



September 2018

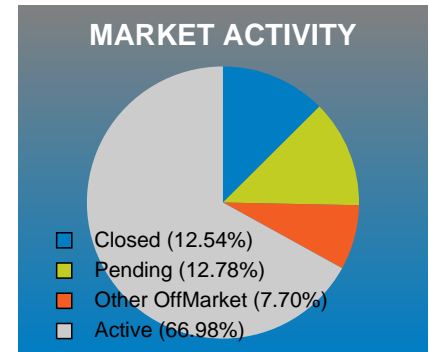
Area Delimited by Entire OK State MLS - Single-Family Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Oct 17, 2018 for Nabeel Jamal

Compared Metrics	September		
	2017	2018	+/-%
Closed Listings	3,926	3,651	-7.00%
Pending Listings	3,643	3,722	2.17%
New Listings	6,128	5,504	-10.18%
Average List Price	188,289	189,814	0.81%
Average Sale Price	183,005	184,525	0.83%
Average Percent of List Price to Selling Price	97.12%	97.09%	-0.02%
Average Days on Market to Sale	57.47	51.72	-10.01%
End of Month Inventory	20,490	19,507	-4.80%
Months Supply of Inventory	5.28	4.87	-7.74%



Absorption: Last 12 months, an Average of **4,006** Sales/Month
Active Inventory as of September 30, 2018 = **19,507**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2018 decreased **4.80%** to 19,507 existing homes available for sale. Over the last 12 months this area has had an average of 4,006 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 **0.83%** in September 2018 to \$184,525 versus the previous year at \$183,005.

Average Days on Market Shortens

The average number of **51.72** days that homes spent on the market before selling decreased by 5.75 days or **10.01%** in September 2018 compared to last year's same month at **57.47** DOM.

Sales Success for September 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 5,504 New Listings in September 2018, down **10.18%** from last year at 6,128. Furthermore, there were 3,651 Closed Listings this month versus last year at 3,926, a **-7.00%** decrease.

Closed versus Listed trends yielded a **66.3%** ratio, up from previous year's, September 2017, at **64.1%**, a **3.54%** 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

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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



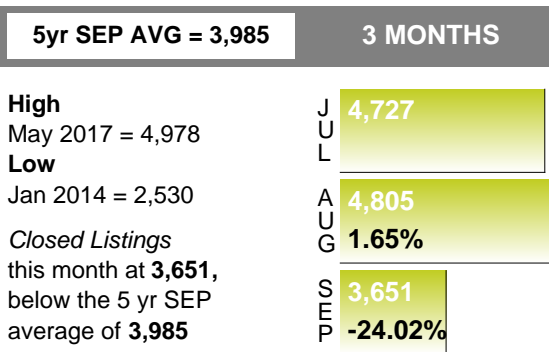
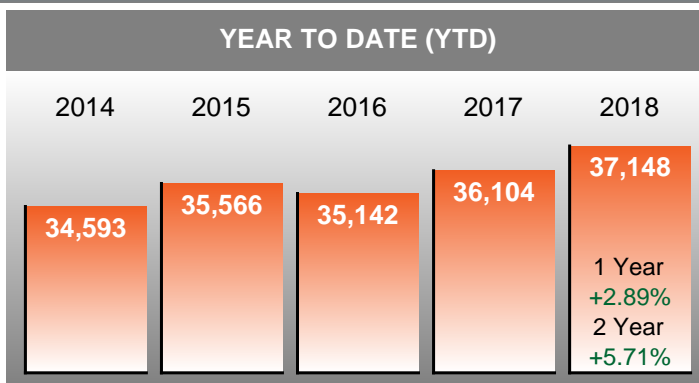
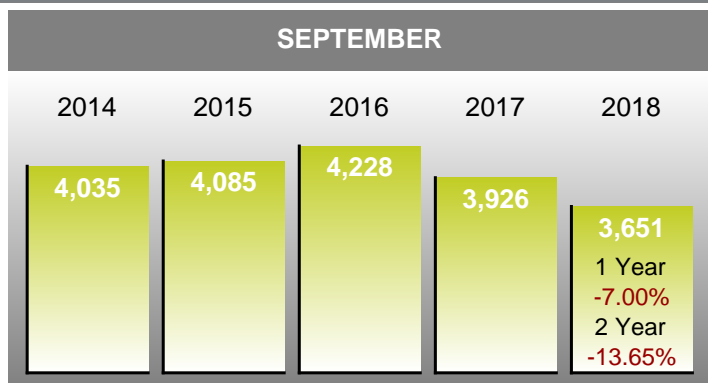
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CLOSED LISTINGS

Report produced on Oct 17, 2018 for Nabeel Jamal



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	300	8.22%	63.7	123	159	17	1
\$50,001 - \$75,000	246	6.74%	59.6	91	136	19	0
\$75,001 - \$125,000	677	18.54%	46.9	121	488	67	1
\$125,001 - \$175,000	912	24.98%	44.1	78	696	125	13
\$175,001 - \$225,000	585	16.02%	49.3	17	370	191	7
\$225,001 - \$300,000	489	13.39%	55.1	17	219	228	25
\$300,001 and up	442	12.11%	61.8	14	121	251	56
Total Closed Units	3,651			461	2,189	898	103
Total Closed Volume	673,699,213	100%	51.7	46.54M	348.08M	239.32M	39.76M
Average Closed Price	\$184,525			\$100,955	\$159,011	\$266,508	\$386,008

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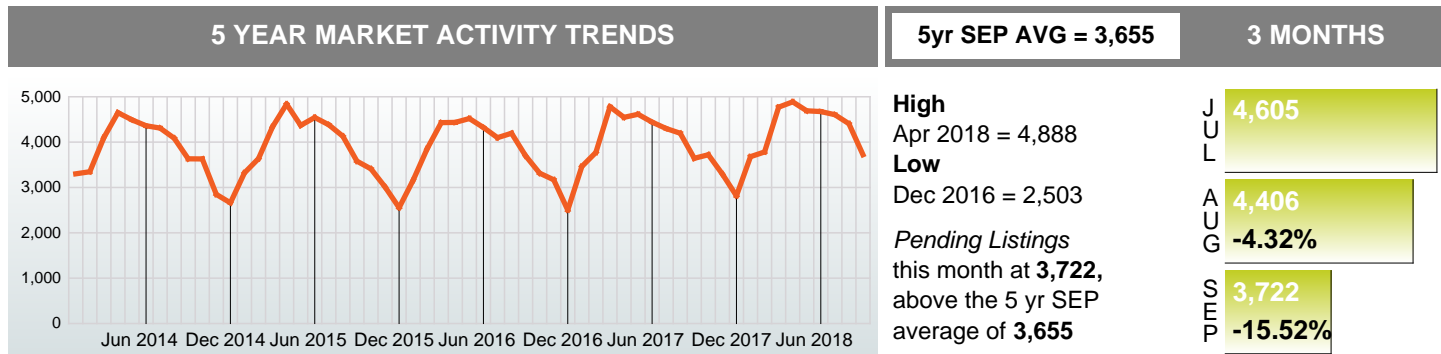
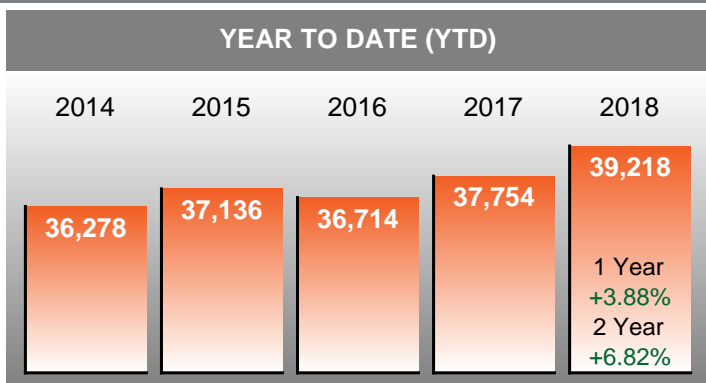
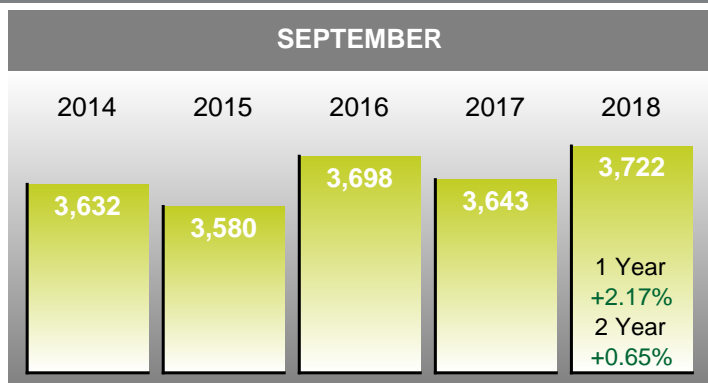
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PENDING LISTINGS

Report produced on Oct 17, 2018 for Nabeel Jamal



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	281	7.55%	57.6	129	132	19	1
\$50,001 - \$75,000	226	6.07%	56.6	81	123	18	4
\$75,001 - \$125,000	654	17.57%	56.1	137	428	78	11
\$125,001 - \$175,000	960	25.79%	50.2	63	736	147	14
\$175,001 - \$225,000	591	15.88%	52.2	15	372	193	11
\$225,001 - \$325,000	606	16.28%	65.7	17	247	307	35
\$325,001 and up	404	10.85%	79.1	8	103	215	78
Total Pending Units	3,722			450	2,141	977	154
Total Pending Volume	722,217,019	100%	53.5	43.66M	355.97M	258.80M	63.78M
Average Listing Price	\$182,687			\$97,030	\$166,265	\$264,895	\$414,148

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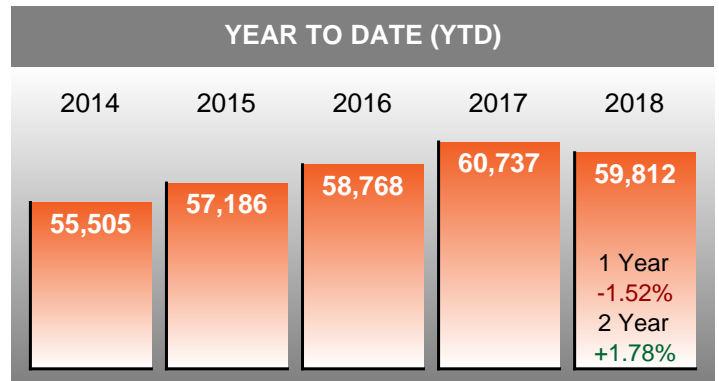
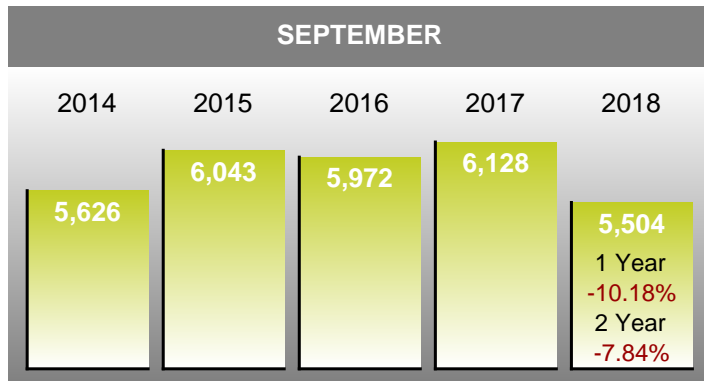
September 2018

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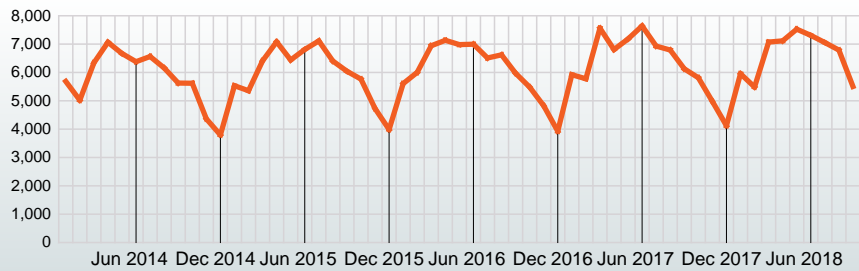
NEW LISTINGS

Report produced on Oct 17, 2018 for Nabeel Jamal



5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 5,855 **3 MONTHS**



High
Jun 2017 = 7,641
Low
Dec 2014 = 3,795
New Listings
this month at **5,504**,
below the 5 yr SEP
average of **5,855**

JUL	7,055
AUG	6,789
	-3.77%
SEP	5,504
	-18.93%

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	345	6.27%	159	163	20	3
\$50,001 - \$100,000	819	14.88%	238	499	71	11
\$100,001 - \$125,000	426	7.74%	78	295	44	9
\$125,001 - \$200,000	1,679	30.51%	119	1,233	304	23
\$200,001 - \$275,000	891	16.19%	37	438	379	37
\$275,001 - \$425,000	790	14.35%	23	289	418	60
\$425,001 and up	554	10.07%	15	137	264	138
Total New Listed Units	5,504		669	3,054	1,500	281
Total New Listed Volume	1,293,926,399	100%	77.40M	566.61M	474.24M	175.67M
Average New Listed Listing Price	\$203,057		\$115,701	\$185,531	\$316,162	\$625,155

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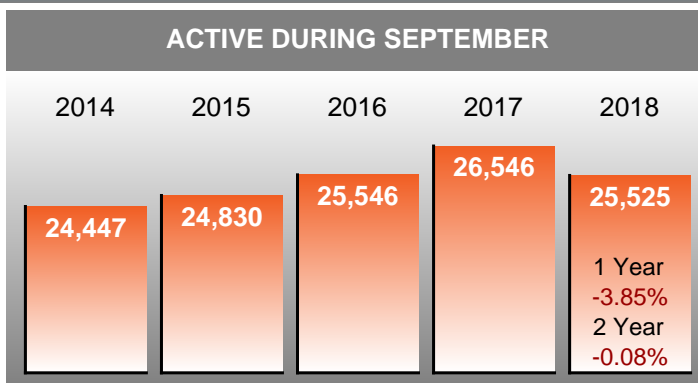
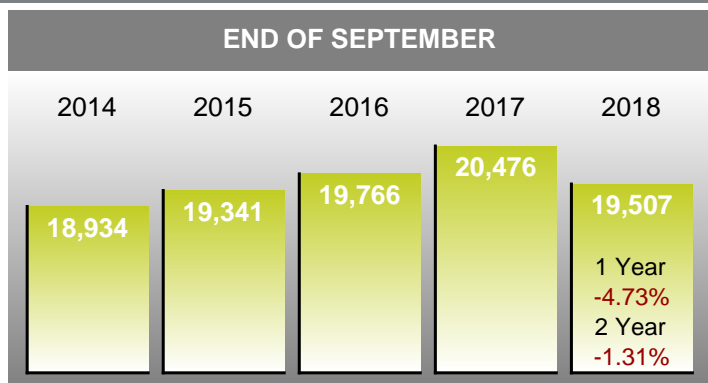
September 2018

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



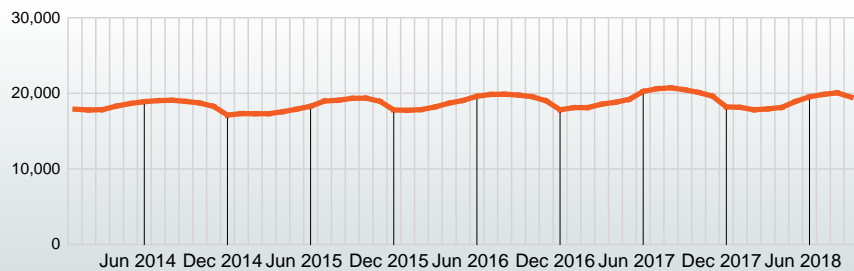
ACTIVE INVENTORY

Report produced on Oct 17, 2018 for Nabeel Jamal



5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 19,605 **3 MONTHS**



High
Aug 2017 = 20,729
Low
Dec 2014 = 17,128
Inventory
this month at **19,507**,
below the 5 yr SEP
average of **19,605**

JUL	19,860
AUG	20,067 1.04%
SEP	19,507 -2.79%

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	1,436	7.36%	224.1	679	655	96	6
\$50,001 - \$75,000	1,469	7.53%	178.5	513	834	107	15
\$75,001 - \$150,000	4,500	23.07%	138.5	773	3,043	611	73
\$150,001 - \$225,000	4,262	21.85%	116.5	302	2,741	1,121	98
\$225,001 - \$300,000	3,041	15.59%	113.8	138	1,282	1,424	197
\$300,001 - \$475,000	2,749	14.09%	118.8	116	896	1,422	315
\$475,001 and up	2,050	10.51%	127.9	71	428	965	586
Total Active Inventory by Units	19,507			2,592	9,879	5,746	1,290
Total Active Inventory by Volume	5,175,844,013	100%	135.3	326.87M	2.05B	1.97B	826.63M
Average Active Inventory Listing Price	\$265,333			\$126,109	\$207,672	\$342,978	\$640,800

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September 2018

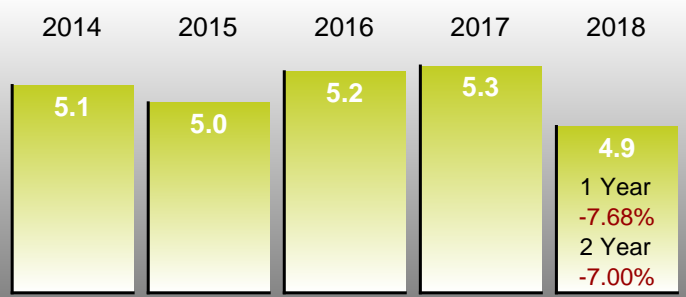
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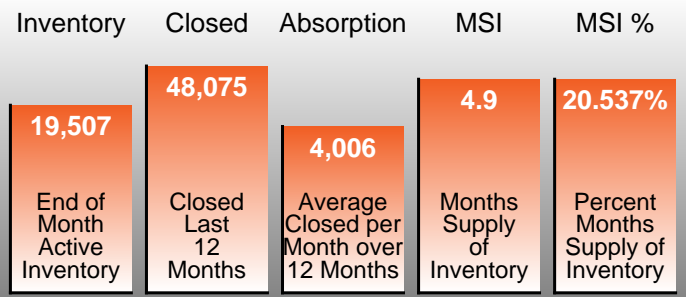
MONTHS SUPPLY of INVENTORY (MSI)

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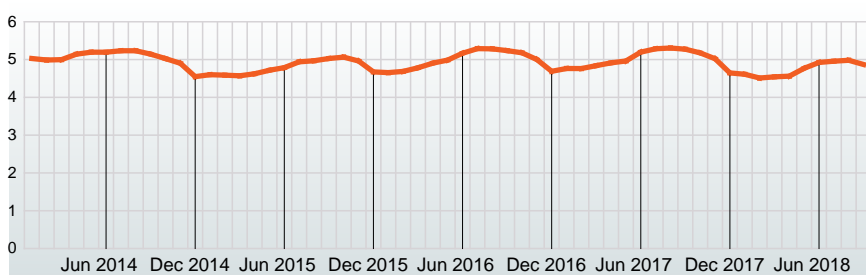
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2018



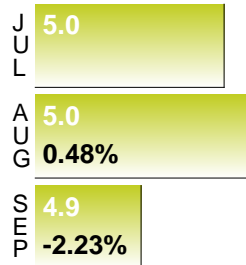
5 YEAR MARKET ACTIVITY TRENDS



5yr SEP AVG = 5.1

3 MONTHS

High
Aug 2017 = 5.3
Low
Feb 2018 = 4.5
Months Supply
this month at **4.9**,
equal to 5 yr SEP
average of **5.1**



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	1,436	7.36%	4.3	5.1	3.8	3.9	2.0
\$50,001 - \$75,000	1,469	7.53%	5.2	5.7	4.9	4.6	7.5
\$75,001 - \$150,000	4,500	23.07%	3.6	4.6	3.2	4.6	6.5
\$150,001 - \$225,000	4,262	21.85%	3.8	5.7	3.7	3.7	5.5
\$225,001 - \$300,000	3,041	15.59%	5.7	8.2	5.6	5.4	7.7
\$300,001 - \$475,000	2,749	14.09%	7.5	12.3	8.3	6.7	8.8
\$475,001 and up	2,050	10.51%	15.8	30.4	18.0	13.4	18.7
Market Supply of Inventory (MSI)	4.9			5.5	4.2	5.6	10.2
Total Active Inventory by Units	19,507	100%	4.9	2,592	9,879	5,746	1,290

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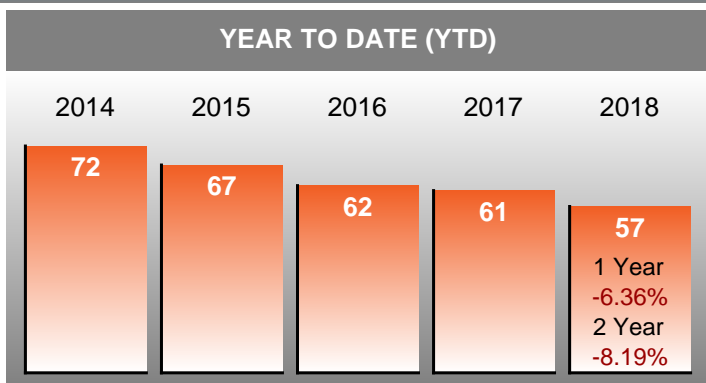
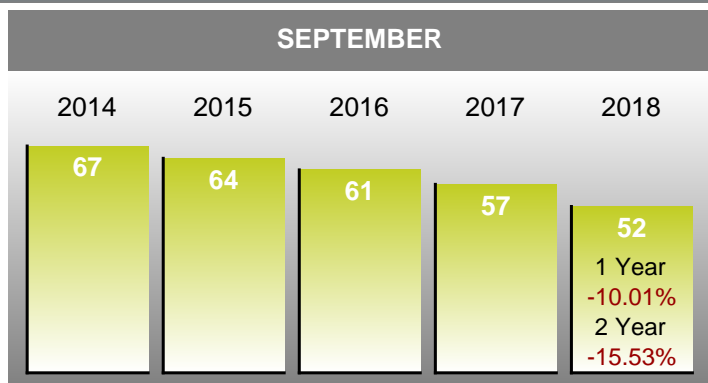
September 2018

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

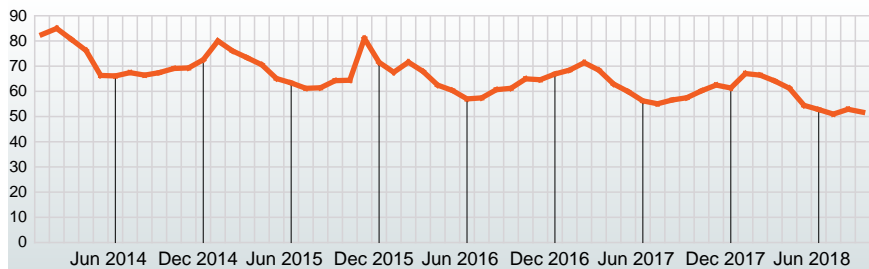


AVERAGE DAYS ON MARKET TO SALE

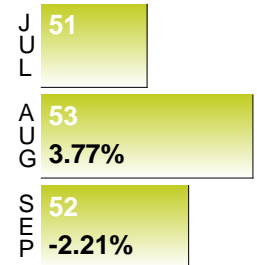
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5 YEAR MARKET ACTIVITY TRENDS **5yr SEP AVG = 60** **3 MONTHS**



High
Feb 2014 = 85
Low
Jul 2018 = 51
Average Days on Market
this month at **52**,
below the 5 yr SEP
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	300	8.22%	63.7	63.8	64.8	50.6	83.0
\$50,001 - \$75,000	246	6.74%	59.6	73.8	48.8	68.8	0.0
\$75,001 - \$125,000	677	18.54%	46.9	45.7	48.0	42.0	1.0
\$125,001 - \$175,000	912	24.98%	44.1	72.3	37.8	60.7	52.5
\$175,001 - \$225,000	585	16.02%	49.3	58.2	49.6	48.4	39.1
\$225,001 - \$300,000	489	13.39%	55.1	92.4	54.8	52.0	59.8
\$300,001 and up	442	12.11%	61.8	29.5	55.8	66.9	60.0
Average Closed DOM			51.7	62.3	47.4	56.2	57.2
Total Closed Units		100%	51.7	461	2189	898	103
Total Closed Volume			673,699,213	46.54M	348.08M	239.32M	39.76M

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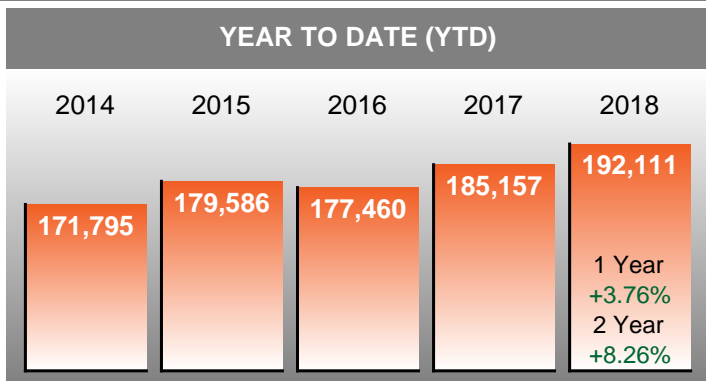
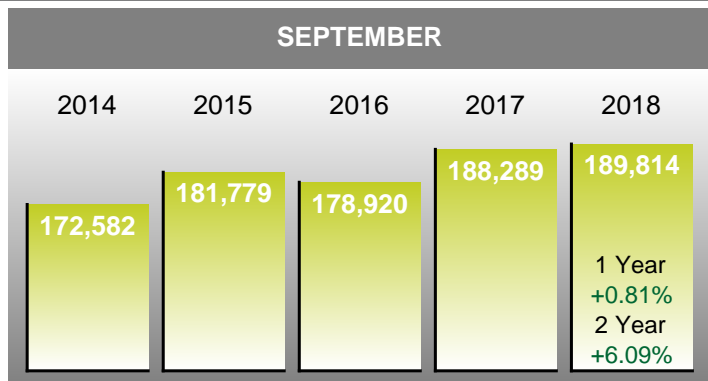
September 2018

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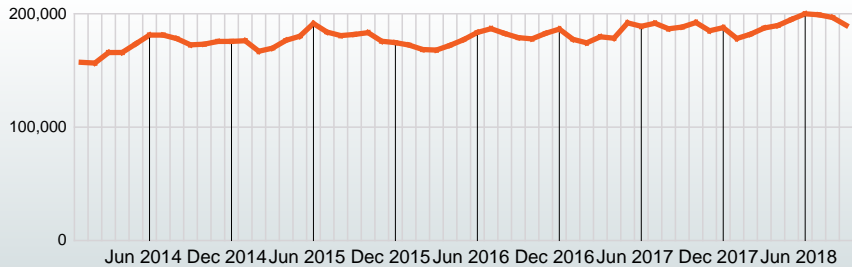
AVERAGE LIST PRICE AT CLOSING

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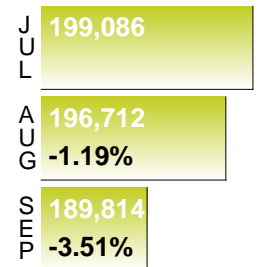


5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 182,277 **3 MONTHS**



High
Jun 2018 = 199,955
Low
Feb 2014 = 156,522
Average List Price
this month at **189,814**,
above the 5 yr SEP
average of **182,277**



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	279	7.64%	33,553	35,026	36,231	32,247	35,000
\$50,001 - \$75,000	235	6.44%	65,320	67,450	68,904	67,491	0
\$75,001 - \$125,000	650	17.80%	102,931	103,996	107,621	106,894	110,000
\$125,001 - \$175,000	916	25.09%	150,840	154,242	153,011	159,919	150,823
\$175,001 - \$225,000	608	16.65%	198,314	202,900	201,183	202,468	198,171
\$225,001 - \$300,000	498	13.64%	260,765	255,047	262,860	264,861	282,132
\$300,001 and up	465	12.74%	457,608	422,843	419,848	469,431	551,367
Average List Price			189,814	105,782	163,067	273,796	402,163
Total Closed Units		100%	189,814	461	2189	898	103
Total Closed Volume			693,009,938	48.77M	356.95M	245.87M	41.42M

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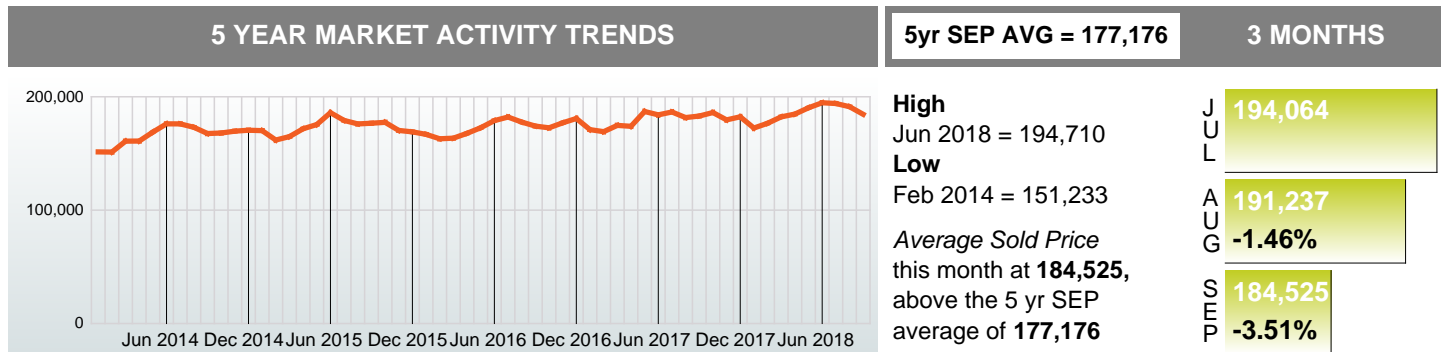
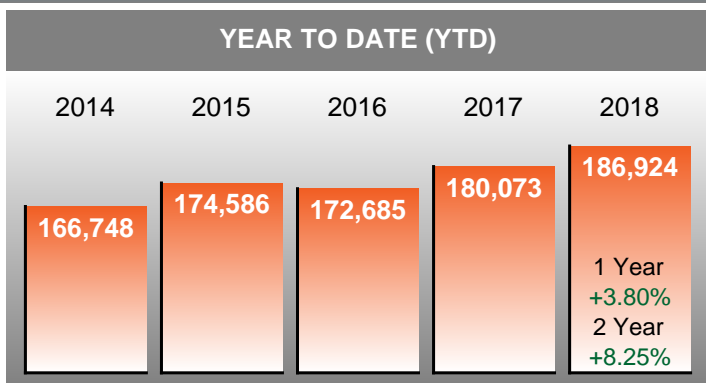
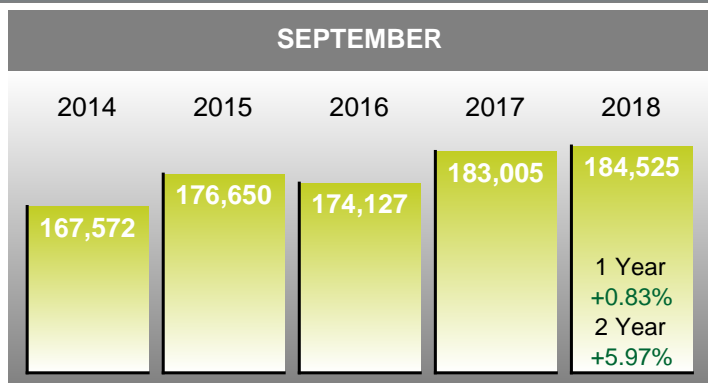
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AVERAGE SOLD PRICE AT CLOSING

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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	300	8.22%	31,354	30,627	32,272	27,939	33,000
\$50,001 - \$75,000	246	6.74%	65,067	64,077	65,730	65,064	0
\$75,001 - \$125,000	677	18.54%	102,921	100,322	103,441	103,723	110,000
\$125,001 - \$175,000	912	24.98%	150,583	148,229	150,027	155,604	146,229
\$175,001 - \$225,000	585	16.02%	197,980	196,363	197,598	198,997	194,343
\$225,001 - \$300,000	489	13.39%	260,033	249,909	258,510	261,394	267,848
\$300,001 and up	442	12.11%	448,648	403,904	408,123	452,616	529,611
Average Sold Price			184,525	100,955	159,011	266,508	386,008
Total Closed Units		100%	184,525	461	2189	898	103
Total Closed Volume			673,699,213	46.54M	348.08M	239.32M	39.76M

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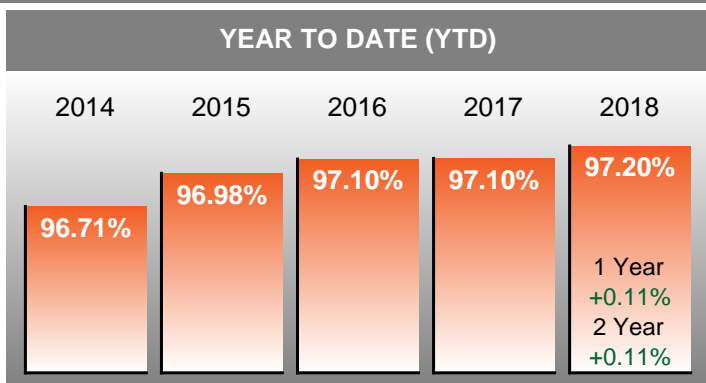
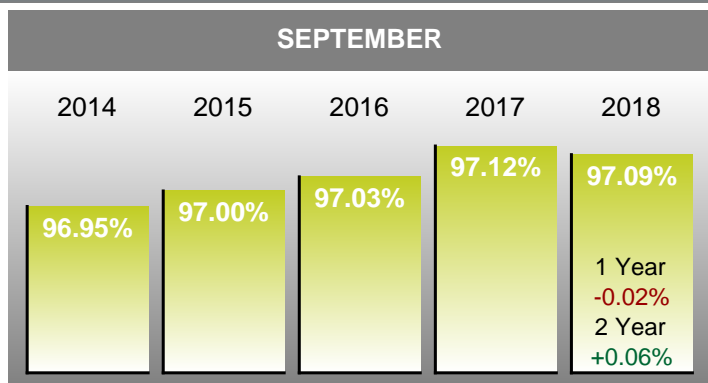
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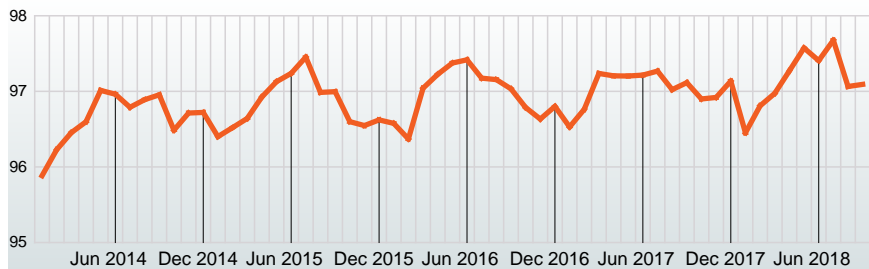


AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS



5yr SEP AVG = 97.04%

3 MONTHS

High
Jul 2018 = 97.68%
Low
Jan 2014 = 95.88%
Average Sold/List Ratio
this month at **97.09%**,
equal to 5 yr SEP
average of **97.04%**

JUL	97.68%
AUG	97.06%
SEP	97.09%
Change from Aug	-0.63%
Change from Sep	0.03%

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	300	8.22%	89.46%	89.26%	89.54%	89.85%	94.29%
\$50,001 - \$75,000	246	6.74%	96.79%	95.19%	97.15%	101.91%	0.00%
\$75,001 - \$125,000	677	18.54%	96.76%	96.86%	96.66%	97.28%	100.00%
\$125,001 - \$175,000	912	24.98%	97.96%	96.49%	98.21%	97.55%	97.18%
\$175,001 - \$225,000	585	16.02%	98.35%	97.00%	98.32%	98.52%	98.14%
\$225,001 - \$300,000	489	13.39%	99.17%	98.16%	98.51%	100.31%	95.30%
\$300,001 and up	442	12.11%	97.20%	95.84%	97.34%	97.29%	96.82%
Average Sold/List Ratio			97.10%	94.46%	97.17%	98.31%	96.59%
Total Closed Units	3,651	100%	97.10%	461	2189	898	103
Total Closed Volume	673,699,213			46.54M	348.08M	239.32M	39.76M

Ready to Buy or Sell Real Estate?

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Contact: Nabeel Jamal

Phone: 405-848-9944

Email: nabeel@okrealtors.com



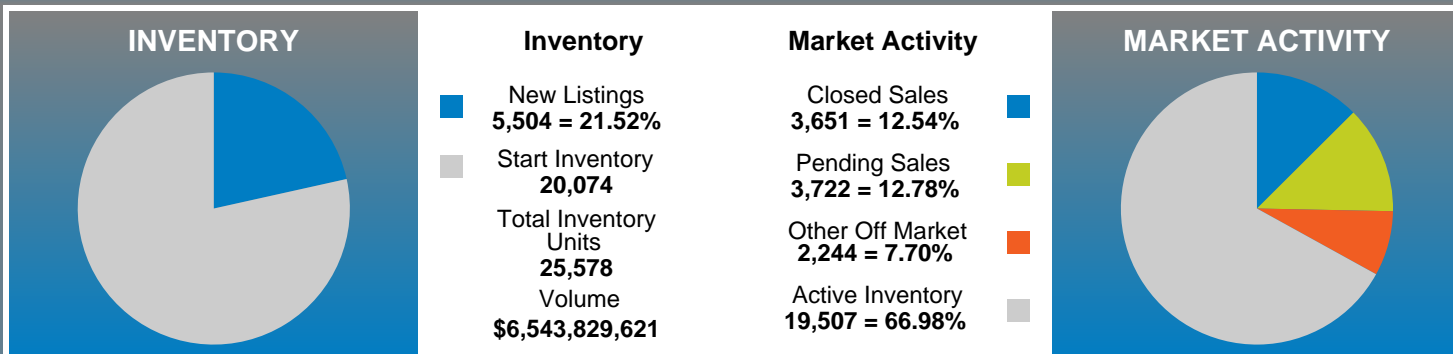
September 2018

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



MARKET SUMMARY

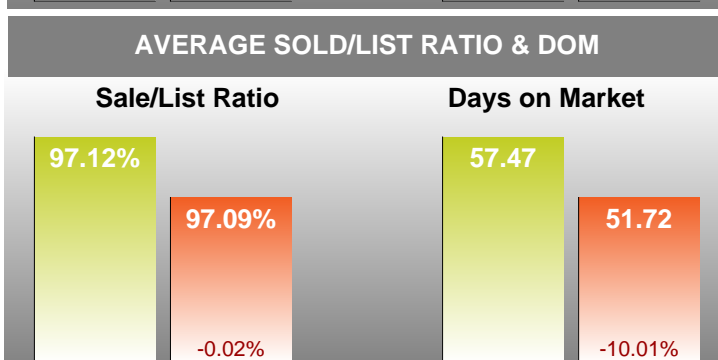
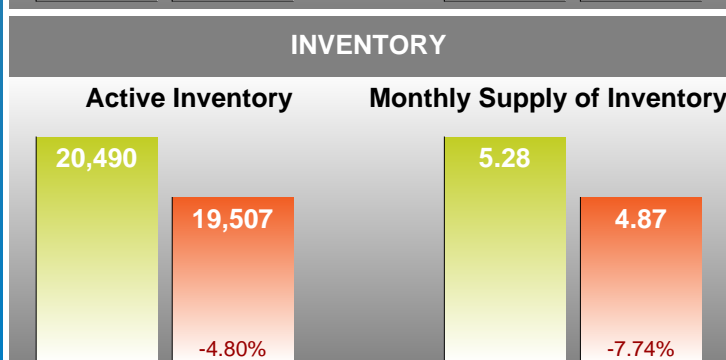
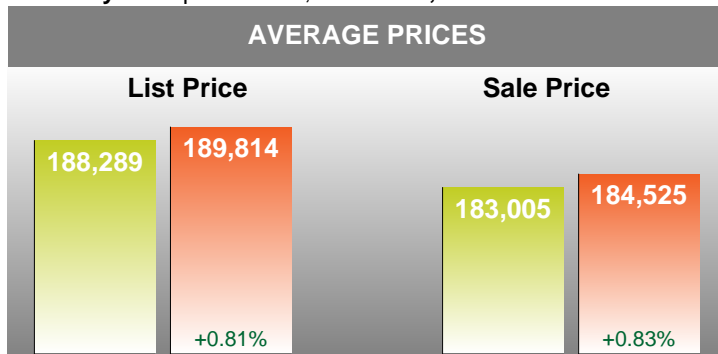
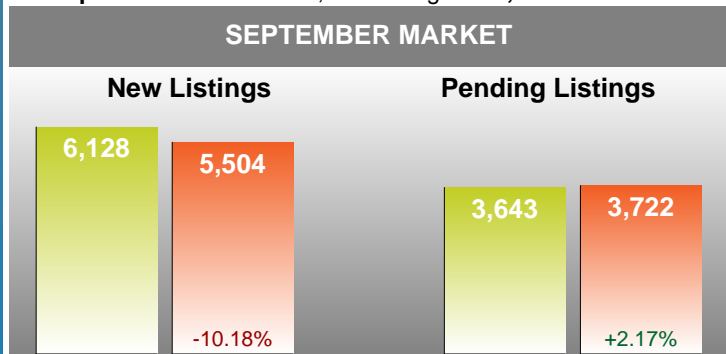
Report produced on Oct 17, 2018 for Nabeel Jamal



Compared Metrics	September			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	3,926	3,651	-7.00%	36,104	37,148	2.89%
Pending Sales	3,643	3,722	2.17%	37,754	39,218	3.88%
New Listings	6,128	5,504	-10.18%	60,737	59,812	-1.52%
Average List Price	188,289	189,814	0.81%	185,157	192,111	3.76%
Average Sale Price	183,005	184,525	0.83%	180,073	186,924	3.80%
Average Percent of Selling Price to List Price	97.12%	97.09%	-0.02%	97.10%	97.20%	0.11%
Average Days on Market to Sale	57.47	51.72	-10.01%	60.96	57.09	-6.36%
Monthly Inventory	20,490	19,507	-4.80%	20,490	19,507	-4.80%
Months Supply of Inventory	5.28	4.87	-7.74%	5.28	4.87	-7.74%

Absorption: Last 12 months, an Average of **4,006** Sales/Month

Inventory on September 30, 2018 = 19,507 2017 2018



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