



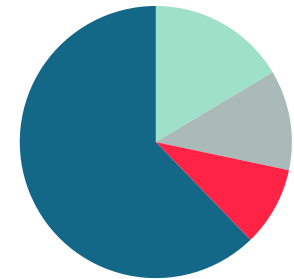
Area Delimited by County Of Bryan - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2024 for MLS Technology Inc.

Compared Metrics	December		
	2022	2023	+/-%
Closed Listings	40	47	17.50%
Pending Listings	34	34	0.00%
New Listings	53	50	-5.66%
Average List Price	263,997	250,953	-4.94%
Average Sale Price	252,686	245,261	-2.94%
Average Percent of Selling Price to List Price	94.64%	97.57%	3.09%
Average Days on Market to Sale	28.45	50.26	76.64%
End of Month Inventory	147	178	21.09%
Months Supply of Inventory	2.97	4.32	45.31%



■ Closed (16.43%)  
■ Pending (11.89%)  
■ Other OffMarket (9.44%)  
■ Active (62.24%)

**Absorption:** Last 12 months, an Average of **41** Sales/Month  
**Active Inventory** as of December 31, 2023 = **178**

### Analysis Wrap-Up

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

The total housing inventory at the end of December 2023 rose **21.09%** to 178 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 **4.32** MSI for this period.

#### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **2.94%** in December 2023 to \$245,261 versus the previous year at \$252,686.

#### Average Days on Market Lengthens

The average number of **50.26** days that homes spent on the market before selling increased by 21.81 days or **76.64%** in December 2023 compared to last year's same month at **28.45** DOM.

#### Sales Success for December 2023 is Positive

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

There were 50 New Listings in December 2023, down **5.66%** from last year at 53. Furthermore, there were 47 Closed Listings this month versus last year at 40, a **17.50%** increase.

Closed versus Listed trends yielded a **94.0%** ratio, up from previous year's, December 2022, at **75.5%**, a **24.55%** 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

<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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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

# December 2023



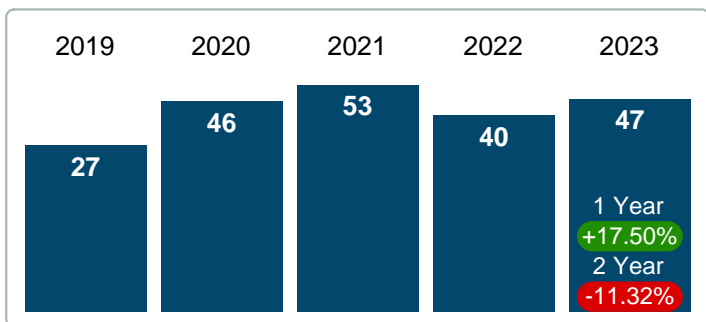
Area Delimited by County Of Bryan - Residential Property Type



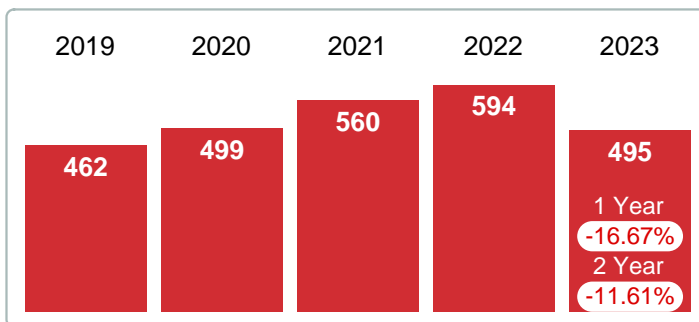
## CLOSED LISTINGS

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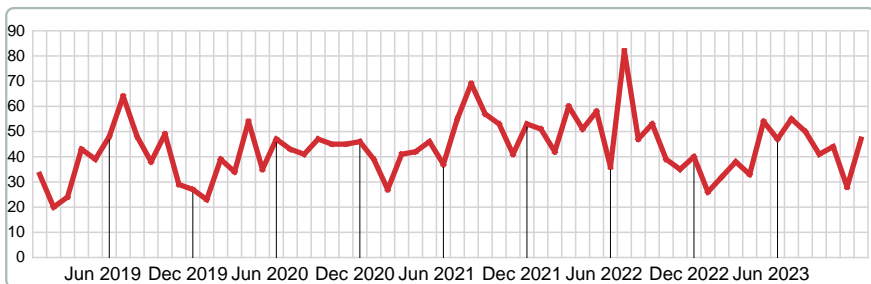
### DECEMBER



### YEAR TO DATE (YTD)

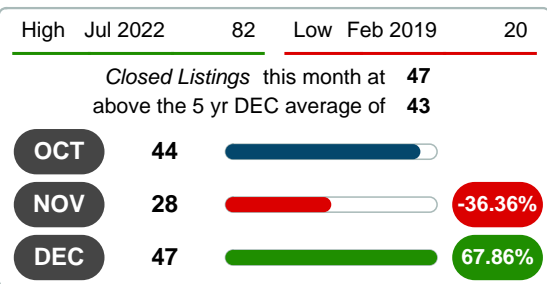


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 43



### 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	3	6.38%	6.0	1	2	0	0
\$100,001 - \$125,000	4	8.51%	95.0	2	1	1	0
\$125,001 - \$200,000	9	19.15%	73.3	1	8	0	0
\$200,001 - \$250,000	12	25.53%	9.5	0	12	0	0
\$250,001 - \$325,000	8	17.02%	42.1	0	4	4	0
\$325,001 - \$450,000	7	14.89%	107.9	0	4	3	0
\$450,001 and up	4	8.51%	24.5	0	2	2	0
<b>Total Closed Units</b>	<b>47</b>			<b>4</b>	<b>33</b>	<b>10</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>11,527,284</b>	<b>100%</b>	<b>50.3</b>	<b>478.28K</b>	<b>7.69M</b>	<b>3.36M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$245,261</b>			<b>\$119,569</b>	<b>\$233,009</b>	<b>\$335,970</b>	<b>\$0</b>

# December 2023



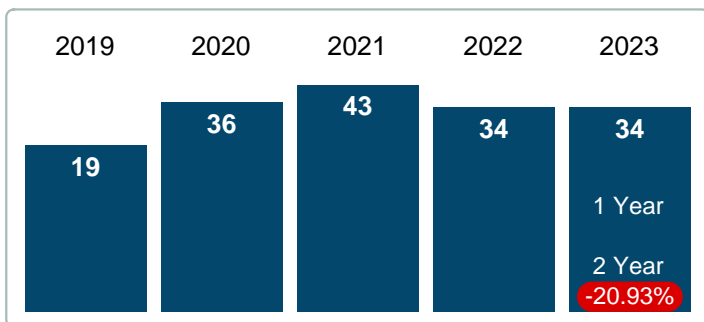
Area Delimited by County Of Bryan - Residential Property Type



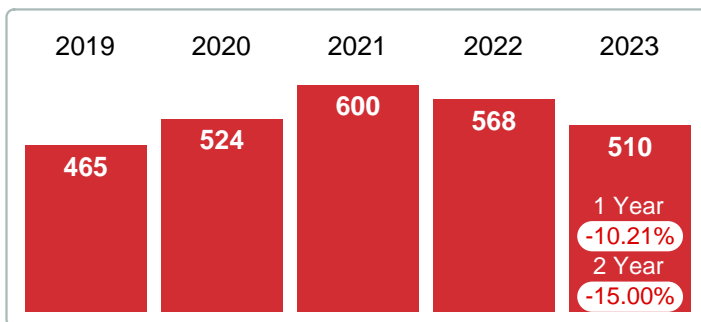
## PENDING LISTINGS

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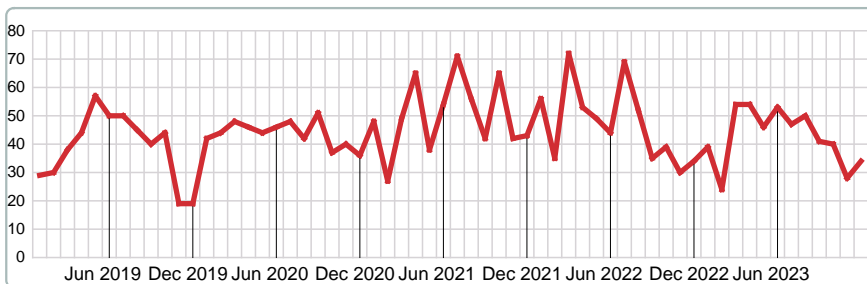
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 33

High Mar 2022 72 Low Dec 2019 19

Pending Listings this month at 34 above the 5 yr DEC average of 33



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	3	8.82%	45.3	0	3	0	0
\$125,001 - \$175,000	4	11.76%	74.5	2	1	1	0
\$175,001 - \$225,000	11	32.35%	11.8	1	10	0	0
\$225,001 - \$250,000	3	8.82%	18.7	0	2	1	0
\$250,001 - \$425,000	5	14.71%	108.4	0	2	3	0
\$425,001 - \$550,000	5	14.71%	21.6	1	2	2	0
\$550,001 and up	3	8.82%	80.7	0	0	2	1
<b>Total Pending Units</b>	<b>34</b>			<b>4</b>	<b>20</b>	<b>9</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>9,751,649</b>	<b>100%</b>	<b>16.4</b>	<b>893.78K</b>	<b>4.76M</b>	<b>3.54M</b>	<b>559.00K</b>
<b>Average Listing Price</b>	<b>\$280,874</b>			<b>\$223,444</b>	<b>\$238,095</b>	<b>\$392,996</b>	<b>\$559,000</b>

# December 2023



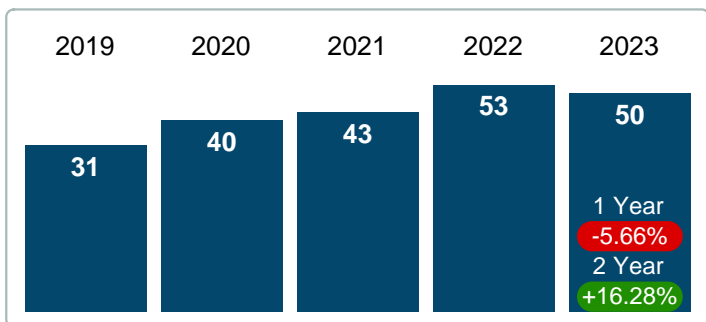
Area Delimited by County Of Bryan - Residential Property Type



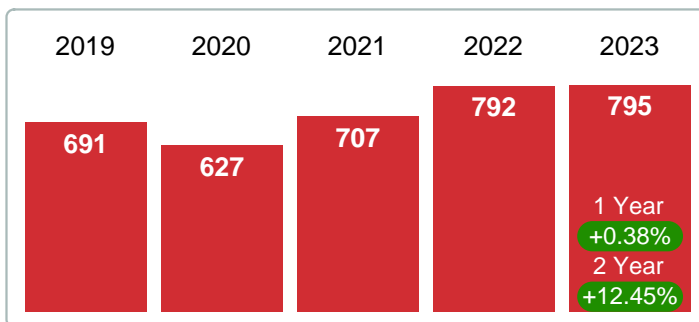
## NEW LISTINGS

Report produced on Jan 11, 2024 for MLS Technology Inc.

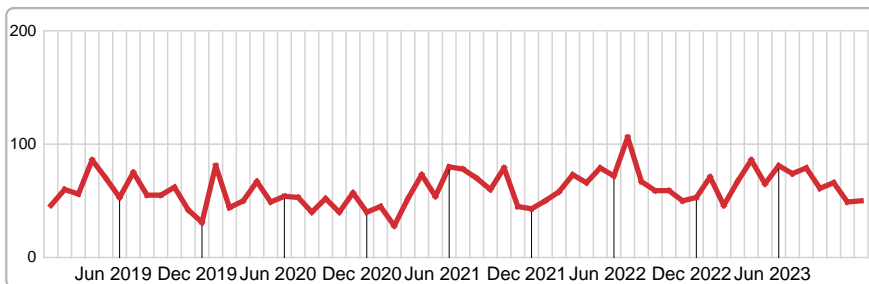
### DECEMBER



### YEAR TO DATE (YTD)

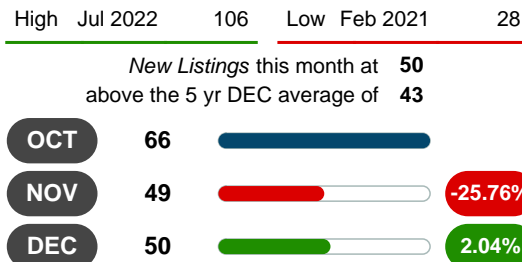


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 43



### 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	5	10.00%	1	3	0	1
\$125,001 - \$175,000	3	6.00%	1	1	1	0
\$175,001 - \$225,000	14	28.00%	1	13	0	0
\$225,001 - \$275,000	9	18.00%	0	6	3	0
\$275,001 - \$350,000	7	14.00%	0	4	1	2
\$350,001 - \$625,000	7	14.00%	2	3	2	0
\$625,001 and up	5	10.00%	1	1	2	1
<b>Total New Listed Units</b>	<b>50</b>		<b>6</b>	<b>31</b>	<b>9</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>17,167,802</b>	<b>100%</b>	<b>3.21M</b>	<b>7.94M</b>	<b>4.01M</b>	<b>2.00M</b>
<b>Average New Listed Listing Price</b>	<b>\$274,174</b>		<b>\$534,630</b>	<b>\$256,233</b>	<b>\$445,877</b>	<b>\$500,975</b>

# December 2023



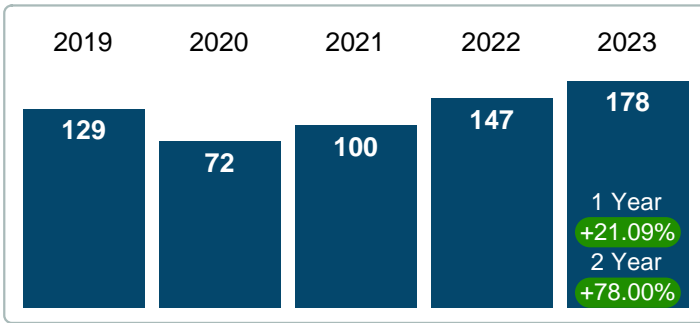
Area Delimited by County Of Bryan - Residential Property Type



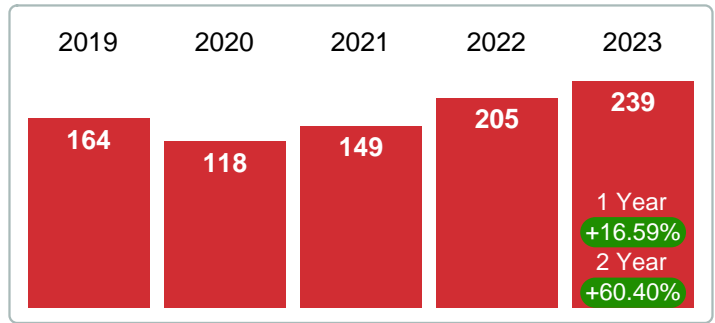
## ACTIVE INVENTORY

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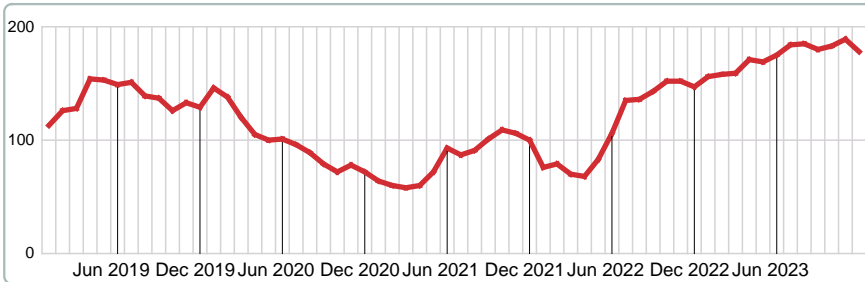
### END OF DECEMBER



### ACTIVE DURING DECEMBER

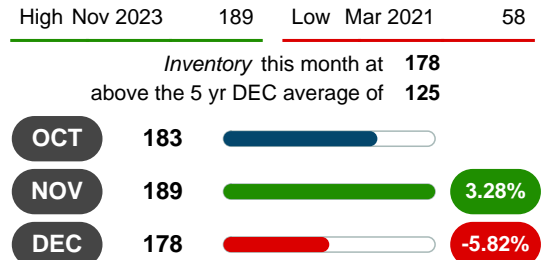


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 125



### 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	17	9.55%	70.6	8	7	1	1
\$150,001 - \$225,000	20	11.24%	62.4	4	12	3	1
\$225,001 - \$275,000	30	16.85%	92.4	1	21	8	0
\$275,001 - \$350,000	37	20.79%	88.2	2	19	11	5
\$350,001 - \$475,000	33	18.54%	120.8	2	14	17	0
\$475,001 - \$750,000	24	13.48%	102.9	2	9	8	5
\$750,001 and up	17	9.55%	129.6	1	5	6	5
<b>Total Active Inventory by Units</b>	<b>178</b>			<b>20</b>	<b>87</b>	<b>54</b>	<b>17</b>
<b>Total Active Inventory by Volume</b>	<b>79,399,583</b>	<b>100%</b>	<b>96.3</b>	<b>6.62M</b>	<b>34.16M</b>	<b>26.24M</b>	<b>12.38M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$446,065</b>			<b>\$331,175</b>	<b>\$392,588</b>	<b>\$485,968</b>	<b>\$728,152</b>

# December 2023



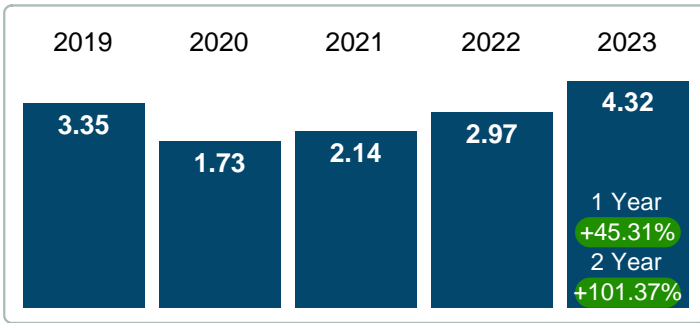
Area Delimited by County Of Bryan - Residential Property Type



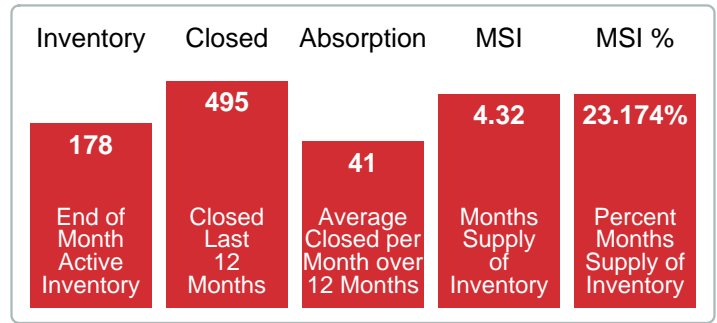
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jan 11, 2024 for MLS Technology Inc.

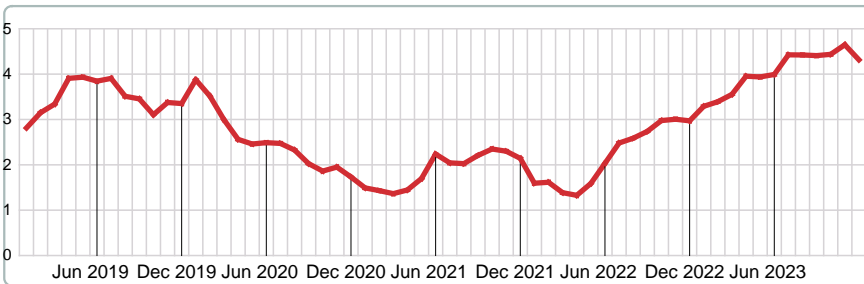
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2023

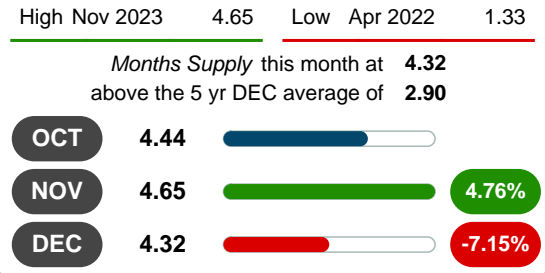


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 2.90



### 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	17	9.55%	2.02	2.29	1.71	1.33	12.00
\$150,001 - \$225,000	20	11.24%	2.24	4.80	1.69	3.27	12.00
\$225,001 - \$275,000	30	16.85%	3.24	12.00	2.96	4.00	0.00
\$275,001 - \$350,000	37	20.79%	5.55	0.00	4.96	4.13	30.00
\$350,001 - \$475,000	33	18.54%	7.76	24.00	6.46	9.27	0.00
\$475,001 - \$750,000	24	13.48%	9.00	12.00	12.00	8.00	6.67
\$750,001 and up	17	9.55%	15.69	12.00	12.00	14.40	30.00
Market Supply of Inventory (MSI)			4.32	4.21	3.42	5.63	11.33
Total Active Inventory by Units		100%	4.32	20	87	54	17

# December 2023



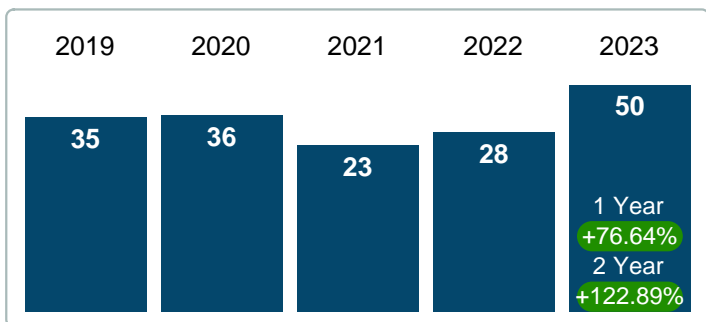
Area Delimited by County Of Bryan - Residential Property Type



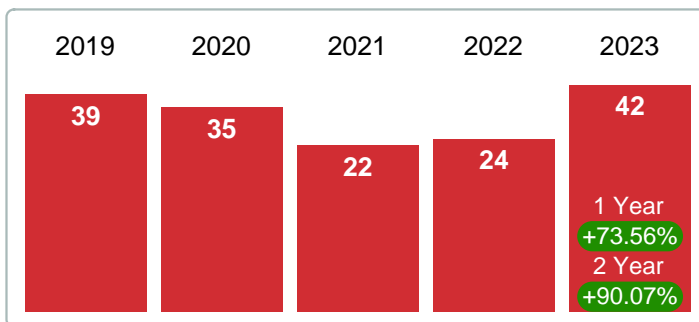
## AVERAGE DAYS ON MARKET TO SALE

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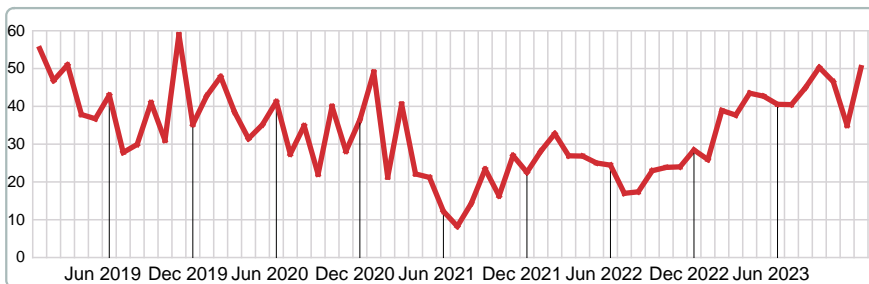
### DECEMBER



### YEAR TO DATE (YTD)

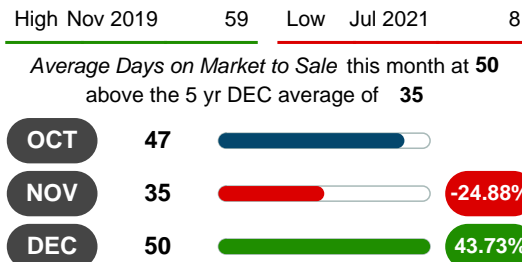


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 35



### 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	6.38%	6	7	6	0	0
\$100,001 - \$125,000	8.51%	95	52	198	79	0
\$125,001 - \$200,000	19.15%	73	1	82	0	0
\$200,001 - \$250,000	25.53%	10	0	10	0	0
\$250,001 - \$325,000	17.02%	42	0	42	42	0
\$325,001 - \$450,000	14.89%	108	0	108	107	0
\$450,001 and up	8.51%	25	0	33	16	0
Average Closed DOM		50	28	50	60	0
Total Closed Units	100%	50	4	33	10	
Total Closed Volume		11,527,284	478.28K	7.69M	3.36M	0.00B



# December 2023



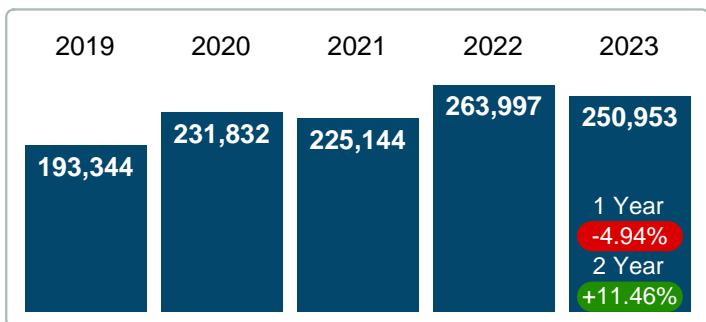
Area Delimited by County Of Bryan - Residential Property Type



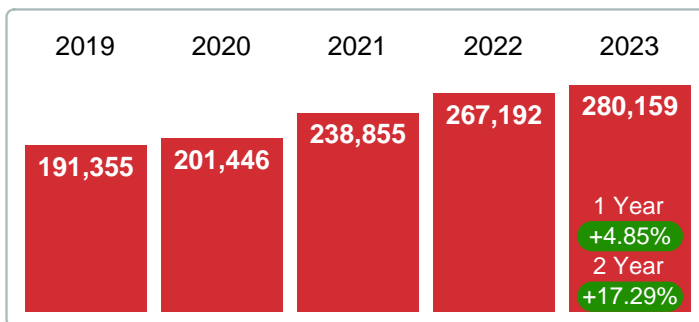
## AVERAGE LIST PRICE AT CLOSING

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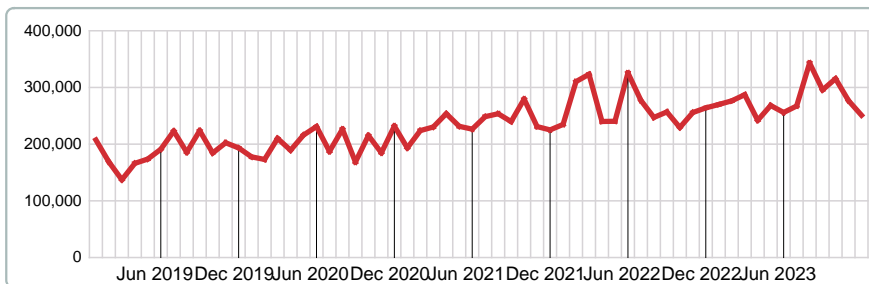
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

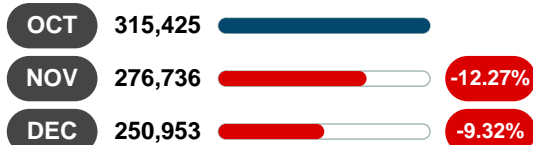


### 3 MONTHS

5 year DEC AVG = 233,054

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

Average List Price at Closing this month at **250,953** above the 5 yr DEC average of **233,054**



### 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	8.51%	70,950	100,000	42,950	0	0
\$100,001 - \$125,000	6.38%	120,467	110,650	120,000	118,000	0
\$125,001 - \$200,000	19.15%	159,297	185,777	155,988	0	0
\$200,001 - \$250,000	25.53%	225,658	0	225,658	0	0
\$250,001 - \$325,000	19.15%	284,522	0	271,975	288,225	0
\$325,001 - \$450,000	8.51%	366,975	0	415,000	354,267	0
\$450,001 and up	12.77%	496,568	0	499,704	522,500	0
<b>Average List Price</b>		<b>250,953</b>	<b>126,769</b>	<b>239,667</b>	<b>337,870</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>250,953</b>	<b>4</b>	<b>33</b>	<b>10</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>11,794,774</b>	<b>507.08K</b>	<b>7.91M</b>	<b>3.38M</b>	<b>0.00B</b>



# December 2023



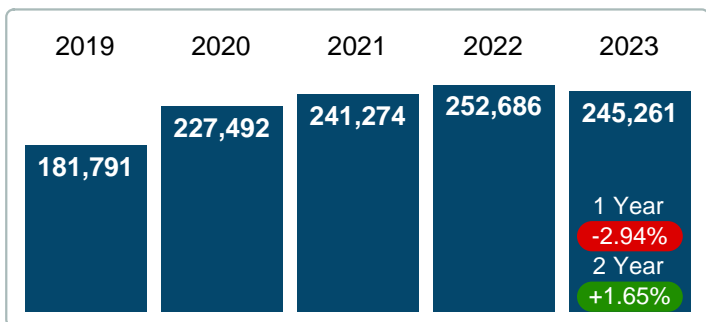
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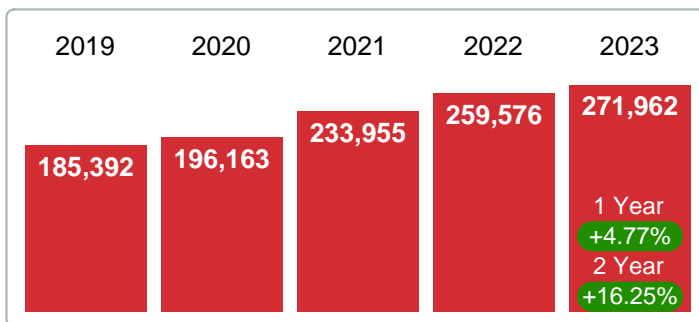
## AVERAGE SOLD PRICE AT CLOSING

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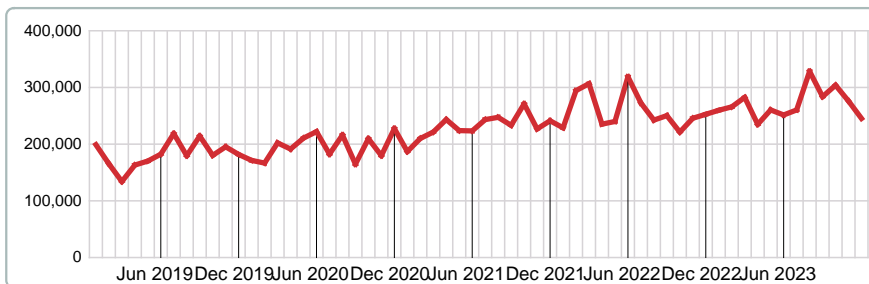
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

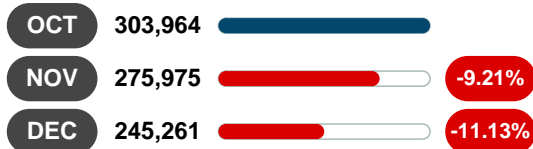


### 3 MONTHS

5 year DEC AVG = 229,701

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

Average Sold Price at Closing this month at 245,261 above the 5 yr DEC average of 229,701



### 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	3	6.38%	50,500	67,500	42,000	0	0
\$100,001 - \$125,000	4	8.51%	113,000	112,500	105,000	122,000	0
\$125,001 - \$200,000	9	19.15%	153,364	185,777	149,313	0	0
\$200,001 - \$250,000	12	25.53%	226,158	0	226,158	0	0
\$250,001 - \$325,000	8	17.02%	277,688	0	269,375	286,000	0
\$325,001 - \$450,000	7	14.89%	366,600	0	378,750	350,400	0
\$450,001 and up	4	8.51%	510,477	0	499,704	521,250	0
<b>Average Sold Price</b>			<b>245,261</b>	<b>119,569</b>	<b>233,009</b>	<b>335,970</b>	<b>0</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>245,261</b>	<b>4</b>	<b>33</b>	<b>10</b>	<b>0</b>
<b>Total Closed Volume</b>			<b>11,527,284</b>	<b>478.28K</b>	<b>7.69M</b>	<b>3.36M</b>	<b>0.00B</b>

# December 2023



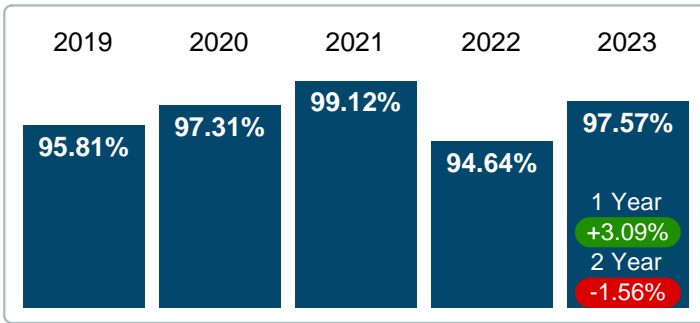
Area Delimited by County Of Bryan - Residential Property Type



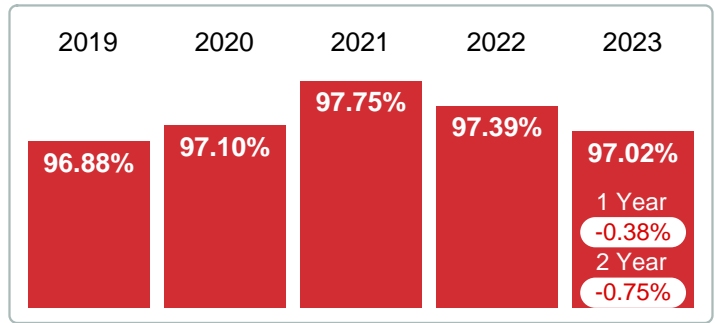
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jan 11, 2024 for MLS Technology Inc.

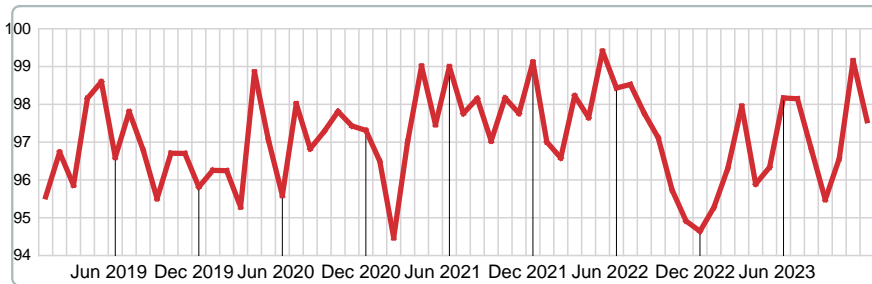
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 96.89%

High May 2022 99.41% Low Feb 2021 94.47%

Average Sold/List Ratio this month at **97.57%** above the 5 yr DEC average of **96.89%**



### 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	3	6.38%	87.92%	67.50%	98.13%	0.00%	0.00%
\$100,001 - \$125,000	4	8.51%	98.85%	102.25%	87.50%	103.39%	0.00%
\$125,001 - \$200,000	9	19.15%	96.35%	100.00%	95.89%	0.00%	0.00%
\$200,001 - \$250,000	12	25.53%	100.22%	0.00%	100.22%	0.00%	0.00%
\$250,001 - \$325,000	8	17.02%	99.17%	0.00%	99.09%	99.26%	0.00%
\$325,001 - \$450,000	7	14.89%	94.84%	0.00%	91.63%	99.12%	0.00%
\$450,001 and up	4	8.51%	99.87%	0.00%	100.00%	99.75%	0.00%
Average Sold/List Ratio		97.60%		93.00%	97.47%	99.73%	0.00%
Total Closed Units		47	100%	4	33	10	
Total Closed Volume		11,527,284		478.28K	7.69M	3.36M	0.00B

# December 2023



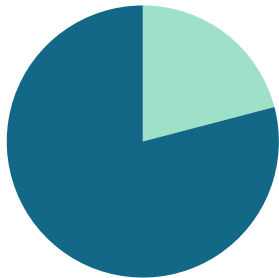
Area Delimited by County Of Bryan - Residential Property Type



## MARKET SUMMARY

Report produced on Jan 11, 2024 for MLS Technology Inc.

### INVENTORY

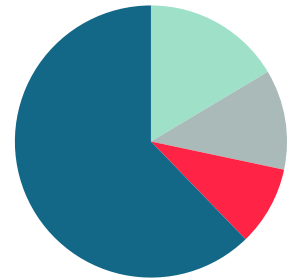


**Inventory**  
 New Listings  
**50 = 20.92%**  
 Start Inventory  
**189**  
 Total Inventory Units  
**239**  
 Volume  
**\$107,733,082**

### Market Activity

Closed Sales  
**47 = 16.43%**  
 Pending Sales  
**34 = 11.89%**  
 Other Off Market  
**27 = 9.44%**  
 Active Inventory  
**178 = 62.24%**

### MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	40	47	17.50%	594	495	-16.67%
Pending Sales	34	34	0.00%	568	510	-10.21%
New Listings	53	50	-5.66%	792	795	0.38%
Average List Price	263,997	250,953	-4.94%	267,192	280,159	4.85%
Average Sale Price	252,686	245,261	-2.94%	259,576	271,962	4.77%
Average Percent of Selling Price to List Price	94.64%	97.57%	3.09%	97.39%	97.02%	-0.38%
Average Days on Market to Sale	28.45	50.26	76.64%	24.35	42.26	73.56%
Monthly Inventory	147	178	21.09%	147	178	21.09%
Months Supply of Inventory	2.97	4.32	45.31%	2.97	4.32	45.31%

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

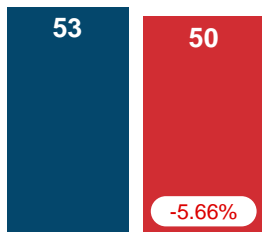
**Inventory** on December 31, 2023 = **178**

**2022** **2023**

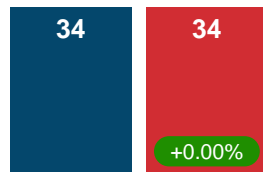
### DECEMBER MARKET

### AVERAGE PRICES

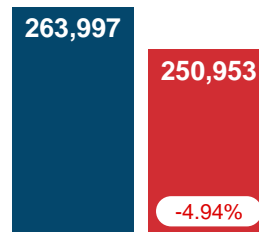
#### New Listings



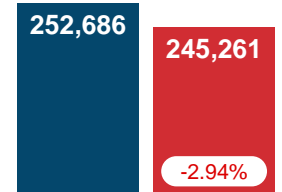
#### Pending Listings



#### List Price



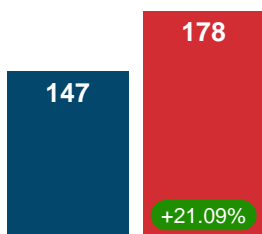
#### Sale Price



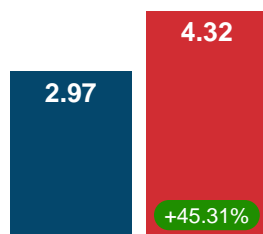
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

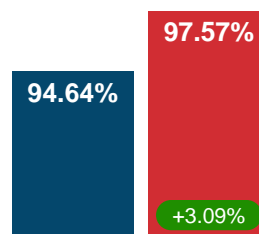
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

