

August 2017

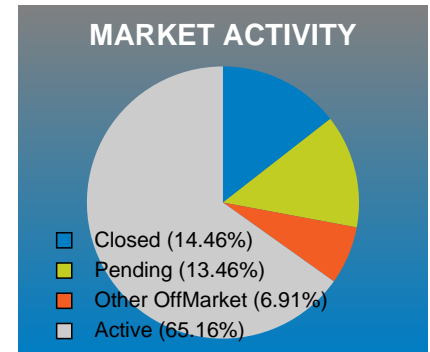
Area Delimited by Entire OK State MLS - Single-Family Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Mar 05, 2018 for Nabeel Jamal

Compared Metrics	August		
	2016	2017	+/-%
Closed Listings	4,447	4,522	1.69%
Pending Listings	4,201	4,210	0.21%
New Listings	6,619	6,791	2.60%
Average List Price	182,666	186,831	2.28%
Average Sale Price	177,730	181,700	2.23%
Average Percent of List Price to Selling Price	97.15%	97.02%	-0.13%
Average Days on Market to Sale	60.69	56.51	-6.88%
End of Month Inventory	19,644	20,374	3.72%
Months Supply of Inventory	5.22	5.22	-0.02%



Absorption: Last 12 months, an Average of **3,902** Sales/Month
Active Inventory as of August 31, 2017 = **20,374**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of August 2017 rose **3.72%** to 20,374 existing homes available for sale. Over the last 12 months this area has had an average of 3,902 closed sales per month. This represents an unsold inventory index of **5.22** 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 **2.23%** in August 2017 to \$181,700 versus the previous year at \$177,730.

Average Days on Market Shortens

The average number of **56.51** days that homes spent on the market before selling decreased by 4.18 days or **6.88%** in August 2017 compared to last year's same month at **60.69** DOM.

Sales Success for August 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 6,791 New Listings in August 2017, up **2.60%** from last year at 6,619. Furthermore, there were 4,522 Closed Listings this month versus last year at 4,447, a **1.69%** increase.

Closed versus Listed trends yielded a **66.6%** ratio, down from previous year's, August 2016, at **67.2%**, a **0.89%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

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

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

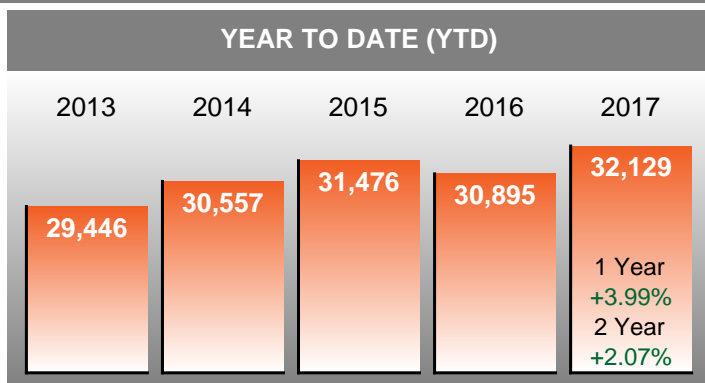
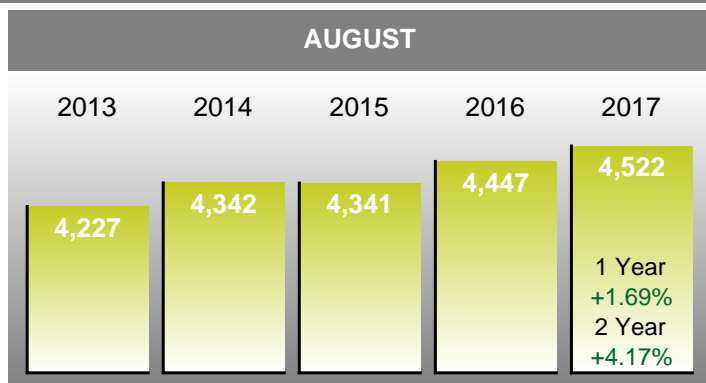
August 2017

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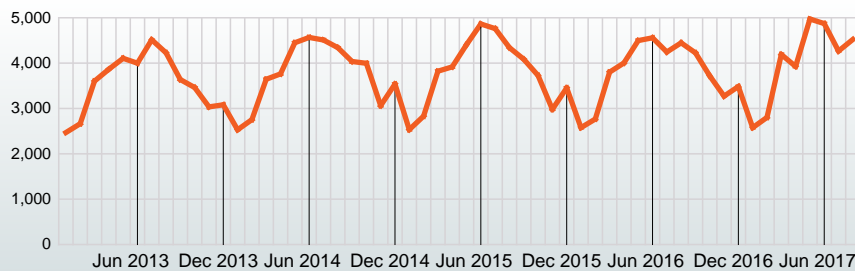
CLOSED LISTINGS

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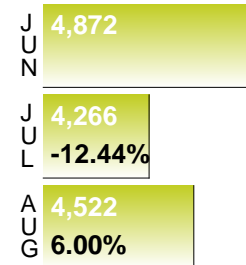


5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 4,376 3 MONTHS



High
May 2017 = 4,972
Low
Jan 2013 = 2,469
Closed Listings
this month at **4,522**,
above the 5 yr AUG
average of **4,376**



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	404	8.93%	72.6	177	193	33	1
\$50,001 - \$75,000	328	7.25%	59.2	95	200	28	5
\$75,001 - \$125,000	867	19.17%	49.8	128	638	92	9
\$125,001 - \$175,000	1,108	24.50%	47.6	84	836	177	11
\$175,001 - \$225,000	688	15.21%	53.6	36	393	244	15
\$225,001 - \$300,000	596	13.18%	64.0	18	266	287	25
\$300,001 and up	531	11.74%	67.6	11	136	306	78
Total Closed Units	4,522			549	2,662	1,167	144
Total Closed Volume	821,646,982	100%	56.5	52.41M	410.91M	303.64M	54.69M
Average Closed Price	\$181,700			\$95,461	\$154,362	\$260,185	\$379,807

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

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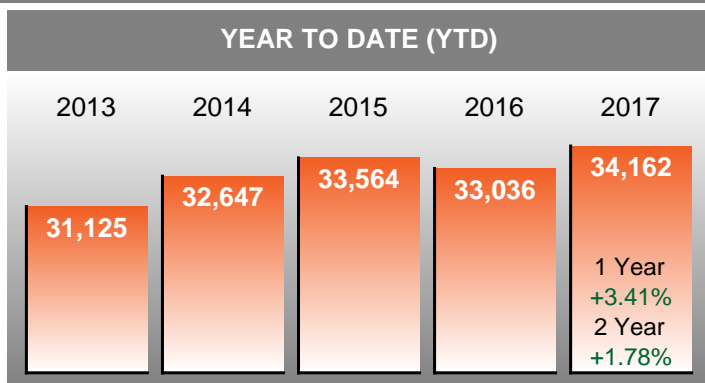
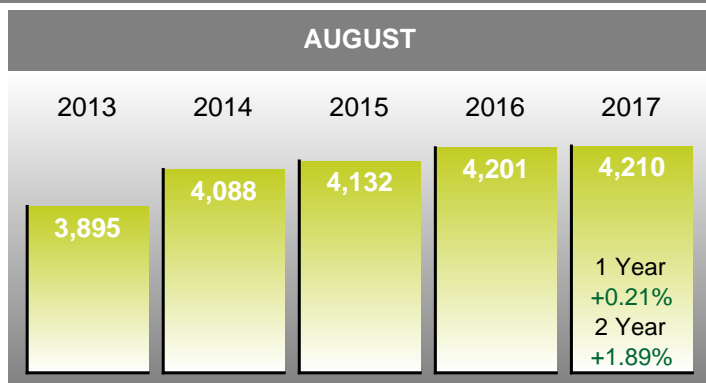
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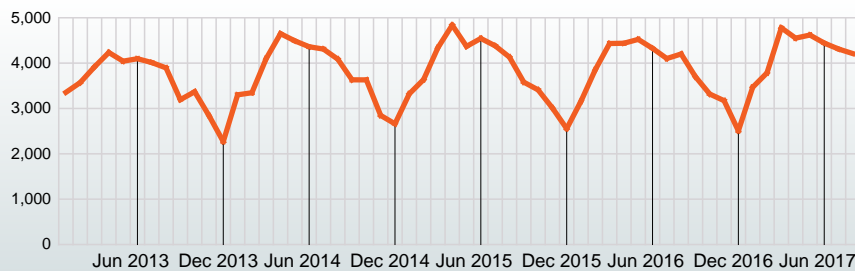
PENDING LISTINGS

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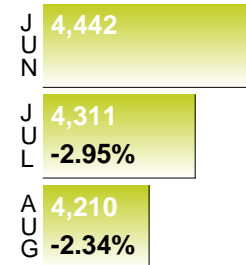


5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 4,105 **3 MONTHS**



High
Apr 2015 = 4,838
Low
Dec 2013 = 2,270
Pending Listings
this month at **4,210**,
above the 5 yr AUG
average of **4,105**



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	319	7.58%	61.6	146	146	24	3
\$50,001 - \$75,000	291	6.91%	62.2	86	180	19	6
\$75,001 - \$125,000	824	19.57%	49.7	131	621	66	6
\$125,001 - \$175,000	1,028	24.42%	19.9	79	764	169	16
\$175,001 - \$225,000	685	16.27%	58.0	26	394	246	19
\$225,001 - \$325,000	632	15.01%	64.1	19	275	306	32
\$325,001 and up	431	10.24%	71.5	10	115	237	69
Total Pending Units	4,210			497	2,495	1,067	151
Total Pending Volume	801,460,717	100%	49.3	48.50M	400.37M	285.24M	67.36M
Average Listing Price	\$190,400			\$97,578	\$160,467	\$267,329	\$446,087

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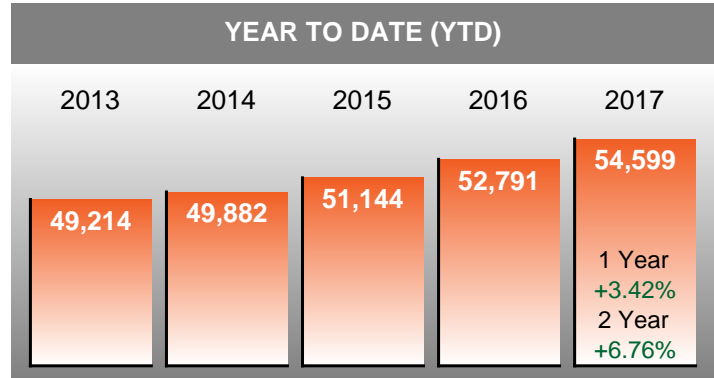
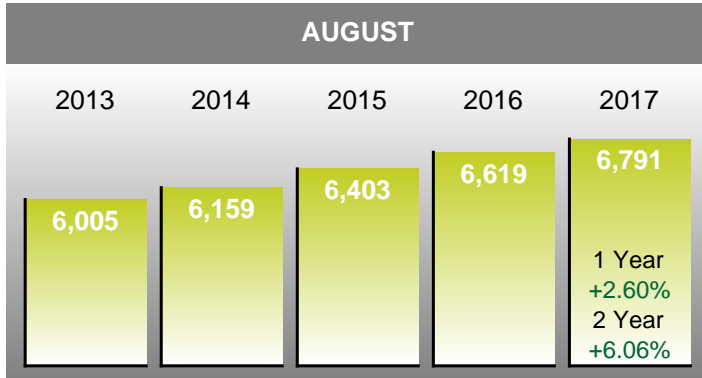
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Area Delimited by Entire OK State MLS - Single-Family Property Type



NEW LISTINGS

Report produced on Mar 05, 2018 for Nabeel Jamal



5yr AUG AVG = 6,395 **3 MONTHS**

High
Jun 2017 = 7,642

Low
Dec 2013 = 3,344

New Listings
this month at **6,791**,
above the 5 yr AUG
average of **6,395**

JUN	7,642
JUL	6,925
AUG	6,791
-9.38%	
-1.94%	

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	549	8.08%	251	264	29	5
\$50,001 - \$75,000	516	7.60%	160	293	57	6
\$75,001 - \$125,000	1,245	18.33%	203	896	131	15
\$125,001 - \$175,000	1,428	21.03%	125	1,055	221	27
\$175,001 - \$250,000	1,368	20.14%	53	788	486	41
\$250,001 - \$375,000	960	14.14%	41	331	521	67
\$375,001 and up	725	10.68%	18	187	374	146
Total New Listed Units	6,791		851	3,814	1,819	307
Total New Listed Volume	1,441,324,853	100%	89.96M	654.48M	535.73M	161.15M
Average New Listed Listing Price	\$180,122		\$105,710	\$171,599	\$294,522	\$524,923

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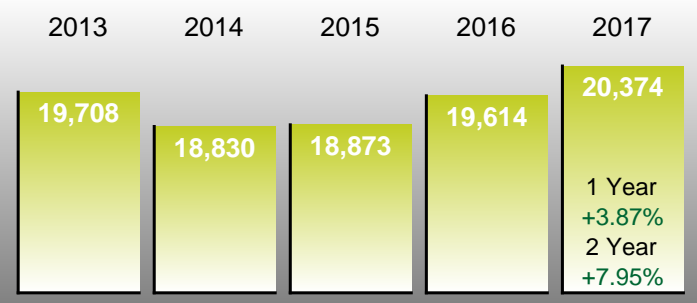
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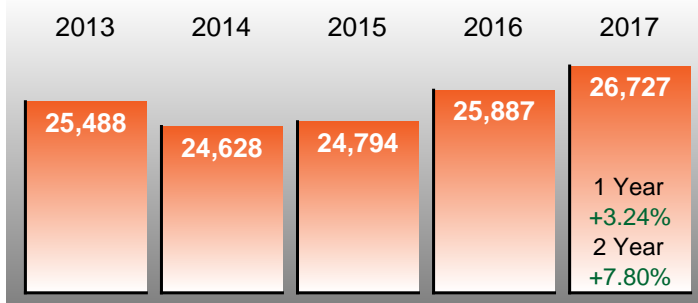
ACTIVE INVENTORY

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END OF AUGUST



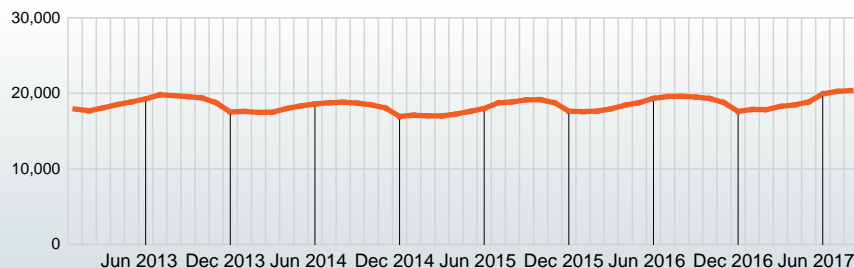
ACTIVE DURING AUGUST



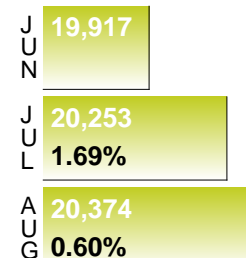
5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 19,480

3 MONTHS



High
Aug 2017 = 20,374
Low
Dec 2014 = 16,946
Inventory
this month at **20,374**,
above the 5 yr AUG
average of **19,480**



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	1,700	8.34%	164.7	820	759	108	13
\$50,001 - \$75,000	1,655	8.12%	139.1	554	918	162	21
\$75,001 - \$125,000	3,101	15.22%	118.4	550	2,115	385	51
\$125,001 - \$225,000	6,260	30.73%	100.5	444	4,049	1,645	122
\$225,001 - \$300,000	3,087	15.15%	104.7	150	1,312	1,461	164
\$300,001 - \$450,000	2,540	12.47%	113.9	116	767	1,382	275
\$450,001 and up	2,031	9.97%	123.3	48	423	974	586
Total Active Inventory by Units	20,374			2,682	10,343	6,117	1,232
Total Active Inventory by Volume	4,956,671,609	100%	116.3	305.09M	1.91B	1.97B	772.22M
Average Active Inventory Listing Price	\$243,284			\$113,755	\$184,692	\$321,905	\$626,801

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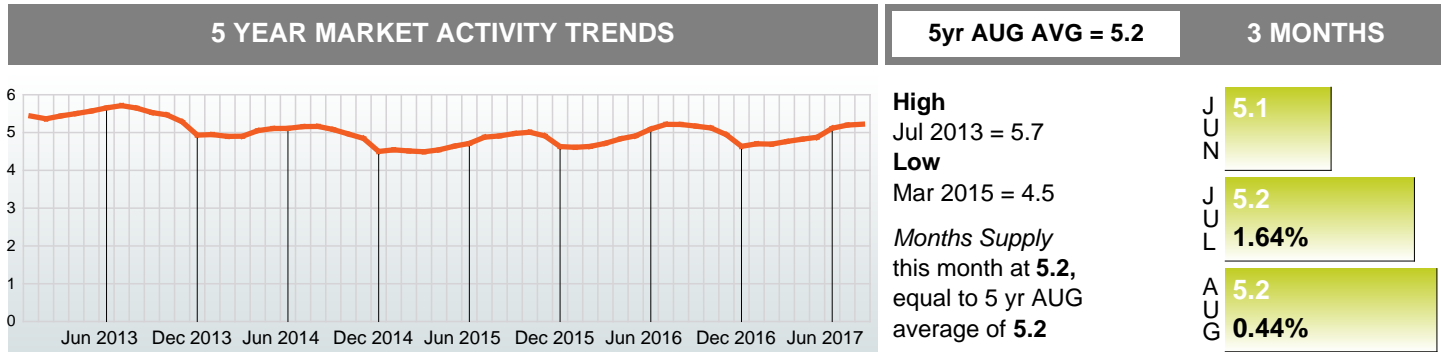
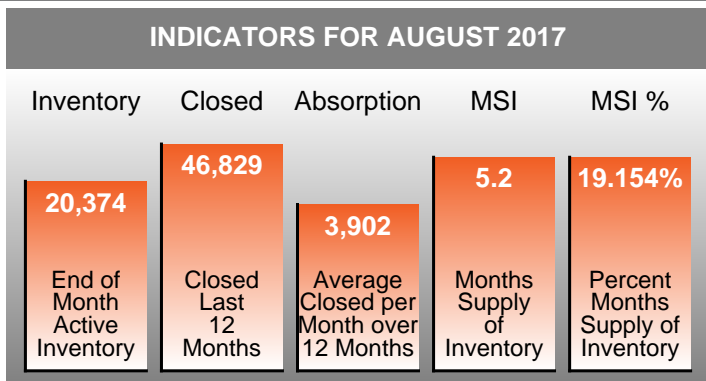
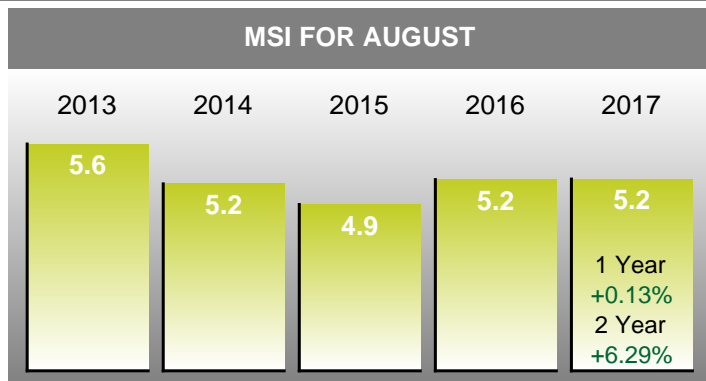
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Area Delimited by Entire OK State MLS - Single-Family Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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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	1,700	8.34%	4.6	5.5	4.1	3.8	3.8
\$50,001 - \$75,000	1,655	8.12%	5.5	6.4	4.9	6.9	6.6
\$75,001 - \$125,000	3,101	15.22%	4.1	4.5	3.8	4.9	8.2
\$125,001 - \$225,000	6,260	30.73%	4.0	5.2	3.7	4.5	5.6
\$225,001 - \$300,000	3,087	15.15%	6.4	10.7	6.3	6.1	7.2
\$300,001 - \$450,000	2,540	12.47%	8.2	17.2	8.3	7.7	8.9
\$450,001 and up	2,031	9.97%	15.6	18.0	17.7	13.3	19.1
Market Supply of Inventory (MSI)	5.2	100%	5.2	5.8	4.4	6.2	10.3
Total Active Inventory by Units	20,374			2,682	10,343	6,117	1,232

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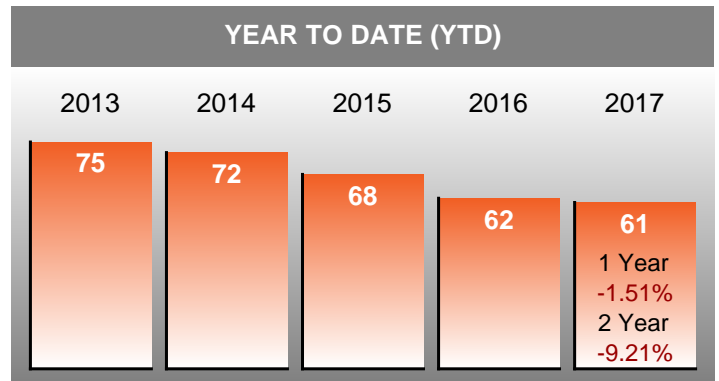
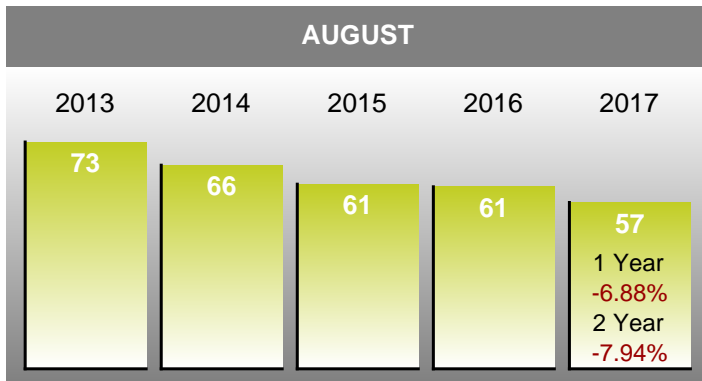
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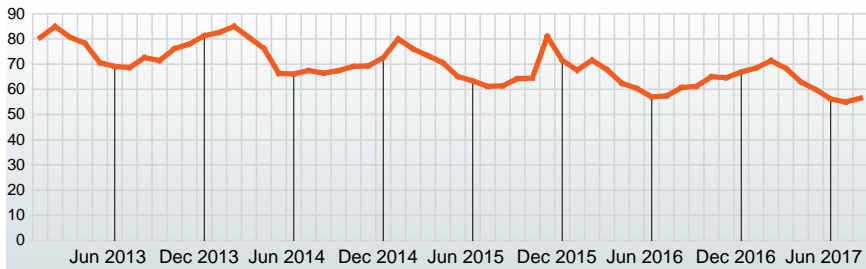


AVERAGE DAYS ON MARKET TO SALE

Report produced on Mar 05, 2018 for Nabeel Jamal



5 YEAR MARKET ACTIVITY TRENDS



5yr AUG AVG = 64 **3 MONTHS**

High
Feb 2014 = 85

Low
Jul 2017 = 55

Average Days on Market this month at **57**, below the 5 yr AUG average of **64**

JUN	56
JUL	55
AUG	57

-2.25% (Jul vs Jun)
2.83% (Aug vs Jul)

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	404	8.93%	72.6	82.5	61.8	85.2	12.0
\$50,001 - \$75,000	328	7.25%	59.2	81.0	50.4	46.0	70.4
\$75,001 - \$125,000	867	19.17%	49.8	58.6	47.5	54.9	36.2
\$125,001 - \$175,000	1,108	24.50%	47.6	55.3	44.6	52.1	142.3
\$175,001 - \$225,000	688	15.21%	53.6	60.3	55.3	46.7	103.3
\$225,001 - \$300,000	596	13.18%	64.0	69.4	64.3	62.2	78.8
\$300,001 and up	531	11.74%	67.6	96.5	78.4	61.2	70.0
Average Closed DOM			56.5	70.9	52.2	56.9	78.0
Total Closed Units		100%	56.5	549	2662	1167	144
Total Closed Volume			821,646,982	52.41M	410.91M	303.64M	54.69M

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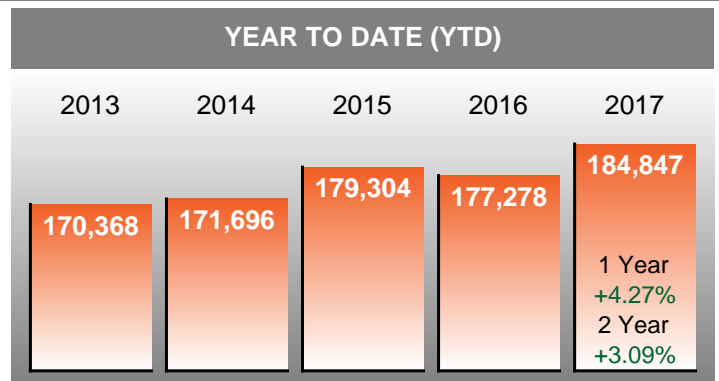
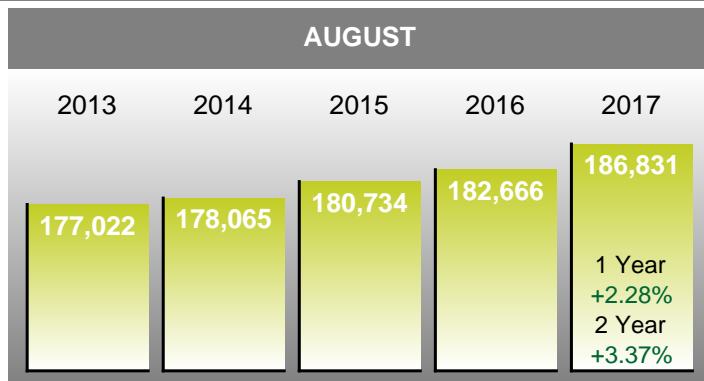
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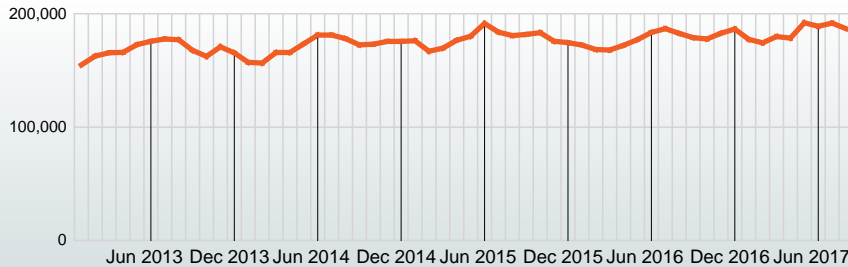
AVERAGE LIST PRICE AT CLOSING

Report produced on Mar 05, 2018 for Nabeel Jamal



5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 181,064 **3 MONTHS**



High
May 2017 = 192,040
Low
Jan 2013 = 154,862
Average List Price
this month at **186,831**,
above the 5 yr AUG
average of **181,064**

JUN	188,980
JUL	191,720
AUG	186,831
	1.45%
	-2.55%

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	382	8.45%	32,354	31,920	35,975	37,438	10,000
\$50,001 - \$75,000	305	6.74%	64,863	67,201	67,983	68,733	69,066
\$75,001 - \$125,000	837	18.51%	102,319	102,435	106,876	107,449	100,689
\$125,001 - \$175,000	1,122	24.81%	150,594	153,339	152,370	158,207	147,818
\$175,001 - \$225,000	710	15.70%	199,545	205,881	202,068	204,118	211,089
\$225,001 - \$300,000	618	13.67%	263,309	265,153	263,835	268,777	274,416
\$300,001 and up	548	12.12%	462,953	407,809	413,749	469,088	560,708
Average List Price			186,831	99,629	158,516	266,952	393,399
Total Closed Units		100%	186,831	549	2662	1167	144
Total Closed Volume			844,849,389	54.70M	421.97M	311.53M	56.65M

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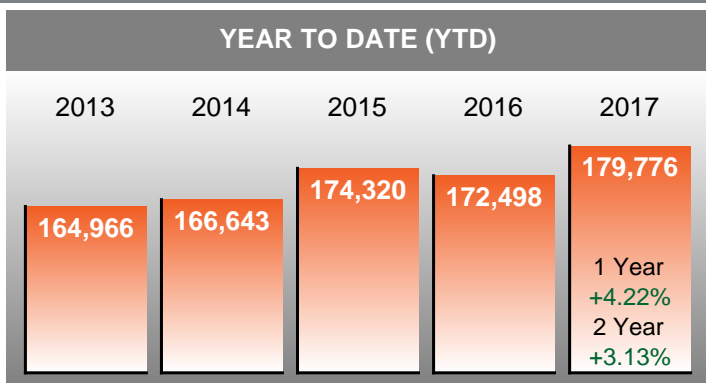
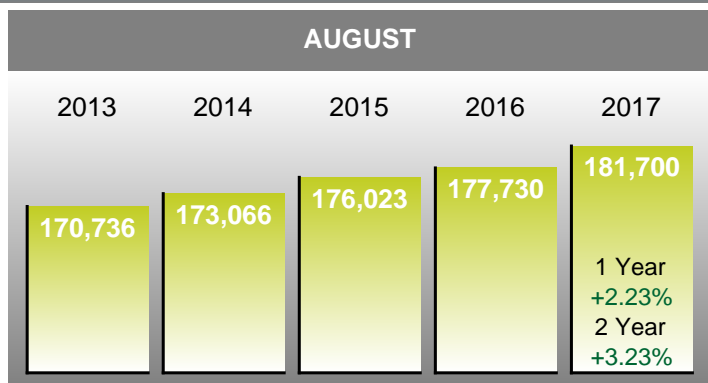
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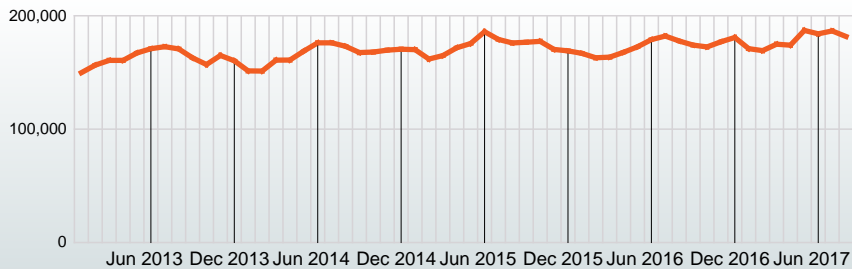
AVERAGE SOLD PRICE AT CLOSING

Report produced on Mar 05, 2018 for Nabeel Jamal



5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 175,851 **3 MONTHS**



High
May 2017 = 187,072
Low
Jan 2013 = 149,793
Average Sold Price
this month at **181,700**,
above the 5 yr AUG
average of **175,851**

JUN	184,060
JUL	186,629
AUG	181,700
1.40%	
-2.64%	

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	404	8.93%	30,544	28,427	32,243	32,656	7,500
\$50,001 - \$75,000	328	7.25%	63,779	62,920	63,983	64,453	68,130
\$75,001 - \$125,000	867	19.17%	102,527	98,949	103,183	103,357	98,409
\$125,001 - \$175,000	1,108	24.50%	150,466	149,596	149,697	154,442	151,536
\$175,001 - \$225,000	688	15.21%	199,069	198,525	198,118	200,129	208,055
\$225,001 - \$300,000	596	13.18%	261,531	257,266	257,996	264,503	268,096
\$300,001 and up	531	11.74%	451,881	399,045	400,193	454,787	538,055
Average Sold Price			181,700	95,461	154,362	260,185	379,807
Total Closed Units		100%	4,522	549	2662	1167	144
Total Closed Volume			821,646,982	52.41M	410.91M	303.64M	54.69M

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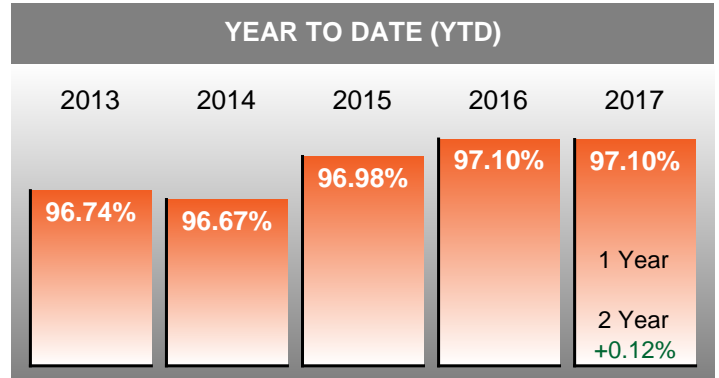
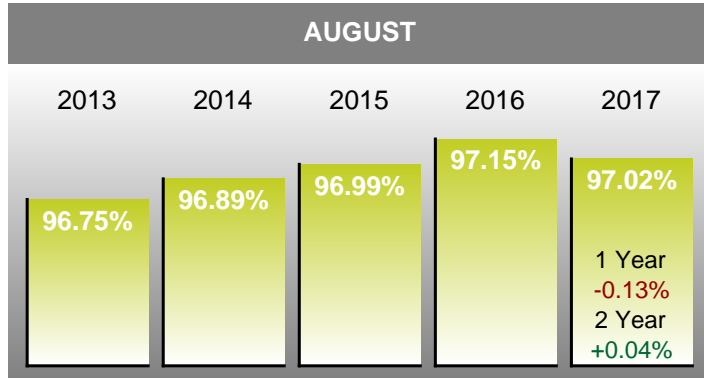
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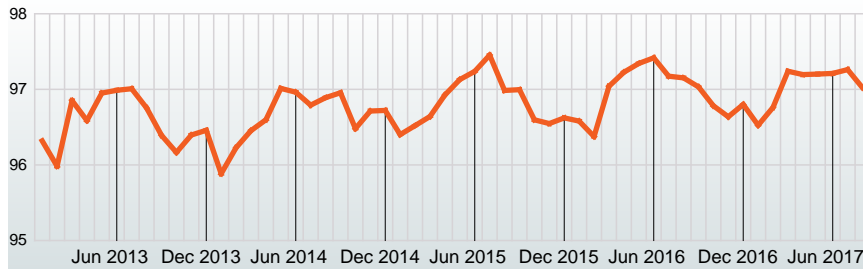


AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Mar 05, 2018 for Nabeel Jamal



5 YEAR MARKET ACTIVITY TRENDS



5yr AUG AVG = 96.96% **3 MONTHS**

High
Jul 2015 = 97.45%
Low
Jan 2014 = 95.88%
Average Sold/List Ratio
this month at **97.02%**,
equal to 5 yr AUG
average of **96.96%**

JUN	97.21%
JUL	97.26%
AUG	97.02%
	-0.25%

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	404	8.93%	90.25%	89.70%	91.00%	89.24%	75.00%
\$50,001 - \$75,000	328	7.25%	95.06%	94.34%	95.13%	96.27%	98.78%
\$75,001 - \$125,000	867	19.17%	97.18%	98.60%	96.93%	96.85%	98.10%
\$125,001 - \$175,000	1,108	24.50%	98.43%	97.70%	98.41%	97.75%	116.18%
\$175,001 - \$225,000	688	15.21%	98.13%	96.59%	98.20%	98.21%	98.70%
\$225,001 - \$300,000	596	13.18%	98.17%	97.24%	97.90%	98.51%	97.74%
\$300,001 and up	531	11.74%	97.46%	99.80%	97.26%	97.70%	96.50%
Average Sold/List Ratio			97.00%	94.71%	97.13%	97.67%	98.48%
Total Closed Units	4,522	100%	97.00%	549	2662	1167	144
Total Closed Volume	821,646,982			52.41M	410.91M	303.64M	54.69M

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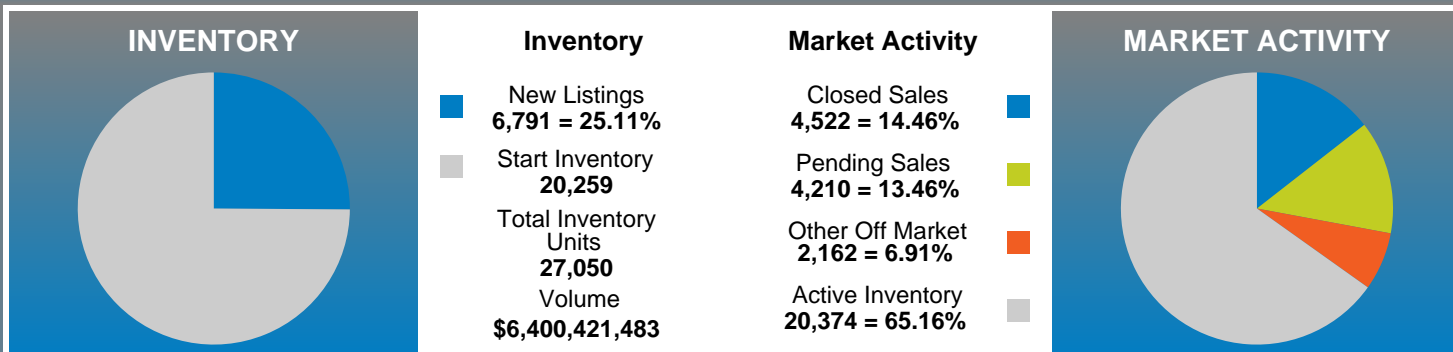
August 2017

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



MARKET SUMMARY

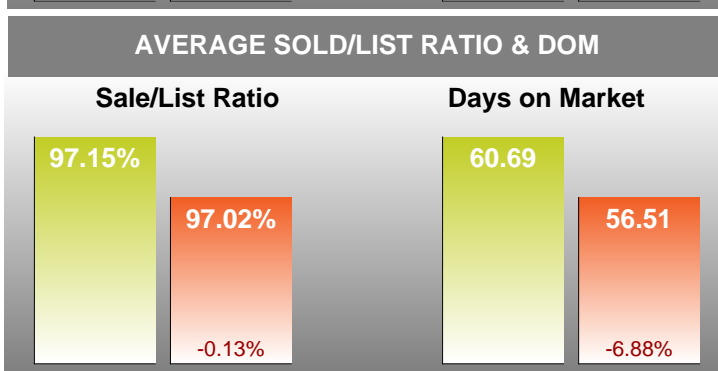
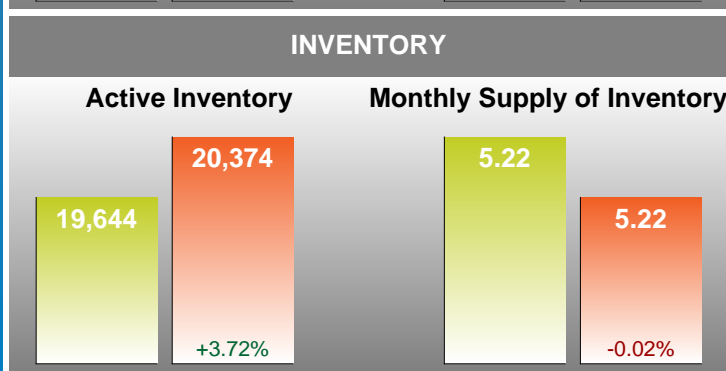
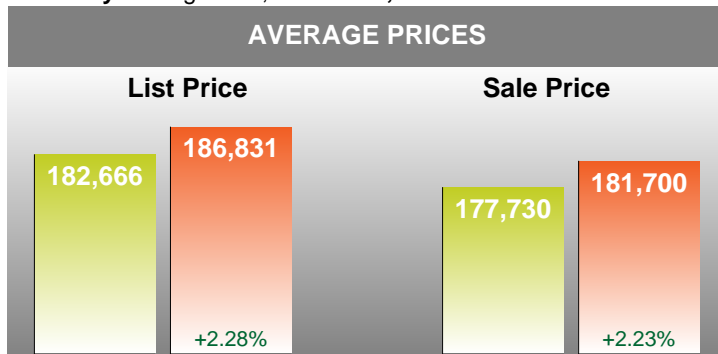
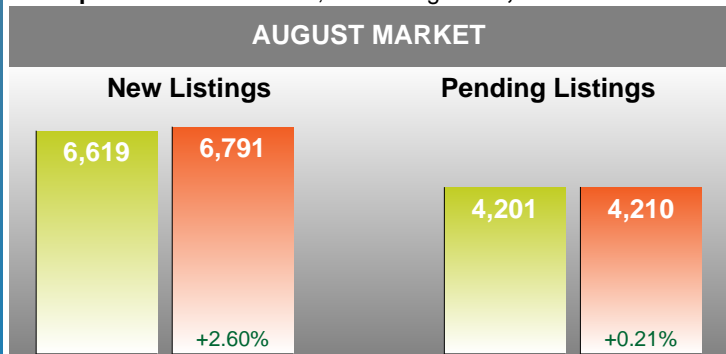
Report produced on Mar 05, 2018 for Nabeel Jamal



Compared Metrics	August			Year to Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	4,447	4,522	1.69%	30,895	32,129	3.99%
Pending Sales	4,201	4,210	0.21%	33,036	34,162	3.41%
New Listings	6,619	6,791	2.60%	52,791	54,599	3.42%
Average List Price	182,666	186,831	2.28%	177,278	184,847	4.27%
Average Sale Price	177,730	181,700	2.23%	172,498	179,776	4.22%
Average Percent of Selling Price to List Price	97.15%	97.02%	-0.13%	97.10%	97.10%	-0.00%
Average Days on Market to Sale	60.69	56.51	-6.88%	62.31	61.37	-1.51%
Monthly Inventory	19,644	20,374	3.72%	19,644	20,374	3.72%
Months Supply of Inventory	5.22	5.22	-0.02%	5.22	5.22	-0.02%

Absorption: Last 12 months, an Average of **3,902** Sales/Month

Inventory on August 31, 2017 = 20,374



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