

January 2020

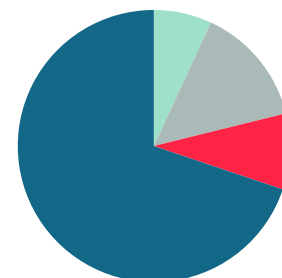
Area Delimited by County Of Bryan



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% |
| Median List Price | 189,000 | 144,900 | -23.33% |
| Median Sale Price | 178,000 | 147,500 | -17.13% |
| Median Percent of Selling Price to List Price | 98.33% | 96.37% | -1.99% |
| Median Days on Market to Sale | 23.00 | 20.00 | -13.04% |
| 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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **17.13%** in January 2020 to \$147,500 versus the previous year at \$178,000.

Median Days on Market Shortens

The median number of **20.00** days that homes spent on the market before selling decreased by 3.00 days or **13.04%** in January 2020 compared to last year's same month at **23.00** DOM.

Sales Success for January 2020 is Positive

Overall, with Median 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.

What's in this Issue

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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

January 2020

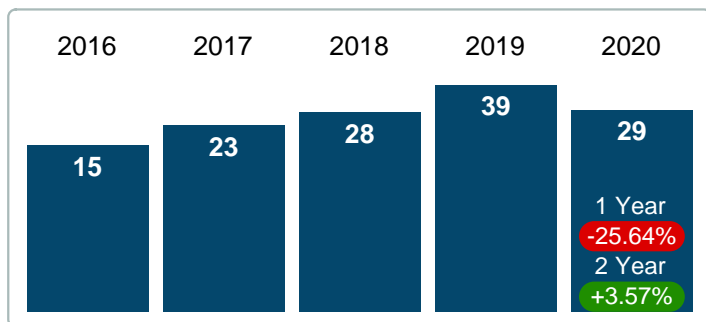
Area Delimited by County Of Bryan



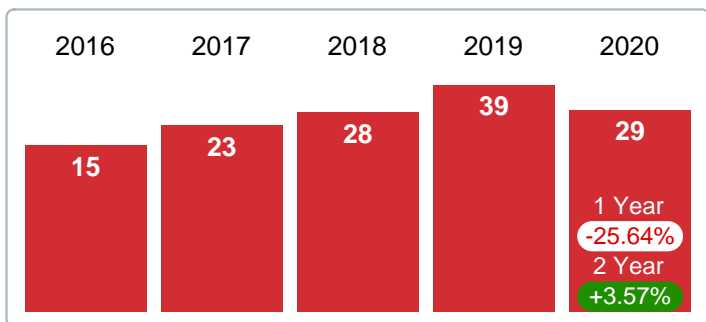
CLOSED LISTINGS

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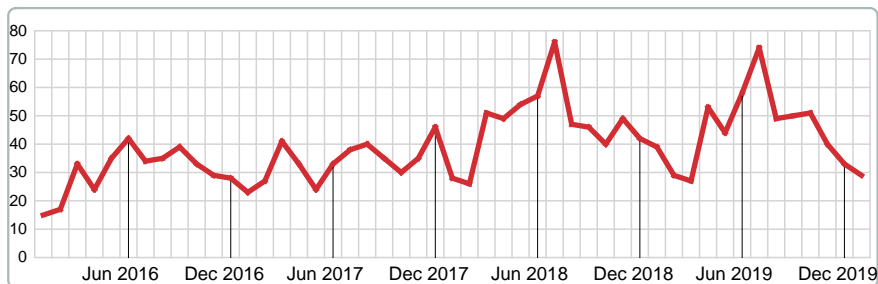
JANUARY



YEAR TO DATE (YTD)

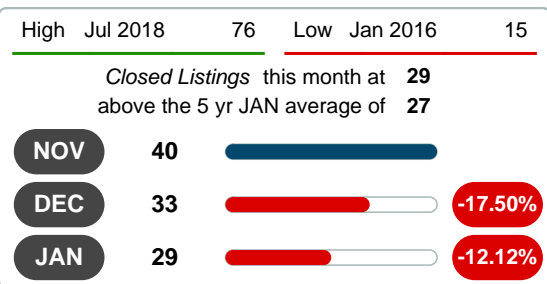


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 27



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$30,000 and less | 2 | 6.90% | 14.0 | 2 | 0 | 0 | 0 |
| \$30,001 - \$70,000 | 4 | 13.79% | 8.0 | 3 | 1 | 0 | 0 |
| \$70,001 - \$100,000 | 4 | 13.79% | 8.0 | 2 | 1 | 1 | 0 |
| \$100,001 - \$170,000 | 7 | 24.14% | 12.0 | 2 | 4 | 0 | 1 |
| \$170,001 - \$230,000 | 5 | 17.24% | 20.0 | 0 | 4 | 1 | 0 |
| \$230,001 - \$330,000 | 5 | 17.24% | 28.0 | 3 | 2 | 0 | 0 |
| \$330,001 and up | 2 | 6.90% | 87.5 | 0 | 1 | 1 | 0 |
| Total Closed Units | 29 | | | 12 | 13 | 3 | 1 |
| Total Closed Volume | 4,631,600 | 100% | 20.0 | 1.50M | 2.29M | 677.30K | 165.00K |
| Median Closed Price | \$147,500 | | | \$76,000 | \$171,800 | \$171,300 | \$165,000 |

January 2020

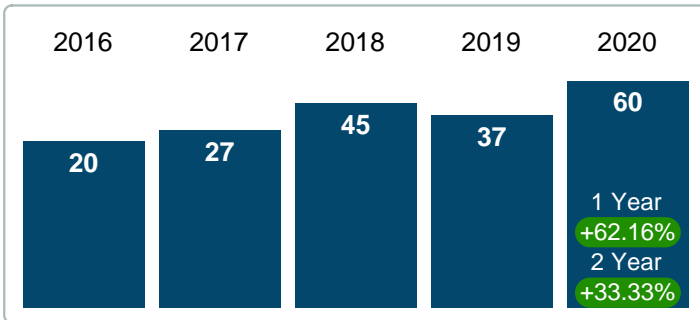
Area Delimited by County Of Bryan



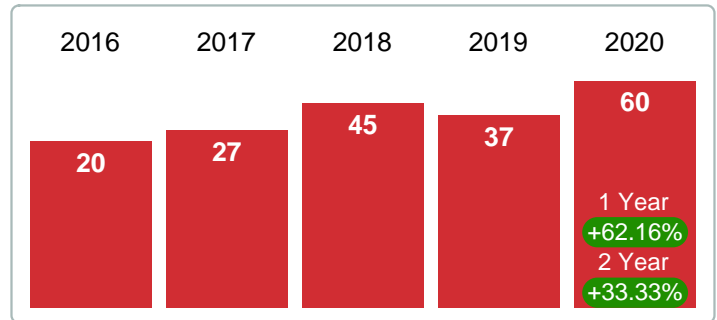
PENDING LISTINGS

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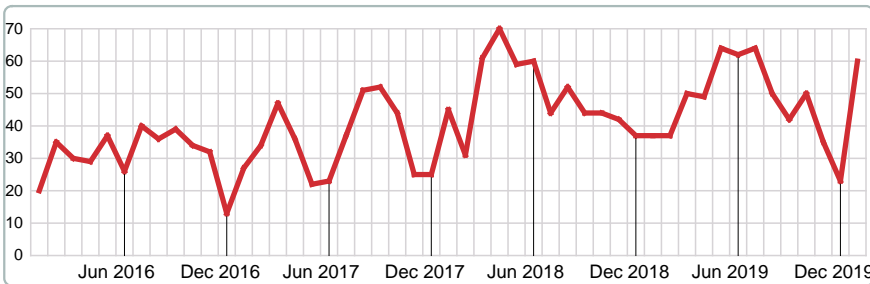
JANUARY



YEAR TO DATE (YTD)

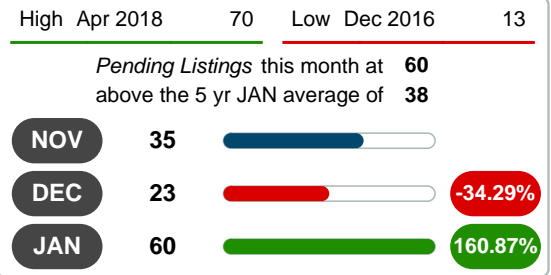


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 38



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$50,000 and less | 6 | 10.00% | 17.0 | 5 | 1 | 0 | 0 |
| \$50,001 - \$75,000 | 2 | 3.33% | 53.0 | 1 | 1 | 0 | 0 |
| \$75,001 - \$125,000 | 17 | 28.33% | 23.0 | 7 | 10 | 0 | 0 |
| \$125,001 - \$175,000 | 8 | 13.33% | 18.5 | 1 | 4 | 3 | 0 |
| \$175,001 - \$200,000 | 8 | 13.33% | 50.0 | 1 | 7 | 0 | 0 |
| \$200,001 - \$350,000 | 13 | 21.67% | 39.0 | 1 | 7 | 5 | 0 |
| \$350,001 and up | 6 | 10.00% | 71.0 | 1 | 2 | 1 | 2 |
| Total Pending Units | 60 | | | 17 | 32 | 9 | 2 |
| Total Pending Volume | 17,501,550 | 100% | 32.0 | 8.20M | 6.05M | 2.52M | 733.90K |
| Median Listing Price | \$162,500 | | | \$80,000 | \$173,500 | \$239,900 | \$366,950 |

January 2020

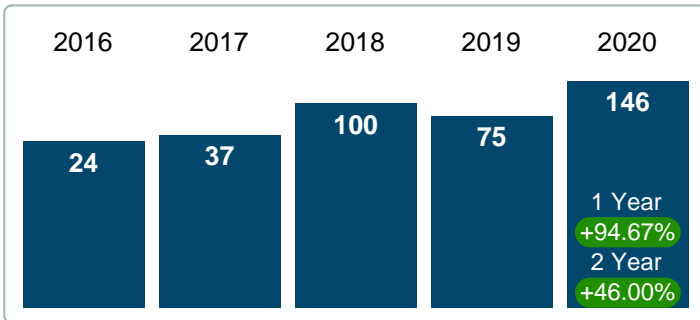
Area Delimited by County Of Bryan



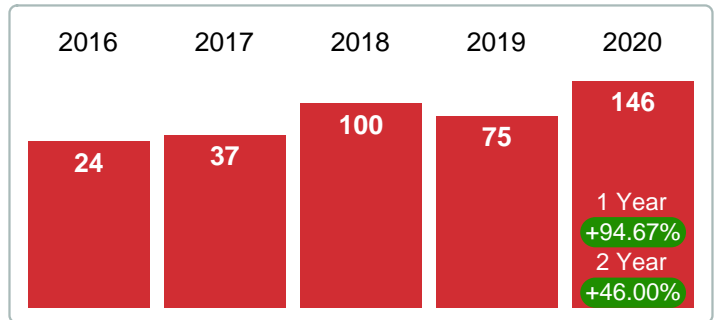
NEW LISTINGS

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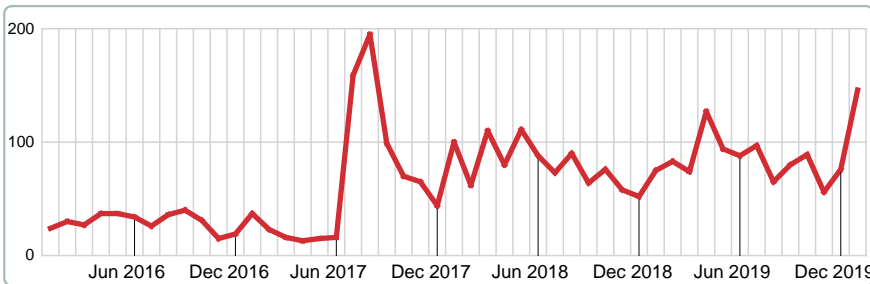
JANUARY



YEAR TO DATE (YTD)

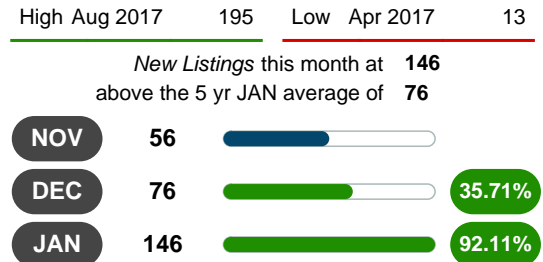


5 YEAR MARKET ACTIVITY TRENDS



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 |
| Median New Listed Listing Price | \$118,500 | | \$38,000 | \$175,000 | \$292,000 | \$492,000 |

January 2020

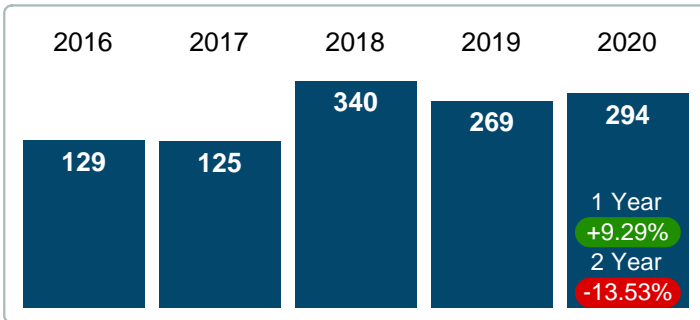
Area Delimited by County Of Bryan



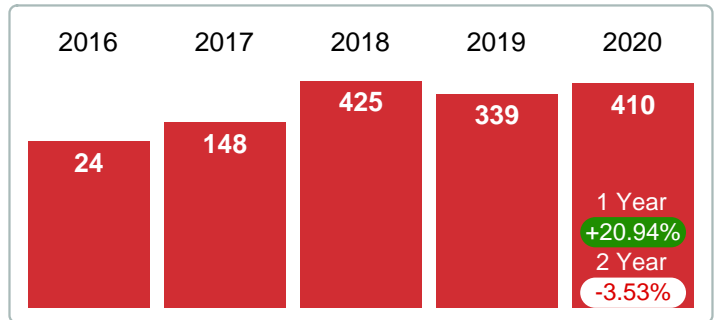
ACTIVE INVENTORY

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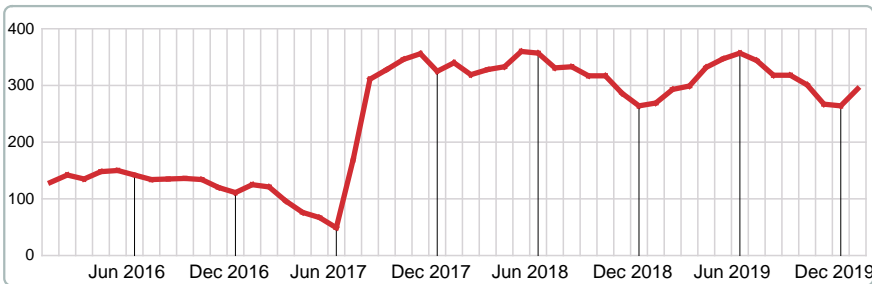
END OF JANUARY



ACTIVE DURING JANUARY

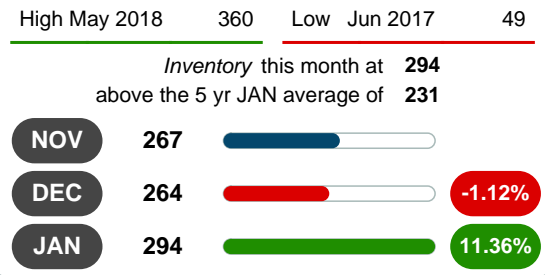


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 231



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$10,000 and less | 1 | 0.34% | 38.0 | 1 | 0 | 0 | 0 |
| \$10,001 - \$40,000 | 69 | 23.47% | 15.0 | 69 | 0 | 0 | 0 |
| \$40,001 - \$80,000 | 39 | 13.27% | 74.0 | 29 | 9 | 0 | 1 |
| \$80,001 - \$210,000 | 69 | 23.47% | 51.0 | 25 | 34 | 8 | 2 |
| \$210,001 - \$330,000 | 48 | 16.33% | 25.5 | 14 | 19 | 14 | 1 |
| \$330,001 - \$550,000 | 39 | 13.27% | 86.0 | 14 | 7 | 10 | 8 |
| \$550,001 and up | 29 | 9.86% | 87.0 | 18 | 4 | 5 | 2 |
| Total Active Inventory by Units | 294 | | | 170 | 73 | 37 | 14 |
| Total Active Inventory by Volume | 75,322,093 | 100% | 49.0 | 38.62M | 16.53M | 12.78M | 7.39M |
| Median Active Inventory Listing Price | \$148,950 | | | \$47,250 | \$184,500 | \$295,000 | \$466,000 |

January 2020

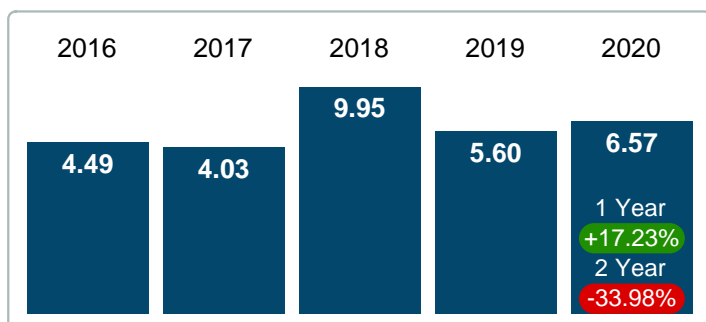
Area Delimited by County Of Bryan



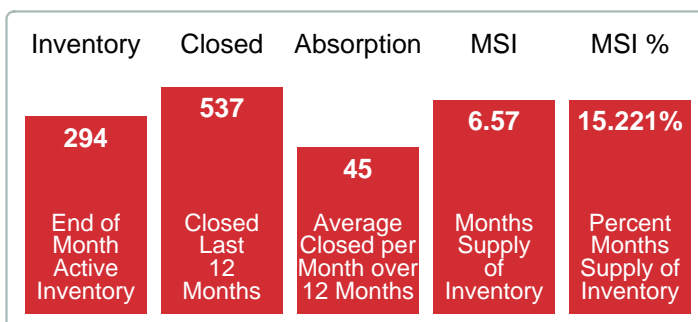
MONTHS SUPPLY of INVENTORY (MSI)

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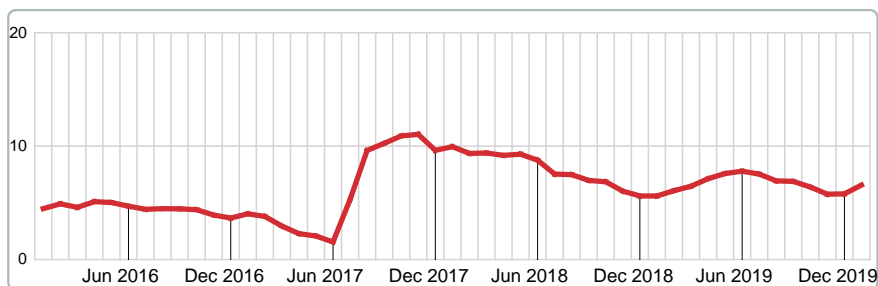
MSI FOR JANUARY



INDICATORS FOR JANUARY 2020



5 YEAR MARKET ACTIVITY TRENDS

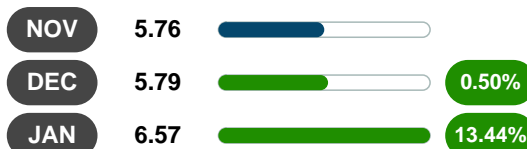


3 MONTHS

5 year JAN AVG = 6.13

High Nov 2017 11.04 Low Jun 2017 1.55

Months Supply this month at **6.57**
above the 5 yr JAN average of **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 |

January 2020



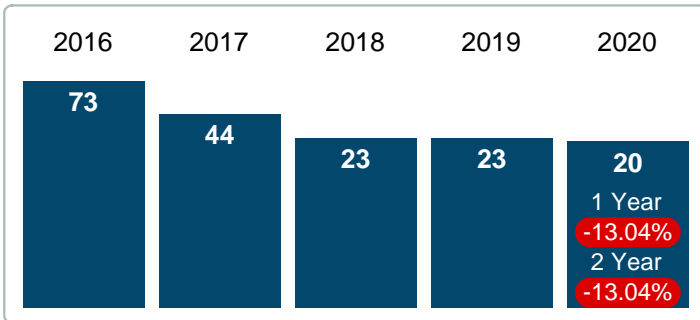
Area Delimited by County Of Bryan



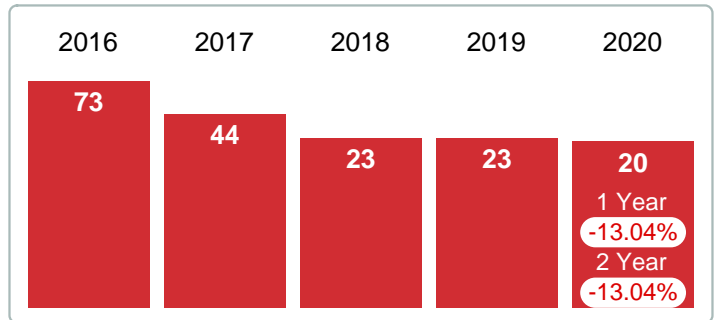
MEDIAN DAYS ON MARKET TO SALE

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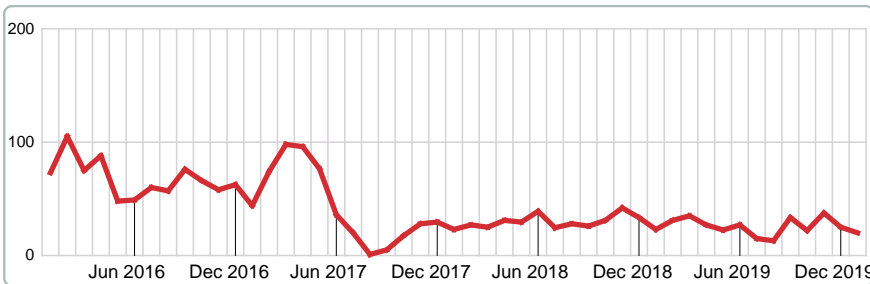
JANUARY



YEAR TO DATE (YTD)

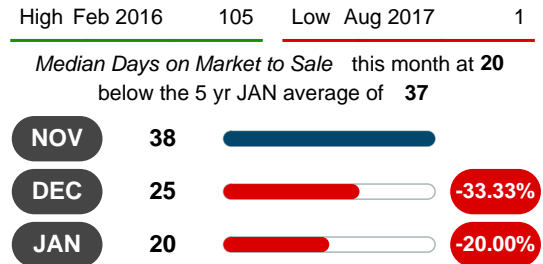


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 37



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 |
|--|-------------|------------------|--------------|--------------|----------------|----------------|
| \$30,000 and less | 6.90% | 14 | 14 | 0 | 0 | 0 |
| \$30,001 - \$70,000 | 13.79% | 8 | 3 | 28 | 0 | 0 |
| \$70,001 - \$100,000 | 13.79% | 8 | 6 | 6 | 57 | 0 |
| \$100,001 - \$170,000 | 24.14% | 12 | 99 | 52 | 0 | 4 |
| \$170,001 - \$230,000 | 17.24% | 20 | 0 | 23 | 7 | 0 |
| \$230,001 - \$330,000 | 17.24% | 28 | 22 | 105 | 0 | 0 |
| \$330,001 and up | 6.90% | 88 | 0 | 109 | 66 | 0 |
| Median Closed DOM | | 20 | 12 | 28 | 57 | 4 |
| Total Closed Units | 100% | 20.0 | 12 | 13 | 3 | 1 |
| Total Closed Volume | | 4,631,600 | 1.50M | 2.29M | 677.30K | 165.00K |

January 2020

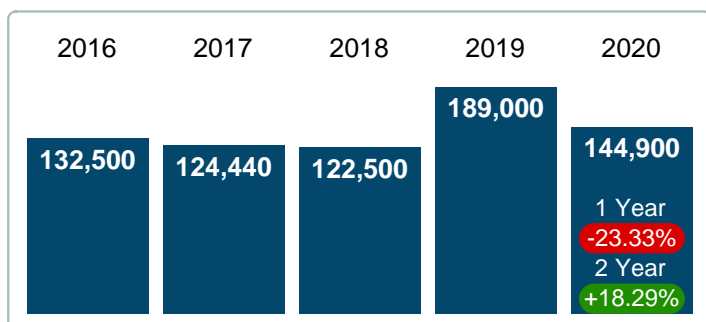
Area Delimited by County Of Bryan



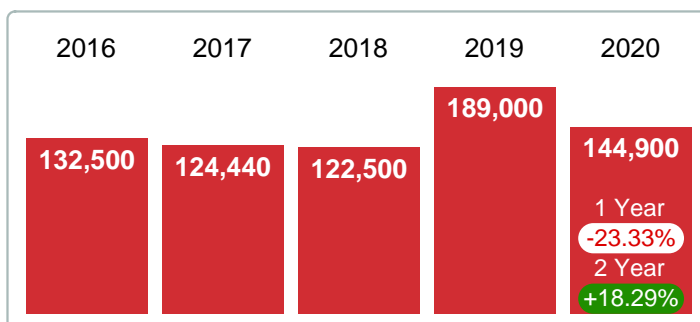
MEDIAN LIST PRICE AT CLOSING

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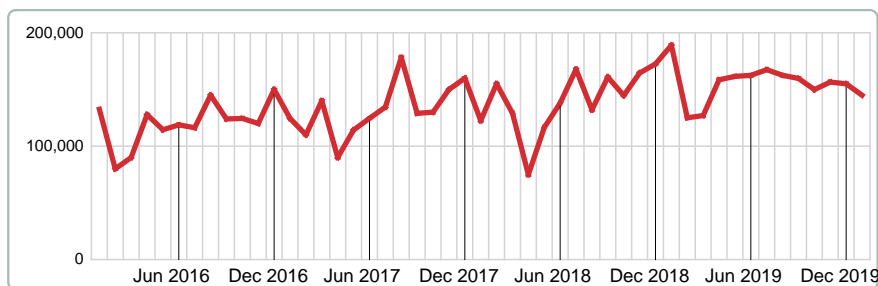
JANUARY



YEAR TO DATE (YTD)

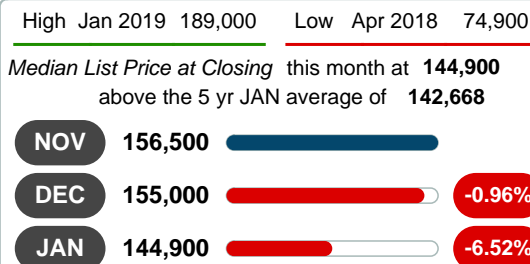


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 142,668



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 |
|---|-------------|------------------|---------------|----------------|----------------|----------------|
| \$30,000 and less | 6.90% | 29,950 | 29,950 | 0 | 0 | 0 |
| \$30,001 - \$70,000 | 13.79% | 57,515 | 65,030 | 50,000 | 0 | 0 |
| \$70,001 - \$100,000 | 13.79% | 79,950 | 79,950 | 74,900 | 89,500 | 0 |
| \$100,001 - \$170,000 | 31.03% | 144,900 | 115,000 | 144,900 | 169,300 | 169,900 |
| \$170,001 - \$230,000 | 10.34% | 187,500 | 0 | 187,500 | 0 | 0 |
| \$230,001 - \$330,000 | 10.34% | 241,500 | 324,900 | 237,000 | 0 | 0 |
| \$330,001 and up | 13.79% | 410,000 | 376,250 | 435,000 | 439,000 | 0 |
| Median List Price | | 144,900 | 79,950 | 170,000 | 169,300 | 169,900 |
| Total Closed Units | 100% | 144,900 | 12 | 13 | 3 | 1 |
| Total Closed Volume | | 4,926,230 | 1.71M | 2.35M | 697.80K | 169.90K |

January 2020

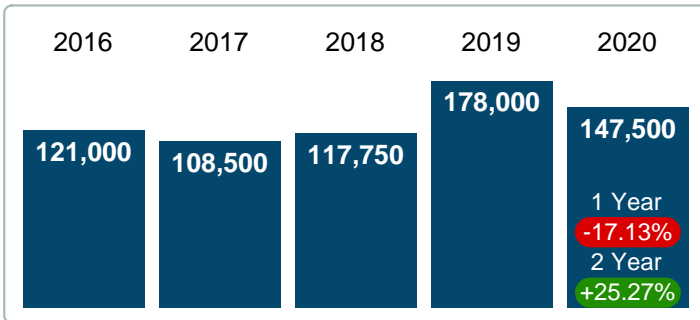
Area Delimited by County Of Bryan



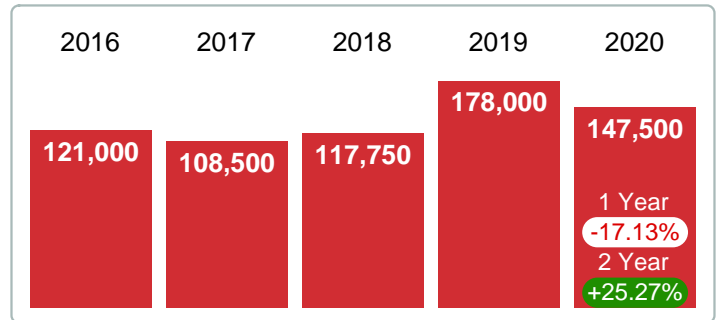
MEDIAN SOLD PRICE AT CLOSING

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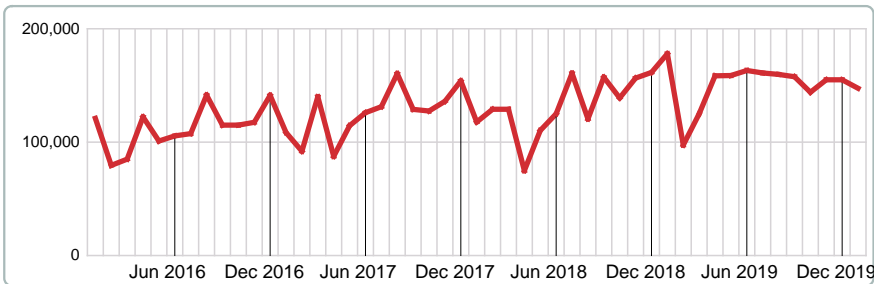
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

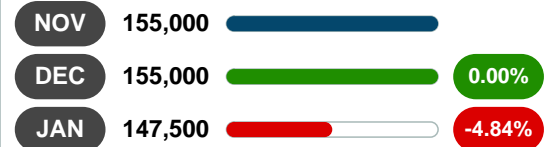


3 MONTHS

5 year JAN AVG = 134,550

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

Median Sold Price at Closing this month at 147,500 above the 5 yr JAN average of 134,550



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 |
|---|-------------|------------------|---------------|----------------|----------------|----------------|
| \$30,000 and less | 6.90% | 28,250 | 28,250 | 0 | 0 | 0 |
| \$30,001 - \$70,000 | 13.79% | 50,000 | 58,000 | 39,000 | 0 | 0 |
| \$70,001 - \$100,000 | 13.79% | 77,750 | 76,000 | 78,500 | 89,000 | 0 |
| \$100,001 - \$170,000 | 24.14% | 120,000 | 112,500 | 133,750 | 0 | 165,000 |
| \$170,001 - \$230,000 | 17.24% | 175,000 | 0 | 183,750 | 171,300 | 0 |
| \$230,001 - \$330,000 | 17.24% | 280,000 | 290,500 | 237,000 | 0 | 0 |
| \$330,001 and up | 6.90% | 420,500 | 0 | 424,000 | 417,000 | 0 |
| Median Sold Price | | 147,500 | 76,000 | 171,800 | 171,300 | 165,000 |
| Total Closed Units | 100% | 147,500 | 12 | 13 | 3 | 1 |
| Total Closed Volume | | 4,631,600 | 1.50M | 2.29M | 677.30K | 165.00K |

January 2020

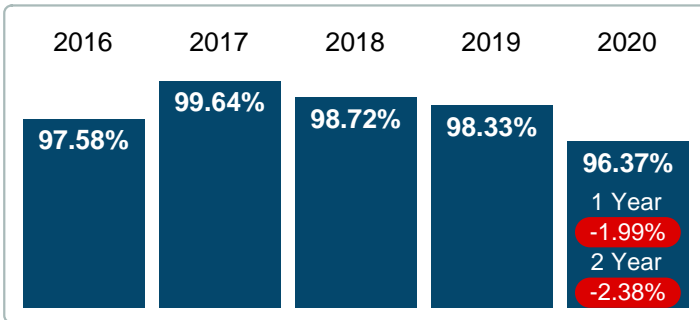
Area Delimited by County Of Bryan



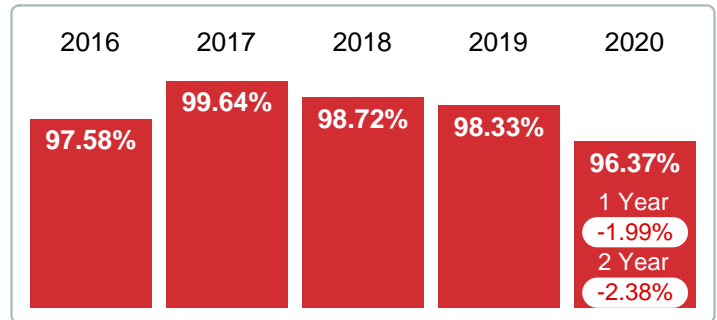
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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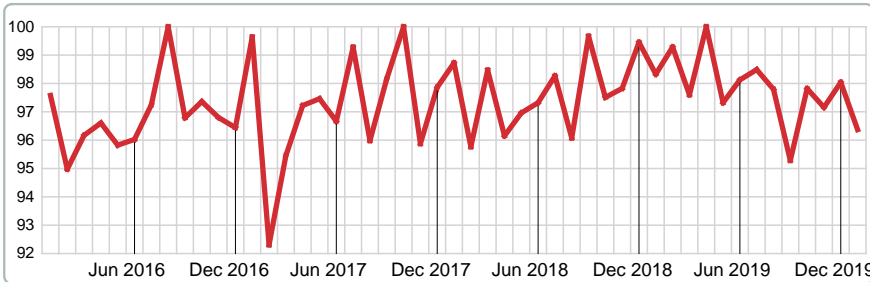
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YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

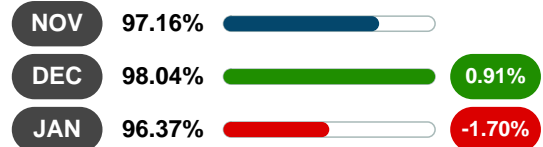


3 MONTHS

5 year JAN AVG = 98.13%

High Apr 2019 100.00% Low Feb 2017 92.31%

Median Sold/List Ratio this month at **96.37%**
below the 5 yr JAN average of **98.13%**



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 |
|--|---|-----------|---------|----------|---------|---------|---------|
| \$30,000 and less | 2 | 6.90% | 94.31% | 94.31% | 0.00% | 0.00% | 0.00% |
| \$30,001 - \$70,000 | 4 | 13.79% | 86.55% | 89.09% | 78.00% | 0.00% | 0.00% |
| \$70,001 - \$100,000 | 4 | 13.79% | 97.91% | 95.06% | 104.81% | 99.44% | 0.00% |
| \$100,001 - \$170,000 | 7 | 24.14% | 97.12% | 97.92% | 95.50% | 0.00% | 97.12% |
| \$170,001 - \$230,000 | 5 | 17.24% | 101.06% | 0.00% | 98.34% | 101.18% | 0.00% |
| \$230,001 - \$330,000 | 5 | 17.24% | 89.80% | 86.18% | 100.00% | 0.00% | 0.00% |
| \$330,001 and up | 2 | 6.90% | 96.23% | 0.00% | 97.47% | 94.99% | 0.00% |
| Median Sold/List Ratio | | 96.37% | | 91.77% | 98.18% | 99.44% | 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

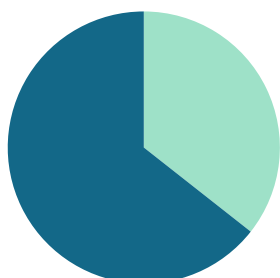
Area Delimited by County Of Bryan



MARKET SUMMARY

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

INVENTORY

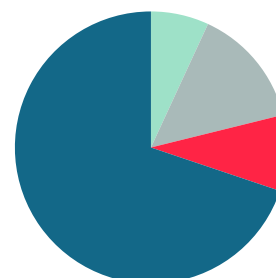


Inventory
 New Listings
146 = 35.61%
 Start Inventory
264
 Total Inventory Units
410
 Volume
\$107,077,773

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% |
| Median List Price | 189,000 | 144,900 | -23.33% | 189,000 | 144,900 | -23.33% |
| Median Sale Price | 178,000 | 147,500 | -17.13% | 178,000 | 147,500 | -17.13% |
| Median Percent of Selling Price to List Price | 98.33% | 96.37% | -1.99% | 98.33% | 96.37% | -1.99% |
| Median Days on Market to Sale | 23.00 | 20.00 | -13.04% | 23.00 | 20.00 | -13.04% |
| 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

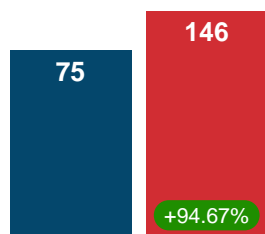
Inventory on January 31, 2020 = **294**

2019 **2020**

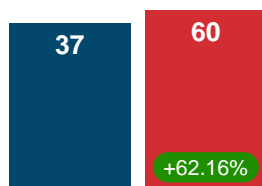
JANUARY MARKET

MEDIAN PRICES

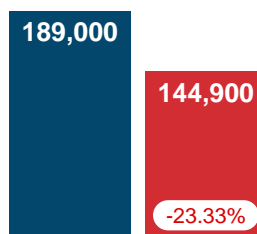
New Listings



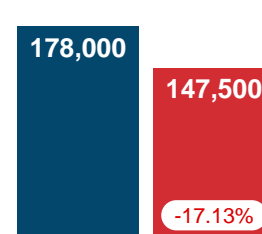
Pending Listings



List Price



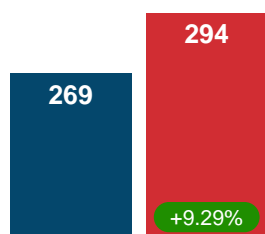
Sale Price



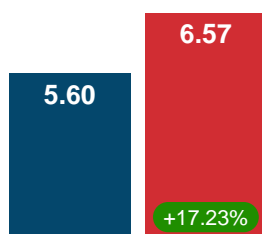
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

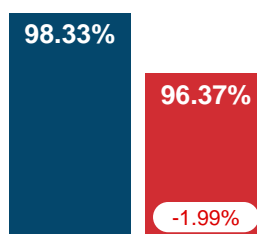
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

