

April 2020

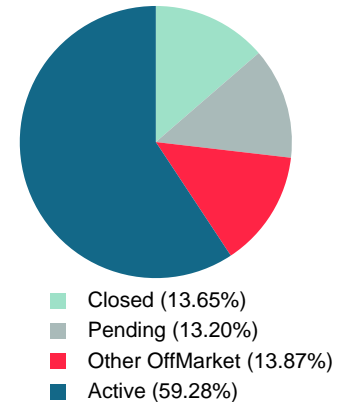
Area Delimited by County Of Bryan



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	April 2020	+/-%
Closed Listings	53	61	15.09%
Pending Listings	49	59	20.41%
New Listings	127	85	-33.07%
Average List Price	153,708	318,530	107.23%
Average Sale Price	149,835	298,561	99.26%
Average Percent of Selling Price to List Price	97.64%	97.43%	-0.22%
Average Days on Market to Sale	44.06	30.67	-30.38%
End of Month Inventory	332	265	-20.18%
Months Supply of Inventory	7.13	5.49	-22.94%



Absorption: Last 12 months, an Average of **48** Sales/Month
Active Inventory as of April 30, 2020 = **265**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2020 decreased **20.18%** to 265 existing homes available for sale. Over the last 12 months this area has had an average of 48 closed sales per month. This represents an unsold inventory index of **5.49** 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 **99.26%** in April 2020 to \$298,561 versus the previous year at \$149,835.

Average Days on Market Shortens

The average number of **30.67** days that homes spent on the market before selling decreased by 13.38 days or **30.38%** in April 2020 compared to last year's same month at **44.06** DOM.

Sales Success for April 2020 is Positive

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

There were 85 New Listings in April 2020, down **33.07%** from last year at 127. Furthermore, there were 61 Closed Listings this month versus last year at 53, a **15.09%** increase.

Closed versus Listed trends yielded a **71.8%** ratio, up from previous year's, April 2019, at **41.7%**, a **71.96%** 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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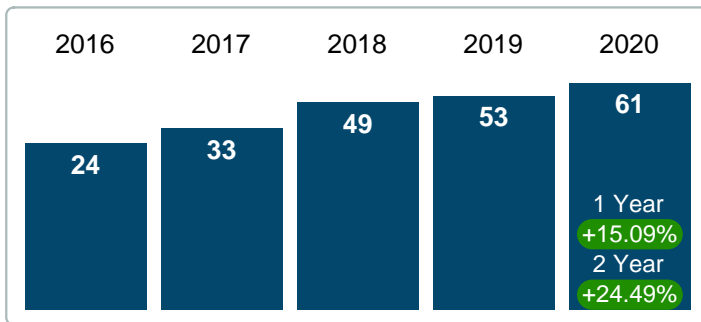
Area Delimited by County Of Bryan



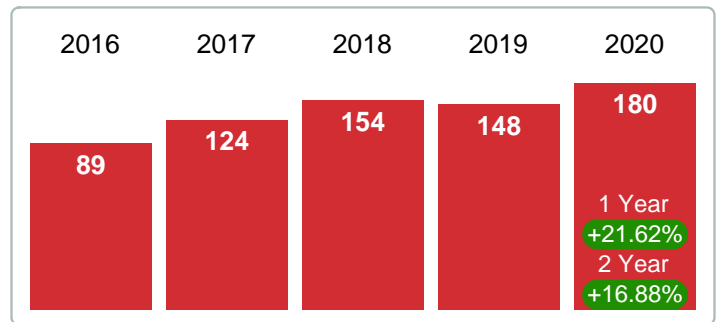
CLOSED LISTINGS

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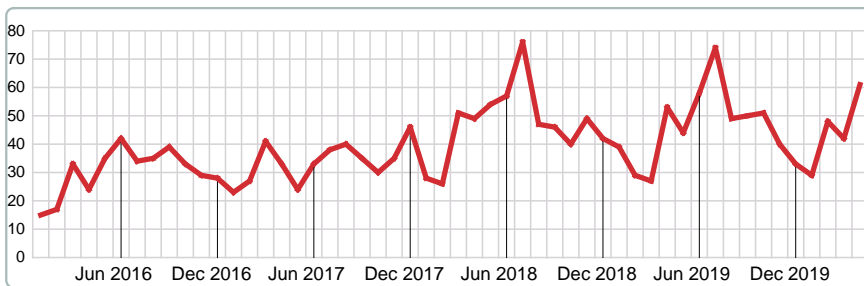
APRIL



YEAR TO DATE (YTD)

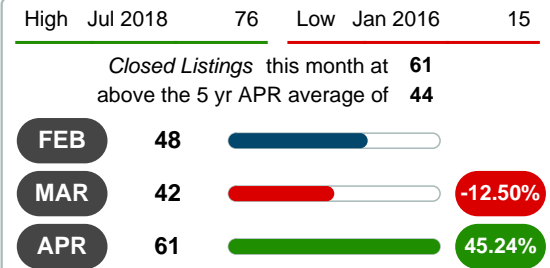


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 44



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	9.84%	16.5	2	4	0	0
\$75,001 - \$100,000	6	9.84%	23.8	2	3	1	0
\$100,001 - \$125,000	9	14.75%	37.9	1	7	1	0
\$125,001 - \$175,000	12	19.67%	20.3	0	11	1	0
\$175,001 - \$225,000	13	21.31%	17.0	0	10	3	0
\$225,001 - \$350,000	8	13.11%	55.5	1	6	1	0
\$350,001 and up	7	11.48%	54.3	2	3	1	1
Total Closed Units	61			8	44	8	1
Total Closed Volume	18,212,222	100%	30.7	7.99M	8.24M	1.55M	436.50K
Average Closed Price	\$298,561			\$998,154	\$187,195	\$194,236	\$436,500

April 2020

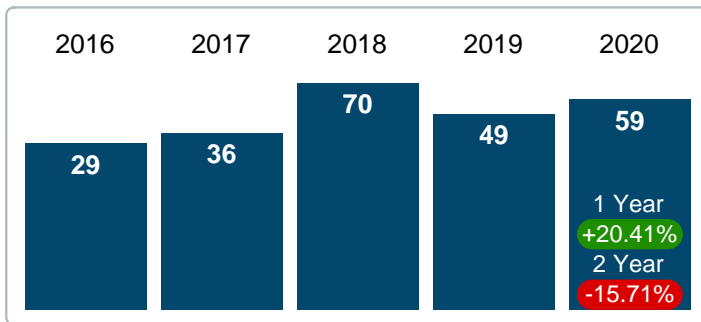
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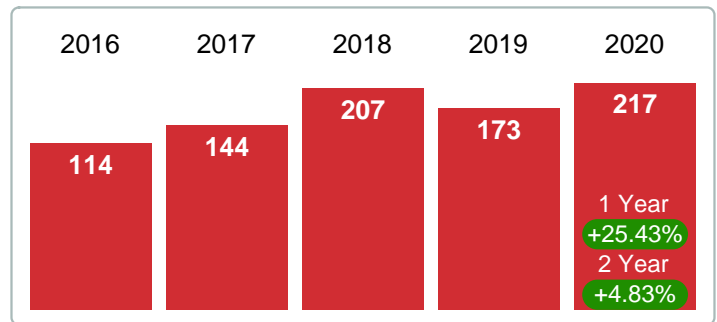
PENDING LISTINGS

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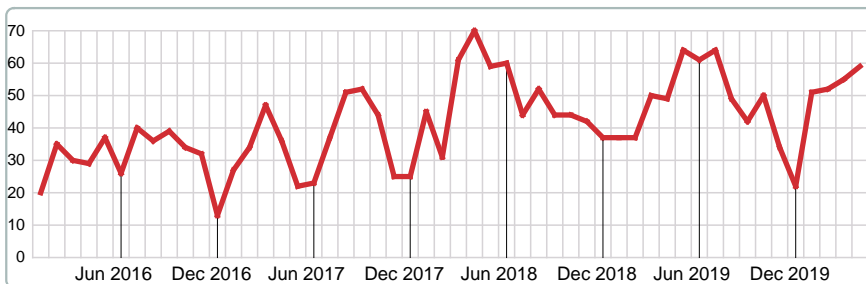
APRIL



YEAR TO DATE (YTD)

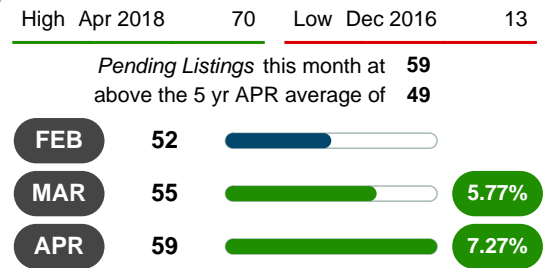


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 49



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	5	8.47%	80.8	5	0	0	0
\$25,001 - \$75,000	8	13.56%	32.3	4	4	0	0
\$75,001 - \$125,000	6	10.17%	30.0	3	2	1	0
\$125,001 - \$175,000	17	28.81%	22.6	4	11	2	0
\$175,001 - \$200,000	9	15.25%	37.9	0	8	1	0
\$200,001 - \$350,000	8	13.56%	36.0	2	2	4	0
\$350,001 and up	6	10.17%	84.0	0	1	3	2
Total Pending Units	59			18	28	11	2
Total Pending Volume	9,978,810	100%	17.8	1.72M	4.59M	2.84M	823.90K
Average Listing Price	\$154,714			\$95,500	\$164,033	\$258,454	\$411,950

April 2020



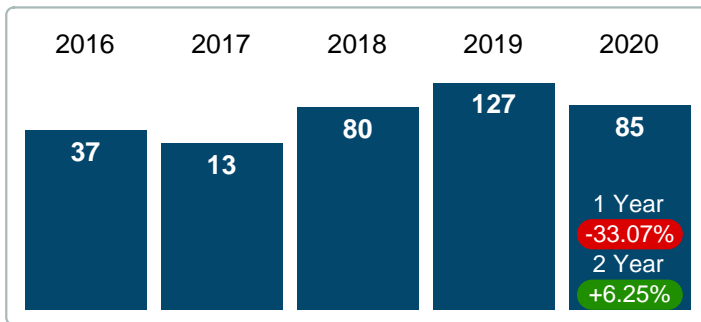
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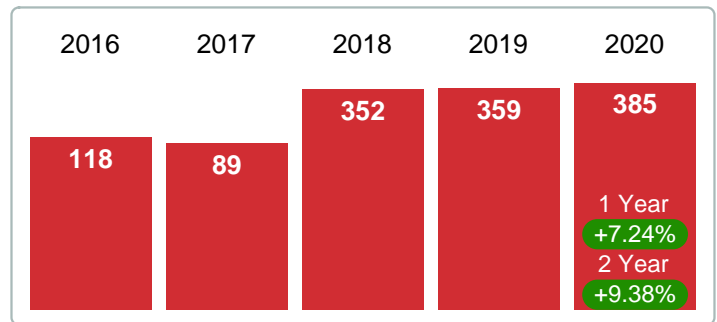
NEW LISTINGS

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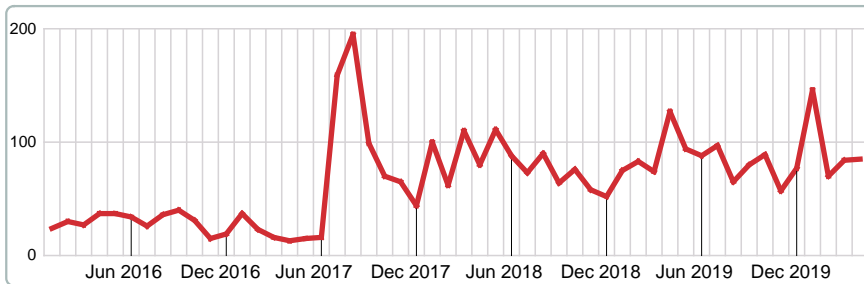
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 68

High Aug 2017 195 Low Apr 2017 13

New Listings this month at **85**
above the 5 yr APR average of **68**



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	3	3.53%	3	0	0	0
\$25,001 - \$100,000	16	18.82%	11	4	1	0
\$100,001 - \$150,000	11	12.94%	3	5	2	1
\$150,001 - \$175,000	11	12.94%	1	7	3	0
\$175,001 - \$225,000	23	27.06%	1	19	3	0
\$225,001 - \$525,000	12	14.12%	3	3	5	1
\$525,001 and up	9	10.59%	5	2	2	0
Total New Listed Units	85		27	40	16	2
Total New Listed Volume	20,298,360	100%	6.24M	7.93M	5.53M	600.00K
Average New Listed Listing Price	\$169,369		\$231,095	\$198,147	\$345,806	\$300,000

April 2020

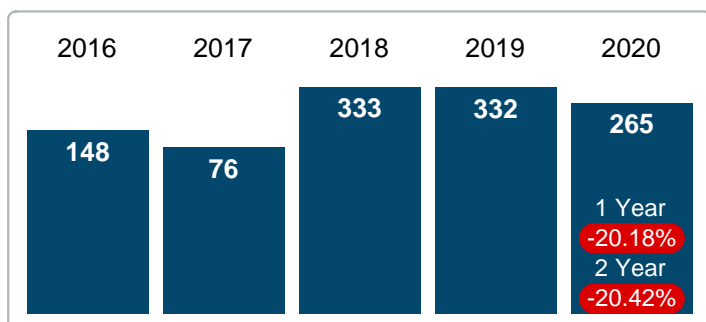
Area Delimited by County Of Bryan



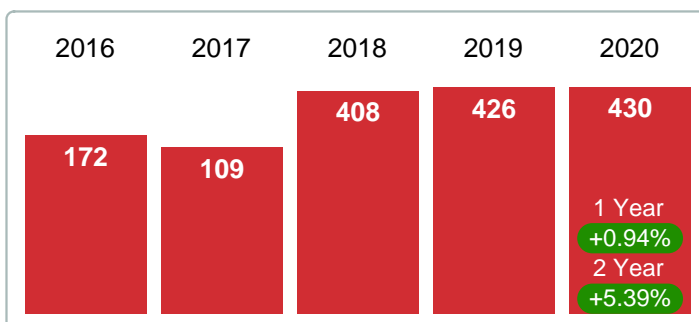
ACTIVE INVENTORY

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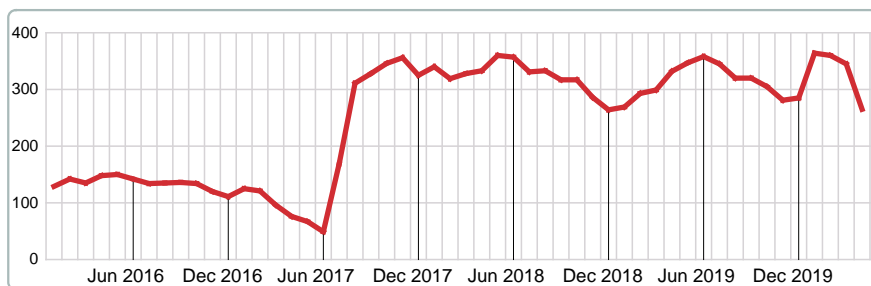
END OF APRIL



ACTIVE DURING APRIL

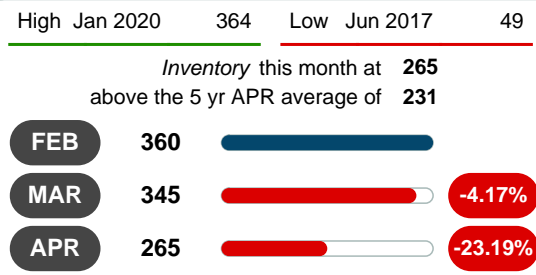


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 231



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	18.11%	100.3	48	0	0	0
\$25,001-\$75,000	50	18.87%	102.0	42	8	0	0
\$75,001-\$200,000	66	24.91%	61.2	33	24	8	1
\$200,001-\$325,000	39	14.72%	68.8	13	15	9	2
\$325,001-\$600,000	37	13.96%	80.0	16	6	11	4
\$600,001 and up	25	9.43%	89.9	18	3	3	1
Total Active Inventory by Units	265			170	56	31	8
Total Active Inventory by Volume	64,144,985	100%	82.4	36.15M	12.90M	10.72M	4.37M
Average Active Inventory Listing Price	\$242,057			\$212,629	\$230,446	\$345,877	\$546,363

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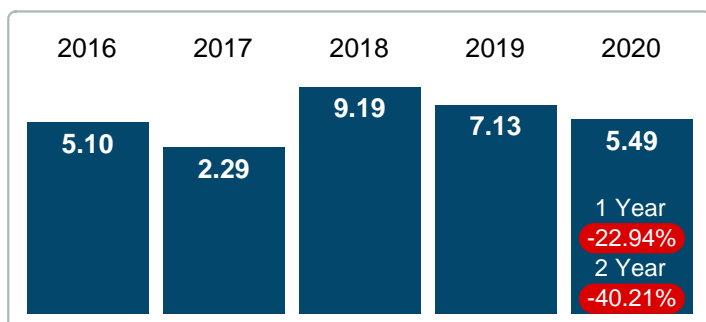
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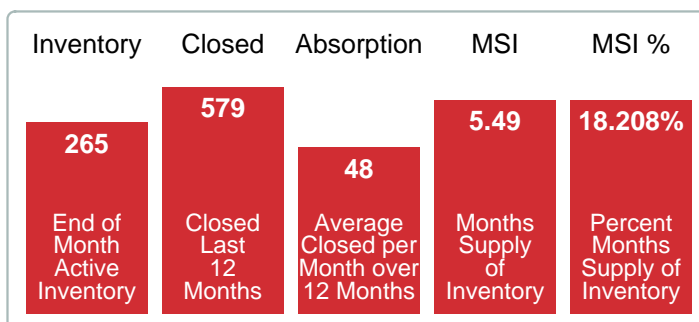
MONTHS SUPPLY of INVENTORY (MSI)

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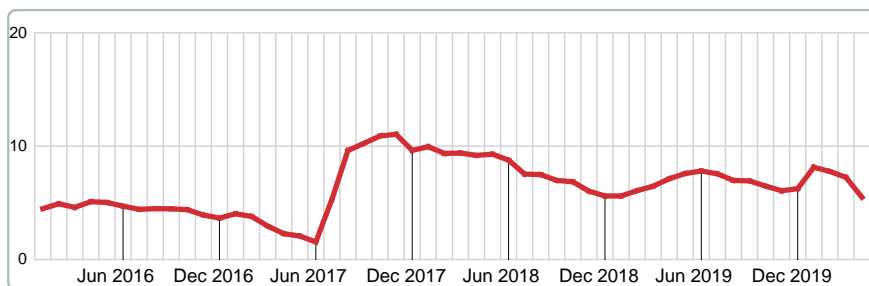
MSI FOR APRIL



INDICATORS FOR APRIL 2020

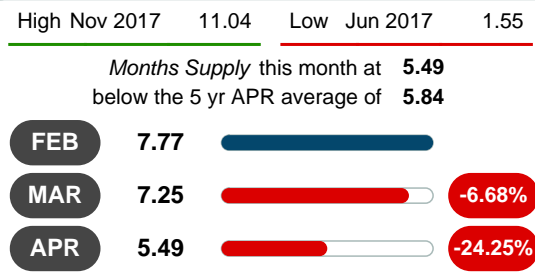


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 5.84



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	2	0.75%	12.00	12.00	0.00	0.00	0.00
\$10,001 - \$30,000	54	20.38%	24.00	24.96	12.00	0.00	0.00
\$30,001 - \$70,000	38	14.34%	8.44	14.00	1.64	0.00	0.00
\$70,001 - \$210,000	73	27.55%	2.57	6.00	1.56	2.09	6.00
\$210,001 - \$340,000	38	14.34%	4.07	14.18	2.81	3.38	2.40
\$340,001 - \$600,000	35	13.21%	15.56	48.00	5.33	14.67	9.60
\$600,001 and up	25	9.43%	18.75	27.00	18.00	9.00	6.00
Market Supply of Inventory (MSI)			5.49	13.78	2.09	4.04	5.65
Total Active Inventory by Units		100%	5.49	170	56	31	8

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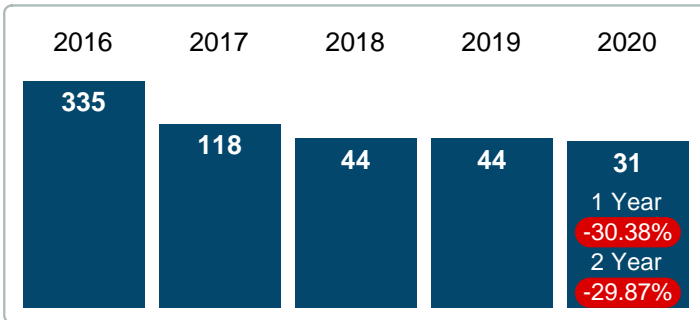
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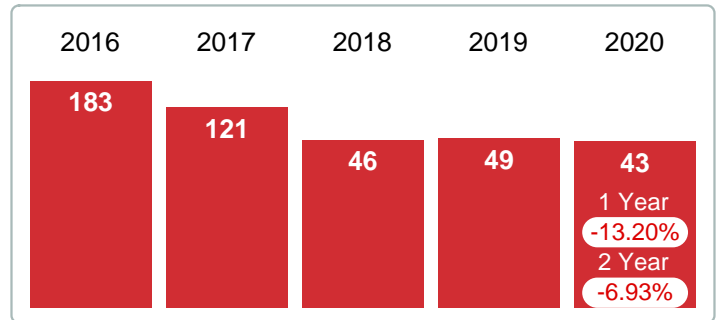
AVERAGE DAYS ON MARKET TO SALE

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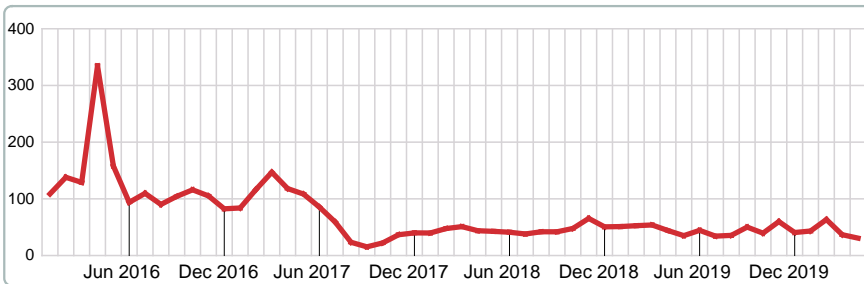
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

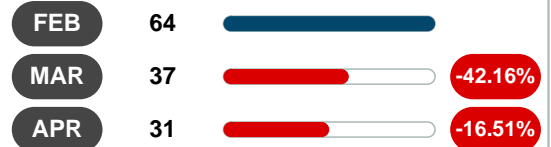


3 MONTHS

5 year APR AVG = 114

High Apr 2016 335 Low Sep 2017 15

Average Days on Market to Sale this month at 31 below the 5 yr APR average of 114



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
\$75,000 and less	9.84%	17	24	13	0	0
\$75,001 - \$100,000	9.84%	24	3	45	1	0
\$100,001 - \$125,000	14.75%	38	159	12	95	0
\$125,001 - \$175,000	19.67%	20	0	22	1	0
\$175,001 - \$225,000	21.31%	17	0	18	13	0
\$225,001 - \$350,000	13.11%	56	113	55	1	0
\$350,001 and up	11.48%	54	3	88	37	74
Average Closed DOM		31	41	29	22	74
Total Closed Units	100%	61	8	44	8	1
Total Closed Volume		18,212,222	7.99M	8.24M	1.55M	436.50K

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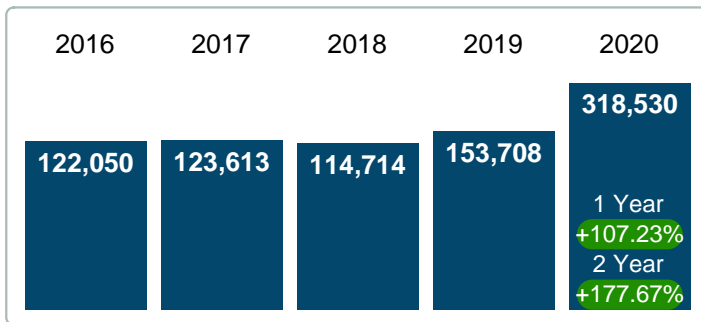
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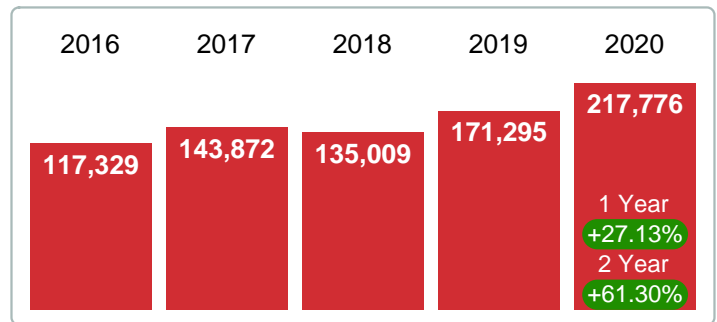
AVERAGE LIST PRICE AT CLOSING

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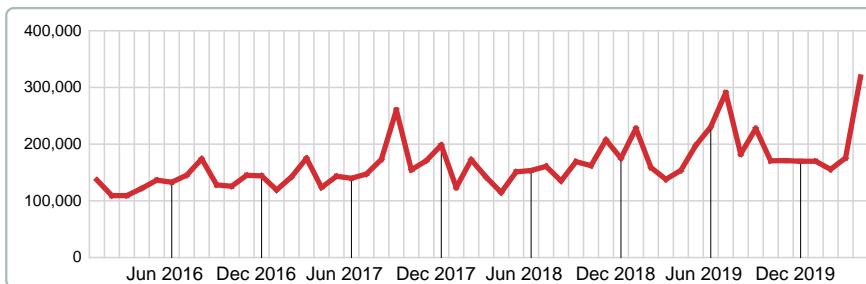
APRIL



YEAR TO DATE (YTD)

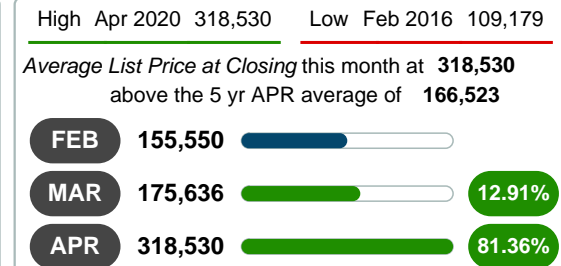


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 166,523



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
\$75,000 and less	8.20%	47,960	50,000	57,425	0	0
\$75,001 - \$100,000	13.11%	89,775	93,750	87,300	79,000	0
\$100,001 - \$125,000	8.20%	117,960	129,000	120,457	114,000	0
\$125,001 - \$175,000	22.95%	147,396	0	154,141	150,000	0
\$175,001 - \$225,000	22.95%	196,981	0	197,965	199,863	0
\$225,001 - \$350,000	9.84%	269,117	880,000	292,433	245,000	0
\$350,001 and up	14.75%	1,271,837	4,021,866	441,300	375,000	439,000
Average List Price		318,530	1,167,529	183,830	195,324	439,000
Total Closed Units	100%	318,530	8	44	8	1
Total Closed Volume		19,430,322	9.34M	8.09M	1.56M	439.00K

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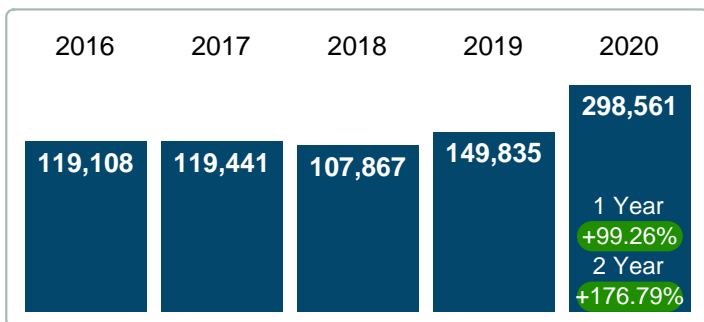
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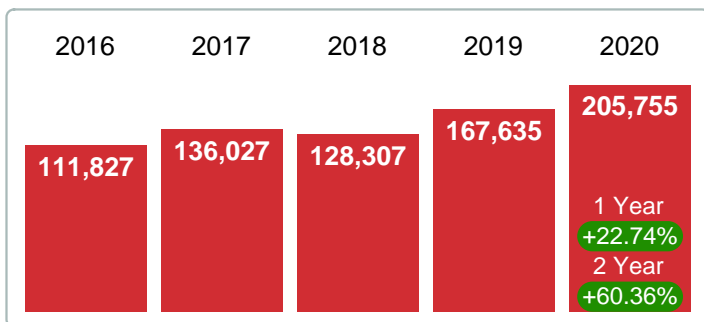
AVERAGE SOLD PRICE AT CLOSING

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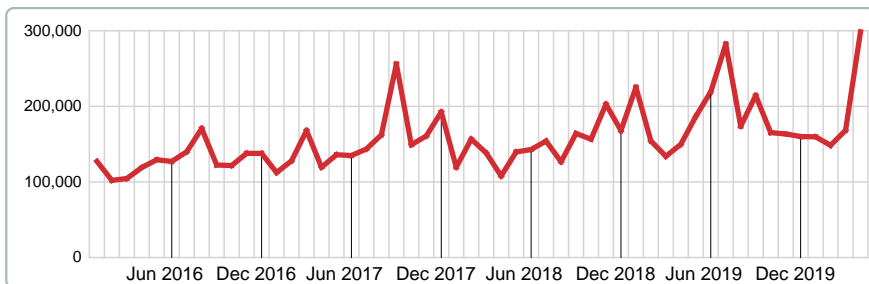
APRIL



YEAR TO DATE (YTD)

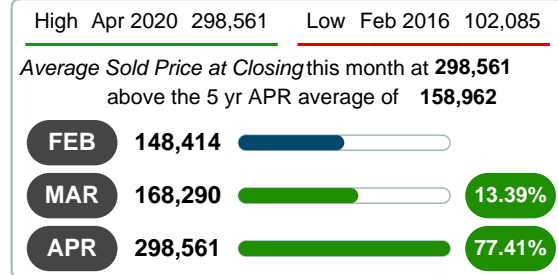


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 158,962



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
\$75,000 and less	9.84%	50,000	45,000	52,500	0	0
\$75,001 - \$100,000	9.84%	86,083	94,000	83,167	79,000	0
\$100,001 - \$125,000	14.75%	115,833	106,000	116,643	120,000	0
\$125,001 - \$175,000	19.67%	150,546	0	151,568	139,300	0
\$175,001 - \$225,000	21.31%	196,357	0	195,205	200,197	0
\$225,001 - \$350,000	13.11%	279,175	307,500	280,150	245,000	0
\$350,001 and up	11.48%	1,394,376	3,646,866	553,467	370,000	436,500
Average Sold Price		298,561	998,154	187,195	194,236	436,500
Total Closed Units	100%	298,561	8	44	8	1
Total Closed Volume		18,212,222	7.99M	8.24M	1.55M	436.50K

April 2020

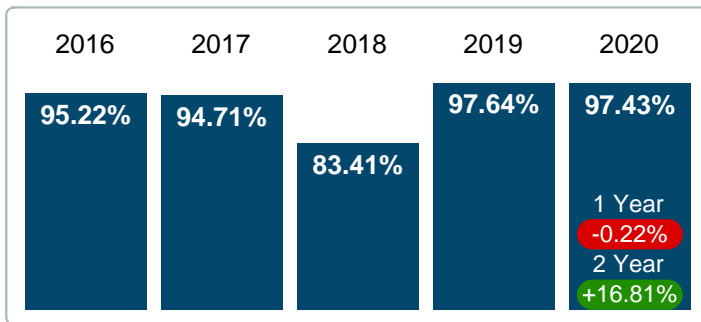
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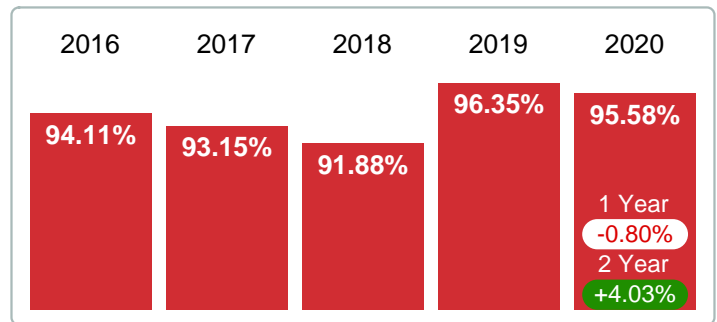
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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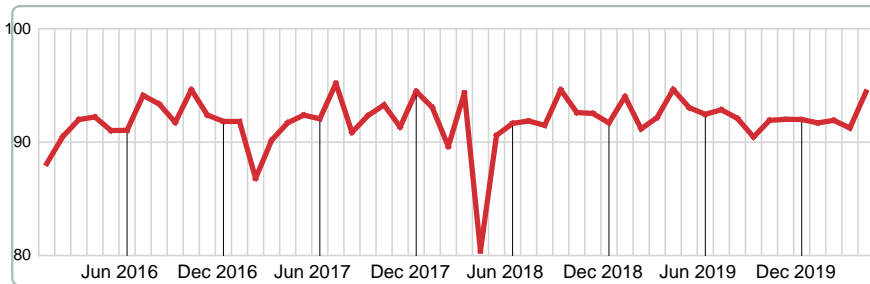
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

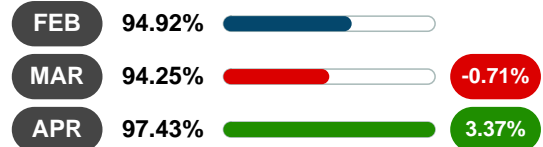


3 MONTHS

5 year APR AVG = 93.68%

High Jul 2017 98.18% Low Apr 2018 83.41%

Average Sold/List Ratio this month at **97.43%** above the 5 yr APR average of **93.68%**



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	
\$75,000 and less	6	9.84%	93.02%	93.33%	92.86%	0.00%	0.00%	
\$75,001 - \$100,000	6	9.84%	97.82%	100.26%	95.47%	100.00%	0.00%	
\$100,001 - \$125,000	9	14.75%	96.48%	82.17%	97.27%	105.26%	0.00%	
\$125,001 - \$175,000	12	19.67%	97.99%	0.00%	98.46%	92.87%	0.00%	
\$175,001 - \$225,000	13	21.31%	98.97%	0.00%	98.61%	100.19%	0.00%	
\$225,001 - \$350,000	8	13.11%	88.94%	34.94%	96.09%	100.00%	0.00%	
\$350,001 and up	7	11.48%	107.94%	91.32%	124.94%	98.67%	99.43%	
Average Sold/List Ratio		97.40%		85.87%	99.07%	99.67%	99.43%	
Total Closed Units		61	100%	97.40%	8	44	8	1
Total Closed Volume		18,212,222			7.99M	8.24M	1.55M	436.50K

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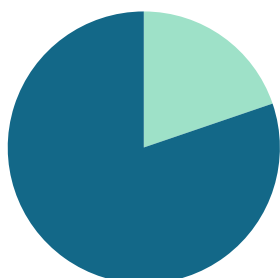
Area Delimited by County Of Bryan



MARKET SUMMARY

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

INVENTORY

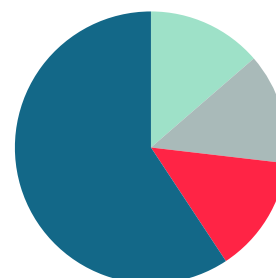


Inventory
 New Listings **85 = 19.77%**
 Start Inventory **345**
 Total Inventory Units **430**
 Volume **\$111,455,511**

Market Activity

Closed Sales **61 = 13.65%**
 Pending Sales **59 = 13.20%**
 Other Off Market **62 = 13.87%**
 Active Inventory **265 = 59.28%**

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	53	61	15.09%	148	180	21.62%
Pending Sales	49	59	20.41%	173	217	25.43%
New Listings	127	85	-33.07%	359	385	7.24%
Average List Price	153,708	318,530	107.23%	171,295	217,776	27.13%
Average Sale Price	149,835	298,561	99.26%	167,635	205,755	22.74%
Average Percent of Selling Price to List Price	97.64%	97.43%	-0.22%	96.35%	95.58%	-0.80%
Average Days on Market to Sale	44.06	30.67	-30.38%	49.39	42.87	-13.20%
Monthly Inventory	332	265	-20.18%	332	265	-20.18%
Months Supply of Inventory	7.13	5.49	-22.94%	7.13	5.49	-22.94%

Absorption: Last 12 months, an Average of **48** Sales/Month

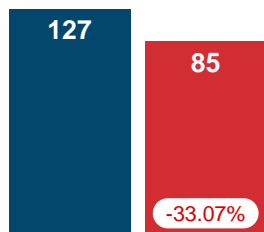
Inventory on April 30, 2020 = **265**

2019 **2020**

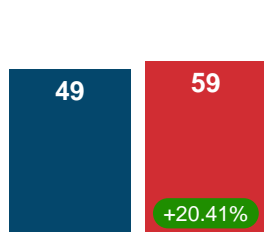
APRIL MARKET

AVERAGE PRICES

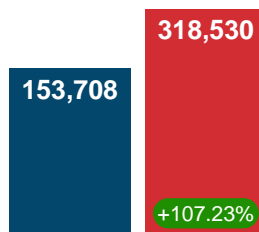
New Listings



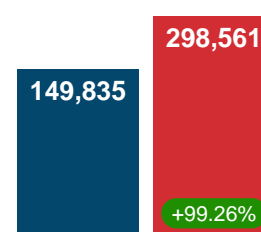
Pending Listings



List Price



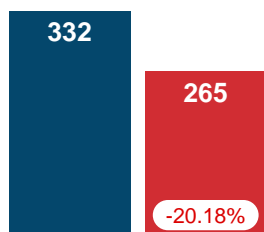
Sale Price



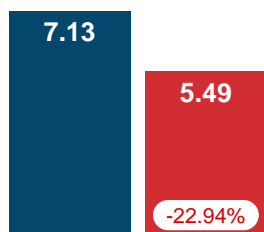
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

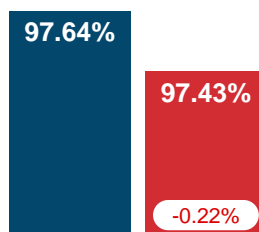
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

