a **-18.37%** decrease.

Closed versus Listed trends yielded a **71.4%** ratio, down from previous year's, November 2018, at **84.5%**, a **15.45%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average Percent of Selling Price to List Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</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



# November 2019

Area Delimited by County Of Bryan

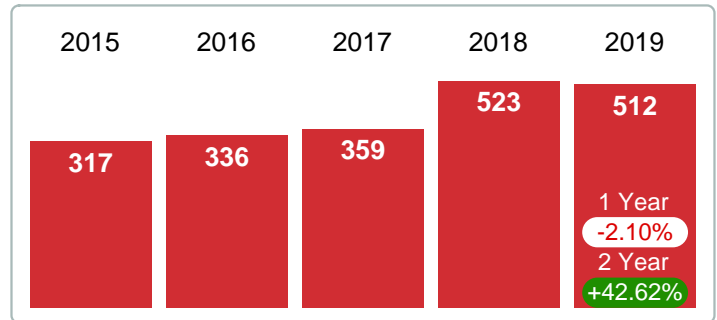
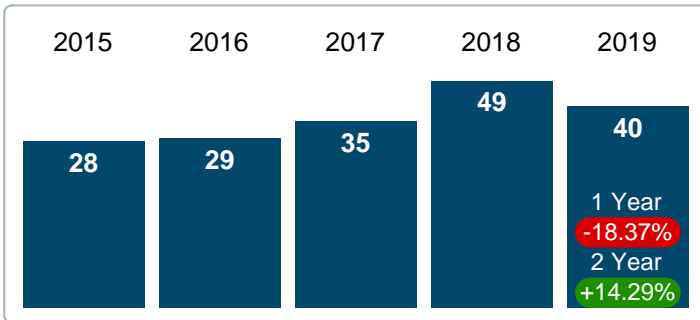


## CLOSED LISTINGS

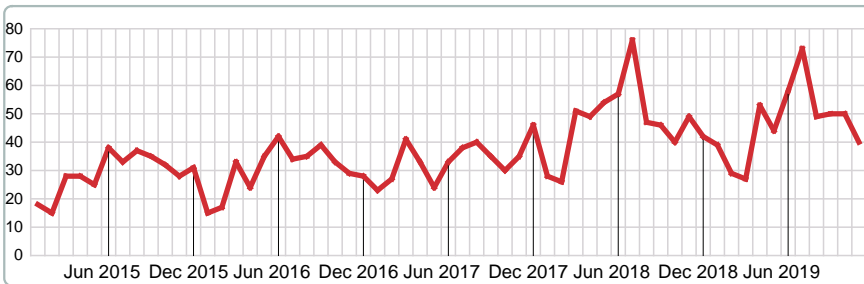
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### NOVEMBER

### YEAR TO DATE (YTD)

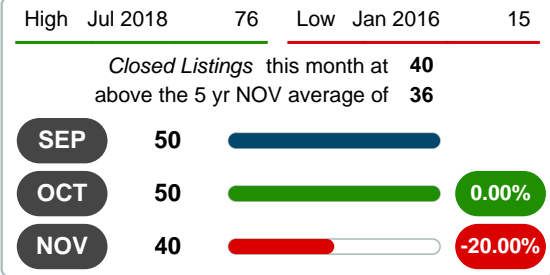


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 36



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	7.50%	13.0	3	0	0	0
\$25,001 - \$50,000	6	15.00%	60.7	5	1	0	0
\$50,001 - \$100,000	6	15.00%	49.8	5	1	0	0
\$100,001 - \$150,000	4	10.00%	43.0	2	2	0	0
\$150,001 - \$200,000	10	25.00%	55.0	1	8	1	0
\$200,001 - \$300,000	7	17.50%	86.4	1	4	2	0
\$300,001 and up	4	10.00%	91.8	1	1	1	1
<b>Total Closed Units</b>	<b>40</b>			<b>18</b>	<b>17</b>	<b>4</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>6,538,564</b>	<b>100%</b>	<b>59.9</b>	<b>1.72M</b>	<b>2.97M</b>	<b>920.50K</b>	<b>925.00K</b>
<b>Average Closed Price</b>	<b>\$163,464</b>			<b>\$95,744</b>	<b>\$174,686</b>	<b>\$230,125</b>	<b>\$925,000</b>



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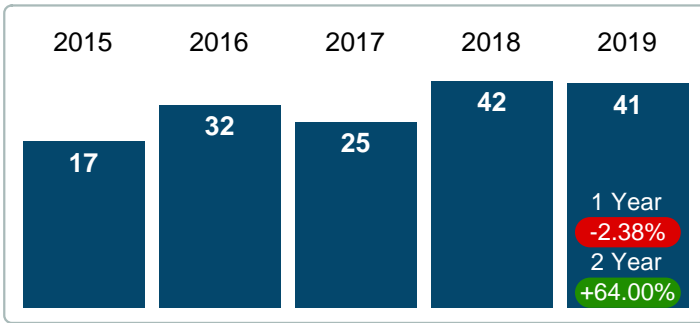
Area Delimited by County Of Bryan



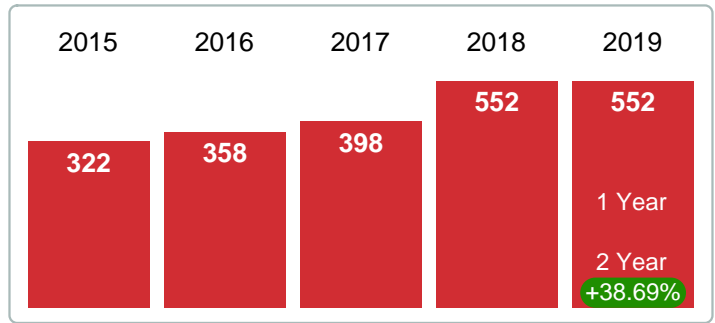
## PENDING LISTINGS

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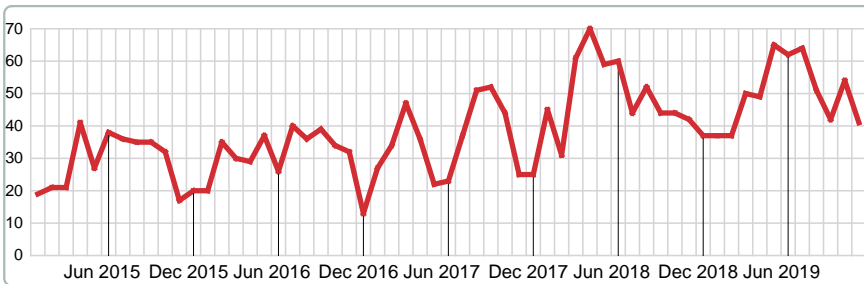
### NOVEMBER



### YEAR TO DATE (YTD)

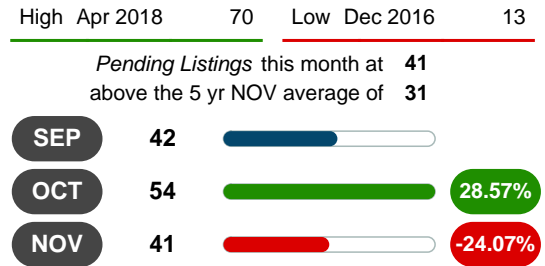


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 31



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	2.44%	49.0	1	0	0	0
\$25,001 - \$50,000	7	17.07%	206.6	6	1	0	0
\$50,001 - \$75,000	6	14.63%	30.5	4	2	0	0
\$75,001 - \$150,000	10	24.39%	37.4	3	7	0	0
\$150,001 - \$200,000	7	17.07%	44.9	2	3	1	1
\$200,001 - \$375,000	5	12.20%	40.8	2	1	2	0
\$375,001 and up	5	12.20%	44.6	4	0	0	1
<b>Total Pending Units</b>	<b>41</b>			<b>22</b>	<b>14</b>	<b>3</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>7,988,462</b>	<b>100%</b>	<b>136.3</b>	<b>4.59M</b>	<b>1.72M</b>	<b>784.30K</b>	<b>894.90K</b>
<b>Average Listing Price</b>	<b>\$192,225</b>			<b>\$208,453</b>	<b>\$123,093</b>	<b>\$261,433</b>	<b>\$447,450</b>



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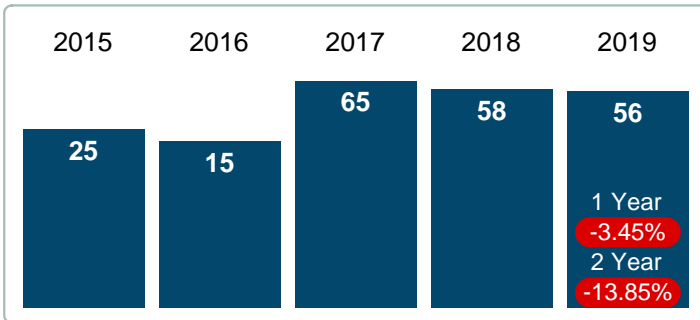
Area Delimited by County Of Bryan



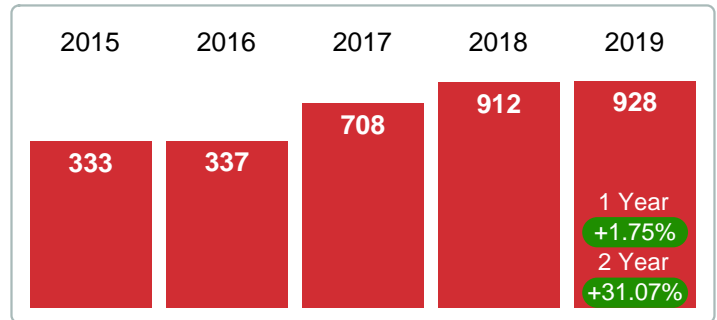
## NEW LISTINGS

Report produced on Dec 11, 2019 for MLS Technology Inc.

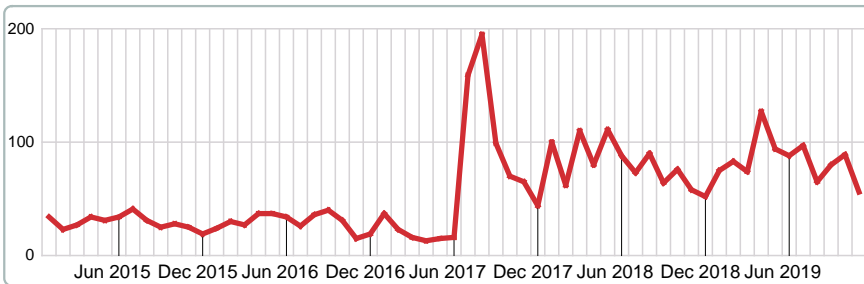
### NOVEMBER



### YEAR TO DATE (YTD)

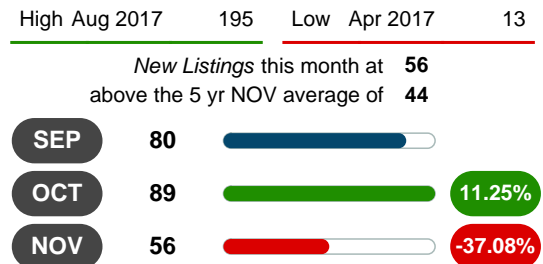


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 44



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	4	7.14%	2	2	0	0
\$60,001 - \$110,000	8	14.29%	3	4	0	1
\$110,001 - \$140,000	9	16.07%	4	5	0	0
\$140,001 - \$190,000	14	25.00%	1	11	1	1
\$190,001 - \$360,000	7	12.50%	3	3	1	0
\$360,001 - \$720,000	8	14.29%	2	4	2	0
\$720,001 and up	6	10.71%	6	0	0	0
<b>Total New Listed Units</b>	<b>56</b>		<b>21</b>	<b>29</b>	<b>4</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>20,129,161</b>	<b>100%</b>	<b>13.49M</b>	<b>5.06M</b>	<b>1.33M</b>	<b>245.90K</b>
<b>Average New Listed Listing Price</b>	<b>\$0</b>		<b>\$642,498</b>	<b>\$174,614</b>	<b>\$331,750</b>	<b>\$122,950</b>



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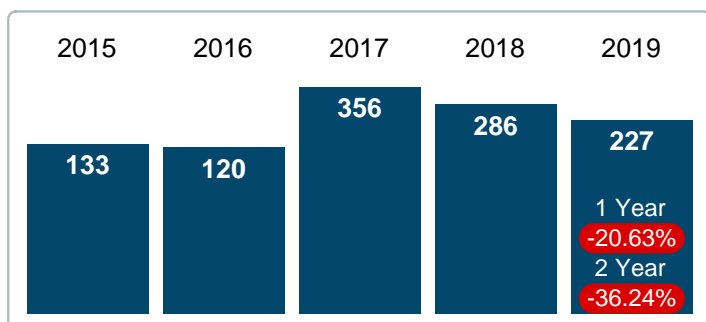
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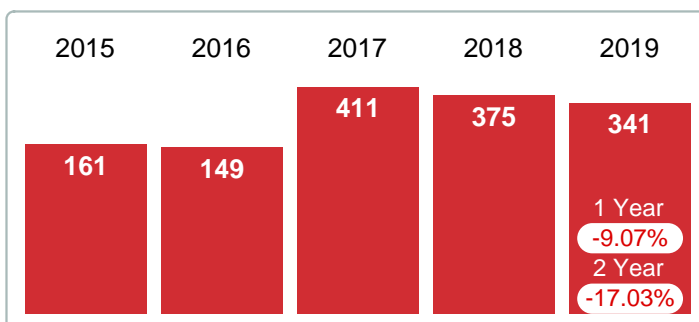
## ACTIVE INVENTORY

Report produced on Dec 11, 2019 for MLS Technology Inc.

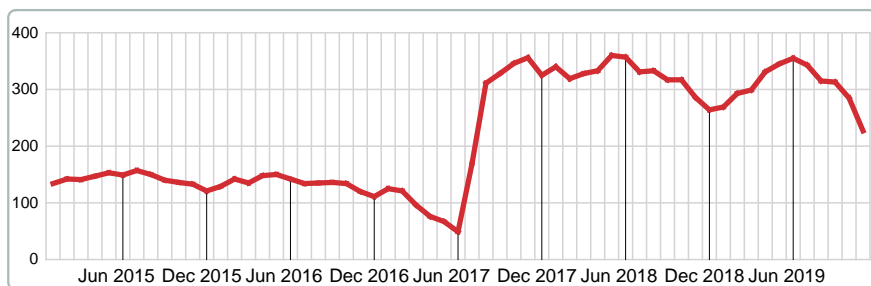
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER



### 5 YEAR MARKET ACTIVITY TRENDS

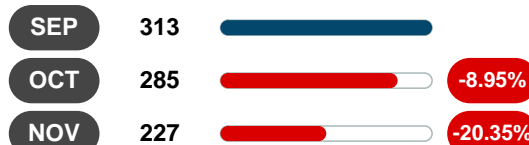


### 3 MONTHS

5 year NOV AVG = 224

High May 2018 360 Low Jun 2017 49

Inventory this month at 227  
above the 5 yr NOV average of 224



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	9	3.96%	124.8	9	0	0	0
\$25,001 - \$75,000	39	17.18%	101.1	33	6	0	0
\$75,001 - \$125,000	32	14.10%	68.7	15	15	1	1
\$125,001 - \$250,000	64	28.19%	84.1	17	37	9	1
\$250,001 - \$375,000	26	11.45%	82.0	12	7	5	2
\$375,001 - \$600,000	35	15.42%	69.1	11	11	7	6
\$600,001 and up	22	9.69%	81.3	12	4	4	2
<b>Total Active Inventory by Units</b>	<b>227</b>			<b>109</b>	<b>80</b>	<b>26</b>	<b>12</b>
<b>Total Active Inventory by Volume</b>	<b>68,566,754</b>	<b>100%</b>	<b>83.6</b>	<b>32.63M</b>	<b>19.41M</b>	<b>9.53M</b>	<b>6.99M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$302,056</b>			<b>\$299,371</b>	<b>\$242,651</b>	<b>\$366,579</b>	<b>\$582,683</b>



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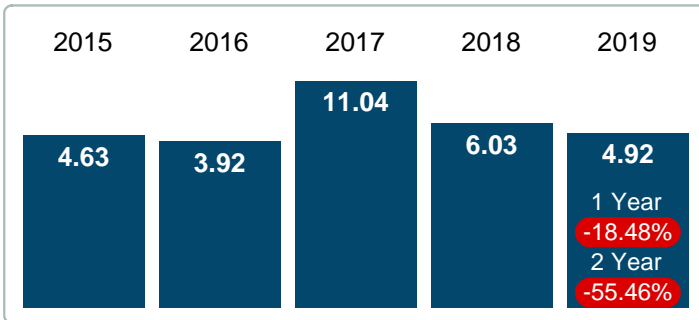
Area Delimited by County Of Bryan



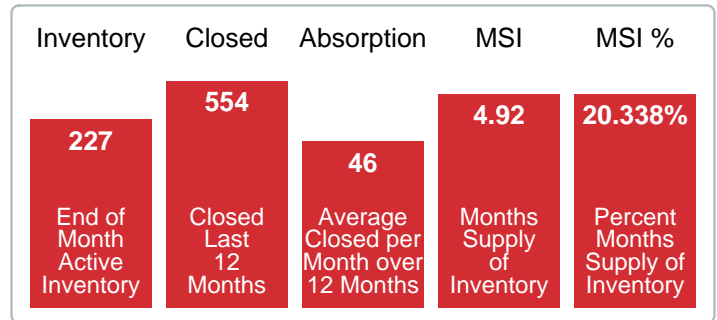
## MONTHS SUPPLY of INVENTORY (MSI)

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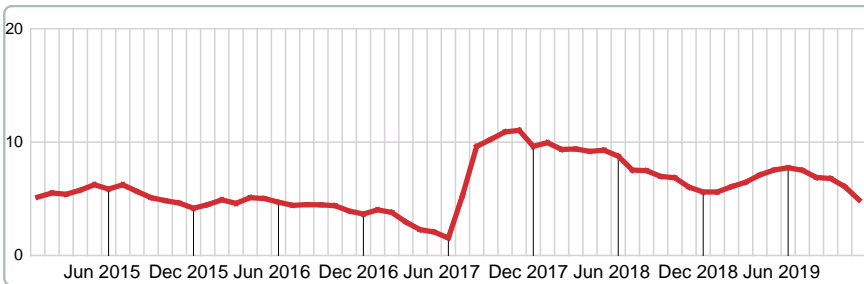
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2019



### 5 YEAR MARKET ACTIVITY TRENDS

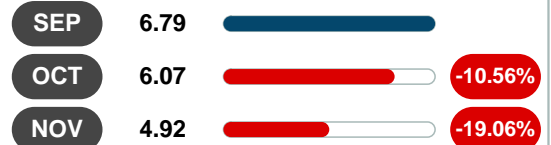


### 3 MONTHS

5 year NOV AVG = 6.11

High Nov 2017 11.04 Low Jun 2017 1.55

Months Supply this month at **4.92**  
below the 5 yr NOV average of **6.11**



### 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
\$25,000 and less	9	3.96%	4.91	5.14	0.00	0.00	0.00
\$25,001 - \$75,000	39	17.18%	6.59	9.90	2.67	0.00	0.00
\$75,001 - \$125,000	32	14.10%	3.66	4.19	3.53	1.20	12.00
\$125,001 - \$250,000	64	28.19%	2.83	8.16	2.29	2.25	3.00
\$250,001 - \$375,000	26	11.45%	5.89	28.80	3.36	3.53	4.00
\$375,001 - \$600,000	35	15.42%	23.33	22.00	66.00	10.50	36.00
\$600,001 and up	22	9.69%	18.86	16.00	0.00	12.00	24.00
Market Supply of Inventory (MSI)			4.92	8.78	3.20	3.47	9.60
Total Active Inventory by Units		100%	4.92	109	80	26	12



# November 2019

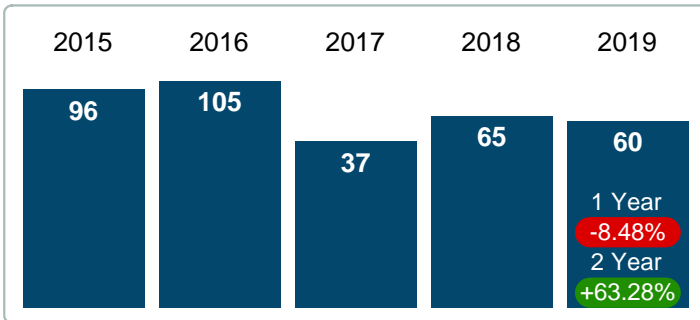
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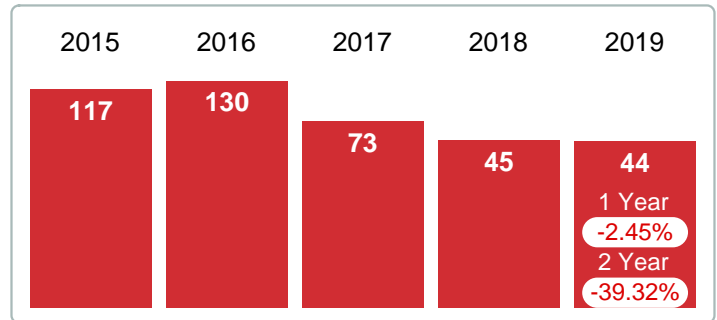
## AVERAGE DAYS ON MARKET TO SALE

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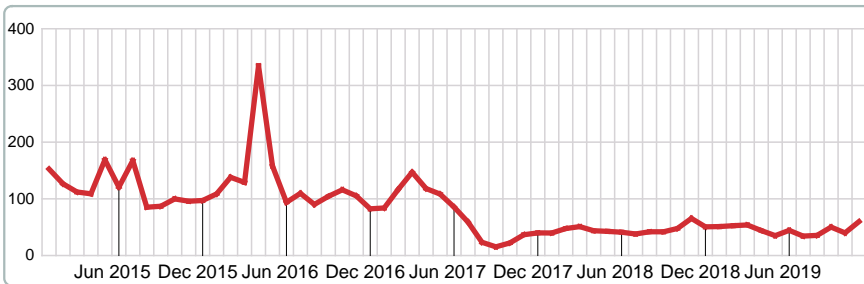
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 73

High Apr 2016 335 Low Sep 2017 15

Average Days on Market to Sale this month at 60 below the 5 yr NOV average of 73



### 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
\$25,000 and less	7.50%	13	13	0	0	0
\$25,001 - \$50,000	15.00%	61	51	109	0	0
\$50,001 - \$100,000	15.00%	50	54	31	0	0
\$100,001 - \$150,000	10.00%	43	81	5	0	0
\$150,001 - \$200,000	25.00%	55	24	54	97	0
\$200,001 - \$300,000	17.50%	86	106	81	88	0
\$300,001 and up	10.00%	92	166	55	53	93
Average Closed DOM		60	57	56	81	93
Total Closed Units	100%	60	18	17	4	1
Total Closed Volume		6,538,564	1.72M	2.97M	920.50K	925.00K



# November 2019

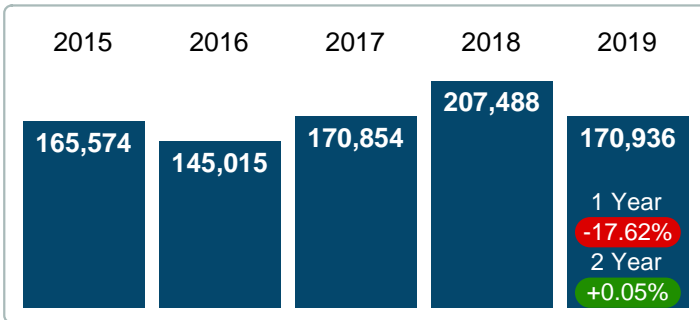
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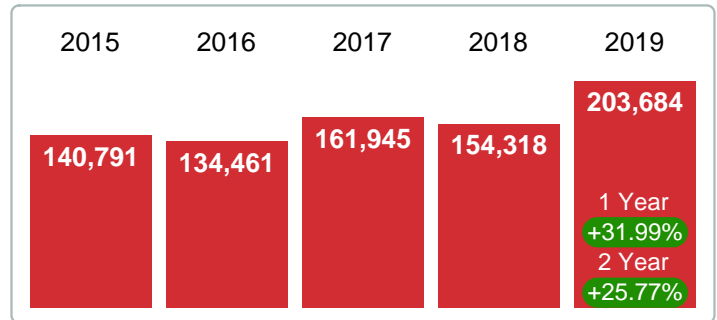
## AVERAGE LIST PRICE AT CLOSING

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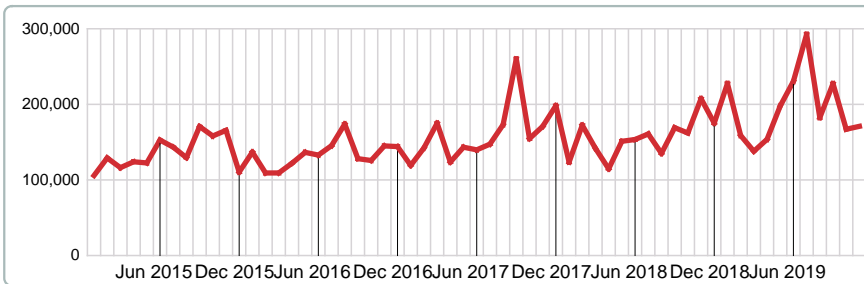
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

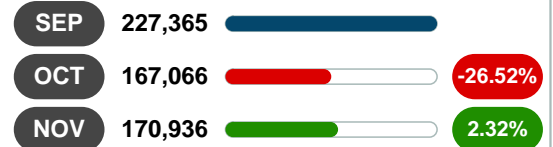


### 3 MONTHS

5 year NOV AVG = 171,973

High Jul 2019 292,630 Low Jan 2015 105,848

Average List Price at Closing this month at **170,936**  
below the 5 yr NOV average of **171,973**



### 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
\$25,000 and less	2	5.00%	19,500	23,000	0	0	0
\$25,001 - \$50,000	5	12.50%	37,780	43,940	49,000	0	0
\$50,001 - \$100,000	8	20.00%	74,058	78,732	89,000	0	0
\$100,001 - \$150,000	3	7.50%	136,633	148,750	132,450	0	0
\$150,001 - \$200,000	11	27.50%	168,960	158,000	168,633	199,000	0
\$200,001 - \$300,000	7	17.50%	229,157	224,900	240,200	209,200	0
\$300,001 and up	4	10.00%	536,125	467,500	329,000	349,000	999,000
Average List Price			170,936	101,681	178,927	241,600	999,000
Total Closed Units		100%	170,936	18	17	4	1
Total Closed Volume			6,837,424	1.83M	3.04M	966.40K	999.00K





# November 2019

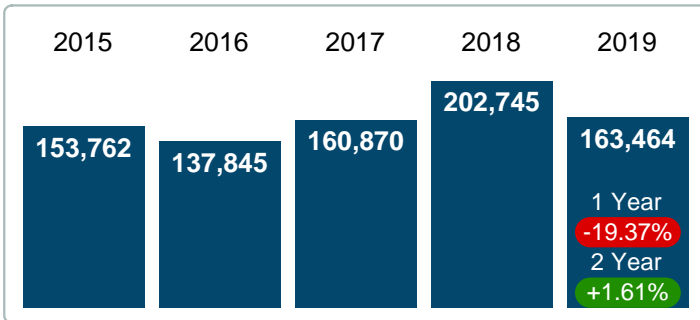
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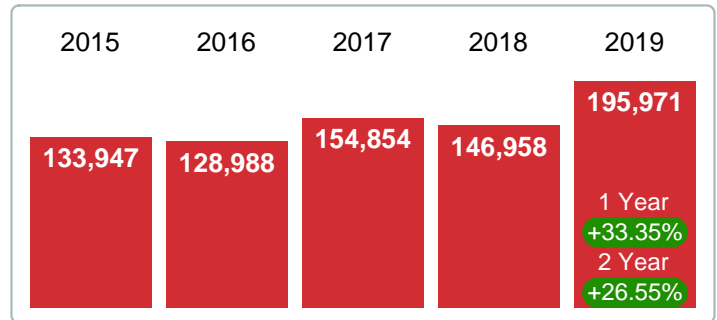
## AVERAGE SOLD PRICE AT CLOSING

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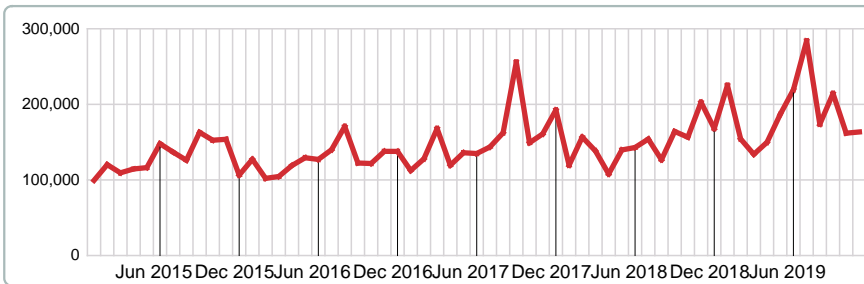
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

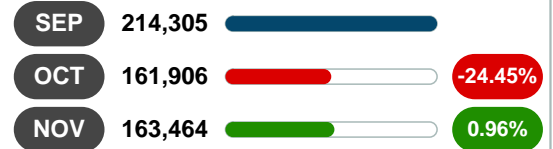


### 3 MONTHS

5 year NOV AVG = 163,737

High Jul 2019 283,987 Low Jan 2015 99,428

Average Sold Price at Closing this month at **163,464**  
below the 5 yr NOV average of **163,737**



### 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
\$25,000 and less	7.50%	19,667	19,667	0	0	0
\$25,001 - \$50,000	15.00%	39,667	39,600	40,000	0	0
\$50,001 - \$100,000	15.00%	75,750	73,100	89,000	0	0
\$100,001 - \$150,000	10.00%	138,725	144,000	133,450	0	0
\$150,001 - \$200,000	25.00%	166,576	163,000	166,471	171,000	0
\$200,001 - \$300,000	17.50%	223,771	224,900	230,500	209,750	0
\$300,001 and up	10.00%	500,000	425,000	320,000	330,000	925,000
<b>Average Sold Price</b>		<b>163,464</b>	<b>95,744</b>	<b>174,686</b>	<b>230,125</b>	<b>925,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>163,464</b>	<b>18</b>	<b>17</b>	<b>4</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>6,538,564</b>	<b>1.72M</b>	<b>2.97M</b>	<b>920.50K</b>	<b>925.00K</b>



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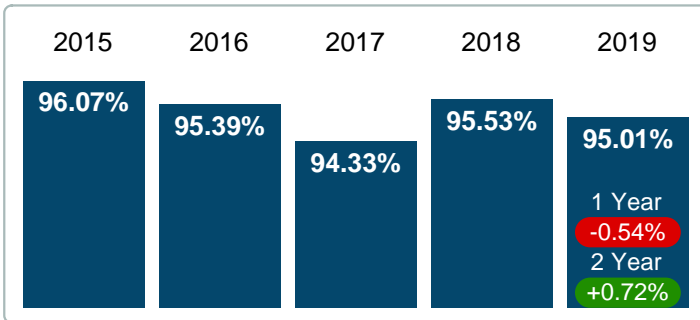
Area Delimited by County Of Bryan



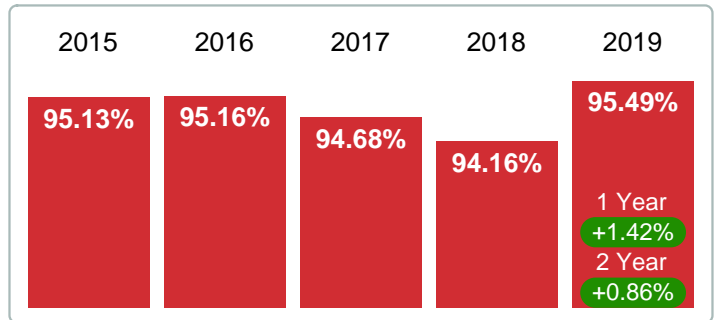
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Dec 11, 2019 for MLS Technology Inc.

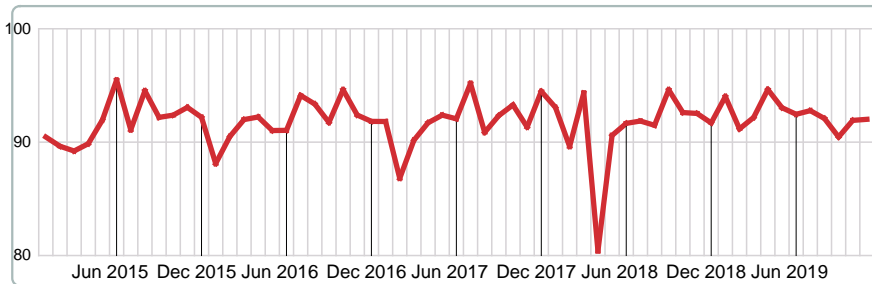
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

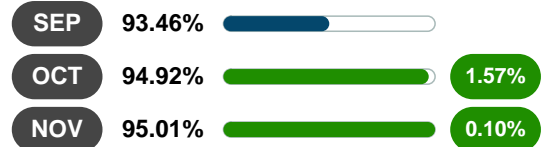


### 3 MONTHS

5 year NOV AVG = 95.27%

High Jun 2015 98.47% Low Apr 2018 83.41%

Average Sold/List Ratio this month at **95.01%**  
equal to 5 yr NOV average of **95.27%**



### 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
\$25,000 and less	3	7.50%	87.78%	87.78%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	6	15.00%	89.99%	91.66%	81.63%	0.00%	0.00%
\$50,001 - \$100,000	6	15.00%	93.96%	92.75%	100.00%	0.00%	0.00%
\$100,001 - \$150,000	4	10.00%	98.82%	96.80%	100.83%	0.00%	0.00%
\$150,001 - \$200,000	10	25.00%	97.89%	103.16%	98.73%	85.93%	0.00%
\$200,001 - \$300,000	7	17.50%	97.72%	100.00%	95.87%	100.26%	0.00%
\$300,001 and up	4	10.00%	93.83%	90.91%	97.26%	94.56%	92.59%
Average Sold/List Ratio		95.00%		92.95%	97.29%	95.25%	92.59%
Total Closed Units		40	100%	18	17	4	1
Total Closed Volume		6,538,564		1.72M	2.97M	920.50K	925.00K



# November 2019

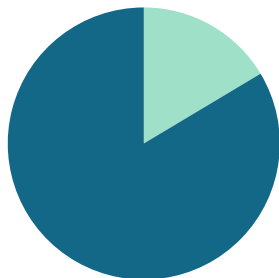
Area Delimited by County Of Bryan



## MARKET SUMMARY

Report produced on Dec 11, 2019 for MLS Technology Inc.

### INVENTORY

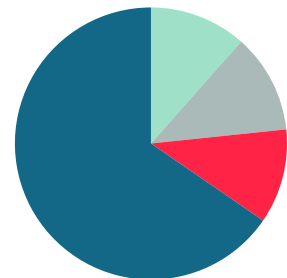


**Inventory**  
 New Listings  
**56 = 16.42%**  
 Start Inventory  
**285**  
 Total Inventory Units  
**341**  
 Volume  
**\$89,800,819**

### Market Activity

Closed Sales  
**40 = 11.53%**  
 Pending Sales  
**41 = 11.82%**  
 Other Off Market  
**39 = 11.24%**  
 Active Inventory  
**227 = 65.42%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	49	40	-18.37%	523	512	-2.10%
Pending Sales	42	41	-2.38%	552	552	0.00%
New Listings	58	56	-3.45%	912	928	1.75%
Average List Price	207,488	170,936	-17.62%	154,318	203,684	31.99%
Average Sale Price	202,745	163,464	-19.37%	146,958	195,971	33.35%
Average Percent of Selling Price to List Price	95.53%	95.01%	-0.54%	94.16%	95.49%	1.42%
Average Days on Market to Sale	65.45	59.90	-8.48%	45.20	44.09	-2.45%
Monthly Inventory	286	227	-20.63%	286	227	-20.63%
Months Supply of Inventory	6.03	4.92	-18.48%	6.03	4.92	-18.48%

**Absorption:** Last 12 months, an Average of **46** Sales/Month

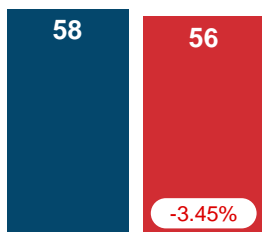
**Inventory** on November 30, 2019 = **227**

**2018** **2019**

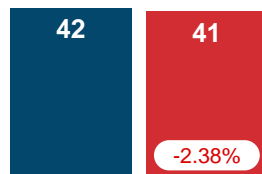
### NOVEMBER MARKET

### AVERAGE PRICES

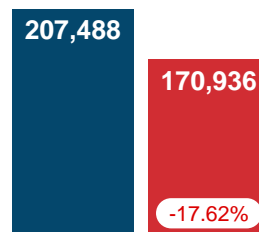
#### New Listings



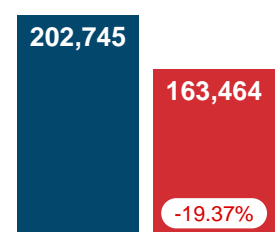
#### Pending Listings



#### List Price



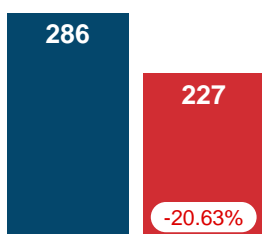
#### Sale Price



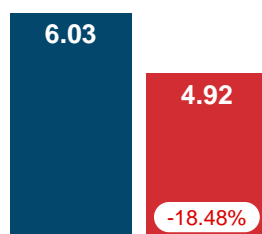
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

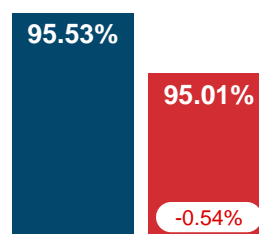
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

