



February 2018

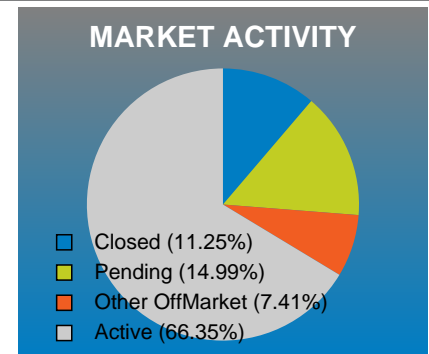
Area Delimited by Entire OK State MLS - Single-Family Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Mar 20, 2018 for Nabeel Jamal

Compared Metrics	February		
	2017	2018	+/-%
Closed Listings	2,803	2,956	5.46%
Pending Listings	3,779	3,940	4.26%
New Listings	5,776	5,447	-5.70%
Average List Price	174,366	181,870	4.30%
Average Sale Price	169,250	176,443	4.25%
Average Percent of List Price to Selling Price	96.76%	96.77%	0.01%
Average Days on Market to Sale	71.37	66.45	-6.89%
End of Month Inventory	17,863	17,438	-2.38%
Months Supply of Inventory	4.70	4.43	-5.78%



Absorption: Last 12 months, an Average of **3,940** Sales/Month
Active Inventory as of February 29, 2018 = **17,438**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2018 decreased **2.38%** to 17,438 existing homes available for sale. Over the last 12 months this area has had an average of 3,940 closed sales per month. This represents an unsold inventory index of **4.43** 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 **4.25%** in February 2018 to \$176,443 versus the previous year at \$169,250.

Average Days on Market Shortens

The average number of **66.45** days that homes spent on the market before selling decreased by 4.92 days or **6.89%** in February 2018 compared to last year's same month at **71.37** DOM.

Sales Success for February 2018 is Positive

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

There were 5,447 New Listings in February 2018, down **5.70%** from last year at 5,776. Furthermore, there were 2,956 Closed Listings this month versus last year at 2,803, a **5.46%** increase.

Closed versus Listed trends yielded a **54.3%** ratio, up from previous year's, February 2017, at **48.5%**, a **11.83%** upswing. This will certainly create pressure on a decreasing 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



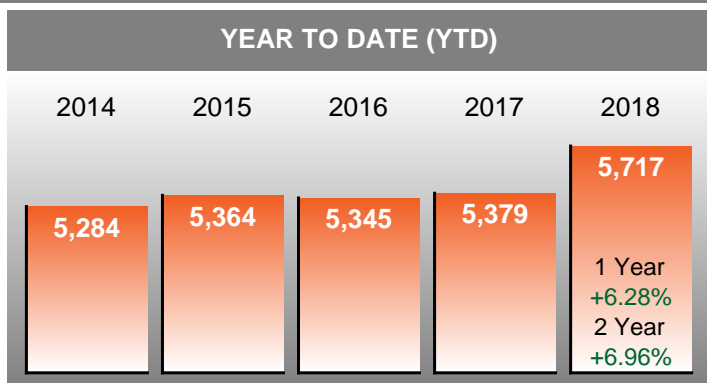
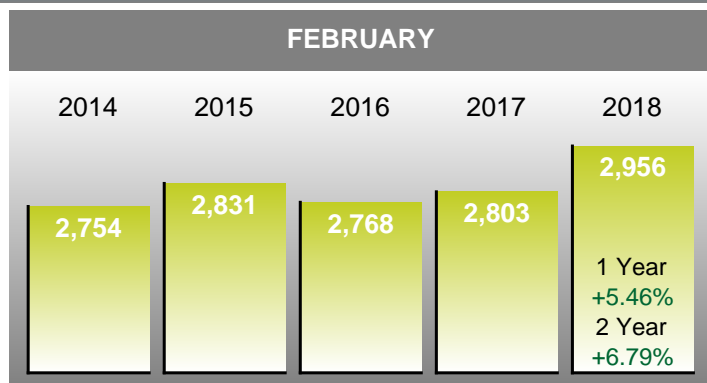
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Area Delimited by Entire OK State MLS - Single-Family Property Type



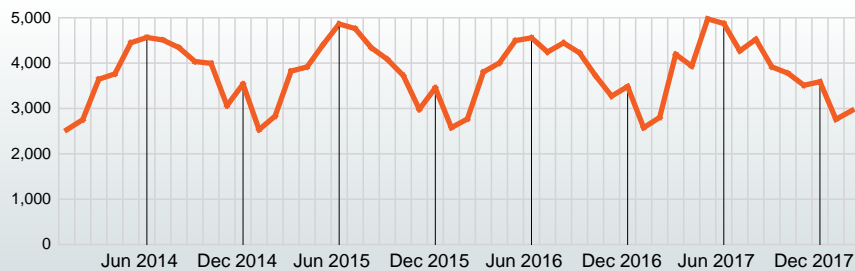
CLOSED LISTINGS

Report produced on Mar 20, 2018 for Nabeel Jamal



5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 2,822 **3 MONTHS**



High
May 2017 = 4,975
Low
Jan 2014 = 2,530
Closed Listings
this month at **2,956**,
above the 5 yr FEB
average of **2,822**

DEC	3,589
JAN	2,761
FEB	2,956
-23.07%	
7.06%	

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	109	3.69%	74.3	44	55	8	2
\$25,001 - \$75,000	439	14.85%	64.8	149	248	40	2
\$75,001 - \$125,000	558	18.88%	59.8	90	399	61	8
\$125,001 - \$175,000	728	24.63%	57.2	39	559	122	8
\$175,001 - \$225,000	422	14.28%	68.4	23	237	152	10
\$225,001 - \$300,000	364	12.31%	81.4	9	132	198	25
\$300,001 and up	336	11.37%	78.4	9	79	209	39
Total Closed Units	2,956			363	1,709	790	94
Total Closed Volume	521,565,991	100%	66.5	33.42M	251.87M	200.64M	35.63M
Average Closed Price	\$176,443			\$92,075	\$147,379	\$253,979	\$379,038

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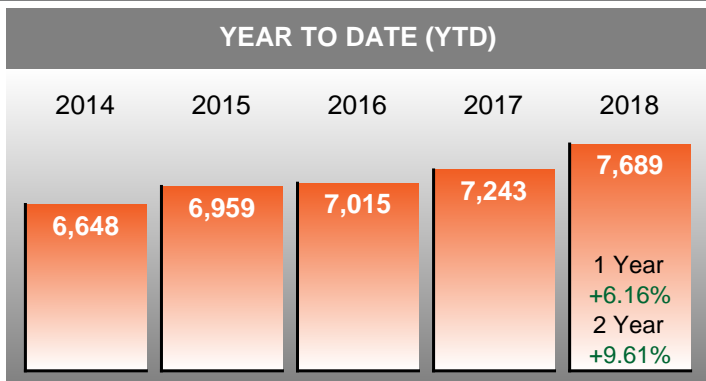
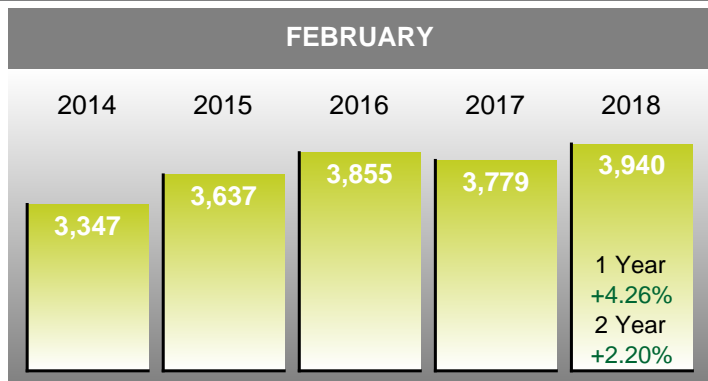
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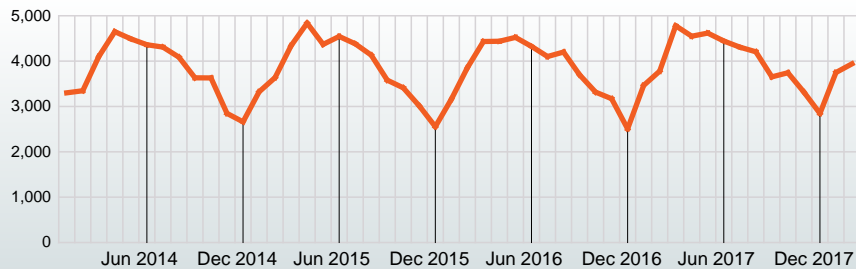


PENDING LISTINGS

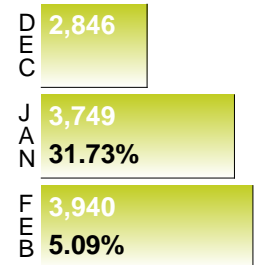
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5 YEAR MARKET ACTIVITY TRENDS **5yr FEB AVG = 3,712** **3 MONTHS**



High
Apr 2015 = 4,838
Low
Dec 2016 = 2,508
Pending Listings
this month at **3,940**,
above the 5 yr FEB
average of **3,712**



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	320	8.12%	62.3	135	161	21	3
\$50,001 - \$75,000	250	6.35%	56.6	81	143	23	3
\$75,001 - \$125,000	782	19.85%	55.2	122	562	89	9
\$125,001 - \$175,000	1,003	25.46%	58.8	51	775	173	4
\$175,001 - \$225,000	599	15.20%	65.3	24	349	214	12
\$225,001 - \$300,000	541	13.73%	71.3	18	233	262	28
\$300,001 and up	445	11.29%	68.3	13	130	236	66
Total Pending Units	3,940			444	2,353	1,018	125
Total Pending Volume	732,917,534	100%	54.1	44.55M	373.13M	261.93M	53.31M
Average Listing Price	\$178,889			\$100,340	\$158,575	\$257,299	\$426,483

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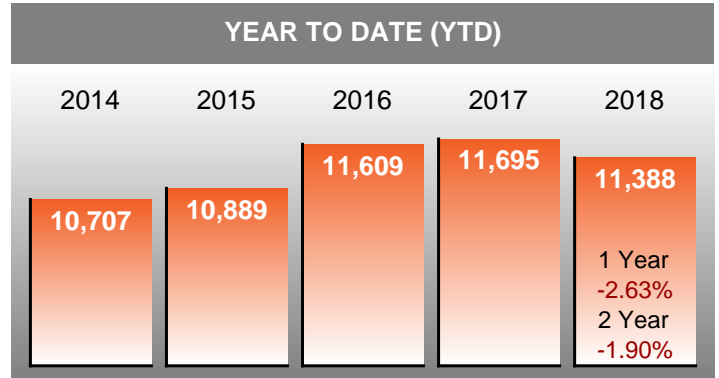
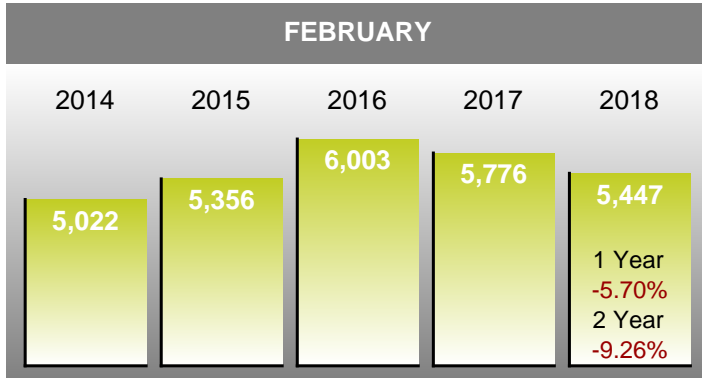
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NEW LISTINGS

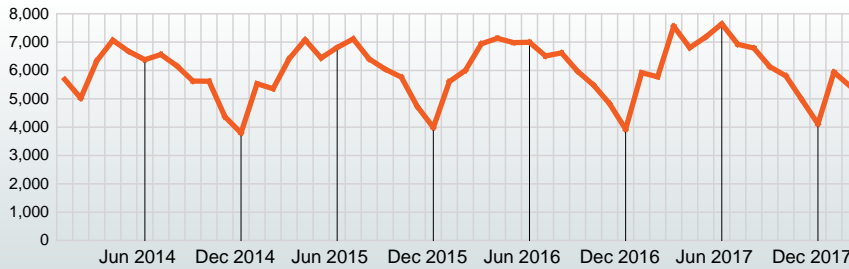
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5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 5,521

3 MONTHS



High
Jun 2017 = 7,642

Low
Dec 2014 = 3,795

New Listings
this month at **5,447**,
below the 5 yr FEB
average of **5,521**

DEC 4,114

JAN 5,941
44.41%

FEB 5,447
-8.32%

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	357	6.55%	183	156	15	3
\$50,001 - \$100,000	853	15.66%	230	528	85	10
\$100,001 - \$125,000	467	8.57%	70	341	52	4
\$125,001 - \$200,000	1,560	28.64%	99	1,135	308	18
\$200,001 - \$275,000	913	16.76%	53	458	387	15
\$275,001 - \$400,000	742	13.62%	24	285	373	60
\$400,001 and up	555	10.19%	12	130	263	150
Total New Listed Units	5,447		671	3,033	1,483	260
Total New Listed Volume	1,234,724,347	100%	74.43M	548.42M	454.79M	157.09M
Average New Listed Listing Price	\$238,883		\$110,917	\$180,819	\$306,666	\$604,190

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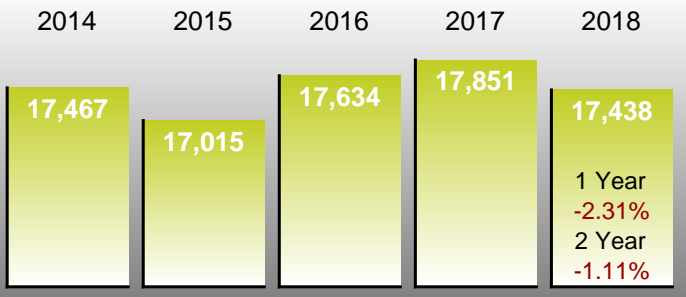
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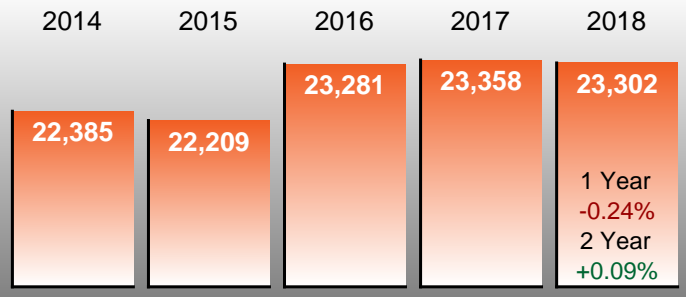
ACTIVE INVENTORY

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END OF FEBRUARY



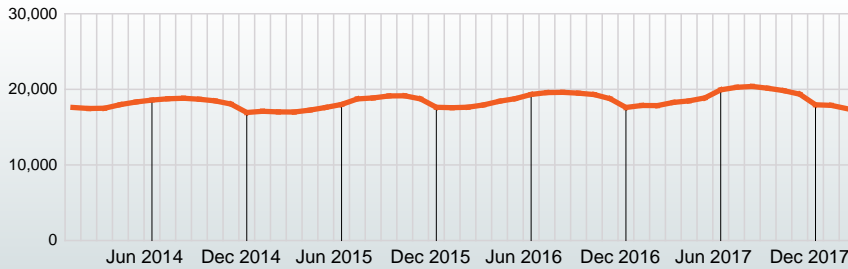
ACTIVE DURING FEBRUARY



5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 17,481

3 MONTHS



High
Aug 2017 = 20,384

Low
Dec 2014 = 16,937

Inventory
this month at **17,438**,
below the 5 yr FEB
average of **17,481**

DEC	17,956
JAN	17,881
FEB	17,438

-0.42% (JAN vs FEB)
-2.48% (FEB vs FEB)

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	1,433	8.22%	0.0	742	591	88	12
\$50,001 - \$75,000	1,440	8.26%	0.0	484	818	121	17
\$75,001 - \$125,000	2,643	15.16%	0.0	508	1,791	310	34
\$125,001 - \$225,000	5,161	29.60%	0.0	441	3,387	1,237	96
\$225,001 - \$300,000	2,668	15.30%	0.0	154	1,149	1,229	136
\$300,001 - \$450,000	2,253	12.92%	0.0	94	712	1,201	246
\$450,001 and up	1,840	10.55%	0.0	66	377	870	527
Total Active Inventory by Units	17,438			2,489	8,825	5,056	1,068
Total Active Inventory by Volume	4,319,500,936	100%	0.0	304.08M	1.66B	1.67B	681.30M
Average Active Inventory Listing Price	\$247,706			\$122,168	\$188,289	\$330,791	\$637,917

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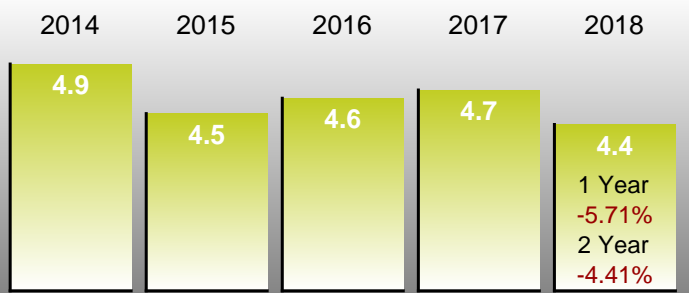
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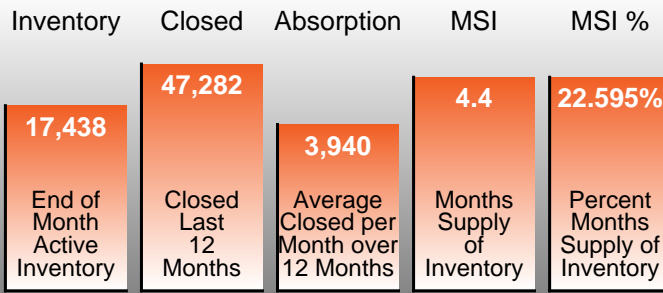
MONTHS SUPPLY of INVENTORY (MSI)

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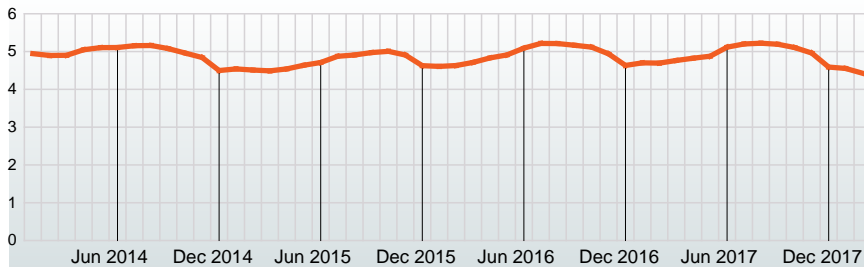
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2018



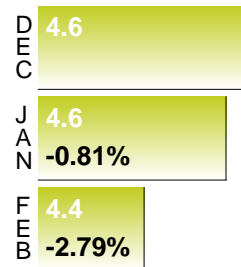
5 YEAR MARKET ACTIVITY TRENDS



5yr FEB AVG = 4.6

3 MONTHS

High
Aug 2017 = 5.2
Low
Feb 2018 = 4.4
Months Supply
this month at **4.4**,
below the 5 yr FEB
average of **4.6**



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	1,433	8.22%	4.0	5.3	3.2	3.2	4.4
\$50,001 - \$75,000	1,440	8.26%	4.8	5.7	4.4	5.1	5.5
\$75,001 - \$125,000	2,643	15.16%	3.5	4.2	3.2	4.1	5.0
\$125,001 - \$225,000	5,161	29.60%	3.3	4.8	3.1	3.4	4.3
\$225,001 - \$300,000	2,668	15.30%	5.4	10.5	5.3	5.1	6.0
\$300,001 - \$450,000	2,253	12.92%	6.9	12.8	7.3	6.4	7.9
\$450,001 and up	1,840	10.55%	13.6	33.0	15.2	11.2	17.3
Market Supply of Inventory (MSI)	4.4			5.4	3.7	5.0	9.0
Total Active Inventory by Units	17,438	100%	4.4	2,489	8,825	5,056	1,068

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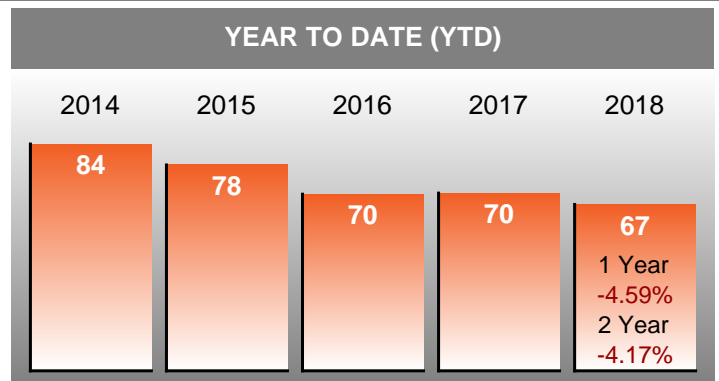
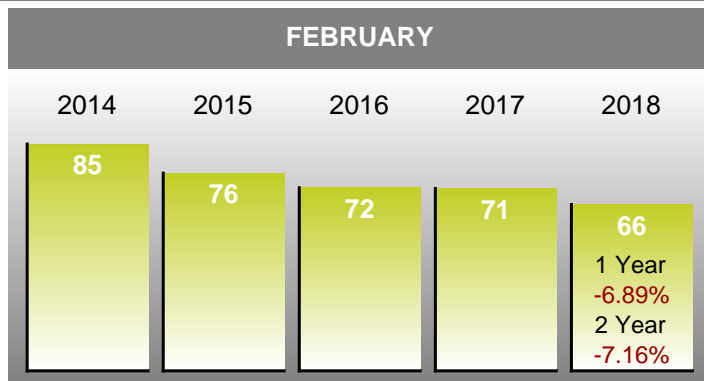
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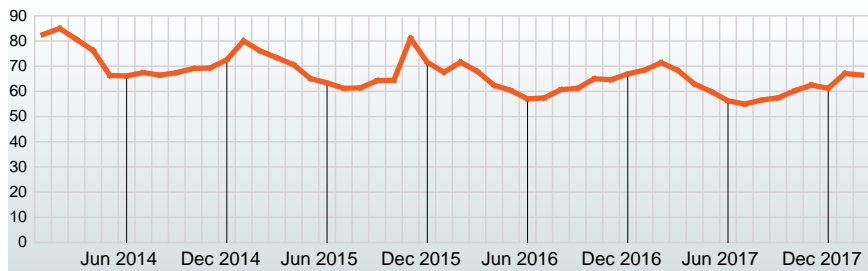
AVERAGE DAYS ON MARKET TO SALE

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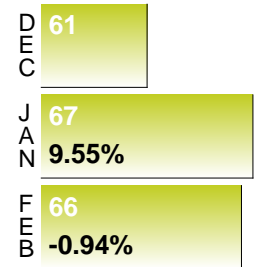


5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 74 **3 MONTHS**



High
Feb 2014 = 85
Low
Jul 2017 = 55
Average Days on Market
this month at **66**,
below the 5 yr FEB
average of **74**



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
\$25,000 and less	109	3.69%	74.3	74.9	73.0	87.5	46.5
\$25,001 - \$75,000	439	14.85%	64.8	75.7	56.7	76.3	33.5
\$75,001 - \$125,000	558	18.88%	59.8	59.1	58.4	70.5	55.1
\$125,001 - \$175,000	728	24.63%	57.2	77.1	54.7	60.3	87.8
\$175,001 - \$225,000	422	14.28%	68.4	86.8	64.1	72.8	58.0
\$225,001 - \$300,000	364	12.31%	81.4	58.0	79.3	84.7	75.1
\$300,001 and up	336	11.37%	78.4	116.4	85.3	77.3	61.8
Average Closed DOM			66.5	72.9	61.1	75.2	65.6
Total Closed Units		100%	66.5	363	1709	790	94
Total Closed Volume			521,565,991	33.42M	251.87M	200.64M	35.63M

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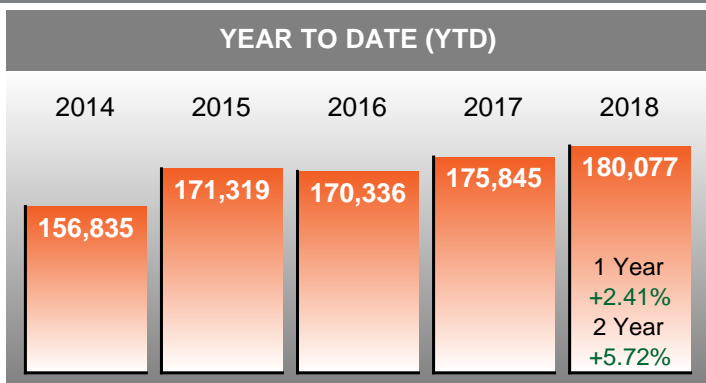
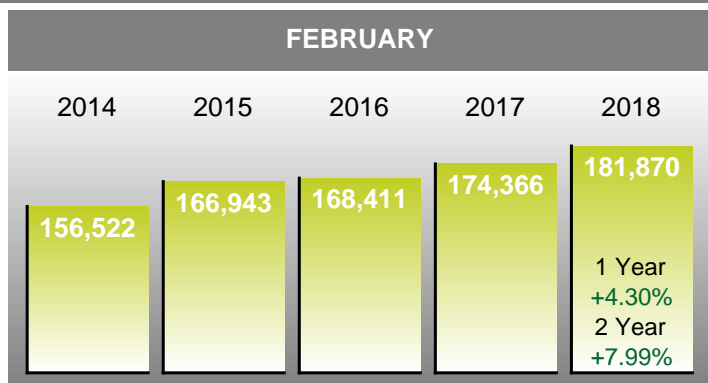
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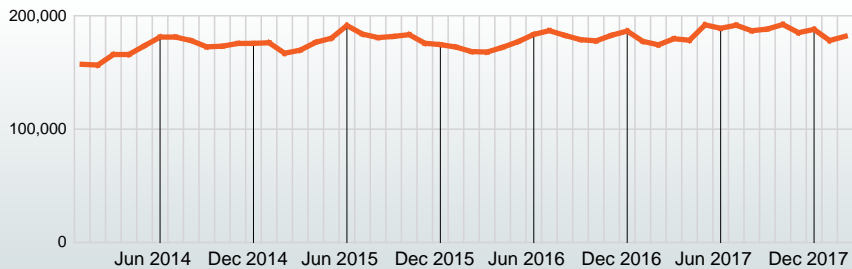
AVERAGE LIST PRICE AT CLOSING

Report produced on Mar 20, 2018 for Nabeel Jamal



5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 169,622 **3 MONTHS**



High
Oct 2017 = 192,291
Low
Feb 2014 = 156,522
Average List Price
this month at **181,870**,
above the 5 yr FEB
average of **169,622**

DEC	187,969
JAN	178,157
FEB	181,870
-5.22%	
2.08%	

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
\$25,000 and less	88	2.98%	18,405	19,411	22,575	19,225	20,800
\$25,001 - \$75,000	415	14.04%	51,891	56,071	56,720	52,649	75,000
\$75,001 - \$125,000	555	18.78%	102,124	102,268	106,477	111,014	108,894
\$125,001 - \$175,000	731	24.73%	150,623	155,621	152,700	157,920	189,363
\$175,001 - \$225,000	425	14.38%	197,489	199,857	200,565	204,720	215,710
\$225,001 - \$300,000	394	13.33%	259,996	282,000	261,911	264,872	272,720
\$300,001 and up	348	11.77%	463,495	375,867	425,781	452,825	657,931
Average List Price			181,870	96,418	151,489	261,393	395,873
Total Closed Units		100%	181,870	363	1709	790	94
Total Closed Volume			537,606,401	35.00M	258.89M	206.50M	37.21M

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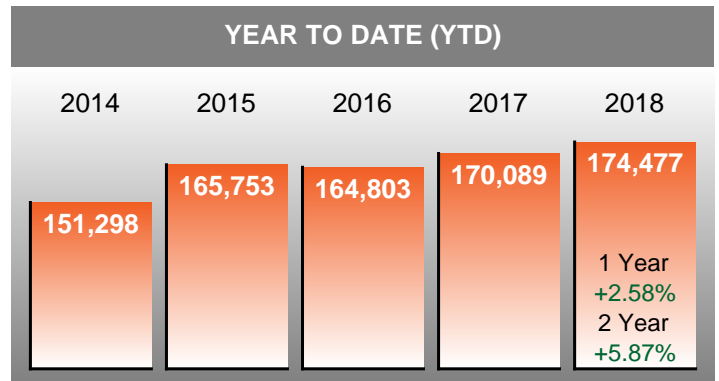
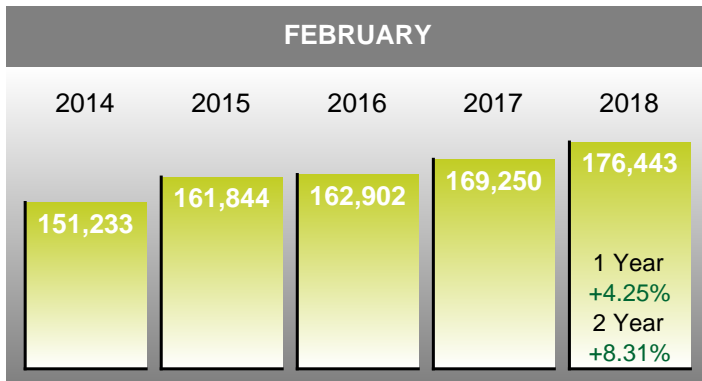
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AVERAGE SOLD PRICE AT CLOSING

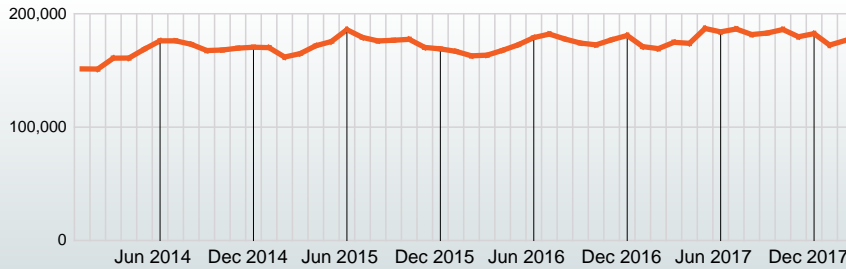
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5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 164,335

3 MONTHS



High
May 2017 = 186,995
Low
Feb 2014 = 151,233
Average Sold Price
this month at **176,443**,
above the 5 yr FEB
average of **164,335**

DEC	182,470
JAN	172,373
FEB	176,443
-5.53%	
2.36%	

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
\$25,000 and less	109	3.69%	17,977	17,096	19,130	14,900	18,000
\$25,001 - \$75,000	439	14.85%	52,167	51,235	53,096	48,938	71,000
\$75,001 - \$125,000	558	18.88%	102,431	98,588	102,714	106,038	104,031
\$125,001 - \$175,000	728	24.63%	150,645	151,126	149,773	153,925	159,220
\$175,001 - \$225,000	422	14.28%	198,411	196,171	197,100	200,174	207,839
\$225,001 - \$300,000	364	12.31%	259,553	258,167	257,604	260,222	265,044
\$300,001 and up	336	11.37%	451,406	381,644	407,945	437,173	631,822
Average Sold Price			176,443	92,075	147,379	253,979	379,038
Total Closed Units		100%	2,956	363	1,709	790	94
Total Closed Volume			521,565,991	33.42M	251.87M	200.64M	35.63M

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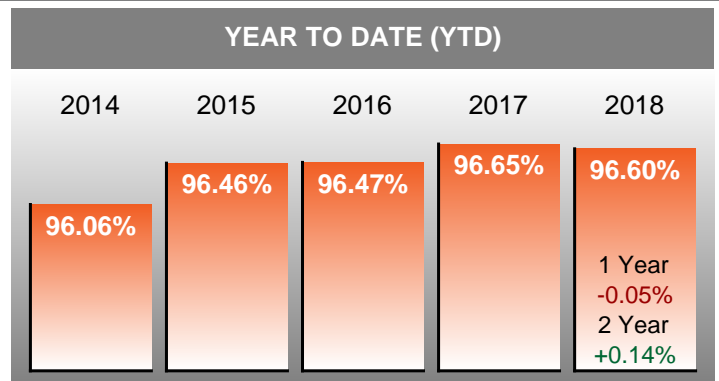
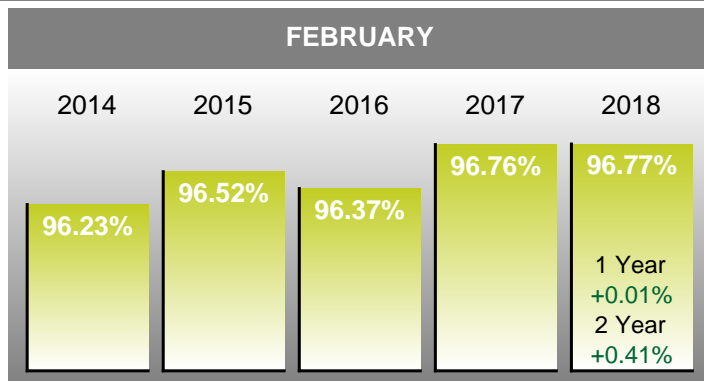
February 2018

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

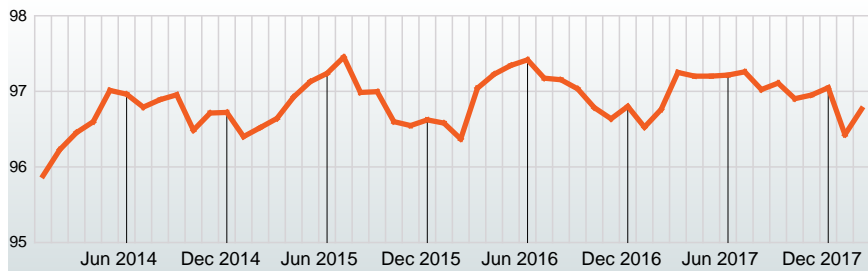


AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Mar 20, 2018 for Nabeel Jamal

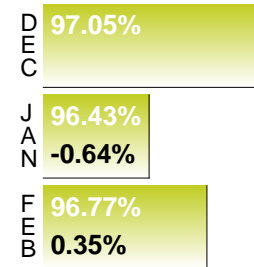


5 YEAR MARKET ACTIVITY TRENDS



5yr FEB AVG = 96.53% **3 MONTHS**

High
Jul 2015 = 97.45%
Low
Jan 2014 = 95.88%
Average Sold/List Ratio this month at **96.77%**, equal to 5 yr FEB average of **96.53%**



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
\$25,000 and less	109	3.69%	88.02%	89.48%	87.44%	83.41%	90.21%
\$25,001 - \$75,000	439	14.85%	93.77%	92.02%	94.76%	94.15%	94.67%
\$75,001 - \$125,000	558	18.88%	96.81%	96.84%	96.92%	96.12%	96.13%
\$125,001 - \$175,000	728	24.63%	97.99%	97.31%	98.18%	97.90%	89.03%
\$175,001 - \$225,000	422	14.28%	98.28%	98.66%	98.50%	97.96%	96.81%
\$225,001 - \$300,000	364	12.31%	98.14%	92.04%	98.44%	98.34%	97.27%
\$300,001 and up	336	11.37%	97.42%	102.07%	96.74%	97.56%	97.00%
Average Sold/List Ratio			96.80%	94.15%	97.04%	97.46%	96.10%
Total Closed Units	2,956	100%	96.80%	363	1709	790	94
Total Closed Volume	521,565,991			33.42M	251.87M	200.64M	35.63M

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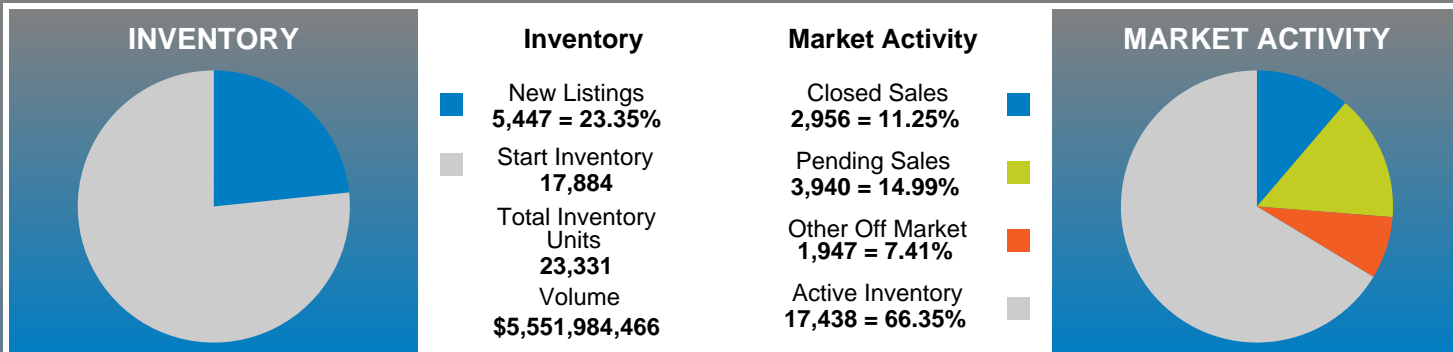
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MARKET SUMMARY

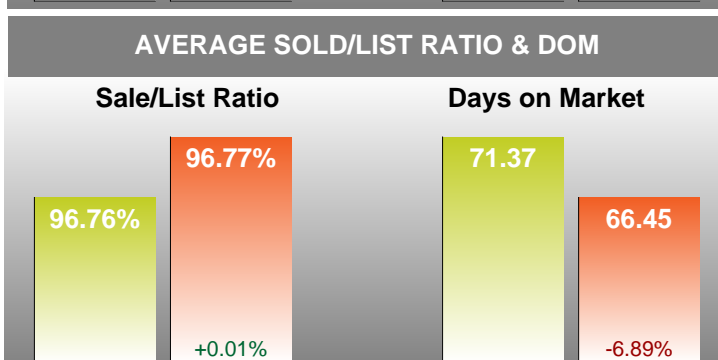
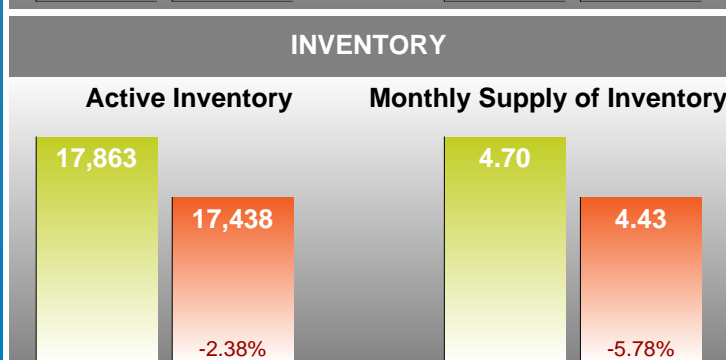
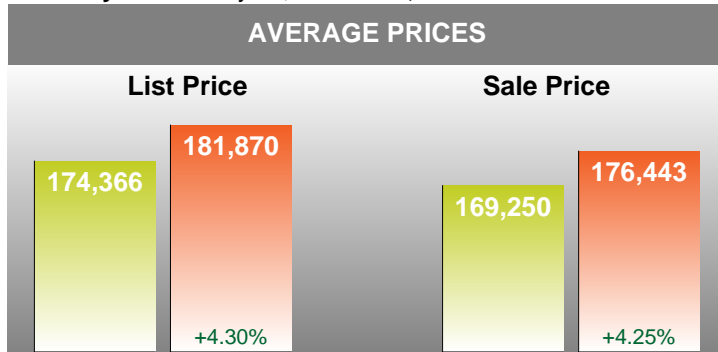
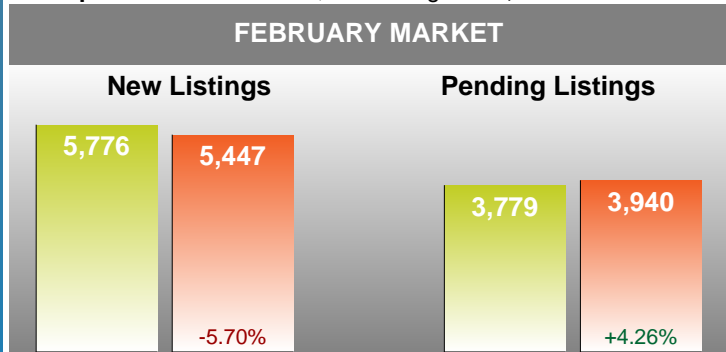
Report produced on Mar 20, 2018 for Nabeel Jamal



Compared Metrics	February			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	2,803	2,956	5.46%	5,379	5,717	6.28%
Pending Sales	3,779	3,940	4.26%	7,243	7,689	6.16%
New Listings	5,776	5,447	-5.70%	11,695	11,388	-2.63%
Average List Price	174,366	181,870	4.30%	175,845	180,077	2.41%
Average Sale Price	169,250	176,443	4.25%	170,089	174,477	2.58%
Average Percent of Selling Price to List Price	96.76%	96.77%	0.01%	96.65%	96.60%	-0.05%
Average Days on Market to Sale	71.37	66.45	-6.89%	69.97	66.76	-4.59%
Monthly Inventory	17,863	17,438	-2.38%	17,863	17,438	-2.38%
Months Supply of Inventory	4.70	4.43	-5.78%	4.70	4.43	-5.78%

Absorption: Last 12 months, an Average of **3,940** Sales/Month

Inventory on February 29, 2018 = **17,438** 2017 2018



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