

# November 2023



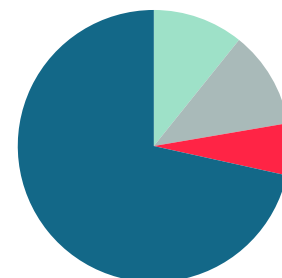
Area Delimited by County Of Bryan - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	November 2023	+/-%
Closed Listings	35	28	-20.00%
Pending Listings	30	30	0.00%
New Listings	50	49	-2.00%
Median List Price	254,665	245,950	-3.42%
Median Sale Price	249,900	247,500	-0.96%
Median Percent of Selling Price to List Price	99.35%	100.00%	0.65%
Median Days on Market to Sale	7.00	16.00	128.57%
End of Month Inventory	152	186	22.37%
Months Supply of Inventory	3.00	4.57	52.21%



■ Closed (10.77%)  
■ Pending (11.54%)  
■ Other OffMarket (6.15%)  
■ Active (71.54%)

**Absorption:** Last 12 months, an Average of **41** Sales/Month  
**Active Inventory** as of November 30, 2023 = **186**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2023 rose **22.37%** to 186 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 **4.57** MSI for this period.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **0.96%** in November 2023 to \$247,500 versus the previous year at \$249,900.

#### Median Days on Market Lengthens

The median number of **16.00** days that homes spent on the market before selling increased by 9.00 days or **128.57%** in November 2023 compared to last year's same month at **7.00** DOM.

#### Sales Success for November 2023 is Positive

Overall, with Median Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 49 New Listings in November 2023, down **2.00%** from last year at 50. Furthermore, there were 28 Closed Listings this month versus last year at 35, a **-20.00%** decrease.

Closed versus Listed trends yielded a **57.1%** ratio, down from previous year's, November 2022, at **70.0%**, a **18.37%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

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

### 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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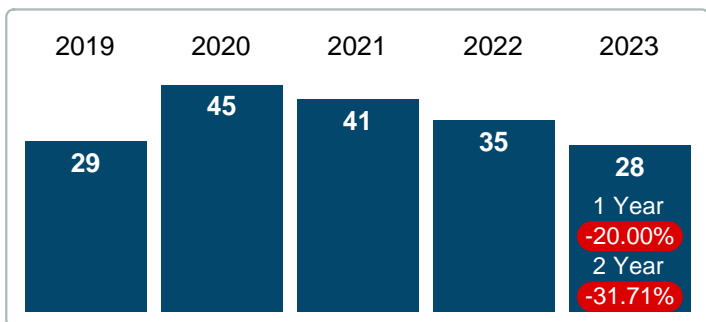
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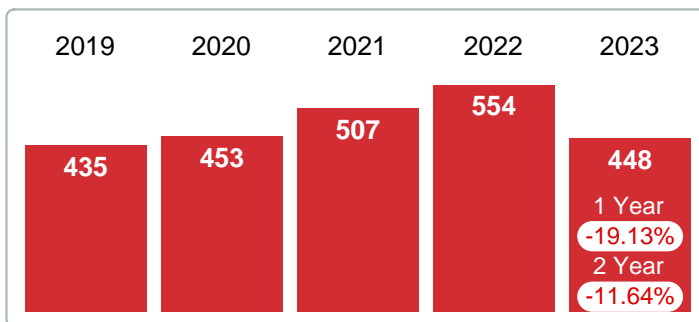
## CLOSED LISTINGS

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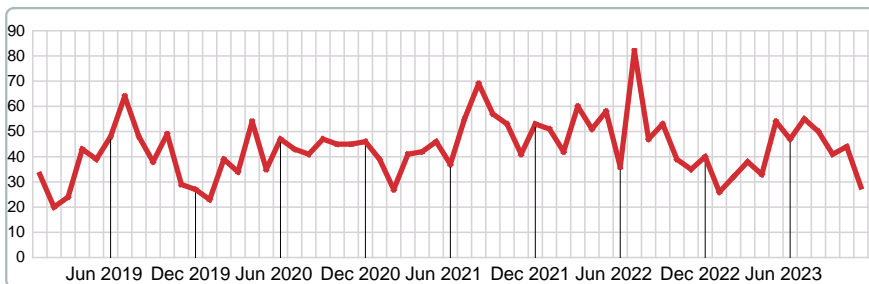
### NOVEMBER



### YEAR TO DATE (YTD)

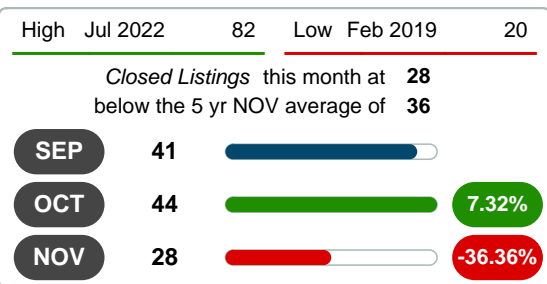


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 36



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	1	3.57%	5.0	1	0	0	0
\$75,001 - \$150,000	7	25.00%	19.0	2	3	2	0
\$150,001 - \$175,000	1	3.57%	17.0	1	0	0	0
\$175,001 - \$300,000	7	25.00%	7.0	0	6	1	0
\$300,001 - \$375,000	5	17.86%	91.0	0	2	3	0
\$375,001 - \$450,000	4	14.29%	11.0	0	2	2	0
\$450,001 and up	3	10.71%	43.0	0	3	0	0
<b>Total Closed Units</b>	<b>28</b>			<b>4</b>	<b>16</b>	<b>8</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>7,727,300</b>	<b>100%</b>	<b>16.0</b>	<b>532.00K</b>	<b>5.05M</b>	<b>2.15M</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$247,500</b>			<b>\$142,250</b>	<b>\$252,950</b>	<b>\$310,000</b>	<b>\$0</b>

# November 2023



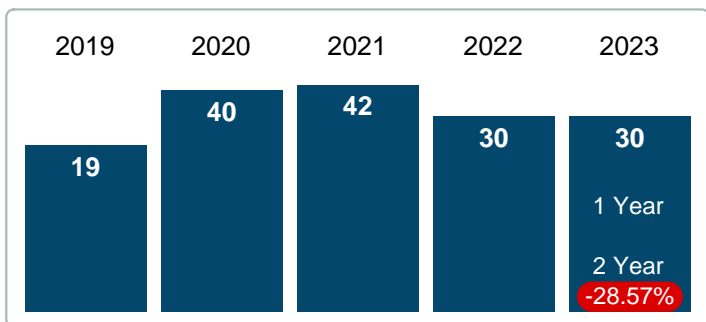
Area Delimited by County Of Bryan - Residential Property Type



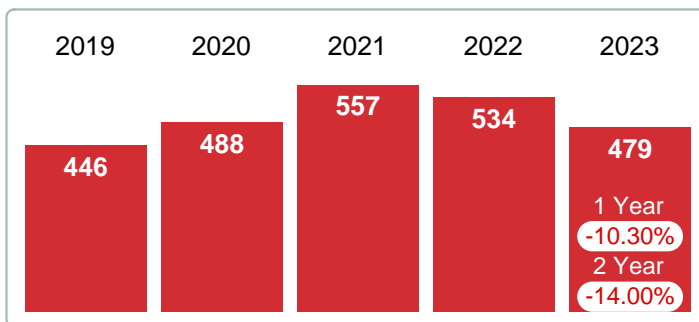
## PENDING LISTINGS

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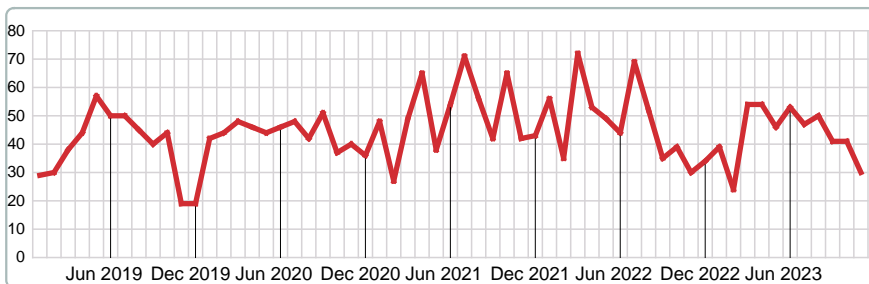
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

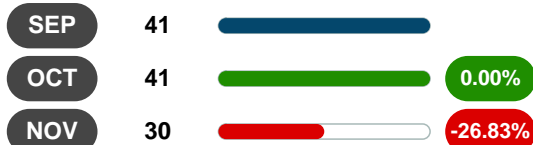


### 3 MONTHS

5 year NOV AVG = 32

High Mar 2022 72 Low Dec 2019 19

Pending Listings this month at 30 below the 5 yr NOV average of 32



### 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	4	13.33%	13.5	1	1	2	0
\$100,001 - \$125,000	1	3.33%	47.0	1	0	0	0
\$125,001 - \$175,000	6	20.00%	53.0	0	6	0	0
\$175,001 - \$250,000	6	20.00%	23.5	0	4	2	0
\$250,001 - \$300,000	6	20.00%	11.0	0	5	1	0
\$300,001 - \$375,000	4	13.33%	84.0	0	1	3	0
\$375,001 and up	3	10.00%	7.0	0	2	1	0
<b>Total Pending Units</b>	<b>30</b>			<b>2</b>	<b>19</b>	<b>9</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>8,388,200</b>	<b>100%</b>	<b>27.0</b>	<b>223.40K</b>	<b>4.89M</b>	<b>3.27M</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$219,450</b>			<b>\$111,700</b>	<b>\$229,000</b>	<b>\$259,900</b>	<b>\$0</b>

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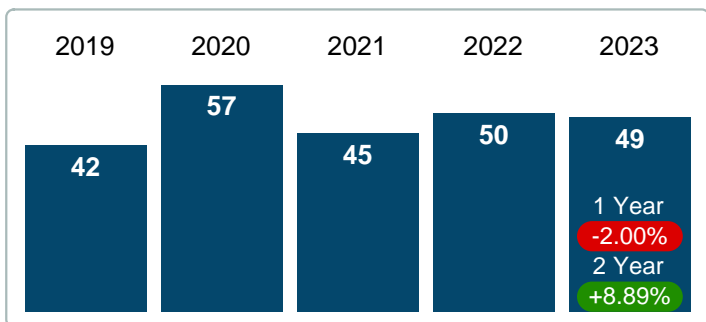
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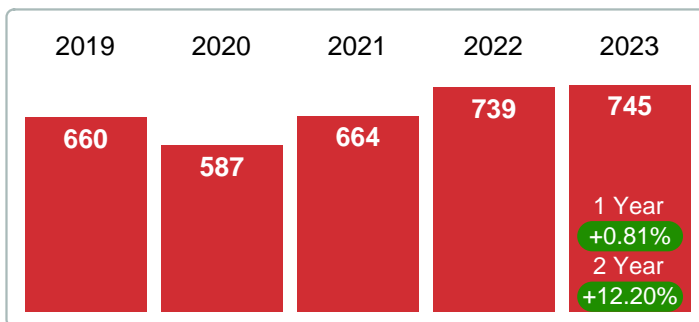
## NEW LISTINGS

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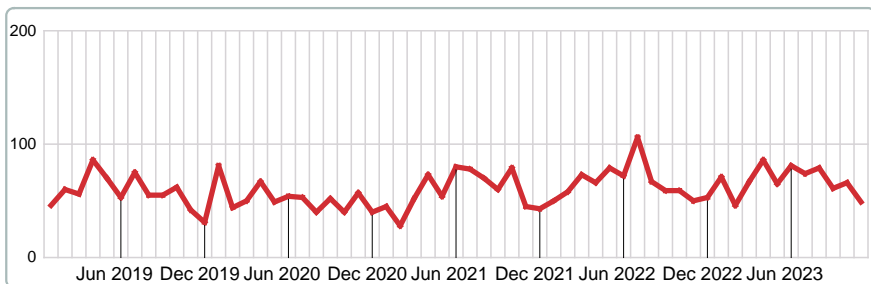
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

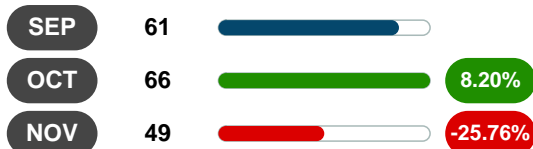


### 3 MONTHS

5 year NOV AVG = 49

High Jul 2022 106 Low Feb 2021 28

New Listings this month at 49 equal to 5 yr NOV average of 49



### 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	4	8.16%	2	1	1	0
\$125,001 - \$200,000	6	12.24%	3	3	0	0
\$200,001 - \$250,000	7	14.29%	0	6	1	0
\$250,001 - \$325,000	13	26.53%	0	10	3	0
\$325,001 - \$425,000	7	14.29%	0	6	0	1
\$425,001 - \$675,000	7	14.29%	0	5	1	1
\$675,001 and up	5	10.20%	0	1	3	1
<b>Total New Listed Units</b>	<b>49</b>		<b>5</b>	<b>32</b>	<b>9</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>17,278,500</b>	<b>100%</b>	<b>682.50K</b>	<b>10.40M</b>	<b>3.74M</b>	<b>2.45M</b>
<b>Median New Listed Listing Price</b>	<b>\$285,000</b>		<b>\$150,000</b>	<b>\$292,450</b>	<b>\$318,000</b>	<b>\$599,900</b>

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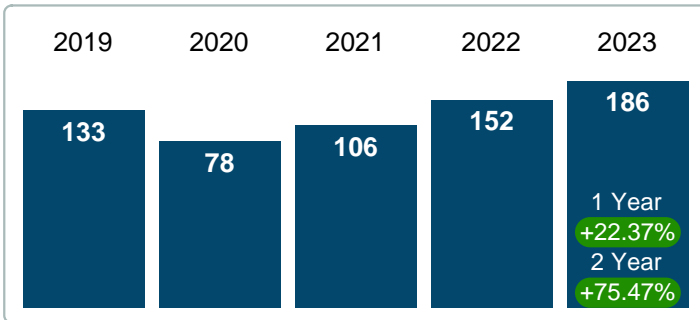
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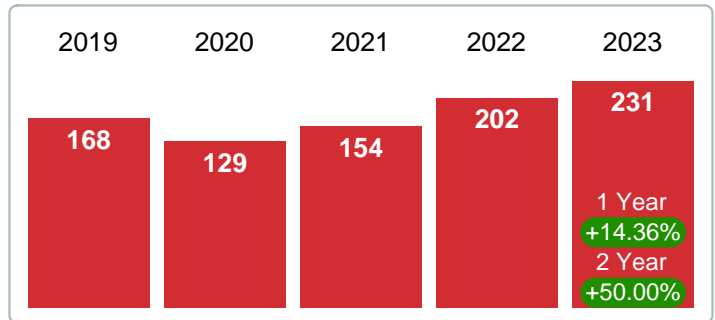
## ACTIVE INVENTORY

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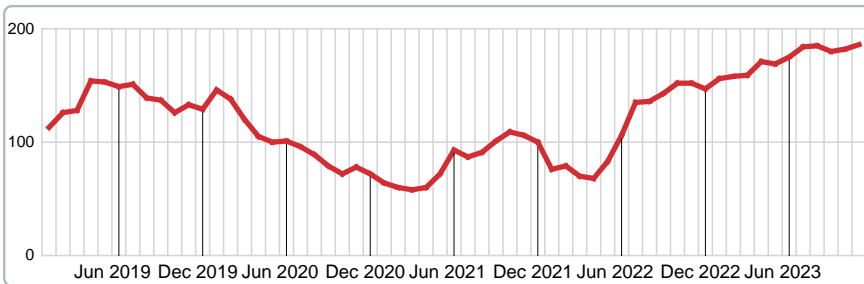
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

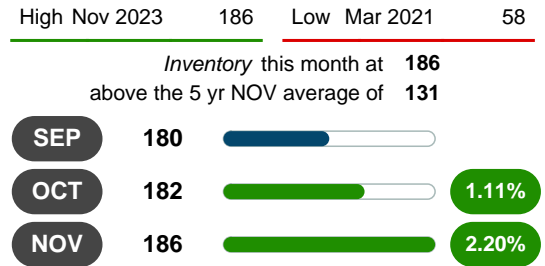


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 131



### 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	8.60%	55.5	9	7	0	0
\$150,001 - \$225,000	19	10.22%	69.0	4	10	4	1
\$225,001 - \$275,000	27	14.52%	57.0	1	18	8	0
\$275,001 - \$375,000	52	27.96%	76.0	2	27	20	3
\$375,001 - \$550,000	29	15.59%	105.0	1	15	10	3
\$550,001 - \$775,000	24	12.90%	64.5	3	7	9	5
\$775,001 and up	19	10.22%	122.0	0	8	7	4
<b>Total Active Inventory by Units</b>	<b>186</b>			<b>20</b>	<b>92</b>	<b>58</b>	<b>16</b>
<b>Total Active Inventory by Volume</b>	<b>90,972,278</b>	<b>100%</b>	<b>76.5</b>	<b>5.23M</b>	<b>43.10M</b>	<b>29.64M</b>	<b>13.00M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$332,500</b>			<b>\$159,500</b>	<b>\$325,000</b>	<b>\$364,450</b>	<b>\$579,450</b>

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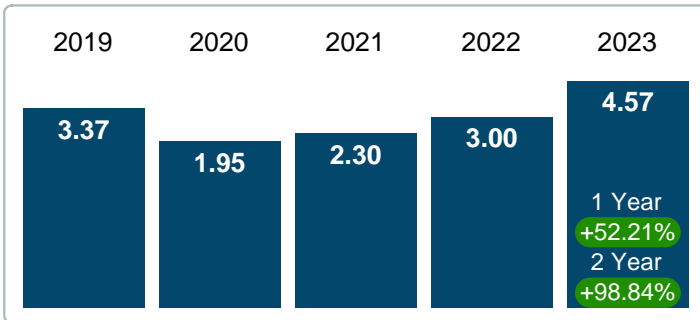
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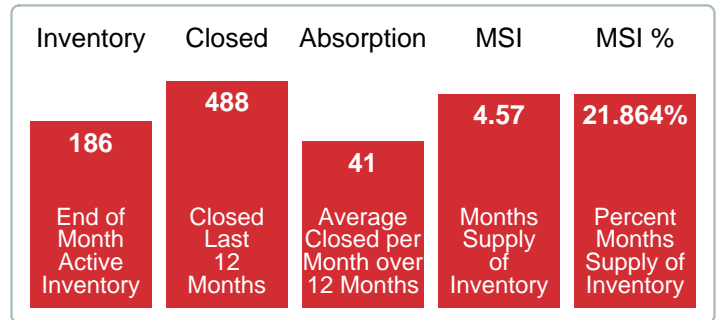
## MONTHS SUPPLY of INVENTORY (MSI)

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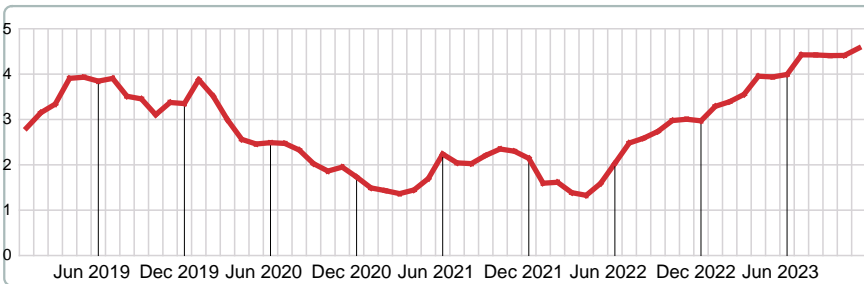
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2023



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 3.04

High Nov 2023 4.57 Low Apr 2022 1.33

Months Supply this month at **4.57**  
above the 5 yr NOV average of **3.04**



### 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	8.60%	1.96	2.45	1.87	0.00	0.00
\$150,001 - \$225,000	19	10.22%	2.09	5.33	1.40	3.69	12.00
\$225,001 - \$275,000	27	14.52%	2.95	12.00	2.57	4.00	0.00
\$275,001 - \$375,000	52	27.96%	6.37	24.00	5.68	6.49	12.00
\$375,001 - \$550,000	29	15.59%	6.96	12.00	8.57	5.71	5.14
\$550,001 - \$775,000	24	12.90%	32.00	18.00	84.00	36.00	20.00
\$775,001 and up	19	10.22%	16.29	0.00	16.00	16.80	24.00
Market Supply of Inventory (MSI)	4.57			4.07	3.68	6.27	10.67
Total Active Inventory by Units	186	100%	4.57	20	92	58	16

# November 2023



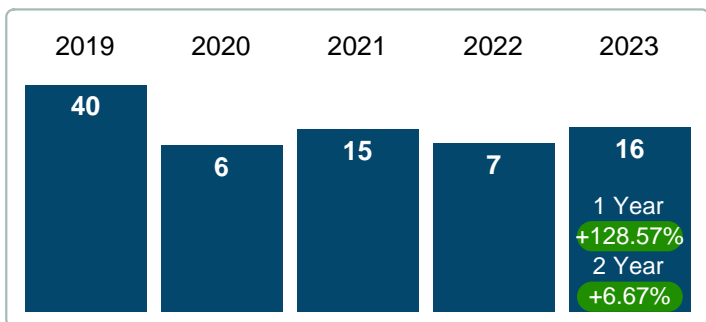
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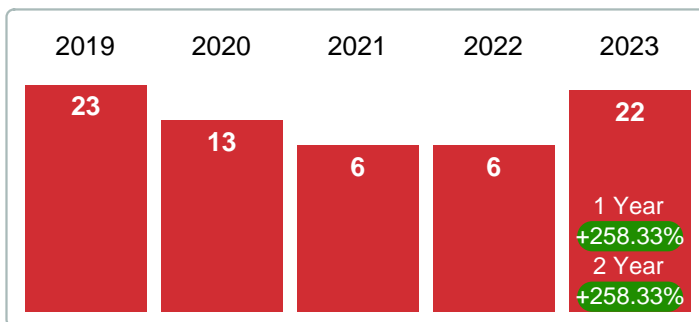
## MEDIAN DAYS ON MARKET TO SALE

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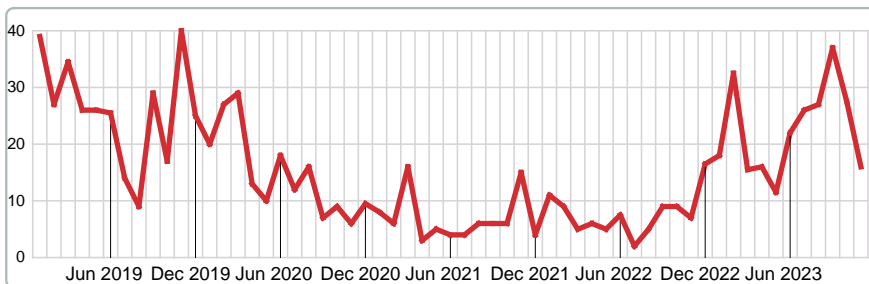
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 17

High Nov 2019 40 Low Jul 2022 2

Median Days on Market to Sale this month at 16 below the 5 yr NOV average of 17



### 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
\$75,000 and less	3.57%	5	5	0	0	0
\$75,001 - \$150,000	25.00%	19	28	19	12	0
\$150,001 - \$175,000	3.57%	17	17	0	0	0
\$175,001 - \$300,000	25.00%	7	0	10	2	0
\$300,001 - \$375,000	17.86%	91	0	189	25	0
\$375,001 - \$450,000	14.29%	11	0	5	23	0
\$450,001 and up	10.71%	43	0	43	0	0
Median Closed DOM		16	20	13	17	0
Total Closed Units	100%	28	4	16	8	
Total Closed Volume		7,727,300	532.00K	5.05M	2.15M	0.00B

# November 2023



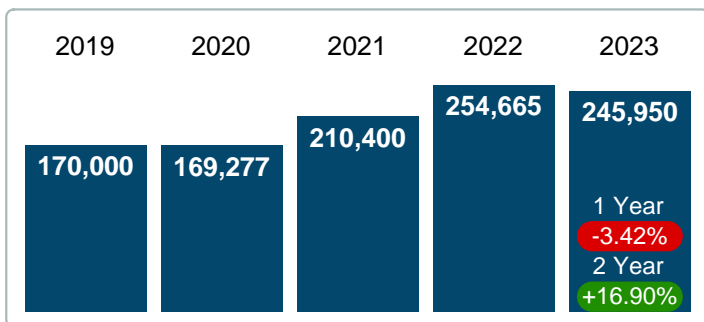
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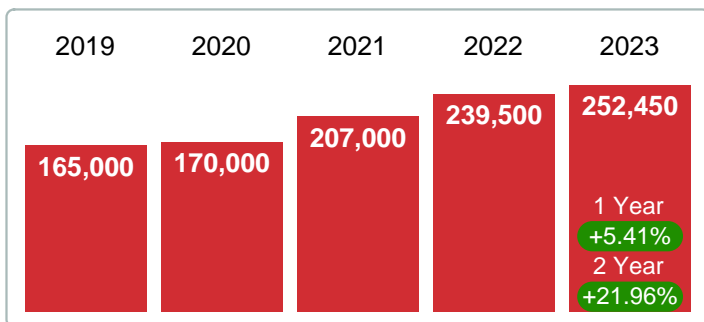
## MEDIAN LIST PRICE AT CLOSING

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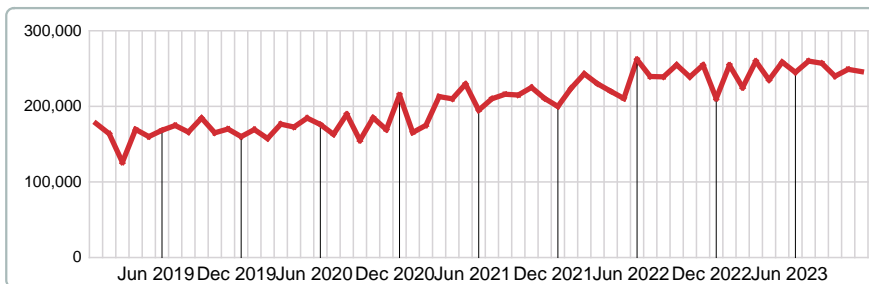
### NOVEMBER



### YEAR TO DATE (YTD)

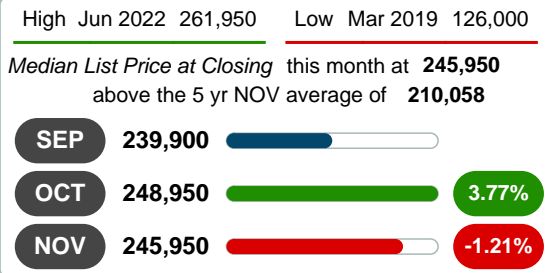


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 210,058



### 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
\$75,000 and less	3.57%	69,000	69,000	0	0	0
\$75,001 - \$150,000	21.43%	127,000	145,000	112,450	117,000	0
\$150,001 - \$175,000	7.14%	165,000	0	165,000	0	0
\$175,001 - \$300,000	28.57%	228,000	178,000	237,000	239,250	0
\$300,001 - \$375,000	17.86%	335,000	0	343,500	335,000	0
\$375,001 - \$450,000	14.29%	392,000	0	399,000	380,000	0
\$450,001 and up	7.14%	731,250	0	731,250	0	0
<b>Median List Price</b>		<b>245,950</b>	<b>145,000</b>	<b>257,450</b>	<b>310,750</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>245,950</b>	<b>4</b>	<b>16</b>	<b>8</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>7,748,600</b>	<b>537.00K</b>	<b>5.09M</b>	<b>2.12M</b>	<b>0.00B</b>



# November 2023



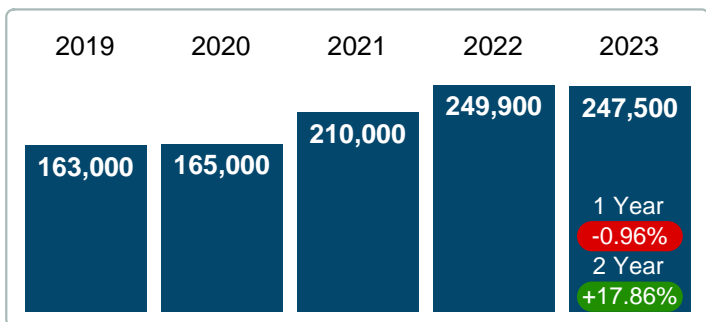
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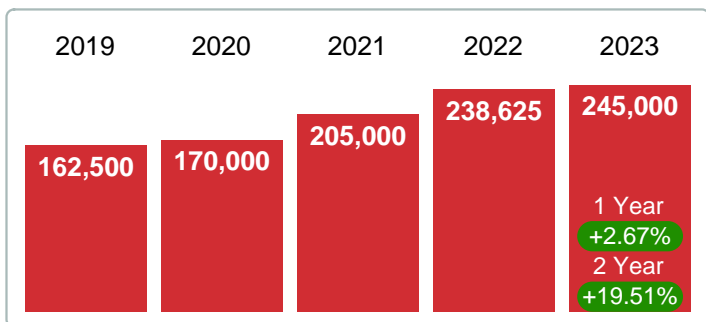
## MEDIAN SOLD PRICE AT CLOSING

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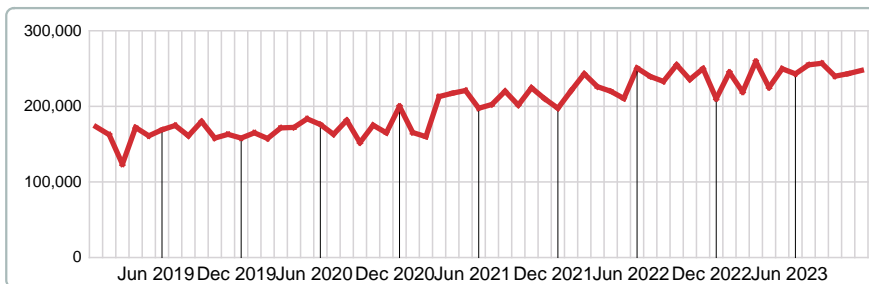
### NOVEMBER



### YEAR TO DATE (YTD)

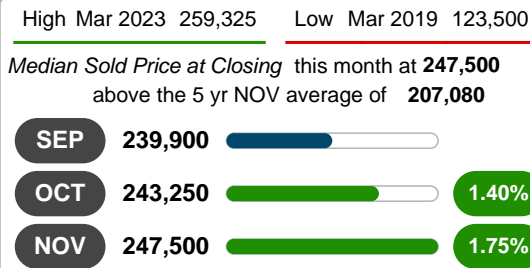


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 207,080



### 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
\$75,000 and less	1	3.57%	72,500	72,500	0	0	0
\$75,001 - \$150,000	7	25.00%	131,000	142,250	131,000	102,500	0
\$150,001 - \$175,000	1	3.57%	175,000	175,000	0	0	0
\$175,001 - \$300,000	7	25.00%	215,000	0	229,500	180,000	0
\$300,001 - \$375,000	5	17.86%	313,000	0	330,000	313,000	0
\$375,001 - \$450,000	4	14.29%	385,000	0	392,000	385,000	0
\$450,001 and up	3	10.71%	470,000	0	470,000	0	0
Median Sold Price			247,500	142,250	252,950	310,000	0
Total Closed Units		100%	247,500	4	16	8	
Total Closed Volume			7,727,300	532.00K	5.05M	2.15M	0.00B

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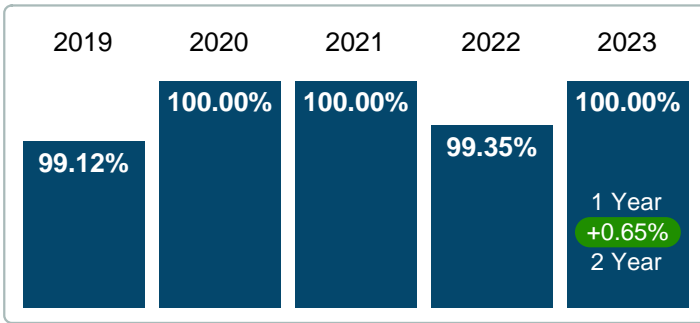
Area Delimited by County Of Bryan - Residential Property Type



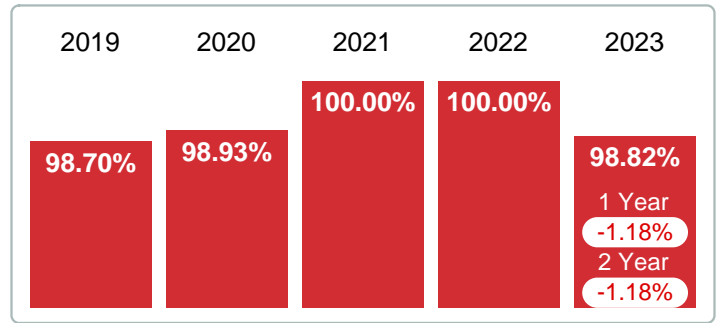
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

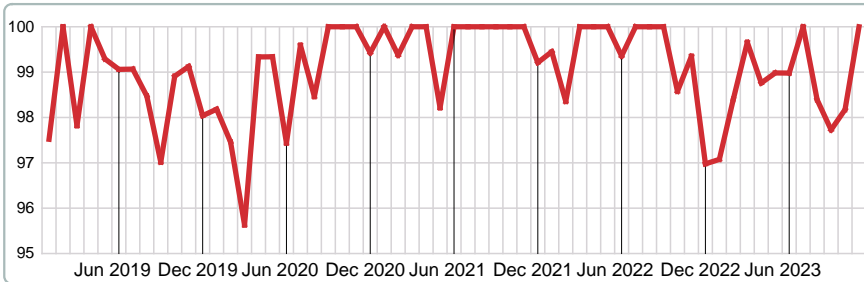
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

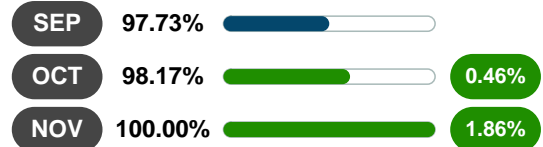


### 3 MONTHS

5 year NOV AVG = 99.69%

High Nov 2023 100.00% Low Mar 2020 95.63%

Median Sold/List Ratio this month at **100.00%** equal to 5 yr NOV average of **99.69%**



### 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
\$75,000 and less	1	3.57%	105.07%	105.07%	0.00%	0.00%	0.00%
\$75,001 - \$150,000	7	25.00%	96.07%	98.04%	96.77%	87.43%	0.00%
\$150,001 - \$175,000	1	3.57%	98.31%	98.31%	0.00%	0.00%	0.00%
\$175,001 - \$300,000	7	25.00%	100.00%	0.00%	99.09%	100.00%	0.00%
\$300,001 - \$375,000	5	17.86%	98.07%	0.00%	95.96%	100.83%	0.00%
\$375,001 - \$450,000	4	14.29%	100.66%	0.00%	100.00%	108.12%	0.00%
\$450,001 and up	3	10.71%	100.00%	0.00%	100.00%	0.00%	0.00%
Median Sold/List Ratio		100.00%		99.16%	99.09%	100.42%	0.00%
Total Closed Units		28	100%	4	16	8	
Total Closed Volume		7,727,300		532.00K	5.05M	2.15M	0.00B

# November 2023



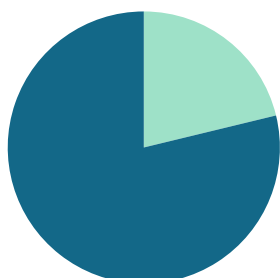
Area Delimited by County Of Bryan - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY



**Inventory**

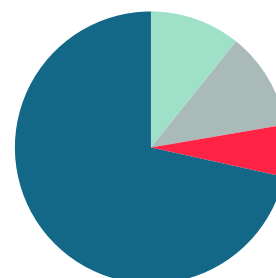
- New Listings **49 = 21.21%**
- Start Inventory **182**
- Total Inventory Units **231**
- Volume **\$105,493,278**

### Market Activity

**Market Activity**

- Closed Sales **28 = 10.77%**
- Pending Sales **30 = 11.54%**
- Other Off Market **16 = 6.15%**
- Active Inventory **186 = 71.54%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	35	28	-20.00%	554	448	-19.13%
Pending Sales	30	30	0.00%	534	479	-10.30%
New Listings	50	49	-2.00%	739	745	0.81%
Median List Price	254,665	245,950	-3.42%	239,500	252,450	5.41%
Median Sale Price	249,900	247,500	-0.96%	238,625	245,000	2.67%
Median Percent of Selling Price to List Price	99.35%	100.00%	0.65%	100.00%	98.82%	-1.18%
Median Days on Market to Sale	7.00	16.00	128.57%	6.00	21.50	258.33%
Monthly Inventory	152	186	22.37%	152	186	22.37%
Months Supply of Inventory	3.00	4.57	52.21%	3.00	4.57	52.21%

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

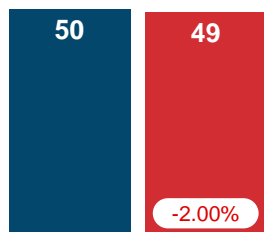
**Inventory** on November 30, 2023 = **186**

**2022** **2023**

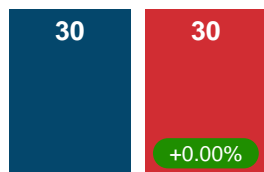
### NOVEMBER MARKET

### MEDIAN PRICES

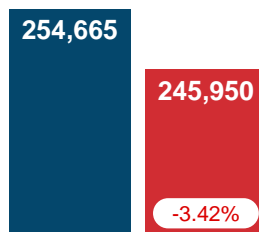
#### New Listings



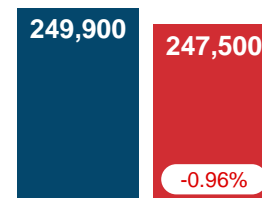
#### Pending Listings



#### List Price



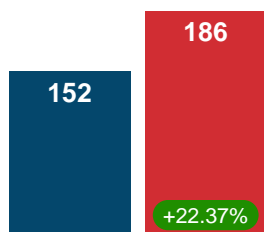
#### Sale Price



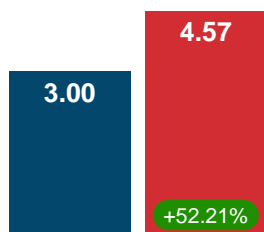
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

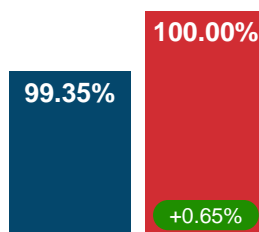
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

