

August 2023



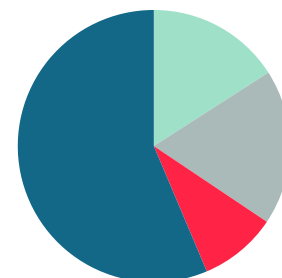
Area Delimited by County Of Bryan - Residential Property Type



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%
Median List Price	239,000	257,000	7.53%
Median Sale Price	233,000	257,000	10.30%
Median Percent of Selling Price to List Price	100.00%	98.39%	-1.61%
Median Days on Market to Sale	5.00	27.00	440.00%
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.

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 **10.30%** in August 2023 to \$257,000 versus the previous year at \$233,000.

Median Days on Market Lengthens

The median number of **27.00** days that homes spent on the market before selling increased by 22.00 days or **440.00%** in August 2023 compared to last year's same month at **5.00** DOM.

Sales Success for August 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 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 Supply of Inventory (MSI) in the months to come.

What's in this Issue

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

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

August 2023



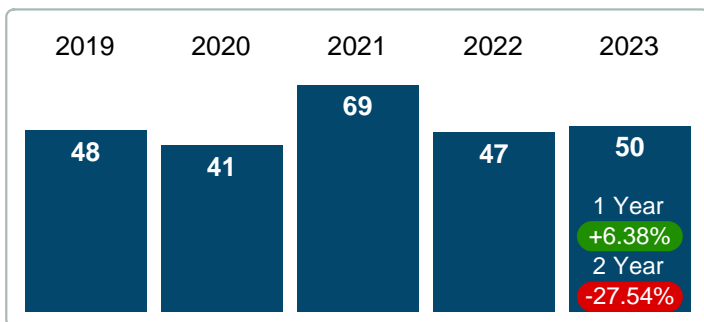
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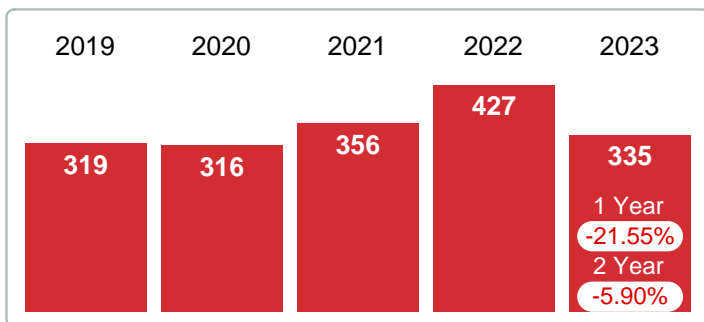
CLOSED LISTINGS

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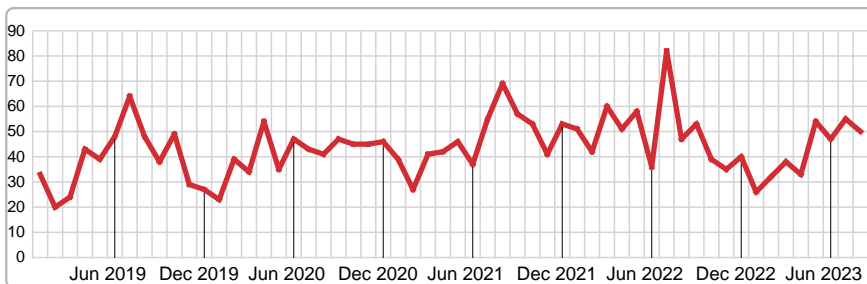
AUGUST



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	6	12.00%	49.5	4	2	0	0
\$150,001 - \$175,000	5	10.00%	29.0	1	4	0	0
\$175,001 - \$225,000	7	14.00%	8.0	0	7	0	0
\$225,001 - \$275,000	10	20.00%	24.5	0	10	0	0
\$275,001 - \$325,000	10	20.00%	30.0	0	9	1	0
\$325,001 - \$550,000	7	14.00%	47.0	0	3	3	1
\$550,001 and up	5	10.00%	17.0	1	2	2	0
Total Closed Units	50			6	37	6	1
Total Closed Volume	16,420,500	100%	27.0	1.19M	11.80M	3.08M	345.00K
Median Closed Price	\$257,000			\$146,500	\$239,900	\$506,000	\$345,000

August 2023



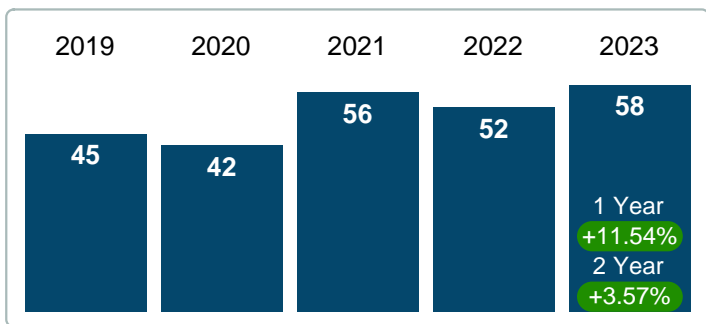
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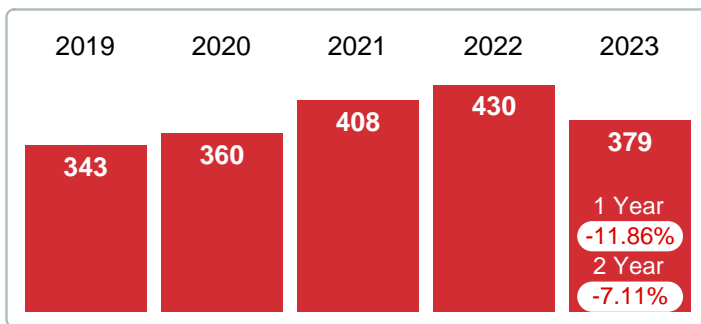
PENDING LISTINGS

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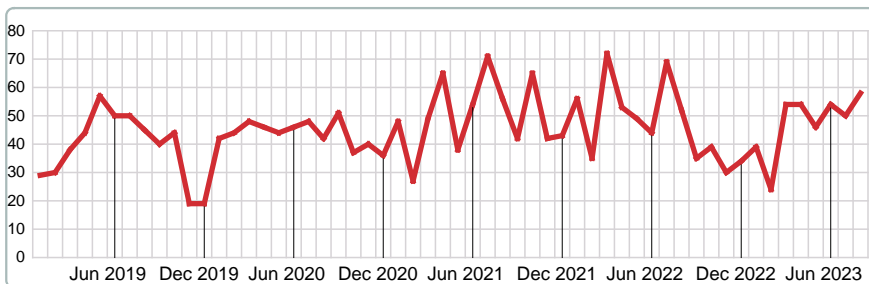
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 51

High Mar 2022 72 Low Dec 2019 19

Pending Listings this month at 58 above the 5 yr AUG 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
\$125,000 and less	4	6.90%	56.0	2	2	0	0
\$125,001 - \$175,000	7	12.07%	28.0	0	7	0	0
\$175,001 - \$225,000	5	8.62%	44.0	0	5	0	0
\$225,001 - \$300,000	17	29.31%	16.0	0	15	2	0
\$300,001 - \$325,000	7	12.07%	36.0	0	1	5	1
\$325,001 - \$475,000	10	17.24%	71.5	0	4	6	0
\$475,001 and up	8	13.79%	13.0	0	2	5	1
Total Pending Units	58			2	36	18	2
Total Pending Volume	18,331,744	100%	36.5	214.90K	8.76M	7.63M	1.72M
Median Listing Price	\$258,500			\$107,450	\$232,500	\$338,650	\$860,000

August 2023



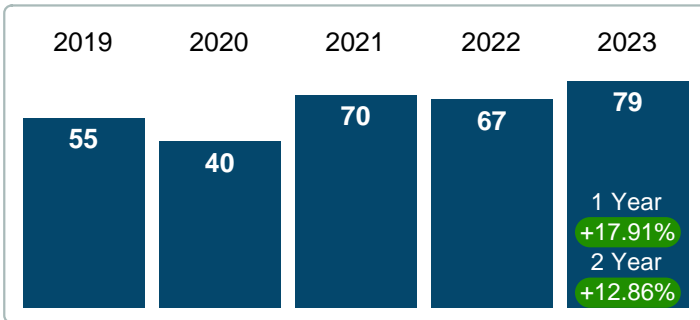
Area Delimited by County Of Bryan - Residential Property Type



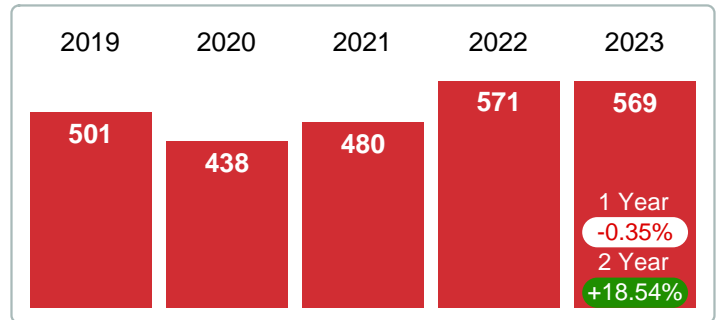
NEW LISTINGS

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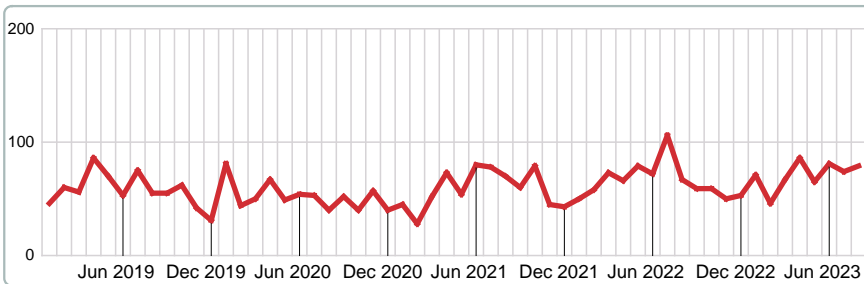
AUGUST



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
Median New Listed Listing Price	\$335,000		\$257,450	\$251,400	\$369,000	\$367,000

August 2023



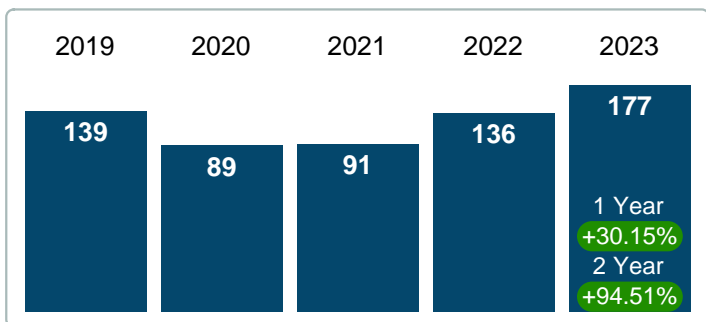
Area Delimited by County Of Bryan - Residential Property Type



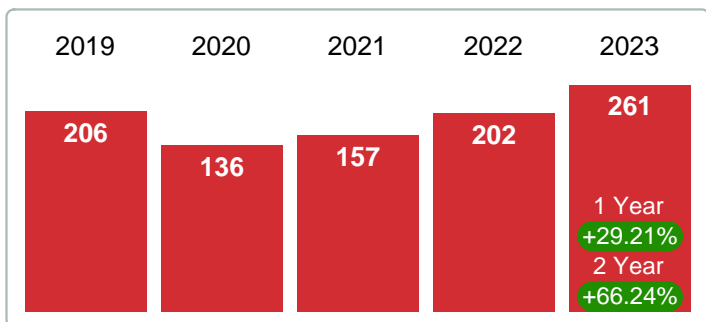
ACTIVE INVENTORY

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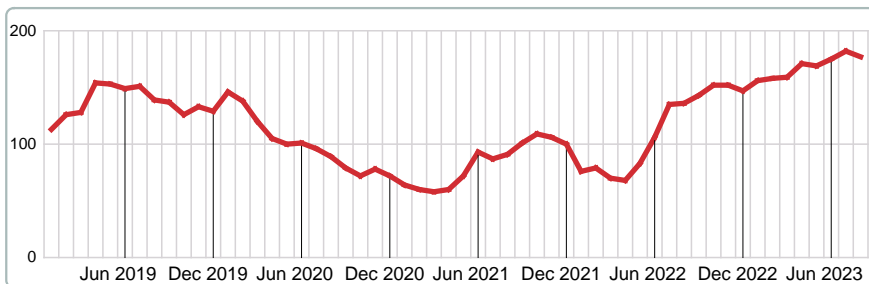
END OF AUGUST



ACTIVE DURING AUGUST

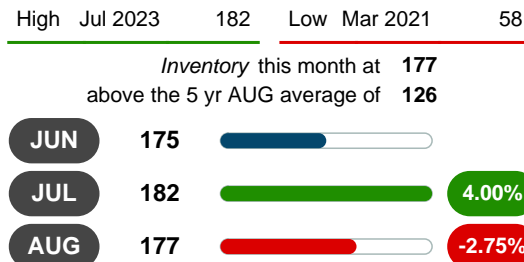


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 126



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	16	9.04%	64.5	6	9	1	0
\$150,001 - \$225,000	22	12.43%	54.0	2	16	3	1
\$225,001 - \$300,000	29	16.38%	65.0	1	18	9	1
\$300,001 - \$375,000	35	19.77%	37.0	1	13	19	2
\$375,001 - \$525,000	33	18.64%	52.0	1	18	12	2
\$525,001 - \$875,000	25	14.12%	67.0	1	10	9	5
\$875,001 and up	17	9.60%	72.0	0	7	7	3
Total Active Inventory by Units	177			12	91	60	14
Total Active Inventory by Volume	89,403,568	100%	60.0	3.02M	43.07M	32.49M	10.82M
Median Active Inventory Listing Price	\$349,000			\$172,450	\$315,000	\$370,450	\$569,950

August 2023



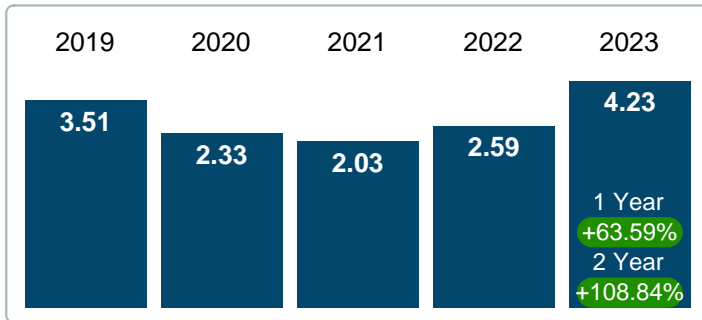
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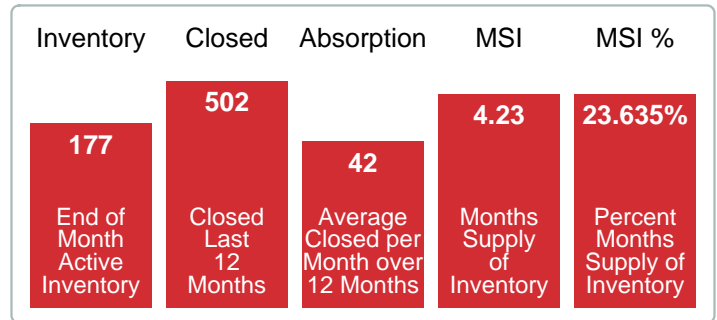
MONTHS SUPPLY of INVENTORY (MSI)

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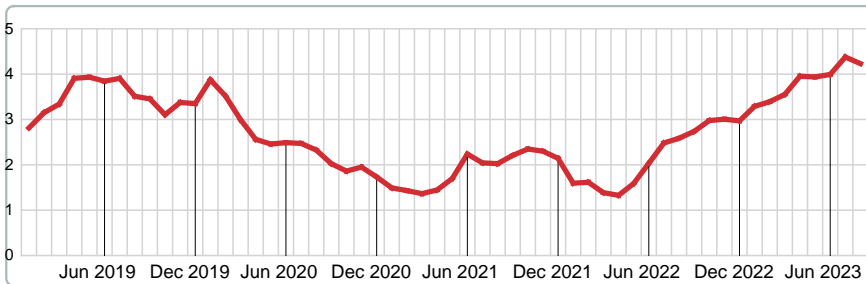
MSI FOR AUGUST



INDICATORS FOR AUGUST 2023

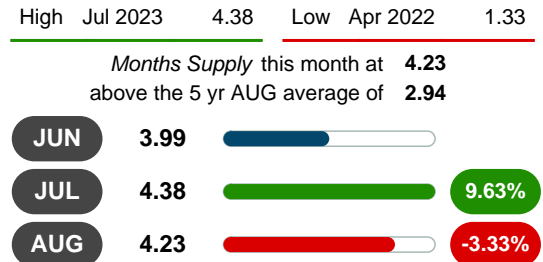


5 YEAR MARKET ACTIVITY TRENDS



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

August 2023



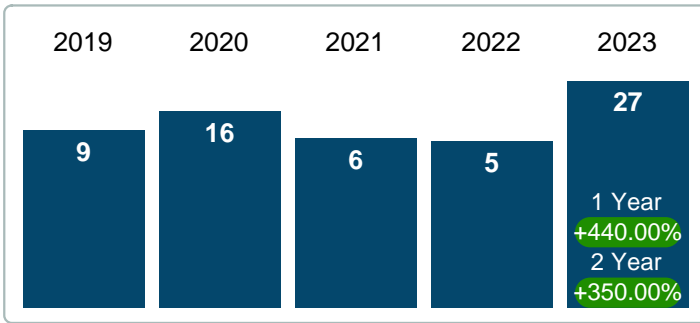
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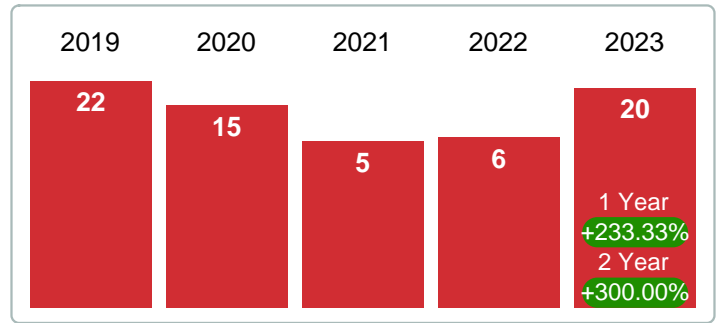
MEDIAN DAYS ON MARKET TO SALE

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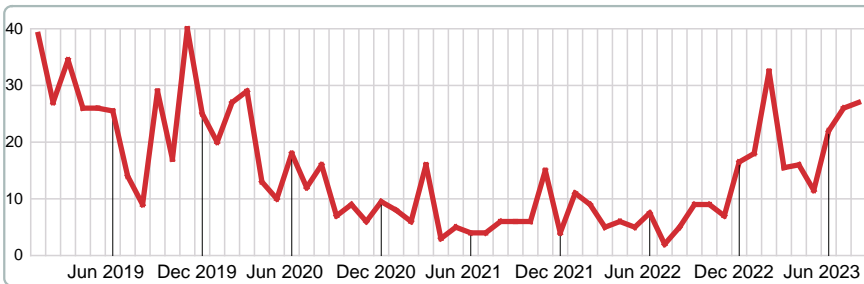
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

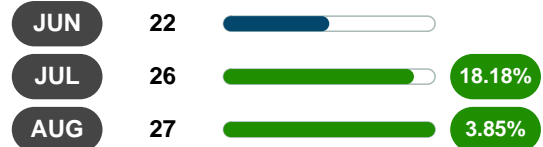


3 MONTHS

5 year AUG AVG = 13

High Nov 2019 40 Low Jul 2022 2

Median Days on Market to Sale this month at 27 above the 5 yr AUG average of 13



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
\$150,000 and less	12.00%	50	65	29	0	0
\$150,001 - \$175,000	10.00%	29	99	18	0	0
\$175,001 - \$225,000	14.00%	8	0	8	0	0
\$225,001 - \$275,000	20.00%	25	0	25	0	0
\$275,001 - \$325,000	20.00%	30	0	21	173	0
\$325,001 - \$550,000	14.00%	47	0	47	134	3
\$550,001 and up	10.00%	17	70	40	9	0
Median Closed DOM		27	69	21	80	3
Total Closed Units	100%	27.0	6	37	6	1
Total Closed Volume		16,420,500	1.19M	11.80M	3.08M	345.00K

August 2023



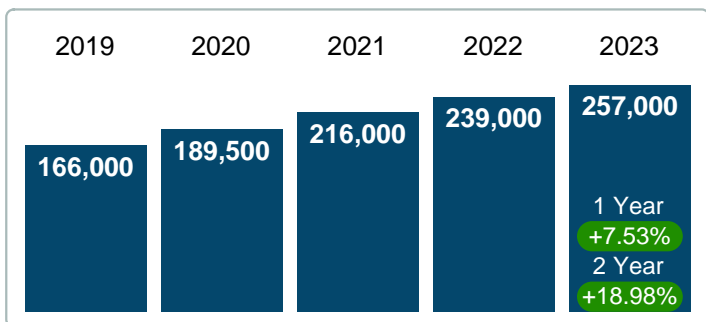
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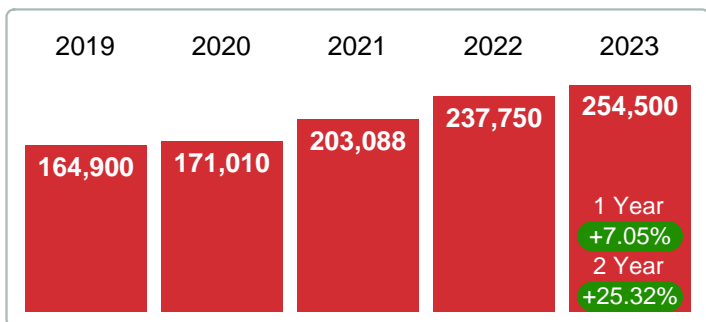
MEDIAN LIST PRICE AT CLOSING

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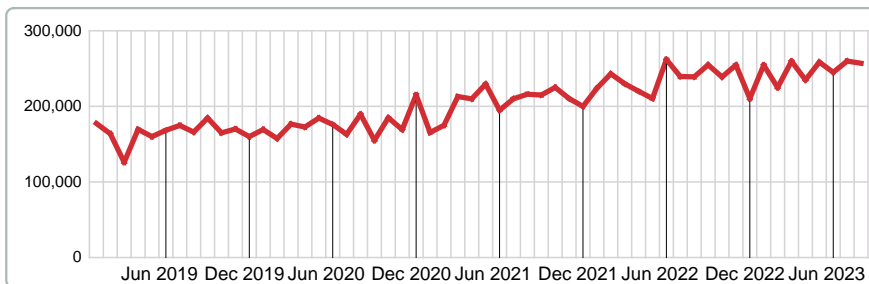
AUGUST



YEAR TO DATE (YTD)

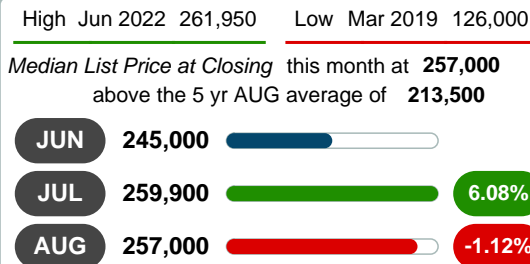


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 213,500



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
\$150,000 and less	6	12.00%	119,000	132,250	97,000	0	0
\$150,001 - \$175,000	4	8.00%	164,000	165,000	163,000	0	0
\$175,001 - \$225,000	7	14.00%	186,000	0	186,000	0	0
\$225,001 - \$275,000	10	20.00%	234,950	0	234,950	0	0
\$275,001 - \$325,000	7	14.00%	285,000	0	282,500	308,950	0
\$325,001 - \$550,000	11	22.00%	379,000	0	370,000	499,900	360,000
\$550,001 and up	5	10.00%	914,850	599,900	1,769,500	749,925	0
Median List Price			257,000	147,500	239,900	514,950	360,000
Total Closed Units		100%	257,000	6	37	6	1
Total Closed Volume			17,158,100	1.24M	12.34M	3.22M	360.00K

August 2023



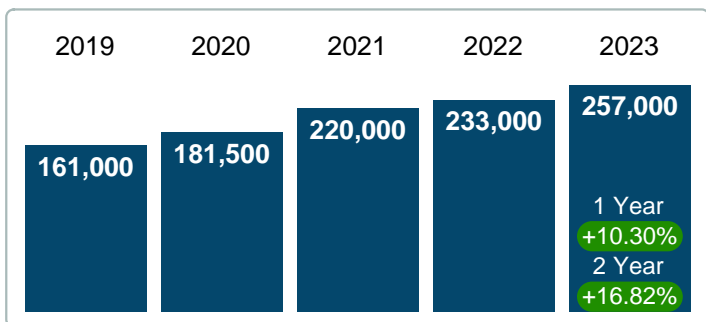
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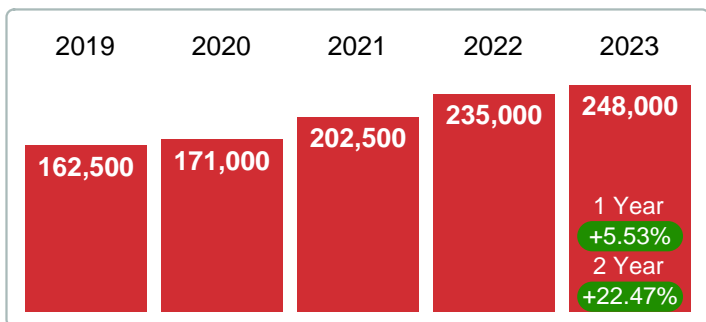
MEDIAN SOLD PRICE AT CLOSING

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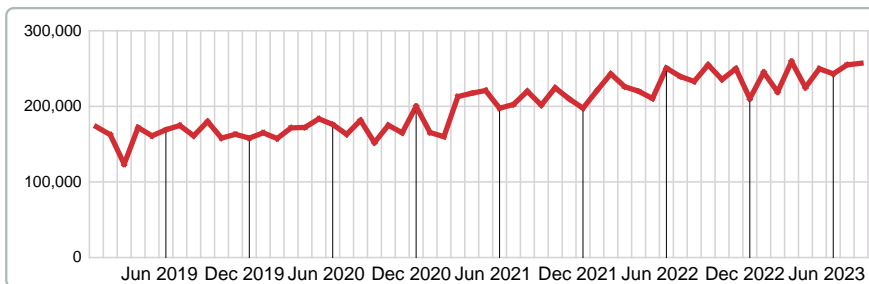
AUGUST



YEAR TO DATE (YTD)

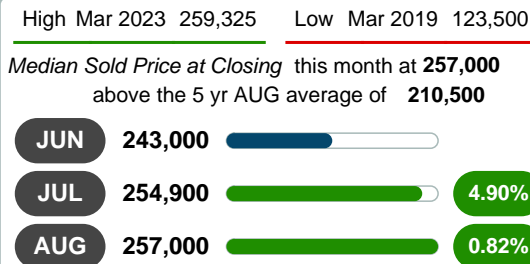


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 210,500



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
\$150,000 and less	6	12.00%	119,000	131,000	92,000	0	0
\$150,001 - \$175,000	5	10.00%	161,000	157,500	164,250	0	0
\$175,001 - \$225,000	7	14.00%	185,000	0	185,000	0	0
\$225,001 - \$275,000	10	20.00%	239,900	0	239,900	0	0
\$275,001 - \$325,000	10	20.00%	292,500	0	285,000	300,000	0
\$325,001 - \$550,000	7	14.00%	382,500	0	382,500	487,000	345,000
\$550,001 and up	5	10.00%	802,500	570,000	1,650,000	693,750	0
Median Sold Price			257,000	146,500	239,900	506,000	345,000
Total Closed Units		100%	257,000	6	37	6	1
Total Closed Volume			16,420,500	1.19M	11.80M	3.08M	345.00K

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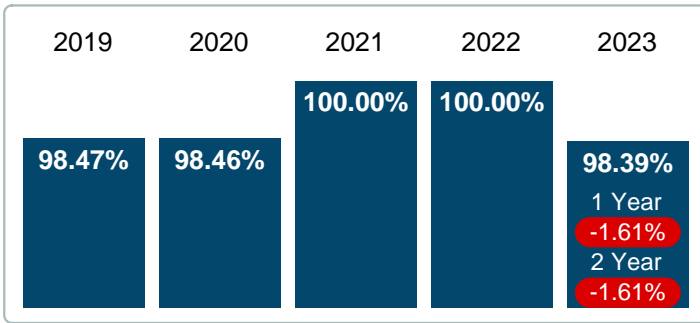
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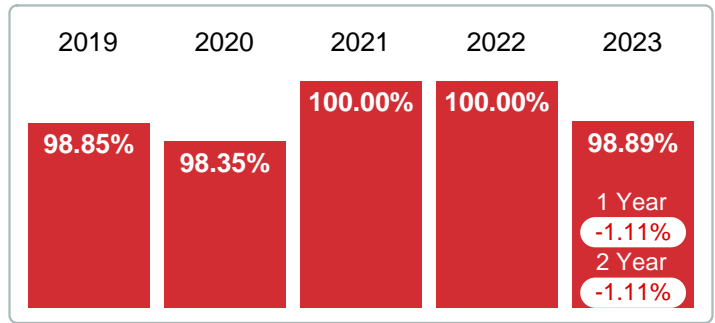
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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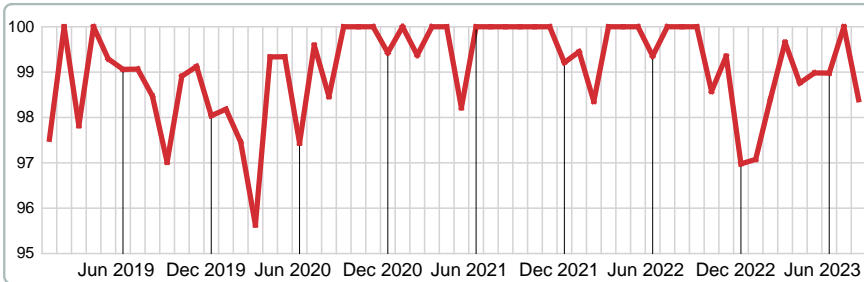
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

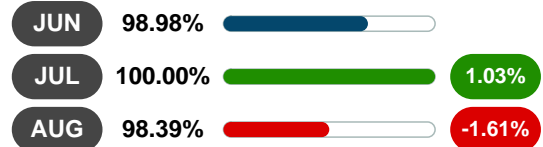


3 MONTHS

5 year AUG AVG = 99.06%

High Jul 2023 100.00% Low Mar 2020 95.63%

Median Sold/List Ratio this month at **98.39%**
below the 5 yr AUG average of **99.06%**



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
\$150,000 and less	6	12.00%	99.14%	99.14%	93.33%	0.00%	0.00%
\$150,001 - \$175,000	5	10.00%	95.77%	95.45%	97.27%	0.00%	0.00%
\$175,001 - \$225,000	7	14.00%	99.52%	0.00%	99.52%	0.00%	0.00%
\$225,001 - \$275,000	10	20.00%	100.00%	0.00%	100.00%	0.00%	0.00%
\$275,001 - \$325,000	10	20.00%	97.74%	0.00%	97.88%	97.10%	0.00%
\$325,001 - \$550,000	7	14.00%	95.83%	0.00%	93.98%	99.06%	95.83%
\$550,001 and up	5	10.00%	95.02%	95.02%	93.67%	93.86%	0.00%
Median Sold/List Ratio		98.39%		96.87%	98.77%	98.24%	95.83%
Total Closed Units		50	100%	6	37	6	1
Total Closed Volume		16,420,500		1.19M	11.80M	3.08M	345.00K

August 2023



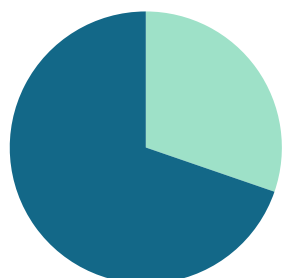
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

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

INVENTORY

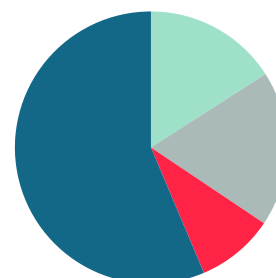


Inventory
 New Listings
79 = 30.27%
 Start Inventory
182
 Total Inventory Units
261
 Volume
\$118,896,212

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%
Median List Price	239,000	257,000	7.53%	237,750	254,500	7.05%
Median Sale Price	233,000	257,000	10.30%	235,000	248,000	5.53%
Median Percent of Selling Price to List Price	100.00%	98.39%	-1.61%	100.00%	98.89%	-1.11%
Median Days on Market to Sale	5.00	27.00	440.00%	6.00	20.00	233.33%
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

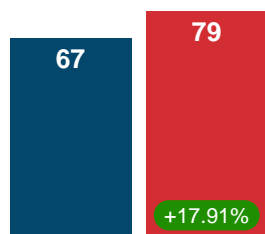
Inventory on August 31, 2023 = **177**

2022 **2023**

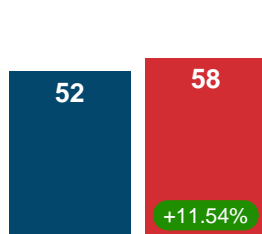
AUGUST MARKET

MEDIAN PRICES

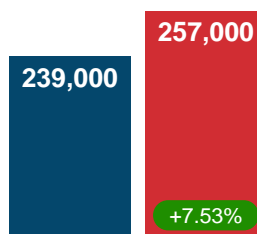
New Listings



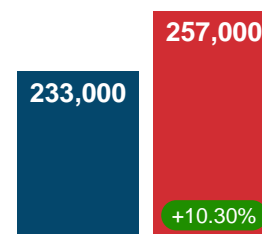
Pending Listings



List Price



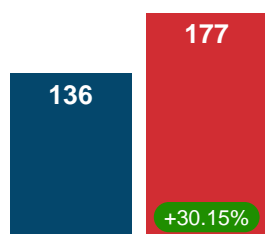
Sale Price



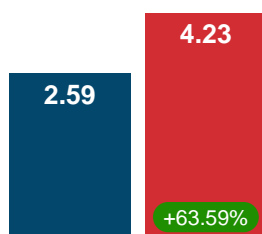
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

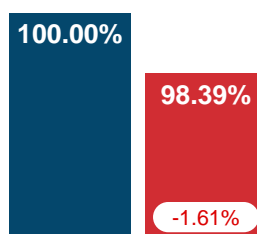
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

