



## November 2017 Residential Sales

Date: December 12, 2017  
RE: For immediate Release

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

### Quick Facts

<b>+ 10.8%</b>	<b>+ 1.2%</b>	<b>+ 14.8%</b>
Year-Over-Year Change in <b>Closed Sales</b> All Properties	Year-Over-Year Change in <b>Median Sales Price</b> All Properties	Year-Over-Year Change in <b>Homes for Sale</b> All Properties

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

The facts of residential real estate have remained consistent in 2017. In year-over-year comparisons, the number of homes for sale has been fewer in most locales, and homes have been selling in fewer days for higher prices. This hasn't always been true, but it has been a common enough storyline to make it an overarching trend for the year.

New Listings increased 23.6 percent for Single Family homes and 48.4 percent for Townhouse-Condo homes. Pending Sales increased 16.5 percent for Single Family homes and 22.9 percent for Townhouse-Condo homes. Inventory increased 14.3 percent for Single Family homes and 32.0 percent for Townhouse-Condo homes.

#### Months' Supply of Inventory Increases



**Month's Supply of Inventory increased** 5.4 percent for Single Family homes and 25.0 percent for Townhouse-Condo homes.

#### Median Sales Price Increases



**Median Sales Price increased** 2.1 percent to \$164,700 for Single Family homes but decreased 18.1 percent to \$92,500 for Townhouse-Condo homes.

#### Average Days on Market Lengthens



**Days on Market increased** 1.8 percent for Single Family homes but increased 13.8 percent for Townhouse-Condo homes.

New tax legislation could have ramifications on housing. The White House believes that the tax reform bill will have a small impact on home prices, lowering them by less than 4 percent, and could conceivably boost homeownership. The National Association of REALTORS® has stated that eliminating the mortgage interest deduction could hurt housing, as the doubled standard deduction would reduce the desire to take out a mortgage and itemize the interest associated with it, thus reducing demand. This is a developing story.



Below you will find copies of the MLS Statistical Reports for

**November 2017**

**PLEASE NOTE**

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Based on information from MLSOK, Inc for the period **(11/01/2017) through (11/30/2017)**, 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 **November 2017** as compared to **October 2017** and **November 2016**. These statistics are supplied by MLSOK, Inc.

Should you have any questions, please email [statistics@okcmar.org](mailto:statistics@okcmar.org).

	<b>November 2017</b>	<b>October 2017</b>	<b>November 2016</b>
<b>TOTAL CLOSED</b>	1697	1813	1548
<b>TOTAL \$ VOLUME</b>	\$ 329,092,403	\$ 345,173,221	\$ 290,989,985
<b>AVERAGE PRICE</b>	\$ 193,926	\$ 190,388	\$ 188,100
<b>MEDIAN PRICE</b>	\$ 161,480	\$ 158,000	\$ 159,900
<b>% SELLING PRICE TO LIST PRICE</b>	97 %	97 %	97 %
<b>DAYS ON MARKET</b>	58	55	56
<b>NUMBER OF LISTINGS</b>	7691	7963	7775

<b>TOTAL CLOSED</b>	1697
<b>TOTAL \$ VOLUME</b>	\$ 329,092,403
<b>AVERAGE SELLING PRICE</b>	\$ 193,926
<b>% SELLING PRICE TO LIST PRICE</b>	97 %
<b>MEDIAN PRICE</b>	\$ 161,480
<b>AVERAGE DAYS ON MARKET</b>	58
<b># OF ACTIVE LISTINGS CURRENTLY</b>	7691
<b>TOTAL UNDER CONTRACT (Pending)</b>	1274
<b>AVERAGE VALUE (Pending)</b>	\$ 193,967



**RESIDENTIAL PROPERTY TYPES INCLUDE THE FOLLOWING:**

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

<b>MONTH</b>	<b>TOTAL CLOSED</b>	<b>DOLLAR VOLUME</b>	<b>RESIDENTIAL LISTINGS PROCESSED</b>
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
October	1813	\$ 345,173,221	3255
November	1697	\$ 329,092,403	2971

## All MLSOK

### Entire MLSOK Market Area

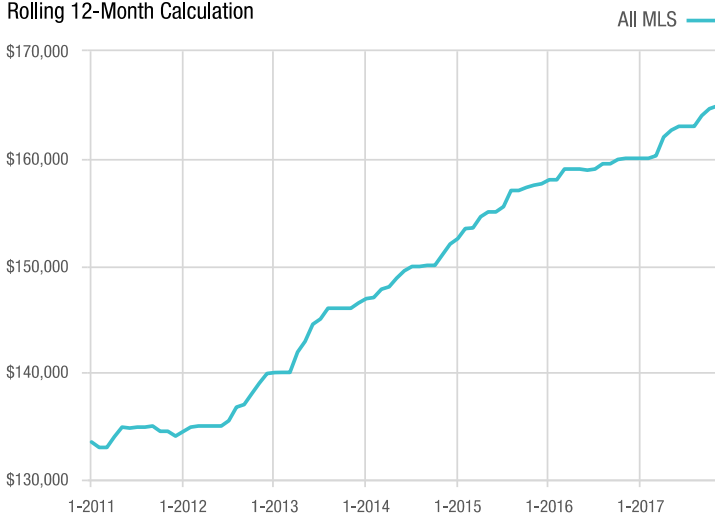
Single Family	November			Year to Date		
	2016	2017	% Change	Thru 11-2016	Thru 11-2017	% Change
New Listings	1,980	<b>2,447</b>	+ 23.6%	28,367	<b>30,620</b>	+ 7.9%
Pending Sales	1,585	<b>1,847</b>	+ 16.5%	21,421	<b>23,041</b>	+ 7.6%
Closed Sales	1,575	<b>1,744</b>	+ 10.7%	21,077	<b>22,082</b>	+ 4.8%
Days on Market Until Sale	56	<b>57</b>	+ 1.8%	56	<b>56</b>	0.0%
Median Sales Price*	\$161,387	<b>\$164,700</b>	+ 2.1%	\$160,000	<b>\$165,000</b>	+ 3.1%
Average Sales Price*	\$190,344	<b>\$195,193</b>	+ 2.5%	\$186,367	<b>\$193,813</b>	+ 4.0%
Percent of List Price Received*	97.4%	<b>97.3%</b>	- 0.1%	97.6%	<b>97.6%</b>	0.0%
Inventory of Homes for Sale	6,967	<b>7,964</b>	+ 14.3%	—	—	—
Months Supply of Inventory	3.7	<b>3.9</b>	+ 5.4%	—	—	—

Townhouse-Condo	November			Year to Date		
	2016	2017	% Change	Thru 11-2016	Thru 11-2017	% Change
New Listings	64	<b>95</b>	+ 48.4%	875	<b>979</b>	+ 11.9%
Pending Sales	35	<b>43</b>	+ 22.9%	640	<b>676</b>	+ 5.6%
Closed Sales	50	<b>56</b>	+ 12.0%	649	<b>649</b>	0.0%
Days on Market Until Sale	58	<b>50</b>	- 13.8%	50	<b>55</b>	+ 10.0%
Median Sales Price*	\$113,000	<b>\$92,500</b>	- 18.1%	\$111,750	<b>\$104,900</b>	- 6.1%
Average Sales Price*	\$163,333	<b>\$161,332</b>	- 1.2%	\$145,482	<b>\$133,464</b>	- 8.3%
Percent of List Price Received*	96.9%	<b>97.2%</b>	+ 0.3%	96.5%	<b>95.8%</b>	- 0.7%
Inventory of Homes for Sale	203	<b>268</b>	+ 32.0%	—	—	—
Months Supply of Inventory	3.6	<b>4.5</b>	+ 25.0%	—	—	—

\* 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.

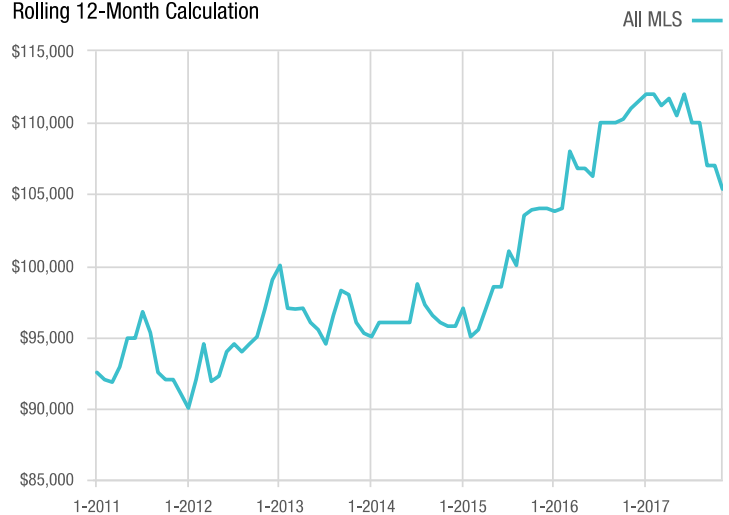
### Median Sales Price - Single Family

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.

## November 2017

The facts of residential real estate have remained consistent in 2017. In year-over-year comparisons, the number of homes for sale has been fewer in most locales, and homes have been selling in fewer days for higher prices. This hasn't always been true, but it has been a common enough storyline to make it an overarching trend for the year.

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New tax legislation could have ramifications on housing. The White House believes that the tax reform bill will have a small impact on home prices, lowering them by less than 4 percent, and could conceivably boost homeownership. The National Association of REALTORS® has stated that eliminating the mortgage interest deduction could hurt housing, as the doubled standard deduction would reduce the desire to take out a mortgage and itemize the interest associated with it, thus reducing demand. This is a developing story.

## Quick Facts

+ 10.8%	+ 1.2%	+ 14.8%
Year-Over-Year Change in <b>Closed Sales</b> All Properties	Year-Over-Year Change in <b>Median Sales Price</b> All Properties	Year-Over-Year Change in <b>Homes for Sale</b> All Properties

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

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# 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	11-2016	11-2017	% Change	YTD 2016	YTD 2017	% Change
<b>New Listings</b>		1,980	<b>2,447</b>	+ 23.6%	28,367	<b>30,620</b>	+ 7.9%
<b>Pending Sales</b>		1,585	<b>1,847</b>	+ 16.5%	21,421	<b>23,041</b>	+ 7.6%
<b>Closed Sales</b>		1,575	<b>1,744</b>	+ 10.7%	21,077	<b>22,082</b>	+ 4.8%
<b>Days on Market Until Sale</b>		56	<b>57</b>	+ 1.8%	56	<b>56</b>	0.0%
<b>Median Sales Price</b>		\$161,387	<b>\$164,700</b>	+ 2.1%	\$160,000	<b>\$165,000</b>	+ 3.1%
<b>Average Sales Price</b>		\$190,344	<b>\$195,193</b>	+ 2.5%	\$186,367	<b>\$193,813</b>	+ 4.0%
<b>Percent of List Price Received</b>		97.4%	<b>97.3%</b>	- 0.1%	97.6%	<b>97.6%</b>	0.0%
<b>Housing Affordability Index</b>		179	<b>177</b>	- 1.1%	180	<b>177</b>	- 1.7%
<b>Inventory of Homes for Sale</b>		6,967	<b>7,964</b>	+ 14.3%	—	<b>—</b>	—
<b>Months Supply of Inventory</b>		3.7	<b>3.9</b>	+ 5.4%	—	<b>—</b>	—

# 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	11-2016	11-2017	% Change	YTD 2016	YTD 2017	% Change
<b>New Listings</b>		64	95	+ 48.4%	875	979	+ 11.9%
<b>Pending Sales</b>		35	43	+ 22.9%	640	676	+ 5.6%
<b>Closed Sales</b>		50	56	+ 12.0%	649	649	0.0%
<b>Days on Market Until Sale</b>		58	50	- 13.8%	50	55	+ 10.0%
<b>Median Sales Price</b>		\$113,000	\$92,500	- 18.1%	\$111,750	\$104,900	- 6.1%
<b>Average Sales Price</b>		\$163,333	\$161,332	- 1.2%	\$145,482	\$133,464	- 8.3%
<b>Percent of List Price Received</b>		96.9%	97.2%	+ 0.3%	96.5%	95.8%	- 0.7%
<b>Housing Affordability Index</b>		270	331	+ 22.6%	274	292	+ 6.6%
<b>Inventory of Homes for Sale</b>		203	268	+ 32.0%	—	—	—
<b>Months Supply of Inventory</b>		3.6	4.5	+ 25.0%	—	—	—

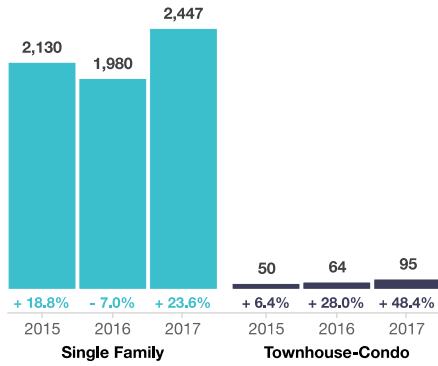


# New Listings

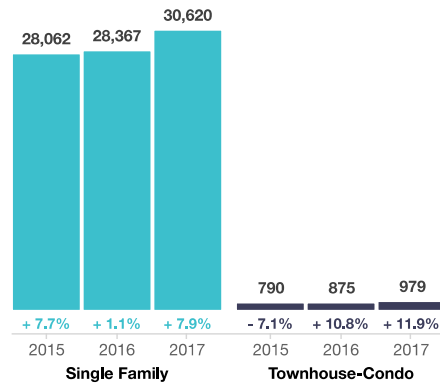
A count of the properties that have been newly listed on the market in a given month.



## November

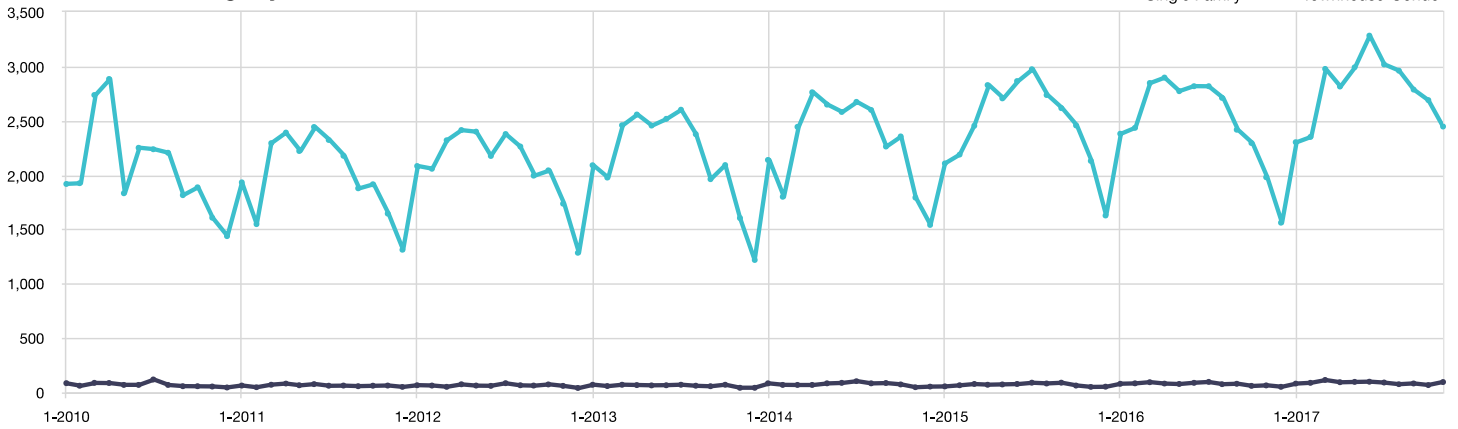


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Dec-2016	1,561	- 4.1%	51	- 1.9%
Jan-2017	2,302	- 3.3%	81	+ 2.5%
Feb-2017	2,351	- 3.4%	88	+ 6.0%
Mar-2017	2,976	+ 4.5%	114	+ 21.3%
Apr-2017	2,814	- 2.9%	93	+ 14.8%
May-2017	2,992	+ 7.9%	96	+ 24.7%
Jun-2017	3,283	+ 16.5%	98	+ 11.4%
Jul-2017	3,018	+ 7.1%	90	- 6.3%
Aug-2017	2,961	+ 9.3%	75	0.0%
Sep-2017	2,787	+ 15.3%	82	+ 3.8%
Oct-2017	2,689	+ 17.2%	67	+ 13.6%
<b>Nov-2017</b>	<b>2,447</b>	<b>+ 23.6%</b>	<b>95</b>	<b>+ 48.4%</b>
12-Month Avg	2,682	+ 7.3%	86	+ 11.7%

## Historical New Listings by Month



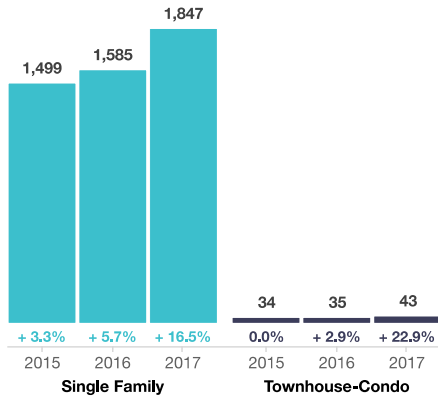
Current as of December 7, 2017. All data from MLSOK. Report © 2017 ShowingTime. | 4

# Pending Sales

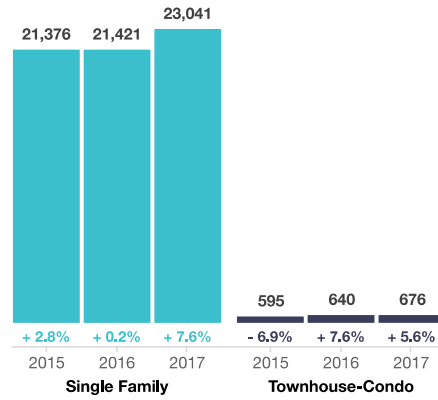
A count of the properties on which offers have been accepted in a given month.



## November

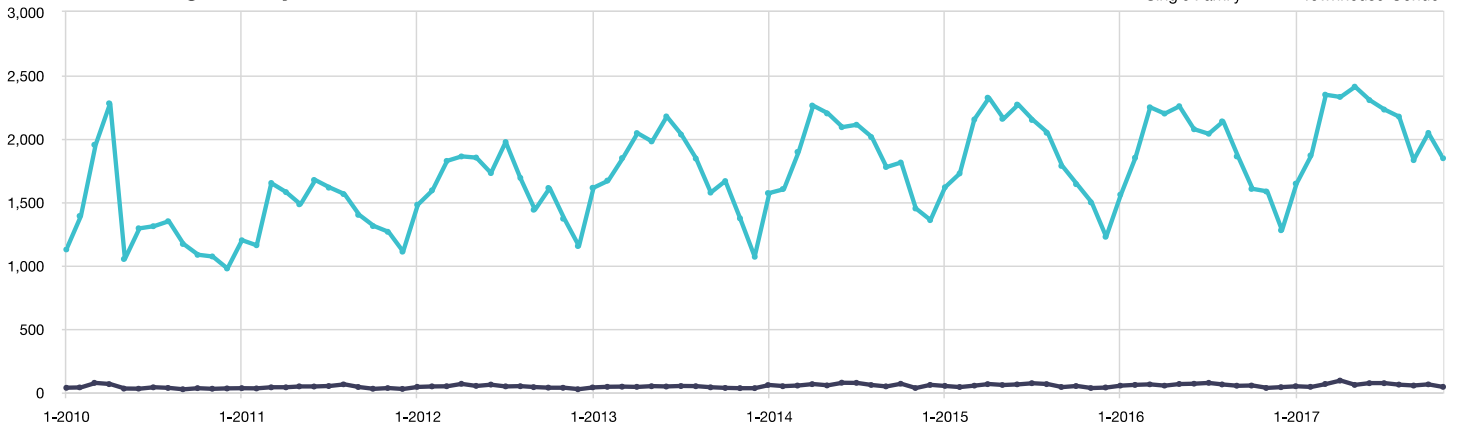


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Dec-2016	1,279	+ 4.2%	41	+ 7.9%
Jan-2017	1,647	+ 5.6%	48	- 9.4%
Feb-2017	1,869	+ 1.0%	43	- 27.1%
Mar-2017	2,348	+ 4.4%	66	+ 4.8%
Apr-2017	2,330	+ 6.0%	93	+ 75.5%
May-2017	2,411	+ 6.8%	59	- 10.6%
Jun-2017	2,305	+ 11.0%	73	+ 7.4%
Jul-2017	2,231	+ 9.4%	73	- 2.7%
Aug-2017	2,175	+ 1.7%	61	- 1.6%
Sep-2017	1,832	- 1.6%	54	+ 3.8%
Oct-2017	2,046	+ 27.5%	63	+ 16.7%
<b>Nov-2017</b>	<b>1,847</b>	<b>+ 16.5%</b>	<b>43</b>	<b>+ 22.9%</b>
12-Month Avg	2,027	+ 7.4%	60	+ 5.3%

## Historical Pending Sales by Month



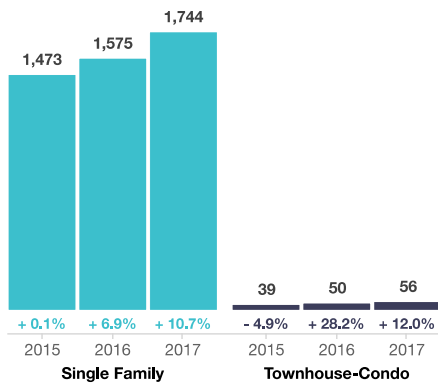
Current as of December 7, 2017. All data from MLSOK. Report © 2017 ShowingTime. | 5

# Closed Sales

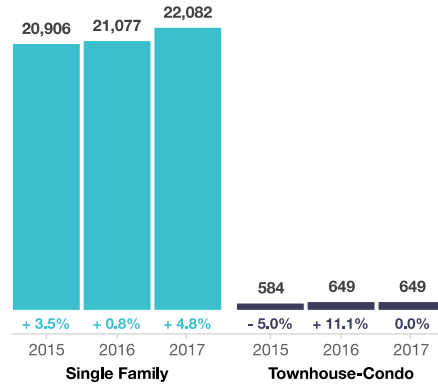
A count of the actual sales that closed in a given month.



## November

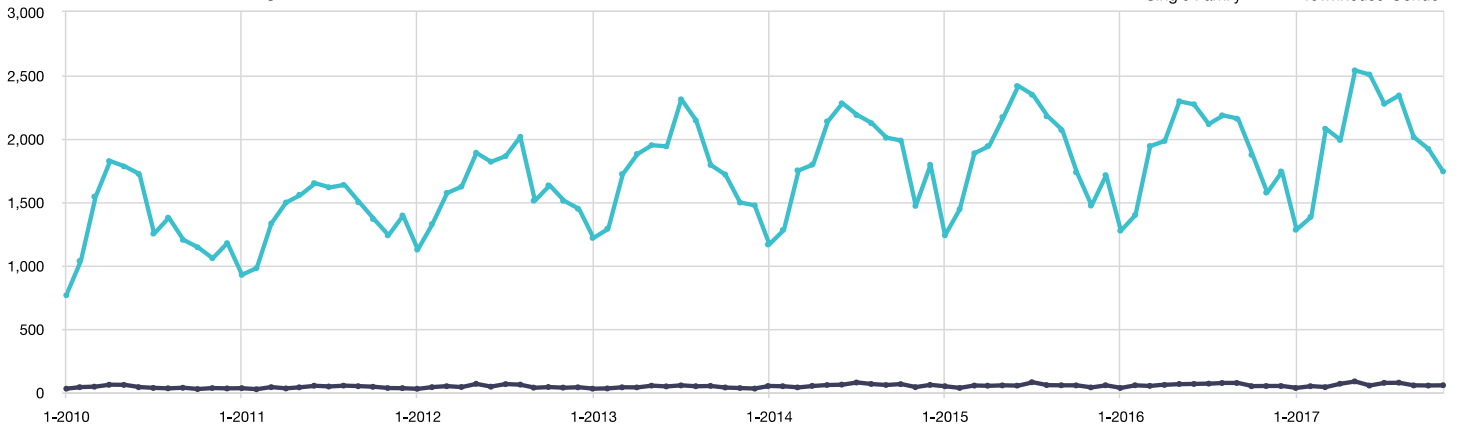


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Dec-2016	1,742	+ 1.6%	50	- 10.7%
Jan-2017	1,283	+ 0.6%	35	0.0%
Feb-2017	1,384	- 1.1%	49	- 12.5%
Mar-2017	2,080	+ 7.1%	41	- 19.6%
Apr-2017	1,991	+ 0.4%	68	+ 15.3%
May-2017	2,540	+ 10.6%	86	+ 30.3%
Jun-2017	2,507	+ 10.3%	54	- 18.2%
Jul-2017	2,276	+ 7.6%	75	+ 8.7%
Aug-2017	2,342	+ 7.2%	76	+ 2.7%
Sep-2017	2,014	- 6.7%	55	- 25.7%
Oct-2017	1,921	+ 2.5%	54	+ 10.2%
<b>Nov-2017</b>	<b>1,744</b>	<b>+ 10.7%</b>	<b>56</b>	<b>+ 12.0%</b>
12-Month Avg	1,985	+ 4.5%	58	- 1.7%

## Historical Closed Sales by Month



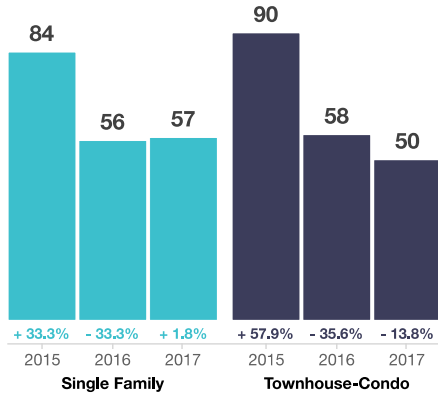
Current as of December 7, 2017. All data from MLSOK. Report © 2017 ShowingTime. | 6

# Days on Market Until Sale

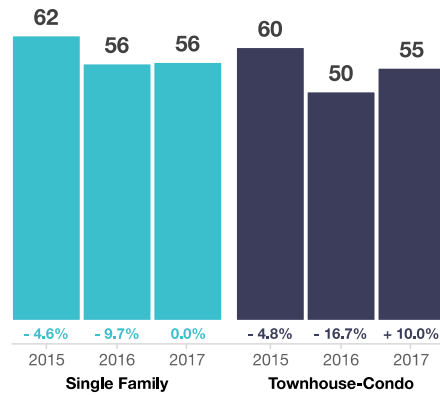
Average number of days between when a property is listed and when an offer is accepted in a given month.



## November



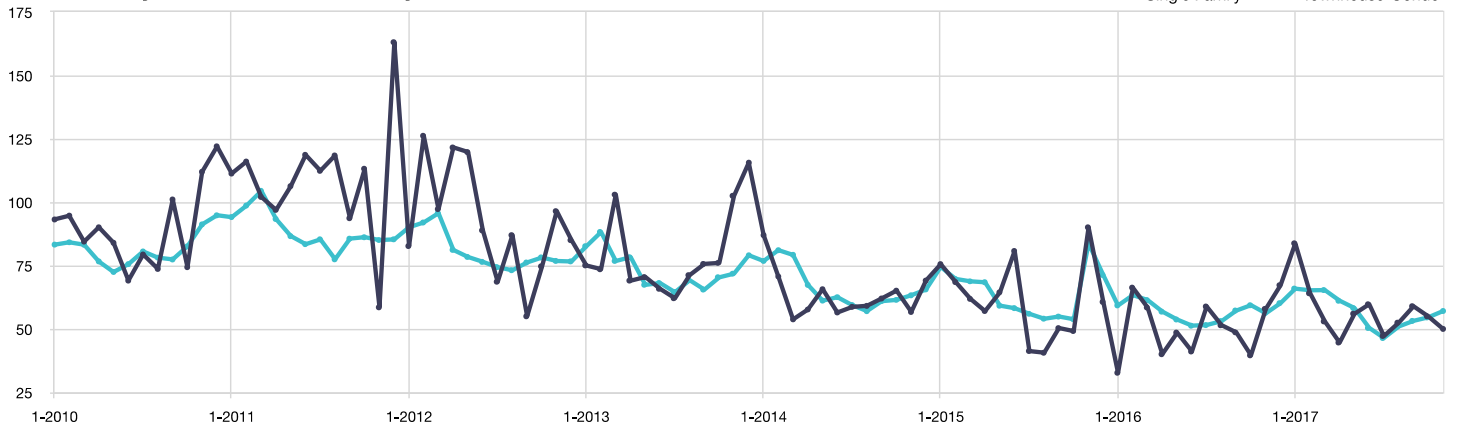
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Dec-2016	60	-15.5%	67	+9.8%
Jan-2017	66	+11.9%	84	+154.5%
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%
<b>Nov-2017</b>	<b>57</b>	<b>+1.8%</b>	<b>50</b>	<b>-13.8%</b>
12-Month Avg*	57	-1.3%	56	+10.4%

\* Days on Market for all properties from December 2016 through November 2017. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month



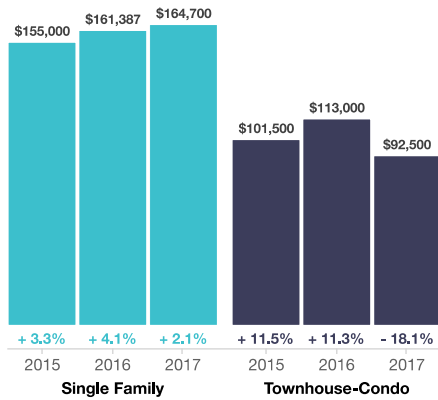
Current as of December 7, 2017. All data from MLSOK. Report © 2017 ShowingTime. | 7

# Median Sales Price

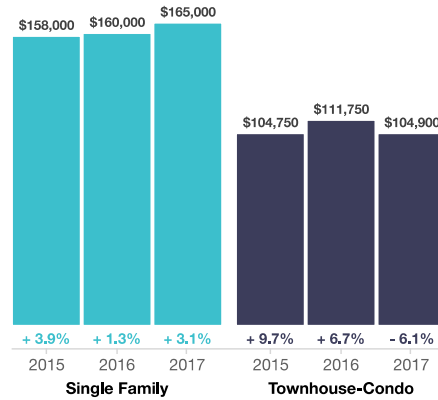
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## November



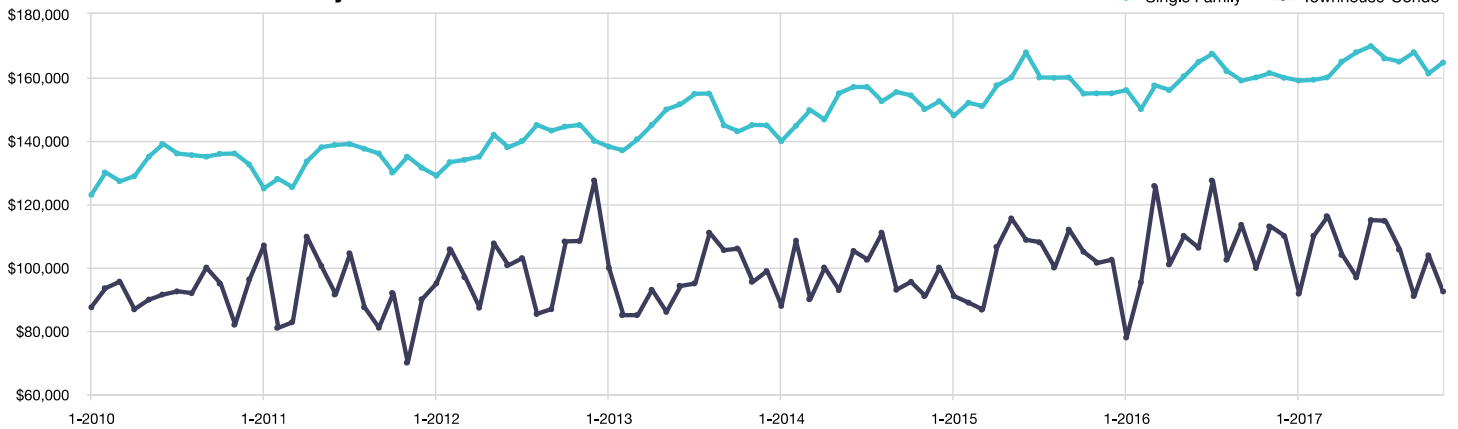
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Dec-2016	\$159,900	+ 3.2%	\$110,000	+ 7.3%
Jan-2017	\$159,000	+ 1.9%	\$91,750	+ 17.7%
Feb-2017	\$159,263	+ 6.2%	\$110,000	+ 15.4%
Mar-2017	\$160,000	+ 1.6%	\$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	\$166,000	- 0.9%	\$114,750	- 10.0%
Aug-2017	\$165,000	+ 1.9%	\$105,700	+ 3.1%
Sep-2017	\$167,950	+ 5.6%	\$91,000	- 19.8%
Oct-2017	\$161,250	+ 0.8%	\$103,855	+ 4.0%
<b>Nov-2017</b>	<b>\$164,700</b>	<b>+ 2.1%</b>	<b>\$92,500</b>	<b>- 18.1%</b>
12-Month Avg*	\$164,900	+ 3.1%	\$105,350	- 5.1%

\* Median Sales Price for all properties from December 2016 through November 2017. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



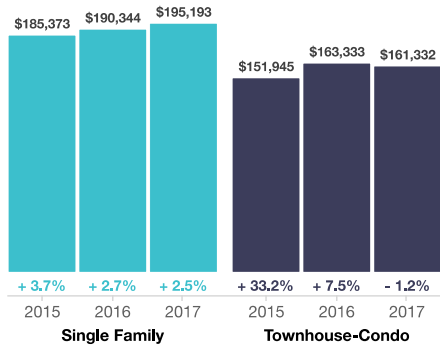
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# Average Sales Price

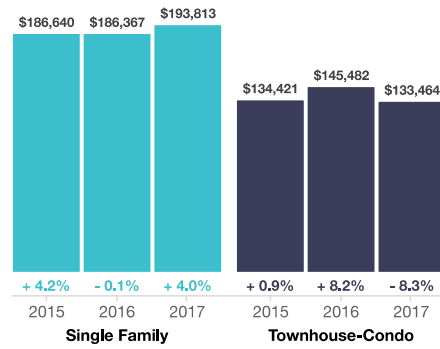
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## November



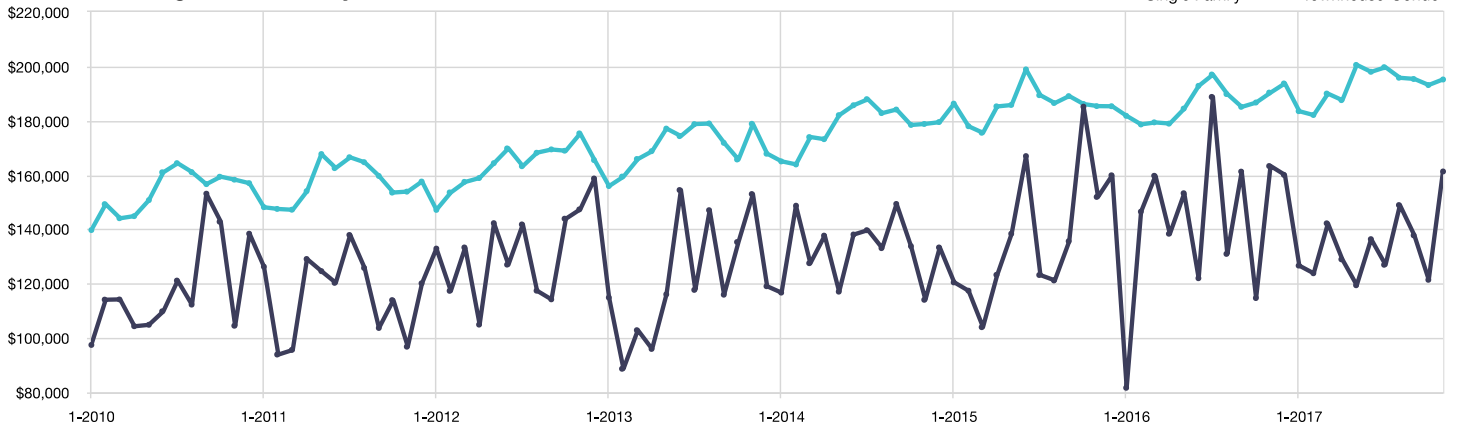
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Dec-2016	\$193,711	+ 4.5%	\$160,049	+ 0.1%
Jan-2017	\$183,507	+ 0.9%	\$126,645	+ 55.0%
Feb-2017	\$182,093	+ 1.9%	\$123,844	- 15.5%
Mar-2017	\$189,987	+ 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	\$197,989	+ 2.7%	\$136,408	+ 11.8%
Jul-2017	\$199,688	+ 1.4%	\$126,966	- 32.7%
Aug-2017	\$195,794	+ 3.1%	\$148,920	+ 13.7%
Sep-2017	\$195,353	+ 5.5%	\$137,826	- 14.5%
Oct-2017	\$193,138	+ 3.5%	\$121,457	+ 5.9%
<b>Nov-2017</b>	<b>\$195,193</b>	<b>+ 2.5%</b>	<b>\$161,332</b>	<b>- 1.2%</b>
12-Month Avg*	\$193,805	+ 4.0%	\$135,486	- 7.6%

\* Avg. Sales Price for all properties from December 2016 through November 2017. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



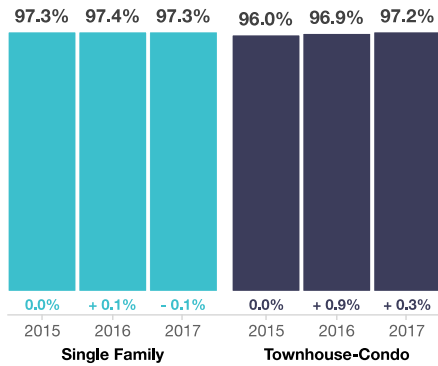
Current as of December 7, 2017. All data from MLSOK. Report © 2017 ShowingTime. | 9

# Percent of List Price Received

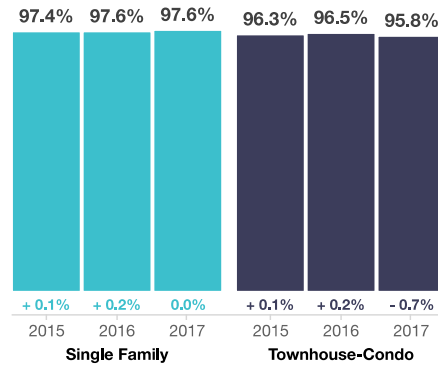
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## November



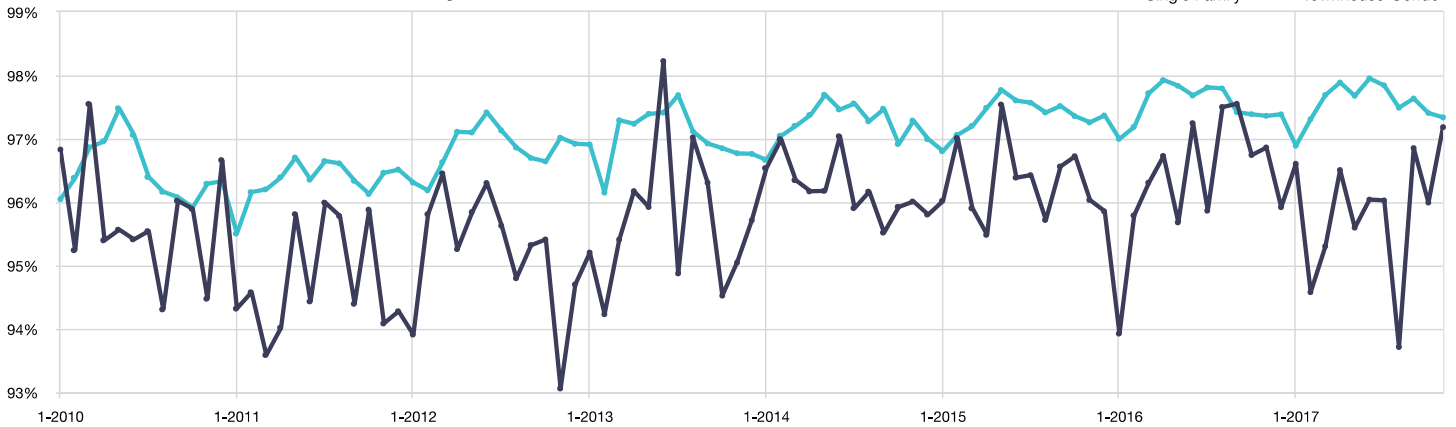
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Dec-2016	97.4%	0.0%	95.9%	0.0%
Jan-2017	96.9%	- 0.1%	96.6%	+ 2.9%
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%
<b>Nov-2017</b>	<b>97.3%</b>	<b>- 0.1%</b>	<b>97.2%</b>	<b>+ 0.3%</b>
12-Month Avg*	97.6%	+ 0.0%	95.8%	- 0.7%

\* Pct. of List Price Received for all properties from December 2016 through November 2017. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month



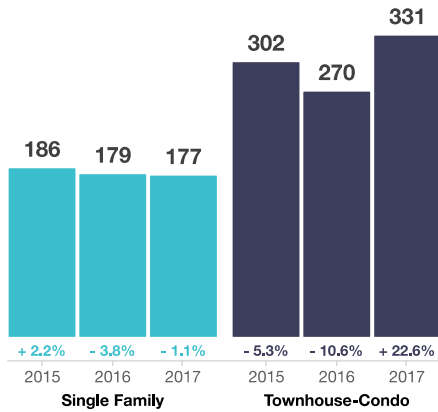
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# Housing Affordability Index

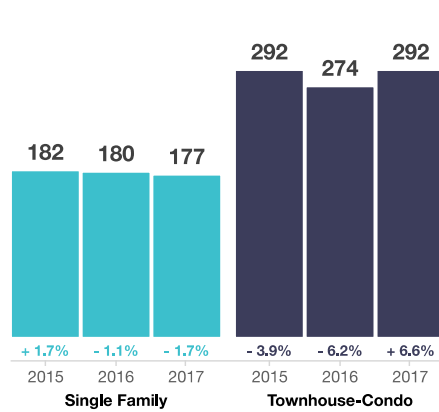
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## November

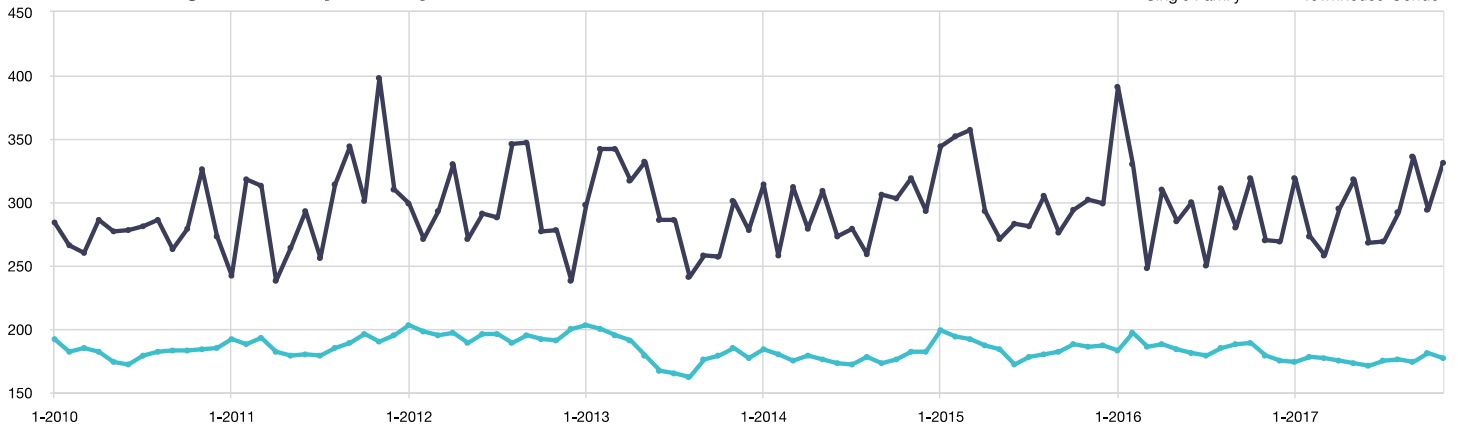


## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Dec-2016	175	- 6.4%	269	- 10.0%
Jan-2017	174	- 4.9%	319	- 18.4%
Feb-2017	178	- 9.6%	273	- 17.3%
Mar-2017	177	- 4.8%	258	+ 4.0%
Apr-2017	175	- 6.9%	295	- 4.8%
May-2017	173	- 6.0%	318	+ 11.6%
Jun-2017	171	- 5.5%	268	- 10.7%
Jul-2017	175	- 2.2%	269	+ 7.6%
Aug-2017	176	- 4.9%	292	- 6.1%
Sep-2017	174	- 7.4%	336	+ 20.0%
Oct-2017	181	- 4.2%	294	- 7.8%
<b>Nov-2017</b>	<b>177</b>	<b>- 1.1%</b>	<b>331</b>	<b>+ 22.6%</b>
12-Month Avg	176	- 5.4%	294	- 1.7%

## Historical Housing Affordability Index by Month



Current as of December 7, 2017. All data from MLSOK. Report © 2017 ShowingTime. | 11

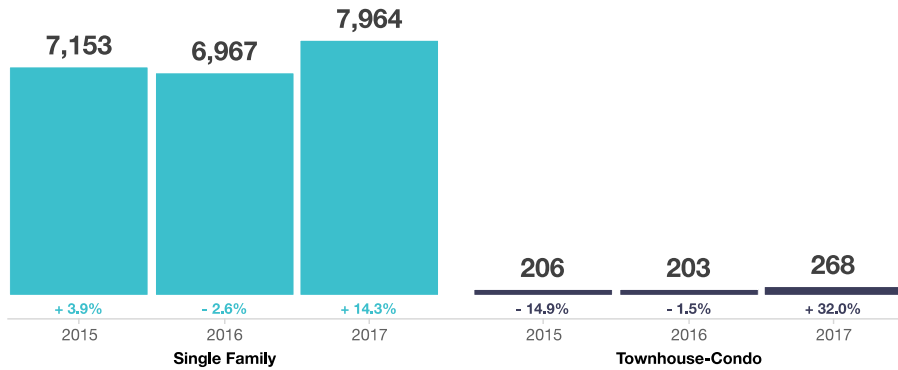


# Inventory of Homes for Sale

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

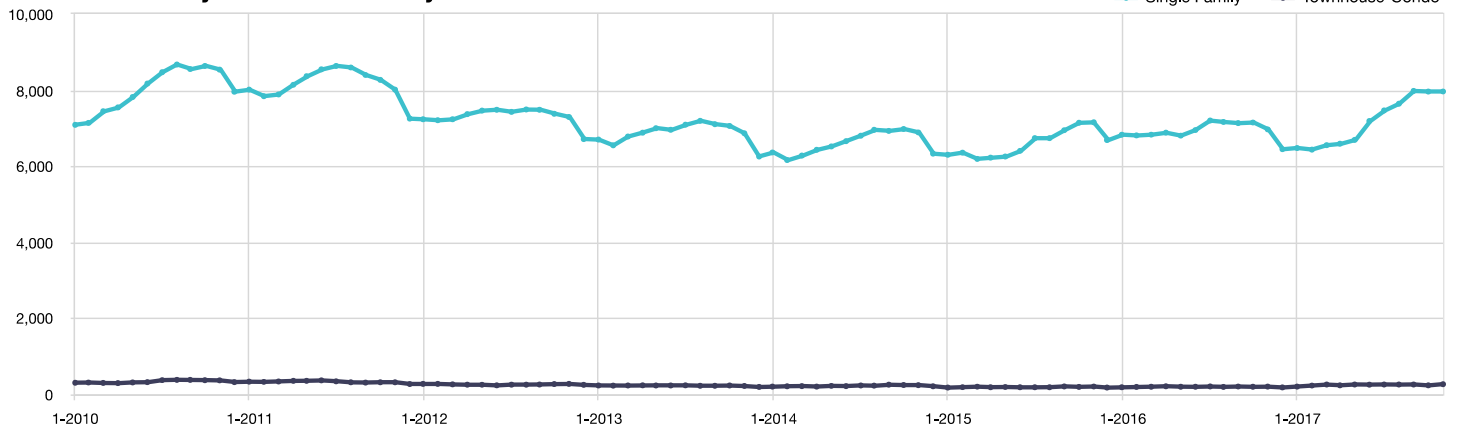


## November



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Dec-2016	6,445	- 3.6%	181	+ 1.7%
Jan-2017	6,477	- 5.1%	204	+ 9.7%
Feb-2017	6,435	- 5.5%	231	+ 18.5%
Mar-2017	6,552	- 4.0%	257	+ 28.5%
Apr-2017	6,590	- 4.2%	238	+ 11.2%
May-2017	6,692	- 1.6%	260	+ 30.0%
Jun-2017	7,187	+ 3.4%	255	+ 28.1%
Jul-2017	7,465	+ 3.7%	260	+ 25.6%
Aug-2017	7,643	+ 6.7%	257	+ 30.5%
Sep-2017	7,978	+ 11.8%	260	+ 26.2%
Oct-2017	7,963	+ 11.4%	237	+ 19.7%
<b>Nov-2017</b>	<b>7,964</b>	<b>+ 14.3%</b>	<b>268</b>	<b>+ 32.0%</b>
12-Month Avg	7,116	+ 2.4%	242	+ 21.6%

## Historical Inventory of Homes for Sale by Month



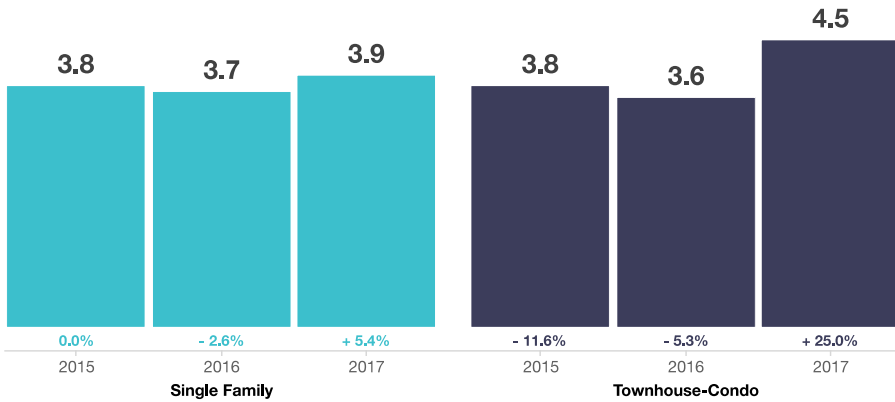
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# Months Supply of Inventory

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.



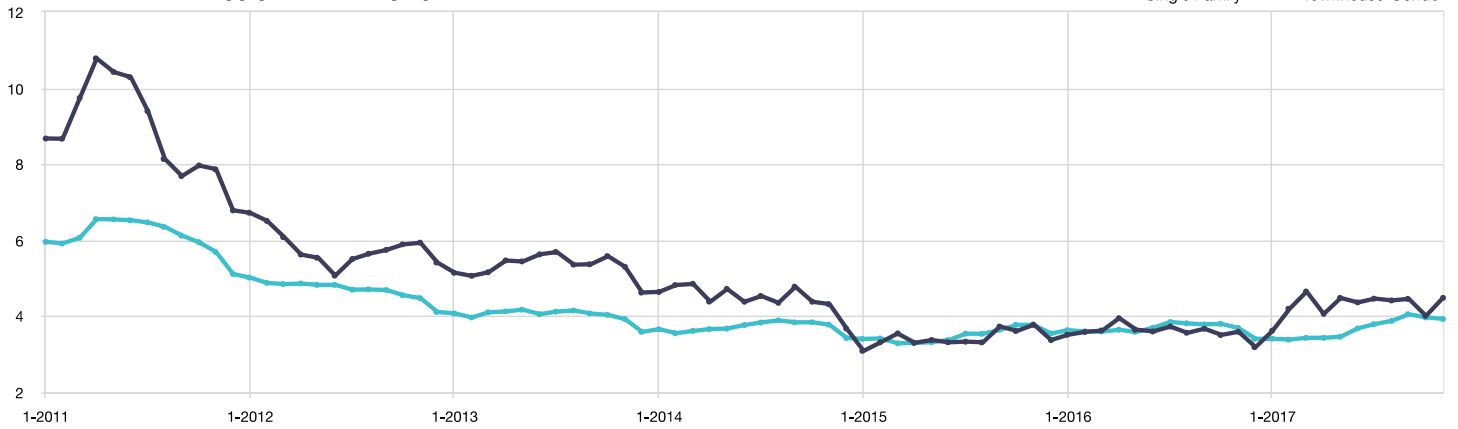
## November



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Dec-2016	3.4	-2.9%	3.2	-5.9%
Jan-2017	3.4	-5.6%	3.6	+2.9%
Feb-2017	3.4	-5.6%	4.2	+16.7%
Mar-2017	3.4	-5.6%	4.7	+30.6%
Apr-2017	3.4	-5.6%	4.1	+2.5%
May-2017	3.5	-2.8%	4.5	+25.0%
Jun-2017	3.7	0.0%	4.4	+22.2%
Jul-2017	3.8	-2.6%	4.5	+21.6%
Aug-2017	3.9	+2.6%	4.4	+22.2%
Sep-2017	4.1	+7.9%	4.5	+21.6%
Oct-2017	4.0	+5.3%	4.0	+14.3%
<b>Nov-2017</b>	<b>3.9</b>	<b>+5.4%</b>	<b>4.5</b>	<b>+25.0%</b>
12-Month Avg*	3.7	-1.0%	4.2	+16.2%

\* Months Supply for all properties from December 2016 through November 2017. This is not the average of the individual figures above.

## Historical Months Supply of Inventory by Month



Current as of December 7, 2017. All data from MLSOK. Report © 2017 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	11-2016	11-2017	% Change	YTD 2016	YTD 2017	% Change
<b>New Listings</b>		2,044	<b>2,542</b>	+ 24.4%	29,242	<b>31,599</b>	+ 8.1%
<b>Pending Sales</b>		1,620	<b>1,890</b>	+ 16.7%	22,061	<b>23,717</b>	+ 7.5%
<b>Closed Sales</b>		1,625	<b>1,800</b>	+ 10.8%	21,726	<b>22,731</b>	+ 4.6%
<b>Days on Market Until Sale</b>		56	<b>57</b>	+ 1.8%	56	<b>56</b>	0.0%
<b>Median Sales Price</b>		\$160,000	<b>\$161,900</b>	+ 1.2%	\$159,500	<b>\$163,000</b>	+ 2.2%
<b>Average Sales Price</b>		\$189,533	<b>\$194,279</b>	+ 2.5%	\$185,189	<b>\$192,191</b>	+ 3.8%
<b>Percent of List Price Received</b>		97.3%	<b>97.3%</b>	0.0%	97.6%	<b>97.6%</b>	0.0%
<b>Housing Affordability Index</b>		180	<b>180</b>	0.0%	180	<b>179</b>	- 0.6%
<b>Inventory of Homes for Sale</b>		7,170	<b>8,232</b>	+ 14.8%	—	<b>—</b>	—
<b>Months Supply of Inventory</b>		3.7	<b>3.9</b>	+ 5.4%	—	<b>—</b>	—