

September 2022



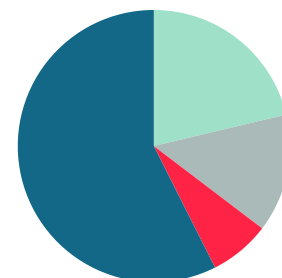
Area Delimited by County Of Bryan - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2021	2022	+/-%
Closed Listings	57	53	-7.02%
Pending Listings	42	35	-16.67%
New Listings	60	59	-1.67%
Average List Price	239,802	256,835	7.10%
Average Sale Price	233,199	250,347	7.35%
Average Percent of Selling Price to List Price	97.03%	97.11%	0.09%
Average Days on Market to Sale	23.39	22.96	-1.81%
End of Month Inventory	101	143	41.58%
Months Supply of Inventory	2.21	2.74	23.97%



■ Closed (21.29%)
■ Pending (14.06%)
■ Other OffMarket (7.23%)
■ Active (57.43%)

Absorption: Last 12 months, an Average of **52** Sales/Month
Active Inventory as of September 30, 2022 = **143**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of September 2022 rose **41.58%** to 143 existing homes available for sale. Over the last 12 months this area has had an average of 52 closed sales per month. This represents an unsold inventory index of **2.74** 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 **7.35%** in September 2022 to \$250,347 versus the previous year at \$233,199.

Average Days on Market Shortens

The average number of **22.96** days that homes spent on the market before selling decreased by 0.42 days or **1.81%** in September 2022 compared to last year's same month at **23.39** DOM.

Sales Success for September 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 59 New Listings in September 2022, down **1.67%** from last year at 60. Furthermore, there were 53 Closed Listings this month versus last year at 57, a **-7.02%** decrease.

Closed versus Listed trends yielded a **89.8%** ratio, down from previous year's, September 2021, at **95.0%**, a **5.44%** downswing. This will certainly create pressure on an increasing Month's 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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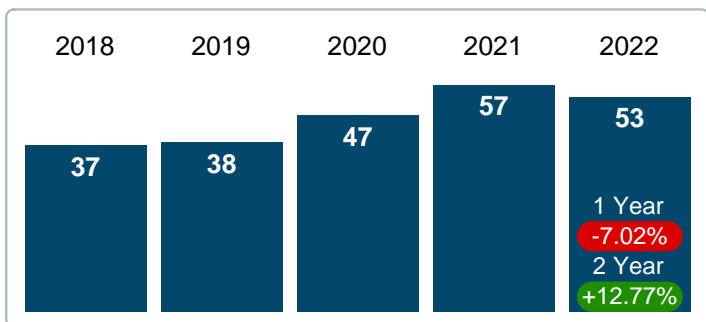
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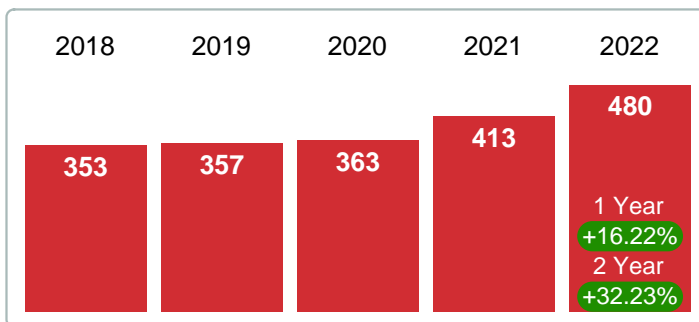
CLOSED LISTINGS

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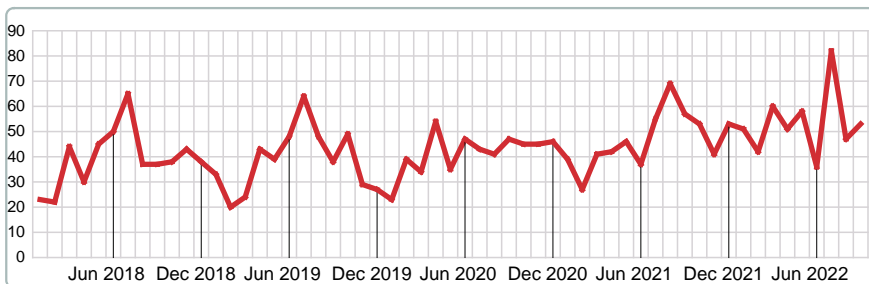
SEPTEMBER



YEAR TO DATE (YTD)

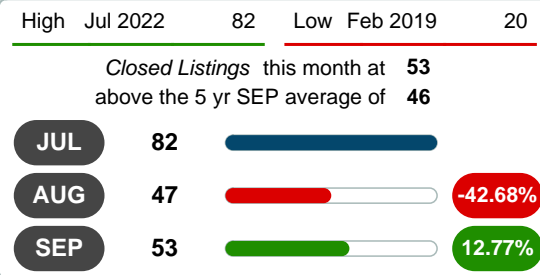


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 46



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	5	9.43%	45.0	1	3	0	1
\$125,001 - \$175,000	4	7.55%	10.8	1	3	0	0
\$175,001 - \$225,000	9	16.98%	31.6	0	7	2	0
\$225,001 - \$250,000	8	15.09%	28.6	1	6	1	0
\$250,001 - \$325,000	16	30.19%	16.8	0	9	7	0
\$325,001 - \$325,000	0	0.00%	0.0	0	0	0	0
\$325,001 and up	11	20.75%	15.3	0	2	8	1
Total Closed Units	53			3	30	18	2
Total Closed Volume	13,268,377	100%	23.0	405.90K	6.94M	5.32M	605.00K
Average Closed Price	\$250,347			\$135,300	\$231,257	\$295,542	\$302,500

September 2022



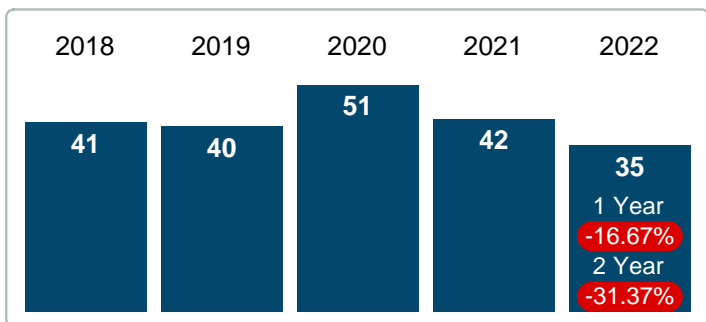
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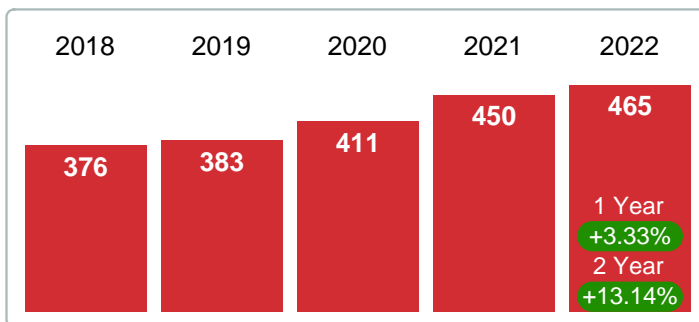
PENDING LISTINGS

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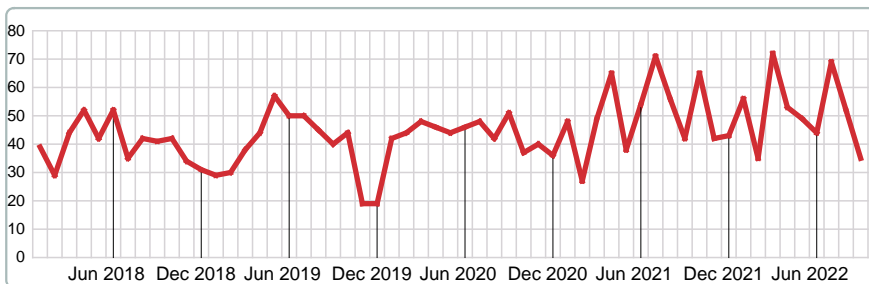
SEPTEMBER



YEAR TO DATE (YTD)

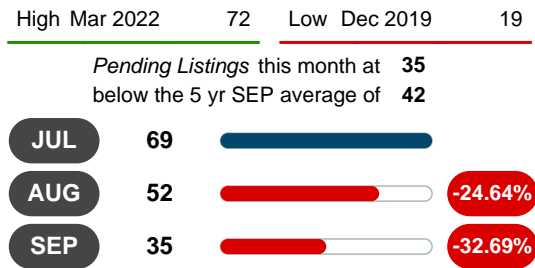


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 42



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	2	5.71%	14.0	1	1	0	0
\$125,001 - \$175,000	3	8.57%	24.7	0	1	2	0
\$175,001 - \$250,000	9	25.71%	29.2	1	8	0	0
\$250,001 - \$275,000	8	22.86%	4.5	0	4	4	0
\$275,001 - \$325,000	4	11.43%	30.8	0	2	2	0
\$325,001 - \$375,000	4	11.43%	8.8	0	1	3	0
\$375,001 and up	5	14.29%	59.4	2	1	2	0
Total Pending Units	35			4	18	13	0
Total Pending Volume	9,706,907	100%	23.0	1.14M	4.51M	4.06M	0.00B
Average Listing Price	\$275,938			\$285,750	\$250,387	\$312,072	\$0

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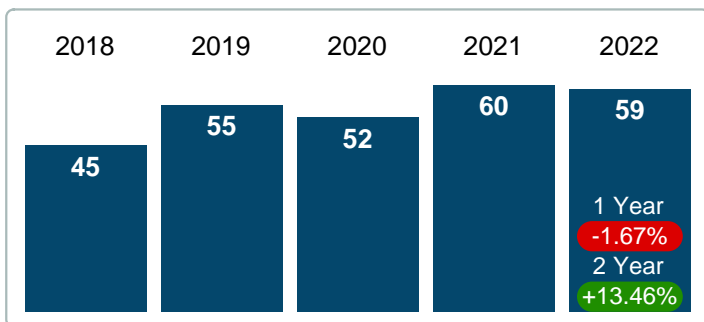
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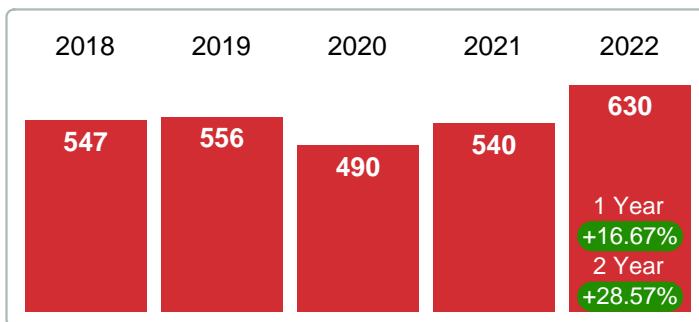
NEW LISTINGS

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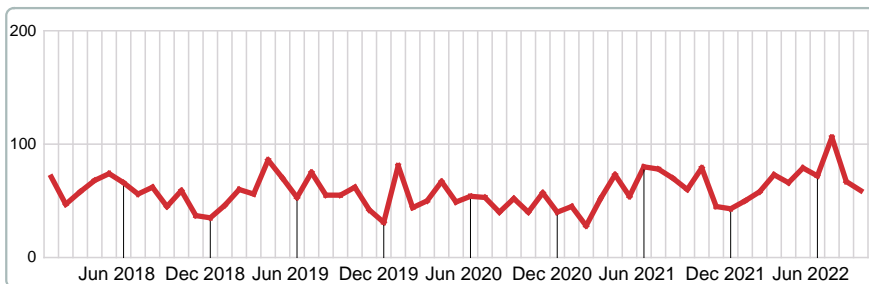
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 54

High Jul 2022 106 Low Feb 2021 28

New Listings this month at 59
above the 5 yr SEP average of 54



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	1	1.69%	1	0	0	0
\$75,001 - \$125,000	9	15.25%	2	6	1	0
\$125,001 - \$200,000	11	18.64%	0	8	3	0
\$200,001 - \$250,000	7	11.86%	2	3	2	0
\$250,001 - \$325,000	16	27.12%	0	12	4	0
\$325,001 - \$475,000	10	16.95%	1	3	6	0
\$475,001 and up	5	8.47%	0	2	3	0
Total New Listed Units	59		6	34	19	0
Total New Listed Volume	16,528,377	100%	1.13M	8.31M	7.09M	0.00B
Average New Listed Listing Price	\$246,107		\$188,167	\$244,450	\$373,056	\$0

September 2022



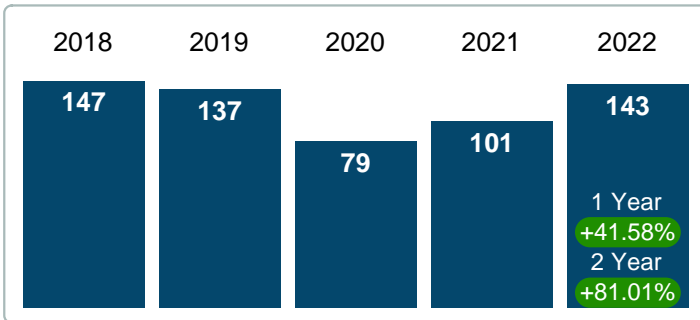
Area Delimited by County Of Bryan - Residential Property Type



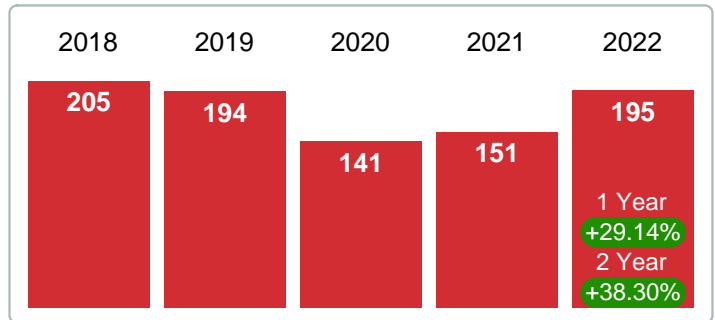
ACTIVE INVENTORY

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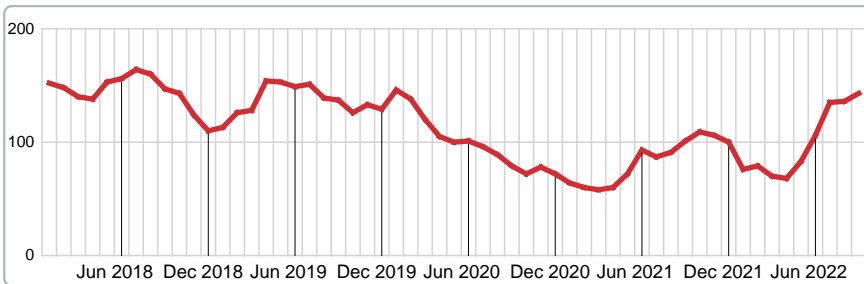
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

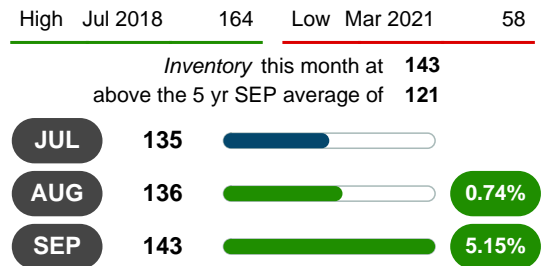


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 121



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	2.10%	55.3	2	1	0	0
\$75,001 - \$175,000	30	20.98%	55.5	6	18	6	0
\$175,001 - \$225,000	16	11.19%	60.9	2	11	3	0
\$225,001 - \$350,000	39	27.27%	69.0	1	28	9	1
\$350,001 - \$500,000	22	15.38%	66.9	0	12	9	1
\$500,001 - \$825,000	18	12.59%	78.4	0	9	6	3
\$825,001 and up	15	10.49%	121.6	2	6	5	2
Total Active Inventory by Units	143			13	85	38	7
Total Active Inventory by Volume	61,661,254	100%	71.4	3.88M	32.23M	19.71M	5.84M
Average Active Inventory Listing Price	\$431,198			\$298,685	\$379,127	\$518,646	\$834,857

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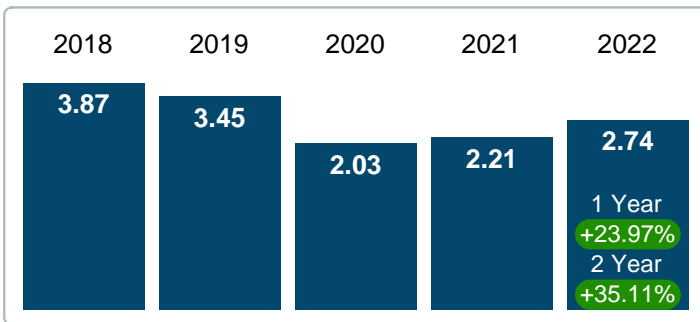
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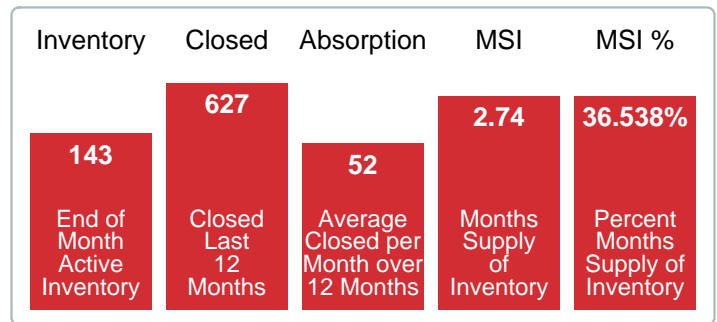
MONTHS SUPPLY of INVENTORY (MSI)

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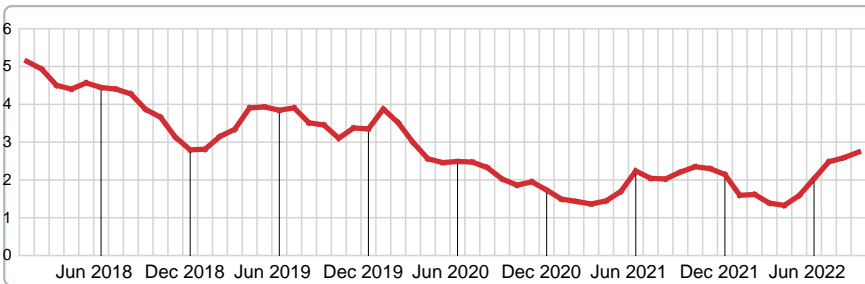
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2022

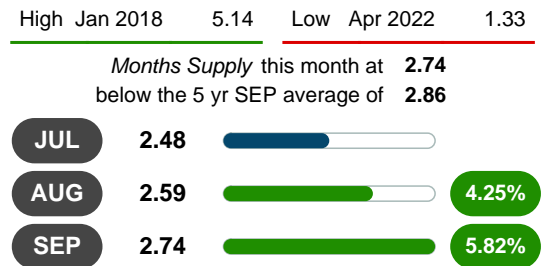


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 2.86



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
\$75,000 and less	3	2.10%	2.12	4.00	1.20	0.00	0.00
\$75,001 - \$175,000	30	20.98%	2.47	1.80	2.40	4.80	0.00
\$175,001 - \$225,000	16	11.19%	1.43	8.00	1.18	2.00	0.00
\$225,001 - \$350,000	39	27.27%	1.93	6.00	2.45	1.11	1.71
\$350,001 - \$500,000	22	15.38%	4.98	0.00	6.00	4.91	3.00
\$500,001 - \$825,000	18	12.59%	9.00	0.00	12.00	9.00	5.14
\$825,001 and up	15	10.49%	18.00	0.00	36.00	12.00	8.00
Market Supply of Inventory (MSI)			2.74	2.89	2.66	2.76	3.50
Total Active Inventory by Units		100%	2.74	13	85	38	7

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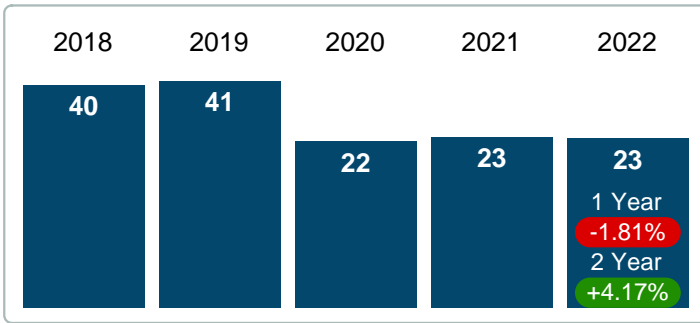
Area Delimited by County Of Bryan - Residential Property Type



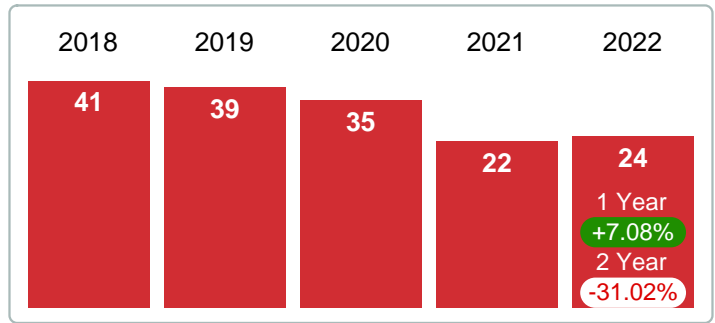
AVERAGE DAYS ON MARKET TO SALE

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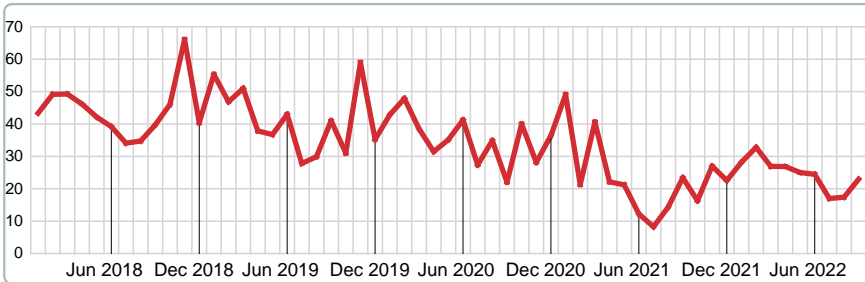
SEPTEMBER



YEAR TO DATE (YTD)

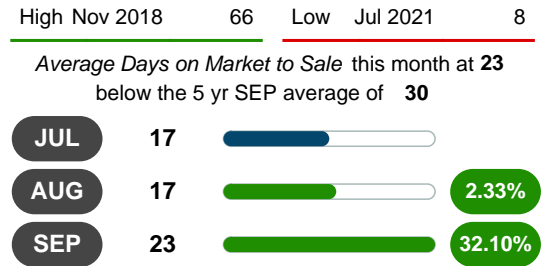


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 30



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	9.43%	45	101	36	0	17
\$125,001 - \$175,000	7.55%	11	5	13	0	0
\$175,001 - \$225,000	16.98%	32	0	22	66	0
\$225,001 - \$250,000	15.09%	29	31	30	17	0
\$250,001 - \$325,000	30.19%	17	0	22	10	0
\$325,001 - \$325,000	0.00%	0	0	0	0	0
\$325,001 and up	20.75%	15	0	60	5	9
Average Closed DOM		23	46	27	14	13
Total Closed Units	100%	23	3	30	18	2
Total Closed Volume		13,268,377	405.90K	6.94M	5.32M	605.00K

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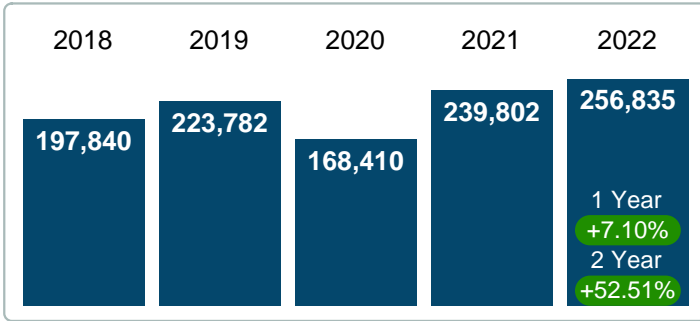
Area Delimited by County Of Bryan - Residential Property Type



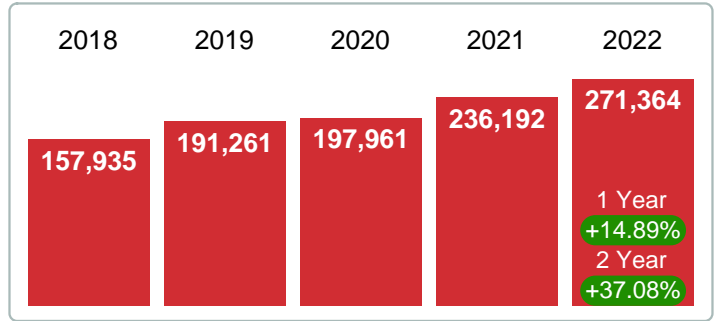
AVERAGE LIST PRICE AT CLOSING

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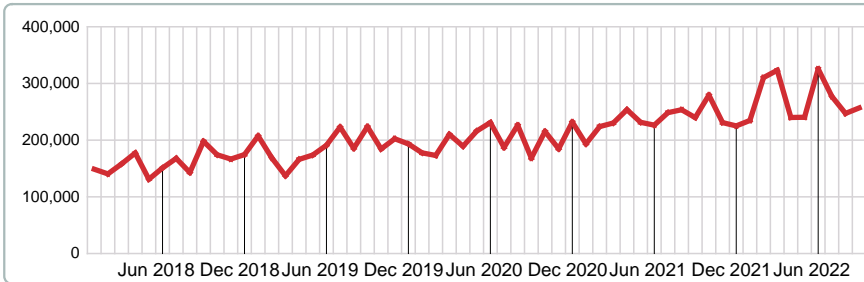
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

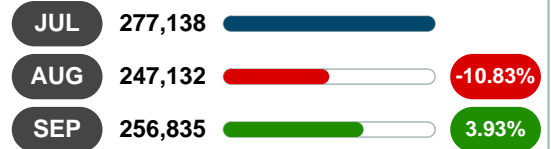


3 MONTHS

5 year SEP AVG = 217,333

High Jun 2022 325,604 Low May 2018 131,062

Average List Price at Closing this month at **256,835**
above the 5 yr SEP average of **217,333**



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	7.55%	73,450	39,900	103,333	0	73,900
\$125,001 - \$175,000	9.43%	135,860	134,900	138,133	0	0
\$175,001 - \$225,000	11.32%	199,267	0	212,214	214,950	0
\$225,001 - \$250,000	16.98%	241,411	249,000	248,817	245,000	0
\$250,001 - \$325,000	32.08%	273,387	0	283,819	269,457	0
\$325,001 - \$325,000	0.00%	0	0	0	0	0
\$325,001 and up	22.64%	385,272	0	427,500	356,533	589,000
Average List Price		256,835	141,267	237,073	300,742	331,450
Total Closed Units	100%	256,835	3	30	18	2
Total Closed Volume		13,612,237	423.80K	7.11M	5.41M	662.90K

September 2022



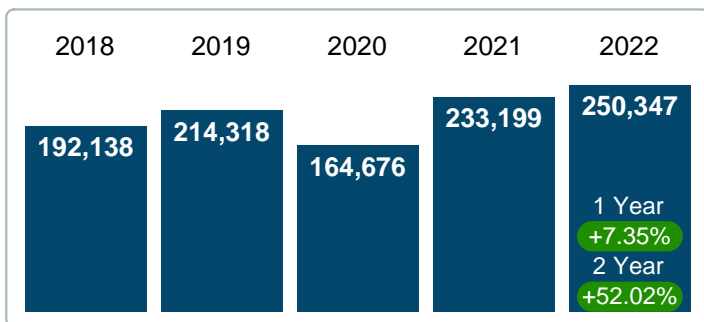
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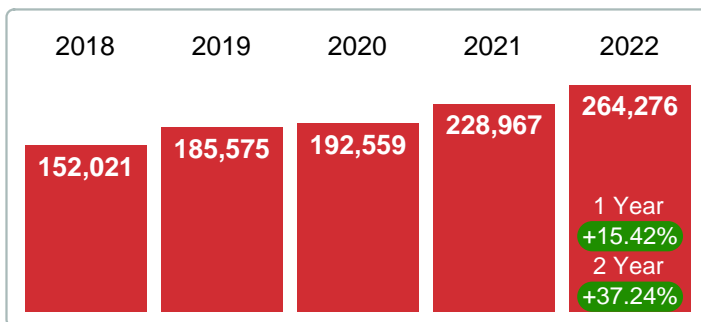
AVERAGE SOLD PRICE AT CLOSING

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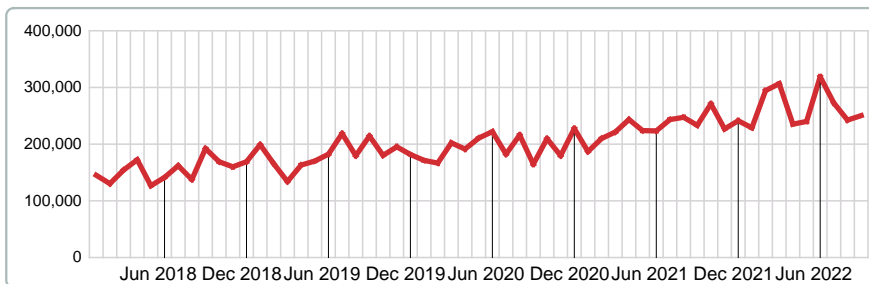
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

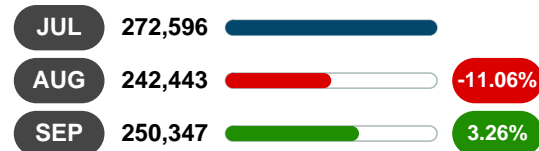


3 MONTHS

5 year SEP AVG = 210,936

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

Average Sold Price at Closing this month at **250,347** above the 5 yr SEP average of **210,936**



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	9.43%	78,683	35,000	97,805	0	65,000
\$125,001 - \$175,000	4	7.55%	133,725	134,900	133,333	0	0
\$175,001 - \$225,000	9	16.98%	200,556	0	199,429	204,500	0
\$225,001 - \$250,000	8	15.09%	241,550	236,000	242,733	240,000	0
\$250,001 - \$325,000	16	30.19%	273,219	0	277,989	267,086	0
\$325,001 - \$325,000	0	0.00%	0	0	0	0	0
\$325,001 and up	11	20.75%	384,651	0	445,000	350,145	540,000
Average Sold Price			250,347	135,300	231,257	295,542	302,500
Total Closed Units		100%	250,347	3	30	18	2
Total Closed Volume			13,268,377	405.90K	6.94M	5.32M	605.00K

September 2022



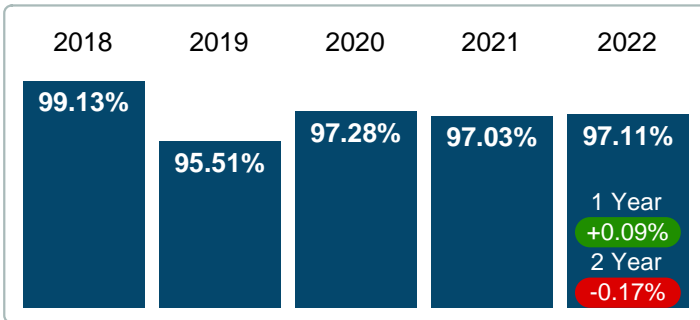
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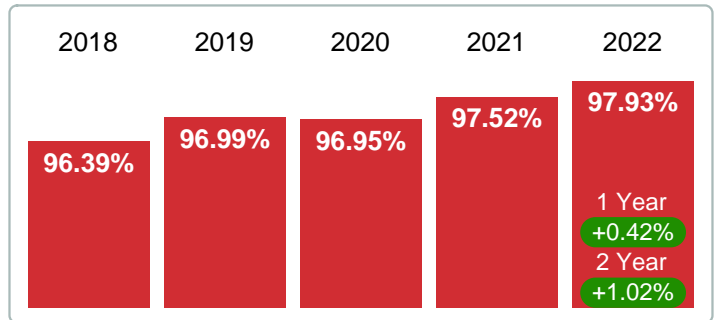
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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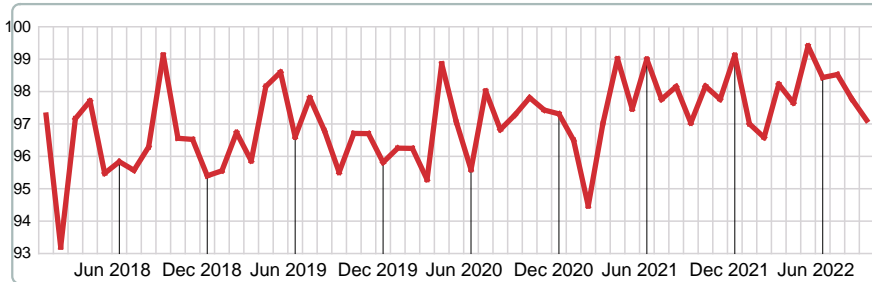
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

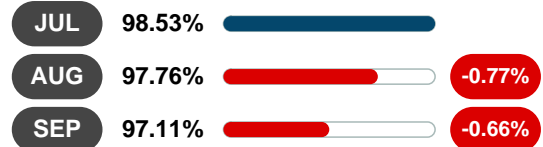


3 MONTHS

5 year SEP AVG = 97.21%

High May 2022 99.41% Low Feb 2018 93.20%

Average Sold/List Ratio this month at **97.11%**
equal to 5 yr SEP average of **97.21%**



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	5	9.43%	92.54%	87.72%	95.67%	0.00%	87.96%
\$125,001 - \$175,000	4	7.55%	97.45%	100.00%	96.60%	0.00%	0.00%
\$175,001 - \$225,000	9	16.98%	94.67%	0.00%	94.51%	95.25%	0.00%
\$225,001 - \$250,000	8	15.09%	97.46%	94.78%	97.82%	97.96%	0.00%
\$250,001 - \$325,000	16	30.19%	98.63%	0.00%	97.99%	99.45%	0.00%
\$325,001 - \$325,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$325,001 and up	11	20.75%	98.62%	0.00%	103.33%	98.30%	91.68%
Average Sold/List Ratio		97.10%		94.17%	97.13%	98.39%	89.82%
Total Closed Units		53	100%	3	30	18	2
Total Closed Volume		13,268,377		405.90K	6.94M	5.32M	605.00K

September 2022



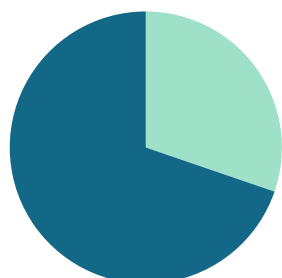
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

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

INVENTORY



Inventory

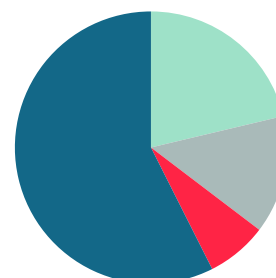
- New Listings **59 = 30.26%**
- Start Inventory **136**
- Total Inventory Units **195**
- Volume **\$76,099,161**

Market Activity

Market Activity

- Closed Sales **53 = 21.29%**
- Pending Sales **35 = 14.06%**
- Other Off Market **18 = 7.23%**
- Active Inventory **143 = 57.43%**

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	57	53	-7.02%	413	480	16.22%
Pending Sales	42	35	-16.67%	450	465	3.33%
New Listings	60	59	-1.67%	540	630	16.67%
Average List Price	239,802	256,835	7.10%	236,192	271,364	14.89%
Average Sale Price	233,199	250,347	7.35%	228,967	264,276	15.42%
Average Percent of Selling Price to List Price	97.03%	97.11%	0.09%	97.52%	97.93%	0.42%
Average Days on Market to Sale	23.39	22.96	-1.81%	22.48	24.07	7.08%
Monthly Inventory	101	143	41.58%	101	143	41.58%
Months Supply of Inventory	2.21	2.74	23.97%	2.21	2.74	23.97%

Absorption: Last 12 months, an Average of **52** Sales/Month

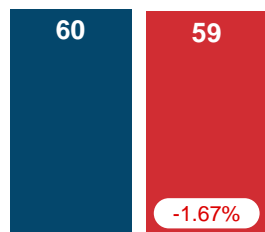
Inventory on September 30, 2022 = **143**

2021 **2022**

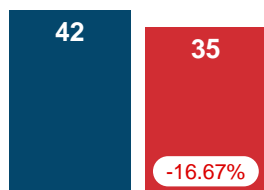
SEPTEMBER MARKET

AVERAGE PRICES

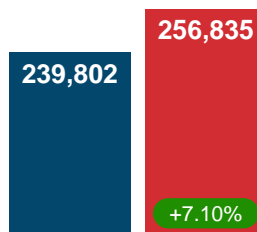
New Listings



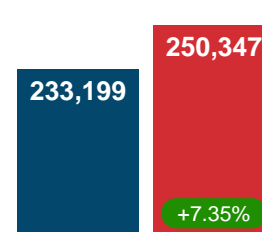
Pending Listings



List Price



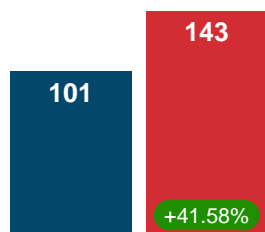
Sale Price



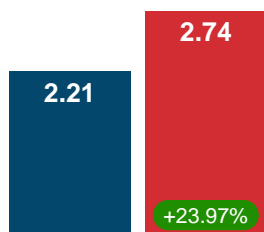
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

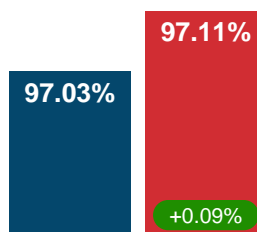
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

