

July 2024



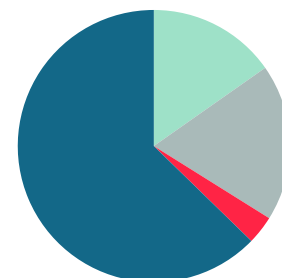
Area Delimited by County Of Bryan - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 12, 2024 for MLS Technology Inc.

| Compared Metrics | 2023 | July 2024 | +/-% |
|--|---------|-----------|---------|
| Closed Listings | 55 | 45 | -18.18% |
| Pending Listings | 47 | 55 | 17.02% |
| New Listings | 74 | 93 | 25.68% |
| Average List Price | 267,288 | 296,221 | 10.82% |
| Average Sale Price | 260,313 | 286,430 | 10.03% |
| Average Percent of Selling Price to List Price | 98.15% | 96.82% | -1.35% |
| Average Days on Market to Sale | 40.45 | 54.53 | 34.80% |
| End of Month Inventory | 184 | 185 | 0.54% |
| Months Supply of Inventory | 4.42 | 4.64 | 4.96% |



■ Closed (15.25%)
■ Pending (18.64%)
■ Other OffMarket (3.39%)
■ Active (62.71%)

Absorption: Last 12 months, an Average of **40** Sales/Month
Active Inventory as of July 31, 2024 = **185**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of July 2024 rose **0.54%** to 185 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 **4.64** 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 **10.03%** in July 2024 to \$286,430 versus the previous year at \$260,313.

Average Days on Market Lengthens

The average number of **54.53** days that homes spent on the market before selling increased by 14.08 days or **34.80%** in July 2024 compared to last year's same month at **40.45** DOM.

Sales Success for July 2024 is Positive

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

There were 93 New Listings in July 2024, up **25.68%** from last year at 74. Furthermore, there were 45 Closed Listings this month versus last year at 55, a **-18.18%** decrease.

Closed versus Listed trends yielded a **48.4%** ratio, down from previous year's, July 2023, at **74.3%**, a **34.90%** downswing. This will certainly create pressure on an increasing Monthly Supply of Inventory (MSI) in the months to come.

What's in this Issue

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| Average List Price at Closing | 8 |
| Average Sale Price at Closing | 9 |
| Average 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

July 2024



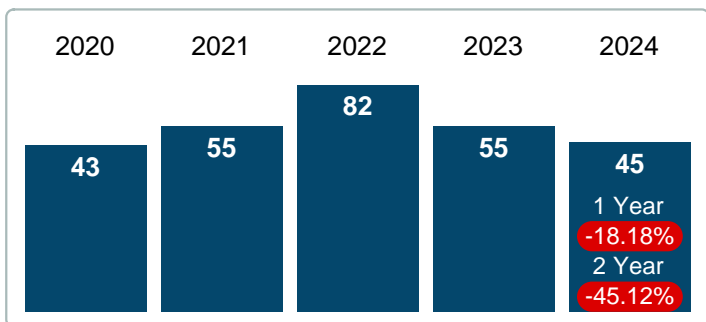
Area Delimited by County Of Bryan - Residential Property Type



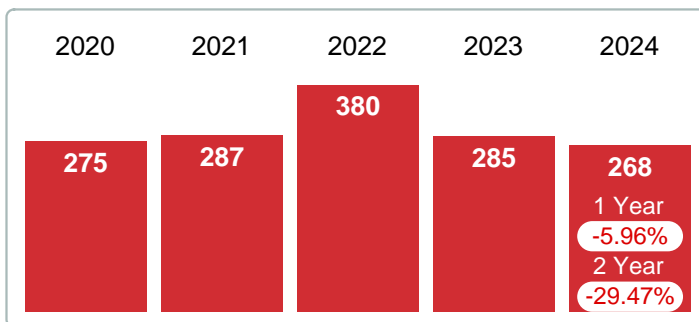
CLOSED LISTINGS

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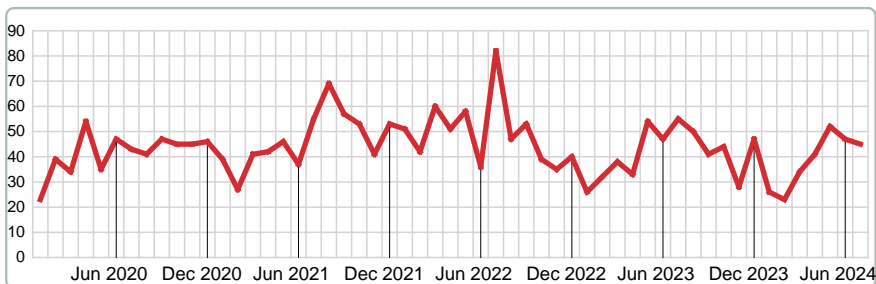
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 56

High Jul 2022: 82 | Low Feb 2024: 23

Closed Listings this month at 45 below the 5 yr JUL average of 56

- MAY: 52
- JUN: 47 (-9.62%)
- JUL: 45 (-4.26%)

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 | 4 | 8.89% | 68.3 | 2 | 1 | 1 | 0 |
| \$125,001 - \$175,000 | 6 | 13.33% | 45.2 | 1 | 5 | 0 | 0 |
| \$175,001 - \$225,000 | 6 | 13.33% | 40.7 | 0 | 6 | 0 | 0 |
| \$225,001 - \$300,000 | 13 | 28.89% | 42.6 | 0 | 7 | 6 | 0 |
| \$300,001 - \$350,000 | 5 | 11.11% | 68.0 | 0 | 2 | 3 | 0 |
| \$350,001 - \$375,000 | 4 | 8.89% | 94.0 | 0 | 4 | 0 | 0 |
| \$375,001 and up | 7 | 15.56% | 56.6 | 1 | 4 | 2 | 0 |
| Total Closed Units | 45 | | | 4 | 29 | 12 | 0 |
| Total Closed Volume | 12,889,350 | 100% | 54.5 | 714.95K | 7.76M | 4.42M | 0.00B |
| Average Closed Price | \$286,430 | | | \$178,738 | \$267,505 | \$368,062 | \$0 |

July 2024



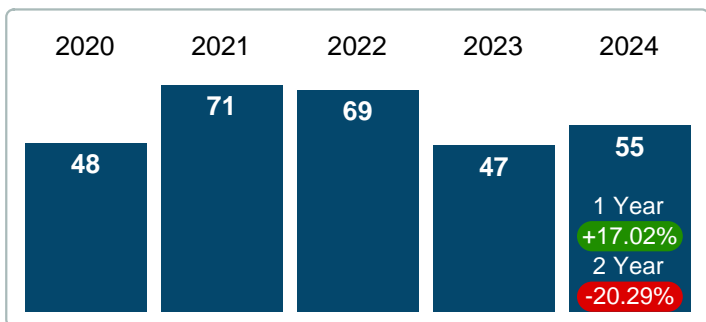
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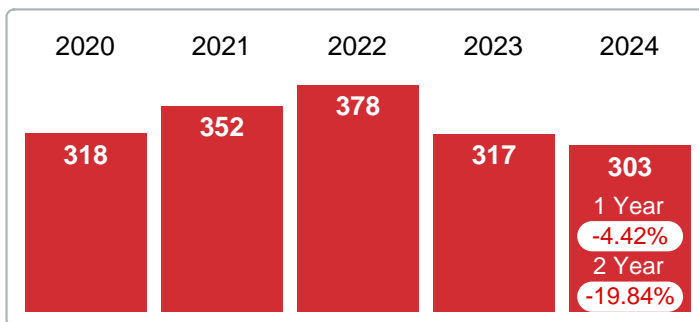
PENDING LISTINGS

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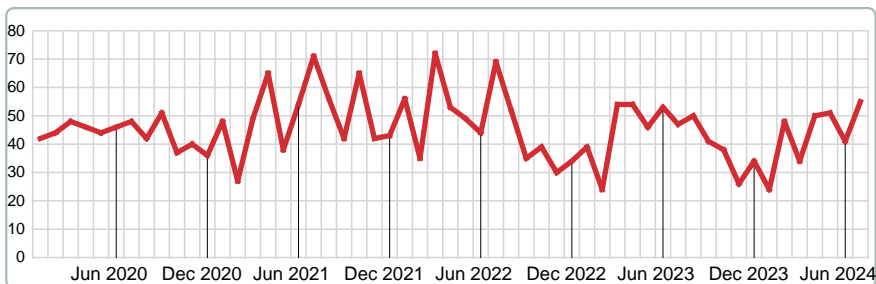
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 58

High Mar 2022: 72 | Low Jan 2024: 24

Pending Listings this month at 55
 below the 5 yr JUL average of 58

- MAY: 51
- JUN: 41 (-19.61%)
- JUL: 55 (34.15%)

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 | 5 | 9.09% | 68.0 | 1 | 4 | 0 | 0 |
| \$125,001 - \$175,000 | 2 | 3.64% | 6.5 | 0 | 2 | 0 | 0 |
| \$175,001 - \$225,000 | 11 | 20.00% | 31.4 | 3 | 7 | 1 | 0 |
| \$225,001 - \$275,000 | 11 | 20.00% | 48.5 | 0 | 8 | 3 | 0 |
| \$275,001 - \$375,000 | 13 | 23.64% | 54.8 | 0 | 5 | 6 | 2 |
| \$375,001 - \$450,000 | 8 | 14.55% | 86.5 | 0 | 5 | 3 | 0 |
| \$450,001 and up | 5 | 9.09% | 152.4 | 0 | 4 | 0 | 1 |
| Total Pending Units | 55 | | | 4 | 35 | 13 | 3 |
| Total Pending Volume | 16,166,100 | 100% | 54.2 | 709.30K | 10.12M | 4.29M | 1.05M |
| Average Listing Price | \$362,780 | | | \$177,325 | \$289,006 | \$330,131 | \$349,967 |

July 2024



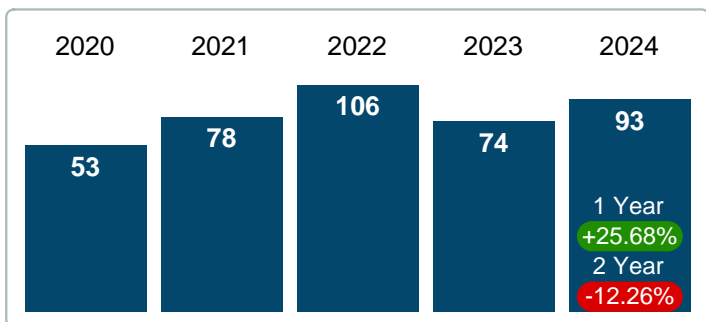
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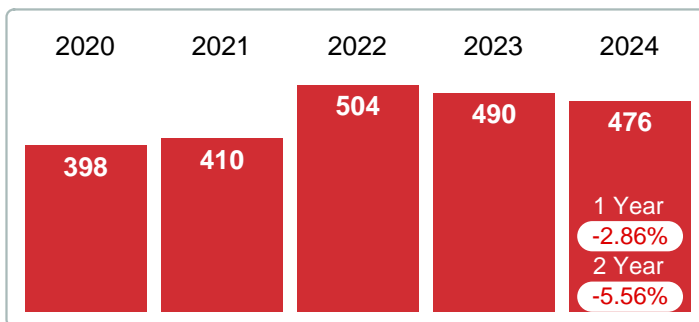
NEW LISTINGS

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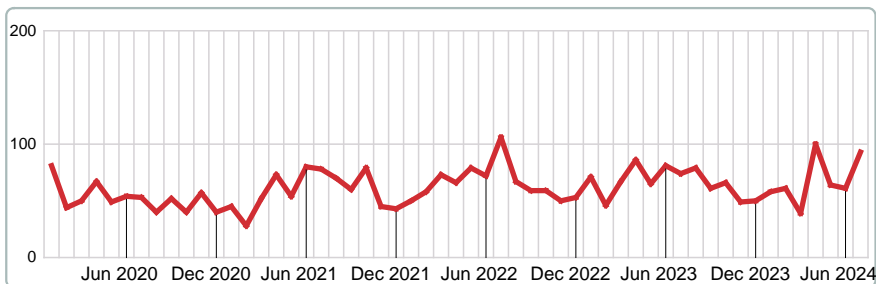
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 81

High Jul 2022 106 Low Feb 2021 28

New Listings this month at 93 above the 5 yr JUL average of 81

- MAY 64
- JUN 61 (-4.69%)
- JUL 93 (52.46%)

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range | | | Bedroom Distribution | | | |
|---|-------------------|-------------|----------------------|------------------|------------------|------------------|
| Price Range | Count | % | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
| \$125,000 and less | 9 | 9.68% | 4 | 5 | 0 | 0 |
| \$125,001 - \$175,000 | 9 | 9.68% | 2 | 6 | 1 | 0 |
| \$175,001 - \$225,000 | 11 | 11.83% | 2 | 8 | 1 | 0 |
| \$225,001 - \$350,000 | 31 | 33.33% | 2 | 23 | 6 | 0 |
| \$350,001 - \$375,000 | 9 | 9.68% | 0 | 3 | 6 | 0 |
| \$375,001 - \$675,000 | 13 | 13.98% | 1 | 5 | 6 | 1 |
| \$675,001 and up | 11 | 11.83% | 1 | 5 | 4 | 1 |
| Total New Listed Units | 93 | | 12 | 55 | 24 | 2 |
| Total New Listed Volume | 49,824,699 | 100% | 4.72M | 33.93M | 10.04M | 1.13M |
| Average New Listed Listing Price | \$350,000 | | \$393,183 | \$616,945 | \$418,525 | \$564,950 |

July 2024



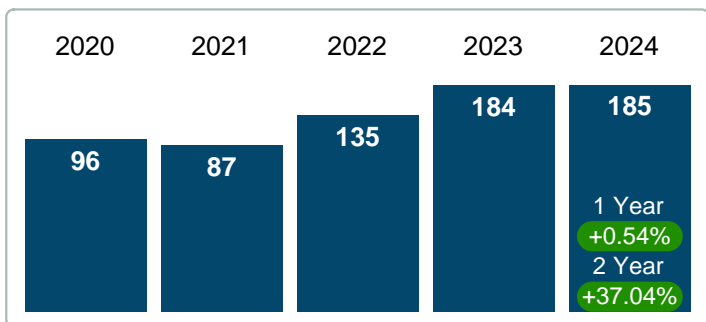
Area Delimited by County Of Bryan - Residential Property Type



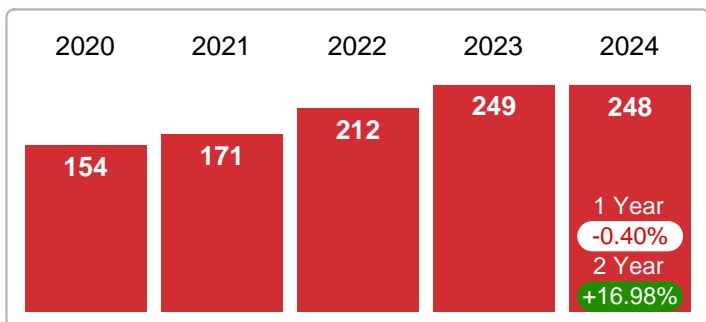
ACTIVE INVENTORY

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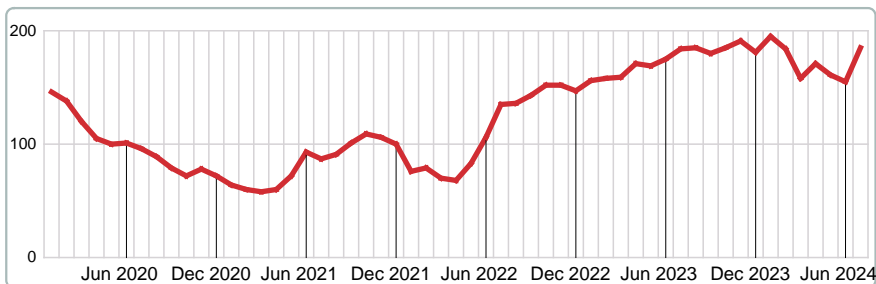
END OF JULY



ACTIVE DURING JULY

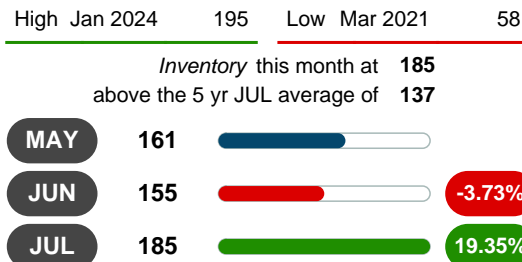


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 137



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 | 13 | 7.03% | 48.8 | 7 | 5 | 1 | 0 |
| \$125,001 - \$200,000 | 28 | 15.14% | 55.7 | 7 | 17 | 4 | 0 |
| \$200,001 - \$250,000 | 27 | 14.59% | 56.7 | 0 | 21 | 5 | 1 |
| \$250,001 - \$350,000 | 39 | 21.08% | 56.6 | 2 | 30 | 7 | 0 |
| \$350,001 - \$500,000 | 35 | 18.92% | 63.9 | 2 | 16 | 13 | 4 |
| \$500,001 - \$850,000 | 24 | 12.97% | 90.4 | 0 | 9 | 10 | 5 |
| \$850,001 and up | 19 | 10.27% | 94.6 | 2 | 7 | 7 | 3 |
| Total Active Inventory by Units | 185 | | | 20 | 105 | 47 | 13 |
| Total Active Inventory by Volume | 99,898,677 | 100% | 65.6 | 6.98M | 55.55M | 26.11M | 11.26M |
| Average Active Inventory Listing Price | \$539,993 | | | \$348,875 | \$529,026 | \$555,578 | \$866,254 |

July 2024



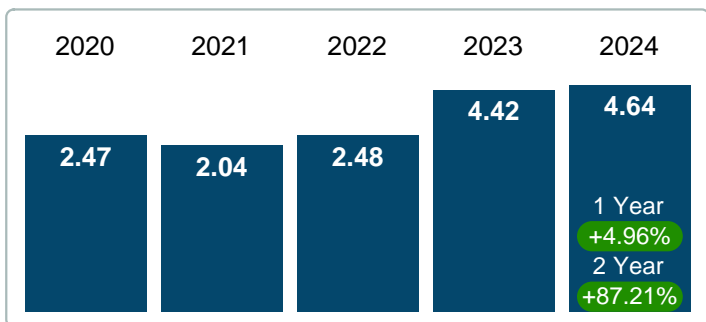
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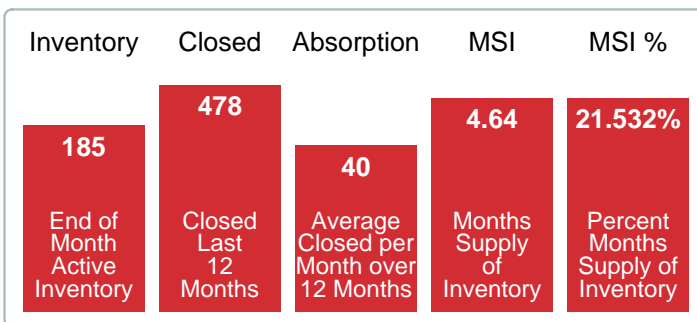
MONTHS SUPPLY of INVENTORY (MSI)

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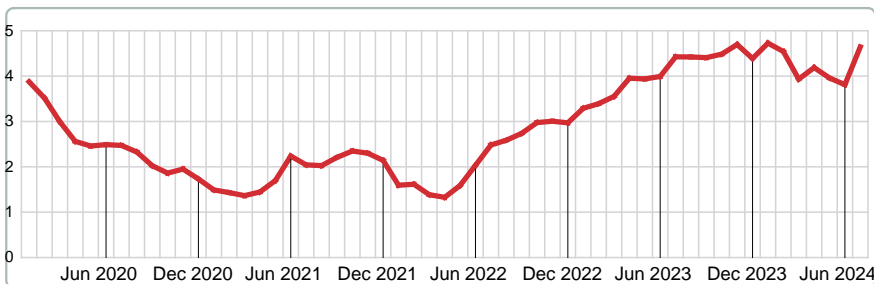
MSI FOR JULY



INDICATORS FOR JULY 2024

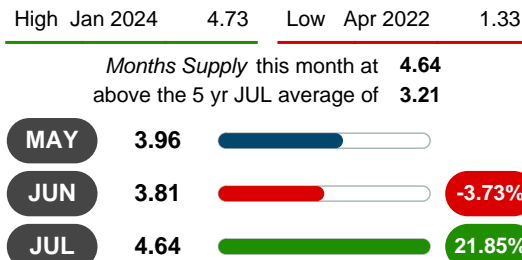


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 3.21



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 | 13 | 7.03% | 3.00 | 4.42 | 2.40 | 2.00 | 0.00 |
| \$125,001 - \$200,000 | 28 | 15.14% | 3.05 | 3.11 | 2.58 | 16.00 | 0.00 |
| \$200,001 - \$250,000 | 27 | 14.59% | 3.64 | 0.00 | 3.27 | 6.67 | 0.00 |
| \$250,001 - \$350,000 | 39 | 21.08% | 3.63 | 4.80 | 4.62 | 2.05 | 0.00 |
| \$350,001 - \$500,000 | 35 | 18.92% | 7.50 | 24.00 | 5.65 | 7.80 | 48.00 |
| \$500,001 - \$850,000 | 24 | 12.97% | 9.93 | 0.00 | 27.00 | 7.50 | 10.00 |
| \$850,001 and up | 19 | 10.27% | 17.54 | 24.00 | 21.00 | 21.00 | 9.00 |
| Market Supply of Inventory (MSI) | | | 4.64 | 4.07 | 4.19 | 5.70 | 8.21 |
| Total Active Inventory by Units | | 100% | 4.64 | 20 | 105 | 47 | 13 |

July 2024



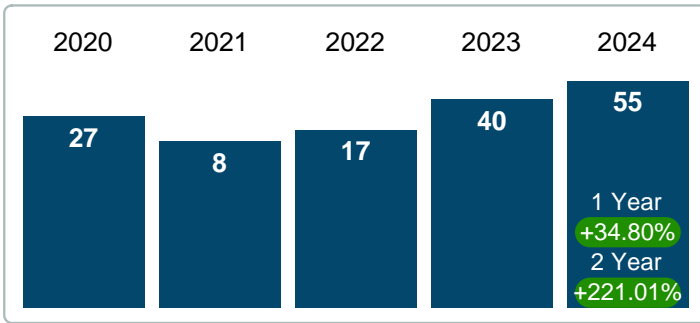
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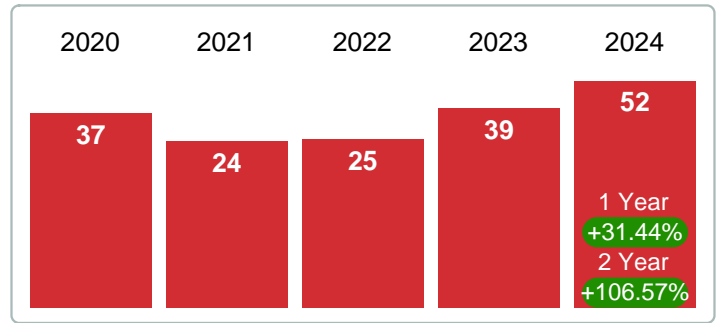
AVERAGE DAYS ON MARKET TO SALE

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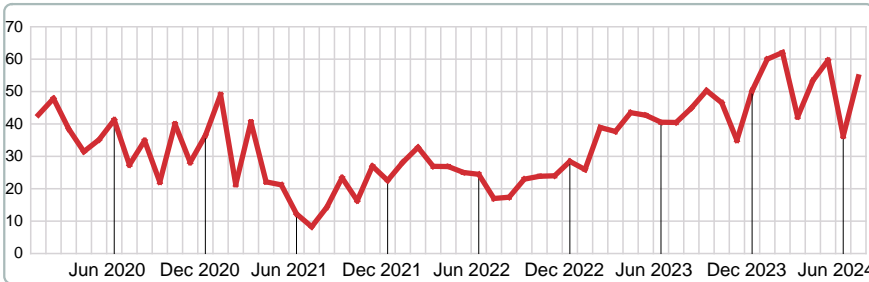
JULY



YEAR TO DATE (YTD)

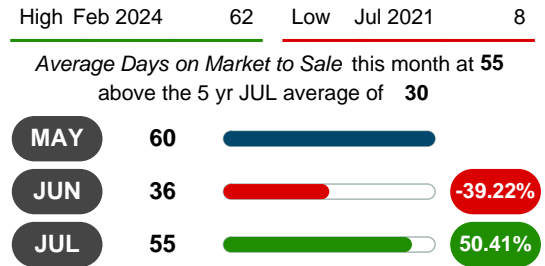


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 30



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 | 8.89% | 68 | 65 | 116 | 27 | 0 |
| \$125,001 - \$175,000 | 13.33% | 45 | 9 | 52 | 0 | 0 |
| \$175,001 - \$225,000 | 13.33% | 41 | 0 | 41 | 0 | 0 |
| \$225,001 - \$300,000 | 28.89% | 43 | 0 | 37 | 49 | 0 |
| \$300,001 - \$350,000 | 11.11% | 68 | 0 | 91 | 53 | 0 |
| \$350,001 - \$375,000 | 8.89% | 94 | 0 | 94 | 0 | 0 |
| \$375,001 and up | 15.56% | 57 | 42 | 53 | 72 | 0 |
| Average Closed DOM | | 55 | | | | |
| Total Closed Units | 100% | 55 | 4 | 29 | 12 | 0 |
| Total Closed Volume | | 12,889,350 | 714.95K | 7.76M | 4.42M | 0.00B |

July 2024



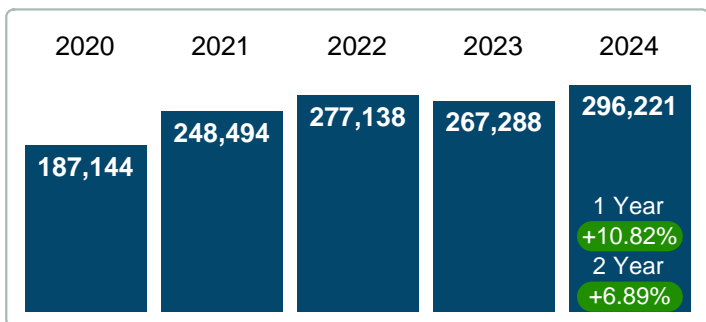
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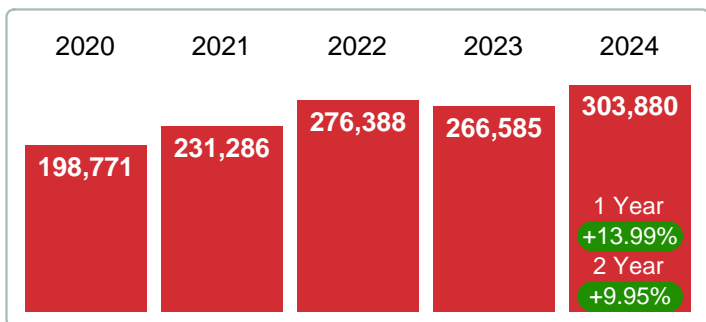
AVERAGE LIST PRICE AT CLOSING

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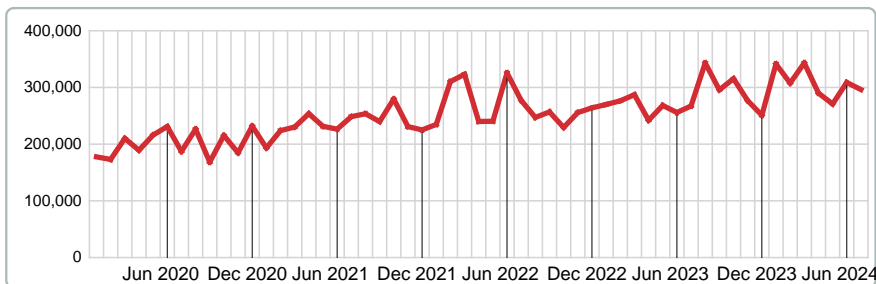
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 255,257

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

Average List Price at Closing this month at **296,221**
above the 5 yr JUL average of **255,257**

- MAY 270,823
- JUN 308,806 (+14.03%)
- JUL 296,221 (-4.08%)

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 | 6.67% | 87,433 | 102,450 | 99,900 | 87,500 | 0 |
| \$125,001 - \$175,000 | 15.56% | 147,100 | 159,900 | 147,960 | 0 | 0 |
| \$175,001 - \$225,000 | 15.56% | 204,557 | 0 | 201,167 | 0 | 0 |
| \$225,001 - \$300,000 | 24.44% | 271,727 | 0 | 272,557 | 270,833 | 0 |
| \$300,001 - \$350,000 | 11.11% | 328,450 | 0 | 334,625 | 341,300 | 0 |
| \$350,001 - \$375,000 | 8.89% | 363,475 | 0 | 370,750 | 0 | 0 |
| \$375,001 and up | 17.78% | 565,113 | 399,000 | 456,225 | 949,000 | 0 |
| Average List Price | | 296,221 | 190,950 | 273,509 | 386,200 | 0 |
| Total Closed Units | 100% | 296,221 | 4 | 29 | 12 | 0 |
| Total Closed Volume | | 13,329,949 | 763.80K | 7.93M | 4.63M | 0.00B |

July 2024



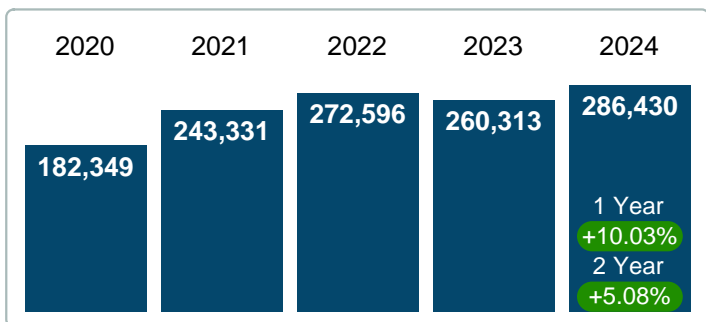
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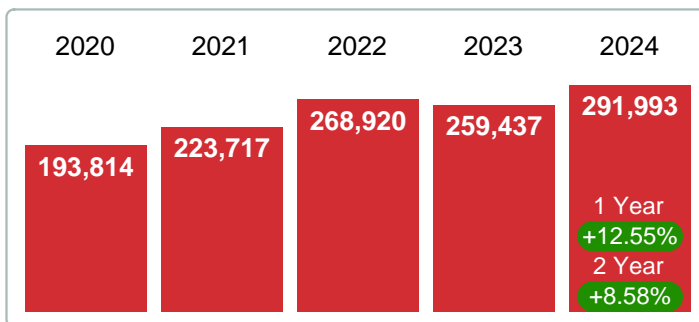
AVERAGE SOLD PRICE AT CLOSING

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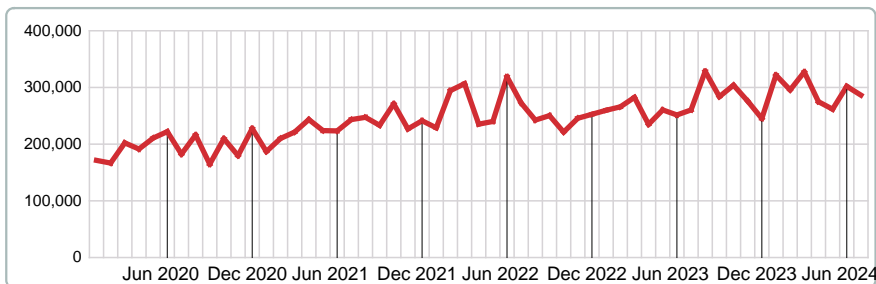
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 249,004

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

Average Sold Price at Closing this month at **286,430**
above the 5 yr JUL average of **249,004**

| | | |
|-----|---------|---|
| MAY | 261,677 | <div style="width: 80%;"></div> |
| JUN | 301,989 | <div style="width: 100%;"></div> 15.41% |
| JUL | 286,430 | <div style="width: 80%;"></div> -5.15% |

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 | 4 | 8.89% | 90,187 | 94,000 | 99,000 | 73,748 | 0 |
| \$125,001 - \$175,000 | 6 | 13.33% | 144,908 | 149,950 | 143,900 | 0 | 0 |
| \$175,001 - \$225,000 | 6 | 13.33% | 199,792 | 0 | 199,792 | 0 | 0 |
| \$225,001 - \$300,000 | 13 | 28.89% | 264,000 | 0 | 264,571 | 263,333 | 0 |
| \$300,001 - \$350,000 | 5 | 11.11% | 328,600 | 0 | 327,000 | 329,667 | 0 |
| \$350,001 - \$375,000 | 4 | 8.89% | 363,000 | 0 | 363,000 | 0 | 0 |
| \$375,001 and up | 7 | 15.56% | 561,914 | 377,000 | 445,600 | 887,000 | 0 |
| Average Sold Price | | | 286,430 | 178,738 | 267,505 | 368,062 | 0 |
| Total Closed Units | | | 45 | 4 | 29 | 12 | 0 |
| Total Closed Volume | | | 12,889,350 | 714.95K | 7.76M | 4.42M | 0.00B |

July 2024



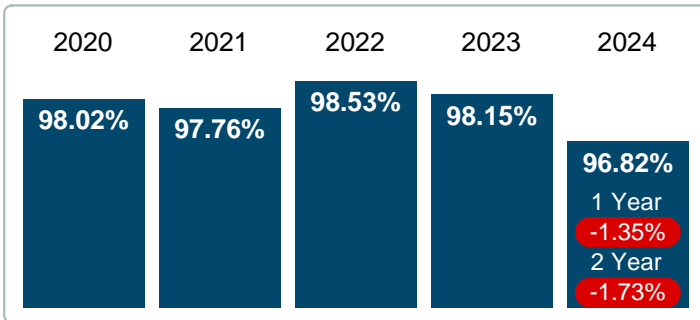
Area Delimited by County Of Bryan - Residential Property Type



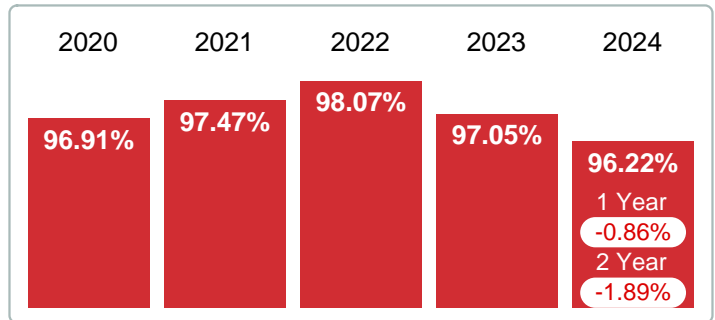
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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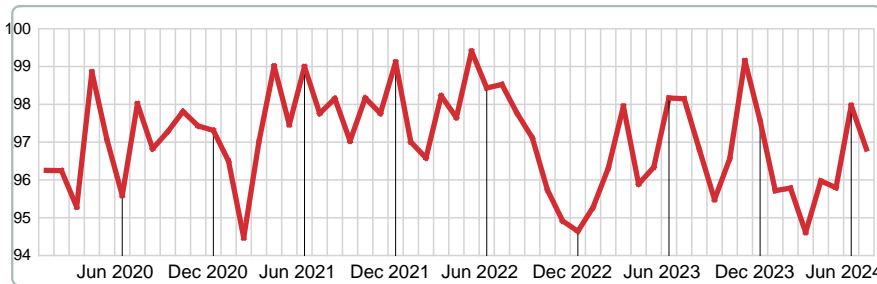
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

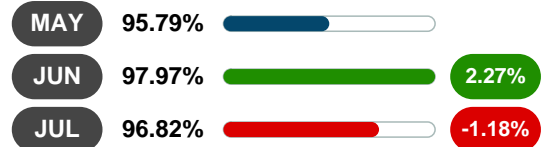


3 MONTHS

5 year JUL AVG = 97.85%

High May 2022 99.41% Low Feb 2021 94.47%

Average Sold/List Ratio this month at **96.82%**
below the 5 yr JUL average of **97.85%**



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 | 4 | 8.89% | 90.91% | 90.13% | 99.10% | 84.28% | 0.00% |
| \$125,001 - \$175,000 | 6 | 13.33% | 96.93% | 93.78% | 97.56% | 0.00% | 0.00% |
| \$175,001 - \$225,000 | 6 | 13.33% | 99.29% | 0.00% | 99.29% | 0.00% | 0.00% |
| \$225,001 - \$300,000 | 13 | 28.89% | 97.32% | 0.00% | 97.33% | 97.32% | 0.00% |
| \$300,001 - \$350,000 | 5 | 11.11% | 97.05% | 0.00% | 97.62% | 96.67% | 0.00% |
| \$350,001 - \$375,000 | 4 | 8.89% | 98.01% | 0.00% | 98.01% | 0.00% | 0.00% |
| \$375,001 and up | 7 | 15.56% | 96.20% | 94.49% | 98.04% | 93.38% | 0.00% |
| Average Sold/List Ratio | | 96.80% | | 92.13% | 98.05% | 95.41% | 0.00% |
| Total Closed Units | | 45 | 100% | 4 | 29 | 12 | |
| Total Closed Volume | | 12,889,350 | | 714.95K | 7.76M | 4.42M | 0.00B |

July 2024



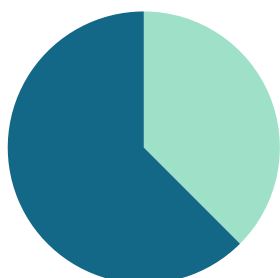
Area Delimited by County Of Bryan - Residential Property Type



MARKET SUMMARY

Report produced on Aug 12, 2024 for MLS Technology Inc.

INVENTORY

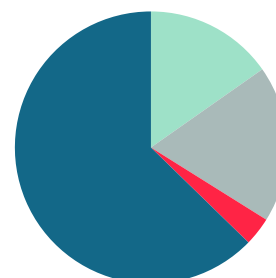


Inventory
 New Listings
93 = 37.50%
 Start Inventory
155
 Total Inventory Units
248
 Volume
\$119,430,677

Market Activity

Closed Sales
45 = 15.25%
 Pending Sales
55 = 18.64%
 Other Off Market
10 = 3.39%
 Active Inventory
185 = 62.71%

MARKET ACTIVITY



| Compared Metrics | July | | | Year to Date | | |
|--|---------|---------|---------|--------------|---------|--------|
| | 2023 | 2024 | +/-% | 2023 | 2024 | +/-% |
| Closed Sales | 55 | 45 | -18.18% | 285 | 268 | -5.96% |
| Pending Sales | 47 | 55 | 17.02% | 317 | 303 | -4.42% |
| New Listings | 74 | 93 | 25.68% | 490 | 476 | -2.86% |
| Average List Price | 267,288 | 296,221 | 10.82% | 266,585 | 303,880 | 13.99% |
| Average Sale Price | 260,313 | 286,430 | 10.03% | 259,437 | 291,993 | 12.55% |
| Average Percent of Selling Price to List Price | 98.15% | 96.82% | -1.35% | 97.05% | 96.22% | -0.86% |
| Average Days on Market to Sale | 40.45 | 54.53 | 34.80% | 39.37 | 51.75 | 31.44% |
| Monthly Inventory | 184 | 185 | 0.54% | 184 | 185 | 0.54% |
| Months Supply of Inventory | 4.42 | 4.64 | 4.96% | 4.42 | 4.64 | 4.96% |

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

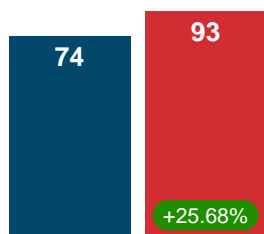
Inventory on July 31, 2024 = **185**

2023 **2024**

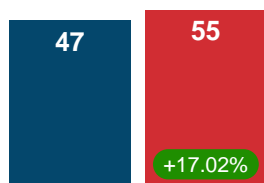
JULY MARKET

AVERAGE PRICES

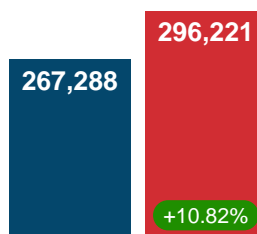
New Listings



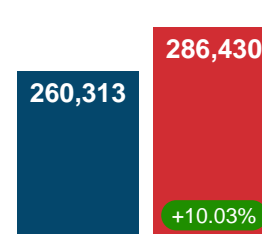
Pending Listings



List Price



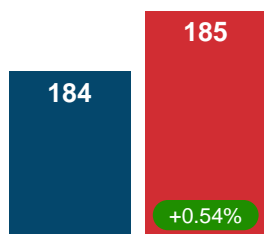
Sale Price



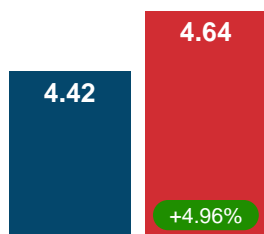
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

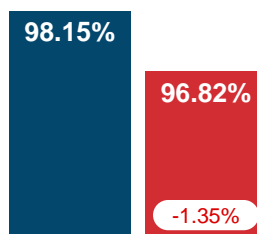
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

