

# July 2019



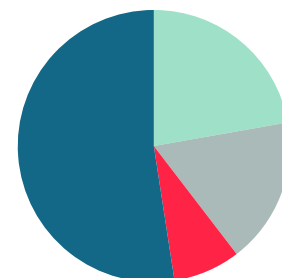
Area Delimited by County Of Bryan - Residential Property Type



## 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%
Median List Price	172,900	174,750	1.07%
Median Sale Price	165,000	174,700	5.88%
Median Percent of Selling Price to List Price	98.67%	99.07%	0.41%
Median Days on Market to Sale	24.00	14.00	-41.67%
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.

#### 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 **5.88%** in July 2019 to \$174,700 versus the previous year at \$165,000.

#### Median Days on Market Shortens

The median number of **14.00** days that homes spent on the market before selling decreased by 10.00 days or **41.67%** in July 2019 compared to last year's same month at **24.00** DOM.

#### Sales Success for July 2019 is Positive

Overall, with Median 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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



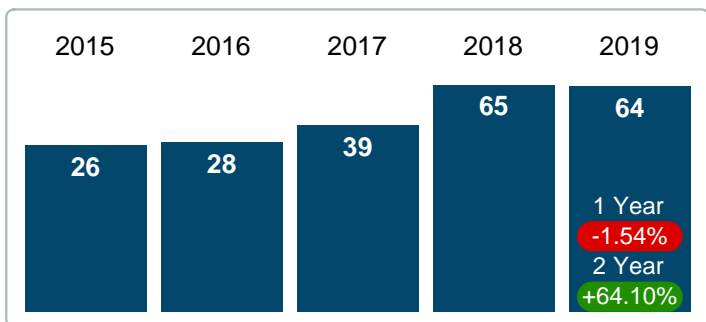
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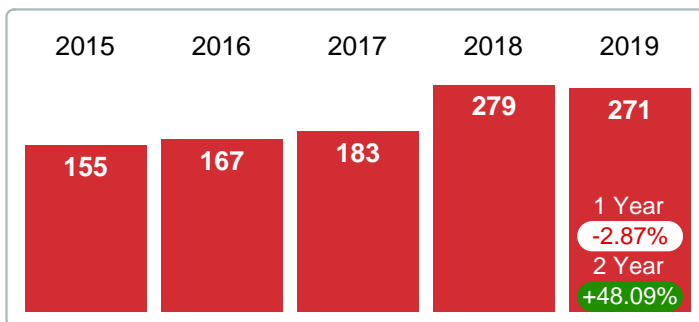
## CLOSED LISTINGS

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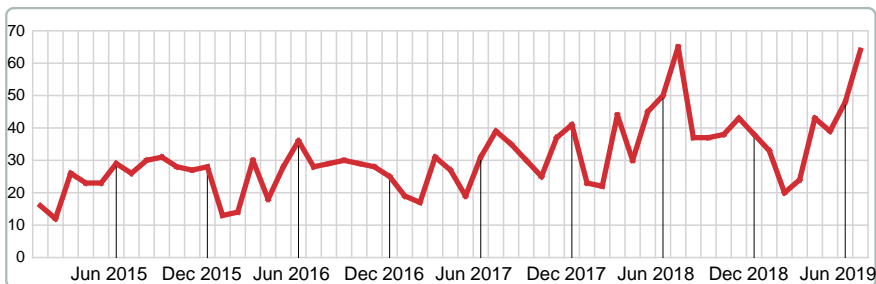
### JULY



### YEAR TO DATE (YTD)

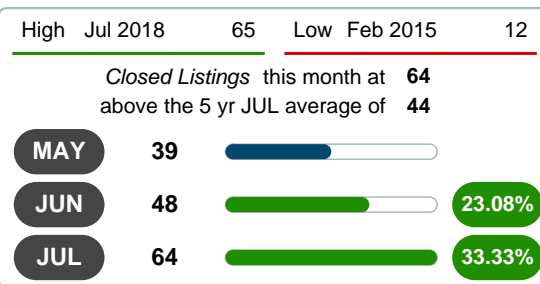


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 44



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	7.81%	2.0	1	4	0	0
\$75,001 - \$100,000	5	7.81%	9.0	1	4	0	0
\$100,001 - \$150,000	13	20.31%	6.0	4	8	1	0
\$150,001 - \$200,000	16	25.00%	7.0	0	13	2	1
\$200,001 - \$225,000	9	14.06%	15.0	0	7	2	0
\$225,001 - \$375,000	9	14.06%	34.0	0	4	4	1
\$375,001 and up	7	10.94%	40.0	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>14.0</b>	<b>587.50K</b>	<b>6.33M</b>	<b>6.14M</b>	<b>934.00K</b>
<b>Median Closed Price</b>	<b>\$174,700</b>			<b>\$109,250</b>	<b>\$159,500</b>	<b>\$351,500</b>	<b>\$310,000</b>

# July 2019



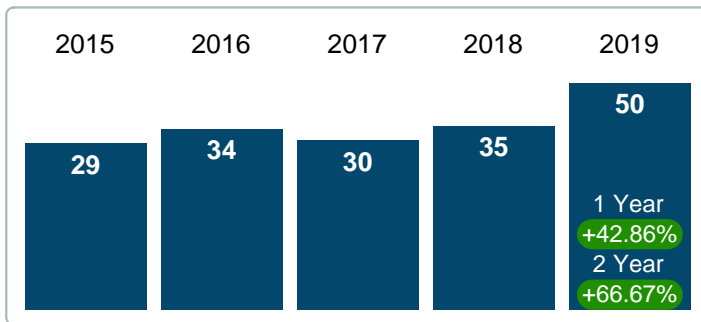
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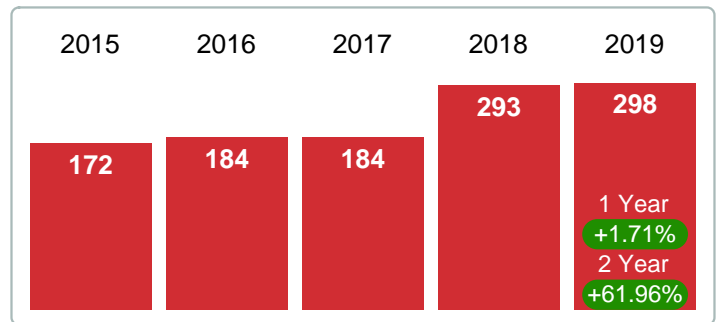
## PENDING LISTINGS

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

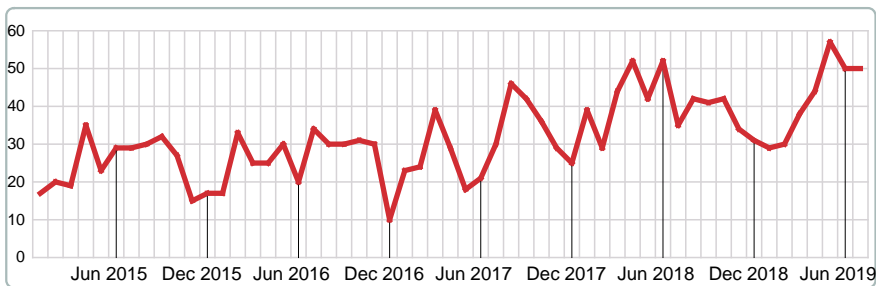
### JULY



### YEAR TO DATE (YTD)

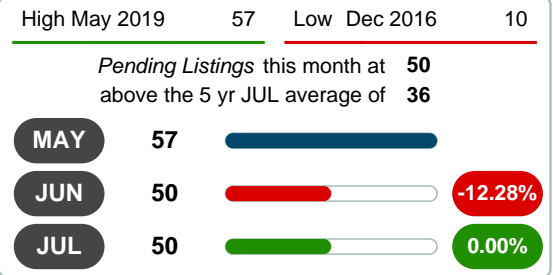


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 36



### 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	5	10.00%	32.0	1	4	0	0
\$75,001 - \$75,000	0	0.00%	32.0	0	0	0	0
\$75,001 - \$125,000	10	20.00%	10.5	2	8	0	0
\$125,001 - \$175,000	13	26.00%	5.0	0	11	2	0
\$175,001 - \$250,000	8	16.00%	37.0	0	4	3	1
\$250,001 - \$325,000	7	14.00%	53.0	0	4	3	0
\$325,001 and up	7	14.00%	36.0	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>19.5</b>	<b>612.80K</b>	<b>6.14M</b>	<b>3.88M</b>	<b>179.90K</b>
<b>Median Listing Price</b>	<b>\$168,750</b>			<b>\$88,950</b>	<b>\$158,000</b>	<b>\$242,000</b>	<b>\$179,900</b>

# July 2019



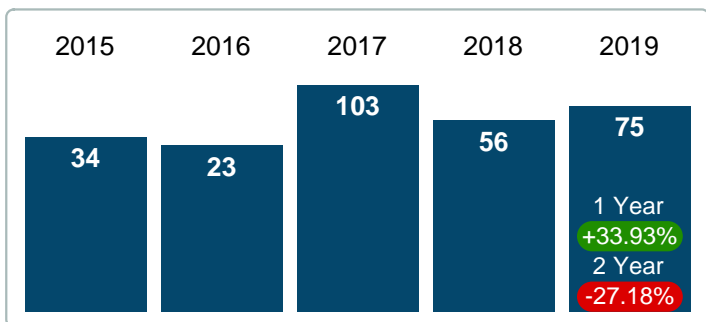
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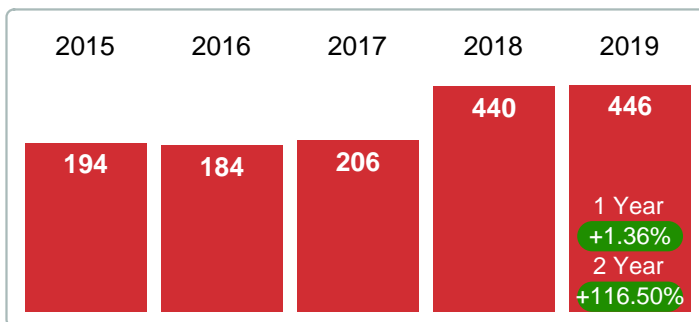
## NEW LISTINGS

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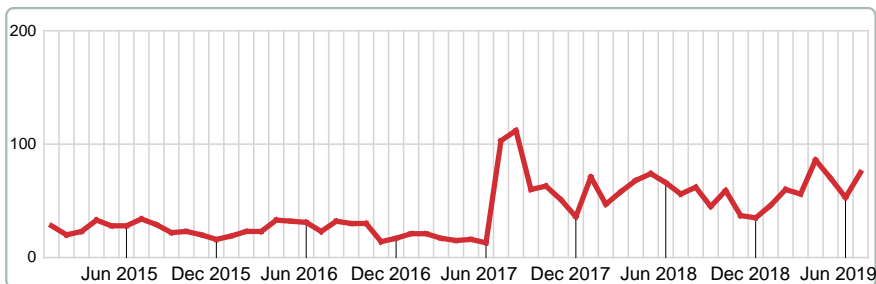
### JULY



### 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>Median New Listed Listing Price</b>	<b>\$159,900</b>		<b>\$94,950</b>	<b>\$158,250</b>	<b>\$211,000</b>	<b>\$325,000</b>

# July 2019



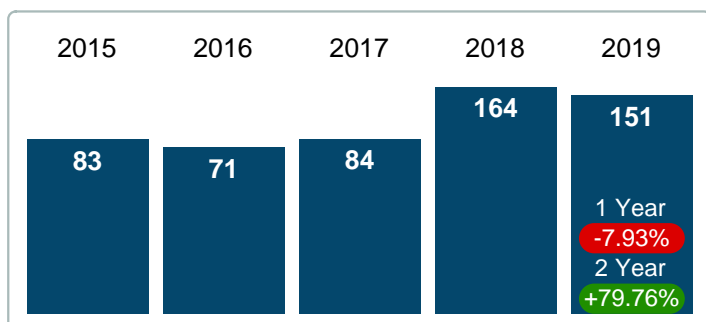
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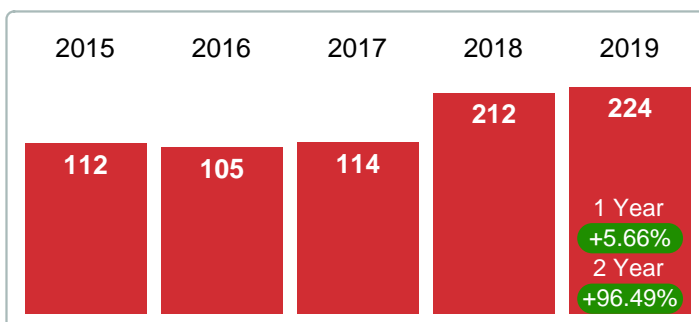
## ACTIVE INVENTORY

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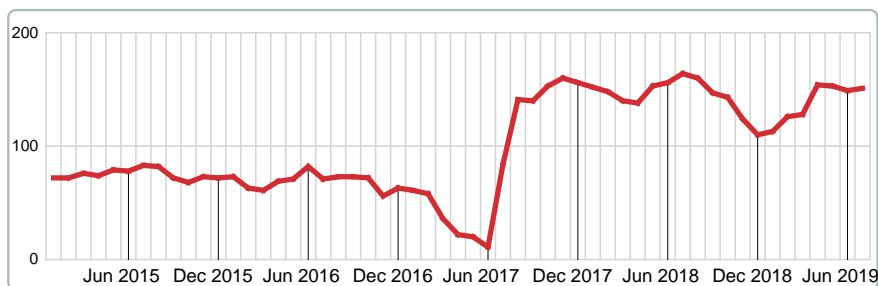
### END OF JULY



### ACTIVE DURING JULY

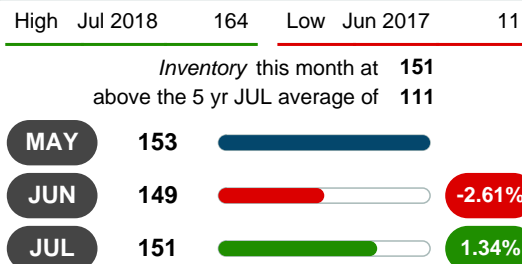


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 111



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	14	9.27%	57.5	6	6	1	1
\$75,001 - \$100,000	15	9.93%	30.0	0	11	2	2
\$100,001 - \$150,000	22	14.57%	56.0	2	16	4	0
\$150,001 - \$225,000	35	23.18%	72.0	4	23	8	0
\$225,001 - \$325,000	29	19.21%	61.0	1	17	9	2
\$325,001 - \$525,000	20	13.25%	94.0	0	6	7	7
\$525,001 and up	16	10.60%	90.0	0	7	5	4
<b>Total Active Inventory by Units</b>	<b>151</b>			<b>13</b>	<b>86</b>	<b>36</b>	<b>16</b>
<b>Total Active Inventory by Volume</b>	<b>44,316,043</b>	<b>100%</b>	<b>70.0</b>	<b>1.49M</b>	<b>23.21M</b>	<b>10.74M</b>	<b>8.88M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$199,000</b>			<b>\$115,000</b>	<b>\$183,982</b>	<b>\$254,400</b>	<b>\$456,500</b>

# July 2019



Area Delimited by County Of Bryan - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

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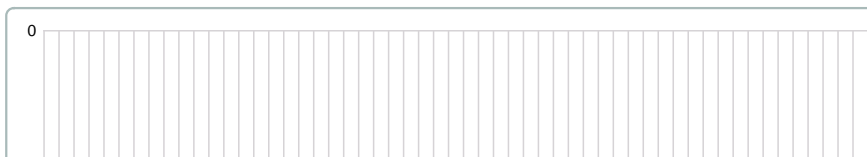
### MSI FOR JULY

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



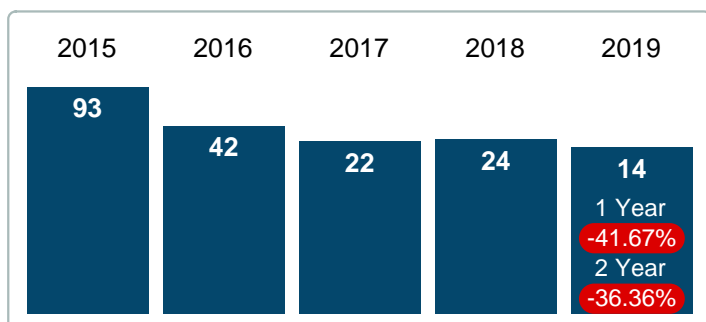
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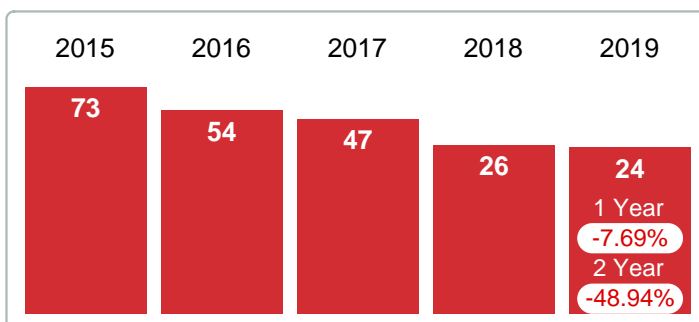
## MEDIAN DAYS ON MARKET TO SALE

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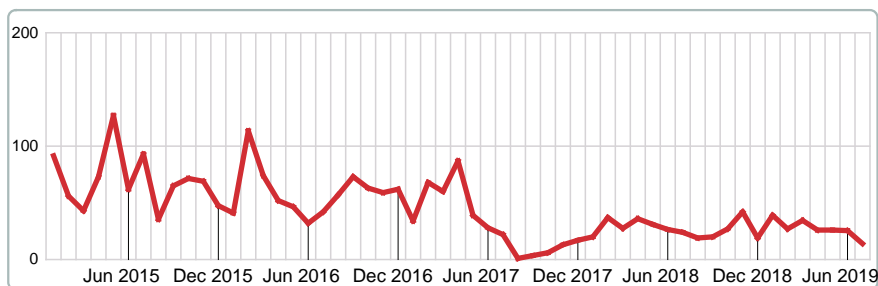
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

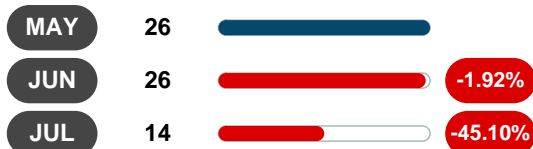


### 3 MONTHS

5 year JUL AVG = 39

High May 2015 127 Low Aug 2017 1

Median Days on Market to Sale this month at 14 below the 5 yr JUL average of 39



### 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	7.81%	2	2	3	0	0
\$75,001 - \$100,000	7.81%	9	9	10	0	0
\$100,001 - \$150,000	20.31%	6	6	7	3	0
\$150,001 - \$200,000	25.00%	7	0	8	20	2
\$200,001 - \$225,000	14.06%	15	0	15	75	0
\$225,001 - \$375,000	14.06%	34	0	48	46	4
\$375,001 and up	10.94%	40	0	0	37	40
Median Closed DOM		14	6	14	27	4
Total Closed Units	100%	14.0	6	40	15	3
Total Closed Volume		13,990,630	587.50K	6.33M	6.14M	934.00K



# July 2019



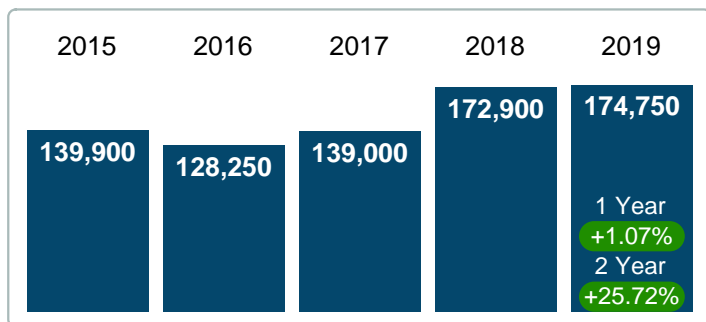
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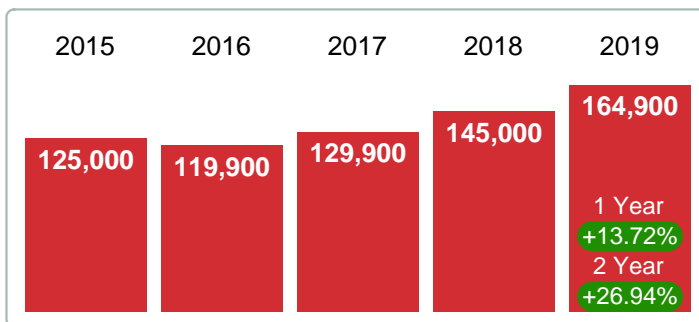
## MEDIAN LIST PRICE AT CLOSING

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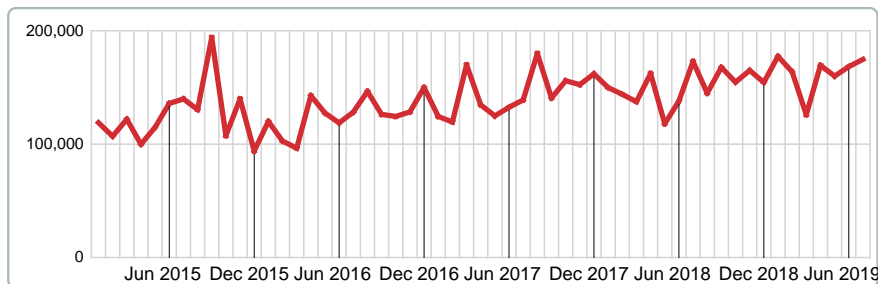
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 150,960

High Sep 2015 194,000    Low Dec 2015 93,950  
 Median List Price at Closing this month at **174,750**  
 above the 5 yr JUL average of **150,960**

- MAY 160,000
- JUN 168,350 **5.22%**
- JUL 174,750 **3.80%**

### 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	5	7.81%	50,000	40,000	54,950	0	0
\$75,001 - \$100,000	6	9.38%	87,750	86,500	89,000	0	0
\$100,001 - \$150,000	11	17.19%	124,000	121,000	127,400	149,900	0
\$150,001 - \$200,000	18	28.13%	169,950	0	164,900	177,500	179,900
\$200,001 - \$225,000	6	9.38%	217,543	0	220,493	214,840	0
\$225,001 - \$375,000	10	15.63%	264,750	0	244,250	280,000	355,000
\$375,001 and up	8	12.50%	444,450	0	0	449,900	439,000
Median List Price			174,750	114,000	162,750	370,000	355,000
Total Closed Units		100%	174,750	6	40	15	3
Total Closed Volume			14,272,850	601.50K	6.46M	6.24M	973.90K



# July 2019



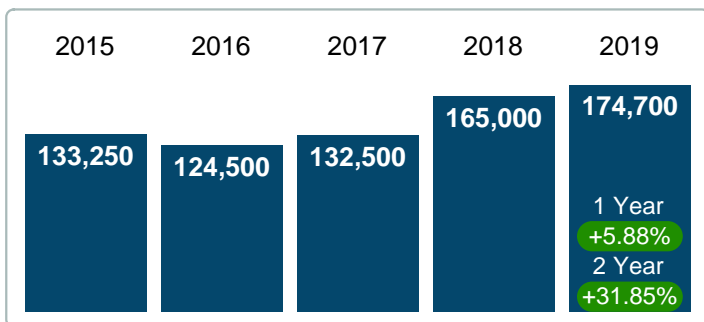
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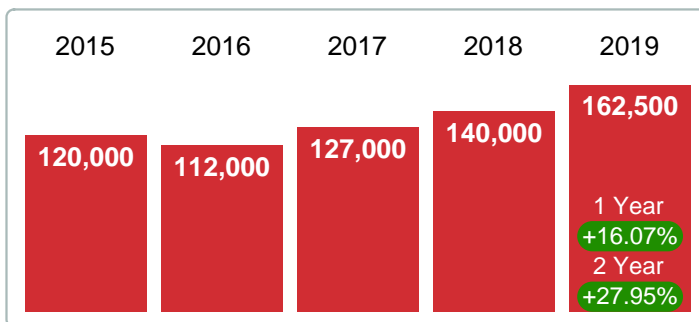
## MEDIAN SOLD PRICE AT CLOSING

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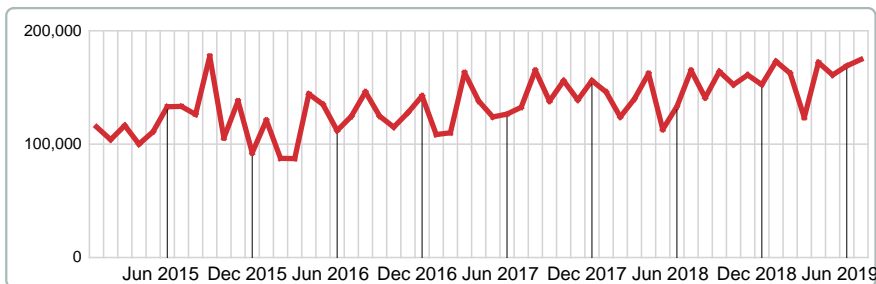
### JULY



### YEAR TO DATE (YTD)

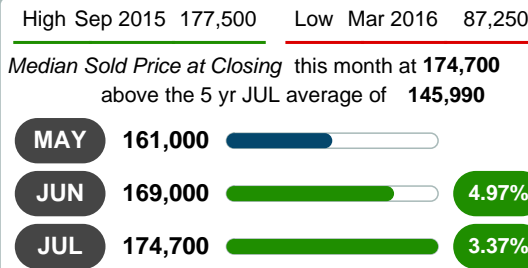


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 145,990



### 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	7.81%	49,000	38,500	49,500	0	0
\$75,001 - \$100,000	7.81%	84,000	86,500	83,500	0	0
\$100,001 - \$150,000	20.31%	119,000	115,000	118,000	150,000	0
\$150,001 - \$200,000	25.00%	166,900	0	163,900	170,500	195,000
\$200,001 - \$225,000	14.06%	215,000	0	216,000	209,750	0
\$225,001 - \$375,000	14.06%	290,000	0	282,500	314,250	310,000
\$375,001 and up	10.94%	450,000	0	0	455,400	429,000
Median Sold Price		174,700	109,250	159,500	351,500	310,000
Total Closed Units	100%	174,700	6	40	15	3
Total Closed Volume		13,990,630	587.50K	6.33M	6.14M	934.00K

# July 2019



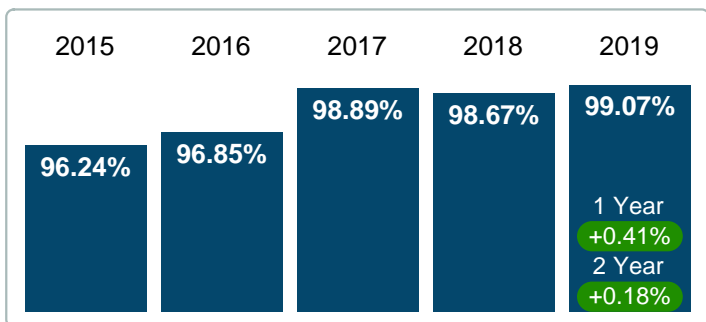
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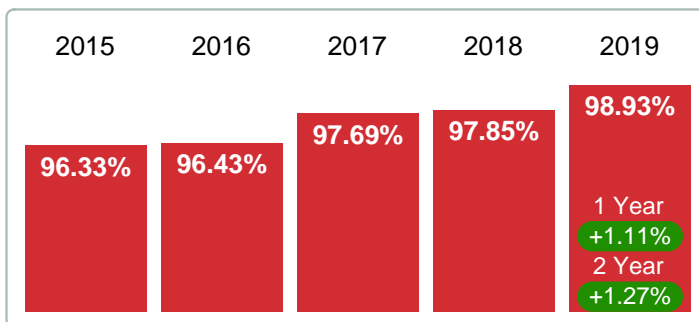
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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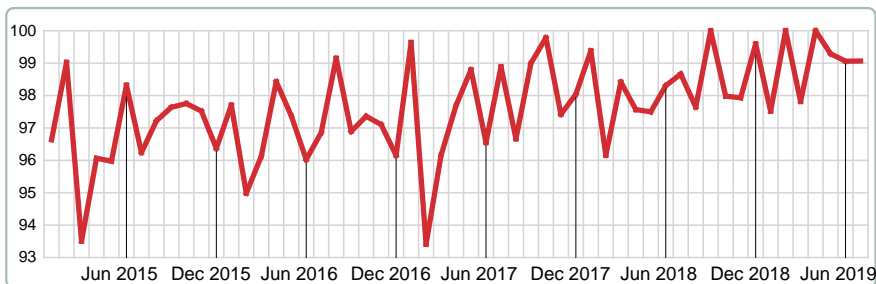
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

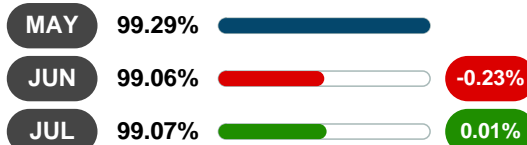


### 3 MONTHS

5 year JUL AVG = 97.94%

High Apr 2019 100.00% Low Feb 2017 93.41%

Median Sold/List Ratio this month at **99.07%**  
above the 5 yr JUL average of **97.94%**



### 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	5	7.81%	96.25%	96.25%	95.67%	0.00%	0.00%	
\$75,001 - \$100,000	5	7.81%	100.00%	100.00%	98.24%	0.00%	0.00%	
\$100,001 - \$150,000	13	20.31%	98.62%	99.31%	94.85%	100.07%	0.00%	
\$150,001 - \$200,000	16	25.00%	100.00%	0.00%	100.00%	95.86%	108.39%	
\$200,001 - \$225,000	9	14.06%	98.76%	0.00%	98.76%	97.66%	0.00%	
\$225,001 - \$375,000	9	14.06%	95.31%	0.00%	95.84%	96.96%	87.32%	
\$375,001 and up	7	10.94%	98.79%	0.00%	0.00%	99.39%	97.72%	
Median Sold/List Ratio		99.07%		99.31%	99.69%	98.93%	97.72%	
Total Closed Units		64	100%	99.07%	6	40	15	3
Total Closed Volume		13,990,630			587.50K	6.33M	6.14M	934.00K

# July 2019



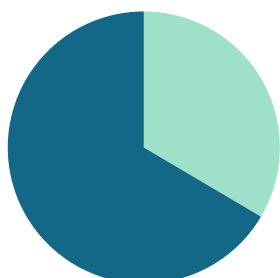
Area Delimited by County Of Bryan - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY



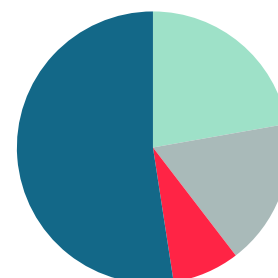
**Inventory**

- 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%
Median List Price	172,900	174,750	1.07%	145,000	164,900	13.72%
Median Sale Price	165,000	174,700	5.88%	140,000	162,500	16.07%
Median Percent of Selling Price to List Price	98.67%	99.07%	0.41%	97.85%	98.93%	1.11%
Median Days on Market to Sale	24.00	14.00	-41.67%	26.00	24.00	-7.69%
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

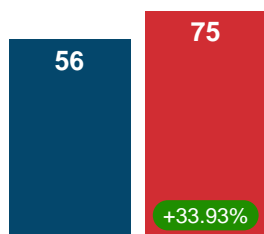
**Inventory** on July 31, 2019 = **151**

**2018** **2019**

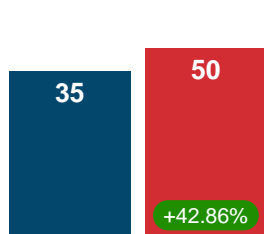
### JULY MARKET

### MEDIAN PRICES

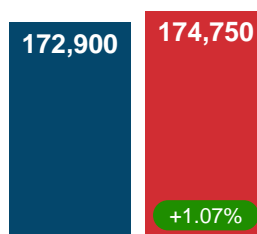
#### New Listings



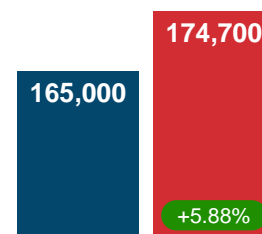
#### Pending Listings



#### List Price



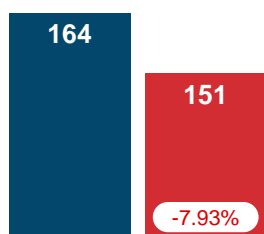
#### Sale Price



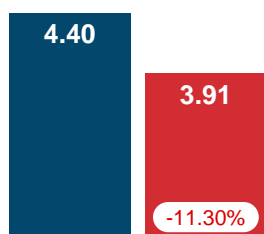
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

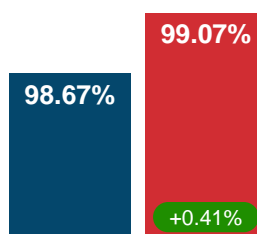
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

