



# November 2020

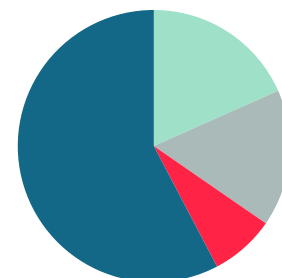
Area Delimited by County Of Bryan



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	November 2020	+/-%
Closed Listings	40	62	55.00%
Pending Listings	35	55	57.14%
New Listings	58	84	44.83%
Average List Price	170,936	157,416	-7.91%
Average Sale Price	163,464	151,841	-7.11%
Average Percent of Selling Price to List Price	95.01%	96.61%	1.68%
Average Days on Market to Sale	59.90	33.60	-43.91%
End of Month Inventory	288	195	-32.29%
Months Supply of Inventory	5.96	3.81	-36.04%



■ Closed (18.34%)  
■ Pending (16.27%)  
■ Other OffMarket (7.69%)  
■ Active (57.69%)

**Absorption:** Last 12 months, an Average of **51** Sales/Month  
**Active Inventory** as of November 30, 2020 = **195**

### Analysis Wrap-Up

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

The total housing inventory at the end of November 2020 decreased **32.29%** to 195 existing homes available for sale. Over the last 12 months this area has had an average of 51 closed sales per month. This represents an unsold inventory index of **3.81** 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 **7.11%** in November 2020 to \$151,841 versus the previous year at \$163,464.

#### Average Days on Market Shortens

The average number of **33.60** days that homes spent on the market before selling decreased by 26.30 days or **43.91%** in November 2020 compared to last year's same month at **59.90** DOM.

#### Sales Success for November 2020 is Positive

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

There were 84 New Listings in November 2020, up **44.83%** from last year at 58. Furthermore, there were 62 Closed Listings this month versus last year at 40, a **55.00%** increase.

Closed versus Listed trends yielded a **73.8%** ratio, up from previous year's, November 2019, at **69.0%**, a **7.02%** upswing. 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>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



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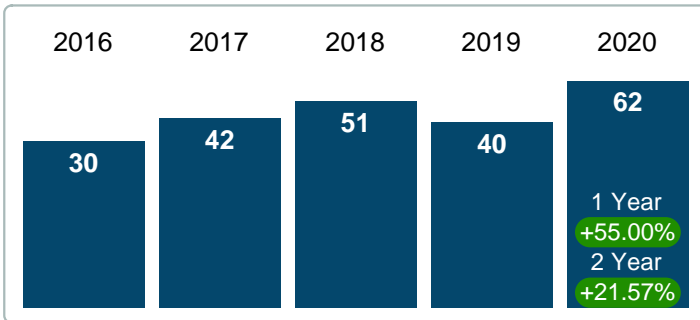
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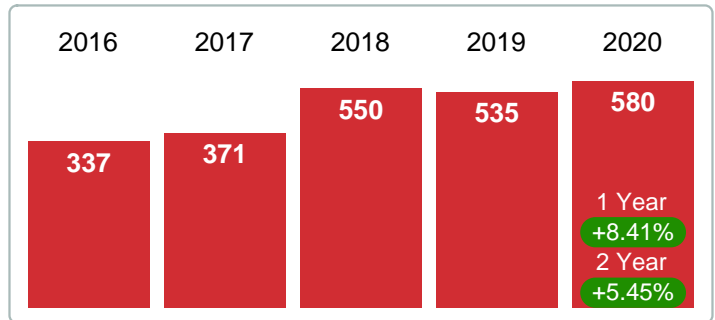
## CLOSED LISTINGS

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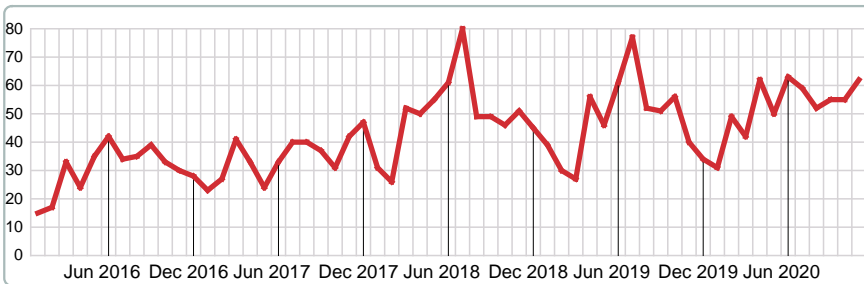
### NOVEMBER



### YEAR TO DATE (YTD)

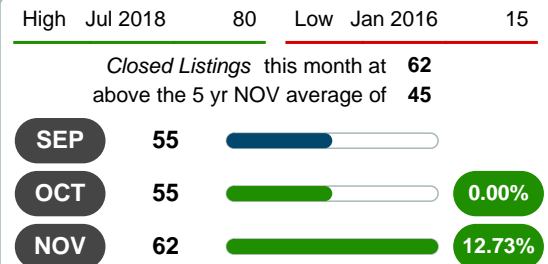


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 45



### 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	8	12.90%	51.3	8	0	0	0
\$50,001 - \$75,000	4	6.45%	27.5	2	2	0	0
\$75,001 - \$125,000	8	12.90%	54.6	5	2	1	0
\$125,001 - \$150,000	10	16.13%	13.1	1	7	2	0
\$150,001 - \$200,000	17	27.42%	25.2	1	15	0	1
\$200,001 - \$225,000	4	6.45%	15.0	0	2	2	0
\$225,001 and up	11	17.74%	46.1	0	7	2	2
<b>Total Closed Units</b>	<b>62</b>			<b>17</b>	<b>35</b>	<b>7</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>9,414,167</b>	<b>100%</b>	<b>33.6</b>	<b>1.23M</b>	<b>6.09M</b>	<b>1.30M</b>	<b>785.90K</b>
<b>Average Closed Price</b>	<b>\$151,841</b>			<b>\$72,406</b>	<b>\$174,079</b>	<b>\$186,371</b>	<b>\$261,967</b>



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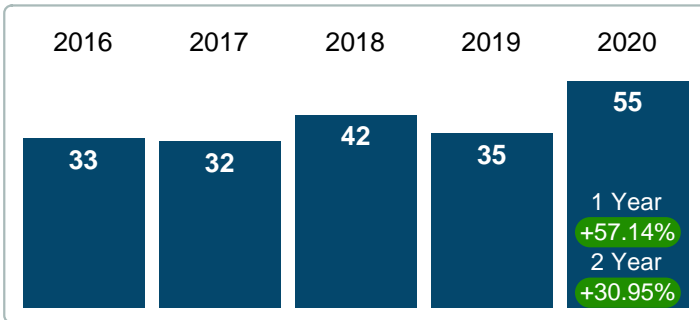
Area Delimited by County Of Bryan



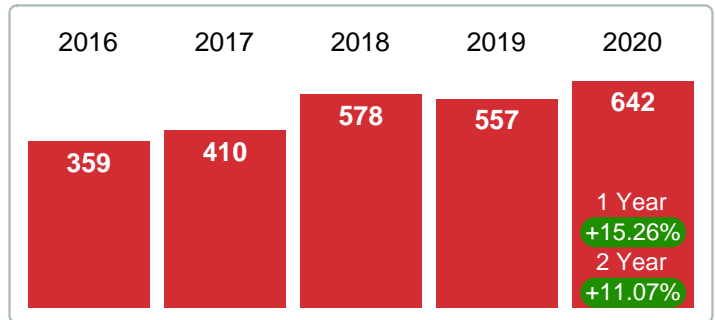
## PENDING LISTINGS

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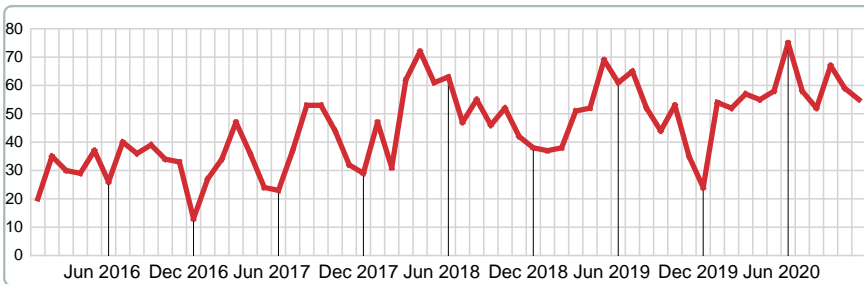
### NOVEMBER



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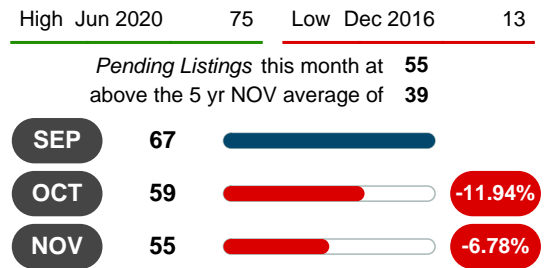


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 39



### 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	6	10.91%	84.5	5	0	1	0
\$50,001 - \$100,000	6	10.91%	84.5	2	3	1	0
\$100,001 - \$150,000	8	14.55%	20.8	1	6	1	0
\$150,001 - \$200,000	14	25.45%	3.4	0	13	1	0
\$200,001 - \$225,000	5	9.09%	16.0	0	4	1	0
\$225,001 - \$350,000	10	18.18%	62.7	1	7	1	1
\$350,001 and up	6	10.91%	79.0	3	1	2	0
<b>Total Pending Units</b>	<b>55</b>			<b>12</b>	<b>34</b>	<b>8</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>11,089,618</b>	<b>100%</b>	<b>17.9</b>	<b>2.54M</b>	<b>6.22M</b>	<b>2.03M</b>	<b>289.00K</b>
<b>Average Listing Price</b>	<b>\$167,159</b>			<b>\$211,893</b>	<b>\$183,059</b>	<b>\$254,238</b>	<b>\$289,000</b>



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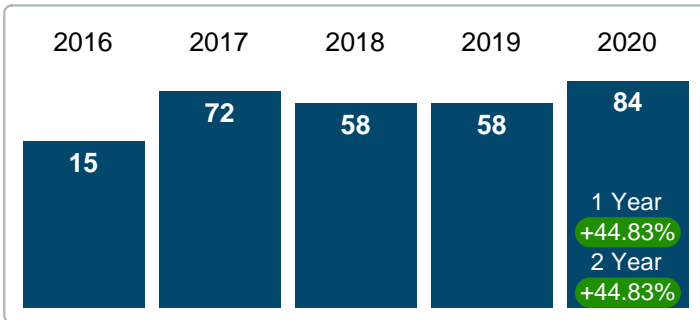
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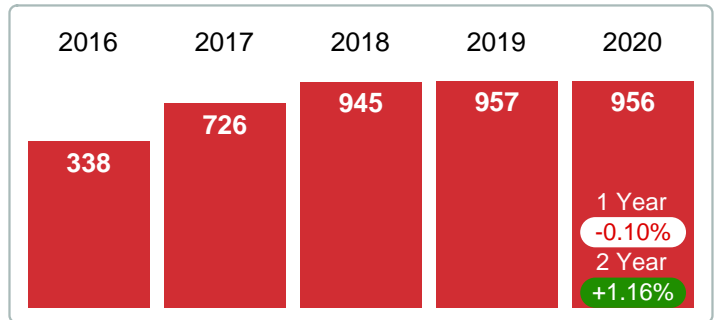
## NEW LISTINGS

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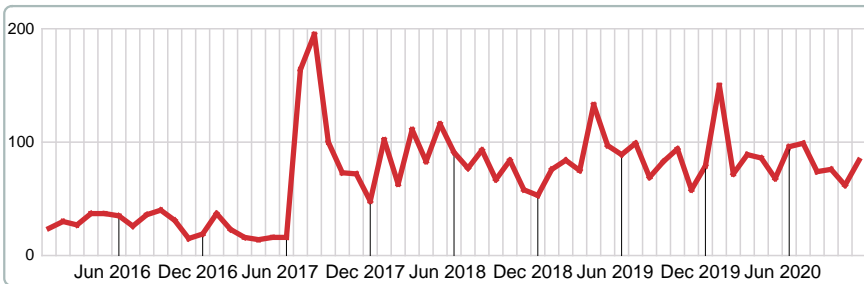
### NOVEMBER



### YEAR TO DATE (YTD)

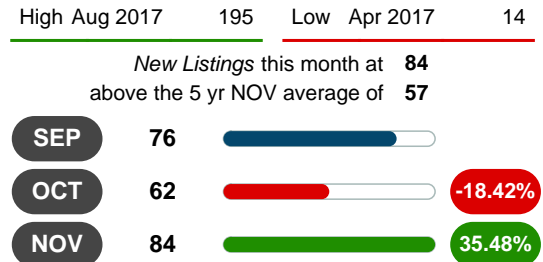


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 57



### 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	4	4.76%	4	0	0	0
\$25,001 - \$100,000	14	16.67%	11	2	1	0
\$100,001 - \$150,000	13	15.48%	4	8	0	1
\$150,001 - \$175,000	14	16.67%	2	12	0	0
\$175,001 - \$250,000	20	23.81%	1	16	3	0
\$250,001 - \$425,000	10	11.90%	6	2	2	0
\$425,001 and up	9	10.71%	4	1	1	3
<b>Total New Listed Units</b>	<b>84</b>		<b>32</b>	<b>41</b>	<b>7</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>18,623,418</b>	<b>100%</b>	<b>6.58M</b>	<b>7.70M</b>	<b>1.91M</b>	<b>2.44M</b>
<b>Average New Listed Listing Price</b>	<b>\$174,990</b>		<b>\$205,558</b>	<b>\$187,701</b>	<b>\$272,971</b>	<b>\$609,750</b>



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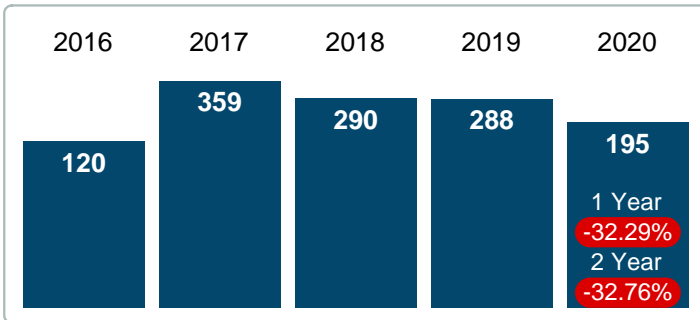
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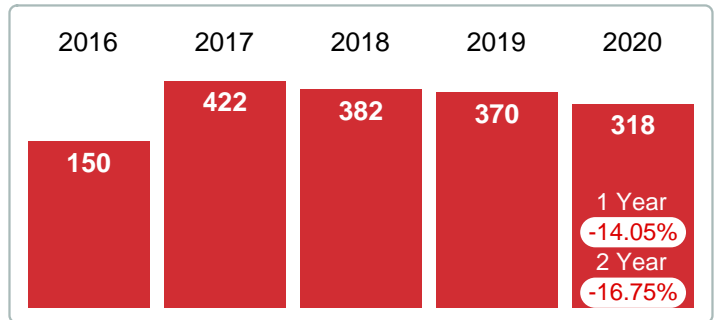
## ACTIVE INVENTORY

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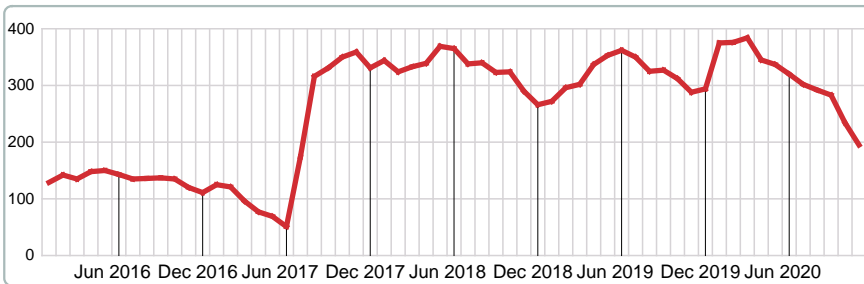
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

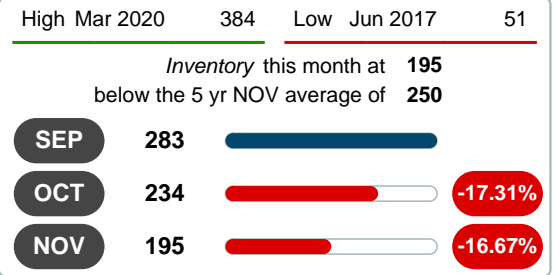


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 250



### 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	11	5.64%	112.2	11	0	0	0
\$25,001 - \$50,000	32	16.41%	141.4	30	2	0	0
\$50,001 - \$125,000	25	12.82%	94.5	19	5	0	1
\$125,001 - \$250,000	54	27.69%	69.0	15	31	8	0
\$250,001 - \$400,000	28	14.36%	91.1	15	4	9	0
\$400,001 - \$675,000	25	12.82%	99.0	16	2	2	5
\$675,001 and up	20	10.26%	112.3	13	0	3	4
Total Active Inventory by Units			195	119	44	22	10
Total Active Inventory by Volume			62,311,221	33.70M	8.78M	12.02M	7.81M
Average Active Inventory Listing Price			\$319,545	\$283,178	\$199,613	\$546,368	\$781,000

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com



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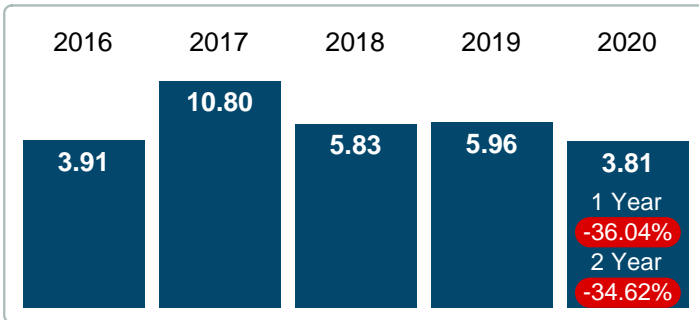
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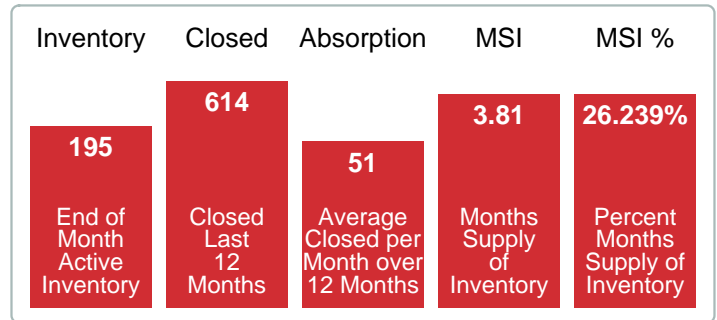
## MONTHS SUPPLY of INVENTORY (MSI)

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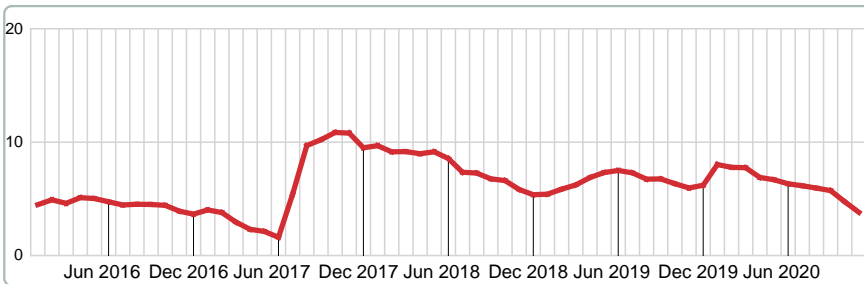
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2020

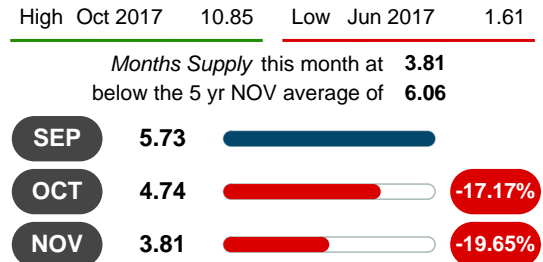


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 6.06



### 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	11	5.64%	3.77	4.00	0.00	0.00	0.00
\$25,001 - \$50,000	32	16.41%	7.68	9.47	2.40	0.00	0.00
\$50,001 - \$125,000	25	12.82%	1.97	3.35	0.82	0.00	12.00
\$125,001 - \$250,000	54	27.69%	2.27	5.29	1.90	1.88	0.00
\$250,001 - \$400,000	28	14.36%	5.42	25.71	1.92	5.40	0.00
\$400,001 - \$675,000	25	12.82%	13.04	192.00	3.00	3.00	10.00
\$675,001 and up	20	10.26%	40.00	52.00	0.00	36.00	0.00
Market Supply of Inventory (MSI)			3.81	7.76	1.67	2.87	5.45
Total Active Inventory by Units		100%	3.81	119	44	22	10

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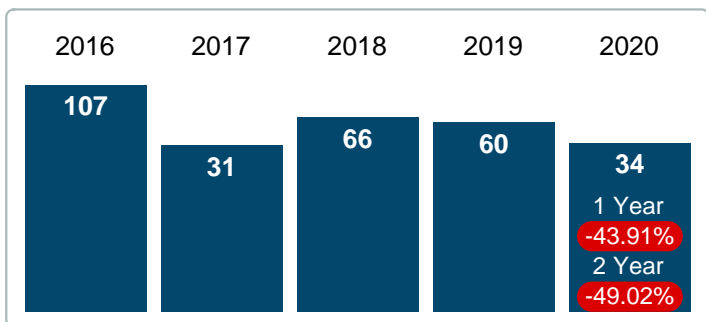
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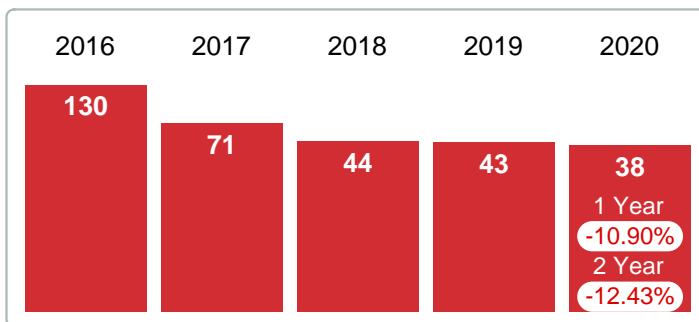
## AVERAGE DAYS ON MARKET TO SALE

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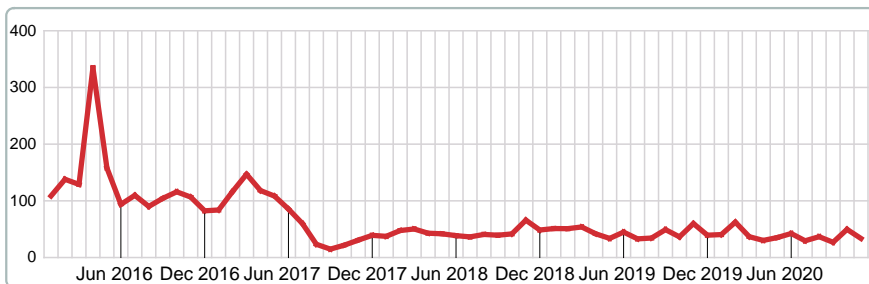
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

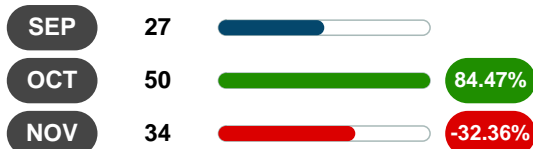


### 3 MONTHS

5 year NOV AVG = 59

High Apr 2016 335 Low Sep 2017 15

Average Days on Market to Sale this month at 34 below the 5 yr NOV average of 59



### 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	12.90%	51	51	0	0	0
\$50,001 - \$75,000	6.45%	28	1	54	0	0
\$75,001 - \$125,000	12.90%	55	63	61	2	0
\$125,001 - \$150,000	16.13%	13	41	11	7	0
\$150,001 - \$200,000	27.42%	25	91	15	0	117
\$200,001 - \$225,000	6.45%	15	0	14	16	0
\$225,001 and up	17.74%	46	0	52	11	59
<b>Average Closed DOM</b>		<b>34</b>	<b>50</b>	<b>26</b>	<b>10</b>	<b>78</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>62</b>	<b>17</b>	<b>35</b>	<b>7</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>9,414,167</b>	<b>1.23M</b>	<b>6.09M</b>	<b>1.30M</b>	<b>785.90K</b>



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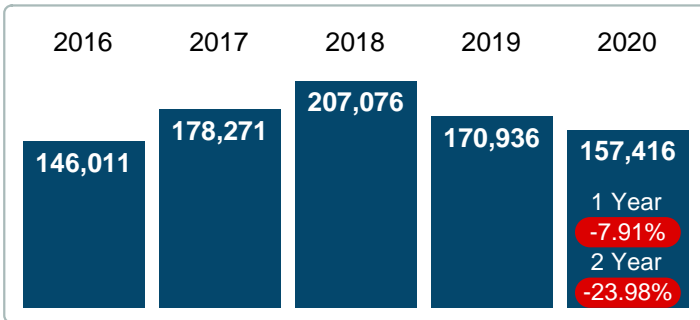
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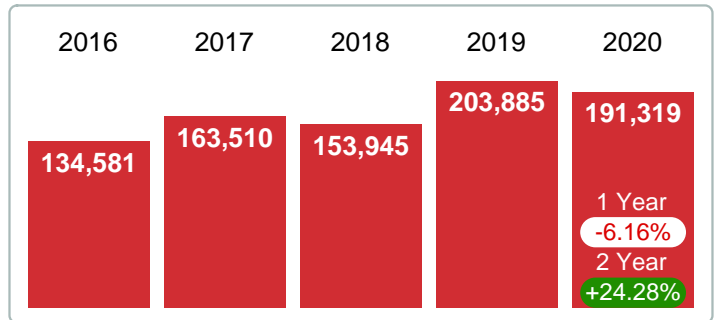
## AVERAGE LIST PRICE AT CLOSING

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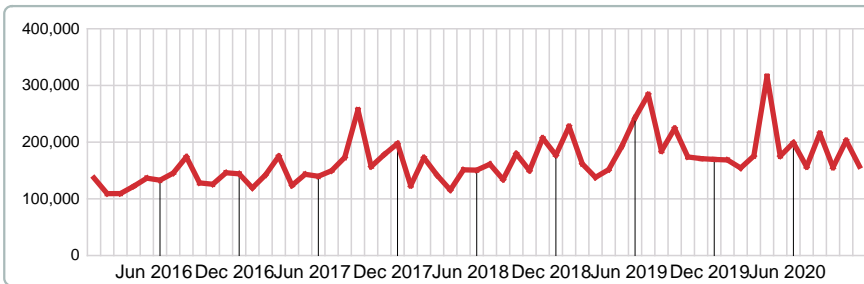
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

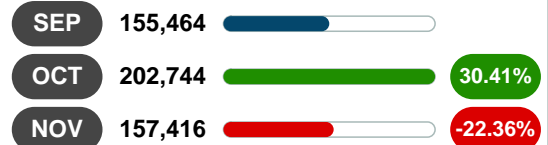


### 3 MONTHS

5 year NOV AVG = 171,942

High Apr 2020 316,054 Low Feb 2016 109,179

Average List Price at Closing this month at **157,416**  
below the 5 yr NOV average of **171,942**



### 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	12.90%	41,500	41,500	0	0	0
\$50,001 - \$75,000	4.84%	63,300	60,000	73,075	0	0
\$75,001 - \$125,000	12.90%	92,282	102,421	94,450	91,000	0
\$125,001 - \$150,000	14.52%	141,533	149,900	148,971	140,000	0
\$150,001 - \$200,000	27.42%	169,027	239,000	172,604	0	175,500
\$200,001 - \$225,000	6.45%	217,250	0	217,000	226,250	0
\$225,001 and up	20.97%	267,954	0	263,286	264,950	317,000
<b>Average List Price</b>		<b>157,416</b>	<b>79,589</b>	<b>178,397</b>	<b>193,343</b>	<b>269,833</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>157,416</b>	<b>17</b>	<b>35</b>	<b>7</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>9,759,810</b>	<b>1.35M</b>	<b>6.24M</b>	<b>1.35M</b>	<b>809.50K</b>





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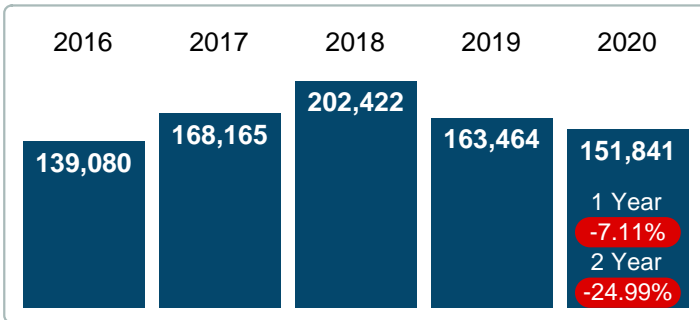
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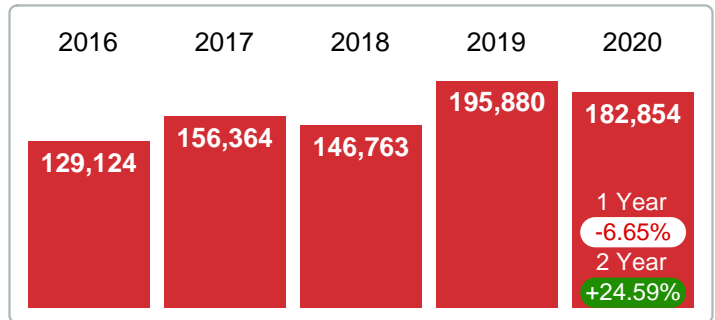
## AVERAGE SOLD PRICE AT CLOSING

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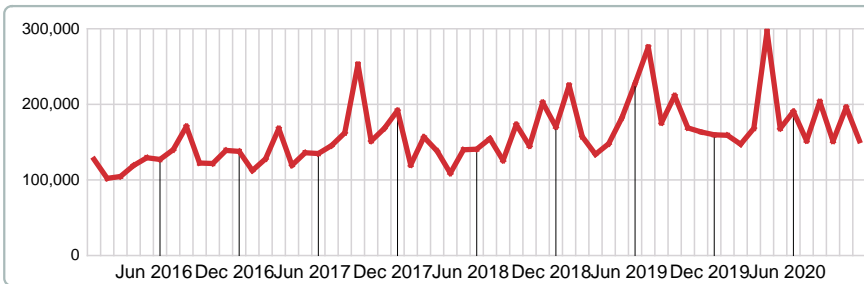
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

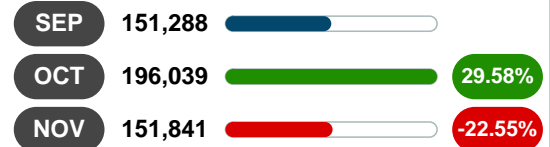


### 3 MONTHS

5 year NOV AVG = 164,995

High Apr 2020 296,407 Low Feb 2016 102,085

Average Sold Price at Closing this month at **151,841**  
below the 5 yr NOV average of **164,995**



### 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	12.90%	41,250	41,250	0	0	0
\$50,001 - \$75,000	6.45%	63,813	59,500	68,125	0	0
\$75,001 - \$125,000	12.90%	88,925	89,200	85,200	95,000	0
\$125,001 - \$150,000	16.13%	142,260	149,900	142,357	138,100	0
\$150,001 - \$200,000	27.42%	171,059	186,000	170,140	0	169,900
\$200,001 - \$225,000	6.45%	216,875	0	217,250	216,500	0
\$225,001 and up	17.74%	265,402	0	257,574	250,200	308,000
<b>Average Sold Price</b>		<b>151,841</b>	<b>72,406</b>	<b>174,079</b>	<b>186,371</b>	<b>261,967</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>151,841</b>	<b>17</b>	<b>35</b>	<b>7</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>9,414,167</b>	<b>1.23M</b>	<b>6.09M</b>	<b>1.30M</b>	<b>785.90K</b>

# November 2020

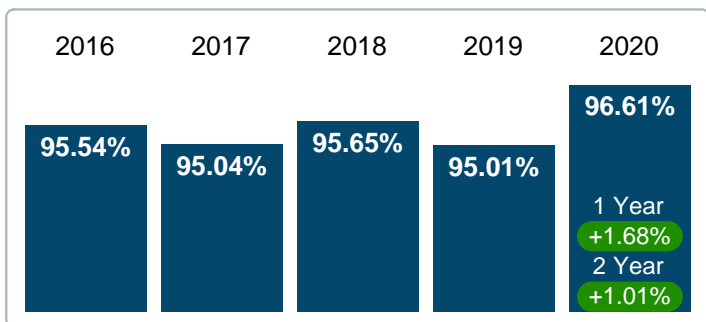
Area Delimited by County Of Bryan



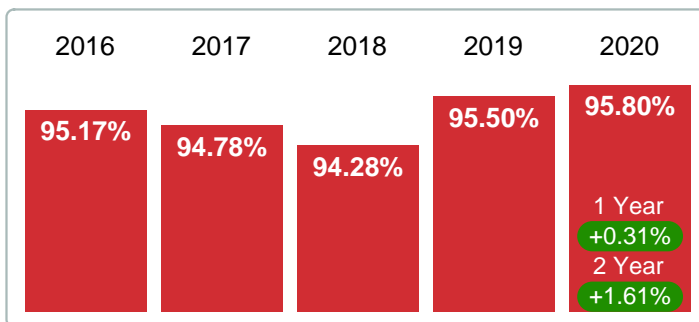
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

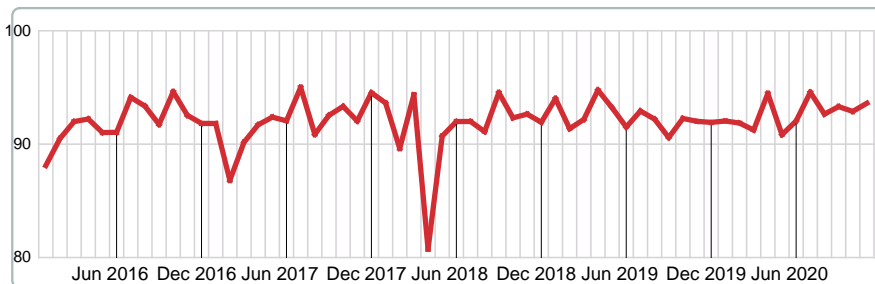
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

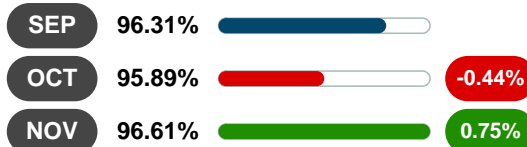


### 3 MONTHS

5 year NOV AVG = 95.57%

High Jul 2017 98.01% Low Apr 2018 83.74%

Average Sold/List Ratio this month at **96.61%** above the 5 yr NOV average of **95.57%**



### 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	8	12.90%	99.17%	99.17%	0.00%	0.00%	0.00%
\$50,001 - \$75,000	4	6.45%	96.09%	99.09%	93.10%	0.00%	0.00%
\$75,001 - \$125,000	8	12.90%	90.15%	87.24%	90.30%	104.40%	0.00%
\$125,001 - \$150,000	10	16.13%	96.98%	100.00%	96.06%	98.72%	0.00%
\$150,001 - \$200,000	17	27.42%	97.54%	77.82%	98.90%	0.00%	96.81%
\$200,001 - \$225,000	4	6.45%	98.05%	0.00%	100.20%	95.89%	0.00%
\$225,001 and up	11	17.74%	97.34%	0.00%	98.29%	94.64%	96.72%
Average Sold/List Ratio		96.60%		94.44%	97.46%	97.56%	96.75%
Total Closed Units		62	100%	17	35	7	3
Total Closed Volume		9,414,167		1.23M	6.09M	1.30M	785.90K



# November 2020

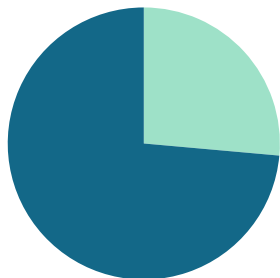
Area Delimited by County Of Bryan



## MARKET SUMMARY

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

### INVENTORY

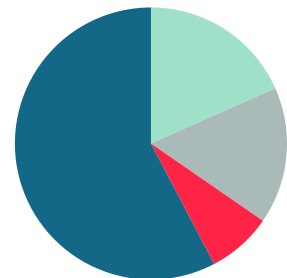


**Inventory**  
 New Listings  
**84 = 26.42%**  
 Start Inventory  
**234**  
 Total Inventory Units  
**318**  
 Volume  
**\$87,897,457**

### Market Activity

Closed Sales  
**62 = 18.34%**  
 Pending Sales  
**55 = 16.27%**  
 Other Off Market  
**26 = 7.69%**  
 Active Inventory  
**195 = 57.69%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	40	62	55.00%	535	580	8.41%
Pending Sales	35	55	57.14%	557	642	15.26%
New Listings	58	84	44.83%	957	956	-0.10%
Average List Price	170,936	157,416	-7.91%	203,885	191,319	-6.16%
Average Sale Price	163,464	151,841	-7.11%	195,880	182,854	-6.65%
Average Percent of Selling Price to List Price	95.01%	96.61%	1.68%	95.50%	95.80%	0.31%
Average Days on Market to Sale	59.90	33.60	-43.91%	42.78	38.12	-10.90%
Monthly Inventory	288	195	-32.29%	288	195	-32.29%
Months Supply of Inventory	5.96	3.81	-36.04%	5.96	3.81	-36.04%

**Absorption:** Last 12 months, an Average of **51** Sales/Month

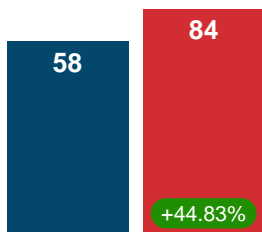
**Inventory** on November 30, 2020 = **195**

**2019** **2020**

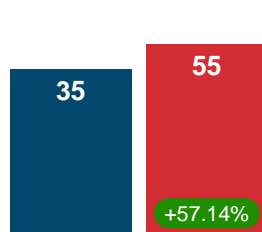
### NOVEMBER MARKET

### AVERAGE PRICES

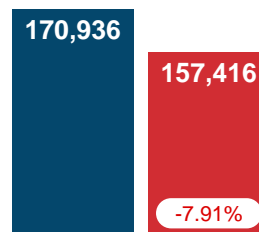
#### New Listings



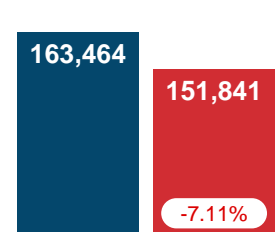
#### Pending Listings



#### List Price



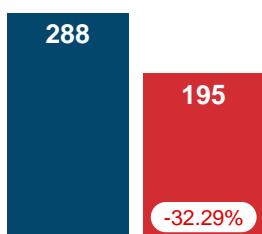
#### Sale Price



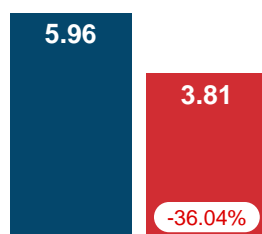
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

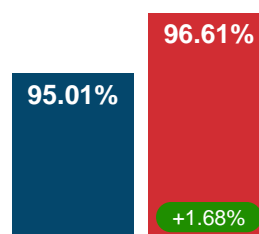
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

