

July 2019

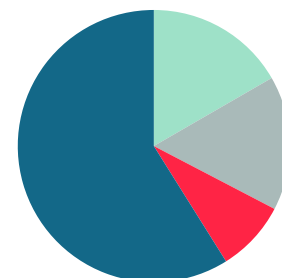
Area Delimited by County Of Bryan



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%
Median List Price	167,750	169,900	1.28%
Median Sale Price	160,717	162,000	0.80%
Median Percent of Selling Price to List Price	98.27%	98.35%	0.09%
Median Days on Market to Sale	24.50	15.00	-38.78%
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.

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 **0.80%** in July 2019 to \$162,000 versus the previous year at \$160,717.

Median Days on Market Shortens

The median number of **15.00** days that homes spent on the market before selling decreased by 9.50 days or **38.78%** in July 2019 compared to last year's same month at **24.50** DOM.

Sales Success for July 2019 is Positive

Overall, with Median 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.

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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

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Area Delimited by County Of Bryan

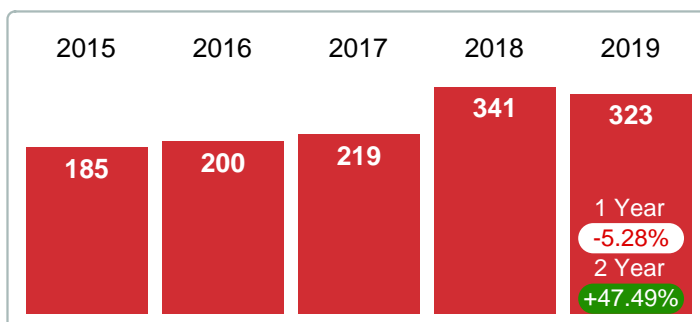
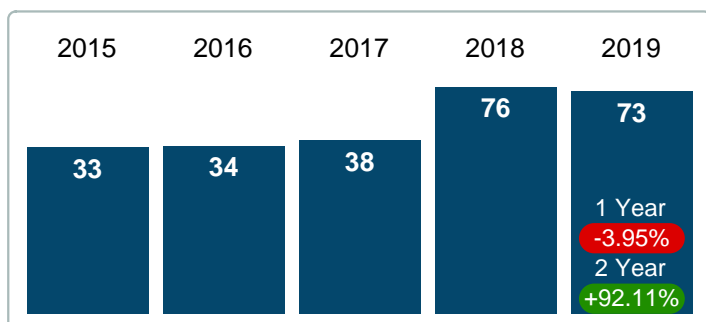


CLOSED LISTINGS

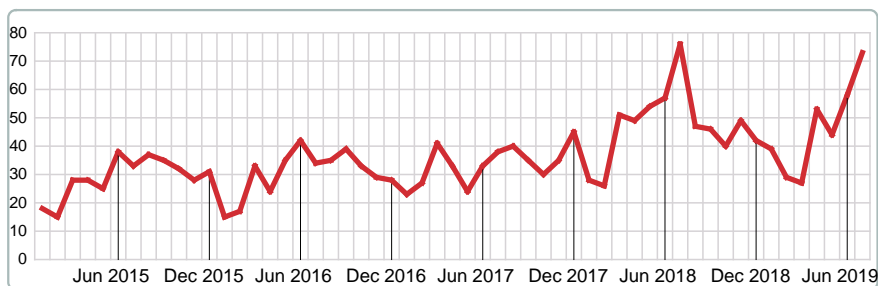
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JULY

YEAR TO DATE (YTD)

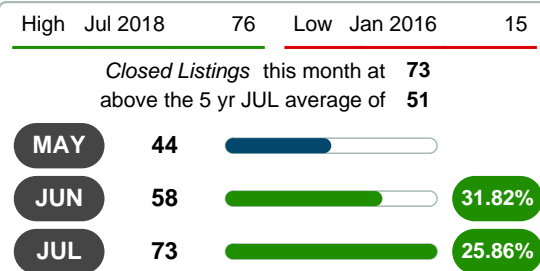


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 51



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	5.48%	2.5	3	1	0	0
\$25,001 - \$75,000	8	10.96%	10.5	5	3	0	0
\$75,001 - \$125,000	15	20.55%	9.0	7	8	0	0
\$125,001 - \$200,000	19	26.03%	6.0	1	14	3	1
\$200,001 - \$225,000	9	12.33%	15.0	0	7	2	0
\$225,001 - \$400,000	10	13.70%	47.5	0	4	5	1
\$400,001 and up	8	10.96%	10.0	2	0	5	1
Total Closed Units	73			18	37	15	3
Total Closed Volume	20,731,038	100%	15.0	7.75M	5.90M	6.14M	934.00K
Median Closed Price	\$162,000			\$81,500	\$160,000	\$351,500	\$310,000

July 2019



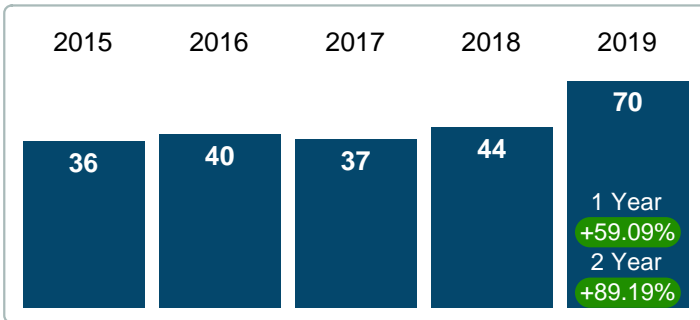
Area Delimited by County Of Bryan



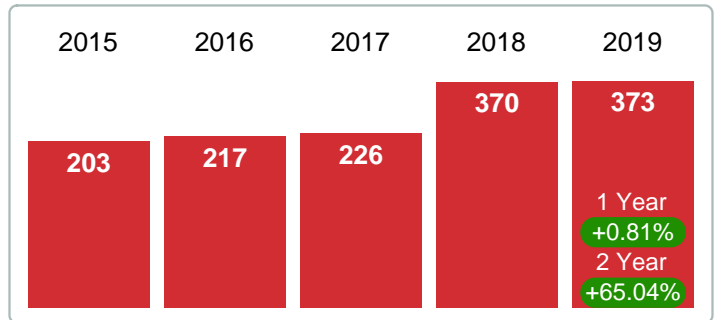
PENDING LISTINGS

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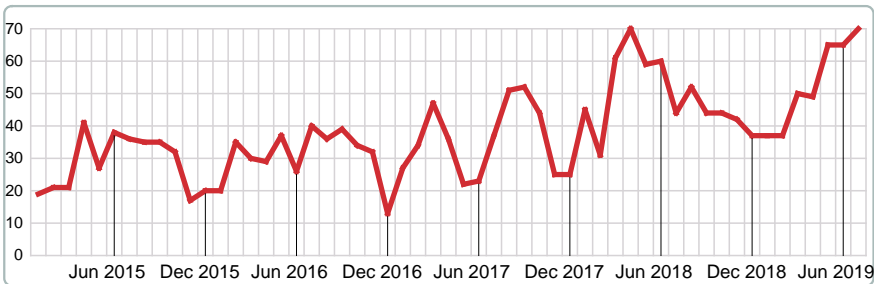
JULY



YEAR TO DATE (YTD)

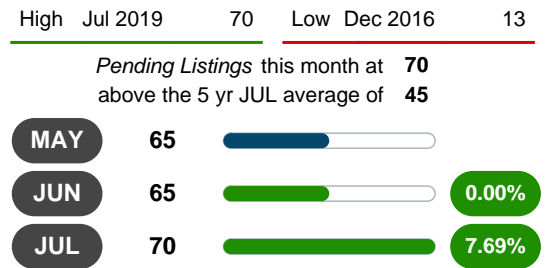


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 45



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	8.57%	35.5	4	2	0	0
\$50,001 - \$75,000	4	5.71%	44.0	2	2	0	0
\$75,001 - \$125,000	16	22.86%	36.0	8	7	0	1
\$125,001 - \$175,000	16	22.86%	6.5	2	11	3	0
\$175,001 - \$250,000	11	15.71%	40.0	3	4	3	1
\$250,001 - \$350,000	10	14.29%	48.5	0	6	4	0
\$350,001 and up	7	10.00%	36.0	4	2	1	0
Total Pending Units	70			23	34	11	2
Total Pending Volume	15,016,950	100%	28.0	4.65M	6.04M	4.03M	297.90K
Median Listing Price	\$158,250			\$112,031	\$158,250	\$219,000	\$148,950

July 2019



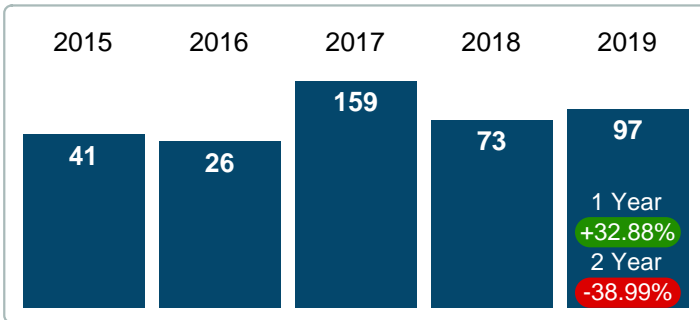
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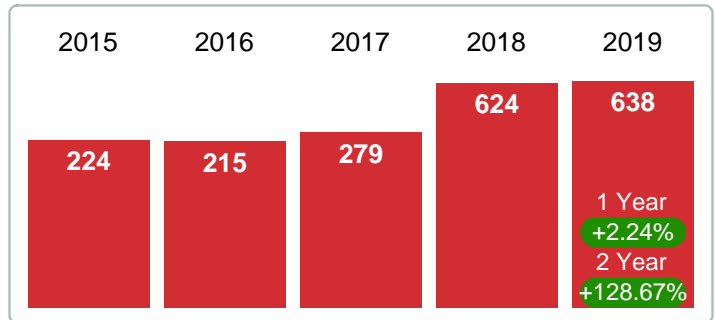
NEW LISTINGS

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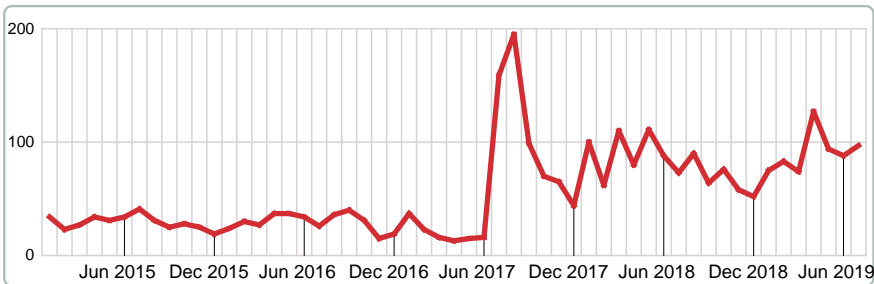
JULY



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
Median New Listed Listing Price	\$158,000		\$90,000	\$158,500	\$216,000	\$380,000

July 2019



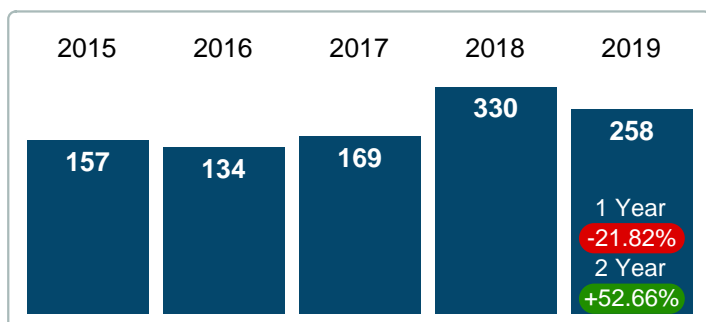
Area Delimited by County Of Bryan



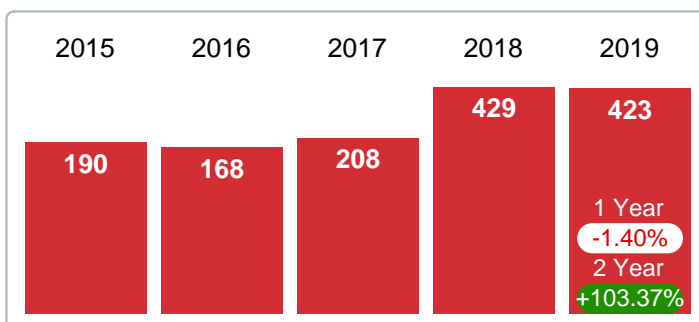
ACTIVE INVENTORY

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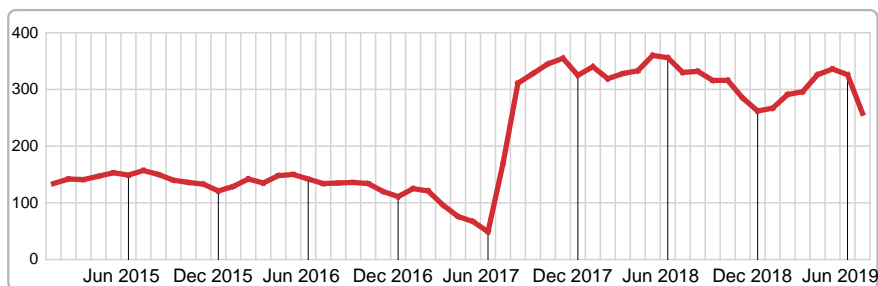
END OF JULY



ACTIVE DURING JULY

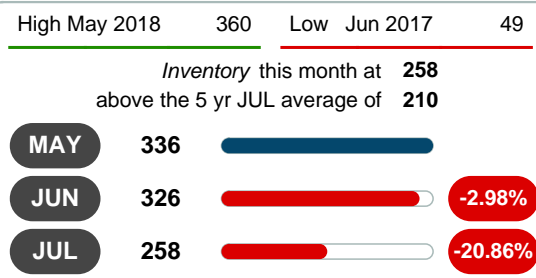


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 210



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	9	3.49%	34.0	9	0	0	0
\$25,001 - \$50,000	39	15.12%	86.0	38	1	0	0
\$50,001 - \$125,000	43	16.67%	56.0	19	21	1	2
\$125,001 - \$225,000	59	22.87%	58.0	16	34	9	0
\$225,001 - \$375,000	47	18.22%	78.0	13	19	14	1
\$375,001 - \$725,000	37	14.34%	84.0	13	10	5	9
\$725,001 and up	24	9.30%	121.0	18	3	1	2
Total Active Inventory by Units	258			126	88	30	14
Total Active Inventory by Volume	79,655,857	100%	77.0	37.73M	24.26M	9.77M	7.89M
Median Active Inventory Listing Price	\$181,750			\$107,500	\$183,982	\$265,950	\$461,750

July 2019



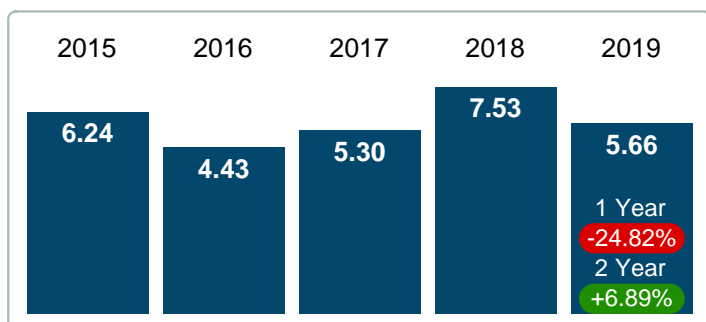
Area Delimited by County Of Bryan



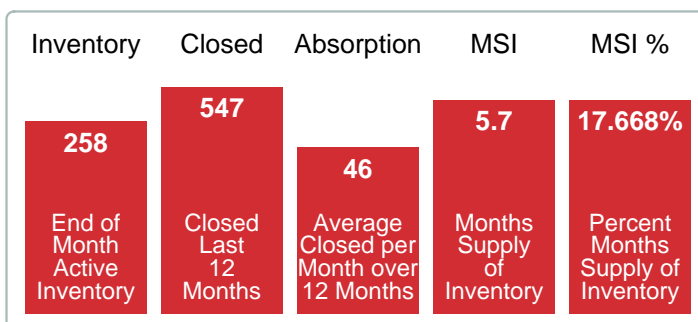
MONTHS SUPPLY of INVENTORY (MSI)

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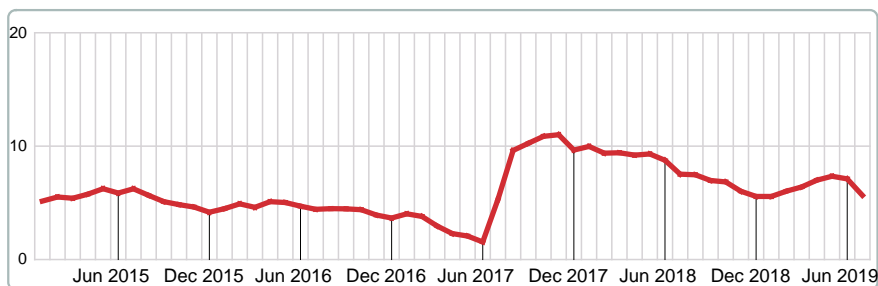
MSI FOR JULY



INDICATORS FOR JULY 2019

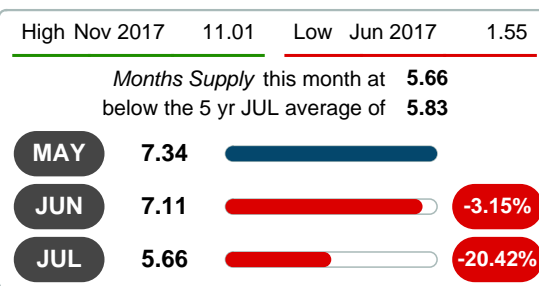


5 YEAR MARKET ACTIVITY TRENDS



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



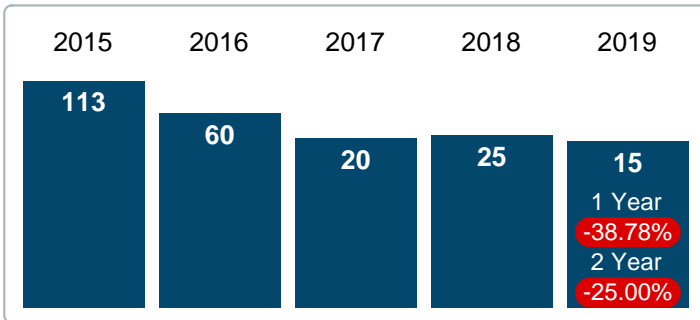
Area Delimited by County Of Bryan



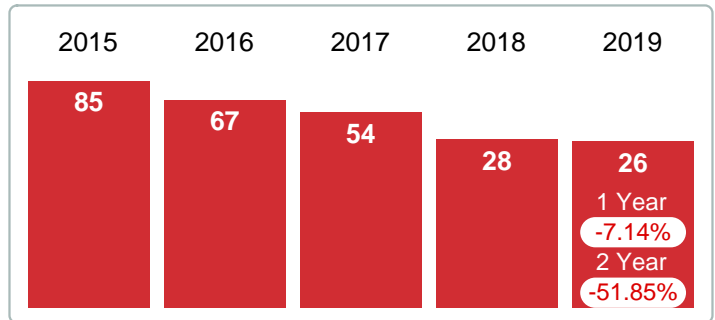
MEDIAN DAYS ON MARKET TO SALE

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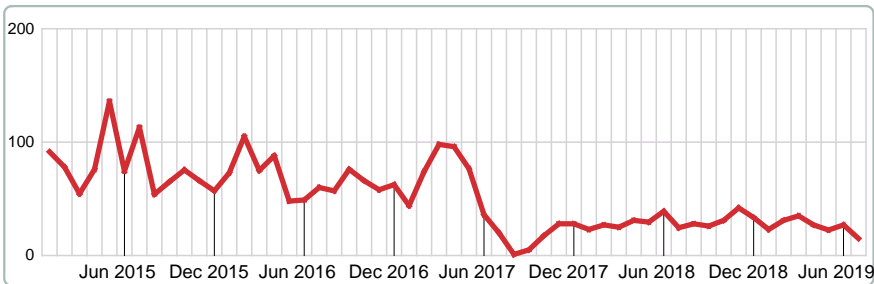
JULY



YEAR TO DATE (YTD)

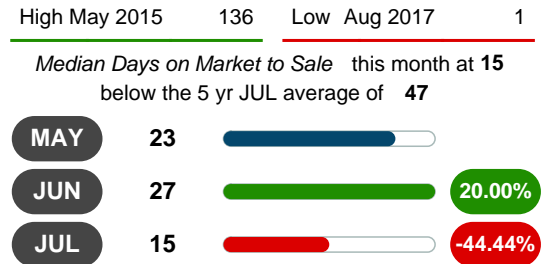


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 47



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
\$25,000 and less	5.48%	3	4	1	0	0
\$25,001 - \$75,000	10.96%	11	43	4	0	0
\$75,001 - \$125,000	20.55%	9	9	12	0	0
\$125,001 - \$200,000	26.03%	6	70	5	6	2
\$200,001 - \$225,000	12.33%	15	0	15	75	0
\$225,001 - \$400,000	13.70%	48	0	48	64	4
\$400,001 and up	10.96%	10	3	0	16	40
Median Closed DOM		15	8	15	27	4
Total Closed Units	100%	73	18	37	15	3
Total Closed Volume		20,731,038	7.75M	5.90M	6.14M	934.00K

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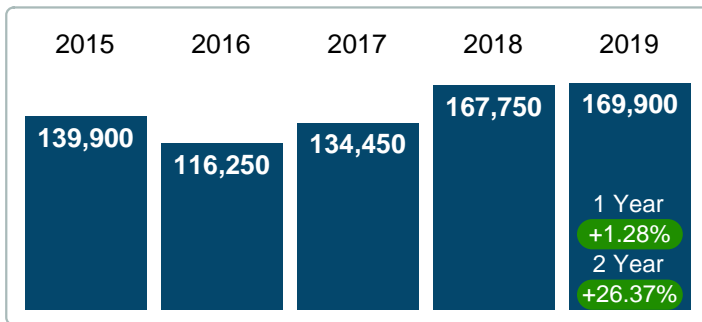
Area Delimited by County Of Bryan



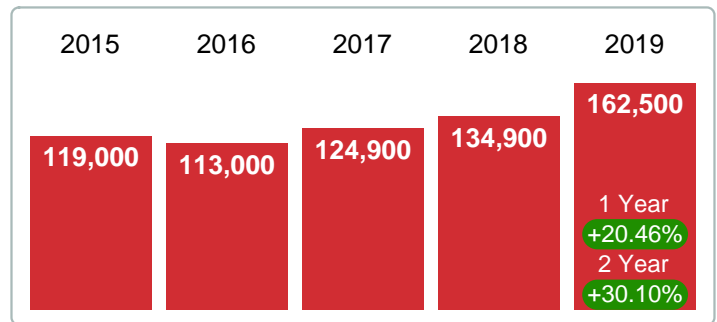
MEDIAN LIST PRICE AT CLOSING

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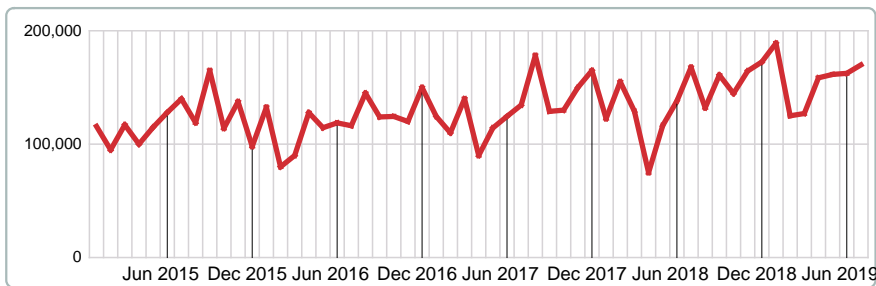
JULY



YEAR TO DATE (YTD)

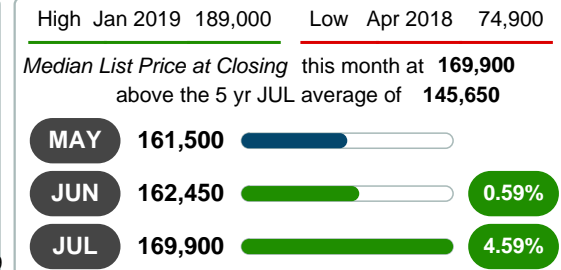


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 145,650



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
\$25,000 and less	4	5.48%	23,750	22,500	25,000	0	0
\$25,001 - \$75,000	8	10.96%	54,950	45,000	59,900	0	0
\$75,001 - \$125,000	14	19.18%	110,000	119,000	93,900	0	0
\$125,001 - \$200,000	20	27.40%	167,400	0	163,950	170,000	179,900
\$200,001 - \$225,000	7	9.59%	216,085	215,000	220,493	214,840	0
\$225,001 - \$400,000	12	16.44%	295,000	0	244,250	370,000	355,000
\$400,001 and up	8	10.96%	472,250	3,388,154	0	469,500	439,000
Median List Price			169,900	97,750	163,000	370,000	355,000
Total Closed Units		100%	169,900	18	37	15	3
Total Closed Volume			21,361,978	8.11M	6.04M	6.24M	973.90K

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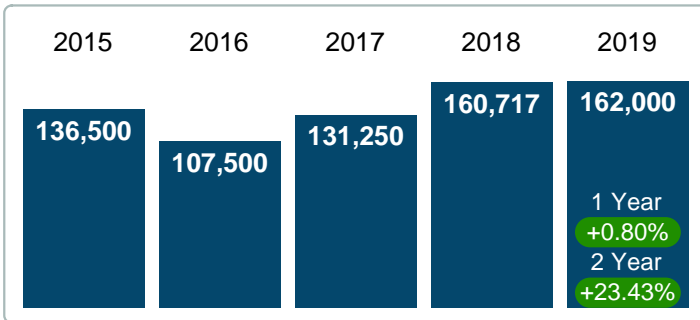
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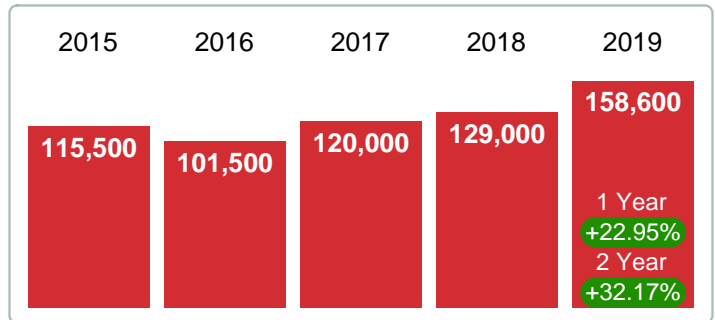
MEDIAN SOLD PRICE AT CLOSING

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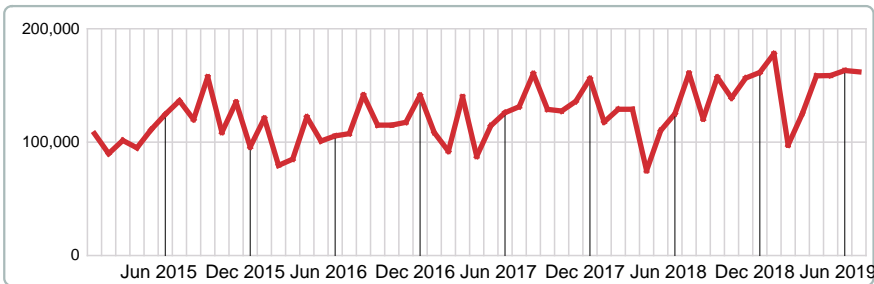
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

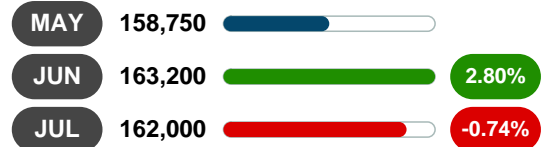


3 MONTHS

5 year JUL AVG = 139,593

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

Median Sold Price at Closing this month at **162,000** above the 5 yr JUL average of **139,593**



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
\$25,000 and less	4	5.48%	20,000	15,000	25,000	0	0
\$25,001 - \$75,000	8	10.96%	49,500	38,500	50,000	0	0
\$75,001 - \$125,000	15	20.55%	101,000	107,500	97,450	0	0
\$125,001 - \$200,000	19	26.03%	162,000	200,000	161,000	155,000	195,000
\$200,001 - \$225,000	9	12.33%	215,000	0	216,000	209,750	0
\$225,001 - \$400,000	10	13.70%	297,500	0	282,500	351,500	310,000
\$400,001 and up	8	10.96%	462,300	3,275,654	0	460,800	429,000
Median Sold Price			162,000	81,500	160,000	351,500	310,000
Total Closed Units		100%	73	18	37	15	3
Total Closed Volume			20,731,038	7.75M	5.90M	6.14M	934.00K

July 2019



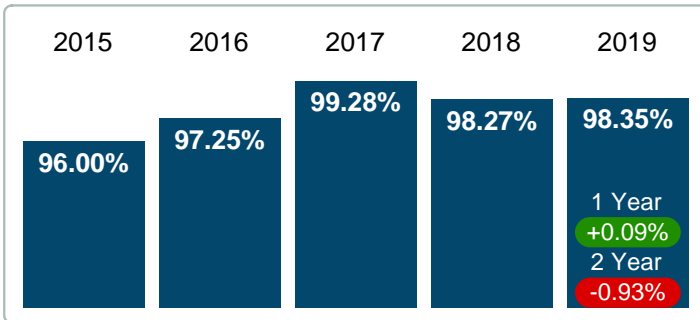
Area Delimited by County Of Bryan



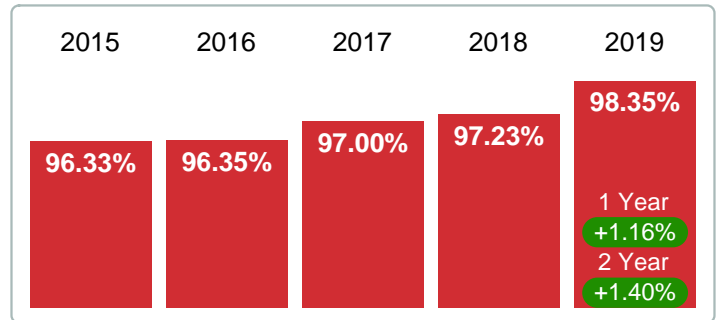
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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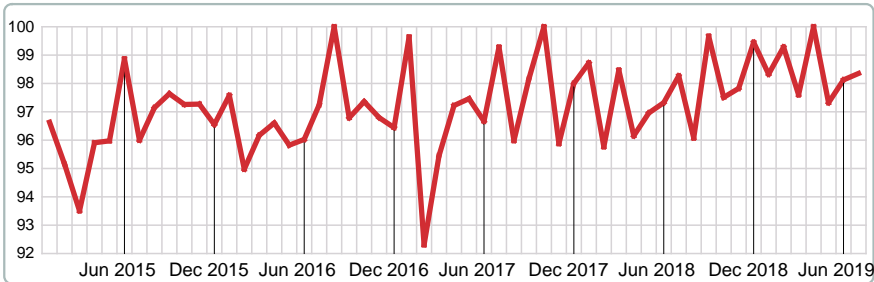
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

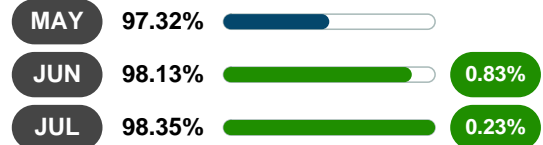


3 MONTHS

5 year JUL AVG = 97.83%

High Apr 2019 100.00% Low Feb 2017 92.31%

Median Sold/List Ratio this month at **98.35%**
equal to 5 yr JUL average of **97.83%**



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
\$25,000 and less	4	5.48%	100.00%	100.00%	100.00%	0.00%	0.00%
\$25,001 - \$75,000	8	10.96%	93.33%	93.33%	93.33%	0.00%	0.00%
\$75,001 - \$125,000	15	20.55%	96.47%	98.62%	95.43%	0.00%	0.00%
\$125,001 - \$200,000	19	26.03%	100.00%	93.02%	99.95%	100.07%	108.39%
\$200,001 - \$225,000	9	12.33%	98.76%	0.00%	98.76%	97.66%	0.00%
\$225,001 - \$400,000	10	13.70%	95.84%	0.00%	95.84%	98.93%	87.32%
\$400,001 and up	8	10.96%	98.57%	98.13%	0.00%	98.79%	97.72%
Median Sold/List Ratio		98.35%		95.23%	98.76%	98.93%	97.72%
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

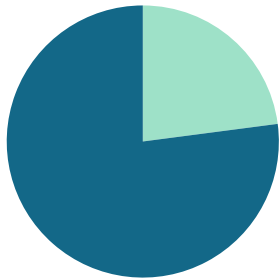
Area Delimited by County Of Bryan



MARKET SUMMARY

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

INVENTORY

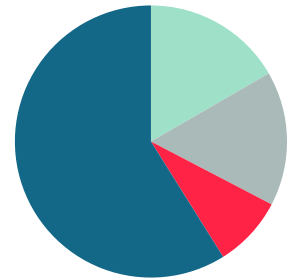


Inventory
 New Listings
97 = 22.93%
 Start Inventory
326
 Total Inventory Units
423
 Volume
\$120,281,077

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%
Median List Price	167,750	169,900	1.28%	134,900	162,500	20.46%
Median Sale Price	160,717	162,000	0.80%	129,000	158,600	22.95%
Median Percent of Selling Price to List Price	98.27%	98.35%	0.09%	97.23%	98.35%	1.16%
Median Days on Market to Sale	24.50	15.00	-38.78%	28.00	26.00	-7.14%
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

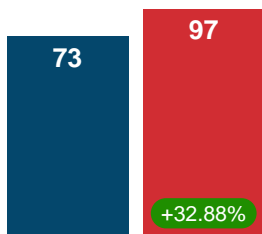
Inventory on July 31, 2019 = 258

2018 **2019**

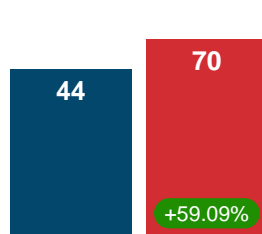
JULY MARKET

MEDIAN PRICES

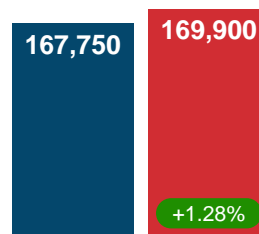
New Listings



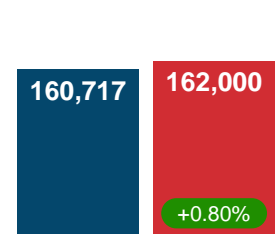
Pending Listings



List Price



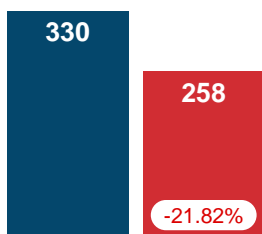
Sale Price



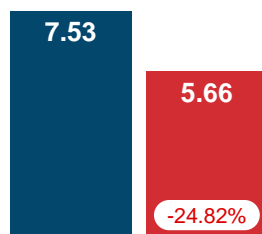
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

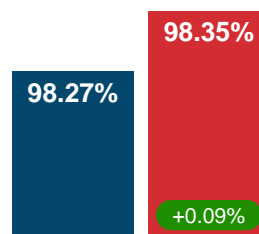
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

