

October 2017

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

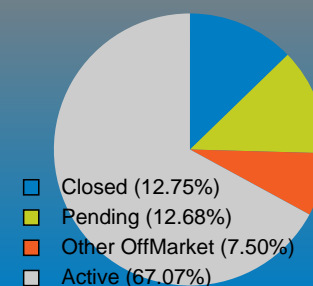


MONTHLY INVENTORY ANALYSIS

Report produced on Mar 06, 2018 for Nabeel Jamal

Compared Metrics	October		
	2016	2017	+/-%
Closed Listings	3,718	3,771	1.43%
Pending Listings	3,318	3,752	13.08%
New Listings	5,483	5,804	5.85%
Average List Price	177,771	192,330	8.19%
Average Sale Price	172,502	186,136	7.90%
Average Percent of List Price to Selling Price	96.78%	96.90%	0.12%
Average Days on Market to Sale	65.02	60.27	-7.31%
End of Month Inventory	19,321	19,840	2.69%
Months Supply of Inventory	5.12	5.11	-0.17%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **3,881** Sales/Month
Active Inventory as of October 31, 2017 = **19,840**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2017 rose **2.69%** to 19,840 existing homes available for sale. Over the last 12 months this area has had an average of 3,881 closed sales per month. This represents an unsold inventory index of **5.11** 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 **7.90%** in October 2017 to \$186,136 versus the previous year at \$172,502.

Average Days on Market Shortens

The average number of **60.27** days that homes spent on the market before selling decreased by 4.75 days or **7.31%** in October 2017 compared to last year's same month at **65.02** DOM.

Sales Success for October 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 5,804 New Listings in October 2017, up **5.85%** from last year at 5,483. Furthermore, there were 3,771 Closed Listings this month versus last year at 3,718, a **1.43%** increase.

Closed versus Listed trends yielded a **65.0%** ratio, down from previous year's, October 2016, at **67.8%**, a **4.18%** 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
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Or visit: www.okrealtors.com

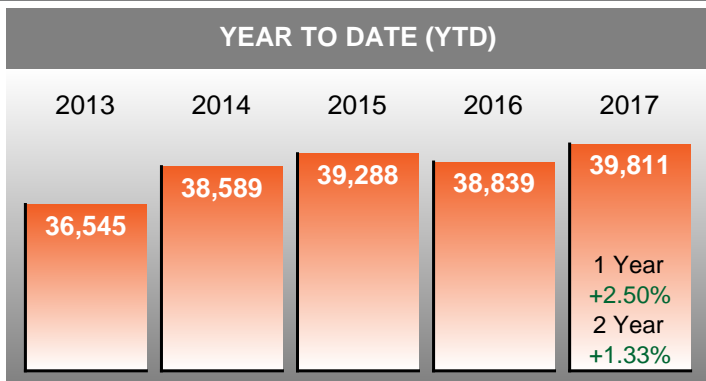
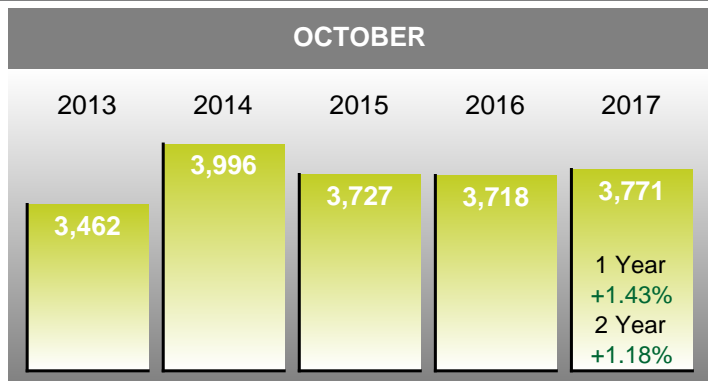
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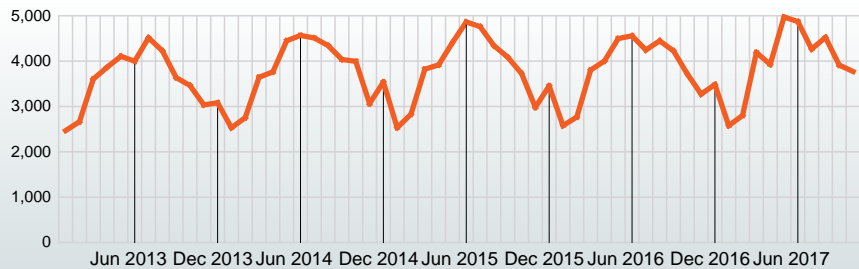
CLOSED LISTINGS

Report produced on Mar 06, 2018 for Nabeel Jamal



5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 3,735 **3 MONTHS**



High
May 2017 = 4,972
Low
Jan 2013 = 2,469
Closed Listings
this month at **3,771**,
above the 5 yr OCT
average of **3,735**

AUG	4,522
SEPT	3,911
	-13.51%
OCT	3,771
	-3.58%

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	326	8.64%	68.0	119	185	20	2
\$50,001 - \$75,000	299	7.93%	64.5	95	182	19	3
\$75,001 - \$125,000	746	19.78%	50.7	118	563	60	5
\$125,001 - \$175,000	922	24.45%	51.9	75	686	151	10
\$175,001 - \$225,000	574	15.22%	59.7	19	353	186	16
\$225,001 - \$325,000	524	13.90%	72.5	14	234	254	22
\$325,001 and up	380	10.08%	73.4	11	86	219	64
Total Closed Units	3,771			451	2,289	909	122
Total Closed Volume	701,918,447	100%	60.3	46.12M	348.71M	247.85M	59.23M
Average Closed Price	\$186,136			\$102,270	\$152,343	\$272,665	\$485,491

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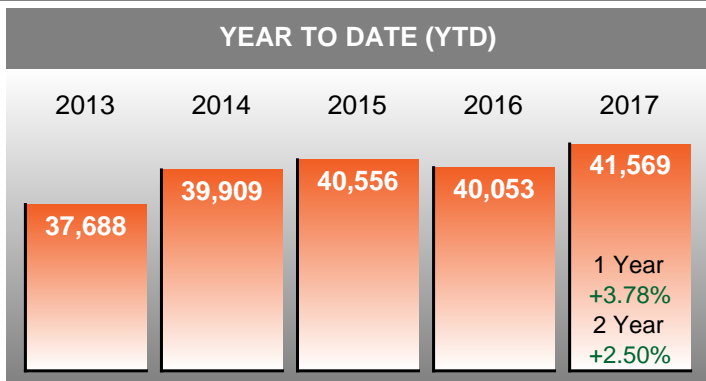
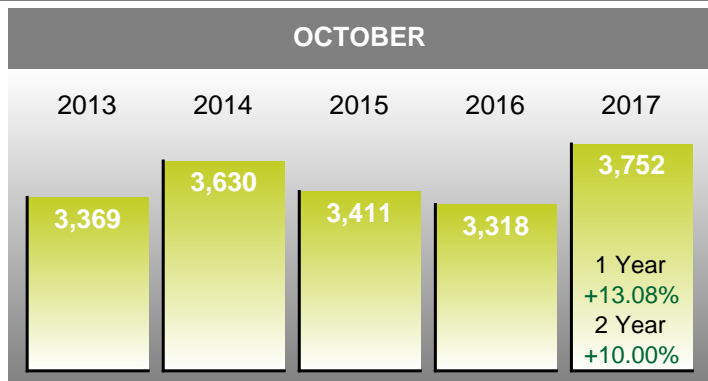
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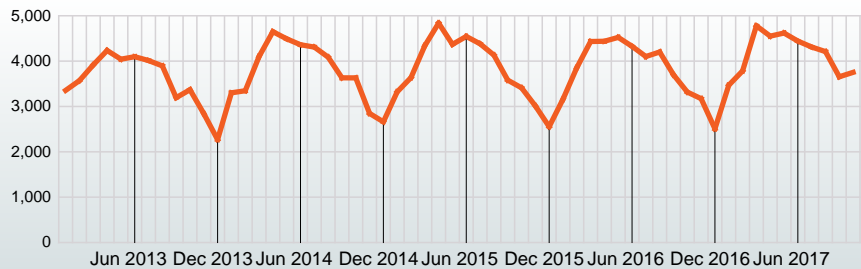
PENDING LISTINGS

Report produced on Mar 06, 2018 for Nabeel Jamal



5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 3,496 **3 MONTHS**



High
Apr 2015 = 4,838
Low
Dec 2013 = 2,270
Pending Listings
this month at **3,752**,
above the 5 yr OCT
average of **3,496**

AUG	4,210
SEP	3,655
	-13.18%
OCT	3,752
	2.65%

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	332	8.85%	64.4	126	182	21	3
\$50,001 - \$75,000	262	6.98%	70.2	83	158	21	0
\$75,001 - \$125,000	712	18.98%	54.0	96	540	66	10
\$125,001 - \$175,000	956	25.48%	53.0	60	752	135	9
\$175,001 - \$225,000	550	14.66%	62.5	16	326	197	11
\$225,001 - \$325,000	549	14.63%	72.1	23	212	284	30
\$325,001 and up	391	10.42%	79.2	9	99	214	69
Total Pending Units	3,752			413	2,269	938	132
Total Pending Volume	707,803,559	100%	62.7	40.82M	350.35M	248.24M	68.39M
Average Listing Price	\$188,062			\$98,831	\$154,408	\$264,648	\$518,139

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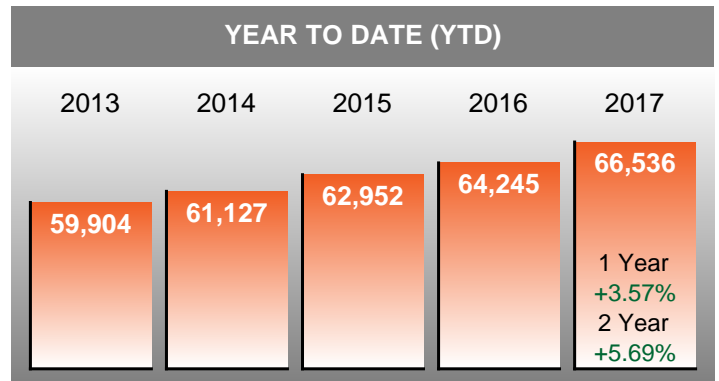
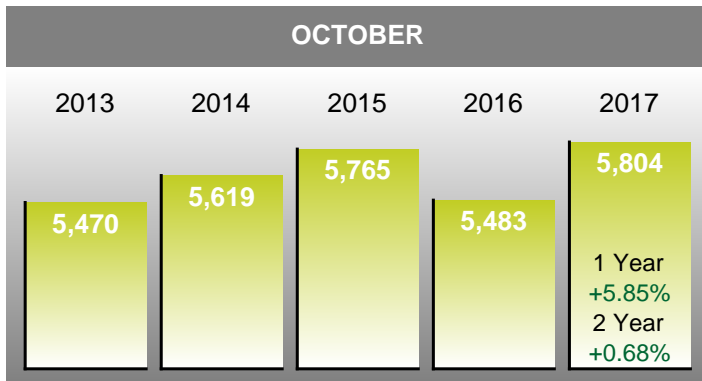
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NEW LISTINGS

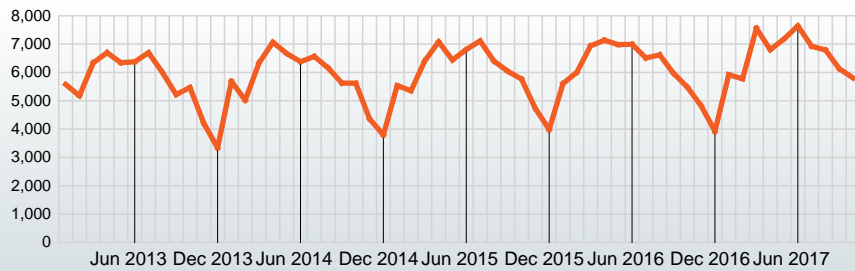
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5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 5,628

3 MONTHS



High
Jun 2017 = 7,642
Low
Dec 2013 = 3,344
New Listings
this month at **5,804**,
above the 5 yr OCT
average of **5,628**

AUG	6,791
SEP	6,133
SEP	-9.69%
OCT	5,804
OCT	-5.36%

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	460	7.93%	195	219	44	2
\$50,001 - \$75,000	427	7.36%	141	251	33	2
\$75,001 - \$125,000	1,014	17.47%	182	730	90	12
\$125,001 - \$175,000	1,259	21.69%	97	924	224	14
\$175,001 - \$275,000	1,359	23.41%	58	745	525	31
\$275,001 - \$375,000	655	11.29%	33	213	345	64
\$375,001 and up	630	10.85%	19	146	335	130
Total New Listed Units	5,804		725	3,228	1,596	255
Total New Listed Volume	1,247,740,442	100%	83.15M	545.41M	478.99M	140.19M
Average New Listed Listing Price	\$178,104		\$114,695	\$168,961	\$300,120	\$549,759

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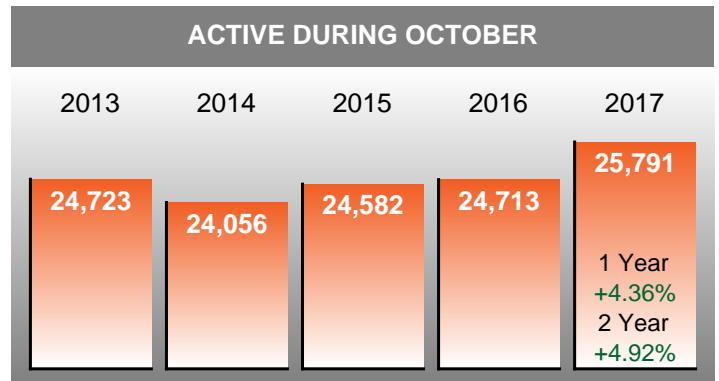
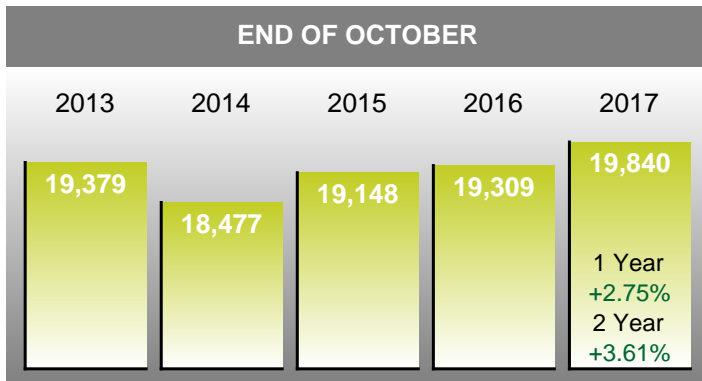
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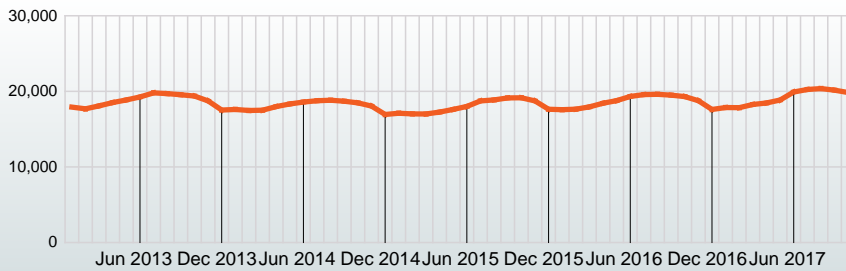
ACTIVE INVENTORY

Report produced on Mar 06, 2018 for Nabeel Jamal



5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 19,231 3 MONTHS



High
Aug 2017 = 20,367
Low
Dec 2014 = 16,939
Inventory
this month at **19,840**,
above the 5 yr OCT
average of **19,231**

AUG	20,367
SEPT	20,157
	-1.03%
OCT	19,840
	-1.57%

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	1,677	8.45%	172.3	810	735	124	8
\$50,001 - \$75,000	1,598	8.05%	145.7	518	900	164	16
\$75,001 - \$125,000	3,059	15.42%	123.9	597	2,040	375	47
\$125,001 - \$225,000	6,110	30.80%	105.8	450	4,003	1,557	100
\$225,001 - \$275,000	2,054	10.35%	112.9	111	917	942	84
\$275,001 - \$450,000	3,396	17.12%	115.3	154	1,116	1,795	331
\$450,001 and up	1,946	9.81%	128.8	49	393	935	569
Total Active Inventory by Units	19,840			2,689	10,104	5,892	1,155
Total Active Inventory by Volume	4,805,847,982	100%	122.0	311.12M	1.86B	1.89B	744.95M
Average Active Inventory Listing Price	\$242,230			\$115,701	\$184,273	\$320,416	\$644,976

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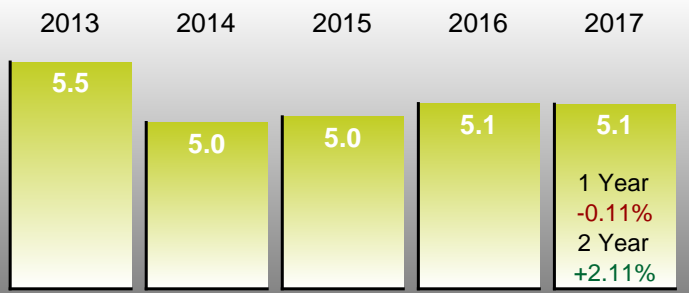
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MONTHS SUPPLY of INVENTORY (MSI)

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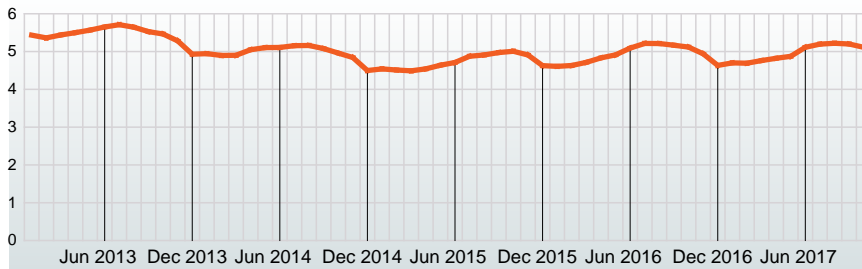
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2017

Inventory	Closed	Absorption	MSI	MSI %
19,840	46,567	3,881	5.1	19.559%
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 5.1

3 MONTHS

High
Jul 2013 = 5.7
Low
Mar 2015 = 4.5
Months Supply
this month at **5.1**,
equal to 5 yr OCT
average of **5.1**

AUG	5.2
SEP	5.2 -0.36%
OCT	5.1 -1.68%

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	1,677	8.45%	4.7	5.6	4.1	4.4	2.6
\$50,001 - \$75,000	1,598	8.05%	5.4	6.1	4.9	7.2	4.7
\$75,001 - \$125,000	3,059	15.42%	4.0	5.0	3.7	5.0	7.5
\$125,001 - \$225,000	6,110	30.80%	3.9	5.1	3.7	4.3	4.4
\$225,001 - \$275,000	2,054	10.35%	5.9	10.7	5.7	5.7	6.2
\$275,001 - \$450,000	3,396	17.12%	7.7	15.7	7.8	7.2	8.7
\$450,001 and up	1,946	9.81%	14.4	17.3	16.0	12.4	17.7
Market Supply of Inventory (MSI)	5.1	100%	5.1	5.8	4.4	6.0	9.7
Total Active Inventory by Units	19,840			2,689	10,104	5,892	1,155

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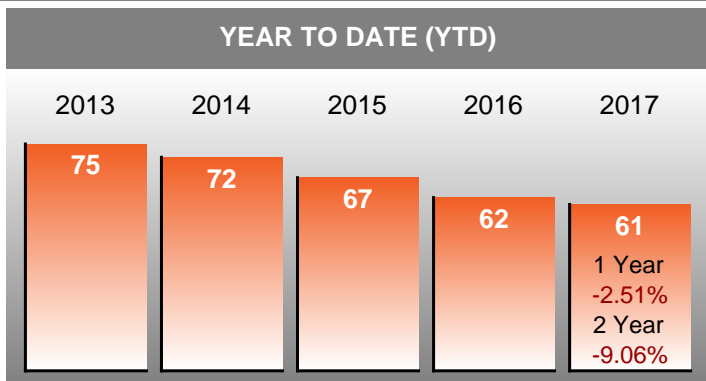
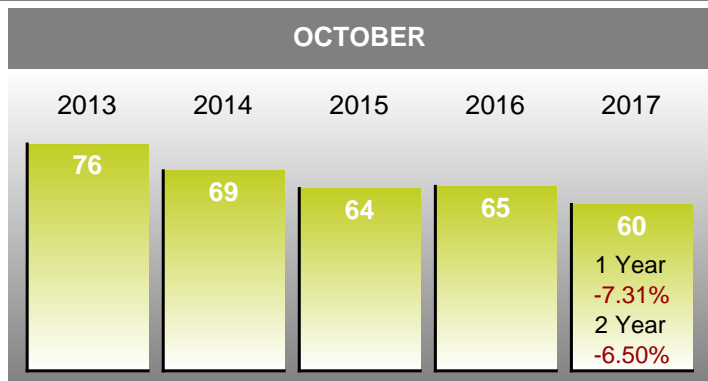
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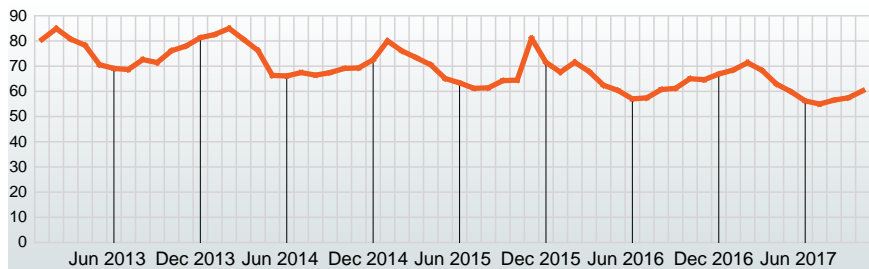


AVERAGE DAYS ON MARKET TO SALE

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5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 67 **3 MONTHS**

High
Feb 2014 = 85
Low
Jul 2017 = 55
Average Days on Market
this month at **60**,
below the 5 yr OCT
average of **67**

AUG	57
SEP	57
OCT	60
1.67%	
4.88%	

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	326	8.64%	68.0	75.3	67.7	32.0	32.0
\$50,001 - \$75,000	299	7.93%	64.5	74.2	60.3	56.8	59.0
\$75,001 - \$125,000	746	19.78%	50.7	69.9	45.7	56.1	93.0
\$125,001 - \$175,000	922	24.45%	51.9	63.1	48.5	58.6	96.5
\$175,001 - \$225,000	574	15.22%	59.7	103.5	55.3	63.1	67.4
\$225,001 - \$325,000	524	13.90%	72.5	96.1	72.3	68.5	107.1
\$325,001 and up	380	10.08%	73.4	103.2	69.7	74.7	68.8
Average Closed DOM			60.3	74.1	54.6	65.4	77.9
Total Closed Units		100%	60.3	451	2289	909	122
Total Closed Volume			701,918,447	46.12M	348.71M	247.85M	59.23M

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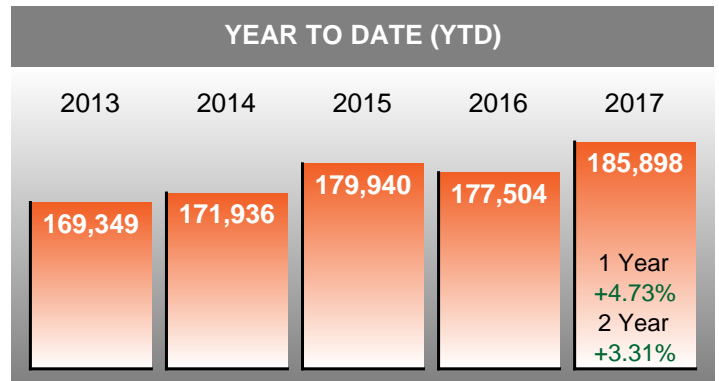
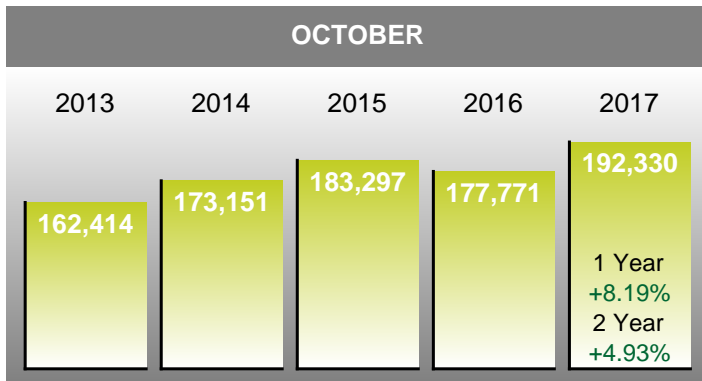
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AVERAGE LIST PRICE AT CLOSING

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5yr OCT AVG = 177,793 **3 MONTHS**

AUG	186,831
SEPT	188,331
OCT	192,330
Change from Sept	2.12%
Change from Aug	0.80%

High
 Oct 2017 = 192,330
Low
 Jan 2013 = 154,862
Average List Price
 this month at **192,330**,
 above the 5 yr OCT
 average of **177,793**

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	306	8.11%	33,775	34,276	36,418	35,420	32,000
\$50,001 - \$75,000	293	7.77%	64,847	66,120	67,608	66,000	65,400
\$75,001 - \$125,000	730	19.36%	103,928	102,602	107,075	107,727	117,780
\$125,001 - \$175,000	908	24.08%	151,107	154,260	152,537	159,817	161,050
\$175,001 - \$225,000	583	15.46%	198,133	205,114	200,839	204,751	209,745
\$225,001 - \$325,000	557	14.77%	268,529	286,621	269,031	276,506	282,161
\$325,001 and up	394	10.45%	552,761	534,250	466,267	529,281	792,668
Average List Price			192,330	106,039	156,363	282,494	514,375
Total Closed Units		100%	192,330	451	2289	909	122
Total Closed Volume			725,278,175	47.82M	357.91M	256.79M	62.75M

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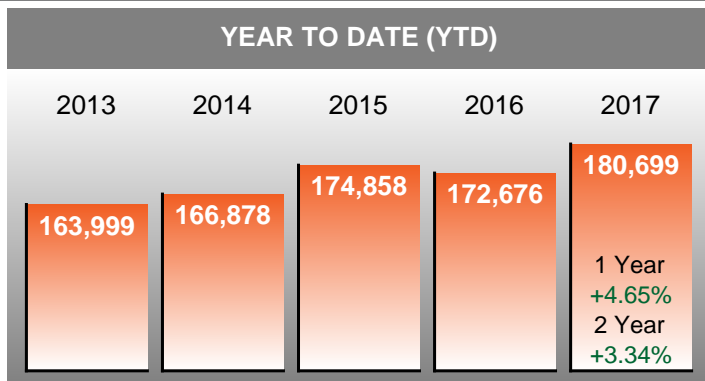
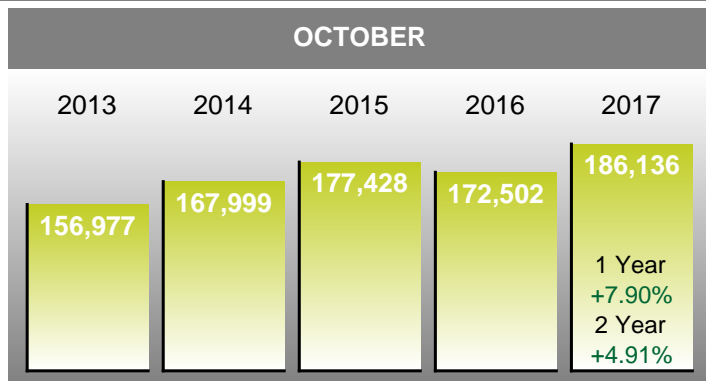
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AVERAGE SOLD PRICE AT CLOSING

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5yr OCT AVG = 172,208

3 MONTHS

AUG	181,700
SEP	183,038
SEP	0.74%
OCT	186,136
OCT	1.69%

High
May 2017 = 187,072

Low
Jan 2013 = 149,793

Average Sold Price this month at **186,136**, above the 5 yr OCT average of **172,208**

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	326	8.64%	31,744	29,996	32,797	33,259	23,250
\$50,001 - \$75,000	299	7.93%	63,902	63,231	64,266	64,861	57,033
\$75,001 - \$125,000	746	19.78%	103,231	99,571	104,069	102,474	104,300
\$125,001 - \$175,000	922	24.45%	150,397	149,397	149,500	154,715	154,180
\$175,001 - \$225,000	574	15.22%	198,119	197,872	196,731	200,077	206,252
\$225,001 - \$325,000	524	13.90%	267,613	276,779	263,224	270,829	271,317
\$325,001 and up	380	10.08%	533,784	541,693	450,695	504,289	745,001
Average Sold Price			186,136	102,270	152,343	272,665	485,491
Total Closed Units		100%	186,136	451	2289	909	122
Total Closed Volume			701,918,447	46.12M	348.71M	247.85M	59.23M

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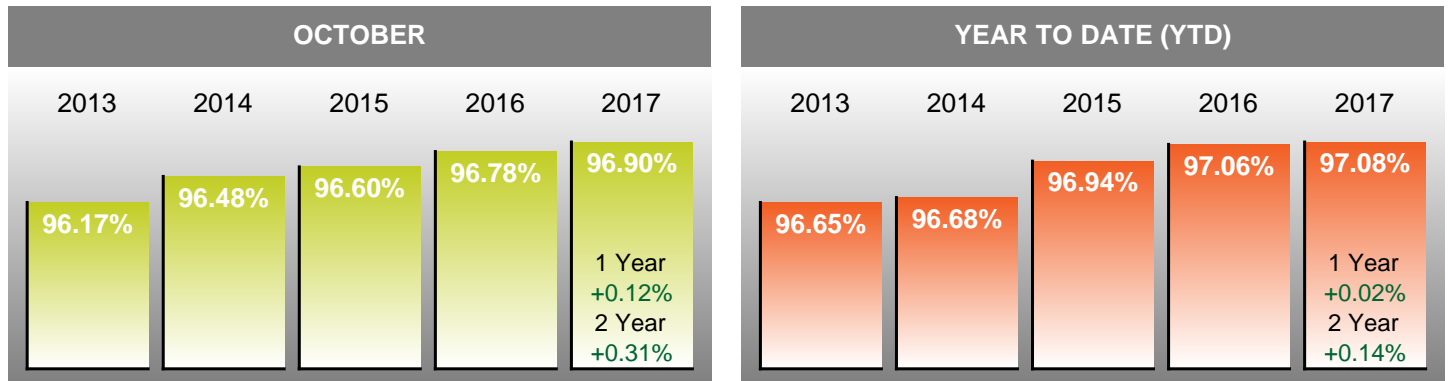
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AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

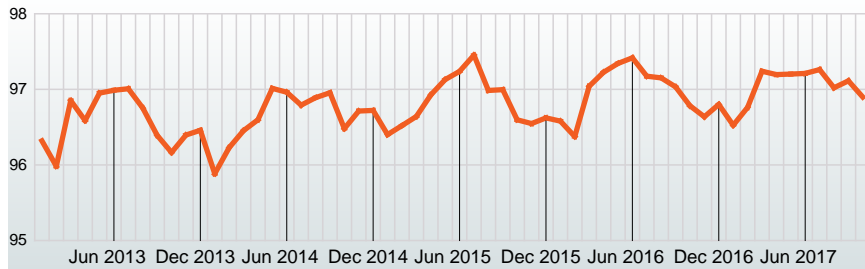
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5 YEAR MARKET ACTIVITY TRENDS

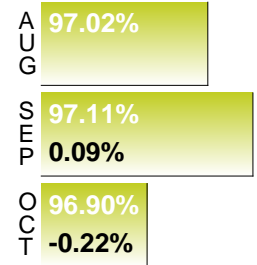
5yr OCT AVG = 96.58%

3 MONTHS



High
Jul 2015 = 97.45%
Low
Jan 2014 = 95.88%

Average Sold/List Ratio this month at **96.90%**, equal to 5 yr OCT average of **96.58%**



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	326	8.64%	89.71%	88.00%	90.35%	95.17%	76.85%
\$50,001 - \$75,000	299	7.93%	96.09%	96.11%	95.72%	100.71%	89.07%
\$75,001 - \$125,000	746	19.78%	97.29%	97.69%	97.45%	95.78%	88.53%
\$125,001 - \$175,000	922	24.45%	97.99%	97.13%	98.30%	97.12%	95.80%
\$175,001 - \$225,000	574	15.22%	98.04%	96.77%	98.15%	97.92%	98.67%
\$225,001 - \$325,000	524	13.90%	97.93%	96.68%	97.99%	98.08%	96.37%
\$325,001 and up	380	10.08%	97.13%	100.02%	97.58%	96.89%	96.81%
Average Sold/List Ratio			96.90%	94.70%	97.16%	97.44%	96.04%
Total Closed Units	3,771	100%	96.90%	451	2,289	909	122
Total Closed Volume	701,918,447			46.12M	348.71M	247.85M	59.23M

Ready to Buy or Sell Real Estate?

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Contact: Nabeel Jamal

Phone: 405-848-9944

Email: nabeel@okrealtors.com

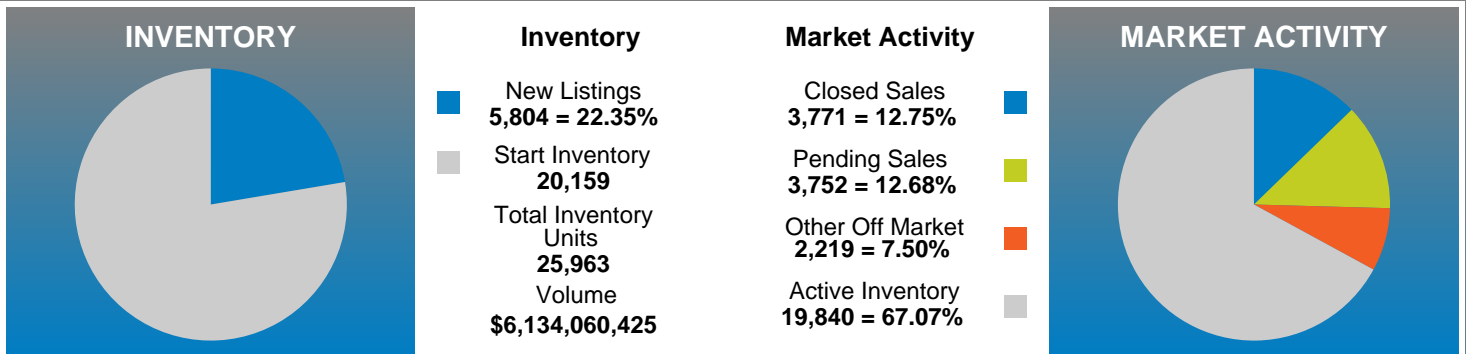
October 2017

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



MARKET SUMMARY

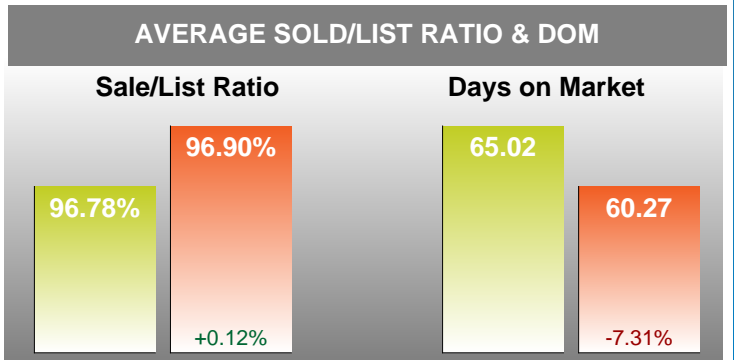
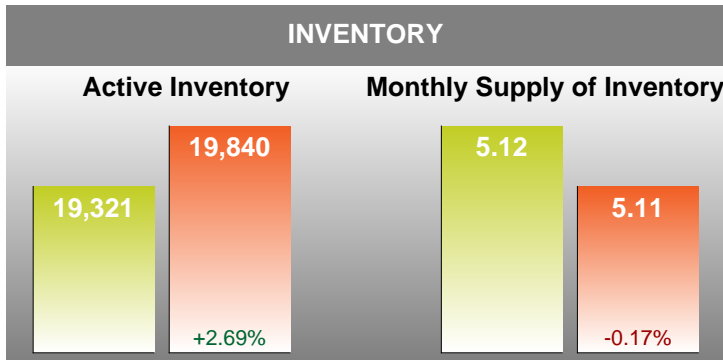
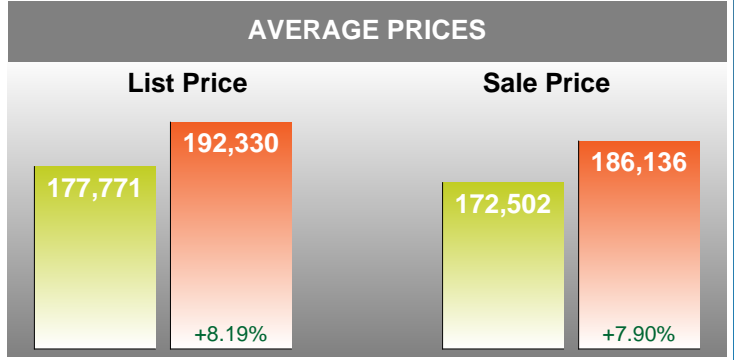
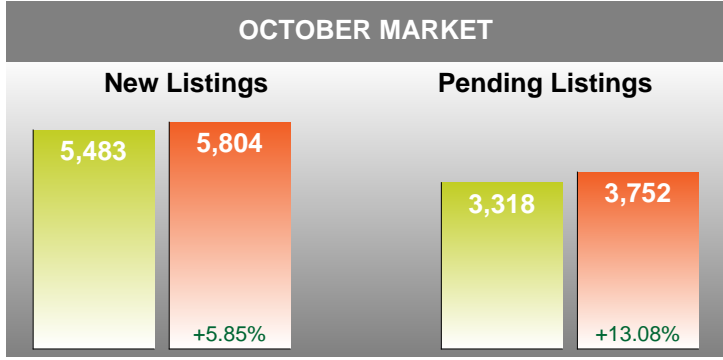
Report produced on Mar 06, 2018 for Nabeel Jamal



Compared Metrics	October			Year to Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	3,718	3,771	1.43%	38,839	39,811	2.50%
Pending Sales	3,318	3,752	13.08%	40,053	41,569	3.78%
New Listings	5,483	5,804	5.85%	64,245	66,536	3.57%
Average List Price	177,771	192,330	8.19%	177,504	185,898	4.73%
Average Sale Price	172,502	186,136	7.90%	172,676	180,699	4.65%
Average Percent of Selling Price to List Price	96.78%	96.90%	0.12%	97.06%	97.08%	0.02%
Average Days on Market to Sale	65.02	60.27	-7.31%	62.45	60.88	-2.51%
Monthly Inventory	19,321	19,840	2.69%	19,321	19,840	2.69%
Months Supply of Inventory	5.12	5.11	-0.17%	5.12	5.11	-0.17%

Absorption: Last 12 months, an Average of **3,881** Sales/Month

Inventory on October 31, 2017 = 19,840 2016 2017



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