

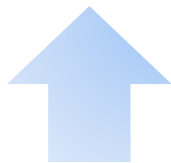


July 2016 Residential Sales

Date: August 10, 2016
RE: For immediate Release

The following Real Estate statistics were collected by MLSOK, Inc., for the time frame **July 1, 2016 to July 31, 2016**. Below summarizes our regions monthly sales activity. For a full review please see report that follows.

Months' Supply of Inventory (MSI) Decreases



The total housing inventory at the end of July 2016 rose **2.10%** to 7,716 existing homes available for sale. Over the last 12 months this area has had an average of 1,746 closed sales per month. This represents an unsold inventory index of **4.42** MSI for this period

Average Sale Prices 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 **4.64%** in July 2016 to \$198,462 versus the previous year at \$189,668.

Average Days on Market Shortens



The average number of **50.42** days that homes spent on the market before selling decreased by 3.34 days or **6.21%** in July 2016 compared to last year's same month at **53.76** DOM.

Sales Success for July 2016 is Positive



Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month. There were 2,998 New Listings in July 2016, down **4.46%** from last year at 3,138. Furthermore, there were 1,952 Closed Listings this month versus last year at 2,211, a **-11.71%** Decrease.



Below you will find copies of the MLS Statistical Reports for

July 2016

PLEASE NOTE

If you are going to be utilizing the MLS Statistical information for public mass-media advertisement or in other public representations, use of that information must be in accordance with Section 13 of the MLS Rules and Regulations.

Section 13 Limitations on Use of MLS Information

Use of information from MLS compilation of current listing information, from the association's statistical report, or from any sold or comparable report of the association or MLS for public mass-media advertising by an MLS participant or in other public representations, may not be prohibited.

However, any print or non-print forms of advertising or other forms of public representations based in whole or in part on information supplied by the association or its MLS must clearly demonstrate the period of time over which such claims are based and must include the following, or substantially similar, notice:

Based on information from the MLSOK.com for the period **(07/01/2016) through (07/31/2016)**, while information is deemed reliable it is not guaranteed.

MLSOK shall have no liability or responsibility for the truth or accuracy of any data or information contained in any advertising or other public representation made or sponsored by a Participant and/or by any of its affiliated Licensees, and each of such Participant and its affiliated Licensees hereby agrees to indemnify MLSOK.com and to hold the MLS harmless from and against any liability, damage, cost and expense arising from or out of any such advertising or other public representation.

Listed below are the monthly Oklahoma City Metropolitan housing statistics for the month of **July 2016** as compared to **June 2016** and **July 2015**.



These statistics are supplied by MLSOK Multiple Listing Service and should you have any questions, please send an email to statistics@okcmar.org .

	<u>July 2016</u>	<u>June 2016</u>	<u>July 2015</u>
TOTAL CLOSED	2038	2128	2141
TOTAL \$ VOLUME	\$ 399,044,216	\$ 407,785,156	\$ 407,954,087
AVERAGE PRICE	\$ 195,802	\$ 191,628	\$ 190,544
MEDIAN PRICE	\$ 165,000	\$ 163,375	\$ 160,000
% SELLING PRICE TO LIST PRICE	98 %	99 %	99 %
DAYS ON MARKET	52	48	54
NUMBER OF LISTINGS	8329	7366	6626

TOTAL CLOSED	2038
TOTAL \$ VOLUME	\$ 399,044,216
AVERAGE SELLING PRICE	\$ 195,802
% SELLING PRICE TO LIST PRICE	98 %
MEDIAN PRICE	\$ 165,000
AVERAGE DAYS ON MARKET	52
# OF ACTIVE LISTINGS AT MONTH END	8329
TOTAL UNDER CONTRACT (Pending)	1768
AVERAGE VALUE (Pending)	\$ 190,588



RESIDENTIAL PROPERTY TYPES INCLUDE THE FOLLOWING:

- Condos
- Half Duplexes
- Manufactured Homes
- Patio Homes
- Single Family Homes
- Townhouses

MONTH	TOTAL CLOSED	DOLLAR VOLUME	RESIDENTIAL LISTINGS PROCESSED
January	1148	\$ 207,548,406	2631
February	1244	\$ 219,359,809	2840
March	1824	\$ 329,233,534	3240
April	1818	\$ 324,963,829	3829
May	2170	\$ 400,592,397	4190
June	2128	\$ 407,785,156	4003
July	2038	\$ 399,044,216	3806



July 2016

Area Delimited by Entire Oklahoma City MLS -
Residential Property Type

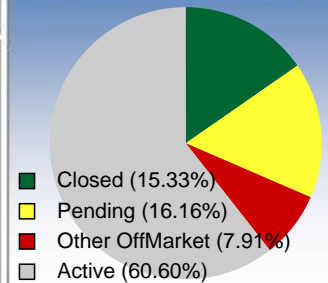


Absorption: Last 12 months, an Average of **1,746** Sales/Month

Active Inventory as of July 31, 2016 = **7,716**

	JULY		
	2015	2016	+/- %
Closed Listings	2,211	1,952	-11.71%
Pending Listings	2,011	2,057	2.29%
New Listings	3,138	2,998	-4.46%
Median List Price	162,500	169,000	4.00%
Median Sale Price	160,000	167,000	4.38%
Median Percent of List Price to Selling Price	99.03%	98.99%	-0.04%
Median Days on Market to Sale	24.00	24.00	0.00%
End of Month Inventory	7,557	7,716	2.10%
Months Supply of Inventory	4.26	4.42	3.85%

Market Activity



Monthly Inventory Analysis

Report Produced on: Aug 09, 2016

Data from the **Oklahoma City Metropolitan Association of REALTORS®**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of July 2016 rose **2.10%** to 7,716 existing homes available for sale. Over the last 12 months this area has had an average of 1,746 closed sales per month. This represents an unsold inventory index of **4.42** MSI for this period.

Median Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **4.38%** in July 2016 to \$167,000 versus the previous year at \$160,000.

Median Days on Market Shortens

The median number of **24.00** days that homes spent on the market before selling decreased by 0.00 days or **0.00%** in July 2016 compared to last year's same month at **24.00** DOM.

Sales Success for July 2016 is Positive

Overall, with Median Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 2,998 New Listings in July 2016, down **4.46%** from last year at 3,138. Furthermore, there were 1,952 Closed Listings this month versus last year at 2,211, a **-11.71%** decrease.

Closed versus Listed trends yielded a **65.1%** ratio, down from last year's July 2016 at **70.5%**, a **7.59%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the following 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?

Contact an experienced REALTOR®

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Phone: 405-841-5353
Email: statistics@okcmar.org