

January 2023



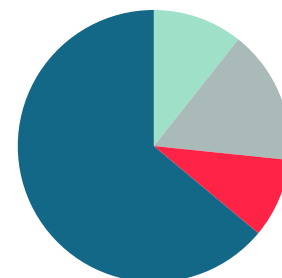
Area Delimited by County Of Bryan - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	January 2023	+/-%
Closed Listings	51	26	-49.02%
Pending Listings	56	39	-30.36%
New Listings	50	71	42.00%
Average List Price	234,699	269,967	15.03%
Average Sale Price	228,842	259,721	13.49%
Average Percent of Selling Price to List Price	97.00%	95.27%	-1.78%
Average Days on Market to Sale	28.16	25.92	-7.93%
End of Month Inventory	76	156	105.26%
Months Supply of Inventory	1.59	3.29	106.35%



■ Closed (10.66%)
■ Pending (15.98%)
■ Other OffMarket (9.43%)
■ Active (63.93%)

Absorption: Last 12 months, an Average of **47** Sales/Month
Active Inventory as of January 31, 2023 = **156**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of January 2023 rose **105.26%** to 156 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 **3.29** 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 **13.49%** in January 2023 to \$259,721 versus the previous year at \$228,842.

Average Days on Market Shortens

The average number of **25.92** days that homes spent on the market before selling decreased by 2.23 days or **7.93%** in January 2023 compared to last year's same month at **28.16** DOM.

Sales Success for January 2023 is Positive

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

There were 71 New Listings in January 2023, up **42.00%** from last year at 50. Furthermore, there were 26 Closed Listings this month versus last year at 51, a **-49.02%** decrease.

Closed versus Listed trends yielded a **36.6%** ratio, down from previous year's, January 2022, at **102.0%**, a **64.10%** downswing. This will certainly create pressure on an increasing Monthly Supply of Inventory (MSI) in the months to come.

What's in this Issue

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

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

January 2023



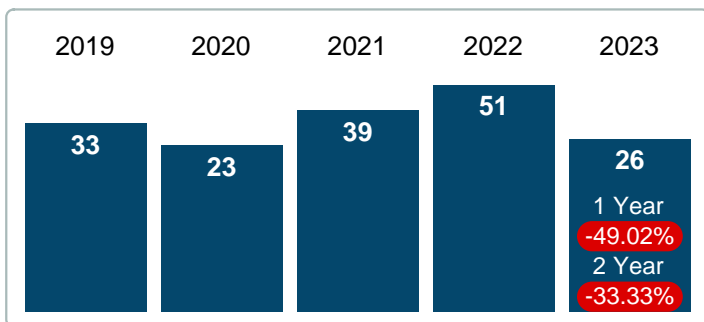
Area Delimited by County Of Bryan - Residential Property Type



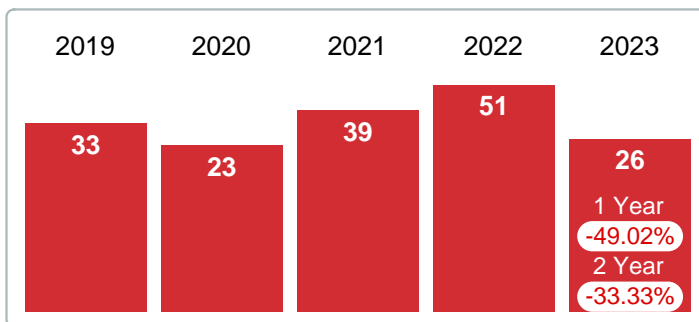
CLOSED LISTINGS

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

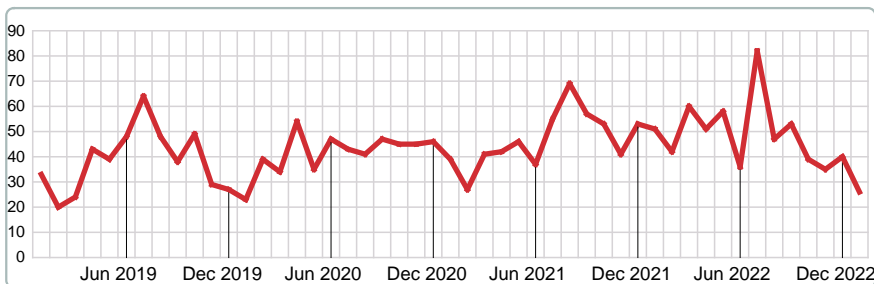
JANUARY



YEAR TO DATE (YTD)

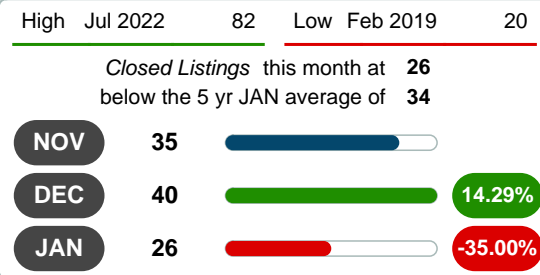


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 34



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	2	7.69%	3.0	2	0	0	0
\$75,001 - \$125,000	3	11.54%	39.7	1	2	0	0
\$125,001 - \$200,000	3	11.54%	45.0	1	2	0	0
\$200,001 - \$300,000	9	34.62%	15.0	0	7	2	0
\$300,001 - \$350,000	2	7.69%	18.5	0	1	1	0
\$350,001 - \$450,000	4	15.38%	25.5	0	2	1	1
\$450,001 and up	3	11.54%	46.7	0	0	3	0
Total Closed Units	26			4	14	7	1
Total Closed Volume	6,752,750	100%	25.9	352.00K	3.31M	2.74M	351.00K
Average Closed Price	\$259,721			\$88,000	\$236,429	\$391,393	\$351,000

January 2023



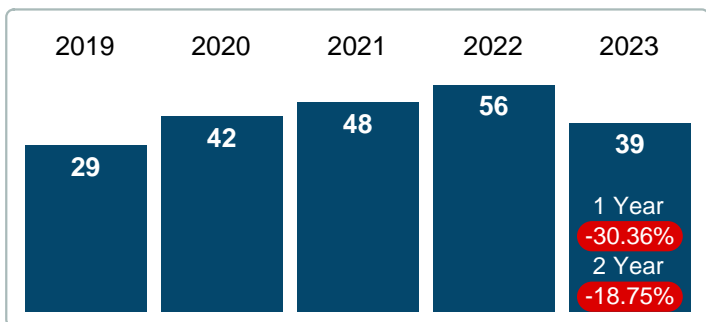
Area Delimited by County Of Bryan - Residential Property Type



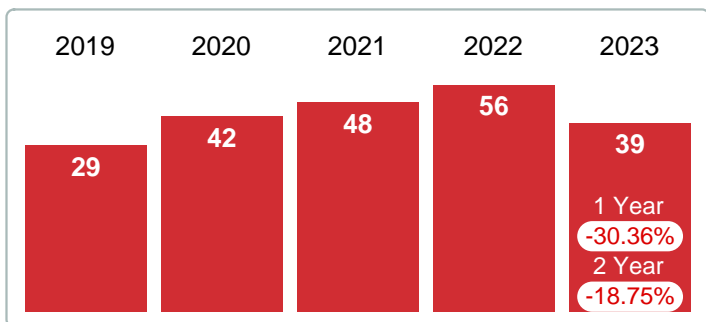
PENDING LISTINGS

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

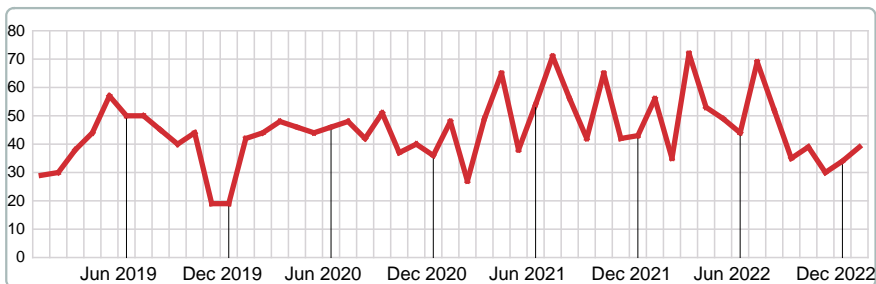
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 43

High Mar 2022: 72 | Low Dec 2019: 19

Pending Listings this month at **39**
below the 5 yr JAN average of **43**

- NOV: 30
- DEC: 34 (13.33% increase from Nov)
- JAN: 39 (14.71% increase from Dec)

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	2	5.13%	23.5	0	2	0	0
\$100,001 - \$175,000	6	15.38%	18.7	1	4	1	0
\$175,001 - \$200,000	1	2.56%	132.0	0	1	0	0
\$200,001 - \$275,000	14	35.90%	33.8	0	13	1	0
\$275,001 - \$350,000	6	15.38%	50.7	0	4	2	0
\$350,001 - \$500,000	6	15.38%	32.8	0	4	1	1
\$500,001 and up	4	10.26%	79.5	0	3	1	0
Total Pending Units	39			1	31	6	1
Total Pending Volume	11,441,790	100%	40.6	129.00K	8.70M	2.12M	495.00K
Average Listing Price	\$293,379			\$129,000	\$280,553	\$353,442	\$495,000

January 2023



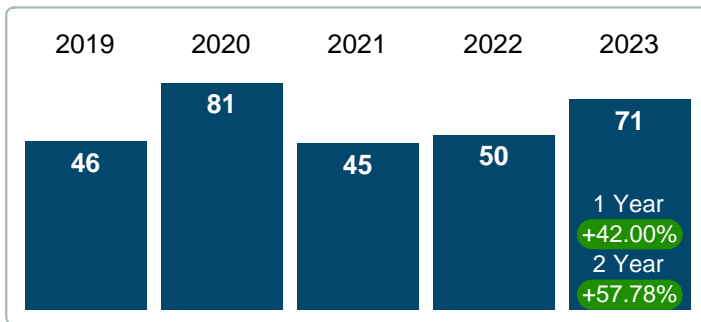
Area Delimited by County Of Bryan - Residential Property Type



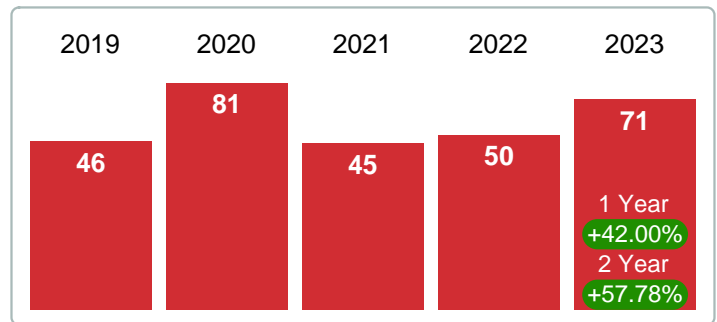
NEW LISTINGS

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

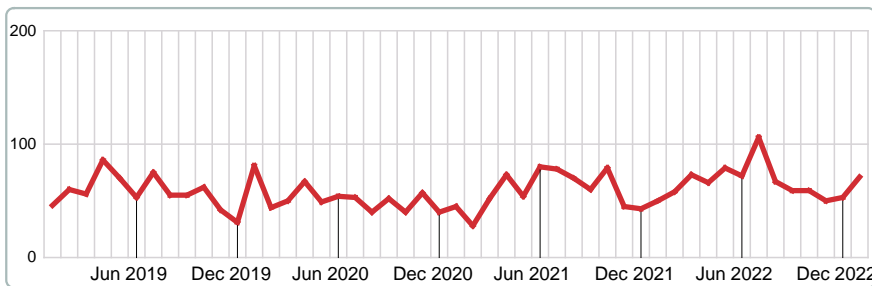
JANUARY



YEAR TO DATE (YTD)

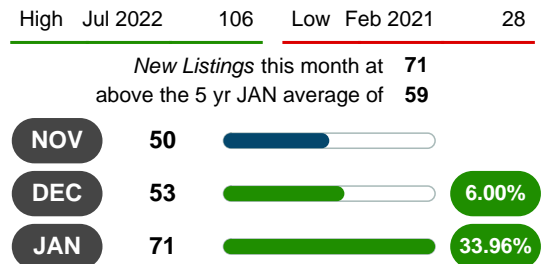


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 59



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedrooms Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	4	5.63%	2	2	0	0
\$100,001 - \$150,000	10	14.08%	6	3	1	0
\$150,001 - \$225,000	14	19.72%	0	11	3	0
\$225,001 - \$300,000	15	21.13%	0	10	5	0
\$300,001 - \$350,000	10	14.08%	0	6	3	1
\$350,001 - \$575,000	9	12.68%	0	6	2	1
\$575,001 and up	9	12.68%	0	3	5	1
Total New Listed Units	71		8	41	19	3
Total New Listed Volume	27,953,661	100%	897.80K	16.52M	9.23M	1.31M
Average New Listed Listing Price	\$254,277		\$112,225	\$402,986	\$485,608	\$435,633

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

January 2023



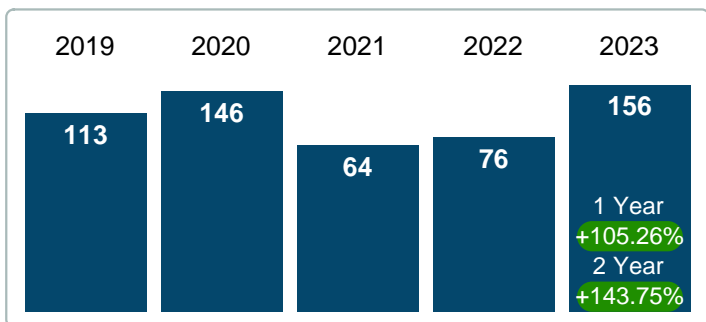
Area Delimited by County Of Bryan - Residential Property Type



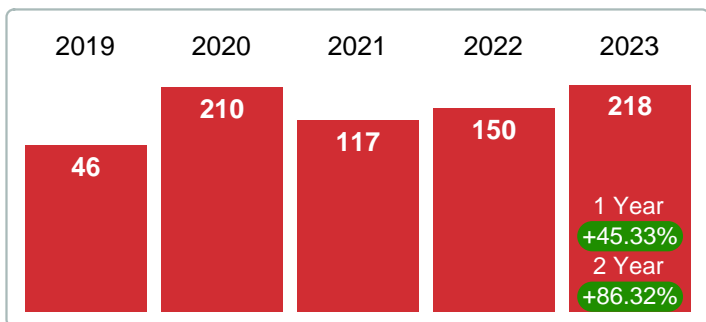
ACTIVE INVENTORY

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

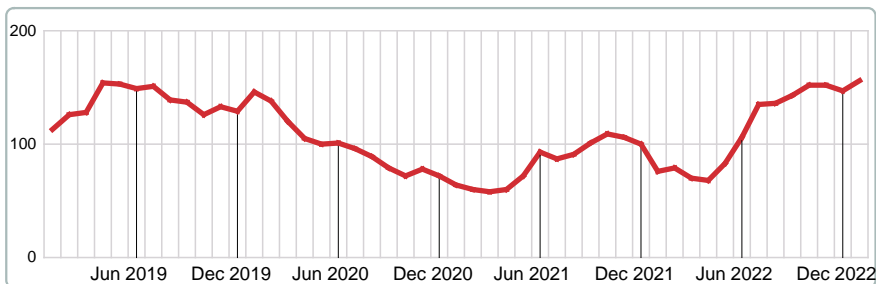
END OF JANUARY



ACTIVE DURING JANUARY

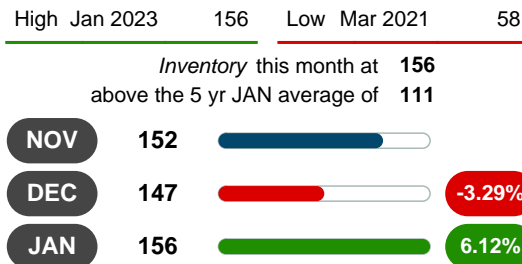


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 111



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	13	8.33%	73.7	6	7	0	0
\$100,001 - \$150,000	17	10.90%	43.6	7	7	2	1
\$150,001 - \$225,000	29	18.59%	78.7	1	21	7	0
\$225,001 - \$275,000	26	16.67%	83.1	1	18	7	0
\$275,001 - \$375,000	32	20.51%	68.3	1	18	12	1
\$375,001 - \$725,000	24	15.38%	88.0	1	9	11	3
\$725,001 and up	15	9.62%	108.9	2	6	7	0
Total Active Inventory by Units	156			19	86	46	5
Total Active Inventory by Volume	64,518,777	100%	77.4	4.99M	33.55M	23.98M	2.00M
Average Active Inventory Listing Price	\$413,582			\$262,537	\$390,121	\$521,267	\$400,380

January 2023



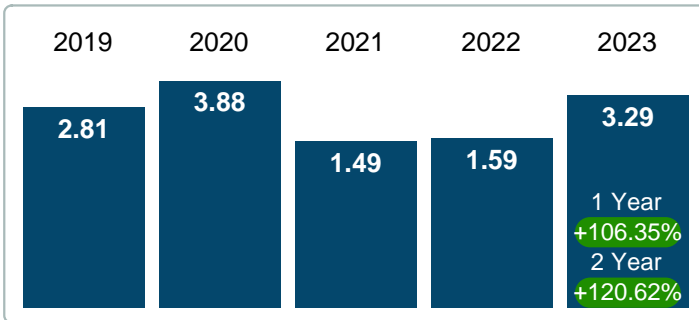
Area Delimited by County Of Bryan - Residential Property Type



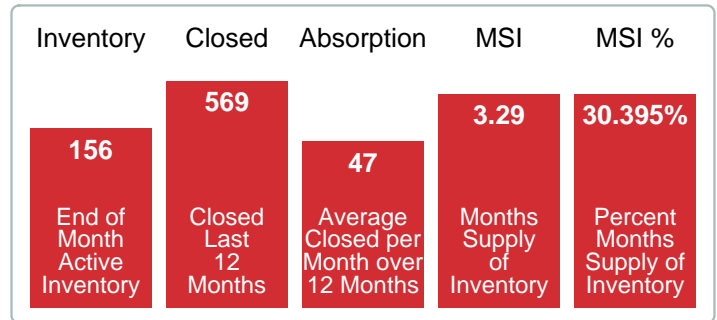
MONTHS SUPPLY of INVENTORY (MSI)

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

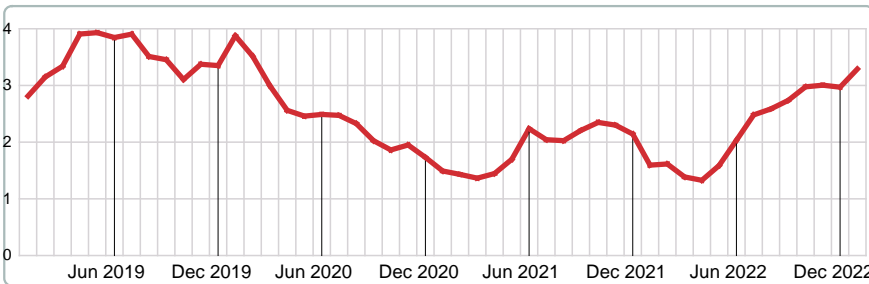
MSI FOR JANUARY



INDICATORS FOR JANUARY 2023

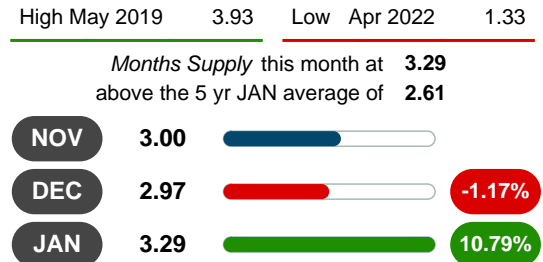


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 2.61



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	13	8.33%	3.71	3.27	4.42	0.00	0.00
\$100,001 - \$150,000	17	10.90%	3.04	4.00	2.40	2.40	12.00
\$150,001 - \$225,000	29	18.59%	2.40	1.09	2.19	4.42	0.00
\$225,001 - \$275,000	26	16.67%	1.96	6.00	2.23	1.45	0.00
\$275,001 - \$375,000	32	20.51%	4.09	6.00	4.32	3.51	12.00
\$375,001 - \$725,000	24	15.38%	6.26	4.00	5.68	7.76	5.14
\$725,001 and up	15	9.62%	11.25	0.00	18.00	10.50	0.00
Market Supply of Inventory (MSI)			3.29	3.74	3.04	3.61	3.75
Total Active Inventory by Units		100%	3.29	19	86	46	5

January 2023



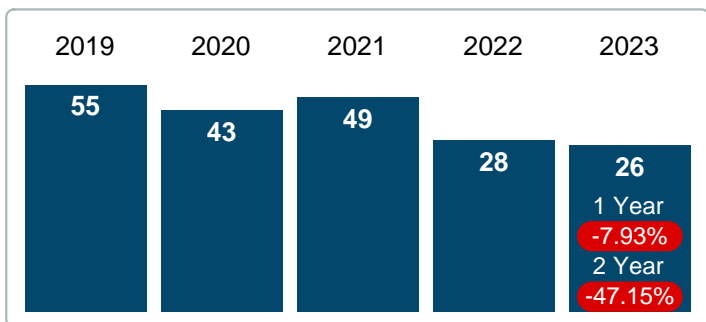
Area Delimited by County Of Bryan - Residential Property Type



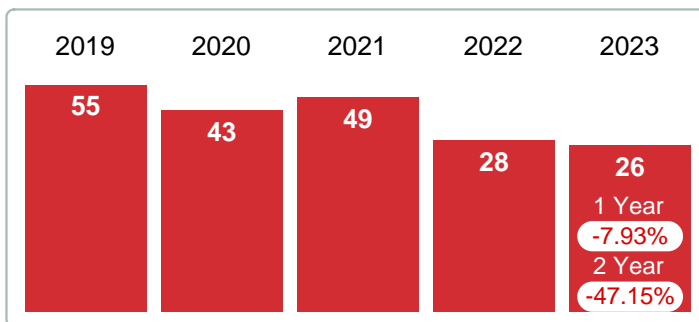
AVERAGE DAYS ON MARKET TO SALE

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

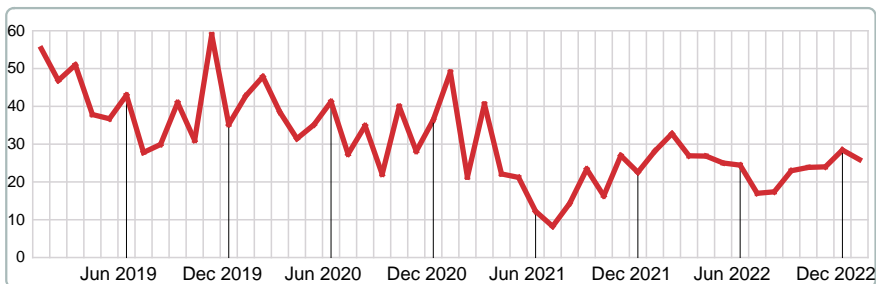
JANUARY



YEAR TO DATE (YTD)

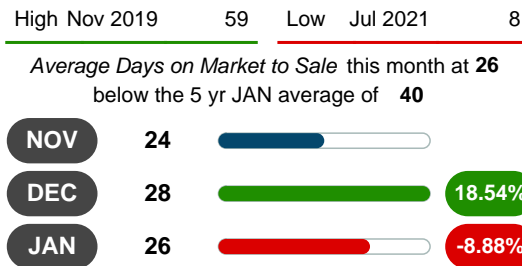


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 40



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	7.69%	3	3	0	0	0
\$75,001 - \$125,000	11.54%	40	23	48	0	0
\$125,001 - \$200,000	11.54%	45	12	62	0	0
\$200,001 - \$300,000	34.62%	15	0	11	30	0
\$300,001 - \$350,000	7.69%	19	0	36	1	0
\$350,001 - \$450,000	15.38%	26	0	29	33	12
\$450,001 and up	11.54%	47	0	0	47	0
Average Closed DOM		26	10	28	33	12
Total Closed Units	100%	26	4	14	7	1
Total Closed Volume		6,752,750	352.00K	3.31M	2.74M	351.00K

January 2023



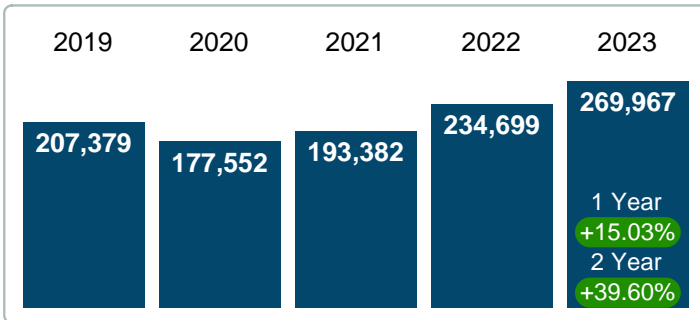
Area Delimited by County Of Bryan - Residential Property Type



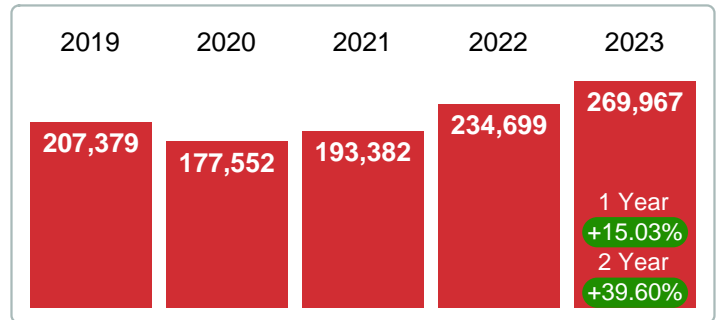
AVERAGE LIST PRICE AT CLOSING

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

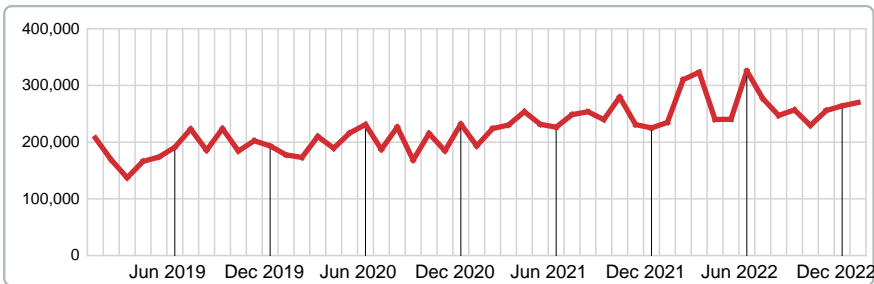
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

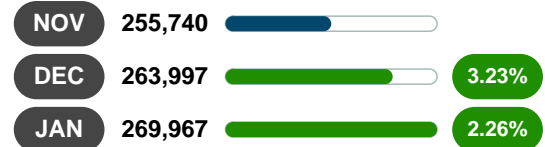


3 MONTHS

5 year JAN AVG = 216,596

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

Average List Price at Closing this month at **269,967**
above the 5 yr JAN average of **216,596**



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	7.69%	38,500	38,500	0	0	0
\$75,001 - \$125,000	11.54%	112,667	125,000	106,500	0	0
\$125,001 - \$200,000	11.54%	153,667	169,500	145,750	0	0
\$200,001 - \$300,000	30.77%	244,313	0	257,914	229,500	0
\$300,001 - \$350,000	7.69%	315,825	0	355,000	321,750	0
\$350,001 - \$450,000	19.23%	373,800	0	374,000	377,000	389,000
\$450,001 and up	11.54%	562,667	0	0	562,667	0
Average List Price		269,967	92,875	243,779	406,536	389,000
Total Closed Units	100%	269,967	4	14	7	1
Total Closed Volume		7,019,150	371.50K	3.41M	2.85M	389.00K

January 2023



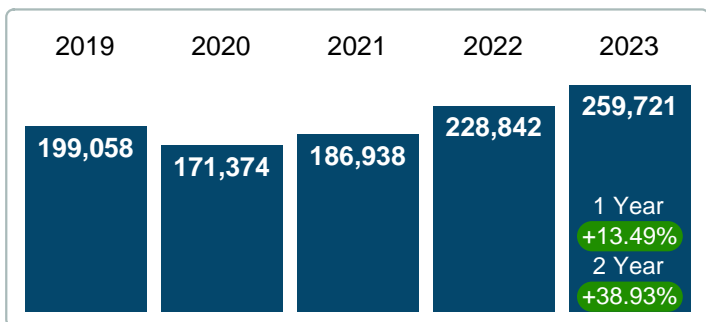
Area Delimited by County Of Bryan - Residential Property Type



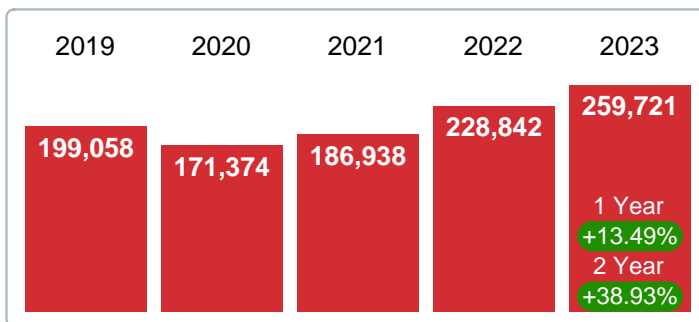
AVERAGE SOLD PRICE AT CLOSING

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

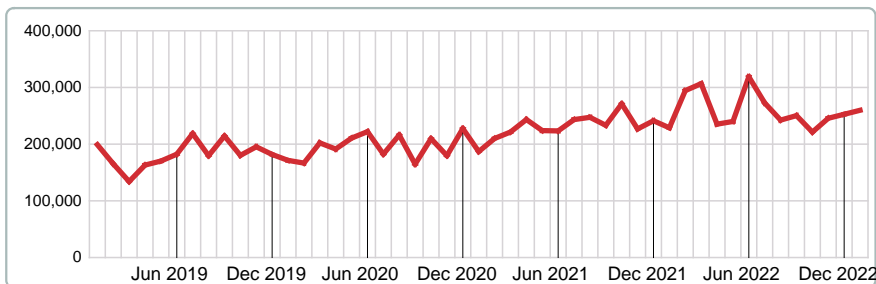
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

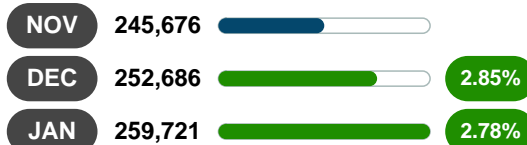


3 MONTHS

5 year JAN AVG = 209,187

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

Average Sold Price at Closing this month at **259,721**
above the 5 yr JAN average of **209,187**



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	7.69%	34,500	34,500	0	0	0
\$75,001 - \$125,000	11.54%	99,000	118,000	89,500	0	0
\$125,001 - \$200,000	11.54%	148,333	165,000	140,000	0	0
\$200,001 - \$300,000	34.62%	245,056	0	250,929	224,500	0
\$300,001 - \$350,000	7.69%	334,125	0	346,500	321,750	0
\$350,001 - \$450,000	15.38%	364,750	0	374,000	360,000	351,000
\$450,001 and up	11.54%	536,333	0	0	536,333	0
Average Sold Price		259,721	88,000	236,429	391,393	351,000
Total Closed Units	100%	259,721	4	14	7	1
Total Closed Volume		6,752,750	352.00K	3.31M	2.74M	351.00K

January 2023



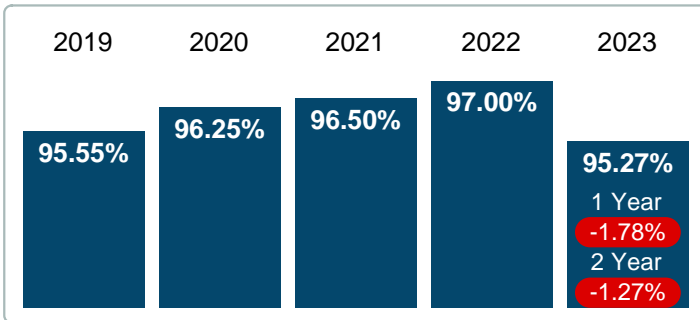
Area Delimited by County Of Bryan - Residential Property Type



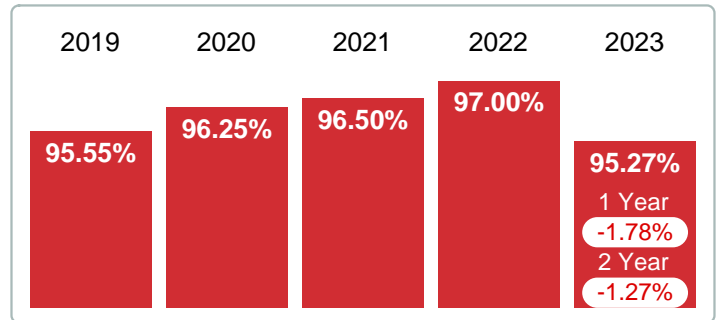
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

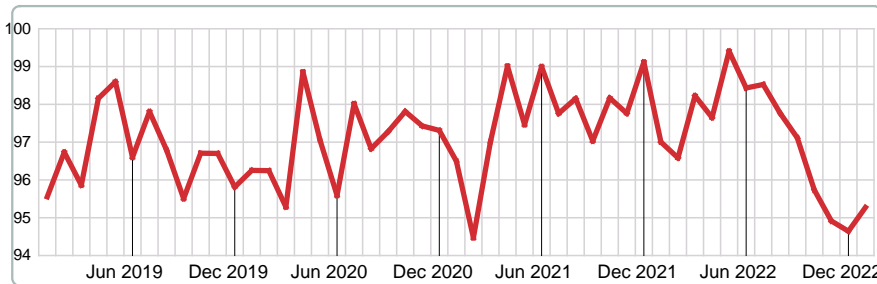
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

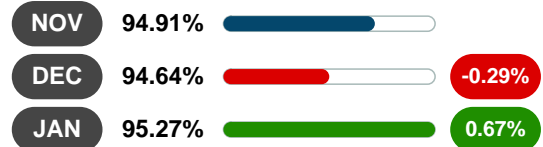


3 MONTHS

5 year JAN AVG = 96.12%

High May 2022 99.41% Low Feb 2021 94.47%

Average Sold/List Ratio this month at **95.27%**
below the 5 yr JAN average of **96.12%**



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	2	7.69%	88.57%	88.57%	0.00%	0.00%	0.00%
\$75,001 - \$125,000	3	11.54%	87.54%	94.40%	84.11%	0.00%	0.00%
\$125,001 - \$200,000	3	11.54%	96.51%	97.35%	96.10%	0.00%	0.00%
\$200,001 - \$300,000	9	34.62%	97.45%	0.00%	97.34%	97.80%	0.00%
\$300,001 - \$350,000	2	7.69%	98.80%	0.00%	97.61%	100.00%	0.00%
\$350,001 - \$450,000	4	15.38%	96.43%	0.00%	100.00%	95.49%	90.23%
\$450,001 and up	3	11.54%	95.83%	0.00%	0.00%	95.83%	0.00%
Average Sold/List Ratio		95.30%		92.22%	95.67%	96.94%	90.23%
Total Closed Units		26	100%	4	14	7	1
Total Closed Volume		6,752,750		352.00K	3.31M	2.74M	351.00K

January 2023



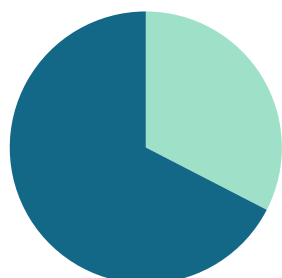
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

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

INVENTORY

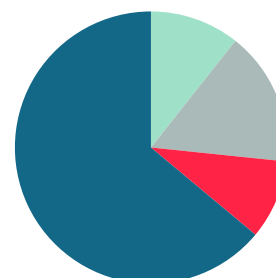


Inventory
 New Listings
71 = 32.57%
 Start Inventory
147
 Total Inventory Units
218
 Volume
\$84,881,617

Market Activity

Closed Sales
26 = 10.66%
 Pending Sales
39 = 15.98%
 Other Off Market
23 = 9.43%
 Active Inventory
156 = 63.93%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	51	26	-49.02%	51	26	-49.02%
Pending Sales	56	39	-30.36%	56	39	-30.36%
New Listings	50	71	42.00%	50	71	42.00%
Average List Price	234,699	269,967	15.03%	234,699	269,967	15.03%
Average Sale Price	228,842	259,721	13.49%	228,842	259,721	13.49%
Average Percent of Selling Price to List Price	97.00%	95.27%	-1.78%	97.00%	95.27%	-1.78%
Average Days on Market to Sale	28.16	25.92	-7.93%	28.16	25.92	-7.93%
Monthly Inventory	76	156	105.26%	76	156	105.26%
Months Supply of Inventory	1.59	3.29	106.35%	1.59	3.29	106.35%

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

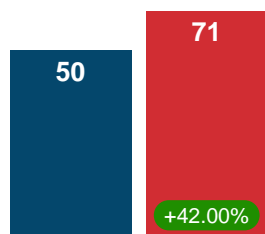
Inventory on January 31, 2023 = **156**

2022 **2023**

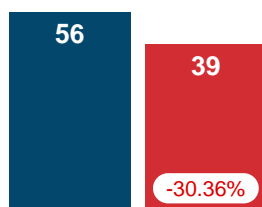
JANUARY MARKET

AVERAGE PRICES

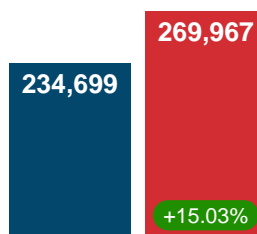
New Listings



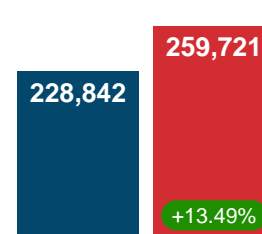
Pending Listings



List Price



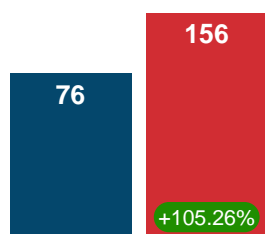
Sale Price



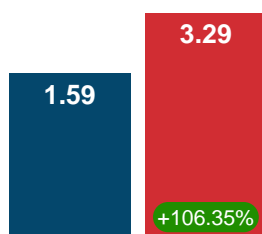
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

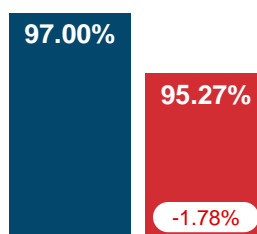
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

