

April 2023



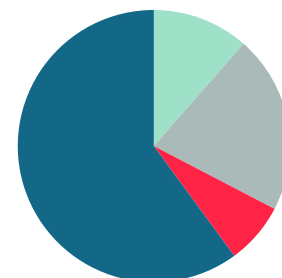
Area Delimited by County Of Bryan - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	April 2023	+/-%
Closed Listings	51	33	-35.29%
Pending Listings	53	61	15.09%
New Listings	66	86	30.30%
Average List Price	239,994	242,110	0.88%
Average Sale Price	235,305	234,948	-0.15%
Average Percent of Selling Price to List Price	97.65%	95.89%	-1.80%
Average Days on Market to Sale	26.84	43.48	62.00%
End of Month Inventory	145	173	19.31%
Months Supply of Inventory	2.83	4.00	41.38%



■ Closed (11.46%)
■ Pending (21.18%)
■ Other OffMarket (7.29%)
■ Active (60.07%)

Absorption: Last 12 months, an Average of **43** Sales/Month
Active Inventory as of April 30, 2023 = **173**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of April 2023 rose **19.31%** to 173 existing homes available for sale. Over the last 12 months this area has had an average of 43 closed sales per month. This represents an unsold inventory index of **4.00** 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 **0.15%** in April 2023 to \$234,948 versus the previous year at \$235,305.

Average Days on Market Lengthens

The average number of **43.48** days that homes spent on the market before selling increased by 16.64 days or **62.00%** in April 2023 compared to last year's same month at **26.84** DOM.

Sales Success for April 2023 is Positive

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

There were 86 New Listings in April 2023, up **30.30%** from last year at 66. Furthermore, there were 33 Closed Listings this month versus last year at 51, a **-35.29%** decrease.

Closed versus Listed trends yielded a **38.4%** ratio, down from previous year's, April 2022, at **77.3%**, a **50.34%** 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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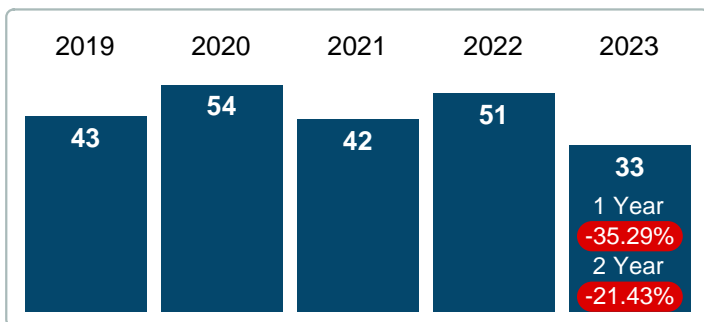
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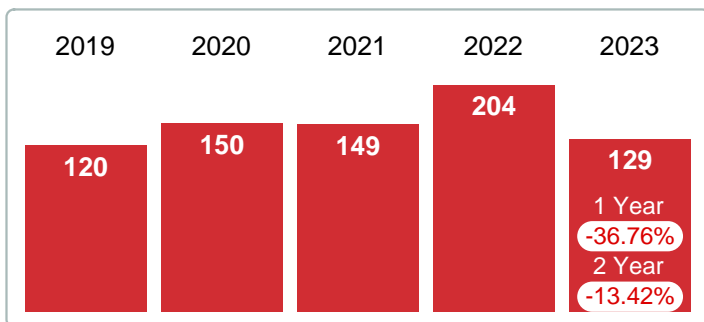
CLOSED LISTINGS

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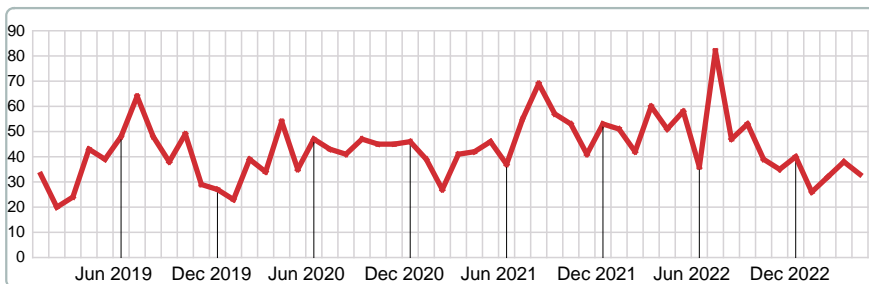
APRIL



YEAR TO DATE (YTD)

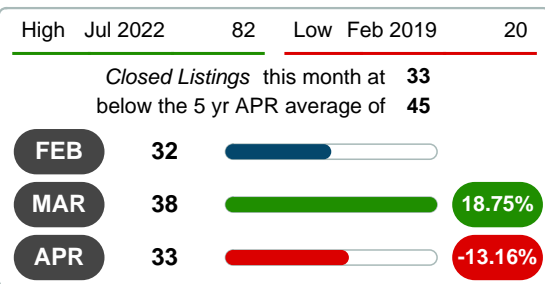


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR 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	3	9.09%	57.0	1	2	0	0
\$100,001 - \$125,000	5	15.15%	25.8	3	2	0	0
\$125,001 - \$175,000	4	12.12%	66.5	2	1	1	0
\$175,001 - \$225,000	5	15.15%	33.0	0	5	0	0
\$225,001 - \$300,000	10	30.30%	32.9	0	6	4	0
\$300,001 - \$400,000	4	12.12%	46.5	0	2	2	0
\$400,001 and up	2	6.06%	94.5	1	1	0	0
Total Closed Units	33			7	19	7	0
Total Closed Volume	7,753,300	100%	43.5	1.44M	4.29M	2.02M	0.00B
Average Closed Price	\$234,948			\$206,214	\$225,547	\$289,200	\$0

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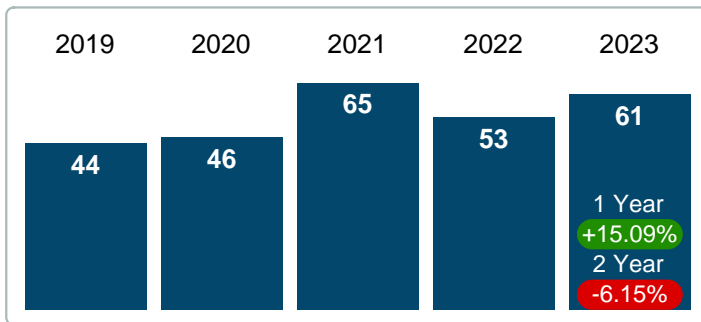
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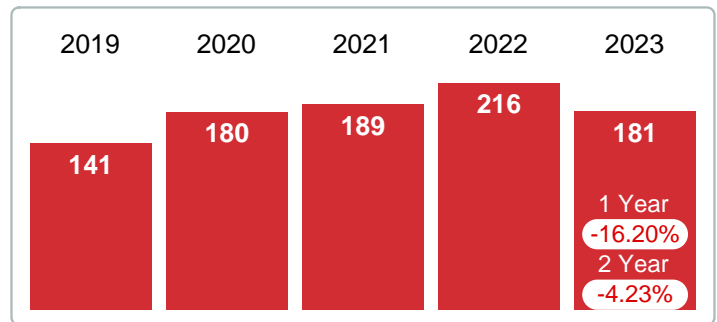
PENDING LISTINGS

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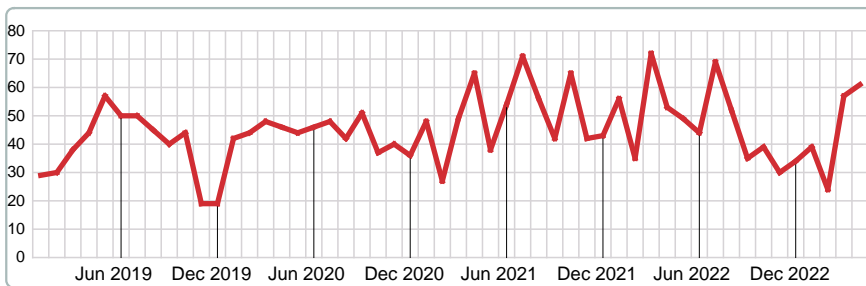
APRIL



YEAR TO DATE (YTD)

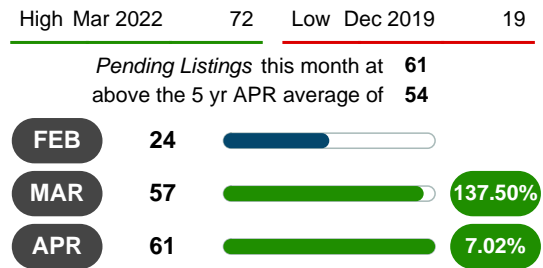


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR 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
\$75,000 and less	5	8.20%	33.0	3	2	0	0
\$75,001 - \$150,000	9	14.75%	69.8	4	3	2	0
\$150,001 - \$200,000	8	13.11%	44.8	1	6	1	0
\$200,001 - \$275,000	13	21.31%	28.6	0	7	4	2
\$275,001 - \$325,000	11	18.03%	71.0	0	4	7	0
\$325,001 - \$425,000	6	9.84%	85.3	0	5	1	0
\$425,001 and up	9	14.75%	25.2	0	4	3	2
Total Pending Units	61			8	31	18	4
Total Pending Volume	16,563,274	100%	22.5	884.30K	8.25M	5.76M	1.67M
Average Listing Price	\$214,475			\$110,538	\$266,030	\$320,229	\$416,975

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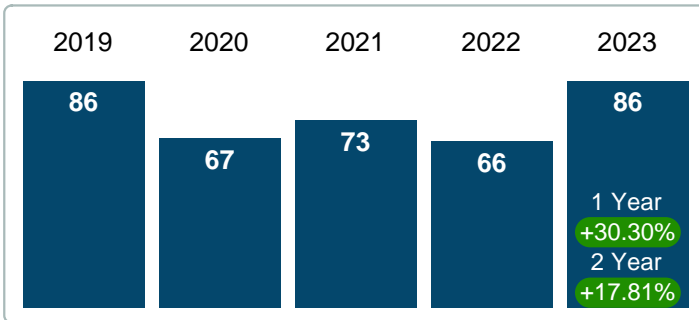
Area Delimited by County Of Bryan - Residential Property Type



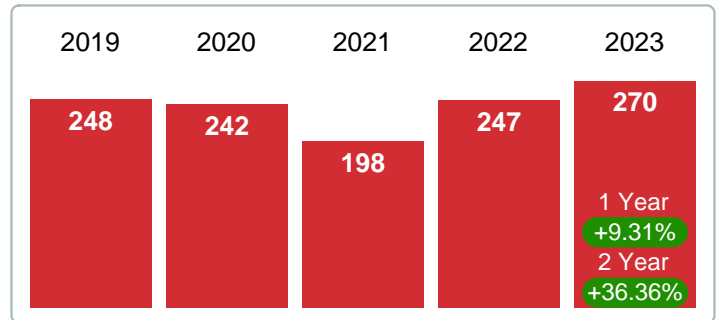
NEW LISTINGS

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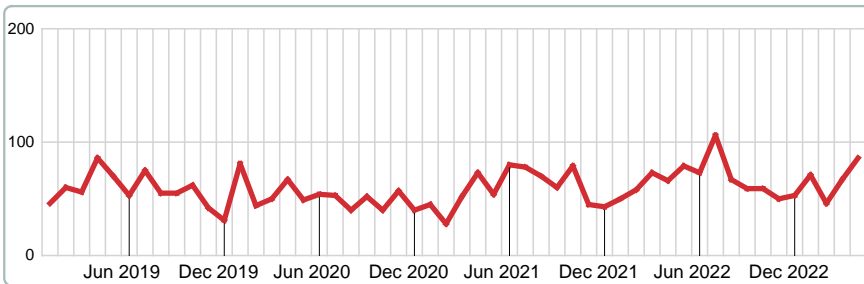
APRIL



YEAR TO DATE (YTD)

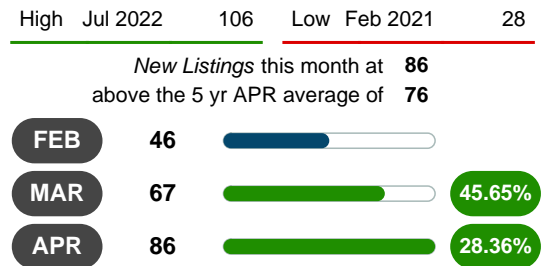


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 76



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	8	9.30%	6	2	0	0
\$100,001 - \$175,000	12	13.95%	4	7	1	0
\$175,001 - \$225,000	11	12.79%	0	9	1	1
\$225,001 - \$325,000	20	23.26%	2	11	7	0
\$325,001 - \$375,000	14	16.28%	1	4	9	0
\$375,001 - \$550,000	12	13.95%	0	6	5	1
\$550,001 and up	9	10.47%	1	2	3	3
Total New Listed Units	86		14	41	26	5
Total New Listed Volume	29,794,230	100%	3.07M	11.29M	11.17M	4.26M
Average New Listed Listing Price	\$207,633		\$219,427	\$275,376	\$429,533	\$852,800

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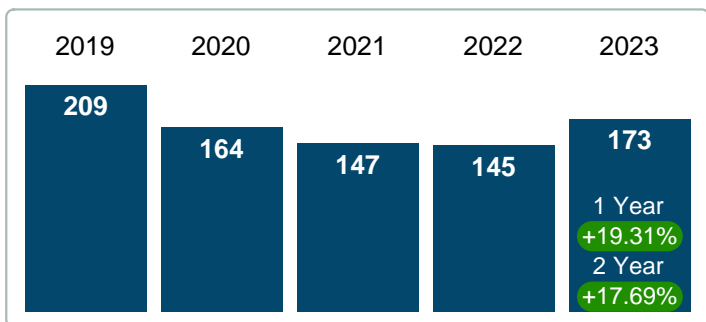
Area Delimited by County Of Bryan - Residential Property Type



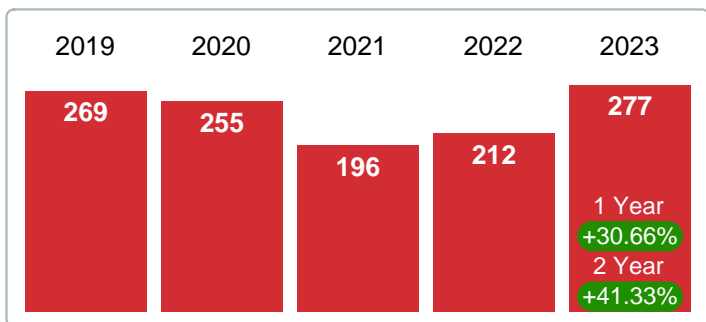
ACTIVE INVENTORY

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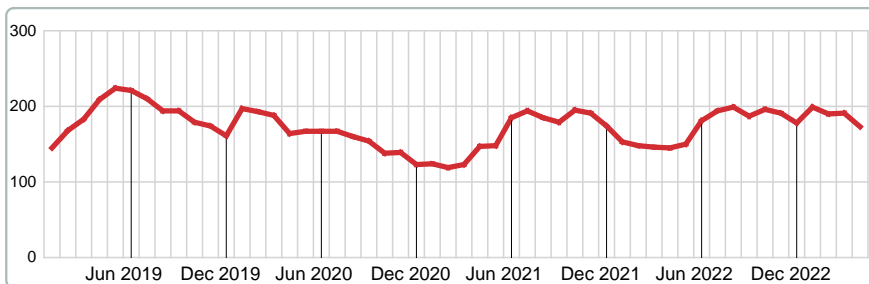
END OF APRIL



ACTIVE DURING APRIL

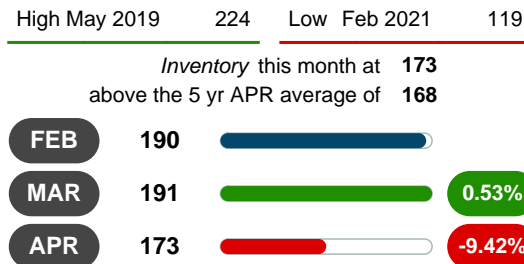


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 168



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	8.09%	57.1	7	6	1	0
\$125,001 - \$175,000	20	11.56%	71.3	7	9	3	1
\$175,001 - \$225,000	23	13.29%	61.4	2	13	7	1
\$225,001 - \$350,000	48	27.75%	75.0	3	28	16	1
\$350,001 - \$450,000	30	17.34%	50.0	1	12	17	0
\$450,001 - \$775,000	20	11.56%	89.7	0	10	6	4
\$775,001 and up	18	10.40%	119.6	2	4	10	2
Total Active Inventory by Units	173			22	82	60	9
Total Active Inventory by Volume	76,504,499	100%	73.3	5.51M	34.65M	30.36M	5.98M
Average Active Inventory Listing Price	\$442,223			\$250,404	\$422,577	\$506,023	\$664,767

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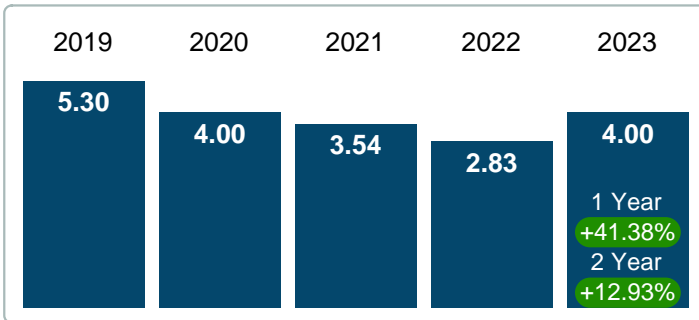
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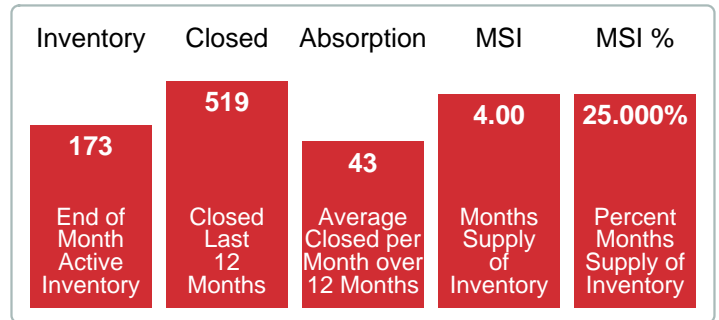
MONTHS SUPPLY of INVENTORY (MSI)

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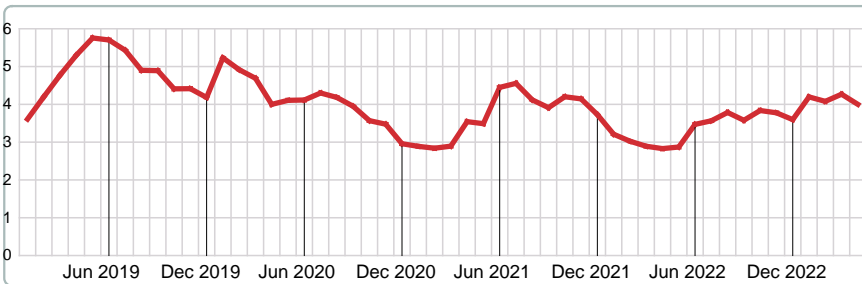
MSI FOR APRIL



INDICATORS FOR APRIL 2023

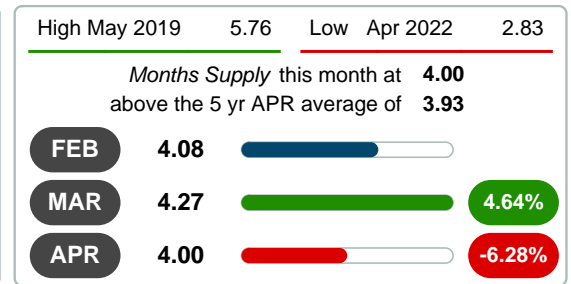


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 3.93



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	8.09%	2.71	2.71	2.67	4.00	0.00
\$125,001 - \$175,000	20	11.56%	4.00	6.46	2.63	6.00	0.00
\$175,001 - \$225,000	23	13.29%	2.68	4.80	1.81	7.00	0.00
\$225,001 - \$350,000	48	27.75%	2.63	7.20	2.55	2.34	0.00
\$350,001 - \$450,000	30	17.34%	8.78	12.00	8.00	10.74	0.00
\$450,001 - \$775,000	20	11.56%	9.23	0.00	15.00	7.20	8.00
\$775,001 and up	18	10.40%	27.00	0.00	12.00	40.00	24.00
Market Supply of Inventory (MSI)			4.00	4.63	3.11	5.33	9.82
Total Active Inventory by Units		100%	4.00	22	82	60	9

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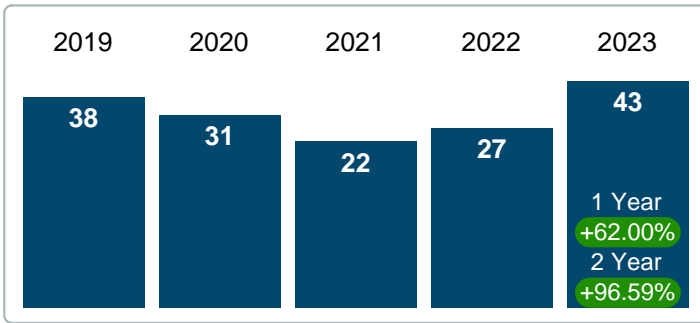
Area Delimited by County Of Bryan - Residential Property Type



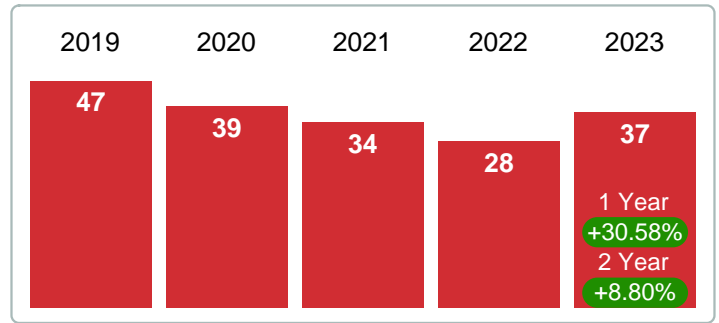
AVERAGE DAYS ON MARKET TO SALE

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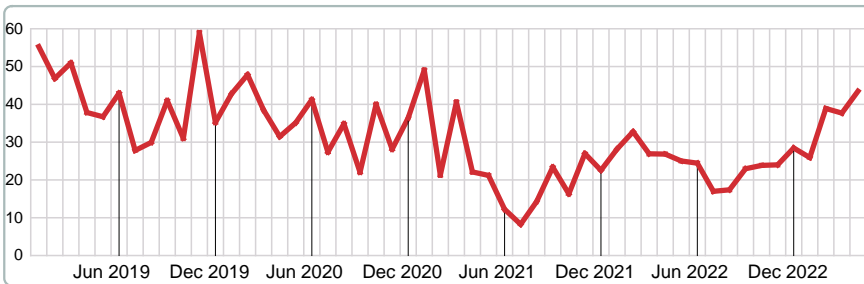
APRIL



YEAR TO DATE (YTD)

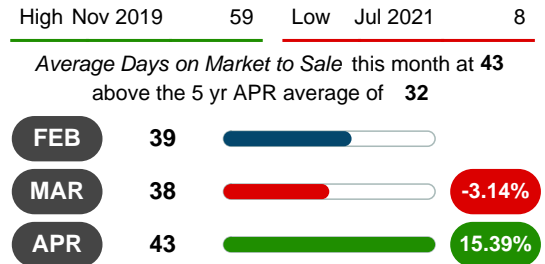


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 32



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	9.09%	57	7	82	0	0
\$100,001 - \$125,000	15.15%	26	32	17	0	0
\$125,001 - \$175,000	12.12%	67	97	68	4	0
\$175,001 - \$225,000	15.15%	33	0	33	0	0
\$225,001 - \$300,000	30.30%	33	0	34	31	0
\$300,001 - \$400,000	12.12%	47	0	3	90	0
\$400,001 and up	6.06%	95	1	188	0	0
Average Closed DOM		43	43	44	44	0
Total Closed Units	100%	43	7	19	7	0
Total Closed Volume		7,753,300	1.44M	4.29M	2.02M	0.00B

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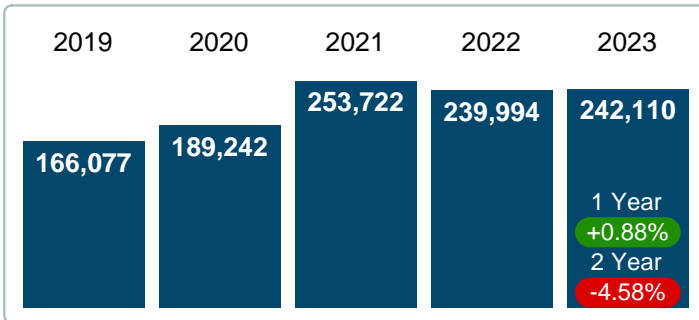
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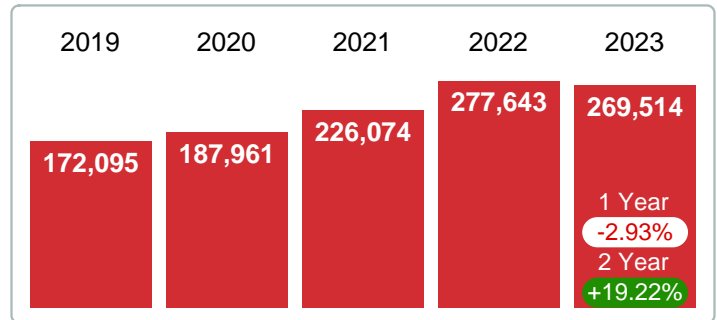
AVERAGE LIST PRICE AT CLOSING

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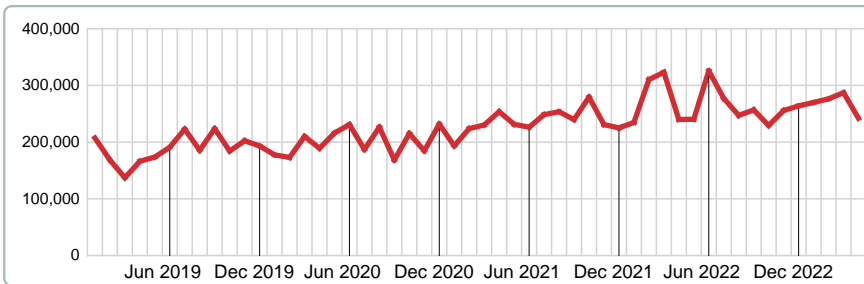
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

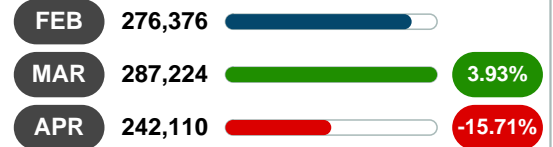


3 MONTHS

5 year APR AVG = 218,229

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

Average List Price at Closing this month at **242,110**
above the 5 yr APR average of **218,229**



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	9.09%	70,633	29,000	91,450	0	0
\$100,001 - \$125,000	12.12%	117,000	118,333	123,450	0	0
\$125,001 - \$175,000	9.09%	137,967	190,000	180,000	150,000	0
\$175,001 - \$225,000	15.15%	196,760	0	209,740	0	0
\$225,001 - \$300,000	33.33%	255,427	0	250,817	278,961	0
\$300,001 - \$400,000	12.12%	364,961	0	379,950	402,000	0
\$400,001 and up	9.09%	547,500	750,000	482,500	0	0
Average List Price		242,110	216,286	231,884	295,692	0
Total Closed Units	100%	242,110	7	19	7	0
Total Closed Volume		7,989,644	1.51M	4.41M	2.07M	0.00B

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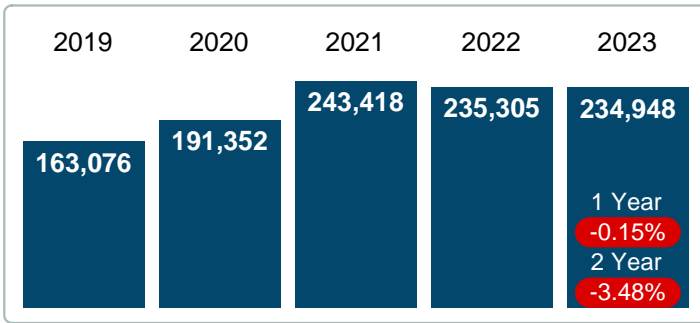
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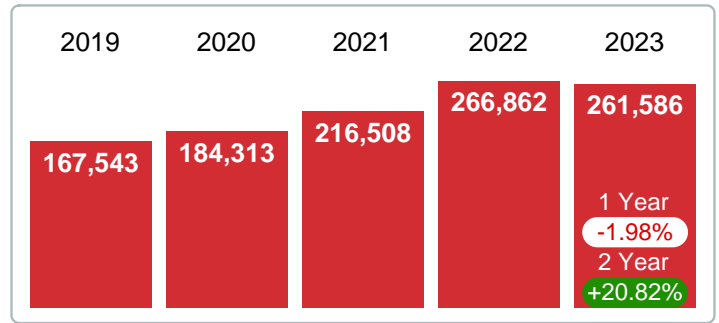
AVERAGE SOLD PRICE AT CLOSING

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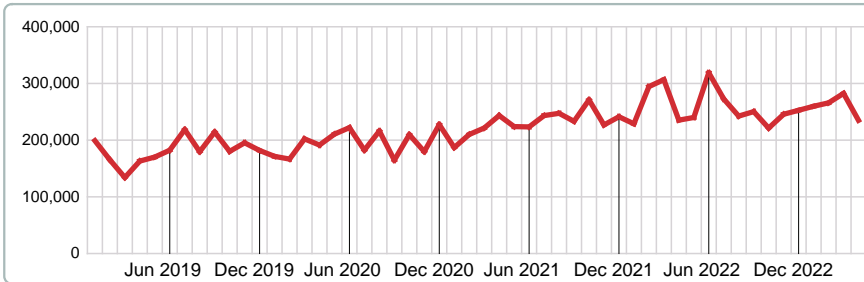
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

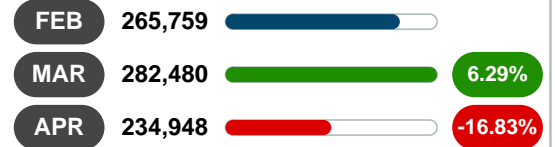


3 MONTHS

5 year APR AVG = 213,620

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

Average Sold Price at Closing this month at **234,948**
 above the 5 yr APR average of **213,620**



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	9.09%	58,667	23,500	76,250	0	0
\$100,001 - \$125,000	15.15%	119,600	120,000	119,000	0	0
\$125,001 - \$175,000	12.12%	150,500	155,000	160,000	132,000	0
\$175,001 - \$225,000	15.15%	201,100	0	201,100	0	0
\$225,001 - \$300,000	30.30%	259,690	0	247,833	277,475	0
\$300,001 - \$400,000	12.12%	385,600	0	379,950	391,250	0
\$400,001 and up	6.06%	616,250	750,000	482,500	0	0
Average Sold Price		234,948	206,214	225,547	289,200	0
Total Closed Units	100%	33	7	19	7	0
Total Closed Volume		7,753,300	1.44M	4.29M	2.02M	0.00B

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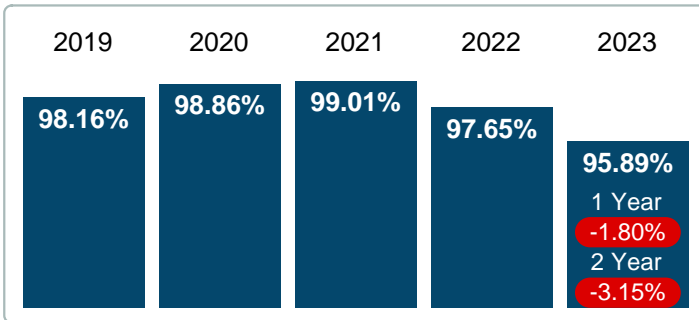
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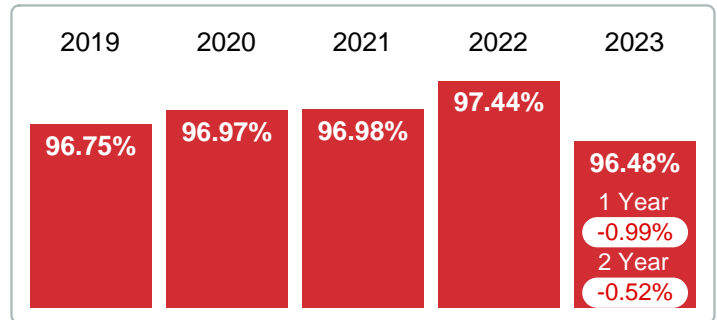
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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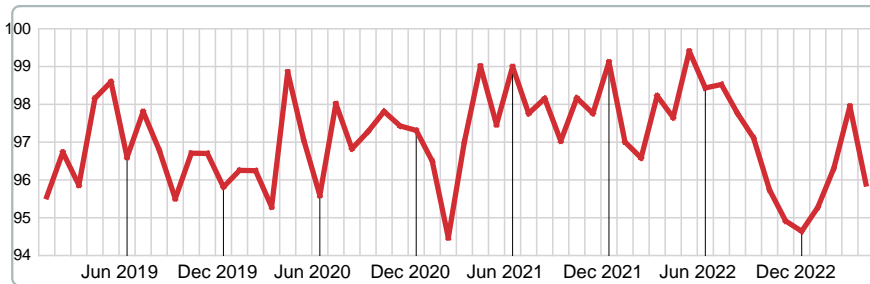
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

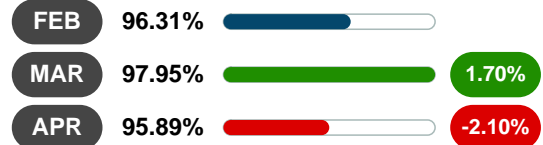


3 MONTHS

5 year APR AVG = 97.91%

High May 2022 99.41% Low Feb 2021 94.47%

Average Sold/List Ratio this month at **95.89%**
below the 5 yr APR average of **97.91%**



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	3	9.09%	82.56%	81.03%	83.32%	0.00%	0.00%
\$100,001 - \$125,000	5	15.15%	99.66%	101.64%	96.68%	0.00%	0.00%
\$125,001 - \$175,000	4	12.12%	88.15%	87.85%	88.89%	88.00%	0.00%
\$175,001 - \$225,000	5	15.15%	95.96%	0.00%	95.96%	0.00%	0.00%
\$225,001 - \$300,000	10	30.30%	99.15%	0.00%	98.90%	99.51%	0.00%
\$300,001 - \$400,000	4	12.12%	98.66%	0.00%	100.00%	97.32%	0.00%
\$400,001 and up	2	6.06%	100.00%	100.00%	100.00%	0.00%	0.00%
Average Sold/List Ratio		95.90%		94.52%	95.90%	97.24%	0.00%
Total Closed Units		33	100%	7	19	7	
Total Closed Volume		7,753,300		1.44M	4.29M	2.02M	0.00B

April 2023



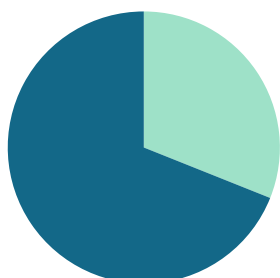
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

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

INVENTORY

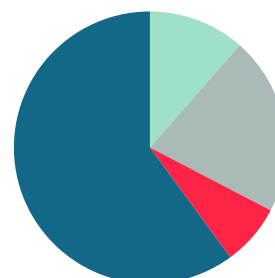


Inventory
 New Listings
86 = 31.05%
 Start Inventory
191
 Total Inventory Units
277
 Volume
\$104,147,417

Market Activity

Closed Sales
33 = 11.46%
 Pending Sales
61 = 21.18%
 Other Off Market
21 = 7.29%
 Active Inventory
173 = 60.07%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	51	33	-35.29%	204	129	-36.76%
Pending Sales	53	61	15.09%	216	181	-16.20%
New Listings	66	86	30.30%	247	270	9.31%
Average List Price	239,994	242,110	0.88%	277,643	269,514	-2.93%
Average Sale Price	235,305	234,948	-0.15%	266,862	261,586	-1.98%
Average Percent of Selling Price to List Price	97.65%	95.89%	-1.80%	97.44%	96.48%	-0.99%
Average Days on Market to Sale	26.84	43.48	62.00%	28.41	37.10	30.58%
Monthly Inventory	145	173	19.31%	145	173	19.31%
Months Supply of Inventory	2.83	4.00	41.38%	2.83	4.00	41.38%

Absorption: Last 12 months, an Average of **43** Sales/Month

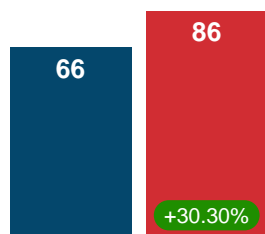
Inventory on April 30, 2023 = **173**

2022 **2023**

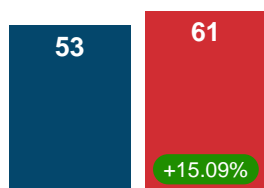
APRIL MARKET

AVERAGE PRICES

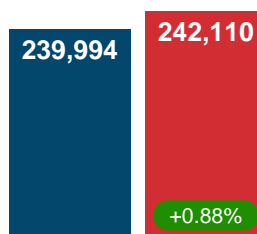
New Listings



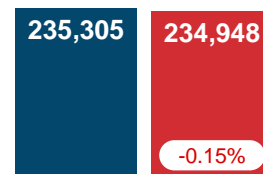
Pending Listings



List Price



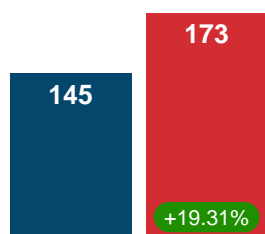
Sale Price



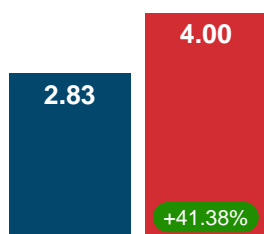
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

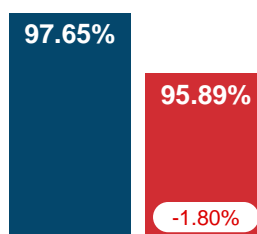
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

