

# May 2019

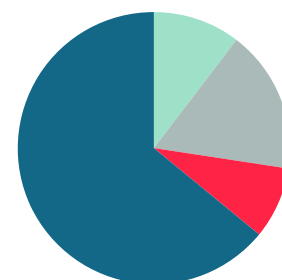
Area Delimited by County Of Bryan



## MONTHLY INVENTORY ANALYSIS

Report produced on Jun 13, 2019 for MLS Technology Inc.

Compared Metrics	2018	May 2019	+/-%
Closed Listings	54	44	-18.52%
Pending Listings	59	72	22.03%
New Listings	111	94	-15.32%
Average List Price	151,148	197,836	30.89%
Average Sale Price	139,665	186,734	33.70%
Average Percent of Selling Price to List Price	93.59%	96.04%	2.61%
Average Days on Market to Sale	42.63	35.09	-17.68%
End of Month Inventory	360	271	-24.72%
Months Supply of Inventory	9.31	5.93	-36.26%



■ Closed (10.40%)  
■ Pending (17.02%)  
■ Other OffMarket (8.51%)  
■ Active (64.07%)

**Absorption:** Last 12 months, an Average of **46** Sales/Month  
**Active Inventory** as of May 31, 2019 = **271**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2019 decreased **24.72%** to 271 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 **5.93** 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 **33.70%** in May 2019 to \$186,734 versus the previous year at \$139,665.

#### Average Days on Market Shortens

The average number of **35.09** days that homes spent on the market before selling decreased by 7.54 days or **17.68%** in May 2019 compared to last year's same month at **42.63** DOM.

#### Sales Success for May 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 94 New Listings in May 2019, down **15.32%** from last year at 111. Furthermore, there were 44 Closed Listings this month versus last year at 54, a **-18.52%** decrease.

Closed versus Listed trends yielded a **46.8%** ratio, down from previous year's, May 2018, at **48.6%**, a **3.78%** 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

<b>Closed Listings</b>	<b>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average Percent of Selling Price to List Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</b>

### 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

# May 2019

Area Delimited by County Of Bryan

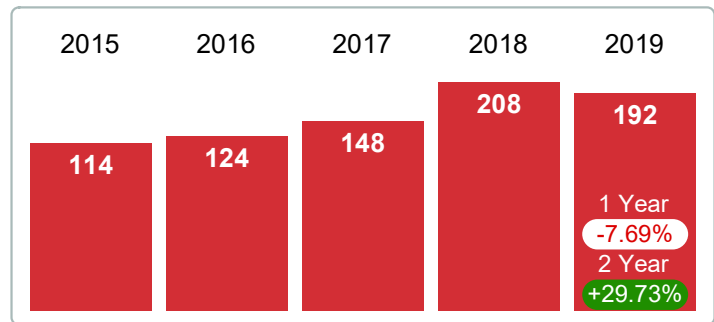
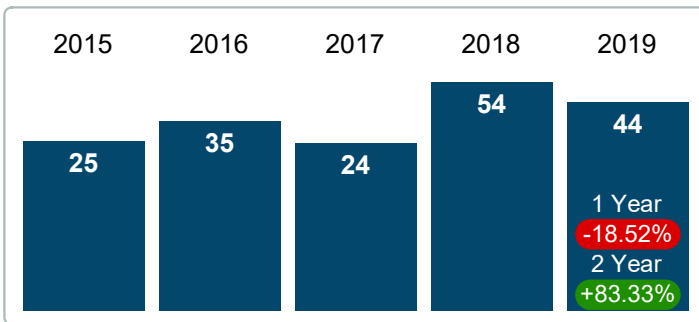


## CLOSED LISTINGS

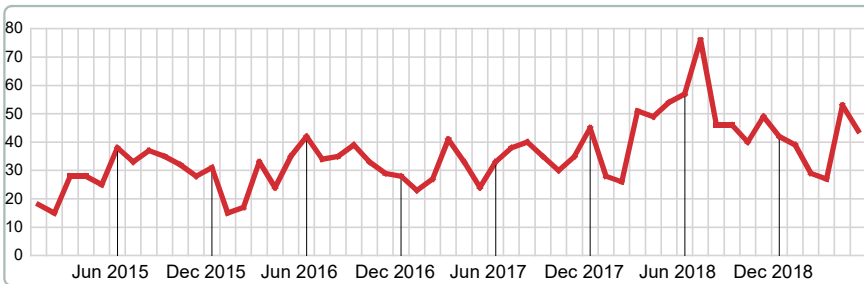
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### MAY

### YEAR TO DATE (YTD)

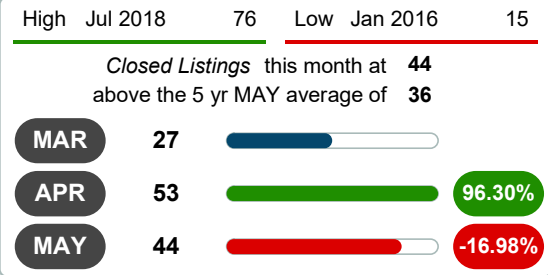


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 36



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	9.09%	26.5	3	1	0	0
\$75,001 - \$100,000	3	6.82%	15.0	2	1	0	0
\$100,001 - \$125,000	3	6.82%	35.7	1	0	2	0
\$125,001 - \$175,000	16	36.36%	43.3	2	12	2	0
\$175,001 - \$200,000	5	11.36%	23.8	0	5	0	0
\$200,001 - \$275,000	8	18.18%	34.1	1	5	2	0
\$275,001 and up	5	11.36%	40.2	2	3	0	0
<b>Total Closed Units</b>	<b>44</b>			<b>11</b>	<b>27</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>8,216,277</b>	<b>100%</b>	<b>35.1</b>	<b>2.08M</b>	<b>5.10M</b>	<b>1.03M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$186,734</b>			<b>\$188,998</b>	<b>\$189,011</b>	<b>\$172,333</b>	<b>\$0</b>

# May 2019



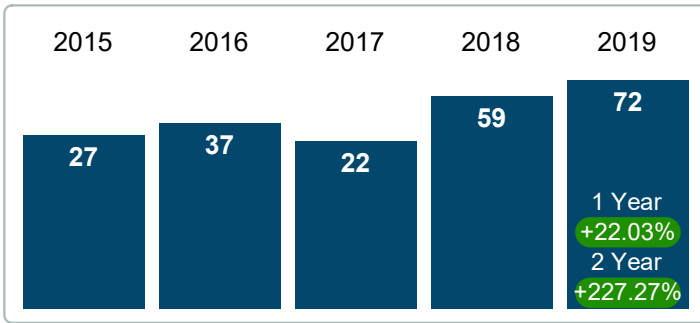
Area Delimited by County Of Bryan



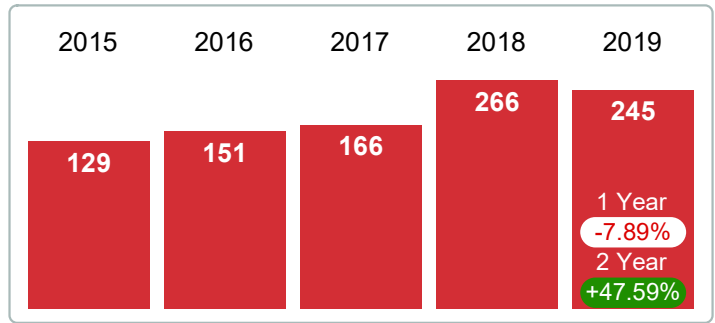
## PENDING LISTINGS

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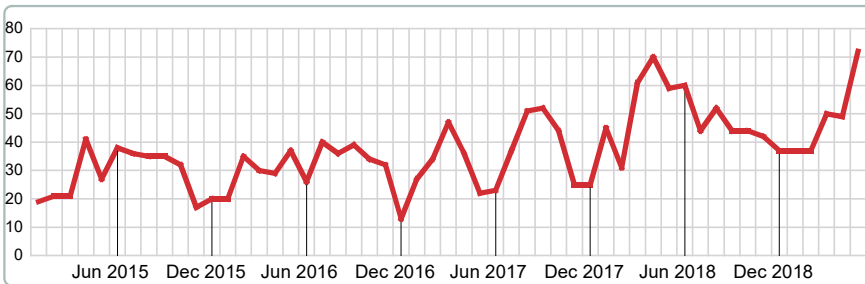
### MAY



### YEAR TO DATE (YTD)

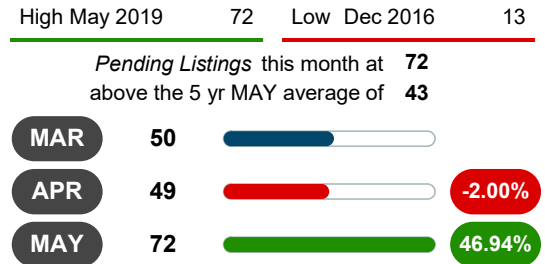


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 43



### 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	2	2.78%	58.0	2	0	0	0
\$25,001 - \$75,000	8	11.11%	31.1	4	3	1	0
\$75,001 - \$125,000	14	19.44%	40.6	6	7	1	0
\$125,001 - \$175,000	12	16.67%	41.6	2	6	4	0
\$175,001 - \$225,000	21	29.17%	37.9	0	16	5	0
\$225,001 - \$275,000	6	8.33%	70.8	0	4	2	0
\$275,001 and up	9	12.50%	47.0	3	1	2	3
<b>Total Pending Units</b>	<b>72</b>			<b>17</b>	<b>37</b>	<b>15</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>12,619,870</b>	<b>100%</b>	<b>30.3</b>	<b>2.42M</b>	<b>6.16M</b>	<b>3.00M</b>	<b>1.04M</b>
<b>Average Listing Price</b>	<b>\$159,000</b>			<b>\$142,225</b>	<b>\$166,499</b>	<b>\$199,845</b>	<b>\$347,967</b>

# May 2019



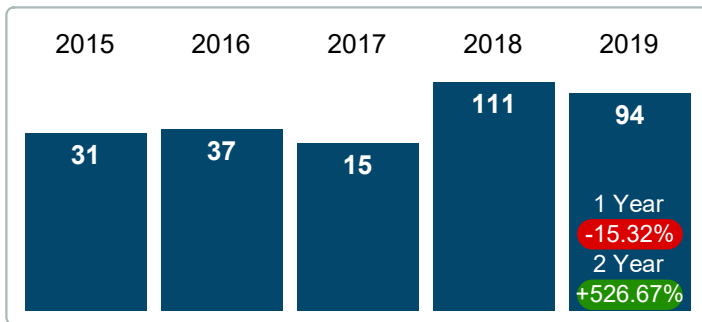
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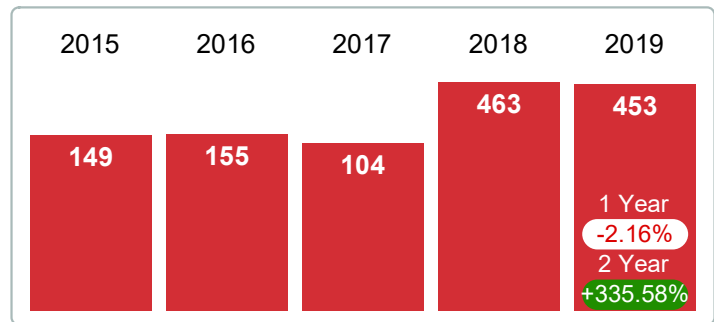
## NEW LISTINGS

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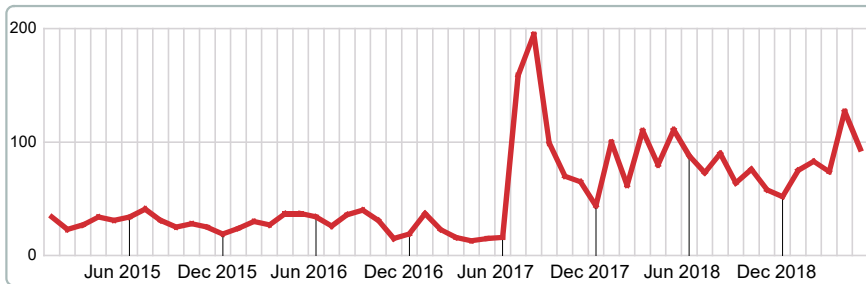
### MAY



### YEAR TO DATE (YTD)

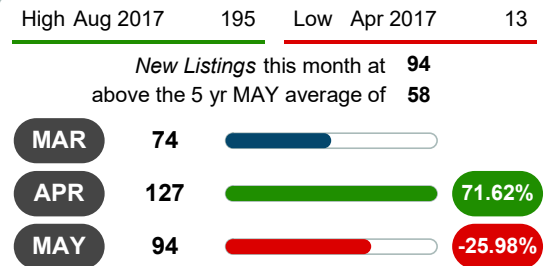


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 58



### 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	0	0.00%	0	0	0	0
\$25,001 - \$50,000	17	18.09%	14	3	0	0
\$50,001 - \$100,000	12	12.77%	5	6	1	0
\$100,001 - \$200,000	28	29.79%	6	18	3	1
\$200,001 - \$275,000	14	14.89%	0	10	4	0
\$275,001 - \$400,000	13	13.83%	4	1	5	3
\$400,001 and up	10	10.64%	4	4	1	1
<b>Total New Listed Units</b>	<b>94</b>		<b>33</b>	<b>42</b>	<b>14</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>19,835,725</b>	<b>100%</b>	<b>6.50M</b>	<b>7.99M</b>	<b>3.68M</b>	<b>1.66M</b>
<b>Average New Listed Listing Price</b>	<b>\$249,000</b>		<b>\$197,018</b>	<b>\$190,201</b>	<b>\$262,986</b>	<b>\$332,780</b>

# May 2019



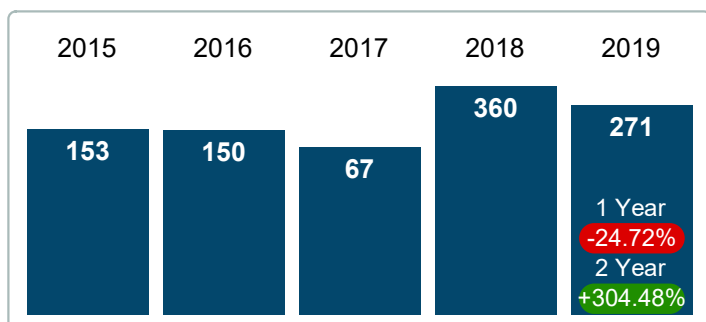
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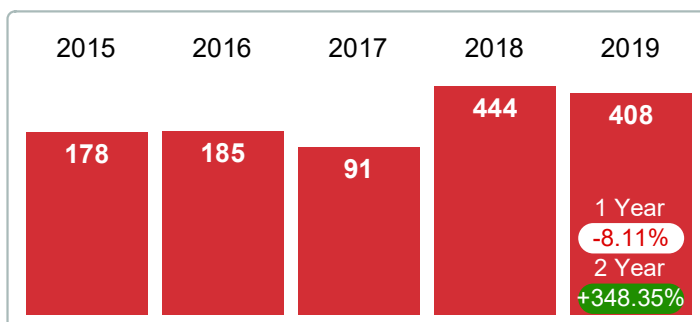
## ACTIVE INVENTORY

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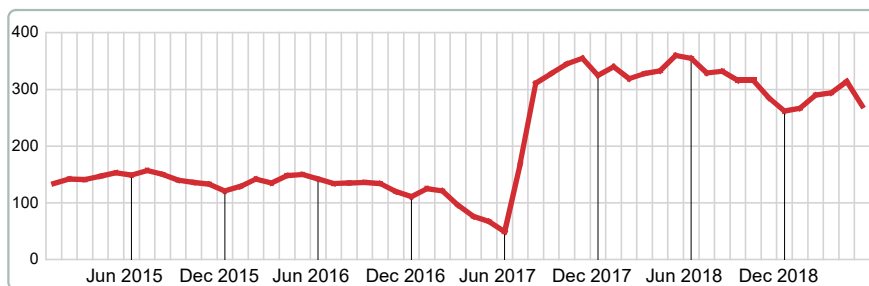
### END OF MAY



### ACTIVE DURING MAY

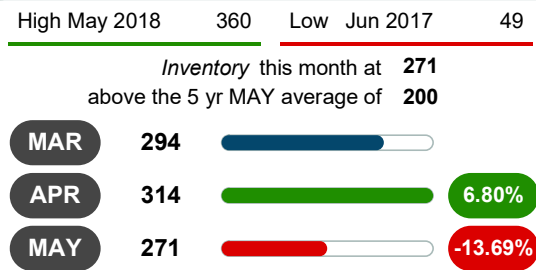


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 200



### 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	1.85%	89.4	4	1	0	0
\$25,001 - \$75,000	46	16.97%	74.0	40	6	0	0
\$75,001 - \$125,000	36	13.28%	52.7	20	11	2	3
\$125,001 - \$250,000	75	27.68%	60.9	15	44	14	2
\$250,001 - \$425,000	50	18.45%	61.5	13	15	17	5
\$425,001 - \$725,000	33	12.18%	83.7	12	8	6	7
\$725,001 and up	26	9.59%	80.6	20	3	0	3
<b>Total Active Inventory by Units</b>	<b>271</b>			<b>124</b>	<b>88</b>	<b>39</b>	<b>20</b>
<b>Total Active Inventory by Volume</b>	<b>90,433,200</b>	<b>100%</b>	<b>67.3</b>	<b>42.51M</b>	<b>25.17M</b>	<b>11.93M</b>	<b>10.82M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$333,702</b>			<b>\$342,811</b>	<b>\$286,025</b>	<b>\$305,933</b>	<b>\$541,150</b>

# May 2019



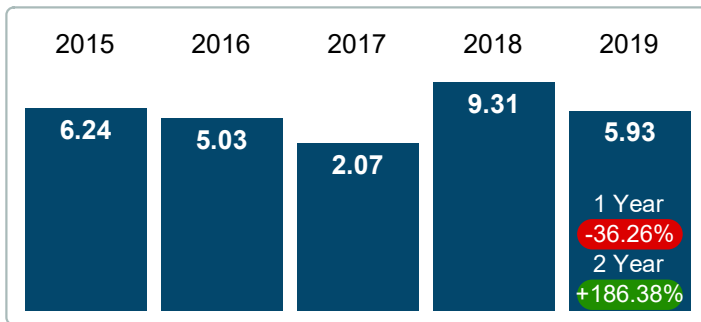
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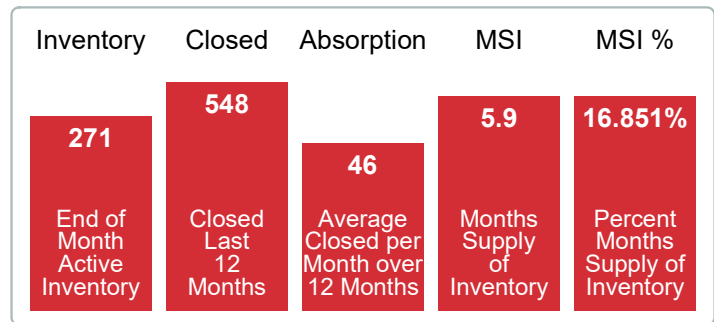
## MONTHS SUPPLY of INVENTORY (MSI)

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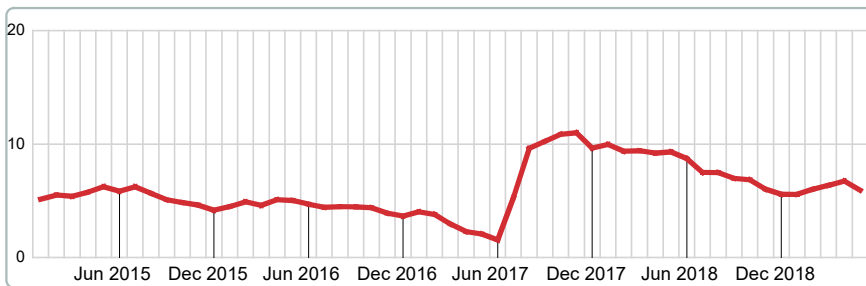
### MSI FOR MAY



### INDICATORS FOR MAY 2019

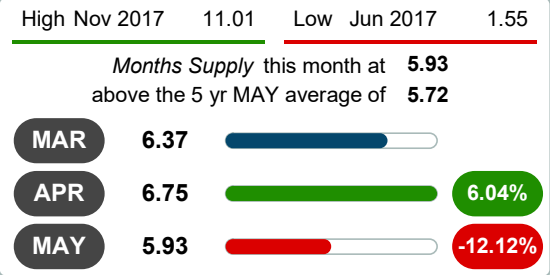


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 5.72



### 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	1.85%	2.31	2.09	4.00	0.00	0.00
\$25,001 - \$75,000	46	16.97%	6.65	9.80	2.77	0.00	0.00
\$75,001 - \$125,000	36	13.28%	4.28	7.50	2.36	1.85	0.00
\$125,001 - \$250,000	75	27.68%	3.25	6.92	2.85	2.85	3.43
\$250,001 - \$425,000	50	18.45%	13.33	17.33	10.00	14.57	15.00
\$425,001 - \$725,000	33	12.18%	28.29	24.00	96.00	12.00	84.00
\$725,001 and up	26	9.59%	156.00	120.00	0.00	0.00	0.00
Market Supply of Inventory (MSI)	5.93			10.12	3.65	4.73	18.46
Total Active Inventory by Units	271	100%	5.93	124	88	39	20

# May 2019

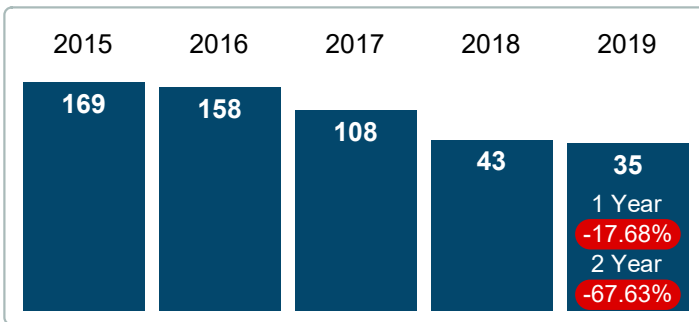
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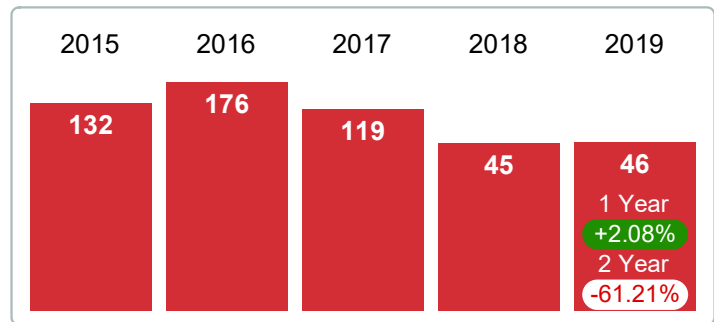
## AVERAGE DAYS ON MARKET TO SALE

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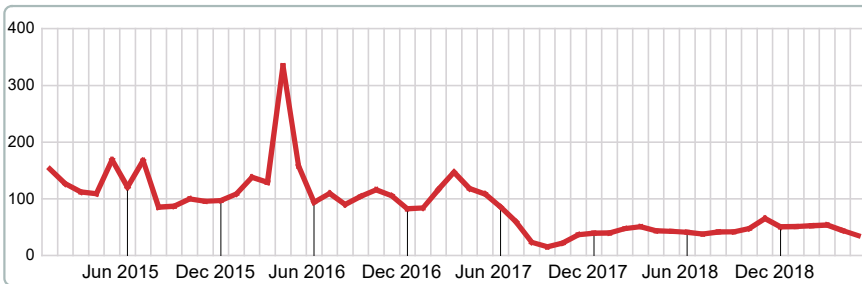
### MAY



### YEAR TO DATE (YTD)

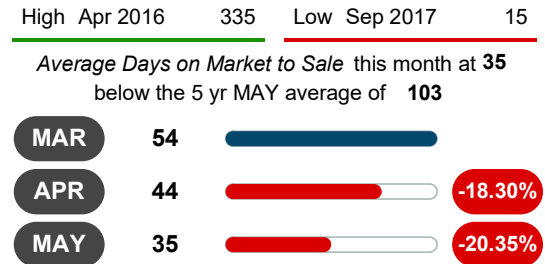


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 103



### 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
\$75,000 and less	9.09%	27	34	5	0	0
\$75,001 - \$100,000	6.82%	15	16	13	0	0
\$100,001 - \$125,000	6.82%	36	26	0	41	0
\$125,001 - \$175,000	36.36%	43	17	44	68	0
\$175,001 - \$200,000	11.36%	24	0	24	0	0
\$200,001 - \$275,000	18.18%	34	49	20	62	0
\$275,001 and up	11.36%	40	23	52	0	0
<b>Average Closed DOM</b>		<b>35</b>	<b>26</b>	<b>34</b>	<b>57</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>35.1</b>	<b>11</b>	<b>27</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>8,216,277</b>	<b>2.08M</b>	<b>5.10M</b>	<b>1.03M</b>	<b>0.00B</b>

# May 2019



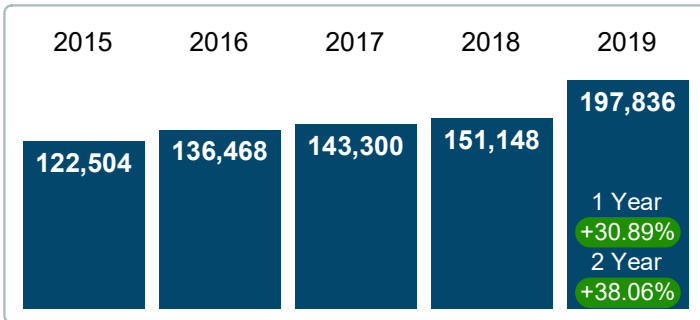
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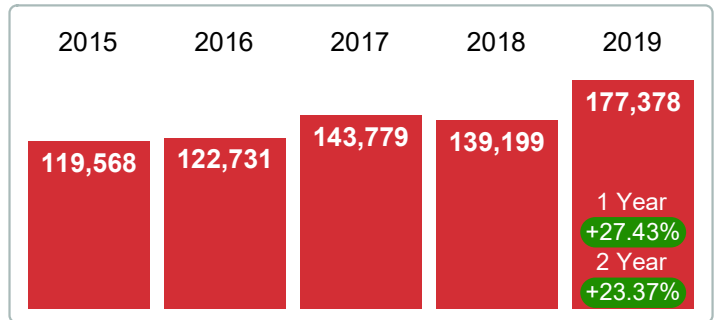
## AVERAGE LIST PRICE AT CLOSING

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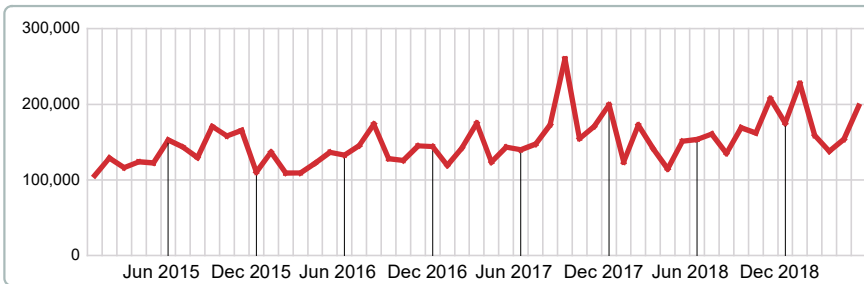
### MAY



### YEAR TO DATE (YTD)

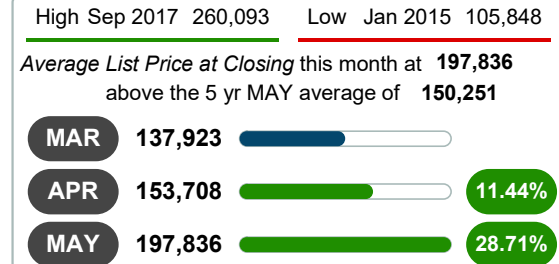


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 150,251



### 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
\$75,000 and less	9.09%	51,100	46,500	78,000	0	0
\$75,001 - \$100,000	4.55%	80,450	111,450	64,900	0	0
\$100,001 - \$125,000	6.82%	117,300	104,900	0	123,500	0
\$125,001 - \$175,000	38.64%	151,888	167,450	153,642	151,250	0
\$175,001 - \$200,000	15.91%	188,657	0	183,640	0	0
\$200,001 - \$275,000	11.36%	232,378	242,988	214,460	250,000	0
\$275,001 and up	13.64%	487,167	695,000	414,333	0	0
<b>Average List Price</b>		<b>197,836</b>	<b>221,381</b>	<b>193,337</b>	<b>174,917</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>197,836</b>	<b>11</b>	<b>27</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>8,704,788</b>	<b>2.44M</b>	<b>5.22M</b>	<b>1.05M</b>	<b>0.00B</b>



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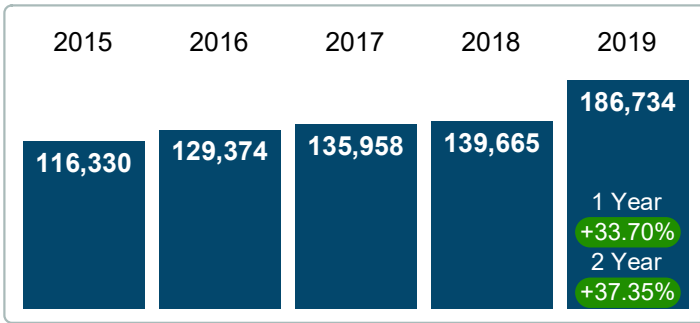
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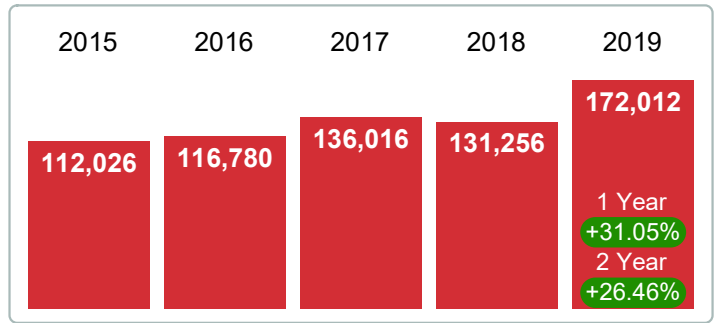
## AVERAGE SOLD PRICE AT CLOSING

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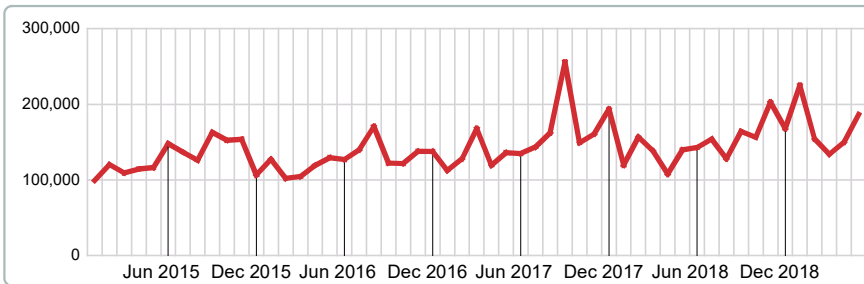
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

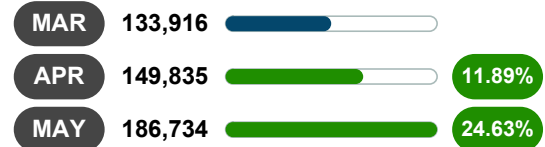


### 3 MONTHS

5 year MAY AVG = 141,612

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

Average Sold Price at Closing this month at **186,734** above the 5 yr MAY average of **141,612**



## 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
\$75,000 and less	9.09%	48,375	42,833	65,000	0	0
\$75,001 - \$100,000	6.82%	82,067	83,100	80,000	0	0
\$100,001 - \$125,000	6.82%	115,000	102,500	0	121,250	0
\$125,001 - \$175,000	36.36%	147,988	142,500	148,025	153,250	0
\$175,001 - \$200,000	11.36%	180,220	0	180,220	0	0
\$200,001 - \$275,000	18.18%	227,210	221,777	222,180	242,500	0
\$275,001 and up	11.36%	469,000	587,500	390,000	0	0
<b>Average Sold Price</b>		<b>186,734</b>	<b>188,998</b>	<b>189,011</b>	<b>172,333</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>186,734</b>	<b>11</b>	<b>27</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>8,216,277</b>	<b>2.08M</b>	<b>5.10M</b>	<b>1.03M</b>	<b>0.00B</b>

# May 2019



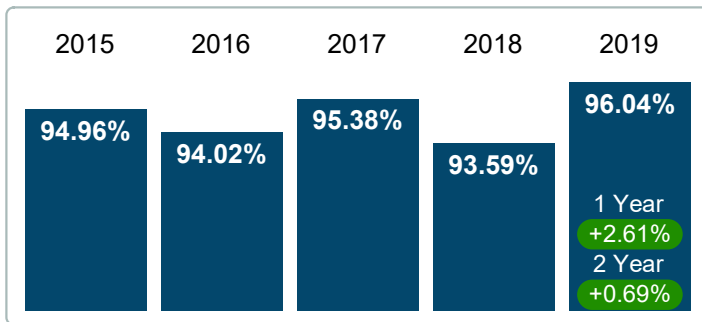
Area Delimited by County Of Bryan



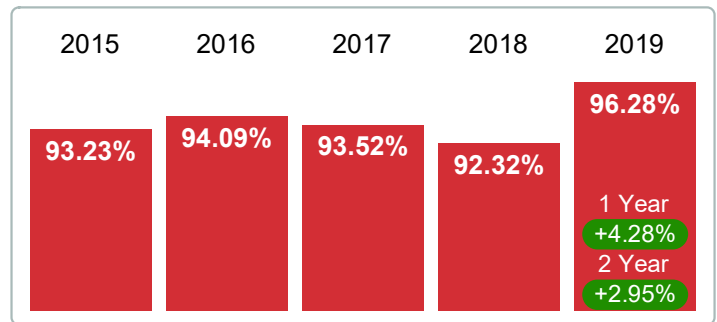
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jun 13, 2019 for MLS Technology Inc.

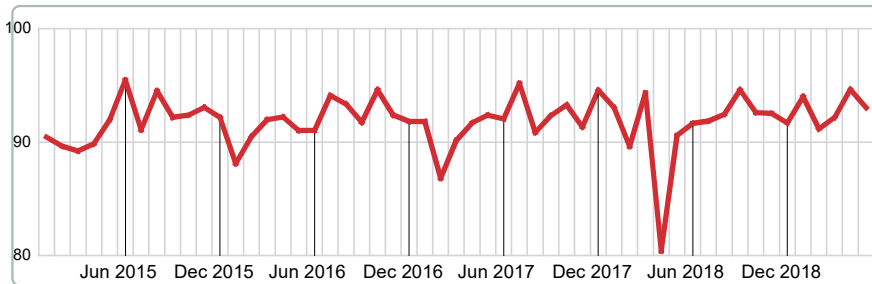
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

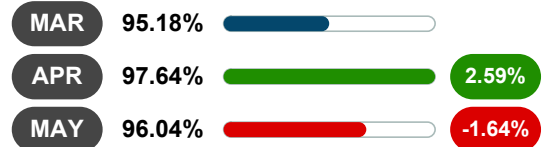


### 3 MONTHS

5 year MAY AVG = 94.80%

High Jun 2015 98.47% Low Apr 2018 83.41%

Average Sold/List Ratio this month at **96.04%** above the 5 yr MAY average of **94.80%**



### 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
\$75,000 and less	4	9.09%	88.55%	90.28%	83.33%	0.00%	0.00%
\$75,001 - \$100,000	3	6.82%	93.98%	79.33%	123.27%	0.00%	0.00%
\$100,001 - \$125,000	3	6.82%	98.03%	97.71%	0.00%	98.19%	0.00%
\$125,001 - \$175,000	16	36.36%	95.80%	84.94%	96.67%	101.41%	0.00%
\$175,001 - \$200,000	5	11.36%	98.20%	0.00%	98.20%	0.00%	0.00%
\$200,001 - \$275,000	8	18.18%	101.70%	91.27%	105.49%	97.41%	0.00%
\$275,001 and up	5	11.36%	91.63%	86.85%	94.81%	0.00%	0.00%
Average Sold/List Ratio		96.00%		87.46%	98.87%	99.00%	0.00%
Total Closed Units		44	100%	11	27	6	
Total Closed Volume		8,216,277		2.08M	5.10M	1.03M	0.00B

# May 2019

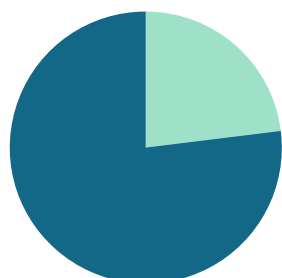
Area Delimited by County Of Bryan



## MARKET SUMMARY

Report produced on Jun 13, 2019 for MLS Technology Inc.

### INVENTORY

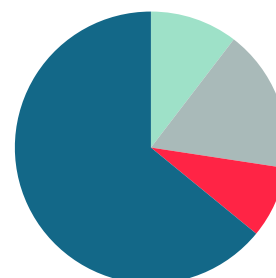


**Inventory**  
 New Listings  
**94 = 23.04%**  
 Start Inventory  
**314**  
 Total Inventory Units  
**408**  
 Volume  
**\$117,277,277**

### Market Activity

Closed Sales  
**44 = 10.40%**  
 Pending Sales  
**72 = 17.02%**  
 Other Off Market  
**36 = 8.51%**  
 Active Inventory  
**271 = 64.07%**

### MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	54	44	-18.52%	208	192	-7.69%
Pending Sales	59	72	22.03%	266	245	-7.89%
New Listings	111	94	-15.32%	463	453	-2.16%
Average List Price	151,148	197,836	30.89%	139,199	177,378	27.43%
Average Sale Price	139,665	186,734	33.70%	131,256	172,012	31.05%
Average Percent of Selling Price to List Price	93.59%	96.04%	2.61%	92.32%	96.28%	4.28%
Average Days on Market to Sale	42.63	35.09	-17.68%	45.17	46.11	2.08%
Monthly Inventory	360	271	-24.72%	360	271	-24.72%
Months Supply of Inventory	9.31	5.93	-36.26%	9.31	5.93	-36.26%

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

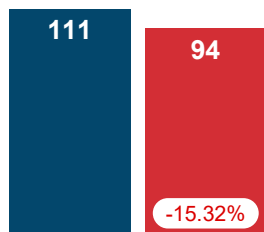
**Inventory** on May 31, 2019 = **271**

**2018** **2019**

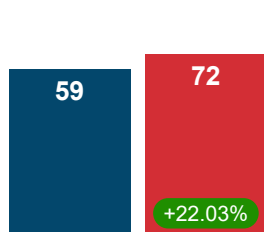
### MAY MARKET

### AVERAGE PRICES

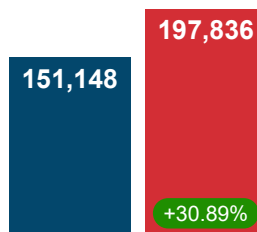
#### New Listings



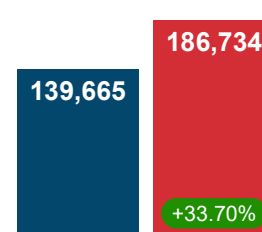
#### Pending Listings



#### List Price



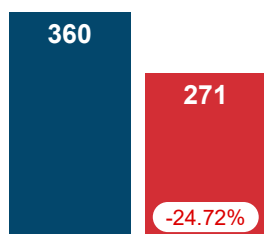
#### Sale Price



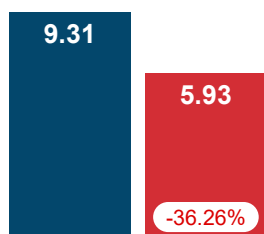
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

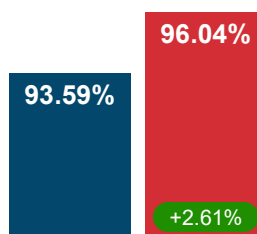
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

