

## October 2018

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

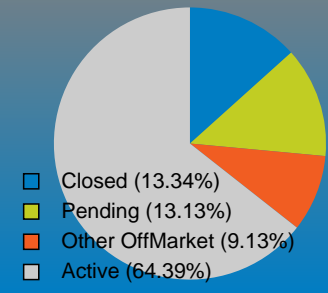


## MONTHLY INVENTORY ANALYSIS

Report produced on Nov 19, 2018 for Nabeel Jamal

Compared Metrics	October		
	2017	2018	+/-%
Closed Listings	3,788	3,966	4.70%
Pending Listings	3,721	3,902	4.86%
New Listings	5,813	5,741	-1.24%
Average List Price	192,265	196,058	1.97%
Average Sale Price	186,076	190,303	2.27%
Average Percent of List Price to Selling Price	96.90%	97.28%	0.39%
Average Days on Market to Sale	60.21	58.25	-3.25%
End of Month Inventory	23,049	19,139	-16.96%
Months Supply of Inventory	5.93	4.75	-19.90%

## MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **4,031** Sales/Month  
**Active Inventory** as of October 31, 2018 = **19,139**

## Analysis Wrap-Up

## Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2018 decreased **16.96%** to 19,139 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 **4.75** 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 **2.27%** in October 2018 to \$190,303 versus the previous year at \$186,076.

## Average Days on Market Shortens

The average number of **58.25** days that homes spent on the market before selling decreased by 1.96 days or **3.25%** in October 2018 compared to last year's same month at **60.21** DOM.

## Sales Success for October 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 5,741 New Listings in October 2018, down **1.24%** from last year at 5,813. Furthermore, there were 3,966 Closed Listings this month versus last year at 3,788, a **4.70%** increase.

Closed versus Listed trends yielded a **69.1%** ratio, up from previous year's, October 2017, at **65.2%**, a **6.01%** 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**

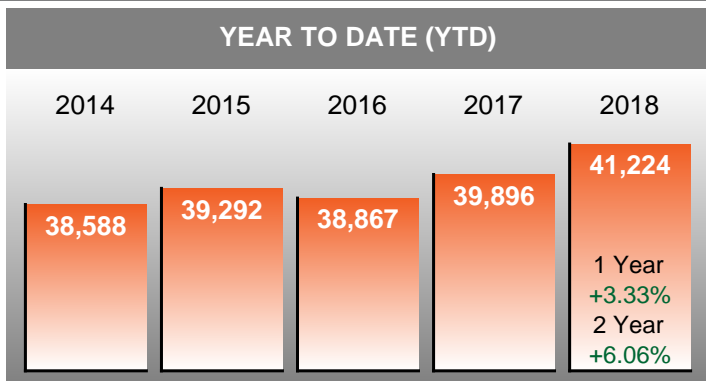
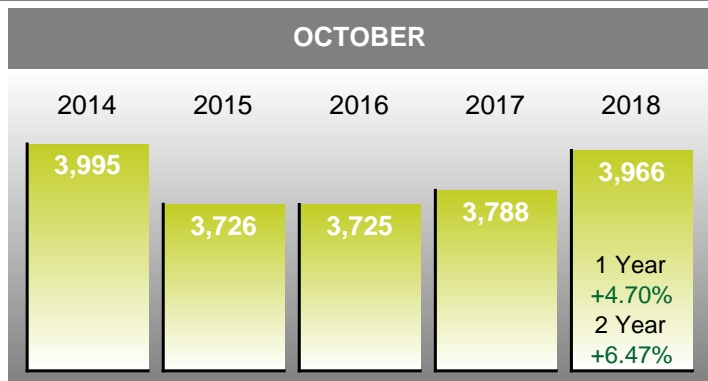
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## CLOSED LISTINGS

Report produced on Nov 19, 2018 for Nabeel Jamal



5yr OCT AVG = 3,840	3 MONTHS
AUG	4,823
SEP	3,716
SEP	-22.95%
OCT	3,966
OCT	6.73%

### 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	290	7.31%	72.1	129	143	17	1
\$50,001 - \$75,000	287	7.24%	58.2	86	174	22	5
\$75,001 - \$125,000	700	17.65%	52.7	147	480	68	5
\$125,001 - \$175,000	1,006	25.37%	48.0	71	768	159	8
\$175,001 - \$225,000	641	16.16%	52.6	32	397	195	17
\$225,001 - \$325,000	631	15.91%	64.8	24	267	300	40
\$325,001 and up	411	10.36%	81.6	7	116	215	73
<b>Total Closed Units</b>	<b>3,966</b>			<b>496</b>	<b>2,345</b>	<b>976</b>	<b>149</b>
<b>Total Closed Volume</b>	<b>754,742,975</b>	<b>100%</b>	<b>58.3</b>	<b>49.87M</b>	<b>382.51M</b>	<b>254.53M</b>	<b>67.84M</b>
<b>Average Closed Price</b>	<b>\$190,303</b>			<b>\$100,535</b>	<b>\$163,117</b>	<b>\$260,792</b>	<b>\$455,269</b>

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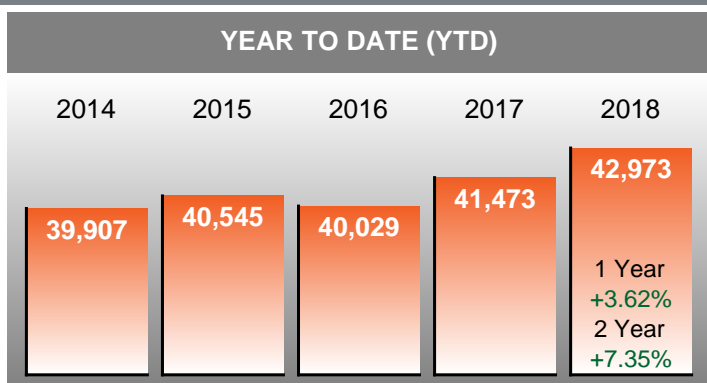
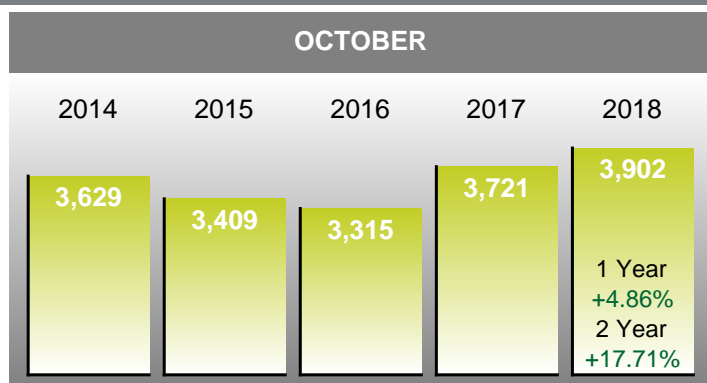
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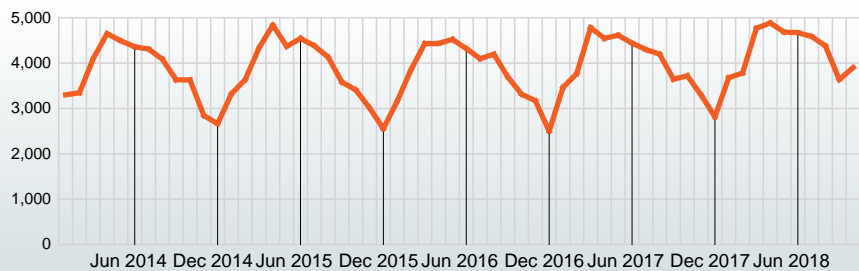
## PENDING LISTINGS

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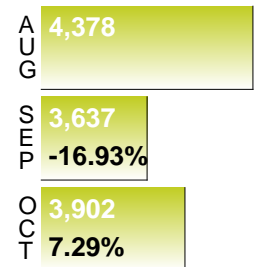


### 5 YEAR MARKET ACTIVITY TRENDS

**5yr OCT AVG = 3,595**      **3 MONTHS**



**High**  
Apr 2018 = 4,885  
**Low**  
Dec 2016 = 2,503  
*Pending Listings*  
this month at **3,902**,  
above the 5 yr OCT  
average of **3,595**



### 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	279	7.15%	67.1	115	143	19	2
\$50,001 - \$75,000	298	7.64%	54.7	91	186	21	0
\$75,001 - \$125,000	723	18.53%	48.9	144	496	74	9
\$125,001 - \$175,000	1,010	25.88%	50.0	74	776	149	11
\$175,001 - \$225,000	612	15.68%	56.6	33	379	182	18
\$225,001 - \$325,000	594	15.22%	63.5	21	259	288	26
\$325,001 and up	386	9.89%	72.5	13	117	202	54
<b>Total Pending Units</b>	<b>3,902</b>			<b>491</b>	<b>2,356</b>	<b>935</b>	<b>120</b>
<b>Total Pending Volume</b>	<b>720,663,165</b>	<b>100%</b>	<b>51.9</b>	<b>52.55M</b>	<b>379.30M</b>	<b>241.66M</b>	<b>47.15M</b>
<b>Average Listing Price</b>	<b>\$181,975</b>			<b>\$107,034</b>	<b>\$160,994</b>	<b>\$258,460</b>	<b>\$392,889</b>

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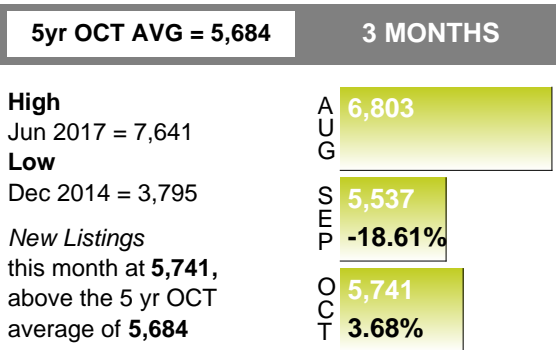
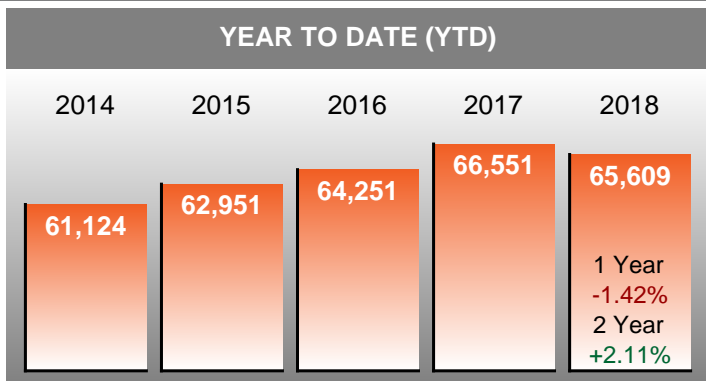
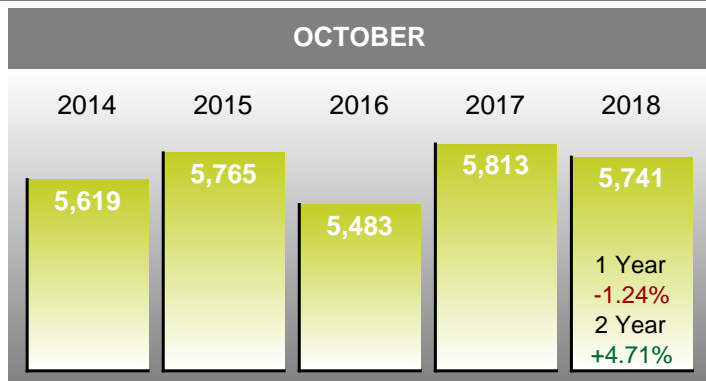
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## NEW LISTINGS

Report produced on Nov 19, 2018 for Nabeel Jamal



### 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	403	7.02%	199	178	18	8
\$50,001 - \$100,000	834	14.53%	235	528	65	6
\$100,001 - \$125,000	472	8.22%	88	327	50	7
\$125,001 - \$200,000	1,693	29.49%	131	1,246	294	22
\$200,001 - \$275,000	991	17.26%	41	505	409	36
\$275,001 - \$400,000	769	13.39%	33	268	418	50
\$400,001 and up	579	10.09%	18	118	310	133
<b>Total New Listed Units</b>	<b>5,741</b>		<b>745</b>	<b>3,170</b>	<b>1,564</b>	<b>262</b>
<b>Total New Listed Volume</b>	<b>1,308,602,210</b>	<b>100%</b>	<b>90.50M</b>	<b>574.15M</b>	<b>501.86M</b>	<b>142.09M</b>
<b>Average New Listed Listing Price</b>	<b>\$193,895</b>		<b>\$121,474</b>	<b>\$181,119</b>	<b>\$320,884</b>	<b>\$542,346</b>

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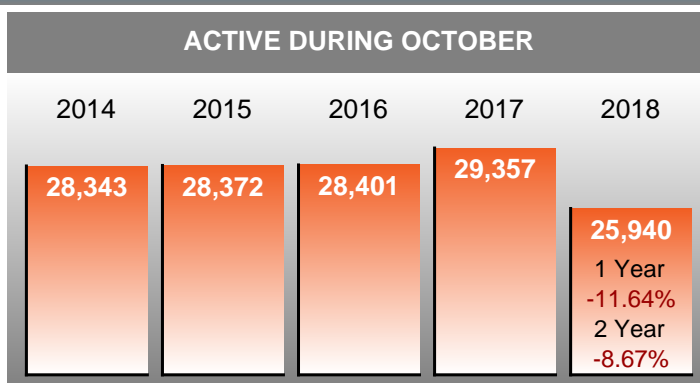
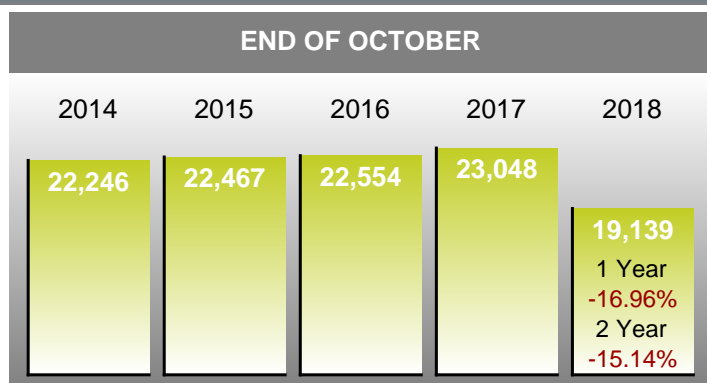
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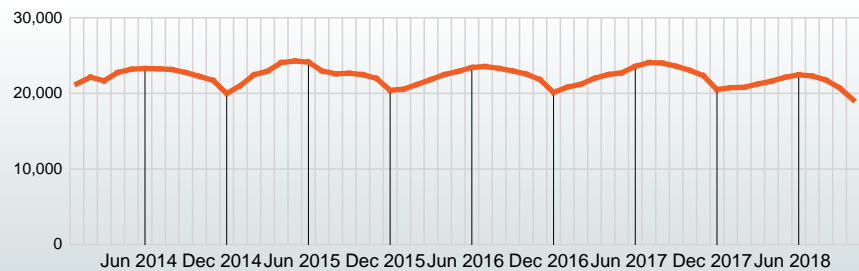
## ACTIVE INVENTORY

Report produced on Nov 19, 2018 for Nabeel Jamal



### 5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 21,891      3 MONTHS



**High**  
May 2015 = 24,279  
**Low**  
Oct 2018 = 19,139  
*Inventory*  
this month at **19,139**,  
below the 5 yr OCT  
average of **21,891**

AUG	21,764
SEP	20,719 -4.80%
OCT	19,139 -7.63%

### 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	1,456	7.61%	227.5	720	631	92	13
\$50,001 - \$75,000	1,406	7.35%	193.2	494	794	103	15
\$75,001 - \$150,000	4,382	22.90%	145.7	775	2,946	589	72
\$150,001 - \$225,000	4,147	21.67%	124.0	303	2,648	1,105	91
\$225,001 - \$325,000	3,478	18.17%	119.0	163	1,436	1,645	234
\$325,001 - \$475,000	2,218	11.59%	124.0	104	680	1,162	272
\$475,001 and up	2,052	10.72%	131.1	75	434	954	589
<b>Total Active Inventory by Units</b>	<b>19,139</b>			<b>2,634</b>	<b>9,569</b>	<b>5,650</b>	<b>1,286</b>
<b>Total Active Inventory by Volume</b>	<b>5,111,998,735</b>	<b>100%</b>	<b>141.8</b>	<b>336.82M</b>	<b>2.01B</b>	<b>1.95B</b>	<b>822.50M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$267,099</b>			<b>\$127,873</b>	<b>\$209,748</b>	<b>\$344,355</b>	<b>\$639,578</b>

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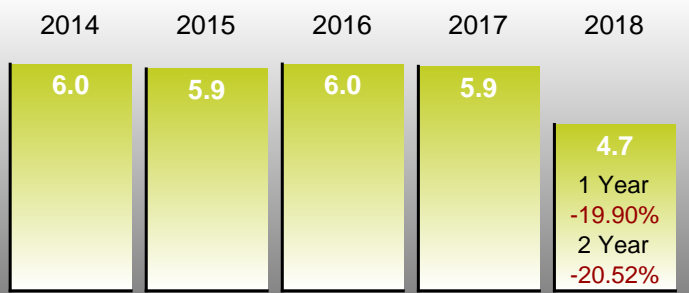
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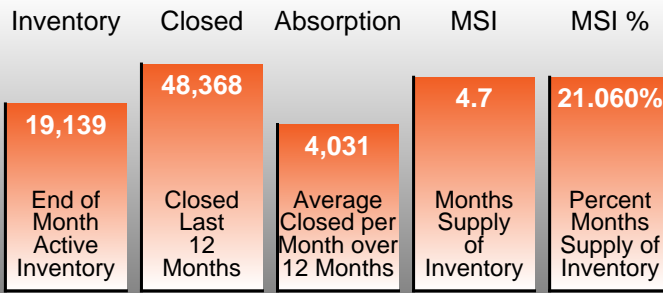
## MONTHS SUPPLY of INVENTORY (MSI)

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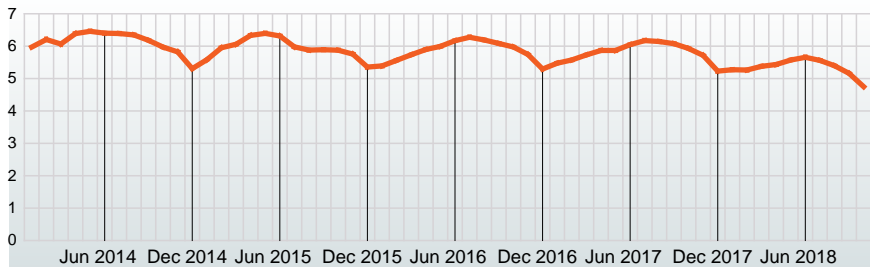
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2018



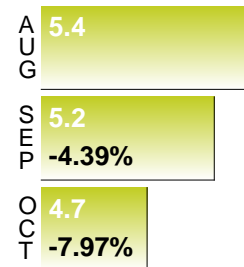
### 5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 5.7

3 MONTHS

**High**  
May 2014 = 6.5  
**Low**  
Oct 2018 = 4.7  
*Months Supply*  
this month at **4.7**,  
below the 5 yr OCT  
average of **5.7**



### 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	1,456	7.61%	4.4	5.4	3.7	3.7	4.5
\$50,001 - \$75,000	1,406	7.35%	5.0	5.6	4.7	4.4	6.9
\$75,001 - \$150,000	4,382	22.90%	3.5	4.6	3.1	4.4	6.3
\$150,001 - \$225,000	4,147	21.67%	3.7	5.6	3.5	3.6	5.2
\$225,001 - \$325,000	3,478	18.17%	5.4	7.8	5.5	5.1	6.9
\$325,001 - \$475,000	2,218	11.59%	8.1	17.1	8.7	7.3	9.1
\$475,001 and up	2,052	10.72%	15.8	33.3	17.5	13.4	18.6
Market Supply of Inventory (MSI)	4.7			5.6	4.0	5.4	9.9
Total Active Inventory by Units	19,139	100%	4.7	2,634	9,569	5,650	1,286

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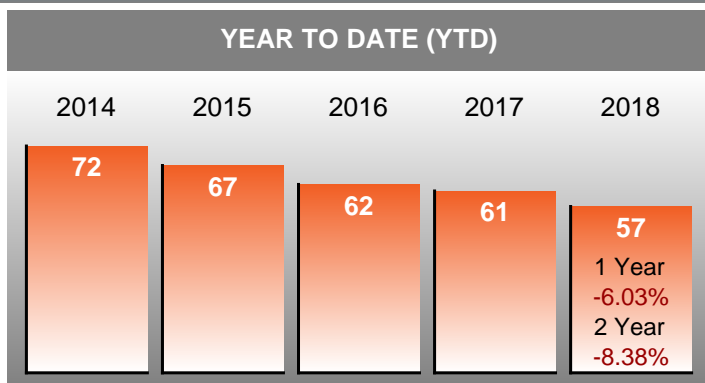
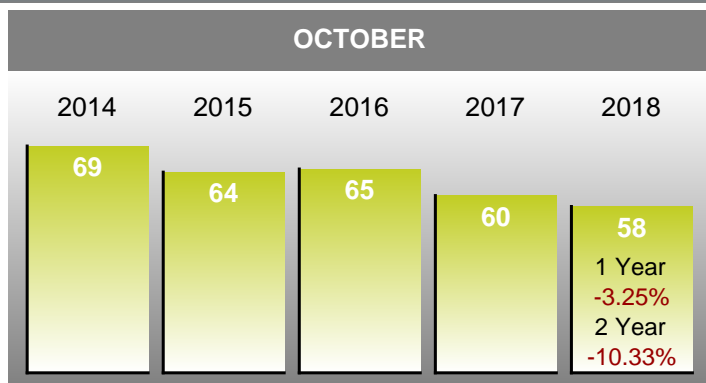
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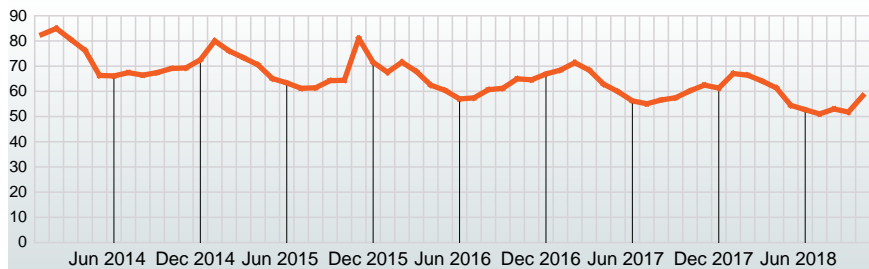


## AVERAGE DAYS ON MARKET TO SALE

Report produced on Nov 19, 2018 for Nabeel Jamal



**5 YEAR MARKET ACTIVITY TRENDS** | **5yr OCT AVG = 63** | **3 MONTHS**



**High**  
Feb 2014 = 85  
**Low**  
Jul 2018 = 51  
*Average Days on Market*  
this month at **58**,  
below the 5 yr OCT  
average of **63**

AUG	53
SEPT	52
OCT	58
<b>-2.29%</b>	

## 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	290	7.31%	72.1	80.0	65.1	66.5	153.0
\$50,001 - \$75,000	287	7.24%	58.2	64.8	53.9	71.7	35.6
\$75,001 - \$125,000	700	17.65%	52.7	51.7	49.6	73.7	99.2
\$125,001 - \$175,000	1,006	25.37%	48.0	66.0	44.9	55.2	51.0
\$175,001 - \$225,000	641	16.16%	52.6	70.0	49.9	53.7	70.1
\$225,001 - \$325,000	631	15.91%	64.8	76.6	63.5	64.5	69.5
\$325,001 and up	411	10.36%	81.6	81.0	85.0	84.3	68.4
<b>Average Closed DOM</b>			58.3	66.2	52.7	66.0	68.5
<b>Total Closed Units</b>		100%	58.3	496	2345	976	149
<b>Total Closed Volume</b>			754,742,975	49.87M	382.51M	254.53M	67.84M

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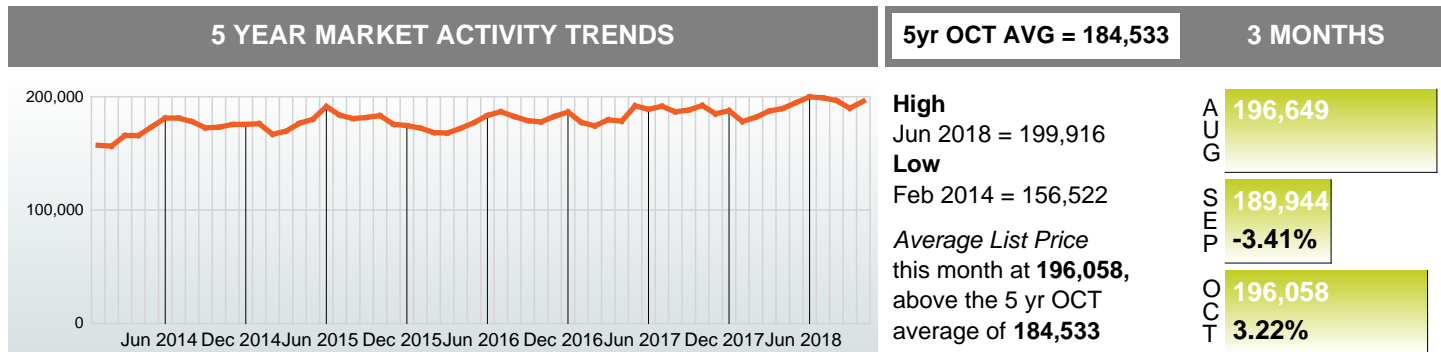
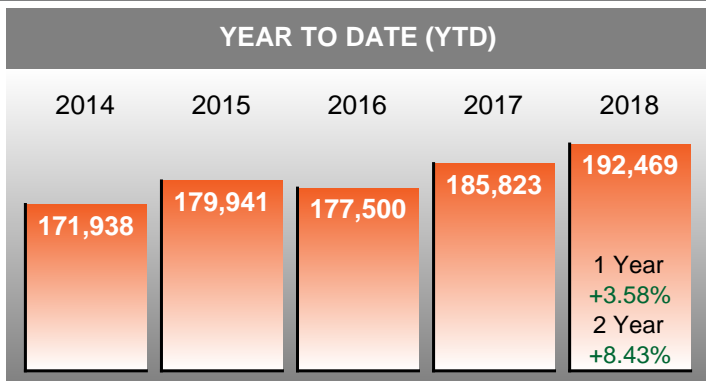
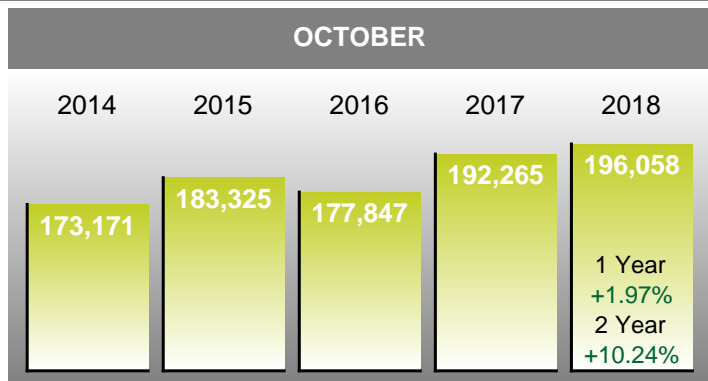
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## AVERAGE LIST PRICE AT CLOSING

Report produced on Nov 19, 2018 for Nabeel Jamal



## 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	276	6.96%	34,497	35,034	37,204	34,529	69,995
\$50,001 - \$75,000	259	6.53%	64,456	65,383	67,937	73,786	67,940
\$75,001 - \$125,000	694	17.50%	101,523	101,118	105,882	105,179	107,780
\$125,001 - \$175,000	1,012	25.52%	151,868	153,527	153,822	157,520	150,013
\$175,001 - \$225,000	645	16.26%	198,684	203,531	200,808	203,603	197,944
\$225,001 - \$325,000	643	16.21%	268,676	281,370	270,697	274,683	284,192
\$325,001 and up	437	11.02%	517,835	426,343	475,634	485,025	746,046
<b>Average List Price</b>			196,058	105,156	167,706	267,209	478,811
<b>Total Closed Units</b>		100%	3,966	496	2,345	976	149
<b>Total Closed Volume</b>			777,566,319	52.16M	393.27M	260.80M	71.34M

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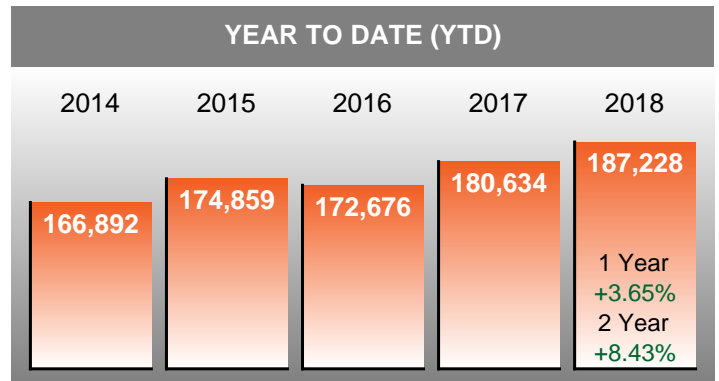
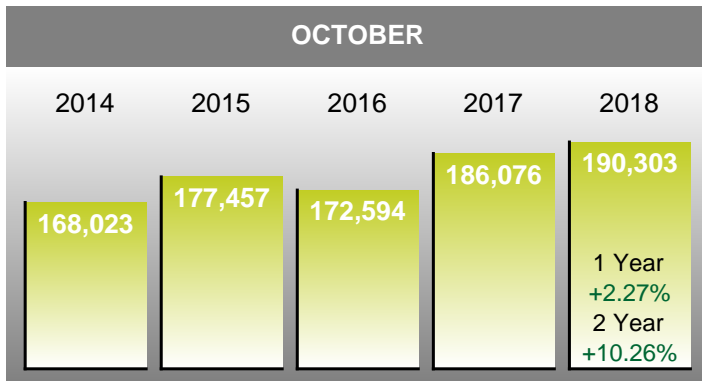
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## AVERAGE SOLD PRICE AT CLOSING

Report produced on Nov 19, 2018 for Nabeel Jamal



**5yr OCT AVG = 178,891**

**3 MONTHS**

<b>AUG</b>	191,225
<b>SEP</b>	184,647
<b>SEP</b>	-3.44%
<b>OCT</b>	190,303
<b>OCT</b>	3.06%

**High**  
Jun 2018 = 194,668

**Low**  
Feb 2014 = 151,233

Average Sold Price this month at **190,303**, above the 5 yr OCT average of **178,891**

## 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	290	7.31%	32,089	30,810	33,260	30,891	50,000
\$50,001 - \$75,000	287	7.24%	63,780	61,114	64,644	67,463	63,380
\$75,001 - \$125,000	700	17.65%	101,181	97,075	102,346	101,655	103,600
\$125,001 - \$175,000	1,006	25.37%	151,217	149,689	150,923	153,585	145,875
\$175,001 - \$225,000	641	16.16%	197,684	194,841	197,196	199,398	194,782
\$225,001 - \$325,000	631	15.91%	268,695	267,324	264,611	271,418	276,357
\$325,001 and up	411	10.36%	505,886	440,924	452,862	469,223	704,351
<b>Average Sold Price</b>			190,303	100,535	163,117	260,792	455,269
<b>Total Closed Units</b>		100%	3,966	496	2,345	976	149
<b>Total Closed Volume</b>			754,742,975	49.87M	382.51M	254.53M	67.84M

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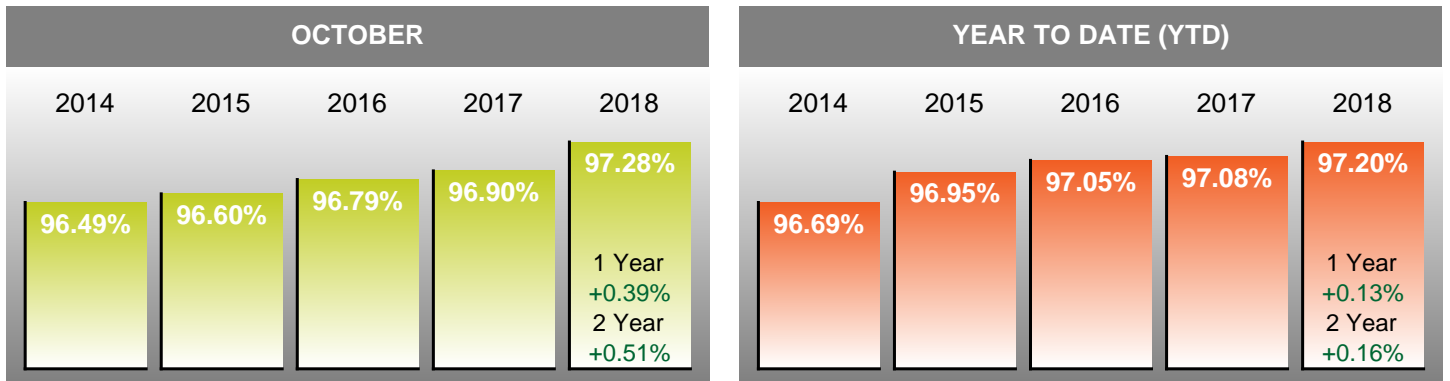
# October 2018

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

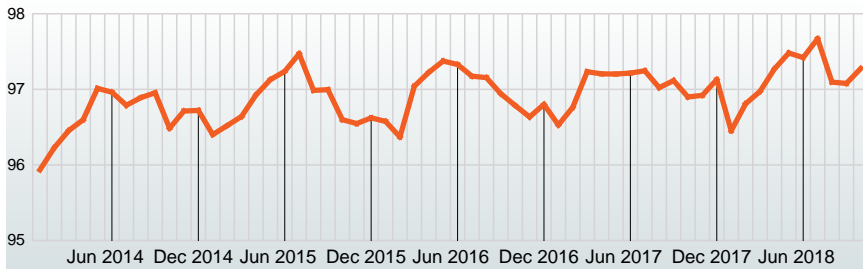


## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Nov 19, 2018 for Nabeel Jamal



### 5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 96.81%

3 MONTHS

**High**  
Jul 2018 = 97.67%

**Low**  
Jan 2014 = 95.94%

Average Sold/List Ratio this month at **97.28%**, equal to 5 yr OCT average of **96.81%**

**AUG**  
97.10%

**SEP**  
97.08%  
-0.02%

**OCT**  
97.28%  
0.20%

### 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	290	7.31%	89.73%	88.33%	91.03%	90.57%	71.43%
\$50,001 - \$75,000	287	7.24%	95.28%	94.07%	96.12%	93.73%	93.85%
\$75,001 - \$125,000	700	17.65%	97.47%	96.29%	97.90%	97.09%	96.39%
\$125,001 - \$175,000	1,006	25.37%	98.15%	97.71%	98.30%	97.67%	97.16%
\$175,001 - \$225,000	641	16.16%	98.13%	95.92%	98.31%	98.07%	98.68%
\$225,001 - \$325,000	631	15.91%	98.48%	95.19%	98.02%	99.30%	97.44%
\$325,001 and up	411	10.36%	98.34%	188.38%	96.42%	97.31%	95.81%
<b>Average Sold/List Ratio</b>			97.30%	95.26%	97.49%	97.92%	96.44%
<b>Total Closed Units</b>		100%	97.30%	496	2345	976	149
<b>Total Closed Volume</b>			754,742,975	49.87M	382.51M	254.53M	67.84M

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: Nabeel Jamal

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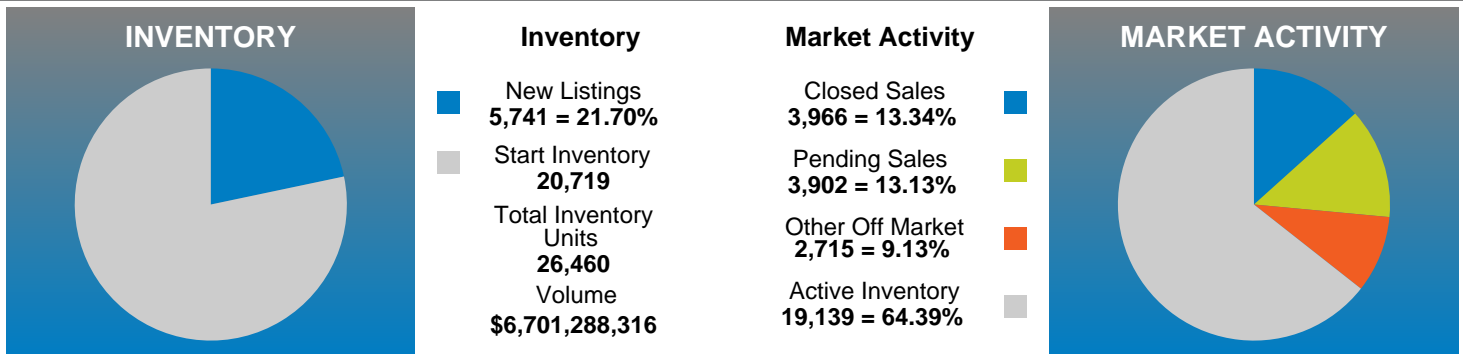
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## MARKET SUMMARY

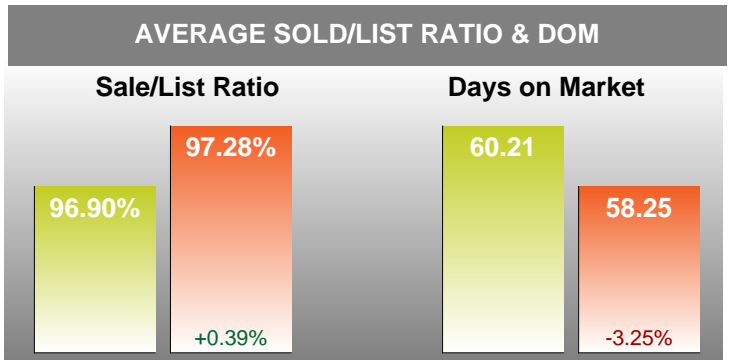
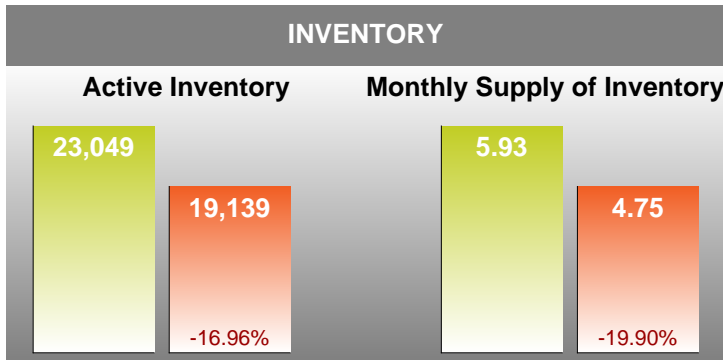
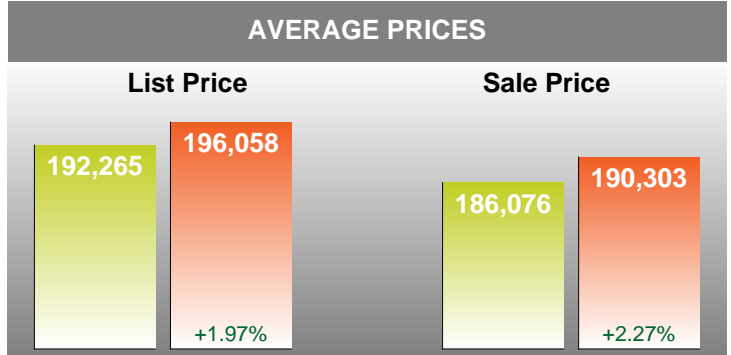
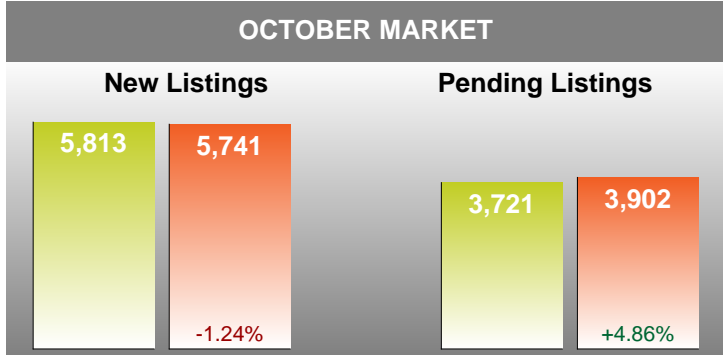
Report produced on Nov 19, 2018 for Nabeel Jamal



Compared Metrics	October			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	3,788	3,966	4.70%	39,896	41,224	3.33%
Pending Sales	3,721	3,902	4.86%	41,473	42,973	3.62%
New Listings	5,813	5,741	-1.24%	66,551	65,609	-1.42%
Average List Price	192,265	196,058	1.97%	185,823	192,469	3.58%
Average Sale Price	186,076	190,303	2.27%	180,634	187,228	3.65%
Average Percent of Selling Price to List Price	96.90%	97.28%	0.39%	97.08%	97.20%	0.13%
Average Days on Market to Sale	60.21	58.25	-3.25%	60.89	57.22	-6.03%
Monthly Inventory	23,049	19,139	-16.96%	23,049	19,139	-16.96%
Months Supply of Inventory	5.93	4.75	-19.90%	5.93	4.75	-19.90%

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

**Inventory on October 31, 2018 = 19,139** 2017 2018



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