

July 2023



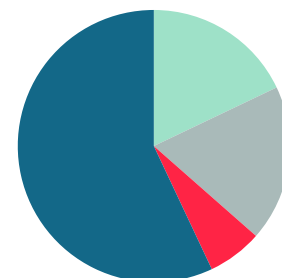
Area Delimited by County Of Bryan - Residential Property Type



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%
Median List Price	239,500	259,900	8.52%
Median Sale Price	239,500	254,900	6.43%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	2.00	26.00	1,200.00%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **6.43%** in July 2023 to \$254,900 versus the previous year at \$239,500.

Median Days on Market Lengthens

The median number of **26.00** days that homes spent on the market before selling increased by 24.00 days or **1,200.00%** in July 2023 compared to last year's same month at **2.00** DOM.

Sales Success for July 2023 is Positive

Overall, with Median Prices going up 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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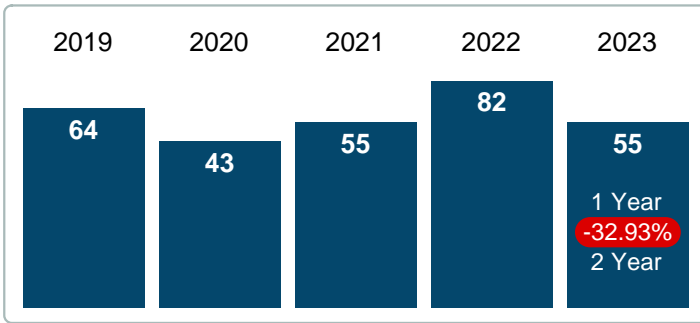
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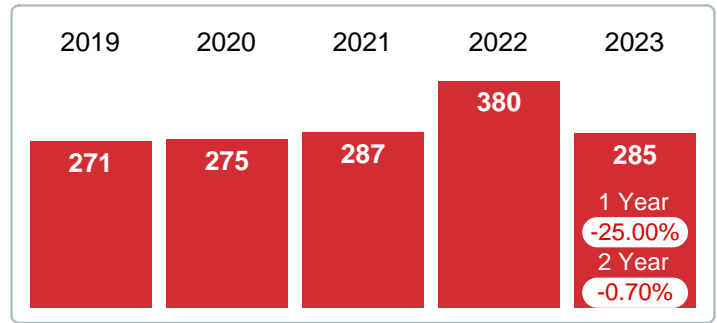
CLOSED LISTINGS

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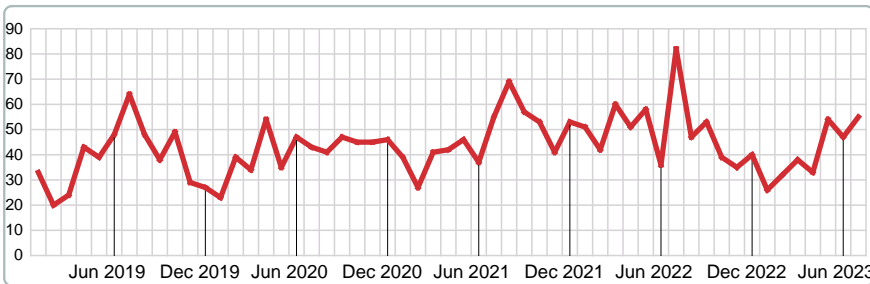
JULY



YEAR TO DATE (YTD)

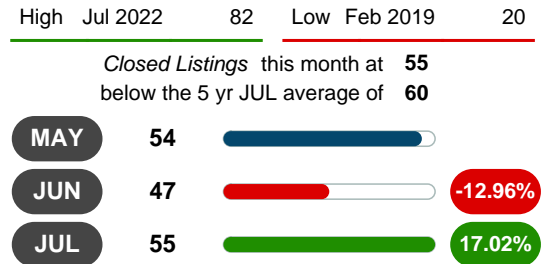


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 60



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	5	9.09%	26.0	3	2	0	0
\$100,001 - \$175,000	8	14.55%	12.0	0	4	3	1
\$175,001 - \$225,000	8	14.55%	17.0	1	5	2	0
\$225,001 - \$250,000	4	7.27%	77.5	1	2	1	0
\$250,001 - \$275,000	16	29.09%	6.0	0	8	8	0
\$275,001 - \$375,000	8	14.55%	60.0	0	5	3	0
\$375,001 and up	6	10.91%	76.5	0	1	3	2
Total Closed Units	55			5	27	20	3
Total Closed Volume	14,346,200	100%	26.0	635.90K	6.31M	6.23M	1.17M
Median Closed Price	\$254,900			\$87,900	\$252,500	\$259,900	\$522,000

July 2023



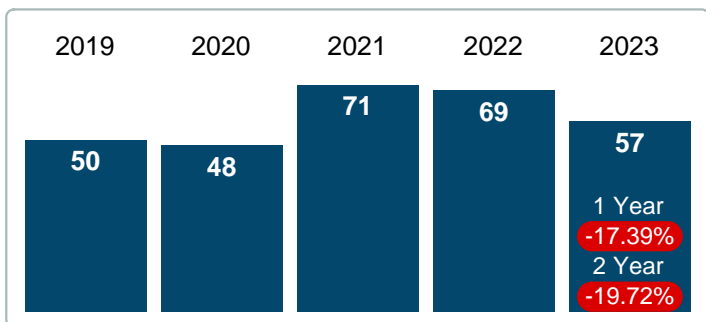
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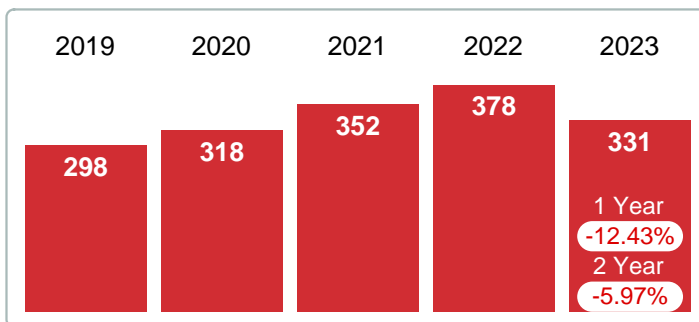
PENDING LISTINGS

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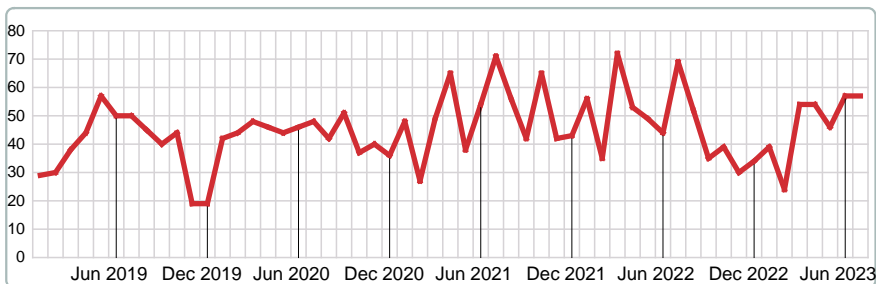
JULY



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 (Progress bar)
- JUN: 57 (Progress bar) **23.91%**
- JUL: 57 (Progress bar) **0.00%**

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	5.26%	0.0	2	1	0	0
\$75,001 - \$150,000	8	14.04%	66.0	5	2	1	0
\$150,001 - \$225,000	11	19.30%	7.0	1	10	0	0
\$225,001 - \$275,000	12	21.05%	3.0	0	6	6	0
\$275,001 - \$375,000	9	15.79%	52.0	0	8	1	0
\$375,001 - \$575,000	8	14.04%	38.5	0	4	4	0
\$575,001 and up	6	10.53%	70.5	1	2	2	1
Total Pending Units	57			9	33	14	1
Total Pending Volume	21,489,888	100%	15.0	1.45M	11.44M	6.57M	2.02M
Median Listing Price	\$259,900			\$119,000	\$254,900	\$279,450	\$2,022,990

July 2023



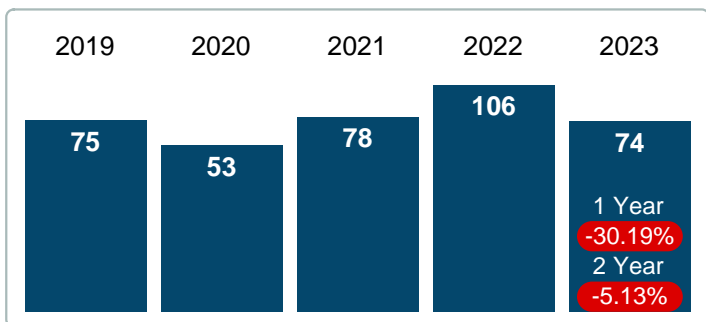
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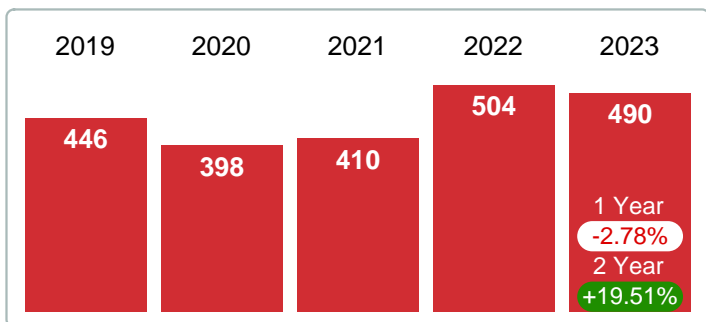
NEW LISTINGS

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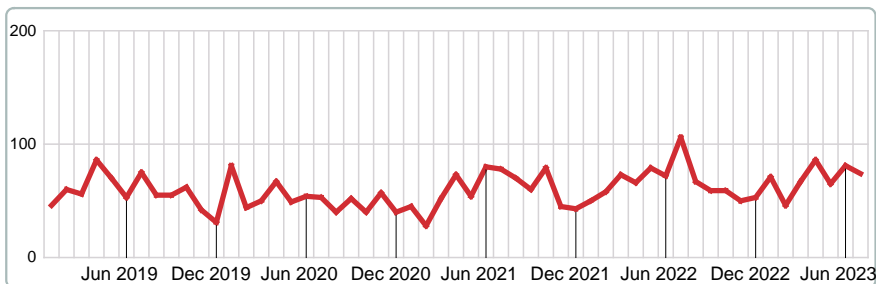
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 77

High Jul 2022 106 Low Feb 2021 28

New Listings this month at 74 below the 5 yr JUL average of 77

MAY	65	<div style="width: 84.5%;"></div>
JUN	81	<div style="width: 105.2%;"></div> 24.62%
JUL	74	<div style="width: 96.1%;"></div> -8.64%

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
Median New Listed Listing Price	\$259,900		\$97,900	\$244,200	\$314,500	\$729,000

July 2023



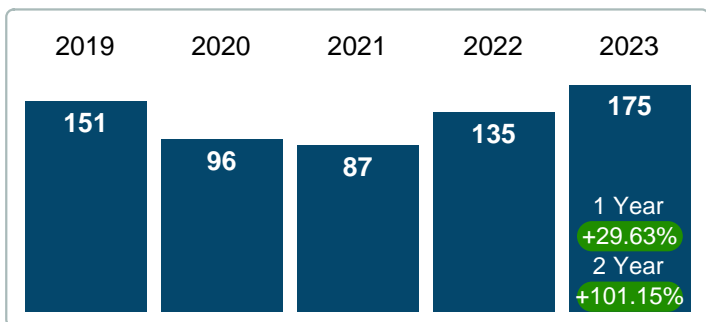
Area Delimited by County Of Bryan - Residential Property Type



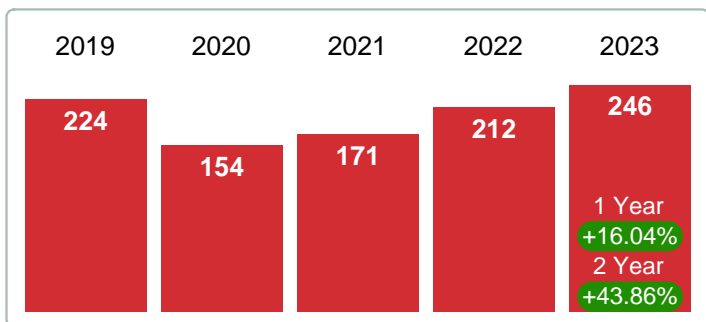
ACTIVE INVENTORY

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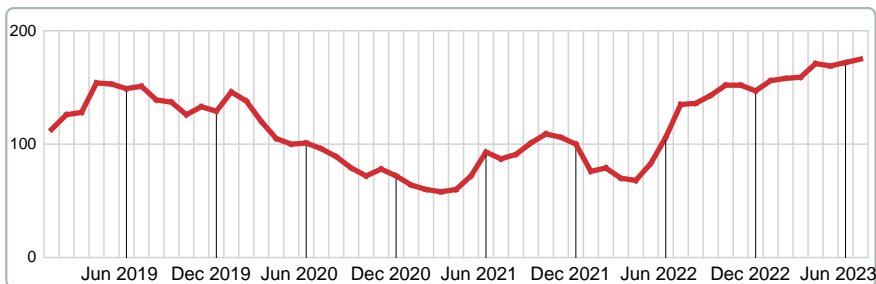
END OF JULY



ACTIVE DURING JULY

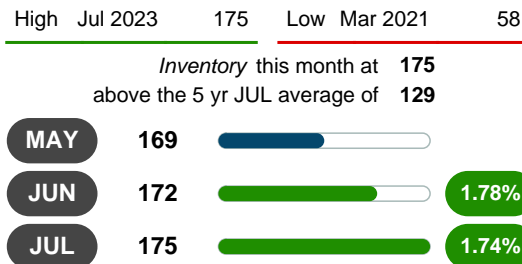


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 129



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	14	8.00%	47.5	5	9	0	0
\$150,001 - \$225,000	24	13.71%	44.0	3	17	3	1
\$225,001 - \$275,000	23	13.14%	45.0	1	18	4	0
\$275,001 - \$375,000	43	24.57%	60.0	0	19	22	2
\$375,001 - \$525,000	30	17.14%	54.5	1	17	9	3
\$525,001 - \$950,000	24	13.71%	75.5	1	9	8	6
\$950,001 and up	17	9.71%	95.0	1	6	7	3
Total Active Inventory by Units	175			12	95	53	15
Total Active Inventory by Volume	88,779,876	100%	53.0	4.11M	42.82M	29.87M	11.98M
Median Active Inventory Listing Price	\$335,000			\$179,950	\$299,000	\$359,900	\$589,900

July 2023



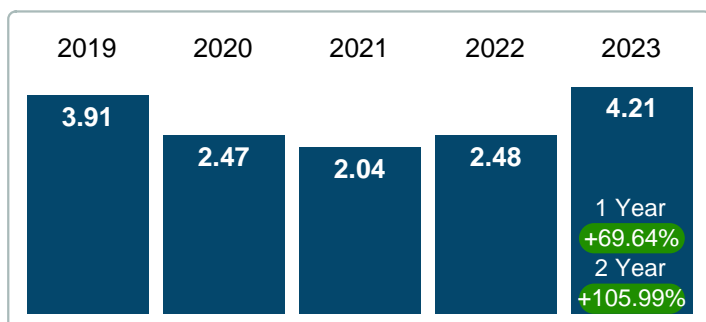
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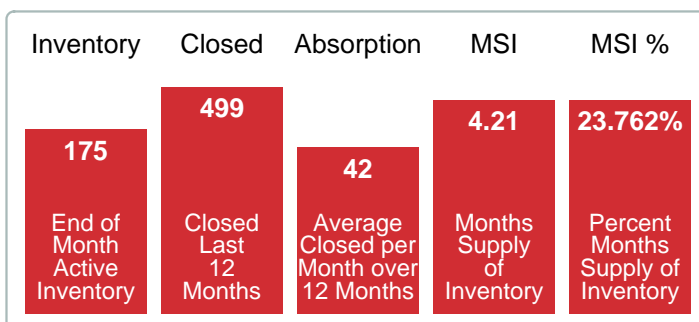
MONTHS SUPPLY of INVENTORY (MSI)

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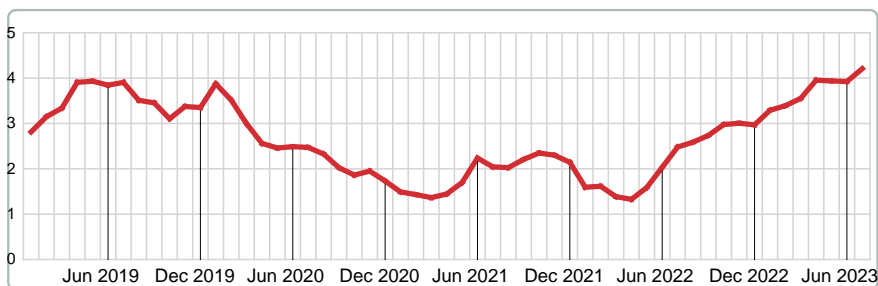
MSI FOR JULY



INDICATORS FOR JULY 2023

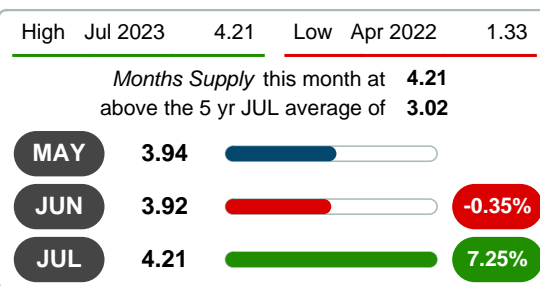


5 YEAR MARKET ACTIVITY TRENDS



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	175	100%	4.21	12	95	53	15

July 2023



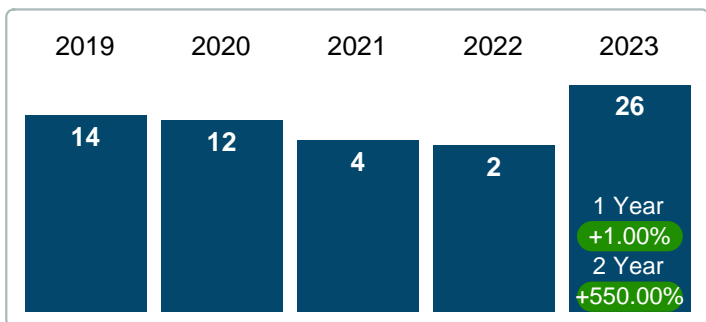
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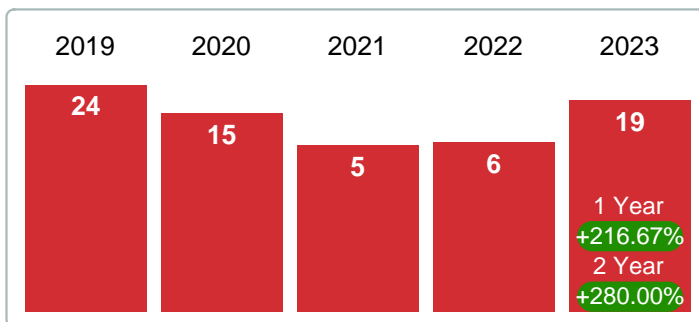
MEDIAN DAYS ON MARKET TO SALE

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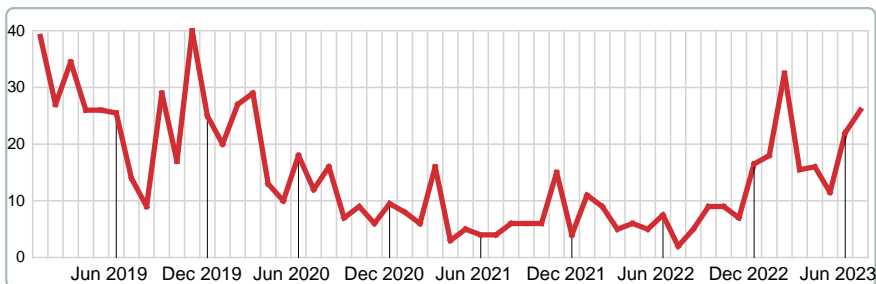
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

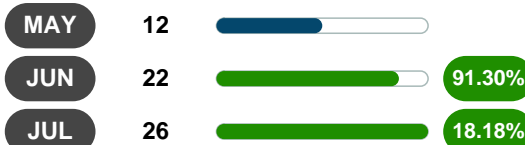


3 MONTHS

5 year JUL AVG = 12

High Nov 2019 40 Low Jul 2022 2

Median Days on Market to Sale this month at 26 above the 5 yr JUL average of 12



MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range	%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	9.09%	26	6	75	0	0
\$100,001 - \$175,000	14.55%	12	0	12	7	142
\$175,001 - \$225,000	14.55%	17	3	26	31	0
\$225,001 - \$250,000	7.27%	78	47	57	109	0
\$250,001 - \$275,000	29.09%	6	0	10	2	0
\$275,001 - \$375,000	14.55%	60	0	53	67	0
\$375,001 and up	10.91%	77	0	30	91	43
Median Closed DOM		26	6	26	27	76
Total Closed Units	100%	26.0	5	27	20	3
Total Closed Volume		14,346,200	635.90K	6.31M	6.23M	1.17M

July 2023



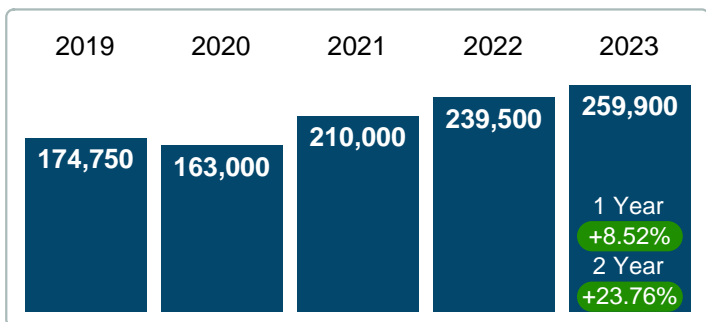
Area Delimited by County Of Bryan - Residential Property Type



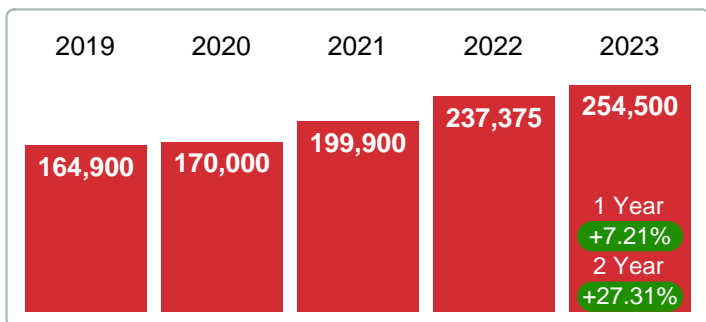
MEDIAN LIST PRICE AT CLOSING

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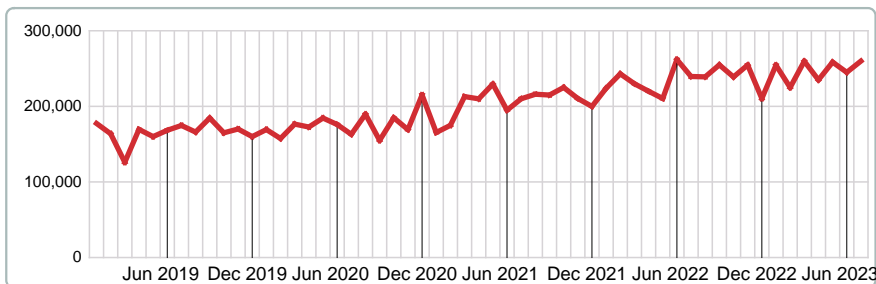
JULY



YEAR TO DATE (YTD)

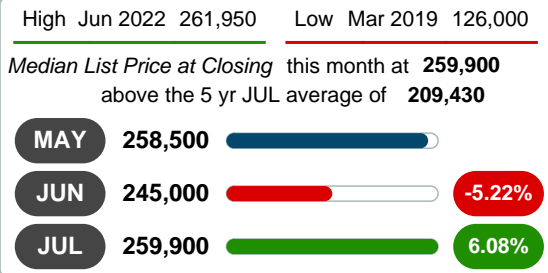


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 209,430



MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range	%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	9.09%	84,500	84,500	84,950	0	0
\$100,001 - \$175,000	16.36%	163,000	0	163,000	169,500	120,000
\$175,001 - \$225,000	10.91%	217,000	177,000	220,000	217,000	0
\$225,001 - \$250,000	5.45%	235,000	249,000	235,000	0	0
\$250,001 - \$275,000	29.09%	259,900	0	262,450	259,900	0
\$275,001 - \$375,000	16.36%	319,900	0	312,450	349,900	0
\$375,001 and up	12.73%	429,500	0	405,000	414,700	540,000
Median List Price		259,900	87,900	253,331	259,900	535,000
Total Closed Units	100%	259,900	5	27	20	3
Total Closed Volume		14,700,830	638.40K	6.39M	6.47M	1.20M

July 2023



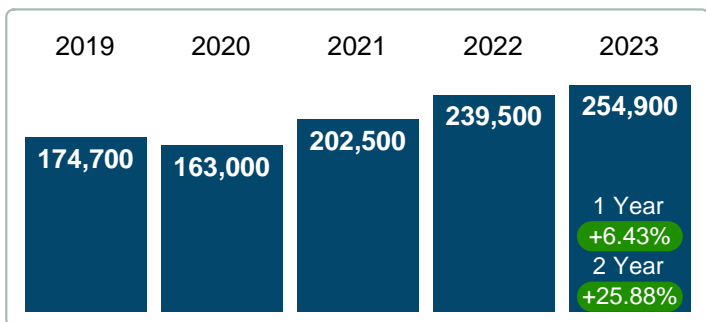
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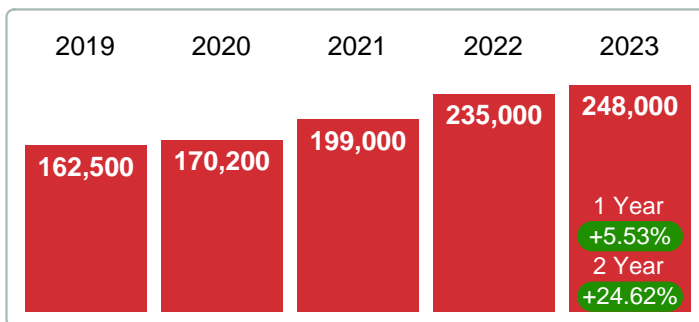
MEDIAN SOLD PRICE AT CLOSING

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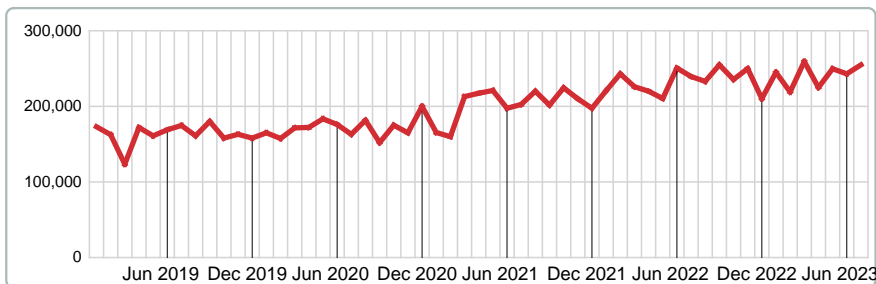
JULY



YEAR TO DATE (YTD)

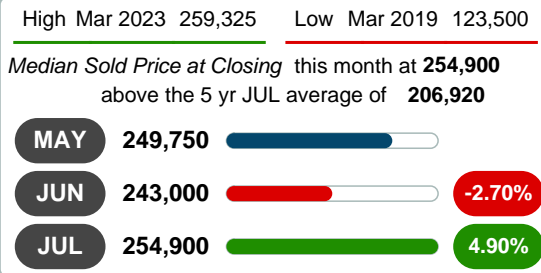


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 206,920



MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range	%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	9.09%	84,500	84,500	75,000	0	0
\$100,001 - \$175,000	14.55%	148,100	0	148,100	170,000	105,000
\$175,001 - \$225,000	14.55%	215,900	177,000	218,000	215,900	0
\$225,001 - \$250,000	7.27%	244,500	249,000	242,500	240,000	0
\$250,001 - \$275,000	29.09%	259,900	0	259,000	259,900	0
\$275,001 - \$375,000	14.55%	341,950	0	305,000	356,000	0
\$375,001 and up	10.91%	471,000	0	396,500	420,000	533,500
Median Sold Price		254,900	87,900	252,500	259,900	522,000
Total Closed Units	100%	254,900	5	27	20	3
Total Closed Volume		14,346,200	635.90K	6.31M	6.23M	1.17M

July 2023



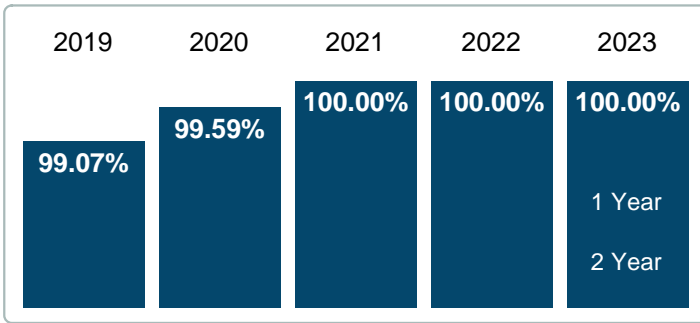
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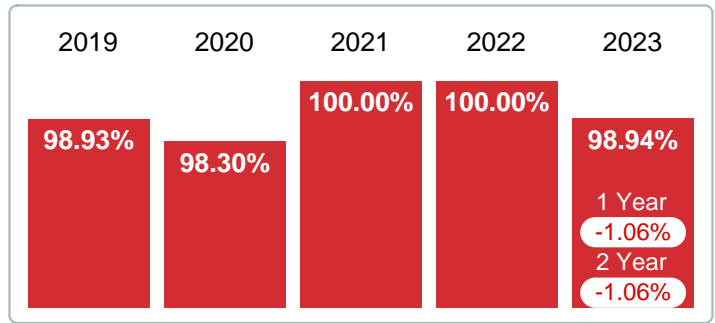
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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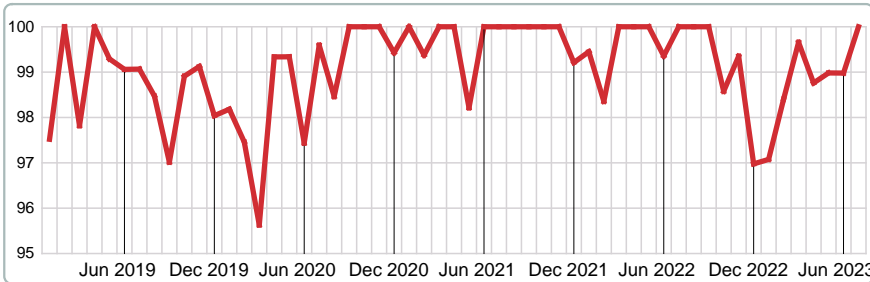
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

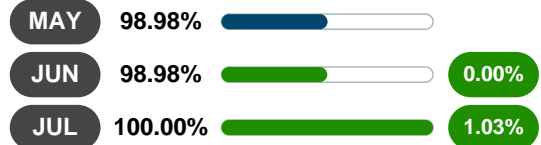


3 MONTHS

5 year JUL AVG = 99.73%

High Jul 2023 100.00% Low Mar 2020 95.63%

Median Sold/List Ratio this month at **100.00%** equal to 5 yr JUL average of **99.73%**



MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	5	9.09%	93.75%	100.00%	87.49%	0.00%	0.00%
\$100,001 - \$175,000	8	14.55%	98.52%	0.00%	96.80%	100.88%	87.50%
\$175,001 - \$225,000	8	14.55%	100.00%	100.00%	100.00%	99.52%	0.00%
\$225,001 - \$250,000	4	7.27%	99.34%	100.00%	99.34%	87.27%	0.00%
\$250,001 - \$275,000	16	29.09%	100.00%	0.00%	99.06%	100.00%	0.00%
\$275,001 - \$375,000	8	14.55%	99.30%	0.00%	99.70%	98.89%	0.00%
\$375,001 and up	6	10.91%	97.84%	0.00%	97.90%	97.79%	98.79%
Median Sold/List Ratio		100.00%		100.00%	98.69%	100.00%	97.57%
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



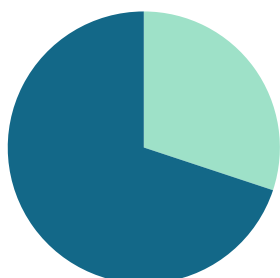
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

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

INVENTORY

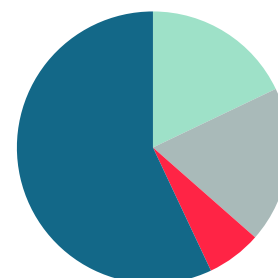


Inventory
 New Listings
74 = 30.08%
 Start Inventory
172
 Total Inventory Units
246
 Volume
\$113,084,673

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%
Median List Price	239,500	259,900	8.52%	237,375	254,500	7.21%
Median Sale Price	239,500	254,900	6.43%	235,000	248,000	5.53%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	98.94%	-1.06%
Median Days on Market to Sale	2.00	26.00	1,200.00%	6.00	19.00	216.67%
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

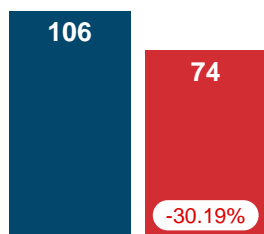
Inventory on July 31, 2023 = **175**

2022 **2023**

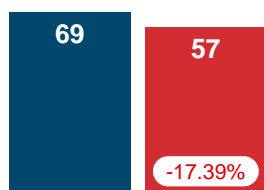
JULY MARKET

MEDIAN PRICES

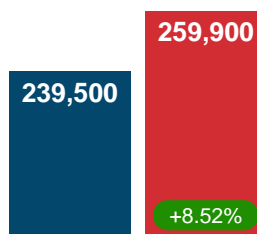
New Listings



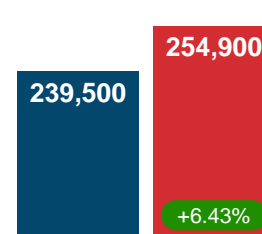
Pending Listings



List Price



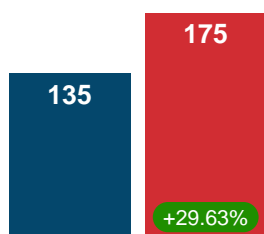
Sale Price



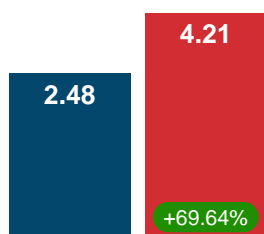
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

