

February 2019

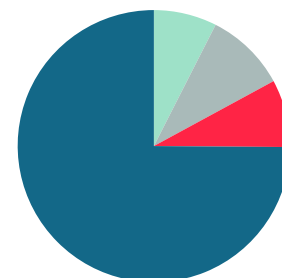
Area Delimited by County Of Bryan



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	February 2019	+/-%
Closed Listings	26	29	11.54%
Pending Listings	31	37	19.35%
New Listings	62	83	33.87%
Average List Price	172,456	158,861	-7.88%
Average Sale Price	156,675	154,217	-1.57%
Average Percent of Selling Price to List Price	92.62%	94.17%	1.67%
Average Days on Market to Sale	47.62	52.66	10.58%
End of Month Inventory	319	289	-9.40%
Months Supply of Inventory	9.38	6.00	-36.05%



■ Closed (7.51%)
■ Pending (9.59%)
■ Other OffMarket (8.03%)
■ Active (74.87%)

Absorption: Last 12 months, an Average of **48** Sales/Month
Active Inventory as of February 28, 2019 = **289**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2019 decreased **9.40%** to 289 existing homes available for sale. Over the last 12 months this area has had an average of 48 closed sales per month. This represents an unsold inventory index of **6.00** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **1.57%** in February 2019 to \$154,217 versus the previous year at \$156,675.

Average Days on Market Lengthens

The average number of **52.66** days that homes spent on the market before selling increased by 5.04 days or **10.58%** in February 2019 compared to last year's same month at **47.62** DOM.

Sales Success for February 2019 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 83 New Listings in February 2019, up **33.87%** from last year at 62. Furthermore, there were 29 Closed Listings this month versus last year at 26, a **11.54%** increase.

Closed versus Listed trends yielded a **34.9%** ratio, down from previous year's, February 2018, at **41.9%**, a **16.68%** downswing. This will certainly create pressure on a decreasing Month's 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

February 2019

Area Delimited by County Of Bryan

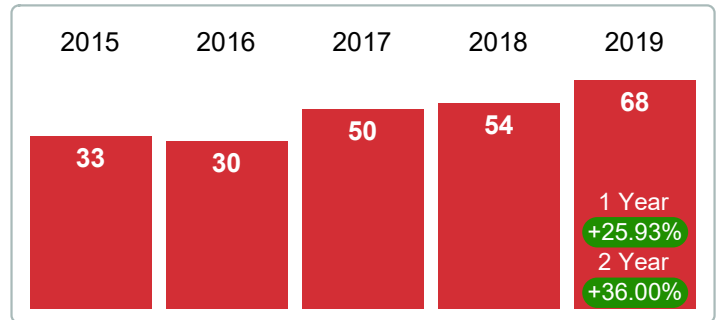
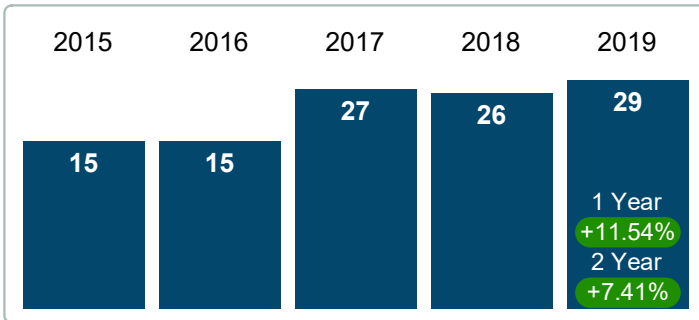


CLOSED LISTINGS

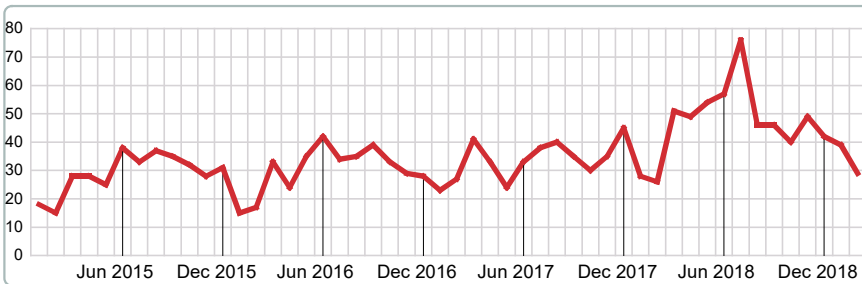
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FEBRUARY

YEAR TO DATE (YTD)

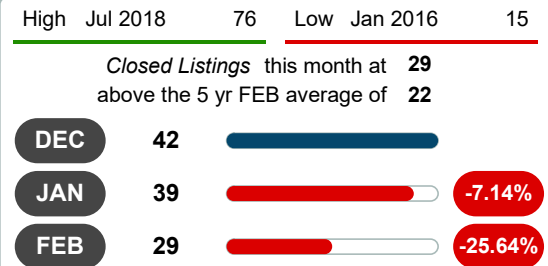


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 22



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	6.90%	89.5	2	0	0	0
\$25,001 - \$50,000	2	6.90%	57.5	1	1	0	0
\$50,001 - \$75,000	4	13.79%	45.5	3	1	0	0
\$75,001 - \$150,000	8	27.59%	51.5	2	5	1	0
\$150,001 - \$275,000	6	20.69%	63.0	0	3	3	0
\$275,001 - \$300,000	2	6.90%	30.5	1	1	0	0
\$300,001 and up	5	17.24%	40.0	2	0	2	1
Total Closed Units	29			11	11	6	1
Total Closed Volume	4,472,281	100%	52.7	1.47M	1.39M	1.30M	314.00K
Average Closed Price	\$154,217			\$133,450	\$126,118	\$217,172	\$314,000

February 2019

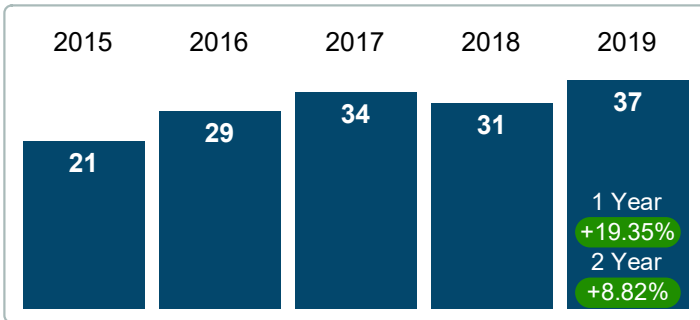
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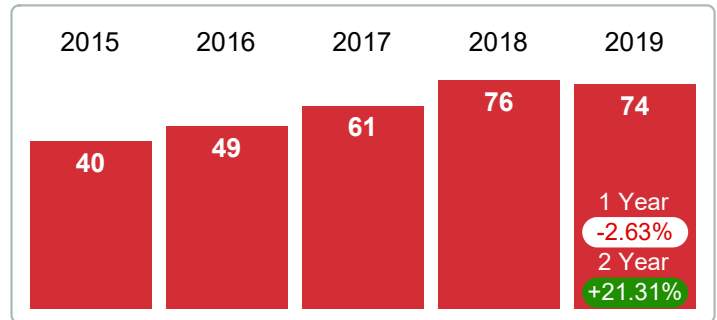
PENDING LISTINGS

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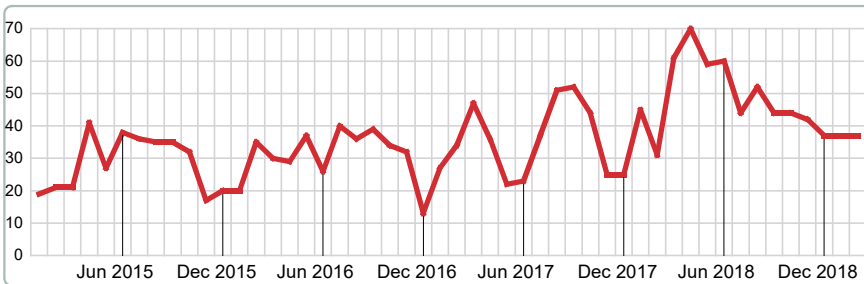
FEBRUARY



YEAR TO DATE (YTD)

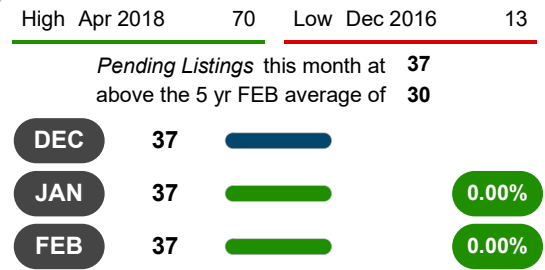


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 30



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	2.70%	162.0	1	0	0	0
\$25,001 - \$100,000	6	16.22%	65.8	3	3	0	0
\$100,001 - \$125,000	4	10.81%	29.0	1	3	0	0
\$125,001 - \$175,000	11	29.73%	46.1	2	8	1	0
\$175,001 - \$200,000	2	5.41%	70.0	0	2	0	0
\$200,001 - \$325,000	9	24.32%	76.3	0	4	5	0
\$325,001 and up	4	10.81%	19.3	4	0	0	0
Total Pending Units	37			11	20	6	0
Total Pending Volume	15,467,742	100%	55.7	11.06M	3.07M	1.33M	0.00B
Average Listing Price	\$168,522			\$1,005,745	\$153,586	\$222,136	\$0

February 2019

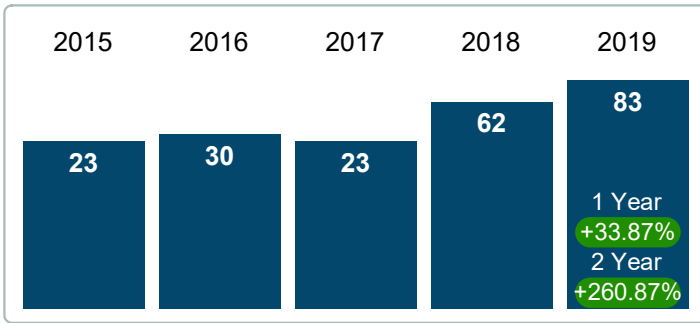
Area Delimited by County Of Bryan



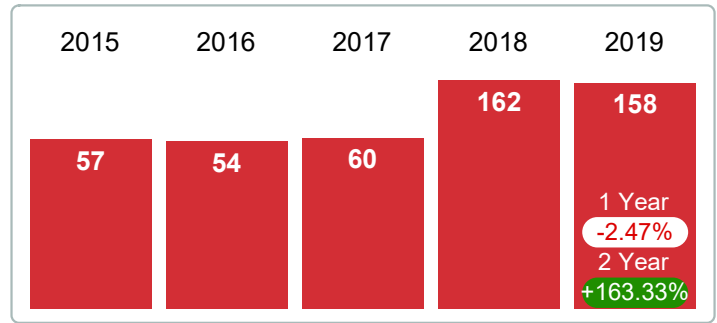
NEW LISTINGS

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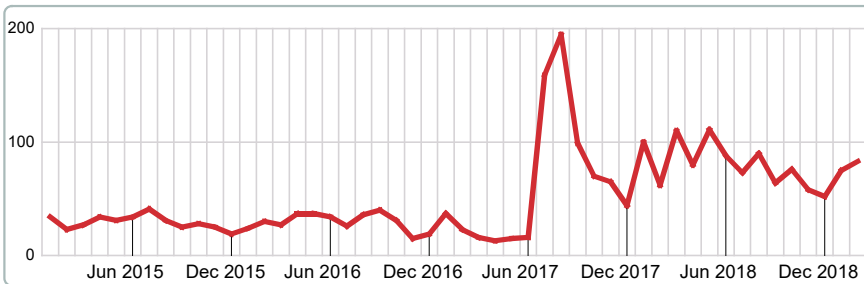
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

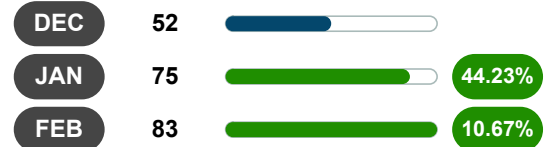


3 MONTHS

5 year FEB AVG = 44

High Aug 2017 195 Low Apr 2017 13

New Listings this month at **83**
above the 5 yr FEB average of **44**



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	5	6.02%	5	0	0	0
\$50,001 - \$100,000	9	10.84%	5	3	1	0
\$100,001 - \$150,000	14	16.87%	4	8	2	0
\$150,001 - \$225,000	21	25.30%	2	14	5	0
\$225,001 - \$375,000	15	18.07%	3	7	4	1
\$375,001 - \$725,000	9	10.84%	4	2	2	1
\$725,001 and up	10	12.05%	5	3	1	1
Total New Listed Units	83		28	37	15	3
Total New Listed Volume	38,643,793	100%	17.69M	13.26M	4.37M	3.33M
Average New Listed Listing Price	\$184,982		\$631,653	\$358,427	\$291,254	\$1,108,967

February 2019

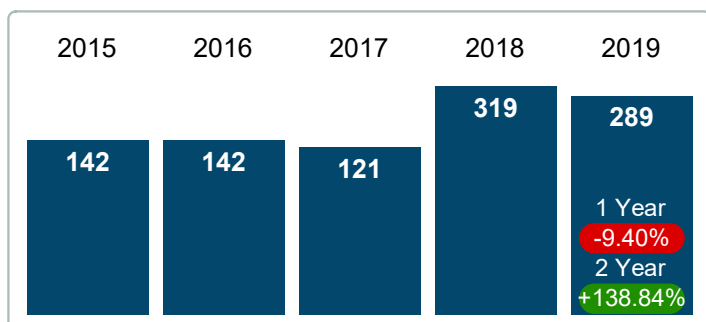
Area Delimited by County Of Bryan



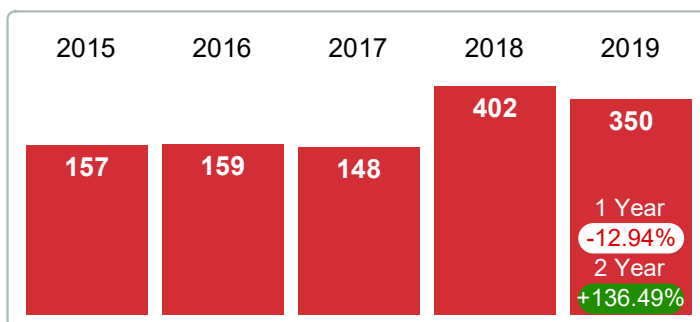
ACTIVE INVENTORY

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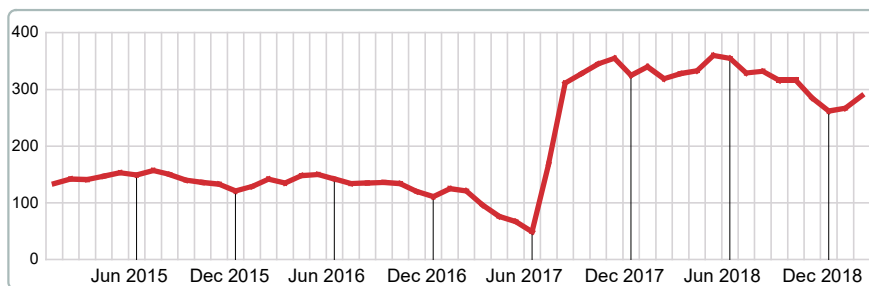
END OF FEBRUARY



ACTIVE DURING FEBRUARY

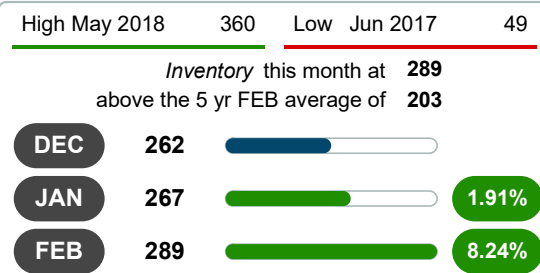


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 203



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	5	1.73%	71.0	5	0	0	0
\$25,001 - \$75,000	57	19.72%	106.3	50	7	0	0
\$75,001 - \$125,000	41	14.19%	66.2	21	16	3	1
\$125,001 - \$200,000	69	23.88%	69.9	16	44	8	1
\$200,001 - \$325,000	48	16.61%	80.9	14	19	14	1
\$325,001 - \$575,000	40	13.84%	92.7	18	6	8	8
\$575,001 and up	29	10.03%	82.8	17	6	2	4
Total Active Inventory by Units	289			141	98	35	15
Total Active Inventory by Volume	83,962,415	100%	82.8	39.31M	25.51M	9.77M	9.38M
Average Active Inventory Listing Price	\$290,527			\$278,766	\$260,295	\$279,095	\$625,280

February 2019

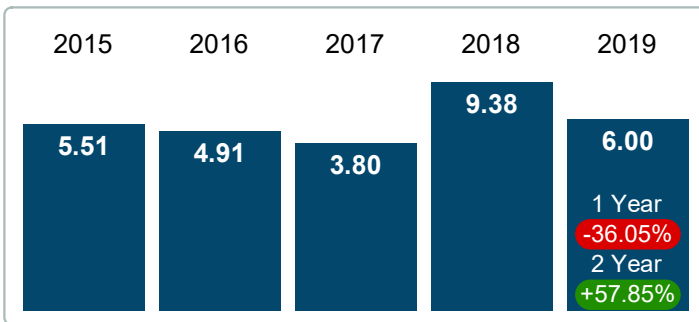
Area Delimited by County Of Bryan



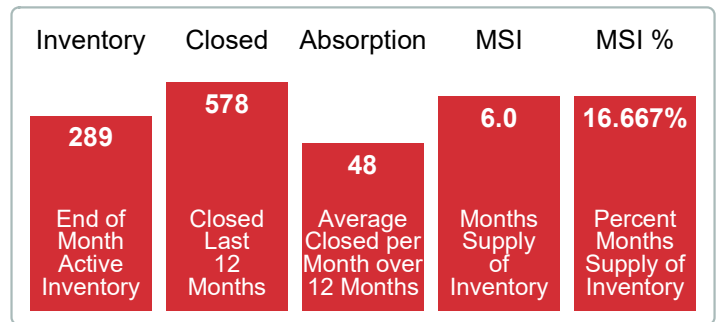
MONTHS SUPPLY of INVENTORY (MSI)

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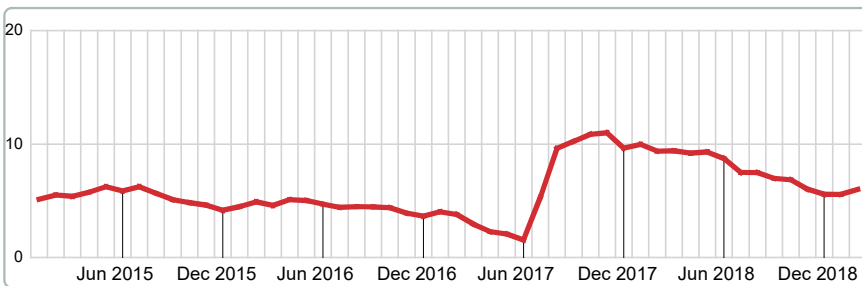
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2019

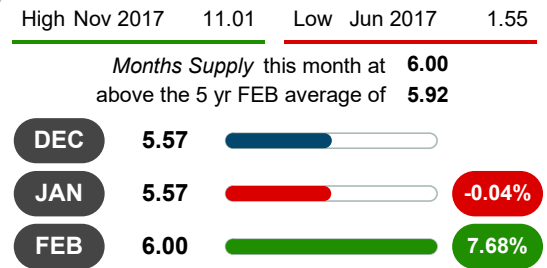


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 5.92



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
\$25,000 and less	5	1.73%	1.25	1.36	0.00	0.00	0.00
\$25,001 - \$75,000	57	19.72%	6.98	10.91	2.63	0.00	0.00
\$75,001 - \$125,000	41	14.19%	4.60	8.40	3.00	2.77	0.00
\$125,001 - \$200,000	69	23.88%	4.40	12.80	4.06	2.53	2.40
\$200,001 - \$325,000	48	16.61%	5.28	12.92	4.47	4.20	2.40
\$325,001 - \$575,000	40	13.84%	26.67	72.00	14.40	13.71	32.00
\$575,001 and up	29	10.03%	34.80	29.14	0.00	12.00	48.00
Market Supply of Inventory (MSI)	6.00			10.13	4.13	3.85	10.59
Total Active Inventory by Units	289	100%	6.00	141	98	35	15

February 2019

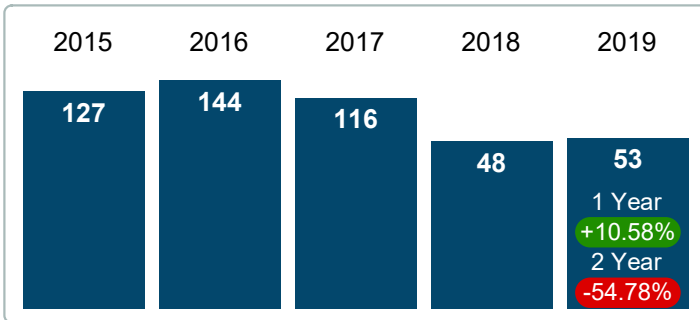
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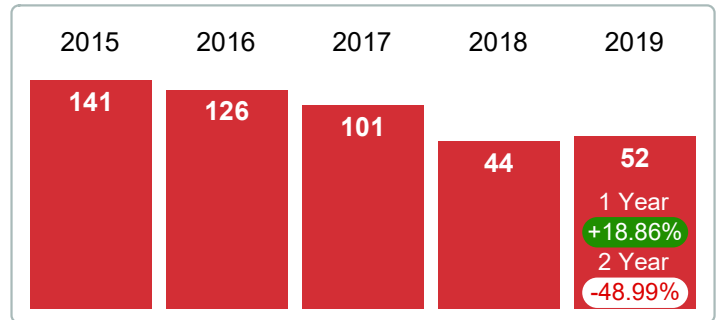
AVERAGE DAYS ON MARKET TO SALE

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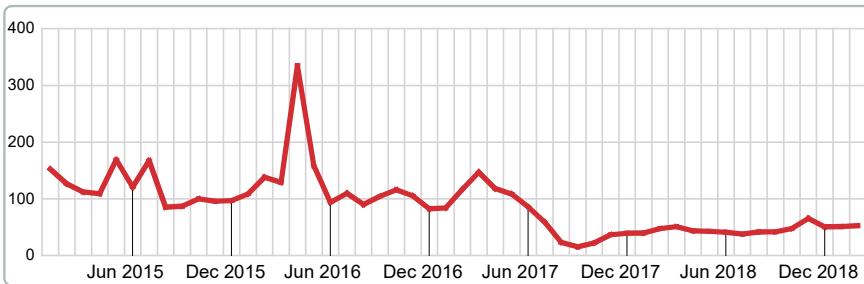
FEBRUARY



YEAR TO DATE (YTD)

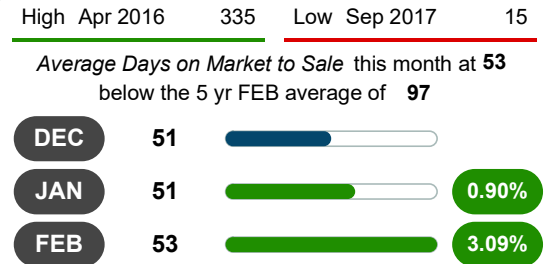


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 97



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
\$25,000 and less	6.90%	90	90	0	0	0
\$25,001 - \$50,000	6.90%	58	80	35	0	0
\$50,001 - \$75,000	13.79%	46	56	13	0	0
\$75,001 - \$150,000	27.59%	52	49	63	1	0
\$150,001 - \$275,000	20.69%	63	0	76	50	0
\$275,001 - \$300,000	6.90%	31	30	31	0	0
\$300,001 and up	17.24%	40	33	0	1	133
Average Closed DOM		53	56	56	26	133
Total Closed Units	100%	52.7	11	11	6	1
Total Closed Volume		4,472,281	1.47M	1.39M	1.30M	314.00K

February 2019

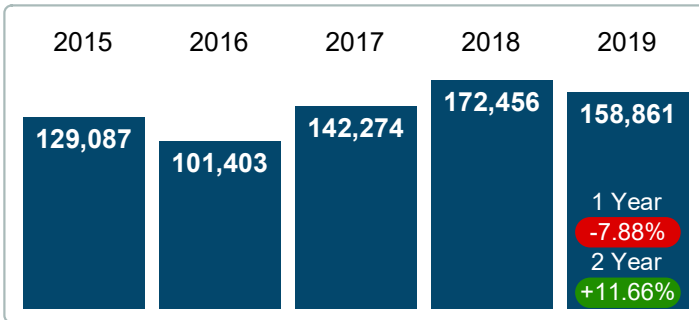
Area Delimited by County Of Bryan



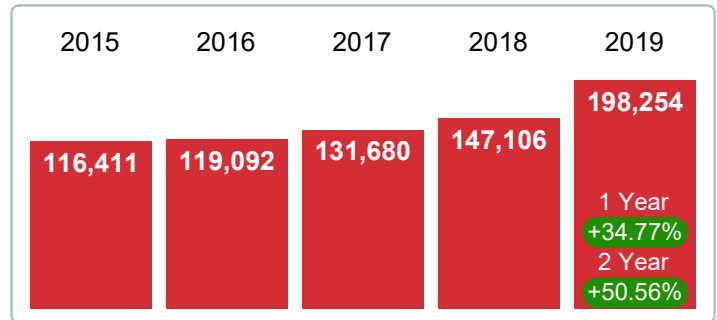
AVERAGE LIST PRICE AT CLOSING

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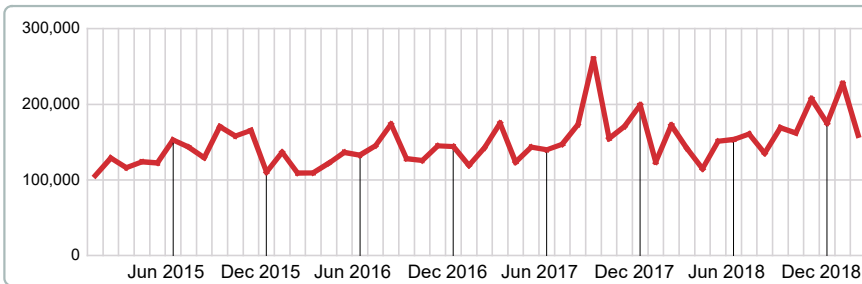
FEBRUARY



YEAR TO DATE (YTD)

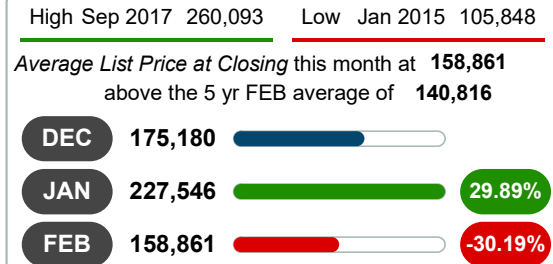


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 140,816



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
\$25,000 and less	3.45%	16,000	22,950	0	0	0
\$25,001 - \$50,000	10.34%	35,100	35,500	39,900	0	0
\$50,001 - \$75,000	10.34%	64,667	71,833	55,000	0	0
\$75,001 - \$150,000	27.59%	90,150	112,000	100,140	85,000	0
\$150,001 - \$275,000	24.14%	189,877	0	194,333	193,713	0
\$275,001 - \$300,000	6.90%	289,900	299,900	279,900	0	0
\$300,001 and up	17.24%	332,303	362,000	0	311,759	314,000
Average List Price		158,861	140,436	132,591	214,943	314,000
Total Closed Units	100%	158,861	11	11	6	1
Total Closed Volume		4,606,957	1.54M	1.46M	1.29M	314.00K

February 2019

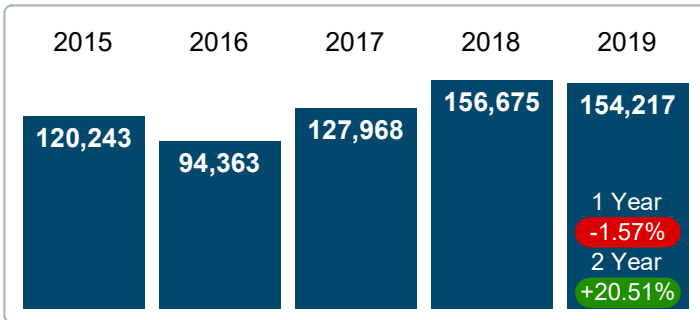
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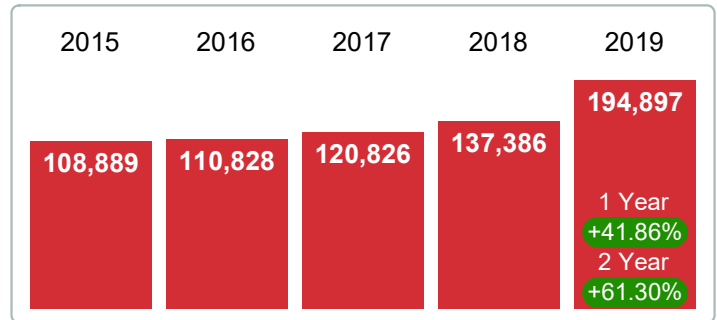
AVERAGE SOLD PRICE AT CLOSING

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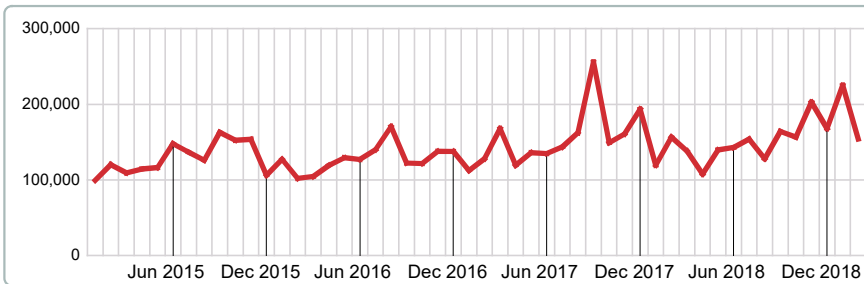
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

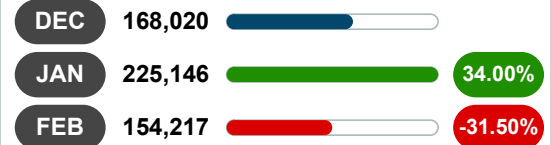


3 MONTHS

5 year FEB AVG = 130,693

High Sep 2017 255,861 Low Jan 2015 99,428

Average Sold Price at Closing this month at **154,217**
above the 5 yr FEB average of **130,693**



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
\$25,000 and less	6.90%	16,250	16,250	0	0	0
\$25,001 - \$50,000	6.90%	33,250	35,000	31,500	0	0
\$50,001 - \$75,000	13.79%	63,500	66,333	55,000	0	0
\$75,001 - \$150,000	27.59%	92,419	88,725	94,980	87,000	0
\$150,001 - \$275,000	20.69%	190,077	0	182,667	197,487	0
\$275,001 - \$300,000	6.90%	288,950	300,000	277,900	0	0
\$300,001 and up	17.24%	332,314	362,000	0	311,786	314,000
Average Sold Price		154,217	133,450	126,118	217,172	314,000
Total Closed Units	100%	154,217	11	11	6	1
Total Closed Volume		4,472,281	1.47M	1.39M	1.30M	314.00K

February 2019

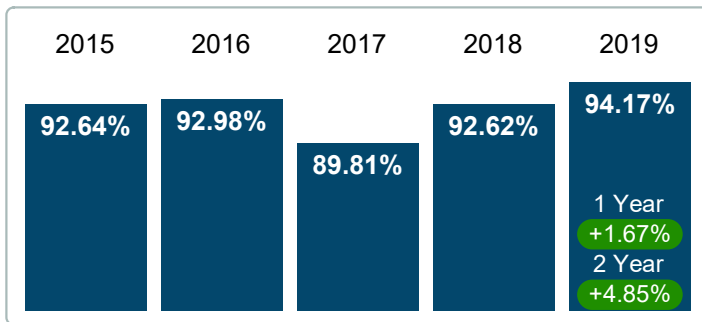
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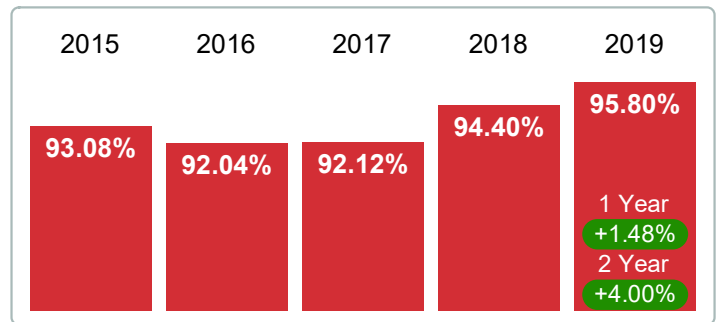
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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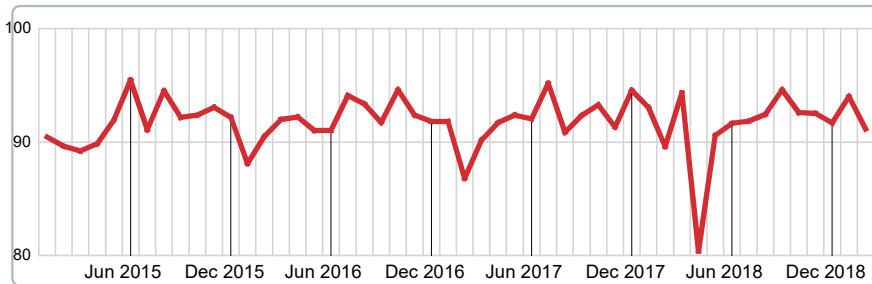
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

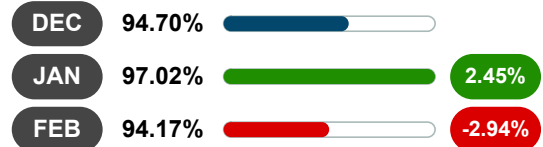


3 MONTHS

5 year FEB AVG = 92.44%

High Jun 2015 98.47% Low Apr 2018 83.41%

Average Sold/List Ratio this month at **94.17%**
above the 5 yr FEB average of **92.44%**



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
\$25,000 and less	<div style="width: 20%;"></div> 2	6.90%	72.51%	72.51%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	<div style="width: 20%;"></div> 2	6.90%	88.77%	98.59%	78.95%	0.00%	0.00%
\$50,001 - \$75,000	<div style="width: 40%;"></div> 4	13.79%	94.03%	92.04%	100.00%	0.00%	0.00%
\$75,001 - \$150,000	<div style="width: 80%;"></div> 8	27.59%	92.85%	81.22%	95.61%	102.35%	0.00%
\$150,001 - \$275,000	<div style="width: 60%;"></div> 6	20.69%	98.35%	0.00%	94.88%	101.81%	0.00%
\$275,001 - \$300,000	<div style="width: 20%;"></div> 2	6.90%	99.66%	100.03%	99.29%	0.00%	0.00%
\$300,001 and up	<div style="width: 50%;"></div> 5	17.24%	100.00%	100.00%	0.00%	100.01%	100.00%
Average Sold/List Ratio		94.20%		89.29%	94.63%	101.30%	100.00%
Total Closed Units		29	100%	11	11	6	1
Total Closed Volume		4,472,281		1.47M	1.39M	1.30M	314.00K

February 2019

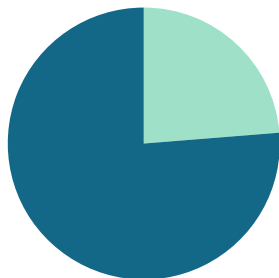
Area Delimited by County Of Bryan



MARKET SUMMARY

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

INVENTORY

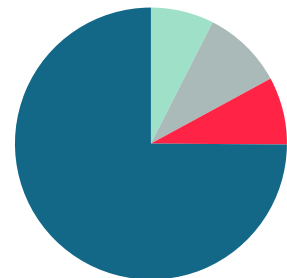


Inventory
 New Listings
83 = 23.71%
 Start Inventory
267
 Total Inventory Units
350
 Volume
\$102,469,532

Market Activity

Closed Sales
29 = 7.51%
 Pending Sales
37 = 9.59%
 Other Off Market
31 = 8.03%
 Active Inventory
289 = 74.87%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	26	29	11.54%	54	68	25.93%
Pending Sales	31	37	19.35%	76	74	-2.63%
New Listings	62	83	33.87%	162	158	-2.47%
Average List Price	172,456	158,861	-7.88%	147,106	198,254	34.77%
Average Sale Price	156,675	154,217	-1.57%	137,386	194,897	41.86%
Average Percent of Selling Price to List Price	92.62%	94.17%	1.67%	94.40%	95.80%	1.48%
Average Days on Market to Sale	47.62	52.66	10.58%	43.54	51.75	18.86%
Monthly Inventory	319	289	-9.40%	319	289	-9.40%
Months Supply of Inventory	9.38	6.00	-36.05%	9.38	6.00	-36.05%

Absorption: Last 12 months, an Average of **48** Sales/Month

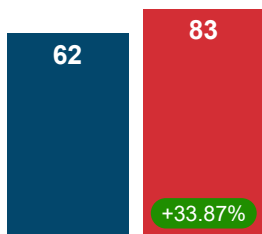
Inventory on February 28, 2019 = **289**

2018 **2019**

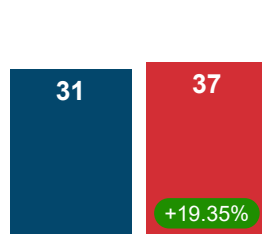
FEBRUARY MARKET

AVERAGE PRICES

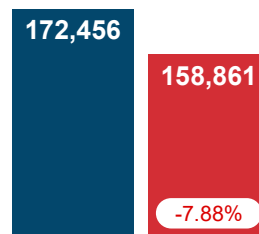
New Listings



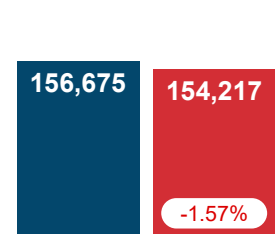
Pending Listings



List Price



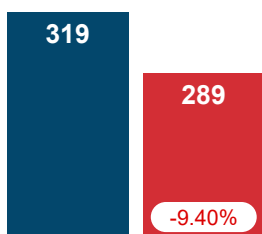
Sale Price



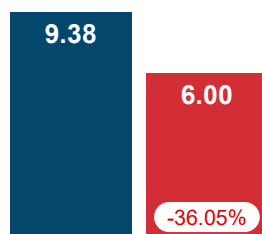
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

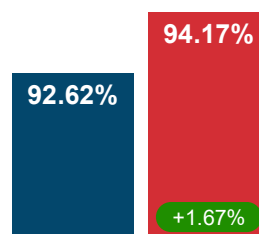
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

