

April 2020



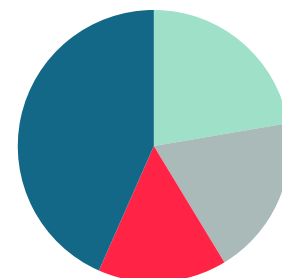
Area Delimited by County Of Bryan - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 26, 2023 for MLS Technology Inc.

Compared Metrics	2019	April 2020	+/-%
Closed Listings	43	54	25.58%
Pending Listings	44	46	4.55%
New Listings	86	67	-22.09%
Average List Price	166,077	189,242	13.95%
Average Sale Price	163,076	191,352	17.34%
Average Percent of Selling Price to List Price	98.16%	98.86%	0.71%
Average Days on Market to Sale	37.84	31.46	-16.85%
End of Month Inventory	154	105	-31.82%
Months Supply of Inventory	3.91	2.56	-34.45%



■ Closed (22.31%)
■ Pending (19.01%)
■ Other OffMarket (15.29%)
■ Active (43.39%)

Absorption: Last 12 months, an Average of **41** Sales/Month
Active Inventory as of April 30, 2020 = **105**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2020 decreased **31.82%** to 105 existing homes available for sale. Over the last 12 months this area has had an average of 41 closed sales per month. This represents an unsold inventory index of **2.56** 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 **17.34%** in April 2020 to \$191,352 versus the previous year at \$163,076.

Average Days on Market Shortens

The average number of **31.46** days that homes spent on the market before selling decreased by 6.37 days or **16.85%** in April 2020 compared to last year's same month at **37.84** DOM.

Sales Success for April 2020 is Positive

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

There were 67 New Listings in April 2020, down **22.09%** from last year at 86. Furthermore, there were 54 Closed Listings this month versus last year at 43, a **25.58%** increase.

Closed versus Listed trends yielded a **80.6%** ratio, up from previous year's, April 2019, at **50.0%**, a **61.19%** 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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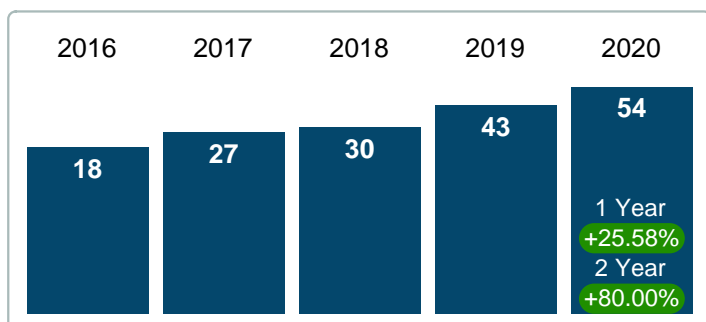
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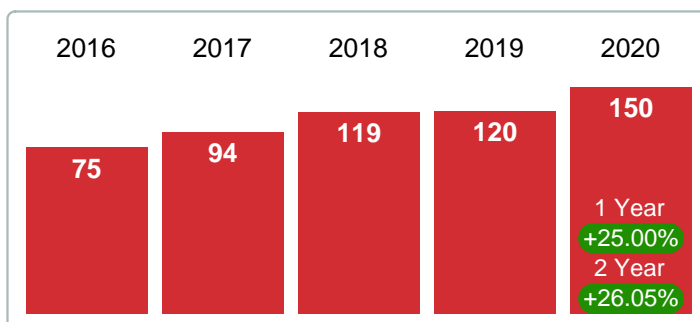
CLOSED LISTINGS

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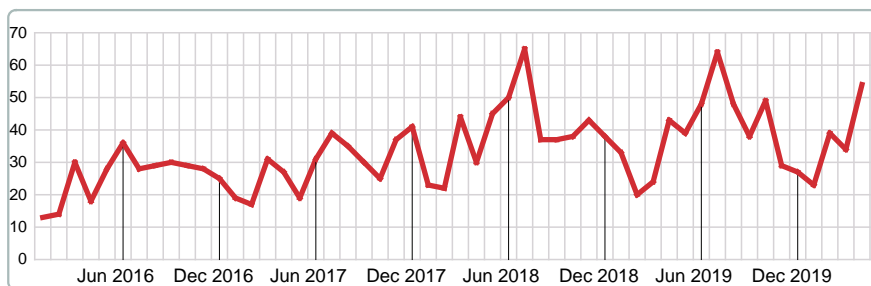
APRIL



YEAR TO DATE (YTD)

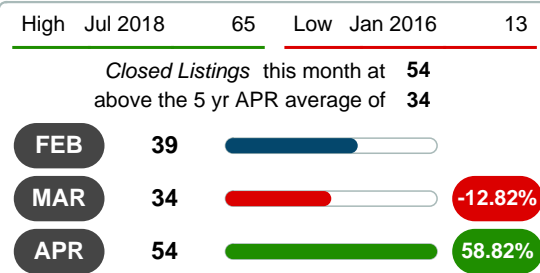


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 34



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	7.41%	12.8	0	4	0	0
\$75,001 - \$100,000	4	7.41%	34.3	0	3	1	0
\$100,001 - \$125,000	9	16.67%	37.9	1	7	1	0
\$125,001 - \$175,000	12	22.22%	20.3	0	11	1	0
\$175,001 - \$200,000	8	14.81%	24.6	0	7	1	0
\$200,001 - \$350,000	12	22.22%	29.6	0	9	3	0
\$350,001 and up	5	9.26%	75.0	0	3	1	1
Total Closed Units	54			1	44	8	1
Total Closed Volume	10,332,990	100%	31.5	106.00K	8.24M	1.55M	436.50K
Average Closed Price	\$191,352			\$106,000	\$187,195	\$194,236	\$436,500

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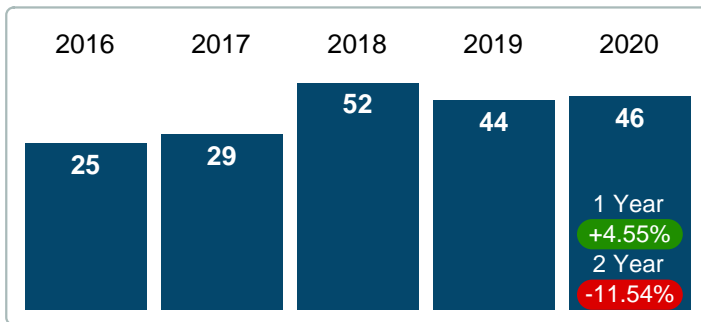
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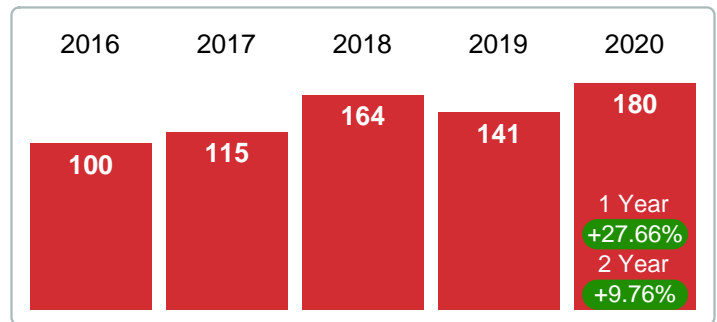
PENDING LISTINGS

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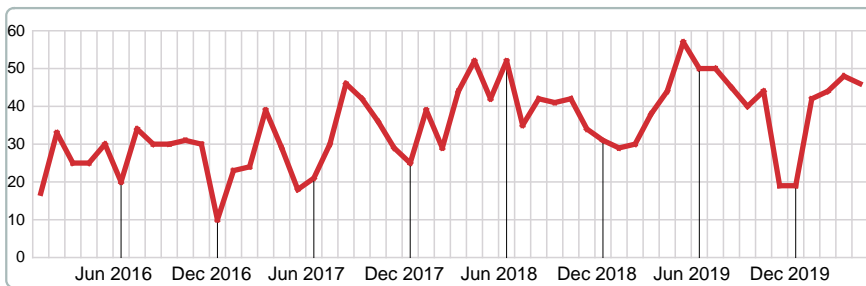
APRIL



YEAR TO DATE (YTD)

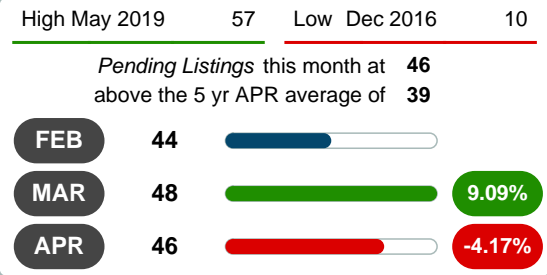


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR 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
\$50,000 and less	4	8.70%	19.8	1	3	0	0
\$50,001 - \$125,000	5	10.87%	45.4	1	3	1	0
\$125,001 - \$150,000	4	8.70%	9.8	1	2	1	0
\$150,001 - \$175,000	10	21.74%	22.9	0	9	1	0
\$175,001 - \$200,000	9	19.57%	37.9	0	8	1	0
\$200,001 - \$350,000	8	17.39%	36.0	2	2	4	0
\$350,001 and up	6	13.04%	84.0	0	1	3	2
Total Pending Units	46			5	28	11	2
Total Pending Volume	9,100,310	100%	36.7	840.50K	4.59M	2.84M	823.90K
Average Listing Price	\$201,362			\$168,100	\$164,033	\$258,454	\$411,950

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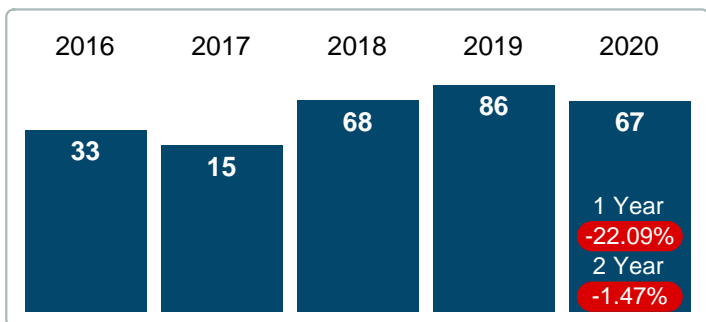
Area Delimited by County Of Bryan - Residential Property Type



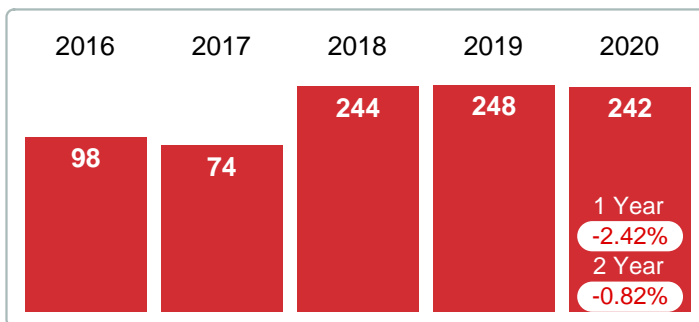
NEW LISTINGS

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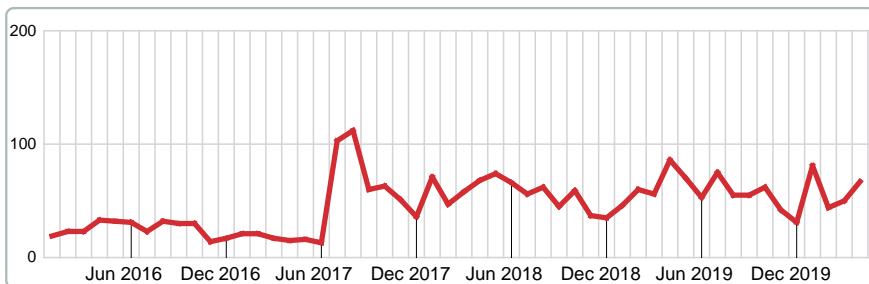
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

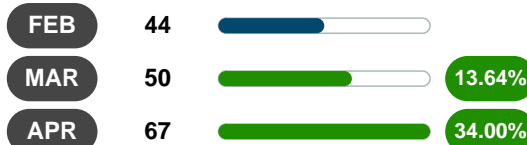


3 MONTHS

5 year APR AVG = 54

High Aug 2017 112 Low Jun 2017 13

New Listings this month at **67**
above the 5 yr APR average of **54**



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	5	7.46%	4	1	0	0
\$75,001 - \$125,000	9	13.43%	3	4	1	1
\$125,001 - \$150,000	6	8.96%	1	3	2	0
\$150,001 - \$175,000	10	14.93%	0	7	3	0
\$175,001 - \$200,000	17	25.37%	0	16	1	0
\$200,001 - \$375,000	13	19.40%	1	7	5	0
\$375,001 and up	7	10.45%	0	2	4	1
Total New Listed Units	67		9	40	16	2
Total New Listed Volume	14,987,488	100%	864.50K	8.22M	5.35M	558.00K
Average New Listed Listing Price	\$218,451		\$96,056	\$205,425	\$334,249	\$279,000

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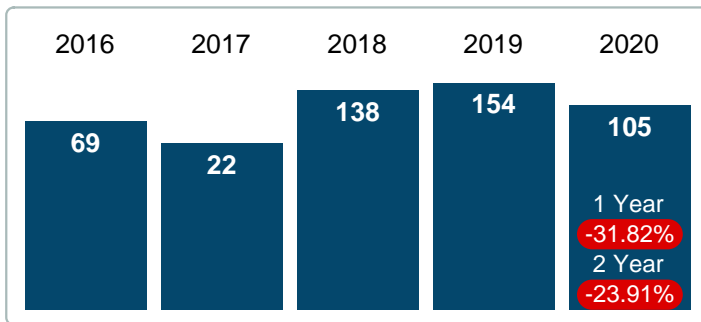
Area Delimited by County Of Bryan - Residential Property Type



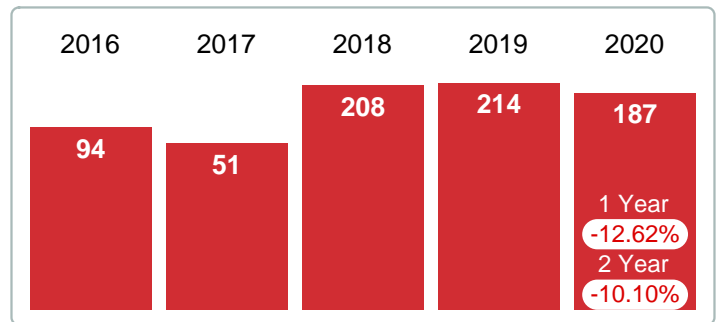
ACTIVE INVENTORY

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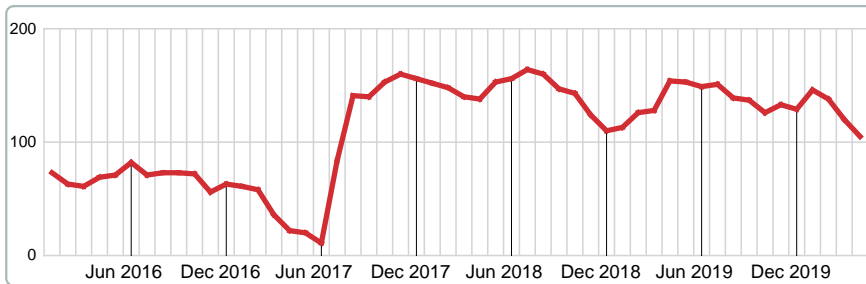
END OF APRIL



ACTIVE DURING APRIL

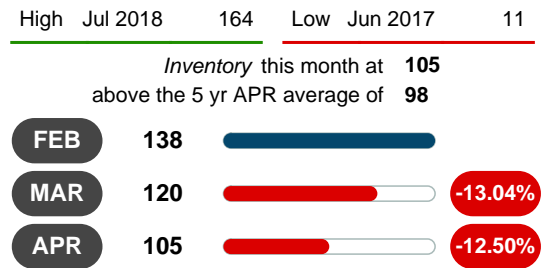


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 98



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	10	9.52%	44.5	4	6	0	0
\$75,001 - \$125,000	14	13.33%	59.4	5	7	1	1
\$125,001 - \$175,000	11	10.48%	41.0	0	7	4	0
\$175,001 - \$250,000	29	27.62%	53.8	1	19	8	1
\$250,001 - \$350,000	17	16.19%	69.1	0	10	6	1
\$350,001 - \$575,000	13	12.38%	83.8	0	3	6	4
\$575,001 and up	11	10.48%	63.3	0	3	6	2
Total Active Inventory by Units	105			10	55	31	9
Total Active Inventory by Volume	30,095,797	100%	59.5	916.50K	12.77M	11.49M	4.92M
Average Active Inventory Listing Price	\$286,627			\$91,650	\$232,238	\$370,558	\$546,544

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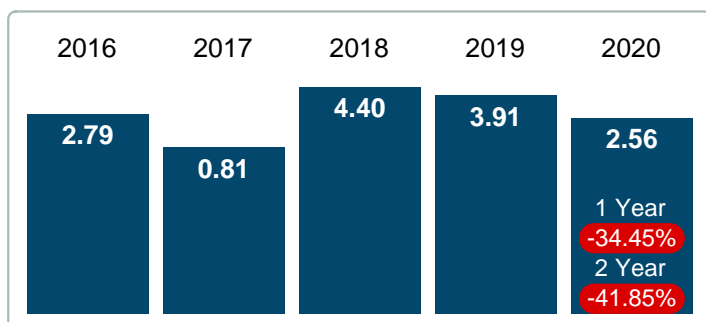
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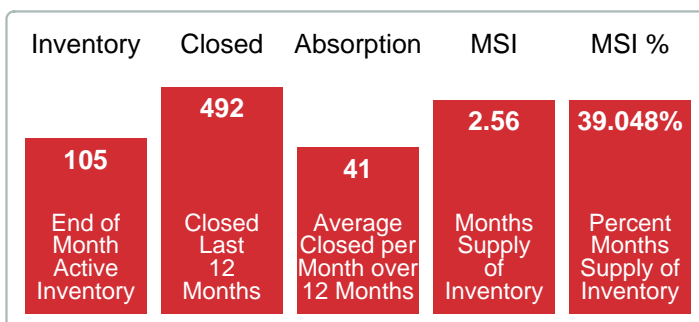
MONTHS SUPPLY of INVENTORY (MSI)

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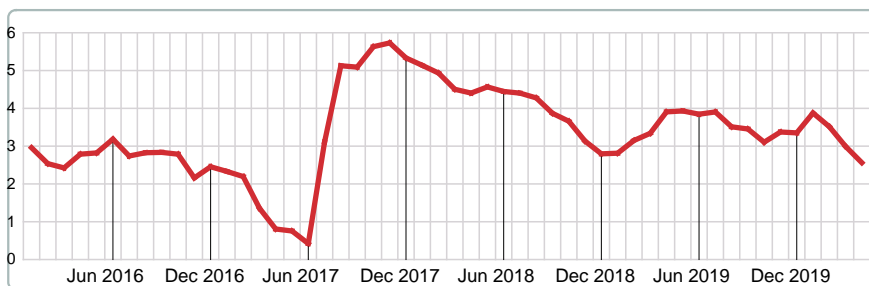
MSI FOR APRIL



INDICATORS FOR APRIL 2020

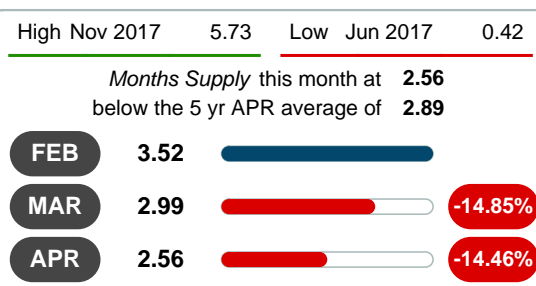


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 2.89



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	10	9.52%	2.40	2.53	2.57	0.00	0.00
\$75,001 - \$125,000	14	13.33%	1.83	3.75	1.31	1.20	6.00
\$125,001 - \$175,000	11	10.48%	0.95	0.00	0.80	1.78	0.00
\$175,001 - \$250,000	29	27.62%	2.62	4.00	2.24	3.56	12.00
\$250,001 - \$350,000	17	16.19%	4.08	0.00	4.80	4.50	1.71
\$350,001 - \$575,000	13	12.38%	8.21	0.00	5.14	8.00	16.00
\$575,001 and up	11	10.48%	14.67	0.00	12.00	18.00	12.00
Market Supply of Inventory (MSI)			2.56	2.67	1.98	3.92	6.00
Total Active Inventory by Units		100%	2.56	10	55	31	9

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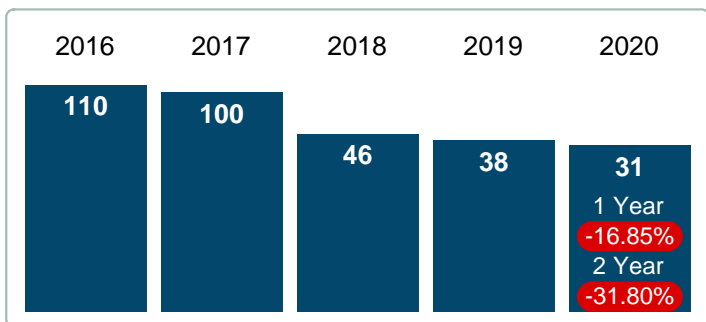
Area Delimited by County Of Bryan - Residential Property Type



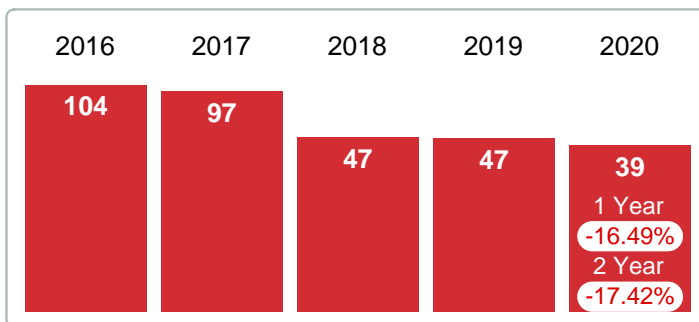
AVERAGE DAYS ON MARKET TO SALE

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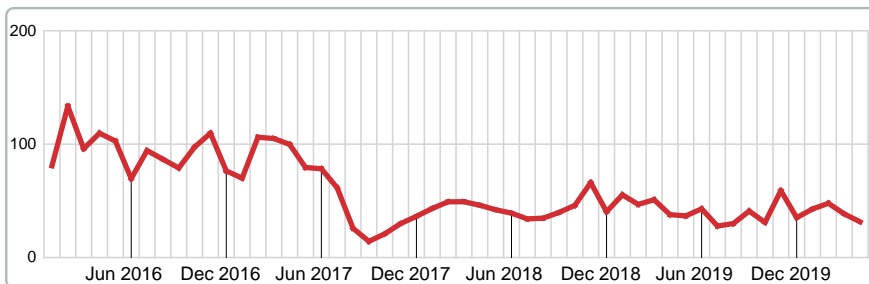
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

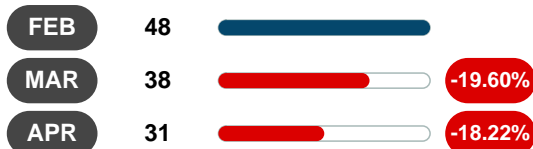


3 MONTHS

5 year APR AVG = 65

High Feb 2016 134 Low Sep 2017 14

Average Days on Market to Sale this month at 31 below the 5 yr APR average of 65



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	7.41%	13	0	13	0	0
\$75,001 - \$100,000	7.41%	34	0	45	1	0
\$100,001 - \$125,000	16.67%	38	159	12	95	0
\$125,001 - \$175,000	22.22%	20	0	22	1	0
\$175,001 - \$200,000	14.81%	25	0	23	35	0
\$200,001 - \$350,000	22.22%	30	0	39	1	0
\$350,001 and up	9.26%	75	0	88	37	74
Average Closed DOM		31				
Total Closed Units	100%	31	1	44	8	1
Total Closed Volume		10,332,990	106.00K	8.24M	1.55M	436.50K

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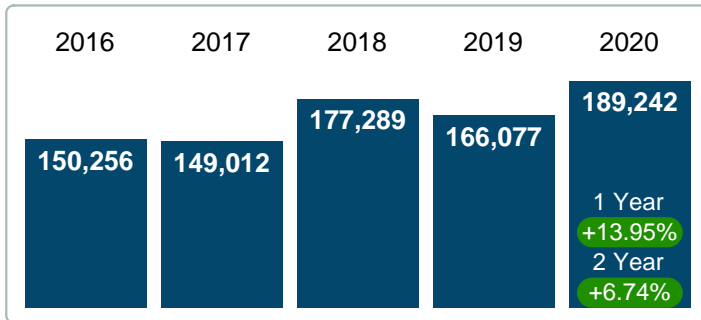
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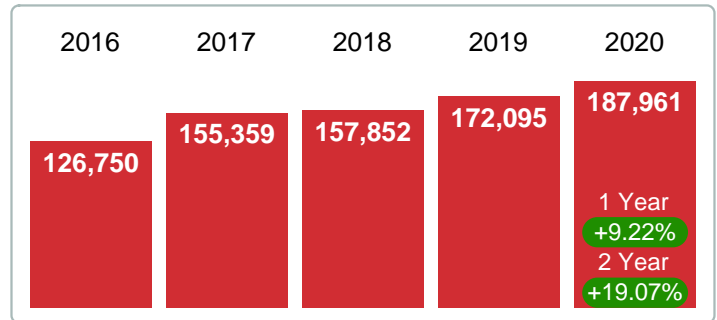
AVERAGE LIST PRICE AT CLOSING

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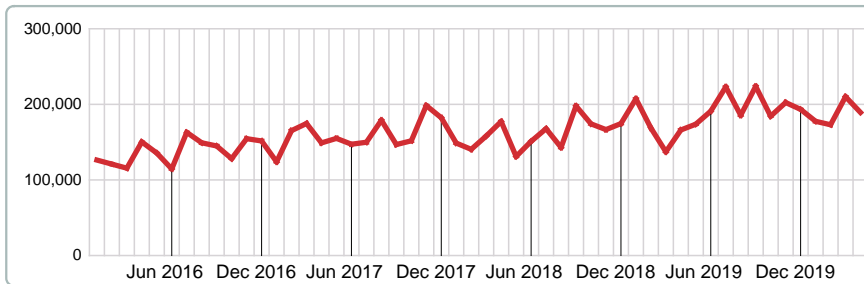
APRIL



YEAR TO DATE (YTD)

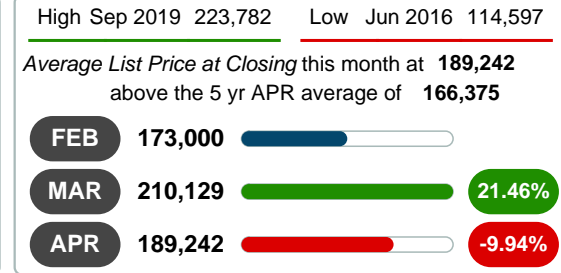


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 166,375



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	3	46,600	0	57,425	0	0
\$75,001 - \$100,000	6	88,450	0	87,300	79,000	0
\$100,001 - \$125,000	5	117,960	129,000	120,457	114,000	0
\$125,001 - \$175,000	14	147,396	0	154,141	150,000	0
\$175,001 - \$200,000	9	187,394	0	190,307	175,900	0
\$200,001 - \$350,000	11	244,172	0	266,900	222,897	0
\$350,001 and up	6	420,467	0	441,300	375,000	439,000
Average List Price		189,242	129,000	183,830	195,324	439,000
Total Closed Units		54	1	44	8	1
Total Closed Volume		10,219,090	129.00K	8.09M	1.56M	439.00K

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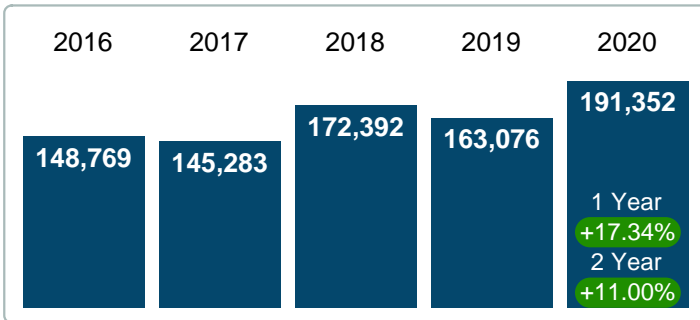
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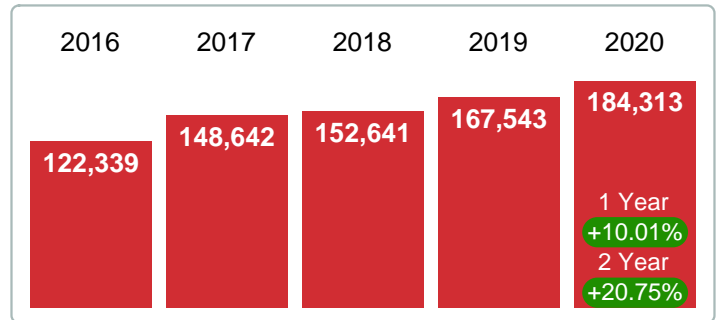
AVERAGE SOLD PRICE AT CLOSING

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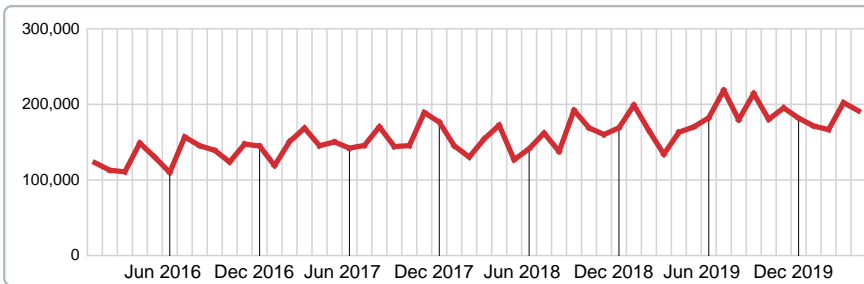
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

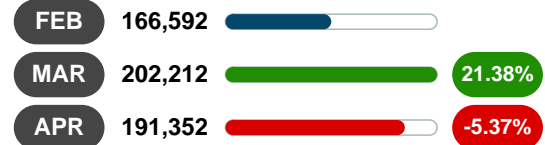


3 MONTHS

5 year APR AVG = 164,174

High Jul 2019 218,604 Low Jun 2016 109,898

Average Sold Price at Closing this month at **191,352** above the 5 yr APR average of **164,174**



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	4	7.41%	52,500	0	52,500	0	0
\$75,001 - \$100,000	4	7.41%	82,125	0	83,167	79,000	0
\$100,001 - \$125,000	9	16.67%	115,833	106,000	116,643	120,000	0
\$125,001 - \$175,000	12	22.22%	150,546	0	151,568	139,300	0
\$175,001 - \$200,000	8	14.81%	186,431	0	187,793	176,900	0
\$200,001 - \$350,000	12	22.22%	248,924	0	257,600	222,897	0
\$350,001 and up	5	9.26%	493,380	0	553,467	370,000	436,500
Average Sold Price			191,352	106,000	187,195	194,236	436,500
Total Closed Units		100%	191,352	1	44	8	1
Total Closed Volume			10,332,990	106.00K	8.24M	1.55M	436.50K

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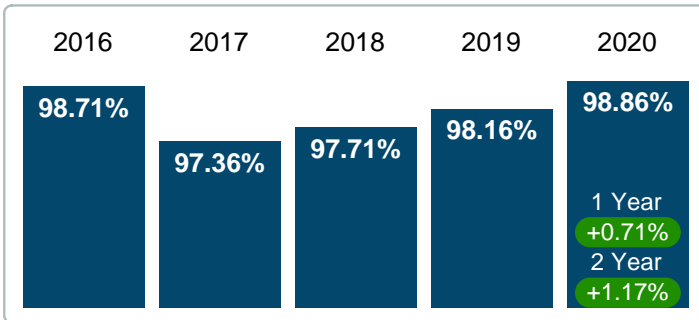
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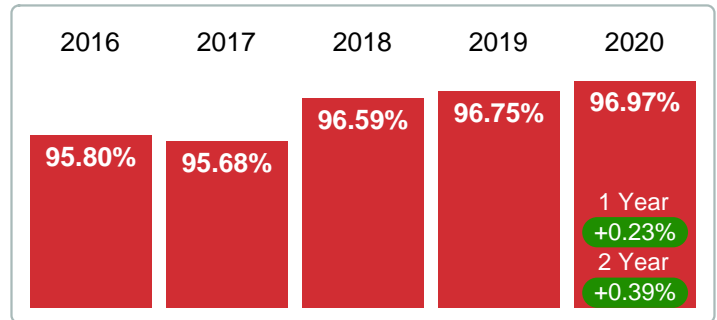
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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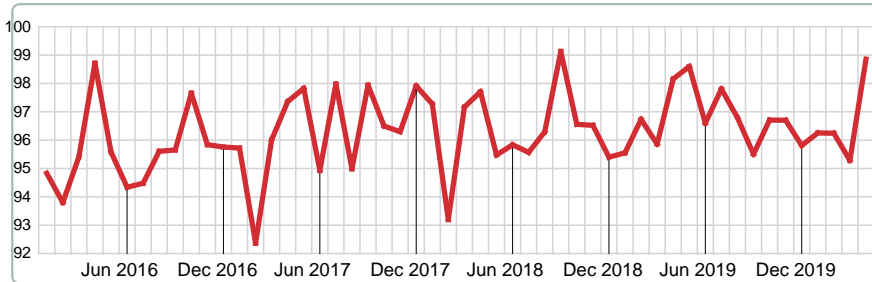
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

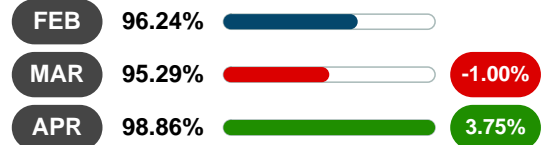


3 MONTHS

5 year APR AVG = 98.16%

High Sep 2018 99.13% Low Feb 2017 92.37%

Average Sold/List Ratio this month at **98.86%** above the 5 yr APR average of **98.16%**



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	4	7.41%	92.86%	0.00%	92.86%	0.00%	0.00%
\$75,001 - \$100,000	4	7.41%	96.60%	0.00%	95.47%	100.00%	0.00%
\$100,001 - \$125,000	9	16.67%	96.48%	82.17%	97.27%	105.26%	0.00%
\$125,001 - \$175,000	12	22.22%	97.99%	0.00%	98.46%	92.87%	0.00%
\$175,001 - \$200,000	8	14.81%	98.92%	0.00%	98.68%	100.57%	0.00%
\$200,001 - \$350,000	12	22.22%	97.66%	0.00%	96.88%	100.00%	0.00%
\$350,001 and up	5	9.26%	114.58%	0.00%	124.94%	98.67%	99.43%
Average Sold/List Ratio		98.90%		82.17%	99.07%	99.67%	99.43%
Total Closed Units		54	100%	1	44	8	1
Total Closed Volume		10,332,990		106.00K	8.24M	1.55M	436.50K

April 2020



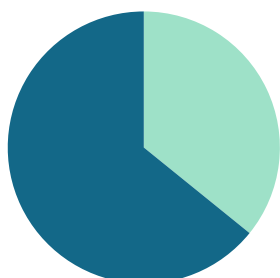
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

Report produced on Jul 26, 2023 for MLS Technology Inc.

INVENTORY

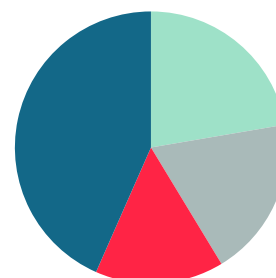


Inventory
 New Listings
67 = 35.83%
 Start Inventory
120
 Total Inventory Units
187
 Volume
\$50,340,057

Market Activity

Closed Sales
54 = 22.31%
 Pending Sales
46 = 19.01%
 Other Off Market
37 = 15.29%
 Active Inventory
105 = 43.39%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	43	54	25.58%	120	150	25.00%
Pending Sales	44	46	4.55%	141	180	27.66%
New Listings	86	67	-22.09%	248	242	-2.42%
Average List Price	166,077	189,242	13.95%	172,095	187,961	9.22%
Average Sale Price	163,076	191,352	17.34%	167,543	184,313	10.01%
Average Percent of Selling Price to List Price	98.16%	98.86%	0.71%	96.75%	96.97%	0.23%
Average Days on Market to Sale	37.84	31.46	-16.85%	46.76	39.05	-16.49%
Monthly Inventory	154	105	-31.82%	154	105	-31.82%
Months Supply of Inventory	3.91	2.56	-34.45%	3.91	2.56	-34.45%

Absorption: Last 12 months, an Average of **41** Sales/Month

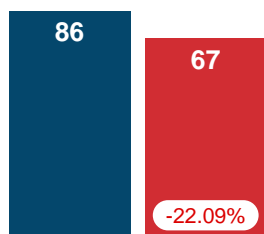
Inventory on April 30, 2020 = **105**

2019 **2020**

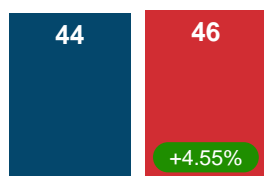
APRIL MARKET

AVERAGE PRICES

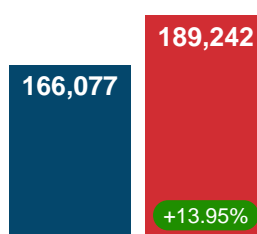
New Listings



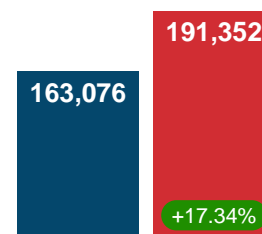
Pending Listings



List Price



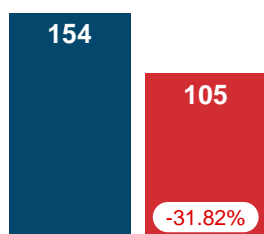
Sale Price



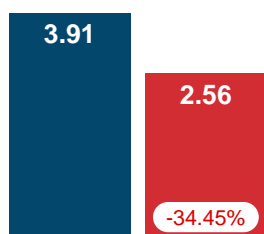
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

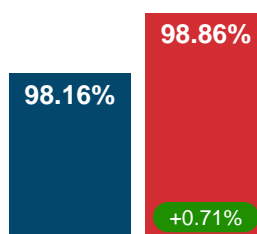
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

