

# January 2023



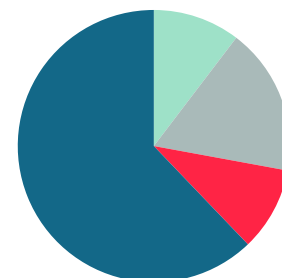
Area Delimited by County Of Bryan - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Feb 13, 2023 for MLS Technology Inc.

Compared Metrics	2022	January 2023	+/-%
Closed Listings	51	26	-49.02%
Pending Listings	56	44	-21.43%
New Listings	50	71	42.00%
Average List Price	234,699	269,967	15.03%
Average Sale Price	228,842	259,721	13.49%
Average Percent of Selling Price to List Price	97.00%	95.27%	-1.78%
Average Days on Market to Sale	28.16	25.92	-7.93%
End of Month Inventory	153	156	1.96%
Months Supply of Inventory	3.21	3.29	2.50%



■ Closed (10.36%)  
■ Pending (17.53%)  
■ Other OffMarket (9.96%)  
■ Active (62.15%)

**Absorption:** Last 12 months, an Average of **47** Sales/Month  
**Active Inventory** as of January 31, 2023 = **156**

### Analysis Wrap-Up

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

The total housing inventory at the end of January 2023 rose **1.96%** to 156 existing homes available for sale. Over the last 12 months this area has had an average of 47 closed sales per month. This represents an unsold inventory index of **3.29** 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 **13.49%** in January 2023 to \$259,721 versus the previous year at \$228,842.

#### Average Days on Market Shortens

The average number of **25.92** days that homes spent on the market before selling decreased by 2.23 days or **7.93%** in January 2023 compared to last year's same month at **28.16** DOM.

#### Sales Success for January 2023 is Positive

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

There were 71 New Listings in January 2023, up **42.00%** from last year at 50. Furthermore, there were 26 Closed Listings this month versus last year at 51, a **-49.02%** decrease.

Closed versus Listed trends yielded a **36.6%** ratio, down from previous year's, January 2022, at **102.0%**, a **64.10%** downswing. This will certainly create pressure on an increasing 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

# January 2023



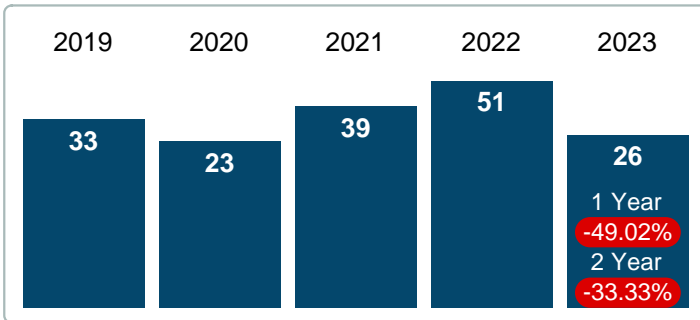
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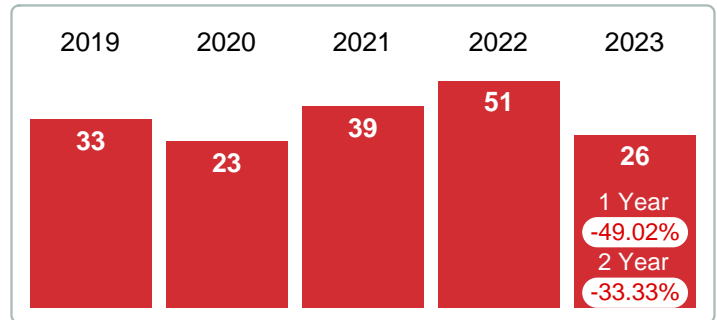
## CLOSED LISTINGS

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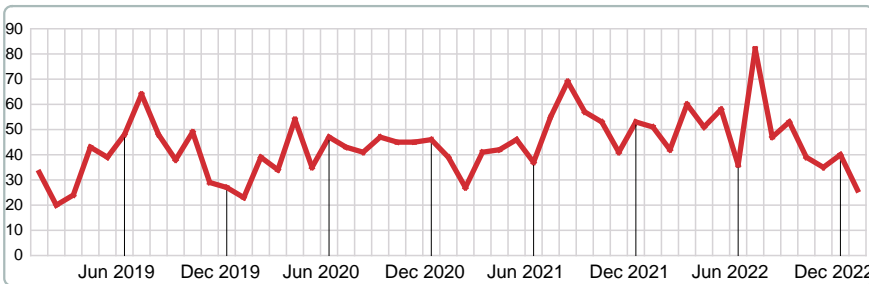
### JANUARY



### YEAR TO DATE (YTD)

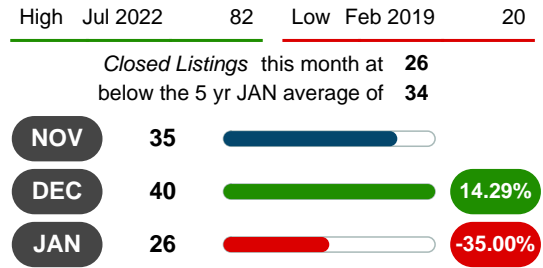


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 34



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	2	7.69%	3.0	2	0	0	0
\$75,001 - \$125,000	3	11.54%	39.7	1	2	0	0
\$125,001 - \$200,000	3	11.54%	45.0	1	2	0	0
\$200,001 - \$300,000	9	34.62%	15.0	0	7	2	0
\$300,001 - \$350,000	2	7.69%	18.5	0	1	1	0
\$350,001 - \$450,000	4	15.38%	25.5	0	2	1	1
\$450,001 and up	3	11.54%	46.7	0	0	3	0
<b>Total Closed Units</b>	<b>26</b>			<b>4</b>	<b>14</b>	<b>7</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>6,752,750</b>	<b>100%</b>	<b>25.9</b>	<b>352.00K</b>	<b>3.31M</b>	<b>2.74M</b>	<b>351.00K</b>
<b>Average Closed Price</b>	<b>\$259,721</b>			<b>\$88,000</b>	<b>\$236,429</b>	<b>\$391,393</b>	<b>\$351,000</b>

# January 2023



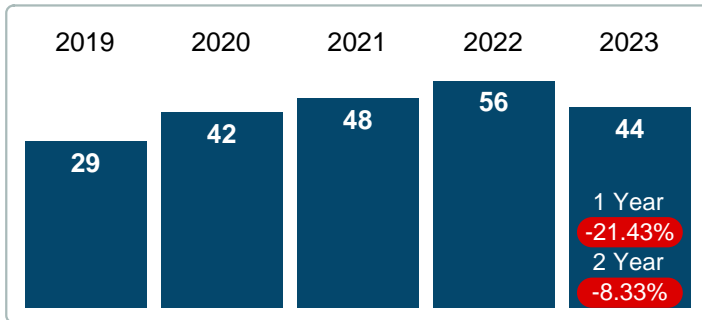
Area Delimited by County Of Bryan - Residential Property Type



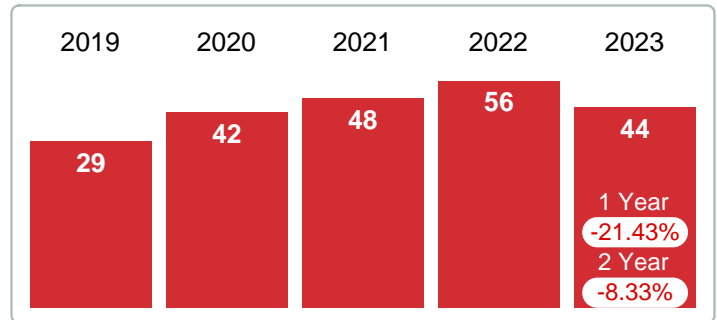
## PENDING LISTINGS

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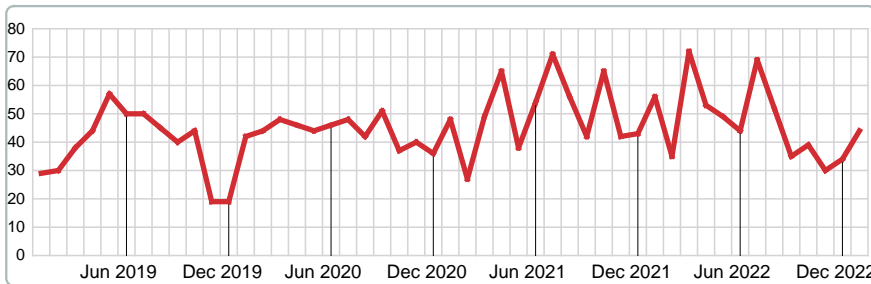
### JANUARY



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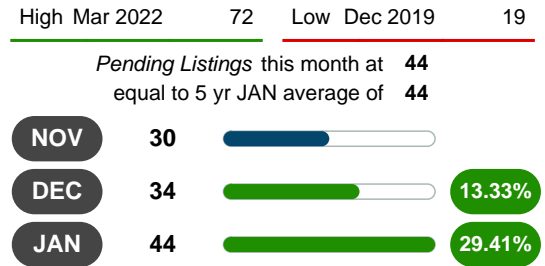


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 44



### 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	9.09%	18.0	0	4	0	0
\$125,001 - \$175,000	5	11.36%	25.8	1	2	1	1
\$175,001 - \$200,000	3	6.82%	67.7	0	2	1	0
\$200,001 - \$275,000	15	34.09%	37.1	0	14	1	0
\$275,001 - \$350,000	6	13.64%	50.7	0	4	2	0
\$350,001 - \$475,000	6	13.64%	45.7	0	4	2	0
\$475,001 and up	5	11.36%	78.0	0	3	1	1
<b>Total Pending Units</b>	<b>44</b>			<b>1</b>	<b>33</b>	<b>8</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>12,615,590</b>	<b>100%</b>	<b>7.4</b>	<b>129.00K</b>	<b>9.14M</b>	<b>2.72M</b>	<b>625.00K</b>
<b>Average Listing Price</b>	<b>\$304,450</b>			<b>\$129,000</b>	<b>\$277,028</b>	<b>\$339,956</b>	<b>\$312,500</b>

# January 2023



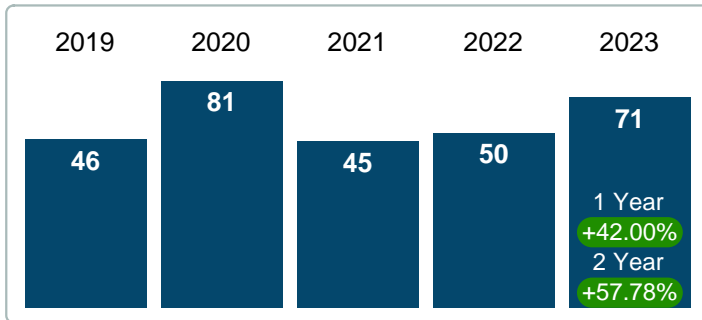
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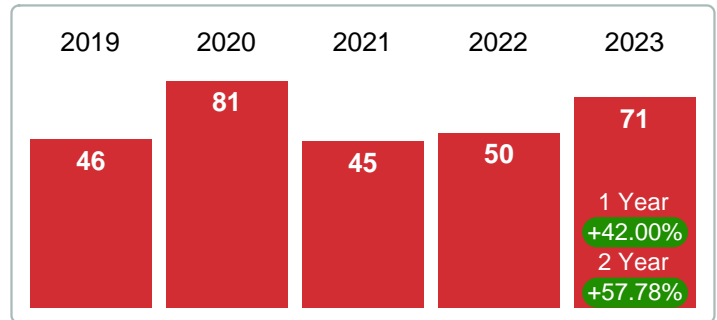
## NEW LISTINGS

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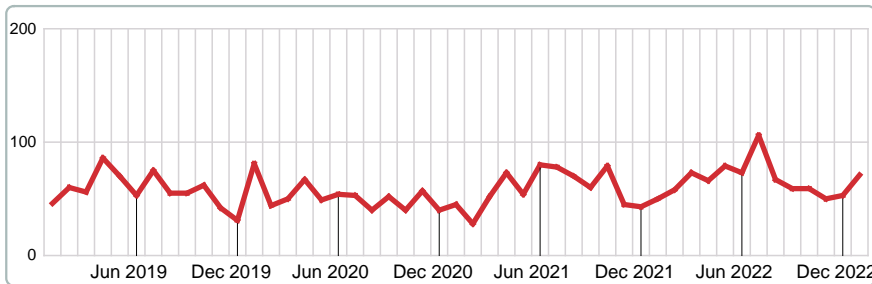
### JANUARY



### YEAR TO DATE (YTD)

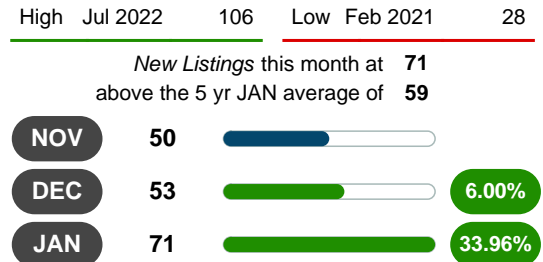


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 59



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	7	9.86%	5	2	0	0
\$125,001 - \$175,000	8	11.27%	3	4	1	0
\$175,001 - \$225,000	12	16.90%	0	10	2	0
\$225,001 - \$300,000	16	22.54%	0	10	6	0
\$300,001 - \$375,000	12	16.90%	0	8	3	1
\$375,001 - \$575,000	7	9.86%	0	4	2	1
\$575,001 and up	9	12.68%	0	3	5	1
<b>Total New Listed Units</b>	<b>71</b>		<b>8</b>	<b>41</b>	<b>19</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>28,518,761</b>	<b>100%</b>	<b>956.80K</b>	<b>16.80M</b>	<b>9.40M</b>	<b>1.36M</b>
<b>Average New Listed Listing Price</b>	<b>\$291,813</b>		<b>\$119,600</b>	<b>\$409,769</b>	<b>\$494,976</b>	<b>\$452,300</b>

# January 2023



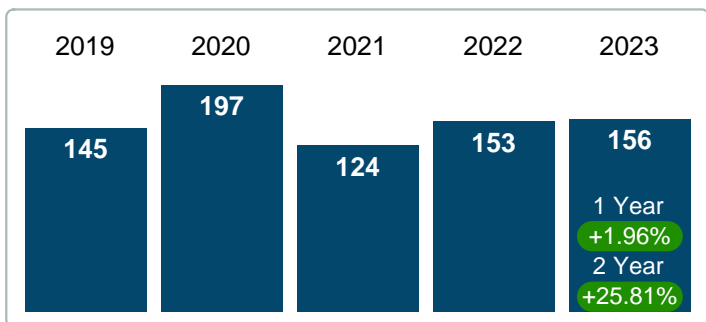
Area Delimited by County Of Bryan - Residential Property Type



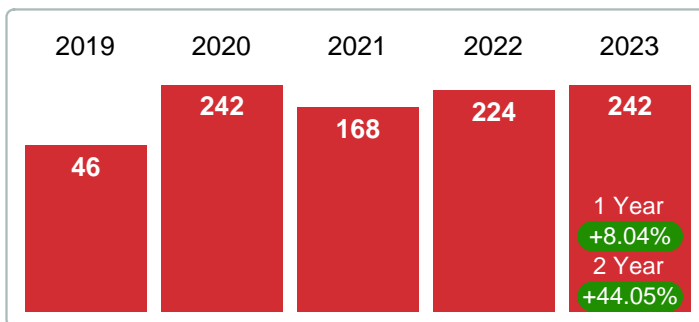
## ACTIVE INVENTORY

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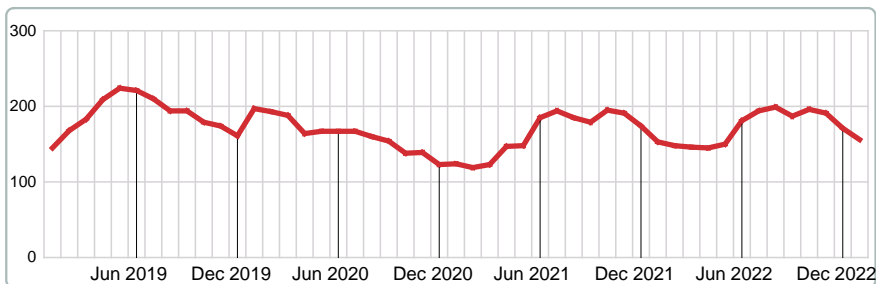
### END OF JANUARY



### ACTIVE DURING JANUARY

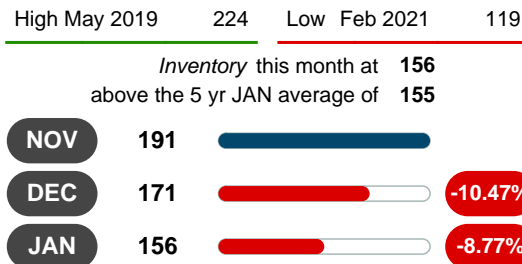


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 155



### 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	12	7.69%	78.1	5	7	0	0
\$100,001 - \$150,000	13	8.33%	32.1	8	3	2	0
\$150,001 - \$225,000	30	19.23%	82.0	1	23	6	0
\$225,001 - \$300,000	38	24.36%	84.6	1	26	11	0
\$300,001 - \$375,000	20	12.82%	64.4	1	10	8	1
\$375,001 - \$725,000	27	17.31%	82.9	1	12	10	4
\$725,001 and up	16	10.26%	102.5	2	7	7	0
<b>Total Active Inventory by Units</b>	<b>156</b>			<b>19</b>	<b>88</b>	<b>44</b>	<b>5</b>
<b>Total Active Inventory by Volume</b>	<b>65,918,117</b>	<b>100%</b>	<b>78.2</b>	<b>5.08M</b>	<b>34.65M</b>	<b>23.74M</b>	<b>2.45M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$422,552</b>			<b>\$267,221</b>	<b>\$393,712</b>	<b>\$539,622</b>	<b>\$490,180</b>

# January 2023



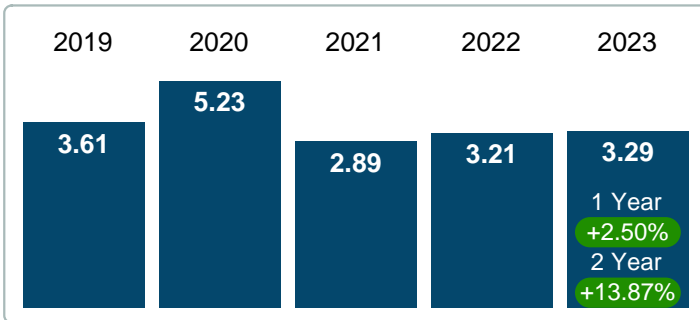
Area Delimited by County Of Bryan - Residential Property Type



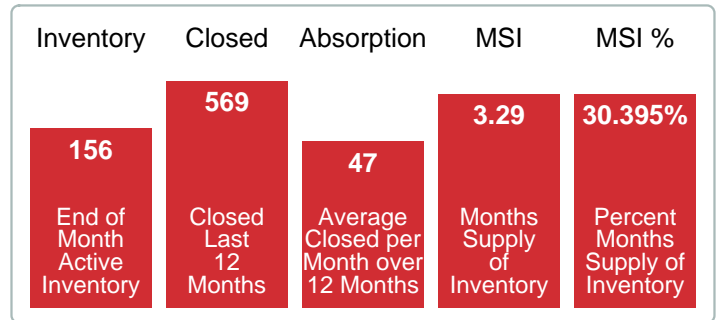
## MONTHS SUPPLY of INVENTORY (MSI)

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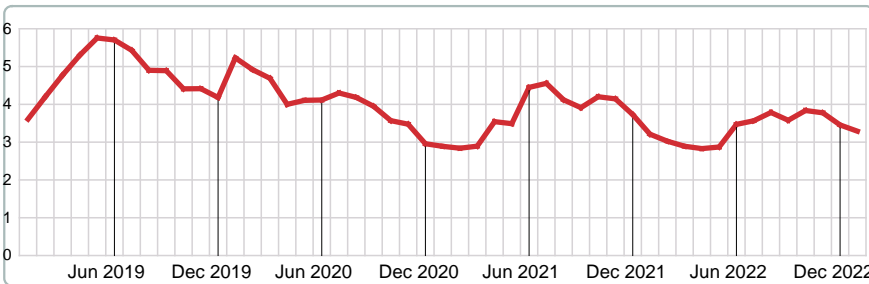
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2023

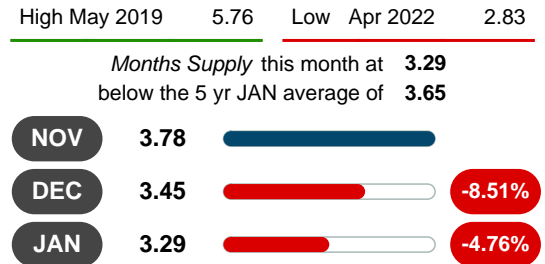


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 3.65



### 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	12	7.69%	3.43	2.73	4.42	0.00	0.00
\$100,001 - \$150,000	13	8.33%	2.33	4.57	1.03	2.40	0.00
\$150,001 - \$225,000	30	19.23%	2.48	1.09	2.40	3.79	0.00
\$225,001 - \$300,000	38	24.36%	2.41	6.00	2.71	1.89	0.00
\$300,001 - \$375,000	20	12.82%	3.75	6.00	3.75	3.31	12.00
\$375,001 - \$725,000	27	17.31%	7.04	4.00	7.58	7.06	6.86
\$725,001 and up	16	10.26%	12.00	0.00	21.00	10.50	0.00
Market Supply of Inventory (MSI)			3.29	3.74	3.12	3.45	3.75
Total Active Inventory by Units		100%	3.29	19	88	44	5

# January 2023



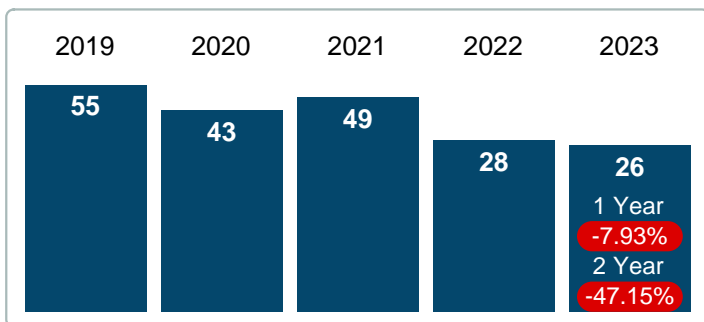
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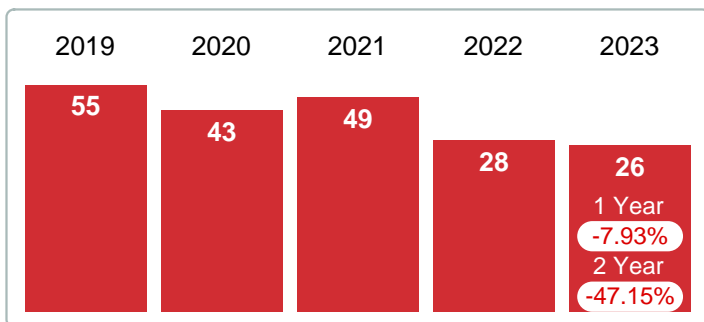
## AVERAGE DAYS ON MARKET TO SALE

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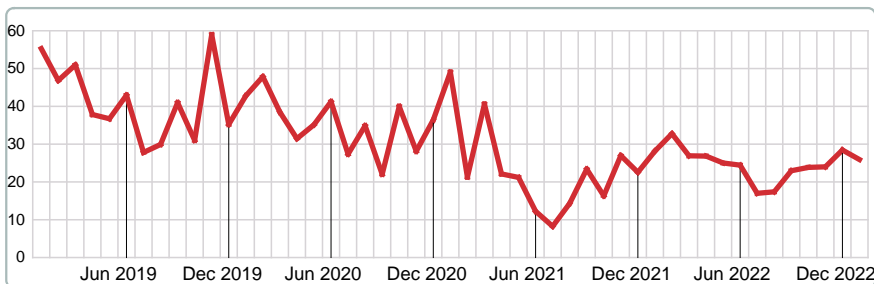
### JANUARY



### YEAR TO DATE (YTD)

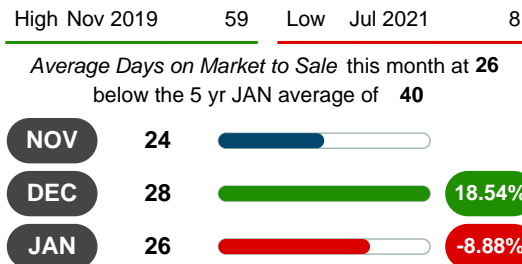


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 40



### 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
\$75,000 and less	7.69%	3	3	0	0	0
\$75,001 - \$125,000	11.54%	40	23	48	0	0
\$125,001 - \$200,000	11.54%	45	12	62	0	0
\$200,001 - \$300,000	34.62%	15	0	11	30	0
\$300,001 - \$350,000	7.69%	19	0	36	1	0
\$350,001 - \$450,000	15.38%	26	0	29	33	12
\$450,001 and up	11.54%	47	0	0	47	0
<b>Average Closed DOM</b>		<b>26</b>	<b>10</b>	<b>28</b>	<b>33</b>	<b>12</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>26</b>	<b>4</b>	<b>14</b>	<b>7</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>6,752,750</b>	<b>352.00K</b>	<b>3.31M</b>	<b>2.74M</b>	<b>351.00K</b>

# January 2023



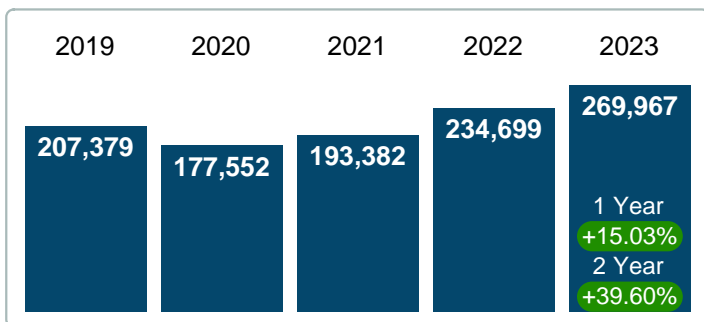
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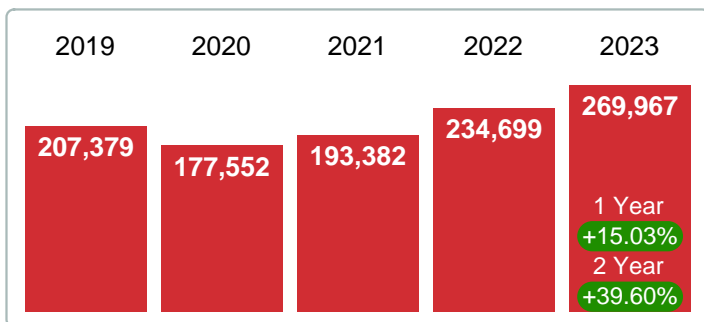
## AVERAGE LIST PRICE AT CLOSING

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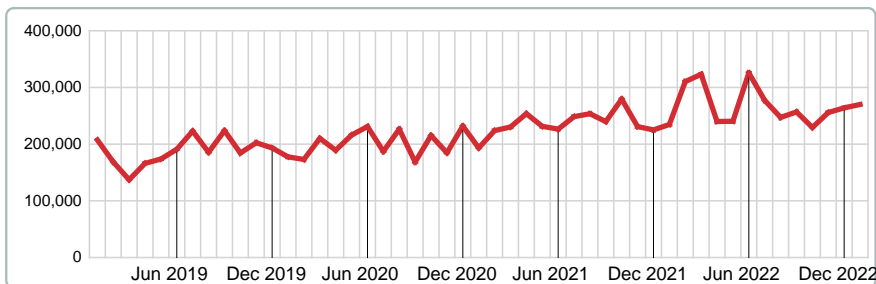
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

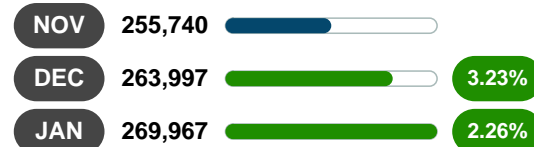


### 3 MONTHS

5 year JAN AVG = 216,596

High Jun 2022 325,604 Low Mar 2019 137,229

Average List Price at Closing this month at **269,967**  
above the 5 yr JAN average of **216,596**



### 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
\$75,000 and less	7.69%	38,500	38,500	0	0	0
\$75,001 - \$125,000	11.54%	112,667	125,000	106,500	0	0
\$125,001 - \$200,000	11.54%	153,667	169,500	145,750	0	0
\$200,001 - \$300,000	30.77%	244,313	0	257,914	229,500	0
\$300,001 - \$350,000	7.69%	315,825	0	355,000	321,750	0
\$350,001 - \$450,000	19.23%	373,800	0	374,000	377,000	389,000
\$450,001 and up	11.54%	562,667	0	0	562,667	0
<b>Average List Price</b>		<b>269,967</b>	<b>92,875</b>	<b>243,779</b>	<b>406,536</b>	<b>389,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>269,967</b>	<b>4</b>	<b>14</b>	<b>7</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>7,019,150</b>	<b>371.50K</b>	<b>3.41M</b>	<b>2.85M</b>	<b>389.00K</b>



# January 2023



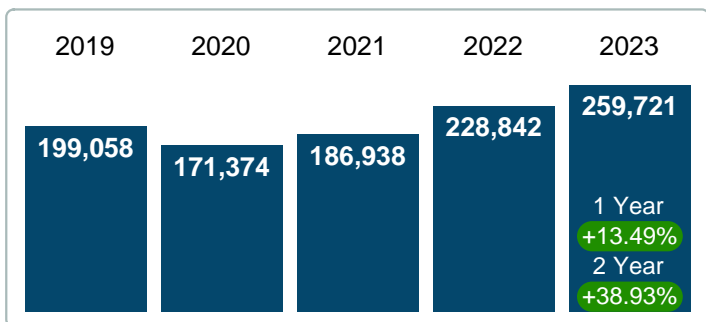
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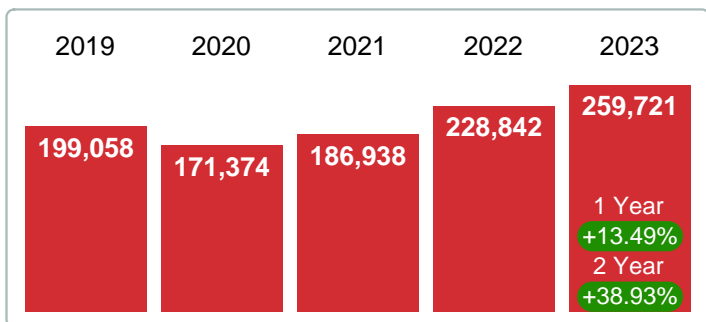
## AVERAGE SOLD PRICE AT CLOSING

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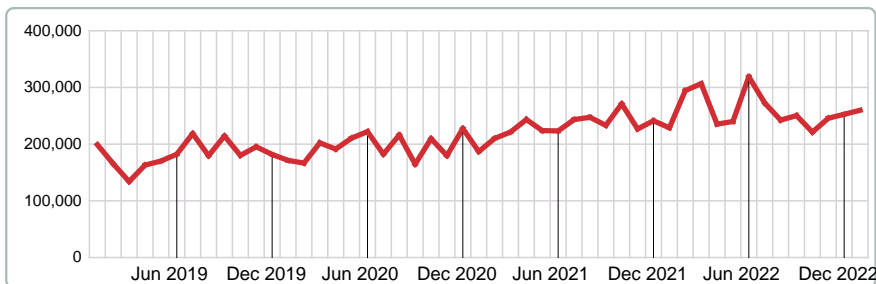
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

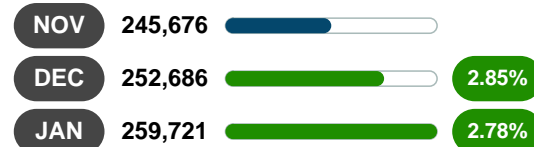


### 3 MONTHS

5 year JAN AVG = 209,187

High Jun 2022 318,832 Low Mar 2019 134,075

Average Sold Price at Closing this month at **259,721**  
above the 5 yr JAN average of **209,187**



### 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
\$75,000 and less	7.69%	34,500	34,500	0	0	0
\$75,001 - \$125,000	11.54%	99,000	118,000	89,500	0	0
\$125,001 - \$200,000	11.54%	148,333	165,000	140,000	0	0
\$200,001 - \$300,000	34.62%	245,056	0	250,929	224,500	0
\$300,001 - \$350,000	7.69%	334,125	0	346,500	321,750	0
\$350,001 - \$450,000	15.38%	364,750	0	374,000	360,000	351,000
\$450,001 and up	11.54%	536,333	0	0	536,333	0
<b>Average Sold Price</b>		<b>259,721</b>	<b>88,000</b>	<b>236,429</b>	<b>391,393</b>	<b>351,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>26</b>	<b>4</b>	<b>14</b>	<b>7</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>6,752,750</b>	<b>352.00K</b>	<b>3.31M</b>	<b>2.74M</b>	<b>351.00K</b>

# January 2023



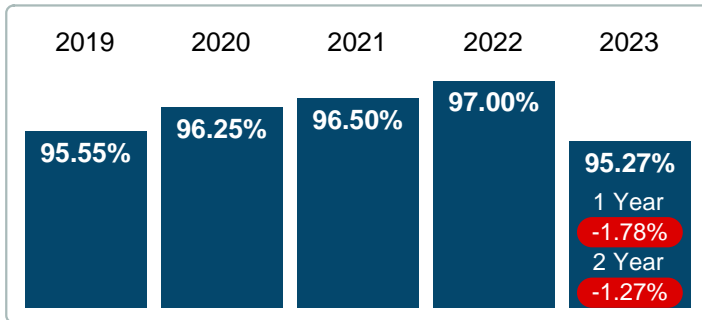
Area Delimited by County Of Bryan - Residential Property Type



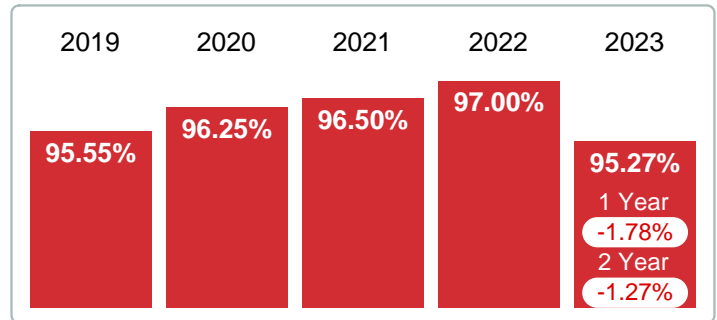
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Feb 13, 2023 for MLS Technology Inc.

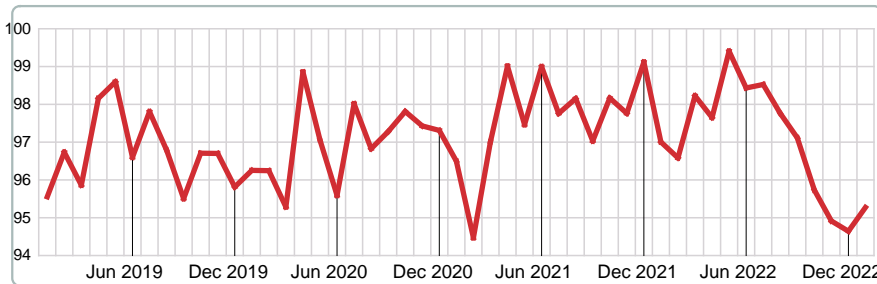
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

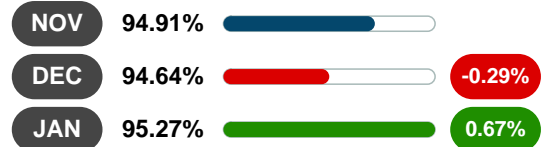


### 3 MONTHS

5 year JAN AVG = 96.12%

High May 2022 99.41% Low Feb 2021 94.47%

Average Sold/List Ratio this month at **95.27%**  
below the 5 yr JAN average of **96.12%**



### 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
\$75,000 and less	2	7.69%	88.57%	88.57%	0.00%	0.00%	0.00%
\$75,001 - \$125,000	3	11.54%	87.54%	94.40%	84.11%	0.00%	0.00%
\$125,001 - \$200,000	3	11.54%	96.51%	97.35%	96.10%	0.00%	0.00%
\$200,001 - \$300,000	9	34.62%	97.45%	0.00%	97.34%	97.80%	0.00%
\$300,001 - \$350,000	2	7.69%	98.80%	0.00%	97.61%	100.00%	0.00%
\$350,001 - \$450,000	4	15.38%	96.43%	0.00%	100.00%	95.49%	90.23%
\$450,001 and up	3	11.54%	95.83%	0.00%	0.00%	95.83%	0.00%
Average Sold/List Ratio		95.30%		92.22%	95.67%	96.94%	90.23%
Total Closed Units		26	100%	4	14	7	1
Total Closed Volume		6,752,750		352.00K	3.31M	2.74M	351.00K

# January 2023



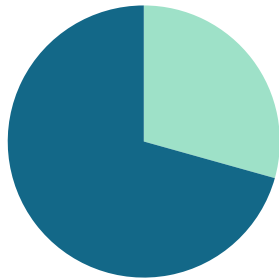
Area Delimited by County Of Bryan - Residential Property Type



## MARKET SUMMARY

Report produced on Feb 13, 2023 for MLS Technology Inc.

### INVENTORY

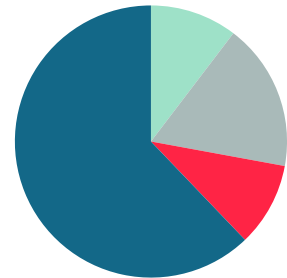


**Inventory**  
 New Listings  
**71 = 29.34%**  
 Start Inventory  
**171**  
 Total Inventory Units  
**242**  
 Volume  
**\$92,592,657**

### Market Activity

Closed Sales  
**26 = 10.36%**  
 Pending Sales  
**44 = 17.53%**  
 Other Off Market  
**25 = 9.96%**  
 Active Inventory  
**156 = 62.15%**

### MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	51	26	-49.02%	51	26	-49.02%
Pending Sales	56	44	-21.43%	56	44	-21.43%
New Listings	50	71	42.00%	50	71	42.00%
Average List Price	234,699	269,967	15.03%	234,699	269,967	15.03%
Average Sale Price	228,842	259,721	13.49%	228,842	259,721	13.49%
Average Percent of Selling Price to List Price	97.00%	95.27%	-1.78%	97.00%	95.27%	-1.78%
Average Days on Market to Sale	28.16	25.92	-7.93%	28.16	25.92	-7.93%
Monthly Inventory	153	156	1.96%	153	156	1.96%
Months Supply of Inventory	3.21	3.29	2.50%	3.21	3.29	2.50%

**Absorption:** Last 12 months, an Average of **47** Sales/Month

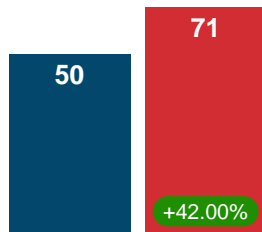
**Inventory** on January 31, 2023 = **156**

**2022** **2023**

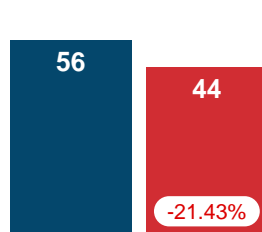
### JANUARY MARKET

### AVERAGE PRICES

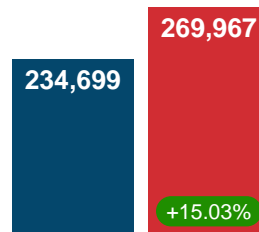
#### New Listings



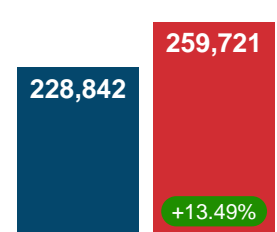
#### Pending Listings



#### List Price



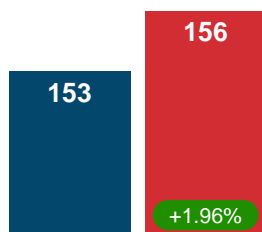
#### Sale Price



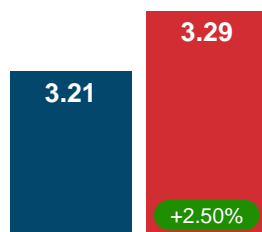
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

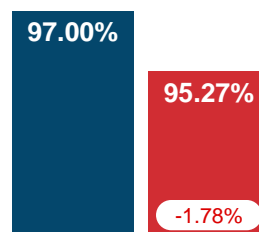
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

