

# November 2022



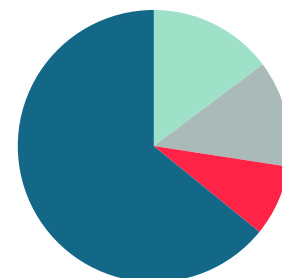
Area Delimited by County Of Bryan - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 09, 2023 for MLS Technology Inc.

Compared Metrics	November		
	2021	2022	+/-%
Closed Listings	41	35	-14.63%
Pending Listings	42	30	-28.57%
New Listings	45	50	11.11%
Average List Price	230,962	255,740	10.73%
Average Sale Price	226,831	245,676	8.31%
Average Percent of Selling Price to List Price	97.76%	94.91%	-2.91%
Average Days on Market to Sale	26.98	24.00	-11.03%
End of Month Inventory	106	152	43.40%
Months Supply of Inventory	2.30	3.00	30.64%



■ Closed (14.77%)  
■ Pending (12.66%)  
■ Other OffMarket (8.44%)  
■ Active (64.14%)

**Absorption:** Last 12 months, an Average of **51** Sales/Month  
**Active Inventory** as of November 30, 2022 = **152**

### Analysis Wrap-Up

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

The total housing inventory at the end of November 2022 rose **43.40%** to 152 existing homes available for sale. Over the last 12 months this area has had an average of 51 closed sales per month. This represents an unsold inventory index of **3.00** MSI for this period.

#### Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **8.31%** in November 2022 to \$245,676 versus the previous year at \$226,831.

#### Average Days on Market Shortens

The average number of **24.00** days that homes spent on the market before selling decreased by 2.98 days or **11.03%** in November 2022 compared to last year's same month at **26.98** DOM.

#### Sales Success for November 2022 is Positive

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

There were 50 New Listings in November 2022, up **11.11%** from last year at 45. Furthermore, there were 35 Closed Listings this month versus last year at 41, a **-14.63%** decrease.

Closed versus Listed trends yielded a **70.0%** ratio, down from previous year's, November 2021, at **91.1%**, a **23.17%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### Real Estate is Local

#### Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

#### Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

#### Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

**MLS Technology Inc. -**

**Phone:** 918-663-7500

**Email:** support@mlstechnology.com

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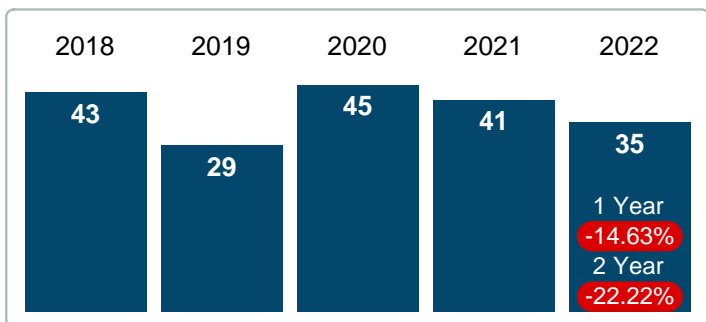
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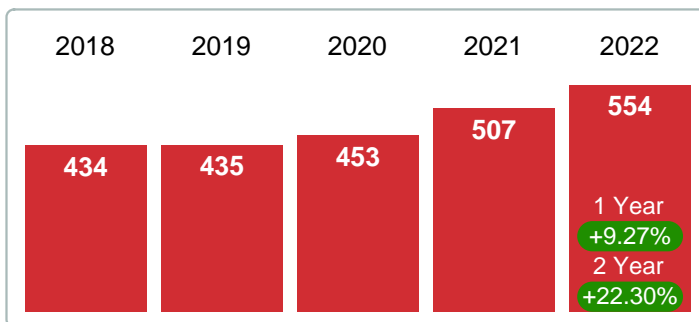
## CLOSED LISTINGS

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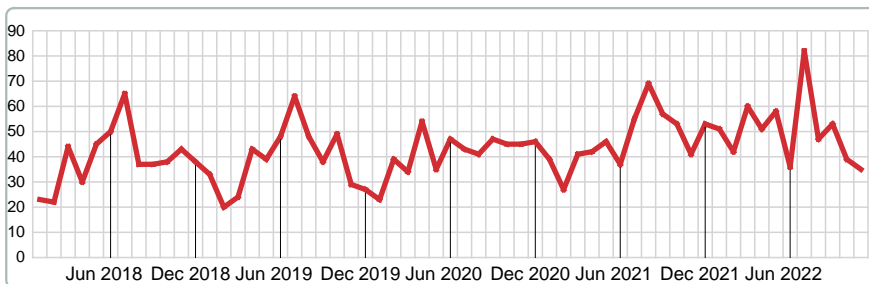
### NOVEMBER



### YEAR TO DATE (YTD)

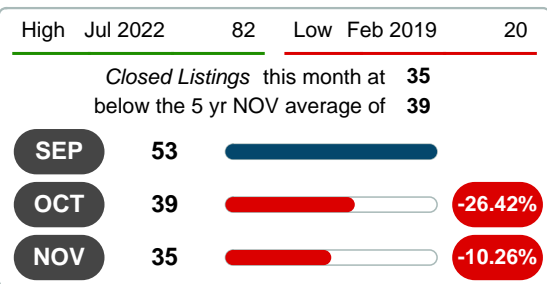


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV 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
\$100,000 and less	1	2.86%	19.0	1	0	0	0
\$100,001 - \$125,000	3	8.57%	14.7	2	1	0	0
\$125,001 - \$200,000	8	22.86%	37.6	0	7	1	0
\$200,001 - \$250,000	7	20.00%	2.1	0	7	0	0
\$250,001 - \$275,000	7	20.00%	9.4	0	6	1	0
\$275,001 - \$325,000	5	14.29%	30.8	0	4	1	0
\$325,001 and up	4	11.43%	60.3	1	2	1	0
<b>Total Closed Units</b>	<b>35</b>			<b>4</b>	<b>27</b>	<b>4</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>8,598,665</b>	<b>100%</b>	<b>24.0</b>	<b>722.50K</b>	<b>6.42M</b>	<b>1.46M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$245,676</b>			<b>\$180,625</b>	<b>\$237,751</b>	<b>\$364,225</b>	<b>\$0</b>

# November 2022



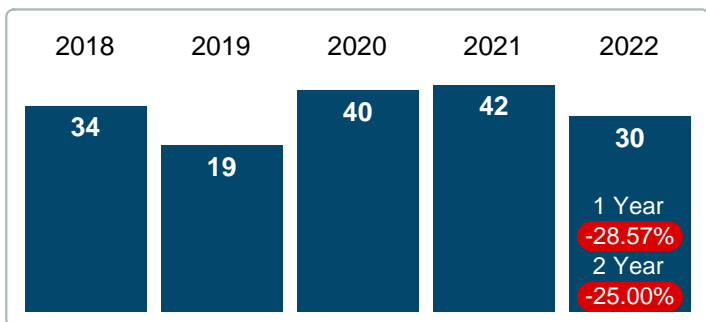
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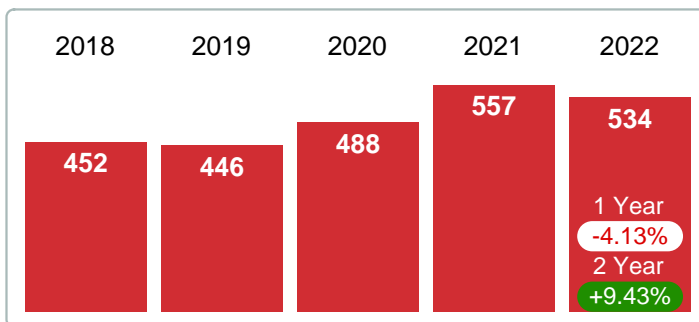
## PENDING LISTINGS

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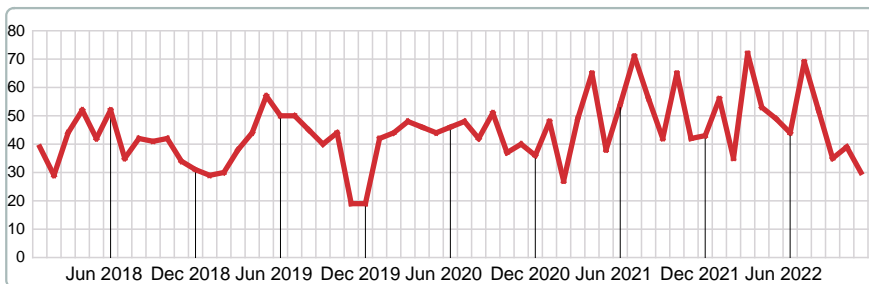
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 33

High Mar 2022 72 Low Dec 2019 19

Pending Listings this month at 30  
below the 5 yr NOV average of 33



### 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	3	10.00%	42.0	2	1	0	0
\$100,001 - \$150,000	2	6.67%	17.5	2	0	0	0
\$150,001 - \$225,000	5	16.67%	23.0	1	3	1	0
\$225,001 - \$250,000	4	13.33%	8.3	0	4	0	0
\$250,001 - \$275,000	9	30.00%	9.1	0	7	2	0
\$275,001 - \$300,000	4	13.33%	32.0	0	3	1	0
\$300,001 and up	3	10.00%	47.7	1	2	0	0
<b>Total Pending Units</b>	<b>30</b>			<b>6</b>	<b>20</b>	<b>4</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>7,058,000</b>	<b>100%</b>	<b>22.1</b>	<b>946.50K</b>	<b>5.08M</b>	<b>1.03M</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$235,267</b>			<b>\$157,750</b>	<b>\$253,885</b>	<b>\$258,450</b>	<b>\$0</b>

# November 2022



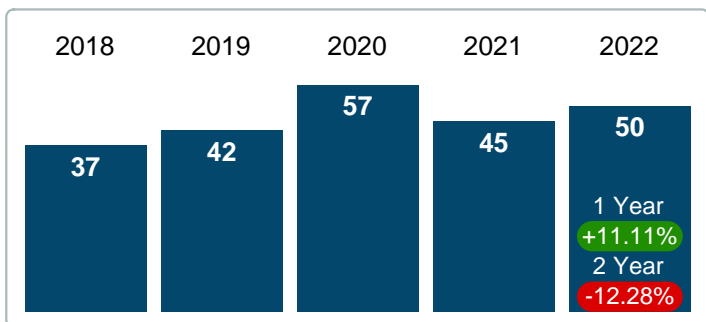
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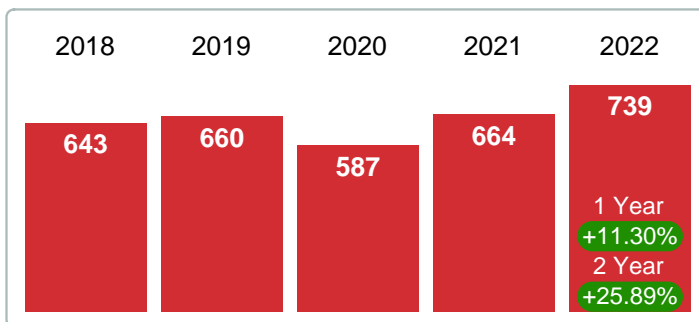
## NEW LISTINGS

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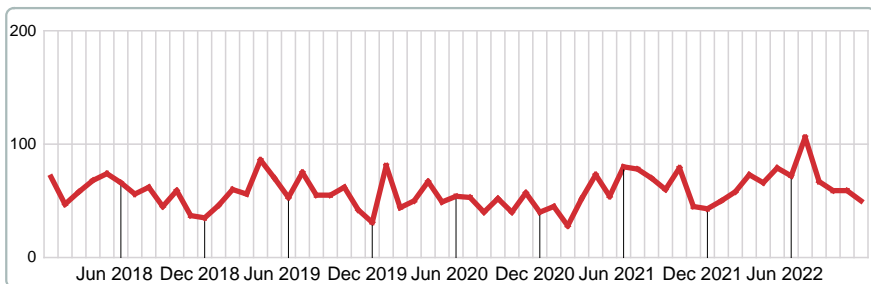
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 46

High Jul 2022 106 Low Feb 2021 28

New Listings this month at 50  
above the 5 yr NOV average of 46



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	6.00%	3	0	0	0
\$75,001 - \$150,000	7	14.00%	3	3	1	0
\$150,001 - \$225,000	6	12.00%	0	5	1	0
\$225,001 - \$250,000	10	20.00%	0	10	0	0
\$250,001 - \$275,000	9	18.00%	0	7	2	0
\$275,001 - \$375,000	10	20.00%	1	4	5	0
\$375,001 and up	5	10.00%	0	0	3	2
<b>Total New Listed Units</b>	<b>50</b>		<b>7</b>	<b>29</b>	<b>12</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>14,034,687</b>	<b>100%</b>	<b>841.50K</b>	<b>6.79M</b>	<b>5.34M</b>	<b>1.07M</b>
<b>Average New Listed Listing Price</b>	<b>\$260,777</b>		<b>\$120,214</b>	<b>\$234,020</b>	<b>\$444,716</b>	<b>\$535,000</b>

# November 2022



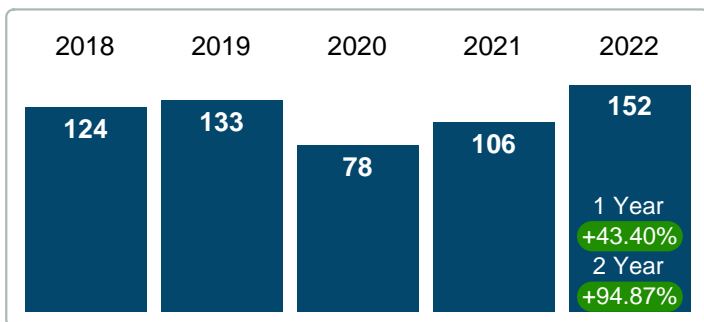
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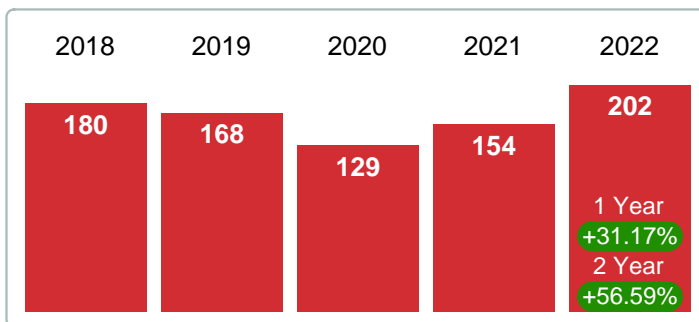
## ACTIVE INVENTORY

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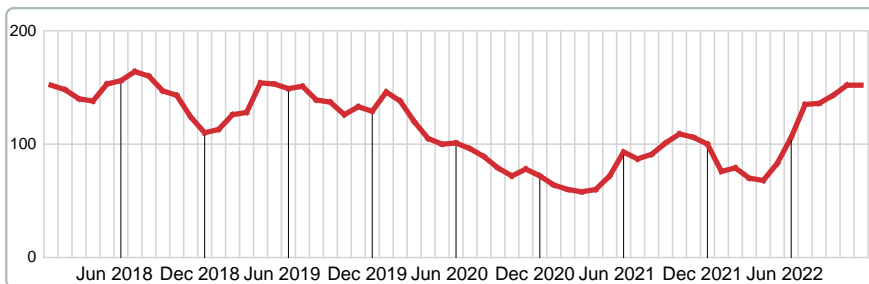
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER



### 5 YEAR MARKET ACTIVITY TRENDS

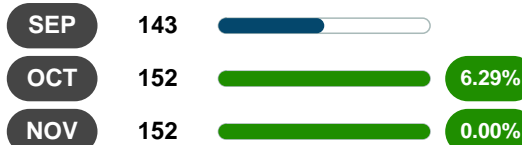


### 3 MONTHS

5 year NOV AVG = 119

High Jul 2018 164 Low Mar 2021 58

Inventory this month at 152  
above the 5 yr NOV average of 119



### 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	14	9.21%	73.4	6	7	1	0
\$100,001 - \$175,000	20	13.16%	66.4	3	13	4	0
\$175,001 - \$225,000	16	10.53%	82.6	3	10	3	0
\$225,001 - \$300,000	42	27.63%	79.6	2	28	11	1
\$300,001 - \$475,000	25	16.45%	69.4	0	14	11	0
\$475,001 - \$725,000	18	11.84%	96.3	0	6	9	3
\$725,001 and up	17	11.18%	138.1	2	6	7	2
<b>Total Active Inventory by Units</b>	<b>152</b>			<b>16</b>	<b>84</b>	<b>46</b>	<b>6</b>
<b>Total Active Inventory by Volume</b>	<b>61,266,476</b>	<b>100%</b>	<b>84.5</b>	<b>4.38M</b>	<b>29.10M</b>	<b>23.16M</b>	<b>4.63M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$403,069</b>			<b>\$273,588</b>	<b>\$346,422</b>	<b>\$503,384</b>	<b>\$772,333</b>

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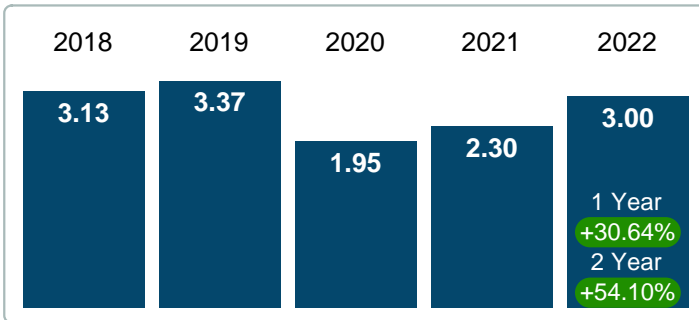
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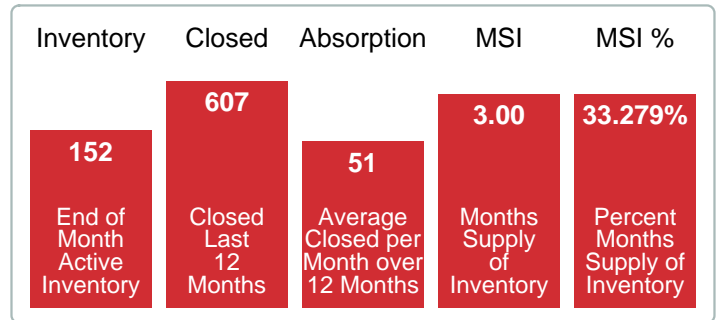
## MONTHS SUPPLY of INVENTORY (MSI)

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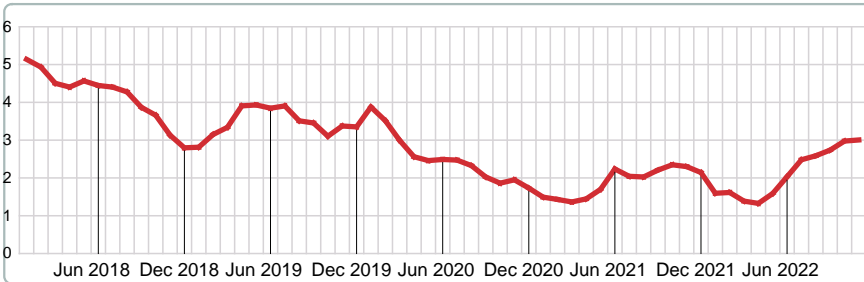
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2022



### 5 YEAR MARKET ACTIVITY TRENDS

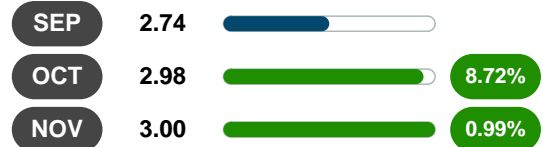


### 3 MONTHS

5 year NOV AVG = 2.75

High Jan 2018 5.14 Low Apr 2022 1.33

Months Supply this month at **3.00**  
above the 5 yr NOV average of **2.75**



### 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
\$100,000 and less	14	9.21%	3.82	3.60	3.65	0.00	0.00
\$100,001 - \$175,000	20	13.16%	2.16	1.16	2.44	3.20	0.00
\$175,001 - \$225,000	16	10.53%	1.52	7.20	1.13	2.57	0.00
\$225,001 - \$300,000	42	27.63%	2.57	12.00	2.90	1.78	3.00
\$300,001 - \$475,000	25	16.45%	3.13	0.00	3.50	3.22	0.00
\$475,001 - \$725,000	18	11.84%	12.00	0.00	10.29	18.00	9.00
\$725,001 and up	17	11.18%	12.75	0.00	18.00	10.50	6.00
Market Supply of Inventory (MSI)			3.00	3.10	2.74	3.49	3.79
Total Active Inventory by Units		100%	3.00	16	84	46	6

# November 2022



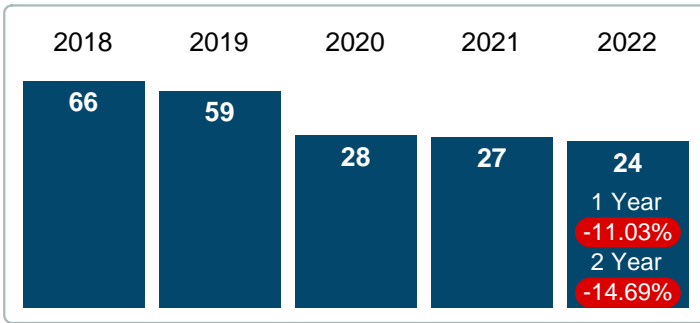
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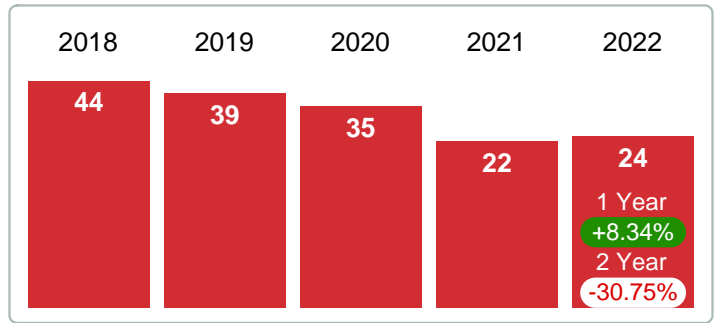
## AVERAGE DAYS ON MARKET TO SALE

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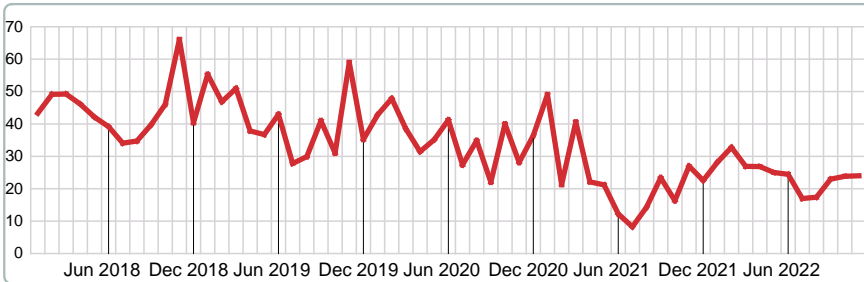
### NOVEMBER



### YEAR TO DATE (YTD)

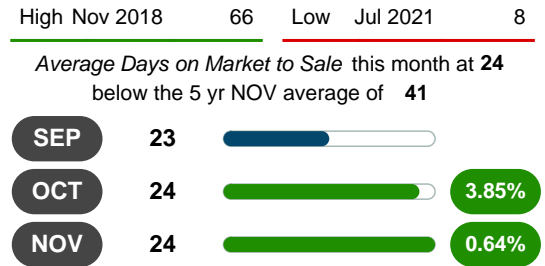


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 41



### 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	2.86%	19	19	0	0	0
\$100,001 - \$125,000	8.57%	15	18	9	0	0
\$125,001 - \$200,000	22.86%	38	0	42	7	0
\$200,001 - \$250,000	20.00%	2	0	2	0	0
\$250,001 - \$275,000	20.00%	9	0	11	1	0
\$275,001 - \$325,000	14.29%	31	0	38	1	0
\$325,001 and up	11.43%	60	8	115	4	0
<b>Average Closed DOM</b>		<b>24</b>	<b>16</b>	<b>28</b>	<b>3</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>24</b>	<b>4</b>	<b>27</b>	<b>4</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>8,598,665</b>	<b>722.50K</b>	<b>6.42M</b>	<b>1.46M</b>	<b>0.00B</b>

# November 2022



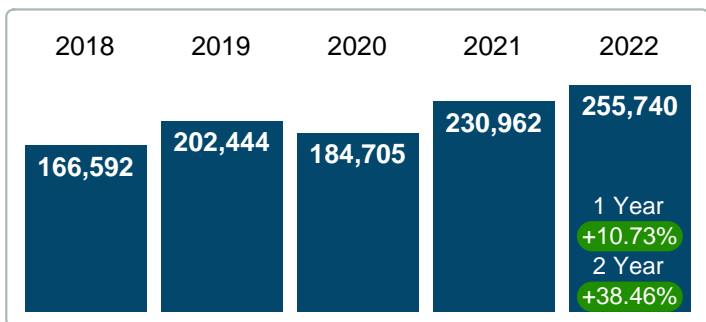
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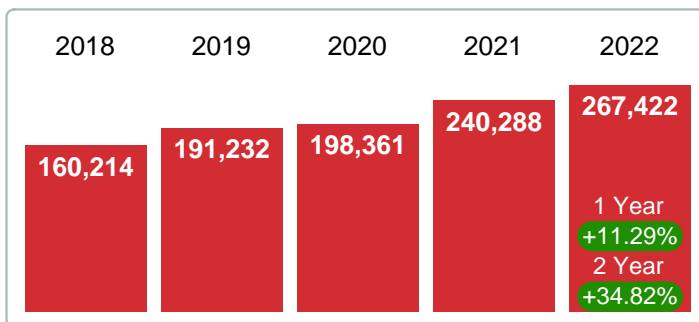
## AVERAGE LIST PRICE AT CLOSING

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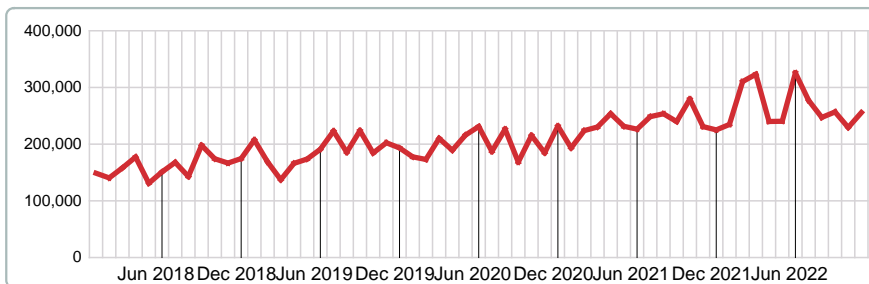
### NOVEMBER



### YEAR TO DATE (YTD)

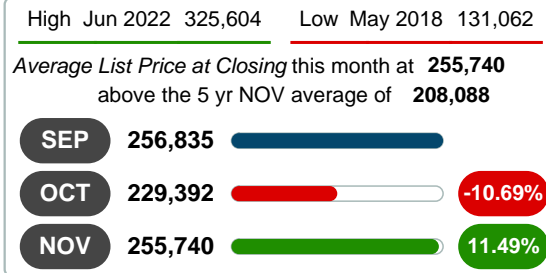


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 208,088



### 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	1	2.86%	22,000	22,000	0	0	0
\$100,001 - \$125,000	2	5.71%	115,000	124,500	110,000	0	0
\$125,001 - \$200,000	8	22.86%	160,488	0	183,629	149,000	0
\$200,001 - \$250,000	6	17.14%	227,800	0	229,757	0	0
\$250,001 - \$275,000	8	22.86%	262,308	0	267,761	259,900	0
\$275,001 - \$325,000	5	14.29%	297,370	0	321,963	299,000	0
\$325,001 and up	5	14.29%	492,580	420,000	447,000	759,900	0
Average List Price			255,740	172,750	251,560	366,950	0
Total Closed Units		100%	255,740	4	27	4	
Total Closed Volume			8,950,915	691.00K	6.79M	1.47M	0.00B



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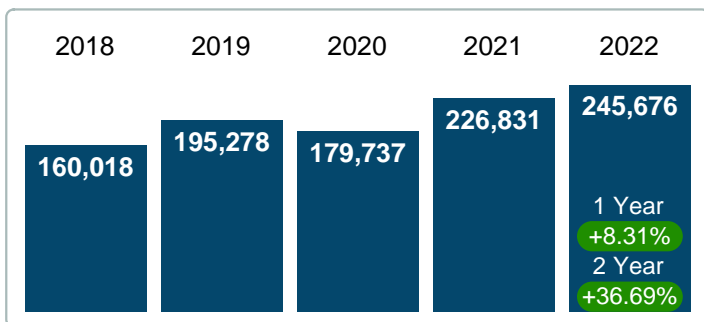
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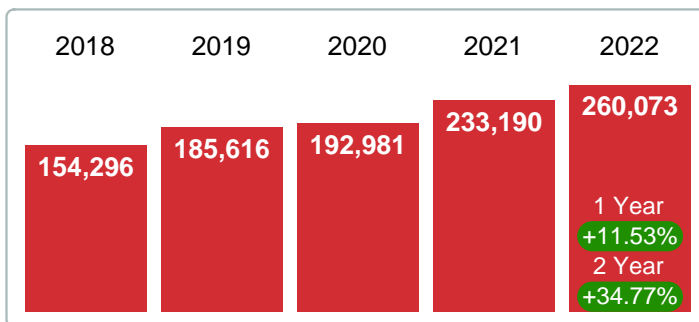
## AVERAGE SOLD PRICE AT CLOSING

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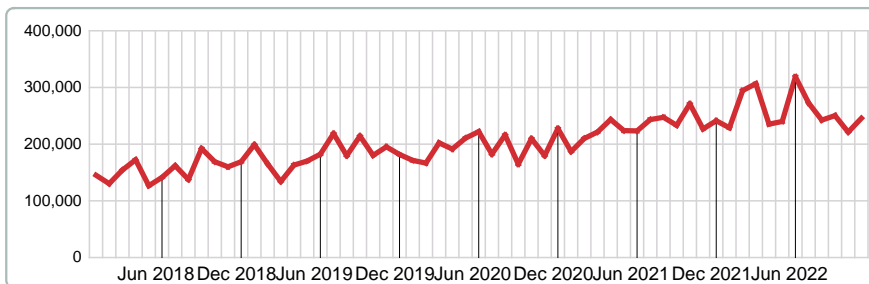
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 201,508

High Jun 2022 318,832    Low May 2018 126,718

Average Sold Price at Closing this month at **245,676**  
above the 5 yr NOV average of **201,508**

SEP	250,347	Progress bar
OCT	221,263	Progress bar (-11.62%)
NOV	245,676	Progress bar (11.03%)

### 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	2.86%	12,500	12,500	0	0	0
\$100,001 - \$125,000	8.57%	112,333	115,000	107,000	0	0
\$125,001 - \$200,000	22.86%	157,425	0	158,771	148,000	0
\$200,001 - \$250,000	20.00%	229,614	0	229,614	0	0
\$250,001 - \$275,000	20.00%	261,638	0	261,928	259,900	0
\$275,001 - \$325,000	14.29%	301,200	0	301,750	299,000	0
\$325,001 and up	11.43%	511,250	480,000	407,500	750,000	0
<b>Average Sold Price</b>		<b>245,676</b>	<b>180,625</b>	<b>237,751</b>	<b>364,225</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>245,676</b>	<b>4</b>	<b>27</b>	<b>4</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>8,598,665</b>	<b>722.50K</b>	<b>6.42M</b>	<b>1.46M</b>	<b>0.00B</b>

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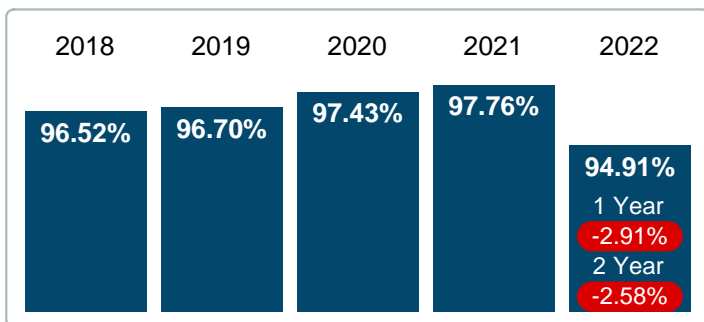
Area Delimited by County Of Bryan - Residential Property Type



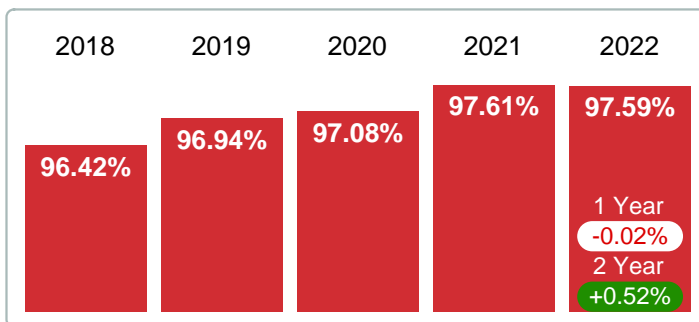
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 09, 2023 for MLS Technology Inc.

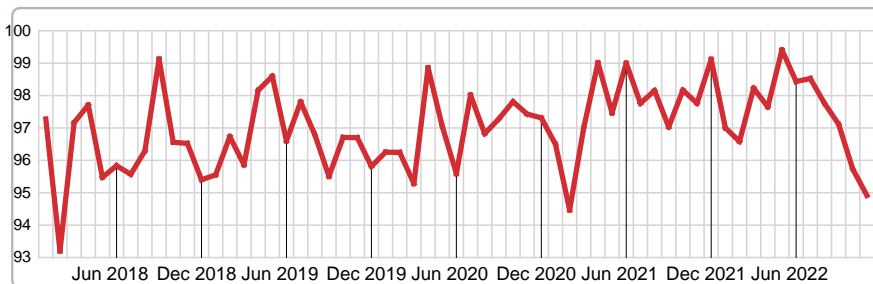
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

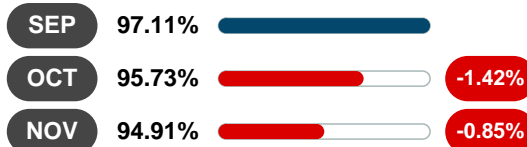


### 3 MONTHS

5 year NOV AVG = 96.67%

High May 2022 99.41% Low Feb 2018 93.20%

Average Sold/List Ratio this month at **94.91%**  
below the 5 yr NOV average of **96.67%**



### 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	1	2.86%	56.82%	56.82%	0.00%	0.00%	0.00%
\$100,001 - \$125,000	3	8.57%	94.08%	92.49%	97.27%	0.00%	0.00%
\$125,001 - \$200,000	8	22.86%	89.70%	0.00%	88.32%	99.33%	0.00%
\$200,001 - \$250,000	7	20.00%	100.31%	0.00%	100.31%	0.00%	0.00%
\$250,001 - \$275,000	7	20.00%	98.25%	0.00%	97.96%	100.00%	0.00%
\$275,001 - \$325,000	5	14.29%	95.97%	0.00%	94.96%	100.00%	0.00%
\$325,001 and up	4	11.43%	98.90%	114.29%	91.31%	98.70%	0.00%
Average Sold/List Ratio		94.90%		89.02%	95.11%	99.51%	0.00%
Total Closed Units		35	100%	4	27	4	
Total Closed Volume		8,598,665		722.50K	6.42M	1.46M	0.00B

# November 2022



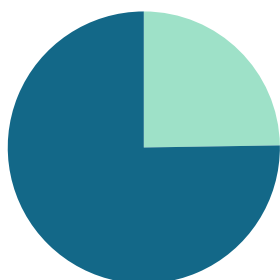
Area Delimited by County Of Bryan - Residential Property Type



## MARKET SUMMARY

Report produced on Aug 09, 2023 for MLS Technology Inc.

### INVENTORY

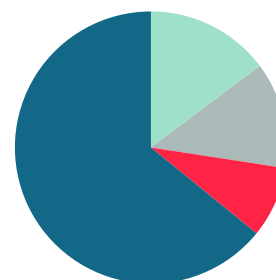


**Inventory**  
 New Listings  
**50 = 24.75%**  
 Start Inventory  
**152**  
 Total Inventory Units  
**202**  
 Volume  
**\$76,926,175**

### Market Activity

Closed Sales  
**35 = 14.77%**  
 Pending Sales  
**30 = 12.66%**  
 Other Off Market  
**20 = 8.44%**  
 Active Inventory  
**152 = 64.14%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	41	35	-14.63%	507	554	9.27%
Pending Sales	42	30	-28.57%	557	534	-4.13%
New Listings	45	50	11.11%	664	739	11.30%
Average List Price	230,962	255,740	10.73%	240,288	267,422	11.29%
Average Sale Price	226,831	245,676	8.31%	233,190	260,073	11.53%
Average Percent of Selling Price to List Price	97.76%	94.91%	-2.91%	97.61%	97.59%	-0.02%
Average Days on Market to Sale	26.98	24.00	-11.03%	22.20	24.05	8.34%
Monthly Inventory	106	152	43.40%	106	152	43.40%
Months Supply of Inventory	2.30	3.00	30.64%	2.30	3.00	30.64%

**Absorption:** Last 12 months, an Average of **51** Sales/Month

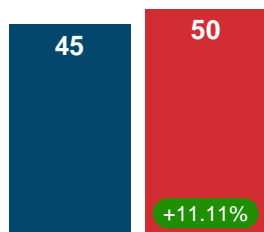
**Inventory** on November 30, 2022 = **152**

**2021** **2022**

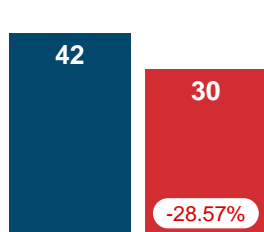
### NOVEMBER MARKET

### AVERAGE PRICES

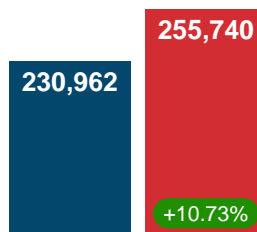
#### New Listings



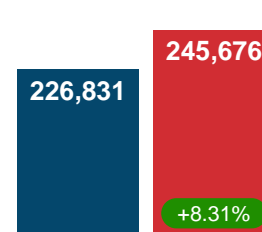
#### Pending Listings



#### List Price



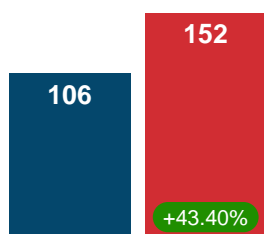
#### Sale Price



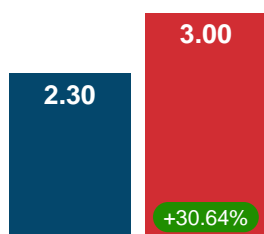
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

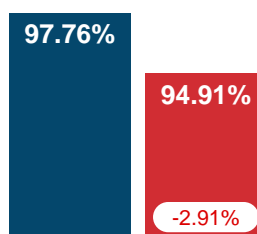
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

