

July 2019

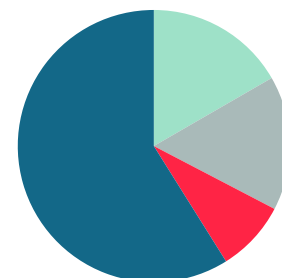
Area Delimited by County Of Bryan



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 12, 2019 for MLS Technology Inc.

Compared Metrics	2018	July 2019	+/-%
Closed Listings	76	73	-3.95%
Pending Listings	44	70	59.09%
New Listings	73	97	32.88%
Average List Price	160,818	292,630	81.96%
Average Sale Price	154,055	283,987	84.34%
Average Percent of Selling Price to List Price	94.86%	95.78%	0.97%
Average Days on Market to Sale	38.01	34.27	-9.84%
End of Month Inventory	330	258	-21.82%
Months Supply of Inventory	7.53	5.66	-24.82%



■ Closed (16.67%)
■ Pending (15.98%)
■ Other OffMarket (8.45%)
■ Active (58.90%)

Absorption: Last 12 months, an Average of **46** Sales/Month
Active Inventory as of July 31, 2019 = **258**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2019 decreased **21.82%** to 258 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 **5.66** 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 **84.34%** in July 2019 to \$283,987 versus the previous year at \$154,055.

Average Days on Market Shortens

The average number of **34.27** days that homes spent on the market before selling decreased by 3.74 days or **9.84%** in July 2019 compared to last year's same month at **38.01** DOM.

Sales Success for July 2019 is Positive

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

There were 97 New Listings in July 2019, up **32.88%** from last year at 73. Furthermore, there were 73 Closed Listings this month versus last year at 76, a **-3.95%** decrease.

Closed versus Listed trends yielded a **75.3%** ratio, down from previous year's, July 2018, at **104.1%**, a **27.71%** downswing. 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	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Average Days on Market to Sale	6
Average List Price at Closing	7
Average Sale Price at Closing	8
Average Percent of Selling Price to List Price	9
Market Summary	10

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

July 2019

Area Delimited by County Of Bryan

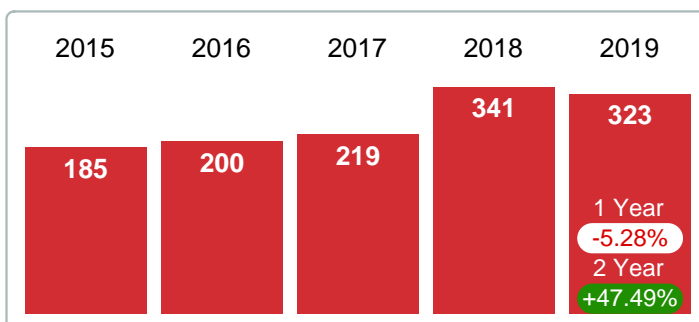
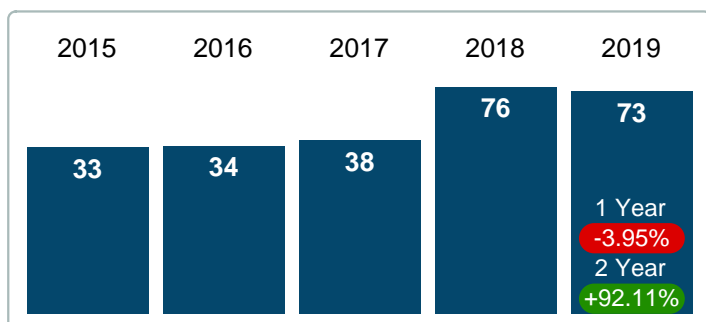


CLOSED LISTINGS

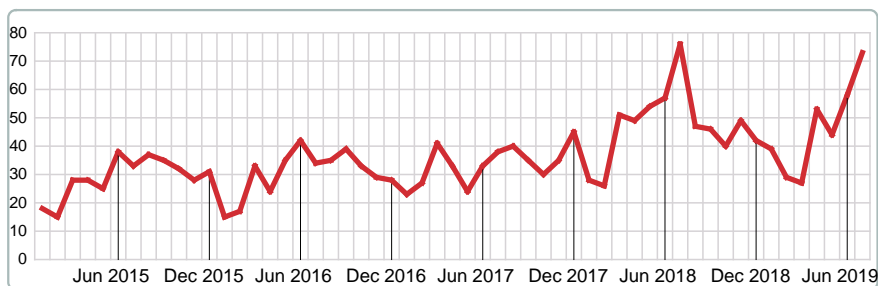
Report produced on Aug 12, 2019 for MLS Technology Inc.

JULY

YEAR TO DATE (YTD)

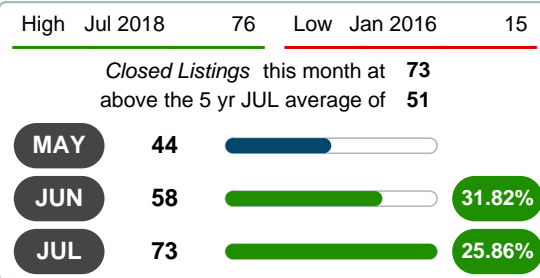


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 51



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	4	5.48%	42.3	3	1	0	0
\$25,001 - \$75,000	8	10.96%	25.1	5	3	0	0
\$75,001 - \$125,000	15	20.55%	47.0	7	8	0	0
\$125,001 - \$200,000	19	26.03%	18.8	1	14	3	1
\$200,001 - \$225,000	9	12.33%	33.9	0	7	2	0
\$225,001 - \$400,000	10	13.70%	53.0	0	4	5	1
\$400,001 and up	8	10.96%	29.4	2	0	5	1
Total Closed Units	73			18	37	15	3
Total Closed Volume	20,731,038	100%	34.3	7.75M	5.90M	6.14M	934.00K
Average Closed Price	\$283,987			\$430,656	\$159,560	\$409,433	\$311,333

July 2019

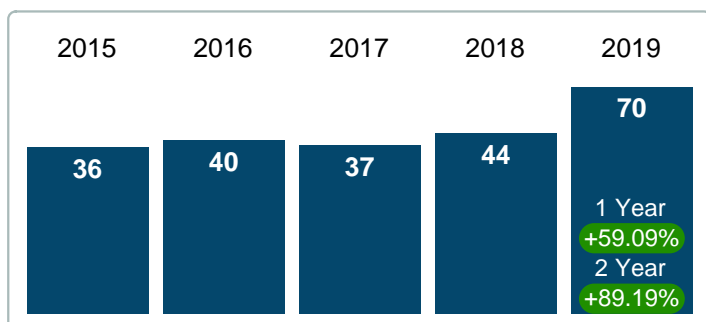
Area Delimited by County Of Bryan



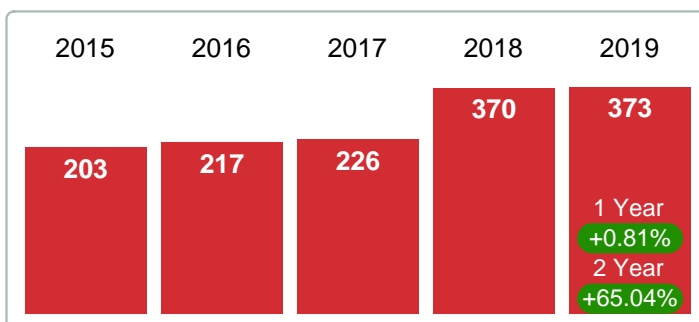
PENDING LISTINGS

Report produced on Aug 12, 2019 for MLS Technology Inc.

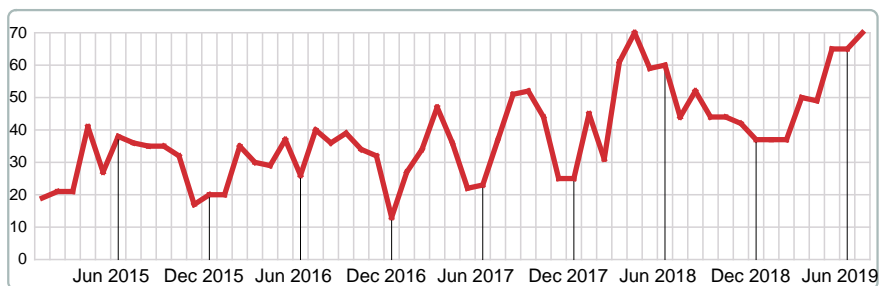
JULY



YEAR TO DATE (YTD)

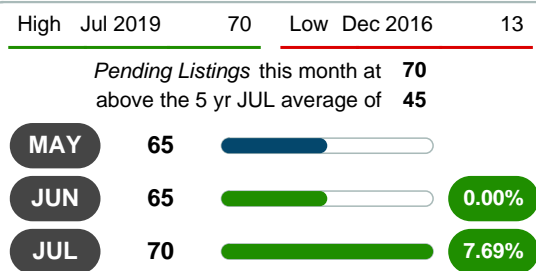


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 45



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	6	8.57%	57.5	4	2	0	0
\$50,001 - \$75,000	4	5.71%	45.8	2	2	0	0
\$75,001 - \$125,000	16	22.86%	42.1	8	7	0	1
\$125,001 - \$175,000	16	22.86%	9.3	2	11	3	0
\$175,001 - \$250,000	11	15.71%	48.8	3	4	3	1
\$250,001 - \$350,000	10	14.29%	54.8	0	6	4	0
\$350,001 and up	7	10.00%	45.3	4	2	1	0
Total Pending Units	70			23	34	11	2
Total Pending Volume	15,016,950	100%	25.5	4.65M	6.04M	4.03M	297.90K
Average Listing Price	\$336,776			\$202,051	\$177,611	\$366,645	\$148,950

July 2019



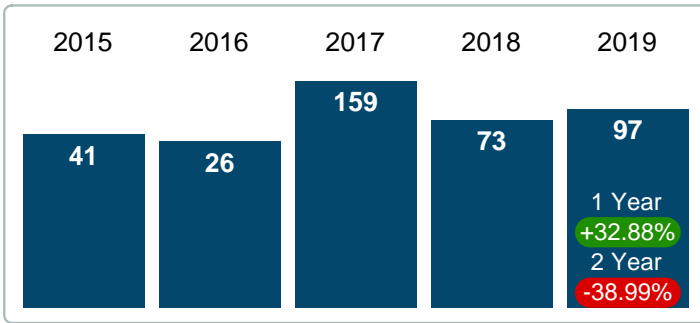
Area Delimited by County Of Bryan



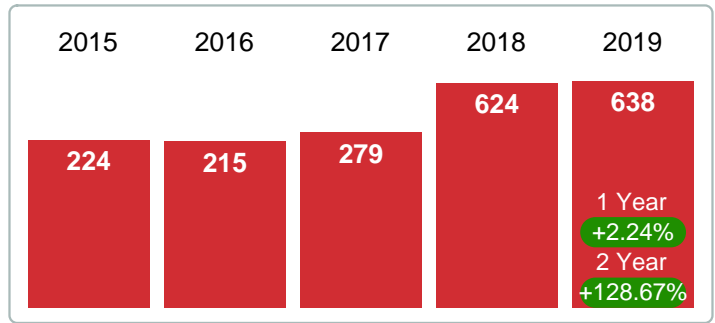
NEW LISTINGS

Report produced on Aug 12, 2019 for MLS Technology Inc.

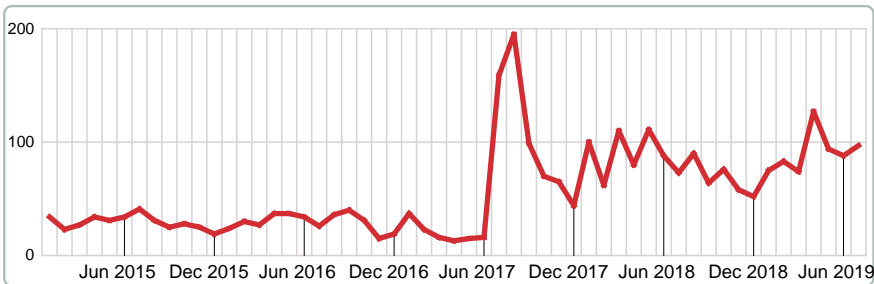
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 79

High Aug 2017 195 Low Apr 2017 13

New Listings this month at **97**
above the 5 yr JUL average of **79**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	6	6.19%	5	1	0	0
\$25,001 - \$75,000	11	11.34%	8	3	0	0
\$75,001 - \$100,000	13	13.40%	5	7	0	1
\$100,001 - \$175,000	30	30.93%	5	21	4	0
\$175,001 - \$225,000	13	13.40%	1	7	4	1
\$225,001 - \$550,000	15	15.46%	2	8	3	2
\$550,001 and up	9	9.28%	3	2	3	1
Total New Listed Units	97		29	49	14	5
Total New Listed Volume	21,318,618	100%	4.99M	8.55M	5.63M	2.15M
Average New Listed Listing Price	\$376,065		\$172,038	\$174,493	\$401,825	\$430,760

July 2019



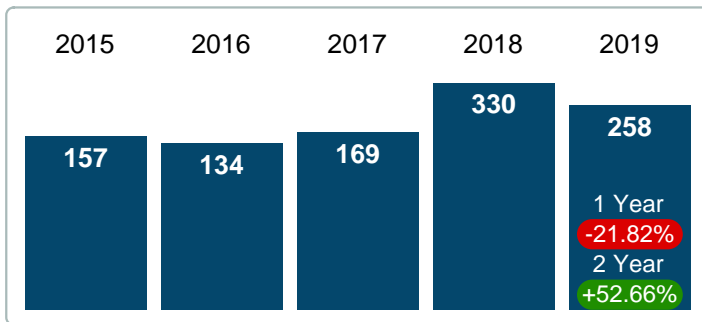
Area Delimited by County Of Bryan



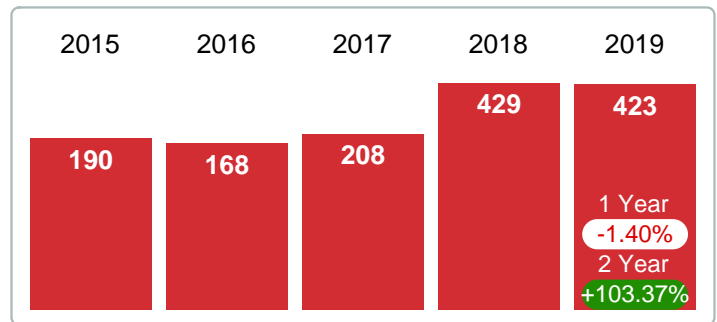
ACTIVE INVENTORY

Report produced on Aug 12, 2019 for MLS Technology Inc.

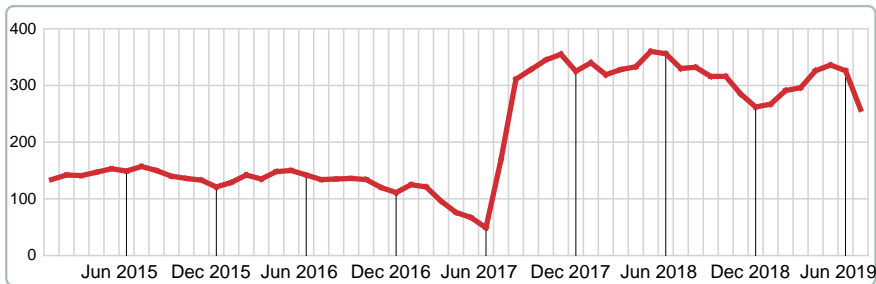
END OF JULY



ACTIVE DURING JULY

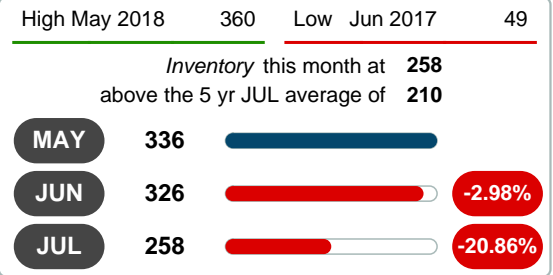


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 210



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	9	3.49%	46.2	9	0	0	0
\$25,001 - \$50,000	39	15.12%	98.1	38	1	0	0
\$50,001 - \$125,000	43	16.67%	68.3	19	21	1	2
\$125,001 - \$225,000	59	22.87%	69.0	16	34	9	0
\$225,001 - \$375,000	47	18.22%	79.1	13	19	14	1
\$375,001 - \$725,000	37	14.34%	84.0	13	10	5	9
\$725,001 and up	24	9.30%	113.2	18	3	1	2
Total Active Inventory by Units	258			126	88	30	14
Total Active Inventory by Volume	79,655,857	100%	80.6	37.73M	24.26M	9.77M	7.89M
Average Active Inventory Listing Price	\$308,744			\$299,468	\$275,698	\$325,631	\$563,750

July 2019



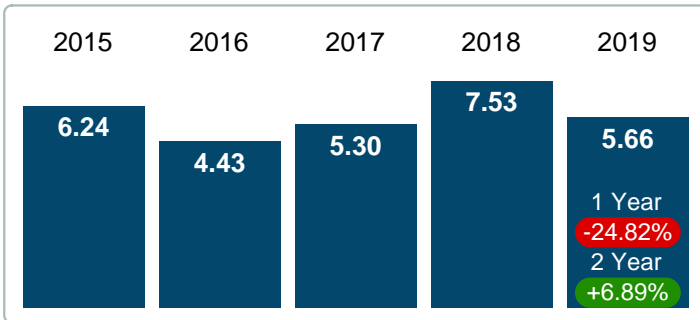
Area Delimited by County Of Bryan



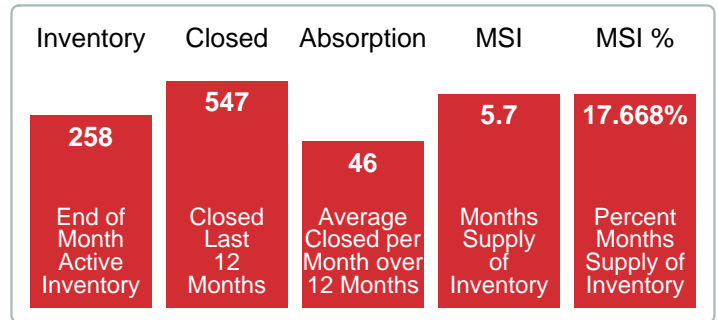
MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Aug 12, 2019 for MLS Technology Inc.

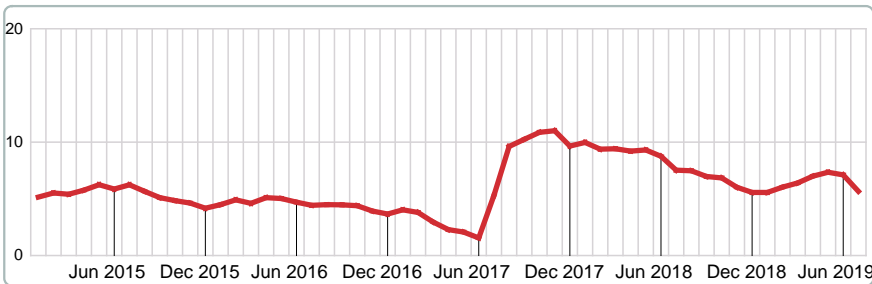
MSI FOR JULY



INDICATORS FOR JULY 2019

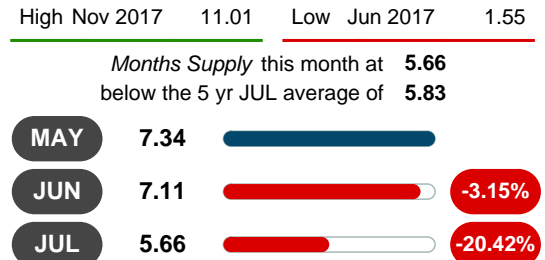


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 5.83



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	9	3.49%	3.86	4.32	0.00	0.00	0.00
\$25,001 - \$50,000	39	15.12%	13.00	21.71	1.00	0.00	0.00
\$50,001 - \$125,000	43	16.67%	3.69	3.80	3.94	0.75	0.00
\$125,001 - \$225,000	59	22.87%	2.88	10.11	2.40	2.08	0.00
\$225,001 - \$375,000	47	18.22%	8.42	22.29	6.91	9.33	1.33
\$375,001 - \$725,000	37	14.34%	17.76	15.60	60.00	5.45	54.00
\$725,001 and up	24	9.30%	57.60	54.00	0.00	12.00	0.00
Market Supply of Inventory (MSI)	5.66			10.36	3.72	3.56	10.50
Total Active Inventory by Units	258	100%	5.66	126	88	30	14

July 2019

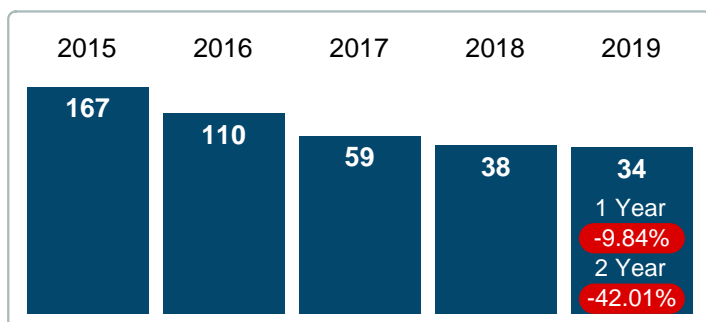
Area Delimited by County Of Bryan



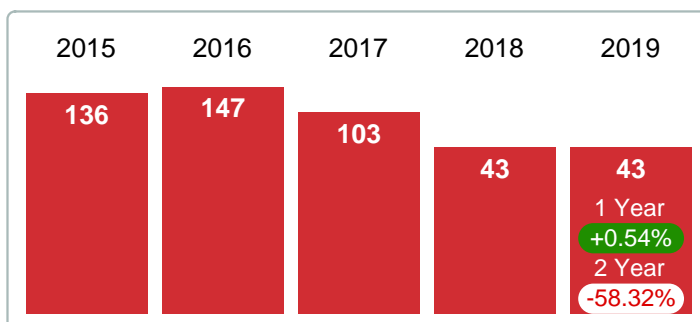
AVERAGE DAYS ON MARKET TO SALE

Report produced on Aug 12, 2019 for MLS Technology Inc.

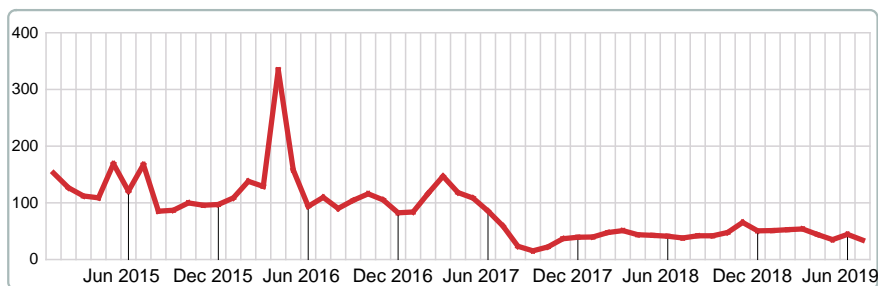
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

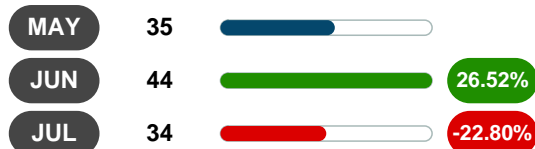


3 MONTHS

5 year JUL AVG = 82

High Apr 2016 335 Low Sep 2017 15

Average Days on Market to Sale this month at 34 below the 5 yr JUL average of 82



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	5.48%	42	56	1	0	0
\$25,001 - \$75,000	10.96%	25	36	8	0	0
\$75,001 - \$125,000	20.55%	47	78	20	0	0
\$125,001 - \$200,000	26.03%	19	70	17	14	2
\$200,001 - \$225,000	12.33%	34	0	22	75	0
\$225,001 - \$400,000	13.70%	53	0	54	62	4
\$400,001 and up	10.96%	29	3	0	38	40
Average Closed DOM		34	54	21	46	15
Total Closed Units	100%	34.3	18	37	15	3
Total Closed Volume		20,731,038	7.75M	5.90M	6.14M	934.00K

July 2019



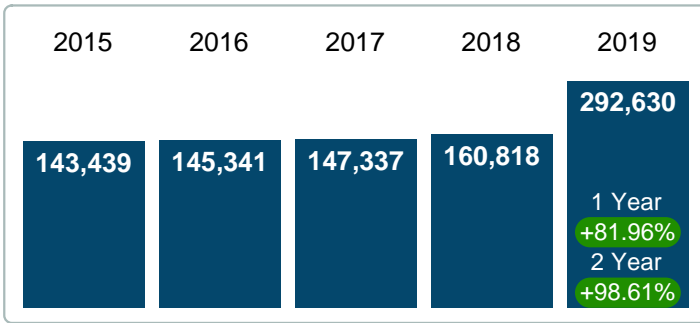
Area Delimited by County Of Bryan



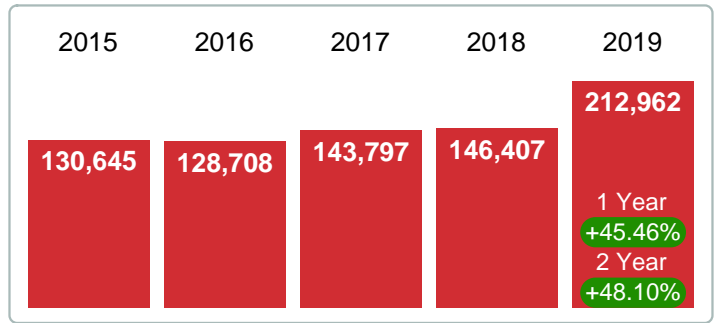
AVERAGE LIST PRICE AT CLOSING

Report produced on Aug 12, 2019 for MLS Technology Inc.

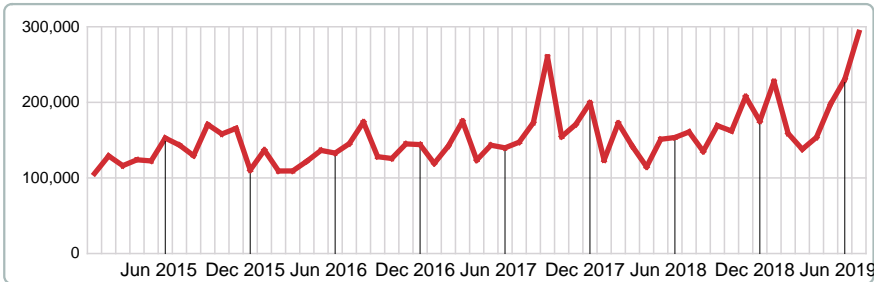
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

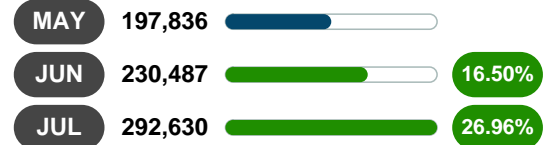


3 MONTHS

5 year JUL AVG = 177,913

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

Average List Price at Closing this month at **292,630**
above the 5 yr JUL average of **177,913**



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 4	5.48%	21,625	20,500	25,000	0	0
\$25,001 - \$75,000 8	10.96%	56,425	53,300	61,633	0	0
\$75,001 - \$125,000 14	19.18%	106,300	113,214	103,200	0	0
\$125,001 - \$200,000 20	27.40%	167,745	215,000	167,229	168,300	179,900
\$200,001 - \$225,000 7	9.59%	217,781	0	221,098	214,840	0
\$225,001 - \$400,000 12	16.44%	301,817	0	278,500	336,780	355,000
\$400,001 and up 8	10.96%	1,354,339	3,388,154	0	723,880	439,000
Average List Price		292,630	450,656	163,200	415,859	324,633
Total Closed Units	100%	292,630	18	37	15	3
Total Closed Volume		21,361,978	8.11M	6.04M	6.24M	973.90K

July 2019



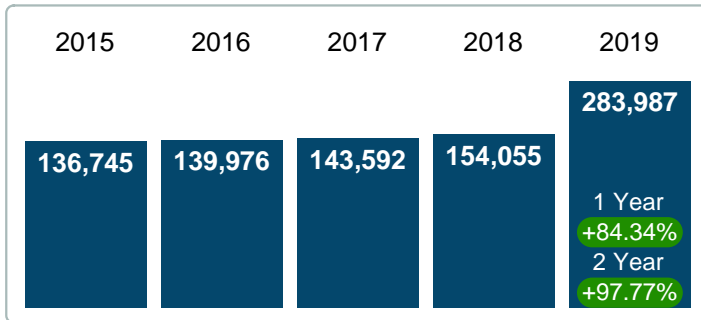
Area Delimited by County Of Bryan



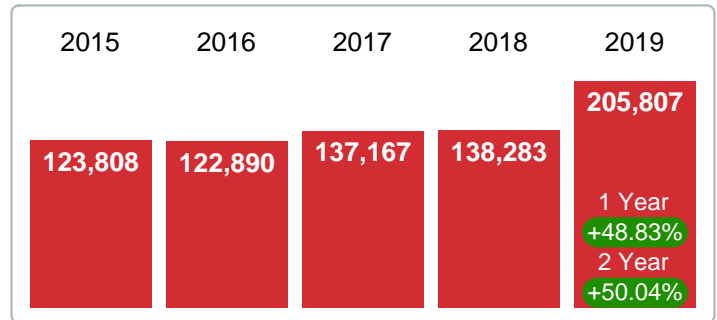
AVERAGE SOLD PRICE AT CLOSING

Report produced on Aug 12, 2019 for MLS Technology Inc.

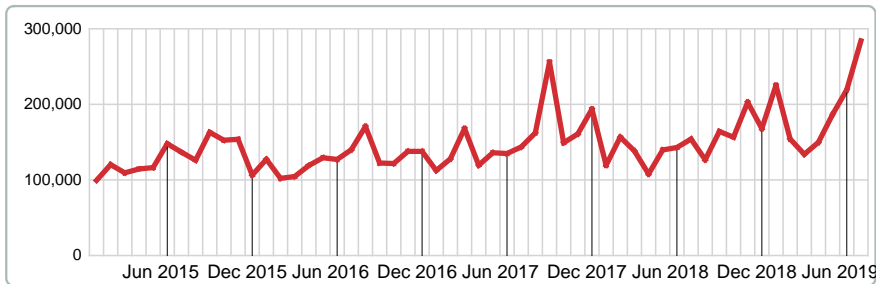
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

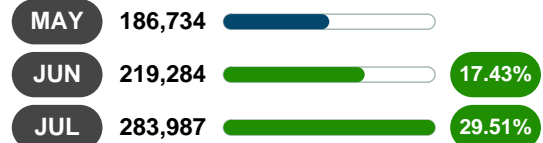


3 MONTHS

5 year JUL AVG = 171,671

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

Average Sold Price at Closing this month at **283,987** above the 5 yr JUL average of **171,671**



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	4	5.48%	19,750	18,000	25,000	0	
\$25,001 - \$75,000	8	10.96%	50,438	46,900	56,333	0	
\$75,001 - \$125,000	15	20.55%	100,293	101,714	99,050	0	
\$125,001 - \$200,000	19	26.03%	168,270	200,000	165,081	163,667	
\$200,001 - \$225,000	9	12.33%	214,411	0	215,743	209,750	
\$225,001 - \$400,000	10	13.70%	304,440	0	274,000	327,680	
\$400,001 and up	8	10.96%	1,321,614	3,275,654	0	718,520	
Average Sold Price		283,987		430,656	159,560	409,433	311,333
Total Closed Units		73	100%	283,987	18	37	15
Total Closed Volume		20,731,038			7.75M	5.90M	6.14M

July 2019



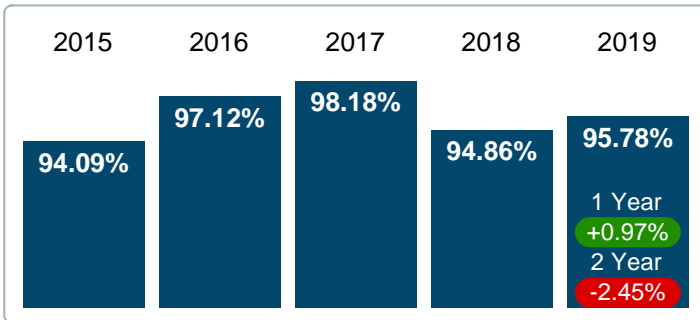
Area Delimited by County Of Bryan



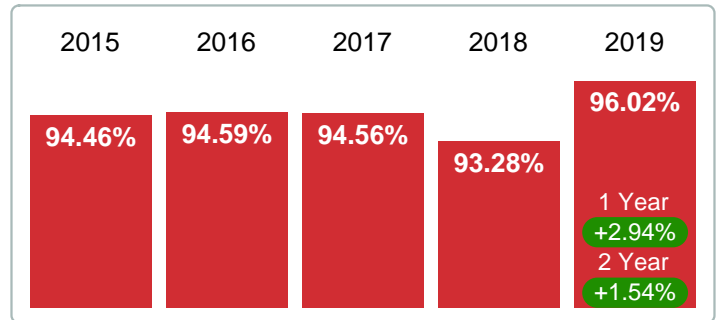
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 12, 2019 for MLS Technology Inc.

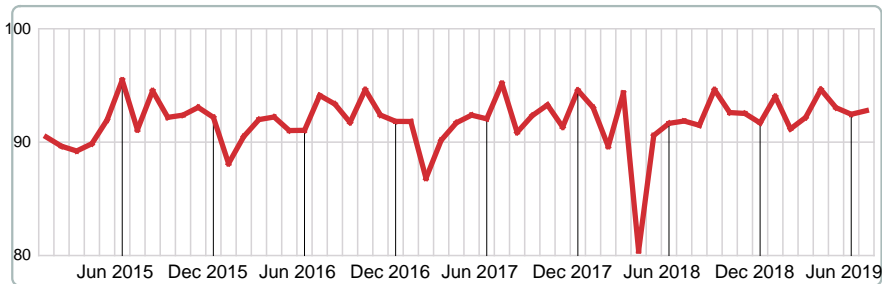
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

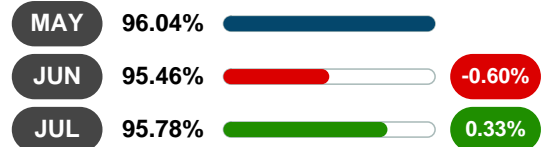


3 MONTHS

5 year JUL AVG = 96.01%

High Jun 2015 98.47% Low Apr 2018 83.41%

Average Sold/List Ratio this month at **95.78%** equal to 5 yr JUL average of **96.01%**



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	4	5.48%	91.67%	88.89%	100.00%	0.00%	0.00%
\$25,001 - \$75,000	8	10.96%	88.44%	86.54%	91.60%	0.00%	0.00%
\$75,001 - \$125,000	15	20.55%	93.60%	90.19%	96.59%	0.00%	0.00%
\$125,001 - \$200,000	19	26.03%	98.63%	93.02%	98.63%	97.26%	108.39%
\$200,001 - \$225,000	9	12.33%	97.72%	0.00%	97.74%	97.66%	0.00%
\$225,001 - \$400,000	10	13.70%	97.19%	0.00%	99.16%	97.58%	87.32%
\$400,001 and up	8	10.96%	98.52%	98.13%	0.00%	98.83%	97.72%
Average Sold/List Ratio		95.80%		90.00%	97.54%	97.95%	97.81%
Total Closed Units		73	100%	18	37	15	3
Total Closed Volume		20,731,038		7.75M	5.90M	6.14M	934.00K

July 2019

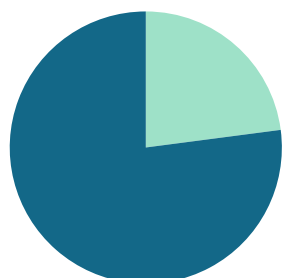
Area Delimited by County Of Bryan



MARKET SUMMARY

Report produced on Aug 12, 2019 for MLS Technology Inc.

INVENTORY

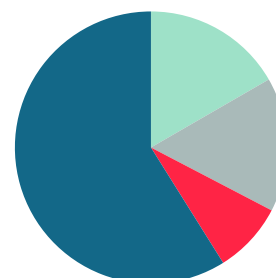


Inventory
 New Listings
97 = 22.93%
 Start Inventory
326
 Total Inventory Units
423
 Volume
\$120,281,077

Market Activity

Closed Sales
73 = 16.67%
 Pending Sales
70 = 15.98%
 Other Off Market
37 = 8.45%
 Active Inventory
258 = 58.90%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	76	73	-3.95%	341	323	-5.28%
Pending Sales	44	70	59.09%	370	373	0.81%
New Listings	73	97	32.88%	624	638	2.24%
Average List Price	160,818	292,630	81.96%	146,407	212,962	45.46%
Average Sale Price	154,055	283,987	84.34%	138,283	205,807	48.83%
Average Percent of Selling Price to List Price	94.86%	95.78%	0.97%	93.28%	96.02%	2.94%
Average Days on Market to Sale	38.01	34.27	-9.84%	42.90	43.13	0.54%
Monthly Inventory	330	258	-21.82%	330	258	-21.82%
Months Supply of Inventory	7.53	5.66	-24.82%	7.53	5.66	-24.82%

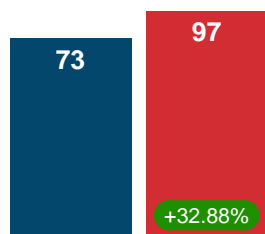
Absorption: Last 12 months, an Average of **46** Sales/Month

Inventory on July 31, 2019 = **258**

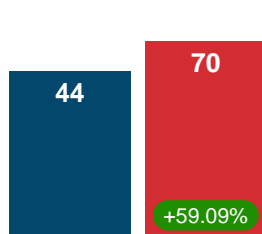
2018 **2019**

JULY MARKET

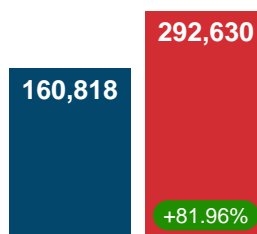
New Listings



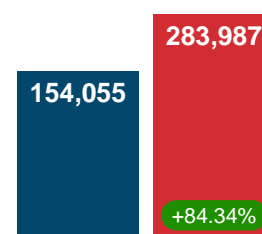
Pending Listings



List Price

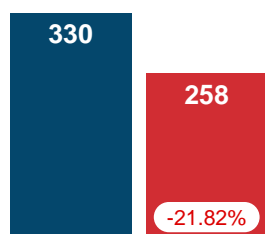


Sale Price

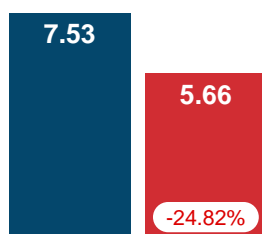


INVENTORY

Active Inventory

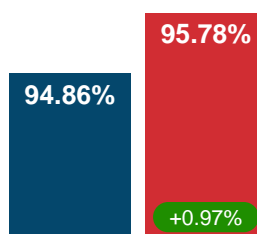


Monthly Supply of Inventory



AVERAGE SOLD/LIST RATIO & DOM

Sale/List Ratio



Days on Market

