

July 2017

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

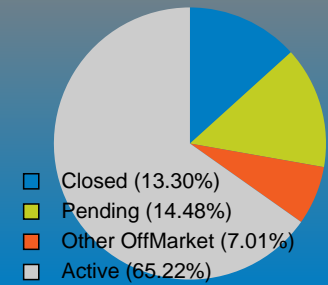


MONTHLY INVENTORY ANALYSIS

Report produced on Sep 01, 2017 for Nabeel Jamal

Compared Metrics	July		
	2016	2017	+/-%
Closed Listings	4,231	4,134	-2.29%
Pending Listings	4,092	4,501	10.00%
New Listings	6,492	6,869	5.81%
Average List Price	187,066	192,725	3.03%
Average Sale Price	182,315	187,837	3.03%
Average Percent of List Price to Selling Price	97.18%	97.33%	0.16%
Average Days on Market to Sale	57.11	54.10	-5.28%
End of Month Inventory	19,603	20,275	3.43%
Months Supply of Inventory	5.24	5.25	0.17%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **3,863** Sales/Month
Active Inventory as of July 31, 2017 = **20,275**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of July 2017 rose **3.43%** to 20,275 existing homes available for sale. Over the last 12 months this area has had an average of 3,863 closed sales per month. This represents an unsold inventory index of **5.25** 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 **3.03%** in July 2017 to \$187,837 versus the previous year at \$182,315.

Average Days on Market Shortens

The average number of **54.10** days that homes spent on the market before selling decreased by 3.01 days or **5.28%** in July 2017 compared to last year's same month at **57.11** DOM.

Sales Success for July 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 6,869 New Listings in July 2017, up **5.81%** from last year at 6,492. Furthermore, there were 4,134 Closed Listings this month versus last year at 4,231, a **-2.29%** decrease.

Closed versus Listed trends yielded a **60.2%** ratio, down from previous year's, July 2016, at **65.2%**, a **7.66%** downswing. 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

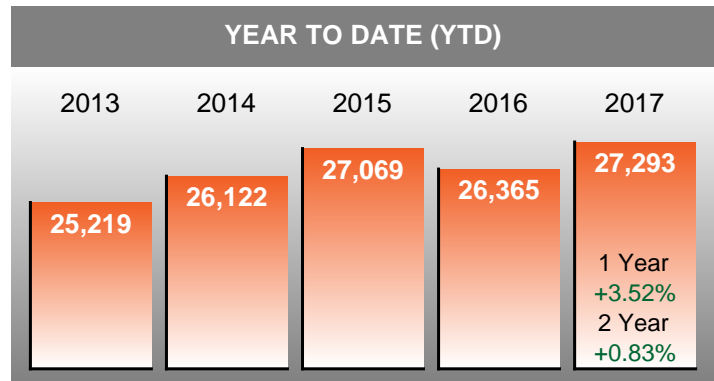
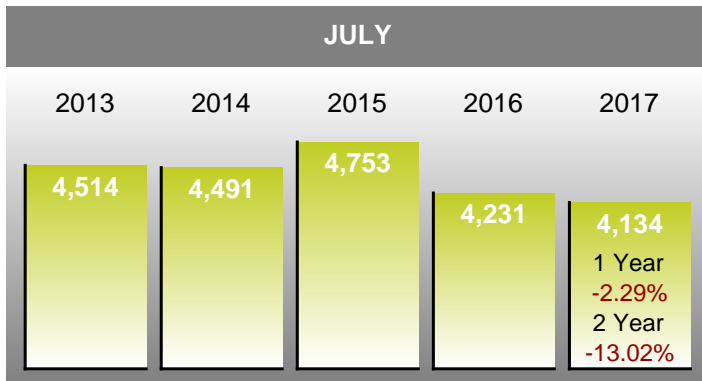
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CLOSED LISTINGS

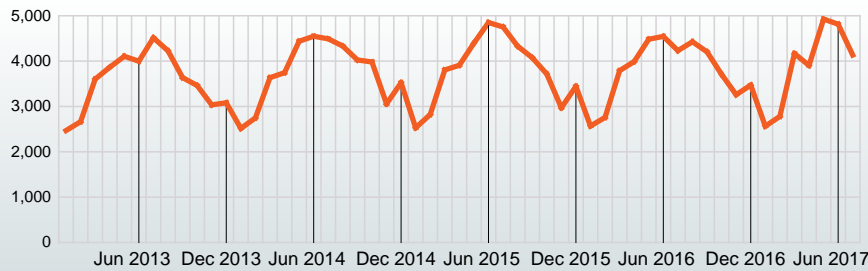
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 4,425

3 MONTHS



High
May 2017 = 4,926
Low
Jan 2013 = 2,469
Closed Listings
this month at **4,134**,
below the 5 yr JUL
average of **4,425**

MAY	4,926
JUN	4,815 -2.25%
JUL	4,134 -14.14%

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	313	7.57%	67.0	129	156	25	3
\$50,001 - \$75,000	276	6.68%	76.5	75	180	20	1
\$75,001 - \$125,000	762	18.43%	47.2	123	549	78	12
\$125,001 - \$175,000	1,047	25.33%	40.2	74	809	154	10
\$175,001 - \$225,000	669	16.18%	52.3	27	399	228	15
\$225,001 - \$325,000	626	15.14%	59.6	14	269	318	25
\$325,001 and up	441	10.67%	70.8	6	116	242	77
Total Closed Units	4,134			448	2,478	1,065	143
Total Closed Volume	776,516,207	100%	54.1	43.22M	398.09M	276.60M	58.60M
Average Closed Price	\$187,837			\$96,471	\$160,650	\$259,721	\$409,810

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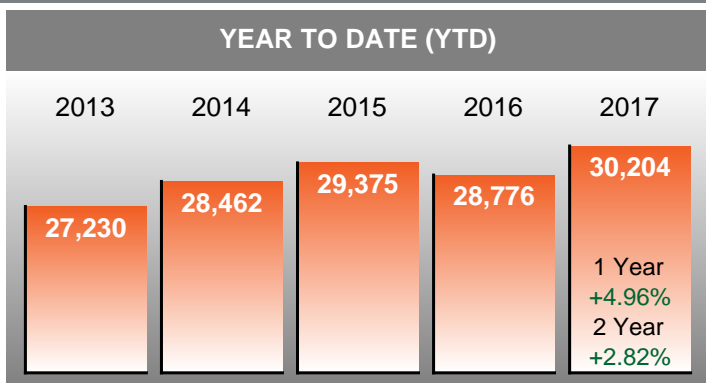
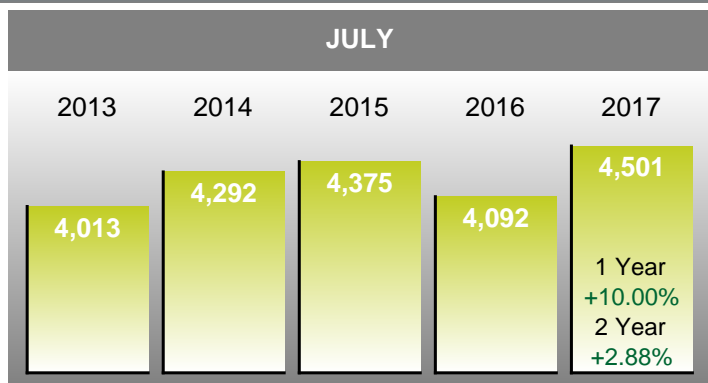
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PENDING LISTINGS

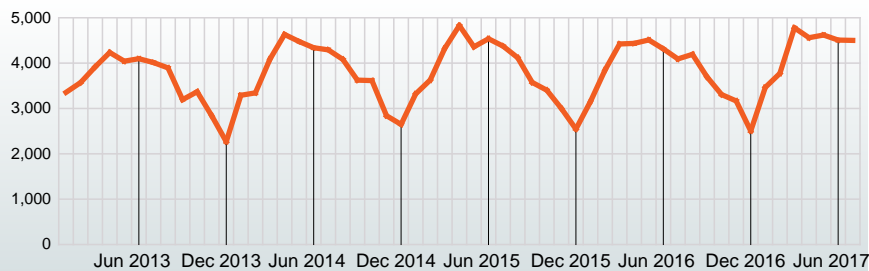
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 4,255

3 MONTHS



High
Apr 2015 = 4,829
Low
Dec 2013 = 2,268
Pending Listings
this month at **4,501**,
above the 5 yr JUL
average of **4,255**

MAY	4,619
JUN	4,508 -2.40%
JUL	4,501 -0.16%

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	341	7.58%	57.0	147	162	30	2
\$50,001 - \$75,000	327	7.27%	68.0	97	191	34	5
\$75,001 - \$125,000	825	18.33%	51.5	122	613	80	10
\$125,001 - \$175,000	1,101	24.46%	44.0	76	837	176	12
\$175,001 - \$225,000	728	16.17%	57.7	38	411	268	11
\$225,001 - \$325,000	716	15.91%	70.3	20	318	339	39
\$325,001 and up	463	10.29%	72.0	10	121	264	68
Total Pending Units	4,501			510	2,653	1,191	147
Total Pending Volume	850,257,365	100%	59.2	52.94M	426.19M	313.76M	57.37M
Average Listing Price	\$186,906			\$103,810	\$160,645	\$263,439	\$390,254

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Phone: 405-848-9944

Email: nabeel@okrealtors.com

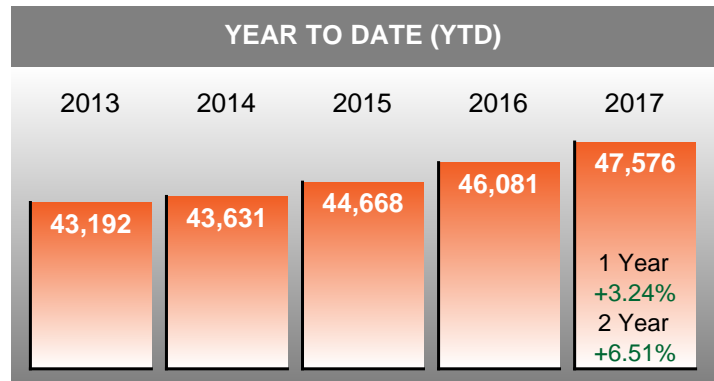
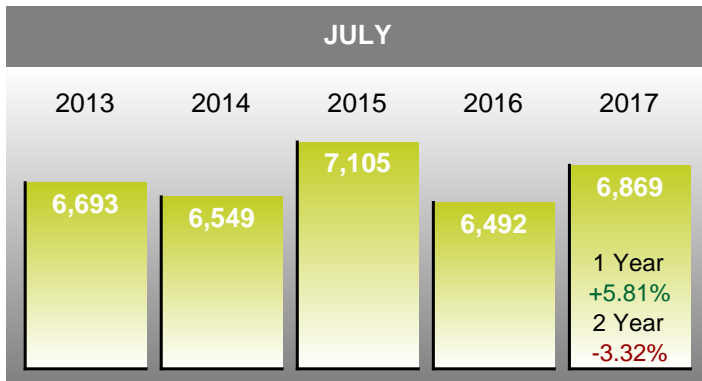
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NEW LISTINGS

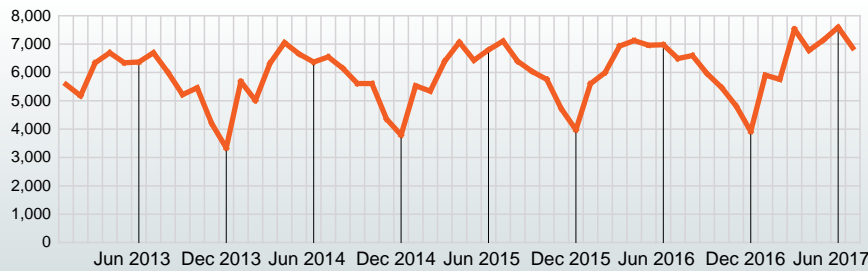
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 6,742

3 MONTHS



High
Jun 2017 = 7,595
Low
Dec 2013 = 3,338
New Listings
this month at **6,869**,
above the 5 yr JUL
average of **6,742**

MAY	7,147
JUN	7,595
JUL	6,869
JUL	-9.56%

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	454	6.61%	220	206	22	6
\$50,001 - \$100,000	1,060	15.43%	286	654	111	9
\$100,001 - \$125,000	541	7.88%	76	405	57	3
\$125,001 - \$200,000	2,148	31.27%	151	1,535	437	25
\$200,001 - \$250,000	845	12.30%	26	447	340	32
\$250,001 - \$375,000	1,069	15.56%	38	421	534	76
\$375,001 and up	752	10.95%	23	173	407	149
Total New Listed Units	6,869		820	3,841	1,908	300
Total New Listed Volume	1,489,100,940	100%	90.02M	674.96M	573.43M	150.69M
Average New Listed Listing Price	\$225,099		\$109,783	\$175,726	\$300,539	\$502,292

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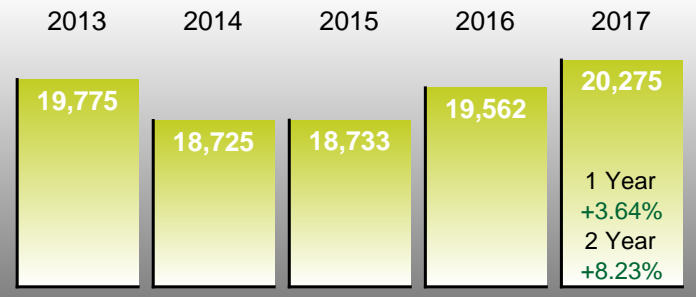
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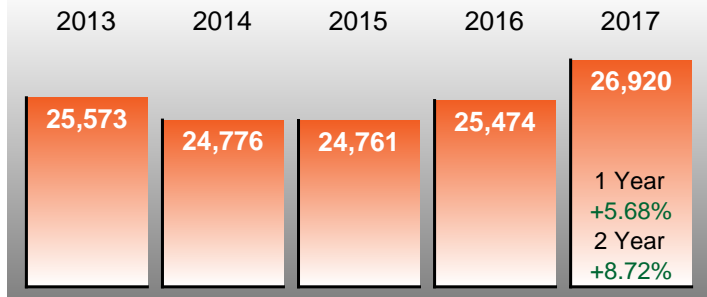
ACTIVE INVENTORY

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END OF JULY



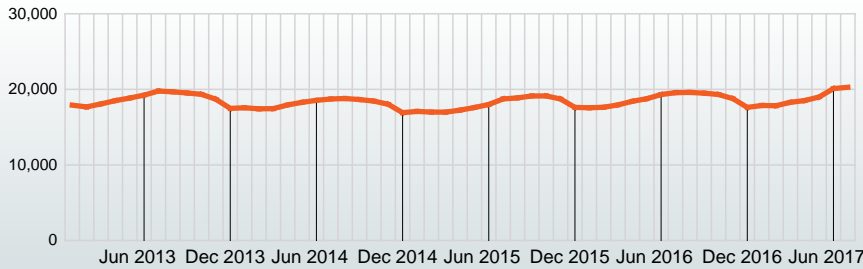
ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 19,414

3 MONTHS



High
Jul 2017 = 20,275
Low
Dec 2014 = 16,915
Inventory
this month at **20,275**,
above the 5 yr JUL
average of **19,414**

MAY	18,991
JUN	20,101 5.84%
JUL	20,275 0.87%

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	1,564	7.71%	169.2	767	688	97	12
\$50,001 - \$75,000	1,545	7.62%	135.2	542	850	130	23
\$75,001 - \$125,000	2,996	14.78%	120.7	538	2,062	355	41
\$125,001 - \$225,000	6,195	30.55%	94.8	453	4,005	1,601	136
\$225,001 - \$300,000	3,199	15.78%	95.5	147	1,435	1,457	160
\$300,001 - \$450,000	2,634	12.99%	103.0	119	769	1,446	300
\$450,001 and up	2,142	10.56%	112.4	50	423	1,039	630
Total Active Inventory by Units	20,275			2,616	10,232	6,125	1,302
Total Active Inventory by Volume	5,091,540,071	100%	110.5	305.96M	1.92B	2.03B	836.75M
Average Active Inventory Listing Price	\$251,124			\$116,956	\$187,986	\$330,670	\$642,668

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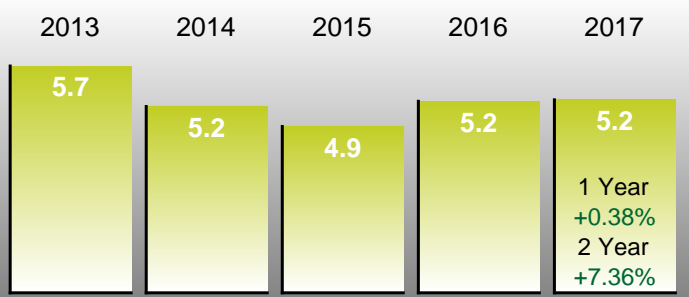
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MONTHS SUPPLY of INVENTORY (MSI)

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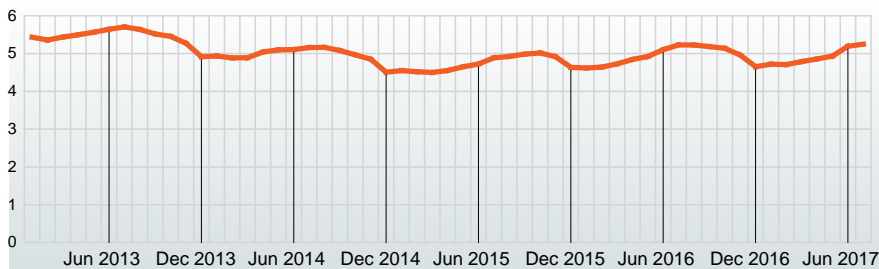
MSI FOR JULY



INDICATORS FOR JULY 2017

Inventory	Closed	Absorption	MSI	MSI %
20,275	46,361	3,863	5.2	19.055%
End of Month Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

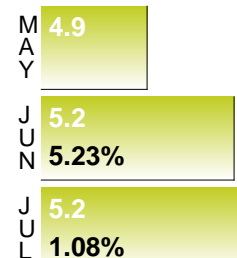
5 YEAR MARKET ACTIVITY TRENDS



5yr JUL 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 JUL
average of **5.2**



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	1,564	7.71%	4.3	5.3	3.7	3.5	3.4
\$50,001 - \$75,000	1,545	7.62%	5.2	6.4	4.6	5.7	7.3
\$75,001 - \$125,000	2,996	14.78%	3.9	4.4	3.7	4.7	7.0
\$125,001 - \$225,000	6,195	30.55%	4.0	5.6	3.7	4.4	6.5
\$225,001 - \$300,000	3,199	15.78%	6.7	10.7	7.1	6.1	7.0
\$300,001 - \$450,000	2,634	12.99%	8.6	18.3	8.4	8.2	10.1
\$450,001 and up	2,142	10.56%	16.5	18.8	17.9	14.3	20.3
Market Supply of Inventory (MSI)	5.2	100%	5.2	5.7	4.4	6.3	11.1
Total Active Inventory by Units	20,275			2,616	10,232	6,125	1,302

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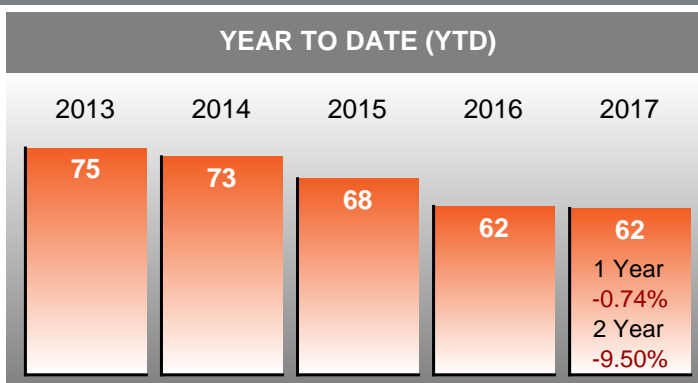
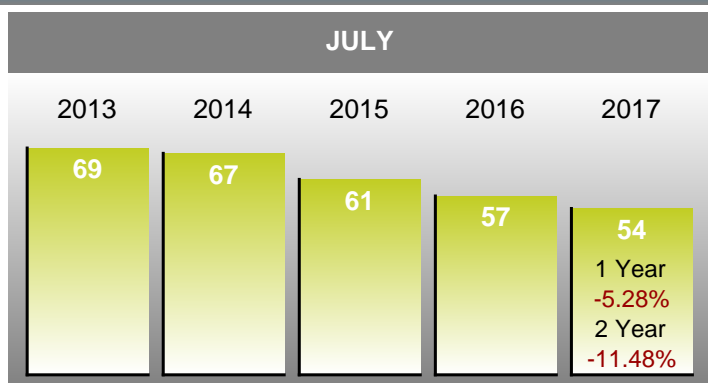
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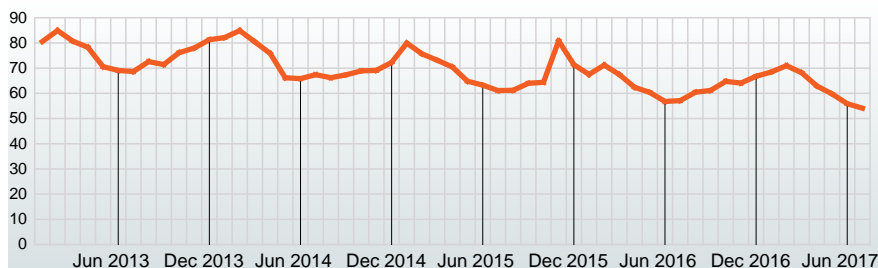


AVERAGE DAYS ON MARKET TO SALE

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5 YEAR MARKET ACTIVITY TRENDS

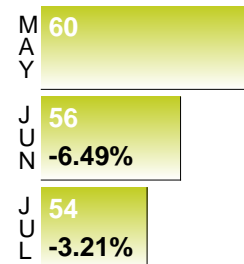


5yr JUL AVG = 62

3 MONTHS

High
Feb 2013 = 85
Low
Jul 2017 = 54

Average Days on Market this month at **54**, below the 5 yr JUL 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	313	7.57%	67.0	65.0	66.6	79.9	67.3
\$50,001 - \$75,000	276	6.68%	76.5	98.6	68.5	57.2	247.0
\$75,001 - \$125,000	762	18.43%	47.2	62.7	42.0	49.6	111.8
\$125,001 - \$175,000	1,047	25.33%	40.2	68.1	36.1	47.2	52.5
\$175,001 - \$225,000	669	16.18%	52.3	84.5	52.2	47.5	69.7
\$225,001 - \$325,000	626	15.14%	59.6	72.8	53.5	62.4	81.6
\$325,001 and up	441	10.67%	70.8	89.0	59.2	74.3	76.0
Average Closed DOM			54.1	72.2	47.2	59.1	78.7
Total Closed Units		100%	54.1	448	2478	1065	143
Total Closed Volume			776,516,207	43.22M	398.09M	276.60M	58.60M

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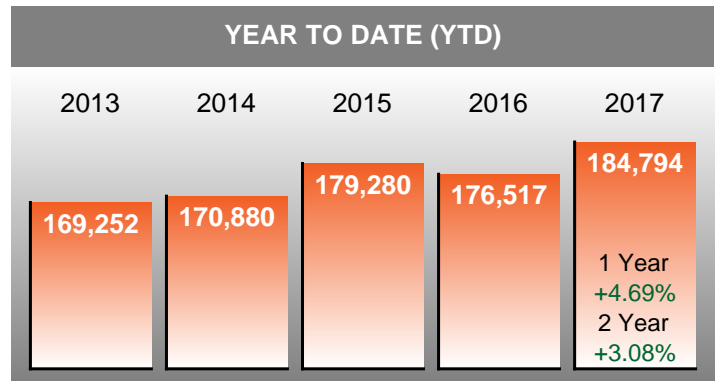
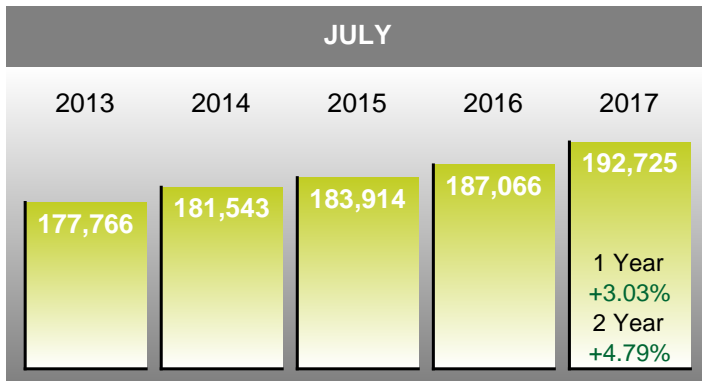
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AVERAGE LIST PRICE AT CLOSING

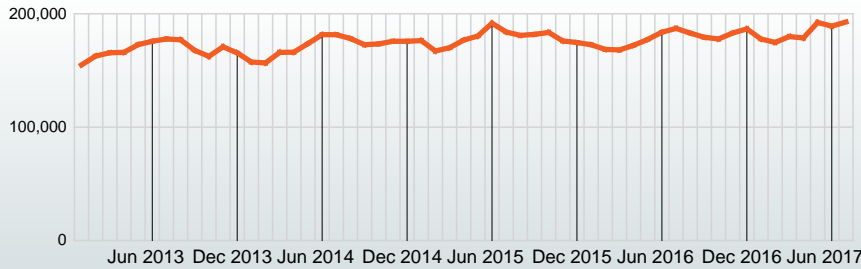
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 184,603

3 MONTHS



High
Jul 2017 = 192,725
Low
Jan 2013 = 154,862
Average List Price
this month at **192,725**,
above the 5 yr JUL
average of **184,603**

MAY	192,301
JUN	189,100
	-1.66%
JUL	192,725
	1.92%

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	293	7.09%	33,907	34,551	37,337	33,344	38,350
\$50,001 - \$75,000	268	6.48%	64,849	64,278	68,144	69,260	62,800
\$75,001 - \$125,000	736	17.80%	102,389	101,601	105,982	106,111	108,850
\$125,001 - \$175,000	1,057	25.57%	151,264	155,310	152,445	159,058	150,830
\$175,001 - \$225,000	684	16.55%	199,482	204,395	200,757	204,773	206,410
\$225,001 - \$325,000	635	15.36%	268,199	264,639	270,959	273,177	271,491
\$325,001 and up	461	11.15%	493,311	456,133	468,141	474,248	628,685
Average List Price			192,725	100,956	164,204	266,025	428,563
Total Closed Units		100%	192,725	448	2478	1065	143
Total Closed Volume			796,726,538	45.23M	406.90M	283.32M	61.28M

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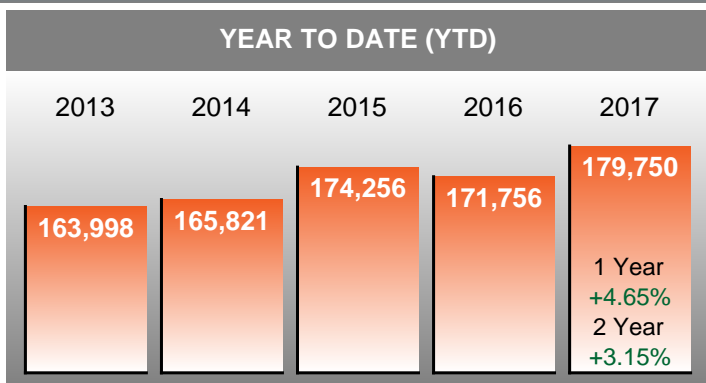
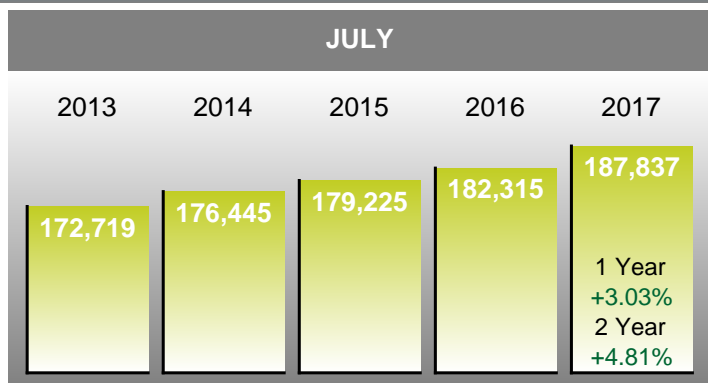
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AVERAGE SOLD PRICE AT CLOSING

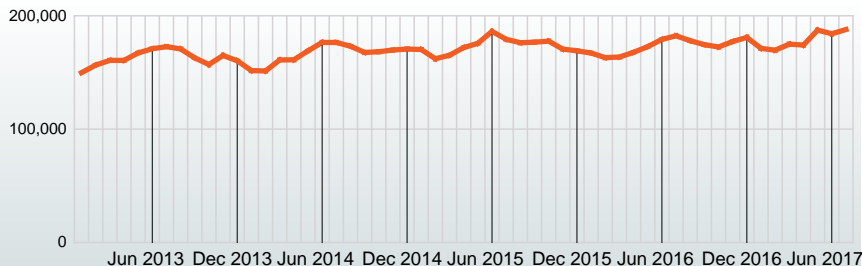
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 179,708

3 MONTHS



High
Jul 2017 = 187,837
Low
Jan 2013 = 149,793
Average Sold Price
this month at **187,837**,
above the 5 yr JUL
average of **179,708**

MAY	187,320
JUN	184,145
	-1.69%
JUL	187,837
	2.00%

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	313	7.57%	32,075	31,463	33,106	28,821	31,850
\$50,001 - \$75,000	276	6.68%	63,605	61,642	64,344	64,405	61,954
\$75,001 - \$125,000	762	18.43%	102,163	97,216	103,383	101,269	102,875
\$125,001 - \$175,000	1,047	25.33%	150,738	149,387	149,889	155,949	149,181
\$175,001 - \$225,000	669	16.18%	198,396	197,466	197,128	200,927	195,315
\$225,001 - \$325,000	626	15.14%	267,421	255,960	266,079	268,982	268,406
\$325,001 and up	441	10.67%	483,262	434,983	457,742	460,048	598,430
Average Sold Price			187,837	96,471	160,650	259,721	409,810
Total Closed Units		100%	187,837	448	2478	1065	143
Total Closed Volume			776,516,207	43.22M	398.09M	276.60M	58.60M

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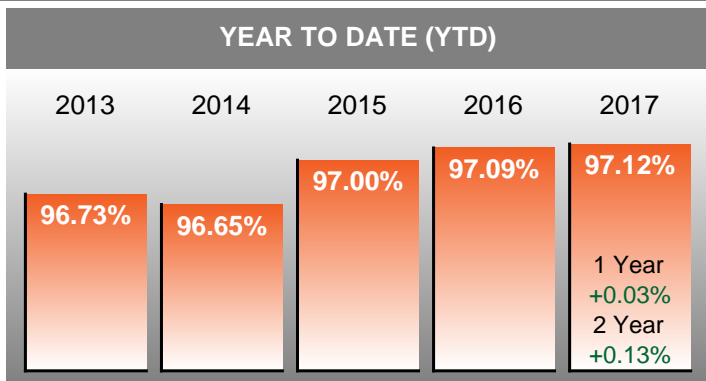
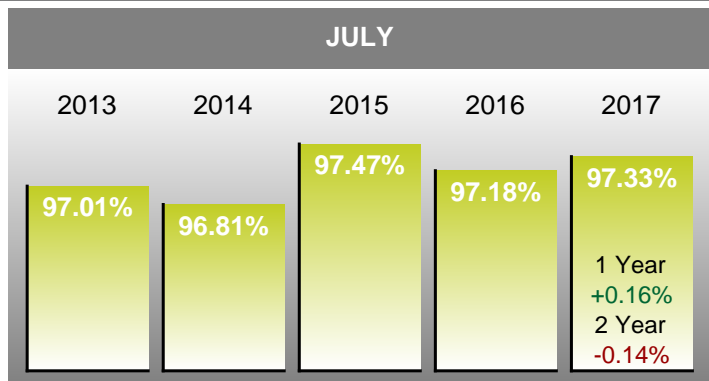
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AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

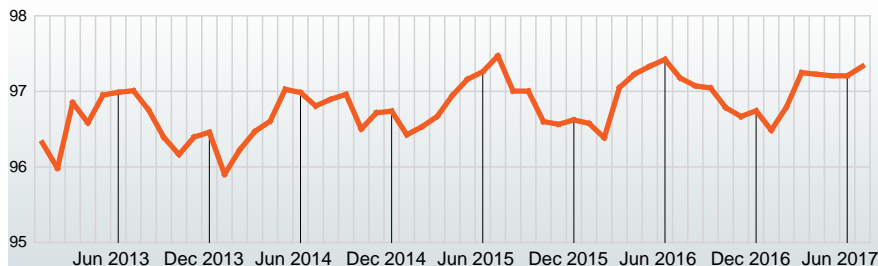
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 97.16%

3 MONTHS



High
Jul 2015 = 97.47%

Low
Jan 2014 = 95.90%

Average Sold/List Ratio this month at **97.33%**, equal to 5 yr JUL average of **97.16%**

MAY	97.21%
JUN	97.21%
JUL	97.33%
JUL	0.13%

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	313	7.57%	90.10%	92.25%	89.48%	83.61%	83.78%
\$50,001 - \$75,000	276	6.68%	95.49%	96.50%	95.24%	93.86%	98.65%
\$75,001 - \$125,000	762	18.43%	97.45%	96.31%	97.93%	96.02%	96.19%
\$125,001 - \$175,000	1,047	25.33%	98.26%	96.44%	98.44%	98.14%	98.93%
\$175,001 - \$225,000	669	16.18%	98.17%	96.82%	98.30%	98.28%	95.30%
\$225,001 - \$325,000	626	15.14%	98.43%	96.88%	98.37%	98.51%	98.90%
\$325,001 and up	441	10.67%	98.38%	95.23%	101.98%	97.42%	96.20%
Average Sold/List Ratio			97.30%	95.23%	97.67%	97.54%	96.52%
Total Closed Units		100%	97.30%	448	2478	1065	143
Total Closed Volume			776,516,207	43.22M	398.09M	276.60M	58.60M

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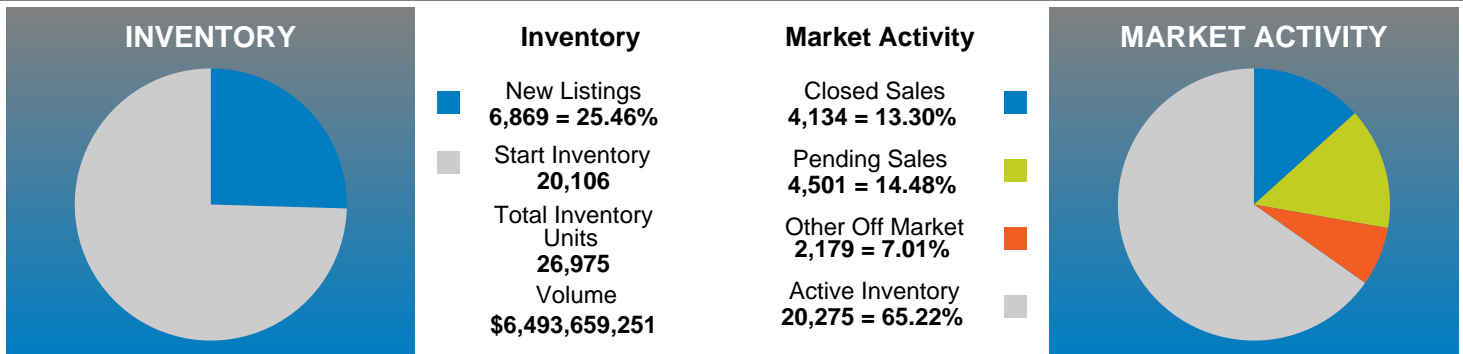
July 2017

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



MARKET SUMMARY

Report produced on Sep 01, 2017 for Nabeel Jamal

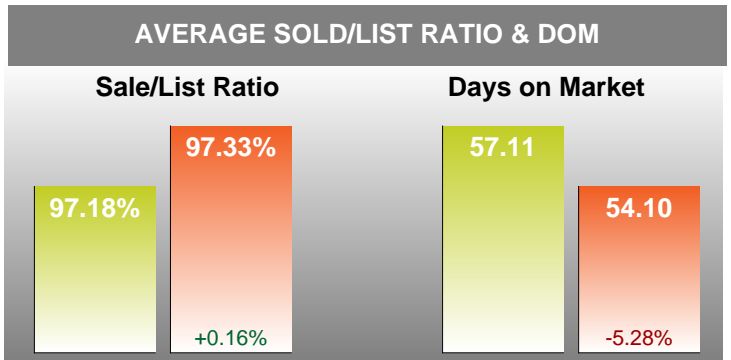
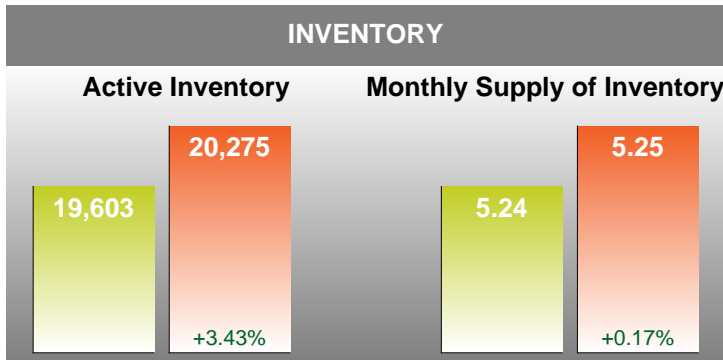
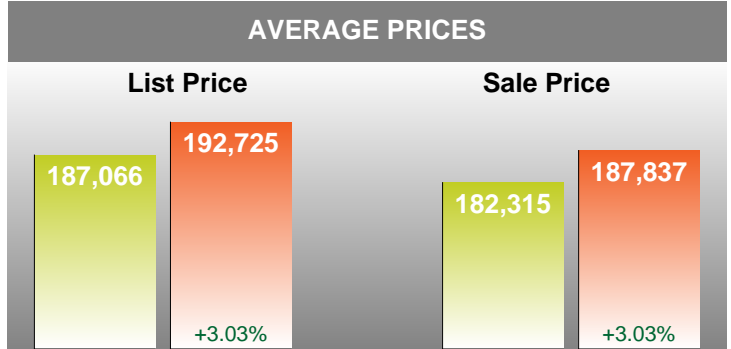
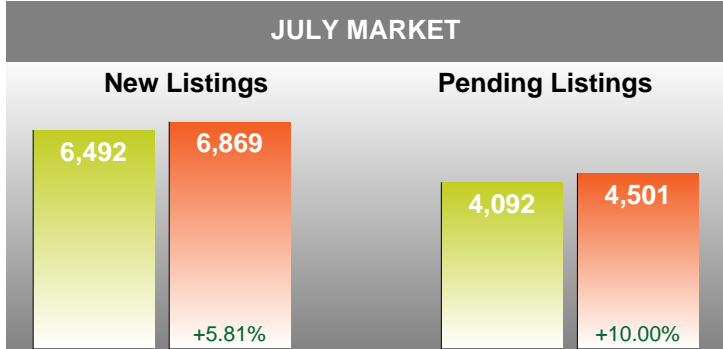


Compared Metrics	July			Year to Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	4,231	4,134	-2.29%	26,365	27,293	3.52%
Pending Sales	4,092	4,501	10.00%	28,776	30,204	4.96%
New Listings	6,492	6,869	5.81%	46,081	47,576	3.24%
Average List Price	187,066	192,725	3.03%	176,517	184,794	4.69%
Average Sale Price	182,315	187,837	3.03%	171,756	179,750	4.65%
Average Percent of Selling Price to List Price	97.18%	97.33%	0.16%	97.09%	97.12%	0.03%
Average Days on Market to Sale	57.11	54.10	-5.28%	62.38	61.92	-0.74%
Monthly Inventory	19,603	20,275	3.43%	19,603	20,275	3.43%
Months Supply of Inventory	5.24	5.25	0.17%	5.24	5.25	0.17%

Absorption: Last 12 months, an Average of **3,863** Sales/Month

Inventory on July 31, 2017 = 20,275

2016 2017



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