



September 2017 Residential Sales

Date: October 10, 2017

RE: For immediate Release

PLEASE NOTE: MLSOK is now using a different statistics reporting platform called MarketStats. This may alter the report format, but the data source remains MLSOK, Inc.

The following Real Estate statistics were collected by MLSOK, Inc., for the time frame **September 1, 2017 through September 30, 2017**. Below summarizes our regions monthly sales activity. For a full review please see report that follows.

Quick Facts

| | | |
|---|---|---|
| - 9.6% | + 3.6% | + 18.6% |
| Year-Over-Year Change in Closed Sales All Properties | Year-Over-Year Change in Median Sales Price All Properties | Year-Over-Year Change in Homes for Sale All Properties |

This is a research tool provided by MLSOK. Percent changes are calculated using rounded figures.

Every market is unique, yet the national sentiment has given rise to the notion that housing markets are stalling. Although desirous buyers are out in an increasing number of showings, there remains a limited number of desirable listings. And although mortgage rates have remained enticingly low, home prices have reached unaffordable levels for many new entrants into the housing pool at exactly the same time that established owners are proving to be less interested in moving.

New Listings increased 21.2 percent for Single Family homes and 8.9 percent for Townhouse-Condo homes. Pending Sales increased 3.4 percent for Single Family homes and 115 percent for Townhouse-Condo homes. Inventory increased 18.1 percent for Single Family homes and 37.9 percent for Townhouse-Condo homes.

Months' Supply of Inventory Increases



Month's Supply of Inventory increased 13.2 percent for Single Family homes and 29.7 percent for Townhouse-Condo homes.

Median Sales Price Increases



Median Sales Price increased 3.3 percent to \$157,900 for Single Family homes but decreased 16.2 percent to \$88,000 for Townhouse-Condo homes.

Average Days on Market Lengthens



Days on Market decreased 7.0 percent for Single Family homes but increased 16.3 percent for Townhouse-Condo homes.

Last year at this time, the national storyline was about how high demand was propping up sales and prices despite low inventory and months of supply. That has actually continued to be a familiar refrain for many months in 2017 and now for the past couple of years. But with the likes of Hurricanes Harvey and Irma, different employment outlooks, disparate incomes, varying new construction expectations and potential housing policy shifts, regional differences are becoming more prevalent and pronounced.



Below you will find copies of the MLS Statistical Reports for

September 2017

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 MLSOK Rules and Regulations.

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 MLSOK, Inc for the period **(09/01/2017) through (09/30/2017)**, while information is deemed reliable it is not guaranteed.

MLSOK, Inc. 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, Inc. 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 **September 2017** as compared to **August 2017** and **September 2016**. These statistics are supplied by MLSOK, Inc.

Should you have any questions, please email statistics@okcmar.org.

| | September 2017 | August 2017 | August 2016 |
|--------------------------------------|-----------------------|--------------------|--------------------|
| TOTAL CLOSED | 1896 | 2211 | 2124 |
| TOTAL \$ VOLUME | \$ 366,856,457 | \$ 429,157,114 | \$ 399,069,157 |
| AVERAGE PRICE | \$ 193,490 | \$ 194,101 | \$ 187,886 |
| MEDIAN PRICE | \$ 165,000 | \$ 163,800 | \$ 159,900 |
| % SELLING PRICE TO LIST PRICE | 98 % | 98 % | 98 % |
| DAYS ON MARKET | 54 | 52 | 53 |
| NUMBER OF LISTINGS | 8179 | 8325 | 8332 |

| | |
|---------------------------------------|----------------|
| TOTAL CLOSED | 1896 |
| TOTAL \$ VOLUME | \$ 366,856,457 |
| AVERAGE SELLING PRICE | \$ 193,490 |
| % SELLING PRICE TO LIST PRICE | 98 % |
| MEDIAN PRICE | \$ 165,000 |
| AVERAGE DAYS ON MARKET | 54 |
| # OF ACTIVE LISTINGS CURRENTLY | 8179 |
| TOTAL UNDER CONTRACT (Pending) | 1456 |
| AVERAGE VALUE (Pending) | \$ 191,215 |



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 | 1200 | \$ 218,145,657 | 2635 |
| February | 1318 | \$ 235,167,495 | 2956 |
| March | 1987 | \$ 376,918,750 | 3959 |
| April | 1887 | \$ 349,581,212 | 3860 |
| May | 2441 | \$ 482,191,475 | 4354 |
| June | 2351 | \$ 463,484,833 | 4212 |
| July | 2168 | \$ 430,580,858 | 3978 |
| August | 2211 | \$ 429,157,114 | 3833 |
| September | 1896 | \$ 366,856,457 | 3352 |