

April 2020

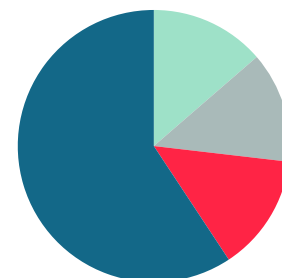
Area Delimited by County Of Bryan



MONTHLY INVENTORY ANALYSIS

Report produced on May 11, 2020 for MLS Technology Inc.

Compared Metrics	2019	April 2020	+/-%
Closed Listings	53	61	15.09%
Pending Listings	49	59	20.41%
New Listings	127	85	-33.07%
Median List Price	158,500	171,300	8.08%
Median Sale Price	158,500	171,300	8.08%
Median Percent of Selling Price to List Price	100.00%	99.24%	-0.76%
Median Days on Market to Sale	27.00	13.00	-51.85%
End of Month Inventory	332	265	-20.18%
Months Supply of Inventory	7.13	5.49	-22.94%



■ Closed (13.65%)
■ Pending (13.20%)
■ Other OffMarket (13.87%)
■ Active (59.28%)

Absorption: Last 12 months, an Average of **48** Sales/Month
Active Inventory as of April 30, 2020 = **265**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2020 decreased **20.18%** to 265 existing homes available for sale. Over the last 12 months this area has had an average of 48 closed sales per month. This represents an unsold inventory index of **5.49** 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 **8.08%** in April 2020 to \$171,300 versus the previous year at \$158,500.

Median Days on Market Shortens

The median number of **13.00** days that homes spent on the market before selling decreased by 14.00 days or **51.85%** in April 2020 compared to last year's same month at **27.00** DOM.

Sales Success for April 2020 is Positive

Overall, with Median Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 85 New Listings in April 2020, down **33.07%** from last year at 127. Furthermore, there were 61 Closed Listings this month versus last year at 53, a **15.09%** increase.

Closed versus Listed trends yielded a **71.8%** ratio, up from previous year's, April 2019, at **41.7%**, a **71.96%** upswing. 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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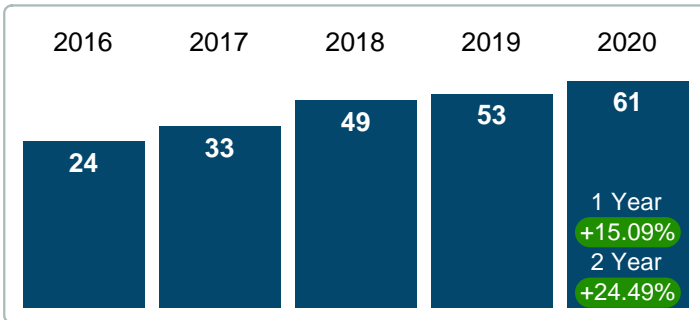
Area Delimited by County Of Bryan



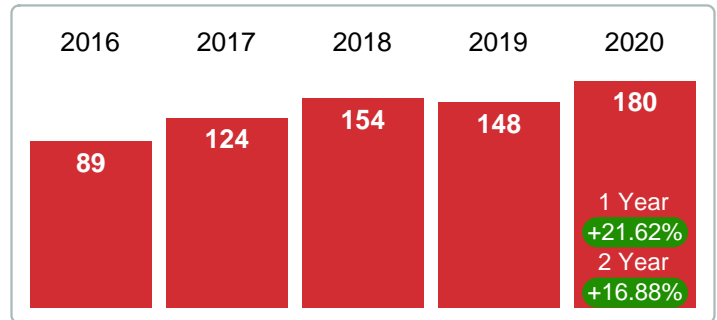
CLOSED LISTINGS

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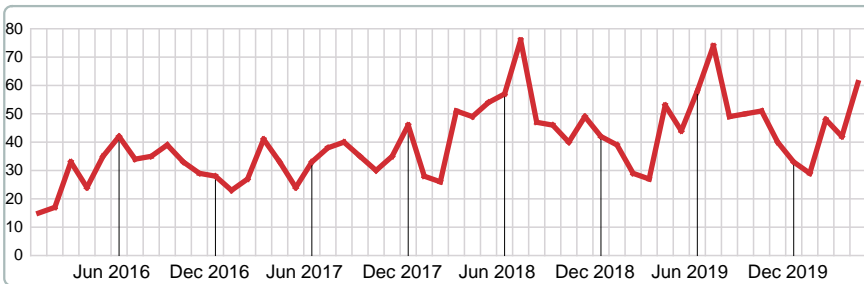
APRIL



YEAR TO DATE (YTD)

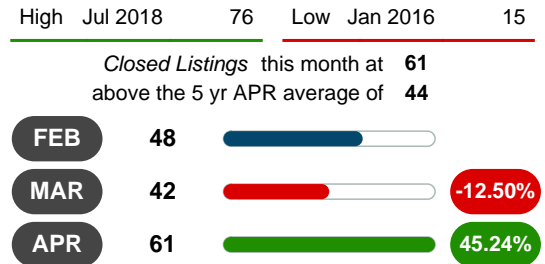


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 44



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	6	9.84%	16.5	2	4	0	0
\$75,001 - \$100,000	6	9.84%	6.0	2	3	1	0
\$100,001 - \$125,000	9	14.75%	15.0	1	7	1	0
\$125,001 - \$175,000	12	19.67%	7.0	0	11	1	0
\$175,001 - \$225,000	13	21.31%	11.0	0	10	3	0
\$225,001 - \$350,000	8	13.11%	18.5	1	6	1	0
\$350,001 and up	7	11.48%	50.0	2	3	1	1
Total Closed Units	61			8	44	8	1
Total Closed Volume	18,212,222	100%	13.0	7.99M	8.24M	1.55M	436.50K
Median Closed Price	\$171,300			\$102,000	\$168,725	\$190,295	\$436,500

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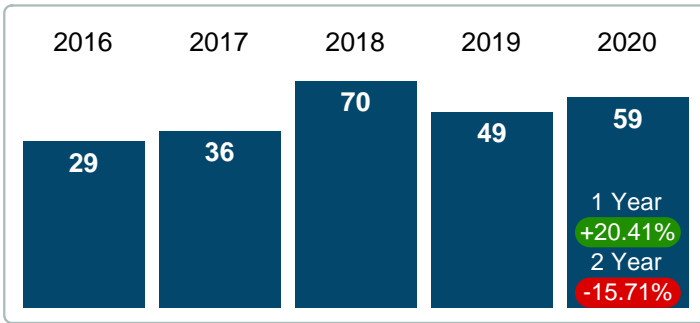
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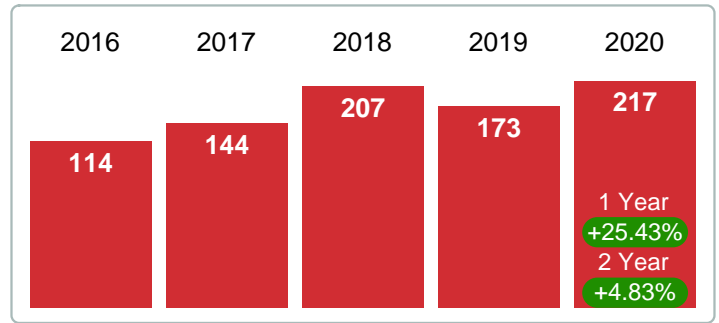
PENDING LISTINGS

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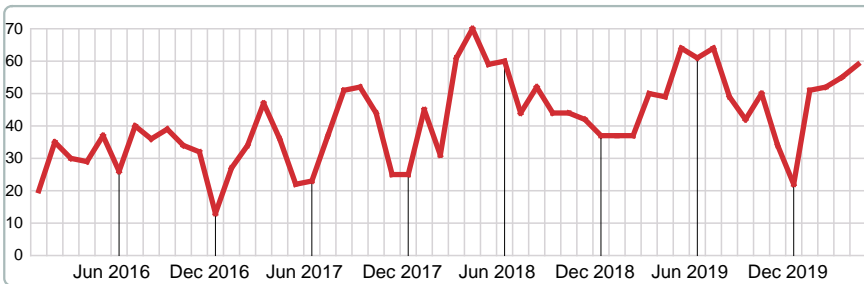
APRIL



YEAR TO DATE (YTD)

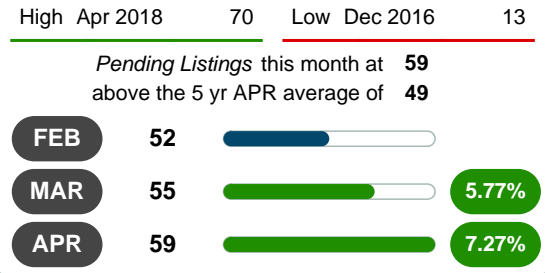


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 49



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	5	8.47%	77.0	5	0	0	0
\$25,001 - \$75,000	8	13.56%	13.0	4	4	0	0
\$75,001 - \$125,000	6	10.17%	12.5	3	2	1	0
\$125,001 - \$175,000	17	28.81%	7.0	4	11	2	0
\$175,001 - \$200,000	9	15.25%	6.0	0	8	1	0
\$200,001 - \$350,000	8	13.56%	5.0	2	2	4	0
\$350,001 and up	6	10.17%	70.5	0	1	3	2
Total Pending Units	59			18	28	11	2
Total Pending Volume	9,978,810	100%	10.0	1.72M	4.59M	2.84M	823.90K
Median Listing Price	\$165,000			\$80,000	\$170,360	\$209,900	\$411,950

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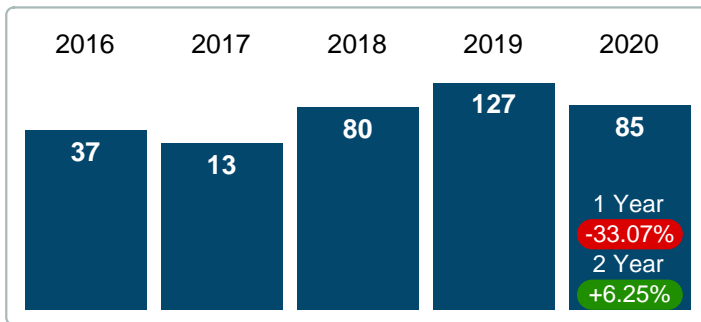
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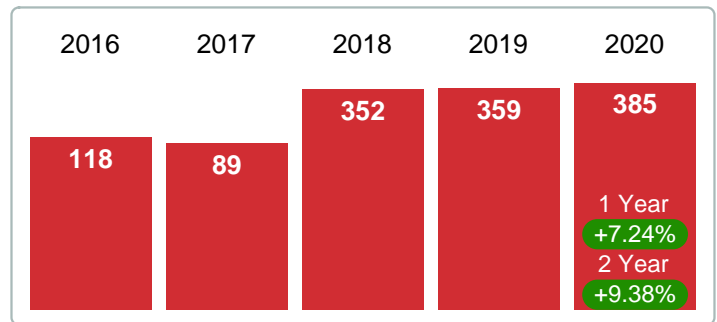
NEW LISTINGS

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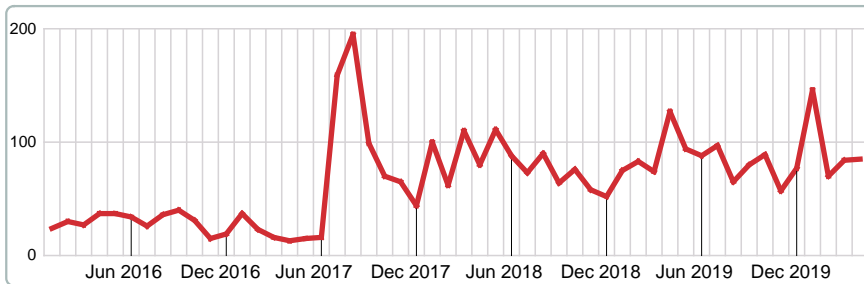
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 68

High Aug 2017 195 Low Apr 2017 13

New Listings this month at **85**
above the 5 yr APR average of **68**



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	3.53%	3	0	0	0
\$25,001 - \$100,000	16	18.82%	11	4	1	0
\$100,001 - \$150,000	11	12.94%	3	5	2	1
\$150,001 - \$175,000	11	12.94%	1	7	3	0
\$175,001 - \$225,000	23	27.06%	1	19	3	0
\$225,001 - \$525,000	12	14.12%	3	3	5	1
\$525,001 and up	9	10.59%	5	2	2	0
Total New Listed Units	85		27	40	16	2
Total New Listed Volume	20,298,360	100%	6.24M	7.93M	5.53M	600.00K
Median New Listed Listing Price	\$178,900		\$100,000	\$183,525	\$213,095	\$300,000

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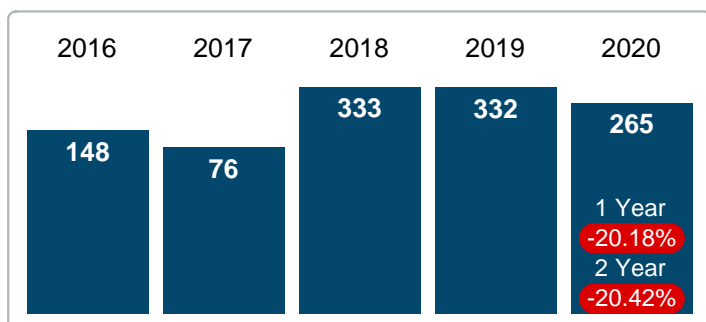
Area Delimited by County Of Bryan



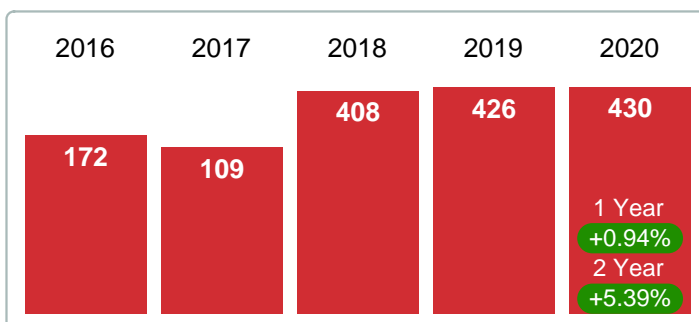
ACTIVE INVENTORY

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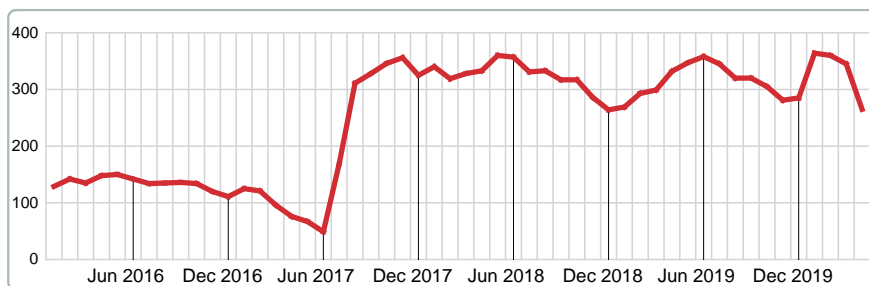
END OF APRIL



ACTIVE DURING APRIL

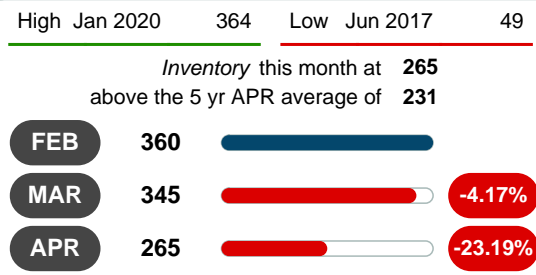


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 231



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	2	0.75%	96.0	2	0	0	0
\$10,001 - \$30,000	54	20.38%	105.0	52	2	0	0
\$30,001 - \$70,000	38	14.34%	99.0	35	3	0	0
\$70,001 - \$210,000	73	27.55%	47.0	34	29	8	2
\$210,001 - \$340,000	38	14.34%	64.0	13	15	9	1
\$340,001 - \$600,000	35	13.21%	79.0	16	4	11	4
\$600,001 and up	25	9.43%	77.0	18	3	3	1
Total Active Inventory by Units	265			170	56	31	8
Total Active Inventory by Volume	64,144,985	100%	84.0	36.15M	12.90M	10.72M	4.37M
Median Active Inventory Listing Price	\$144,900			\$56,000	\$199,500	\$299,000	\$429,950

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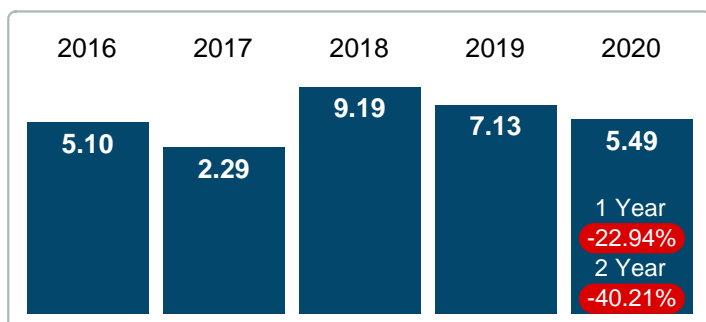
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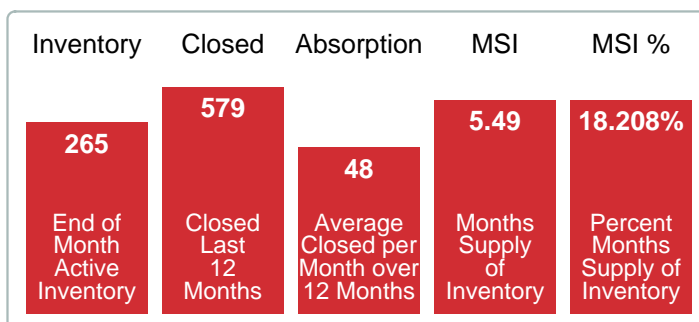
MONTHS SUPPLY of INVENTORY (MSI)

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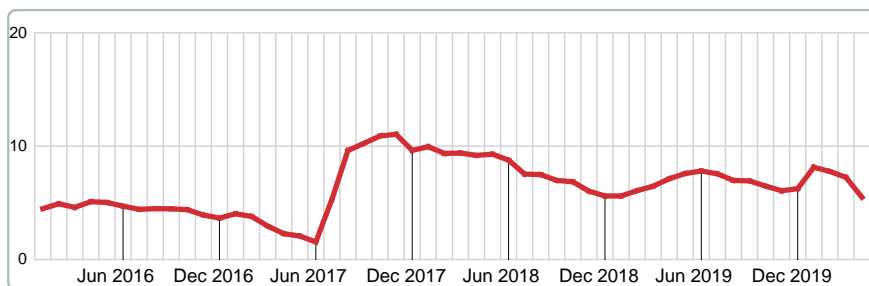
MSI FOR APRIL



INDICATORS FOR APRIL 2020

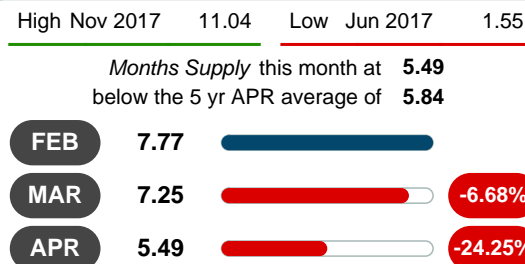


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 5.84



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
\$10,000 and less	2	0.75%	12.00	12.00	0.00	0.00	0.00
\$10,001 - \$30,000	54	20.38%	24.00	24.96	12.00	0.00	0.00
\$30,001 - \$70,000	38	14.34%	8.44	14.00	1.64	0.00	0.00
\$70,001 - \$210,000	73	27.55%	2.57	6.00	1.56	2.09	6.00
\$210,001 - \$340,000	38	14.34%	4.07	14.18	2.81	3.38	2.40
\$340,001 - \$600,000	35	13.21%	15.56	48.00	5.33	14.67	9.60
\$600,001 and up	25	9.43%	18.75	27.00	18.00	9.00	6.00
Market Supply of Inventory (MSI)	5.49	100%	5.49	13.78	2.09	4.04	5.65
Total Active Inventory by Units	265			170	56	31	8

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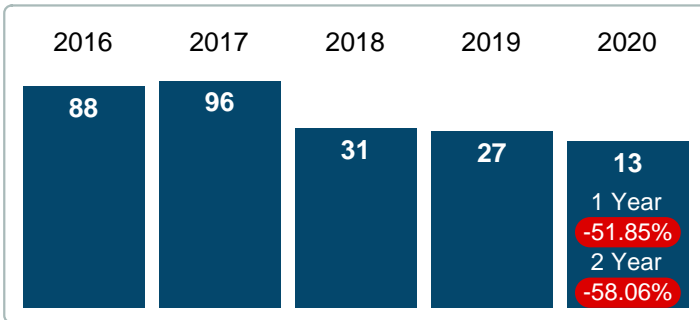
Area Delimited by County Of Bryan



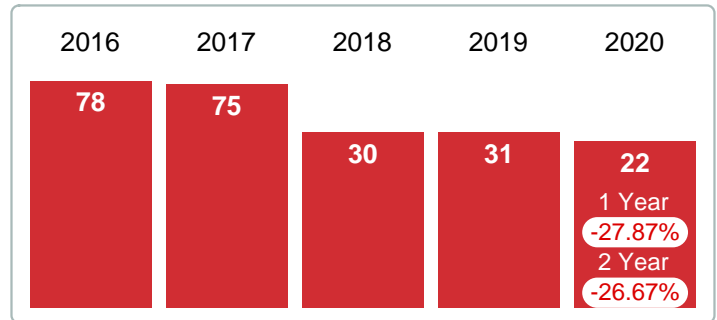
MEDIAN DAYS ON MARKET TO SALE

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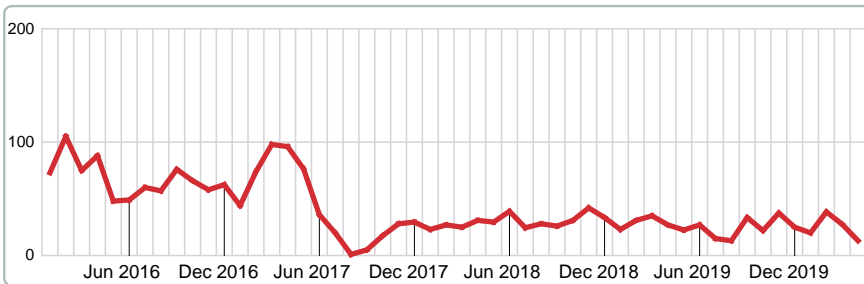
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

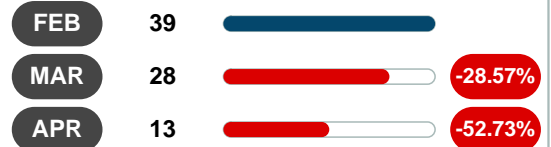


3 MONTHS

5 year APR AVG = 51

High Feb 2016 105 Low Aug 2017 1

Median Days on Market to Sale this month at 13 below the 5 yr APR average of 51



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	9.84%	17	24	11	0	0
\$75,001 - \$100,000	9.84%	6	3	9	1	0
\$100,001 - \$125,000	14.75%	15	159	13	95	0
\$125,001 - \$175,000	19.67%	7	0	9	1	0
\$175,001 - \$225,000	21.31%	11	0	12	2	0
\$225,001 - \$350,000	13.11%	19	113	19	1	0
\$350,001 and up	11.48%	50	3	104	37	74
Median Closed DOM		13	12	13	2	74
Total Closed Units	100%	13.0	8	44	8	1
Total Closed Volume		18,212,222	7.99M	8.24M	1.55M	436.50K



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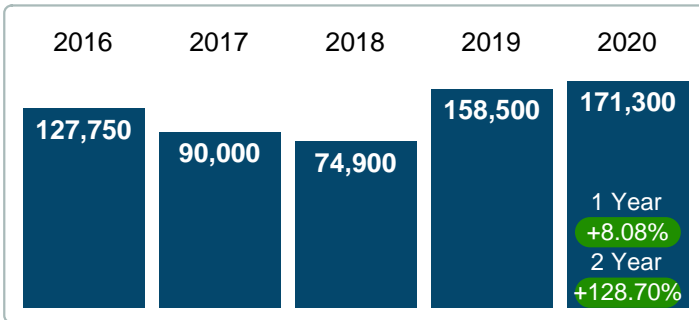
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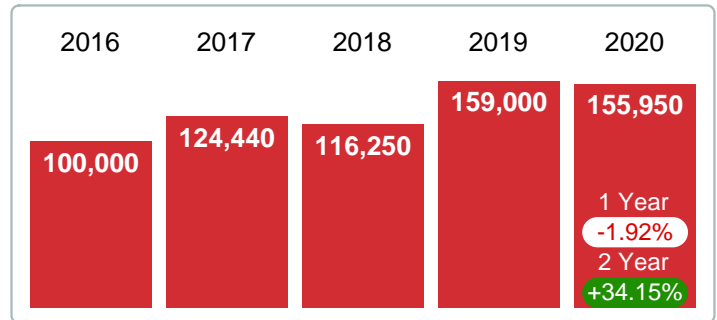
MEDIAN LIST PRICE AT CLOSING

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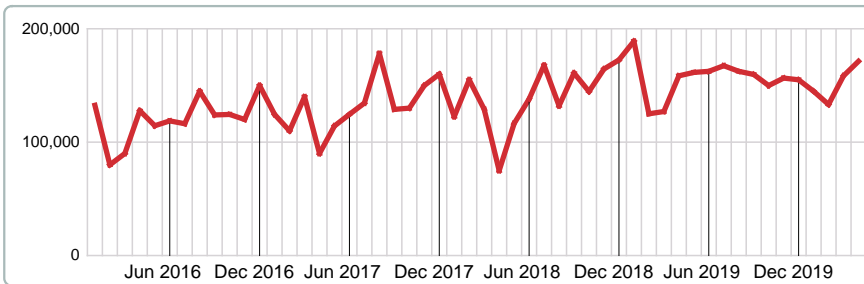
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

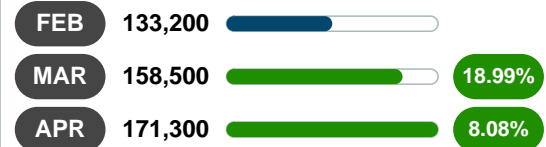


3 MONTHS

5 year APR AVG = 124,490

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

Median List Price at Closing this month at **171,300**
above the 5 yr APR average of **124,490**



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	5	8.20%	49,900	50,000	49,900	0	0
\$75,001 - \$100,000	8	13.11%	89,950	93,750	89,900	79,000	0
\$100,001 - \$125,000	5	8.20%	118,000	0	118,000	114,000	0
\$125,001 - \$175,000	14	22.95%	144,900	129,000	144,900	150,000	0
\$175,001 - \$225,000	14	22.95%	198,000	0	197,500	203,690	0
\$225,001 - \$350,000	6	9.84%	247,500	0	250,000	245,000	0
\$350,001 and up	9	14.75%	449,000	1,293,732	416,950	375,000	439,000
Median List Price			171,300	113,250	168,725	189,795	439,000
Total Closed Units		100%	171,300	8	44	8	1
Total Closed Volume			19,430,322	9.34M	8.09M	1.56M	439.00K

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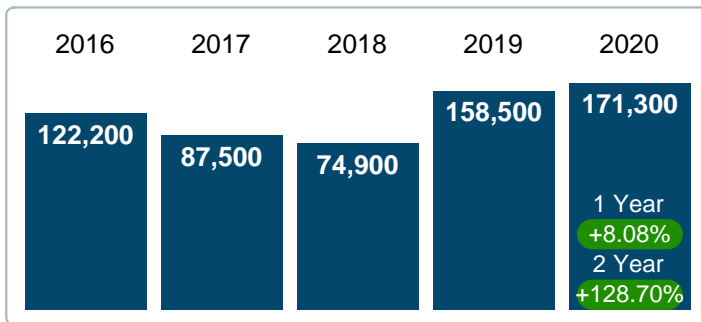
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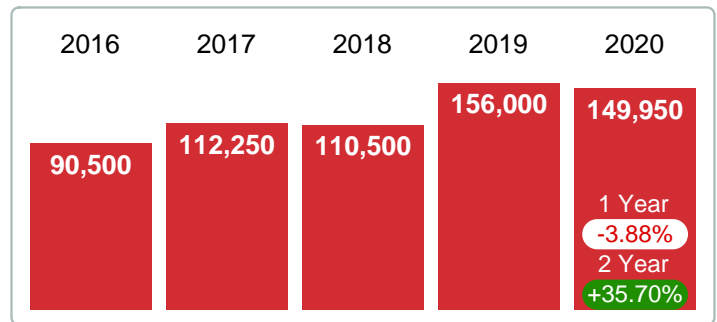
MEDIAN SOLD PRICE AT CLOSING

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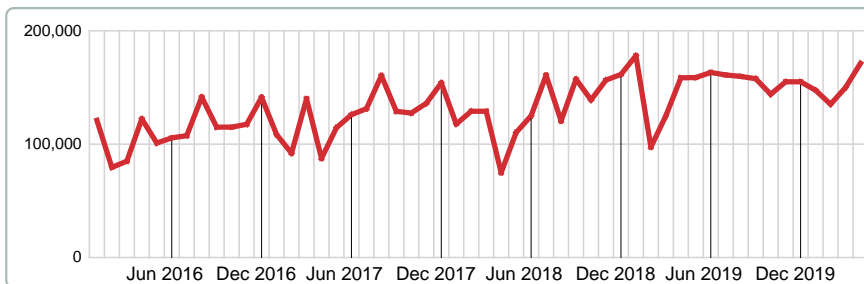
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

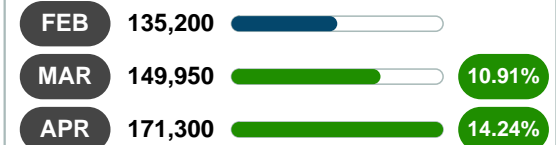


3 MONTHS

5 year APR AVG = 122,880

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

Median Sold Price at Closing this month at 171,300 above the 5 yr APR average of 122,880



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	9.84%	52,500	45,000	55,000	0	0
\$75,001 - \$100,000	9.84%	86,250	94,000	85,000	79,000	0
\$100,001 - \$125,000	14.75%	115,500	106,000	115,500	120,000	0
\$125,001 - \$175,000	19.67%	148,500	0	150,000	139,300	0
\$175,001 - \$225,000	21.31%	197,000	0	195,000	203,690	0
\$225,001 - \$350,000	13.11%	272,500	307,500	269,950	245,000	0
\$350,001 and up	11.48%	472,500	3,646,866	472,500	370,000	436,500
Median Sold Price		171,300	102,000	168,725	190,295	436,500
Total Closed Units	100%	171,300	8	44	8	1
Total Closed Volume		18,212,222	7.99M	8.24M	1.55M	436.50K

April 2020

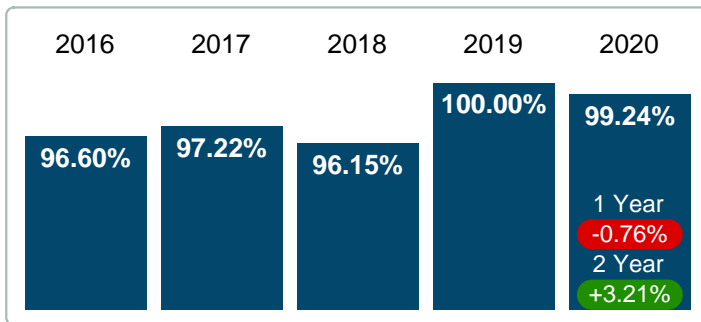
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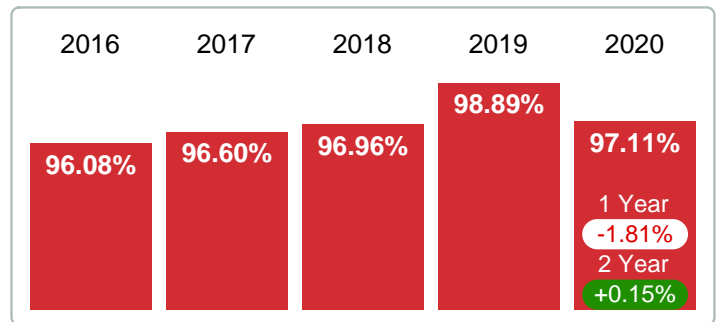
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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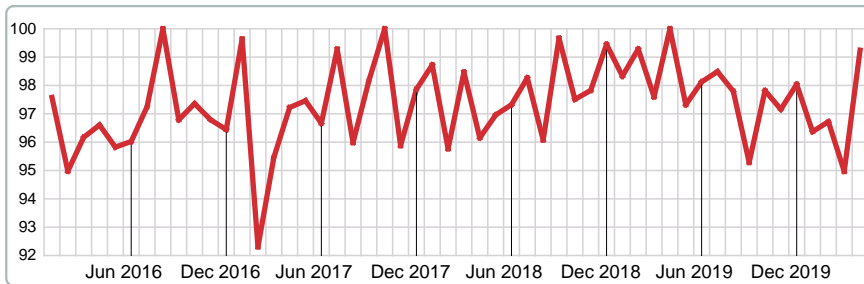
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

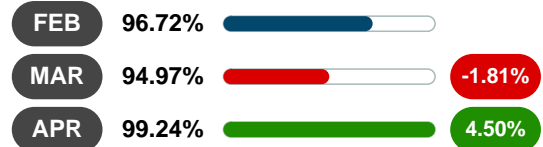


3 MONTHS

5 year APR AVG = 97.84%

High Apr 2019 100.00% Low Feb 2017 92.31%

Median Sold/List Ratio this month at **99.24%**
 above the 5 yr APR average of **97.84%**



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	6	9.84%	93.33%	93.33%	91.71%	0.00%	0.00%	
\$75,001 - \$100,000	6	9.84%	100.00%	100.26%	96.37%	100.00%	0.00%	
\$100,001 - \$125,000	9	14.75%	96.61%	82.17%	96.61%	105.26%	0.00%	
\$125,001 - \$175,000	12	19.67%	100.00%	0.00%	100.00%	92.87%	0.00%	
\$175,001 - \$225,000	13	21.31%	100.00%	0.00%	98.99%	100.00%	0.00%	
\$225,001 - \$350,000	8	13.11%	96.57%	34.94%	96.57%	100.00%	0.00%	
\$350,001 and up	7	11.48%	96.88%	91.32%	96.88%	98.67%	99.43%	
Median Sold/List Ratio		99.24%		91.32%	98.56%	100.00%	99.43%	
Total Closed Units		61	100%	99.24%	8	44	8	1
Total Closed Volume		18,212,222			7.99M	8.24M	1.55M	436.50K

April 2020

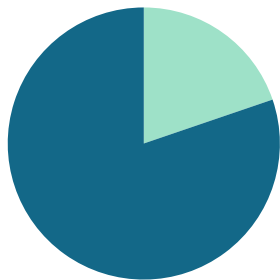
Area Delimited by County Of Bryan



MARKET SUMMARY

Report produced on May 11, 2020 for MLS Technology Inc.

INVENTORY

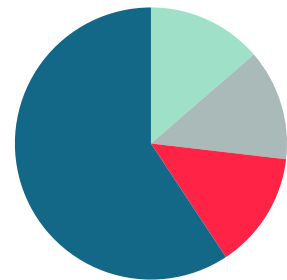


Inventory
 New Listings
85 = 19.77%
 Start Inventory
345
 Total Inventory Units
430
 Volume
\$111,455,511

Market Activity

Closed Sales
61 = 13.65%
 Pending Sales
59 = 13.20%
 Other Off Market
62 = 13.87%
 Active Inventory
265 = 59.28%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	53	61	15.09%	148	180	21.62%
Pending Sales	49	59	20.41%	173	217	25.43%
New Listings	127	85	-33.07%	359	385	7.24%
Median List Price	158,500	171,300	8.08%	159,000	155,950	-1.92%
Median Sale Price	158,500	171,300	8.08%	156,000	149,950	-3.88%
Median Percent of Selling Price to List Price	100.00%	99.24%	-0.76%	98.89%	97.11%	-1.81%
Median Days on Market to Sale	27.00	13.00	-51.85%	30.50	22.00	-27.87%
Monthly Inventory	332	265	-20.18%	332	265	-20.18%
Months Supply of Inventory	7.13	5.49	-22.94%	7.13	5.49	-22.94%

Absorption: Last 12 months, an Average of **48** Sales/Month

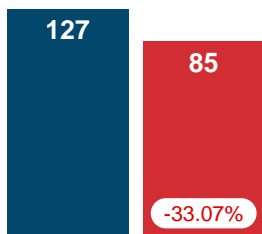
Inventory on April 30, 2020 = **265**

2019 **2020**

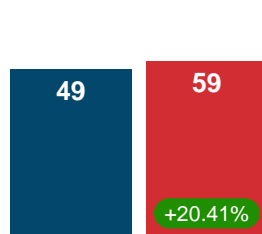
APRIL MARKET

MEDIAN PRICES

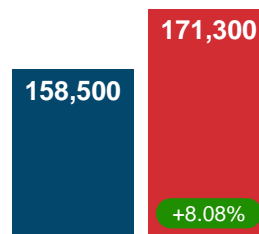
New Listings



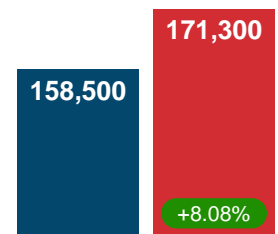
Pending Listings



List Price



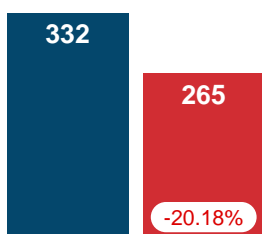
Sale Price



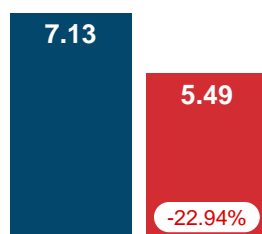
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

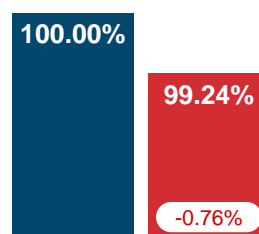
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

