

# August 2019

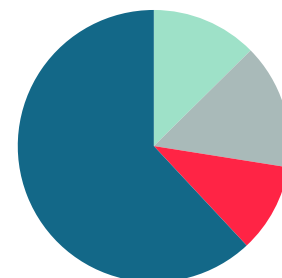
Area Delimited by County Of Bryan



## MONTHLY INVENTORY ANALYSIS

Report produced on Sep 11, 2019 for MLS Technology Inc.

Compared Metrics	2018	August 2019	+/-%
Closed Listings	47	49	4.26%
Pending Listings	52	58	11.54%
New Listings	90	65	-27.78%
Average List Price	135,152	182,455	35.00%
Average Sale Price	126,731	173,717	37.08%
Average Percent of Selling Price to List Price	94.49%	95.09%	0.64%
Average Days on Market to Sale	41.91	35.57	-15.13%
End of Month Inventory	332	241	-27.41%
Months Supply of Inventory	7.47	5.27	-29.53%



■ Closed (12.60%)  
■ Pending (14.91%)  
■ Other OffMarket (10.54%)  
■ Active (61.95%)

**Absorption:** Last 12 months, an Average of **46** Sales/Month  
**Active Inventory** as of August 31, 2019 = **241**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2019 decreased **27.41%** to 241 existing homes available for sale. Over the last 12 months this area has had an average of 46 closed sales per month. This represents an unsold inventory index of **5.27** 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 **37.08%** in August 2019 to \$173,717 versus the previous year at \$126,731.

#### Average Days on Market Shortens

The average number of **35.57** days that homes spent on the market before selling decreased by 6.34 days or **15.13%** in August 2019 compared to last year's same month at **41.91** DOM.

#### Sales Success for August 2019 is Positive

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

There were 65 New Listings in August 2019, down **27.78%** from last year at 90. Furthermore, there were 49 Closed Listings this month versus last year at 47, a **4.26%** increase.

Closed versus Listed trends yielded a **75.4%** ratio, up from previous year's, August 2018, at **52.2%**, a **44.35%** 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

<b>Closed Listings</b>	<b>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average Percent of Selling Price to List Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</b>

### 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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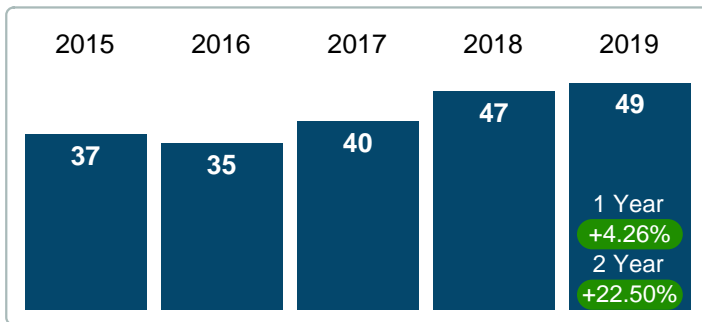
Area Delimited by County Of Bryan



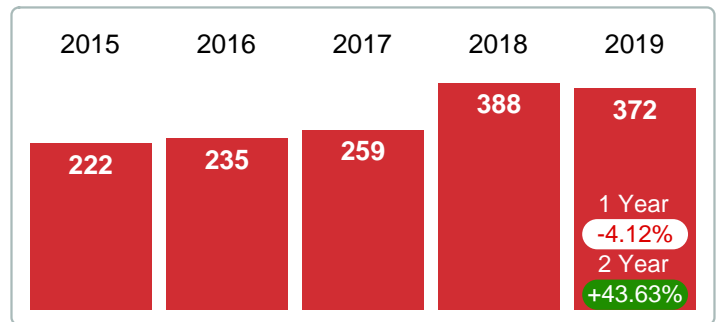
## CLOSED LISTINGS

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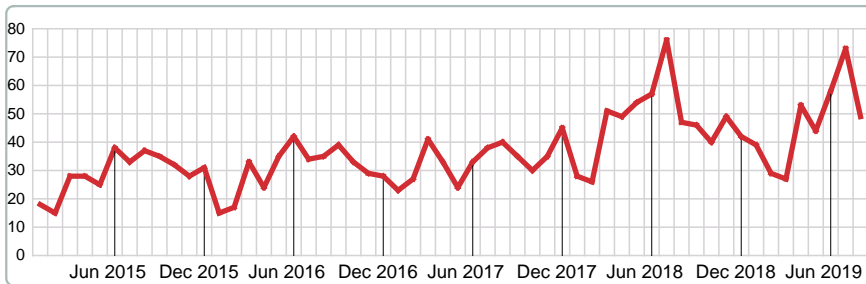
### AUGUST



### YEAR TO DATE (YTD)

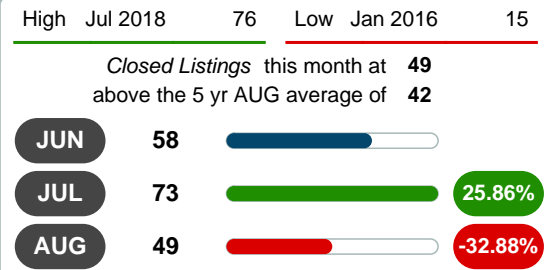


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG 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
\$50,000 and less	1	2.04%	32.0	0	1	0	0
\$50,001 - \$100,000	9	18.37%	30.8	3	6	0	0
\$100,001 - \$125,000	6	12.24%	61.7	2	4	0	0
\$125,001 - \$150,000	6	12.24%	10.8	0	5	1	0
\$150,001 - \$200,000	14	28.57%	12.4	0	11	3	0
\$200,001 - \$325,000	7	14.29%	64.3	1	3	3	0
\$325,001 and up	6	12.24%	62.5	0	4	1	1
<b>Total Closed Units</b>	<b>49</b>			<b>6</b>	<b>34</b>	<b>8</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>8,512,150</b>	<b>100%</b>	<b>35.6</b>	<b>679.00K</b>	<b>5.71M</b>	<b>1.67M</b>	<b>460.00K</b>
<b>Average Closed Price</b>	<b>\$173,717</b>			<b>\$113,167</b>	<b>\$167,857</b>	<b>\$208,250</b>	<b>\$460,000</b>

# August 2019

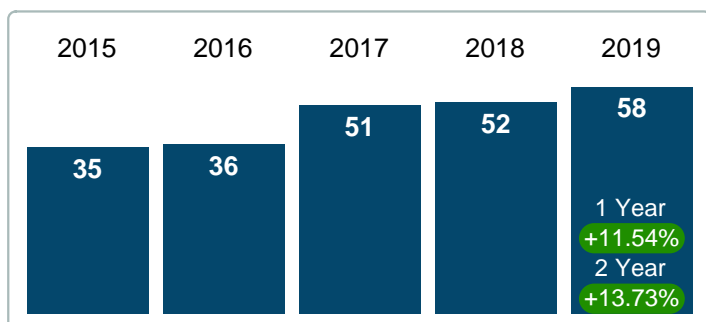
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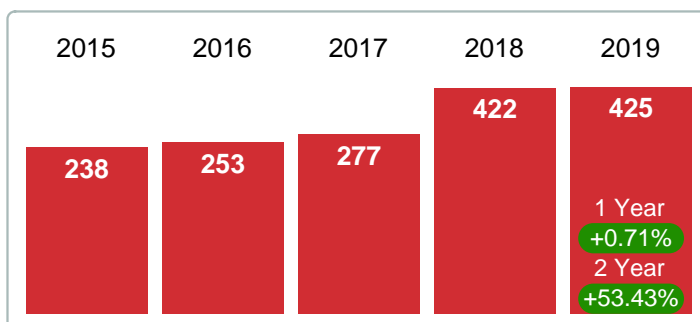
## PENDING LISTINGS

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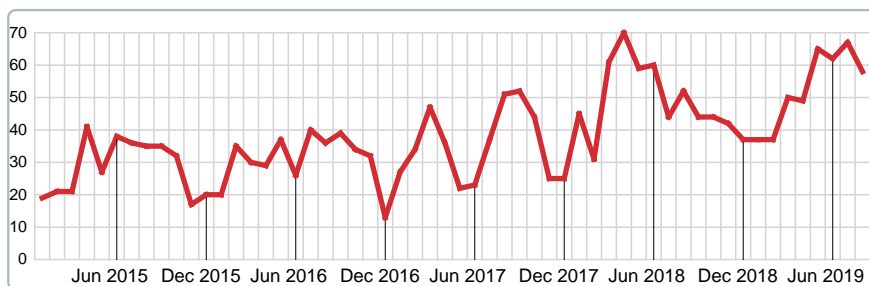
### AUGUST



### YEAR TO DATE (YTD)

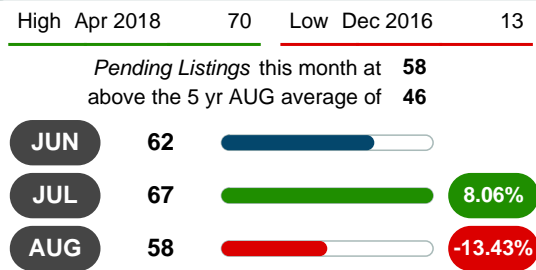


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 46



### 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	3	5.17%	77.7	3	0	0	0
\$50,001 - \$100,000	10	17.24%	50.9	2	6	0	2
\$100,001 - \$125,000	3	5.17%	37.7	0	3	0	0
\$125,001 - \$175,000	16	27.59%	54.4	5	10	1	0
\$175,001 - \$225,000	12	20.69%	68.4	2	9	1	0
\$225,001 - \$325,000	7	12.07%	78.0	1	5	1	0
\$325,001 and up	7	12.07%	86.3	1	4	2	0
<b>Total Pending Units</b>	<b>58</b>			<b>14</b>	<b>37</b>	<b>5</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>12,147,500</b>	<b>100%</b>	<b>80.3</b>	<b>3.65M</b>	<b>6.93M</b>	<b>1.40M</b>	<b>169.00K</b>
<b>Average Listing Price</b>	<b>\$220,583</b>			<b>\$260,729</b>	<b>\$187,327</b>	<b>\$279,440</b>	<b>\$84,500</b>

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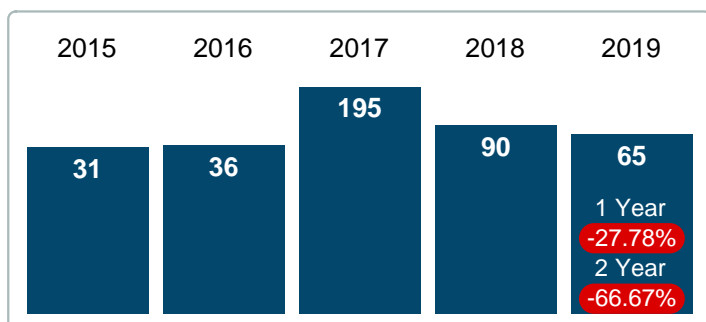
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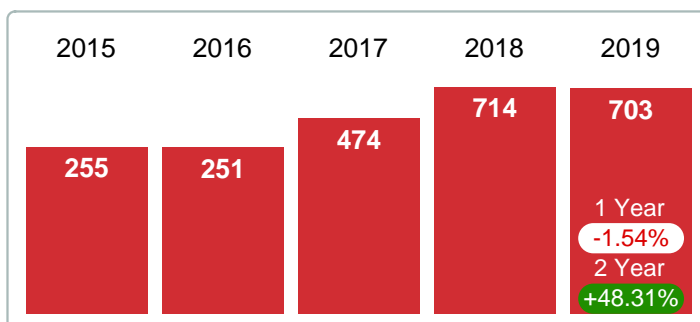
## NEW LISTINGS

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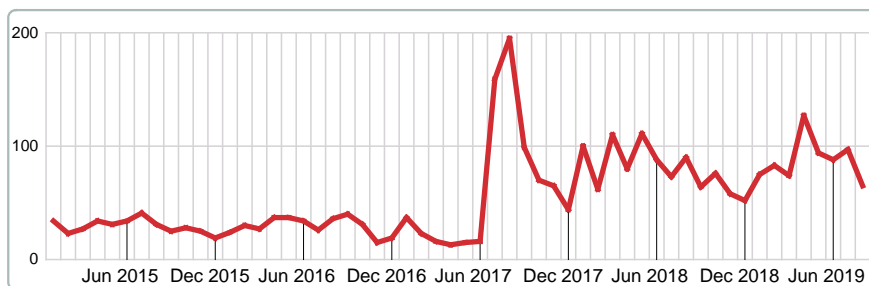
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

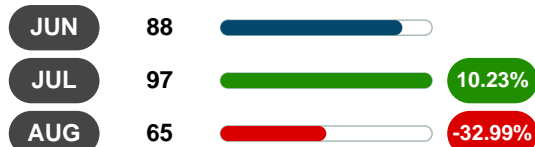


### 3 MONTHS

5 year AUG AVG = 83

High Aug 2017 195 Low Apr 2017 13

New Listings this month at 65  
below the 5 yr AUG average of 83



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	6	9.23%	6	0	0	0
\$70,001 - \$120,000	7	10.77%	2	3	1	1
\$120,001 - \$150,000	9	13.85%	2	7	0	0
\$150,001 - \$210,000	16	24.62%	2	11	3	0
\$210,001 - \$340,000	12	18.46%	1	8	3	0
\$340,001 - \$660,000	8	12.31%	5	1	2	0
\$660,001 and up	7	10.77%	2	3	1	1
<b>Total New Listed Units</b>	<b>65</b>		<b>20</b>	<b>33</b>	<b>10</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>19,191,100</b>	<b>100%</b>	<b>6.13M</b>	<b>7.72M</b>	<b>3.05M</b>	<b>2.29M</b>
<b>Average New Listed Listing Price</b>	<b>\$148,000</b>		<b>\$306,335</b>	<b>\$234,018</b>	<b>\$304,930</b>	<b>\$1,146,250</b>

# August 2019



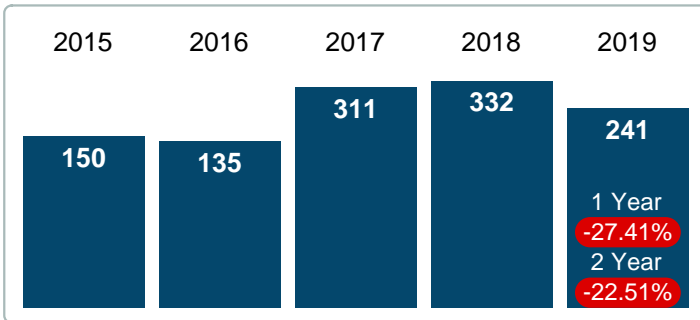
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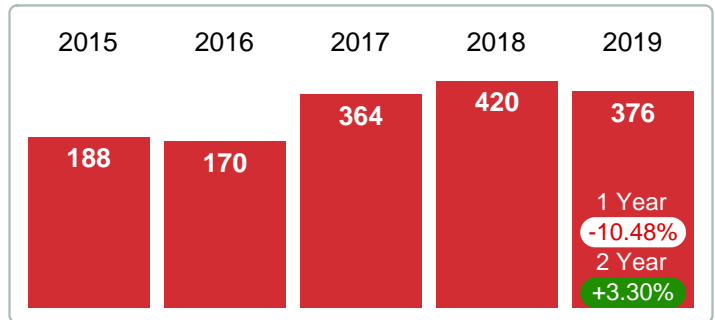
## ACTIVE INVENTORY

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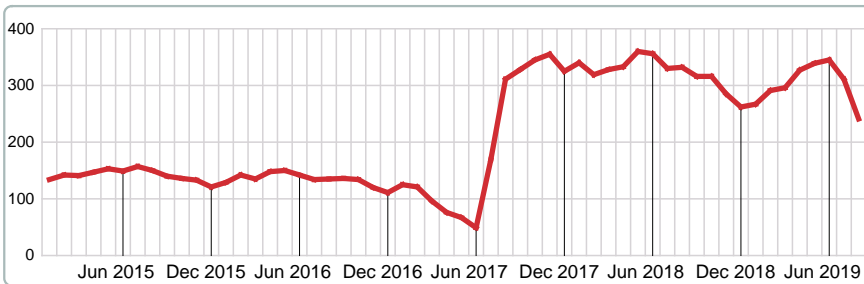
### END OF AUGUST



### ACTIVE DURING AUGUST

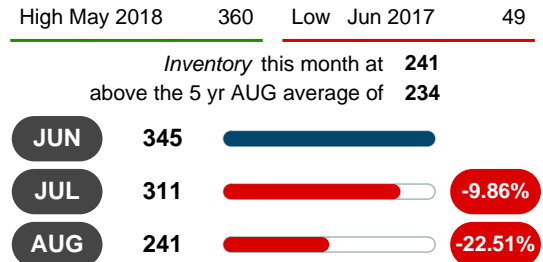


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 234



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	8	3.32%	81.9	8	0	0	0
\$25,001 - \$50,000	37	15.35%	115.1	36	1	0	0
\$50,001 - \$125,000	41	17.01%	70.4	19	17	3	2
\$125,001 - \$225,000	53	21.99%	63.4	13	31	9	0
\$225,001 - \$375,000	46	19.09%	78.6	16	16	12	2
\$375,001 - \$675,000	31	12.86%	87.4	10	8	6	7
\$675,001 and up	25	10.37%	103.6	17	2	2	4
<b>Total Active Inventory by Units</b>	<b>241</b>			<b>119</b>	<b>75</b>	<b>32</b>	<b>15</b>
<b>Total Active Inventory by Volume</b>	<b>69,664,369</b>	<b>100%</b>	<b>83.3</b>	<b>33.35M</b>	<b>17.12M</b>	<b>10.34M</b>	<b>8.86M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$289,064</b>			<b>\$280,220</b>	<b>\$228,261</b>	<b>\$323,095</b>	<b>\$590,640</b>

# August 2019



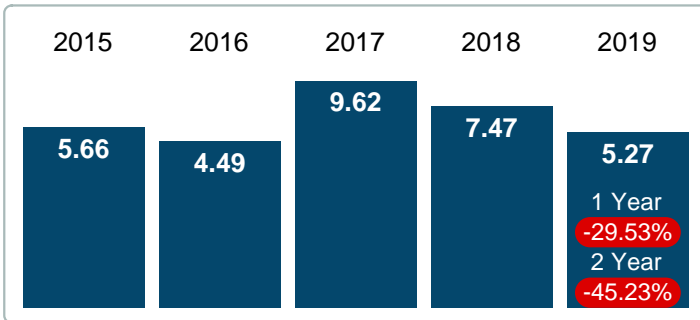
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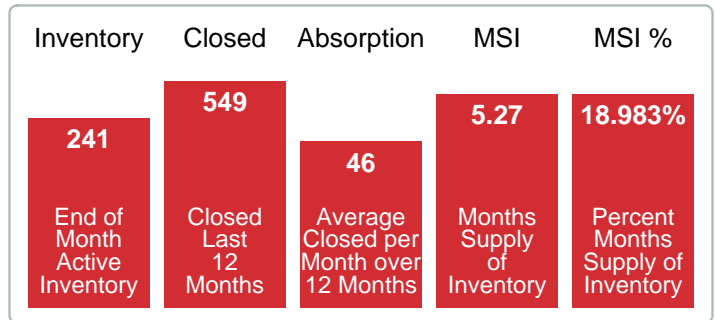
## MONTHS SUPPLY of INVENTORY (MSI)

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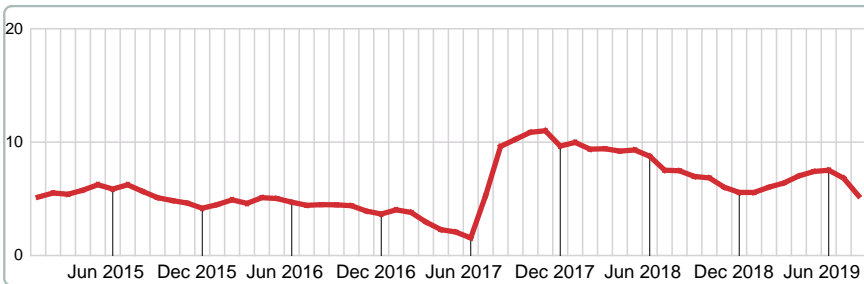
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2019

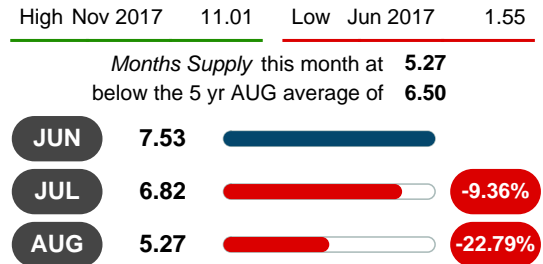


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 6.50



### 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
\$25,000 and less	8	3.32%	4.17	4.57	0.00	0.00	0.00
\$25,001 - \$50,000	37	15.35%	14.32	24.00	1.00	0.00	0.00
\$50,001 - \$125,000	41	17.01%	3.49	3.86	3.00	2.57	0.00
\$125,001 - \$225,000	53	21.99%	2.52	7.80	2.13	2.08	0.00
\$225,001 - \$375,000	46	19.09%	7.89	38.40	5.19	7.20	3.00
\$375,001 - \$675,000	31	12.86%	14.31	13.33	32.00	6.55	28.00
\$675,001 and up	25	10.37%	50.00	40.80	0.00	24.00	0.00
Market Supply of Inventory (MSI)			5.27	10.42	3.03	3.88	11.25
Total Active Inventory by Units		100%	5.27	119	75	32	15

# August 2019

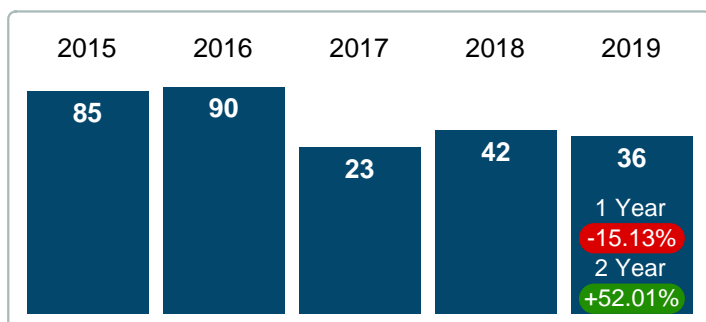
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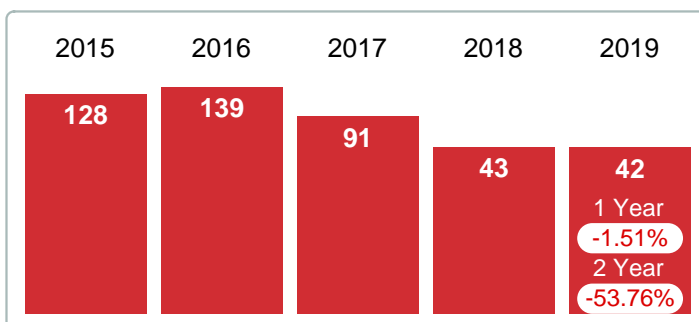
## AVERAGE DAYS ON MARKET TO SALE

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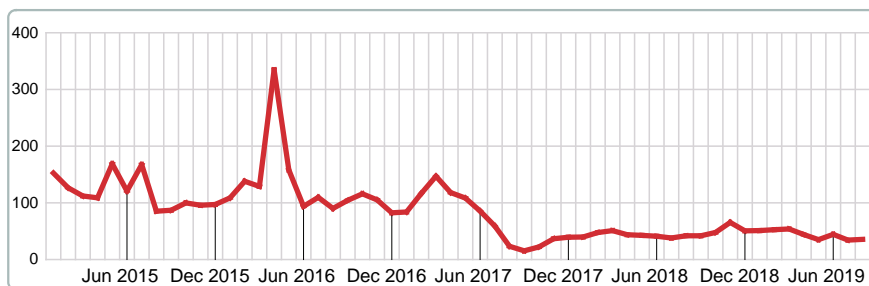
### AUGUST



### YEAR TO DATE (YTD)

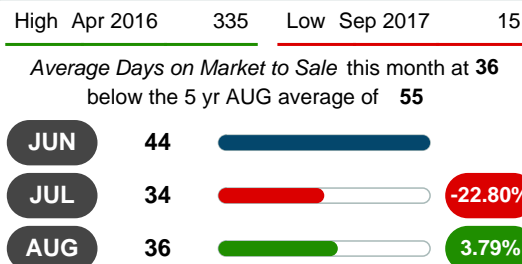


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 55



### 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	2.04%	32	0	32	0	0
\$50,001 - \$100,000	18.37%	31	32	30	0	0
\$100,001 - \$125,000	12.24%	62	128	29	0	0
\$125,001 - \$150,000	12.24%	11	0	12	5	0
\$150,001 - \$200,000	28.57%	12	0	12	16	0
\$200,001 - \$325,000	14.29%	64	92	67	52	0
\$325,001 and up	12.24%	63	0	68	99	6
<b>Average Closed DOM</b>		<b>36</b>	<b>74</b>	<b>29</b>	<b>39</b>	<b>6</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>36</b>	<b>6</b>	<b>34</b>	<b>8</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>8,512,150</b>	<b>679.00K</b>	<b>5.71M</b>	<b>1.67M</b>	<b>460.00K</b>



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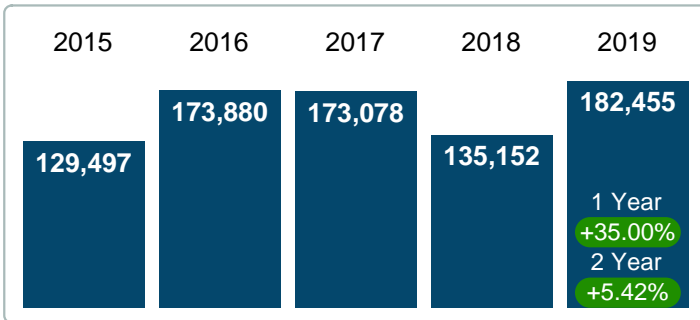
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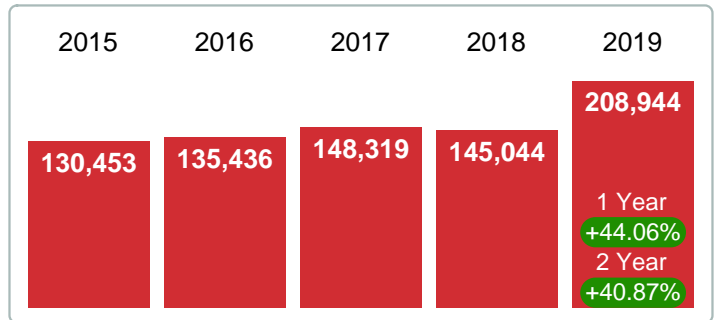
## AVERAGE LIST PRICE AT CLOSING

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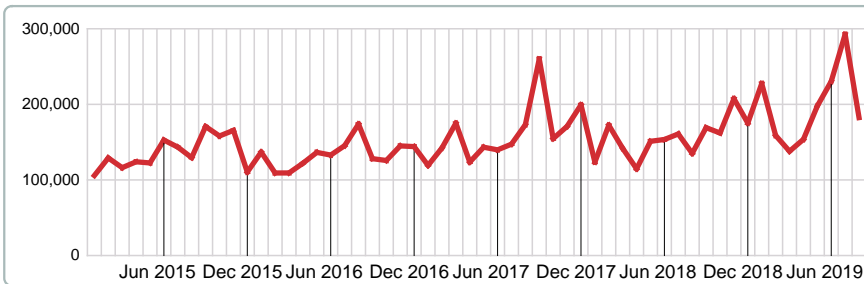
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

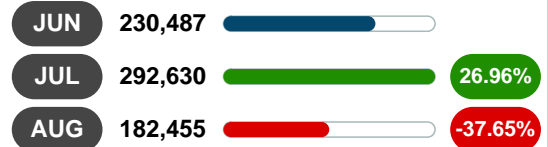


### 3 MONTHS

5 year AUG AVG = 158,812

High Jul 2019 292,630 Low Jan 2015 105,848

Average List Price at Closing this month at **182,455** above the 5 yr AUG average of **158,812**



### 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	1	2.04%	49,000	0	49,000	0	0
\$50,001 - \$100,000	8	16.33%	80,363	84,802	82,083	0	0
\$100,001 - \$125,000	5	10.20%	114,660	158,750	117,325	0	0
\$125,001 - \$150,000	7	14.29%	141,700	0	144,980	129,500	0
\$150,001 - \$200,000	15	30.61%	174,167	0	169,373	189,800	0
\$200,001 - \$325,000	7	14.29%	250,114	280,000	246,267	244,000	0
\$325,001 and up	6	12.24%	386,650	0	390,250	339,900	419,000
Average List Price			182,455	141,984	173,488	221,350	419,000
Total Closed Units		100%	182,455	6	34	8	1
Total Closed Volume			8,940,305	851.91K	5.90M	1.77M	419.00K



# August 2019



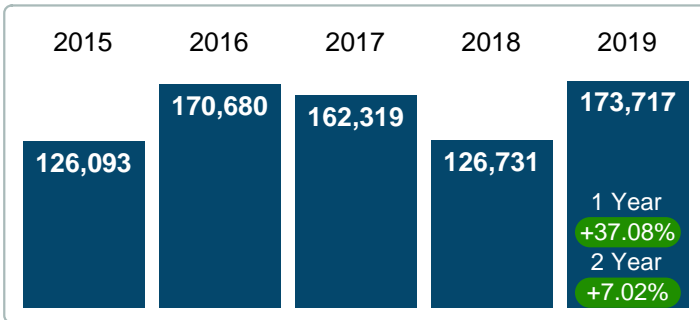
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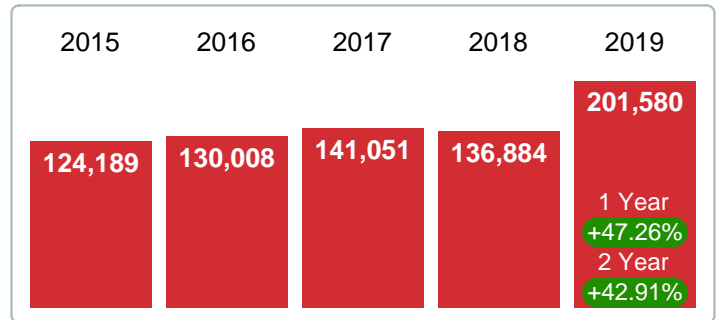
## AVERAGE SOLD PRICE AT CLOSING

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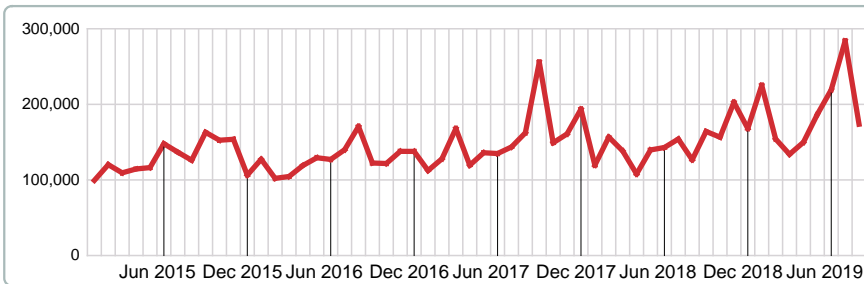
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

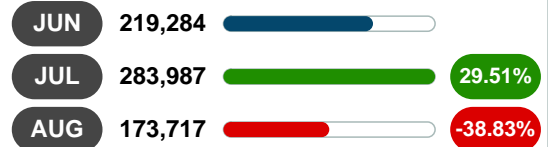


### 3 MONTHS

5 year AUG AVG = 151,908

High Jul 2019 283,987 Low Jan 2015 99,428

Average Sold Price at Closing this month at **173,717** above the 5 yr AUG average of **151,908**



### 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	<b>1</b>	2.04%	45,000	0	45,000	0	0
\$50,001 - \$100,000	<b>9</b>	18.37%	78,178	76,333	79,100	0	0
\$100,001 - \$125,000	<b>6</b>	12.24%	114,000	115,000	113,500	0	0
\$125,001 - \$150,000	<b>6</b>	12.24%	139,733	0	141,780	129,500	0
\$150,001 - \$200,000	<b>14</b>	28.57%	168,232	0	166,159	175,833	0
\$200,001 - \$325,000	<b>7</b>	14.29%	233,271	220,000	243,967	227,000	0
\$325,001 and up	<b>6</b>	12.24%	375,500	0	366,250	328,000	460,000
Average Sold Price			173,717	113,167	167,857	208,250	460,000
Total Closed Units		100%	173,717	6	34	8	1
Total Closed Volume			8,512,150	679.00K	5.71M	1.67M	460.00K

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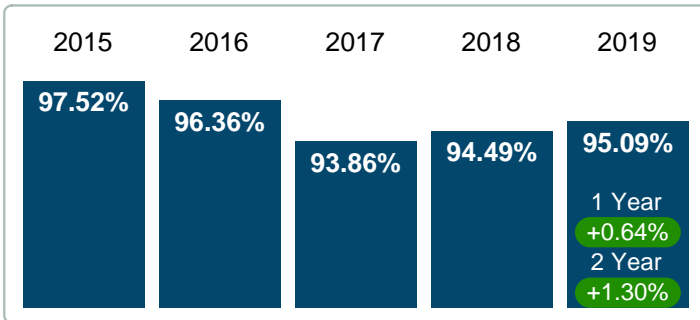
Area Delimited by County Of Bryan



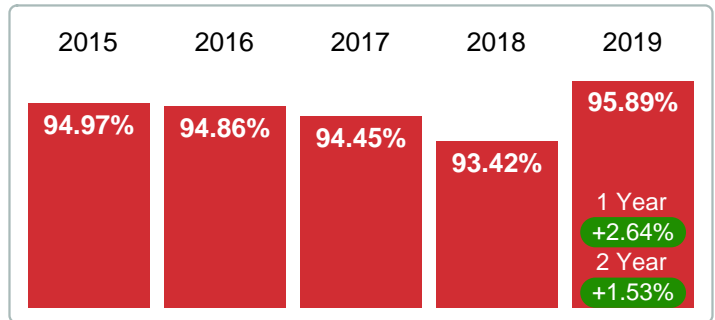
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Sep 11, 2019 for MLS Technology Inc.

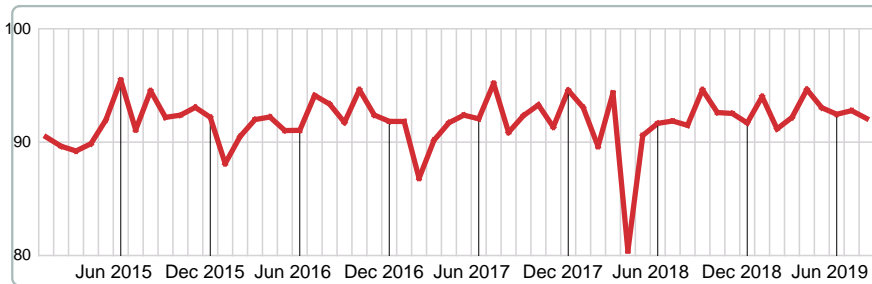
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

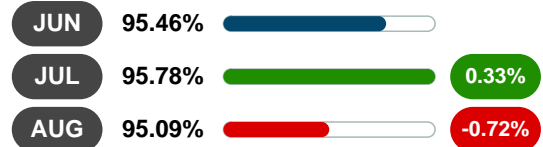


### 3 MONTHS

5 year AUG AVG = 95.46%

High Jun 2015 98.47% Low Apr 2018 83.41%

Average Sold/List Ratio this month at **95.09%** equal to 5 yr AUG 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
\$50,000 and less	1	2.04%	91.84%	0.00%	91.84%	0.00%	0.00%
\$50,001 - \$100,000	9	18.37%	93.78%	89.13%	96.11%	0.00%	0.00%
\$100,001 - \$125,000	6	12.24%	89.27%	74.19%	96.80%	0.00%	0.00%
\$125,001 - \$150,000	6	12.24%	98.30%	0.00%	97.96%	100.00%	0.00%
\$150,001 - \$200,000	14	28.57%	97.01%	0.00%	98.12%	92.93%	0.00%
\$200,001 - \$325,000	7	14.29%	93.90%	78.57%	99.04%	93.87%	0.00%
\$325,001 and up	6	12.24%	97.09%	0.00%	94.07%	96.50%	109.79%
Average Sold/List Ratio		95.10%		82.39%	97.01%	94.61%	109.79%
Total Closed Units		49	100%	6	34	8	1
Total Closed Volume		8,512,150		679.00K	5.71M	1.67M	460.00K

# August 2019

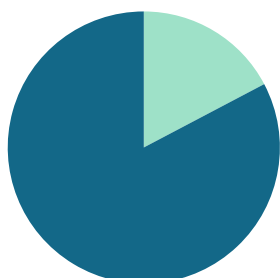
Area Delimited by County Of Bryan



## MARKET SUMMARY

Report produced on Sep 11, 2019 for MLS Technology Inc.

### INVENTORY

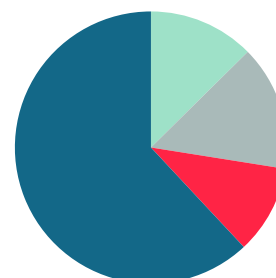


**Inventory**  
 New Listings  
**65 = 17.29%**  
 Start Inventory  
**311**  
 Total Inventory Units  
**376**  
 Volume  
**\$109,478,862**

### Market Activity

Closed Sales  
**49 = 12.60%**  
 Pending Sales  
**58 = 14.91%**  
 Other Off Market  
**41 = 10.54%**  
 Active Inventory  
**241 = 61.95%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	47	49	4.26%	388	372	-4.12%
Pending Sales	52	58	11.54%	422	425	0.71%
New Listings	90	65	-27.78%	714	703	-1.54%
Average List Price	135,152	182,455	35.00%	145,044	208,944	44.06%
Average Sale Price	126,731	173,717	37.08%	136,884	201,580	47.26%
Average Percent of Selling Price to List Price	94.49%	95.09%	0.64%	93.42%	95.89%	2.64%
Average Days on Market to Sale	41.91	35.57	-15.13%	42.78	42.13	-1.51%
Monthly Inventory	332	241	-27.41%	332	241	-27.41%
Months Supply of Inventory	7.47	5.27	-29.53%	7.47	5.27	-29.53%

**Absorption:** Last 12 months, an Average of **46** Sales/Month

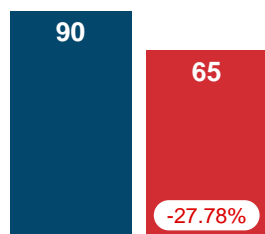
**Inventory** on August 31, 2019 = **241**

**2018** **2019**

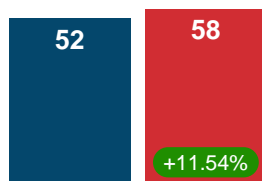
### AUGUST MARKET

### AVERAGE PRICES

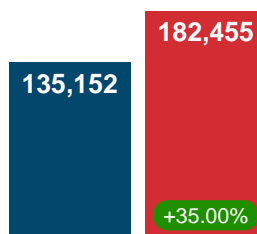
#### New Listings



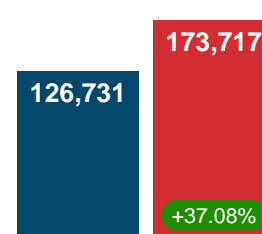
#### Pending Listings



#### List Price



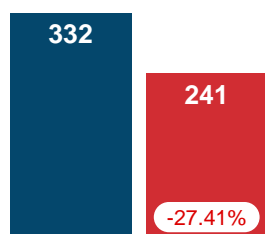
#### Sale Price



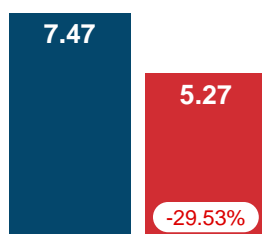
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

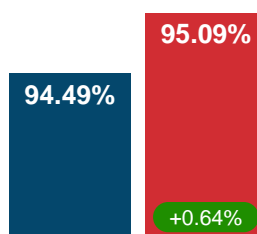
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

