

February 2023



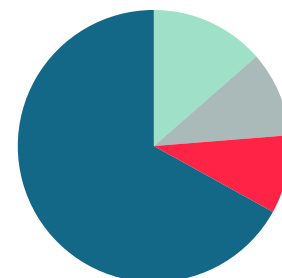
Area Delimited by County Of Bryan - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	February 2023	+/-%
Closed Listings	42	32	-23.81%
Pending Listings	35	24	-31.43%
New Listings	58	46	-20.69%
Average List Price	310,337	276,376	-10.94%
Average Sale Price	294,472	265,759	-9.75%
Average Percent of Selling Price to List Price	96.58%	96.31%	-0.28%
Average Days on Market to Sale	32.76	38.91	18.75%
End of Month Inventory	79	158	100.00%
Months Supply of Inventory	1.61	3.39	110.02%



■ Closed (13.56%)
■ Pending (10.17%)
■ Other OffMarket (9.32%)
■ Active (66.95%)

Absorption: Last 12 months, an Average of **47** Sales/Month
Active Inventory as of February 28, 2023 = **158**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of February 2023 rose **100.00%** to 158 existing homes available for sale. Over the last 12 months this area has had an average of 47 closed sales per month. This represents an unsold inventory index of **3.39** 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 **9.75%** in February 2023 to \$265,759 versus the previous year at \$294,472.

Average Days on Market Lengthens

The average number of **38.91** days that homes spent on the market before selling increased by 6.14 days or **18.75%** in February 2023 compared to last year's same month at **32.76** DOM.

Sales Success for February 2023 is Positive

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

There were 46 New Listings in February 2023, down **20.69%** from last year at 58. Furthermore, there were 32 Closed Listings this month versus last year at 42, a **-23.81%** decrease.

Closed versus Listed trends yielded a **69.6%** ratio, down from previous year's, February 2022, at **72.4%**, a **3.93%** 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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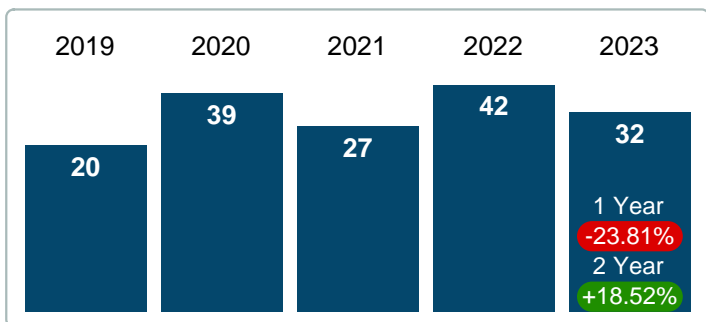
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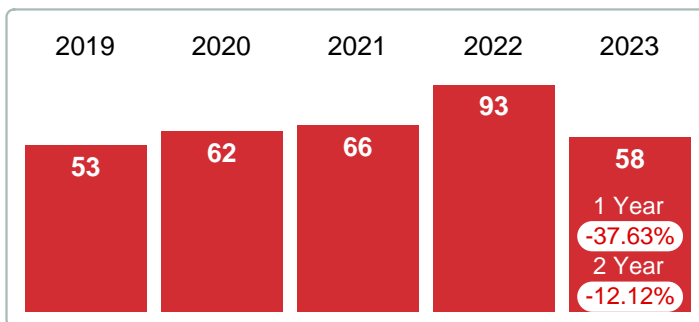
CLOSED LISTINGS

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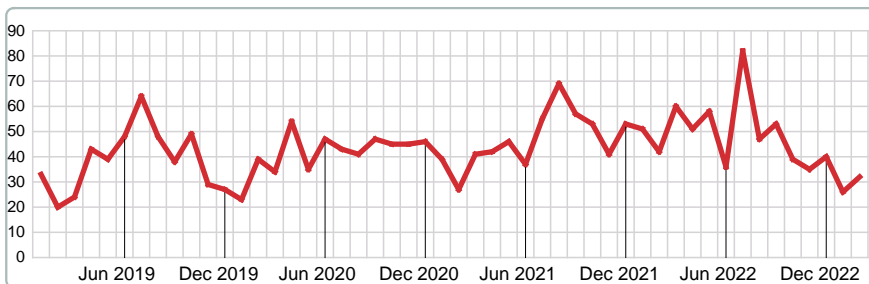
FEBRUARY



YEAR TO DATE (YTD)

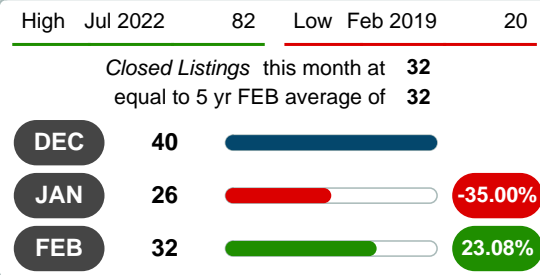


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 32



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	1	3.13%	46.0	0	1	0	0
\$75,001 - \$150,000	4	12.50%	24.5	1	2	1	0
\$150,001 - \$200,000	7	21.88%	20.0	1	5	1	0
\$200,001 - \$250,000	7	21.88%	47.0	0	7	0	0
\$250,001 - \$325,000	5	15.63%	34.2	0	4	1	0
\$325,001 - \$475,000	4	12.50%	23.8	0	3	1	0
\$475,001 and up	4	12.50%	91.5	0	2	1	1
Total Closed Units	32			2	24	5	1
Total Closed Volume	8,504,300	100%	38.9	299.00K	6.21M	1.50M	495.00K
Average Closed Price	\$265,759			\$149,500	\$258,683	\$300,380	\$495,000

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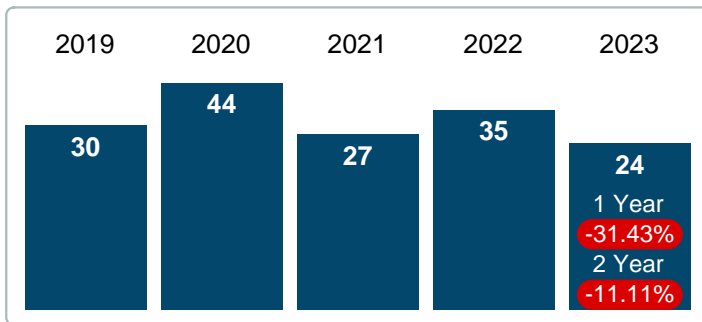
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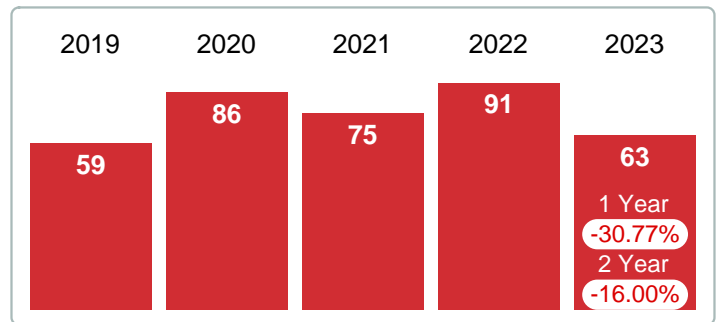
PENDING LISTINGS

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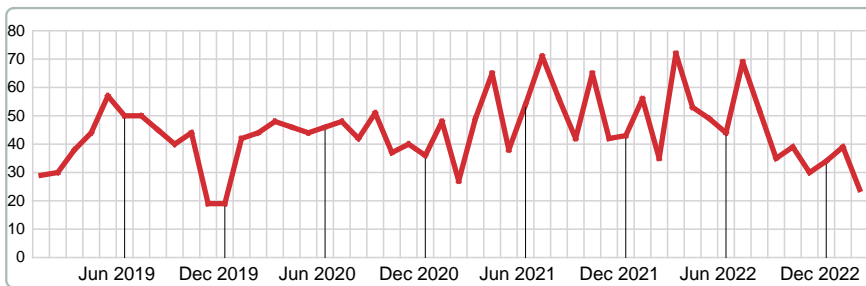
FEBRUARY



YEAR TO DATE (YTD)

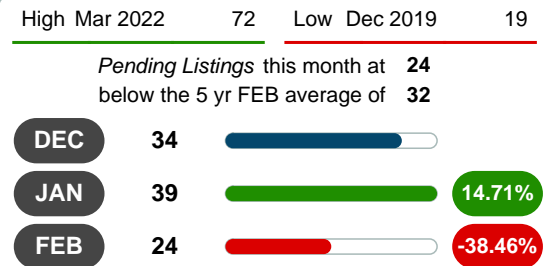


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 32



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	2	8.33%	48.5	2	0	0	0
\$150,001 - \$175,000	3	12.50%	49.0	1	2	0	0
\$175,001 - \$250,000	2	8.33%	101.5	0	2	0	0
\$250,001 - \$300,000	8	33.33%	42.4	0	6	2	0
\$300,001 - \$325,000	4	16.67%	41.3	0	2	2	0
\$325,001 - \$375,000	1	4.17%	53.0	0	1	0	0
\$375,001 and up	4	16.67%	56.3	1	2	0	1
Total Pending Units	24			4	15	4	1
Total Pending Volume	6,916,650	100%	51.2	732.40K	4.61M	1.18M	389.00K
Average Listing Price	\$304,348			\$183,100	\$307,357	\$296,225	\$389,000

February 2023



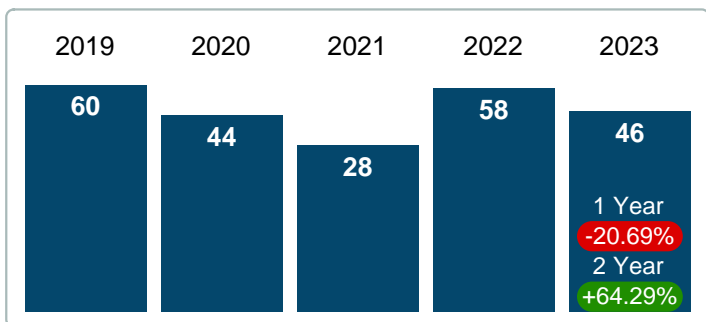
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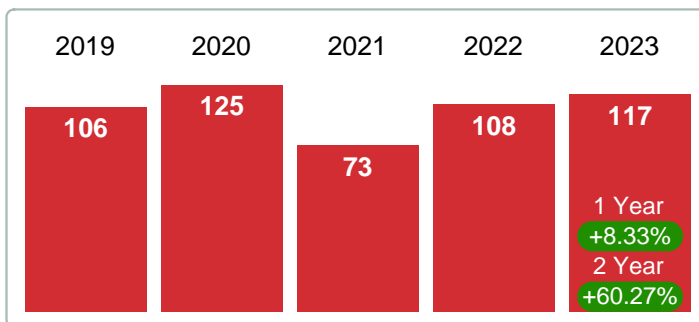
NEW LISTINGS

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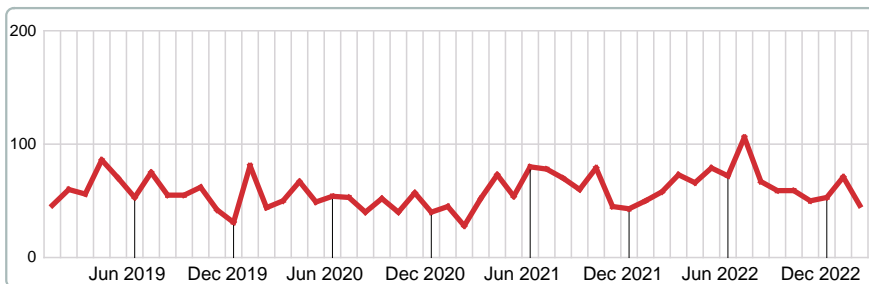
FEBRUARY



YEAR TO DATE (YTD)

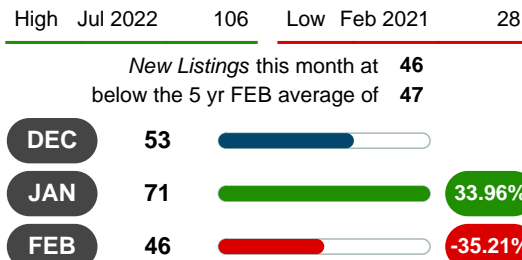


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 47



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	3	6.52%	1	2	0	0
\$100,001 - \$150,000	6	13.04%	1	3	2	0
\$150,001 - \$200,000	7	15.22%	2	4	1	0
\$200,001 - \$300,000	12	26.09%	0	7	5	0
\$300,001 - \$350,000	7	15.22%	0	6	1	0
\$350,001 - \$450,000	7	15.22%	1	4	2	0
\$450,001 and up	4	8.70%	0	2	2	0
Total New Listed Units	46		5	28	13	0
Total New Listed Volume	13,544,899	100%	934.90K	7.89M	4.72M	0.00B
Average New Listed Listing Price	\$299,593		\$186,980	\$281,829	\$362,985	\$0

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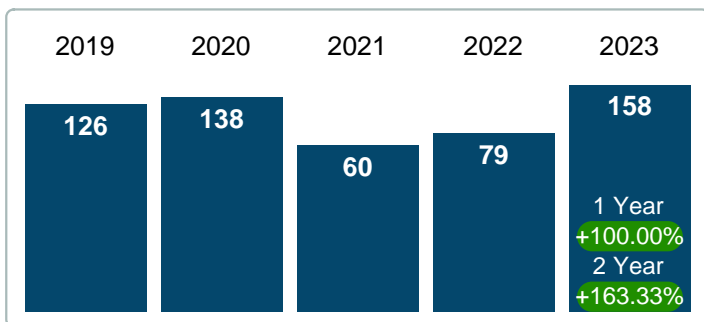
Area Delimited by County Of Bryan - Residential Property Type



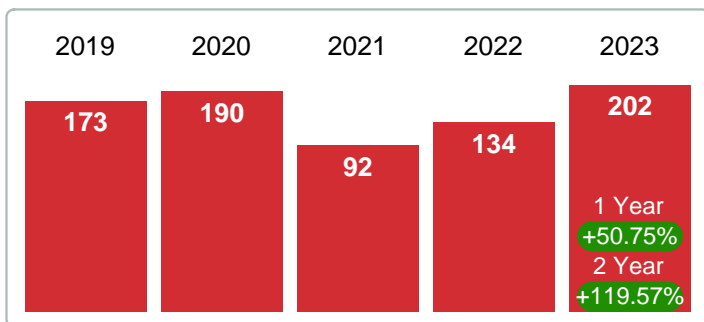
ACTIVE INVENTORY

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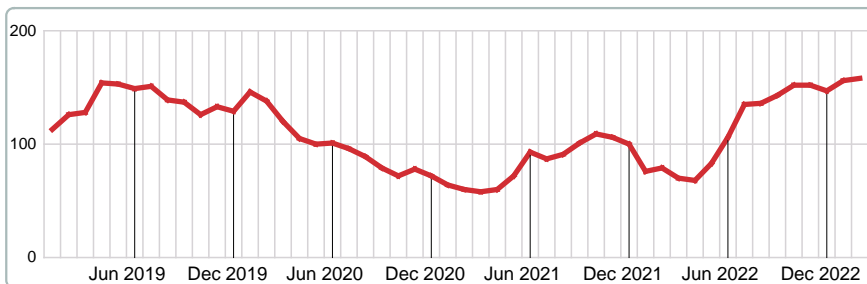
END OF FEBRUARY



ACTIVE DURING FEBRUARY

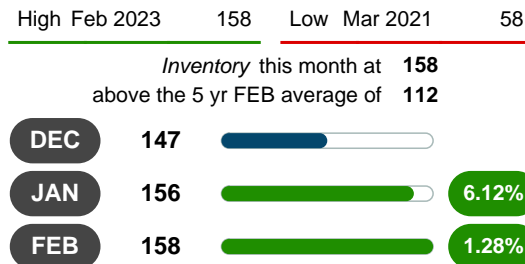


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 112



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	8.86%	81.8	6	8	0	0
\$100,001 - \$150,000	22	13.92%	55.9	7	10	4	1
\$150,001 - \$200,000	22	13.92%	78.3	1	15	6	0
\$200,001 - \$275,000	33	20.89%	84.8	2	23	8	0
\$275,001 - \$375,000	30	18.99%	74.4	1	20	9	0
\$375,001 - \$700,000	21	13.29%	82.7	1	9	9	2
\$700,001 and up	16	10.13%	126.3	1	6	9	0
Total Active Inventory by Units	158			19	91	45	3
Total Active Inventory by Volume	62,820,627	100%	81.6	3.66M	34.65M	23.22M	1.28M
Average Active Inventory Listing Price	\$397,599			\$192,800	\$380,759	\$516,077	\$428,300

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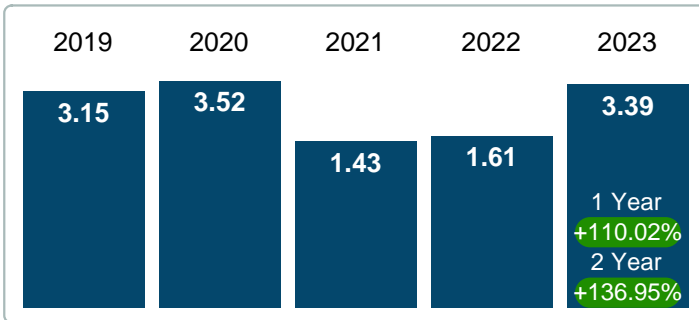
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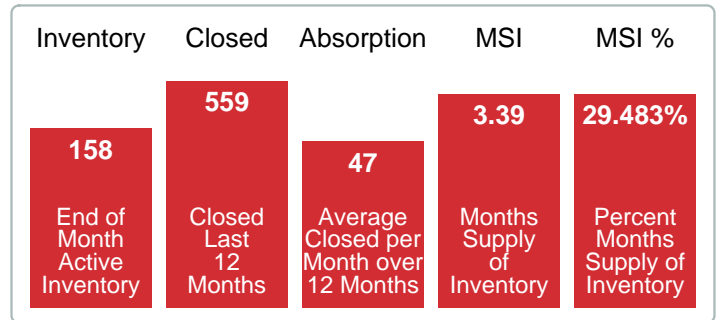
MONTHS SUPPLY of INVENTORY (MSI)

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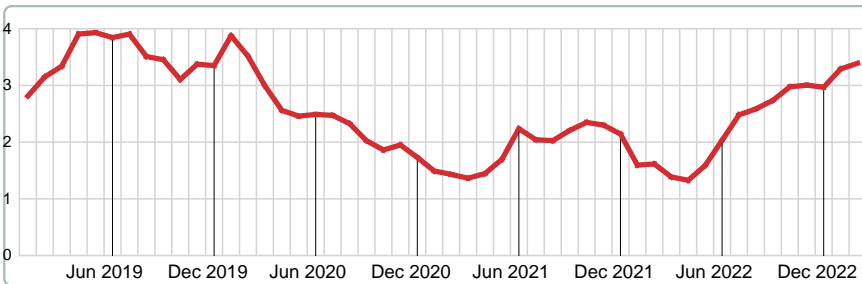
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2023



5 YEAR MARKET ACTIVITY TRENDS

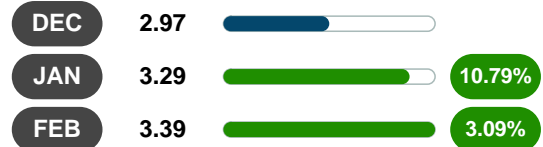


3 MONTHS

5 year FEB AVG = 2.62

High May 2019 3.93 Low Apr 2022 1.33

Months Supply this month at **3.39**
above the 5 yr FEB average of **2.62**



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	8.86%	4.00	3.60	4.80	0.00	0.00
\$100,001 - \$150,000	22	13.92%	4.19	4.67	3.53	4.80	12.00
\$150,001 - \$200,000	22	13.92%	3.47	1.20	3.16	8.00	0.00
\$200,001 - \$275,000	33	20.89%	1.72	6.00	1.74	1.48	0.00
\$275,001 - \$375,000	30	18.99%	4.00	6.00	4.71	3.00	0.00
\$375,001 - \$700,000	21	13.29%	5.73	6.00	6.35	6.00	3.43
\$700,001 and up	16	10.13%	13.71	0.00	24.00	15.43	0.00
Market Supply of Inventory (MSI)			3.39	4.07	3.20	3.70	2.25
Total Active Inventory by Units		100%	3.39	19	91	45	3

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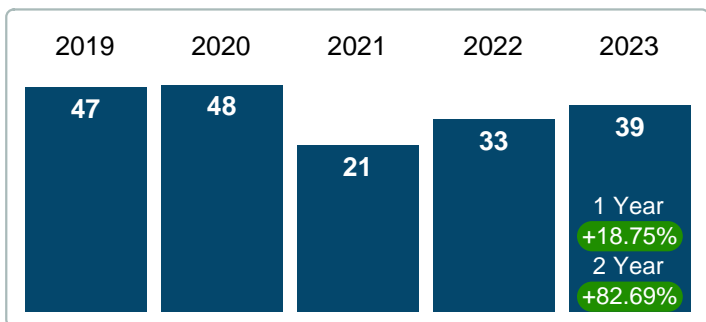
Area Delimited by County Of Bryan - Residential Property Type



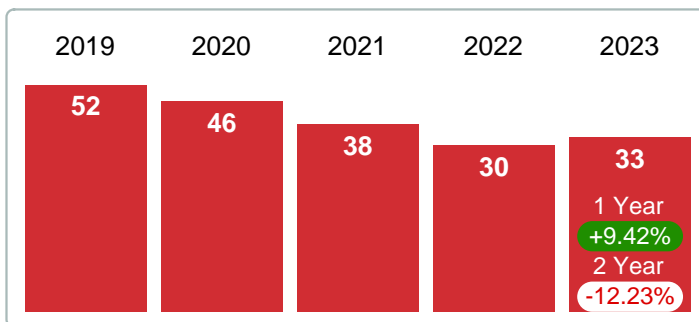
AVERAGE DAYS ON MARKET TO SALE

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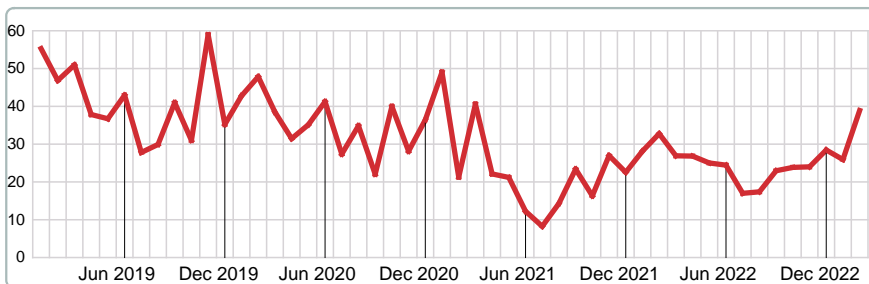
FEBRUARY



YEAR TO DATE (YTD)

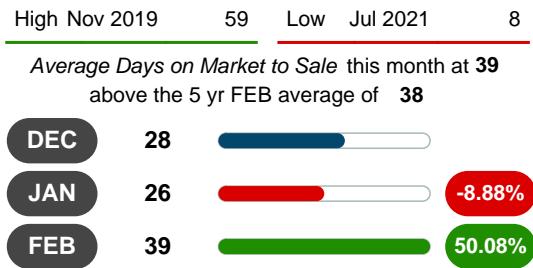


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 38



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
\$75,000 and less	3.13%	46	0	46	0	0
\$75,001 - \$150,000	12.50%	25	48	10	30	0
\$150,001 - \$200,000	21.88%	20	65	9	29	0
\$200,001 - \$250,000	21.88%	47	0	47	0	0
\$250,001 - \$325,000	15.63%	34	0	34	35	0
\$325,001 - \$475,000	12.50%	24	0	31	1	0
\$475,001 and up	12.50%	92	0	141	13	72
Average Closed DOM		39	57	40	22	72
Total Closed Units	100%	39	2	24	5	1
Total Closed Volume		8,504,300	299.00K	6.21M	1.50M	495.00K

February 2023



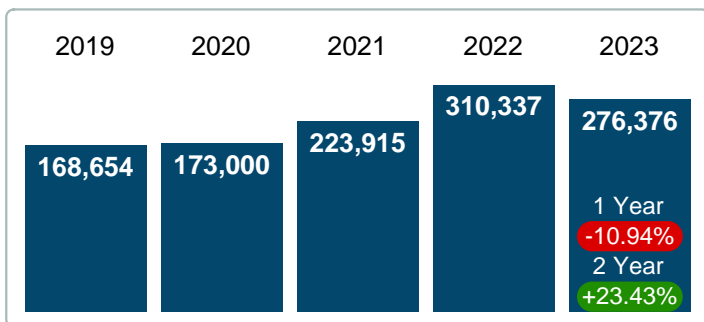
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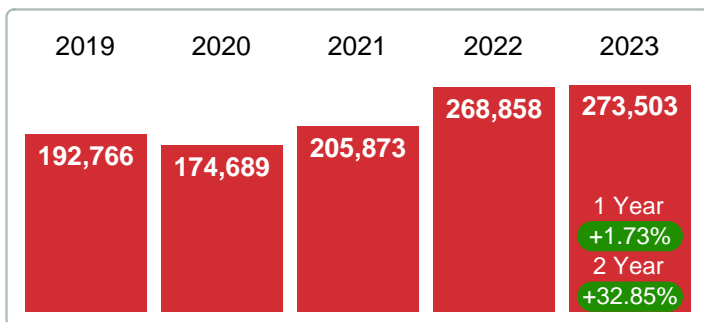
AVERAGE LIST PRICE AT CLOSING

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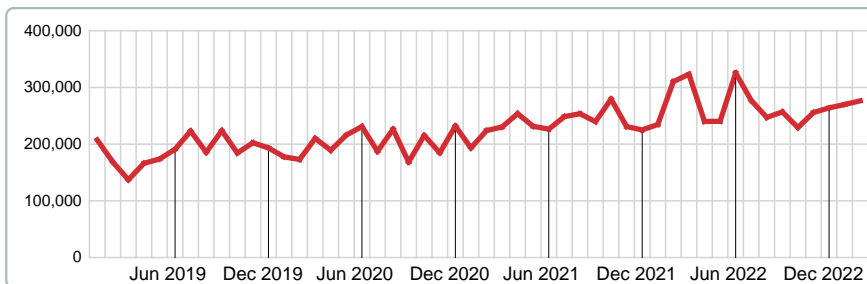
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 230,456

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

Average List Price at Closing this month at **276,376**
above the 5 yr FEB average of **230,456**

- DEC: 263,997
- JAN: 269,967 (+2.26%)
- FEB: 276,376 (+2.37%)

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
\$75,000 and less	0	0.00%	0	83,000	0	0
\$75,001 - \$150,000	5	15.63%	129,000	96,250	97,000	0
\$150,001 - \$200,000	6	18.75%	199,000	178,978	170,000	0
\$200,001 - \$250,000	7	21.88%	0	231,771	0	0
\$250,001 - \$325,000	7	21.88%	0	274,475	259,900	0
\$325,001 - \$475,000	3	9.38%	0	353,167	435,000	0
\$475,001 and up	4	12.50%	0	759,975	589,000	495,000
Average List Price		276,376	164,000	269,589	310,180	495,000
Total Closed Units		32	2	24	5	1
Total Closed Volume		8,844,040	328.00K	6.47M	1.55M	495.00K

February 2023



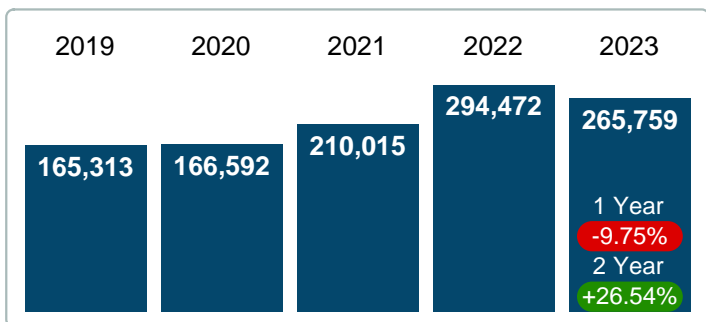
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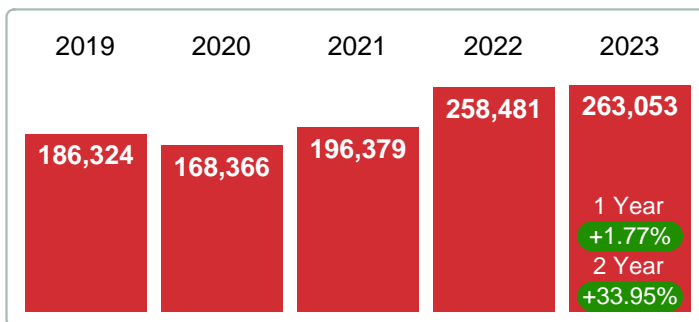
AVERAGE SOLD PRICE AT CLOSING

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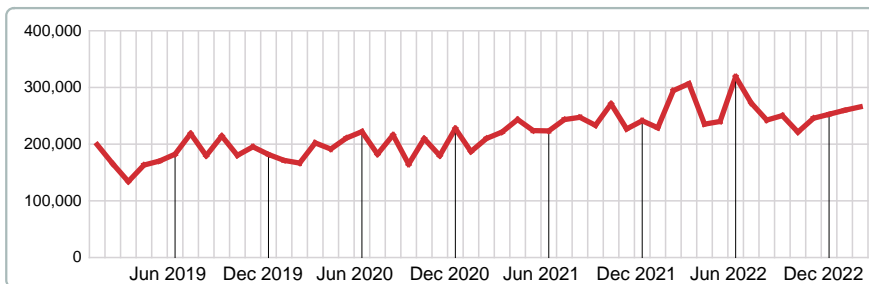
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

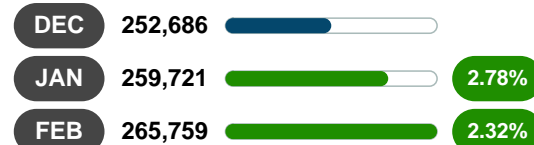


3 MONTHS

5 year FEB AVG = 220,430

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

Average Sold Price at Closing this month at **265,759** above the 5 yr FEB average of **220,430**



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
\$75,000 and less	3.13%	69,000	0	69,000	0	0
\$75,001 - \$150,000	12.50%	102,625	129,000	93,250	95,000	0
\$150,001 - \$200,000	21.88%	172,643	170,000	173,700	170,000	0
\$200,001 - \$250,000	21.88%	218,429	0	218,429	0	0
\$250,001 - \$325,000	15.63%	268,160	0	270,225	259,900	0
\$325,001 - \$475,000	12.50%	367,375	0	344,833	435,000	0
\$475,001 and up	12.50%	619,250	0	720,000	542,000	495,000
Average Sold Price		265,759	149,500	258,683	300,380	495,000
Total Closed Units	100%	265,759	2	24	5	1
Total Closed Volume		8,504,300	299.00K	6.21M	1.50M	495.00K

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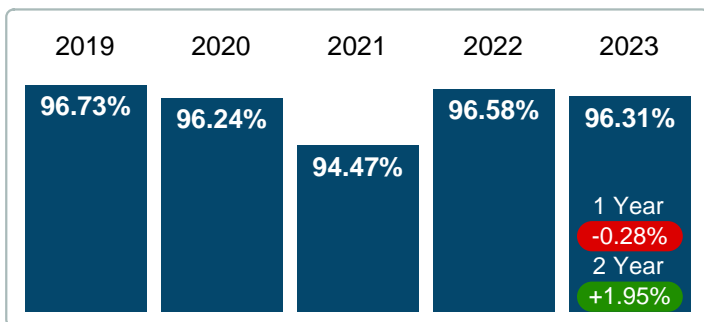
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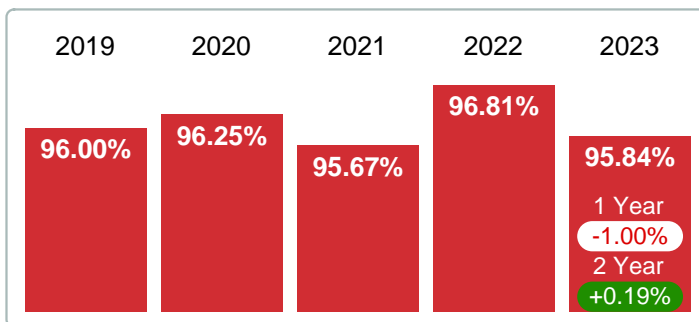
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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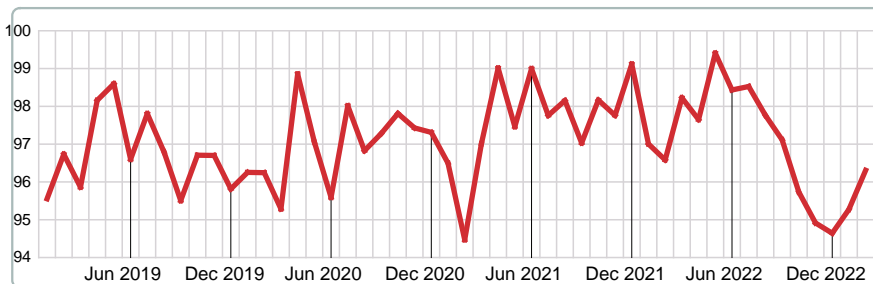
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

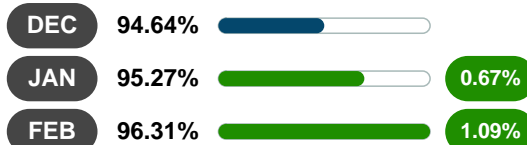


3 MONTHS

5 year FEB AVG = 96.07%

High May 2022 99.41% Low Feb 2021 94.47%

Average Sold/List Ratio this month at **96.31%** equal to 5 yr FEB average of **96.07%**



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
\$75,000 and less	1	3.13%	83.13%	0.00%	83.13%	0.00%	0.00%
\$75,001 - \$150,000	4	12.50%	97.94%	100.00%	96.90%	97.94%	0.00%
\$150,001 - \$200,000	7	21.88%	96.04%	85.43%	97.37%	100.00%	0.00%
\$200,001 - \$250,000	7	21.88%	95.15%	0.00%	95.15%	0.00%	0.00%
\$250,001 - \$325,000	5	15.63%	98.73%	0.00%	98.42%	100.00%	0.00%
\$325,001 - \$475,000	4	12.50%	98.44%	0.00%	97.92%	100.00%	0.00%
\$475,001 and up	4	12.50%	95.31%	0.00%	94.62%	92.02%	100.00%
Average Sold/List Ratio		96.30%		92.71%	96.10%	97.99%	100.00%
Total Closed Units		32	100%	2	24	5	1
Total Closed Volume		8,504,300		299.00K	6.21M	1.50M	495.00K

February 2023



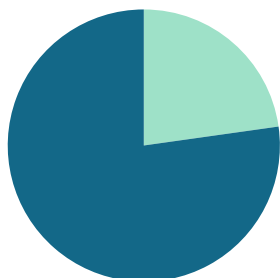
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

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

INVENTORY

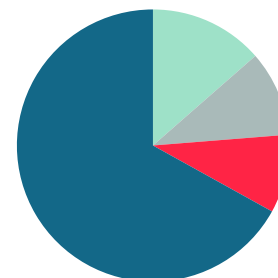


Inventory
 New Listings
46 = 22.77%
 Start Inventory
156
 Total Inventory Units
202
 Volume
\$78,063,676

Market Activity

Closed Sales
32 = 13.56%
 Pending Sales
24 = 10.17%
 Other Off Market
22 = 9.32%
 Active Inventory
158 = 66.95%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	42	32	-23.81%	93	58	-37.63%
Pending Sales	35	24	-31.43%	91	63	-30.77%
New Listings	58	46	-20.69%	108	117	8.33%
Average List Price	310,337	276,376	-10.94%	268,858	273,503	1.73%
Average Sale Price	294,472	265,759	-9.75%	258,481	263,053	1.77%
Average Percent of Selling Price to List Price	96.58%	96.31%	-0.28%	96.81%	95.84%	-1.00%
Average Days on Market to Sale	32.76	38.91	18.75%	30.24	33.09	9.42%
Monthly Inventory	79	158	100.00%	79	158	100.00%
Months Supply of Inventory	1.61	3.39	110.02%	1.61	3.39	110.02%

Absorption: Last 12 months, an Average of **47** Sales/Month

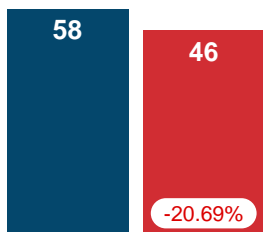
Inventory on February 28, 2023 = **158**

2022 **2023**

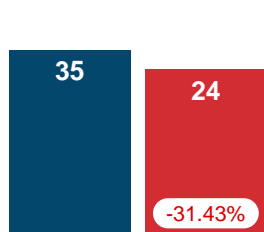
FEBRUARY MARKET

AVERAGE PRICES

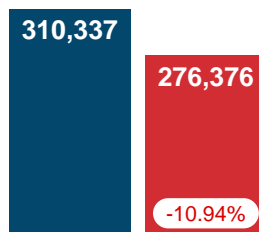
New Listings



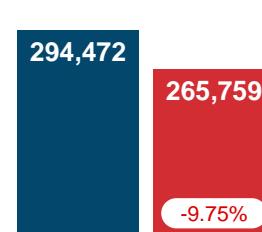
Pending Listings



List Price



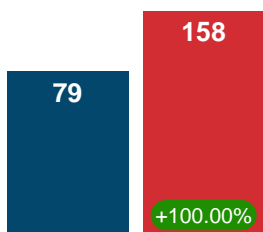
Sale Price



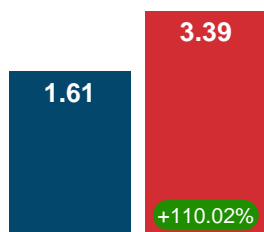
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

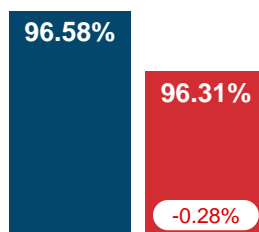
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

