

May 2017

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

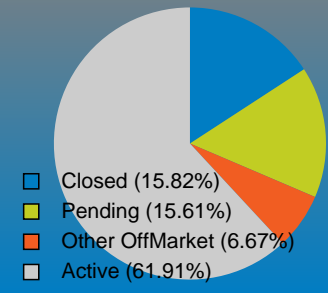


MONTHLY INVENTORY ANALYSIS

Report produced on Jun 12, 2017 for Nabeel Jamal

Compared Metrics	May		
	2016	2017	+/-%
Closed Listings	4,464	4,824	8.06%
Pending Listings	4,493	4,761	5.96%
New Listings	6,941	7,094	2.20%
Average List Price	177,419	192,196	8.33%
Average Sale Price	172,848	187,328	8.38%
Average Percent of List Price to Selling Price	97.34%	97.52%	0.19%
Average Days on Market to Sale	59.93	59.40	-0.89%
End of Month Inventory	18,727	18,881	0.82%
Months Supply of Inventory	4.93	4.94	0.17%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **3,820** Sales/Month
Active Inventory as of May 31, 2017 = **18,881**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of May 2017 rose **0.82%** to 18,881 existing homes available for sale. Over the last 12 months this area has had an average of 3,820 closed sales per month. This represents an unsold inventory index of **4.94** 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 **8.38%** in May 2017 to \$187,328 versus the previous year at \$172,848.

Average Days on Market Shortens

The average number of **59.40** days that homes spent on the market before selling decreased by 0.53 days or **0.89%** in May 2017 compared to last year's same month at **59.93** DOM.

Sales Success for May 2017 is Positive

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

There were 7,094 New Listings in May 2017, up **2.20%** from last year at 6,941. Furthermore, there were 4,824 Closed Listings this month versus last year at 4,464, a **8.06%** increase.

Closed versus Listed trends yielded a **68.0%** ratio, up from previous year's, May 2016, at **64.3%**, a **5.73%** 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
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Or visit: www.okrealtors.com

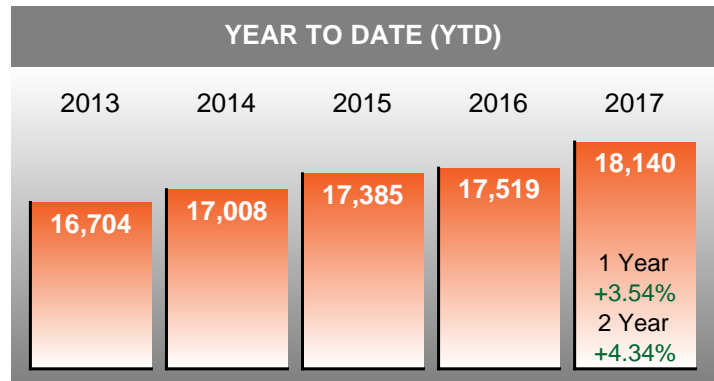
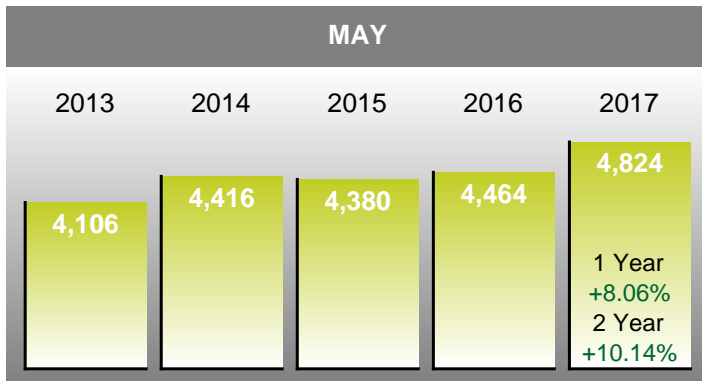
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CLOSED LISTINGS

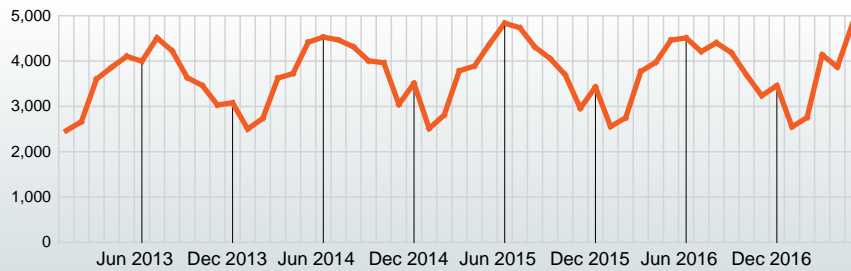
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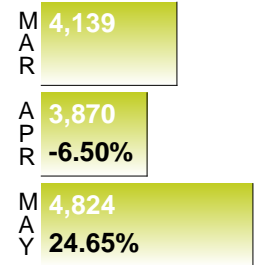
5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 4,438

3 MONTHS



High
Jun 2015 = 4,837
Low
Jan 2013 = 2,467
Closed Listings
this month at **4,824**,
above the 5 yr MAY
average of **4,438**



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	397	8.23%	74.4	176	193	24	4
\$50,001 - \$75,000	329	6.82%	75.7	106	201	18	4
\$75,001 - \$125,000	936	19.40%	51.9	155	696	83	2
\$125,001 - \$175,000	1,191	24.69%	47.8	54	938	189	10
\$175,001 - \$225,000	763	15.82%	57.2	32	459	262	10
\$225,001 - \$325,000	721	14.95%	64.6	24	294	360	43
\$325,001 and up	487	10.10%	74.5	5	106	292	84
Total Closed Units	4,824			552	2,887	1,228	157
Total Closed Volume	903,669,818	100%	59.4	50.49M	446.70M	330.15M	76.32M
Average Closed Price	\$187,328			\$91,476	\$154,729	\$268,853	\$486,112

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Contact: Nabeel Jamal

Phone: 405-848-9944

Email: nabeel@okrealtors.com

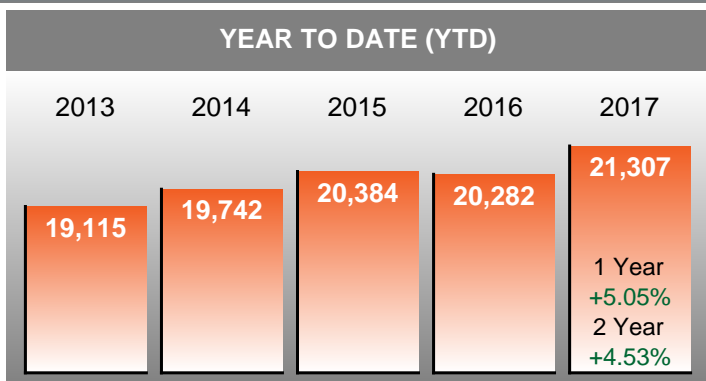
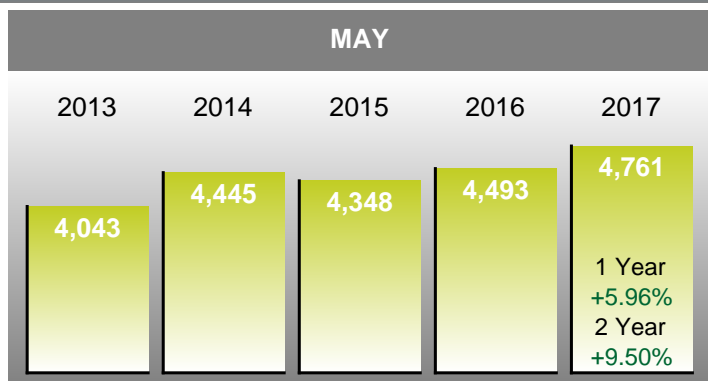
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PENDING LISTINGS

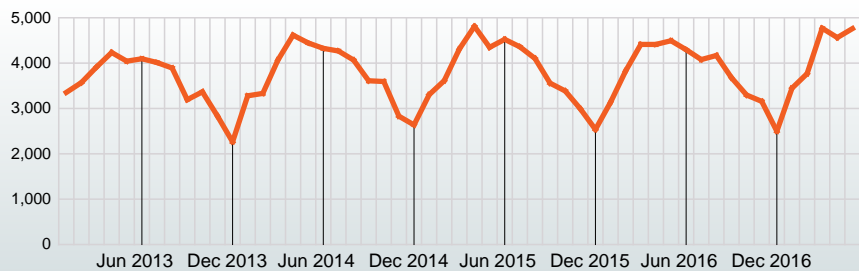
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 4,418

3 MONTHS



High
Apr 2015 = 4,810
Low
Dec 2013 = 2,264
Pending Listings
this month at **4,761**,
above the 5 yr MAY
average of **4,418**

MAY	4,761
APR	4,563
APR	-4.32%
MAY	4,761
MAY	4.34%

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	345	7.25%	66.6	135	182	26	2
\$50,001 - \$75,000	349	7.33%	60.7	94	226	25	4
\$75,001 - \$125,000	869	18.25%	46.5	146	629	86	8
\$125,001 - \$175,000	1,177	24.72%	43.3	69	908	187	13
\$175,001 - \$225,000	772	16.22%	58.4	33	476	250	13
\$225,001 - \$325,000	739	15.52%	58.1	21	308	377	33
\$325,001 and up	510	10.71%	65.6	7	128	308	67
Total Pending Units	4,761			505	2,857	1,259	140
Total Pending Volume	904,100,996	100%	59.6	50.41M	455.64M	339.56M	58.49M
Average Listing Price	\$188,544			\$99,825	\$159,483	\$269,706	\$417,753

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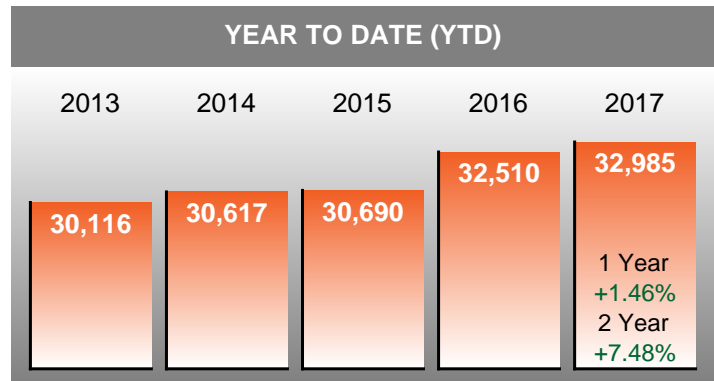
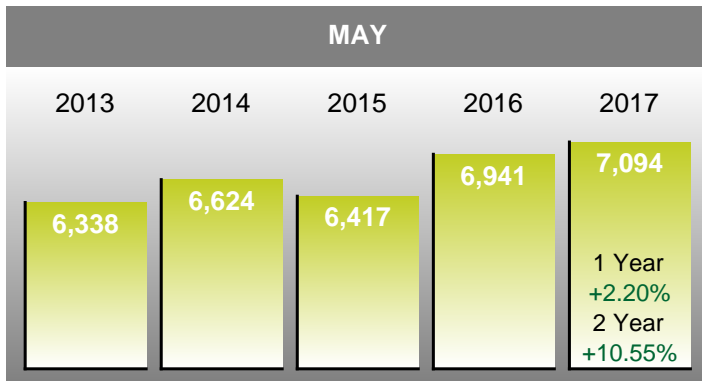
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NEW LISTINGS

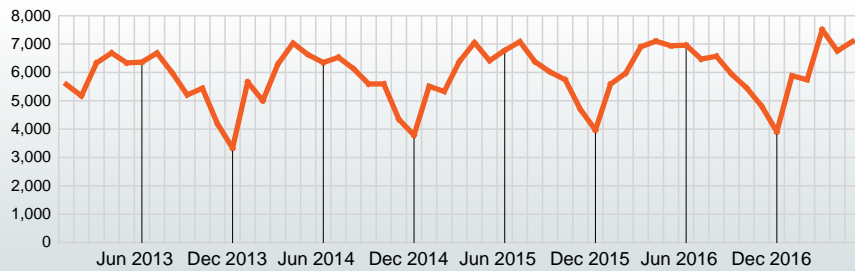
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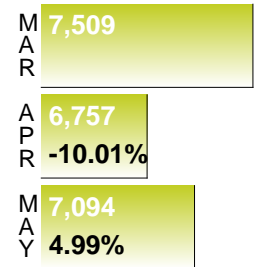
5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 6,683

3 MONTHS



High
Mar 2017 = 7,509
Low
Dec 2013 = 3,331
New Listings
this month at **7,094**,
above the 5 yr MAY
average of **6,683**



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	455	6.41%	209	217	27	2
\$50,001 - \$100,000	1,076	15.17%	299	674	95	8
\$100,001 - \$125,000	561	7.91%	70	428	57	6
\$125,001 - \$200,000	2,179	30.72%	135	1,567	445	32
\$200,001 - \$275,000	1,147	16.17%	39	583	488	37
\$275,001 - \$375,000	851	12.00%	21	325	436	69
\$375,001 and up	825	11.63%	13	191	445	176
Total New Listed Units	7,094		786	3,985	1,993	330
Total New Listed Volume	1,599,326,656	100%	83.17M	709.52M	612.25M	194.39M
Average New Listed Listing Price	\$192,286		\$105,819	\$178,047	\$307,201	\$589,046

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May 2017

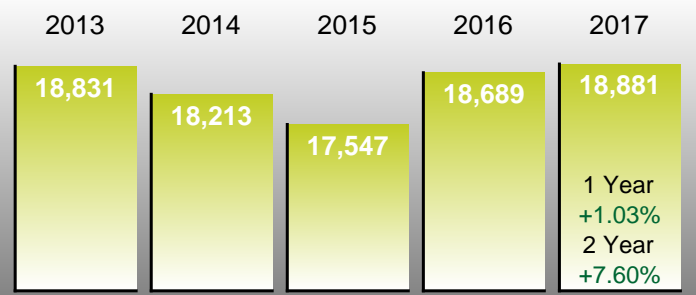
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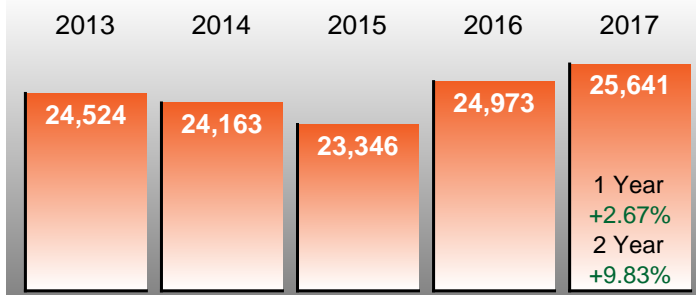
ACTIVE INVENTORY

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END OF MAY



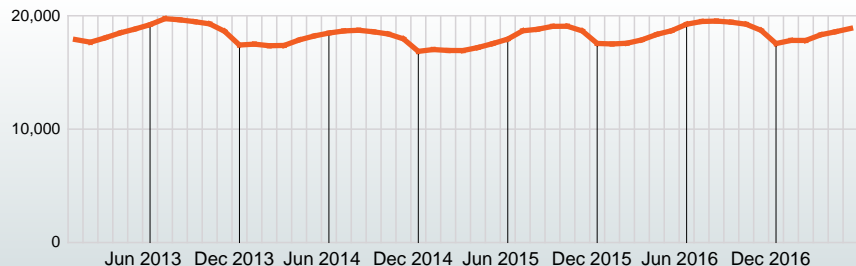
ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 18,432

3 MONTHS



High
Jul 2013 = 19,745
Low
Dec 2014 = 16,860
Inventory
this month at **18,881**,
above the 5 yr MAY
average of **18,432**

MAR	18,320
APR	18,591
MAY	18,881

1.48%
1.56%

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	7.98%	163.6	716	679	104	7
\$50,001 - \$75,000	1,476	7.82%	136.5	524	799	129	24
\$75,001 - \$125,000	2,804	14.85%	123.3	515	1,906	343	40
\$125,001 - \$225,000	5,533	29.30%	98.4	450	3,584	1,366	133
\$225,001 - \$300,000	2,972	15.74%	93.9	132	1,357	1,330	153
\$300,001 - \$450,000	2,598	13.76%	101.2	100	789	1,425	284
\$450,001 and up	1,992	10.55%	110.8	44	378	992	578
Total Active Inventory by Units	18,881			2,481	9,492	5,689	1,219
Total Active Inventory by Volume	4,745,600,384	100%	111.3	285.96M	1.79B	1.89B	777.14M
Average Active Inventory Listing Price	\$251,343			\$115,260	\$188,765	\$332,349	\$637,526

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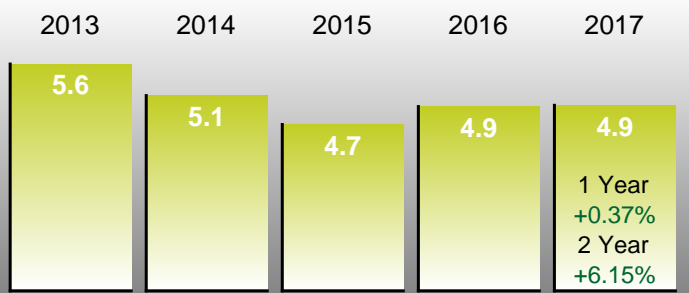
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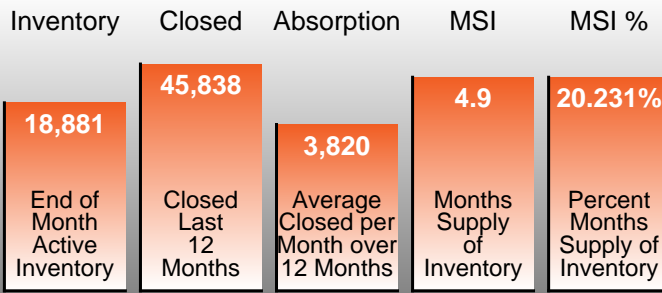
MONTHS SUPPLY of INVENTORY (MSI)

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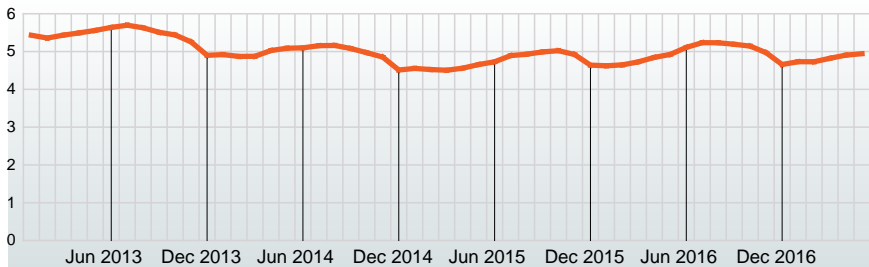
MSI FOR MAY



INDICATORS FOR MAY 2017



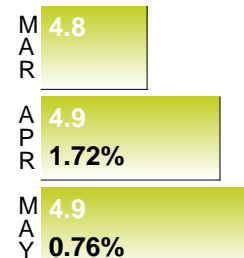
5 YEAR MARKET ACTIVITY TRENDS



5yr MAY 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 MAY
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	7.98%	4.2	4.9	3.7	3.6	2.2
\$50,001 - \$75,000	1,476	7.82%	5.0	6.1	4.3	5.9	9.0
\$75,001 - \$125,000	2,804	14.85%	3.7	4.2	3.4	4.7	7.4
\$125,001 - \$225,000	5,533	29.30%	3.7	5.7	3.4	3.8	6.3
\$225,001 - \$300,000	2,972	15.74%	6.3	9.6	6.9	5.6	6.2
\$300,001 - \$450,000	2,598	13.76%	8.8	15.0	8.8	8.3	9.8
\$450,001 and up	1,992	10.55%	15.7	17.0	17.4	14.1	18.2
Market Supply of Inventory (MSI)	4.9	100%	4.9	5.5	4.2	5.9	10.4
Total Active Inventory by Units	18,881			2,481	9,492	5,689	1,219

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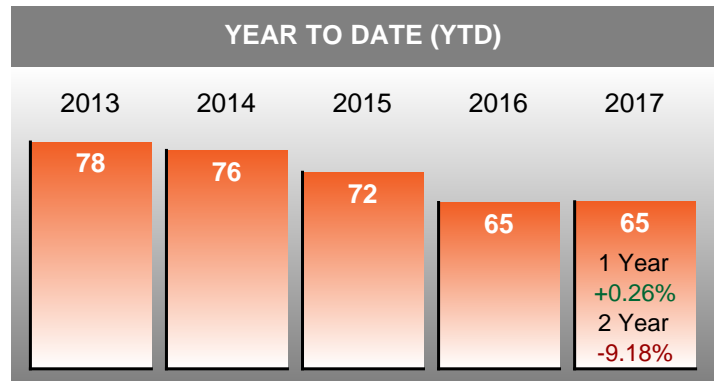
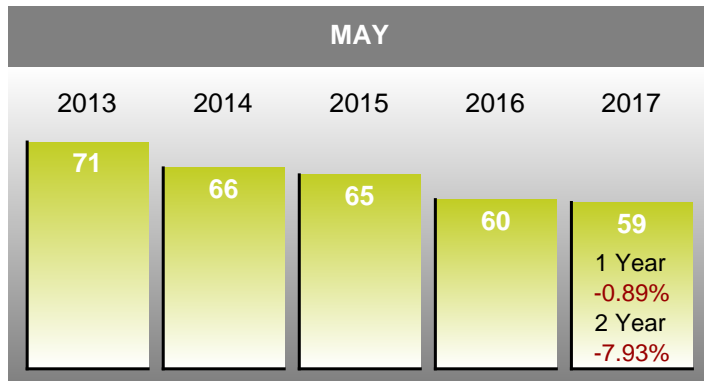
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AVERAGE DAYS ON MARKET TO SALE

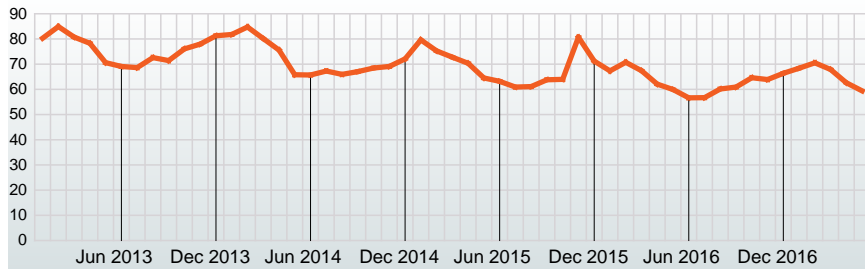
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 64

3 MONTHS



High
Feb 2013 = 85
Low
Jun 2016 = 57

Average Days on Market this month at **59**, below the 5 yr MAY average of **64**

MAR 68

APR 63
-7.77%

MAY 59
-5.12%

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	397	8.23%	74.4	73.4	73.9	82.5	90.8
\$50,001 - \$75,000	329	6.82%	75.7	77.2	73.0	89.6	112.0
\$75,001 - \$125,000	936	19.40%	51.9	58.7	50.1	55.2	14.0
\$125,001 - \$175,000	1,191	24.69%	47.8	69.3	45.4	54.2	41.9
\$175,001 - \$225,000	763	15.82%	57.2	68.5	56.2	57.8	51.9
\$225,001 - \$325,000	721	14.95%	64.6	54.0	61.0	66.1	82.8
\$325,001 and up	487	10.10%	74.5	153.4	62.5	73.3	89.1
Average Closed DOM			59.4	69.2	54.3	64.1	81.7
Total Closed Units		100%	59.4	552	2887	1228	157
Total Closed Volume			903,669,818	50.49M	446.70M	330.15M	76.32M

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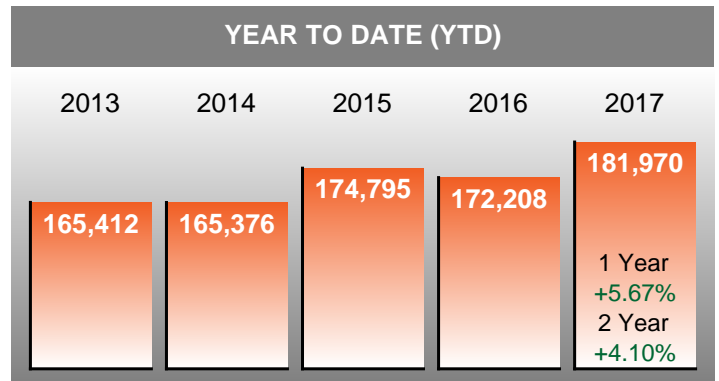
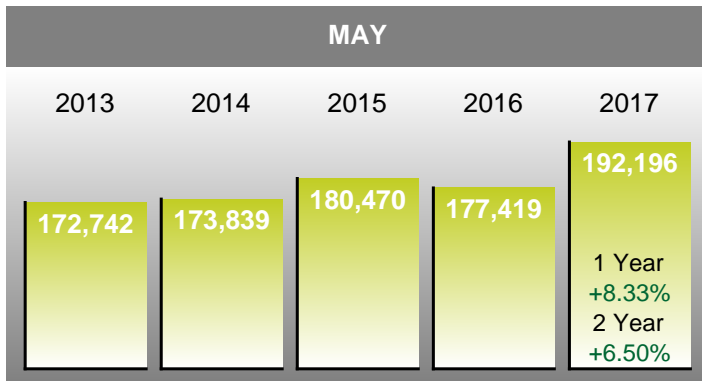
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AVERAGE LIST PRICE AT CLOSING

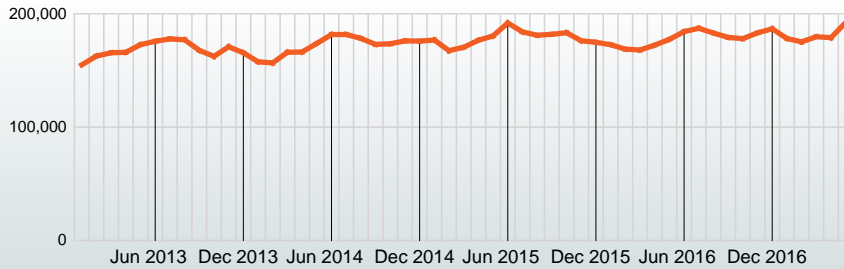
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 179,333

3 MONTHS



High
May 2017 = 192,196
Low
Jan 2013 = 154,932
Average List Price
this month at **192,196**,
above the 5 yr MAY
average of **179,333**

MAY 179,756
APR 178,914
APR -0.47%
MAY 192,196
MAY 7.42%

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	364	7.55%	33,064	33,421	37,155	33,406	44,100
\$50,001 - \$75,000	322	6.67%	64,251	66,482	67,379	69,239	81,500
\$75,001 - \$125,000	910	18.86%	103,208	102,344	107,476	105,823	94,250
\$125,001 - \$175,000	1,197	24.81%	151,209	153,504	152,676	157,592	166,820
\$175,001 - \$225,000	780	16.17%	198,639	205,676	200,251	203,592	214,447
\$225,001 - \$325,000	735	15.24%	267,589	270,746	268,463	275,865	274,956
\$325,001 and up	516	10.70%	519,177	567,760	444,134	494,219	757,101
Average List Price			192,196	96,014	158,174	274,903	509,065
Total Closed Units		100%	192,196	552	2887	1228	157
Total Closed Volume			927,152,591	53.00M	456.65M	337.58M	79.92M

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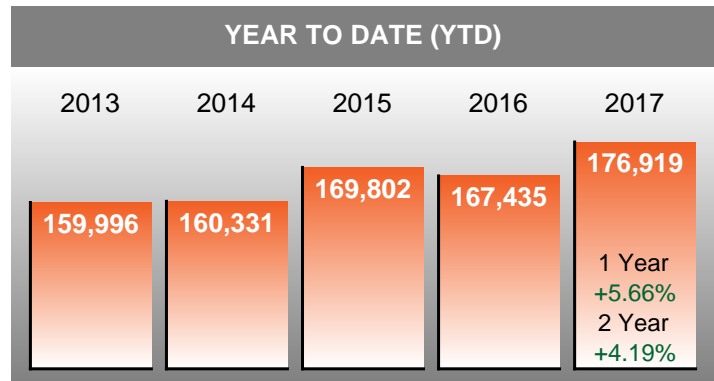
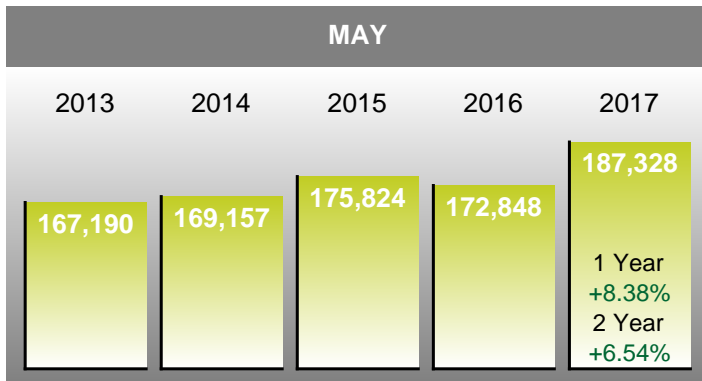
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AVERAGE SOLD PRICE AT CLOSING

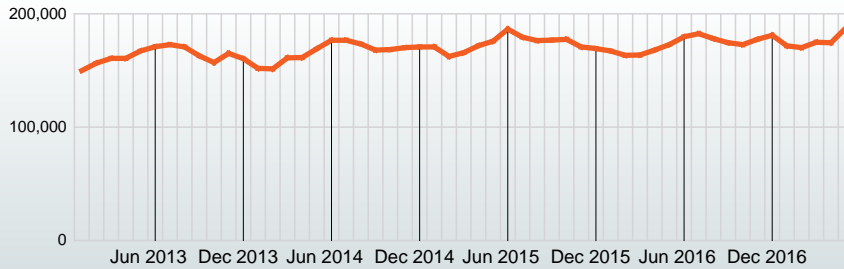
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 174,469

3 MONTHS



High
May 2017 = 187,328
Low
Jan 2013 = 149,860
Average Sold Price
this month at **187,328**,
above the 5 yr MAY
average of **174,469**

M A R 174,852
A P R 174,443
-0.23%
M A Y 187,328
7.39%

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	397	8.23%	31,564	29,774	33,256	30,183	37,000
\$50,001 - \$75,000	329	6.82%	64,072	63,094	64,245	66,254	71,500
\$75,001 - \$125,000	936	19.40%	103,077	97,723	104,403	102,347	87,000
\$125,001 - \$175,000	1,191	24.69%	151,289	152,240	150,497	154,486	160,030
\$175,001 - \$225,000	763	15.82%	198,250	197,220	197,034	200,218	205,777
\$225,001 - \$325,000	721	14.95%	267,014	263,373	262,874	270,438	268,690
\$325,001 and up	487	10.10%	512,550	513,280	432,248	481,943	720,236
Average Sold Price			187,328	91,476	154,729	268,853	486,112
Total Closed Units		100%	187,328	552	2887	1228	157
Total Closed Volume			903,669,818	50.49M	446.70M	330.15M	76.32M

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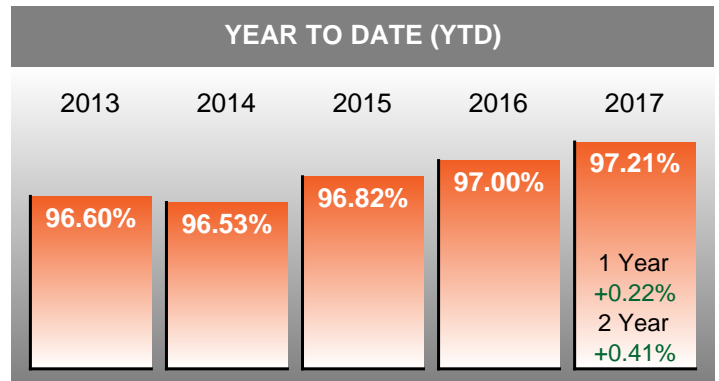
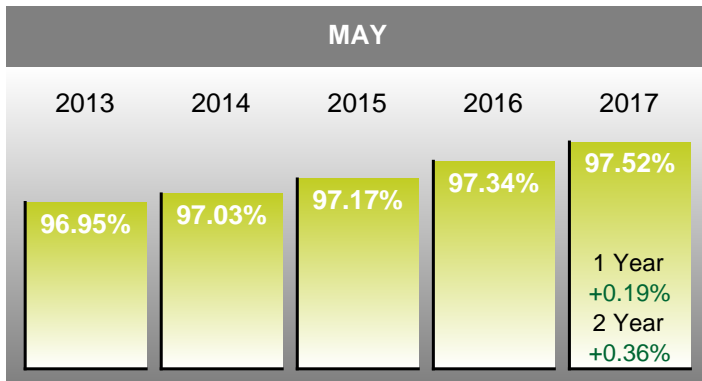
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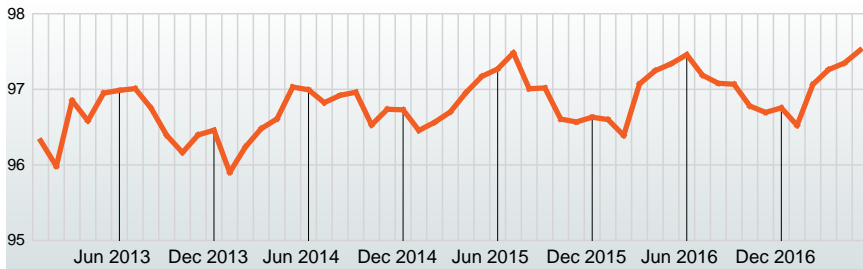


AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS



5yr MAY AVG = 97.20%

3 MONTHS

High
May 2017 = 97.52%

Low
Jan 2014 = 95.90%

Average Sold/List Ratio this month at **97.52%**, above the 5 yr MAY average of **97.20%**

MAY 97.26%

APR 97.35%
0.09%

MAY 97.52%
0.18%

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	397	8.23%	91.60%	91.66%	91.68%	91.60%	85.52%
\$50,001 - \$75,000	329	6.82%	96.11%	95.36%	96.67%	96.08%	87.69%
\$75,001 - \$125,000	936	19.40%	97.23%	95.98%	97.53%	97.15%	92.42%
\$125,001 - \$175,000	1,191	24.69%	98.69%	101.31%	98.67%	98.17%	96.10%
\$175,001 - \$225,000	763	15.82%	99.10%	96.56%	99.73%	98.43%	96.15%
\$225,001 - \$325,000	721	14.95%	98.12%	97.37%	98.18%	98.16%	97.86%
\$325,001 and up	487	10.10%	97.62%	92.08%	97.55%	98.04%	96.56%
Average Sold/List Ratio			97.50%	95.06%	97.86%	97.96%	96.30%
Total Closed Units	4,824	100%	97.50%	552	2887	1228	157
Total Closed Volume	903,669,818			50.49M	446.70M	330.15M	76.32M

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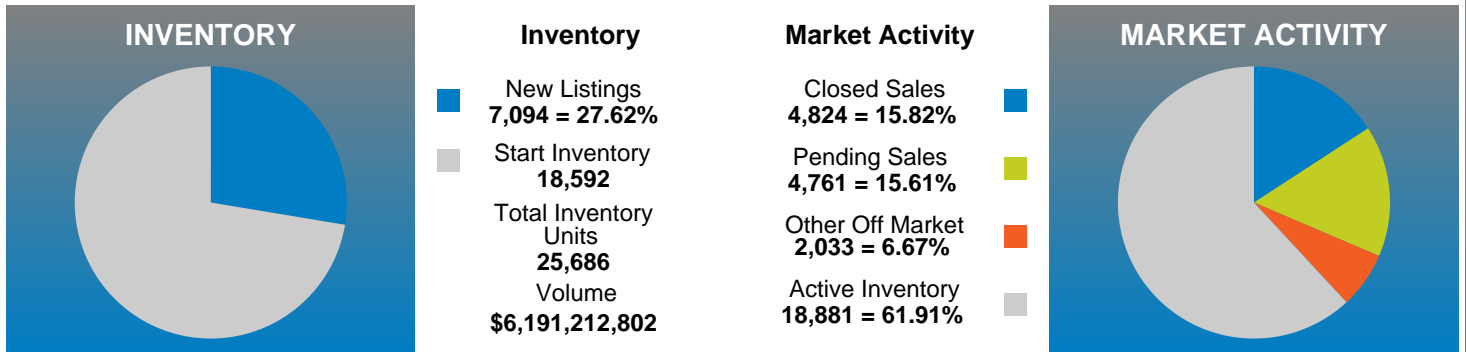
May 2017

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



MARKET SUMMARY

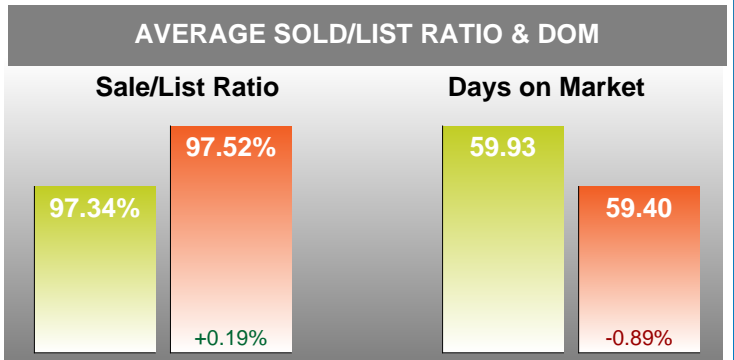
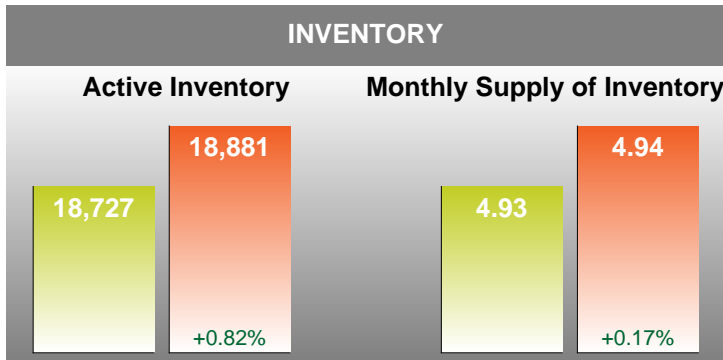
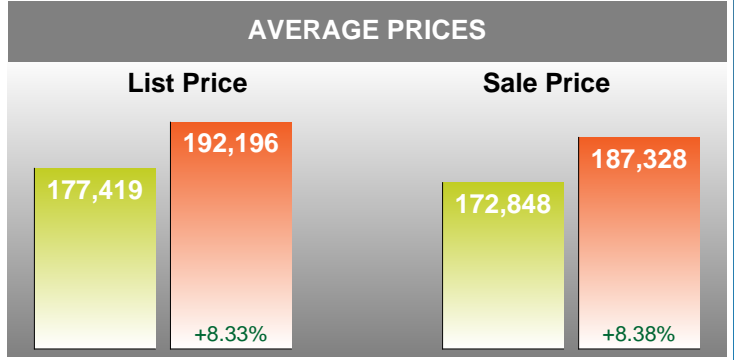
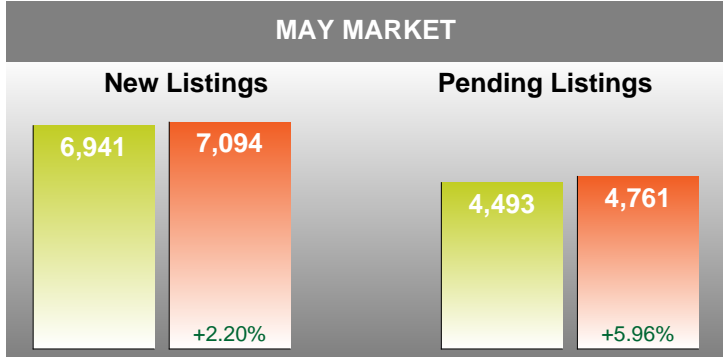
Report produced on Jun 12, 2017 for Nabeel Jamal



Compared Metrics	May			Year to Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	4,464	4,824	8.06%	17,519	18,140	3.54%
Pending Sales	4,493	4,761	5.96%	20,282	21,307	5.05%
New Listings	6,941	7,094	2.20%	32,510	32,985	1.46%
Average List Price	177,419	192,196	8.33%	172,208	181,970	5.67%
Average Sale Price	172,848	187,328	8.38%	167,435	176,919	5.66%
Average Percent of Selling Price to List Price	97.34%	97.52%	0.19%	97.00%	97.21%	0.22%
Average Days on Market to Sale	59.93	59.40	-0.89%	64.80	64.97	0.26%
Monthly Inventory	18,727	18,881	0.82%	18,727	18,881	0.82%
Months Supply of Inventory	4.93	4.94	0.17%	4.93	4.94	0.17%

Absorption: Last 12 months, an Average of **3,820** Sales/Month

Inventory on May 31, 2017 = 18,881 2016 2017



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