



September 2017

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

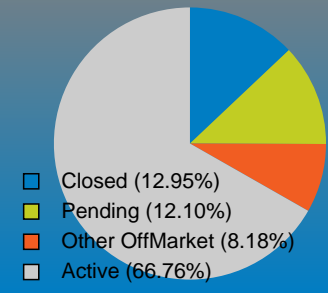


MONTHLY INVENTORY ANALYSIS

Report produced on Mar 05, 2018 for Nabeel Jamal

Compared Metrics	September		
	2016	2017	+/-%
Closed Listings	4,226	3,911	-7.45%
Pending Listings	3,699	3,655	-1.19%
New Listings	5,971	6,133	2.71%
Average List Price	178,926	188,331	5.26%
Average Sale Price	174,133	183,038	5.11%
Average Percent of List Price to Selling Price	97.03%	97.11%	0.08%
Average Days on Market to Sale	61.22	57.46	-6.14%
End of Month Inventory	19,533	20,159	3.20%
Months Supply of Inventory	5.18	5.20	0.47%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **3,876** Sales/Month
Active Inventory as of September 30, 2017 = **20,159**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of September 2017 rose **3.20%** to 20,159 existing homes available for sale. Over the last 12 months this area has had an average of 3,876 closed sales per month. This represents an unsold inventory index of **5.20** 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 **5.11%** in September 2017 to \$183,038 versus the previous year at \$174,133.

Average Days on Market Shortens

The average number of **57.46** days that homes spent on the market before selling decreased by 3.76 days or **6.14%** in September 2017 compared to last year's same month at **61.22** DOM.

Sales Success for September 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 6,133 New Listings in September 2017, up **2.71%** from last year at 5,971. Furthermore, there were 3,911 Closed Listings this month versus last year at 4,226, a **-7.45%** decrease.

Closed versus Listed trends yielded a **63.8%** ratio, down from previous year's, September 2016, at **70.8%**, a **9.90%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

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

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



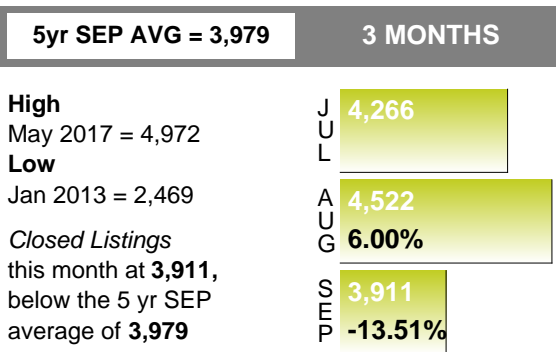
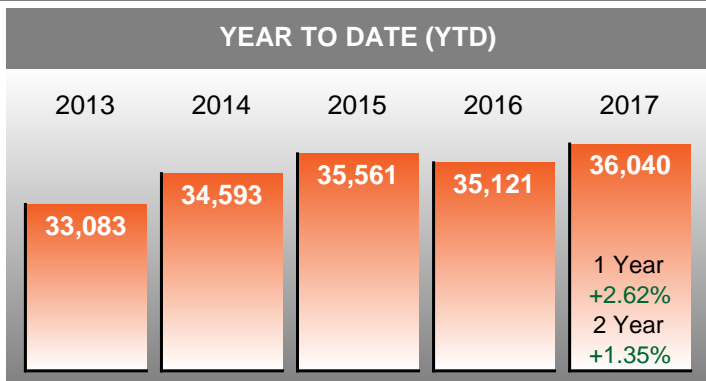
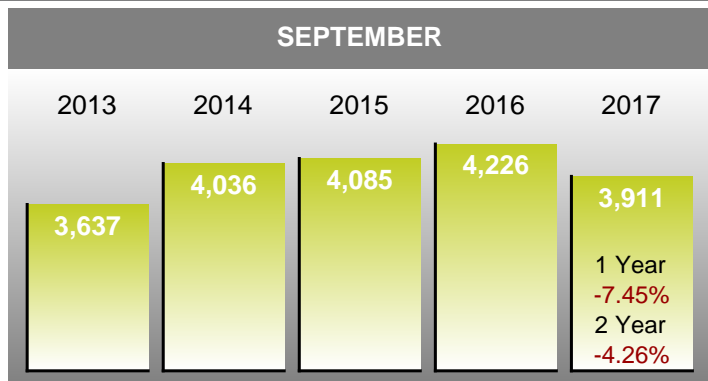
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CLOSED LISTINGS

Report produced on Mar 05, 2018 for Nabeel Jamal



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	8.28%	71.2	148	151	22	3
\$50,001 - \$75,000	298	7.62%	52.2	83	187	22	6
\$75,001 - \$125,000	779	19.92%	48.7	118	582	70	9
\$125,001 - \$175,000	932	23.83%	43.9	79	690	146	17
\$175,001 - \$225,000	625	15.98%	61.8	26	352	235	12
\$225,001 - \$300,000	498	12.73%	73.0	13	217	251	17
\$300,001 and up	455	11.63%	71.0	12	136	241	66
Total Closed Units	3,911			479	2,315	987	130
Total Closed Volume	715,860,382	100%	57.5	47.10M	363.44M	255.07M	50.25M
Average Closed Price	\$183,038			\$98,322	\$156,994	\$258,430	\$386,557

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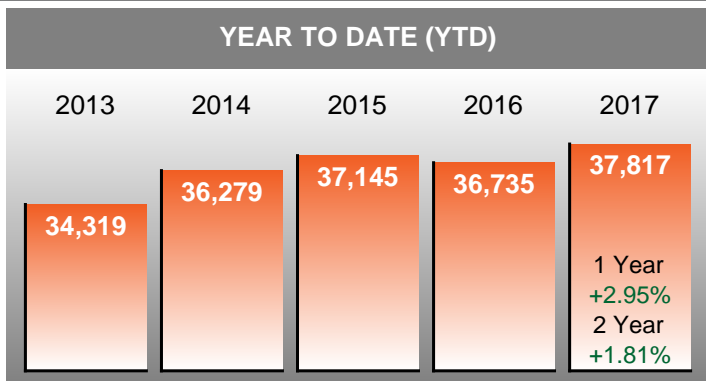
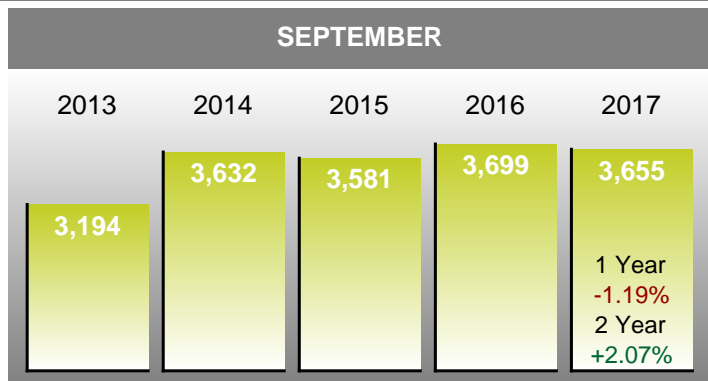
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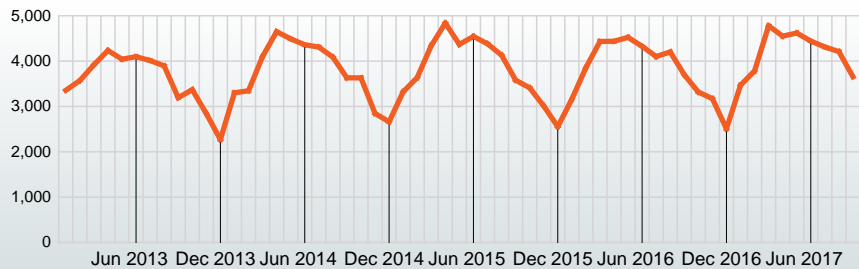
PENDING LISTINGS

Report produced on Mar 05, 2018 for Nabeel Jamal



5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 3,552 3 MONTHS



High
Apr 2015 = 4,838
Low
Dec 2013 = 2,270
Pending Listings
this month at **3,655**,
above the 5 yr SEP
average of **3,552**

JUL	4,311
AUG	4,210
SEP	3,655
	-13.18%

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	330	9.03%	66.8	136	167	23	4
\$50,001 - \$75,000	296	8.10%	54.8	88	187	20	1
\$75,001 - \$125,000	678	18.55%	51.0	108	506	54	10
\$125,001 - \$175,000	880	24.08%	48.9	85	649	136	10
\$175,001 - \$225,000	549	15.02%	58.9	24	333	182	10
\$225,001 - \$325,000	562	15.38%	74.9	17	248	273	24
\$325,001 and up	360	9.85%	73.8	8	91	206	55
Total Pending Units	3,655			466	2,181	894	114
Total Pending Volume	681,311,118	100%	59.5	46.38M	343.70M	243.72M	47.52M
Average Listing Price	\$186,686			\$99,519	\$157,587	\$272,614	\$416,854

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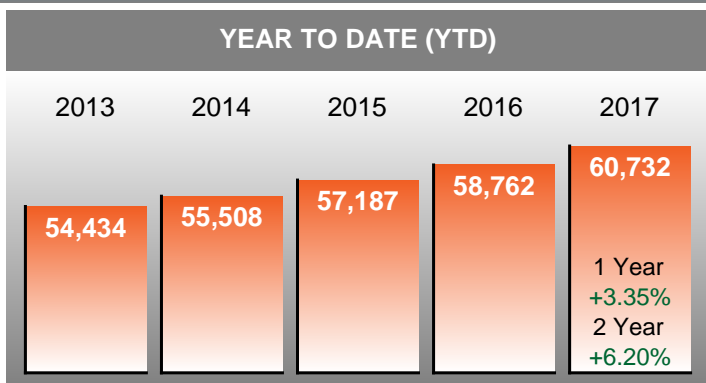
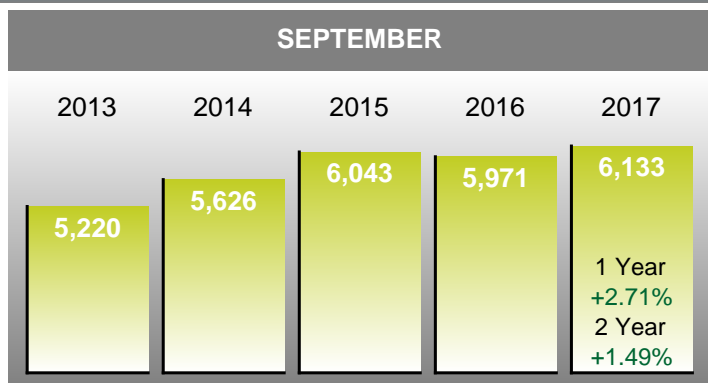
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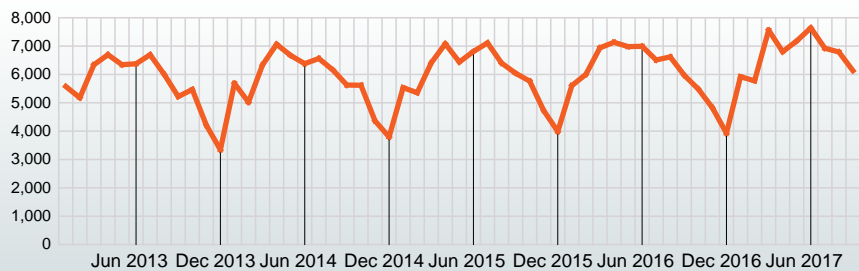
NEW LISTINGS

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5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 5,799 **3 MONTHS**



High
Jun 2017 = 7,642
Low
Dec 2013 = 3,344
New Listings
this month at **6,133**,
above the 5 yr SEP
average of **5,799**

JUN	6,925
AUG	6,791 -1.94%
SEP	6,133 -9.69%

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	500	8.15%	215	245	37	3
\$50,001 - \$75,000	455	7.42%	121	284	50	0
\$75,001 - \$125,000	1,044	17.02%	181	735	115	13
\$125,001 - \$175,000	1,465	23.89%	96	1,115	241	13
\$175,001 - \$250,000	1,140	18.59%	58	660	393	29
\$250,001 - \$375,000	871	14.20%	34	330	455	52
\$375,001 and up	658	10.73%	13	132	350	163
Total New Listed Units	6,133		718	3,501	1,641	273
Total New Listed Volume	1,325,175,788	100%	78.96M	593.24M	480.08M	172.90M
Average New Listed Listing Price	\$182,240		\$109,967	\$169,449	\$292,555	\$633,315

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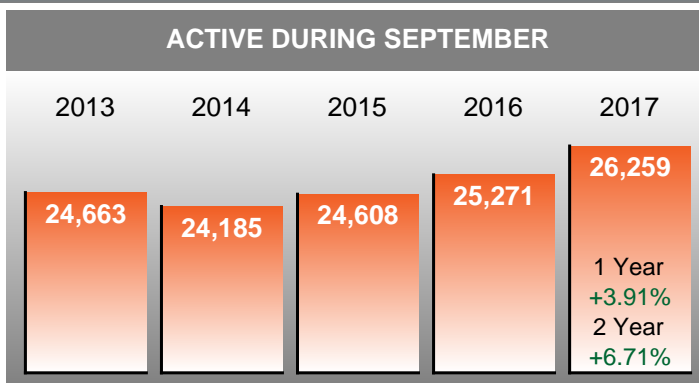
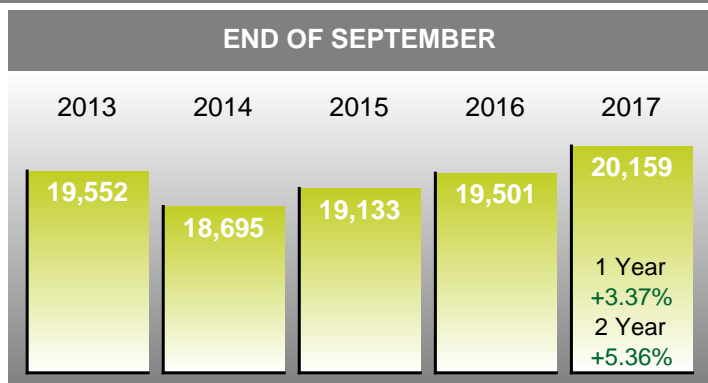
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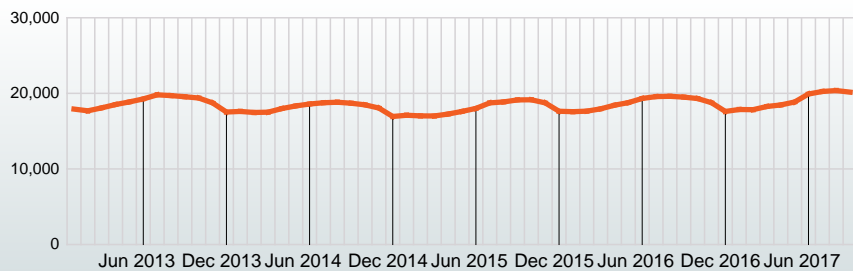
ACTIVE INVENTORY

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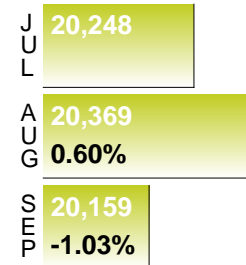


5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 19,408 **3 MONTHS**



High
Aug 2017 = 20,369
Low
Dec 2014 = 16,941
Inventory
this month at **20,159**,
above the 5 yr SEP
average of **19,408**



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	1,727	8.57%	164.9	826	773	116	12
\$50,001 - \$75,000	1,612	8.00%	141.6	516	904	174	18
\$75,001 - \$125,000	3,114	15.45%	120.2	564	2,096	404	50
\$125,001 - \$225,000	6,199	30.75%	100.9	435	4,060	1,595	109
\$225,001 - \$300,000	2,997	14.87%	107.0	147	1,256	1,430	164
\$300,001 - \$450,000	2,515	12.48%	115.5	107	783	1,364	261
\$450,001 and up	1,995	9.90%	125.8	48	404	960	583
Total Active Inventory by Units	20,159			2,643	10,276	6,043	1,197
Total Active Inventory by Volume	4,886,319,983	100%	117.8	301.47M	1.89B	1.93B	767.97M
Average Active Inventory Listing Price	\$242,389			\$114,064	\$183,987	\$318,754	\$641,579

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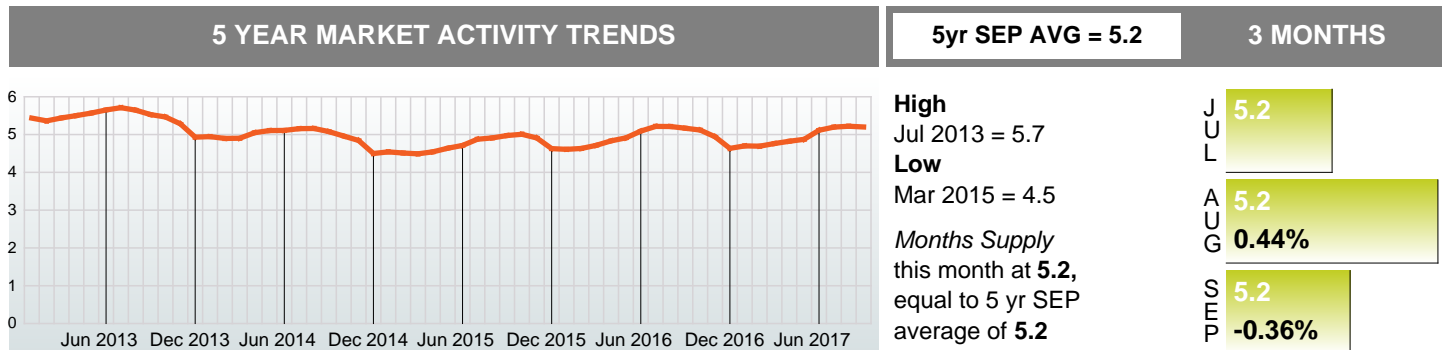
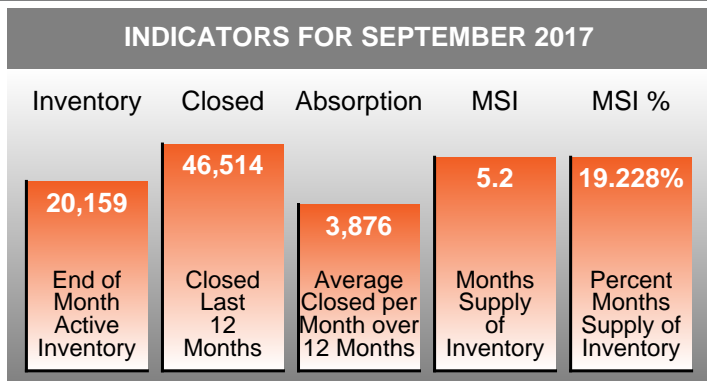
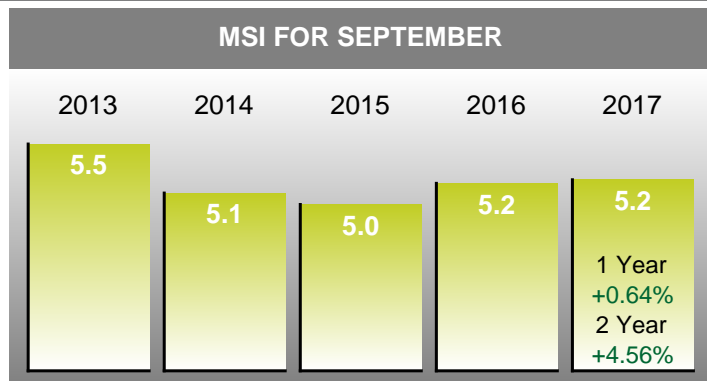
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MONTHS SUPPLY of INVENTORY (MSI)

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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	1,727	8.57%	4.8	5.7	4.3	4.1	3.7
\$50,001 - \$75,000	1,612	8.00%	5.5	6.1	4.9	7.6	5.4
\$75,001 - \$125,000	3,114	15.45%	4.1	4.7	3.8	5.3	7.7
\$125,001 - \$225,000	6,199	30.75%	4.0	5.0	3.8	4.4	4.9
\$225,001 - \$300,000	2,997	14.87%	6.2	10.8	6.0	6.0	7.6
\$300,001 - \$450,000	2,515	12.48%	8.2	16.5	8.4	7.7	8.4
\$450,001 and up	1,995	9.90%	15.2	18.6	16.3	13.1	18.9
Market Supply of Inventory (MSI)	5.2			5.7	4.4	6.2	10.1
Total Active Inventory by Units	20,159	100%	5.2	2,643	10,276	6,043	1,197

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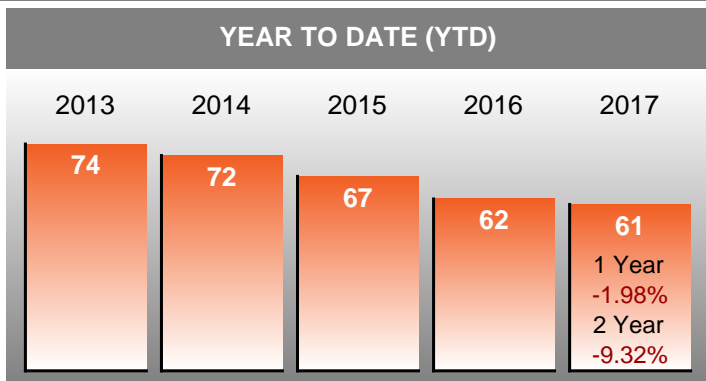
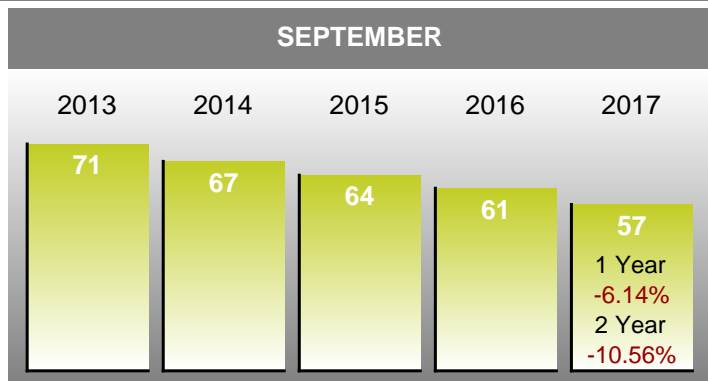
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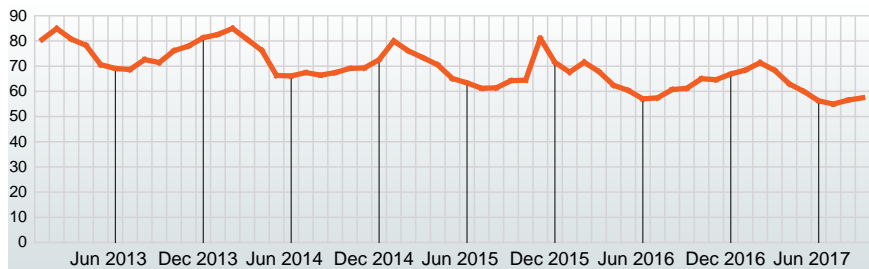


AVERAGE DAYS ON MARKET TO SALE

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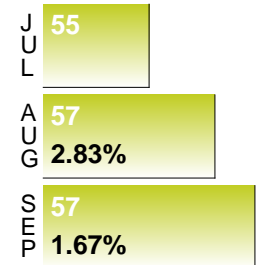


5 YEAR MARKET ACTIVITY TRENDS



5yr SEP AVG = 64 **3 MONTHS**

High
Feb 2014 = 85
Low
Jul 2017 = 55
Average Days on Market
this month at **57**,
below the 5 yr SEP
average of **64**



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	8.28%	71.2	73.5	71.7	47.9	100.7
\$50,001 - \$75,000	298	7.62%	52.2	56.8	48.1	71.4	47.0
\$75,001 - \$125,000	779	19.92%	48.7	53.2	47.0	54.1	54.2
\$125,001 - \$175,000	932	23.83%	43.9	52.7	43.0	42.5	51.2
\$175,001 - \$225,000	625	15.98%	61.8	71.0	63.8	58.7	40.3
\$225,001 - \$300,000	498	12.73%	73.0	98.0	77.0	68.2	72.2
\$300,001 and up	455	11.63%	71.0	79.1	61.6	74.3	77.2
Average Closed DOM			57.5	62.9	53.8	62.2	67.3
Total Closed Units		100%	57.5	479	2315	987	130
Total Closed Volume			715,860,382	47.10M	363.44M	255.07M	50.25M

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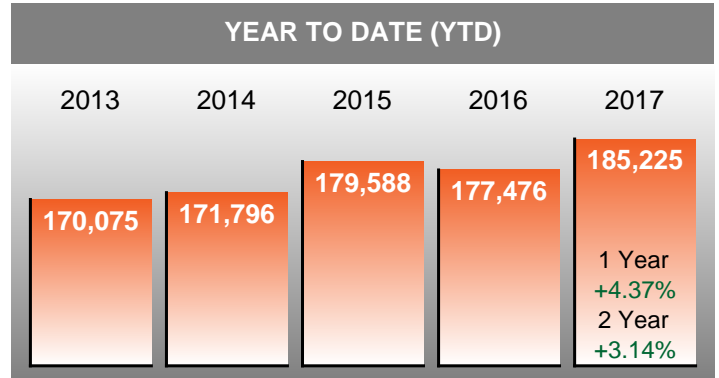
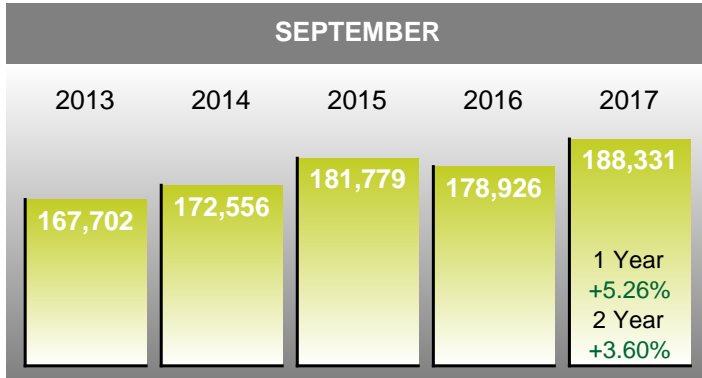
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AVERAGE LIST PRICE AT CLOSING

Report produced on Mar 05, 2018 for Nabeel Jamal



5yr SEP AVG = 177,859 **3 MONTHS**

JUL	191,720
AUG	186,831
SEP	188,331
-2.55%	
0.80%	

High
 May 2017 = 192,040
Low
 Jan 2013 = 154,862
Average List Price
 this month at **188,331**,
 above the 5 yr SEP
 average of **177,859**

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	292	7.47%	33,031	32,805	37,990	40,994	47,020
\$50,001 - \$75,000	288	7.36%	64,414	66,959	68,414	65,502	75,883
\$75,001 - \$125,000	762	19.48%	102,694	102,799	106,025	108,861	111,522
\$125,001 - \$175,000	953	24.37%	150,411	152,631	151,876	157,580	155,213
\$175,001 - \$225,000	626	16.01%	199,141	204,177	200,705	204,938	210,599
\$225,001 - \$300,000	515	13.17%	261,894	270,477	261,907	267,785	274,328
\$300,001 and up	475	12.15%	478,390	503,458	446,871	469,235	620,455
Average List Price			188,331	103,272	161,247	264,873	402,919
Total Closed Units		100%	188,331	479	2315	987	130
Total Closed Volume			736,564,140	49.47M	373.29M	261.43M	52.38M

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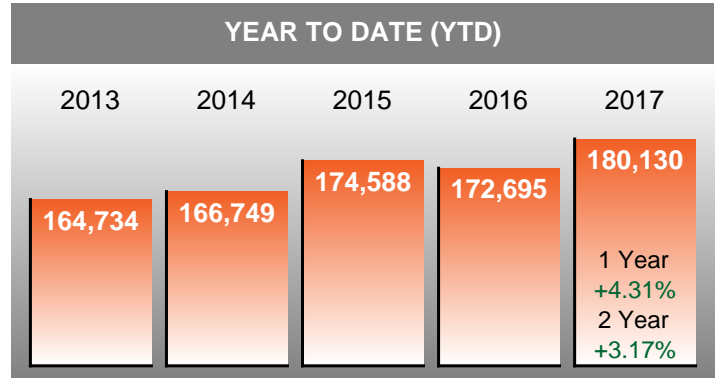
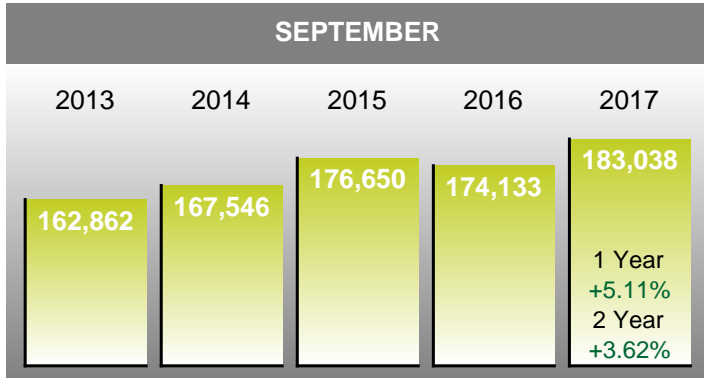
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AVERAGE SOLD PRICE AT CLOSING

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5yr SEP AVG = 172,846 **3 MONTHS**

JUL	186,629
AUG	181,700
SEP	183,038
-2.64%	
0.74%	

High
 May 2017 = 187,072
Low
 Jan 2013 = 149,793
Average Sold Price
 this month at **183,038**,
 above the 5 yr SEP
 average of **172,846**

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	8.28%	32,223	28,989	34,505	37,861	35,600
\$50,001 - \$75,000	298	7.62%	64,323	63,830	64,495	64,280	65,950
\$75,001 - \$125,000	779	19.92%	102,269	98,396	102,685	104,539	108,489
\$125,001 - \$175,000	932	23.83%	149,787	148,268	149,127	154,384	144,171
\$175,001 - \$225,000	625	15.98%	198,759	199,993	196,826	201,068	207,575
\$225,001 - \$300,000	498	12.73%	259,979	261,431	256,135	262,780	266,582
\$300,001 and up	455	11.63%	468,766	465,458	431,223	455,422	595,452
Average Sold Price			183,038	98,322	156,994	258,430	386,557
Total Closed Units		100%	183,038	479	2315	987	130
Total Closed Volume			715,860,382	47.10M	363.44M	255.07M	50.25M

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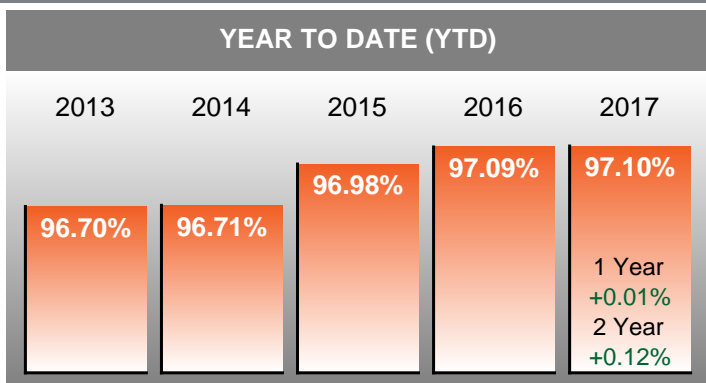
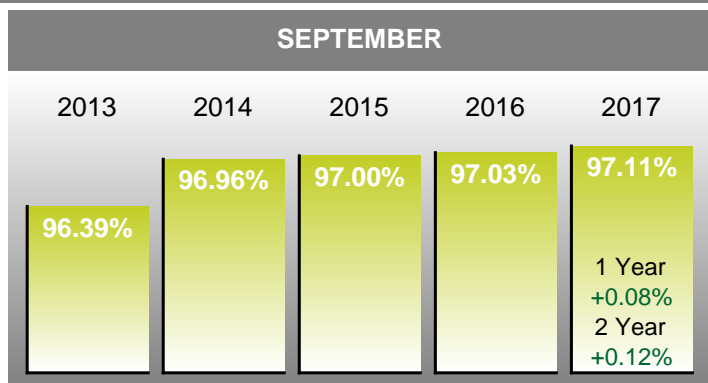
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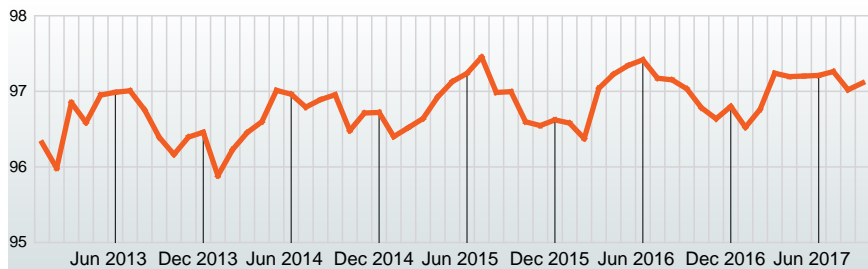
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS

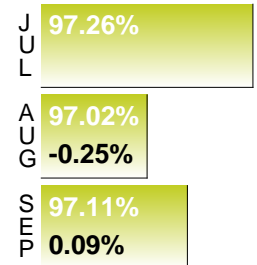
5yr SEP AVG = 96.90% **3 MONTHS**



High
Jul 2015 = 97.45%

Low
Jan 2014 = 95.88%

Average Sold/List Ratio this month at **97.11%**, equal to 5 yr SEP average of **96.90%**



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	8.28%	90.95%	88.83%	92.90%	93.36%	79.61%
\$50,001 - \$75,000	298	7.62%	96.45%	97.37%	96.02%	98.48%	89.78%
\$75,001 - \$125,000	779	19.92%	96.97%	96.06%	97.11%	97.36%	97.27%
\$125,001 - \$175,000	932	23.83%	98.09%	97.33%	98.27%	98.20%	93.48%
\$175,001 - \$225,000	625	15.98%	98.28%	98.09%	98.25%	98.31%	98.77%
\$225,001 - \$300,000	498	12.73%	98.05%	96.77%	97.96%	98.25%	97.21%
\$300,001 and up	455	11.63%	97.55%	93.83%	97.76%	97.85%	96.67%
Average Sold/List Ratio			97.10%	94.34%	97.38%	97.99%	95.85%
Total Closed Units	3,911	100%	97.10%	479	2315	987	130
Total Closed Volume	715,860,382			47.10M	363.44M	255.07M	50.25M

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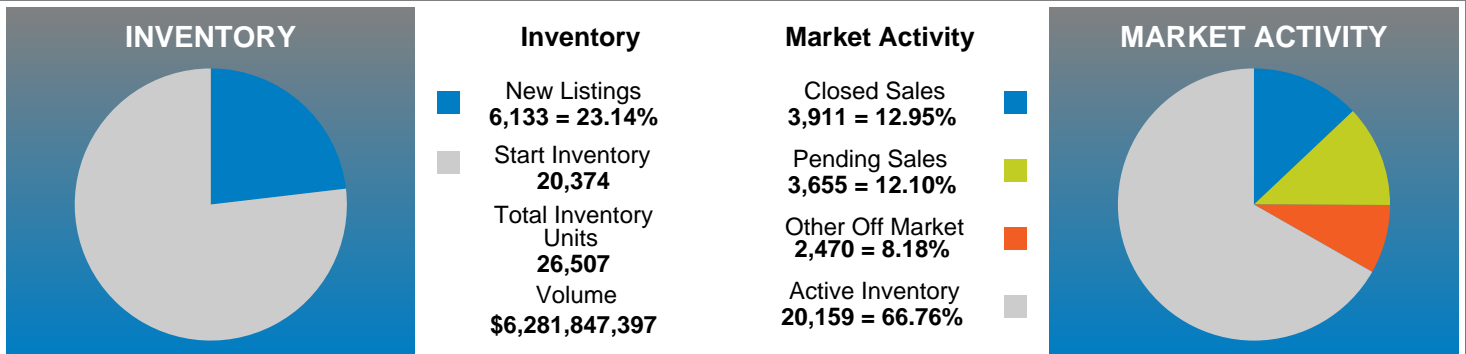
September 2017

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



MARKET SUMMARY

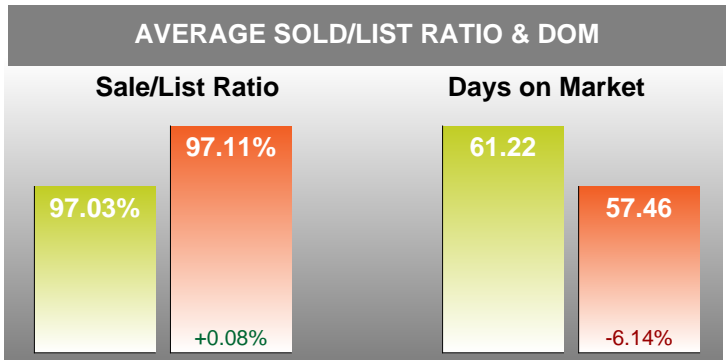
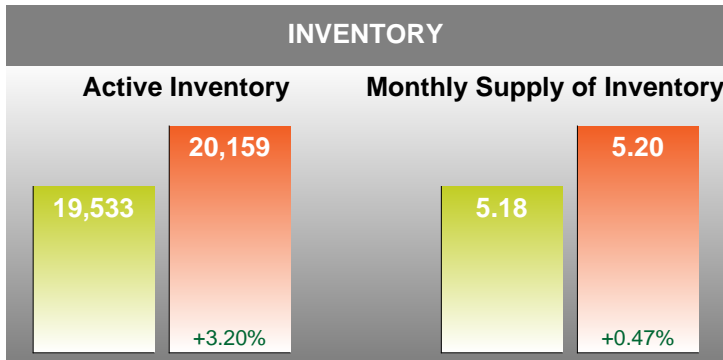
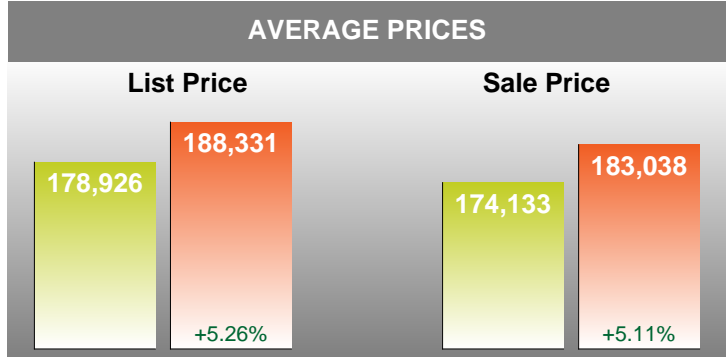
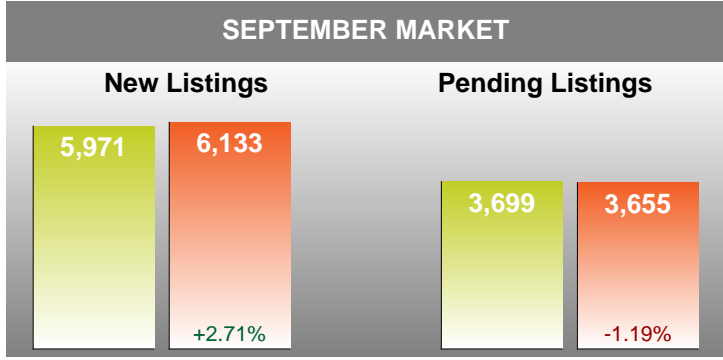
Report produced on Mar 05, 2018 for Nabeel Jamal



Compared Metrics	September			Year to Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	4,226	3,911	-7.45%	35,121	36,040	2.62%
Pending Sales	3,699	3,655	-1.19%	36,735	37,817	2.95%
New Listings	5,971	6,133	2.71%	58,762	60,732	3.35%
Average List Price	178,926	188,331	5.26%	177,476	185,225	4.37%
Average Sale Price	174,133	183,038	5.11%	172,695	180,130	4.31%
Average Percent of Selling Price to List Price	97.03%	97.11%	0.08%	97.09%	97.10%	0.01%
Average Days on Market to Sale	61.22	57.46	-6.14%	62.17	60.94	-1.98%
Monthly Inventory	19,533	20,159	3.20%	19,533	20,159	3.20%
Months Supply of Inventory	5.18	5.20	0.47%	5.18	5.20	0.47%

Absorption: Last 12 months, an Average of **3,876** Sales/Month

Inventory on September 30, 2017 = 20,159 2016 2017



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