



September 2019

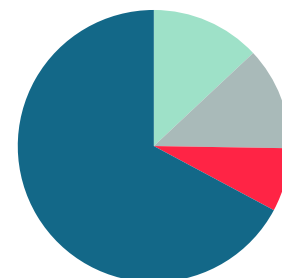
Area Delimited by County Of Bryan



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	September 2019	+/-%
Closed Listings	46	50	8.70%
Pending Listings	44	47	6.82%
New Listings	64	80	25.00%
Median List Price	160,935	159,700	-0.77%
Median Sale Price	157,250	157,700	0.29%
Median Percent of Selling Price to List Price	99.67%	95.28%	-4.40%
Median Days on Market to Sale	26.00	33.50	28.85%
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.

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 **0.29%** in September 2019 to \$157,700 versus the previous year at \$157,250.

Median Days on Market Lengthens

The median number of **33.50** days that homes spent on the market before selling increased by 7.50 days or **28.85%** in September 2019 compared to last year's same month at **26.00** DOM.

Sales Success for September 2019 is Positive

Overall, with Median 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.

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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



September 2019

Area Delimited by County Of Bryan

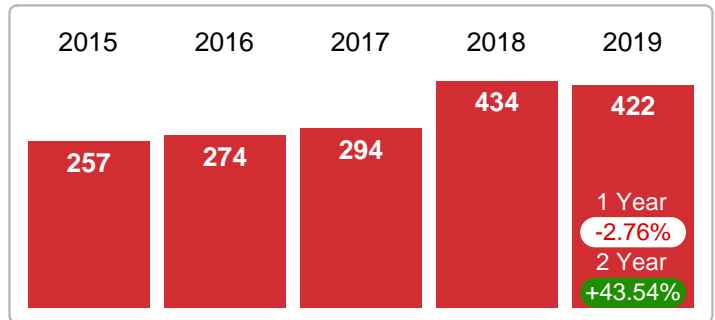
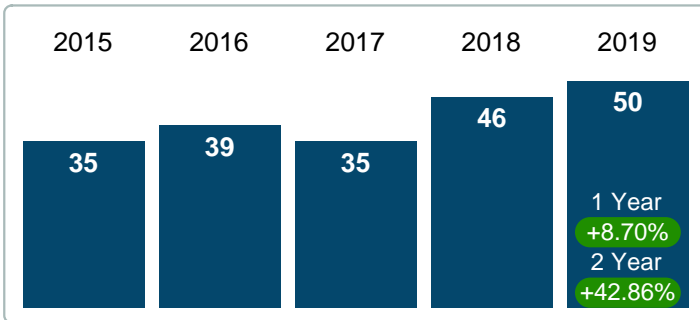


CLOSED LISTINGS

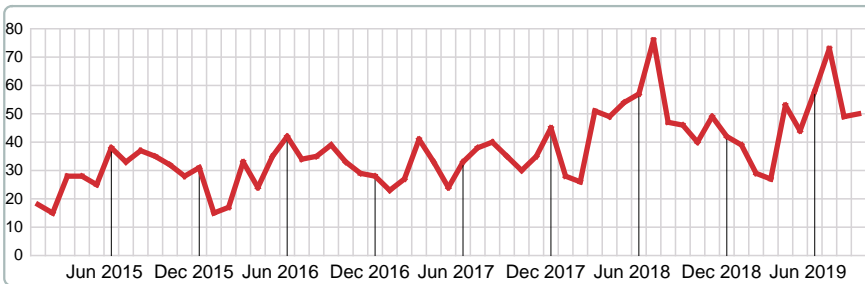
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SEPTEMBER

YEAR TO DATE (YTD)

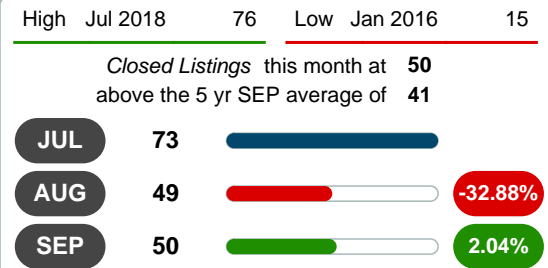


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 41



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	49.0	2	2	1	0
\$75,001 - \$125,000	11	22.00%	10.0	7	4	0	0
\$125,001 - \$200,000	12	24.00%	22.5	3	8	1	0
\$200,001 - \$250,000	8	16.00%	58.0	1	6	1	0
\$250,001 - \$325,000	6	12.00%	44.5	1	2	3	0
\$325,001 and up	6	12.00%	88.5	2	2	2	0
Total Closed Units	50			17	25	8	0
Total Closed Volume	10,715,254	100%	33.5	3.22M	4.45M	3.05M	0.00B
Median Closed Price	\$157,700			\$115,000	\$180,000	\$261,500	\$0



September 2019

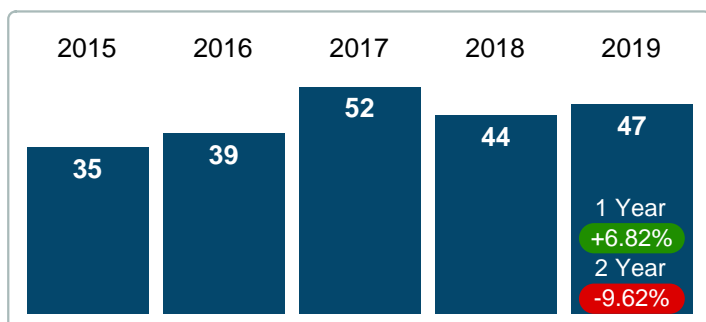
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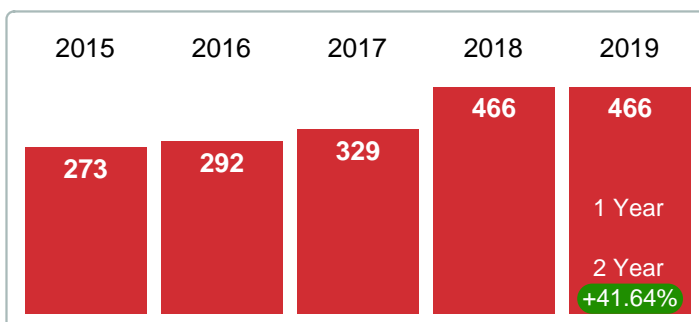
PENDING LISTINGS

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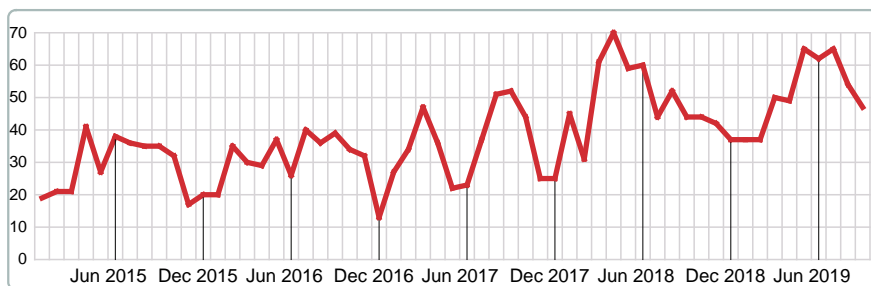
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

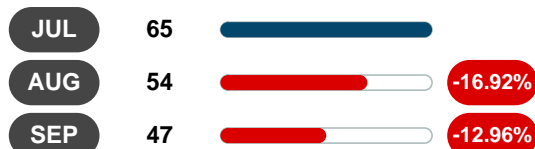


3 MONTHS

5 year SEP AVG = 43

High Apr 2018 70 Low Dec 2016 13

Pending Listings this month at 47 above the 5 yr SEP average of 43



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	6.38%	69.0	2	1	0	0
\$50,001 - \$90,000	7	14.89%	16.0	5	2	0	0
\$90,001 - \$120,000	6	12.77%	12.0	2	4	0	0
\$120,001 - \$170,000	15	31.91%	22.0	2	12	1	0
\$170,001 - \$220,000	5	10.64%	31.0	0	5	0	0
\$220,001 - \$350,000	7	14.89%	36.0	2	4	1	0
\$350,001 and up	4	8.51%	77.5	0	0	2	2
Total Pending Units	47			13	28	4	2
Total Pending Volume	10,020,300	100%	31.0	1.50M	4.34M	2.71M	1.46M
Median Listing Price	\$145,000			\$85,000	\$151,500	\$569,500	\$731,500



September 2019

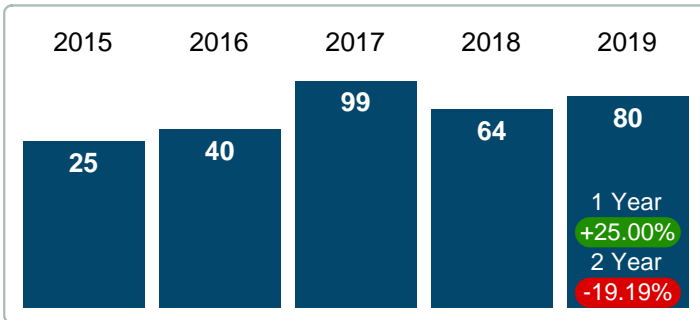
Area Delimited by County Of Bryan



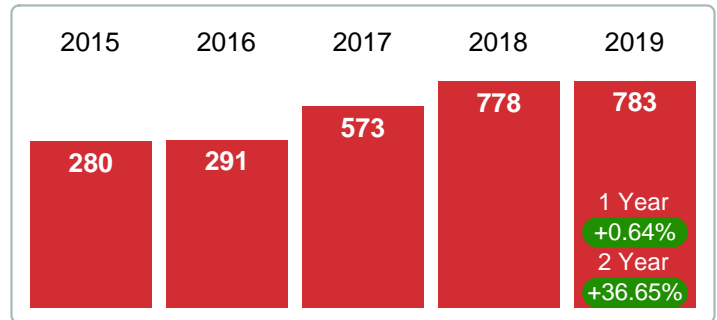
NEW LISTINGS

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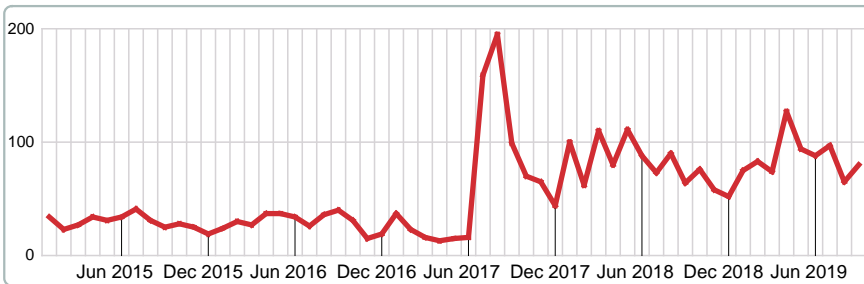
SEPTEMBER



YEAR TO DATE (YTD)

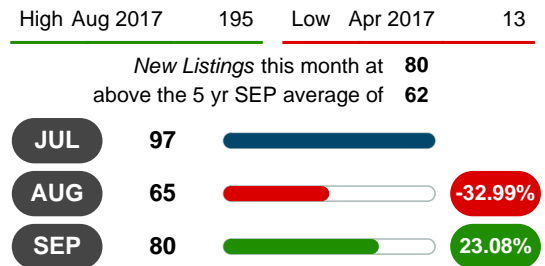


5 YEAR MARKET ACTIVITY TRENDS



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
Total New Listed Units	80		35	37	7	1
Total New Listed Volume	16,868,200	100%	5.75M	7.60M	3.03M	485.90K
Median New Listed Listing Price	\$152,500		\$99,000	\$170,000	\$169,900	\$485,900



September 2019

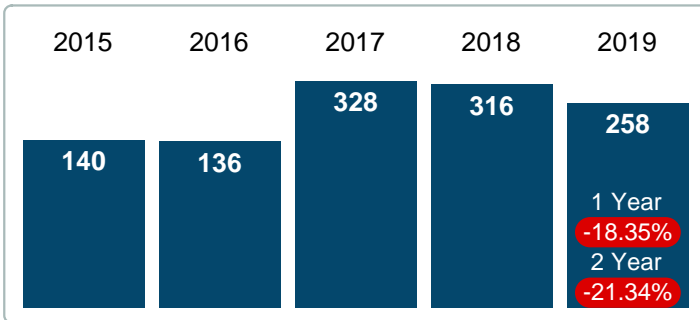
Area Delimited by County Of Bryan



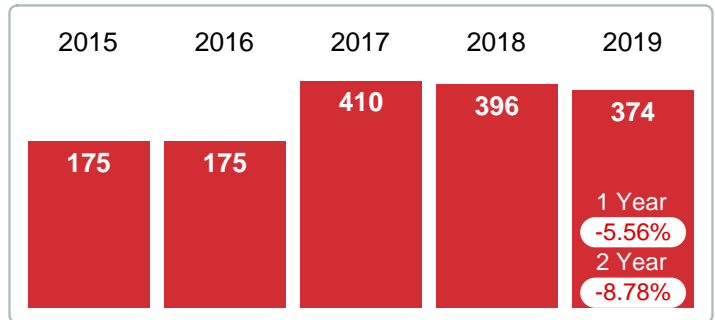
ACTIVE INVENTORY

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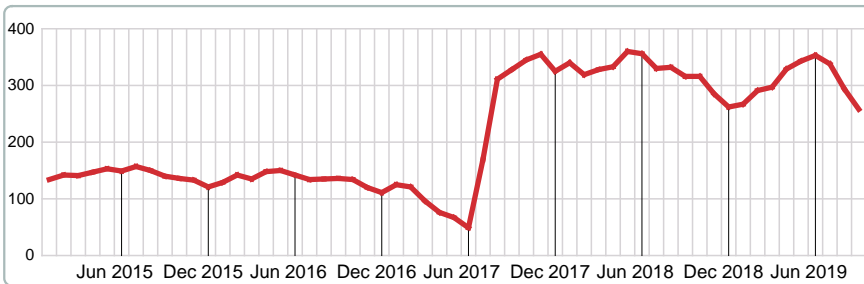
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

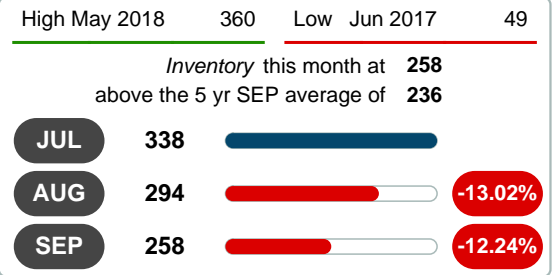


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 236



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	10	3.88%	87.5	10	0	0	0
\$25,001 - \$50,000	49	18.99%	118.0	45	2	2	0
\$50,001 - \$100,000	35	13.57%	80.0	17	12	2	4
\$100,001 - \$225,000	69	26.74%	56.0	23	34	12	0
\$225,001 - \$325,000	35	13.57%	75.0	12	15	8	0
\$325,001 - \$600,000	34	13.18%	99.0	13	9	5	7
\$600,001 and up	26	10.08%	92.0	14	4	5	3
Total Active Inventory by Units	258			134	76	34	14
Total Active Inventory by Volume	66,278,828	100%	80.0	31.02M	17.32M	10.61M	7.32M
Median Active Inventory Listing Price	\$158,950			\$84,900	\$186,950	\$249,900	\$416,500



September 2019

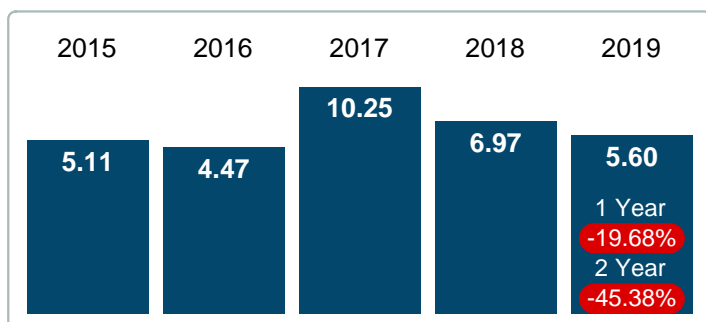
Area Delimited by County Of Bryan



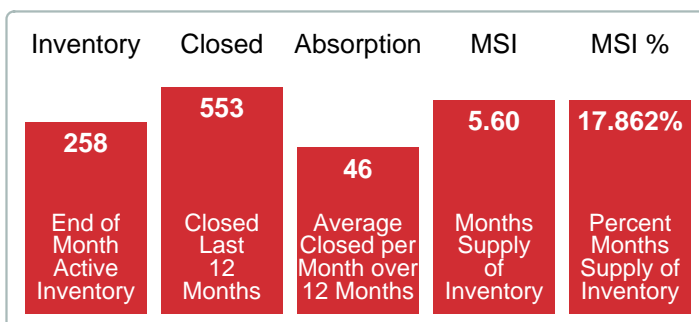
MONTHS SUPPLY of INVENTORY (MSI)

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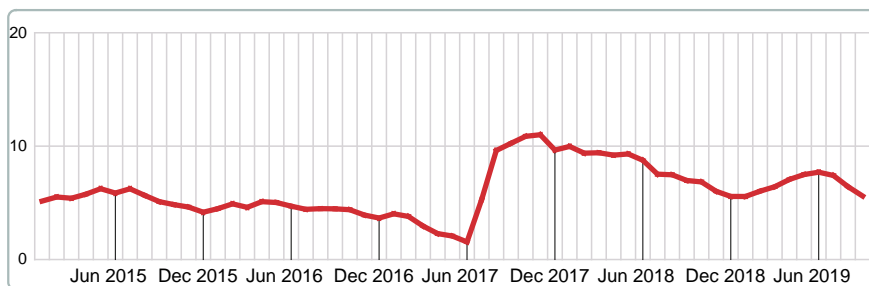
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2019

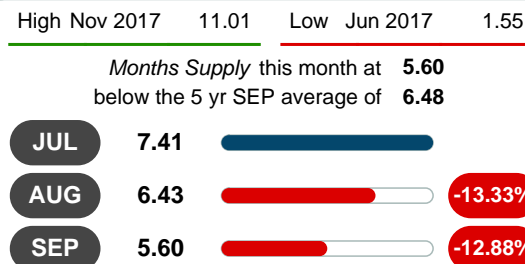


5 YEAR MARKET ACTIVITY TRENDS



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

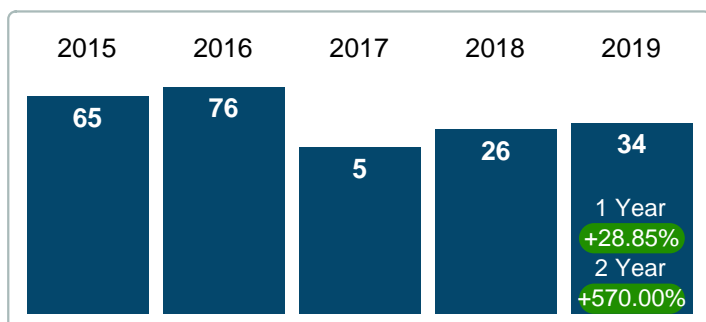
Area Delimited by County Of Bryan



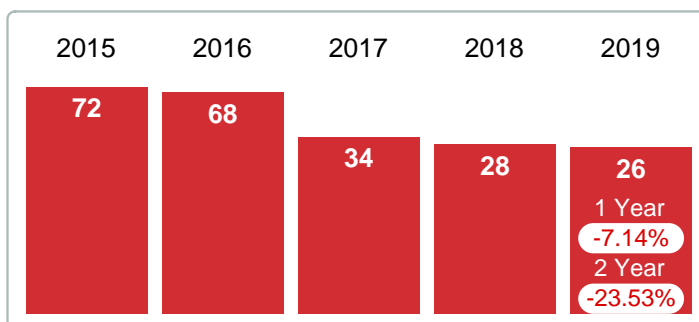
MEDIAN DAYS ON MARKET TO SALE

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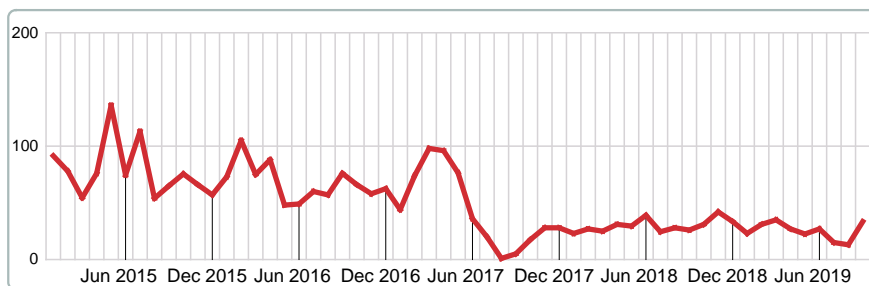
SEPTEMBER



YEAR TO DATE (YTD)

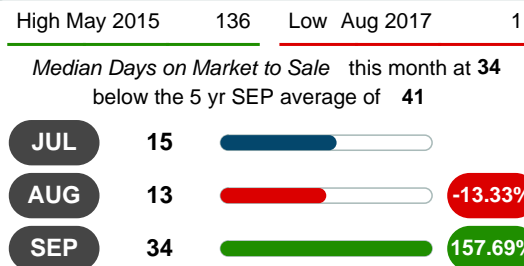


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 41



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	4.00%	125	221	28	0	0
\$50,001 - \$75,000	10.00%	49	73	29	67	0
\$75,001 - \$125,000	22.00%	10	25	6	0	0
\$125,001 - \$200,000	24.00%	23	14	24	23	0
\$200,001 - \$250,000	16.00%	58	18	58	82	0
\$250,001 - \$325,000	12.00%	45	36	53	53	0
\$325,001 and up	12.00%	89	89	59	57	0
Median Closed DOM		34	49	28	55	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

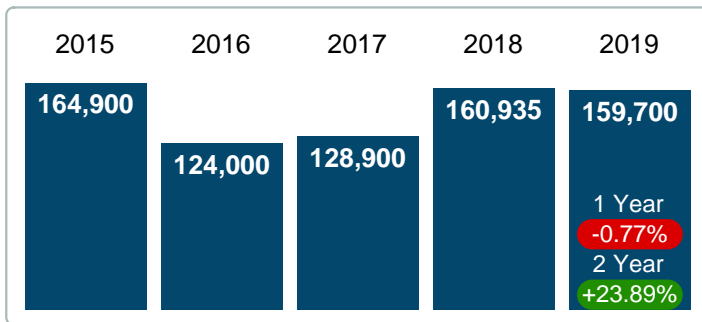
Area Delimited by County Of Bryan



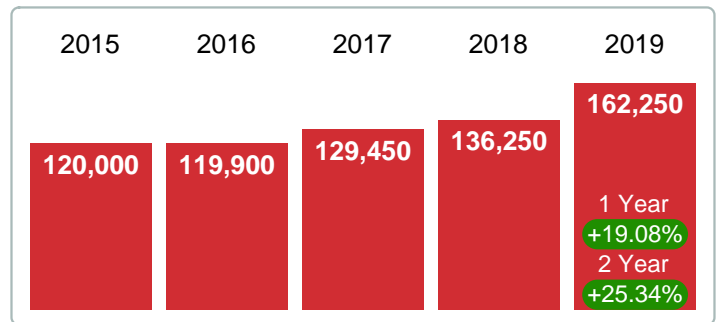
MEDIAN LIST PRICE AT CLOSING

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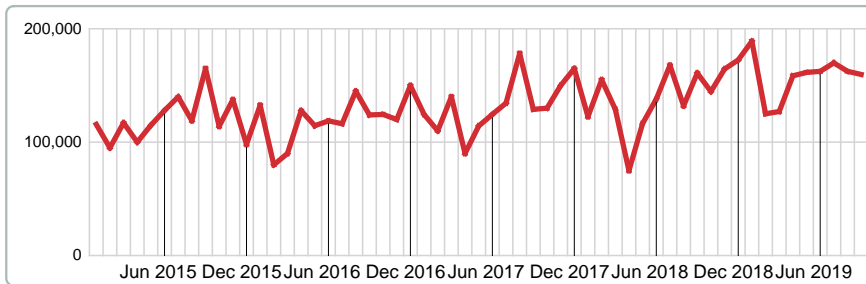
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

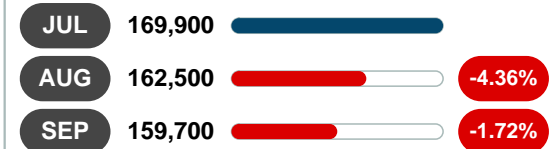


3 MONTHS

5 year SEP AVG = 147,687

High Jan 2019 189,000 Low Apr 2018 74,900

Median List Price at Closing this month at **159,700**
 above the 5 yr SEP average of **147,687**



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	1	2.00%	49,500	49,500	0	0	0
\$50,001 - \$75,000	3	6.00%	59,900	59,900	63,500	0	0
\$75,001 - \$125,000	13	26.00%	95,222	107,317	92,450	89,000	0
\$125,001 - \$200,000	12	24.00%	153,950	149,700	158,000	149,900	0
\$200,001 - \$250,000	8	16.00%	234,000	211,985	239,000	239,900	0
\$250,001 - \$325,000	6	12.00%	282,450	0	295,000	269,900	0
\$325,001 and up	7	14.00%	375,000	769,000	334,450	899,500	0
Median List Price			159,700	119,000	184,000	267,450	0
Total Closed Units		100%	159,700	17	25	8	0
Total Closed Volume				3.62M	4.64M	3.11M	0.00B



September 2019

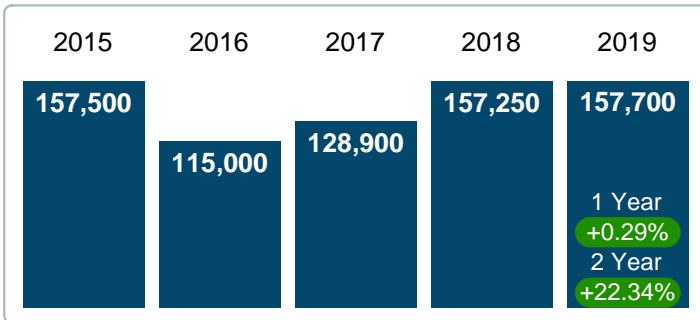
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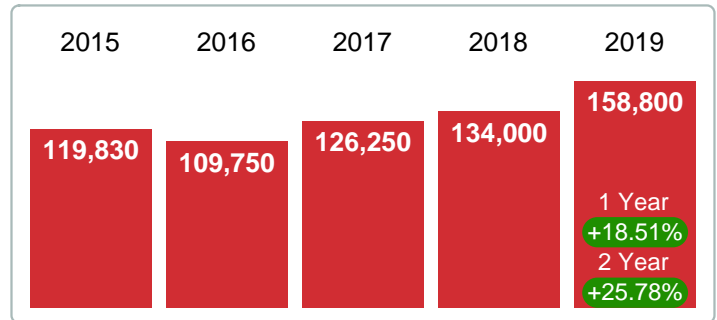
MEDIAN SOLD PRICE AT CLOSING

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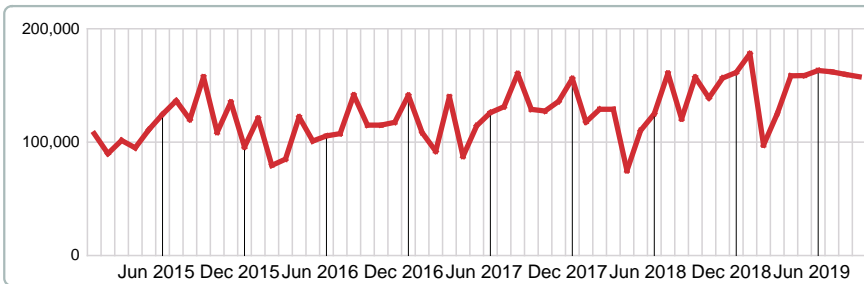
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

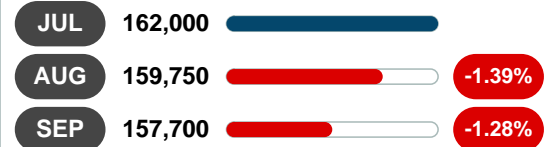


3 MONTHS

5 year SEP AVG = 143,270

High Jan 2019 178,000 Low Apr 2018 74,900

Median Sold Price at Closing this month at **157,700**
above the 5 yr SEP average of **143,270**



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	4.00%	44,250	38,500	50,000	0	0
\$50,001 - \$75,000	10.00%	67,000	61,984	68,500	75,000	0
\$75,001 - \$125,000	22.00%	95,000	90,826	97,000	0	0
\$125,001 - \$200,000	24.00%	152,750	155,500	154,950	145,000	0
\$200,001 - \$250,000	16.00%	226,000	205,000	226,250	227,000	0
\$250,001 - \$325,000	12.00%	272,500	265,000	281,250	264,000	0
\$325,001 and up	12.00%	519,500	710,000	334,450	889,500	0
Median Sold Price		157,700	115,000	180,000	261,500	0
Total Closed Units	100%	50	17	25	8	
Total Closed Volume		10,715,254	3.22M	4.45M	3.05M	0.00B



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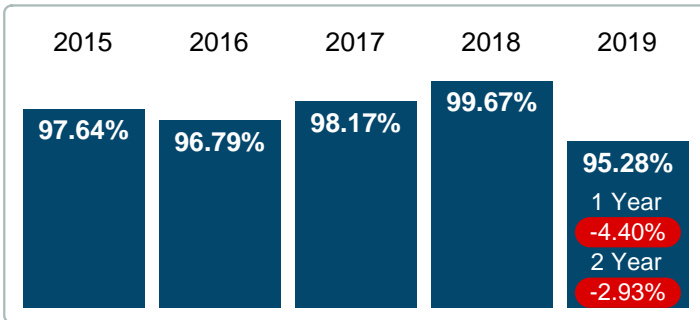
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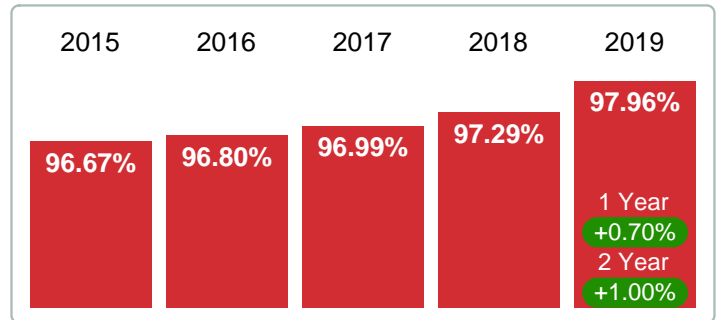
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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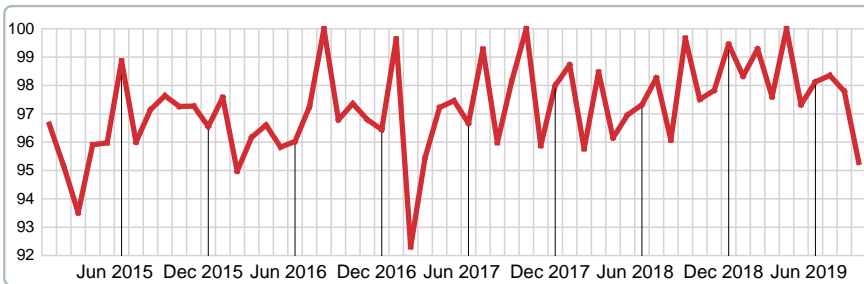
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

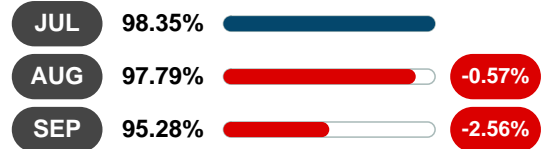


3 MONTHS

5 year SEP AVG = 97.51%

High Apr 2019 100.00% Low Feb 2017 92.31%

Median Sold/List Ratio this month at **95.28%**
below the 5 yr SEP average of **97.51%**



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	2	4.00%	82.75%	77.78%	87.72%	0.00%	0.00%
\$50,001 - \$75,000	5	10.00%	84.81%	86.93%	92.41%	84.27%	0.00%
\$75,001 - \$125,000	11	22.00%	95.83%	93.71%	98.11%	0.00%	0.00%
\$125,001 - \$200,000	12	24.00%	97.39%	97.49%	97.56%	96.73%	0.00%
\$200,001 - \$250,000	8	16.00%	94.64%	91.56%	95.15%	94.62%	0.00%
\$250,001 - \$325,000	6	12.00%	95.44%	70.67%	94.56%	99.62%	0.00%
\$325,001 and up	6	12.00%	97.13%	90.57%	100.00%	97.13%	0.00%
Median Sold/List Ratio		95.28%		91.56%	96.23%	96.35%	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

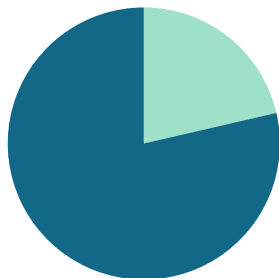
Area Delimited by County Of Bryan



MARKET SUMMARY

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

INVENTORY



Inventory

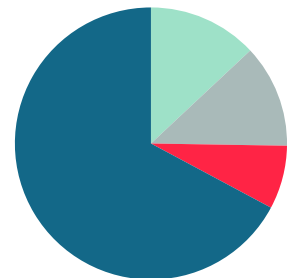
- New Listings **80 = 21.39%**
- Start Inventory **294**
- Total Inventory Units **374**
- Volume **\$94,493,690**

Market Activity

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%
Median List Price	160,935	159,700	-0.77%	136,250	162,250	19.08%
Median Sale Price	157,250	157,700	0.29%	134,000	158,800	18.51%
Median Percent of Selling Price to List Price	99.67%	95.28%	-4.40%	97.29%	97.96%	0.70%
Median Days on Market to Sale	26.00	33.50	28.85%	28.00	26.00	-7.14%
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

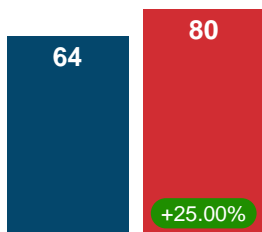
Inventory on September 30, 2019 = **258**

2018 **2019**

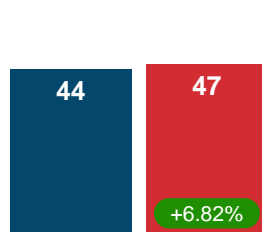
SEPTEMBER MARKET

MEDIAN PRICES

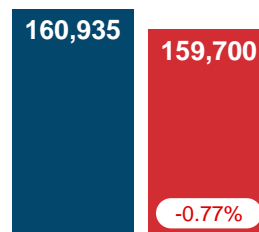
New Listings



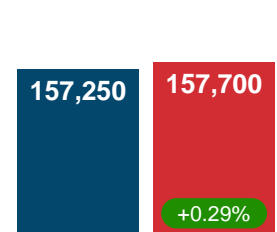
Pending Listings



List Price



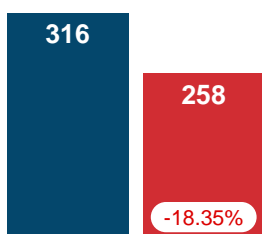
Sale Price



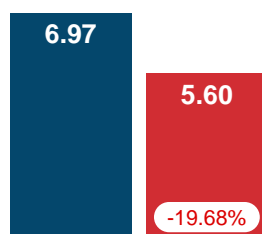
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

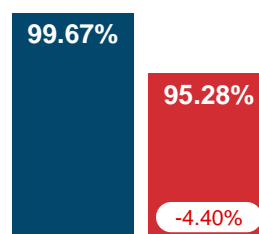
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

