

September 2023



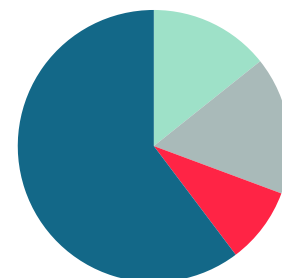
Area Delimited by County Of Bryan - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2022	2023	+/-%
Closed Listings	53	41	-22.64%
Pending Listings	35	47	34.29%
New Listings	59	61	3.39%
Average List Price	256,835	295,658	15.12%
Average Sale Price	250,347	283,710	13.33%
Average Percent of Selling Price to List Price	97.11%	95.48%	-1.68%
Average Days on Market to Sale	22.96	50.29	119.02%
End of Month Inventory	143	173	20.98%
Months Supply of Inventory	2.74	4.24	54.80%



■ Closed (14.29%)
■ Pending (16.38%)
■ Other OffMarket (9.06%)
■ Active (60.28%)

Absorption: Last 12 months, an Average of **41** Sales/Month
Active Inventory as of September 30, 2023 = **173**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of September 2023 rose **20.98%** to 173 existing homes available for sale. Over the last 12 months this area has had an average of 41 closed sales per month. This represents an unsold inventory index of **4.24** 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 **13.33%** in September 2023 to \$283,710 versus the previous year at \$250,347.

Average Days on Market Lengthens

The average number of **50.29** days that homes spent on the market before selling increased by 27.33 days or **119.02%** in September 2023 compared to last year's same month at **22.96** DOM.

Sales Success for September 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 61 New Listings in September 2023, up **3.39%** from last year at 59. Furthermore, there were 41 Closed Listings this month versus last year at 53, a **-22.64%** decrease.

Closed versus Listed trends yielded a **67.2%** ratio, down from previous year's, September 2022, at **89.8%**, a **25.18%** downswing. 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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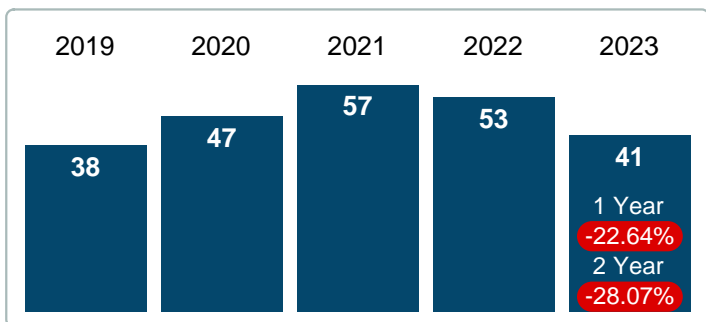
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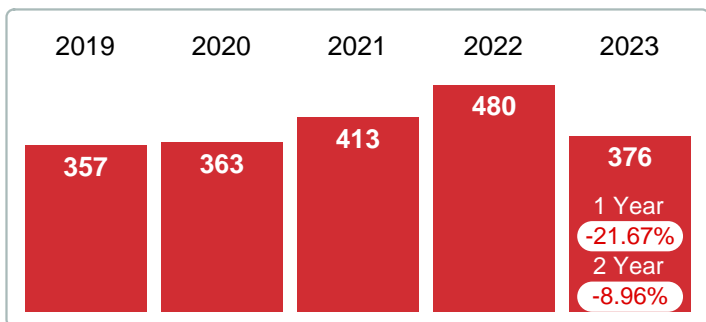
CLOSED LISTINGS

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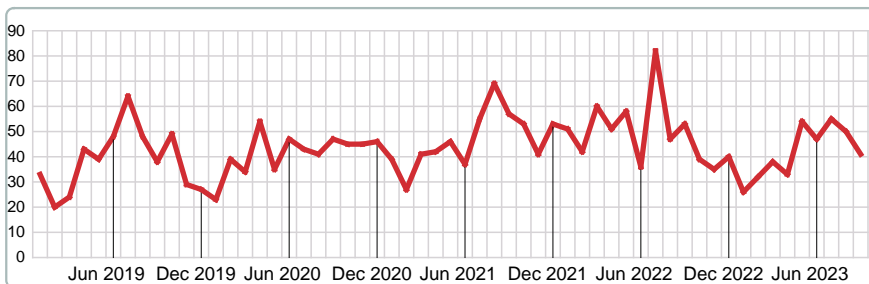
SEPTEMBER



YEAR TO DATE (YTD)

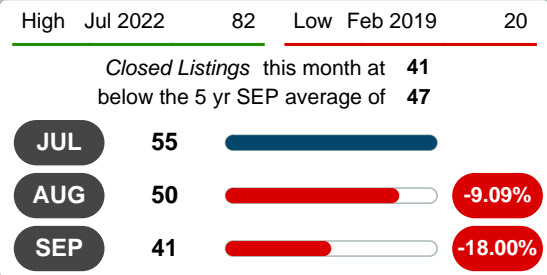


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 47



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	9.76%	95.3	3	1	0	0
\$100,001 - \$125,000	3	7.32%	50.7	0	2	1	0
\$125,001 - \$175,000	6	14.63%	39.2	0	6	0	0
\$175,001 - \$250,000	9	21.95%	15.7	0	9	0	0
\$250,001 - \$325,000	9	21.95%	53.7	0	8	1	0
\$325,001 - \$475,000	5	12.20%	81.6	0	2	3	0
\$475,001 and up	5	12.20%	52.4	0	2	1	2
Total Closed Units	41			3	30	6	2
Total Closed Volume	11,632,095	100%	50.3	221.50K	7.21M	2.37M	1.83M
Average Closed Price	\$283,710			\$73,833	\$240,390	\$394,817	\$915,000

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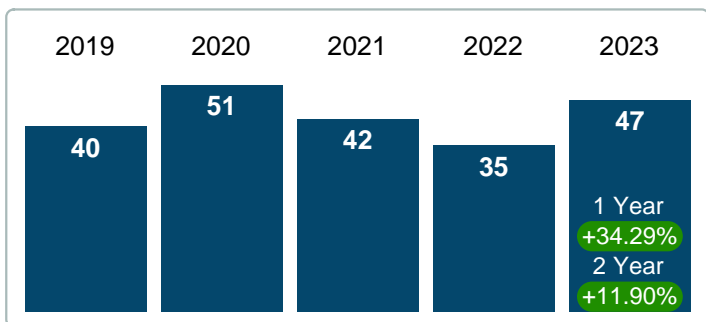
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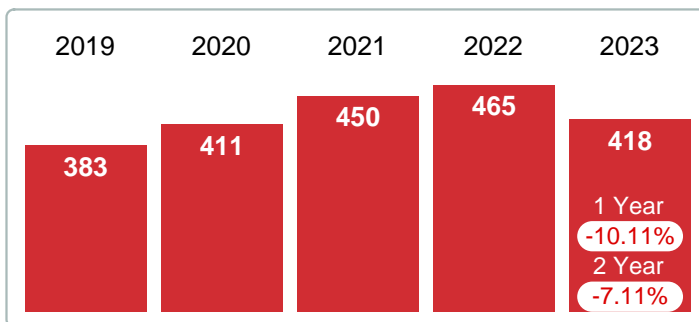
PENDING LISTINGS

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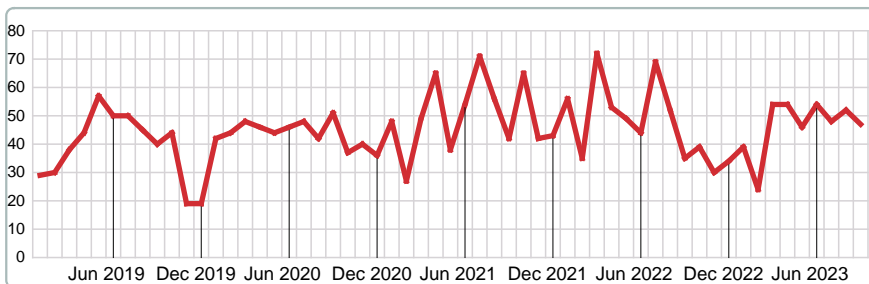
SEPTEMBER



YEAR TO DATE (YTD)

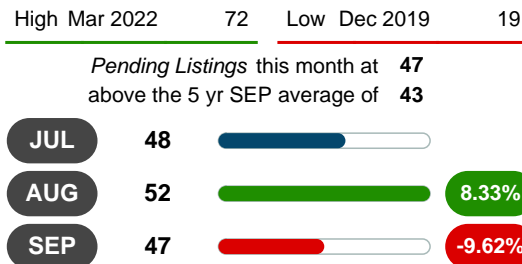


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 43



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	3	6.38%	56.0	1	2	0	0
\$100,001 - \$175,000	8	17.02%	75.4	2	6	0	0
\$175,001 - \$200,000	6	12.77%	37.7	2	4	0	0
\$200,001 - \$275,000	12	25.53%	37.7	0	10	2	0
\$275,001 - \$325,000	6	12.77%	108.0	0	3	3	0
\$325,001 - \$525,000	6	12.77%	32.3	0	1	5	0
\$525,001 and up	6	12.77%	108.7	0	1	3	2
Total Pending Units	47			5	27	13	2
Total Pending Volume	13,435,100	100%	36.8	718.80K	6.01M	5.56M	1.14M
Average Listing Price	\$312,425			\$143,760	\$222,685	\$427,992	\$569,950

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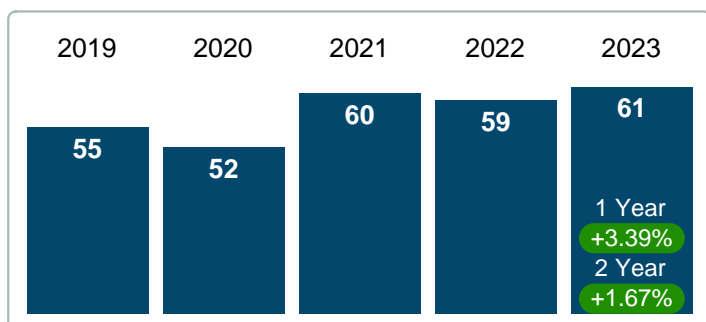
Area Delimited by County Of Bryan - Residential Property Type



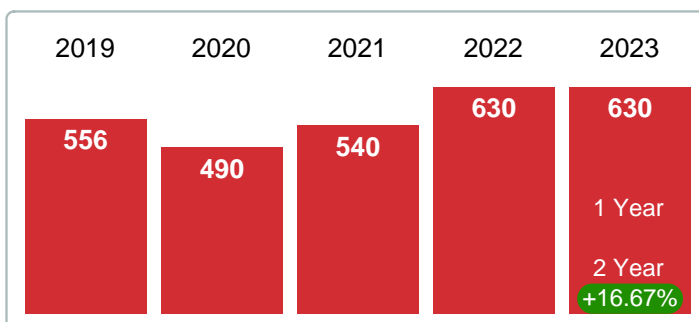
NEW LISTINGS

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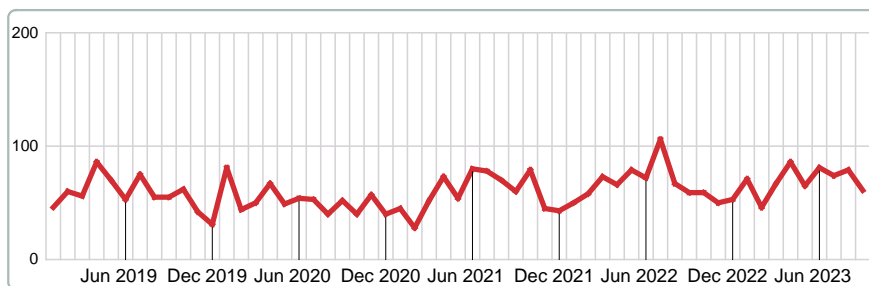
SEPTEMBER



YEAR TO DATE (YTD)

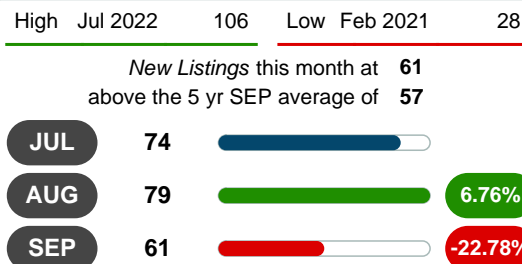


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 57



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	6	9.84%	2	3	1	0
\$125,001 - \$150,000	10	16.39%	6	4	0	0
\$150,001 - \$200,000	7	11.48%	1	2	4	0
\$200,001 - \$325,000	13	21.31%	1	9	3	0
\$325,001 - \$425,000	11	18.03%	1	6	3	1
\$425,001 - \$675,000	5	8.20%	1	3	1	0
\$675,001 and up	9	14.75%	2	2	2	3
Total New Listed Units	61		14	29	14	4
Total New Listed Volume	20,855,950	100%	3.93M	9.23M	5.03M	2.67M
Average New Listed Listing Price	\$233,233		\$281,011	\$318,172	\$359,136	\$666,725

September 2023



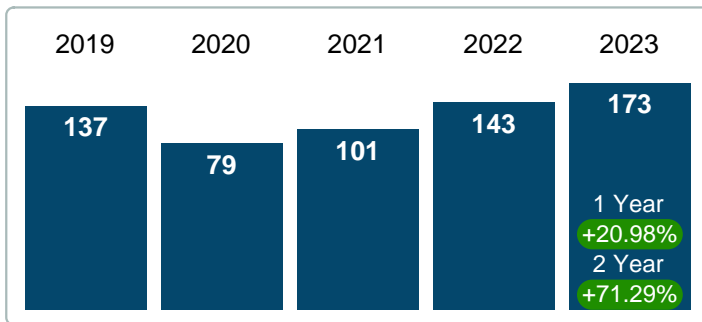
Area Delimited by County Of Bryan - Residential Property Type



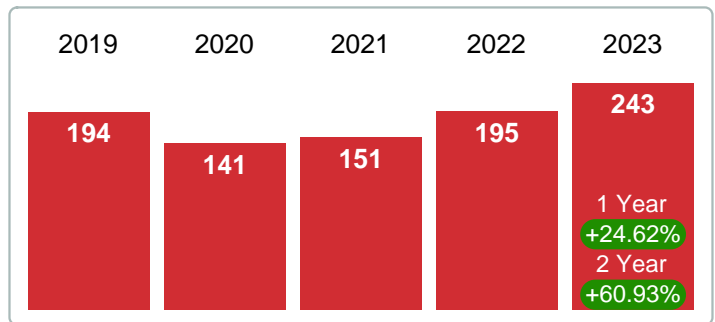
ACTIVE INVENTORY

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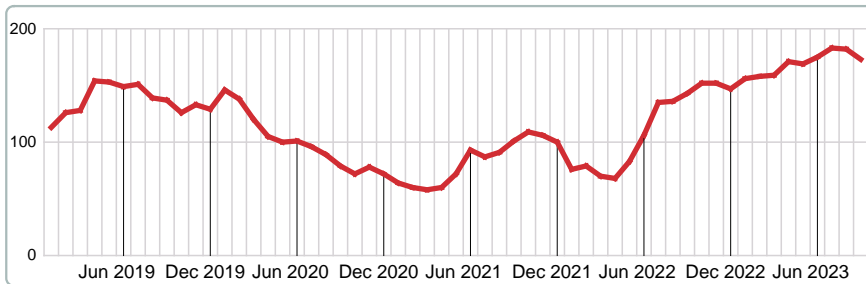
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

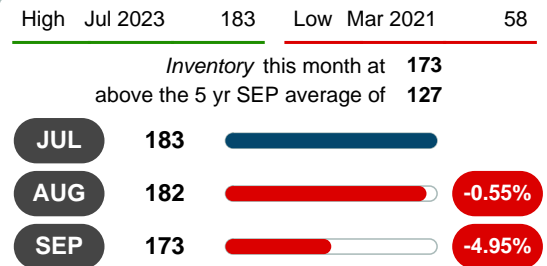


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 127



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	6.36%	62.7	2	7	2	0
\$125,001 - \$200,000	27	15.61%	67.3	6	15	5	1
\$200,001 - \$300,000	26	15.03%	68.5	1	14	11	0
\$300,001 - \$400,000	43	24.86%	69.6	3	18	21	1
\$400,001 - \$550,000	27	15.61%	93.1	2	17	7	1
\$550,001 - \$875,000	21	12.14%	66.1	2	8	6	5
\$875,001 and up	18	10.40%	128.2	0	8	7	3
Total Active Inventory by Units	173			16	87	59	11
Total Active Inventory by Volume	89,171,733	100%	78.0	4.90M	43.19M	31.07M	10.01M
Average Active Inventory Listing Price	\$515,444			\$306,334	\$496,383	\$526,639	\$910,308

September 2023



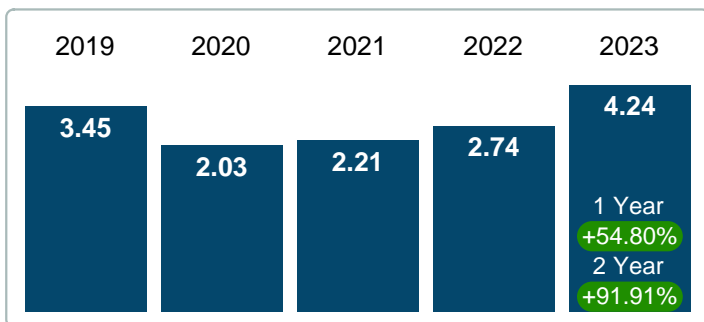
Area Delimited by County Of Bryan - Residential Property Type



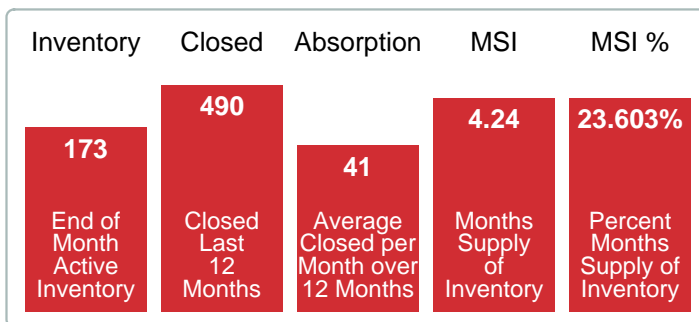
MONTHS SUPPLY of INVENTORY (MSI)

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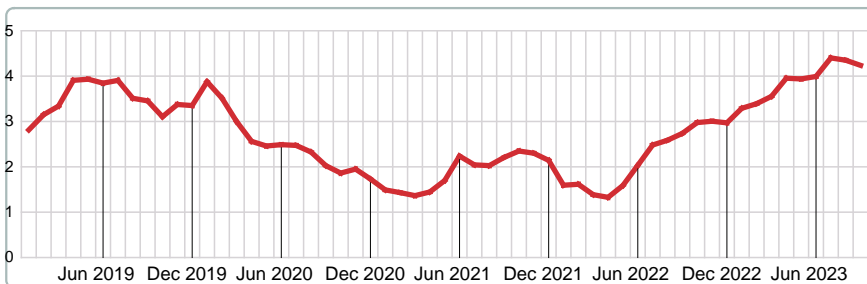
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2023

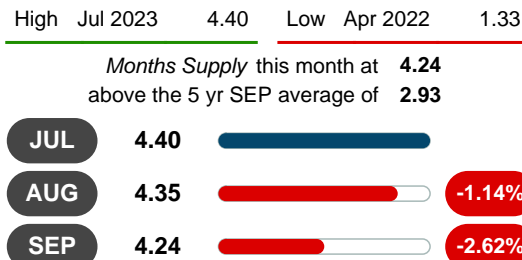


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 2.93



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	6.36%	2.03	0.69	3.36	6.00	0.00
\$125,001 - \$200,000	27	15.61%	2.82	4.00	2.17	4.62	12.00
\$200,001 - \$300,000	26	15.03%	1.69	3.00	1.21	3.22	0.00
\$300,001 - \$400,000	43	24.86%	6.62	12.00	4.91	9.00	4.00
\$400,001 - \$550,000	27	15.61%	11.17	24.00	18.55	7.64	2.00
\$550,001 - \$875,000	21	12.14%	25.20	12.00	48.00	18.00	30.00
\$875,001 and up	18	10.40%	27.00	0.00	24.00	42.00	18.00
Market Supply of Inventory (MSI)			4.24	3.05	3.39	6.87	8.25
Total Active Inventory by Units		100%	4.24	16	87	59	11

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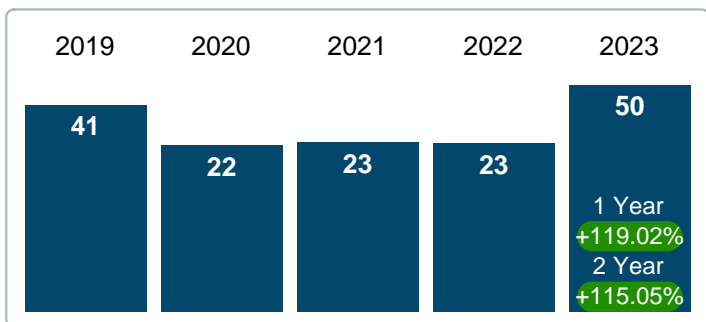
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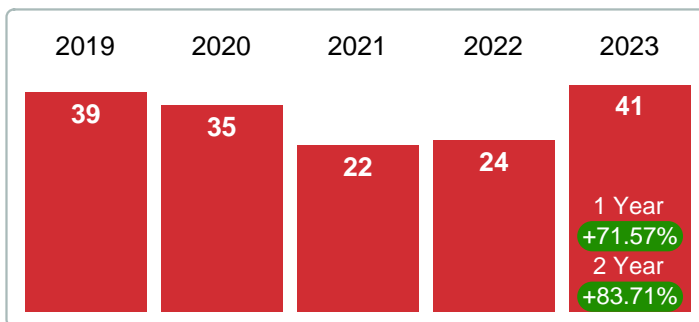
AVERAGE DAYS ON MARKET TO SALE

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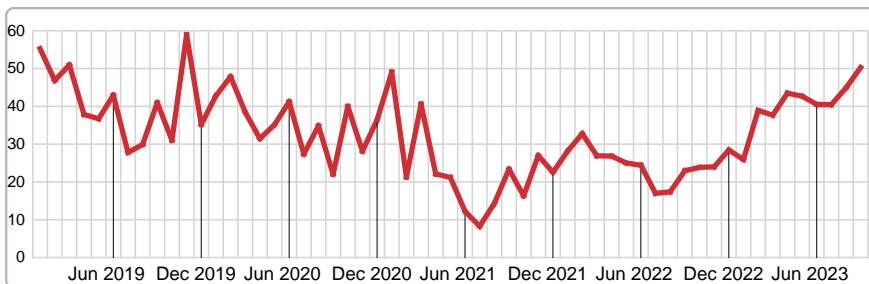
SEPTEMBER



YEAR TO DATE (YTD)

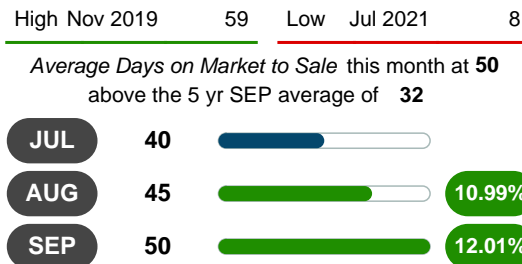


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP 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	9.76%	95	49	234	0	0
\$100,001 - \$125,000	7.32%	51	0	48	56	0
\$125,001 - \$175,000	14.63%	39	0	39	0	0
\$175,001 - \$250,000	21.95%	16	0	16	0	0
\$250,001 - \$325,000	21.95%	54	0	60	4	0
\$325,001 - \$475,000	12.20%	82	0	95	73	0
\$475,001 and up	12.20%	52	0	15	46	93
Average Closed DOM		50				
Total Closed Units	100%	50	49	47	54	93
Total Closed Volume			221.50K	7.21M	2.37M	1.83M

September 2023



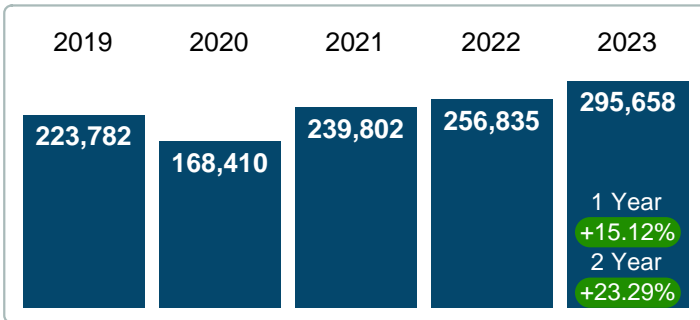
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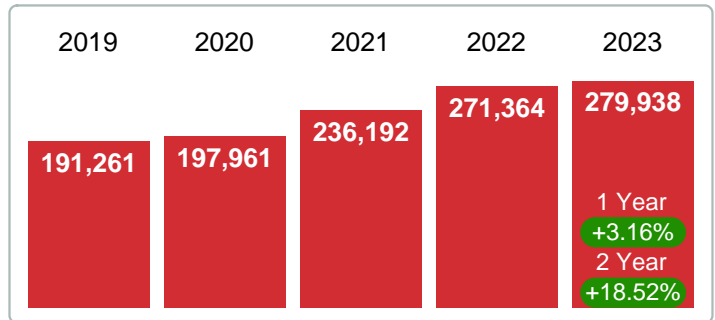
AVERAGE LIST PRICE AT CLOSING

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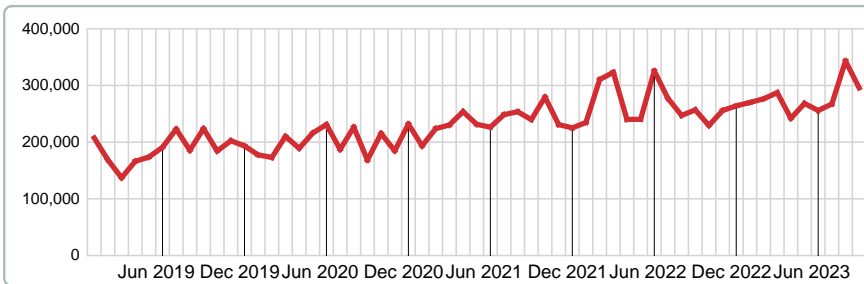
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

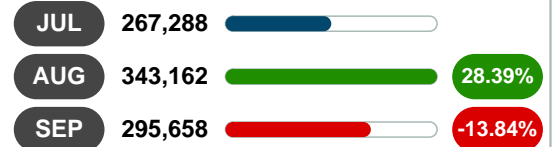


3 MONTHS

5 year SEP AVG = 236,897

High Aug 2023 343,162 Low Mar 2019 137,229

Average List Price at Closing this month at **295,658**
above the 5 yr SEP average of **236,897**



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	9.76%	82,200	76,600	99,000	0	0
\$100,001 - \$125,000	7.32%	116,666	0	117,500	114,999	0
\$125,001 - \$175,000	12.20%	148,979	0	155,649	0	0
\$175,001 - \$250,000	24.39%	219,210	0	222,567	0	0
\$250,001 - \$325,000	17.07%	277,629	0	287,813	299,900	0
\$325,001 - \$475,000	17.07%	369,686	0	440,500	349,267	0
\$475,001 and up	12.20%	795,000	0	525,000	975,000	975,000
Average List Price		295,658	76,600	250,150	406,283	975,000
Total Closed Units	100%	295,658	3	30	6	2
Total Closed Volume		12,121,993	229.80K	7.50M	2.44M	1.95M

September 2023



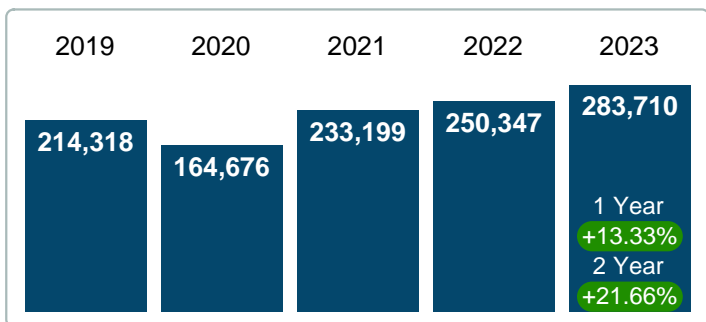
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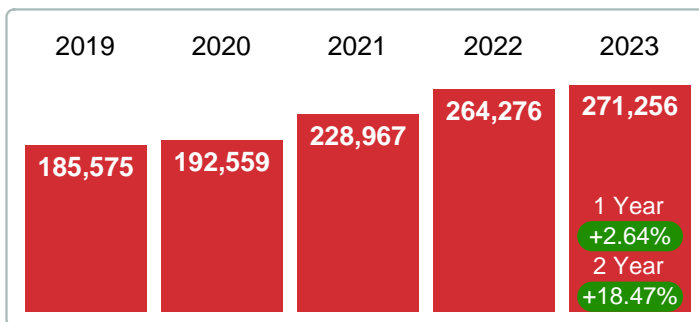
AVERAGE SOLD PRICE AT CLOSING

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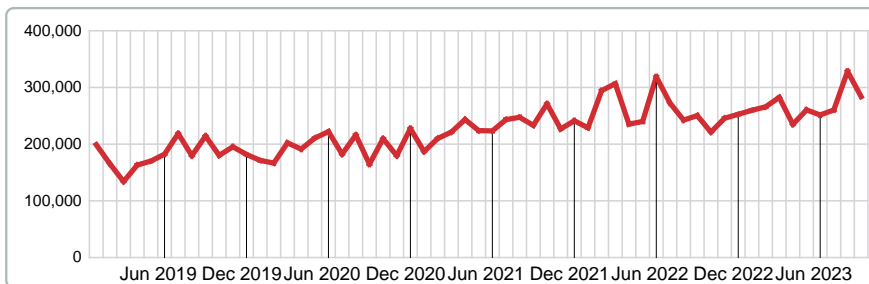
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

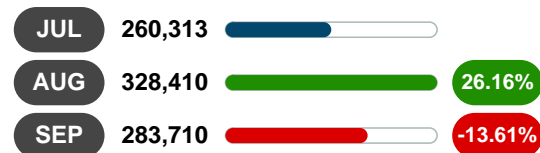


3 MONTHS

5 year SEP AVG = 229,250

High Aug 2023 328,410 Low Mar 2019 134,075

Average Sold Price at Closing this month at **283,710** above the 5 yr SEP average of **229,250**



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	4	9.76%	67,875	73,833	50,000	0	0
\$100,001 - \$125,000	3	7.32%	106,333	0	104,500	110,000	0
\$125,001 - \$175,000	6	14.63%	146,666	0	146,666	0	0
\$175,001 - \$250,000	9	21.95%	217,189	0	217,189	0	0
\$250,001 - \$325,000	9	21.95%	286,500	0	284,313	304,000	0
\$325,001 - \$475,000	5	12.20%	379,980	0	427,500	348,300	0
\$475,001 and up	5	12.20%	745,700	0	494,250	910,000	915,000
Average Sold Price			283,710	73,833	240,390	394,817	915,000
Total Closed Units		100%	283,710	3	30	6	2
Total Closed Volume			11,632,095	221.50K	7.21M	2.37M	1.83M

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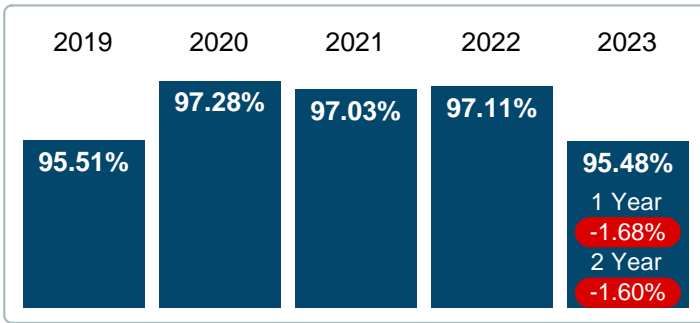
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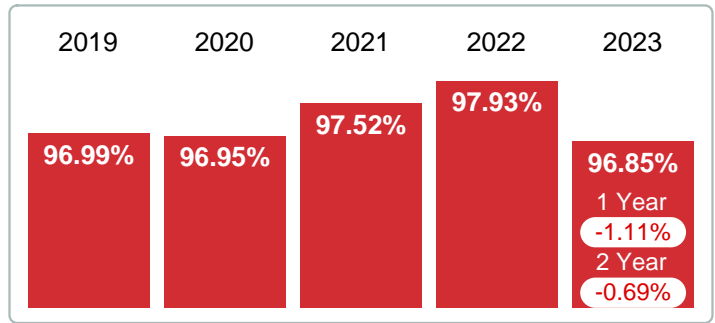
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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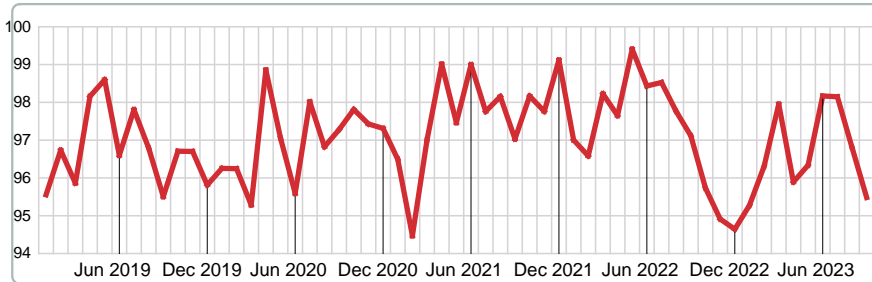
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

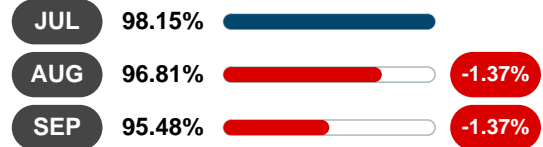


3 MONTHS

5 year SEP AVG = 96.48%

High May 2022 99.41% Low Feb 2021 94.47%

Average Sold/List Ratio this month at **95.48%**
below the 5 yr SEP average of **96.48%**



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	9.76%	84.21%	95.44%	50.51%	0.00%	0.00%
\$100,001 - \$125,000	3	7.32%	91.23%	0.00%	89.02%	95.65%	0.00%
\$125,001 - \$175,000	6	14.63%	95.11%	0.00%	95.11%	0.00%	0.00%
\$175,001 - \$250,000	9	21.95%	97.42%	0.00%	97.42%	0.00%	0.00%
\$250,001 - \$325,000	9	21.95%	99.16%	0.00%	98.88%	101.37%	0.00%
\$325,001 - \$475,000	5	12.20%	98.69%	0.00%	96.98%	99.82%	0.00%
\$475,001 and up	5	12.20%	94.18%	0.00%	94.17%	93.33%	94.61%
Average Sold/List Ratio		95.50%		95.44%	94.98%	98.30%	94.61%
Total Closed Units		41	100%	3	30	6	2
Total Closed Volume		11,632,095		221.50K	7.21M	2.37M	1.83M

September 2023



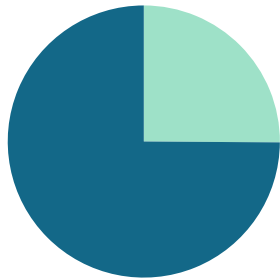
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

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

INVENTORY

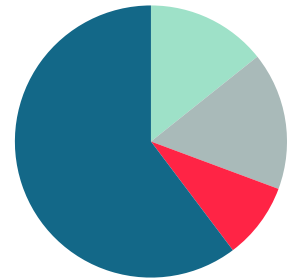


Inventory
 New Listings
61 = 25.10%
 Start Inventory
182
 Total Inventory Units
243
 Volume
\$111,005,813

Market Activity

Closed Sales
41 = 14.29%
 Pending Sales
47 = 16.38%
 Other Off Market
26 = 9.06%
 Active Inventory
173 = 60.28%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	53	41	-22.64%	480	376	-21.67%
Pending Sales	35	47	34.29%	465	418	-10.11%
New Listings	59	61	3.39%	630	630	0.00%
Average List Price	256,835	295,658	15.12%	271,364	279,938	3.16%
Average Sale Price	250,347	283,710	13.33%	264,276	271,256	2.64%
Average Percent of Selling Price to List Price	97.11%	95.48%	-1.68%	97.93%	96.85%	-1.11%
Average Days on Market to Sale	22.96	50.29	119.02%	24.07	41.30	71.57%
Monthly Inventory	143	173	20.98%	143	173	20.98%
Months Supply of Inventory	2.74	4.24	54.80%	2.74	4.24	54.80%

Absorption: Last 12 months, an Average of **41** Sales/Month

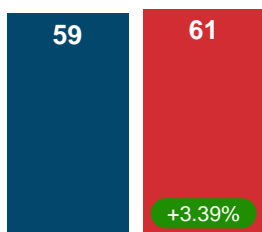
Inventory on September 30, 2023 = **173**

2022 **2023**

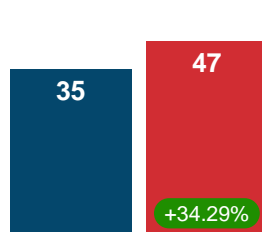
SEPTEMBER MARKET

AVERAGE PRICES

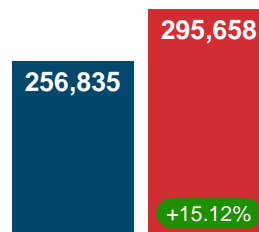
New Listings



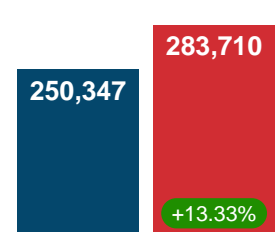
Pending Listings



List Price



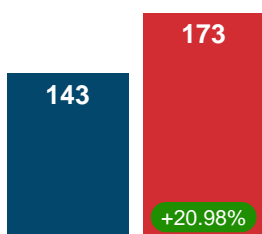
Sale Price



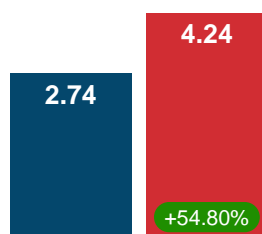
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

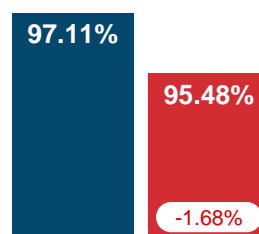
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

