

August 2020



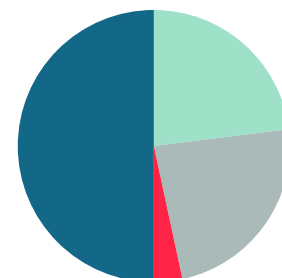
Area Delimited by County Of Bryan - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	August 2020	+/-%
Closed Listings	48	41	-14.58%
Pending Listings	45	42	-6.67%
New Listings	55	40	-27.27%
Average List Price	185,590	226,402	21.99%
Average Sale Price	179,639	216,102	20.30%
Average Percent of Selling Price to List Price	96.79%	96.83%	0.03%
Average Days on Market to Sale	29.92	34.85	16.50%
End of Month Inventory	139	89	-35.97%
Months Supply of Inventory	3.51	2.33	-33.74%



■ Closed (23.03%)
■ Pending (23.60%)
■ Other OffMarket (3.37%)
■ Active (50.00%)

Absorption: Last 12 months, an Average of **38** Sales/Month
Active Inventory as of August 31, 2020 = **89**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2020 decreased **35.97%** to 89 existing homes available for sale. Over the last 12 months this area has had an average of 38 closed sales per month. This represents an unsold inventory index of **2.33** 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 **20.30%** in August 2020 to \$216,102 versus the previous year at \$179,639.

Average Days on Market Lengthens

The average number of **34.85** days that homes spent on the market before selling increased by 4.94 days or **16.50%** in August 2020 compared to last year's same month at **29.92** DOM.

Sales Success for August 2020 is Positive

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

There were 40 New Listings in August 2020, down **27.27%** from last year at 55. Furthermore, there were 41 Closed Listings this month versus last year at 48, a **-14.58%** decrease.

Closed versus Listed trends yielded a **102.5%** ratio, up from previous year's, August 2019, at **87.3%**, a **17.45%** upswing. This will certainly create pressure on a decreasing Monthly 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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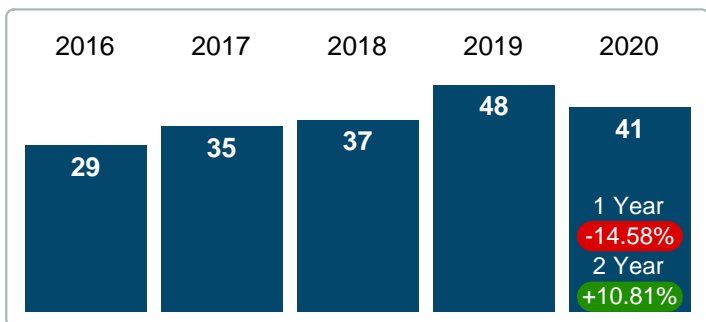
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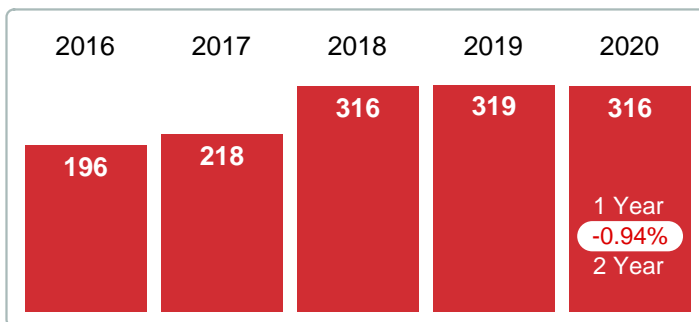
CLOSED LISTINGS

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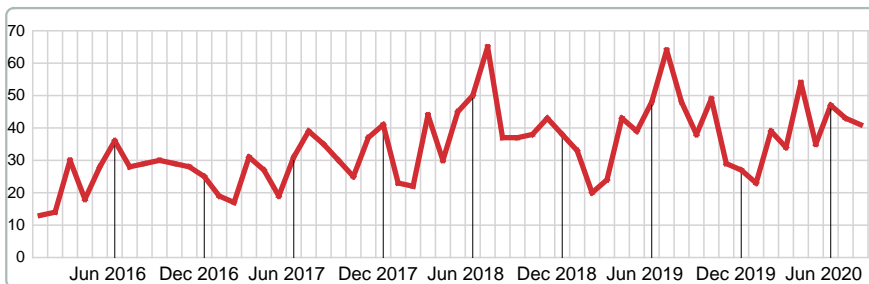
AUGUST



YEAR TO DATE (YTD)

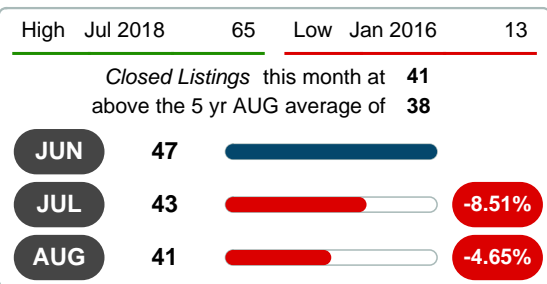


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 38



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	2	4.88%	15.0	0	2	0	0
\$75,001 - \$150,000	7	17.07%	27.0	2	4	1	0
\$150,001 - \$150,000	0	0.00%	0.0	0	0	0	0
\$150,001 - \$200,000	15	36.59%	27.5	0	12	2	1
\$200,001 - \$250,000	6	14.63%	32.8	0	6	0	0
\$250,001 - \$350,000	7	17.07%	45.7	0	6	1	0
\$350,001 and up	4	9.76%	70.0	0	2	1	1
Total Closed Units	41			2	32	5	2
Total Closed Volume	8,860,197	100%	34.9	186.50K	6.93M	1.18M	559.00K
Average Closed Price	\$216,102			\$93,250	\$216,689	\$236,130	\$279,500

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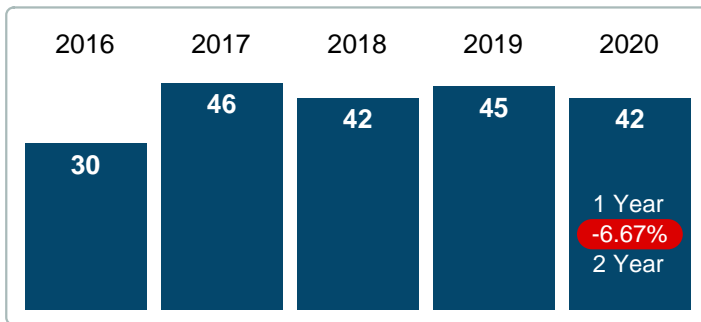
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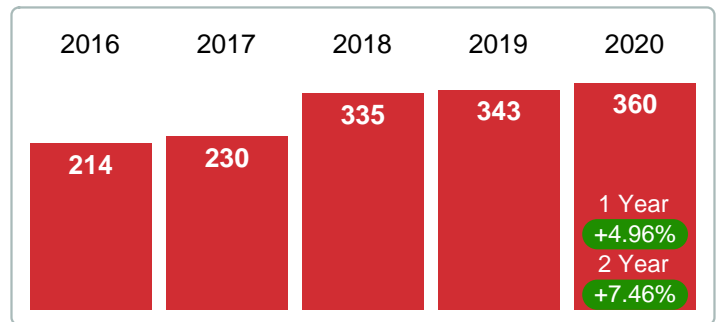
PENDING LISTINGS

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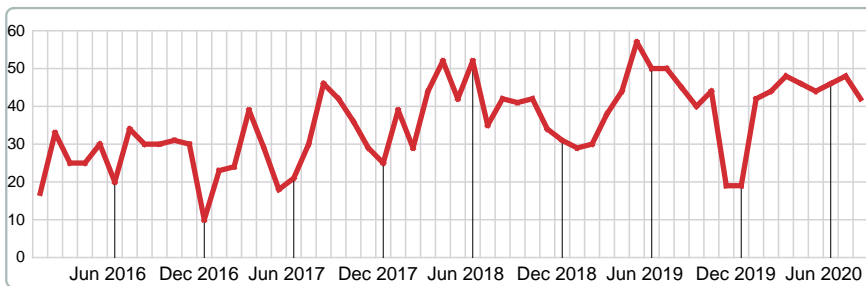
AUGUST



YEAR TO DATE (YTD)

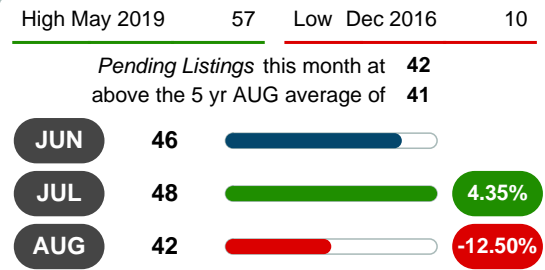


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 41



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	3	7.14%	101.3	1	2	0	0
\$75,001 - \$125,000	7	16.67%	15.1	4	3	0	0
\$125,001 - \$150,000	5	11.90%	15.4	1	3	1	0
\$150,001 - \$175,000	8	19.05%	16.1	0	7	1	0
\$175,001 - \$200,000	8	19.05%	55.4	0	6	2	0
\$200,001 - \$250,000	5	11.90%	39.2	0	3	2	0
\$250,001 and up	6	14.29%	42.5	0	3	1	2
Total Pending Units	42			6	27	7	2
Total Pending Volume	7,234,806	100%	35.1	604.20K	4.60M	1.43M	602.00K
Average Listing Price	\$171,946			\$100,700	\$170,367	\$204,100	\$301,000

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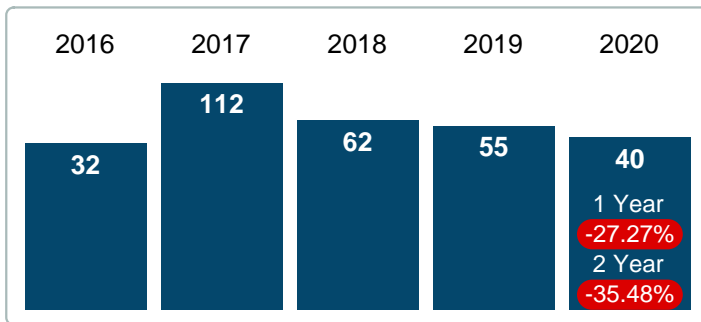
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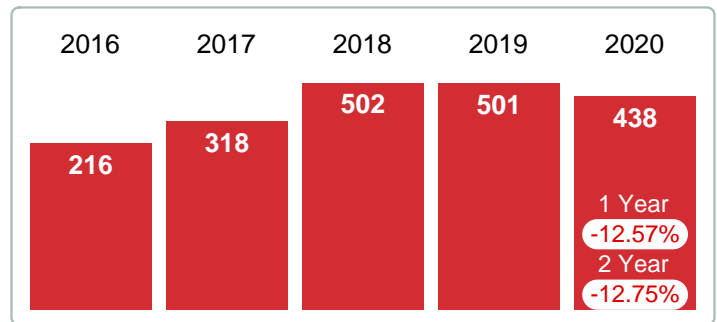
NEW LISTINGS

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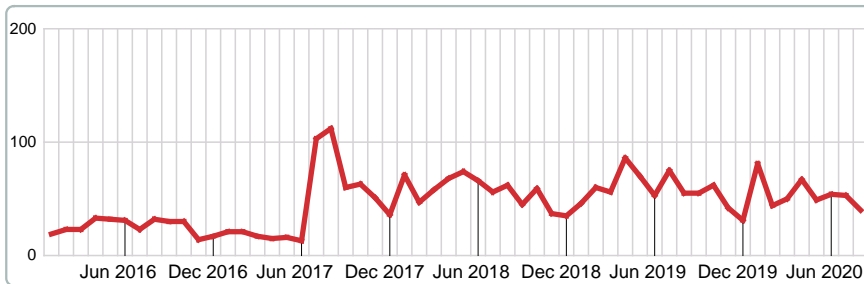
AUGUST



YEAR TO DATE (YTD)

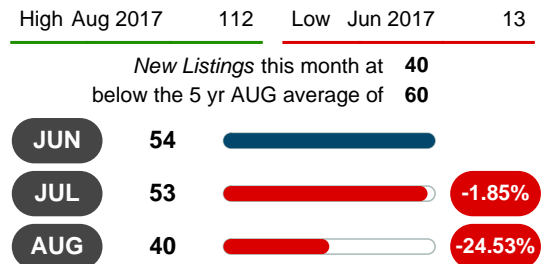


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 60



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	2	5.00%	0	2	0	0
\$75,001 - \$125,000	7	17.50%	2	5	0	0
\$125,001 - \$125,000	0	0.00%	0	0	0	0
\$125,001 - \$175,000	16	40.00%	2	11	3	0
\$175,001 - \$225,000	6	15.00%	0	5	1	0
\$225,001 - \$300,000	5	12.50%	0	3	2	0
\$300,001 and up	4	10.00%	0	1	1	2
Total New Listed Units	40		4	27	7	2
Total New Listed Volume	7,526,356	100%	464.80K	4.55M	1.49M	1.02M
Average New Listed Listing Price	\$199,664		\$116,200	\$168,565	\$212,329	\$512,000

August 2020



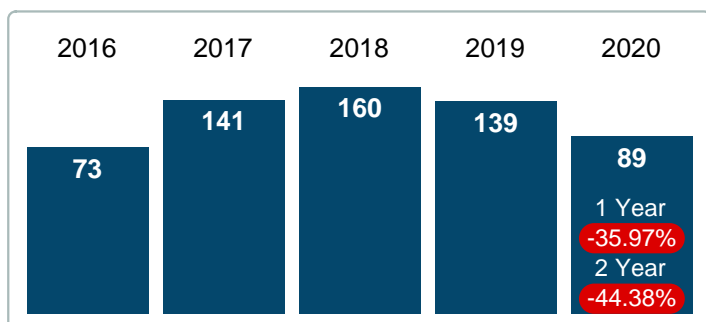
Area Delimited by County Of Bryan - Residential Property Type



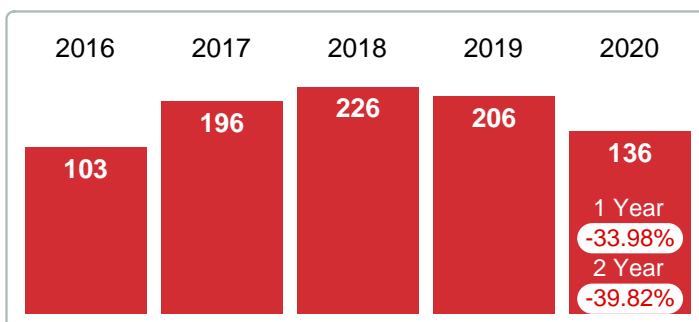
ACTIVE INVENTORY

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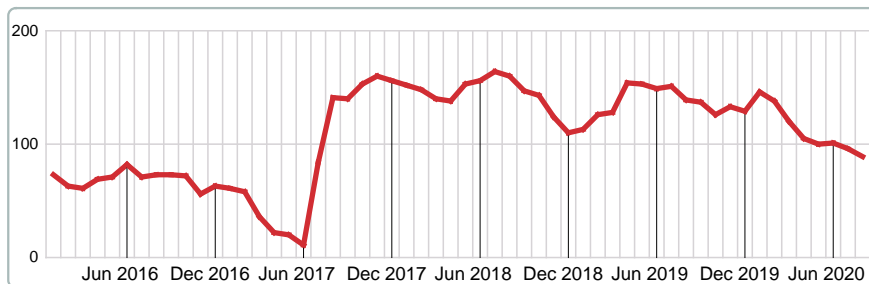
END OF AUGUST



ACTIVE DURING AUGUST

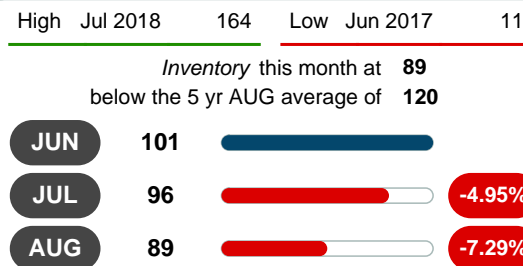


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 120



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	7	7.87%	90.9	4	3	0	0
\$75,001 - \$125,000	11	12.36%	58.8	1	7	2	1
\$125,001 - \$175,000	15	16.85%	38.3	2	11	2	0
\$175,001 - \$275,000	22	24.72%	88.6	0	16	5	1
\$275,001 - \$375,000	11	12.36%	74.5	0	5	5	1
\$375,001 - \$625,000	14	15.73%	94.6	0	4	4	6
\$625,001 and up	9	10.11%	100.3	0	2	3	4
Total Active Inventory by Units	89			7	48	21	13
Total Active Inventory by Volume	27,479,449	100%	77.0	662.70K	11.33M	8.70M	6.79M
Average Active Inventory Listing Price	\$308,758			\$94,671	\$235,982	\$414,414	\$522,069

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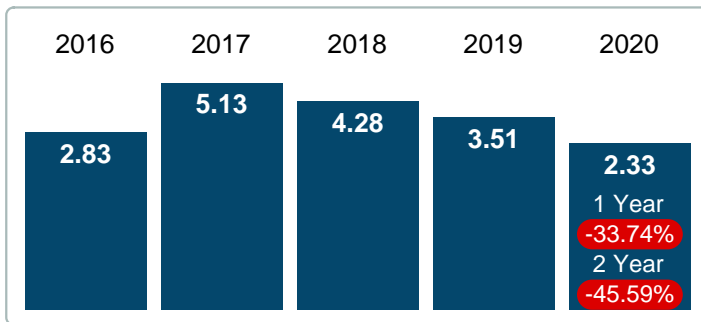
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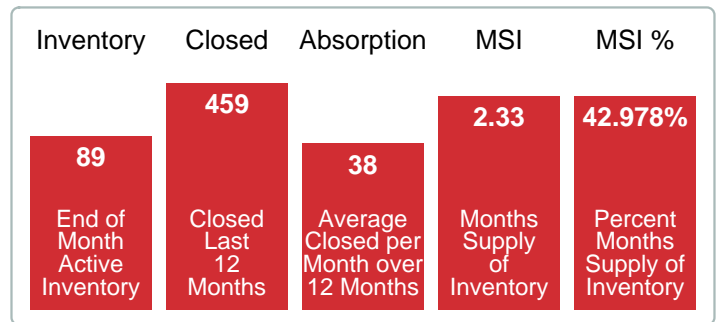
MONTHS SUPPLY of INVENTORY (MSI)

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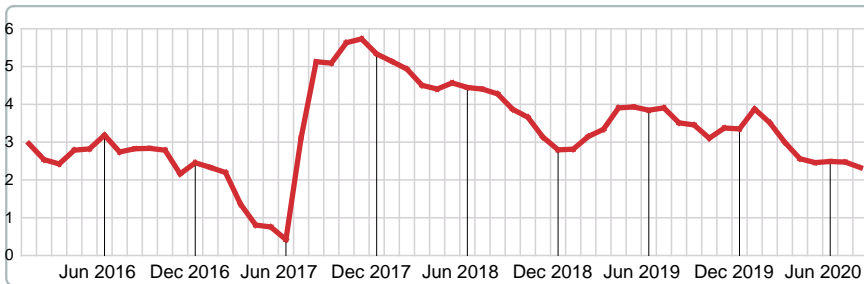
MSI FOR AUGUST



INDICATORS FOR AUGUST 2020

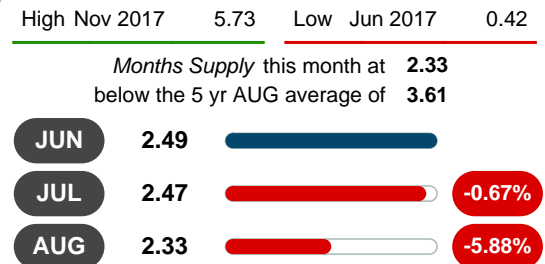


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 3.61



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	7	7.87%	1.95	3.69	1.38	0.00	0.00
\$75,001 - \$125,000	11	12.36%	1.47	0.63	1.40	2.67	6.00
\$125,001 - \$175,000	15	16.85%	1.54	3.00	1.55	1.14	0.00
\$175,001 - \$275,000	22	24.72%	1.90	0.00	1.86	2.00	12.00
\$275,001 - \$375,000	11	12.36%	3.22	0.00	3.00	4.00	3.00
\$375,001 - \$625,000	14	15.73%	8.40	0.00	6.86	6.00	14.40
\$625,001 and up	9	10.11%	12.00	0.00	12.00	7.20	24.00
Market Supply of Inventory (MSI)			2.33	1.79	1.90	2.77	8.67
Total Active Inventory by Units		100%	2.33	7	48	21	13

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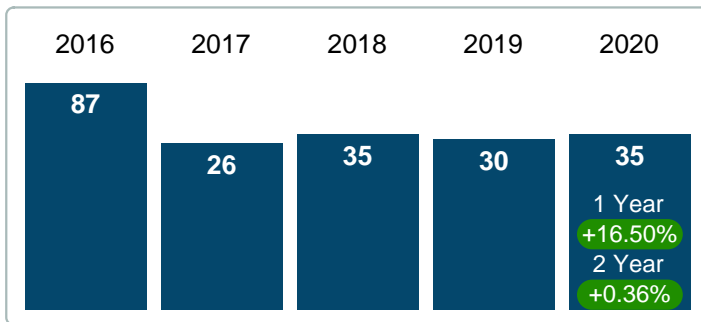
Area Delimited by County Of Bryan - Residential Property Type



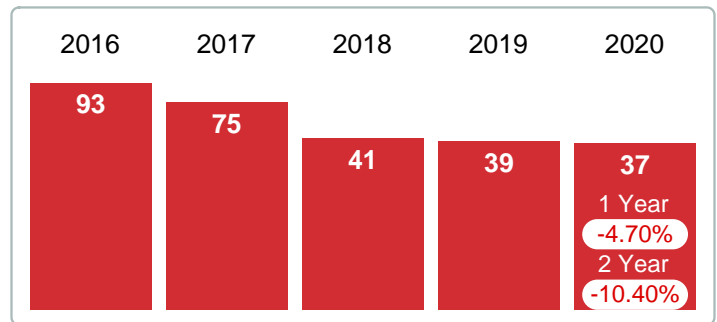
AVERAGE DAYS ON MARKET TO SALE

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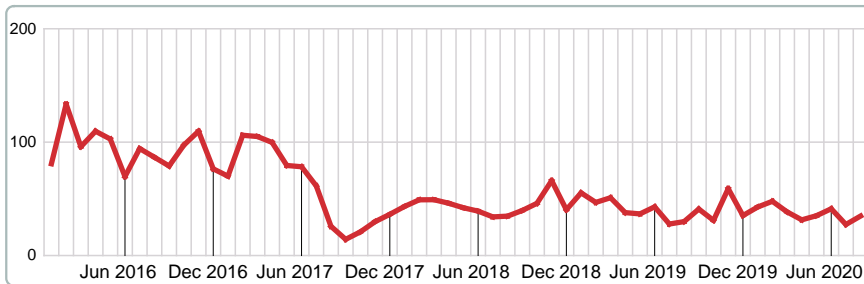
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 42

High Feb 2016 134 Low Sep 2017 14

Average Days on Market to Sale this month at 35 below the 5 yr AUG average of 42



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	4.88%	15	0	15	0	0
\$75,001 - \$150,000	17.07%	27	73	11	1	0
\$150,001 - \$150,000	0.00%	0	0	0	0	0
\$150,001 - \$200,000	36.59%	28	0	25	53	4
\$200,001 - \$250,000	14.63%	33	0	33	0	0
\$250,001 - \$350,000	17.07%	46	0	27	161	0
\$350,001 and up	9.76%	70	0	45	122	68
Average Closed DOM		35				
Total Closed Units	100%	35	73	26	78	36
Total Closed Volume		8,860,197	186.50K	6.93M	1.18M	559.00K

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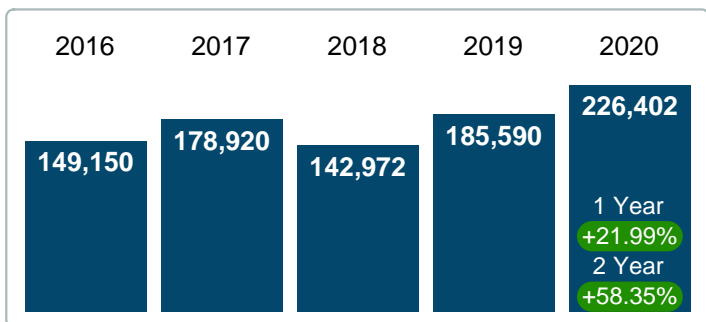
Area Delimited by County Of Bryan - Residential Property Type



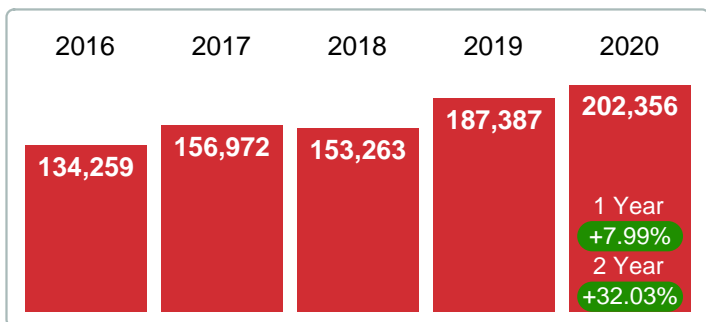
AVERAGE LIST PRICE AT CLOSING

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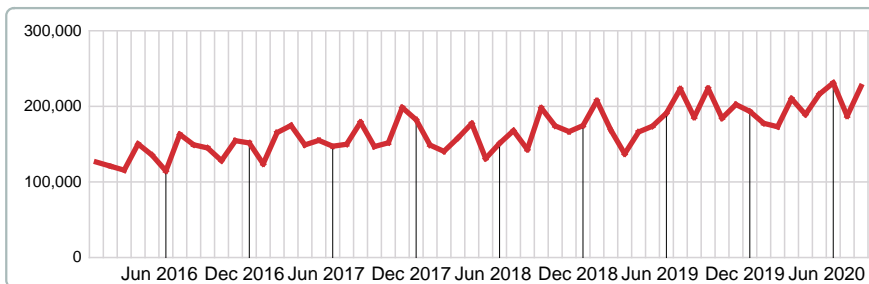
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

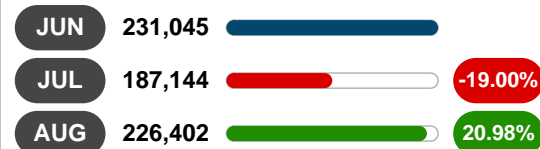


3 MONTHS

5 year AUG AVG = 176,607

High Jun 2020 231,045 Low Jun 2016 114,597

Average List Price at Closing this month at **226,402** above the 5 yr AUG average of **176,607**



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	4.88%	47,950	0	47,950	0	0
\$75,001 - \$150,000	17.07%	112,471	97,500	128,100	79,900	0
\$150,001 - \$150,000	0.00%	0	0	0	0	0
\$150,001 - \$200,000	36.59%	174,073	0	175,942	172,450	154,900
\$200,001 - \$250,000	12.20%	226,940	0	231,117	0	0
\$250,001 - \$350,000	17.07%	297,643	0	321,750	276,000	0
\$350,001 and up	12.20%	514,000	0	613,000	529,000	439,999
Average List Price		226,402	97,500	226,962	245,960	297,450
Total Closed Units	100%	226,402	2	32	5	2
Total Closed Volume		9,282,497	195.00K	7.26M	1.23M	594.90K

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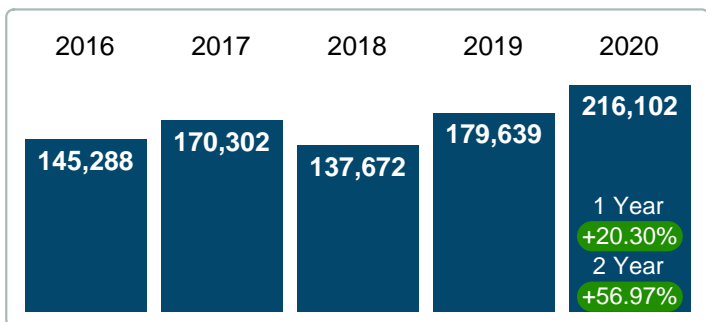
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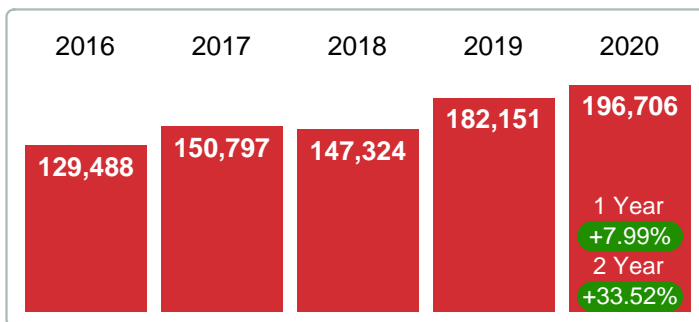
AVERAGE SOLD PRICE AT CLOSING

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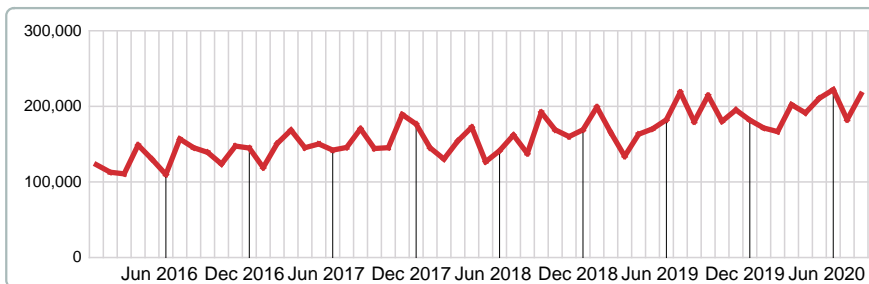
AUGUST



YEAR TO DATE (YTD)

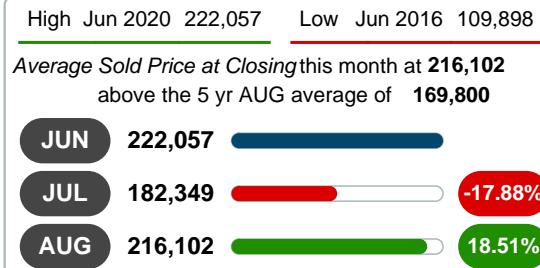


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 169,800



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	4.88%	50,600	0	50,600	0	0
\$75,001 - \$150,000	17.07%	104,914	93,250	117,000	79,900	0
\$150,001 - \$150,000	0.00%	0	0	0	0	0
\$150,001 - \$200,000	36.59%	170,123	0	172,675	162,875	154,000
\$200,001 - \$250,000	14.63%	227,875	0	227,875	0	0
\$250,001 - \$350,000	17.07%	304,214	0	311,583	260,000	0
\$350,001 and up	9.76%	494,000	0	528,000	515,000	405,000
Average Sold Price		216,102	93,250	216,689	236,130	279,500
Total Closed Units	100%	216,102	2	32	5	2
Total Closed Volume		8,860,197	186.50K	6.93M	1.18M	559.00K

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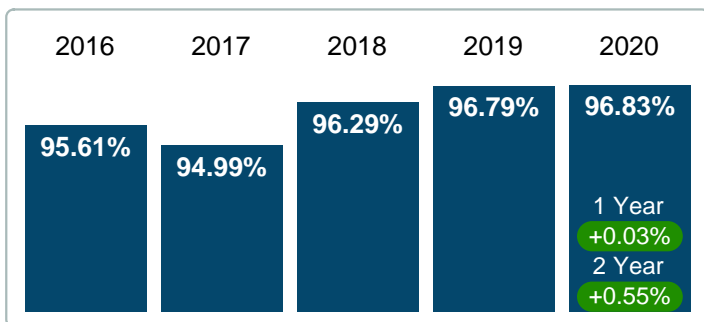
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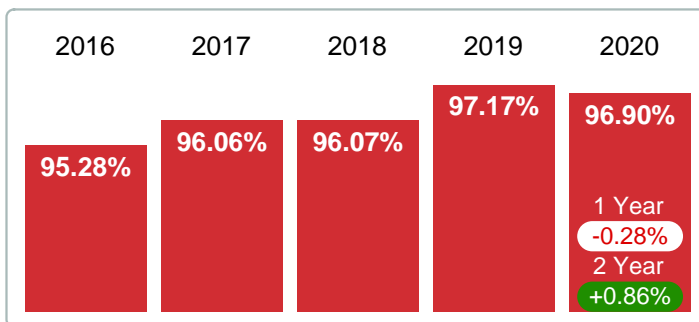
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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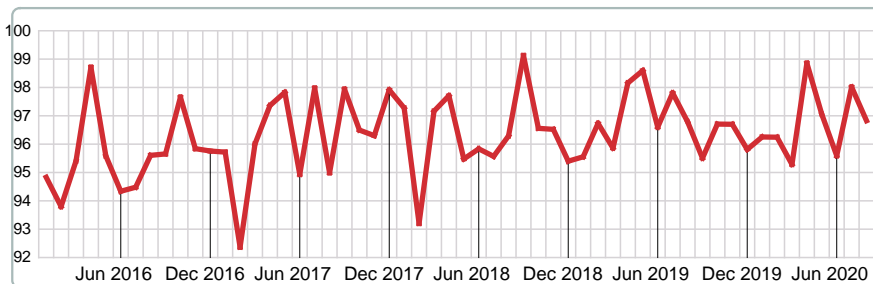
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

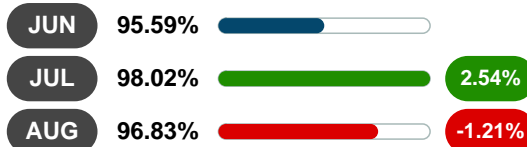


3 MONTHS

5 year AUG AVG = 96.10%

High Sep 2018 99.13% Low Feb 2017 92.37%

Average Sold/List Ratio this month at **96.83%** above the 5 yr AUG average of **96.10%**



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: 4.88%;"></div> 2	4.88%	105.50%	0.00%	105.50%	0.00%	0.00%
\$75,001 - \$150,000	<div style="width: 17.07%;"></div> 7	17.07%	94.44%	95.99%	92.27%	100.00%	0.00%
\$150,001 - \$150,000	<div style="width: 0.00%;"></div> 0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$150,001 - \$200,000	<div style="width: 36.59%;"></div> 15	36.59%	97.80%	0.00%	98.21%	94.53%	99.42%
\$200,001 - \$250,000	<div style="width: 14.63%;"></div> 6	14.63%	98.68%	0.00%	98.68%	0.00%	0.00%
\$250,001 - \$350,000	<div style="width: 17.07%;"></div> 7	17.07%	96.58%	0.00%	96.98%	94.20%	0.00%
\$350,001 and up	<div style="width: 9.76%;"></div> 4	9.76%	90.67%	0.00%	86.64%	97.35%	92.05%
Average Sold/List Ratio		96.80%		95.99%	97.06%	96.12%	95.73%
Total Closed Units		41	100%	2	32	5	2
Total Closed Volume		8,860,197		186.50K	6.93M	1.18M	559.00K

August 2020



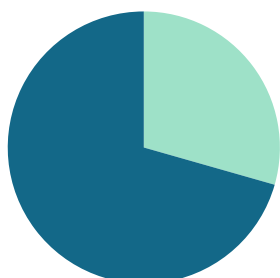
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

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

INVENTORY

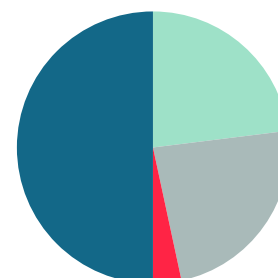


Inventory
 New Listings
40 = 29.41%
 Start Inventory
96
 Total Inventory Units
136
 Volume
\$36,438,955

Market Activity

Closed Sales
41 = 23.03%
 Pending Sales
42 = 23.60%
 Other Off Market
6 = 3.37%
 Active Inventory
89 = 50.00%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	48	41	-14.58%	319	316	-0.94%
Pending Sales	45	42	-6.67%	343	360	4.96%
New Listings	55	40	-27.27%	501	438	-12.57%
Average List Price	185,590	226,402	21.99%	187,387	202,356	7.99%
Average Sale Price	179,639	216,102	20.30%	182,151	196,706	7.99%
Average Percent of Selling Price to List Price	96.79%	96.83%	0.03%	97.17%	96.90%	-0.28%
Average Days on Market to Sale	29.92	34.85	16.50%	38.62	36.81	-4.70%
Monthly Inventory	139	89	-35.97%	139	89	-35.97%
Months Supply of Inventory	3.51	2.33	-33.74%	3.51	2.33	-33.74%

Absorption: Last 12 months, an Average of **38** Sales/Month

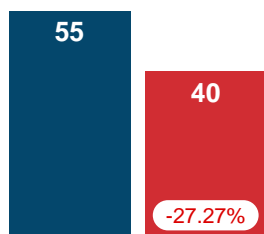
Inventory on August 31, 2020 = **89**

2019 **2020**

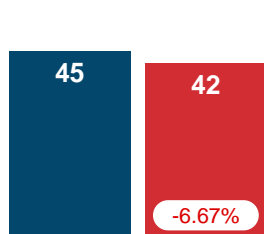
AUGUST MARKET

AVERAGE PRICES

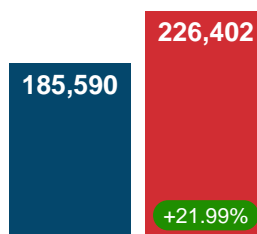
New Listings



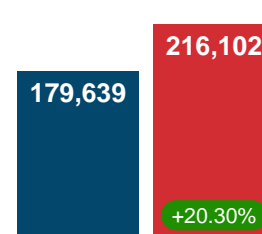
Pending Listings



List Price



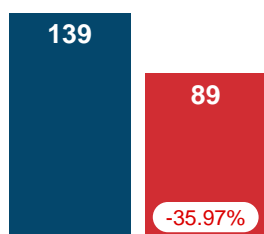
Sale Price



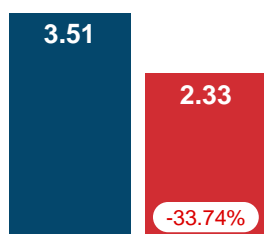
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

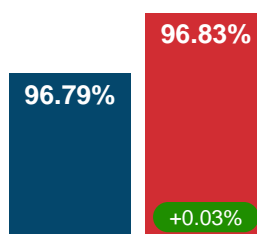
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

