

January 2020



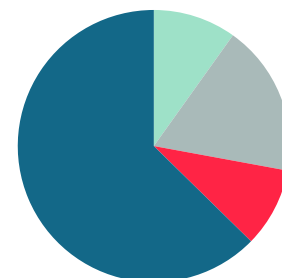
Area Delimited by County Of Bryan - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	January 2020	+/-%
Closed Listings	33	23	-30.30%
Pending Listings	29	42	44.83%
New Listings	46	81	76.09%
Average List Price	207,379	177,552	-14.38%
Average Sale Price	199,058	171,374	-13.91%
Average Percent of Selling Price to List Price	95.55%	96.25%	0.73%
Average Days on Market to Sale	55.27	42.78	-22.60%
End of Month Inventory	113	146	29.20%
Months Supply of Inventory	2.81	3.88	37.78%



■ Closed (9.87%)
■ Pending (18.03%)
■ Other OffMarket (9.44%)
■ Active (62.66%)

Absorption: Last 12 months, an Average of **38** Sales/Month
Active Inventory as of January 31, 2020 = **146**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of January 2020 rose **29.20%** to 146 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 **3.88** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **13.91%** in January 2020 to \$171,374 versus the previous year at \$199,058.

Average Days on Market Shortens

The average number of **42.78** days that homes spent on the market before selling decreased by 12.49 days or **22.60%** in January 2020 compared to last year's same month at **55.27** DOM.

Sales Success for January 2020 is Positive

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

There were 81 New Listings in January 2020, up **76.09%** from last year at 46. Furthermore, there were 23 Closed Listings this month versus last year at 33, a **-30.30%** decrease.

Closed versus Listed trends yielded a **28.4%** ratio, down from previous year's, January 2019, at **71.7%**, a **60.42%** downswing. This will certainly create pressure on an increasing 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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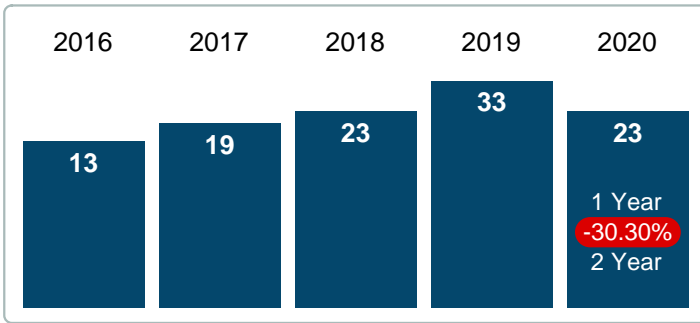
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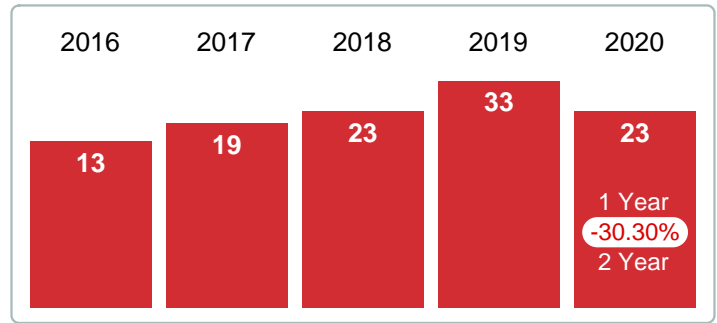
CLOSED LISTINGS

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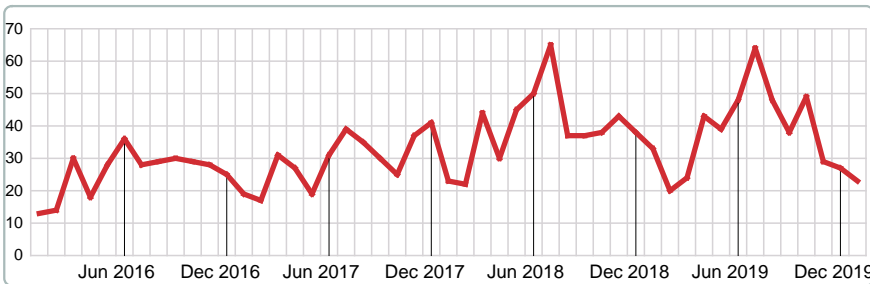
JANUARY



YEAR TO DATE (YTD)

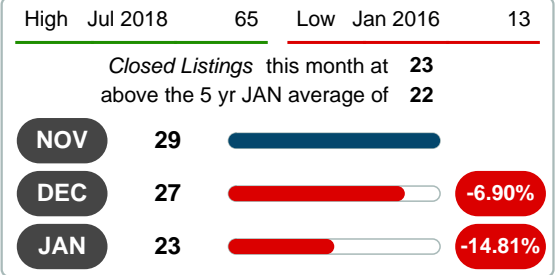


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 22



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	8.70%	20.5	1	1	0	0
\$75,001 - \$100,000	3	13.04%	24.3	1	1	1	0
\$100,001 - \$125,000	3	13.04%	82.0	1	2	0	0
\$125,001 - \$150,000	2	8.70%	6.5	0	2	0	0
\$150,001 - \$200,000	7	30.43%	11.6	0	5	1	1
\$200,001 - \$275,000	3	13.04%	111.0	0	3	0	0
\$275,001 and up	3	13.04%	65.7	1	1	1	0
Total Closed Units	23			4	15	3	1
Total Closed Volume	3,941,600	100%	42.8	509.00K	2.59M	677.30K	165.00K
Average Closed Price	\$171,374			\$127,250	\$172,687	\$225,767	\$165,000

January 2020



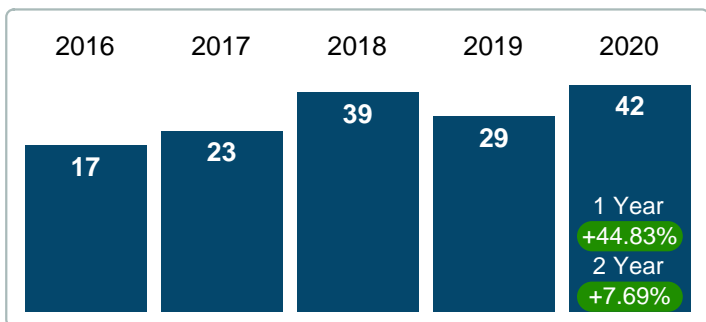
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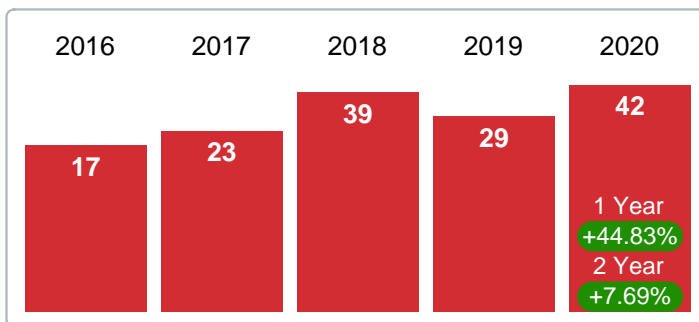
PENDING LISTINGS

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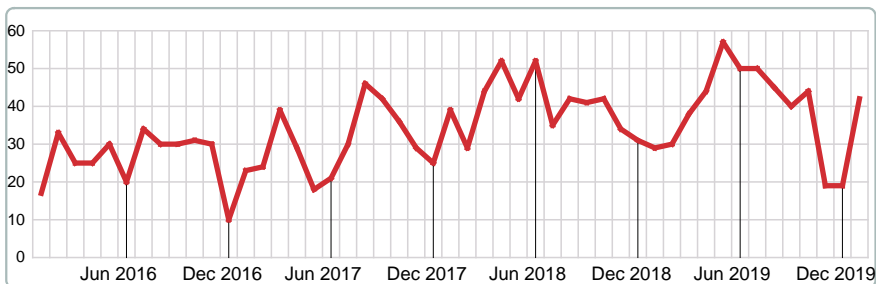
JANUARY



YEAR TO DATE (YTD)

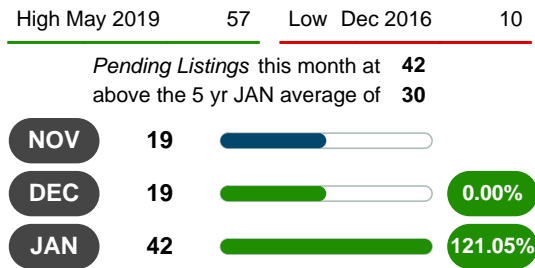


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 30



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%	33.0	1	2	0	0
\$75,001 - \$100,000	5	11.90%	38.0	1	4	0	0
\$100,001 - \$150,000	7	16.67%	57.3	2	4	1	0
\$150,001 - \$175,000	6	14.29%	21.7	0	4	2	0
\$175,001 - \$225,000	10	23.81%	50.3	1	8	1	0
\$225,001 - \$325,000	7	16.67%	63.9	0	3	4	0
\$325,001 and up	4	9.52%	69.8	0	2	1	1
Total Pending Units	42			5	27	9	1
Total Pending Volume	8,687,650	100%	48.8	558.80K	5.24M	2.52M	365.00K
Average Listing Price	\$206,849			\$111,760	\$194,131	\$280,256	\$365,000

January 2020



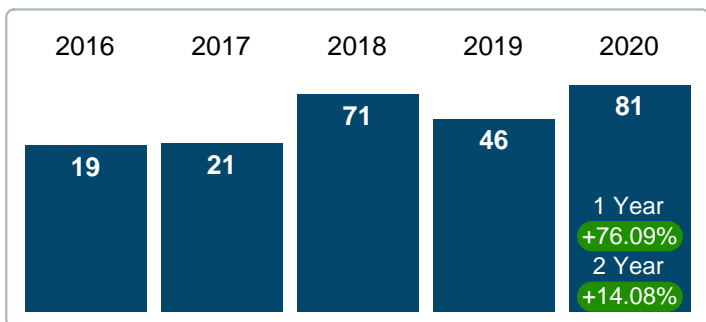
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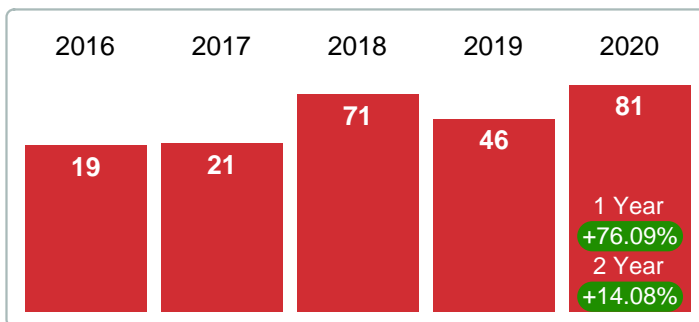
NEW LISTINGS

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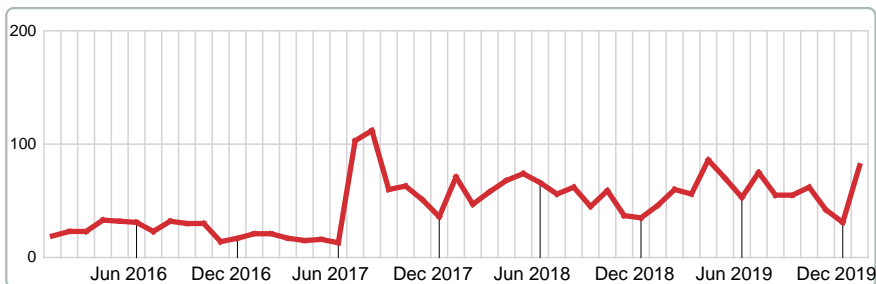
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 48

High Aug 2017 112 Low Jun 2017 13

New Listings this month at 81
above the 5 yr JAN average of 48



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	3	3.70%	1	2	0	0
\$75,001 - \$100,000	7	8.64%	3	4	0	0
\$100,001 - \$150,000	15	18.52%	3	11	1	0
\$150,001 - \$225,000	22	27.16%	1	16	5	0
\$225,001 - \$275,000	9	11.11%	0	6	3	0
\$275,001 - \$425,000	15	18.52%	0	4	11	0
\$425,001 and up	10	12.35%	0	2	4	4
Total New Listed Units	81		8	45	24	4
Total New Listed Volume	20,493,600	100%	888.80K	8.46M	7.83M	3.31M
Average New Listed Listing Price	\$189,897		\$111,100	\$188,027	\$326,233	\$828,500

January 2020



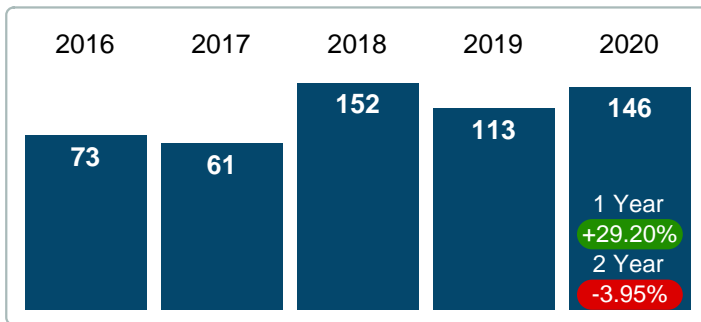
Area Delimited by County Of Bryan - Residential Property Type



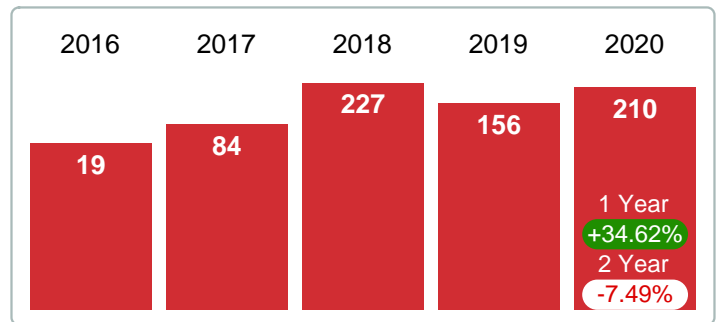
ACTIVE INVENTORY

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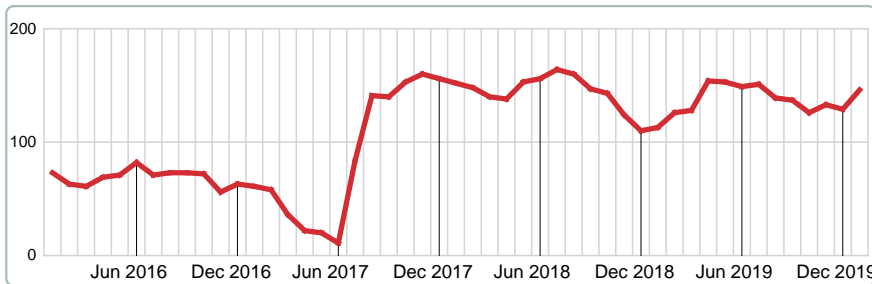
END OF JANUARY



ACTIVE DURING JANUARY

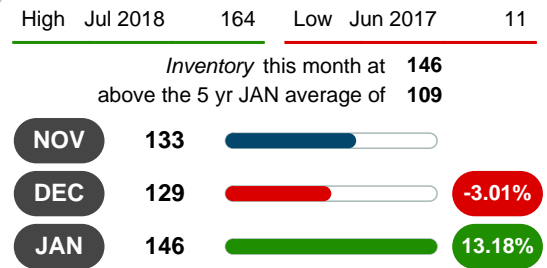


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 109



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	6.85%	82.9	2	7	0	1
\$75,001 - \$100,000	10	6.85%	67.8	4	6	0	0
\$100,001 - \$175,000	32	21.92%	51.8	4	23	5	0
\$175,001 - \$275,000	40	27.40%	49.6	2	28	9	1
\$275,001 - \$375,000	21	14.38%	51.7	2	9	9	1
\$375,001 - \$475,000	14	9.59%	64.6	0	5	4	5
\$475,001 and up	19	13.01%	81.8	0	4	10	5
Total Active Inventory by Units	146			14	82	37	13
Total Active Inventory by Volume	40,431,310	100%	59.5	2.09M	17.82M	13.20M	7.32M
Average Active Inventory Listing Price	\$276,927			\$149,289	\$217,316	\$356,880	\$562,831

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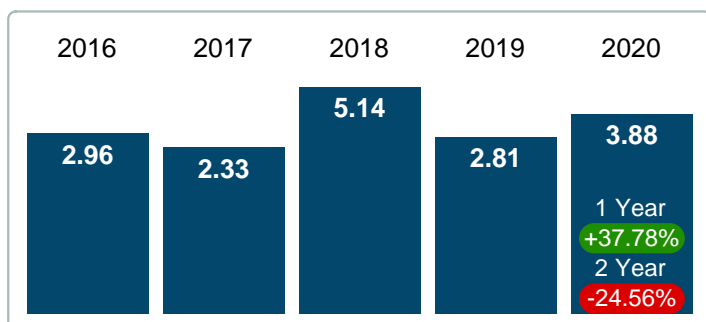
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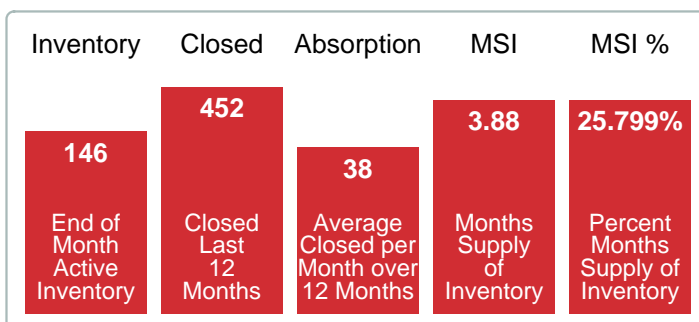
MONTHS SUPPLY of INVENTORY (MSI)

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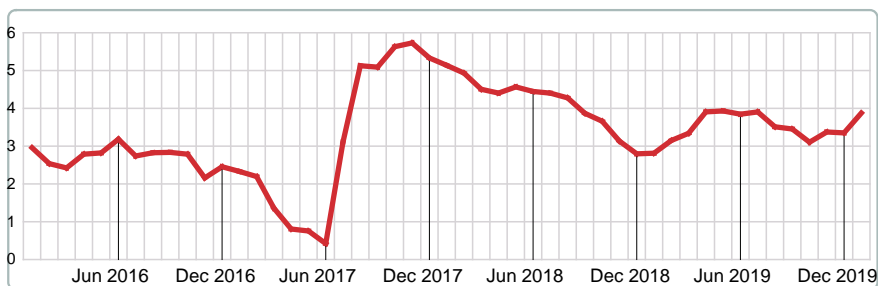
MSI FOR JANUARY



INDICATORS FOR JANUARY 2020



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 3.42

High Nov 2017 5.73 Low Jun 2017 0.42

Months Supply this month at **3.88**
above the 5 yr JAN average of **3.42**



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	6.85%	2.31	1.20	3.00	0.00	12.00
\$75,001 - \$100,000	10	6.85%	2.93	6.00	2.57	0.00	0.00
\$100,001 - \$175,000	32	21.92%	2.27	4.00	2.16	2.22	0.00
\$175,001 - \$275,000	40	27.40%	3.50	6.00	3.39	3.38	6.00
\$275,001 - \$375,000	21	14.38%	7.00	12.00	6.00	9.82	2.40
\$375,001 - \$475,000	14	9.59%	16.80	0.00	30.00	8.00	30.00
\$475,001 and up	19	13.01%	32.57	0.00	24.00	40.00	30.00
Market Supply of Inventory (MSI)			3.88	3.65	3.23	5.16	10.40
Total Active Inventory by Units		100%	3.88	14	82	37	13

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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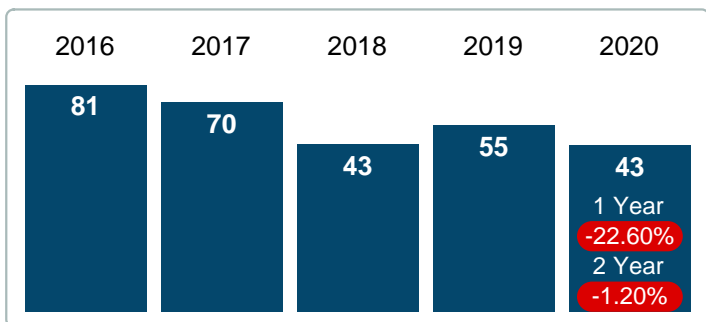
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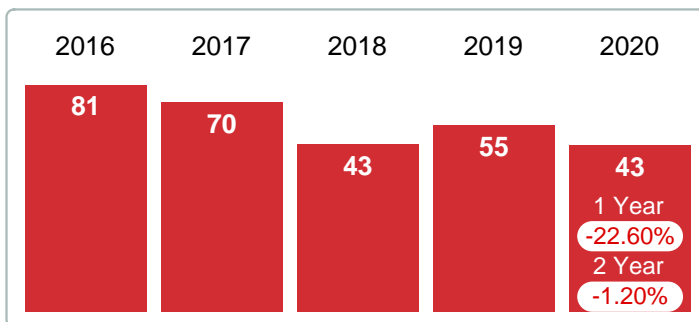
AVERAGE DAYS ON MARKET TO SALE

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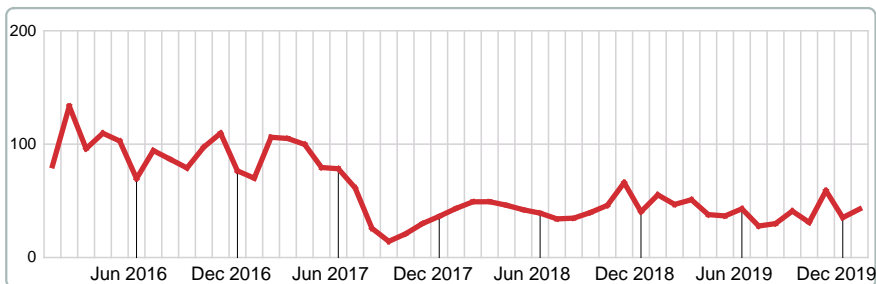
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

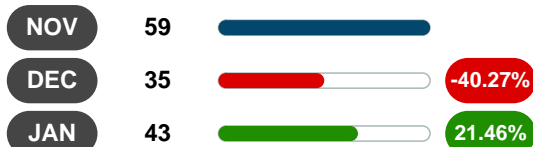


3 MONTHS

5 year JAN AVG = 58

High Feb 2016 134 Low Sep 2017 14

Average Days on Market to Sale this month at 43 below the 5 yr JAN average of 58



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	8.70%	21	13	28	0	0
\$75,001 - \$100,000	13.04%	24	10	6	57	0
\$100,001 - \$125,000	13.04%	82	2	122	0	0
\$125,001 - \$150,000	8.70%	7	0	7	0	0
\$150,001 - \$200,000	30.43%	12	0	14	7	4
\$200,001 - \$275,000	13.04%	111	0	111	0	0
\$275,001 and up	13.04%	66	22	109	66	0
Average Closed DOM		43	12	54	43	4
Total Closed Units	100%	43	4	15	3	1
Total Closed Volume		3,941,600	509.00K	2.59M	677.30K	165.00K

January 2020



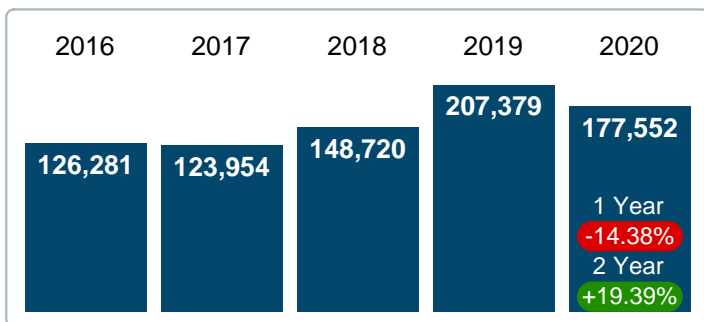
Area Delimited by County Of Bryan - Residential Property Type



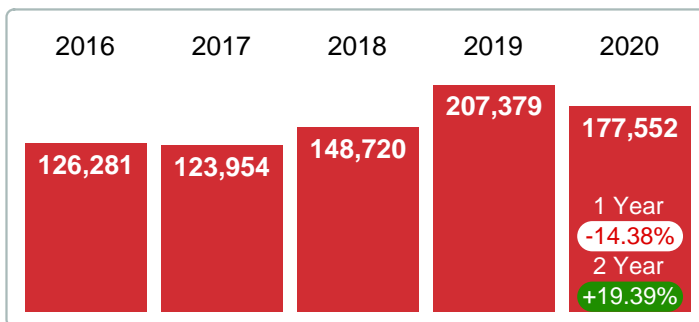
AVERAGE LIST PRICE AT CLOSING

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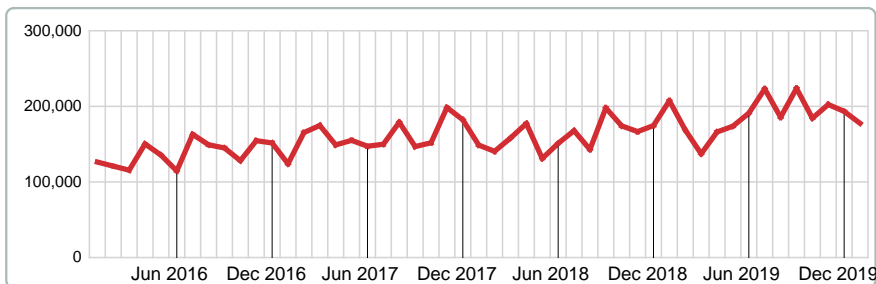
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 156,777

High Sep 2019 223,782 Low Jun 2016 114,597

Average List Price at Closing this month at **177,552**
above the 5 yr JAN average of **156,777**

- NOV 202,444
- DEC 193,344 -4.49%
- JAN 177,552 -8.17%

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	13.04%	58,300	50,000	50,000	0	0
\$75,001 - \$100,000	8.70%	84,700	79,900	74,900	89,500	0
\$100,001 - \$125,000	8.70%	110,000	110,000	122,500	0	0
\$125,001 - \$150,000	13.04%	136,633	0	137,450	0	0
\$150,001 - \$200,000	30.43%	173,814	0	175,500	169,300	169,900
\$200,001 - \$275,000	13.04%	231,300	0	231,300	0	0
\$275,001 and up	13.04%	399,633	324,900	435,000	439,000	0
Average List Price		177,552	141,200	176,747	232,600	169,900
Total Closed Units	100%	177,552	4	15	3	1
Total Closed Volume		4,083,700	564.80K	2.65M	697.80K	169.90K

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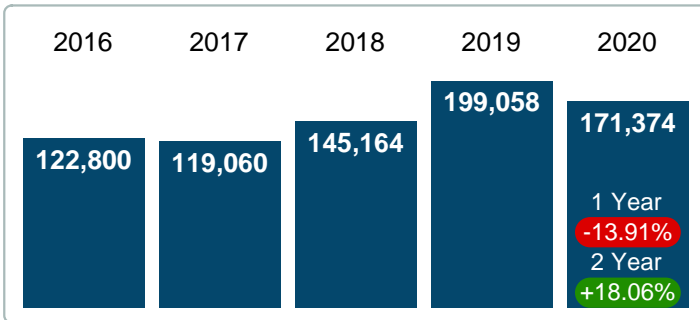
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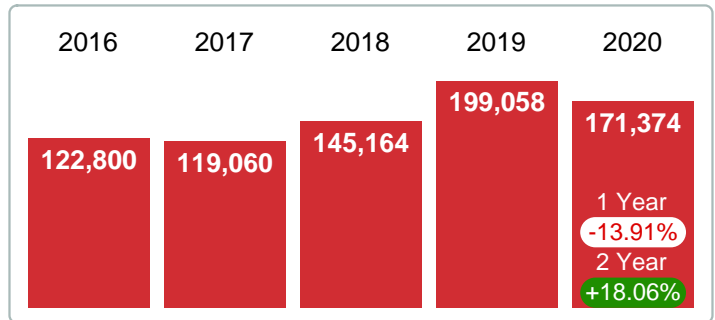
AVERAGE SOLD PRICE AT CLOSING

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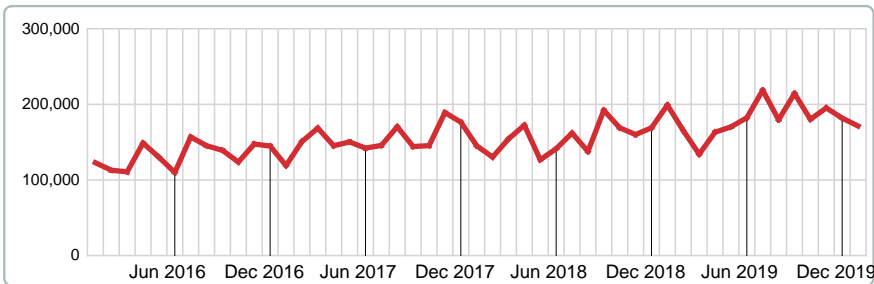
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

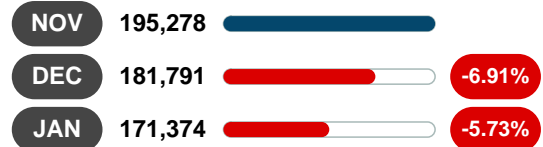


3 MONTHS

5 year JAN AVG = 151,491

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

Average Sold Price at Closing this month at 171,374 above the 5 yr JAN average of 151,491



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	8.70%	40,500	42,000	39,000	0	0
\$75,001 - \$100,000	13.04%	81,500	77,000	78,500	89,000	0
\$100,001 - \$125,000	13.04%	112,667	110,000	114,000	0	0
\$125,001 - \$150,000	8.70%	138,750	0	138,750	0	0
\$150,001 - \$200,000	30.43%	171,514	0	172,860	171,300	165,000
\$200,001 - \$275,000	13.04%	226,333	0	226,333	0	0
\$275,001 and up	13.04%	373,667	280,000	424,000	417,000	0
Average Sold Price		171,374	127,250	172,687	225,767	165,000
Total Closed Units	100%	171,374	4	15	3	1
Total Closed Volume		3,941,600	509.00K	2.59M	677.30K	165.00K

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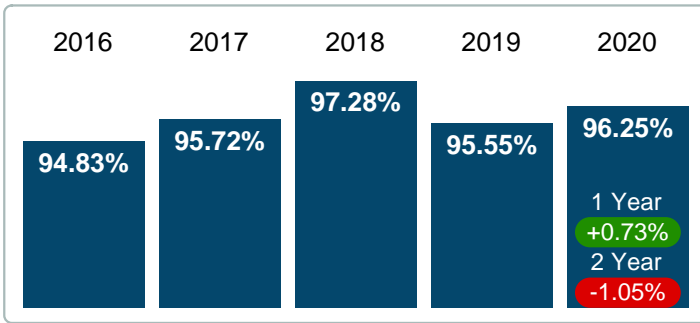
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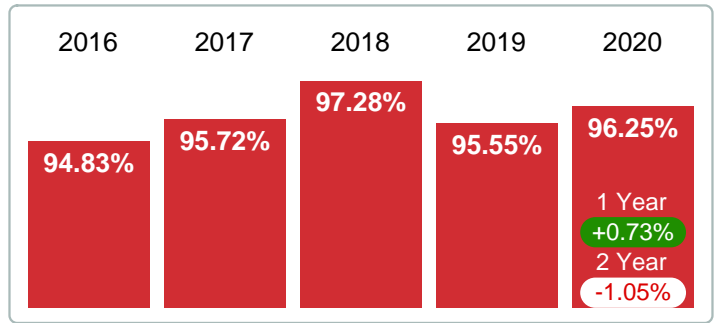
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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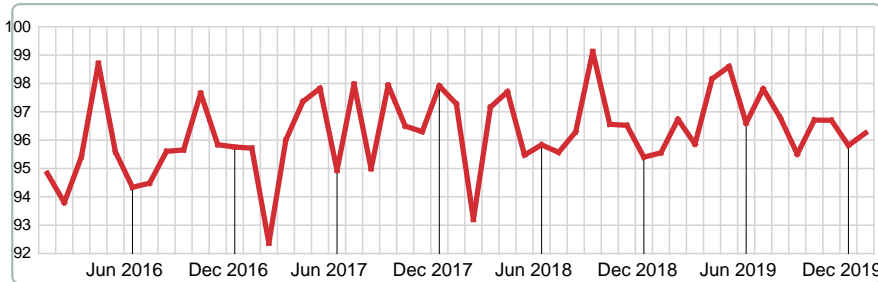
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 95.93%

High Sep 2018 99.13% Low Feb 2017 92.37%

Average Sold/List Ratio this month at **96.25%**
equal to 5 yr JAN average of **95.93%**



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	2	8.70%	81.00%	84.00%	78.00%	0.00%	0.00%
\$75,001 - \$100,000	3	13.04%	100.21%	96.37%	104.81%	99.44%	0.00%
\$100,001 - \$125,000	3	13.04%	95.69%	100.00%	93.54%	0.00%	0.00%
\$125,001 - \$150,000	2	8.70%	100.90%	0.00%	100.90%	0.00%	0.00%
\$150,001 - \$200,000	7	30.43%	98.64%	0.00%	98.43%	101.18%	97.12%
\$200,001 - \$275,000	3	13.04%	97.74%	0.00%	97.74%	0.00%	0.00%
\$275,001 and up	3	13.04%	92.88%	86.18%	97.47%	94.99%	0.00%
Average Sold/List Ratio		96.30%		91.64%	96.97%	98.54%	97.12%
Total Closed Units		23	100%	4	15	3	1
Total Closed Volume		3,941,600		509.00K	2.59M	677.30K	165.00K

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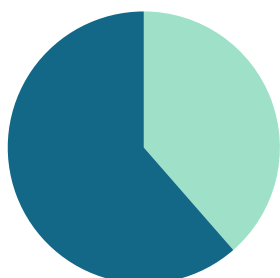
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MARKET SUMMARY

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INVENTORY

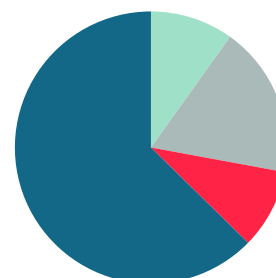


Inventory
 New Listings
81 = 38.57%
 Start Inventory
129
 Total Inventory Units
210
 Volume
\$58,301,360

Market Activity

Closed Sales
23 = 9.87%
 Pending Sales
42 = 18.03%
 Other Off Market
22 = 9.44%
 Active Inventory
146 = 62.66%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	33	23	-30.30%	33	23	-30.30%
Pending Sales	29	42	44.83%	29	42	44.83%
New Listings	46	81	76.09%	46	81	76.09%
Average List Price	207,379	177,552	-14.38%	207,379	177,552	-14.38%
Average Sale Price	199,058	171,374	-13.91%	199,058	171,374	-13.91%
Average Percent of Selling Price to List Price	95.55%	96.25%	0.73%	95.55%	96.25%	0.73%
Average Days on Market to Sale	55.27	42.78	-22.60%	55.27	42.78	-22.60%
Monthly Inventory	113	146	29.20%	113	146	29.20%
Months Supply of Inventory	2.81	3.88	37.78%	2.81	3.88	37.78%

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

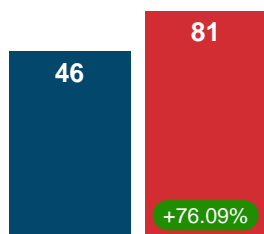
Inventory on January 31, 2020 = **146**

2019 **2020**

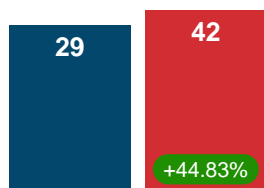
JANUARY MARKET

AVERAGE PRICES

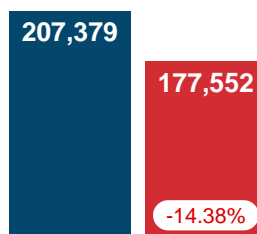
New Listings



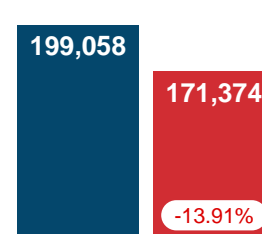
Pending Listings



List Price



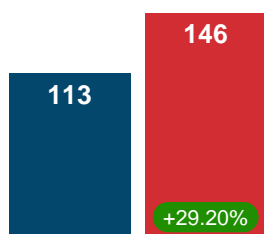
Sale Price



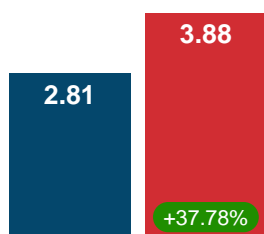
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

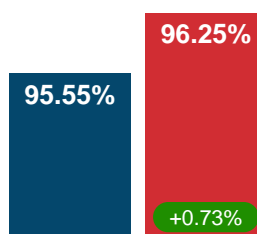
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

