

# September 2022



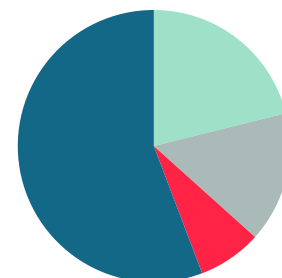
Area Delimited by County Of Bryan - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Oct 11, 2022 for MLS Technology Inc.

Compared Metrics	September		
	2021	2022	+/-%
Closed Listings	57	53	-7.02%
Pending Listings	42	39	-7.14%
New Listings	60	59	-1.67%
Average List Price	239,802	256,835	7.10%
Average Sale Price	233,199	250,347	7.35%
Average Percent of Selling Price to List Price	97.03%	97.11%	0.09%
Average Days on Market to Sale	23.39	22.96	-1.81%
End of Month Inventory	179	140	-21.79%
Months Supply of Inventory	3.91	2.68	-31.52%



■ Closed (21.12%)  
■ Pending (15.54%)  
■ Other OffMarket (7.57%)  
■ Active (55.78%)

**Absorption:** Last 12 months, an Average of **52 Sales/Month**  
**Active Inventory** as of September 30, 2022 = **140**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2022 decreased **21.79%** to 140 existing homes available for sale. Over the last 12 months this area has had an average of 52 closed sales per month. This represents an unsold inventory index of **2.68** MSI for this period.

#### Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **7.35%** in September 2022 to \$250,347 versus the previous year at \$233,199.

#### Average Days on Market Shortens

The average number of **22.96** days that homes spent on the market before selling decreased by 0.42 days or **1.81%** in September 2022 compared to last year's same month at **23.39** DOM.

#### Sales Success for September 2022 is Positive

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

There were 59 New Listings in September 2022, down **1.67%** from last year at 60. Furthermore, there were 53 Closed Listings this month versus last year at 57, a **-7.02%** decrease.

Closed versus Listed trends yielded a **89.8%** ratio, down from previous year's, September 2021, at **95.0%**, a **5.44%** 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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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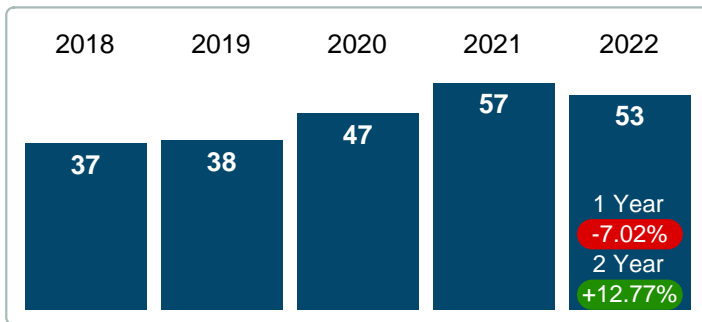
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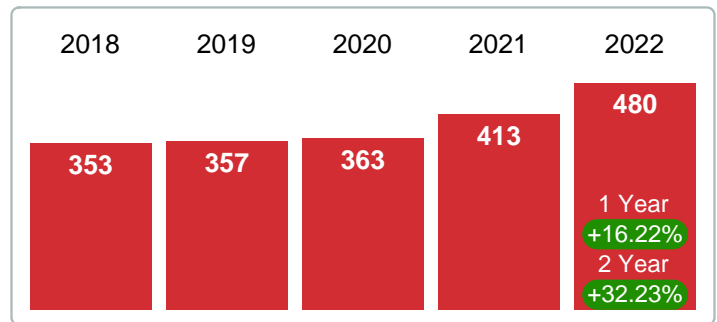
## CLOSED LISTINGS

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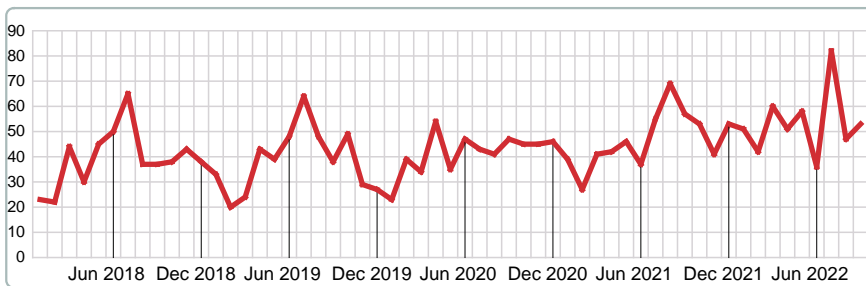
### SEPTEMBER



### YEAR TO DATE (YTD)

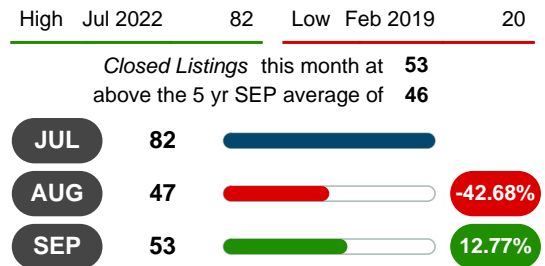


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 46



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	5	9.43%	45.0	1	3	0	1
\$125,001 - \$175,000	4	7.55%	10.8	1	3	0	0
\$175,001 - \$225,000	9	16.98%	31.6	0	7	2	0
\$225,001 - \$250,000	8	15.09%	28.6	1	6	1	0
\$250,001 - \$325,000	16	30.19%	16.8	0	9	7	0
\$325,001 - \$325,000	0	0.00%	0.0	0	0	0	0
\$325,001 and up	11	20.75%	15.3	0	2	8	1
<b>Total Closed Units</b>	<b>53</b>			<b>3</b>	<b>30</b>	<b>18</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>13,268,377</b>	<b>100%</b>	<b>23.0</b>	<b>405.90K</b>	<b>6.94M</b>	<b>5.32M</b>	<b>605.00K</b>
<b>Average Closed Price</b>	<b>\$250,347</b>			<b>\$135,300</b>	<b>\$231,257</b>	<b>\$295,542</b>	<b>\$302,500</b>

# September 2022



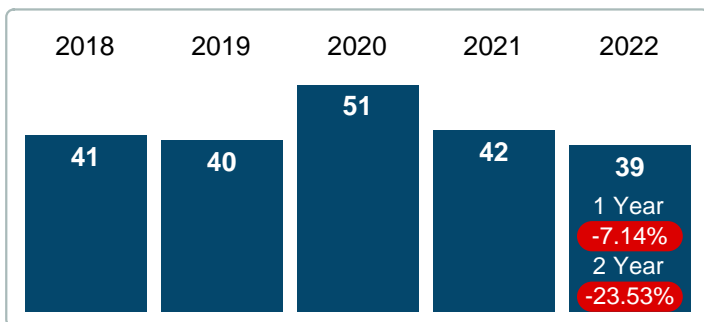
Area Delimited by County Of Bryan - Residential Property Type



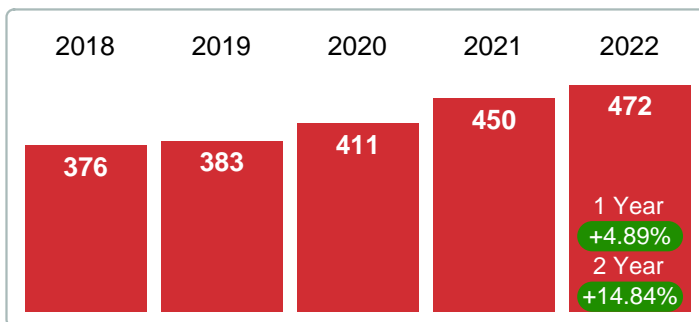
## PENDING LISTINGS

Report produced on Oct 11, 2022 for MLS Technology Inc.

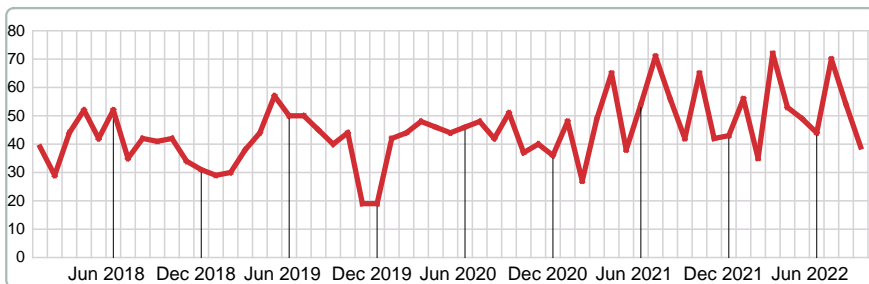
### SEPTEMBER



### YEAR TO DATE (YTD)

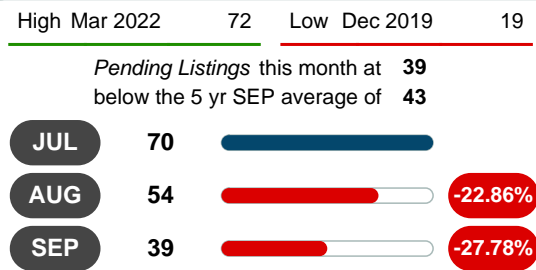


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 43



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	2	5.13%	14.0	1	1	0	0
\$125,001 - \$175,000	3	7.69%	24.7	0	1	2	0
\$175,001 - \$225,000	7	17.95%	21.7	1	6	0	0
\$225,001 - \$275,000	12	30.77%	15.6	0	8	4	0
\$275,001 - \$325,000	6	15.38%	48.2	0	3	3	0
\$325,001 - \$375,000	4	10.26%	8.8	0	1	3	0
\$375,001 and up	5	12.82%	59.4	2	1	2	0
<b>Total Pending Units</b>	<b>39</b>			<b>4</b>	<b>21</b>	<b>14</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>10,744,997</b>	<b>100%</b>	<b>0.8</b>	<b>1.14M</b>	<b>5.27M</b>	<b>4.34M</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$253,924</b>			<b>\$285,750</b>	<b>\$250,765</b>	<b>\$309,710</b>	<b>\$0</b>

# September 2022



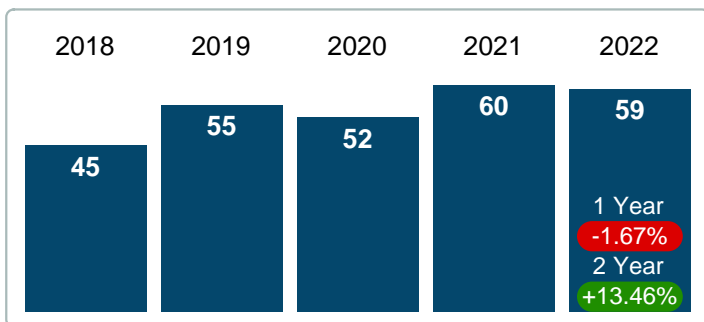
Area Delimited by County Of Bryan - Residential Property Type



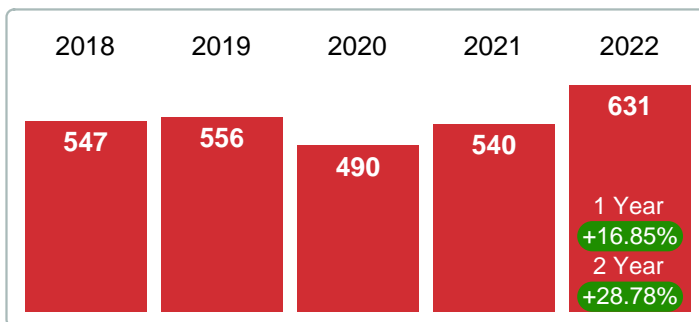
## NEW LISTINGS

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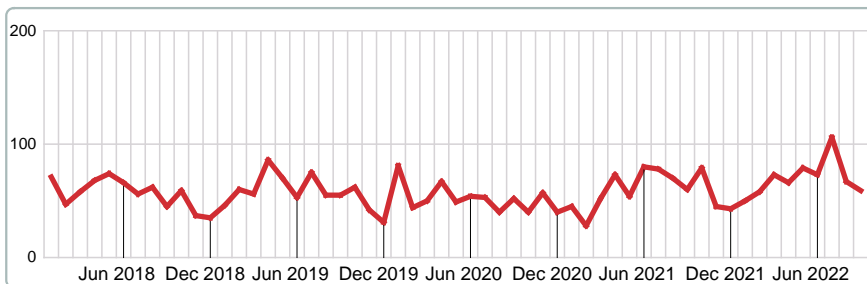
### SEPTEMBER



### YEAR TO DATE (YTD)

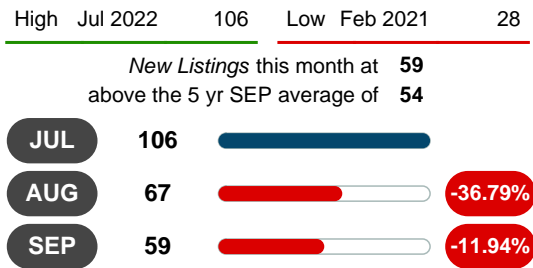


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 54



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	3	5.08%	2	1	0	0
\$100,001 - \$150,000	10	16.95%	1	7	2	0
\$150,001 - \$200,000	7	11.86%	0	5	2	0
\$200,001 - \$250,000	6	10.17%	1	4	1	0
\$250,001 - \$325,000	16	27.12%	0	11	5	0
\$325,001 - \$475,000	11	18.64%	2	4	5	0
\$475,001 and up	6	10.17%	0	2	4	0
<b>Total New Listed Units</b>	<b>59</b>		<b>6</b>	<b>34</b>	<b>19</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>17,525,931</b>	<b>100%</b>	<b>1.24M</b>	<b>8.61M</b>	<b>7.68M</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$253,924</b>		<b>\$206,180</b>	<b>\$253,125</b>	<b>\$404,347</b>	<b>\$0</b>

# September 2022



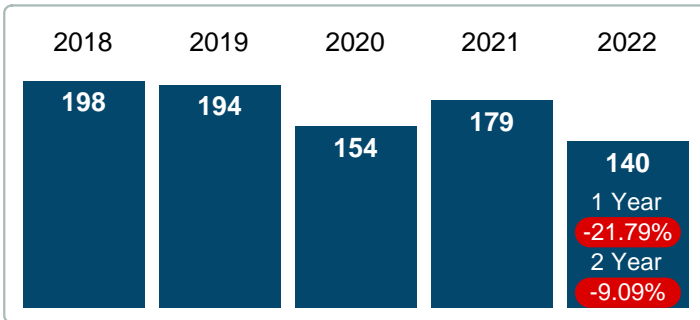
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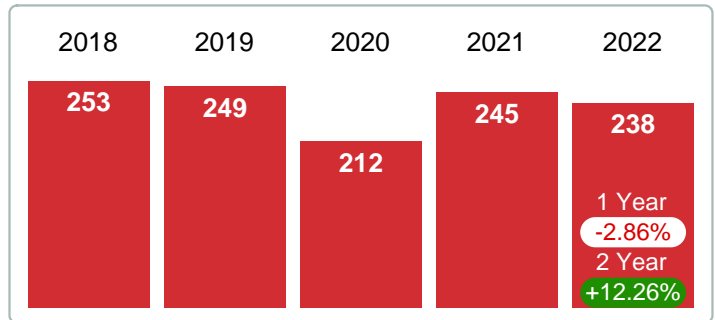
## ACTIVE INVENTORY

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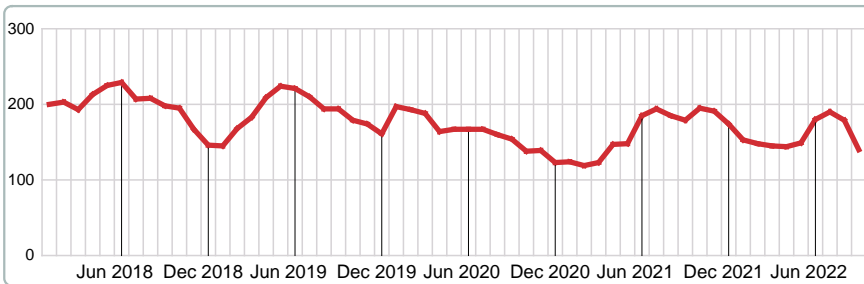
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

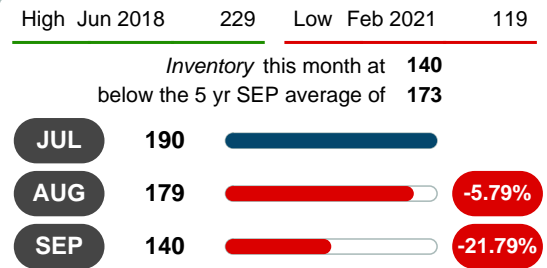


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 173



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	9	6.43%	52.0	4	5	0	0
\$100,001 - \$175,000	22	15.71%	56.0	4	14	4	0
\$175,001 - \$225,000	18	12.86%	64.7	3	12	3	0
\$225,001 - \$350,000	35	25.00%	68.1	1	25	8	1
\$350,001 - \$575,000	24	17.14%	63.8	0	14	9	1
\$575,001 - \$950,000	19	13.57%	75.4	1	9	7	2
\$950,001 and up	13	9.29%	129.4	1	6	4	2
<b>Total Active Inventory by Units</b>	<b>140</b>			<b>14</b>	<b>85</b>	<b>35</b>	<b>6</b>
<b>Total Active Inventory by Volume</b>	<b>64,202,998</b>	<b>100%</b>	<b>70.7</b>	<b>4.21M</b>	<b>34.23M</b>	<b>20.32M</b>	<b>5.44M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$458,593</b>			<b>\$300,995</b>	<b>\$402,695</b>	<b>\$580,599</b>	<b>\$906,500</b>

# September 2022



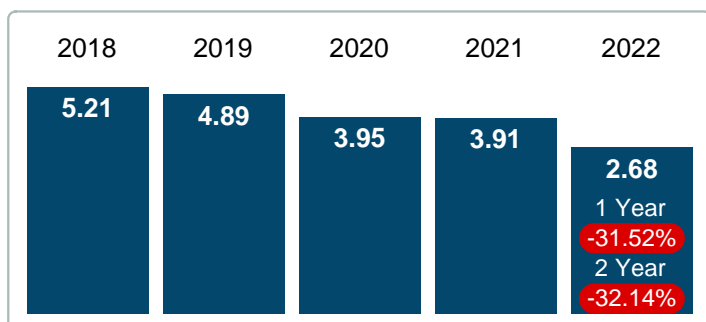
Area Delimited by County Of Bryan - Residential Property Type



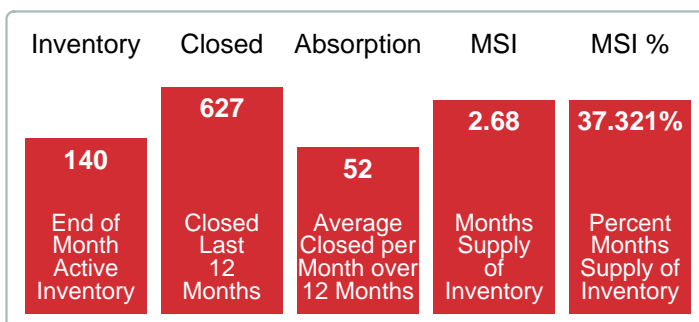
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Oct 11, 2022 for MLS Technology Inc.

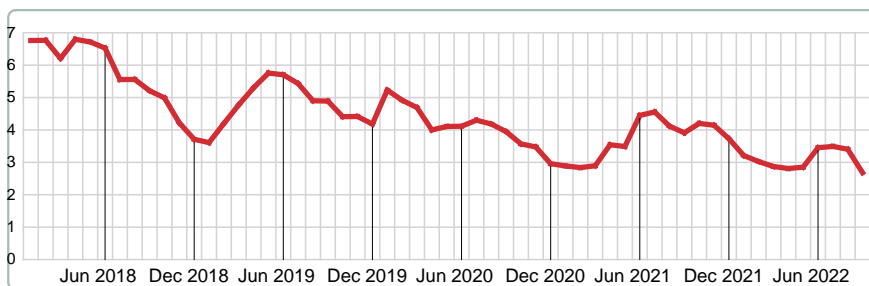
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2022

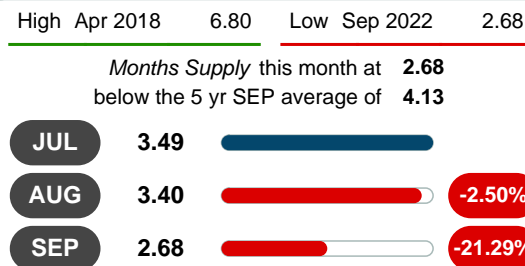


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 4.13



### 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
\$100,000 and less	9	6.43%	2.40	3.00	2.22	0.00	0.00
\$100,001 - \$175,000	22	15.71%	2.24	1.60	2.30	3.43	0.00
\$175,001 - \$225,000	18	12.86%	1.61	12.00	1.29	2.00	0.00
\$225,001 - \$350,000	35	25.00%	1.73	6.00	2.19	0.99	1.71
\$350,001 - \$575,000	24	17.14%	4.65	0.00	6.00	4.50	1.71
\$575,001 - \$950,000	19	13.57%	12.00	0.00	18.00	10.50	4.80
\$950,001 and up	13	9.29%	26.00	0.00	72.00	16.00	12.00
Market Supply of Inventory (MSI)			2.68	3.11	2.66	2.55	3.00
Total Active Inventory by Units		100%	2.68	14	85	35	6

# September 2022



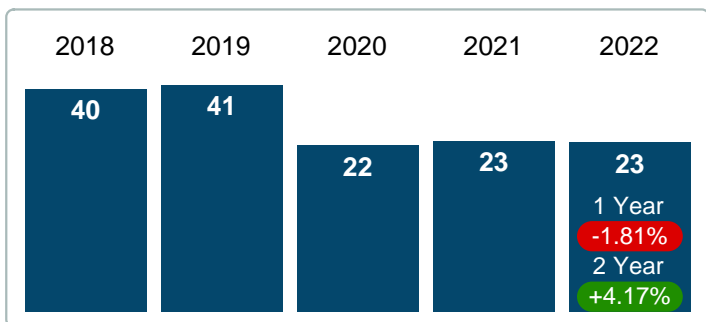
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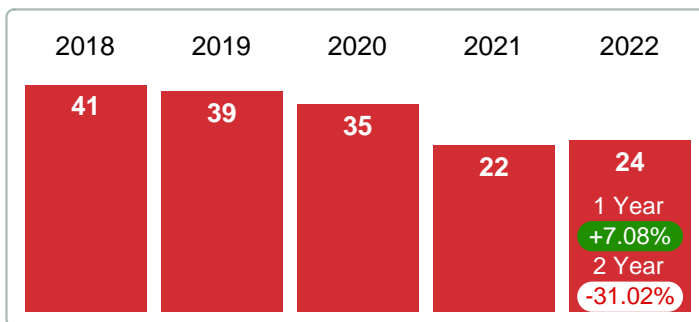
## AVERAGE DAYS ON MARKET TO SALE

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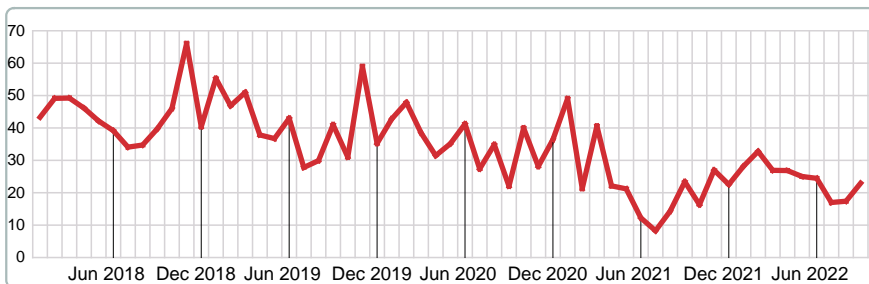
### SEPTEMBER



### YEAR TO DATE (YTD)

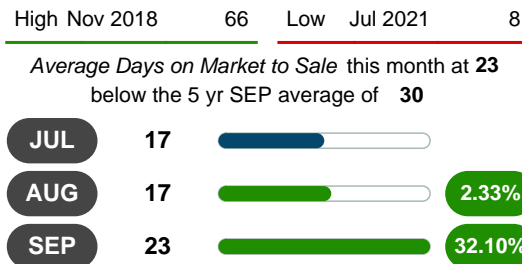


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 30



### 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
\$125,000 and less	9.43%	45	101	36	0	17
\$125,001 - \$175,000	7.55%	11	5	13	0	0
\$175,001 - \$225,000	16.98%	32	0	22	66	0
\$225,001 - \$250,000	15.09%	29	31	30	17	0
\$250,001 - \$325,000	30.19%	17	0	22	10	0
\$325,001 - \$325,000	0.00%	0	0	0	0	0
\$325,001 and up	20.75%	15	0	60	5	9
<b>Average Closed DOM</b>		<b>23</b>	<b>46</b>	<b>27</b>	<b>14</b>	<b>13</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>23</b>	<b>3</b>	<b>30</b>	<b>18</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>13,268,377</b>	<b>405.90K</b>	<b>6.94M</b>	<b>5.32M</b>	<b>605.00K</b>



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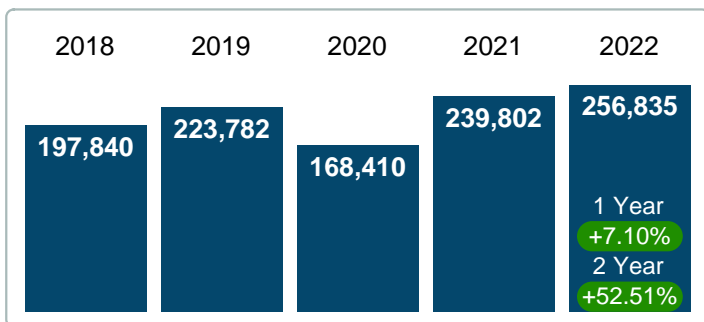
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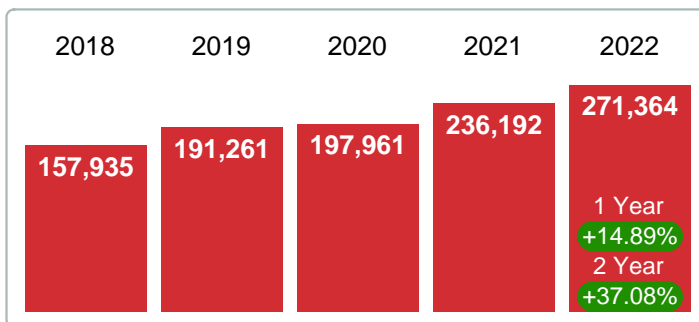
## AVERAGE LIST PRICE AT CLOSING

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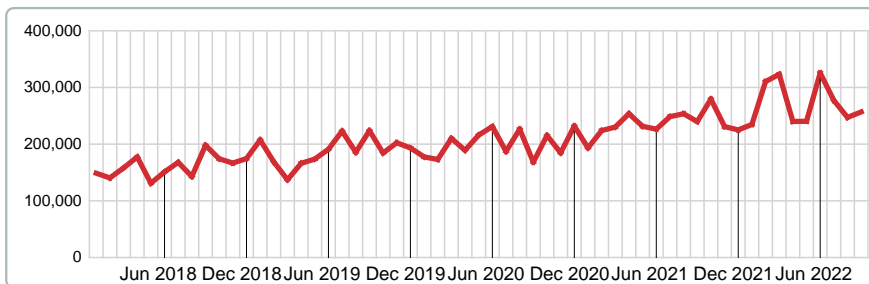
### SEPTEMBER



### YEAR TO DATE (YTD)

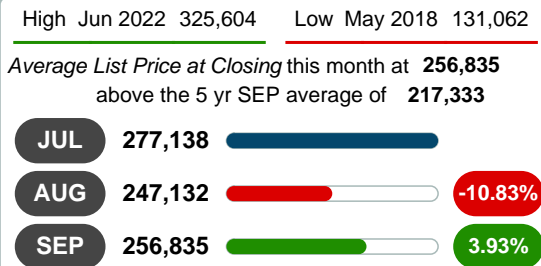


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 217,333



### 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
\$125,000 and less	7.55%	73,450	39,900	103,333	0	73,900
\$125,001 - \$175,000	9.43%	135,860	134,900	138,133	0	0
\$175,001 - \$225,000	11.32%	199,267	0	212,214	214,950	0
\$225,001 - \$250,000	16.98%	241,411	249,000	248,817	245,000	0
\$250,001 - \$325,000	32.08%	273,387	0	283,819	269,457	0
\$325,001 - \$325,000	0.00%	0	0	0	0	0
\$325,001 and up	22.64%	385,272	0	427,500	356,533	589,000
<b>Average List Price</b>		<b>256,835</b>	<b>141,267</b>	<b>237,073</b>	<b>300,742</b>	<b>331,450</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>256,835</b>	<b>3</b>	<b>30</b>	<b>18</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>13,612,237</b>	<b>423.80K</b>	<b>7.11M</b>	<b>5.41M</b>	<b>662.90K</b>



# September 2022



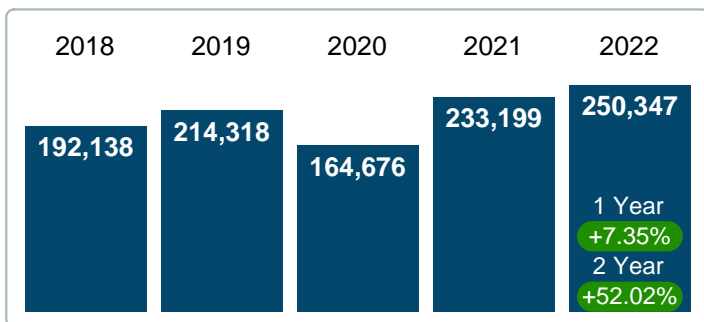
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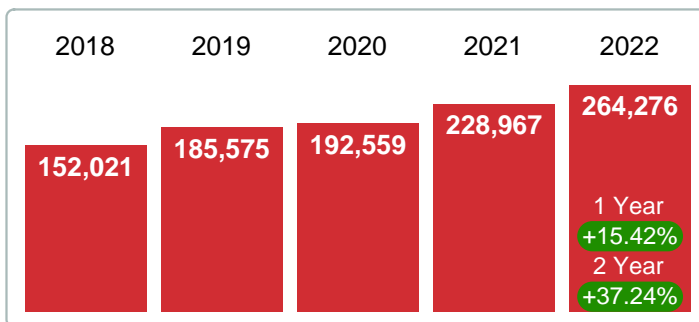
## AVERAGE SOLD PRICE AT CLOSING

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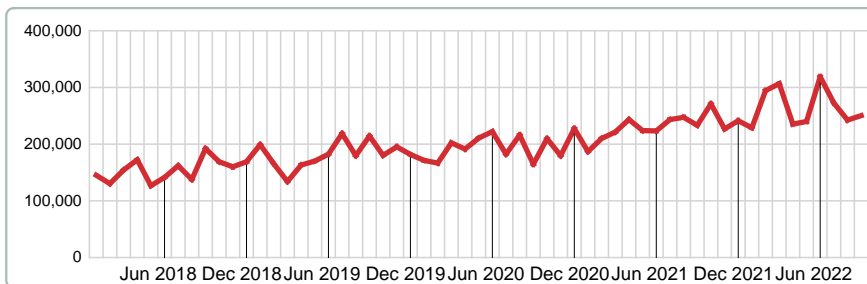
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

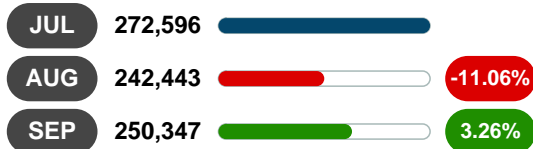


### 3 MONTHS

5 year SEP AVG = 210,936

High Jun 2022 318,832 Low May 2018 126,718

Average Sold Price at Closing this month at **250,347** above the 5 yr SEP average of **210,936**



### 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
\$125,000 and less	5	9.43%	78,683	35,000	97,805	0	65,000
\$125,001 - \$175,000	4	7.55%	133,725	134,900	133,333	0	0
\$175,001 - \$225,000	9	16.98%	200,556	0	199,429	204,500	0
\$225,001 - \$250,000	8	15.09%	241,550	236,000	242,733	240,000	0
\$250,001 - \$325,000	16	30.19%	273,219	0	277,989	267,086	0
\$325,001 - \$325,000	0	0.00%	0	0	0	0	0
\$325,001 and up	11	20.75%	384,651	0	445,000	350,145	540,000
Average Sold Price			250,347	135,300	231,257	295,542	302,500
Total Closed Units		100%	250,347	3	30	18	2
Total Closed Volume			13,268,377	405.90K	6.94M	5.32M	605.00K

# September 2022



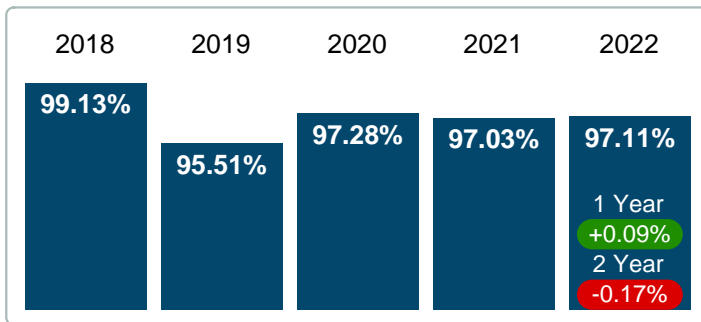
Area Delimited by County Of Bryan - Residential Property Type



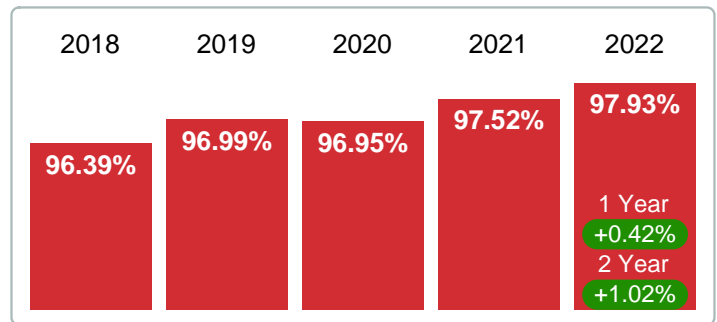
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Oct 11, 2022 for MLS Technology Inc.

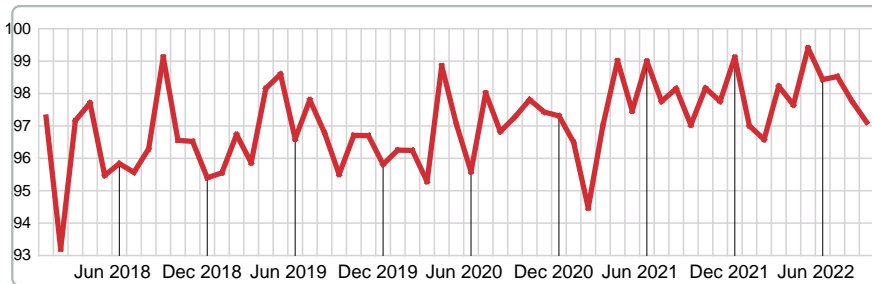
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

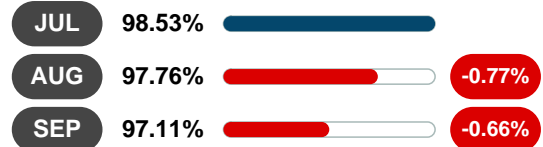


### 3 MONTHS

5 year SEP AVG = 97.21%

High May 2022 99.41% Low Feb 2018 93.20%

Average Sold/List Ratio this month at **97.11%**  
equal to 5 yr SEP average of **97.21%**



### 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
\$125,000 and less	5	9.43%	92.54%	87.72%	95.67%	0.00%	87.96%
\$125,001 - \$175,000	4	7.55%	97.45%	100.00%	96.60%	0.00%	0.00%
\$175,001 - \$225,000	9	16.98%	94.67%	0.00%	94.51%	95.25%	0.00%
\$225,001 - \$250,000	8	15.09%	97.46%	94.78%	97.82%	97.96%	0.00%
\$250,001 - \$325,000	16	30.19%	98.63%	0.00%	97.99%	99.45%	0.00%
\$325,001 - \$325,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$325,001 and up	11	20.75%	98.62%	0.00%	103.33%	98.30%	91.68%
Average Sold/List Ratio		97.10%		94.17%	97.13%	98.39%	89.82%
Total Closed Units		53	100%	3	30	18	2
Total Closed Volume		13,268,377		405.90K	6.94M	5.32M	605.00K

# September 2022



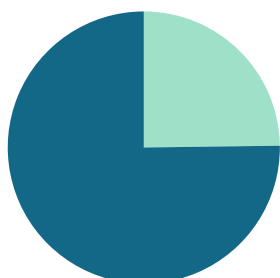
Area Delimited by County Of Bryan - Residential Property Type



## MARKET SUMMARY

Report produced on Oct 11, 2022 for MLS Technology Inc.

### INVENTORY

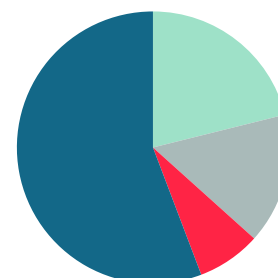


**Inventory**  
 New Listings  
**59 = 24.79%**  
 Start Inventory  
**179**  
 Total Inventory Units  
**238**  
 Volume  
**\$90,399,070**

### Market Activity

Closed Sales  
**53 = 21.12%**  
 Pending Sales  
**39 = 15.54%**  
 Other Off Market  
**19 = 7.57%**  
 Active Inventory  
**140 = 55.78%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	57	53	-7.02%	413	480	16.22%
Pending Sales	42	39	-7.14%	450	472	4.89%
New Listings	60	59	-1.67%	540	631	16.85%
Average List Price	239,802	256,835	7.10%	236,192	271,364	14.89%
Average Sale Price	233,199	250,347	7.35%	228,967	264,276	15.42%
Average Percent of Selling Price to List Price	97.03%	97.11%	0.09%	97.52%	97.93%	0.42%
Average Days on Market to Sale	23.39	22.96	-1.81%	22.48	24.07	7.08%
Monthly Inventory	179	140	-21.79%	179	140	-21.79%
Months Supply of Inventory	3.91	2.68	-31.52%	3.91	2.68	-31.52%

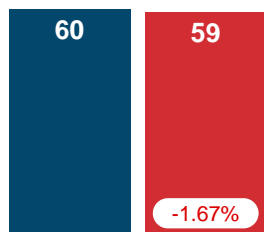
**Absorption:** Last 12 months, an Average of **52** Sales/Month

**Inventory** on September 30, 2022 = **140** 2021 2022

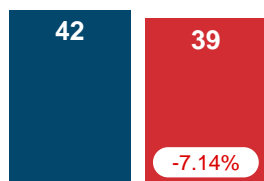
### SEPTEMBER MARKET

### AVERAGE PRICES

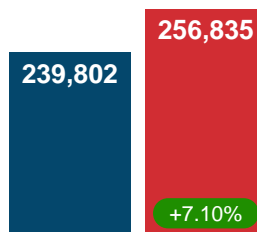
#### New Listings



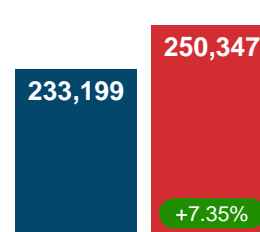
#### Pending Listings



#### List Price



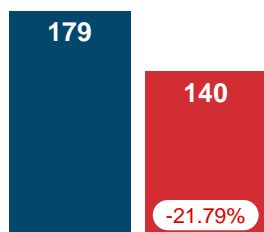
#### Sale Price



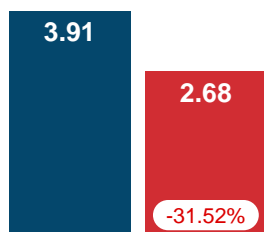
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

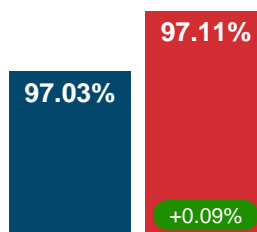
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

