

# March 2023



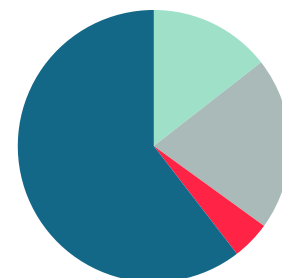
Area Delimited by County Of Bryan - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	March 2023	+/-%
Closed Listings	60	38	-36.67%
Pending Listings	72	54	-25.00%
New Listings	73	67	-8.22%
Median List Price	229,900	259,700	12.96%
Median Sale Price	226,000	259,325	14.75%
Median Percent of Selling Price to List Price	100.00%	99.66%	-0.34%
Median Days on Market to Sale	5.00	15.50	210.00%
End of Month Inventory	70	159	127.14%
Months Supply of Inventory	1.39	3.55	156.33%



■ Closed (14.45%)  
■ Pending (20.53%)  
■ Other OffMarket (4.56%)  
■ Active (60.46%)

**Absorption:** Last 12 months, an Average of **45** Sales/Month  
**Active Inventory** as of March 31, 2023 = **159**

### Analysis Wrap-Up

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

The total housing inventory at the end of March 2023 rose **127.14%** to 159 existing homes available for sale. Over the last 12 months this area has had an average of 45 closed sales per month. This represents an unsold inventory index of **3.55** 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 **14.75%** in March 2023 to \$259,325 versus the previous year at \$226,000.

#### Median Days on Market Lengthens

The median number of **15.50** days that homes spent on the market before selling increased by 10.50 days or **210.00%** in March 2023 compared to last year's same month at **5.00** DOM.

#### Sales Success for March 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 67 New Listings in March 2023, down **8.22%** from last year at 73. Furthermore, there were 38 Closed Listings this month versus last year at 60, a **-36.67%** decrease.

Closed versus Listed trends yielded a **56.7%** ratio, down from previous year's, March 2022, at **82.2%**, a **31.00%** downswing. This will certainly create pressure on an increasing Monthly 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

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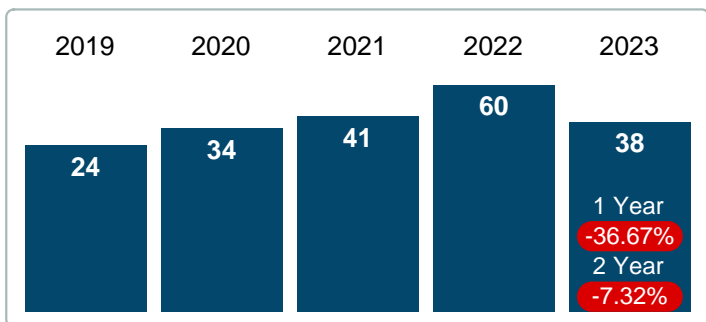
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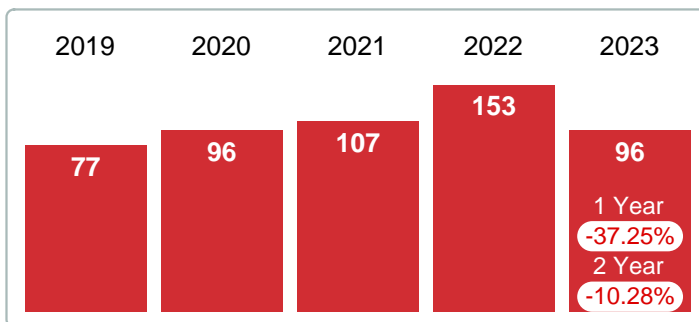
## CLOSED LISTINGS

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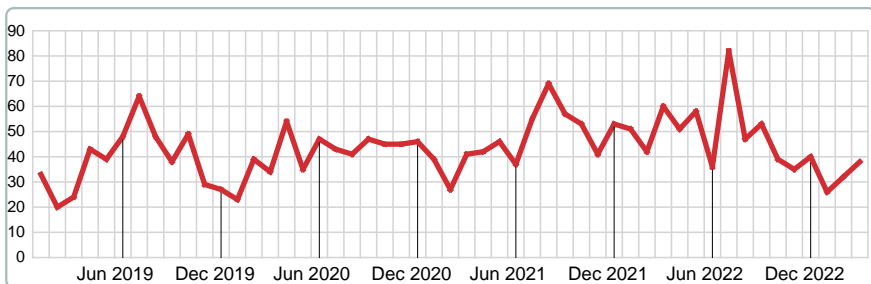
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 39

High Jul 2022 82 Low Feb 2019 20

Closed Listings this month at **38**  
below the 5 yr MAR average of **39**

Month	Closed Listings	% Change
JAN	26	
FEB	32	23.08%
MAR	38	18.75%

### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	2	5.26%	19.5	1	1	0	0
\$125,001 - \$175,000	6	15.79%	19.5	1	5	0	0
\$175,001 - \$225,000	3	7.89%	80.0	0	3	0	0
\$225,001 - \$275,000	12	31.58%	23.5	1	9	2	0
\$275,001 - \$300,000	4	10.53%	74.5	0	3	1	0
\$300,001 - \$400,000	8	21.05%	6.0	1	3	3	1
\$400,001 and up	3	7.89%	5.0	0	2	0	1
<b>Total Closed Units</b>	<b>38</b>			<b>4</b>	<b>26</b>	<b>6</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>10,734,230</b>	<b>100%</b>	<b>15.5</b>	<b>894.50K</b>	<b>7.04M</b>	<b>1.82M</b>	<b>979.00K</b>
<b>Median Closed Price</b>	<b>\$259,325</b>			<b>\$187,500</b>	<b>\$249,950</b>	<b>\$298,000</b>	<b>\$489,500</b>

# March 2023



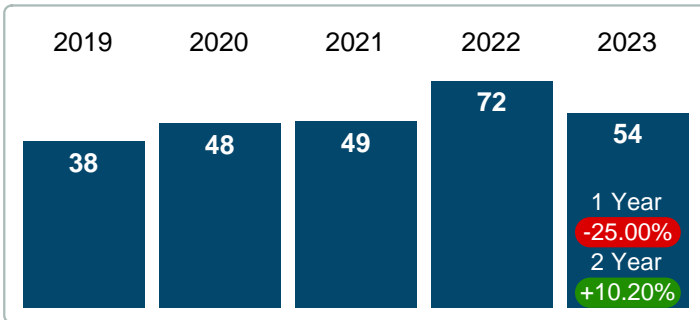
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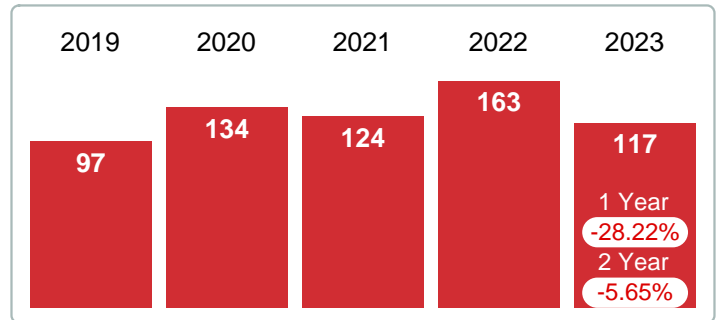
## PENDING LISTINGS

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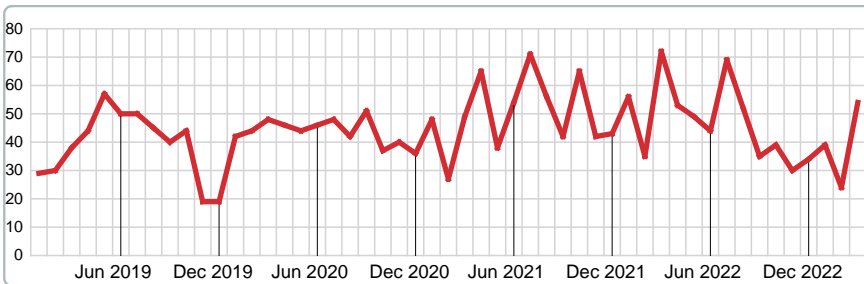
### MARCH



### YEAR TO DATE (YTD)

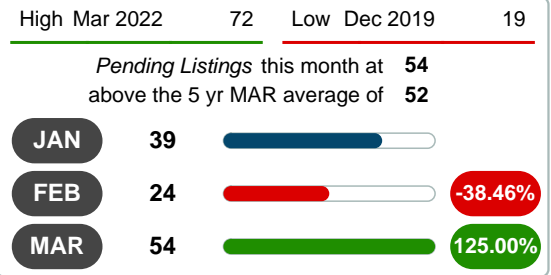


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 52



### 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	3	5.56%	12.0	1	2	0	0
\$100,001 - \$175,000	10	18.52%	20.0	5	4	1	0
\$175,001 - \$175,000	0	0.00%	20.0	0	0	0	0
\$175,001 - \$250,000	17	31.48%	45.0	2	15	0	0
\$250,001 - \$300,000	10	18.52%	16.0	0	8	2	0
\$300,001 - \$375,000	5	9.26%	17.0	0	4	1	0
\$375,001 and up	9	16.67%	1.0	1	2	5	1
<b>Total Pending Units</b>	<b>54</b>			<b>9</b>	<b>35</b>	<b>9</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>13,763,074</b>	<b>100%</b>	<b>18.0</b>	<b>1.87M</b>	<b>8.22M</b>	<b>3.08M</b>	<b>590.00K</b>
<b>Median Listing Price</b>	<b>\$244,900</b>			<b>\$130,000</b>	<b>\$242,000</b>	<b>\$383,000</b>	<b>\$590,000</b>

# March 2023



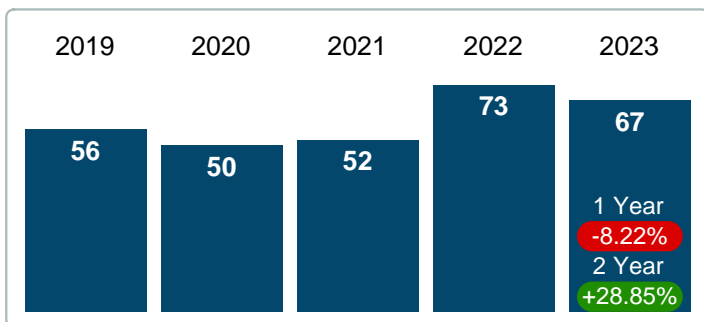
Area Delimited by County Of Bryan - Residential Property Type



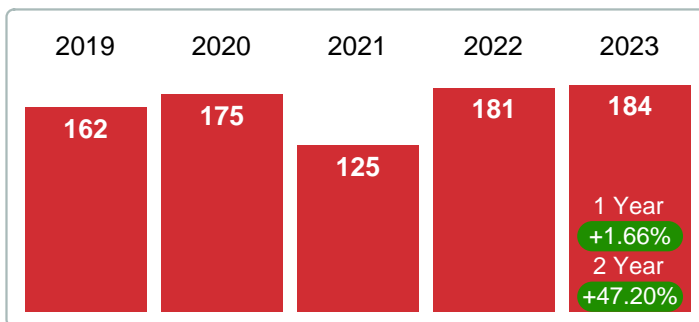
## NEW LISTINGS

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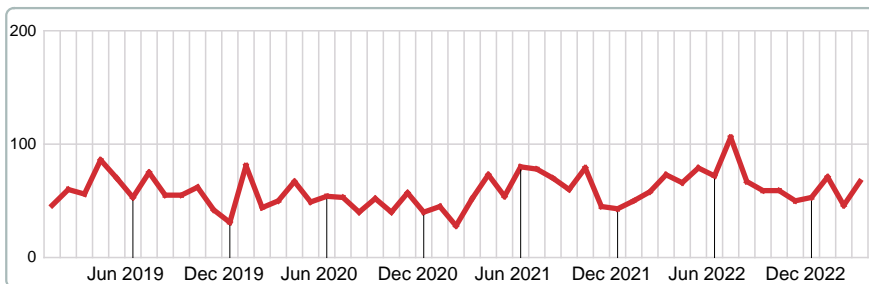
### MARCH



### YEAR TO DATE (YTD)

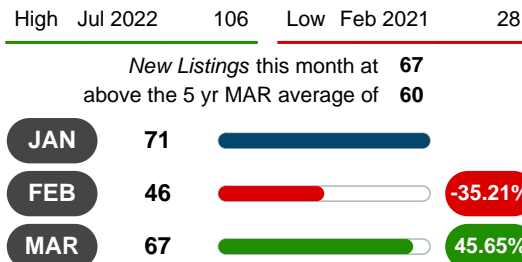


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 60



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	6	8.96%	5	1	0	0
\$125,001 - \$175,000	7	10.45%	2	2	3	0
\$175,001 - \$225,000	9	13.43%	2	5	1	1
\$225,001 - \$325,000	19	28.36%	1	9	7	2
\$325,001 - \$400,000	11	16.42%	0	6	5	0
\$400,001 - \$525,000	8	11.94%	0	4	3	1
\$525,001 and up	7	10.45%	1	1	3	2
<b>Total New Listed Units</b>	<b>67</b>		<b>11</b>	<b>28</b>	<b>22</b>	<b>6</b>
<b>Total New Listed Volume</b>	<b>21,140,400</b>	<b>100%</b>	<b>2.15M</b>	<b>8.60M</b>	<b>7.78M</b>	<b>2.62M</b>
<b>Median New Listed Listing Price</b>	<b>\$279,500</b>		<b>\$130,000</b>	<b>\$278,500</b>	<b>\$320,000</b>	<b>\$407,000</b>

# March 2023



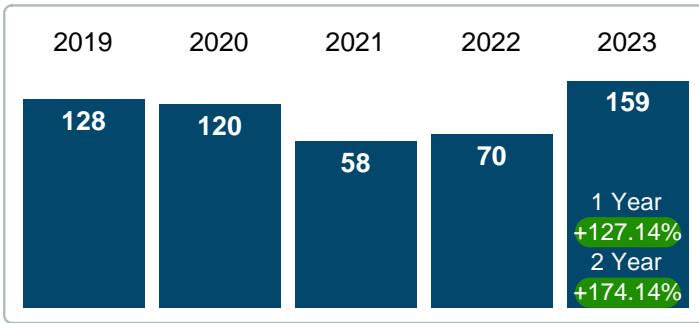
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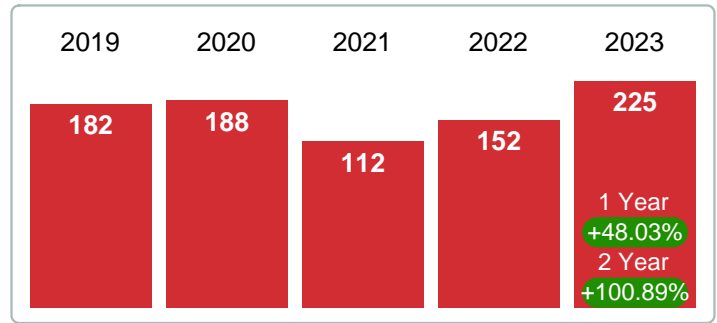
## ACTIVE INVENTORY

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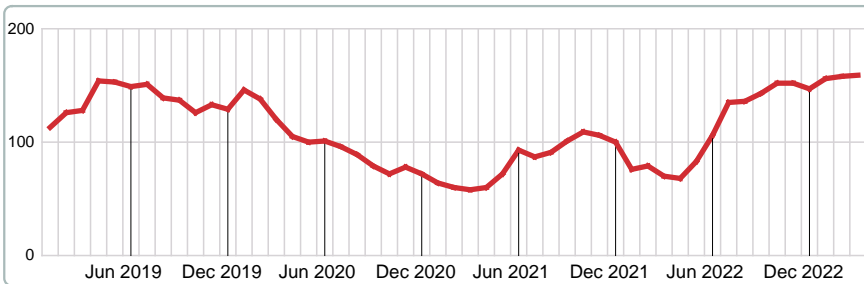
### END OF MARCH



### ACTIVE DURING MARCH



### 5 YEAR MARKET ACTIVITY TRENDS

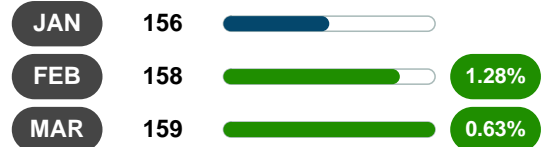


### 3 MONTHS

5 year MAR AVG = 107

High Mar 2023 159 Low Mar 2021 58

Inventory this month at 159  
above the 5 yr MAR average of 107



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	12	7.55%	102.0	6	6	0	0
\$100,001 - \$150,000	20	12.58%	74.0	7	9	3	1
\$150,001 - \$225,000	27	16.98%	43.0	3	13	10	1
\$225,001 - \$300,000	32	20.13%	80.5	1	15	15	1
\$300,001 - \$425,000	29	18.24%	51.0	0	18	10	1
\$425,001 - \$750,000	23	14.47%	35.0	1	11	8	3
\$750,001 and up	16	10.06%	93.5	1	6	8	1
<b>Total Active Inventory by Units</b>	<b>159</b>			<b>19</b>	<b>78</b>	<b>54</b>	<b>8</b>
<b>Total Active Inventory by Volume</b>	<b>65,458,053</b>	<b>100%</b>	<b>67.0</b>	<b>3.65M</b>	<b>33.40M</b>	<b>25.10M</b>	<b>3.31M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$275,000</b>			<b>\$134,500</b>	<b>\$261,500</b>	<b>\$299,950</b>	<b>\$407,000</b>

# March 2023



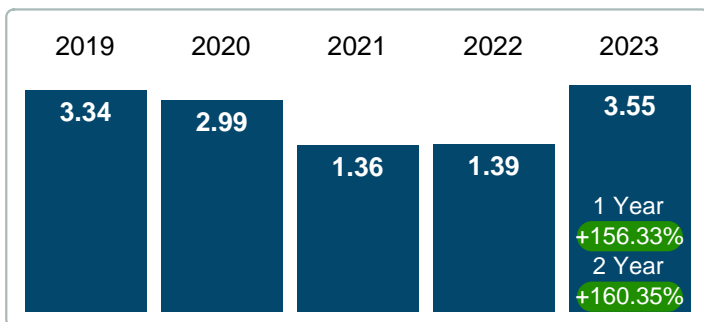
Area Delimited by County Of Bryan - Residential Property Type



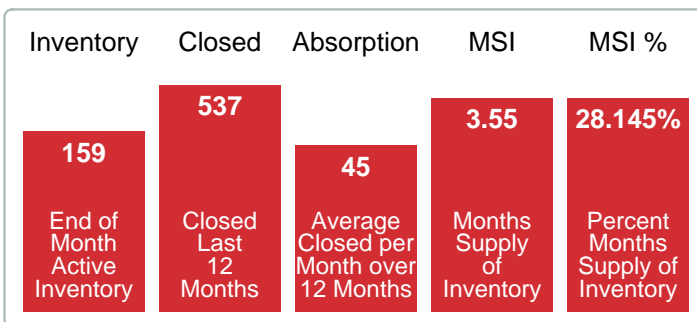
## MONTHS SUPPLY of INVENTORY (MSI)

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

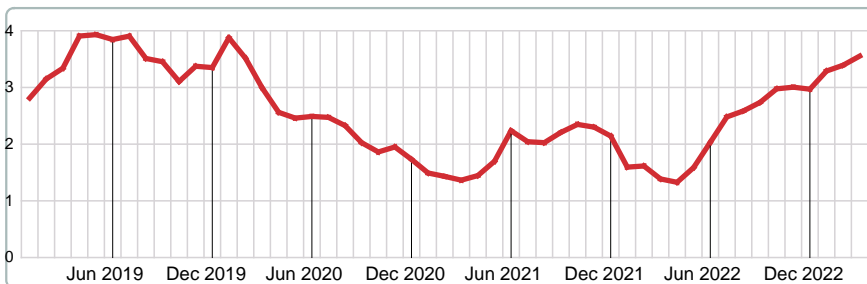
### MSI FOR MARCH



### INDICATORS FOR MARCH 2023



### 5 YEAR MARKET ACTIVITY TRENDS

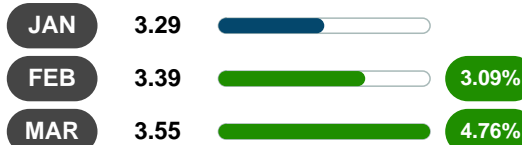


### 3 MONTHS

5 year MAR AVG = 2.53

High May 2019 3.93 Low Apr 2022 1.33

Months Supply this month at **3.55**  
above the 5 yr MAR average of **2.53**



### 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	12	7.55%	3.79	4.00	4.00	0.00	0.00
\$100,001 - \$150,000	20	12.58%	4.00	4.20	3.38	5.14	12.00
\$150,001 - \$225,000	27	16.98%	2.36	3.27	1.41	8.00	0.00
\$225,001 - \$300,000	32	20.13%	2.11	4.00	1.59	2.73	0.00
\$300,001 - \$425,000	29	18.24%	4.30	0.00	5.02	3.64	6.00
\$425,001 - \$750,000	23	14.47%	9.20	12.00	16.50	7.38	4.50
\$750,001 and up	16	10.06%	21.33	0.00	18.00	24.00	12.00
Market Supply of Inventory (MSI)			3.55	4.07	2.84	4.66	7.38
Total Active Inventory by Units		100%	3.55	19	78	54	8

# March 2023



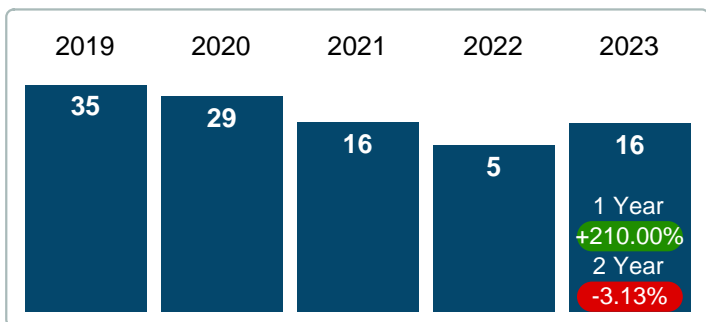
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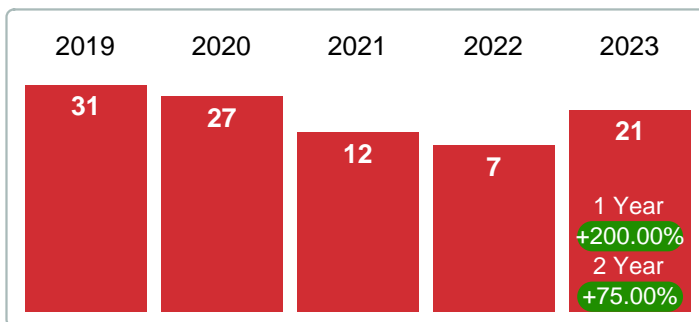
## MEDIAN DAYS ON MARKET TO SALE

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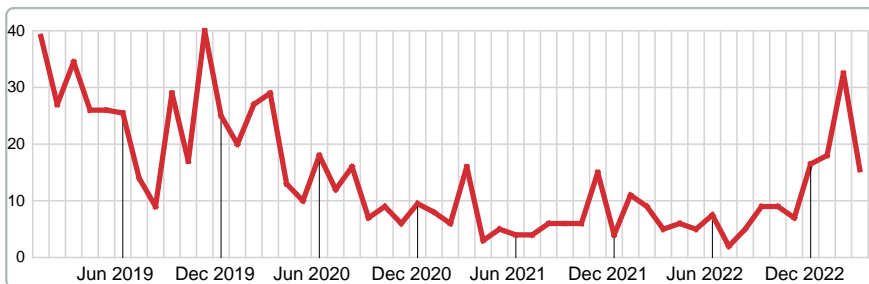
### MARCH



### YEAR TO DATE (YTD)

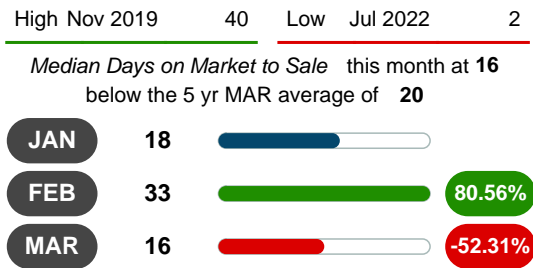


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 20



### 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
\$125,000 and less	5.26%	20	33	6	0	0
\$125,001 - \$175,000	15.79%	20	2	36	0	0
\$175,001 - \$225,000	7.89%	80	0	80	0	0
\$225,001 - \$275,000	31.58%	24	1	36	2	0
\$275,001 - \$300,000	10.53%	75	0	107	11	0
\$300,001 - \$400,000	21.05%	6	4	7	5	28
\$400,001 and up	7.89%	5	0	15	0	1
Median Closed DOM		16	3	36	4	15
Total Closed Units	100%	38	4	26	6	2
Total Closed Volume		10,734,230	894.50K	7.04M	1.82M	979.00K



# March 2023



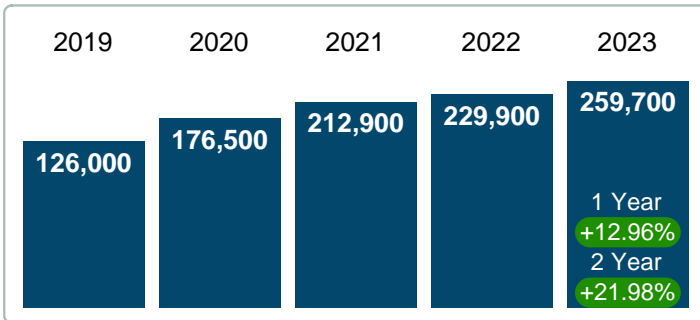
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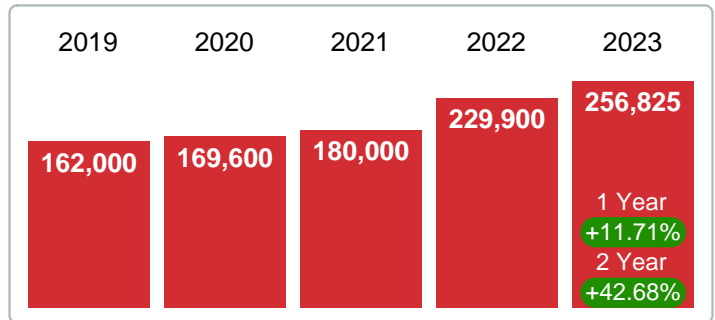
## MEDIAN LIST PRICE AT CLOSING

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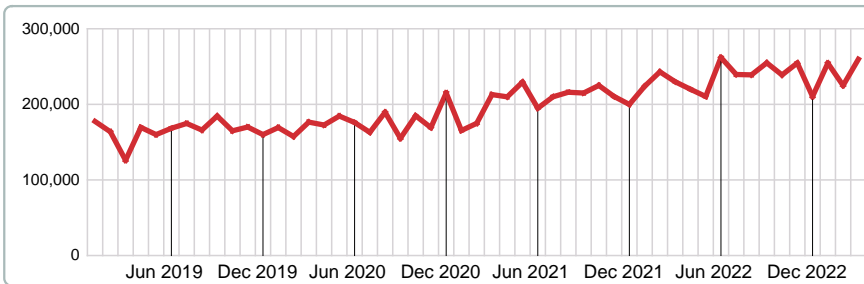
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

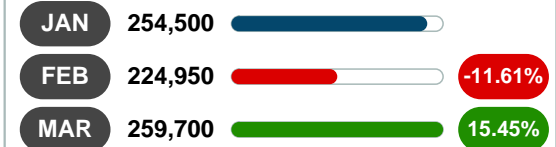


### 3 MONTHS

5 year MAR AVG = 201,000

High Jun 2022 261,950 Low Mar 2019 126,000

Median List Price at Closing this month at **259,700**  
above the 5 yr MAR average of **201,000**



### 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
\$125,000 and less	5.26%	119,700	119,500	119,900	0	0
\$125,001 - \$175,000	13.16%	159,900	159,900	156,950	0	0
\$175,001 - \$225,000	10.53%	195,000	0	195,000	0	0
\$225,001 - \$275,000	26.32%	256,825	235,000	254,900	259,900	0
\$275,001 - \$300,000	10.53%	292,000	0	295,000	289,000	0
\$300,001 - \$400,000	26.32%	337,000	385,000	335,000	321,000	389,000
\$400,001 and up	7.89%	590,000	0	675,000	0	590,000
<b>Median List Price</b>		<b>259,700</b>	<b>197,450</b>	<b>256,825</b>	<b>302,000</b>	<b>489,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>259,700</b>	<b>4</b>	<b>26</b>	<b>6</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>10,914,520</b>	<b>899.40K</b>	<b>7.21M</b>	<b>1.83M</b>	<b>979.00K</b>



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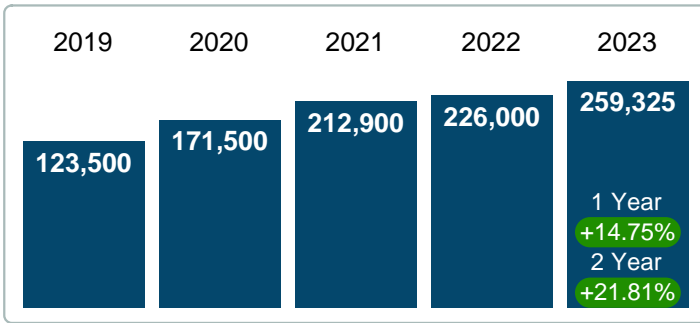
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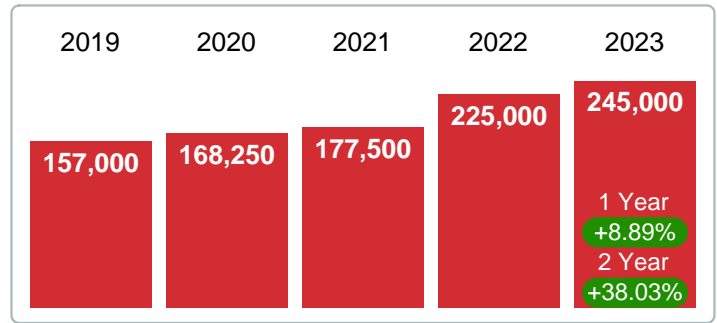
## MEDIAN SOLD PRICE AT CLOSING

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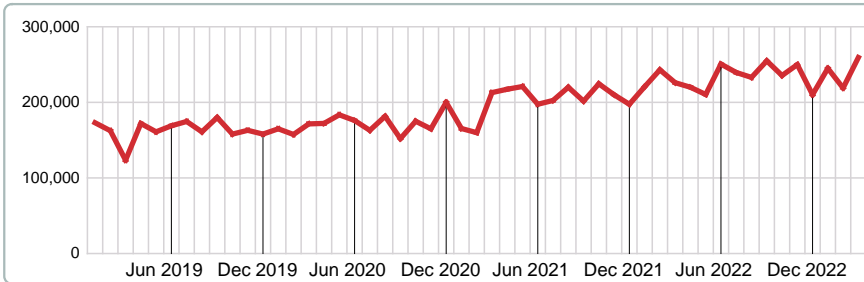
### MARCH



### YEAR TO DATE (YTD)

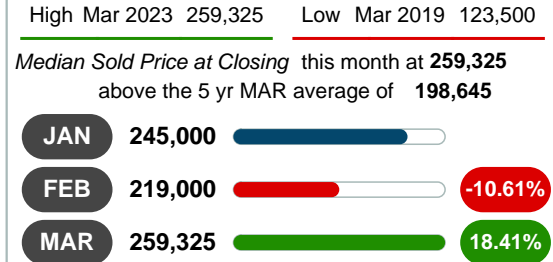


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 198,645



### 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
\$125,000 and less	5.26%	118,650	119,500	117,800	0	0
\$125,001 - \$175,000	15.79%	152,000	140,000	155,000	0	0
\$175,001 - \$225,000	7.89%	196,100	0	196,100	0	0
\$225,001 - \$275,000	31.58%	255,950	235,000	254,900	259,900	0
\$275,001 - \$300,000	10.53%	298,500	0	299,000	281,000	0
\$300,001 - \$400,000	21.05%	361,190	400,000	339,000	318,000	389,000
\$400,001 and up	7.89%	590,000	0	675,500	0	590,000
<b>Median Sold Price</b>		<b>259,325</b>	<b>187,500</b>	<b>249,950</b>	<b>298,000</b>	<b>489,500</b>
<b>Total Closed Units</b>		<b>38</b>	<b>4</b>	<b>26</b>	<b>6</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>10,734,230</b>	<b>894.50K</b>	<b>7.04M</b>	<b>1.82M</b>	<b>979.00K</b>

# March 2023



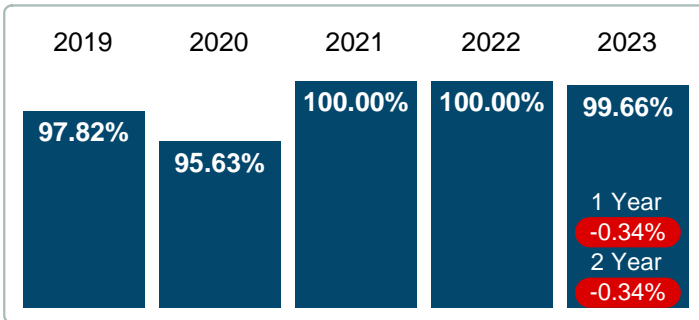
Area Delimited by County Of Bryan - Residential Property Type



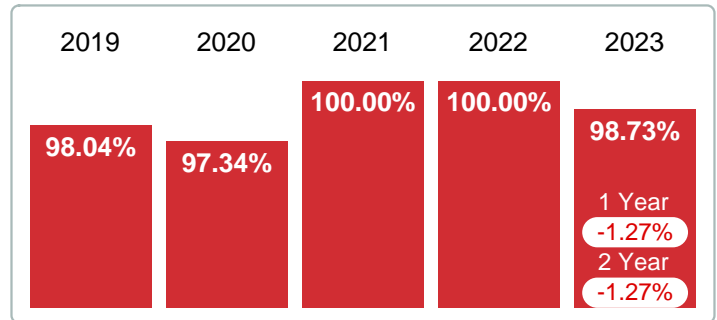
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

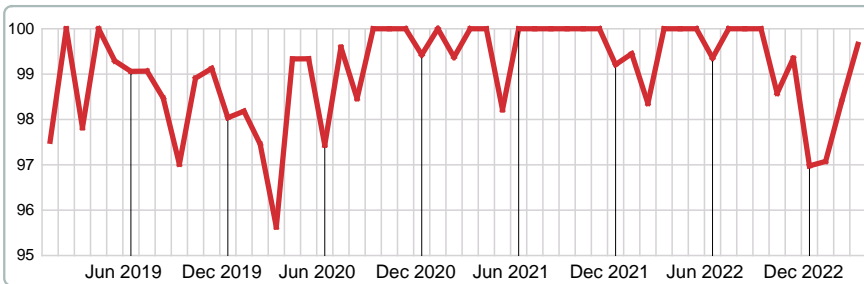
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

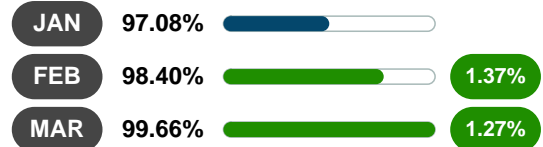


### 3 MONTHS

5 year MAR AVG = 98.62%

High Sep 2022 100.00% Low Mar 2020 95.63%

Median Sold/List Ratio this month at **99.66%** above the 5 yr MAR average of **98.62%**



### 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
\$125,000 and less	2	5.26%	99.12%	100.00%	98.25%	0.00%	0.00%
\$125,001 - \$175,000	6	15.79%	94.90%	87.55%	95.51%	0.00%	0.00%
\$175,001 - \$225,000	3	7.89%	97.93%	0.00%	97.93%	0.00%	0.00%
\$225,001 - \$275,000	12	31.58%	99.52%	100.00%	98.94%	100.00%	0.00%
\$275,001 - \$300,000	4	10.53%	96.70%	0.00%	96.16%	97.23%	0.00%
\$300,001 - \$400,000	8	21.05%	100.00%	103.90%	99.77%	100.00%	100.00%
\$400,001 and up	3	7.89%	100.00%	0.00%	100.06%	0.00%	100.00%
Median Sold/List Ratio		99.66%		100.00%	98.77%	100.00%	100.00%
Total Closed Units		38	100%	4	26	6	2
Total Closed Volume		10,734,230		894.50K	7.04M	1.82M	979.00K

# March 2023



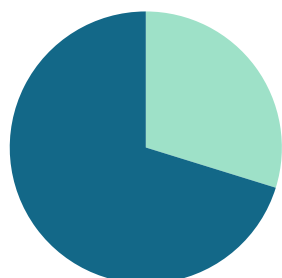
Area Delimited by County Of Bryan - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

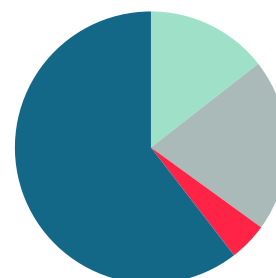


**Inventory**  
 New Listings  
**67 = 29.78%**  
 Start Inventory  
**158**  
 Total Inventory Units  
**225**  
 Volume  
**\$83,961,027**

### Market Activity

Closed Sales  
**38 = 14.45%**  
 Pending Sales  
**54 = 20.53%**  
 Other Off Market  
**12 = 4.56%**  
 Active Inventory  
**159 = 60.46%**

### MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	60	38	-36.67%	153	96	-37.25%
Pending Sales	72	54	-25.00%	163	117	-28.22%
New Listings	73	67	-8.22%	181	184	1.66%
Median List Price	229,900	259,700	12.96%	229,900	256,825	11.71%
Median Sale Price	226,000	259,325	14.75%	225,000	245,000	8.89%
Median Percent of Selling Price to List Price	100.00%	99.66%	-0.34%	100.00%	98.73%	-1.27%
Median Days on Market to Sale	5.00	15.50	210.00%	7.00	21.00	200.00%
Monthly Inventory	70	159	127.14%	70	159	127.14%
Months Supply of Inventory	1.39	3.55	156.33%	1.39	3.55	156.33%

**Absorption:** Last 12 months, an Average of **45** Sales/Month

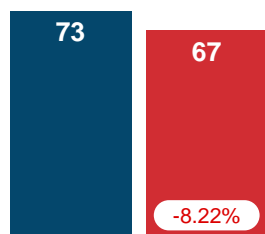
**Inventory** on March 31, 2023 = **159**

**2022** **2023**

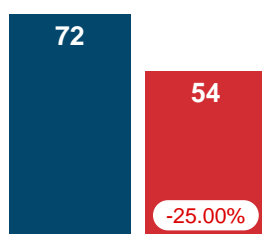
### MARCH MARKET

### MEDIAN PRICES

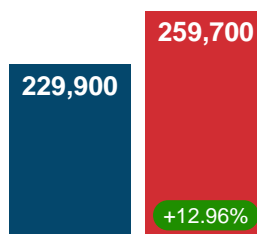
#### New Listings



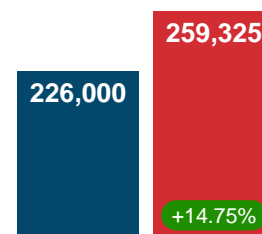
#### Pending Listings



#### List Price



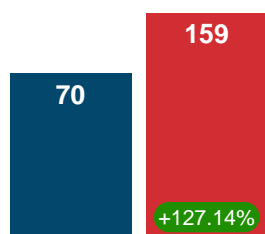
#### Sale Price



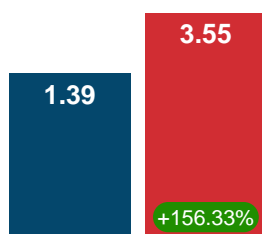
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

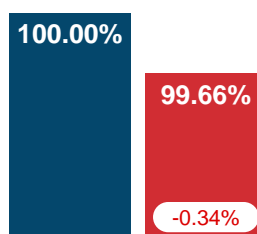
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

