

July 2018

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

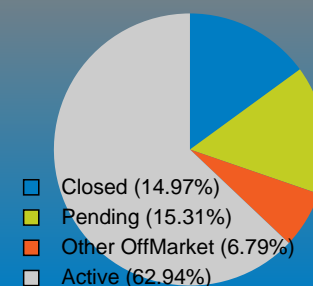


MONTHLY INVENTORY ANALYSIS

Report produced on Aug 14, 2018 for Nabeel Jamal

Compared Metrics	July		
	2017	2018	+/-%
Closed Listings	4,276	4,653	8.82%
Pending Listings	4,302	4,757	10.58%
New Listings	6,928	7,011	1.20%
Average List Price	191,649	199,120	3.90%
Average Sale Price	186,564	194,070	4.02%
Average Percent of List Price to Selling Price	97.26%	97.68%	0.43%
Average Days on Market to Sale	55.03	51.05	-7.23%
End of Month Inventory	20,356	19,561	-3.91%
Months Supply of Inventory	5.22	4.89	-6.24%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **3,997** Sales/Month
Active Inventory as of July 31, 2018 = **19,561**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2018 decreased **3.91%** to 19,561 existing homes available for sale. Over the last 12 months this area has had an average of 3,997 closed sales per month. This represents an unsold inventory index of **4.89** 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 **4.02%** in July 2018 to \$194,070 versus the previous year at \$186,564.

Average Days on Market Shortens

The average number of **51.05** days that homes spent on the market before selling decreased by 3.98 days or **7.23%** in July 2018 compared to last year's same month at **55.03** DOM.

Sales Success for July 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 7,011 New Listings in July 2018, up **1.20%** from last year at 6,928. Furthermore, there were 4,653 Closed Listings this month versus last year at 4,276, a **8.82%** increase.

Closed versus Listed trends yielded a **66.4%** ratio, up from previous year's, July 2017, at **61.7%**, a **7.53%** 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

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Average Days on Market to Sale	6
Average List Price at Closing	7
Average Sale Price at Closing	8
Average Percent of List Price to Selling Price	9
Market Summary	10

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

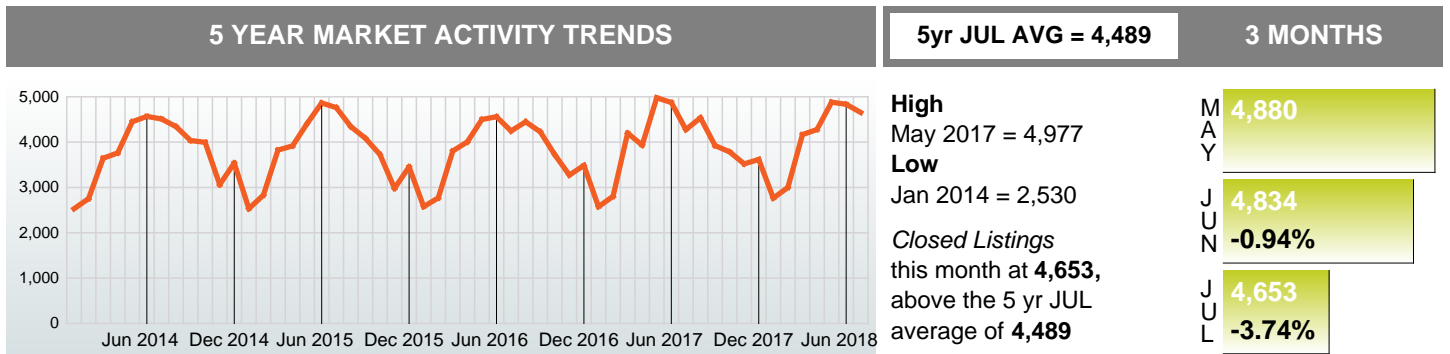
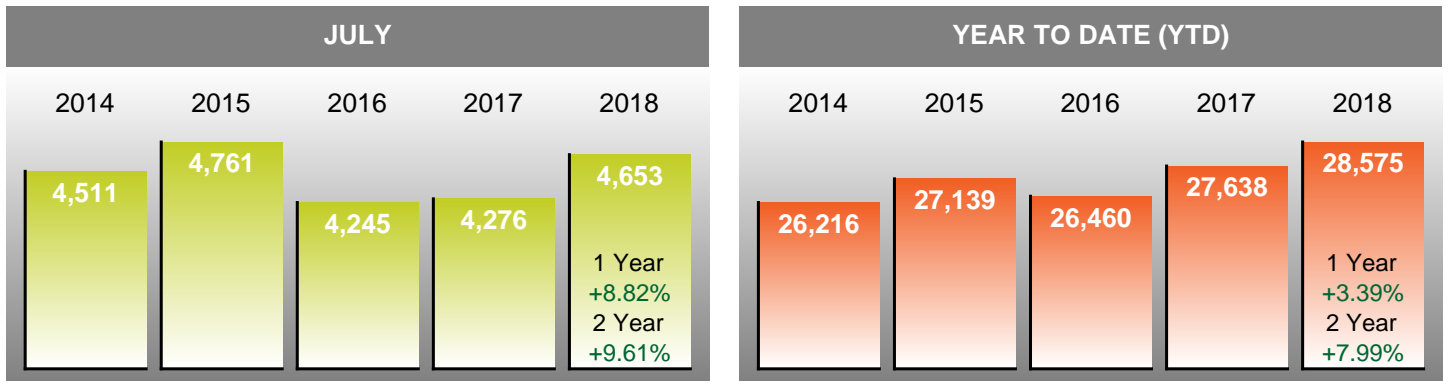
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CLOSED LISTINGS

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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	302	6.49%	57.8	124	152	23	3
\$50,001 - \$100,000	678	14.57%	53.4	182	432	62	2
\$100,001 - \$125,000	458	9.84%	42.8	63	348	43	4
\$125,001 - \$175,000	1,150	24.72%	41.4	61	910	169	10
\$175,001 - \$225,000	773	16.61%	49.6	39	483	239	12
\$225,001 - \$325,000	771	16.57%	57.6	17	326	394	34
\$325,001 and up	521	11.20%	65.3	6	115	333	67
Total Closed Units	4,653			492	2,766	1,263	132
Total Closed Volume	903,006,282	100%	51.1	48.95M	449.47M	350.28M	54.31M
Average Closed Price	\$194,070			\$99,491	\$162,499	\$277,336	\$411,438

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: Nabeel Jamal

Phone: 405-848-9944

Email: nabeel@okrealtors.com

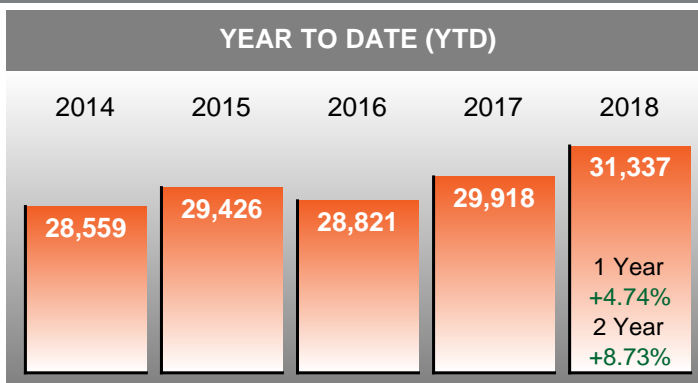
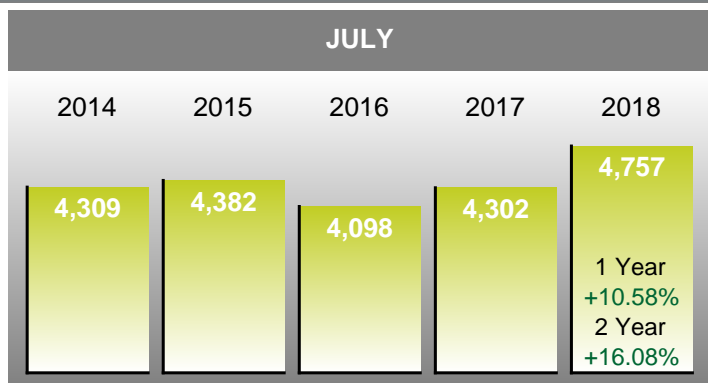
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PENDING LISTINGS

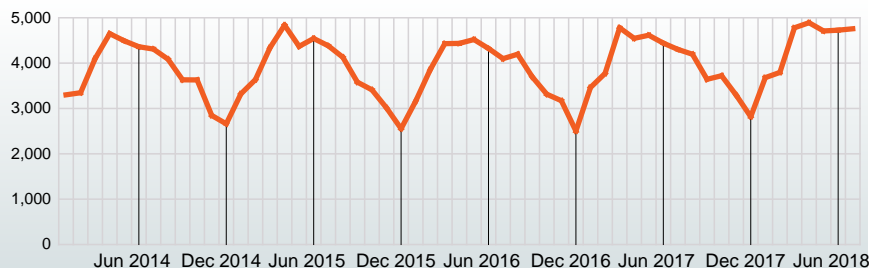
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 4,370

3 MONTHS



High
Apr 2018 = 4,891
Low
Dec 2016 = 2,503
Pending Listings
this month at **4,757**,
above the 5 yr JUL
average of **4,370**

MAY	4,709
JUN	4,726
JUL	4,757
	0.36%
	0.66%

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	358	7.53%	64.0	140	184	33	1
\$50,001 - \$100,000	707	14.86%	54.9	207	433	57	10
\$100,001 - \$125,000	428	9.00%	47.4	63	314	47	4
\$125,001 - \$175,000	1,188	24.97%	45.2	77	927	170	14
\$175,001 - \$225,000	754	15.85%	49.0	29	480	230	15
\$225,001 - \$325,000	758	15.93%	56.5	22	310	373	53
\$325,001 and up	564	11.86%	66.6	14	141	330	79
Total Pending Units	4,757			552	2,789	1,240	176
Total Pending Volume	925,814,261	100%	53.8	56.07M	454.26M	343.71M	71.77M
Average Listing Price	\$200,059			\$101,581	\$162,875	\$277,183	\$407,812

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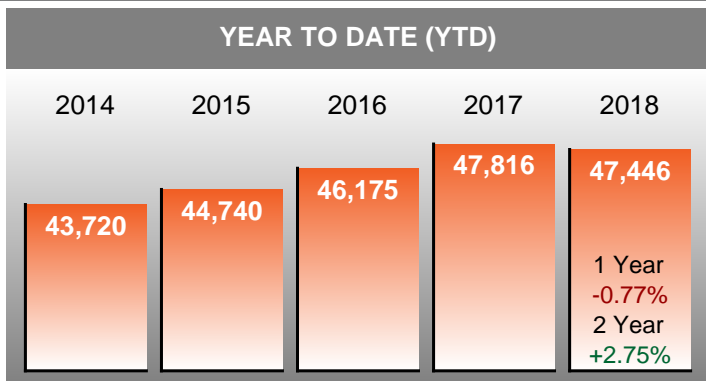
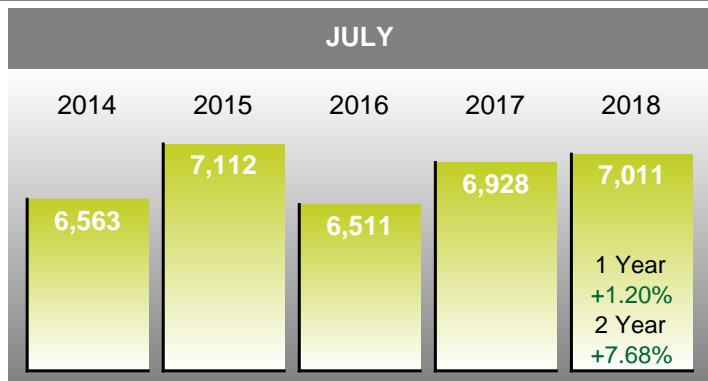
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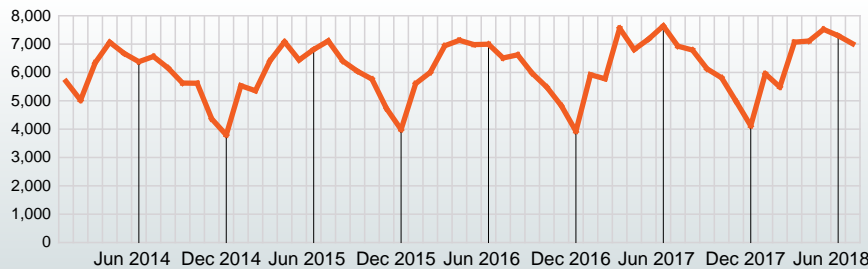
NEW LISTINGS

Report produced on Aug 14, 2018 for Nabeel Jamal



5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 6,825 3 MONTHS



High
Jun 2017 = 7,641
Low
Dec 2014 = 3,795
New Listings
this month at **7,011**,
above the 5 yr JUL
average of **6,825**

MAY	7,520
JUN	7,297
JUL	7,011
JUL	-3.92%

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	456	6.50%	201	222	32	1
\$50,001 - \$100,000	1,055	15.05%	302	651	96	6
\$100,001 - \$125,000	533	7.60%	80	394	57	2
\$125,001 - \$200,000	2,166	30.89%	158	1,580	397	31
\$200,001 - \$275,000	1,182	16.86%	38	608	485	51
\$275,001 - \$375,000	771	11.00%	28	265	398	80
\$375,001 and up	848	12.10%	19	213	446	170
Total New Listed Units	7,011		826	3,933	1,911	341
Total New Listed Volume	1,586,454,870	100%	91.37M	703.07M	600.72M	191.30M
Average New Listed Listing Price	\$200,650		\$110,614	\$178,763	\$314,347	\$560,984

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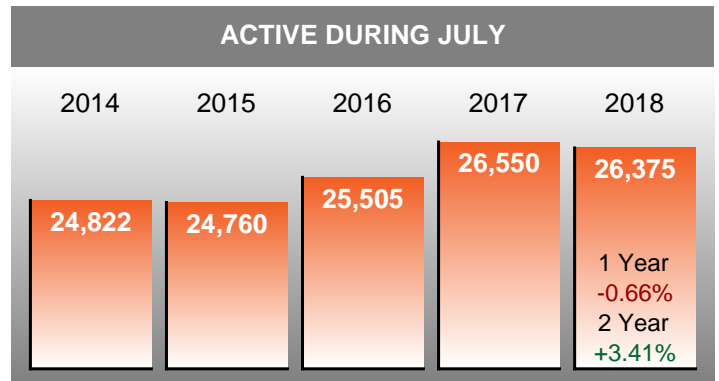
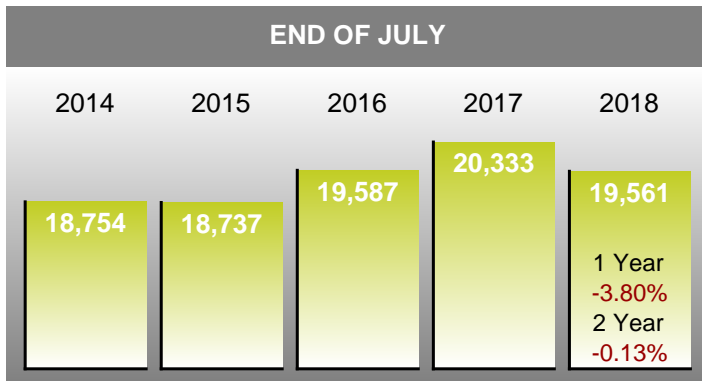
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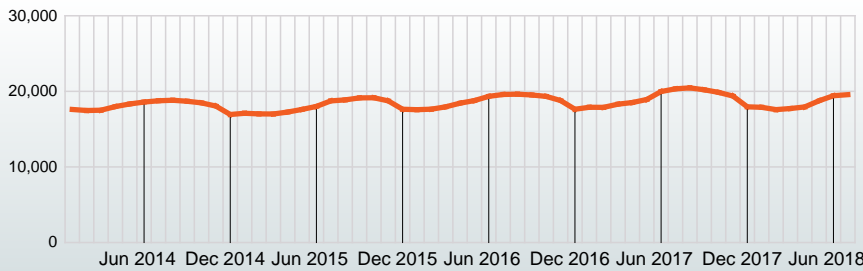
ACTIVE INVENTORY

Report produced on Aug 14, 2018 for Nabeel Jamal



5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 19,394 **3 MONTHS**



High
Aug 2017 = 20,457
Low
Dec 2014 = 16,938
Inventory
this month at **19,561**,
above the 5 yr JUL
average of **19,394**

MAY	18,759
JUN	19,421 3.53%
JUL	19,561 0.72%

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	7.56%	214.8	742	650	82	5
\$50,001 - \$75,000	1,443	7.38%	172.1	487	824	116	16
\$75,001 - \$150,000	4,453	22.76%	130.7	801	3,003	591	58
\$150,001 - \$225,000	4,254	21.75%	107.6	283	2,731	1,143	97
\$225,001 - \$325,000	3,546	18.13%	105.6	159	1,473	1,682	232
\$325,001 - \$475,000	2,287	11.69%	111.1	106	689	1,199	293
\$475,001 and up	2,099	10.73%	119.2	63	433	992	611
Total Active Inventory by Units	19,561			2,641	9,803	5,805	1,312
Total Active Inventory by Volume	5,221,007,577	100%	127.0	323.55M	2.05B	2.01B	837.41M
Average Active Inventory Listing Price	\$266,909			\$122,509	\$208,907	\$346,621	\$638,273

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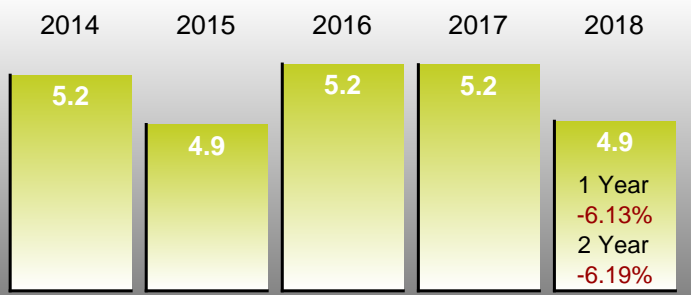
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MONTHS SUPPLY of INVENTORY (MSI)

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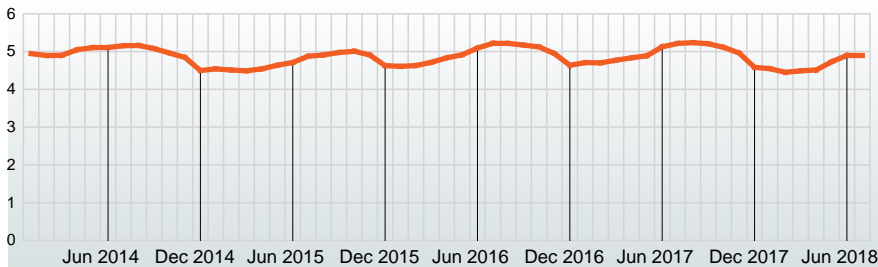
MSI FOR JULY



INDICATORS FOR JULY 2018

Inventory	Closed	Absorption	MSI	MSI %
19,561	47,958	3,997	4.9	20.431%
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 JUL AVG = 5.1

3 MONTHS

High
Aug 2017 = 5.2
Low
Feb 2018 = 4.5
Months Supply
this month at **4.9**,
equal to 5 yr JUL
average of **5.1**

MAY	4.7
JUN	4.9
JUL	3.61%
JUL	4.9
JUL	-0.07%

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	7.56%	4.4	5.5	3.8	3.3	1.6
\$50,001 - \$75,000	1,443	7.38%	5.0	5.5	4.7	4.8	6.4
\$75,001 - \$150,000	4,453	22.76%	3.5	4.9	3.2	4.4	4.6
\$150,001 - \$225,000	4,254	21.75%	3.9	5.2	3.8	3.7	5.6
\$225,001 - \$325,000	3,546	18.13%	5.7	8.4	5.7	5.3	7.4
\$325,001 - \$475,000	2,287	11.69%	8.6	17.2	9.2	7.7	9.9
\$475,001 and up	2,099	10.73%	16.6	31.5	18.1	14.2	20.0
Market Supply of Inventory (MSI)	4.9	100%	4.9	5.6	4.1	5.6	10.4
Total Active Inventory by Units	19,561			2,641	9,803	5,805	1,312

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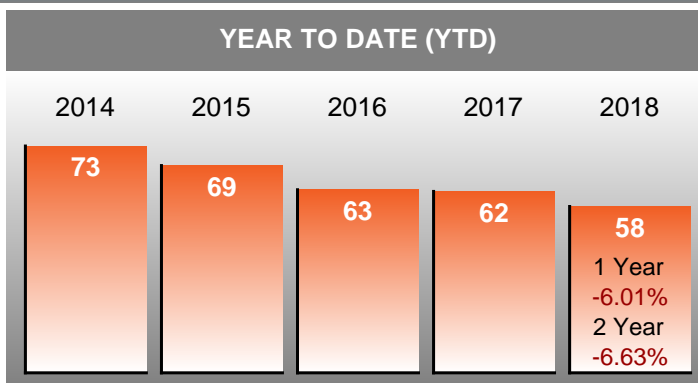
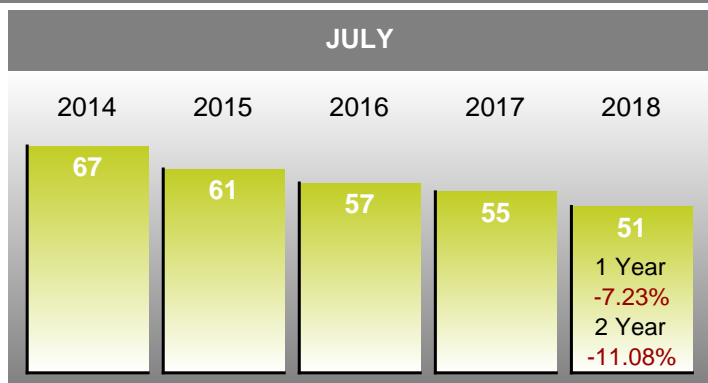
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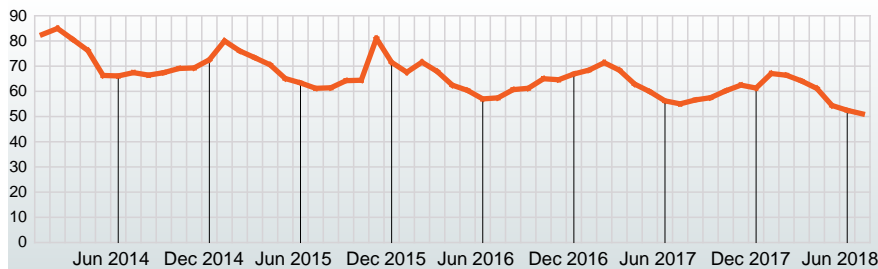


AVERAGE DAYS ON MARKET TO SALE

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5 YEAR MARKET ACTIVITY TRENDS

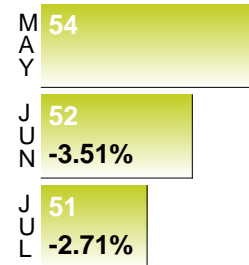


5yr JUL AVG = 58

3 MONTHS

High
Feb 2014 = 85
Low
Jul 2018 = 51

Average Days on Market this month at **51**, below the 5 yr JUL average of **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	302	6.49%	57.8	72.3	46.2	54.6	64.7
\$50,001 - \$100,000	678	14.57%	53.4	66.0	47.2	60.3	24.5
\$100,001 - \$125,000	458	9.84%	42.8	53.7	38.0	58.0	122.0
\$125,001 - \$175,000	1,150	24.72%	41.4	69.0	37.7	49.7	63.1
\$175,001 - \$225,000	773	16.61%	49.6	126.7	44.4	45.1	100.6
\$225,001 - \$325,000	771	16.57%	57.6	74.8	58.4	53.3	91.2
\$325,001 and up	521	11.20%	65.3	114.5	67.2	63.0	69.0
Average Closed DOM	51.1			72.1	44.5	54.3	78.0
Total Closed Units	4,653	100%	51.1	492	2766	1263	132
Total Closed Volume	903,006,282			48.95M	449.47M	350.28M	54.31M

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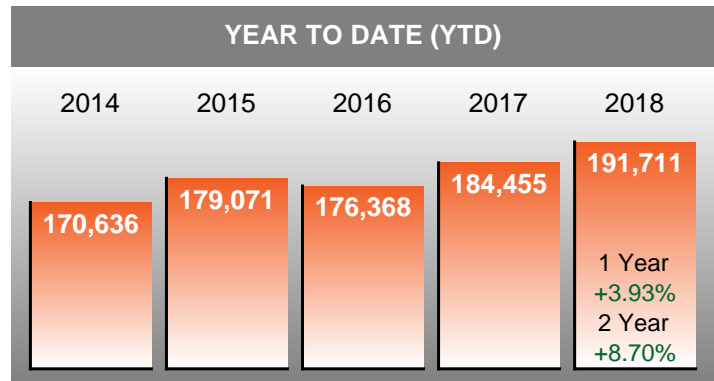
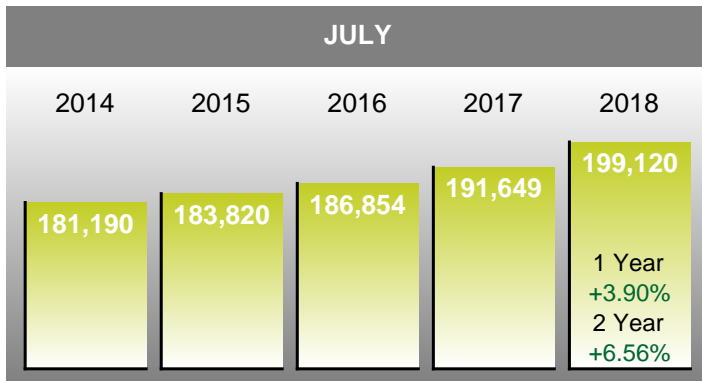
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AVERAGE LIST PRICE AT CLOSING

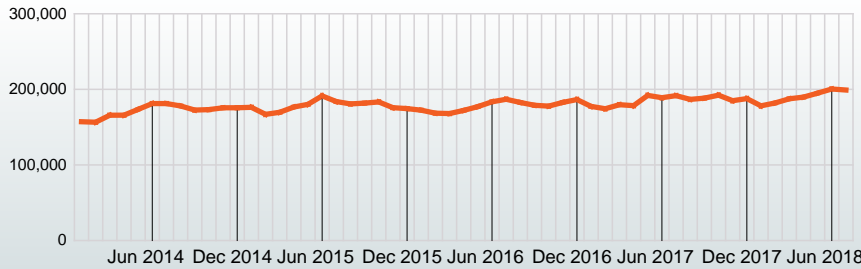
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 188,527

3 MONTHS



High
Jun 2018 = 200,435
Low
Feb 2014 = 156,522
Average List Price
this month at **199,120**,
above the 5 yr JUL
average of **188,527**

MAY	194,984
JUN	200,435
JUL	199,120
YTD	2.80%
JUL	-0.66%

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	285	6.13%	34,092	34,238	38,613	35,078	28,800
\$50,001 - \$100,000	654	14.06%	78,601	75,483	83,039	84,205	56,500
\$100,001 - \$125,000	441	9.48%	115,799	118,645	118,187	118,614	112,475
\$125,001 - \$175,000	1,150	24.72%	150,949	150,609	152,921	157,812	158,600
\$175,001 - \$225,000	790	16.98%	199,286	208,654	200,357	203,851	212,900
\$225,001 - \$325,000	782	16.81%	268,137	276,835	269,460	274,048	286,662
\$325,001 and up	551	11.84%	496,560	603,667	465,774	491,808	632,546
Average List Price			199,120	103,884	166,381	283,662	431,191
Total Closed Units		100%	199,120	492	2766	1263	132
Total Closed Volume			926,503,473	51.11M	460.21M	358.27M	56.92M

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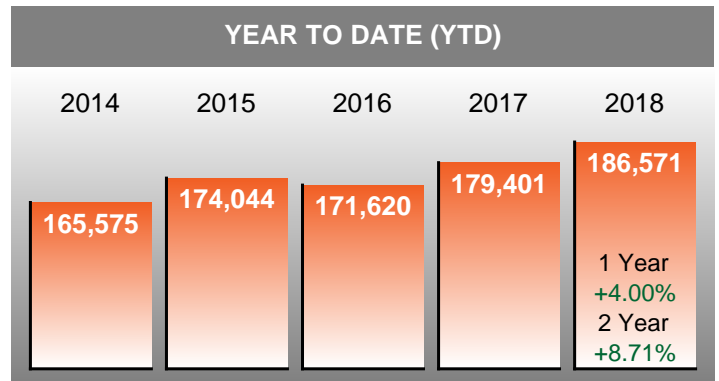
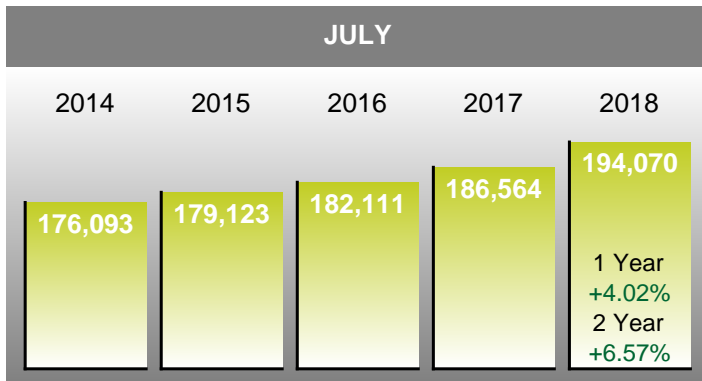
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AVERAGE SOLD PRICE AT CLOSING

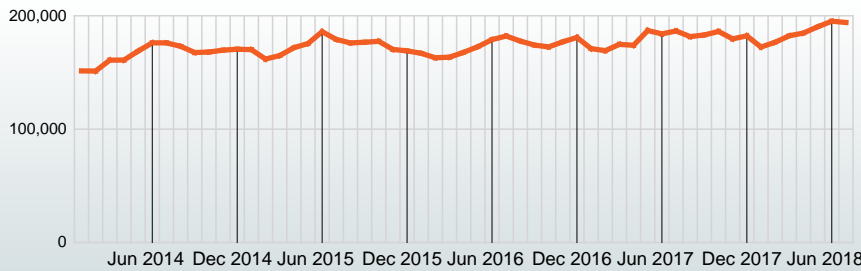
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 183,592

3 MONTHS



High
Jun 2018 = 195,185
Low
Feb 2014 = 151,233
Average Sold Price
this month at **194,070**,
above the 5 yr JUL
average of **183,592**

MAY	190,236
JUN	195,185
JUL	2.60%
JUL	194,070
JUL	-0.57%

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	302	6.49%	32,571	31,075	33,790	33,133	28,300
\$50,001 - \$100,000	678	14.57%	77,972	72,773	79,554	81,818	90,250
\$100,001 - \$125,000	458	9.84%	114,737	115,235	114,708	114,789	108,900
\$125,001 - \$175,000	1,150	24.72%	150,747	145,541	150,275	155,092	152,003
\$175,001 - \$225,000	773	16.61%	198,756	198,701	197,672	200,575	206,348
\$225,001 - \$325,000	771	16.57%	267,061	265,371	262,964	269,328	280,918
\$325,001 and up	521	11.20%	489,162	575,583	453,018	478,202	597,931
Average Sold Price			194,070	99,491	162,499	277,336	411,438
Total Closed Units		100%	194,070	492	2766	1263	132
Total Closed Volume			903,006,282	48.95M	449.47M	350.28M	54.31M

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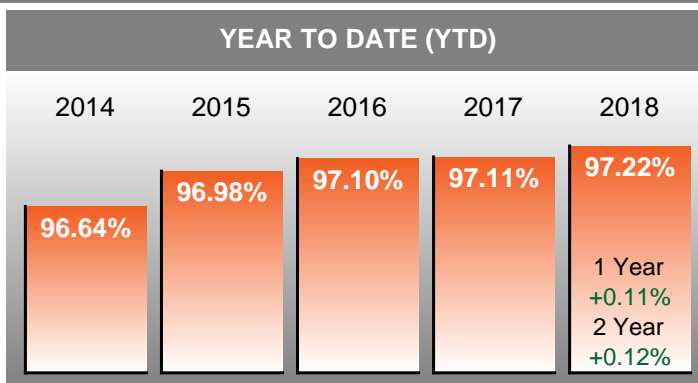
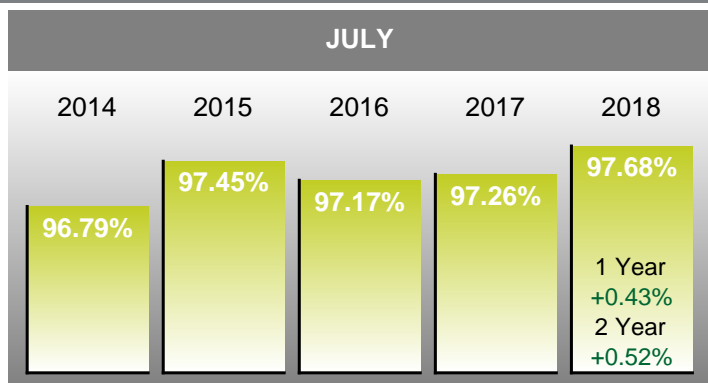
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AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

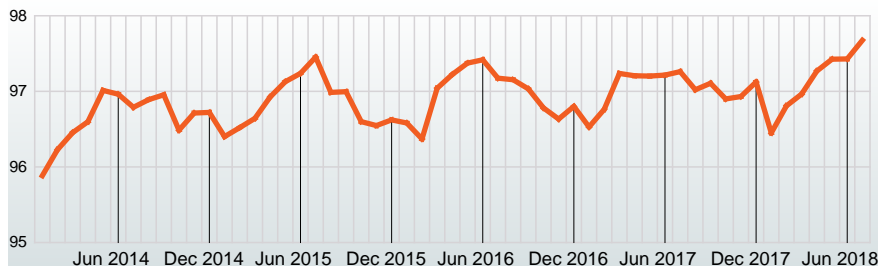
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 97.27%

3 MONTHS



High
Jul 2018 = 97.68%

Low
Jan 2014 = 95.88%

Average Sold/List Ratio this month at **97.68%**, above the 5 yr JUL average of **97.27%**

MAY	97.43%
JUN	97.43%
JUL	97.68%
JUL	0.25%

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	302	6.49%	91.85%	93.46%	89.58%	97.33%	98.46%
\$50,001 - \$100,000	678	14.57%	97.86%	98.96%	96.23%	101.34%	242.88%
\$100,001 - \$125,000	458	9.84%	97.27%	97.26%	97.30%	97.04%	97.01%
\$125,001 - \$175,000	1,150	24.72%	98.32%	96.98%	98.40%	98.50%	96.02%
\$175,001 - \$225,000	773	16.61%	98.80%	95.50%	99.27%	98.48%	97.00%
\$225,001 - \$325,000	771	16.57%	98.08%	96.20%	97.77%	98.42%	98.04%
\$325,001 and up	521	11.20%	97.49%	96.05%	97.12%	97.67%	97.36%
Average Sold/List Ratio			97.70%	96.70%	97.46%	98.32%	99.62%
Total Closed Units		100%	97.70%	492	2766	1263	132
Total Closed Volume				48.95M	449.47M	350.28M	54.31M

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: Nabeel Jamal

Phone: 405-848-9944

Email: nabeel@okrealtors.com

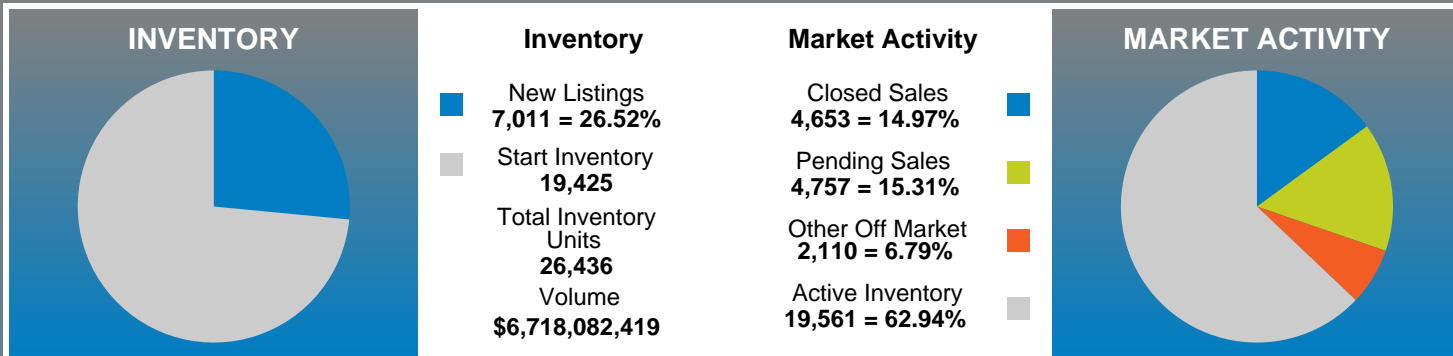
July 2018

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



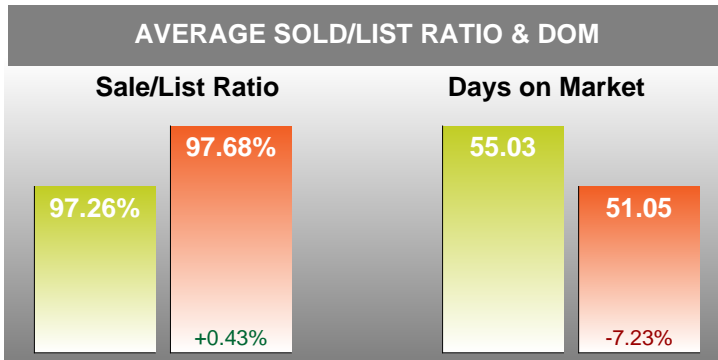
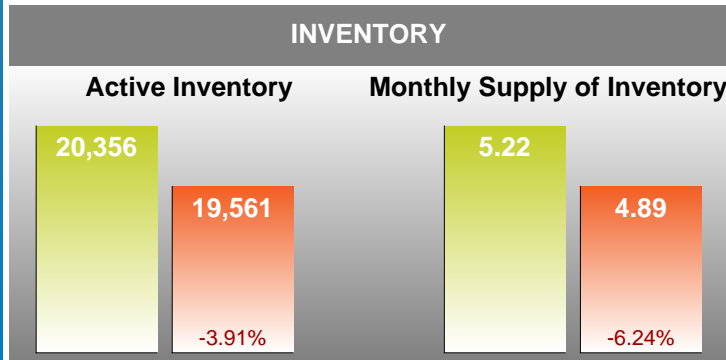
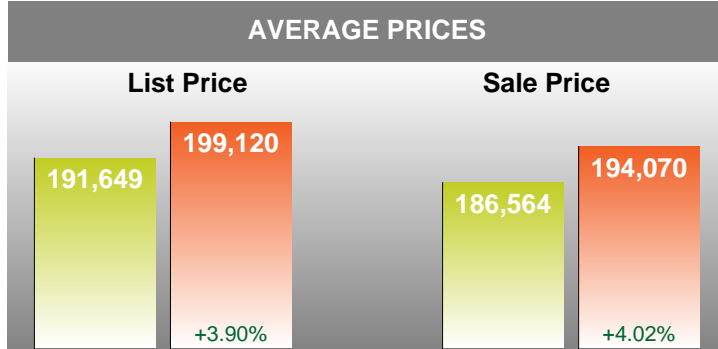
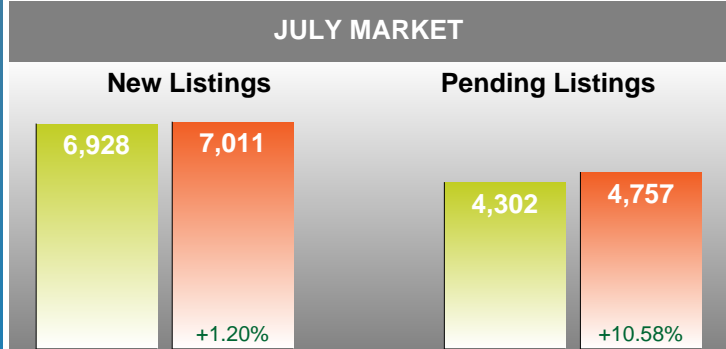
MARKET SUMMARY

Report produced on Aug 14, 2018 for Nabeel Jamal



Compared Metrics	July			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	4,276	4,653	8.82%	27,638	28,575	3.39%
Pending Sales	4,302	4,757	10.58%	29,918	31,337	4.74%
New Listings	6,928	7,011	1.20%	47,816	47,446	-0.77%
Average List Price	191,649	199,120	3.90%	184,455	191,711	3.93%
Average Sale Price	186,564	194,070	4.02%	179,401	186,571	4.00%
Average Percent of Selling Price to List Price	97.26%	97.68%	0.43%	97.11%	97.22%	0.11%
Average Days on Market to Sale	55.03	51.05	-7.23%	62.17	58.44	-6.01%
Monthly Inventory	20,356	19,561	-3.91%	20,356	19,561	-3.91%
Months Supply of Inventory	5.22	4.89	-6.24%	5.22	4.89	-6.24%

Absorption: Last 12 months, an Average of **3,997** Sales/Month **Inventory on July 31, 2018 = 19,561**



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