



January 2018 Residential Sales

Date: February 12, 2018
RE: For immediate Release

The following Real Estate statistics were collected by MLSOK, Inc., for the time frame **January 1, 2018 through January 31, 2018**. Below summarizes our regions monthly sales activity. For a full review please see report that follows.

Quick Facts

+ 7.4%	-0.6%	+ 11.8%
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.

Last year, U.S. consumers seemed to be operating with a renewed but cautious optimism. The stock market was strong, wages were edging upwards and home buying activity was extremely competitive. Not much has changed in 2018 in terms of those measures, yet there is a sort of seasoned prudence mixed into the high emotions that go with a major expense like a home purchase. We are now several years deep into a period of rising prices and low inventory. Those in the market to buy a home have caught on. As sellers attempt take advantage of rising prices, expect buyers to be more selective.

New Listings increased 18.2 percent for Single Family homes and 6.2 percent for Townhouse-Condo homes. Pending Sales increased 21.8 percent for Single Family homes and 12.5 percent for Townhouse-Condo homes. Inventory increased 11.4 percent for Single Family homes and 22.5 percent for Townhouse-Condo homes.

Months' Supply of Inventory Increases



Month's Supply of Inventory increased 2.9 percent for Single Family homes and 13.9 percent for Townhouse-Condo homes.

Median Sales Price Increases



Median Sales Price remained flat at \$159,000 for Single Family homes but increased 22.1 percent to \$112,000 for Townhouse-Condo homes.

Average Days on Market Decreases



Days on Market decreased 4.5 percent for Single Family homes and 9.5 percent for Townhouse-Condo homes.

Whatever external forces are placed upon residential real estate markets across the country – whether they are related to tax legislation, mortgage rates, employment situation changes, new family formations, the availability of new construction and the like – the appetite for home buying remains strong enough to drive prices upward in virtually all markets across the country. New sales are not necessarily following that trend, but monthly increases are expected until at least late summer.



Below you will find copies of the MLS Statistical Reports for

January 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 **(01/01/2018) through (01/31/2018)**, 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 **January 2018** as compared to **December 2017** and **January 2017**. These statistics are supplied by MLSOK, Inc.

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

	January 2018	December 2017	January 2017
TOTAL CLOSED	1317	1784	1200
TOTAL \$ VOLUME	\$ 248,169,710	\$ 338,496,814	\$ 218,145,657
AVERAGE PRICE	\$ 188,436	\$ 189,740	\$ 181,788
MEDIAN PRICE	\$ 155,000	\$ 159,200	\$ 155,500
% SELLING PRICE TO LIST PRICE	97 %	98 %	97 %
DAYS ON MARKET	62	57	66
NUMBER OF LISTINGS	7014	7140	7454

TOTAL CLOSED	1317
TOTAL \$ VOLUME	\$ 248,169,710
AVERAGE SELLING PRICE	\$ 188,436
% SELLING PRICE TO LIST PRICE	97 %
MEDIAN PRICE	\$ 155,000
AVERAGE DAYS ON MARKET	62
# OF ACTIVE LISTINGS CURRENTLY	7014
TOTAL UNDER CONTRACT (Pending)	1483
AVERAGE VALUE (Pending)	\$ 198,439



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

All MLSOK

Entire MLSOK Market Area

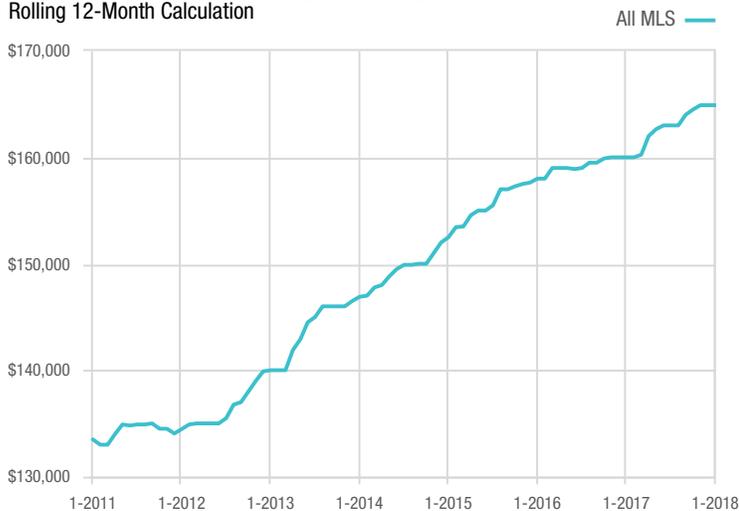
Single Family	January			Year to Date		
	2017	2018	% Change	Thru 1-2017	Thru 1-2018	% Change
Key Metrics						
New Listings	2,295	2,713	+ 18.2%	2,295	2,713	+ 18.2%
Pending Sales	1,644	2,002	+ 21.8%	1,644	2,002	+ 21.8%
Closed Sales	1,282	1,368	+ 6.7%	1,282	1,368	+ 6.7%
Days on Market Until Sale	66	63	- 4.5%	66	63	- 4.5%
Median Sales Price*	\$159,000	\$159,000	0.0%	\$159,000	\$159,000	0.0%
Average Sales Price*	\$183,507	\$191,031	+ 4.1%	\$183,507	\$191,031	+ 4.1%
Percent of List Price Received*	96.9%	97.1%	+ 0.2%	96.9%	97.1%	+ 0.2%
Inventory of Homes for Sale	6,454	7,191	+ 11.4%	—	—	—
Months Supply of Inventory	3.4	3.5	+ 2.9%	—	—	—

Townhouse-Condo	January			Year to Date		
	2017	2018	% Change	Thru 1-2017	Thru 1-2018	% Change
Key Metrics						
New Listings	81	86	+ 6.2%	81	86	+ 6.2%
Pending Sales	48	54	+ 12.5%	48	54	+ 12.5%
Closed Sales	35	46	+ 31.4%	35	46	+ 31.4%
Days on Market Until Sale	84	76	- 9.5%	84	76	- 9.5%
Median Sales Price*	\$91,750	\$112,000	+ 22.1%	\$91,750	\$112,000	+ 22.1%
Average Sales Price*	\$126,645	\$138,670	+ 9.5%	\$126,645	\$138,670	+ 9.5%
Percent of List Price Received*	96.6%	94.9%	- 1.8%	96.6%	94.9%	- 1.8%
Inventory of Homes for Sale	204	250	+ 22.5%	—	—	—
Months Supply of Inventory	3.6	4.1	+ 13.9%	—	—	—

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

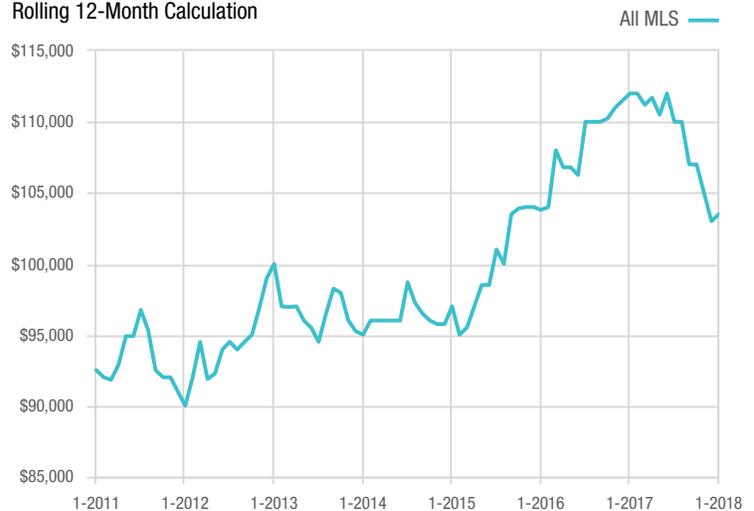
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse-Condo

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

January 2018

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Quick Facts

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
+ 7.4%	- 0.6%	+ 11.8%

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

Single Family Market Overview	2
Townhouse-Condo Market Overview	3
New Listings	4
Pending Sales	5
Closed Sales	6
Days on Market Until Sale	7
Median Sales Price	8
Average Sales Price	9
Percent of List Price Received	10
Housing Affordability Index	11
Inventory of Homes for Sale	12
Months Supply of Inventory	13
All Properties Combined	14



Single Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Single Family properties only.



Key Metrics	Historical Sparkbars	1-2017	1-2018	% Change	YTD 2017	YTD 2018	% Change
New Listings		2,295	2,713	+ 18.2%	2,295	2,713	+ 18.2%
Pending Sales		1,644	2,002	+ 21.8%	1,644	2,002	+ 21.8%
Closed Sales		1,282	1,368	+ 6.7%	1,282	1,368	+ 6.7%
Days on Market Until Sale		66	63	- 4.5%	66	63	- 4.5%
Median Sales Price		\$159,000	\$159,000	0.0%	\$159,000	\$159,000	0.0%
Average Sales Price		\$183,507	\$191,031	+ 4.1%	\$183,507	\$191,031	+ 4.1%
Percent of List Price Received		96.9%	97.1%	+ 0.2%	96.9%	97.1%	+ 0.2%
Housing Affordability Index		180	181	+ 0.6%	180	181	+ 0.6%
Inventory of Homes for Sale		6,454	7,191	+ 11.4%	—	—	—
Months Supply of Inventory		3.4	3.5	+ 2.9%	—	—	—

Current as of February 7, 2018. All data from MLSOK Report © 2018 ShowingTime. | 2

Townhouse-Condo Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Townhouse-Condo properties only.



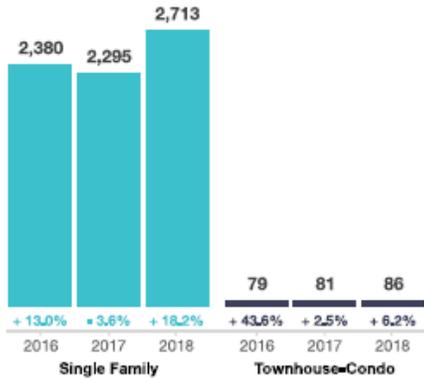
Key Metrics	Historical Sparkbars	1-2017	1-2018	% Change	YTD 2017	YTD 2018	% Change
New Listings		81	86	+ 6.2%	81	86	+ 6.2%
Pending Sales		48	54	+ 12.5%	48	54	+ 12.5%
Closed Sales		35	46	+ 31.4%	35	46	+ 31.4%
Days on Market Until Sale		84	76	- 9.5%	84	76	- 9.5%
Median Sales Price		\$91,750	\$112,000	+ 22.1%	\$91,750	\$112,000	+ 22.1%
Average Sales Price		\$126,645	\$138,670	+ 9.5%	\$126,645	\$138,670	+ 9.5%
Percent of List Price Received		96.6%	94.9%	- 1.8%	96.6%	94.9%	- 1.8%
Housing Affordability Index		333	273	- 18.0%	333	273	- 18.0%
Inventory of Homes for Sale		204	250	+ 22.5%	—	—	—
Months Supply of Inventory		3.6	4.1	+ 13.9%	—	—	—

New Listings

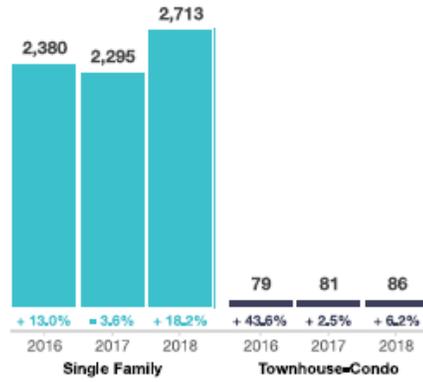
A count of the properties that have been newly listed on the market in a given month.



January

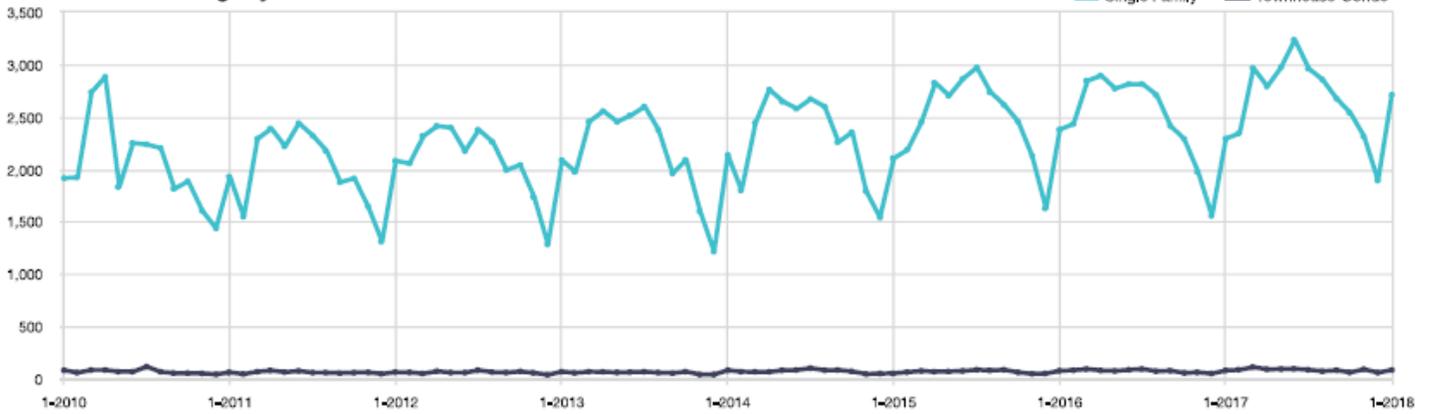


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse=Condo	Year-Over-Year Change
Feb-2017	2,344	- 3.7%	88	+ 6.0%
Mar-2017	2,968	+ 4.3%	113	+ 20.2%
Apr-2017	2,792	- 3.6%	92	+ 13.6%
May-2017	2,975	+ 7.4%	95	+ 23.4%
Jun-2017	3,237	+ 15.0%	97	+ 10.2%
Jul-2017	2,962	+ 5.3%	88	- 8.3%
Aug-2017	2,858	+ 5.5%	74	- 1.3%
Sep-2017	2,678	+ 10.8%	83	+ 5.1%
Oct-2017	2,541	+ 11.0%	64	+ 8.5%
Nov-2017	2,316	+ 17.3%	93	+ 45.3%
Dec-2017	1,894	+ 21.6%	61	+ 19.6%
Jan-2018	2,713	+ 18.2%	86	+ 6.2%
12-Month Avg	2,690	+ 8.2%	86	+ 11.7%

Historical New Listings by Month



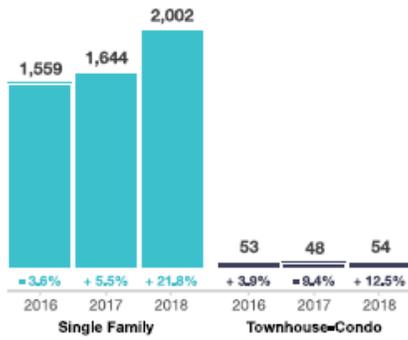
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Pending Sales

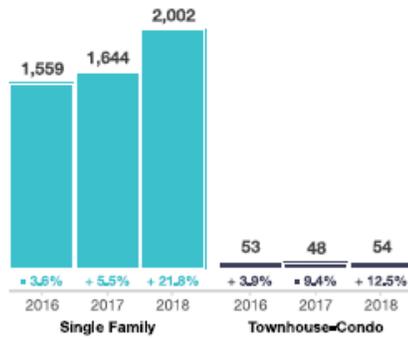
A count of the properties on which offers have been accepted in a given month.



January

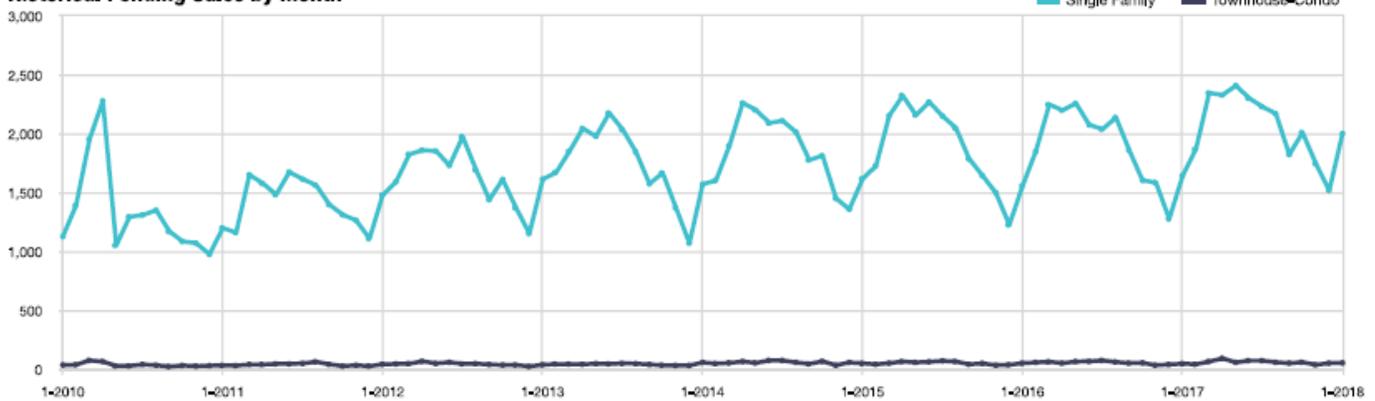


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2017	1,869	+ 1.0%	43	- 27.1%
Mar-2017	2,347	+ 4.4%	66	+ 4.8%
Apr-2017	2,329	+ 5.9%	93	+ 75.5%
May-2017	2,409	+ 6.7%	59	- 10.6%
Jun-2017	2,302	+ 10.9%	73	+ 7.4%
Jul-2017	2,229	+ 9.4%	73	- 2.7%
Aug-2017	2,170	+ 1.5%	61	- 1.6%
Sep-2017	1,824	- 1.9%	53	+ 1.9%
Oct-2017	2,010	+ 25.2%	61	+ 13.0%
Nov-2017	1,749	+ 10.3%	38	+ 8.6%
Dec-2017	1,519	+ 19.0%	52	+ 26.8%
Jan-2018	2,002	+ 21.8%	54	+ 12.5%
12-Month Avg	2,063	+ 8.7%	61	+ 8.9%

Historical Pending Sales by Month



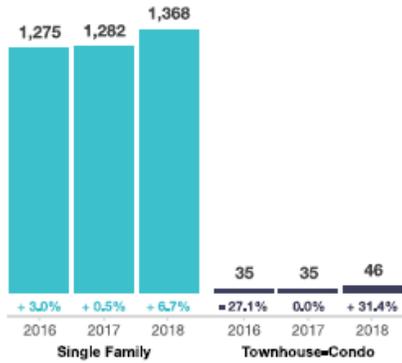
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Closed Sales

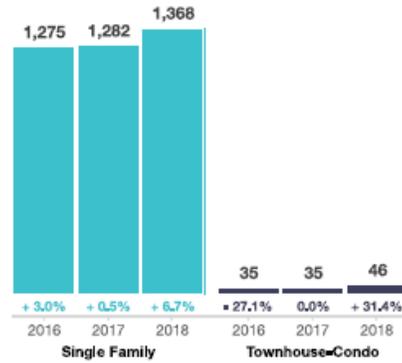
A count of the actual sales that closed in a given month.



January

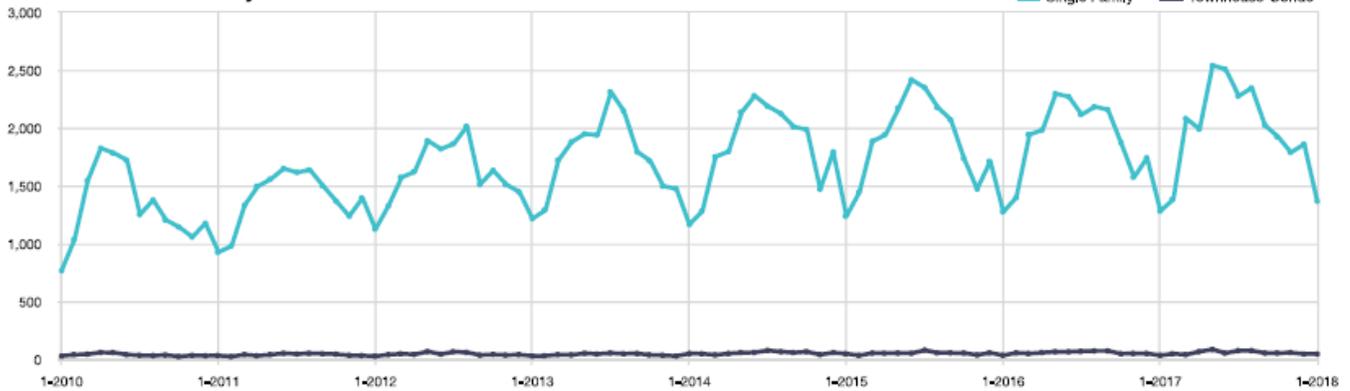


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2017	1,384	- 1.1%	49	- 12.5%
Mar-2017	2,081	+ 7.0%	41	- 19.6%
Apr-2017	1,991	+ 0.4%	68	+ 15.3%
May-2017	2,540	+ 10.6%	86	+ 30.3%
Jun-2017	2,510	+ 10.5%	54	- 18.2%
Jul-2017	2,277	+ 7.6%	75	+ 8.7%
Aug-2017	2,347	+ 7.4%	76	+ 2.7%
Sep-2017	2,024	- 6.3%	55	- 25.7%
Oct-2017	1,925	+ 2.7%	54	+ 10.2%
Nov-2017	1,788	+ 13.5%	59	+ 18.0%
Dec-2017	1,861	+ 6.8%	46	- 8.0%
Jan-2018	1,368	+ 6.7%	46	+ 31.4%
12-Month Avg	2,008	+ 5.6%	59	+ 1.7%

Historical Closed Sales by Month



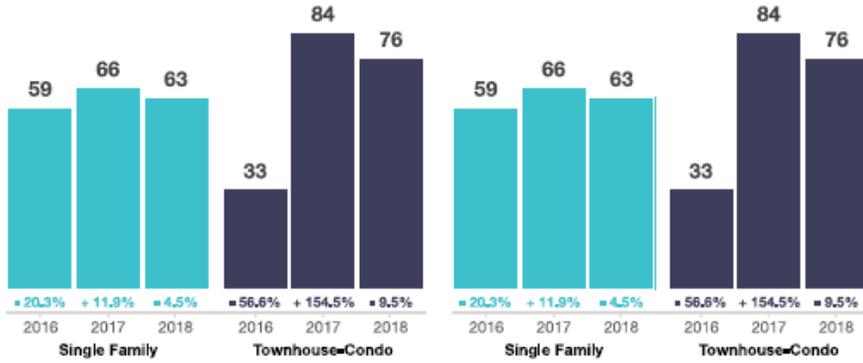
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Days on Market Until Sale

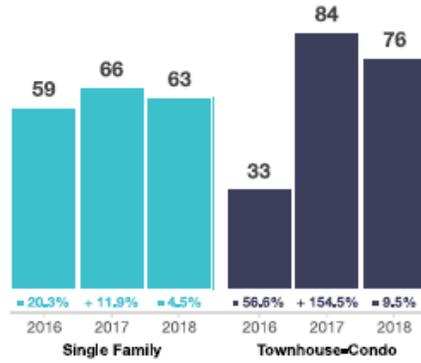
Average number of days between when a property is listed and when an offer is accepted in a given month.



January



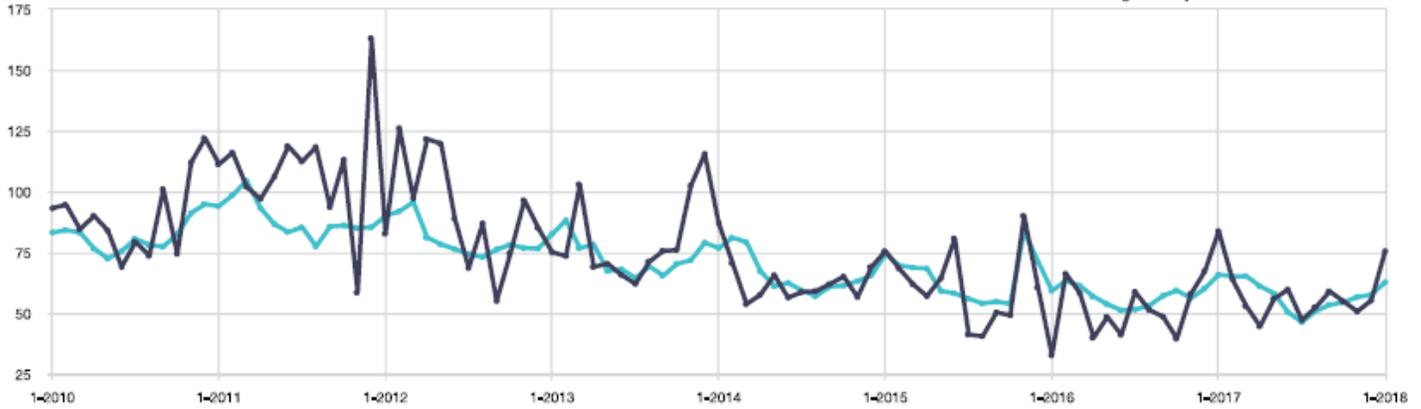
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2017	65	+ 3.2%	64	- 3.0%
Mar-2017	65	+ 6.6%	53	- 8.6%
Apr-2017	61	+ 7.0%	45	+ 12.5%
May-2017	58	+ 7.4%	56	+ 14.3%
Jun-2017	50	- 2.0%	60	+ 46.3%
Jul-2017	46	- 11.5%	47	- 20.3%
Aug-2017	51	- 3.8%	52	+ 2.0%
Sep-2017	53	- 7.0%	59	+ 20.4%
Oct-2017	55	- 6.8%	55	+ 37.5%
Nov-2017	57	+ 1.8%	51	- 12.1%
Dec-2017	58	- 3.3%	55	- 17.9%
Jan-2018	63	- 4.5%	76	- 9.5%
12-Month Avg*	56	- 1.1%	55	+ 2.7%

* Days on Market for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



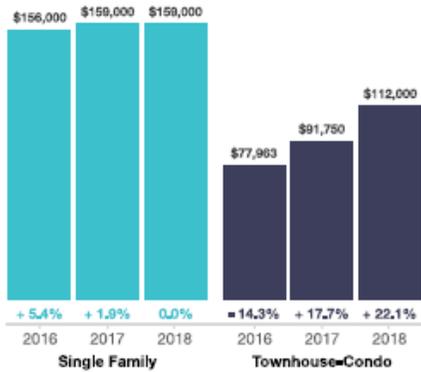
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Median Sales Price

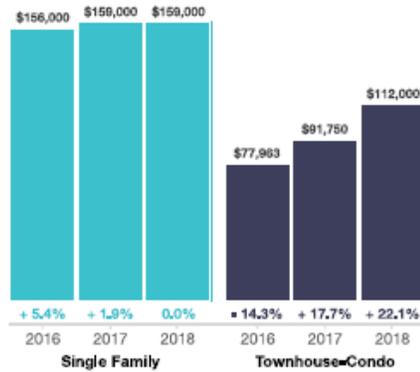
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January



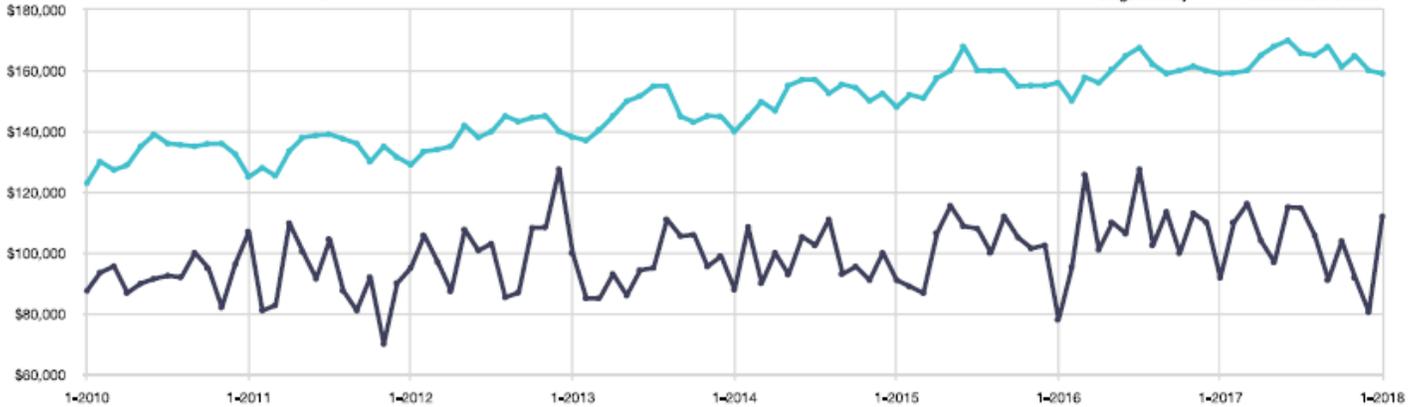
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse=Condo	Year-Over-Year Change
Feb-2017	\$159,263	+ 6.2%	\$110,000	+ 15.4%
Mar-2017	\$160,000	+ 1.4%	\$116,194	- 7.6%
Apr-2017	\$165,000	+ 5.8%	\$104,000	+ 3.0%
May-2017	\$167,950	+ 4.7%	\$96,900	- 11.9%
Jun-2017	\$169,900	+ 3.0%	\$115,000	+ 8.2%
Jul-2017	\$165,750	- 1.0%	\$114,750	- 10.0%
Aug-2017	\$165,000	+ 1.9%	\$105,700	+ 3.1%
Sep-2017	\$167,900	+ 5.6%	\$91,000	- 19.8%
Oct-2017	\$161,250	+ 0.8%	\$103,855	+ 4.0%
Nov-2017	\$164,900	+ 2.2%	\$91,750	- 18.8%
Dec-2017	\$160,000	+ 0.1%	\$80,500	- 26.8%
Jan-2018	\$159,000	0.0%	\$112,000	+ 22.1%
12-Month Avg*	\$164,900	+ 3.1%	\$103,500	- 7.6%

* Median Sales Price for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

Historical Median Sales Price by Month



Current as of February 7, 2018. All data from MLSOK. Report © 2018 ShowingTime. | 8

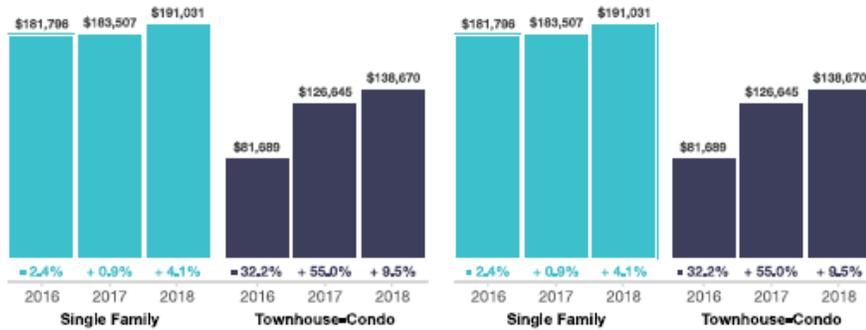
Average Sales Price

Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January

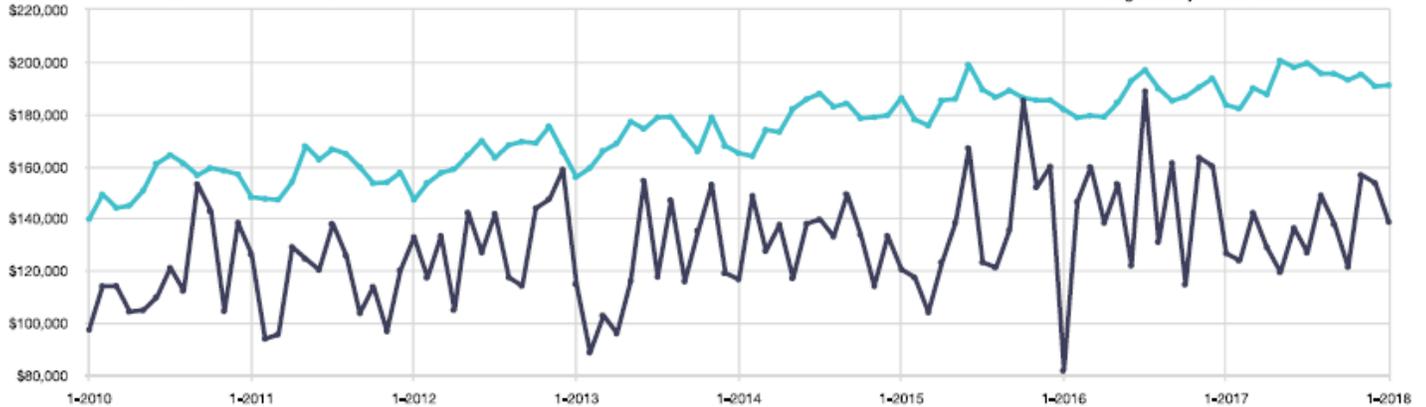
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2017	\$182,093	+ 1.9%	\$123,844	- 15.5%
Mar-2017	\$189,994	+ 5.9%	\$142,217	- 11.0%
Apr-2017	\$187,566	+ 4.8%	\$128,952	- 6.8%
May-2017	\$200,543	+ 8.7%	\$119,439	- 22.1%
Jun-2017	\$197,957	+ 2.7%	\$136,408	+ 11.8%
Jul-2017	\$199,583	+ 1.3%	\$126,966	- 32.7%
Aug-2017	\$195,576	+ 3.0%	\$148,920	+ 13.7%
Sep-2017	\$195,504	+ 5.6%	\$137,826	- 14.5%
Oct-2017	\$193,066	+ 3.4%	\$121,457	+ 5.9%
Nov-2017	\$195,313	+ 2.6%	\$156,697	- 4.1%
Dec-2017	\$190,581	- 1.6%	\$153,646	- 4.0%
Jan-2018	\$191,031	+ 4.1%	\$138,670	+ 9.5%
12-Month Avg*	\$193,939	+ 3.7%	\$135,156	- 8.9%

* Avg. Sales Price for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

Historical Average Sales Price by Month



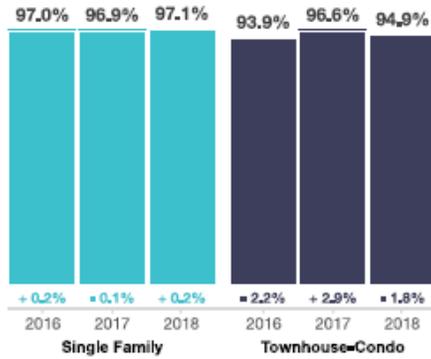
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Percent of List Price Received

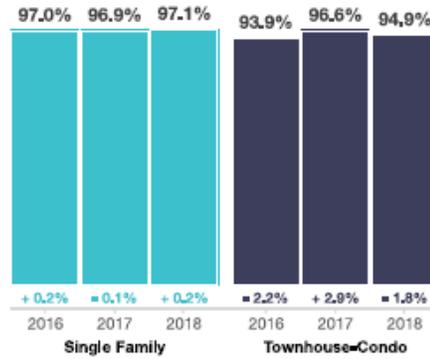
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



January



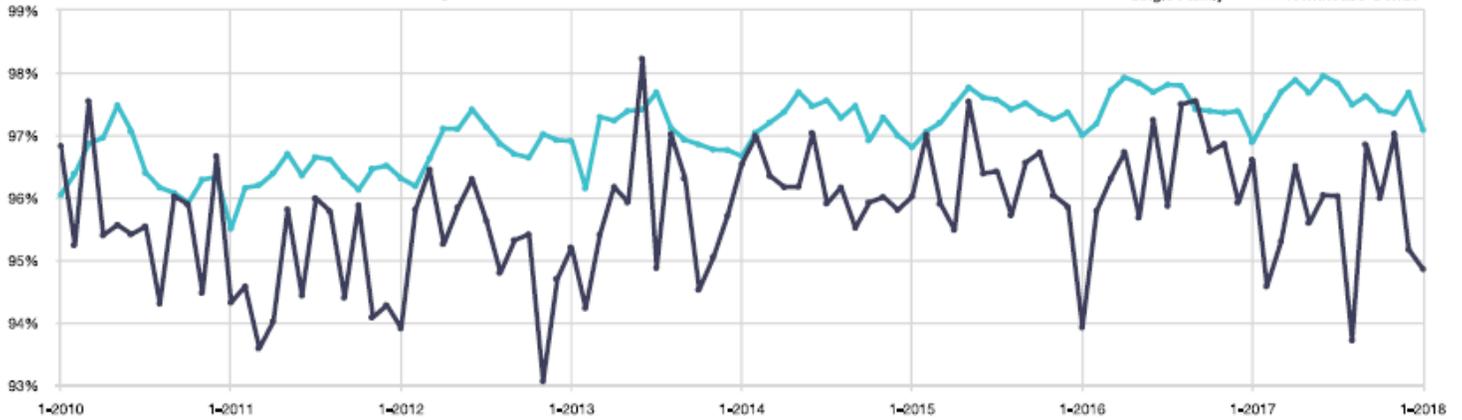
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse=Condo	Year-Over-Year Change
Feb-2017	97.3%	+ 0.1%	94.6%	- 1.3%
Mar-2017	97.7%	0.0%	95.3%	- 1.0%
Apr-2017	97.9%	0.0%	96.5%	- 0.2%
May-2017	97.7%	- 0.1%	95.6%	- 0.1%
Jun-2017	98.0%	+ 0.3%	96.0%	- 1.2%
Jul-2017	97.8%	0.0%	96.0%	+ 0.1%
Aug-2017	97.5%	- 0.3%	93.7%	- 3.9%
Sep-2017	97.6%	+ 0.2%	96.9%	- 0.7%
Oct-2017	97.4%	0.0%	96.0%	- 0.7%
Nov-2017	97.3%	- 0.1%	97.0%	+ 0.1%
Dec-2017	97.7%	+ 0.3%	95.2%	- 0.7%
Jan-2018	97.1%	+ 0.2%	94.9%	- 1.8%
12-Month Avg*	97.6%	+ 0.0%	95.6%	- 1.0%

* Pct. of List Price Received for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month



Current as of February 7, 2018. All data from MLSOK. Report © 2018 ShowingTime. | 10

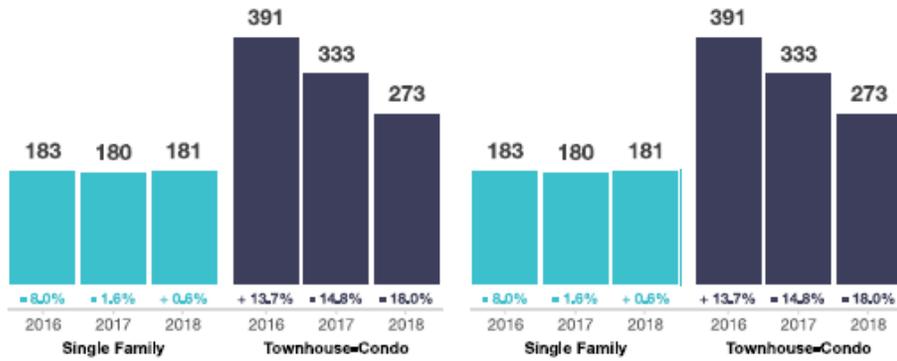
Housing Affordability Index

This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



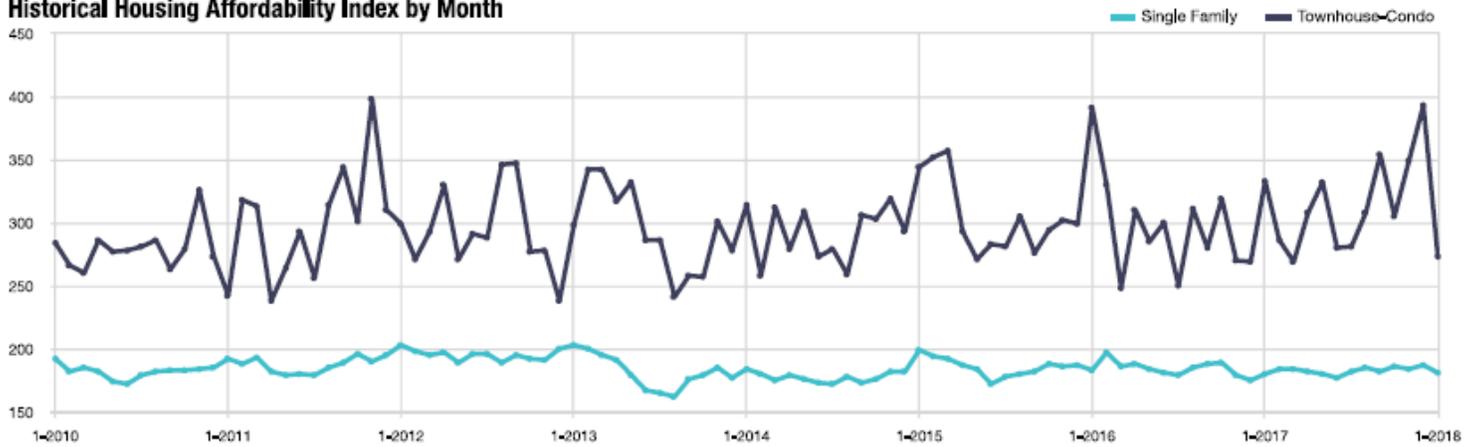
January

Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Feb-2017	184	-6.6%	286	-13.3%
Mar-2017	184	-1.1%	269	+8.5%
Apr-2017	182	-3.2%	308	-0.6%
May-2017	180	-2.2%	332	+16.5%
Jun-2017	177	-2.2%	280	-6.7%
Jul-2017	182	+1.7%	281	+12.4%
Aug-2017	185	0.0%	308	-1.0%
Sep-2017	182	-3.2%	354	+26.4%
Oct-2017	186	-1.6%	305	-4.4%
Nov-2017	184	+2.8%	349	+29.3%
Dec-2017	187	+6.9%	393	+46.1%
Jan-2018	181	+0.6%	273	-18.0%
12-Month Avg	183	-0.5%	312	+6.8%

Historical Housing Affordability Index by Month

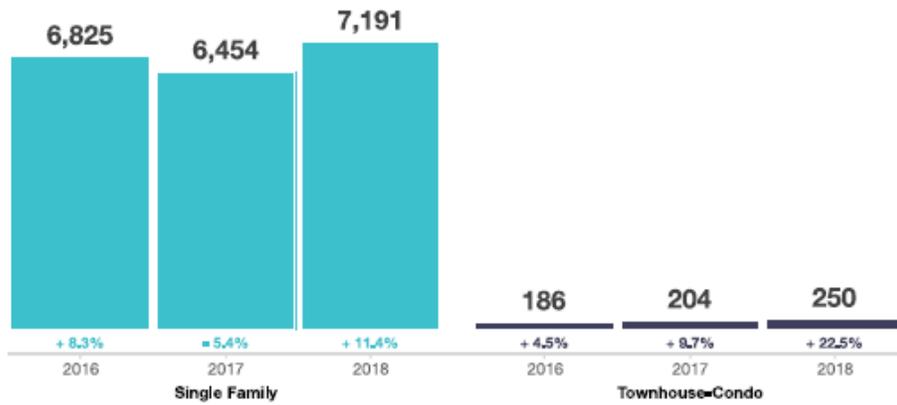


Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.

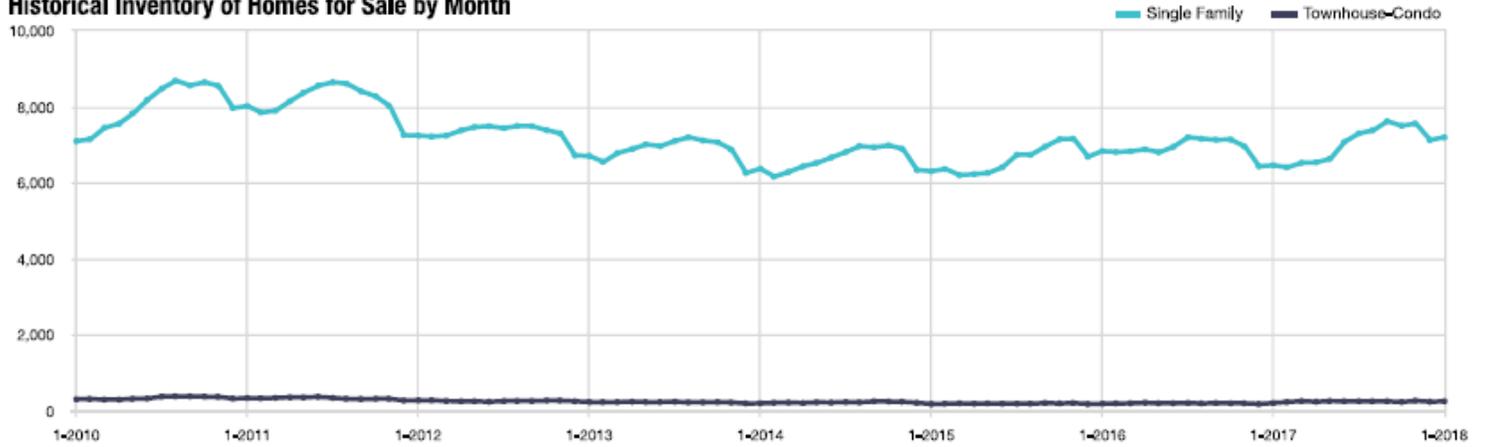


January



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Feb-2017	6,405	- 5.9%	231	+ 18.5%
Mar-2017	6,515	- 4.5%	256	+ 28.0%
Apr-2017	6,532	- 5.0%	236	+ 10.3%
May-2017	6,620	- 2.6%	257	+ 28.5%
Jun-2017	7,070	+ 1.9%	251	+ 26.1%
Jul-2017	7,294	+ 1.4%	254	+ 22.7%
Aug-2017	7,373	+ 3.1%	250	+ 26.9%
Sep-2017	7,608	+ 6.8%	255	+ 23.8%
Oct-2017	7,494	+ 5.0%	231	+ 16.7%
Nov-2017	7,554	+ 8.7%	265	+ 30.5%
Dec-2017	7,118	+ 10.8%	241	+ 33.1%
Jan-2018	7,191	+ 11.4%	250	+ 22.5%
12-Month Avg	7,065	+ 2.6%	248	+ 24.0%

Historical Inventory of Homes for Sale by Month



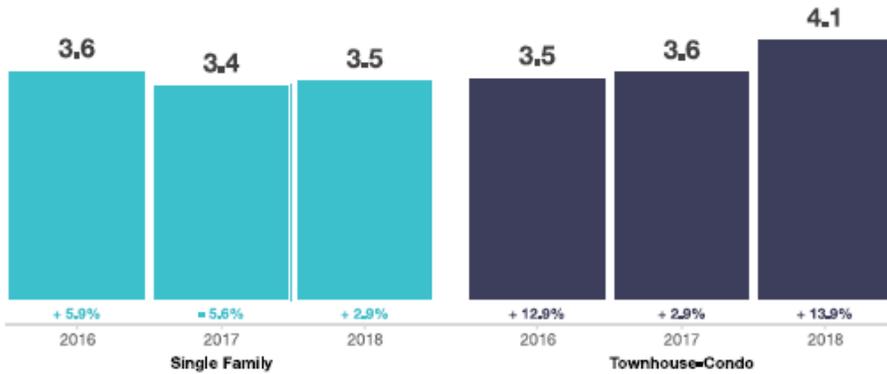
Current as of February 7, 2018. All data from MLSOK, Report © 2018 ShowingTime. | 12

Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



January



Months Supply	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Feb-2017	3,4	- 5,6%	4,2	+ 16,7%
Mar-2017	3,4	- 5,6%	4,6	+ 27,8%
Apr-2017	3,4	- 5,6%	4,0	0,0%
May-2017	3,4	- 5,6%	4,4	+ 22,2%
Jun-2017	3,6	- 2,7%	4,3	+ 19,4%
Jul-2017	3,7	- 2,6%	4,4	+ 18,9%
Aug-2017	3,7	- 2,6%	4,3	+ 19,4%
Sep-2017	3,9	+ 2,6%	4,4	+ 18,9%
Oct-2017	3,7	- 2,6%	3,9	+ 11,4%
Nov-2017	3,8	+ 2,7%	4,5	+ 25,0%
Dec-2017	3,5	+ 2,9%	4,0	+ 25,0%
Jan-2018	3,5	+ 2,9%	4,1	+ 13,9%
12-Month Avg*	3,6	- 1,8%	4,3	+ 18,2%

* Months Supply for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



Current as of February 7, 2018. All data from MLSOK, Report © 2018 ShowingTime. | 13

All Properties Combined

Key metrics by report month and for year-to-date (YTD) starting from the first of the year,



Key Metrics	Historical Sparkbars	1-2017	1-2018	% Change	YTD 2017	YTD 2018	% Change
New Listings		2,376	2,799	+ 17,8%	2,376	2,799	+ 17,8%
Pending Sales		1,692	2,056	+ 21,5%	1,692	2,056	+ 21,5%
Closed Sales		1,317	1,414	+ 7,4%	1,317	1,414	+ 7,4%
Days on Market Until Sale		66	63	- 4,5%	66	63	- 4,5%
Median Sales Price		\$158,000	\$157,000	- 0,6%	\$158,000	\$157,000	- 0,6%
Average Sales Price		\$182,115	\$189,491	+ 4,1%	\$182,115	\$189,491	+ 4,1%
Percent of List Price Received		96,9%	97,0%	+ 0,1%	96,9%	97,0%	+ 0,1%
Housing Affordability Index		181	183	+ 1,1%	181	183	+ 1,1%
Inventory of Homes for Sale		6,658	7,441	+ 11,8%	—	—	—
Months Supply of Inventory		3,4	3,5	+ 2,9%	—	—	—