

# July 2019



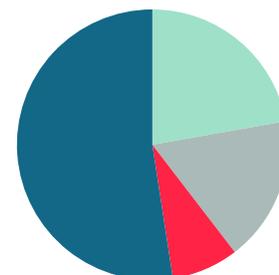
Area Delimited by County Of Bryan - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	July 2019	+/-%
Closed Listings	65	64	-1.54%
Pending Listings	35	50	42.86%
New Listings	56	75	33.93%
Average List Price	167,817	223,013	32.89%
Average Sale Price	161,966	218,604	34.97%
Average Percent of Selling Price to List Price	95.57%	97.81%	2.34%
Average Days on Market to Sale	34.08	27.80	-18.43%
End of Month Inventory	164	151	-7.93%
Months Supply of Inventory	4.40	3.91	-11.30%



■ Closed (22.22%)  
■ Pending (17.36%)  
■ Other OffMarket (7.99%)  
■ Active (52.43%)

**Absorption:** Last 12 months, an Average of **39** Sales/Month  
**Active Inventory** as of July 31, 2019 = **151**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2019 decreased **7.93%** to 151 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 **3.91** 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 **34.97%** in July 2019 to \$218,604 versus the previous year at \$161,966.

#### Average Days on Market Shortens

The average number of **27.80** days that homes spent on the market before selling decreased by 6.28 days or **18.43%** in July 2019 compared to last year's same month at **34.08** DOM.

#### Sales Success for July 2019 is Positive

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

There were 75 New Listings in July 2019, up **33.93%** from last year at 56. Furthermore, there were 64 Closed Listings this month versus last year at 65, a **-1.54%** decrease.

Closed versus Listed trends yielded a **85.3%** ratio, down from previous year's, July 2018, at **116.1%**, a **26.48%** downswing. This will certainly create pressure on a decreasing Monthly Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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

# July 2019



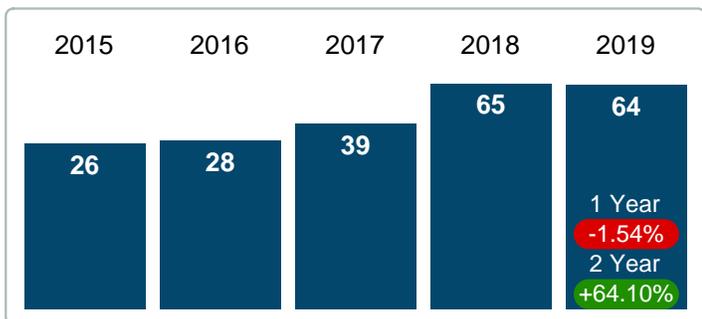
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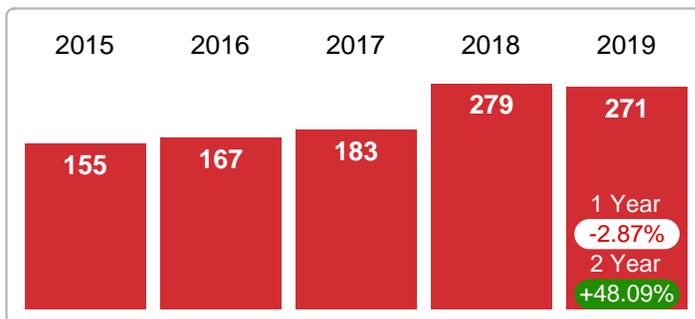
## CLOSED LISTINGS

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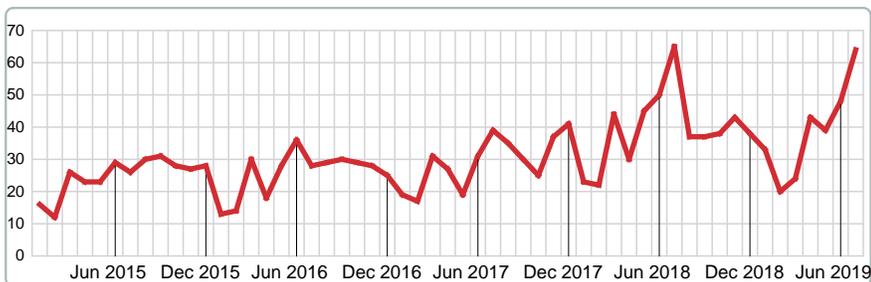
### JULY



### YEAR TO DATE (YTD)

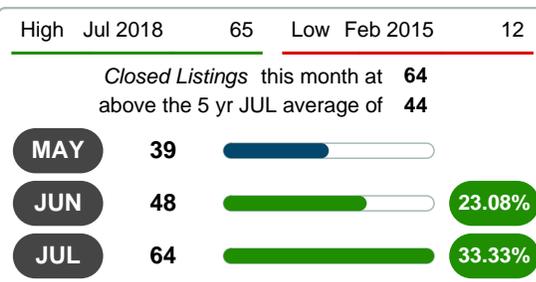


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL 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	5	7.81%	5.2	1	4	0	0
\$75,001 - \$100,000	5	7.81%	11.8	1	4	0	0
\$100,001 - \$150,000	13	20.31%	26.5	4	8	1	0
\$150,001 - \$200,000	16	25.00%	17.8	0	13	2	1
\$200,001 - \$225,000	9	14.06%	33.9	0	7	2	0
\$225,001 - \$375,000	9	14.06%	44.3	0	4	4	1
\$375,001 and up	7	10.94%	51.6	0	0	6	1
<b>Total Closed Units</b>	<b>64</b>			<b>6</b>	<b>40</b>	<b>15</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>13,990,630</b>	<b>100%</b>	<b>27.8</b>	<b>587.50K</b>	<b>6.33M</b>	<b>6.14M</b>	<b>934.00K</b>
<b>Average Closed Price</b>	<b>\$218,604</b>			<b>\$97,917</b>	<b>\$158,191</b>	<b>\$409,433</b>	<b>\$311,333</b>

# July 2019



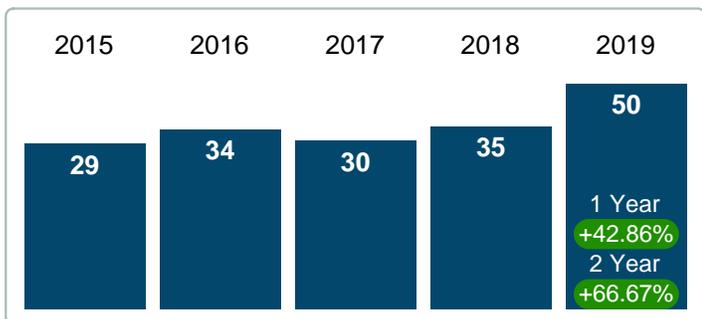
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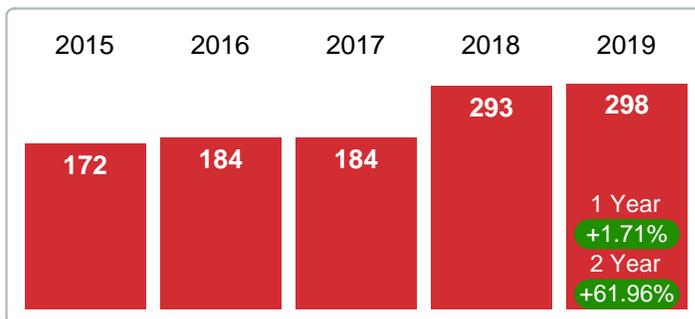
## PENDING LISTINGS

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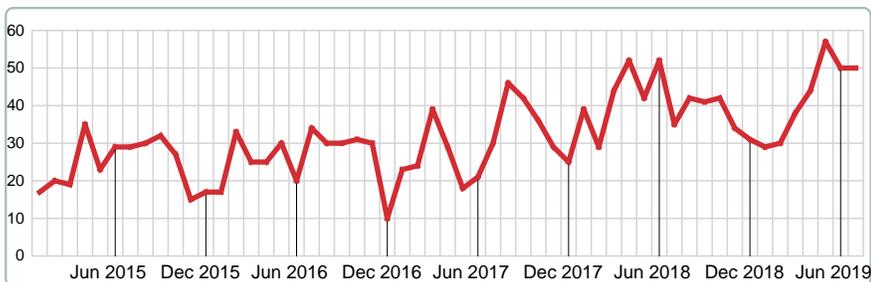
### JULY



### YEAR TO DATE (YTD)

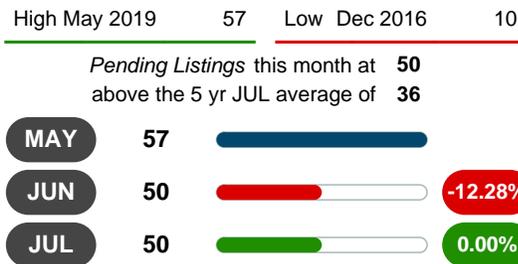


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 36



### 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	5	10.00%	35.2	1	4	0	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$125,000	10	20.00%	22.0	2	8	0	0
\$125,001 - \$175,000	13	26.00%	7.1	0	11	2	0
\$175,001 - \$250,000	8	16.00%	44.1	0	4	3	1
\$250,001 - \$325,000	7	14.00%	57.0	0	4	3	0
\$325,001 and up	7	14.00%	41.1	1	4	2	0
<b>Total Pending Units</b>	<b>50</b>			<b>4</b>	<b>35</b>	<b>10</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>10,817,680</b>	<b>100%</b>	<b>30.6</b>	<b>612.80K</b>	<b>6.14M</b>	<b>3.88M</b>	<b>179.90K</b>
<b>Average Listing Price</b>	<b>\$216,354</b>			<b>\$153,200</b>	<b>\$175,479</b>	<b>\$388,320</b>	<b>\$179,900</b>

# July 2019



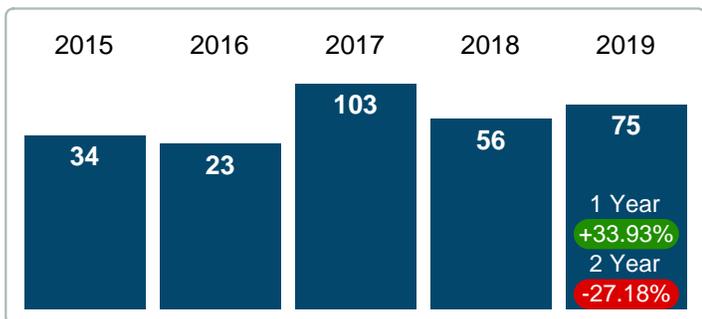
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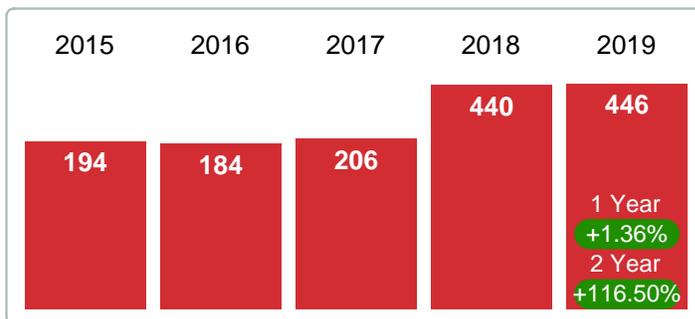
## NEW LISTINGS

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

### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 58

High Aug 2017 112 Low Jun 2017 13

New Listings this month at 75  
above the 5 yr JUL 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	6	8.00%	2	4	0	0
\$75,001 - \$75,000	0	0.00%	0	0	0	0
\$75,001 - \$125,000	17	22.67%	2	13	1	1
\$125,001 - \$175,000	21	28.00%	2	16	3	0
\$175,001 - \$225,000	12	16.00%	0	7	4	1
\$225,001 - \$325,000	11	14.67%	0	7	3	1
\$325,001 and up	8	10.67%	0	3	3	2
<b>Total New Listed Units</b>	<b>75</b>		<b>6</b>	<b>50</b>	<b>14</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>16,647,680</b>	<b>100%</b>	<b>601.30K</b>	<b>8.56M</b>	<b>5.42M</b>	<b>2.07M</b>
<b>Average New Listed Listing Price</b>	<b>\$188,494</b>		<b>\$100,217</b>	<b>\$171,196</b>	<b>\$386,914</b>	<b>\$413,960</b>

# July 2019



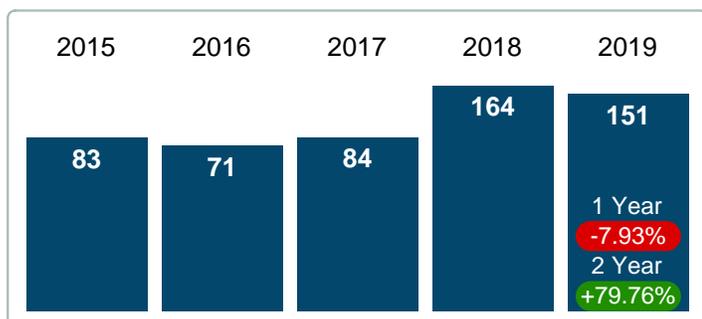
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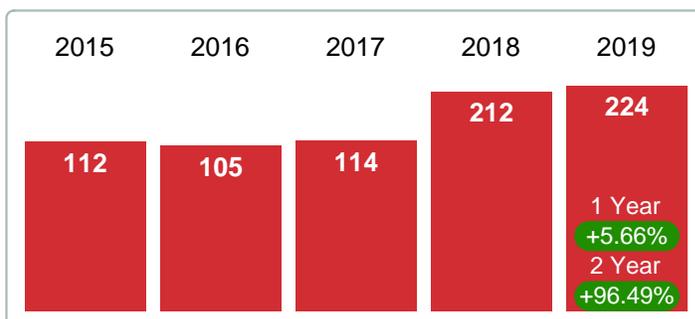
## ACTIVE INVENTORY

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

### END OF JULY



### ACTIVE DURING JULY

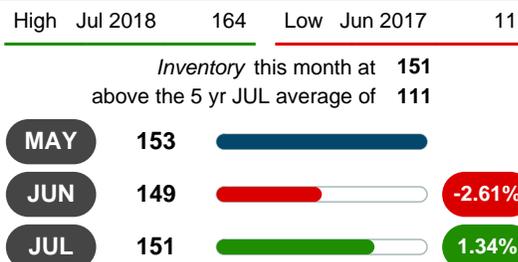


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 111



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	14	9.27%	66.9	6	6	1	1
\$75,001 - \$100,000	15	9.93%	54.3	0	11	2	2
\$100,001 - \$150,000	22	14.57%	64.1	2	16	4	0
\$150,001 - \$225,000	35	23.18%	71.8	4	23	8	0
\$225,001 - \$325,000	29	19.21%	69.7	1	17	9	2
\$325,001 - \$525,000	20	13.25%	98.5	0	6	7	7
\$525,001 and up	16	10.60%	86.6	0	7	5	4
Total Active Inventory by Units	151			13	86	36	16
Total Active Inventory by Volume	44,316,043	100%	73.2	1.49M	23.21M	10.74M	8.88M
Average Active Inventory Listing Price	\$293,484			\$114,677	\$269,839	\$298,319	\$554,975

# July 2019



Area Delimited by County Of Bryan - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

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### MSI FOR JULY

2015	2016	2017	2018	2019

### INDICATORS FOR JULY 2019

Inventory	Closed	Absorption	MSI	MSI %
151	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 JUL AVG = inf

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

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	14	9.27%	2.71	3.00	2.32	1.71	0.00
\$75,001 - \$100,000	15	9.93%	4.74	0.00	6.00	3.43	0.00
\$100,001 - \$150,000	22	14.57%	2.64	3.43	2.46	3.69	0.00
\$150,001 - \$225,000	35	23.18%	2.32	24.00	2.12	2.09	0.00
\$225,001 - \$325,000	29	19.21%	6.11	12.00	6.38	6.75	3.00
\$325,001 - \$525,000	20	13.25%	12.63	0.00	18.00	6.46	42.00
\$525,001 and up	16	10.60%	27.43	0.00	28.00	20.00	48.00
Market Supply of Inventory (MSI)			3.91	3.63	3.44	4.11	12.00
Total Active Inventory by Units		100%	3.91	13	86	36	16

# July 2019



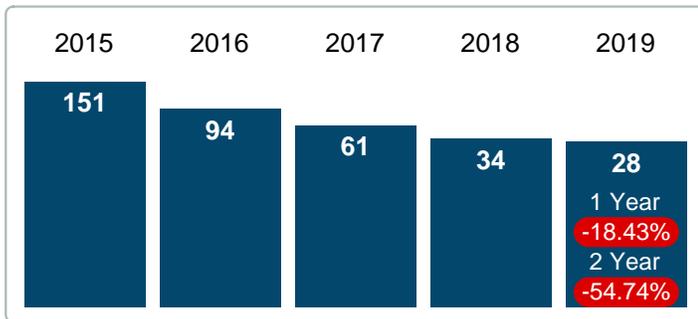
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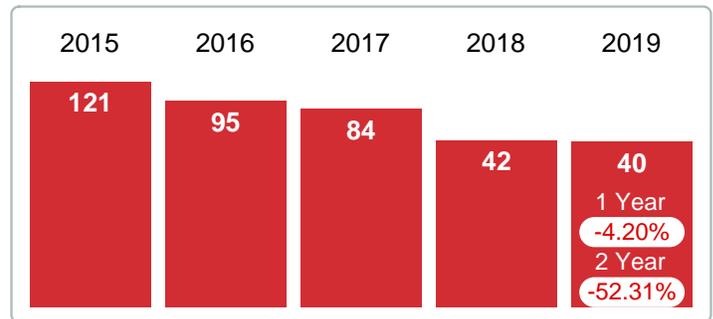
## AVERAGE DAYS ON MARKET TO SALE

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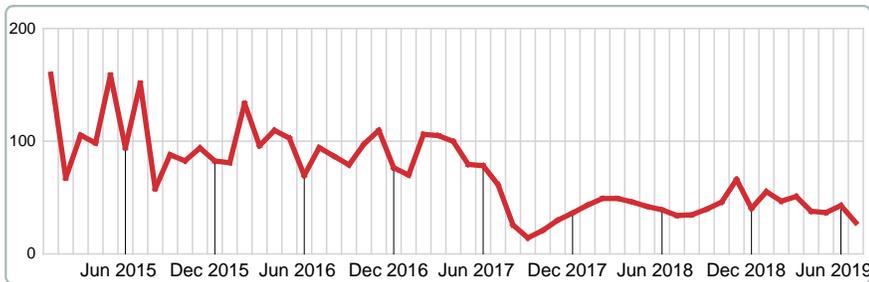
### JULY



### YEAR TO DATE (YTD)

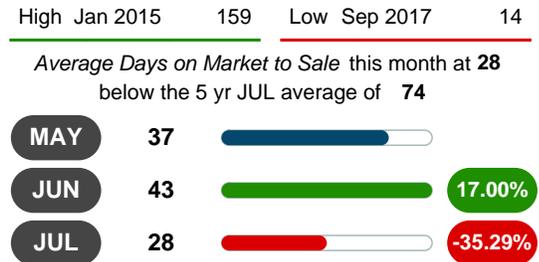


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 74



### 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	7.81%	5	2	6	0	0
\$75,001 - \$100,000	7.81%	12	9	13	0	0
\$100,001 - \$150,000	20.31%	26	50	18	3	0
\$150,001 - \$200,000	25.00%	18	0	19	20	2
\$200,001 - \$225,000	14.06%	34	0	22	75	0
\$225,001 - \$375,000	14.06%	44	0	54	45	4
\$375,001 and up	10.94%	52	0	0	54	40
Average Closed DOM		28	35	21	46	15
Total Closed Units	100%	28	6	40	15	3
Total Closed Volume		13,990,630	587.50K	6.33M	6.14M	934.00K

# July 2019



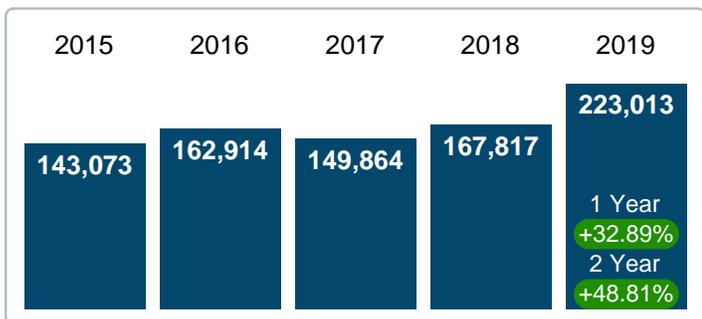
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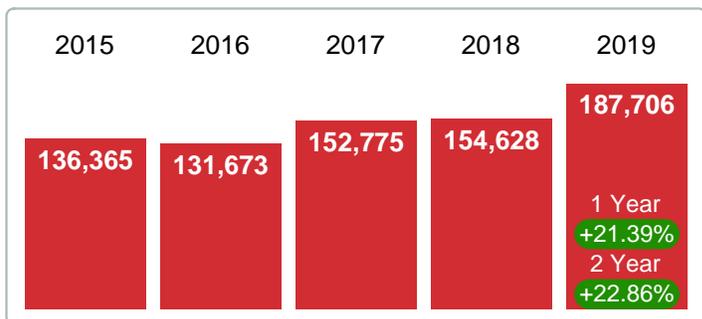
## AVERAGE LIST PRICE AT CLOSING

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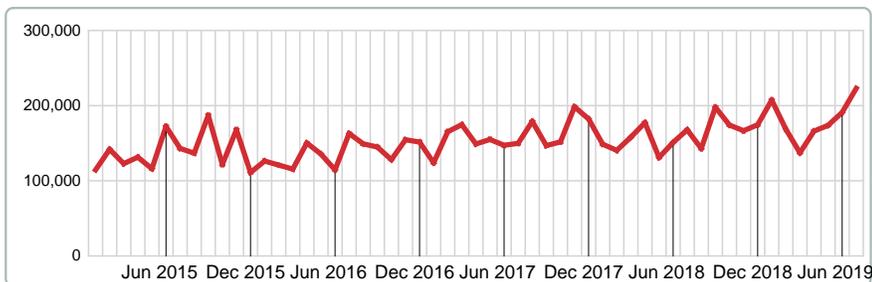
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 169,336



### 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 <b>5</b>	7.81%	49,980	40,000	52,475	0	0
\$75,001 - \$100,000 <b>6</b>	9.38%	88,883	86,500	86,950	0	0
\$100,001 - \$150,000 <b>11</b>	17.19%	125,609	118,750	126,225	149,900	0
\$150,001 - \$200,000 <b>18</b>	28.13%	173,238	0	171,568	177,500	179,900
\$200,001 - \$225,000 <b>6</b>	9.38%	218,244	0	221,098	214,840	0
\$225,001 - \$375,000 <b>10</b>	15.63%	282,290	0	278,500	321,000	355,000
\$375,001 and up <b>8</b>	12.50%	607,163	0	0	669,883	439,000
<b>Average List Price</b>		223,013	100,250	161,489	415,859	324,633
<b>Total Closed Units</b>		64	6	40	15	3
<b>Total Closed Volume</b>		14,272,850	601.50K	6.46M	6.24M	973.90K

# July 2019



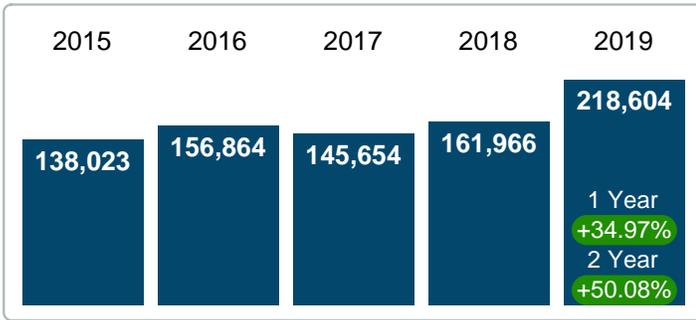
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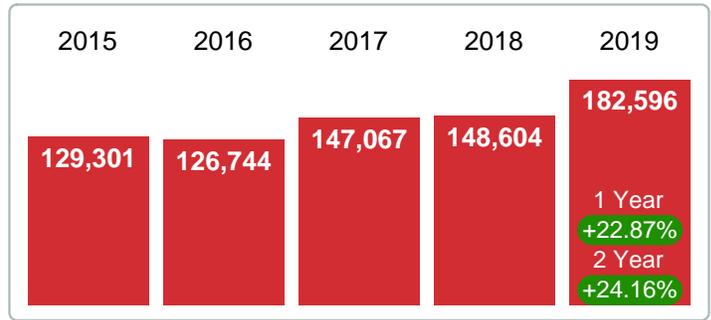
## AVERAGE SOLD PRICE AT CLOSING

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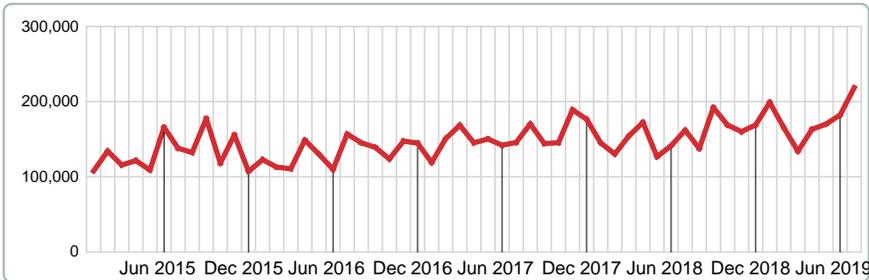
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

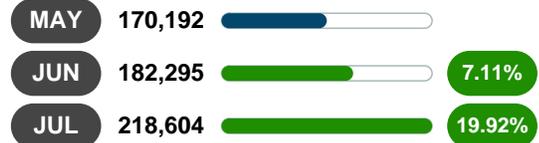


### 3 MONTHS

5 year JUL AVG = 164,222

High Jul 2019 218,604 Low Dec 2015 107,246

Average Sold Price at Closing this month at **218,604**  
above the 5 yr JUL average of **164,222**



### 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	7.81%	46,500	38,500	48,500	0	0
\$75,001 - \$100,000	7.81%	85,880	86,500	85,725	0	0
\$100,001 - \$150,000	20.31%	121,385	115,625	120,688	150,000	0
\$150,001 - \$200,000	25.00%	172,189	0	170,695	170,500	195,000
\$200,001 - \$225,000	14.06%	214,411	0	215,743	209,750	0
\$225,001 - \$375,000	14.06%	293,833	0	274,000	309,625	310,000
\$375,001 and up	10.94%	631,643	0	0	665,417	429,000
<b>Average Sold Price</b>		<b>218,604</b>	<b>97,917</b>	<b>158,191</b>	<b>409,433</b>	<b>311,333</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>218,604</b>	<b>6</b>	<b>40</b>	<b>15</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>13,990,630</b>	<b>587.50K</b>	<b>6.33M</b>	<b>6.14M</b>	<b>934.00K</b>

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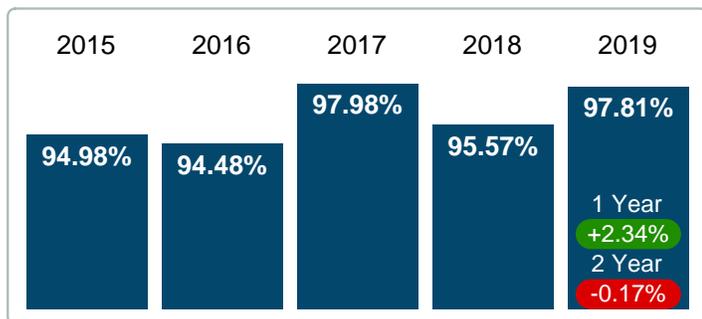
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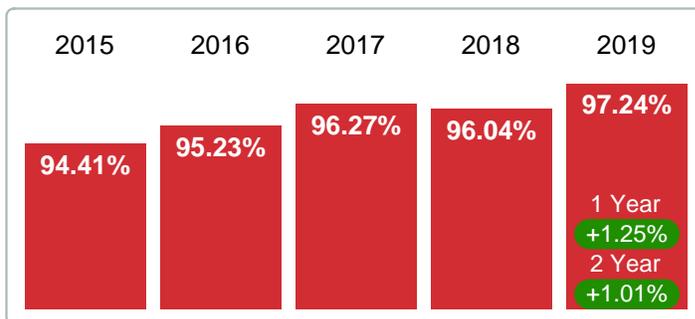
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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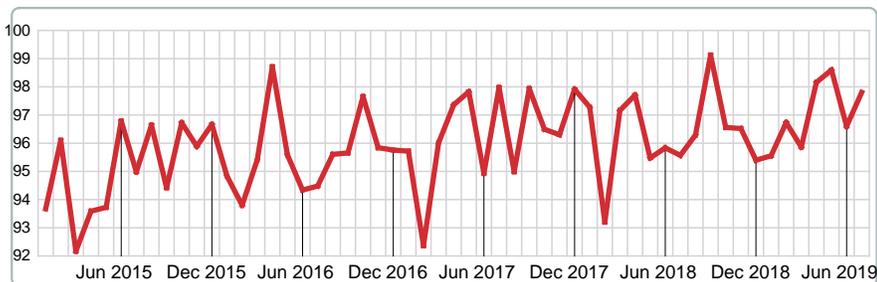
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 96.16%

High Sep 2018 99.13% Low Mar 2015 92.17%

Average Sold/List Ratio this month at **97.81%**  
above the 5 yr JUL average of **96.16%**



### 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	<div style="width: 7.81%;"></div> 5	7.81%	94.21%	96.25%	93.70%	0.00%	0.00%
\$75,001 - \$100,000	<div style="width: 7.81%;"></div> 5	7.81%	98.95%	100.00%	98.68%	0.00%	0.00%
\$100,001 - \$150,000	<div style="width: 20.31%;"></div> 13	20.31%	96.71%	97.44%	95.92%	100.07%	0.00%
\$150,001 - \$200,000	<div style="width: 25.00%;"></div> 16	25.00%	99.58%	0.00%	99.48%	95.86%	108.39%
\$200,001 - \$225,000	<div style="width: 14.06%;"></div> 9	14.06%	97.72%	0.00%	97.74%	97.66%	0.00%
\$225,001 - \$375,000	<div style="width: 14.06%;"></div> 9	14.06%	96.87%	0.00%	99.16%	96.98%	87.32%
\$375,001 and up	<div style="width: 10.94%;"></div> 7	10.94%	98.84%	0.00%	0.00%	99.03%	97.72%
Average Sold/List Ratio			97.80%	97.67%	97.77%	97.95%	97.81%
Total Closed Units		100%	97.80%	6	40	15	3
Total Closed Volume				587.50K	6.33M	6.14M	934.00K

# July 2019



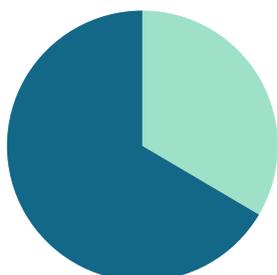
Area Delimited by County Of Bryan - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

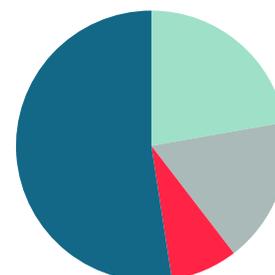


**Inventory**  
 New Listings  
**75 = 33.48%**  
 Start Inventory  
**149**  
 Total Inventory Units  
**224**  
 Volume  
**\$61,818,123**

### Market Activity

Closed Sales  
**64 = 22.22%**  
 Pending Sales  
**50 = 17.36%**  
 Other Off Market  
**23 = 7.99%**  
 Active Inventory  
**151 = 52.43%**

### MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	65	64	-1.54%	279	271	-2.87%
Pending Sales	35	50	42.86%	293	298	1.71%
New Listings	56	75	33.93%	440	446	1.36%
Average List Price	167,817	223,013	32.89%	154,628	187,706	21.39%
Average Sale Price	161,966	218,604	34.97%	148,604	182,596	22.87%
Average Percent of Selling Price to List Price	95.57%	97.81%	2.34%	96.04%	97.24%	1.25%
Average Days on Market to Sale	34.08	27.80	-18.43%	41.92	40.16	-4.20%
Monthly Inventory	164	151	-7.93%	164	151	-7.93%
Months Supply of Inventory	4.40	3.91	-11.30%	4.40	3.91	-11.30%

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

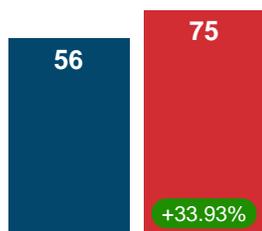
**Inventory** on July 31, 2019 = **151**

**2018** **2019**

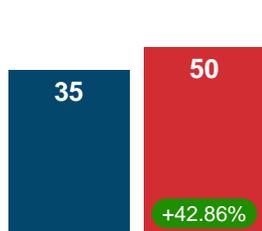
### JULY MARKET

### AVERAGE PRICES

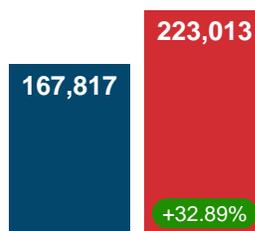
#### New Listings



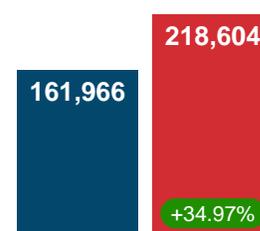
#### Pending Listings



#### List Price



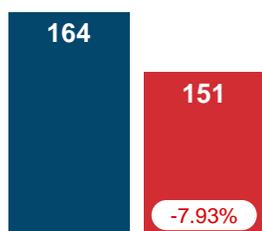
#### Sale Price



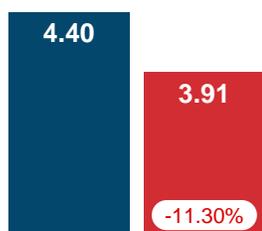
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

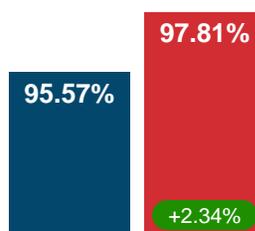
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

