



# September 2019

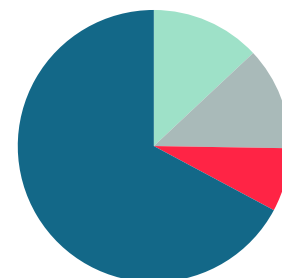
Area Delimited by County Of Bryan



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2018	2019	+/-%
Closed Listings	46	50	8.70%
Pending Listings	44	47	6.82%
New Listings	64	80	25.00%
Average List Price	169,152	227,365	34.42%
Average Sale Price	164,144	214,305	30.56%
Average Percent of Selling Price to List Price	97.61%	93.46%	-4.26%
Average Days on Market to Sale	41.87	50.16	19.80%
End of Month Inventory	316	258	-18.35%
Months Supply of Inventory	6.97	5.60	-19.68%



■ Closed (13.02%)  
■ Pending (12.24%)  
■ Other OffMarket (7.55%)  
■ Active (67.19%)

**Absorption:** Last 12 months, an Average of **46** Sales/Month  
**Active Inventory** as of September 30, 2019 = **258**

### Analysis Wrap-Up

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

The total housing inventory at the end of September 2019 decreased **18.35%** to 258 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 **5.60** 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 **30.56%** in September 2019 to \$214,305 versus the previous year at \$164,144.

#### Average Days on Market Lengthens

The average number of **50.16** days that homes spent on the market before selling increased by 8.29 days or **19.80%** in September 2019 compared to last year's same month at **41.87** DOM.

#### Sales Success for September 2019 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 80 New Listings in September 2019, up **25.00%** from last year at 64. Furthermore, there were 50 Closed Listings this month versus last year at 46, a **8.70%** increase.

Closed versus Listed trends yielded a **62.5%** ratio, down from previous year's, September 2018, at **71.9%**, a **13.04%** 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



# September 2019

Area Delimited by County Of Bryan

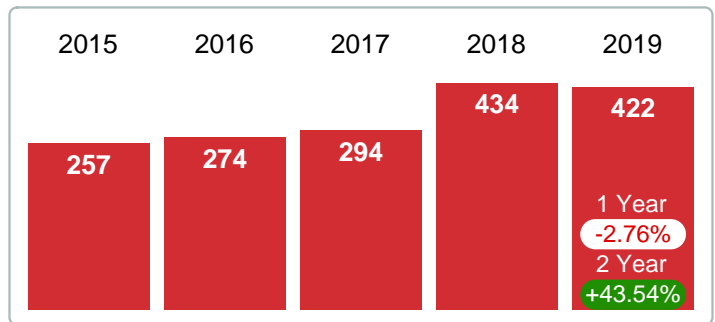
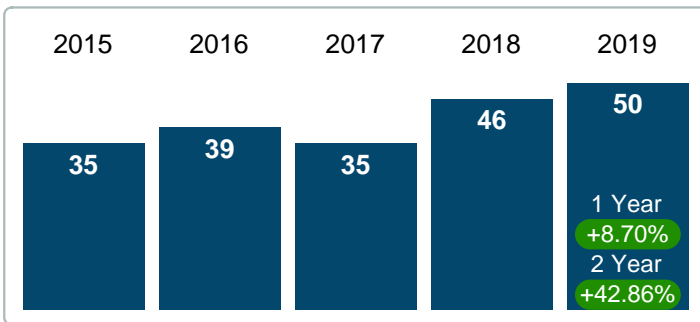


## CLOSED LISTINGS

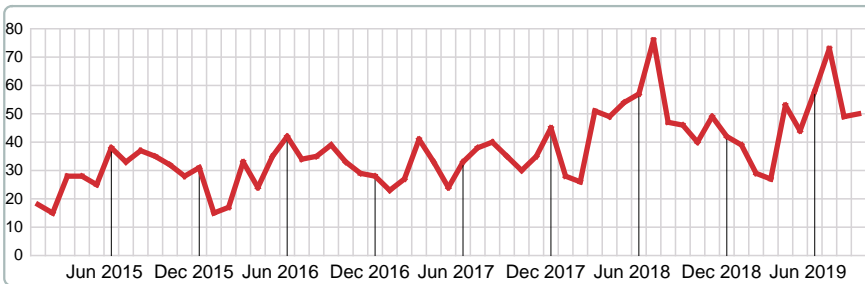
Report produced on Oct 11, 2019 for MLS Technology Inc.

### SEPTEMBER

### YEAR TO DATE (YTD)

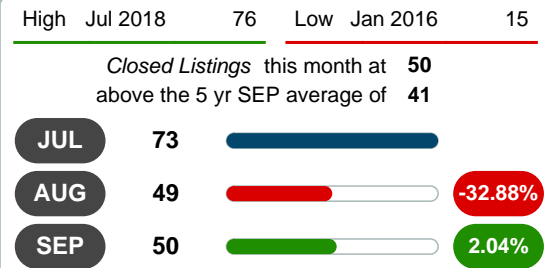


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 41



### 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	2	4.00%	124.5	1	1	0	0
\$50,001 - \$75,000	5	10.00%	53.8	2	2	1	0
\$75,001 - \$125,000	11	22.00%	32.4	7	4	0	0
\$125,001 - \$200,000	12	24.00%	37.7	3	8	1	0
\$200,001 - \$250,000	8	16.00%	64.1	1	6	1	0
\$250,001 - \$325,000	6	12.00%	43.3	1	2	3	0
\$325,001 and up	6	12.00%	68.2	2	2	2	0
<b>Total Closed Units</b>	<b>50</b>			<b>17</b>	<b>25</b>	<b>8</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>10,715,254</b>	<b>100%</b>	<b>50.2</b>	<b>3.22M</b>	<b>4.45M</b>	<b>3.05M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$214,305</b>			<b>\$189,409</b>	<b>\$177,892</b>	<b>\$381,000</b>	<b>\$0</b>



# September 2019

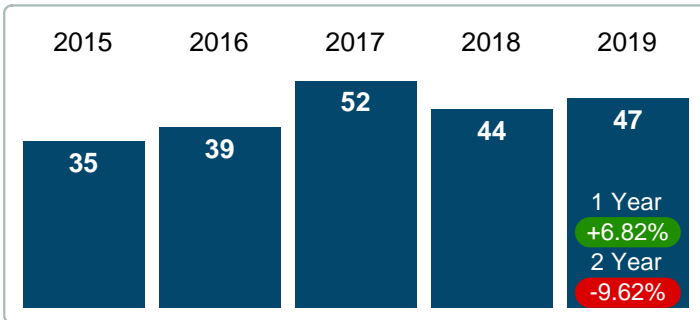
Area Delimited by County Of Bryan



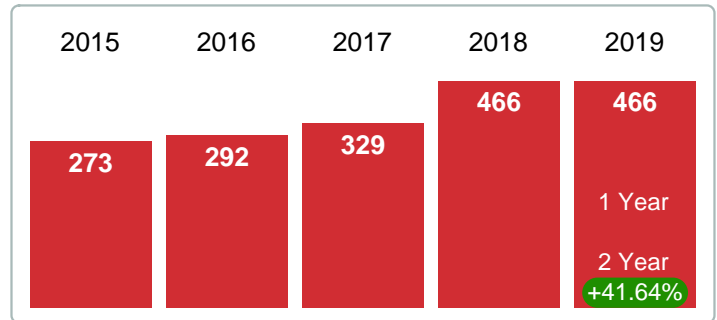
## PENDING LISTINGS

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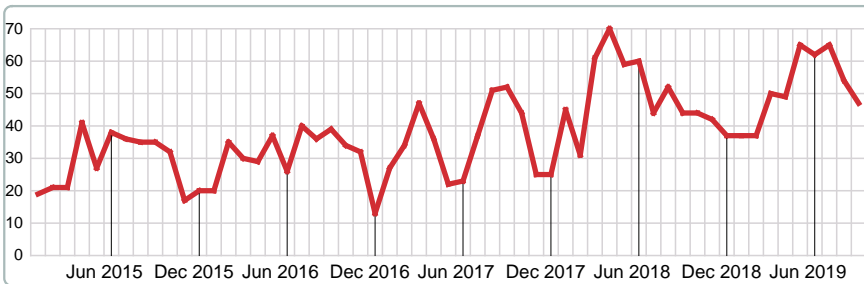
### SEPTEMBER



### YEAR TO DATE (YTD)

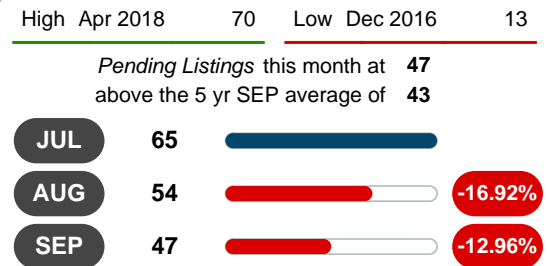


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 43



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	6.38%	80.3	2	1	0	0
\$50,001 - \$75,000	4	8.51%	36.0	4	0	0	0
\$75,001 - \$125,000	11	23.40%	37.5	3	7	1	0
\$125,001 - \$150,000	8	17.02%	44.6	2	6	0	0
\$150,001 - \$225,000	10	21.28%	40.6	0	10	0	0
\$225,001 - \$350,000	7	14.89%	34.3	2	4	1	0
\$350,001 and up	4	8.51%	79.8	0	0	2	2
<b>Total Pending Units</b>	<b>47</b>			<b>13</b>	<b>28</b>	<b>4</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>10,020,300</b>	<b>100%</b>	<b>9.5</b>	<b>1.50M</b>	<b>4.34M</b>	<b>2.71M</b>	<b>1.46M</b>
<b>Average Listing Price</b>	<b>\$473,725</b>			<b>\$115,577</b>	<b>\$155,032</b>	<b>\$678,475</b>	<b>\$731,500</b>



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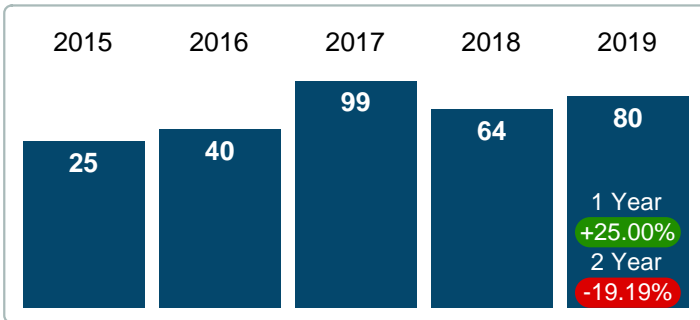
Area Delimited by County Of Bryan



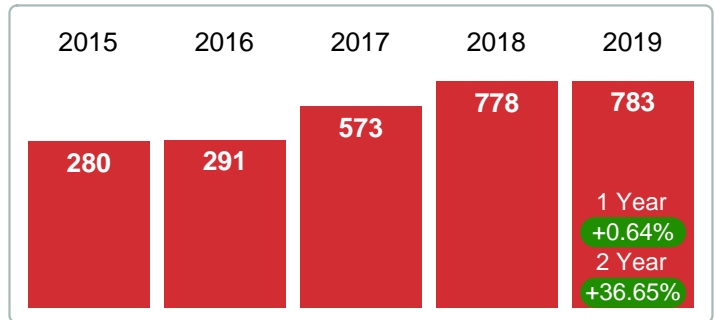
## NEW LISTINGS

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

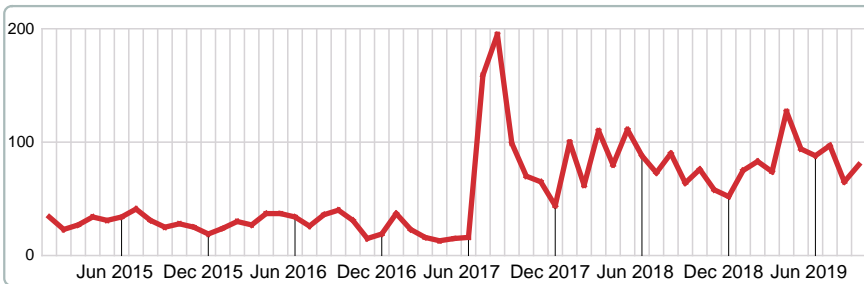
### SEPTEMBER



### YEAR TO DATE (YTD)

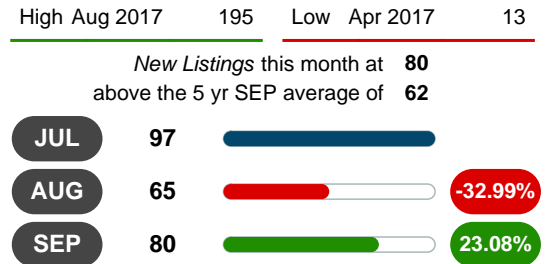


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 62



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	2.50%	2	0	0	0
\$25,001 - \$50,000	13	16.25%	10	2	1	0
\$50,001 - \$100,000	10	12.50%	6	4	0	0
\$100,001 - \$175,000	20	25.00%	4	13	3	0
\$175,001 - \$250,000	17	21.25%	5	11	1	0
\$250,001 - \$425,000	10	12.50%	5	5	0	0
\$425,001 and up	8	10.00%	3	2	2	1
<b>Total New Listed Units</b>	<b>80</b>		<b>35</b>	<b>37</b>	<b>7</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>16,868,200</b>	<b>100%</b>	<b>5.75M</b>	<b>7.60M</b>	<b>3.03M</b>	<b>485.90K</b>
<b>Average New Listed Listing Price</b>	<b>\$583,300</b>		<b>\$164,326</b>	<b>\$205,330</b>	<b>\$433,386</b>	<b>\$485,900</b>



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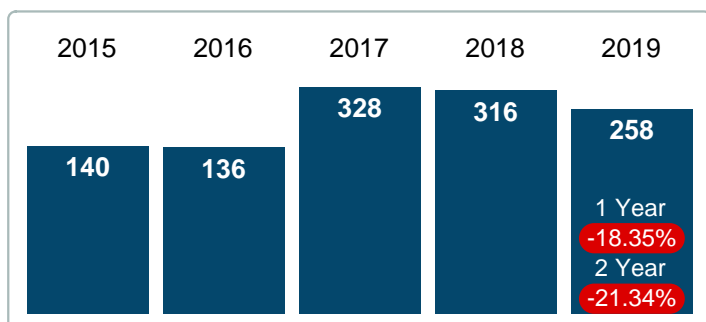
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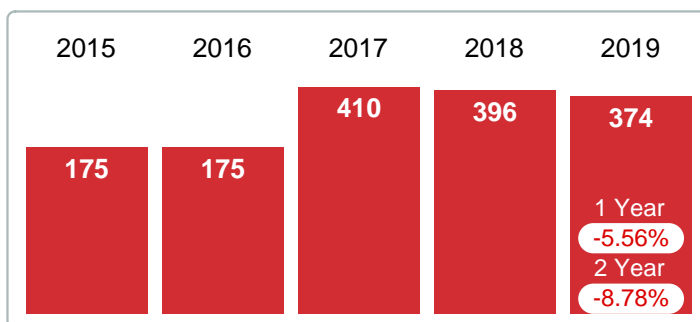
## ACTIVE INVENTORY

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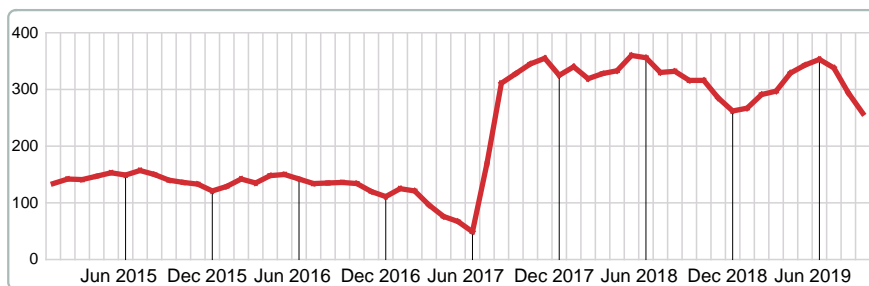
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

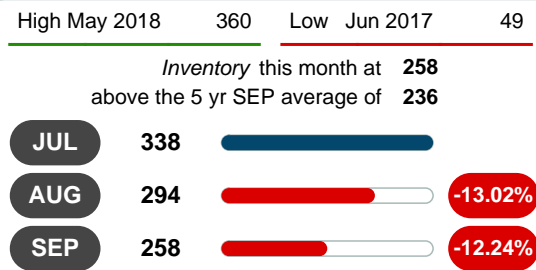


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 236



### 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	10	3.88%	85.9	10	0	0	0
\$25,001 - \$50,000	49	18.99%	111.0	45	2	2	0
\$50,001 - \$100,000	35	13.57%	81.1	17	12	2	4
\$100,001 - \$225,000	69	26.74%	66.5	23	34	12	0
\$225,001 - \$325,000	35	13.57%	81.9	12	15	8	0
\$325,001 - \$600,000	34	13.18%	88.7	13	9	5	7
\$600,001 and up	26	10.08%	104.2	14	4	5	3
<b>Total Active Inventory by Units</b>	<b>258</b>			<b>134</b>	<b>76</b>	<b>34</b>	<b>14</b>
<b>Total Active Inventory by Volume</b>	<b>66,278,828</b>	<b>100%</b>	<b>86.5</b>	<b>31.02M</b>	<b>17.32M</b>	<b>10.61M</b>	<b>7.32M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$256,895</b>			<b>\$231,509</b>	<b>\$227,947</b>	<b>\$312,116</b>	<b>\$522,907</b>



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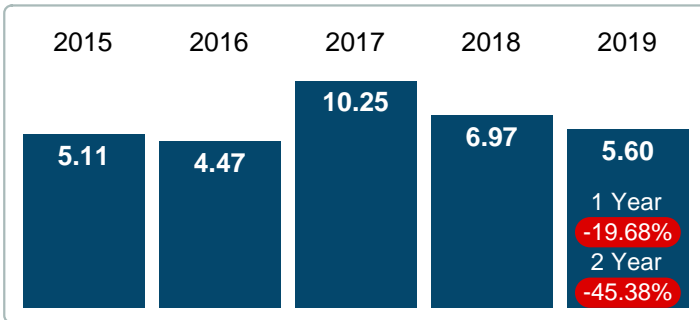
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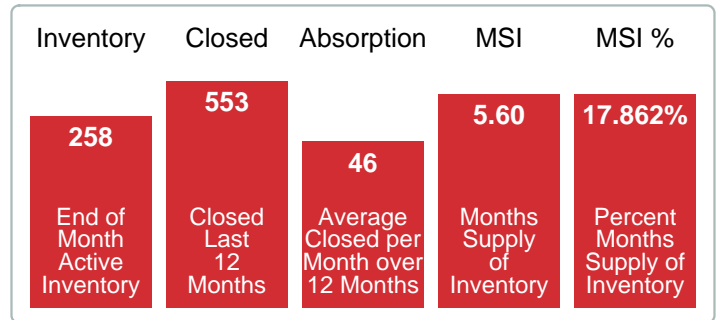
## MONTHS SUPPLY of INVENTORY (MSI)

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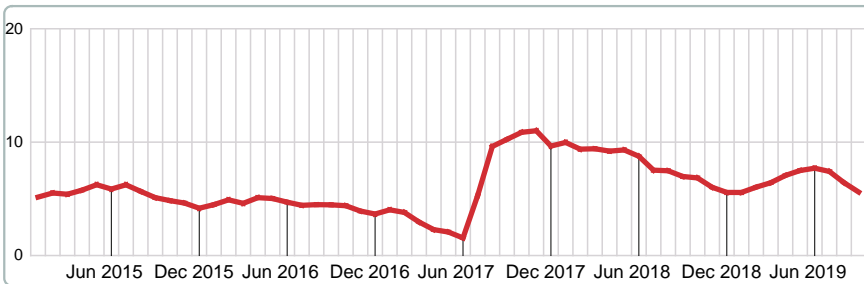
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2019

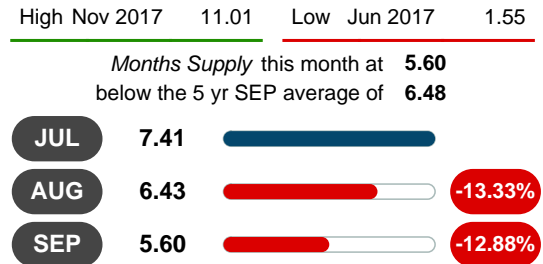


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 6.48



### 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	10	3.88%	5.22	5.71	0.00	0.00	0.00
\$25,001 - \$50,000	49	18.99%	18.97	31.76	1.85	24.00	0.00
\$50,001 - \$100,000	35	13.57%	4.29	4.25	3.43	3.00	0.00
\$100,001 - \$225,000	69	26.74%	2.87	7.67	2.10	2.67	0.00
\$225,001 - \$325,000	35	13.57%	6.46	28.80	5.29	4.80	0.00
\$325,001 - \$600,000	34	13.18%	12.75	31.20	9.82	4.62	28.00
\$600,001 and up	26	10.08%	20.80	15.27	0.00	20.00	36.00
Market Supply of Inventory (MSI)			5.60	11.24	3.08	4.12	11.20
Total Active Inventory by Units		100%	5.60	134	76	34	14



# September 2019

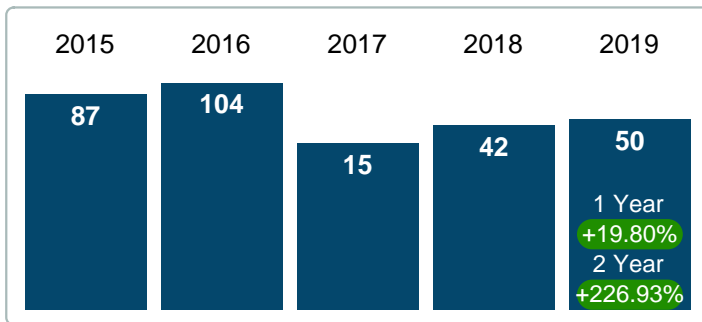
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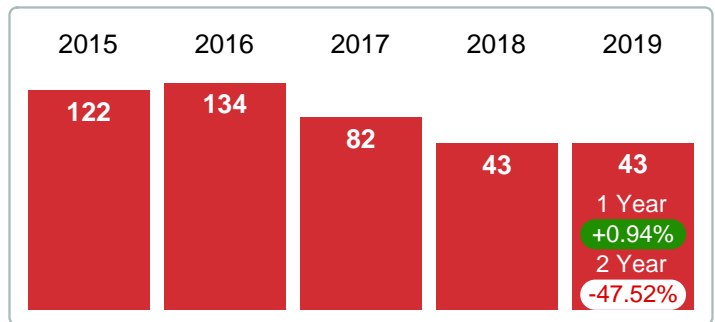
## AVERAGE DAYS ON MARKET TO SALE

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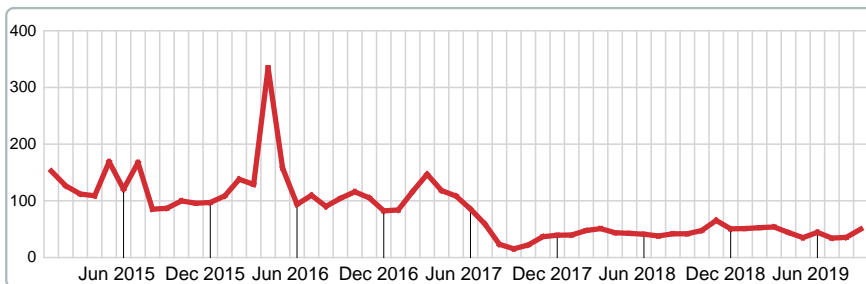
### SEPTEMBER



### YEAR TO DATE (YTD)

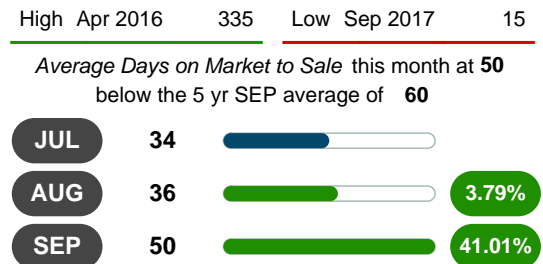


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 60



### 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	4.00%	125	221	28	0	0
\$50,001 - \$75,000	10.00%	54	73	29	67	0
\$75,001 - \$125,000	22.00%	32	47	6	0	0
\$125,001 - \$200,000	24.00%	38	37	40	23	0
\$200,001 - \$250,000	16.00%	64	18	69	82	0
\$250,001 - \$325,000	12.00%	43	36	53	40	0
\$325,001 and up	12.00%	68	89	59	57	0
Average Closed DOM		50	61	43	51	0
Total Closed Units	100%	50	17	25	8	
Total Closed Volume		10,715,254	3.22M	4.45M	3.05M	0.00B



# September 2019

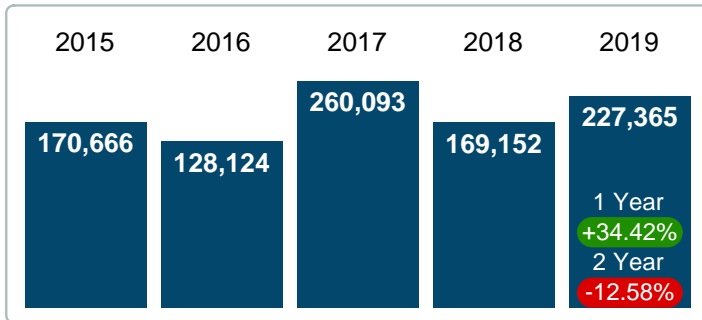
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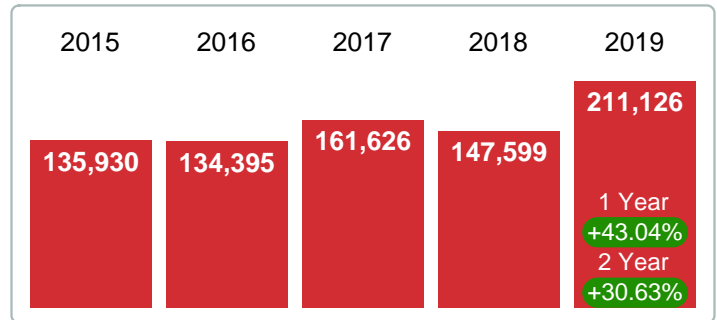
## AVERAGE LIST PRICE AT CLOSING

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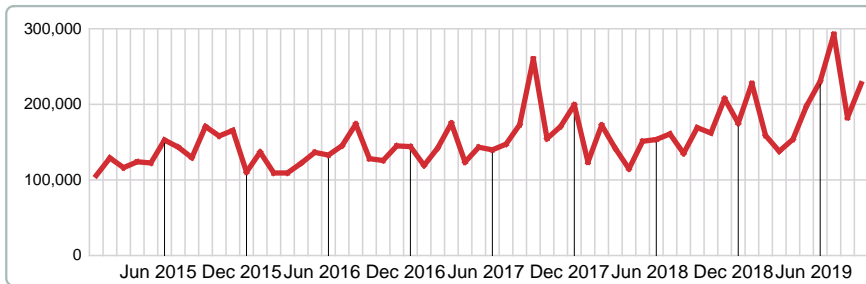
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

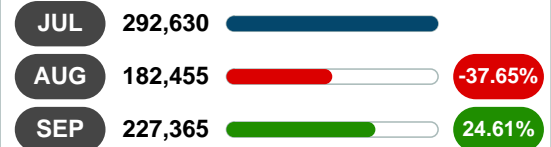


### 3 MONTHS

5 year SEP AVG = 191,080

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

Average List Price at Closing this month at **227,365**  
above the 5 yr SEP average of **191,080**



### 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	2.00%	49,500	49,500	57,000	0	0
\$50,001 - \$75,000	6.00%	62,300	73,319	74,500	89,000	0
\$75,001 - \$125,000	26.00%	99,638	108,108	103,425	0	0
\$125,001 - \$200,000	24.00%	156,792	166,490	162,788	149,900	0
\$200,001 - \$250,000	16.00%	230,796	223,900	241,917	239,900	0
\$250,001 - \$325,000	12.00%	282,967	375,000	297,450	277,967	0
\$325,001 and up	14.00%	630,129	784,000	334,450	899,500	0
<b>Average List Price</b>		<b>227,365</b>	<b>212,898</b>	<b>185,492</b>	<b>388,963</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>227,365</b>	<b>17</b>	<b>25</b>	<b>8</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>11,368,262</b>	<b>3.62M</b>	<b>4.64M</b>	<b>3.11M</b>	<b>0.00B</b>





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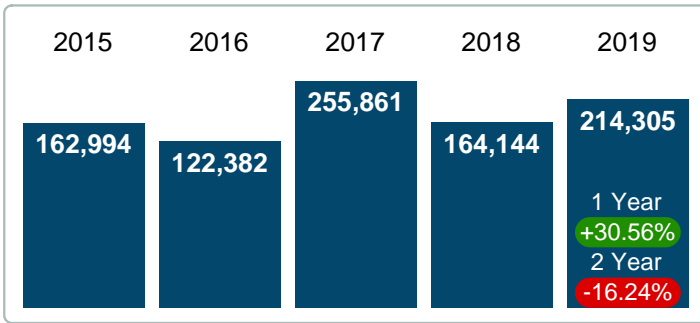
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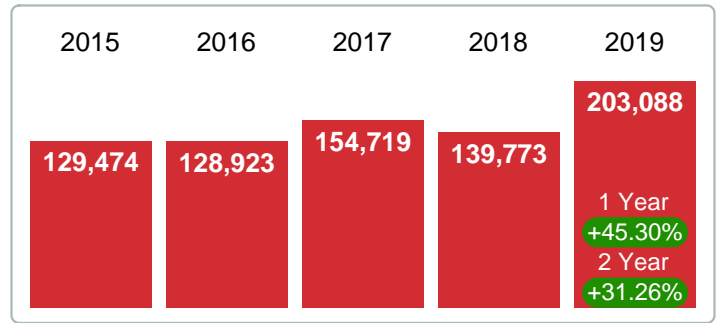
## AVERAGE SOLD PRICE AT CLOSING

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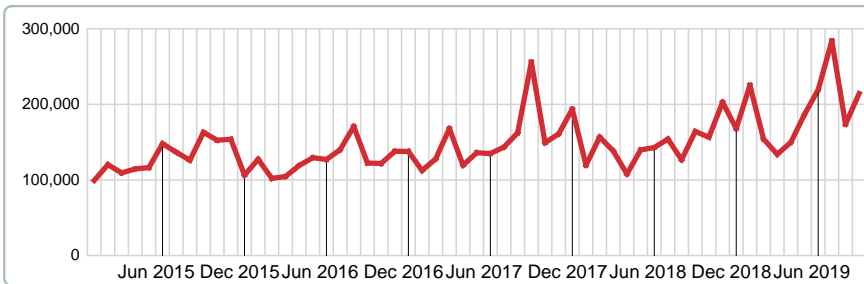
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

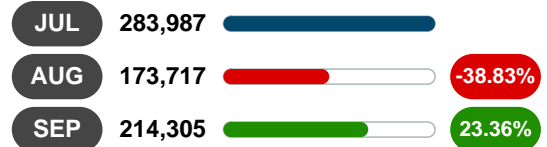


### 3 MONTHS

5 year SEP AVG = 183,937

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

Average Sold Price at Closing this month at 214,305 above the 5 yr SEP average of 183,937



### 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	2	4.00%	44,250	38,500	50,000	0	0
\$50,001 - \$75,000	5	10.00%	67,194	61,984	68,500	75,000	0
\$75,001 - \$125,000	11	22.00%	98,760	97,480	101,000	0	0
\$125,001 - \$200,000	12	24.00%	157,544	161,709	157,550	145,000	0
\$200,001 - \$250,000	8	16.00%	224,563	205,000	227,417	227,000	0
\$250,001 - \$325,000	6	12.00%	274,917	265,000	281,250	274,000	0
\$325,001 and up	6	12.00%	644,650	710,000	334,450	889,500	0
<b>Average Sold Price</b>			<b>214,305</b>	<b>189,409</b>	<b>177,892</b>	<b>381,000</b>	<b>0</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>214,305</b>	<b>17</b>	<b>25</b>	<b>8</b>	<b>0</b>
<b>Total Closed Volume</b>			<b>10,715,254</b>	<b>3.22M</b>	<b>4.45M</b>	<b>3.05M</b>	<b>0.00B</b>

# September 2019

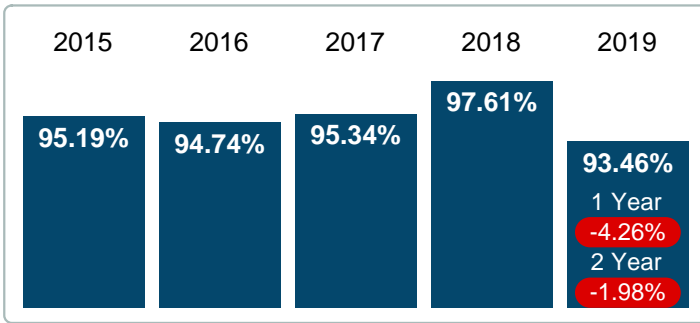
Area Delimited by County Of Bryan



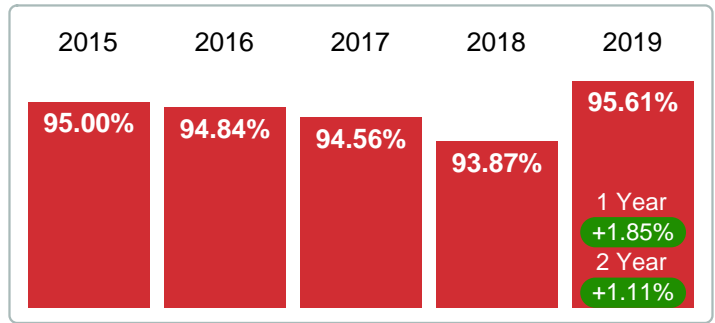
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

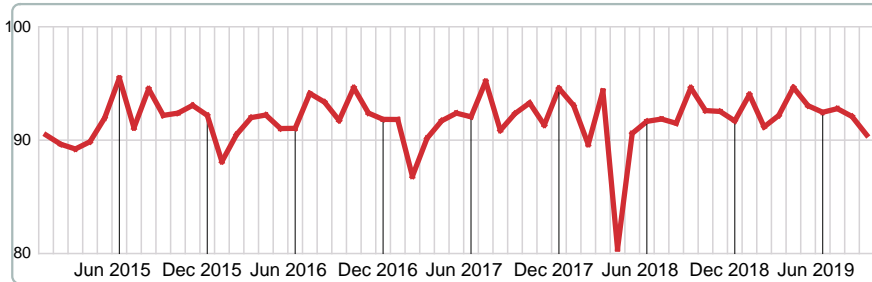
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

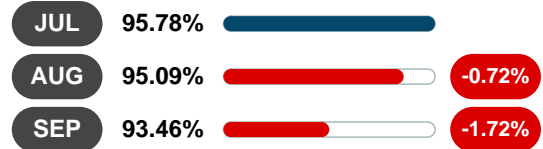


### 3 MONTHS

5 year SEP AVG = 95.27%

High Jun 2015 98.47% Low Apr 2018 83.41%

Average Sold/List Ratio this month at **93.46%** below the 5 yr SEP 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
\$50,000 and less	2	4.00%	82.75%	77.78%	87.72%	0.00%	0.00%
\$50,001 - \$75,000	5	10.00%	88.59%	86.93%	92.41%	84.27%	0.00%
\$75,001 - \$125,000	11	22.00%	92.68%	89.80%	97.72%	0.00%	0.00%
\$125,001 - \$200,000	12	24.00%	96.88%	97.80%	96.56%	96.73%	0.00%
\$200,001 - \$250,000	8	16.00%	93.93%	91.56%	94.22%	94.62%	0.00%
\$250,001 - \$325,000	6	12.00%	92.56%	70.67%	94.56%	98.53%	0.00%
\$325,001 and up	6	12.00%	95.90%	90.57%	100.00%	97.13%	0.00%
Average Sold/List Ratio		93.50%		89.24%	95.61%	95.68%	0.00%
Total Closed Units		50	100%	17	25	8	
Total Closed Volume		10,715,254		3.22M	4.45M	3.05M	0.00B



# September 2019

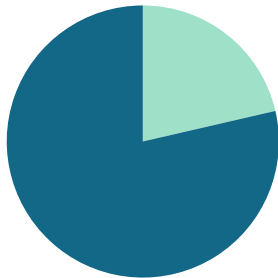
Area Delimited by County Of Bryan



## MARKET SUMMARY

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

### INVENTORY

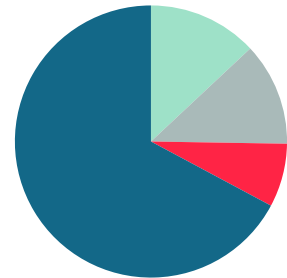


**Inventory**  
 New Listings  
**80 = 21.39%**  
 Start Inventory  
**294**  
 Total Inventory Units  
**374**  
 Volume  
**\$94,493,690**

### Market Activity

Closed Sales  
**50 = 13.02%**  
 Pending Sales  
**47 = 12.24%**  
 Other Off Market  
**29 = 7.55%**  
 Active Inventory  
**258 = 67.19%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	46	50	8.70%	434	422	-2.76%
Pending Sales	44	47	6.82%	466	466	0.00%
New Listings	64	80	25.00%	778	783	0.64%
Average List Price	169,152	227,365	34.42%	147,599	211,126	43.04%
Average Sale Price	164,144	214,305	30.56%	139,773	203,088	45.30%
Average Percent of Selling Price to List Price	97.61%	93.46%	-4.26%	93.87%	95.61%	1.85%
Average Days on Market to Sale	41.87	50.16	19.80%	42.68	43.09	0.94%
Monthly Inventory	316	258	-18.35%	316	258	-18.35%
Months Supply of Inventory	6.97	5.60	-19.68%	6.97	5.60	-19.68%

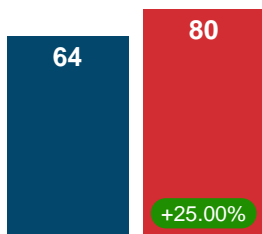
**Absorption:** Last 12 months, an Average of **46** Sales/Month

**Inventory** on September 30, 2019 = **258** 2018 2019

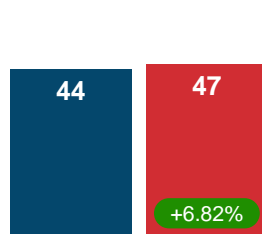
### SEPTEMBER MARKET

### AVERAGE PRICES

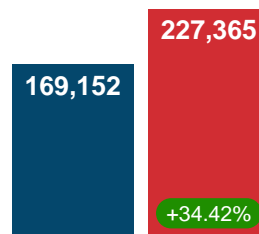
#### New Listings



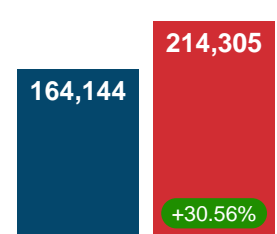
#### Pending Listings



#### List Price



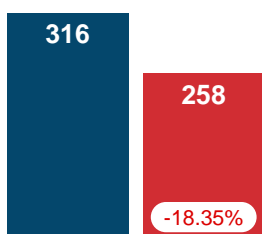
#### Sale Price



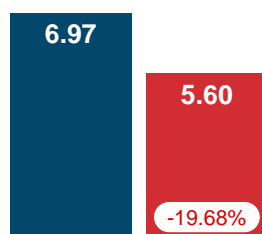
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

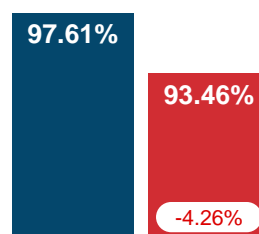
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

