

May 2019

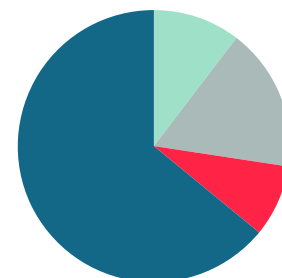
Area Delimited by County Of Bryan



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% |
| Median List Price | 116,450 | 161,500 | 38.69% |
| Median Sale Price | 110,250 | 158,750 | 43.99% |
| Median Percent of Selling Price to List Price | 96.96% | 97.32% | 0.37% |
| Median Days on Market to Sale | 29.50 | 22.50 | -23.73% |
| 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.

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 **43.99%** in May 2019 to \$158,750 versus the previous year at \$110,250.

Median Days on Market Shortens

The median number of **22.50** days that homes spent on the market before selling decreased by 7.00 days or **23.73%** in May 2019 compared to last year's same month at **29.50** DOM.

Sales Success for May 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 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

| | |
|--|-----------|
| Closed Listings | 1 |
| Pending Listings | 2 |
| New Listings | 3 |
| Inventory | 4 |
| Months Supply of Inventory | 5 |
| Median Days on Market to Sale | 6 |
| Median List Price at Closing | 7 |
| Median Sale Price at Closing | 8 |
| Median 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

May 2019

Area Delimited by County Of Bryan

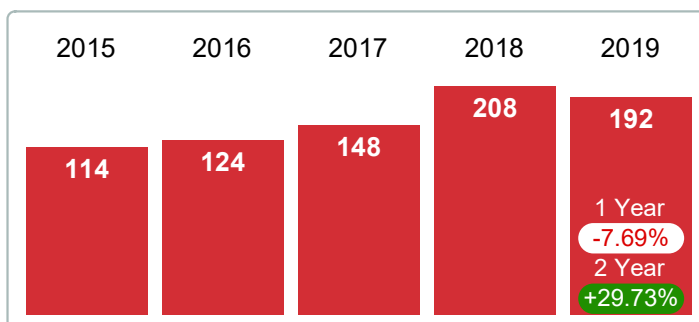
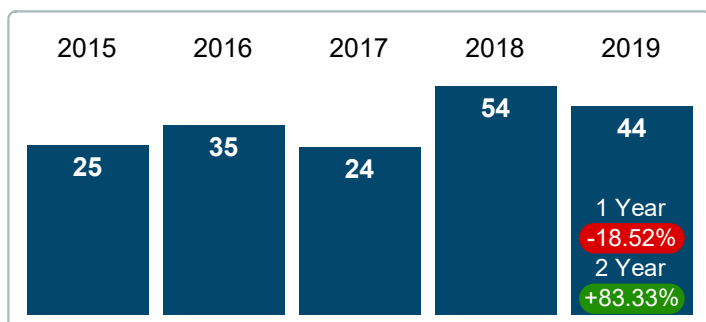


CLOSED LISTINGS

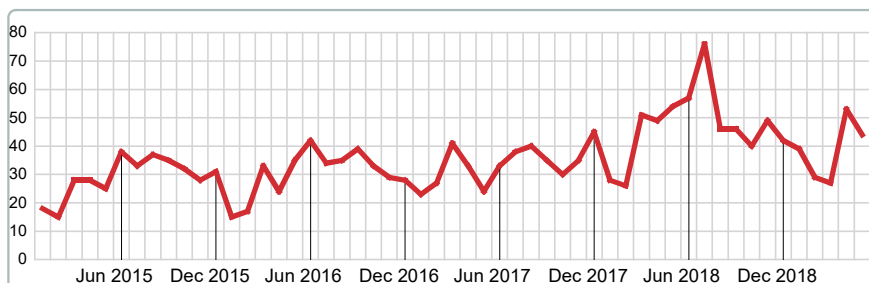
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MAY

YEAR TO DATE (YTD)

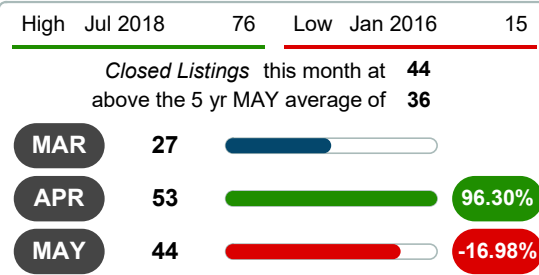


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 36



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|------------------|-------------|-------------|------------------|------------------|------------------|--------------|
| \$75,000 and less | 4 | 9.09% | 25.5 | 3 | 1 | 0 | 0 |
| \$75,001 - \$100,000 | 3 | 6.82% | 13.0 | 2 | 1 | 0 | 0 |
| \$100,001 - \$125,000 | 3 | 6.82% | 26.0 | 1 | 0 | 2 | 0 |
| \$125,001 - \$175,000 | 16 | 36.36% | 18.0 | 2 | 12 | 2 | 0 |
| \$175,001 - \$200,000 | 5 | 11.36% | 26.0 | 0 | 5 | 0 | 0 |
| \$200,001 - \$275,000 | 8 | 18.18% | 28.0 | 1 | 5 | 2 | 0 |
| \$275,001 and up | 5 | 11.36% | 45.0 | 2 | 3 | 0 | 0 |
| Total Closed Units | 44 | | | 11 | 27 | 6 | 0 |
| Total Closed Volume | 8,216,277 | 100% | 22.5 | 2.08M | 5.10M | 1.03M | 0.00B |
| Median Closed Price | \$158,750 | | | \$102,500 | \$170,000 | \$153,250 | \$0 |

May 2019



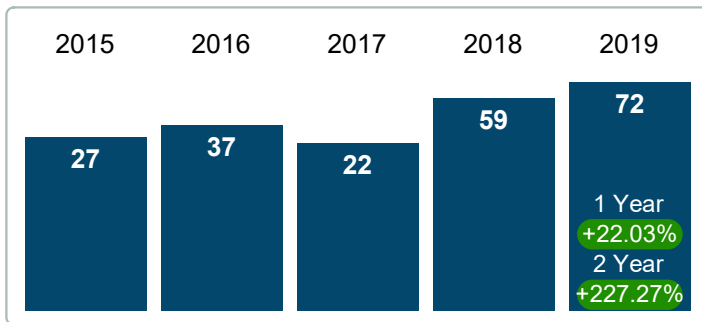
Area Delimited by County Of Bryan



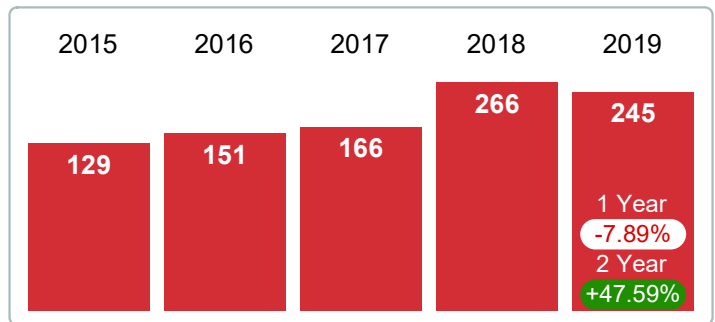
PENDING LISTINGS

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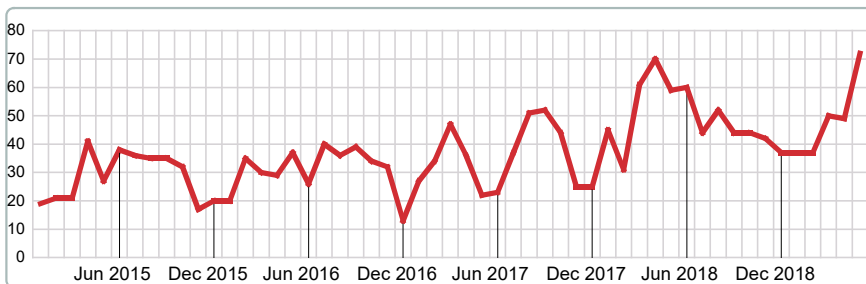
MAY



YEAR TO DATE (YTD)

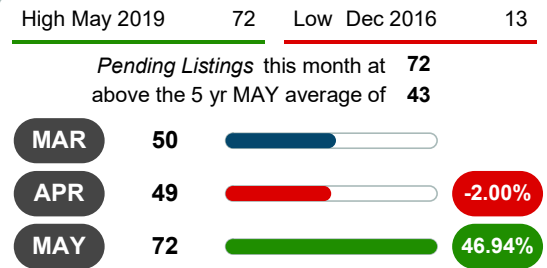


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 43



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | MDOM | 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% | 5.0 | 4 | 3 | 1 | 0 |
| \$75,001 - \$125,000 | 14 | 19.44% | 24.5 | 6 | 7 | 1 | 0 |
| \$125,001 - \$175,000 | 12 | 16.67% | 14.5 | 2 | 6 | 4 | 0 |
| \$175,001 - \$225,000 | 21 | 29.17% | 38.0 | 0 | 16 | 5 | 0 |
| \$225,001 - \$275,000 | 6 | 8.33% | 52.5 | 0 | 4 | 2 | 0 |
| \$275,001 and up | 9 | 12.50% | 32.0 | 3 | 1 | 2 | 3 |
| Total Pending Units | 72 | | | 17 | 37 | 15 | 3 |
| Total Pending Volume | 12,619,870 | 100% | 25.5 | 2.42M | 6.16M | 3.00M | 1.04M |
| Median Listing Price | \$174,950 | | | \$86,500 | \$179,950 | \$185,000 | \$325,000 |

May 2019



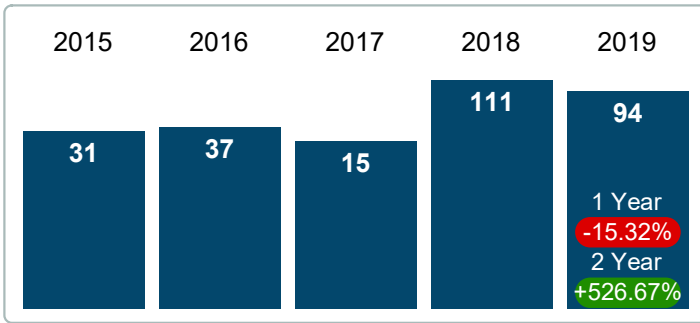
Area Delimited by County Of Bryan



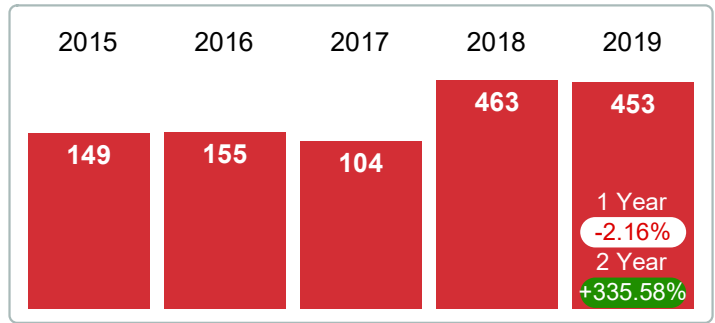
NEW LISTINGS

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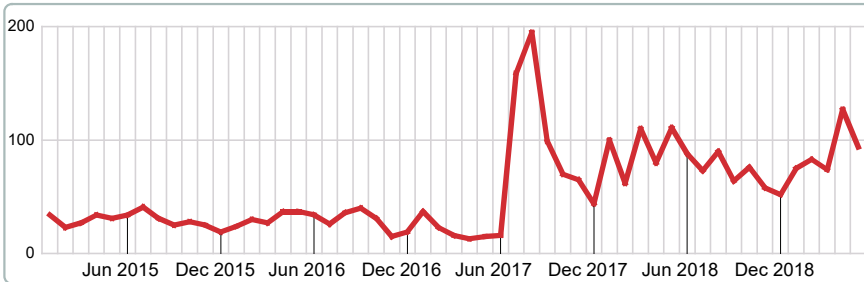
MAY



YEAR TO DATE (YTD)

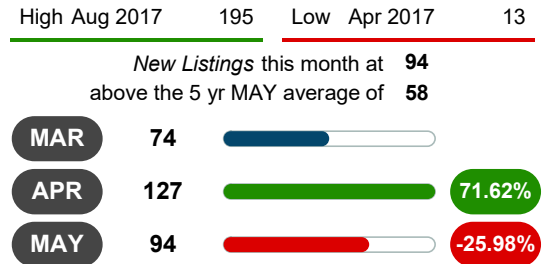


5 YEAR MARKET ACTIVITY TRENDS



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 |
|---|-------------------|-------------|-----------------|------------------|------------------|------------------|
| \$40,000 and less | 4 | 4.26% | 4 | 0 | 0 | 0 |
| \$40,001 - \$60,000 | 16 | 17.02% | 12 | 4 | 0 | 0 |
| \$60,001 - \$110,000 | 14 | 14.89% | 5 | 8 | 1 | 0 |
| \$110,001 - \$210,000 | 23 | 24.47% | 4 | 15 | 3 | 1 |
| \$210,001 - \$280,000 | 16 | 17.02% | 1 | 10 | 5 | 0 |
| \$280,001 - \$410,000 | 11 | 11.70% | 3 | 1 | 4 | 3 |
| \$410,001 and up | 10 | 10.64% | 4 | 4 | 1 | 1 |
| Total New Listed Units | 94 | | 33 | 42 | 14 | 5 |
| Total New Listed Volume | 19,835,725 | 100% | 6.50M | 7.99M | 3.68M | 1.66M |
| Median New Listed Listing Price | \$149,900 | | \$65,000 | \$157,400 | \$258,750 | \$355,000 |

May 2019



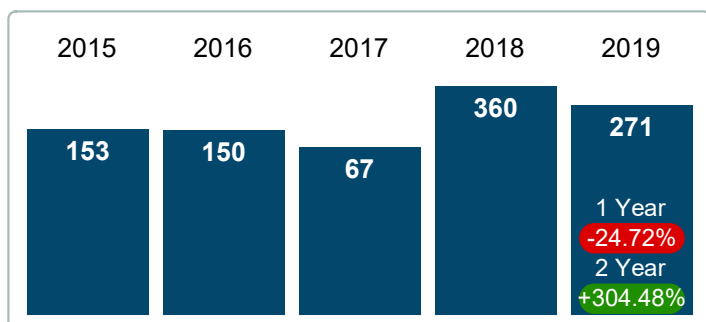
Area Delimited by County Of Bryan



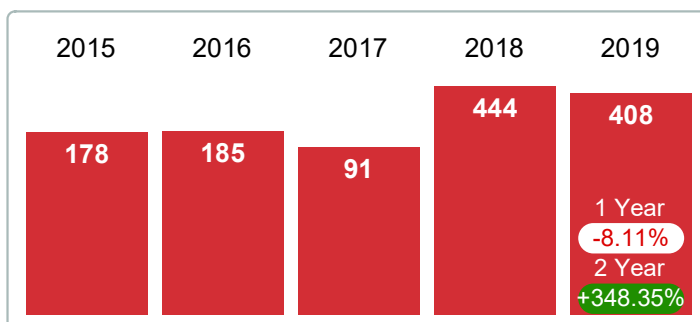
ACTIVE INVENTORY

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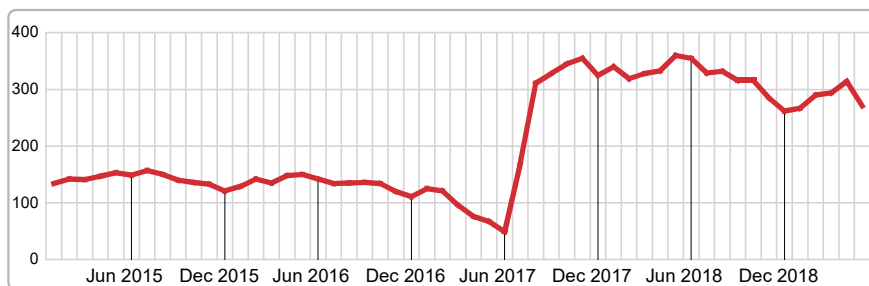
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ACTIVE DURING MAY

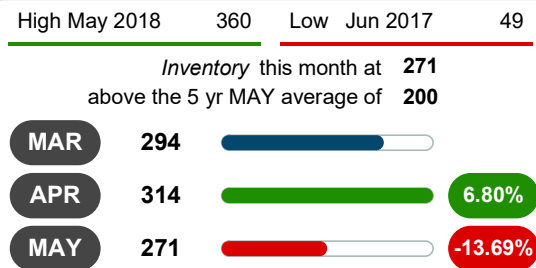


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 200



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|----|------------|------|-----------|-----------|-----------|-----------|
| \$25,000 and less | 5 | 1.85% | 85.0 | 4 | 1 | 0 | 0 |
| \$25,001 - \$75,000 | 46 | 16.97% | 43.0 | 40 | 6 | 0 | 0 |
| \$75,001 - \$125,000 | 36 | 13.28% | 43.0 | 20 | 11 | 2 | 3 |
| \$125,001 - \$250,000 | 75 | 27.68% | 56.0 | 15 | 44 | 14 | 2 |
| \$250,001 - \$425,000 | 50 | 18.45% | 47.5 | 13 | 15 | 17 | 5 |
| \$425,001 - \$725,000 | 33 | 12.18% | 73.0 | 12 | 8 | 6 | 7 |
| \$725,001 and up | 26 | 9.59% | 67.0 | 20 | 3 | 0 | 3 |
| Total Active Inventory by Units | | 271 | | 124 | 88 | 39 | 20 |
| Total Active Inventory by Volume | | 90,433,200 | 100% | 42.51M | 25.17M | 11.93M | 10.82M |
| Median Active Inventory Listing Price | | \$210,500 | | \$117,000 | \$195,200 | \$280,000 | \$429,450 |

May 2019



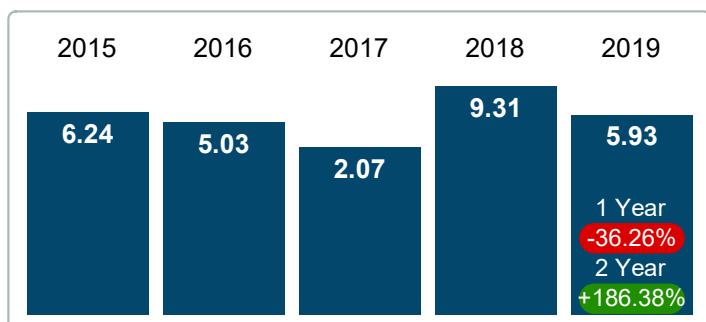
Area Delimited by County Of Bryan



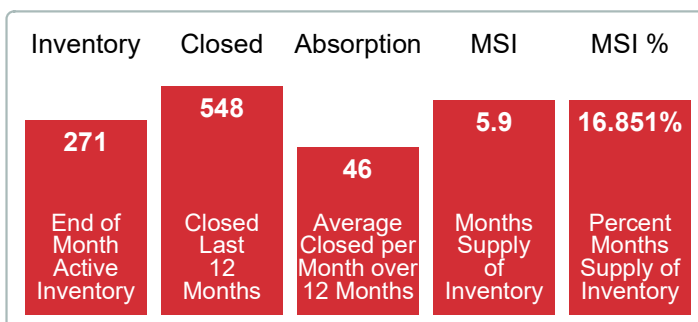
MONTHS SUPPLY of INVENTORY (MSI)

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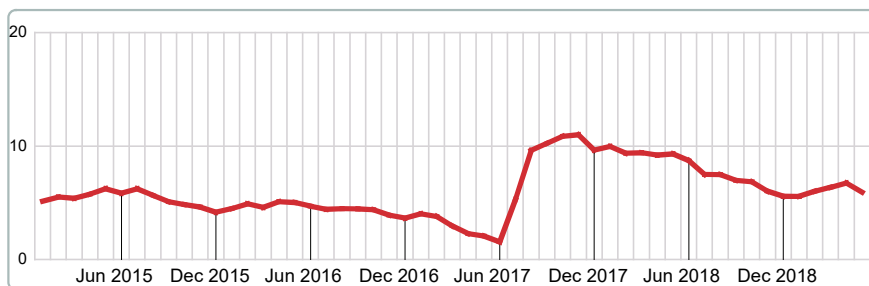
MSI FOR MAY



INDICATORS FOR MAY 2019

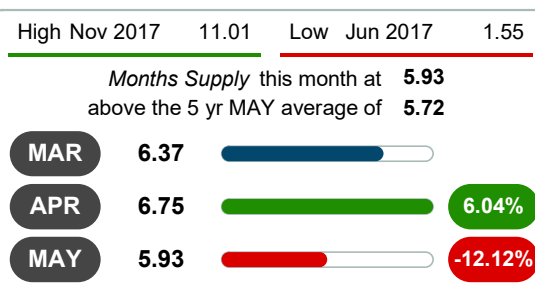


5 YEAR MARKET ACTIVITY TRENDS



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



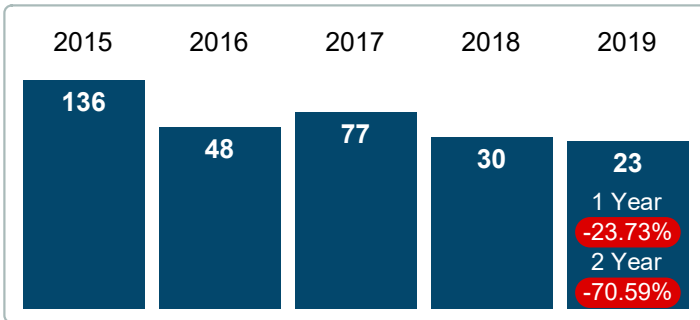
Area Delimited by County Of Bryan



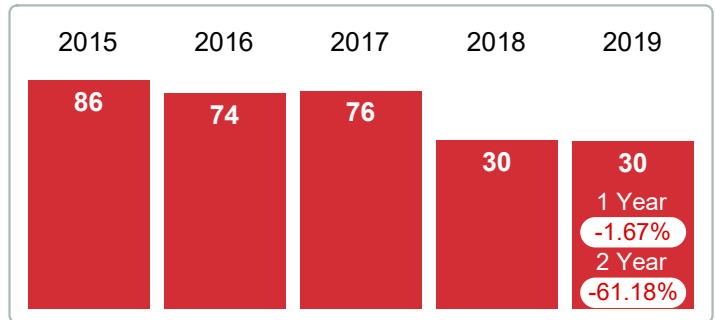
MEDIAN DAYS ON MARKET TO SALE

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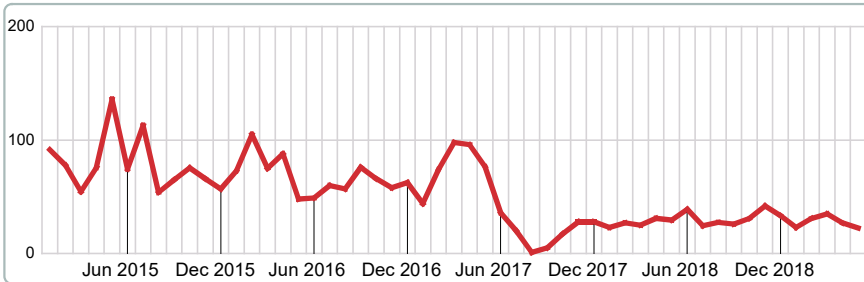
MAY



YEAR TO DATE (YTD)

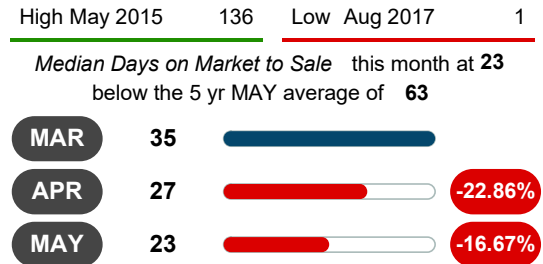


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 63



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 |
|--|-----------|--------|------|----------|--------|--------|---------|
| \$75,000 and less | 4 | 9.09% | 26 | 32 | 5 | 0 | 0 |
| \$75,001 - \$100,000 | 3 | 6.82% | 13 | 16 | 13 | 0 | 0 |
| \$100,001 - \$125,000 | 3 | 6.82% | 26 | 26 | 0 | 41 | 0 |
| \$125,001 - \$175,000 | 16 | 36.36% | 18 | 17 | 18 | 68 | 0 |
| \$175,001 - \$200,000 | 5 | 11.36% | 26 | 0 | 26 | 0 | 0 |
| \$200,001 - \$275,000 | 8 | 18.18% | 28 | 49 | 5 | 62 | 0 |
| \$275,001 and up | 5 | 11.36% | 45 | 23 | 67 | 0 | 0 |
| Median Closed DOM | 23 | | | 26 | 15 | 51 | 0 |
| Total Closed Units | 44 | 100% | 22.5 | 11 | 27 | 6 | |
| Total Closed Volume | 8,216,277 | | | 2.08M | 5.10M | 1.03M | 0.00B |

May 2019



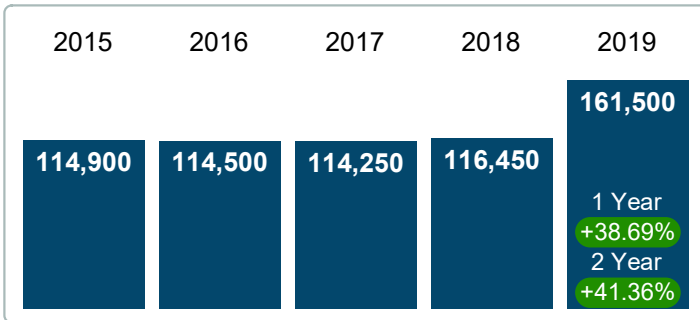
Area Delimited by County Of Bryan



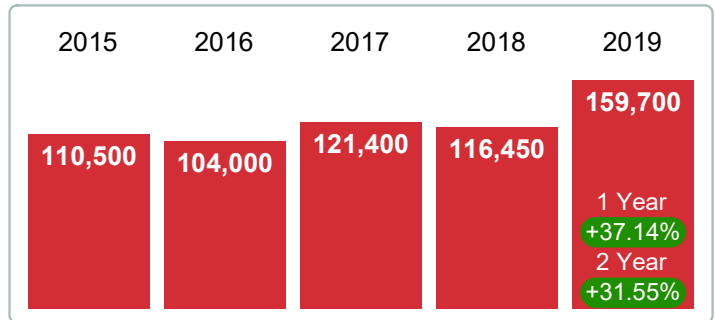
MEDIAN LIST PRICE AT CLOSING

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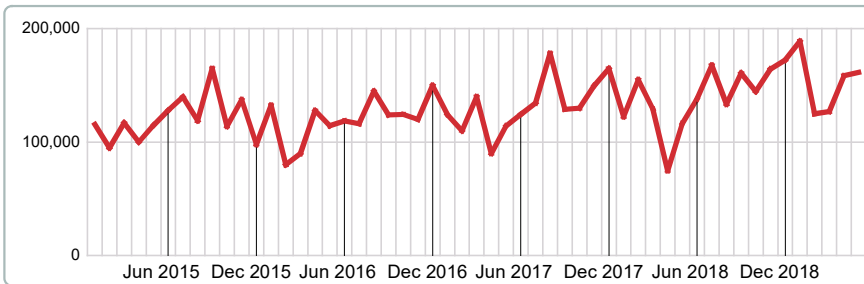
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

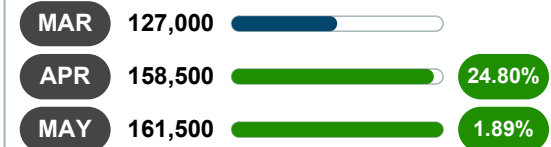


3 MONTHS

5 year MAY AVG = 124,320

High Jan 2019 189,000 Low Apr 2018 74,900

Median List Price at Closing this month at **161,500**
above the 5 yr MAY average of **124,320**



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 |
|---|----|--------|-----------|----------|---------|---------|---------|
| \$75,000 and less | 4 | 9.09% | 57,200 | 49,500 | 64,900 | 0 | 0 |
| \$75,001 - \$100,000 | 2 | 4.55% | 80,450 | 82,900 | 78,000 | 0 | 0 |
| \$100,001 - \$125,000 | 3 | 6.82% | 122,500 | 104,900 | 0 | 123,500 | 0 |
| \$125,001 - \$175,000 | 17 | 38.64% | 154,000 | 159,900 | 152,000 | 151,250 | 0 |
| \$175,001 - \$200,000 | 7 | 15.91% | 189,900 | 0 | 189,900 | 0 | 0 |
| \$200,001 - \$275,000 | 5 | 11.36% | 235,000 | 242,988 | 235,000 | 210,000 | 0 |
| \$275,001 and up | 6 | 13.64% | 457,000 | 695,000 | 374,000 | 290,000 | 0 |
| Median List Price | | | 161,500 | 140,000 | 175,000 | 151,250 | 0 |
| Total Closed Units | | 100% | 161,500 | 11 | 27 | 6 | |
| Total Closed Volume | | | 8,704,788 | 2.44M | 5.22M | 1.05M | 0.00B |

May 2019



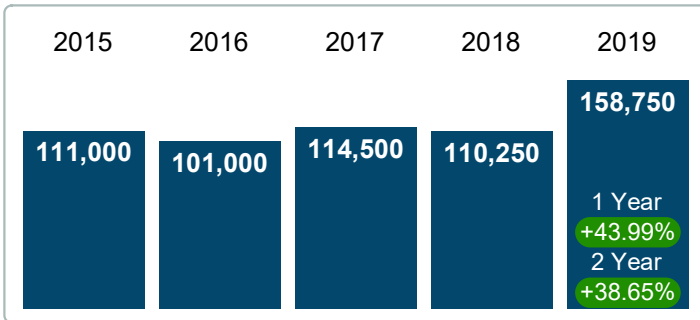
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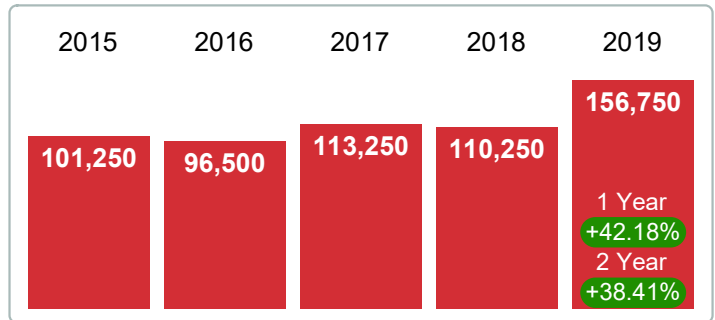
MEDIAN SOLD PRICE AT CLOSING

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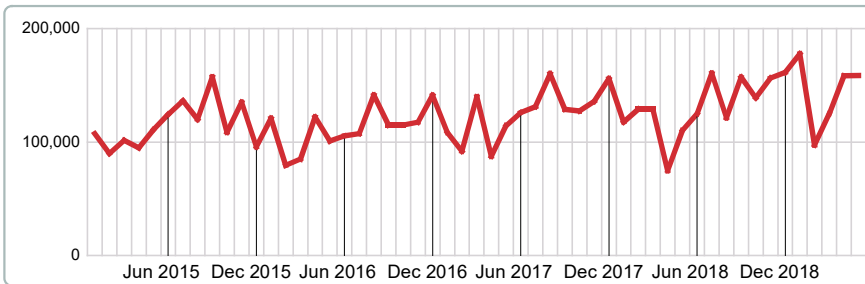
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

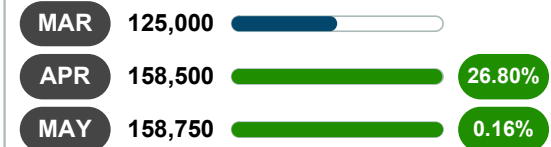


3 MONTHS

5 year MAY AVG = 119,100

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

Median Sold Price at Closing this month at **158,750** above the 5 yr MAY average of **119,100**



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 |
|---|----|--------|-----------|----------|---------|---------|---------|
| \$75,000 and less | 4 | 9.09% | 53,500 | 42,000 | 65,000 | 0 | 0 |
| \$75,001 - \$100,000 | 3 | 6.82% | 81,200 | 83,100 | 80,000 | 0 | 0 |
| \$100,001 - \$125,000 | 3 | 6.82% | 120,000 | 102,500 | 0 | 121,250 | 0 |
| \$125,001 - \$175,000 | 16 | 36.36% | 149,000 | 142,500 | 146,250 | 153,250 | 0 |
| \$175,001 - \$200,000 | 5 | 11.36% | 179,900 | 0 | 179,900 | 0 | 0 |
| \$200,001 - \$275,000 | 8 | 18.18% | 222,389 | 221,777 | 223,000 | 242,500 | 0 |
| \$275,001 and up | 5 | 11.36% | 525,000 | 587,500 | 350,000 | 0 | 0 |
| Median Sold Price | | | 158,750 | 102,500 | 170,000 | 153,250 | 0 |
| Total Closed Units | | 100% | 158,750 | 11 | 27 | 6 | |
| Total Closed Volume | | | 8,216,277 | 2.08M | 5.10M | 1.03M | 0.00B |

May 2019



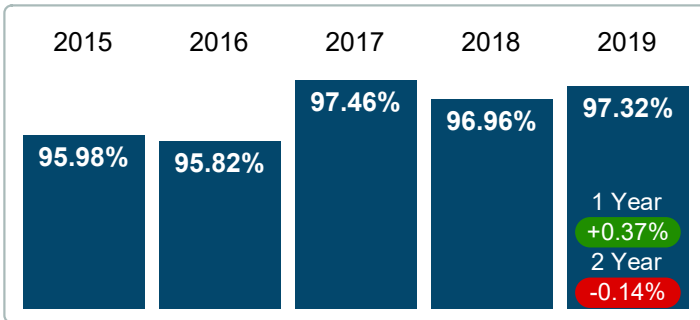
Area Delimited by County Of Bryan



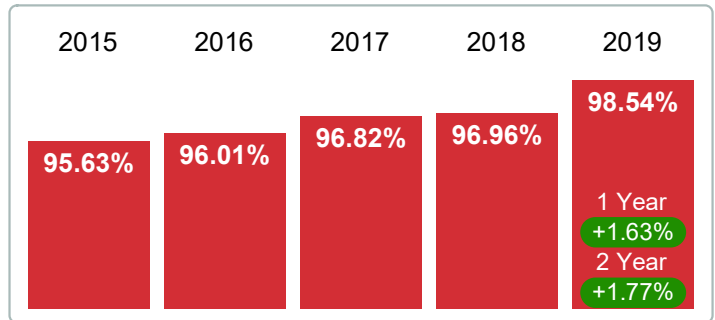
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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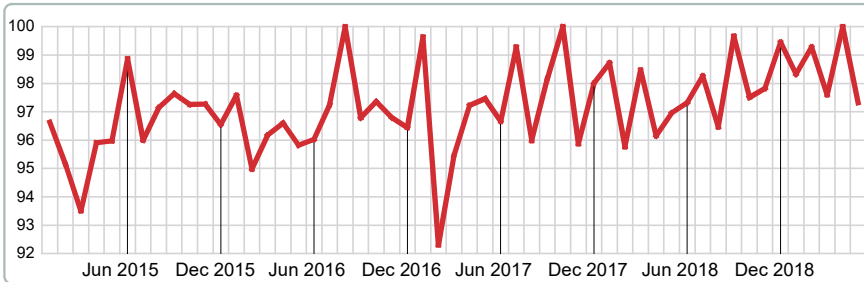
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

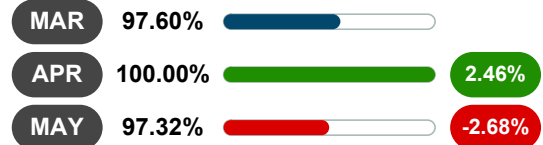


3 MONTHS

5 year MAY AVG = 96.71%

High Apr 2019 100.00% Low Feb 2017 92.31%

Median Sold/List Ratio this month at **97.32%**
equal to 5 yr MAY average of **96.71%**



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 |
|--|----|-----------|--------|----------|---------|---------|---------|
| \$75,000 and less | 4 | 9.09% | 85.42% | 86.00% | 83.33% | 0.00% | 0.00% |
| \$75,001 - \$100,000 | 3 | 6.82% | 97.95% | 79.33% | 123.27% | 0.00% | 0.00% |
| \$100,001 - \$125,000 | 3 | 6.82% | 97.71% | 97.71% | 0.00% | 98.19% | 0.00% |
| \$125,001 - \$175,000 | 16 | 36.36% | 96.54% | 84.94% | 96.54% | 101.41% | 0.00% |
| \$175,001 - \$200,000 | 5 | 11.36% | 99.29% | 0.00% | 99.29% | 0.00% | 0.00% |
| \$200,001 - \$275,000 | 8 | 18.18% | 99.80% | 91.27% | 100.00% | 97.41% | 0.00% |
| \$275,001 and up | 5 | 11.36% | 93.58% | 86.85% | 93.58% | 0.00% | 0.00% |
| Median Sold/List Ratio | | 97.32% | | 88.57% | 98.62% | 99.68% | 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

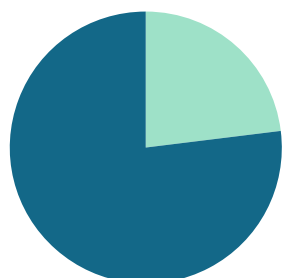
Area Delimited by County Of Bryan



MARKET SUMMARY

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

INVENTORY

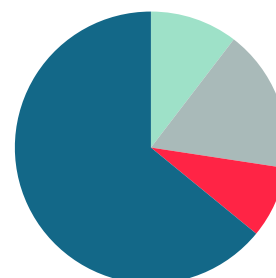


Inventory
 New Listings
94 = 23.04%
 Start Inventory
314
 Total Inventory Units
408
 Volume
\$117,277,277

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% |
| Median List Price | 116,450 | 161,500 | 38.69% | 116,450 | 159,700 | 37.14% |
| Median Sale Price | 110,250 | 158,750 | 43.99% | 110,250 | 156,750 | 42.18% |
| Median Percent of Selling Price to List Price | 96.96% | 97.32% | 0.37% | 96.96% | 98.54% | 1.63% |
| Median Days on Market to Sale | 29.50 | 22.50 | -23.73% | 30.00 | 29.50 | -1.67% |
| 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

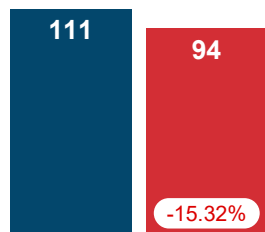
Inventory on May 31, 2019 = 271

2018 **2019**

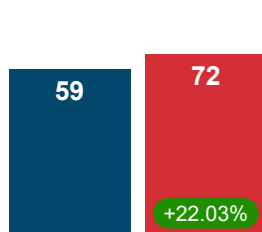
MAY MARKET

MEDIAN PRICES

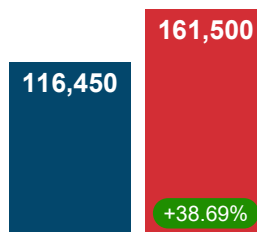
New Listings



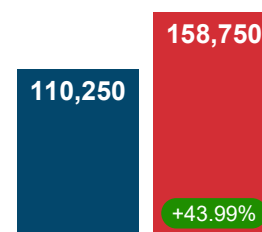
Pending Listings



List Price



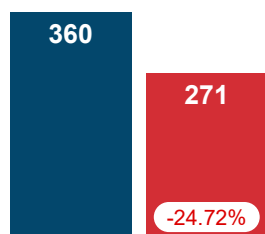
Sale Price



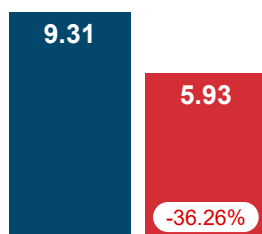
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

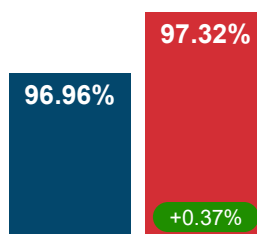
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

