

June 2020



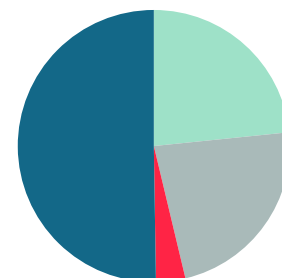
Area Delimited by County Of Bryan - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	June 2020	+/-%
Closed Listings	48	47	-2.08%
Pending Listings	50	46	-8.00%
New Listings	53	54	1.89%
Average List Price	190,970	231,045	20.98%
Average Sale Price	182,295	222,057	21.81%
Average Percent of Selling Price to List Price	96.60%	95.59%	-1.04%
Average Days on Market to Sale	42.96	41.23	-4.01%
End of Month Inventory	149	101	-32.21%
Months Supply of Inventory	3.85	2.49	-35.28%



■ Closed (23.38%)
■ Pending (22.89%)
■ Other OffMarket (3.48%)
■ Active (50.25%)

Absorption: Last 12 months, an Average of **41** Sales/Month
Active Inventory as of June 30, 2020 = **101**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2020 decreased **32.21%** to 101 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 **2.49** 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 **21.81%** in June 2020 to \$222,057 versus the previous year at \$182,295.

Average Days on Market Shortens

The average number of **41.23** days that homes spent on the market before selling decreased by 1.72 days or **4.01%** in June 2020 compared to last year's same month at **42.96** DOM.

Sales Success for June 2020 is Positive

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

There were 54 New Listings in June 2020, up **1.89%** from last year at 53. Furthermore, there were 47 Closed Listings this month versus last year at 48, a **-2.08%** decrease.

Closed versus Listed trends yielded a **87.0%** ratio, down from previous year's, June 2019, at **90.6%**, a **3.90%** downswing. This will certainly create pressure on a decreasing Monthly Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

June 2020



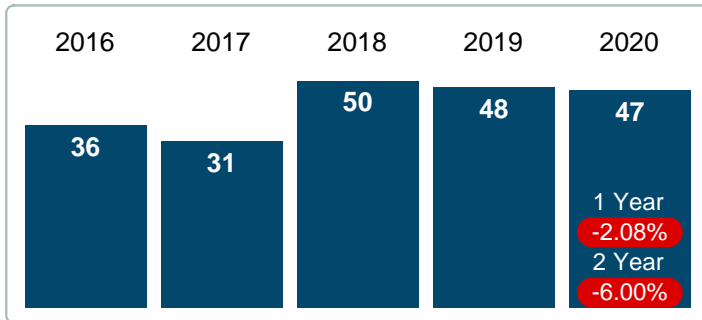
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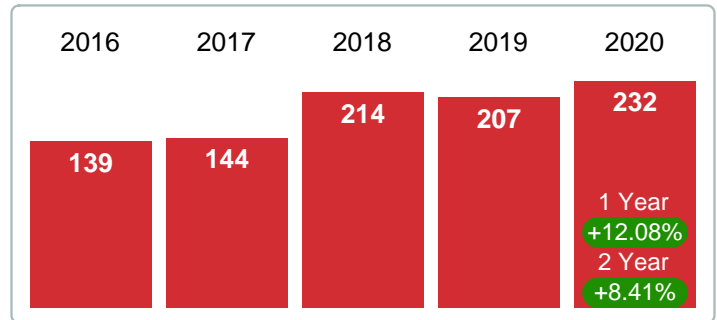
CLOSED LISTINGS

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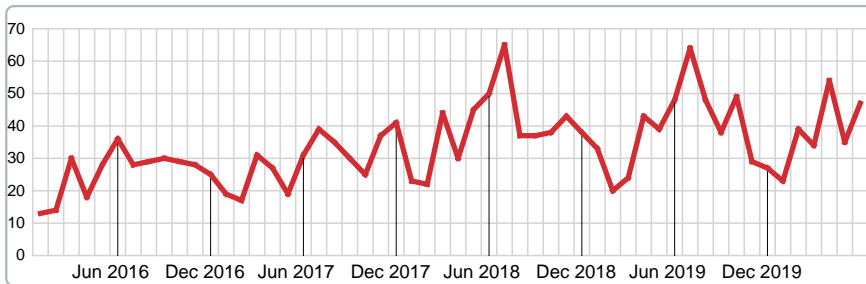
JUNE



YEAR TO DATE (YTD)

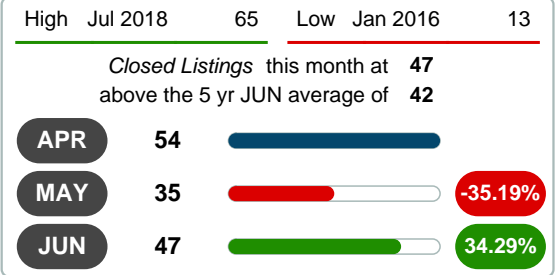


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 42



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	4.26%	90.5	0	2	0	0
\$75,001 - \$100,000	8	17.02%	34.1	5	2	1	0
\$100,001 - \$125,000	3	6.38%	19.0	2	1	0	0
\$125,001 - \$200,000	15	31.91%	18.5	2	10	3	0
\$200,001 - \$225,000	6	12.77%	59.0	0	3	3	0
\$225,001 - \$375,000	7	14.89%	68.1	1	1	5	0
\$375,001 and up	6	12.77%	53.2	0	1	3	2
Total Closed Units	47			10	20	15	2
Total Closed Volume	10,436,700	100%	41.2	1.26M	3.56M	4.82M	798.00K
Average Closed Price	\$222,057			\$125,750	\$177,935	\$321,500	\$399,000

June 2020



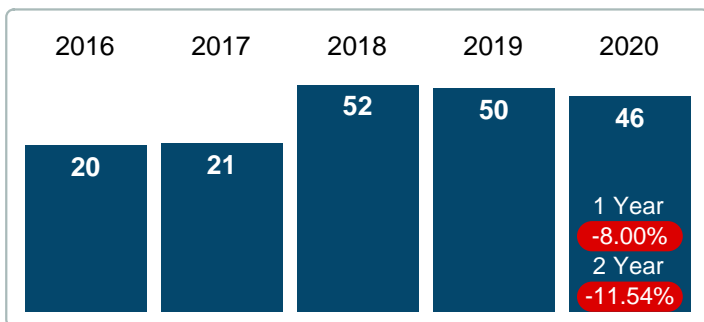
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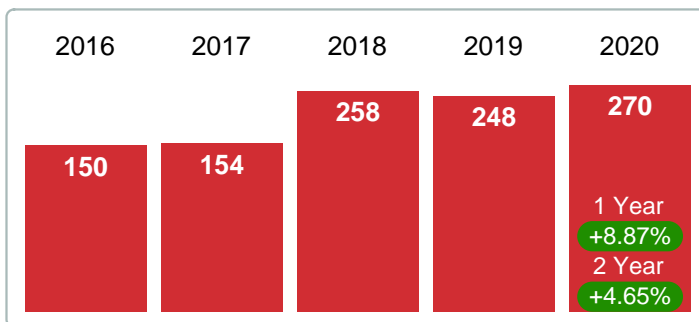
PENDING LISTINGS

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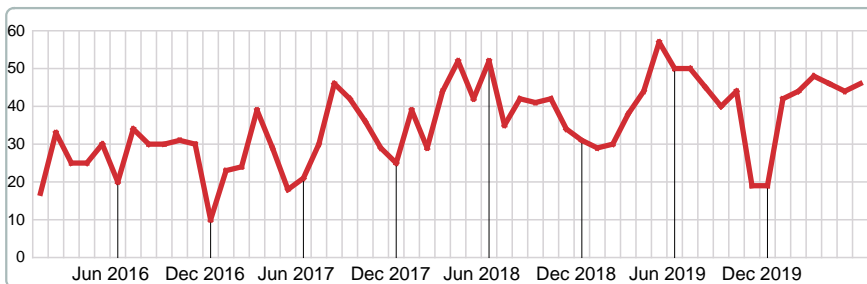
JUNE



YEAR TO DATE (YTD)

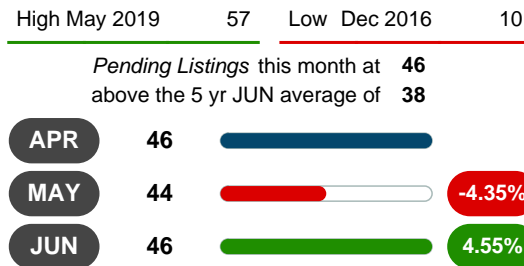


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 38



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	4	8.70%	55.0	1	2	1	0
\$75,001 - \$100,000	6	13.04%	54.8	4	2	0	0
\$100,001 - \$150,000	7	15.22%	38.6	2	5	0	0
\$150,001 - \$175,000	5	10.87%	20.6	1	2	2	0
\$175,001 - \$225,000	10	21.74%	22.6	0	9	1	0
\$225,001 - \$575,000	9	19.57%	26.2	0	6	3	0
\$575,001 and up	5	10.87%	68.0	0	2	3	0
Total Pending Units	46			8	28	10	0
Total Pending Volume	10,908,600	100%	37.5	818.80K	5.92M	4.17M	0.00B
Average Listing Price	\$237,143			\$102,350	\$211,361	\$417,170	\$0

June 2020



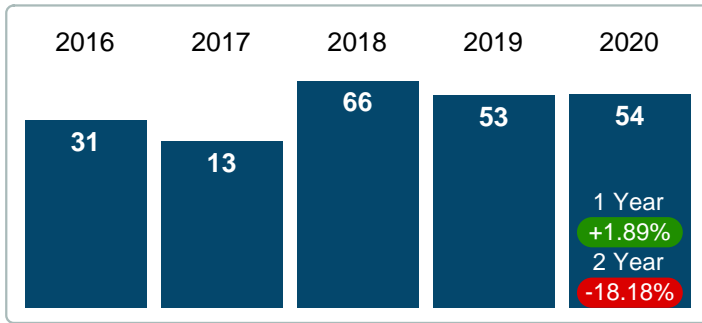
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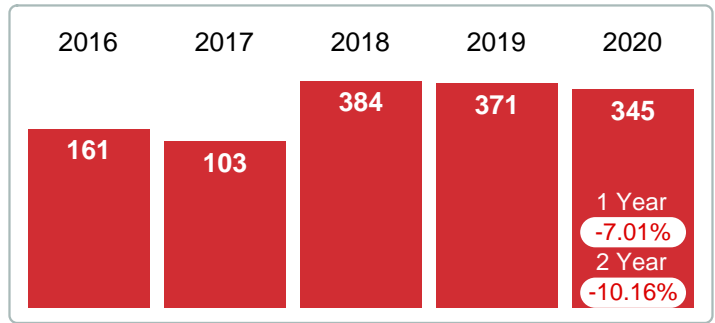
NEW LISTINGS

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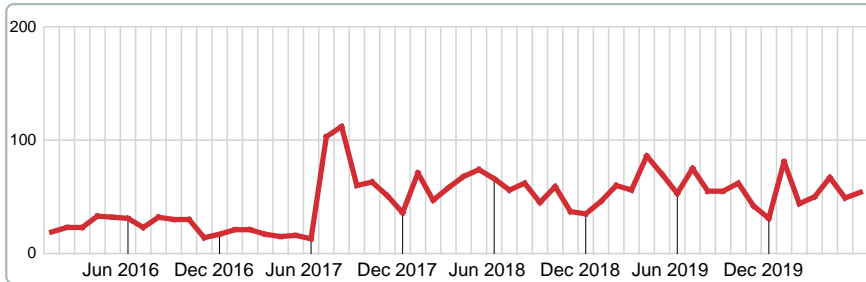
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YEAR TO DATE (YTD)

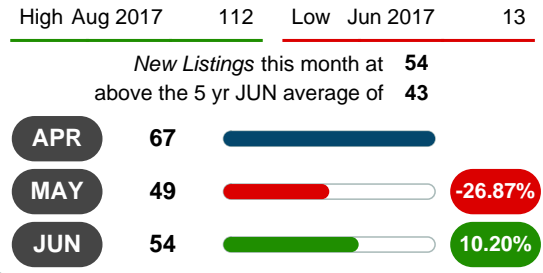


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 43



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	9.26%	2	3	0	0
\$75,001 - \$125,000	6	11.11%	3	2	1	0
\$125,001 - \$150,000	3	5.56%	0	3	0	0
\$150,001 - \$175,000	8	14.81%	0	7	1	0
\$175,001 - \$225,000	16	29.63%	0	13	3	0
\$225,001 - \$375,000	10	18.52%	0	7	3	0
\$375,001 and up	6	11.11%	0	2	1	3
Total New Listed Units	54		5	37	9	3
Total New Listed Volume	14,032,800	100%	460.70K	7.53M	3.95M	2.10M
Average New Listed Listing Price	\$192,427		\$92,140	\$203,543	\$438,444	\$698,333

June 2020



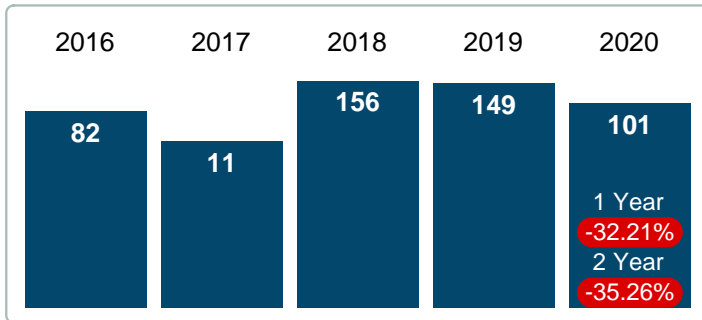
Area Delimited by County Of Bryan - Residential Property Type



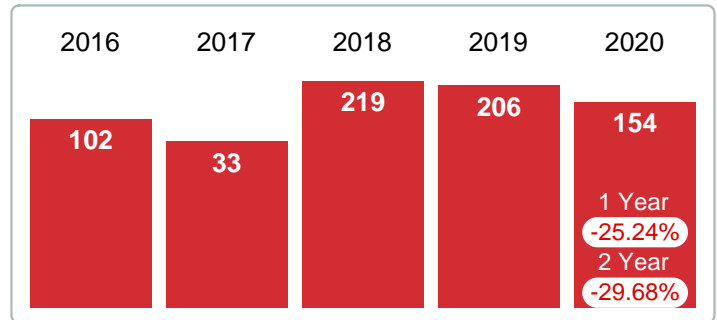
ACTIVE INVENTORY

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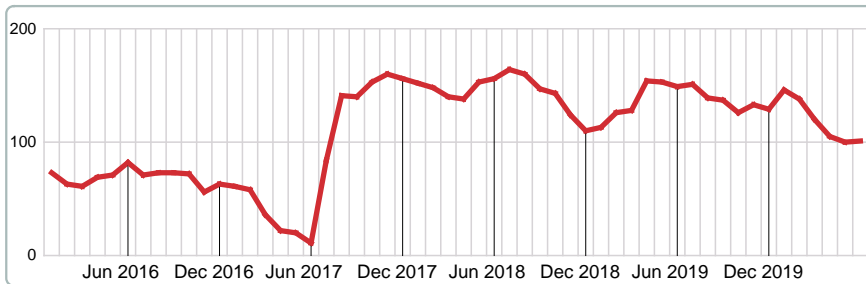
END OF JUNE



ACTIVE DURING JUNE

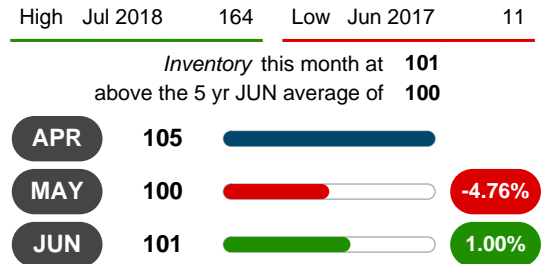


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 100



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	3.96%	64.0	2	2	0	0
\$50,001 - \$125,000	18	17.82%	49.4	7	8	2	1
\$125,001 - \$175,000	10	9.90%	30.3	0	9	1	0
\$175,001 - \$275,000	30	29.70%	65.3	1	22	5	2
\$275,001 - \$375,000	14	13.86%	78.4	0	9	5	0
\$375,001 - \$575,000	14	13.86%	83.1	0	5	3	6
\$575,001 and up	11	10.89%	84.0	0	3	4	4
Total Active Inventory by Units	101			10	58	20	13
Total Active Inventory by Volume	31,663,197	100%	65.2	832.20K	14.62M	8.39M	7.82M
Average Active Inventory Listing Price	\$313,497			\$83,220	\$252,117	\$419,610	\$601,231

June 2020



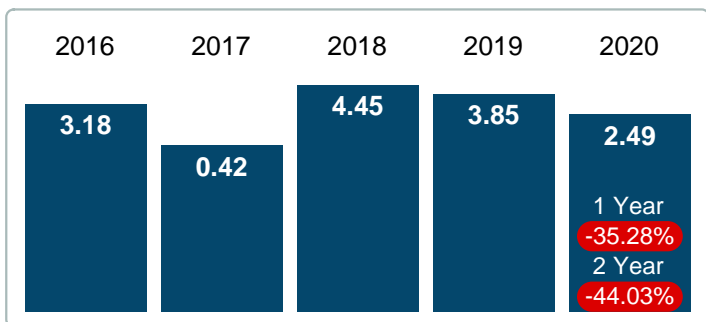
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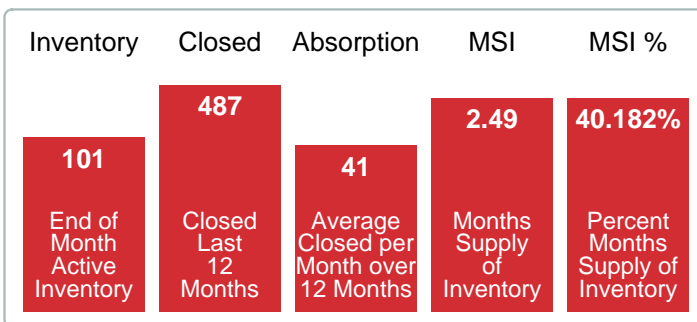
MONTHS SUPPLY of INVENTORY (MSI)

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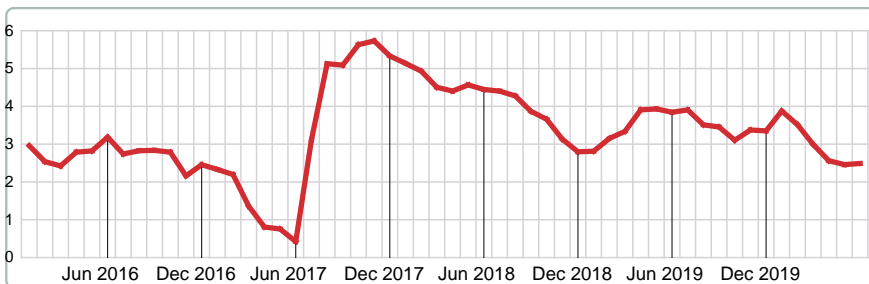
MSI FOR JUNE



INDICATORS FOR JUNE 2020

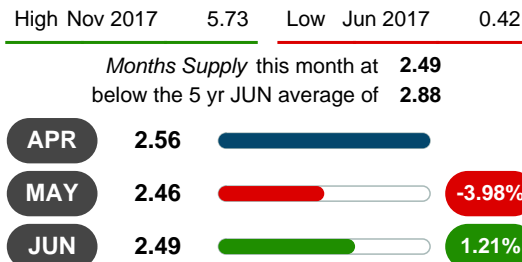


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 2.88



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
\$50,000 and less	4	3.96%	2.09	3.00	1.71	0.00	0.00
\$50,001 - \$125,000	18	17.82%	1.85	3.23	1.20	3.00	4.00
\$125,001 - \$175,000	10	9.90%	0.94	0.00	1.14	0.52	0.00
\$175,001 - \$275,000	30	29.70%	2.50	2.40	2.56	1.71	24.00
\$275,001 - \$375,000	14	13.86%	3.65	0.00	5.40	3.16	0.00
\$375,001 - \$575,000	14	13.86%	8.40	0.00	15.00	3.60	12.00
\$575,001 and up	11	10.89%	13.20	0.00	12.00	9.60	24.00
Market Supply of Inventory (MSI)	2.49			2.50	2.18	2.38	8.21
Total Active Inventory by Units	101	100%	2.49	10	58	20	13

June 2020



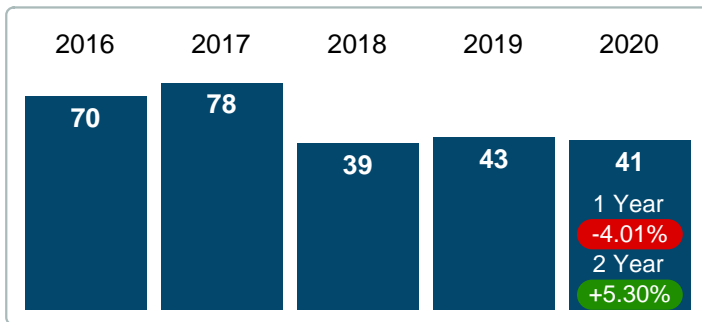
Area Delimited by County Of Bryan - Residential Property Type



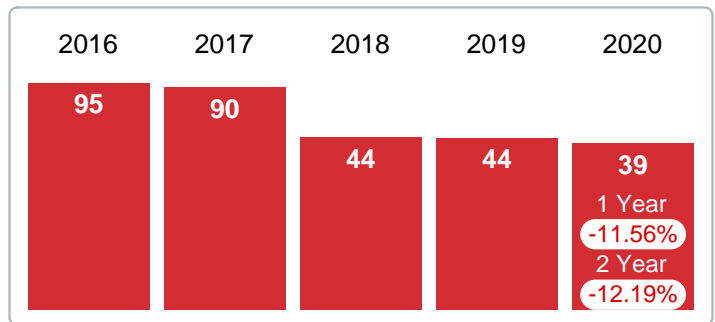
AVERAGE DAYS ON MARKET TO SALE

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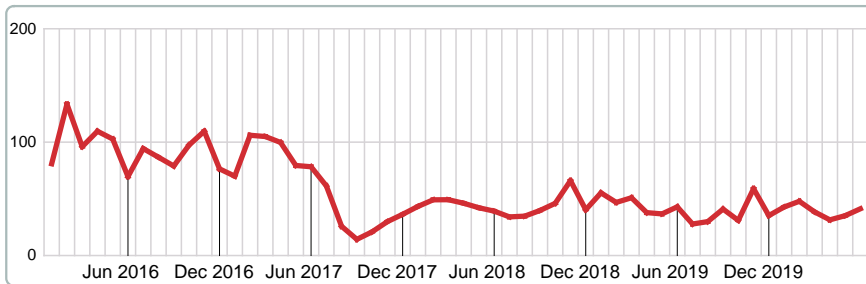
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

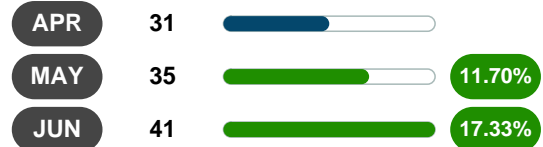


3 MONTHS

5 year JUN AVG = 54

High Feb 2016 134 Low Sep 2017 14

Average Days on Market to Sale this month at 41 below the 5 yr JUN average of 54



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	4.26%	91	0	91	0	0
\$75,001 - \$100,000	17.02%	34	27	41	59	0
\$100,001 - \$125,000	6.38%	19	27	4	0	0
\$125,001 - \$200,000	31.91%	18	53	13	15	0
\$200,001 - \$225,000	12.77%	59	0	86	32	0
\$225,001 - \$375,000	14.89%	68	140	119	44	0
\$375,001 and up	12.77%	53	0	1	33	110
Average Closed DOM		41	43	39	34	110
Total Closed Units	100%	41	10	20	15	2
Total Closed Volume		10,436,700	1.26M	3.56M	4.82M	798.00K

June 2020



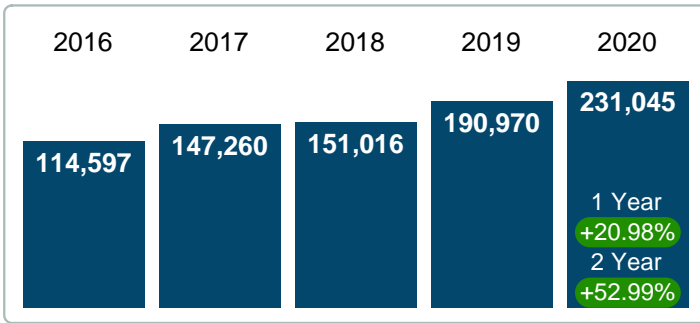
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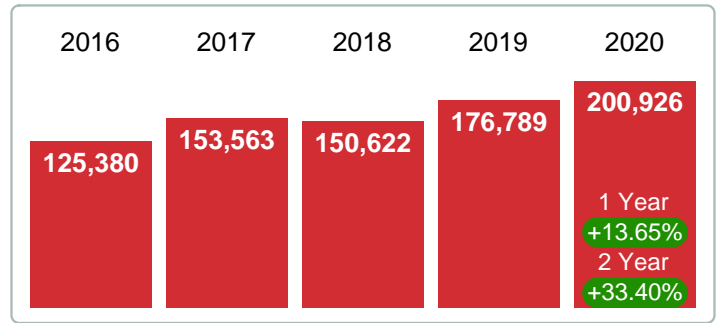
AVERAGE LIST PRICE AT CLOSING

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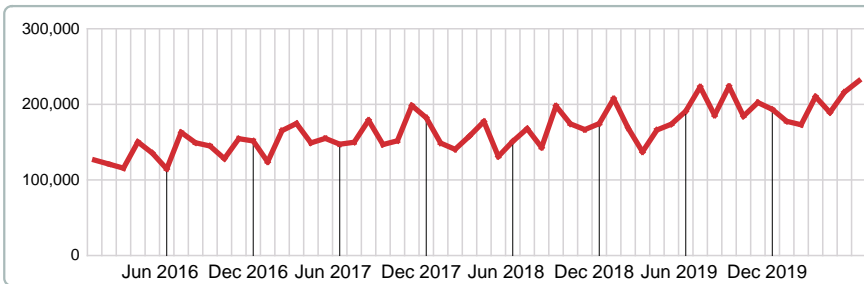
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

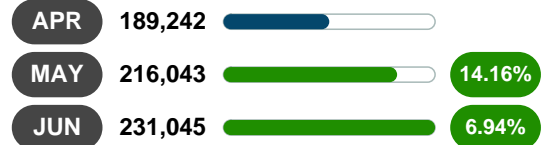


3 MONTHS

5 year JUN AVG = 166,978

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

Average List Price at Closing this month at **231,045**
above the 5 yr JUN average of **166,978**



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	4.26%	52,400	0	52,400	0	0
\$75,001 - \$100,000	17.02%	92,837	93,300	99,450	89,999	0
\$100,001 - \$125,000	4.26%	114,450	127,000	97,200	0	0
\$125,001 - \$200,000	31.91%	161,927	154,000	170,190	163,000	0
\$200,001 - \$225,000	14.89%	214,014	0	214,100	216,933	0
\$225,001 - \$375,000	14.89%	278,114	339,000	284,900	264,580	0
\$375,001 and up	12.77%	651,483	0	650,000	799,667	429,950
Average List Price		231,045	136,750	184,000	330,113	429,950
Total Closed Units	100%	231,045	10	20	15	2
Total Closed Volume		10,859,099	1.37M	3.68M	4.95M	859.90K

June 2020



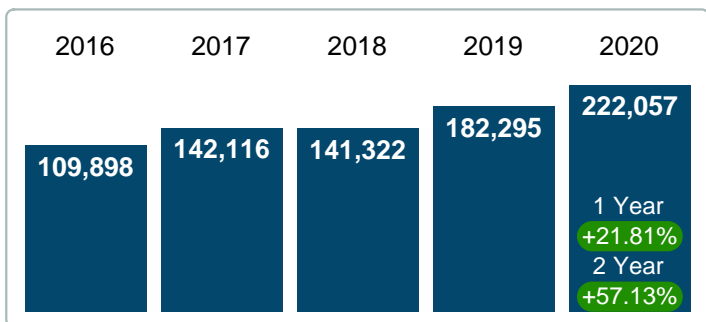
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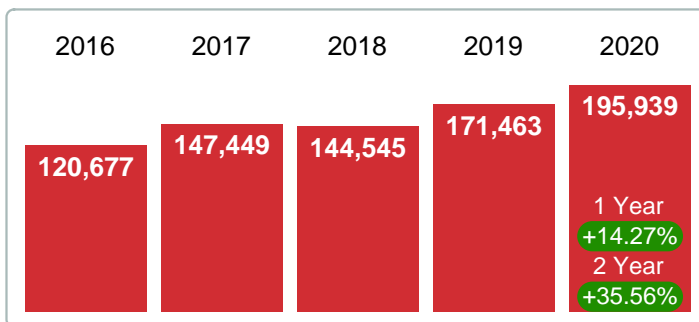
AVERAGE SOLD PRICE AT CLOSING

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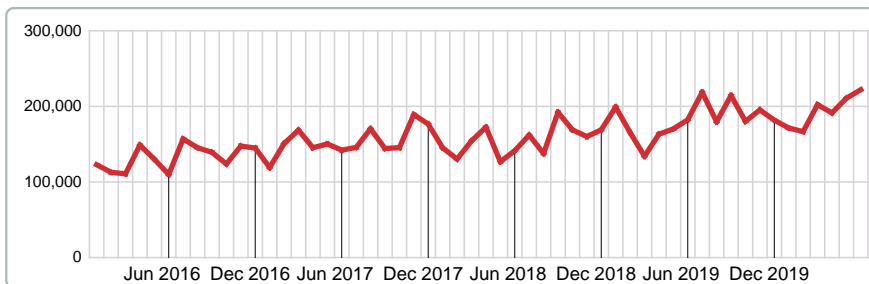
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

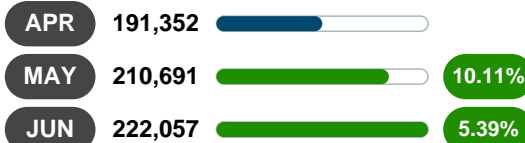


3 MONTHS

5 year JUN AVG = 159,538

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

Average Sold Price at Closing this month at **222,057** above the 5 yr JUN average of **159,538**



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	4.26%	42,600	0	42,600	0	0
\$75,001 - \$100,000	17.02%	89,038	89,400	92,150	81,000	0
\$100,001 - \$125,000	6.38%	107,400	108,500	105,200	0	0
\$125,001 - \$200,000	31.91%	163,000	139,000	168,650	160,167	0
\$200,001 - \$225,000	12.77%	211,583	0	211,833	211,333	0
\$225,001 - \$375,000	14.89%	268,500	315,500	262,000	260,400	0
\$375,001 and up	12.77%	620,500	0	600,000	775,000	399,000
Average Sold Price		222,057	125,750	177,935	321,500	399,000
Total Closed Units	100%	222,057	10	20	15	2
Total Closed Volume		10,436,700	1.26M	3.56M	4.82M	798.00K

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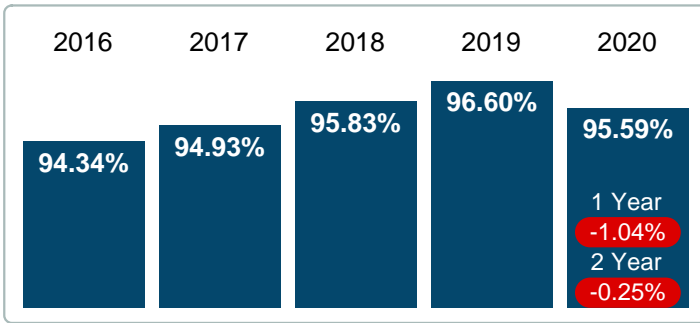
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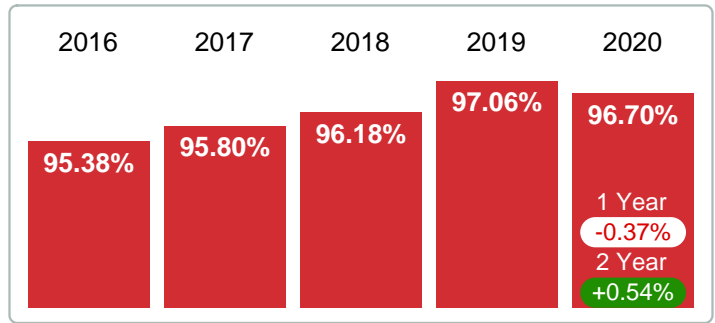
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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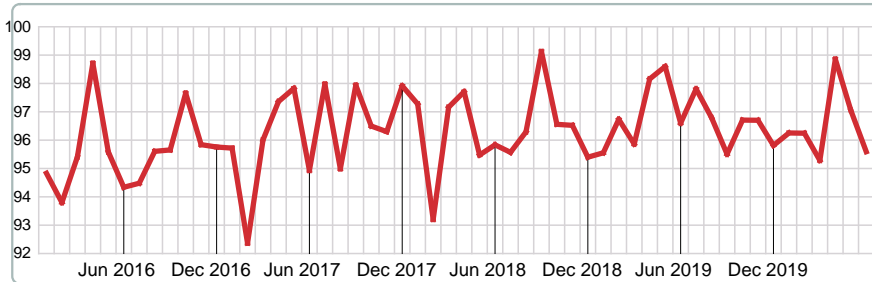
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

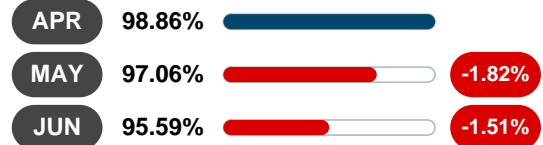


3 MONTHS

5 year JUN AVG = 95.46%

High Sep 2018 99.13% Low Feb 2017 92.37%

Average Sold/List Ratio this month at **95.59%**
above the 5 yr JUN average of **95.46%**



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	4.26%	81.72%	0.00%	81.72%	0.00%	0.00%	
\$75,001 - \$100,000	8	17.02%	94.44%	95.77%	93.36%	90.00%	0.00%	
\$100,001 - \$125,000	3	6.38%	93.21%	85.70%	108.23%	0.00%	0.00%	
\$125,001 - \$200,000	15	31.91%	97.83%	90.63%	99.15%	98.24%	0.00%	
\$200,001 - \$225,000	6	12.77%	98.19%	0.00%	98.95%	97.44%	0.00%	
\$225,001 - \$375,000	7	14.89%	96.71%	93.07%	91.96%	98.39%	0.00%	
\$375,001 and up	6	12.77%	93.43%	0.00%	92.31%	94.19%	92.84%	
Average Sold/List Ratio		95.60%		92.45%	96.55%	96.77%	92.84%	
Total Closed Units		47	100%	95.60%	10	20	15	2
Total Closed Volume		10,436,700			1.26M	3.56M	4.82M	798.00K

June 2020



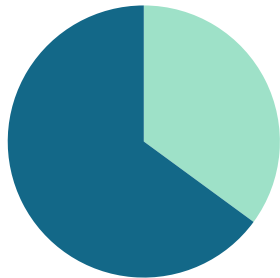
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

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

INVENTORY

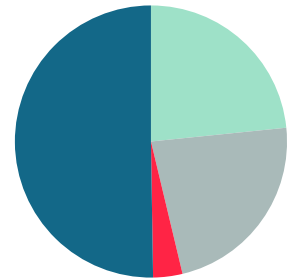


Inventory
 New Listings
54 = 35.06%
 Start Inventory
100
 Total Inventory Units
154
 Volume
\$44,024,597

Market Activity

Closed Sales
47 = 23.38%
 Pending Sales
46 = 22.89%
 Other Off Market
7 = 3.48%
 Active Inventory
101 = 50.25%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	48	47	-2.08%	207	232	12.08%
Pending Sales	50	46	-8.00%	248	270	8.87%
New Listings	53	54	1.89%	371	345	-7.01%
Average List Price	190,970	231,045	20.98%	176,789	200,926	13.65%
Average Sale Price	182,295	222,057	21.81%	171,463	195,939	14.27%
Average Percent of Selling Price to List Price	96.60%	95.59%	-1.04%	97.06%	96.70%	-0.37%
Average Days on Market to Sale	42.96	41.23	-4.01%	43.99	38.90	-11.56%
Monthly Inventory	149	101	-32.21%	149	101	-32.21%
Months Supply of Inventory	3.85	2.49	-35.28%	3.85	2.49	-35.28%

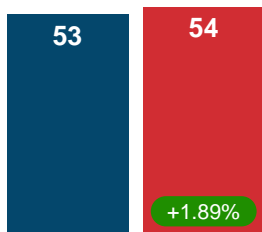
Absorption: Last 12 months, an Average of **41** Sales/Month

Inventory on June 30, 2020 = **101**

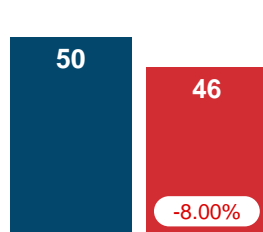
2019 **2020**

JUNE MARKET

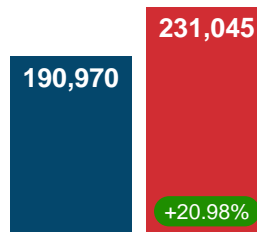
New Listings



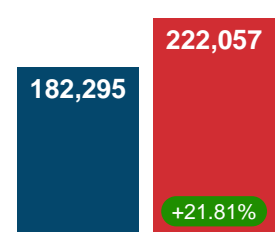
Pending Listings



List Price

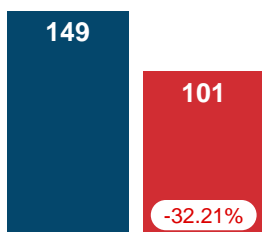


Sale Price

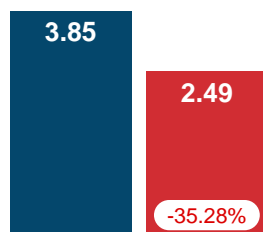


INVENTORY

Active Inventory

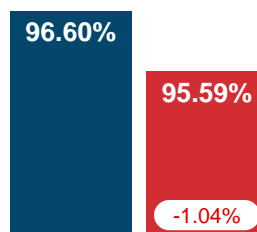


Monthly Supply of Inventory



AVERAGE SOLD/LIST RATIO & DOM

Sale/List Ratio



Days on Market

