

July 2023



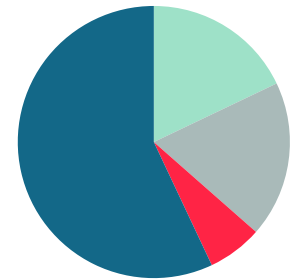
Area Delimited by County Of Bryan - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	July 2023	+/-%
Closed Listings	82	55	-32.93%
Pending Listings	69	57	-17.39%
New Listings	106	74	-30.19%
Average List Price	277,138	267,288	-3.55%
Average Sale Price	272,596	260,840	-4.31%
Average Percent of Selling Price to List Price	98.53%	98.36%	-0.17%
Average Days on Market to Sale	16.99	40.45	138.14%
End of Month Inventory	135	175	29.63%
Months Supply of Inventory	2.48	4.21	69.64%



■ Closed (17.92%)
■ Pending (18.57%)
■ Other OffMarket (6.51%)
■ Active (57.00%)

Absorption: Last 12 months, an Average of **42** Sales/Month
Active Inventory as of July 31, 2023 = **175**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of July 2023 rose **29.63%** to 175 existing homes available for sale. Over the last 12 months this area has had an average of 42 closed sales per month. This represents an unsold inventory index of **4.21** 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 **4.31%** in July 2023 to \$260,840 versus the previous year at \$272,596.

Average Days on Market Lengthens

The average number of **40.45** days that homes spent on the market before selling increased by 23.47 days or **138.14%** in July 2023 compared to last year's same month at **16.99** DOM.

Sales Success for July 2023 is Positive

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

There were 74 New Listings in July 2023, down **30.19%** from last year at 106. Furthermore, there were 55 Closed Listings this month versus last year at 82, a **-32.93%** decrease.

Closed versus Listed trends yielded a **74.3%** ratio, down from previous year's, July 2022, at **77.4%**, a **3.92%** 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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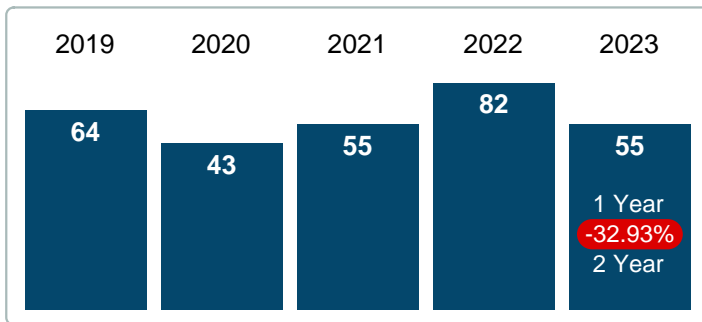
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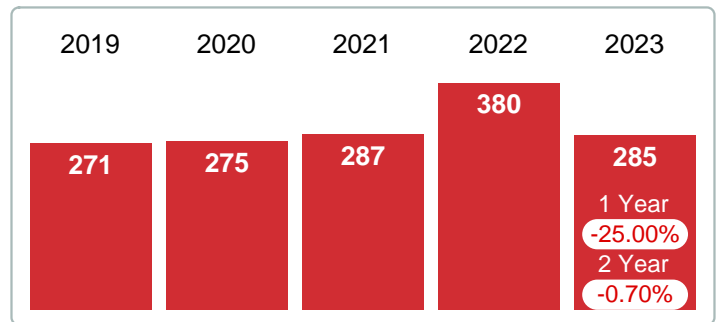
CLOSED LISTINGS

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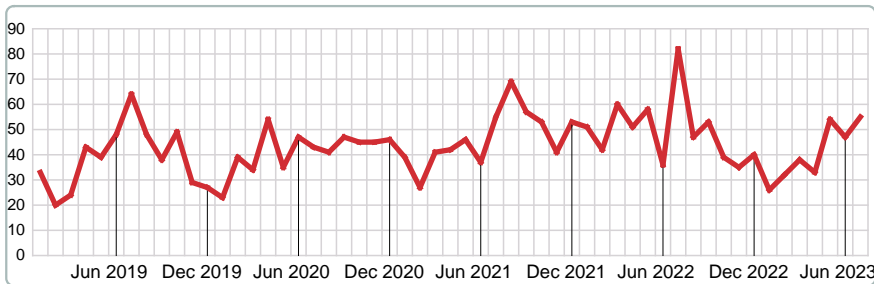
JULY



YEAR TO DATE (YTD)

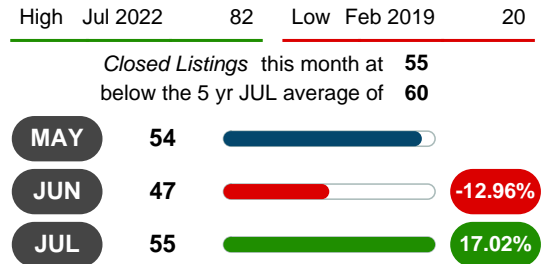


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 60



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	5	9.09%	39.0	3	2	0	0
\$100,001 - \$175,000	8	14.55%	33.9	0	4	3	1
\$175,001 - \$225,000	8	14.55%	32.1	1	5	2	0
\$225,001 - \$250,000	4	7.27%	67.3	1	2	1	0
\$250,001 - \$275,000	16	29.09%	21.1	0	8	8	0
\$275,001 - \$375,000	8	14.55%	63.9	0	5	3	0
\$375,001 and up	6	10.91%	64.2	0	1	3	2
Total Closed Units	55			5	27	20	3
Total Closed Volume	14,346,200	100%	40.5	635.90K	6.31M	6.23M	1.17M
Average Closed Price	\$260,840			\$127,180	\$233,681	\$311,445	\$390,667

July 2023



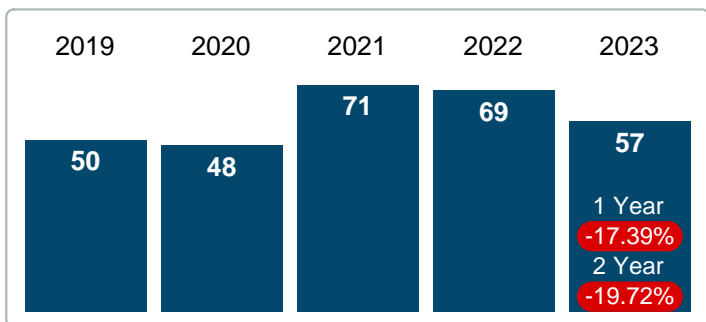
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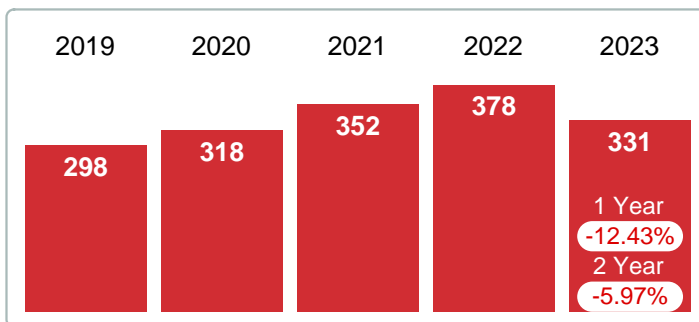
PENDING LISTINGS

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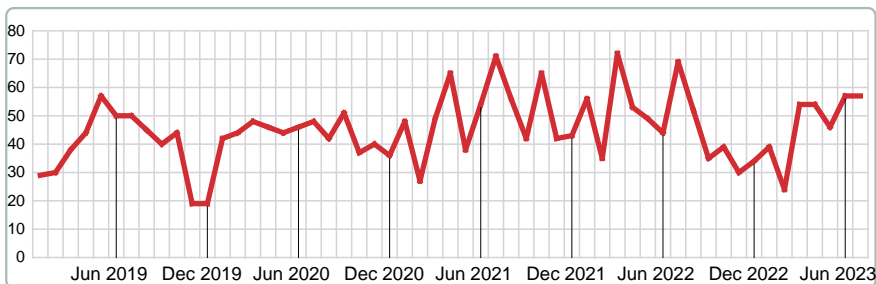
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 59

High Mar 2022: 72 | Low Dec 2019: 19

Pending Listings this month at **57**
below the 5 yr JUL average of **59**

- MAY: 46
- JUN: 57 (23.91% increase)
- JUL: 57 (0.00% change)

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	5.26%	1.3	2	1	0	0
\$75,001 - \$150,000	8	14.04%	83.8	5	2	1	0
\$150,001 - \$225,000	11	19.30%	24.3	1	10	0	0
\$225,001 - \$275,000	12	21.05%	7.2	0	6	6	0
\$275,001 - \$375,000	9	15.79%	55.9	0	8	1	0
\$375,001 - \$575,000	8	14.04%	63.9	0	4	4	0
\$575,001 and up	6	10.53%	56.5	1	2	2	1
Total Pending Units	57			9	33	14	1
Total Pending Volume	21,489,888	100%	5.8	1.45M	11.44M	6.57M	2.02M
Average Listing Price	\$235,245			\$161,644	\$346,691	\$469,379	\$2,022,990

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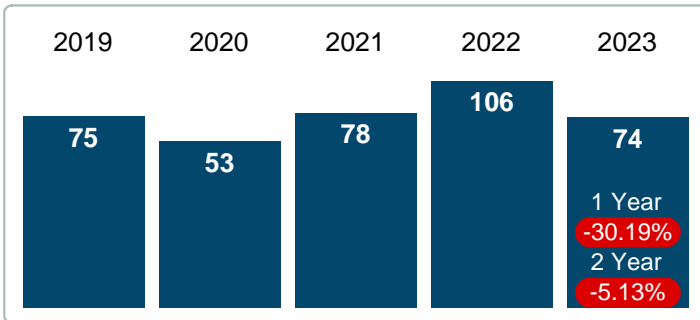
Area Delimited by County Of Bryan - Residential Property Type



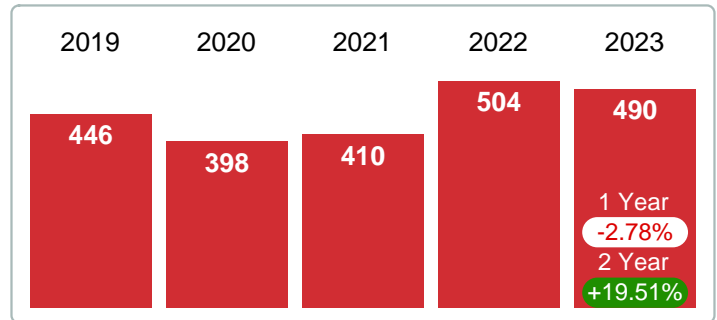
NEW LISTINGS

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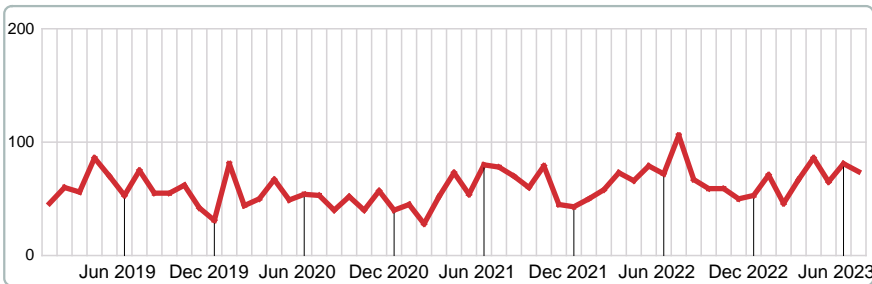
JULY



YEAR TO DATE (YTD)

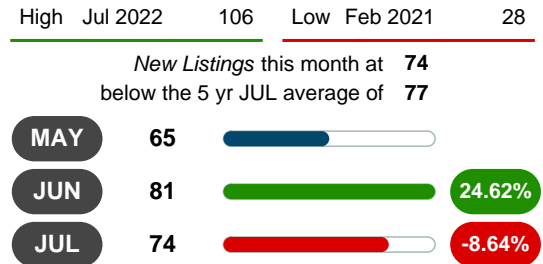


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 77



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	6	8.11%	3	3	0	0
\$150,001 - \$175,000	4	5.41%	0	4	0	0
\$175,001 - \$225,000	11	14.86%	2	9	0	0
\$225,001 - \$300,000	23	31.08%	0	14	9	0
\$300,001 - \$400,000	13	17.57%	0	6	7	0
\$400,001 - \$575,000	8	10.81%	0	5	2	1
\$575,001 and up	9	12.16%	0	3	3	3
Total New Listed Units	74		5	44	21	4
Total New Listed Volume	29,205,418	100%	632.80K	14.88M	10.42M	3.28M
Average New Listed Listing Price	\$259,186		\$126,560	\$338,082	\$496,190	\$819,250

July 2023



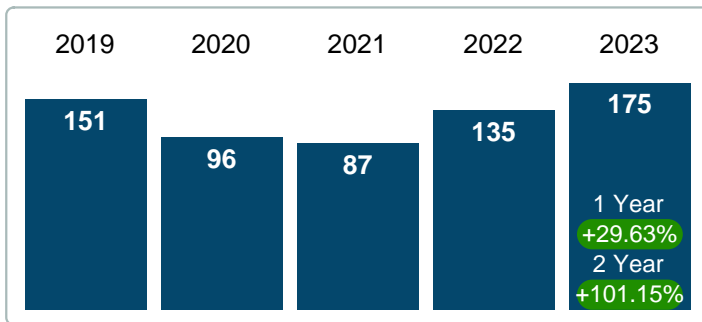
Area Delimited by County Of Bryan - Residential Property Type



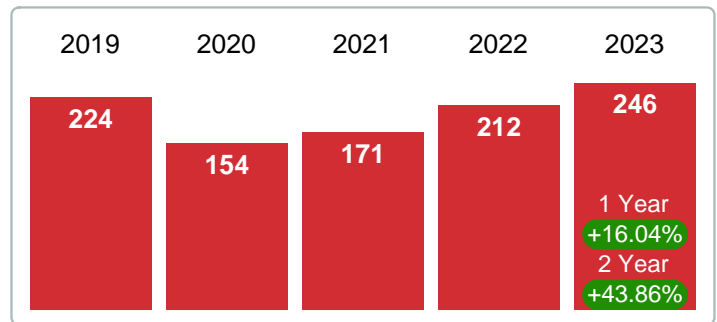
ACTIVE INVENTORY

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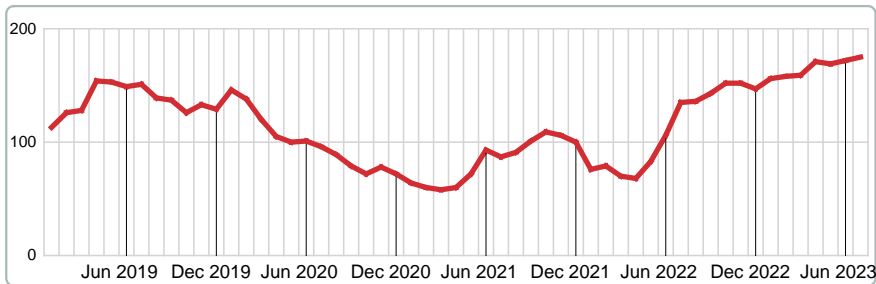
END OF JULY



ACTIVE DURING JULY

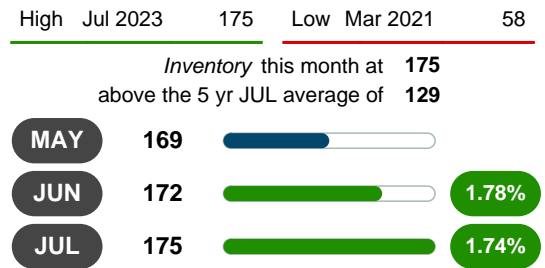


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 129



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	14	8.00%	66.0	5	9	0	0
\$150,001 - \$225,000	24	13.71%	63.8	3	17	3	1
\$225,001 - \$275,000	23	13.14%	55.8	1	18	4	0
\$275,001 - \$375,000	43	24.57%	73.2	0	19	22	2
\$375,001 - \$525,000	30	17.14%	66.2	1	17	9	3
\$525,001 - \$950,000	24	13.71%	92.4	1	9	8	6
\$950,001 and up	17	9.71%	105.1	1	6	7	3
Total Active Inventory by Units	175			12	95	53	15
Total Active Inventory by Volume	88,779,876	100%	73.6	4.11M	42.82M	29.87M	11.98M
Average Active Inventory Listing Price	\$507,314			\$342,133	\$450,746	\$563,566	\$798,959

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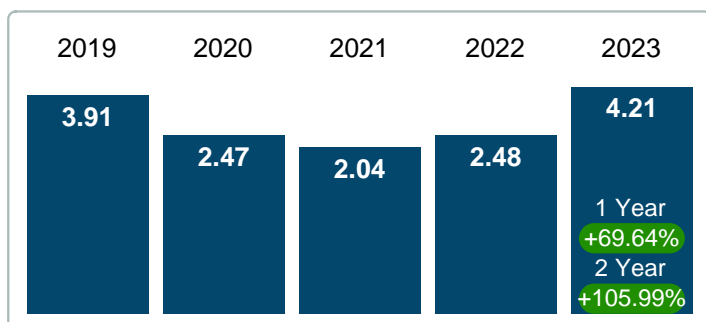
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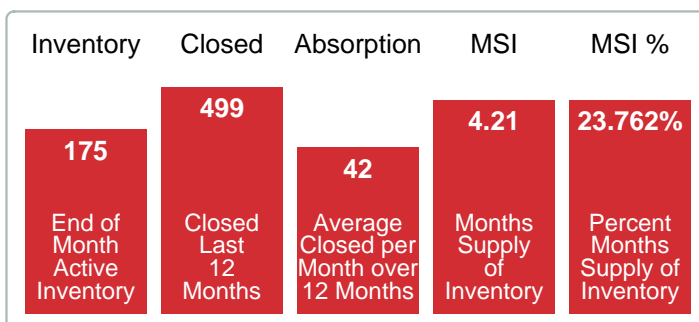
MONTHS SUPPLY of INVENTORY (MSI)

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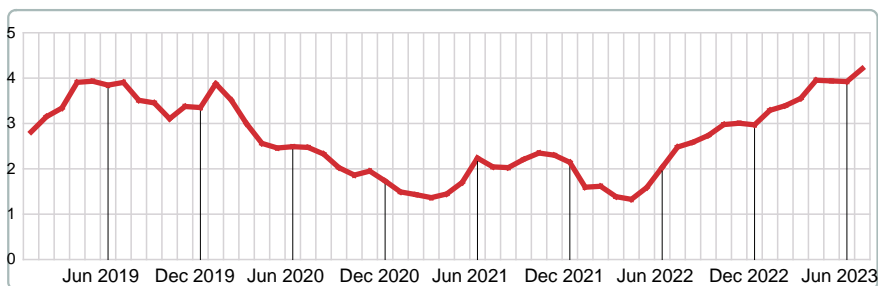
MSI FOR JULY



INDICATORS FOR JULY 2023

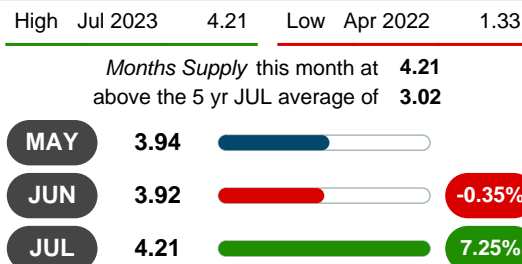


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 3.02



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
\$150,000 and less	14	8.00%	1.66	1.33	2.35	0.00	0.00
\$150,001 - \$225,000	24	13.71%	2.53	4.00	2.27	2.57	12.00
\$225,001 - \$275,000	23	13.14%	2.08	4.00	2.32	1.33	0.00
\$275,001 - \$375,000	43	24.57%	5.27	0.00	3.93	7.14	24.00
\$375,001 - \$525,000	30	17.14%	10.29	6.00	15.69	6.75	9.00
\$525,001 - \$950,000	24	13.71%	18.00	12.00	27.00	19.20	12.00
\$950,001 and up	17	9.71%	102.00	0.00	72.00	84.00	0.00
Market Supply of Inventory (MSI)			4.21	2.32	3.74	5.44	12.00
Total Active Inventory by Units		100%	4.21	12	95	53	15

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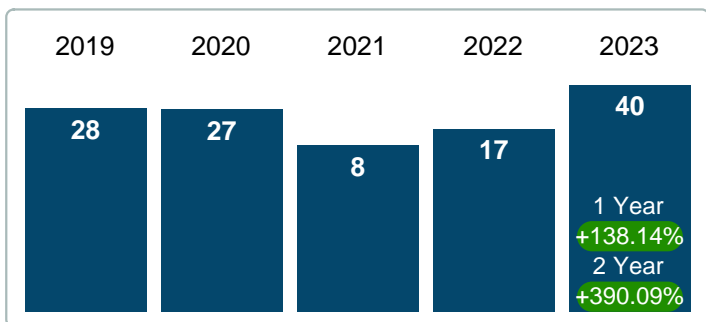
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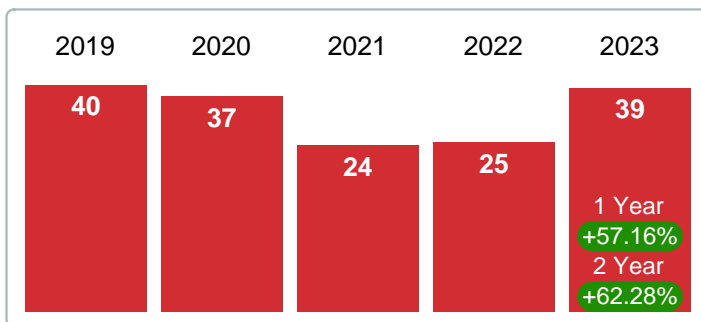
AVERAGE DAYS ON MARKET TO SALE

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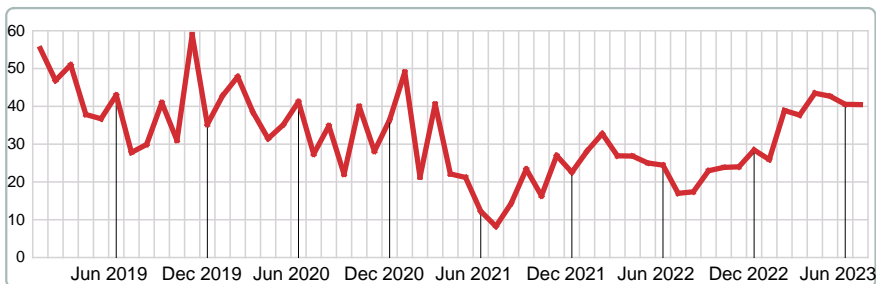
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

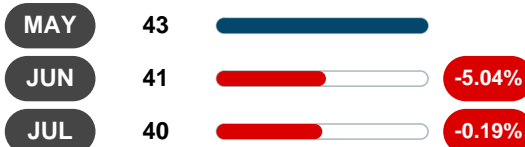


3 MONTHS

5 year JUL AVG = 24

High Nov 2019 59 Low Jul 2021 8

Average Days on Market to Sale this month at 40 above the 5 yr JUL average of 24



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	9.09%	39	15	75	0	0
\$100,001 - \$175,000	14.55%	34	0	22	13	142
\$175,001 - \$225,000	14.55%	32	3	38	31	0
\$225,001 - \$250,000	7.27%	67	47	57	109	0
\$250,001 - \$275,000	29.09%	21	0	25	17	0
\$275,001 - \$375,000	14.55%	64	0	66	60	0
\$375,001 and up	10.91%	64	0	30	90	43
Average Closed DOM		40	19	41	40	76
Total Closed Units	100%	40	5	27	20	3
Total Closed Volume		14,346,200	635.90K	6.31M	6.23M	1.17M

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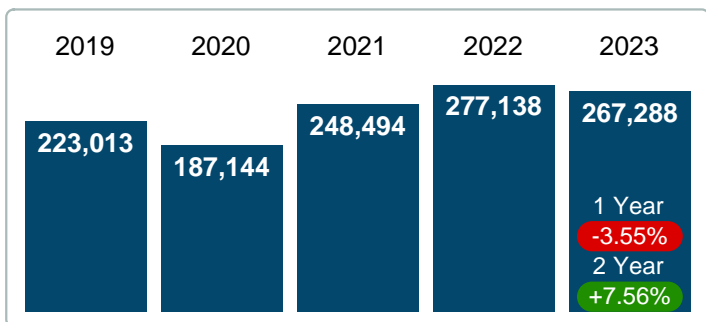
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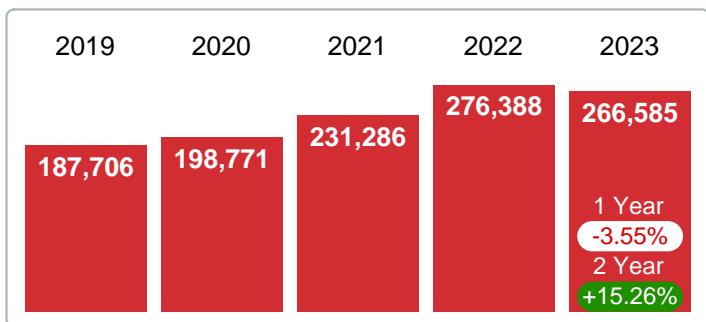
AVERAGE LIST PRICE AT CLOSING

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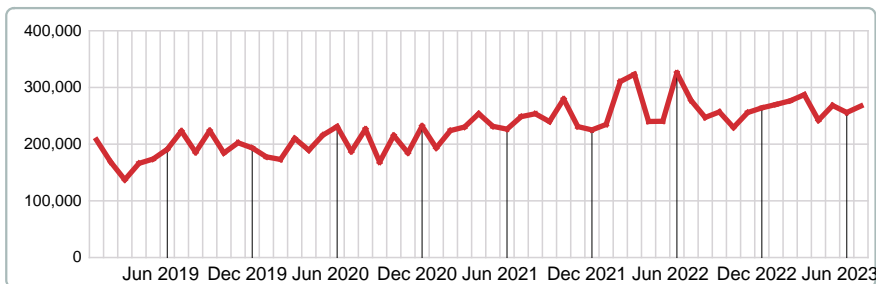
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 240,615

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

Average List Price at Closing this month at **267,288**
above the 5 yr JUL average of **240,615**

- MAY: 268,205
- JUN: 255,861 (-4.60%)
- JUL: 267,288 (4.47%)

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	5	9.09%	76,460	70,800	84,950	0	0
\$100,001 - \$175,000	9	16.36%	151,722	0	155,250	153,167	120,000
\$175,001 - \$225,000	6	10.91%	206,750	177,000	205,900	217,000	0
\$225,001 - \$250,000	3	5.45%	239,667	249,000	244,166	275,000	0
\$250,001 - \$275,000	16	29.09%	260,846	0	263,850	261,675	0
\$275,001 - \$375,000	9	16.36%	315,300	0	313,760	362,600	0
\$375,001 and up	7	12.73%	568,900	0	405,000	706,467	540,000
Average List Price			267,288	127,680	236,790	323,455	400,000
Total Closed Units		100%	267,288	5	27	20	3
Total Closed Volume			14,700,830	638.40K	6.39M	6.47M	1.20M

July 2023



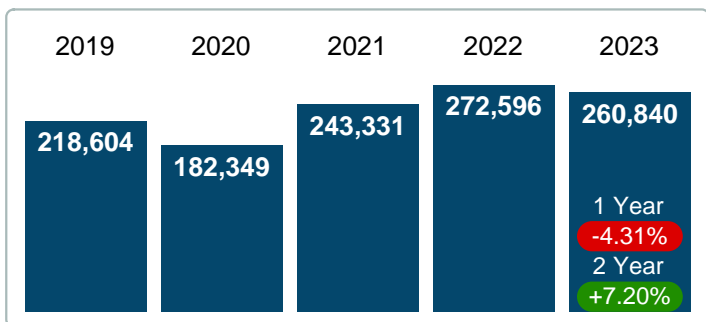
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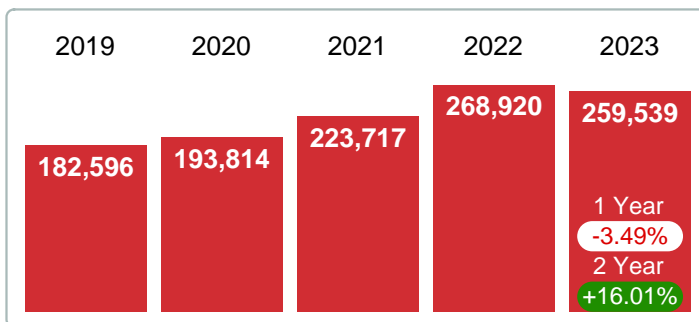
AVERAGE SOLD PRICE AT CLOSING

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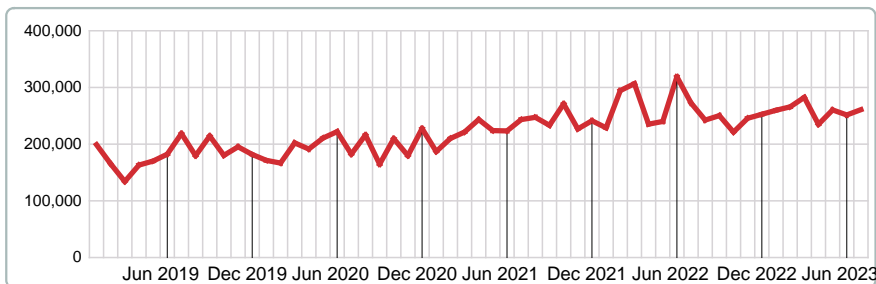
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 235,544

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

Average Sold Price at Closing this month at **260,840**
above the 5 yr JUL average of **235,544**

- MAY: 260,370
- JUN: 251,444 (-3.43%)
- JUL: 260,840 (3.74%)

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	5	9.09%	71,980	69,967	75,000	0	0
\$100,001 - \$175,000	8	14.55%	149,088	0	152,925	158,667	105,000
\$175,001 - \$225,000	8	14.55%	205,850	177,000	207,600	215,900	0
\$225,001 - \$250,000	4	7.27%	243,500	249,000	242,500	240,000	0
\$250,001 - \$275,000	16	29.09%	259,919	0	259,163	260,675	0
\$275,001 - \$375,000	8	14.55%	328,838	0	310,980	358,600	0
\$375,001 and up	6	10.91%	563,900	0	396,500	639,967	533,500
Average Sold Price			260,840	127,180	233,681	311,445	390,667
Total Closed Units		100%	260,840	5	27	20	3
Total Closed Volume			14,346,200	635.90K	6.31M	6.23M	1.17M

July 2023



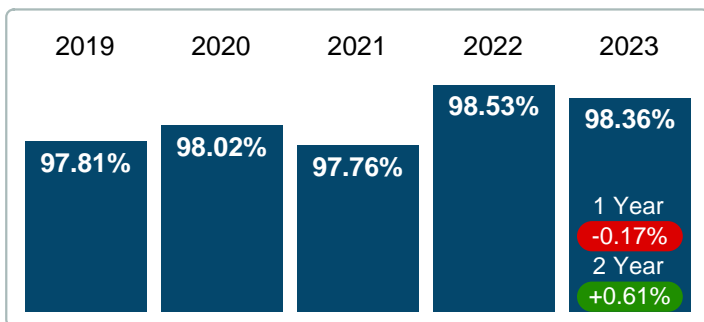
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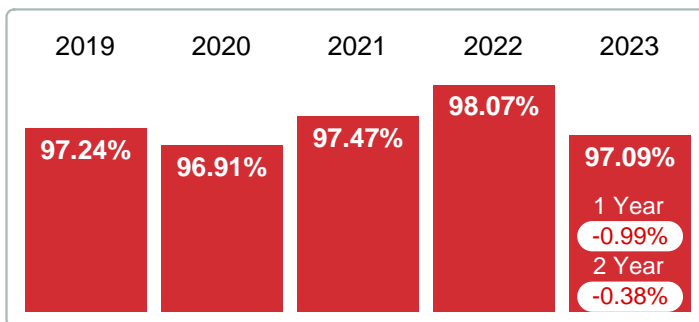
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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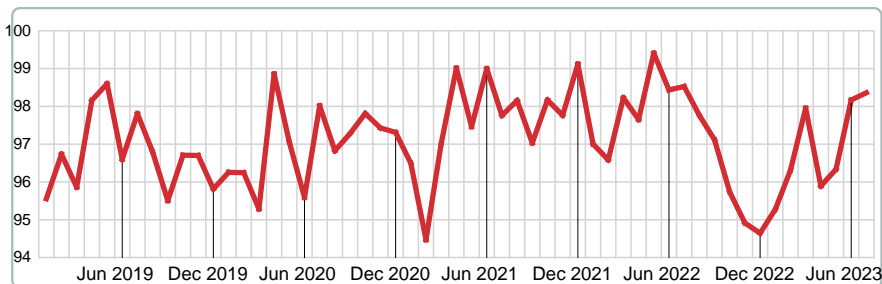
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

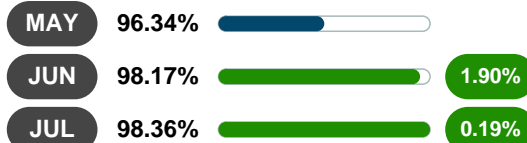


3 MONTHS

5 year JUL AVG = 98.09%

High May 2022 99.41% Low Feb 2021 94.47%

Average Sold/List Ratio this month at **98.36%** equal to 5 yr JUL average of **98.09%**



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	5	9.09%	93.75%	97.92%	87.49%	0.00%	0.00%
\$100,001 - \$175,000	8	14.55%	99.29%	0.00%	98.37%	104.46%	87.50%
\$175,001 - \$225,000	8	14.55%	100.86%	100.00%	101.57%	99.52%	0.00%
\$225,001 - \$250,000	4	7.27%	96.49%	100.00%	99.34%	87.27%	0.00%
\$250,001 - \$275,000	16	29.09%	98.97%	0.00%	98.31%	99.62%	0.00%
\$275,001 - \$375,000	8	14.55%	98.98%	0.00%	99.02%	98.92%	0.00%
\$375,001 and up	6	10.91%	96.42%	0.00%	97.90%	94.35%	98.79%
Average Sold/List Ratio		98.40%		98.75%	98.31%	98.83%	95.02%
Total Closed Units		55	100%	5	27	20	3
Total Closed Volume		14,346,200		635.90K	6.31M	6.23M	1.17M

July 2023



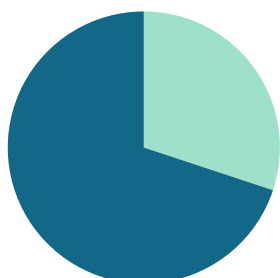
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

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

INVENTORY

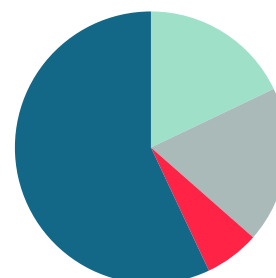


Inventory
 New Listings
74 = 30.08%
 Start Inventory
172
 Total Inventory Units
246
 Volume
\$113,084,673

Market Activity

Closed Sales
55 = 17.92%
 Pending Sales
57 = 18.57%
 Other Off Market
20 = 6.51%
 Active Inventory
175 = 57.00%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	82	55	-32.93%	380	285	-25.00%
Pending Sales	69	57	-17.39%	378	331	-12.43%
New Listings	106	74	-30.19%	504	490	-2.78%
Average List Price	277,138	267,288	-3.55%	276,388	266,585	-3.55%
Average Sale Price	272,596	260,840	-4.31%	268,920	259,539	-3.49%
Average Percent of Selling Price to List Price	98.53%	98.36%	-0.17%	98.07%	97.09%	-0.99%
Average Days on Market to Sale	16.99	40.45	138.14%	25.05	39.37	57.16%
Monthly Inventory	135	175	29.63%	135	175	29.63%
Months Supply of Inventory	2.48	4.21	69.64%	2.48	4.21	69.64%

Absorption: Last 12 months, an Average of **42** Sales/Month

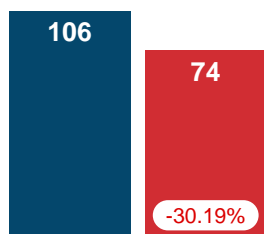
Inventory on July 31, 2023 = **175**

2022 **2023**

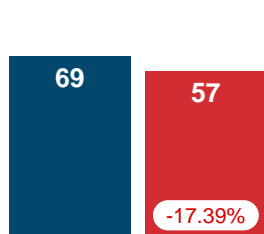
JULY MARKET

AVERAGE PRICES

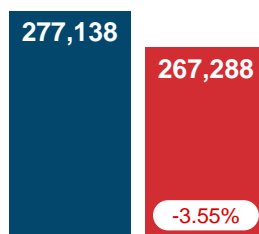
New Listings



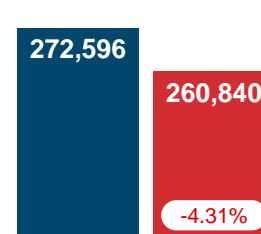
Pending Listings



List Price



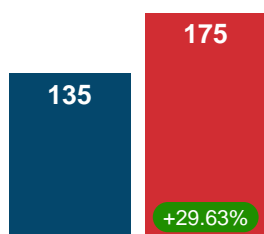
Sale Price



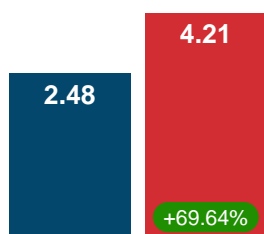
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

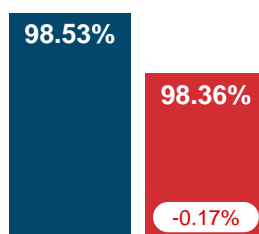
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

