

August 2019



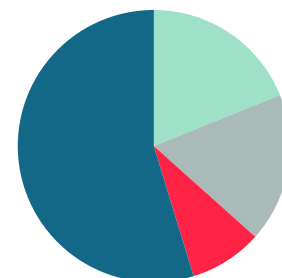
Area Delimited by County Of Bryan - Residential Property Type



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%
Median List Price	145,000	166,000	14.48%
Median Sale Price	141,000	161,000	14.18%
Median Percent of Selling Price to List Price	97.64%	98.47%	0.85%
Median Days on Market to Sale	19.00	9.00	-52.63%
End of Month Inventory	160	139	-13.13%
Months Supply of Inventory	4.28	3.51	-17.88%



■ Closed (18.90%)
■ Pending (17.72%)
■ Other OffMarket (8.66%)
■ Active (54.72%)

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.

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 **14.18%** in August 2019 to \$161,000 versus the previous year at \$141,000.

Median Days on Market Shortens

The median number of **9.00** days that homes spent on the market before selling decreased by 10.00 days or **52.63%** in August 2019 compared to last year's same month at **19.00** DOM.

Sales Success for August 2019 is Positive

Overall, with Median 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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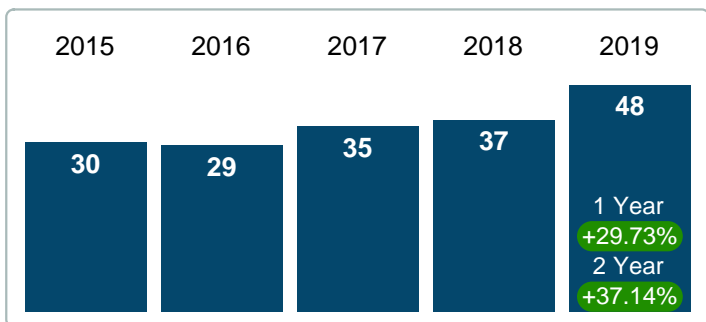
Area Delimited by County Of Bryan - Residential Property Type



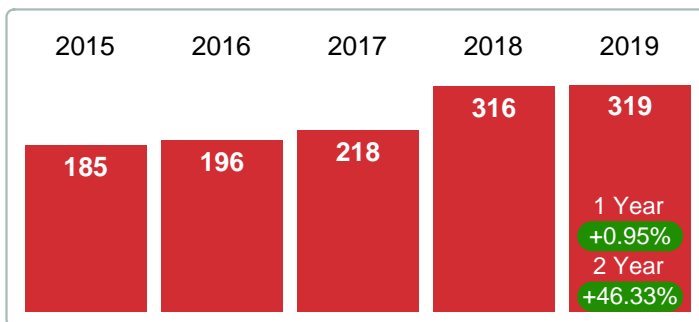
CLOSED LISTINGS

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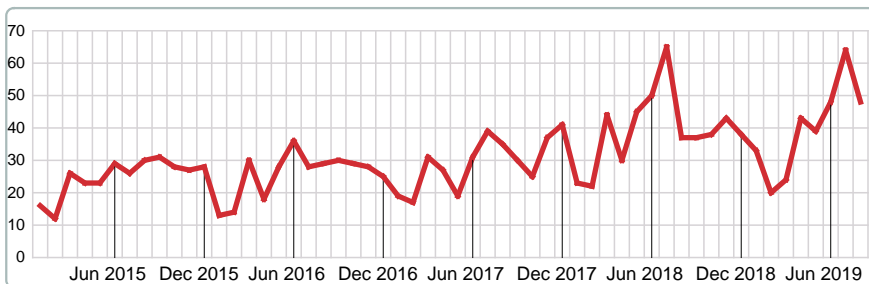
AUGUST



YEAR TO DATE (YTD)

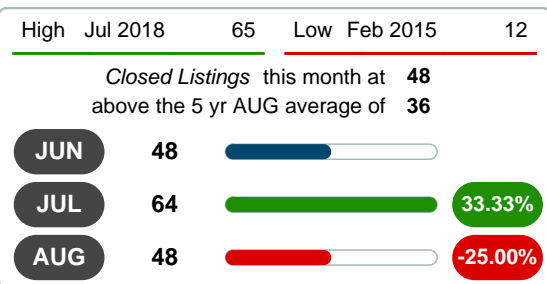


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 36



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	8.33%	55.0	1	3	0	0
\$75,001 - \$100,000	5	10.42%	16.0	1	4	0	0
\$100,001 - \$125,000	4	8.33%	1.5	0	4	0	0
\$125,001 - \$175,000	17	35.42%	5.0	0	14	3	0
\$175,001 - \$225,000	6	12.50%	7.5	0	4	2	0
\$225,001 - \$325,000	6	12.50%	33.0	0	4	2	0
\$325,001 and up	6	12.50%	58.0	0	4	1	1
Total Closed Units	48			2	37	8	1
Total Closed Volume	8,622,650	100%	9.0	169.50K	6.33M	1.67M	460.00K
Median Closed Price	\$161,000			\$84,750	\$159,750	\$202,750	\$460,000

August 2019



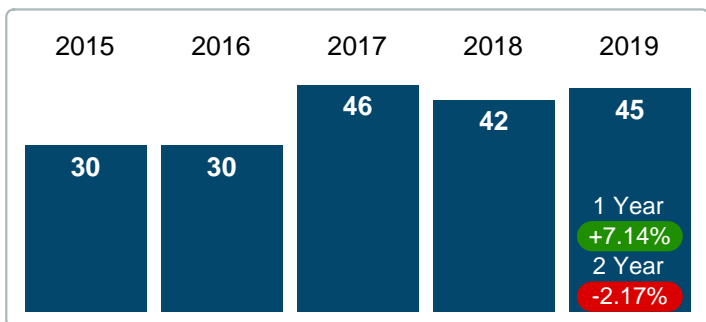
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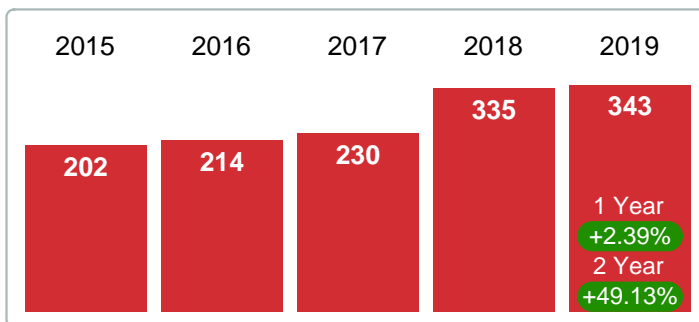
PENDING LISTINGS

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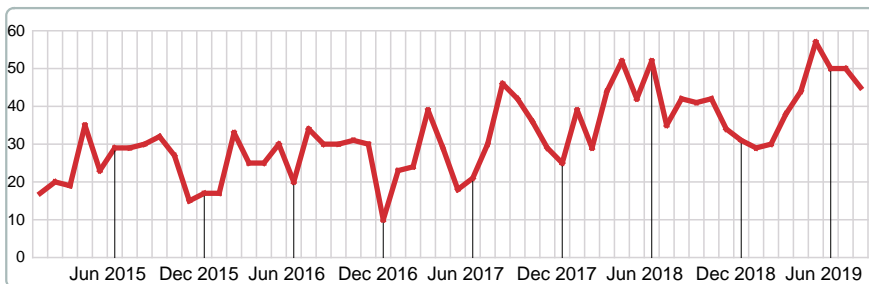
AUGUST



YEAR TO DATE (YTD)

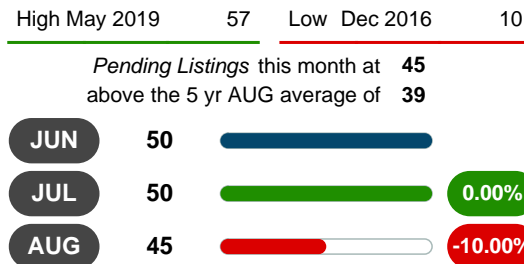


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 39



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	16.0	0	7	0	1
\$125,001 - \$150,000	6	13.33%	35.5	1	4	1	0
\$150,001 - \$175,000	6	13.33%	12.5	0	6	0	0
\$175,001 - \$225,000	12	26.67%	28.0	0	11	1	0
\$225,001 - \$325,000	6	13.33%	76.5	0	5	1	0
\$325,001 and up	5	11.11%	109.0	0	4	1	0
Total Pending Units	45			1	38	4	2
Total Pending Volume	8,484,300	100%	31.0	139.90K	7.23M	947.30K	169.00K
Median Listing Price	\$182,000			\$139,900	\$182,750	\$224,200	\$84,500

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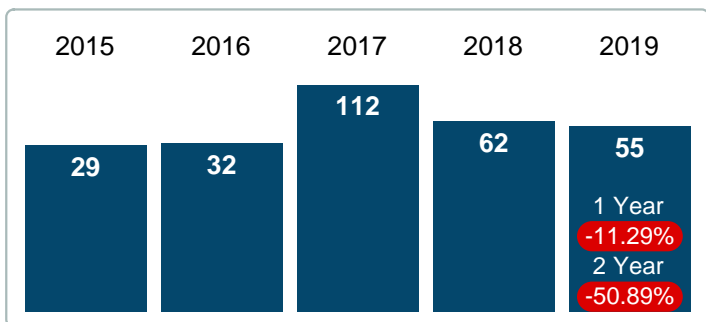
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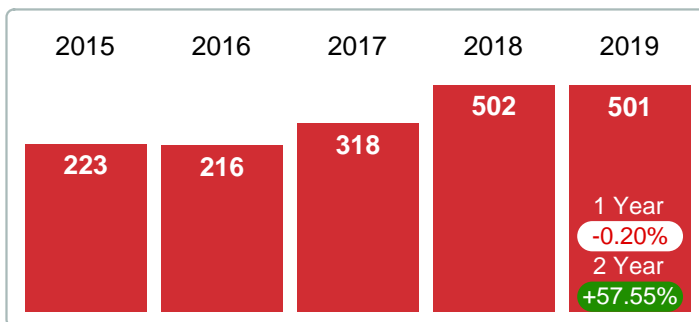
NEW LISTINGS

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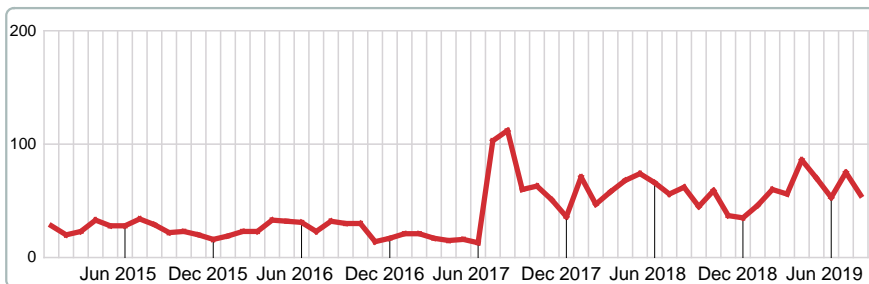
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

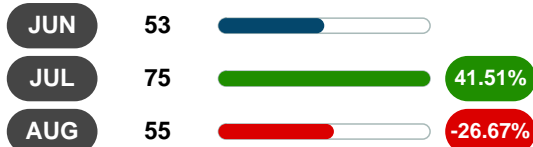


3 MONTHS

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
Median New Listed Listing Price	\$182,000		\$91,950	\$183,000	\$239,900	\$1,146,250

August 2019



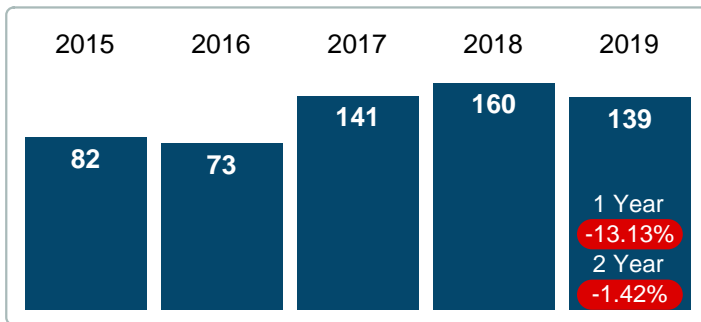
Area Delimited by County Of Bryan - Residential Property Type



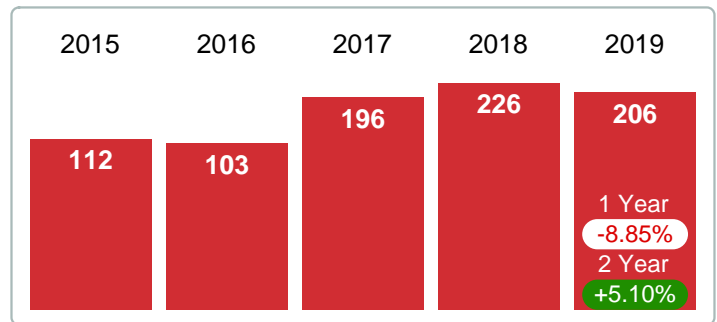
ACTIVE INVENTORY

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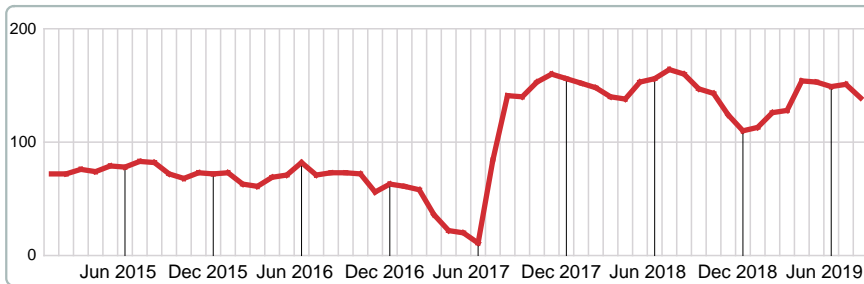
END OF AUGUST



ACTIVE DURING AUGUST

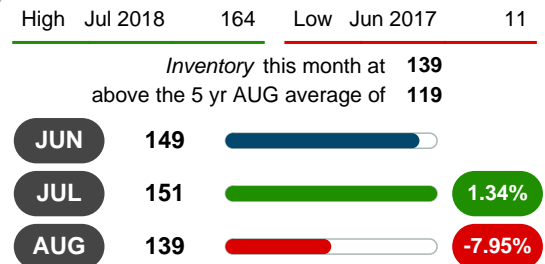


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 119



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	5.04%	117.0	5	1	1	0
\$50,001 - \$100,000	20	14.39%	51.5	4	12	2	2
\$100,001 - \$150,000	21	15.11%	42.0	2	16	3	0
\$150,001 - \$225,000	32	23.02%	45.5	4	21	7	0
\$225,001 - \$325,000	25	17.99%	52.0	2	11	10	2
\$325,001 - \$575,000	19	13.67%	120.0	0	6	6	7
\$575,001 and up	15	10.79%	45.0	0	6	5	4
Total Active Inventory by Units		139		17	73	34	15
Total Active Inventory by Volume		37,552,743	100%	1.92M	16.32M	10.50M	8.81M
Median Active Inventory Listing Price		\$199,900		\$70,500	\$179,900	\$255,950	\$464,000

August 2019



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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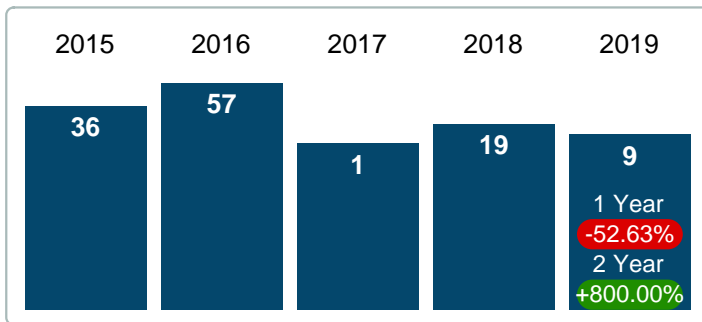
Area Delimited by County Of Bryan - Residential Property Type



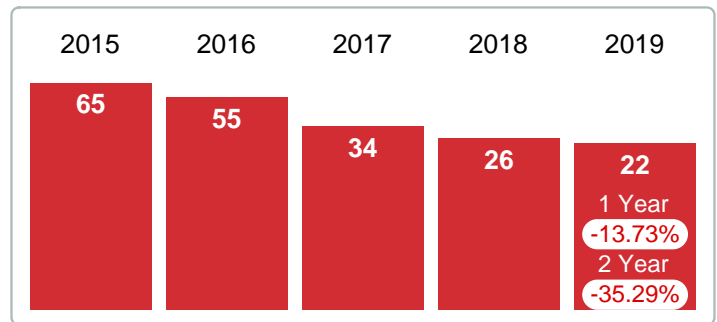
MEDIAN DAYS ON MARKET TO SALE

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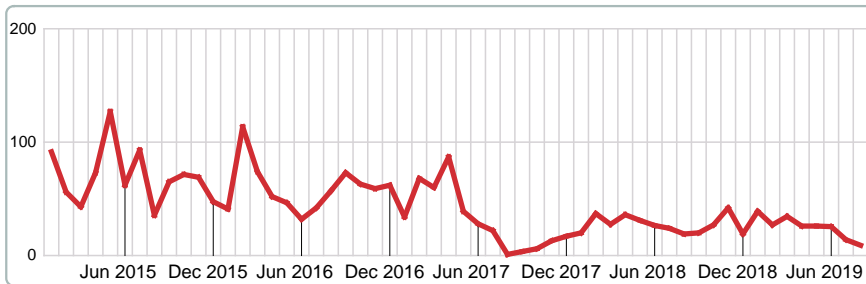
AUGUST



YEAR TO DATE (YTD)

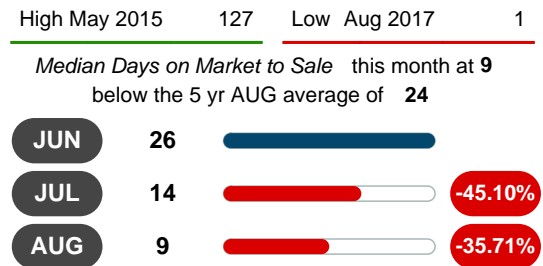


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 24



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
\$75,000 and less	8.33%	55	84	32	0	0
\$75,001 - \$100,000	10.42%	16	7	23	0	0
\$100,001 - \$125,000	8.33%	2	0	2	0	0
\$125,001 - \$175,000	35.42%	5	0	6	5	0
\$175,001 - \$225,000	12.50%	8	0	7	25	0
\$225,001 - \$325,000	12.50%	33	0	33	55	0
\$325,001 and up	12.50%	58	0	58	99	6
Median Closed DOM		9	46	9	25	6
Total Closed Units	100%	9.0	2	37	8	1
Total Closed Volume		8,622,650	169.50K	6.33M	1.67M	460.00K

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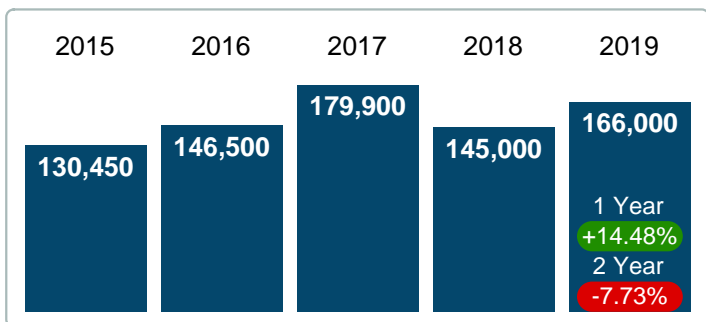
Area Delimited by County Of Bryan - Residential Property Type



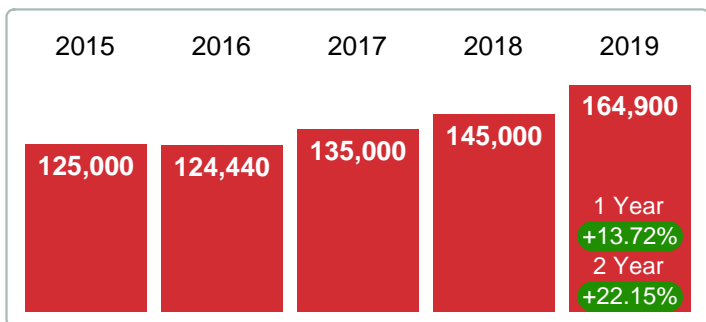
MEDIAN LIST PRICE AT CLOSING

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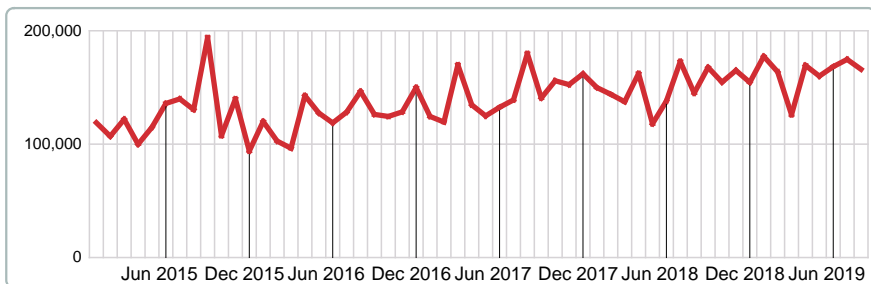
AUGUST



YEAR TO DATE (YTD)

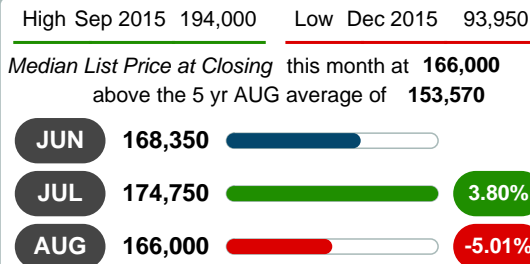


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 153,570



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
\$75,000 and less	6.25%	55,000	0	55,000	0	0
\$75,001 - \$100,000	10.42%	87,500	88,950	87,500	0	0
\$100,001 - \$125,000	10.42%	114,900	0	114,900	0	0
\$125,001 - \$175,000	33.33%	159,900	0	159,900	152,000	0
\$175,001 - \$225,000	14.58%	196,900	0	190,900	199,000	0
\$225,001 - \$325,000	12.50%	250,750	0	249,450	260,750	0
\$325,001 and up	12.50%	386,000	0	391,500	339,900	419,000
Median List Price		166,000	88,950	159,900	204,750	419,000
Total Closed Units	100%	166,000	2	37	8	1
Total Closed Volume		8,908,300	177.90K	6.54M	1.77M	419.00K

August 2019



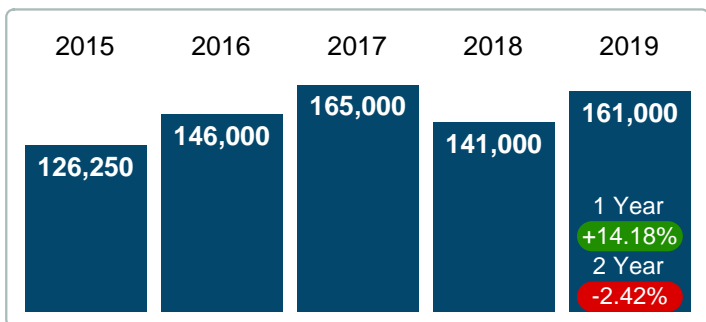
Area Delimited by County Of Bryan - Residential Property Type



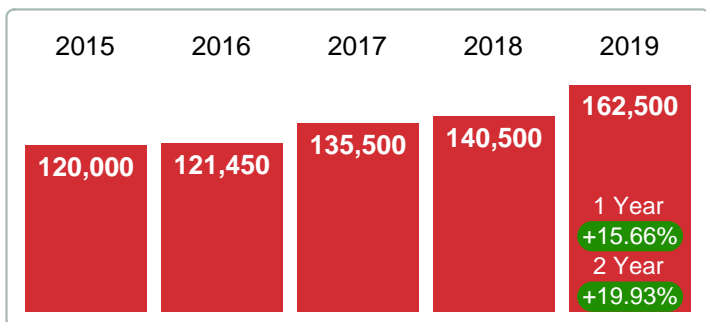
MEDIAN SOLD PRICE AT CLOSING

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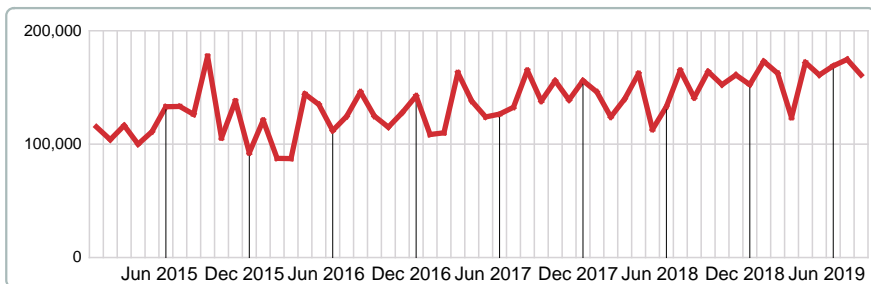
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

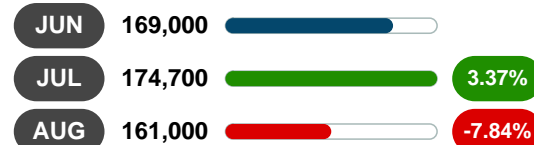


3 MONTHS

5 year AUG AVG = 147,850

High Sep 2015 177,500 Low Mar 2016 87,250

Median Sold Price at Closing this month at **161,000**
above the 5 yr AUG average of **147,850**



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
\$75,000 and less	8.33%	56,800	71,000	53,600	0	0
\$75,001 - \$100,000	10.42%	97,000	98,500	91,000	0	0
\$100,001 - \$125,000	8.33%	112,000	0	112,000	0	0
\$125,001 - \$175,000	35.42%	159,750	0	157,375	160,000	0
\$175,001 - \$225,000	12.50%	195,000	0	188,500	202,750	0
\$225,001 - \$325,000	12.50%	235,000	0	235,000	235,250	0
\$325,001 and up	12.50%	355,000	0	355,000	328,000	460,000
Median Sold Price		161,000	84,750	159,750	202,750	460,000
Total Closed Units	100%	161,000	2	37	8	1
Total Closed Volume		8,622,650	169.50K	6.33M	1.67M	460.00K

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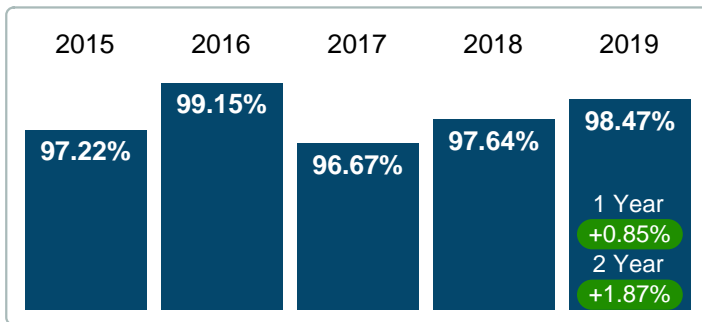
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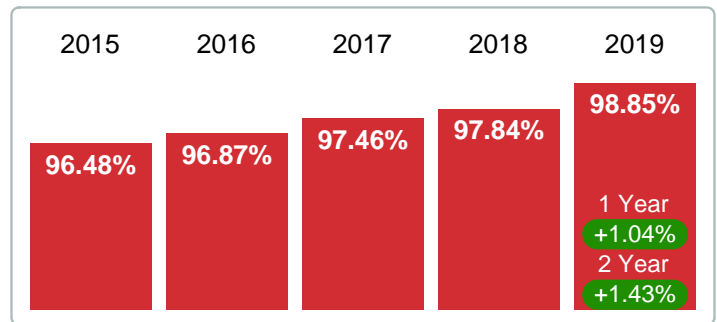
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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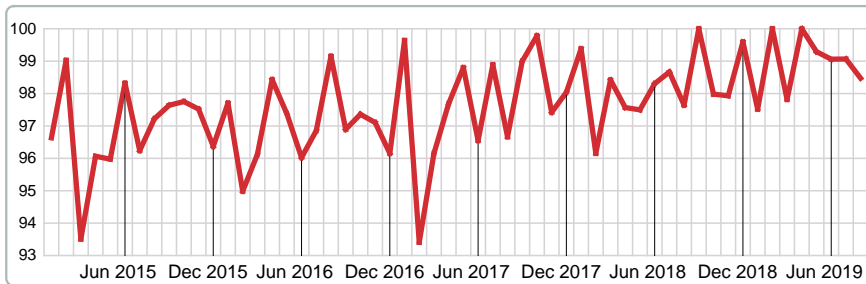
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

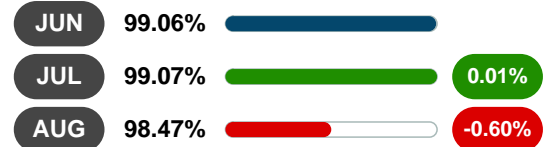


3 MONTHS

5 year AUG AVG = 97.83%

High Apr 2019 100.00% Low Feb 2017 93.41%

Median Sold/List Ratio this month at **98.47%**
equal to 5 yr AUG average of **97.83%**



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
\$75,000 and less	4	8.33%	91.43%	91.03%	91.84%	0.00%	0.00%
\$75,001 - \$100,000	5	10.42%	98.60%	98.60%	97.12%	0.00%	0.00%
\$100,001 - \$125,000	4	8.33%	99.17%	0.00%	99.17%	0.00%	0.00%
\$125,001 - \$175,000	17	35.42%	99.09%	0.00%	99.39%	98.85%	0.00%
\$175,001 - \$225,000	6	12.50%	99.77%	0.00%	99.52%	99.77%	0.00%
\$225,001 - \$325,000	6	12.50%	98.15%	0.00%	98.56%	90.81%	0.00%
\$325,001 and up	6	12.50%	96.65%	0.00%	95.86%	96.50%	109.79%
Median Sold/List Ratio		98.47%		94.81%	97.97%	99.01%	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

August 2019



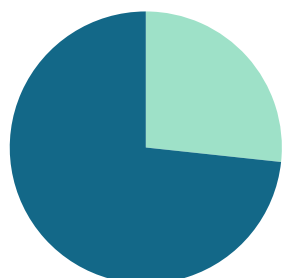
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

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

INVENTORY

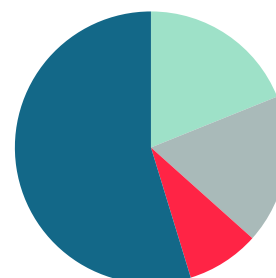


Inventory
 New Listings
55 = 26.70%
 Start Inventory
151
 Total Inventory Units
206
 Volume
\$58,584,243

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%
Median List Price	145,000	166,000	14.48%	145,000	164,900	13.72%
Median Sale Price	141,000	161,000	14.18%	140,500	162,500	15.66%
Median Percent of Selling Price to List Price	97.64%	98.47%	0.85%	97.84%	98.85%	1.04%
Median Days on Market to Sale	19.00	9.00	-52.63%	25.50	22.00	-13.73%
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

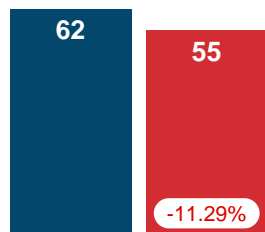
Inventory on August 31, 2019 = **139**

2018 **2019**

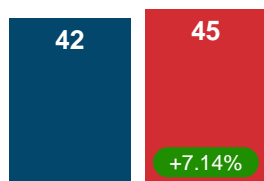
AUGUST MARKET

MEDIAN PRICES

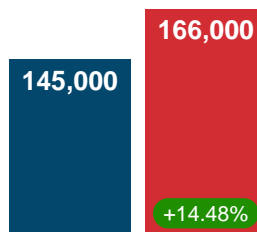
New Listings



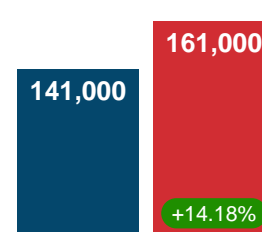
Pending Listings



List Price



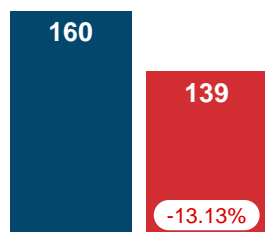
Sale Price



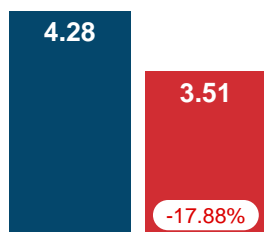
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

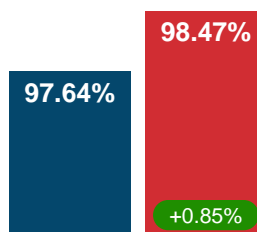
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

