



## December 2018

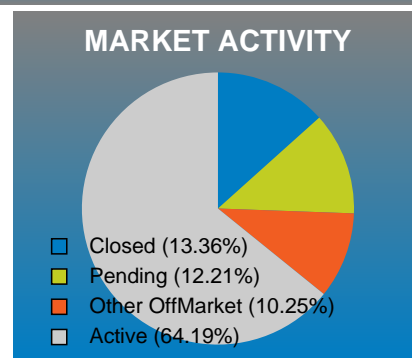
Area Delimited by Entire OK State MLS - Single-Family Property Type



### MONTHLY INVENTORY ANALYSIS

Report produced on Jan 15, 2019 for Nabeel Jamal

Compared Metrics	December		
	2017	2018	+/-%
Closed Listings	3,628	3,306	-8.88%
Pending Listings	2,827	3,020	6.83%
New Listings	4,125	3,761	-8.82%
Average List Price	188,016	187,110	-0.48%
Average Sale Price	182,599	181,177	-0.78%
Average Percent of List Price to Selling Price	97.13%	96.69%	-0.46%
Average Days on Market to Sale	60.75	60.18	-0.94%
End of Month Inventory	19,270	15,881	-17.59%
Months Supply of Inventory	4.94	3.95	-20.06%



**Absorption:** Last 12 months, an Average of **4,018** Sales/Month  
**Active Inventory** as of December 31, 2018 = **15,881**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2018 decreased **17.59%** to 15,881 existing homes available for sale. Over the last 12 months this area has had an average of 4,018 closed sales per month. This represents an unsold inventory index of **3.95** MSI for this period.

##### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **0.78%** in December 2018 to \$181,177 versus the previous year at \$182,599.

##### Average Days on Market Shortens

The average number of **60.18** days that homes spent on the market before selling decreased by 0.57 days or **0.94%** in December 2018 compared to last year's same month at **60.75** DOM.

##### Sales Success for December 2018 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 3,761 New Listings in December 2018, down **8.82%** from last year at 4,125. Furthermore, there were 3,306 Closed Listings this month versus last year at 3,628, a **-8.88%** decrease.

Closed versus Listed trends yielded a **87.9%** ratio, down from previous year's, December 2017, at **88.0%**, a **0.06%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

#### What's in this Issue

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

#### 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**



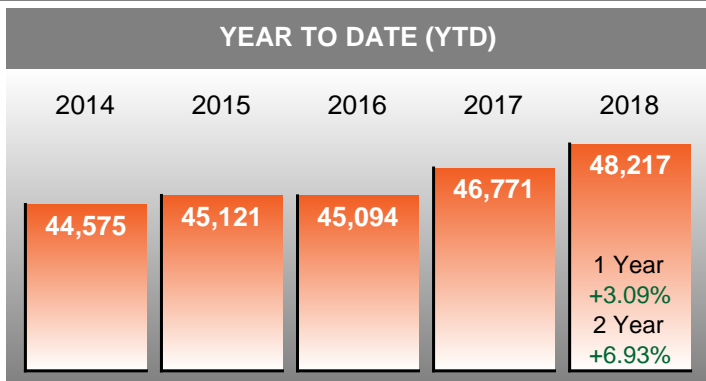
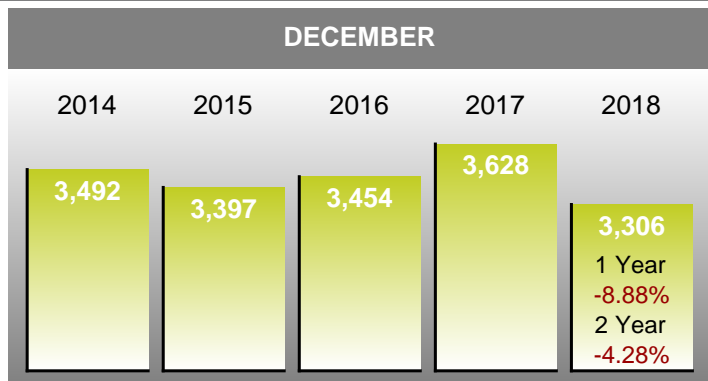
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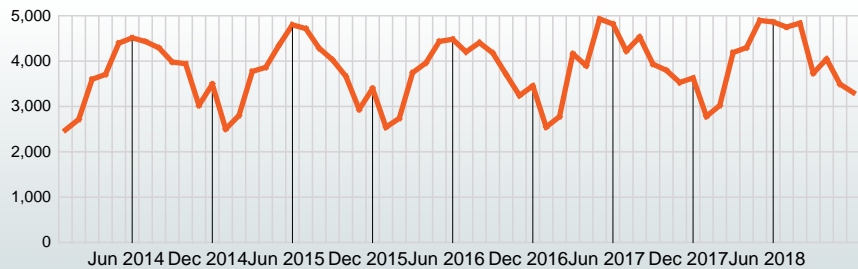
## CLOSED LISTINGS

Report produced on Jan 15, 2019 for Nabeel Jamal



### 5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 3,455      3 MONTHS



**High**  
May 2017 = 4,929

**Low**  
Jan 2014 = 2,481

*Closed Listings*  
this month at **3,306**,  
below the 5 yr DEC  
average of **3,455**

OCT	4,045
NOV	3,493
DEC	3,306
	-5.35%

### 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	258	7.80%	73.6	121	119	17	1
\$50,001 - \$75,000	274	8.29%	59.9	86	170	17	1
\$75,001 - \$125,000	600	18.15%	52.8	99	437	59	5
\$125,001 - \$175,000	829	25.08%	55.6	59	640	120	10
\$175,001 - \$225,000	530	16.03%	59.2	26	335	159	10
\$225,001 - \$300,000	434	13.13%	67.6	15	174	217	28
\$300,001 and up	381	11.52%	65.8	12	126	190	53
<b>Total Closed Units</b>	<b>3,306</b>			<b>418</b>	<b>2,001</b>	<b>779</b>	<b>108</b>
<b>Total Closed Volume</b>	<b>598,972,152</b>	<b>100%</b>	<b>60.2</b>	<b>41.47M</b>	<b>318.96M</b>	<b>197.97M</b>	<b>40.56M</b>
<b>Average Closed Price</b>	<b>\$181,177</b>			<b>\$99,219</b>	<b>\$159,403</b>	<b>\$254,140</b>	<b>\$375,546</b>

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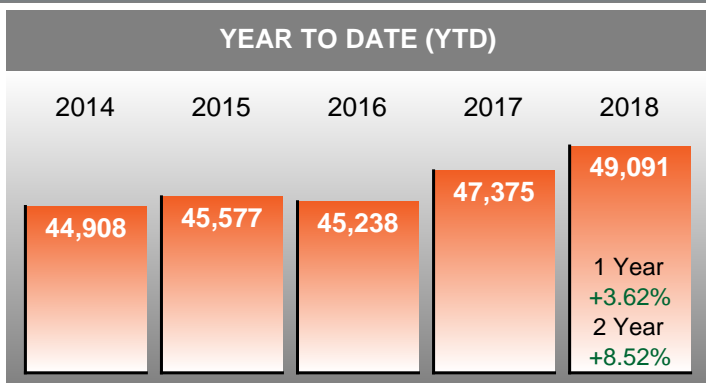
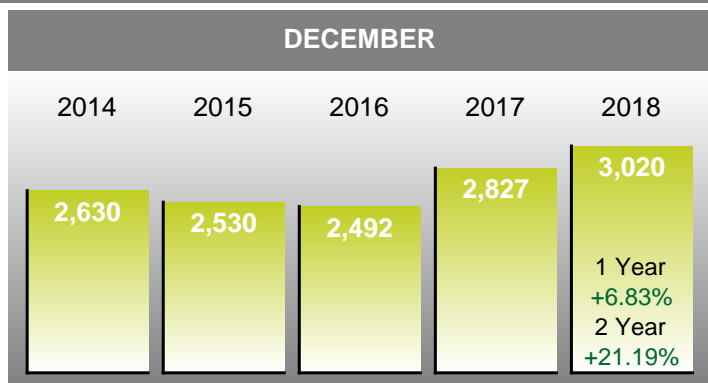
# December 2018

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



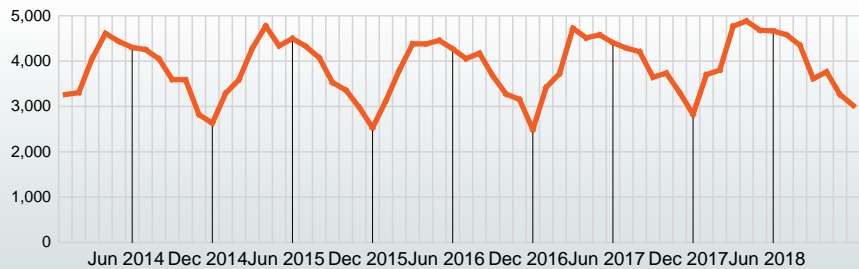
## PENDING LISTINGS

Report produced on Jan 15, 2019 for Nabeel Jamal



### 5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 2,700      3 MONTHS



**High**  
Apr 2018 = 4,884  
**Low**  
Dec 2016 = 2,492  
*Pending Listings*  
this month at **3,020**,  
above the 5 yr DEC  
average of **2,700**

OCT	3,762
NOV	3,264
DEC	3,020
	-7.48%

### 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	244	8.08%	63.9	111	111	18	4
\$50,001 - \$75,000	210	6.95%	58.4	56	140	12	2
\$75,001 - \$125,000	524	17.35%	59.2	99	366	49	10
\$125,001 - \$175,000	725	24.01%	54.0	43	558	118	6
\$175,001 - \$225,000	476	15.76%	59.2	17	295	152	12
\$225,001 - \$325,000	504	16.69%	75.2	16	203	265	20
\$325,001 and up	337	11.16%	70.1	11	94	182	50
<b>Total Pending Units</b>	<b>3,020</b>			<b>353</b>	<b>1,767</b>	<b>796</b>	<b>104</b>
<b>Total Pending Volume</b>	<b>581,602,639</b>	<b>100%</b>	<b>50.6</b>	<b>36.01M</b>	<b>288.05M</b>	<b>216.50M</b>	<b>41.05M</b>
<b>Average Listing Price</b>	<b>\$196,807</b>			<b>\$101,998</b>	<b>\$163,015</b>	<b>\$271,981</b>	<b>\$394,734</b>

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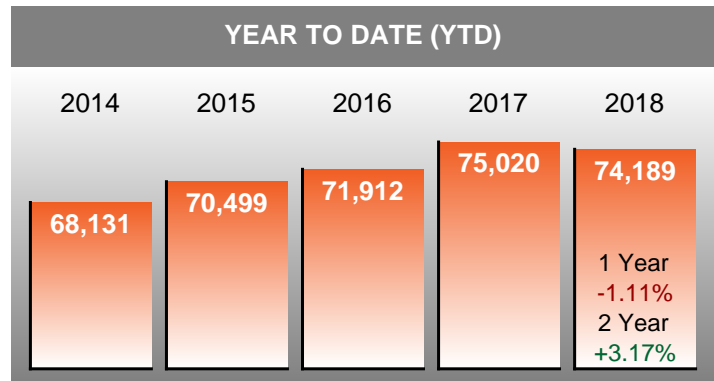
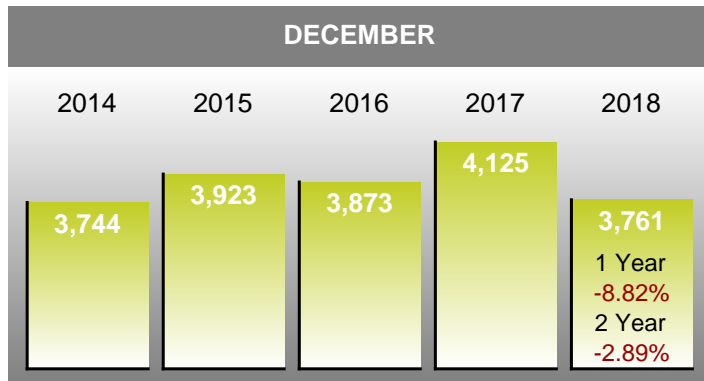
# December 2018

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



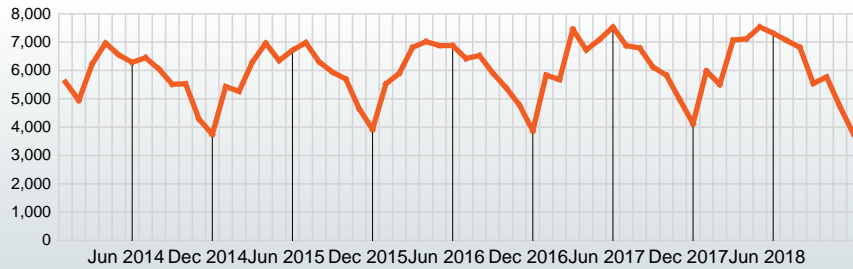
## NEW LISTINGS

Report produced on Jan 15, 2019 for Nabeel Jamal

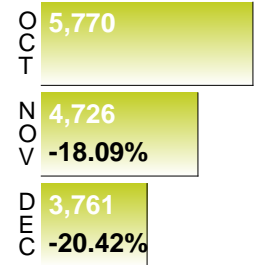


### 5 YEAR MARKET ACTIVITY TRENDS

**5yr DEC AVG = 3,885**      **3 MONTHS**



**High**  
May 2018 = 7,534  
**Low**  
Dec 2014 = 3,744  
*New Listings*  
this month at **3,761**,  
below the 5 yr DEC  
average of **3,885**



### 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	287	7.63%	136	135	14	2
\$50,001 - \$75,000	254	6.75%	87	152	13	2
\$75,001 - \$125,000	608	16.17%	113	420	62	13
\$125,001 - \$200,000	1,169	31.08%	68	858	224	19
\$200,001 - \$275,000	582	15.47%	14	308	241	19
\$275,001 - \$375,000	415	11.03%	18	141	231	25
\$375,001 and up	446	11.86%	22	109	234	81
<b>Total New Listed Units</b>	<b>3,761</b>		<b>458</b>	<b>2,123</b>	<b>1,019</b>	<b>161</b>
<b>Total New Listed Volume</b>	<b>829,676,033</b>	<b>100%</b>	<b>55.26M</b>	<b>369.57M</b>	<b>326.18M</b>	<b>78.65M</b>
<b>Average New Listed Listing Price</b>	<b>\$203,987</b>		<b>\$120,666</b>	<b>\$174,081</b>	<b>\$320,103</b>	<b>\$488,526</b>

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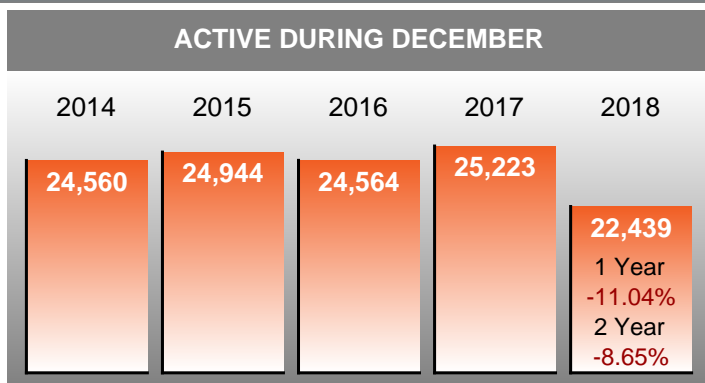
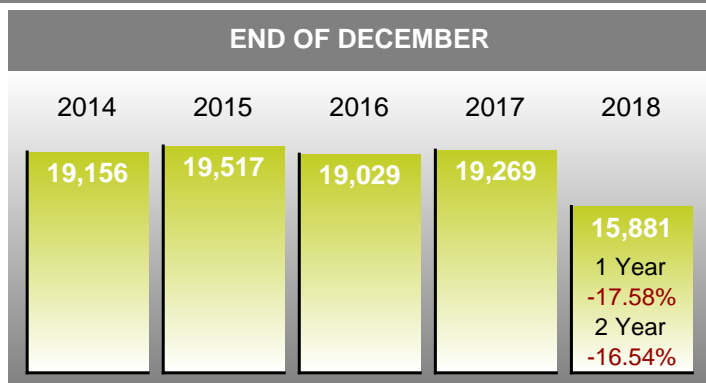
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Area Delimited by Entire OK State MLS - Single-Family Property Type



## ACTIVE INVENTORY

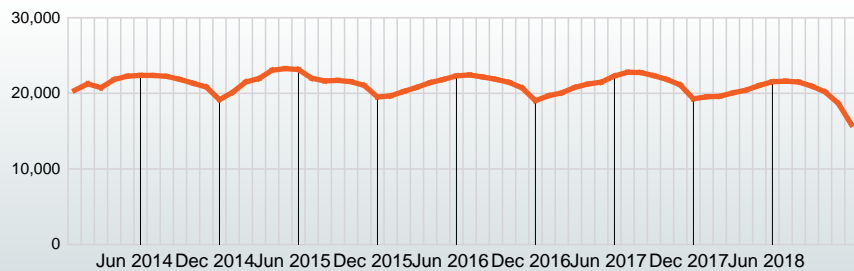
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 18,570

3 MONTHS



**High**  
May 2015 = 23,274

**Low**  
Dec 2018 = 15,881

*Inventory*  
this month at **15,881**,  
below the 5 yr DEC  
average of **18,570**

OCT	20,195
NOV	18,679 -7.51%
DEC	15,881 -14.98%

### 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	1,202	7.57%	122.4	595	534	63	10
\$50,001 - \$75,000	1,124	7.08%	115.1	408	635	75	6
\$75,001 - \$125,000	2,399	15.11%	106.5	489	1,576	292	42
\$125,001 - \$225,000	4,777	30.08%	96.6	392	3,183	1,098	104
\$225,001 - \$325,000	2,875	18.10%	102.2	130	1,219	1,339	187
\$325,001 - \$475,000	1,786	11.25%	108.0	79	562	919	226
\$475,001 and up	1,718	10.82%	121.4	63	369	790	496
<b>Total Active Inventory by Units</b>	<b>15,881</b>			<b>2,156</b>	<b>8,078</b>	<b>4,576</b>	<b>1,071</b>
<b>Total Active Inventory by Volume</b>	<b>4,150,553,329</b>	<b>100%</b>	<b>106.3</b>	<b>273.40M</b>	<b>1.59B</b>	<b>1.59B</b>	<b>696.70M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$261,353</b>			<b>\$126,807</b>	<b>\$196,333</b>	<b>\$348,446</b>	<b>\$650,510</b>

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Contact: Nabeel Jamal

Phone: 405-848-9944

Email: nabeel@okrealtors.com



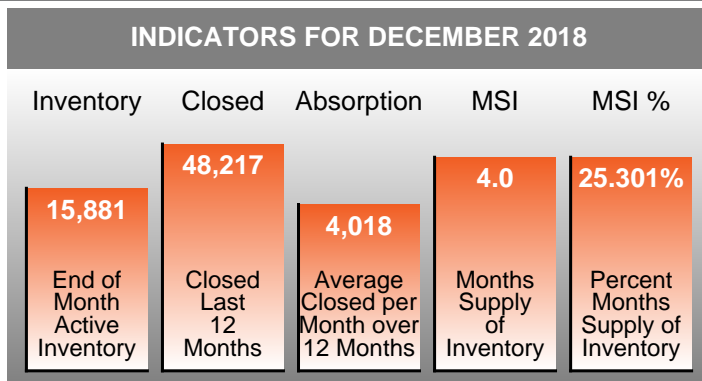
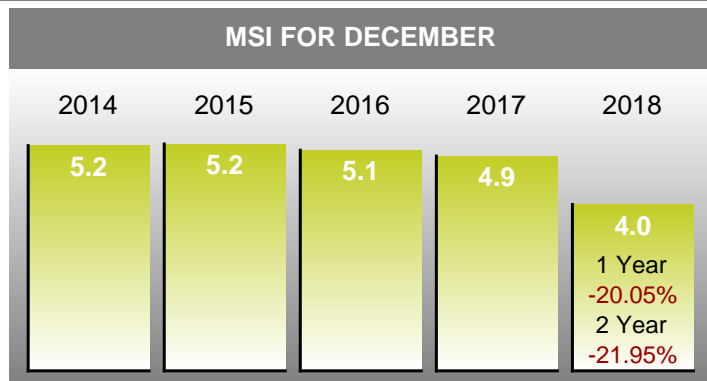
# December 2018

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



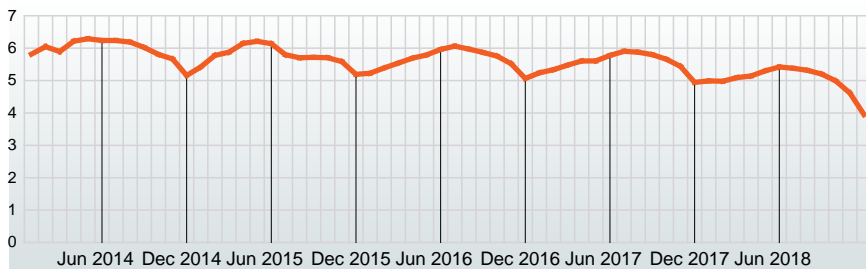
## MONTHS SUPPLY of INVENTORY (MSI)

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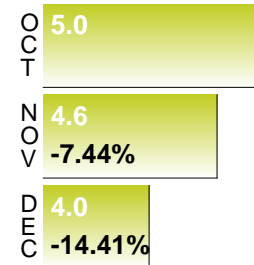


### 5 YEAR MARKET ACTIVITY TRENDS

**5yr DEC AVG = 4.9**      **3 MONTHS**



**High**  
May 2014 = 6.3  
**Low**  
Dec 2018 = 4.0  
*Months Supply this month at 4.0, below the 5 yr DEC average of 4.9*



### 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	1,202	7.57%	3.8	4.5	3.4	2.7	4.1
\$50,001 - \$75,000	1,124	7.08%	4.0	4.4	3.8	3.5	2.8
\$75,001 - \$125,000	2,399	15.11%	3.2	3.7	3.0	4.0	6.7
\$125,001 - \$225,000	4,777	30.08%	2.9	4.1	2.8	3.0	4.5
\$225,001 - \$325,000	2,875	18.10%	4.5	6.2	4.7	4.1	5.4
\$325,001 - \$475,000	1,786	11.25%	6.6	12.2	7.1	5.9	7.7
\$475,001 and up	1,718	10.82%	13.3	27.0	14.6	11.2	16.0
<b>Market Supply of Inventory (MSI)</b>	<b>4.0</b>	<b>100%</b>	<b>4.0</b>	<b>4.5</b>	<b>3.4</b>	<b>4.4</b>	<b>8.3</b>
<b>Total Active Inventory by Units</b>	<b>15,881</b>			<b>2,156</b>	<b>8,078</b>	<b>4,576</b>	<b>1,071</b>

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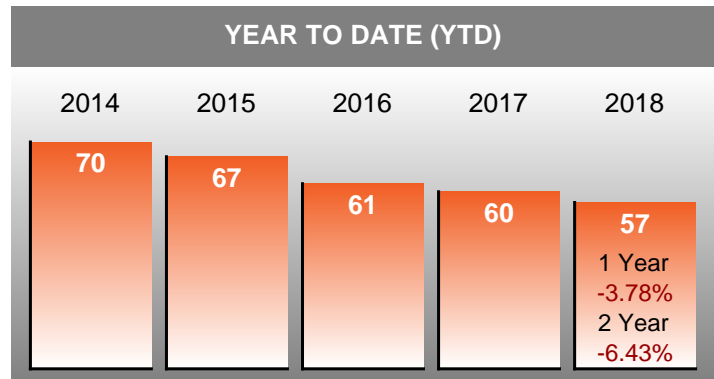
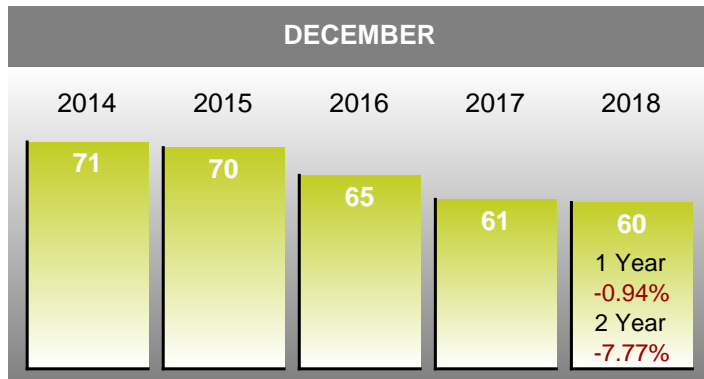
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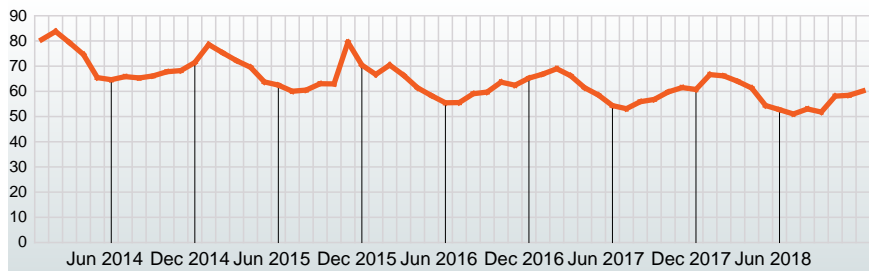


## AVERAGE DAYS ON MARKET TO SALE

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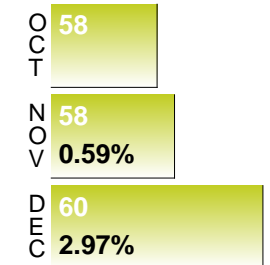


### 5 YEAR MARKET ACTIVITY TRENDS



**5yr DEC AVG = 66**      **3 MONTHS**

**High**  
Feb 2014 = 84  
**Low**  
Jul 2018 = 51  
*Average Days on Market*  
this month at **60**,  
below the 5 yr DEC  
average of **66**



### 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	258	7.80%	73.6	73.4	71.4	84.5	175.0
\$50,001 - \$75,000	274	8.29%	59.9	74.3	51.1	76.4	41.0
\$75,001 - \$125,000	600	18.15%	52.8	52.1	52.0	61.8	30.0
\$125,001 - \$175,000	829	25.08%	55.6	78.4	52.3	61.5	67.3
\$175,001 - \$225,000	530	16.03%	59.2	71.2	57.9	58.6	83.7
\$225,001 - \$300,000	434	13.13%	67.6	99.6	67.3	62.7	89.4
\$300,001 and up	381	11.52%	65.8	96.1	68.4	58.4	79.0
<b>Average Closed DOM</b>			60.2	70.7	56.5	61.3	79.3
<b>Total Closed Units</b>		100%	60.2	418	2001	779	108
<b>Total Closed Volume</b>			598,972,152	41.47M	318.96M	197.97M	40.56M

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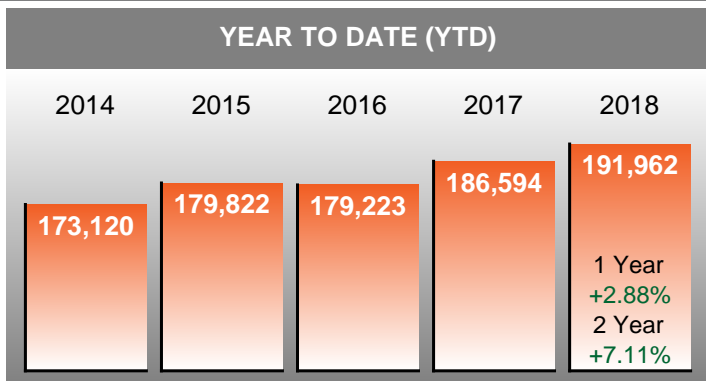
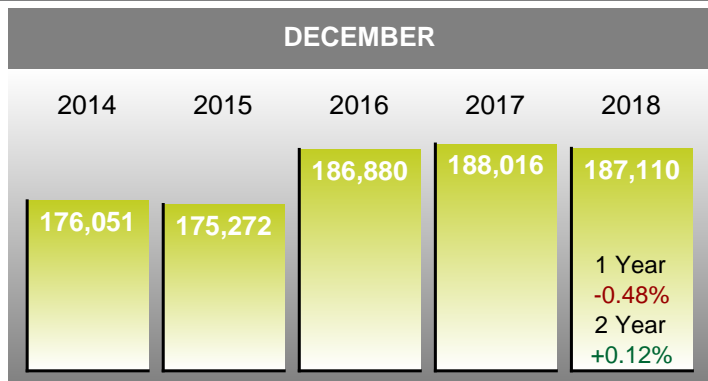
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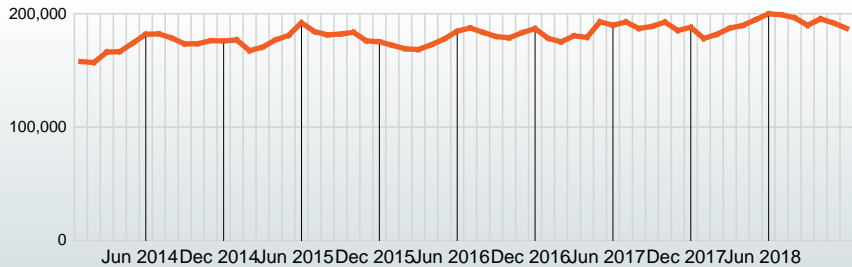
## AVERAGE LIST PRICE AT CLOSING

Report produced on Jan 15, 2019 for Nabeel Jamal



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr DEC AVG = 182,666**      **3 MONTHS**



**High**  
Jun 2018 = 199,892  
**Low**  
Feb 2014 = 156,993  
*Average List Price*  
this month at **187,110**,  
above the 5 yr DEC  
average of **182,666**

OCT	195,498
NOV	191,870 -1.86%
DEC	187,110 -2.48%

### 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	232	7.02%	33,726	33,108	39,544	37,482	79,600
\$50,001 - \$75,000	253	7.65%	64,407	69,094	68,790	68,762	79,900
\$75,001 - \$125,000	595	18.00%	102,487	103,715	106,215	113,716	99,940
\$125,001 - \$175,000	822	24.86%	150,943	152,689	153,447	159,572	146,870
\$175,001 - \$225,000	548	16.58%	198,375	202,365	202,277	204,916	210,540
\$225,001 - \$300,000	464	14.04%	262,140	285,948	262,777	267,397	265,721
\$300,001 and up	392	11.86%	456,808	428,392	429,323	449,244	580,480
<b>Average List Price</b>			187,110	105,062	164,219	261,396	392,953
<b>Total Closed Units</b>		100%	187,110	418	2001	779	108
<b>Total Closed Volume</b>			618,585,288	43.92M	328.60M	203.63M	42.44M

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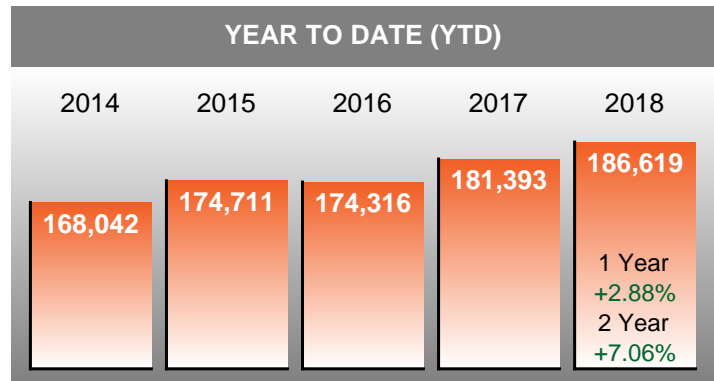
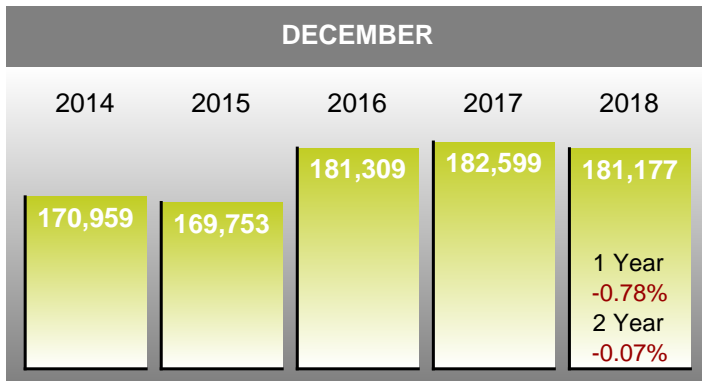
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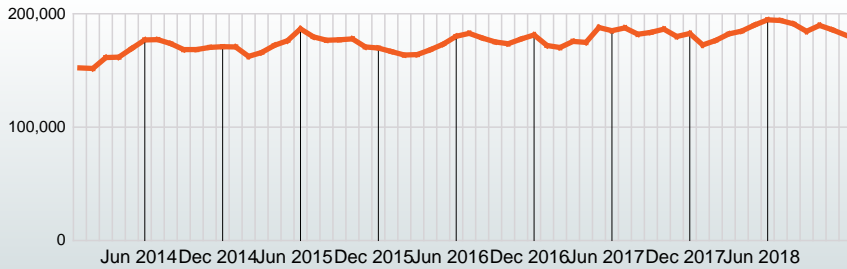
## AVERAGE SOLD PRICE AT CLOSING

Report produced on Jan 15, 2019 for Nabeel Jamal



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr DEC AVG = 177,159**      **3 MONTHS**



**High**  
Jun 2018 = 194,645  
**Low**  
Feb 2014 = 151,746  
*Average Sold Price*  
this month at **181,177**,  
above the 5 yr DEC  
average of **177,159**

OCT	189,723
NOV	185,807 -2.06%
DEC	181,177 -2.49%

### 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	258	7.80%	31,979	29,231	34,809	31,259	39,984
\$50,001 - \$75,000	274	8.29%	64,580	64,060	64,714	65,556	70,000
\$75,001 - \$125,000	600	18.15%	102,447	99,572	103,024	103,543	96,000
\$125,001 - \$175,000	829	25.08%	150,822	146,362	150,327	155,736	149,810
\$175,001 - \$225,000	530	16.03%	198,783	196,267	198,194	199,998	205,751
\$225,001 - \$300,000	434	13.13%	258,700	267,687	255,116	261,274	256,204
\$300,001 and up	381	11.52%	443,297	401,333	411,150	437,029	551,692
<b>Average Sold Price</b>			181,177	99,219	159,403	254,140	375,546
<b>Total Closed Units</b>		100%	181,177	418	2001	779	108
<b>Total Closed Volume</b>			598,972,152	41.47M	318.96M	197.97M	40.56M

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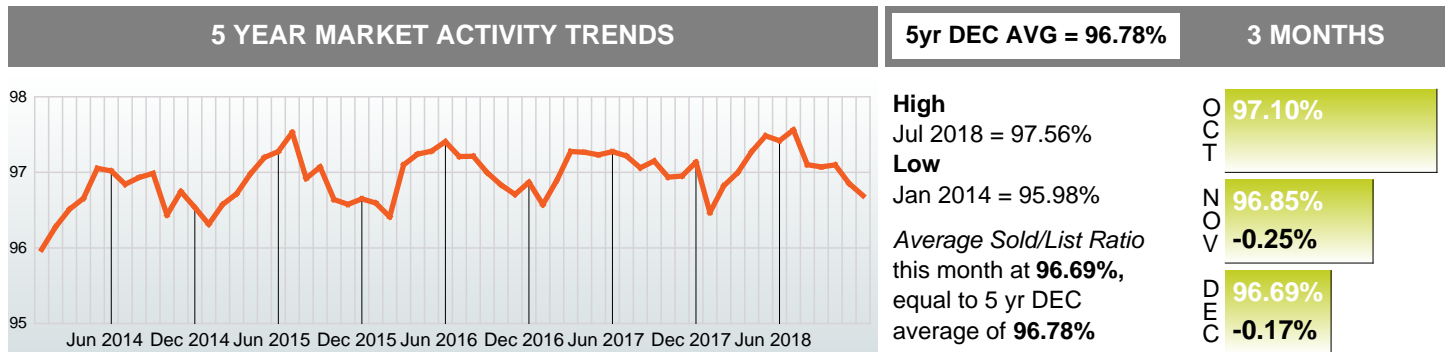
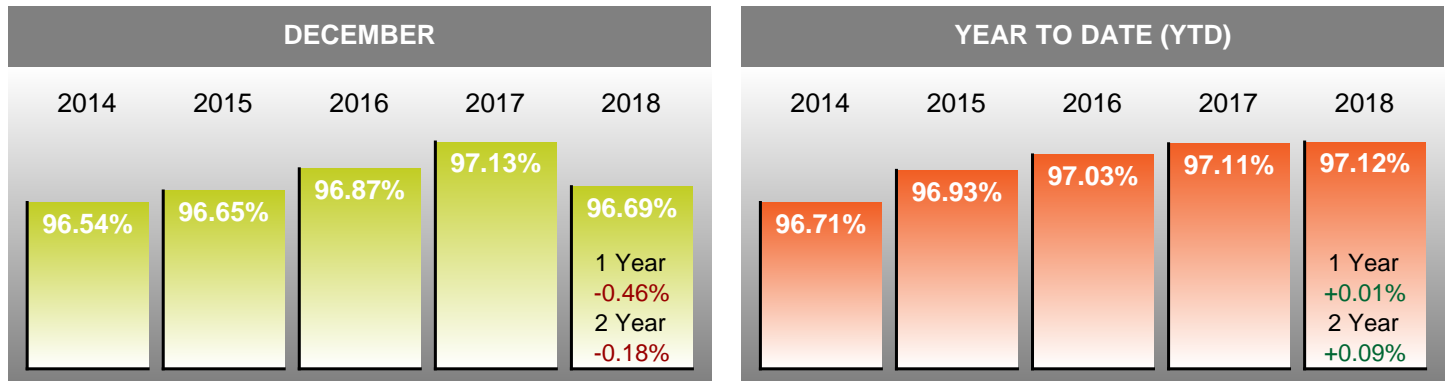
# December 2018

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



## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jan 15, 2019 for Nabeel Jamal



## 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	258	7.80%	89.30%	90.30%	89.42%	83.64%	50.23%
\$50,001 - \$75,000	274	8.29%	94.62%	93.55%	94.97%	96.95%	87.61%
\$75,001 - \$125,000	600	18.15%	97.02%	96.28%	97.88%	92.00%	96.41%
\$125,001 - \$175,000	829	25.08%	97.98%	96.16%	98.08%	97.77%	104.78%
\$175,001 - \$225,000	530	16.03%	97.99%	97.07%	98.17%	97.77%	98.00%
\$225,001 - \$300,000	434	13.13%	97.43%	93.80%	97.35%	97.86%	96.53%
\$300,001 and up	381	11.52%	97.20%	94.42%	96.72%	98.01%	96.09%
<b>Average Sold/List Ratio</b>			96.70%	93.88%	97.12%	97.09%	96.70%
<b>Total Closed Units</b>		100%	96.70%	418	2001	779	108
<b>Total Closed Volume</b>			598,972,152	41.47M	318.96M	197.97M	40.56M

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Contact: Nabeel Jamal

Phone: 405-848-9944

Email: nabeel@okrealtors.com



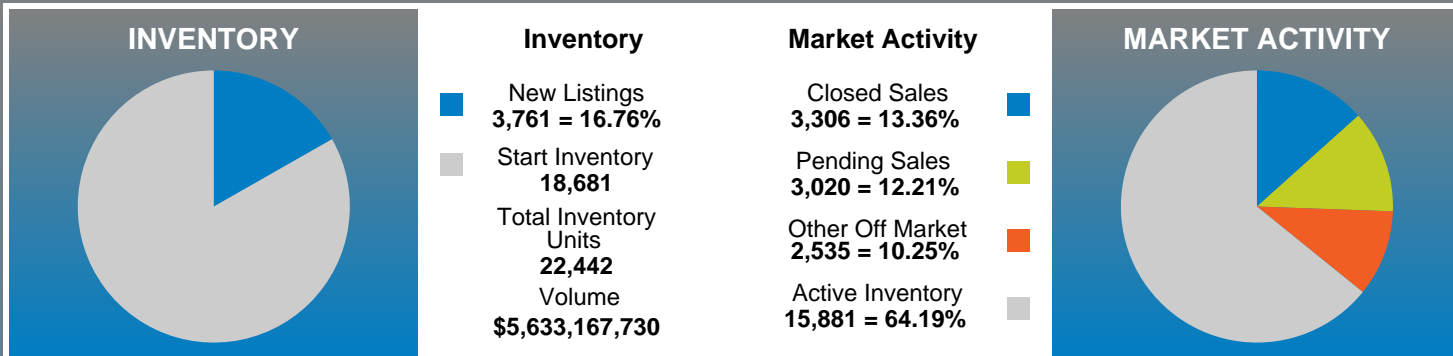
# December 2018

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



## MARKET SUMMARY

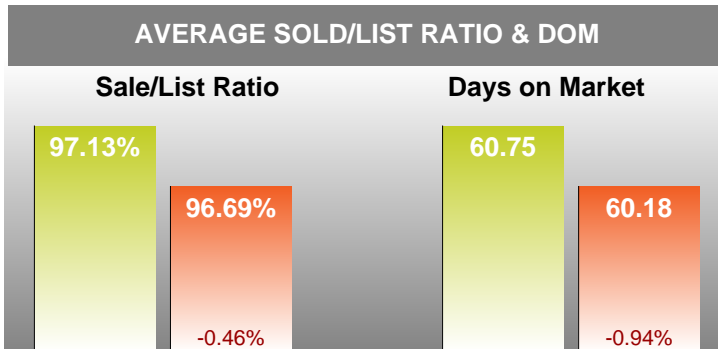
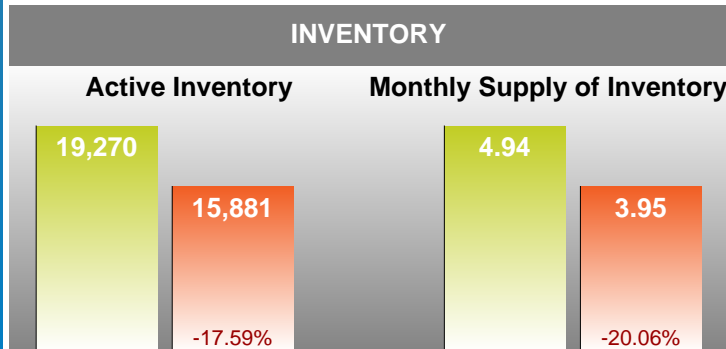
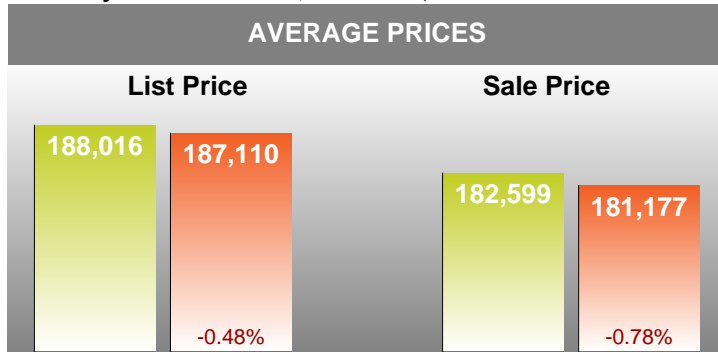
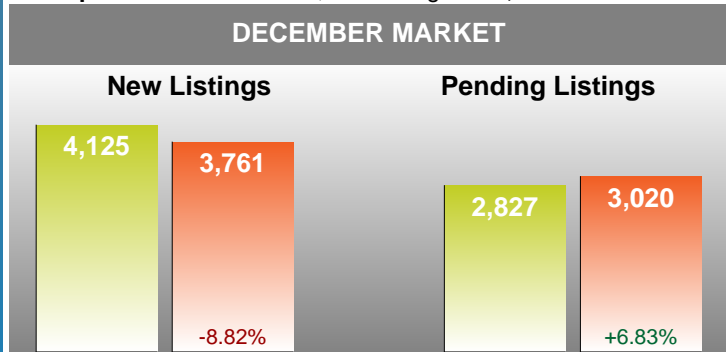
Report produced on Jan 15, 2019 for Nabeel Jamal



Compared Metrics	December			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	3,628	3,306	-8.88%	46,771	48,217	3.09%
Pending Sales	2,827	3,020	+6.83%	47,375	49,091	+3.62%
New Listings	4,125	3,761	-8.82%	75,020	74,189	-1.11%
Average List Price	188,016	187,110	-0.48%	186,594	191,962	+2.88%
Average Sale Price	182,599	181,177	-0.78%	181,393	186,619	+2.88%
Average Percent of Selling Price to List Price	97.13%	96.69%	-0.46%	97.11%	97.12%	+0.01%
Average Days on Market to Sale	60.75	60.18	-0.94%	59.70	57.44	-3.78%
Monthly Inventory	19,270	15,881	-17.59%	19,270	15,881	-17.59%
Months Supply of Inventory	4.94	3.95	-20.06%	4.94	3.95	-20.06%

**Absorption:** Last 12 months, an Average of **4,018** Sales/Month

**Inventory on December 31, 2018 = 15,881** 2017 2018



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Contact: Nabeel Jamal

Phone: 405-848-9944

Email: nabeel@okrealtors.com