



September 2020

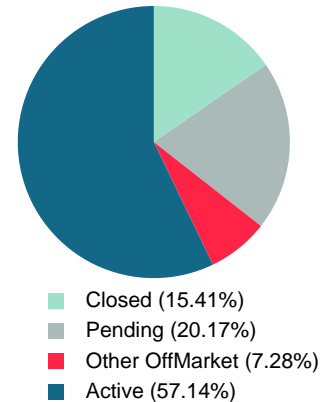
Area Delimited by County Of Bryan



MONTHLY INVENTORY ANALYSIS

Report produced on Oct 12, 2020 for MLS Technology Inc.

Compared Metrics	September		
	2019	2020	+/-%
Closed Listings	51	55	7.84%
Pending Listings	44	72	63.64%
New Listings	83	76	-8.43%
Median List Price	159,500	149,900	-6.02%
Median Sale Price	155,500	143,000	-8.04%
Median Percent of Selling Price to List Price	95.63%	100.00%	4.57%
Median Days on Market to Sale	31.00	7.00	-77.42%
End of Month Inventory	327	204	-37.61%
Months Supply of Inventory	6.75	4.13	-38.88%



Absorption: Last 12 months, an Average of **49** Sales/Month
Active Inventory as of September 30, 2020 = **204**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2020 decreased **37.61%** to 204 existing homes available for sale. Over the last 12 months this area has had an average of 49 closed sales per month. This represents an unsold inventory index of **4.13** MSI for this period.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **8.04%** in September 2020 to \$143,000 versus the previous year at \$155,500.

Median Days on Market Shortens

The median number of **7.00** days that homes spent on the market before selling decreased by 24.00 days or **77.42%** in September 2020 compared to last year's same month at **31.00** DOM.

Sales Success for September 2020 is Positive

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

There were 76 New Listings in September 2020, down **8.43%** from last year at 83. Furthermore, there were 55 Closed Listings this month versus last year at 51, a **7.84%** increase.

Closed versus Listed trends yielded a **72.4%** ratio, up from previous year's, September 2019, at **61.4%**, a **17.78%** upswing. 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



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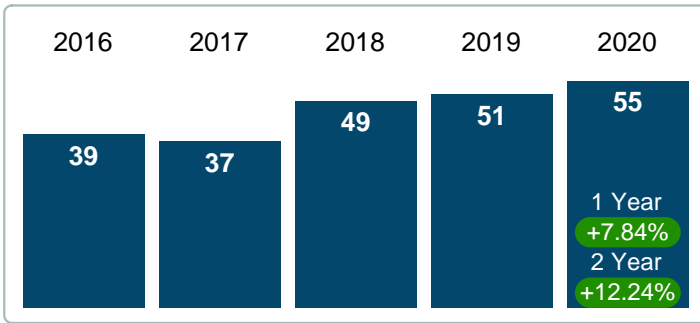
Area Delimited by County Of Bryan



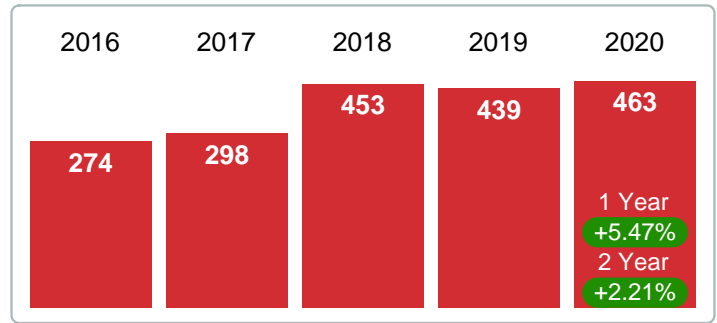
CLOSED LISTINGS

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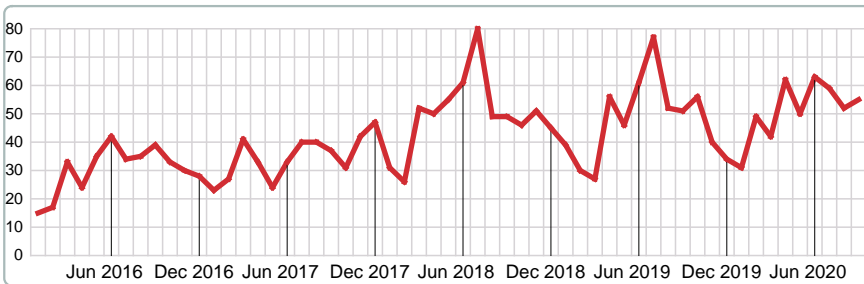
SEPTEMBER



YEAR TO DATE (YTD)

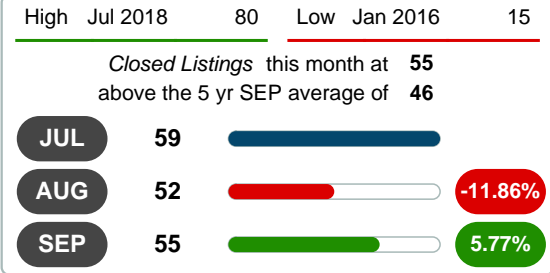


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 46



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	6	10.91%	36.5	5	1	0	0
\$40,001 - \$80,000	5	9.09%	16.0	4	1	0	0
\$80,001 - \$120,000	9	16.36%	6.0	2	6	1	0
\$120,001 - \$170,000	13	23.64%	8.0	2	9	2	0
\$170,001 - \$190,000	10	18.18%	2.0	2	8	0	0
\$190,001 - \$260,000	6	10.91%	7.5	0	4	2	0
\$260,001 and up	6	10.91%	6.5	0	4	1	1
Total Closed Units	55			15	33	6	1
Total Closed Volume	8,320,838	100%	7.0	1.22M	5.67M	1.09M	340.00K
Median Closed Price	\$143,000			\$61,650	\$163,000	\$172,000	\$340,000



September 2020

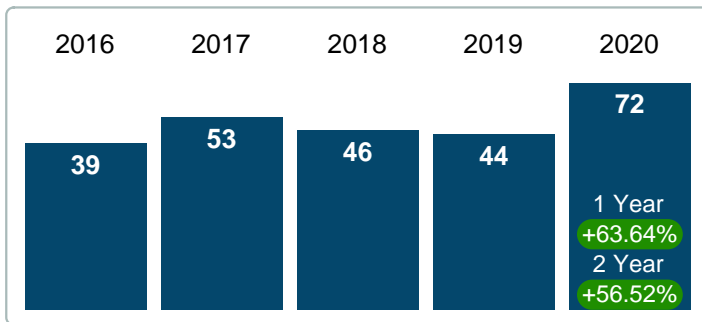
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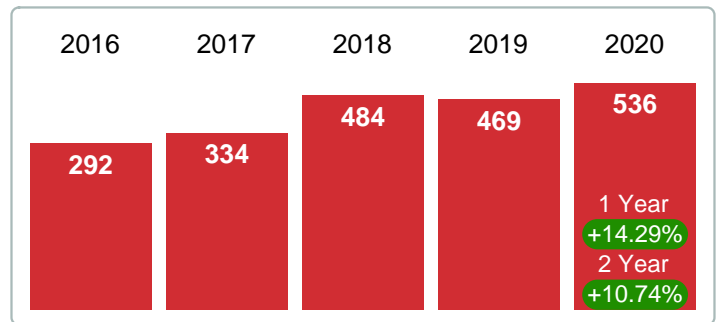
PENDING LISTINGS

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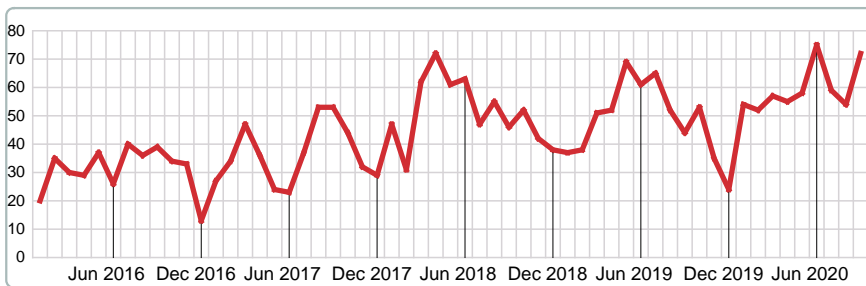
SEPTEMBER



YEAR TO DATE (YTD)

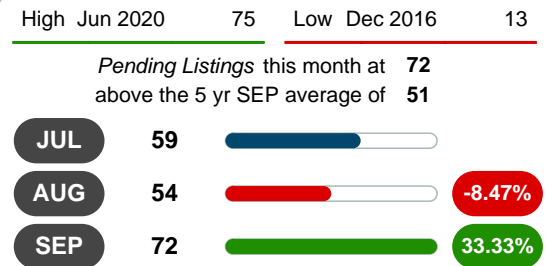


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 51



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	7	9.72%	3.0	7	0	0	0
\$40,001 - \$70,000	8	11.11%	35.0	7	1	0	0
\$70,001 - \$130,000	11	15.28%	2.0	2	8	1	0
\$130,001 - \$170,000	15	20.83%	7.0	4	10	1	0
\$170,001 - \$200,000	14	19.44%	34.0	2	10	1	1
\$200,001 - \$340,000	9	12.50%	31.0	0	5	4	0
\$340,001 and up	8	11.11%	35.0	2	1	1	4
Total Pending Units	72			24	35	8	5
Total Pending Volume	13,012,200	100%	10.0	3.00M	5.88M	1.85M	2.28M
Median Listing Price	\$147,450			\$50,000	\$169,900	\$221,250	\$489,000



September 2020

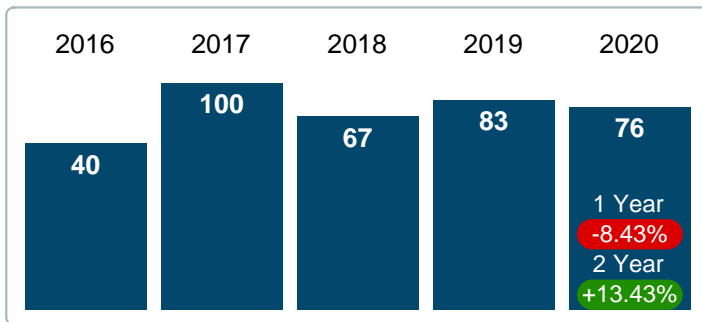
Area Delimited by County Of Bryan



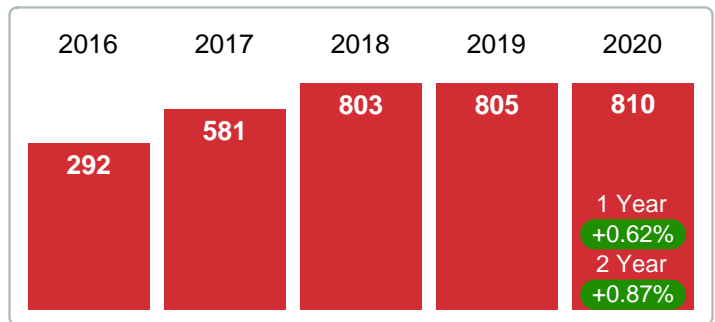
NEW LISTINGS

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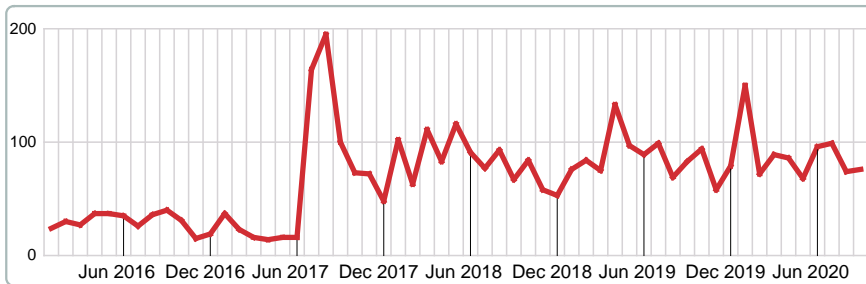
SEPTEMBER



YEAR TO DATE (YTD)

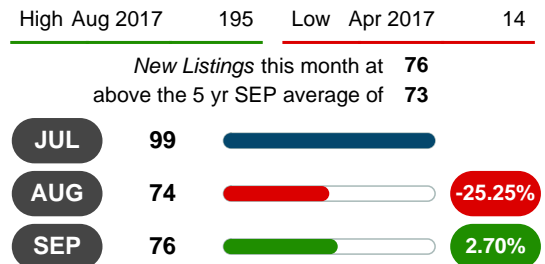


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 73



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	9.21%	7	0	0	0
\$50,001 - \$100,000	10	13.16%	3	6	1	0
\$100,001 - \$150,000	13	17.11%	4	9	0	0
\$150,001 - \$225,000	17	22.37%	3	11	3	0
\$225,001 - \$350,000	12	15.79%	3	1	7	1
\$350,001 - \$450,000	8	10.53%	2	2	3	1
\$450,001 and up	9	11.84%	5	2	1	1
Total New Listed Units	76		27	31	15	3
Total New Listed Volume	19,592,300	100%	6.29M	6.07M	4.23M	3.00M
Median New Listed Listing Price	\$188,250		\$150,000	\$169,900	\$275,000	\$409,900



September 2020

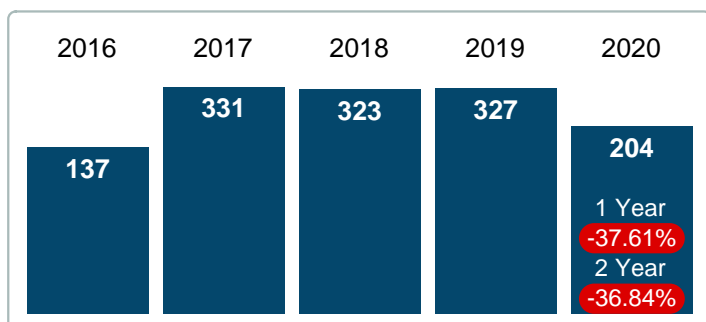
Area Delimited by County Of Bryan



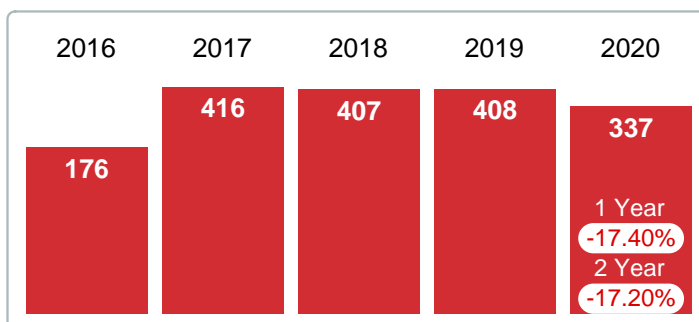
ACTIVE INVENTORY

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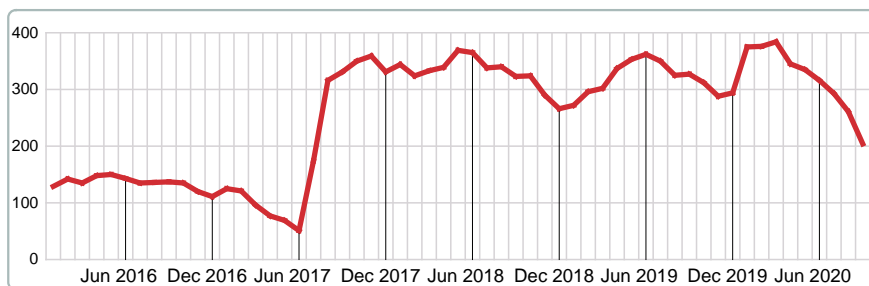
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

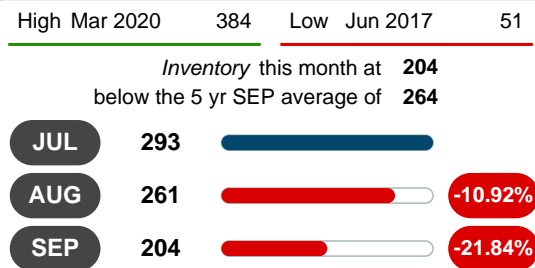


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 264



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	4.90%	85.5	10	0	0	0
\$25,001 - \$50,000	28	13.73%	89.0	28	0	0	0
\$50,001 - \$125,000	34	16.67%	77.0	22	9	2	1
\$125,001 - \$300,000	55	26.96%	67.0	24	21	9	1
\$300,001 - \$425,000	32	15.69%	59.0	14	7	9	2
\$425,001 - \$625,000	23	11.27%	92.0	16	1	3	3
\$625,001 and up	22	10.78%	102.5	15	1	3	3
Total Active Inventory by Units	204			129	39	26	10
Total Active Inventory by Volume	64,050,699	100%	72.0	37.31M	9.24M	10.62M	6.88M
Median Active Inventory Listing Price	\$225,000			\$150,000	\$205,000	\$321,900	\$439,500



September 2020

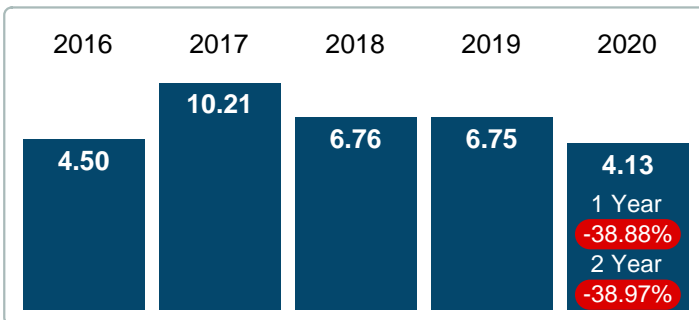
Area Delimited by County Of Bryan



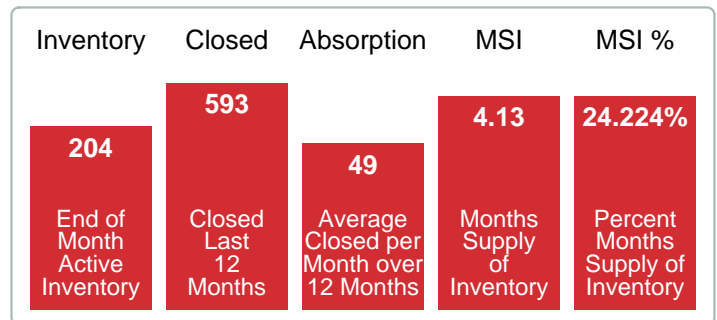
MONTHS SUPPLY of INVENTORY (MSI)

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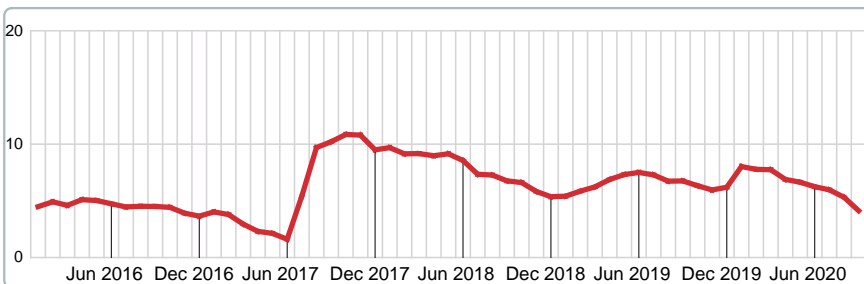
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020

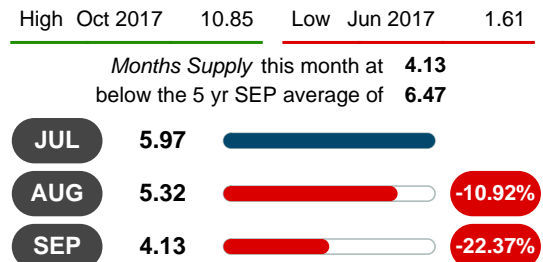


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 6.47



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	4.90%	3.24	3.43	0.00	0.00	0.00
\$25,001 - \$50,000	28	13.73%	7.47	10.50	0.00	0.00	0.00
\$50,001 - \$125,000	34	16.67%	2.68	4.13	1.44	2.40	4.00
\$125,001 - \$300,000	55	26.96%	2.21	8.00	1.25	1.93	2.40
\$300,001 - \$425,000	32	15.69%	10.38	33.60	7.00	9.00	3.00
\$425,001 - \$625,000	23	11.27%	23.00	0.00	1.71	9.00	36.00
\$625,001 and up	22	10.78%	24.00	60.00	6.00	9.00	18.00
Market Supply of Inventory (MSI)			4.13	8.85	1.50	3.55	6.32
Total Active Inventory by Units		100%	4.13	129	39	26	10



September 2020

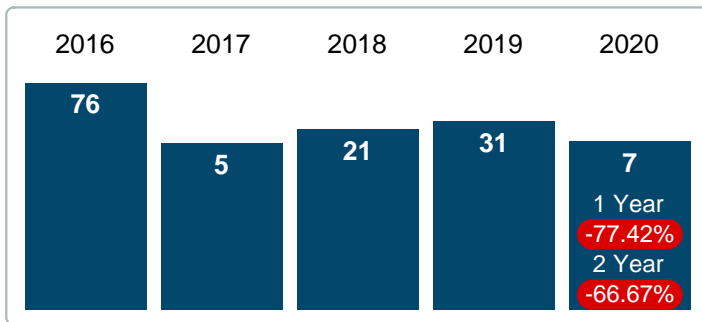
Area Delimited by County Of Bryan



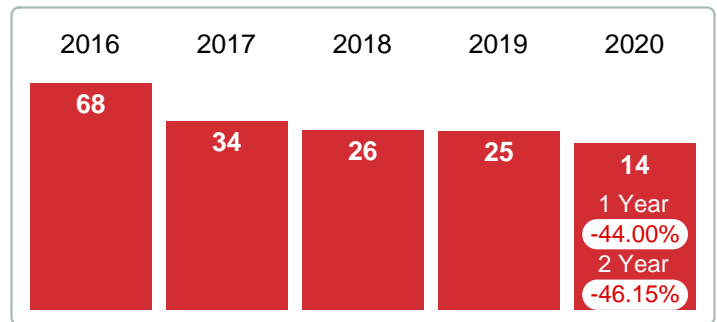
MEDIAN DAYS ON MARKET TO SALE

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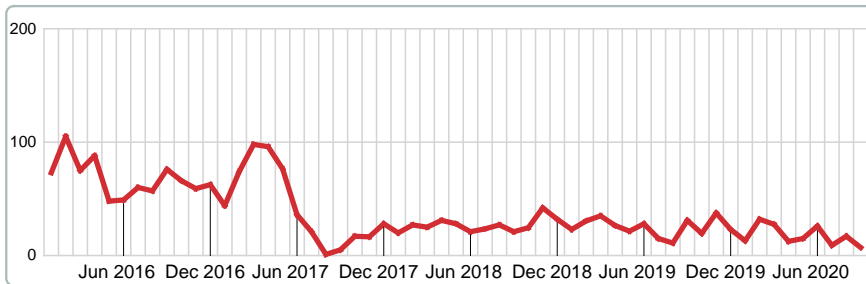
SEPTEMBER



YEAR TO DATE (YTD)

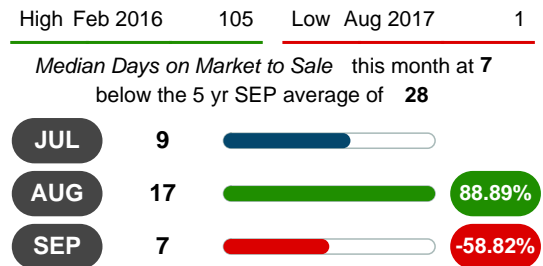


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 28



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
\$40,000 and less	10.91%	37	67	1	0	0
\$40,001 - \$80,000	9.09%	16	12	97	0	0
\$80,001 - \$120,000	16.36%	6	8	8	1	0
\$120,001 - \$170,000	23.64%	8	6	8	18	0
\$170,001 - \$190,000	18.18%	2	109	1	0	0
\$190,001 - \$260,000	10.91%	8	0	31	8	0
\$260,001 and up	10.91%	7	0	13	1	3
Median Closed DOM		7	10	6	8	3
Total Closed Units	100%	7.0	15	33	6	1
Total Closed Volume		8,320,838	1.22M	5.67M	1.09M	340.00K



September 2020

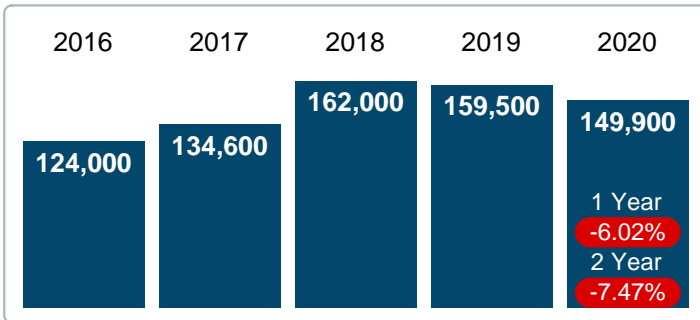
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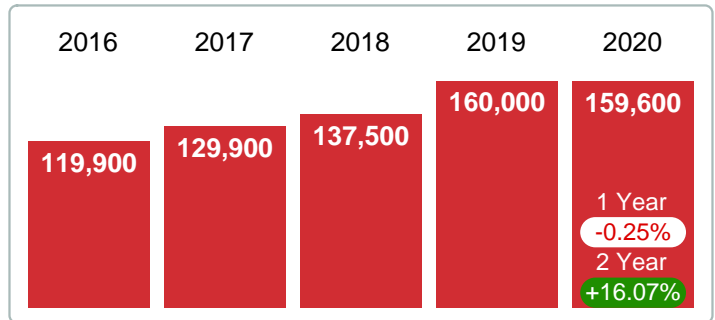
MEDIAN LIST PRICE AT CLOSING

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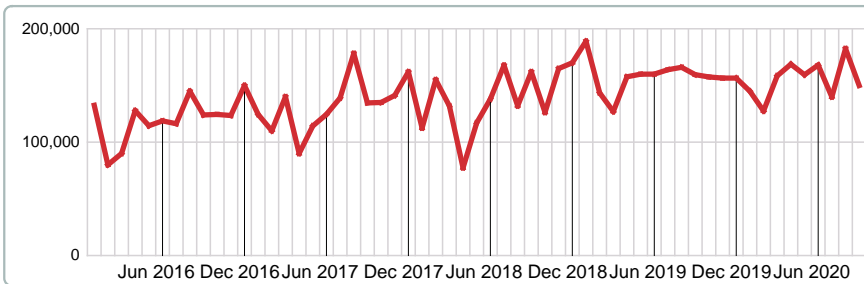
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

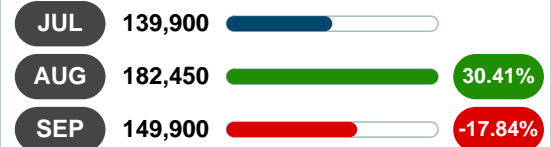


3 MONTHS

5 year SEP AVG = 146,000

High Jan 2019 189,000 Low Apr 2018 77,400

Median List Price at Closing this month at **149,900**
above the 5 yr SEP average of **146,000**



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
\$40,000 and less	5	9.09%	35,000	26,800	37,500	0	0
\$40,001 - \$80,000	5	9.09%	61,650	53,325	75,000	0	0
\$80,001 - \$120,000	8	14.55%	90,210	90,160	105,000	87,500	0
\$120,001 - \$170,000	15	27.27%	144,900	140,000	144,700	152,000	0
\$170,001 - \$190,000	9	16.36%	185,000	183,550	185,000	0	0
\$190,001 - \$260,000	7	12.73%	199,500	0	199,500	214,000	0
\$260,001 and up	6	10.91%	312,450	0	312,000	299,900	349,000
Median List Price			149,900	74,900	163,000	177,000	349,000
Total Closed Units		100%	149,900	15	33	6	1
Total Closed Volume			8,550,520	1.30M	5.78M	1.12M	349.00K



September 2020

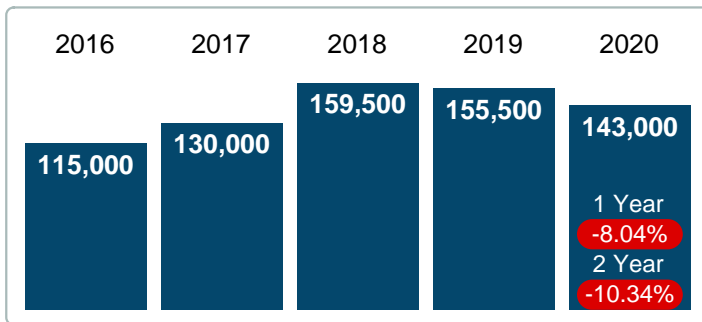
Area Delimited by County Of Bryan



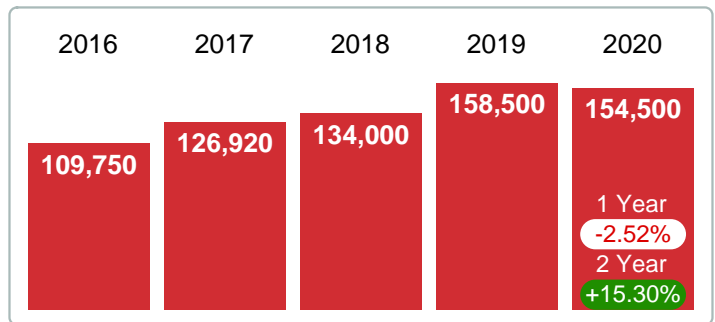
MEDIAN SOLD PRICE AT CLOSING

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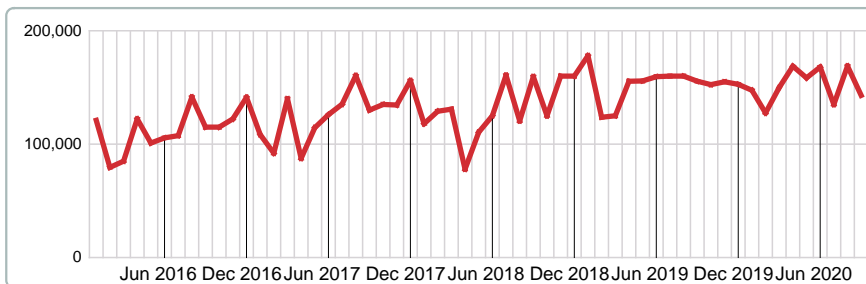
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

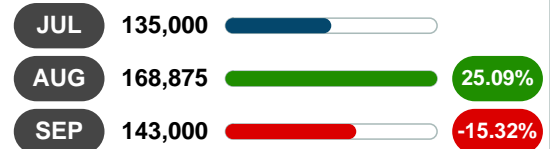


3 MONTHS

5 year SEP AVG = 140,600

High Jan 2019 178,000 Low Apr 2018 77,950

Median Sold Price at Closing this month at **143,000**
 above the 5 yr SEP average of **140,600**



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
\$40,000 and less	6	10.91%	34,000	33,000	37,500	0	0
\$40,001 - \$80,000	5	9.09%	61,650	61,650	66,500	0	0
\$80,001 - \$120,000	9	16.36%	90,000	102,450	100,000	87,500	0
\$120,001 - \$170,000	13	23.64%	142,500	144,950	142,500	146,000	0
\$170,001 - \$190,000	10	18.18%	184,750	173,894	185,450	0	0
\$190,001 - \$260,000	6	10.91%	199,000	0	199,000	208,500	0
\$260,001 and up	6	10.91%	299,500	0	299,500	290,000	340,000
Median Sold Price			143,000	61,650	163,000	172,000	340,000
Total Closed Units		100%	143,000	15	33	6	1
Total Closed Volume			8,320,838	1.22M	5.67M	1.09M	340.00K

September 2020

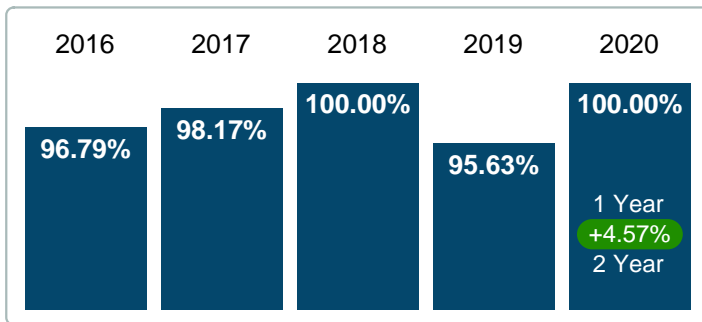
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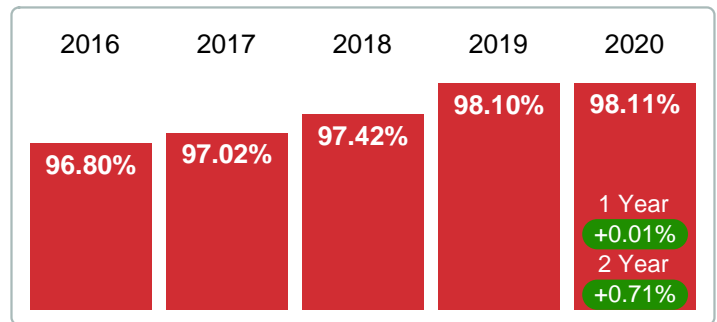
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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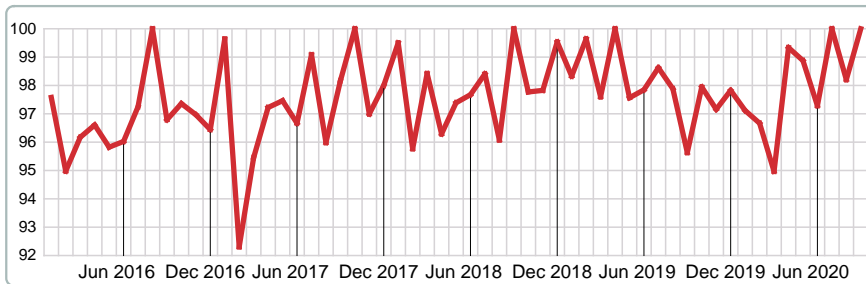
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

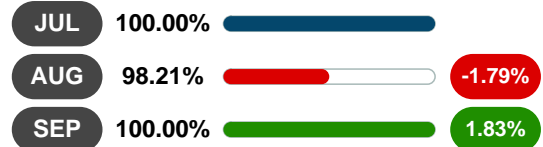


3 MONTHS

5 year SEP AVG = 98.12%

High Sep 2020 100.00% Low Feb 2017 92.31%

Median Sold/List Ratio this month at **100.00%** above the 5 yr SEP average of **98.12%**



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
\$40,000 and less	6	10.91%	94.44%	88.89%	100.00%	0.00%	0.00%
\$40,001 - \$80,000	5	9.09%	100.00%	100.00%	88.67%	0.00%	0.00%
\$80,001 - \$120,000	9	16.36%	100.00%	96.00%	98.32%	100.00%	0.00%
\$120,001 - \$170,000	13	23.64%	100.00%	100.00%	100.00%	96.17%	0.00%
\$170,001 - \$190,000	10	18.18%	100.00%	94.78%	100.00%	0.00%	0.00%
\$190,001 - \$260,000	6	10.91%	99.12%	0.00%	99.62%	97.37%	0.00%
\$260,001 and up	6	10.91%	98.71%	0.00%	100.00%	96.70%	97.42%
Median Sold/List Ratio		100.00%		100.00%	100.00%	97.48%	97.42%
Total Closed Units		55	100%	15	33	6	1
Total Closed Volume		8,320,838		1.22M	5.67M	1.09M	340.00K



September 2020

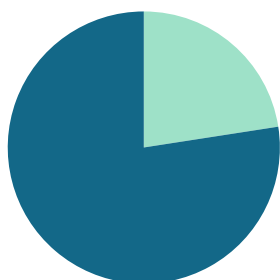
Area Delimited by County Of Bryan



MARKET SUMMARY

Report produced on Oct 12, 2020 for MLS Technology Inc.

INVENTORY



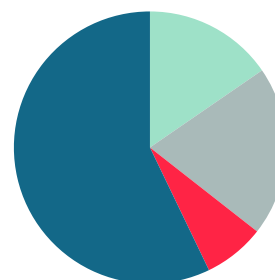
Inventory

- New Listings **76 = 22.55%**
- Start Inventory **261**
- Total Inventory Units **337**
- Volume **\$91,738,368**

Market Activity

- Closed Sales **55 = 15.41%**
- Pending Sales **72 = 20.17%**
- Other Off Market **26 = 7.28%**
- Active Inventory **204 = 57.14%**

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	51	55	7.84%	439	463	5.47%
Pending Sales	44	72	63.64%	469	536	14.29%
New Listings	83	76	-8.43%	805	810	0.62%
Median List Price	159,500	149,900	-6.02%	160,000	159,600	-0.25%
Median Sale Price	155,500	143,000	-8.04%	158,500	154,500	-2.52%
Median Percent of Selling Price to List Price	95.63%	100.00%	4.57%	98.10%	98.11%	0.01%
Median Days on Market to Sale	31.00	7.00	-77.42%	25.00	14.00	-44.00%
Monthly Inventory	327	204	-37.61%	327	204	-37.61%
Months Supply of Inventory	6.75	4.13	-38.88%	6.75	4.13	-38.88%

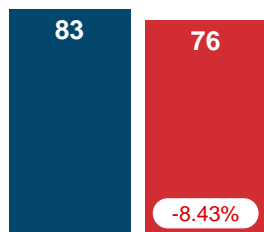
Absorption: Last 12 months, an Average of **49** Sales/Month

Inventory on September 30, 2020 = **204** 2019 2020

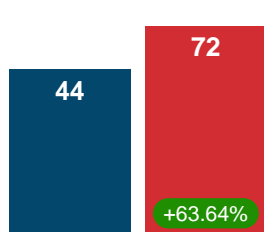
SEPTEMBER MARKET

MEDIAN PRICES

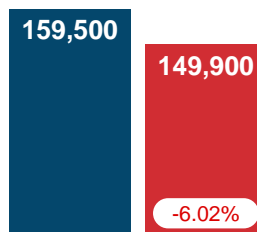
New Listings



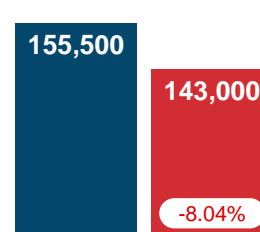
Pending Listings



List Price



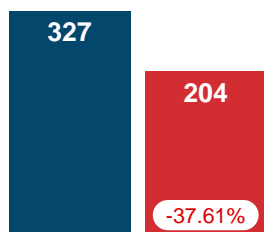
Sale Price



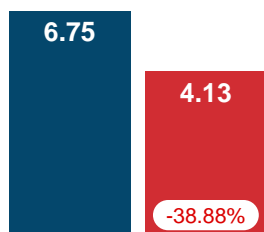
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

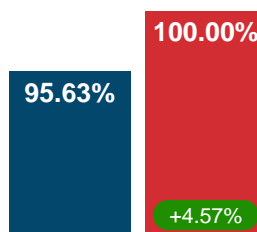
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

