

March 2024



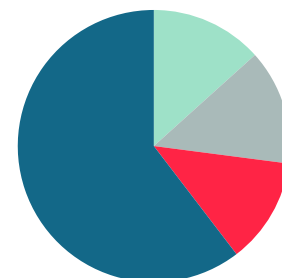
Area Delimited by County Of Bryan - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2023	March 2024	+/-%
Closed Listings	38	34	-10.53%
Pending Listings	54	35	-35.19%
New Listings	67	39	-41.79%
Average List Price	287,224	343,165	19.48%
Average Sale Price	282,480	327,282	15.86%
Average Percent of Selling Price to List Price	97.95%	94.61%	-3.41%
Average Days on Market to Sale	37.68	42.18	11.92%
End of Month Inventory	159	154	-3.14%
Months Supply of Inventory	3.55	3.83	7.91%



■ Closed (13.33%)
■ Pending (13.73%)
■ Other OffMarket (12.55%)
■ Active (60.39%)

Absorption: Last 12 months, an Average of **40** Sales/Month
Active Inventory as of March 31, 2024 = **154**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2024 decreased **3.14%** to 154 existing homes available for sale. Over the last 12 months this area has had an average of 40 closed sales per month. This represents an unsold inventory index of **3.83** 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 **15.86%** in March 2024 to \$327,282 versus the previous year at \$282,480.

Average Days on Market Lengthens

The average number of **42.18** days that homes spent on the market before selling increased by 4.49 days or **11.92%** in March 2024 compared to last year's same month at **37.68** DOM.

Sales Success for March 2024 is Positive

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

There were 39 New Listings in March 2024, down **41.79%** from last year at 67. Furthermore, there were 34 Closed Listings this month versus last year at 38, a **-10.53%** decrease.

Closed versus Listed trends yielded a **87.2%** ratio, up from previous year's, March 2023, at **56.7%**, a **53.71%** upswing. This will certainly create pressure on a decreasing 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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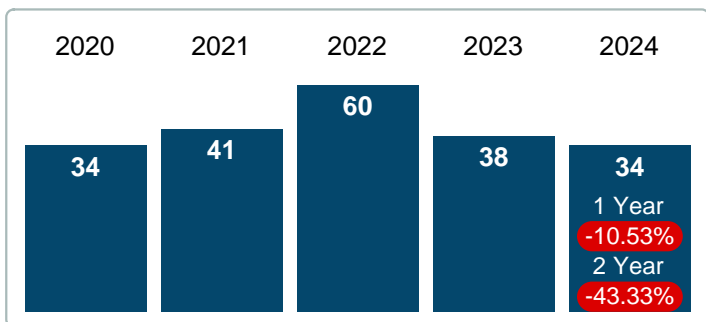
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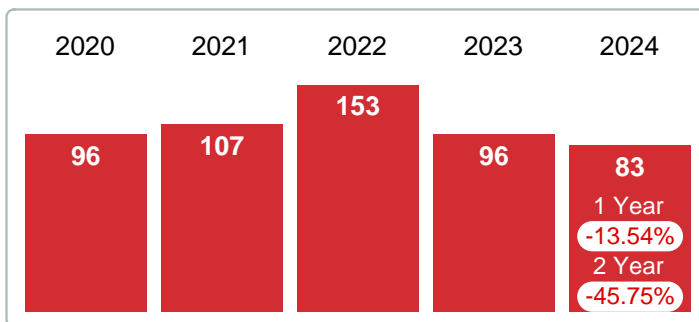
CLOSED LISTINGS

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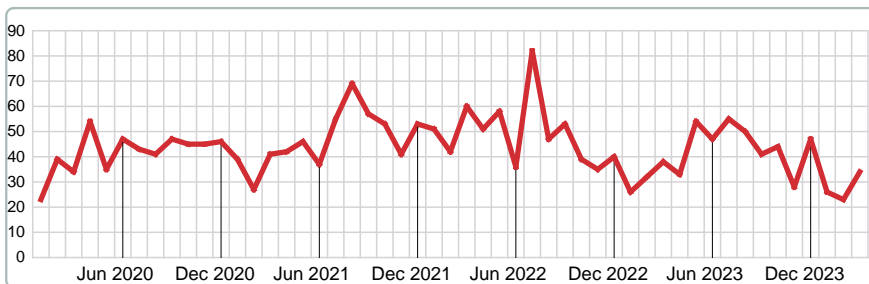
MARCH



YEAR TO DATE (YTD)

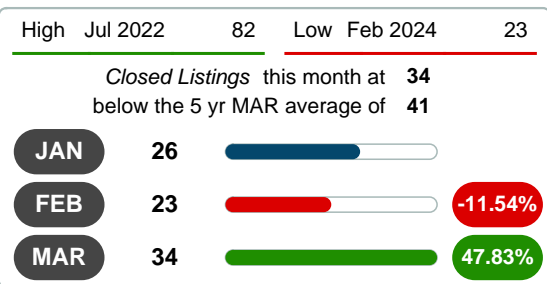


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 41



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	2	5.88%	17.0	1	1	0	0
\$150,001 - \$175,000	3	8.82%	28.0	0	3	0	0
\$175,001 - \$200,000	5	14.71%	74.0	1	4	0	0
\$200,001 - \$275,000	10	29.41%	42.0	1	7	2	0
\$275,001 - \$350,000	6	17.65%	44.7	1	3	2	0
\$350,001 - \$550,000	4	11.76%	4.3	0	3	1	0
\$550,001 and up	4	11.76%	60.3	0	1	1	2
Total Closed Units	34			4	22	6	2
Total Closed Volume	11,127,600	100%	42.2	810.00K	5.77M	2.07M	2.48M
Average Closed Price	\$327,282			\$202,500	\$262,236	\$345,400	\$1,238,000

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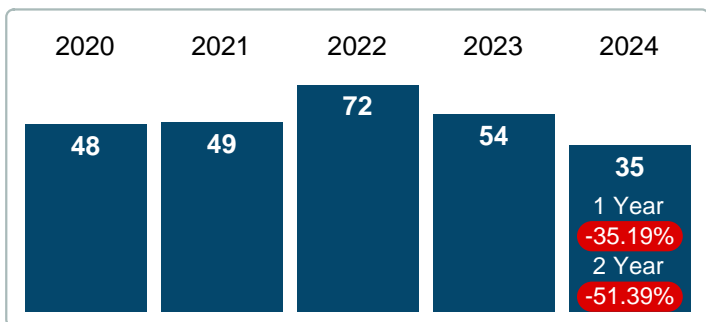
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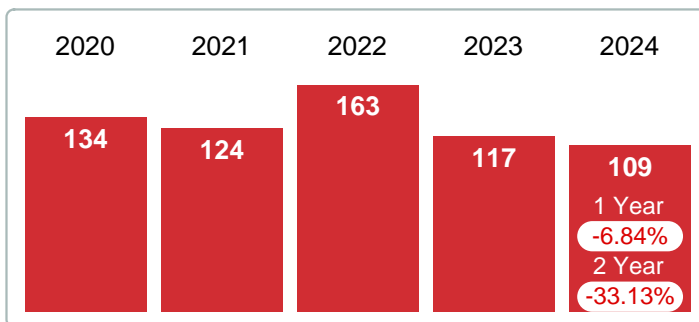
PENDING LISTINGS

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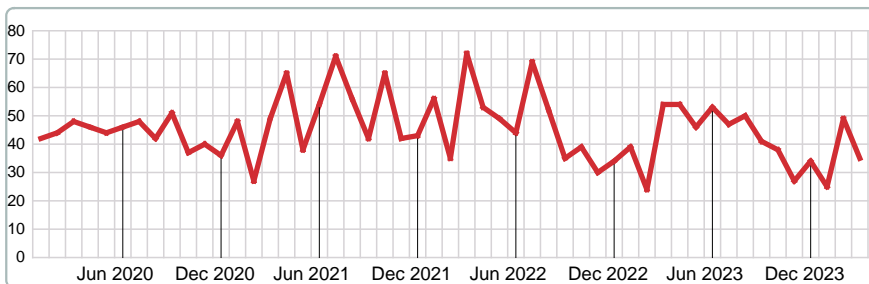
MARCH



YEAR TO DATE (YTD)

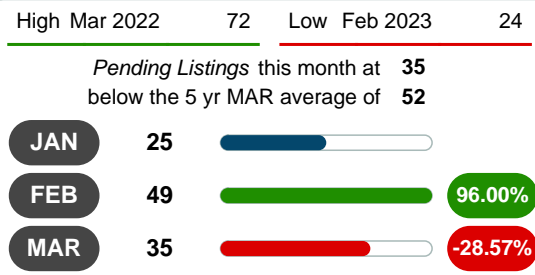


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 52



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	5.71%	110.0	0	1	1	0
\$100,001 - \$175,000	5	14.29%	61.0	2	3	0	0
\$175,001 - \$225,000	5	14.29%	37.4	2	2	0	1
\$225,001 - \$275,000	9	25.71%	44.3	1	7	1	0
\$275,001 - \$350,000	6	17.14%	14.3	1	4	1	0
\$350,001 - \$475,000	4	11.43%	129.5	0	3	1	0
\$475,001 and up	4	11.43%	71.3	0	3	0	1
Total Pending Units	35			6	23	4	2
Total Pending Volume	10,730,698	100%	6.5	1.21M	7.21M	1.03M	1.28M
Average Listing Price	\$335,467			\$201,567	\$313,687	\$256,625	\$640,000

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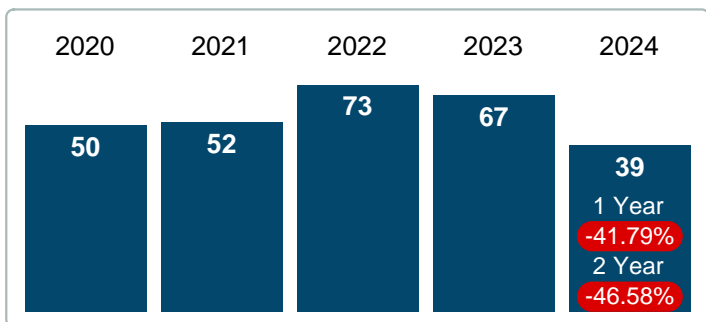
Area Delimited by County Of Bryan - Residential Property Type



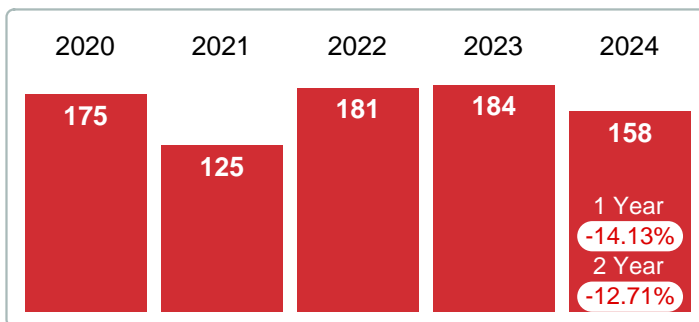
NEW LISTINGS

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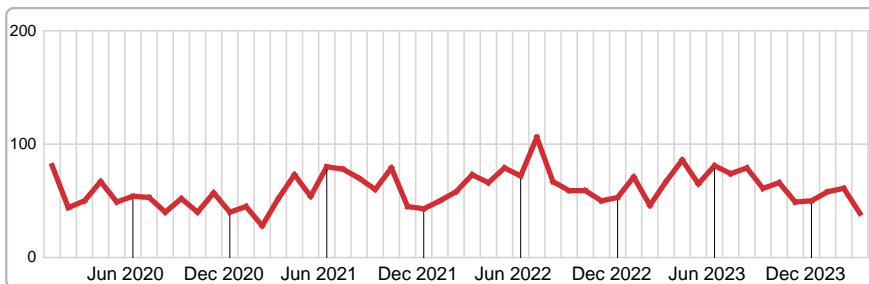
MARCH



YEAR TO DATE (YTD)

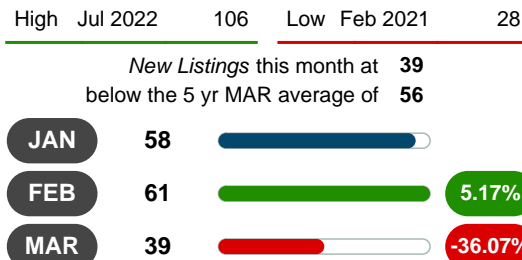


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 56



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	3	7.69%	2	0	0	1
\$125,001 - \$175,000	6	15.38%	2	4	0	0
\$175,001 - \$225,000	4	10.26%	1	2	1	0
\$225,001 - \$300,000	11	28.21%	1	9	1	0
\$300,001 - \$450,000	6	15.38%	1	2	3	0
\$450,001 - \$525,000	4	10.26%	0	1	1	2
\$525,001 and up	5	12.82%	1	0	2	2
Total New Listed Units	39		8	18	8	5
Total New Listed Volume	13,743,499	100%	2.53M	4.53M	4.50M	2.19M
Average New Listed Listing Price	\$334,580		\$315,913	\$251,456	\$562,850	\$437,440

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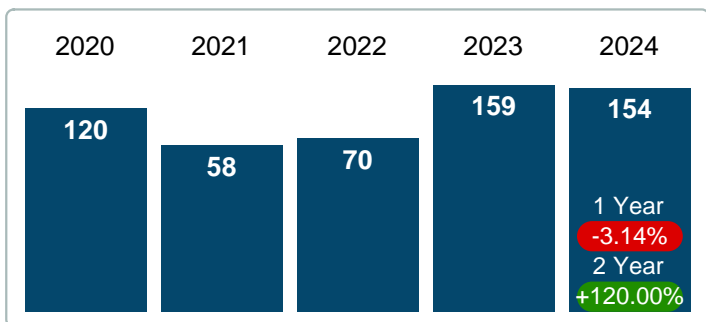
Area Delimited by County Of Bryan - Residential Property Type



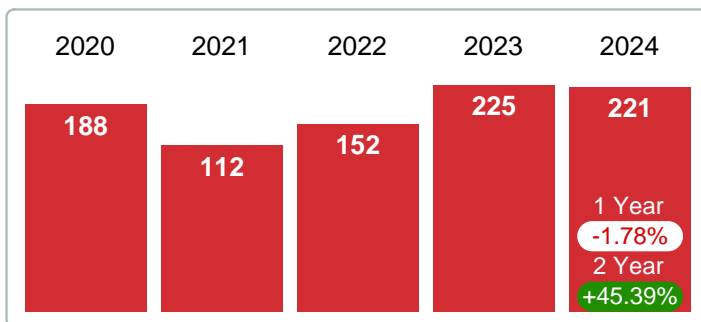
ACTIVE INVENTORY

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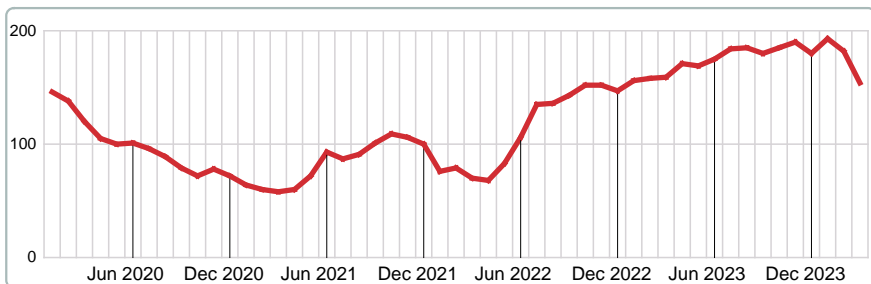
END OF MARCH



ACTIVE DURING MARCH

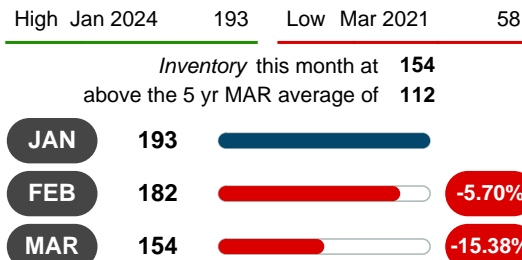


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 112



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	12	7.79%	75.9	6	5	0	1
\$125,001 - \$175,000	18	11.69%	76.7	6	11	1	0
\$175,001 - \$250,000	20	12.99%	86.4	0	12	8	0
\$250,001 - \$350,000	46	29.87%	92.8	2	27	12	5
\$350,001 - \$475,000	21	13.64%	115.9	1	14	5	1
\$475,001 - \$725,000	22	14.29%	113.3	2	6	9	5
\$725,001 and up	15	9.74%	117.1	2	4	5	4
Total Active Inventory by Units	154			19	79	40	16
Total Active Inventory by Volume	71,219,544	100%	97.2	6.80M	29.38M	21.03M	14.01M
Average Active Inventory Listing Price	\$462,465			\$358,105	\$371,903	\$525,630	\$875,628

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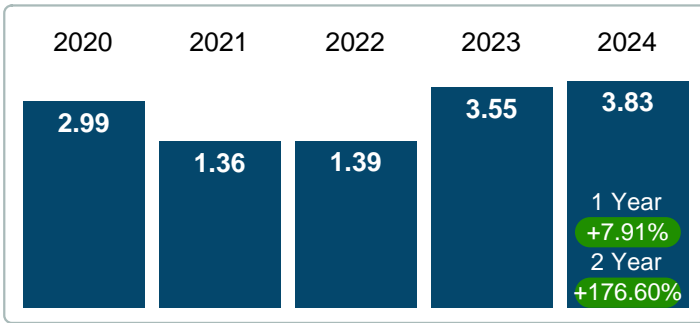
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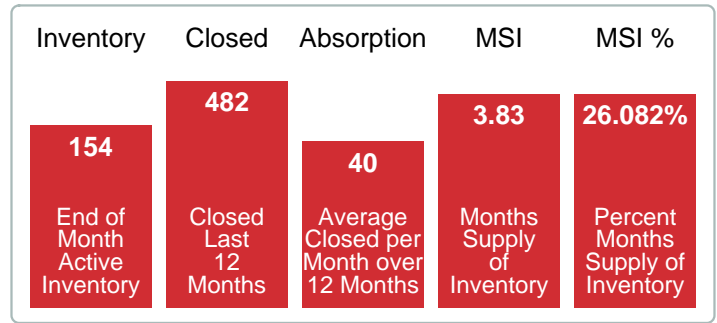
MONTHS SUPPLY of INVENTORY (MSI)

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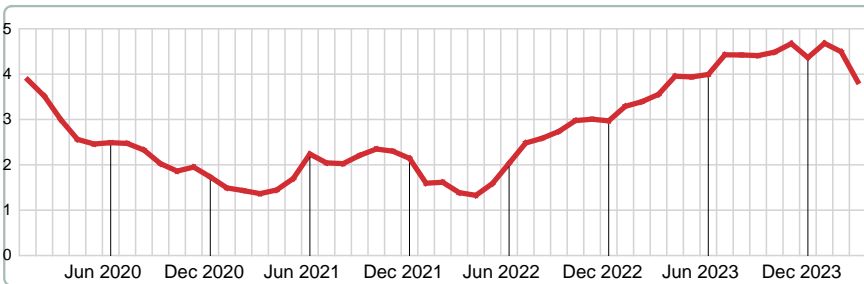
MSI FOR MARCH



INDICATORS FOR MARCH 2024



5 YEAR MARKET ACTIVITY TRENDS

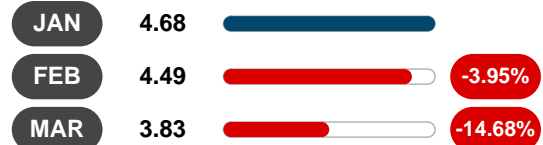


3 MONTHS

5 year MAR AVG = 2.63

High Jan 2024 4.68 Low Apr 2022 1.33

Months Supply this month at **3.83**
above the 5 yr MAR average of **2.63**



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	12	7.79%	2.18	2.67	1.94	0.00	6.00
\$125,001 - \$175,000	18	11.69%	3.18	4.00	3.07	1.71	0.00
\$175,001 - \$250,000	20	12.99%	1.98	0.00	1.48	6.00	0.00
\$250,001 - \$350,000	46	29.87%	4.12	24.00	4.00	2.94	20.00
\$350,001 - \$475,000	21	13.64%	5.48	0.00	6.46	3.00	0.00
\$475,001 - \$725,000	22	14.29%	8.52	24.00	9.00	9.00	6.00
\$725,001 and up	15	9.74%	11.25	8.00	16.00	8.57	16.00
Market Supply of Inventory (MSI)			3.83	4.07	3.28	4.10	9.60
Total Active Inventory by Units		100%	3.83	19	79	40	16

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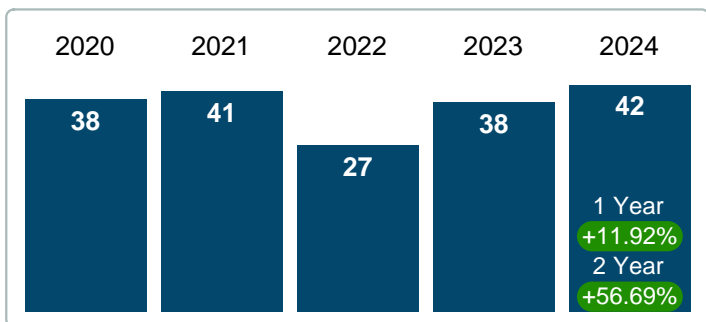
Area Delimited by County Of Bryan - Residential Property Type



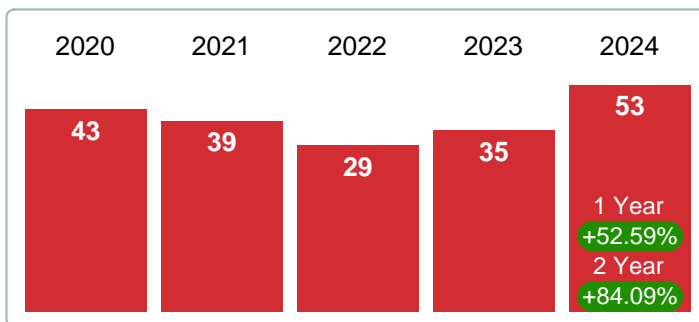
AVERAGE DAYS ON MARKET TO SALE

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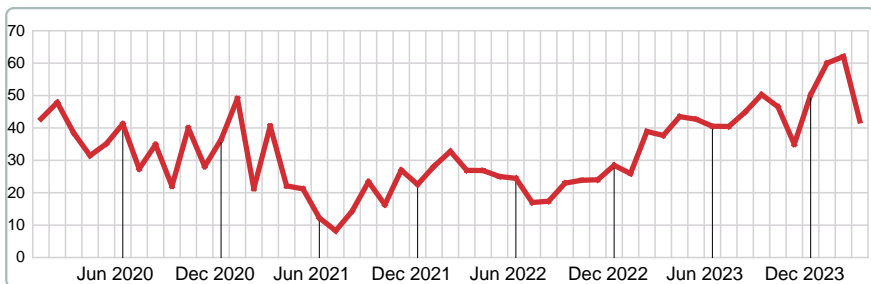
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 37

High Feb 2024 62 Low Jul 2021 8

Average Days on Market to Sale this month at 42 above the 5 yr MAR average of 37

- JAN 60
- FEB 62 +3.41%
- MAR 42 -32.02%

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
\$150,000 and less	5.88%	17	4	30	0	0
\$150,001 - \$175,000	8.82%	28	0	28	0	0
\$175,001 - \$200,000	14.71%	74	224	37	0	0
\$200,001 - \$275,000	29.41%	42	4	56	12	0
\$275,001 - \$350,000	17.65%	45	11	46	60	0
\$350,001 - \$550,000	11.76%	4	0	5	3	0
\$550,001 and up	11.76%	60	0	96	101	22
Average Closed DOM		42	61	41	41	22
Total Closed Units	100%	42	4	22	6	2
Total Closed Volume		11,127,600	810.00K	5.77M	2.07M	2.48M

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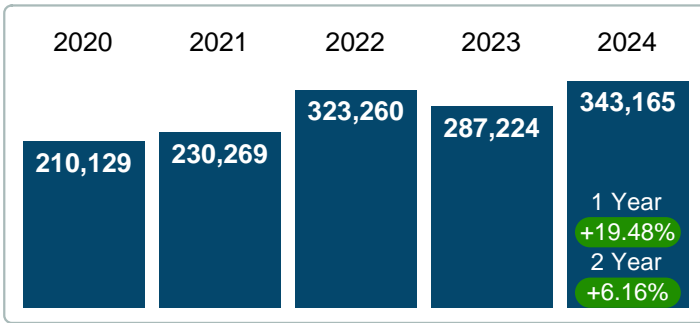
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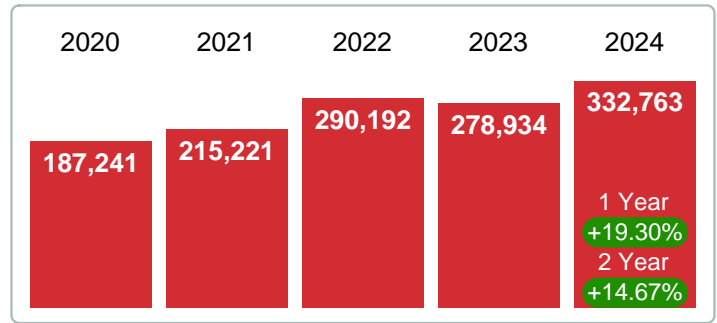
AVERAGE LIST PRICE AT CLOSING

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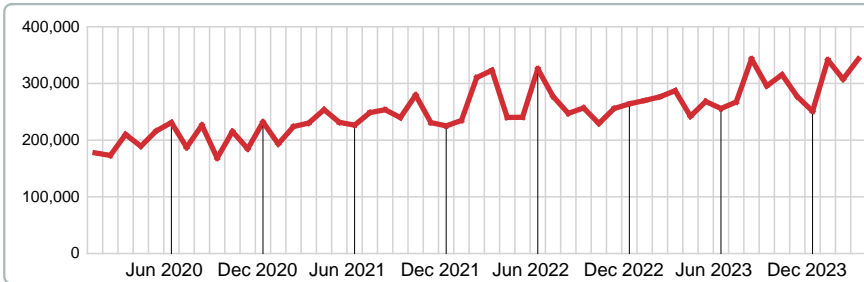
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

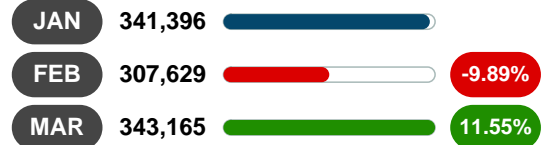


3 MONTHS

5 year MAR AVG = 278,809

High Mar 2024 343,165 Low Sep 2020 168,410

Average List Price at Closing this month at **343,165** above the 5 yr MAR average of **278,809**



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
\$150,000 and less	5.88%	130,000	110,000	150,000	0	0
\$150,001 - \$175,000	2.94%	165,000	0	198,000	0	0
\$175,001 - \$200,000	11.76%	185,750	242,000	198,500	0	0
\$200,001 - \$275,000	38.24%	239,446	205,000	239,543	254,500	0
\$275,001 - \$350,000	14.71%	311,760	310,000	332,966	314,950	0
\$350,001 - \$550,000	14.71%	416,800	0	445,000	369,000	0
\$550,001 and up	11.76%	936,000	0	575,000	599,000	1,285,000
Average List Price		343,165	216,750	278,350	351,150	1,285,000
Total Closed Units	100%	34	4	22	6	2
Total Closed Volume		11,667,599	867.00K	6.12M	2.11M	2.57M

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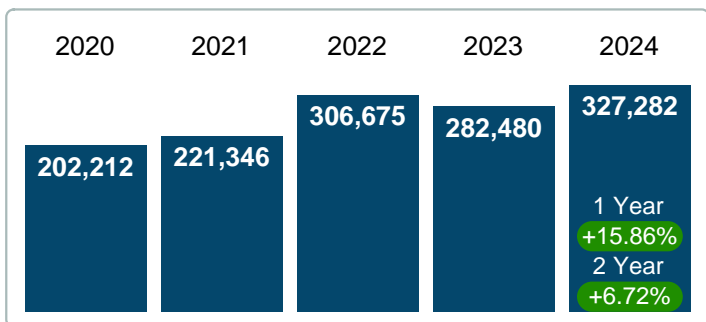
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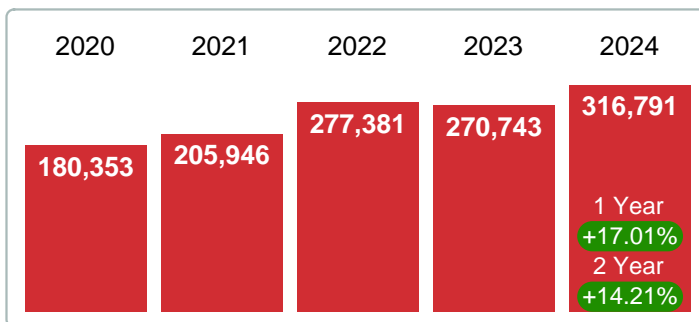
AVERAGE SOLD PRICE AT CLOSING

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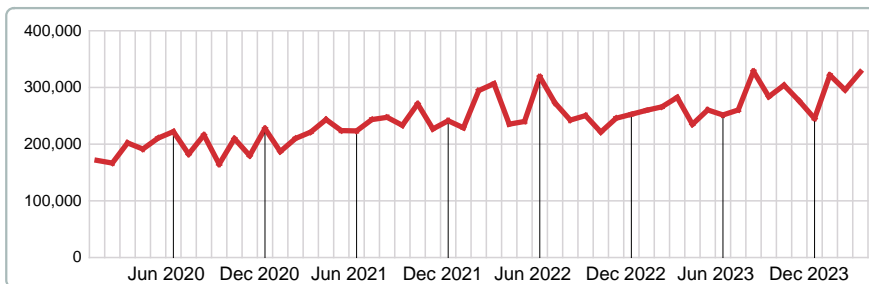
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 267,999

High Aug 2023 328,410 Low Sep 2020 164,676

Average Sold Price at Closing this month at **327,282**
above the 5 yr MAR average of **267,999**

Month	Average Sold Price	% Change
JAN	321,788	
FEB	295,633	-8.13%
MAR	327,282	10.71%

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
\$150,000 and less	2	5.88%	108,750	105,000	112,500	0	0
\$150,001 - \$175,000	3	8.82%	162,667	0	162,667	0	0
\$175,001 - \$200,000	5	14.71%	183,800	195,000	181,000	0	0
\$200,001 - \$275,000	10	29.41%	238,170	215,000	236,529	255,500	0
\$275,001 - \$350,000	6	17.65%	308,167	295,000	319,667	297,500	0
\$350,001 - \$550,000	4	11.76%	409,750	0	423,333	369,000	0
\$550,001 and up	4	11.76%	908,350	0	560,000	597,400	1,238,000
Average Sold Price			327,282	202,500	262,236	345,400	1,238,000
Total Closed Units		100%	327,282	4	22	6	2
Total Closed Volume			11,127,600	810.00K	5.77M	2.07M	2.48M

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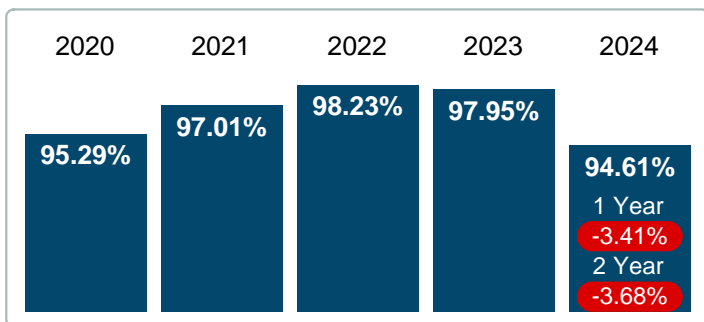
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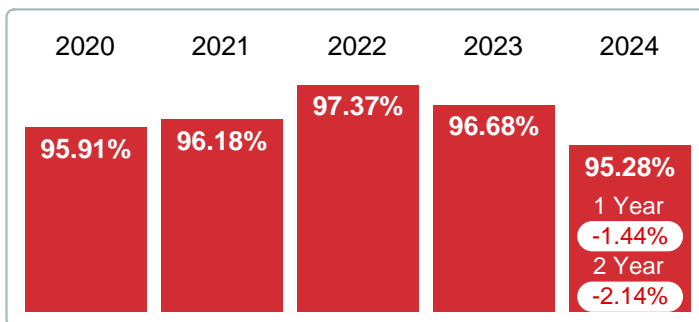
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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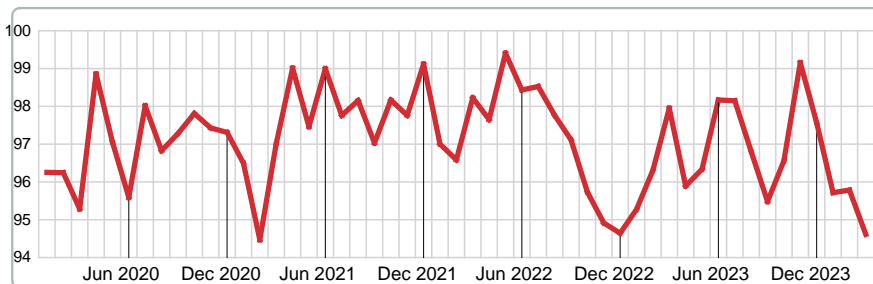
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

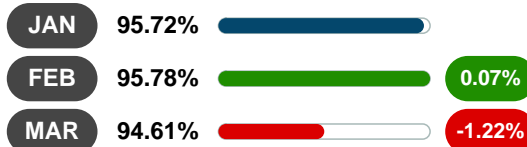


3 MONTHS

5 year MAR AVG = 96.62%

High May 2022 99.41% Low Feb 2021 94.47%

Average Sold/List Ratio this month at **94.61%**
below the 5 yr MAR average of **96.62%**



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
\$150,000 and less	2	5.88%	85.23%	95.45%	75.00%	0.00%	0.00%
\$150,001 - \$175,000	3	8.82%	84.86%	0.00%	84.86%	0.00%	0.00%
\$175,001 - \$200,000	5	14.71%	89.68%	80.58%	91.96%	0.00%	0.00%
\$200,001 - \$275,000	10	29.41%	99.72%	104.88%	98.79%	100.40%	0.00%
\$275,001 - \$350,000	6	17.65%	95.55%	95.16%	96.40%	94.46%	0.00%
\$350,001 - \$550,000	4	11.76%	96.36%	0.00%	95.14%	100.00%	0.00%
\$550,001 and up	4	11.76%	96.87%	0.00%	97.39%	99.73%	95.17%
Average Sold/List Ratio		94.60%		94.02%	93.68%	98.24%	95.17%
Total Closed Units		34	100%	4	22	6	2
Total Closed Volume		11,127,600		810.00K	5.77M	2.07M	2.48M

March 2024



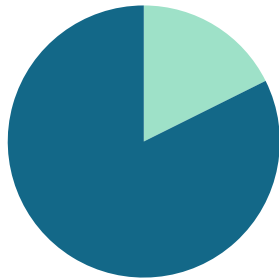
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

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

INVENTORY

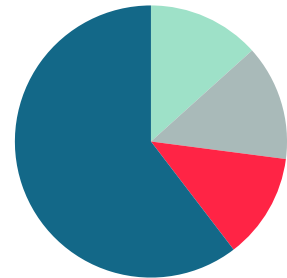


Inventory
 New Listings
39 = 17.65%
 Start Inventory
182
 Total Inventory Units
221
 Volume
\$92,509,041

Market Activity

Closed Sales
34 = 13.33%
 Pending Sales
35 = 13.73%
 Other Off Market
32 = 12.55%
 Active Inventory
154 = 60.39%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	38	34	-10.53%	96	83	-13.54%
Pending Sales	54	35	-35.19%	117	109	-6.84%
New Listings	67	39	-41.79%	184	158	-14.13%
Average List Price	287,224	343,165	19.48%	278,934	332,763	19.30%
Average Sale Price	282,480	327,282	15.86%	270,743	316,791	17.01%
Average Percent of Selling Price to List Price	97.95%	94.61%	-3.41%	96.68%	95.28%	-1.44%
Average Days on Market to Sale	37.68	42.18	11.92%	34.91	53.27	52.59%
Monthly Inventory	159	154	-3.14%	159	154	-3.14%
Months Supply of Inventory	3.55	3.83	7.91%	3.55	3.83	7.91%

Absorption: Last 12 months, an Average of **40** Sales/Month

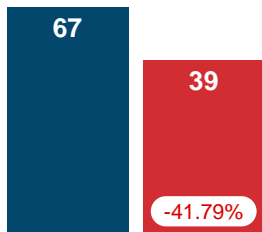
Inventory on March 31, 2024 = **154**

2023 **2024**

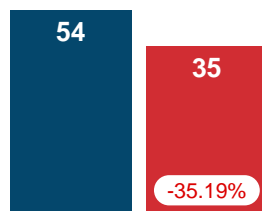
MARCH MARKET

AVERAGE PRICES

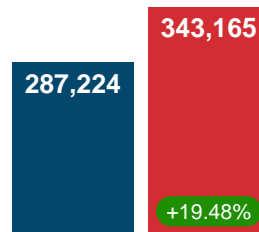
New Listings



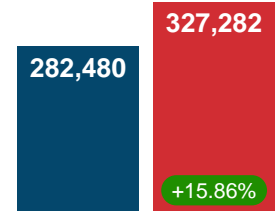
Pending Listings



List Price



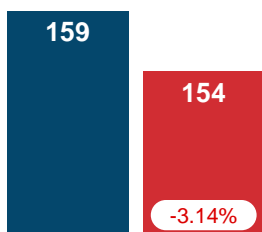
Sale Price



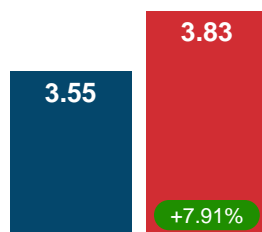
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

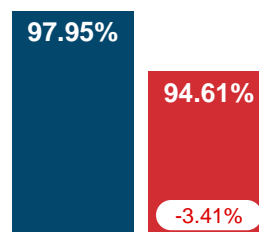
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

