

# April 2023



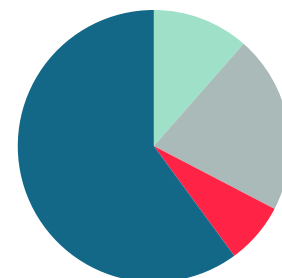
Area Delimited by County Of Bryan - Residential Property Type



## 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%
Median List Price	220,000	235,000	6.82%
Median Sale Price	220,000	225,000	2.27%
Median Percent of Selling Price to List Price	100.00%	98.76%	-1.24%
Median Days on Market to Sale	6.00	16.00	166.67%
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.

#### Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **2.27%** in April 2023 to \$225,000 versus the previous year at \$220,000.

#### Median Days on Market Lengthens

The median number of **16.00** days that homes spent on the market before selling increased by 10.00 days or **166.67%** in April 2023 compared to last year's same month at **6.00** DOM.

#### Sales Success for April 2023 is Positive

Overall, with Median Prices going up 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.

### 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

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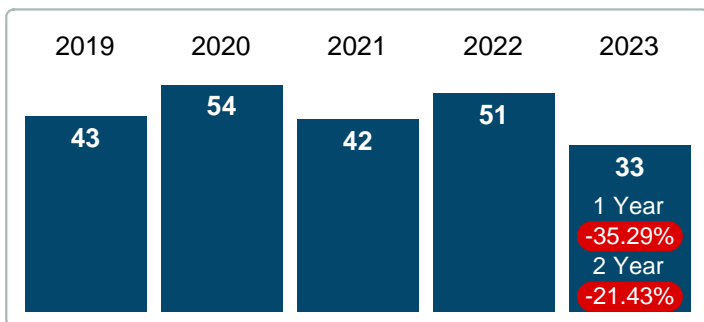
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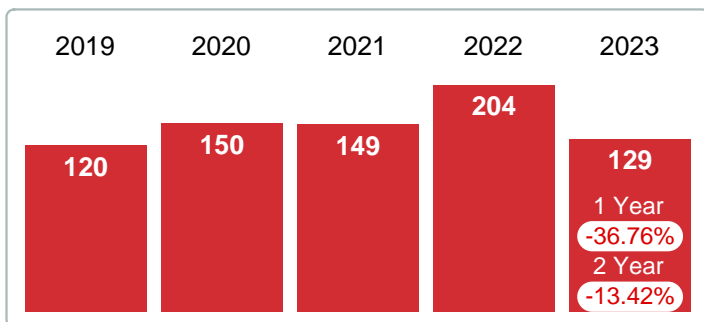
## CLOSED LISTINGS

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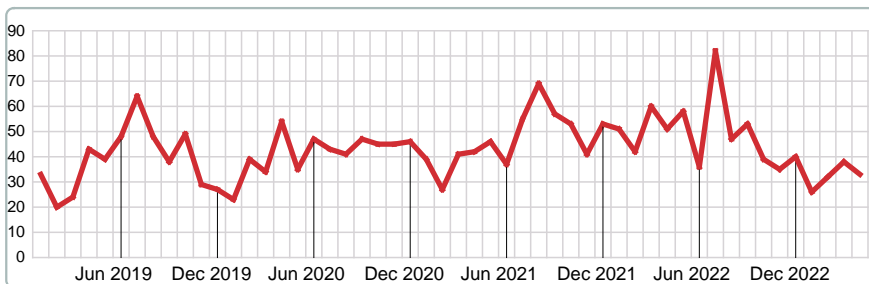
### APRIL



### YEAR TO DATE (YTD)

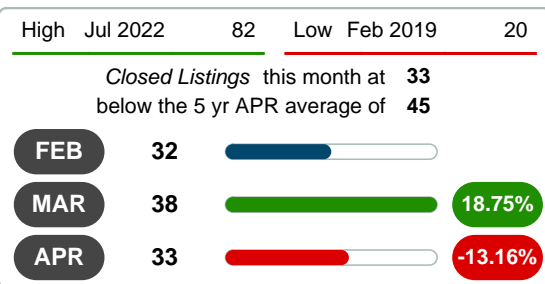


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 45



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	3	9.09%	12.0	1	2	0	0
\$100,001 - \$125,000	5	15.15%	28.0	3	2	0	0
\$125,001 - \$175,000	4	12.12%	37.5	2	1	1	0
\$175,001 - \$225,000	5	15.15%	36.0	0	5	0	0
\$225,001 - \$300,000	10	30.30%	14.0	0	6	4	0
\$300,001 - \$400,000	4	12.12%	3.5	0	2	2	0
\$400,001 and up	2	6.06%	94.5	1	1	0	0
<b>Total Closed Units</b>	<b>33</b>			<b>7</b>	<b>19</b>	<b>7</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>7,753,300</b>	<b>100%</b>	<b>16.0</b>	<b>1.44M</b>	<b>4.29M</b>	<b>2.02M</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$225,000</b>			<b>\$125,000</b>	<b>\$225,000</b>	<b>\$300,000</b>	<b>\$0</b>

# April 2023



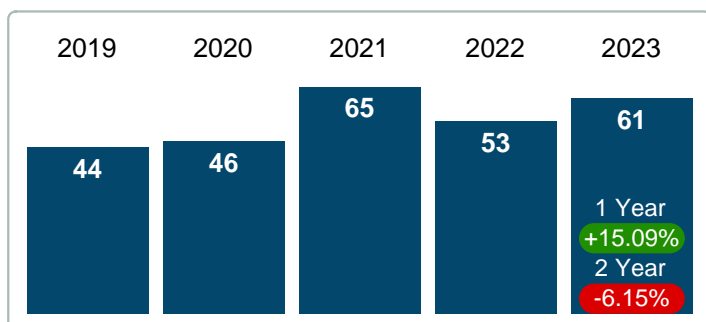
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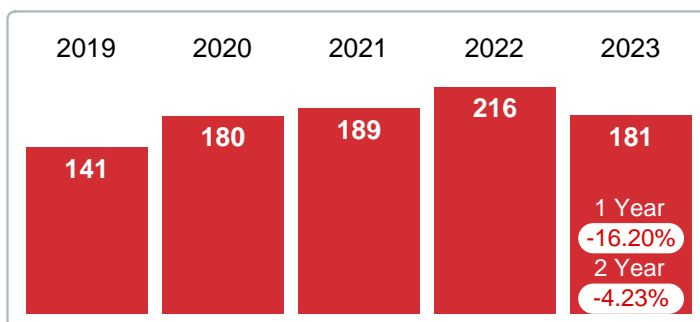
## PENDING LISTINGS

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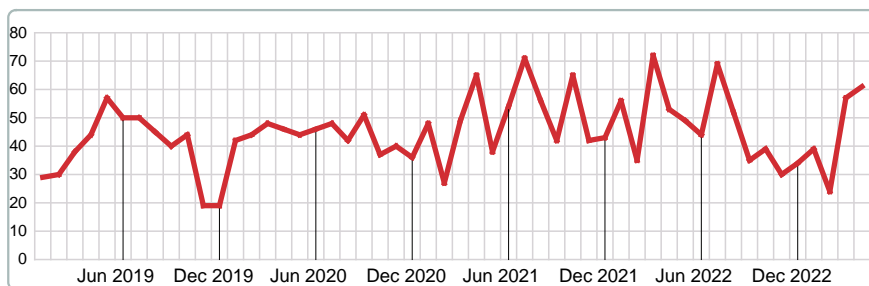
### APRIL



### YEAR TO DATE (YTD)

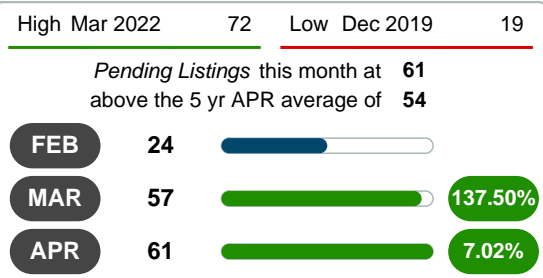


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 54



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	8.20%	17.0	3	2	0	0
\$75,001 - \$150,000	9	14.75%	66.0	4	3	2	0
\$150,001 - \$200,000	8	13.11%	13.0	1	6	1	0
\$200,001 - \$275,000	13	21.31%	9.0	0	7	4	2
\$275,001 - \$325,000	11	18.03%	47.0	0	4	7	0
\$325,001 - \$425,000	6	9.84%	51.0	0	5	1	0
\$425,001 and up	9	14.75%	17.0	0	4	3	2
<b>Total Pending Units</b>	<b>61</b>			<b>8</b>	<b>31</b>	<b>18</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>16,563,274</b>	<b>100%</b>	<b>32.0</b>	<b>884.30K</b>	<b>8.25M</b>	<b>5.76M</b>	<b>1.67M</b>
<b>Median Listing Price</b>	<b>\$250,000</b>			<b>\$112,200</b>	<b>\$250,000</b>	<b>\$297,000</b>	<b>\$368,950</b>

# April 2023



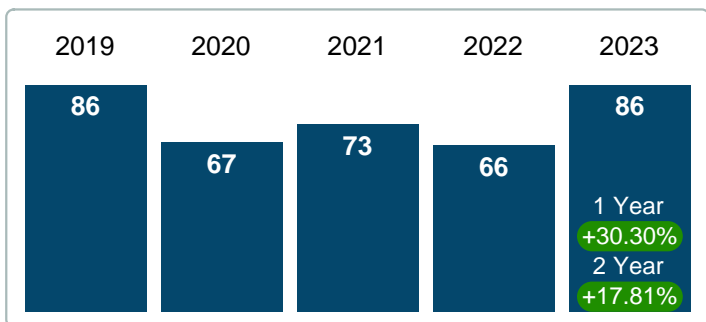
Area Delimited by County Of Bryan - Residential Property Type



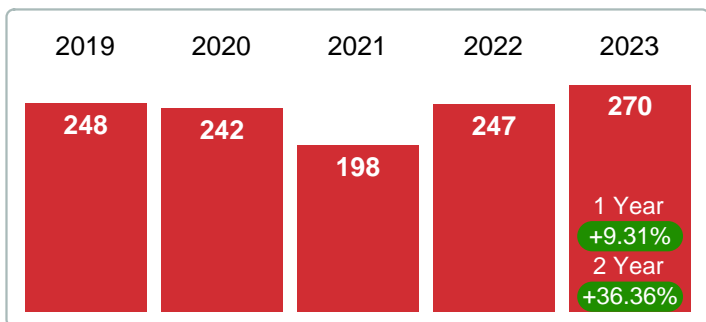
## NEW LISTINGS

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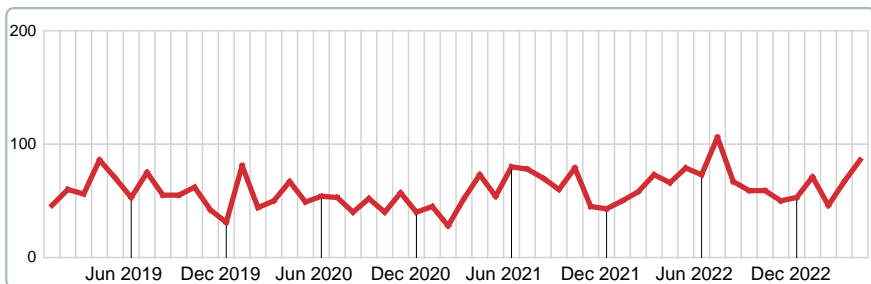
### APRIL



### YEAR TO DATE (YTD)

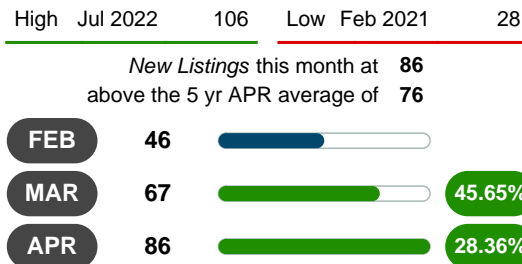


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
<b>Total New Listed Units</b>	<b>86</b>		<b>14</b>	<b>41</b>	<b>26</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>29,794,230</b>	<b>100%</b>	<b>3.07M</b>	<b>11.29M</b>	<b>11.17M</b>	<b>4.26M</b>
<b>Median New Listed Listing Price</b>	<b>\$279,450</b>		<b>\$149,750</b>	<b>\$245,000</b>	<b>\$359,900</b>	<b>\$559,000</b>

# April 2023



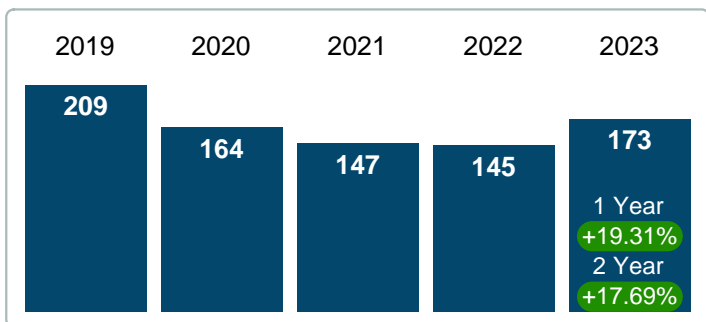
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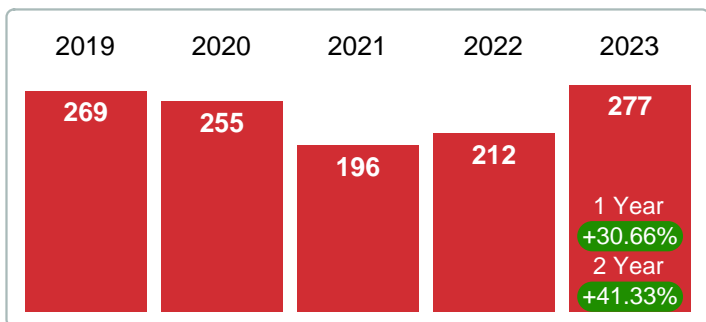
## ACTIVE INVENTORY

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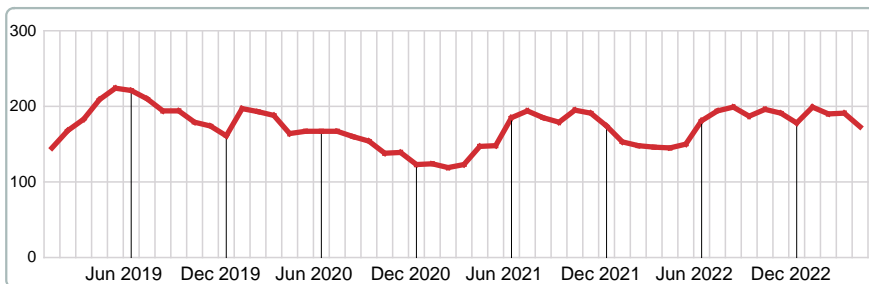
### END OF APRIL



### ACTIVE DURING APRIL

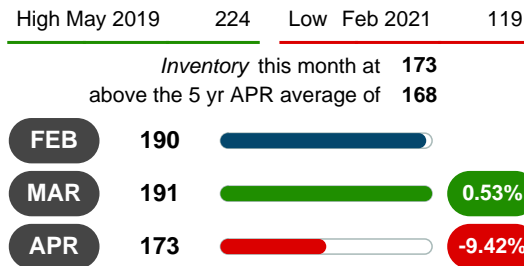


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 168



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	14	8.09%	56.5	7	6	1	0
\$125,001 - \$175,000	20	11.56%	41.5	7	9	3	1
\$175,001 - \$225,000	23	13.29%	41.0	2	13	7	1
\$225,001 - \$350,000	48	27.75%	46.5	3	28	16	1
\$350,001 - \$450,000	30	17.34%	27.0	1	12	17	0
\$450,001 - \$775,000	20	11.56%	63.0	0	10	6	4
\$775,001 and up	18	10.40%	103.5	2	4	10	2
Total Active Inventory by Units		173		22	82	60	9
Total Active Inventory by Volume		76,504,499	100%	5.51M	34.65M	30.36M	5.98M
Median Active Inventory Listing Price		\$308,950		\$149,750	\$270,750	\$359,900	\$559,000

# April 2023



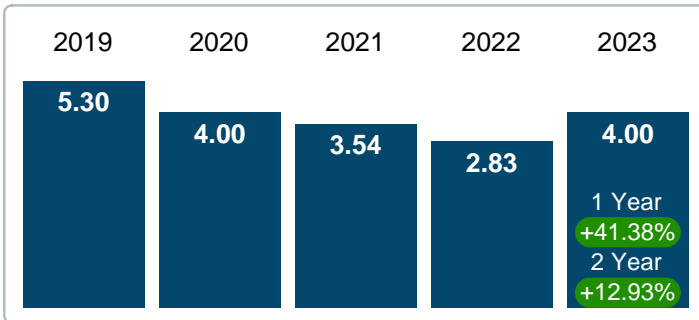
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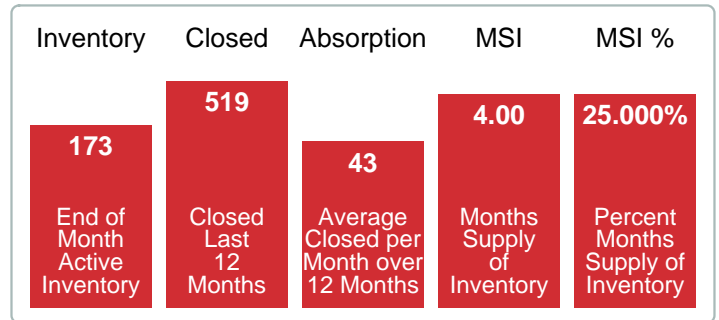
## MONTHS SUPPLY of INVENTORY (MSI)

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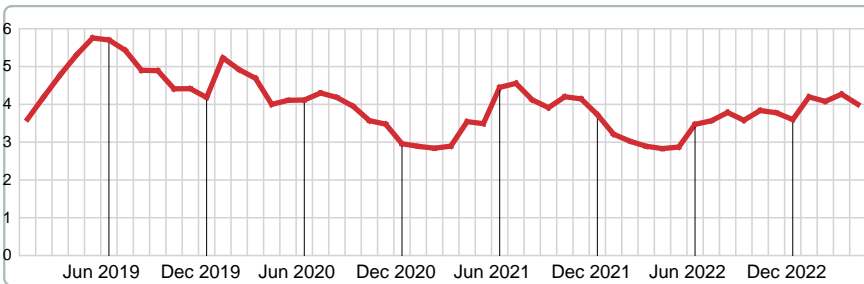
### MSI FOR APRIL



### INDICATORS FOR APRIL 2023

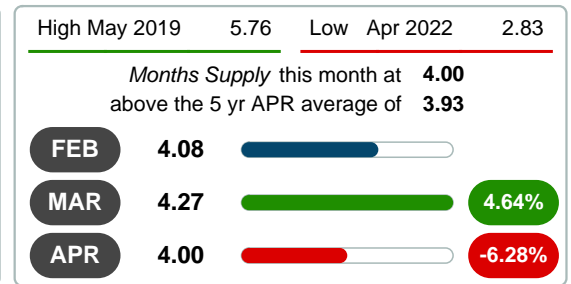


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

# April 2023



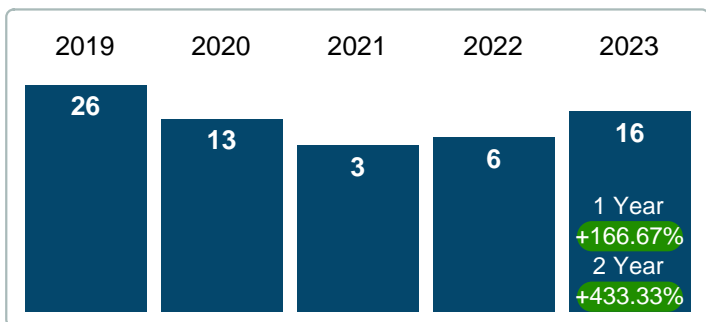
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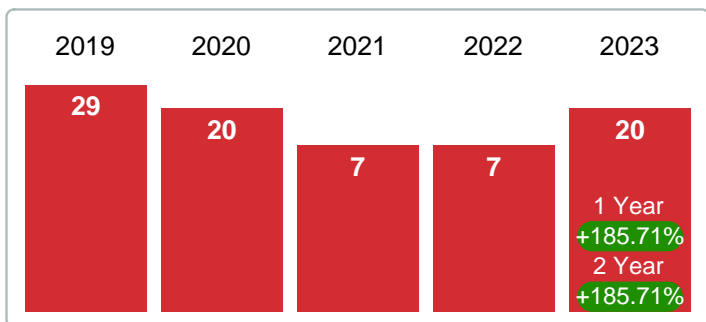
## MEDIAN DAYS ON MARKET TO SALE

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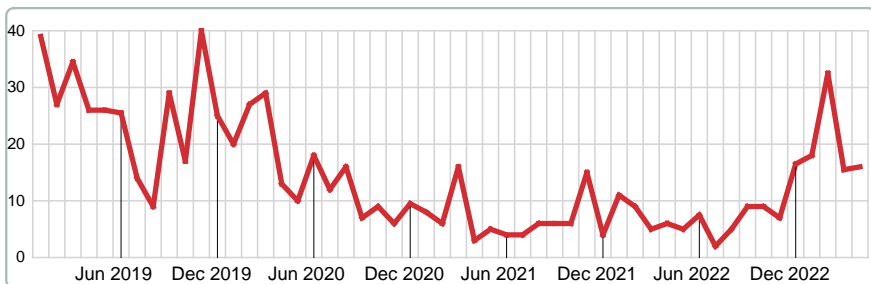
### APRIL



### YEAR TO DATE (YTD)

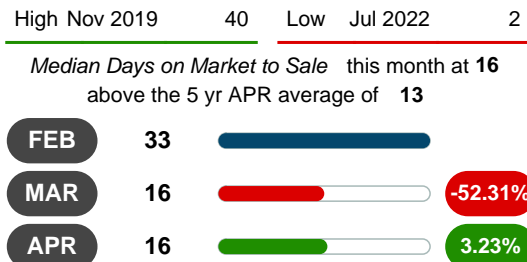


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 13



### MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range	%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	9.09%	12	7	82	0	0
\$100,001 - \$125,000	15.15%	28	28	17	0	0
\$125,001 - \$175,000	12.12%	38	97	68	4	0
\$175,001 - \$225,000	15.15%	36	0	36	0	0
\$225,001 - \$300,000	30.30%	14	0	29	1	0
\$300,001 - \$400,000	12.12%	4	0	3	90	0
\$400,001 and up	6.06%	95	1	188	0	0
Median Closed DOM		16	8	34	2	0
Total Closed Units	100%	33	7	19	7	
Total Closed Volume		7,753,300	1.44M	4.29M	2.02M	0.00B

# April 2023



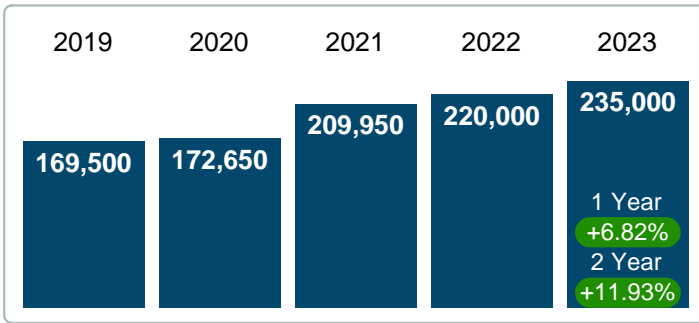
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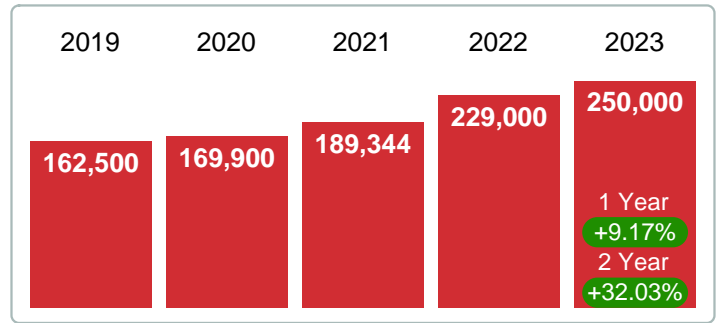
## MEDIAN LIST PRICE AT CLOSING

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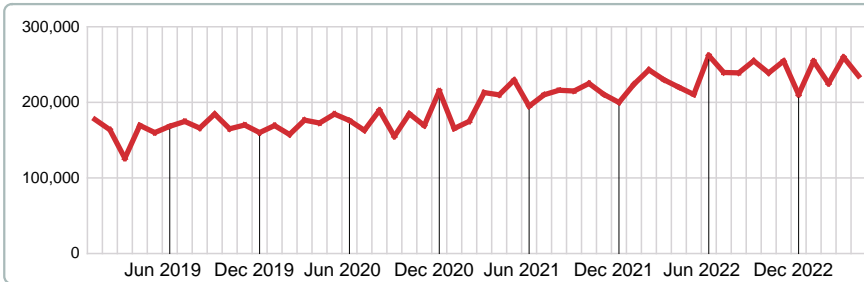
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

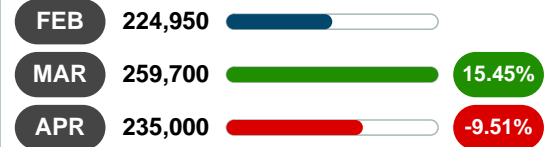


### 3 MONTHS

5 year APR AVG = 201,420

High Jun 2022 261,950 Low Mar 2019 126,000

Median List Price at Closing this month at **235,000**  
above the 5 yr APR average of **201,420**



### MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range	%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	9.09%	84,900	29,000	91,450	0	0
\$100,001 - \$125,000	12.12%	116,500	120,000	113,000	0	0
\$125,001 - \$175,000	9.09%	133,900	130,000	133,900	150,000	0
\$175,001 - \$225,000	15.15%	199,000	0	199,000	0	0
\$225,001 - \$300,000	33.33%	250,000	250,000	244,900	259,900	0
\$300,001 - \$400,000	12.12%	376,950	0	379,950	349,972	0
\$400,001 and up	9.09%	482,500	750,000	482,500	410,000	0
<b>Median List Price</b>		<b>235,000</b>	<b>125,000</b>	<b>231,000</b>	<b>300,000</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>235,000</b>	<b>7</b>	<b>19</b>	<b>7</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>7,989,644</b>	<b>1.51M</b>	<b>4.41M</b>	<b>2.07M</b>	<b>0.00B</b>



# April 2023



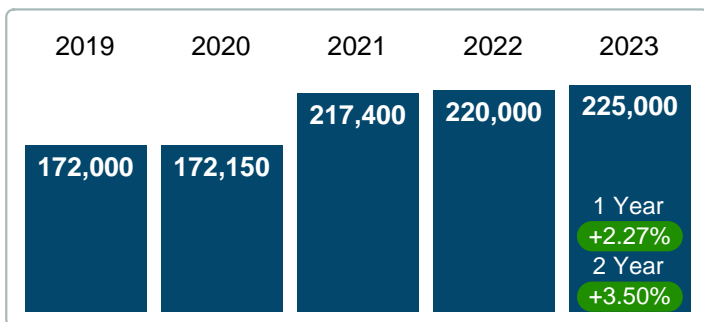
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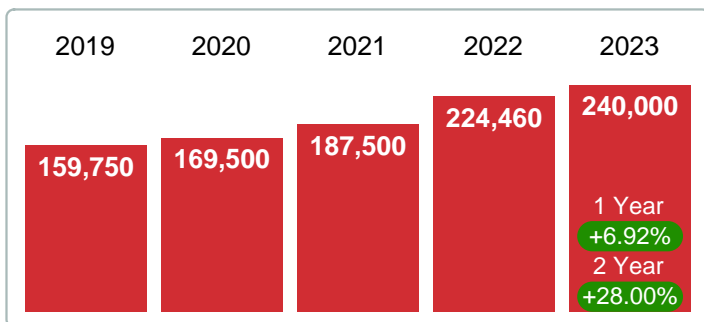
## MEDIAN SOLD PRICE AT CLOSING

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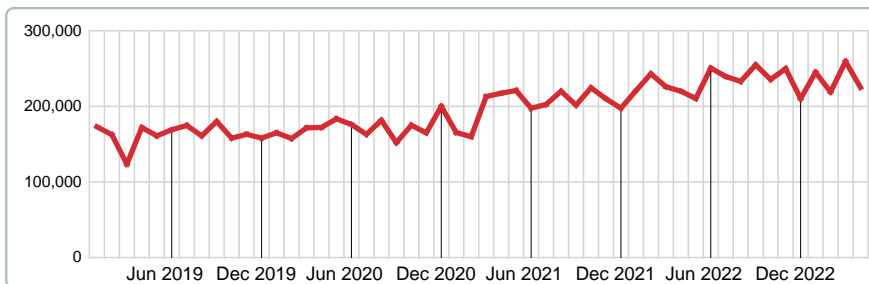
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

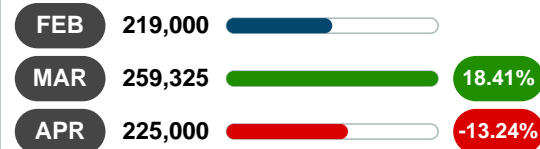


### 3 MONTHS

5 year APR AVG = 201,310

High Mar 2023 259,325 Low Mar 2019 123,500

Median Sold Price at Closing this month at **225,000** above the 5 yr APR average of **201,310**



### MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range	%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	9.09%	70,000	23,500	76,250	0	0
\$100,001 - \$125,000	15.15%	120,000	120,000	119,000	0	0
\$125,001 - \$175,000	12.12%	150,000	155,000	160,000	132,000	0
\$175,001 - \$225,000	15.15%	199,000	0	199,000	0	0
\$225,001 - \$300,000	30.30%	254,950	0	243,500	279,950	0
\$300,001 - \$400,000	12.12%	391,250	0	379,950	391,250	0
\$400,001 and up	6.06%	616,250	750,000	482,500	0	0
<b>Median Sold Price</b>		<b>225,000</b>	<b>125,000</b>	<b>225,000</b>	<b>300,000</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>225,000</b>	<b>7</b>	<b>19</b>	<b>7</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>7,753,300</b>	<b>1.44M</b>	<b>4.29M</b>	<b>2.02M</b>	<b>0.00B</b>

# April 2023



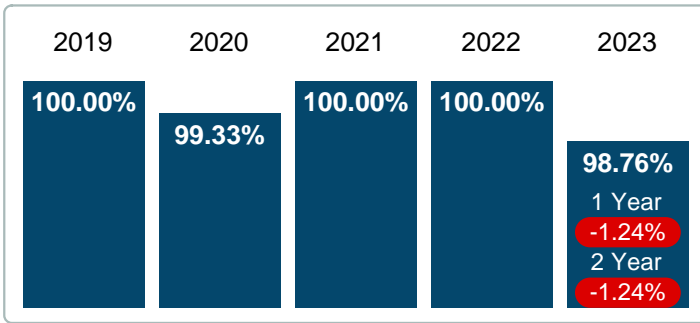
Area Delimited by County Of Bryan - Residential Property Type



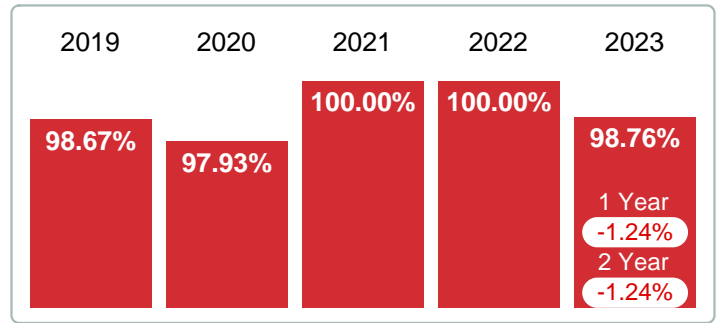
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

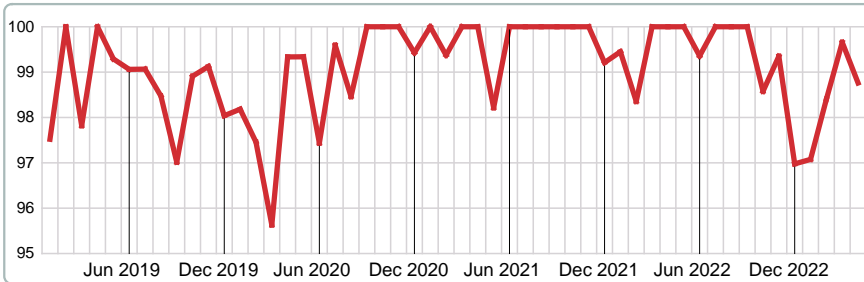
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

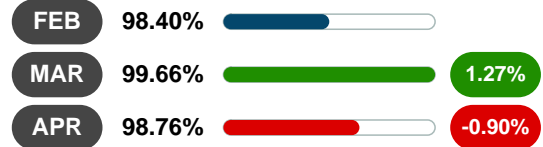


### 3 MONTHS

5 year APR AVG = 99.62%

High Sep 2022 100.00% Low Mar 2020 95.63%

Median Sold/List Ratio this month at **98.76%**  
below the 5 yr APR average of **99.62%**



### MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	3	9.09%	82.45%	81.03%	83.32%	0.00%	0.00%
\$100,001 - \$125,000	5	15.15%	100.00%	100.00%	96.68%	0.00%	0.00%
\$125,001 - \$175,000	4	12.12%	88.44%	87.85%	88.89%	88.00%	0.00%
\$175,001 - \$225,000	5	15.15%	95.58%	0.00%	95.58%	0.00%	0.00%
\$225,001 - \$300,000	10	30.30%	100.00%	0.00%	99.38%	100.00%	0.00%
\$300,001 - \$400,000	4	12.12%	98.78%	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%
Median Sold/List Ratio		98.76%		100.00%	98.76%	98.06%	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



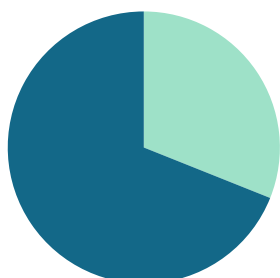
Area Delimited by County Of Bryan - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

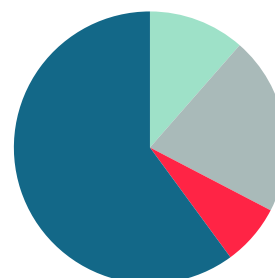


**Inventory**  
 New Listings **86 = 31.05%**  
 Start Inventory **191**  
 Total Inventory Units **277**  
 Volume **\$104,147,417**

### 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%
Median List Price	220,000	235,000	6.82%	229,000	250,000	9.17%
Median Sale Price	220,000	225,000	2.27%	224,460	240,000	6.92%
Median Percent of Selling Price to List Price	100.00%	98.76%	-1.24%	100.00%	98.76%	-1.24%
Median Days on Market to Sale	6.00	16.00	166.67%	7.00	20.00	185.71%
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

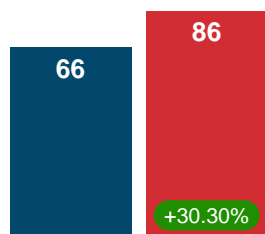
**Inventory** on April 30, 2023 = **173**

**2022** **2023**

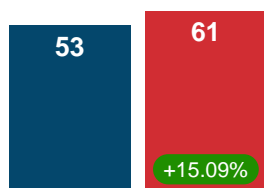
### APRIL MARKET

### MEDIAN PRICES

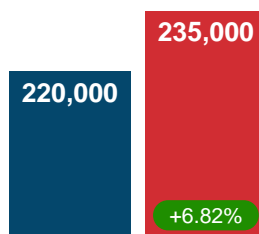
#### New Listings



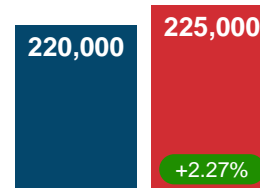
#### Pending Listings



#### List Price



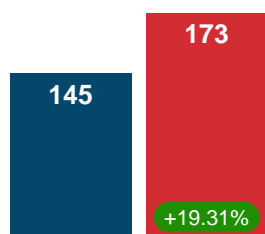
#### Sale Price



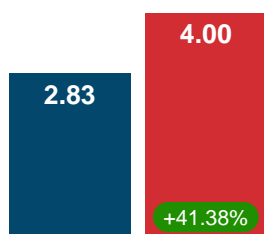
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

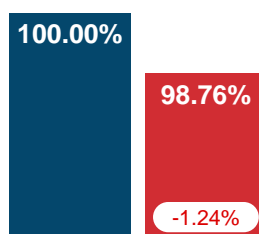
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

