

February 2023



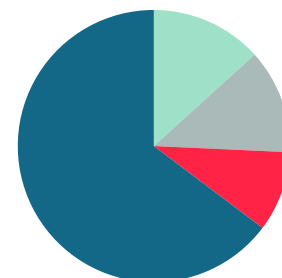
Area Delimited by County Of Bryan - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | February | | |
|--|----------|---------|---------|
| | 2022 | 2023 | +/-% |
| Closed Listings | 42 | 32 | -23.81% |
| Pending Listings | 35 | 30 | -14.29% |
| New Listings | 58 | 46 | -20.69% |
| Average List Price | 310,337 | 276,376 | -10.94% |
| Average Sale Price | 294,472 | 265,759 | -9.75% |
| Average Percent of Selling Price to List Price | 96.58% | 96.31% | -0.28% |
| Average Days on Market to Sale | 32.76 | 38.91 | 18.75% |
| End of Month Inventory | 148 | 156 | 5.41% |
| Months Supply of Inventory | 3.03 | 3.35 | 10.69% |



■ Closed (13.28%)
■ Pending (12.45%)
■ Other OffMarket (9.54%)
■ Active (64.73%)

Absorption: Last 12 months, an Average of **47** Sales/Month
Active Inventory as of February 28, 2023 = **156**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of February 2023 rose **5.41%** 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 **3.35** 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 **9.75%** in February 2023 to \$265,759 versus the previous year at \$294,472.

Average Days on Market Lengthens

The average number of **38.91** days that homes spent on the market before selling increased by 6.14 days or **18.75%** in February 2023 compared to last year's same month at **32.76** DOM.

Sales Success for February 2023 is Positive

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

There were 46 New Listings in February 2023, down **20.69%** from last year at 58. Furthermore, there were 32 Closed Listings this month versus last year at 42, a **-23.81%** decrease.

Closed versus Listed trends yielded a **69.6%** ratio, down from previous year's, February 2022, at **72.4%**, a **3.93%** downswing. This will certainly create pressure on an increasing Monthly Supply of Inventory (MSI) in the months to come.

What's in this Issue

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| Inventory | 5 |
| Months Supply of Inventory | 6 |
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| Average List Price at Closing | 8 |
| Average Sale Price at Closing | 9 |
| Average Percent of Selling Price to List Price | 10 |
| Market Summary | 11 |

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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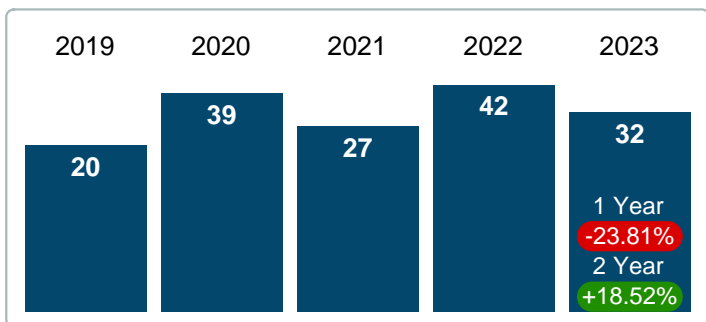
Area Delimited by County Of Bryan - Residential Property Type



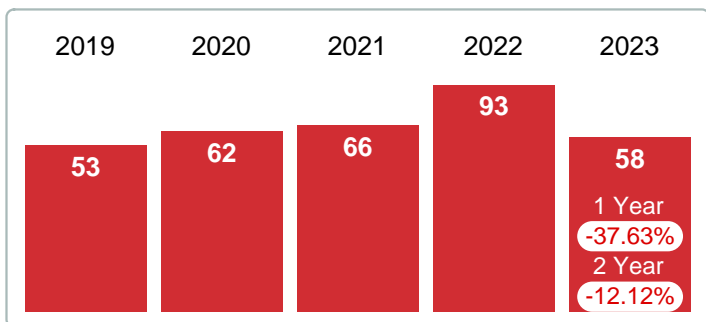
CLOSED LISTINGS

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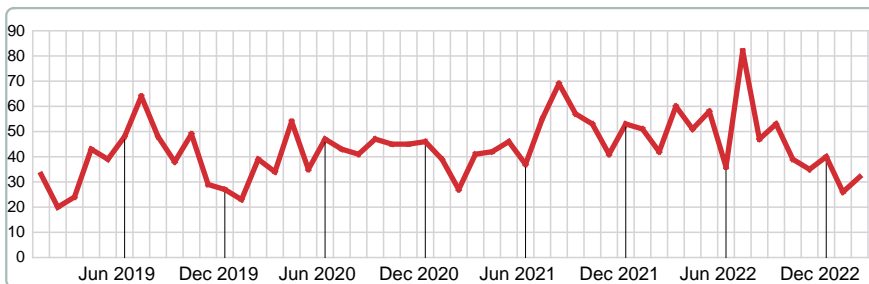
FEBRUARY



YEAR TO DATE (YTD)

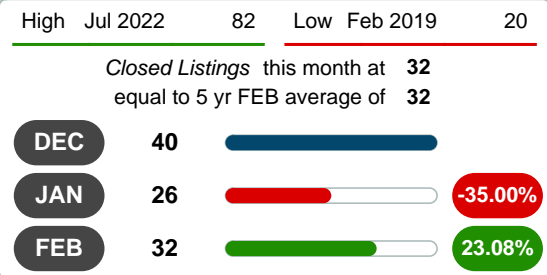


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 32



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 | 1 | 3.13% | 46.0 | 0 | 1 | 0 | 0 |
| \$75,001 - \$150,000 | 4 | 12.50% | 24.5 | 1 | 2 | 1 | 0 |
| \$150,001 - \$200,000 | 7 | 21.88% | 20.0 | 1 | 5 | 1 | 0 |
| \$200,001 - \$250,000 | 7 | 21.88% | 47.0 | 0 | 7 | 0 | 0 |
| \$250,001 - \$325,000 | 5 | 15.63% | 34.2 | 0 | 4 | 1 | 0 |
| \$325,001 - \$475,000 | 4 | 12.50% | 23.8 | 0 | 3 | 1 | 0 |
| \$475,001 and up | 4 | 12.50% | 91.5 | 0 | 2 | 1 | 1 |
| Total Closed Units | 32 | | | 2 | 24 | 5 | 1 |
| Total Closed Volume | 8,504,300 | 100% | 38.9 | 299.00K | 6.21M | 1.50M | 495.00K |
| Average Closed Price | \$265,759 | | | \$149,500 | \$258,683 | \$300,380 | \$495,000 |

February 2023



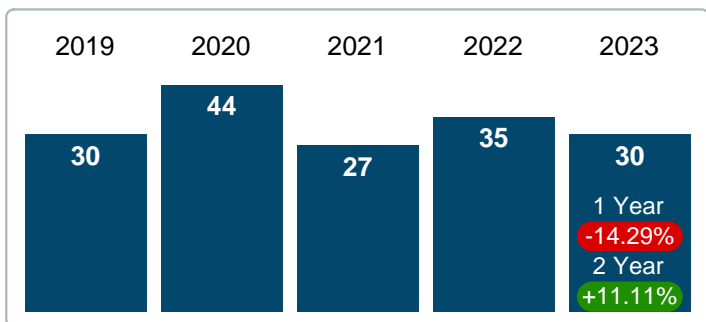
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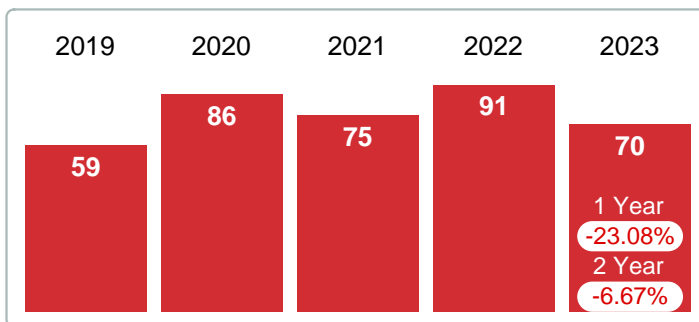
PENDING LISTINGS

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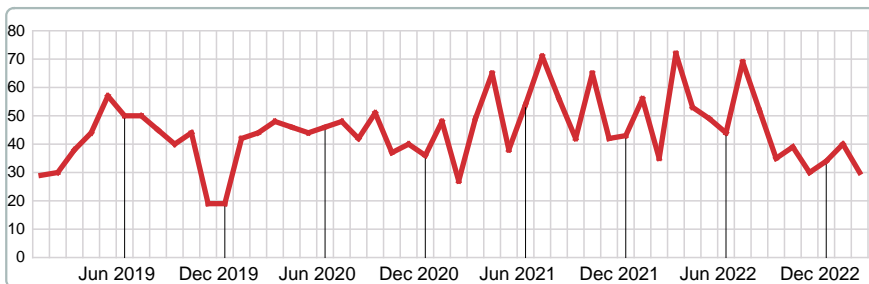
FEBRUARY



YEAR TO DATE (YTD)

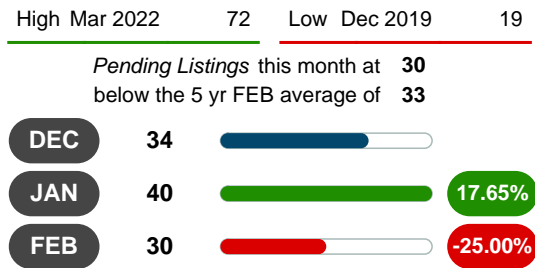


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 33



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|------------------|-------------|------------|------------------|------------------|------------------|------------------|
| \$140,000 and less | 3 | 10.00% | 34.3 | 3 | 0 | 0 | 0 |
| \$140,001 - \$160,000 | 3 | 10.00% | 20.3 | 1 | 1 | 1 | 0 |
| \$160,001 - \$250,000 | 4 | 13.33% | 87.3 | 0 | 4 | 0 | 0 |
| \$250,001 - \$300,000 | 8 | 26.67% | 42.4 | 0 | 6 | 2 | 0 |
| \$300,001 - \$330,000 | 5 | 16.67% | 50.8 | 0 | 2 | 3 | 0 |
| \$330,001 - \$480,000 | 4 | 13.33% | 21.3 | 1 | 2 | 0 | 1 |
| \$480,001 and up | 3 | 10.00% | 65.7 | 0 | 3 | 0 | 0 |
| Total Pending Units | 30 | | | 5 | 18 | 6 | 1 |
| Total Pending Volume | 8,602,600 | 100% | 0.0 | 782.40K | 5.79M | 1.64M | 389.00K |
| Average Listing Price | \$0 | | | \$156,480 | \$321,575 | \$273,808 | \$389,000 |

February 2023



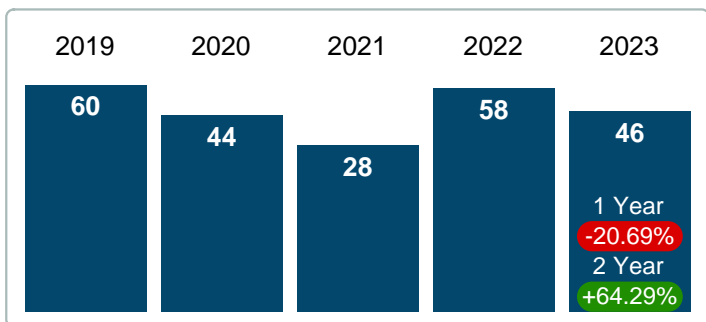
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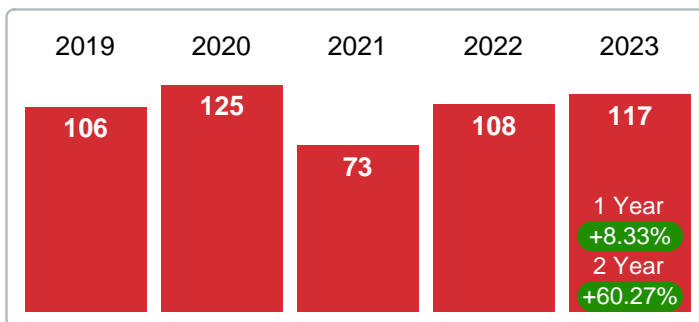
NEW LISTINGS

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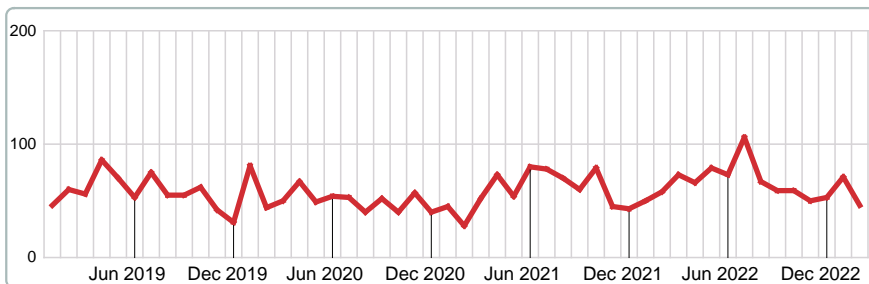
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 47

High Jul 2022 106 Low Feb 2021 28

New Listings this month at 46
below the 5 yr FEB average of 47



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range | | % | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|------------------|------------------|------------------|--------------|
| \$120,000 and less | 5 | 10.87% | 1 | 3 | 1 | 0 |
| \$120,001 - \$160,000 | 5 | 10.87% | 2 | 2 | 1 | 0 |
| \$160,001 - \$230,000 | 7 | 15.22% | 1 | 5 | 1 | 0 |
| \$230,001 - \$300,000 | 10 | 21.74% | 0 | 6 | 4 | 0 |
| \$300,001 - \$360,000 | 8 | 17.39% | 0 | 6 | 2 | 0 |
| \$360,001 - \$480,000 | 7 | 15.22% | 1 | 4 | 2 | 0 |
| \$480,001 and up | 4 | 8.70% | 0 | 2 | 2 | 0 |
| Total New Listed Units | 46 | | 5 | 28 | 13 | 0 |
| Total New Listed Volume | 14,214,358 | 100% | 964.90K | 8.08M | 5.17M | 0.00B |
| Average New Listed Listing Price | \$0 | | \$192,980 | \$288,607 | \$397,574 | \$0 |

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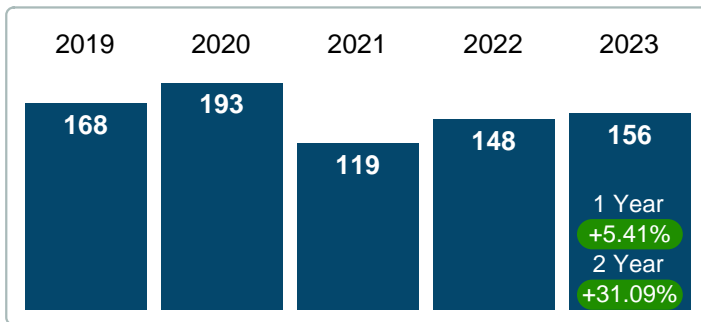
Area Delimited by County Of Bryan - Residential Property Type



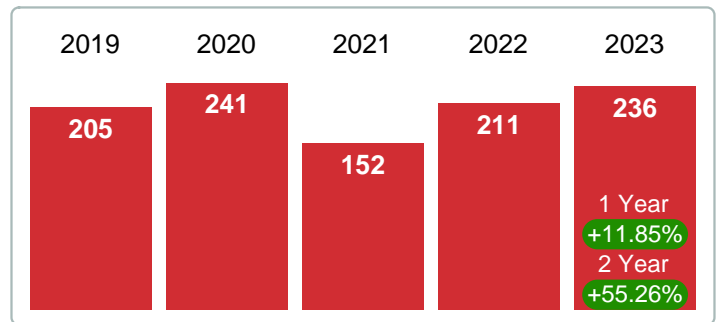
ACTIVE INVENTORY

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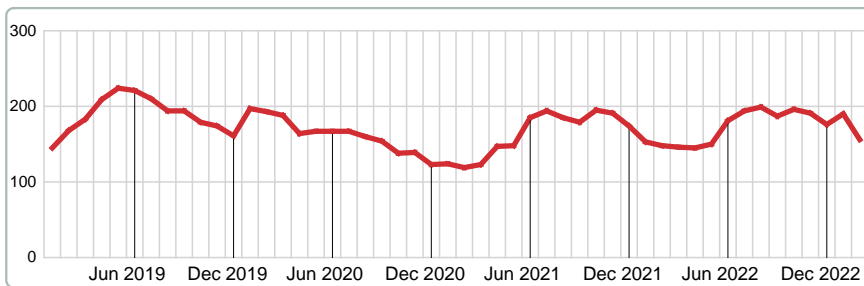
END OF FEBRUARY



ACTIVE DURING FEBRUARY

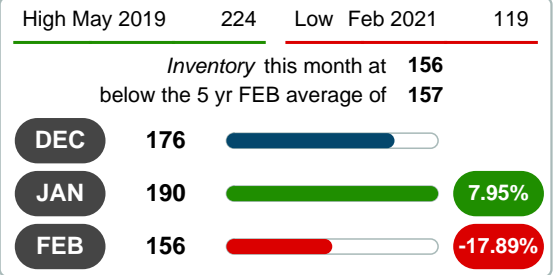


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 157



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 | 10 | 6.41% | 90.3 | 3 | 7 | 0 | 0 |
| \$100,001 - \$150,000 | 19 | 12.18% | 51.2 | 6 | 10 | 3 | 0 |
| \$150,001 - \$200,000 | 24 | 15.38% | 88.9 | 1 | 18 | 5 | 0 |
| \$200,001 - \$300,000 | 44 | 28.21% | 87.4 | 3 | 31 | 10 | 0 |
| \$300,001 - \$375,000 | 20 | 12.82% | 62.5 | 1 | 12 | 7 | 0 |
| \$375,001 - \$725,000 | 23 | 14.74% | 91.3 | 1 | 11 | 9 | 2 |
| \$725,001 and up | 16 | 10.26% | 120.1 | 1 | 7 | 8 | 0 |
| Total Active Inventory by Units | 156 | | | 16 | 96 | 42 | 2 |
| Total Active Inventory by Volume | 63,877,876 | 100% | 84.1 | 3.52M | 35.91M | 23.22M | 1.24M |
| Average Active Inventory Listing Price | \$409,474 | | | \$219,725 | \$374,030 | \$552,773 | \$619,450 |

February 2023



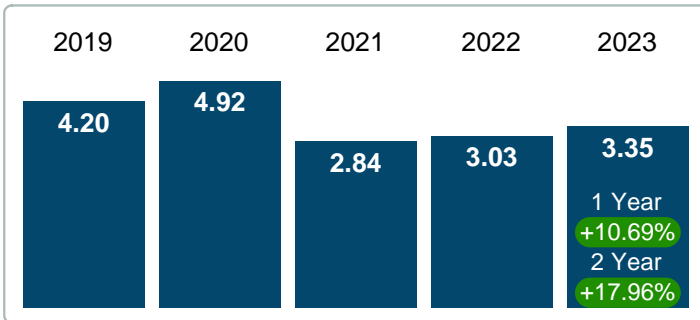
Area Delimited by County Of Bryan - Residential Property Type



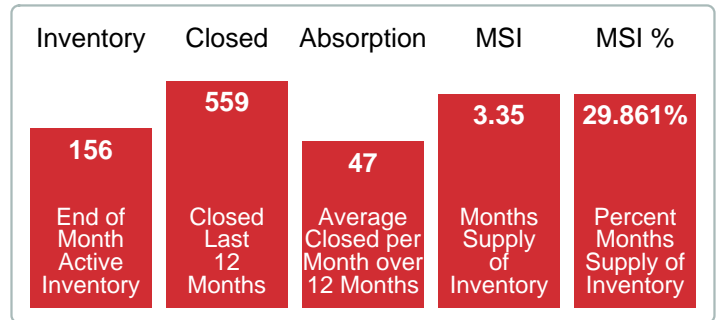
MONTHS SUPPLY of INVENTORY (MSI)

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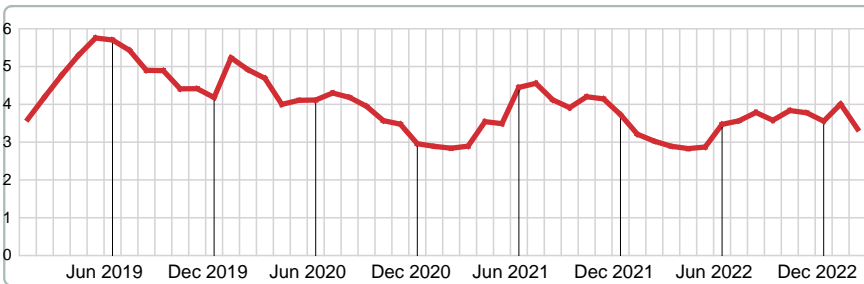
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2023



5 YEAR MARKET ACTIVITY TRENDS

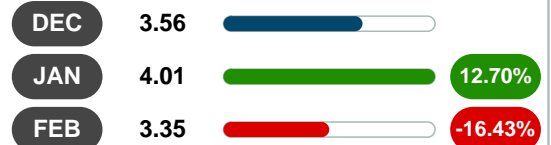


3 MONTHS

5 year FEB AVG = 3.67

High May 2019 5.76 Low Apr 2022 2.83

Months Supply this month at 3.35 below the 5 yr FEB average of 3.67



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 | 10 | 6.41% | 2.86 | 1.80 | 4.20 | 0.00 | 0.00 |
| \$100,001 - \$150,000 | 19 | 12.18% | 3.62 | 4.00 | 3.53 | 3.60 | 0.00 |
| \$150,001 - \$200,000 | 24 | 15.38% | 3.79 | 1.20 | 3.79 | 6.67 | 0.00 |
| \$200,001 - \$300,000 | 44 | 28.21% | 2.05 | 9.00 | 2.11 | 1.60 | 0.00 |
| \$300,001 - \$375,000 | 20 | 12.82% | 3.81 | 6.00 | 4.24 | 3.23 | 0.00 |
| \$375,001 - \$725,000 | 23 | 14.74% | 6.27 | 6.00 | 7.76 | 6.00 | 3.43 |
| \$725,001 and up | 16 | 10.26% | 13.71 | 0.00 | 28.00 | 13.71 | 0.00 |
| Market Supply of Inventory (MSI) | | | 3.35 | 3.43 | 3.38 | 3.45 | 1.50 |
| Total Active Inventory by Units | | 100% | 3.35 | 16 | 96 | 42 | 2 |

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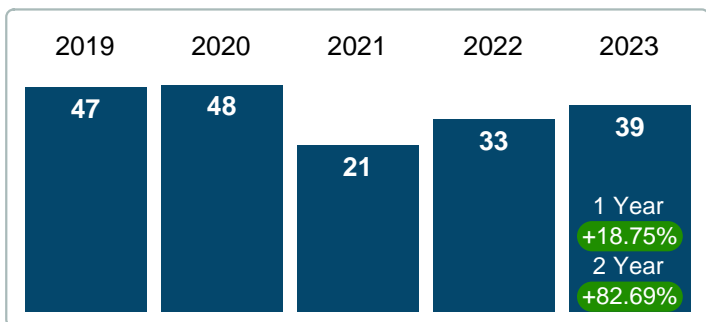
Area Delimited by County Of Bryan - Residential Property Type



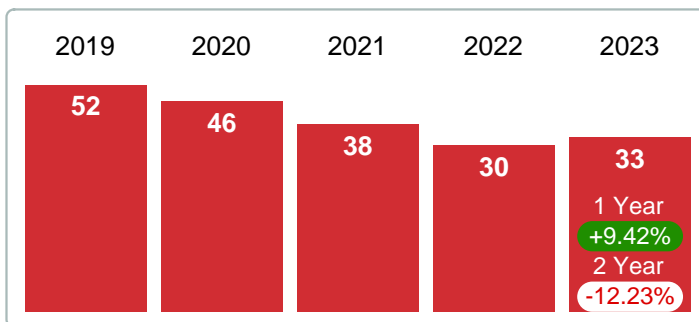
AVERAGE DAYS ON MARKET TO SALE

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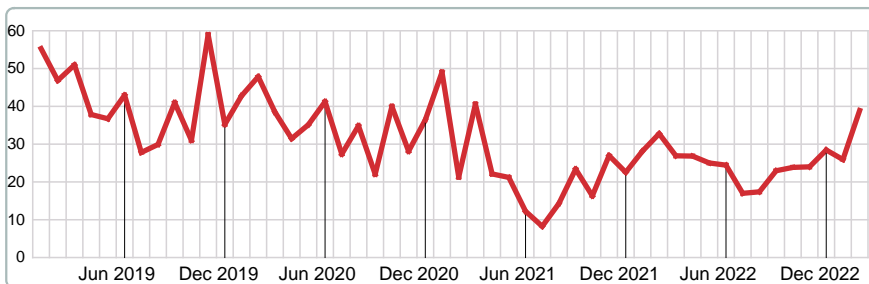
FEBRUARY



YEAR TO DATE (YTD)

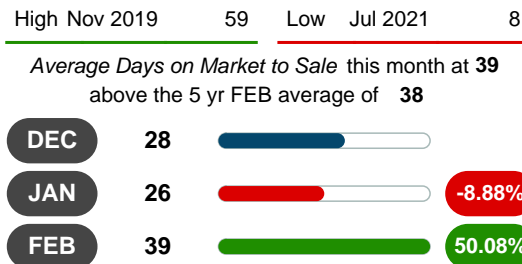


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 38



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 | 3.13% | 46 | 0 | 46 | 0 | 0 |
| \$75,001 - \$150,000 | 12.50% | 25 | 48 | 10 | 30 | 0 |
| \$150,001 - \$200,000 | 21.88% | 20 | 65 | 9 | 29 | 0 |
| \$200,001 - \$250,000 | 21.88% | 47 | 0 | 47 | 0 | 0 |
| \$250,001 - \$325,000 | 15.63% | 34 | 0 | 34 | 35 | 0 |
| \$325,001 - \$475,000 | 12.50% | 24 | 0 | 31 | 1 | 0 |
| \$475,001 and up | 12.50% | 92 | 0 | 141 | 13 | 72 |
| Average Closed DOM | | 39 | 57 | 40 | 22 | 72 |
| Total Closed Units | 100% | 32 | 2 | 24 | 5 | 1 |
| Total Closed Volume | | 8,504,300 | 299.00K | 6.21M | 1.50M | 495.00K |

February 2023



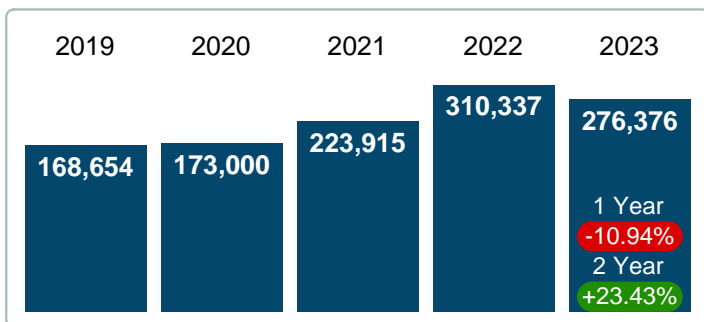
Area Delimited by County Of Bryan - Residential Property Type



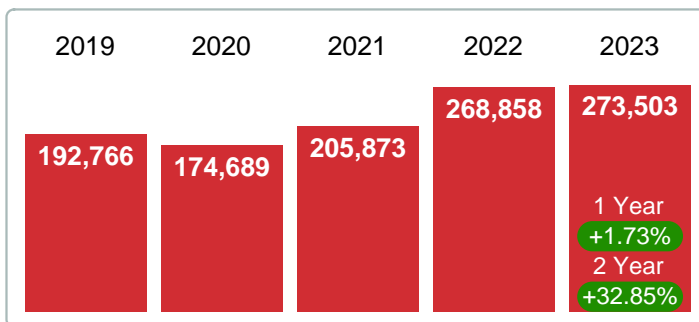
AVERAGE LIST PRICE AT CLOSING

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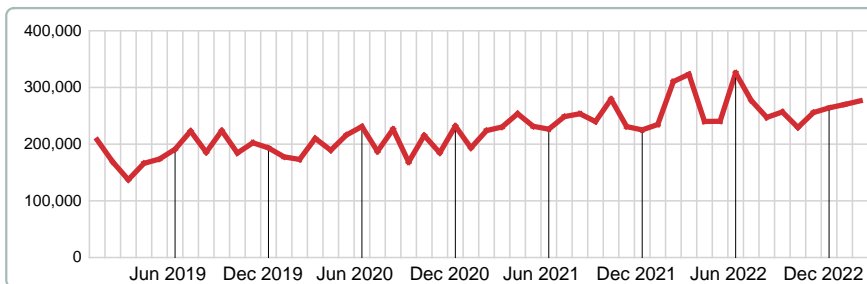
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

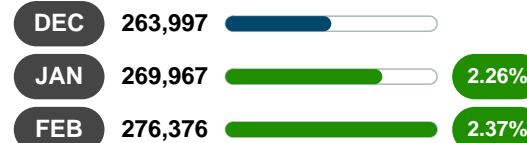


3 MONTHS

5 year FEB AVG = 230,456

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

Average List Price at Closing this month at **276,376**
above the 5 yr FEB average of **230,456**



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 | 0.00% | 0 | 0 | 83,000 | 0 | 0 |
| \$75,001 - \$150,000 | 15.63% | 100,300 | 129,000 | 96,250 | 97,000 | 0 |
| \$150,001 - \$200,000 | 18.75% | 173,982 | 199,000 | 178,978 | 170,000 | 0 |
| \$200,001 - \$250,000 | 21.88% | 222,486 | 0 | 231,771 | 0 | 0 |
| \$250,001 - \$325,000 | 21.88% | 281,114 | 0 | 274,475 | 259,900 | 0 |
| \$325,001 - \$475,000 | 9.38% | 389,833 | 0 | 353,167 | 435,000 | 0 |
| \$475,001 and up | 12.50% | 650,988 | 0 | 759,975 | 589,000 | 495,000 |
| Average List Price | | 276,376 | 164,000 | 269,589 | 310,180 | 495,000 |
| Total Closed Units | 100% | 276,376 | 2 | 24 | 5 | 1 |
| Total Closed Volume | | 8,844,040 | 328.00K | 6.47M | 1.55M | 495.00K |

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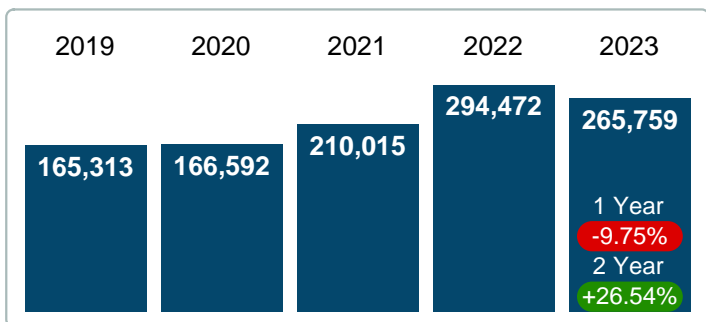
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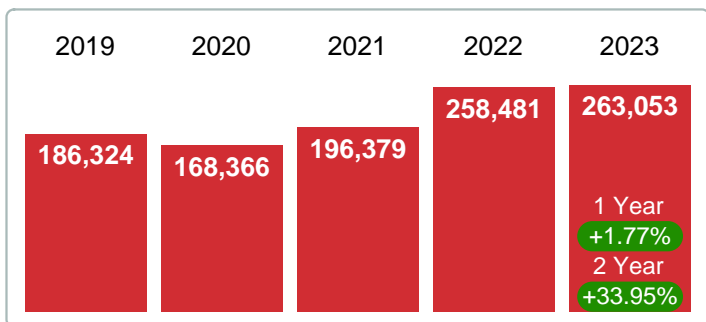
AVERAGE SOLD PRICE AT CLOSING

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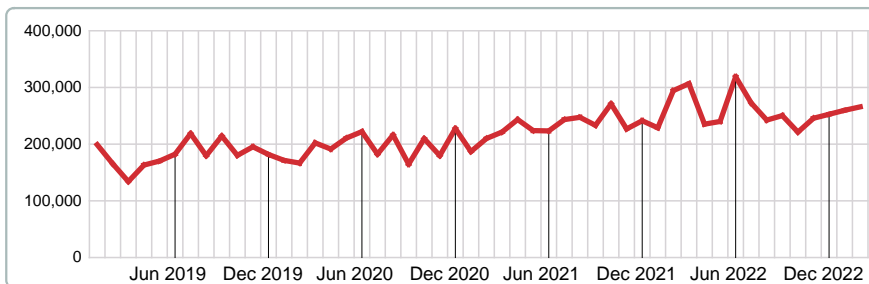
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

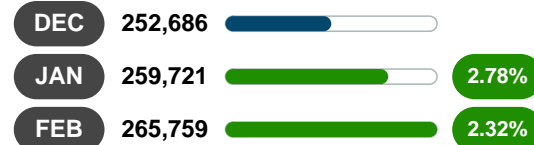


3 MONTHS

5 year FEB AVG = 220,430

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

Average Sold Price at Closing this month at **265,759** above the 5 yr FEB average of **220,430**



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 | 3.13% | 69,000 | 0 | 69,000 | 0 | 0 |
| \$75,001 - \$150,000 | 12.50% | 102,625 | 129,000 | 93,250 | 95,000 | 0 |
| \$150,001 - \$200,000 | 21.88% | 172,643 | 170,000 | 173,700 | 170,000 | 0 |
| \$200,001 - \$250,000 | 21.88% | 218,429 | 0 | 218,429 | 0 | 0 |
| \$250,001 - \$325,000 | 15.63% | 268,160 | 0 | 270,225 | 259,900 | 0 |
| \$325,001 - \$475,000 | 12.50% | 367,375 | 0 | 344,833 | 435,000 | 0 |
| \$475,001 and up | 12.50% | 619,250 | 0 | 720,000 | 542,000 | 495,000 |
| Average Sold Price | | 265,759 | 149,500 | 258,683 | 300,380 | 495,000 |
| Total Closed Units | 100% | 265,759 | 2 | 24 | 5 | 1 |
| Total Closed Volume | | 8,504,300 | 299.00K | 6.21M | 1.50M | 495.00K |

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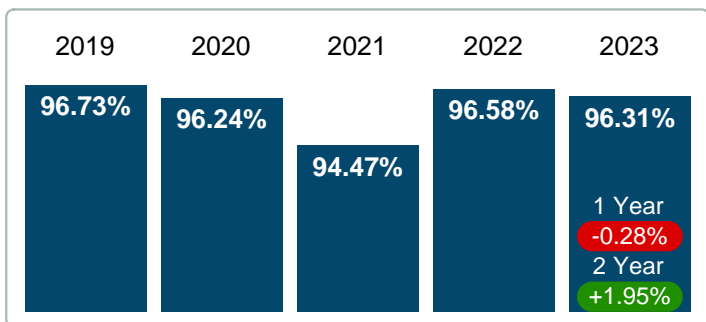
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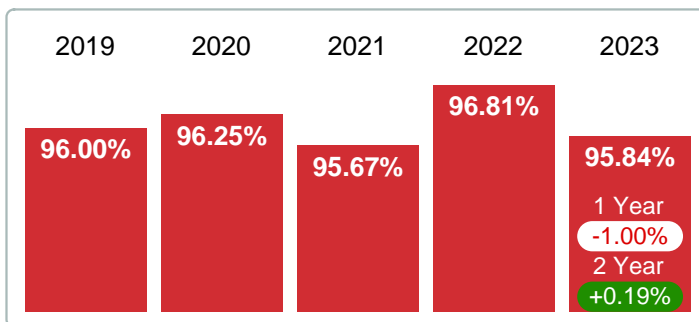
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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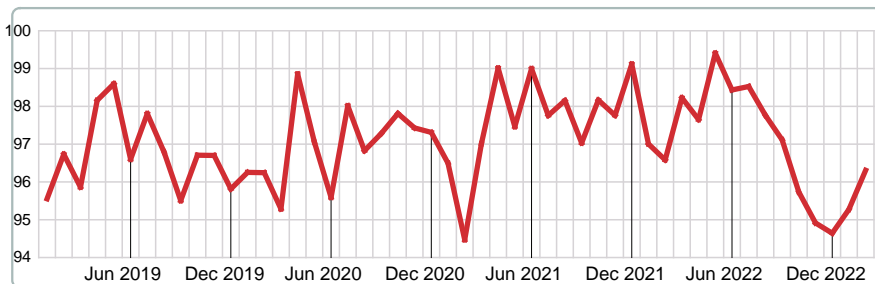
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

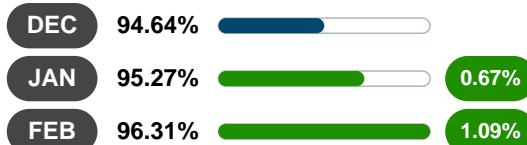


3 MONTHS

5 year FEB AVG = 96.07%

High May 2022 99.41% Low Feb 2021 94.47%

Average Sold/List Ratio this month at **96.31%** equal to 5 yr FEB average of **96.07%**



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 | 1 | 3.13% | 83.13% | 0.00% | 83.13% | 0.00% | 0.00% |
| \$75,001 - \$150,000 | 4 | 12.50% | 97.94% | 100.00% | 96.90% | 97.94% | 0.00% |
| \$150,001 - \$200,000 | 7 | 21.88% | 96.04% | 85.43% | 97.37% | 100.00% | 0.00% |
| \$200,001 - \$250,000 | 7 | 21.88% | 95.15% | 0.00% | 95.15% | 0.00% | 0.00% |
| \$250,001 - \$325,000 | 5 | 15.63% | 98.73% | 0.00% | 98.42% | 100.00% | 0.00% |
| \$325,001 - \$475,000 | 4 | 12.50% | 98.44% | 0.00% | 97.92% | 100.00% | 0.00% |
| \$475,001 and up | 4 | 12.50% | 95.31% | 0.00% | 94.62% | 92.02% | 100.00% |
| Average Sold/List Ratio | | 96.30% | | 92.71% | 96.10% | 97.99% | 100.00% |
| Total Closed Units | | 32 | 100% | 2 | 24 | 5 | 1 |
| Total Closed Volume | | 8,504,300 | | 299.00K | 6.21M | 1.50M | 495.00K |

February 2023



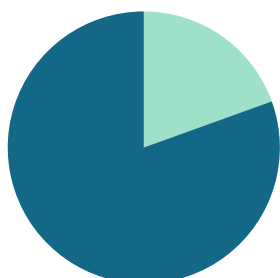
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

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

INVENTORY

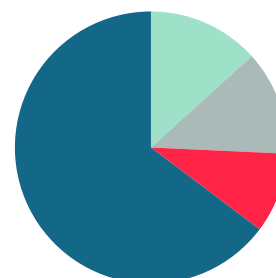


Inventory
 New Listings
46 = 19.49%
 Start Inventory
190
 Total Inventory Units
236
 Volume
\$89,246,815

Market Activity

Closed Sales
32 = 13.28%
 Pending Sales
30 = 12.45%
 Other Off Market
23 = 9.54%
 Active Inventory
156 = 64.73%

MARKET ACTIVITY



| Compared Metrics | February | | | Year to Date | | |
|--|----------|---------|---------|--------------|---------|---------|
| | 2022 | 2023 | +/-% | 2022 | 2023 | +/-% |
| Closed Sales | 42 | 32 | -23.81% | 93 | 58 | -37.63% |
| Pending Sales | 35 | 30 | -14.29% | 91 | 70 | -23.08% |
| New Listings | 58 | 46 | -20.69% | 108 | 117 | 8.33% |
| Average List Price | 310,337 | 276,376 | -10.94% | 268,858 | 273,503 | 1.73% |
| Average Sale Price | 294,472 | 265,759 | -9.75% | 258,481 | 263,053 | 1.77% |
| Average Percent of Selling Price to List Price | 96.58% | 96.31% | -0.28% | 96.81% | 95.84% | -1.00% |
| Average Days on Market to Sale | 32.76 | 38.91 | 18.75% | 30.24 | 33.09 | 9.42% |
| Monthly Inventory | 148 | 156 | 5.41% | 148 | 156 | 5.41% |
| Months Supply of Inventory | 3.03 | 3.35 | 10.69% | 3.03 | 3.35 | 10.69% |

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

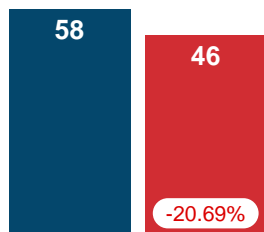
Inventory on February 28, 2023 = **156**

2022 **2023**

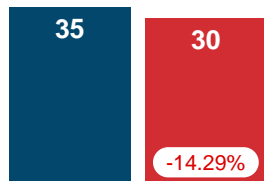
FEBRUARY MARKET

AVERAGE PRICES

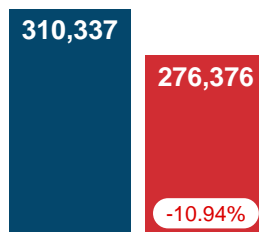
New Listings



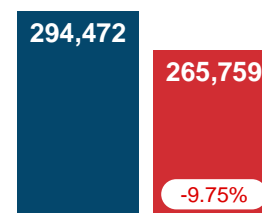
Pending Listings



List Price



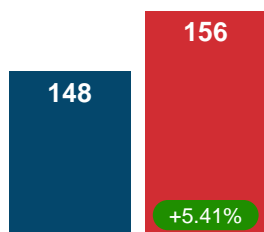
Sale Price



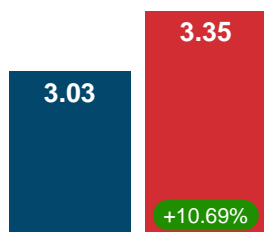
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

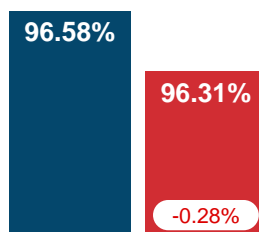
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

