

# July 2020

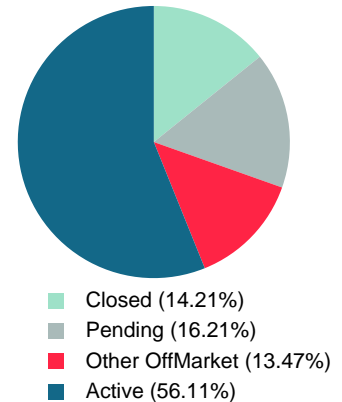
Area Delimited by County Of Bryan



## 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%
Median List Price	163,900	139,000	-15.19%
Median Sale Price	160,000	130,000	-18.75%
Median Percent of Selling Price to List Price	98.62%	100.00%	1.40%
Median Days on Market to Sale	15.00	11.00	-26.67%
End of Month Inventory	350	225	-35.71%
Months Supply of Inventory	7.29	4.60	-36.92%



**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.

#### 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 **18.75%** in July 2020 to \$130,000 versus the previous year at \$160,000.

#### Median Days on Market Shortens

The median number of **11.00** days that homes spent on the market before selling decreased by 4.00 days or **26.67%** in July 2020 compared to last year's same month at **15.00** DOM.

#### Sales Success for July 2020 is Positive

Overall, with Median 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.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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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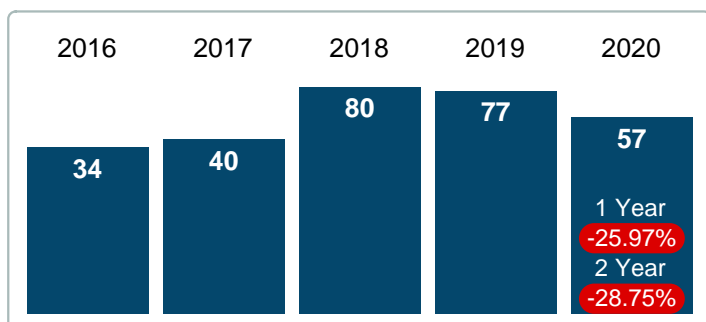
Area Delimited by County Of Bryan



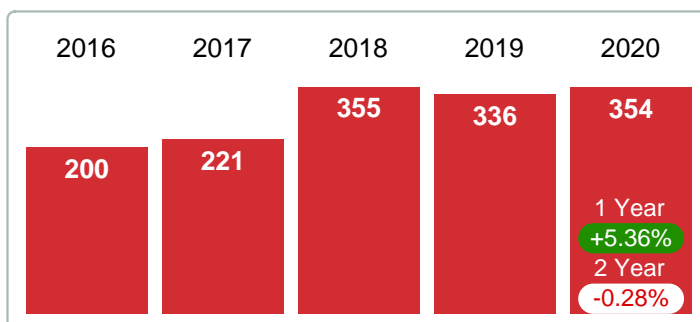
## CLOSED LISTINGS

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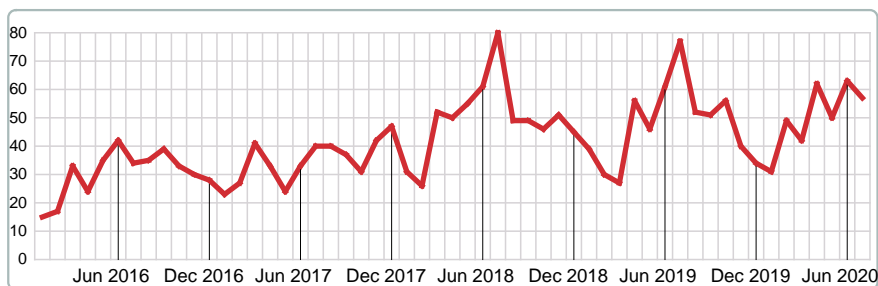
### JULY



### YEAR TO DATE (YTD)

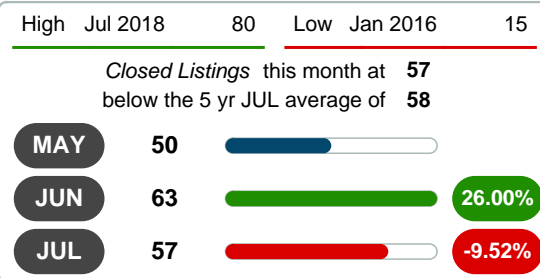


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 58



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	0	0.00%	0.0	0	0	0	0
\$10,001 - \$40,000	12	21.05%	1.0	10	1	1	0
\$40,001 - \$110,000	9	15.79%	9.0	4	5	0	0
\$110,001 - \$160,000	13	22.81%	6.0	4	8	1	0
\$160,001 - \$190,000	8	14.04%	4.5	2	5	1	0
\$190,001 - \$260,000	9	15.79%	21.0	1	6	2	0
\$260,001 and up	6	10.53%	43.5	0	2	3	1
<b>Total Closed Units</b>	<b>57</b>			<b>21</b>	<b>27</b>	<b>8</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>8,626,429</b>	<b>100%</b>	<b>11.0</b>	<b>1.60M</b>	<b>4.35M</b>	<b>2.40M</b>	<b>265.00K</b>
<b>Median Closed Price</b>	<b>\$130,000</b>			<b>\$61,500</b>	<b>\$145,000</b>	<b>\$238,750</b>	<b>\$265,000</b>

# July 2020

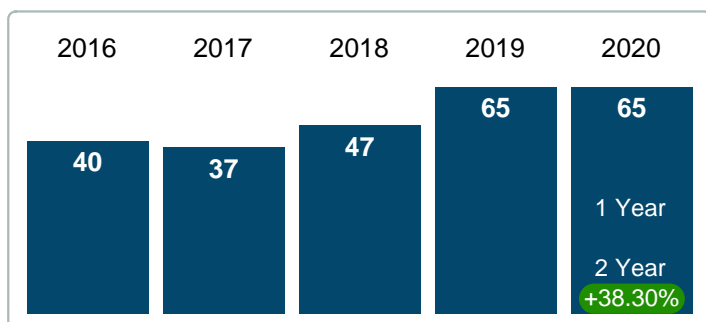
Area Delimited by County Of Bryan



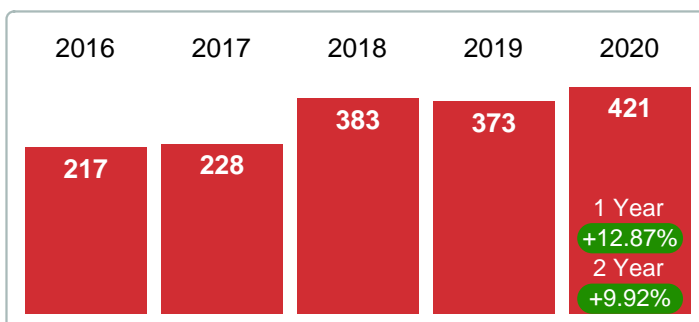
## PENDING LISTINGS

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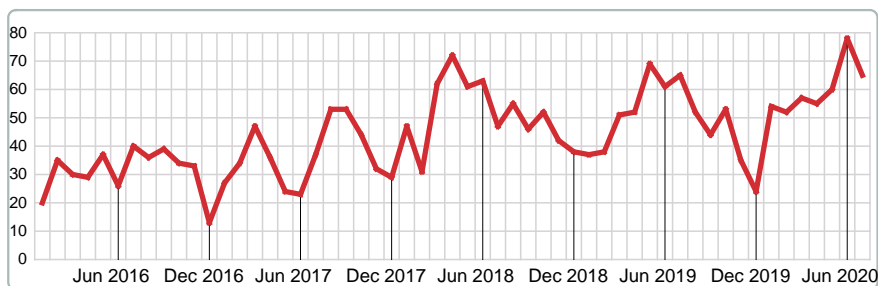
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

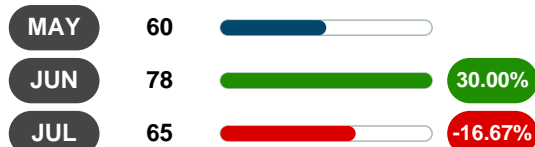


### 3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	4.62%	13.0	3	0	0	0
\$25,001 - \$75,000	9	13.85%	20.0	4	5	0	0
\$75,001 - \$125,000	7	10.77%	5.0	2	4	1	0
\$125,001 - \$175,000	16	24.62%	8.0	3	11	1	1
\$175,001 - \$250,000	15	23.08%	50.0	2	13	0	0
\$250,001 - \$325,000	10	15.38%	40.0	3	6	1	0
\$325,001 and up	5	7.69%	68.0	0	3	0	2
<b>Total Pending Units</b>	<b>65</b>			<b>17</b>	<b>42</b>	<b>3</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>11,735,144</b>	<b>100%</b>	<b>14.0</b>	<b>2.08M</b>	<b>7.99M</b>	<b>504.90K</b>	<b>1.16M</b>
<b>Median Listing Price</b>	<b>\$169,500</b>			<b>\$116,900</b>	<b>\$179,700</b>	<b>\$149,000</b>	<b>\$439,999</b>

# July 2020



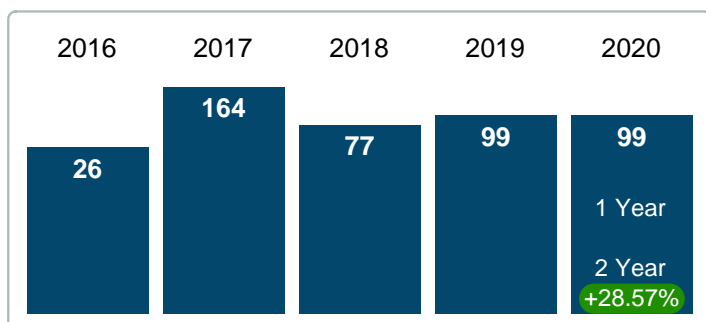
Area Delimited by County Of Bryan



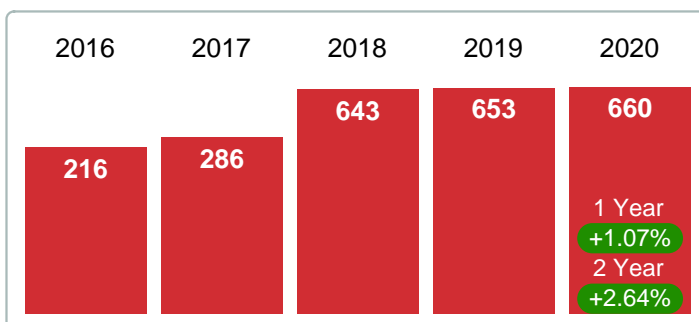
## NEW LISTINGS

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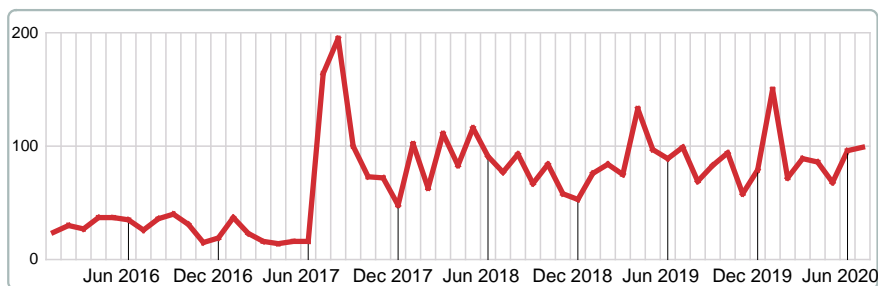
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

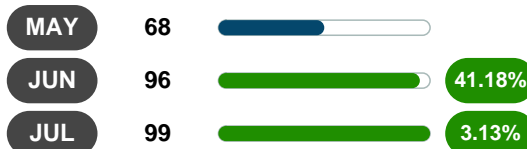


### 3 MONTHS

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		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	0	0.00%	0	0	0	0
\$10,001 - \$50,000	27	27.27%	26	1	0	0
\$50,001 - \$110,000	11	11.11%	7	3	1	0
\$110,001 - \$170,000	22	22.22%	7	12	2	1
\$170,001 - \$250,000	17	17.17%	3	13	1	0
\$250,001 - \$360,000	12	12.12%	3	6	2	1
\$360,001 and up	10	10.10%	5	1	2	2
<b>Total New Listed Units</b>	<b>99</b>		<b>51</b>	<b>36</b>	<b>8</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>17,376,031</b>	<b>100%</b>	<b>6.85M</b>	<b>6.86M</b>	<b>2.08M</b>	<b>1.58M</b>
<b>Median New Listed Listing Price</b>	<b>\$149,900</b>		<b>\$50,000</b>	<b>\$174,950</b>	<b>\$229,450</b>	<b>\$389,000</b>

# July 2020



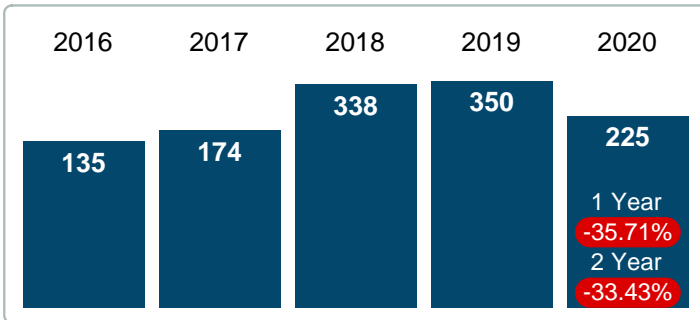
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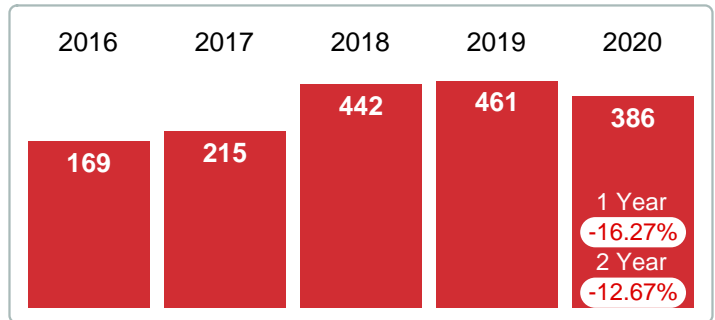
## ACTIVE INVENTORY

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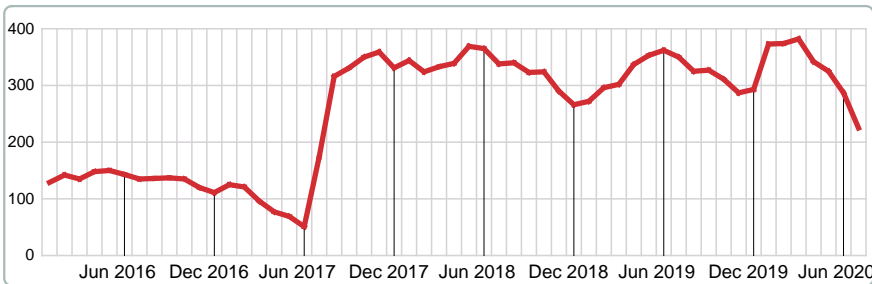
### END OF JULY



### ACTIVE DURING JULY

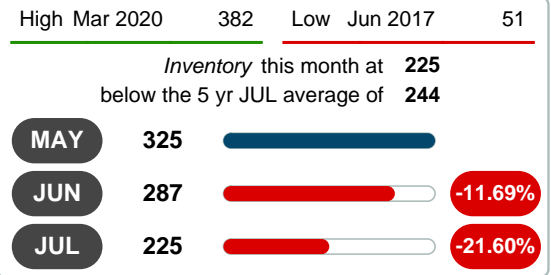


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 244



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	9	4.00%	43.0	9	0	0	0
\$25,001 - \$50,000	35	15.56%	50.0	34	1	0	0
\$50,001 - \$125,000	42	18.67%	66.0	31	8	2	1
\$125,001 - \$225,000	49	21.78%	46.0	18	25	5	1
\$225,001 - \$400,000	39	17.33%	91.0	17	12	8	2
\$400,001 - \$625,000	28	12.44%	104.0	16	4	2	6
\$625,001 and up	23	10.22%	66.0	14	3	3	3
<b>Total Active Inventory by Units</b>	<b>225</b>			<b>139</b>	<b>53</b>	<b>20</b>	<b>13</b>
<b>Total Active Inventory by Volume</b>	<b>63,948,833</b>	<b>100%</b>	<b>65.0</b>	<b>35.56M</b>	<b>13.46M</b>	<b>8.26M</b>	<b>6.66M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$180,900</b>			<b>\$120,000</b>	<b>\$196,100</b>	<b>\$277,450</b>	<b>\$464,900</b>

# July 2020



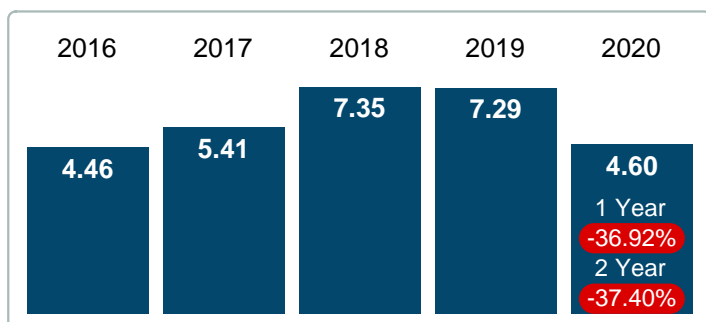
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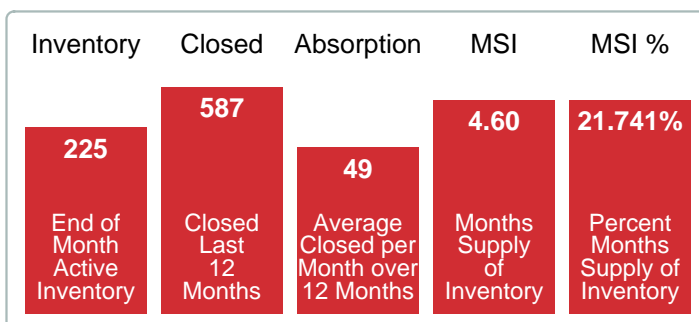
## MONTHS SUPPLY of INVENTORY (MSI)

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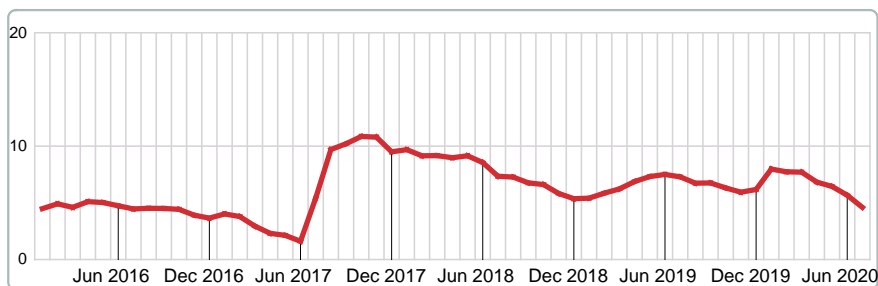
### MSI FOR JULY



### INDICATORS FOR JULY 2020

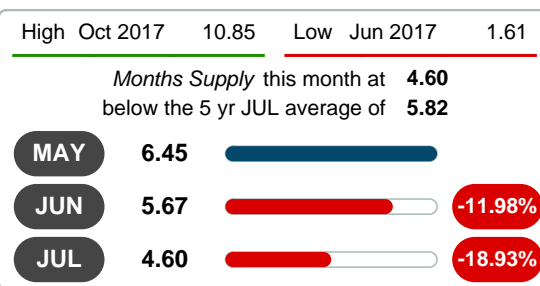


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



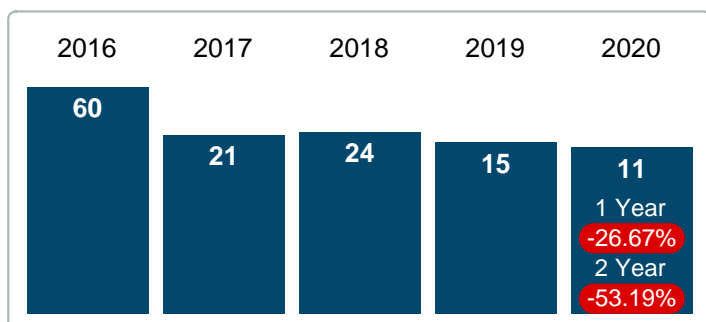
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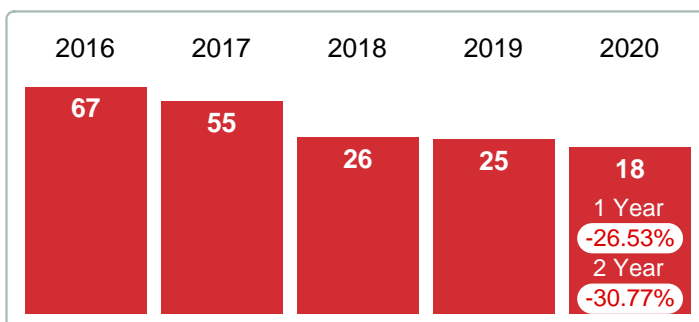
## MEDIAN DAYS ON MARKET TO SALE

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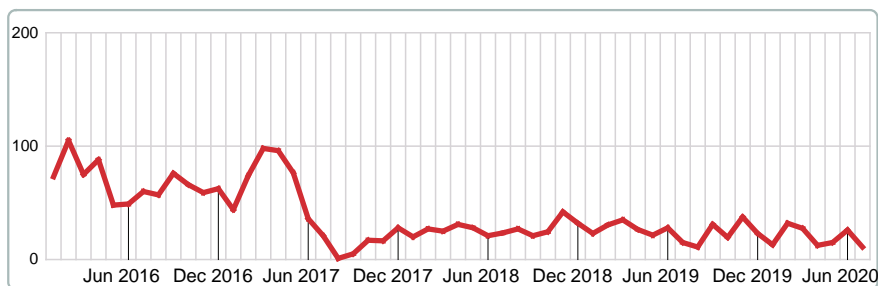
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

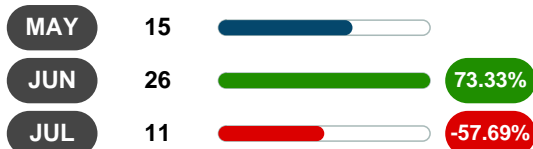


### 3 MONTHS

5 year JUL AVG = 26

High Feb 2016 105 Low Aug 2017 1

Median Days on Market to Sale this month at 11 below the 5 yr JUL average of 26



### 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
\$10,000 and less	0.00%	66	0	0	0	0
\$10,001 - \$40,000	21.05%	1	1	68	31	0
\$40,001 - \$110,000	15.79%	9	6	20	0	0
\$110,001 - \$160,000	22.81%	6	2	9	55	0
\$160,001 - \$190,000	14.04%	5	40	3	6	0
\$190,001 - \$260,000	15.79%	21	149	17	49	0
\$260,001 and up	10.53%	44	0	55	69	6
<b>Median Closed DOM</b>		<b>11</b>	<b>2</b>	<b>12</b>	<b>43</b>	<b>6</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>11.0</b>	<b>21</b>	<b>27</b>	<b>8</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>8,626,429</b>	<b>1.60M</b>	<b>4.35M</b>	<b>2.40M</b>	<b>265.00K</b>

# July 2020



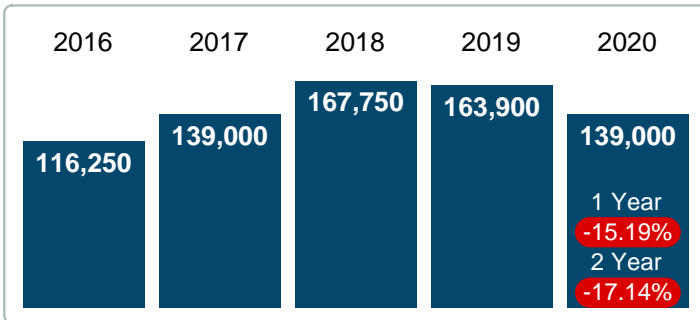
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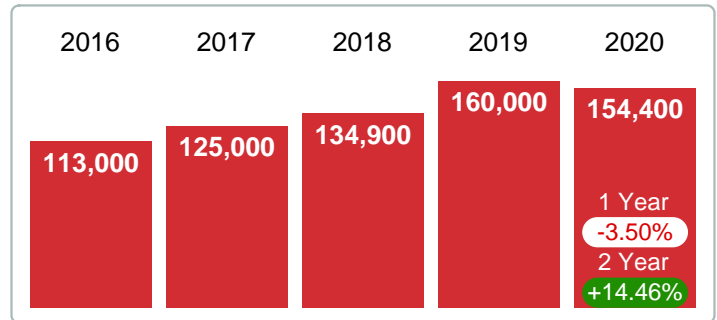
## MEDIAN LIST PRICE AT CLOSING

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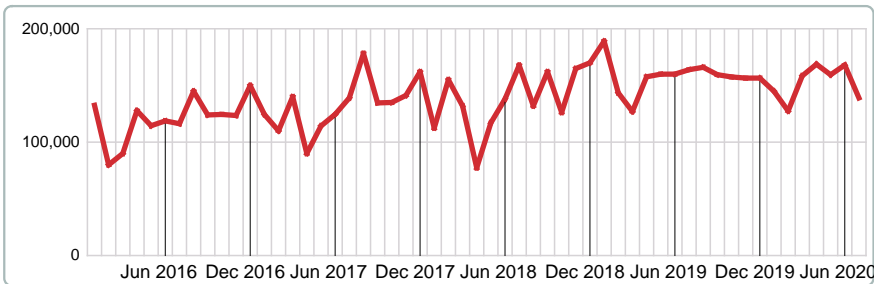
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

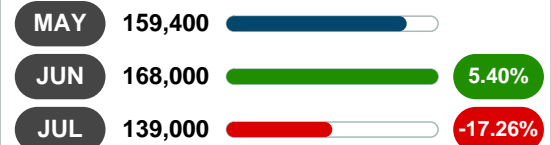


### 3 MONTHS

5 year JUL AVG = 145,180

High Jan 2019 189,000 Low Apr 2018 77,400

Median List Price at Closing this month at **139,000**  
below the 5 yr JUL average of **145,180**



### 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
\$10,000 and less	0	0.00%	44	0	0	0	0
\$10,001 - \$40,000	11	19.30%	15,667	15,667	30,000	0	0
\$40,001 - \$110,000	11	19.30%	75,000	76,000	75,250	48,000	0
\$110,001 - \$160,000	11	19.30%	135,000	135,000	139,000	0	0
\$160,001 - \$190,000	9	15.79%	180,000	185,000	188,900	169,950	0
\$190,001 - \$260,000	8	14.04%	229,950	0	207,750	246,700	0
\$260,001 and up	7	12.28%	390,000	299,000	387,450	584,900	268,000
Median List Price			139,000	72,000	149,900	246,700	268,000
Total Closed Units		100%	139,000	21	27	8	1
Total Closed Volume			8,913,129	1.70M	4.41M	2.53M	268.00K



# July 2020



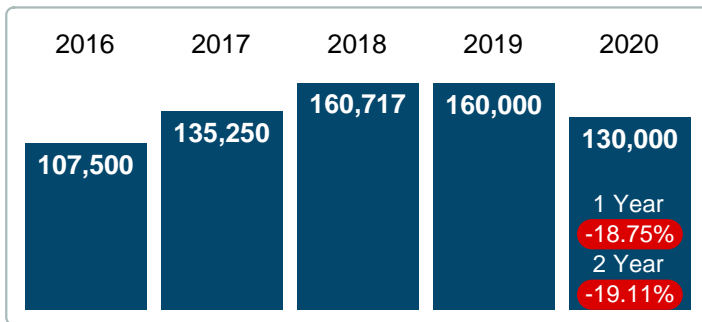
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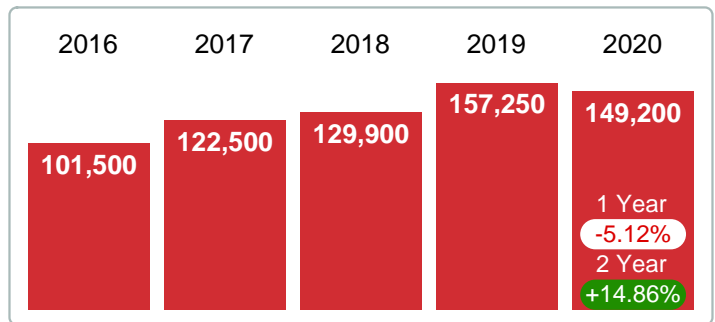
## MEDIAN SOLD PRICE AT CLOSING

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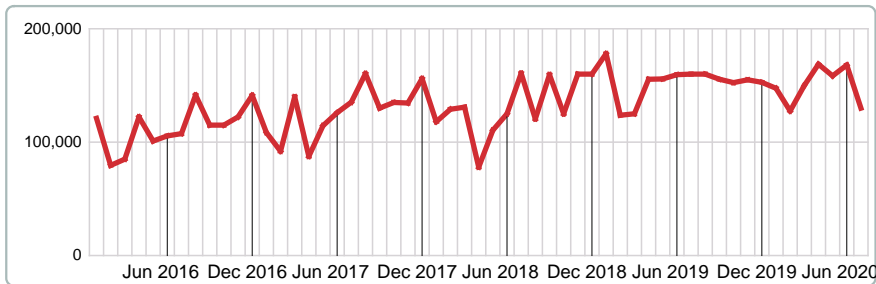
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

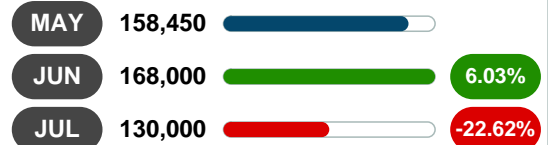


### 3 MONTHS

5 year JUL AVG = 138,693

High Jan 2019 178,000 Low Apr 2018 77,950

Median Sold Price at Closing this month at 130,000 below the 5 yr JUL average of 138,693



### 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
\$10,000 and less	0.00%	390,000	0	0	0	0
\$10,001 - \$40,000	21.05%	15,667	15,667	22,500	35,000	0
\$40,001 - \$110,000	15.79%	75,000	74,000	80,000	0	0
\$110,001 - \$160,000	22.81%	125,000	130,000	127,450	125,000	0
\$160,001 - \$190,000	14.04%	177,500	177,500	188,900	171,000	0
\$190,001 - \$260,000	15.79%	232,500	250,000	207,250	238,750	0
\$260,001 and up	10.53%	415,000	0	359,900	560,000	265,000
Median Sold Price		130,000	61,500	145,000	238,750	265,000
Total Closed Units	100%	130,000	21	27	8	1
Total Closed Volume		8,626,429	1.60M	4.35M	2.40M	265.00K

# July 2020



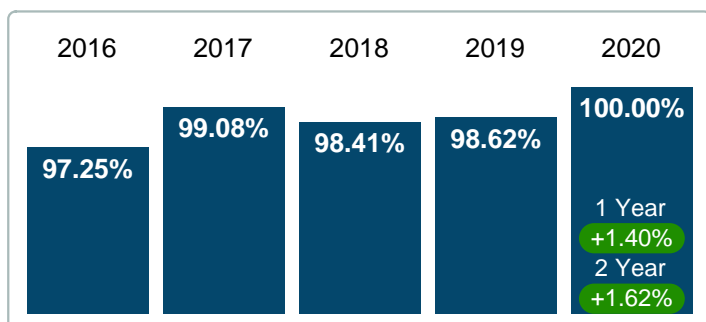
Area Delimited by County Of Bryan



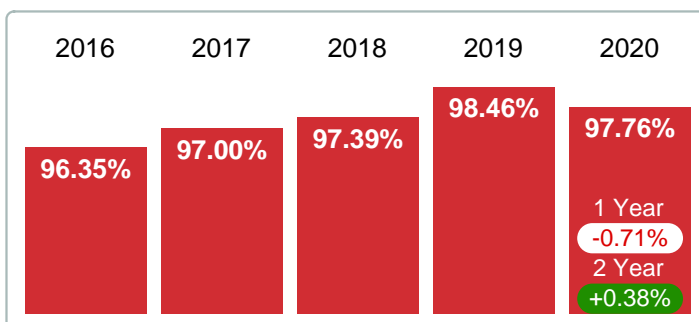
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

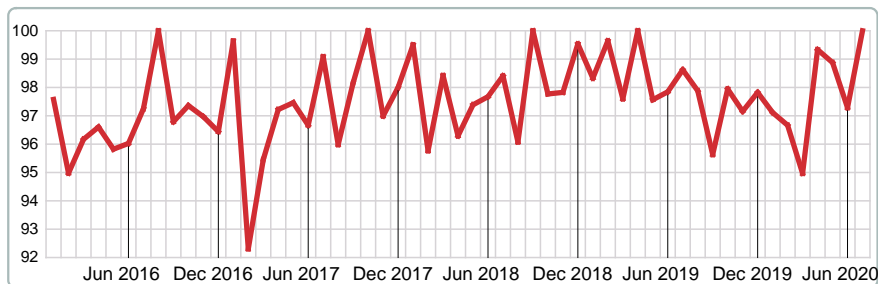
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

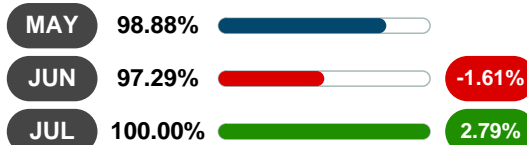


### 3 MONTHS

5 year JUL AVG = 98.67%

High Jul 2020 100.00% Low Feb 2017 92.31%

Median Sold/List Ratio this month at **100.00%** above the 5 yr JUL average of **98.67%**



## 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
\$10,000 and less	0	0.00%	15.00%	0.00%	0.00%	0.00%	0.00%
\$10,001 - \$40,000	12	21.05%	100.00%	100.00%	75.00%	72.92%	0.00%
\$40,001 - \$110,000	9	15.79%	100.00%	100.00%	97.76%	0.00%	0.00%
\$110,001 - \$160,000	13	22.81%	100.00%	100.00%	98.37%	73.57%	0.00%
\$160,001 - \$190,000	8	14.04%	100.00%	96.05%	100.00%	100.59%	0.00%
\$190,001 - \$260,000	9	15.79%	99.59%	83.61%	100.00%	96.76%	0.00%
\$260,001 and up	6	10.53%	97.24%	0.00%	94.06%	97.04%	98.88%
Median Sold/List Ratio		100.00%		100.00%	100.00%	96.39%	98.88%
Total Closed Units		57	100%	21	27	8	1
Total Closed Volume		8,626,429		1.60M	4.35M	2.40M	265.00K

# July 2020

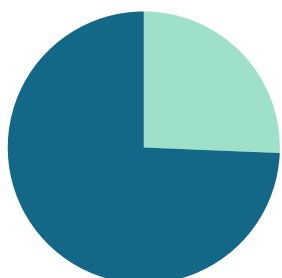
Area Delimited by County Of Bryan



## MARKET SUMMARY

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

### INVENTORY

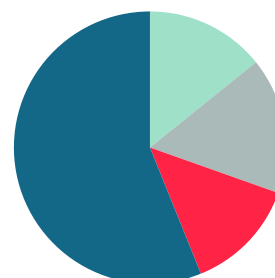


**Inventory**  
 New Listings  
**99 = 25.65%**  
 Start Inventory  
**287**  
 Total Inventory Units  
**386**  
 Volume  
**\$91,723,585**

### 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%
Median List Price	163,900	139,000	-15.19%	160,000	154,400	-3.50%
Median Sale Price	160,000	130,000	-18.75%	157,250	149,200	-5.12%
Median Percent of Selling Price to List Price	98.62%	100.00%	1.40%	98.46%	97.76%	-0.71%
Median Days on Market to Sale	15.00	11.00	-26.67%	24.50	18.00	-26.53%
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

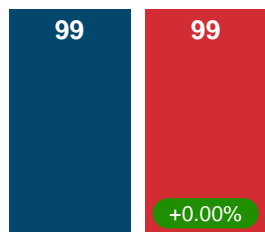
**Inventory** on July 31, 2020 = **225**

**2019** **2020**

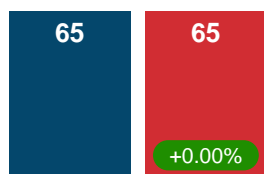
### JULY MARKET

### MEDIAN PRICES

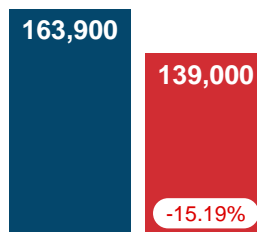
#### New Listings



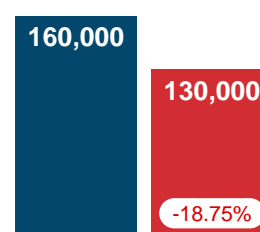
#### Pending Listings



#### List Price



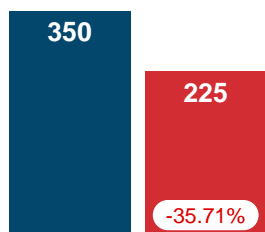
#### Sale Price



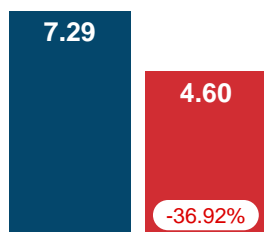
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

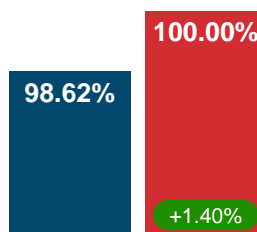
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

