

August 2019



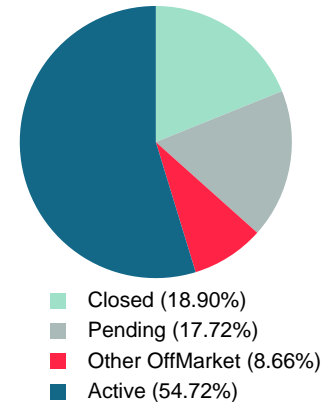
Area Delimited by County Of Bryan - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 20, 2023 for MLS Technology Inc.

Compared Metrics	2018	August 2019	+/-%
Closed Listings	37	48	29.73%
Pending Listings	42	45	7.14%
New Listings	62	55	-11.29%
Average List Price	142,972	185,590	29.81%
Average Sale Price	137,672	179,639	30.48%
Average Percent of Selling Price to List Price	96.29%	96.79%	0.52%
Average Days on Market to Sale	34.73	29.92	-13.86%
End of Month Inventory	160	139	-13.13%
Months Supply of Inventory	4.28	3.51	-17.88%



Absorption: Last 12 months, an Average of **40** Sales/Month
Active Inventory as of August 31, 2019 = **139**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2019 decreased **13.13%** to 139 existing homes available for sale. Over the last 12 months this area has had an average of 40 closed sales per month. This represents an unsold inventory index of **3.51** 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 **30.48%** in August 2019 to \$179,639 versus the previous year at \$137,672.

Average Days on Market Shortens

The average number of **29.92** days that homes spent on the market before selling decreased by 4.81 days or **13.86%** in August 2019 compared to last year's same month at **34.73** DOM.

Sales Success for August 2019 is Positive

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

There were 55 New Listings in August 2019, down **11.29%** from last year at 62. Furthermore, there were 48 Closed Listings this month versus last year at 37, a **29.73%** increase.

Closed versus Listed trends yielded a **87.3%** ratio, up from previous year's, August 2018, at **59.7%**, a **46.24%** 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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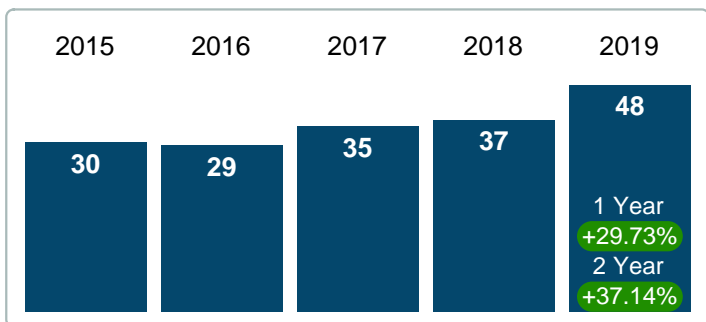
Area Delimited by County Of Bryan - Residential Property Type



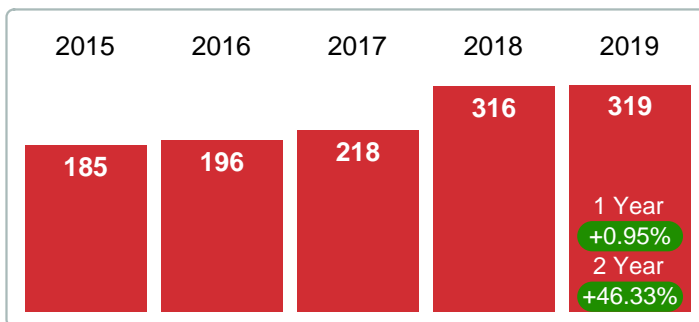
CLOSED LISTINGS

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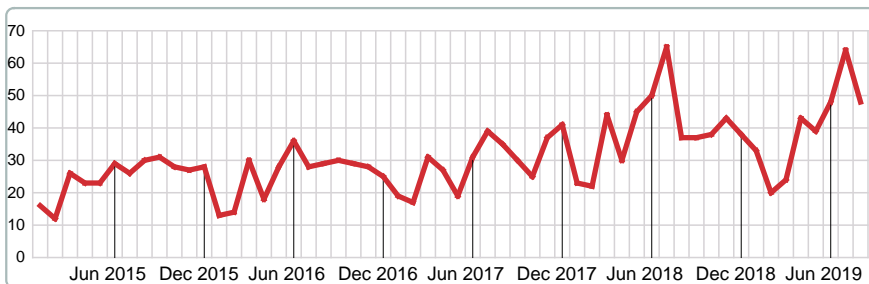
AUGUST



YEAR TO DATE (YTD)

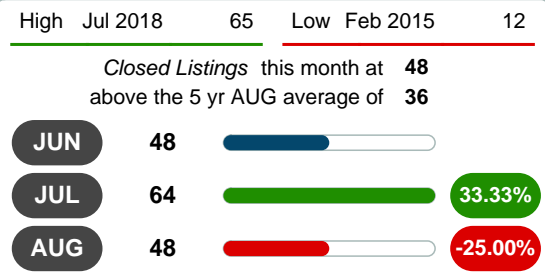


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 36



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	8.33%	49.8	1	3	0	0
\$75,001 - \$100,000	5	10.42%	20.8	1	4	0	0
\$100,001 - \$125,000	4	8.33%	28.8	0	4	0	0
\$125,001 - \$175,000	17	35.42%	9.5	0	14	3	0
\$175,001 - \$225,000	6	12.50%	21.0	0	4	2	0
\$225,001 - \$325,000	6	12.50%	59.2	0	4	2	0
\$325,001 and up	6	12.50%	62.5	0	4	1	1
Total Closed Units	48			2	37	8	1
Total Closed Volume	8,622,650	100%	29.9	169.50K	6.33M	1.67M	460.00K
Average Closed Price	\$179,639			\$84,750	\$171,004	\$208,250	\$460,000

August 2019



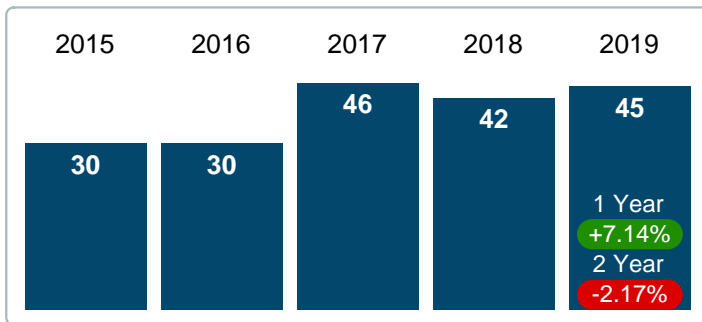
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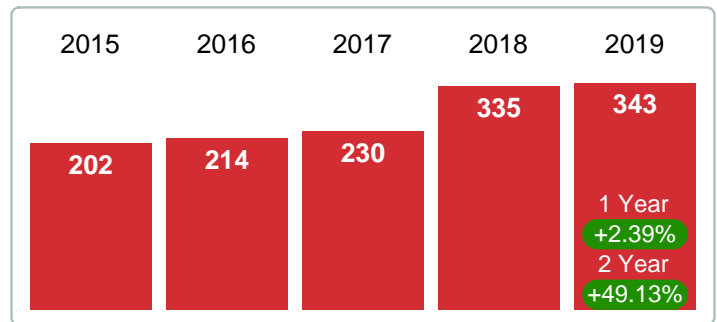
PENDING LISTINGS

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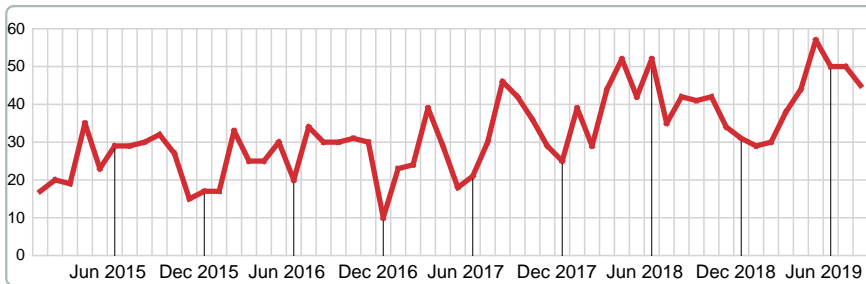
AUGUST



YEAR TO DATE (YTD)

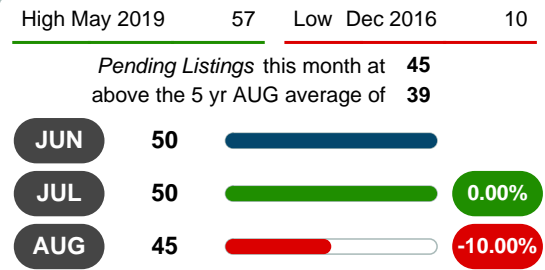


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG 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
\$75,000 and less	2	4.44%	94.0	0	1	0	1
\$75,001 - \$125,000	8	17.78%	29.9	0	7	0	1
\$125,001 - \$150,000	6	13.33%	35.2	1	4	1	0
\$150,001 - \$175,000	6	13.33%	30.5	0	6	0	0
\$175,001 - \$225,000	12	26.67%	45.8	0	11	1	0
\$225,001 - \$325,000	6	13.33%	75.7	0	5	1	0
\$325,001 and up	5	11.11%	75.8	0	4	1	0
Total Pending Units	45			1	38	4	2
Total Pending Volume	8,484,300	100%	49.0	139.90K	7.23M	947.30K	169.00K
Average Listing Price	\$188,540			\$139,900	\$190,213	\$236,825	\$84,500

August 2019



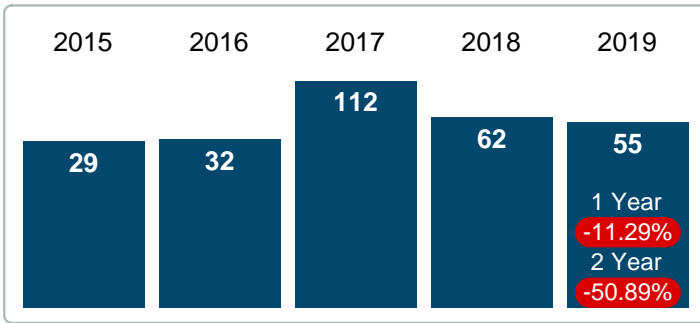
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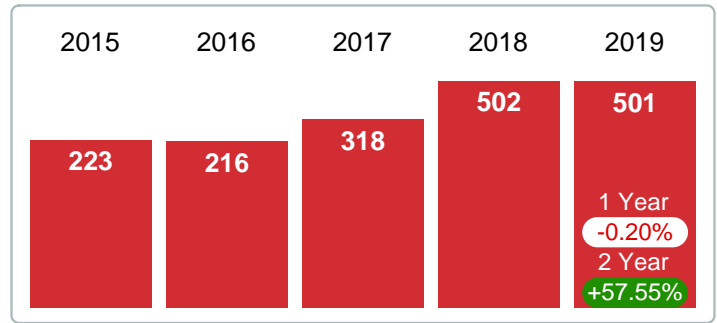
NEW LISTINGS

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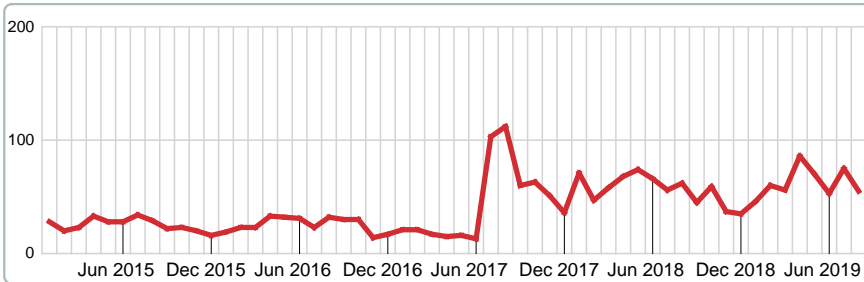
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

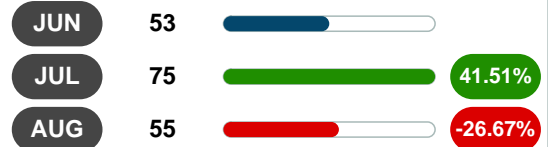


3 MONTHS

5 year AUG AVG = 58

High Aug 2017 112 Low Jun 2017 13

New Listings this month at 55
below the 5 yr AUG average of 58



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	7.27%	3	1	0	0
\$75,001 - \$125,000	8	14.55%	0	6	1	1
\$125,001 - \$150,000	6	10.91%	2	4	0	0
\$150,001 - \$200,000	15	27.27%	0	13	2	0
\$200,001 - \$225,000	6	10.91%	0	6	0	0
\$225,001 - \$575,000	10	18.18%	1	5	4	0
\$575,001 and up	6	10.91%	0	3	2	1
Total New Listed Units	55		6	38	9	2
Total New Listed Volume	14,268,200	100%	680.80K	8.47M	2.82M	2.29M
Average New Listed Listing Price	\$180,484		\$113,467	\$222,911	\$313,811	\$1,146,250

August 2019



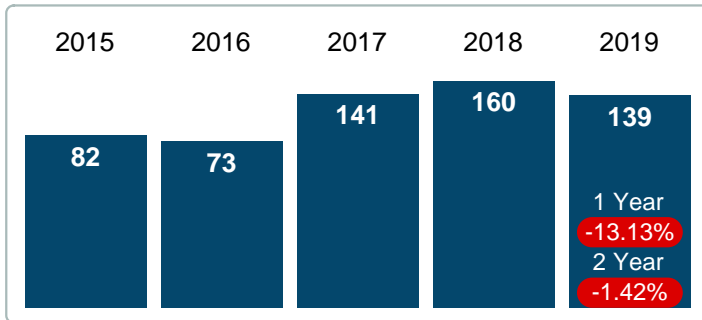
Area Delimited by County Of Bryan - Residential Property Type



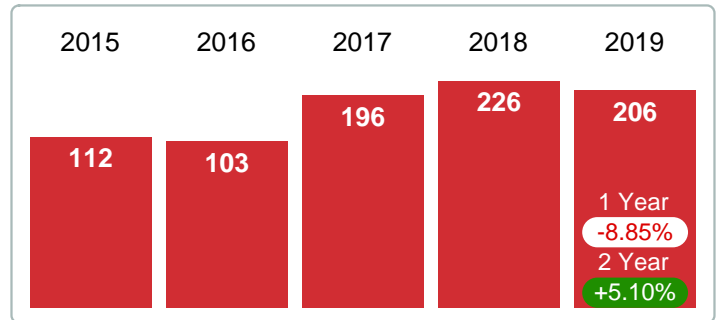
ACTIVE INVENTORY

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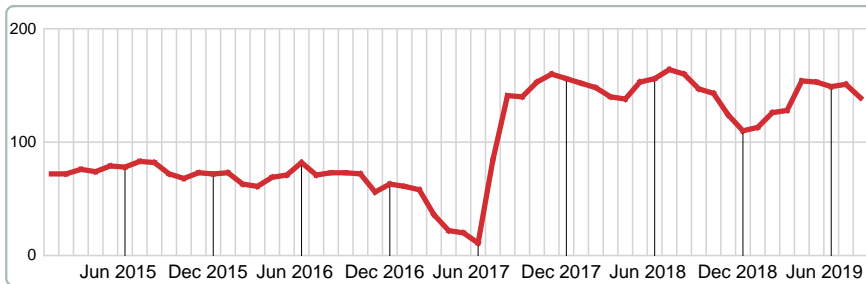
END OF AUGUST



ACTIVE DURING AUGUST

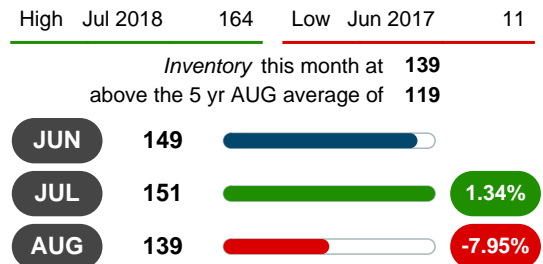


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 119



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	5.04%	100.4	5	1	1	0
\$50,001 - \$100,000	20	14.39%	63.8	4	12	2	2
\$100,001 - \$150,000	21	15.11%	57.7	2	16	3	0
\$150,001 - \$225,000	32	23.02%	63.8	4	21	7	0
\$225,001 - \$325,000	25	17.99%	71.6	2	11	10	2
\$325,001 - \$575,000	19	13.67%	106.4	0	6	6	7
\$575,001 and up	15	10.79%	58.8	0	6	5	4
Total Active Inventory by Units	139			17	73	34	15
Total Active Inventory by Volume	37,552,743	100%	71.4	1.92M	16.32M	10.50M	8.81M
Average Active Inventory Listing Price	\$270,164			\$112,747	\$223,627	\$308,917	\$587,207

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Area Delimited by County Of Bryan - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 20, 2023 for MLS Technology Inc.

MSI FOR AUGUST

2015	2016	2017	2018	2019

INDICATORS FOR AUGUST 2019

Inventory	Closed	Absorption	MSI	MSI %
139	0	0	inf	0.000%
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = inf

High Aug 2019	inf	Low Aug 2019	inf
Months Supply this month at inf equal to 5 yr AUG average of inf			
JUN	inf		%
JUL	inf		%
AUG	inf		%

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7		5.04%	3.23	5.45	0.86	12.00	0.00	
\$50,001 - \$100,000	20		14.39%	3.38	2.29	3.51	2.67	0.00	
\$100,001 - \$150,000	21		15.11%	2.52	3.43	2.49	2.57	0.00	
\$150,001 - \$225,000	32		23.02%	2.05	24.00	1.83	1.91	0.00	
\$225,001 - \$325,000	25		17.99%	5.00	24.00	3.88	6.67	3.43	
\$325,001 - \$575,000	19		13.67%	9.12	0.00	8.00	5.54	28.00	
\$575,001 and up	15		10.79%	30.00	0.00	36.00	20.00	48.00	
Market Supply of Inventory (MSI)		3.51			4.86	2.78	4.00	11.25	
Total Active Inventory by Units		139	100%	3.51	17	73	34	15	

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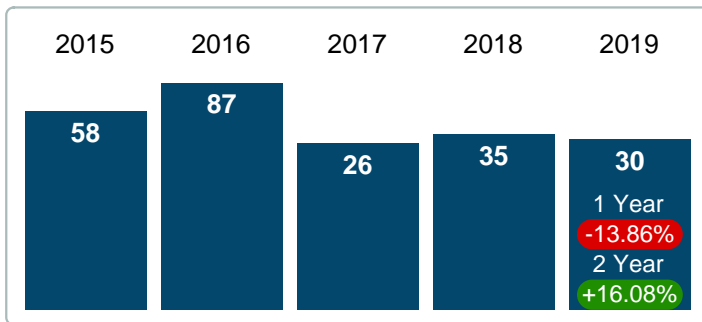
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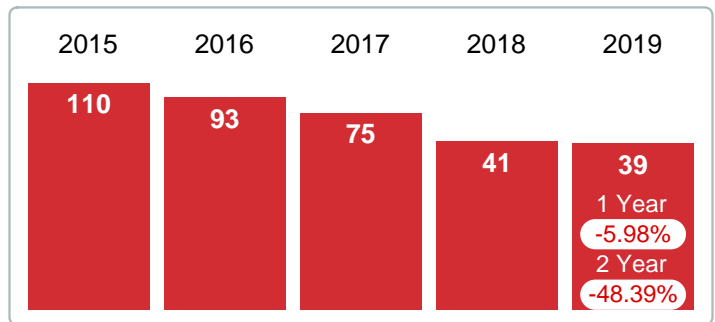
AVERAGE DAYS ON MARKET TO SALE

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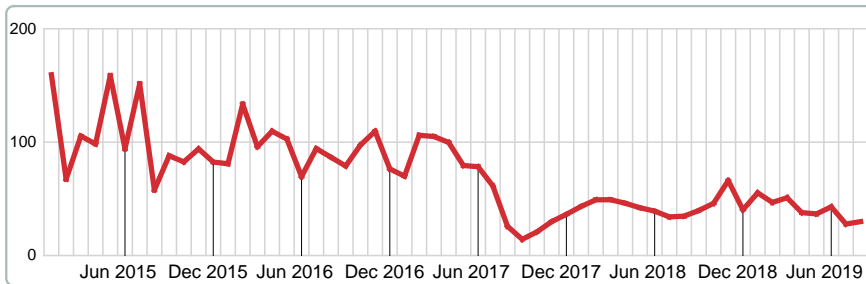
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 47

High Jan 2015 159 Low Sep 2017 14

Average Days on Market to Sale this month at 30 below the 5 yr AUG 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	8.33%	50	84	38	0	0
\$75,001 - \$100,000	10.42%	21	7	24	0	0
\$100,001 - \$125,000	8.33%	29	0	29	0	0
\$125,001 - \$175,000	35.42%	10	0	8	17	0
\$175,001 - \$225,000	12.50%	21	0	19	25	0
\$225,001 - \$325,000	12.50%	59	0	61	55	0
\$325,001 and up	12.50%	63	0	68	99	6
Average Closed DOM		30	46	28	39	6
Total Closed Units	100%	30	2	37	8	1
Total Closed Volume		8,622,650	169.50K	6.33M	1.67M	460.00K

August 2019



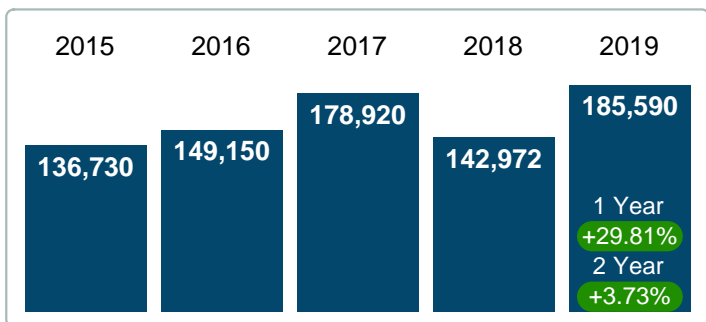
Area Delimited by County Of Bryan - Residential Property Type



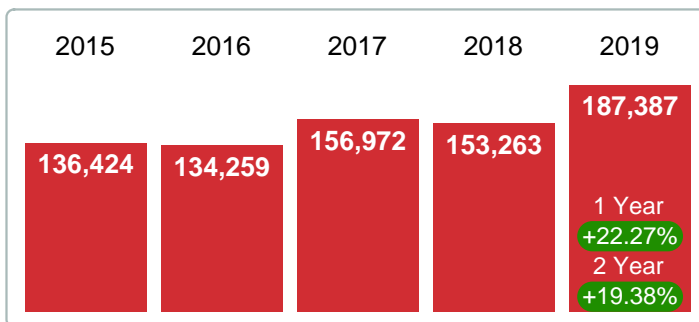
AVERAGE LIST PRICE AT CLOSING

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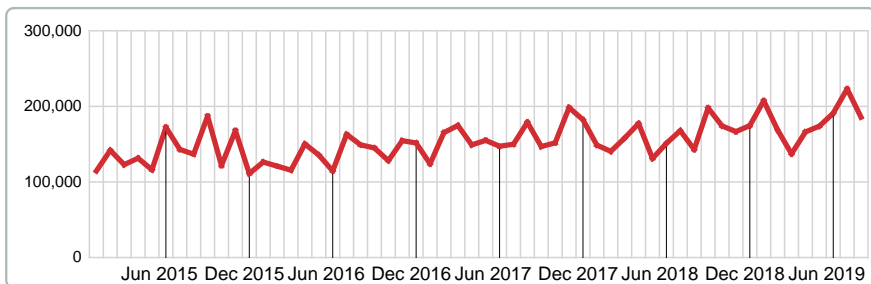
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

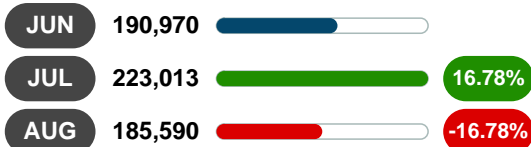


3 MONTHS

5 year AUG AVG = 158,672

High Jul 2019 223,013 Low Dec 2015 111,039

Average List Price at Closing this month at **185,590**
above the 5 yr AUG average of **158,672**



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	6.25%	57,667	78,000	57,667	0	0
\$75,001 - \$100,000	10.42%	88,480	99,900	92,125	0	0
\$100,001 - \$125,000	10.42%	114,660	0	117,325	0	0
\$125,001 - \$175,000	33.33%	156,888	0	157,586	167,667	0
\$175,001 - \$225,000	14.58%	195,743	0	191,200	203,200	0
\$225,001 - \$325,000	12.50%	253,217	0	249,450	260,750	0
\$325,001 and up	12.50%	386,650	0	390,250	339,900	419,000
Average List Price		185,590	88,950	176,773	221,350	419,000
Total Closed Units	100%	185,590	2	37	8	1
Total Closed Volume		8,908,300	177.90K	6.54M	1.77M	419.00K

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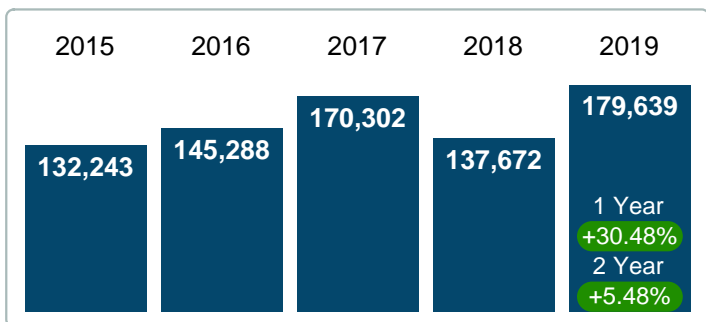
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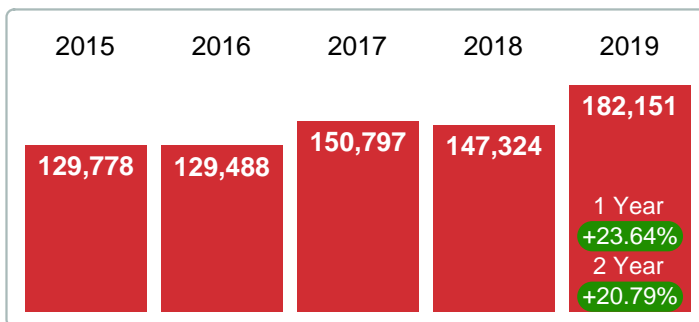
AVERAGE SOLD PRICE AT CLOSING

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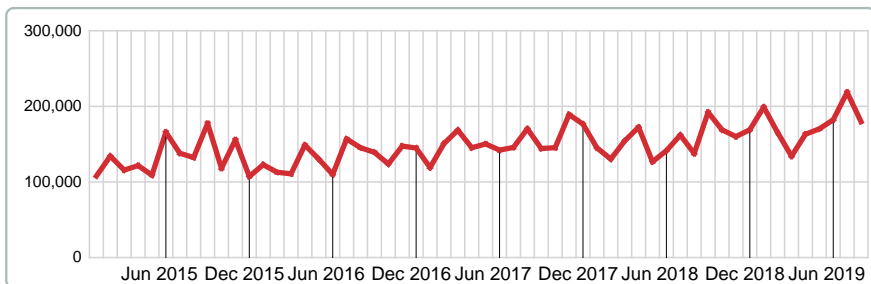
AUGUST



YEAR TO DATE (YTD)

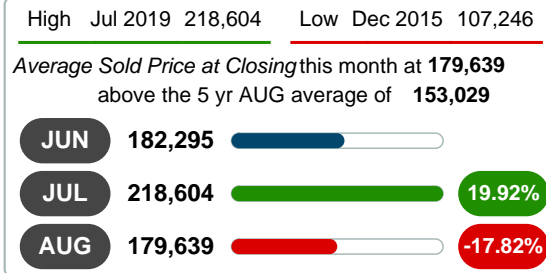


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 153,029



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	8.33%	57,400	71,000	52,867	0	0
\$75,001 - \$100,000	10.42%	91,900	98,500	90,250	0	0
\$100,001 - \$125,000	8.33%	113,500	0	113,500	0	0
\$125,001 - \$175,000	35.42%	154,332	0	154,404	154,000	0
\$175,001 - \$225,000	12.50%	193,917	0	189,500	202,750	0
\$225,001 - \$325,000	12.50%	239,900	0	242,225	235,250	0
\$325,001 and up	12.50%	375,500	0	366,250	328,000	460,000
Average Sold Price		179,639	84,750	171,004	208,250	460,000
Total Closed Units	100%	179,639	2	37	8	1
Total Closed Volume		8,622,650	169.50K	6.33M	1.67M	460.00K

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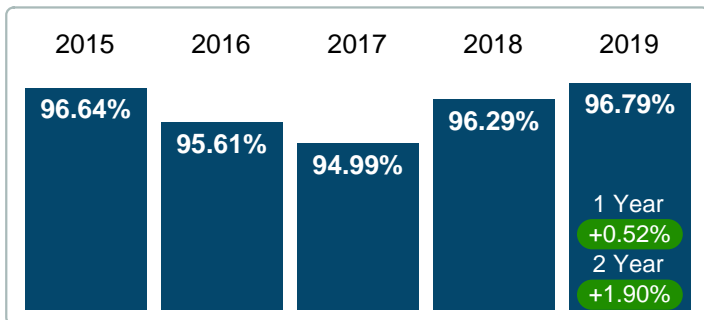
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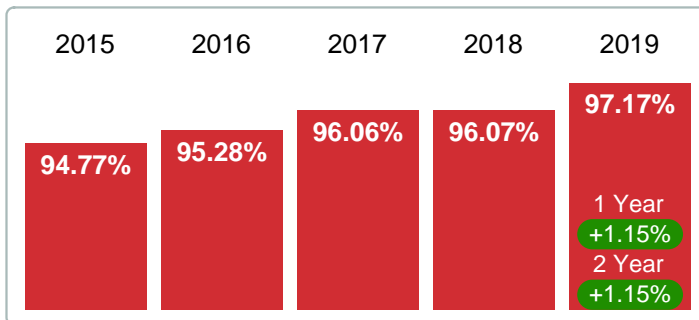
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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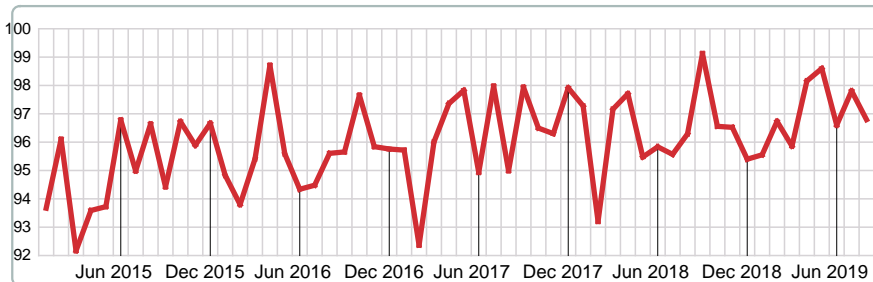
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

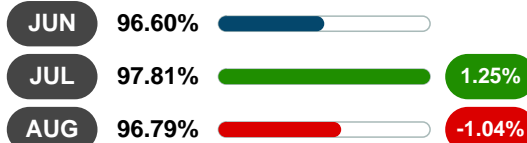


3 MONTHS

5 year AUG AVG = 96.06%

High Sep 2018 99.13% Low Mar 2015 92.17%

Average Sold/List Ratio this month at **96.79%**
above the 5 yr AUG average of **96.06%**



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	8.33%	91.82%	91.03%	92.08%	0.00%	0.00%
\$75,001 - \$100,000	5	10.42%	98.17%	98.60%	98.06%	0.00%	0.00%
\$100,001 - \$125,000	4	8.33%	96.80%	0.00%	96.80%	0.00%	0.00%
\$125,001 - \$175,000	17	35.42%	97.18%	0.00%	98.05%	93.09%	0.00%
\$175,001 - \$225,000	6	12.50%	99.32%	0.00%	99.10%	99.77%	0.00%
\$225,001 - \$325,000	6	12.50%	95.04%	0.00%	97.16%	90.81%	0.00%
\$325,001 and up	6	12.50%	97.09%	0.00%	94.07%	96.50%	109.79%
Average Sold/List Ratio		96.80%		94.81%	97.02%	94.61%	109.79%
Total Closed Units		48	100%	2	37	8	1
Total Closed Volume		8,622,650		169.50K	6.33M	1.67M	460.00K

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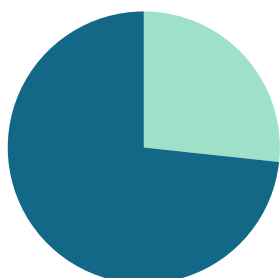
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

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INVENTORY

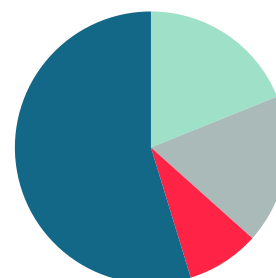


Inventory
 New Listings
55 = 26.70%
 Start Inventory
151
 Total Inventory Units
206
 Volume
\$58,584,243

Market Activity

Closed Sales
48 = 18.90%
 Pending Sales
45 = 17.72%
 Other Off Market
22 = 8.66%
 Active Inventory
139 = 54.72%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	37	48	29.73%	316	319	0.95%
Pending Sales	42	45	7.14%	335	343	2.39%
New Listings	62	55	-11.29%	502	501	-0.20%
Average List Price	142,972	185,590	29.81%	153,263	187,387	22.27%
Average Sale Price	137,672	179,639	30.48%	147,324	182,151	23.64%
Average Percent of Selling Price to List Price	96.29%	96.79%	0.52%	96.07%	97.17%	1.15%
Average Days on Market to Sale	34.73	29.92	-13.86%	41.08	38.62	-5.98%
Monthly Inventory	160	139	-13.13%	160	139	-13.13%
Months Supply of Inventory	4.28	3.51	-17.88%	4.28	3.51	-17.88%

Absorption: Last 12 months, an Average of **40** Sales/Month

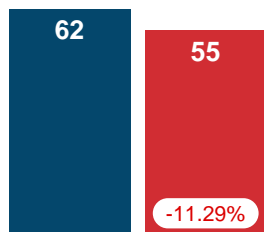
Inventory on August 31, 2019 = **139**

2018 **2019**

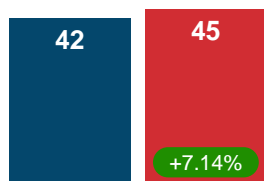
AUGUST MARKET

AVERAGE PRICES

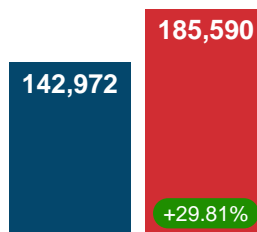
New Listings



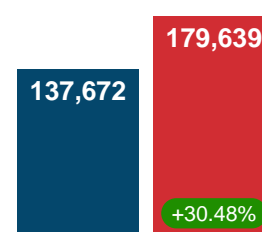
Pending Listings



List Price



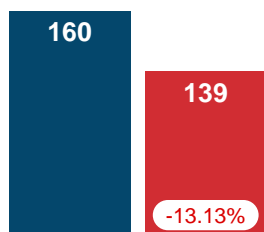
Sale Price



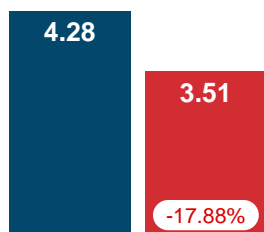
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

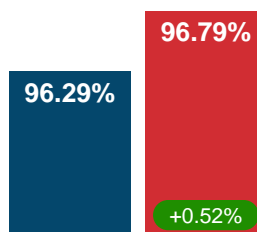
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

