

August 2018

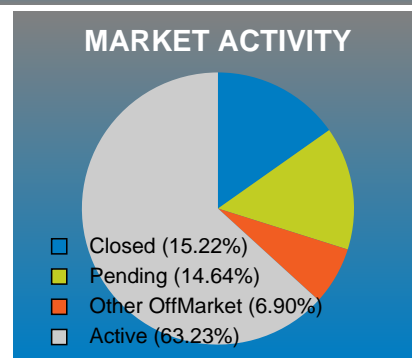
Area Delimited by Entire OK State MLS - Single-Family Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Sep 18, 2018 for Nabeel Jamal

Compared Metrics	August		
	2017	2018	+/-%
Closed Listings	4,539	4,742	4.47%
Pending Listings	4,195	4,561	8.72%
New Listings	6,793	6,773	-0.29%
Average List Price	186,710	196,865	5.44%
Average Sale Price	181,594	191,349	5.37%
Average Percent of List Price to Selling Price	97.02%	97.06%	0.04%
Average Days on Market to Sale	56.58	52.63	-6.98%
End of Month Inventory	20,482	19,695	-3.84%
Months Supply of Inventory	5.24	4.90	-6.58%



Absorption: Last 12 months, an Average of **4,022** Sales/Month
Active Inventory as of August 31, 2018 = **19,695**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2018 decreased **3.84%** to 19,695 existing homes available for sale. Over the last 12 months this area has had an average of 4,022 closed sales per month. This represents an unsold inventory index of **4.90** 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 **5.37%** in August 2018 to \$191,349 versus the previous year at \$181,594.

Average Days on Market Shortens

The average number of **52.63** days that homes spent on the market before selling decreased by 3.95 days or **6.98%** in August 2018 compared to last year's same month at **56.58** DOM.

Sales Success for August 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 6,773 New Listings in August 2018, down **0.29%** from last year at 6,793. Furthermore, there were 4,742 Closed Listings this month versus last year at 4,539, a **4.47%** increase.

Closed versus Listed trends yielded a **70.0%** ratio, up from previous year's, August 2017, at **66.8%**, a **4.78%** 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

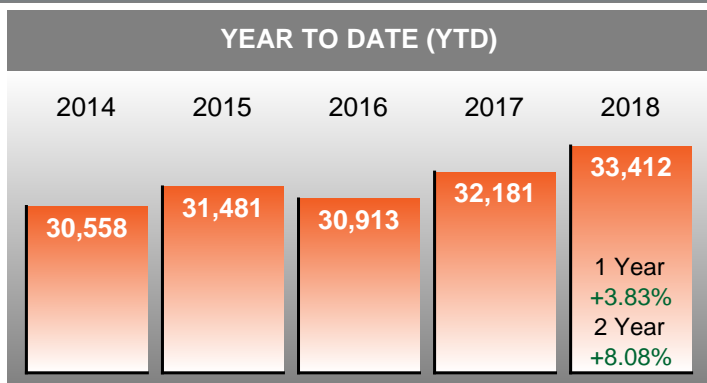
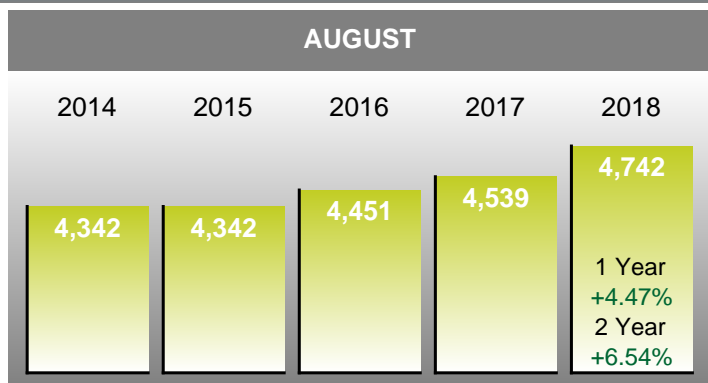
August 2018

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CLOSED LISTINGS

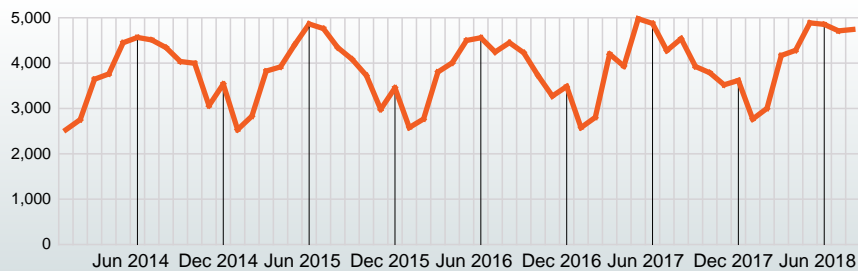
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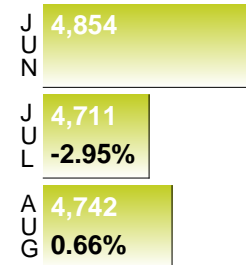
5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 4,483

3 MONTHS



High
May 2017 = 4,978
Low
Jan 2014 = 2,530
Closed Listings
this month at **4,742**,
above the 5 yr AUG
average of **4,483**



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	391	8.25%	71.6	163	192	34	2
\$50,001 - \$100,000	690	14.55%	57.3	177	444	59	10
\$100,001 - \$125,000	455	9.60%	43.6	70	339	46	0
\$125,001 - \$175,000	1,153	24.31%	43.8	75	891	169	18
\$175,001 - \$225,000	802	16.91%	49.4	26	508	248	20
\$225,001 - \$325,000	743	15.67%	54.0	26	299	375	43
\$325,001 and up	508	10.71%	62.9	13	131	289	75
Total Closed Units	4,742			550	2,804	1,220	168
Total Closed Volume	907,377,293	100%	52.6	55.60M	454.21M	332.34M	65.23M
Average Closed Price	\$191,349			\$101,084	\$161,987	\$272,412	\$388,257

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Contact an experienced REALTOR®

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Email: nabeel@okrealtors.com

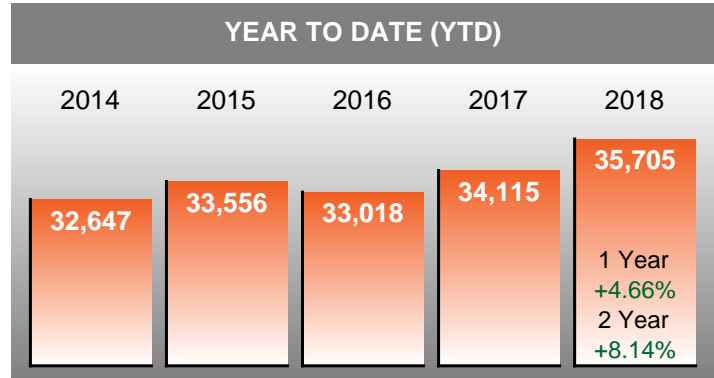
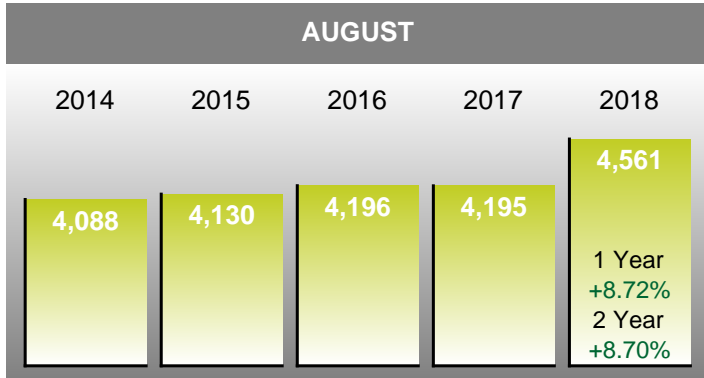
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PENDING LISTINGS

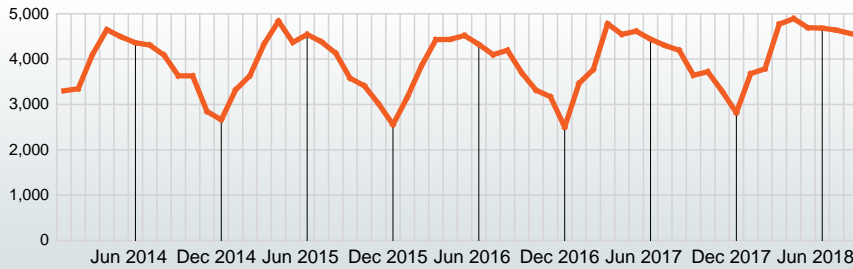
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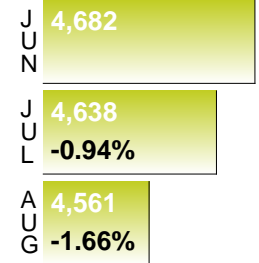
5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 4,234

3 MONTHS



High
Apr 2018 = 4,892
Low
Dec 2016 = 2,503
Pending Listings
this month at **4,561**,
above the 5 yr AUG
average of **4,234**



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	351	7.70%	67.3	142	179	28	2
\$50,001 - \$75,000	301	6.60%	58.4	103	176	21	1
\$75,001 - \$125,000	850	18.64%	46.2	168	588	88	6
\$125,001 - \$175,000	1,115	24.45%	44.7	83	839	177	16
\$175,001 - \$225,000	755	16.55%	52.6	34	478	231	12
\$225,001 - \$325,000	713	15.63%	55.1	28	333	313	39
\$325,001 and up	476	10.44%	71.4	17	148	247	64
Total Pending Units	4,561			575	2,741	1,105	140
Total Pending Volume	867,870,724	100%	54.6	61.71M	457.66M	295.65M	52.85M
Average Listing Price	\$190,372			\$107,326	\$166,970	\$267,555	\$377,467

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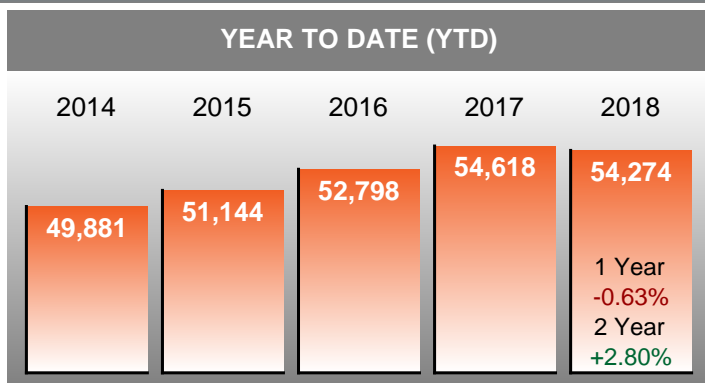
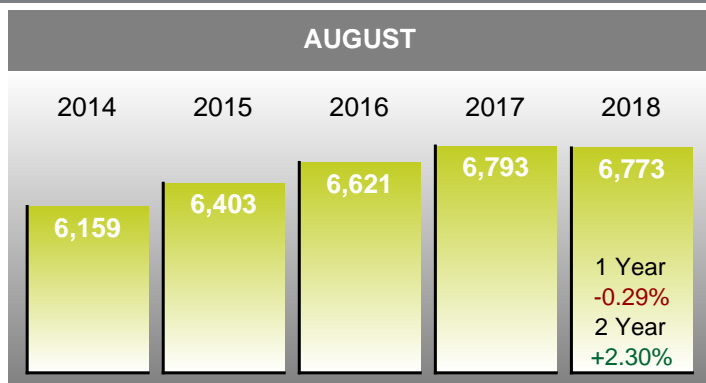
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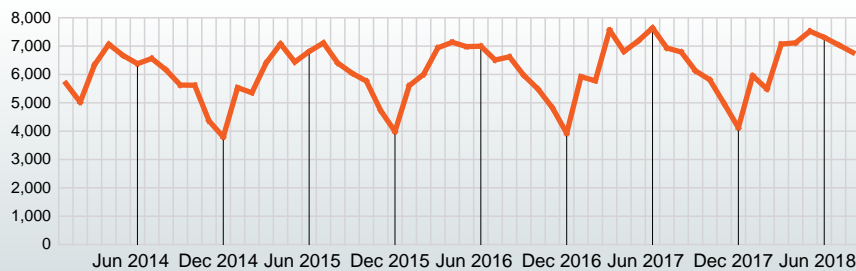
NEW LISTINGS

Report produced on Sep 18, 2018 for Nabeel Jamal



5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 6,550 **3 MONTHS**



High
Jun 2017 = 7,641
Low
Dec 2014 = 3,795
New Listings
this month at **6,773**,
above the 5 yr AUG
average of **6,550**

JUN	7,306
JUL	7,044
-3.59%	
AUG	6,773
-3.85%	

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	429	6.33%	186	207	35	1
\$50,001 - \$100,000	972	14.35%	294	592	75	11
\$100,001 - \$125,000	565	8.34%	100	388	73	4
\$125,001 - \$200,000	2,048	30.24%	155	1,481	382	30
\$200,001 - \$275,000	1,189	17.55%	51	619	469	50
\$275,001 - \$375,000	782	11.55%	31	311	389	51
\$375,001 and up	788	11.63%	30	205	396	157
Total New Listed Units	6,773		847	3,803	1,819	304
Total New Listed Volume	1,507,142,212	100%	106.71M	701.41M	546.02M	153.00M
Average New Listed Listing Price	\$200,178		\$125,991	\$184,436	\$300,175	\$503,290

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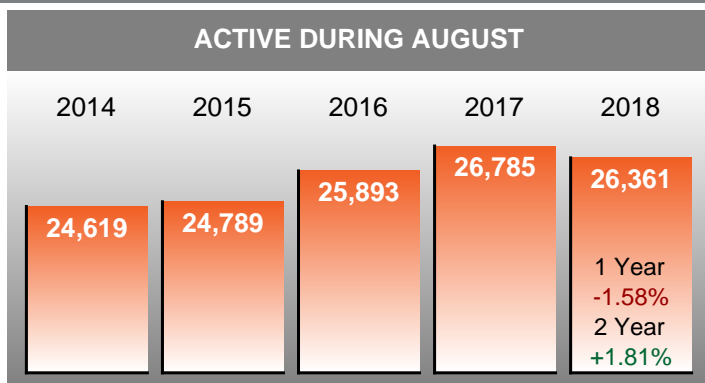
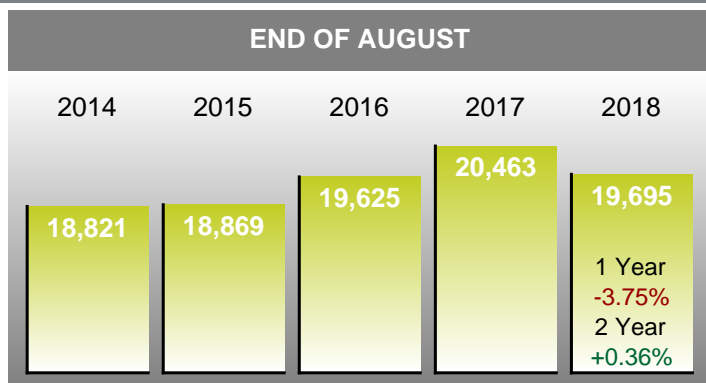
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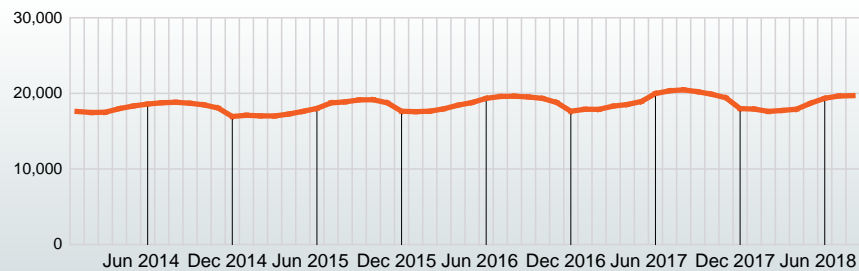
ACTIVE INVENTORY

Report produced on Sep 18, 2018 for Nabeel Jamal



5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 19,495 3 MONTHS



High
Aug 2017 = 20,463
Low
Dec 2014 = 16,937
Inventory
this month at **19,695**,
above the 5 yr AUG
average of **19,495**

JUN	19,348
JUL	19,650
	1.56%
AUG	19,695
	0.23%

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	1,463	7.43%	219.2	711	658	90	4
\$50,001 - \$100,000	3,002	15.24%	166.2	886	1,775	299	42
\$100,001 - \$150,000	2,968	15.07%	121.4	427	2,075	422	44
\$150,001 - \$225,000	4,263	21.65%	110.5	284	2,736	1,142	101
\$225,001 - \$325,000	3,635	18.46%	107.2	152	1,526	1,714	243
\$325,001 - \$475,000	2,263	11.49%	115.1	107	693	1,173	290
\$475,001 and up	2,101	10.67%	125.8	70	440	1,003	588
Total Active Inventory by Units	19,695			2,637	9,903	5,843	1,312
Total Active Inventory by Volume	5,230,777,078	100%	130.3	329.43M	2.08B	2.01B	816.57M
Average Active Inventory Listing Price	\$265,589			\$124,927	\$209,566	\$343,906	\$622,382

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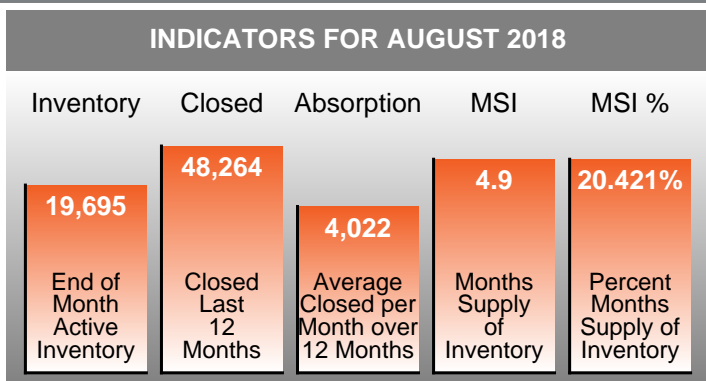
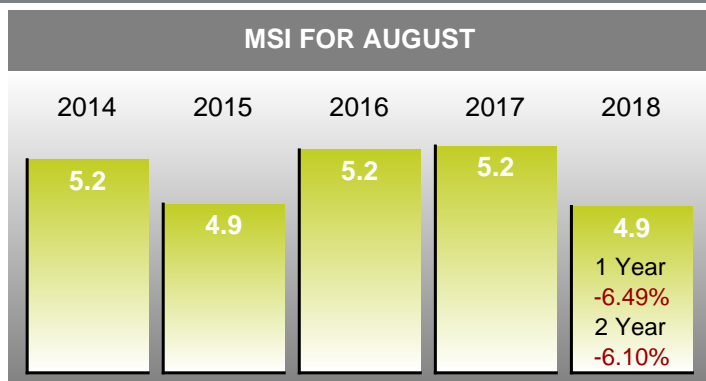
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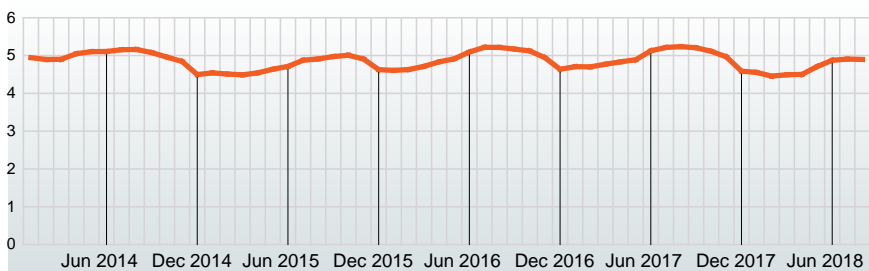


MONTHS SUPPLY of INVENTORY (MSI)

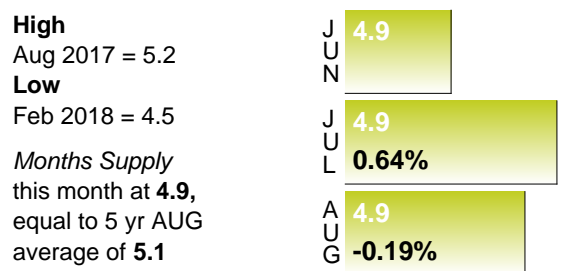
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5 YEAR MARKET ACTIVITY TRENDS



5yr AUG AVG = 5.1 **3 MONTHS**



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	1,463	7.43%	4.4	5.3	3.8	3.6	1.3
\$50,001 - \$100,000	3,002	15.24%	4.7	5.5	4.3	5.4	6.9
\$100,001 - \$150,000	2,968	15.07%	3.3	4.5	2.9	4.2	5.0
\$150,001 - \$225,000	4,263	21.65%	3.8	5.3	3.7	3.7	5.5
\$225,001 - \$325,000	3,635	18.46%	5.8	7.9	5.9	5.4	7.7
\$325,001 - \$475,000	2,263	11.49%	8.4	16.3	9.1	7.4	9.8
\$475,001 and up	2,101	10.67%	16.3	32.3	17.8	14.1	18.7
Market Supply of Inventory (MSI)	4.9	100%	4.9	5.6	4.2	5.6	10.2
Total Active Inventory by Units	19,695			2,637	9,903	5,843	1,312

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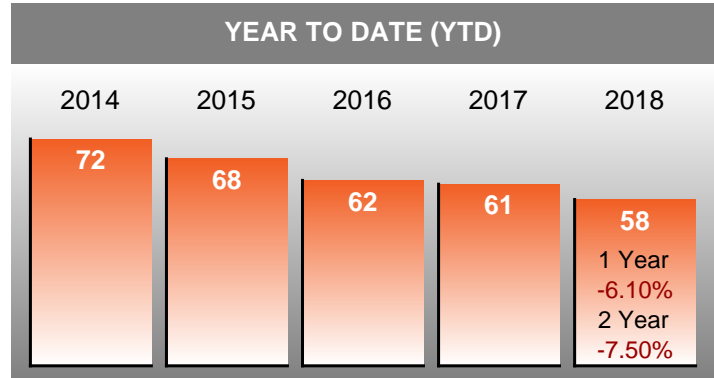
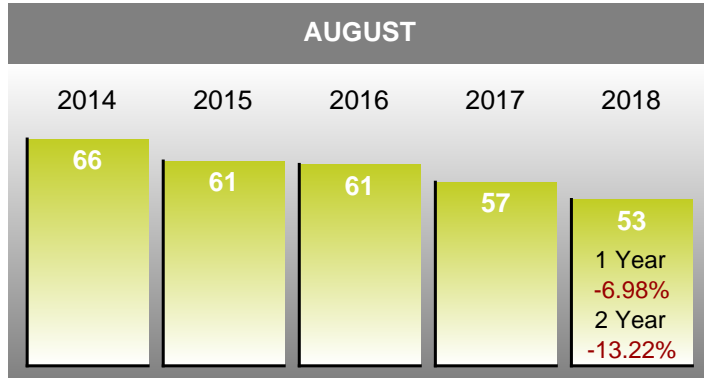
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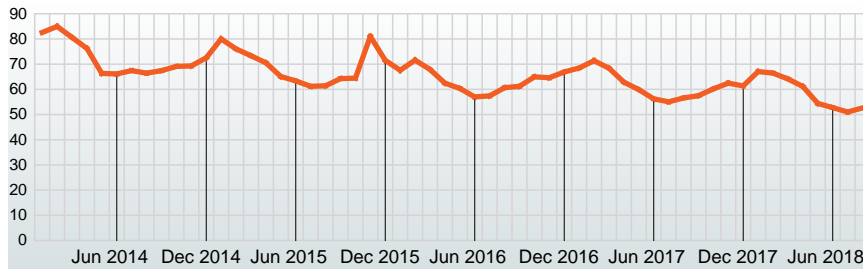


AVERAGE DAYS ON MARKET TO SALE

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5 YEAR MARKET ACTIVITY TRENDS

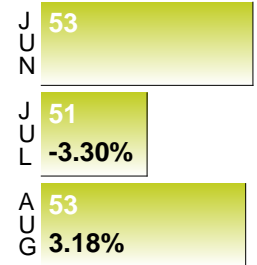


5yr AUG AVG = 60

3 MONTHS

High
Feb 2014 = 85
Low
Jul 2018 = 51

Average Days on Market this month at **53**, below the 5 yr AUG average of **60**



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	391	8.25%	71.6	87.2	63.1	46.5	35.0
\$50,001 - \$100,000	690	14.55%	57.3	60.6	56.2	56.9	45.4
\$100,001 - \$125,000	455	9.60%	43.6	56.6	40.2	48.2	0.0
\$125,001 - \$175,000	1,153	24.31%	43.8	81.1	39.7	47.4	59.1
\$175,001 - \$225,000	802	16.91%	49.4	84.5	46.3	49.6	79.1
\$225,001 - \$325,000	743	15.67%	54.0	92.6	48.8	55.4	55.6
\$325,001 and up	508	10.71%	62.9	39.8	64.7	59.3	77.9
Average Closed DOM			52.6	72.9	47.3	53.6	67.9
Total Closed Units		100%	52.6	550	2804	1220	168
Total Closed Volume			907,377,293	55.60M	454.21M	332.34M	65.23M

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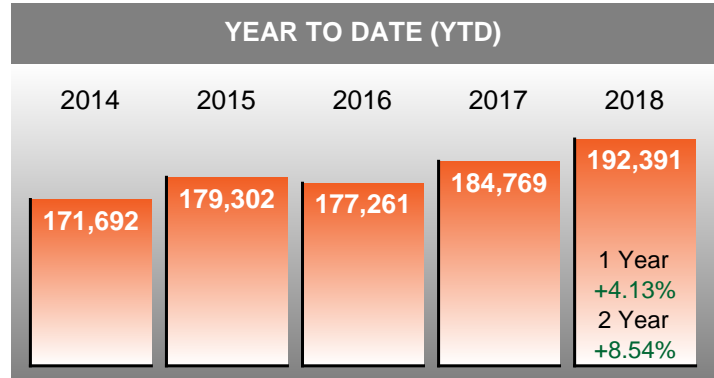
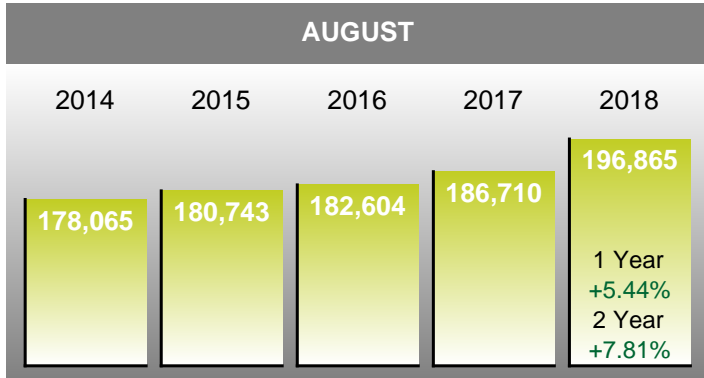
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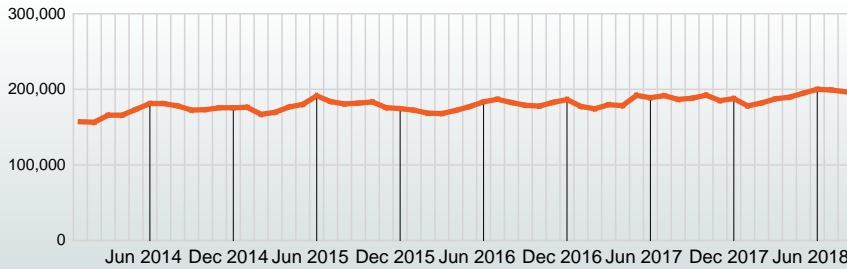
AVERAGE LIST PRICE AT CLOSING

Report produced on Sep 18, 2018 for Nabeel Jamal



5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 184,997 **3 MONTHS**



High
Jun 2018 = 200,031
Low
Feb 2014 = 156,522
Average List Price
this month at **196,865**,
above the 5 yr AUG
average of **184,997**

JUN	200,031
JUL	199,165
	-0.43%
AUG	196,865
	-1.15%

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	342	7.21%	33,792	36,637	38,421	40,984	26,300
\$50,001 - \$100,000	702	14.80%	78,389	78,550	82,107	84,954	83,730
\$100,001 - \$125,000	438	9.24%	115,868	116,802	118,338	116,710	0
\$125,001 - \$175,000	1,181	24.91%	152,309	152,956	152,699	160,256	162,639
\$175,001 - \$225,000	775	16.34%	199,375	206,339	200,803	203,250	213,950
\$225,001 - \$325,000	751	15.84%	268,813	289,252	270,679	277,740	284,094
\$325,001 and up	553	11.66%	506,195	482,962	475,385	513,210	634,391
Average List Price			196,865	106,704	165,913	280,110	404,118
Total Closed Units		100%	196,865	550	2804	1220	168
Total Closed Volume			933,532,864	58.69M	465.22M	341.73M	67.89M

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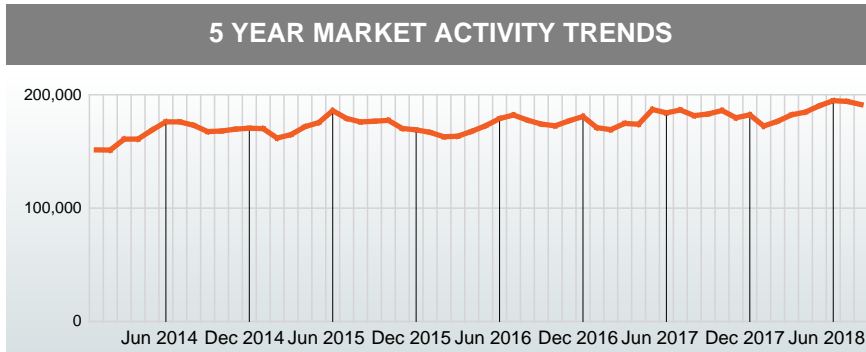
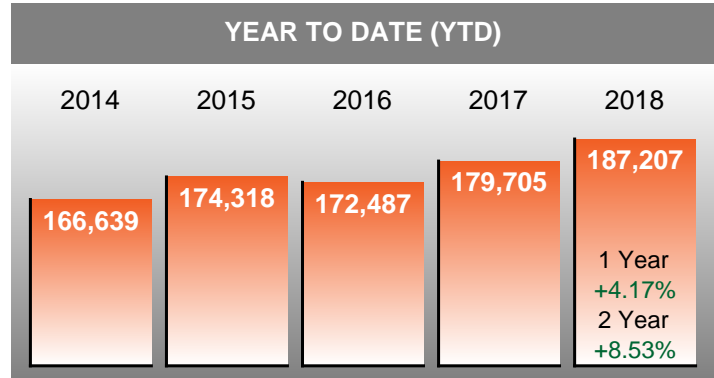
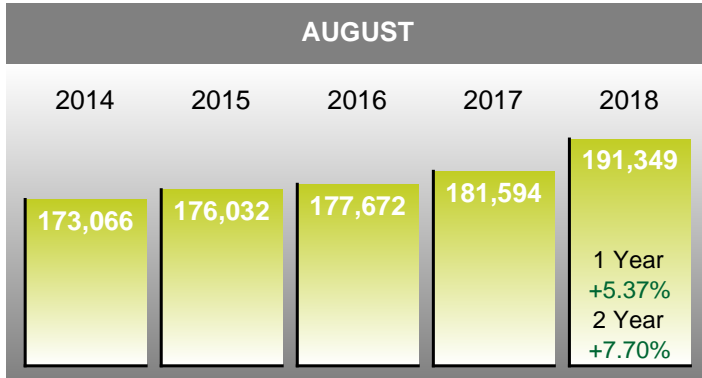
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AVERAGE SOLD PRICE AT CLOSING

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5yr AUG AVG = 179,943	3 MONTHS
	JUN 194,783
	JUL 194,132
	AUG 191,349
	AUG -1.43%

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	391	8.25%	32,817	32,070	33,115	35,289	23,050
\$50,001 - \$100,000	690	14.55%	77,900	74,830	78,774	80,602	77,460
\$100,001 - \$125,000	455	9.60%	114,649	113,564	115,110	112,906	0
\$125,001 - \$175,000	1,153	24.31%	151,411	147,462	150,605	156,759	157,598
\$175,001 - \$225,000	802	16.91%	198,196	197,802	197,232	199,765	203,743
\$225,001 - \$325,000	743	15.67%	269,224	270,771	264,581	272,021	276,181
\$325,001 and up	508	10.71%	502,098	456,308	460,789	495,333	608,255
Average Sold Price			191,349	101,084	161,987	272,412	388,257
Total Closed Units		100%	191,349	550	2804	1220	168
Total Closed Volume			907,377,293	55.60M	454.21M	332.34M	65.23M

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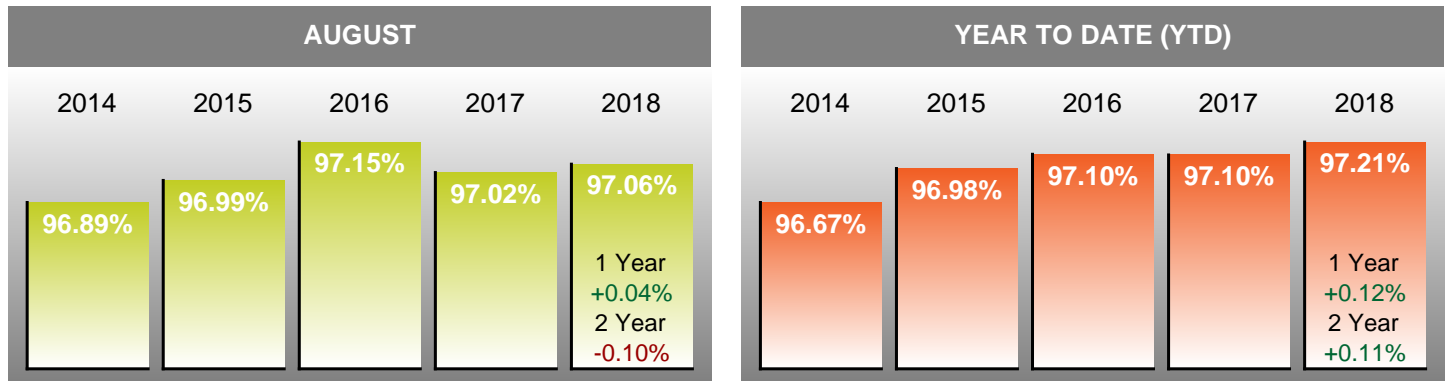
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AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

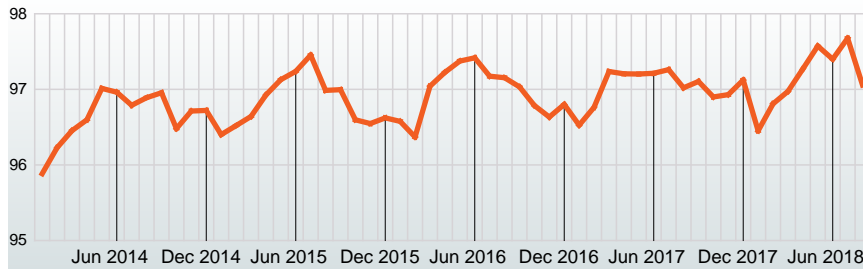
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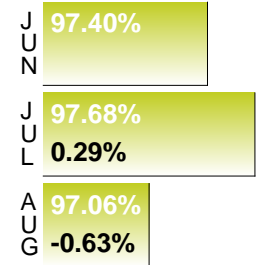
5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 97.02%

3 MONTHS



High
Jul 2018 = 97.68%
Low
Jan 2014 = 95.88%
Average Sold/List Ratio
this month at **97.06%**,
equal to 5 yr AUG
average of **97.02%**



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	391	8.25%	89.07%	87.85%	90.03%	89.39%	90.58%
\$50,001 - \$100,000	690	14.55%	96.06%	95.50%	96.34%	96.18%	92.63%
\$100,001 - \$125,000	455	9.60%	98.21%	97.44%	98.36%	98.30%	0.00%
\$125,001 - \$175,000	1,153	24.31%	98.45%	96.65%	98.73%	97.91%	97.00%
\$175,001 - \$225,000	802	16.91%	98.24%	95.99%	98.38%	98.39%	95.71%
\$225,001 - \$325,000	743	15.67%	97.83%	94.41%	97.90%	98.04%	97.47%
\$325,001 and up	508	10.71%	97.39%	95.40%	97.12%	97.84%	96.49%
Average Sold/List Ratio			97.10%	93.61%	97.48%	97.73%	96.40%
Total Closed Units	4,742	100%	97.10%	550	2804	1220	168
Total Closed Volume	907,377,293			55.60M	454.21M	332.34M	65.23M

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: Nabeel Jamal

Phone: 405-848-9944

Email: nabeel@okrealtors.com

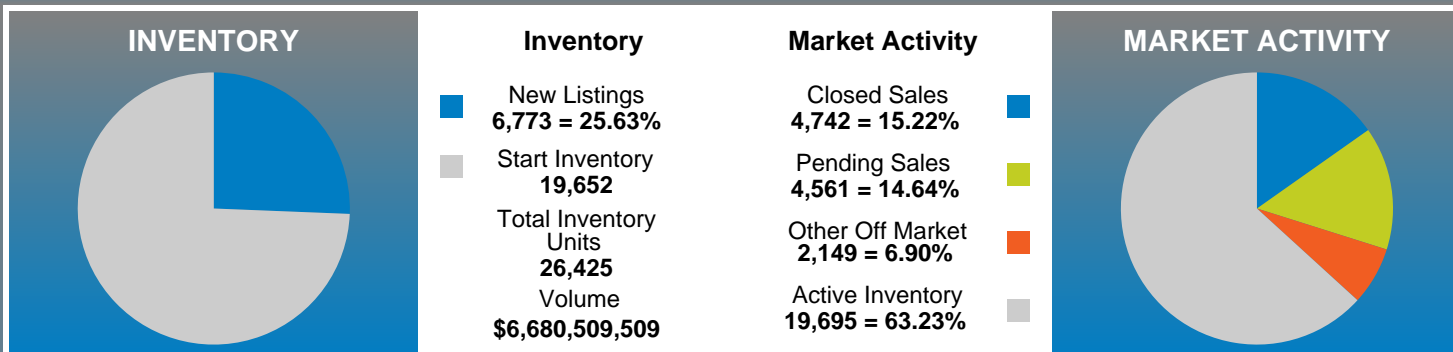
August 2018

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



MARKET SUMMARY

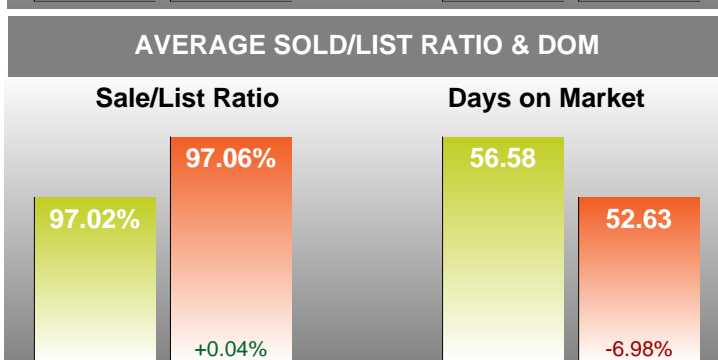
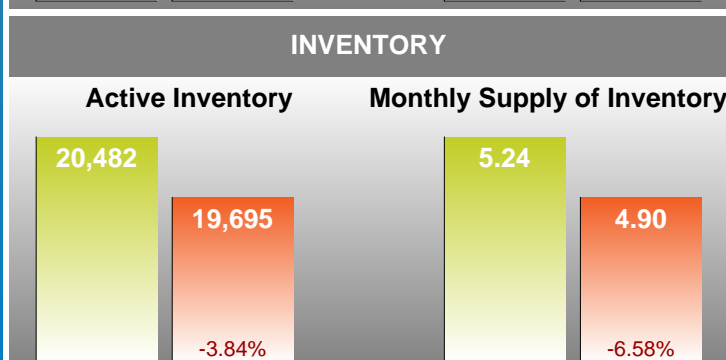
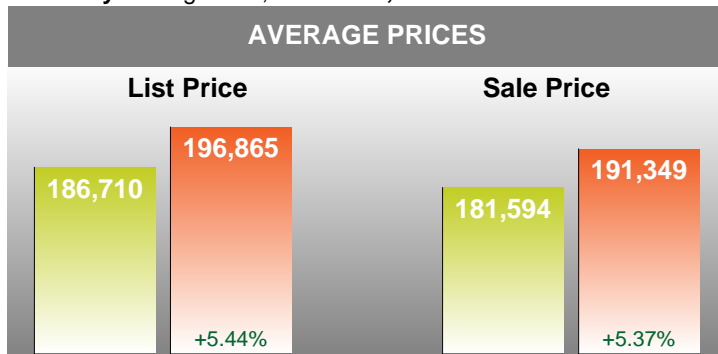
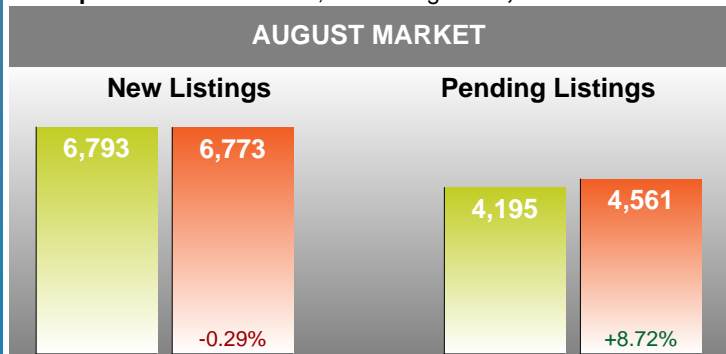
Report produced on Sep 18, 2018 for Nabeel Jamal



Compared Metrics	August			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	4,539	4,742	4.47%	32,181	33,412	3.83%
Pending Sales	4,195	4,561	8.72%	34,115	35,705	4.66%
New Listings	6,793	6,773	-0.29%	54,618	54,274	-0.63%
Average List Price	186,710	196,865	5.44%	184,769	192,391	4.13%
Average Sale Price	181,594	191,349	5.37%	179,705	187,207	4.17%
Average Percent of Selling Price to List Price	97.02%	97.06%	0.04%	97.10%	97.21%	0.12%
Average Days on Market to Sale	56.58	52.63	-6.98%	61.39	57.64	-6.10%
Monthly Inventory	20,482	19,695	-3.84%	20,482	19,695	-3.84%
Months Supply of Inventory	5.24	4.90	-6.58%	5.24	4.90	-6.58%

Absorption: Last 12 months, an Average of **4,022** Sales/Month

Inventory on August 31, 2018 = 19,695 2017 2018



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