

March 2020



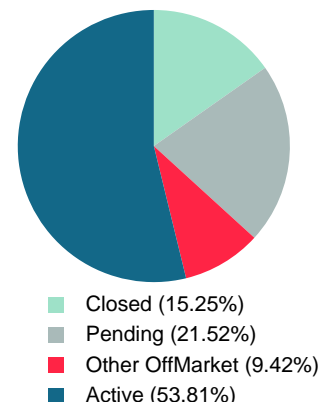
Area Delimited by County Of Bryan - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	March 2020	+/-%
Closed Listings	24	34	41.67%
Pending Listings	38	48	26.32%
New Listings	56	50	-10.71%
Average List Price	137,229	210,129	53.12%
Average Sale Price	134,075	202,212	50.82%
Average Percent of Selling Price to List Price	95.86%	95.29%	-0.60%
Average Days on Market to Sale	50.96	38.47	-24.51%
End of Month Inventory	128	120	-6.25%
Months Supply of Inventory	3.34	2.99	-10.34%



Absorption: Last 12 months, an Average of **40** Sales/Month
Active Inventory as of March 31, 2020 = **120**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2020 decreased **6.25%** to 120 existing homes available for sale. Over the last 12 months this area has had an average of 40 closed sales per month. This represents an unsold inventory index of **2.99** 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 **50.82%** in March 2020 to \$202,212 versus the previous year at \$134,075.

Average Days on Market Shortens

The average number of **38.47** days that homes spent on the market before selling decreased by 12.49 days or **24.51%** in March 2020 compared to last year's same month at **50.96** DOM.

Sales Success for March 2020 is Positive

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

There were 50 New Listings in March 2020, down **10.71%** from last year at 56. Furthermore, there were 34 Closed Listings this month versus last year at 24, a **41.67%** increase.

Closed versus Listed trends yielded a **68.0%** ratio, up from previous year's, March 2019, at **42.9%**, a **58.67%** upswing. 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

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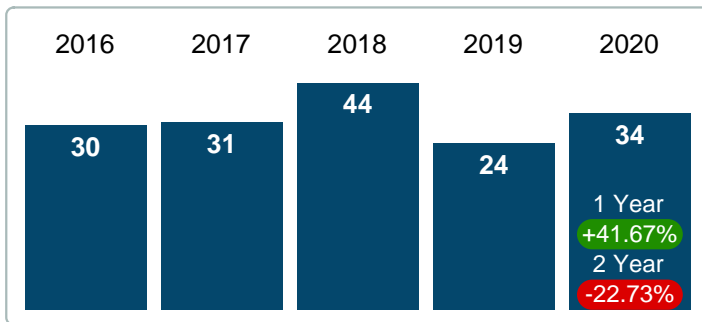
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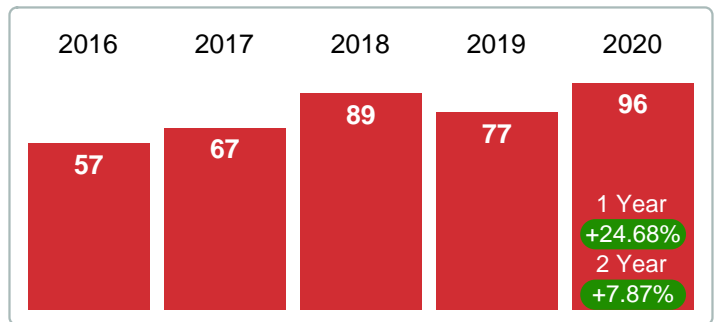
CLOSED LISTINGS

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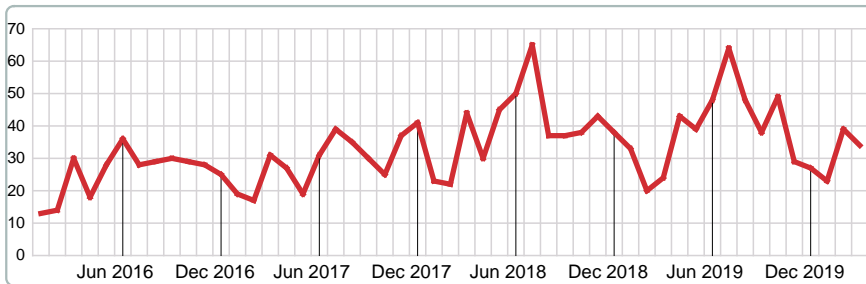
MARCH



YEAR TO DATE (YTD)

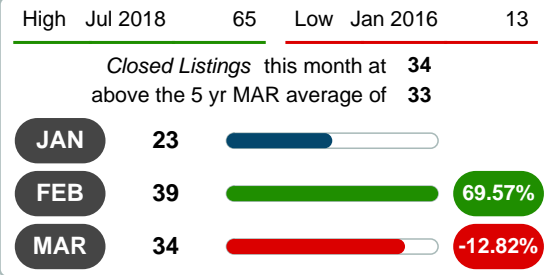


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 33



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	4	11.76%	71.5	1	3	0	0
\$75,001 - \$100,000	3	8.82%	46.7	1	2	0	0
\$100,001 - \$125,000	3	8.82%	50.7	0	2	1	0
\$125,001 - \$175,000	11	32.35%	37.1	1	6	4	0
\$175,001 - \$225,000	5	14.71%	22.0	1	3	1	0
\$225,001 - \$325,000	3	8.82%	41.0	0	1	2	0
\$325,001 and up	5	14.71%	17.8	0	2	3	0
Total Closed Units	34			4	19	11	0
Total Closed Volume	6,875,200	100%	38.5	549.40K	3.50M	2.83M	0.00B
Average Closed Price	\$202,212			\$137,350	\$184,232	\$256,855	\$0

March 2020



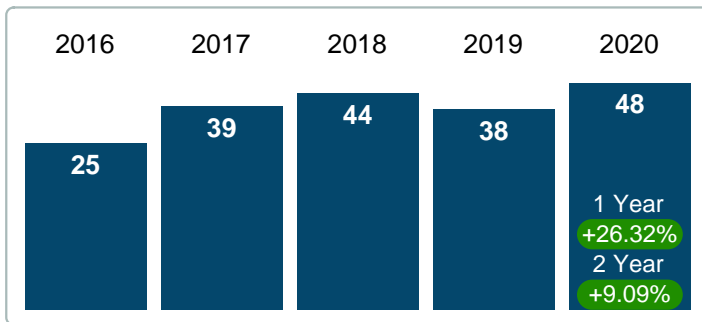
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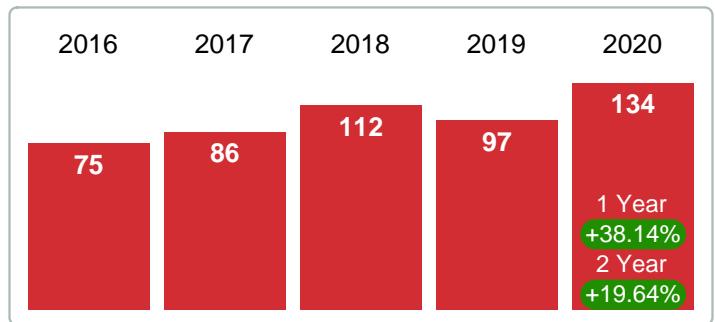
PENDING LISTINGS

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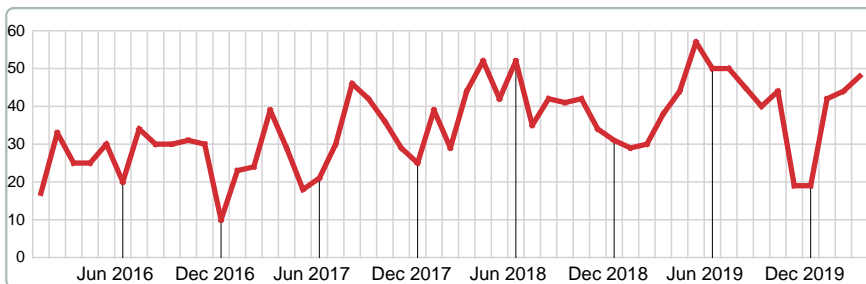
MARCH



YEAR TO DATE (YTD)

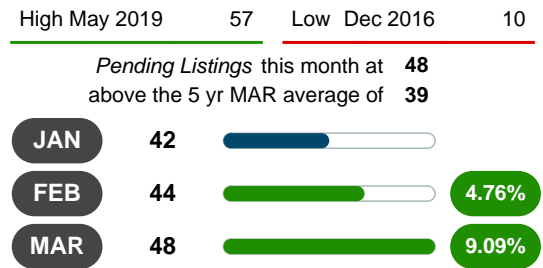


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR 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
\$75,000 and less	2	4.17%	29.5	0	2	0	0
\$75,001 - \$100,000	8	16.67%	37.6	2	6	0	0
\$100,001 - \$125,000	2	4.17%	11.5	0	2	0	0
\$125,001 - \$175,000	16	33.33%	30.9	1	13	2	0
\$175,001 - \$200,000	7	14.58%	32.3	0	7	0	0
\$200,001 - \$300,000	8	16.67%	31.0	0	6	2	0
\$300,001 and up	5	10.42%	28.6	0	2	2	1
Total Pending Units	48			3	38	6	1
Total Pending Volume	8,385,100	100%	31.7	319.50K	6.12M	1.51M	439.00K
Average Listing Price	\$175,449			\$106,500	\$160,939	\$251,817	\$439,000

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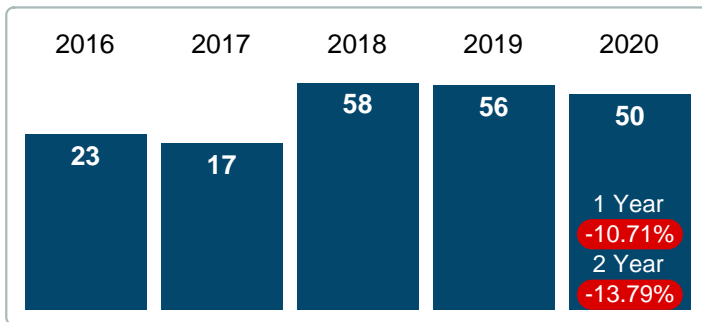
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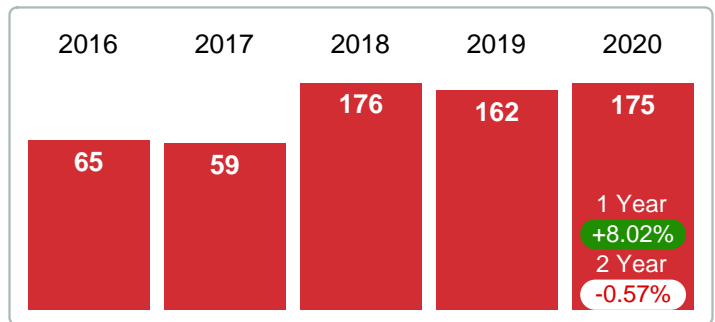
NEW LISTINGS

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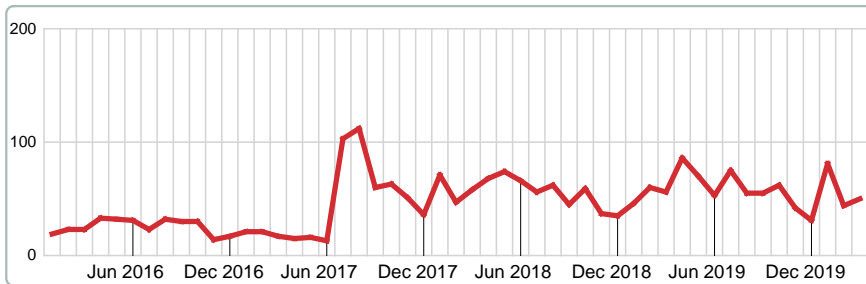
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YEAR TO DATE (YTD)

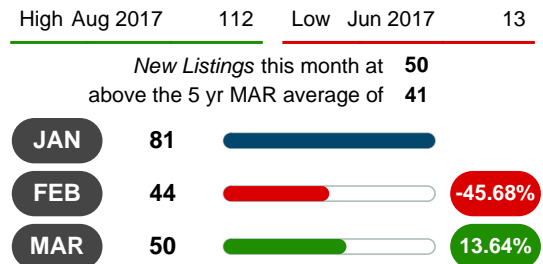


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 41



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	6	12.00%	0	6	0	0
\$75,001 - \$75,000	0	0.00%	0	0	0	0
\$75,001 - \$150,000	9	18.00%	3	5	1	0
\$150,001 - \$200,000	13	26.00%	0	10	3	0
\$200,001 - \$250,000	10	20.00%	1	3	6	0
\$250,001 - \$400,000	7	14.00%	0	4	3	0
\$400,001 and up	5	10.00%	0	1	2	2
Total New Listed Units	50		4	29	15	2
Total New Listed Volume	11,169,019	100%	479.00K	5.53M	4.11M	1.05M
Average New Listed Listing Price	\$197,169		\$119,750	\$190,614	\$273,880	\$527,000

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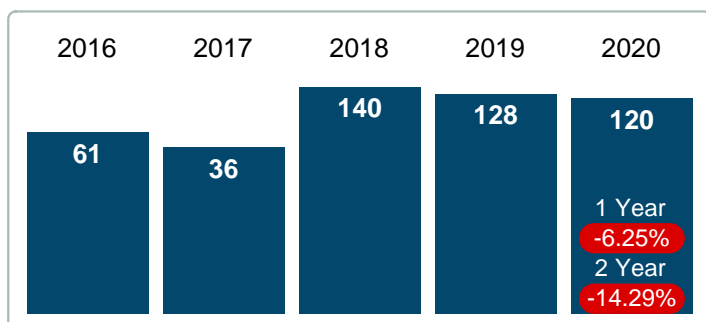
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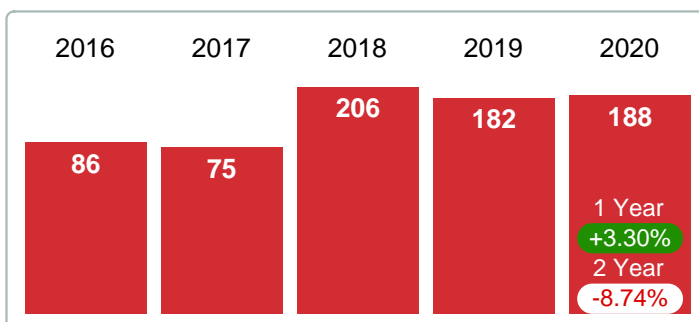
ACTIVE INVENTORY

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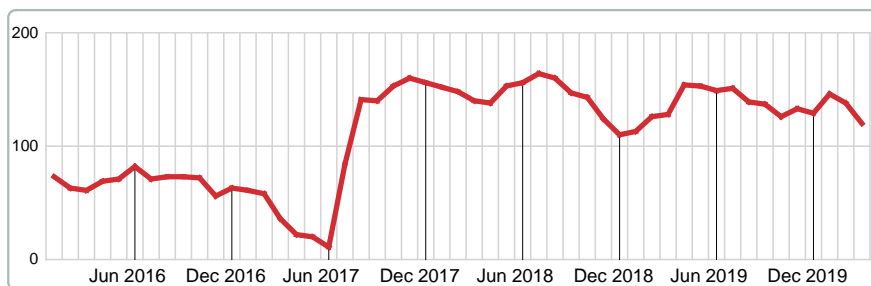
END OF MARCH



ACTIVE DURING MARCH

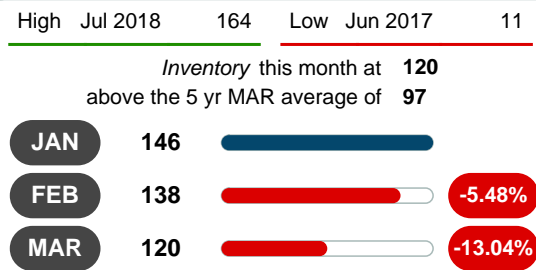


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 97



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	13	10.83%	64.2	2	10	0	1
\$75,001 - \$150,000	15	12.50%	68.9	4	9	2	0
\$150,001 - \$200,000	16	13.33%	76.5	0	13	3	0
\$200,001 - \$275,000	28	23.33%	66.1	2	14	10	2
\$275,001 - \$400,000	21	17.50%	69.9	1	9	10	1
\$400,001 - \$525,000	15	12.50%	102.9	0	2	5	8
\$525,001 and up	12	10.00%	88.1	0	2	7	3
Total Active Inventory by Units	120			9	59	37	15
Total Active Inventory by Volume	35,352,569	100%	75.1	1.29M	12.75M	13.17M	8.14M
Average Active Inventory Listing Price	\$294,605			\$143,000	\$216,181	\$355,843	\$542,980

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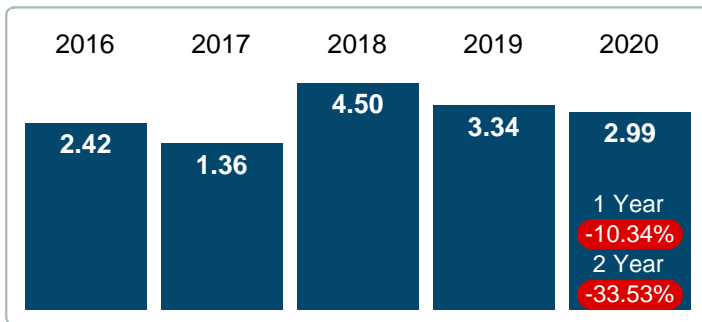
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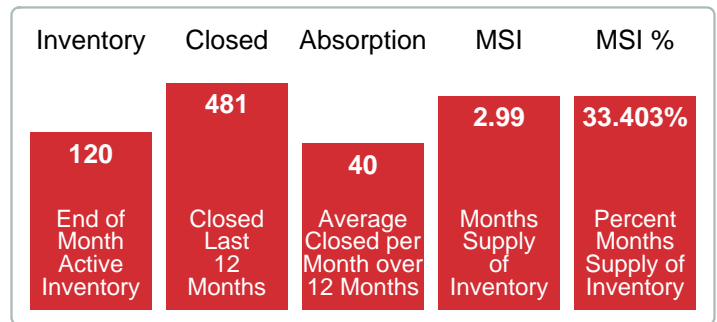
MONTHS SUPPLY of INVENTORY (MSI)

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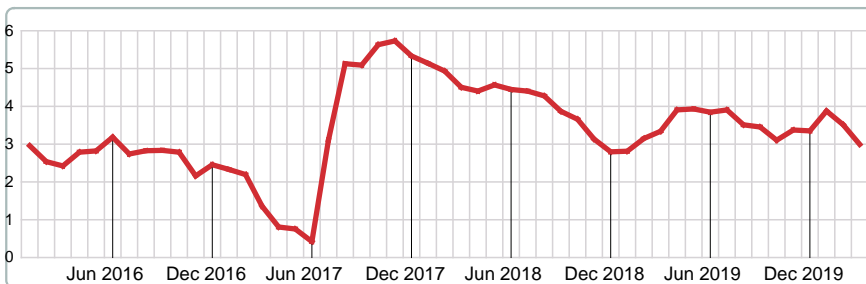
MSI FOR MARCH



INDICATORS FOR MARCH 2020

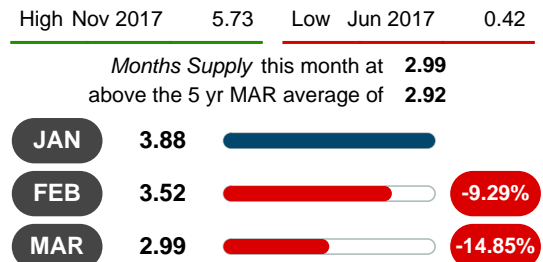


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 2.92



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	10.83%	3.12	1.20	4.62	0.00	12.00
\$75,001 - \$150,000	15	12.50%	1.23	2.53	1.03	1.26	0.00
\$150,001 - \$200,000	16	13.33%	1.43	0.00	1.47	1.57	0.00
\$200,001 - \$275,000	28	23.33%	3.65	6.00	2.71	4.80	24.00
\$275,001 - \$400,000	21	17.50%	6.15	12.00	5.68	8.00	2.00
\$400,001 - \$525,000	15	12.50%	20.00	0.00	12.00	12.00	48.00
\$525,001 and up	12	10.00%	16.00	0.00	8.00	21.00	18.00
Market Supply of Inventory (MSI)			2.99	2.30	2.19	4.72	10.59
Total Active Inventory by Units		100%	2.99	9	59	37	15

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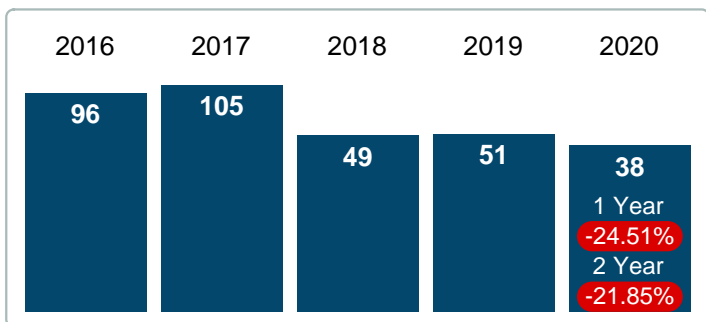
Area Delimited by County Of Bryan - Residential Property Type



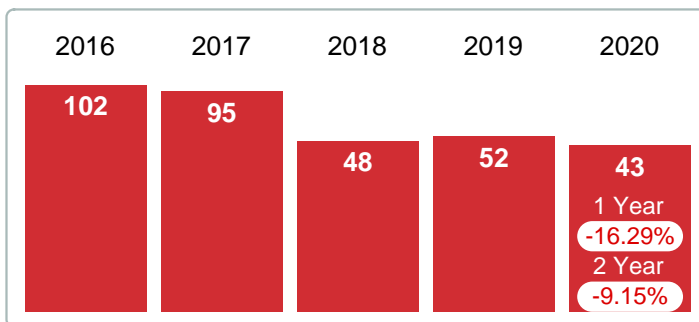
AVERAGE DAYS ON MARKET TO SALE

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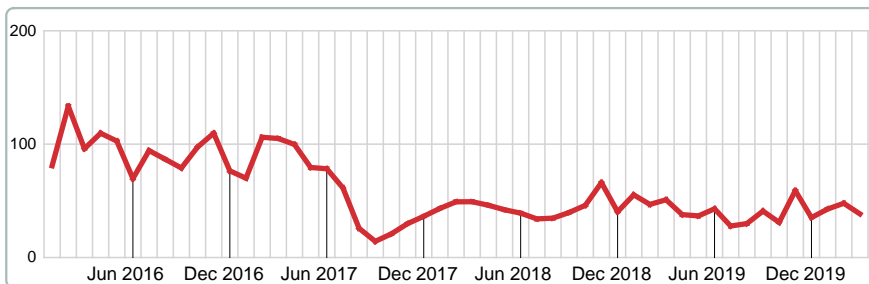
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 68

High Feb 2016 134 Low Sep 2017 14

Average Days on Market to Sale this month at 38 below the 5 yr MAR average of 68



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	11.76%	72	53	78	0	0
\$75,001 - \$100,000	8.82%	47	31	55	0	0
\$100,001 - \$125,000	8.82%	51	0	62	28	0
\$125,001 - \$175,000	32.35%	37	46	46	21	0
\$175,001 - \$225,000	14.71%	22	30	15	36	0
\$225,001 - \$325,000	8.82%	41	0	2	61	0
\$325,001 and up	14.71%	18	0	17	18	0
Average Closed DOM		38	40	43	29	0
Total Closed Units	100%	38	4	19	11	
Total Closed Volume		6,875,200	549.40K	3.50M	2.83M	0.00B

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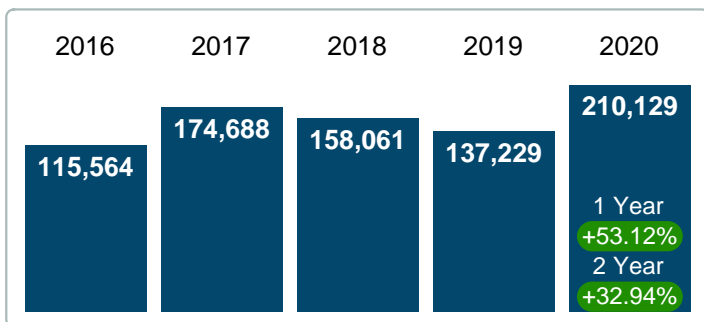
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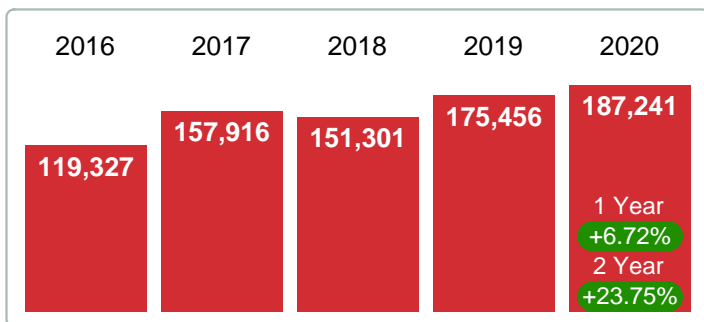
AVERAGE LIST PRICE AT CLOSING

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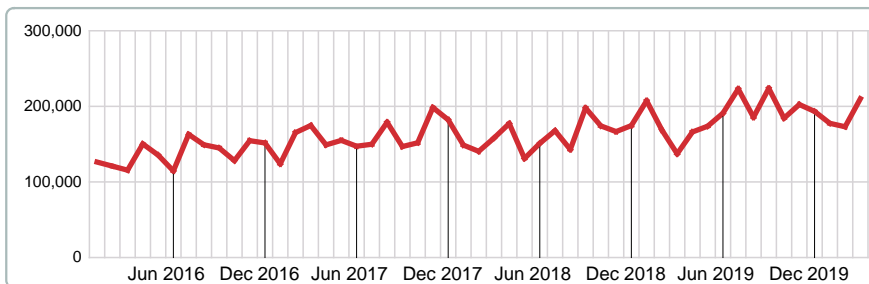
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 159,135

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

Average List Price at Closing this month at **210,129**
above the 5 yr MAR average of **159,135**

Month	Average List Price	% Change
JAN	177,552	
FEB	173,000	-2.56%
MAR	210,129	21.46%

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	5.88%	59,450	85,000	65,967	0	0
\$75,001 - \$100,000	8.82%	83,167	85,500	104,950	0	0
\$100,001 - \$125,000	14.71%	110,160	0	114,000	112,900	0
\$125,001 - \$175,000	20.59%	160,329	189,900	165,050	168,875	0
\$175,001 - \$225,000	26.47%	196,456	224,900	205,267	194,000	0
\$225,001 - \$325,000	8.82%	269,967	0	235,000	287,450	0
\$325,001 and up	14.71%	504,980	0	592,500	446,633	0
Average List Price		210,129	146,325	192,732	263,382	0
Total Closed Units	100%	210,129	4	19	11	0
Total Closed Volume		7,144,400	585.30K	3.66M	2.90M	0.00B

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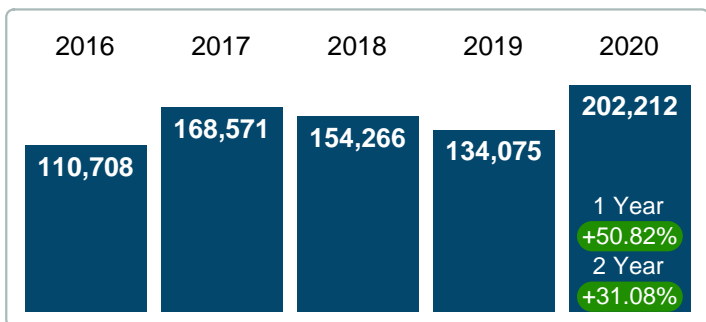
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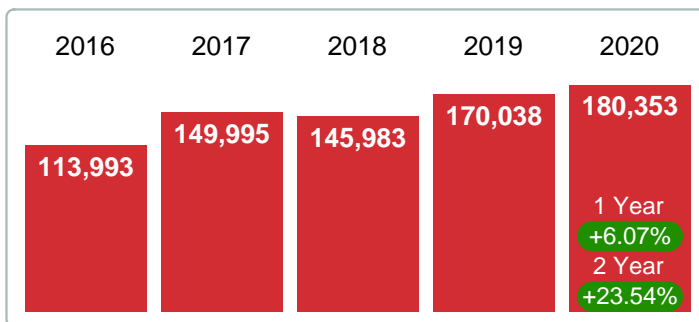
AVERAGE SOLD PRICE AT CLOSING

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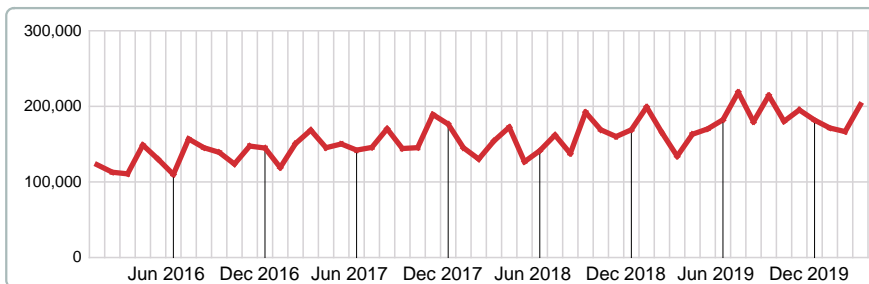
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 153,966

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

Average Sold Price at Closing this month at **202,212**
 above the 5 yr MAR average of **153,966**

JAN	171,374	
FEB	166,592	-2.79%
MAR	202,212	21.38%

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	11.76%	62,250	72,000	59,000	0	0
\$75,001 - \$100,000	8.82%	91,500	77,500	98,500	0	0
\$100,001 - \$125,000	8.82%	105,667	0	103,000	111,000	0
\$125,001 - \$175,000	32.35%	161,855	175,000	157,650	164,875	0
\$175,001 - \$225,000	14.71%	203,880	224,900	201,500	190,000	0
\$225,001 - \$325,000	8.82%	266,633	0	235,000	282,450	0
\$325,001 and up	14.71%	487,000	0	567,500	433,333	0
Average Sold Price		202,212	137,350	184,232	256,855	0
Total Closed Units	100%	202,212	4	19	11	0
Total Closed Volume		6,875,200	549.40K	3.50M	2.83M	0.00B

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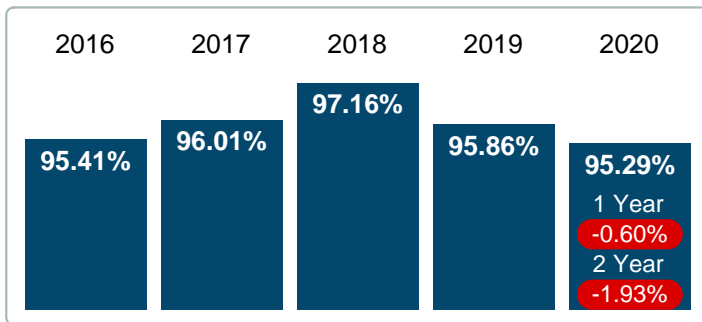
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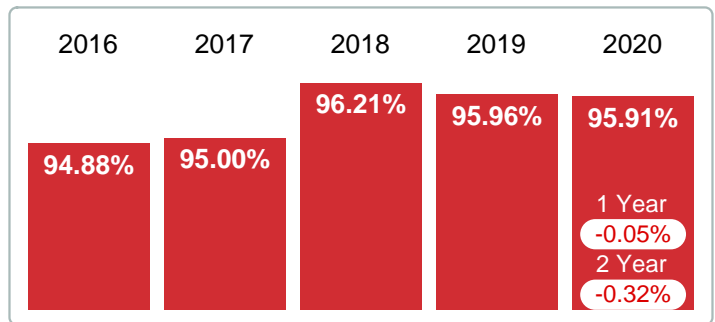
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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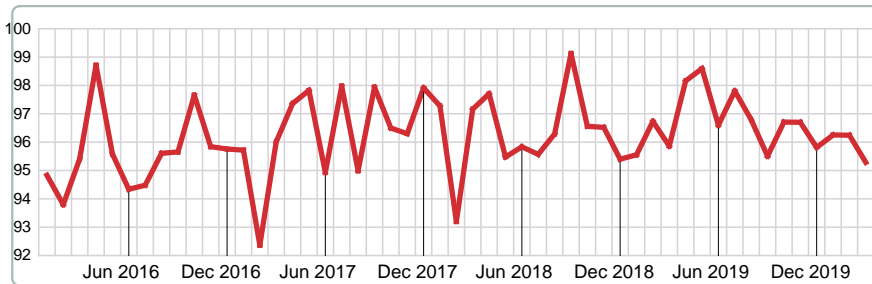
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

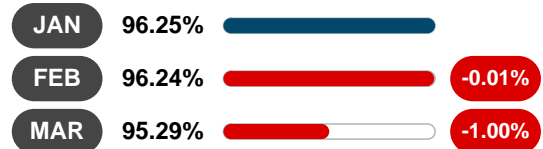


3 MONTHS

5 year MAR AVG = 95.95%

High Sep 2018 99.13% Low Feb 2017 92.37%

Average Sold/List Ratio this month at **95.29%**
below the 5 yr MAR average of **95.95%**



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	4	11.76%	87.28%	84.71%	88.13%	0.00%	0.00%
\$75,001 - \$100,000	3	8.82%	92.78%	90.64%	93.85%	0.00%	0.00%
\$100,001 - \$125,000	3	8.82%	93.10%	0.00%	90.49%	98.32%	0.00%
\$125,001 - \$175,000	11	32.35%	95.93%	92.15%	95.46%	97.57%	0.00%
\$175,001 - \$225,000	5	14.71%	98.51%	100.00%	98.21%	97.94%	0.00%
\$225,001 - \$325,000	3	8.82%	98.97%	0.00%	100.00%	98.46%	0.00%
\$325,001 and up	5	14.71%	97.65%	0.00%	97.06%	98.04%	0.00%
Average Sold/List Ratio		95.30%		91.88%	94.45%	97.96%	0.00%
Total Closed Units		34	100%	4	19	11	
Total Closed Volume		6,875,200		549.40K	3.50M	2.83M	0.00B

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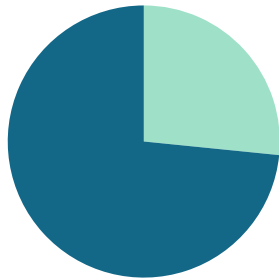
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

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INVENTORY



Inventory
 New Listings
50 = 26.60%
 Start Inventory
138
 Total Inventory Units
188
 Volume
\$49,466,679

Market Activity

Closed Sales
34 = 15.25%
 Pending Sales
48 = 21.52%
 Other Off Market
21 = 9.42%
 Active Inventory
120 = 53.81%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	24	34	41.67%	77	96	24.68%
Pending Sales	38	48	26.32%	97	134	38.14%
New Listings	56	50	-10.71%	162	175	8.02%
Average List Price	137,229	210,129	53.12%	175,456	187,241	6.72%
Average Sale Price	134,075	202,212	50.82%	170,038	180,353	6.07%
Average Percent of Selling Price to List Price	95.86%	95.29%	-0.60%	95.96%	95.91%	-0.05%
Average Days on Market to Sale	50.96	38.47	-24.51%	51.74	43.31	-16.29%
Monthly Inventory	128	120	-6.25%	128	120	-6.25%
Months Supply of Inventory	3.34	2.99	-10.34%	3.34	2.99	-10.34%

Absorption: Last 12 months, an Average of **40** Sales/Month

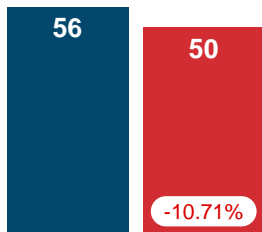
Inventory on March 31, 2020 = **120**

2019 **2020**

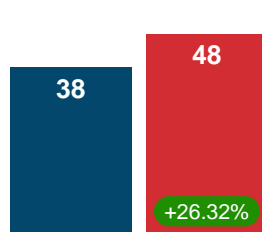
MARCH MARKET

AVERAGE PRICES

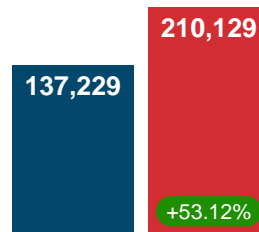
New Listings



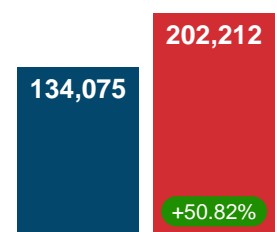
Pending Listings



List Price



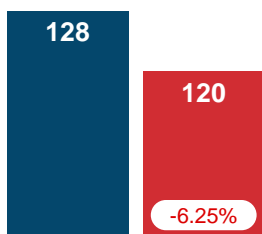
Sale Price



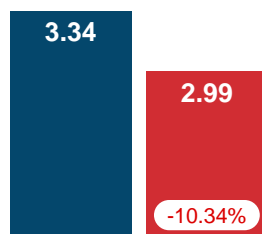
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

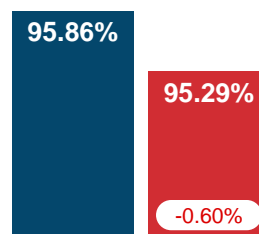
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

