



April 2018

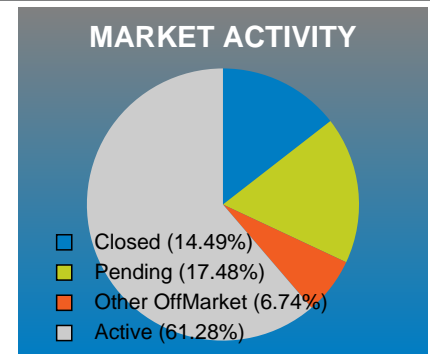
Area Delimited by Entire OK State MLS - Single-Family Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on May 11, 2018 for Nabeel Jamal

Compared Metrics	April		
	2017	2018	+/-%
Closed Listings	3,934	4,214	7.12%
Pending Listings	4,545	5,083	11.84%
New Listings	6,805	7,057	3.70%
Average List Price	178,410	189,822	6.40%
Average Sale Price	173,926	184,835	6.27%
Average Percent of List Price to Selling Price	97.21%	97.28%	0.07%
Average Days on Market to Sale	62.88	61.02	-2.96%
End of Month Inventory	18,517	17,820	-3.76%
Months Supply of Inventory	4.83	4.49	-7.08%



Absorption: Last 12 months, an Average of **3,968** Sales/Month
Active Inventory as of April 30, 2018 = **17,820**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2018 decreased **3.76%** to 17,820 existing homes available for sale. Over the last 12 months this area has had an average of 3,968 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 **6.27%** in April 2018 to \$184,835 versus the previous year at \$173,926.

Average Days on Market Shortens

The average number of **61.02** days that homes spent on the market before selling decreased by 1.86 days or **2.96%** in April 2018 compared to last year's same month at **62.88** DOM.

Sales Success for April 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 7,057 New Listings in April 2018, up **3.70%** from last year at 6,805. Furthermore, there were 4,214 Closed Listings this month versus last year at 3,934, a **7.12%** increase.

Closed versus Listed trends yielded a **59.7%** ratio, up from previous year's, April 2017, at **57.8%**, a **3.29%** 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



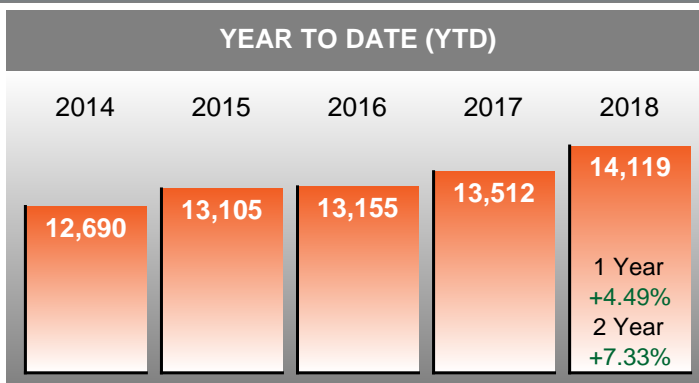
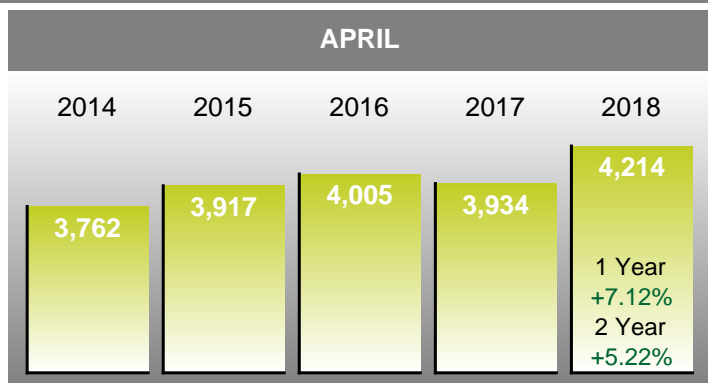
April 2018

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



CLOSED LISTINGS

Report produced on May 11, 2018 for Nabeel Jamal



5yr APR AVG = 3,966

3 MONTHS

FEB	2,994
MAR	4,147
APR	4,214
APR	1.62%

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	342	8.12%	63.2	164	158	19	1
\$50,001 - \$75,000	281	6.67%	63.3	88	161	27	5
\$75,001 - \$125,000	793	18.82%	51.4	128	587	73	5
\$125,001 - \$175,000	990	23.49%	51.1	77	726	179	8
\$175,001 - \$225,000	700	16.61%	65.1	31	422	233	14
\$225,001 - \$300,000	614	14.57%	68.4	24	267	299	24
\$300,001 and up	494	11.72%	78.7	12	141	276	65
Total Closed Units	4,214			524	2,462	1,106	122
Total Closed Volume	778,896,573	100%	61.0	52.52M	395.19M	282.38M	48.81M
Average Closed Price	\$184,835			\$100,227	\$160,516	\$255,315	\$400,080

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: Nabeel Jamal

Phone: 405-848-9944

Email: nabeel@okrealtors.com



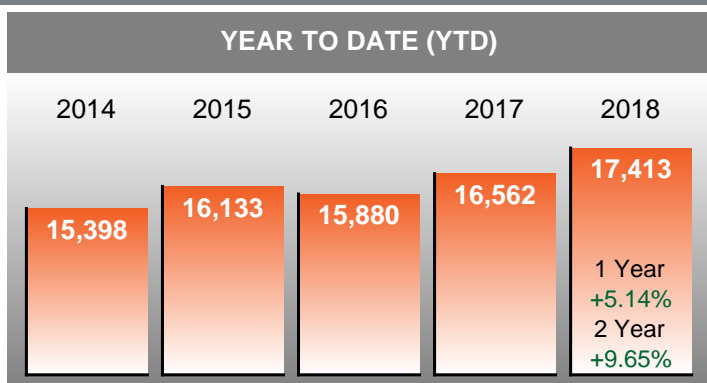
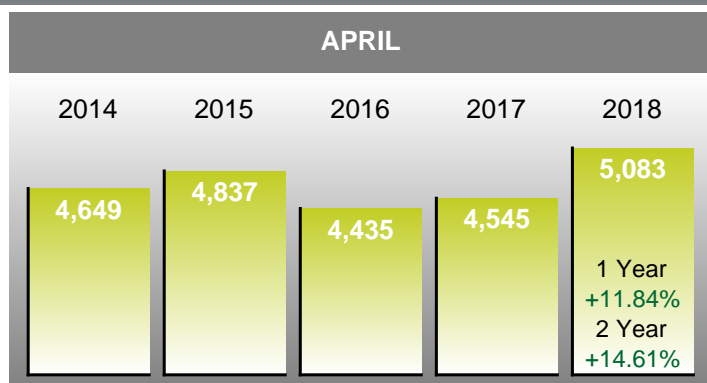
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PENDING LISTINGS

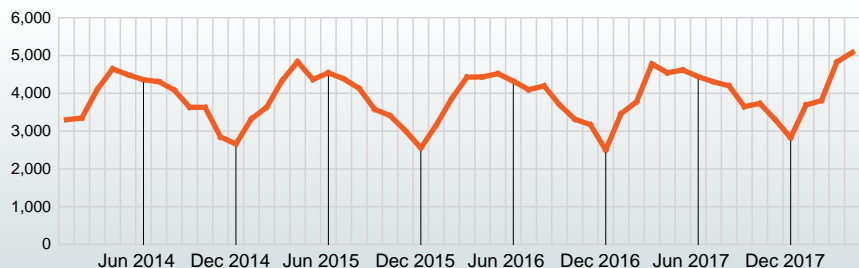
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5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 4,710

3 MONTHS



High
Apr 2018 = 5,083
Low
Dec 2016 = 2,503
Pending Listings
this month at **5,083**,
above the 5 yr APR
average of **4,710**

FEB	3,809
MAR	4,829
APR	5,083
APR	5.26%

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	375	7.38%	58.0	157	183	29	6
\$50,001 - \$100,000	768	15.11%	56.7	211	481	69	7
\$100,001 - \$125,000	464	9.13%	47.5	54	355	52	3
\$125,001 - \$175,000	1,250	24.59%	47.0	89	941	208	12
\$175,001 - \$225,000	795	15.64%	49.6	35	481	258	21
\$225,001 - \$325,000	886	17.43%	63.1	30	357	458	41
\$325,001 and up	545	10.72%	70.3	12	137	297	99
Total Pending Units	5,083			588	2,935	1,371	189
Total Pending Volume	984,442,749	100%	58.4	61.86M	477.03M	368.41M	77.15M
Average Listing Price	\$178,919			\$105,206	\$162,531	\$268,715	\$408,181

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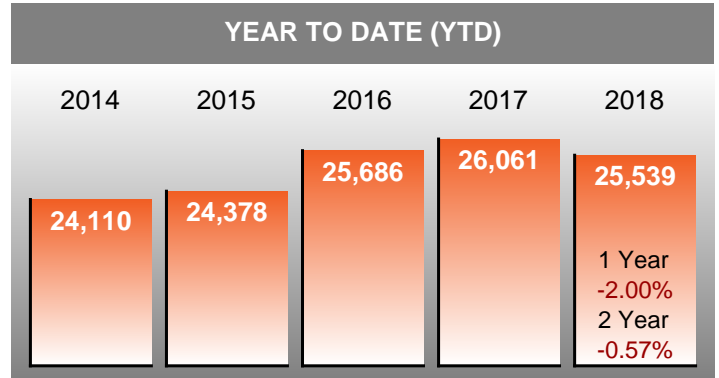
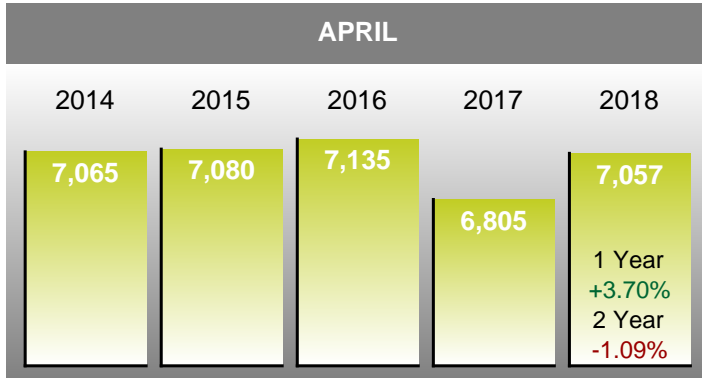
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NEW LISTINGS

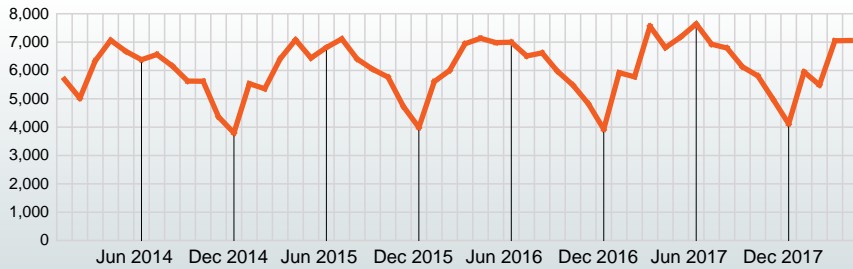
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5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 7,028

3 MONTHS



High
Jun 2017 = 7,641
Low
Dec 2014 = 3,795
New Listings
this month at **7,057**,
above the 5 yr APR
average of **7,028**

FE B	5,487
M A R	7,046
A P R	7,057
	28.41%
	0.16%

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	472	6.69%	195	231	41	5
\$50,001 - \$100,000	899	12.74%	269	560	62	8
\$100,001 - \$125,000	564	7.99%	79	406	76	3
\$125,001 - \$200,000	2,171	30.76%	153	1,546	438	34
\$200,001 - \$275,000	1,184	16.78%	42	588	519	35
\$275,001 - \$400,000	1,025	14.52%	29	327	568	101
\$400,001 and up	742	10.51%	13	163	396	170
Total New Listed Units	7,057		780	3,821	2,100	356
Total New Listed Volume	1,763,897,810	100%	94.51M	812.35M	661.44M	195.59M
Average New Listed Listing Price	\$186,416		\$121,163	\$212,602	\$314,972	\$549,424

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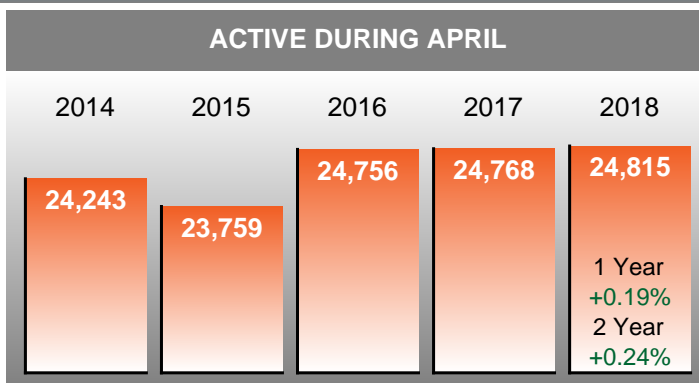
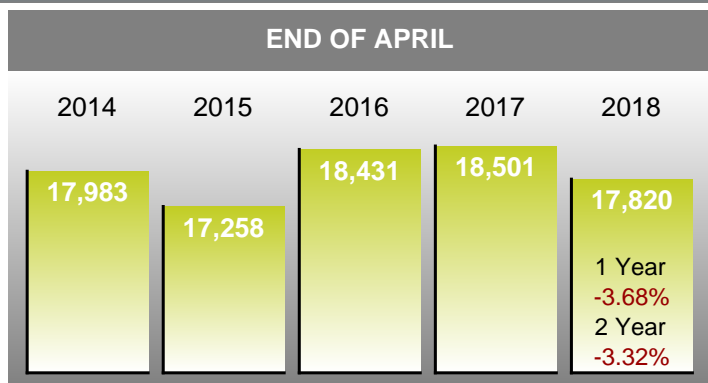
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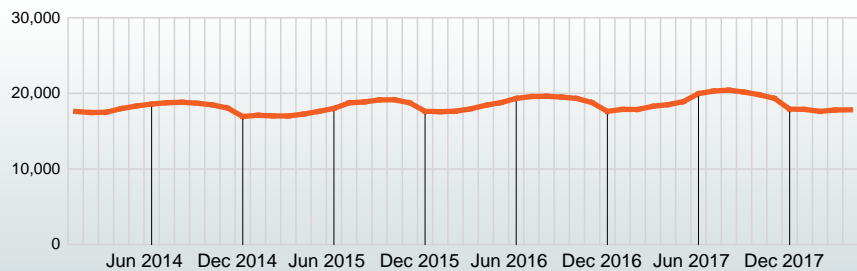
ACTIVE INVENTORY

Report produced on May 11, 2018 for Nabeel Jamal



5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 17,999 3 MONTHS



High
Aug 2017 = 20,426
Low
Dec 2014 = 16,937
Inventory
this month at **17,820**,
below the 5 yr APR
average of **17,999**

FEB	17,613
MAR	17,797
APR	17,820
	1.04%
	0.13%

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	1,430	8.02%	205.2	679	654	87	10
\$50,001 - \$75,000	1,320	7.41%	177.5	459	755	95	11
\$75,001 - \$125,000	2,585	14.51%	142.0	505	1,713	318	49
\$125,001 - \$225,000	5,261	29.52%	109.7	456	3,470	1,229	106
\$225,001 - \$325,000	3,169	17.78%	105.5	169	1,323	1,496	181
\$325,001 - \$475,000	2,116	11.87%	109.2	75	652	1,130	259
\$475,001 and up	1,939	10.88%	113.5	52	405	939	543
Total Active Inventory by Units	17,820			2,395	8,972	5,294	1,159
Total Active Inventory by Volume	4,723,636,567	100%	126.7	291.35M	1.88B	1.83B	722.84M
Average Active Inventory Listing Price	\$265,075			\$121,647	\$209,270	\$346,028	\$623,678

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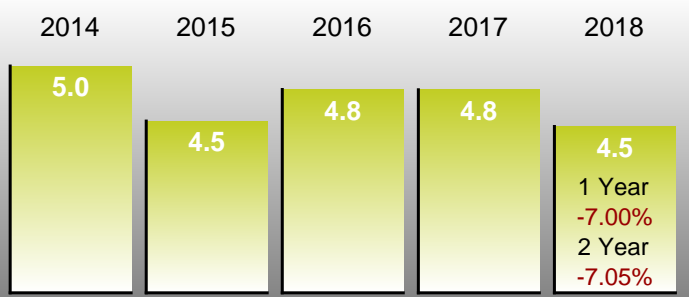
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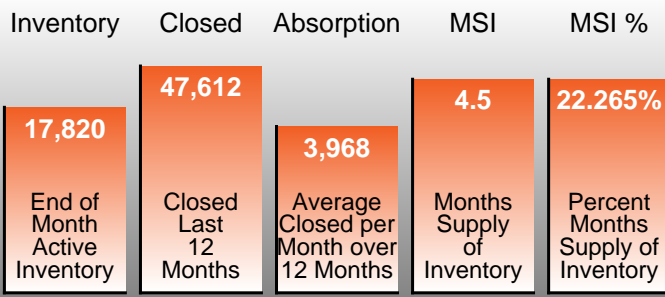
MONTHS SUPPLY of INVENTORY (MSI)

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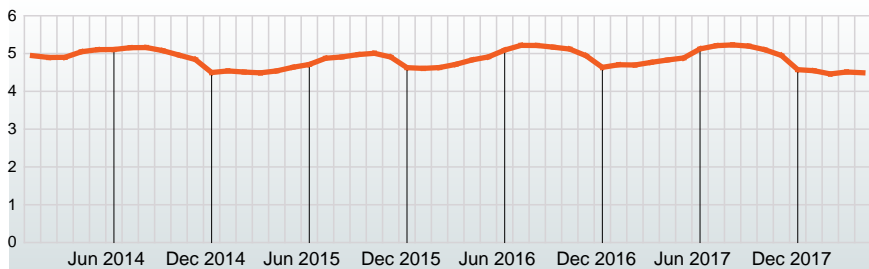
MSI FOR APRIL



INDICATORS FOR APRIL 2018



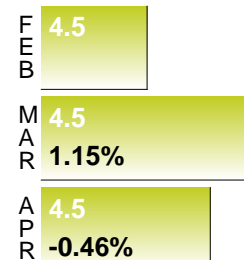
5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 4.7

3 MONTHS

High
Aug 2017 = 5.2
Low
Feb 2018 = 4.5
Months Supply
this month at **4.5**,
below the 5 yr APR
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	1,430	8.02%	4.1	4.8	3.7	3.4	3.3
\$50,001 - \$75,000	1,320	7.41%	4.5	5.4	4.2	3.8	3.4
\$75,001 - \$125,000	2,585	14.51%	3.4	4.2	3.1	4.4	6.9
\$125,001 - \$225,000	5,261	29.52%	3.3	4.9	3.2	3.3	4.9
\$225,001 - \$325,000	3,169	17.78%	5.3	9.2	5.2	5.0	6.2
\$325,001 - \$475,000	2,116	11.87%	8.1	13.8	8.9	7.3	9.2
\$475,001 and up	1,939	10.88%	16.1	28.4	17.8	14.3	18.0
Market Supply of Inventory (MSI)	4.5	100%	4.5	5.1	3.8	5.2	9.5
Total Active Inventory by Units	17,820			2,395	8,972	5,294	1,159

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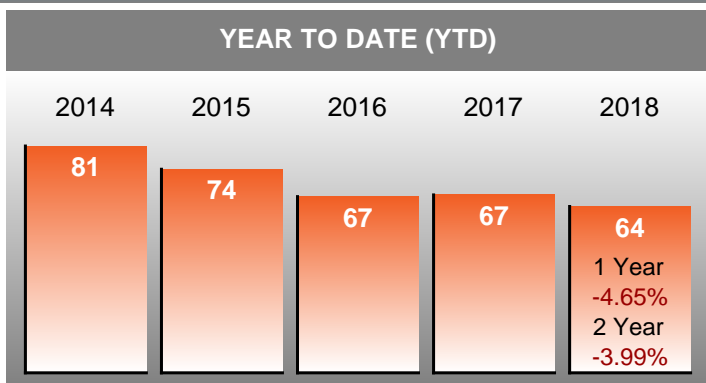
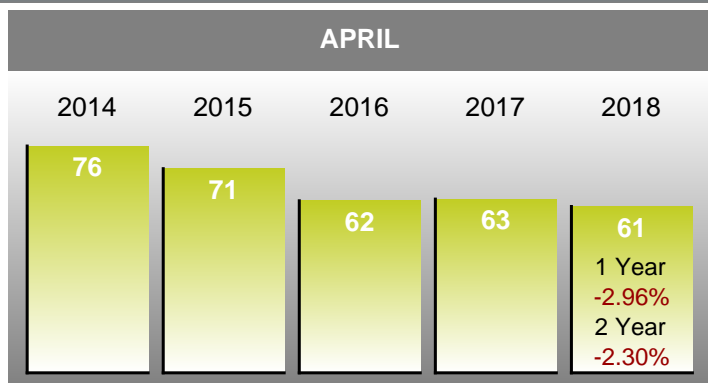
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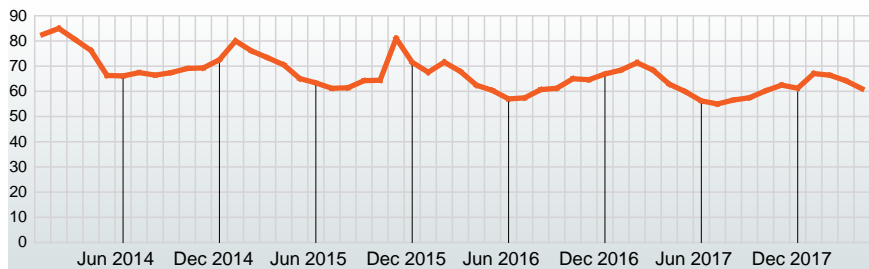


AVERAGE DAYS ON MARKET TO SALE

Report produced on May 11, 2018 for Nabeel Jamal



5 YEAR MARKET ACTIVITY TRENDS



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

High
Feb 2014 = 85

Low
Jul 2017 = 55

Average Days on Market this month at **61**, below the 5 yr APR average of **67**

FEB 66

MAR 64
-3.30%

APR 61
-4.97%

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	342	8.12%	63.2	67.7	59.1	56.1	101.0
\$50,001 - \$75,000	281	6.67%	63.3	62.0	64.7	59.2	61.4
\$75,001 - \$125,000	793	18.82%	51.4	59.0	49.8	50.9	49.4
\$125,001 - \$175,000	990	23.49%	51.1	54.0	46.9	67.1	40.9
\$175,001 - \$225,000	700	16.61%	65.1	108.1	58.7	71.8	50.2
\$225,001 - \$300,000	614	14.57%	68.4	65.2	67.2	67.7	92.8
\$300,001 and up	494	11.72%	78.7	103.0	66.7	79.9	95.4
Average Closed DOM			61.0	65.7	54.9	70.0	82.9
Total Closed Units		100%	61.0	524	2462	1106	122
Total Closed Volume			778,896,573	52.52M	395.19M	282.38M	48.81M

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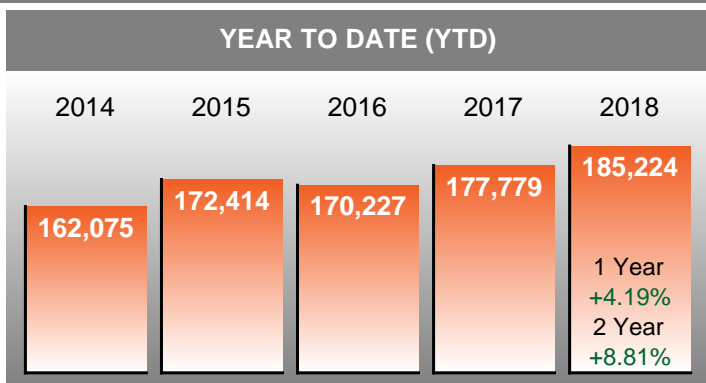
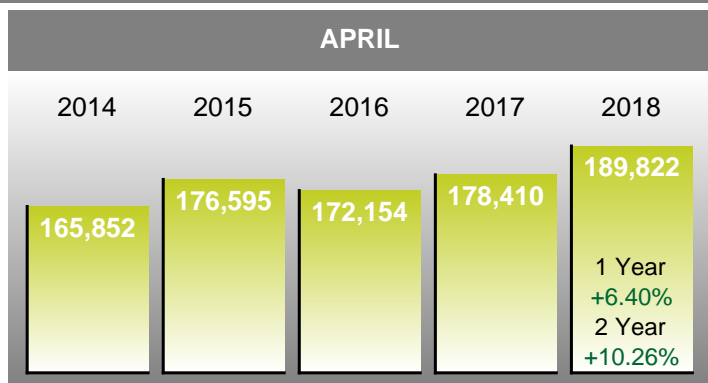
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AVERAGE LIST PRICE AT CLOSING

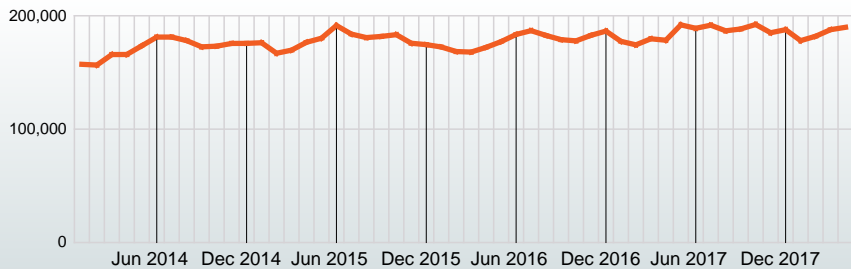
Report produced on May 11, 2018 for Nabeel Jamal



5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 176,567

3 MONTHS



High
Oct 2017 = 192,303
Low
Feb 2014 = 156,522
Average List Price
this month at **189,822**,
above the 5 yr APR
average of **176,567**

FEB	181,894
MAR	187,738
APR	189,822
APR	3.21%
APR	1.11%

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	319	7.57%	33,468	34,540	36,360	40,726	14,100
\$50,001 - \$75,000	252	5.98%	64,157	66,873	68,677	69,959	70,560
\$75,001 - \$125,000	810	19.22%	102,552	102,637	105,624	107,502	108,100
\$125,001 - \$175,000	968	22.97%	150,904	152,840	152,365	157,535	154,050
\$175,001 - \$225,000	709	16.82%	198,552	206,558	201,155	203,342	211,068
\$225,001 - \$300,000	640	15.19%	259,815	277,267	262,926	262,457	271,998
\$300,001 and up	516	12.24%	459,049	466,733	429,028	449,759	607,324
Average List Price			189,822	105,179	164,501	261,027	418,842
Total Closed Units		100%	189,822	524	2462	1106	122
Total Closed Volume			799,910,734	55.11M	405.00M	288.70M	51.10M

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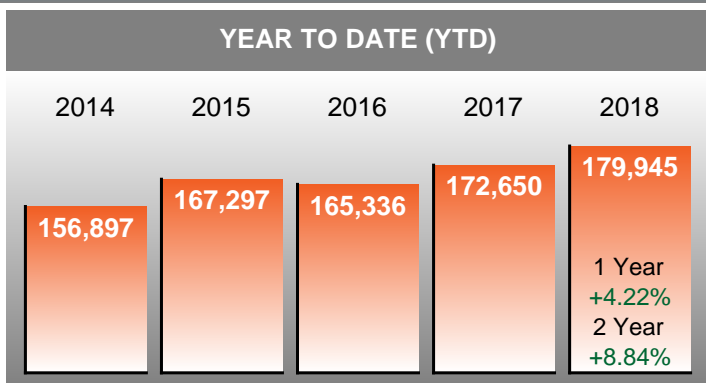
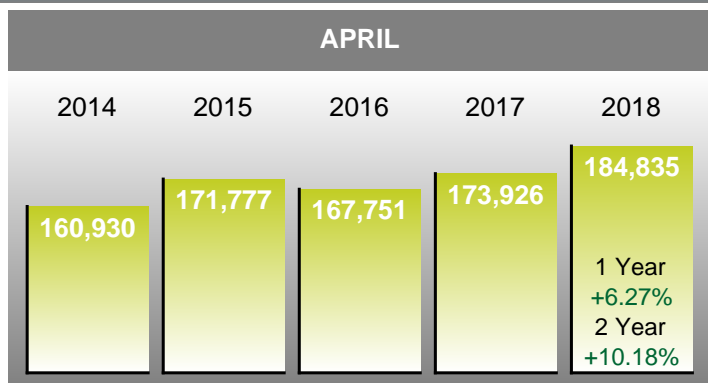
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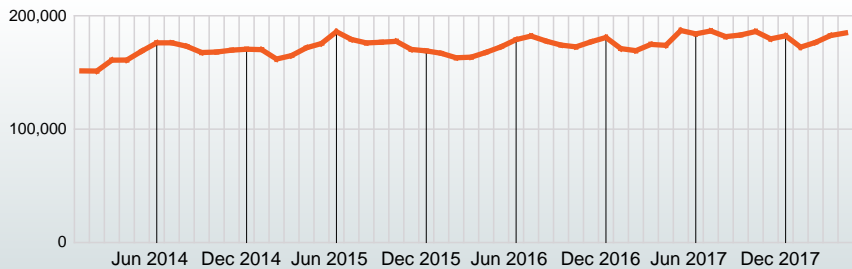
AVERAGE SOLD PRICE AT CLOSING

Report produced on May 11, 2018 for Nabeel Jamal



5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 171,844 3 MONTHS



High
May 2017 = 187,004
Low
Feb 2014 = 151,233
Average Sold Price
this month at **184,835**,
above the 5 yr APR
average of **171,844**

FEB	176,501
MAR	182,563
APR	184,835
APR	1.24%

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	342	8.12%	31,876	30,222	33,050	37,478	11,000
\$50,001 - \$75,000	281	6.67%	64,184	63,935	64,417	64,369	60,082
\$75,001 - \$125,000	793	18.82%	102,393	99,935	102,910	102,175	107,800
\$125,001 - \$175,000	990	23.49%	150,483	146,762	150,072	153,777	149,913
\$175,001 - \$225,000	700	16.61%	198,217	198,374	197,474	199,191	204,082
\$225,001 - \$300,000	614	14.57%	258,845	264,038	256,960	259,761	263,203
\$300,001 and up	494	11.72%	449,597	446,438	413,432	437,912	578,246
Average Sold Price			184,835	100,227	160,516	255,315	400,080
Total Closed Units		100%	4,214	524	2462	1106	122
Total Closed Volume			778,896,573	52.52M	395.19M	282.38M	48.81M

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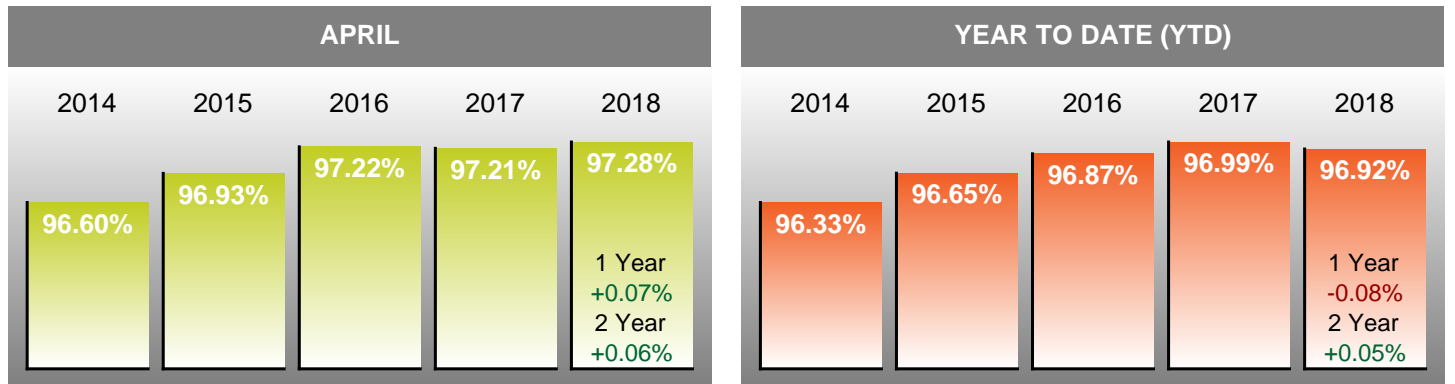
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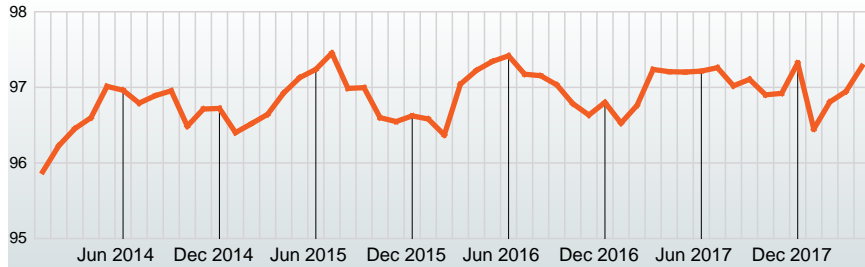


AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 97.05%

3 MONTHS

High
Jul 2015 = 97.45%
Low
Jan 2014 = 95.88%
Average Sold/List Ratio this month at **97.28%**, equal to 5 yr APR average of **97.05%**

FEB	96.81%
MAR	96.94%
APR	97.28%
MAY	0.14%
JUN	0.34%

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	342	8.12%	90.39%	89.05%	91.51%	93.23%	78.01%
\$50,001 - \$75,000	281	6.67%	95.82%	96.57%	95.87%	93.98%	91.11%
\$75,001 - \$125,000	793	18.82%	97.55%	97.57%	97.72%	95.89%	100.36%
\$125,001 - \$175,000	990	23.49%	98.28%	96.59%	98.60%	97.75%	97.35%
\$175,001 - \$225,000	700	16.61%	98.10%	96.29%	98.27%	98.10%	96.85%
\$225,001 - \$300,000	614	14.57%	98.82%	95.51%	97.92%	100.05%	96.87%
\$300,001 and up	494	11.72%	97.35%	95.87%	97.11%	97.76%	96.42%
Average Sold/List Ratio			97.30%	94.38%	97.54%	98.16%	96.41%
Total Closed Units	4,214	100%	97.30%	524	2,462	1,106	122
Total Closed Volume	778,896,573			52.52M	395.19M	282.38M	48.81M

Ready to Buy or Sell Real Estate?

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Contact: Nabeel Jamal

Phone: 405-848-9944

Email: nabeel@okrealtors.com



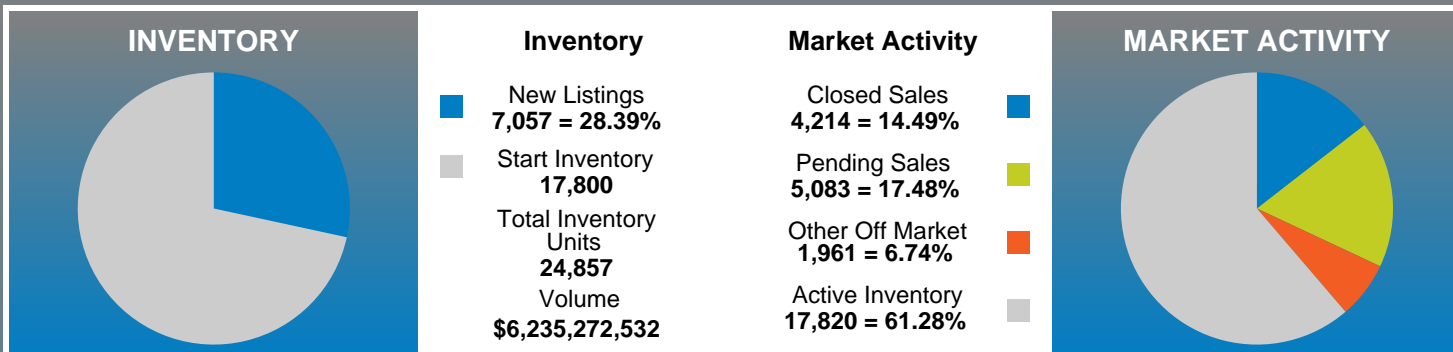
April 2018

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



MARKET SUMMARY

Report produced on May 11, 2018 for Nabeel Jamal

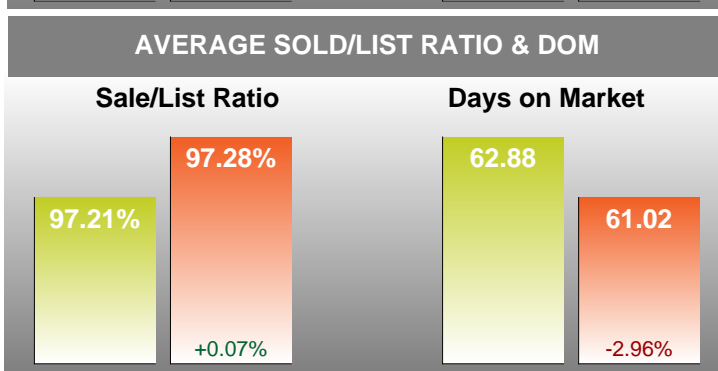
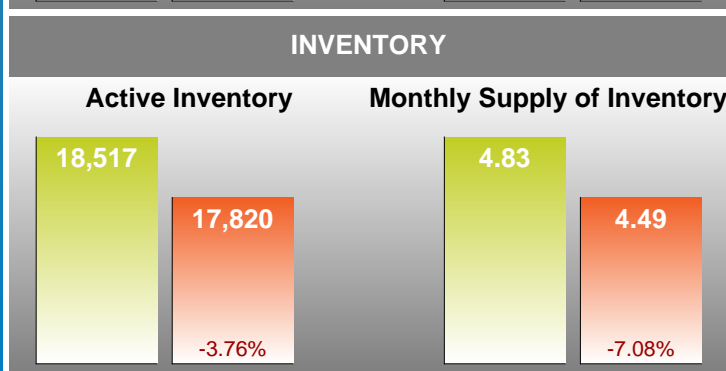
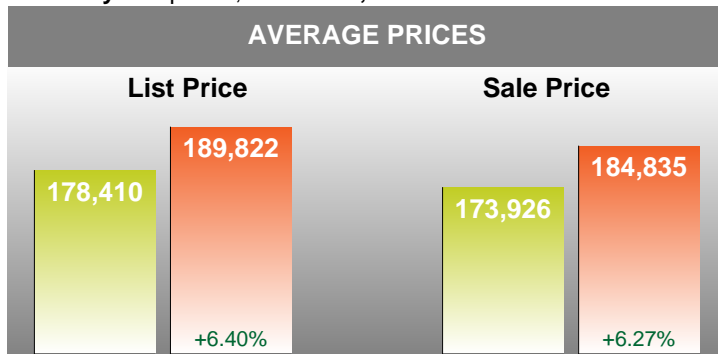
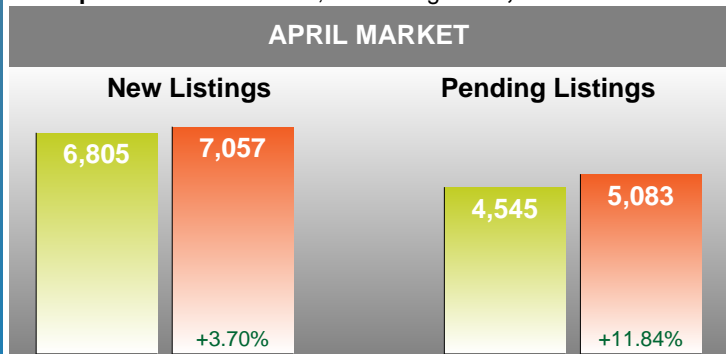


Compared Metrics	April			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	3,934	4,214	7.12%	13,512	14,119	4.49%
Pending Sales	4,545	5,083	11.84%	16,562	17,413	5.14%
New Listings	6,805	7,057	3.70%	26,061	25,539	-2.00%
Average List Price	178,410	189,822	6.40%	177,779	185,224	4.19%
Average Sale Price	173,926	184,835	6.27%	172,650	179,945	4.22%
Average Percent of Selling Price to List Price	97.21%	97.28%	0.07%	96.99%	96.92%	-0.08%
Average Days on Market to Sale	62.88	61.02	-2.96%	67.42	64.28	-4.65%
Monthly Inventory	18,517	17,820	-3.76%	18,517	17,820	-3.76%
Months Supply of Inventory	4.83	4.49	-7.08%	4.83	4.49	-7.08%

Absorption: Last 12 months, an Average of **3,968** Sales/Month

Inventory on April 30, 2018 = **17,820**

2017 2018



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Phone: 405-848-9944

Email: nabeel@okrealtors.com