



# June 2018

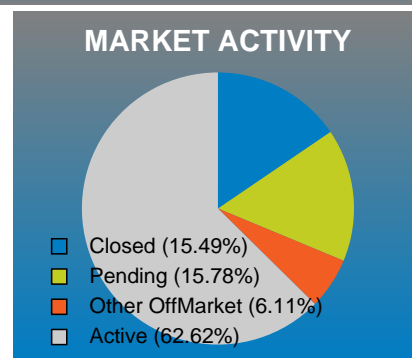
Area Delimited by Entire OK State MLS - Single-Family Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jul 16, 2018 for Nabeel Jamal

Compared Metrics	June		
	2017	2018	+/-%
Closed Listings	4,874	4,768	-2.17%
Pending Listings	4,442	4,855	9.30%
New Listings	7,642	7,258	-5.02%
Average List Price	188,951	200,376	6.05%
Average Sale Price	184,034	195,086	6.00%
Average Percent of List Price to Selling Price	97.21%	97.42%	0.21%
Average Days on Market to Sale	56.23	52.62	-6.41%
End of Month Inventory	19,991	19,271	-3.60%
Months Supply of Inventory	5.13	4.87	-5.06%



**Absorption:** Last 12 months, an Average of **3,957** Sales/Month  
**Active Inventory** as of June 30, 2018 = **19,271**

### Analysis Wrap-Up

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

The total housing inventory at the end of June 2018 decreased **3.60%** to 19,271 existing homes available for sale. Over the last 12 months this area has had an average of 3,957 closed sales per month. This represents an unsold inventory index of **4.87** 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 **6.00%** in June 2018 to \$195,086 versus the previous year at \$184,034.

#### Average Days on Market Shortens

The average number of **52.62** days that homes spent on the market before selling decreased by 3.61 days or **6.41%** in June 2018 compared to last year's same month at **56.23** DOM.

#### Sales Success for June 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 7,258 New Listings in June 2018, down **5.02%** from last year at 7,642. Furthermore, there were 4,768 Closed Listings this month versus last year at 4,874, a **-2.17%** decrease.

Closed versus Listed trends yielded a **65.7%** ratio, up from previous year's, June 2017, at **63.8%**, a **3.00%** 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**



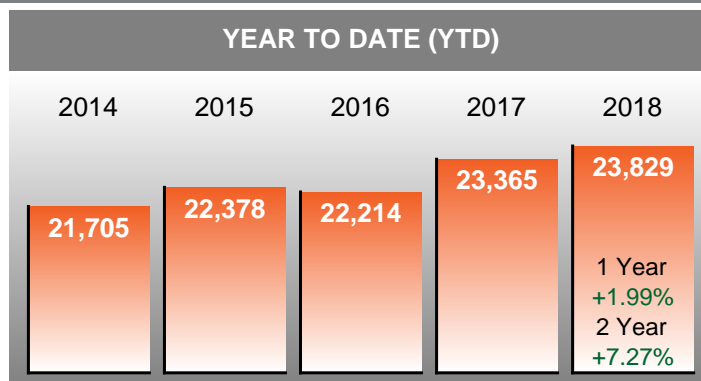
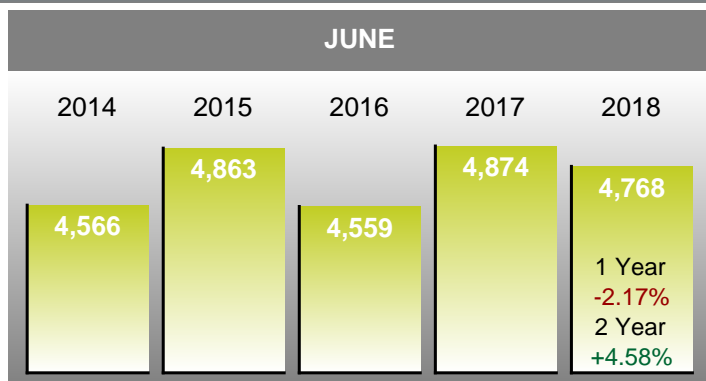
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## CLOSED LISTINGS

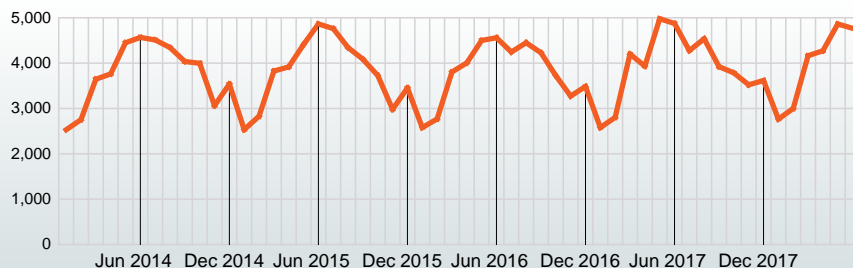
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 4,726

3 MONTHS



**High**  
May 2017 = 4,977  
**Low**  
Jan 2014 = 2,530  
*Closed Listings*  
this month at **4,768**,  
above the 5 yr JUN  
average of **4,726**

A P R	4,272
M A Y	4,862
J U N	4,768
	-1.93%

### 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	316	6.63%	64.0	135	157	21	3
\$50,001 - \$100,000	671	14.07%	59.1	200	423	41	7
\$100,001 - \$125,000	471	9.88%	41.0	59	353	56	3
\$125,001 - \$175,000	1,196	25.08%	45.1	75	924	184	13
\$175,001 - \$225,000	807	16.93%	46.2	40	473	282	12
\$225,001 - \$325,000	794	16.65%	57.6	23	304	425	42
\$325,001 and up	513	10.76%	67.8	13	117	307	76
<b>Total Closed Units</b>	<b>4,768</b>			<b>545</b>	<b>2,751</b>	<b>1,316</b>	<b>156</b>
<b>Total Closed Volume</b>	<b>930,167,817</b>	<b>100%</b>	<b>52.6</b>	<b>56.38M</b>	<b>440.91M</b>	<b>362.73M</b>	<b>70.15M</b>
<b>Average Closed Price</b>	<b>\$195,086</b>			<b>\$103,446</b>	<b>\$160,273</b>	<b>\$275,632</b>	<b>\$449,658</b>

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Phone: 405-848-9944

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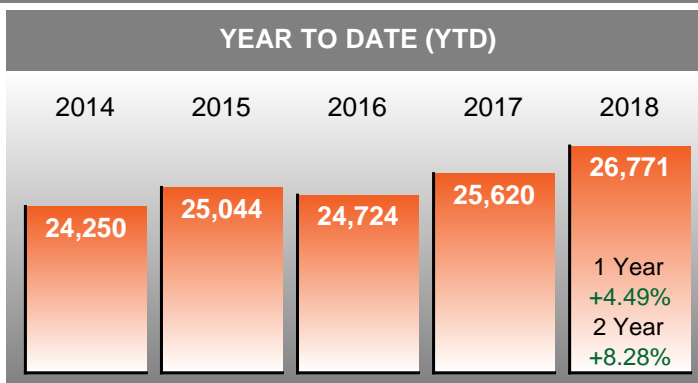
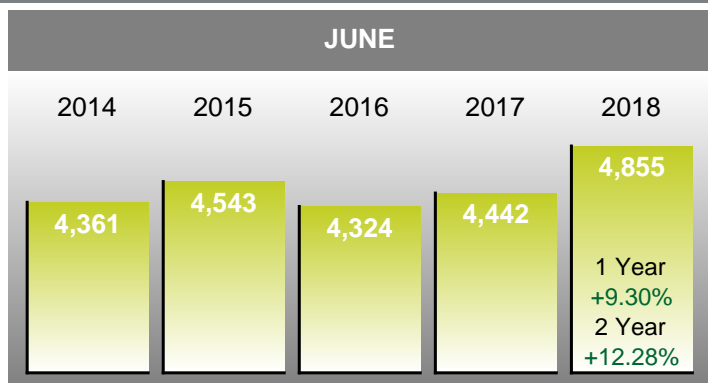
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Area Delimited by Entire OK State MLS - Single-Family Property Type



## PENDING LISTINGS

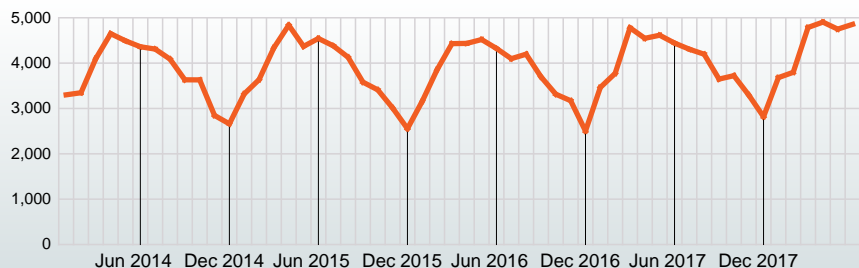
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 4,505

3 MONTHS



**High**  
Apr 2018 = 4,904  
**Low**  
Dec 2016 = 2,503  
*Pending Listings*  
this month at **4,855**,  
above the 5 yr JUN  
average of **4,505**

A	4,904
P	
R	
M	4,749
A	-3.16%
Y	
J	4,855
U	2.23%
N	

### 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	311	6.41%	52.3	133	152	22	4
\$50,001 - \$100,000	721	14.85%	48.2	191	468	58	4
\$100,001 - \$125,000	466	9.60%	43.7	70	348	46	2
\$125,001 - \$175,000	1,188	24.47%	41.9	76	924	179	9
\$175,001 - \$225,000	825	16.99%	48.4	34	536	243	12
\$225,001 - \$325,000	773	15.92%	53.9	20	346	370	37
\$325,001 and up	571	11.76%	63.9	11	136	337	87
<b>Total Pending Units</b>	<b>4,855</b>			<b>535</b>	<b>2,910</b>	<b>1,255</b>	<b>155</b>
<b>Total Pending Volume</b>	<b>975,046,594</b>	<b>100%</b>	<b>54.5</b>	<b>56.35M</b>	<b>480.81M</b>	<b>355.36M</b>	<b>82.53M</b>
<b>Average Listing Price</b>	<b>\$219,208</b>			<b>\$105,325</b>	<b>\$165,228</b>	<b>\$283,155</b>	<b>\$532,423</b>

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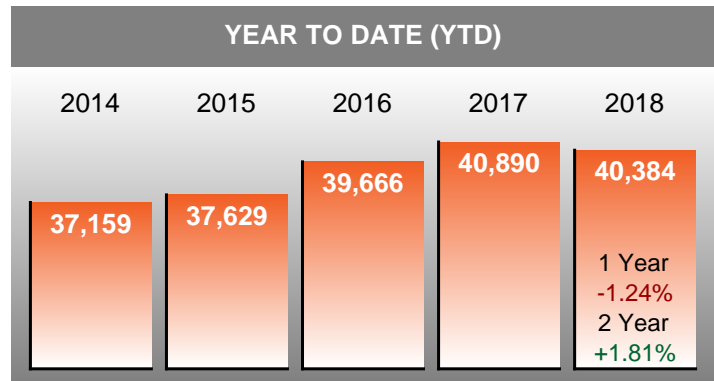
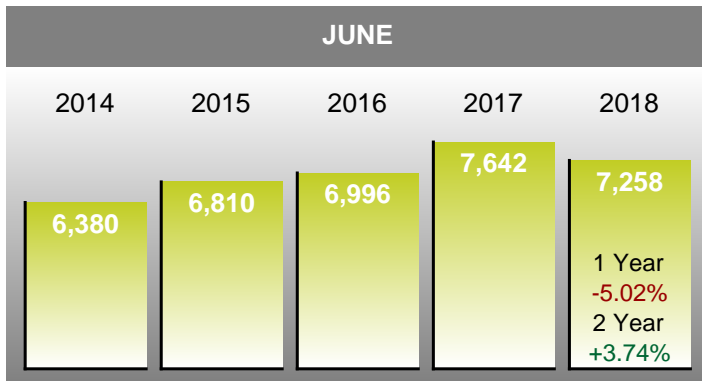
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## NEW LISTINGS

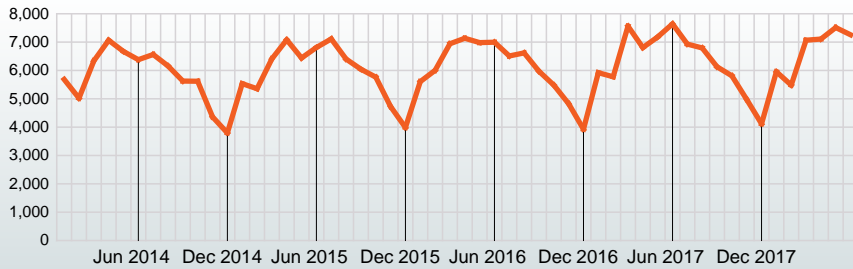
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 7,017

3 MONTHS



**High**  
Jun 2017 = 7,642  
**Low**  
Dec 2014 = 3,795  
*New Listings*  
this month at **7,258**,  
above the 5 yr JUN  
average of **7,017**

A	7,107
P	
R	
M	7,514
A	5.73%
Y	
J	7,258
U	-3.41%
N	

### 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	447	6.16%	209	208	26	4
\$50,001 - \$100,000	1,041	14.34%	296	636	98	11
\$100,001 - \$125,000	603	8.31%	81	455	64	3
\$125,001 - \$200,000	2,161	29.77%	168	1,543	422	28
\$200,001 - \$275,000	1,227	16.91%	35	633	512	47
\$275,001 - \$400,000	1,039	14.32%	40	338	575	86
\$400,001 and up	740	10.20%	30	158	375	177
<b>Total New Listed Units</b>	<b>7,258</b>		<b>859</b>	<b>3,971</b>	<b>2,072</b>	<b>356</b>
<b>Total New Listed Volume</b>	<b>1,694,815,775</b>	<b>100%</b>	<b>105.84M</b>	<b>716.19M</b>	<b>651.69M</b>	<b>221.10M</b>
<b>Average New Listed Listing Price</b>	<b>\$258,750</b>		<b>\$123,211</b>	<b>\$180,355</b>	<b>\$314,523</b>	<b>\$621,055</b>

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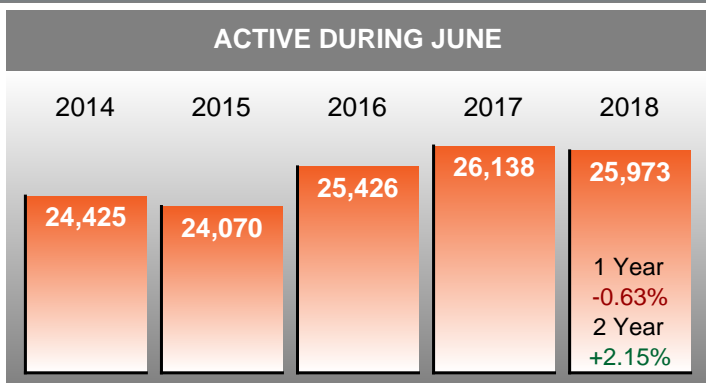
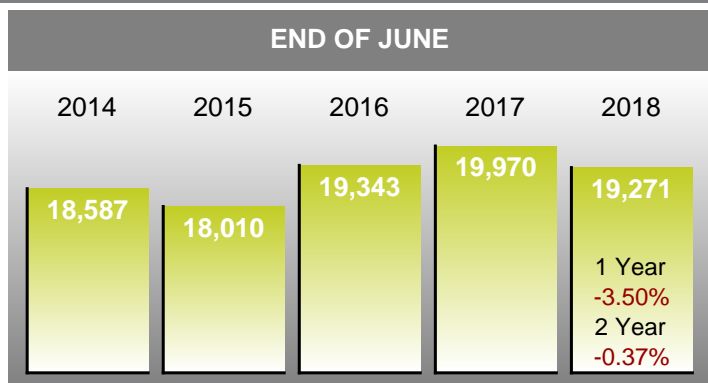
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## ACTIVE INVENTORY

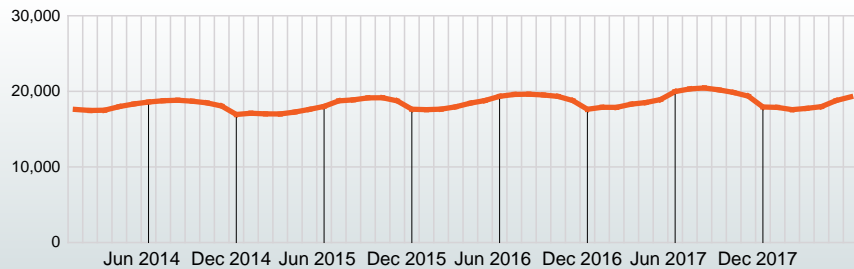
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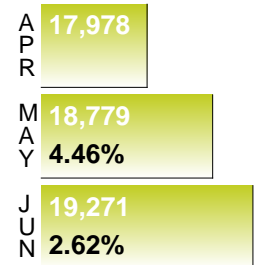
### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 19,036

3 MONTHS



**High**  
Aug 2017 = 20,449  
**Low**  
Dec 2014 = 16,940  
*Inventory*  
this month at **19,271**,  
above the 5 yr JUN  
average of **19,036**



### 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	1,479	7.67%	213.4	727	653	93	6
\$50,001 - \$100,000	2,887	14.98%	163.6	842	1,724	281	40
\$100,001 - \$150,000	2,849	14.78%	116.7	396	2,009	400	44
\$150,001 - \$225,000	4,151	21.54%	105.4	296	2,643	1,111	101
\$225,001 - \$325,000	3,493	18.13%	102.8	164	1,446	1,667	216
\$325,001 - \$475,000	2,311	11.99%	109.1	109	680	1,226	296
\$475,001 and up	2,101	10.90%	113.9	65	439	992	605
<b>Total Active Inventory by Units</b>	<b>19,271</b>			<b>2,599</b>	<b>9,594</b>	<b>5,770</b>	<b>1,308</b>
<b>Total Active Inventory by Volume</b>	<b>5,153,768,338</b>	<b>100%</b>	<b>125.0</b>	<b>322.20M</b>	<b>2.01B</b>	<b>2.00B</b>	<b>823.86M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$267,436</b>			<b>\$123,970</b>	<b>\$209,753</b>	<b>\$345,813</b>	<b>\$629,862</b>

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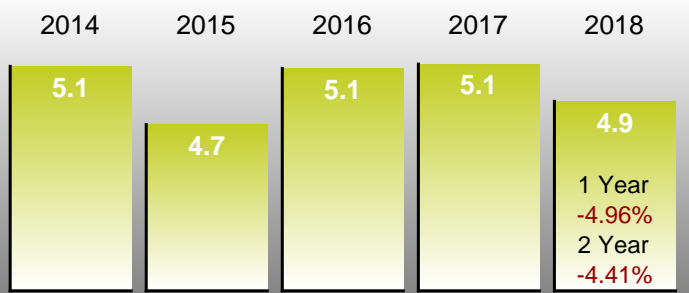
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## MONTHS SUPPLY of INVENTORY (MSI)

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### MSI FOR JUNE



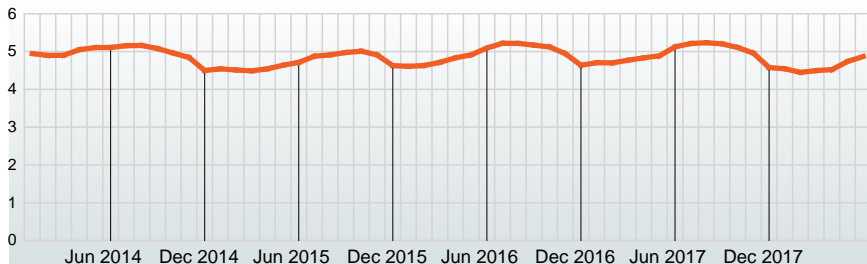
### INDICATORS FOR JUNE 2018

Inventory	Closed	Absorption	MSI	MSI %
19,271	47,486	3,957	4.9	20.534%
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

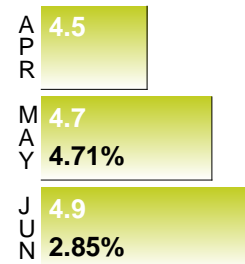
### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 5.0

3 MONTHS



**High**  
Aug 2017 = 5.2  
**Low**  
Feb 2018 = 4.4  
*Months Supply*  
this month at **4.9**,  
equal to 5 yr JUN  
average of **5.0**



### 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	1,479	7.67%	4.4	5.4	3.8	3.6	1.9
\$50,001 - \$100,000	2,887	14.98%	4.5	5.4	4.1	5.0	6.2
\$100,001 - \$150,000	2,849	14.78%	3.2	4.4	2.9	4.0	4.7
\$150,001 - \$225,000	4,151	21.54%	3.8	5.3	3.8	3.6	5.8
\$225,001 - \$325,000	3,493	18.13%	5.7	8.7	5.7	5.4	7.1
\$325,001 - \$475,000	2,311	11.99%	8.8	17.7	9.1	8.0	9.9
\$475,001 and up	2,101	10.90%	17.1	32.5	18.5	15.0	19.6
<b>Market Supply of Inventory (MSI)</b>	<b>4.9</b>	<b>100%</b>	<b>4.9</b>	<b>5.6</b>	<b>4.1</b>	<b>5.7</b>	<b>10.3</b>
<b>Total Active Inventory by Units</b>	<b>19,271</b>			<b>2,599</b>	<b>9,594</b>	<b>5,770</b>	<b>1,308</b>

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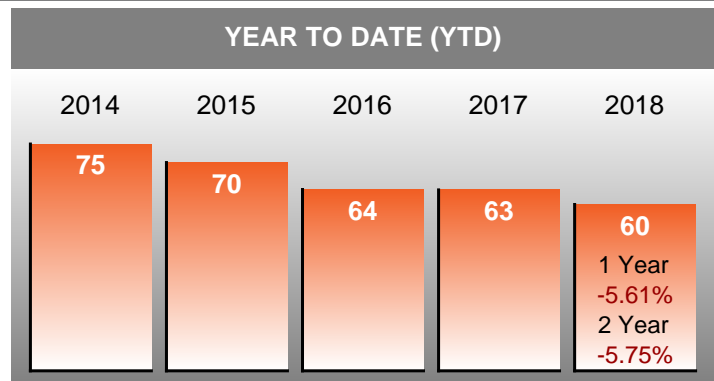
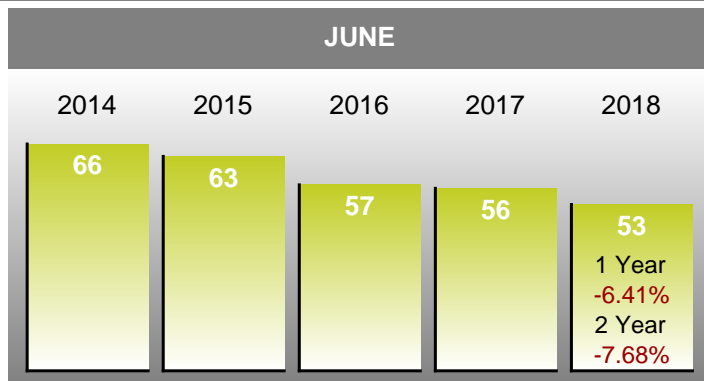
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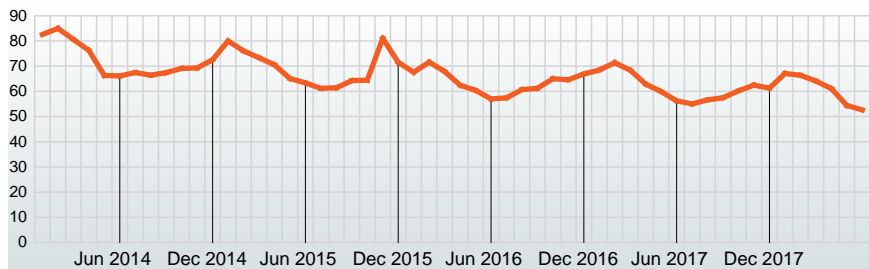
## AVERAGE DAYS ON MARKET TO SALE

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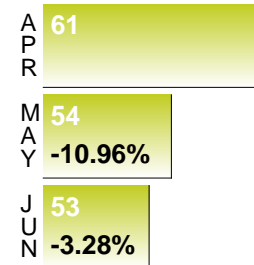


### 5 YEAR MARKET ACTIVITY TRENDS

**5yr JUN AVG = 59**      **3 MONTHS**



**High**  
Feb 2014 = 85  
**Low**  
Jun 2018 = 53  
*Average Days on Market*  
this month at **53**,  
below the 5 yr JUN  
average of **59**



### 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	316	6.63%	64.0	72.7	59.2	48.7	32.0
\$50,001 - \$100,000	671	14.07%	59.1	53.6	58.0	94.2	74.4
\$100,001 - \$125,000	471	9.88%	41.0	42.9	38.1	56.3	69.7
\$125,001 - \$175,000	1,196	25.08%	45.1	54.7	40.9	61.5	59.5
\$175,001 - \$225,000	807	16.93%	46.2	62.2	41.7	50.4	72.0
\$225,001 - \$325,000	794	16.65%	57.6	74.1	61.2	52.9	68.7
\$325,001 and up	513	10.76%	67.8	123.0	58.9	68.2	70.0
<b>Average Closed DOM</b>			52.6	60.5	47.3	58.5	68.4
<b>Total Closed Units</b>		100%	52.6	545	2751	1316	156
<b>Total Closed Volume</b>			930,167,817	56.38M	440.91M	362.73M	70.15M

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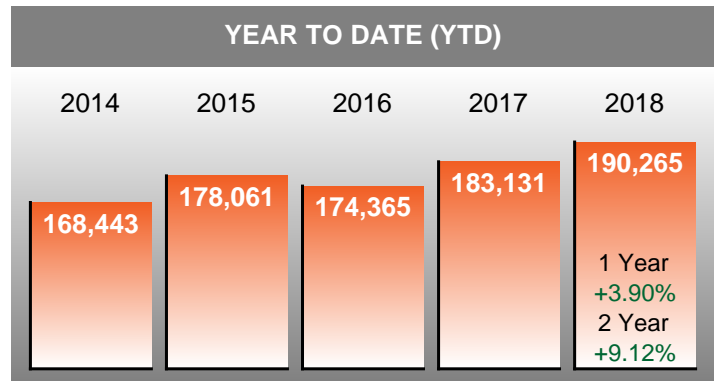
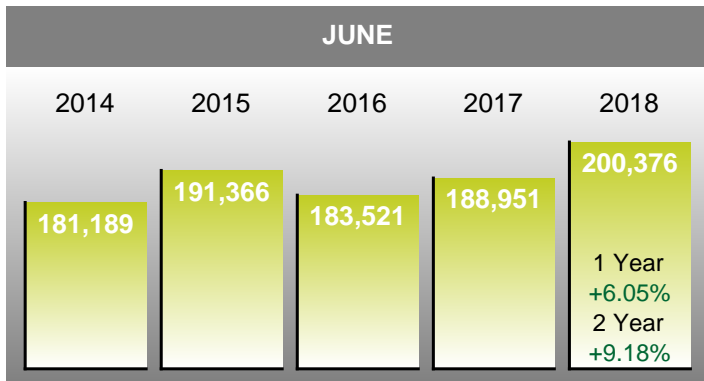
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## AVERAGE LIST PRICE AT CLOSING

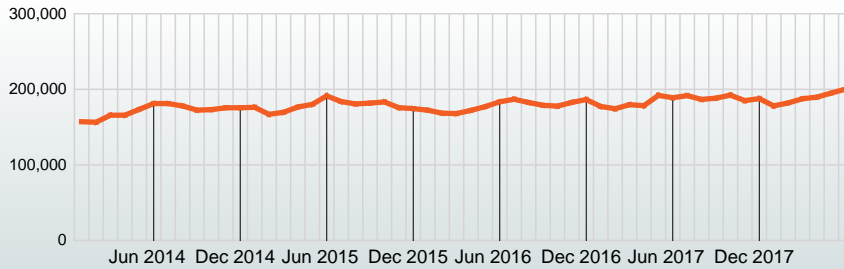
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 189,080

3 MONTHS



**High**  
Jun 2018 = 200,376  
**Low**  
Feb 2014 = 156,522  
*Average List Price*  
this month at **200,376**,  
above the 5 yr JUN  
average of **189,080**

A P R	189,718
M A Y	195,132 2.85%
J U N	200,376 2.69%

### 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	296	6.21%	33,052	32,797	36,624	35,440	30,000
\$50,001 - \$100,000	675	14.16%	79,003	78,272	81,546	83,888	88,714
\$100,001 - \$125,000	432	9.06%	115,737	116,617	117,941	118,525	126,267
\$125,001 - \$175,000	1,207	25.31%	151,298	148,563	152,352	158,534	158,908
\$175,001 - \$225,000	807	16.93%	198,602	203,197	200,414	202,256	203,542
\$225,001 - \$325,000	814	17.07%	270,459	285,017	267,782	278,055	283,727
\$325,001 and up	537	11.26%	519,999	461,323	438,408	511,441	746,464
<b>Average List Price</b>			200,376	107,862	163,630	282,837	475,935
<b>Total Closed Units</b>		100%	200,376	545	2751	1316	156
<b>Total Closed Volume</b>			955,390,657	58.79M	450.15M	372.21M	74.25M

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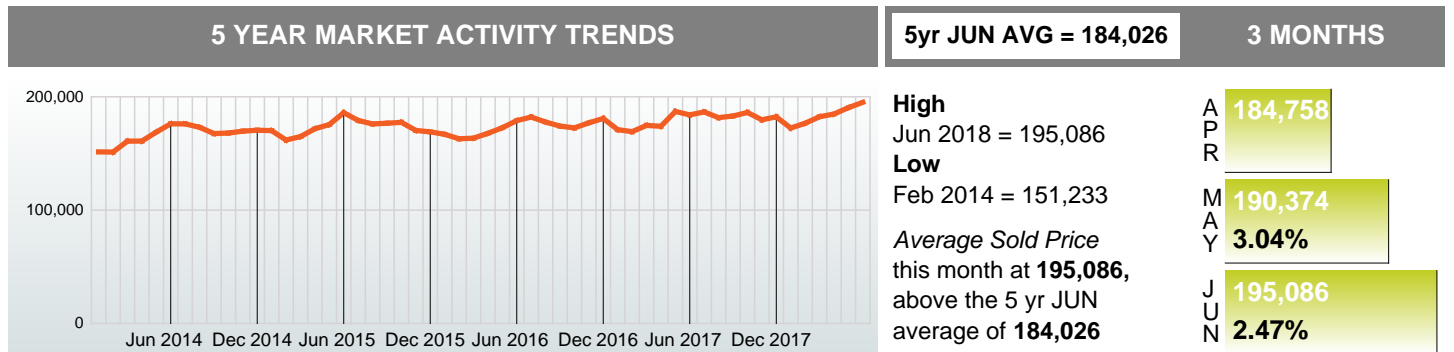
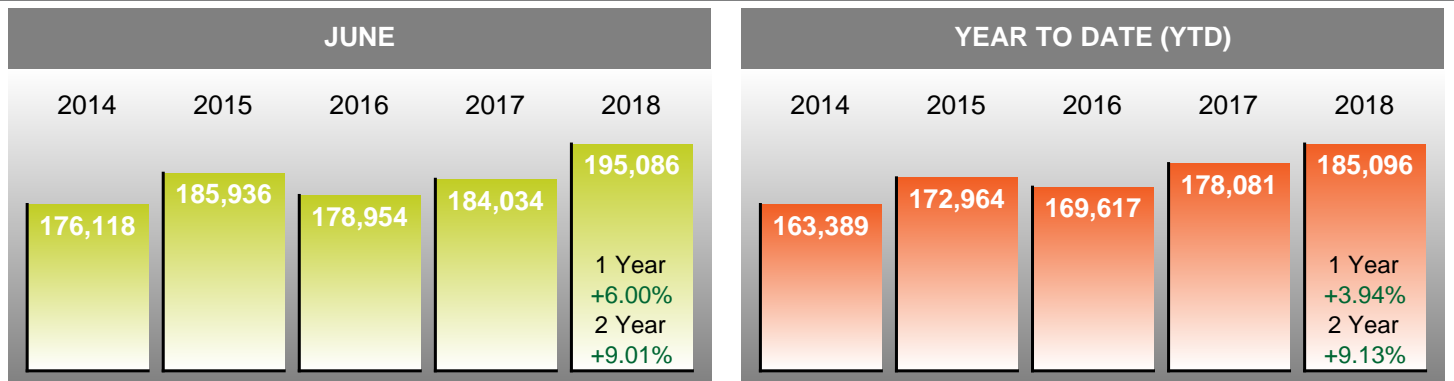
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## AVERAGE SOLD PRICE AT CLOSING

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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	316	6.63%	31,490	29,466	33,219	32,406	25,667
\$50,001 - \$100,000	671	14.07%	77,624	74,268	78,982	80,383	75,300
\$100,001 - \$125,000	471	9.88%	114,268	113,355	114,448	113,864	118,500
\$125,001 - \$175,000	1,196	25.08%	150,769	145,842	150,306	154,916	153,402
\$175,001 - \$225,000	807	16.93%	197,758	197,565	196,885	199,289	196,858
\$225,001 - \$325,000	794	16.65%	269,217	269,899	262,303	273,159	278,999
\$325,001 and up	513	10.76%	508,074	446,954	428,516	493,755	698,849
<b>Average Sold Price</b>			195,086	103,446	160,273	275,632	449,658
<b>Total Closed Units</b>		100%	195,086	545	2751	1316	156
<b>Total Closed Volume</b>			930,167,817	56.38M	440.91M	362.73M	70.15M

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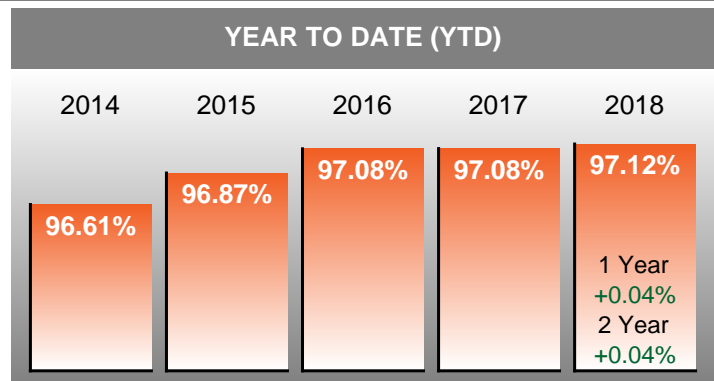
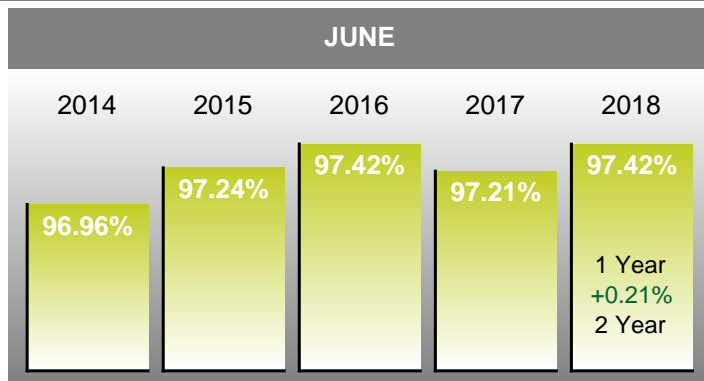
# June 2018

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

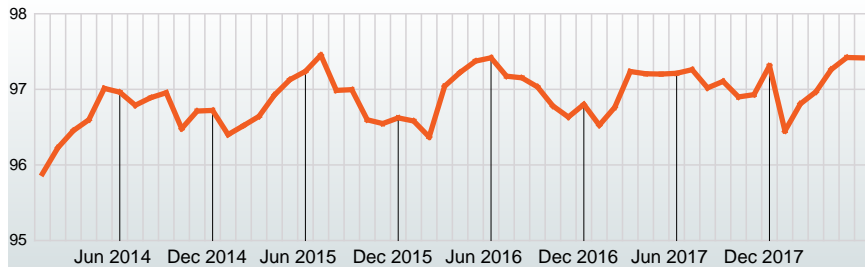


## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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### 5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 97.25%

3 MONTHS

**High**  
Jul 2015 = 97.45%  
**Low**  
Jan 2014 = 95.88%  
Average Sold/List Ratio  
this month at **97.42%**,  
equal to 5 yr JUN  
average of **97.25%**

A P R	97.26%
M A Y	97.42% 0.16%
J U N	97.42% -0.00%

## 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	316	6.63%	90.86%	89.20%	91.77%	95.65%	83.94%
\$50,001 - \$100,000	671	14.07%	96.46%	95.01%	97.25%	96.91%	88.14%
\$100,001 - \$125,000	471	9.88%	97.27%	97.62%	97.32%	96.79%	93.71%
\$125,001 - \$175,000	1,196	25.08%	98.68%	98.25%	98.88%	97.91%	97.62%
\$175,001 - \$225,000	807	16.93%	98.37%	97.42%	98.35%	98.62%	96.84%
\$225,001 - \$325,000	794	16.65%	98.14%	94.87%	98.11%	98.33%	98.34%
\$325,001 and up	513	10.76%	97.27%	96.49%	97.85%	97.46%	95.74%
Average Sold/List Ratio			97.40%	94.51%	97.80%	97.97%	96.07%
Total Closed Units	4,768	100%	97.40%	545	2751	1316	156
Total Closed Volume	930,167,817			56.38M	440.91M	362.73M	70.15M

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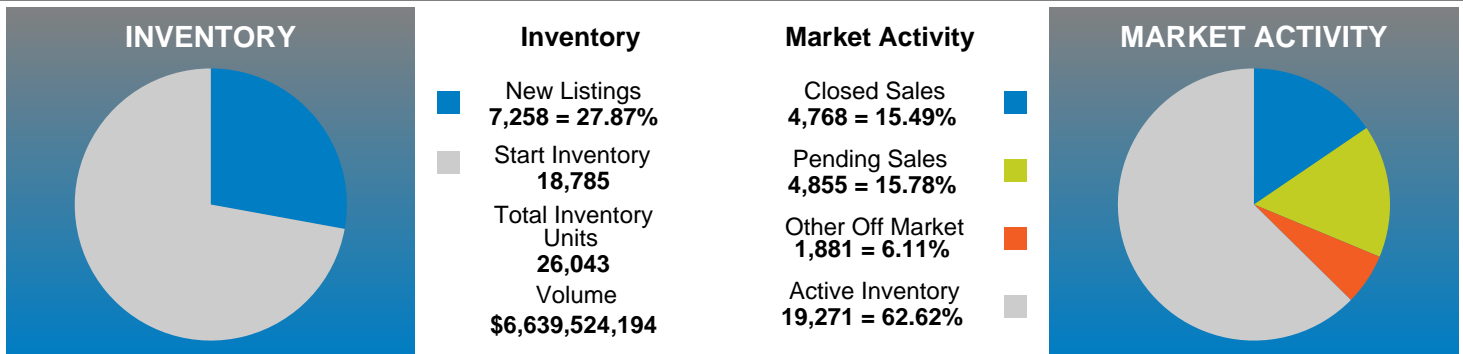
# June 2018

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



## MARKET SUMMARY

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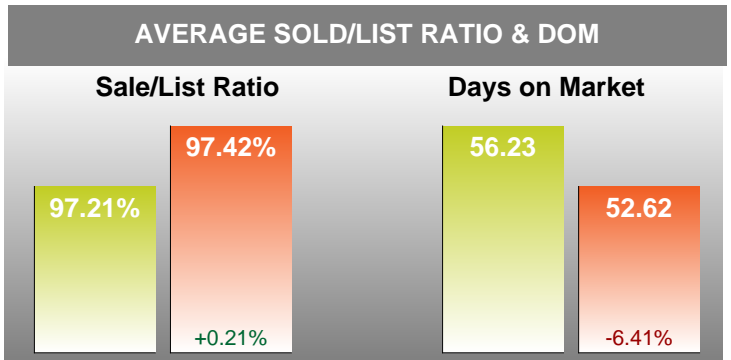
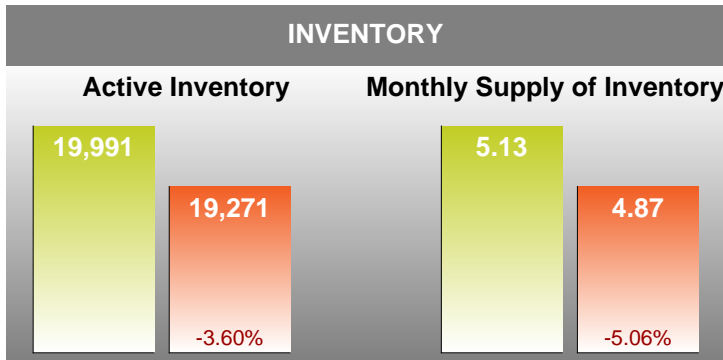
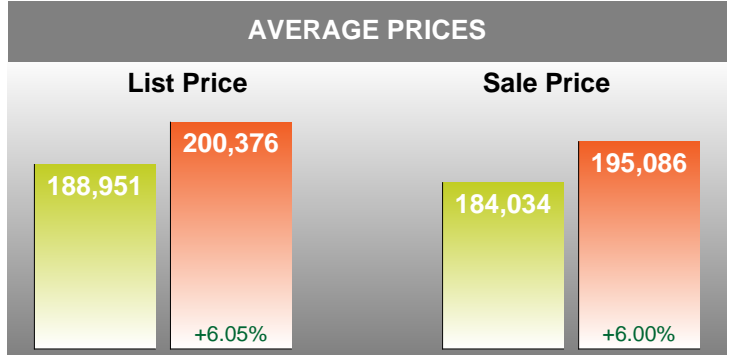
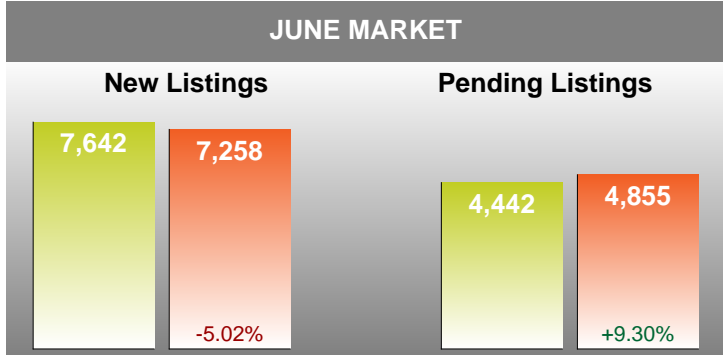


Compared Metrics	June			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	4,874	4,768	-2.17%	23,365	23,829	1.99%
Pending Sales	4,442	4,855	9.30%	25,620	26,771	4.49%
New Listings	7,642	7,258	-5.02%	40,890	40,384	-1.24%
Average List Price	188,951	200,376	6.05%	183,131	190,265	3.90%
Average Sale Price	184,034	195,086	6.00%	178,081	185,096	3.94%
Average Percent of Selling Price to List Price	97.21%	97.42%	0.21%	97.08%	97.12%	0.04%
Average Days on Market to Sale	56.23	52.62	-6.41%	63.48	59.92	-5.61%
Monthly Inventory	19,991	19,271	-3.60%	19,991	19,271	-3.60%
Months Supply of Inventory	5.13	4.87	-5.06%	5.13	4.87	-5.06%

**Absorption:** Last 12 months, an Average of **3,957** Sales/Month

**Inventory on June 30, 2018 = 19,271**

2017	2018
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