

June 2023



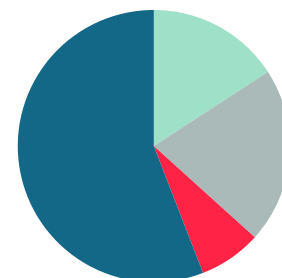
Area Delimited by County Of Bryan - Residential Property Type



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%
Median List Price	261,950	245,000	-6.47%
Median Sale Price	250,625	243,000	-3.04%
Median Percent of Selling Price to List Price	99.36%	98.98%	-0.38%
Median Days on Market to Sale	7.50	22.00	193.33%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **3.04%** in June 2023 to \$243,000 versus the previous year at \$250,625.

Median Days on Market Lengthens

The median number of **22.00** days that homes spent on the market before selling increased by 14.50 days or **193.33%** in June 2023 compared to last year's same month at **7.50** DOM.

Sales Success for June 2023 is Positive

Overall, with Median 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.

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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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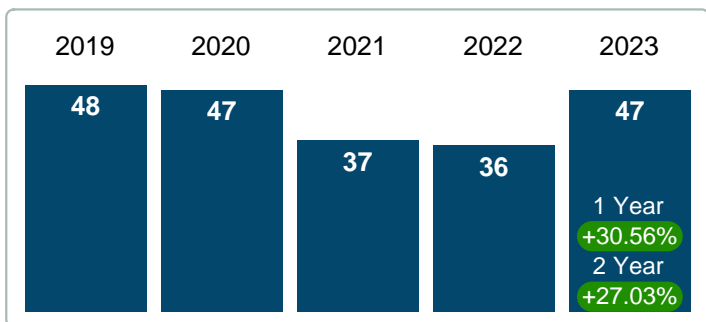
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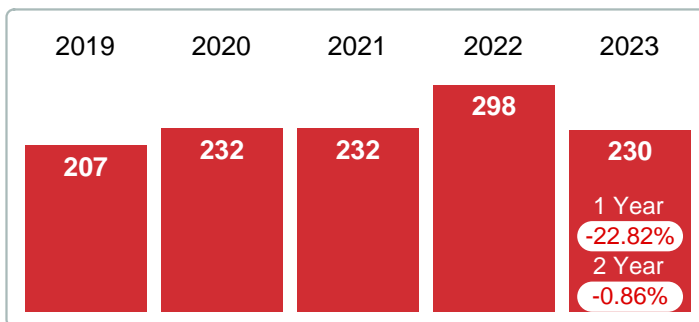
CLOSED LISTINGS

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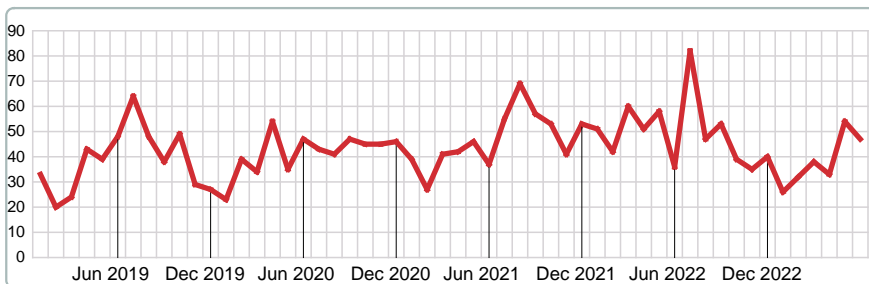
JUNE



YEAR TO DATE (YTD)

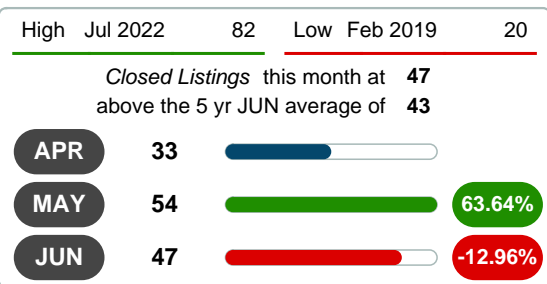


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 43



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	4	8.51%	39.5	2	2	0	0
\$100,001 - \$150,000	5	10.64%	3.0	2	2	1	0
\$150,001 - \$175,000	4	8.51%	50.5	0	3	1	0
\$175,001 - \$250,000	11	23.40%	8.0	0	8	2	1
\$250,001 - \$325,000	11	23.40%	49.0	0	7	4	0
\$325,001 - \$350,000	6	12.77%	21.5	0	4	2	0
\$350,001 and up	6	12.77%	54.0	0	1	4	1
Total Closed Units	47			4	27	14	2
Total Closed Volume	11,817,880	100%	22.0	379.50K	6.18M	4.17M	1.10M
Median Closed Price	\$243,000			\$99,250	\$220,000	\$301,500	\$547,500

June 2023



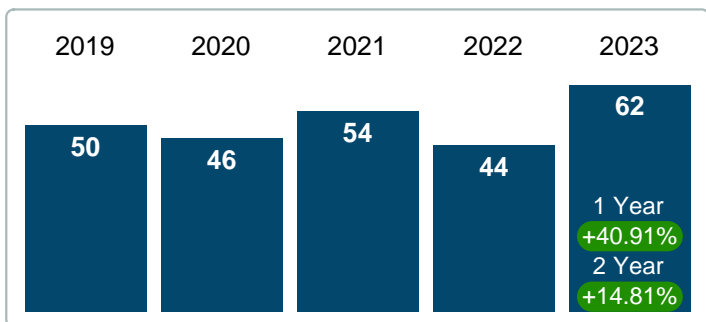
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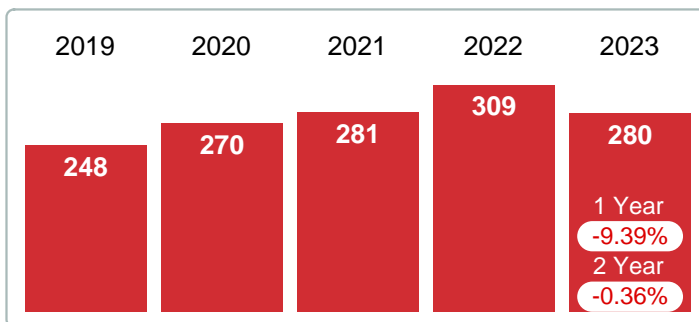
PENDING LISTINGS

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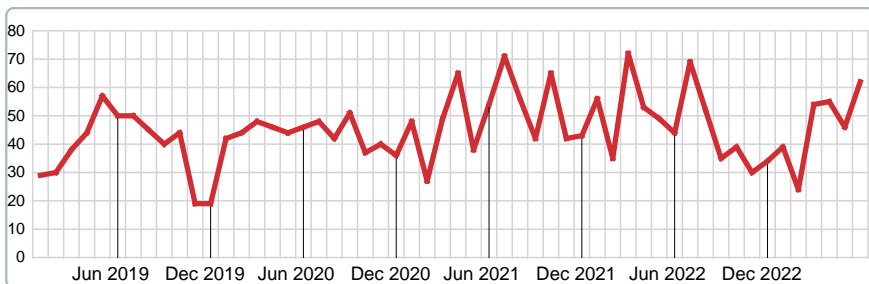
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 51

High Mar 2022 72 Low Dec 2019 19

Pending Listings this month at **62**
above the 5 yr JUN average of **51**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	4	6.45%	34.5	3	1	0	0
\$100,001 - \$150,000	7	11.29%	22.0	1	4	1	1
\$150,001 - \$225,000	13	20.97%	8.0	2	9	2	0
\$225,001 - \$275,000	14	22.58%	24.5	1	11	2	0
\$275,001 - \$325,000	8	12.90%	12.5	0	7	1	0
\$325,001 - \$375,000	8	12.90%	22.0	0	5	2	1
\$375,001 and up	8	12.90%	61.5	0	1	4	3
Total Pending Units	62			7	38	12	5
Total Pending Volume	17,550,580	100%	24.5	960.40K	9.30M	4.88M	2.41M
Median Listing Price	\$255,000			\$145,500	\$254,950	\$316,450	\$535,000

June 2023



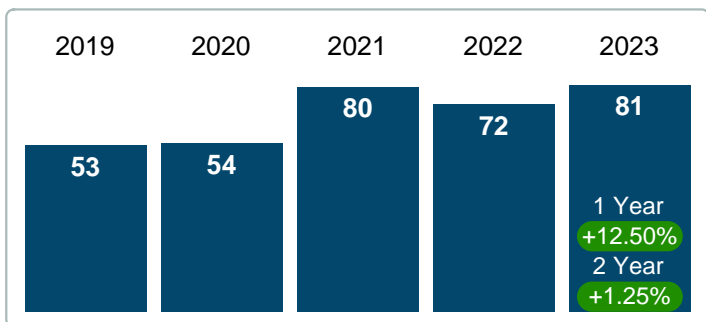
Area Delimited by County Of Bryan - Residential Property Type



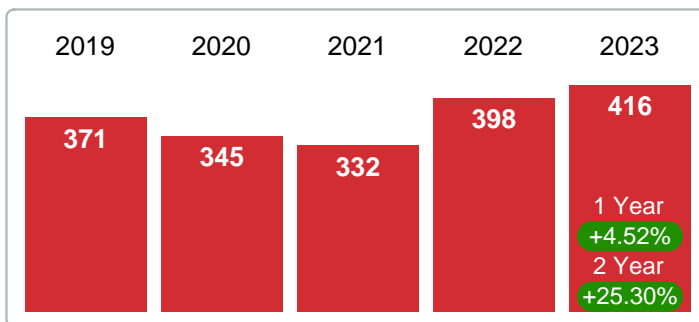
NEW LISTINGS

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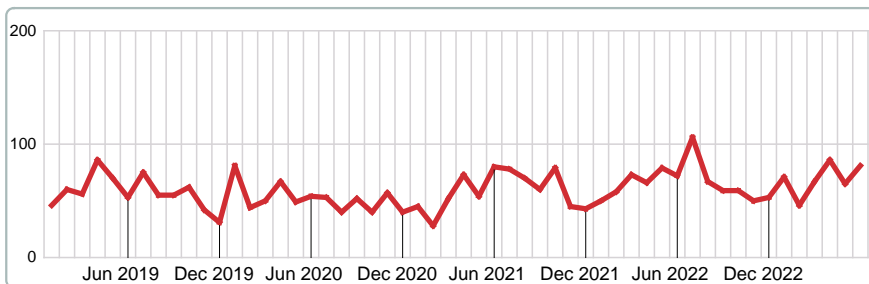
JUNE



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
Total New Listed Units	81		9	53	12	7
Total New Listed Volume	27,485,969	100%	1.12M	16.24M	5.08M	5.04M
Median New Listed Listing Price	\$278,000		\$124,900	\$265,000	\$371,000	\$485,000

June 2023



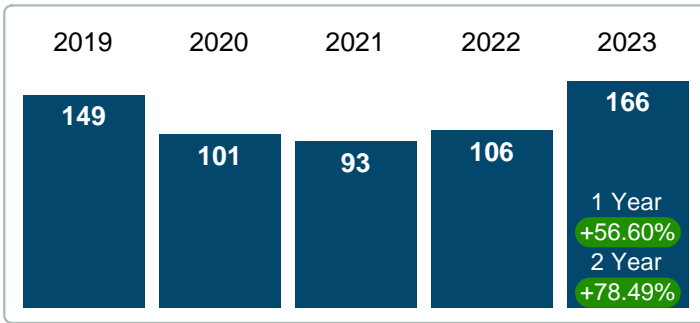
Area Delimited by County Of Bryan - Residential Property Type



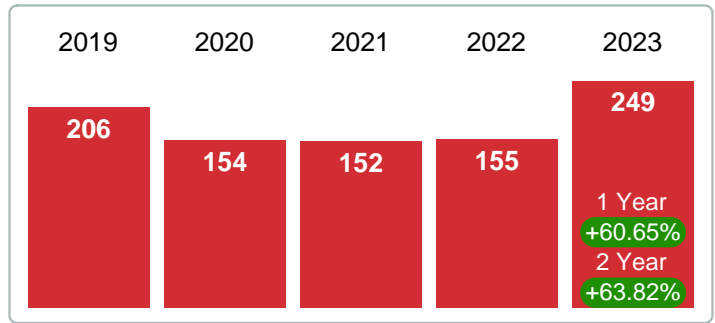
ACTIVE INVENTORY

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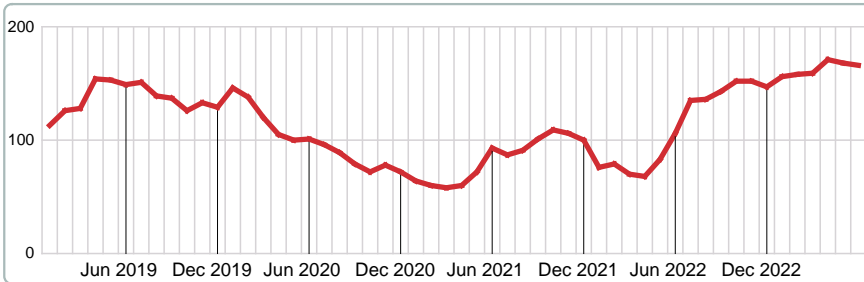
END OF JUNE



ACTIVE DURING JUNE

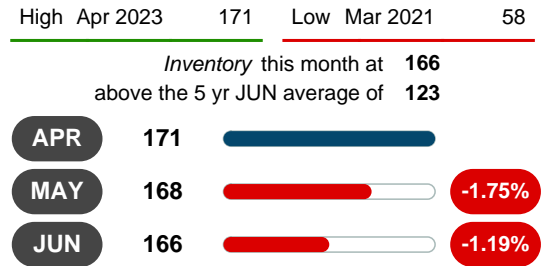


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 123



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	11	6.63%	23.0	5	5	1	0
\$125,001 - \$200,000	25	15.06%	45.0	8	12	4	1
\$200,001 - \$275,000	22	13.25%	40.5	1	17	4	0
\$275,001 - \$375,000	37	22.29%	46.0	1	18	15	3
\$375,001 - \$525,000	30	18.07%	37.0	2	17	9	2
\$525,001 - \$925,000	24	14.46%	61.5	2	10	8	4
\$925,001 and up	17	10.24%	66.0	2	6	7	2
Total Active Inventory by Units			166	21	85	48	12
Total Active Inventory by Volume			83,070,737	6.51M	41.02M	26.39M	9.14M
Median Active Inventory Listing Price			\$341,000	\$150,000	\$325,000	\$369,450	\$517,500

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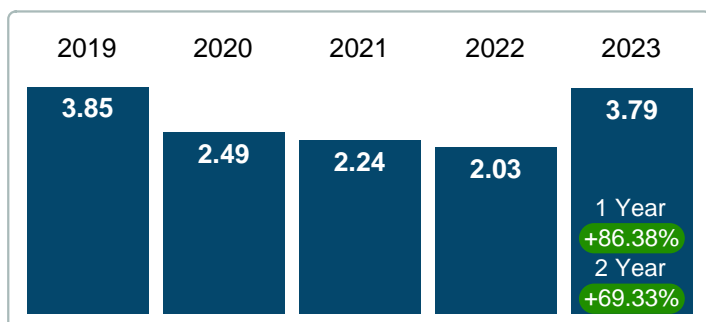
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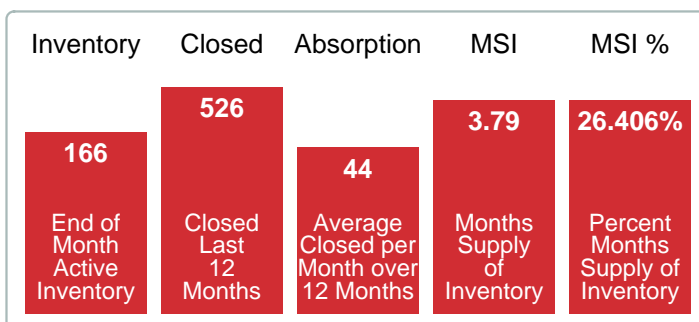
MONTHS SUPPLY of INVENTORY (MSI)

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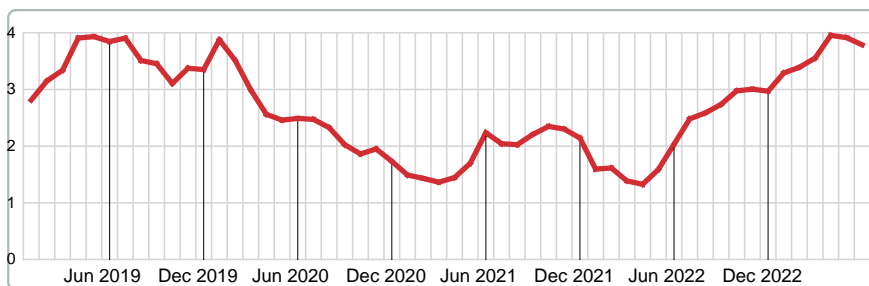
MSI FOR JUNE



INDICATORS FOR JUNE 2023

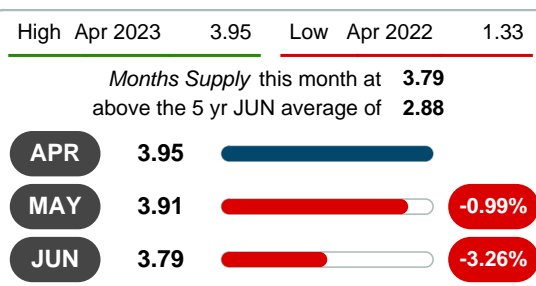


5 YEAR MARKET ACTIVITY TRENDS



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	4.13	3.28	4.11	10.29
Total Active Inventory by Units		100%	3.79	21	85	48	12

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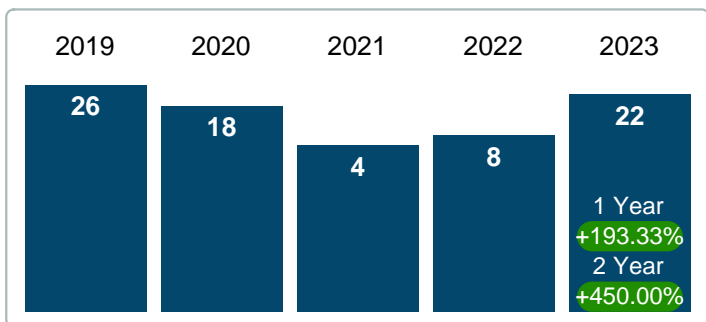
Area Delimited by County Of Bryan - Residential Property Type



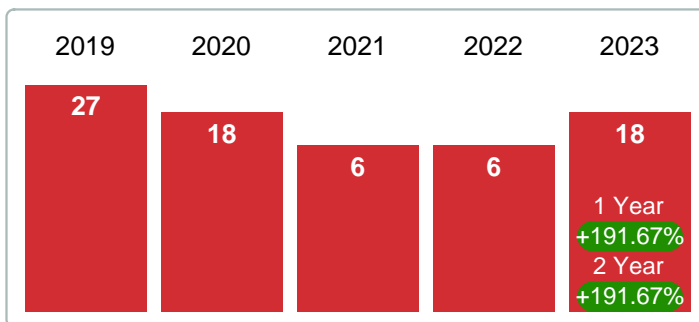
MEDIAN DAYS ON MARKET TO SALE

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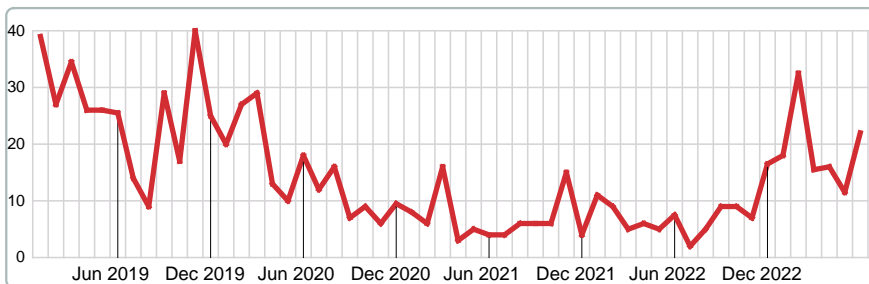
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 15

High Nov 2019 40 Low Jul 2022 2

Median Days on Market to Sale this month at 22 above the 5 yr JUN average of 15



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	8.51%	40	19	57	0	0
\$100,001 - \$150,000	10.64%	3	35	2	2	0
\$150,001 - \$175,000	8.51%	51	0	52	49	0
\$175,001 - \$250,000	23.40%	8	0	7	54	9
\$250,001 - \$325,000	23.40%	49	0	24	84	0
\$325,001 - \$350,000	12.77%	22	0	17	31	0
\$350,001 and up	12.77%	54	0	243	54	9
Median Closed DOM		22	21	14	42	9
Total Closed Units	100%	22.0	4	27	14	2
Total Closed Volume		11,817,880	379.50K	6.18M	4.17M	1.10M

June 2023



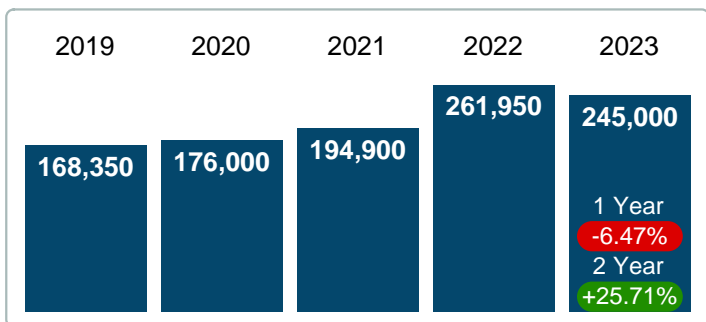
Area Delimited by County Of Bryan - Residential Property Type



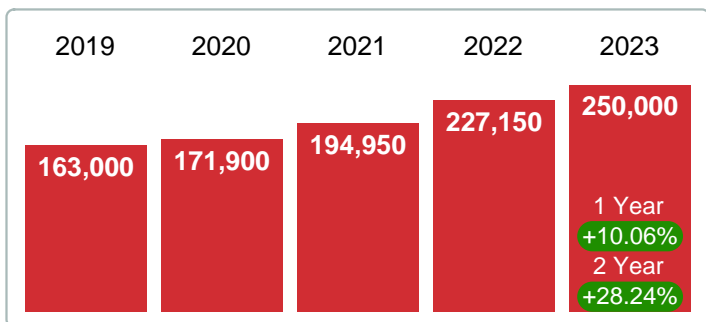
MEDIAN LIST PRICE AT CLOSING

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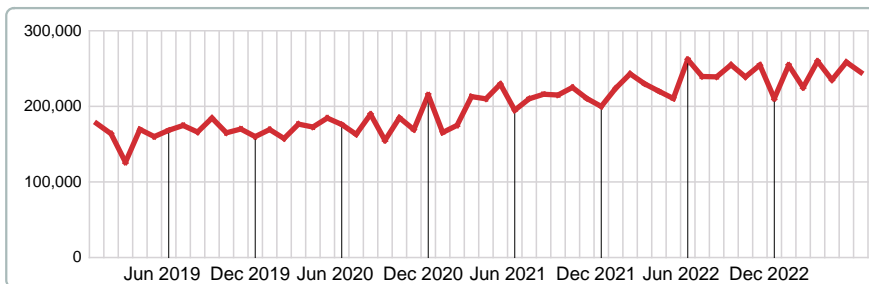
JUNE



YEAR TO DATE (YTD)

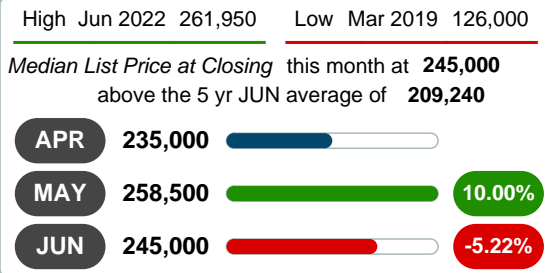


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 209,240



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	4	8.51%	70,000	50,000	79,000	75,000	0
\$100,001 - \$150,000	3	6.38%	125,000	130,000	122,500	0	0
\$150,001 - \$175,000	4	8.51%	163,000	175,000	157,000	167,000	0
\$175,001 - \$250,000	13	27.66%	199,500	0	197,750	216,000	205,000
\$250,001 - \$325,000	11	23.40%	299,000	0	279,900	299,500	0
\$325,001 - \$350,000	6	12.77%	339,500	0	336,680	340,000	0
\$350,001 and up	6	12.77%	421,000	0	359,500	443,000	850,000
Median List Price			245,000	97,500	225,000	301,500	527,500
Total Closed Units		100%	245,000	4	27	14	2
Total Closed Volume			12,025,460	405.00K	6.35M	4.22M	1.06M

June 2023



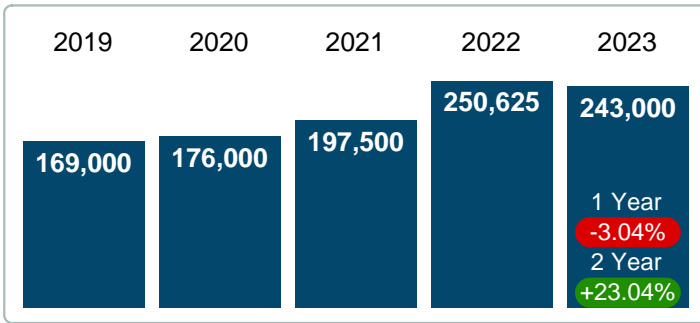
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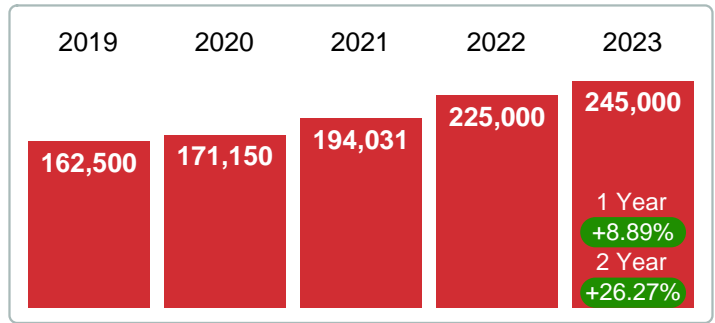
MEDIAN SOLD PRICE AT CLOSING

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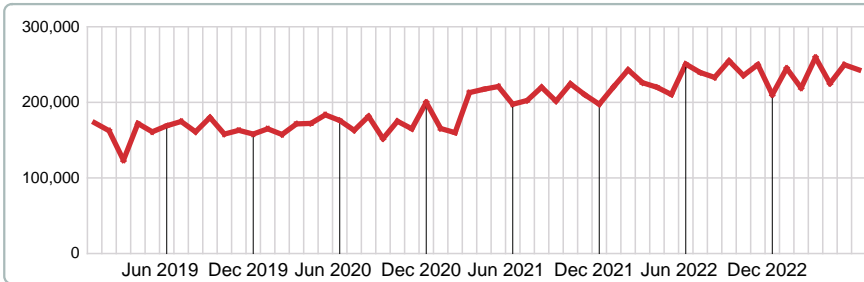
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

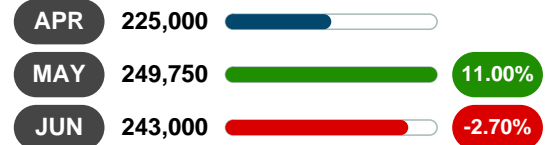


3 MONTHS

5 year JUN AVG = 207,225

High Mar 2023 259,325 Low Mar 2019 123,500

Median Sold Price at Closing this month at **243,000**
 above the 5 yr JUN average of **207,225**



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	8.51%	71,000	48,000	88,500	0	0
\$100,001 - \$150,000	10.64%	133,500	141,750	132,500	110,000	0
\$150,001 - \$175,000	8.51%	166,000	0	165,000	167,000	0
\$175,001 - \$250,000	23.40%	195,000	0	197,500	212,500	195,000
\$250,001 - \$325,000	23.40%	269,900	0	260,000	287,500	0
\$325,001 - \$350,000	12.77%	337,840	0	337,840	336,000	0
\$350,001 and up	12.77%	411,500	0	360,000	411,500	900,000
Median Sold Price		243,000	99,250	220,000	301,500	547,500
Total Closed Units		47	4	27	14	2
Total Closed Volume		11,817,880	379.50K	6.18M	4.17M	1.10M

June 2023



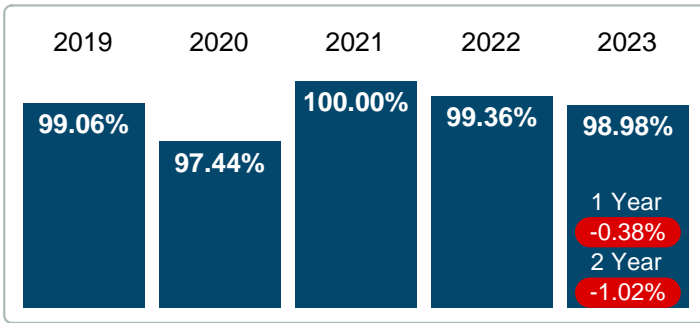
Area Delimited by County Of Bryan - Residential Property Type



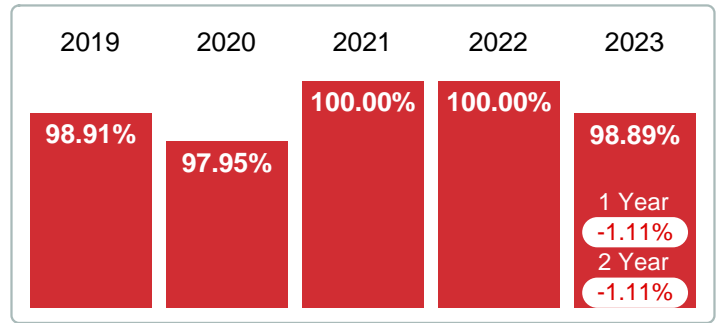
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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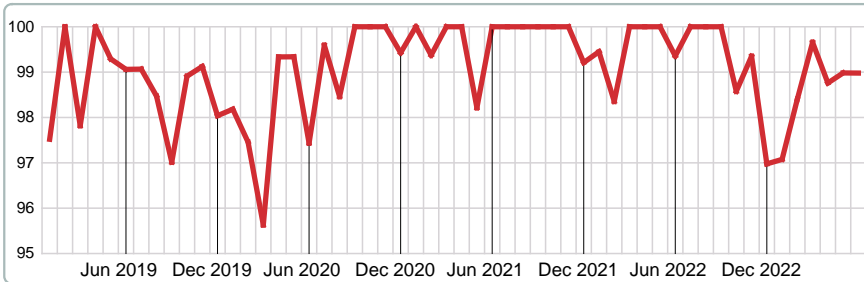
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

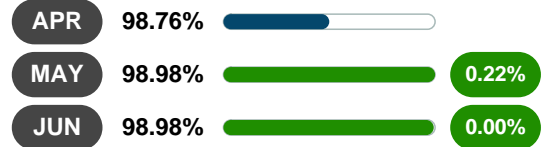


3 MONTHS

5 year JUN AVG = 98.97%

High Sep 2022 100.00% Low Mar 2020 95.63%

Median Sold/List Ratio this month at **98.98%**
equal to 5 yr JUN average of **98.97%**



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	<div style="width: 8.51%;"></div> 4	8.51%	93.02%	94.29%	88.73%	0.00%	0.00%
\$100,001 \$150,000	<div style="width: 10.64%;"></div> 5	10.64%	100.00%	94.20%	96.77%	146.67%	0.00%
\$150,001 \$175,000	<div style="width: 8.51%;"></div> 4	8.51%	96.39%	0.00%	92.78%	100.00%	0.00%
\$175,001 \$250,000	<div style="width: 23.40%;"></div> 11	23.40%	99.18%	0.00%	99.35%	98.19%	95.12%
\$250,001 \$325,000	<div style="width: 23.40%;"></div> 11	23.40%	98.66%	0.00%	98.66%	96.61%	0.00%
\$325,001 \$350,000	<div style="width: 12.77%;"></div> 6	12.77%	99.27%	0.00%	99.27%	98.82%	0.00%
\$350,001 and up	<div style="width: 12.77%;"></div> 6	12.77%	99.49%	0.00%	100.00%	98.93%	105.88%
Median Sold/List Ratio		98.98%		94.29%	98.66%	99.49%	100.50%
Total Closed Units		47	100%	4	27	14	2
Total Closed Volume		11,817,880		379.50K	6.18M	4.17M	1.10M

June 2023



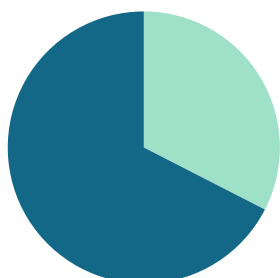
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

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

INVENTORY

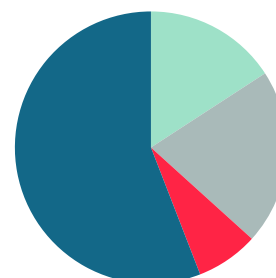


Inventory
 New Listings
81 = 32.53%
 Start Inventory
168
 Total Inventory Units
249
 Volume
\$105,856,517

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%
Median List Price	261,950	245,000	-6.47%	227,150	250,000	10.06%
Median Sale Price	250,625	243,000	-3.04%	225,000	245,000	8.89%
Median Percent of Selling Price to List Price	99.36%	98.98%	-0.38%	100.00%	98.89%	-1.11%
Median Days on Market to Sale	7.50	22.00	193.33%	6.00	17.50	191.67%
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

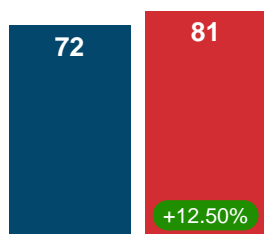
Inventory on June 30, 2023 = **166**

2022 **2023**

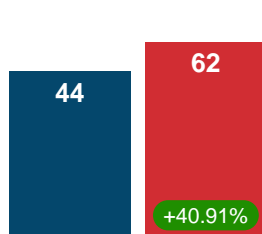
JUNE MARKET

MEDIAN PRICES

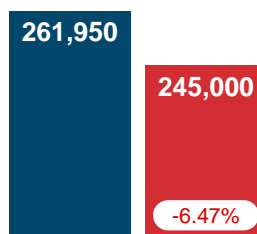
New Listings



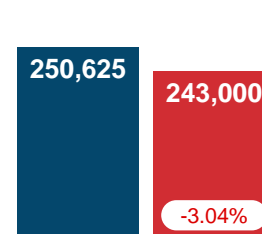
Pending Listings



List Price



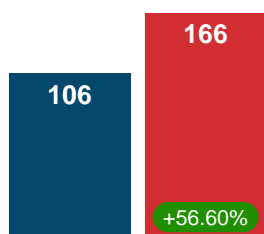
Sale Price



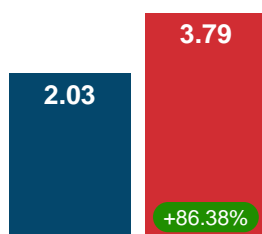
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

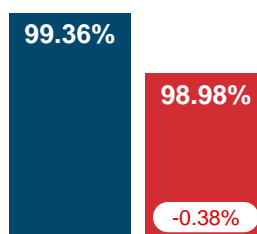
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

