

July 2020



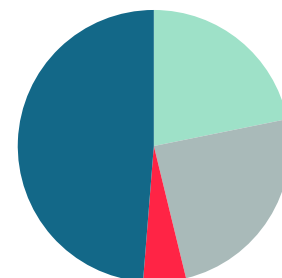
Area Delimited by County Of Bryan - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	July 2020	+/-%
Closed Listings	64	43	-32.81%
Pending Listings	50	48	-4.00%
New Listings	75	53	-29.33%
Average List Price	223,013	187,144	-16.08%
Average Sale Price	218,604	182,349	-16.58%
Average Percent of Selling Price to List Price	97.81%	98.02%	0.21%
Average Days on Market to Sale	27.80	27.37	-1.53%
End of Month Inventory	151	96	-36.42%
Months Supply of Inventory	3.91	2.47	-36.70%



■ Closed (21.83%)
■ Pending (24.37%)
■ Other OffMarket (5.08%)
■ Active (48.73%)

Absorption: Last 12 months, an Average of **39** Sales/Month
Active Inventory as of July 31, 2020 = **96**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2020 decreased **36.42%** to 96 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 **2.47** 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 **16.58%** in July 2020 to \$182,349 versus the previous year at \$218,604.

Average Days on Market Shortens

The average number of **27.37** days that homes spent on the market before selling decreased by 0.42 days or **1.53%** in July 2020 compared to last year's same month at **27.80** DOM.

Sales Success for July 2020 is Positive

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

There were 53 New Listings in July 2020, down **29.33%** from last year at 75. Furthermore, there were 43 Closed Listings this month versus last year at 64, a **-32.81%** decrease.

Closed versus Listed trends yielded a **81.1%** ratio, down from previous year's, July 2019, at **85.3%**, a **4.92%** downswing. 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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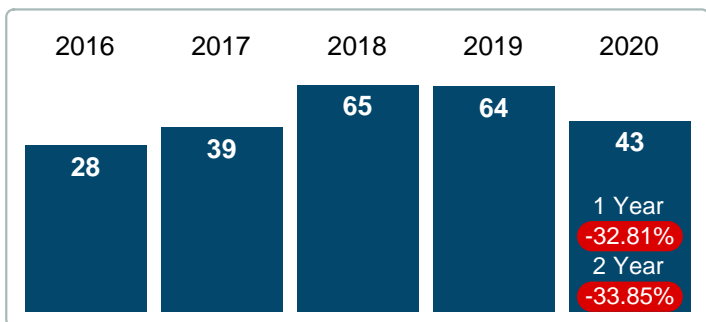
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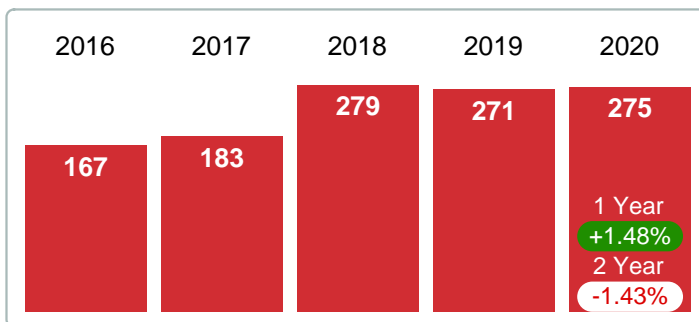
CLOSED LISTINGS

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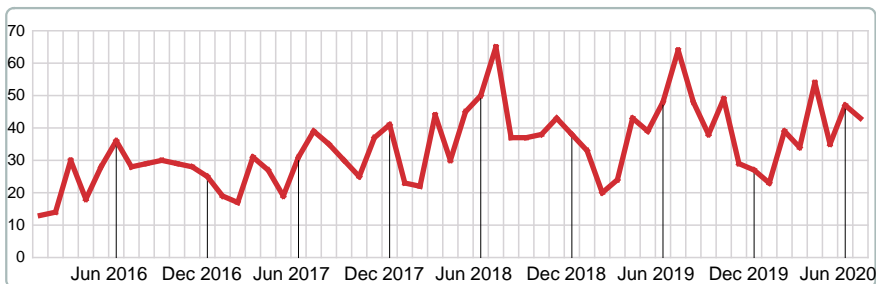
JULY



YEAR TO DATE (YTD)

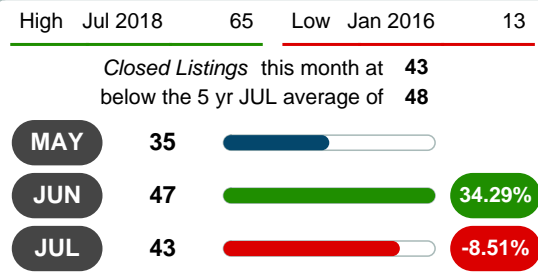


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 48



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	6.98%	35.7	0	2	1	0
\$50,001 - \$100,000	6	13.95%	40.0	3	3	0	0
\$100,001 - \$125,000	7	16.28%	21.0	1	5	1	0
\$125,001 - \$175,000	10	23.26%	10.5	1	8	1	0
\$175,001 - \$225,000	7	16.28%	24.3	0	7	0	0
\$225,001 - \$250,000	4	9.30%	25.3	0	2	2	0
\$250,001 and up	6	13.95%	51.2	0	2	3	1
Total Closed Units	43			5	29	8	1
Total Closed Volume	7,841,027	100%	27.4	484.40K	4.69M	2.40M	265.00K
Average Closed Price	\$182,349			\$96,880	\$161,660	\$300,438	\$265,000

July 2020



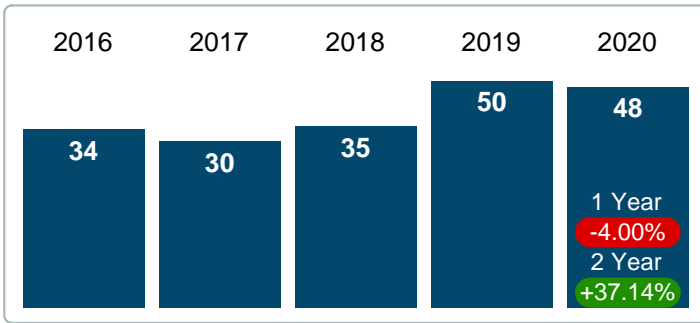
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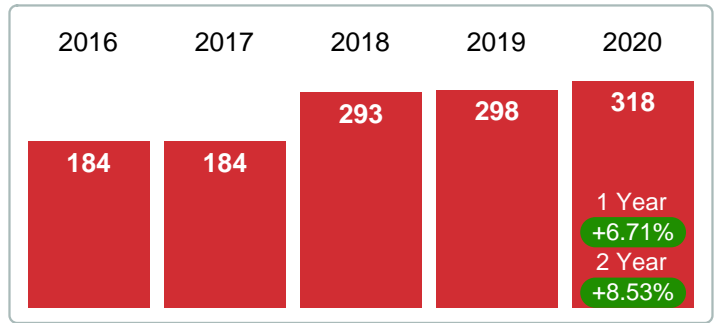
PENDING LISTINGS

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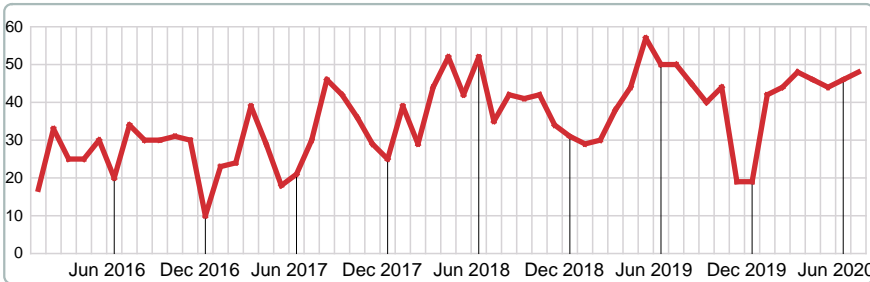
JULY



YEAR TO DATE (YTD)

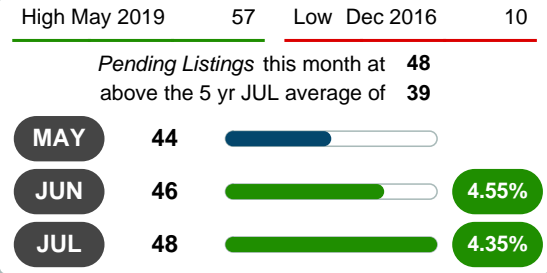


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL 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	8.33%	60.5	1	3	0	0
\$50,001 - \$100,000	5	10.42%	37.2	1	3	1	0
\$100,001 - \$125,000	2	4.17%	4.5	0	2	0	0
\$125,001 - \$175,000	15	31.25%	8.9	2	11	1	1
\$175,001 - \$250,000	11	22.92%	45.5	0	11	0	0
\$250,001 - \$325,000	7	14.58%	74.1	0	6	1	0
\$325,001 and up	4	8.33%	40.3	0	3	0	1
Total Pending Units	48			4	39	3	2
Total Pending Volume	8,964,024	100%	36.5	389.80K	7.47M	504.90K	594.90K
Average Listing Price	\$186,751			\$97,450	\$191,652	\$168,300	\$297,450

July 2020



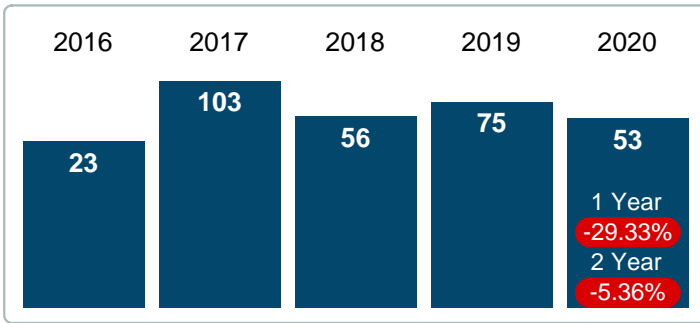
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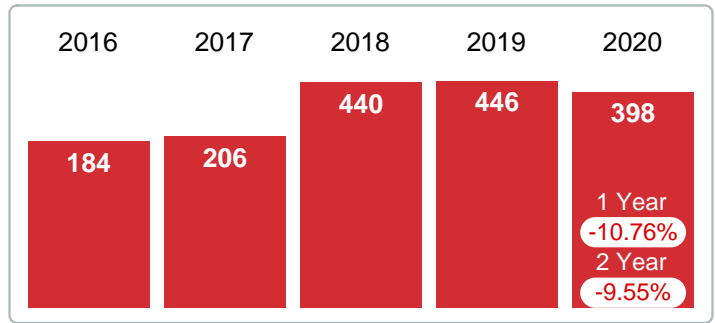
NEW LISTINGS

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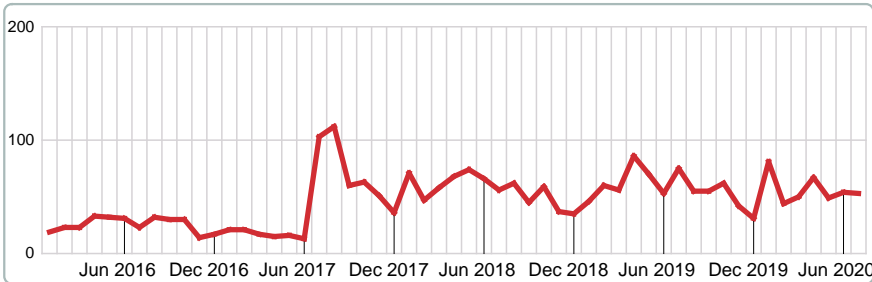
JULY



YEAR TO DATE (YTD)

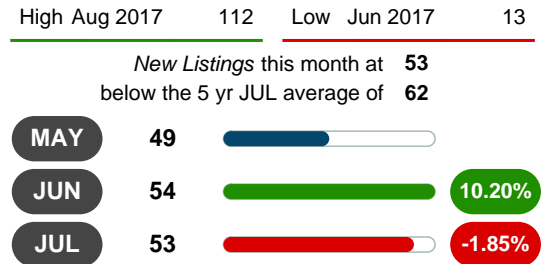


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 62



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	5	9.43%	1	3	1	0
\$100,001 - \$125,000	5	9.43%	1	4	0	0
\$125,001 - \$150,000	10	18.87%	3	6	1	0
\$150,001 - \$175,000	8	15.09%	0	6	1	1
\$175,001 - \$275,000	13	24.53%	0	11	2	0
\$275,001 - \$325,000	6	11.32%	0	4	1	1
\$325,001 and up	6	11.32%	0	2	2	2
Total New Listed Units	53		5	36	8	4
Total New Listed Volume	11,010,426	100%	624.70K	6.72M	2.08M	1.58M
Average New Listed Listing Price	\$183,545		\$124,940	\$186,754	\$259,975	\$395,700

July 2020



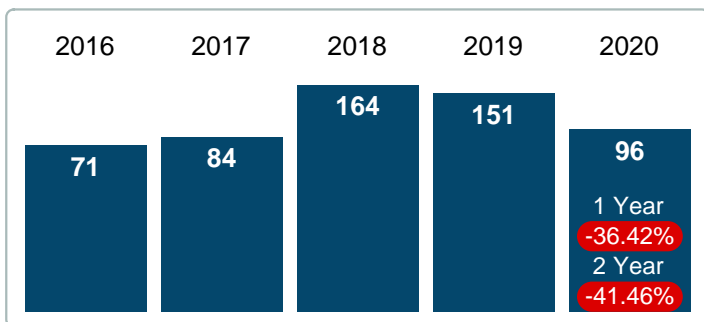
Area Delimited by County Of Bryan - Residential Property Type



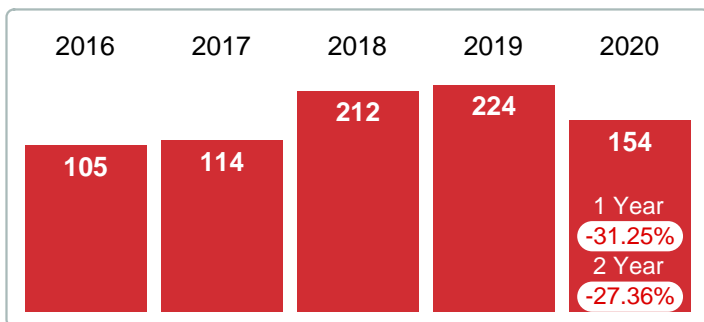
ACTIVE INVENTORY

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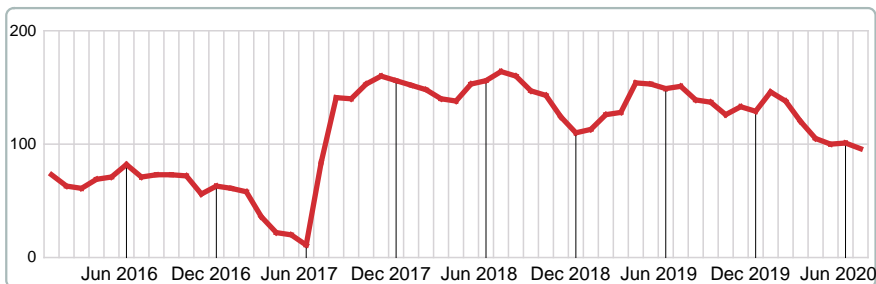
END OF JULY



ACTIVE DURING JULY

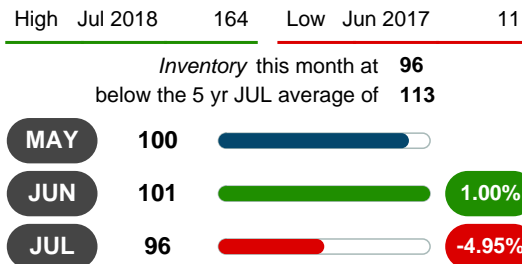


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 113



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	9	9.38%	96.1	6	3	0	0
\$75,001 - \$125,000	12	12.50%	41.3	3	6	2	1
\$125,001 - \$175,000	12	12.50%	33.1	1	10	1	0
\$175,001 - \$250,000	27	28.13%	71.2	1	19	6	1
\$250,001 - \$375,000	13	13.54%	56.0	0	6	5	2
\$375,001 - \$575,000	12	12.50%	68.8	0	4	3	5
\$575,001 and up	11	11.46%	97.4	0	3	4	4
Total Active Inventory by Units	96			11	51	21	13
Total Active Inventory by Volume	28,912,599	100%	65.7	1.07M	12.84M	8.65M	6.36M
Average Active Inventory Listing Price	\$301,173			\$97,009	\$251,676	\$411,671	\$489,608

July 2020



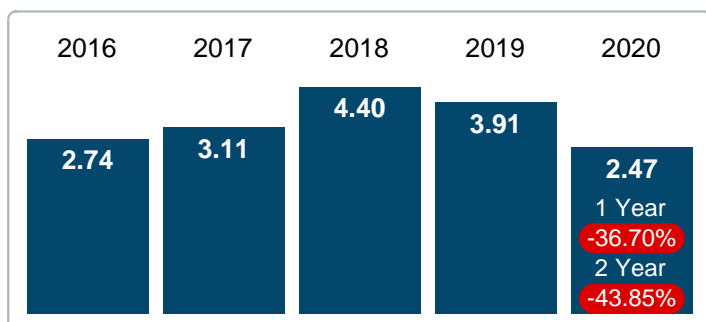
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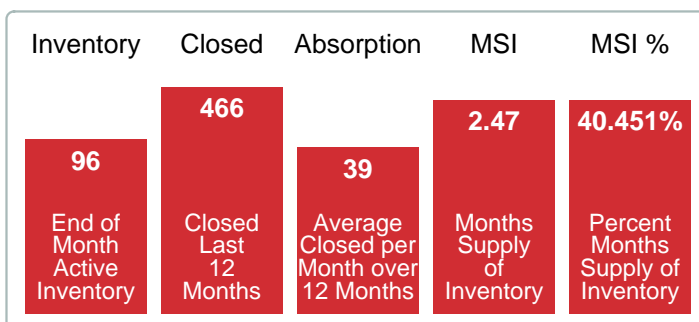
MONTHS SUPPLY of INVENTORY (MSI)

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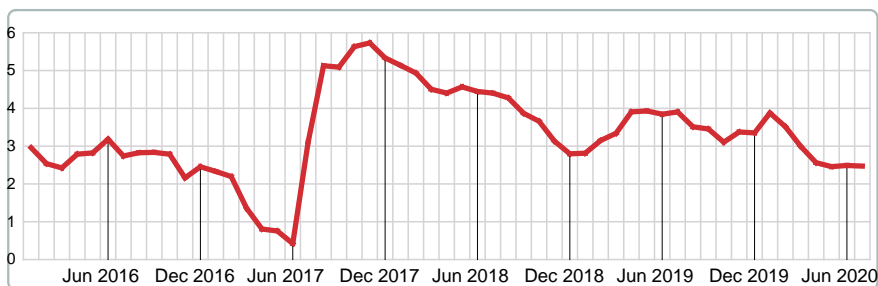
MSI FOR JULY



INDICATORS FOR JULY 2020

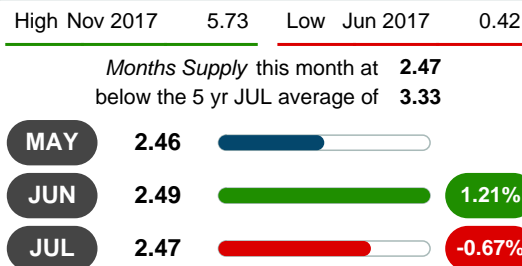


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 3.33



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	9	9.38%	2.40	5.14	1.33	0.00	0.00
\$75,001 - \$125,000	12	12.50%	1.57	2.00	1.13	3.00	6.00
\$125,001 - \$175,000	12	12.50%	1.16	1.50	1.30	0.55	0.00
\$175,001 - \$250,000	27	28.13%	2.57	3.00	2.48	2.40	0.00
\$250,001 - \$375,000	13	13.54%	3.00	0.00	2.88	3.16	4.80
\$375,001 - \$575,000	12	12.50%	8.47	0.00	9.60	5.14	12.00
\$575,001 and up	11	11.46%	13.20	0.00	12.00	9.60	24.00
Market Supply of Inventory (MSI)			2.47	2.81	1.99	2.68	9.18
Total Active Inventory by Units		100%	2.47	11	51	21	13

July 2020



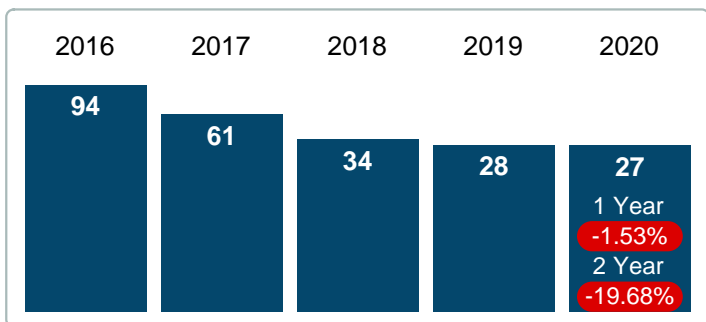
Area Delimited by County Of Bryan - Residential Property Type



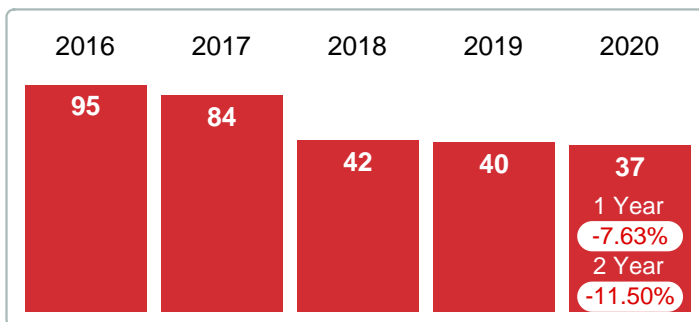
AVERAGE DAYS ON MARKET TO SALE

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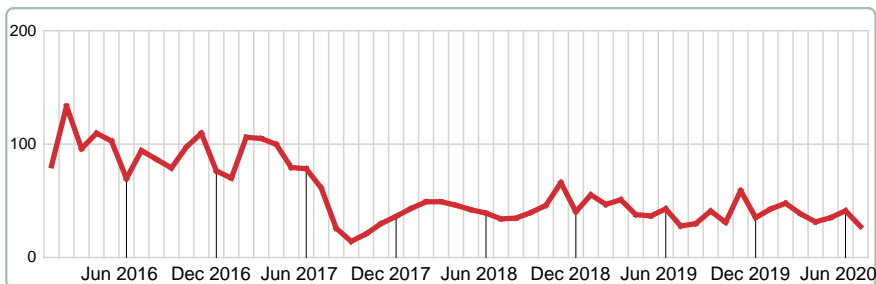
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 49

High Feb 2016 134 Low Sep 2017 14

Average Days on Market to Sale this month at 27 below the 5 yr JUL average of 49



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
\$50,000 and less	6.98%	36	0	38	31	0
\$50,001 - \$100,000	13.95%	40	5	75	0	0
\$100,001 - \$125,000	16.28%	21	24	14	55	0
\$125,001 - \$175,000	23.26%	11	1	12	6	0
\$175,001 - \$225,000	16.28%	24	0	24	0	0
\$225,001 - \$250,000	9.30%	25	0	2	49	0
\$250,001 and up	13.95%	51	0	55	64	6
Average Closed DOM		27	8	26	48	6
Total Closed Units	100%	27	5	29	8	1
Total Closed Volume		7,841,027	484.40K	4.69M	2.40M	265.00K

July 2020



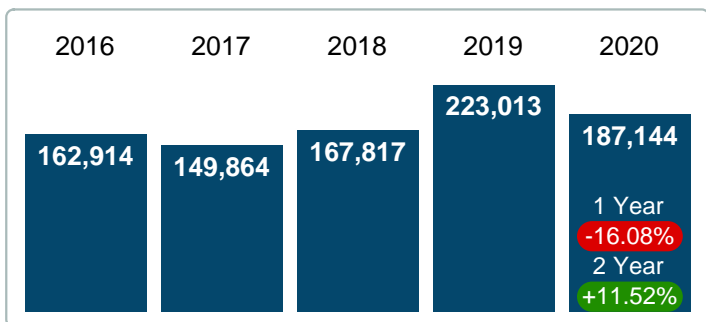
Area Delimited by County Of Bryan - Residential Property Type



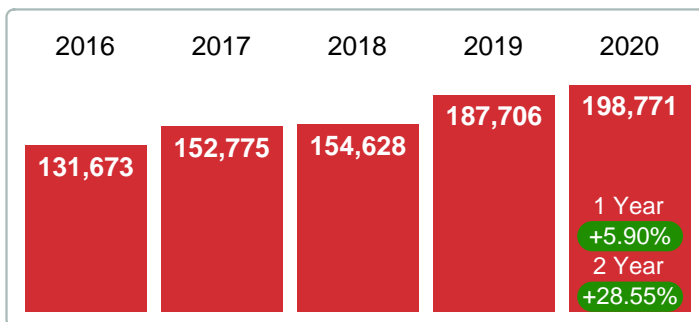
AVERAGE LIST PRICE AT CLOSING

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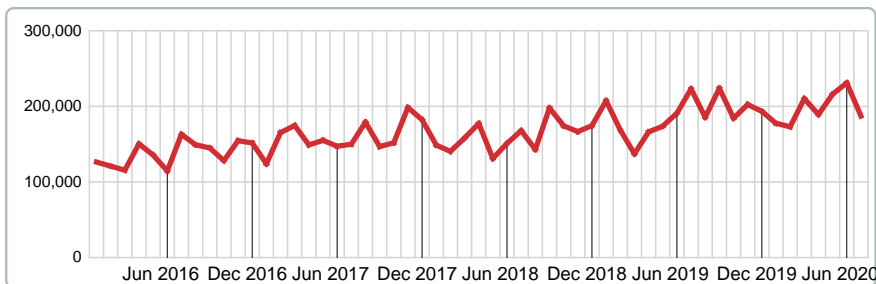
JULY



YEAR TO DATE (YTD)

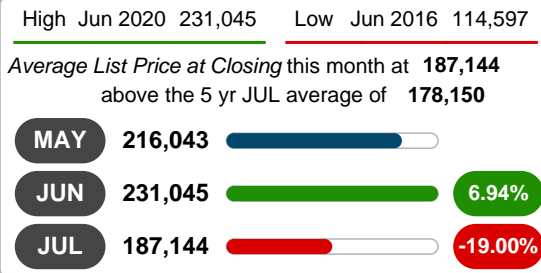


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 178,150



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
\$50,000 and less	6.98%	40,167	0	36,250	48,000	0
\$50,001 - \$100,000	16.28%	78,343	79,633	81,300	0	0
\$100,001 - \$125,000	9.30%	120,350	135,000	109,400	169,900	0
\$125,001 - \$175,000	27.91%	153,338	135,000	153,770	170,000	0
\$175,001 - \$225,000	16.28%	196,671	0	196,671	0	0
\$225,001 - \$250,000	9.30%	246,832	0	246,964	246,700	0
\$250,001 and up	13.95%	448,800	0	387,450	549,967	268,000
Average List Price		187,144	101,780	163,417	316,400	268,000
Total Closed Units	100%	187,144	5	29	8	1
Total Closed Volume		8,047,183	508.90K	4.74M	2.53M	268.00K

July 2020



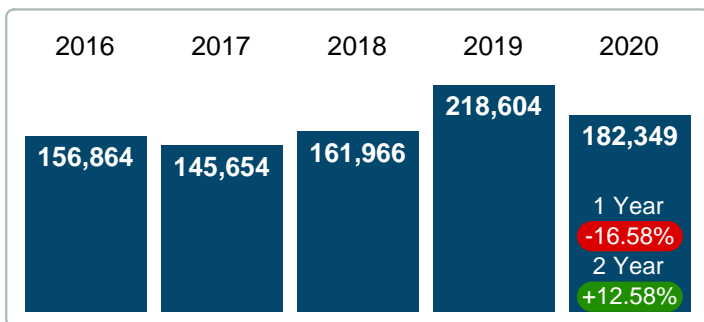
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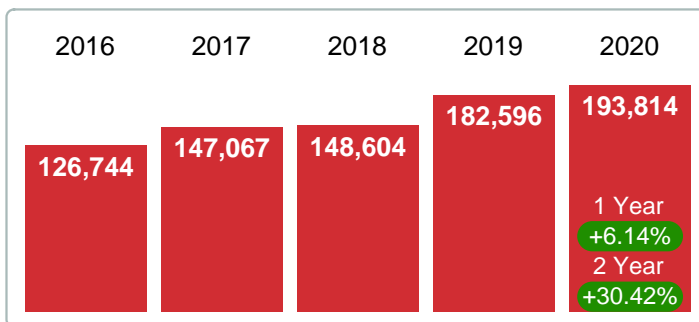
AVERAGE SOLD PRICE AT CLOSING

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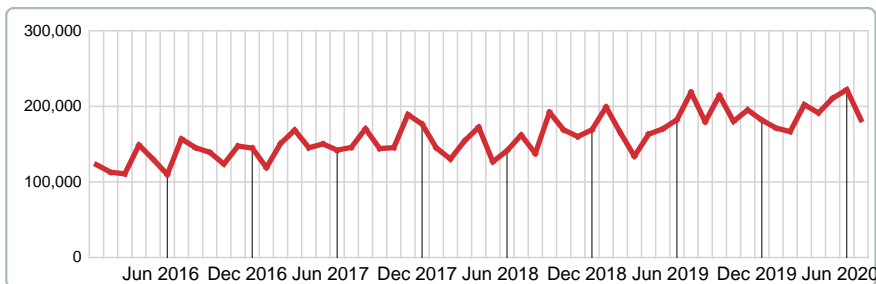
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

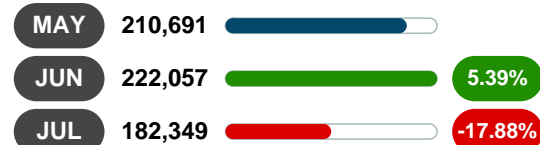


3 MONTHS

5 year JUL AVG = 173,088

High Jun 2020 222,057 Low Jun 2016 109,898

Average Sold Price at Closing this month at **182,349** above the 5 yr JUL average of **173,088**



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
\$50,000 and less	6.98%	35,000	0	35,000	35,000	0
\$50,001 - \$100,000	13.95%	73,567	74,800	72,333	0	0
\$100,001 - \$125,000	16.28%	120,093	125,000	118,130	125,000	0
\$125,001 - \$175,000	23.26%	152,700	135,000	152,625	171,000	0
\$175,001 - \$225,000	16.28%	196,679	0	196,679	0	0
\$225,001 - \$250,000	9.30%	242,607	0	246,464	238,750	0
\$250,001 and up	13.95%	429,967	0	359,900	531,667	265,000
Average Sold Price		182,349	96,880	161,660	300,438	265,000
Total Closed Units	100%	182,349	5	29	8	1
Total Closed Volume		7,841,027	484.40K	4.69M	2.40M	265.00K

July 2020



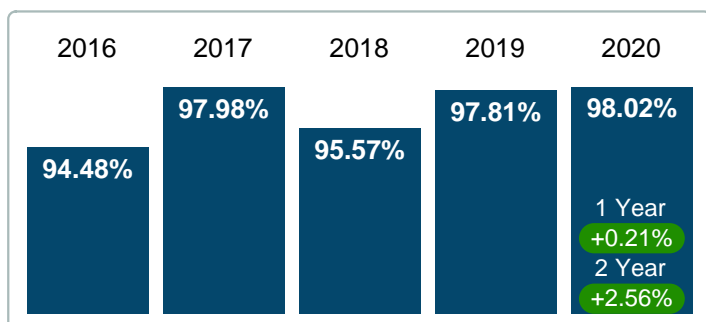
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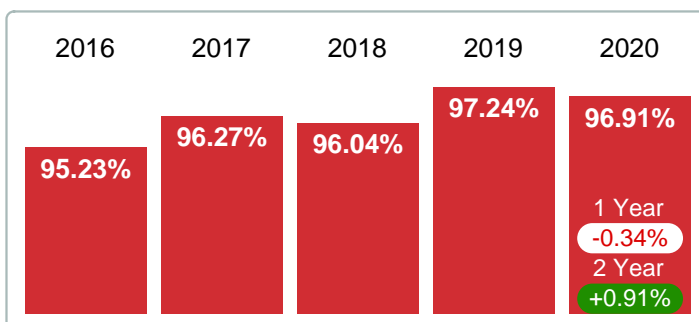
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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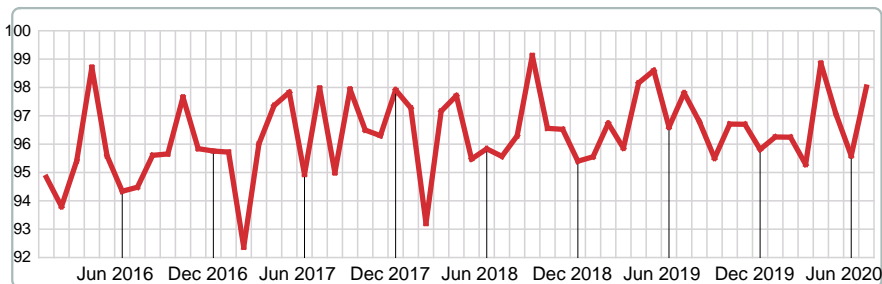
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

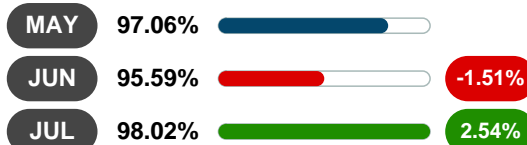


3 MONTHS

5 year JUL AVG = 96.77%

High Sep 2018 99.13% Low Feb 2017 92.37%

Average Sold/List Ratio this month at **98.02%**
above the 5 yr JUL average of **96.77%**



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
\$50,000 and less	<div style="width: 6.98%;"></div> 3	6.98%	86.56%	0.00%	93.38%	72.92%	0.00%
\$50,001 - \$100,000	<div style="width: 13.95%;"></div> 6	13.95%	91.64%	93.75%	89.52%	0.00%	0.00%
\$100,001 - \$125,000	<div style="width: 16.28%;"></div> 7	16.28%	105.86%	92.59%	114.97%	73.57%	0.00%
\$125,001 - \$175,000	<div style="width: 23.26%;"></div> 10	23.26%	99.37%	100.00%	99.14%	100.59%	0.00%
\$175,001 - \$225,000	<div style="width: 16.28%;"></div> 7	16.28%	100.01%	0.00%	100.01%	0.00%	0.00%
\$225,001 - \$250,000	<div style="width: 9.30%;"></div> 4	9.30%	98.28%	0.00%	99.80%	96.76%	0.00%
\$250,001 and up	<div style="width: 13.95%;"></div> 6	13.95%	96.20%	0.00%	94.06%	96.74%	98.88%
Average Sold/List Ratio		98.00%		94.77%	100.38%	91.35%	98.88%
Total Closed Units		43	100%	5	29	8	1
Total Closed Volume		7,841,027		484.40K	4.69M	2.40M	265.00K

July 2020



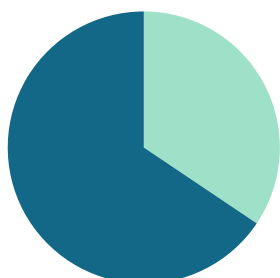
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

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

INVENTORY

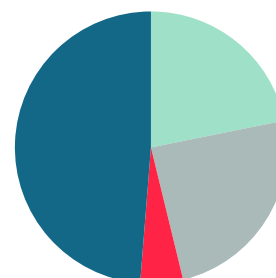


Inventory
 New Listings
53 = 34.42%
 Start Inventory
101
 Total Inventory Units
154
 Volume
\$42,673,623

Market Activity

Closed Sales
43 = 21.83%
 Pending Sales
48 = 24.37%
 Other Off Market
10 = 5.08%
 Active Inventory
96 = 48.73%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	64	43	-32.81%	271	275	1.48%
Pending Sales	50	48	-4.00%	298	318	6.71%
New Listings	75	53	-29.33%	446	398	-10.76%
Average List Price	223,013	187,144	-16.08%	187,706	198,771	5.90%
Average Sale Price	218,604	182,349	-16.58%	182,596	193,814	6.14%
Average Percent of Selling Price to List Price	97.81%	98.02%	0.21%	97.24%	96.91%	-0.34%
Average Days on Market to Sale	27.80	27.37	-1.53%	40.16	37.10	-7.63%
Monthly Inventory	151	96	-36.42%	151	96	-36.42%
Months Supply of Inventory	3.91	2.47	-36.70%	3.91	2.47	-36.70%

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

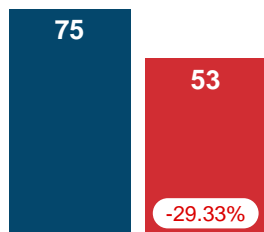
Inventory on July 31, 2020 = **96**

2019 **2020**

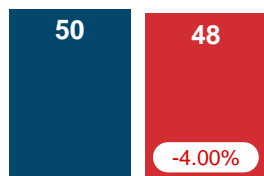
JULY MARKET

AVERAGE PRICES

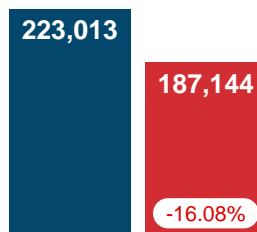
New Listings



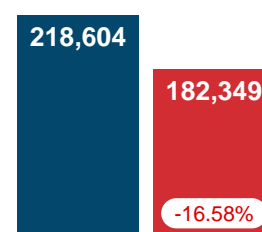
Pending Listings



List Price



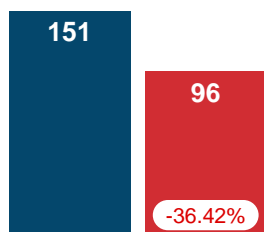
Sale Price



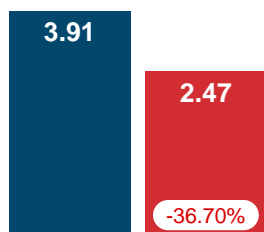
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

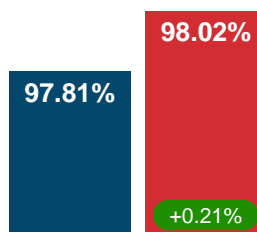
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

