

February 2020



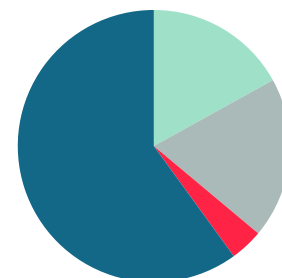
Area Delimited by County Of Bryan - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		
	2019	2020	+/-%
Closed Listings	20	39	95.00%
Pending Listings	30	44	46.67%
New Listings	60	44	-26.67%
Median List Price	163,750	157,500	-3.82%
Median Sale Price	162,500	157,500	-3.08%
Median Percent of Selling Price to List Price	100.00%	97.46%	-2.54%
Median Days on Market to Sale	27.00	27.00	0.00%
End of Month Inventory	126	138	9.52%
Months Supply of Inventory	3.15	3.52	11.62%



■ Closed (16.96%)
■ Pending (19.13%)
■ Other OffMarket (3.91%)
■ Active (60.00%)

Absorption: Last 12 months, an Average of **39** Sales/Month
Active Inventory as of February 29, 2020 = **138**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of February 2020 rose **9.52%** to 138 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 **3.52** MSI for this period.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **3.08%** in February 2020 to \$157,500 versus the previous year at \$162,500.

Median Days on Market Shortens

The median number of **27.00** days that homes spent on the market before selling decreased by 0.00 days or **0.00%** in February 2020 compared to last year's same month at **27.00** DOM.

Sales Success for February 2020 is Positive

Overall, with Median Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 44 New Listings in February 2020, down **26.67%** from last year at 60. Furthermore, there were 39 Closed Listings this month versus last year at 20, a **95.00%** increase.

Closed versus Listed trends yielded a **88.6%** ratio, up from previous year's, February 2019, at **33.3%**, a **165.91%** upswing. This will certainly create pressure on an increasing Monthly $\frac{1}{2}$ 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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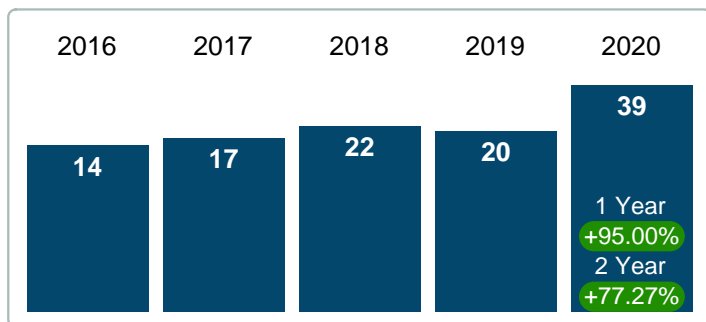
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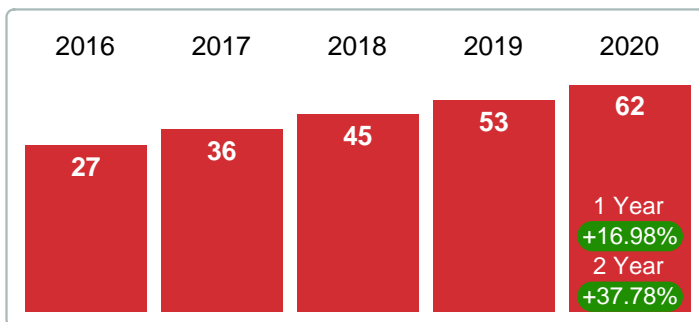
CLOSED LISTINGS

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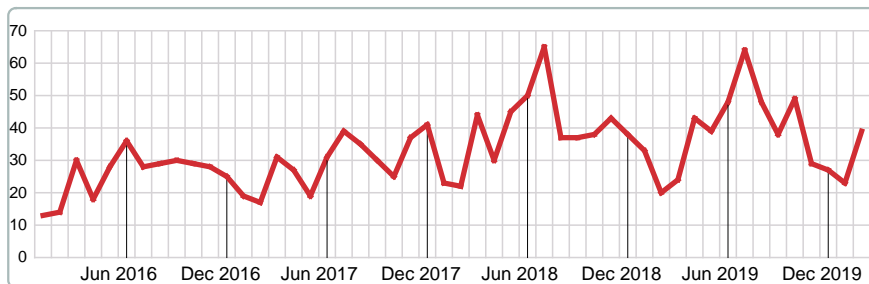
FEBRUARY



YEAR TO DATE (YTD)

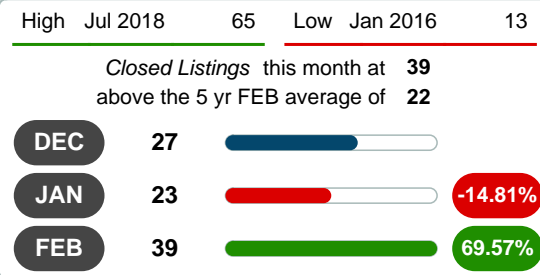


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 22



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	3	7.69%	7.0	2	1	0	0
\$75,001 - \$75,000	0	0.00%	7.0	0	0	0	0
\$75,001 - \$125,000	12	30.77%	9.0	1	9	1	1
\$125,001 - \$175,000	7	17.95%	32.0	0	5	2	0
\$175,001 - \$225,000	6	15.38%	50.5	0	5	1	0
\$225,001 - \$275,000	6	15.38%	70.5	0	4	2	0
\$275,001 and up	5	12.82%	28.0	0	1	2	2
Total Closed Units	39			3	25	8	3
Total Closed Volume	6,497,100	100%	27.0	151.00K	3.89M	1.71M	747.00K
Median Closed Price	\$157,500			\$34,000	\$145,000	\$226,950	\$300,000

February 2020



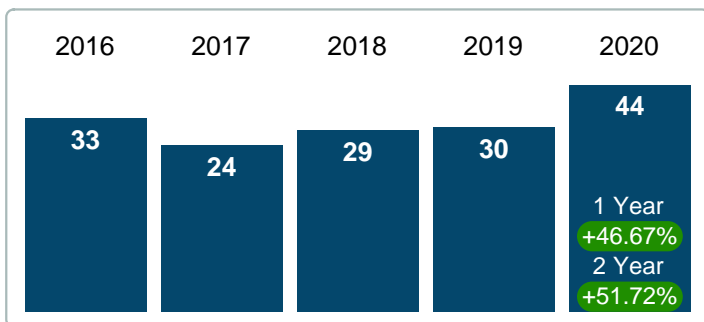
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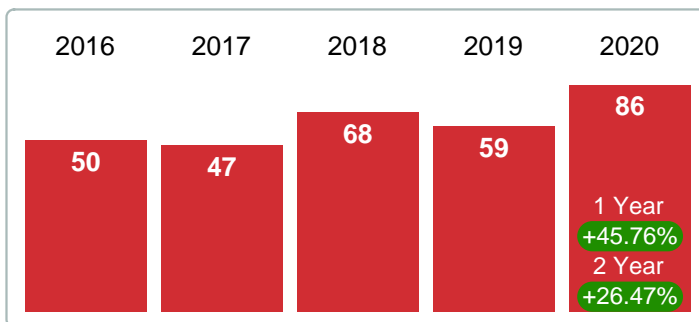
PENDING LISTINGS

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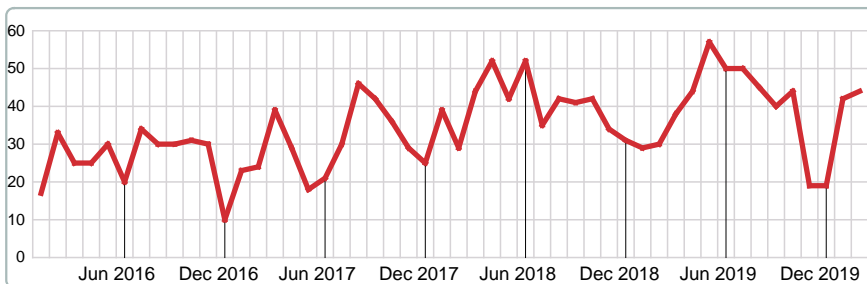
FEBRUARY



YEAR TO DATE (YTD)

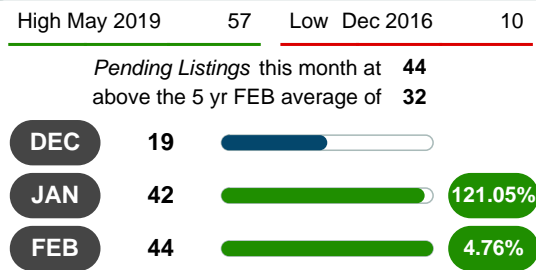


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 32



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	6.82%	5.0	1	2	0	0
\$50,001 - \$75,000	2	4.55%	62.0	0	2	0	0
\$75,001 - \$100,000	5	11.36%	42.0	3	2	0	0
\$100,001 - \$175,000	14	31.82%	25.5	0	10	4	0
\$175,001 - \$250,000	11	25.00%	30.0	1	7	3	0
\$250,001 - \$375,000	4	9.09%	21.0	0	1	3	0
\$375,001 and up	5	11.36%	104.0	0	5	0	0
Total Pending Units	44			5	29	10	0
Total Pending Volume	8,596,950	100%	29.0	513.90K	5.87M	2.21M	0.00B
Median Listing Price	\$155,000			\$85,000	\$149,900	\$184,950	\$0

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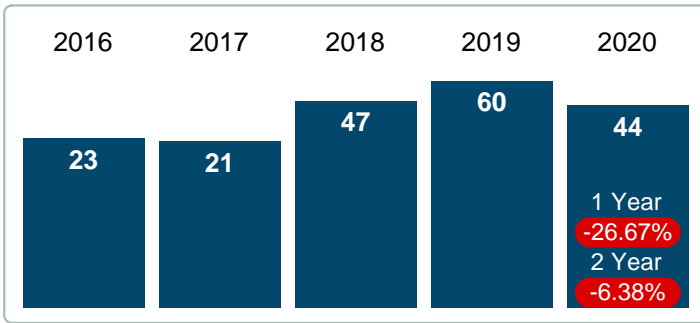
Area Delimited by County Of Bryan - Residential Property Type



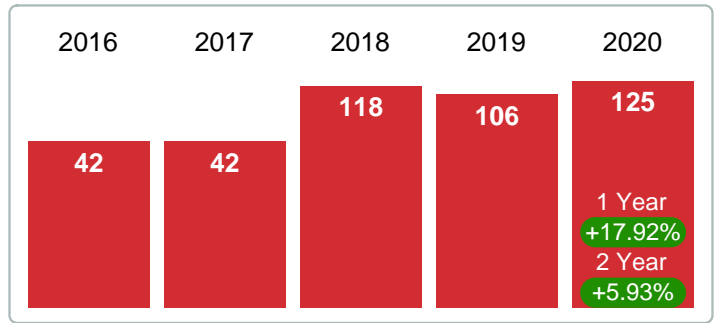
NEW LISTINGS

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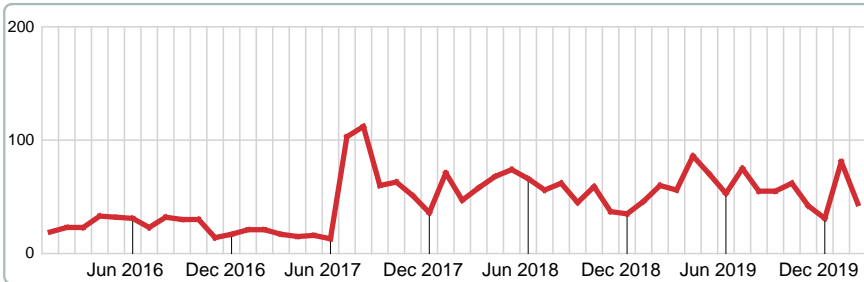
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 39

High Aug 2017 112 Low Jun 2017 13

New Listings this month at 44
above the 5 yr FEB average of 39



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	11.36%	2	3	0	0
\$50,001 - \$75,000	3	6.82%	1	2	0	0
\$75,001 - \$125,000	5	11.36%	1	4	0	0
\$125,001 - \$225,000	14	31.82%	0	11	3	0
\$225,001 - \$275,000	7	15.91%	0	4	2	1
\$275,001 - \$350,000	5	11.36%	0	3	2	0
\$350,001 and up	5	11.36%	0	2	2	1
Total New Listed Units	44		4	29	9	2
Total New Listed Volume	8,979,400	100%	223.90K	5.35M	2.73M	677.90K
Median New Listed Listing Price	\$170,700		\$52,450	\$139,900	\$259,900	\$338,950

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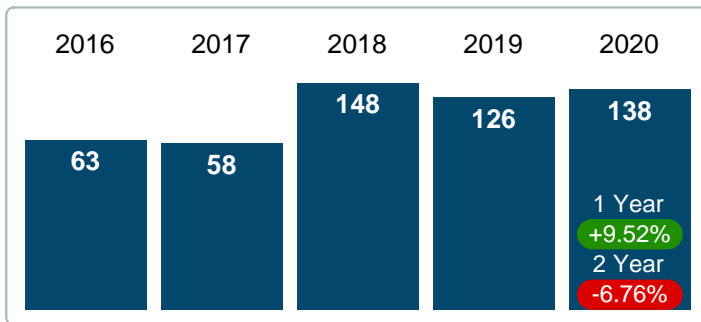
Area Delimited by County Of Bryan - Residential Property Type



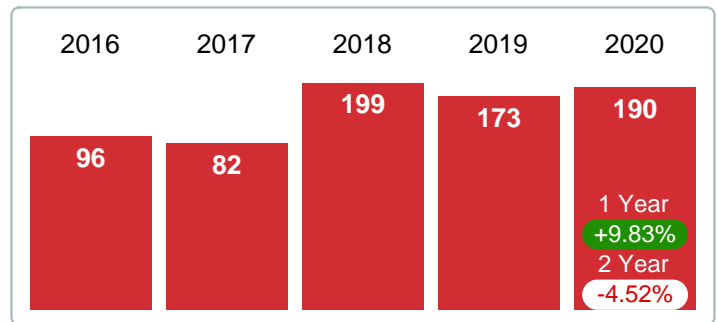
ACTIVE INVENTORY

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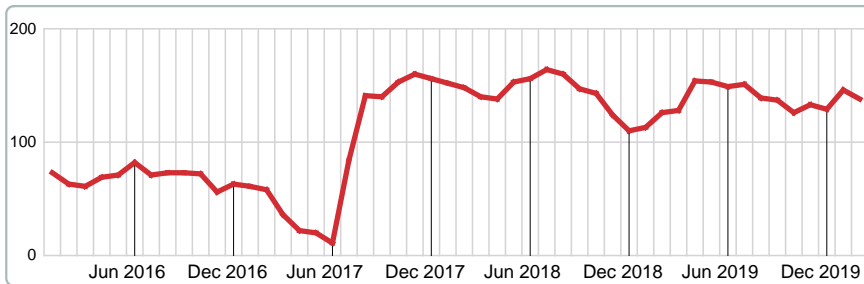
END OF FEBRUARY



ACTIVE DURING FEBRUARY

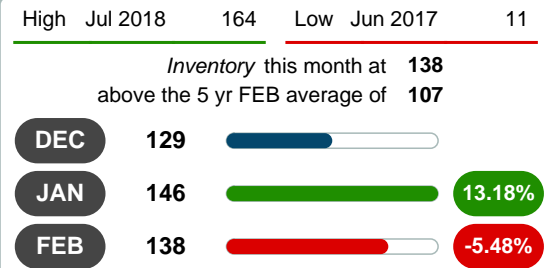


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 107



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	13	9.42%	103.0	4	8	0	1
\$75,001 - \$125,000	18	13.04%	73.5	6	11	1	0
\$125,001 - \$175,000	17	12.32%	32.0	1	14	2	0
\$175,001 - \$275,000	38	27.54%	52.5	1	28	7	2
\$275,001 - \$350,000	17	12.32%	39.0	2	9	6	0
\$350,001 - \$475,000	18	13.04%	59.5	0	4	7	7
\$475,001 and up	17	12.32%	116.0	0	3	9	5
Total Active Inventory by Units	138			14	77	32	15
Total Active Inventory by Volume	38,297,660	100%	50.5	1.88M	16.32M	12.09M	7.99M
Median Active Inventory Listing Price	\$216,000			\$101,750	\$185,900	\$345,000	\$440,000

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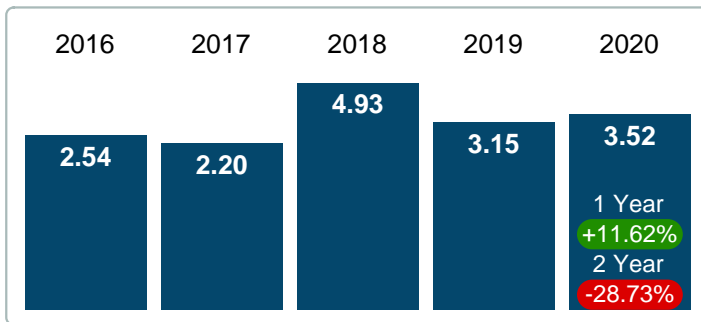
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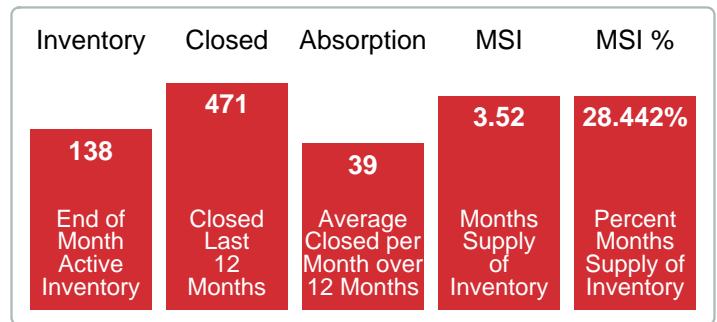
MONTHS SUPPLY of INVENTORY (MSI)

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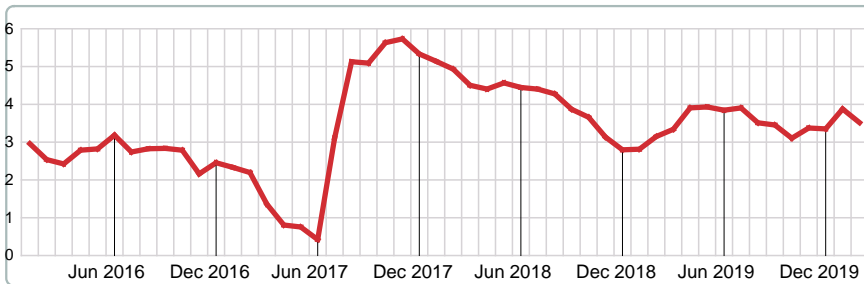
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2020



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 3.27

High Nov 2017 5.73 Low Jun 2017 0.42

Months Supply this month at **3.52**
above the 5 yr FEB average of **3.27**



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	13	9.42%	3.00	2.29	3.56	0.00	12.00
\$75,001 - \$125,000	18	13.04%	2.48	4.24	2.20	1.50	0.00
\$125,001 - \$175,000	17	12.32%	1.53	3.00	1.63	1.00	0.00
\$175,001 - \$275,000	38	27.54%	3.14	3.00	3.14	2.63	12.00
\$275,001 - \$350,000	17	12.32%	6.18	12.00	6.75	8.00	0.00
\$350,001 - \$475,000	18	13.04%	15.43	0.00	12.00	10.50	42.00
\$475,001 and up	17	12.32%	29.14	0.00	18.00	36.00	30.00
Market Supply of Inventory (MSI)			3.52	3.50	2.90	4.41	10.59
Total Active Inventory by Units		100%	3.52	14	77	32	15

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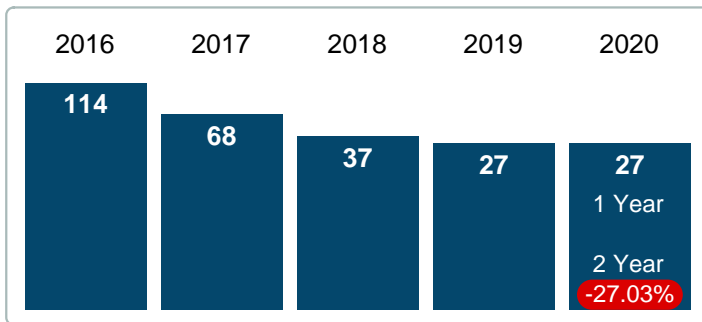
Area Delimited by County Of Bryan - Residential Property Type



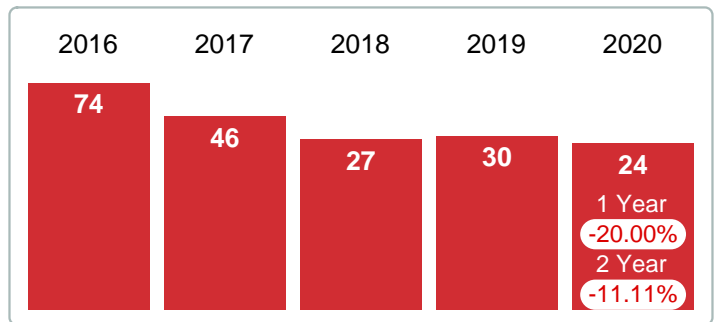
MEDIAN DAYS ON MARKET TO SALE

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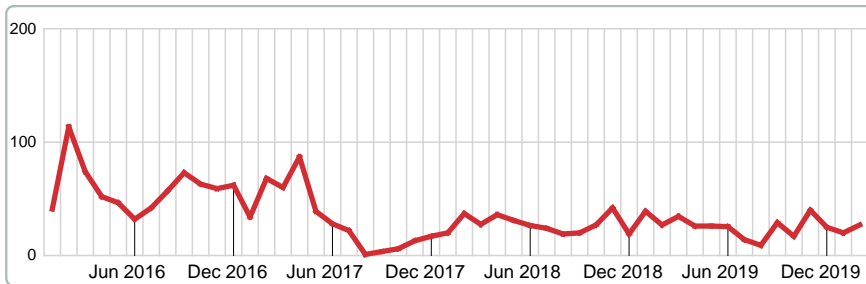
FEBRUARY



YEAR TO DATE (YTD)

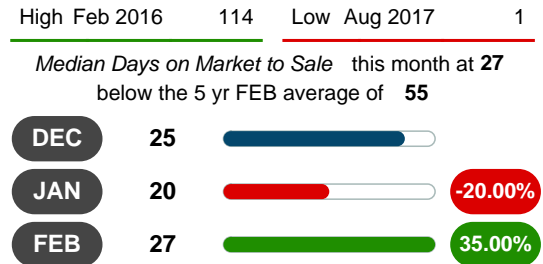


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 55



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	3	7.69%	7	4	27	0	0
\$75,001 - \$75,000	0	0.00%	7	0	0	0	0
\$75,001 - \$125,000	12	30.77%	9	7	8	84	56
\$125,001 - \$175,000	7	17.95%	32	0	4	45	0
\$175,001 - \$225,000	6	15.38%	51	0	75	26	0
\$225,001 - \$275,000	6	15.38%	71	0	71	87	0
\$275,001 and up	5	12.82%	28	0	3	23	133
Median Closed DOM			27	7	20	30	113
Total Closed Units		100%	27.0	3	25	8	3
Total Closed Volume			6,497,100	151.00K	3.89M	1.71M	747.00K

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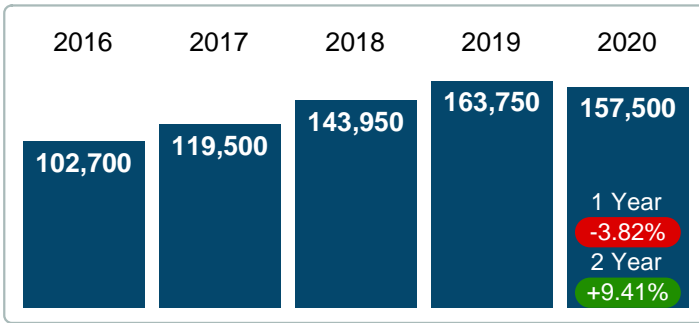
Area Delimited by County Of Bryan - Residential Property Type



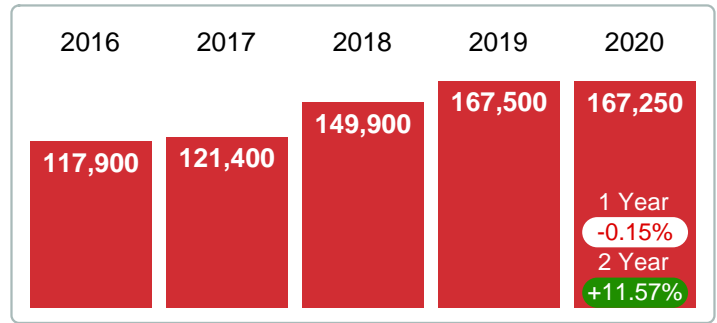
MEDIAN LIST PRICE AT CLOSING

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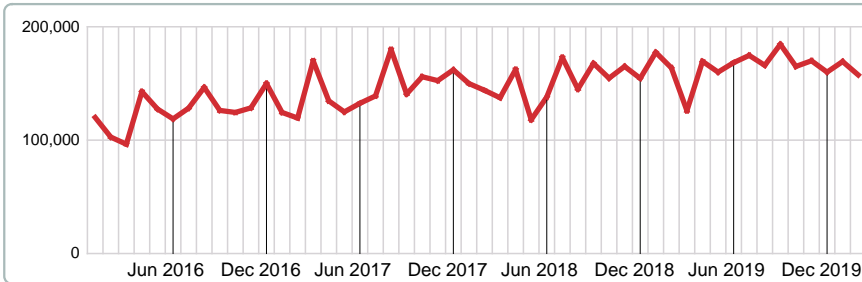
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

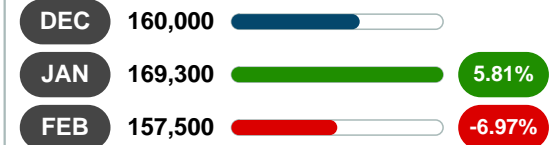


3 MONTHS

5 year FEB AVG = 137,480

High Sep 2019 184,500 Low Mar 2016 96,400

Median List Price at Closing this month at **157,500**
above the 5 yr FEB average of **137,480**



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	3	7.69%	34,000	32,000	40,000	0	0
\$75,001 - \$75,000	0	0.00%	34,000	0	0	0	0
\$75,001 - \$125,000	12	30.77%	99,900	99,900	99,900	124,900	97,500
\$125,001 - \$175,000	7	17.95%	150,000	0	150,000	148,700	0
\$175,001 - \$225,000	5	12.82%	189,900	0	187,450	218,000	0
\$225,001 - \$275,000	5	12.82%	239,900	0	237,200	239,900	0
\$275,001 and up	7	17.95%	299,000	0	285,425	299,000	345,000
Median List Price			157,500	34,000	150,000	228,950	325,000
Total Closed Units		100%	157,500	3	25	8	3
Total Closed Volume			6,747,000	163.90K	4.00M	1.79M	787.50K

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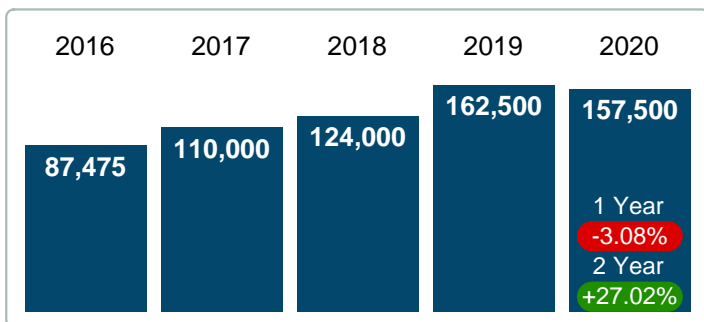
Area Delimited by County Of Bryan - Residential Property Type



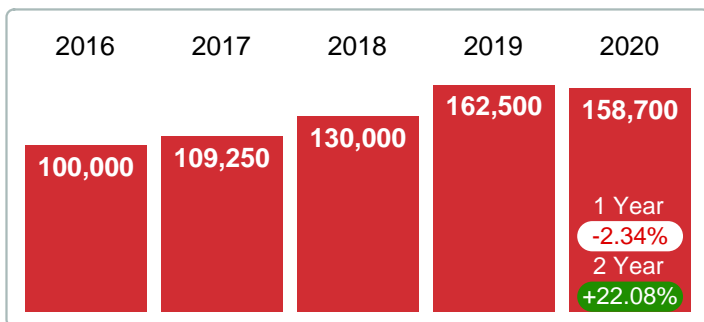
MEDIAN SOLD PRICE AT CLOSING

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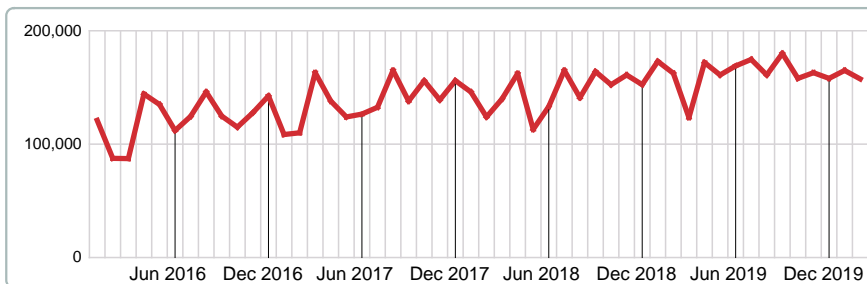
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 128,295

High Sep 2019 180,000 Low Mar 2016 87,250

Median Sold Price at Closing this month at 157,500 above the 5 yr FEB average of 128,295



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	3	7.69%	32,250	29,500	32,250	0	0
\$75,001 - \$75,000	0	0.00%	32,250	0	0	0	0
\$75,001 - \$125,000	12	30.77%	97,000	92,000	97,000	110,000	97,000
\$125,001 - \$175,000	7	17.95%	145,000	0	145,000	143,700	0
\$175,001 - \$225,000	6	15.38%	190,000	0	185,000	216,000	0
\$225,001 - \$275,000	6	15.38%	237,450	0	233,500	243,950	0
\$275,001 and up	5	12.82%	300,000	0	280,000	304,500	325,000
Median Sold Price			157,500	34,000	145,000	226,950	300,000
Total Closed Units		100%	157,500	3	25	8	3
Total Closed Volume			6,497,100	151.00K	3.89M	1.71M	747.00K

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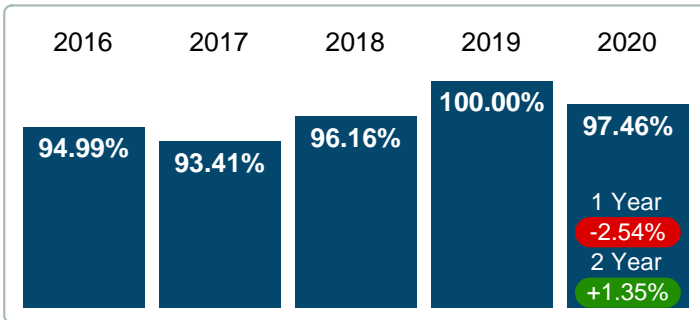
Area Delimited by County Of Bryan - Residential Property Type



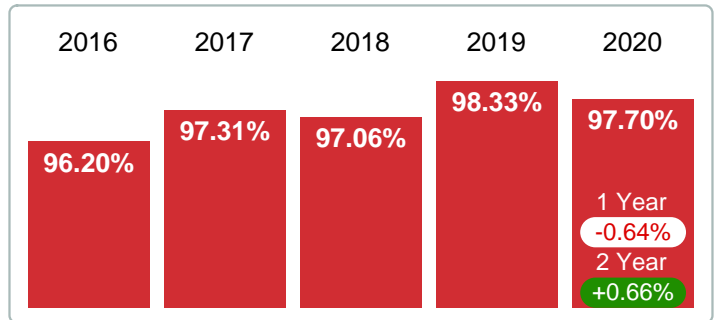
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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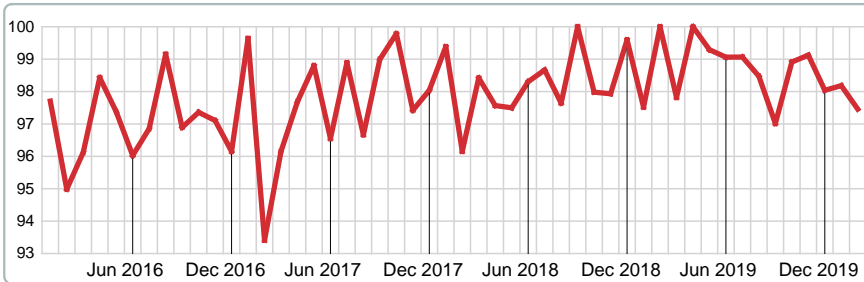
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

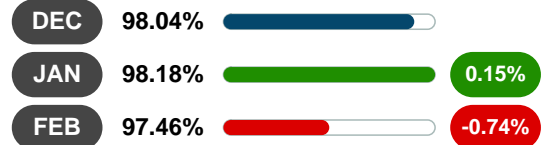


3 MONTHS

5 year FEB AVG = 96.40%

High Apr 2019 100.00% Low Feb 2017 93.41%

Median Sold/List Ratio this month at **97.46%**
above the 5 yr FEB average of **96.40%**



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	3	7.69%	83.33%	91.67%	80.63%	0.00%	0.00%
\$75,001 - \$75,000	0	0.00%	83.33%	0.00%	0.00%	0.00%	0.00%
\$75,001 - \$125,000	12	30.77%	98.47%	92.09%	99.56%	88.07%	99.49%
\$125,001 - \$175,000	7	17.95%	100.00%	0.00%	100.07%	97.06%	0.00%
\$175,001 - \$225,000	6	15.38%	98.25%	0.00%	97.42%	99.08%	0.00%
\$225,001 - \$275,000	6	15.38%	96.65%	0.00%	96.65%	92.69%	0.00%
\$275,001 and up	5	12.82%	95.89%	0.00%	97.92%	97.69%	94.10%
Median Sold/List Ratio		97.46%		92.09%	97.92%	97.23%	95.89%
Total Closed Units		39	100%	3	25	8	3
Total Closed Volume		6,497,100		151.00K	3.89M	1.71M	747.00K

February 2020



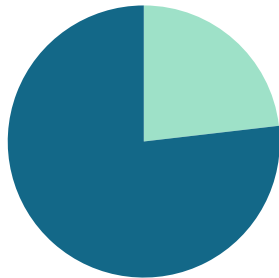
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

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

INVENTORY

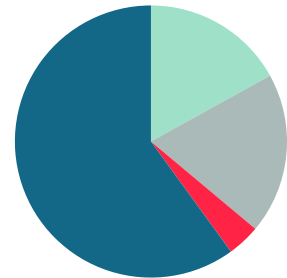


Inventory
 New Listings
44 = 23.16%
 Start Inventory
146
 Total Inventory Units
190
 Volume
\$49,410,710

Market Activity

Closed Sales
39 = 16.96%
 Pending Sales
44 = 19.13%
 Other Off Market
9 = 3.91%
 Active Inventory
138 = 60.00%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	20	39	95.00%	53	62	16.98%
Pending Sales	30	44	46.67%	59	86	45.76%
New Listings	60	44	-26.67%	106	125	17.92%
Median List Price	163,750	157,500	-3.82%	167,500	167,250	-0.15%
Median Sale Price	162,500	157,500	-3.08%	162,500	158,700	-2.34%
Median Percent of Selling Price to List Price	100.00%	97.46%	-2.54%	98.33%	97.70%	-0.64%
Median Days on Market to Sale	27.00	27.00	0.00%	30.00	24.00	-20.00%
Monthly Inventory	126	138	9.52%	126	138	9.52%
Months Supply of Inventory	3.15	3.52	11.62%	3.15	3.52	11.62%

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

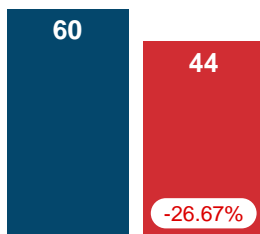
Inventory on February 29, 2020 = **138**

2019 **2020**

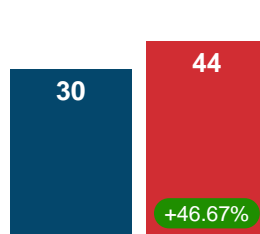
FEBRUARY MARKET

MEDIAN PRICES

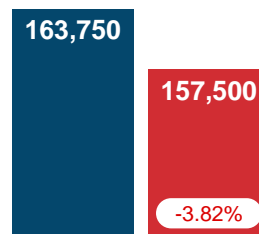
New Listings



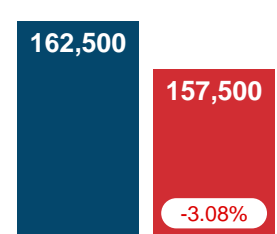
Pending Listings



List Price



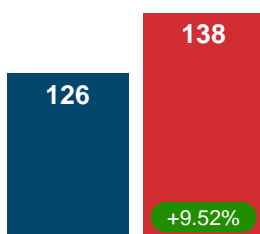
Sale Price



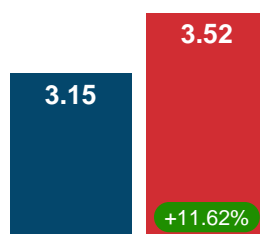
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

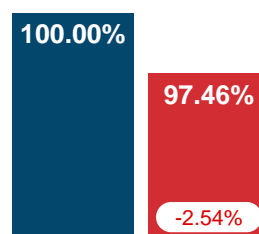
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

+0.00%