

August 2019

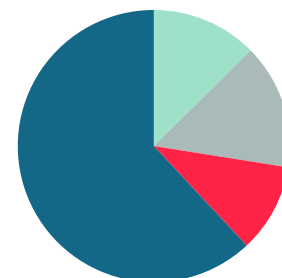
Area Delimited by County Of Bryan



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% |
| Median List Price | 132,000 | 162,500 | 23.11% |
| Median Sale Price | 120,500 | 159,750 | 32.57% |
| Median Percent of Selling Price to List Price | 96.08% | 97.79% | 1.78% |
| Median Days on Market to Sale | 28.00 | 13.00 | -53.57% |
| 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.

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 **32.57%** in August 2019 to \$159,750 versus the previous year at \$120,500.

Median Days on Market Shortens

The median number of **13.00** days that homes spent on the market before selling decreased by 15.00 days or **53.57%** in August 2019 compared to last year's same month at **28.00** DOM.

Sales Success for August 2019 is Positive

Overall, with Median 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

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| Median Percent of Selling Price to List Price | 9 |
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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

August 2019

Area Delimited by County Of Bryan

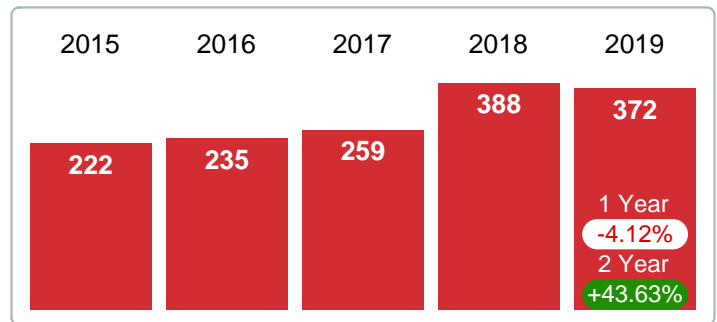
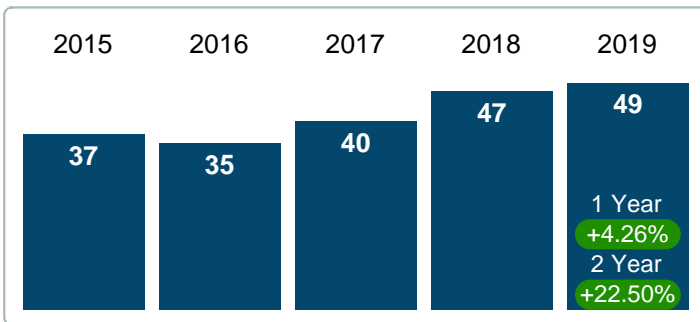


CLOSED LISTINGS

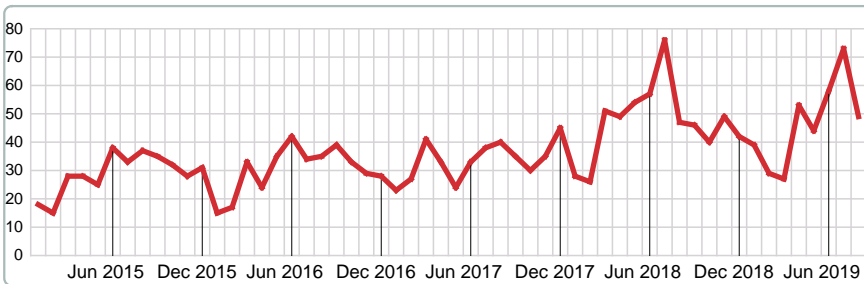
Report produced on Sep 11, 2019 for MLS Technology Inc.

AUGUST

YEAR TO DATE (YTD)

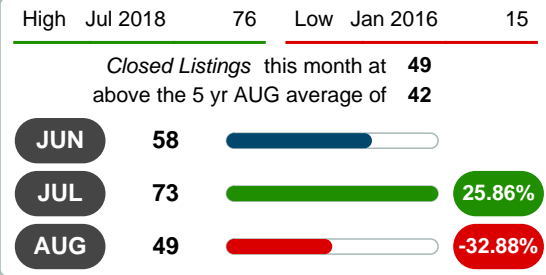


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 42



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | MDOM | 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% | 16.0 | 3 | 6 | 0 | 0 |
| \$100,001 - \$125,000 | 6 | 12.24% | 56.5 | 2 | 4 | 0 | 0 |
| \$125,001 - \$150,000 | 6 | 12.24% | 5.5 | 0 | 5 | 1 | 0 |
| \$150,001 - \$200,000 | 14 | 28.57% | 6.5 | 0 | 11 | 3 | 0 |
| \$200,001 - \$325,000 | 7 | 14.29% | 47.0 | 1 | 3 | 3 | 0 |
| \$325,001 and up | 6 | 12.24% | 58.0 | 0 | 4 | 1 | 1 |
| Total Closed Units | 49 | | | 6 | 34 | 8 | 1 |
| Total Closed Volume | 8,512,150 | 100% | 13.0 | 679.00K | 5.71M | 1.67M | 460.00K |
| Median Closed Price | \$159,750 | | | \$104,250 | \$154,000 | \$202,750 | \$460,000 |

August 2019



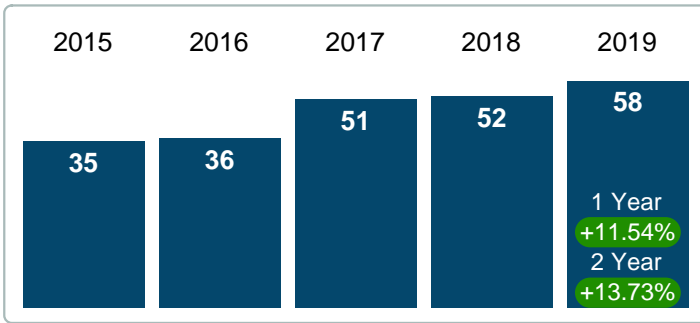
Area Delimited by County Of Bryan



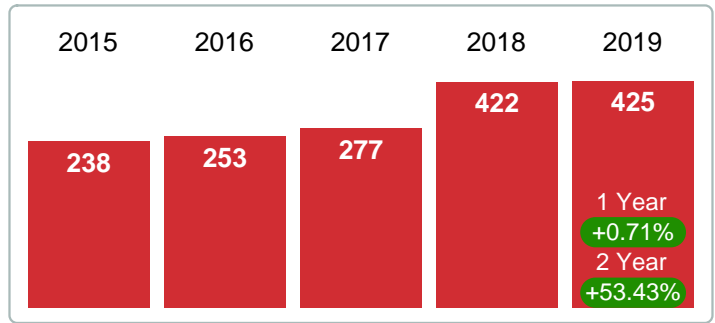
PENDING LISTINGS

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

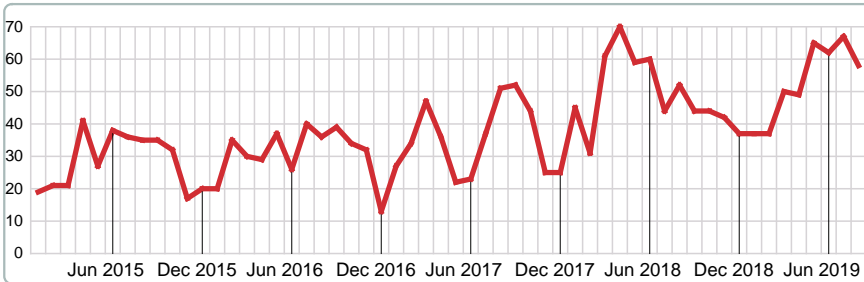
AUGUST



YEAR TO DATE (YTD)

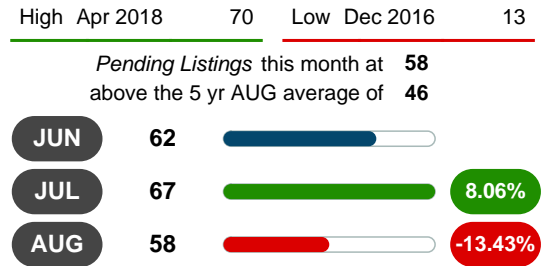


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 46



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|-------------|------------------|------------------|------------------|-----------------|
| \$50,000 and less | 3 | 5.17% | 12.0 | 3 | 0 | 0 | 0 |
| \$50,001 - \$100,000 | 10 | 17.24% | 26.5 | 2 | 6 | 0 | 2 |
| \$100,001 - \$125,000 | 3 | 5.17% | 30.0 | 0 | 3 | 0 | 0 |
| \$125,001 - \$175,000 | 16 | 27.59% | 36.0 | 5 | 10 | 1 | 0 |
| \$175,001 - \$225,000 | 12 | 20.69% | 36.5 | 2 | 9 | 1 | 0 |
| \$225,001 - \$325,000 | 7 | 12.07% | 77.0 | 1 | 5 | 1 | 0 |
| \$325,001 and up | 7 | 12.07% | 109.0 | 1 | 4 | 2 | 0 |
| Total Pending Units | 58 | | | 14 | 37 | 5 | 2 |
| Total Pending Volume | 12,147,500 | 100% | 36.5 | 3.65M | 6.93M | 1.40M | 169.00K |
| Median Listing Price | \$170,000 | | | \$144,900 | \$172,000 | \$239,900 | \$84,500 |

August 2019



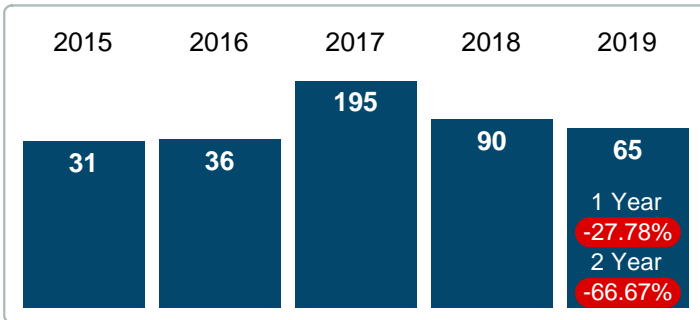
Area Delimited by County Of Bryan



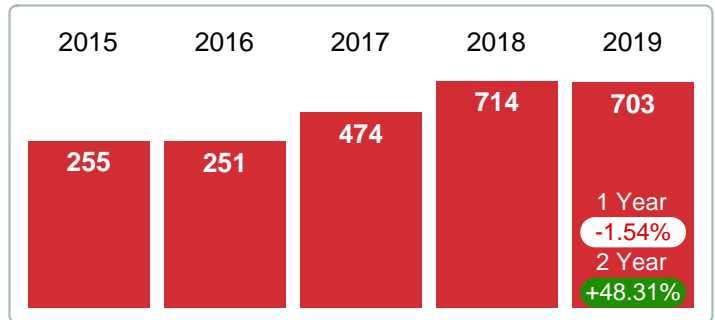
NEW LISTINGS

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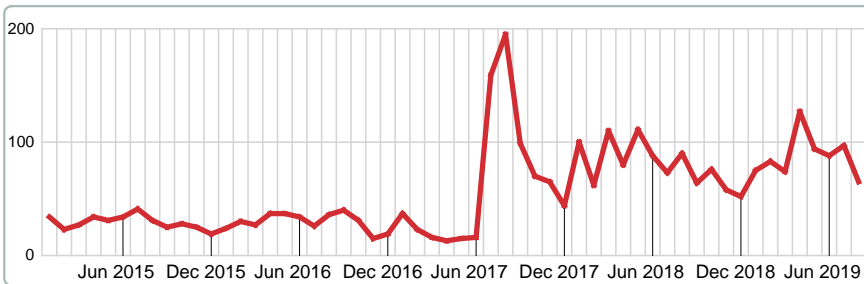
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

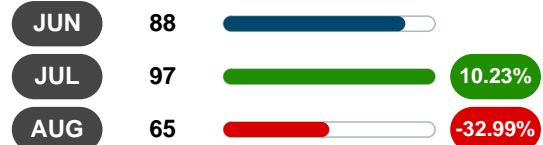


3 MONTHS

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 |
|---|-------------------|-------------|------------------|------------------|------------------|--------------------|
| \$75,000 and less | 6 | 9.23% | 6 | 0 | 0 | 0 |
| \$75,001 - \$125,000 | 9 | 13.85% | 2 | 5 | 1 | 1 |
| \$125,001 - \$150,000 | 7 | 10.77% | 2 | 5 | 0 | 0 |
| \$150,001 - \$200,000 | 14 | 21.54% | 2 | 10 | 2 | 0 |
| \$200,001 - \$325,000 | 12 | 18.46% | 1 | 7 | 4 | 0 |
| \$325,001 - \$650,000 | 10 | 15.38% | 5 | 3 | 2 | 0 |
| \$650,001 and up | 7 | 10.77% | 2 | 3 | 1 | 1 |
| Total New Listed Units | 65 | | 20 | 33 | 10 | 2 |
| Total New Listed Volume | 19,191,100 | 100% | 6.13M | 7.72M | 3.05M | 2.29M |
| Median New Listed Listing Price | \$184,000 | | \$157,500 | \$184,000 | \$248,950 | \$1,146,250 |

August 2019



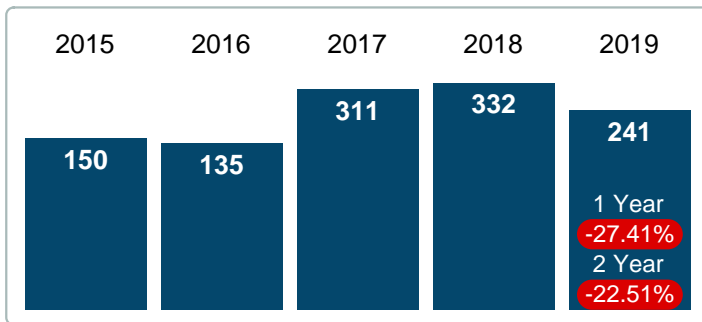
Area Delimited by County Of Bryan



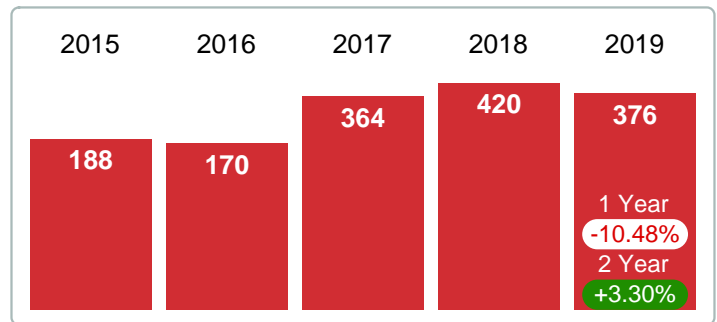
ACTIVE INVENTORY

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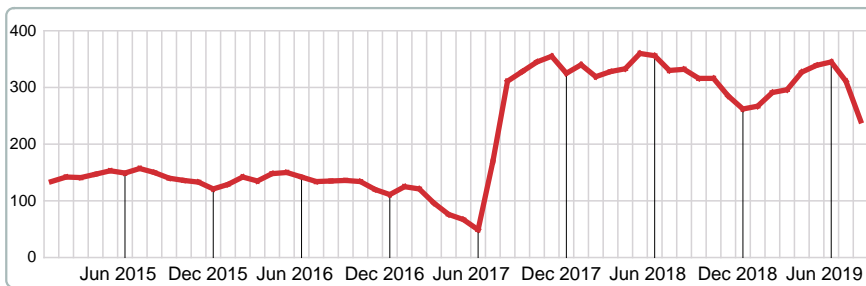
END OF AUGUST



ACTIVE DURING AUGUST

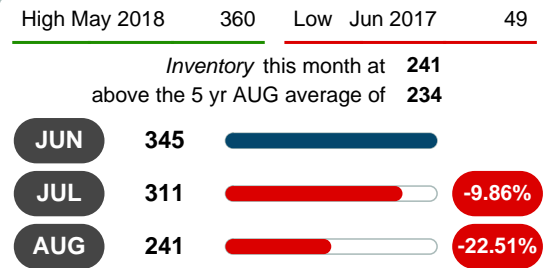


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 234



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$25,000 and less | 8 | 3.32% | 76.5 | 8 | 0 | 0 | 0 |
| \$25,001 - \$50,000 | 37 | 15.35% | 117.0 | 36 | 1 | 0 | 0 |
| \$50,001 - \$125,000 | 41 | 17.01% | 54.0 | 19 | 17 | 3 | 2 |
| \$125,001 - \$225,000 | 53 | 21.99% | 46.0 | 13 | 31 | 9 | 0 |
| \$225,001 - \$375,000 | 46 | 19.09% | 72.0 | 16 | 16 | 12 | 2 |
| \$375,001 - \$675,000 | 31 | 12.86% | 87.0 | 10 | 8 | 6 | 7 |
| \$675,001 and up | 25 | 10.37% | 122.0 | 17 | 2 | 2 | 4 |
| Total Active Inventory by Units | 241 | | | 119 | 75 | 32 | 15 |
| Total Active Inventory by Volume | 69,664,369 | 100% | 75.0 | 33.35M | 17.12M | 10.34M | 8.86M |
| Median Active Inventory Listing Price | \$185,000 | | | \$100,000 | \$184,464 | \$260,950 | \$464,000 |

August 2019



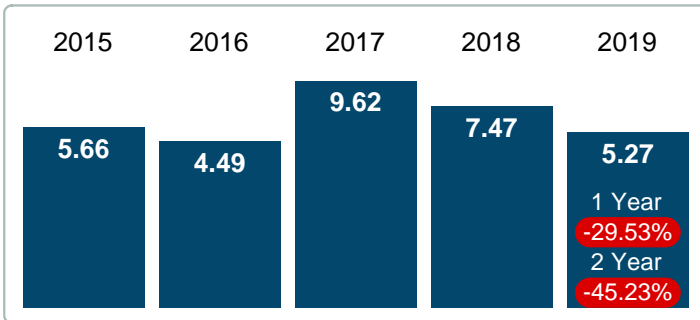
Area Delimited by County Of Bryan



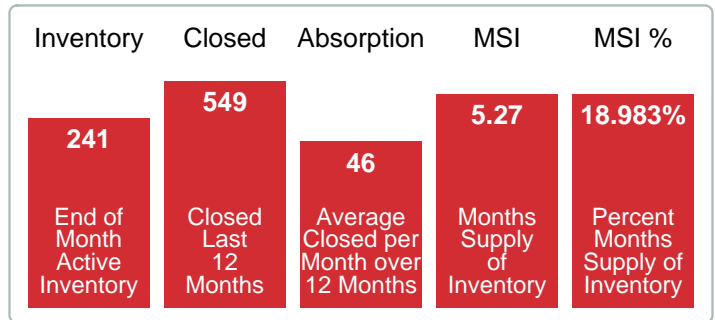
MONTHS SUPPLY of INVENTORY (MSI)

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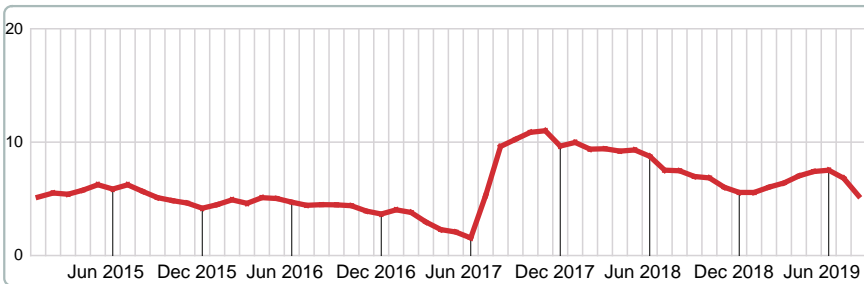
MSI FOR AUGUST



INDICATORS FOR AUGUST 2019



5 YEAR MARKET ACTIVITY TRENDS

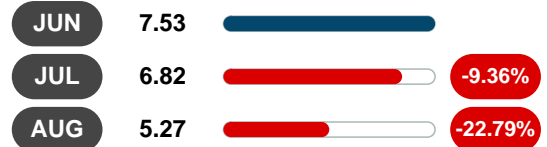


3 MONTHS

5 year AUG AVG = 6.50

High Nov 2017 11.01 Low Jun 2017 1.55

Months Supply this month at 5.27
below the 5 yr AUG average of 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



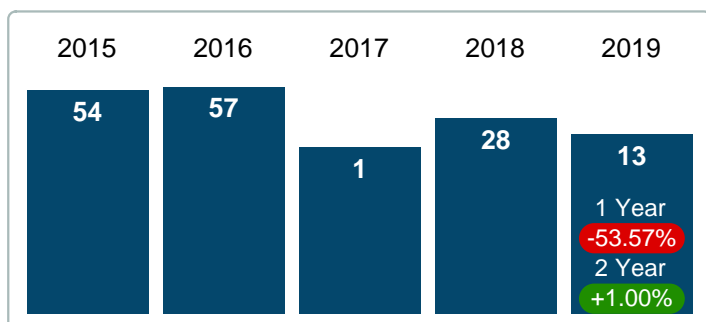
Area Delimited by County Of Bryan



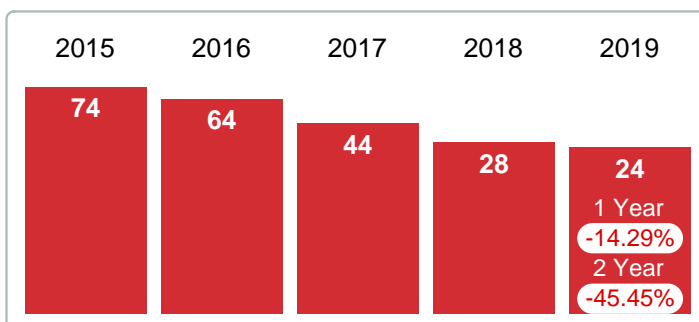
MEDIAN DAYS ON MARKET TO SALE

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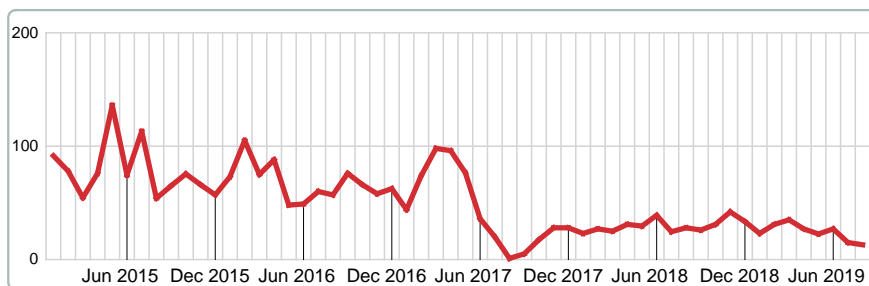
AUGUST



YEAR TO DATE (YTD)

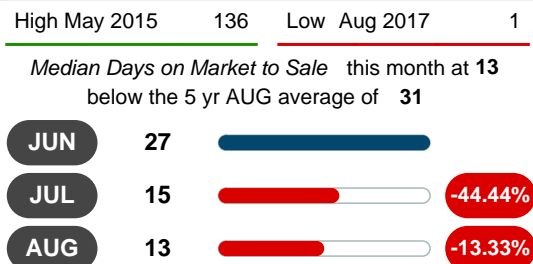


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 31



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 |
|--|--------|-----------|----------|--------|--------|---------|
| \$50,000 and less | 2.04% | 32 | 0 | 32 | 0 | 0 |
| \$50,001 - \$100,000 | 18.37% | 16 | 7 | 23 | 0 | 0 |
| \$100,001 - \$125,000 | 12.24% | 57 | 128 | 2 | 0 | 0 |
| \$125,001 - \$150,000 | 12.24% | 6 | 0 | 6 | 5 | 0 |
| \$150,001 - \$200,000 | 28.57% | 7 | 0 | 8 | 2 | 0 |
| \$200,001 - \$325,000 | 14.29% | 47 | 92 | 22 | 47 | 0 |
| \$325,001 and up | 12.24% | 58 | 0 | 58 | 99 | 6 |
| Median Closed DOM | | 13 | 88 | 11 | 25 | 6 |
| Total Closed Units | 100% | 13.0 | 6 | 34 | 8 | 1 |
| Total Closed Volume | | 8,512,150 | 679.00K | 5.71M | 1.67M | 460.00K |

August 2019



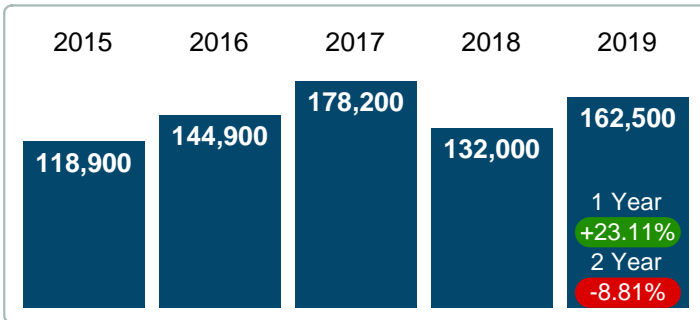
Area Delimited by County Of Bryan



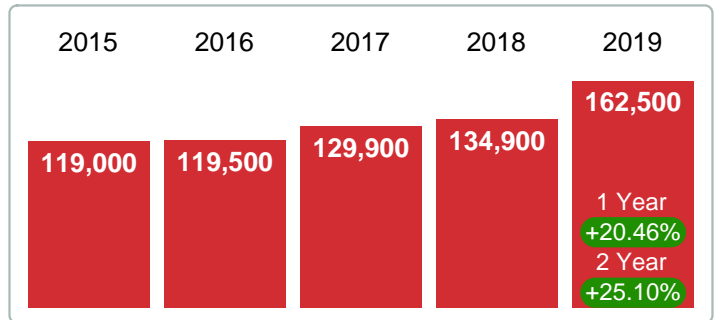
MEDIAN LIST PRICE AT CLOSING

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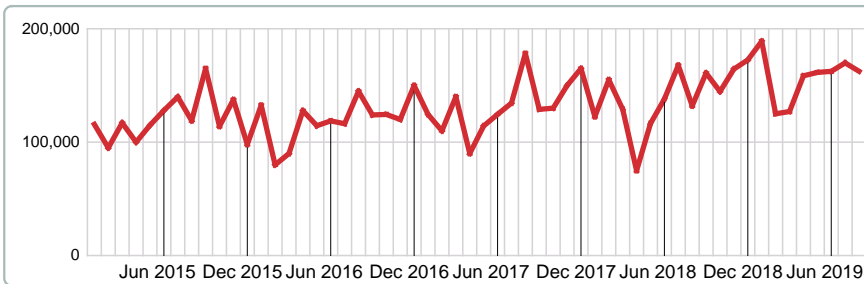
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

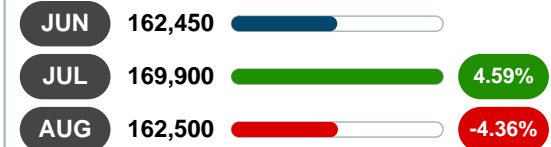


3 MONTHS

5 year AUG AVG = 147,300

High Jan 2019 189,000 Low Apr 2018 74,900

Median List Price at Closing this month at **162,500**
above the 5 yr AUG average of **147,300**



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 |
|---|----|--------|-----------|----------|---------|---------|---------|
| \$50,000 and less | 1 | 2.04% | 49,000 | 0 | 49,000 | 0 | 0 |
| \$50,001 - \$100,000 | 8 | 16.33% | 81,500 | 78,000 | 85,000 | 0 | 0 |
| \$100,001 - \$125,000 | 5 | 10.20% | 114,900 | 0 | 114,900 | 0 | 0 |
| \$125,001 - \$150,000 | 7 | 14.29% | 139,000 | 137,500 | 148,000 | 129,500 | 0 |
| \$150,001 - \$200,000 | 15 | 30.61% | 169,000 | 180,000 | 167,500 | 195,900 | 0 |
| \$200,001 - \$325,000 | 7 | 14.29% | 242,500 | 280,000 | 239,900 | 242,500 | 0 |
| \$325,001 and up | 6 | 12.24% | 386,000 | 0 | 391,500 | 339,900 | 419,000 |
| Median List Price | | | 162,500 | 118,700 | 159,200 | 204,750 | 419,000 |
| Total Closed Units | | 100% | 162,500 | 6 | 34 | 8 | 1 |
| Total Closed Volume | | | 8,940,305 | 851.91K | 5.90M | 1.77M | 419.00K |

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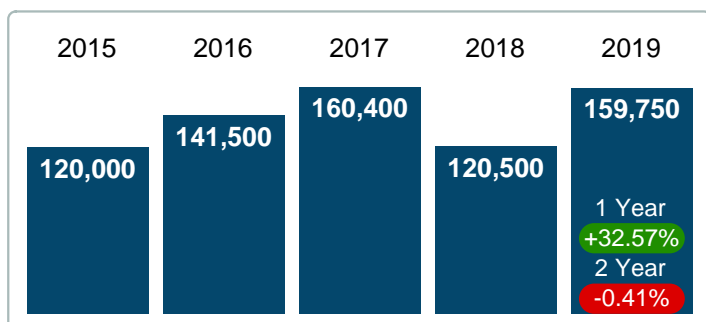
Area Delimited by County Of Bryan



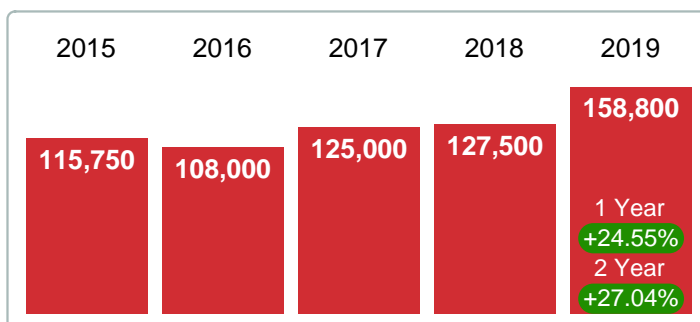
MEDIAN SOLD PRICE AT CLOSING

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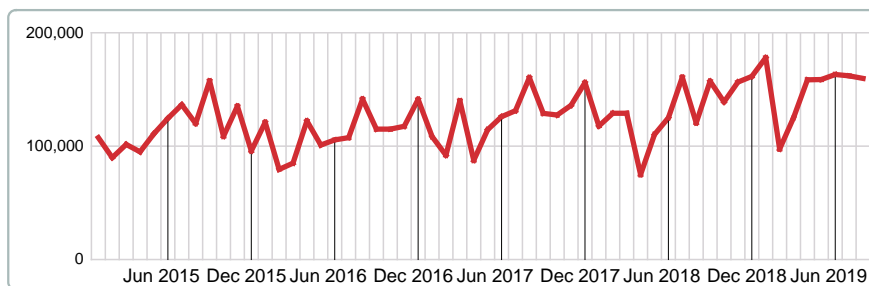
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

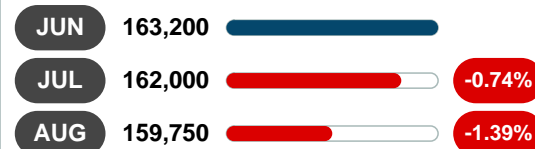


3 MONTHS

5 year AUG AVG = 140,430

High Jan 2019 178,000 Low Apr 2018 74,900

Median Sold Price at Closing this month at 159,750 above the 5 yr AUG average of 140,430



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 |
|---|----|--------|-----------|----------|---------|---------|---------|
| \$50,000 and less | 1 | 2.04% | 45,000 | 0 | 45,000 | 0 | 0 |
| \$50,001 - \$100,000 | 9 | 18.37% | 81,000 | 71,000 | 83,000 | 0 | 0 |
| \$100,001 - \$125,000 | 6 | 12.24% | 112,000 | 115,000 | 112,000 | 0 | 0 |
| \$125,001 - \$150,000 | 6 | 12.24% | 140,450 | 0 | 141,000 | 129,500 | 0 |
| \$150,001 - \$200,000 | 14 | 28.57% | 163,500 | 0 | 163,000 | 172,500 | 0 |
| \$200,001 - \$325,000 | 7 | 14.29% | 230,000 | 220,000 | 233,000 | 230,000 | 0 |
| \$325,001 and up | 6 | 12.24% | 355,000 | 0 | 355,000 | 328,000 | 460,000 |
| Median Sold Price | | | 159,750 | 104,250 | 154,000 | 202,750 | 460,000 |
| Total Closed Units | | 100% | 159,750 | 6 | 34 | 8 | 1 |
| Total Closed Volume | | | 8,512,150 | 679.00K | 5.71M | 1.67M | 460.00K |

August 2019

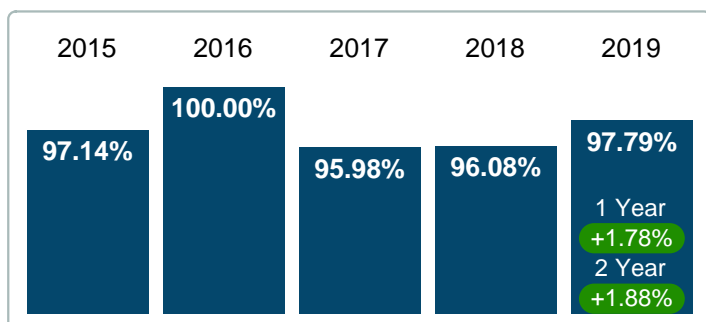
Area Delimited by County Of Bryan



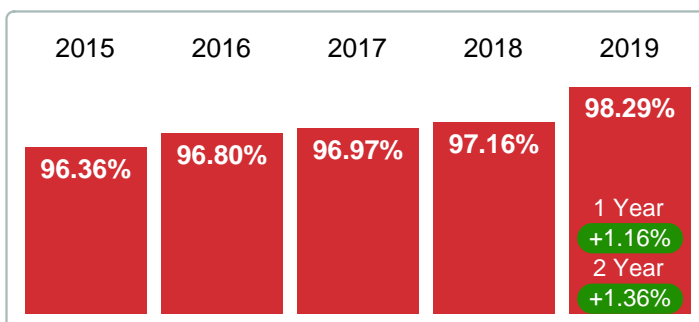
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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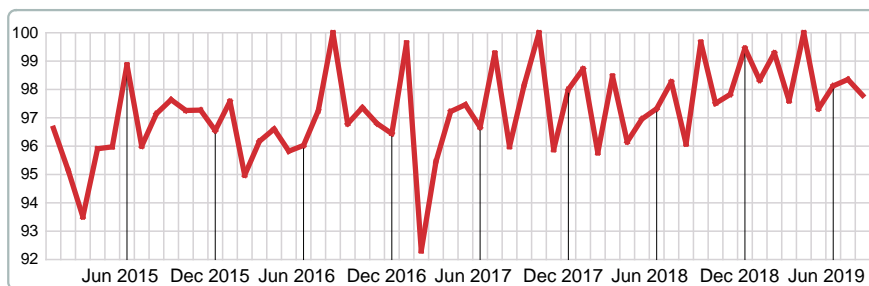
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

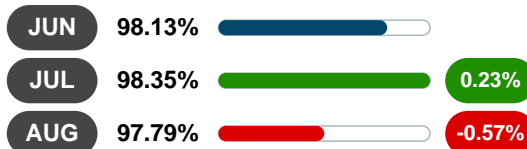


3 MONTHS

5 year AUG AVG = 97.40%

High Apr 2019 100.00% Low Feb 2017 92.31%

Median Sold/List Ratio this month at **97.79%**
above the 5 yr AUG average of **97.40%**



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 |
|--|-----------|-----------|--------|----------|---------|---------|---------|
| \$50,000 and less | 1 | 2.04% | 91.84% | 0.00% | 91.84% | 0.00% | 0.00% |
| \$50,001 - \$100,000 | 9 | 18.37% | 94.23% | 91.03% | 95.84% | 0.00% | 0.00% |
| \$100,001 - \$125,000 | 6 | 12.24% | 93.11% | 74.19% | 99.17% | 0.00% | 0.00% |
| \$125,001 - \$150,000 | 6 | 12.24% | 98.99% | 0.00% | 97.97% | 100.00% | 0.00% |
| \$150,001 - \$200,000 | 14 | 28.57% | 99.06% | 0.00% | 99.09% | 98.85% | 0.00% |
| \$200,001 - \$325,000 | 7 | 14.29% | 99.18% | 78.57% | 100.00% | 99.18% | 0.00% |
| \$325,001 and up | 6 | 12.24% | 96.65% | 0.00% | 95.86% | 96.50% | 109.79% |
| Median Sold/List Ratio | | 97.79% | | 82.92% | 97.88% | 99.01% | 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

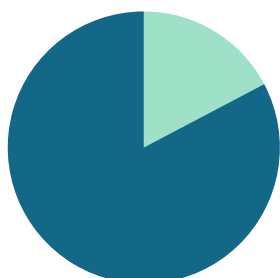
Area Delimited by County Of Bryan



MARKET SUMMARY

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

INVENTORY



Inventory

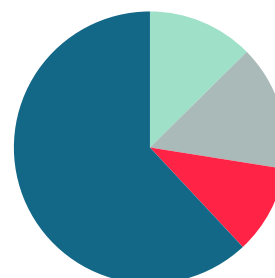
- New Listings **65 = 17.29%**
- Start Inventory **311**
- Total Inventory Units **376**
- Volume **\$109,478,862**

Market Activity

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% |
| Median List Price | 132,000 | 162,500 | 23.11% | 134,900 | 162,500 | 20.46% |
| Median Sale Price | 120,500 | 159,750 | 32.57% | 127,500 | 158,800 | 24.55% |
| Median Percent of Selling Price to List Price | 96.08% | 97.79% | 1.78% | 97.16% | 98.29% | 1.16% |
| Median Days on Market to Sale | 28.00 | 13.00 | -53.57% | 28.00 | 24.00 | -14.29% |
| 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

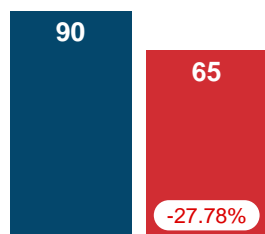
Inventory on August 31, 2019 = **241**

2018 **2019**

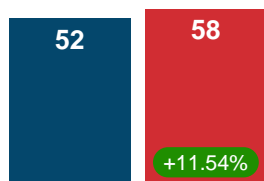
AUGUST MARKET

MEDIAN PRICES

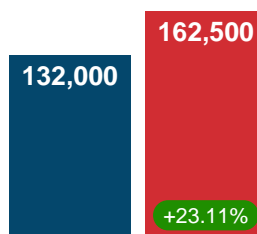
New Listings



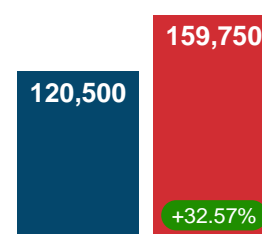
Pending Listings



List Price



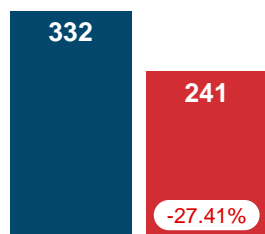
Sale Price



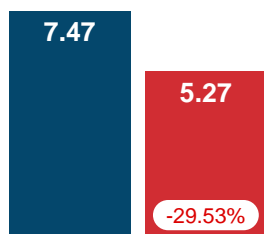
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

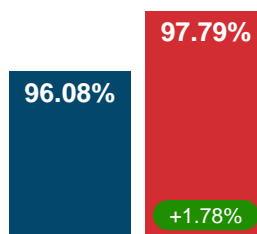
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

