

October 2023



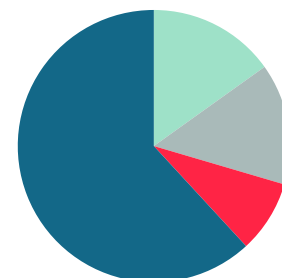
Area Delimited by County Of Bryan - Residential Property Type



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%
Median List Price	238,900	248,950	4.21%
Median Sale Price	235,500	243,250	3.29%
Median Percent of Selling Price to List Price	98.58%	98.17%	-0.41%
Median Days on Market to Sale	9.00	27.50	205.56%
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.

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 **3.29%** in October 2023 to \$243,250 versus the previous year at \$235,500.

Median Days on Market Lengthens

The median number of **27.50** days that homes spent on the market before selling increased by 18.50 days or **205.56%** in October 2023 compared to last year's same month at **9.00** DOM.

Sales Success for October 2023 is Positive

Overall, with Median 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.

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

October 2023



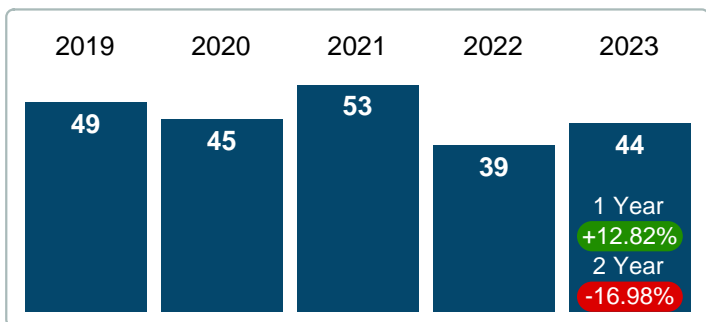
Area Delimited by County Of Bryan - Residential Property Type



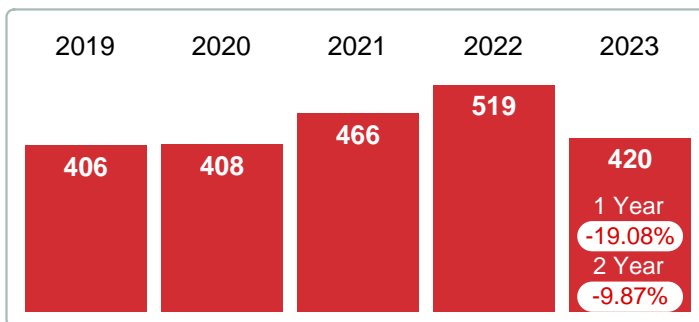
CLOSED LISTINGS

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

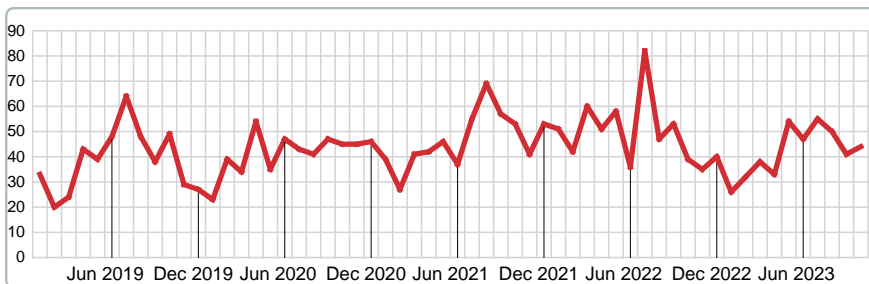
OCTOBER



YEAR TO DATE (YTD)

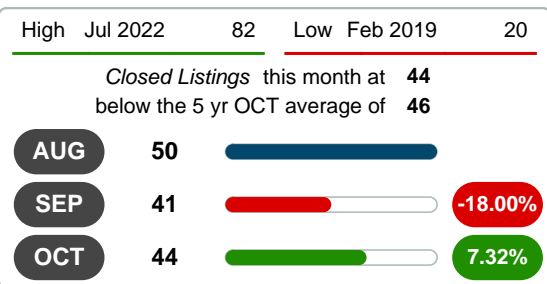


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 46



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	5	11.36%	1.0	2	3	0	0
\$125,001 - \$175,000	6	13.64%	12.5	2	4	0	0
\$175,001 - \$225,000	4	9.09%	49.5	0	3	1	0
\$225,001 - \$300,000	12	27.27%	4.5	0	10	2	0
\$300,001 - \$350,000	7	15.91%	50.0	0	1	5	1
\$350,001 - \$575,000	5	11.36%	30.0	0	1	4	0
\$575,001 and up	5	11.36%	71.0	1	0	3	1
Total Closed Units	44			5	22	15	2
Total Closed Volume	13,374,400	100%	27.5	1.34M	4.81M	6.33M	892.50K
Median Closed Price	\$243,250			\$129,000	\$229,900	\$337,400	\$446,250

October 2023



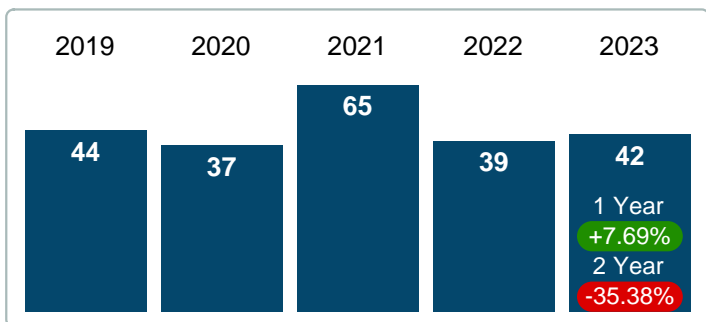
Area Delimited by County Of Bryan - Residential Property Type



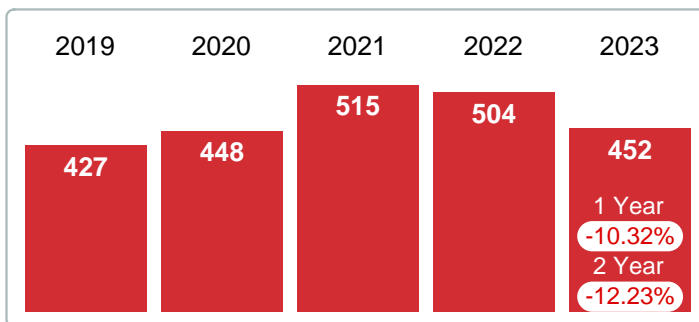
PENDING LISTINGS

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

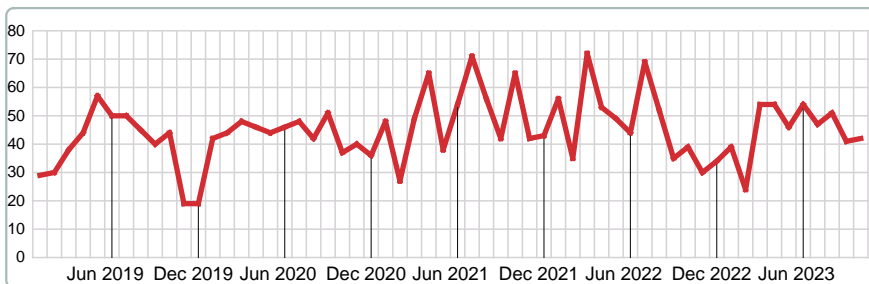
OCTOBER



YEAR TO DATE (YTD)

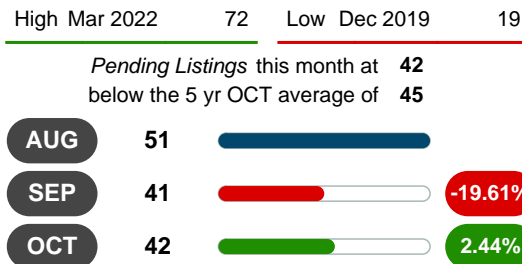


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 45



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	23.0	1	2	2	0
\$125,001 - \$150,000	6	14.29%	55.5	2	3	1	0
\$150,001 - \$250,000	13	30.95%	7.0	1	10	2	0
\$250,001 - \$350,000	5	11.90%	14.0	0	3	2	0
\$350,001 - \$475,000	6	14.29%	37.0	0	5	1	0
\$475,001 and up	5	11.90%	67.0	1	2	1	1
Total Pending Units	42			6	26	9	1
Total Pending Volume	11,042,600	100%	20.5	1.45M	6.58M	2.21M	799.00K
Median Listing Price	\$224,950			\$145,000	\$229,900	\$220,000	\$799,000

October 2023



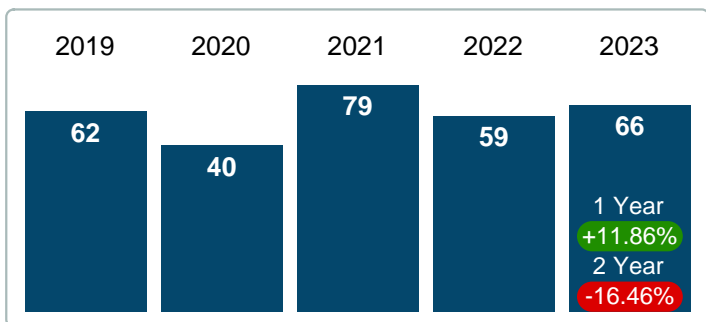
Area Delimited by County Of Bryan - Residential Property Type



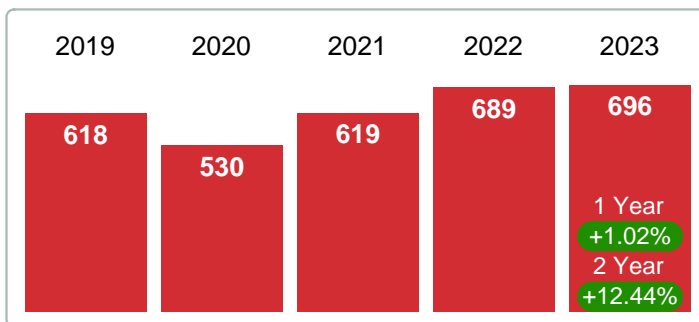
NEW LISTINGS

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

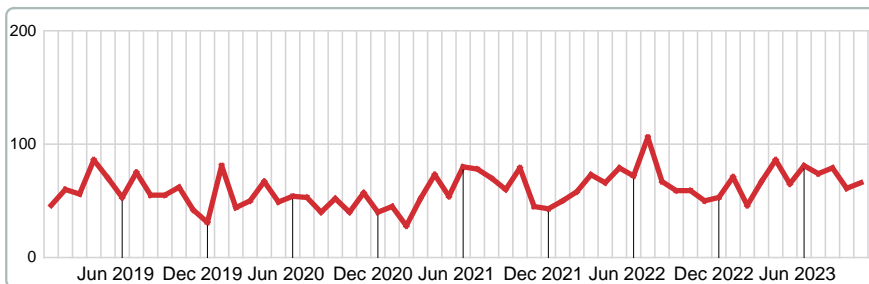
OCTOBER



YEAR TO DATE (YTD)

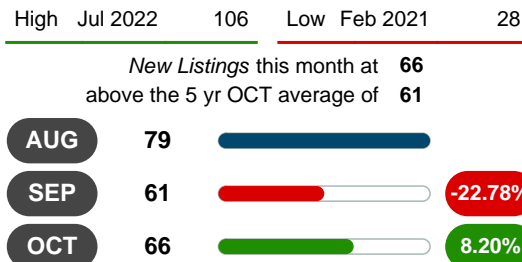


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$257,450		\$152,000	\$254,900	\$272,500	\$510,000

October 2023



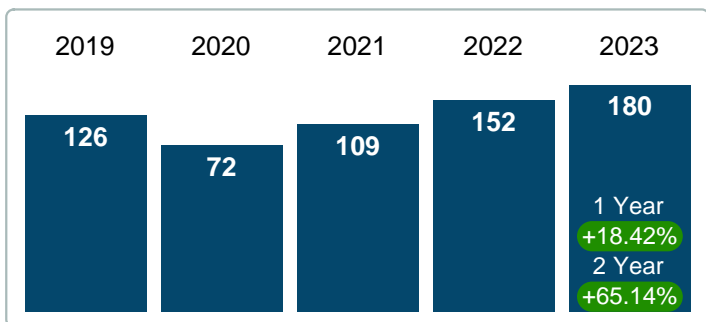
Area Delimited by County Of Bryan - Residential Property Type



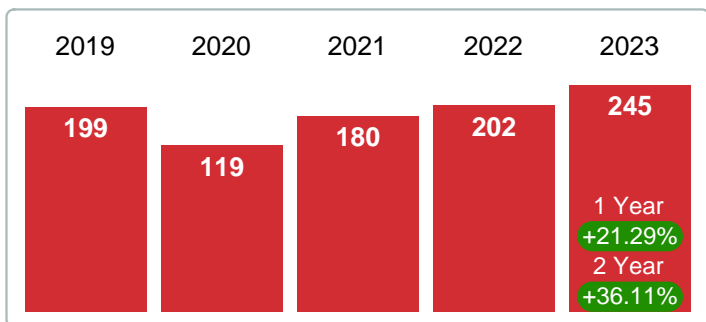
ACTIVE INVENTORY

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

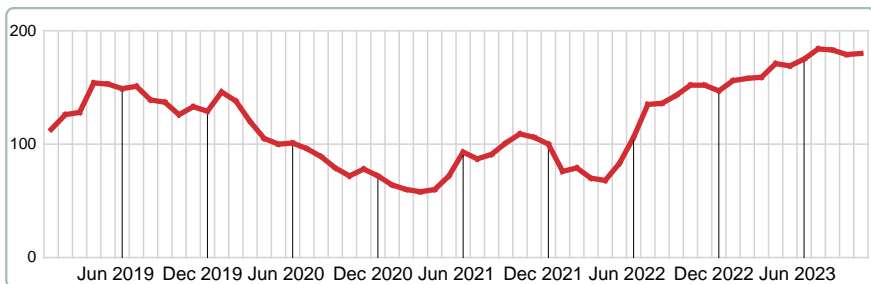
END OF OCTOBER



ACTIVE DURING OCTOBER

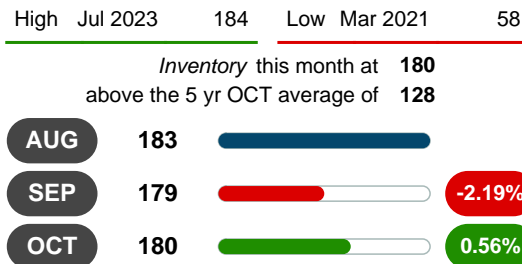


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 128



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	18	10.00%	37.5	8	9	1	0
\$150,001 - \$225,000	17	9.44%	47.0	2	8	6	1
\$225,001 - \$275,000	26	14.44%	65.0	1	17	8	0
\$275,001 - \$375,000	50	27.78%	81.0	2	22	24	2
\$375,001 - \$525,000	27	15.00%	81.0	2	13	9	3
\$525,001 - \$875,000	25	13.89%	54.0	3	8	8	6
\$875,001 and up	17	9.44%	113.0	0	7	7	3
Total Active Inventory by Units	180			18	84	63	15
Total Active Inventory by Volume	88,846,880	100%	69.5	5.35M	40.98M	30.84M	11.67M
Median Active Inventory Listing Price	\$342,450			\$172,000	\$327,000	\$352,900	\$579,000

October 2023



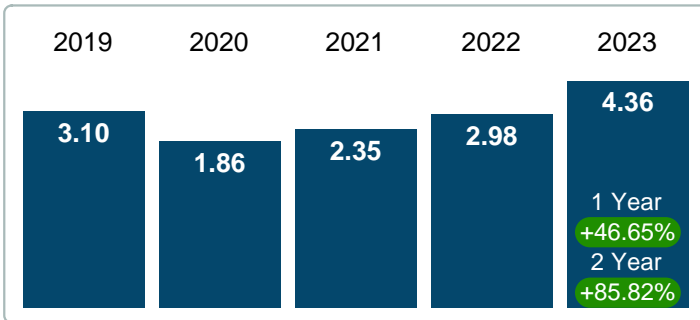
Area Delimited by County Of Bryan - Residential Property Type



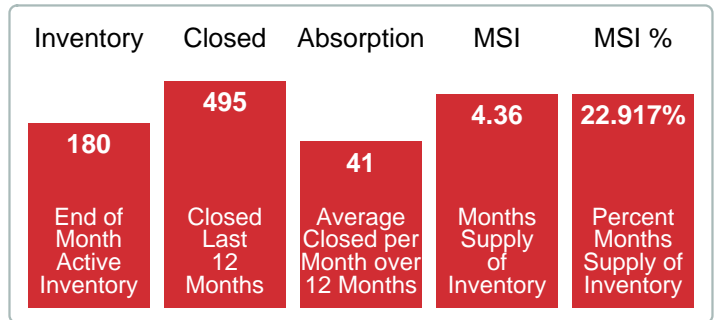
MONTHS SUPPLY of INVENTORY (MSI)

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

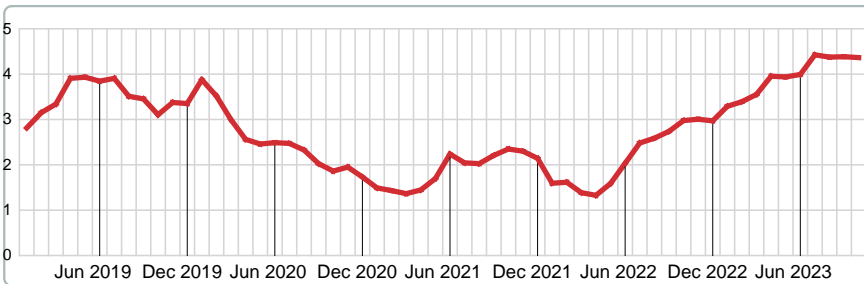
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2023

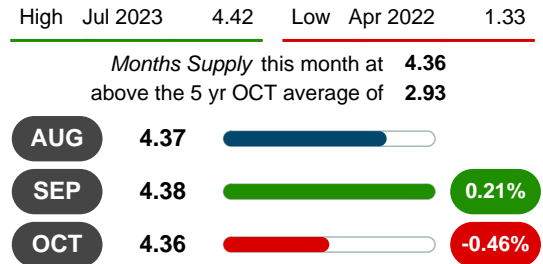


5 YEAR MARKET ACTIVITY TRENDS



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

October 2023



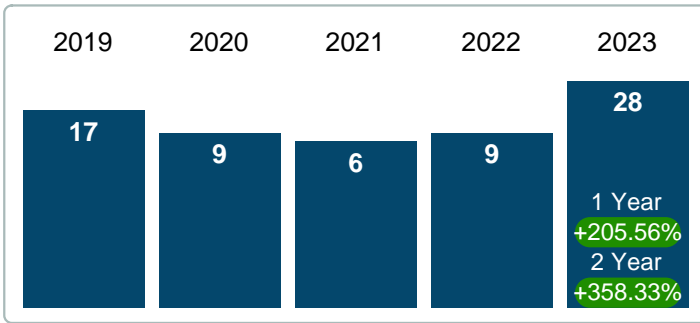
Area Delimited by County Of Bryan - Residential Property Type



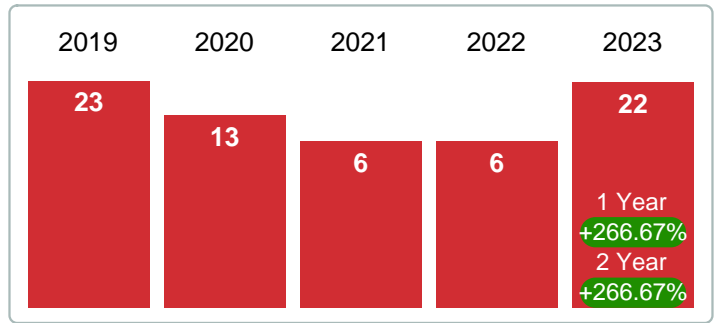
MEDIAN DAYS ON MARKET TO SALE

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

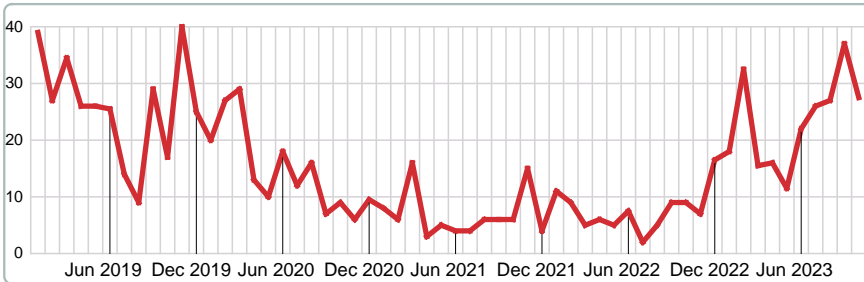
OCTOBER



YEAR TO DATE (YTD)

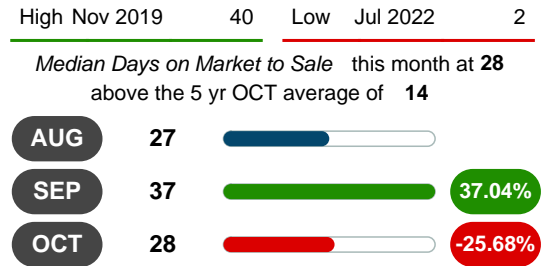


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 14



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	11.36%	1	14	1	0	0
\$125,001 - \$175,000	13.64%	13	2	25	0	0
\$175,001 - \$225,000	9.09%	50	0	66	1	0
\$225,001 - \$300,000	27.27%	5	0	5	29	0
\$300,001 - \$350,000	15.91%	50	0	80	36	88
\$350,001 - \$575,000	11.36%	30	0	22	31	0
\$575,001 and up	11.36%	71	1	0	71	241
Median Closed DOM		28	1	22	36	165
Total Closed Units	100%	27.5	5	22	15	2
Total Closed Volume		13,374,400	1.34M	4.81M	6.33M	892.50K

October 2023



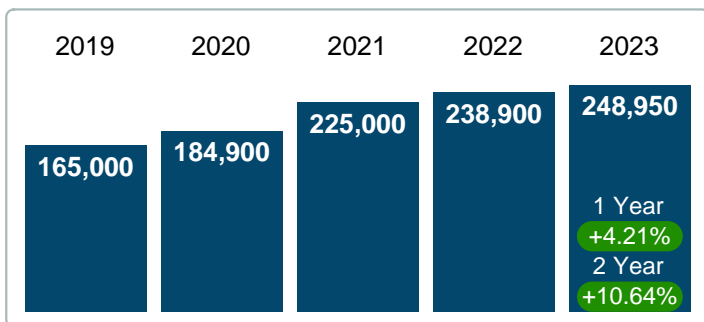
Area Delimited by County Of Bryan - Residential Property Type



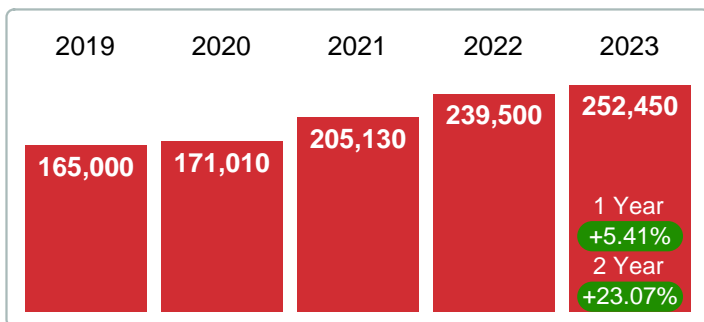
MEDIAN LIST PRICE AT CLOSING

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

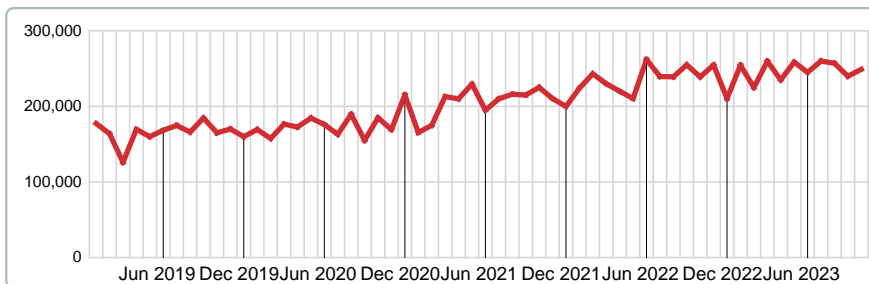
OCTOBER



YEAR TO DATE (YTD)

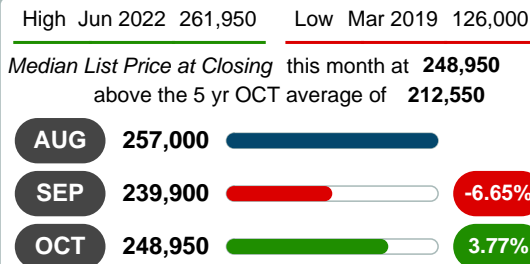


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 212,550



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	11.36%	109,900	117,450	89,900	0	0
\$125,001 - \$175,000	3	6.82%	130,000	152,000	130,000	0	0
\$175,001 - \$225,000	6	13.64%	194,000	0	193,000	220,000	0
\$225,001 - \$300,000	12	27.27%	239,450	0	237,450	242,000	0
\$300,001 - \$350,000	8	18.18%	318,750	0	333,200	314,500	320,000
\$350,001 - \$575,000	5	11.36%	499,000	0	546,000	442,000	0
\$575,001 and up	5	11.36%	810,000	810,000	0	840,000	589,900
Median List Price			248,950	129,000	229,900	337,400	454,950
Total Closed Units		100%	248,950	5	22	15	2
Total Closed Volume			13,878,700	1.35M	5.07M	6.55M	909.90K

October 2023



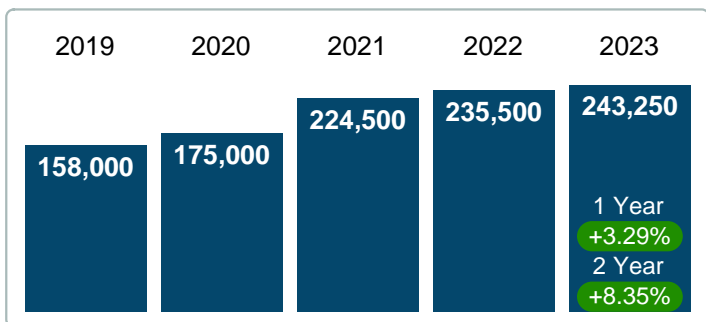
Area Delimited by County Of Bryan - Residential Property Type



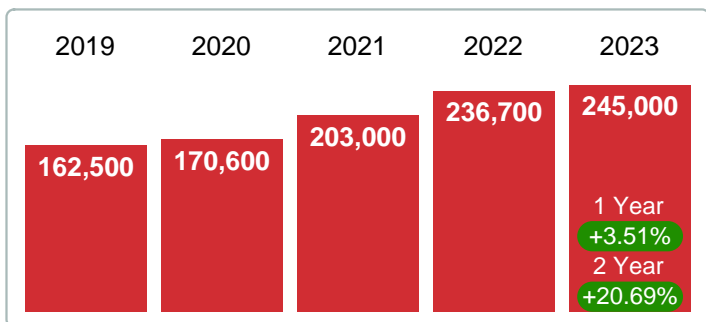
MEDIAN SOLD PRICE AT CLOSING

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

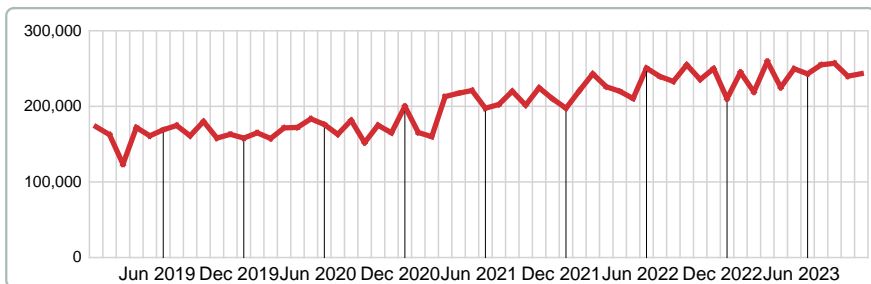
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

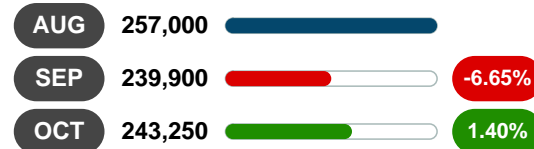


3 MONTHS

5 year OCT AVG = 207,250

High Mar 2023 259,325 Low Mar 2019 123,500

Median Sold Price at Closing this month at **243,250** above the 5 yr OCT average of **207,250**



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	11.36%	105,000	115,000	75,000	0	0
\$125,001 - \$175,000	6	13.64%	166,000	152,000	166,000	0	0
\$175,001 - \$225,000	4	9.09%	220,000	0	220,000	220,000	0
\$225,001 - \$300,000	12	27.27%	240,950	0	238,450	247,250	0
\$300,001 - \$350,000	7	15.91%	310,000	0	337,000	309,000	310,000
\$350,001 - \$575,000	5	11.36%	478,000	0	478,000	430,000	0
\$575,001 and up	5	11.36%	785,000	810,000	0	785,000	582,500
Median Sold Price			243,250	129,000	229,900	337,400	446,250
Total Closed Units		100%	44	5	22	15	2
Total Closed Volume			13,374,400	1.34M	4.81M	6.33M	892.50K

October 2023



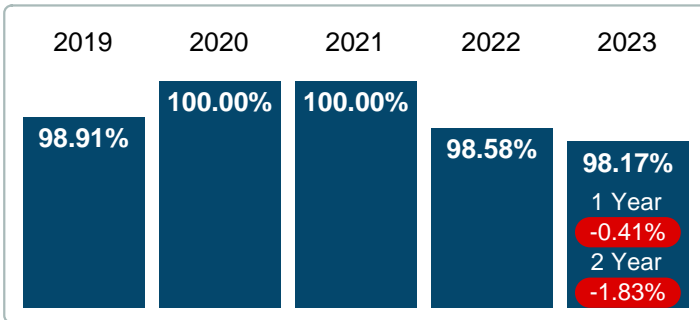
Area Delimited by County Of Bryan - Residential Property Type



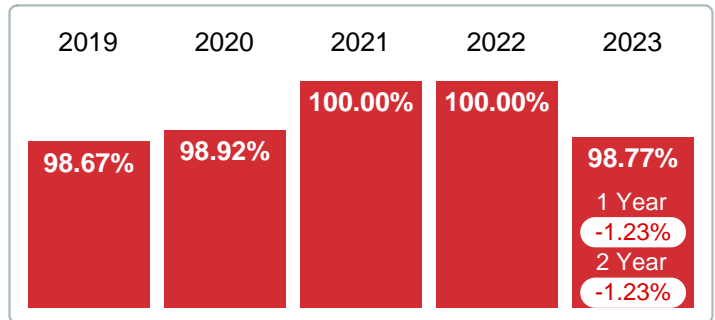
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

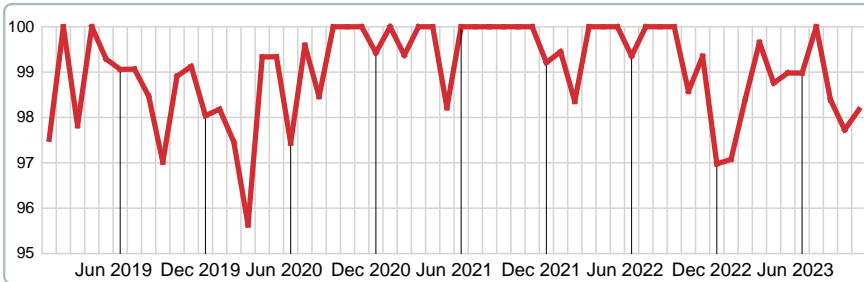
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

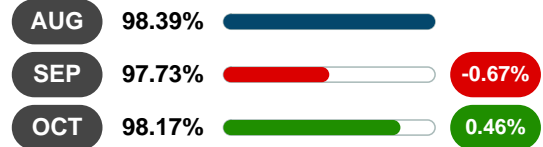


3 MONTHS

5 year OCT AVG = 99.13%

High Jul 2023 100.00% Low Mar 2020 95.63%

Median Sold/List Ratio this month at **98.17%**
 below the 5 yr OCT average of **99.13%**



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	5	11.36%	95.54%	97.77%	93.33%	0.00%	0.00%
\$125,001 - \$175,000	6	13.64%	96.08%	100.00%	91.48%	0.00%	0.00%
\$175,001 - \$225,000	4	9.09%	97.93%	0.00%	95.85%	100.00%	0.00%
\$225,001 - \$300,000	12	27.27%	100.00%	0.00%	100.00%	102.17%	0.00%
\$300,001 - \$350,000	7	15.91%	96.98%	0.00%	96.59%	97.93%	96.88%
\$350,001 - \$575,000	5	11.36%	98.00%	0.00%	87.55%	99.00%	0.00%
\$575,001 and up	5	11.36%	98.35%	100.00%	0.00%	93.45%	98.75%
Median Sold/List Ratio		98.17%		100.00%	96.05%	98.35%	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



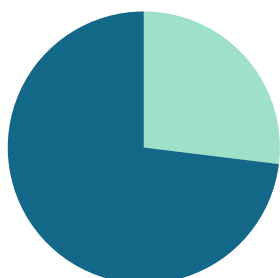
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

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

INVENTORY

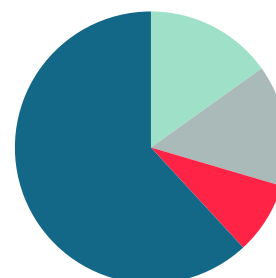


Inventory
 New Listings
66 = 26.94%
 Start Inventory
179
 Total Inventory Units
245
 Volume
\$109,241,314

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%
Median List Price	238,900	248,950	4.21%	239,500	252,450	5.41%
Median Sale Price	235,500	243,250	3.29%	236,700	245,000	3.51%
Median Percent of Selling Price to List Price	98.58%	98.17%	-0.41%	100.00%	98.77%	-1.23%
Median Days on Market to Sale	9.00	27.50	205.56%	6.00	22.00	266.67%
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

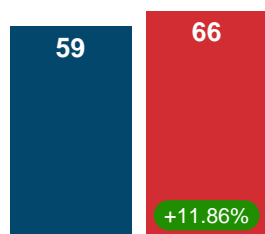
Inventory on October 31, 2023 = **180**

2022 **2023**

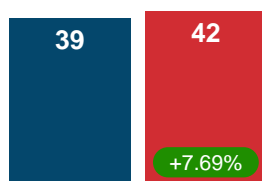
OCTOBER MARKET

MEDIAN PRICES

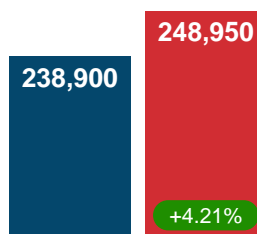
New Listings



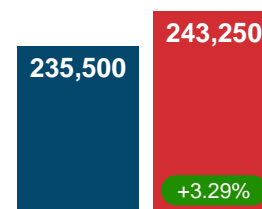
Pending Listings



List Price



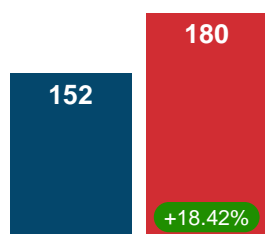
Sale Price



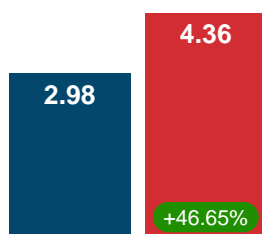
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

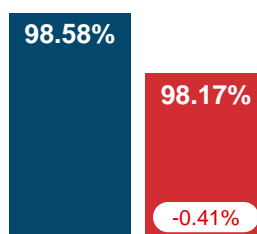
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

