



March 2019

Area Delimited by County Of Bryan

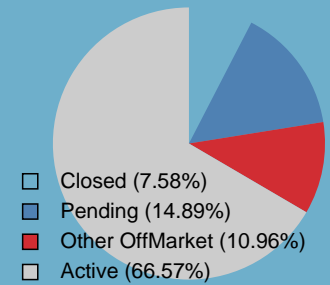


MONTHLY INVENTORY ANALYSIS

Report produced on Apr 15, 2019 for MLS Technology Inc.

Compared Metrics	March		
	2018	2019	+/-%
Closed Listings	51	27	-47.06%
Pending Listings	61	53	-13.11%
New Listings	110	74	-32.73%
Average List Price	141,700	137,923	-2.67%
Average Sale Price	138,333	133,916	-3.19%
Average Percent of List Price to Selling Price	97.34%	95.18%	-2.22%
Average Days on Market to Sale	50.98	53.93	5.78%
End of Month Inventory	327	237	-27.52%
Months Supply of Inventory	9.39	5.14	-45.22%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **46** Sales/Month
Active Inventory as of March 31, 2019 = **237**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2019 decreased **27.52%** to 237 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 **5.14** 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 **3.19%** in March 2019 to \$133,916 versus the previous year at \$138,333.

Average Days on Market Lengthens

The average number of **53.93** days that homes spent on the market before selling increased by 2.95 days or **5.78%** in March 2019 compared to last year's same month at **50.98** DOM.

Sales Success for March 2019 is Positive

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

There were 74 New Listings in March 2019, down **32.73%** from last year at 110. Furthermore, there were 27 Closed Listings this month versus last year at 51, a **-47.06%** decrease.

Closed versus Listed trends yielded a **36.5%** ratio, down from previous year's, March 2018, at **46.4%**, a **21.30%** 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?

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MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com



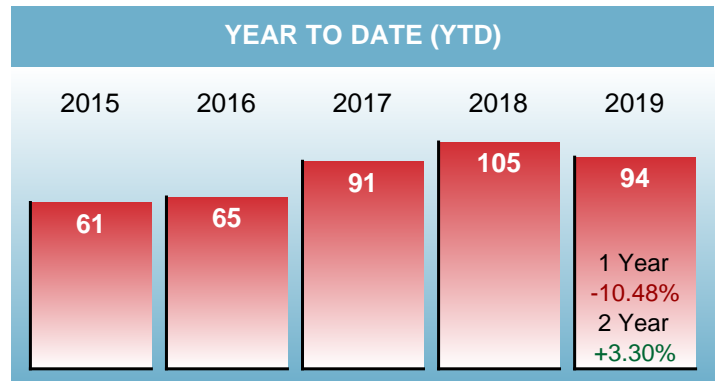
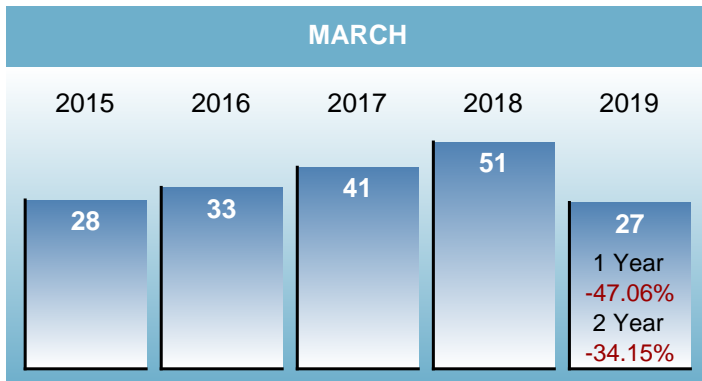
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CLOSED LISTINGS

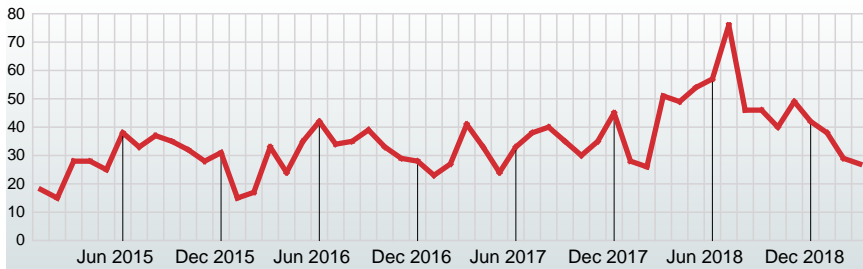
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 36

3 MONTHS



High

Jul 2018 = 76

Low

Jan 2016 = 15

Closed Listings this month at **27**, below the 5 yr MAR average of **36**

JAN 38

FEB 29
-23.68%

MAR 27
-6.90%

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	2	7.41%	59.5	1	1	0	0
\$30,001 - \$70,000	4	14.81%	64.3	1	3	0	0
\$70,001 - \$100,000	4	14.81%	49.3	2	2	0	0
\$100,001 - \$150,000	6	22.22%	25.7	1	5	0	0
\$150,001 - \$170,000	3	11.11%	60.0	2	1	0	0
\$170,001 - \$210,000	4	14.81%	82.8	0	3	1	0
\$210,001 and up	4	14.81%	54.5	1	0	3	0
Total Closed Units	27			8	15	4	0
Total Closed Volume	3,615,725	100%	53.9	1.02M	1.71M	891.90K	0.00B
Average Closed Price	\$133,916			\$126,991	\$113,860	\$222,975	\$0

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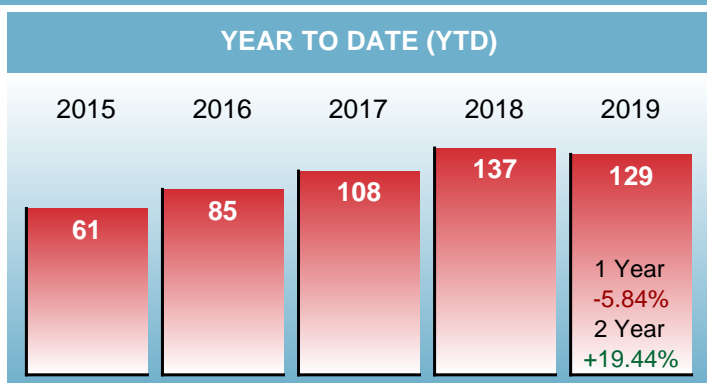
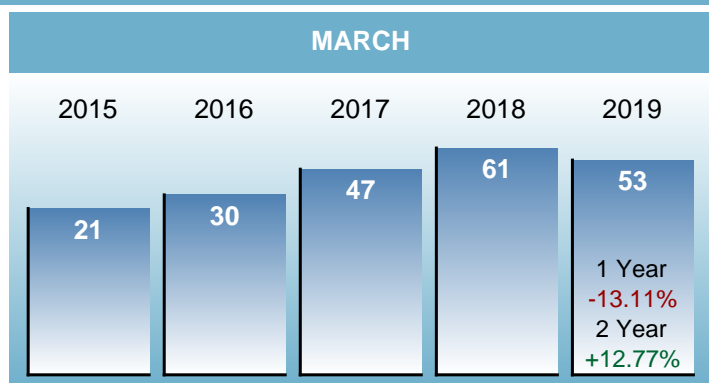
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PENDING LISTINGS

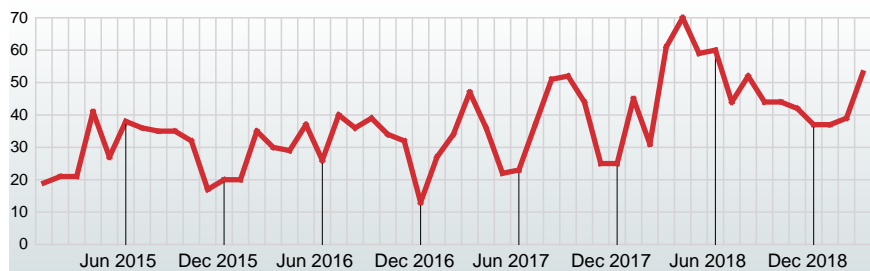
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 42

3 MONTHS



High
Apr 2018 = 70
Low
Dec 2016 = 13
Pending Listings
this month at **53**,
above the 5 yr MAR
average of **42**

JAN	37
FEB	39
MAR	53
5.41%	
35.90%	

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	5	9.43%	37.0	5	0	0	0
\$70,001 - \$90,000	6	11.32%	18.8	2	3	1	0
\$90,001 - \$130,000	6	11.32%	35.3	3	2	1	0
\$130,001 - \$180,000	16	30.19%	39.2	2	11	2	1
\$180,001 - \$200,000	6	11.32%	43.5	0	6	0	0
\$200,001 - \$240,000	8	15.09%	53.9	1	5	2	0
\$240,001 and up	6	11.32%	44.8	3	1	2	0
Total Pending Units	53			16	28	8	1
Total Pending Volume	9,251,725	100%	0.0	2.49M	5.07M	1.56M	134.00K
Average Listing Price	\$0			\$155,695	\$180,971	\$194,925	\$134,000

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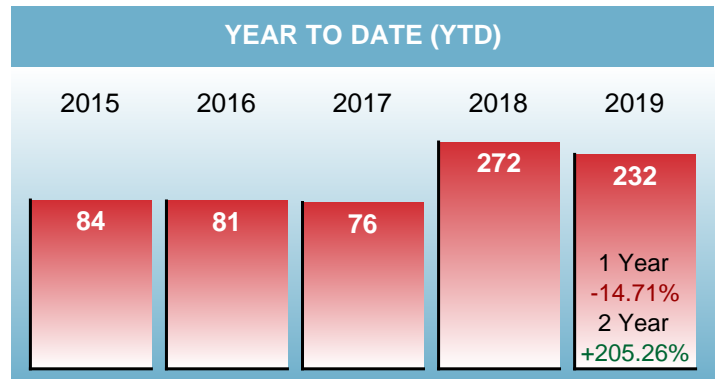
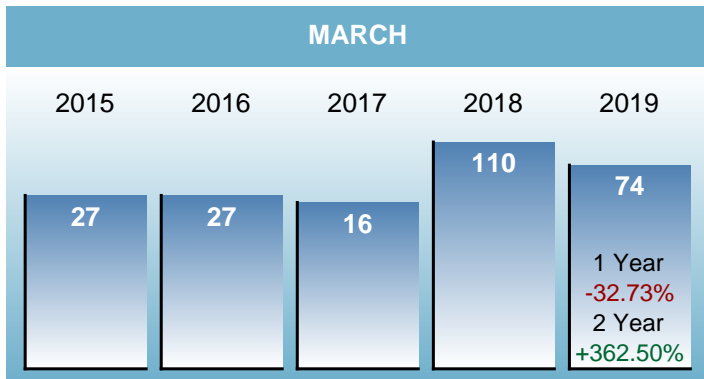
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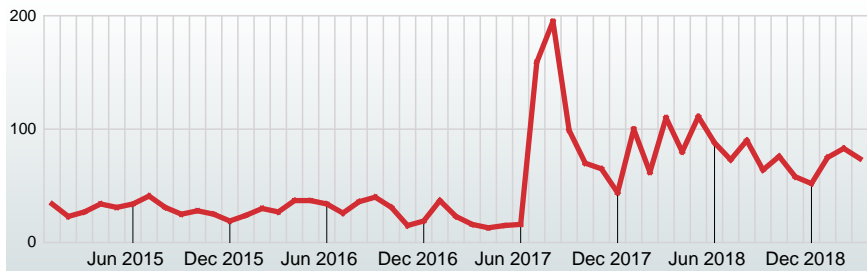
NEW LISTINGS

Report produced on Apr 15, 2019 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 51 **3 MONTHS**



High
Aug 2017 = 195
Low
Apr 2017 = 13
New Listings
this month at **74**,
above the 5 yr MAR
average of **51**

JAN	75
FEB	83
MAR	74
10.67%	
-10.84%	

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	7	9.46%	6	1	0	0
\$40,001 - \$90,000	8	10.81%	2	5	1	0
\$90,001 - \$140,000	11	14.86%	4	5	1	1
\$140,001 - \$190,000	20	27.03%	1	17	2	0
\$190,001 - \$290,000	12	16.22%	1	7	3	1
\$290,001 - \$540,000	9	12.16%	2	2	3	2
\$540,001 and up	7	9.46%	6	0	0	1
Total New Listed Units	74		22	37	10	5
Total New Listed Volume	18,833,167	100%	7.40M	6.26M	2.56M	2.62M
Average New Listed Listing Price	\$0		\$336,256	\$169,231	\$255,820	\$523,160

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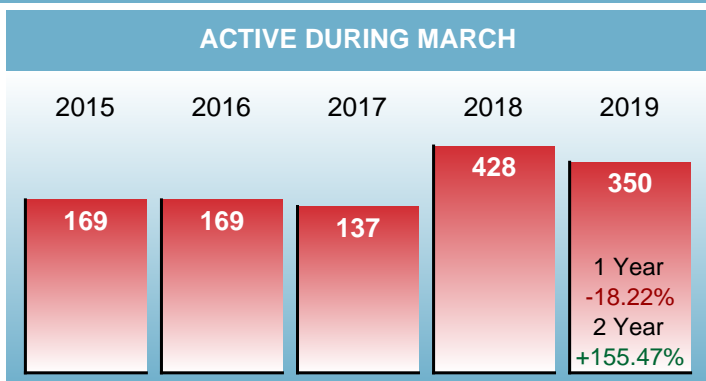
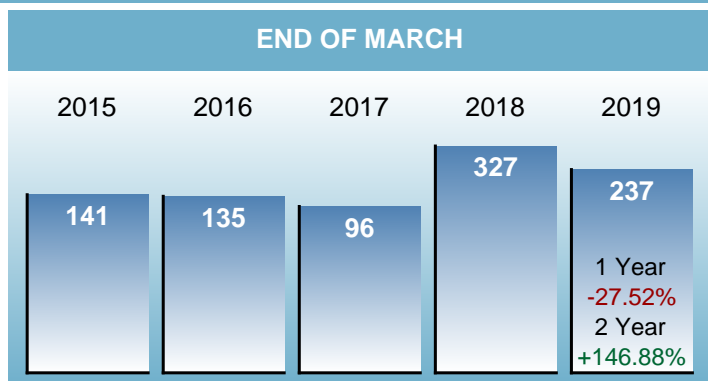
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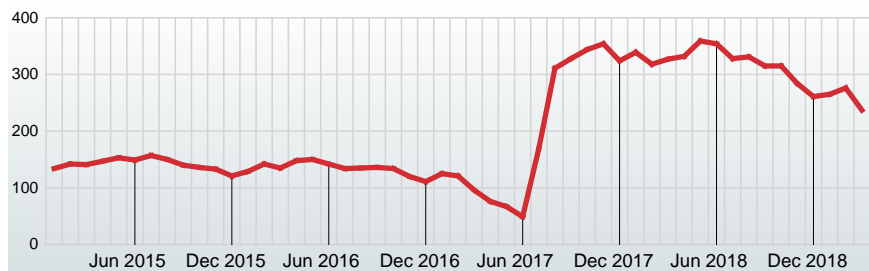
ACTIVE INVENTORY

Report produced on Apr 15, 2019 for MLS Technology Inc.

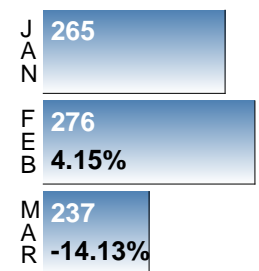


5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 187 3 MONTHS



High
May 2018 = 359
Low
Jun 2017 = 49
Inventory
this month at **237**,
above the 5 yr MAR
average of **187**



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	7	2.95%	78.6	6	1	0	0
\$25,001 - \$75,000	44	18.57%	97.5	38	5	1	0
\$75,001 - \$125,000	30	12.66%	80.7	18	9	2	1
\$125,001 - \$225,000	60	25.32%	66.5	13	35	11	1
\$225,001 - \$375,000	38	16.03%	77.1	9	18	8	3
\$375,001 - \$625,000	34	14.35%	84.0	14	5	8	7
\$625,001 and up	24	10.13%	61.5	15	4	2	3
Total Active Inventory by Units	237			113	77	32	15
Total Active Inventory by Volume	72,111,271	100%	78.1	30.79M	22.73M	9.59M	9.00M
Average Active Inventory Listing Price	\$304,267			\$272,511	\$295,158	\$299,587	\$600,233

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March 2019

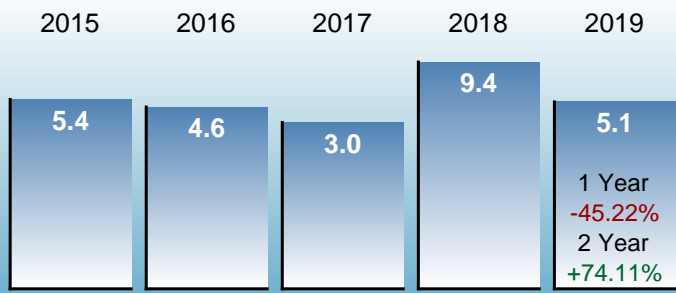
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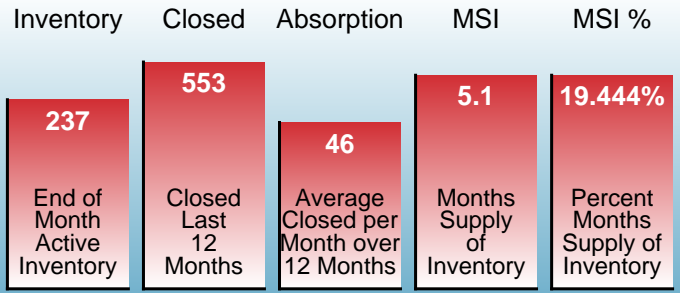
MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Apr 15, 2019 for MLS Technology Inc.

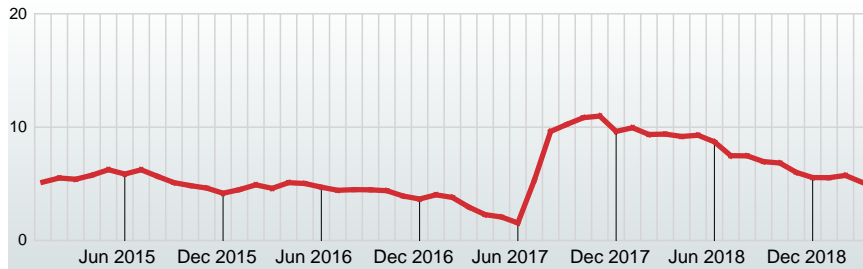
MSI FOR MARCH



INDICATORS FOR MARCH 2019



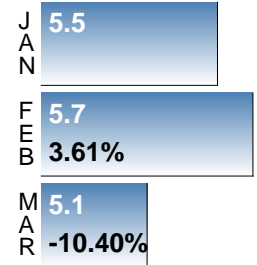
5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 5.5

3 MONTHS

High
Nov 2017 = 11.0
Low
Jun 2017 = 1.6
Months Supply this month at 5.1, equal to 5 yr MAR average of 5.5



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	7	2.95%	1.9	1.7	4.0	0.0	0.0
\$25,001 - \$75,000	44	18.57%	5.6	8.8	1.8	1.5	0.0
\$75,001 - \$125,000	30	12.66%	3.5	7.4	1.7	2.2	0.0
\$125,001 - \$225,000	60	25.32%	3.2	8.2	2.8	2.6	2.0
\$225,001 - \$375,000	38	16.03%	6.9	10.8	8.0	4.2	6.0
\$375,001 - \$625,000	34	14.35%	37.1	56.0	20.0	19.2	0.0
\$625,001 and up	24	10.13%	32.0	30.0	0.0	12.0	36.0
Market Supply of Inventory (MSI)	5.1			8.4	3.3	3.8	12.0
Total Active Inventory by Units	237	100%	5.1	113	77	32	15

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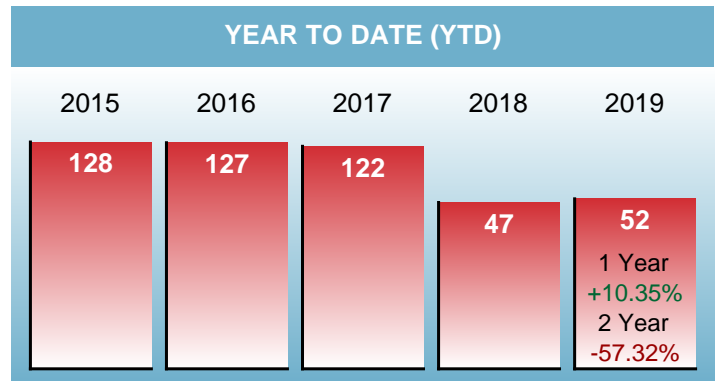
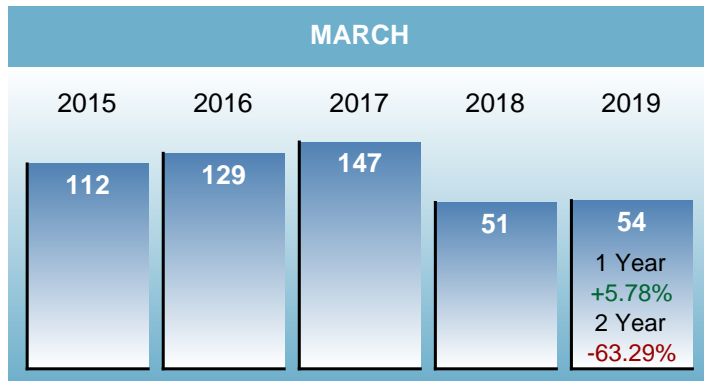
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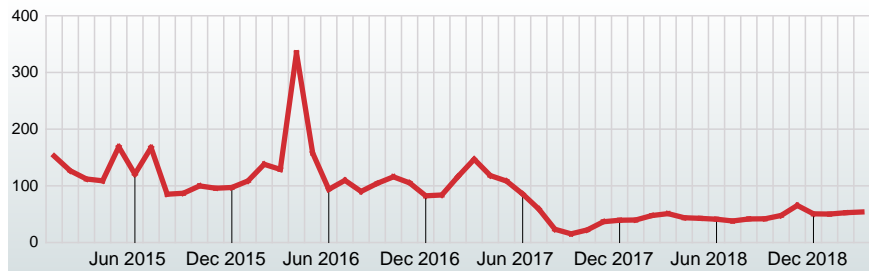
AVERAGE DAYS ON MARKET TO SALE

Report produced on Apr 15, 2019 for MLS Technology Inc.

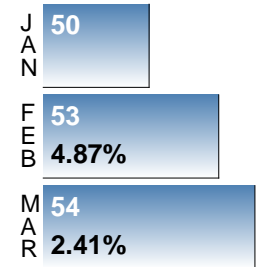


5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 99 **3 MONTHS**



High
Apr 2016 = 335
Low
Sep 2017 = 15
Average Days on Market
this month at **54**,
below the 5 yr MAR
average of **99**



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
\$30,000 and less	2	7.41%	59.5	4.0	115.0	0.0	0.0
\$30,001 - \$70,000	4	14.81%	64.3	177.0	26.7	0.0	0.0
\$70,001 - \$100,000	4	14.81%	49.3	30.5	68.0	0.0	0.0
\$100,001 - \$150,000	6	22.22%	25.7	10.0	28.8	0.0	0.0
\$150,001 - \$170,000	3	11.11%	60.0	28.0	124.0	0.0	0.0
\$170,001 - \$210,000	4	14.81%	82.8	0.0	73.7	110.0	0.0
\$210,001 and up	4	14.81%	54.5	34.0	0.0	61.3	0.0
Average Closed DOM	53.9			42.8	54.7	73.5	0.0
Total Closed Units	27		100%	8	15	4	
Total Closed Volume	3,615,725			1.02M	1.71M	891.90K	0.00B

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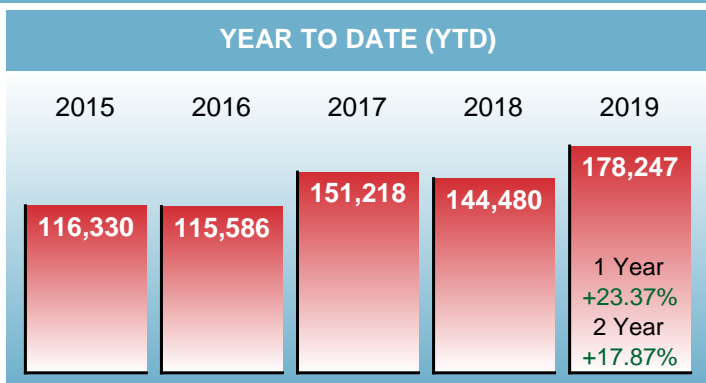
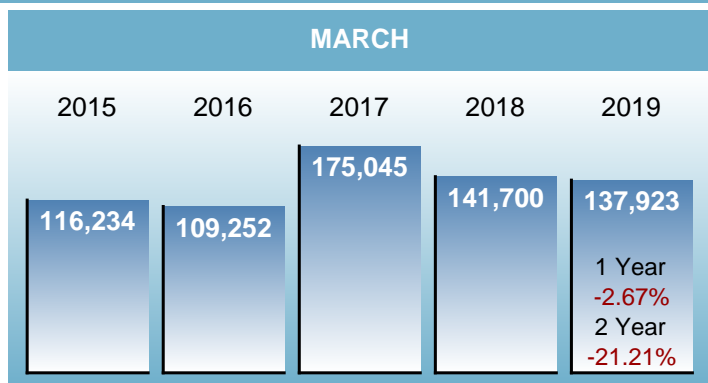
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AVERAGE LIST PRICE AT CLOSING

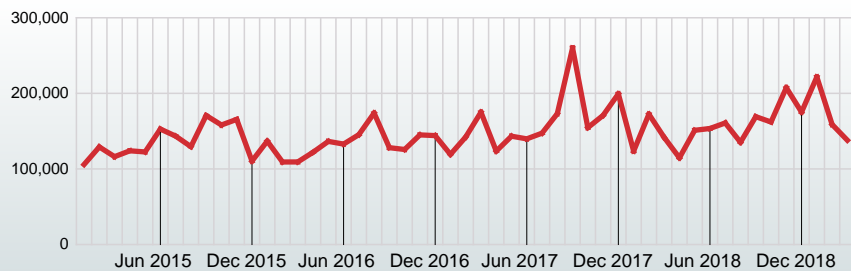
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 136,031

3 MONTHS



High
Sep 2017 = 260,093
Low
Jan 2015 = 105,848

Average List Price this month at **137,923**, above the 5 yr MAR average of **136,031**

JAN	221,692
FEB	158,861 -28.34%
MAR	137,923 -13.18%

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
\$30,000 and less	1	3.70%	30,000	30,000	35,000	0	0
\$30,001 - \$70,000	4	14.81%	47,975	89,500	52,300	0	0
\$70,001 - \$100,000	4	14.81%	80,850	90,000	79,450	0	0
\$100,001 - \$150,000	5	18.52%	116,400	110,000	135,800	0	0
\$150,001 - \$170,000	4	14.81%	158,456	170,463	155,900	0	0
\$170,001 - \$210,000	4	14.81%	187,750	0	192,000	211,900	0
\$210,001 and up	5	18.52%	242,360	320,000	0	226,633	0
Average List Price			137,923	133,803	117,447	222,950	0
Total Closed Units		100%	137,923	8	15	4	
Total Closed Volume			3,723,925	1.07M	1.76M	891.80K	0.00B

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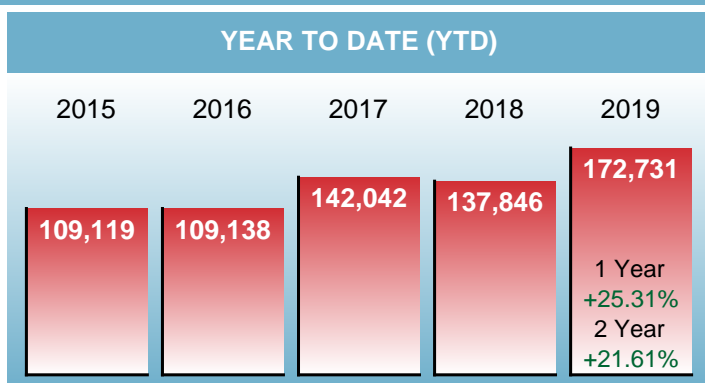
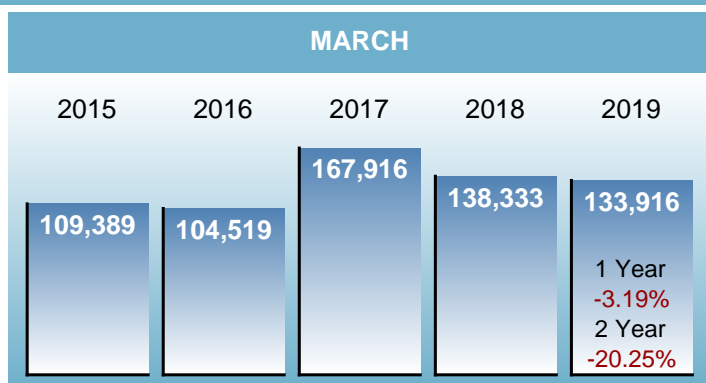
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AVERAGE SOLD PRICE AT CLOSING

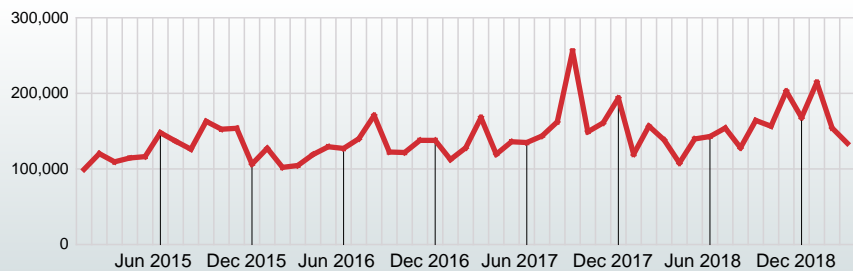
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 130,815

3 MONTHS



High
Sep 2017 = 255,861
Low
Jan 2015 = 99,428
Average Sold Price
this month at **133,916**,
above the 5 yr MAR
average of **130,815**

JAN	214,439
FEB	154,217 -28.08%
MAR	133,916 -13.16%

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
\$30,000 and less	2	7.41%	25,500	24,000	27,000	0	0
\$30,001 - \$70,000	4	14.81%	51,225	67,000	45,967	0	0
\$70,001 - \$100,000	4	14.81%	87,000	87,500	86,500	0	0
\$100,001 - \$150,000	6	22.22%	127,833	109,000	131,600	0	0
\$150,001 - \$170,000	3	11.11%	161,308	165,463	153,000	0	0
\$170,001 - \$210,000	4	14.81%	192,000	0	186,333	209,000	0
\$210,001 and up	4	14.81%	248,225	310,000	0	227,633	0
Average Sold Price			133,916	126,991	113,860	222,975	0
Total Closed Units		100%	133,916	8	15	4	
Total Closed Volume			3,615,725	1.02M	1.71M	891.90K	0.00B

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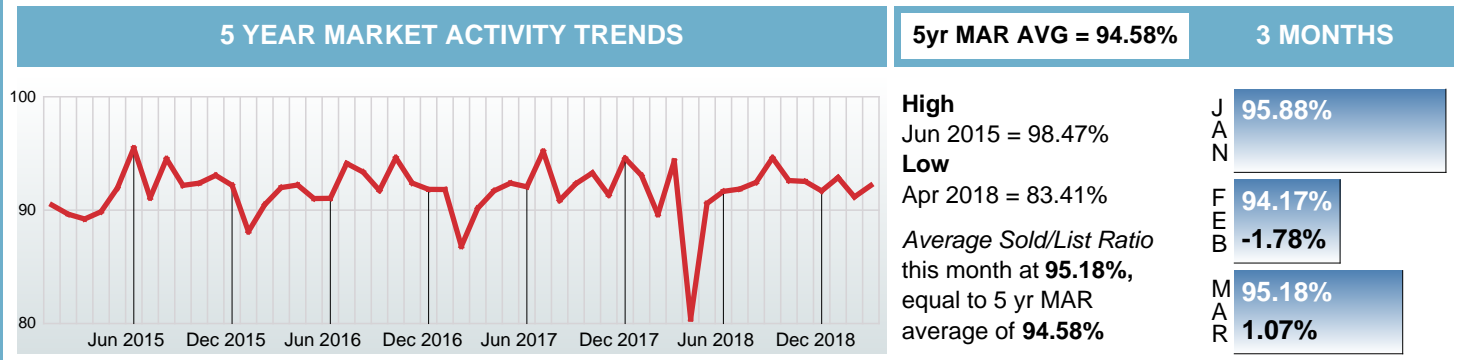
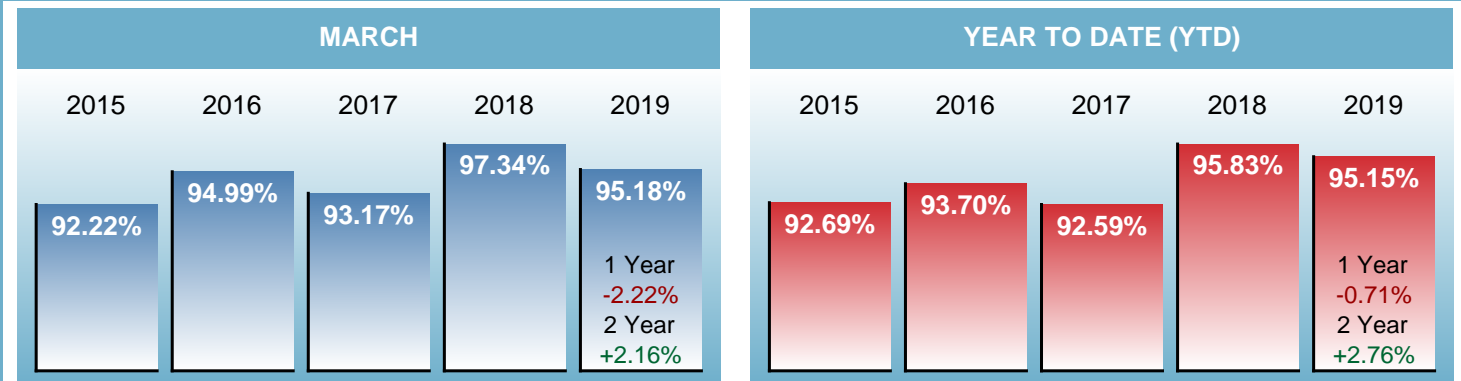
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AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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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
\$30,000 and less	2	7.41%	78.57%	80.00%	77.14%	0.00%	0.00%
\$30,001 - \$70,000	4	14.81%	83.85%	74.86%	86.84%	0.00%	0.00%
\$70,001 - \$100,000	4	14.81%	103.25%	97.62%	108.88%	0.00%	0.00%
\$100,001 - \$150,000	6	22.22%	97.38%	99.09%	97.03%	0.00%	0.00%
\$150,001 - \$170,000	3	11.11%	97.48%	97.14%	98.14%	0.00%	0.00%
\$170,001 - \$210,000	4	14.81%	97.34%	0.00%	96.91%	98.63%	0.00%
\$210,001 and up	4	14.81%	99.57%	96.88%	0.00%	100.47%	0.00%
Average Sold/List Ratio		95.20%		92.54%	95.30%	100.01%	0.00%
Total Closed Units		27	100%	8	15	4	
Total Closed Volume		3,615,725	95.20%	1.02M	1.71M	891.90K	0.00B

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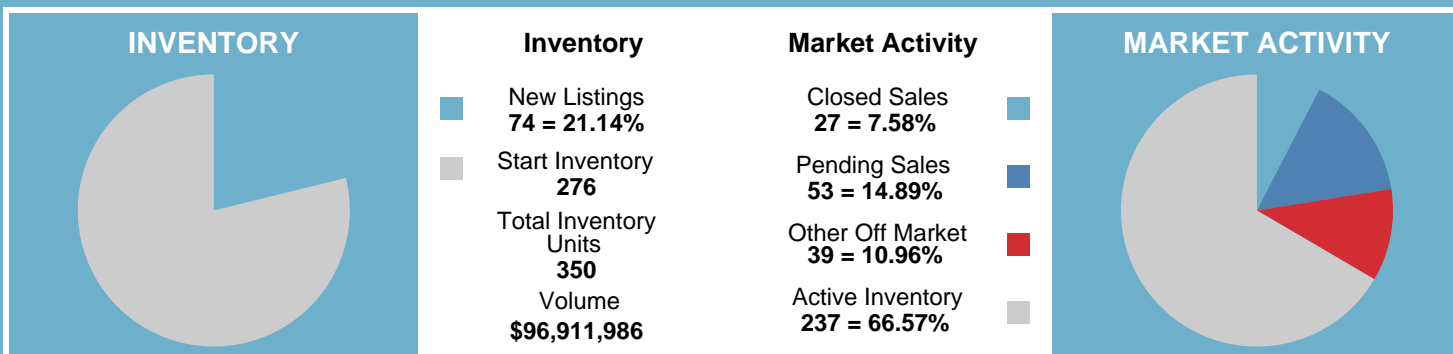
March 2019

Area Delimited by County Of Bryan



MARKET SUMMARY

Report produced on Apr 15, 2019 for MLS Technology Inc.

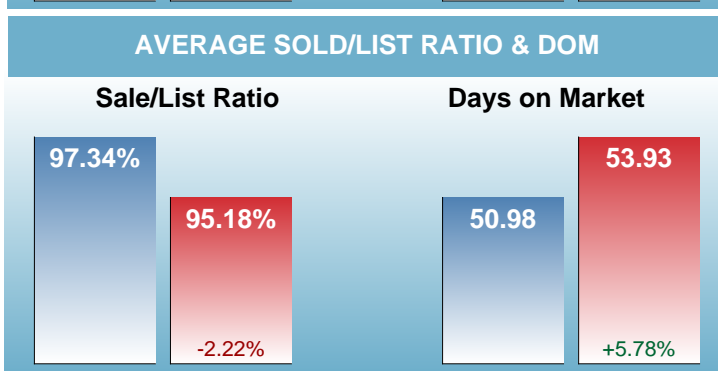
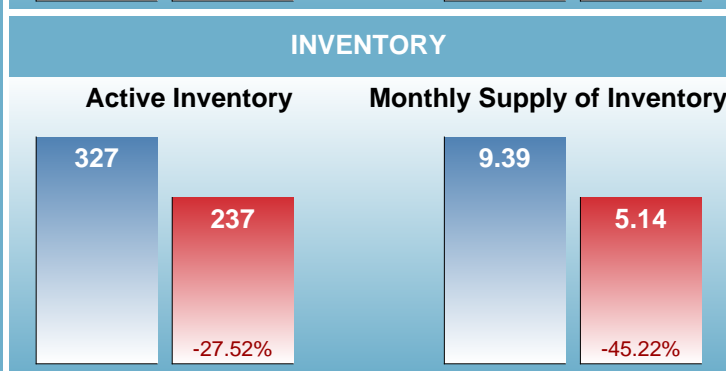
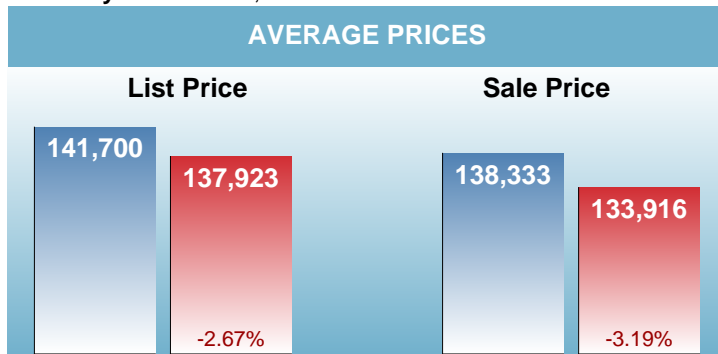
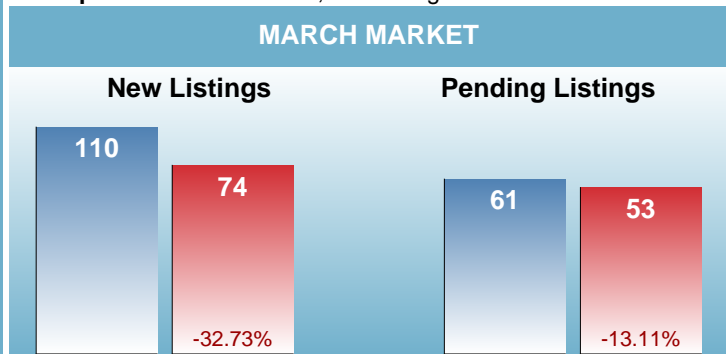


Compared Metrics	March			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	51	27	-47.06%	105	94	-10.48%
Pending Sales	61	53	-13.11%	137	129	-5.84%
New Listings	110	74	-32.73%	272	232	-14.71%
Average List Price	141,700	137,923	-2.67%	144,480	178,247	23.37%
Average Sale Price	138,333	133,916	-3.19%	137,846	172,731	25.31%
Average Percent of Selling Price to List Price	97.34%	95.18%	-2.22%	95.83%	95.15%	-0.71%
Average Days on Market to Sale	50.98	53.93	+5.78%	47.15	52.03	+10.35%
Monthly Inventory	327	237	-27.52%	327	237	-27.52%
Months Supply of Inventory	9.39	5.14	-45.22%	9.39	5.14	-45.22%

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

Inventory on March 31, 2019 = 237

2018 2019



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