

August 2020

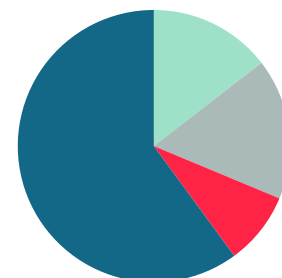
Area Delimited by County Of Bryan



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	August 2020	+/-%
Closed Listings	52	52	0.00%
Pending Listings	52	60	15.38%
New Listings	69	74	7.25%
Average List Price	184,275	215,373	16.88%
Average Sale Price	175,618	203,536	15.90%
Average Percent of Selling Price to List Price	95.21%	95.65%	0.47%
Average Days on Market to Sale	34.40	36.75	6.82%
End of Month Inventory	325	215	-33.85%
Months Supply of Inventory	6.74	4.38	-34.97%



■ Closed (14.53%)
■ Pending (16.76%)
■ Other OffMarket (8.66%)
■ Active (60.06%)

Absorption: Last 12 months, an Average of **49** Sales/Month
Active Inventory as of August 31, 2020 = **215**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2020 decreased **33.85%** to 215 existing homes available for sale. Over the last 12 months this area has had an average of 49 closed sales per month. This represents an unsold inventory index of **4.38** 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 **15.90%** in August 2020 to \$203,536 versus the previous year at \$175,618.

Average Days on Market Lengthens

The average number of **36.75** days that homes spent on the market before selling increased by 2.35 days or **6.82%** in August 2020 compared to last year's same month at **34.40** DOM.

Sales Success for August 2020 is Positive

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

There were 74 New Listings in August 2020, up **7.25%** from last year at 69. Furthermore, there were 52 Closed Listings this month versus last year at 52, a **0.00%** decrease.

Closed versus Listed trends yielded a **70.3%** ratio, down from previous year's, August 2019, at **75.4%**, a **6.76%** 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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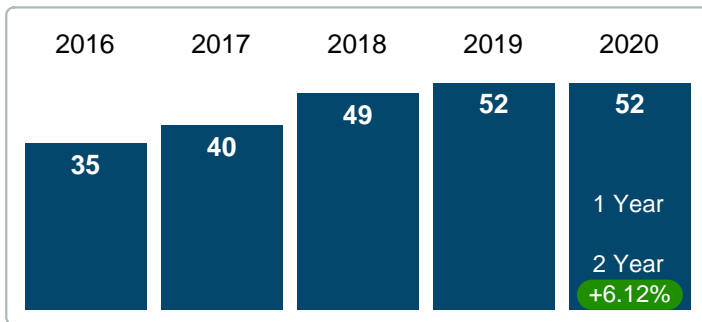
Area Delimited by County Of Bryan



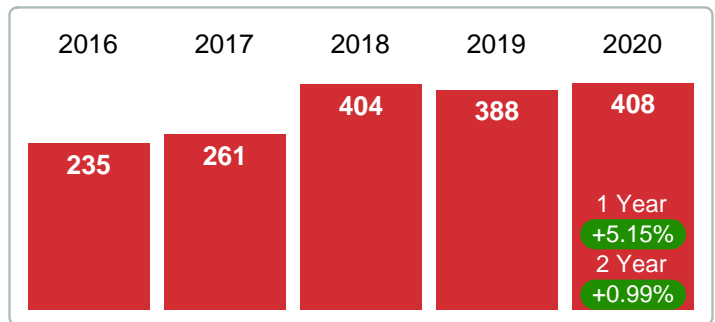
CLOSED LISTINGS

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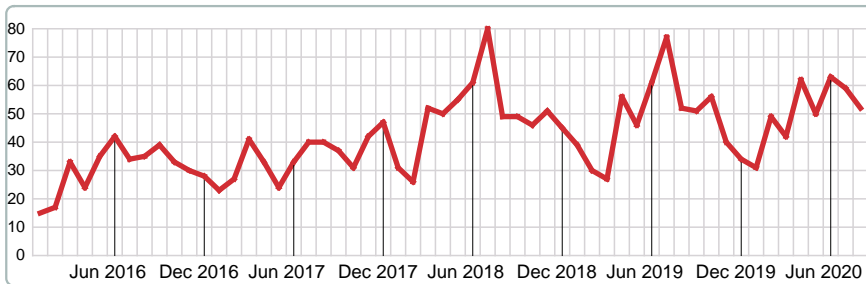
AUGUST



YEAR TO DATE (YTD)

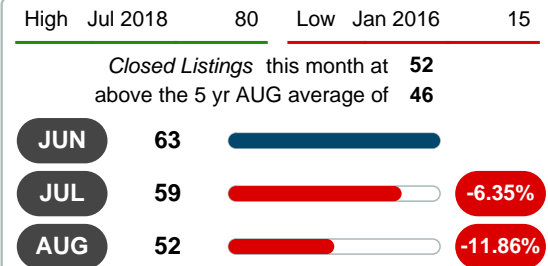


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 46



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	9.62%	26.8	4	1	0	0
\$50,001 - \$100,000	5	9.62%	67.6	3	1	1	0
\$100,001 - \$150,000	6	11.54%	22.0	2	4	0	0
\$150,001 - \$200,000	16	30.77%	27.8	1	12	2	1
\$200,001 - \$250,000	7	13.46%	28.4	1	6	0	0
\$250,001 - \$350,000	8	15.38%	41.6	1	6	1	0
\$350,001 and up	5	9.62%	66.2	1	2	1	1
Total Closed Units	52			13	32	5	2
Total Closed Volume	10,583,849	100%	36.8	1.91M	6.93M	1.18M	559.00K
Average Closed Price	\$203,536			\$146,935	\$216,689	\$236,130	\$279,500

August 2020



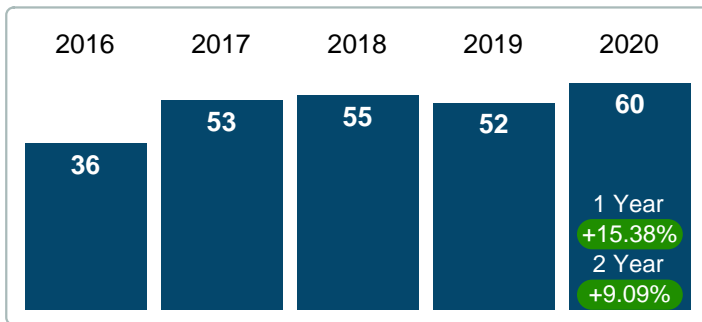
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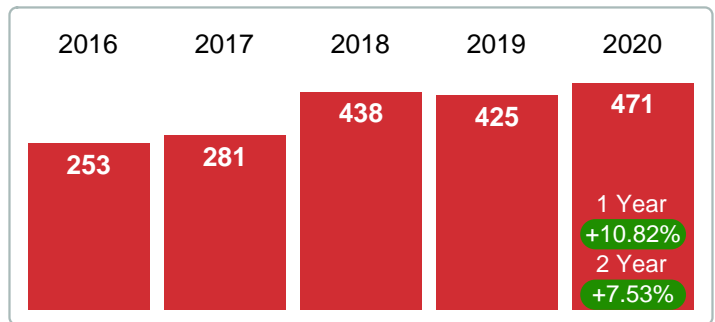
PENDING LISTINGS

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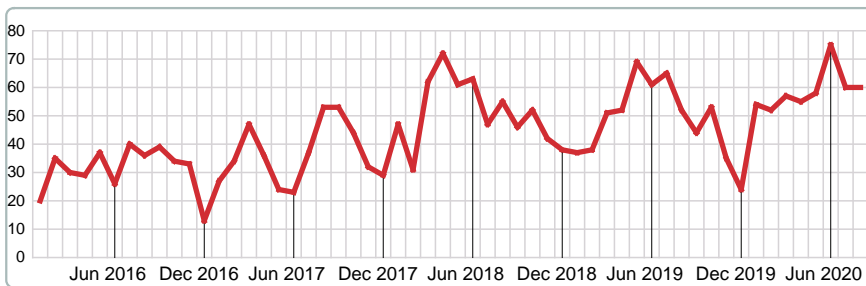
AUGUST



YEAR TO DATE (YTD)

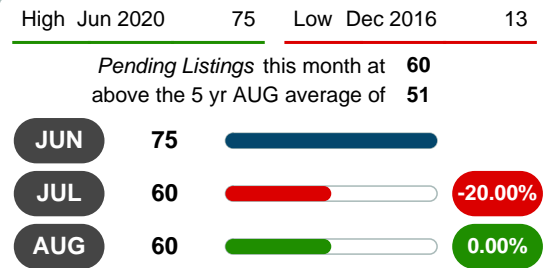


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 51



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	5	8.33%	30.4	4	1	0	0
\$40,001 - \$100,000	9	15.00%	58.0	8	1	0	0
\$100,001 - \$130,000	7	11.67%	64.9	3	4	0	0
\$130,001 - \$170,000	14	23.33%	29.1	3	9	2	0
\$170,001 - \$200,000	10	16.67%	51.6	0	8	2	0
\$200,001 - \$250,000	8	13.33%	65.1	1	5	2	0
\$250,001 and up	7	11.67%	36.7	0	4	1	2
Total Pending Units	60			19	32	7	2
Total Pending Volume	9,381,106	100%	36.6	1.67M	5.68M	1.43M	602.00K
Average Listing Price	\$98,251			\$87,874	\$177,525	\$204,100	\$301,000

August 2020

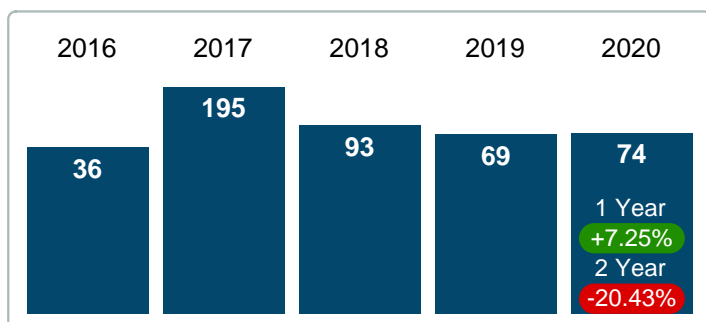
Area Delimited by County Of Bryan



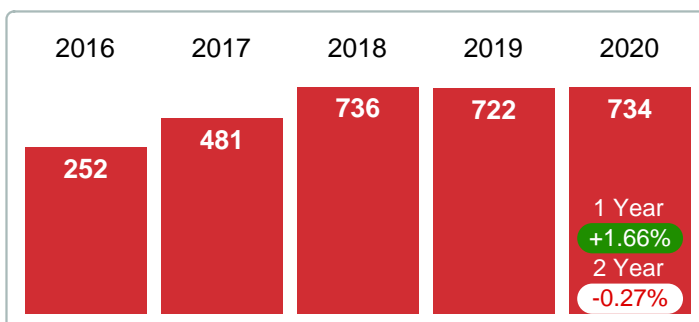
NEW LISTINGS

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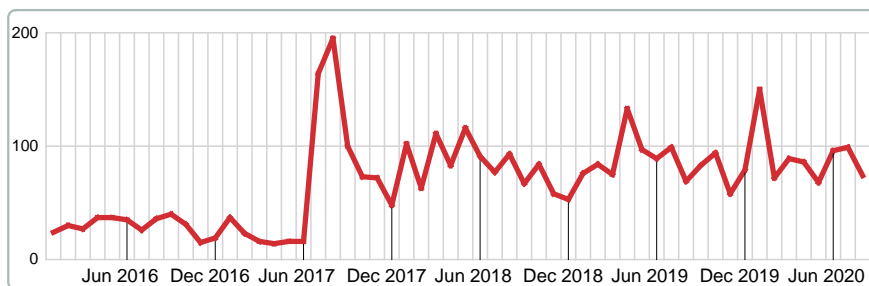
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 93

High Aug 2017: 195 | Low Apr 2017: 14

New Listings this month at **74**
below the 5 yr AUG average of **93**

Month	New Listings	% Change
JUN	96	
JUL	99	+3.13%
AUG	74	-25.25%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	6	8.11%	5	1	0	0
\$40,001 - \$80,000	10	13.51%	9	1	0	0
\$80,001 - \$130,000	11	14.86%	5	5	1	0
\$130,001 - \$200,000	19	25.68%	5	12	2	0
\$200,001 - \$320,000	11	14.86%	1	6	4	0
\$320,001 - \$470,000	8	10.81%	6	1	0	1
\$470,001 and up	9	12.16%	8	0	0	1
Total New Listed Units	74		39	26	7	2
Total New Listed Volume	17,713,081	100%	10.70M	4.49M	1.49M	1.04M
Average New Listed Listing Price	\$102,809		\$274,417	\$172,558	\$212,329	\$519,000

August 2020



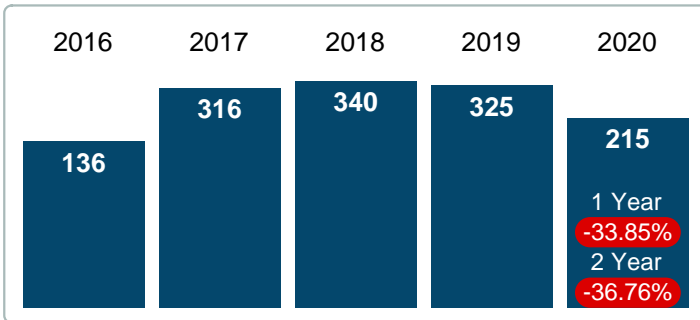
Area Delimited by County Of Bryan



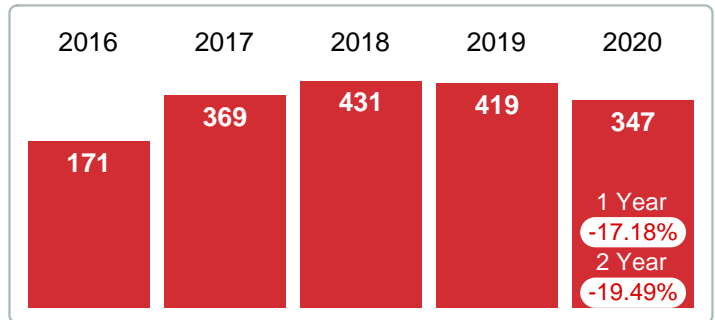
ACTIVE INVENTORY

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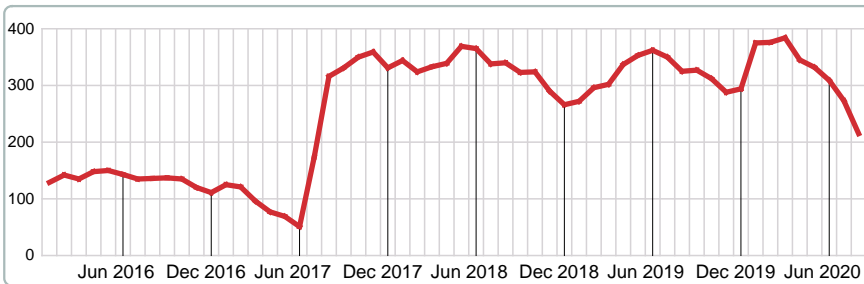
END OF AUGUST



ACTIVE DURING AUGUST

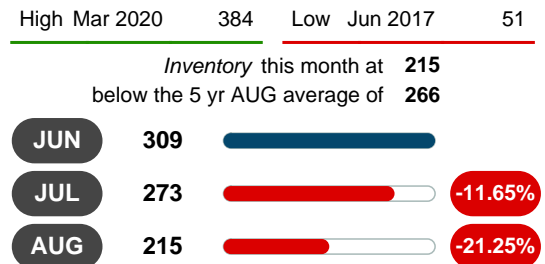


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 266



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	10	4.65%	76.0	10	0	0	0
\$25,001 - \$50,000	33	15.35%	108.4	33	0	0	0
\$50,001 - \$125,000	35	16.28%	89.2	22	10	2	1
\$125,001 - \$275,000	56	26.05%	70.8	21	26	8	1
\$275,001 - \$450,000	35	16.28%	80.6	18	7	7	3
\$450,001 - \$675,000	24	11.16%	119.4	16	2	2	4
\$675,001 and up	22	10.23%	88.0	14	2	3	3
Total Active Inventory by Units	215			134	47	22	12
Total Active Inventory by Volume	64,590,069	100%	88.6	37.72M	11.32M	9.05M	6.51M
Average Active Inventory Listing Price	\$300,419			\$281,456	\$240,777	\$411,266	\$542,556

August 2020

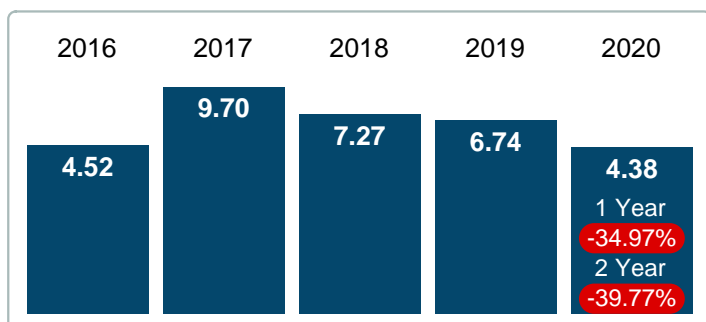
Area Delimited by County Of Bryan



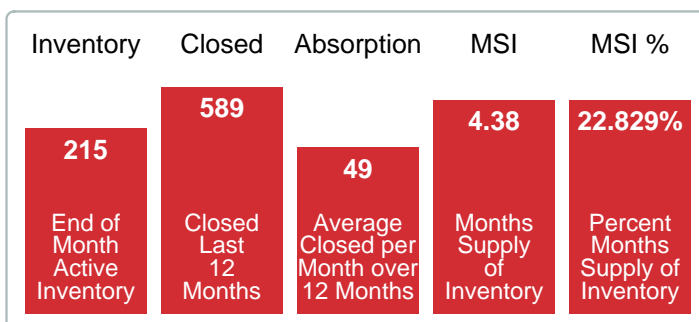
MONTHS SUPPLY of INVENTORY (MSI)

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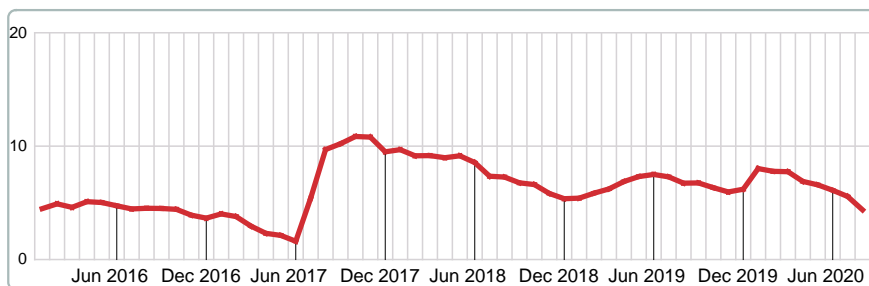
MSI FOR AUGUST



INDICATORS FOR AUGUST 2020

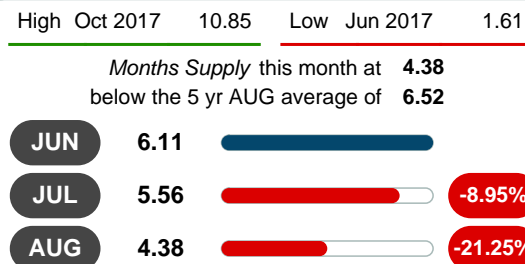


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 6.52



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	10	4.65%	3.43	3.64	0.00	0.00	0.00
\$25,001 - \$50,000	33	15.35%	9.43	13.66	0.00	0.00	0.00
\$50,001 - \$125,000	35	16.28%	2.71	3.83	1.64	2.40	4.00
\$125,001 - \$275,000	56	26.05%	2.42	7.20	1.66	1.88	3.00
\$275,001 - \$450,000	35	16.28%	7.37	30.86	3.65	4.67	4.00
\$450,001 - \$675,000	24	11.16%	24.00	192.00	6.00	4.00	48.00
\$675,001 and up	22	10.23%	26.40	42.00	12.00	12.00	36.00
Market Supply of Inventory (MSI)			4.38	9.03	1.86	2.93	8.00
Total Active Inventory by Units		100%	4.38	134	47	22	12

August 2020

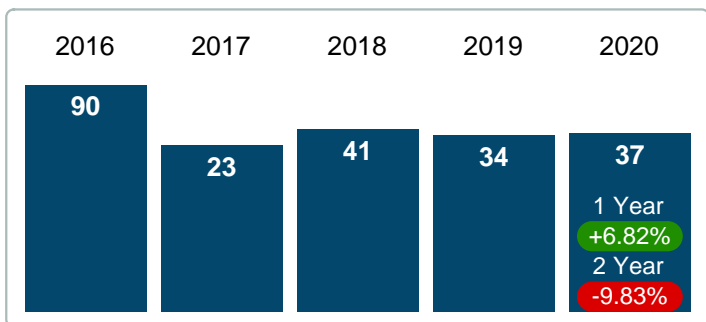
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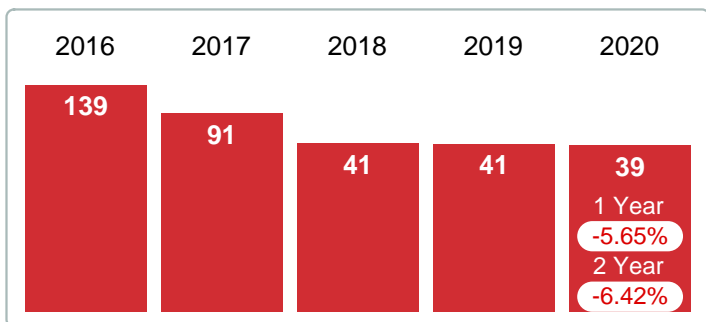
AVERAGE DAYS ON MARKET TO SALE

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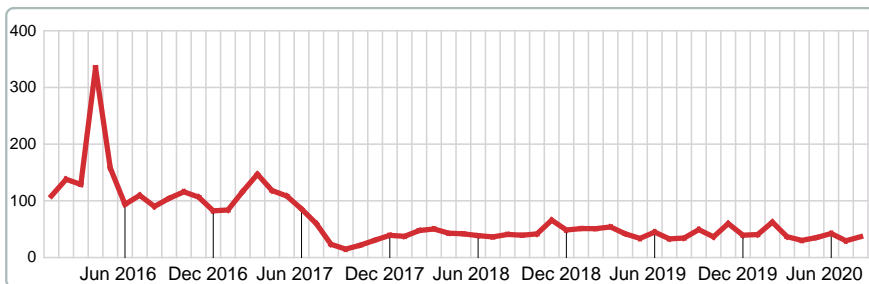
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

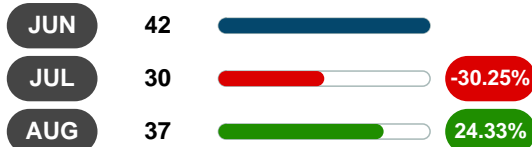


3 MONTHS

5 year AUG AVG = 45

High Apr 2016 335 Low Sep 2017 15

Average Days on Market to Sale this month at 37 below the 5 yr AUG average of 45



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
\$50,000 and less 5	9.62%	27	28	21	0	0
\$50,001 - \$100,000 5	9.62%	68	109	9	1	0
\$100,001 - \$150,000 6	11.54%	22	45	11	0	0
\$150,001 - \$200,000 16	30.77%	28	31	25	53	4
\$200,001 - \$250,000 7	13.46%	28	2	33	0	0
\$250,001 - \$350,000 8	15.38%	42	13	27	161	0
\$350,001 and up 5	9.62%	66	51	45	122	68
Average Closed DOM		37	48	26	78	36
Total Closed Units	100%	37	13	32	5	2
Total Closed Volume		10,583,849	1.91M	6.93M	1.18M	559.00K

August 2020



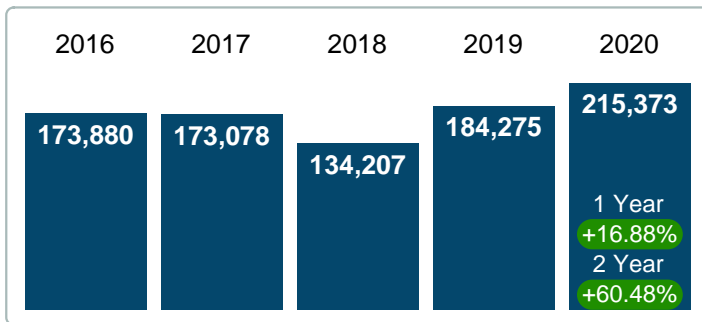
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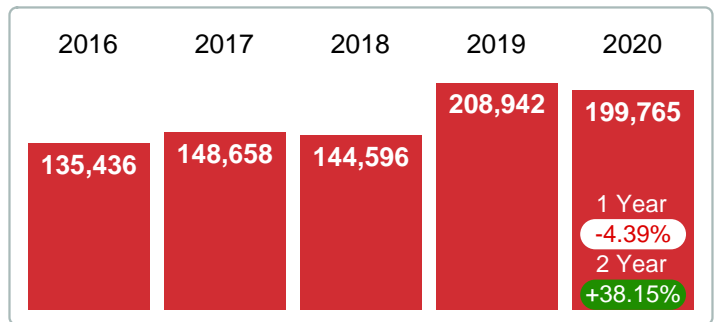
AVERAGE LIST PRICE AT CLOSING

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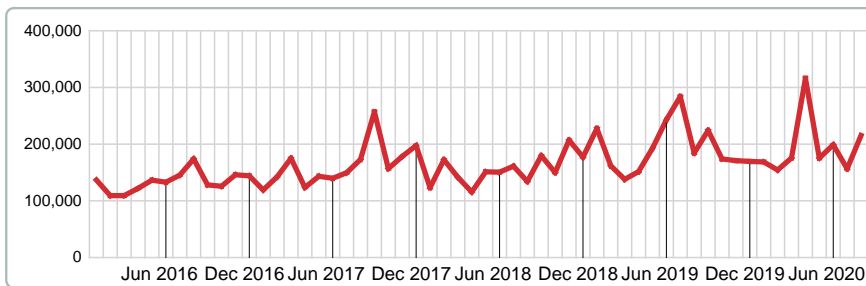
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 176,163

High Apr 2020 316,054 Low Feb 2016 109,179

Average List Price at Closing this month at **215,373**
above the 5 yr AUG average of **176,163**



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
\$50,000 and less	11.54%	34,567	27,875	46,000	0	0
\$50,001 - \$100,000	5.77%	89,633	98,333	49,900	79,900	0
\$100,001 - \$150,000	11.54%	123,067	159,000	128,100	0	0
\$150,001 - \$200,000	32.69%	174,476	157,000	175,942	172,450	154,900
\$200,001 - \$250,000	11.54%	230,783	250,000	231,117	0	0
\$250,001 - \$350,000	15.38%	294,437	272,000	321,750	276,000	0
\$350,001 and up	11.54%	546,400	708,400	613,000	529,000	439,999
Average List Price		215,373	162,454	226,962	245,960	297,450
Total Closed Units	100%	215,373	13	32	5	2
Total Closed Volume		11,199,397	2.11M	7.26M	1.23M	594.90K

August 2020



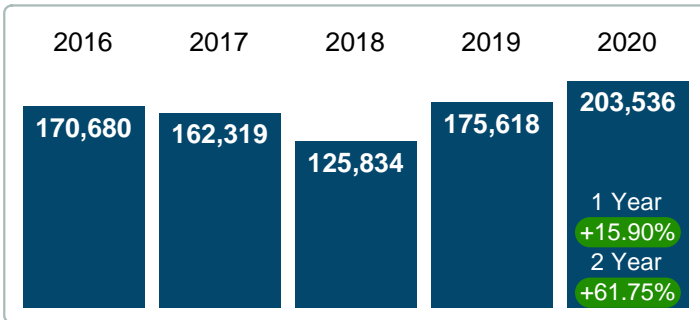
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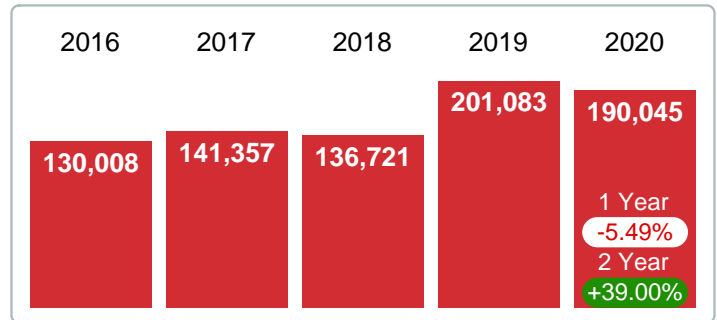
AVERAGE SOLD PRICE AT CLOSING

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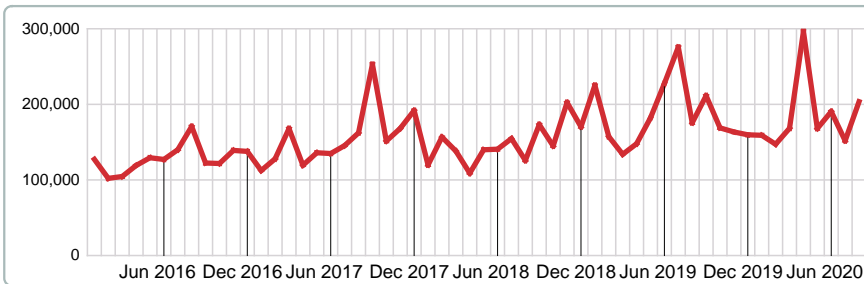
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

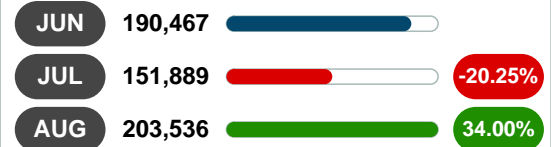


3 MONTHS

5 year AUG AVG = 167,597

High Apr 2020 296,407 Low Feb 2016 102,085

Average Sold Price at Closing this month at **203,536**
above the 5 yr AUG average of **167,597**



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
\$50,000 and less	9.62%	31,040	26,750	48,199	0	0
\$50,001 - \$100,000	9.62%	76,810	83,717	53,000	79,900	0
\$100,001 - \$150,000	11.54%	121,333	130,000	117,000	0	0
\$150,001 - \$200,000	30.77%	169,303	157,000	172,675	162,875	154,000
\$200,001 - \$250,000	13.46%	230,321	245,000	227,875	0	0
\$250,001 - \$350,000	15.38%	298,687	260,000	311,583	260,000	0
\$350,001 and up	9.62%	521,200	630,000	528,000	515,000	405,000
Average Sold Price		203,536	146,935	216,689	236,130	279,500
Total Closed Units	100%	203,536	13	32	5	2
Total Closed Volume		10,583,849	1.91M	6.93M	1.18M	559.00K

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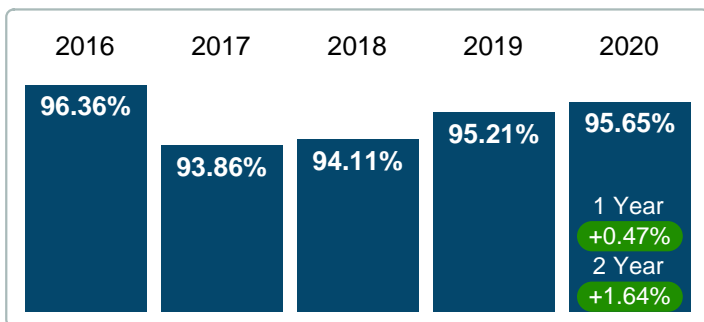
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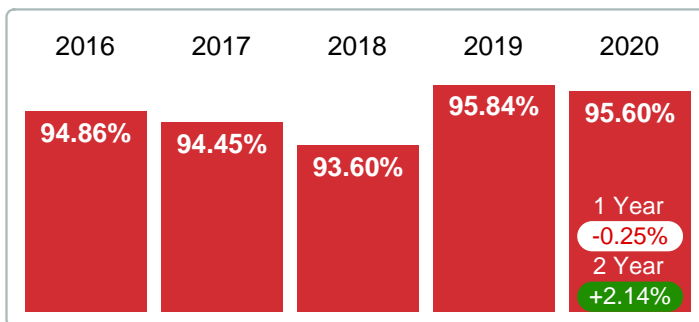
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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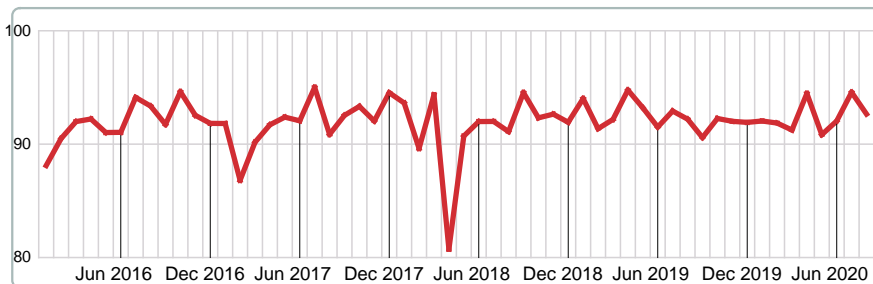
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

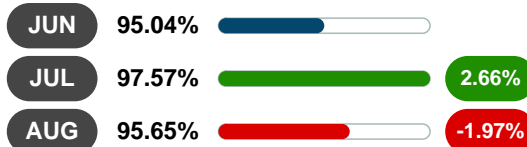


3 MONTHS

5 year AUG AVG = 95.04%

High Jul 2017 98.01% Low Apr 2018 83.74%

Average Sold/List Ratio this month at **95.65%** above the 5 yr AUG average of **95.04%**



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
\$50,000 and less	<div style="width: 100%;"></div> 5	9.62%	98.84%	97.35%	104.78%	0.00%	0.00%
\$50,001 - \$100,000	<div style="width: 100%;"></div> 5	9.62%	92.57%	85.54%	106.21%	100.00%	0.00%
\$100,001 - \$150,000	<div style="width: 100%;"></div> 6	11.54%	89.42%	83.71%	92.27%	0.00%	0.00%
\$150,001 - \$200,000	<div style="width: 100%;"></div> 16	30.77%	97.94%	100.00%	98.21%	94.53%	99.42%
\$200,001 - \$250,000	<div style="width: 100%;"></div> 7	13.46%	98.58%	98.00%	98.68%	0.00%	0.00%
\$250,001 - \$350,000	<div style="width: 100%;"></div> 8	15.38%	96.46%	95.59%	96.98%	94.20%	0.00%
\$350,001 and up	<div style="width: 100%;"></div> 5	9.62%	90.32%	88.93%	86.64%	97.35%	92.05%
Average Sold/List Ratio		95.70%		92.00%	97.06%	96.12%	95.73%
Total Closed Units		52	100%	13	32	5	2
Total Closed Volume		10,583,849		1.91M	6.93M	1.18M	559.00K

August 2020

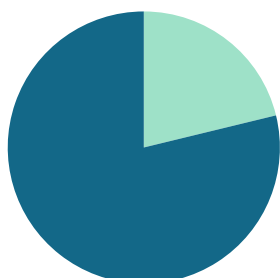
Area Delimited by County Of Bryan



MARKET SUMMARY

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

INVENTORY

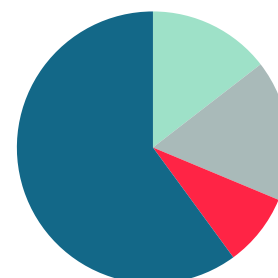


Inventory
 New Listings
74 = 21.20%
 Start Inventory
275
 Total Inventory Units
349
 Volume
\$92,473,132

Market Activity

Closed Sales
52 = 14.53%
 Pending Sales
60 = 16.76%
 Other Off Market
31 = 8.66%
 Active Inventory
215 = 60.06%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	52	52	0.00%	388	408	5.15%
Pending Sales	52	60	15.38%	425	471	10.82%
New Listings	69	74	7.25%	722	734	1.66%
Average List Price	184,275	215,373	16.88%	208,942	199,765	-4.39%
Average Sale Price	175,618	203,536	15.90%	201,083	190,045	-5.49%
Average Percent of Selling Price to List Price	95.21%	95.65%	0.47%	95.84%	95.60%	-0.25%
Average Days on Market to Sale	34.40	36.75	6.82%	41.07	38.75	-5.65%
Monthly Inventory	325	215	-33.85%	325	215	-33.85%
Months Supply of Inventory	6.74	4.38	-34.97%	6.74	4.38	-34.97%

Absorption: Last 12 months, an Average of **49** Sales/Month

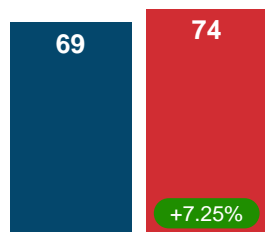
Inventory on August 31, 2020 = **215**

2019 **2020**

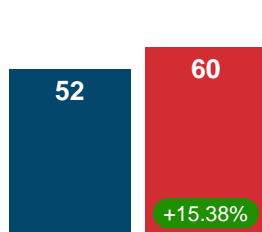
AUGUST MARKET

AVERAGE PRICES

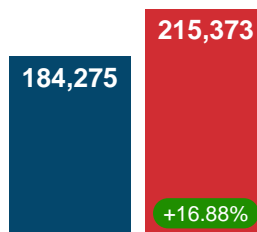
New Listings



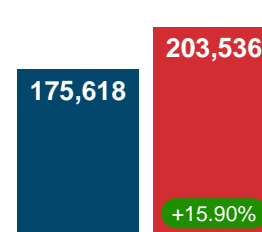
Pending Listings



List Price



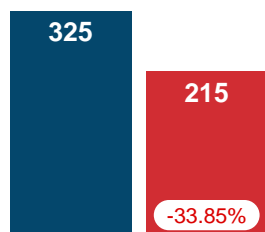
Sale Price



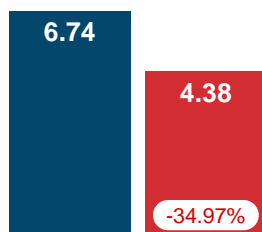
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

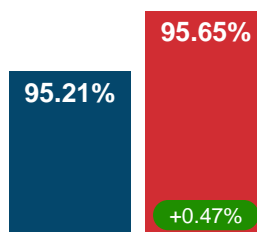
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

