

March 2023



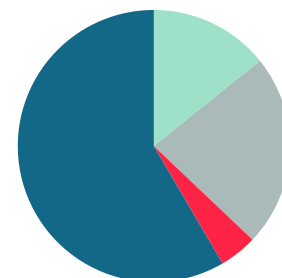
Area Delimited by County Of Bryan - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Apr 11, 2023 for MLS Technology Inc.

Compared Metrics	2022	March 2023	+/-%
Closed Listings	60	38	-36.67%
Pending Listings	72	61	-15.28%
New Listings	73	67	-8.22%
Average List Price	323,260	287,224	-11.15%
Average Sale Price	306,675	282,480	-7.89%
Average Percent of Selling Price to List Price	98.23%	97.95%	-0.28%
Average Days on Market to Sale	26.92	37.68	40.00%
End of Month Inventory	146	156	6.85%
Months Supply of Inventory	2.89	3.49	20.58%



■ Closed (14.23%)
■ Pending (22.85%)
■ Other OffMarket (4.49%)
■ Active (58.43%)

Absorption: Last 12 months, an Average of **45** Sales/Month
Active Inventory as of March 31, 2023 = **156**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of March 2023 rose **6.85%** to 156 existing homes available for sale. Over the last 12 months this area has had an average of 45 closed sales per month. This represents an unsold inventory index of **3.49** 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 **7.89%** in March 2023 to \$282,480 versus the previous year at \$306,675.

Average Days on Market Lengthens

The average number of **37.68** days that homes spent on the market before selling increased by 10.77 days or **40.00%** in March 2023 compared to last year's same month at **26.92** DOM.

Sales Success for March 2023 is Positive

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

There were 67 New Listings in March 2023, down **8.22%** from last year at 73. Furthermore, there were 38 Closed Listings this month versus last year at 60, a **-36.67%** decrease.

Closed versus Listed trends yielded a **56.7%** ratio, down from previous year's, March 2022, at **82.2%**, a **31.00%** downswing. This will certainly create pressure on an increasing Monthly 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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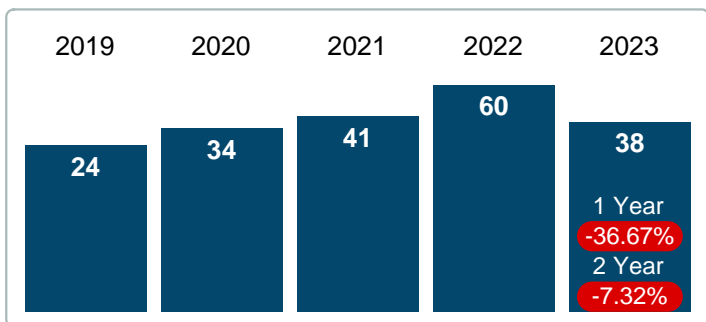
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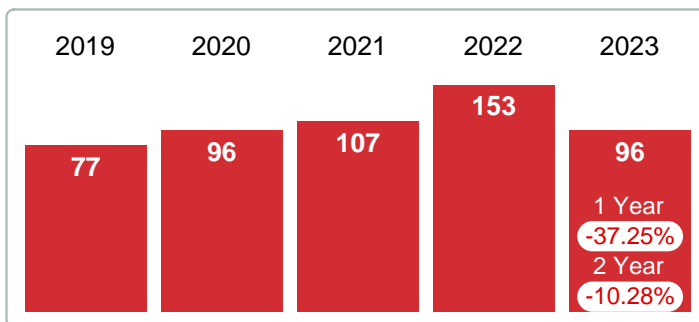
CLOSED LISTINGS

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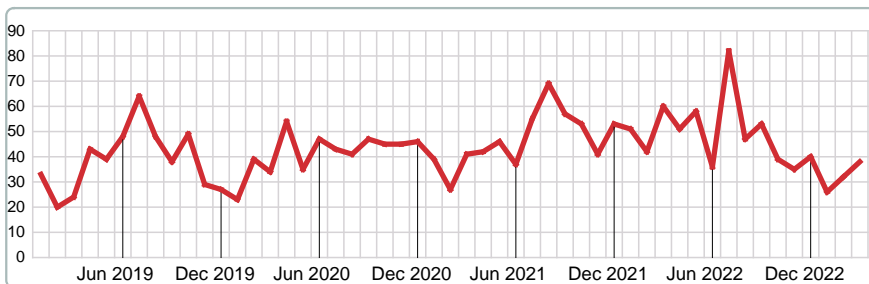
MARCH



YEAR TO DATE (YTD)

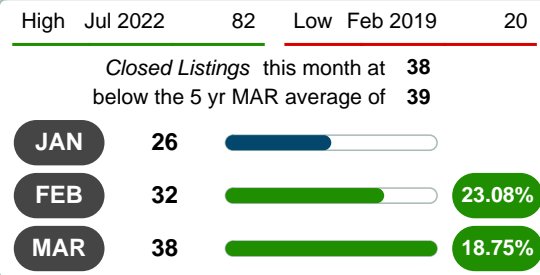


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR 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
\$125,000 and less	2	5.26%	19.5	1	1	0	0
\$125,001 - \$175,000	6	15.79%	53.8	1	5	0	0
\$175,001 - \$225,000	3	7.89%	70.7	0	3	0	0
\$225,001 - \$275,000	12	31.58%	36.6	1	9	2	0
\$275,001 - \$300,000	4	10.53%	69.8	0	3	1	0
\$300,001 - \$400,000	8	21.05%	13.8	1	3	3	1
\$400,001 and up	3	7.89%	10.0	0	2	0	1
Total Closed Units	38			4	26	6	2
Total Closed Volume	10,734,230	100%	37.7	894.50K	7.04M	1.82M	979.00K
Average Closed Price	\$282,480			\$223,625	\$270,906	\$302,863	\$489,500

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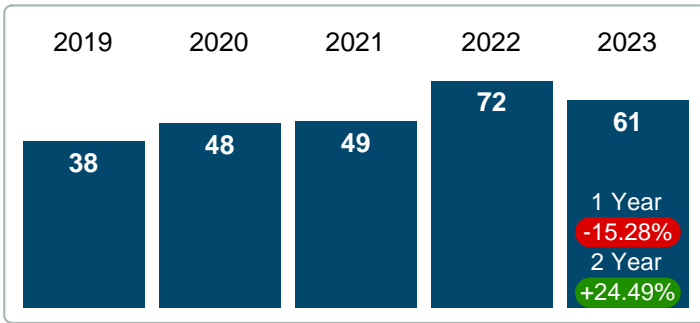
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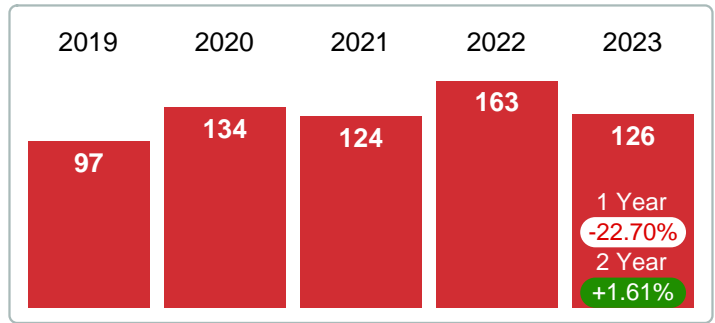
PENDING LISTINGS

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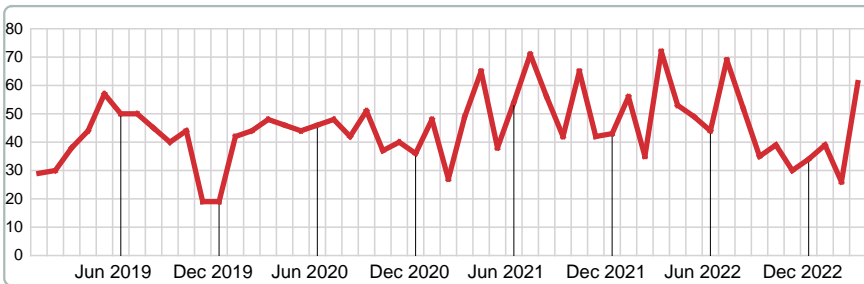
MARCH



YEAR TO DATE (YTD)

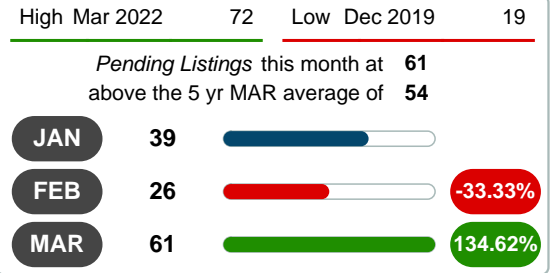


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 54



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	4	6.56%	49.0	2	2	0	0
\$100,001 - \$175,000	10	16.39%	26.3	5	4	1	0
\$175,001 - \$175,000	0	0.00%	0.0	0	0	0	0
\$175,001 - \$250,000	18	29.51%	67.0	2	15	1	0
\$250,001 - \$325,000	14	22.95%	44.4	0	10	4	0
\$325,001 - \$400,000	10	16.39%	54.8	0	6	4	0
\$400,001 and up	5	8.20%	57.2	1	0	2	2
Total Pending Units	61			10	37	12	2
Total Pending Volume	15,977,074	100%	30.4	1.96M	8.83M	4.00M	1.19M
Average Listing Price	\$292,188			\$195,800	\$238,671	\$333,270	\$594,500

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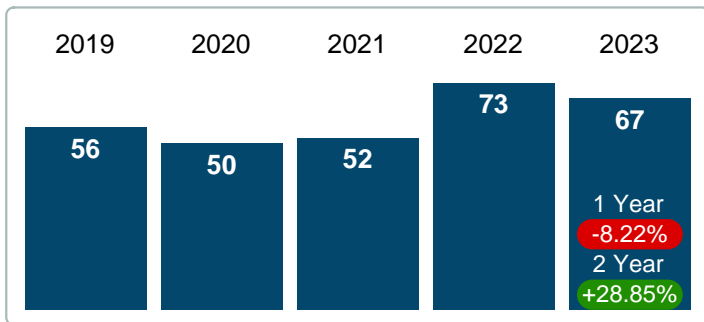
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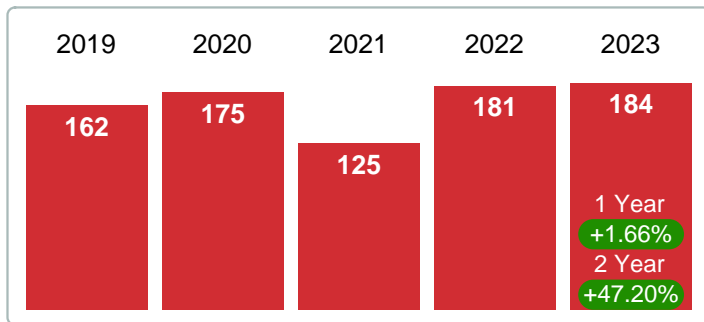
NEW LISTINGS

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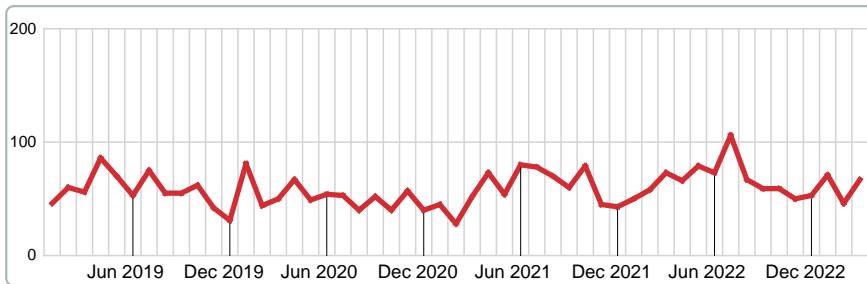
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 60

High Jul 2022 106 Low Feb 2021 28

New Listings this month at **67**
above the 5 yr MAR average of **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	5.97%	4	0	0	0
\$125,001 - \$175,000	8	11.94%	3	3	2	0
\$175,001 - \$225,000	10	14.93%	2	5	2	1
\$225,001 - \$325,000	19	28.36%	1	9	7	2
\$325,001 - \$400,000	11	16.42%	0	6	5	0
\$400,001 - \$525,000	7	10.45%	0	3	3	1
\$525,001 and up	8	11.94%	1	1	4	2
Total New Listed Units	67		11	27	23	6
Total New Listed Volume	21,373,900	100%	2.17M	8.17M	8.38M	2.65M
Average New Listed Listing Price	\$371,560		\$197,036	\$302,667	\$364,461	\$441,983

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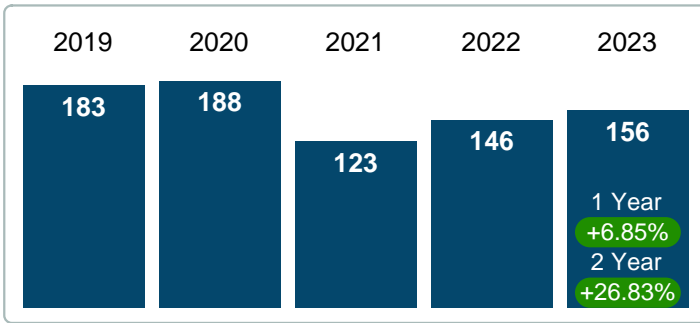
Area Delimited by County Of Bryan - Residential Property Type



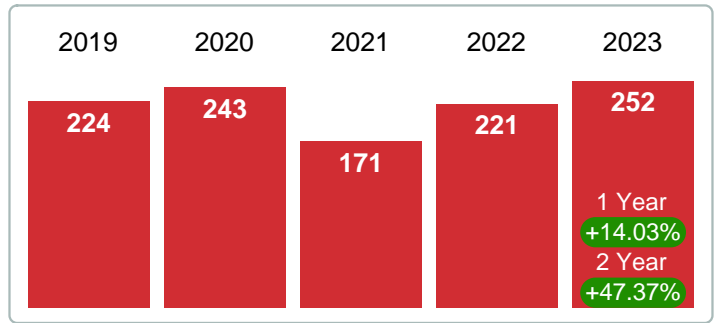
ACTIVE INVENTORY

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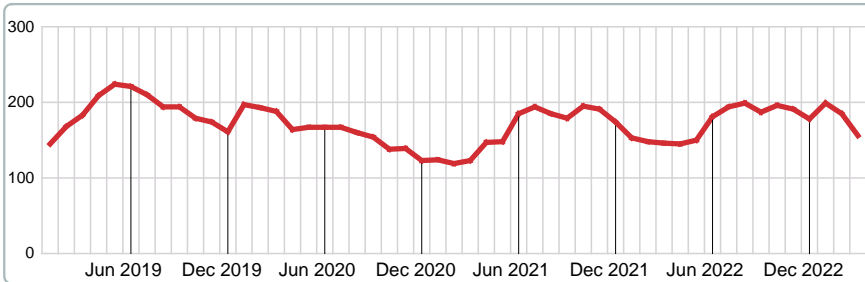
END OF MARCH



ACTIVE DURING MARCH

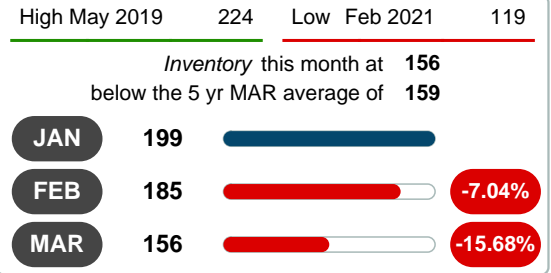


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 159



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	14	8.97%	90.2	6	6	2	0
\$125,001 - \$150,000	18	11.54%	84.5	5	11	1	1
\$150,001 - \$225,000	25	16.03%	79.5	3	12	9	1
\$225,001 - \$325,000	42	26.92%	94.4	1	21	18	2
\$325,001 - \$425,000	21	13.46%	68.8	0	15	6	0
\$425,001 - \$750,000	20	12.82%	61.8	1	9	8	2
\$750,001 and up	16	10.26%	139.1	1	6	8	1
Total Active Inventory by Units	156			17	80	52	7
Total Active Inventory by Volume	64,761,037	100%	87.5	3.54M	33.61M	24.80M	2.81M
Average Active Inventory Listing Price	\$415,135			\$208,035	\$420,100	\$477,013	\$401,686

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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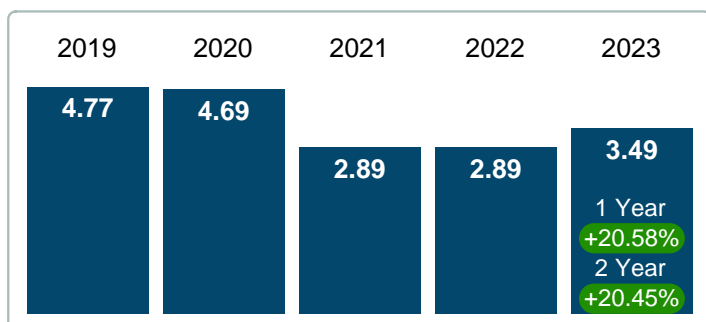
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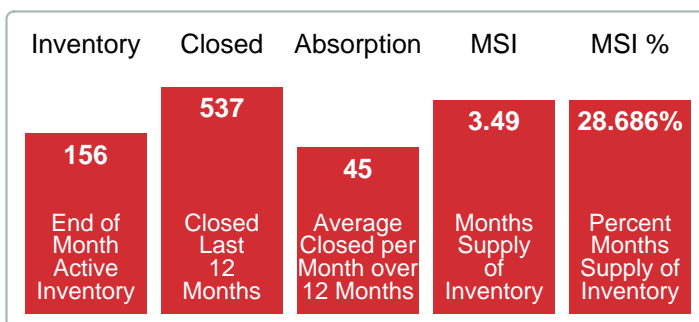
MONTHS SUPPLY of INVENTORY (MSI)

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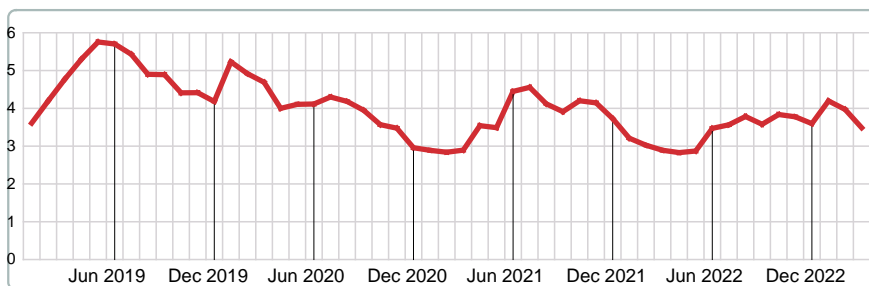
MSI FOR MARCH



INDICATORS FOR MARCH 2023

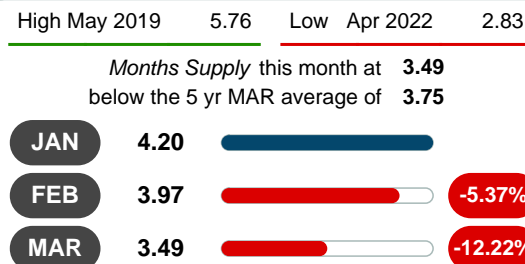


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 3.75



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
\$125,000 and less	14	8.97%	2.75	2.40	2.67	8.00	0.00
\$125,001 - \$150,000	18	11.54%	5.84	7.50	5.74	2.40	12.00
\$150,001 - \$225,000	25	16.03%	2.19	3.27	1.30	7.20	0.00
\$225,001 - \$325,000	42	26.92%	2.50	2.40	2.02	3.00	0.00
\$325,001 - \$425,000	21	13.46%	4.13	0.00	5.81	2.67	0.00
\$425,001 - \$750,000	20	12.82%	8.00	12.00	13.50	7.38	3.00
\$750,001 and up	16	10.26%	21.33	0.00	18.00	24.00	12.00
Market Supply of Inventory (MSI)			3.49	3.64	2.92	4.49	6.46
Total Active Inventory by Units		100%	3.49	17	80	52	7

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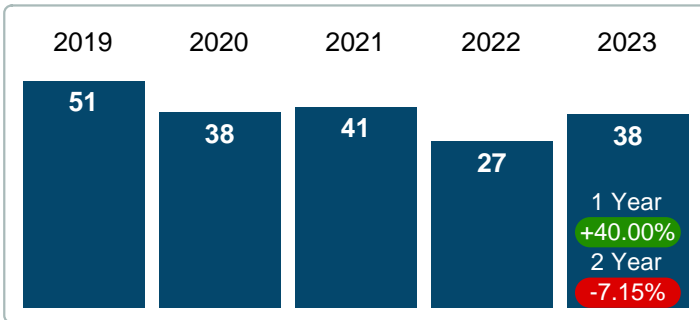
Area Delimited by County Of Bryan - Residential Property Type



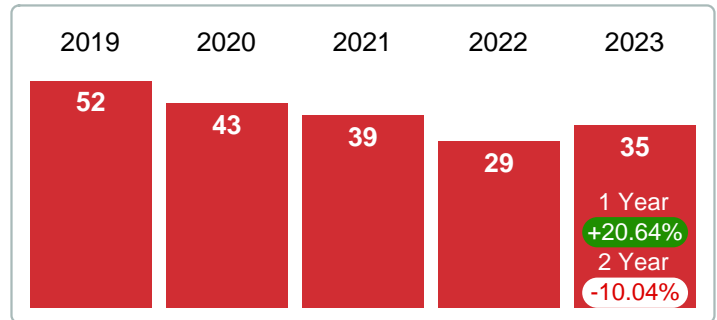
AVERAGE DAYS ON MARKET TO SALE

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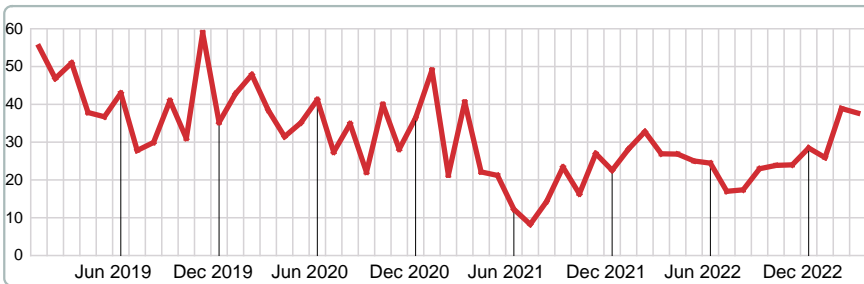
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 39

High Nov 2019 59 Low Jul 2021 8

Average Days on Market to Sale this month at 38 below the 5 yr MAR average of 39



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	5.26%	20	33	6	0	0
\$125,001 - \$175,000	15.79%	54	2	64	0	0
\$175,001 - \$225,000	7.89%	71	0	71	0	0
\$225,001 - \$275,000	31.58%	37	1	48	2	0
\$275,001 - \$300,000	10.53%	70	0	89	11	0
\$300,001 - \$400,000	21.05%	14	4	20	6	28
\$400,001 and up	7.89%	10	0	15	0	1
Average Closed DOM		38	10	51	5	15
Total Closed Units	100%	38	4	26	6	2
Total Closed Volume		10,734,230	894.50K	7.04M	1.82M	979.00K

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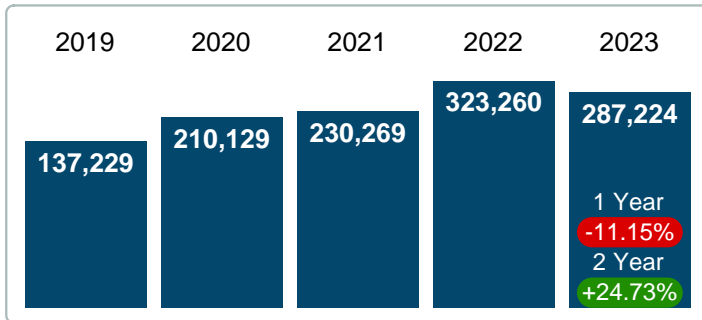
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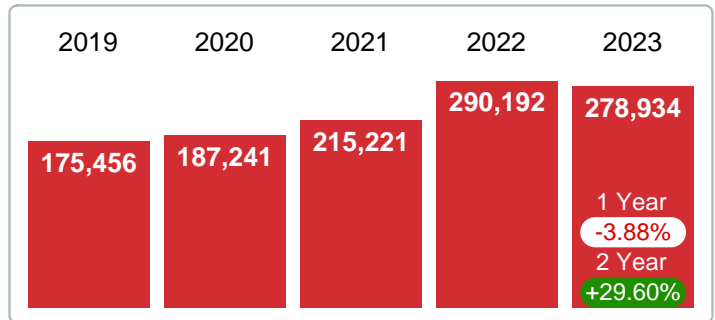
AVERAGE LIST PRICE AT CLOSING

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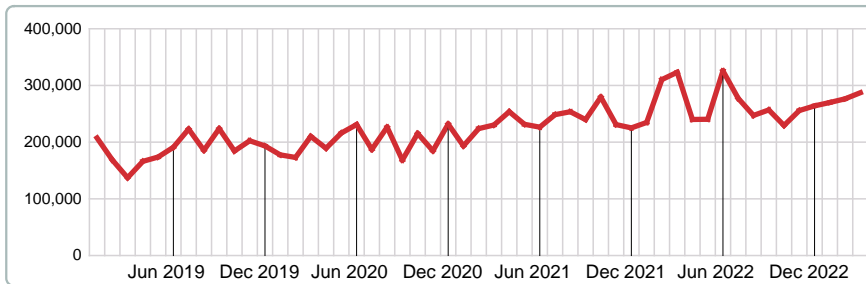
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

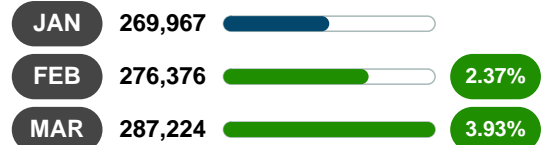


3 MONTHS

5 year MAR AVG = 237,622

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

Average List Price at Closing this month at **287,224**
above the 5 yr MAR average of **237,622**



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	2	5.26%	119,700	119,500	119,900	0	0
\$125,001 - \$175,000	5	13.16%	156,276	159,900	160,096	0	0
\$175,001 - \$225,000	4	10.53%	194,750	0	200,000	0	0
\$225,001 - \$275,000	10	26.32%	252,104	235,000	260,016	259,900	0
\$275,001 - \$300,000	4	10.53%	290,475	0	311,300	289,000	0
\$300,001 - \$400,000	10	26.32%	349,180	385,000	354,633	339,667	389,000
\$400,001 and up	3	7.89%	646,667	0	675,000	0	590,000
Average List Price			287,224	224,850	277,243	304,633	489,500
Total Closed Units		100%	287,224	4	26	6	2
Total Closed Volume			10,914,520	899.40K	7.21M	1.83M	979.00K

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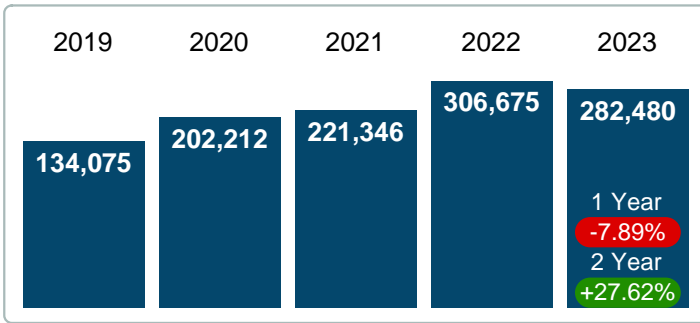
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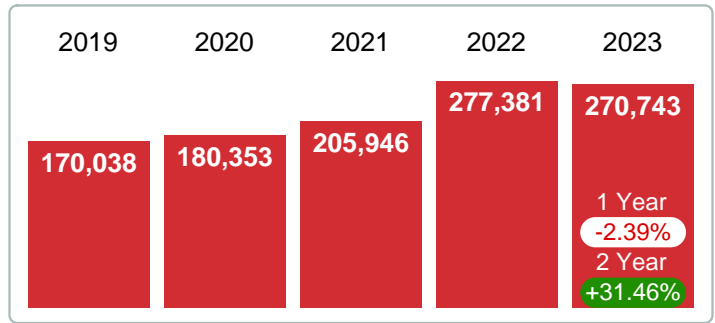
AVERAGE SOLD PRICE AT CLOSING

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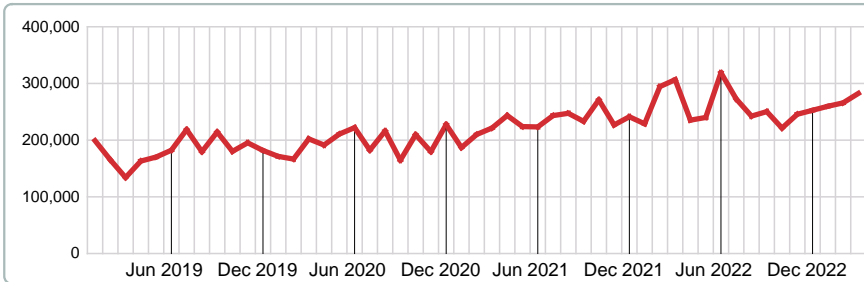
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

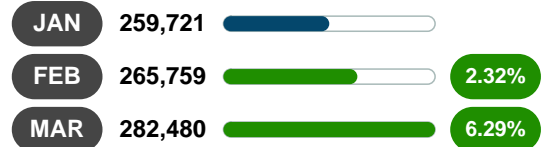


3 MONTHS

5 year MAR AVG = 229,357

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

Average Sold Price at Closing this month at **282,480** above the 5 yr MAR average of **229,357**



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	5.26%	118,650	119,500	117,800	0	0
\$125,001 - \$175,000	15.79%	151,250	140,000	153,500	0	0
\$175,001 - \$225,000	7.89%	196,700	0	196,700	0	0
\$225,001 - \$275,000	31.58%	252,663	235,000	253,017	259,900	0
\$275,001 - \$300,000	10.53%	294,500	0	299,000	281,000	0
\$300,001 - \$400,000	21.05%	356,048	400,000	347,667	338,793	389,000
\$400,001 and up	7.89%	647,000	0	675,500	0	590,000
Average Sold Price		282,480	223,625	270,906	302,863	489,500
Total Closed Units	100%	282,480	4	26	6	2
Total Closed Volume		10,734,230	894.50K	7.04M	1.82M	979.00K

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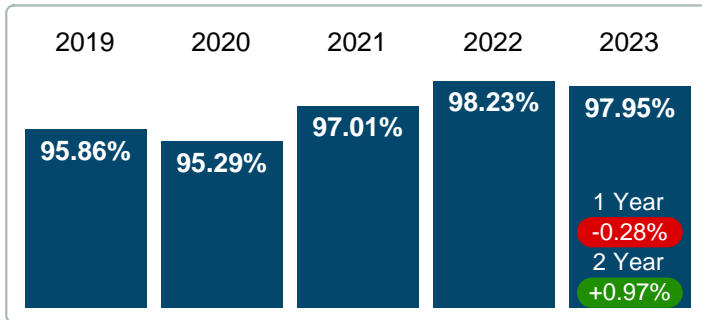
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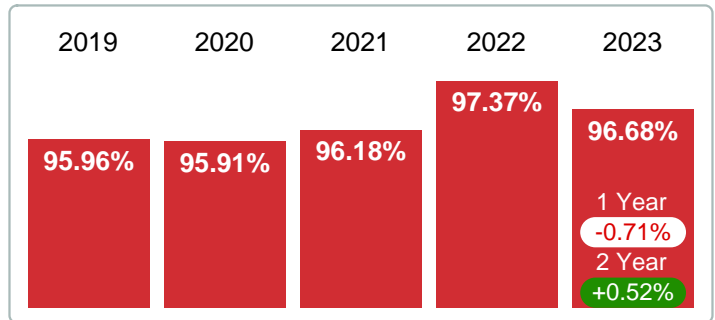
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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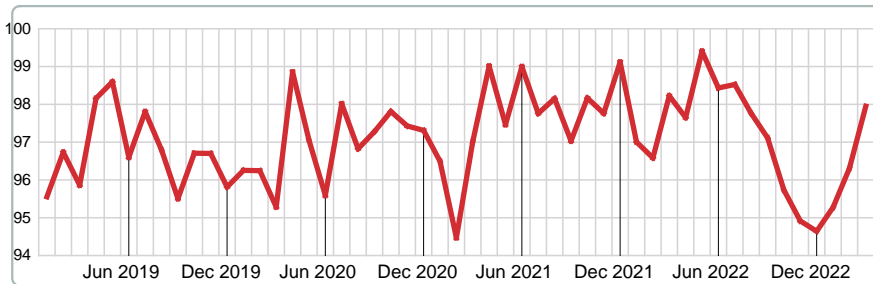
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

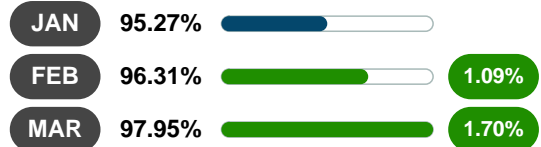


3 MONTHS

5 year MAR AVG = 96.87%

High May 2022 99.41% Low Feb 2021 94.47%

Average Sold/List Ratio this month at **97.95%** above the 5 yr MAR average of **96.87%**



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	2	5.26%	99.12%	100.00%	98.25%	0.00%	0.00%
\$125,001 - \$175,000	6	15.79%	94.94%	87.55%	96.42%	0.00%	0.00%
\$175,001 - \$225,000	3	7.89%	98.36%	0.00%	98.36%	0.00%	0.00%
\$225,001 - \$275,000	12	31.58%	98.04%	100.00%	97.38%	100.00%	0.00%
\$275,001 - \$300,000	4	10.53%	96.42%	0.00%	96.16%	97.23%	0.00%
\$300,001 - \$400,000	8	21.05%	99.61%	103.90%	97.93%	99.72%	100.00%
\$400,001 and up	3	7.89%	100.04%	0.00%	100.06%	0.00%	100.00%
Average Sold/List Ratio		98.00%		97.86%	97.47%	99.40%	100.00%
Total Closed Units		38	100%	4	26	6	2
Total Closed Volume		10,734,230		894.50K	7.04M	1.82M	979.00K

March 2023



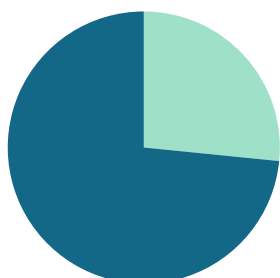
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

Report produced on Apr 11, 2023 for MLS Technology Inc.

INVENTORY

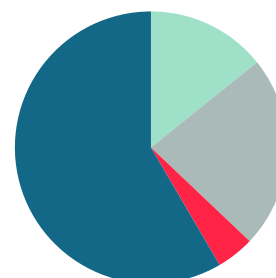


Inventory
 New Listings
67 = 26.59%
 Start Inventory
185
 Total Inventory Units
252
 Volume
\$92,209,807

Market Activity

Closed Sales
38 = 14.23%
 Pending Sales
61 = 22.85%
 Other Off Market
12 = 4.49%
 Active Inventory
156 = 58.43%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	60	38	-36.67%	153	96	-37.25%
Pending Sales	72	61	-15.28%	163	126	-22.70%
New Listings	73	67	-8.22%	181	184	1.66%
Average List Price	323,260	287,224	-11.15%	290,192	278,934	-3.88%
Average Sale Price	306,675	282,480	-7.89%	277,381	270,743	-2.39%
Average Percent of Selling Price to List Price	98.23%	97.95%	-0.28%	97.37%	96.68%	-0.71%
Average Days on Market to Sale	26.92	37.68	40.00%	28.93	34.91	20.64%
Monthly Inventory	146	156	6.85%	146	156	6.85%
Months Supply of Inventory	2.89	3.49	20.58%	2.89	3.49	20.58%

Absorption: Last 12 months, an Average of **45** Sales/Month

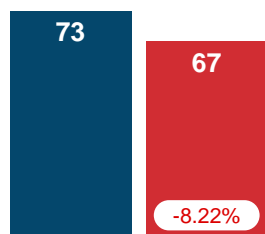
Inventory on March 31, 2023 = **156**

2022 **2023**

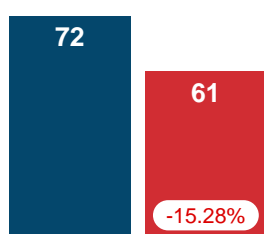
MARCH MARKET

AVERAGE PRICES

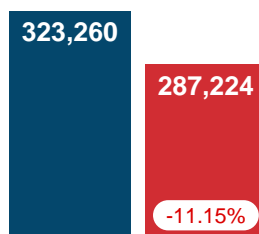
New Listings



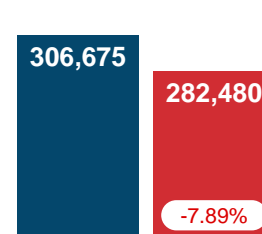
Pending Listings



List Price



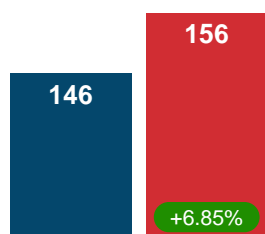
Sale Price



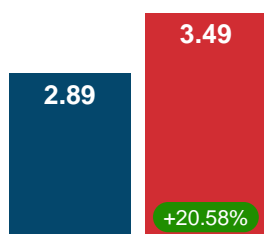
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

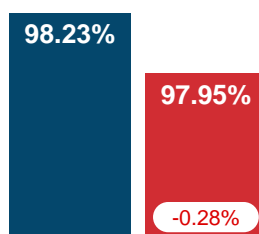
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

