

July 2020

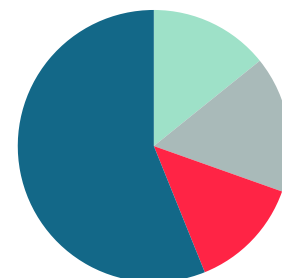
Area Delimited by County Of Bryan



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	July 2020	+/-%
Closed Listings	77	57	-25.97%
Pending Listings	65	65	0.00%
New Listings	99	99	0.00%
Average List Price	283,937	156,371	-44.93%
Average Sale Price	275,700	151,341	-45.11%
Average Percent of Selling Price to List Price	95.92%	97.38%	1.52%
Average Days on Market to Sale	32.95	30.56	-7.24%
End of Month Inventory	350	225	-35.71%
Months Supply of Inventory	7.29	4.60	-36.92%



■ Closed (14.21%)
■ Pending (16.21%)
■ Other OffMarket (13.47%)
■ Active (56.11%)

Absorption: Last 12 months, an Average of **49** Sales/Month
Active Inventory as of July 31, 2020 = **225**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2020 decreased **35.71%** to 225 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 **4.60** 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 **45.11%** in July 2020 to \$151,341 versus the previous year at \$275,700.

Average Days on Market Shortens

The average number of **30.56** days that homes spent on the market before selling decreased by 2.39 days or **7.24%** in July 2020 compared to last year's same month at **32.95** DOM.

Sales Success for July 2020 is Positive

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

There were 99 New Listings in July 2020, down **0.00%** from last year at 99. Furthermore, there were 57 Closed Listings this month versus last year at 77, a **-25.97%** decrease.

Closed versus Listed trends yielded a **57.6%** ratio, down from previous year's, July 2019, at **77.8%**, a **25.97%** 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

July 2020

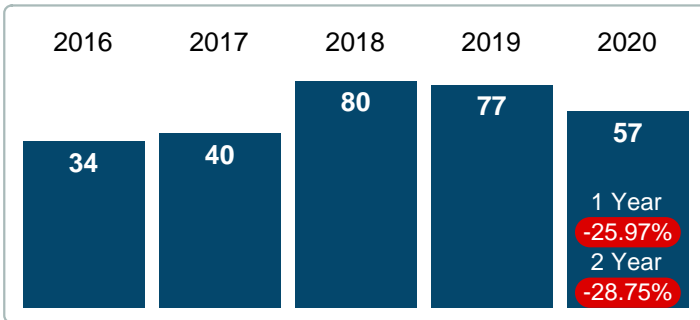
Area Delimited by County Of Bryan



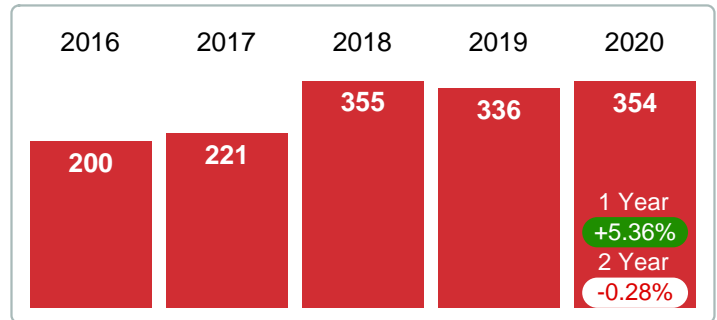
CLOSED LISTINGS

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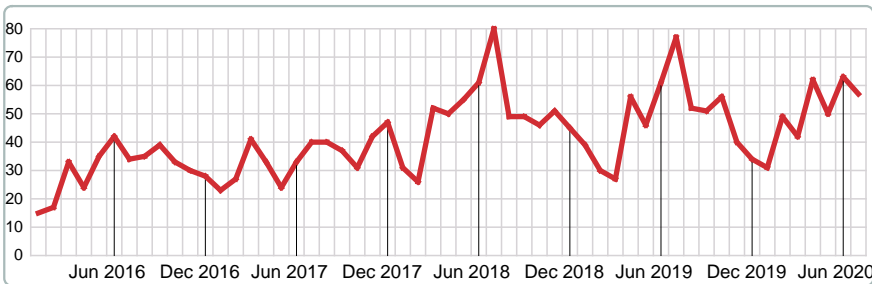
JULY



YEAR TO DATE (YTD)

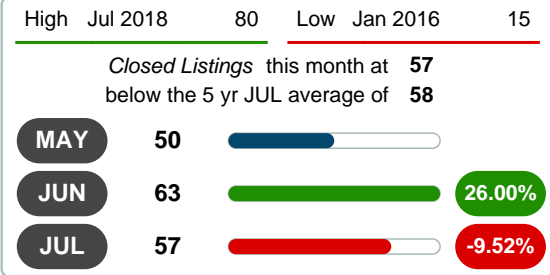


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 58



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings 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	9	15.79%	22.2	8	1	0	0
\$25,001-\$100,000	11	19.30%	43.9	6	4	1	0
\$100,001-\$150,000	14	24.56%	16.8	4	9	1	0
\$150,001-\$175,000	4	7.02%	24.0	1	2	1	0
\$175,001-\$250,000	13	22.81%	32.4	2	9	2	0
\$250,001 and up	6	10.53%	51.2	0	2	3	1
Total Closed Units	57			21	27	8	1
Total Closed Volume	8,626,429	100%	30.6	1.60M	4.35M	2.40M	265.00K
Average Closed Price	\$151,341			\$76,419	\$161,227	\$300,438	\$265,000

July 2020



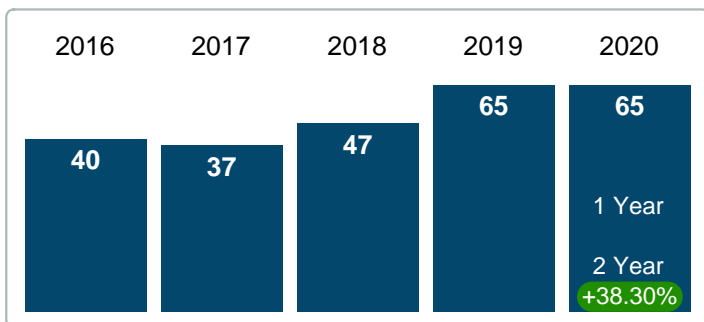
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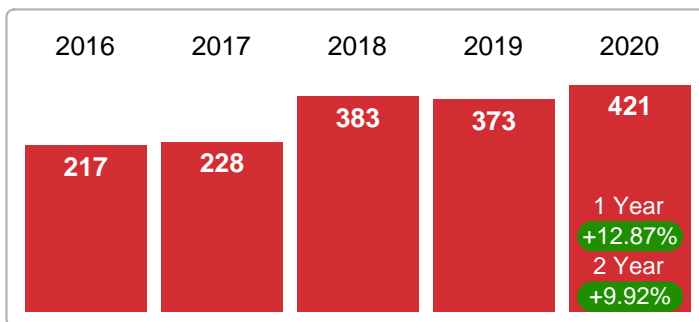
PENDING LISTINGS

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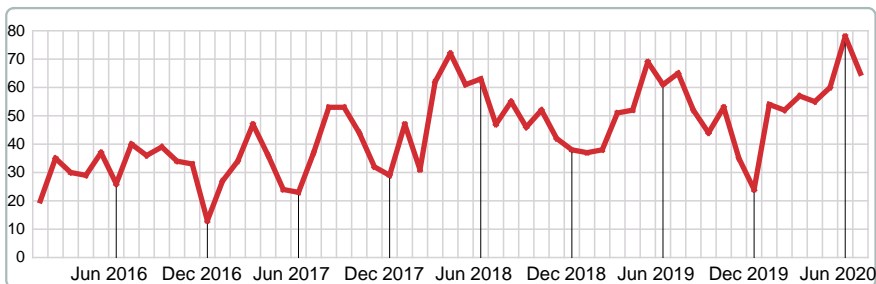
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

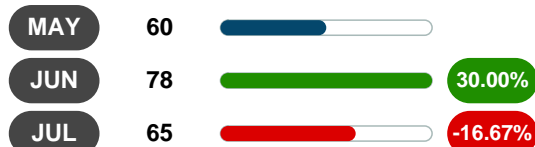


3 MONTHS

5 year JUL AVG = 51

High Jun 2020 78 Low Dec 2016 13

Pending Listings this month at 65 above the 5 yr JUL average of 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	6	9.23%	55.5	5	1	0	0
\$40,001 - \$90,000	8	12.31%	27.0	2	5	1	0
\$90,001 - \$140,000	9	13.85%	10.6	4	5	0	0
\$140,001 - \$180,000	15	23.08%	6.9	2	11	1	1
\$180,001 - \$250,000	12	18.46%	57.3	1	11	0	0
\$250,001 - \$320,000	7	10.77%	39.0	3	3	1	0
\$320,001 and up	8	12.31%	67.1	0	6	0	2
Total Pending Units	65			17	42	3	3
Total Pending Volume	11,735,144	100%	42.3	2.08M	7.99M	504.90K	1.16M
Average Listing Price	\$110,992			\$122,266	\$190,186	\$168,300	\$387,966

July 2020



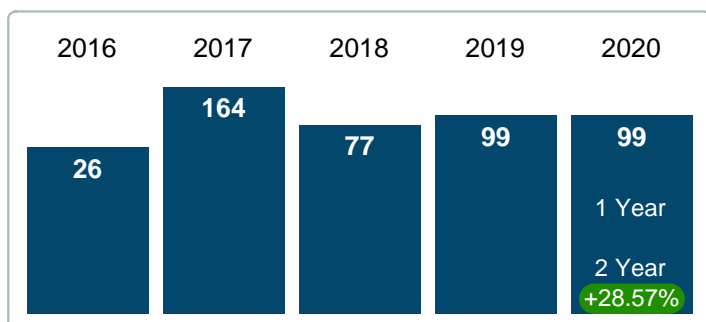
Area Delimited by County Of Bryan



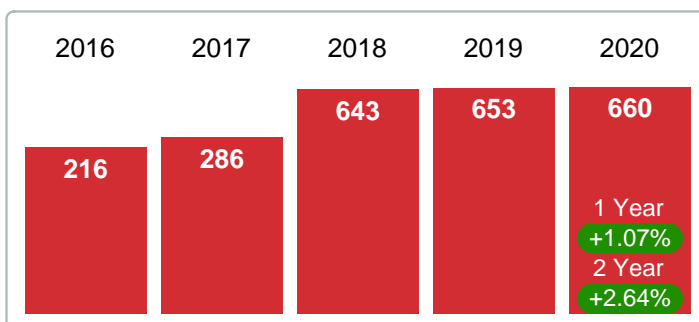
NEW LISTINGS

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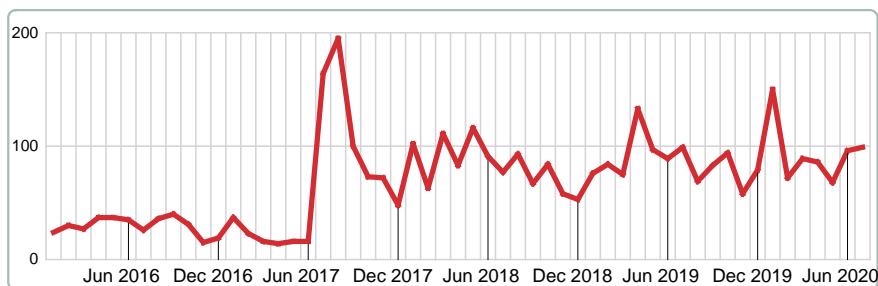
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

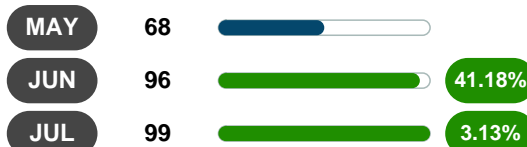


3 MONTHS

5 year JUL AVG = 93

High Aug 2017 195 Low Apr 2017 14

New Listings this month at 99
above the 5 yr JUL average of 93



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
\$0 and less	0	0.00%	0	0	0	0
\$1-\$50,000	27	27.27%	26	1	0	0
\$50,001-\$100,000	9	9.09%	7	1	1	0
\$100,001-\$150,000	18	18.18%	6	11	1	0
\$150,001-\$250,000	23	23.23%	4	16	2	1
\$250,001-\$350,000	12	12.12%	3	6	2	1
\$350,001 and up	10	10.10%	5	1	2	2
Total New Listed Units	99		51	36	8	4
Total New Listed Volume	17,376,031	100%	6.85M	6.86M	2.08M	1.58M
Average New Listed Listing Price	\$153,809		\$134,380	\$190,556	\$259,975	\$395,700

July 2020

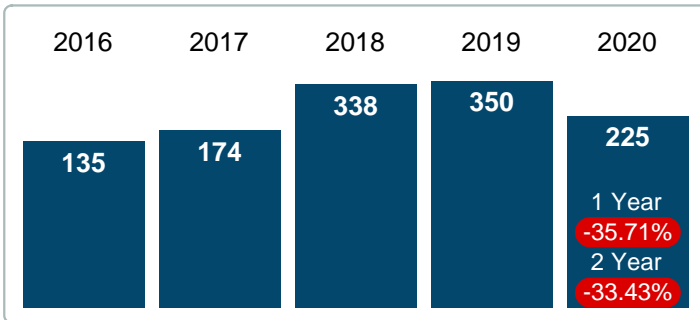
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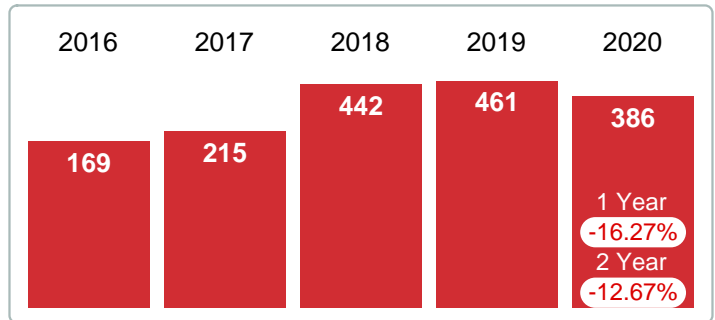
ACTIVE INVENTORY

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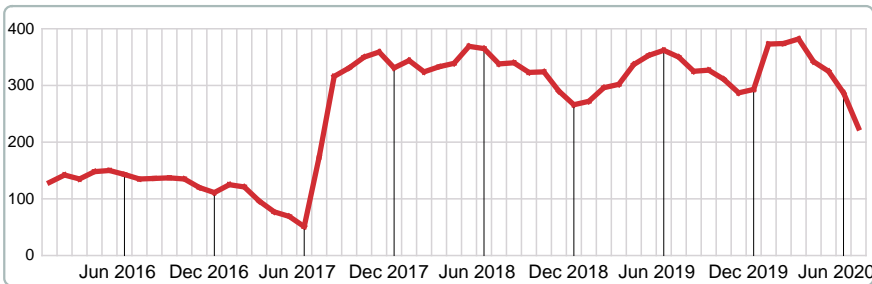
END OF JULY



ACTIVE DURING JULY

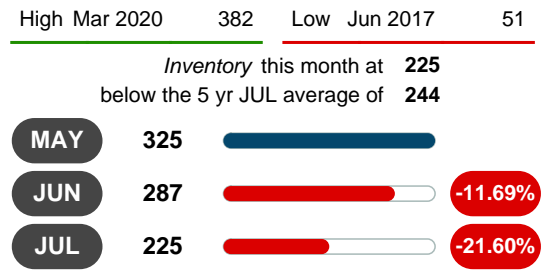


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 244



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	9	4.00%	80.3	9	0	0	0
\$25,001 - \$50,000	35	15.56%	94.1	34	1	0	0
\$50,001 - \$125,000	42	18.67%	88.9	31	8	2	1
\$125,001 - \$225,000	49	21.78%	57.3	18	25	5	1
\$225,001 - \$400,000	39	17.33%	86.5	17	12	8	2
\$400,001 - \$625,000	28	12.44%	108.9	16	4	2	6
\$625,001 and up	23	10.22%	86.0	14	3	3	3
Total Active Inventory by Units	225			139	53	20	13
Total Active Inventory by Volume	63,948,833	100%	84.2	35.56M	13.46M	8.26M	6.66M
Average Active Inventory Listing Price	\$284,217			\$255,859	\$253,918	\$413,152	\$512,590

July 2020



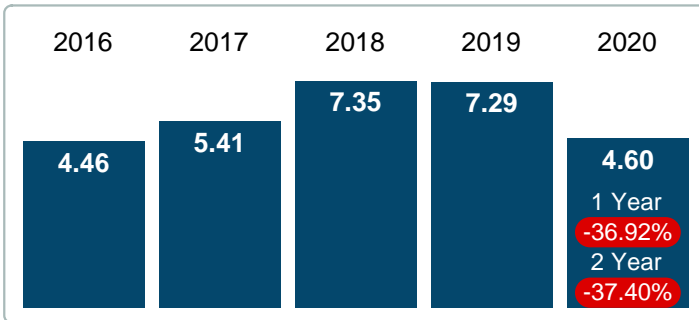
Area Delimited by County Of Bryan



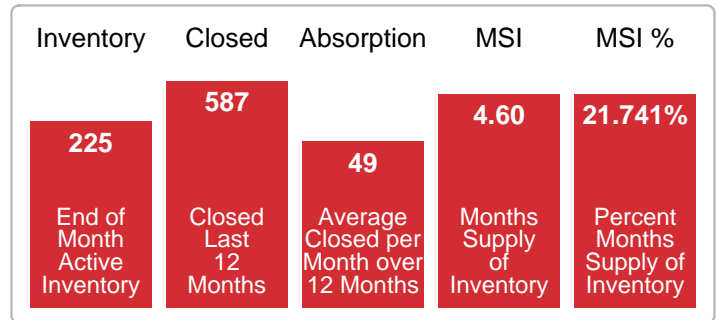
MONTHS SUPPLY of INVENTORY (MSI)

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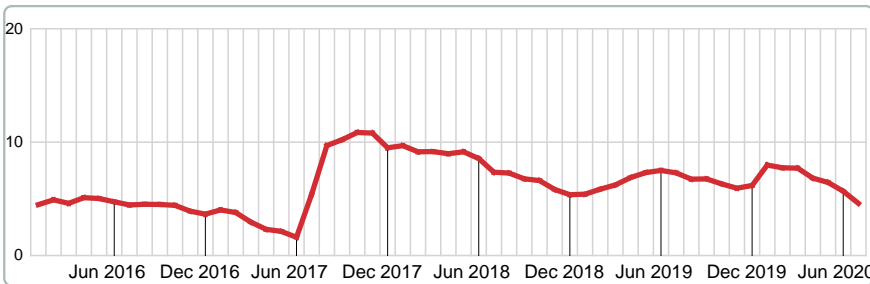
MSI FOR JULY



INDICATORS FOR JULY 2020

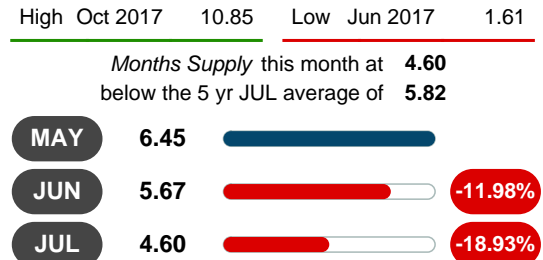


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 5.82



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	9	4.00%	3.27	3.48	0.00	0.00	0.00
\$25,001 - \$50,000	35	15.56%	10.50	15.11	1.09	0.00	0.00
\$50,001 - \$125,000	42	18.67%	3.15	5.31	1.23	2.67	4.00
\$125,001 - \$225,000	49	21.78%	2.57	8.00	1.85	1.58	6.00
\$225,001 - \$400,000	39	17.33%	4.78	18.55	3.20	2.74	3.43
\$400,001 - \$625,000	28	12.44%	24.00	192.00	8.00	6.00	24.00
\$625,001 and up	23	10.22%	21.23	42.00	18.00	7.20	18.00
Market Supply of Inventory (MSI)	4.60			9.75	2.08	2.58	9.18
Total Active Inventory by Units	225	100%	4.60	139	53	20	13

July 2020



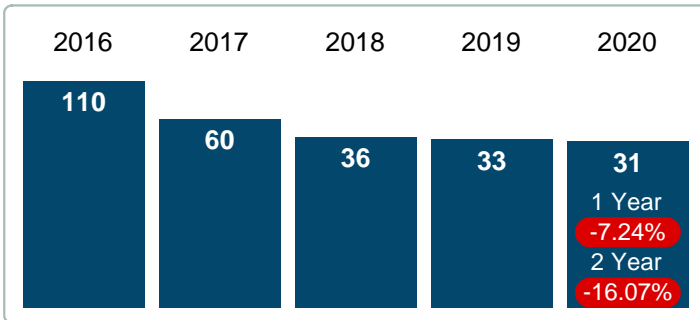
Area Delimited by County Of Bryan



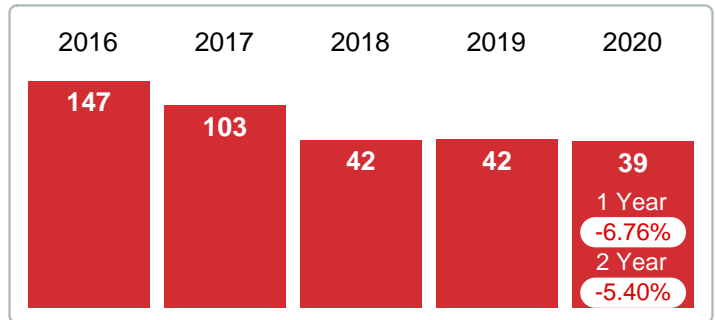
AVERAGE DAYS ON MARKET TO SALE

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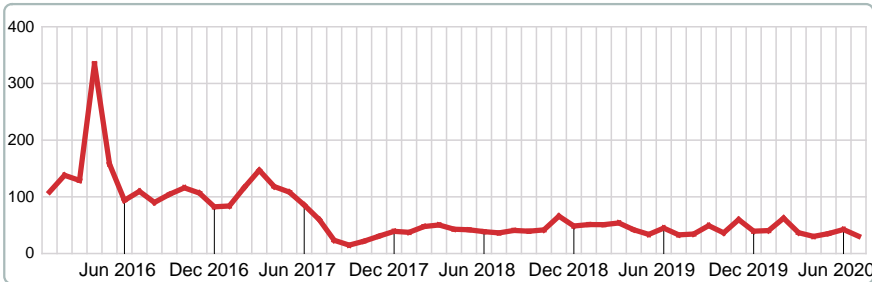
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

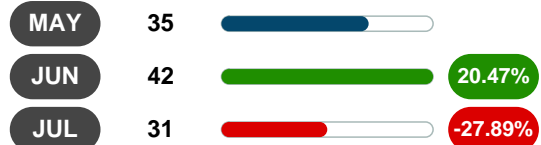


3 MONTHS

5 year JUL AVG = 54

High Apr 2016 335 Low Sep 2017 15

Average Days on Market to Sale this month at 31 below the 5 yr JUL average of 54



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$25,000	9	15.79%	22	17	68	0	0
\$25,001-\$100,000	11	19.30%	44	36	59	31	0
\$100,001-\$150,000	14	24.56%	17	7	17	55	0
\$150,001-\$175,000	4	7.02%	24	78	6	6	0
\$175,001-\$250,000	13	22.81%	32	75	19	49	0
\$250,001 and up	6	10.53%	51	0	55	64	6
Average Closed DOM			31	29	28	48	6
Total Closed Units		100%	31	21	27	8	1
Total Closed Volume			8,626,429	1.60M	4.35M	2.40M	265.00K

July 2020



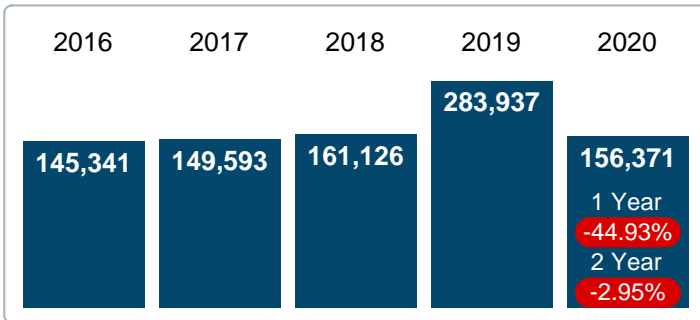
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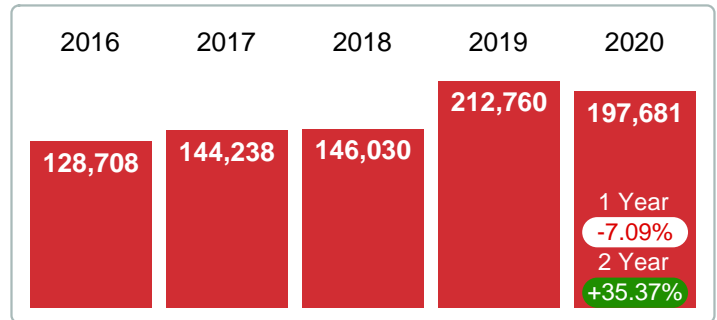
AVERAGE LIST PRICE AT CLOSING

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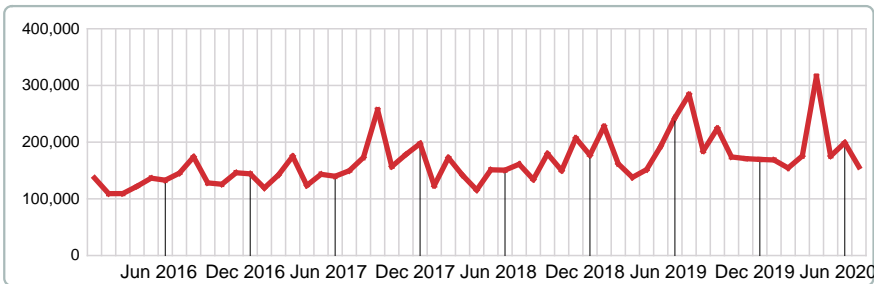
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

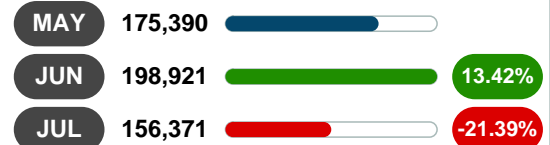


3 MONTHS

5 year JUL AVG = 179,273

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

Average List Price at Closing this month at **156,371**
 below the 5 yr JUL average of **179,273**



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$25,000	8	14.04%	15,563	15,563	30,000	0	0
\$25,001-\$100,000	13	22.81%	61,869	62,383	71,600	48,000	0
\$100,001-\$150,000	12	21.05%	132,633	133,100	124,978	169,900	0
\$150,001-\$175,000	4	7.02%	166,725	190,000	163,500	170,000	0
\$175,001-\$250,000	13	22.81%	210,310	239,500	207,847	246,700	0
\$250,001 and up	7	12.28%	427,400	0	387,450	549,967	268,000
Average List Price			156,371	80,962	163,471	316,400	268,000
Total Closed Units		100%	156,371	21	27	8	1
Total Closed Volume			8,913,129	1.70M	4.41M	2.53M	268.00K

July 2020



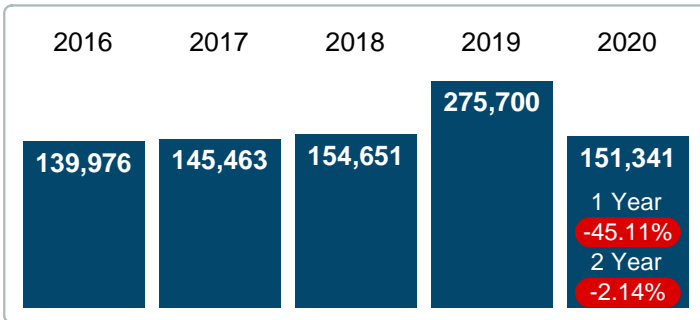
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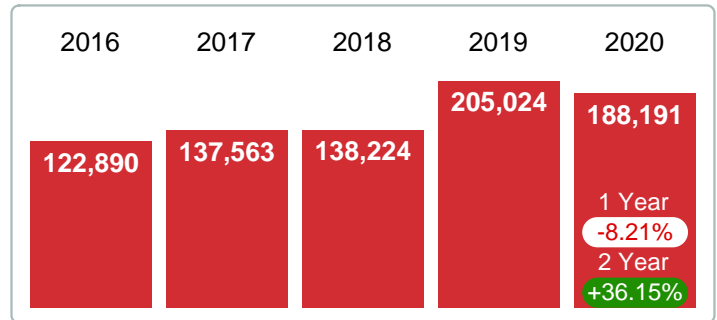
AVERAGE SOLD PRICE AT CLOSING

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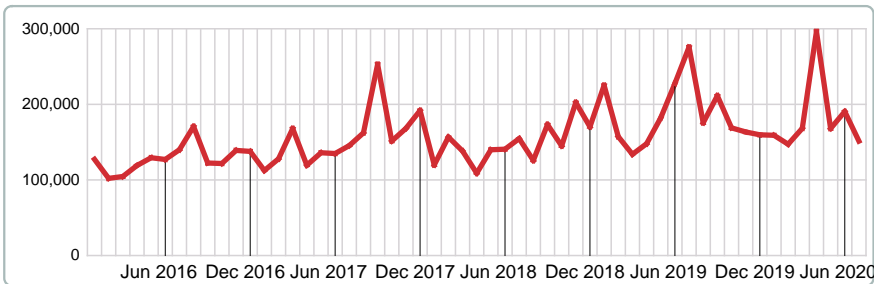
JULY



YEAR TO DATE (YTD)

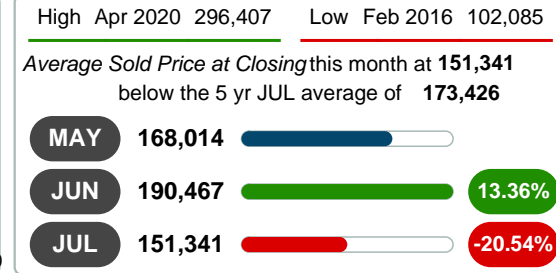


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 173,426



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$25,000	9	15.79%	15,834	15,000	22,500	0	0
\$25,001-\$100,000	11	19.30%	59,718	59,567	66,125	35,000	0
\$100,001-\$150,000	14	24.56%	128,361	130,600	127,739	125,000	0
\$150,001-\$175,000	4	7.02%	168,250	175,000	163,500	171,000	0
\$175,001-\$250,000	13	22.81%	213,629	215,000	207,742	238,750	0
\$250,001 and up	6	10.53%	429,967	0	359,900	531,667	265,000
Average Sold Price			151,341	76,419	161,227	300,438	265,000
Total Closed Units		100%	151,341	21	27	8	1
Total Closed Volume			8,626,429	1.60M	4.35M	2.40M	265.00K

July 2020



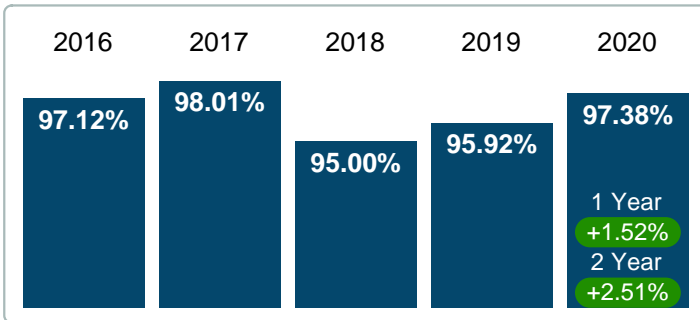
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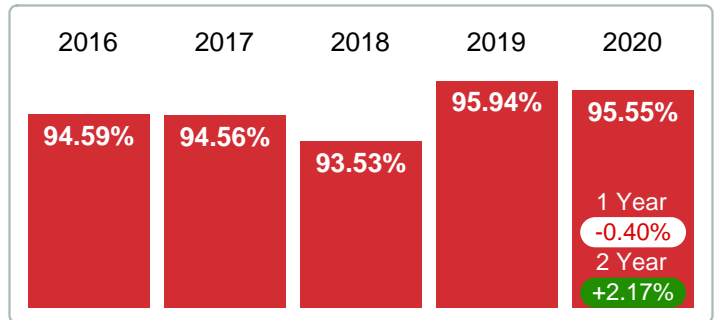
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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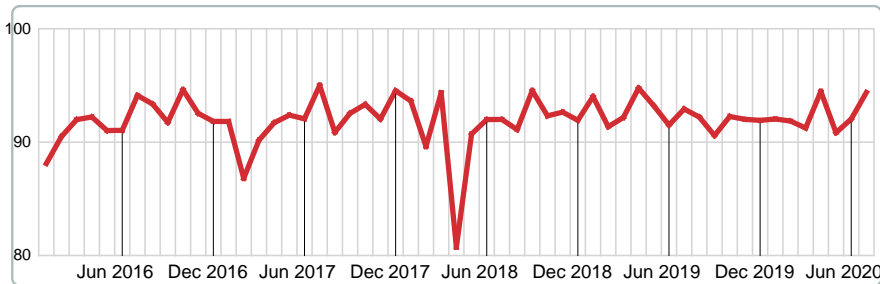
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

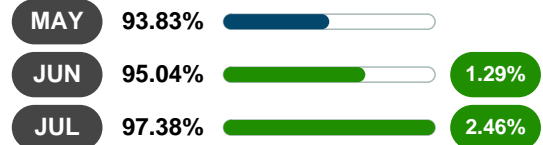


3 MONTHS

5 year JUL AVG = 96.69%

High Jul 2017 98.01% Low Apr 2018 83.74%

Average Sold/List Ratio this month at **97.38%**
equal to 5 yr JUL average of **96.69%**



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
\$0 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$25,000	9	15.79%	94.44%	96.88%	75.00%	0.00%	0.00%
\$25,001-\$100,000	11	19.30%	93.26%	95.44%	95.08%	72.92%	0.00%
\$100,001-\$150,000	14	24.56%	102.02%	98.15%	106.90%	73.57%	0.00%
\$150,001-\$175,000	4	7.02%	98.17%	92.11%	100.00%	100.59%	0.00%
\$175,001-\$250,000	13	22.81%	98.22%	91.81%	99.96%	96.76%	0.00%
\$250,001 and up	6	10.53%	96.20%	0.00%	94.06%	96.74%	98.88%
Average Sold/List Ratio		97.40%		96.00%	100.19%	91.35%	98.88%
Total Closed Units	57	100%	97.40%	21	27	8	1
Total Closed Volume	8,626,429			1.60M	4.35M	2.40M	265.00K

July 2020

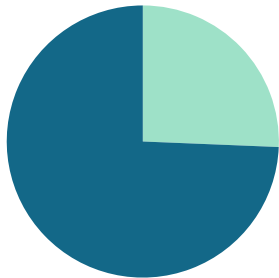
Area Delimited by County Of Bryan



MARKET SUMMARY

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

INVENTORY

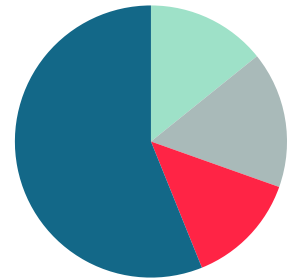


Inventory
 New Listings
99 = 25.65%
 Start Inventory
287
 Total Inventory Units
386
 Volume
\$91,723,585

Market Activity

Closed Sales
57 = 14.21%
 Pending Sales
65 = 16.21%
 Other Off Market
54 = 13.47%
 Active Inventory
225 = 56.11%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	77	57	-25.97%	336	354	5.36%
Pending Sales	65	65	0.00%	373	421	12.87%
New Listings	99	99	0.00%	653	660	1.07%
Average List Price	283,937	156,371	-44.93%	212,760	197,681	-7.09%
Average Sale Price	275,700	151,341	-45.11%	205,024	188,191	-8.21%
Average Percent of Selling Price to List Price	95.92%	97.38%	1.52%	95.94%	95.55%	-0.40%
Average Days on Market to Sale	32.95	30.56	-7.24%	42.10	39.26	-6.76%
Monthly Inventory	350	225	-35.71%	350	225	-35.71%
Months Supply of Inventory	7.29	4.60	-36.92%	7.29	4.60	-36.92%

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

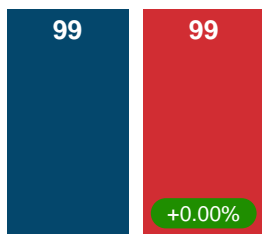
Inventory on July 31, 2020 = **225**

2019 **2020**

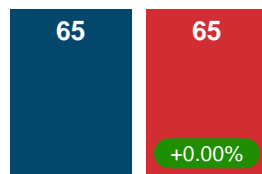
JULY MARKET

AVERAGE PRICES

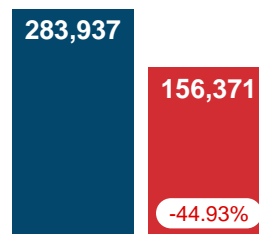
New Listings



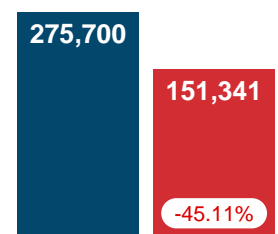
Pending Listings



List Price



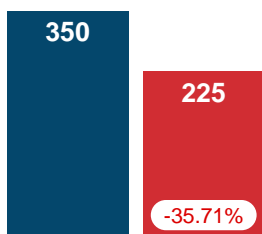
Sale Price



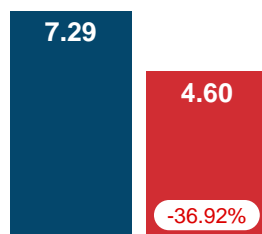
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

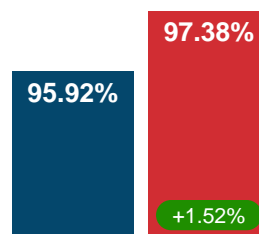
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

