

May 2020

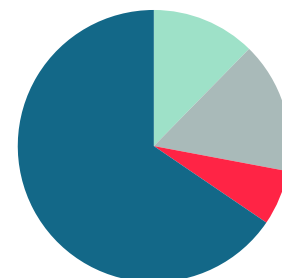
Area Delimited by County Of Bryan



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	May 2020	+/-%
Closed Listings	44	49	11.36%
Pending Listings	64	62	-3.13%
New Listings	94	68	-27.66%
Median List Price	161,500	164,900	2.11%
Median Sale Price	158,750	163,000	2.68%
Median Percent of Selling Price to List Price	97.32%	98.82%	1.54%
Median Days on Market to Sale	22.50	12.00	-46.67%
End of Month Inventory	347	260	-25.07%
Months Supply of Inventory	7.58	5.34	-29.56%



■ Closed (12.34%)
■ Pending (15.62%)
■ Other OffMarket (6.55%)
■ Active (65.49%)

Absorption: Last 12 months, an Average of **49** Sales/Month
Active Inventory as of May 31, 2020 = **260**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2020 decreased **25.07%** to 260 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 **5.34** 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 **2.68%** in May 2020 to \$163,000 versus the previous year at \$158,750.

Median Days on Market Shortens

The median number of **12.00** days that homes spent on the market before selling decreased by 10.50 days or **46.67%** in May 2020 compared to last year's same month at **22.50** DOM.

Sales Success for May 2020 is Positive

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

There were 68 New Listings in May 2020, down **27.66%** from last year at 94. Furthermore, there were 49 Closed Listings this month versus last year at 44, a **11.36%** increase.

Closed versus Listed trends yielded a **72.1%** ratio, up from previous year's, May 2019, at **46.8%**, a **53.94%** 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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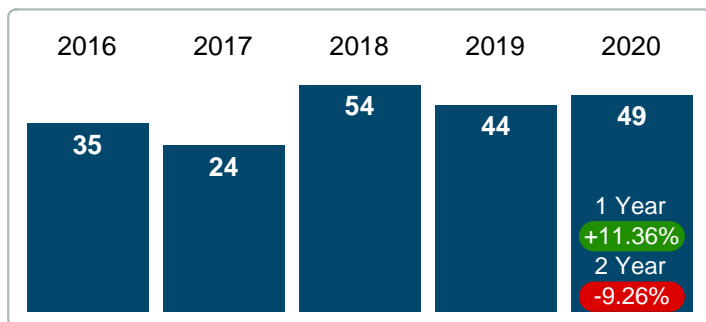
Area Delimited by County Of Bryan



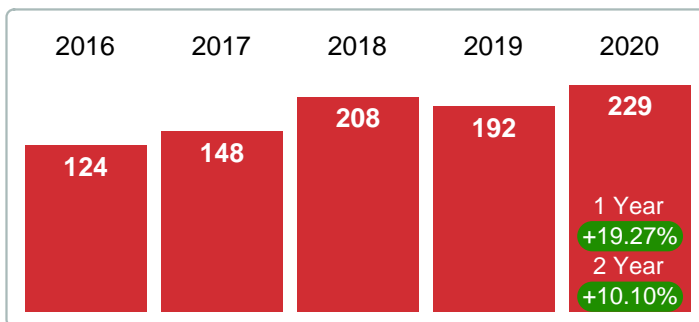
CLOSED LISTINGS

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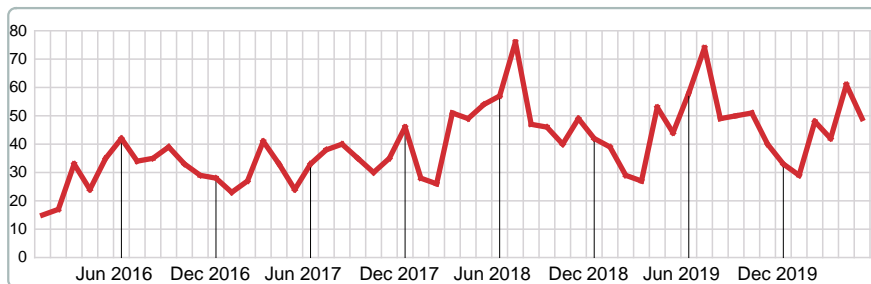
MAY



YEAR TO DATE (YTD)

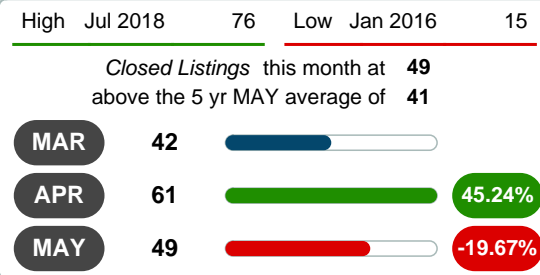


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY 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
\$25,000 and less	4	8.16%	1.0	4	0	0	0
\$25,001 - \$75,000	7	14.29%	18.0	5	2	0	0
\$75,001 - \$100,000	5	10.20%	8.0	4	1	0	0
\$100,001 - \$175,000	12	24.49%	24.5	2	8	2	0
\$175,001 - \$200,000	6	12.24%	4.5	0	6	0	0
\$200,001 - \$350,000	9	18.37%	5.0	2	3	4	0
\$350,001 and up	6	12.24%	32.0	0	1	3	2
Total Closed Units	49			17	21	9	2
Total Closed Volume	8,378,200	100%	12.0	1.35M	3.57M	2.69M	768.90K
Median Closed Price	\$163,000			\$57,000	\$171,000	\$289,000	\$384,450

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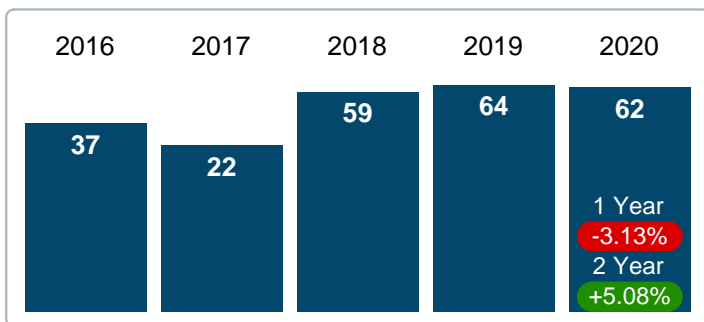
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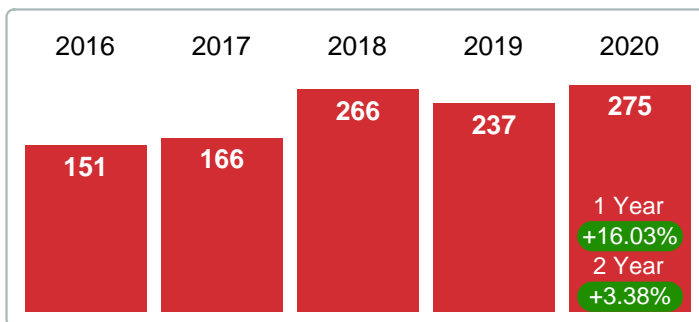
PENDING LISTINGS

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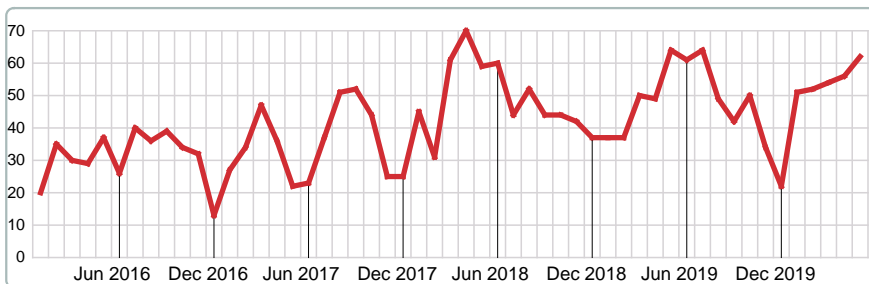
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

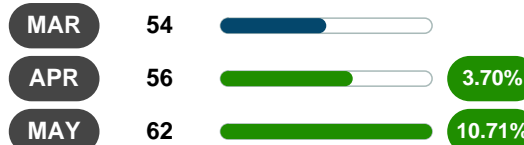


3 MONTHS

5 year MAY AVG = 49

High Apr 2018 70 Low Dec 2016 13

Pending Listings this month at **62**
above the 5 yr MAY average of **49**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	8	12.90%	49.5	8	0	0	0
\$25,001 - \$75,000	4	6.45%	73.0	3	1	0	0
\$75,001 - \$125,000	12	19.35%	30.0	5	6	1	0
\$125,001 - \$200,000	14	22.58%	17.5	0	10	4	0
\$200,001 - \$250,000	10	16.13%	52.0	1	6	3	0
\$250,001 - \$375,000	7	11.29%	8.0	0	2	4	1
\$375,001 and up	7	11.29%	52.0	1	2	2	2
Total Pending Units	62			18	27	14	3
Total Pending Volume	11,591,199	100%	24.5	1.73M	5.26M	3.47M	1.13M
Median Listing Price	\$167,500			\$42,500	\$178,500	\$249,250	\$424,900

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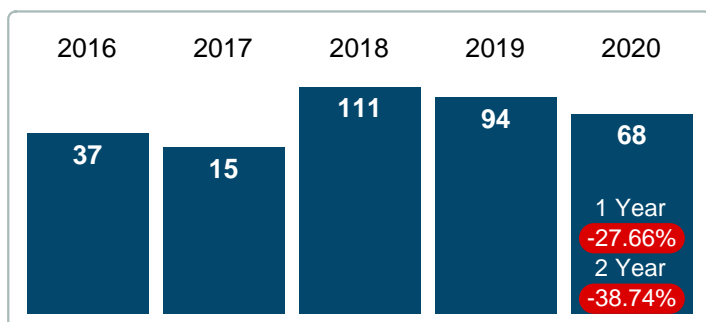
Area Delimited by County Of Bryan



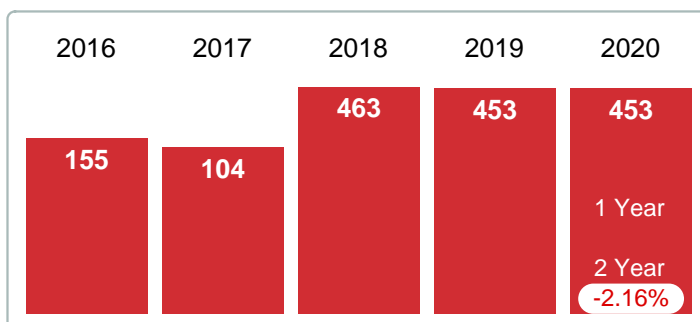
NEW LISTINGS

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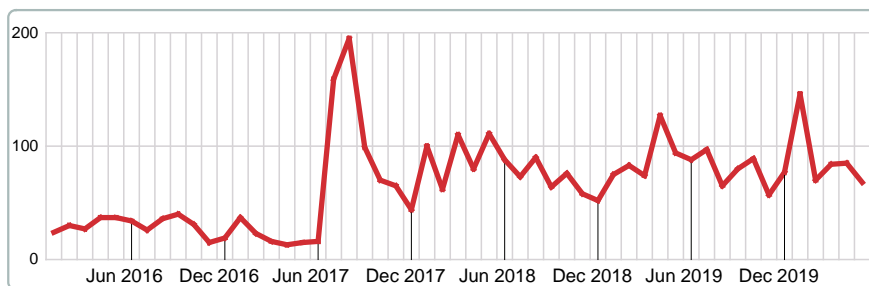
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 65

High Aug 2017 195 Low Apr 2017 13

New Listings this month at 68
above the 5 yr MAY average of 65



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	5	7.35%	5	0	0	0
\$25,001 - \$75,000	9	13.24%	7	1	1	0
\$75,001 - \$125,000	8	11.76%	4	3	1	0
\$125,001 - \$200,000	18	26.47%	6	10	1	1
\$200,001 - \$275,000	11	16.18%	2	6	2	1
\$275,001 - \$475,000	10	14.71%	3	4	2	1
\$475,001 and up	7	10.29%	0	4	1	2
Total New Listed Units	68		27	28	8	5
Total New Listed Volume	14,846,713	100%	3.19M	7.26M	2.12M	2.27M
Median New Listed Listing Price	\$182,425		\$85,000	\$202,250	\$231,900	\$429,000

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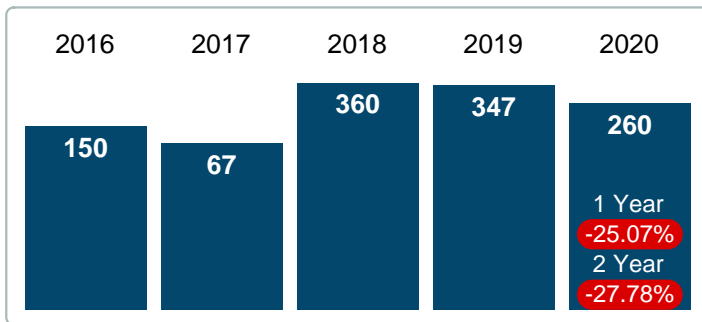
Area Delimited by County Of Bryan



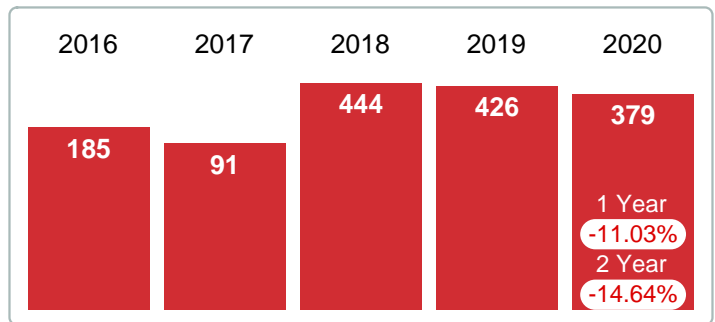
ACTIVE INVENTORY

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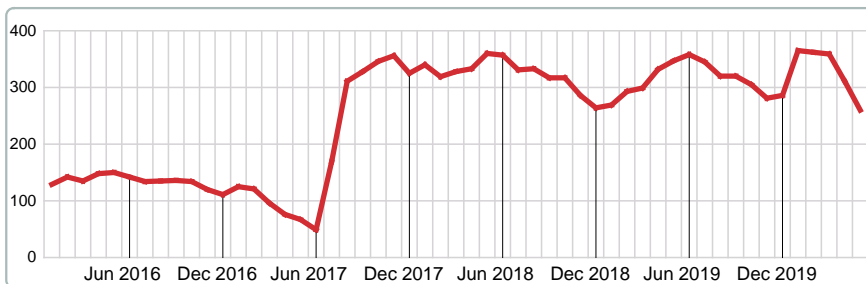
END OF MAY



ACTIVE DURING MAY

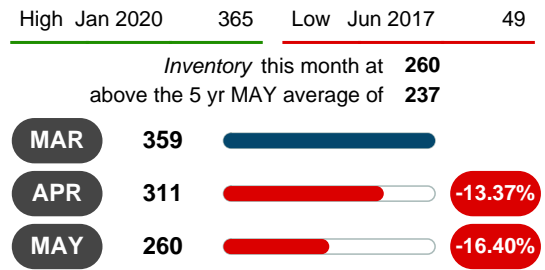


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 237



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	1	0.38%	159.0	1	0	0	0
\$10,001 - \$30,000	54	20.77%	136.0	53	1	0	0
\$30,001 - \$80,000	43	16.54%	128.0	37	5	1	0
\$80,001 - \$200,000	63	24.23%	51.0	32	23	6	2
\$200,001 - \$320,000	38	14.62%	80.0	16	13	8	1
\$320,001 - \$600,000	37	14.23%	78.0	19	8	6	4
\$600,001 and up	24	9.23%	87.0	14	4	3	3
Total Active Inventory by Units		260		172	54	24	10
Total Active Inventory by Volume		62,613,298	100%	34.76M	14.16M	7.82M	5.88M
Median Active Inventory Listing Price		\$150,000		\$68,500	\$199,500	\$252,450	\$469,500

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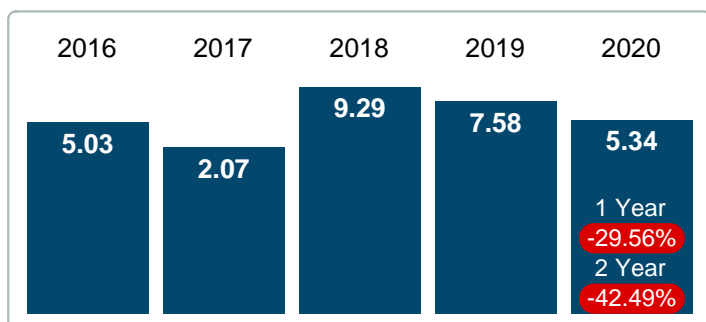
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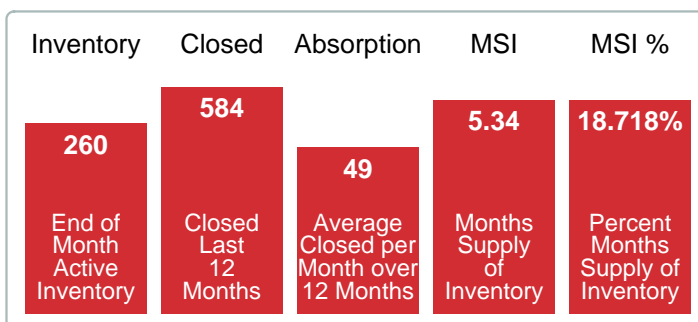
MONTHS SUPPLY of INVENTORY (MSI)

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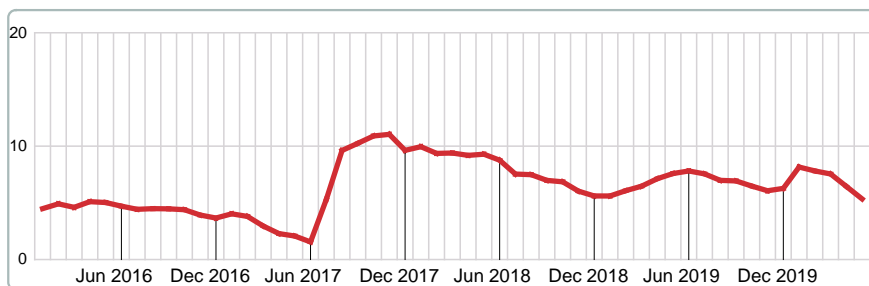
MSI FOR MAY



INDICATORS FOR MAY 2020

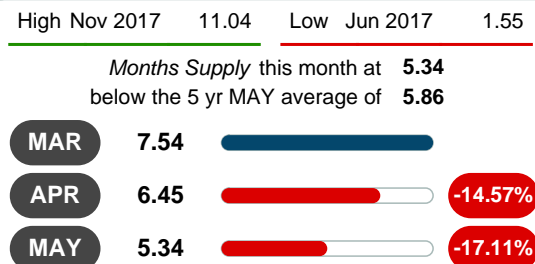


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 5.86



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	1	0.38%	6.00	6.00	0.00	0.00	0.00
\$10,001 - \$30,000	54	20.77%	20.90	21.93	6.00	0.00	0.00
\$30,001 - \$80,000	43	16.54%	6.07	8.88	1.94	4.00	0.00
\$80,001 - \$200,000	63	24.23%	2.58	7.68	1.37	1.89	6.00
\$200,001 - \$320,000	38	14.62%	3.97	16.00	2.40	2.91	2.40
\$320,001 - \$600,000	37	14.23%	10.33	57.00	6.40	4.24	6.86
\$600,001 and up	24	9.23%	19.20	24.00	24.00	9.00	18.00
Market Supply of Inventory (MSI)	5.34			13.40	2.05	3.03	6.32
Total Active Inventory by Units	260	100%	5.34	172	54	24	10

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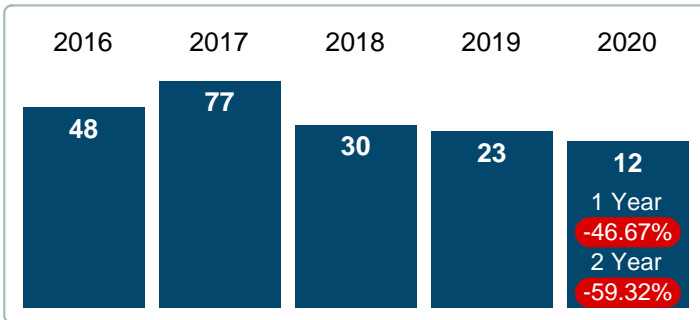
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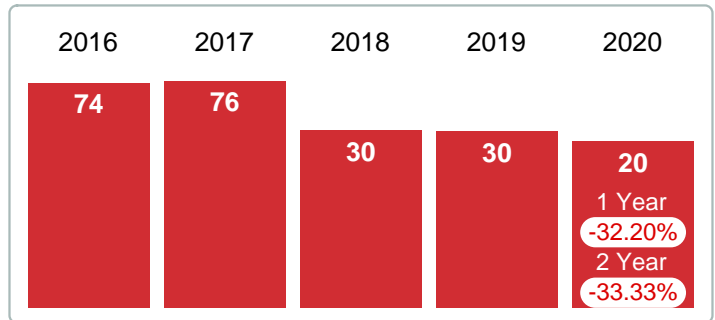
MEDIAN DAYS ON MARKET TO SALE

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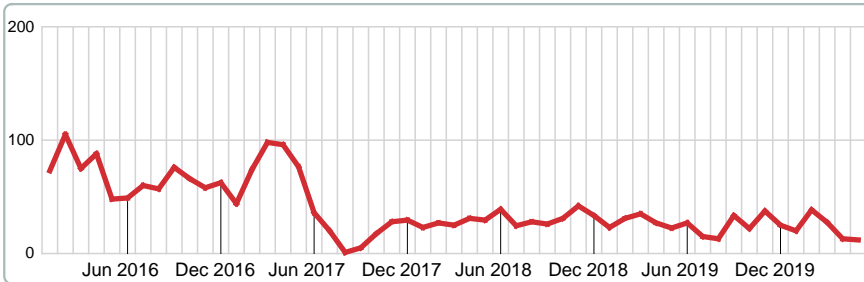
MAY



YEAR TO DATE (YTD)

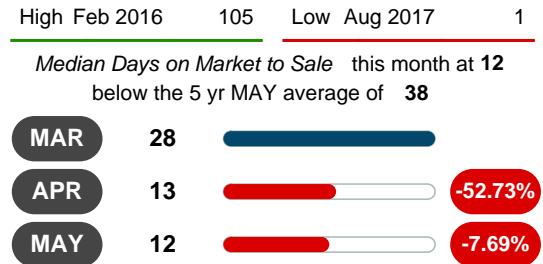


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 38



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
\$25,000 and less	8.16%	1	1	0	0	0
\$25,001 - \$75,000	14.29%	18	18	31	0	0
\$75,001 - \$100,000	10.20%	8	7	82	0	0
\$100,001 - \$175,000	24.49%	25	48	26	17	0
\$175,001 - \$200,000	12.24%	5	0	5	0	0
\$200,001 - \$350,000	18.37%	5	52	5	7	0
\$350,001 and up	12.24%	32	0	104	42	9
Median Closed DOM		12	18	10	22	9
Total Closed Units	100%	49	17	21	9	2
Total Closed Volume		8,378,200	1.35M	3.57M	2.69M	768.90K

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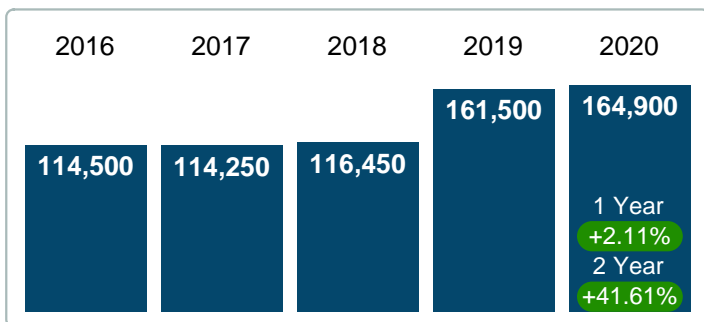
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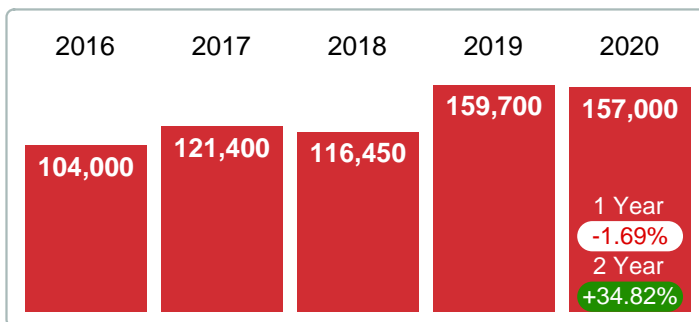
MEDIAN LIST PRICE AT CLOSING

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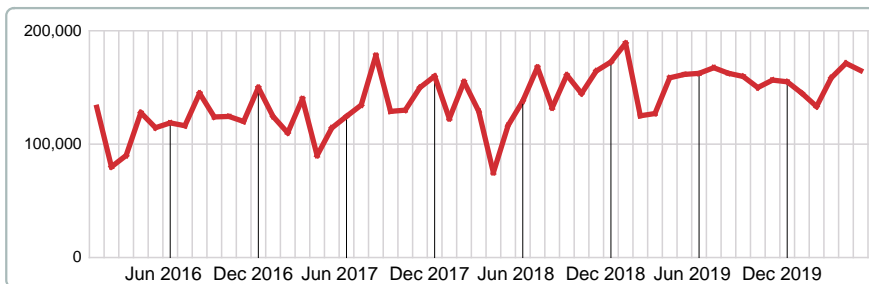
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

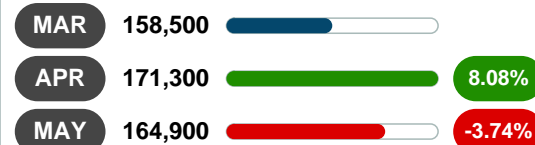


3 MONTHS

5 year MAY AVG = 134,320

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

Median List Price at Closing this month at **164,900**
 above the 5 yr MAY average of **134,320**



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
\$25,000 and less	8.16%	23,250	23,250	0	0	0
\$25,001 - \$75,000	14.29%	63,500	63,500	62,450	0	0
\$75,001 - \$100,000	8.16%	92,000	85,000	99,000	0	0
\$100,001 - \$175,000	26.53%	145,000	145,000	146,900	150,450	0
\$175,001 - \$200,000	14.29%	187,000	0	185,750	199,900	0
\$200,001 - \$350,000	16.33%	234,000	234,000	218,000	289,000	0
\$350,001 and up	12.24%	434,500	0	449,000	420,000	411,950
Median List Price		164,900	75,000	175,000	289,000	411,950
Total Closed Units	100%	164,900	17	21	9	2
Total Closed Volume		8,747,020	1.55M	3.66M	2.71M	823.90K

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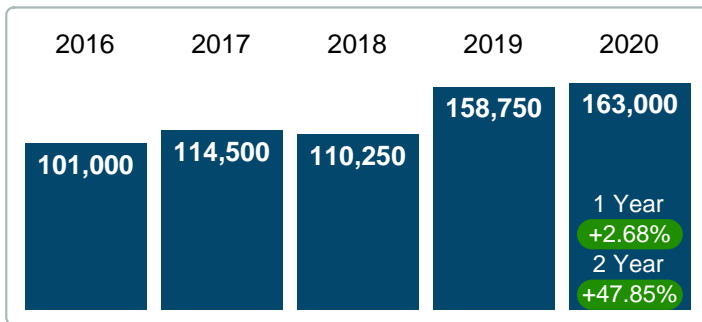
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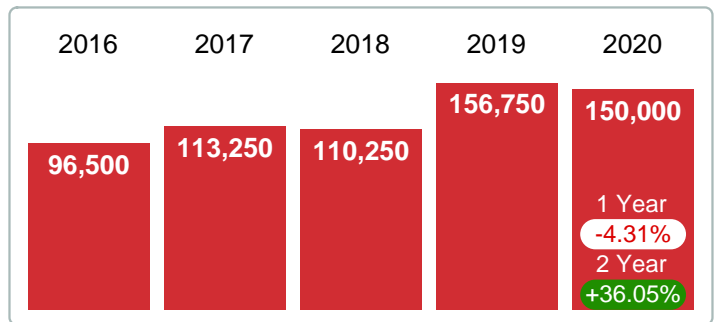
MEDIAN SOLD PRICE AT CLOSING

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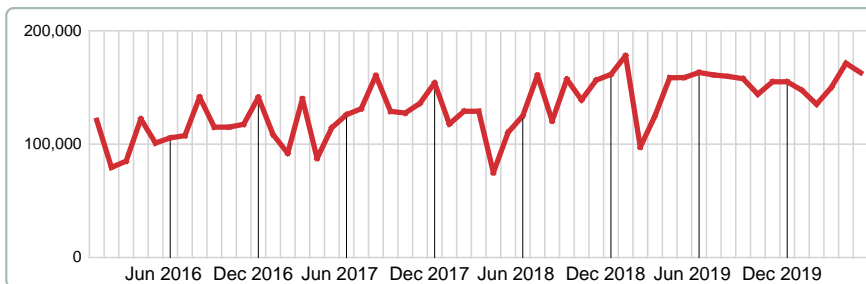
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

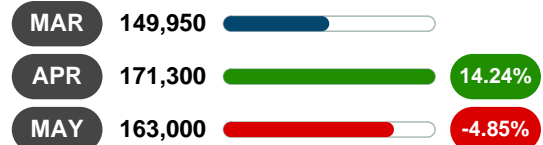


3 MONTHS

5 year MAY AVG = 129,500

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

Median Sold Price at Closing this month at **163,000** above the 5 yr MAY average of **129,500**



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
\$25,000 and less	8.16%	21,500	21,500	0	0	0
\$25,001 - \$75,000	14.29%	42,000	42,000	50,000	0	0
\$75,001 - \$100,000	10.20%	90,000	90,000	90,000	0	0
\$100,001 - \$175,000	24.49%	135,000	113,333	144,450	149,000	0
\$175,001 - \$200,000	12.24%	184,250	0	184,250	0	0
\$200,001 - \$350,000	18.37%	229,000	229,000	218,000	255,500	0
\$350,001 and up	12.24%	415,000	0	430,000	475,000	384,450
Median Sold Price		163,000	57,000	171,000	289,000	384,450
Total Closed Units	100%	49	17	21	9	2
Total Closed Volume		8,378,200	1.35M	3.57M	2.69M	768.90K

May 2020

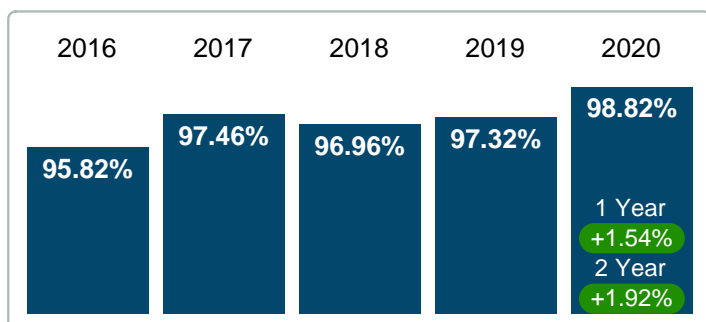
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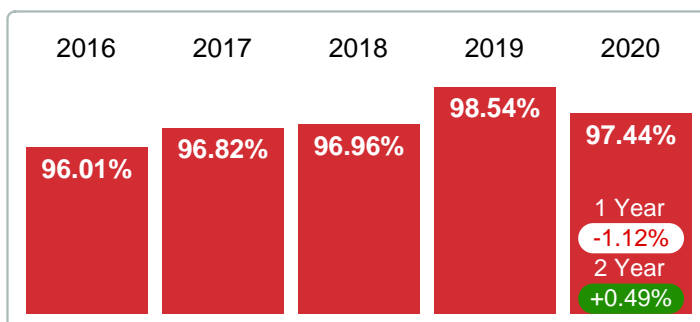
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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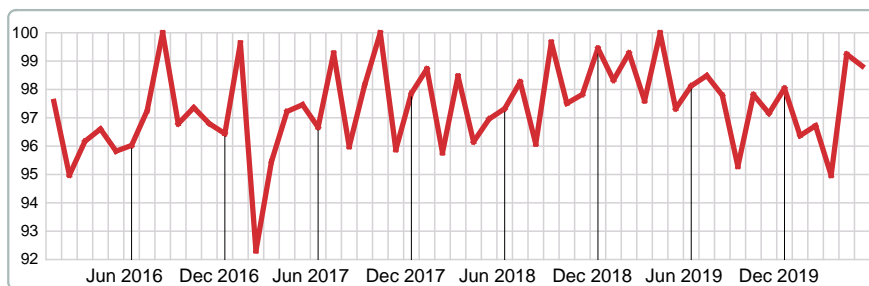
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

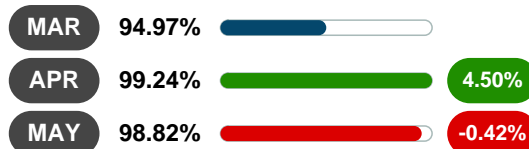


3 MONTHS

5 year MAY AVG = 97.28%

High Apr 2019 100.00% Low Feb 2017 92.31%

Median Sold/List Ratio this month at **98.82%**
above the 5 yr MAY average of **97.28%**



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
\$25,000 and less	4	8.16%	100.00%	100.00%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	7	14.29%	75.00%	75.00%	78.39%	0.00%	0.00%
\$75,001 - \$100,000	5	10.20%	94.12%	97.06%	90.91%	0.00%	0.00%
\$100,001 - \$175,000	12	24.49%	98.25%	82.40%	98.70%	99.06%	0.00%
\$175,001 - \$200,000	6	12.24%	99.46%	0.00%	99.46%	0.00%	0.00%
\$200,001 - \$350,000	9	18.37%	100.00%	97.91%	99.67%	100.00%	0.00%
\$350,001 and up	6	12.24%	96.66%	0.00%	95.77%	97.56%	93.96%
Median Sold/List Ratio		98.82%		94.12%	98.93%	99.78%	93.96%
Total Closed Units		49	100%	17	21	9	2
Total Closed Volume		8,378,200		1.35M	3.57M	2.69M	768.90K

May 2020

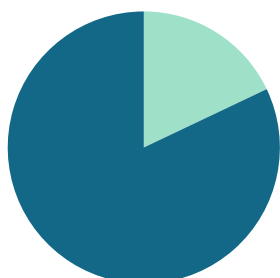
Area Delimited by County Of Bryan



MARKET SUMMARY

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

INVENTORY

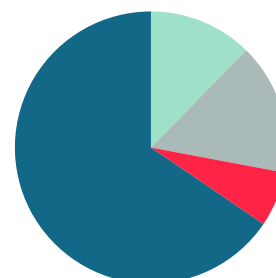


Inventory
 New Listings
68 = 17.94%
 Start Inventory
311
 Total Inventory Units
379
 Volume
\$86,963,817

Market Activity

Closed Sales
49 = 12.34%
 Pending Sales
62 = 15.62%
 Other Off Market
26 = 6.55%
 Active Inventory
260 = 65.49%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	44	49	11.36%	192	229	19.27%
Pending Sales	64	62	-3.13%	237	275	16.03%
New Listings	94	68	-27.66%	453	453	0.00%
Median List Price	161,500	164,900	2.11%	159,700	157,000	-1.69%
Median Sale Price	158,750	163,000	2.68%	156,750	150,000	-4.31%
Median Percent of Selling Price to List Price	97.32%	98.82%	1.54%	98.54%	97.44%	-1.12%
Median Days on Market to Sale	22.50	12.00	-46.67%	29.50	20.00	-32.20%
Monthly Inventory	347	260	-25.07%	347	260	-25.07%
Months Supply of Inventory	7.58	5.34	-29.56%	7.58	5.34	-29.56%

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

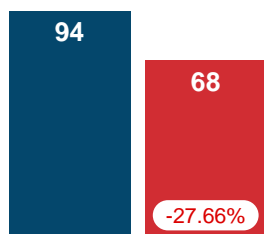
Inventory on May 31, 2020 = **260**

2019 **2020**

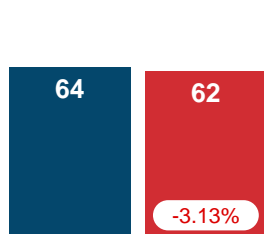
MAY MARKET

MEDIAN PRICES

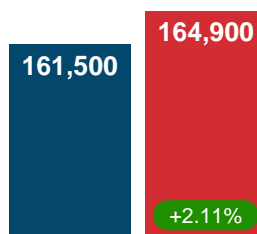
New Listings



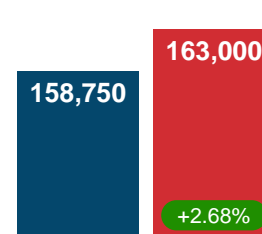
Pending Listings



List Price



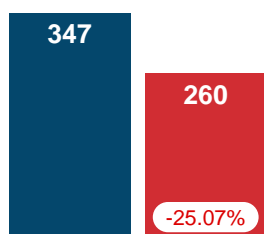
Sale Price



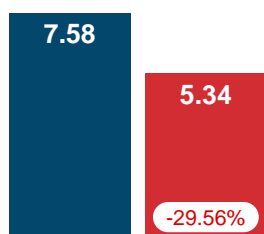
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

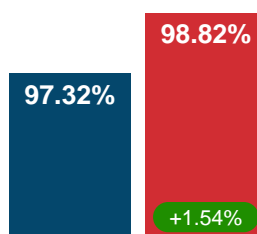
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

