

May 2020



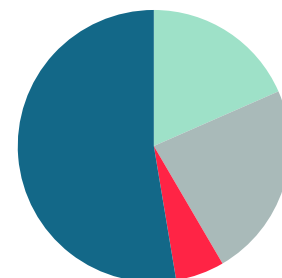
Area Delimited by County Of Bryan - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	May 2020	+/-%
Closed Listings	39	35	-10.26%
Pending Listings	57	44	-22.81%
New Listings	70	49	-30.00%
Average List Price	173,779	216,043	24.32%
Average Sale Price	170,192	210,691	23.80%
Average Percent of Selling Price to List Price	98.60%	97.06%	-1.56%
Average Days on Market to Sale	36.72	35.14	-4.29%
End of Month Inventory	153	100	-34.64%
Months Supply of Inventory	3.93	2.46	-37.45%



■ Closed (18.42%)
■ Pending (23.16%)
■ Other OffMarket (5.79%)
■ Active (52.63%)

Absorption: Last 12 months, an Average of **41** Sales/Month
Active Inventory as of May 31, 2020 = **100**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2020 decreased **34.64%** to 100 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 **2.46** 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 **23.80%** in May 2020 to \$210,691 versus the previous year at \$170,192.

Average Days on Market Shortens

The average number of **35.14** days that homes spent on the market before selling decreased by 1.58 days or **4.29%** in May 2020 compared to last year's same month at **36.72** DOM.

Sales Success for May 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 49 New Listings in May 2020, down **30.00%** from last year at 70. Furthermore, there were 35 Closed Listings this month versus last year at 39, a **-10.26%** decrease.

Closed versus Listed trends yielded a **71.4%** ratio, up from previous year's, May 2019, at **55.7%**, a **28.21%** upswing. This will certainly create pressure on a decreasing Month's 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

May 2020



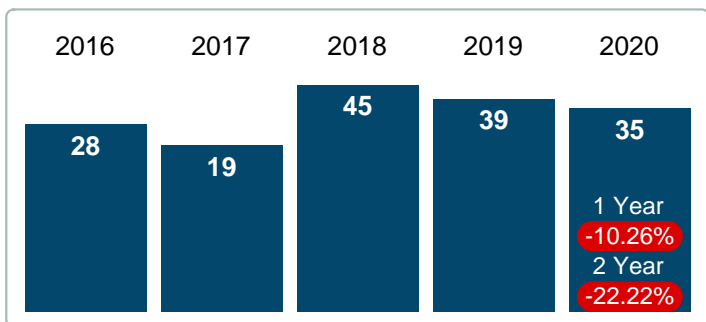
Area Delimited by County Of Bryan - Residential Property Type



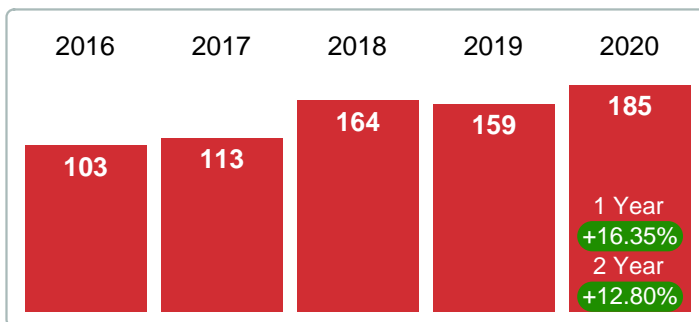
CLOSED LISTINGS

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

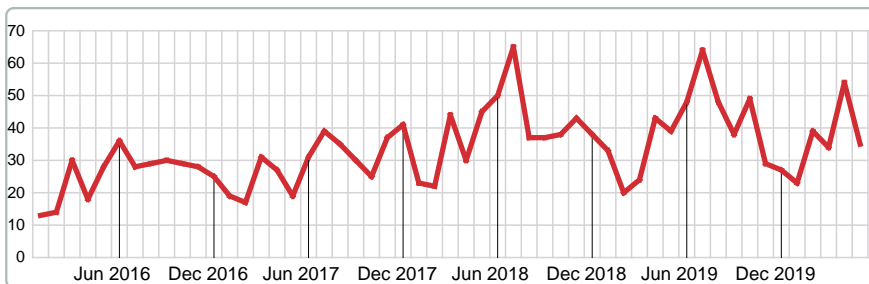
MAY



YEAR TO DATE (YTD)

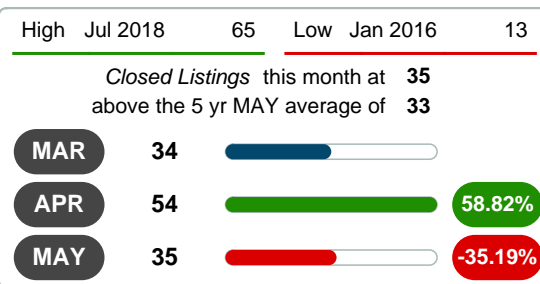


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY 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	3	8.57%	23.3	1	2	0	0
\$75,001 - \$125,000	4	11.43%	28.3	1	3	0	0
\$125,001 - \$150,000	3	8.57%	25.7	0	2	1	0
\$150,001 - \$200,000	11	31.43%	32.6	0	10	1	0
\$200,001 - \$275,000	6	17.14%	41.7	1	3	2	0
\$275,001 - \$400,000	5	14.29%	8.4	0	0	3	2
\$400,001 and up	3	8.57%	106.3	0	1	2	0
Total Closed Units	35			3	21	9	2
Total Closed Volume	7,374,200	100%	35.1	350.50K	3.57M	2.69M	768.90K
Average Closed Price	\$210,691			\$116,833	\$169,943	\$298,444	\$384,450

May 2020



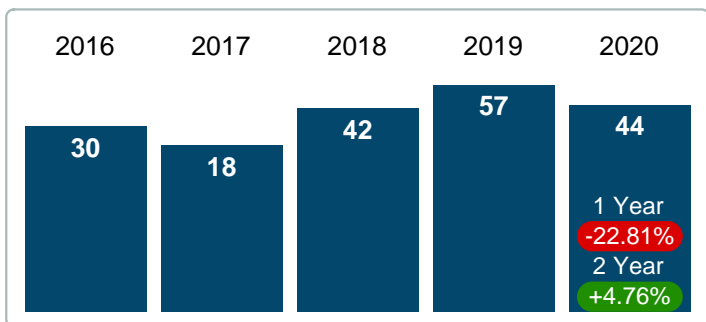
Area Delimited by County Of Bryan - Residential Property Type



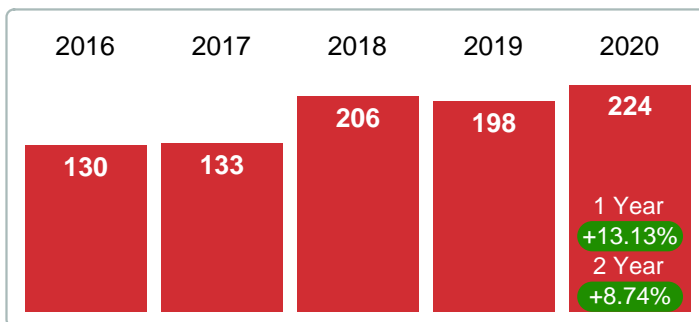
PENDING LISTINGS

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

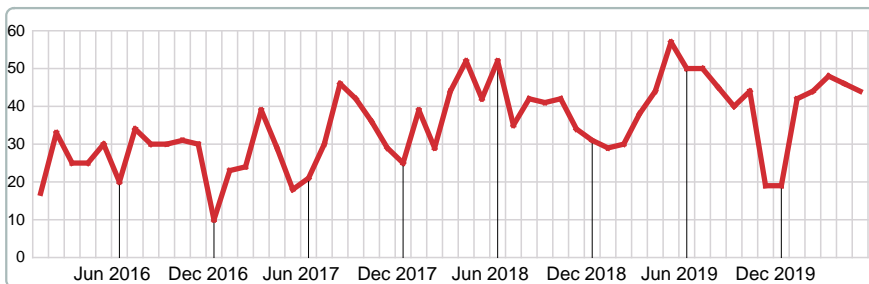
MAY



YEAR TO DATE (YTD)

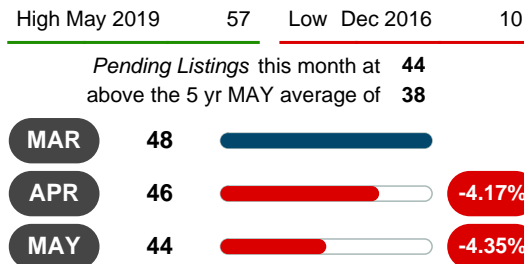


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY 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	2	4.55%	57.5	1	1	0	0
\$75,001 - \$100,000	6	13.64%	58.7	3	2	1	0
\$100,001 - \$150,000	7	15.91%	26.6	1	5	1	0
\$150,001 - \$200,000	8	18.18%	29.9	0	5	3	0
\$200,001 - \$250,000	9	20.45%	45.9	0	6	3	0
\$250,001 - \$375,000	7	15.91%	34.7	0	2	4	1
\$375,001 and up	5	11.36%	61.2	0	1	2	2
Total Pending Units	44			5	22	14	3
Total Pending Volume	9,139,899	100%	43.2	453.50K	4.09M	3.47M	1.13M
Average Listing Price	\$208,253			\$90,700	\$185,691	\$248,093	\$375,967

May 2020



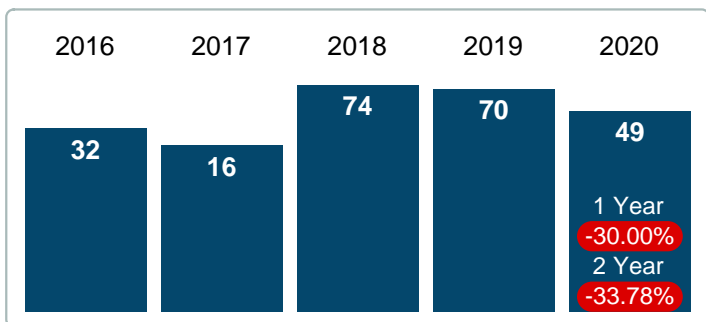
Area Delimited by County Of Bryan - Residential Property Type



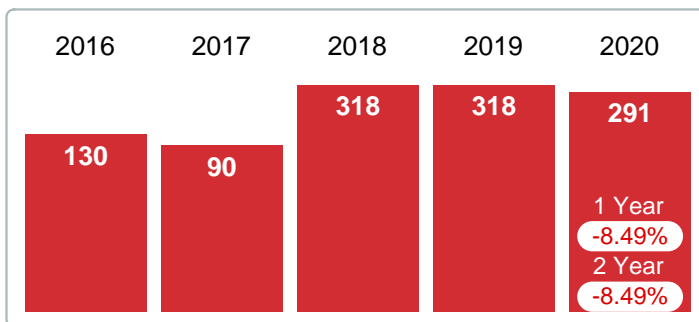
NEW LISTINGS

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

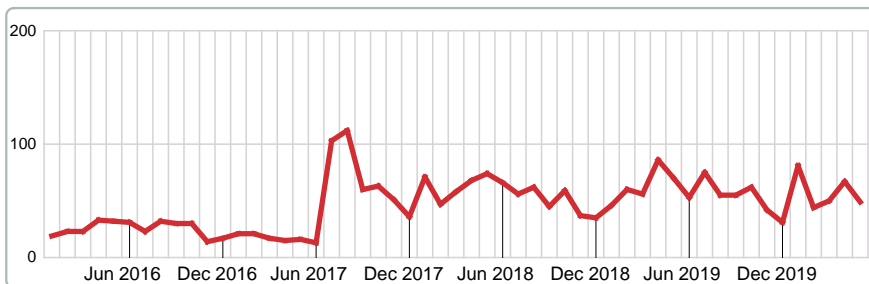
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 48

High Aug 2017 112 Low Jun 2017 13

New Listings this month at 49
above the 5 yr MAY 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
\$50,000 and less	2	4.08%	1	0	1	0
\$50,001 - \$100,000	8	16.33%	5	2	1	0
\$100,001 - \$150,000	6	12.24%	1	5	0	0
\$150,001 - \$200,000	9	18.37%	1	6	1	1
\$200,001 - \$300,000	12	24.49%	0	8	3	1
\$300,001 - \$525,000	7	14.29%	0	5	1	1
\$525,001 and up	5	10.20%	0	2	1	2
Total New Listed Units	49		8	28	8	5
Total New Listed Volume	12,085,999	100%	727.30K	7.11M	2.11M	2.14M
Average New Listed Listing Price	\$231,636		\$90,913	\$253,839	\$263,900	\$428,000

May 2020



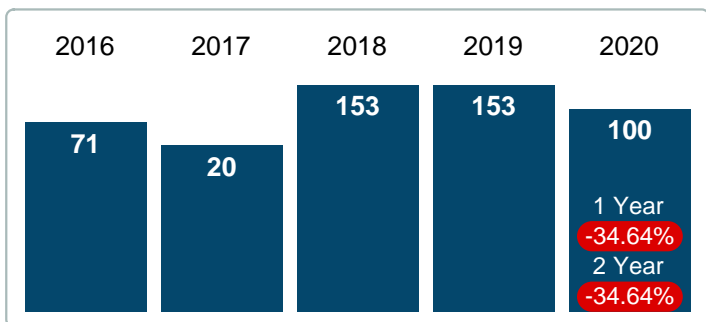
Area Delimited by County Of Bryan - Residential Property Type



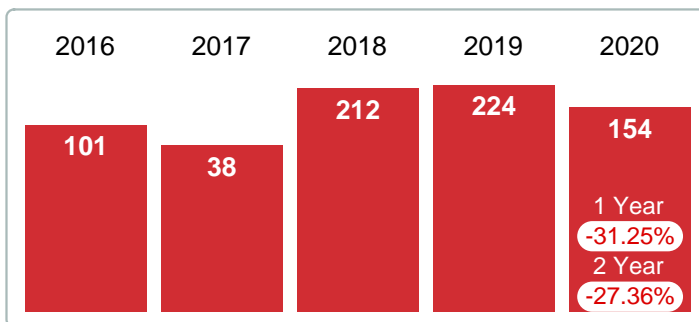
ACTIVE INVENTORY

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

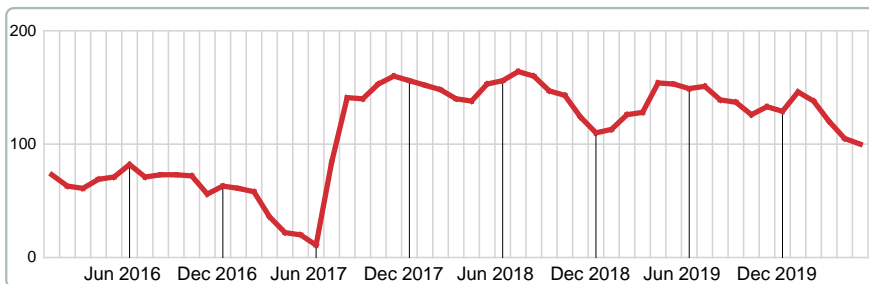
END OF MAY



ACTIVE DURING MAY

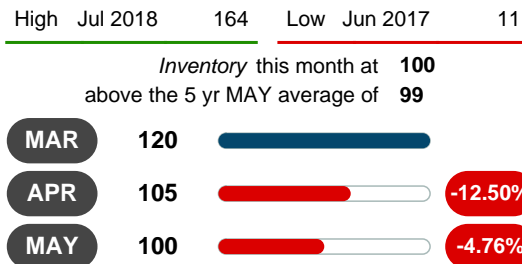


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 99



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	4.00%	46.0	2	1	1	0
\$50,001 - \$100,000	17	17.00%	49.0	7	9	1	0
\$100,001 - \$175,000	13	13.00%	52.8	3	7	2	1
\$175,001 - \$275,000	29	29.00%	62.8	1	20	6	2
\$275,001 - \$375,000	13	13.00%	77.6	0	9	4	0
\$375,001 - \$575,000	11	11.00%	73.1	0	4	3	4
\$575,001 and up	13	13.00%	66.5	0	4	6	3
Total Active Inventory by Units	100			13	54	23	10
Total Active Inventory by Volume	29,991,797	100%	62.0	1.19M	14.05M	9.03M	5.72M
Average Active Inventory Listing Price	\$299,918			\$91,562	\$260,144	\$392,726	\$572,100

May 2020



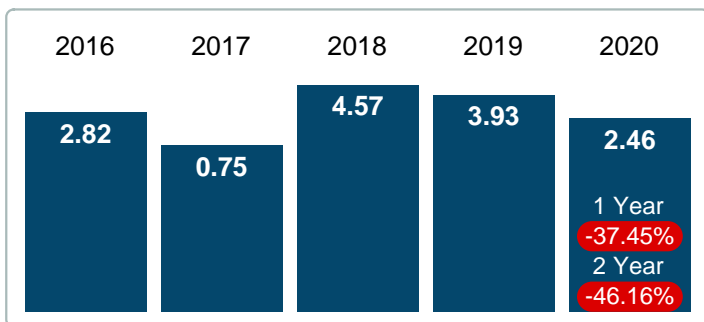
Area Delimited by County Of Bryan - Residential Property Type



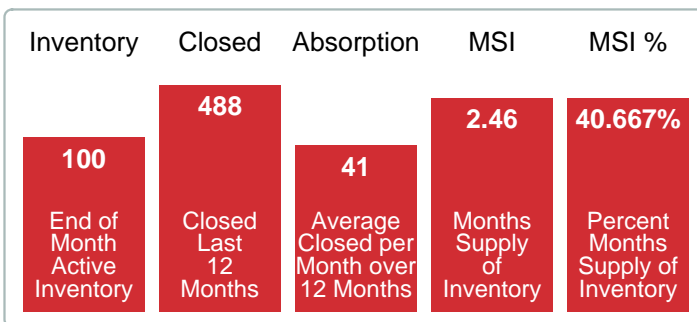
MONTHS SUPPLY of INVENTORY (MSI)

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

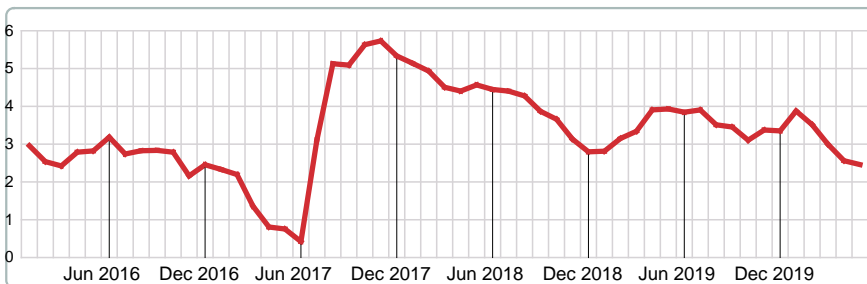
MSI FOR MAY



INDICATORS FOR MAY 2020

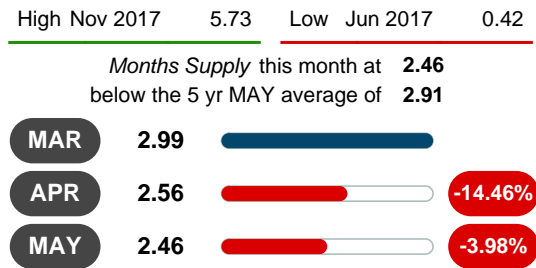


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 2.91



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	4.00%	1.92	2.40	0.86	12.00	0.00
\$50,001 - \$100,000	17	17.00%	2.96	5.60	2.35	2.40	0.00
\$100,001 - \$175,000	13	13.00%	0.87	3.00	0.63	0.77	6.00
\$175,001 - \$275,000	29	29.00%	2.42	2.40	2.29	2.25	12.00
\$275,001 - \$375,000	13	13.00%	3.39	0.00	5.14	2.82	0.00
\$375,001 - \$575,000	11	11.00%	8.25	0.00	12.00	4.50	12.00
\$575,001 and up	13	13.00%	17.33	0.00	16.00	18.00	18.00
Market Supply of Inventory (MSI)			2.46	3.63	1.98	2.82	6.00
Total Active Inventory by Units		100%	2.46	13	54	23	10

May 2020



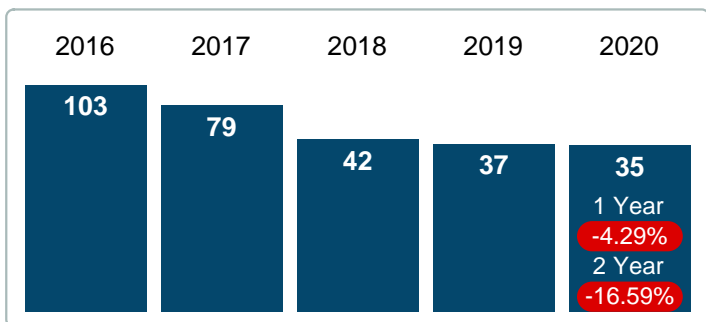
Area Delimited by County Of Bryan - Residential Property Type



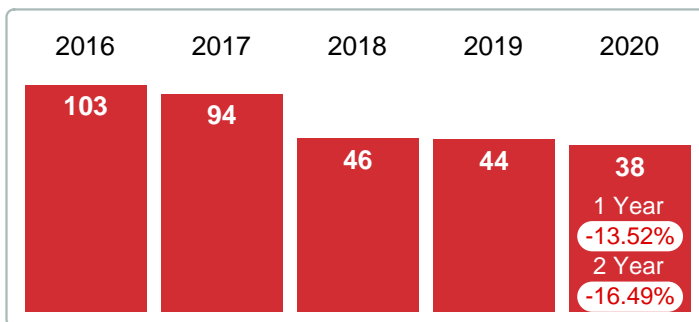
AVERAGE DAYS ON MARKET TO SALE

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

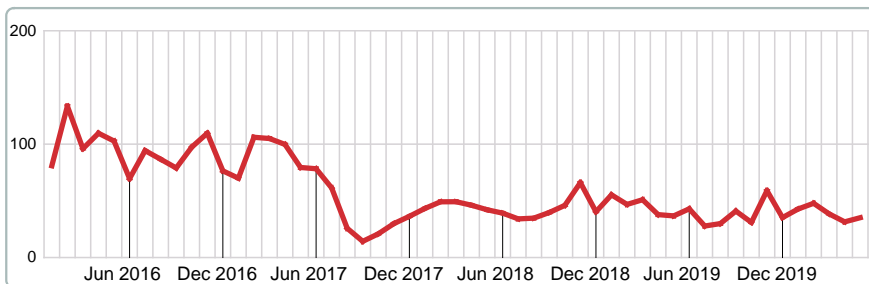
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 59

High Feb 2016 134 Low Sep 2017 14

Average Days on Market to Sale this month at 35 below the 5 yr MAY average of 59



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	8.57%	23	8	31	0	0
\$75,001 - \$125,000	11.43%	28	8	35	0	0
\$125,001 - \$150,000	8.57%	26	0	36	6	0
\$150,001 - \$200,000	31.43%	33	0	33	28	0
\$200,001 - \$275,000	17.14%	42	1	24	88	0
\$275,001 - \$400,000	14.29%	8	0	0	8	9
\$400,001 and up	8.57%	106	0	104	108	0
Average Closed DOM		35	6	36	50	9
Total Closed Units	100%	35	3	21	9	2
Total Closed Volume		7,374,200	350.50K	3.57M	2.69M	768.90K

May 2020



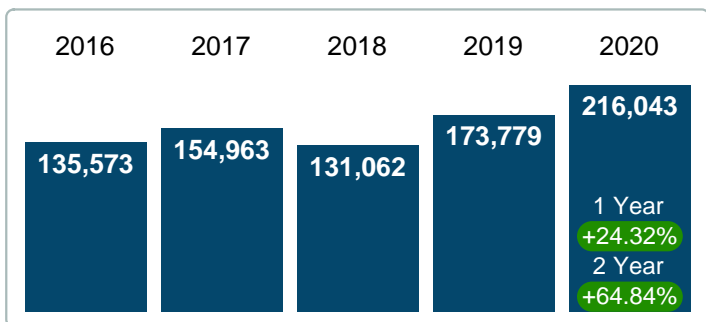
Area Delimited by County Of Bryan - Residential Property Type



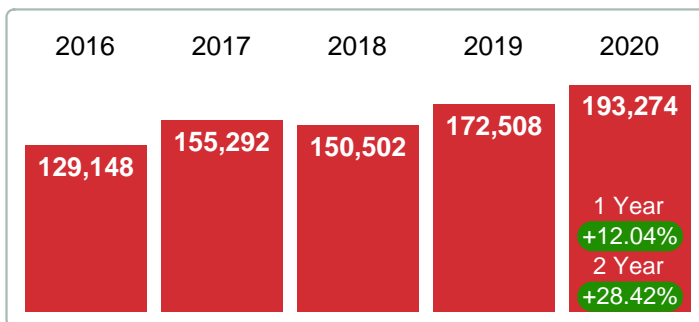
AVERAGE LIST PRICE AT CLOSING

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

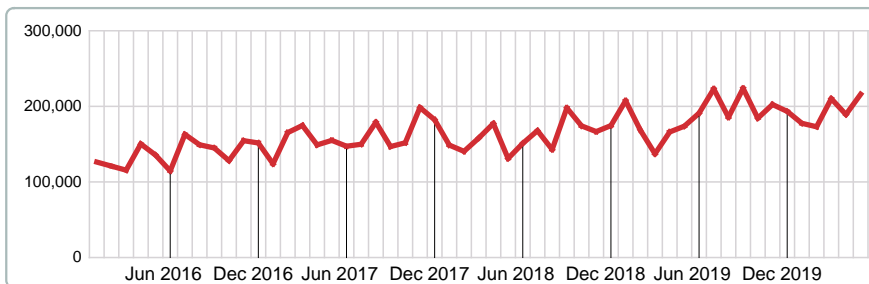
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 162,284

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

Average List Price at Closing this month at **216,043**
above the 5 yr MAY average of **162,284**

- MAR** 210,129
- APR** 189,242 -9.94%
- MAY** 216,043 14.16%

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	8.57%	55,800	42,500	62,450	0	0
\$75,001 - \$125,000	11.43%	99,575	79,500	106,267	0	0
\$125,001 - \$150,000	8.57%	137,900	0	138,900	135,900	0
\$150,001 - \$200,000	34.29%	179,902	0	179,392	165,000	0
\$200,001 - \$275,000	14.29%	231,880	239,000	232,633	211,200	0
\$275,001 - \$400,000	11.43%	337,475	0	0	327,000	411,950
\$400,001 and up	11.43%	478,500	0	449,000	505,000	0
Average List Price		216,043	120,333	174,396	301,589	411,950
Total Closed Units	100%	216,043	3	21	9	2
Total Closed Volume		7,561,520	361.00K	3.66M	2.71M	823.90K

May 2020



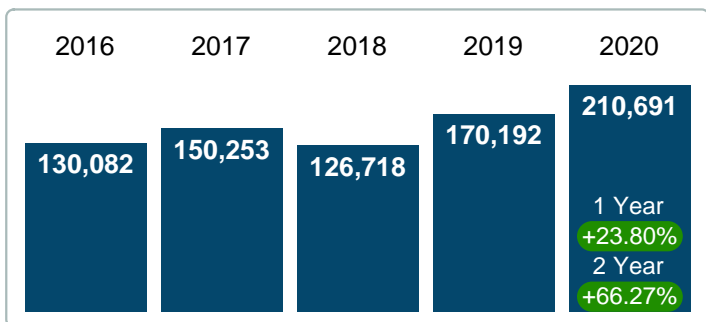
Area Delimited by County Of Bryan - Residential Property Type



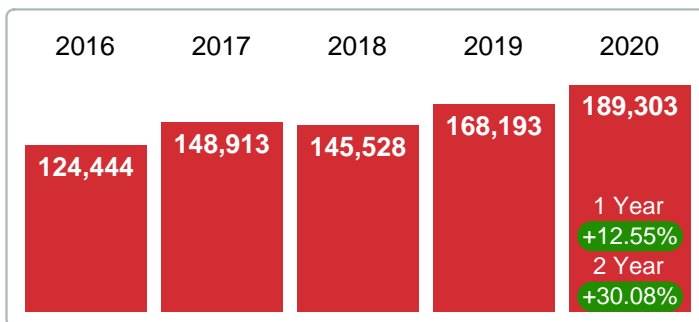
AVERAGE SOLD PRICE AT CLOSING

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

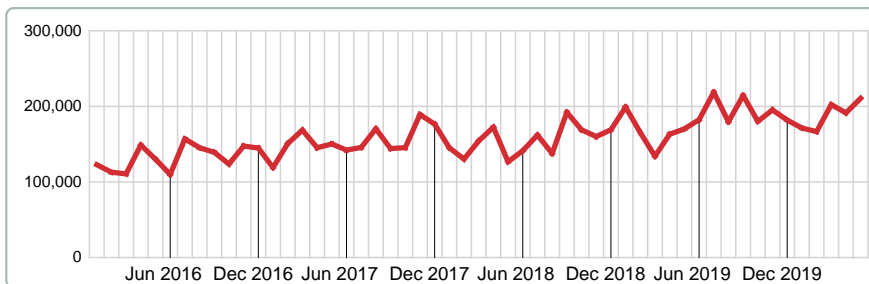
MAY



YEAR TO DATE (YTD)

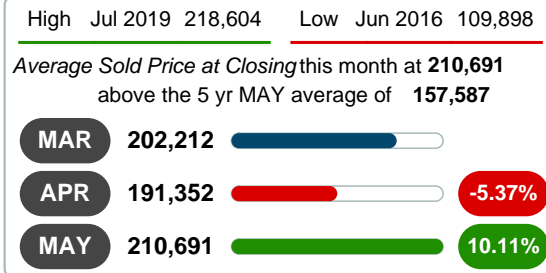


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 157,587



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	8.57%	47,333	42,000	50,000	0	0
\$75,001 - \$125,000	11.43%	94,475	79,500	99,467	0	0
\$125,001 - \$150,000	8.57%	134,167	0	133,750	135,000	0
\$150,001 - \$200,000	31.43%	176,718	0	178,090	163,000	0
\$200,001 - \$275,000	17.14%	224,500	229,000	230,667	213,000	0
\$275,001 - \$400,000	14.29%	348,180	0	0	324,000	384,450
\$400,001 and up	8.57%	473,333	0	430,000	495,000	0
Average Sold Price		210,691	116,833	169,943	298,444	384,450
Total Closed Units	100%	210,691	3	21	9	2
Total Closed Volume		7,374,200	350.50K	3.57M	2.69M	768.90K

May 2020



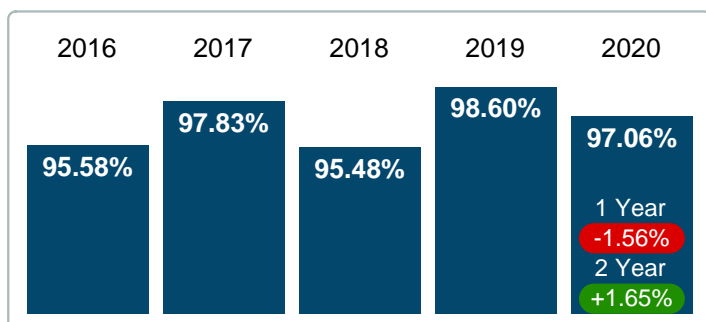
Area Delimited by County Of Bryan - Residential Property Type



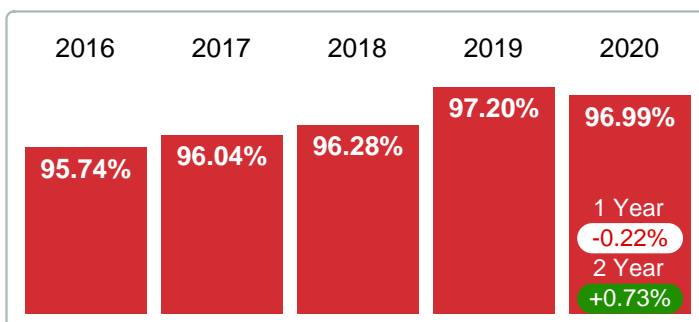
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

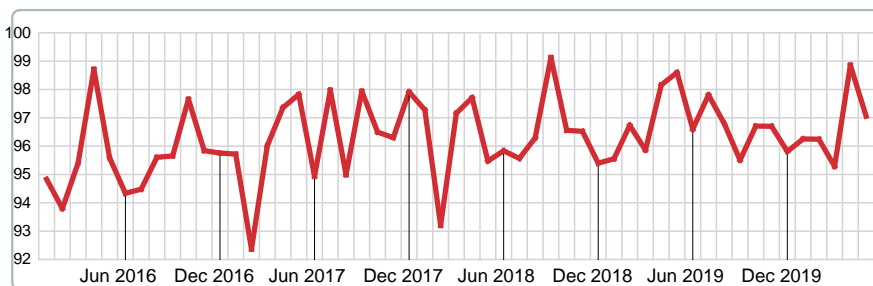
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

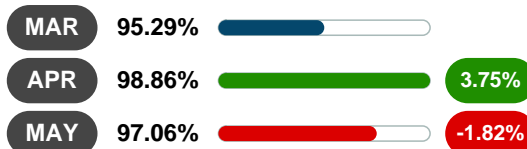


3 MONTHS

5 year MAY AVG = 96.91%

High Sep 2018 99.13% Low Feb 2017 92.37%

Average Sold/List Ratio this month at **97.06%**
equal to 5 yr MAY average of **96.91%**



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	<div style="width: 8.57%;"></div> 3	8.57%	85.20%	98.82%	78.39%	0.00%	0.00%
\$75,001 - \$125,000	<div style="width: 11.43%;"></div> 4	11.43%	95.25%	100.00%	93.66%	0.00%	0.00%
\$125,001 - \$150,000	<div style="width: 8.57%;"></div> 3	8.57%	97.31%	0.00%	96.29%	99.34%	0.00%
\$150,001 - \$200,000	<div style="width: 31.43%;"></div> 11	31.43%	99.26%	0.00%	99.31%	98.79%	0.00%
\$200,001 - \$275,000	<div style="width: 17.14%;"></div> 6	17.14%	99.15%	95.82%	99.10%	100.91%	0.00%
\$275,001 - \$400,000	<div style="width: 14.29%;"></div> 5	14.29%	97.09%	0.00%	0.00%	99.19%	93.96%
\$400,001 and up	<div style="width: 8.57%;"></div> 3	8.57%	98.72%	0.00%	95.77%	100.19%	0.00%
Average Sold/List Ratio		97.10%		98.21%	96.02%	99.77%	93.96%
Total Closed Units		35	100%	3	21	9	2
Total Closed Volume		7,374,200		350.50K	3.57M	2.69M	768.90K

May 2020



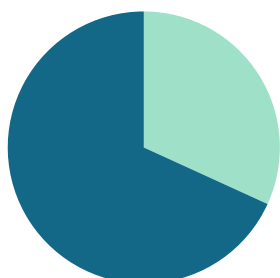
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

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

INVENTORY

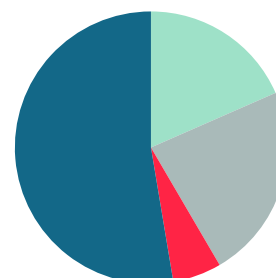


Inventory
 New Listings
49 = 31.82%
 Start Inventory
105
 Total Inventory Units
154
 Volume
\$42,181,796

Market Activity

Closed Sales
35 = 18.42%
 Pending Sales
44 = 23.16%
 Other Off Market
11 = 5.79%
 Active Inventory
100 = 52.63%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	39	35	-10.26%	159	185	16.35%
Pending Sales	57	44	-22.81%	198	224	13.13%
New Listings	70	49	-30.00%	318	291	-8.49%
Average List Price	173,779	216,043	24.32%	172,508	193,274	12.04%
Average Sale Price	170,192	210,691	23.80%	168,193	189,303	12.55%
Average Percent of Selling Price to List Price	98.60%	97.06%	-1.56%	97.20%	96.99%	-0.22%
Average Days on Market to Sale	36.72	35.14	-4.29%	44.30	38.31	-13.52%
Monthly Inventory	153	100	-34.64%	153	100	-34.64%
Months Supply of Inventory	3.93	2.46	-37.45%	3.93	2.46	-37.45%

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

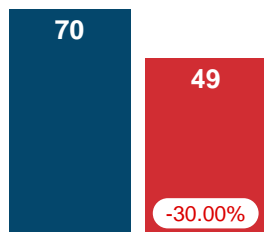
Inventory on May 31, 2020 = **100**

2019 **2020**

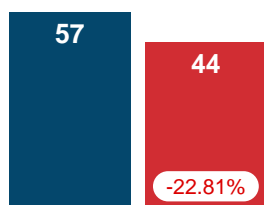
MAY MARKET

AVERAGE PRICES

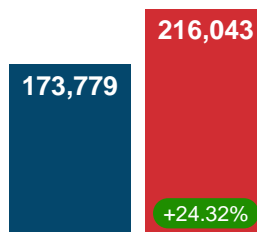
New Listings



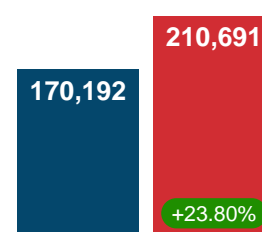
Pending Listings



List Price



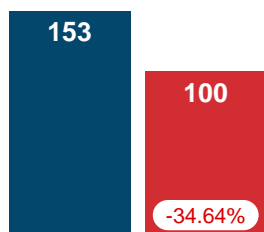
Sale Price



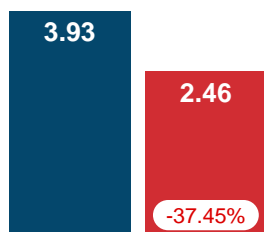
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

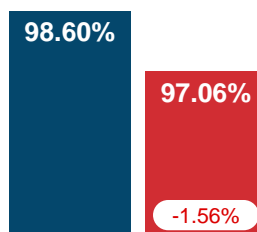
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

