

May 2020

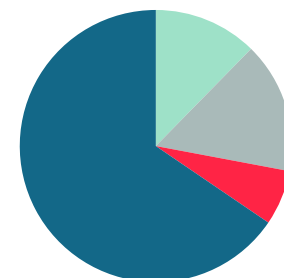
Area Delimited by County Of Bryan



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	May 2020	+/-%
Closed Listings	44	49	11.36%
Pending Listings	64	62	-3.13%
New Listings	94	68	-27.66%
Average List Price	197,836	178,511	-9.77%
Average Sale Price	186,734	170,984	-8.43%
Average Percent of Selling Price to List Price	96.04%	93.71%	-2.43%
Average Days on Market to Sale	35.09	33.63	-4.16%
End of Month Inventory	347	260	-25.07%
Months Supply of Inventory	7.58	5.34	-29.56%



■ Closed (12.34%)
■ Pending (15.62%)
■ Other OffMarket (6.55%)
■ Active (65.49%)

Absorption: Last 12 months, an Average of **49** Sales/Month
Active Inventory as of May 31, 2020 = **260**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2020 decreased **25.07%** to 260 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 **5.34** 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 **8.43%** in May 2020 to \$170,984 versus the previous year at \$186,734.

Average Days on Market Shortens

The average number of **33.63** days that homes spent on the market before selling decreased by 1.46 days or **4.16%** in May 2020 compared to last year's same month at **35.09** DOM.

Sales Success for May 2020 is Positive

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

There were 68 New Listings in May 2020, down **27.66%** from last year at 94. Furthermore, there were 49 Closed Listings this month versus last year at 44, a **11.36%** increase.

Closed versus Listed trends yielded a **72.1%** ratio, up from previous year's, May 2019, at **46.8%**, a **53.94%** upswing. 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

May 2020

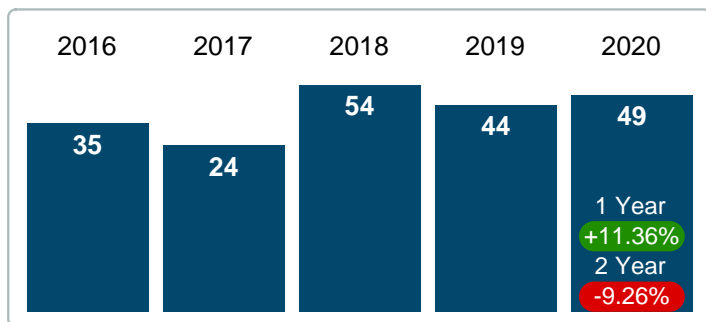
Area Delimited by County Of Bryan



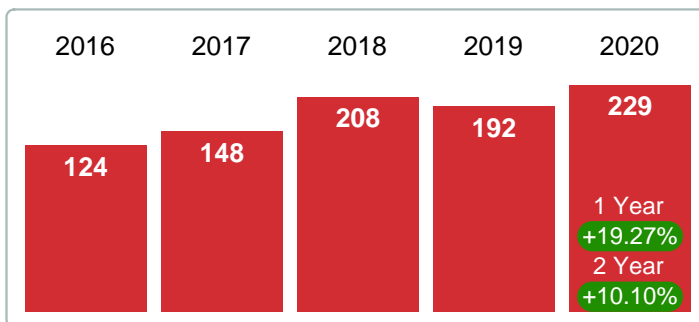
CLOSED LISTINGS

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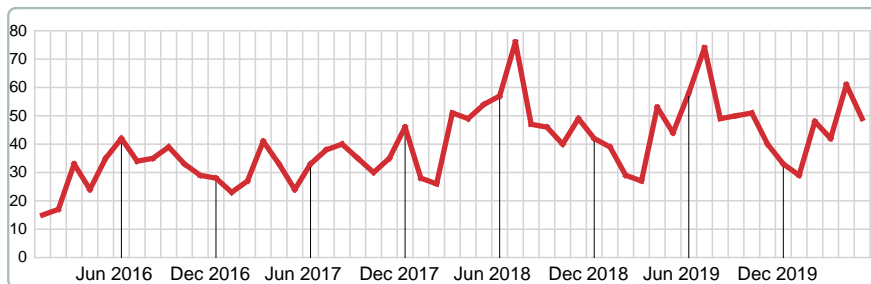
MAY



YEAR TO DATE (YTD)

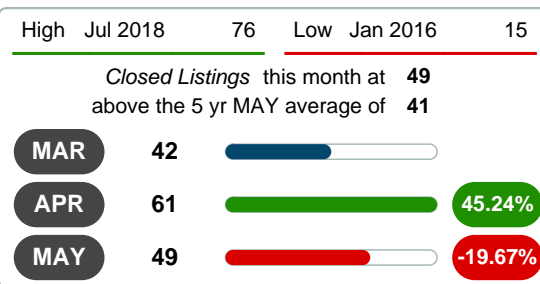


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 41



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	4	8.16%	17.0	4	0	0	0
\$25,001 - \$75,000	7	14.29%	28.1	5	2	0	0
\$75,001 - \$100,000	5	10.20%	23.2	4	1	0	0
\$100,001 - \$175,000	12	24.49%	35.6	2	8	2	0
\$175,001 - \$200,000	6	12.24%	21.2	0	6	0	0
\$200,001 - \$350,000	9	18.37%	39.3	2	3	4	0
\$350,001 and up	6	12.24%	59.8	0	1	3	2
Total Closed Units	49			17	21	9	2
Total Closed Volume	8,378,200	100%	33.6	1.35M	3.57M	2.69M	768.90K
Average Closed Price	\$170,984			\$79,676	\$169,943	\$298,444	\$384,450

May 2020

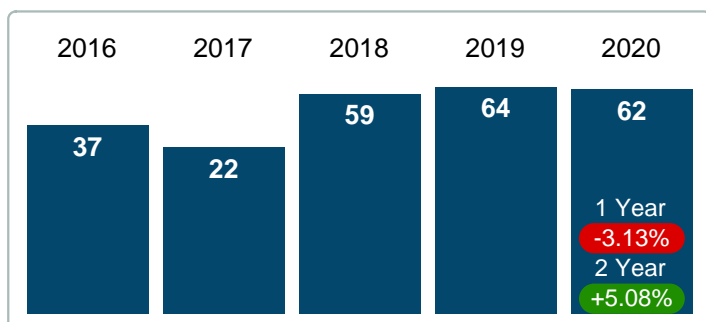
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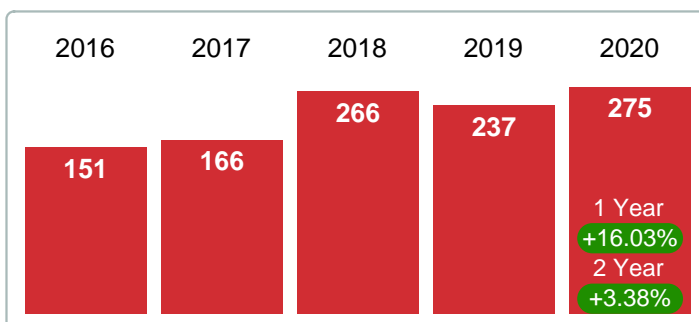
PENDING LISTINGS

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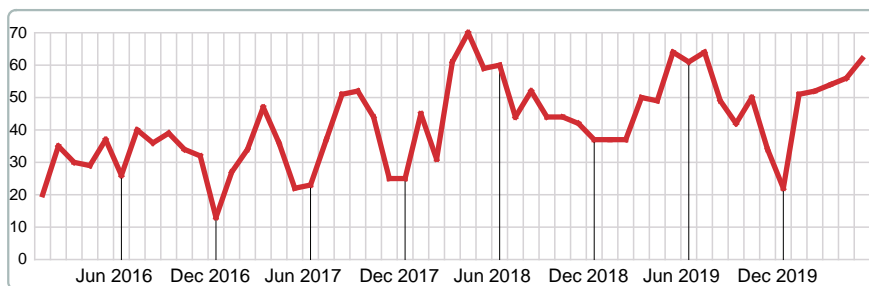
MAY



YEAR TO DATE (YTD)

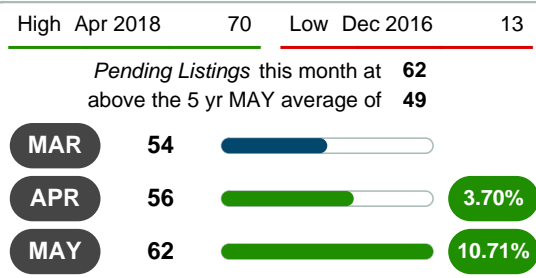


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 49



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	2	3.23%	108.5	2	0	0	0
\$20,001 - \$80,000	10	16.13%	42.2	9	1	0	0
\$80,001 - \$120,000	9	14.52%	45.9	5	3	1	0
\$120,001 - \$200,000	17	27.42%	26.8	0	13	4	0
\$200,001 - \$250,000	10	16.13%	51.5	1	6	3	0
\$250,001 - \$390,000	8	12.90%	32.6	0	2	5	1
\$390,001 and up	6	9.68%	65.2	1	2	1	2
Total Pending Units	62			18	27	14	3
Total Pending Volume	11,591,199	100%	17.5	1.73M	5.26M	3.47M	1.13M
Average Listing Price	\$129,250			\$96,050	\$194,856	\$248,093	\$375,967

May 2020



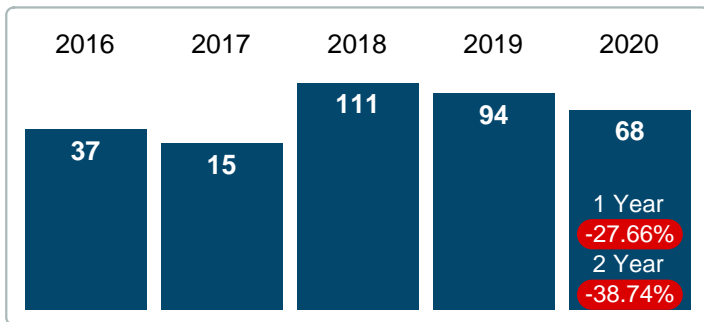
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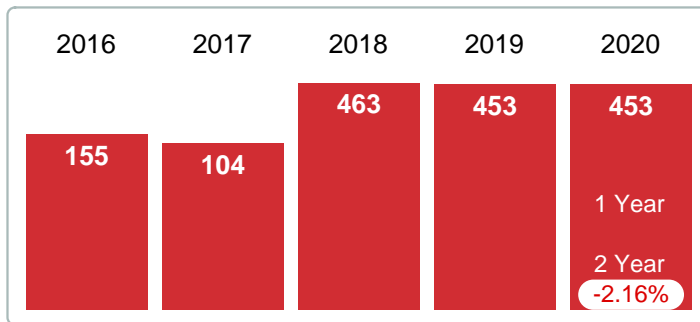
NEW LISTINGS

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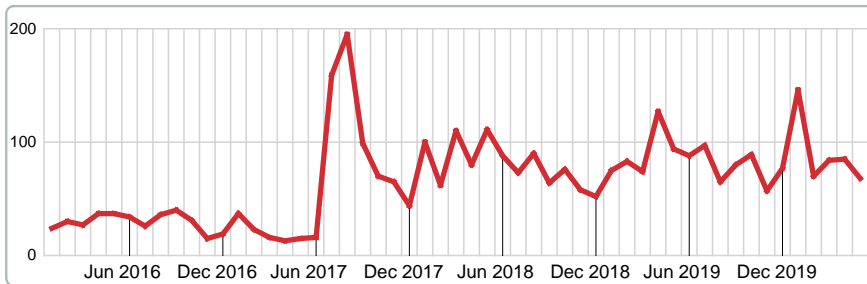
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

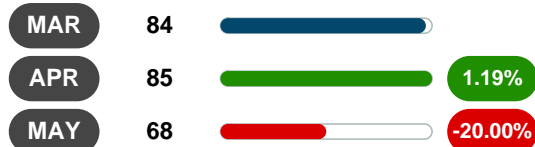


3 MONTHS

5 year MAY AVG = 65

High Aug 2017 195 Low Apr 2017 13

New Listings this month at **68**
above the 5 yr MAY average of **65**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	6	8.82%	6	0	0	0
\$40,001 - \$80,000	9	13.24%	7	1	1	0
\$80,001 - \$140,000	10	14.71%	4	5	1	0
\$140,001 - \$210,000	18	26.47%	5	11	1	1
\$210,001 - \$290,000	9	13.24%	2	3	3	1
\$290,001 - \$490,000	9	13.24%	3	4	1	1
\$490,001 and up	7	10.29%	0	4	1	2
Total New Listed Units	68		27	28	8	5
Total New Listed Volume	14,846,713	100%	3.19M	7.26M	2.12M	2.27M
Average New Listed Listing Price	\$127,500		\$118,260	\$259,450	\$264,775	\$454,180

May 2020

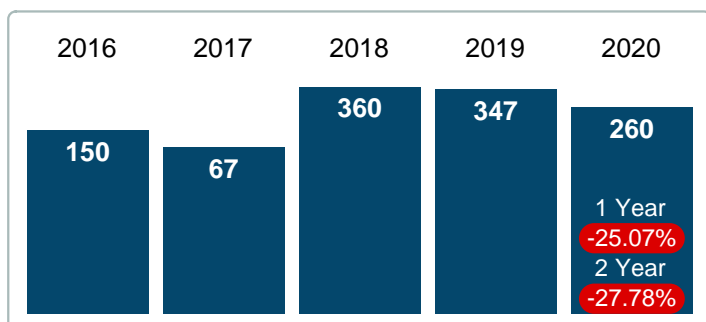
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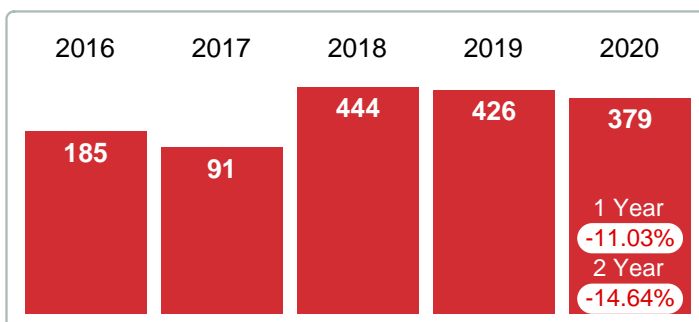
ACTIVE INVENTORY

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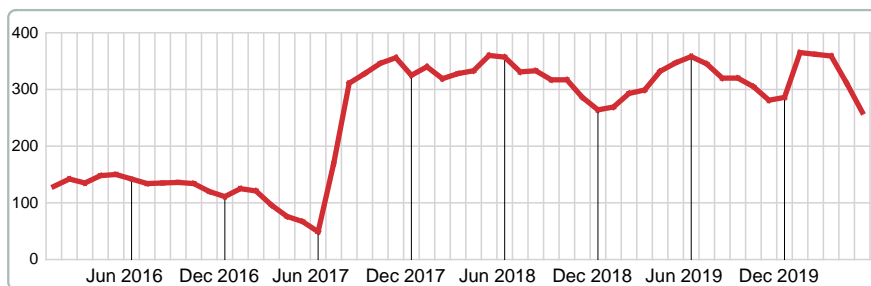
END OF MAY



ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS

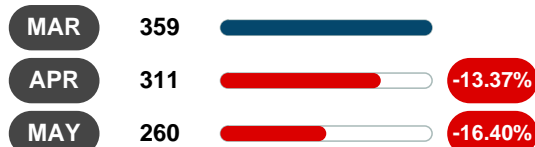


3 MONTHS

5 year MAY AVG = 237

High Jan 2020 365 Low Jun 2017 49

Inventory this month at 260
above the 5 yr MAY average of 237



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	47	18.08%	127.8	47	0	0	0
\$25,001-\$75,000	49	18.85%	106.1	42	6	1	0
\$75,001-\$200,000	65	25.00%	70.2	34	23	6	2
\$200,001-\$325,000	40	15.38%	77.1	17	14	8	1
\$325,001-\$600,000	35	13.46%	88.5	18	7	6	4
\$600,001 and up	24	9.23%	92.0	14	4	3	3
Total Active Inventory by Units			260	172	54	24	10
Total Active Inventory by Volume			62,613,298	34.76M	14.16M	7.82M	5.88M
Average Active Inventory Listing Price			\$240,820	\$202,097	\$262,246	\$325,646	\$587,590

May 2020



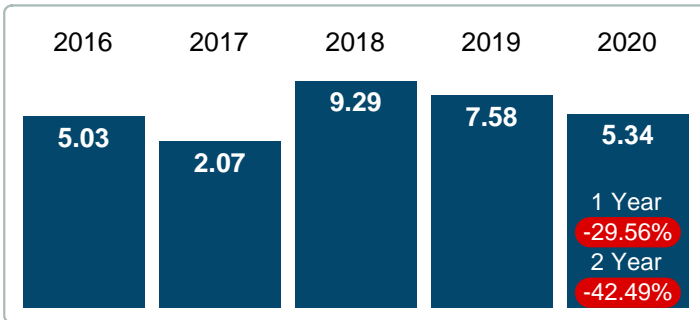
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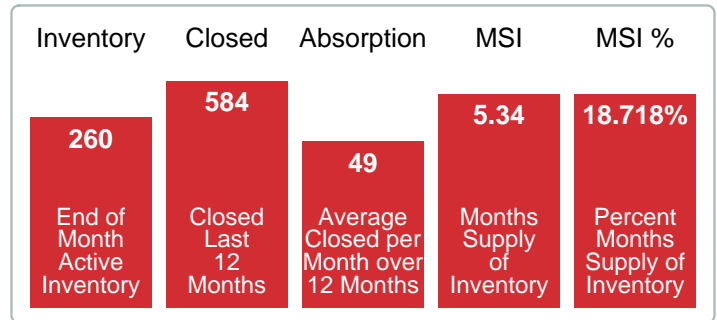
MONTHS SUPPLY of INVENTORY (MSI)

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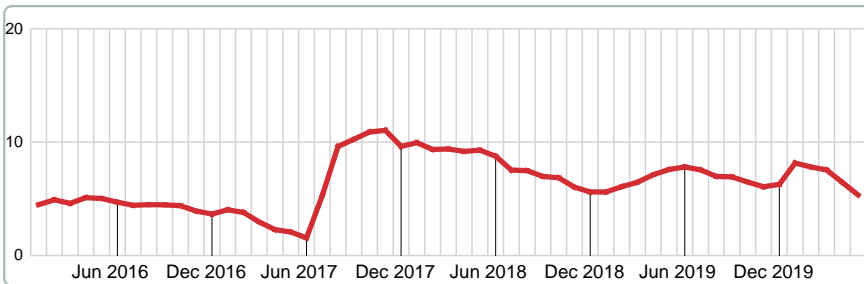
MSI FOR MAY



INDICATORS FOR MAY 2020

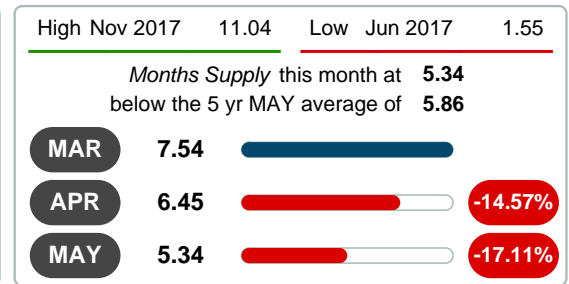


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 5.86



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	0.38%	6.00	6.00	0.00	0.00	0.00
\$10,001 - \$30,000	54	20.77%	20.90	21.93	6.00	0.00	0.00
\$30,001 - \$80,000	43	16.54%	6.07	8.88	1.94	4.00	0.00
\$80,001 - \$200,000	63	24.23%	2.58	7.68	1.37	1.89	6.00
\$200,001 - \$320,000	38	14.62%	3.97	16.00	2.40	2.91	2.40
\$320,001 - \$600,000	37	14.23%	10.33	57.00	6.40	4.24	6.86
\$600,001 and up	24	9.23%	19.20	24.00	24.00	9.00	18.00
Market Supply of Inventory (MSI)	5.34			13.40	2.05	3.03	6.32
Total Active Inventory by Units	260	100%	5.34	172	54	24	10

May 2020

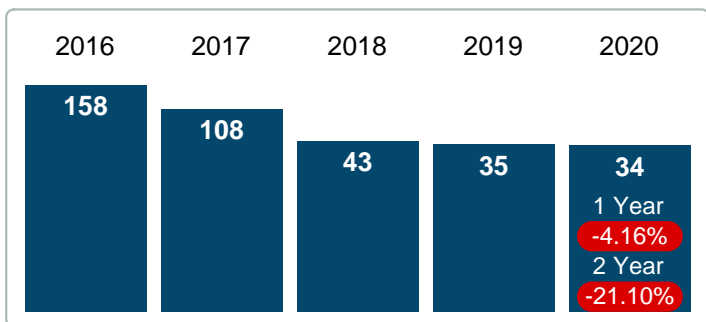
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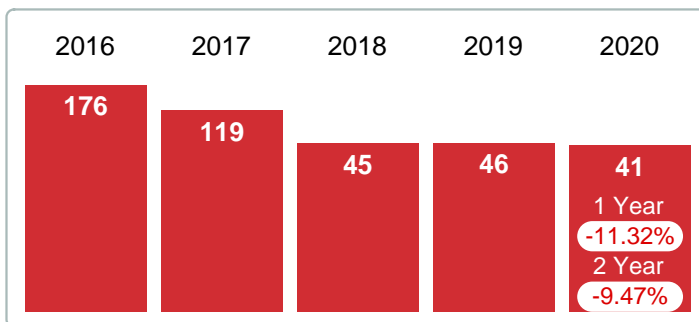
AVERAGE DAYS ON MARKET TO SALE

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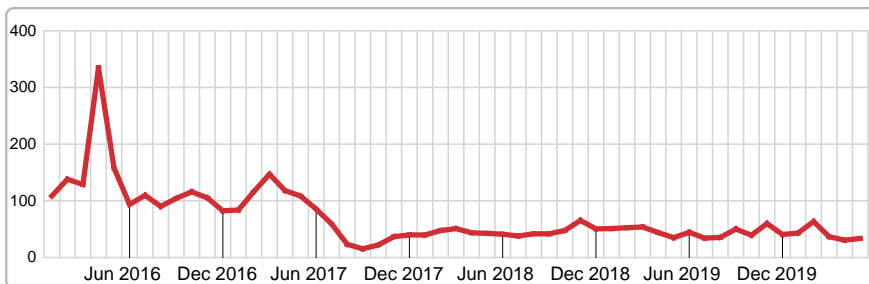
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 76

High Apr 2016 335 Low Sep 2017 15

Average Days on Market to Sale this month at 34 below the 5 yr MAY average of 76



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	8.16%	17	17	0	0	0
\$25,001 - \$75,000	14.29%	28	27	31	0	0
\$75,001 - \$100,000	10.20%	23	9	82	0	0
\$100,001 - \$175,000	24.49%	36	48	37	17	0
\$175,001 - \$200,000	12.24%	21	0	21	0	0
\$200,001 - \$350,000	18.37%	39	52	24	45	0
\$350,001 and up	12.24%	60	0	104	79	9
Average Closed DOM		34	26	36	50	9
Total Closed Units	100%	34	17	21	9	2
Total Closed Volume		8,378,200	1.35M	3.57M	2.69M	768.90K

May 2020



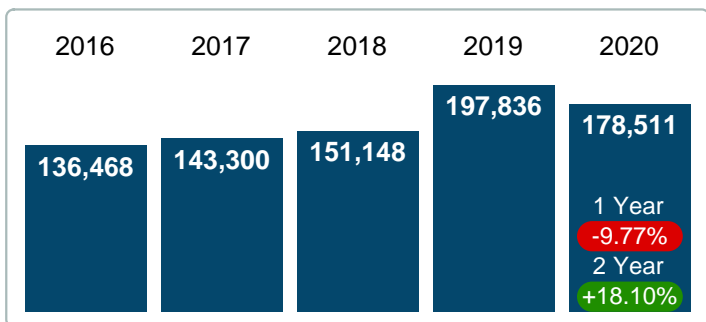
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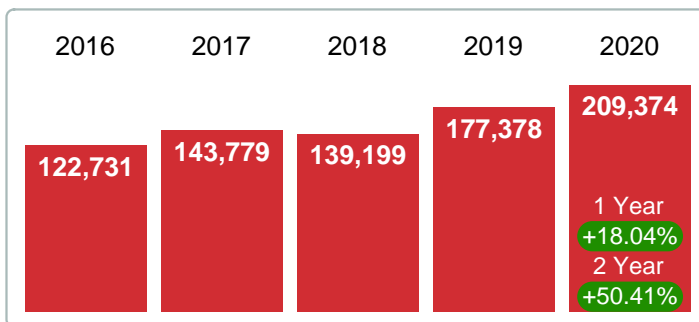
AVERAGE LIST PRICE AT CLOSING

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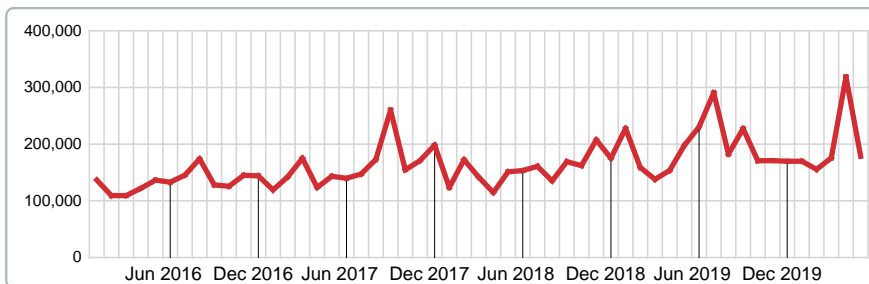
MAY



YEAR TO DATE (YTD)

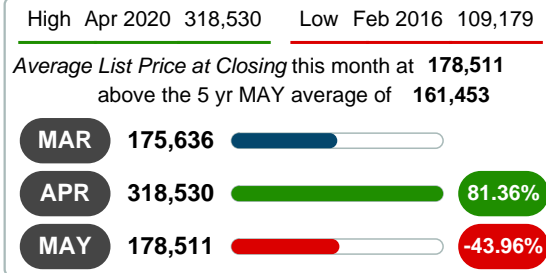


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 161,453



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	4	8.16%	23,250	23,250	0	0	0
\$25,001 - \$75,000	7	14.29%	60,129	59,200	62,450	0	0
\$75,001 - \$100,000	4	8.16%	90,875	103,625	99,000	0	0
\$100,001 - \$175,000	13	26.53%	145,232	137,500	145,265	150,450	0
\$175,001 - \$200,000	7	14.29%	189,900	0	188,233	0	0
\$200,001 - \$350,000	8	16.33%	250,050	234,000	232,633	258,600	0
\$350,001 and up	6	12.24%	441,983	0	449,000	459,667	411,950
Average List Price			178,511	90,971	174,396	301,589	411,950
Total Closed Units		100%	178,511	17	21	9	2
Total Closed Volume			8,747,020	1.55M	3.66M	2.71M	823.90K

May 2020

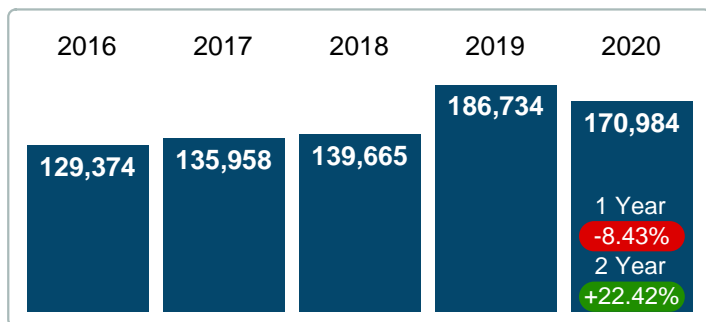
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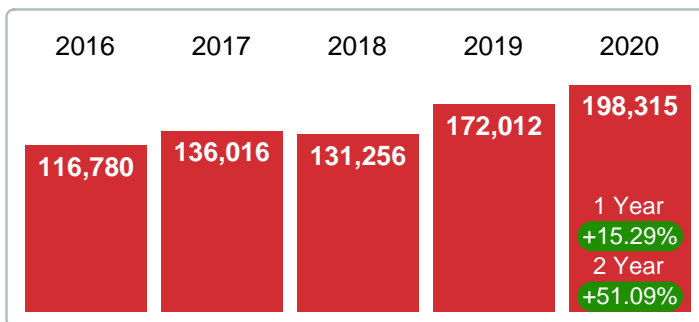
AVERAGE SOLD PRICE AT CLOSING

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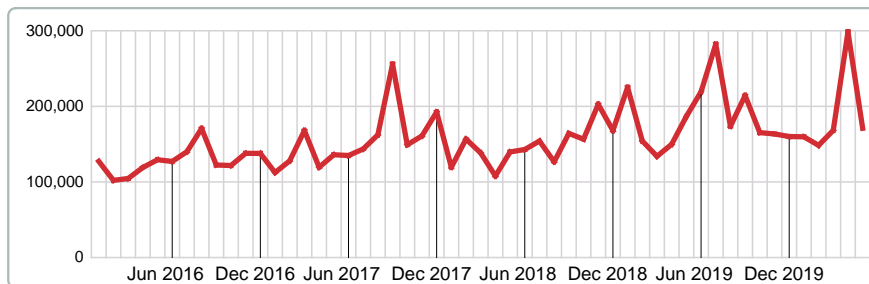
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 152,543

High Apr 2020 298,561 Low Feb 2016 102,085

Average Sold Price at Closing this month at **170,984**
above the 5 yr MAY average of **152,543**

- MAR: 168,290
- APR: 298,561 (+77.41%)
- MAY: 170,984 (-42.73%)

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	8.16%	22,000	22,000	0	0	0
\$25,001 - \$75,000	14.29%	46,048	44,467	50,000	0	0
\$75,001 - \$100,000	10.20%	89,900	89,875	90,000	0	0
\$100,001 - \$175,000	24.49%	138,464	113,333	142,113	149,000	0
\$175,001 - \$200,000	12.24%	186,650	0	186,650	0	0
\$200,001 - \$350,000	18.37%	243,111	229,000	230,667	259,500	0
\$350,001 and up	12.24%	424,817	0	430,000	450,000	384,450
Average Sold Price		170,984	79,676	169,943	298,444	384,450
Total Closed Units	100%	170,984	17	21	9	2
Total Closed Volume		8,378,200	1.35M	3.57M	2.69M	768.90K

May 2020



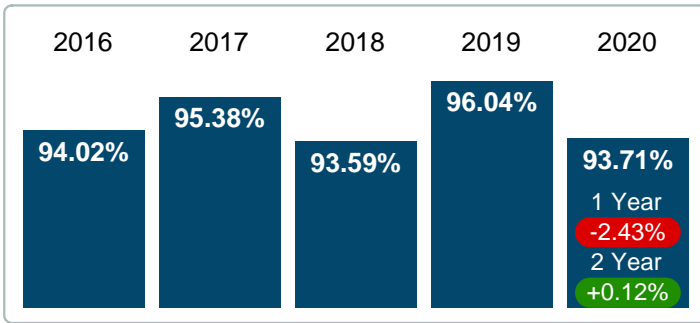
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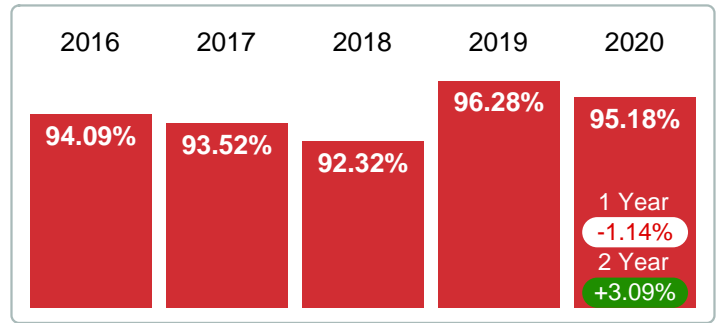
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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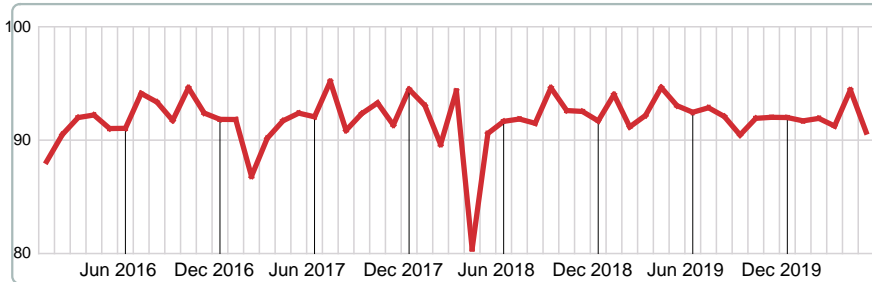
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

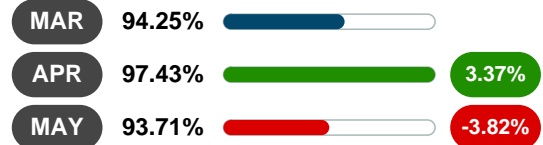


3 MONTHS

5 year MAY AVG = 94.55%

High Jul 2017 98.18% Low Apr 2018 83.41%

Average Sold/List Ratio this month at **93.71%**
 below the 5 yr MAY average of **94.55%**



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	4	8.16%	95.00%	95.00%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	7	14.29%	77.83%	77.61%	78.39%	0.00%	0.00%
\$75,001 - \$100,000	5	10.20%	90.34%	90.20%	90.91%	0.00%	0.00%
\$100,001 - \$175,000	12	24.49%	95.30%	82.40%	97.58%	99.06%	0.00%
\$175,001 - \$200,000	6	12.24%	99.18%	0.00%	99.18%	0.00%	0.00%
\$200,001 - \$350,000	9	18.37%	99.44%	97.91%	99.10%	100.46%	0.00%
\$350,001 and up	6	12.24%	96.94%	0.00%	95.77%	99.31%	93.96%
Average Sold/List Ratio		93.70%		87.61%	96.02%	99.77%	93.96%
Total Closed Units		49	100%	17	21	9	2
Total Closed Volume		8,378,200		1.35M	3.57M	2.69M	768.90K

May 2020

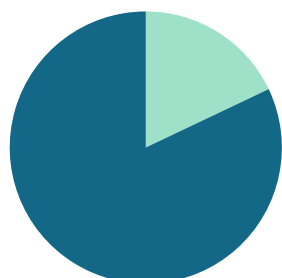
Area Delimited by County Of Bryan



MARKET SUMMARY

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

INVENTORY

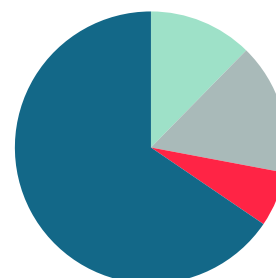


Inventory
 New Listings
68 = 17.94%
 Start Inventory
311
 Total Inventory Units
379
 Volume
\$86,963,817

Market Activity

Closed Sales
49 = 12.34%
 Pending Sales
62 = 15.62%
 Other Off Market
26 = 6.55%
 Active Inventory
260 = 65.49%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	44	49	11.36%	192	229	19.27%
Pending Sales	64	62	-3.13%	237	275	16.03%
New Listings	94	68	-27.66%	453	453	0.00%
Average List Price	197,836	178,511	-9.77%	177,378	209,374	18.04%
Average Sale Price	186,734	170,984	-8.43%	172,012	198,315	15.29%
Average Percent of Selling Price to List Price	96.04%	93.71%	-2.43%	96.28%	95.18%	-1.14%
Average Days on Market to Sale	35.09	33.63	-4.16%	46.11	40.90	-11.32%
Monthly Inventory	347	260	-25.07%	347	260	-25.07%
Months Supply of Inventory	7.58	5.34	-29.56%	7.58	5.34	-29.56%

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

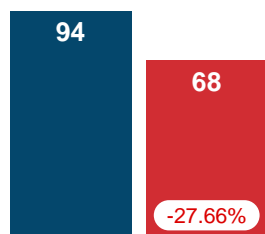
Inventory on May 31, 2020 = **260**

2019 **2020**

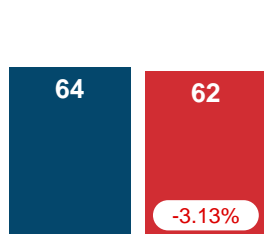
MAY MARKET

AVERAGE PRICES

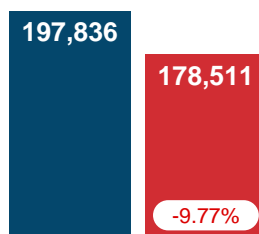
New Listings



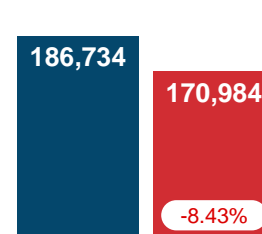
Pending Listings



List Price



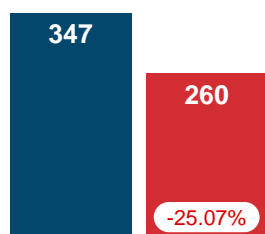
Sale Price



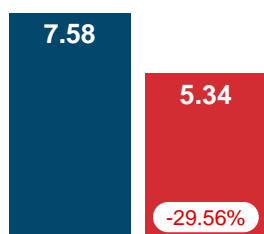
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

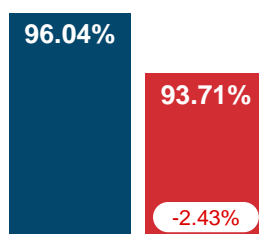
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

