

October 2023



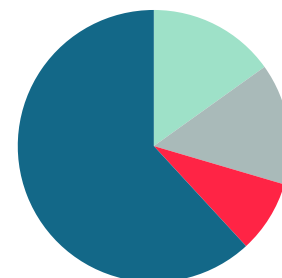
Area Delimited by County Of Bryan - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	October 2023	+/-%
Closed Listings	39	44	12.82%
Pending Listings	39	42	7.69%
New Listings	59	66	11.86%
Average List Price	229,392	315,425	37.50%
Average Sale Price	221,263	303,964	37.38%
Average Percent of Selling Price to List Price	95.73%	96.56%	0.86%
Average Days on Market to Sale	23.85	46.55	95.19%
End of Month Inventory	152	180	18.42%
Months Supply of Inventory	2.98	4.36	46.65%



■ Closed (15.12%)
■ Pending (14.43%)
■ Other OffMarket (8.59%)
■ Active (61.86%)

Absorption: Last 12 months, an Average of **41** Sales/Month
Active Inventory as of October 31, 2023 = **180**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2023 rose **18.42%** to 180 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 **4.36** 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 **37.38%** in October 2023 to \$303,964 versus the previous year at \$221,263.

Average Days on Market Lengthens

The average number of **46.55** days that homes spent on the market before selling increased by 22.70 days or **95.19%** in October 2023 compared to last year's same month at **23.85** DOM.

Sales Success for October 2023 is Positive

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

There were 66 New Listings in October 2023, up **11.86%** from last year at 59. Furthermore, there were 44 Closed Listings this month versus last year at 39, a **12.82%** increase.

Closed versus Listed trends yielded a **66.7%** ratio, up from previous year's, October 2022, at **66.1%**, a **0.85%** upswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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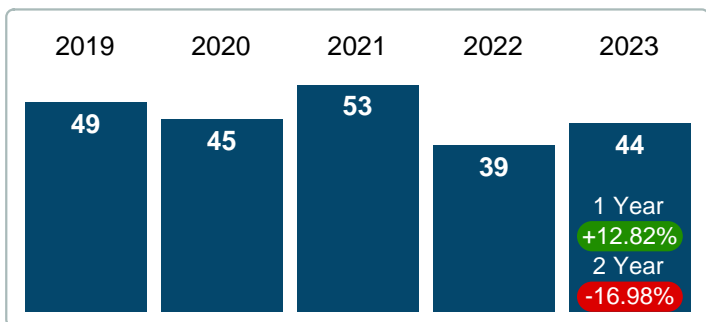
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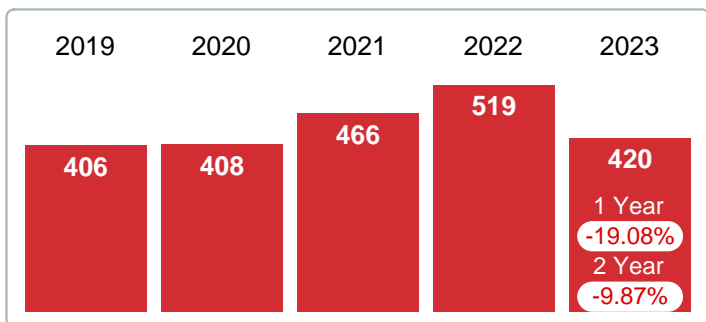
CLOSED LISTINGS

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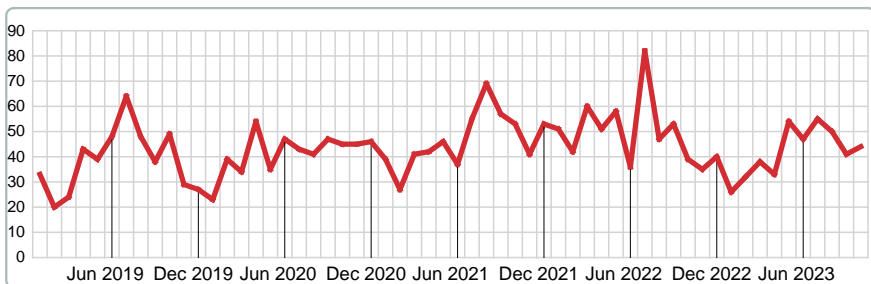
OCTOBER



YEAR TO DATE (YTD)

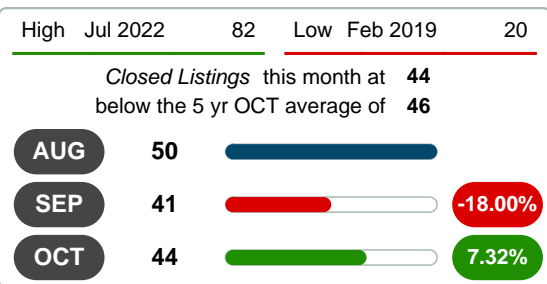


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 46



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	5	11.36%	18.0	2	3	0	0
\$125,001 - \$175,000	6	13.64%	43.3	2	4	0	0
\$175,001 - \$225,000	4	9.09%	46.8	0	3	1	0
\$225,001 - \$300,000	12	27.27%	40.4	0	10	2	0
\$300,001 - \$350,000	7	15.91%	45.3	0	1	5	1
\$350,001 - \$575,000	5	11.36%	51.4	0	1	4	0
\$575,001 and up	5	11.36%	90.4	1	0	3	1
Total Closed Units	44			5	22	15	2
Total Closed Volume	13,374,400	100%	46.5	1.34M	4.81M	6.33M	892.50K
Average Closed Price	\$303,964			\$268,800	\$218,477	\$422,093	\$446,250

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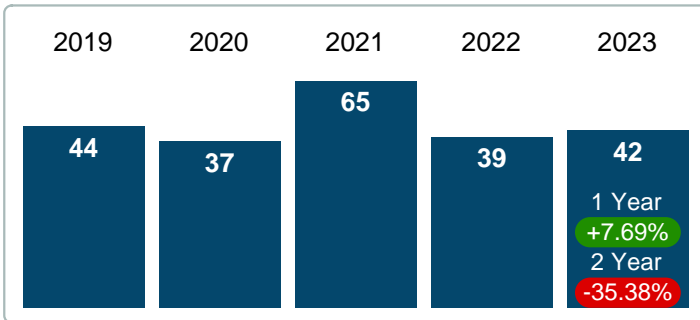
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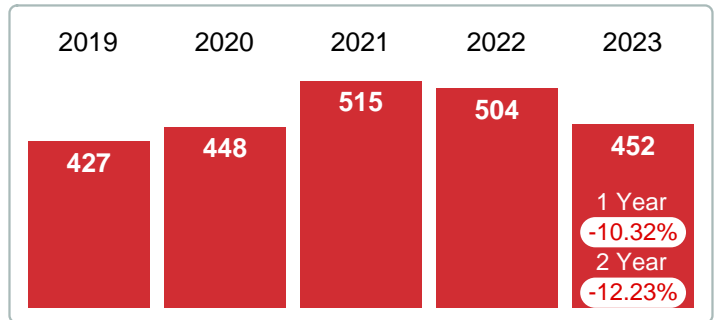
PENDING LISTINGS

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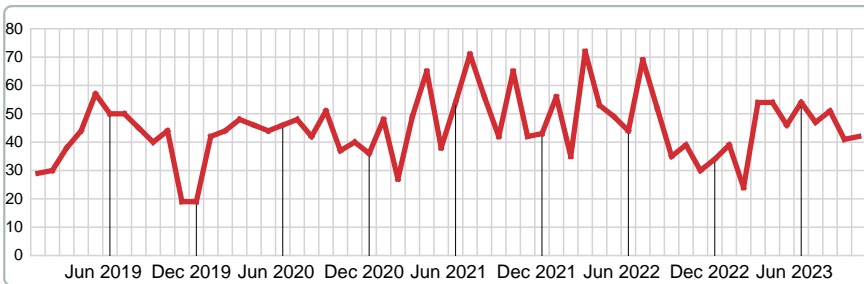
OCTOBER



YEAR TO DATE (YTD)

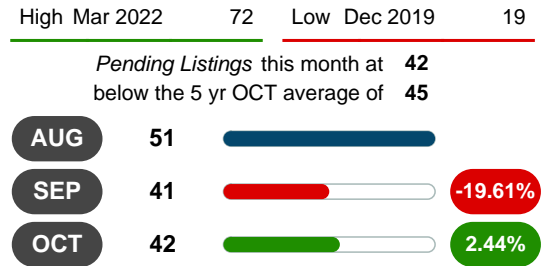


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 45



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	2	4.76%	3.5	1	1	0	0
\$100,001 - \$125,000	5	11.90%	26.2	1	2	2	0
\$125,001 - \$150,000	6	14.29%	77.2	2	3	1	0
\$150,001 - \$250,000	13	30.95%	52.7	1	10	2	0
\$250,001 - \$350,000	5	11.90%	36.0	0	3	2	0
\$350,001 - \$475,000	6	14.29%	87.0	0	5	1	0
\$475,001 and up	5	11.90%	76.6	1	2	1	1
Total Pending Units	42			6	26	9	1
Total Pending Volume	11,042,600	100%	26.5	1.45M	6.58M	2.21M	799.00K
Average Listing Price	\$267,227			\$242,317	\$252,992	\$245,767	\$799,000

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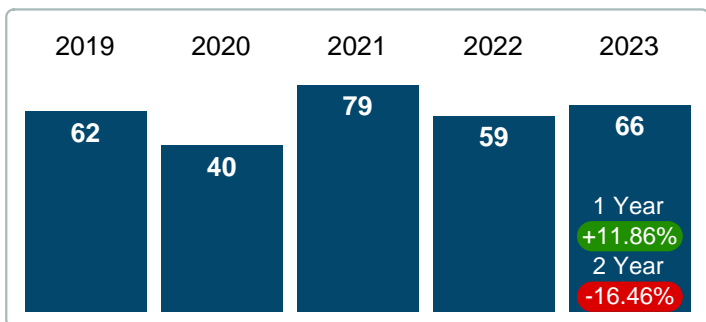
Area Delimited by County Of Bryan - Residential Property Type



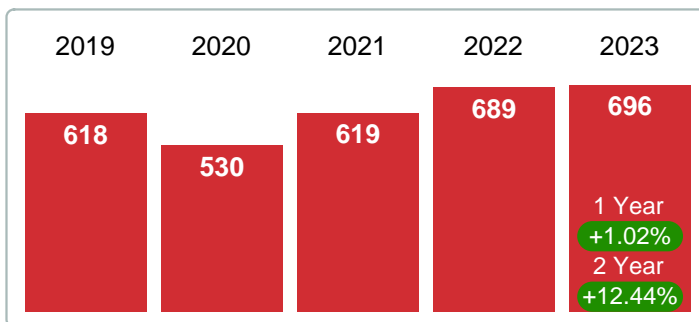
NEW LISTINGS

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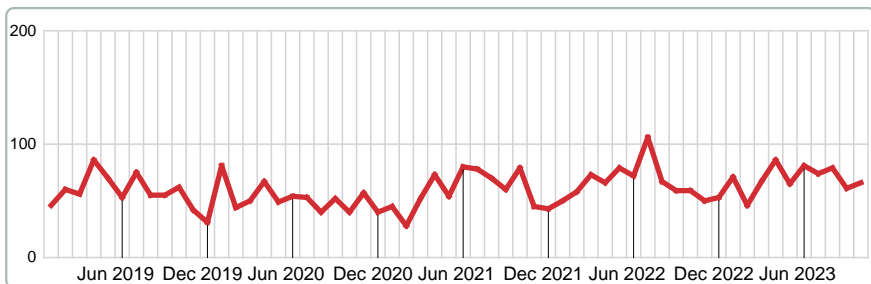
OCTOBER



YEAR TO DATE (YTD)

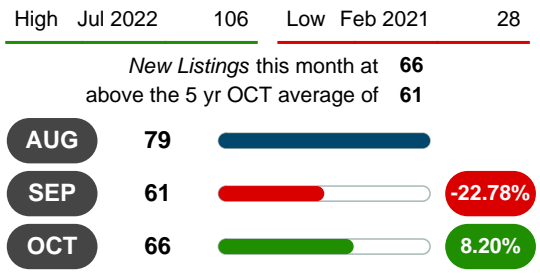


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 61



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	4	6.06%	1	1	2	0
\$100,001 - \$175,000	11	16.67%	6	4	1	0
\$175,001 - \$225,000	8	12.12%	1	4	3	0
\$225,001 - \$275,000	18	27.27%	0	14	4	0
\$275,001 - \$325,000	9	13.64%	0	3	5	1
\$325,001 - \$525,000	9	13.64%	0	6	1	2
\$525,001 and up	7	10.61%	2	1	2	2
Total New Listed Units	66		10	33	18	5
Total New Listed Volume	19,086,163	100%	2.49M	8.66M	5.46M	2.48M
Average New Listed Listing Price	\$219,100		\$249,390	\$262,358	\$303,142	\$495,580

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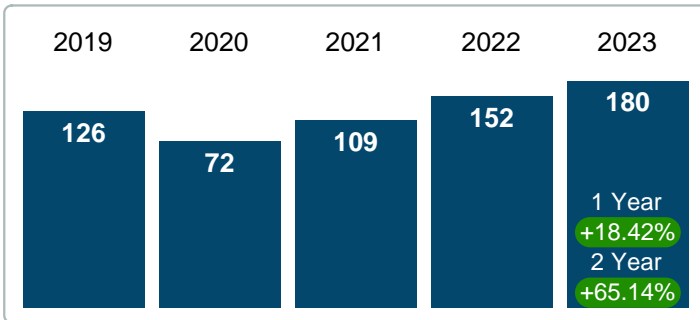
Area Delimited by County Of Bryan - Residential Property Type



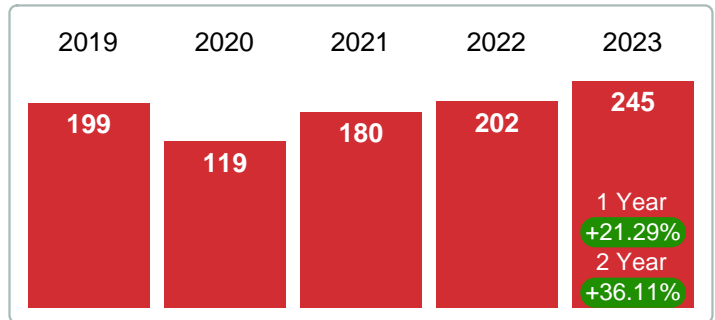
ACTIVE INVENTORY

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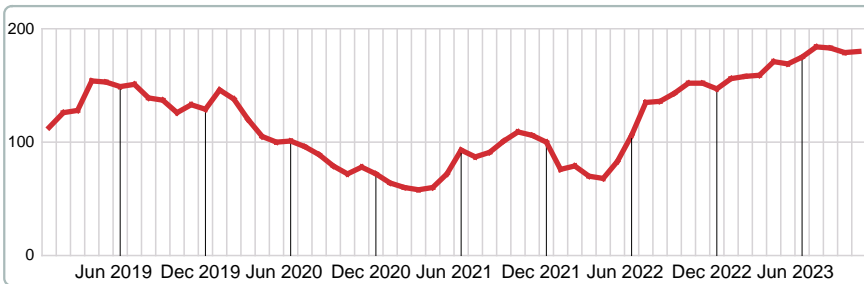
END OF OCTOBER



ACTIVE DURING OCTOBER

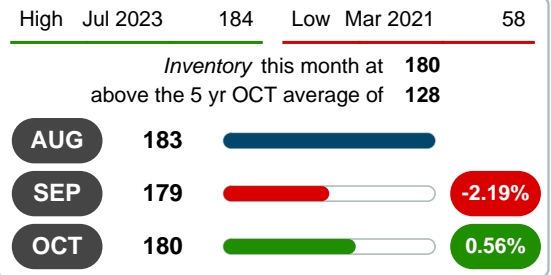


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 128



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	18	10.00%	52.4	8	9	1	0
\$150,001 - \$225,000	17	9.44%	55.3	2	8	6	1
\$225,001 - \$275,000	26	14.44%	74.0	1	17	8	0
\$275,001 - \$375,000	50	27.78%	78.7	2	22	24	2
\$375,001 - \$525,000	27	15.00%	93.0	2	13	9	3
\$525,001 - \$875,000	25	13.89%	79.7	3	8	8	6
\$875,001 and up	17	9.44%	135.6	0	7	7	3
Total Active Inventory by Units	180			18	84	63	15
Total Active Inventory by Volume	88,846,880	100%	80.8	5.35M	40.98M	30.84M	11.67M
Average Active Inventory Listing Price	\$493,594			\$297,336	\$487,887	\$489,525	\$778,153

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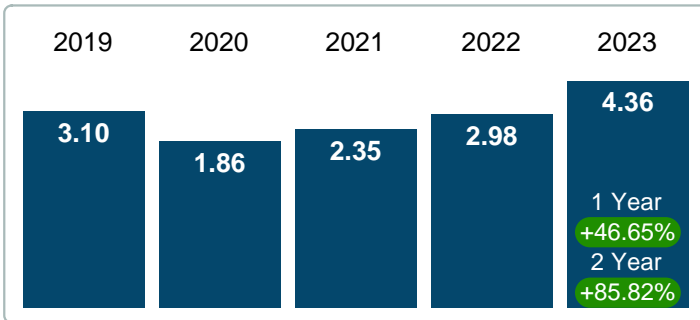
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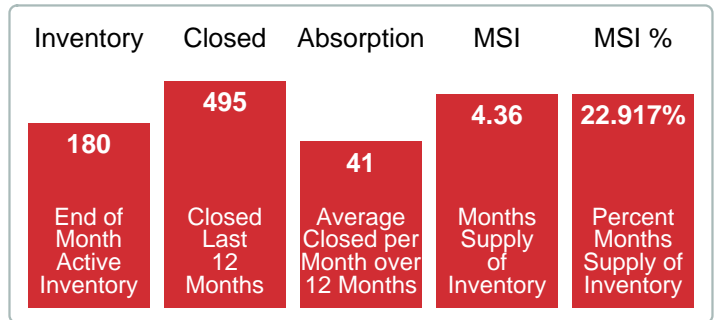
MONTHS SUPPLY of INVENTORY (MSI)

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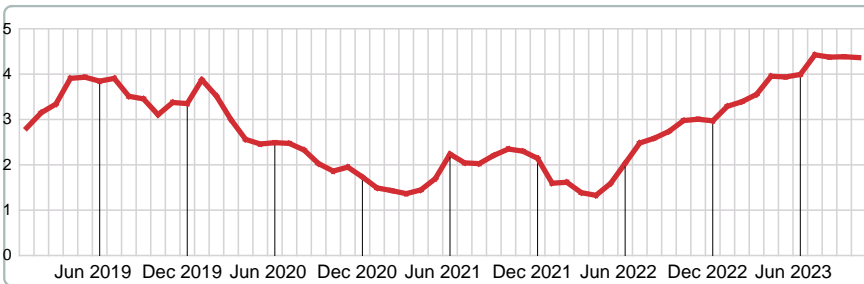
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2023

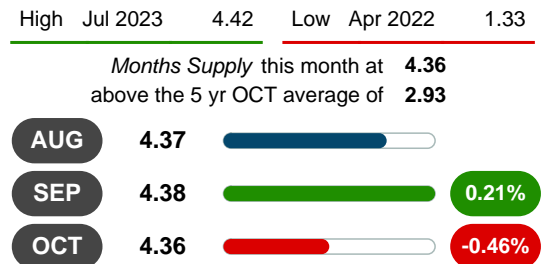


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT 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
\$150,000 and less	18	10.00%	2.20	2.18	2.35	1.71	0.00
\$150,001 - \$225,000	17	9.44%	1.84	3.00	1.07	6.00	12.00
\$225,001 - \$275,000	26	14.44%	2.64	12.00	2.24	3.84	0.00
\$275,001 - \$375,000	50	27.78%	6.06	24.00	4.40	8.23	8.00
\$375,001 - \$525,000	27	15.00%	8.10	12.00	8.67	6.75	9.00
\$525,001 - \$875,000	25	13.89%	14.29	12.00	48.00	9.60	12.00
\$875,001 and up	17	9.44%	25.50	0.00	21.00	42.00	18.00
Market Supply of Inventory (MSI)			4.36	3.66	3.24	7.07	10.00
Total Active Inventory by Units		100%	4.36	18	84	63	15

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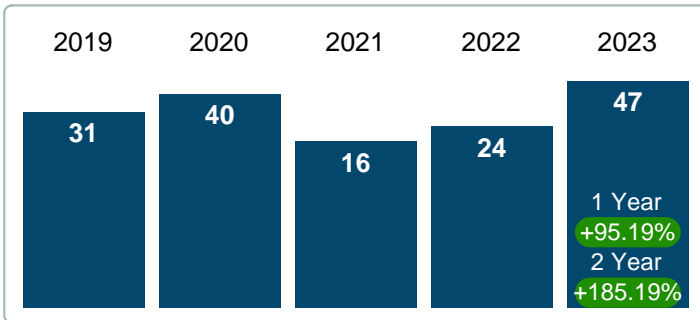
Area Delimited by County Of Bryan - Residential Property Type



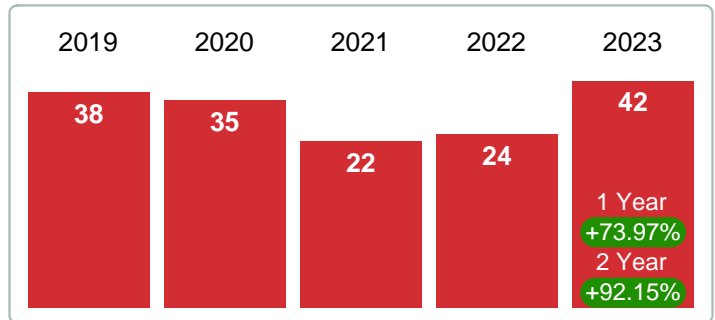
AVERAGE DAYS ON MARKET TO SALE

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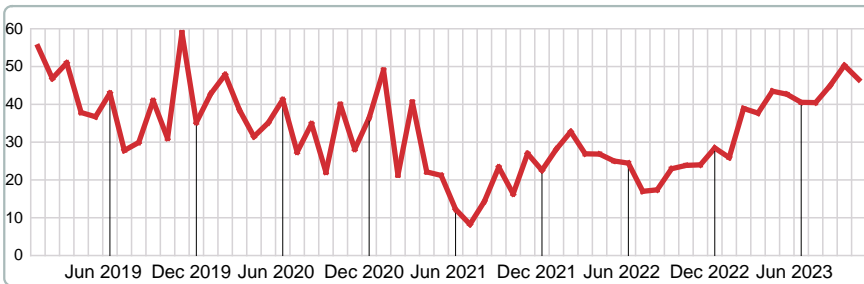
OCTOBER



YEAR TO DATE (YTD)

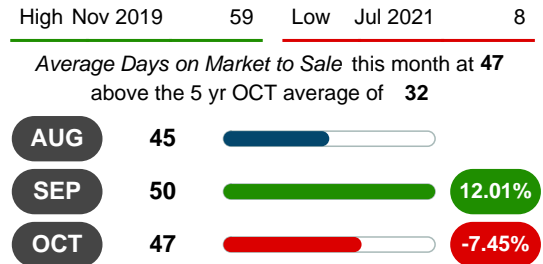


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT 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
\$125,000 and less	11.36%	18	14	21	0	0
\$125,001 - \$175,000	13.64%	43	2	64	0	0
\$175,001 - \$225,000	9.09%	47	0	62	1	0
\$225,001 - \$300,000	27.27%	40	0	43	29	0
\$300,001 - \$350,000	15.91%	45	0	80	30	88
\$350,001 - \$575,000	11.36%	51	0	22	59	0
\$575,001 and up	11.36%	90	1	0	70	241
Average Closed DOM		47	7	47	44	165
Total Closed Units	100%	47	5	22	15	2
Total Closed Volume		13,374,400	1.34M	4.81M	6.33M	892.50K

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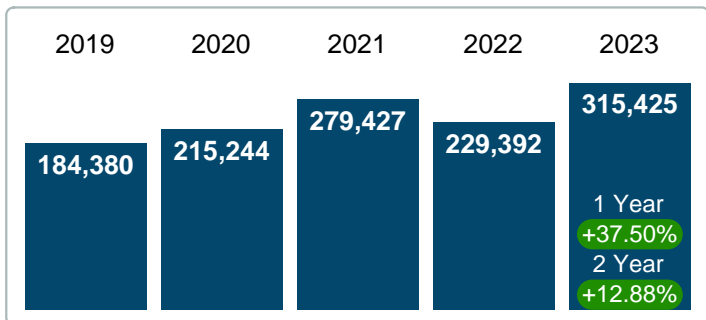
Area Delimited by County Of Bryan - Residential Property Type



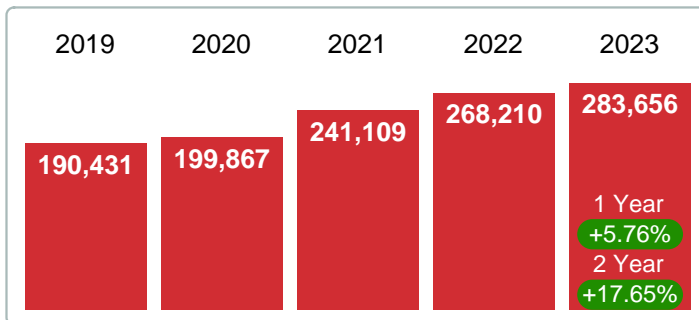
AVERAGE LIST PRICE AT CLOSING

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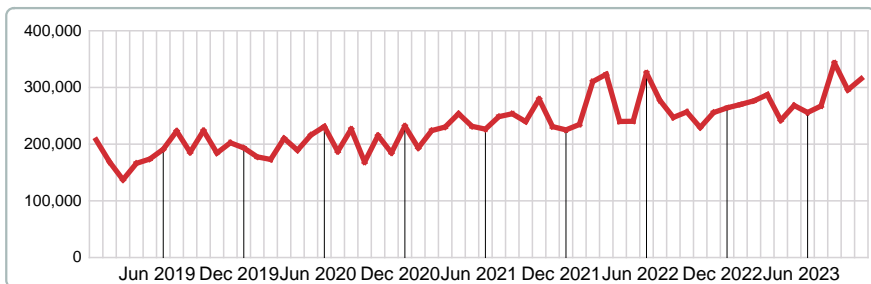
OCTOBER



YEAR TO DATE (YTD)

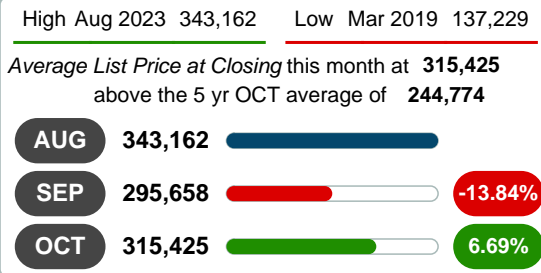


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 244,774



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
\$125,000 and less	11.36%	104,960	117,450	96,633	0	0
\$125,001 - \$175,000	6.82%	144,667	152,000	174,975	0	0
\$175,001 - \$225,000	13.64%	201,317	0	217,667	220,000	0
\$225,001 - \$300,000	27.27%	244,858	0	253,680	242,000	0
\$300,001 - \$350,000	18.18%	323,350	0	348,900	320,080	320,000
\$350,001 - \$575,000	11.36%	464,600	0	546,000	444,250	0
\$575,001 and up	11.36%	772,780	810,000	0	821,333	589,900
Average List Price		315,425	269,780	230,659	436,360	454,950
Total Closed Units	100%	315,425	5	22	15	2
Total Closed Volume		13,878,700	1.35M	5.07M	6.55M	909.90K

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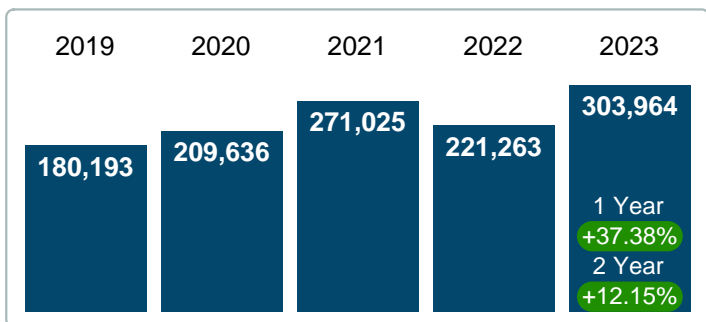
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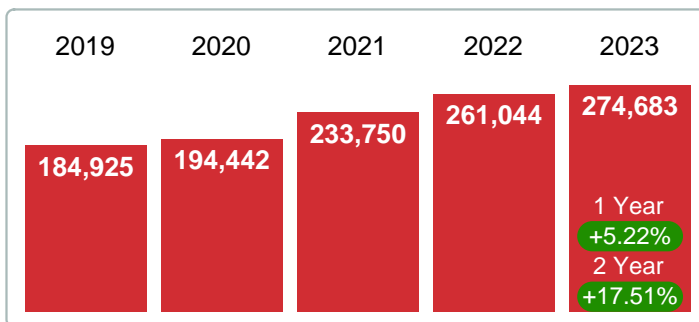
AVERAGE SOLD PRICE AT CLOSING

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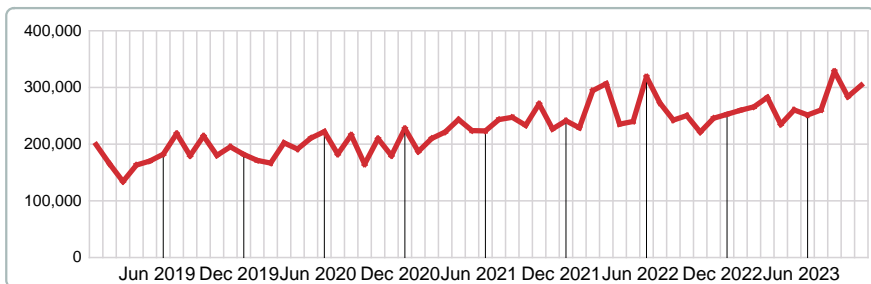
OCTOBER



YEAR TO DATE (YTD)

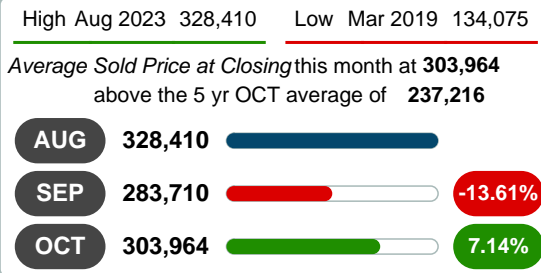


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 237,216



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
\$125,000 and less	11.36%	100,000	115,000	90,000	0	0
\$125,001 - \$175,000	13.64%	156,833	152,000	159,250	0	0
\$175,001 - \$225,000	9.09%	212,500	0	210,000	220,000	0
\$225,001 - \$300,000	27.27%	245,750	0	245,450	247,250	0
\$300,001 - \$350,000	15.91%	316,986	0	337,000	314,380	310,000
\$350,001 - \$575,000	11.36%	446,600	0	478,000	438,750	0
\$575,001 and up	11.36%	736,500	810,000	0	763,333	582,500
Average Sold Price		303,964	268,800	218,477	422,093	446,250
Total Closed Units	100%	303,964	5	22	15	2
Total Closed Volume		13,374,400	1.34M	4.81M	6.33M	892.50K

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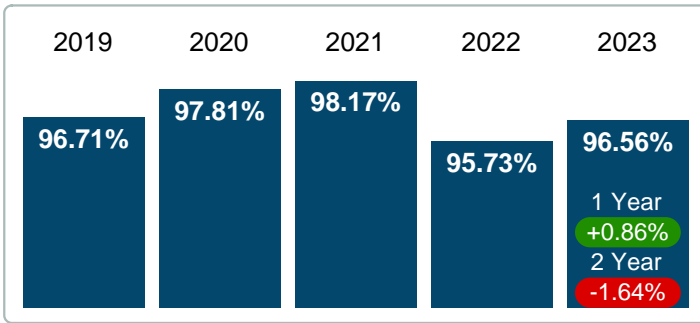
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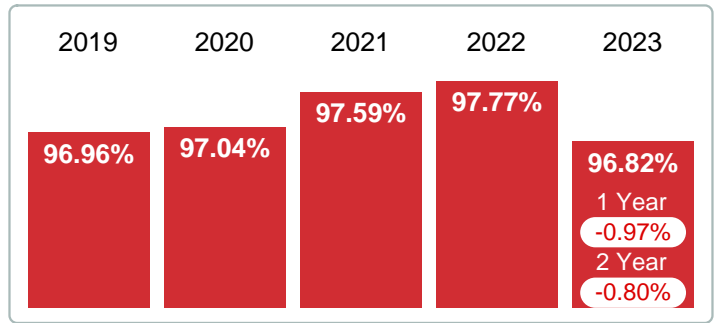
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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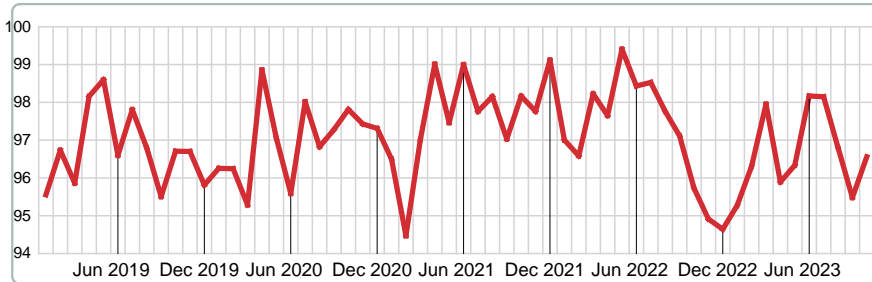
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

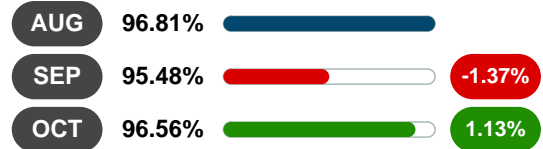


3 MONTHS

5 year OCT AVG = 97.00%

High May 2022 99.41% Low Feb 2021 94.47%

Average Sold/List Ratio this month at **96.56%** equal to 5 yr OCT average of **97.00%**



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
\$125,000 and less	5	11.36%	94.46%	97.77%	92.25%	0.00%	0.00%
\$125,001 - \$175,000	6	13.64%	94.51%	100.00%	91.77%	0.00%	0.00%
\$175,001 - \$225,000	4	9.09%	97.37%	0.00%	96.49%	100.00%	0.00%
\$225,001 - \$300,000	12	27.27%	97.98%	0.00%	97.15%	102.17%	0.00%
\$300,001 - \$350,000	7	15.91%	97.79%	0.00%	96.59%	98.21%	96.88%
\$350,001 - \$575,000	5	11.36%	96.49%	0.00%	87.55%	98.73%	0.00%
\$575,001 and up	5	11.36%	95.40%	100.00%	0.00%	92.75%	98.75%
Average Sold/List Ratio		96.60%		99.11%	94.95%	97.91%	97.81%
Total Closed Units		44	100%	5	22	15	2
Total Closed Volume		13,374,400		1.34M	4.81M	6.33M	892.50K

October 2023



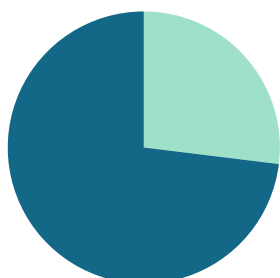
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

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

INVENTORY

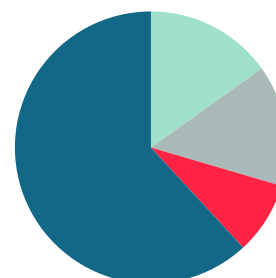


Inventory
 New Listings
66 = 26.94%
 Start Inventory
179
 Total Inventory Units
245
 Volume
\$109,241,314

Market Activity

Closed Sales
44 = 15.12%
 Pending Sales
42 = 14.43%
 Other Off Market
25 = 8.59%
 Active Inventory
180 = 61.86%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	39	44	12.82%	519	420	-19.08%
Pending Sales	39	42	7.69%	504	452	-10.32%
New Listings	59	66	11.86%	689	696	1.02%
Average List Price	229,392	315,425	37.50%	268,210	283,656	5.76%
Average Sale Price	221,263	303,964	37.38%	261,044	274,683	5.22%
Average Percent of Selling Price to List Price	95.73%	96.56%	0.86%	97.77%	96.82%	-0.97%
Average Days on Market to Sale	23.85	46.55	95.19%	24.05	41.85	73.97%
Monthly Inventory	152	180	18.42%	152	180	18.42%
Months Supply of Inventory	2.98	4.36	46.65%	2.98	4.36	46.65%

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

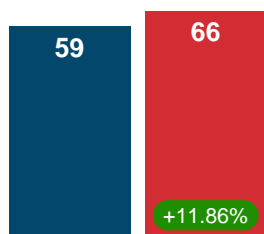
Inventory on October 31, 2023 = **180**

2022 **2023**

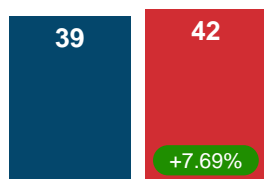
OCTOBER MARKET

AVERAGE PRICES

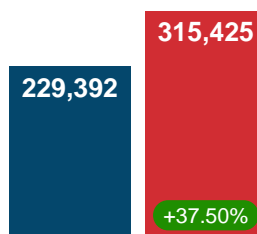
New Listings



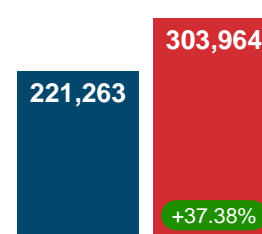
Pending Listings



List Price



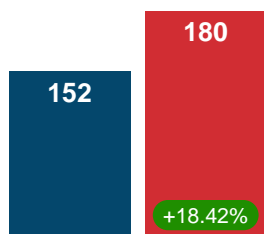
Sale Price



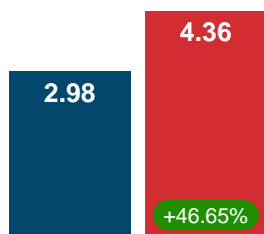
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

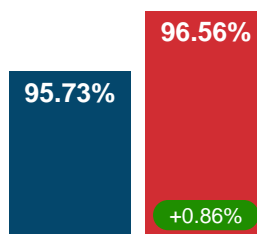
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

