



April 2017

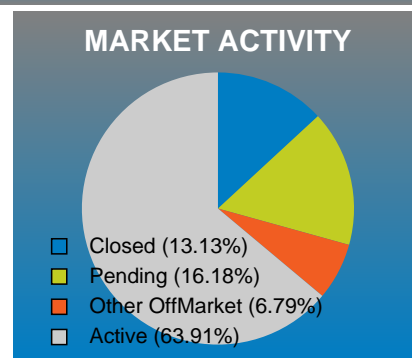
Area Delimited by Entire OK State MLS - Single-Family Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on May 11, 2017 for Nabeel Jamal

Compared Metrics	April		
	2016	2017	+/-%
Closed Listings	3,950	3,784	-4.20%
Pending Listings	4,390	4,663	6.22%
New Listings	7,074	6,710	-5.15%
Average List Price	172,553	179,277	3.90%
Average Sale Price	168,223	174,718	3.86%
Average Percent of List Price to Selling Price	97.25%	97.19%	-0.06%
Average Days on Market to Sale	61.96	62.06	0.16%
End of Month Inventory	18,305	18,421	0.63%
Months Supply of Inventory	4.86	4.91	0.90%



Absorption: Last 12 months, an Average of **3,755** Sales/Month
Active Inventory as of April 30, 2017 = **18,421**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of April 2017 rose **0.63%** to 18,421 existing homes available for sale. Over the last 12 months this area has had an average of 3,755 closed sales per month. This represents an unsold inventory index of **4.91** 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 **3.86%** in April 2017 to \$174,718 versus the previous year at \$168,223.

Average Days on Market Lengthens

The average number of **62.06** days that homes spent on the market before selling increased by 0.10 days or **0.16%** in April 2017 compared to last year's same month at **61.96** DOM.

Sales Success for April 2017 is Positive

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

There were 6,710 New Listings in April 2017, down **5.15%** from last year at 7,074. Furthermore, there were 3,784 Closed Listings this month versus last year at 3,950, a **-4.20%** decrease.

Closed versus Listed trends yielded a **56.4%** ratio, up from previous year's, April 2016, at **55.8%**, a **0.99%** upswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the following 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?

For more information, contact:

Nabeel Jamal - Vice President of Marketing
405-848-9944
nabeel@okrealtors.com
Or visit: www.okrealtors.com



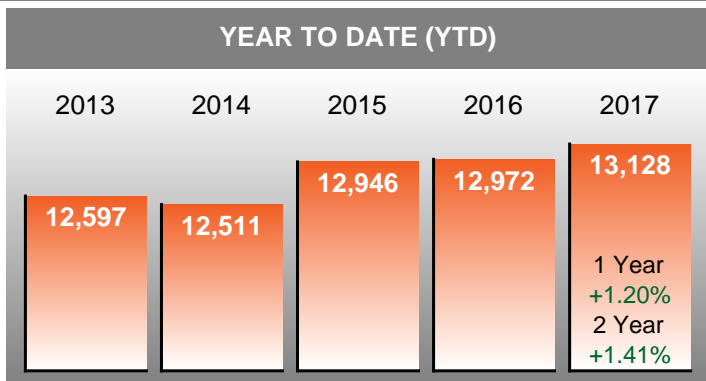
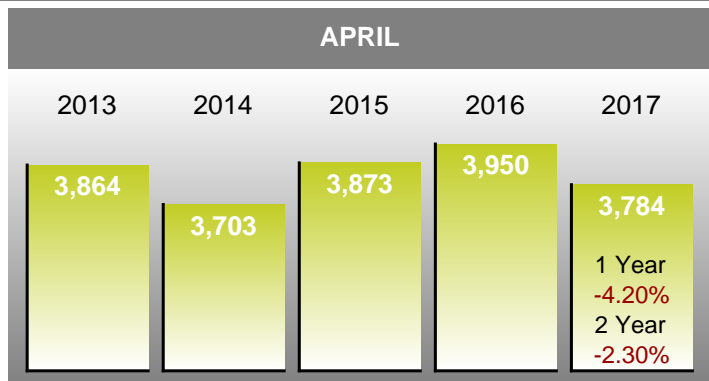
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CLOSED LISTINGS

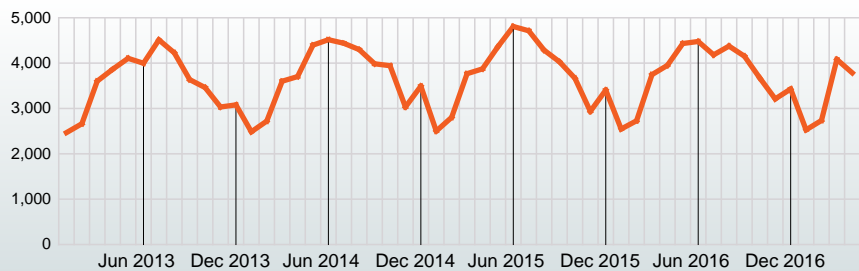
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5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 3,835

3 MONTHS



High
Jun 2015 = 4,807
Low
Jan 2013 = 2,467
Closed Listings
this month at **3,784**,
below the 5 yr APR
average of **3,835**

FEB	2,735
MAR	4,081
APR	3,784
	-7.28%

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	347	9.17%	74.7	138	179	27	3
\$50,001 - \$75,000	297	7.85%	64.5	83	188	26	0
\$75,001 - \$125,000	738	19.50%	57.7	107	546	83	2
\$125,001 - \$175,000	998	26.37%	51.0	55	747	186	10
\$175,001 - \$225,000	542	14.32%	62.1	23	303	204	12
\$225,001 - \$300,000	468	12.37%	80.3	12	194	236	26
\$300,001 and up	394	10.41%	63.6	5	100	241	48
Total Closed Units	3,784			423	2,257	1,003	101
Total Closed Volume	661,131,885	100%	62.1	38.11M	336.84M	248.89M	37.30M
Average Closed Price	\$174,718			\$90,103	\$149,241	\$248,141	\$369,268

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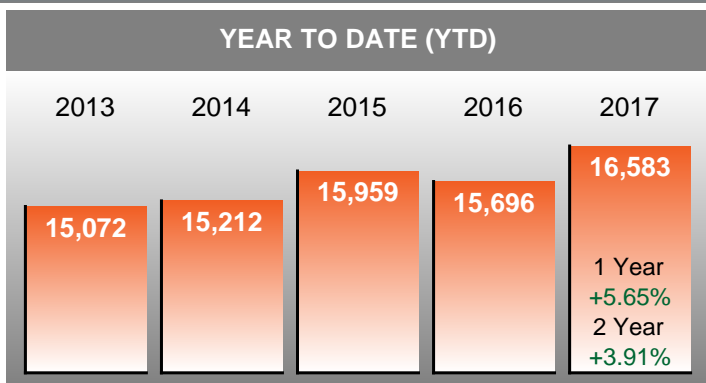
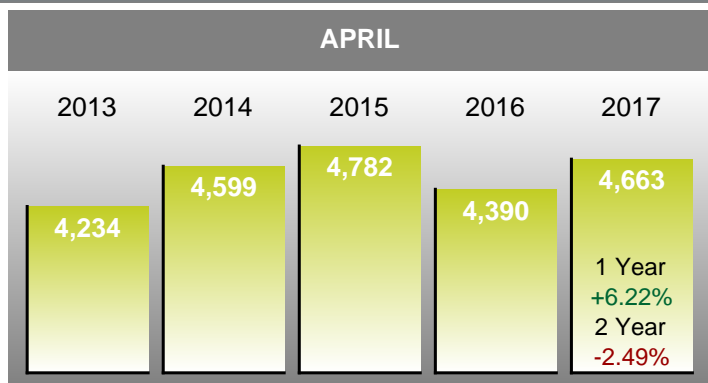
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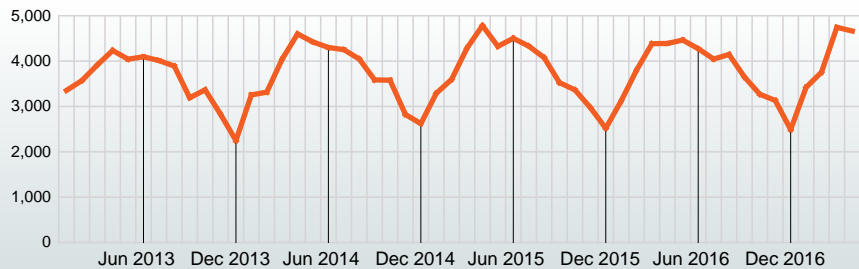
PENDING LISTINGS

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5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 4,534 3 MONTHS



High
Apr 2015 = 4,782
Low
Dec 2013 = 2,249
Pending Listings
this month at **4,663**,
above the 5 yr APR
average of **4,534**

FEB	3,754
MAR	4,745
APR	26.40%
APR	4,663
APR	-1.73%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	338	7.25%	60.1	151	159	24	4
\$50,001 - \$75,000	330	7.08%	66.6	101	199	27	3
\$75,001 - \$125,000	882	18.91%	50.1	167	647	65	3
\$125,001 - \$175,000	1,192	25.56%	47.9	66	943	175	8
\$175,001 - \$225,000	734	15.74%	55.0	27	454	244	9
\$225,001 - \$325,000	705	15.12%	63.0	22	309	335	39
\$325,001 and up	482	10.34%	70.7	4	124	280	74
Total Pending Units	4,663			538	2,835	1,150	140
Total Pending Volume	875,335,515	100%	54.4	50.07M	452.84M	314.31M	58.12M
Average Listing Price	\$168,436			\$93,060	\$159,732	\$273,311	\$415,152

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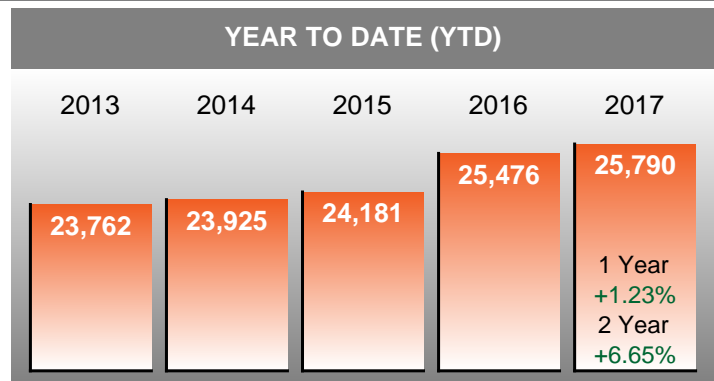
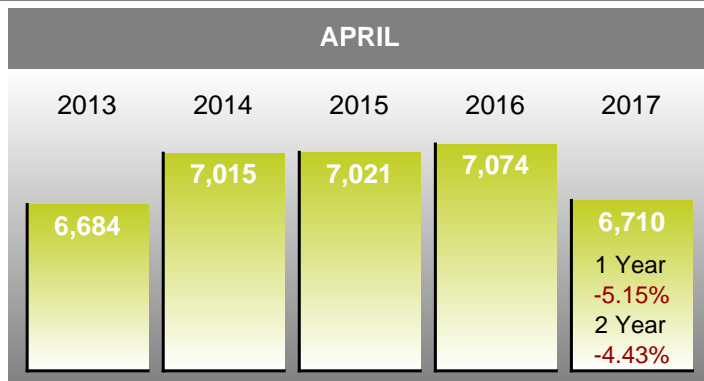
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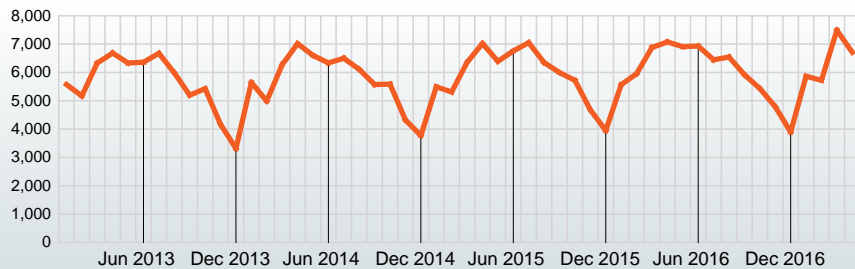
NEW LISTINGS

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5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 6,901 **3 MONTHS**



High
Mar 2017 = 7,490
Low
Dec 2013 = 3,318
New Listings
this month at **6,710**,
below the 5 yr APR
average of **6,901**

FEB	5,725
MAR	7,490
APR	30.83%
APR	6,710
APR	-10.41%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	452	6.74%	213	204	32	3
\$50,001 - \$100,000	1,001	14.92%	296	605	90	10
\$100,001 - \$125,000	593	8.84%	87	449	53	4
\$125,001 - \$200,000	1,963	29.25%	124	1,435	376	28
\$200,001 - \$275,000	1,117	16.65%	48	570	459	40
\$275,001 - \$400,000	913	13.61%	27	317	477	92
\$400,001 and up	671	10.00%	10	136	366	159
Total New Listed Units	6,710		805	3,716	1,853	336
Total New Listed Volume	1,512,759,462	100%	85.29M	662.59M	582.18M	182.70M
Average New Listed Listing Price	\$172,423		\$105,955	\$178,306	\$314,184	\$543,742

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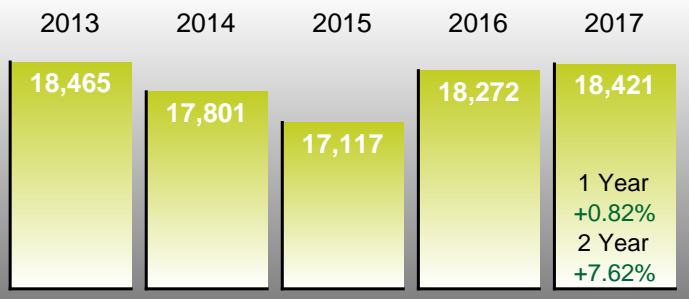
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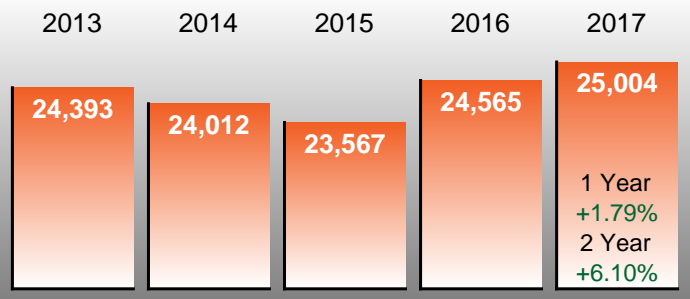
ACTIVE INVENTORY

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END OF APRIL



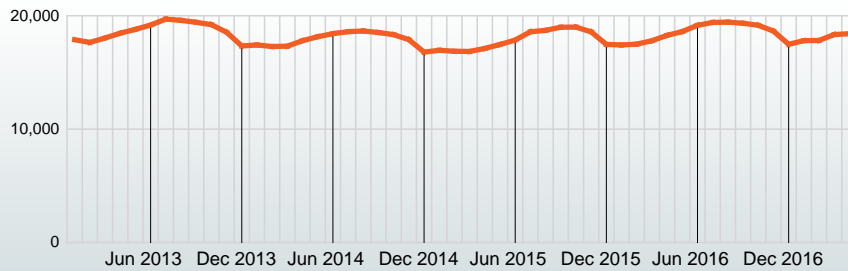
ACTIVE DURING APRIL



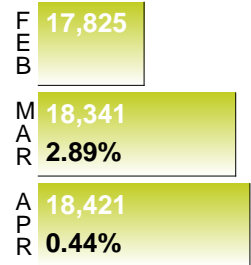
5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 18,015

3 MONTHS



High
Jul 2013 = 19,703
Low
Dec 2014 = 16,794
Inventory
this month at **18,421**,
above the 5 yr APR
average of **18,015**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	1,506	8.18%	161.4	709	688	101	8
\$50,001 - \$75,000	1,493	8.10%	136.2	505	835	131	22
\$75,001 - \$125,000	2,762	14.99%	122.1	520	1,860	339	43
\$125,001 - \$225,000	5,381	29.21%	100.4	451	3,477	1,326	127
\$225,001 - \$300,000	2,869	15.57%	94.7	125	1,315	1,281	148
\$300,001 - \$450,000	2,482	13.47%	98.8	95	728	1,398	261
\$450,001 and up	1,928	10.47%	111.6	48	370	959	551
Total Active Inventory by Units	18,421			2,453	9,273	5,535	1,160
Total Active Inventory by Volume	4,577,455,927	100%	111.6	285.76M	1.73B	1.83B	730.94M
Average Active Inventory Listing Price	\$248,491			\$116,496	\$186,809	\$330,347	\$630,121

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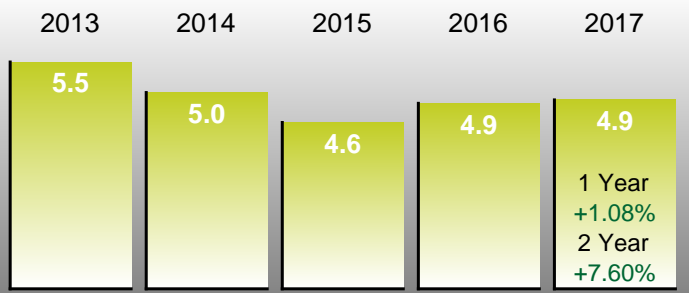
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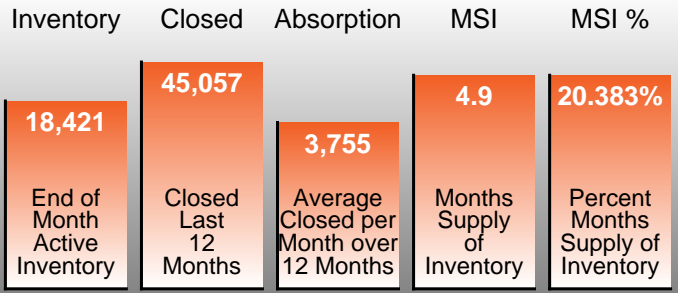
MONTHS SUPPLY of INVENTORY (MSI)

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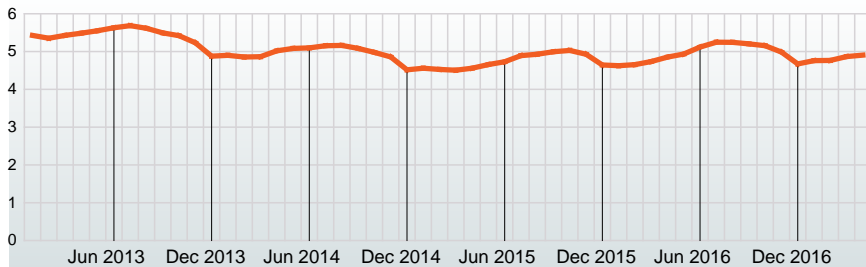
MSI FOR APRIL



INDICATORS FOR APRIL 2017



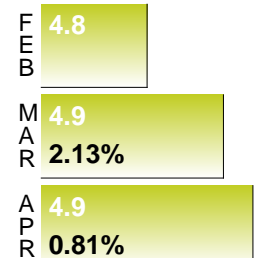
5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 5.0

3 MONTHS

High
Jul 2013 = 5.7
Low
Mar 2015 = 4.5
Months Supply
this month at **4.9**,
equal to 5 yr APR
average of **5.0**



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
\$50,000 and less	1,506	8.18%	4.3	5.1	3.8	3.5	2.5
\$50,001 - \$75,000	1,493	8.10%	5.1	6.1	4.5	5.9	9.1
\$75,001 - \$125,000	2,762	14.99%	3.7	4.3	3.4	4.7	7.7
\$125,001 - \$225,000	5,381	29.21%	3.6	5.7	3.4	3.7	6.2
\$225,001 - \$300,000	2,869	15.57%	6.2	9.5	6.9	5.5	6.3
\$300,001 - \$450,000	2,482	13.47%	8.6	14.1	8.2	8.5	9.4
\$450,001 and up	1,928	10.47%	15.9	19.9	17.0	14.3	18.4
Market Supply of Inventory (MSI)	4.9	100%	4.9	5.5	4.1	5.9	10.3
Total Active Inventory by Units	18,421			2,453	9,273	5,535	1,160

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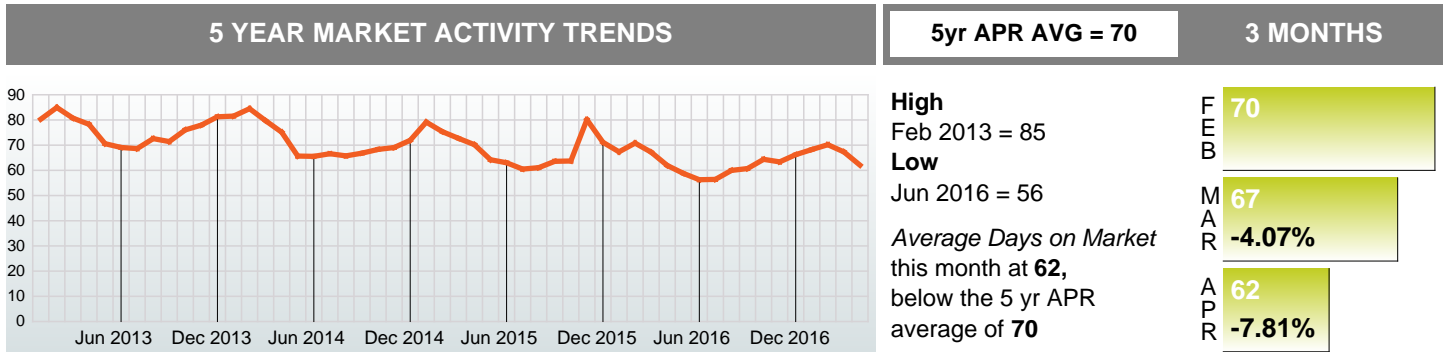
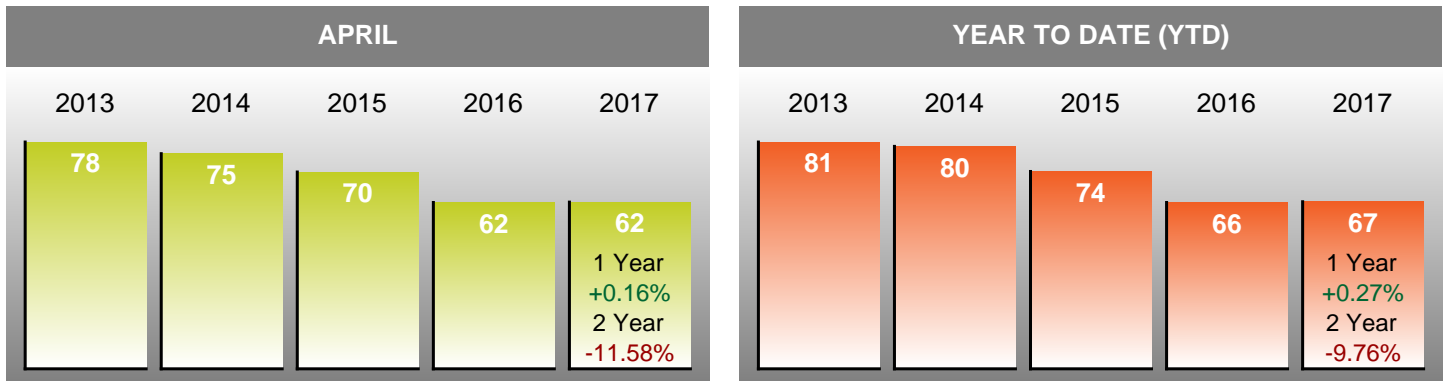
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AVERAGE DAYS ON MARKET TO SALE

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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
\$50,000 and less	347	9.17%	74.7	72.6	75.1	84.1	66.3
\$50,001 - \$75,000	297	7.85%	64.5	72.1	61.5	61.8	0.0
\$75,001 - \$125,000	738	19.50%	57.7	60.9	53.7	80.4	17.0
\$125,001 - \$175,000	998	26.37%	51.0	44.2	47.0	67.0	86.6
\$175,001 - \$225,000	542	14.32%	62.1	78.4	63.8	58.1	55.9
\$225,001 - \$300,000	468	12.37%	80.3	87.3	78.8	77.3	116.0
\$300,001 and up	394	10.41%	63.6	171.2	69.1	60.2	57.8
Average Closed DOM			62.1	67.8	58.0	67.4	74.9
Total Closed Units		100%	62.1	423	2257	1003	101
Total Closed Volume			661,131,885	38.11M	336.84M	248.89M	37.30M

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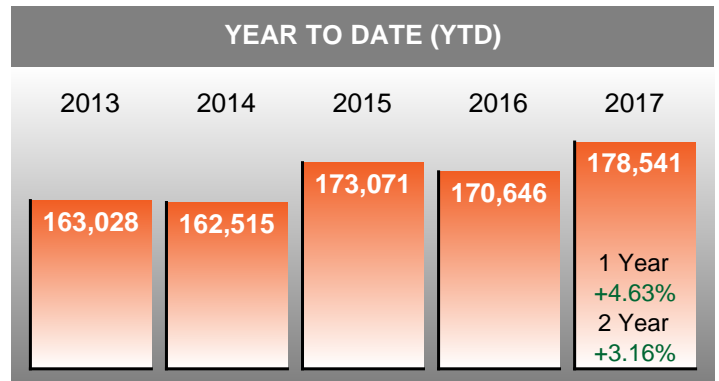
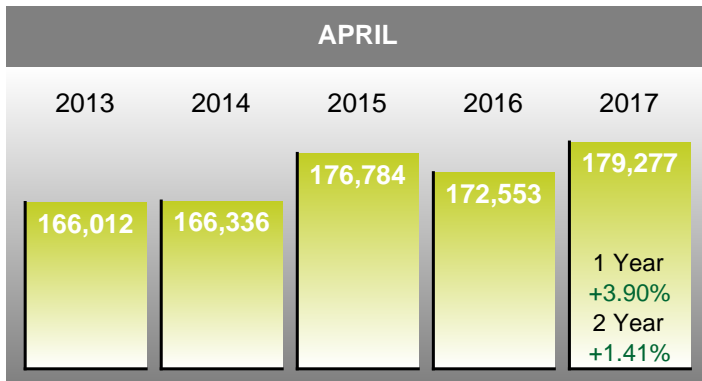
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AVERAGE LIST PRICE AT CLOSING

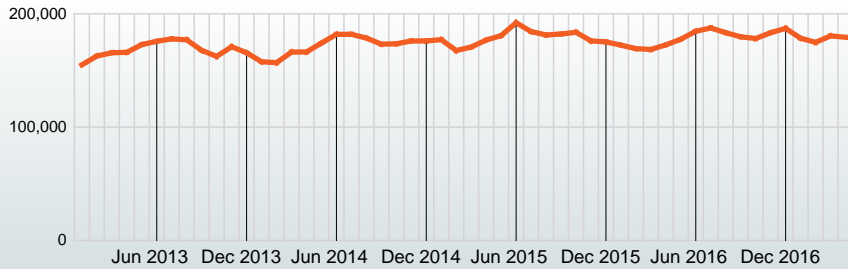
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5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 172,192

3 MONTHS



High
Jun 2015 = 192,021
Low
Jan 2013 = 154,932
Average List Price
this month at **179,277**,
above the 5 yr APR
average of **172,192**

FEB	174,801
MAR	180,433
APR	179,277
APR	-0.64%

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
\$50,000 and less	317	8.38%	33,974	35,723	38,405	33,319	37,267
\$50,001 - \$75,000	283	7.48%	64,462	68,265	67,342	63,292	0
\$75,001 - \$125,000	729	19.27%	103,307	103,155	107,337	108,428	99,450
\$125,001 - \$175,000	993	26.24%	150,813	150,988	152,469	158,738	151,730
\$175,001 - \$225,000	579	15.30%	198,764	203,139	199,835	204,116	203,404
\$225,001 - \$300,000	473	12.50%	262,030	266,450	265,686	264,516	267,225
\$300,001 and up	410	10.84%	451,898	475,300	407,161	454,950	569,984
Average List Price			179,277	94,997	152,789	254,016	381,940
Total Closed Units		100%	179,277	423	2257	1003	101
Total Closed Volume			678,382,872	40.18M	344.84M	254.78M	38.58M

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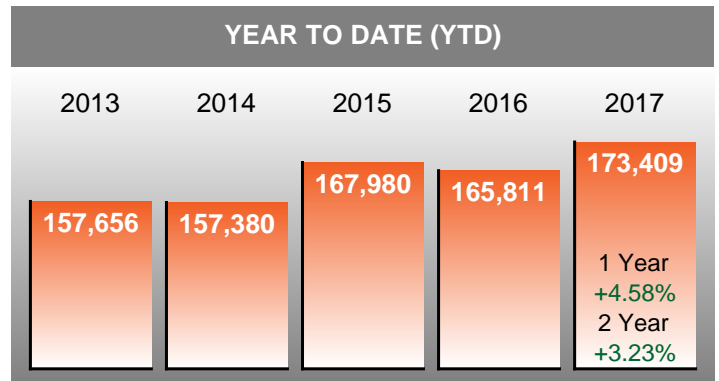
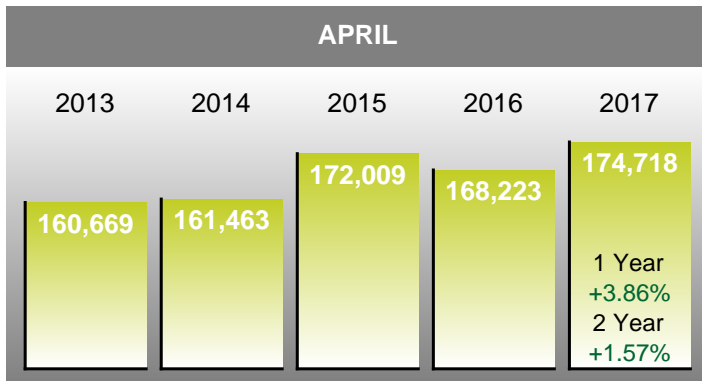
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AVERAGE SOLD PRICE AT CLOSING

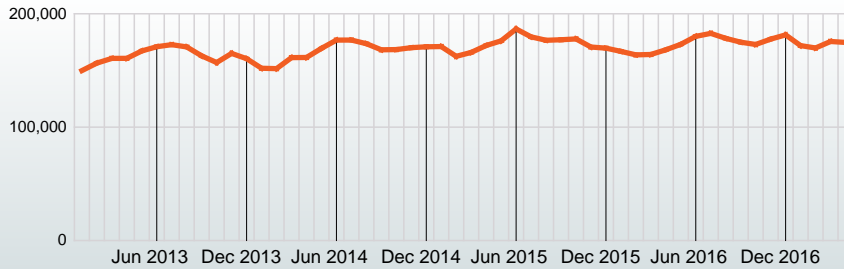
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5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 167,416

3 MONTHS



High
Jun 2015 = 186,605
Low
Jan 2013 = 149,860
Average Sold Price
this month at **174,718**,
above the 5 yr APR
average of **167,416**

FEB	169,819
MAR	175,537
APR	3.37%
APR	174,718
APR	-0.47%

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
\$50,000 and less	347	9.17%	32,585	31,736	33,811	28,400	36,167
\$50,001 - \$75,000	297	7.85%	64,468	64,617	64,652	62,669	0
\$75,001 - \$125,000	738	19.50%	103,402	98,772	104,235	104,119	93,750
\$125,001 - \$175,000	998	26.37%	150,773	146,519	149,971	155,417	147,750
\$175,001 - \$225,000	542	14.32%	198,251	195,470	196,834	200,666	198,298
\$225,001 - \$300,000	468	12.37%	260,062	254,567	259,763	260,543	260,459
\$300,001 and up	394	10.41%	443,489	438,600	396,548	441,975	549,397
Average Sold Price			174,718	90,103	149,241	248,141	369,268
Total Closed Units		100%	174,718	423	2257	1003	101
Total Closed Volume			661,131,885	38.11M	336.84M	248.89M	37.30M

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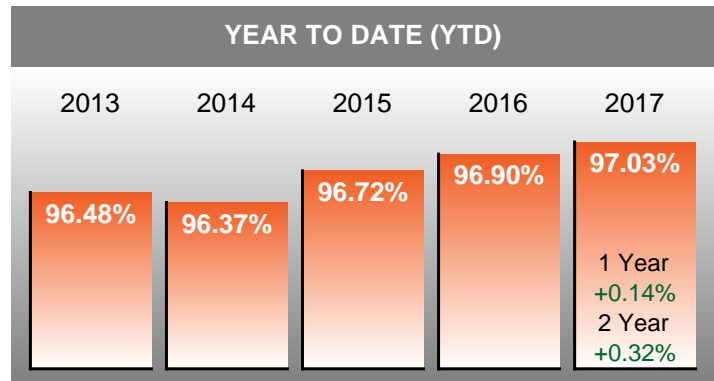
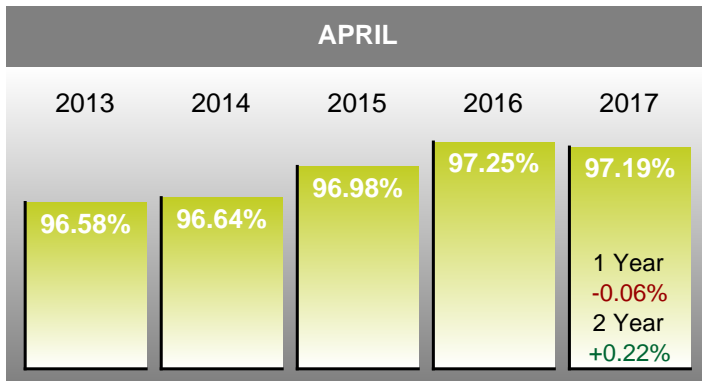
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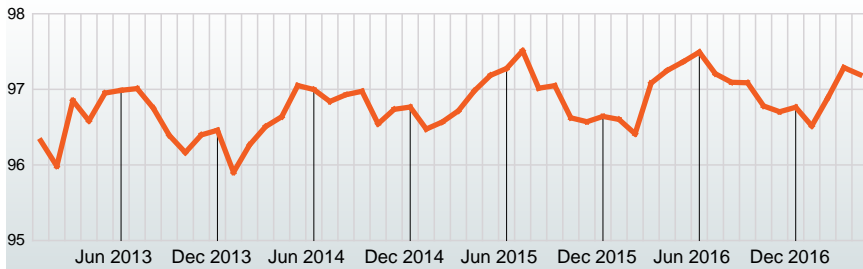


AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 96.93%

3 MONTHS

High
Jul 2015 = 97.51%
Low
Jan 2014 = 95.90%
Average Sold/List Ratio this month at **97.19%**, equal to 5 yr APR average of **96.93%**

FEB	96.89%
MAR	97.29%
APR	97.19%
MAY	0.41%
JUN	-0.10%

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
\$50,000 and less	347	9.17%	90.16%	89.75%	90.74%	87.67%	97.02%
\$50,001 - \$75,000	297	7.85%	96.94%	95.24%	97.26%	100.07%	0.00%
\$75,001 - \$125,000	738	19.50%	97.09%	96.02%	97.42%	96.38%	94.24%
\$125,001 - \$175,000	998	26.37%	98.47%	97.27%	98.62%	98.21%	97.87%
\$175,001 - \$225,000	542	14.32%	98.52%	96.39%	98.77%	98.39%	98.47%
\$225,001 - \$300,000	468	12.37%	98.21%	96.08%	97.95%	98.60%	97.52%
\$300,001 and up	394	10.41%	97.53%	92.63%	97.55%	97.64%	97.44%
Average Sold/List Ratio			97.20%	93.97%	97.51%	97.81%	97.55%
Total Closed Units	3,784	100%	97.20%	423	2,257	1,003	101
Total Closed Volume	661,131,885			38.11M	336.84M	248.89M	37.30M

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: Nabeel Jamal

Phone: 405-848-9944

Email: nabeel@okrealtors.com



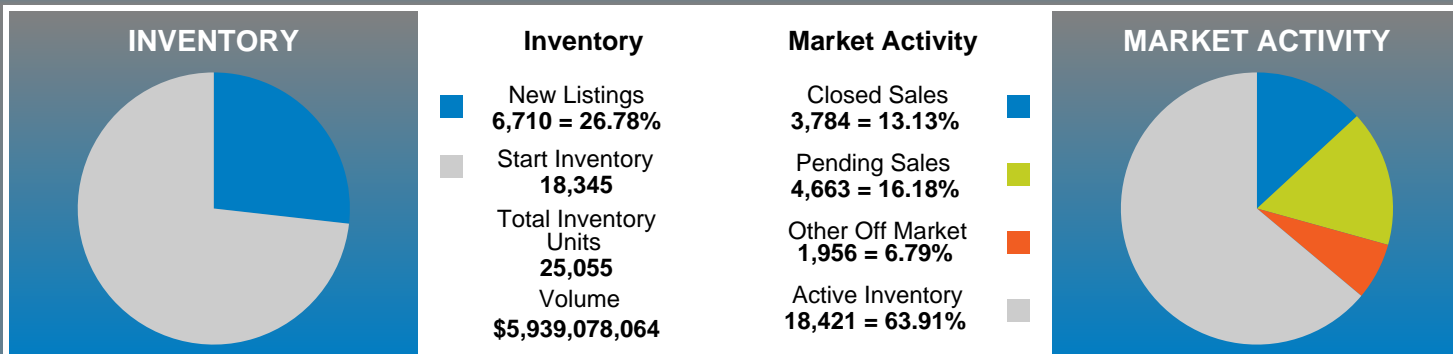
April 2017

Area Delimited by Entire OK State MLS - Single-Family Property Type



MARKET SUMMARY

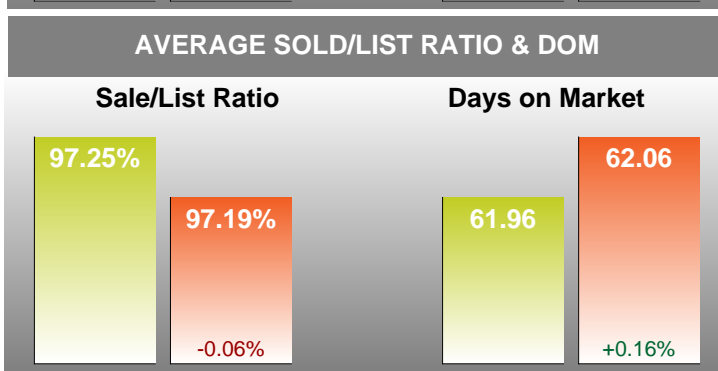
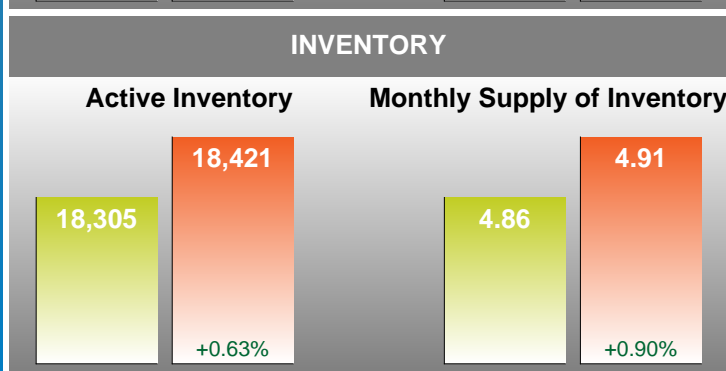
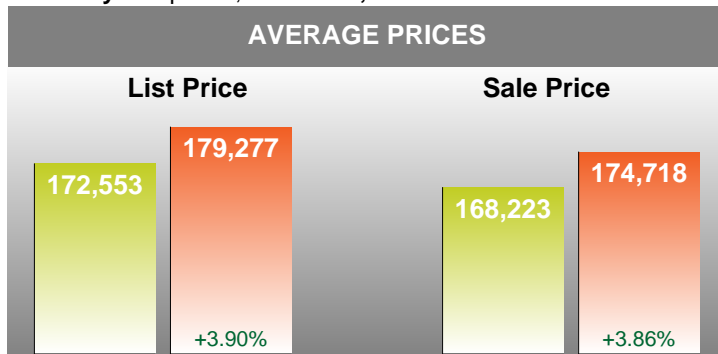
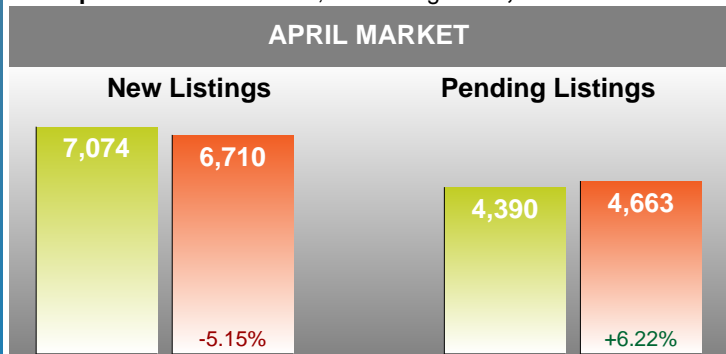
Report produced on May 11, 2017 for Nabeel Jamal



Compared Metrics	April			Year to Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	3,950	3,784	-4.20%	12,972	13,128	1.20%
Pending Sales	4,390	4,663	6.22%	15,696	16,583	5.65%
New Listings	7,074	6,710	-5.15%	25,476	25,790	1.23%
Average List Price	172,553	179,277	3.90%	170,646	178,541	4.63%
Average Sale Price	168,223	174,718	3.86%	165,811	173,409	4.58%
Average Percent of Selling Price to List Price	97.25%	97.19%	-0.06%	96.90%	97.03%	0.14%
Average Days on Market to Sale	61.96	62.06	0.16%	66.40	66.58	0.27%
Monthly Inventory	18,305	18,421	0.63%	18,305	18,421	0.63%
Months Supply of Inventory	4.86	4.91	0.90%	4.86	4.91	0.90%

Absorption: Last 12 months, an Average of **3,755** Sales/Month

Inventory on April 30, 2017 = **18,421**



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