

# March 2018

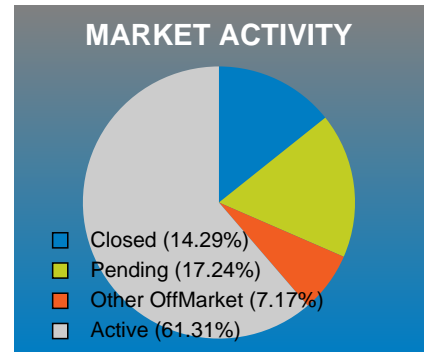
Area Delimited by Entire OK State MLS - Single-Family Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Apr 13, 2018 for Nabeel Jamal

Compared Metrics	March		
	2017	2018	+/-%
Closed Listings	4,197	4,109	-2.10%
Pending Listings	4,778	4,958	3.77%
New Listings	7,560	7,023	-7.10%
Average List Price	179,651	187,725	4.49%
Average Sale Price	174,719	182,545	4.48%
Average Percent of List Price to Selling Price	97.24%	96.95%	-0.30%
Average Days on Market to Sale	68.39	63.99	-6.43%
End of Month Inventory	18,301	17,635	-3.64%
Months Supply of Inventory	4.77	4.48	-6.16%



**Absorption:** Last 12 months, an Average of **3,939** Sales/Month  
**Active Inventory** as of March 31, 2018 = **17,635**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2018 decreased **3.64%** to 17,635 existing homes available for sale. Over the last 12 months this area has had an average of 3,939 closed sales per month. This represents an unsold inventory index of **4.48** 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 **4.48%** in March 2018 to \$182,545 versus the previous year at \$174,719.

#### Average Days on Market Shortens

The average number of **63.99** days that homes spent on the market before selling decreased by 4.40 days or **6.43%** in March 2018 compared to last year's same month at **68.39** DOM.

#### Sales Success for March 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 7,023 New Listings in March 2018, down **7.10%** from last year at 7,560. Furthermore, there were 4,109 Closed Listings this month versus last year at 4,197, a **-2.10%** decrease.

Closed versus Listed trends yielded a **58.5%** ratio, up from previous year's, March 2017, at **55.5%**, a **5.39%** 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**



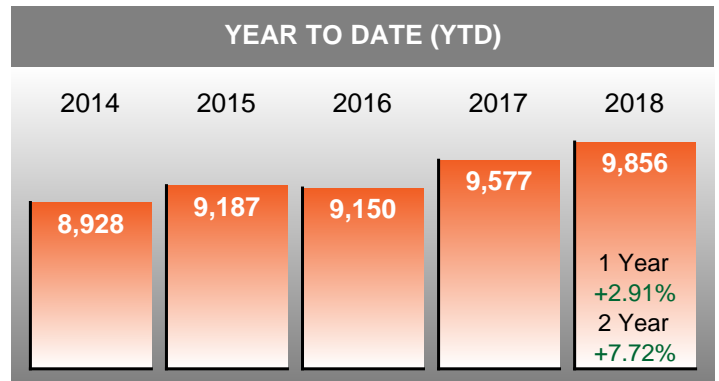
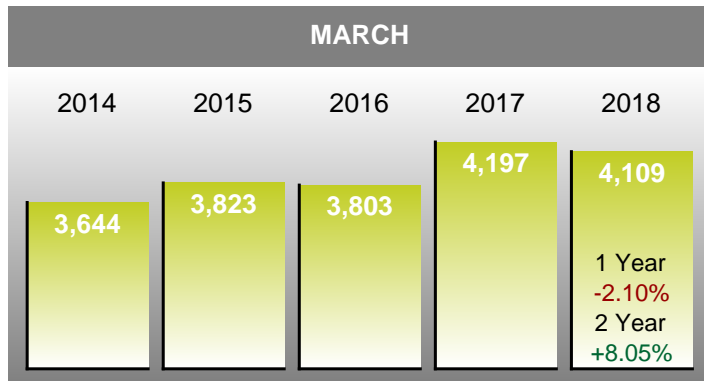
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## CLOSED LISTINGS

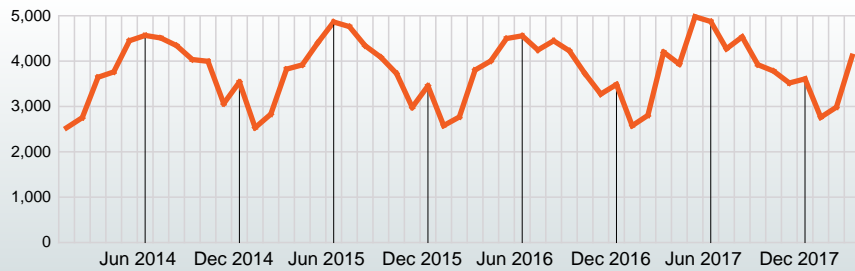
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 3,915

3 MONTHS



**High**  
May 2017 = 4,977  
**Low**  
Jan 2014 = 2,530  
*Closed Listings*  
this month at **4,109**,  
above the 5 yr MAR  
average of **3,915**

JAN	2,762
FEB	2,985
MAR	4,109
<b>8.07%</b>	
<b>37.65%</b>	

### 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	334	8.13%	71.9	146	152	31	5
\$50,001 - \$75,000	311	7.57%	71.3	92	174	43	2
\$75,001 - \$125,000	773	18.81%	52.3	132	569	67	5
\$125,001 - \$175,000	1,040	25.31%	57.4	54	805	173	8
\$175,001 - \$225,000	634	15.43%	65.1	24	371	227	12
\$225,001 - \$300,000	535	13.02%	71.2	20	231	255	29
\$300,001 and up	482	11.73%	77.5	14	139	261	68
<b>Total Closed Units</b>	<b>4,109</b>			<b>482</b>	<b>2,441</b>	<b>1,057</b>	<b>129</b>
<b>Total Closed Volume</b>	<b>750,078,539</b>	<b>100%</b>	<b>64.0</b>	<b>47.15M</b>	<b>384.36M</b>	<b>264.01M</b>	<b>54.56M</b>
<b>Average Closed Price</b>	<b>\$182,545</b>			<b>\$97,819</b>	<b>\$157,460</b>	<b>\$249,772</b>	<b>\$422,952</b>

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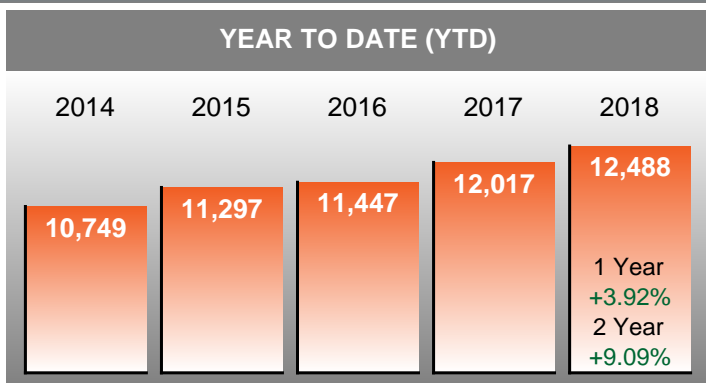
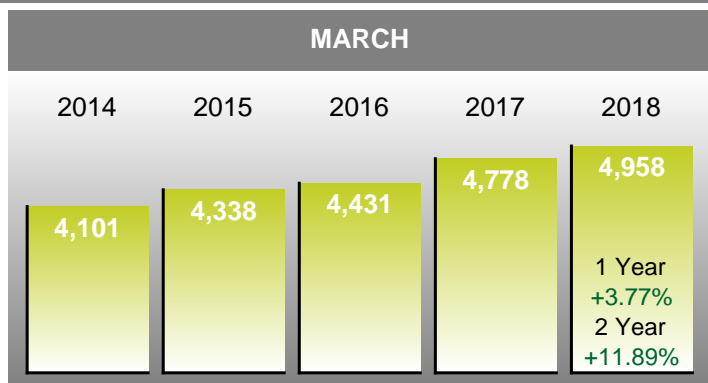
# March 2018

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



## PENDING LISTINGS

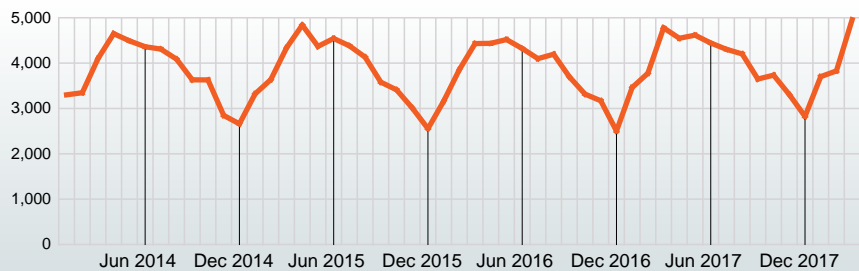
Report produced on Apr 13, 2018 for Nabeel Jamal



### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 4,521

3 MONTHS



**High**  
Mar 2018 = 4,958  
**Low**  
Dec 2016 = 2,503  
*Pending Listings*  
this month at **4,958**,  
above the 5 yr MAR  
average of **4,521**

JAN	3,702
FEB	3,828
MAR	4,958
<b>3.40%</b>	
<b>29.52%</b>	

### 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	316	6.37%	69.8	147	139	25	5
\$50,001 - \$100,000	765	15.43%	59.3	206	497	55	7
\$100,001 - \$125,000	461	9.30%	47.4	78	343	37	3
\$125,001 - \$175,000	1,241	25.03%	51.1	74	947	207	13
\$175,001 - \$225,000	834	16.82%	60.5	28	516	276	14
\$225,001 - \$325,000	833	16.80%	68.1	30	337	429	37
\$325,001 and up	508	10.25%	73.8	12	134	277	85
<b>Total Pending Units</b>	<b>4,958</b>			<b>575</b>	<b>2,913</b>	<b>1,306</b>	<b>164</b>
<b>Total Pending Volume</b>	<b>959,763,863</b>	<b>100%</b>	<b>64.0</b>	<b>60.27M</b>	<b>479.29M</b>	<b>343.81M</b>	<b>76.39M</b>
<b>Average Listing Price</b>	<b>\$195,815</b>			<b>\$104,820</b>	<b>\$164,534</b>	<b>\$263,257</b>	<b>\$465,792</b>

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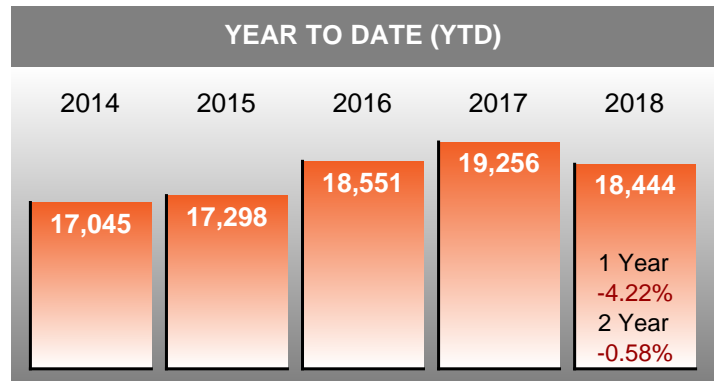
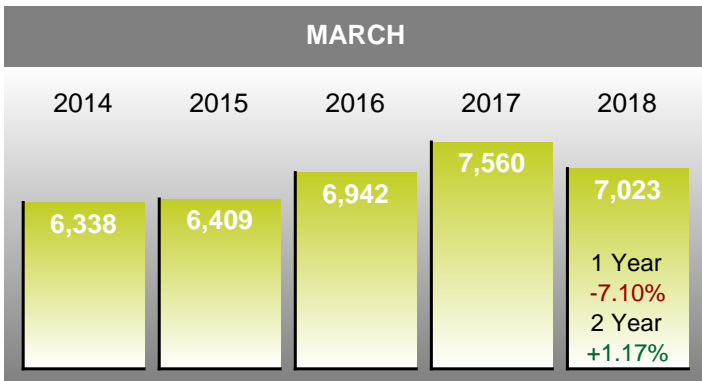
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Area Delimited by Entire OK State MLS - Single-Family Property Type



## NEW LISTINGS

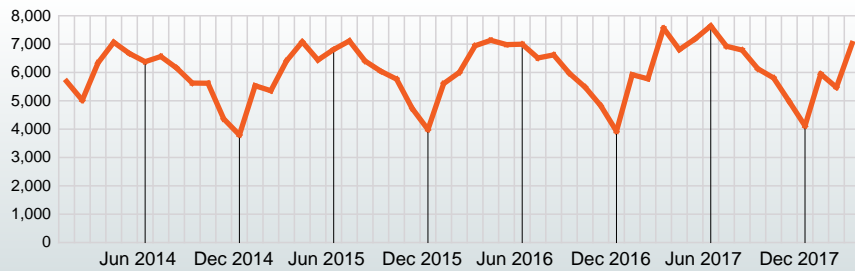
Report produced on Apr 13, 2018 for Nabeel Jamal



### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 6,854

3 MONTHS



**High**  
Jun 2017 = 7,641  
**Low**  
Dec 2014 = 3,795  
*New Listings*  
this month at **7,023**,  
above the 5 yr MAR  
average of **6,854**

JAN	5,946
FEB	5,475
MAR	7,023
<b>28.27%</b>	

### 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	450	6.41%	196	218	31	5
\$50,001 - \$100,000	982	13.98%	291	610	74	7
\$100,001 - \$125,000	588	8.37%	100	424	55	9
\$125,001 - \$200,000	2,105	29.97%	147	1,530	400	28
\$200,001 - \$275,000	1,086	15.46%	55	558	429	44
\$275,001 - \$425,000	1,075	15.31%	37	354	586	98
\$425,001 and up	737	10.49%	20	174	374	169
<b>Total New Listed Units</b>	<b>7,023</b>		<b>846</b>	<b>3,868</b>	<b>1,949</b>	<b>360</b>
<b>Total New Listed Volume</b>	<b>1,653,555,102</b>	<b>100%</b>	<b>100.57M</b>	<b>719.79M</b>	<b>634.44M</b>	<b>198.75M</b>
<b>Average New Listed Listing Price</b>	<b>\$220,476</b>		<b>\$118,879</b>	<b>\$186,089</b>	<b>\$325,523</b>	<b>\$552,080</b>

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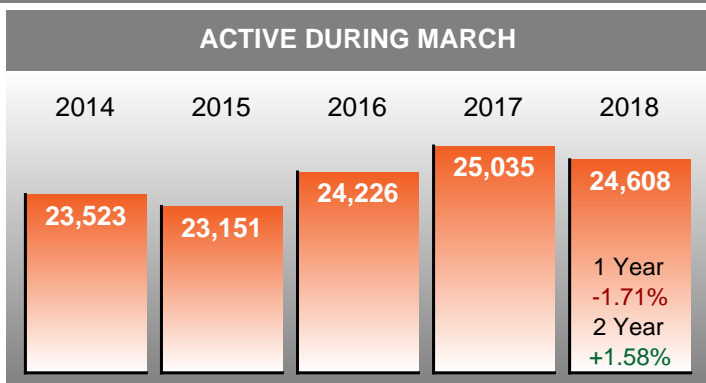
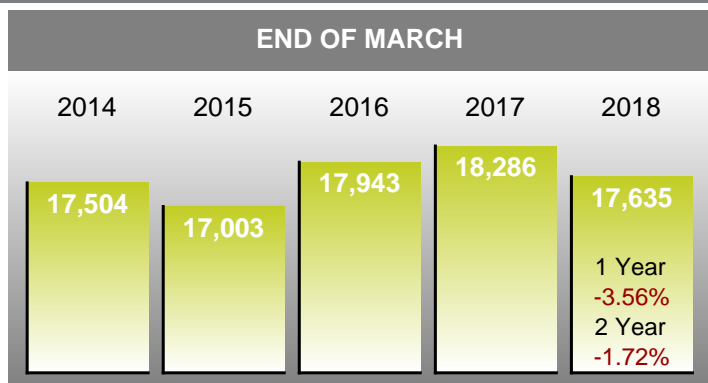
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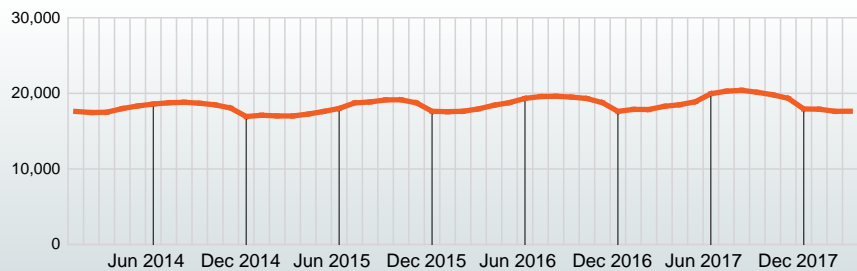
## ACTIVE INVENTORY

Report produced on Apr 13, 2018 for Nabeel Jamal



### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 17,674      3 MONTHS



**High**  
Aug 2017 = 20,400  
**Low**  
Dec 2014 = 16,938  
*Inventory*  
this month at **17,635**,  
below the 5 yr MAR  
average of **17,674**

JAN	17,899
FEB	17,625 -1.53%
MAR	17,635 0.06%

### 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	1,434	8.13%	204.5	700	638	85	11
\$50,001 - \$75,000	1,372	7.78%	171.2	469	775	114	14
\$75,001 - \$125,000	2,657	15.07%	138.8	505	1,787	318	47
\$125,001 - \$225,000	5,102	28.93%	113.4	455	3,362	1,188	97
\$225,001 - \$300,000	2,657	15.07%	109.9	155	1,149	1,199	154
\$300,001 - \$475,000	2,568	14.56%	113.7	99	824	1,372	273
\$475,001 and up	1,845	10.46%	118.3	57	376	874	538
<b>Total Active Inventory by Units</b>	<b>17,635</b>			<b>2,440</b>	<b>8,911</b>	<b>5,150</b>	<b>1,134</b>
<b>Total Active Inventory by Volume</b>	<b>4,479,589,493</b>	<b>100%</b>	<b>129.2</b>	<b>298.80M</b>	<b>1.72B</b>	<b>1.76B</b>	<b>703.46M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$254,017</b>			<b>\$122,457</b>	<b>\$193,037</b>	<b>\$341,201</b>	<b>\$620,333</b>

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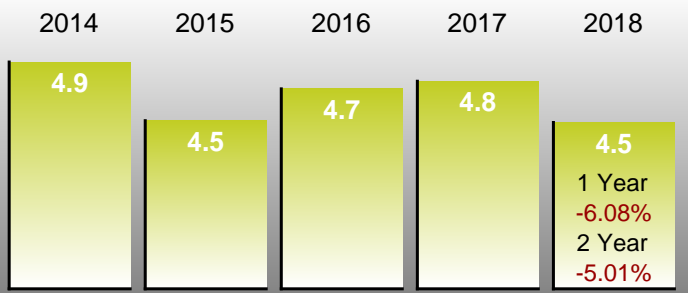
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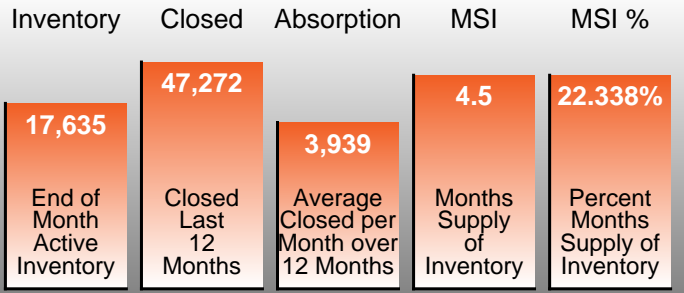
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Apr 13, 2018 for Nabeel Jamal

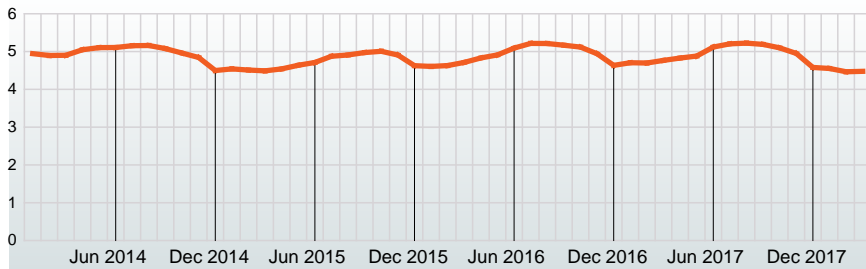
### MSI FOR MARCH



### INDICATORS FOR MARCH 2018



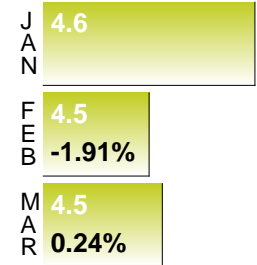
### 5 YEAR MARKET ACTIVITY TRENDS



5yr MAR 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 MAR  
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	1,434	8.13%	4.1	5.0	3.5	3.2	3.5
\$50,001 - \$75,000	1,372	7.78%	4.6	5.5	4.2	4.5	4.9
\$75,001 - \$125,000	2,657	15.07%	3.5	4.2	3.2	4.3	6.9
\$125,001 - \$225,000	5,102	28.93%	3.2	5.1	3.1	3.2	4.5
\$225,001 - \$300,000	2,657	15.07%	5.3	10.7	5.3	4.9	6.6
\$300,001 - \$475,000	2,568	14.56%	7.4	12.1	8.1	6.8	8.0
\$475,001 and up	1,845	10.46%	15.8	38.0	17.5	13.4	18.5
<b>Market Supply of Inventory (MSI)</b>	<b>4.5</b>	<b>100%</b>	<b>4.5</b>	<b>5.3</b>	<b>3.8</b>	<b>5.1</b>	<b>9.4</b>
<b>Total Active Inventory by Units</b>	<b>17,635</b>			<b>2,440</b>	<b>8,911</b>	<b>5,150</b>	<b>1,134</b>

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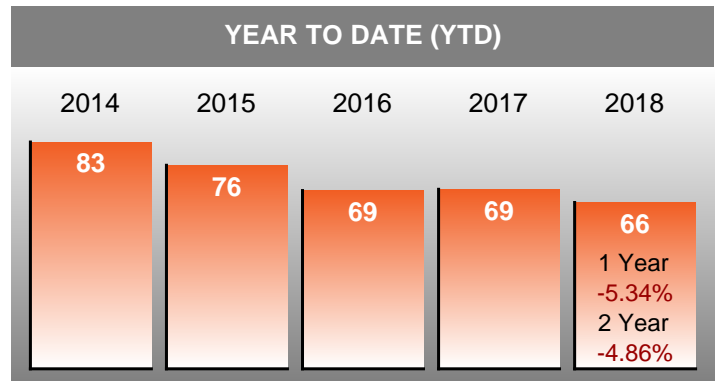
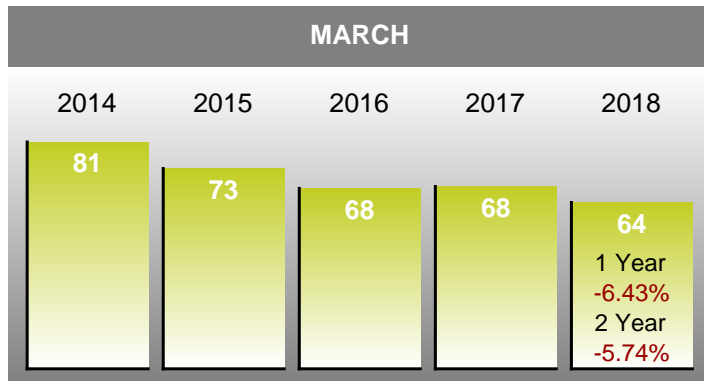
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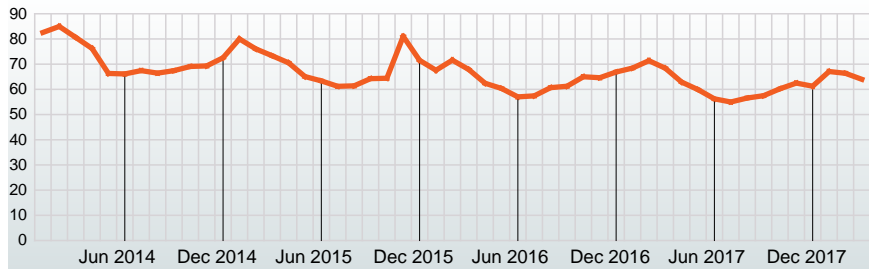
## AVERAGE DAYS ON MARKET TO SALE

Report produced on Apr 13, 2018 for Nabeel Jamal



### 5 YEAR MARKET ACTIVITY TRENDS

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



**High**  
Feb 2014 = 85

**Low**  
Jul 2017 = 55

Average Days on Market this month at **64**, below the 5 yr MAR average of **71**

JAN	67
FEB	66
<b>-1.05%</b>	
MAR	64
<b>-3.58%</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	334	8.13%	71.9	70.5	77.4	58.0	29.8
\$50,001 - \$75,000	311	7.57%	71.3	76.4	66.8	81.0	17.0
\$75,001 - \$125,000	773	18.81%	52.3	54.7	50.5	60.4	84.2
\$125,001 - \$175,000	1,040	25.31%	57.4	58.9	54.3	70.4	71.6
\$175,001 - \$225,000	634	15.43%	65.1	105.0	63.9	62.0	79.5
\$225,001 - \$300,000	535	13.02%	71.2	79.3	69.4	74.2	53.1
\$300,001 and up	482	11.73%	77.5	66.0	65.2	83.1	83.6
<b>Average Closed DOM</b>			64.0	67.9	59.3	72.1	72.5
<b>Total Closed Units</b>		100%	64.0	482	2441	1057	129
<b>Total Closed Volume</b>			750,078,539	47.15M	384.36M	264.01M	54.56M

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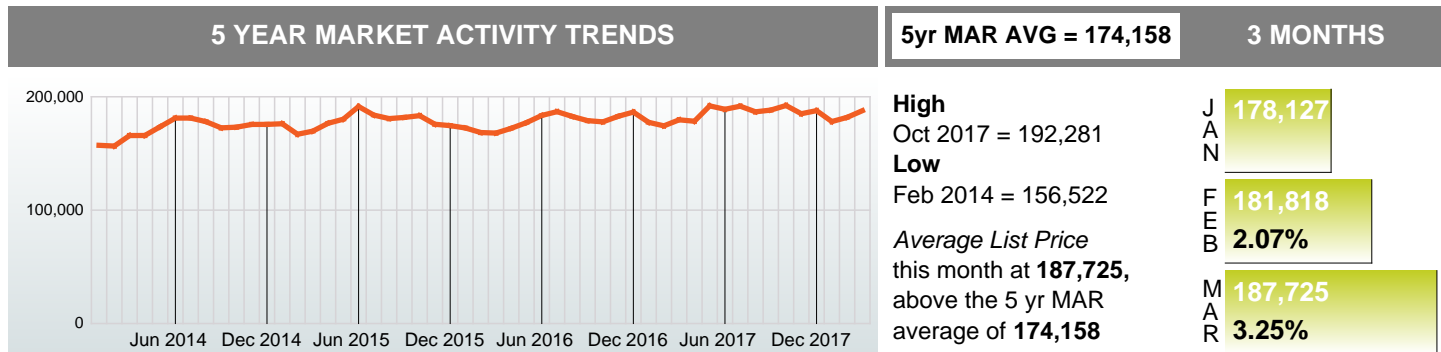
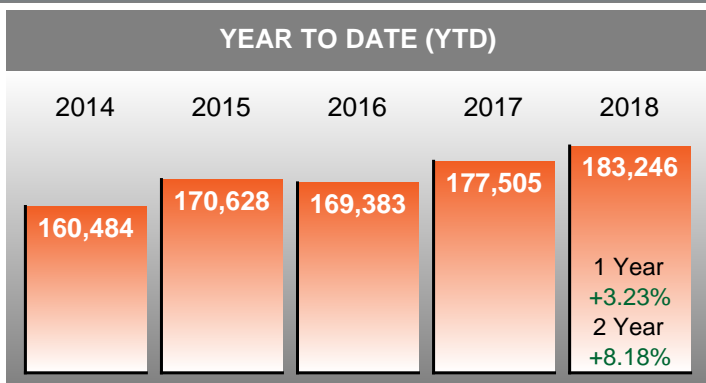
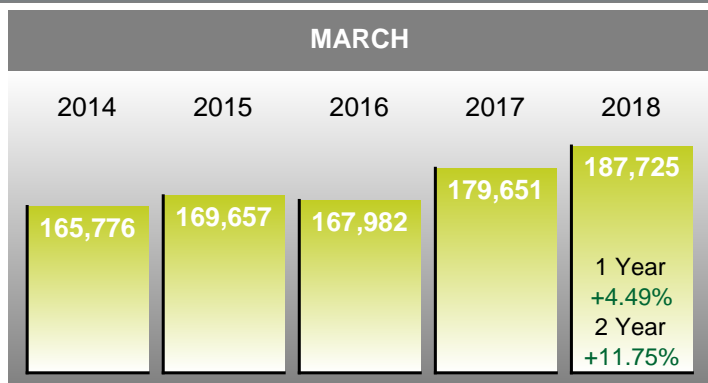
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## AVERAGE LIST PRICE AT CLOSING

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## 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	302	7.35%	33,837	36,231	37,241	34,472	42,800
\$50,001 - \$75,000	308	7.50%	64,437	67,728	67,481	67,139	62,500
\$75,001 - \$125,000	762	18.54%	103,141	103,908	105,834	108,555	108,927
\$125,001 - \$175,000	1,047	25.48%	151,369	154,388	152,355	157,389	170,750
\$175,001 - \$225,000	636	15.48%	198,057	203,042	199,037	203,567	210,775
\$225,001 - \$300,000	566	13.77%	261,538	272,650	260,960	264,303	275,238
\$300,001 and up	488	11.88%	471,770	441,196	430,978	450,683	654,903
Average List Price	187,725			103,892	161,531	255,149	444,141
Total Closed Units	4,109	100%	187,725	482	2441	1057	129
Total Closed Volume	771,360,988			50.08M	394.30M	269.69M	57.29M

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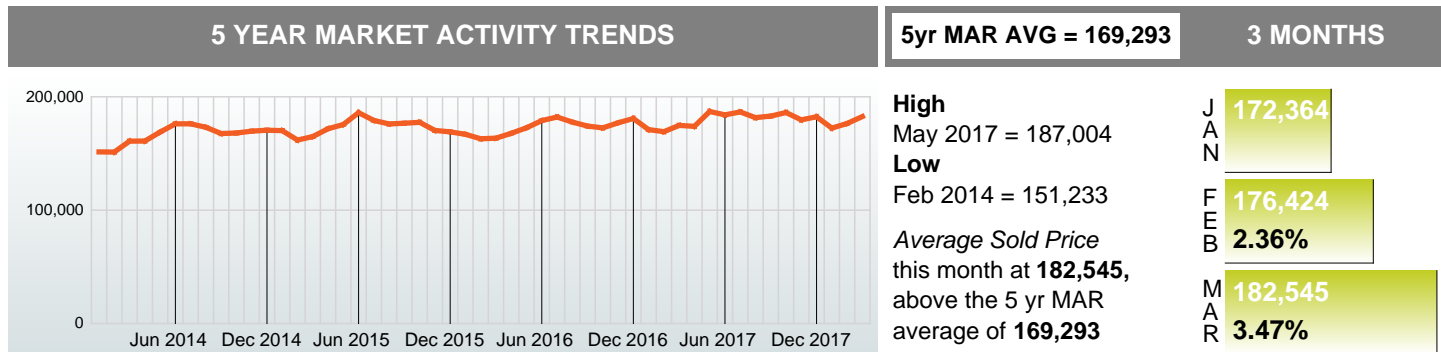
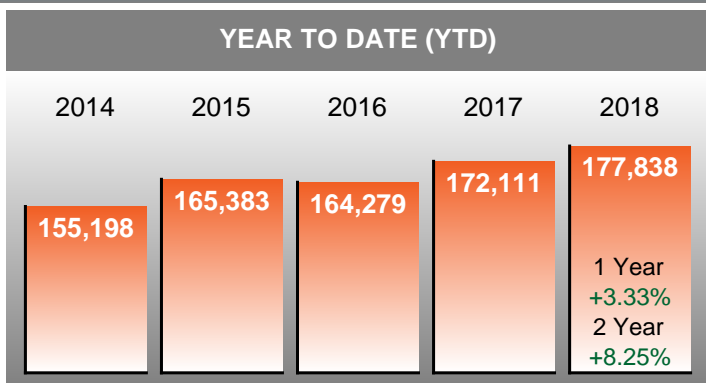
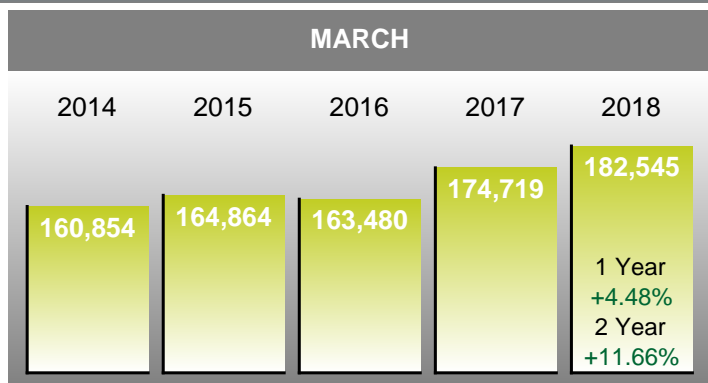
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## AVERAGE SOLD PRICE AT CLOSING

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## 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	334	8.13%	31,607	30,950	32,460	29,807	36,000
\$50,001 - \$75,000	311	7.57%	63,822	62,673	64,366	64,096	63,500
\$75,001 - \$125,000	773	18.81%	102,324	99,148	102,848	104,044	103,567
\$125,001 - \$175,000	1,040	25.31%	150,667	149,664	149,774	154,635	161,550
\$175,001 - \$225,000	634	15.43%	197,580	192,898	196,064	200,176	204,679
\$225,001 - \$300,000	535	13.02%	259,398	262,095	256,554	260,514	270,388
\$300,001 and up	482	11.73%	456,098	415,938	411,044	439,596	619,797
<b>Average Sold Price</b>			182,545	97,819	157,460	249,772	422,952
<b>Total Closed Units</b>		100%	182,545	482	2441	1057	129
<b>Total Closed Volume</b>			750,078,539	47.15M	384.36M	264.01M	54.56M

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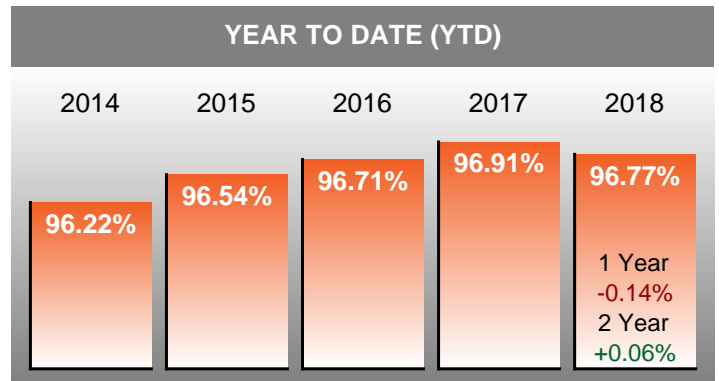
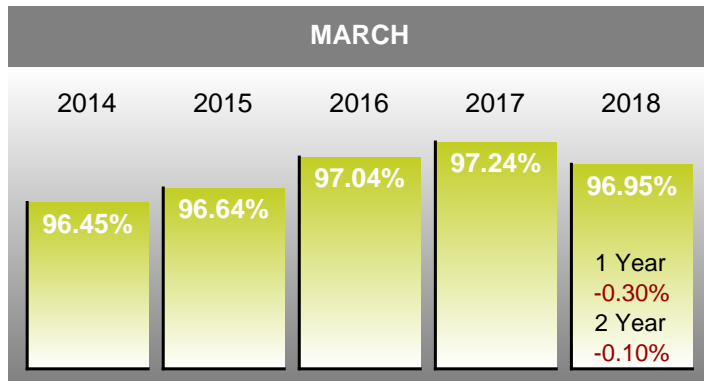
# March 2018

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



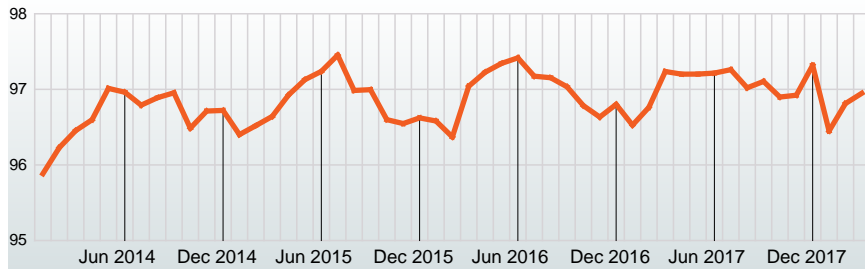
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Apr 13, 2018 for Nabeel Jamal



### 5 YEAR MARKET ACTIVITY TRENDS

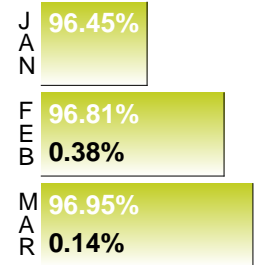
5yr MAR AVG = 96.86%      3 MONTHS



**High**  
Jul 2015 = 97.45%

**Low**  
Jan 2014 = 95.88%

Average Sold/List Ratio this month at **96.95%**, equal to 5 yr MAR average of **96.86%**



### 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	334	8.13%	87.08%	85.67%	87.49%	90.63%	93.75%
\$50,001 - \$75,000	311	7.57%	95.78%	93.73%	96.61%	96.59%	101.15%
\$75,001 - \$125,000	773	18.81%	97.19%	95.79%	97.64%	96.19%	96.51%
\$125,001 - \$175,000	1,040	25.31%	98.35%	97.52%	98.43%	98.42%	95.16%
\$175,001 - \$225,000	634	15.43%	98.45%	95.48%	98.62%	98.54%	97.52%
\$225,001 - \$300,000	535	13.02%	98.42%	96.28%	98.39%	98.64%	98.25%
\$300,001 and up	482	11.73%	97.50%	94.95%	97.73%	97.93%	95.90%
<b>Average Sold/List Ratio</b>			96.90%	92.51%	97.42%	97.93%	96.55%
<b>Total Closed Units</b>	4,109	100%	96.90%	482	2441	1057	129
<b>Total Closed Volume</b>	750,078,539			47.15M	384.36M	264.01M	54.56M

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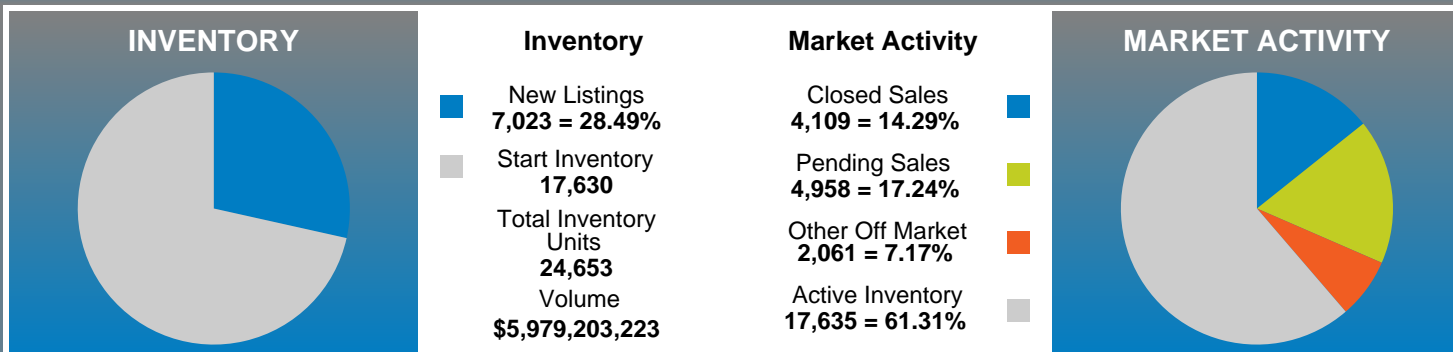
# March 2018

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



## MARKET SUMMARY

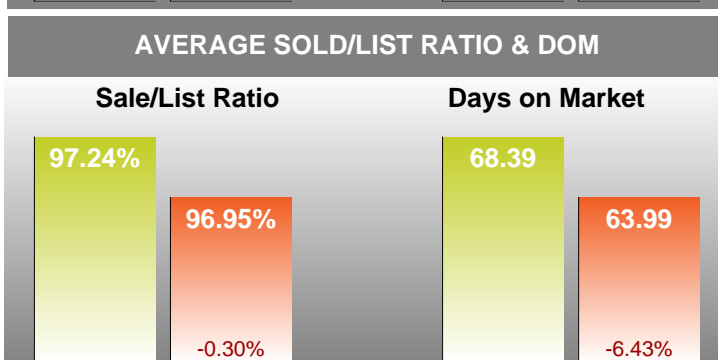
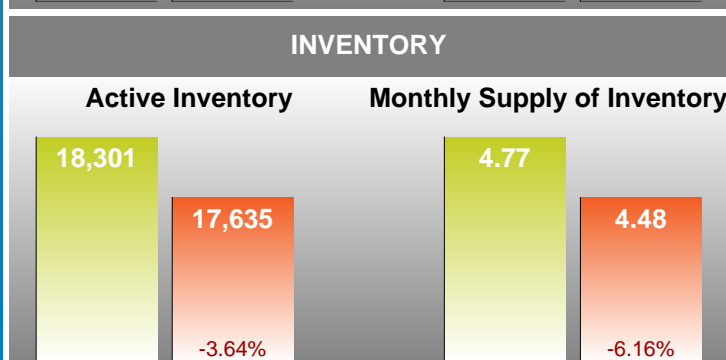
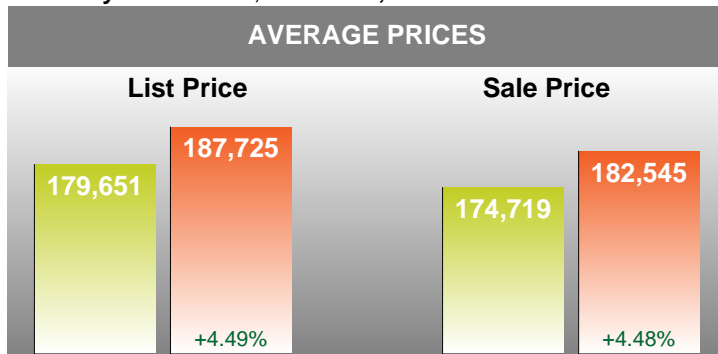
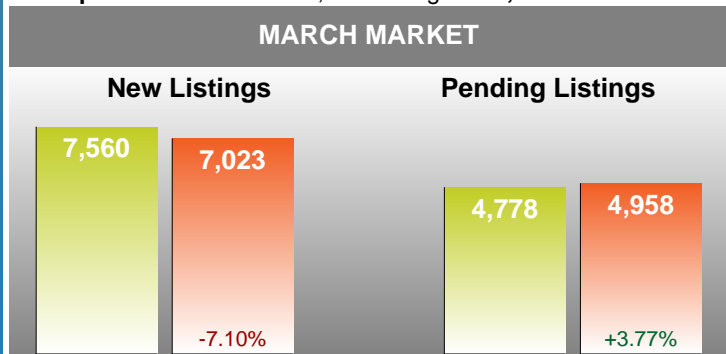
Report produced on Apr 13, 2018 for Nabeel Jamal



Compared Metrics	March			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	4,197	4,109	-2.10%	9,577	9,856	2.91%
Pending Sales	4,778	4,958	3.77%	12,017	12,488	3.92%
New Listings	7,560	7,023	-7.10%	19,256	18,444	-4.22%
Average List Price	179,651	187,725	4.49%	177,505	183,246	3.23%
Average Sale Price	174,719	182,545	4.48%	172,111	177,838	3.33%
Average Percent of Selling Price to List Price	97.24%	96.95%	-0.30%	96.91%	96.77%	-0.14%
Average Days on Market to Sale	68.39	63.99	-6.43%	69.28	65.58	-5.34%
Monthly Inventory	18,301	17,635	-3.64%	18,301	17,635	-3.64%
Months Supply of Inventory	4.77	4.48	-6.16%	4.77	4.48	-6.16%

**Absorption:** Last 12 months, an Average of **3,939** Sales/Month

**Inventory on March 31, 2018 = 17,635** 2017 2018



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