

December 2018



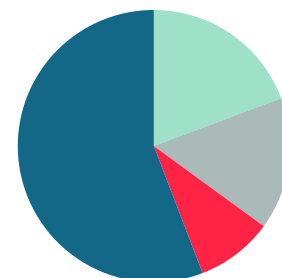
Area Delimited by County Of Bryan - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 19, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2017	2018	+/-%
Closed Listings	41	38	-7.32%
Pending Listings	25	31	24.00%
New Listings	36	35	-2.78%
Average List Price	182,251	174,565	-4.22%
Average Sale Price	176,510	169,009	-4.25%
Average Percent of Selling Price to List Price	97.91%	95.40%	-2.57%
Average Days on Market to Sale	36.34	40.39	11.15%
End of Month Inventory	156	110	-29.49%
Months Supply of Inventory	5.33	2.80	-47.56%



■ Closed (19.29%)
■ Pending (15.74%)
■ Other OffMarket (9.14%)
■ Active (55.84%)

Absorption: Last 12 months, an Average of **39** Sales/Month
Active Inventory as of December 31, 2018 = **110**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2018 decreased **29.49%** to 110 existing homes available for sale. Over the last 12 months this area has had an average of 39 closed sales per month. This represents an unsold inventory index of **2.80** 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 **4.25%** in December 2018 to \$169,009 versus the previous year at \$176,510.

Average Days on Market Lengthens

The average number of **40.39** days that homes spent on the market before selling increased by 4.05 days or **11.15%** in December 2018 compared to last year's same month at **36.34** DOM.

Sales Success for December 2018 is Positive

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

There were 35 New Listings in December 2018, down **2.78%** from last year at 36. Furthermore, there were 38 Closed Listings this month versus last year at 41, a **-7.32%** decrease.

Closed versus Listed trends yielded a **108.6%** ratio, down from previous year's, December 2017, at **113.9%**, a **4.67%** downswing. 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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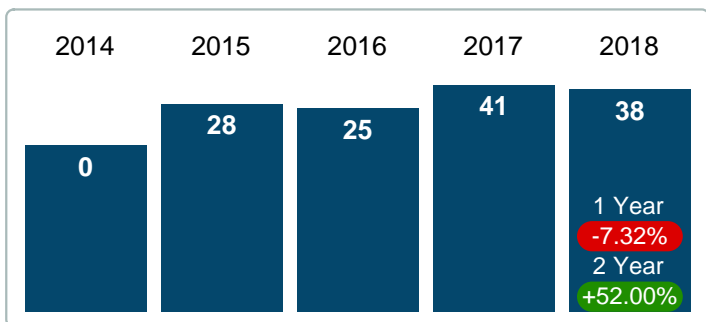
Area Delimited by County Of Bryan - Residential Property Type



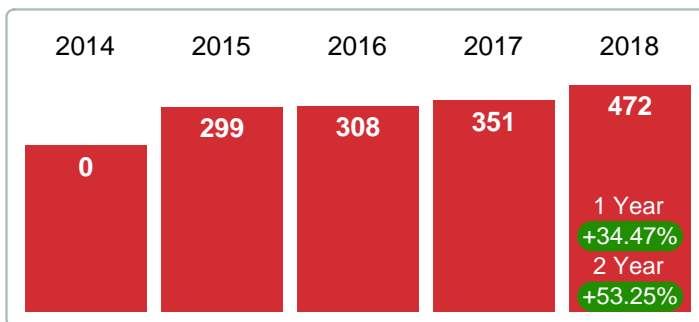
CLOSED LISTINGS

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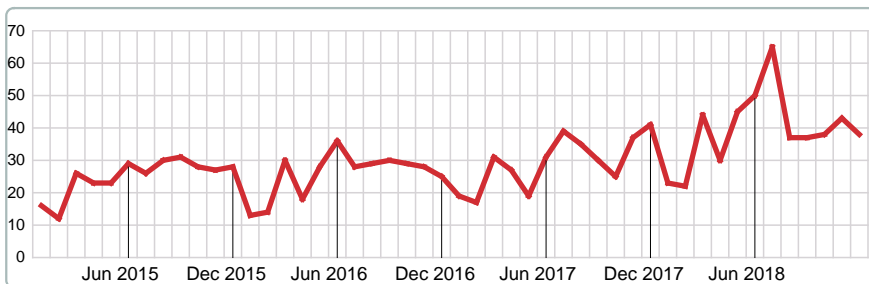
DECEMBER



YEAR TO DATE (YTD)

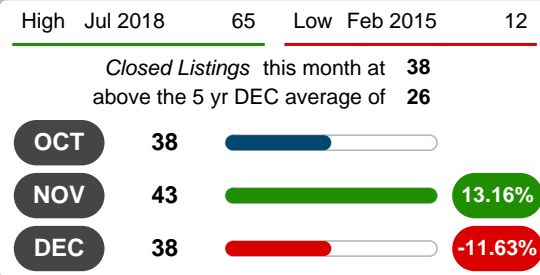


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 26



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	4	10.53%	17.8	2	2	0	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$125,000	11	28.95%	46.8	3	6	2	0
\$125,001 - \$175,000	8	21.05%	43.5	0	6	0	2
\$175,001 - \$200,000	4	10.53%	50.0	0	3	1	0
\$200,001 - \$250,000	6	15.79%	39.5	0	4	2	0
\$250,001 and up	5	13.16%	32.8	0	3	2	0
Total Closed Units	38			5	24	7	2
Total Closed Volume	6,422,348	100%	40.4	429.03K	3.98M	1.70M	305.00K
Average Closed Price	\$169,009			\$85,805	\$165,997	\$243,486	\$152,500

December 2018



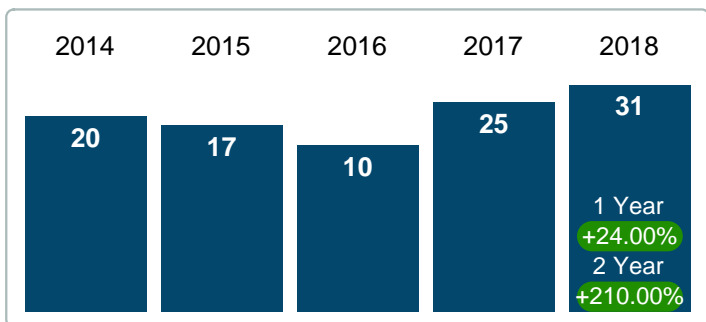
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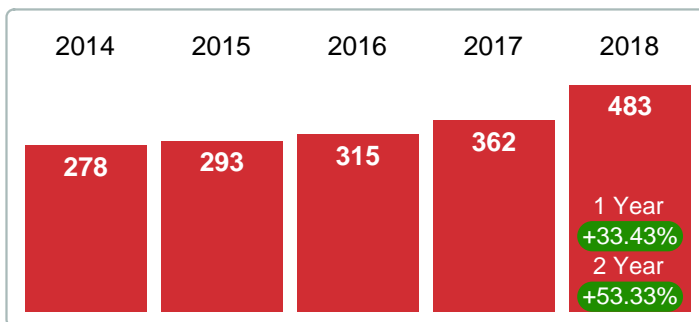
PENDING LISTINGS

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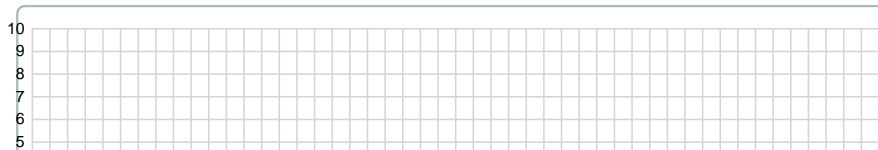
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 21

High Dec 2018 0 Low Dec 2018 0

Pending Listings this month at 31 above the 5 yr DEC average of 21

OCT 0
NOV 0
DEC 0

nan%
nan%

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	1	3.23%	71.0	1	0	0	0
\$50,001 - \$75,000	4	12.90%	24.0	0	3	1	0
\$75,001 - \$125,000	5	16.13%	22.2	1	4	0	0
\$125,001 - \$175,000	7	22.58%	58.1	0	6	1	0
\$175,001 - \$250,000	8	25.81%	64.5	0	8	0	0
\$250,001 - \$275,000	1	3.23%	0.0	0	1	0	0
\$275,001 and up	5	16.13%	31.8	0	1	3	1
Total Pending Units	31			2	23	5	1
Total Pending Volume	5,619,773	100%	43.9	139.50K	3.72M	1.47M	298.00K
Average Listing Price	\$181,283			\$69,750	\$161,534	\$293,400	\$298,000

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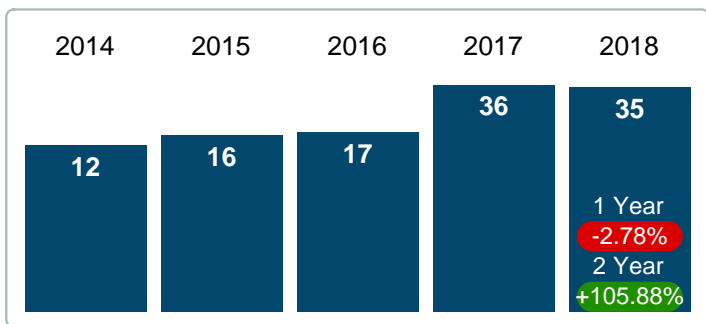
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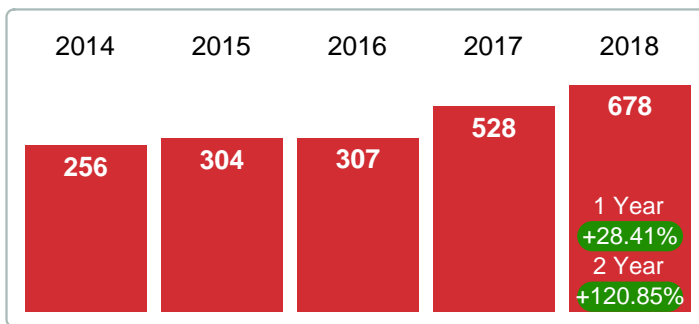
NEW LISTINGS

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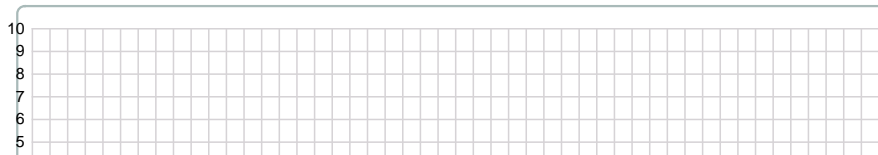
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 23

High Dec 2018: 0 Low Dec 2018: 0

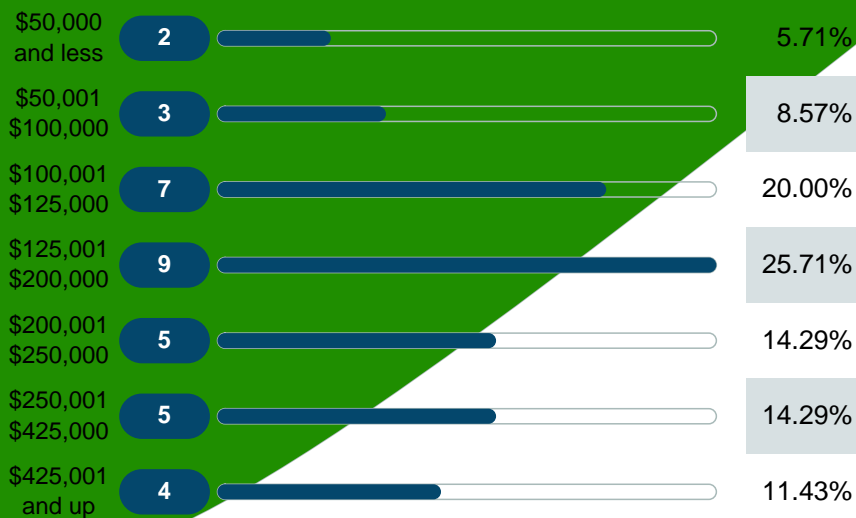
New Listings this month at **35**
above the 5 yr DEC average of **23**

OCT: 0
NOV: 0
DEC: 0

nan%
nan%

Distribution of New Listings by Price Range

%



	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	0	2	0	0
\$50,001 - \$100,000	1	2	0	0
\$100,001 - \$125,000	2	4	0	1
\$125,001 - \$200,000	2	5	1	1
\$200,001 - \$250,000	0	4	1	0
\$250,001 - \$425,000	2	3	0	0
\$425,001 and up	0	0	3	1
Total	7	20	5	3
Total New Listed Volume	1.33M	3.21M	1.84M	718.00K
Average New Listed Listing Price	\$189,786	\$160,704	\$367,900	\$239,333

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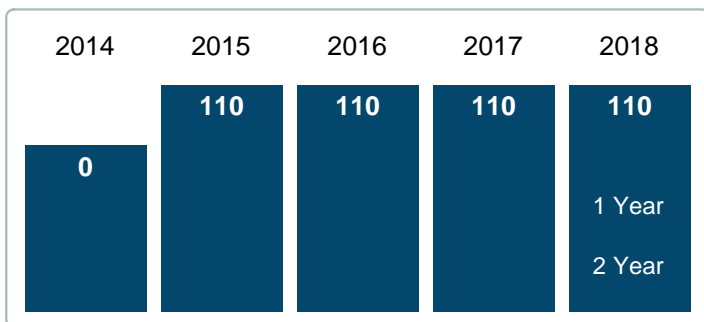
Area Delimited by County Of Bryan - Residential Property Type



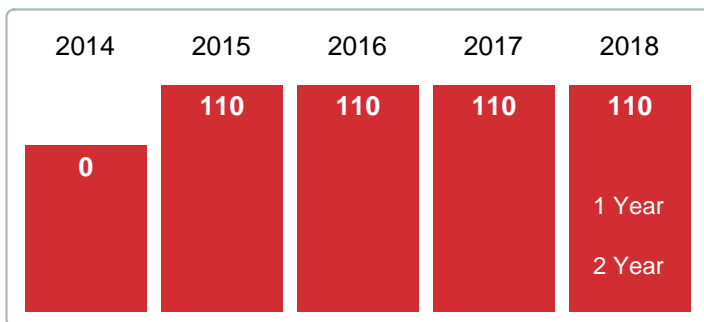
ACTIVE INVENTORY

Report produced on Jul 19, 2023 for MLS Technology Inc.

END OF DECEMBER



ACTIVE DURING DECEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 88

High Dec 2018	110	Low Dec 2018	110
Inventory this month at 110 above the 5 yr DEC average of 88			
OCT	110		
NOV	110	0.00%	
DEC	110	0.00%	

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10	9.09%	61.0	4	6	0	0
\$50,001 - \$100,000	9	8.18%	70.8	3	5	1	0
\$100,001 - \$150,000	14	12.73%	53.8	3	7	2	2
\$150,001 - \$225,000	36	32.73%	82.1	1	26	9	0
\$225,001 - \$275,000	13	11.82%	87.0	0	9	4	0
\$275,001 - \$450,000	18	16.36%	85.5	2	5	6	5
\$450,001 and up	10	9.09%	84.8	1	3	2	4
Total Active Inventory by Units	110			14	61	24	11
Total Active Inventory by Volume	27,010,115	100%	77.0	2.70M	12.59M	6.44M	5.29M
Average Active Inventory Listing Price	\$245,547			\$192,743	\$206,345	\$268,218	\$480,673

December 2018



Area Delimited by County Of Bryan - Residential Property Type



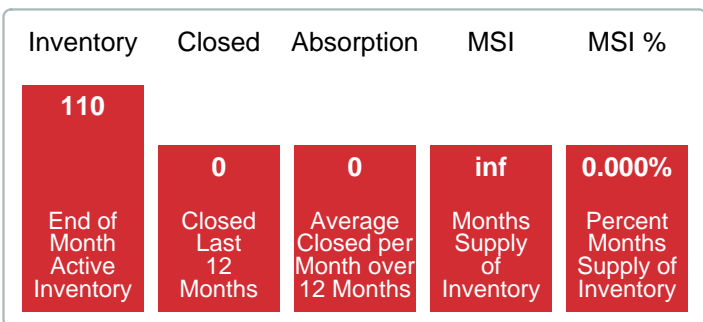
MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2018

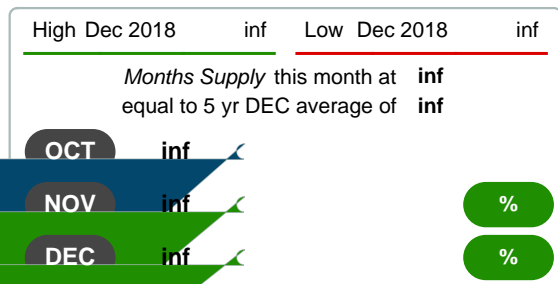


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = inf



Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10		9.09%	4.29	5.33	5.14	0.00	0.00	
\$50,001 - \$100,000	9		8.18%	1.11	1.16	1.20	0.92	0.00	
\$100,001 - \$150,000	14		12.73%	1.39	6.00	0.84	2.00	8.00	
\$150,001 - \$225,000	36		32.73%	2.73	6.00	2.94	2.30	0.00	
\$225,001 - \$275,000	13		11.82%	4.33	0.00	4.50	4.80	0.00	
\$275,001 - \$450,000	18		16.36%	8.00	24.00	6.00	5.54	20.00	
\$450,001 and up	10		9.09%	24.00	0.00	36.00	8.00	48.00	
Market Supply of Inventory (MSI)		2.80			3.43	2.40	2.82	8.25	
Total Active Inventory by Units		110	100%	2.80	14	61	24	11	

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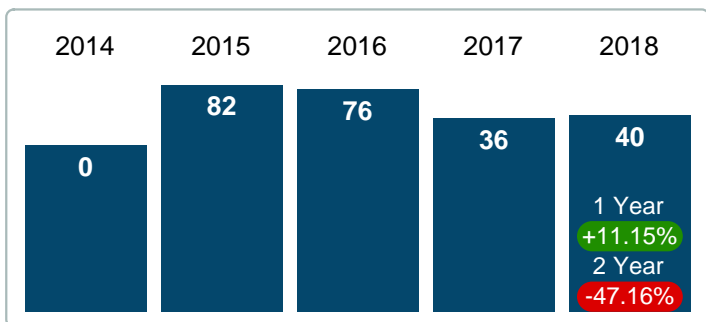
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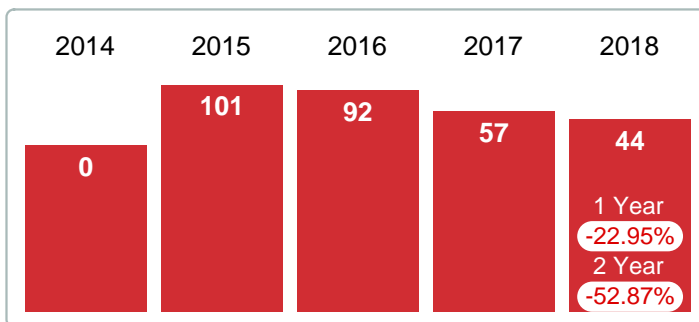
AVERAGE DAYS ON MARKET TO SALE

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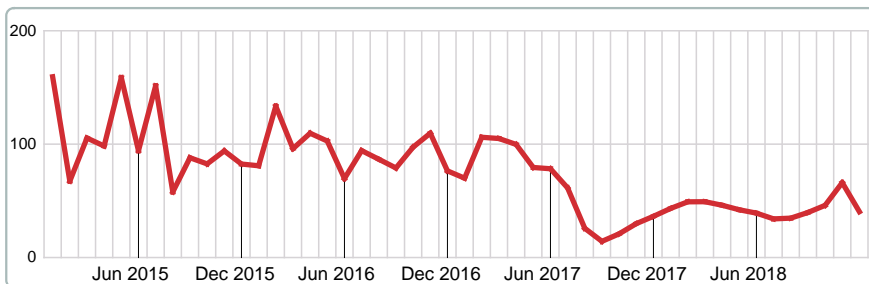
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

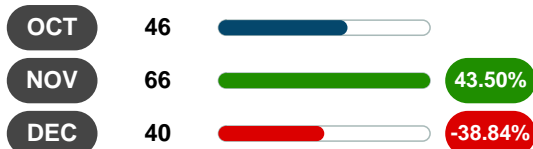


3 MONTHS

5 year DEC AVG = 47

High Jan 2015 159 Low Sep 2017 14

Average Days on Market to Sale this month at 40 below the 5 yr DEC average of 47



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	10.53%	18	13	23	0	0
\$75,001 - \$75,000	0.00%	0	0	0	0	0
\$75,001 - \$125,000	28.95%	47	57	52	16	0
\$125,001 - \$175,000	21.05%	44	0	47	0	33
\$175,001 - \$200,000	10.53%	50	0	12	163	0
\$200,001 - \$250,000	15.79%	40	0	11	97	0
\$250,001 and up	13.16%	33	0	13	63	0
Average Closed DOM		40	39	32	73	33
Total Closed Units	100%	40	5	24	7	2
Total Closed Volume		6,422,348	429.03K	3.98M	1.70M	305.00K

December 2018



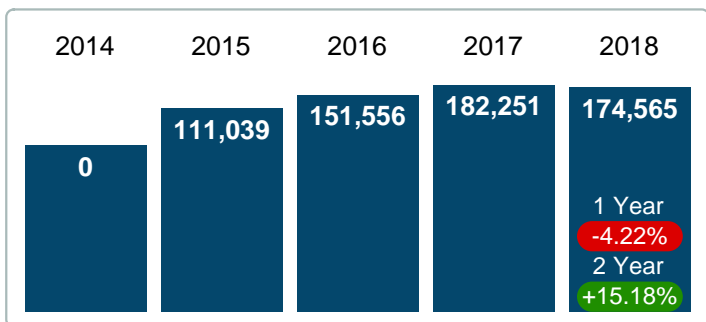
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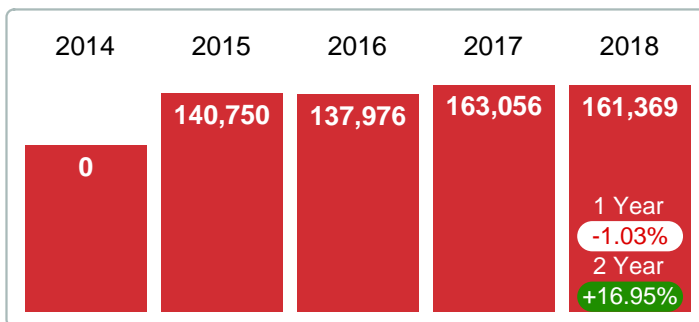
AVERAGE LIST PRICE AT CLOSING

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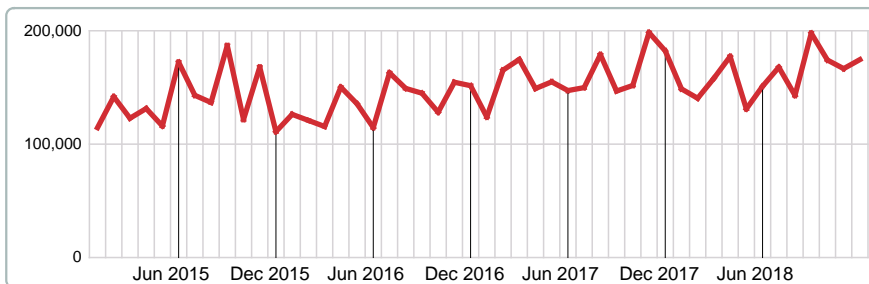
DECEMBER



YEAR TO DATE (YTD)

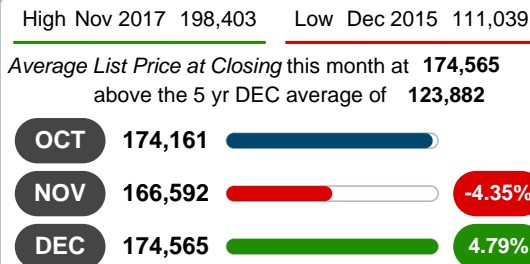


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 123,882



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	2.63%	55,000	97,500	72,450	0	0
\$75,001 - \$75,000	0.00%	0	0	0	0	0
\$75,001 - \$125,000	36.84%	102,771	94,900	112,550	96,950	0
\$125,001 - \$175,000	15.79%	147,150	0	157,133	0	149,950
\$175,001 - \$200,000	15.79%	182,017	0	178,767	196,000	0
\$200,001 - \$250,000	13.16%	222,355	0	233,818	220,750	0
\$250,001 and up	15.79%	342,150	0	302,633	440,000	0
Average List Price		174,565	95,940	172,603	244,486	149,950
Total Closed Units	100%	174,565	5	24	7	2
Total Closed Volume		6,633,473	479.70K	4.14M	1.71M	299.90K

December 2018



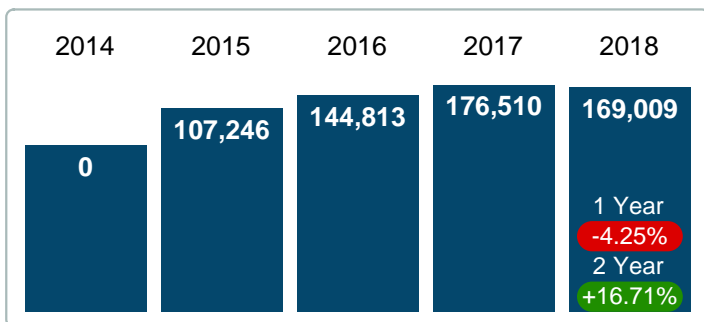
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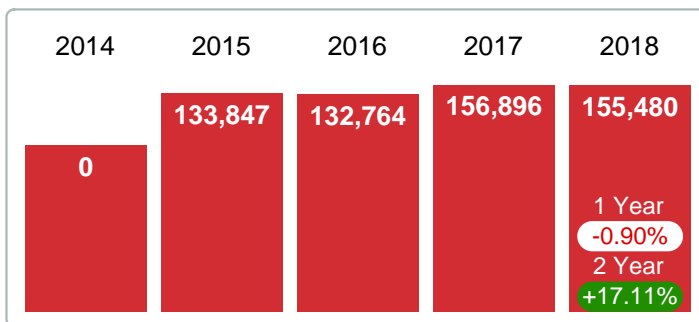
AVERAGE SOLD PRICE AT CLOSING

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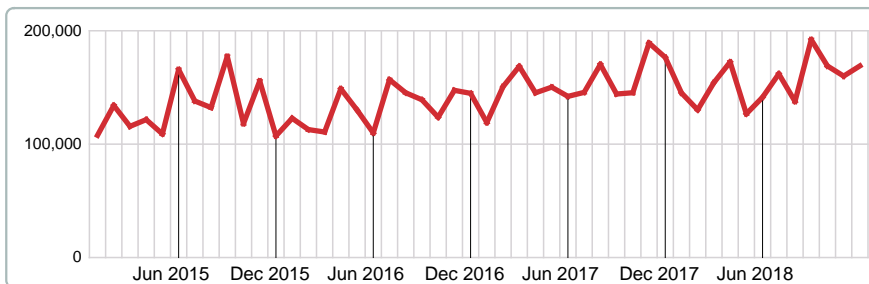
DECEMBER



YEAR TO DATE (YTD)

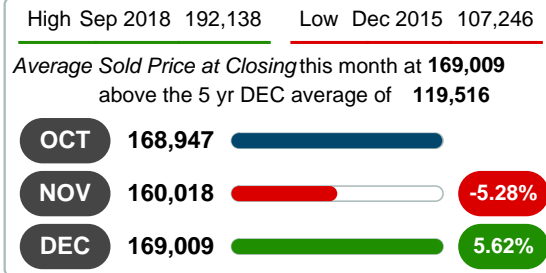


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 119,516



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	10.53%	64,894	74,113	55,675	0	0
\$75,001 - \$75,000	0.00%	0	0	0	0	0
\$75,001 - \$125,000	28.95%	100,655	93,600	106,083	94,950	0
\$125,001 - \$175,000	21.05%	150,313	0	149,583	0	152,500
\$175,001 - \$200,000	10.53%	183,075	0	178,767	196,000	0
\$200,001 - \$250,000	15.79%	224,462	0	227,318	218,750	0
\$250,001 and up	13.16%	354,800	0	297,667	440,500	0
Average Sold Price		169,009	85,805	165,997	243,486	152,500
Total Closed Units	100%	169,009	5	24	7	2
Total Closed Volume		6,422,348	429.03K	3.98M	1.70M	305.00K

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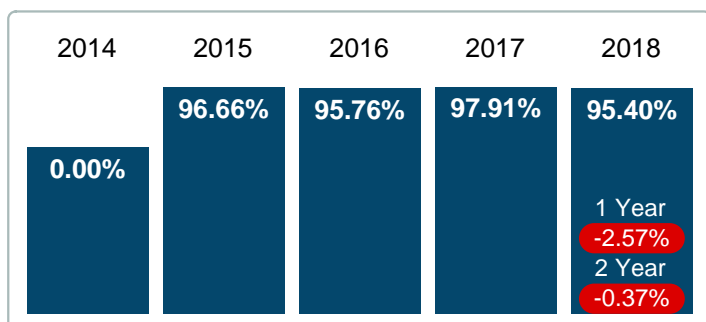
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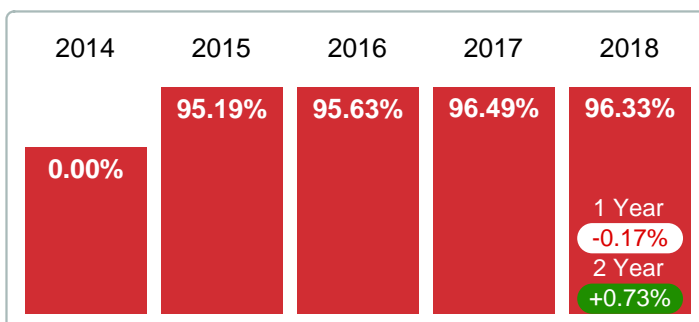
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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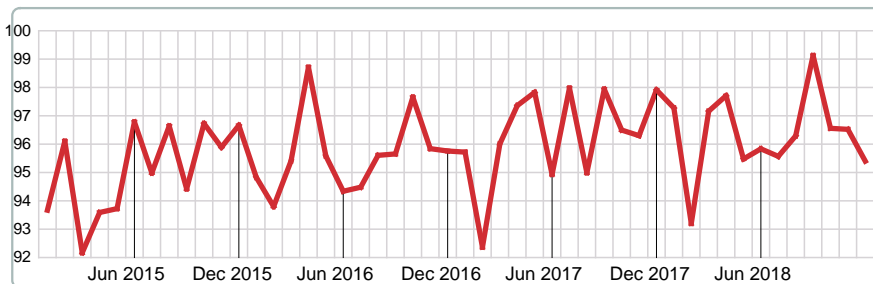
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

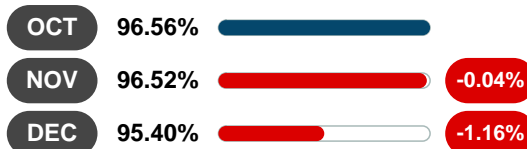


3 MONTHS

5 year DEC AVG = 77.15%

High Sep 2018 99.13% Low Mar 2015 92.17%

Average Sold/List Ratio this month at **95.40%**
above the 5 yr DEC average of **77.15%**



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	4	10.53%	76.81%	76.39%	77.23%	0.00%	0.00%
\$75,001 - \$75,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$75,001 - \$125,000	11	28.95%	96.09%	98.37%	94.29%	98.08%	0.00%
\$125,001 - \$175,000	8	21.05%	97.05%	0.00%	95.45%	0.00%	101.88%
\$175,001 - \$200,000	4	10.53%	100.00%	0.00%	100.00%	100.00%	0.00%
\$200,001 - \$250,000	6	15.79%	98.04%	0.00%	97.53%	99.07%	0.00%
\$250,001 and up	5	13.16%	99.25%	0.00%	98.68%	100.10%	0.00%
Average Sold/List Ratio		95.40%		89.58%	94.96%	99.21%	101.88%
Total Closed Units		38	100%	5	24	7	2
Total Closed Volume		6,422,348		429.03K	3.98M	1.70M	305.00K

December 2018



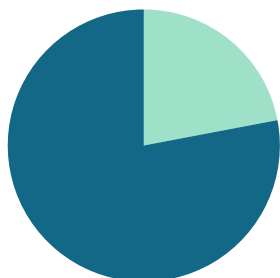
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MARKET SUMMARY

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INVENTORY

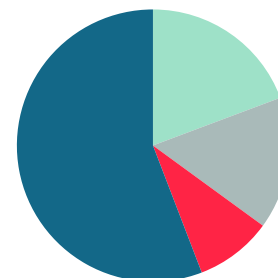


Inventory
 New Listings
35 = 22.01%
 Start Inventory
124
 Total Inventory Units
159
 Volume
\$37,470,988

Market Activity

Closed Sales
38 = 19.29%
 Pending Sales
31 = 15.74%
 Other Off Market
18 = 9.14%
 Active Inventory
110 = 55.84%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	41	38	-7.32%	351	472	34.47%
Pending Sales	25	31	24.00%	362	483	33.43%
New Listings	36	35	-2.78%	528	678	28.41%
Average List Price	182,251	174,565	-4.22%	163,056	161,369	-1.03%
Average Sale Price	176,510	169,009	-4.25%	156,896	155,480	-0.90%
Average Percent of Selling Price to List Price	97.91%	95.40%	-2.57%	96.49%	96.33%	-0.17%
Average Days on Market to Sale	36.34	40.39	11.15%	56.58	43.59	-22.95%
Monthly Inventory	156	110	-29.49%	156	110	-29.49%
Months Supply of Inventory	5.33	2.80	-47.56%	5.33	2.80	-47.56%

Absorption: Last 12 months, an Average of **39** Sales/Month

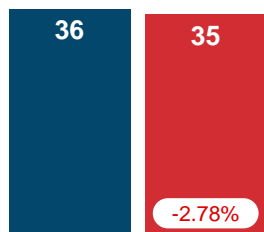
Inventory on December 31, 2018 = **110**

2017 **2018**

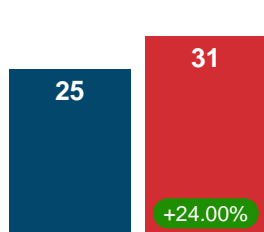
DECEMBER MARKET

AVERAGE PRICES

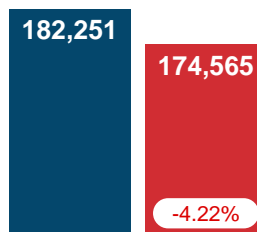
New Listings



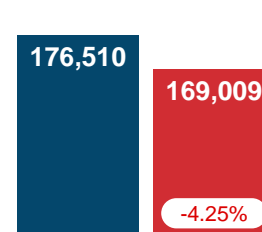
Pending Listings



List Price



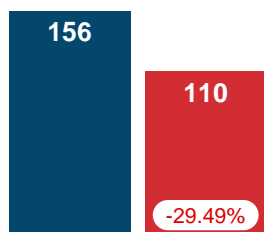
Sale Price



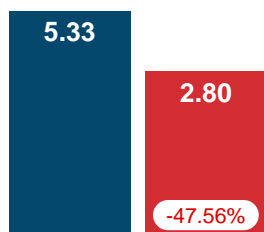
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

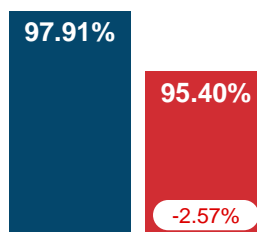
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

