



November 2017

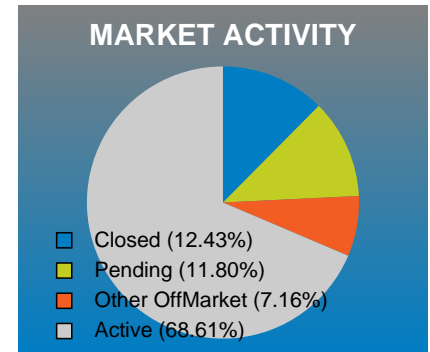
Area Delimited by Entire OK State MLS - Single-Family Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Mar 09, 2018 for Nabeel Jamal

Compared Metrics	November		
	2016	2017	+/-%
Closed Listings	3,272	3,509	7.24%
Pending Listings	3,172	3,332	5.04%
New Listings	4,825	4,961	2.82%
Average List Price	182,784	185,170	1.31%
Average Sale Price	177,047	179,772	1.54%
Average Percent of List Price to Selling Price	96.64%	96.94%	0.31%
Average Days on Market to Sale	64.62	62.46	-3.33%
End of Month Inventory	18,771	19,368	3.18%
Months Supply of Inventory	4.94	4.97	0.45%



Absorption: Last 12 months, an Average of **3,900** Sales/Month
Active Inventory as of November 30, 2017 = **19,368**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2017 rose **3.18%** to 19,368 existing homes available for sale. Over the last 12 months this area has had an average of 3,900 closed sales per month. This represents an unsold inventory index of **4.97** 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 **1.54%** in November 2017 to \$179,772 versus the previous year at \$177,047.

Average Days on Market Shortens

The average number of **62.46** days that homes spent on the market before selling decreased by 2.15 days or **3.33%** in November 2017 compared to last year's same month at **64.62** DOM.

Sales Success for November 2017 is Positive

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

There were 4,961 New Listings in November 2017, up **2.82%** from last year at 4,825. Furthermore, there were 3,509 Closed Listings this month versus last year at 3,272, a **7.24%** increase.

Closed versus Listed trends yielded a **70.7%** ratio, up from previous year's, November 2016, at **67.8%**, a **4.30%** upswing. 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



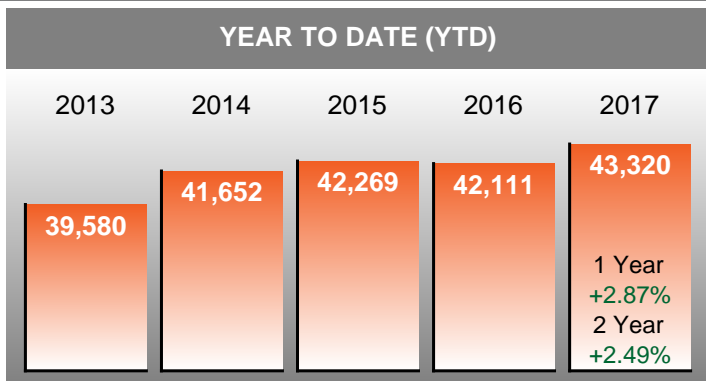
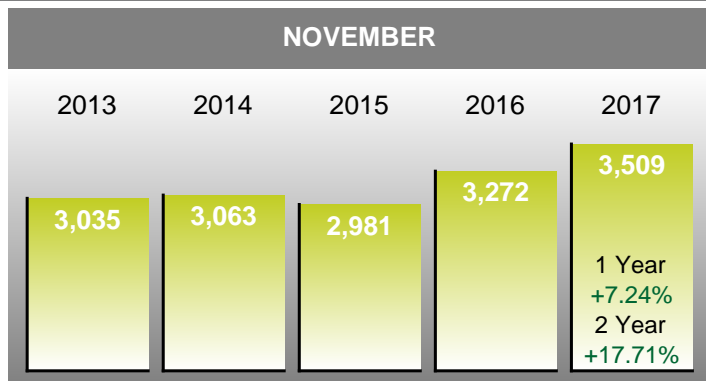
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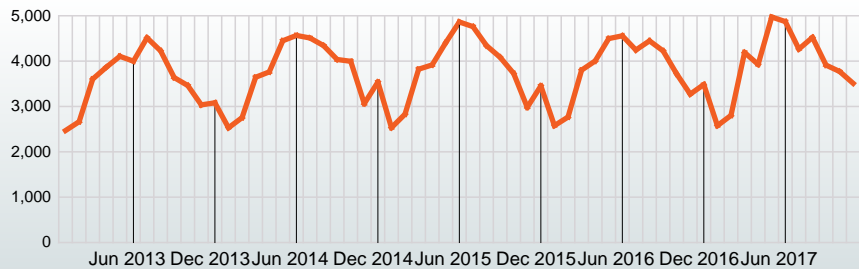
CLOSED LISTINGS

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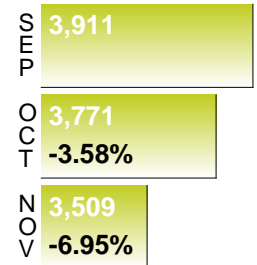


5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 3,172 **3 MONTHS**



High
May 2017 = 4,972
Low
Jan 2013 = 2,469
Closed Listings
this month at **3,509**,
above the 5 yr NOV
average of **3,172**



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	324	9.23%	86.8	127	169	23	5
\$50,001 - \$75,000	259	7.38%	70.3	67	166	24	2
\$75,001 - \$125,000	660	18.81%	56.0	103	490	60	7
\$125,001 - \$175,000	879	25.05%	50.7	54	663	156	6
\$175,001 - \$225,000	534	15.22%	63.2	22	310	191	11
\$225,001 - \$300,000	425	12.11%	66.1	10	186	203	26
\$300,001 and up	428	12.20%	68.8	9	124	233	62
Total Closed Units	3,509			392	2,108	890	119
Total Closed Volume	630,819,748	100%	62.5	36.14M	321.33M	224.90M	48.46M
Average Closed Price	\$179,772			\$92,183	\$152,433	\$252,695	\$407,208

Ready to Buy or Sell Real Estate?

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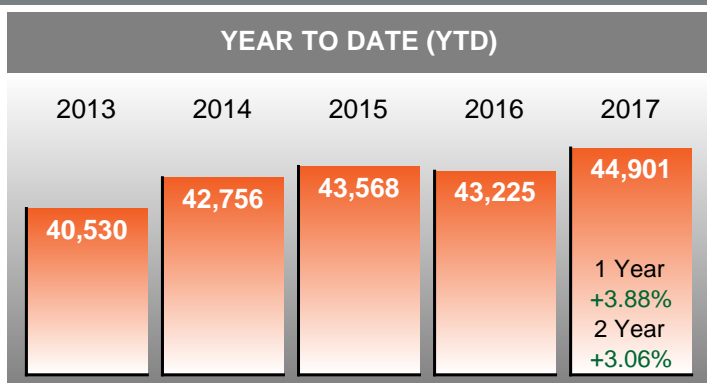
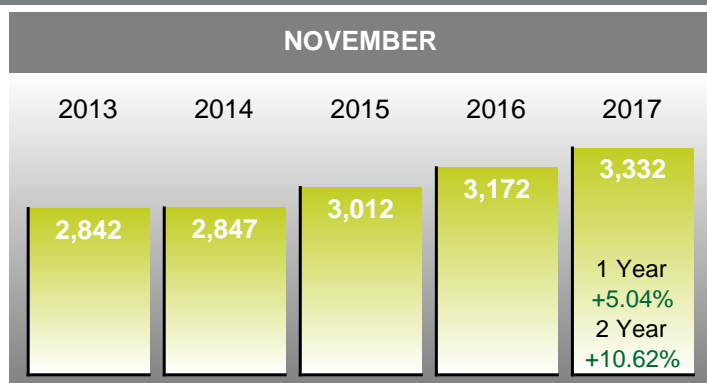
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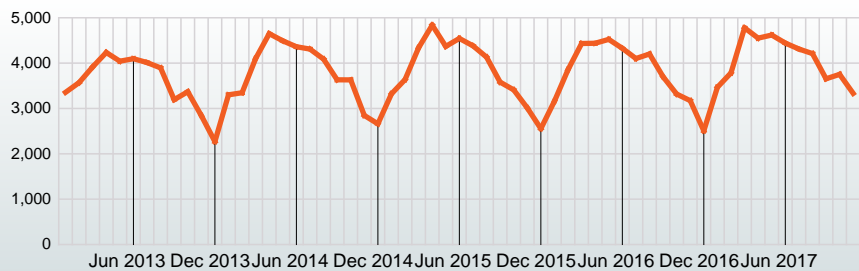
PENDING LISTINGS

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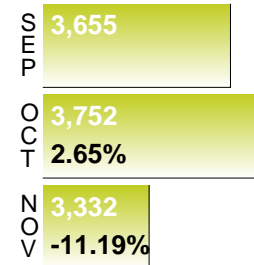


5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 3,041 **3 MONTHS**



High
Apr 2015 = 4,838
Low
Dec 2013 = 2,270
Pending Listings
this month at **3,332**,
above the 5 yr NOV
average of **3,041**



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	289	8.67%	68.2	112	146	27	4
\$50,001 - \$75,000	276	8.28%	62.5	64	182	29	1
\$75,001 - \$125,000	625	18.76%	61.9	107	450	58	10
\$125,001 - \$175,000	781	23.44%	51.7	55	606	112	8
\$175,001 - \$225,000	513	15.40%	66.2	28	315	162	8
\$225,001 - \$325,000	497	14.92%	68.8	15	220	234	28
\$325,001 and up	351	10.53%	66.3	9	93	198	51
Total Pending Units	3,332			390	2,012	820	110
Total Pending Volume	620,656,436	100%	61.9	38.85M	319.75M	221.81M	40.23M
Average Listing Price	\$185,355			\$99,623	\$158,924	\$270,506	\$365,765

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Phone: 405-848-9944

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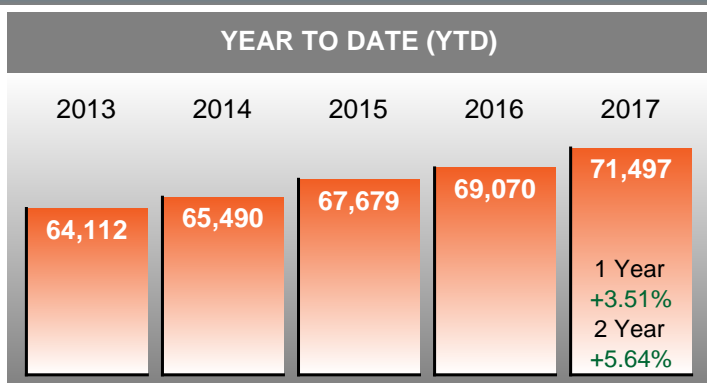
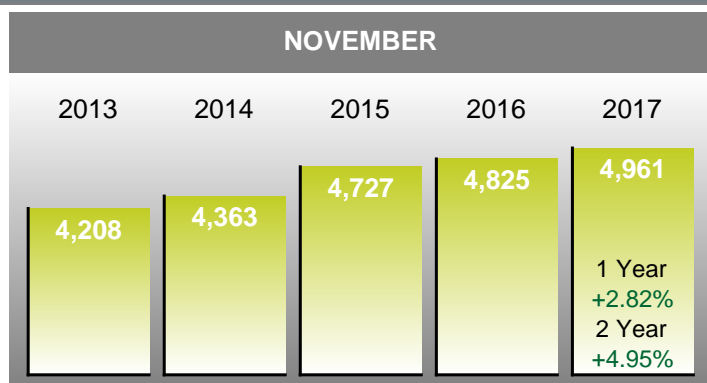
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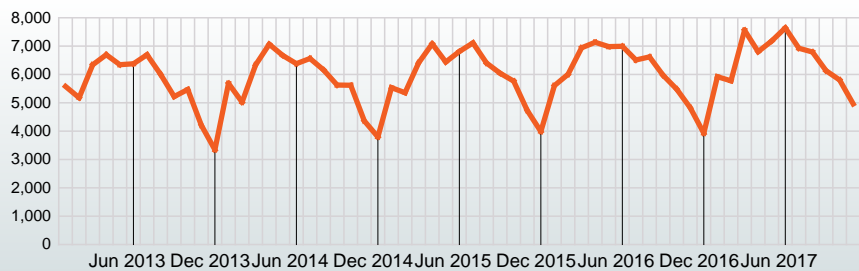
NEW LISTINGS

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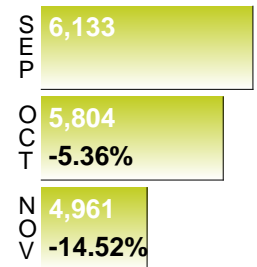


5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 4,617 **3 MONTHS**



High
Jun 2017 = 7,642
Low
Dec 2013 = 3,344
New Listings
this month at **4,961**,
above the 5 yr NOV
average of **4,617**



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	387	7.80%	175	179	29	4
\$50,001 - \$75,000	410	8.26%	138	242	28	2
\$75,001 - \$125,000	881	17.76%	162	622	88	9
\$125,001 - \$175,000	1,043	21.02%	85	794	150	14
\$175,001 - \$250,000	957	19.29%	47	541	344	25
\$250,001 - \$375,000	762	15.36%	31	266	401	64
\$375,001 and up	521	10.50%	15	110	279	117
Total New Listed Units	4,961		653	2,754	1,319	235
Total New Listed Volume	1,055,082,770	100%	72.84M	463.82M	396.84M	121.58M
Average New Listed Listing Price	\$172,841		\$111,548	\$168,417	\$300,863	\$517,380

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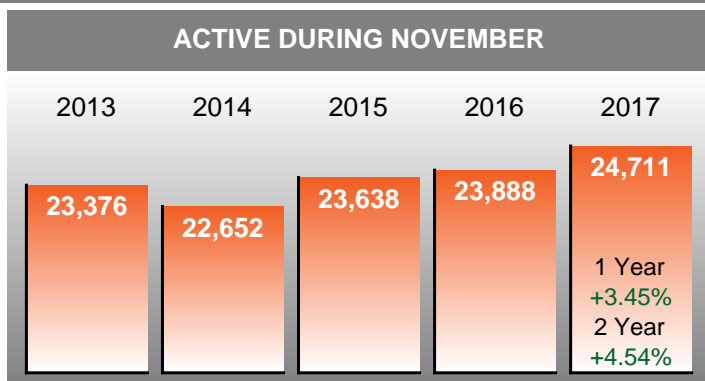
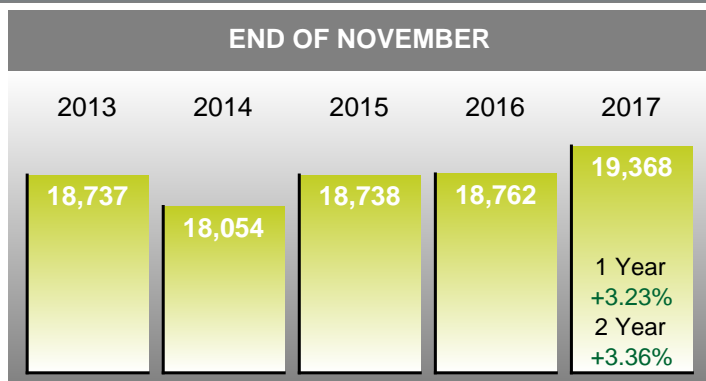
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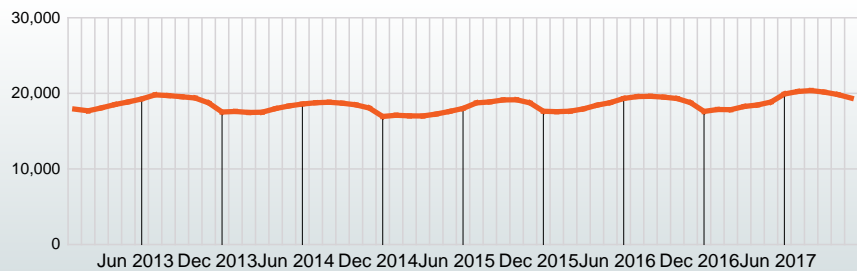
ACTIVE INVENTORY

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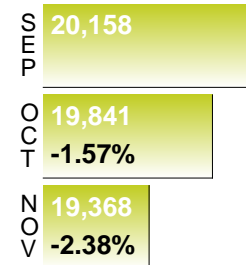


5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 18,732 **3 MONTHS**



High
Aug 2017 = 20,368
Low
Dec 2014 = 16,940
Inventory
this month at **19,368**,
above the 5 yr NOV
average of **18,732**



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	1,647	8.50%	181.4	792	724	123	8
\$50,001 - \$75,000	1,577	8.14%	151.9	534	876	150	17
\$75,001 - \$125,000	3,006	15.52%	127.9	587	2,012	365	42
\$125,001 - \$225,000	5,925	30.59%	112.2	457	3,855	1,513	100
\$225,001 - \$275,000	2,016	10.41%	118.8	110	897	920	89
\$275,001 - \$425,000	3,053	15.76%	121.5	144	995	1,627	287
\$425,001 and up	2,144	11.07%	134.0	56	445	1,065	578
Total Active Inventory by Units	19,368			2,680	9,804	5,763	1,121
Total Active Inventory by Volume	4,667,065,874	100%	128.3	313.49M	1.80B	1.85B	704.51M
Average Active Inventory Listing Price	\$240,968			\$116,973	\$183,502	\$321,017	\$628,463

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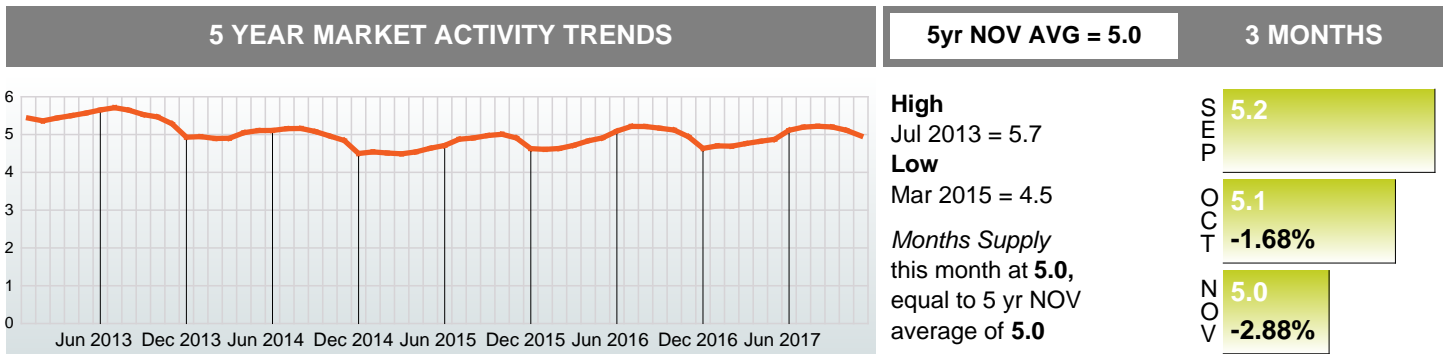
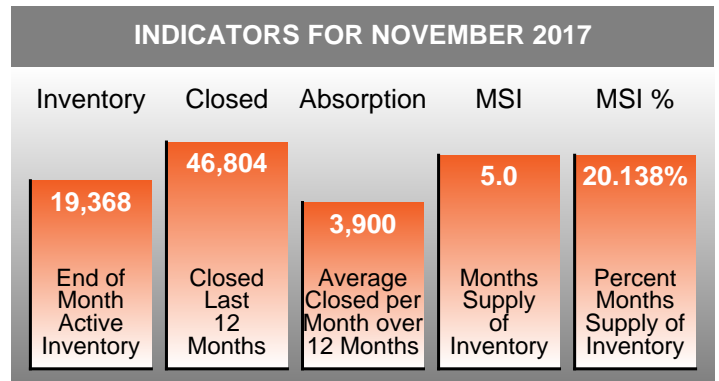
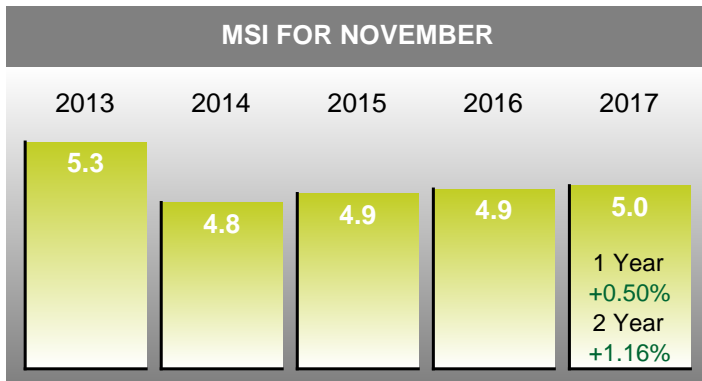
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Area Delimited by Entire OK State MLS - Single-Family Property Type



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	1,647	8.50%	4.7	5.5	4.1	4.5	2.7
\$50,001 - \$75,000	1,577	8.14%	5.3	6.3	4.8	6.4	5.1
\$75,001 - \$125,000	3,006	15.52%	4.0	4.9	3.6	4.8	6.5
\$125,001 - \$225,000	5,925	30.59%	3.8	5.1	3.6	4.1	4.3
\$225,001 - \$275,000	2,016	10.41%	5.7	10.7	5.5	5.5	6.2
\$275,001 - \$425,000	3,053	15.76%	7.3	14.6	7.2	6.9	8.3
\$425,001 and up	2,144	11.07%	13.3	18.2	14.4	11.5	16.5
Market Supply of Inventory (MSI)	5.0			5.8	4.2	5.8	9.4
Total Active Inventory by Units	19,368	100%	5.0	2,680	9,804	5,763	1,121

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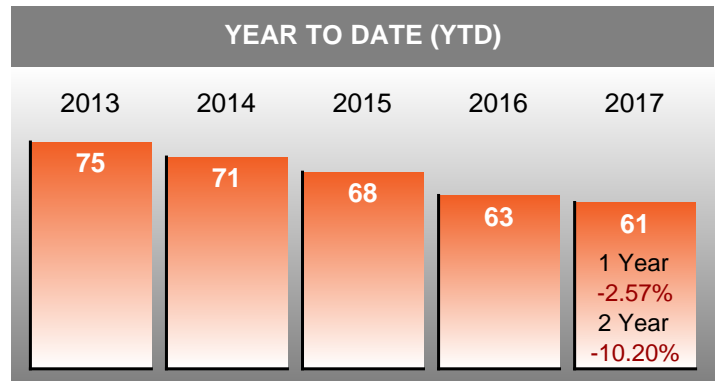
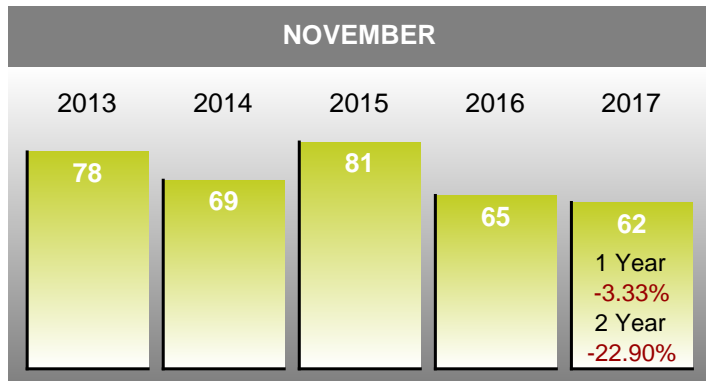
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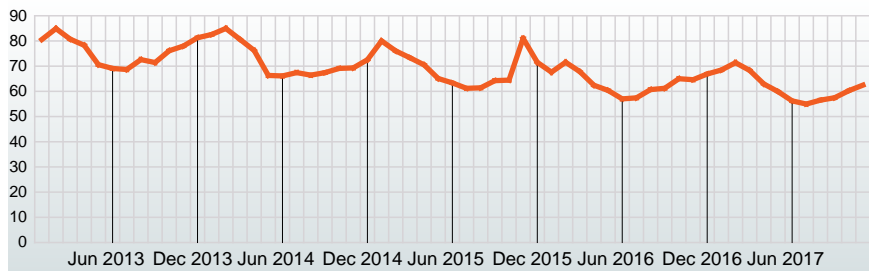


AVERAGE DAYS ON MARKET TO SALE

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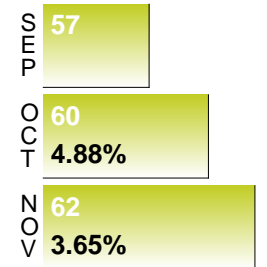


5 YEAR MARKET ACTIVITY TRENDS



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

High
Feb 2014 = 85
Low
Jul 2017 = 55
Average Days on Market
this month at **62**,
below the 5 yr NOV
average of **71**



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	324	9.23%	86.8	74.0	81.0	79.4	643.4
\$50,001 - \$75,000	259	7.38%	70.3	73.0	65.0	95.6	118.5
\$75,001 - \$125,000	660	18.81%	56.0	51.6	53.7	81.5	59.3
\$125,001 - \$175,000	879	25.05%	50.7	68.7	48.2	54.7	67.3
\$175,001 - \$225,000	534	15.22%	63.2	83.8	61.4	64.4	51.8
\$225,001 - \$300,000	425	12.11%	66.1	48.7	64.8	68.9	61.5
\$300,001 and up	428	12.20%	68.8	59.7	59.7	72.4	74.8
Average Closed DOM			62.5	66.8	57.5	68.2	93.1
Total Closed Units		100%	62.5	392	2108	890	119
Total Closed Volume			630,819,748	36.14M	321.33M	224.90M	48.46M

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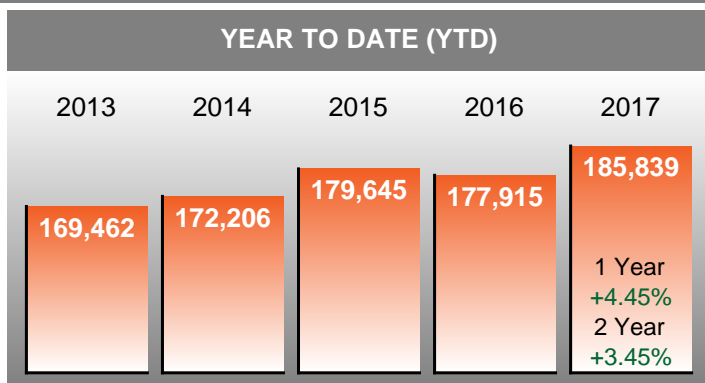
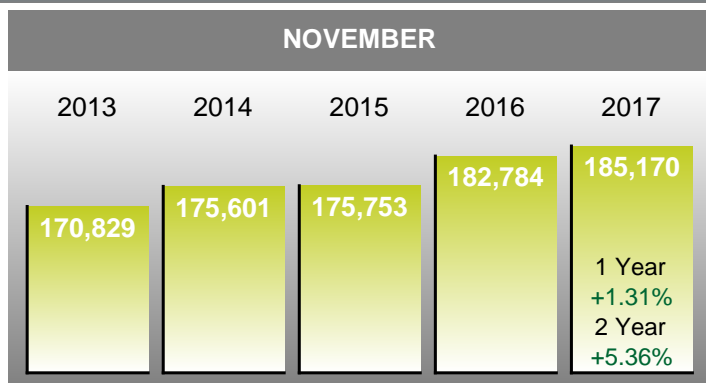
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AVERAGE LIST PRICE AT CLOSING

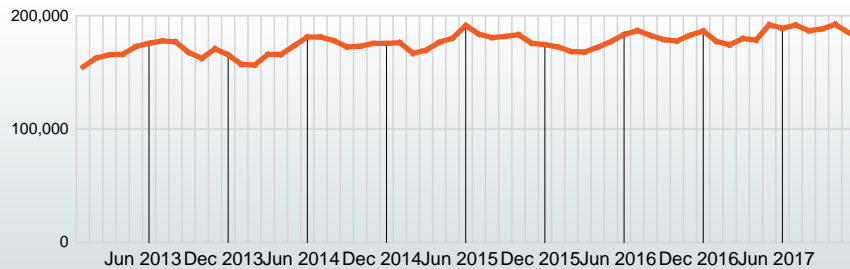
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5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 178,027

3 MONTHS



High
Oct 2017 = 192,330
Low
Jan 2013 = 154,862
Average List Price
this month at **185,170**,
above the 5 yr NOV
average of **178,027**

SEP	188,331
OCT	192,330 2.12%
NOV	185,170 -3.72%

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	299	8.52%	33,824	33,388	37,802	42,339	23,188
\$50,001 - \$75,000	254	7.24%	64,714	67,010	68,018	64,371	71,200
\$75,001 - \$125,000	651	18.55%	102,482	99,336	106,704	102,024	107,871
\$125,001 - \$175,000	875	24.94%	150,396	151,763	151,800	158,197	150,150
\$175,001 - \$225,000	526	14.99%	199,114	210,746	202,178	206,664	212,036
\$225,001 - \$300,000	463	13.19%	260,058	262,660	262,993	266,176	269,926
\$300,001 and up	441	12.57%	452,963	387,960	389,621	445,491	636,232
Average List Price			185,170	96,713	156,790	259,129	426,145
Total Closed Units		100%	185,170	392	2108	890	119
Total Closed Volume			649,760,060	37.91M	330.51M	230.62M	50.71M

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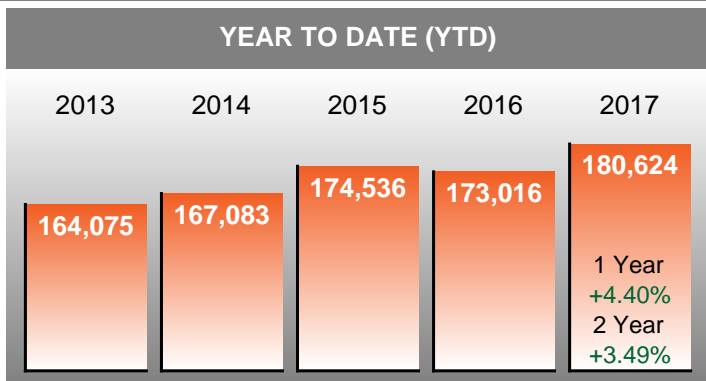
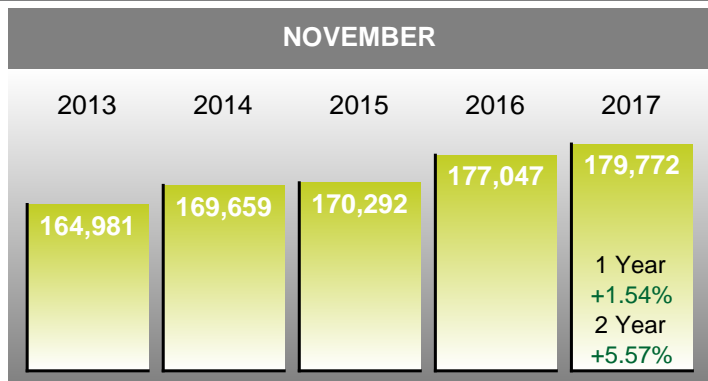
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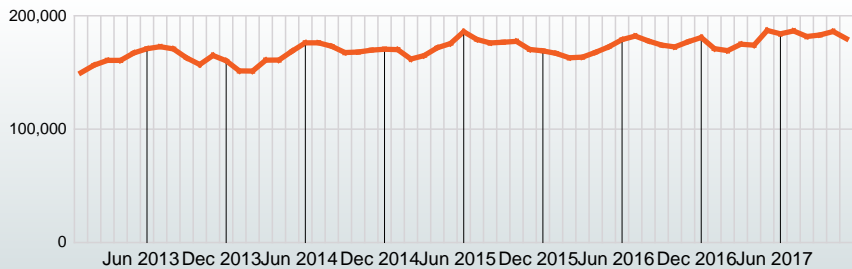
AVERAGE SOLD PRICE AT CLOSING

Report produced on Mar 09, 2018 for Nabeel Jamal



5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 172,350 **3 MONTHS**



High
May 2017 = 187,072
Low
Jan 2013 = 149,793
Average Sold Price
this month at **179,772**,
above the 5 yr NOV
average of **172,350**

SEP	183,038
OCT	186,136
NOV	179,772
1.69%	
-3.42%	

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	324	9.23%	32,048	29,571	33,595	36,935	20,202
\$50,001 - \$75,000	259	7.38%	63,907	62,838	64,608	61,847	66,250
\$75,001 - \$125,000	660	18.81%	101,760	96,712	102,896	100,710	105,500
\$125,001 - \$175,000	879	25.05%	149,435	146,271	148,618	154,110	146,733
\$175,001 - \$225,000	534	15.22%	199,479	202,714	197,749	201,890	199,900
\$225,001 - \$300,000	425	12.11%	259,720	256,880	256,743	261,763	266,151
\$300,001 and up	428	12.20%	440,342	364,627	378,357	432,540	604,621
Average Sold Price			179,772	92,183	152,433	252,695	407,208
Total Closed Units		100%	179,772	392	2108	890	119
Total Closed Volume			630,819,748	36.14M	321.33M	224.90M	48.46M

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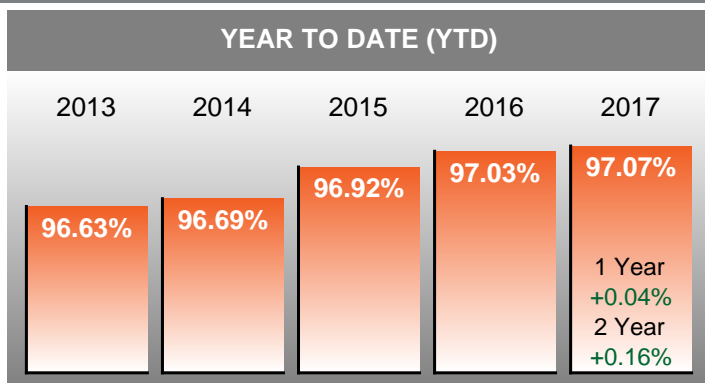
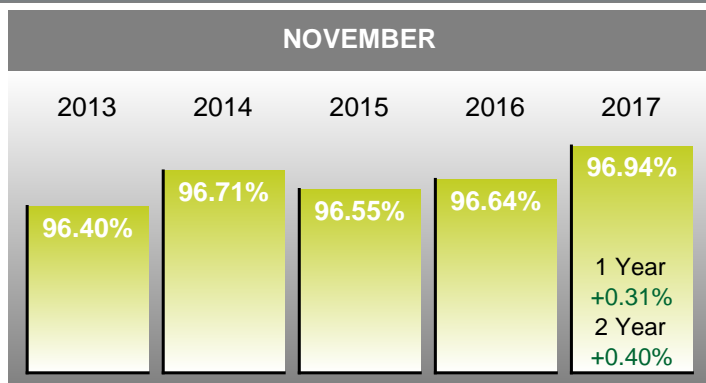
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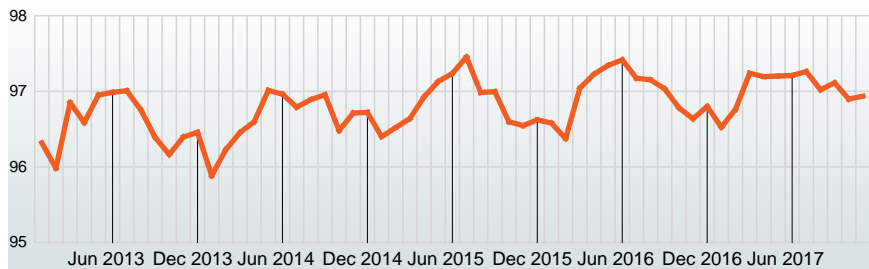


AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS



5yr NOV AVG = 96.65% **3 MONTHS**

High Jul 2015 = 97.45%	SEP 97.11%
Low Jan 2014 = 95.88%	OCT 96.90%
<i>Average Sold/List Ratio this month at 96.94%, equal to 5 yr NOV average of 96.65%</i>	NOV 96.94%
	-0.22%

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	324	9.23%	89.77%	90.10%	89.81%	89.05%	83.31%
\$50,001 - \$75,000	259	7.38%	95.36%	94.15%	95.69%	96.66%	93.06%
\$75,001 - \$125,000	660	18.81%	97.57%	97.63%	97.29%	99.71%	98.15%
\$125,001 - \$175,000	879	25.05%	97.91%	96.50%	98.03%	97.90%	97.90%
\$175,001 - \$225,000	534	15.22%	97.91%	96.56%	98.01%	98.05%	95.28%
\$225,001 - \$300,000	425	12.11%	98.20%	97.80%	97.92%	98.41%	98.72%
\$300,001 and up	428	12.20%	97.86%	93.85%	99.34%	97.64%	96.31%
Average Sold/List Ratio			96.90%	94.30%	97.08%	97.84%	96.33%
Total Closed Units	3,509	100%	96.90%	392	2108	890	119
Total Closed Volume	630,819,748			36.14M	321.33M	224.90M	48.46M

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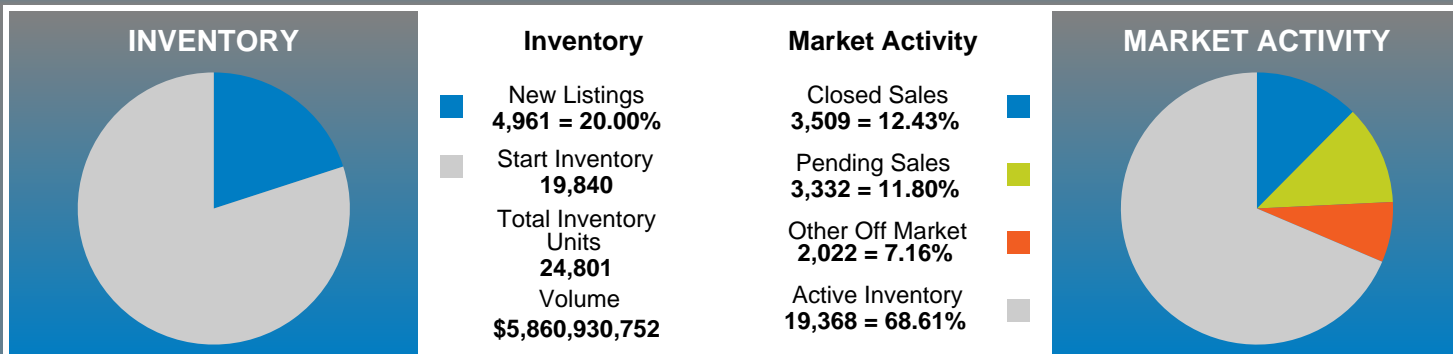
November 2017

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



MARKET SUMMARY

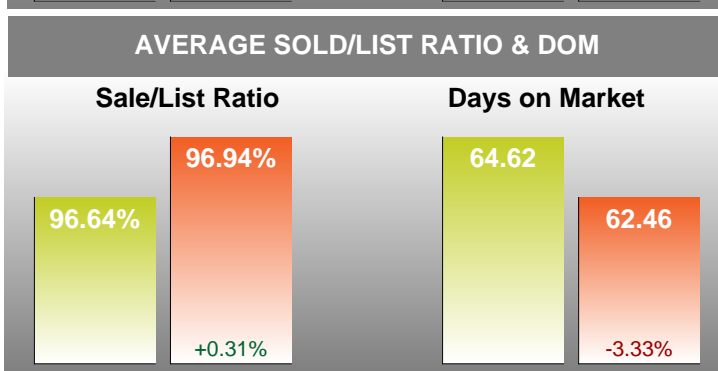
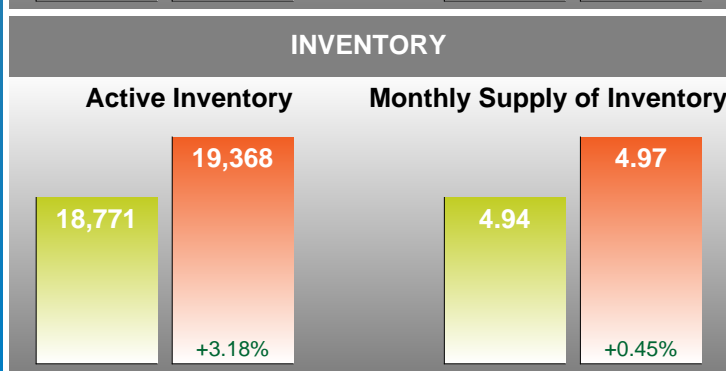
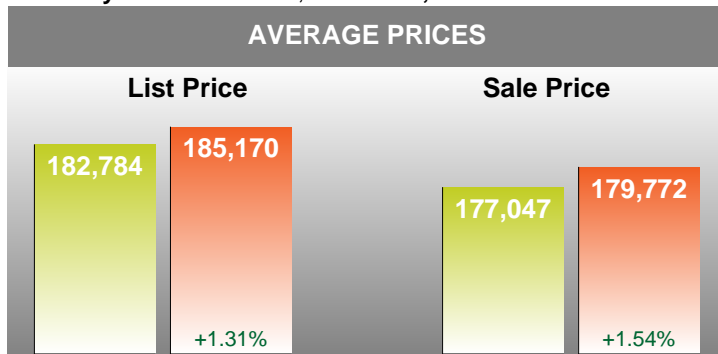
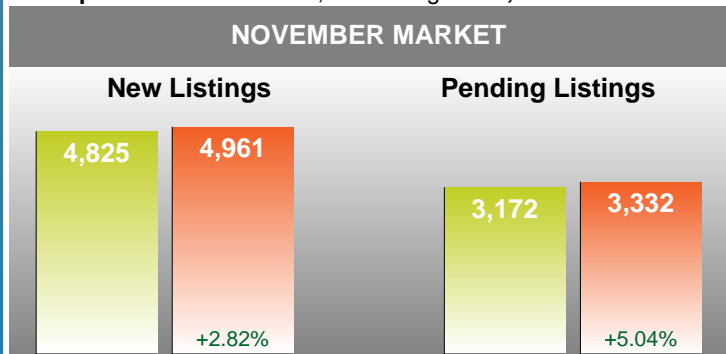
Report produced on Mar 09, 2018 for Nabeel Jamal



Compared Metrics	November			Year to Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	3,272	3,509	7.24%	42,111	43,320	2.87%
Pending Sales	3,172	3,332	5.04%	43,225	44,901	3.88%
New Listings	4,825	4,961	2.82%	69,070	71,497	3.51%
Average List Price	182,784	185,170	1.31%	177,915	185,839	4.45%
Average Sale Price	177,047	179,772	1.54%	173,016	180,624	4.40%
Average Percent of Selling Price to List Price	96.64%	96.94%	0.31%	97.03%	97.07%	0.04%
Average Days on Market to Sale	64.62	62.46	-3.33%	62.62	61.01	-2.57%
Monthly Inventory	18,771	19,368	3.18%	18,771	19,368	3.18%
Months Supply of Inventory	4.94	4.97	0.45%	4.94	4.97	0.45%

Absorption: Last 12 months, an Average of **3,900** Sales/Month

Inventory on November 30, 2017 = 19,368 2016 2017



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