

January 2020

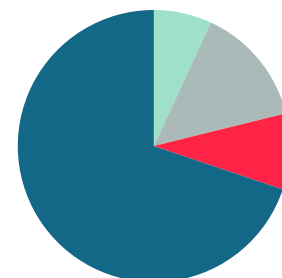
Area Delimited by County Of Bryan



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	January 2020	+/-%
Closed Listings	39	29	-25.64%
Pending Listings	37	60	62.16%
New Listings	75	146	94.67%
Average List Price	227,546	169,870	-25.35%
Average Sale Price	225,146	159,710	-29.06%
Average Percent of Selling Price to List Price	97.02%	94.70%	-2.39%
Average Days on Market to Sale	51.08	43.24	-15.34%
End of Month Inventory	269	294	9.29%
Months Supply of Inventory	5.60	6.57	17.23%



■ Closed (6.89%)
■ Pending (14.25%)
■ Other OffMarket (9.03%)
■ Active (69.83%)

Absorption: Last 12 months, an Average of **45** Sales/Month
Active Inventory as of January 31, 2020 = **294**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of January 2020 rose **9.29%** to 294 existing homes available for sale. Over the last 12 months this area has had an average of 45 closed sales per month. This represents an unsold inventory index of **6.57** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **29.06%** in January 2020 to \$159,710 versus the previous year at \$225,146.

Average Days on Market Shortens

The average number of **43.24** days that homes spent on the market before selling decreased by 7.84 days or **15.34%** in January 2020 compared to last year's same month at **51.08** DOM.

Sales Success for January 2020 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 146 New Listings in January 2020, up **94.67%** from last year at 75. Furthermore, there were 29 Closed Listings this month versus last year at 39, a **-25.64%** decrease.

Closed versus Listed trends yielded a **19.9%** ratio, down from previous year's, January 2019, at **52.0%**, a **61.80%** downswing. This will certainly create pressure on an increasing 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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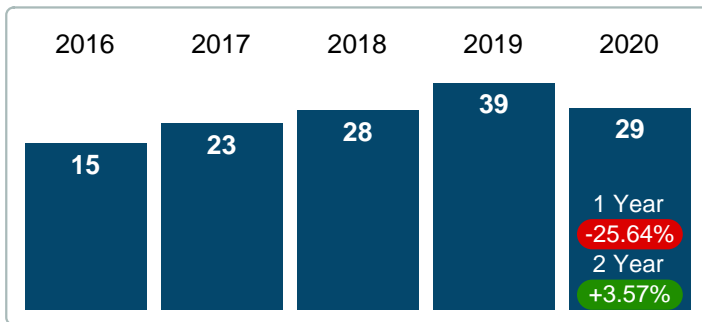
Area Delimited by County Of Bryan



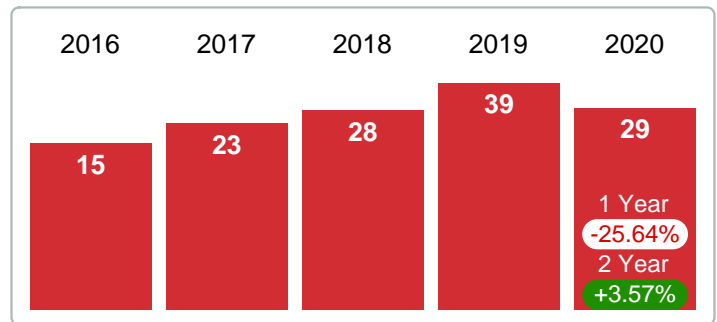
CLOSED LISTINGS

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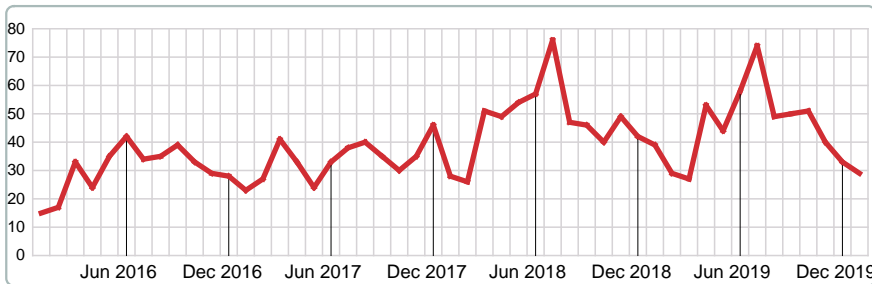
JANUARY



YEAR TO DATE (YTD)

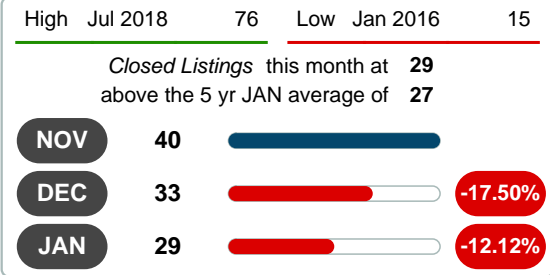


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 27



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	0	0.00%	0.0	0	0	0	0
\$25,001 - \$75,000	7	24.14%	10.7	6	1	0	0
\$75,001 - \$100,000	3	10.34%	24.3	1	1	1	0
\$100,001 - \$150,000	5	17.24%	90.8	2	3	0	0
\$150,001 - \$225,000	7	24.14%	29.0	0	5	1	1
\$225,001 - \$325,000	4	13.79%	65.3	2	2	0	0
\$325,001 and up	3	10.34%	62.7	1	1	1	0
Total Closed Units	29			12	13	3	1
Total Closed Volume	4,631,600	100%	43.2	1.50M	2.29M	677.30K	165.00K
Average Closed Price	\$159,710			\$124,917	\$176,177	\$225,767	\$165,000

January 2020

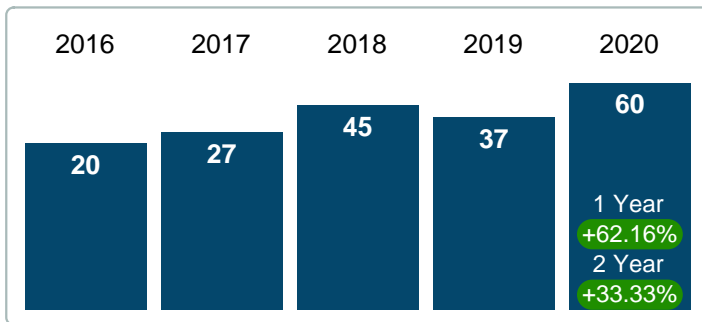
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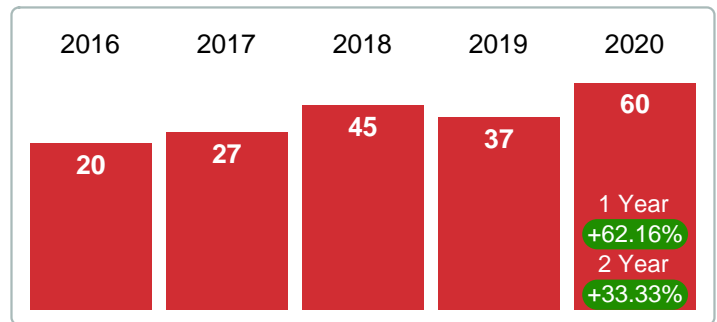
PENDING LISTINGS

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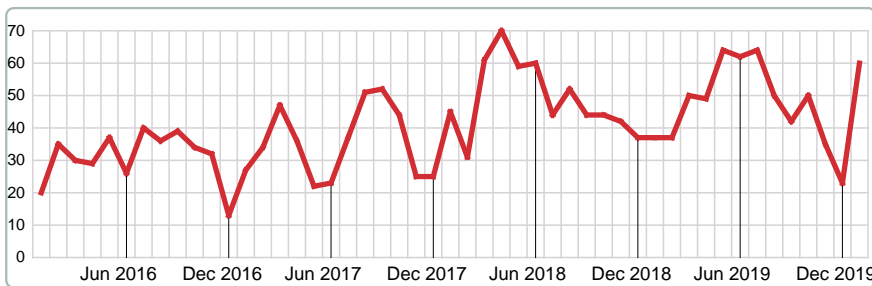
JANUARY



YEAR TO DATE (YTD)

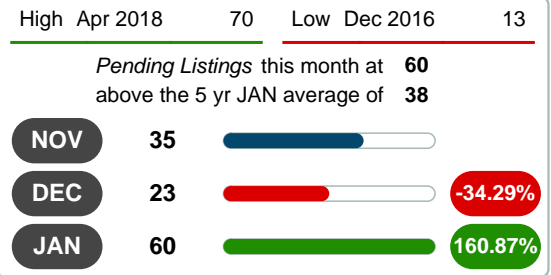


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 38



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	<div style="width: 10%;">6</div>	10.00%	24.8	5	1	0	0
\$50,001 - \$90,000	<div style="width: 10%;">6</div>	10.00%	28.8	4	2	0	0
\$90,001 - \$120,000	<div style="width: 16.67%;">10</div>	16.67%	48.7	2	8	0	0
\$120,001 - \$180,000	<div style="width: 20%;">12</div>	20.00%	40.6	3	6	3	0
\$180,001 - \$220,000	<div style="width: 20%;">12</div>	20.00%	38.9	2	9	1	0
\$220,001 - \$360,000	<div style="width: 13.33%;">8</div>	13.33%	75.1	0	4	4	0
\$360,001 and up	<div style="width: 10%;">6</div>	10.00%	66.3	1	2	1	2
Total Pending Units	60			17	32	9	2
Total Pending Volume	17,501,550	100%	29.7	8.20M	6.05M	2.52M	733.90K
Average Listing Price	\$126,633			\$482,176	\$189,011	\$280,256	\$366,950

January 2020

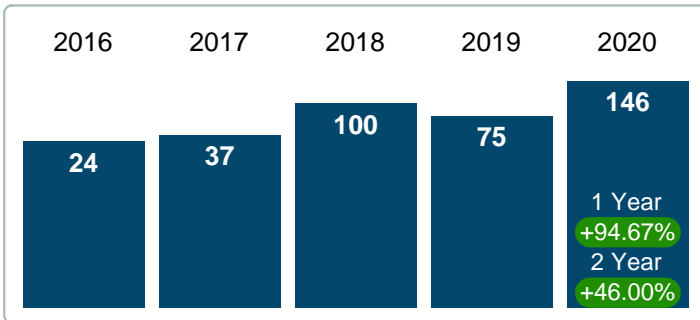
Area Delimited by County Of Bryan



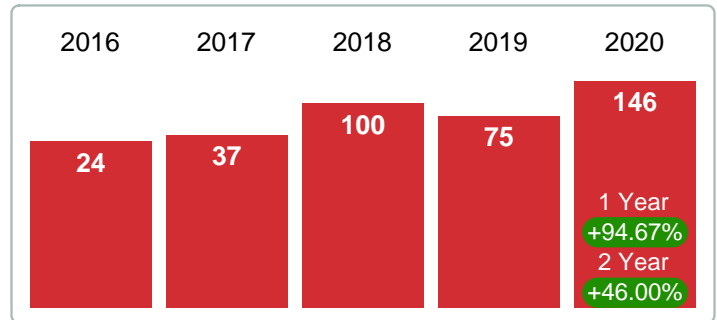
NEW LISTINGS

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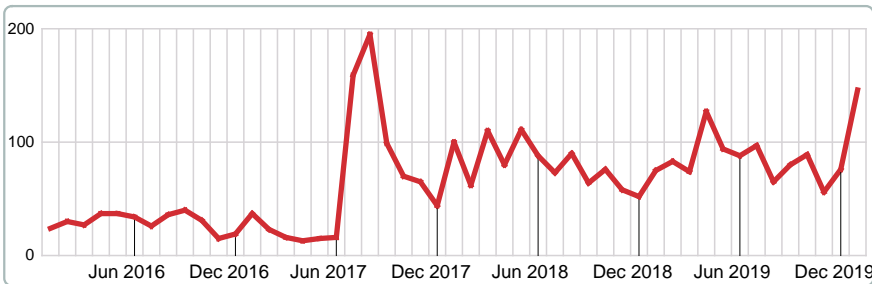
JANUARY



YEAR TO DATE (YTD)

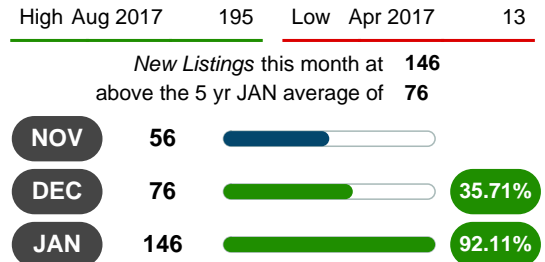


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 76



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	0	0.00%	0	0	0	0
\$10,001 - \$30,000	29	19.86%	29	0	0	0
\$30,001 - \$70,000	25	17.12%	24	1	0	0
\$70,001 - \$170,000	33	22.60%	12	19	2	0
\$170,001 - \$250,000	24	16.44%	3	16	5	0
\$250,001 - \$420,000	21	14.38%	3	6	12	0
\$420,001 and up	14	9.59%	3	2	5	4
Total New Listed Units	146		74	44	24	4
Total New Listed Volume	26,320,241	100%	6.38M	8.56M	8.01M	3.37M
Average New Listed Listing Price	\$73,333		\$86,190	\$194,616	\$333,754	\$842,250

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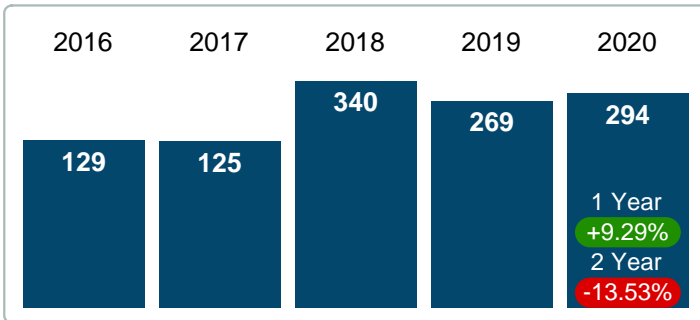
Area Delimited by County Of Bryan



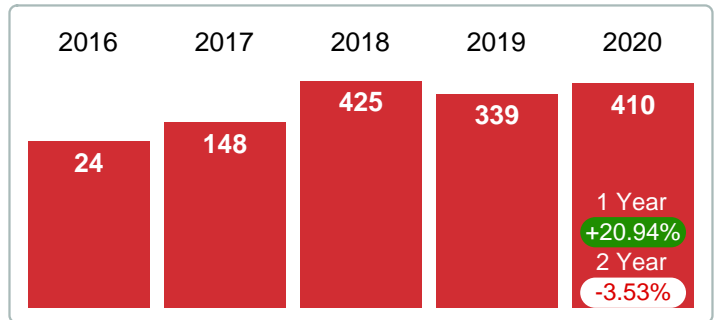
ACTIVE INVENTORY

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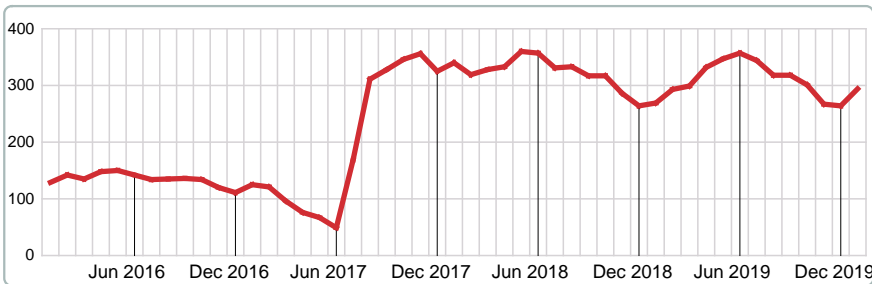
END OF JANUARY



ACTIVE DURING JANUARY

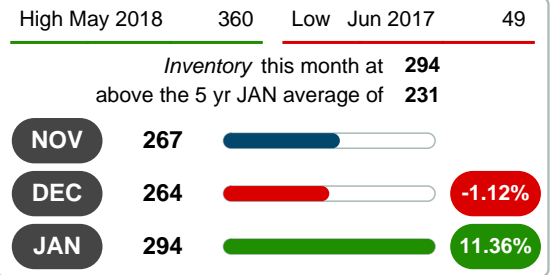


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 231



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	42	14.29%	35.9	42	0	0	0
\$25,001-\$75,000	62	21.09%	62.4	55	6	0	1
\$75,001-\$200,000	72	24.49%	62.5	27	36	8	1
\$200,001-\$325,000	49	16.67%	59.6	14	19	14	2
\$325,001-\$550,000	40	13.61%	73.0	14	8	10	8
\$550,001 and up	29	9.86%	82.4	18	4	5	2
Total Active Inventory by Units	294			170	73	37	14
Total Active Inventory by Volume	75,322,093	100%	61.6	38.62M	16.53M	12.78M	7.39M
Average Active Inventory Listing Price	\$256,198			\$227,202	\$226,502	\$345,343	\$527,529

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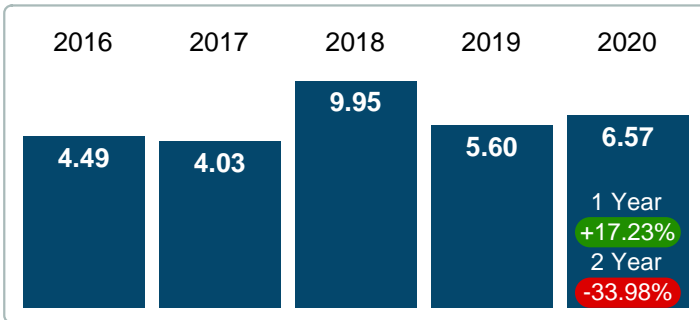
Area Delimited by County Of Bryan



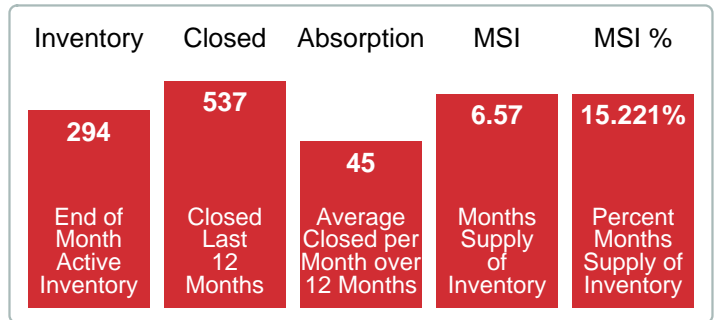
MONTHS SUPPLY of INVENTORY (MSI)

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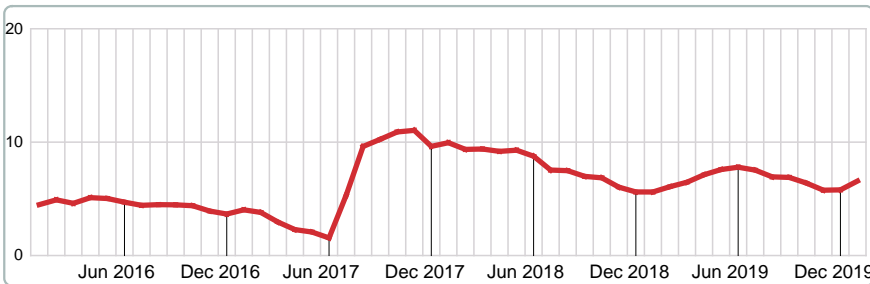
MSI FOR JANUARY



INDICATORS FOR JANUARY 2020

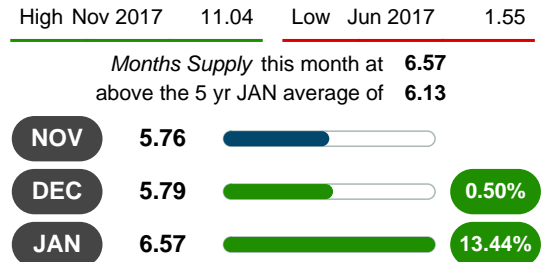


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 6.13



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	1	0.34%	12.00	12.00	0.00	0.00	0.00
\$10,001 - \$40,000	69	23.47%	19.71	23.66	0.00	0.00	0.00
\$40,001 - \$80,000	39	13.27%	7.43	10.24	4.15	0.00	12.00
\$80,001 - \$210,000	69	23.47%	2.83	5.45	2.07	2.53	8.00
\$210,001 - \$330,000	48	16.33%	5.65	12.92	4.30	5.42	2.40
\$330,001 - \$550,000	39	13.27%	18.72	33.60	9.33	15.00	32.00
\$550,001 and up	29	9.86%	31.64	36.00	0.00	20.00	12.00
Market Supply of Inventory (MSI)	6.57			13.69	3.01	5.35	12.00
Total Active Inventory by Units	294	100%	6.57	170	73	37	14

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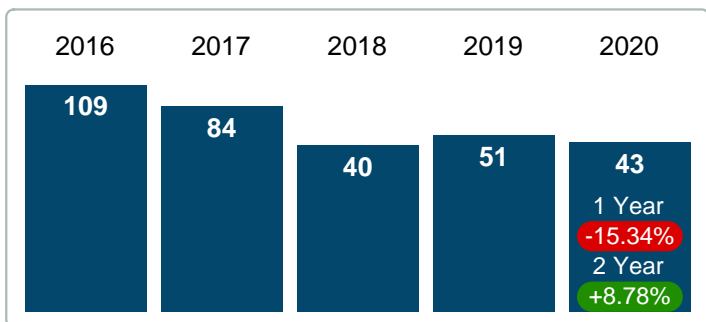
Area Delimited by County Of Bryan



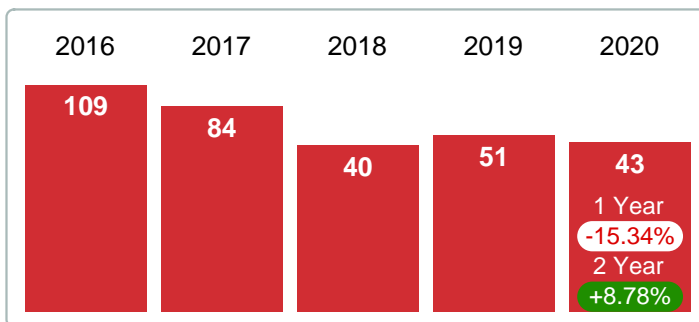
AVERAGE DAYS ON MARKET TO SALE

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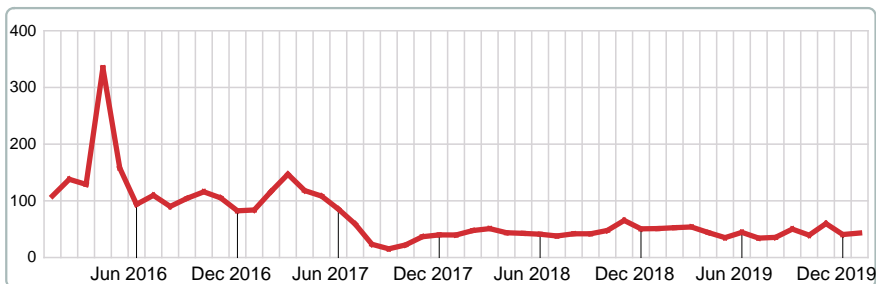
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 65

High Apr 2016 335 Low Sep 2017 15

Average Days on Market to Sale this month at 43 below the 5 yr JAN average of 65



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
\$25,000 and less	0.00%	0	0	0	0	0
\$25,001 - \$75,000	24.14%	11	8	28	0	0
\$75,001 - \$100,000	10.34%	24	10	6	57	0
\$100,001 - \$150,000	17.24%	91	99	85	0	0
\$150,001 - \$225,000	24.14%	29	0	38	7	4
\$225,001 - \$325,000	13.79%	65	26	105	0	0
\$325,001 and up	10.34%	63	13	109	66	0
Average Closed DOM		43	27	62	43	4
Total Closed Units	100%	43	12	13	3	1
Total Closed Volume		4,631,600	1.50M	2.29M	677.30K	165.00K

January 2020

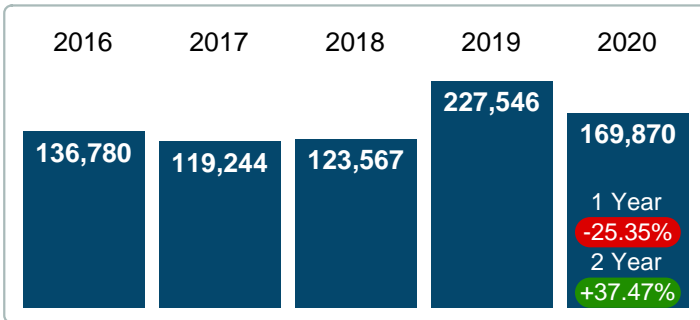
Area Delimited by County Of Bryan



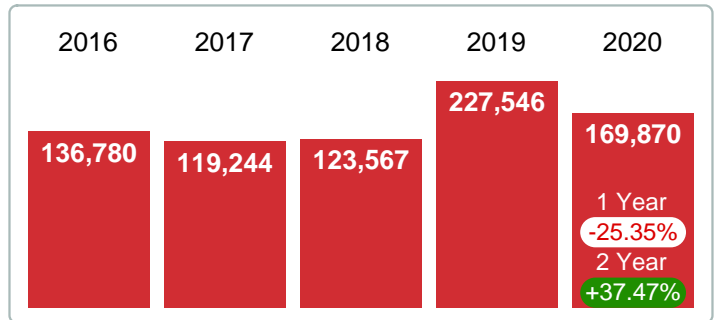
AVERAGE LIST PRICE AT CLOSING

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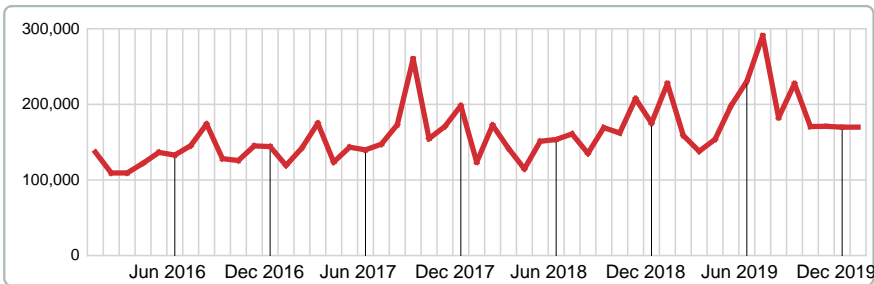
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

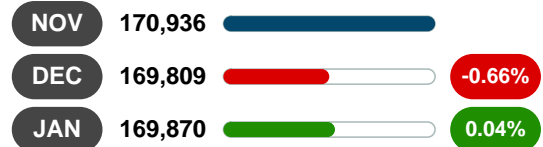


3 MONTHS

5 year JAN AVG = 155,401

High Jul 2019 290,760 Low Feb 2016 109,179

Average List Price at Closing this month at **169,870**
above the 5 yr JAN average of **155,401**



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
\$25,000 and less	0	0.00%	0	0	0	0	0
\$25,001 - \$75,000	7	24.14%	52,133	53,338	50,000	0	0
\$75,001 - \$100,000	3	10.34%	83,133	79,900	74,900	89,500	0
\$100,001 - \$150,000	5	17.24%	123,980	115,000	129,967	0	0
\$150,001 - \$225,000	7	24.14%	180,943	0	185,480	169,300	169,900
\$225,001 - \$325,000	3	10.34%	266,300	354,950	237,000	0	0
\$325,001 and up	4	13.79%	406,625	367,500	435,000	439,000	0
Average List Price			169,870	142,278	180,862	232,600	169,900
Total Closed Units		100%	169,870	12	13	3	1
Total Closed Volume				1.71M	2.35M	697.80K	169.90K

January 2020

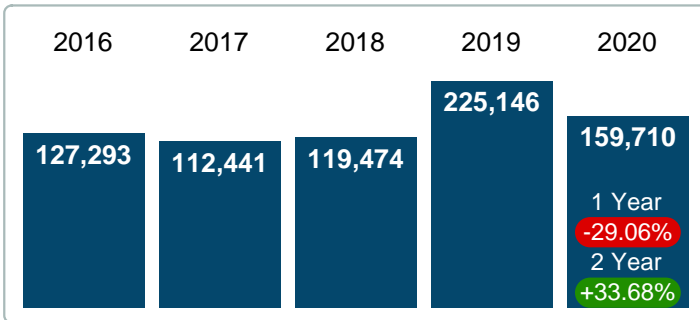
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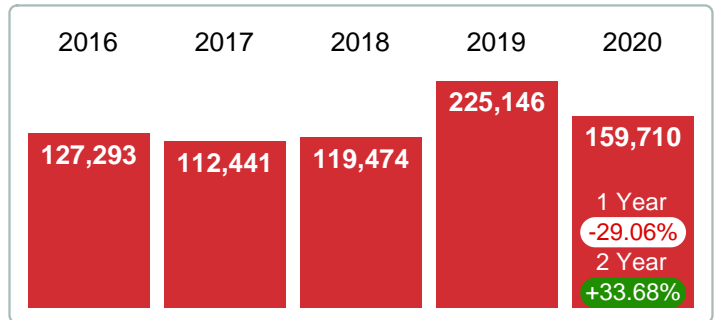
AVERAGE SOLD PRICE AT CLOSING

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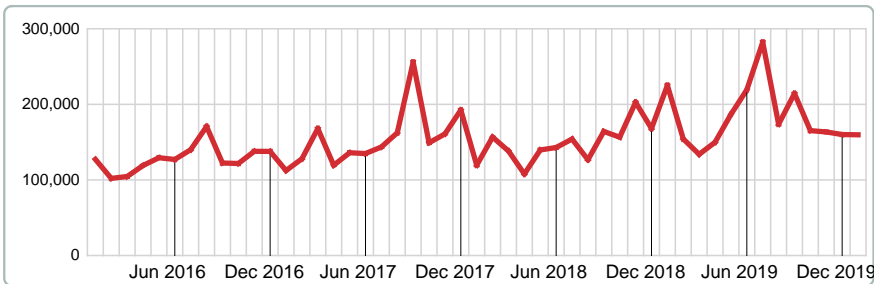
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

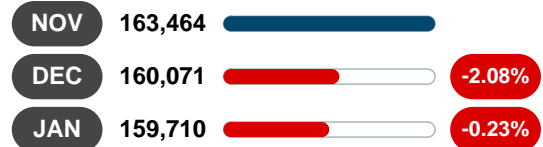


3 MONTHS

5 year JAN AVG = 148,813

High Jul 2019 282,271 Low Feb 2016 102,085

Average Sold Price at Closing this month at 159,710 above the 5 yr JAN average of 148,813



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
\$25,000 and less	0.00%	0	0	0	0	0
\$25,001 - \$75,000	24.14%	47,929	49,417	39,000	0	0
\$75,001 - \$100,000	10.34%	81,500	77,000	78,500	89,000	0
\$100,001 - \$150,000	17.24%	120,100	112,500	125,167	0	0
\$150,001 - \$225,000	24.14%	176,514	0	179,860	171,300	165,000
\$225,001 - \$325,000	13.79%	261,125	285,250	237,000	0	0
\$325,001 and up	10.34%	390,333	330,000	424,000	417,000	0
Average Sold Price		159,710	124,917	176,177	225,767	165,000
Total Closed Units	100%	159,710	12	13	3	1
Total Closed Volume		4,631,600	1.50M	2.29M	677.30K	165.00K

January 2020

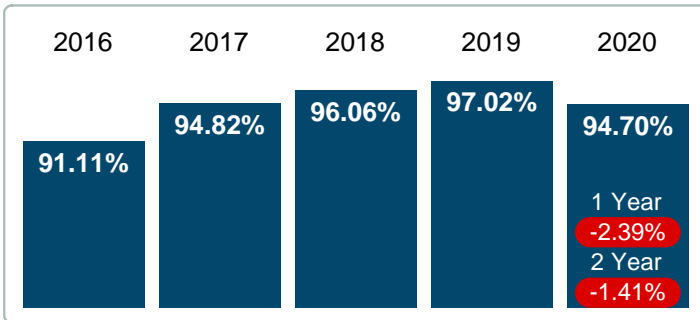
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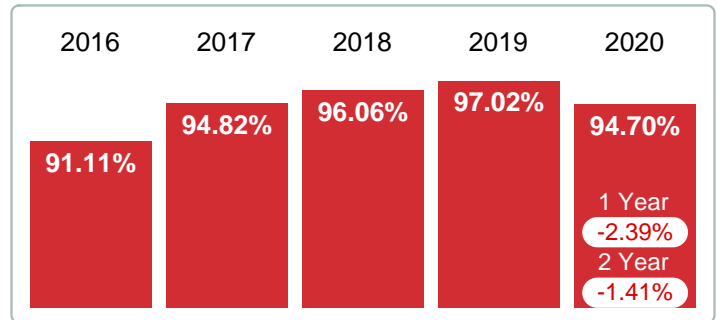
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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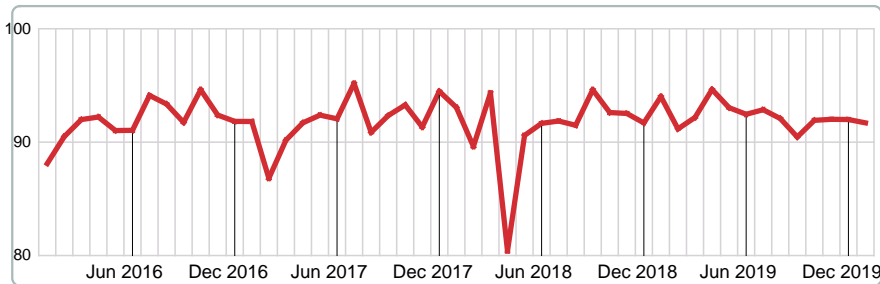
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

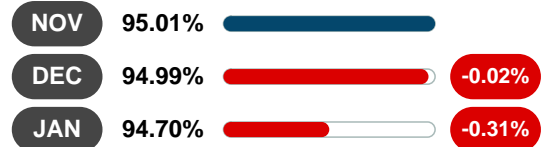


3 MONTHS

5 year JAN AVG = 94.74%

High Jul 2017 98.18% Low Apr 2018 83.41%

Average Sold/List Ratio this month at **94.70%**
equal to 5 yr JAN average of **94.74%**



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
\$25,000 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	7	24.14%	90.49%	92.57%	78.00%	0.00%	0.00%
\$75,001 - \$100,000	3	10.34%	100.21%	96.37%	104.81%	99.44%	0.00%
\$100,001 - \$150,000	5	17.24%	96.94%	97.92%	96.29%	0.00%	0.00%
\$150,001 - \$225,000	7	24.14%	97.67%	0.00%	97.08%	101.18%	97.12%
\$225,001 - \$325,000	4	13.79%	90.41%	80.82%	100.00%	0.00%	0.00%
\$325,001 and up	3	10.34%	94.09%	89.80%	97.47%	94.99%	0.00%
Average Sold/List Ratio		94.70%		91.59%	96.50%	98.54%	97.12%
Total Closed Units		29	100%	12	13	3	1
Total Closed Volume		4,631,600		1.50M	2.29M	677.30K	165.00K

January 2020

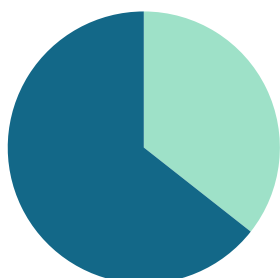
Area Delimited by County Of Bryan



MARKET SUMMARY

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

INVENTORY

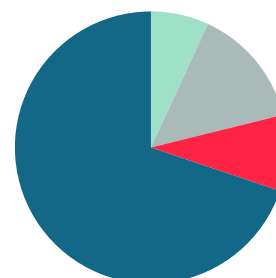


Inventory
 New Listings
146 = 35.61%
 Start Inventory
264
 Total Inventory Units
410
 Volume
\$107,077,773

Market Activity

Closed Sales
29 = 6.89%
 Pending Sales
60 = 14.25%
 Other Off Market
38 = 9.03%
 Active Inventory
294 = 69.83%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	39	29	-25.64%	39	29	-25.64%
Pending Sales	37	60	62.16%	37	60	62.16%
New Listings	75	146	94.67%	75	146	94.67%
Average List Price	227,546	169,870	-25.35%	227,546	169,870	-25.35%
Average Sale Price	225,146	159,710	-29.06%	225,146	159,710	-29.06%
Average Percent of Selling Price to List Price	97.02%	94.70%	-2.39%	97.02%	94.70%	-2.39%
Average Days on Market to Sale	51.08	43.24	-15.34%	51.08	43.24	-15.34%
Monthly Inventory	269	294	9.29%	269	294	9.29%
Months Supply of Inventory	5.60	6.57	17.23%	5.60	6.57	17.23%

Absorption: Last 12 months, an Average of **45** Sales/Month

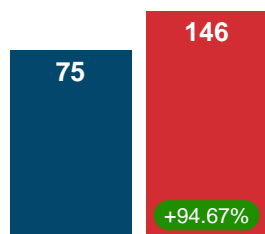
Inventory on January 31, 2020 = **294**

2019 **2020**

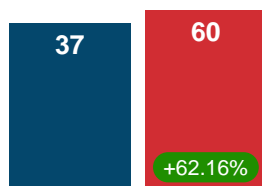
JANUARY MARKET

AVERAGE PRICES

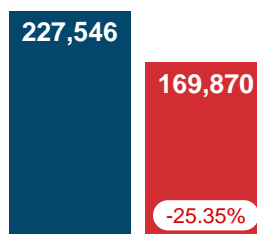
New Listings



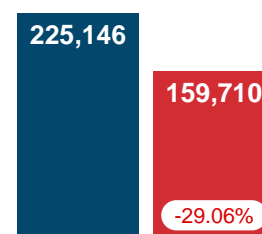
Pending Listings



List Price



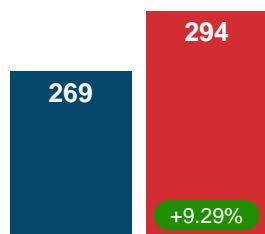
Sale Price



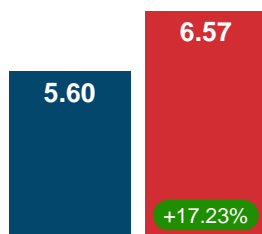
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

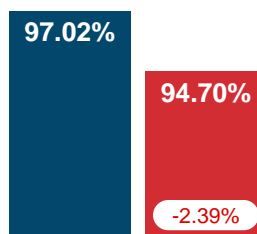
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

