

August 2023



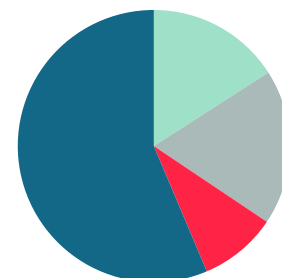
Area Delimited by County Of Bryan - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	August 2023	+/-%
Closed Listings	47	50	6.38%
Pending Listings	52	58	11.54%
New Listings	67	79	17.91%
Average List Price	247,132	343,162	38.86%
Average Sale Price	242,443	328,410	35.46%
Average Percent of Selling Price to List Price	97.76%	96.81%	-0.98%
Average Days on Market to Sale	17.38	44.90	158.30%
End of Month Inventory	136	177	30.15%
Months Supply of Inventory	2.59	4.23	63.59%



■ Closed (15.92%)
■ Pending (18.47%)
■ Other OffMarket (9.24%)
■ Active (56.37%)

Absorption: Last 12 months, an Average of **42** Sales/Month
Active Inventory as of August 31, 2023 = **177**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of August 2023 rose **30.15%** to 177 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 **4.23** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **35.46%** in August 2023 to \$328,410 versus the previous year at \$242,443.

Average Days on Market Lengthens

The average number of **44.90** days that homes spent on the market before selling increased by 27.52 days or **158.30%** in August 2023 compared to last year's same month at **17.38** DOM.

Sales Success for August 2023 is Positive

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

There were 79 New Listings in August 2023, up **17.91%** from last year at 67. Furthermore, there were 50 Closed Listings this month versus last year at 47, a **6.38%** increase.

Closed versus Listed trends yielded a **63.3%** ratio, down from previous year's, August 2022, at **70.1%**, a **9.78%** downswing. This will certainly create pressure on an increasing Monthly Months 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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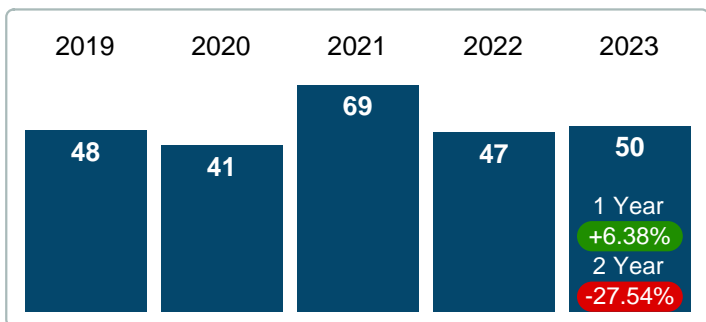
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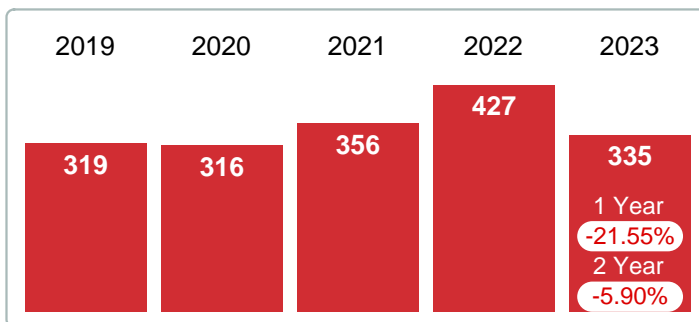
CLOSED LISTINGS

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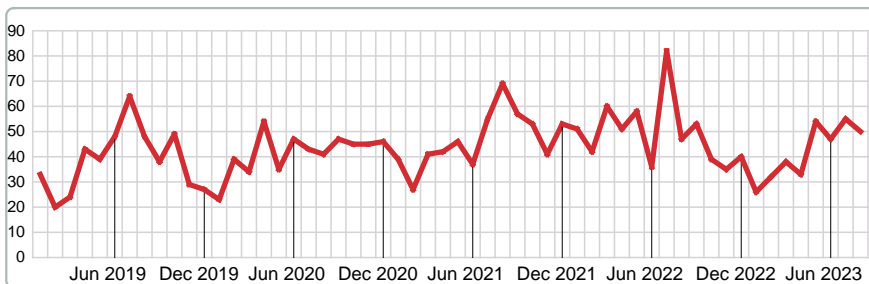
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 51

High Jul 2022 82 Low Feb 2019 20

Closed Listings this month at 50 below the 5 yr AUG average of 51

Month	Closed Listings	% Change
JUN	47	
JUL	55	17.02%
AUG	50	-9.09%

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	6	12.00%	62.8	4	2	0	0
\$150,001 - \$175,000	5	10.00%	42.0	1	4	0	0
\$175,001 - \$225,000	7	14.00%	25.1	0	7	0	0
\$225,001 - \$275,000	10	20.00%	35.8	0	10	0	0
\$275,001 - \$325,000	10	20.00%	49.8	0	9	1	0
\$325,001 - \$550,000	7	14.00%	65.6	0	3	3	1
\$550,001 and up	5	10.00%	33.4	1	2	2	0
Total Closed Units	50			6	37	6	1
Total Closed Volume	16,420,500	100%	44.9	1.19M	11.80M	3.08M	345.00K
Average Closed Price	\$328,410			\$198,917	\$319,014	\$513,083	\$345,000

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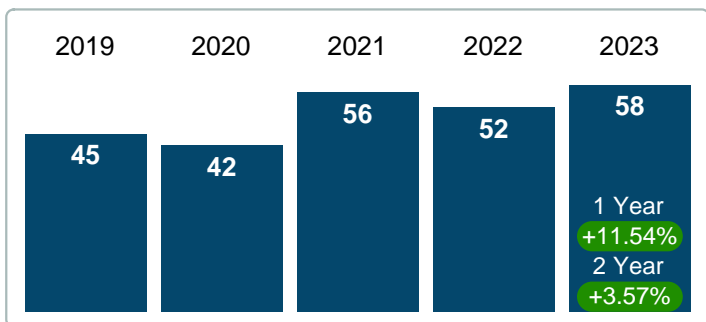
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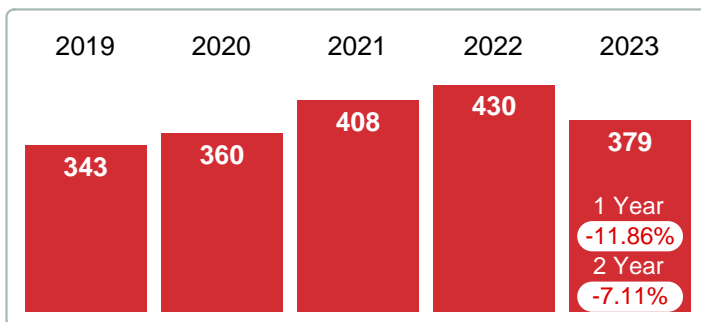
PENDING LISTINGS

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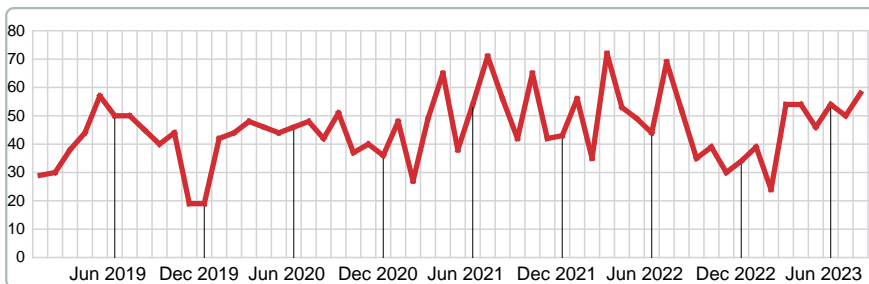
AUGUST



YEAR TO DATE (YTD)

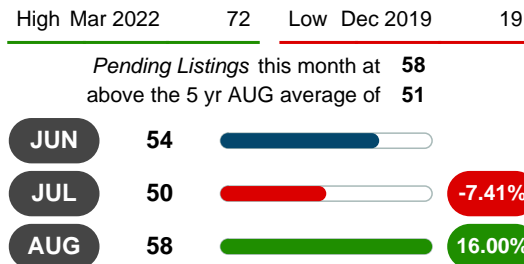


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG 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
\$125,000 and less	4	6.90%	43.5	2	2	0	0
\$125,001 - \$175,000	7	12.07%	32.0	0	7	0	0
\$175,001 - \$225,000	5	8.62%	63.8	0	5	0	0
\$225,001 - \$300,000	17	29.31%	37.1	0	15	2	0
\$300,001 - \$325,000	7	12.07%	72.7	0	1	5	1
\$325,001 - \$475,000	10	17.24%	79.8	0	4	6	0
\$475,001 and up	8	13.79%	32.3	0	2	5	1
Total Pending Units	58			2	36	18	2
Total Pending Volume	18,331,744	100%	47.5	214.90K	8.76M	7.63M	1.72M
Average Listing Price	\$276,165			\$107,450	\$243,453	\$424,031	\$860,000

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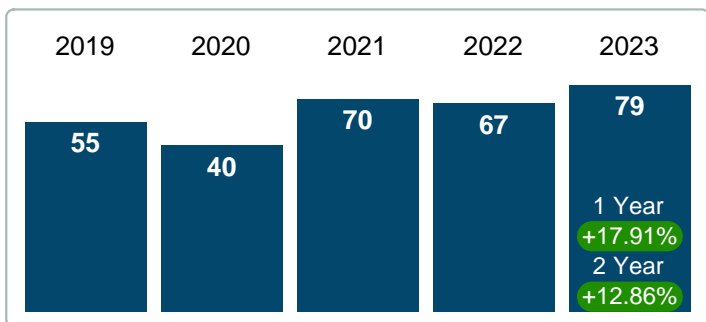
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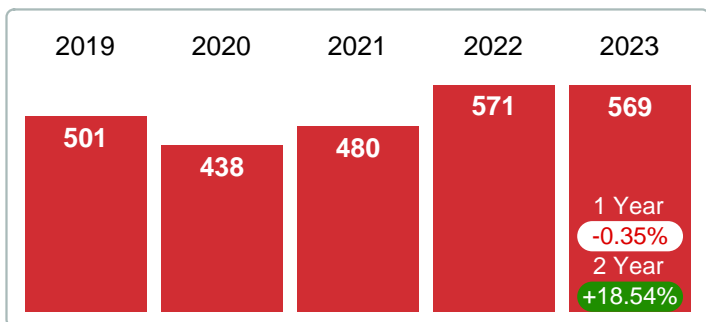
NEW LISTINGS

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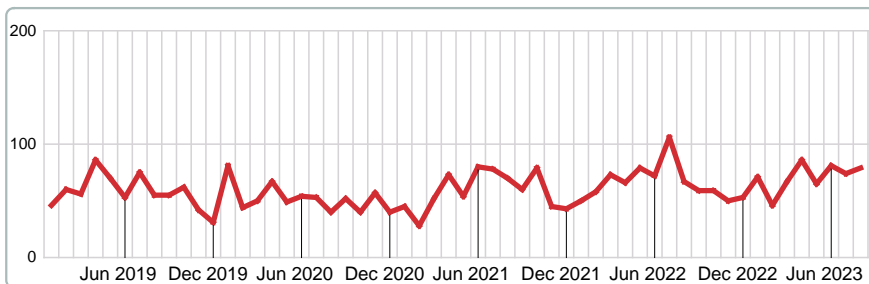
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 62

High Jul 2022 106 Low Feb 2021 28

New Listings this month at **79**
above the 5 yr AUG average of **62**



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
\$150,000 and less	7	8.86%	1	4	2	0
\$150,001 - \$225,000	9	11.39%	1	7	1	0
\$225,001 - \$275,000	12	15.19%	0	11	1	0
\$275,001 - \$350,000	17	21.52%	2	2	11	2
\$350,001 - \$375,000	8	10.13%	0	0	8	0
\$375,001 - \$675,000	18	22.78%	0	6	11	1
\$675,001 and up	8	10.13%	0	2	5	1
Total New Listed Units	79		4	32	39	4
Total New Listed Volume	29,845,695	100%	969.90K	9.57M	16.99M	2.32M
Average New Listed Listing Price	\$299,950		\$242,475	\$299,065	\$435,556	\$579,750

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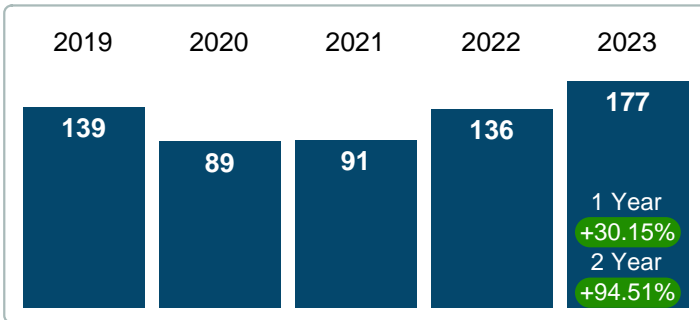
Area Delimited by County Of Bryan - Residential Property Type



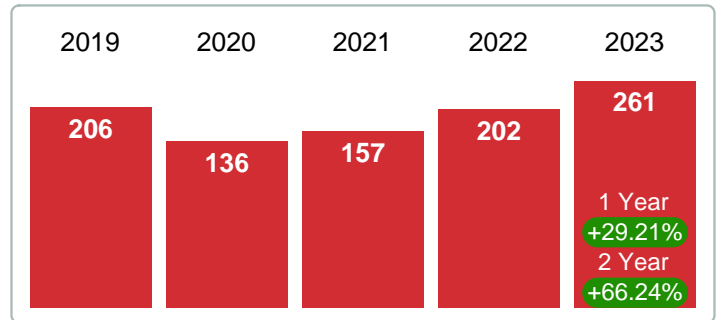
ACTIVE INVENTORY

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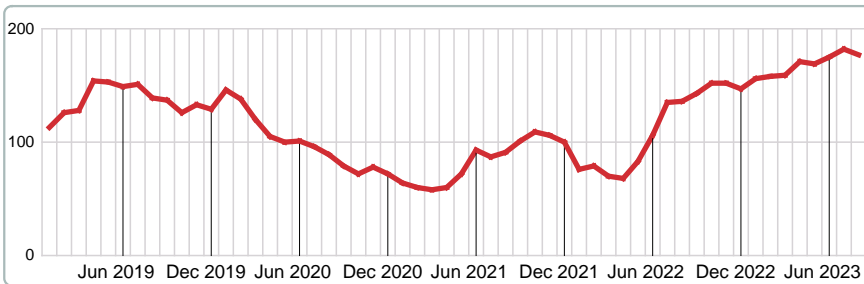
END OF AUGUST



ACTIVE DURING AUGUST

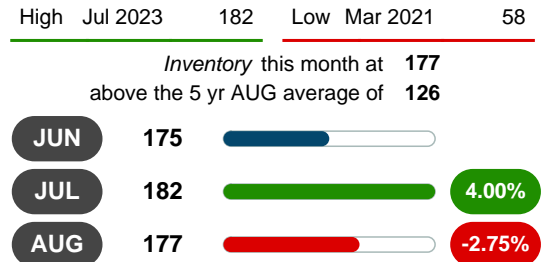


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 126



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	16	9.04%	86.4	6	9	1	0
\$150,001 - \$225,000	22	12.43%	62.4	2	16	3	1
\$225,001 - \$300,000	29	16.38%	76.7	1	18	9	1
\$300,001 - \$375,000	35	19.77%	57.3	1	13	19	2
\$375,001 - \$525,000	33	18.64%	62.2	1	18	12	2
\$525,001 - \$875,000	25	14.12%	89.3	1	10	9	5
\$875,001 and up	17	9.60%	105.1	0	7	7	3
Total Active Inventory by Units	177			12	91	60	14
Total Active Inventory by Volume	89,403,568	100%	73.8	3.02M	43.07M	32.49M	10.82M
Average Active Inventory Listing Price	\$505,105			\$252,067	\$473,302	\$541,542	\$772,556

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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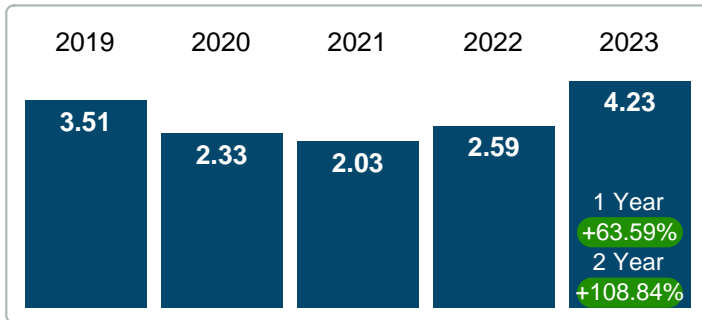
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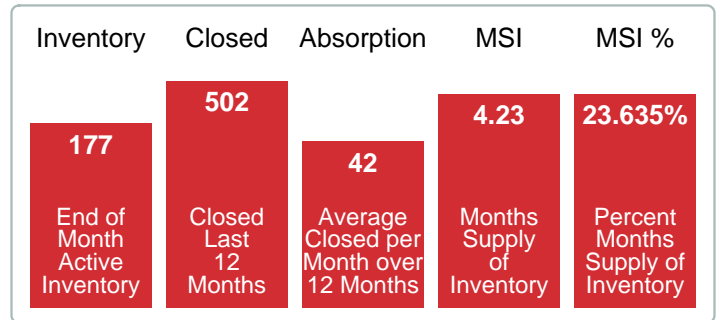
MONTHS SUPPLY of INVENTORY (MSI)

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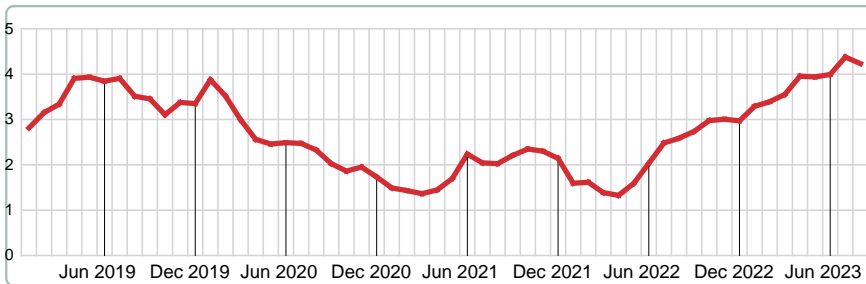
MSI FOR AUGUST



INDICATORS FOR AUGUST 2023

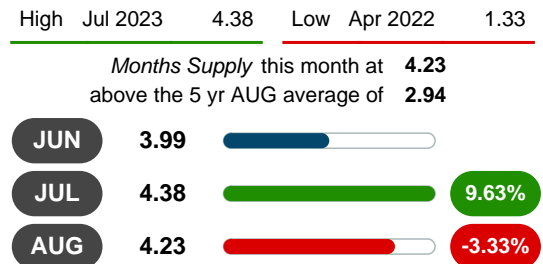


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 2.94



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	16	9.04%	1.96	1.60	2.51	1.50	0.00
\$150,001 - \$225,000	22	12.43%	2.28	2.40	2.09	2.77	12.00
\$225,001 - \$300,000	29	16.38%	2.12	6.00	1.88	2.35	12.00
\$300,001 - \$375,000	35	19.77%	6.36	6.00	4.11	9.50	12.00
\$375,001 - \$525,000	33	18.64%	11.00	6.00	16.62	8.47	6.00
\$525,001 - \$875,000	25	14.12%	18.75	6.00	40.00	18.00	12.00
\$875,001 and up	17	9.60%	34.00	0.00	21.00	84.00	36.00
Market Supply of Inventory (MSI)			4.23	2.29	3.55	6.26	10.50
Total Active Inventory by Units		100%	4.23	12	91	60	14

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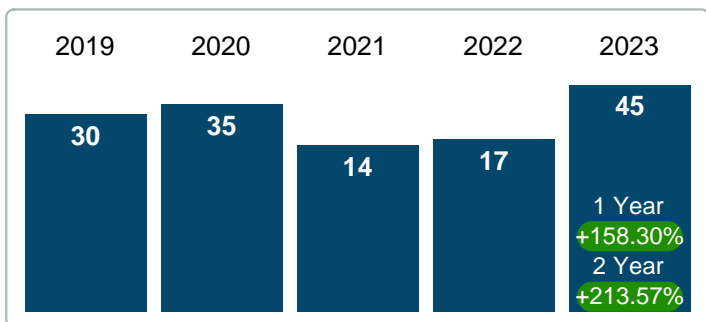
Area Delimited by County Of Bryan - Residential Property Type



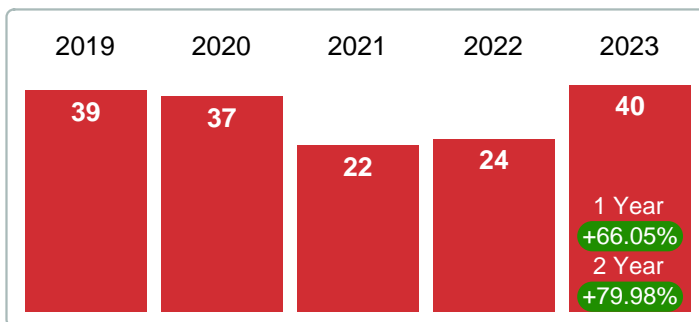
AVERAGE DAYS ON MARKET TO SALE

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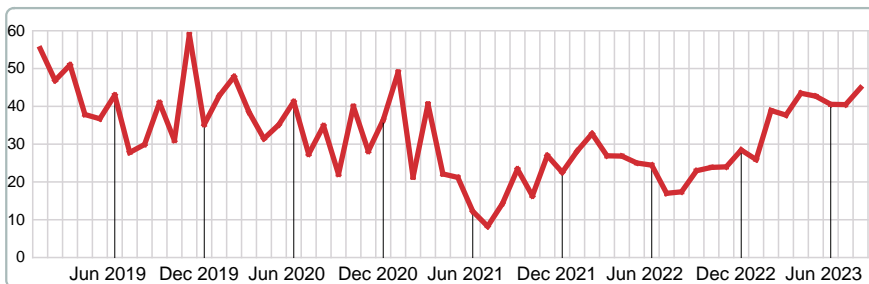
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 28

High Nov 2019 59 Low Jul 2021 8

Average Days on Market to Sale this month at 45 above the 5 yr AUG average of 28



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
\$150,000 and less	12.00%	63	80	29	0	0
\$150,001 - \$175,000	10.00%	42	99	28	0	0
\$175,001 - \$225,000	14.00%	25	0	25	0	0
\$225,001 - \$275,000	20.00%	36	0	36	0	0
\$275,001 - \$325,000	20.00%	50	0	36	173	0
\$325,001 - \$550,000	14.00%	66	0	44	108	3
\$550,001 and up	10.00%	33	70	40	9	0
Average Closed DOM		45	81	33	86	3
Total Closed Units	100%	45	6	37	6	1
Total Closed Volume		16,420,500	1.19M	11.80M	3.08M	345.00K

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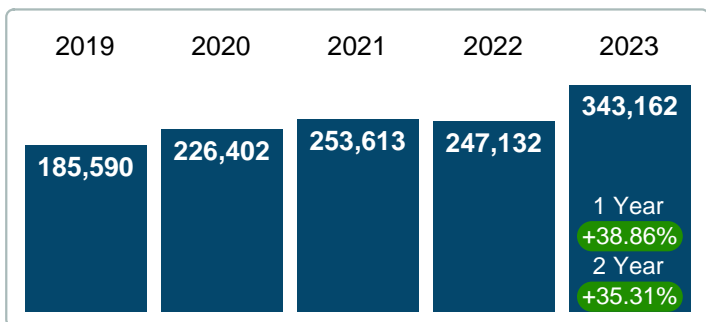
Area Delimited by County Of Bryan - Residential Property Type



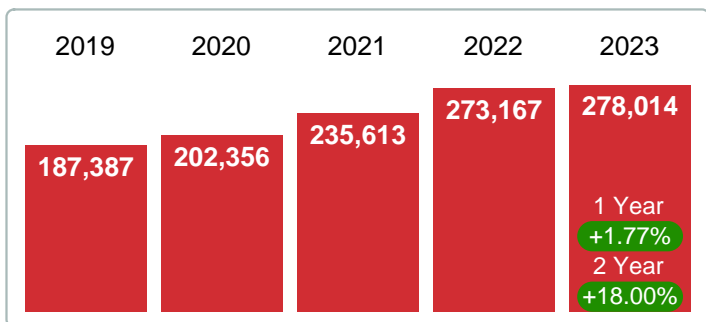
AVERAGE LIST PRICE AT CLOSING

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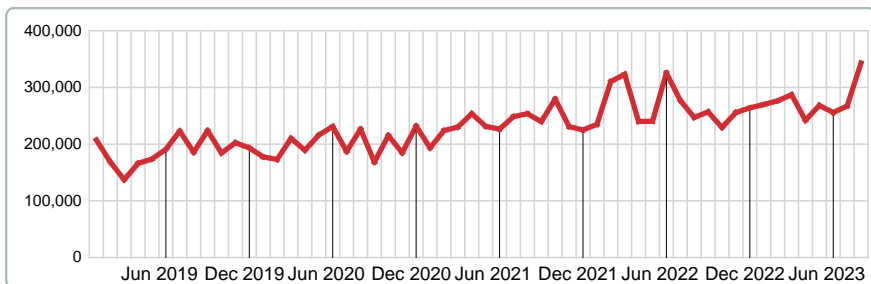
AUGUST



YEAR TO DATE (YTD)

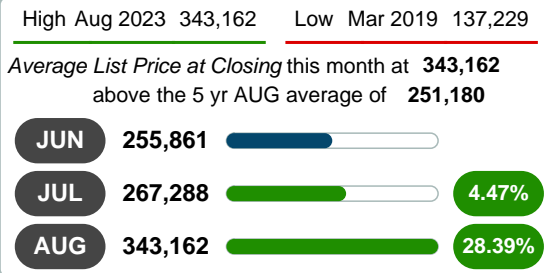


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 251,180



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
\$150,000 and less	12.00%	111,167	118,250	97,000	0	0
\$150,001 - \$175,000	8.00%	164,475	165,000	169,725	0	0
\$175,001 - \$225,000	14.00%	192,343	0	198,629	0	0
\$225,001 - \$275,000	20.00%	241,860	0	251,750	0	0
\$275,001 - \$325,000	14.00%	292,393	0	308,200	308,950	0
\$325,001 - \$550,000	22.00%	398,427	0	416,300	469,633	360,000
\$550,001 and up	10.00%	1,127,750	599,900	1,769,500	749,925	0
Average List Price		343,162	206,317	333,581	536,283	360,000
Total Closed Units	100%	343,162	6	37	6	1
Total Closed Volume		17,158,100	1.24M	12.34M	3.22M	360.00K

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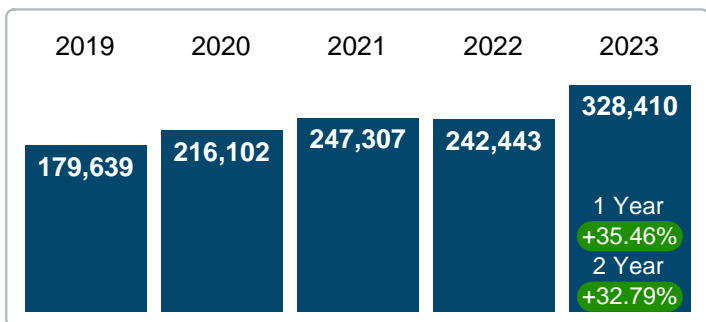
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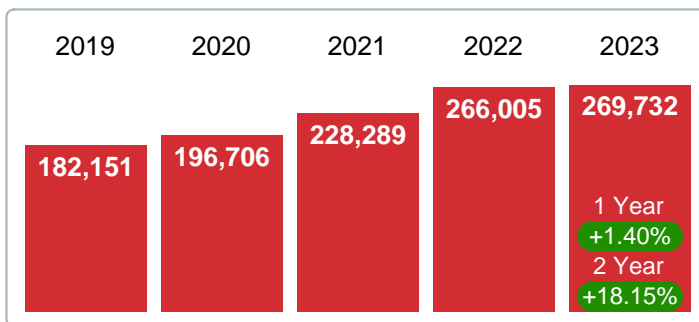
AVERAGE SOLD PRICE AT CLOSING

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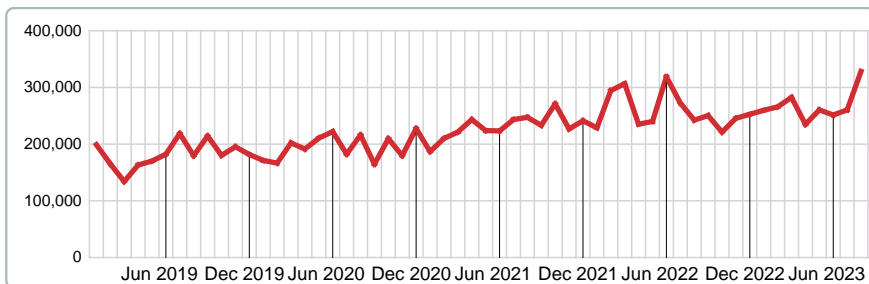
AUGUST



YEAR TO DATE (YTD)

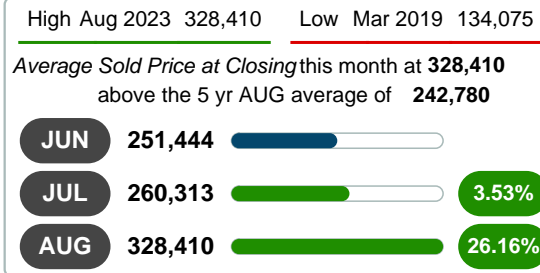


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 242,780



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
\$150,000 and less	12.00%	108,333	116,500	92,000	0	0
\$150,001 - \$175,000	10.00%	162,580	157,500	163,850	0	0
\$175,001 - \$225,000	14.00%	192,000	0	192,000	0	0
\$225,001 - \$275,000	20.00%	245,860	0	245,860	0	0
\$275,001 - \$325,000	20.00%	298,400	0	298,222	300,000	0
\$325,001 - \$550,000	14.00%	416,214	0	392,500	463,667	345,000
\$550,001 and up	10.00%	1,051,500	570,000	1,650,000	693,750	0
Average Sold Price		328,410	198,917	319,014	513,083	345,000
Total Closed Units	100%	328,410	6	37	6	1
Total Closed Volume		16,420,500	1.19M	11.80M	3.08M	345.00K

August 2023



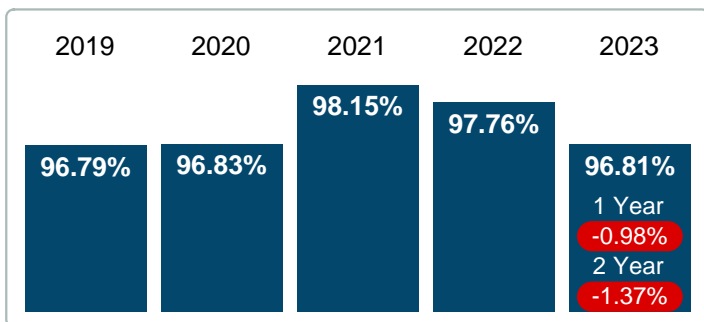
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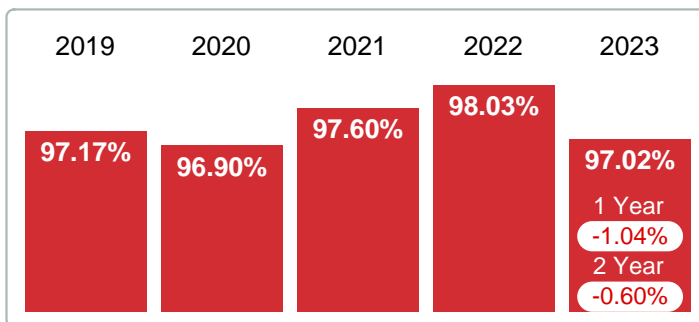
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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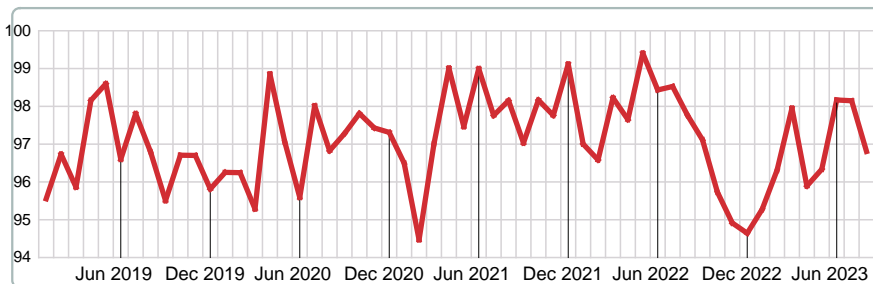
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

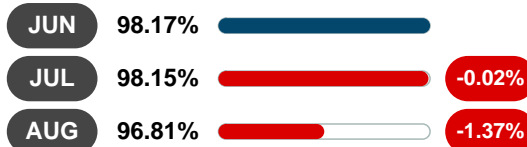


3 MONTHS

5 year AUG AVG = 97.27%

High May 2022 99.41% Low Feb 2021 94.47%

Average Sold/List Ratio this month at **96.81%** equal to 5 yr AUG average of **97.27%**



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	
\$150,000 and less	6	12.00%	96.13%	97.54%	93.33%	0.00%	0.00%	
\$150,001 - \$175,000	5	10.00%	96.52%	95.45%	96.79%	0.00%	0.00%	
\$175,001 - \$225,000	7	14.00%	97.15%	0.00%	97.15%	0.00%	0.00%	
\$225,001 - \$275,000	10	20.00%	97.97%	0.00%	97.97%	0.00%	0.00%	
\$275,001 - \$325,000	10	20.00%	97.58%	0.00%	97.63%	97.10%	0.00%	
\$325,001 - \$550,000	7	14.00%	96.47%	0.00%	94.32%	98.83%	95.83%	
\$550,001 and up	5	10.00%	94.02%	95.02%	93.67%	93.86%	0.00%	
Average Sold/List Ratio		96.80%		96.77%	96.83%	96.88%	95.83%	
Total Closed Units		50	100%	96.80%	6	37	6	1
Total Closed Volume		16,420,500			1.19M	11.80M	3.08M	345.00K

August 2023



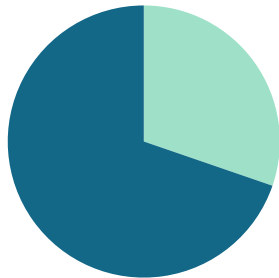
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

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

INVENTORY

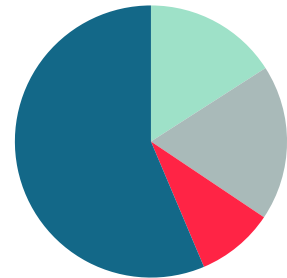


Inventory
 New Listings
79 = 30.27%
 Start Inventory
182
 Total Inventory Units
261
 Volume
\$118,896,212

Market Activity

Closed Sales
50 = 15.92%
 Pending Sales
58 = 18.47%
 Other Off Market
29 = 9.24%
 Active Inventory
177 = 56.37%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	47	50	6.38%	427	335	-21.55%
Pending Sales	52	58	11.54%	430	379	-11.86%
New Listings	67	79	17.91%	571	569	-0.35%
Average List Price	247,132	343,162	38.86%	273,167	278,014	1.77%
Average Sale Price	242,443	328,410	35.46%	266,005	269,732	1.40%
Average Percent of Selling Price to List Price	97.76%	96.81%	-0.98%	98.03%	97.02%	-1.04%
Average Days on Market to Sale	17.38	44.90	158.30%	24.21	40.20	66.05%
Monthly Inventory	136	177	30.15%	136	177	30.15%
Months Supply of Inventory	2.59	4.23	63.59%	2.59	4.23	63.59%

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

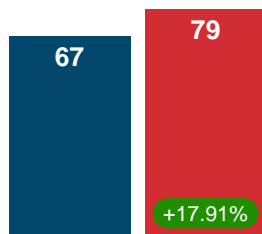
Inventory on August 31, 2023 = **177**

2022 **2023**

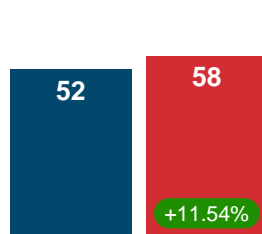
AUGUST MARKET

AVERAGE PRICES

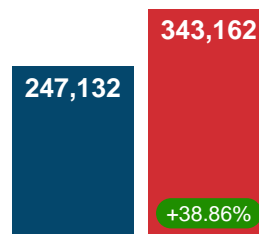
New Listings



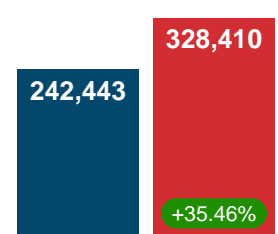
Pending Listings



List Price



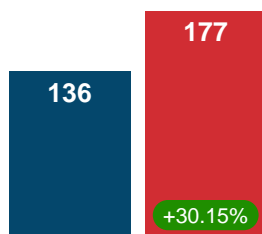
Sale Price



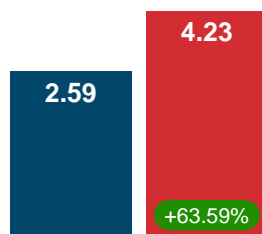
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

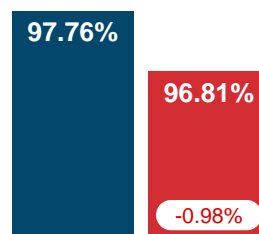
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

