



December 2017

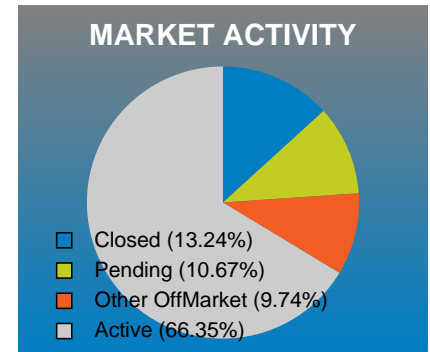
Area Delimited by Entire OK State MLS - Single-Family Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Mar 09, 2018 for Nabeel Jamal

Compared Metrics	December		
	2016	2017	+/-%
Closed Listings	3,484	3,576	2.64%
Pending Listings	2,508	2,883	14.95%
New Listings	3,927	4,115	4.79%
Average List Price	186,508	187,983	0.79%
Average Sale Price	180,844	182,505	0.92%
Average Percent of List Price to Selling Price	96.80%	97.07%	0.28%
Average Days on Market to Sale	66.88	61.07	-8.70%
End of Month Inventory	17,614	17,922	1.75%
Months Supply of Inventory	4.64	4.59	-1.07%



Absorption: Last 12 months, an Average of **3,908** Sales/Month
Active Inventory as of December 31, 2017 = **17,922**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of December 2017 rose **1.75%** to 17,922 existing homes available for sale. Over the last 12 months this area has had an average of 3,908 closed sales per month. This represents an unsold inventory index of **4.59** 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 **0.92%** in December 2017 to \$182,505 versus the previous year at \$180,844.

Average Days on Market Shortens

The average number of **61.07** days that homes spent on the market before selling decreased by 5.82 days or **8.70%** in December 2017 compared to last year's same month at **66.88** DOM.

Sales Success for December 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 4,115 New Listings in December 2017, up **4.79%** from last year at 3,927. Furthermore, there were 3,576 Closed Listings this month versus last year at 3,484, a **2.64%** increase.

Closed versus Listed trends yielded a **86.9%** ratio, down from previous year's, December 2016, at **88.7%**, a **2.05%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the 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



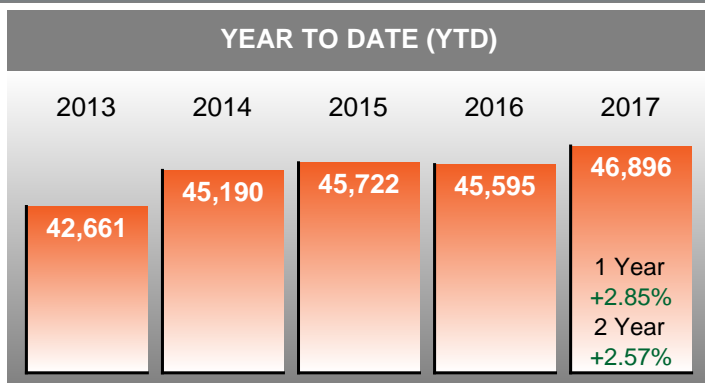
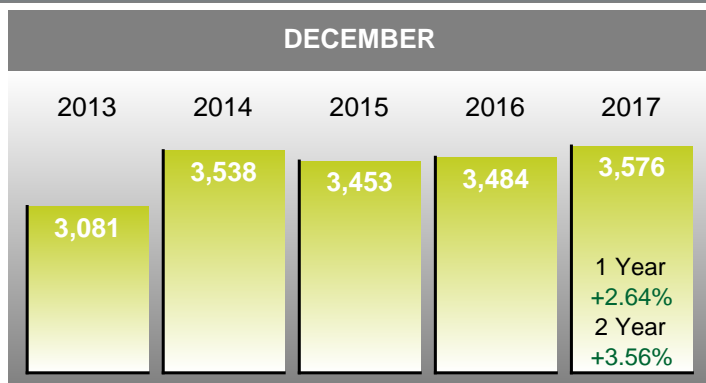
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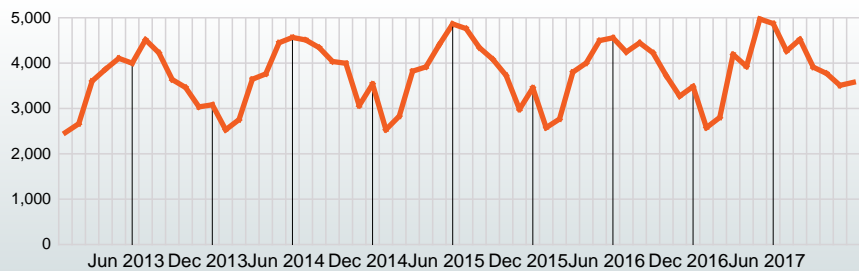
CLOSED LISTINGS

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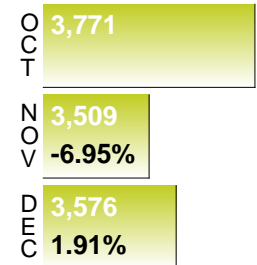


5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 3,426 3 MONTHS



High
May 2017 = 4,972
Low
Jan 2013 = 2,469
Closed Listings
this month at **3,576**,
above the 5 yr DEC
average of **3,426**



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	364	10.18%	57.0	123	212	24	5
\$50,001 - \$75,000	262	7.33%	64.5	62	169	31	0
\$75,001 - \$125,000	700	19.57%	52.9	108	512	71	9
\$125,001 - \$175,000	827	23.13%	55.6	59	622	135	11
\$175,001 - \$225,000	516	14.43%	67.8	24	304	175	13
\$225,001 - \$300,000	494	13.81%	70.8	16	217	243	18
\$300,001 and up	413	11.55%	67.1	9	116	235	53
Total Closed Units	3,576			401	2,152	914	109
Total Closed Volume	652,639,333	100%	61.1	39.16M	330.65M	233.26M	49.57M
Average Closed Price	\$182,505			\$97,653	\$153,648	\$255,205	\$454,796

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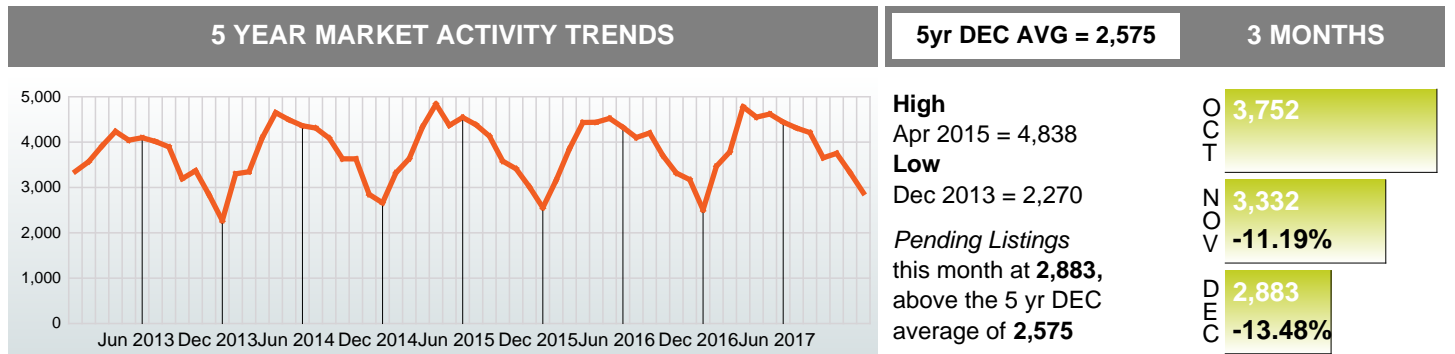
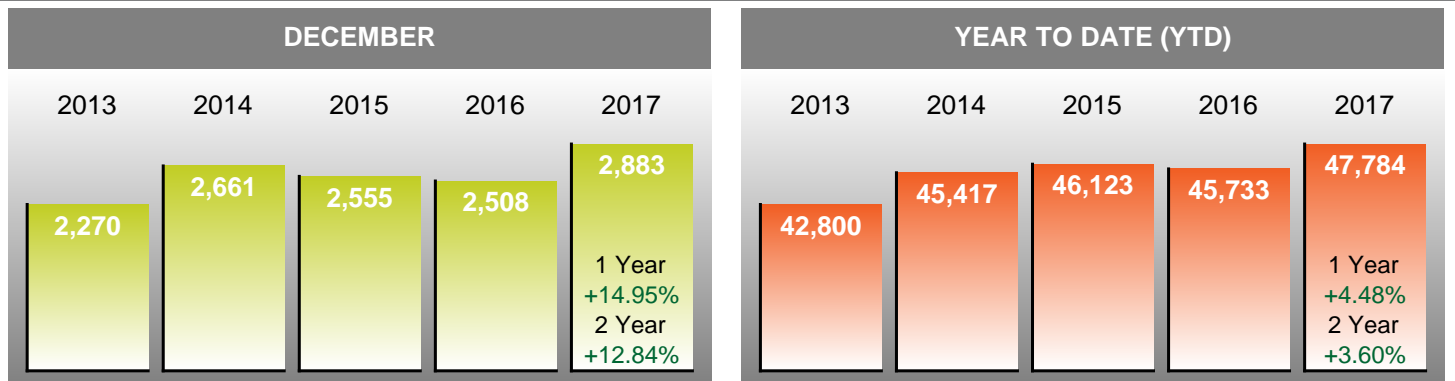
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PENDING LISTINGS

Report produced on Mar 09, 2018 for Nabeel Jamal



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	300	10.41%	50.2	86	186	26	2
\$50,001 - \$75,000	219	7.60%	66.3	65	142	10	2
\$75,001 - \$125,000	572	19.84%	59.6	102	411	56	3
\$125,001 - \$175,000	686	23.79%	60.5	40	527	114	5
\$175,001 - \$225,000	417	14.46%	74.1	19	240	148	10
\$225,001 - \$300,000	381	13.22%	73.4	11	176	177	17
\$300,001 and up	308	10.68%	82.2	9	90	179	30
Total Pending Units	2,883			332	1,772	710	69
Total Pending Volume	513,548,544	100%	64.1	32.54M	268.45M	185.99M	26.57M
Average Listing Price	\$178,087			\$98,003	\$151,498	\$261,961	\$385,004

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Phone: 405-848-9944

Email: nabeel@okrealtors.com



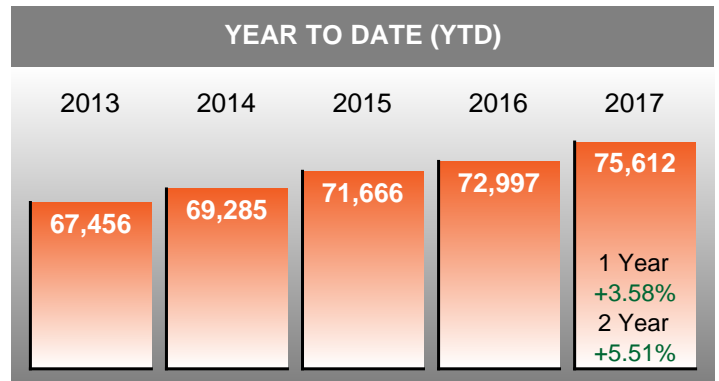
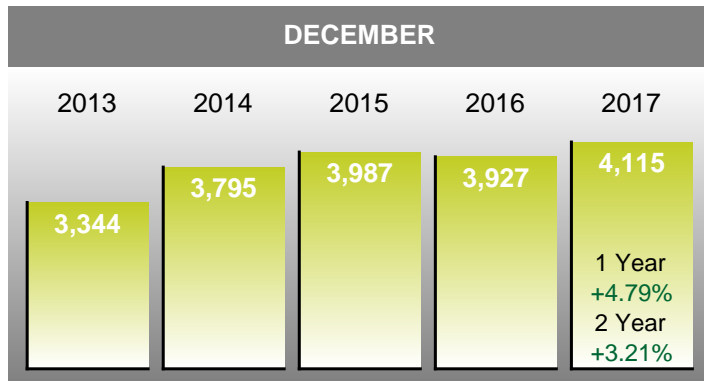
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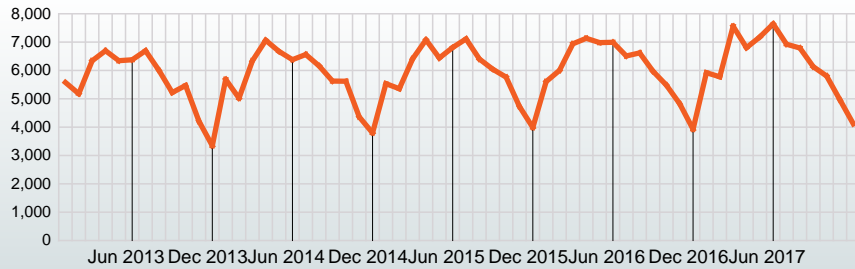
NEW LISTINGS

Report produced on Mar 09, 2018 for Nabeel Jamal



5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 3,834 **3 MONTHS**



High
Jun 2017 = 7,642
Low
Dec 2013 = 3,344
New Listings
this month at **4,115**,
above the 5 yr DEC
average of **3,834**

OCT	5,804
NOV	4,961 -14.52%
DEC	4,115 -17.05%

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	413	10.04%	142	234	34	3
\$50,001 - \$75,000	335	8.14%	107	204	21	3
\$75,001 - \$125,000	673	16.35%	121	468	77	7
\$125,001 - \$200,000	1,158	28.14%	70	832	236	20
\$200,001 - \$250,000	464	11.28%	14	259	173	18
\$250,001 - \$375,000	656	15.94%	22	230	357	47
\$375,001 and up	416	10.11%	20	99	211	86
Total New Listed Units	4,115		496	2,326	1,109	184
Total New Listed Volume	865,733,257	100%	55.64M	385.49M	333.50M	91.10M
Average New Listed Listing Price	\$161,465		\$112,173	\$165,733	\$300,722	\$495,112

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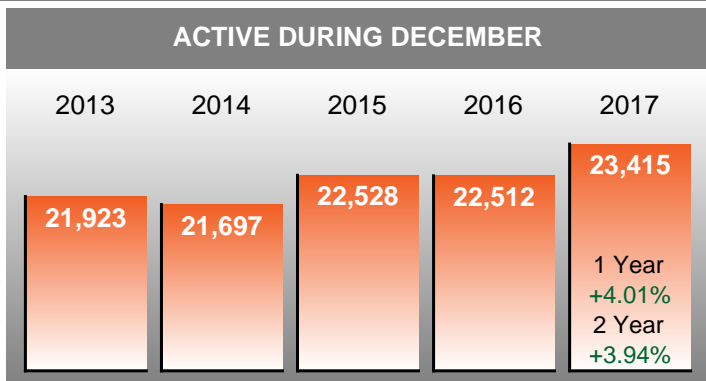
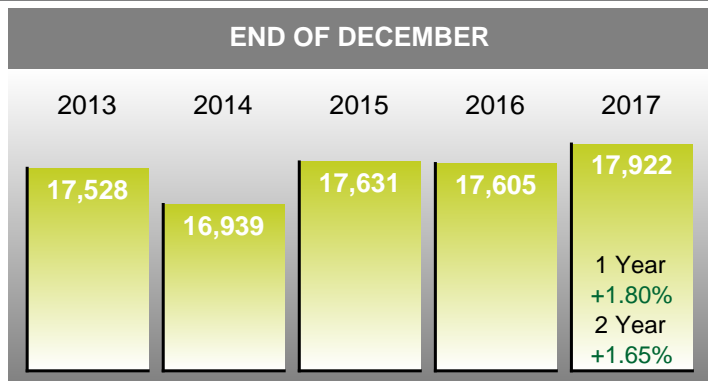
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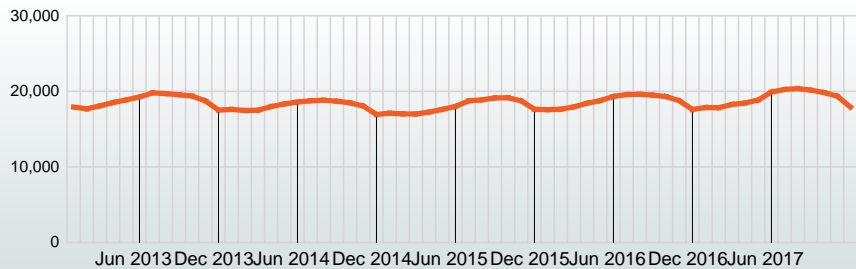
ACTIVE INVENTORY

Report produced on Mar 09, 2018 for Nabeel Jamal



5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 17,525 3 MONTHS



High
Aug 2017 = 20,367
Low
Dec 2014 = 16,939
Inventory
this month at **17,922**,
above the 5 yr DEC
average of **17,525**

OCT	19,840
NOV	19,367 -2.38%
DEC	17,922 -7.46%

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	1,579	8.81%	190.2	750	706	115	8
\$50,001 - \$75,000	1,511	8.43%	160.9	523	825	147	16
\$75,001 - \$125,000	2,770	15.46%	139.5	537	1,839	350	44
\$125,001 - \$200,000	4,532	25.29%	120.2	376	3,061	1,026	69
\$200,001 - \$275,000	2,727	15.22%	119.8	150	1,307	1,159	111
\$275,001 - \$425,000	2,839	15.84%	126.8	135	935	1,513	256
\$425,001 and up	1,964	10.96%	138.5	64	404	957	539
Total Active Inventory by Units	17,922			2,535	9,077	5,267	1,043
Total Active Inventory by Volume	4,301,545,867	100%	135.8	300.85M	1.66B	1.69B	656.13M
Average Active Inventory Listing Price	\$240,015			\$118,679	\$182,764	\$320,032	\$629,084

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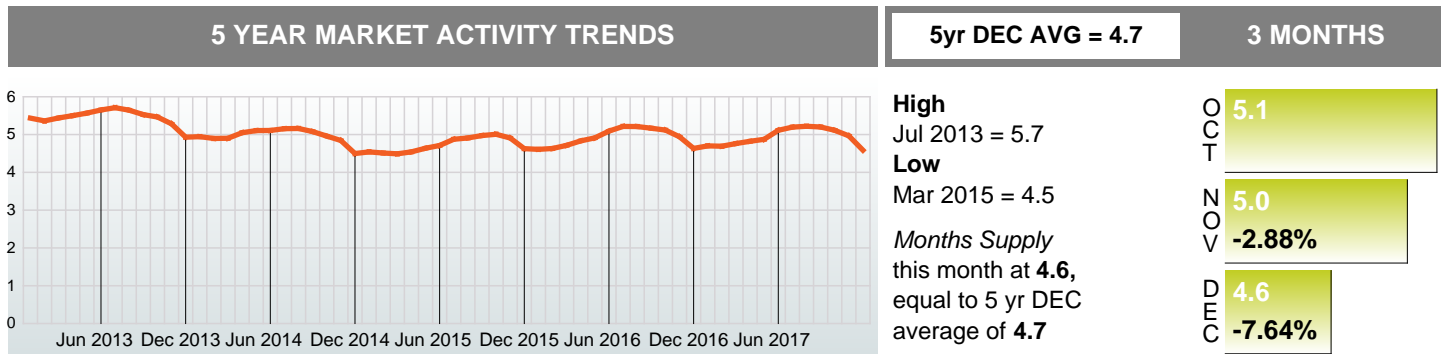
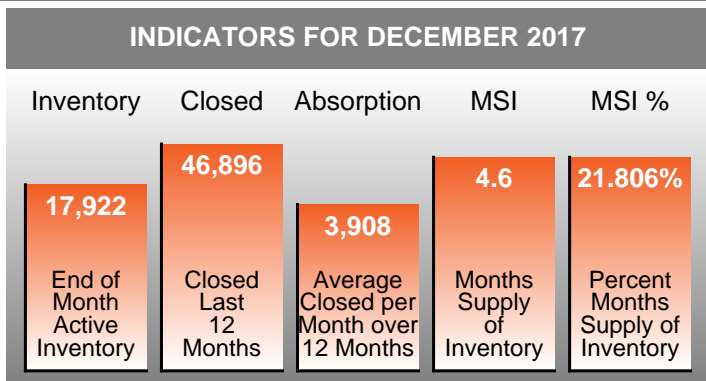
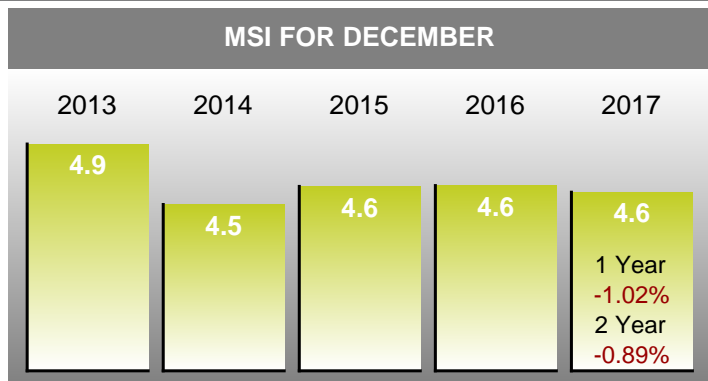
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Area Delimited by Entire OK State MLS - Single-Family Property Type



MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Mar 09, 2018 for Nabeel Jamal



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	1,579	8.81%	4.5	5.2	3.9	4.2	2.7
\$50,001 - \$75,000	1,511	8.43%	5.1	6.2	4.5	6.1	4.9
\$75,001 - \$125,000	2,770	15.46%	3.7	4.5	3.3	4.7	7.0
\$125,001 - \$200,000	4,532	25.29%	3.4	4.7	3.2	3.8	4.3
\$200,001 - \$275,000	2,727	15.22%	4.6	6.7	4.5	4.4	5.2
\$275,001 - \$425,000	2,839	15.84%	6.7	13.8	6.7	6.4	7.5
\$425,001 and up	1,964	10.96%	12.2	21.3	13.1	10.4	15.6
Market Supply of Inventory (MSI)	4.6	100%	4.6	5.5	3.9	5.3	8.8
Total Active Inventory by Units	17,922			2,535	9,077	5,267	1,043

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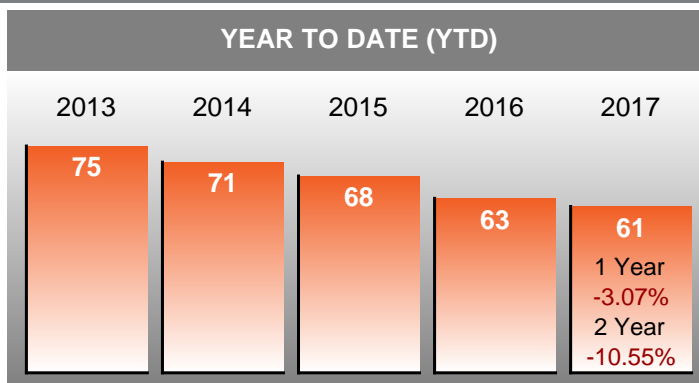
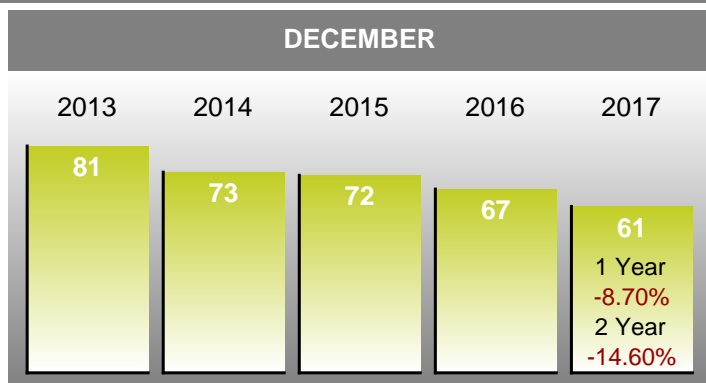
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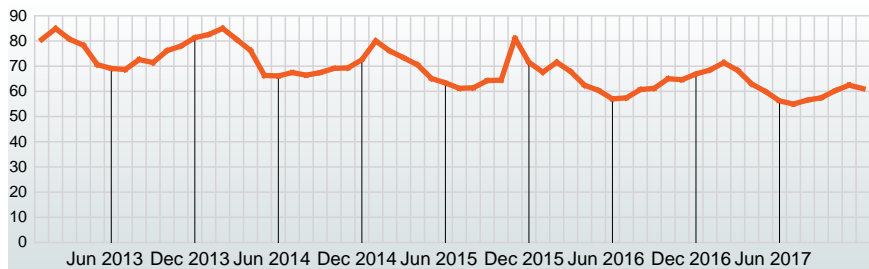


AVERAGE DAYS ON MARKET TO SALE

Report produced on Mar 09, 2018 for Nabeel Jamal



5 YEAR MARKET ACTIVITY TRENDS



5yr DEC AVG = 71 **3 MONTHS**

High
Feb 2014 = 85

Low
Jul 2017 = 55

Average Days on Market this month at **61**, below the 5 yr DEC average of **71**

OCT	60
NOV	62
DEC	61
3.65%	
-2.23%	

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	364	10.18%	57.0	66.4	49.6	59.4	131.8
\$50,001 - \$75,000	262	7.33%	64.5	75.6	54.3	97.9	0.0
\$75,001 - \$125,000	700	19.57%	52.9	61.4	49.4	67.4	35.4
\$125,001 - \$175,000	827	23.13%	55.6	51.4	55.0	60.3	53.3
\$175,001 - \$225,000	516	14.43%	67.8	130.8	62.1	70.3	53.6
\$225,001 - \$300,000	494	13.81%	70.8	146.4	62.4	74.0	62.8
\$300,001 and up	413	11.55%	67.1	26.2	59.6	65.3	98.3
Average Closed DOM			61.1	70.4	55.1	68.9	78.9
Total Closed Units		100%	61.1	401	2152	914	109
Total Closed Volume			652,639,333	39.16M	330.65M	233.26M	49.57M

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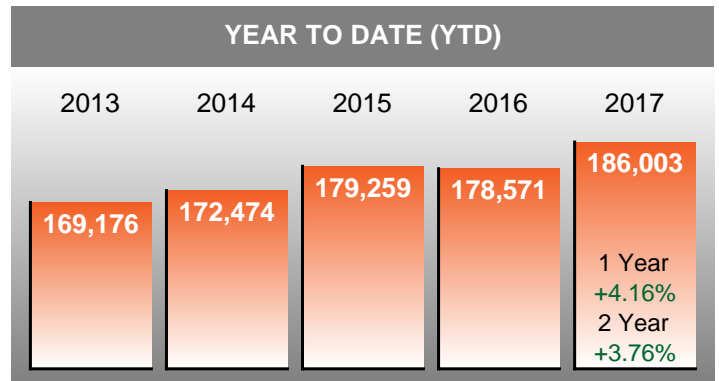
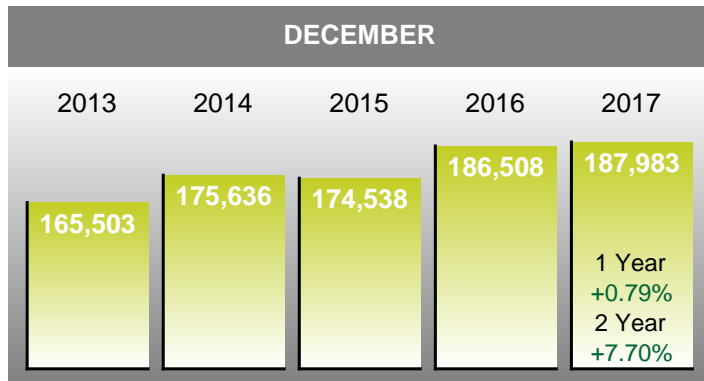
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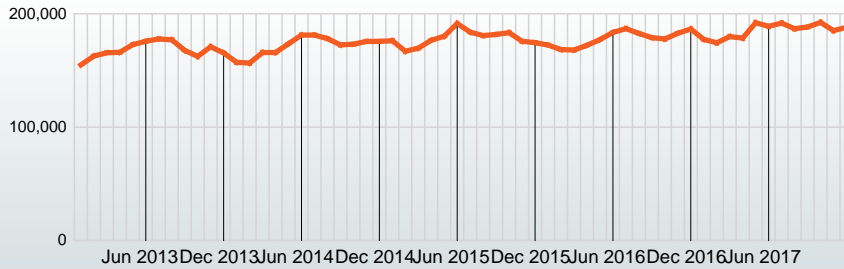
AVERAGE LIST PRICE AT CLOSING

Report produced on Mar 09, 2018 for Nabeel Jamal



5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 178,034 **3 MONTHS**



High
Oct 2017 = 192,330
Low
Jan 2013 = 154,862
Average List Price
this month at **187,983**,
above the 5 yr DEC
average of **178,034**

OCT	192,330
NOV	185,170
DEC	187,983
-3.72%	
1.52%	

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	335	9.37%	35,663	35,120	39,918	31,094	36,380
\$50,001 - \$75,000	262	7.33%	64,306	64,829	69,211	71,126	0
\$75,001 - \$125,000	668	18.68%	103,915	102,311	107,983	108,942	105,289
\$125,001 - \$175,000	830	23.21%	150,604	151,249	153,369	157,550	155,791
\$175,001 - \$225,000	532	14.88%	199,683	215,271	203,430	204,618	203,354
\$225,001 - \$300,000	513	14.35%	261,010	264,556	264,758	266,708	269,017
\$300,001 and up	436	12.19%	479,099	368,708	436,359	454,225	769,757
Average List Price			187,983	102,320	158,343	261,834	469,048
Total Closed Units		100%	187,983	401	2152	914	109
Total Closed Volume			672,227,715	41.03M	340.75M	239.32M	51.13M

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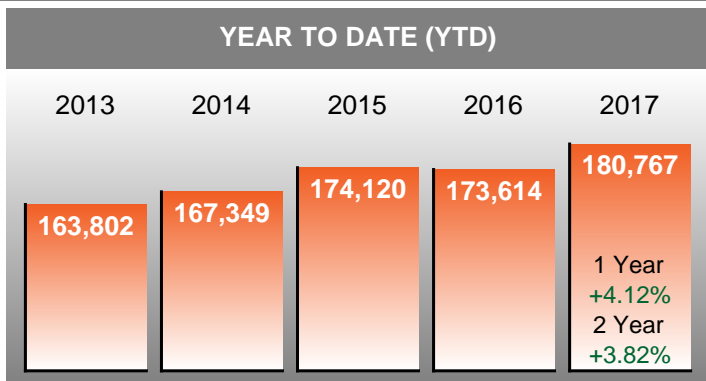
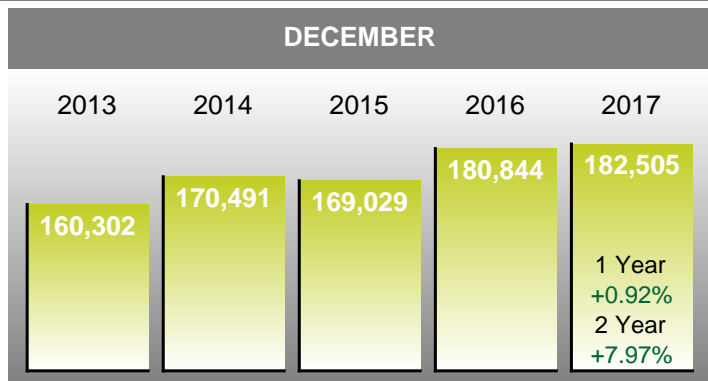
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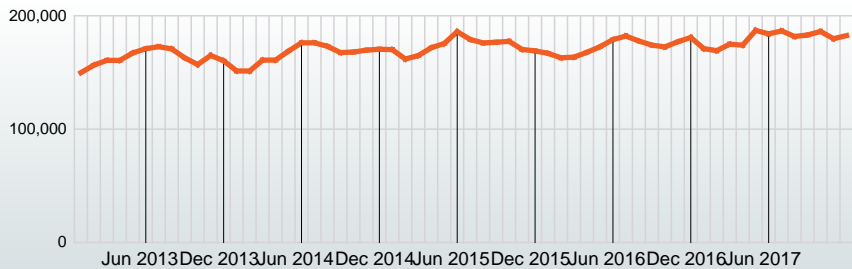
AVERAGE SOLD PRICE AT CLOSING

Report produced on Mar 09, 2018 for Nabeel Jamal



5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 172,634 **3 MONTHS**



High
May 2017 = 187,072
Low
Jan 2013 = 149,793
Average Sold Price
this month at **182,505**,
above the 5 yr DEC
average of **172,634**

OCT	186,136
NOV	179,772
DEC	182,505
-3.42%	
1.52%	

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	364	10.18%	34,588	31,011	37,205	29,784	34,700
\$50,001 - \$75,000	262	7.33%	63,611	60,969	64,578	63,626	0
\$75,001 - \$125,000	700	19.57%	103,610	98,273	104,637	104,635	101,139
\$125,001 - \$175,000	827	23.13%	150,339	146,143	150,085	153,344	150,354
\$175,001 - \$225,000	516	14.43%	199,632	206,688	198,481	200,703	199,108
\$225,001 - \$300,000	494	13.81%	260,492	253,736	258,276	262,405	267,384
\$300,001 and up	413	11.55%	471,750	367,603	418,432	440,648	744,034
Average Sold Price			182,505	97,653	153,648	255,205	454,796
Total Closed Units		100%	182,505	401	2152	914	109
Total Closed Volume			652,639,333	39.16M	330.65M	233.26M	49.57M

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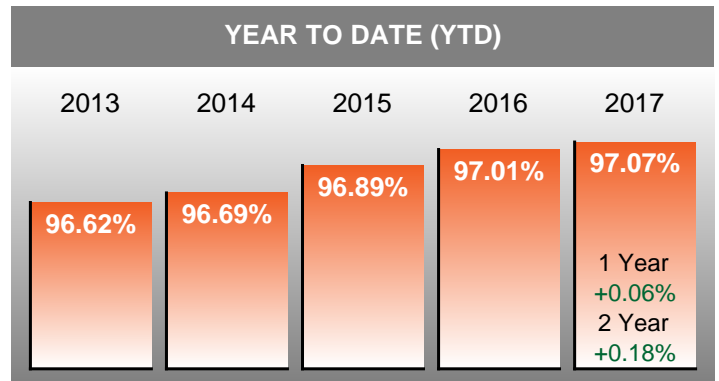
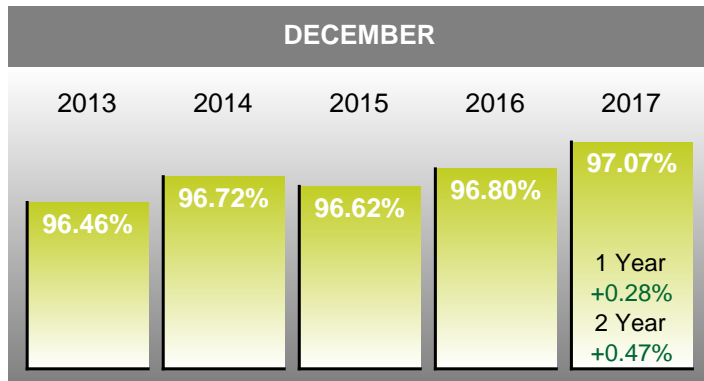
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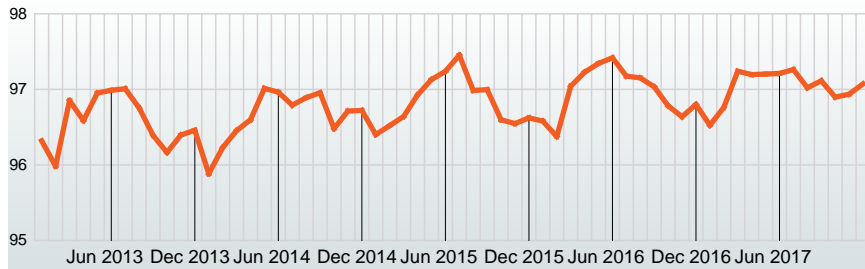


AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Mar 09, 2018 for Nabeel Jamal



5 YEAR MARKET ACTIVITY TRENDS



5yr DEC AVG = 96.74%

3 MONTHS

High
Jul 2015 = 97.45%

Low
Jan 2014 = 95.88%

Average Sold/List Ratio this month at **97.07%**, equal to 5 yr DEC average of **96.74%**

OCT	96.90%
NOV	96.94%
DEC	97.07%
	0.04%
	0.14%

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	364	10.18%	93.50%	92.14%	93.95%	96.11%	95.23%
\$50,001 - \$75,000	262	7.33%	94.64%	94.24%	95.45%	91.05%	0.00%
\$75,001 - \$125,000	700	19.57%	97.54%	98.31%	97.49%	96.81%	96.58%
\$125,001 - \$175,000	827	23.13%	97.81%	96.85%	97.99%	97.51%	96.50%
\$175,001 - \$225,000	516	14.43%	97.85%	96.24%	97.74%	98.23%	98.06%
\$225,001 - \$300,000	494	13.81%	98.11%	96.11%	97.73%	98.49%	99.45%
\$300,001 and up	413	11.55%	97.28%	99.93%	96.73%	97.57%	96.77%
Average Sold/List Ratio			97.10%	95.40%	97.15%	97.61%	97.25%
Total Closed Units	3,576	100%	97.10%	401	2152	914	109
Total Closed Volume	652,639,333			39.16M	330.65M	233.26M	49.57M

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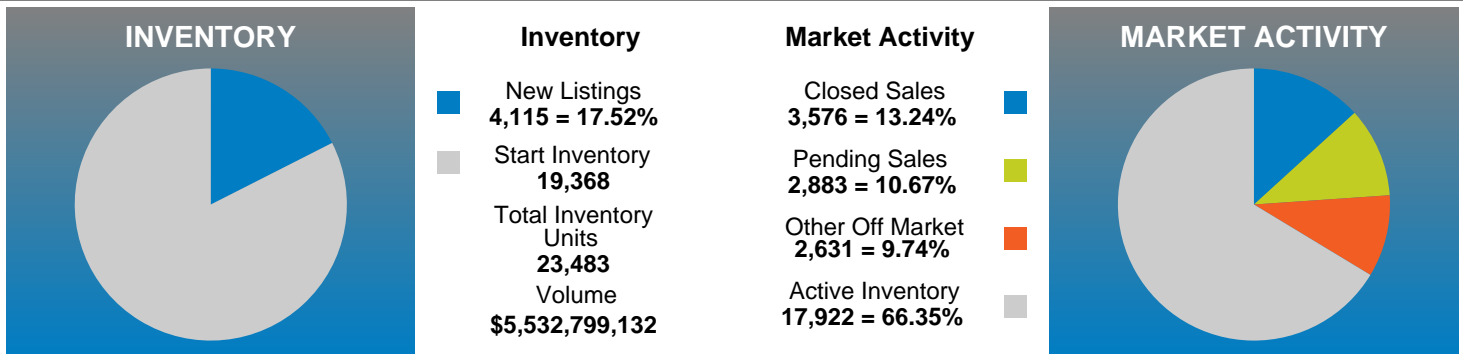
December 2017

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



MARKET SUMMARY

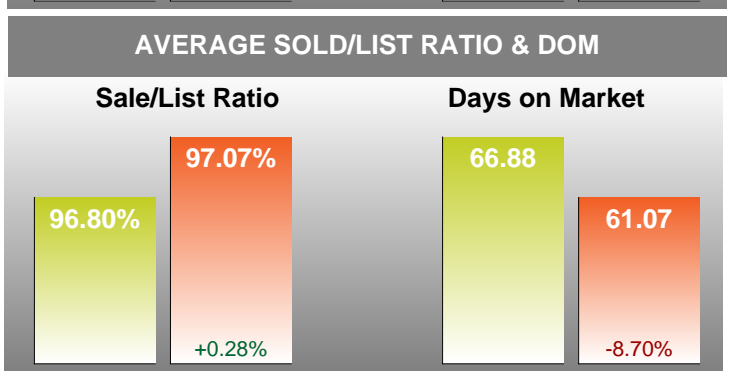
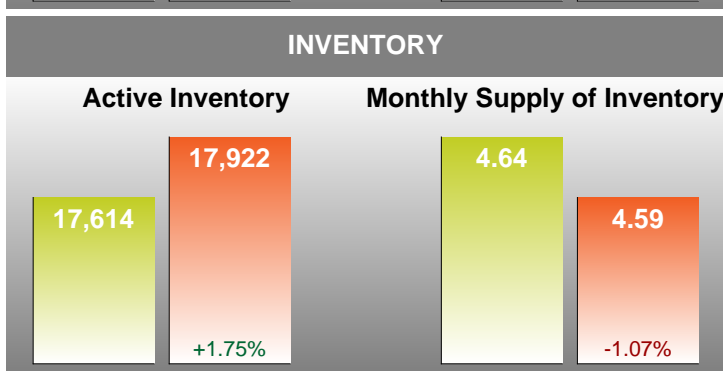
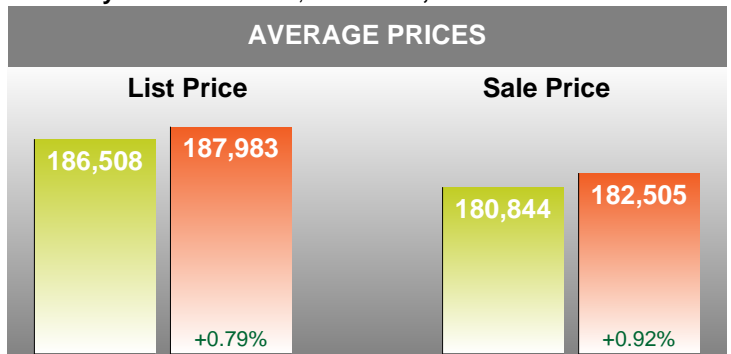
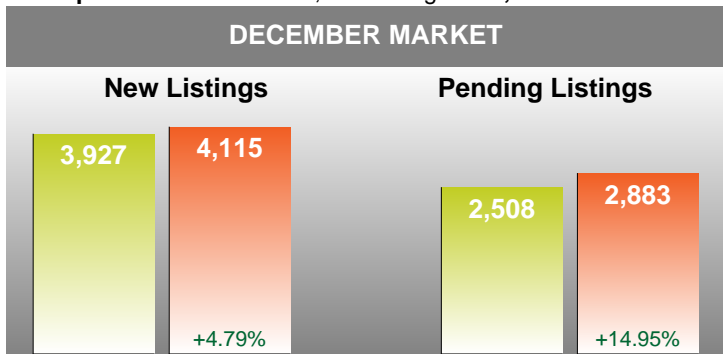
Report produced on Mar 09, 2018 for Nabeel Jamal



Compared Metrics	December			Year to Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	3,484	3,576	2.64%	45,595	46,896	2.85%
Pending Sales	2,508	2,883	14.95%	45,733	47,784	4.48%
New Listings	3,927	4,115	4.79%	72,997	75,612	3.58%
Average List Price	186,508	187,983	0.79%	178,571	186,003	4.16%
Average Sale Price	180,844	182,505	0.92%	173,614	180,767	4.12%
Average Percent of Selling Price to List Price	96.80%	97.07%	0.28%	97.01%	97.07%	0.06%
Average Days on Market to Sale	66.88	61.07	-8.70%	62.94	61.01	-3.07%
Monthly Inventory	17,614	17,922	1.75%	17,614	17,922	1.75%
Months Supply of Inventory	4.64	4.59	-1.07%	4.64	4.59	-1.07%

Absorption: Last 12 months, an Average of **3,908** Sales/Month

Inventory on December 31, 2017 = **17,922** 2016 2017



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