

March 2019

Area Delimited by County Of Bryan

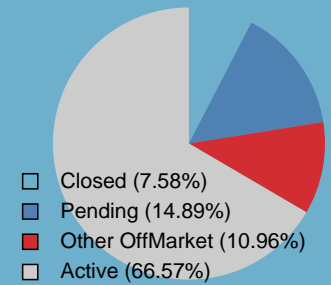


MONTHLY INVENTORY ANALYSIS

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%
Median List Price	129,000	127,000	-1.55%
Median Sale Price	129,000	125,000	-3.10%
Median Percent of List Price to Selling Price	98.47%	97.60%	-0.88%
Median Days on Market to Sale	25.00	35.00	40.00%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **3.10%** in March 2019 to \$125,000 versus the previous year at \$129,000.

Median Days on Market Lengthens

The median number of **35.00** days that homes spent on the market before selling increased by 10.00 days or **40.00%** in March 2019 compared to last year's same month at **25.00** DOM.

Sales Success for March 2019 is Positive

Overall, with Median 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?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com



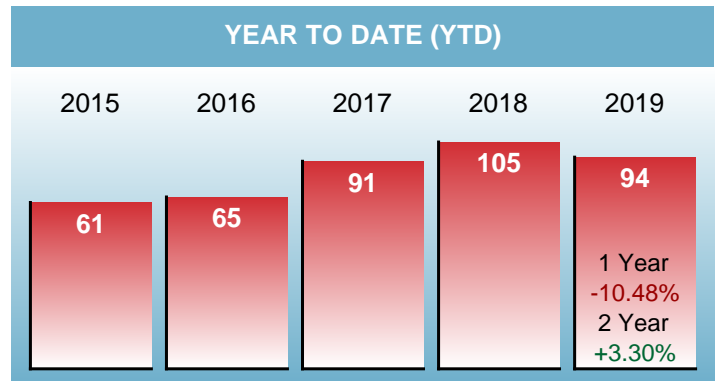
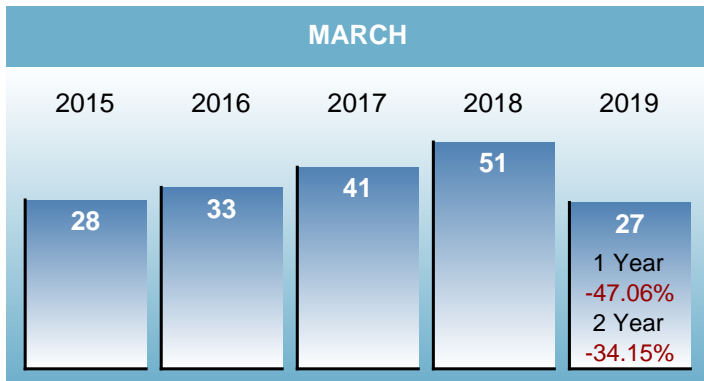
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CLOSED LISTINGS

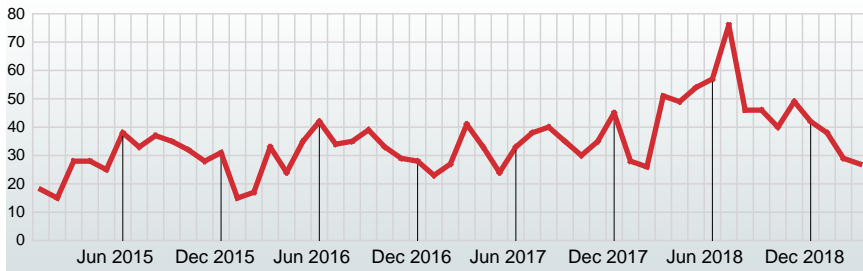
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5 YEAR MARKET ACTIVITY TRENDS

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		%	MDOM	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%	33.0	1	3	0	0
\$70,001 - \$100,000	4	14.81%	30.5	2	2	0	0
\$100,001 - \$150,000	6	22.22%	21.5	1	5	0	0
\$150,001 - \$170,000	3	11.11%	48.0	2	1	0	0
\$170,001 - \$210,000	4	14.81%	78.0	0	3	1	0
\$210,001 and up	4	14.81%	41.5	1	0	3	0
Total Closed Units	27			8	15	4	0
Total Closed Volume	3,615,725	100%	35.0	1.02M	1.71M	891.90K	0.00B
Median Closed Price	\$125,000			\$104,500	\$122,000	\$218,950	\$0

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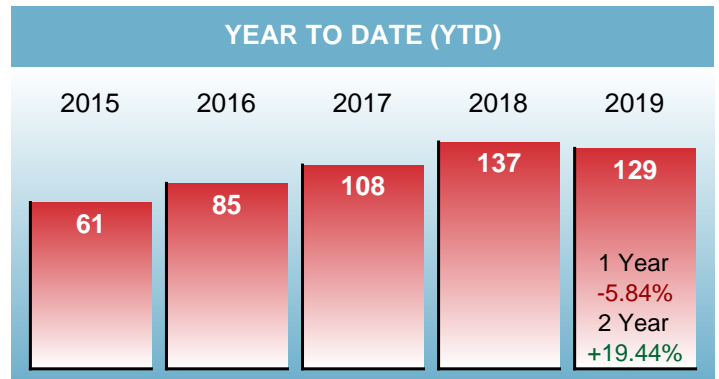
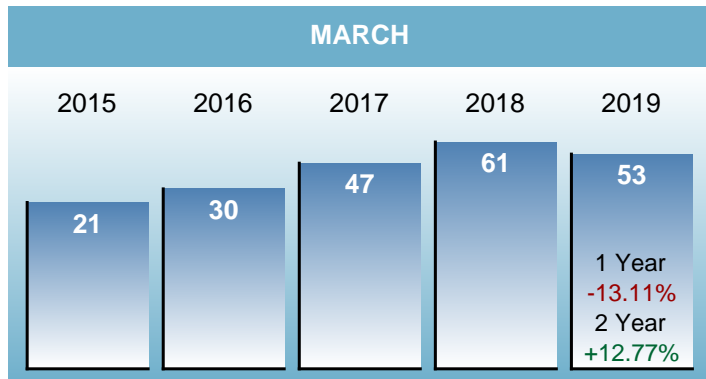
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PENDING LISTINGS

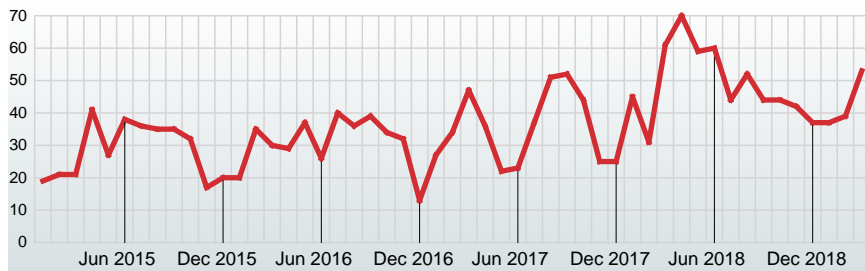
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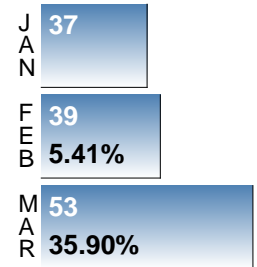
5 YEAR MARKET ACTIVITY TRENDS

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**



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	5	9.43%	15.0	5	0	0	0
\$50,001 - \$75,000	1	1.89%	24.0	1	0	0	0
\$75,001 - \$125,000	10	18.87%	19.5	4	4	2	0
\$125,001 - \$175,000	14	26.42%	9.5	2	9	2	1
\$175,001 - \$200,000	9	16.98%	40.0	0	9	0	0
\$200,001 - \$225,000	5	9.43%	27.0	1	3	1	0
\$225,001 and up	9	16.98%	38.0	3	3	3	0
Total Pending Units	53			16	28	8	1
Total Pending Volume	9,251,725	100%	26.0	2.49M	5.07M	1.56M	134.00K
Median Listing Price	\$158,000			\$96,000	\$179,700	\$181,200	\$134,000

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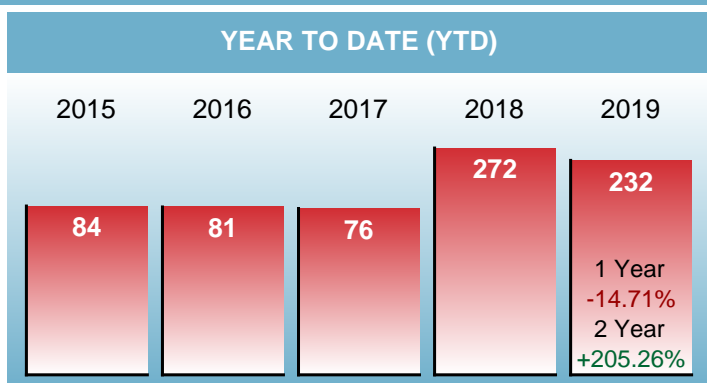
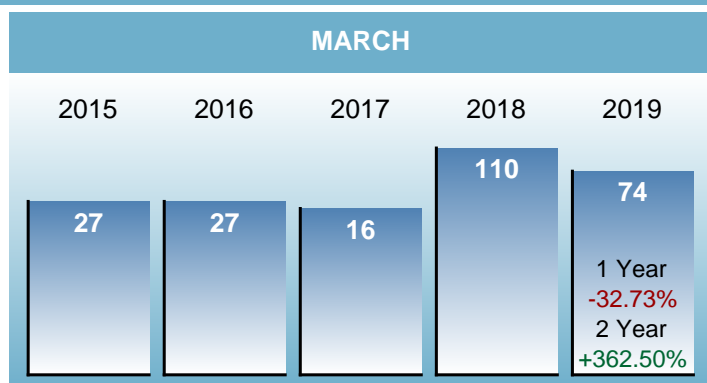
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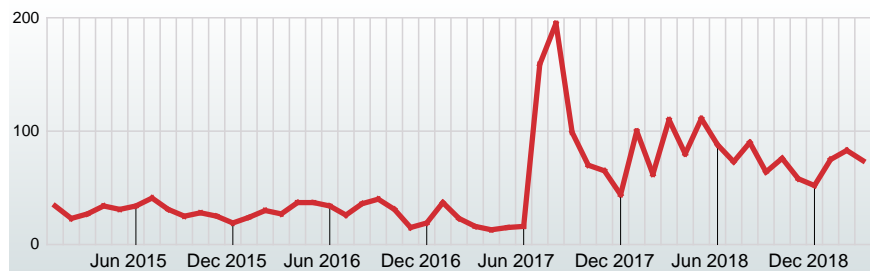


NEW LISTINGS

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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 **10.67%**
MAR 74 **-10.84%**

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	3	4.05%	2	1	0	0
\$25,001 - \$75,000	8	10.81%	5	2	1	0
\$75,001 - \$125,000	9	12.16%	4	4	0	1
\$125,001 - \$175,000	19	25.68%	2	15	2	0
\$175,001 - \$275,000	17	22.97%	1	12	3	1
\$275,001 - \$525,000	10	13.51%	1	3	4	2
\$525,001 and up	8	10.81%	7	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
Median New Listed Listing Price	\$169,250		\$119,500	\$159,000	\$242,250	\$485,000

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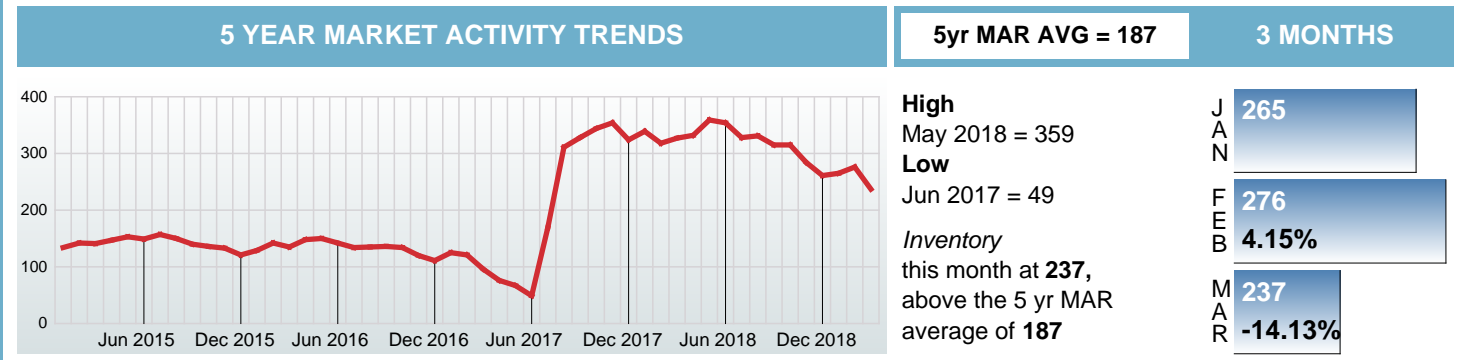
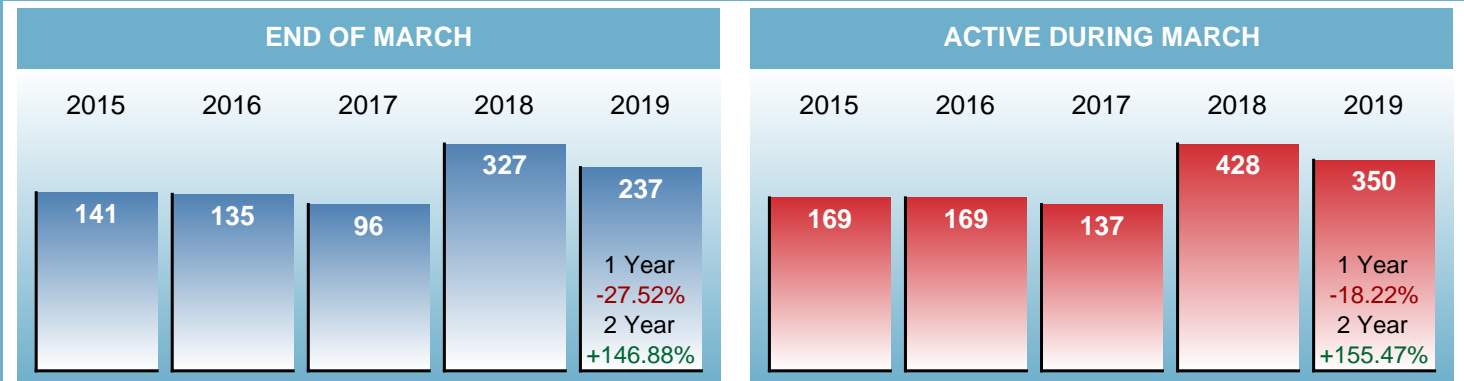
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ACTIVE INVENTORY

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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	7	2.95%	68.0	6	1	0	0
\$25,001 - \$75,000	44	18.57%	86.0	38	5	1	0
\$75,001 - \$125,000	30	12.66%	68.5	18	9	2	1
\$125,001 - \$225,000	60	25.32%	56.0	13	35	11	1
\$225,001 - \$375,000	38	16.03%	56.5	9	18	8	3
\$375,001 - \$625,000	34	14.35%	71.0	14	5	8	7
\$625,001 and up	24	10.13%	44.0	15	4	2	3
Total Active Inventory by Units	237			113	77	32	15
Total Active Inventory by Volume	72,111,271	100%	68.0	30.79M	22.73M	9.59M	9.00M
Median Active Inventory Listing Price	\$177,000			\$100,000	\$183,200	\$250,000	\$450,000

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March 2019

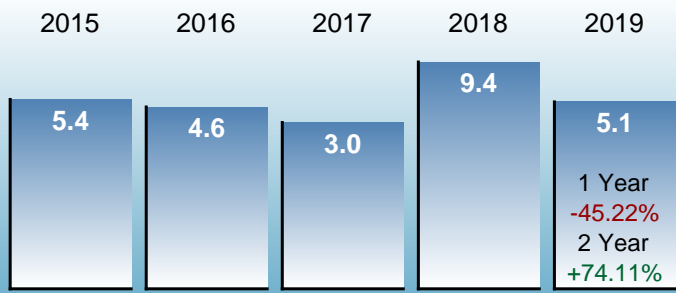
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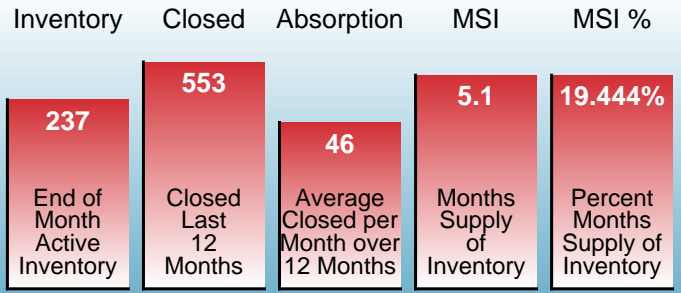
MONTHS SUPPLY of INVENTORY (MSI)

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

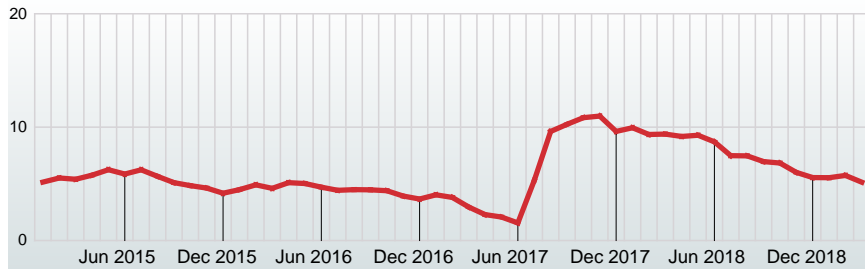
MSI FOR MARCH



INDICATORS FOR MARCH 2019



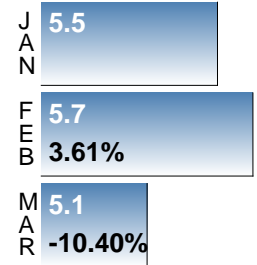
5 YEAR MARKET ACTIVITY TRENDS



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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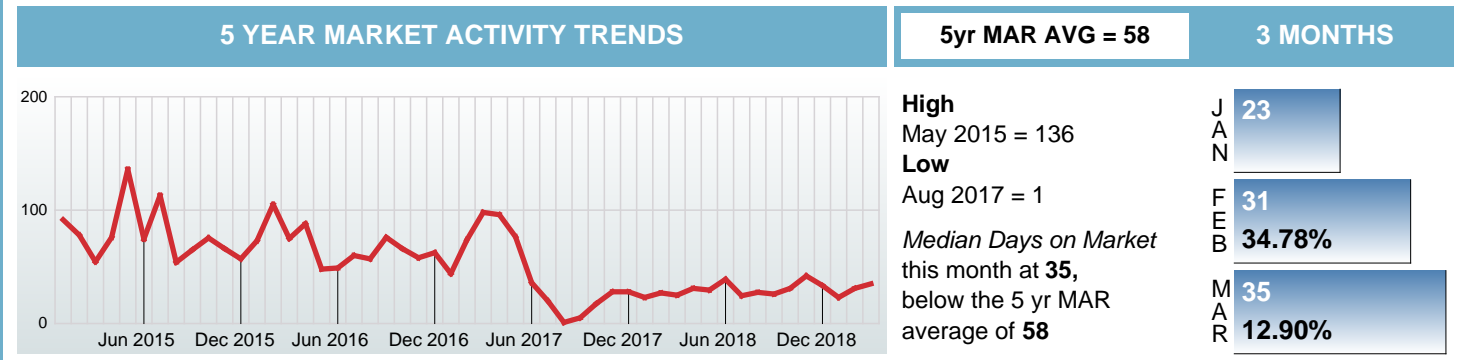
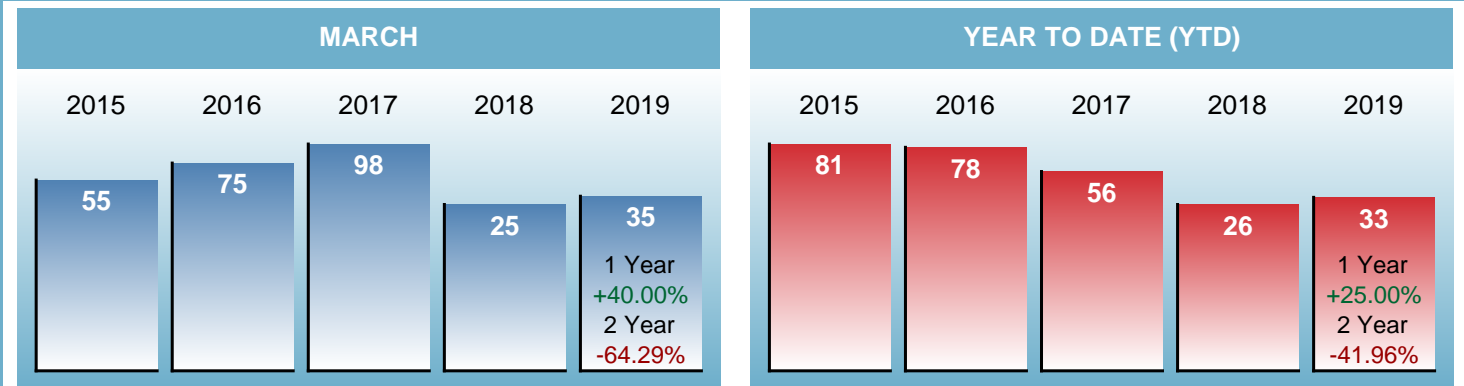
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MEDIAN DAYS ON MARKET TO SALE

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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
\$30,000 and less	7.41%	59.5	4.0	115.0	0.0	0.0
\$30,001 - \$70,000	14.81%	33.0	177.0	31.0	0.0	0.0
\$70,001 - \$100,000	14.81%	30.5	30.5	68.0	0.0	0.0
\$100,001 - \$150,000	22.22%	21.5	10.0	22.0	0.0	0.0
\$150,001 - \$170,000	11.11%	48.0	28.0	124.0	0.0	0.0
\$170,001 - \$210,000	14.81%	78.0	0.0	46.0	110.0	0.0
\$210,001 and up	14.81%	41.5	34.0	0.0	49.0	0.0
Median Closed DOM		35.0	25.0	35.0	79.5	0.0
Total Closed Units	100%	35.0	8	15	4	
Total Closed Volume		3,615,725	1.02M	1.71M	891.90K	0.00B

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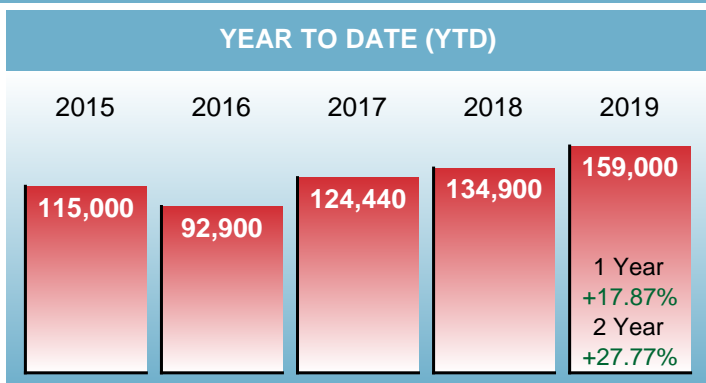
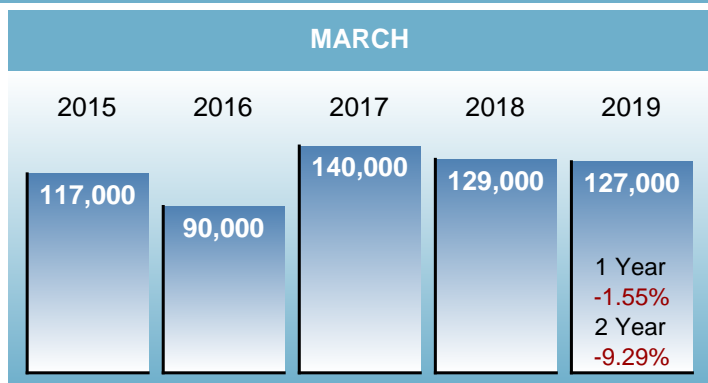
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MEDIAN LIST PRICE AT CLOSING

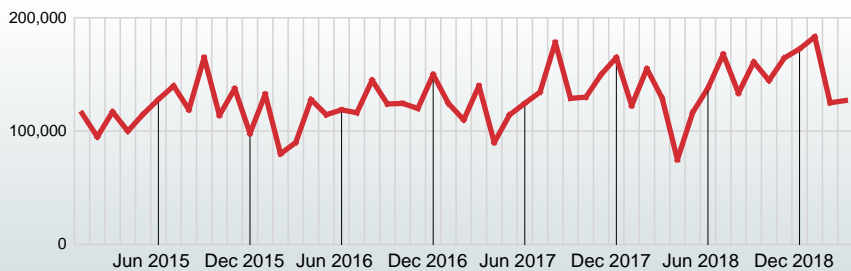
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 120,600

3 MONTHS



High
Jan 2019 = 183,200
Low
Apr 2018 = 74,900
Median List Price
this month at **127,000**,
above the 5 yr MAR
average of **120,600**

JAN	183,200
FEB	125,000 -31.77%
MAR	127,000 1.60%

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
\$30,000 and less	1	3.70%	30,000	30,000	0	0	0
\$30,001 - \$70,000	4	14.81%	45,000	0	45,000	0	0
\$70,001 - \$100,000	4	14.81%	79,450	82,250	79,450	0	0
\$100,001 - \$150,000	5	18.52%	115,000	107,500	125,000	0	0
\$150,001 - \$170,000	4	14.81%	157,450	165,925	155,900	0	0
\$170,001 - \$210,000	4	14.81%	183,500	175,000	187,000	0	0
\$210,001 and up	5	18.52%	219,900	320,000	0	217,450	0
Median List Price			127,000	107,500	125,000	217,450	0
Total Closed Units		100%	127,000	8	15	4	
Total Closed Volume			3,723,925	1.07M	1.76M	891.80K	0.00B

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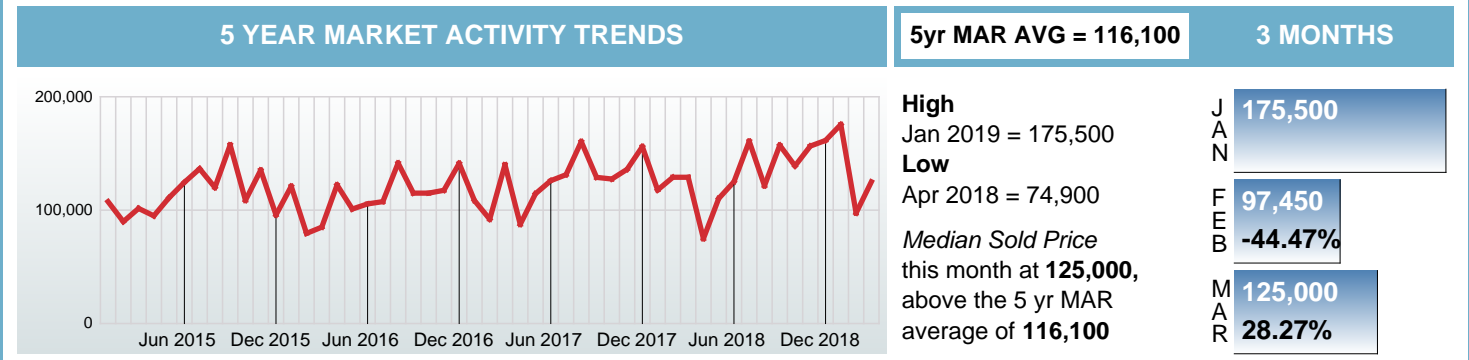
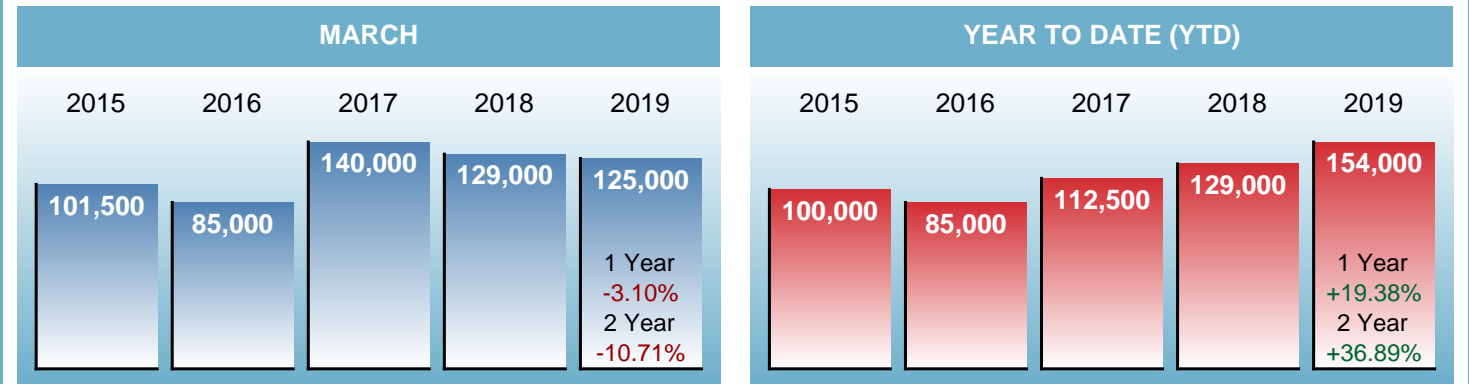
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MEDIAN SOLD PRICE AT CLOSING

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



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
\$30,000 and less	2	7.41%	25,500	24,000	27,000	0	0
\$30,001 - \$70,000	4	14.81%	52,950	67,000	44,000	0	0
\$70,001 - \$100,000	4	14.81%	86,500	87,500	86,500	0	0
\$100,001 - \$150,000	6	22.22%	123,500	109,000	125,000	0	0
\$150,001 - \$170,000	3	11.11%	165,000	165,463	153,000	0	0
\$170,001 - \$210,000	4	14.81%	194,000	0	179,000	209,000	0
\$210,001 and up	4	14.81%	232,450	310,000	0	219,900	0
Median Sold Price			125,000	104,500	122,000	218,950	0
Total Closed Units		100%	125,000	8	15	4	
Total Closed Volume			3,615,725	1.02M	1.71M	891.90K	0.00B

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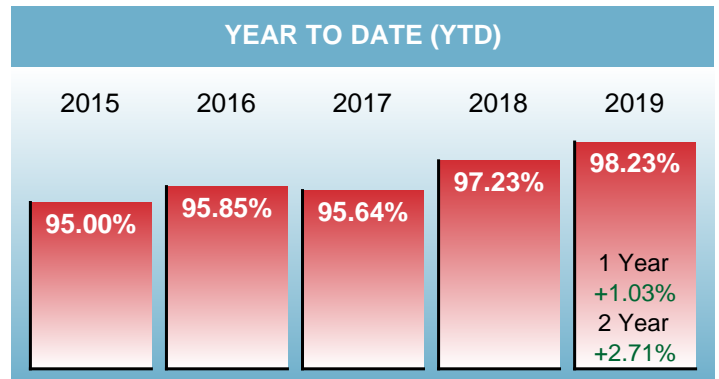
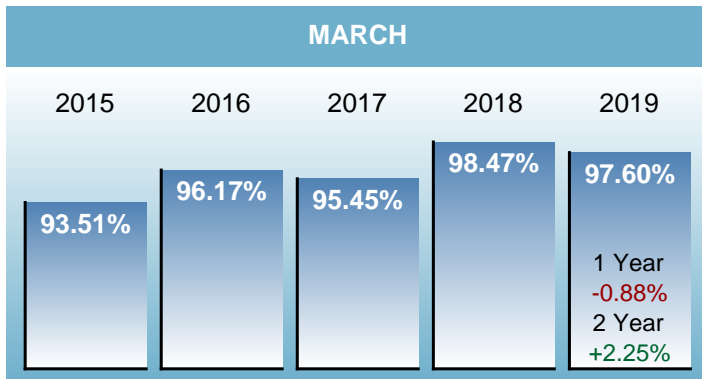
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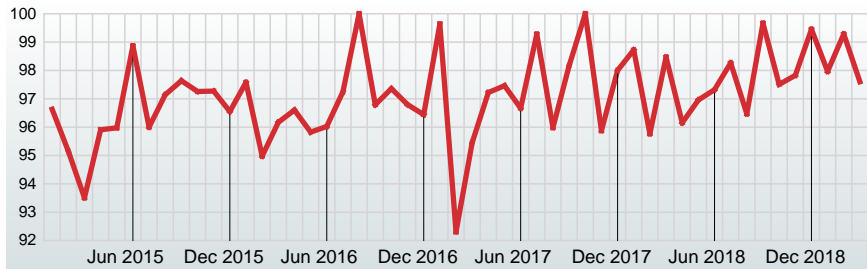
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 96.24% **3 MONTHS**



High
Oct 2017 = 100.00%
Low
Feb 2017 = 92.31%
Median Sold/List Ratio
this month at **97.60%**,
above the 5 yr MAR
average of **96.24%**

JAN	97.97%
FEB	99.29%
MAR	97.60%
APR	-1.70%

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
\$30,000 and less	2	7.41%	78.57%	80.00%	77.14%	0.00%	0.00%
\$30,001 - \$70,000	4	14.81%	84.00%	74.86%	88.00%	0.00%	0.00%
\$70,001 - \$100,000	4	14.81%	104.13%	97.62%	108.88%	0.00%	0.00%
\$100,001 - \$150,000	6	22.22%	97.82%	99.09%	97.60%	0.00%	0.00%
\$150,001 - \$170,000	3	11.11%	98.14%	97.14%	98.14%	0.00%	0.00%
\$170,001 - \$210,000	4	14.81%	97.18%	0.00%	95.72%	98.63%	0.00%
\$210,001 and up	4	14.81%	100.00%	96.88%	0.00%	100.00%	0.00%
Median Sold/List Ratio			97.60%	96.06%	97.39%	100.00%	0.00%
Total Closed Units		100%	97.60%	8	15	4	
Total Closed Volume				1.02M	1.71M	891.90K	0.00B

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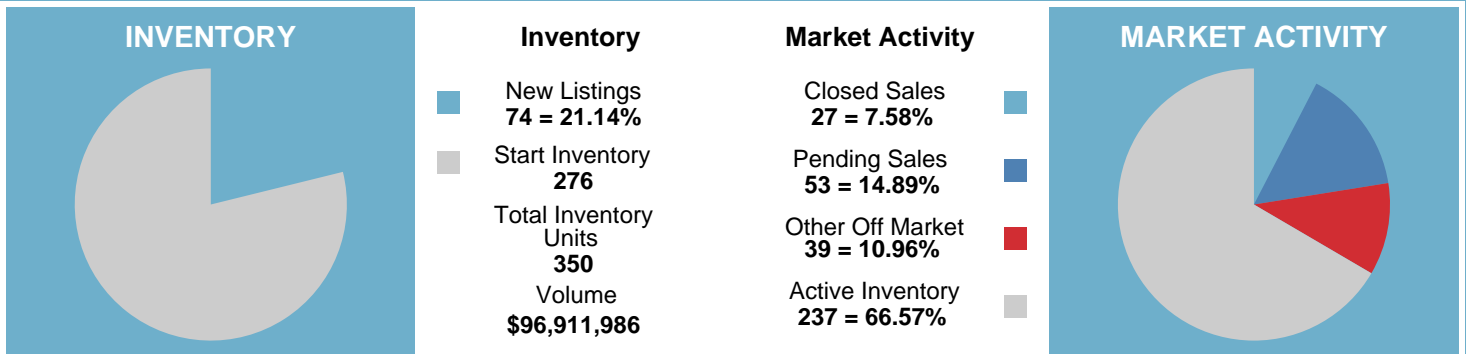
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MARKET SUMMARY

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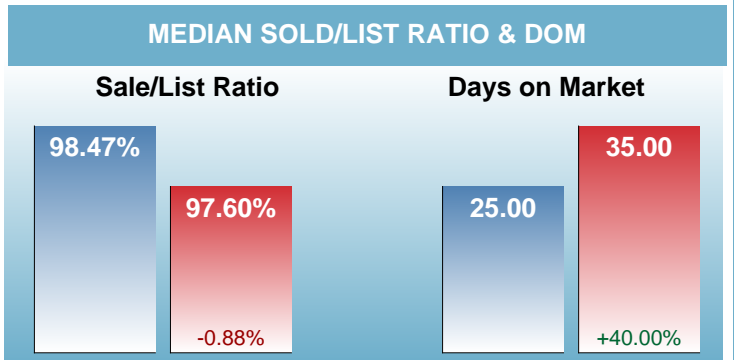
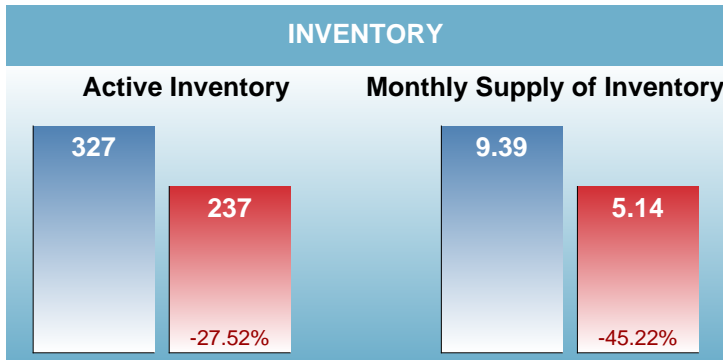
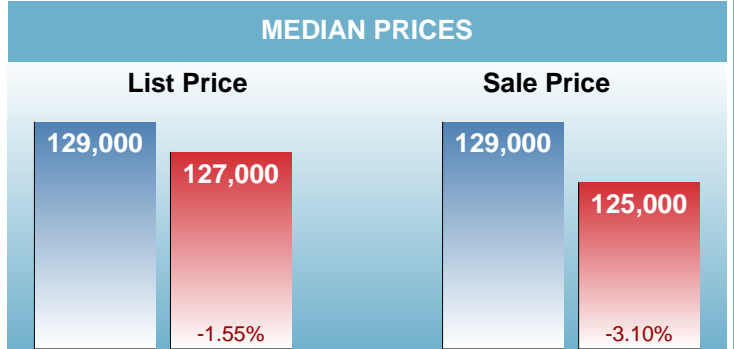
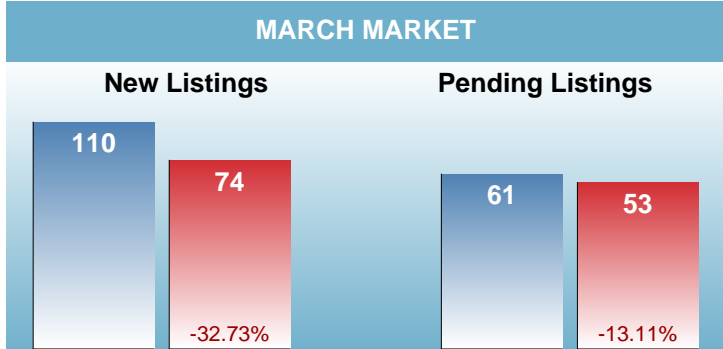


Compared Metrics	March			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	51	27	-47.06%	105	94	-10.48%
Pending Sales	61	53	-13.11%	137	129	-5.84%
New Listings	110	74	-32.73%	272	232	-14.71%
Median List Price	129,000	127,000	-1.55%	134,900	159,000	17.87%
Median Sale Price	129,000	125,000	-3.10%	129,000	154,000	19.38%
Median Percent of Selling Price to List Price	98.47%	97.60%	-0.88%	97.23%	98.23%	1.03%
Median Days on Market to Sale	25.00	35.00	40.00%	26.00	32.50	25.00%
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



Ready to Buy or Sell Real Estate?

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