

## January 2018

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

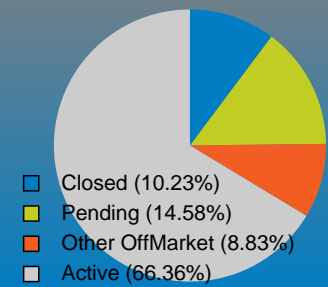


## MONTHLY INVENTORY ANALYSIS

Report produced on Mar 09, 2018 for Nabeel Jamal

Compared Metrics	January		
	2017	2018	+/-%
Closed Listings	2,577	2,714	5.32%
Pending Listings	3,467	3,870	11.62%
New Listings	5,920	5,917	-0.05%
Average List Price	177,426	178,292	0.49%
Average Sale Price	170,971	172,476	0.88%
Average Percent of List Price to Selling Price	96.52%	96.42%	-0.11%
Average Days on Market to Sale	68.46	67.14	-1.93%
End of Month Inventory	17,870	17,611	-1.45%
Months Supply of Inventory	4.70	4.49	-4.46%

## MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **3,919** Sales/Month  
**Active Inventory** as of January 31, 2018 = **17,611**

## Analysis Wrap-Up

## Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2018 decreased **1.45%** to 17,611 existing homes available for sale. Over the last 12 months this area has had an average of 3,919 closed sales per month. This represents an unsold inventory index of **4.49** 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 **0.88%** in January 2018 to \$172,476 versus the previous year at \$170,971.

## Average Days on Market Shortens

The average number of **67.14** days that homes spent on the market before selling decreased by 1.32 days or **1.93%** in January 2018 compared to last year's same month at **68.46** DOM.

## Sales Success for January 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 5,917 New Listings in January 2018, down **0.05%** from last year at 5,920. Furthermore, there were 2,714 Closed Listings this month versus last year at 2,577, a **5.32%** increase.

Closed versus Listed trends yielded a **45.9%** ratio, up from previous year's, January 2017, at **43.5%**, a **5.37%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

## What's in this Issue

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

## 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**

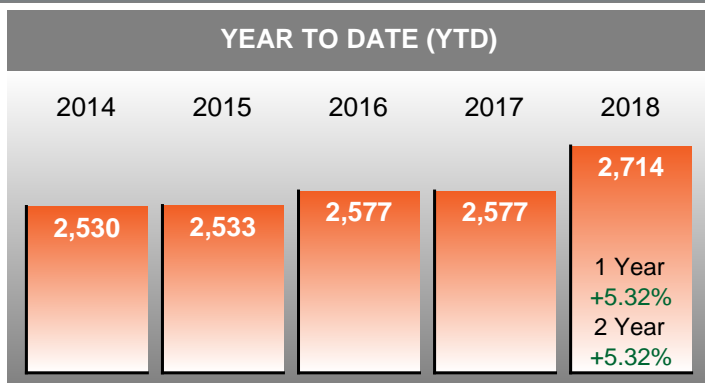
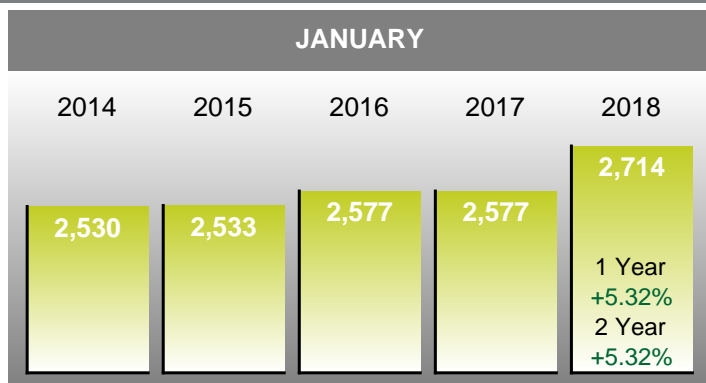
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## CLOSED LISTINGS

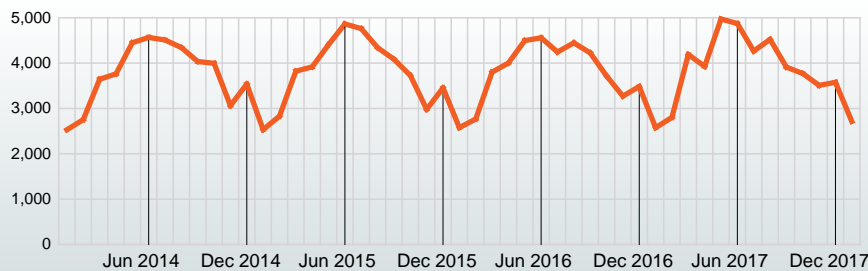
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 2,586

3 MONTHS



**High**  
May 2017 = 4,972

**Low**  
Jan 2014 = 2,530

Closed Listings this month at **2,714**, above the 5 yr JAN average of **2,586**

N O V	3,509
D E C	3,576
	1.91%
J A N	2,714
	-24.11%

### 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	270	9.95%	64.3	85	160	25	0
\$50,001 - \$75,000	250	9.21%	69.3	66	161	22	1
\$75,001 - \$100,000	276	10.17%	56.2	54	195	23	4
\$100,001 - \$150,000	624	22.99%	62.5	63	504	50	7
\$150,001 - \$200,000	535	19.71%	64.6	29	372	129	5
\$200,001 - \$300,000	477	17.58%	74.3	19	222	215	21
\$300,001 and up	282	10.39%	81.6	6	77	163	36
<b>Total Closed Units</b>	<b>2,714</b>			<b>322</b>	<b>1,691</b>	<b>627</b>	<b>74</b>
<b>Total Closed Volume</b>	<b>468,100,673</b>	<b>100%</b>	<b>67.1</b>	<b>30.83M</b>	<b>247.16M</b>	<b>163.76M</b>	<b>26.34M</b>
<b>Average Closed Price</b>	<b>\$172,476</b>			<b>\$95,748</b>	<b>\$146,164</b>	<b>\$261,184</b>	<b>\$355,994</b>

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Contact: Nabeel Jamal

Phone: 405-848-9944

Email: nabeel@okrealtors.com

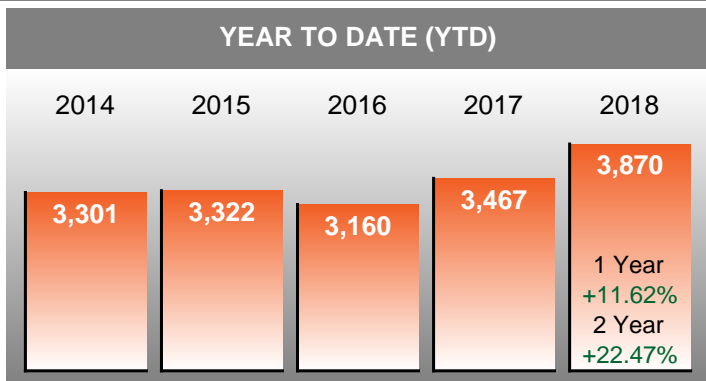
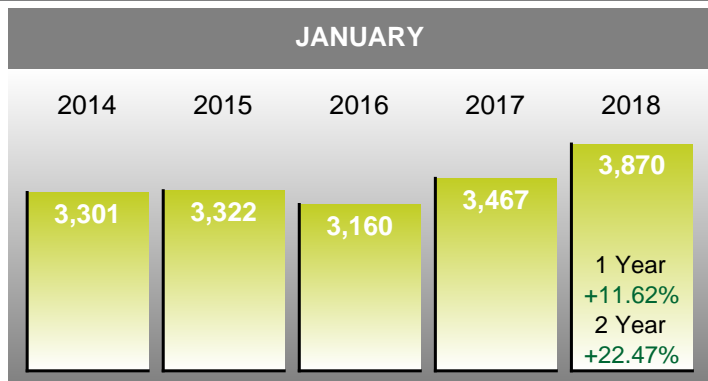
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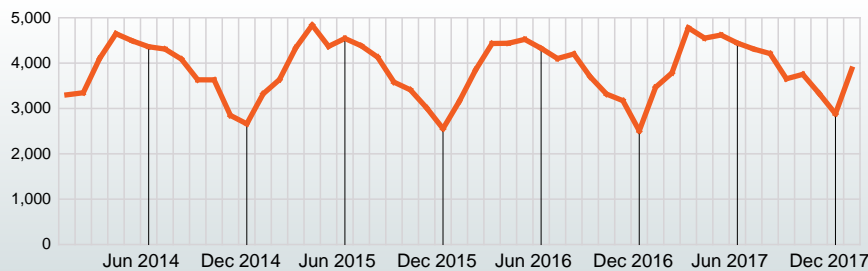
## PENDING LISTINGS

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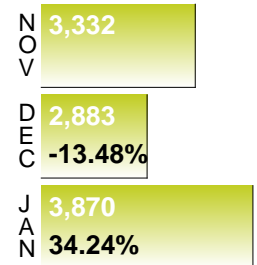


### 5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 3,424      3 MONTHS



**High**  
Apr 2015 = 4,838  
**Low**  
Dec 2016 = 2,508  
*Pending Listings*  
this month at **3,870**,  
above the 5 yr JAN  
average of **3,424**



### 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	364	9.41%	63.8	128	190	44	2
\$50,001 - \$75,000	303	7.83%	79.2	88	178	37	0
\$75,001 - \$125,000	701	18.11%	60.3	125	497	69	10
\$125,001 - \$175,000	960	24.81%	61.2	48	728	172	12
\$175,001 - \$225,000	559	14.44%	71.9	22	339	191	7
\$225,001 - \$300,000	522	13.49%	83.1	16	215	260	31
\$300,001 and up	461	11.91%	82.3	6	119	274	62
<b>Total Pending Units</b>	<b>3,870</b>			<b>433</b>	<b>2,266</b>	<b>1,047</b>	<b>124</b>
<b>Total Pending Volume</b>	<b>704,284,843</b>	<b>100%</b>	<b>65.8</b>	<b>39.54M</b>	<b>349.35M</b>	<b>265.48M</b>	<b>49.91M</b>
<b>Average Listing Price</b>	<b>\$164,193</b>			<b>\$91,323</b>	<b>\$154,172</b>	<b>\$253,559</b>	<b>\$402,523</b>

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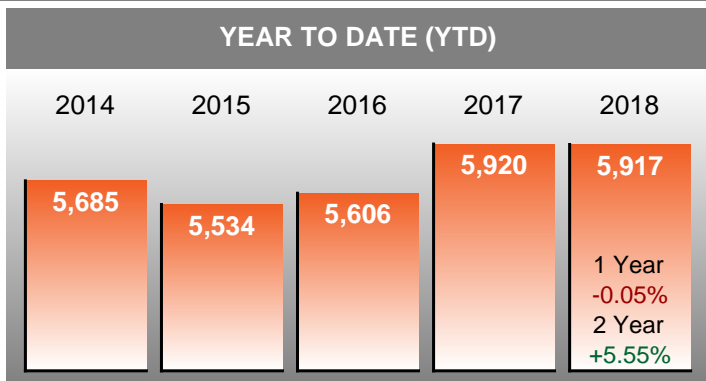
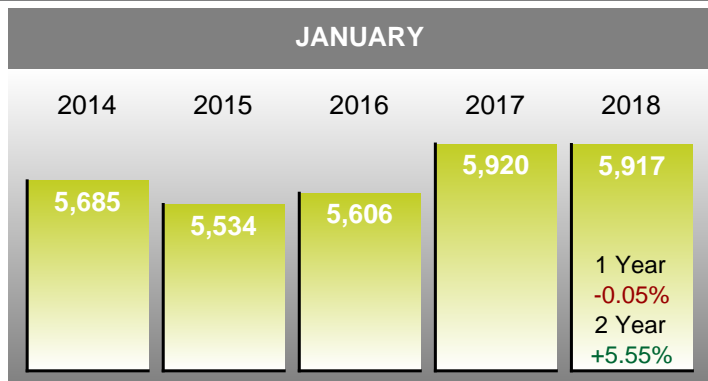
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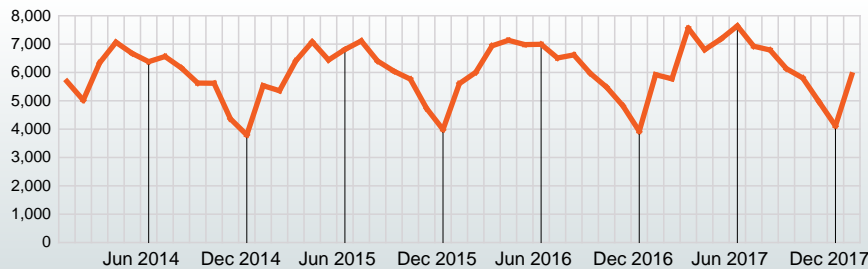
## NEW LISTINGS

Report produced on Mar 09, 2018 for Nabeel Jamal



### 5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 5,732      3 MONTHS



**High**  
Jun 2017 = 7,642  
**Low**  
Dec 2014 = 3,795  
*New Listings*  
this month at **5,917**,  
above the 5 yr JAN  
average of **5,732**

N O V	4,961
D E C	4,115 -17.05%
J A N	5,917 43.79%

### 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	435	7.35%	206	194	28	7
\$50,001 - \$100,000	909	15.36%	226	594	78	11
\$100,001 - \$125,000	476	8.04%	56	367	46	7
\$125,001 - \$200,000	1,752	29.61%	133	1,220	379	20
\$200,001 - \$275,000	977	16.51%	36	513	390	38
\$275,001 - \$400,000	774	13.08%	29	264	410	71
\$400,001 and up	594	10.04%	16	134	309	135
<b>Total New Listed Units</b>	<b>5,917</b>		<b>702</b>	<b>3,286</b>	<b>1,640</b>	<b>289</b>
<b>Total New Listed Volume</b>	<b>1,319,700,378</b>	<b>100%</b>	<b>78.40M</b>	<b>581.41M</b>	<b>507.99M</b>	<b>151.90M</b>
<b>Average New Listed Listing Price</b>	<b>\$197,012</b>		<b>\$111,676</b>	<b>\$176,937</b>	<b>\$309,749</b>	<b>\$525,610</b>

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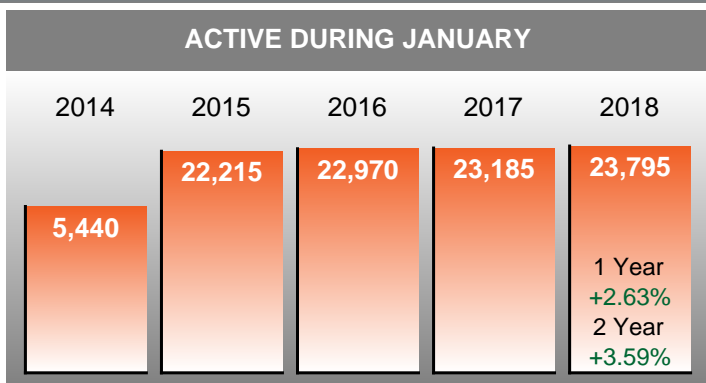
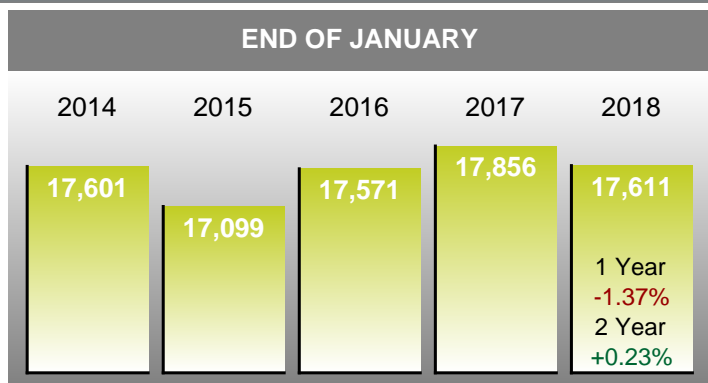
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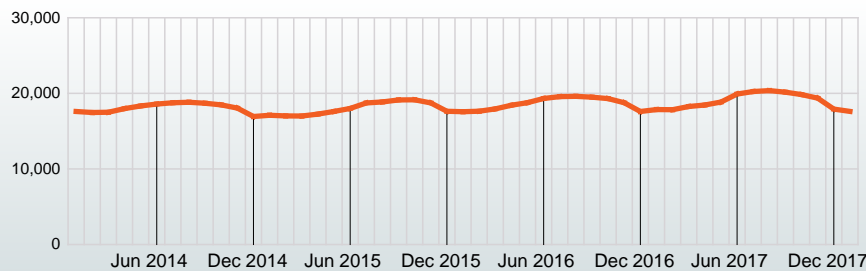
## ACTIVE INVENTORY

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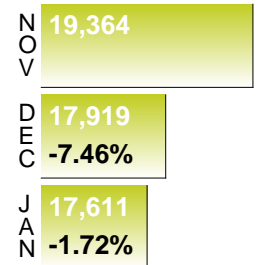


### 5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 17,548      3 MONTHS



**High**  
Aug 2017 = 20,364  
**Low**  
Dec 2014 = 16,936  
*Inventory*  
this month at **17,611**,  
above the 5 yr JAN  
average of **17,548**



### 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	1,479	8.40%	198.3	742	633	92	12
\$50,001 - \$75,000	1,440	8.18%	165.9	494	807	123	16
\$75,001 - \$125,000	2,718	15.43%	139.2	511	1,839	326	42
\$125,001 - \$225,000	5,297	30.08%	116.6	444	3,450	1,309	94
\$225,001 - \$300,000	2,707	15.37%	114.6	148	1,152	1,258	149
\$300,001 - \$450,000	2,182	12.39%	125.3	92	684	1,167	239
\$450,001 and up	1,788	10.15%	131.7	66	358	861	503
<b>Total Active Inventory by Units</b>	<b>17,611</b>			<b>2,497</b>	<b>8,923</b>	<b>5,136</b>	<b>1,055</b>
<b>Total Active Inventory by Volume</b>	<b>4,298,386,639</b>	<b>100%</b>	<b>133.3</b>	<b>303.39M</b>	<b>1.66B</b>	<b>1.68B</b>	<b>657.97M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$244,074</b>			<b>\$121,501</b>	<b>\$185,670</b>	<b>\$327,161</b>	<b>\$623,666</b>

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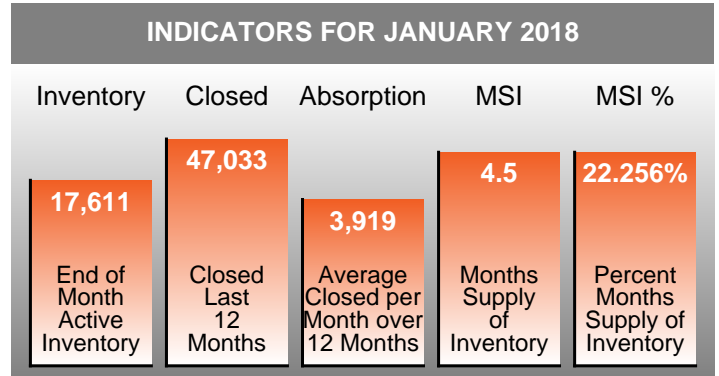
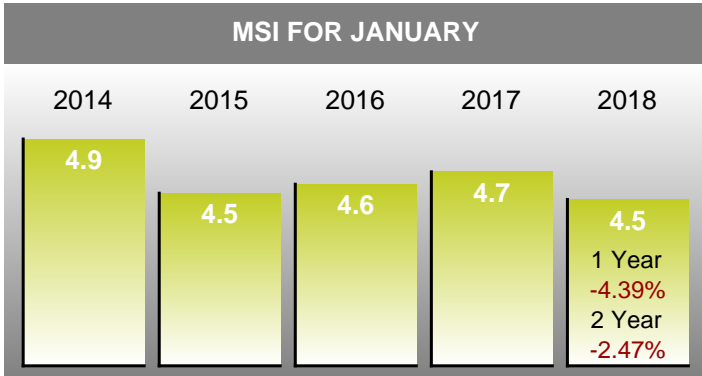
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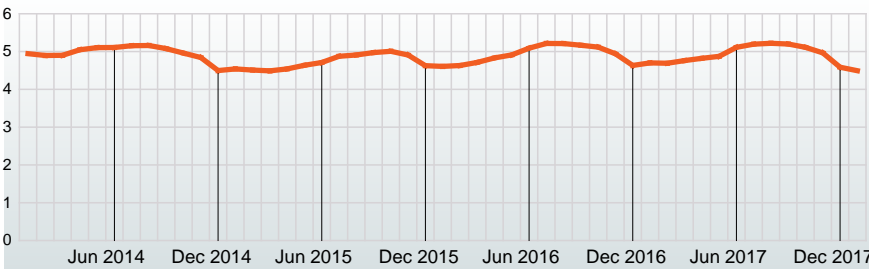
## MONTHS SUPPLY of INVENTORY (MSI)

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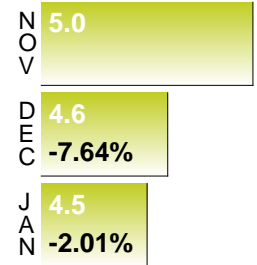


### 5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 4.7      3 MONTHS



**High**  
Aug 2017 = 5.2  
**Low**  
Mar 2015 = 4.5  
*Months Supply this month at 4.5, below the 5 yr JAN average of 4.7*



### 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	1,479	8.40%	4.2	5.3	3.5	3.4	4.4
\$50,001 - \$75,000	1,440	8.18%	4.9	5.9	4.4	5.2	4.8
\$75,001 - \$125,000	2,718	15.43%	3.6	4.2	3.3	4.3	6.3
\$125,001 - \$225,000	5,297	30.08%	3.4	4.9	3.2	3.6	4.2
\$225,001 - \$300,000	2,707	15.37%	5.5	10.1	5.4	5.3	6.9
\$300,001 - \$450,000	2,182	12.39%	6.8	12.8	7.1	6.3	7.8
\$450,001 and up	1,788	10.15%	13.4	30.5	14.9	11.3	16.4
<b>Market Supply of Inventory (MSI)</b>	<b>4.5</b>	<b>100%</b>	<b>4.5</b>	<b>5.4</b>	<b>3.8</b>	<b>5.2</b>	<b>8.9</b>
<b>Total Active Inventory by Units</b>	<b>17,611</b>			<b>2,497</b>	<b>8,923</b>	<b>5,136</b>	<b>1,055</b>

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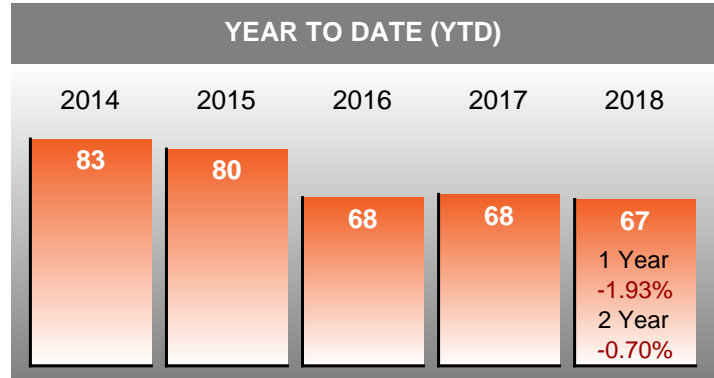
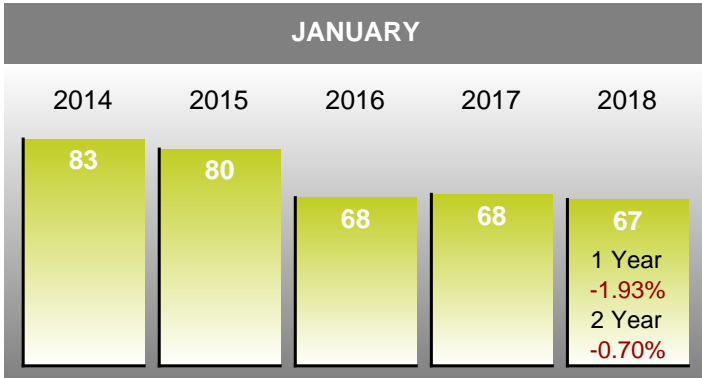
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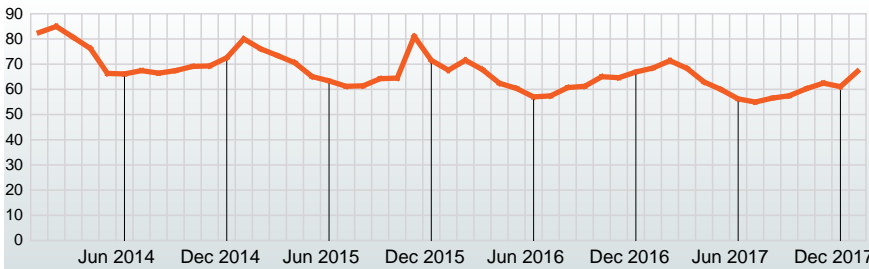


## AVERAGE DAYS ON MARKET TO SALE

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### 5 YEAR MARKET ACTIVITY TRENDS



**5yr JAN AVG = 73**      **3 MONTHS**

<b>High</b>	Feb 2014 = 85
<b>Low</b>	Jul 2017 = 55
Average Days on Market this month at <b>67</b> , below the 5 yr JAN average of <b>73</b>	
NOV	62
DEC	61
<b>-2.23%</b>	
JAN	67
<b>9.94%</b>	

### 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	270	9.95%	64.3	73.9	61.9	47.1	0.0
\$50,001 - \$75,000	250	9.21%	69.3	111.6	55.8	40.1	96.0
\$75,001 - \$100,000	276	10.17%	56.2	50.4	57.3	51.9	103.0
\$100,001 - \$150,000	624	22.99%	62.5	76.2	58.6	71.2	150.6
\$150,001 - \$200,000	535	19.71%	64.6	78.7	58.2	80.5	50.4
\$200,001 - \$300,000	477	17.58%	74.3	83.0	73.3	75.1	69.9
\$300,001 and up	282	10.39%	81.6	60.2	73.3	86.8	79.5
<b>Average Closed DOM</b>			67.1	78.8	61.0	75.7	83.0
<b>Total Closed Units</b>		100%	67.1	322	1691	627	74
<b>Total Closed Volume</b>			468,100,673	30.83M	247.16M	163.76M	26.34M

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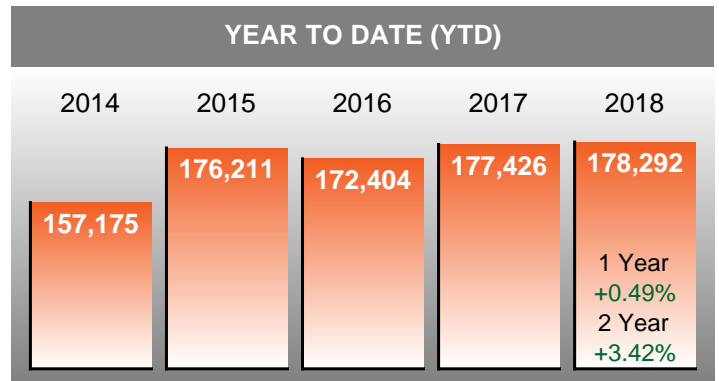
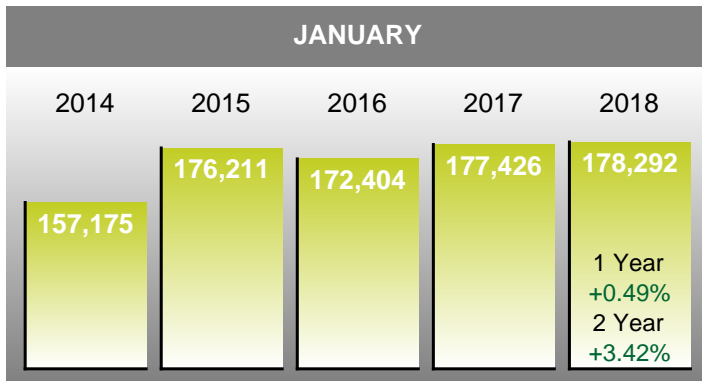
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## AVERAGE LIST PRICE AT CLOSING

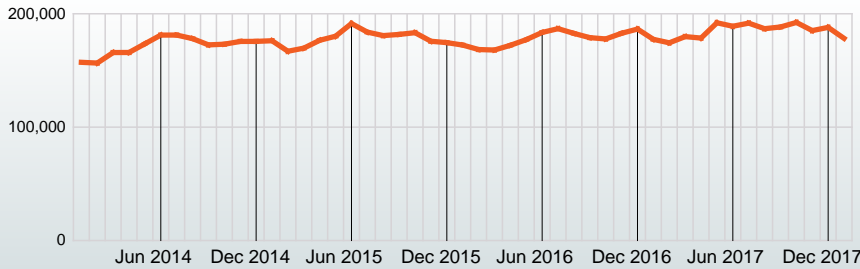
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 172,301

3 MONTHS



**High**  
Oct 2017 = 192,330  
**Low**  
Feb 2014 = 156,522  
*Average List Price*  
this month at **178,292**,  
above the 5 yr JAN  
average of **172,301**

NOV	185,170
DEC	187,983
DEC	1.52%
JAN	178,292
JAN	-5.16%

### 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	252	9.29%	31,871	31,476	35,714	34,370	0
\$50,001 - \$75,000	231	8.51%	64,224	68,215	66,331	64,815	84,900
\$75,001 - \$100,000	286	10.54%	88,552	90,669	92,144	92,893	94,725
\$100,001 - \$150,000	617	22.73%	128,433	129,171	131,451	128,000	130,271
\$150,001 - \$200,000	547	20.15%	174,813	181,463	175,748	179,402	191,320
\$200,001 - \$300,000	484	17.83%	246,633	252,284	246,860	251,233	278,308
\$300,001 and up	297	10.94%	476,281	363,500	445,006	496,403	536,288
<b>Average List Price</b>			178,292	100,771	150,834	269,368	371,394
<b>Total Closed Units</b>		100%	178,292	322	1691	627	74
<b>Total Closed Volume</b>			483,884,765	32.45M	255.06M	168.89M	27.48M

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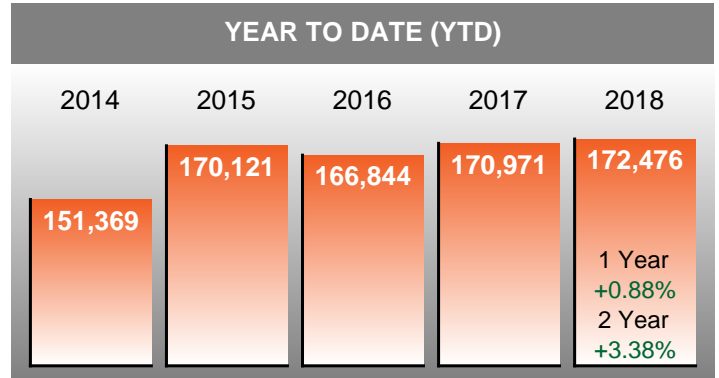
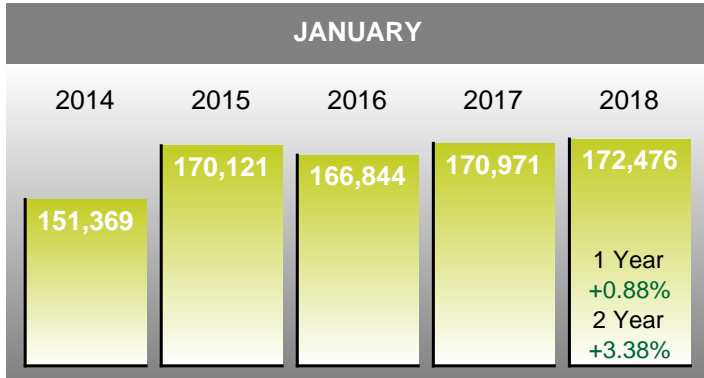
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## AVERAGE SOLD PRICE AT CLOSING

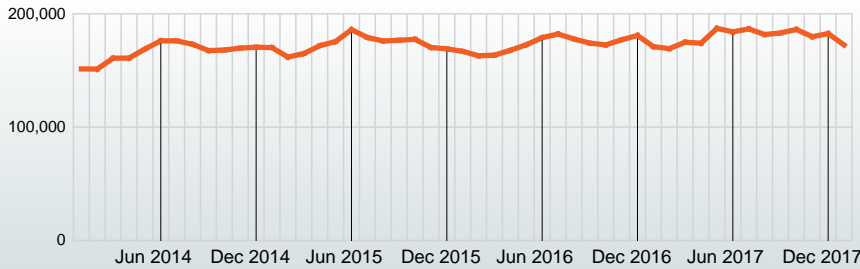
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 166,356

3 MONTHS



**High**  
May 2017 = 187,072  
**Low**  
Feb 2014 = 151,233  
*Average Sold Price*  
this month at **172,476**,  
above the 5 yr JAN  
average of **166,356**

NOV	179,772
DEC	182,505
JAN	172,476
	-5.50%

### 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	270	9.95%	30,177	27,090	31,726	30,755	0
\$50,001 - \$75,000	250	9.21%	63,495	63,741	63,386	63,050	74,500
\$75,001 - \$100,000	276	10.17%	87,894	87,089	88,306	86,581	86,250
\$100,001 - \$150,000	624	22.99%	127,038	123,828	127,771	123,974	125,071
\$150,001 - \$200,000	535	19.71%	173,379	177,204	172,615	174,159	187,940
\$200,001 - \$300,000	477	17.58%	243,767	244,832	239,871	245,293	268,378
\$300,001 and up	282	10.39%	466,361	337,792	426,001	479,828	513,137
<b>Average Sold Price</b>			172,476	95,748	146,164	261,184	355,994
<b>Total Closed Units</b>		100%	172,476	322	1691	627	74
<b>Total Closed Volume</b>			468,100,673	30.83M	247.16M	163.76M	26.34M

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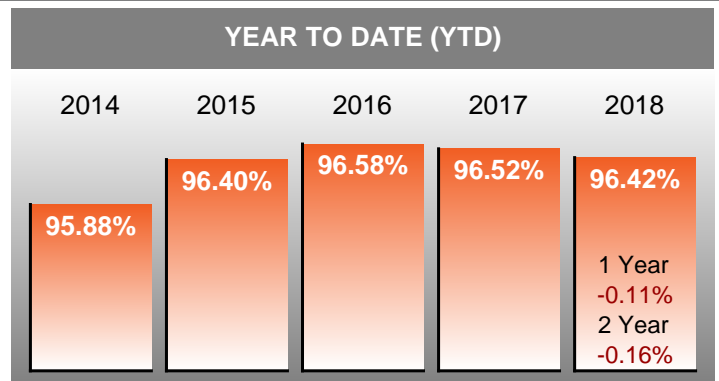
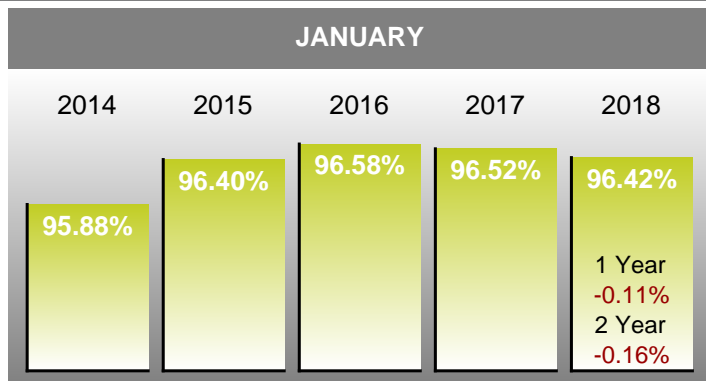
# January 2018

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

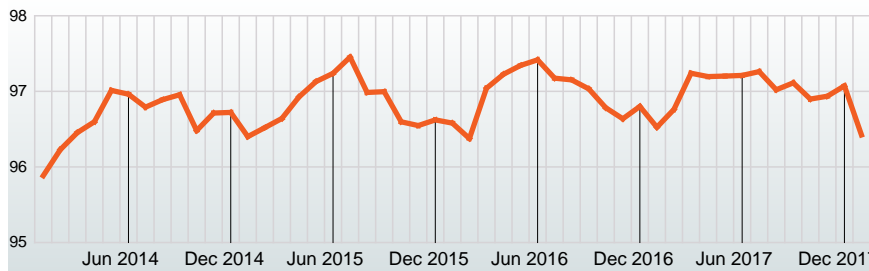


## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Mar 09, 2018 for Nabeel Jamal



### 5 YEAR MARKET ACTIVITY TRENDS



**5yr JAN AVG = 96.36%**      **3 MONTHS**

<b>High</b> Jul 2015 = 97.45%	<b>NOV</b> 96.94%
<b>Low</b> Jan 2014 = 95.88%	<b>DEC</b> 97.07%
<i>Average Sold/List Ratio this month at <b>96.42%</b>, equal to 5 yr JAN average of <b>96.36%</b></i>	<b>JAN</b> 96.42%
	<b>NOV</b> -0.67%

### 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	270	9.95%	89.40%	86.55%	90.77%	90.27%	0.00%
\$50,001 - \$75,000	250	9.21%	96.07%	94.38%	96.33%	99.58%	87.75%
\$75,001 - \$100,000	276	10.17%	96.18%	96.44%	96.43%	94.21%	91.50%
\$100,001 - \$150,000	624	22.99%	97.25%	96.35%	97.38%	97.19%	96.42%
\$150,001 - \$200,000	535	19.71%	98.13%	97.80%	98.44%	97.28%	98.26%
\$200,001 - \$300,000	477	17.58%	97.48%	97.25%	97.34%	97.73%	96.52%
\$300,001 and up	282	10.39%	96.86%	93.21%	96.40%	97.21%	96.91%
<b>Average Sold/List Ratio</b>			96.40%	93.50%	96.73%	97.10%	96.43%
<b>Total Closed Units</b>	2,714	100%	96.40%	322	1691	627	74
<b>Total Closed Volume</b>	468,100,673			30.83M	247.16M	163.76M	26.34M

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Contact: Nabeel Jamal

Phone: 405-848-9944

Email: nabeel@okrealtors.com

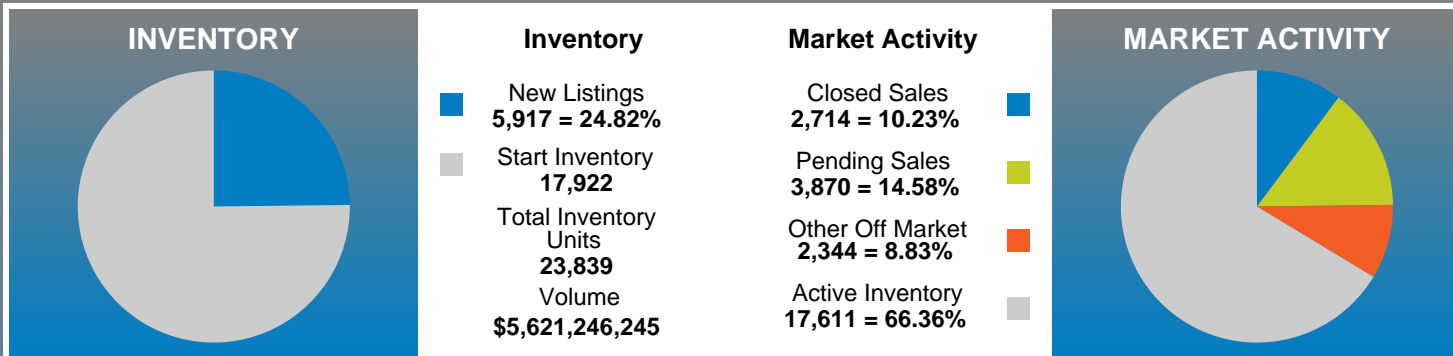
# January 2018

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



## MARKET SUMMARY

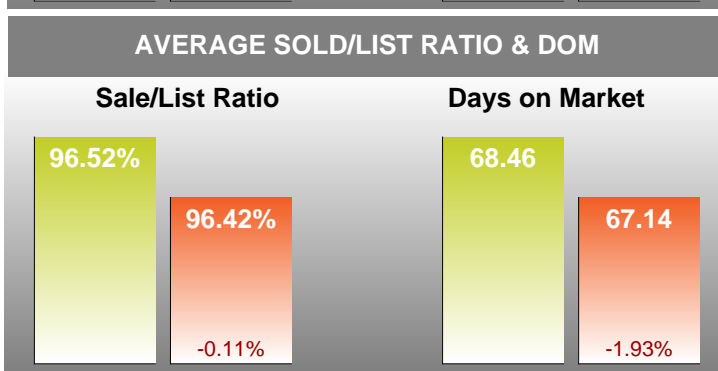
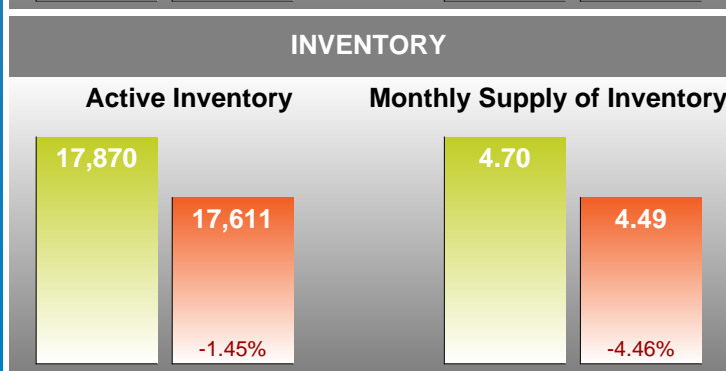
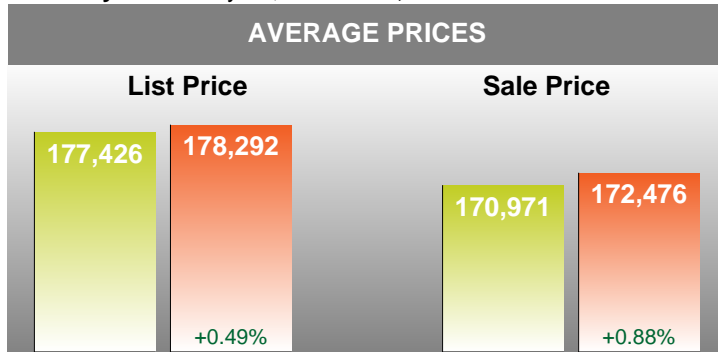
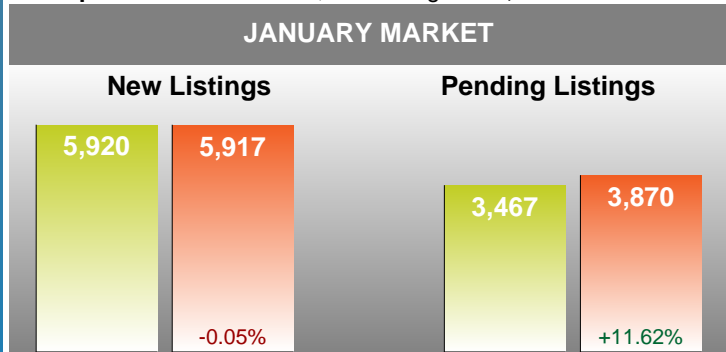
Report produced on Mar 09, 2018 for Nabeel Jamal



Compared Metrics	January			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	2,577	2,714	5.32%	2,577	2,714	5.32%
Pending Sales	3,467	3,870	11.62%	3,467	3,870	11.62%
New Listings	5,920	5,917	-0.05%	5,920	5,917	-0.05%
Average List Price	177,426	178,292	0.49%	177,426	178,292	0.49%
Average Sale Price	170,971	172,476	0.88%	170,971	172,476	0.88%
Average Percent of Selling Price to List Price	96.52%	96.42%	-0.11%	96.52%	96.42%	-0.11%
Average Days on Market to Sale	68.46	67.14	-1.93%	68.46	67.14	-1.93%
Monthly Inventory	17,870	17,611	-1.45%	17,870	17,611	-1.45%
Months Supply of Inventory	4.70	4.49	-4.46%	4.70	4.49	-4.46%

**Absorption:** Last 12 months, an Average of **3,919** Sales/Month

**Inventory on January 31, 2018 = 17,611** 2017 2018



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