

# June 2023



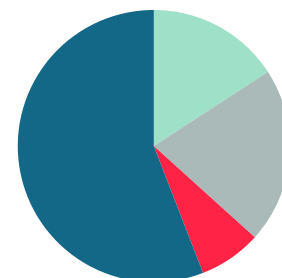
Area Delimited by County Of Bryan - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jul 13, 2023 for MLS Technology Inc.

Compared Metrics	2022	June 2023	+/-%
Closed Listings	36	47	30.56%
Pending Listings	44	62	40.91%
New Listings	72	81	12.50%
Average List Price	325,604	255,861	-21.42%
Average Sale Price	318,832	251,444	-21.14%
Average Percent of Selling Price to List Price	98.43%	98.17%	-0.27%
Average Days on Market to Sale	24.44	40.53	65.81%
End of Month Inventory	106	166	56.60%
Months Supply of Inventory	2.03	3.79	86.38%



■ Closed (15.82%)  
■ Pending (20.88%)  
■ Other OffMarket (7.41%)  
■ Active (55.89%)

**Absorption:** Last 12 months, an Average of **44** Sales/Month  
**Active Inventory** as of June 30, 2023 = **166**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of June 2023 rose **56.60%** to 166 existing homes available for sale. Over the last 12 months this area has had an average of 44 closed sales per month. This represents an unsold inventory index of **3.79** 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 **21.14%** in June 2023 to \$251,444 versus the previous year at \$318,832.

#### Average Days on Market Lengthens

The average number of **40.53** days that homes spent on the market before selling increased by 16.09 days or **65.81%** in June 2023 compared to last year's same month at **24.44** DOM.

#### Sales Success for June 2023 is Positive

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

There were 81 New Listings in June 2023, up **12.50%** from last year at 72. Furthermore, there were 47 Closed Listings this month versus last year at 36, a **30.56%** increase.

Closed versus Listed trends yielded a **58.0%** ratio, up from previous year's, June 2022, at **50.0%**, a **16.05%** upswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

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

### 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

# June 2023



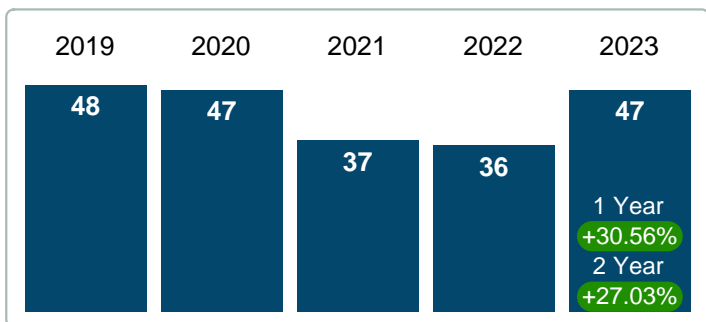
Area Delimited by County Of Bryan - Residential Property Type



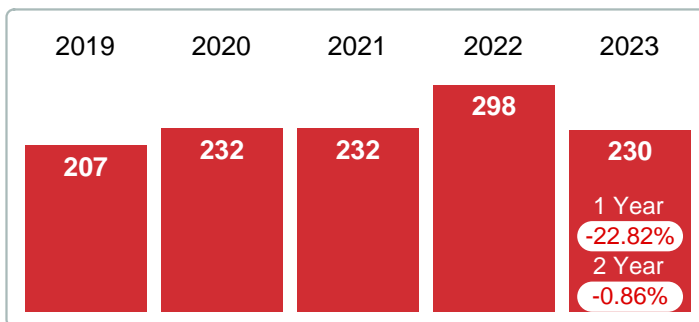
## CLOSED LISTINGS

Report produced on Jul 13, 2023 for MLS Technology Inc.

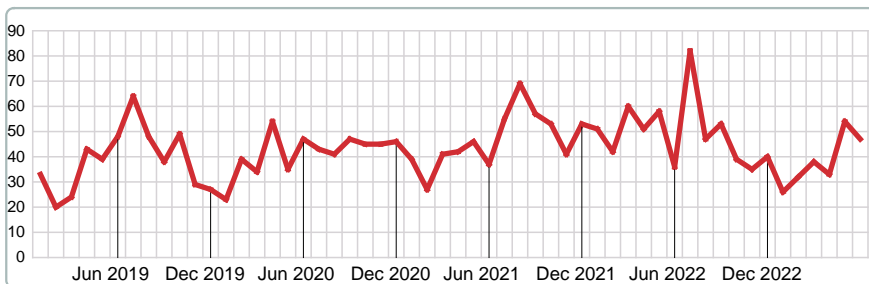
### JUNE



### YEAR TO DATE (YTD)

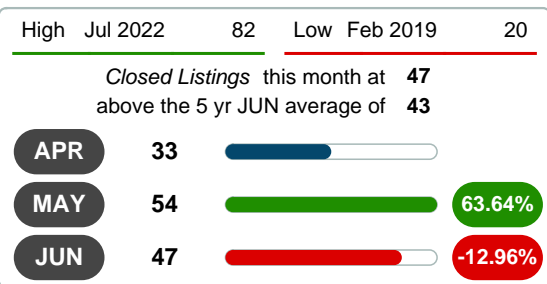


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 43



### 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	4	8.51%	38.0	2	2	0	0
\$100,001 - \$150,000	5	10.64%	15.0	2	2	1	0
\$150,001 - \$175,000	4	8.51%	53.3	0	3	1	0
\$175,001 - \$250,000	11	23.40%	21.3	0	8	2	1
\$250,001 - \$325,000	11	23.40%	52.1	0	7	4	0
\$325,001 - \$350,000	6	12.77%	20.0	0	4	2	0
\$350,001 and up	6	12.77%	89.7	0	1	4	1
<b>Total Closed Units</b>	<b>47</b>			<b>4</b>	<b>27</b>	<b>14</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>11,817,880</b>	<b>100%</b>	<b>40.5</b>	<b>379.50K</b>	<b>6.18M</b>	<b>4.17M</b>	<b>1.10M</b>
<b>Average Closed Price</b>	<b>\$251,444</b>			<b>\$94,875</b>	<b>\$228,755</b>	<b>\$297,643</b>	<b>\$547,500</b>

# June 2023



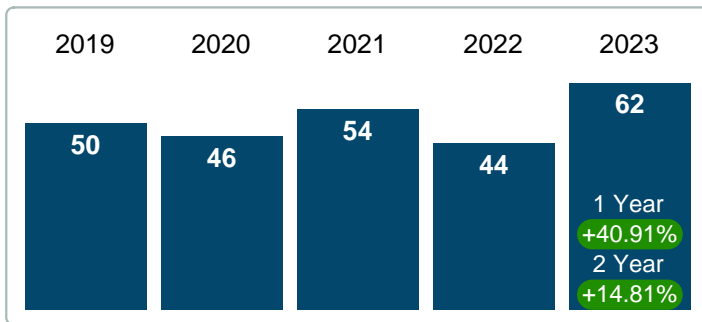
Area Delimited by County Of Bryan - Residential Property Type



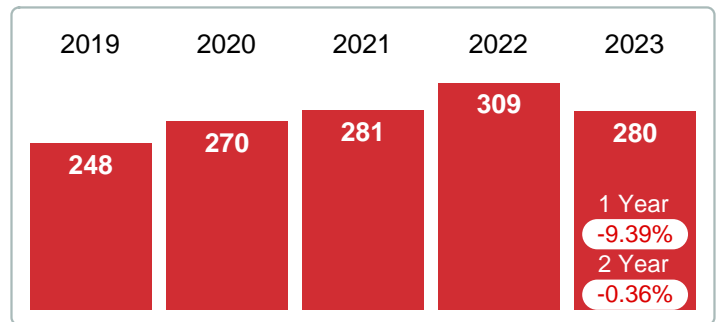
## PENDING LISTINGS

Report produced on Jul 13, 2023 for MLS Technology Inc.

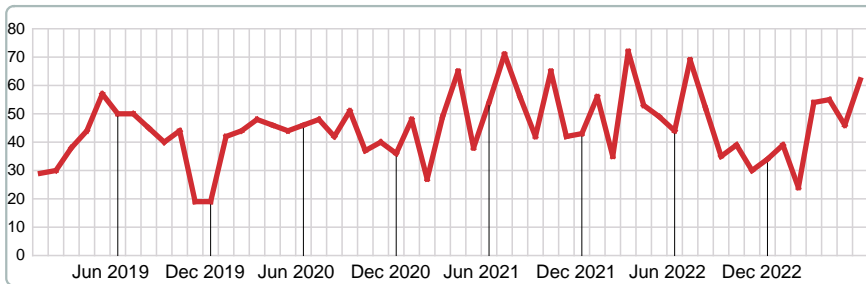
### JUNE



### YEAR TO DATE (YTD)

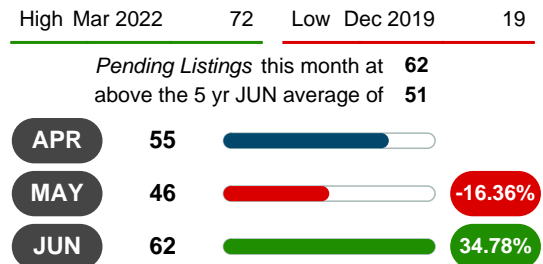


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 51



### 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	4	6.45%	36.8	3	1	0	0
\$100,001 - \$150,000	7	11.29%	65.1	1	4	1	1
\$150,001 - \$225,000	13	20.97%	43.4	2	9	2	0
\$225,001 - \$275,000	14	22.58%	55.5	1	11	2	0
\$275,001 - \$325,000	8	12.90%	47.5	0	7	1	0
\$325,001 - \$375,000	8	12.90%	38.8	0	5	2	1
\$375,001 and up	8	12.90%	61.6	0	1	4	3
<b>Total Pending Units</b>	<b>62</b>			<b>7</b>	<b>38</b>	<b>12</b>	<b>5</b>
<b>Total Pending Volume</b>	<b>17,550,580</b>	<b>100%</b>	<b>9.8</b>	<b>960.40K</b>	<b>9.30M</b>	<b>4.88M</b>	<b>2.41M</b>
<b>Average Listing Price</b>	<b>\$291,848</b>			<b>\$137,200</b>	<b>\$244,621</b>	<b>\$407,050</b>	<b>\$482,000</b>

# June 2023



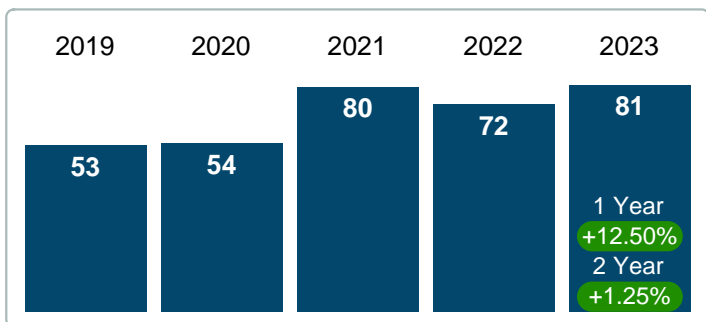
Area Delimited by County Of Bryan - Residential Property Type



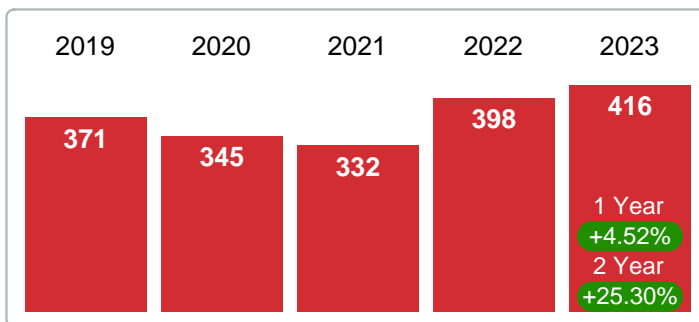
## NEW LISTINGS

Report produced on Jul 13, 2023 for MLS Technology Inc.

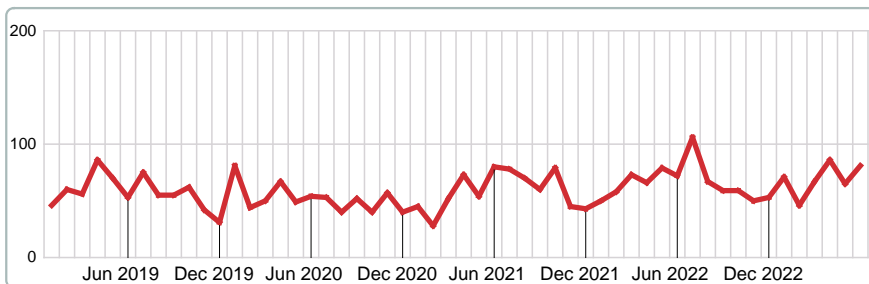
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 68

High Jul 2022 106 Low Feb 2021 28

New Listings this month at **81**  
above the 5 yr JUN average of **68**



### 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	4	4.94%	4	0	0	0
\$100,001 - \$175,000	13	16.05%	4	9	0	0
\$175,001 - \$225,000	10	12.35%	1	8	1	0
\$225,001 - \$325,000	25	30.86%	0	20	4	1
\$325,001 - \$425,000	10	12.35%	0	7	2	1
\$425,001 - \$500,000	10	12.35%	0	5	3	2
\$500,001 and up	9	11.11%	0	4	2	3
<b>Total New Listed Units</b>	<b>81</b>		<b>9</b>	<b>53</b>	<b>12</b>	<b>7</b>
<b>Total New Listed Volume</b>	<b>27,485,969</b>	<b>100%</b>	<b>1.12M</b>	<b>16.24M</b>	<b>5.08M</b>	<b>5.04M</b>
<b>Average New Listed Listing Price</b>	<b>\$219,211</b>		<b>\$124,967</b>	<b>\$306,432</b>	<b>\$423,575</b>	<b>\$719,641</b>

# June 2023



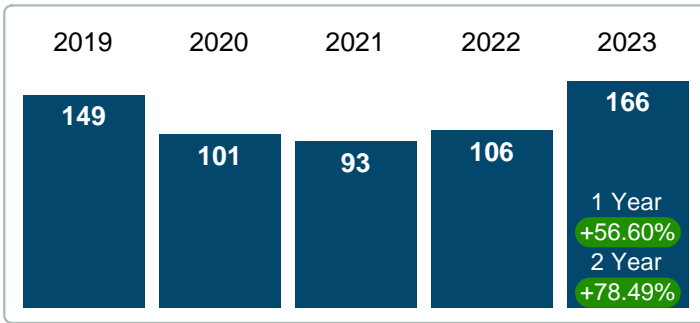
Area Delimited by County Of Bryan - Residential Property Type



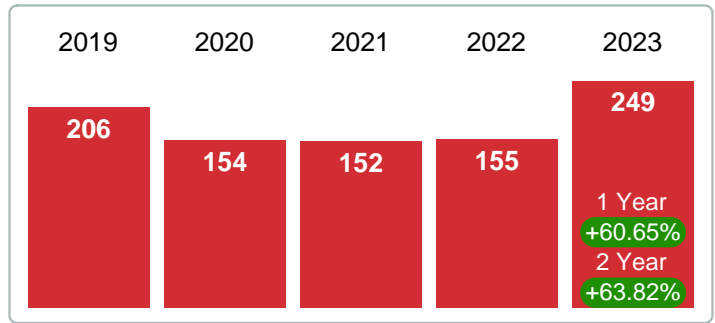
## ACTIVE INVENTORY

Report produced on Jul 13, 2023 for MLS Technology Inc.

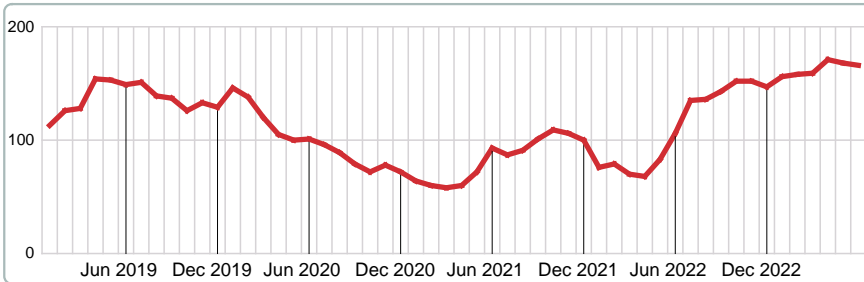
### END OF JUNE



### ACTIVE DURING JUNE



### 5 YEAR MARKET ACTIVITY TRENDS

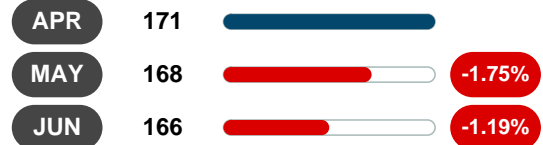


### 3 MONTHS

5 year JUN AVG = 123

High Apr 2023 171 Low Mar 2021 58

Inventory this month at 166  
above the 5 yr JUN average of 123



## INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	11	6.63%	68.9	5	5	1	0
\$125,001 - \$200,000	25	15.06%	57.4	8	12	4	1
\$200,001 - \$275,000	22	13.25%	56.0	1	17	4	0
\$275,001 - \$375,000	37	22.29%	60.0	1	18	15	3
\$375,001 - \$525,000	30	18.07%	53.6	2	17	9	2
\$525,001 - \$925,000	24	14.46%	69.0	2	10	8	4
\$925,001 and up	17	10.24%	105.4	2	6	7	2
<b>Total Active Inventory by Units</b>	<b>166</b>			<b>21</b>	<b>85</b>	<b>48</b>	<b>12</b>
<b>Total Active Inventory by Volume</b>	<b>83,070,737</b>	<b>100%</b>	<b>64.5</b>	<b>6.51M</b>	<b>41.02M</b>	<b>26.39M</b>	<b>9.14M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$500,426</b>			<b>\$310,005</b>	<b>\$482,639</b>	<b>\$549,895</b>	<b>\$761,783</b>

# June 2023



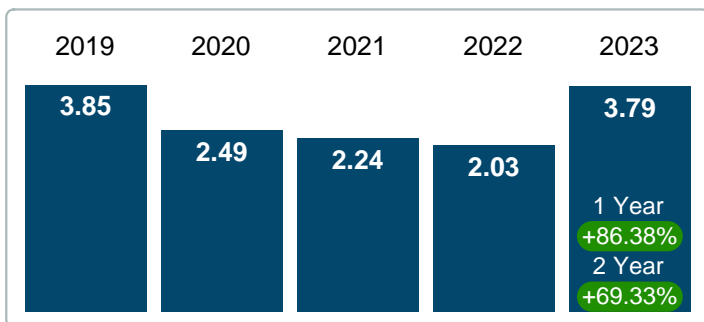
Area Delimited by County Of Bryan - Residential Property Type



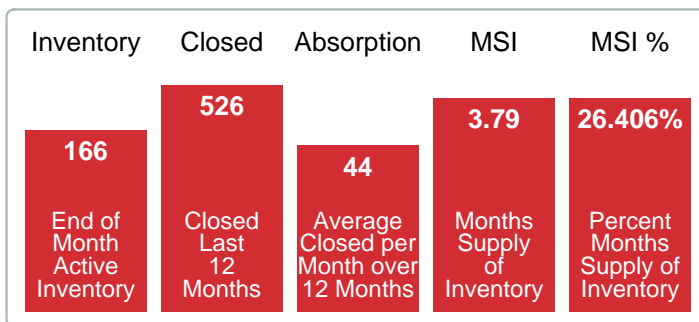
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 13, 2023 for MLS Technology Inc.

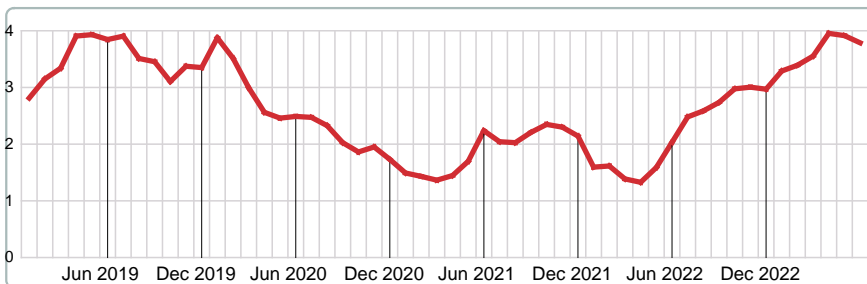
### MSI FOR JUNE



### INDICATORS FOR JUNE 2023

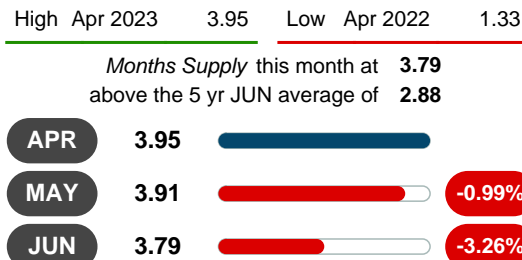


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 2.88



### 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
\$125,000 and less	11	6.63%	2.16	1.88	2.40	4.00	0.00
\$125,001 - \$200,000	25	15.06%	2.70	4.80	1.85	4.00	12.00
\$200,001 - \$275,000	22	13.25%	1.32	3.00	1.57	0.74	0.00
\$275,001 - \$375,000	37	22.29%	4.58	6.00	3.79	4.86	36.00
\$375,001 - \$525,000	30	18.07%	10.00	12.00	13.60	7.20	6.00
\$525,001 - \$925,000	24	14.46%	15.16	24.00	30.00	12.00	8.00
\$925,001 and up	17	10.24%	102.00	0.00	36.00	0.00	0.00
Market Supply of Inventory (MSI)	3.79	100%	3.79	4.13	3.28	4.11	10.29
Total Active Inventory by Units	166			21	85	48	12

# June 2023



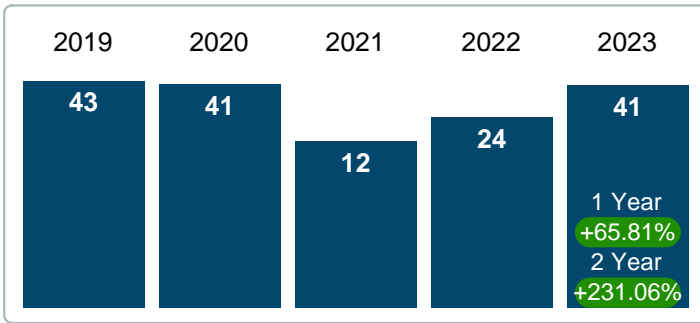
Area Delimited by County Of Bryan - Residential Property Type



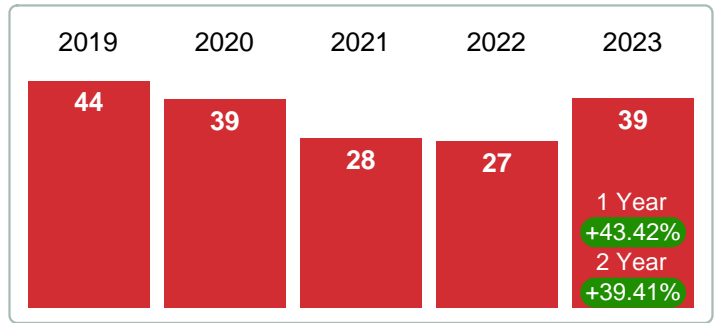
## AVERAGE DAYS ON MARKET TO SALE

Report produced on Jul 13, 2023 for MLS Technology Inc.

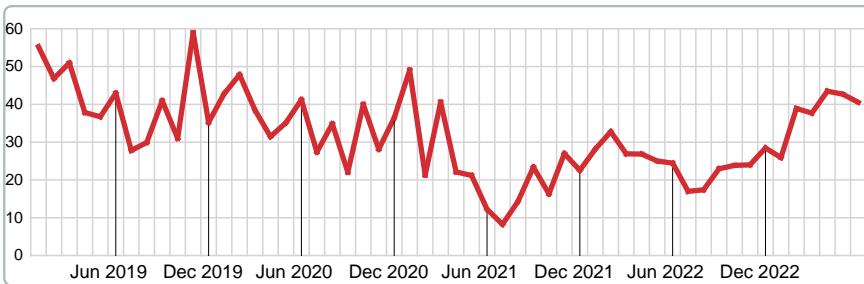
### JUNE



### YEAR TO DATE (YTD)

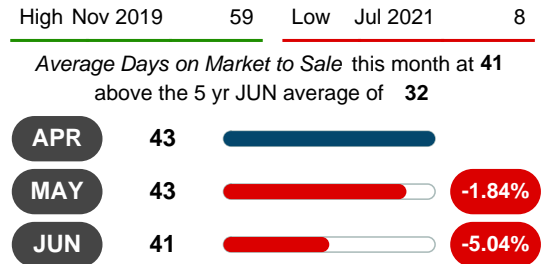


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 32



### 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	8.51%	38	19	57	0	0
\$100,001 - \$150,000	10.64%	15	35	2	2	0
\$150,001 - \$175,000	8.51%	53	0	55	49	0
\$175,001 - \$250,000	23.40%	21	0	15	54	9
\$250,001 - \$325,000	23.40%	52	0	40	73	0
\$325,001 - \$350,000	12.77%	20	0	15	31	0
\$350,001 and up	12.77%	90	0	243	72	9
<b>Average Closed DOM</b>		<b>41</b>	<b>27</b>	<b>36</b>	<b>57</b>	<b>9</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>47</b>	<b>4</b>	<b>27</b>	<b>14</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>11,817,880</b>	<b>379.50K</b>	<b>6.18M</b>	<b>4.17M</b>	<b>1.10M</b>



# June 2023



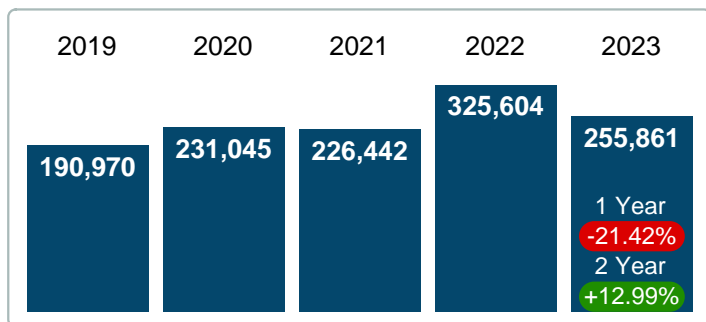
Area Delimited by County Of Bryan - Residential Property Type



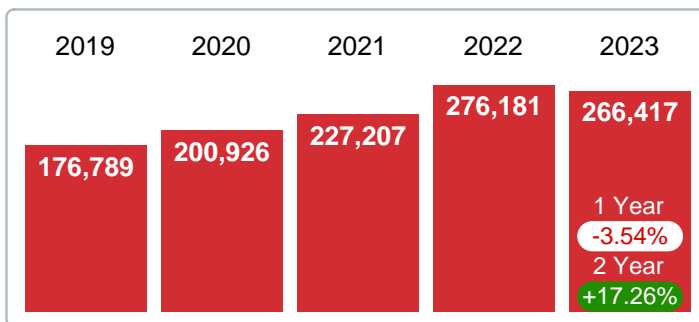
## AVERAGE LIST PRICE AT CLOSING

Report produced on Jul 13, 2023 for MLS Technology Inc.

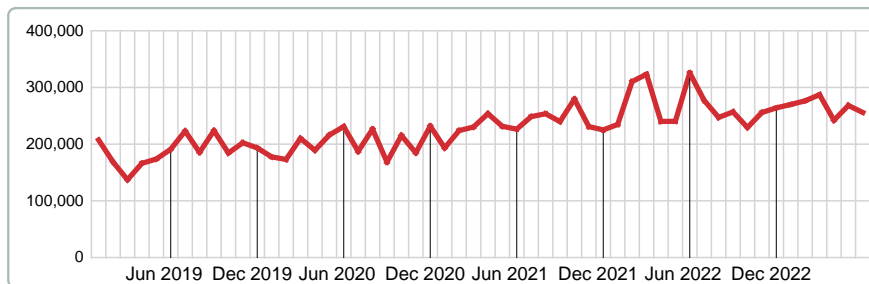
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 245,984

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

Average List Price at Closing this month at **255,861**  
above the 5 yr JUN average of **245,984**

- APR: 242,110
- MAY: 268,205 (+10.78%)
- JUN: 255,861 (-4.60%)

### 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	8.51%	63,500	50,000	102,000	0	0
\$100,001 - \$150,000	6.38%	125,000	152,500	137,500	75,000	0
\$150,001 - \$175,000	8.51%	164,000	0	174,633	167,000	0
\$175,001 - \$250,000	27.66%	204,262	0	206,688	216,000	205,000
\$250,001 - \$325,000	23.40%	287,236	0	280,371	299,250	0
\$325,001 - \$350,000	12.77%	339,093	0	342,140	340,000	0
\$350,001 and up	12.77%	481,817	0	360,000	416,725	850,000
<b>Average List Price</b>		<b>255,861</b>	<b>101,250</b>	<b>235,095</b>	<b>301,279</b>	<b>527,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>255,861</b>	<b>4</b>	<b>27</b>	<b>14</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>12,025,460</b>	<b>405.00K</b>	<b>6.35M</b>	<b>4.22M</b>	<b>1.06M</b>



# June 2023



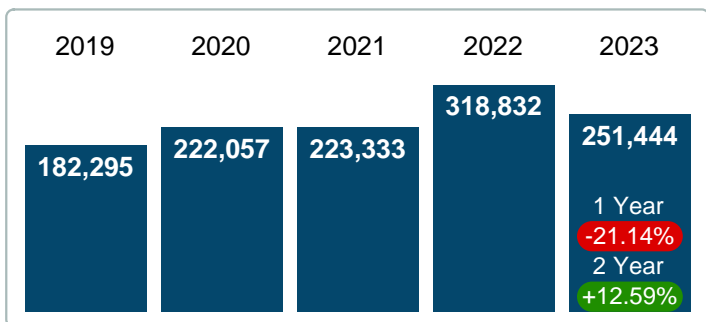
Area Delimited by County Of Bryan - Residential Property Type



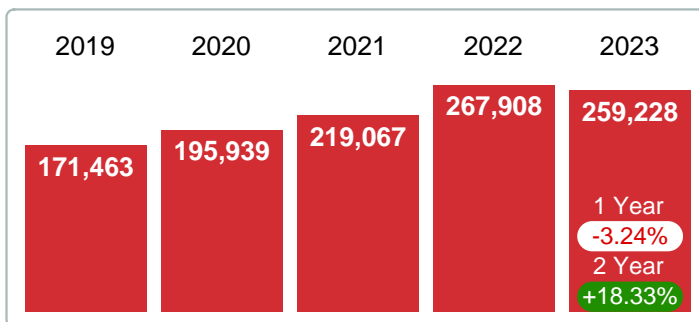
## AVERAGE SOLD PRICE AT CLOSING

Report produced on Jul 13, 2023 for MLS Technology Inc.

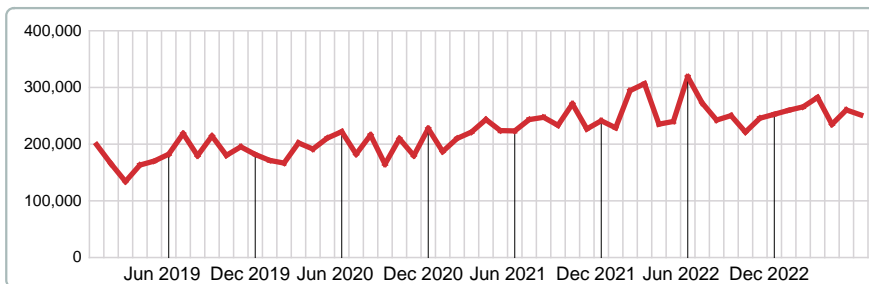
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 239,592

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

Average Sold Price at Closing this month at **251,444**  
above the 5 yr JUN average of **239,592**

- APR: 234,948
- MAY: 260,370 (+10.82%)
- JUN: 251,444 (-3.43%)

### 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	8.51%	68,250	48,000	88,500	0	0
\$100,001 - \$150,000	10.64%	131,700	141,750	132,500	110,000	0
\$150,001 - \$175,000	8.51%	164,500	0	163,667	167,000	0
\$175,001 - \$250,000	23.40%	204,818	0	204,125	212,500	195,000
\$250,001 - \$325,000	23.40%	276,564	0	271,314	285,750	0
\$325,001 - \$350,000	12.77%	337,197	0	337,795	336,000	0
\$350,001 and up	12.77%	485,000	0	360,000	412,500	900,000
<b>Average Sold Price</b>		<b>251,444</b>	<b>94,875</b>	<b>228,755</b>	<b>297,643</b>	<b>547,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>251,444</b>	<b>4</b>	<b>27</b>	<b>14</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>11,817,880</b>	<b>379.50K</b>	<b>6.18M</b>	<b>4.17M</b>	<b>1.10M</b>

# June 2023



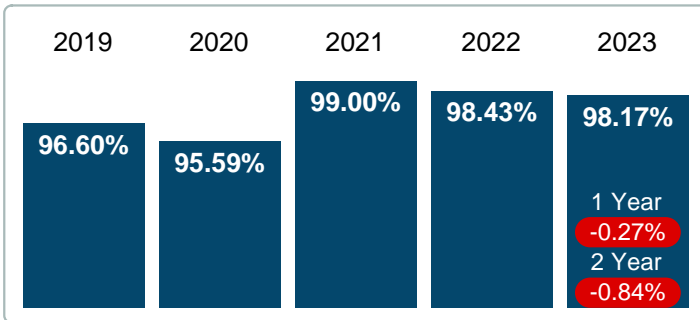
Area Delimited by County Of Bryan - Residential Property Type



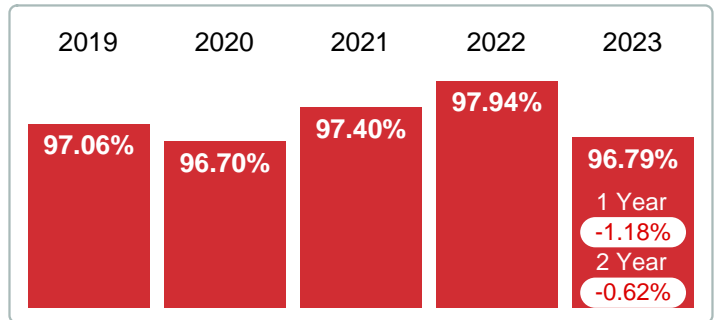
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 13, 2023 for MLS Technology Inc.

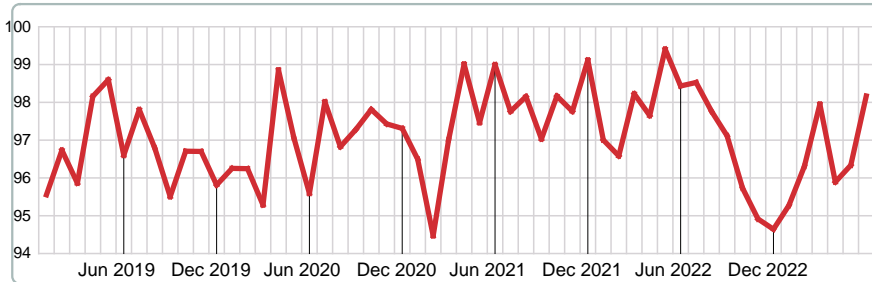
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

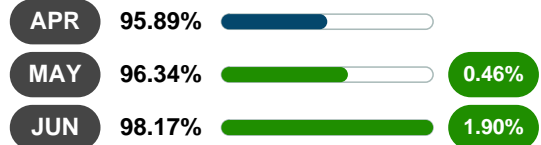


### 3 MONTHS

5 year JUN AVG = 97.56%

High May 2022 99.41% Low Feb 2021 94.47%

Average Sold/List Ratio this month at **98.17%** equal to 5 yr JUN average of **97.56%**



## 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	4	8.51%	91.51%	94.29%	88.73%	0.00%	0.00%
\$100,001 - \$150,000	5	10.64%	105.72%	94.20%	96.77%	146.67%	0.00%
\$150,001 - \$175,000	4	8.51%	95.50%	0.00%	94.01%	100.00%	0.00%
\$175,001 - \$250,000	11	23.40%	98.33%	0.00%	98.77%	98.19%	95.12%
\$250,001 - \$325,000	11	23.40%	96.42%	0.00%	96.97%	95.46%	0.00%
\$325,001 - \$350,000	6	12.77%	98.78%	0.00%	98.76%	98.82%	0.00%
\$350,001 and up	6	12.77%	100.38%	0.00%	100.00%	99.09%	105.88%
<b>Average Sold/List Ratio</b>		<b>98.20%</b>		<b>94.24%</b>	<b>96.93%</b>	<b>101.35%</b>	<b>100.50%</b>
<b>Total Closed Units</b>		<b>47</b>	<b>100%</b>	<b>4</b>	<b>27</b>	<b>14</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>11,817,880</b>		<b>379.50K</b>	<b>6.18M</b>	<b>4.17M</b>	<b>1.10M</b>

# June 2023



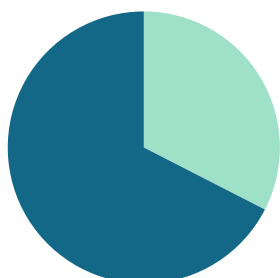
Area Delimited by County Of Bryan - Residential Property Type



## MARKET SUMMARY

Report produced on Jul 13, 2023 for MLS Technology Inc.

### INVENTORY

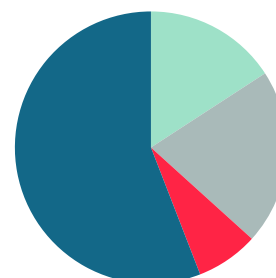


**Inventory**  
 New Listings  
**81 = 32.53%**  
 Start Inventory  
**168**  
 Total Inventory Units  
**249**  
 Volume  
**\$105,856,517**

### Market Activity

Closed Sales  
**47 = 15.82%**  
 Pending Sales  
**62 = 20.88%**  
 Other Off Market  
**22 = 7.41%**  
 Active Inventory  
**166 = 55.89%**

### MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	36	47	30.56%	298	230	-22.82%
Pending Sales	44	62	40.91%	309	280	-9.39%
New Listings	72	81	12.50%	398	416	4.52%
Average List Price	325,604	255,861	-21.42%	276,181	266,417	-3.54%
Average Sale Price	318,832	251,444	-21.14%	267,908	259,228	-3.24%
Average Percent of Selling Price to List Price	98.43%	98.17%	-0.27%	97.94%	96.79%	-1.18%
Average Days on Market to Sale	24.44	40.53	65.81%	27.27	39.11	43.42%
Monthly Inventory	106	166	56.60%	106	166	56.60%
Months Supply of Inventory	2.03	3.79	86.38%	2.03	3.79	86.38%

**Absorption:** Last 12 months, an Average of **44** Sales/Month

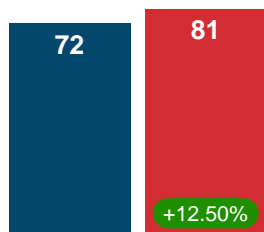
**Inventory** on June 30, 2023 = **166**

**2022** **2023**

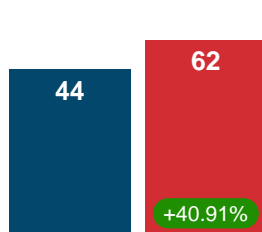
### JUNE MARKET

### AVERAGE PRICES

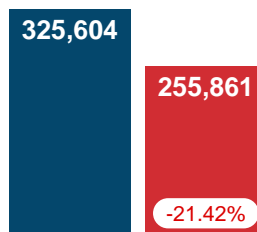
#### New Listings



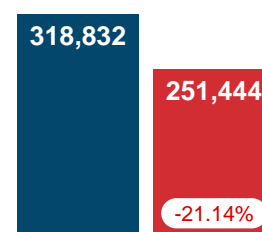
#### Pending Listings



#### List Price



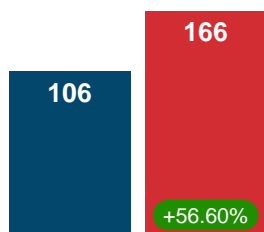
#### Sale Price



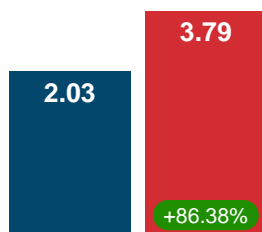
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

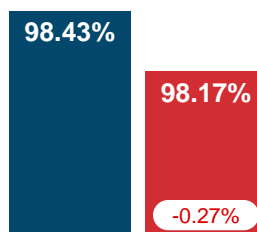
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

