



September 2018 Residential Sales

Date: October 11, 2018

RE: For immediate Release

The following Real Estate statistics were collected by MLSOK, Inc., for the time frame **September 1 through September 30, 2018**. Below summarizes our regions monthly sales activity. For a full review please see report that follows.

Quick Facts

-6.4%	+1.2%	+ 4.4%
Change in Number of Closed Sales All Properties	Change in Number of Median Sales Price All Properties	Change in Number of Homes for Sale All Properties

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

Some economy observers are pointing to 2018 as the final period in a long string of sentences touting several happy years of buyer demand and sales excitement for the housing industry. Although residential real estate should continue along a mostly positive line for the rest of the year, rising prices and interest rates coupled with salary stagnation and a generational trend toward home purchase delay or even disinterest could create an environment of declining sales.

New Listings increased 3.3 percent for Single Family homes but decreased 22.5 percent for Townhouse-Condo homes. Pending Sales increased 10.9 percent for Single Family homes but decreased 4.3 percent for Townhouse-Condo homes. Inventory increased 4.6 percent for Single Family homes but decreased 3.4 percent for Townhouse-Condo homes.

Months' Supply of Inventory Increases



Month's Supply of Inventory decreased 2.7 percent for Single Family homes and 9.8 percent for Townhouse-Condo homes.

Median Sales Price Increases



Median Sales Price increased 1.1 percent to \$169,500 for Single Family homes and 18.1 percent to \$107,500 for Townhouse-Condo homes.

Average Days on Market Decreases



Days on Market decreased 14.8 percent for Single Family homes and 17.5 percent for Townhouse-Condo homes.

Tracking reputable news sources for housing market predictions makes good sense, as does observing trends based on meaningful statistics. By the numbers, we continue to see pockets of unprecedented price heights combined with low days on market and an economic backdrop conducive to consistent demand. We were reminded by Hurricane Florence of how quickly a situation can change. Rather than dwelling on predictions of a somber future, it is worth the effort to manage the fundamentals that will lead to an ongoing display of healthy balance.



Below you will find copies of the MLS Statistical Reports for
September 2018

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.

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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 **(09/01/2018) through (09/30/2018)**, while information is deemed reliable it is not guaranteed.

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Listed below are the monthly Oklahoma City Metropolitan housing statistics for the month of **September 2018** as compared to **August 2018** and **September 2017**. These statistics are supplied by MLSOK, Inc.

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

	September 2018	August 2018	September 2017
TOTAL CLOSED	1841	2382	1896
TOTAL \$ VOLUME	\$ 363,822,487	\$ 482,478,236	\$ 366,856,457
AVERAGE PRICE	\$ 197,622	\$ 202,552	\$ 193,490
MEDIAN PRICE	\$ 167,000	\$ 169,900	\$ 165,000
% SELLING PRICE TO LIST PRICE	97 %	97 %	98 %
DAYS ON MARKET	46	45	54
NUMBER OF LISTINGS	7482	7455	8179

TOTAL CLOSED	1841
TOTAL \$ VOLUME	\$ 363,822,487
AVERAGE SELLING PRICE	\$ 197,622
% SELLING PRICE TO LIST PRICE	97 %
MEDIAN PRICE	\$ 167,000
AVERAGE DAYS ON MARKET	46
# OF ACTIVE LISTINGS CURRENTLY	7482
TOTAL UNDER CONTRACT (Pending)	1413
AVERAGE VALUE (Pending)	\$ 207,645



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	1317	\$ 248,169,710	2800
February	1493	\$ 275,791,254	2989
March	2099	\$409,345,790	4149
April	2091	\$407,116,732	4155
May	2467	\$491,072,523	4318
June	2412	\$489,195,080	4323
July	2366	\$490,087,893	4156
August	2382	\$482,478,236	4027
September	1841	\$363,822,487	3254