

## February 2020

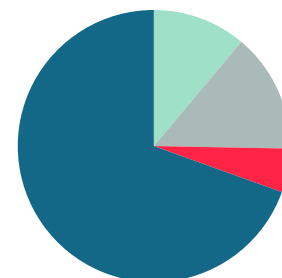
Area Delimited by County Of Bryan



## MONTHLY INVENTORY ANALYSIS

Report produced on Mar 11, 2020 for MLS Technology Inc.

Compared Metrics	2019	February 2020	+/-%
Closed Listings	29	47	62.07%
Pending Listings	37	60	62.16%
New Listings	83	70	-15.66%
Average List Price	158,861	154,976	-2.45%
Average Sale Price	154,217	147,687	-4.23%
Average Percent of Selling Price to List Price	94.17%	94.81%	0.68%
Average Days on Market to Sale	52.66	63.06	19.77%
End of Month Inventory	293	294	0.34%
Months Supply of Inventory	6.07	6.36	4.68%



■ Closed (11.11%)  
■ Pending (14.18%)  
■ Other OffMarket (5.20%)  
■ Active (69.50%)

**Absorption:** Last 12 months, an Average of **46** Sales/Month  
**Active Inventory** as of February 29, 2020 = **294**

## Analysis Wrap-Up

## Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of February 2020 rose **0.34%** to 294 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 **6.36** 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 **4.23%** in February 2020 to \$147,687 versus the previous year at \$154,217.

## Average Days on Market Lengthens

The average number of **63.06** days that homes spent on the market before selling increased by 10.41 days or **19.77%** in February 2020 compared to last year's same month at **52.66** DOM.

## Sales Success for February 2020 is Positive

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

There were 70 New Listings in February 2020, down **15.66%** from last year at 83. Furthermore, there were 47 Closed Listings this month versus last year at 29, a **62.07%** increase.

Closed versus Listed trends yielded a **67.1%** ratio, up from previous year's, February 2019, at **34.9%**, a **92.17%** upswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

## What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</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

# February 2020

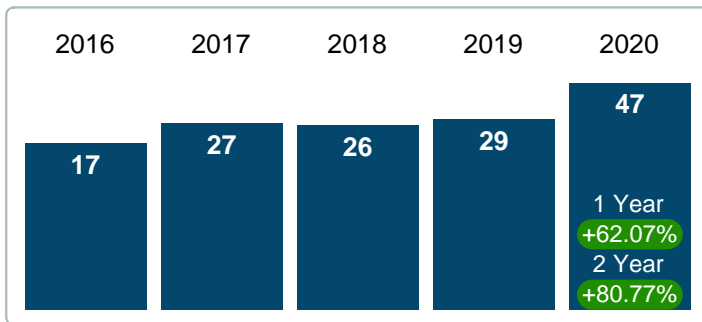
Area Delimited by County Of Bryan



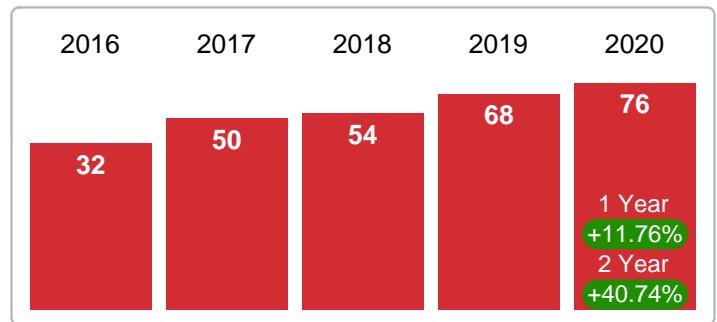
## CLOSED LISTINGS

Report produced on Mar 11, 2020 for MLS Technology Inc.

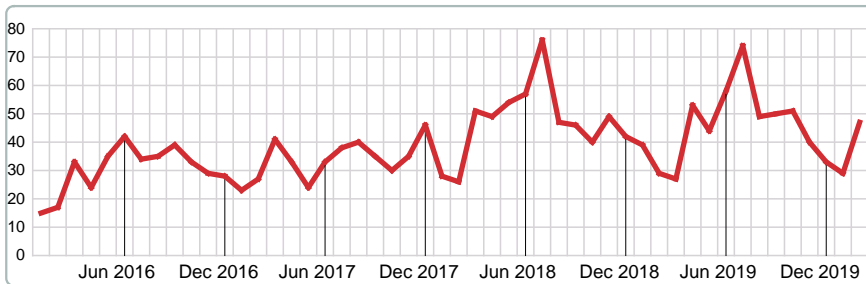
### FEBRUARY



### YEAR TO DATE (YTD)

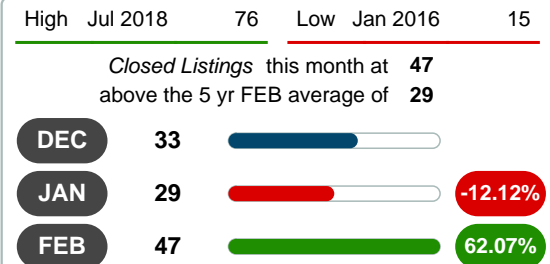


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 29



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	1	2.13%	7.0	1	0	0	0
\$30,001 - \$80,000	9	19.15%	118.3	7	2	0	0
\$80,001 - \$100,000	8	17.02%	28.3	2	5	0	1
\$100,001 - \$170,000	11	23.40%	50.5	1	7	3	0
\$170,001 - \$220,000	7	14.89%	43.4	1	5	1	0
\$220,001 - \$280,000	7	14.89%	70.9	0	5	2	0
\$280,001 and up	4	8.51%	77.8	0	0	2	2
<b>Total Closed Units</b>	<b>47</b>			<b>12</b>	<b>24</b>	<b>8</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>6,941,300</b>	<b>100%</b>	<b>63.1</b>	<b>777.75K</b>	<b>3.71M</b>	<b>1.71M</b>	<b>747.00K</b>
<b>Average Closed Price</b>	<b>\$147,687</b>			<b>\$64,813</b>	<b>\$154,427</b>	<b>\$213,788</b>	<b>\$249,000</b>

# February 2020

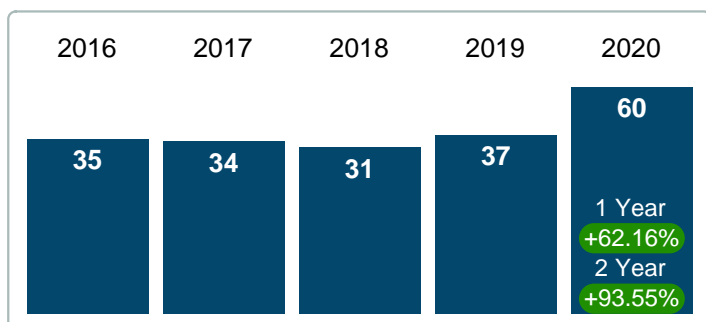
Area Delimited by County Of Bryan



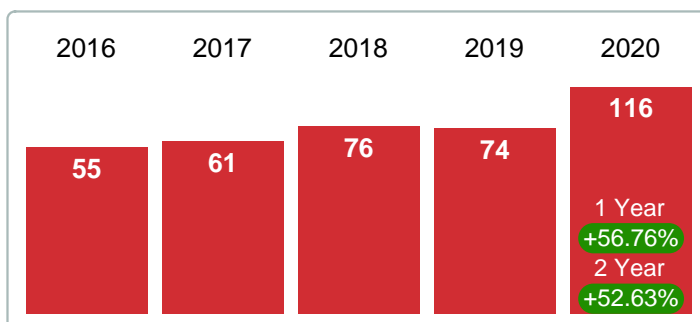
## PENDING LISTINGS

Report produced on Mar 11, 2020 for MLS Technology Inc.

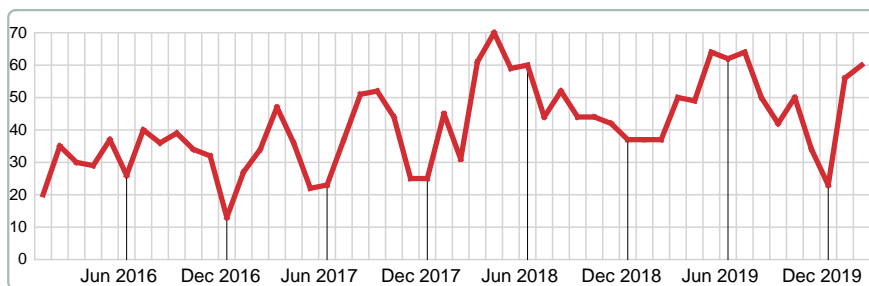
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

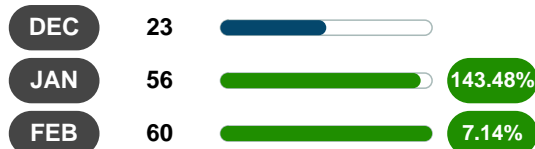


### 3 MONTHS

5 year FEB AVG = 39

High Apr 2018 70 Low Dec 2016 13

Pending Listings this month at **60**  
above the 5 yr FEB average of **39**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	6.67%	5.8	4	0	0	0
\$30,001 - \$60,000	7	11.67%	3.4	4	3	0	0
\$60,001 - \$90,000	11	18.33%	40.8	6	5	0	0
\$90,001 - \$170,000	15	25.00%	46.9	1	10	4	0
\$170,001 - \$240,000	9	15.00%	26.1	1	5	3	0
\$240,001 - \$380,000	8	13.33%	67.9	1	3	3	1
\$380,001 and up	6	10.00%	85.0	1	5	0	0
<b>Total Pending Units</b>	<b>60</b>			<b>18</b>	<b>31</b>	<b>10</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>10,587,100</b>	<b>100%</b>	<b>31.8</b>	<b>2.26M</b>	<b>6.03M</b>	<b>2.02M</b>	<b>285.00K</b>
<b>Average Listing Price</b>	<b>\$97,900</b>			<b>\$125,378</b>	<b>\$194,361</b>	<b>\$202,010</b>	<b>\$285,000</b>

# February 2020

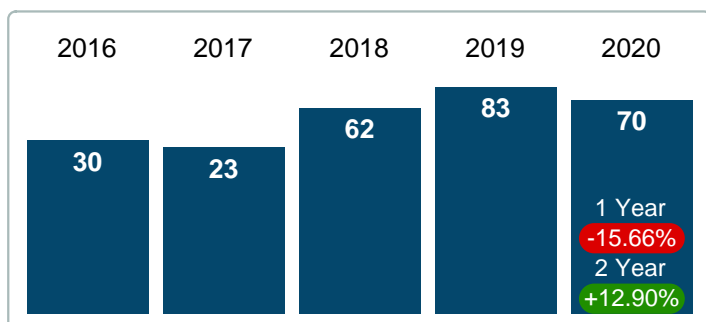
Area Delimited by County Of Bryan



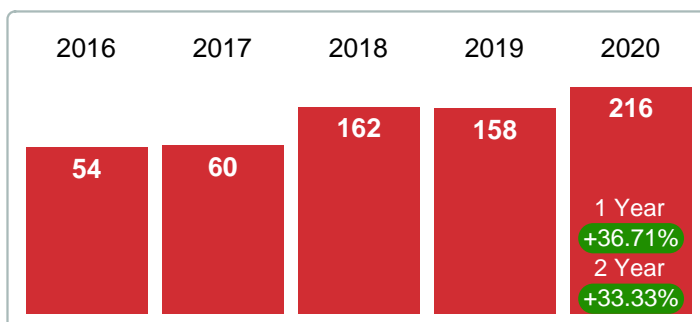
## NEW LISTINGS

Report produced on Mar 11, 2020 for MLS Technology Inc.

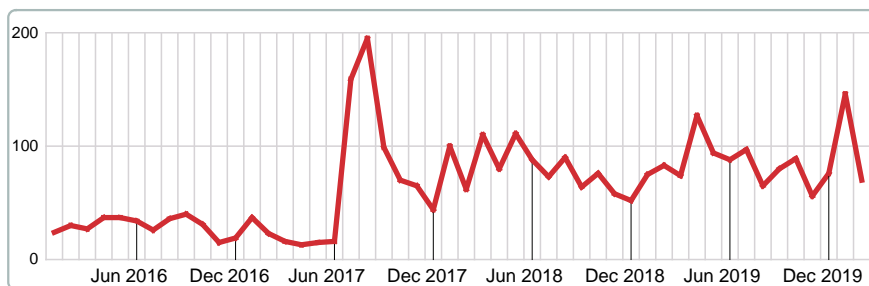
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 54

High Aug 2017 195 Low Apr 2017 13

New Listings this month at 70  
above the 5 yr FEB average of 54



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	7	10.00%	7	0	0	0
\$20,001 - \$40,000	7	10.00%	6	1	0	0
\$40,001 - \$90,000	14	20.00%	7	7	0	0
\$90,001 - \$170,000	15	21.43%	5	9	1	0
\$170,001 - \$250,000	11	15.71%	2	8	1	0
\$250,001 - \$470,000	9	12.86%	0	3	4	2
\$470,001 and up	7	10.00%	5	1	1	0
<b>Total New Listed Units</b>	<b>70</b>		<b>32</b>	<b>29</b>	<b>7</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>14,257,000</b>	<b>100%</b>	<b>6.02M</b>	<b>5.25M</b>	<b>2.27M</b>	<b>714.90K</b>
<b>Average New Listed Listing Price</b>	<b>\$36,667</b>		<b>\$188,203</b>	<b>\$180,910</b>	<b>\$324,743</b>	<b>\$357,450</b>

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

# February 2020

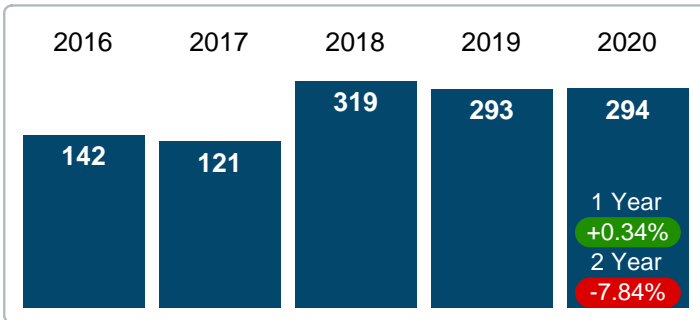
Area Delimited by County Of Bryan



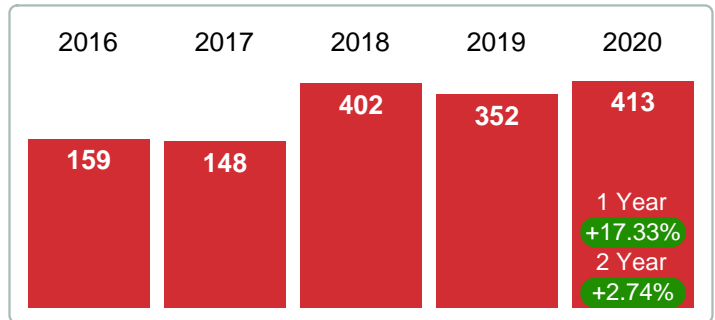
## ACTIVE INVENTORY

Report produced on Mar 11, 2020 for MLS Technology Inc.

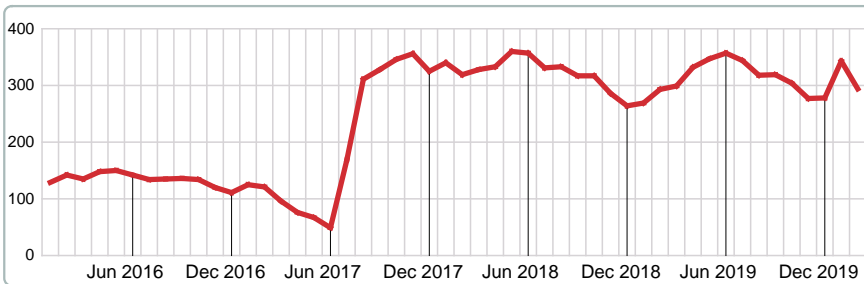
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

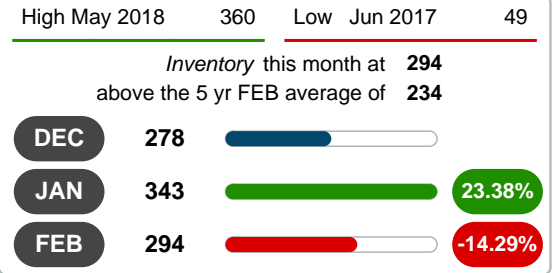


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 234



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	48	16.33%	60.4	48	0	0	0
\$25,001-\$50,000	48	16.33%	83.9	47	1	0	0
\$50,001-\$200,000	87	29.59%	70.0	38	44	4	1
\$200,001-\$300,000	45	15.31%	57.7	12	20	11	2
\$300,001-\$500,000	36	12.24%	87.8	12	7	9	8
\$500,001 and up	30	10.20%	84.7	18	4	6	2
<b>Total Active Inventory by Units</b>	<b>294</b>			<b>175</b>	<b>76</b>	<b>30</b>	<b>13</b>
<b>Total Active Inventory by Volume</b>	<b>71,386,605</b>	<b>100%</b>	<b>72.5</b>	<b>36.75M</b>	<b>16.39M</b>	<b>11.02M</b>	<b>7.22M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$242,812</b>			<b>\$210,021</b>	<b>\$215,597</b>	<b>\$367,492</b>	<b>\$555,600</b>

# February 2020

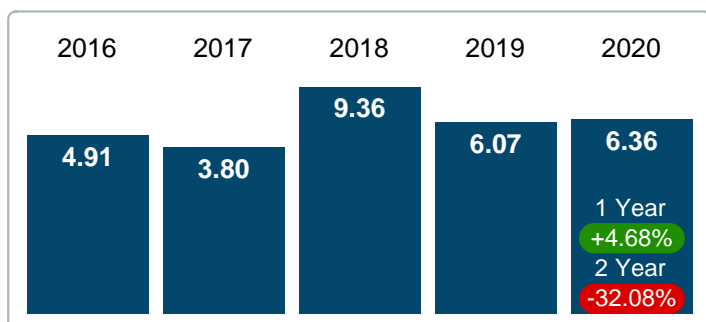
Area Delimited by County Of Bryan



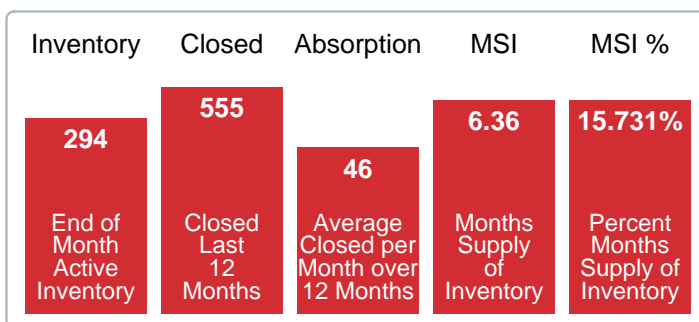
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Mar 11, 2020 for MLS Technology Inc.

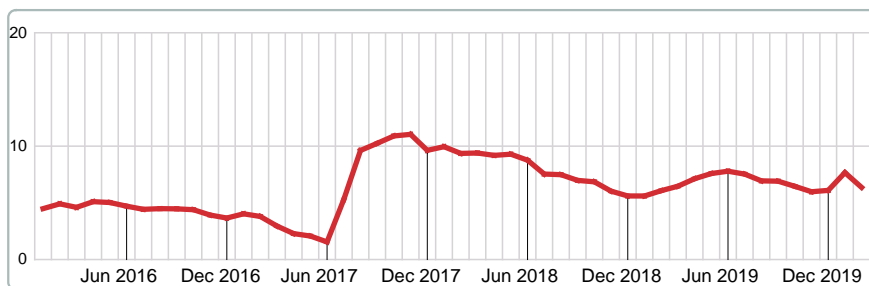
### MSI FOR FEBRUARY



### INDICATORS FOR FEBRUARY 2020



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 6.10

High Nov 2017 11.04 Low Jun 2017 1.55

Months Supply this month at **6.36**  
above the 5 yr FEB average of **6.10**



### 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
\$10,000 and less	4	1.36%	48.00	48.00	0.00	0.00	0.00
\$10,001 - \$30,000	52	17.69%	24.96	27.13	0.00	0.00	0.00
\$30,001 - \$70,000	52	17.69%	10.95	16.94	2.29	0.00	0.00
\$70,001 - \$200,000	75	25.51%	2.85	4.97	2.40	1.30	3.00
\$200,001 - \$300,000	45	15.31%	5.24	16.00	3.87	4.40	12.00
\$300,001 - \$520,000	37	12.59%	11.10	26.00	6.46	7.71	13.71
\$520,001 and up	29	9.86%	26.77	29.14	48.00	24.00	12.00
Market Supply of Inventory (MSI)	6.36			14.00	3.00	4.24	9.75
Total Active Inventory by Units	294	100%	6.36	175	76	30	13

# February 2020

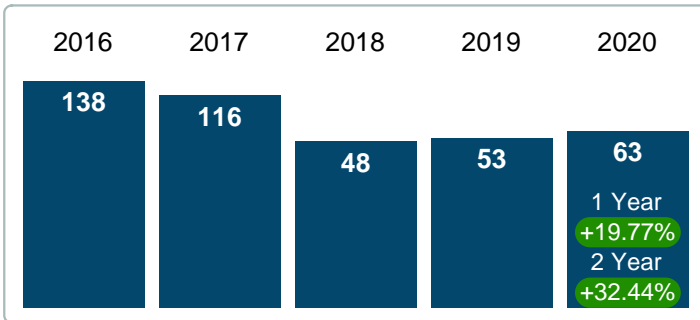
Area Delimited by County Of Bryan



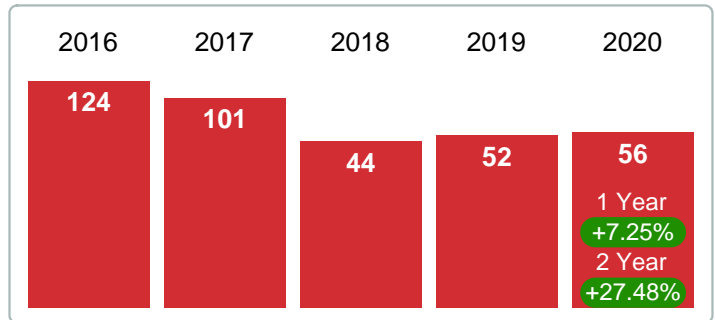
## AVERAGE DAYS ON MARKET TO SALE

Report produced on Mar 11, 2020 for MLS Technology Inc.

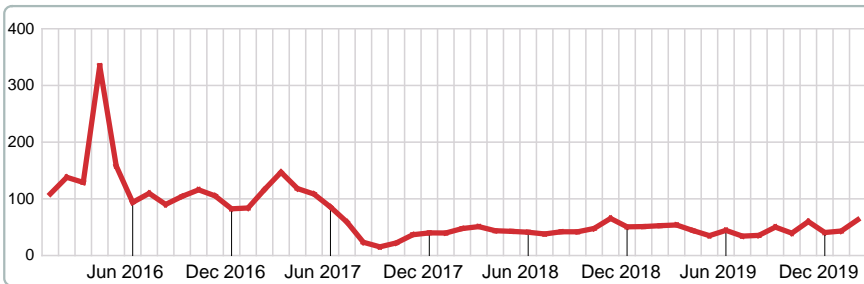
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 84

High Apr 2016 335 Low Sep 2017 15

Average Days on Market to Sale this month at **63**  
 below the 5 yr FEB average of **84**

DEC	41	<div style="width: 48.81%;"></div>
JAN	43	<div style="width: 51.19%;"></div> 6.57%
FEB	63	<div style="width: 75.0%;"></div> 45.84%

### 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
\$30,000 and less	2.13%	7	7	0	0	0
\$30,001 - \$80,000	19.15%	118	147	19	0	0
\$80,001 - \$100,000	17.02%	28	45	16	0	56
\$100,001 - \$170,000	23.40%	50	46	48	58	0
\$170,001 - \$220,000	14.89%	43	27	50	26	0
\$220,001 - \$280,000	14.89%	71	0	64	87	0
\$280,001 and up	8.51%	78	0	0	23	133
<b>Average Closed DOM</b>		<b>63</b>	<b>100</b>	<b>43</b>	<b>52</b>	<b>107</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>63</b>	<b>12</b>	<b>24</b>	<b>8</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>6,941,300</b>	<b>777.75K</b>	<b>3.71M</b>	<b>1.71M</b>	<b>747.00K</b>



# February 2020

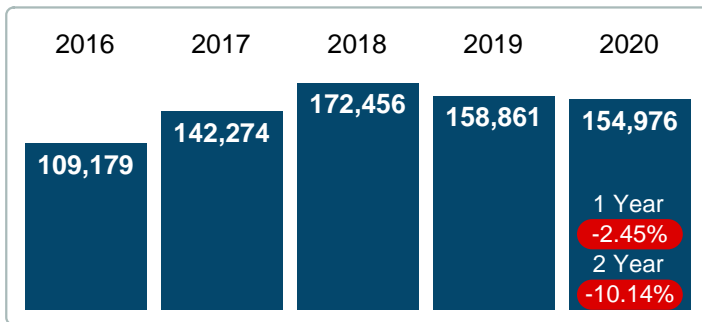
Area Delimited by County Of Bryan



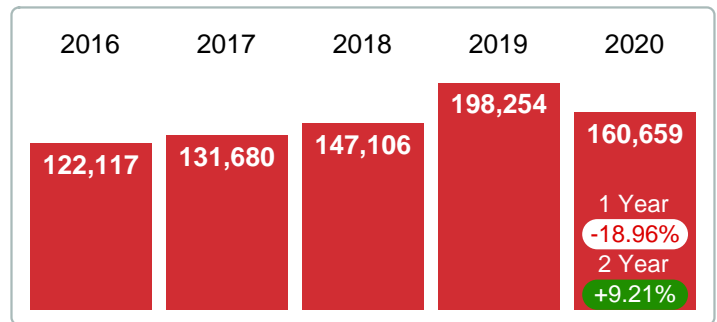
## AVERAGE LIST PRICE AT CLOSING

Report produced on Mar 11, 2020 for MLS Technology Inc.

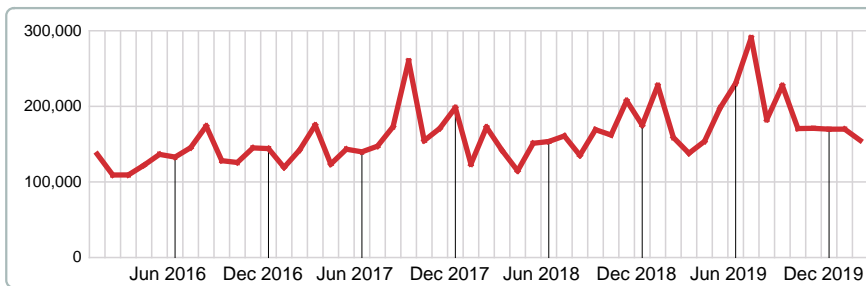
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

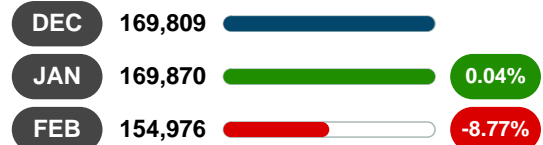


### 3 MONTHS

5 year FEB AVG = 147,549

High Jul 2019 290,760 Low Feb 2016 109,179

Average List Price at Closing this month at **154,976**  
above the 5 yr FEB average of **147,549**



### 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	0	0.00%	0	30,000	0	0	0
\$25,001 - \$75,000	9	19.15%	38,767	39,843	40,000	0	0
\$75,001 - \$100,000	7	14.89%	92,171	125,000	91,283	0	97,500
\$100,001 - \$150,000	11	23.40%	128,100	120,000	131,117	126,200	0
\$150,001 - \$225,000	8	17.02%	189,638	204,400	192,450	193,950	0
\$225,001 - \$275,000	5	10.64%	237,740	0	250,950	264,950	0
\$275,001 and up	7	14.89%	310,693	0	285,950	312,000	345,000
<b>Average List Price</b>			<b>154,976</b>	<b>73,608</b>	<b>159,119</b>	<b>224,275</b>	<b>262,500</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>154,976</b>	<b>12</b>	<b>24</b>	<b>8</b>	<b>3</b>
<b>Total Closed Volume</b>				<b>883.30K</b>	<b>3.82M</b>	<b>1.79M</b>	<b>787.50K</b>



# February 2020

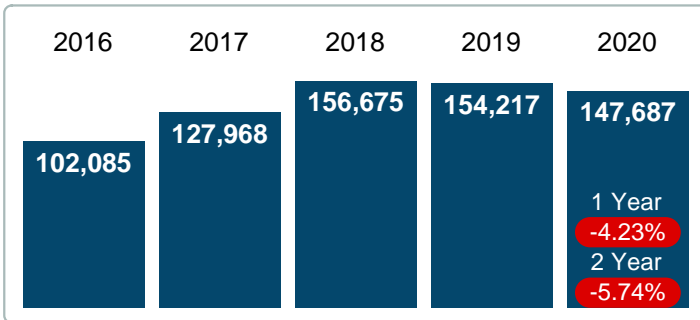
Area Delimited by County Of Bryan



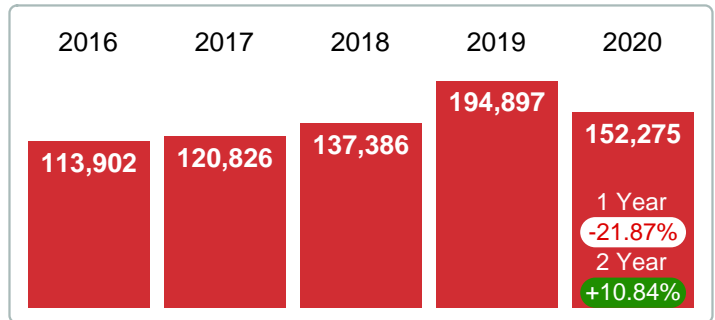
## AVERAGE SOLD PRICE AT CLOSING

Report produced on Mar 11, 2020 for MLS Technology Inc.

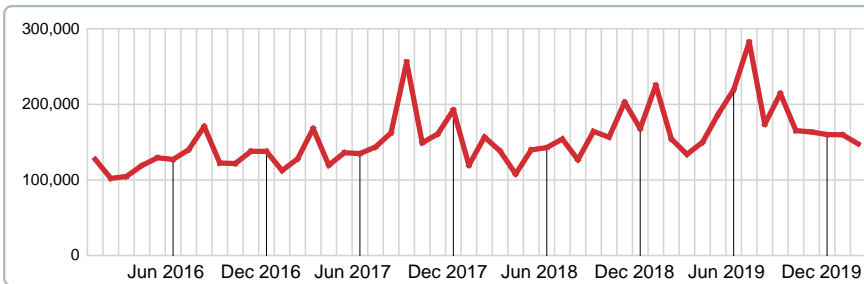
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

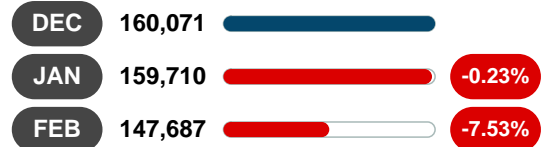


### 3 MONTHS

5 year FEB AVG = 137,726

High Jul 2019 282,271 Low Feb 2016 102,085

Average Sold Price at Closing this month at **147,687** above the 5 yr FEB average of **137,726**



### 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
\$30,000 and less	2.13%	25,000	25,000	0	0	0
\$30,001 - \$80,000	19.15%	41,361	37,143	56,125	0	0
\$80,001 - \$100,000	17.02%	94,238	97,500	92,380	0	97,000
\$100,001 - \$170,000	23.40%	131,318	115,000	133,157	132,467	0
\$170,001 - \$220,000	14.89%	192,821	182,750	190,200	216,000	0
\$220,001 - \$280,000	14.89%	248,129	0	249,800	243,950	0
\$280,001 and up	8.51%	314,750	0	0	304,500	325,000
<b>Average Sold Price</b>		<b>147,687</b>	<b>64,813</b>	<b>154,427</b>	<b>213,788</b>	<b>249,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>147,687</b>	<b>12</b>	<b>24</b>	<b>8</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>6,941,300</b>	<b>777.75K</b>	<b>3.71M</b>	<b>1.71M</b>	<b>747.00K</b>

# February 2020

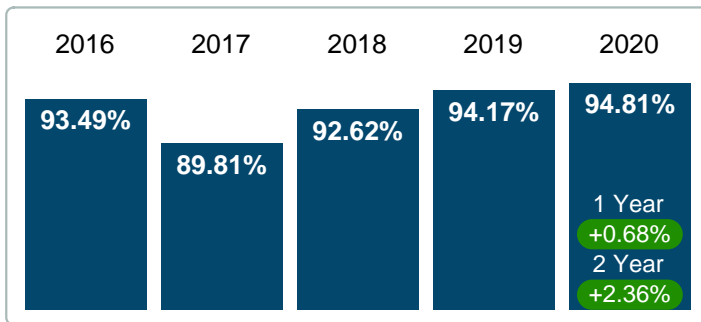
Area Delimited by County Of Bryan



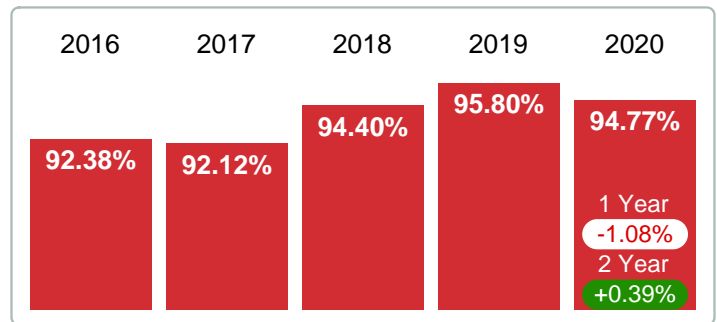
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Mar 11, 2020 for MLS Technology Inc.

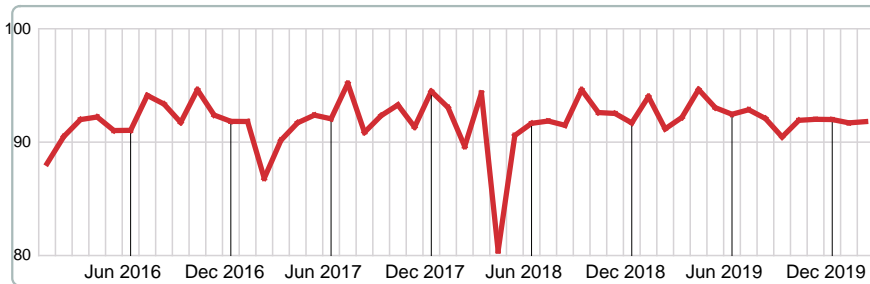
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

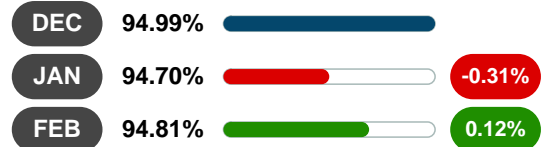


### 3 MONTHS

5 year FEB AVG = 92.98%

High Jul 2017 98.18% Low Apr 2018 83.41%

Average Sold/List Ratio this month at **94.81%** above the 5 yr FEB average of **92.98%**



### 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
\$30,000 and less	1	2.13%	83.33%	83.33%	0.00%	0.00%	0.00%
\$30,001 - \$80,000	9	19.15%	92.67%	93.35%	90.31%	0.00%	0.00%
\$80,001 - \$100,000	8	17.02%	93.68%	78.00%	98.78%	0.00%	99.49%
\$100,001 - \$170,000	11	23.40%	97.07%	95.83%	98.54%	94.06%	0.00%
\$170,001 - \$220,000	7	14.89%	95.49%	89.41%	95.99%	99.08%	0.00%
\$220,001 - \$280,000	7	14.89%	95.65%	0.00%	96.84%	92.69%	0.00%
\$280,001 and up	4	8.51%	95.90%	0.00%	0.00%	97.69%	94.10%
<b>Average Sold/List Ratio</b>			<b>94.80%</b>	<b>89.83%</b>	<b>97.02%</b>	<b>95.25%</b>	<b>95.90%</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>94.80%</b>	<b>12</b>	<b>24</b>	<b>8</b>	<b>3</b>
<b>Total Closed Volume</b>				<b>777.75K</b>	<b>3.71M</b>	<b>1.71M</b>	<b>747.00K</b>

# February 2020

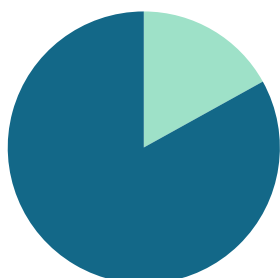
Area Delimited by County Of Bryan



## MARKET SUMMARY

Report produced on Mar 11, 2020 for MLS Technology Inc.

### INVENTORY

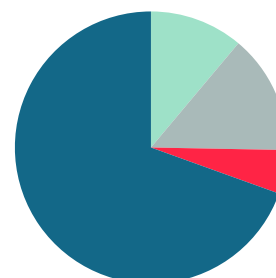


**Inventory**  
 New Listings  
**70 = 16.95%**  
 Start Inventory  
**343**  
 Total Inventory Units  
**413**  
 Volume  
**\$96,637,355**

### Market Activity

Closed Sales  
**47 = 11.11%**  
 Pending Sales  
**60 = 14.18%**  
 Other Off Market  
**22 = 5.20%**  
 Active Inventory  
**294 = 69.50%**

### MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	29	47	62.07%	68	76	11.76%
Pending Sales	37	60	62.16%	74	116	56.76%
New Listings	83	70	-15.66%	158	216	36.71%
Average List Price	158,861	154,976	-2.45%	198,254	160,659	-18.96%
Average Sale Price	154,217	147,687	-4.23%	194,897	152,275	-21.87%
Average Percent of Selling Price to List Price	94.17%	94.81%	0.68%	95.80%	94.77%	-1.08%
Average Days on Market to Sale	52.66	63.06	19.77%	51.75	55.50	7.25%
Monthly Inventory	293	294	0.34%	293	294	0.34%
Months Supply of Inventory	6.07	6.36	4.68%	6.07	6.36	4.68%

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

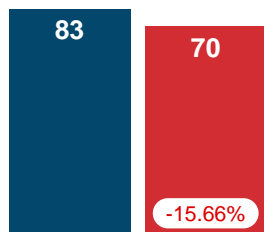
**Inventory** on February 29, 2020 = **294**

**2019** **2020**

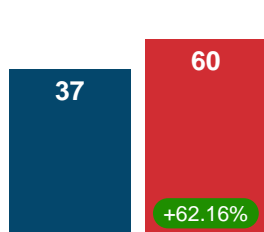
### FEBRUARY MARKET

### AVERAGE PRICES

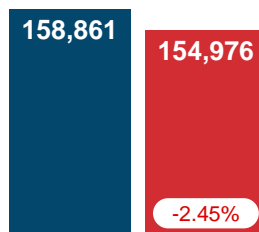
#### New Listings



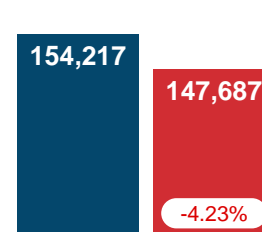
#### Pending Listings



#### List Price



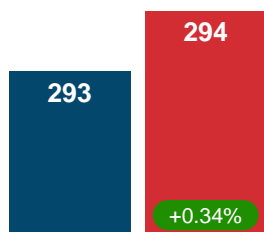
#### Sale Price



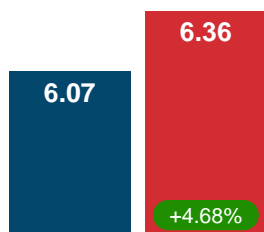
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

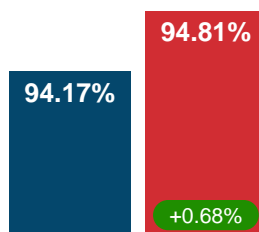
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

