



November 2018

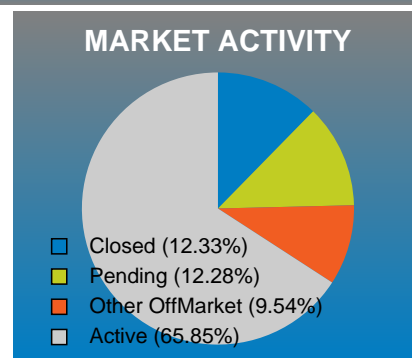
Area Delimited by Entire OK State - Single-Family Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Dec 14, 2018 for Nabeel Jamal

Compared Metrics	November		
	2017	2018	+/-%
Closed Listings	3,526	3,425	-2.86%
Pending Listings	3,294	3,411	3.55%
New Listings	4,977	4,701	-5.55%
Average List Price	184,669	191,645	3.78%
Average Sale Price	179,305	185,527	3.47%
Average Percent of List Price to Selling Price	96.92%	96.85%	-0.07%
Average Days on Market to Sale	62.52	58.08	-7.09%
End of Month Inventory	22,301	18,287	-18.00%
Months Supply of Inventory	5.70	4.54	-20.47%



Absorption: Last 12 months, an Average of **4,031** Sales/Month
Active Inventory as of November 30, 2018 = **18,287**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2018 decreased **18.00%** to 18,287 existing homes available for sale. Over the last 12 months this area has had an average of 4,031 closed sales per month. This represents an unsold inventory index of **4.54** 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 **3.47%** in November 2018 to \$185,527 versus the previous year at \$179,305.

Average Days on Market Shortens

The average number of **58.08** days that homes spent on the market before selling decreased by 4.43 days or **7.09%** in November 2018 compared to last year's same month at **62.52** DOM.

Sales Success for November 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 4,701 New Listings in November 2018, down **5.55%** from last year at 4,977. Furthermore, there were 3,425 Closed Listings this month versus last year at 3,526, a **-2.86%** decrease.

Closed versus Listed trends yielded a **72.9%** ratio, up from previous year's, November 2017, at **70.8%**, a **2.84%** 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



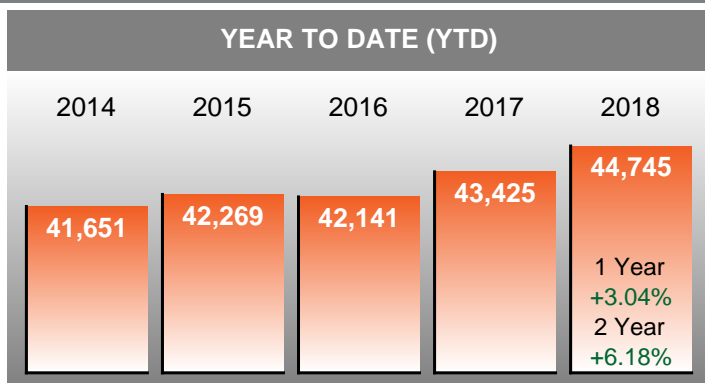
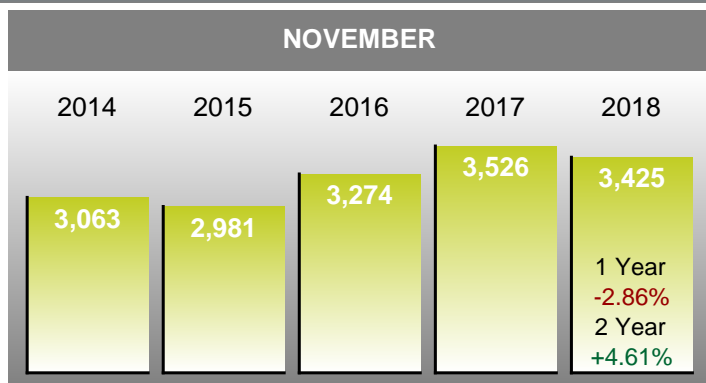
November 2018

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



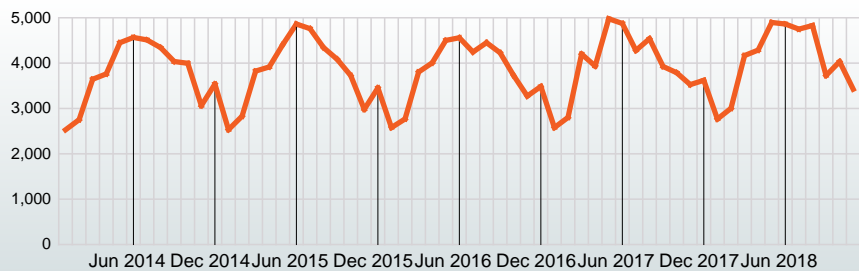
CLOSED LISTINGS

Report produced on Dec 14, 2018 for Nabeel Jamal



5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 3,254 3 MONTHS



High
May 2017 = 4,978
Low
Jan 2014 = 2,529
Closed Listings
this month at **3,425**,
above the 5 yr NOV
average of **3,254**

SEP	3,727
OCT	4,033 8.21%
NOV	3,425 -15.08%

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	257	7.50%	66.6	113	125	16	3
\$50,001 - \$75,000	239	6.98%	60.1	85	139	14	1
\$75,001 - \$125,000	636	18.57%	50.8	128	435	64	9
\$125,001 - \$175,000	864	25.23%	48.3	70	653	128	13
\$175,001 - \$225,000	548	16.00%	57.6	28	316	193	11
\$225,001 - \$325,000	539	15.74%	66.3	12	241	256	30
\$325,001 and up	342	9.99%	76.4	11	91	192	48
Total Closed Units	3,425			447	2,000	863	115
Total Closed Volume	635,428,697	100%	58.1	45.15M	322.52M	225.42M	42.34M
Average Closed Price	\$185,527			\$101,005	\$161,259	\$261,202	\$368,217

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Contact an experienced REALTOR®

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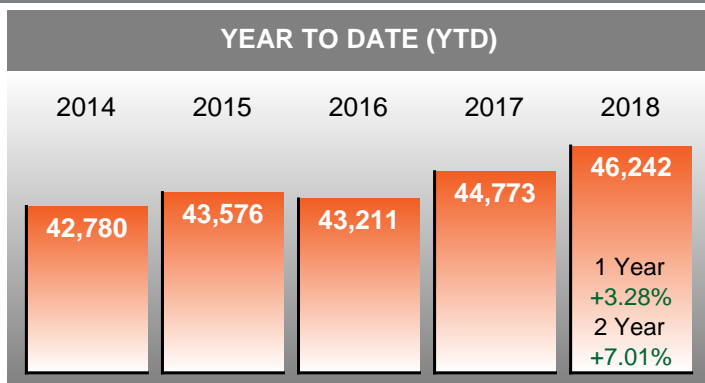
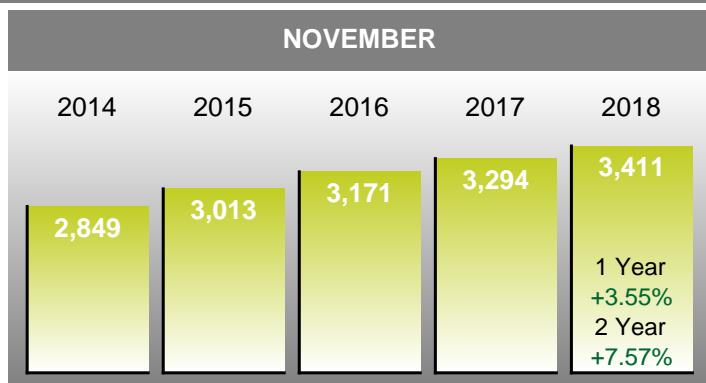
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PENDING LISTINGS

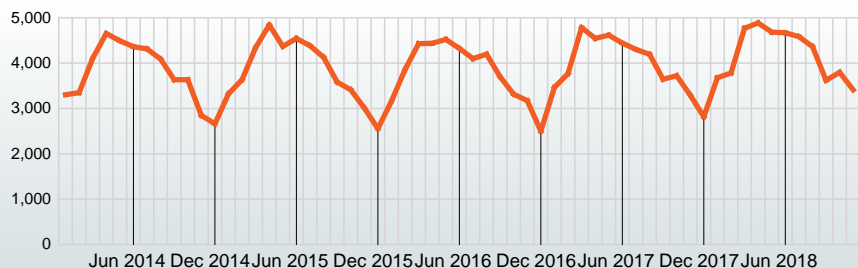
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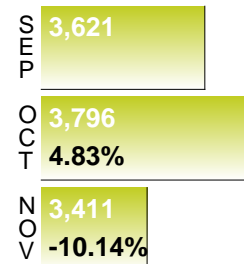
5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 3,148

3 MONTHS



High
Apr 2018 = 4,885
Low
Dec 2016 = 2,503
Pending Listings
this month at **3,411**,
above the 5 yr NOV
average of **3,148**



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	238	6.98%	64.7	101	122	13	2
\$50,001 - \$75,000	250	7.33%	63.5	86	149	14	1
\$75,001 - \$125,000	675	19.79%	57.7	118	486	61	10
\$125,001 - \$175,000	855	25.07%	58.2	61	655	129	10
\$175,001 - \$225,000	533	15.63%	60.2	32	323	170	8
\$225,001 - \$325,000	513	15.04%	71.0	17	213	242	41
\$325,001 and up	347	10.17%	78.2	13	105	176	53
Total Pending Units	3,411			428	2,053	805	125
Total Pending Volume	649,526,160	100%	59.2	45.58M	332.70M	219.09M	52.15M
Average Listing Price	\$197,729			\$106,502	\$162,057	\$272,166	\$417,181

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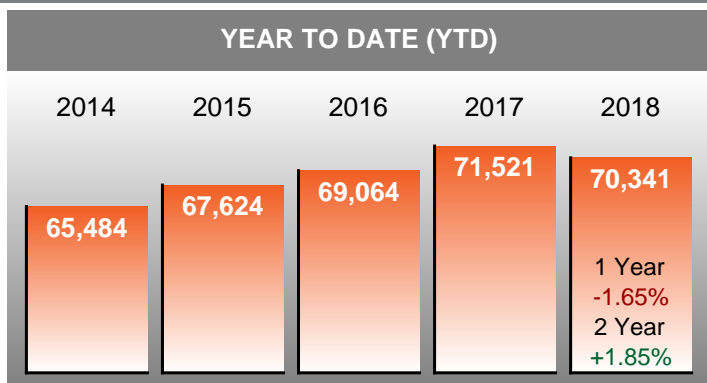
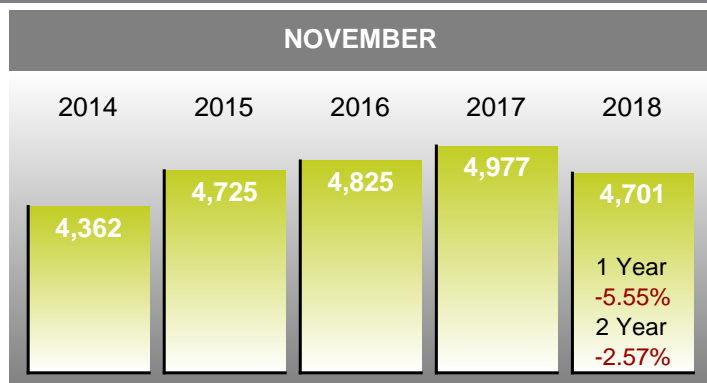
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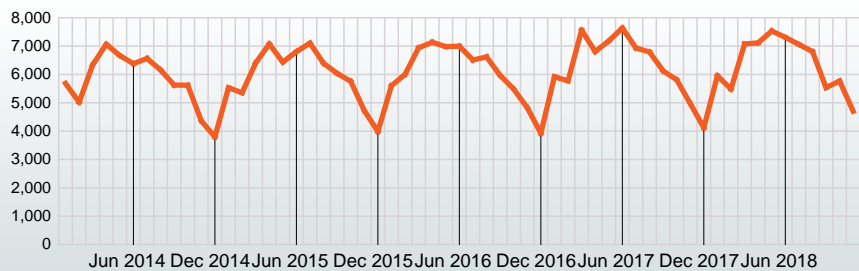
NEW LISTINGS

Report produced on Dec 14, 2018 for Nabeel Jamal



5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 4,718 **3 MONTHS**



High
Jun 2017 = 7,638
Low
Dec 2014 = 3,795
New Listings
this month at **4,701**,
below the 5 yr NOV
average of **4,718**

SEP	5,536
OCT	5,768 4.19%
NOV	4,701 -18.50%

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	324	6.89%	158	138	25	3
\$50,001 - \$100,000	720	15.32%	205	448	57	10
\$100,001 - \$125,000	398	8.47%	54	301	39	4
\$125,001 - \$200,000	1,417	30.14%	104	1,028	258	27
\$200,001 - \$275,000	753	16.02%	30	399	296	28
\$275,001 - \$400,000	602	12.81%	25	209	307	61
\$400,001 and up	487	10.36%	13	114	239	121
Total New Listed Units	4,701		589	2,637	1,221	254
Total New Listed Volume	1,049,604,757	100%	67.89M	470.25M	375.71M	135.76M
Average New Listed Listing Price	\$212,567		\$115,258	\$178,326	\$307,710	\$534,481

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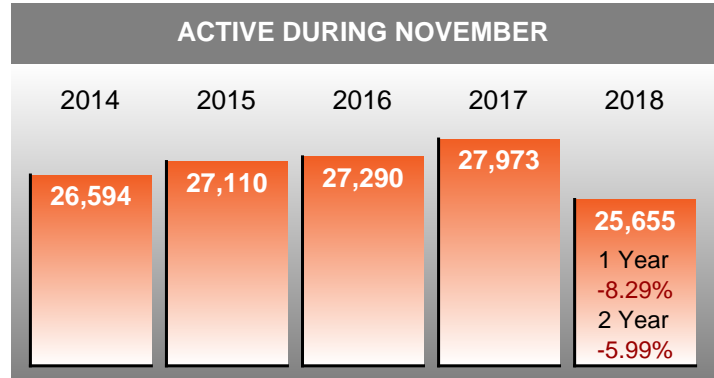
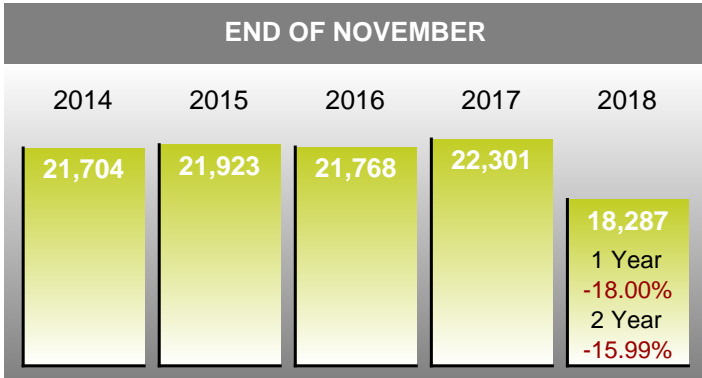
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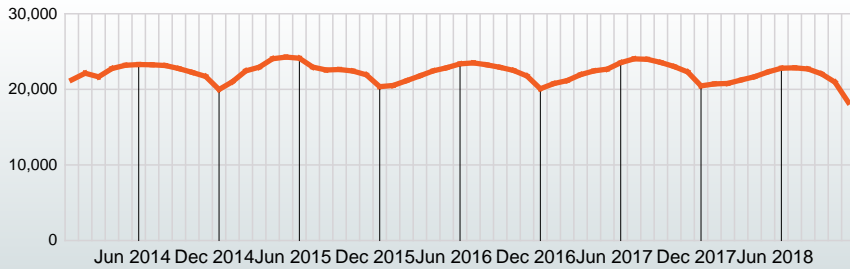
ACTIVE INVENTORY

Report produced on Dec 14, 2018 for Nabeel Jamal



5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 21,197 3 MONTHS



High
May 2015 = 24,267
Low
Nov 2018 = 18,287
Inventory
this month at **18,287**,
below the 5 yr NOV
average of **21,197**

SEP	22,052
OCT	20,954 -4.98%
NOV	18,287 -12.73%

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	7.85%	227.9	703	628	93	12
\$50,001 - \$75,000	1,363	7.45%	191.4	475	779	96	13
\$75,001 - \$125,000	2,760	15.09%	157.2	566	1,807	345	42
\$125,001 - \$225,000	5,413	29.60%	126.8	443	3,558	1,294	118
\$225,001 - \$300,000	2,813	15.38%	121.8	133	1,218	1,284	178
\$300,001 - \$475,000	2,572	14.06%	127.9	111	822	1,333	306
\$475,001 and up	1,930	10.55%	131.8	65	415	897	553
Total Active Inventory by Units	18,287			2,496	9,227	5,342	1,222
Total Active Inventory by Volume	4,849,584,373	100%	144.1	308.32M	1.94B	1.83B	776.54M
Average Active Inventory Listing Price	\$265,193			\$123,527	\$210,067	\$341,900	\$635,470

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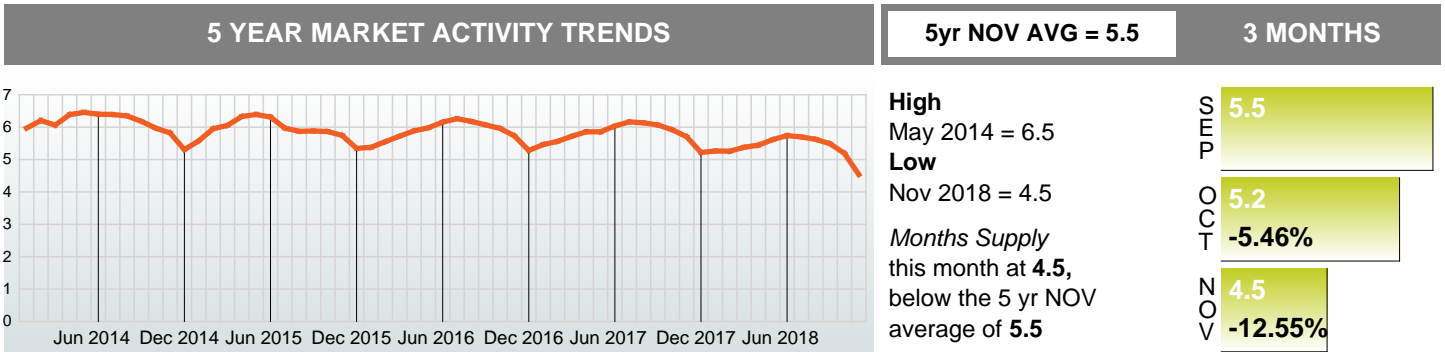
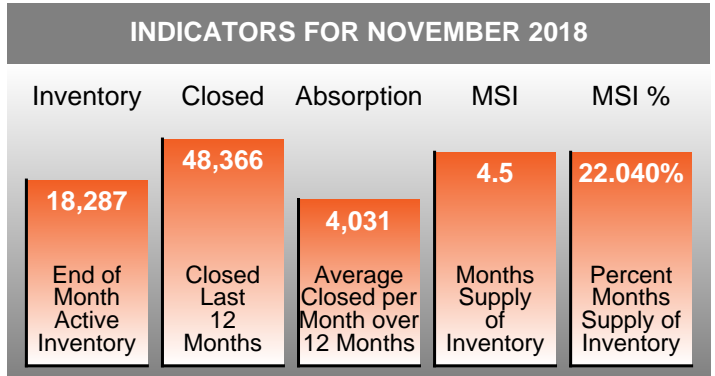
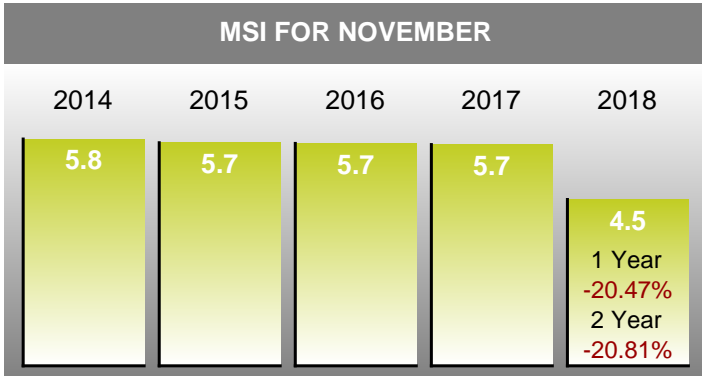
November 2018

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



MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Dec 14, 2018 for Nabeel Jamal



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	7.85%	4.4	5.3	3.8	3.9	4.4
\$50,001 - \$75,000	1,363	7.45%	4.8	5.3	4.7	4.2	6.2
\$75,001 - \$125,000	2,760	15.09%	3.7	4.3	3.4	4.7	6.4
\$125,001 - \$225,000	5,413	29.60%	3.3	4.6	3.1	3.5	5.1
\$225,001 - \$300,000	2,813	15.38%	5.2	7.4	5.3	4.8	6.6
\$300,001 - \$475,000	2,572	14.06%	7.0	12.1	7.5	6.3	8.4
\$475,001 and up	1,930	10.55%	14.8	27.9	16.3	12.6	17.8
Market Supply of Inventory (MSI)	4.5			5.2	3.9	5.1	9.5
Total Active Inventory by Units	18,287	100%	4.5	2,496	9,227	5,342	1,222

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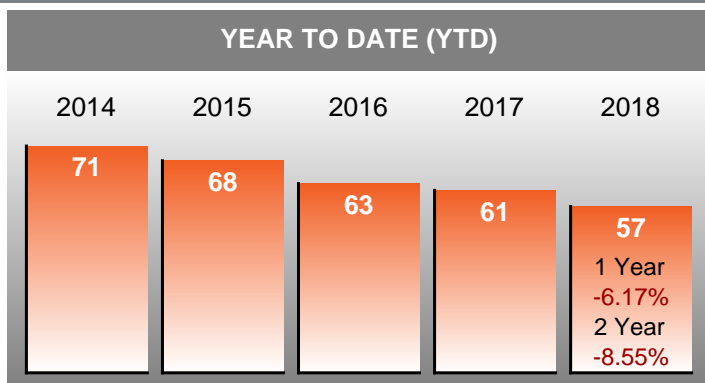
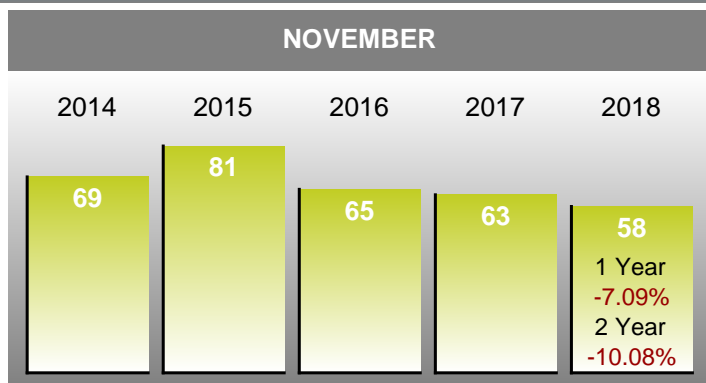
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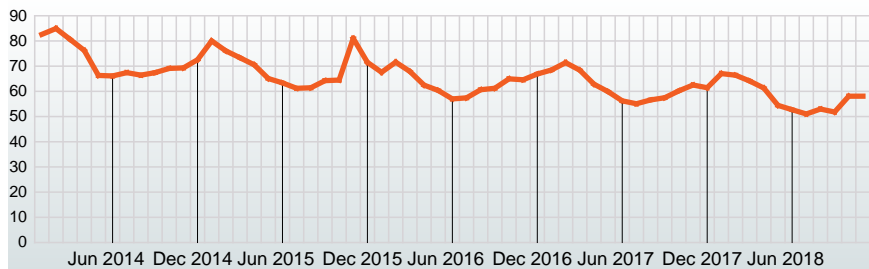
AVERAGE DAYS ON MARKET TO SALE

Report produced on Dec 14, 2018 for Nabeel Jamal



5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 67 **3 MONTHS**



High
Feb 2014 = 85

Low
Jul 2018 = 51

Average Days on Market this month at **58**, below the 5 yr NOV average of **67**

SEP	52
OCT	58
NOV	58
12.09%	
0.03%	

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	257	7.50%	66.6	72.6	62.0	68.5	21.7
\$50,001 - \$75,000	239	6.98%	60.1	62.6	55.7	83.1	128.0
\$75,001 - \$125,000	636	18.57%	50.8	47.3	51.9	55.3	18.4
\$125,001 - \$175,000	864	25.23%	48.3	52.1	45.5	56.6	89.3
\$175,001 - \$225,000	548	16.00%	57.6	60.1	59.2	54.9	53.7
\$225,001 - \$325,000	539	15.74%	66.3	93.7	64.0	66.3	73.6
\$325,001 and up	342	9.99%	76.4	54.9	71.8	76.7	88.6
Average Closed DOM			58.1	59.6	54.2	64.1	74.5
Total Closed Units		100%	58.1	447	2000	863	115
Total Closed Volume			635,428,697	45.15M	322.52M	225.42M	42.34M

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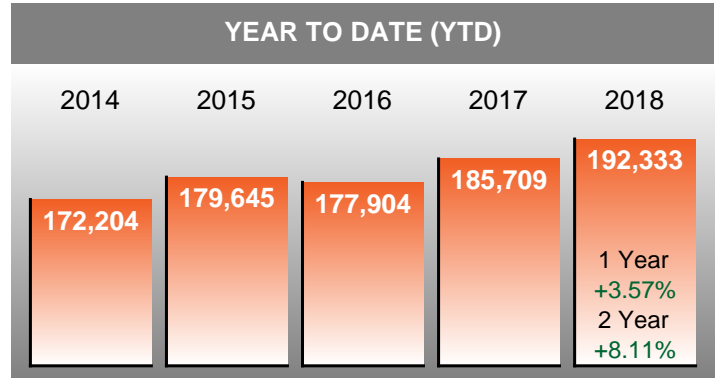
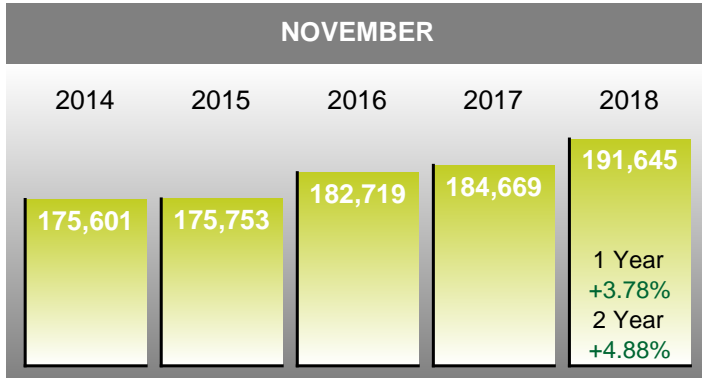
November 2018

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



AVERAGE LIST PRICE AT CLOSING

Report produced on Dec 14, 2018 for Nabeel Jamal



5yr NOV AVG = 182,077

3 MONTHS

SEP	189,871
OCT	195,417
NOV	191,645
2.92%	
-1.93%	

High
Jun 2018 = 199,902

Low
Feb 2014 = 156,508

Average List Price
this month at **191,645**,
above the 5 yr NOV
average of **182,077**

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	236	6.89%	33,298	35,593	35,805	38,560	32,485
\$50,001 - \$75,000	222	6.48%	64,252	66,484	68,079	75,607	65,000
\$75,001 - \$125,000	622	18.16%	101,968	100,253	106,421	110,490	107,500
\$125,001 - \$175,000	861	25.14%	151,104	155,901	153,260	159,223	152,738
\$175,001 - \$225,000	565	16.50%	198,751	192,904	200,645	206,058	211,309
\$225,001 - \$325,000	549	16.03%	266,172	271,091	269,881	274,802	278,156
\$325,001 and up	370	10.80%	492,743	457,565	471,215	485,391	654,511
Average List Price			191,645	105,383	165,818	269,340	393,054
Total Closed Units		100%	191,645	447	2000	863	115
Total Closed Volume			656,384,355	47.11M	331.64M	232.44M	45.20M

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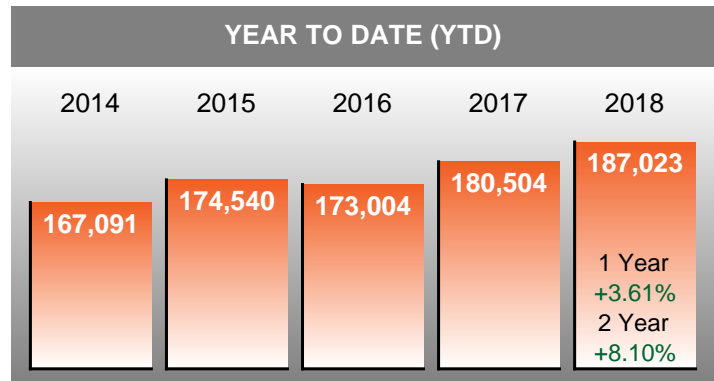
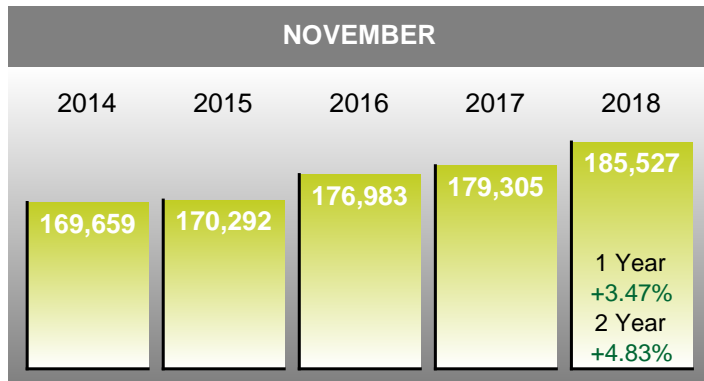
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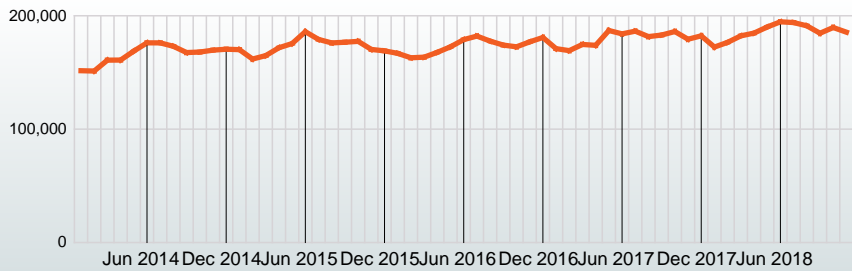
AVERAGE SOLD PRICE AT CLOSING

Report produced on Dec 14, 2018 for Nabeel Jamal



5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 176,353 **3 MONTHS**



High
Jun 2018 = 194,654
Low
Feb 2014 = 151,238
Average Sold Price
this month at **185,527**,
above the 5 yr NOV
average of **176,353**

SEP	184,596
OCT	189,642
NOV	185,527
	2.73%
	-2.17%

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	257	7.50%	31,836	30,895	32,249	35,253	31,833
\$50,001 - \$75,000	239	6.98%	63,223	61,623	63,881	66,279	65,000
\$75,001 - \$125,000	636	18.57%	101,695	97,121	102,553	104,890	102,556
\$125,001 - \$175,000	864	25.23%	150,991	150,253	150,341	154,886	149,277
\$175,001 - \$225,000	548	16.00%	198,745	198,319	196,973	201,277	206,292
\$225,001 - \$325,000	539	15.74%	266,203	263,791	263,396	268,239	272,334
\$325,001 and up	342	9.99%	481,308	432,035	451,672	468,079	601,700
Average Sold Price			185,527	101,005	161,259	261,202	368,217
Total Closed Units		100%	185,527	447	2000	863	115
Total Closed Volume			635,428,697	45.15M	322.52M	225.42M	42.34M

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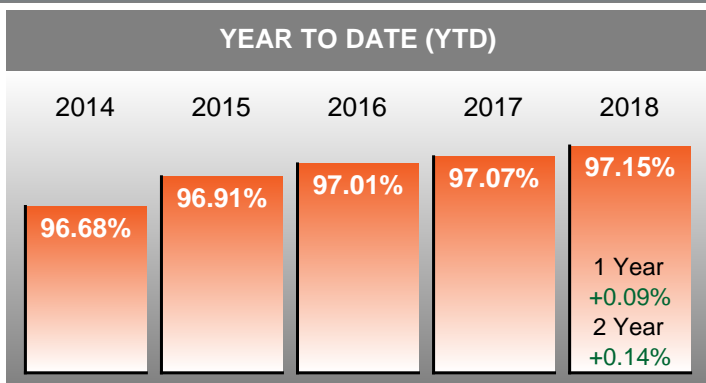
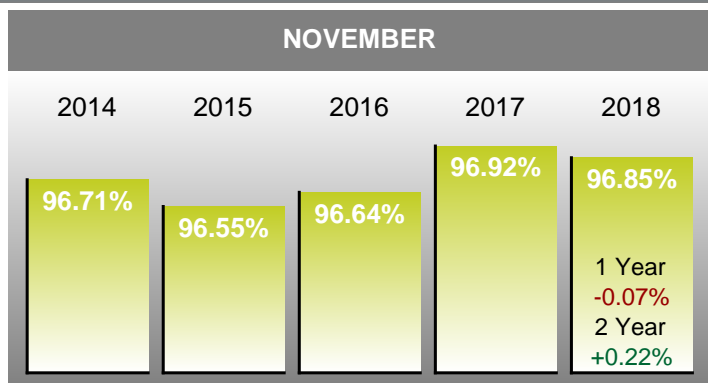
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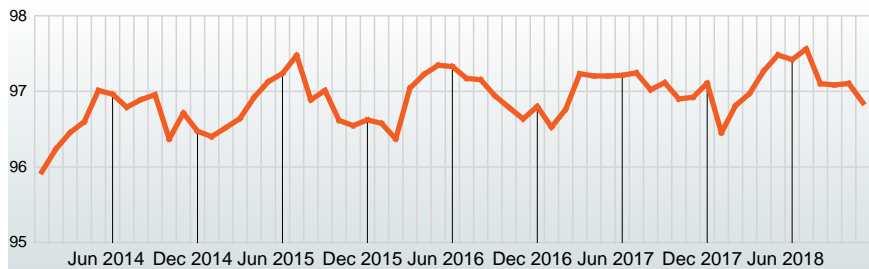


AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Dec 14, 2018 for Nabeel Jamal



5 YEAR MARKET ACTIVITY TRENDS



5yr NOV AVG = 96.73%

3 MONTHS

High
Jul 2018 = 97.56%

Low
Jan 2014 = 95.93%

Average Sold/List Ratio this month at **96.85%**, equal to 5 yr NOV average of **96.73%**

SEP	97.09%
OCT	97.10%
NOV	96.85%
DEC	0.02%

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	257	7.50%	89.81%	86.89%	92.26%	90.08%	96.45%
\$50,001 - \$75,000	239	6.98%	94.11%	93.42%	94.97%	89.38%	100.00%
\$75,001 - \$125,000	636	18.57%	96.79%	97.19%	96.83%	95.64%	97.13%
\$125,001 - \$175,000	864	25.23%	97.97%	96.50%	98.21%	97.51%	98.43%
\$175,001 - \$225,000	548	16.00%	98.84%	112.78%	98.28%	97.80%	97.86%
\$225,001 - \$325,000	539	15.74%	97.87%	97.56%	97.93%	97.77%	98.27%
\$325,001 and up	342	9.99%	96.54%	94.12%	96.82%	97.06%	94.46%
Average Sold/List Ratio			96.80%	94.67%	97.23%	97.14%	96.54%
Total Closed Units	3,425	100%	96.80%	447	2000	863	115
Total Closed Volume	635,428,697			45.15M	322.52M	225.42M	42.34M

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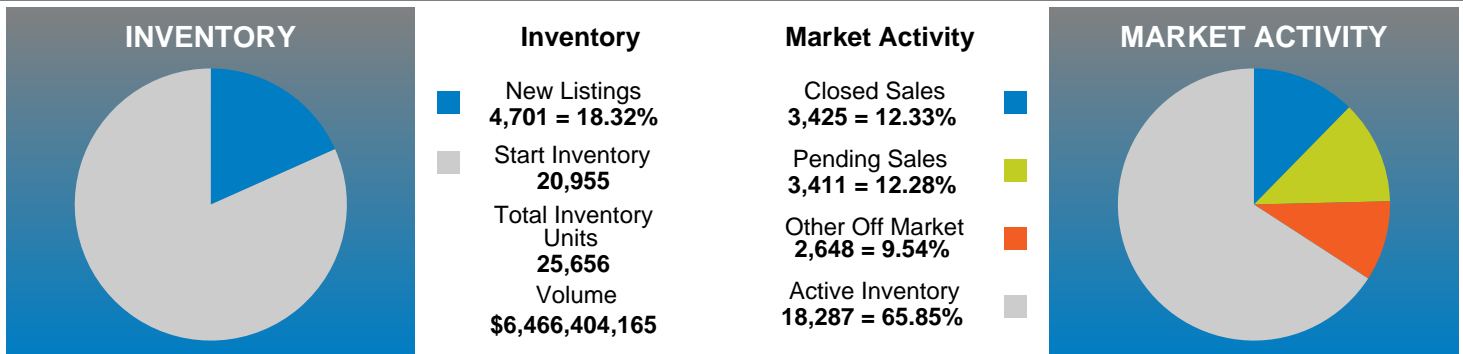
November 2018

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



MARKET SUMMARY

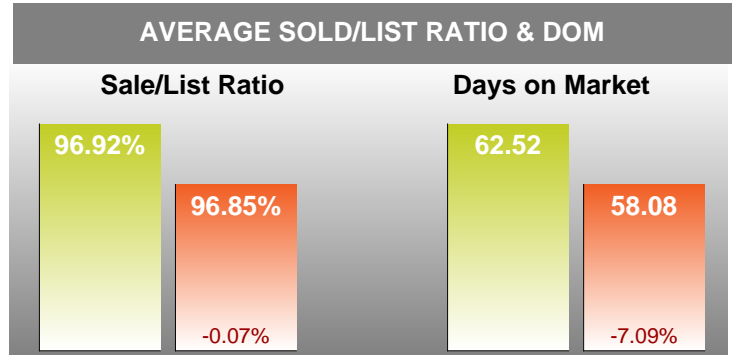
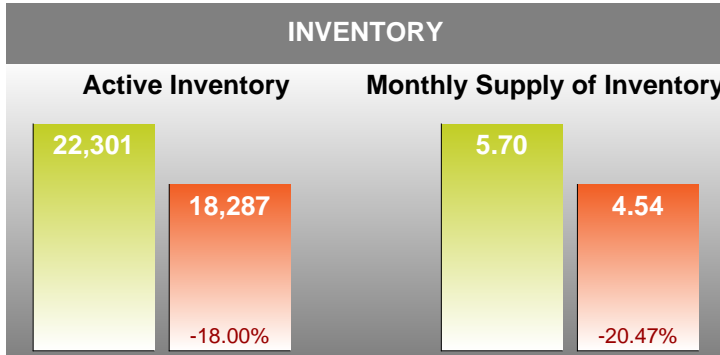
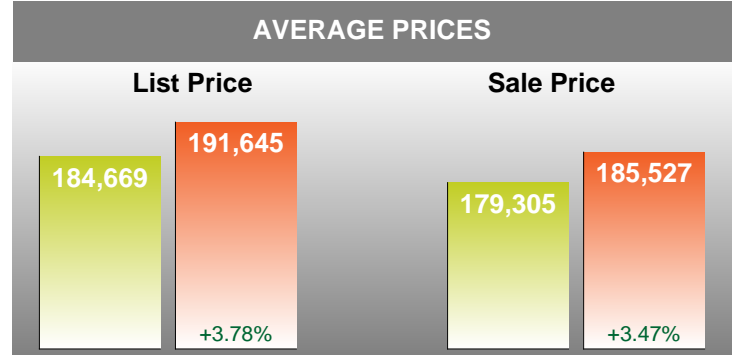
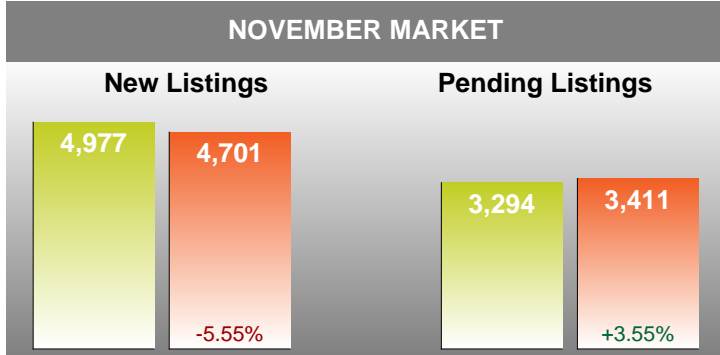
Report produced on Dec 14, 2018 for Nabeel Jamal



Compared Metrics	November			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	3,526	3,425	-2.86%	43,425	44,745	3.04%
Pending Sales	3,294	3,411	3.55%	44,773	46,242	3.28%
New Listings	4,977	4,701	-5.55%	71,521	70,341	-1.65%
Average List Price	184,669	191,645	3.78%	185,709	192,333	3.57%
Average Sale Price	179,305	185,527	3.47%	180,504	187,023	3.61%
Average Percent of Selling Price to List Price	96.92%	96.85%	-0.07%	97.07%	97.15%	0.09%
Average Days on Market to Sale	62.52	58.08	-7.09%	61.03	57.26	-6.17%
Monthly Inventory	22,301	18,287	-18.00%	22,301	18,287	-18.00%
Months Supply of Inventory	5.70	4.54	-20.47%	5.70	4.54	-20.47%

Absorption: Last 12 months, an Average of **4,031** Sales/Month

Inventory on November 30, 2018 = 18,287 2017 2018



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