

## June 2017

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

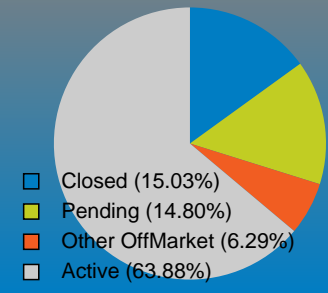


## MONTHLY INVENTORY ANALYSIS

Report produced on Jul 11, 2017 for Nabeel Jamal

Compared Metrics	June		
	2016	2017	+/-%
Closed Listings	4,545	4,706	3.54%
Pending Listings	4,315	4,632	7.35%
New Listings	6,978	7,551	8.21%
Average List Price	183,702	189,595	3.21%
Average Sale Price	179,127	184,772	3.15%
Average Percent of List Price to Selling Price	97.42%	97.25%	-0.17%
Average Days on Market to Sale	56.78	55.57	-2.13%
End of Month Inventory	19,355	19,997	3.32%
Months Supply of Inventory	5.11	5.18	1.35%

## MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **3,858** Sales/Month  
**Active Inventory** as of June 30, 2017 = **19,997**

## Analysis Wrap-Up

## Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of June 2017 rose **3.32%** to 19,997 existing homes available for sale. Over the last 12 months this area has had an average of 3,858 closed sales per month. This represents an unsold inventory index of **5.18** 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 **3.15%** in June 2017 to \$184,772 versus the previous year at \$179,127.

## Average Days on Market Shortens

The average number of **55.57** days that homes spent on the market before selling decreased by 1.21 days or **2.13%** in June 2017 compared to last year's same month at **56.78** DOM.

## Sales Success for June 2017 is Positive

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

There were 7,551 New Listings in June 2017, up **8.21%** from last year at 6,978. Furthermore, there were 4,706 Closed Listings this month versus last year at 4,545, a **3.54%** increase.

Closed versus Listed trends yielded a **62.3%** ratio, down from previous year's, June 2016, at **65.1%**, a **4.31%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the following months to come.

## What's in this Issue

<b>Closed Listings</b>	<b>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average Percent of List Price to Selling Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</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?

For more information, contact:

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

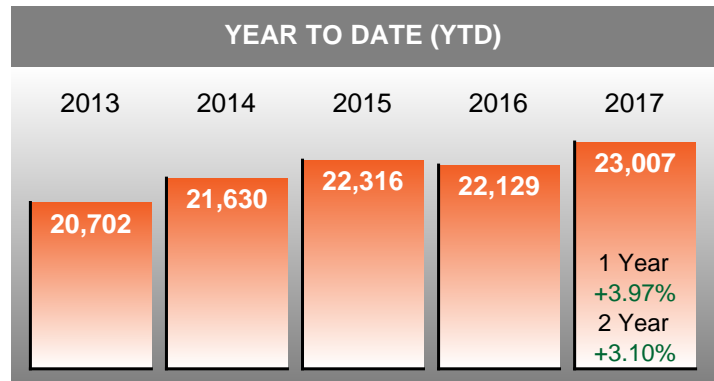
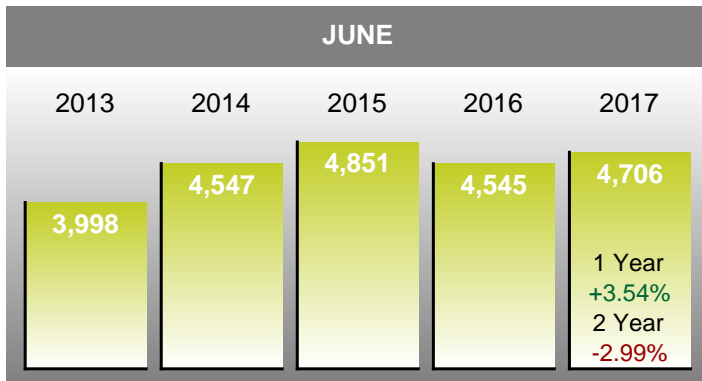
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## CLOSED LISTINGS

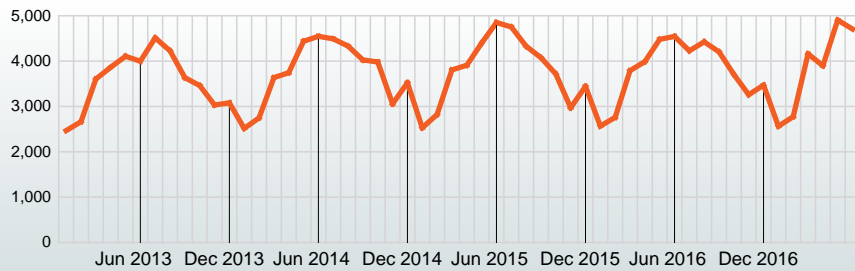
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 4,529

3 MONTHS



**High**  
May 2017 = 4,904  
**Low**  
Jan 2013 = 2,467  
*Closed Listings*  
this month at **4,706**,  
above the 5 yr JUN  
average of **4,529**

A P R	3,898
M A Y	4,904
J U N	4,706
	-4.04%

### 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	389	8.27%	73.6	166	201	19	3
\$50,001 - \$75,000	337	7.16%	58.5	97	211	22	7
\$75,001 - \$125,000	872	18.53%	49.7	143	633	94	2
\$125,001 - \$175,000	1,154	24.52%	44.4	79	890	177	8
\$175,001 - \$225,000	744	15.81%	58.1	30	451	251	12
\$225,001 - \$325,000	737	15.66%	60.9	20	319	369	29
\$325,001 and up	473	10.05%	64.3	6	108	310	49
<b>Total Closed Units</b>	<b>4,706</b>			<b>541</b>	<b>2,813</b>	<b>1,242</b>	<b>110</b>
<b>Total Closed Volume</b>	<b>869,538,636</b>	<b>100%</b>	<b>55.6</b>	<b>50.86M</b>	<b>438.40M</b>	<b>335.84M</b>	<b>44.44M</b>
<b>Average Closed Price</b>	<b>\$184,772</b>			<b>\$94,014</b>	<b>\$155,847</b>	<b>\$270,400</b>	<b>\$404,021</b>

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Phone: 405-848-9944

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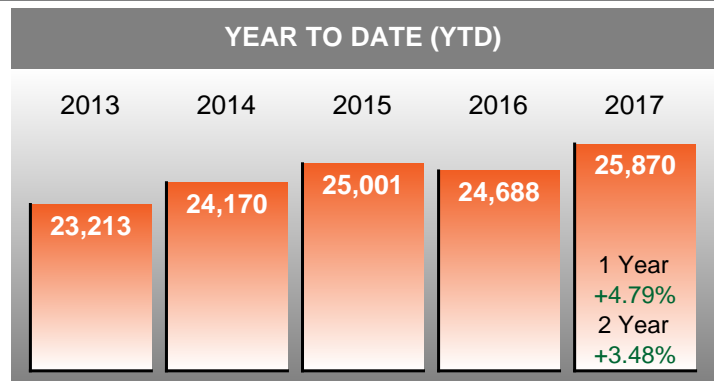
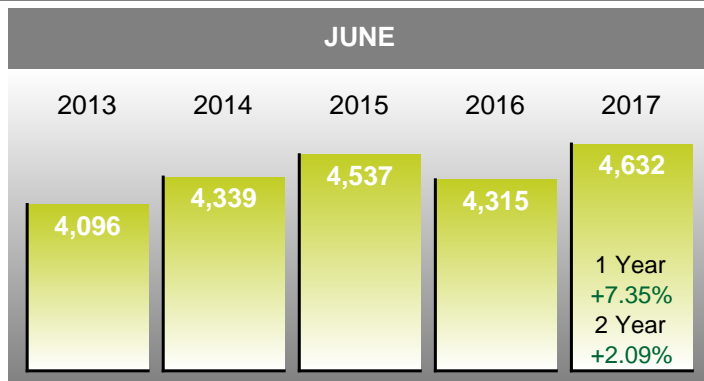
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## PENDING LISTINGS

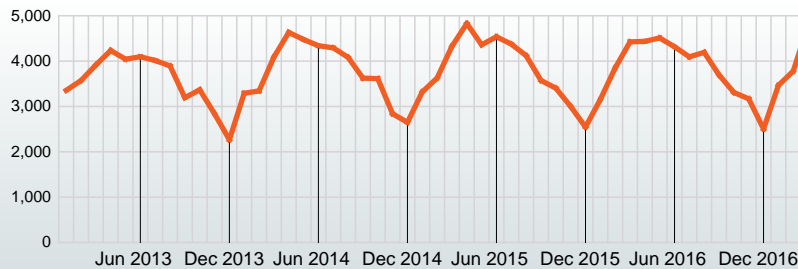
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 4,384

3 MONTHS



**High**  
Apr 2015 = 4,829  
**Low**  
Dec 2013 = 2,267  
*Pending Listings*  
this month at **4,632**,  
above the 5 yr JUN  
average of **4,384**

A P R	4,565
M A Y	4,642
J U N	4,632
	-0.22%

### 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	349	7.53%	58.4	148	174	23	4
\$50,001 - \$75,000	327	7.06%	69.3	109	188	29	1
\$75,001 - \$125,000	872	18.83%	46.4	128	638	95	11
\$125,001 - \$175,000	1,185	25.58%	42.8	89	897	186	13
\$175,001 - \$225,000	702	15.16%	53.4	32	423	231	16
\$225,001 - \$325,000	693	14.96%	65.1	20	303	345	25
\$325,001 and up	504	10.88%	64.7	8	129	293	74
<b>Total Pending Units</b>	<b>4,632</b>			<b>534</b>	<b>2,752</b>	<b>1,202</b>	<b>144</b>
<b>Total Pending Volume</b>	<b>868,670,918</b>	<b>100%</b>	<b>55.1</b>	<b>52.32M</b>	<b>439.78M</b>	<b>318.39M</b>	<b>58.18M</b>
<b>Average Listing Price</b>	<b>\$180,731</b>			<b>\$97,980</b>	<b>\$159,804</b>	<b>\$264,880</b>	<b>\$404,041</b>

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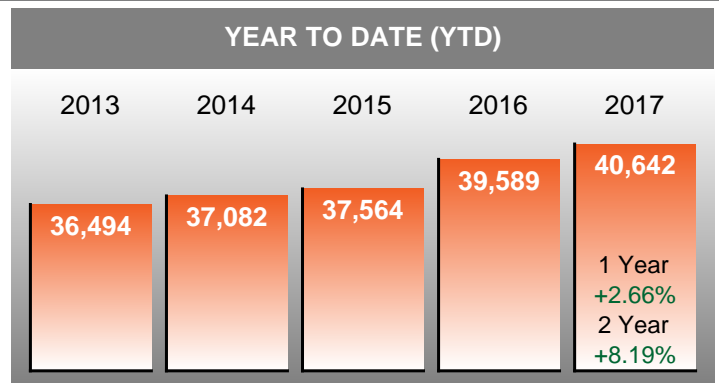
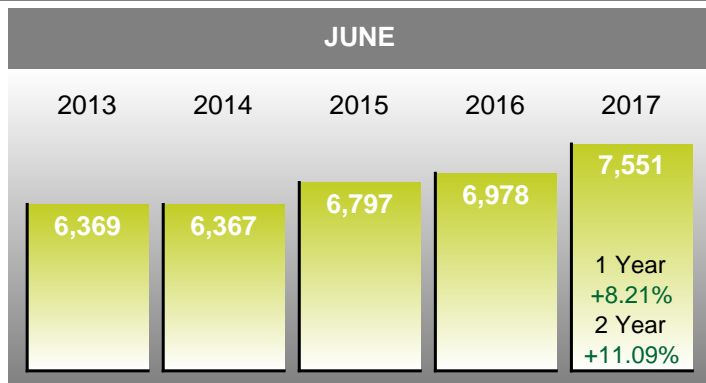
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## NEW LISTINGS

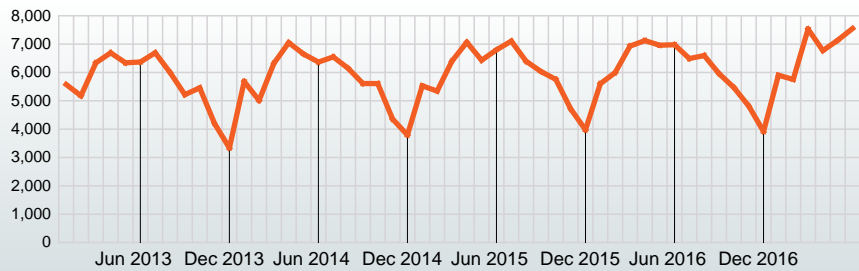
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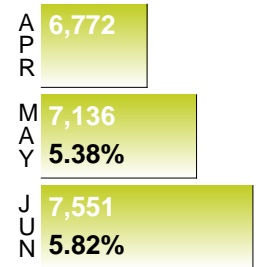
### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 6,812

3 MONTHS



**High**  
Jun 2017 = 7,551  
**Low**  
Dec 2013 = 3,337  
*New Listings*  
this month at **7,551**,  
above the 5 yr JUN  
average of **6,812**



### 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	493	6.53%	240	218	30	5
\$50,001 - \$100,000	1,133	15.00%	302	706	111	14
\$100,001 - \$125,000	580	7.68%	71	441	62	6
\$125,001 - \$200,000	2,420	32.05%	137	1,748	497	38
\$200,001 - \$275,000	1,206	15.97%	50	580	545	31
\$275,001 - \$375,000	854	11.31%	36	286	453	79
\$375,001 and up	865	11.46%	25	188	465	187
<b>Total New Listed Units</b>	<b>7,551</b>		<b>861</b>	<b>4,167</b>	<b>2,163</b>	<b>360</b>
<b>Total New Listed Volume</b>	<b>1,674,040,544</b>	<b>100%</b>	<b>99.22M</b>	<b>728.85M</b>	<b>646.44M</b>	<b>199.53M</b>
<b>Average New Listed Listing Price</b>	<b>\$174,871</b>		<b>\$115,235</b>	<b>\$174,911</b>	<b>\$298,864</b>	<b>\$554,238</b>

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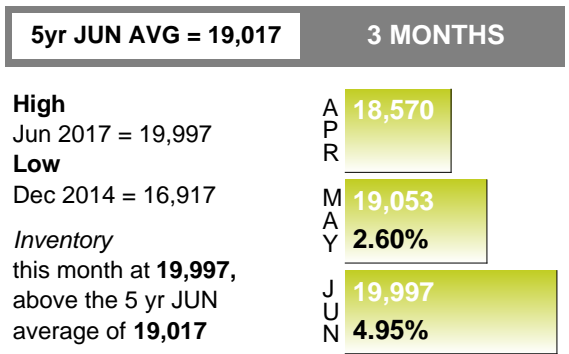
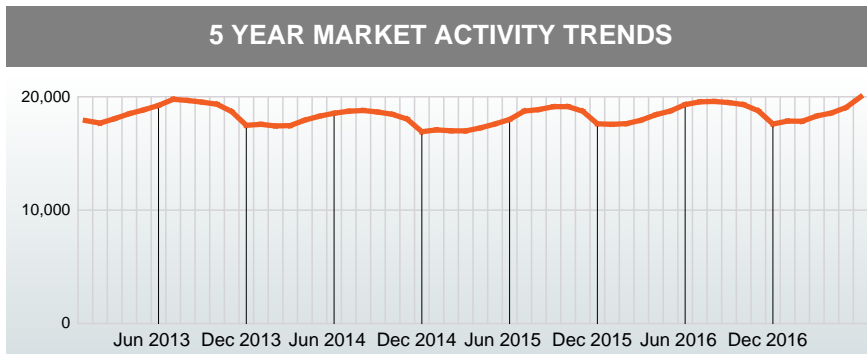
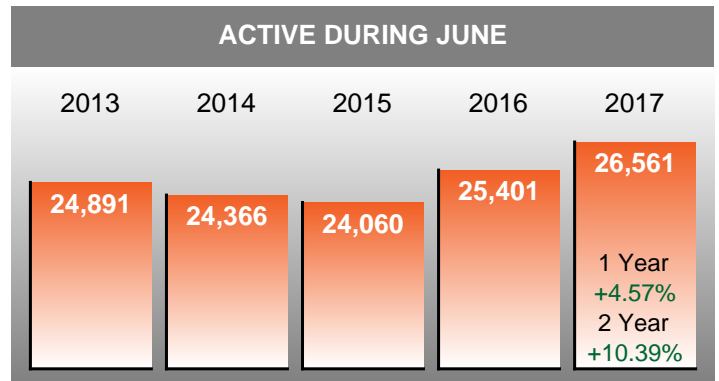
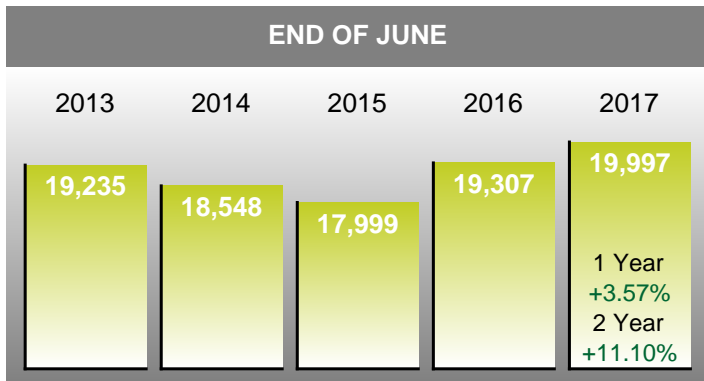
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## ACTIVE INVENTORY

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### 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	1,558	7.79%	161.9	753	690	108	7
\$50,001 - \$75,000	1,527	7.64%	132.1	527	835	139	26
\$75,001 - \$125,000	2,938	14.69%	122.3	531	2,012	350	45
\$125,001 - \$225,000	5,996	29.98%	93.4	455	3,865	1,542	134
\$225,001 - \$300,000	3,177	15.89%	92.9	141	1,442	1,428	166
\$300,001 - \$450,000	2,667	13.34%	100.7	112	781	1,480	294
\$450,001 and up	2,134	10.67%	109.4	53	419	1,040	622
<b>Total Active Inventory by Units</b>	<b>19,997</b>			<b>2,572</b>	<b>10,044</b>	<b>6,087</b>	<b>1,294</b>
<b>Total Active Inventory by Volume</b>	<b>5,041,439,164</b>	<b>100%</b>	<b>108.5</b>	<b>303.62M</b>	<b>1.90B</b>	<b>2.01B</b>	<b>826.88M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$252,110</b>			<b>\$118,049</b>	<b>\$189,436</b>	<b>\$329,924</b>	<b>\$639,009</b>

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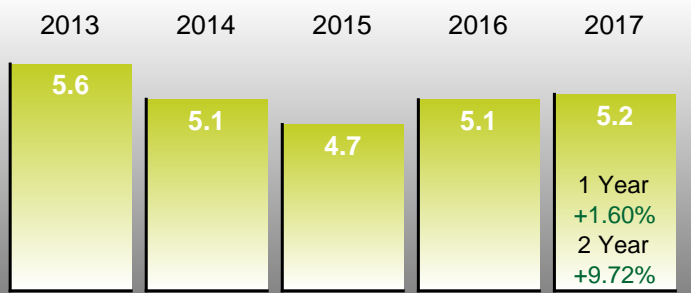
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## MONTHS SUPPLY of INVENTORY (MSI)

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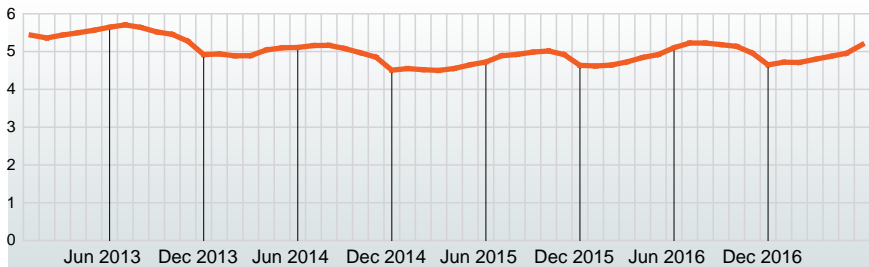
### MSI FOR JUNE



### INDICATORS FOR JUNE 2017

Inventory	Closed	Absorption	MSI	MSI %
19,997	46,299	3,858	5.2	19.294%
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

### 5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 5.2

3 MONTHS

**High**  
Jul 2013 = 5.7  
**Low**  
Mar 2015 = 4.5  
*Months Supply*  
this month at **5.2**,  
equal to 5 yr JUN  
average of **5.2**

A P R	4.9
M A Y	5.0
J U N	5.2
	1.66%
	4.59%

### 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	1,558	7.79%	4.3	5.2	3.7	3.9	2.1
\$50,001 - \$75,000	1,527	7.64%	5.1	6.1	4.5	6.2	8.4
\$75,001 - \$125,000	2,938	14.69%	3.8	4.3	3.6	4.7	8.7
\$125,001 - \$225,000	5,996	29.98%	3.9	5.7	3.6	4.2	6.3
\$225,001 - \$300,000	3,177	15.89%	6.7	10.4	7.2	6.0	7.1
\$300,001 - \$450,000	2,667	13.34%	8.8	17.5	8.6	8.4	10.1
\$450,001 and up	2,134	10.67%	16.5	19.9	18.4	14.3	20.2
<b>Market Supply of Inventory (MSI)</b>	<b>5.2</b>			<b>5.6</b>	<b>4.3</b>	<b>6.2</b>	<b>11.1</b>
<b>Total Active Inventory by Units</b>	<b>19,997</b>	<b>100%</b>	<b>5.2</b>	<b>2,572</b>	<b>10,044</b>	<b>6,087</b>	<b>1,294</b>

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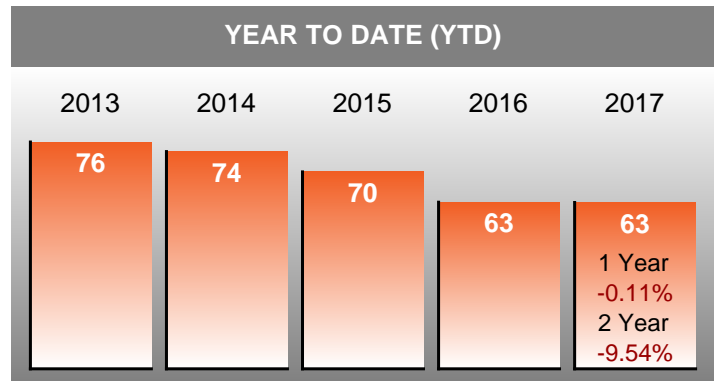
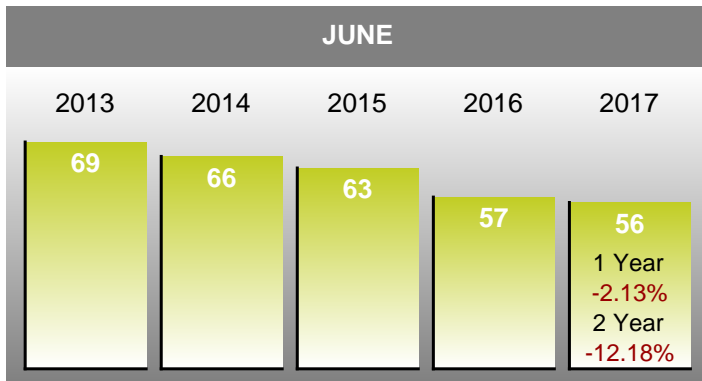
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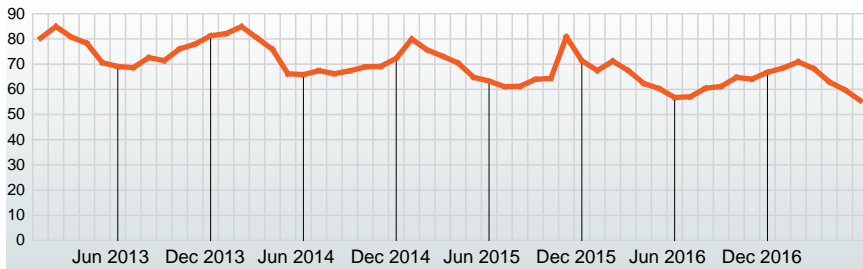


## AVERAGE DAYS ON MARKET TO SALE

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### 5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 62

3 MONTHS

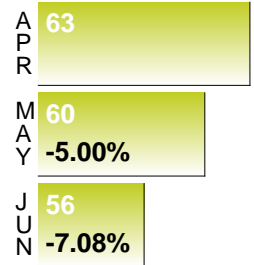
**High**

Feb 2013 = 85

**Low**

Jun 2017 = 56

Average Days on Market this month at **56**, below the 5 yr JUN average of **62**



### 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	389	8.27%	73.6	84.6	61.9	90.8	142.7
\$50,001 - \$75,000	337	7.16%	58.5	49.5	62.9	51.5	73.0
\$75,001 - \$125,000	872	18.53%	49.7	46.9	47.9	66.8	46.0
\$125,001 - \$175,000	1,154	24.52%	44.4	54.8	41.3	55.3	41.6
\$175,001 - \$225,000	744	15.81%	58.1	72.3	58.0	57.6	38.8
\$225,001 - \$325,000	737	15.66%	60.9	53.1	63.5	59.1	61.6
\$325,001 and up	473	10.05%	64.3	57.3	56.5	67.2	64.4
<b>Average Closed DOM</b>			55.6	61.8	51.6	61.2	61.6
<b>Total Closed Units</b>		100%	55.6	541	2813	1242	110
<b>Total Closed Volume</b>			869,538,636	50.86M	438.40M	335.84M	44.44M

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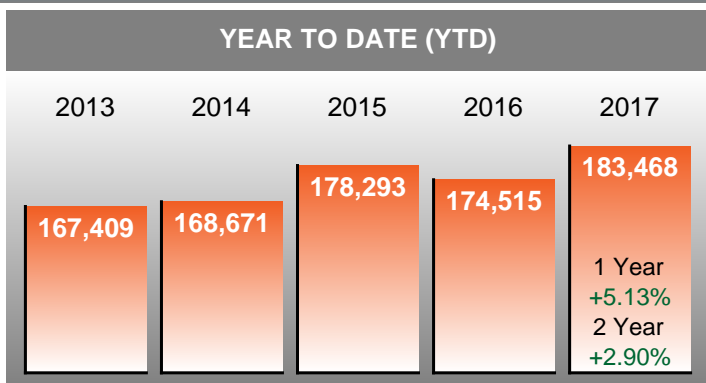
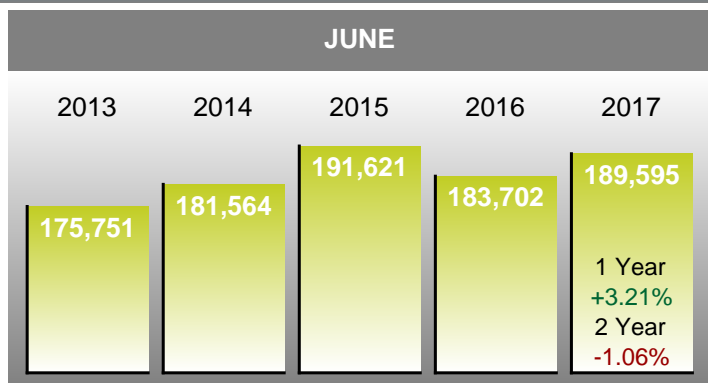
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## AVERAGE LIST PRICE AT CLOSING

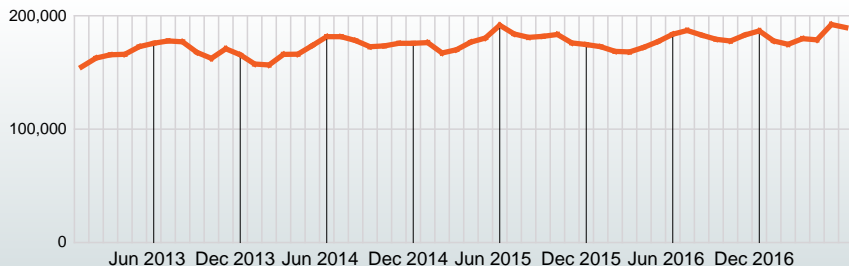
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 184,446

3 MONTHS



**High**  
 May 2017 = 192,280  
**Low**  
 Jan 2013 = 154,932  
 Average List Price  
 this month at **189,595**,  
 above the 5 yr JUN  
 average of **184,446**

A P R	178,767
M A Y	192,280
J U N	189,595
7.56%	
-1.40%	

### 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	345	7.33%	33,862	36,131	37,698	38,231	25,083
\$50,001 - \$75,000	346	7.35%	64,281	66,851	67,755	63,940	63,400
\$75,001 - \$125,000	861	18.30%	102,900	99,669	106,372	105,898	118,700
\$125,001 - \$175,000	1,143	24.29%	149,988	151,216	151,757	154,119	166,525
\$175,001 - \$225,000	757	16.09%	199,155	201,951	200,532	206,408	210,375
\$225,001 - \$325,000	748	15.89%	269,024	271,895	270,820	275,328	296,653
\$325,001 and up	506	10.75%	486,733	474,908	444,349	487,049	676,379
<b>Average List Price</b>			189,595	98,017	159,649	276,776	421,442
<b>Total Closed Units</b>		100%	189,595	541	2813	1242	110
<b>Total Closed Volume</b>			892,234,196	53.03M	449.09M	343.76M	46.36M

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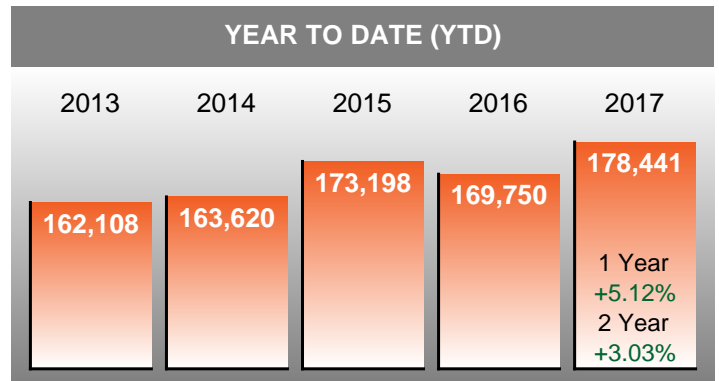
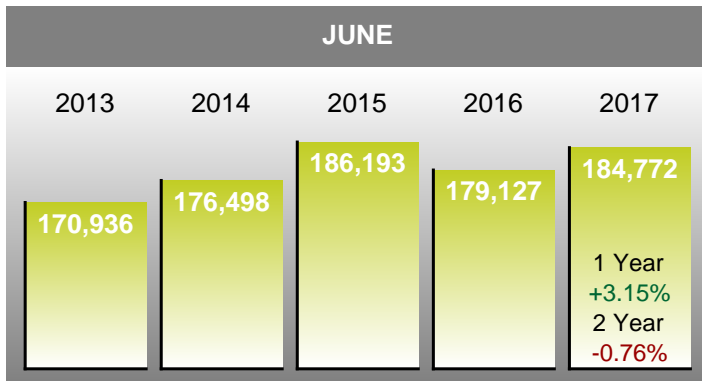
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## AVERAGE SOLD PRICE AT CLOSING

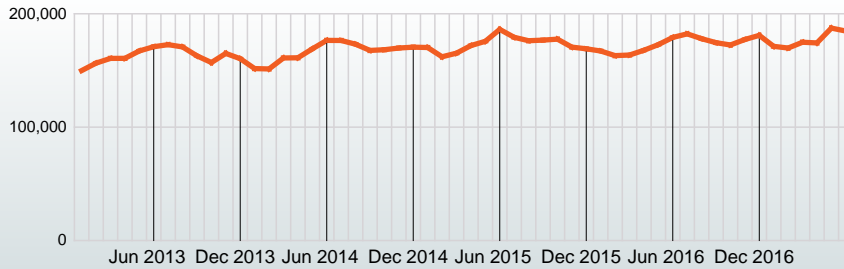
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 179,505

### 3 MONTHS



**High**  
May 2017 = 187,355  
**Low**  
Jan 2013 = 149,860  
*Average Sold Price*  
this month at **184,772**,  
above the 5 yr JUN  
average of **179,505**

A	174,280
P	
R	
M	187,355
A	7.50%
Y	
J	184,772
U	-1.38%
N	

## 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	389	8.27%	32,796	32,128	33,845	29,357	21,333
\$50,001 - \$75,000	337	7.16%	63,786	63,733	64,300	60,216	60,263
\$75,001 - \$125,000	872	18.53%	102,328	97,243	103,422	102,464	113,250
\$125,001 - \$175,000	1,154	24.52%	149,774	147,531	149,380	152,487	155,686
\$175,001 - \$225,000	744	15.81%	198,989	197,198	197,369	201,964	202,150
\$225,001 - \$325,000	737	15.66%	268,347	262,345	264,326	270,788	285,648
\$325,001 and up	473	10.05%	480,754	437,075	428,529	473,284	648,467
<b>Average Sold Price</b>			184,772	94,014	155,847	270,400	404,021
<b>Total Closed Units</b>		100%	184,772	541	2813	1242	110
<b>Total Closed Volume</b>			869,538,636	50.86M	438.40M	335.84M	44.44M

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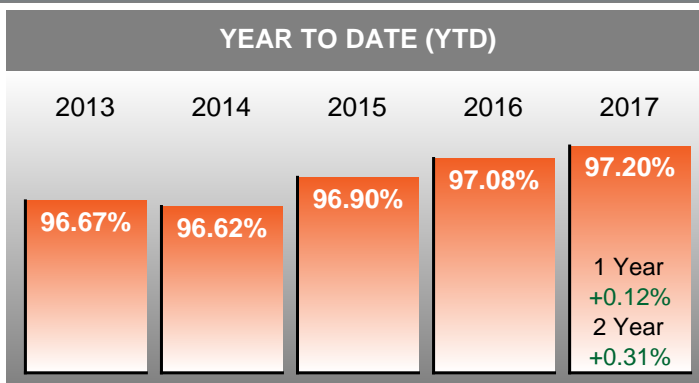
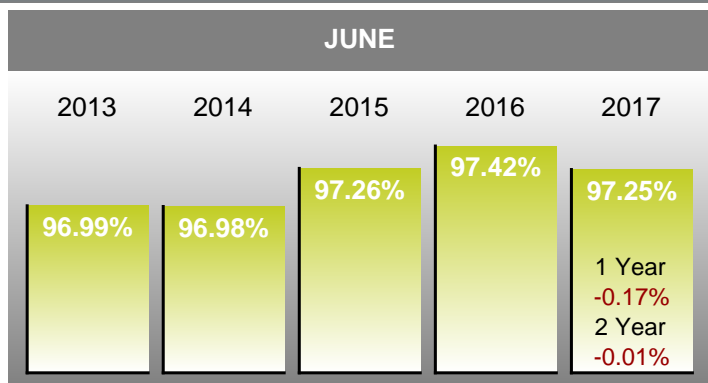
# June 2017

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



## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

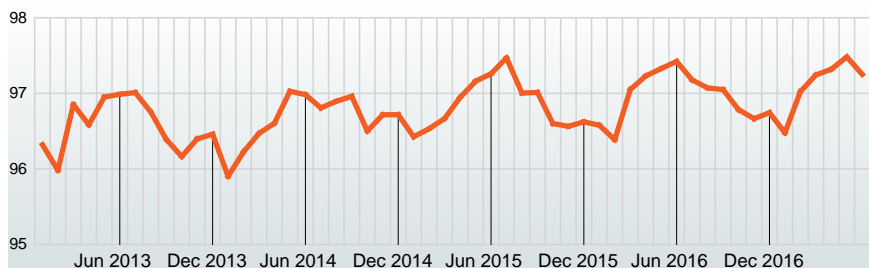
Report produced on Jul 11, 2017 for Nabeel Jamal



### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 97.18%

3 MONTHS



**High**  
May 2017 = 97.48%

**Low**  
Jan 2014 = 95.90%

Average Sold/List Ratio this month at **97.25%**, equal to 5 yr JUN average of **97.18%**

A P R **97.32%**

M A Y **97.48%**  
**0.17%**

J U N **97.25%**  
**-0.24%**

## 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	389	8.27%	90.28%	89.56%	91.93%	78.42%	94.09%
\$50,001 - \$75,000	337	7.16%	95.78%	96.00%	95.72%	94.92%	97.46%
\$75,001 - \$125,000	872	18.53%	97.58%	98.21%	97.54%	96.94%	95.23%
\$125,001 - \$175,000	1,154	24.52%	98.61%	97.71%	98.53%	99.59%	94.09%
\$175,001 - \$225,000	744	15.81%	98.30%	98.12%	98.50%	98.06%	96.37%
\$225,001 - \$325,000	737	15.66%	98.04%	96.65%	97.83%	98.41%	96.78%
\$325,001 and up	473	10.05%	97.23%	92.49%	96.88%	97.48%	97.00%
Average Sold/List Ratio			97.30%	94.96%	97.48%	97.79%	96.58%
Total Closed Units	4,706	100%	97.30%	541	2813	1242	110
Total Closed Volume	869,538,636			50.86M	438.40M	335.84M	44.44M

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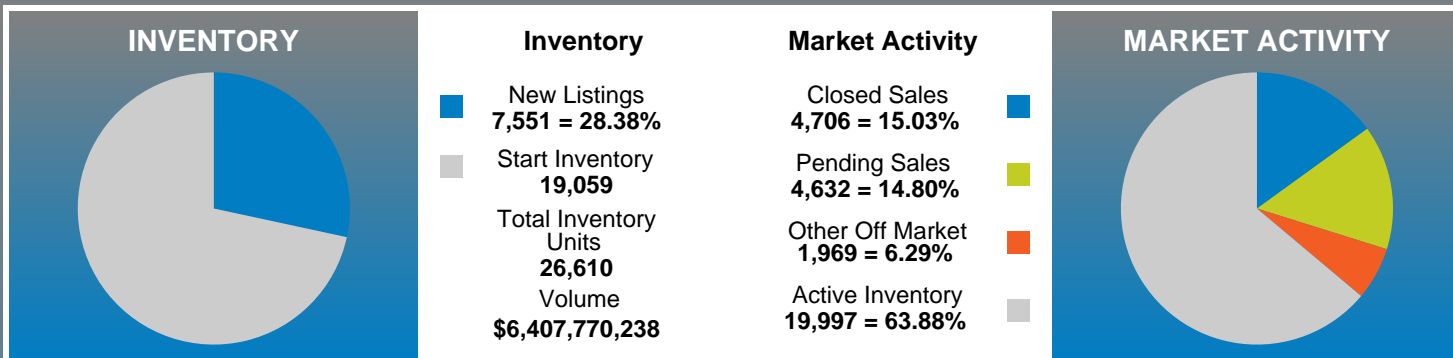
# June 2017

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



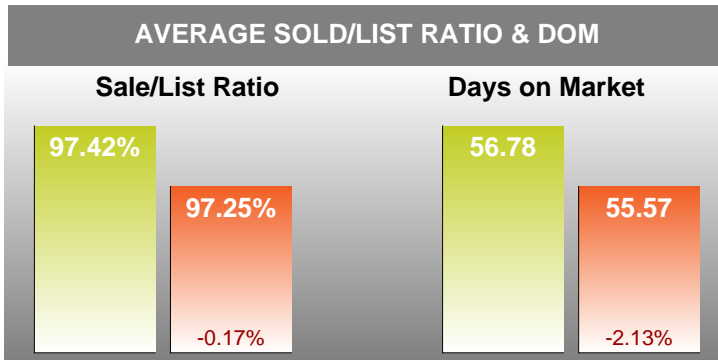
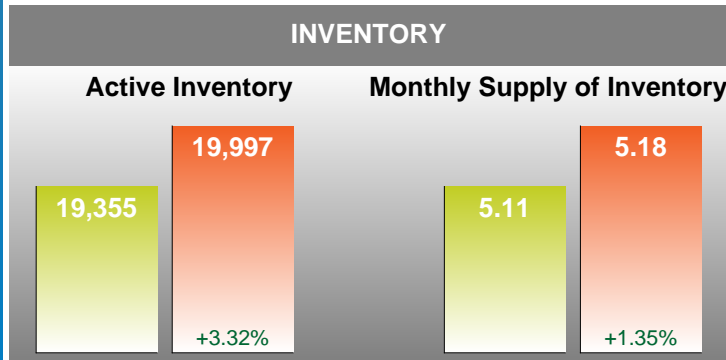
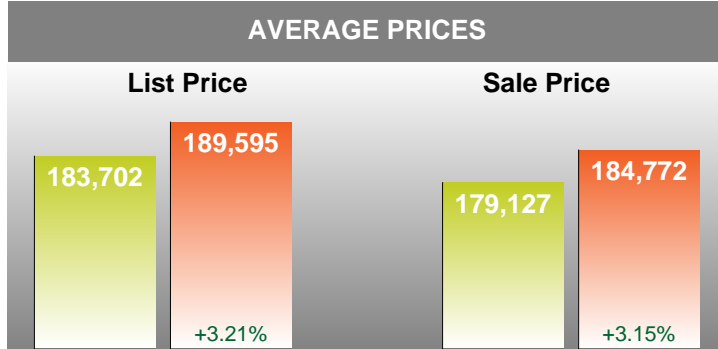
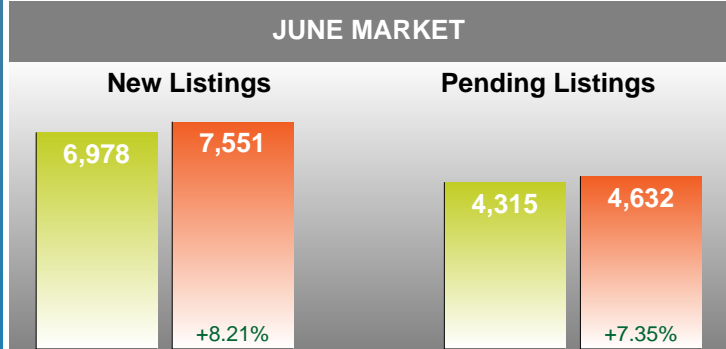
## MARKET SUMMARY

Report produced on Jul 11, 2017 for Nabeel Jamal



Compared Metrics	June			Year to Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	4,545	4,706	3.54%	22,129	23,007	3.97%
Pending Sales	4,315	4,632	7.35%	24,688	25,870	4.79%
New Listings	6,978	7,551	8.21%	39,589	40,642	2.66%
Average List Price	183,702	189,595	3.21%	174,515	183,468	5.13%
Average Sale Price	179,127	184,772	3.15%	169,750	178,441	5.12%
Average Percent of Selling Price to List Price	97.42%	97.25%	-0.17%	97.08%	97.20%	0.12%
Average Days on Market to Sale	56.78	55.57	-2.13%	63.37	63.30	-0.11%
Monthly Inventory	19,355	19,997	3.32%	19,355	19,997	3.32%
Months Supply of Inventory	5.11	5.18	1.35%	5.11	5.18	1.35%

**Absorption:** Last 12 months, an Average of **3,858** Sales/Month **Inventory on June 30, 2017 = 19,997**



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