

November 2022



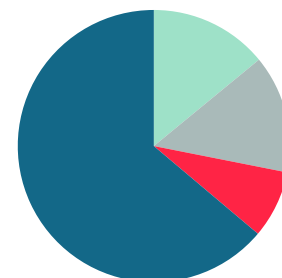
Area Delimited by County Of Bryan - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Dec 12, 2022 for MLS Technology Inc.

Compared Metrics	November		
	2021	2022	+/-%
Closed Listings	41	35	-14.63%
Pending Listings	42	35	-16.67%
New Listings	45	50	11.11%
Average List Price	230,962	255,740	10.73%
Average Sale Price	226,831	245,676	8.31%
Average Percent of Selling Price to List Price	97.76%	94.91%	-2.91%
Average Days on Market to Sale	26.98	24.00	-11.03%
End of Month Inventory	191	159	-16.75%
Months Supply of Inventory	4.14	3.14	-24.16%



■ Closed (14.06%)
■ Pending (14.06%)
■ Other OffMarket (8.03%)
■ Active (63.86%)

Absorption: Last 12 months, an Average of **51** Sales/Month
Active Inventory as of November 30, 2022 = **159**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2022 decreased **16.75%** to 159 existing homes available for sale. Over the last 12 months this area has had an average of 51 closed sales per month. This represents an unsold inventory index of **3.14** 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 **8.31%** in November 2022 to \$245,676 versus the previous year at \$226,831.

Average Days on Market Shortens

The average number of **24.00** days that homes spent on the market before selling decreased by 2.98 days or **11.03%** in November 2022 compared to last year's same month at **26.98** DOM.

Sales Success for November 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 50 New Listings in November 2022, up **11.11%** from last year at 45. Furthermore, there were 35 Closed Listings this month versus last year at 41, a **-14.63%** decrease.

Closed versus Listed trends yielded a **70.0%** ratio, down from previous year's, November 2021, at **91.1%**, a **23.17%** 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

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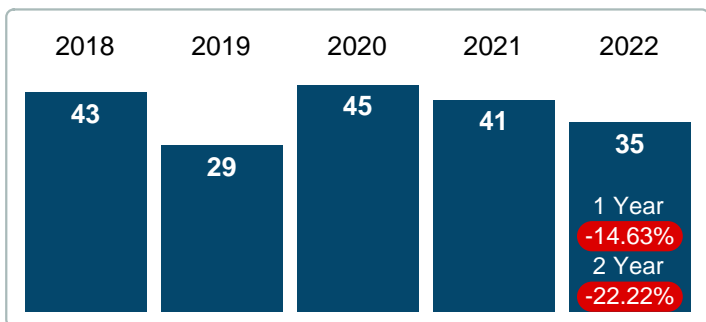
Area Delimited by County Of Bryan - Residential Property Type



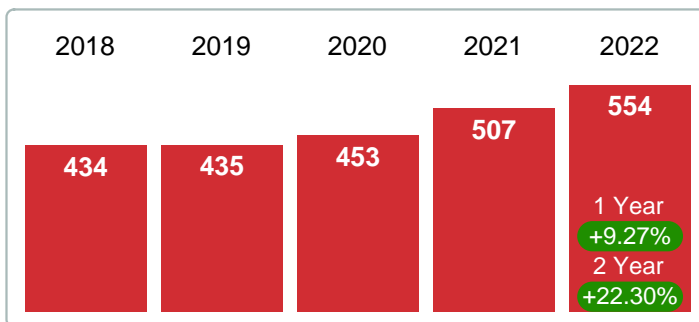
CLOSED LISTINGS

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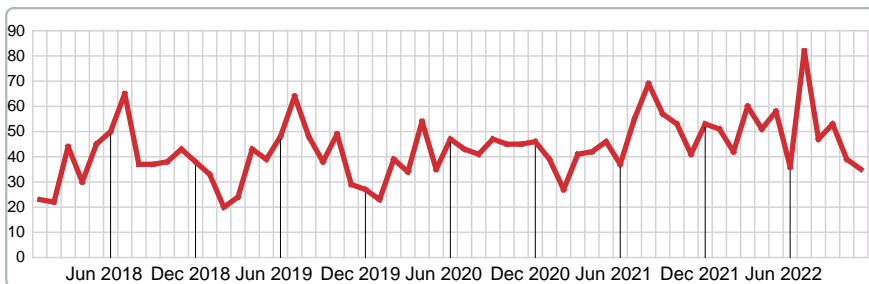
NOVEMBER



YEAR TO DATE (YTD)

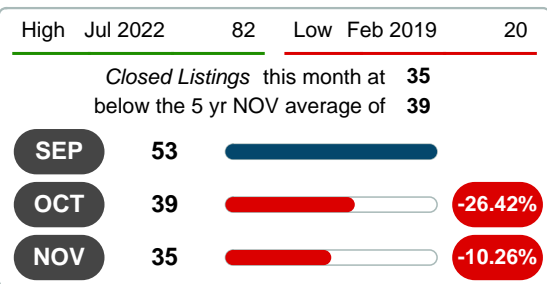


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 39



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	1	2.86%	19.0	1	0	0	0
\$100,001 - \$125,000	3	8.57%	14.7	2	1	0	0
\$125,001 - \$200,000	8	22.86%	37.6	0	7	1	0
\$200,001 - \$250,000	7	20.00%	2.1	0	7	0	0
\$250,001 - \$275,000	7	20.00%	9.4	0	6	1	0
\$275,001 - \$325,000	5	14.29%	30.8	0	4	1	0
\$325,001 and up	4	11.43%	60.3	1	2	1	0
Total Closed Units	35			4	27	4	0
Total Closed Volume	8,598,665	100%	24.0	722.50K	6.42M	1.46M	0.00B
Average Closed Price	\$245,676			\$180,625	\$237,751	\$364,225	\$0

November 2022



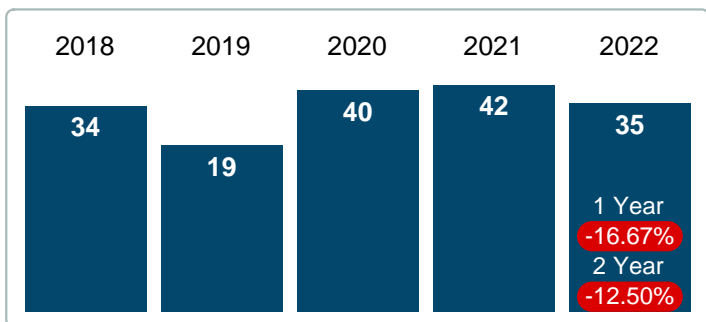
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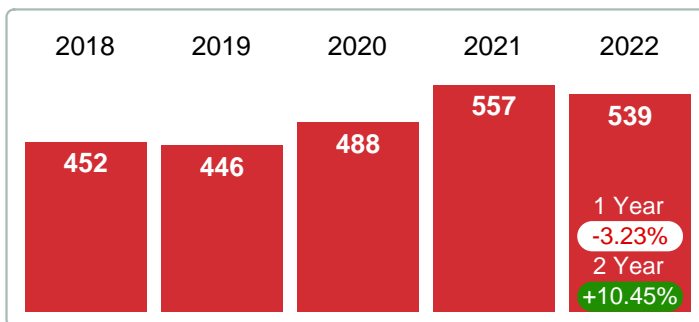
PENDING LISTINGS

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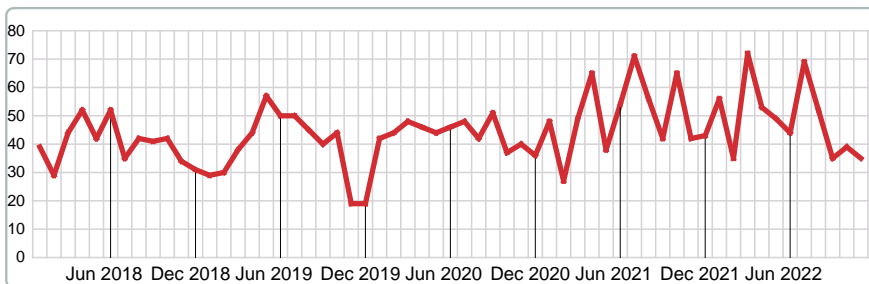
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 34

High Mar 2022 72 Low Dec 2019 19

Pending Listings this month at 35 above the 5 yr NOV average of 34



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	3	8.57%	42.0	2	1	0	0
\$100,001 - \$175,000	5	14.29%	36.0	3	1	1	0
\$175,001 - \$225,000	4	11.43%	70.0	0	3	1	0
\$225,001 - \$250,000	5	14.29%	8.2	0	5	0	0
\$250,001 - \$275,000	9	25.71%	9.1	0	7	2	0
\$275,001 - \$300,000	5	14.29%	29.2	0	4	1	0
\$300,001 and up	4	11.43%	52.0	1	2	1	0
Total Pending Units	35			6	23	6	0
Total Pending Volume	8,447,900	100%	8.9	946.50K	5.82M	1.68M	0.00B
Average Listing Price	\$263,973			\$157,750	\$252,939	\$280,633	\$0

November 2022



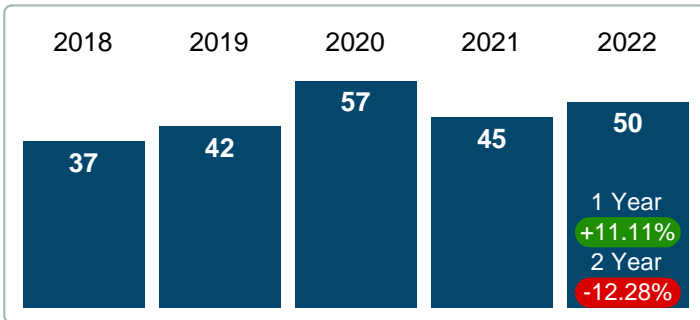
Area Delimited by County Of Bryan - Residential Property Type



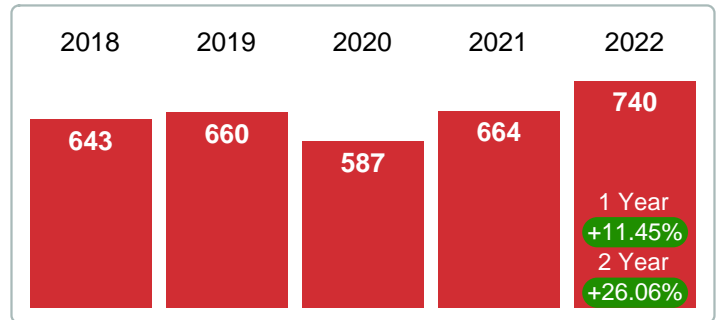
NEW LISTINGS

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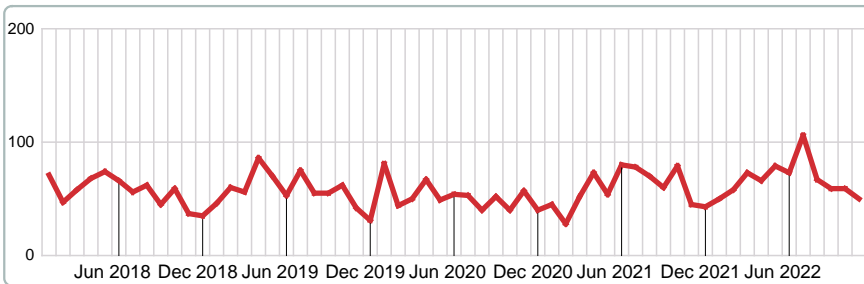
NOVEMBER



YEAR TO DATE (YTD)

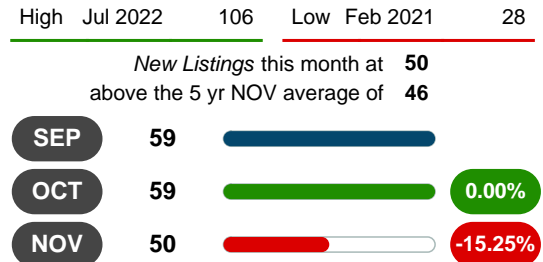


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 46



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	5		10.00%	3	1	1	0
\$125,001 - \$175,000	6		12.00%	1	5	0	0
\$175,001 - \$225,000	5		10.00%	0	3	2	0
\$225,001 - \$250,000	8		16.00%	0	8	0	0
\$250,001 - \$300,000	14		28.00%	0	10	4	0
\$300,001 - \$375,000	6		12.00%	1	2	3	0
\$375,001 and up	6		12.00%	0	1	3	2
Total New Listed Units	50			5	30	13	2
Total New Listed Volume	14,454,287		100%	690.00K	7.04M	5.54M	1.18M
Average New Listed Listing Price	\$261,963			\$138,000	\$234,823	\$425,815	\$592,000

November 2022



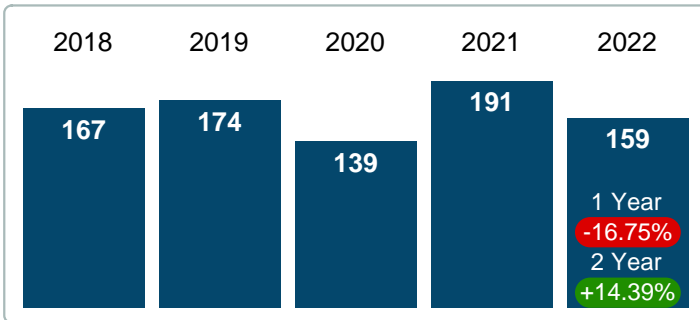
Area Delimited by County Of Bryan - Residential Property Type



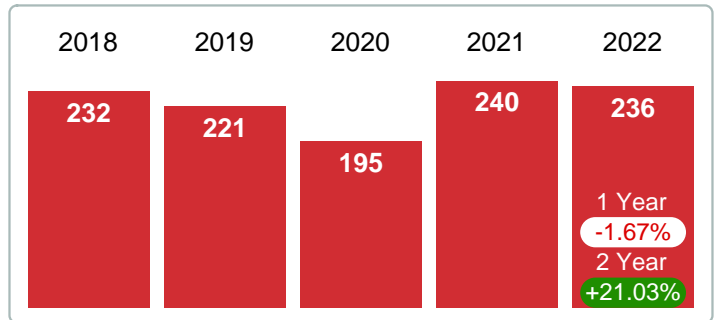
ACTIVE INVENTORY

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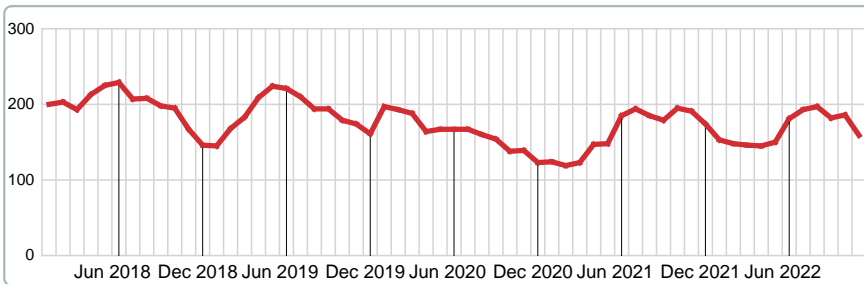
END OF NOVEMBER



ACTIVE DURING NOVEMBER

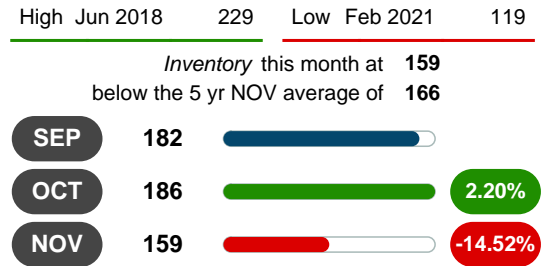


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 166



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	11	6.92%	83.8	4	6	1	0
\$100,001 - \$175,000	24	15.09%	69.4	5	15	4	0
\$175,001 - \$225,000	20	12.58%	70.8	3	13	4	0
\$225,001 - \$300,000	39	24.53%	85.2	1	28	9	1
\$300,001 - \$475,000	29	18.24%	65.3	1	16	12	0
\$475,001 - \$750,000	21	13.21%	103.9	0	8	9	4
\$750,001 and up	15	9.43%	133.3	2	5	7	1
Total Active Inventory by Units	159			16	91	46	6
Total Active Inventory by Volume	63,864,096	100%	84.3	4.56M	31.01M	23.45M	4.85M
Average Active Inventory Listing Price	\$401,661			\$284,931	\$340,741	\$509,777	\$808,000

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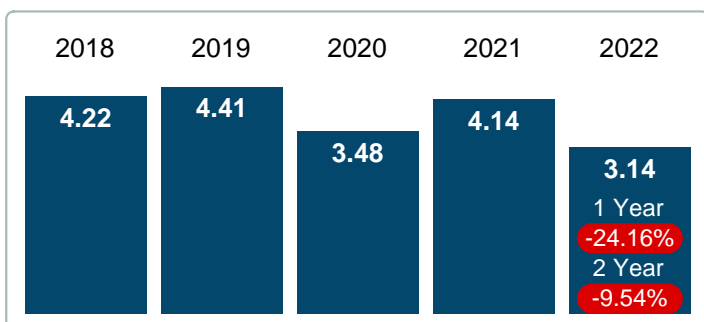
Area Delimited by County Of Bryan - Residential Property Type



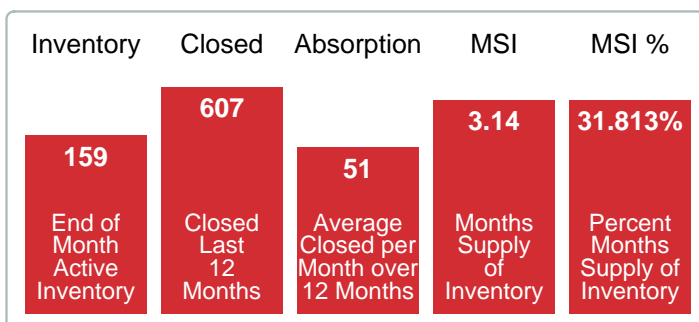
MONTHS SUPPLY of INVENTORY (MSI)

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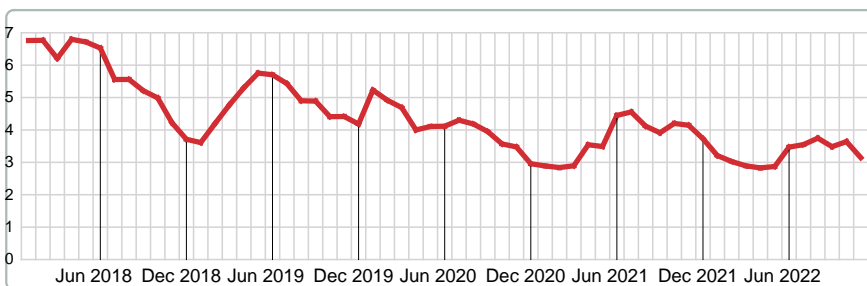
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2022

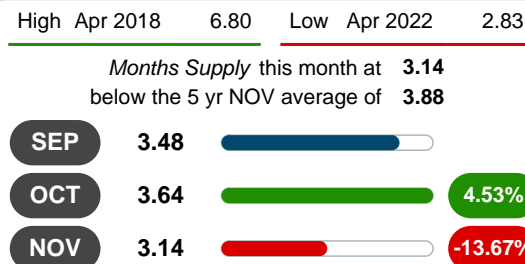


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 3.88



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	11	6.92%	3.00	2.40	3.13	0.00	0.00
\$100,001 - \$175,000	24	15.09%	2.59	1.94	2.81	3.20	0.00
\$175,001 - \$225,000	20	12.58%	1.90	7.20	1.47	3.43	0.00
\$225,001 - \$300,000	39	24.53%	2.39	6.00	2.90	1.46	3.00
\$300,001 - \$475,000	29	18.24%	3.63	4.00	4.00	3.51	0.00
\$475,001 - \$750,000	21	13.21%	12.60	0.00	13.71	13.50	12.00
\$750,001 and up	15	9.43%	12.86	0.00	15.00	14.00	3.00
Market Supply of Inventory (MSI)			3.14	3.10	2.97	3.49	3.79
Total Active Inventory by Units		100%	3.14	16	91	46	6



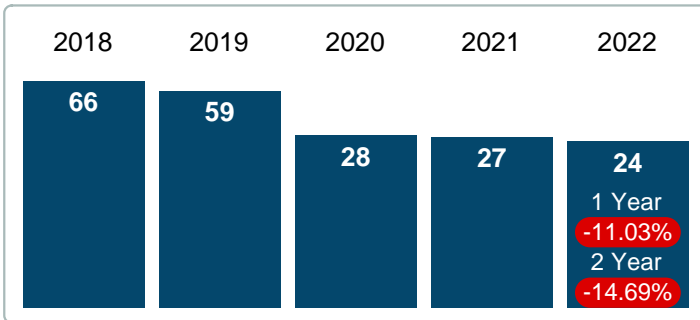
Area Delimited by County Of Bryan - Residential Property Type



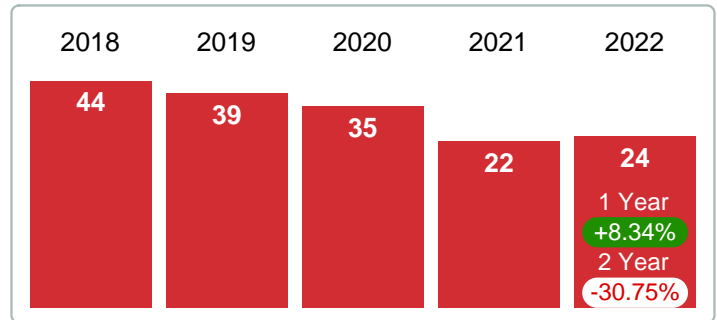
AVERAGE DAYS ON MARKET TO SALE

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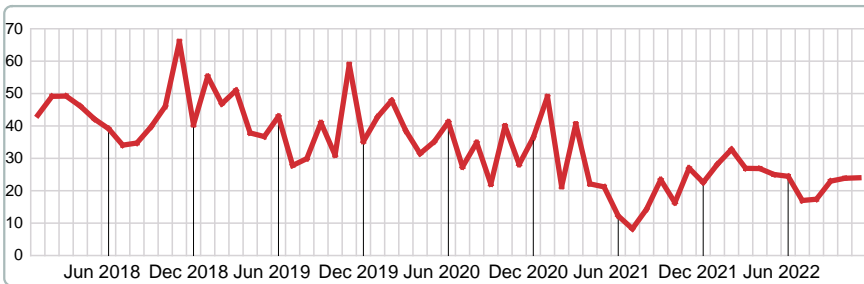
NOVEMBER



YEAR TO DATE (YTD)

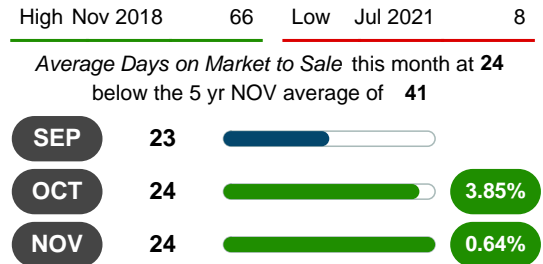


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 41



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
\$100,000 and less	2.86%	19	19	0	0	0
\$100,001 - \$125,000	8.57%	15	18	9	0	0
\$125,001 - \$200,000	22.86%	38	0	42	7	0
\$200,001 - \$250,000	20.00%	2	0	2	0	0
\$250,001 - \$275,000	20.00%	9	0	11	1	0
\$275,001 - \$325,000	14.29%	31	0	38	1	0
\$325,001 and up	11.43%	60	8	115	4	0
Average Closed DOM		24	16	28	3	0
Total Closed Units	100%	24	4	27	4	
Total Closed Volume		8,598,665	722.50K	6.42M	1.46M	0.00B

November 2022



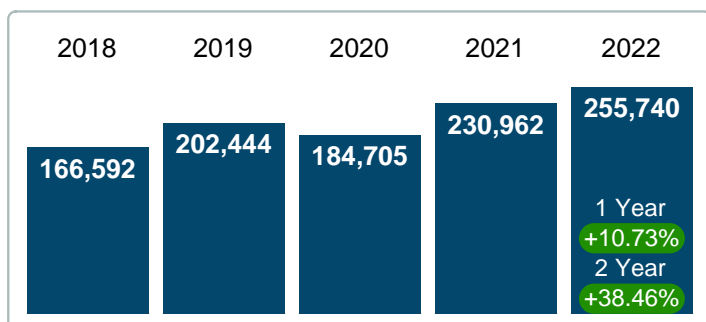
Area Delimited by County Of Bryan - Residential Property Type



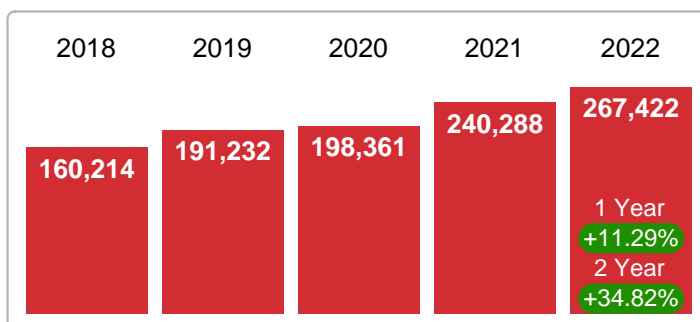
AVERAGE LIST PRICE AT CLOSING

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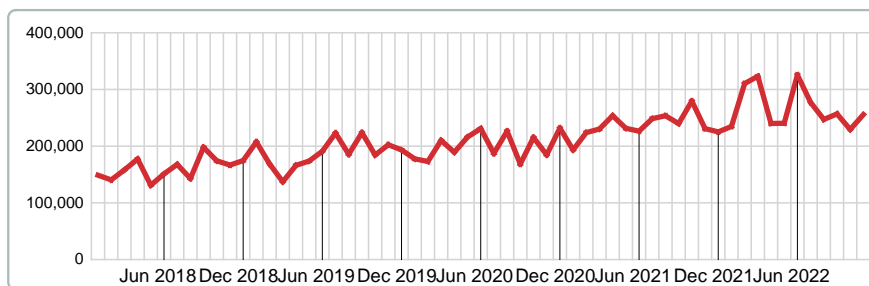
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

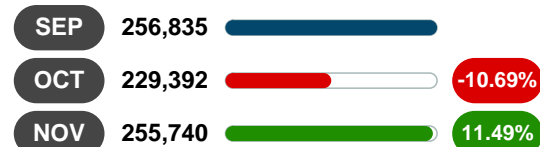


3 MONTHS

5 year NOV AVG = 208,088

High Jun 2022 325,604 Low May 2018 131,062

Average List Price at Closing this month at **255,740**
above the 5 yr NOV average of **208,088**



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
\$100,000 and less	2.86%	22,000	22,000	0	0	0
\$100,001 - \$125,000	5.71%	115,000	124,500	110,000	0	0
\$125,001 - \$200,000	22.86%	160,488	0	183,629	149,000	0
\$200,001 - \$250,000	17.14%	227,800	0	229,757	0	0
\$250,001 - \$275,000	22.86%	262,308	0	267,761	259,900	0
\$275,001 - \$325,000	14.29%	297,370	0	321,963	299,000	0
\$325,001 and up	14.29%	492,580	420,000	447,000	759,900	0
Average List Price		255,740	172,750	251,560	366,950	0
Total Closed Units	100%	255,740	4	27	4	0
Total Closed Volume		8,950,915	691.00K	6.79M	1.47M	0.00B

November 2022



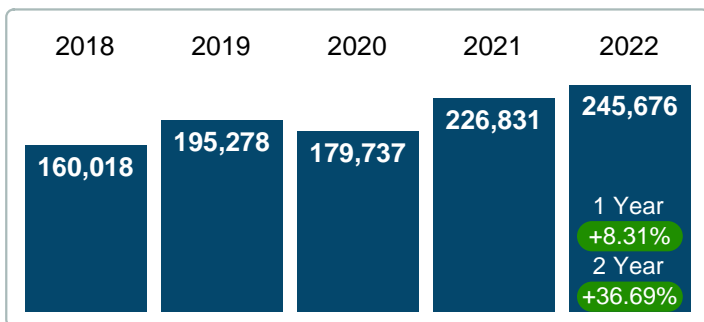
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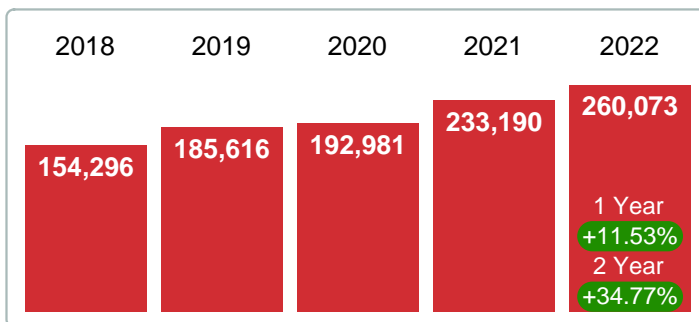
AVERAGE SOLD PRICE AT CLOSING

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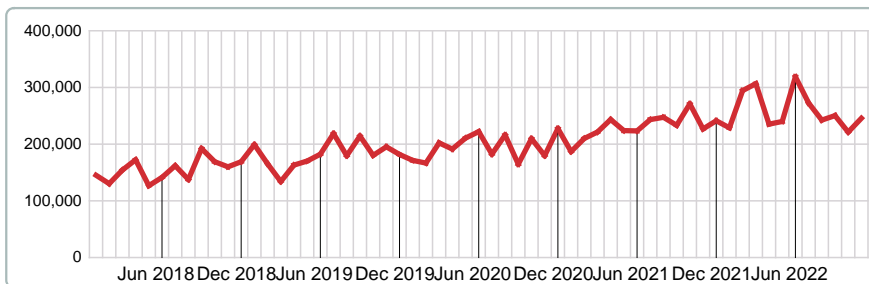
NOVEMBER



YEAR TO DATE (YTD)

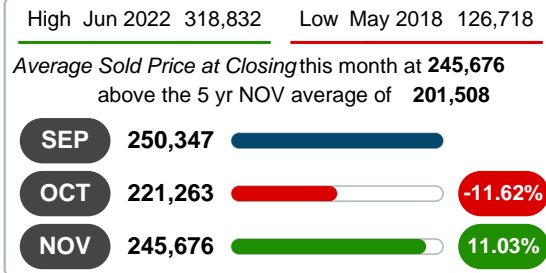


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 201,508



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
\$100,000 and less	2.86%	12,500	12,500	0	0	0
\$100,001 - \$125,000	8.57%	112,333	115,000	107,000	0	0
\$125,001 - \$200,000	22.86%	157,425	0	158,771	148,000	0
\$200,001 - \$250,000	20.00%	229,614	0	229,614	0	0
\$250,001 - \$275,000	20.00%	261,638	0	261,928	259,900	0
\$275,001 - \$325,000	14.29%	301,200	0	301,750	299,000	0
\$325,001 and up	11.43%	511,250	480,000	407,500	750,000	0
Average Sold Price		245,676	180,625	237,751	364,225	0
Total Closed Units	100%	245,676	4	27	4	0
Total Closed Volume		8,598,665	722.50K	6.42M	1.46M	0.00B

November 2022



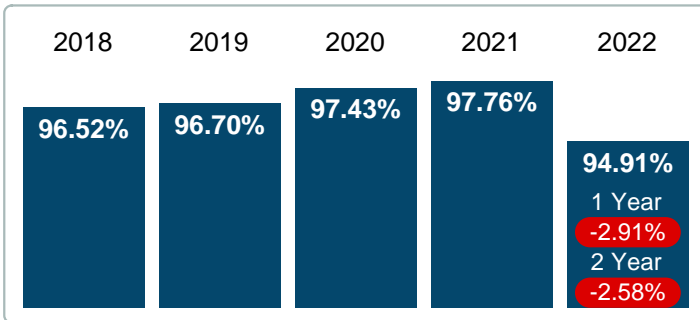
Area Delimited by County Of Bryan - Residential Property Type



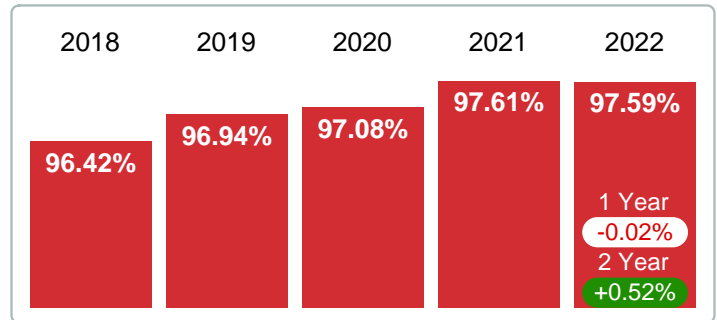
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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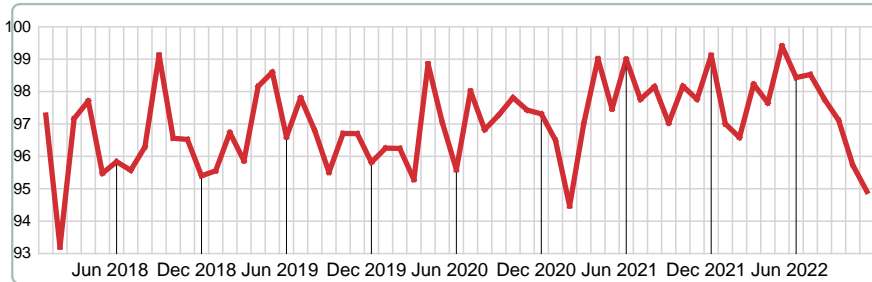
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

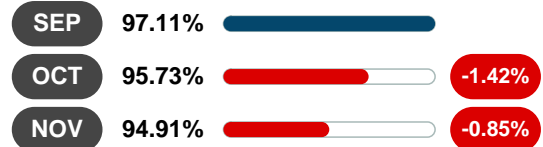


3 MONTHS

5 year NOV AVG = 96.67%

High May 2022 99.41% Low Feb 2018 93.20%

Average Sold/List Ratio this month at **94.91%**
below the 5 yr NOV average of **96.67%**



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
\$100,000 and less	1	2.86%	56.82%	56.82%	0.00%	0.00%	0.00%
\$100,001 - \$125,000	3	8.57%	94.08%	92.49%	97.27%	0.00%	0.00%
\$125,001 - \$200,000	8	22.86%	89.70%	0.00%	88.32%	99.33%	0.00%
\$200,001 - \$250,000	7	20.00%	100.31%	0.00%	100.31%	0.00%	0.00%
\$250,001 - \$275,000	7	20.00%	98.25%	0.00%	97.96%	100.00%	0.00%
\$275,001 - \$325,000	5	14.29%	95.97%	0.00%	94.96%	100.00%	0.00%
\$325,001 and up	4	11.43%	98.90%	114.29%	91.31%	98.70%	0.00%
Average Sold/List Ratio		94.90%		89.02%	95.11%	99.51%	0.00%
Total Closed Units		35	100%	4	27	4	
Total Closed Volume		8,598,665		722.50K	6.42M	1.46M	0.00B

November 2022



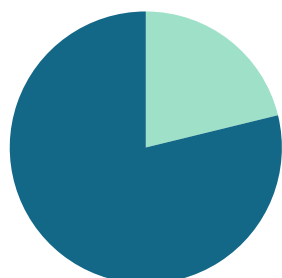
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

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INVENTORY



Inventory

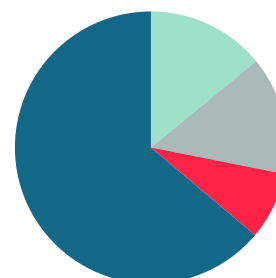
- New Listings **50 = 21.19%**
- Start Inventory **186**
- Total Inventory Units **236**
- Volume **\$86,555,910**

Market Activity

Market Activity

- Closed Sales **35 = 14.06%**
- Pending Sales **35 = 14.06%**
- Other Off Market **20 = 8.03%**
- Active Inventory **159 = 63.86%**

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	41	35	-14.63%	507	554	9.27%
Pending Sales	42	35	-16.67%	557	539	-3.23%
New Listings	45	50	11.11%	664	740	11.45%
Average List Price	230,962	255,740	10.73%	240,288	267,422	11.29%
Average Sale Price	226,831	245,676	8.31%	233,190	260,073	11.53%
Average Percent of Selling Price to List Price	97.76%	94.91%	-2.91%	97.61%	97.59%	-0.02%
Average Days on Market to Sale	26.98	24.00	-11.03%	22.20	24.05	8.34%
Monthly Inventory	191	159	-16.75%	191	159	-16.75%
Months Supply of Inventory	4.14	3.14	-24.16%	4.14	3.14	-24.16%

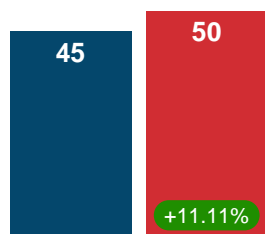
Absorption: Last 12 months, an Average of **51** Sales/Month

Inventory on November 30, 2022 = **159** 2021 2022

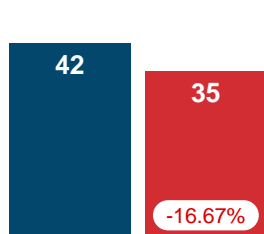
NOVEMBER MARKET

AVERAGE PRICES

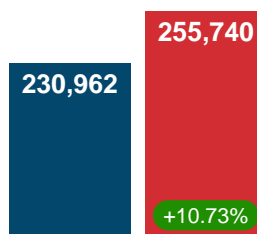
New Listings



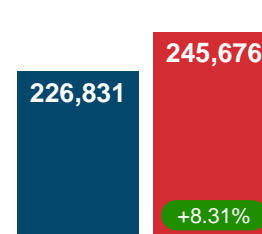
Pending Listings



List Price



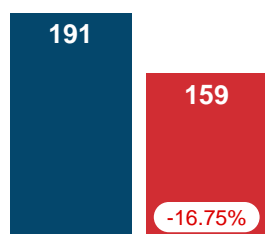
Sale Price



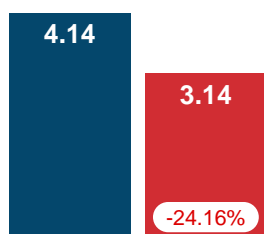
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

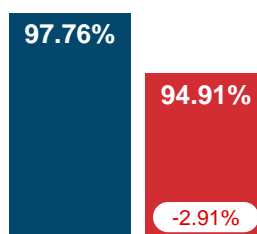
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

