

October 2022



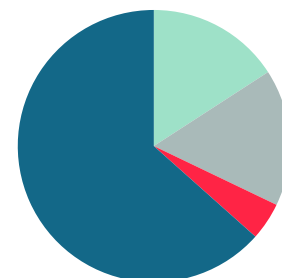
Area Delimited by County Of Bryan - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	October 2022	+/-%
Closed Listings	53	39	-26.42%
Pending Listings	65	40	-38.46%
New Listings	79	59	-25.32%
Average List Price	279,427	229,392	-17.91%
Average Sale Price	271,025	221,263	-18.36%
Average Percent of Selling Price to List Price	98.17%	95.73%	-2.48%
Average Days on Market to Sale	16.32	23.85	46.11%
End of Month Inventory	195	156	-20.00%
Months Supply of Inventory	4.20	3.05	-27.31%



■ Closed (15.85%)
■ Pending (16.26%)
■ Other OffMarket (4.47%)
■ Active (63.41%)

Absorption: Last 12 months, an Average of **51** Sales/Month
Active Inventory as of October 31, 2022 = **156**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2022 decreased **20.00%** to 156 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 **3.05** 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 **18.36%** in October 2022 to \$221,263 versus the previous year at \$271,025.

Average Days on Market Lengthens

The average number of **23.85** days that homes spent on the market before selling increased by 7.53 days or **46.11%** in October 2022 compared to last year's same month at **16.32** DOM.

Sales Success for October 2022 is Positive

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

There were 59 New Listings in October 2022, down **25.32%** from last year at 79. Furthermore, there were 39 Closed Listings this month versus last year at 53, a **-26.42%** decrease.

Closed versus Listed trends yielded a **66.1%** ratio, down from previous year's, October 2021, at **67.1%**, a **1.47%** 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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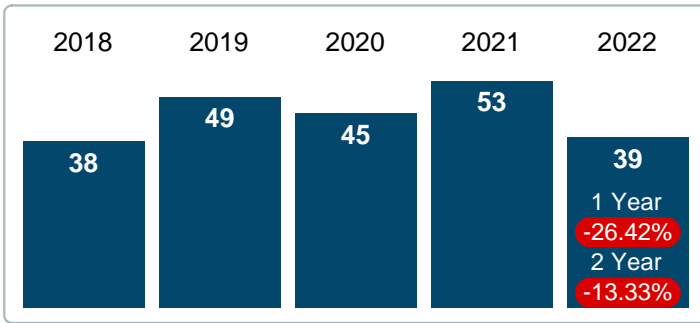
Area Delimited by County Of Bryan - Residential Property Type



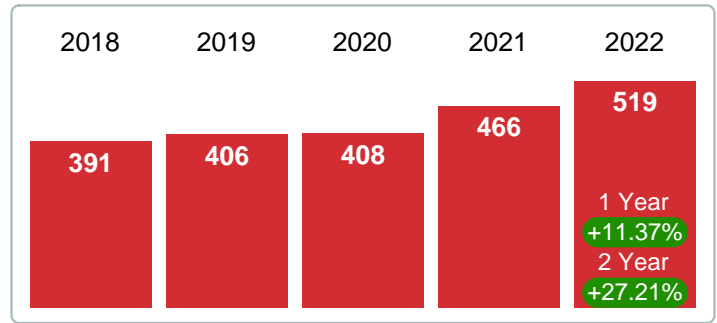
CLOSED LISTINGS

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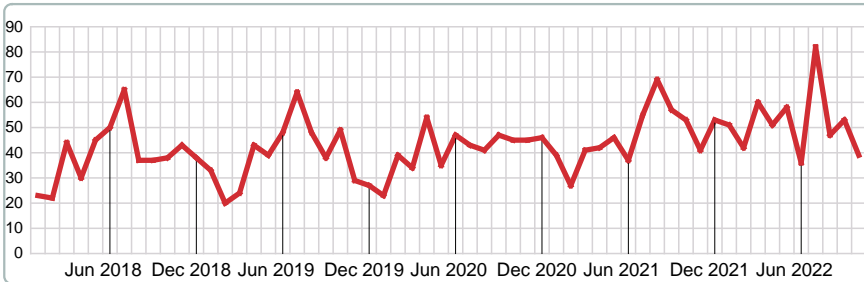
OCTOBER



YEAR TO DATE (YTD)

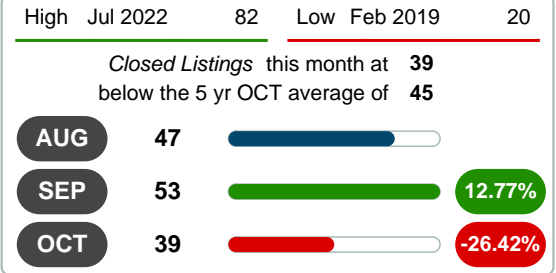


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 45



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	4	10.26%	39.5	3	1	0	0
\$100,001 - \$125,000	3	7.69%	11.7	2	0	1	0
\$125,001 - \$200,000	9	23.08%	21.7	1	7	1	0
\$200,001 - \$250,000	8	20.51%	27.8	2	5	1	0
\$250,001 - \$275,000	6	15.38%	2.8	0	3	3	0
\$275,001 - \$325,000	3	7.69%	66.0	1	1	1	0
\$325,001 and up	6	15.38%	17.5	0	2	4	0
Total Closed Units	39			9	19	11	0
Total Closed Volume	8,629,250	100%	23.8	1.38M	4.27M	2.98M	0.00B
Average Closed Price	\$221,263			\$153,600	\$224,534	\$270,973	\$0

October 2022



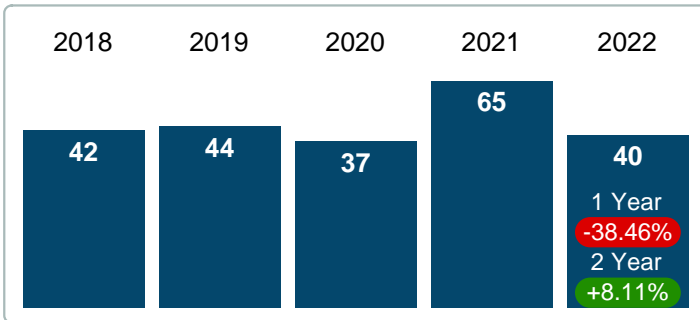
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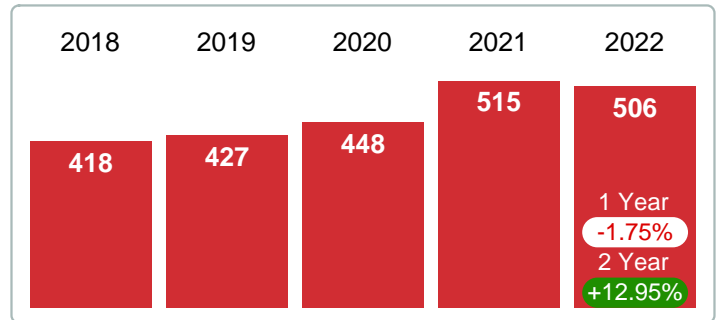
PENDING LISTINGS

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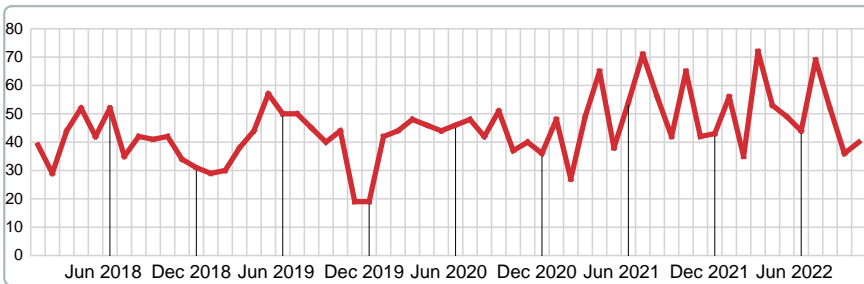
OCTOBER



YEAR TO DATE (YTD)

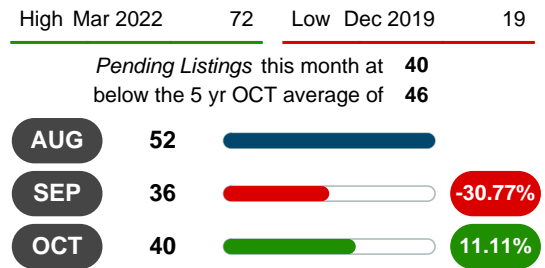


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 46



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	4	10.00%	27.0	2	2	0	0
\$125,001 - \$150,000	5	12.50%	19.8	0	3	2	0
\$150,001 - \$175,000	3	7.50%	46.3	1	2	0	0
\$175,001 - \$250,000	11	27.50%	34.7	0	9	2	0
\$250,001 - \$250,000	0	0.00%	0.0	0	0	0	0
\$250,001 - \$350,000	14	35.00%	25.8	0	10	4	0
\$350,001 and up	3	7.50%	74.7	0	1	2	0
Total Pending Units	40			3	27	10	0
Total Pending Volume	8,862,765	100%	21.3	304.40K	5.92M	2.64M	0.00B
Average Listing Price	\$230,375			\$101,467	\$219,358	\$263,570	\$0

October 2022



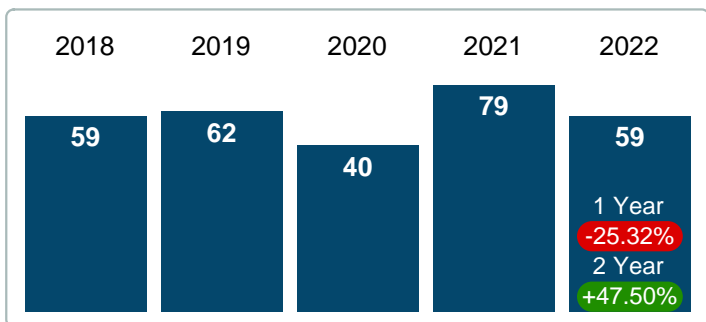
Area Delimited by County Of Bryan - Residential Property Type



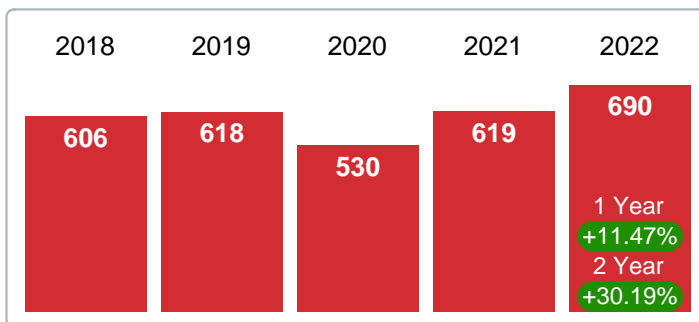
NEW LISTINGS

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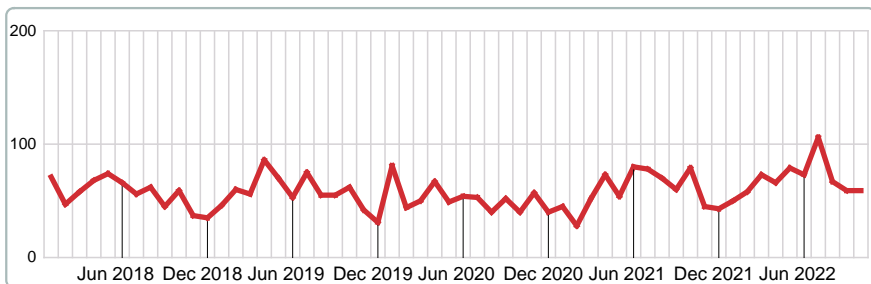
OCTOBER



YEAR TO DATE (YTD)

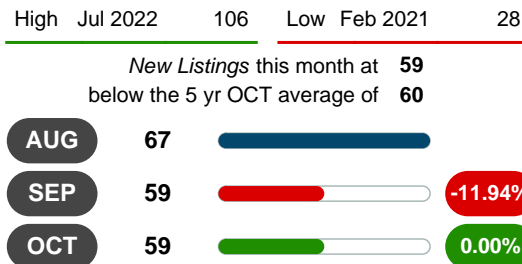


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 60



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	4	6.78%	4	0	0	0
\$125,001 - \$175,000	7	11.86%	1	5	1	0
\$175,001 - \$225,000	10	16.95%	1	9	0	0
\$225,001 - \$275,000	14	23.73%	0	7	7	0
\$275,001 - \$325,000	10	16.95%	0	8	2	0
\$325,001 - \$550,000	8	13.56%	1	3	4	0
\$550,001 and up	6	10.17%	0	1	5	0
Total New Listed Units	59		7	33	19	0
Total New Listed Volume	18,711,799	100%	1.20M	8.96M	8.56M	0.00B
Average New Listed Listing Price	\$239,050		\$170,857	\$271,521	\$450,295	\$0

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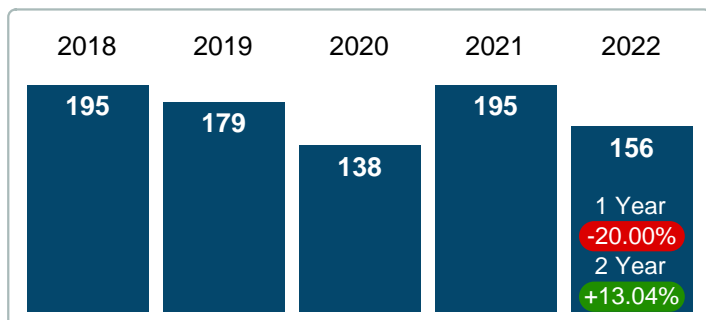
Area Delimited by County Of Bryan - Residential Property Type



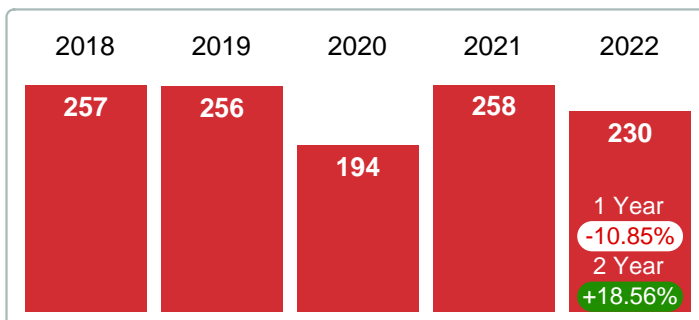
ACTIVE INVENTORY

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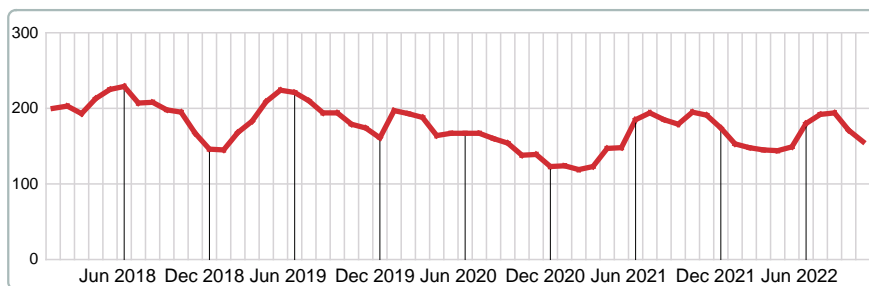
END OF OCTOBER



ACTIVE DURING OCTOBER

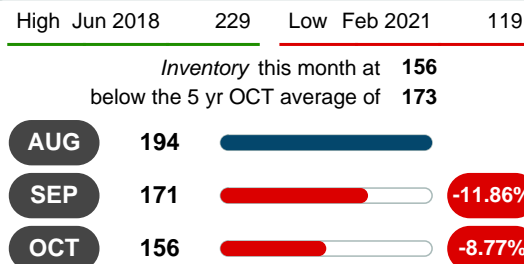


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT 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	11	7.05%	91.4	3	7	1	0
\$100,001 - \$175,000	21	13.46%	56.4	6	12	3	0
\$175,001 - \$250,000	25	16.03%	67.3	3	16	5	1
\$250,001 - \$325,000	35	22.44%	75.6	1	26	8	0
\$325,001 - \$525,000	28	17.95%	70.3	1	15	11	1
\$525,001 - \$875,000	21	13.46%	88.6	0	8	11	2
\$875,001 and up	15	9.62%	119.7	2	5	6	2
Total Active Inventory by Units	156			16	89	45	6
Total Active Inventory by Volume	66,504,643	100%	77.8	4.70M	32.76M	23.64M	5.41M
Average Active Inventory Listing Price	\$426,312			\$293,500	\$368,135	\$525,237	\$901,500

October 2022



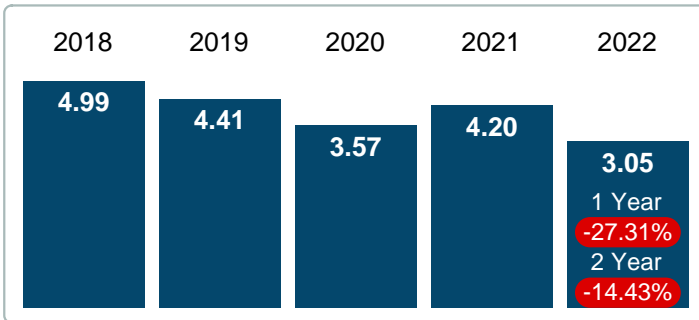
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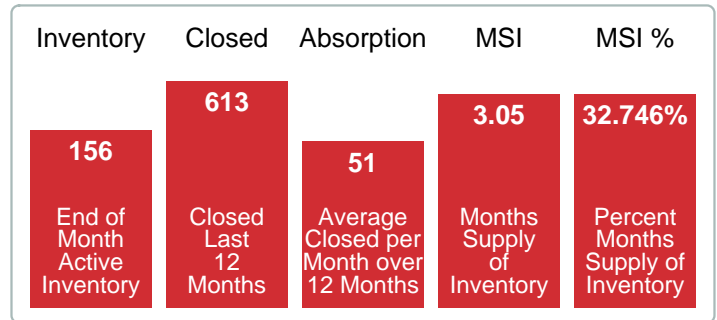
MONTHS SUPPLY of INVENTORY (MSI)

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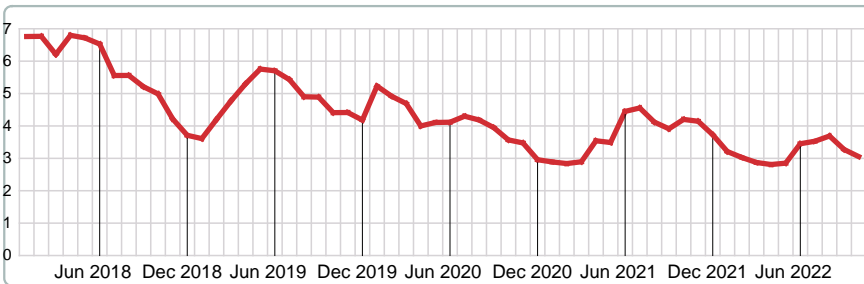
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2022

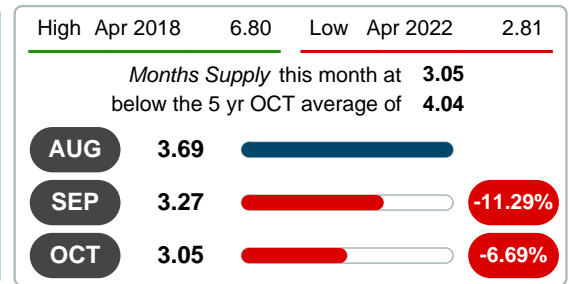


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 4.04



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	7.05%	2.81	1.89	3.11	0.00	0.00
\$100,001 - \$175,000	21	13.46%	2.29	2.32	2.25	2.57	0.00
\$175,001 - \$250,000	25	16.03%	1.28	5.14	1.12	1.15	4.00
\$250,001 - \$325,000	35	22.44%	3.65	12.00	5.11	2.00	0.00
\$325,001 - \$525,000	28	17.95%	4.25	4.00	5.00	3.67	3.00
\$525,001 - \$875,000	21	13.46%	12.00	0.00	16.00	16.50	3.43
\$875,001 and up	15	9.62%	25.71	0.00	30.00	18.00	24.00
Market Supply of Inventory (MSI)			3.05	3.15	2.90	3.33	3.27
Total Active Inventory by Units		100%	3.05	16	89	45	6

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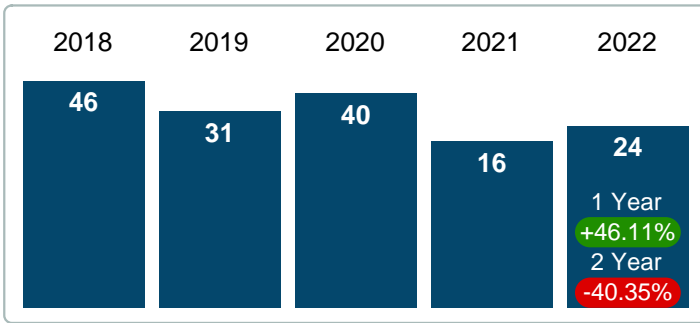
Area Delimited by County Of Bryan - Residential Property Type



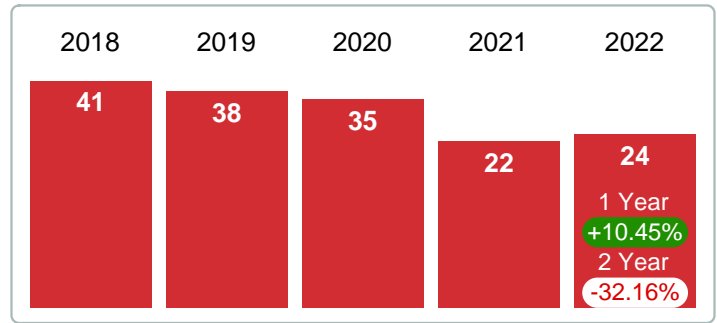
AVERAGE DAYS ON MARKET TO SALE

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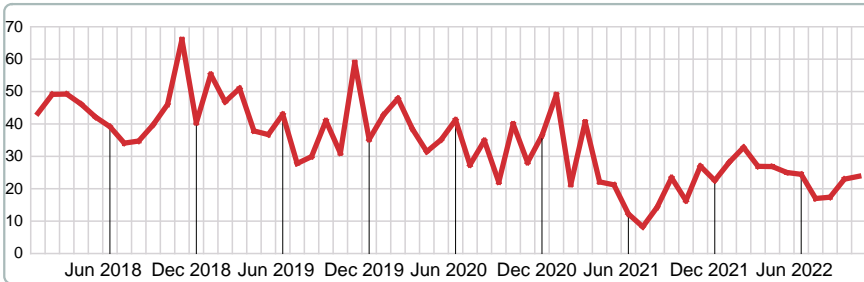
OCTOBER



YEAR TO DATE (YTD)

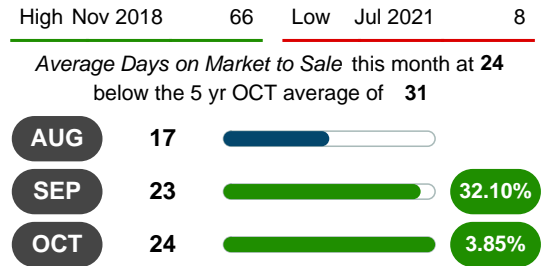


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 31



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	10.26%	40	26	80	0	0
\$100,001 - \$125,000	7.69%	12	8	0	20	0
\$125,001 - \$200,000	23.08%	22	63	19	1	0
\$200,001 - \$250,000	20.51%	28	32	31	1	0
\$250,001 - \$275,000	15.38%	3	0	3	2	0
\$275,001 - \$325,000	7.69%	66	38	1	159	0
\$325,001 and up	15.38%	18	0	18	18	0
Average Closed DOM		24	29	22	23	0
Total Closed Units	100%	24	9	19	11	0
Total Closed Volume		8,629,250	1.38M	4.27M	2.98M	0.00B

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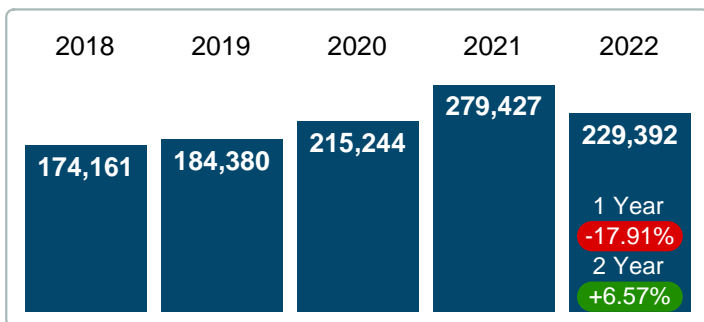
Area Delimited by County Of Bryan - Residential Property Type



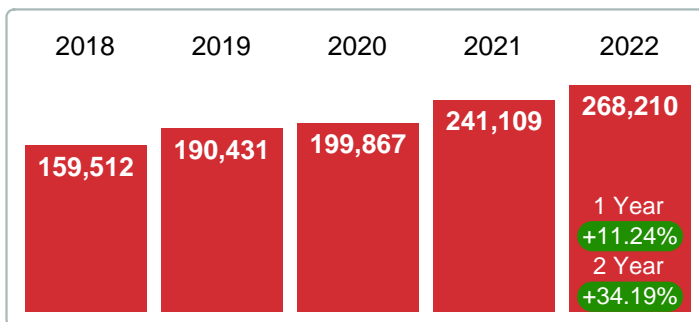
AVERAGE LIST PRICE AT CLOSING

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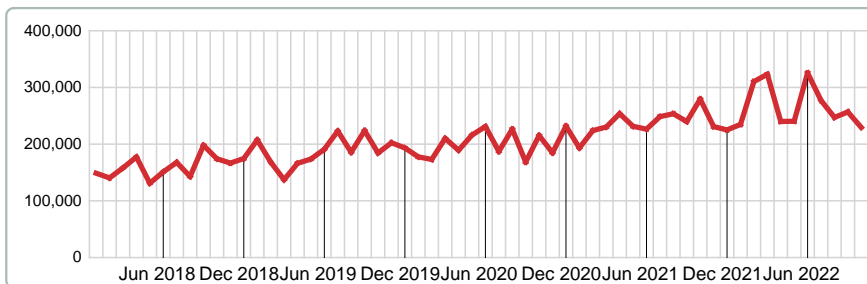
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

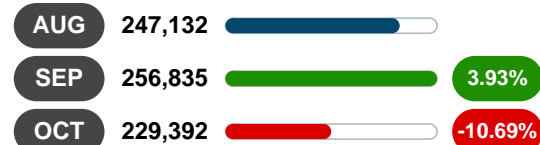


3 MONTHS

5 year OCT AVG = 216,521

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

Average List Price at Closing this month at **229,392** above the 5 yr OCT average of **216,521**



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	7.69%	77,967	97,967	95,000	0	0
\$100,001 - \$125,000	5.13%	123,500	123,500	0	125,500	0
\$125,001 - \$200,000	25.64%	169,885	199,500	183,979	140,000	0
\$200,001 - \$250,000	20.51%	231,531	222,725	246,560	240,000	0
\$250,001 - \$275,000	17.95%	261,943	0	259,633	259,900	0
\$275,001 - \$325,000	7.69%	297,500	399,000	294,500	279,000	0
\$325,001 and up	15.38%	364,696	0	340,000	357,044	0
Average List Price		229,392	176,094	229,950	272,034	0
Total Closed Units	100%	229,392	9	19	11	0
Total Closed Volume		8,946,275	1.58M	4.37M	2.99M	0.00B

October 2022



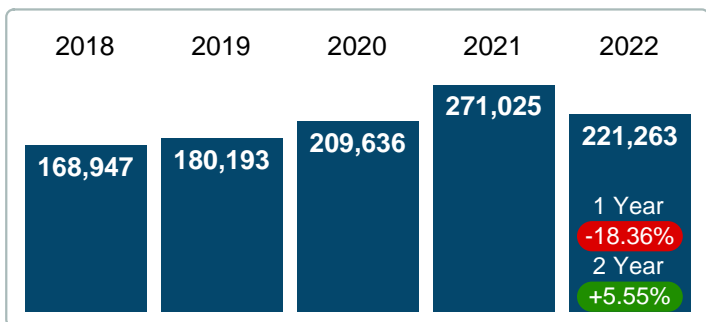
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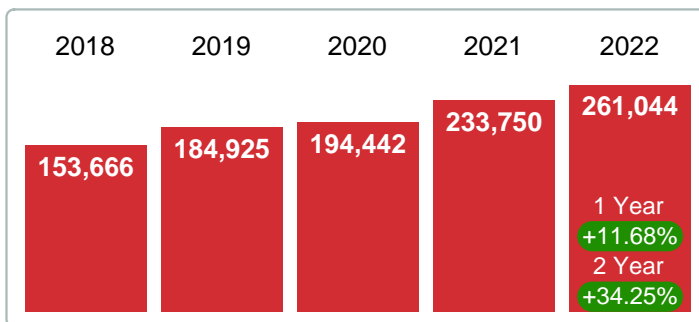
AVERAGE SOLD PRICE AT CLOSING

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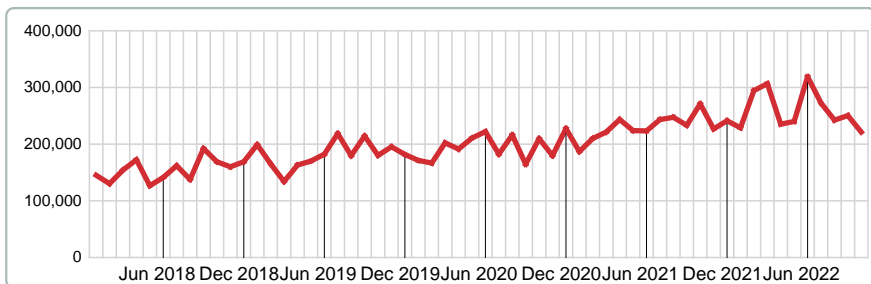
OCTOBER



YEAR TO DATE (YTD)

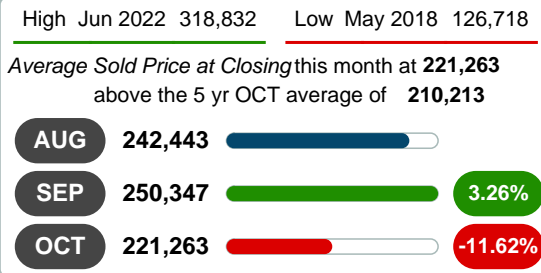


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 210,213



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	10.26%	75,250	71,667	86,000	0	0
\$100,001 - \$125,000	7.69%	118,833	118,750	0	119,000	0
\$125,001 - \$200,000	23.08%	176,217	190,000	180,136	135,000	0
\$200,001 - \$250,000	20.51%	231,800	214,950	236,900	240,000	0
\$250,001 - \$275,000	15.38%	259,983	0	260,067	259,900	0
\$275,001 - \$325,000	7.69%	293,833	310,000	294,500	277,000	0
\$325,001 and up	15.38%	348,333	0	330,000	357,500	0
Average Sold Price		221,263	153,600	224,534	270,973	0
Total Closed Units	100%	221,263	9	19	11	0
Total Closed Volume		8,629,250	1.38M	4.27M	2.98M	0.00B

October 2022



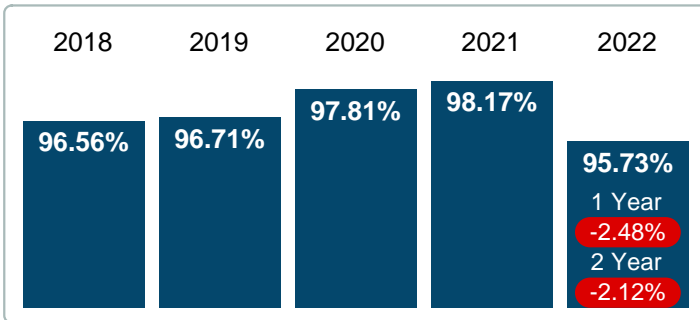
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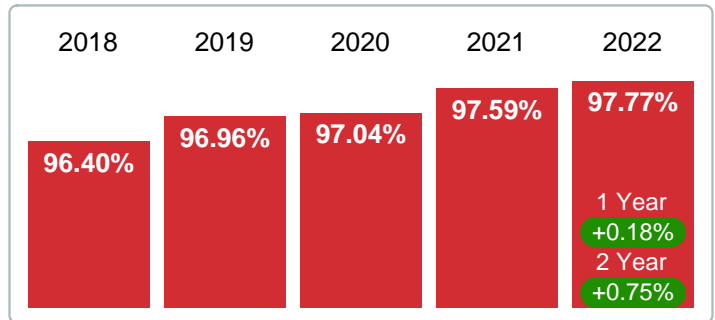
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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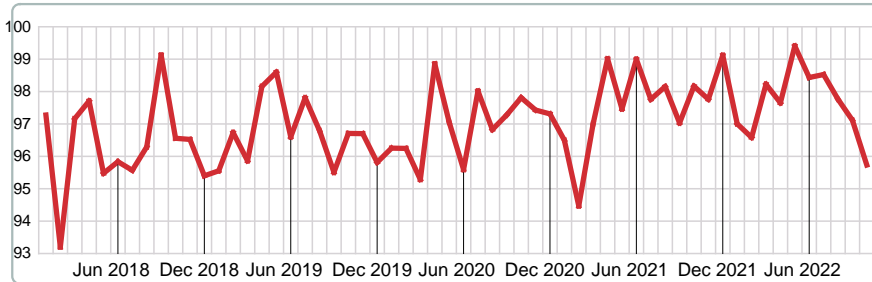
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

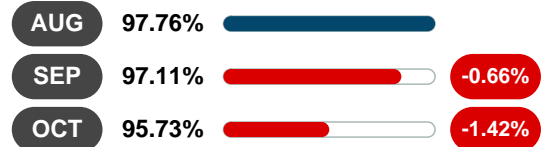


3 MONTHS

5 year OCT AVG = 96.99%

High May 2022 99.41% Low Feb 2018 93.20%

Average Sold/List Ratio this month at **95.73%**
below the 5 yr OCT average of **96.99%**



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	4	10.26%	80.31%	76.90%	90.53%	0.00%	0.00%
\$100,001 - \$125,000	3	7.69%	95.73%	96.18%	0.00%	94.82%	0.00%
\$125,001 - \$200,000	9	23.08%	97.50%	95.24%	97.98%	96.43%	0.00%
\$200,001 - \$250,000	8	20.51%	96.84%	96.56%	96.32%	100.00%	0.00%
\$250,001 - \$275,000	6	15.38%	100.08%	0.00%	100.17%	100.00%	0.00%
\$275,001 - \$325,000	3	7.69%	92.33%	77.69%	100.00%	99.28%	0.00%
\$325,001 and up	6	15.38%	99.23%	0.00%	97.14%	100.28%	0.00%
Average Sold/List Ratio		95.70%		87.68%	97.52%	99.24%	0.00%
Total Closed Units		39	100%	9	19	11	
Total Closed Volume		8,629,250		1.38M	4.27M	2.98M	0.00B

October 2022



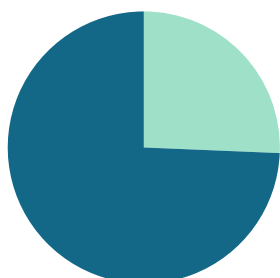
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

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

INVENTORY

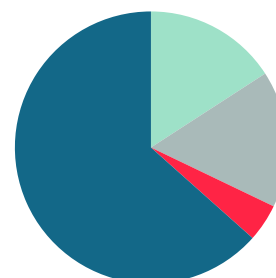


Inventory
 New Listings
59 = 25.65%
 Start Inventory
171
 Total Inventory Units
230
 Volume
\$89,002,683

Market Activity

Closed Sales
39 = 15.85%
 Pending Sales
40 = 16.26%
 Other Off Market
11 = 4.47%
 Active Inventory
156 = 63.41%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	53	39	-26.42%	466	519	11.37%
Pending Sales	65	40	-38.46%	515	506	-1.75%
New Listings	79	59	-25.32%	619	690	11.47%
Average List Price	279,427	229,392	-17.91%	241,109	268,210	11.24%
Average Sale Price	271,025	221,263	-18.36%	233,750	261,044	11.68%
Average Percent of Selling Price to List Price	98.17%	95.73%	-2.48%	97.59%	97.77%	0.18%
Average Days on Market to Sale	16.32	23.85	46.11%	21.78	24.05	10.45%
Monthly Inventory	195	156	-20.00%	195	156	-20.00%
Months Supply of Inventory	4.20	3.05	-27.31%	4.20	3.05	-27.31%

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

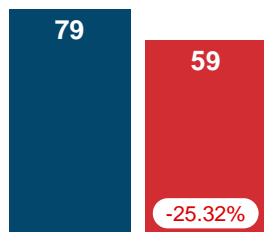
Inventory on October 31, 2022 = **156**

2021 **2022**

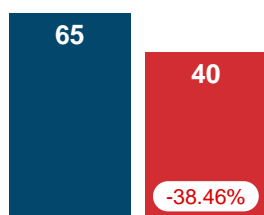
OCTOBER MARKET

AVERAGE PRICES

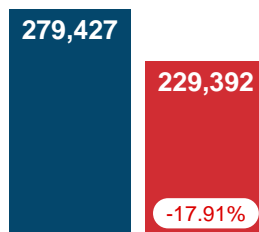
New Listings



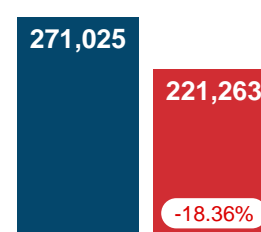
Pending Listings



List Price



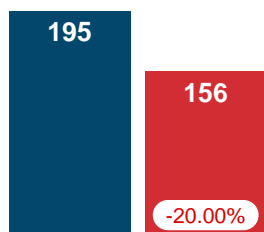
Sale Price



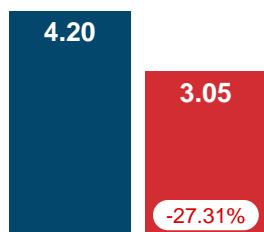
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

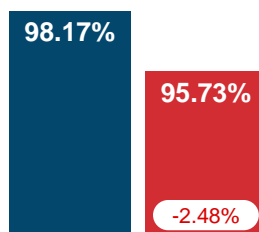
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

