

May 2018

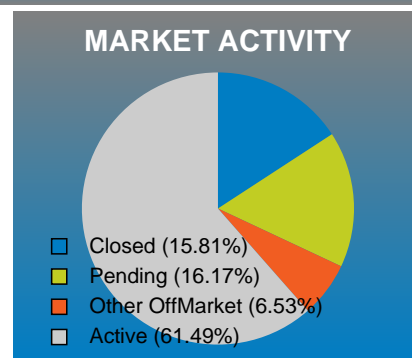
Area Delimited by Entire OK State MLS - Single-Family Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jun 14, 2018 for Nabeel Jamal

Compared Metrics	May		
	2017	2018	+/-%
Closed Listings	4,977	4,786	-3.84%
Pending Listings	4,615	4,896	6.09%
New Listings	7,182	7,495	4.36%
Average List Price	191,968	195,096	1.63%
Average Sale Price	187,004	190,324	1.78%
Average Percent of List Price to Selling Price	97.20%	97.38%	0.18%
Average Days on Market to Sale	59.89	54.02	-9.80%
End of Month Inventory	18,940	18,616	-1.71%
Months Supply of Inventory	4.89	4.70	-3.88%



Absorption: Last 12 months, an Average of **3,958** Sales/Month
Active Inventory as of May 31, 2018 = **18,616**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2018 decreased **1.71%** to 18,616 existing homes available for sale. Over the last 12 months this area has had an average of 3,958 closed sales per month. This represents an unsold inventory index of **4.70** 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 **1.78%** in May 2018 to \$190,324 versus the previous year at \$187,004.

Average Days on Market Shortens

The average number of **54.02** days that homes spent on the market before selling decreased by 5.87 days or **9.80%** in May 2018 compared to last year's same month at **59.89** DOM.

Sales Success for May 2018 is Positive

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

There were 7,495 New Listings in May 2018, up **4.36%** from last year at 7,182. Furthermore, there were 4,786 Closed Listings this month versus last year at 4,977, a **-3.84%** decrease.

Closed versus Listed trends yielded a **63.9%** ratio, down from previous year's, May 2017, at **69.3%**, a **7.85%** downswing. 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
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Or visit: www.okrealtors.com

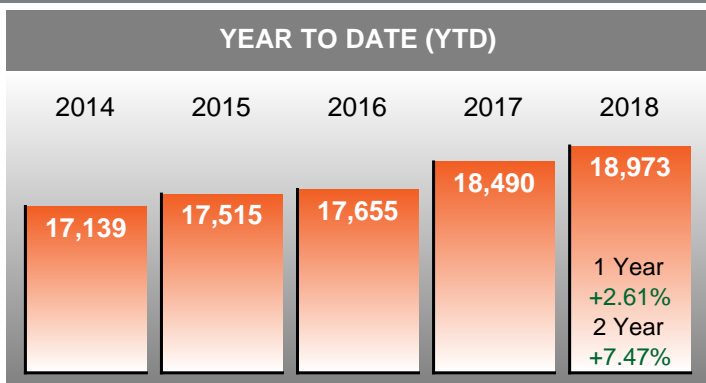
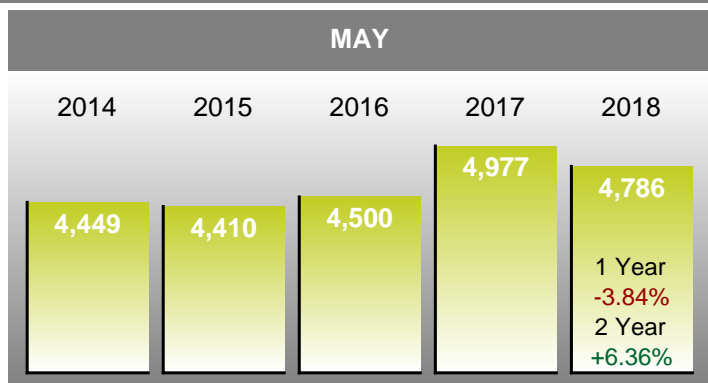
May 2018

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CLOSED LISTINGS

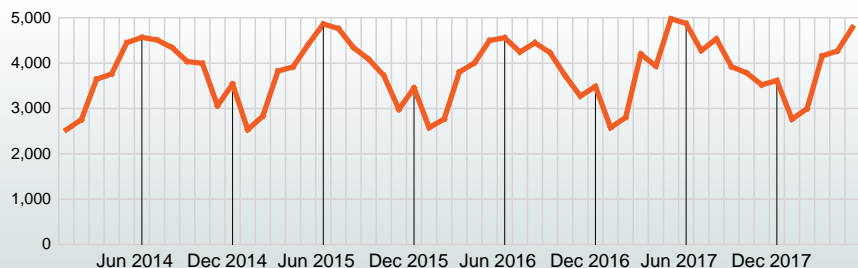
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 4,624

3 MONTHS



High
May 2017 = 4,977
Low
Jan 2014 = 2,530
Closed Listings
this month at **4,786**,
above the 5 yr MAY
average of **4,624**

MAR	4,159
APR	4,267
MAY	4,786
2.60%	
12.16%	

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	327	6.83%	63.7	136	161	25	5
\$50,001 - \$100,000	714	14.92%	55.9	207	443	59	5
\$100,001 - \$125,000	473	9.88%	48.6	64	353	53	3
\$125,001 - \$175,000	1,179	24.63%	44.4	77	897	196	9
\$175,001 - \$225,000	773	16.15%	49.3	41	483	231	18
\$225,001 - \$325,000	827	17.28%	64.2	28	333	422	44
\$325,001 and up	493	10.30%	63.5	9	132	265	87
Total Closed Units	4,786			562	2,802	1,251	171
Total Closed Volume	910,892,805	100%	54.0	57.27M	456.08M	330.50M	67.04M
Average Closed Price	\$190,324			\$101,904	\$162,771	\$264,186	\$392,057

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Phone: 405-848-9944

Email: nabeel@okrealtors.com

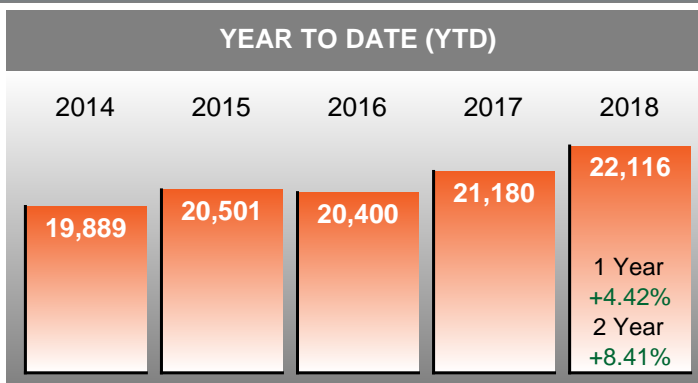
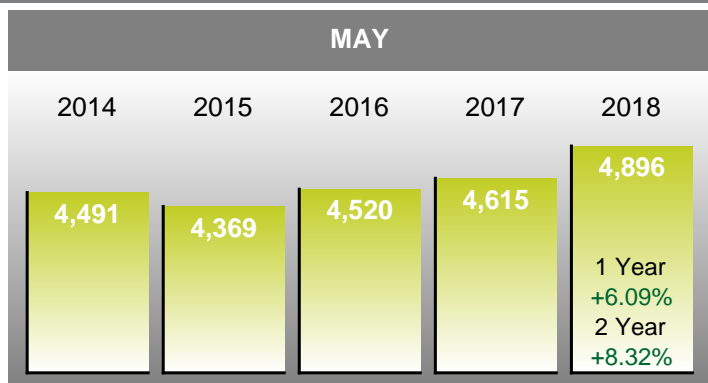
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PENDING LISTINGS

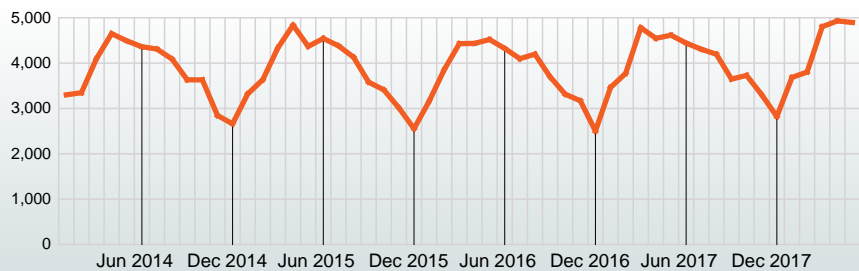
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 4,578

3 MONTHS



High
Apr 2018 = 4,930
Low
Dec 2016 = 2,503
Pending Listings
this month at **4,896**,
above the 5 yr MAY
average of **4,578**

MAY	4,896	-0.69%
APR	4,930	2.64%
MAR	4,803	

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	6.78%	54.5	144	161	23	4
\$50,001 - \$100,000	713	14.56%	57.4	202	456	47	8
\$100,001 - \$125,000	475	9.70%	40.4	72	343	55	5
\$125,001 - \$175,000	1,188	24.26%	43.6	78	939	159	12
\$175,001 - \$250,000	1,097	22.41%	48.0	53	622	397	25
\$250,001 - \$325,000	532	10.87%	62.5	15	186	306	25
\$325,001 and up	559	11.42%	62.7	11	153	335	60
Total Pending Units	4,896			575	2,860	1,322	139
Total Pending Volume	955,975,968	100%	50.4	59.97M	473.08M	373.09M	49.84M
Average Listing Price	\$182,246			\$104,289	\$165,414	\$282,217	\$358,528

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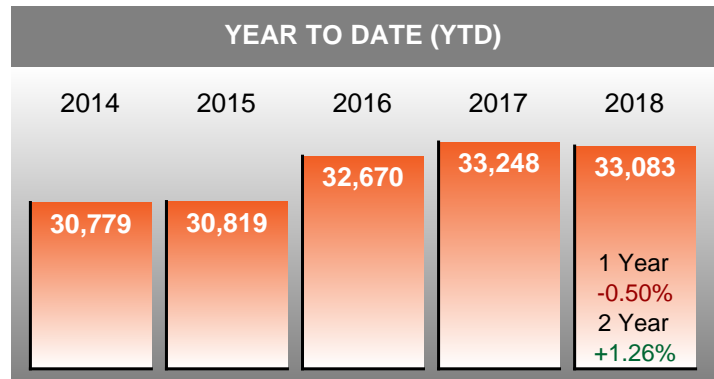
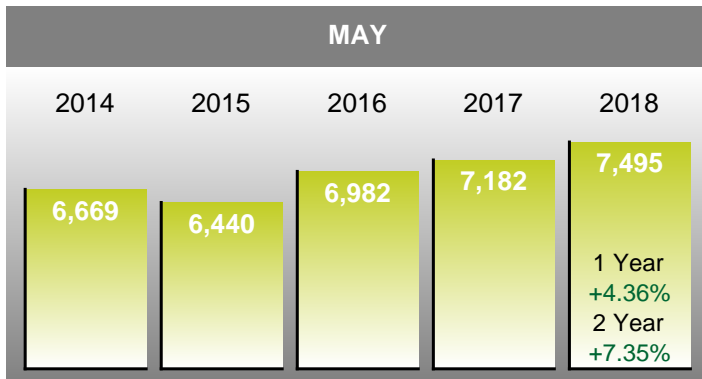
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NEW LISTINGS

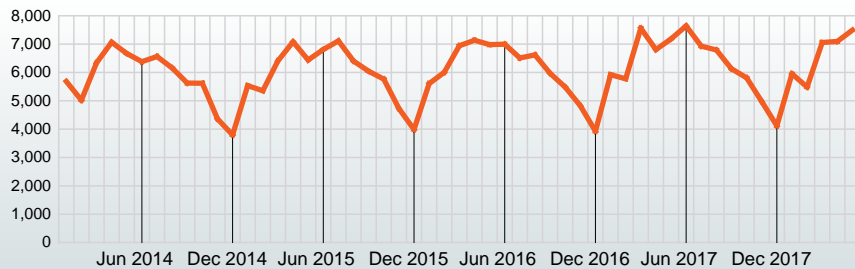
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 6,954

3 MONTHS



High
Jun 2017 = 7,642
Low
Dec 2014 = 3,795
New Listings
this month at **7,495**,
above the 5 yr MAY
average of **6,954**

MAY	7,057
APR	7,094
MAY	7,495
APR	5.65%

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	431	5.75%	213	187	30	1
\$50,001 - \$100,000	1,027	13.70%	302	624	90	11
\$100,001 - \$150,000	1,369	18.27%	175	1,034	143	17
\$150,001 - \$200,000	1,507	20.11%	91	1,078	321	17
\$200,001 - \$275,000	1,335	17.81%	55	688	542	50
\$275,001 - \$400,000	1,022	13.64%	34	337	569	82
\$400,001 and up	804	10.73%	21	178	428	177
Total New Listed Units	7,495		891	4,126	2,123	355
Total New Listed Volume	1,746,541,121	100%	105.12M	756.57M	682.15M	202.71M
Average New Listed Listing Price	\$196,486		\$117,976	\$183,366	\$321,315	\$571,001

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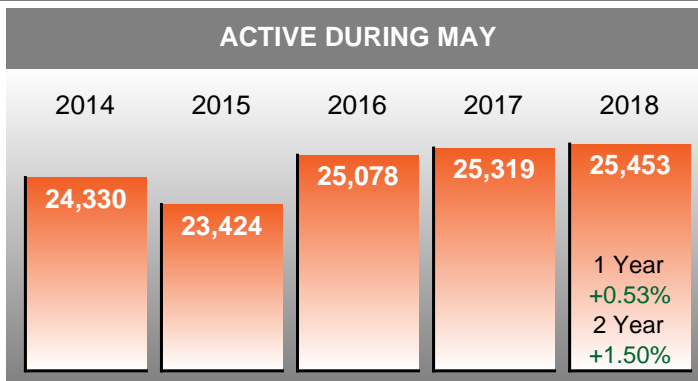
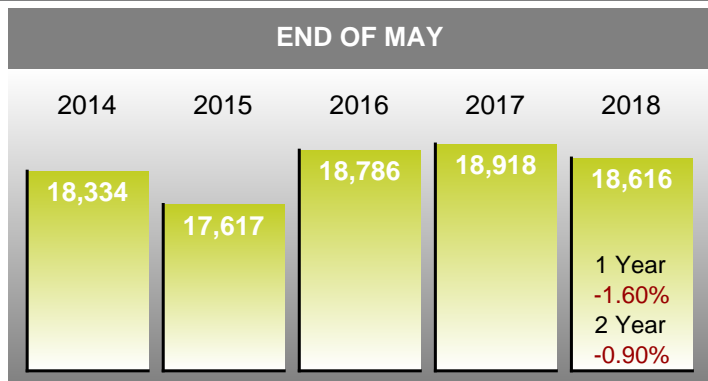
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ACTIVE INVENTORY

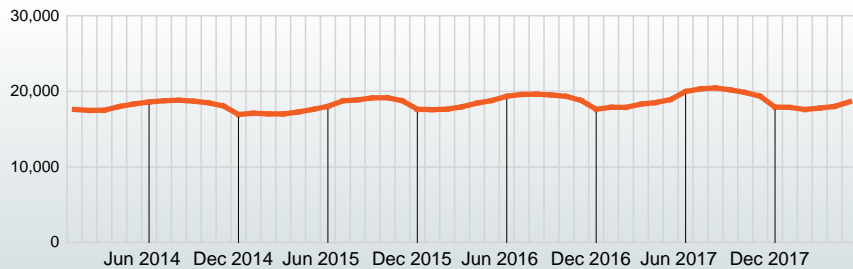
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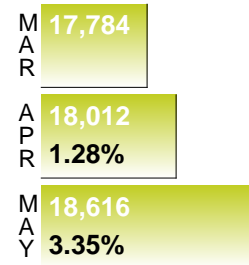
5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 18,454

3 MONTHS



High
Aug 2017 = 20,450
Low
Dec 2014 = 16,942
Inventory
this month at **18,616**,
above the 5 yr MAY
average of **18,454**



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	1,447	7.77%	212.1	708	644	88	7
\$50,001 - \$100,000	2,767	14.86%	165.6	797	1,688	247	35
\$100,001 - \$150,000	2,749	14.77%	117.8	400	1,911	392	46
\$150,001 - \$225,000	4,061	21.81%	105.4	280	2,627	1,067	87
\$225,001 - \$325,000	3,311	17.79%	102.5	167	1,418	1,527	199
\$325,001 - \$475,000	2,222	11.94%	108.7	93	664	1,187	278
\$475,001 and up	2,059	11.06%	112.7	54	427	993	585
Total Active Inventory by Units	18,616			2,499	9,379	5,501	1,237
Total Active Inventory by Volume	4,968,856,451	100%	125.1	305.25M	1.97B	1.92B	774.16M
Average Active Inventory Listing Price	\$266,913			\$122,149	\$209,743	\$349,440	\$625,837

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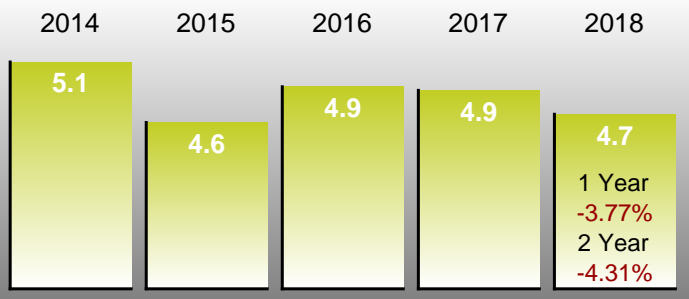
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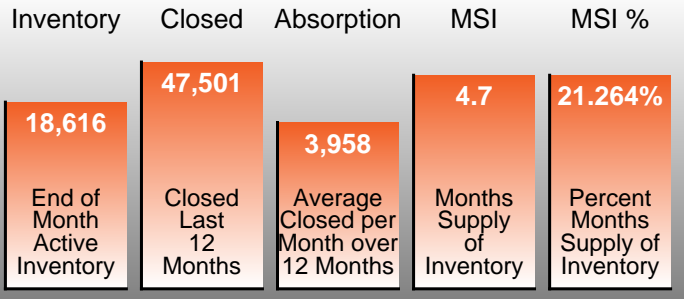
MONTHS SUPPLY of INVENTORY (MSI)

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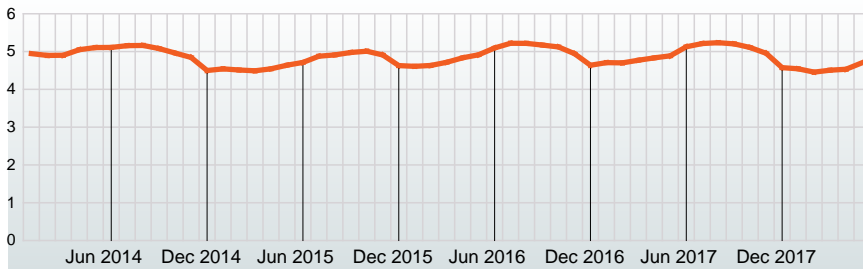
MSI FOR MAY



INDICATORS FOR MAY 2018



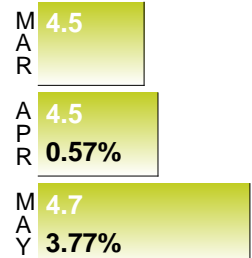
5 YEAR MARKET ACTIVITY TRENDS



5yr MAY AVG = 4.8

3 MONTHS

High
Aug 2017 = 5.2
Low
Feb 2018 = 4.5
Months Supply
this month at **4.7**,
equal to 5 yr MAY
average of **4.8**



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	1,447	7.77%	4.2	5.1	3.7	3.5	2.2
\$50,001 - \$100,000	2,767	14.86%	4.3	5.1	4.0	4.2	5.4
\$100,001 - \$150,000	2,749	14.77%	3.0	4.4	2.7	3.9	5.1
\$150,001 - \$225,000	4,061	21.81%	3.8	5.1	3.8	3.5	5.1
\$225,001 - \$325,000	3,311	17.79%	5.5	8.9	5.5	5.0	6.8
\$325,001 - \$475,000	2,222	11.94%	8.5	15.9	8.9	7.7	9.6
\$475,001 and up	2,059	11.06%	17.1	30.9	18.2	15.1	19.8
Market Supply of Inventory (MSI)	4.7	100%	4.7	5.4	4.0	5.4	10.0
Total Active Inventory by Units	18,616			2,499	9,379	5,501	1,237

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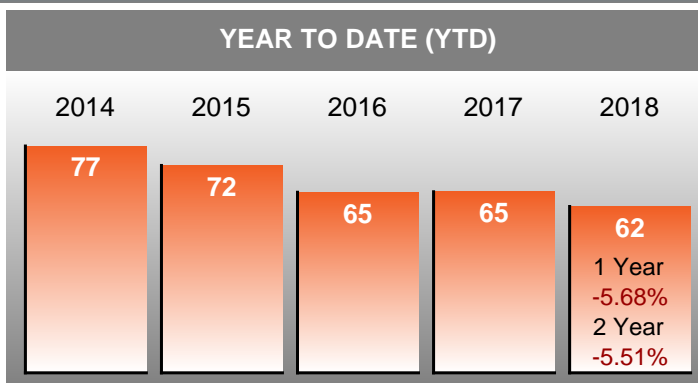
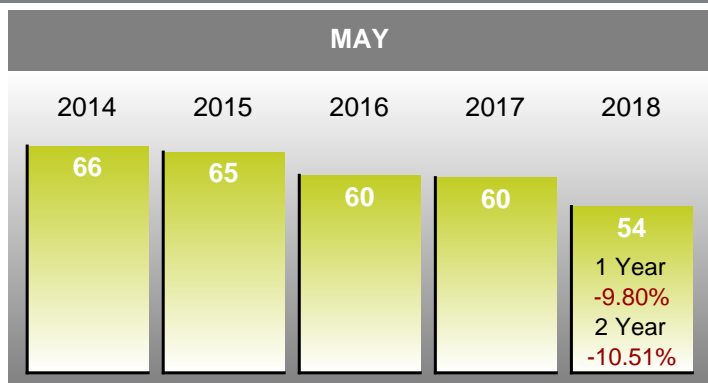
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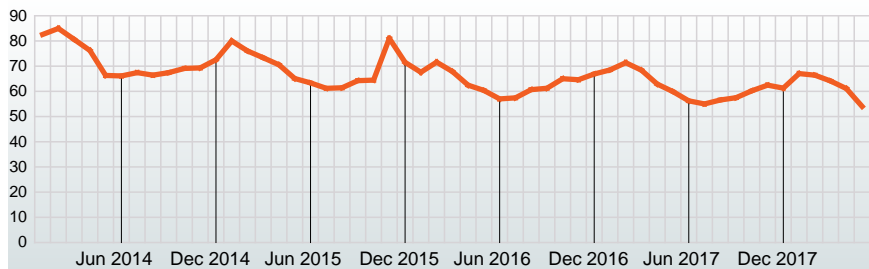


AVERAGE DAYS ON MARKET TO SALE

Report produced on Jun 14, 2018 for Nabeel Jamal



5 YEAR MARKET ACTIVITY TRENDS



5yr MAY AVG = 61

3 MONTHS

High
Feb 2014 = 85

Low
May 2018 = 54

Average Days on Market this month at **54**, below the 5 yr MAY average of **61**

M A R	64
A P R	61
M A Y	54

-4.69%
-11.58%

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	327	6.83%	63.7	67.6	58.8	65.5	105.8
\$50,001 - \$100,000	714	14.92%	55.9	57.5	56.1	49.3	54.8
\$100,001 - \$125,000	473	9.88%	48.6	43.5	47.6	58.4	98.0
\$125,001 - \$175,000	1,179	24.63%	44.4	56.1	41.0	53.4	86.3
\$175,001 - \$225,000	773	16.15%	49.3	57.6	47.7	50.3	59.1
\$225,001 - \$325,000	827	17.28%	64.2	89.9	62.0	65.5	51.6
\$325,001 and up	493	10.30%	63.5	109.8	74.3	57.2	61.6
Average Closed DOM			54.0	60.6	50.5	58.0	61.8
Total Closed Units		100%	54.0	562	2802	1251	171
Total Closed Volume			910,892,805	57.27M	456.08M	330.50M	67.04M

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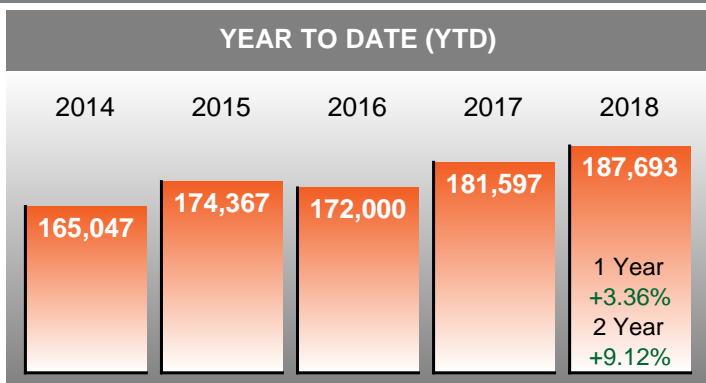
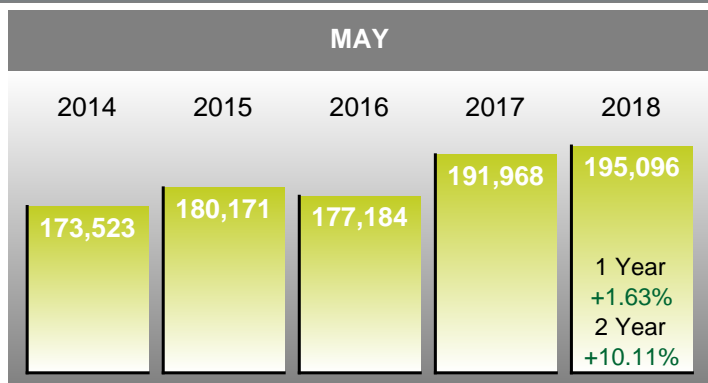
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AVERAGE LIST PRICE AT CLOSING

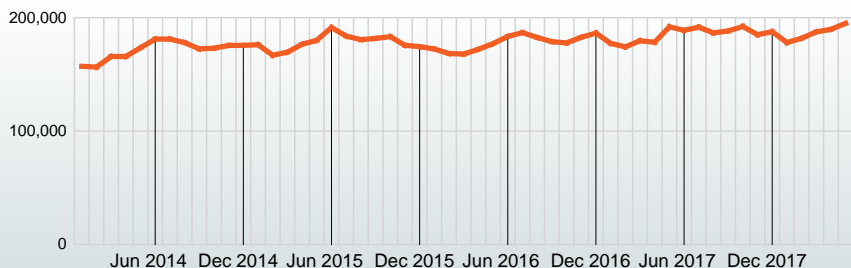
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 183,588

3 MONTHS



High
May 2018 = 195,096
Low
Feb 2014 = 156,522
Average List Price
this month at **195,096**,
above the 5 yr MAY
average of **183,588**

MAY	187,518
APR	189,793
MAY	195,096
YTD	2.79%

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	6.31%	33,005	36,202	34,778	36,027	20,560
\$50,001 - \$100,000	712	14.88%	78,619	77,339	81,749	82,507	96,360
\$100,001 - \$125,000	456	9.53%	115,639	116,834	117,691	117,945	128,667
\$125,001 - \$175,000	1,177	24.59%	152,177	153,591	153,268	158,874	156,578
\$175,001 - \$225,000	778	16.26%	199,496	201,008	201,299	203,264	202,444
\$225,001 - \$325,000	843	17.61%	269,040	280,421	269,259	274,982	280,045
\$325,001 and up	518	10.82%	490,223	396,500	441,798	496,924	593,088
Average List Price			195,096	106,580	166,327	270,056	409,031
Total Closed Units		100%	4,786	562	2802	1251	171
Total Closed Volume			933,730,974	59.90M	466.05M	337.84M	69.94M

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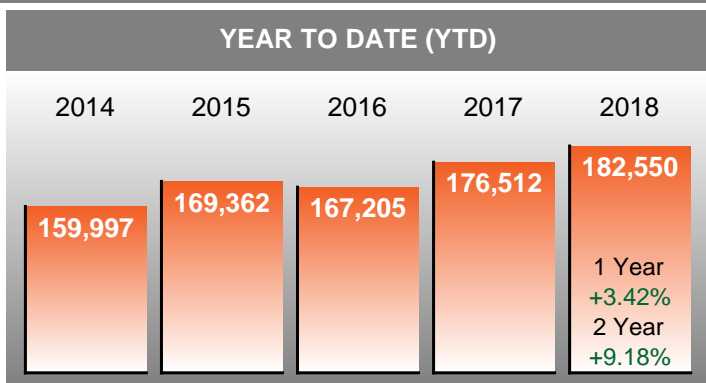
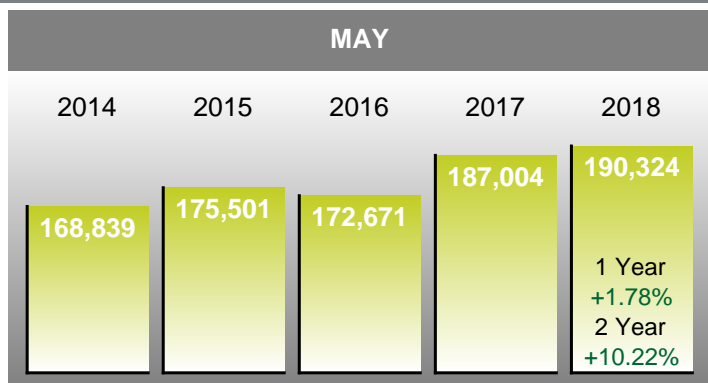
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AVERAGE SOLD PRICE AT CLOSING

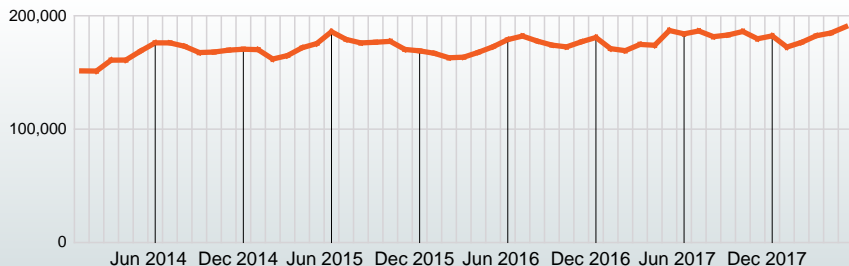
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 178,868

3 MONTHS



High
May 2018 = 190,324
Low
Feb 2014 = 151,233
Average Sold Price
this month at **190,324**,
above the 5 yr MAY
average of **178,868**

MAY	182,356
APR	184,832
MAY	190,324
YTD	2.97%

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	327	6.83%	31,408	31,748	31,581	31,111	18,100
\$50,001 - \$100,000	714	14.92%	77,379	74,149	78,423	80,043	87,200
\$100,001 - \$125,000	473	9.88%	114,437	113,614	114,516	114,405	123,333
\$125,001 - \$175,000	1,179	24.63%	151,459	149,031	150,879	155,104	150,701
\$175,001 - \$225,000	773	16.15%	198,603	195,484	198,652	199,489	193,011
\$225,001 - \$325,000	827	17.28%	267,888	263,461	264,018	270,427	275,641
\$325,001 and up	493	10.30%	481,970	384,997	429,013	484,264	565,363
Average Sold Price			190,324	101,904	162,771	264,186	392,057
Total Closed Units		100%	190,324	562	2802	1251	171
Total Closed Volume			910,892,805	57.27M	456.08M	330.50M	67.04M

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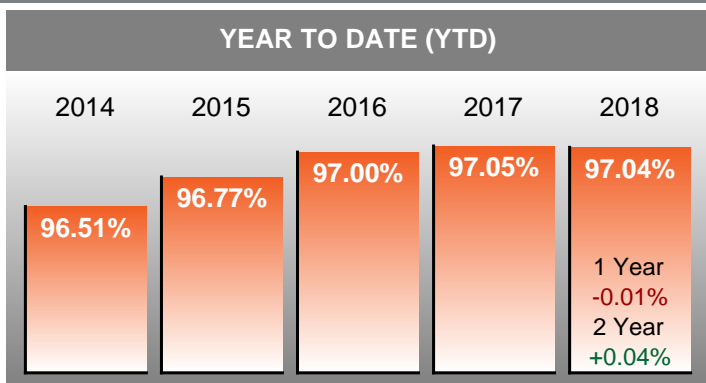
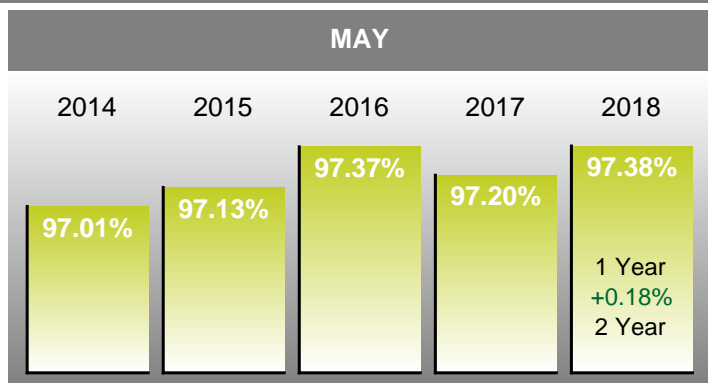
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AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

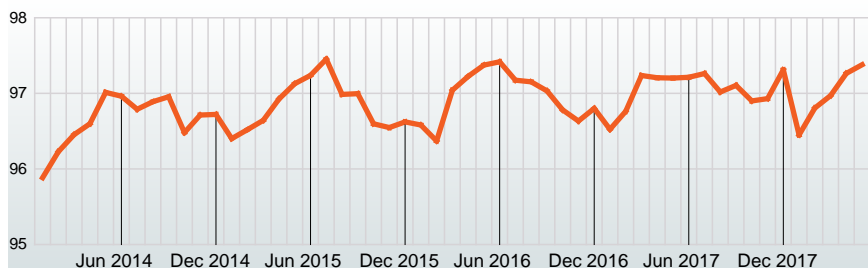
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 97.22%

3 MONTHS



High
Jul 2015 = 97.45%
Low
Jan 2014 = 95.88%
Average Sold/List Ratio this month at **97.38%**, equal to 5 yr MAY average of **97.22%**

MAR	96.97%
APR	97.26%
MAY	97.38%
APR	0.30%
MAY	0.12%

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	327	6.83%	90.32%	88.09%	92.55%	88.23%	89.43%
\$50,001 - \$100,000	714	14.92%	96.50%	96.33%	96.44%	98.05%	90.53%
\$100,001 - \$125,000	473	9.88%	97.57%	97.64%	97.63%	97.22%	96.11%
\$125,001 - \$175,000	1,179	24.63%	98.32%	97.37%	98.54%	97.78%	96.38%
\$175,001 - \$225,000	773	16.15%	98.59%	97.56%	98.89%	98.37%	95.80%
\$225,001 - \$325,000	827	17.28%	98.20%	94.03%	98.16%	98.48%	98.50%
\$325,001 and up	493	10.30%	97.61%	97.34%	97.75%	97.91%	96.51%
Average Sold/List Ratio			97.40%	94.62%	97.73%	97.95%	96.55%
Total Closed Units	4,786	100%	97.40%	562	2802	1251	171
Total Closed Volume	910,892,805			57.27M	456.08M	330.50M	67.04M

Ready to Buy or Sell Real Estate?

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Contact: Nabeel Jamal

Phone: 405-848-9944

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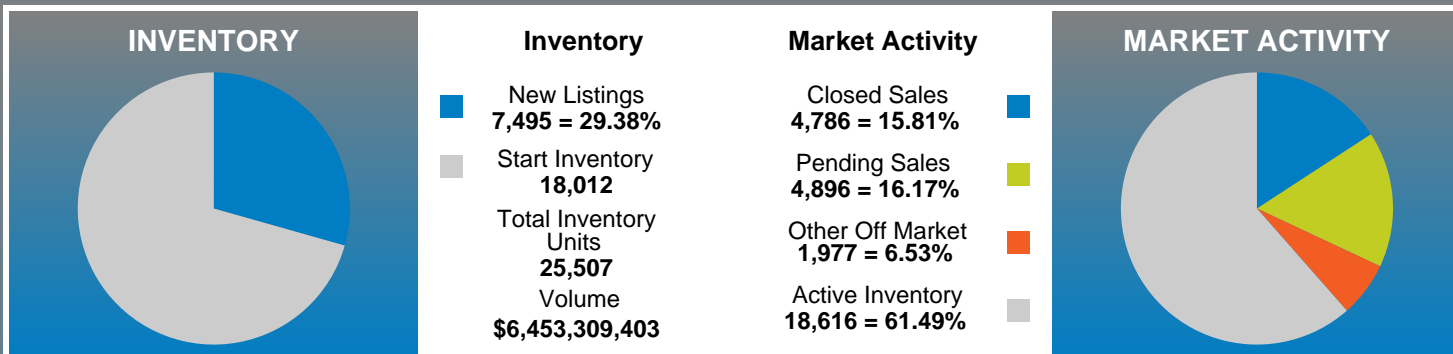
May 2018

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



MARKET SUMMARY

Report produced on Jun 14, 2018 for Nabeel Jamal

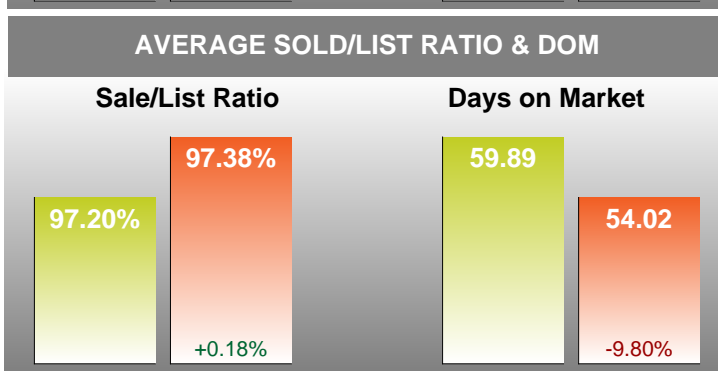
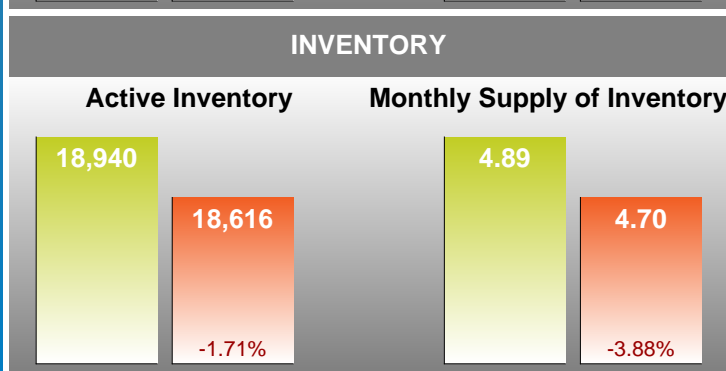
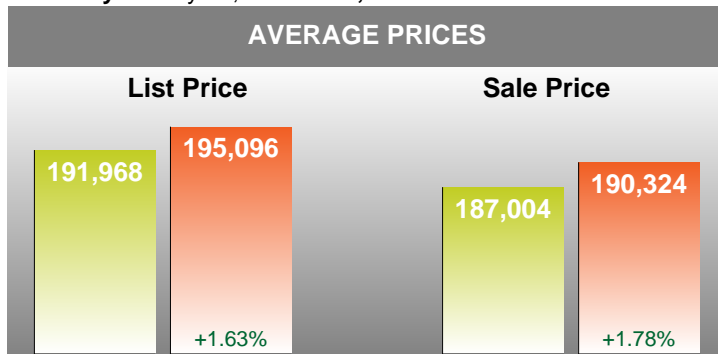
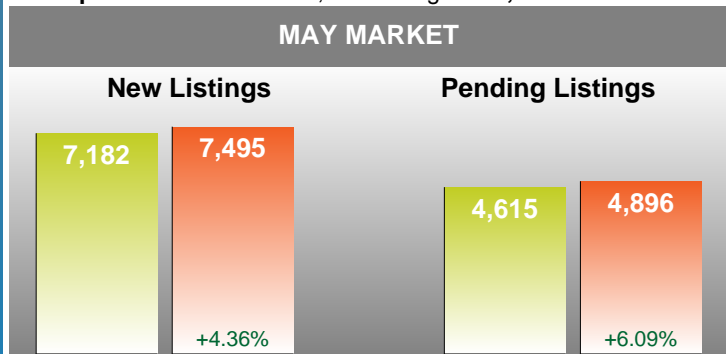


Compared Metrics	May			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	4,977	4,786	-3.84%	18,490	18,973	2.61%
Pending Sales	4,615	4,896	6.09%	21,180	22,116	4.42%
New Listings	7,182	7,495	4.36%	33,248	33,083	-0.50%
Average List Price	191,968	195,096	1.63%	181,597	187,693	3.36%
Average Sale Price	187,004	190,324	1.78%	176,512	182,550	3.42%
Average Percent of Selling Price to List Price	97.20%	97.38%	0.18%	97.05%	97.04%	-0.01%
Average Days on Market to Sale	59.89	54.02	-9.80%	65.39	61.68	-5.68%
Monthly Inventory	18,940	18,616	-1.71%	18,940	18,616	-1.71%
Months Supply of Inventory	4.89	4.70	-3.88%	4.89	4.70	-3.88%

Absorption: Last 12 months, an Average of **3,958** Sales/Month

Inventory on May 31, 2018 = 18,616

2017	2018
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