

## June 2020



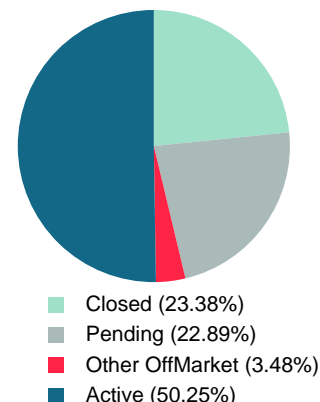
Area Delimited by County Of Bryan - Residential Property Type



### 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%
Median List Price	168,350	176,000	4.54%
Median Sale Price	169,000	176,000	4.14%
Median Percent of Selling Price to List Price	99.06%	97.44%	-1.64%
Median Days on Market to Sale	25.50	18.00	-29.41%
End of Month Inventory	149	101	-32.21%
Months Supply of Inventory	3.85	2.49	-35.28%



**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.

##### Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **4.14%** in June 2020 to \$176,000 versus the previous year at \$169,000.

##### Median Days on Market Shortens

The median number of **18.00** days that homes spent on the market before selling decreased by 7.50 days or **29.41%** in June 2020 compared to last year's same month at **25.50** DOM.

##### Sales Success for June 2020 is Positive

Overall, with Median 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.

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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

# June 2020



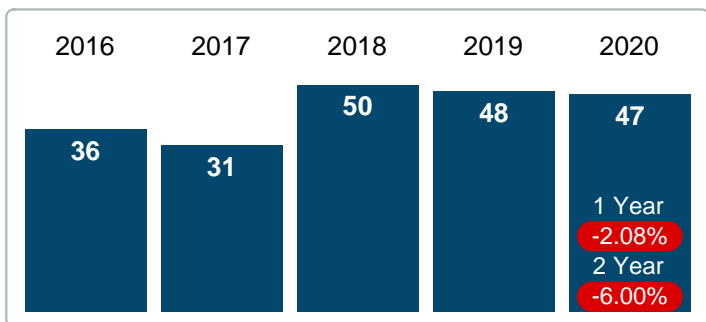
Area Delimited by County Of Bryan - Residential Property Type



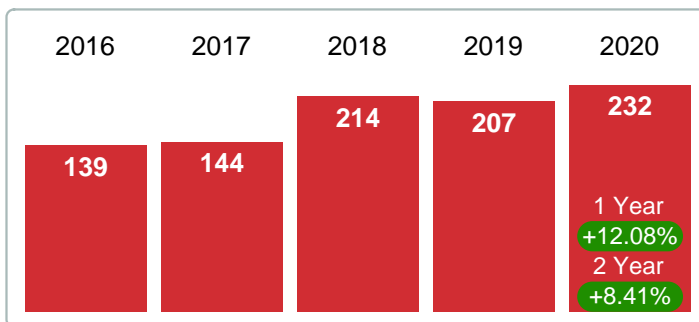
## CLOSED LISTINGS

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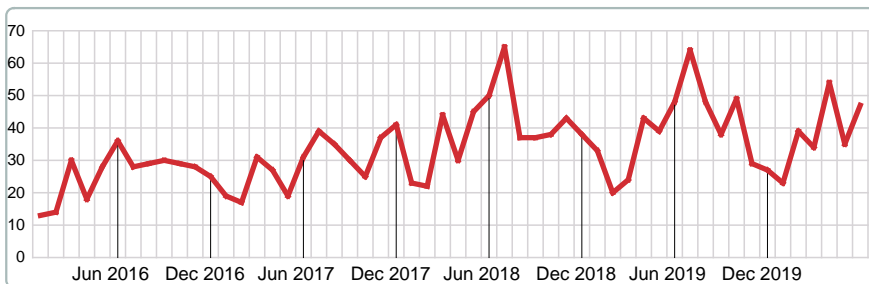
### JUNE



### YEAR TO DATE (YTD)

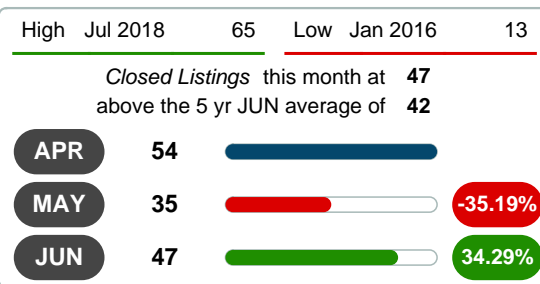


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 42



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	25.0	5	2	1	0
\$100,001 - \$125,000	3	6.38%	15.0	2	1	0	0
\$125,001 - \$200,000	15	31.91%	5.0	2	10	3	0
\$200,001 - \$225,000	6	12.77%	47.0	0	3	3	0
\$225,001 - \$375,000	7	14.89%	94.0	1	1	5	0
\$375,001 and up	6	12.77%	48.5	0	1	3	2
<b>Total Closed Units</b>	<b>47</b>			<b>10</b>	<b>20</b>	<b>15</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>10,436,700</b>	<b>100%</b>	<b>18.0</b>	<b>1.26M</b>	<b>3.56M</b>	<b>4.82M</b>	<b>798.00K</b>
<b>Median Closed Price</b>	<b>\$176,000</b>			<b>\$101,250</b>	<b>\$169,525</b>	<b>\$230,000</b>	<b>\$399,000</b>

# June 2020



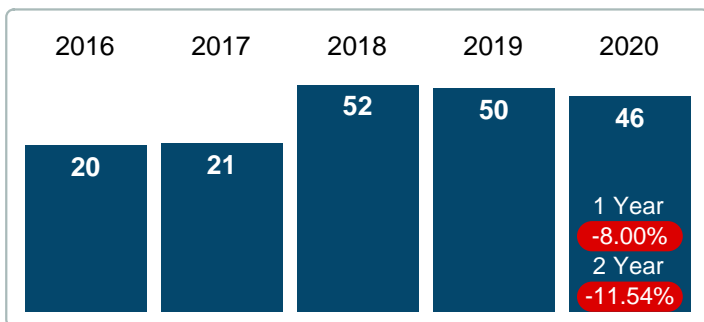
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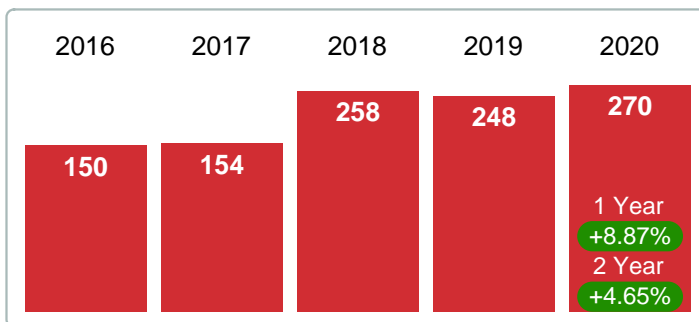
## PENDING LISTINGS

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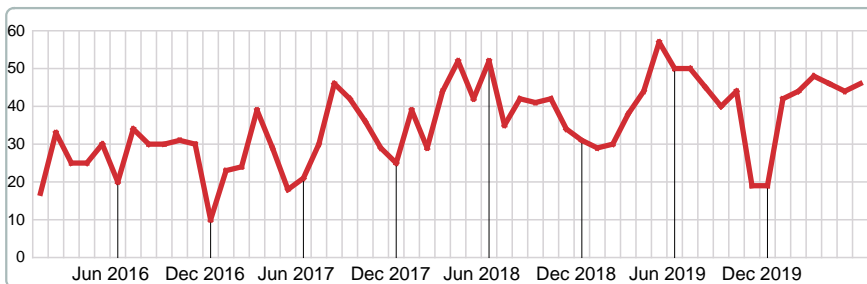
### JUNE



### YEAR TO DATE (YTD)

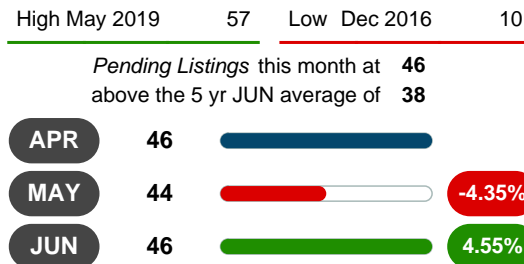


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 38



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	8.70%	60.0	1	2	1	0
\$75,001 - \$100,000	6	13.04%	21.0	4	2	0	0
\$100,001 - \$150,000	7	15.22%	22.0	2	5	0	0
\$150,001 - \$175,000	5	10.87%	10.0	1	2	2	0
\$175,001 - \$225,000	10	21.74%	5.0	0	9	1	0
\$225,001 - \$575,000	9	19.57%	8.0	0	6	3	0
\$575,001 and up	5	10.87%	69.0	0	2	3	0
<b>Total Pending Units</b>	<b>46</b>			<b>8</b>	<b>28</b>	<b>10</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>10,908,600</b>	<b>100%</b>	<b>18.0</b>	<b>818.80K</b>	<b>5.92M</b>	<b>4.17M</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$182,450</b>			<b>\$89,900</b>	<b>\$189,200</b>	<b>\$236,450</b>	<b>\$0</b>

# June 2020



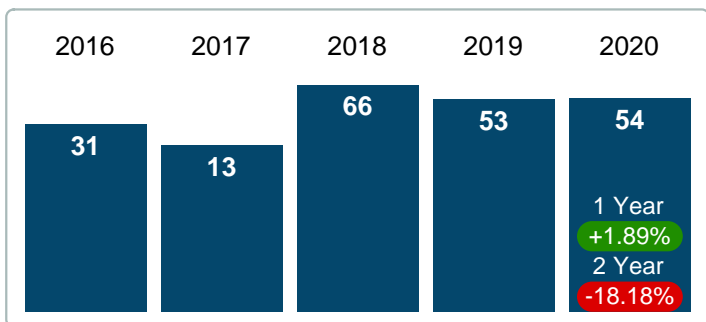
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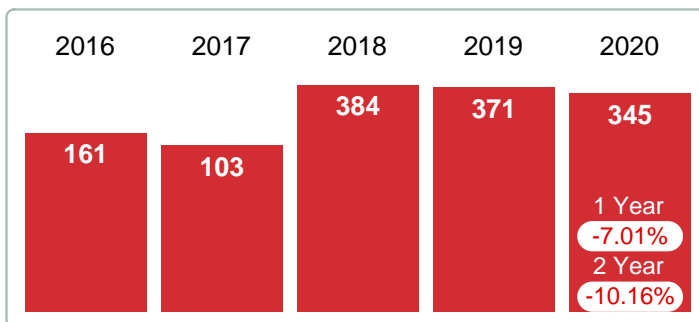
## NEW LISTINGS

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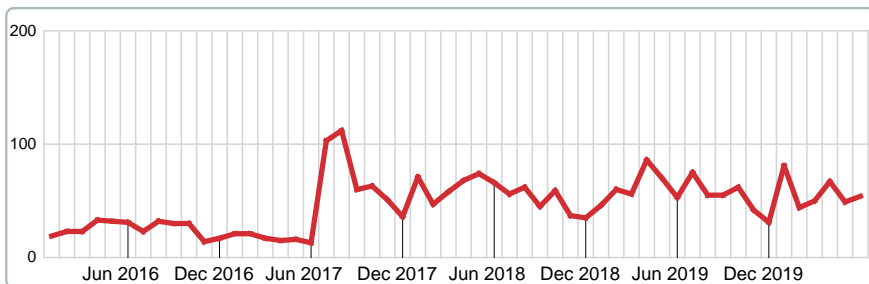
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 43

High Aug 2017 112 Low Jun 2017 13

New Listings this month at 54  
above the 5 yr JUN average of 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
<b>Total New Listed Units</b>	<b>54</b>		<b>5</b>	<b>37</b>	<b>9</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>14,032,800</b>	<b>100%</b>	<b>460.70K</b>	<b>7.53M</b>	<b>3.95M</b>	<b>2.10M</b>
<b>Median New Listed Listing Price</b>	<b>\$189,900</b>		<b>\$89,900</b>	<b>\$188,900</b>	<b>\$221,000</b>	<b>\$450,000</b>

# June 2020



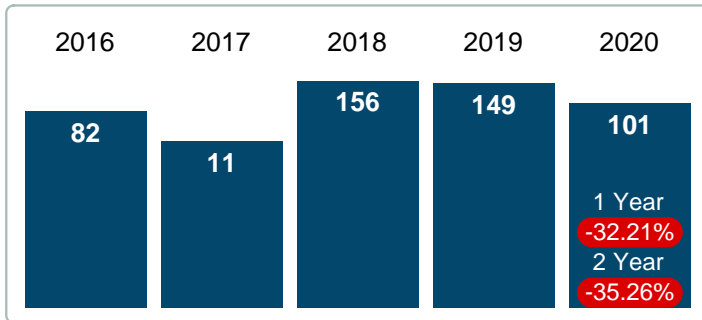
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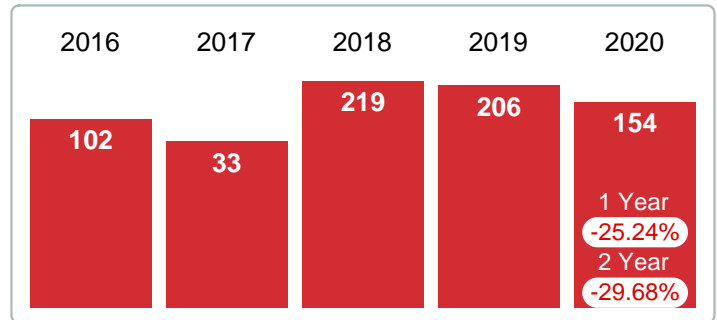
## ACTIVE INVENTORY

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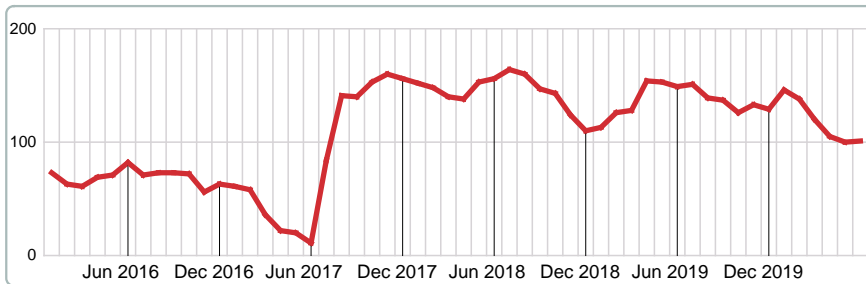
### END OF JUNE



### ACTIVE DURING JUNE

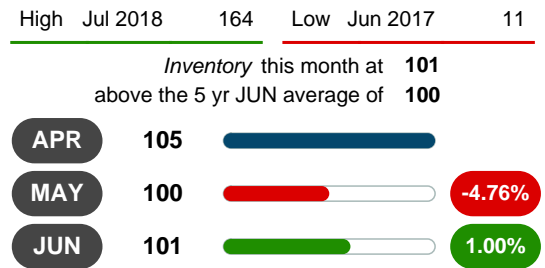


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 100



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	3.96%	76.0	2	2	0	0
\$50,001 - \$125,000	18	17.82%	41.0	7	8	2	1
\$125,001 - \$175,000	10	9.90%	11.5	0	9	1	0
\$175,001 - \$275,000	30	29.70%	51.0	1	22	5	2
\$275,001 - \$375,000	14	13.86%	84.0	0	9	5	0
\$375,001 - \$575,000	14	13.86%	51.5	0	5	3	6
\$575,001 and up	11	10.89%	90.0	0	3	4	4
<b>Total Active Inventory by Units</b>	<b>101</b>			<b>10</b>	<b>58</b>	<b>20</b>	<b>13</b>
<b>Total Active Inventory by Volume</b>	<b>31,663,197</b>	<b>100%</b>	<b>49.0</b>	<b>832.20K</b>	<b>14.62M</b>	<b>8.39M</b>	<b>7.82M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$210,000</b>			<b>\$72,000</b>	<b>\$199,500</b>	<b>\$289,500</b>	<b>\$450,000</b>

# June 2020



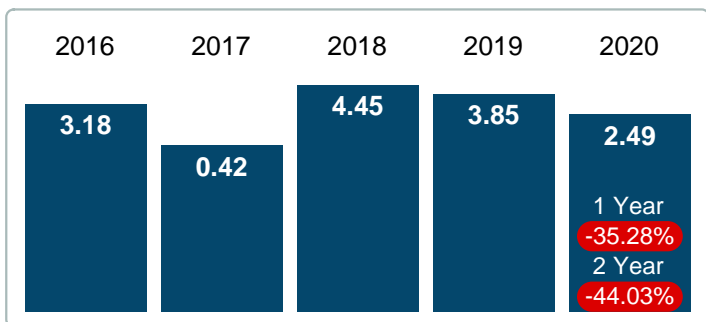
Area Delimited by County Of Bryan - Residential Property Type



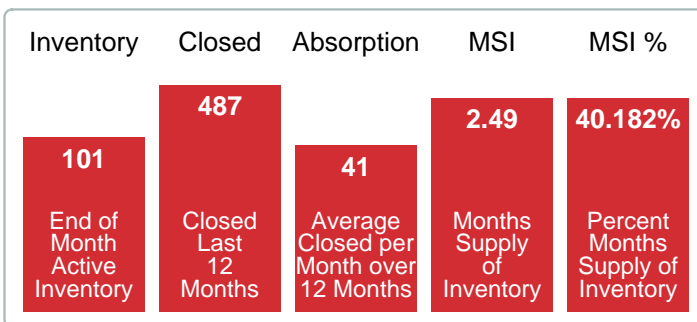
## MONTHS SUPPLY of INVENTORY (MSI)

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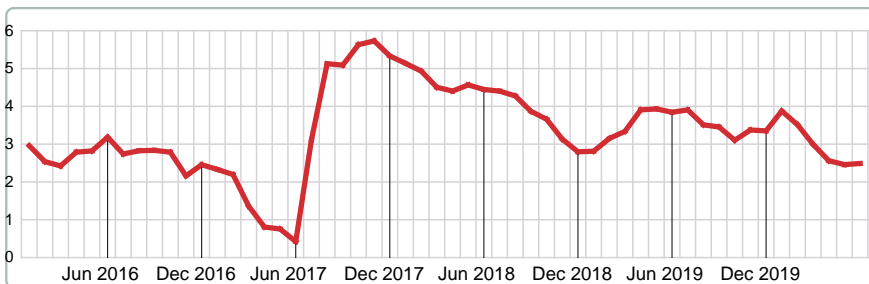
### MSI FOR JUNE



### INDICATORS FOR JUNE 2020

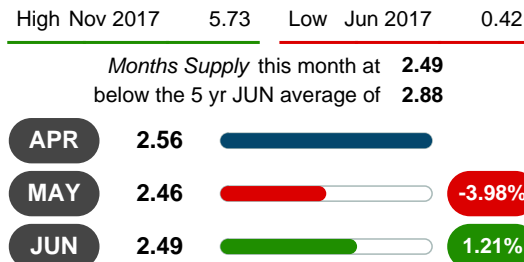


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



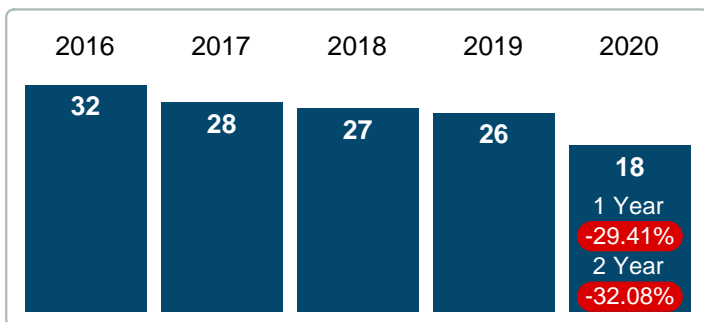
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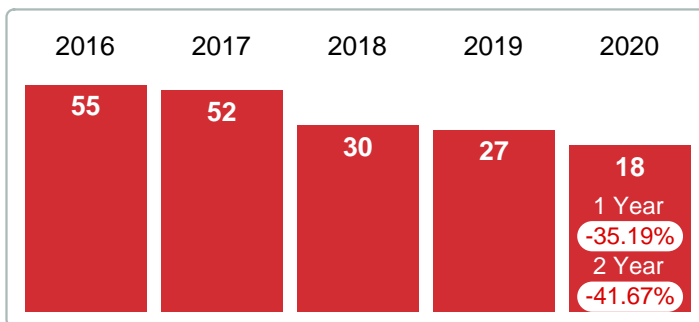
## MEDIAN DAYS ON MARKET TO SALE

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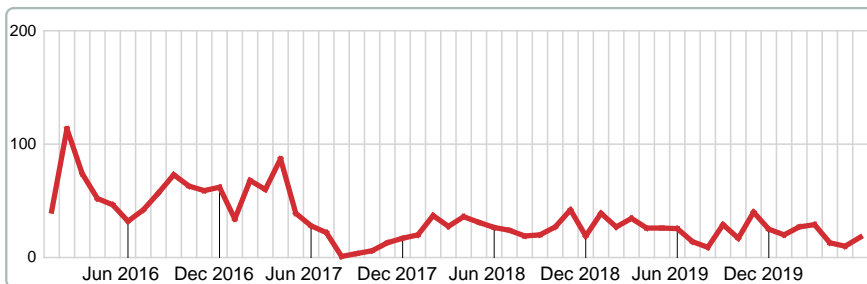
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 26

High Feb 2016 114    Low Aug 2017 1

*Median Days on Market to Sale* this month at **18**  
 below the 5 yr JUN average of **26**

- APR 13
- MAY 10 (-23.08%)
- JUN 18 (80.00%)

### 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	2	4.26%	91	0	91	0	0
\$75,001 - \$100,000	8	17.02%	25	18	41	59	0
\$100,001 - \$125,000	3	6.38%	15	27	4	0	0
\$125,001 - \$200,000	15	31.91%	5	53	2	14	0
\$200,001 - \$225,000	6	12.77%	47	0	95	3	0
\$225,001 - \$375,000	7	14.89%	94	140	119	9	0
\$375,001 and up	6	12.77%	49	0	1	45	110
Median Closed DOM	18			33	6	14	110
Total Closed Units	47	100%	18.0	10	20	15	2
Total Closed Volume	10,436,700			1.26M	3.56M	4.82M	798.00K

# June 2020



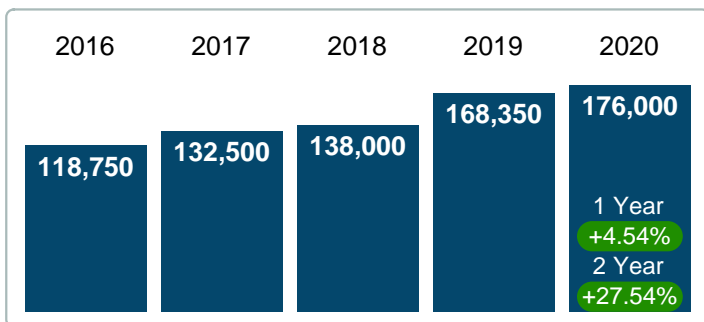
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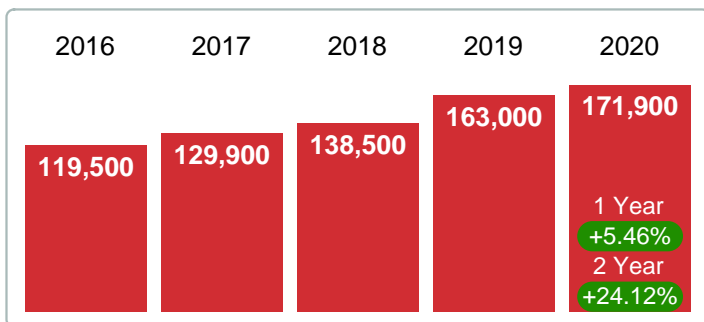
## MEDIAN LIST PRICE AT CLOSING

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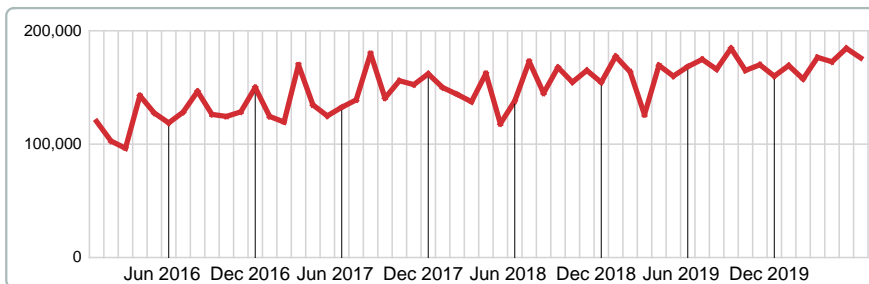
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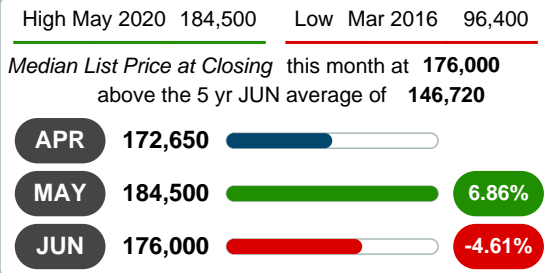


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 146,720



### 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	4.26%	52,400	0	52,400	0	0
\$75,001 - \$100,000	17.02%	92,750	93,500	93,100	89,999	0
\$100,001 - \$125,000	4.26%	114,450	119,000	109,900	0	0
\$125,001 - \$200,000	31.91%	165,000	148,000	169,050	165,000	0
\$200,001 - \$225,000	14.89%	214,900	0	212,700	219,900	0
\$225,001 - \$375,000	14.89%	284,900	339,000	284,900	259,900	0
\$375,001 and up	12.77%	430,000	0	650,000	425,000	429,950
<b>Median List Price</b>		<b>176,000</b>	<b>108,750</b>	<b>169,525</b>	<b>230,000</b>	<b>429,950</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>176,000</b>	<b>10</b>	<b>20</b>	<b>15</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>10,859,099</b>	<b>1.37M</b>	<b>3.68M</b>	<b>4.95M</b>	<b>859.90K</b>



# June 2020



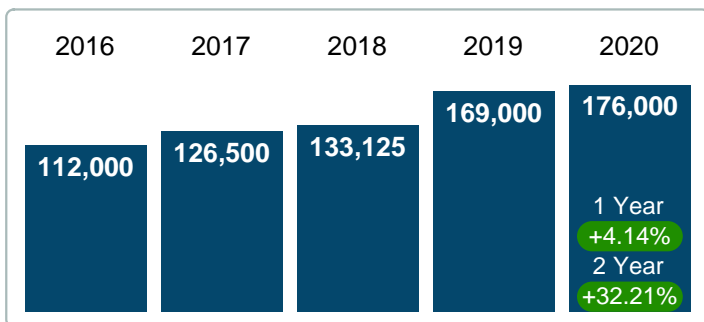
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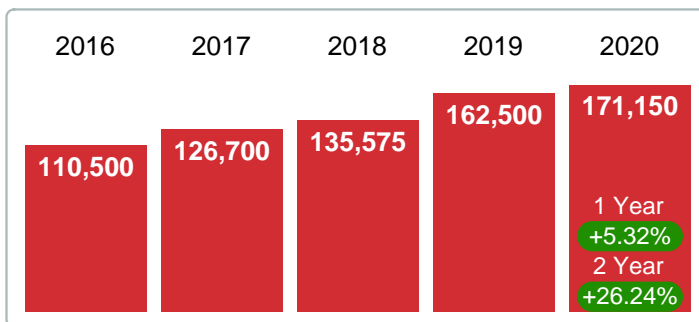
## MEDIAN SOLD PRICE AT CLOSING

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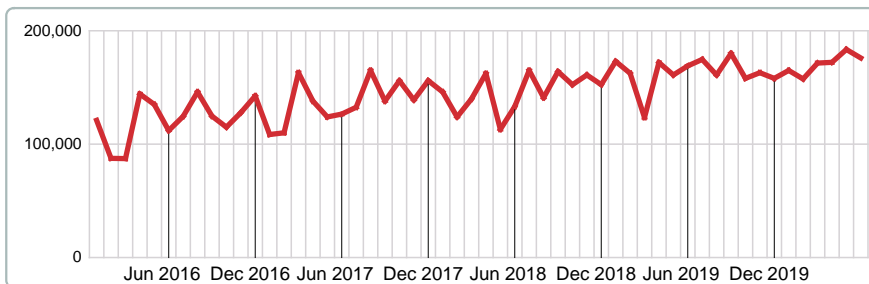
### JUNE



### YEAR TO DATE (YTD)

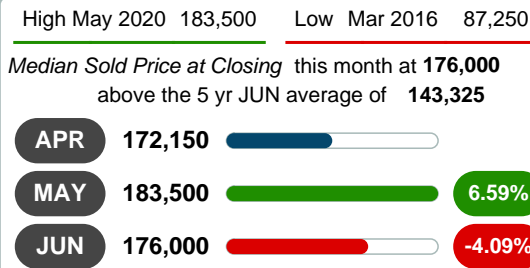


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 143,325



### 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	4.26%	42,600	0	42,600	0	0
\$75,001 - \$100,000	17.02%	91,000	93,000	92,150	81,000	0
\$100,001 - \$125,000	6.38%	107,000	108,500	105,200	0	0
\$125,001 - \$200,000	31.91%	169,050	139,000	169,525	165,000	0
\$200,001 - \$225,000	12.77%	210,250	0	212,000	208,000	0
\$225,001 - \$375,000	14.89%	262,000	315,500	262,000	249,000	0
\$375,001 and up	12.77%	399,000	0	600,000	390,000	399,000
<b>Median Sold Price</b>		<b>176,000</b>	<b>101,250</b>	<b>169,525</b>	<b>230,000</b>	<b>399,000</b>
<b>Total Closed Units</b>	100%	<b>47</b>	<b>10</b>	<b>20</b>	<b>15</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>10,436,700</b>	<b>1.26M</b>	<b>3.56M</b>	<b>4.82M</b>	<b>798.00K</b>

# June 2020



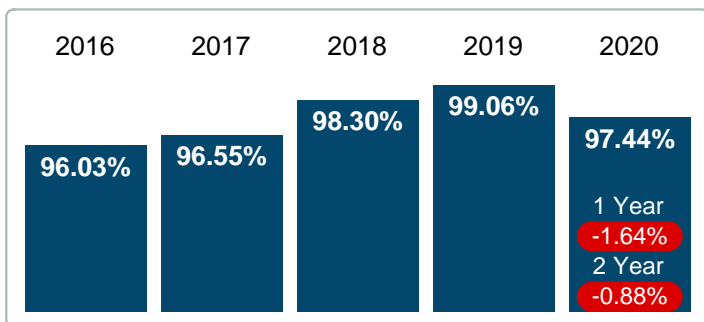
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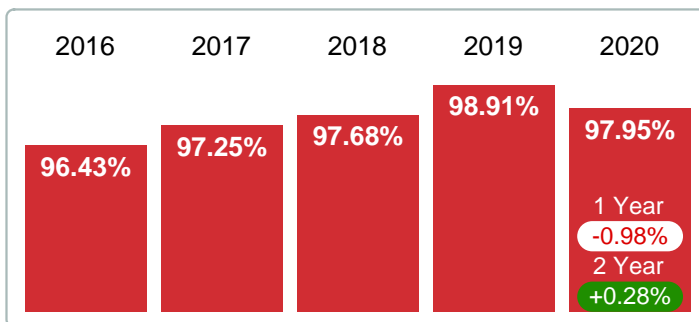
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

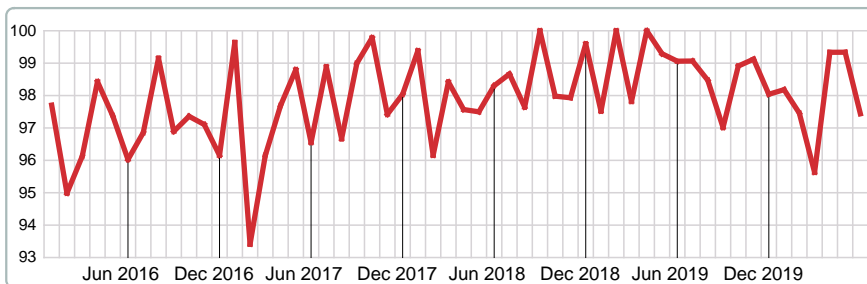
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

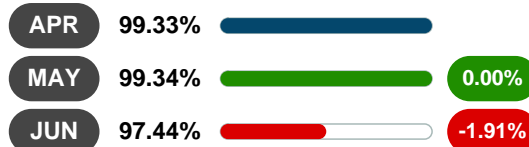


### 3 MONTHS

5 year JUN AVG = 97.48%

High Apr 2019 100.00% Low Feb 2017 93.41%

Median Sold/List Ratio this month at **97.44%**  
equal to 5 yr JUN average of **97.48%**



### 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	2	4.26%	81.72%	0.00%	81.72%	0.00%	0.00%
\$75,001 - \$100,000	8	17.02%	95.01%	95.90%	93.36%	90.00%	0.00%
\$100,001 - \$125,000	3	6.38%	89.92%	85.70%	108.23%	0.00%	0.00%
\$125,001 - \$200,000	15	31.91%	100.00%	90.63%	100.00%	97.44%	0.00%
\$200,001 - \$225,000	6	12.77%	99.07%	0.00%	99.05%	99.09%	0.00%
\$225,001 - \$375,000	7	14.89%	100.00%	93.07%	91.96%	100.00%	0.00%
\$375,001 and up	6	12.77%	92.14%	0.00%	92.31%	91.98%	92.84%
Median Sold/List Ratio		97.44%		93.59%	99.52%	99.09%	92.84%
Total Closed Units		47	100%	10	20	15	2
Total Closed Volume		10,436,700		1.26M	3.56M	4.82M	798.00K

# June 2020



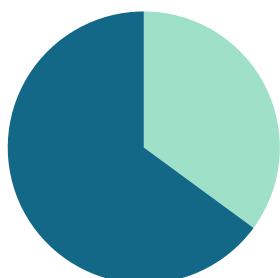
Area Delimited by County Of Bryan - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

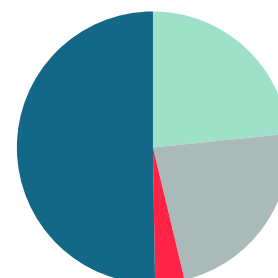


**Inventory**  
 New Listings  
**54 = 35.06%**  
 Start Inventory  
**100**  
 Total Inventory Units  
**154**  
 Volume  
**\$44,024,597**

### 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%
Median List Price	168,350	176,000	4.54%	163,000	171,900	5.46%
Median Sale Price	169,000	176,000	4.14%	162,500	171,150	5.32%
Median Percent of Selling Price to List Price	99.06%	97.44%	-1.64%	98.91%	97.95%	-0.98%
Median Days on Market to Sale	25.50	18.00	-29.41%	27.00	17.50	-35.19%
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%

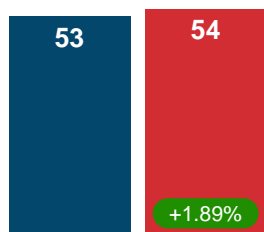
**Absorption:** Last 12 months, an Average of **41** Sales/Month

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

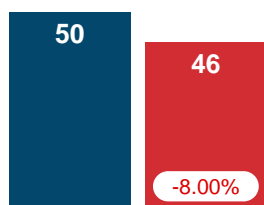
**2019** **2020**

### JUNE MARKET

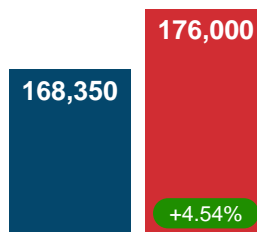
#### New Listings



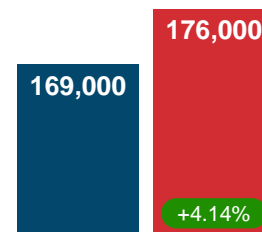
#### Pending Listings



#### List Price

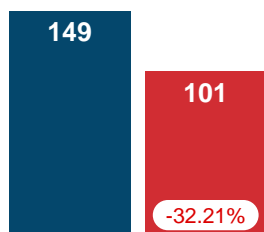


#### Sale Price

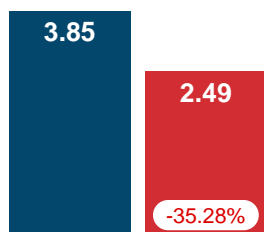


### INVENTORY

#### Active Inventory

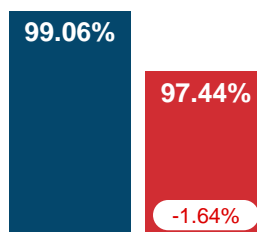


#### Monthly Supply of Inventory



### MEDIAN SOLD/LIST RATIO & DOM

#### Sale/List Ratio



#### Days on Market

