



October 2017 Residential Sales

Date: November 13, 2017
RE: For immediate Release

The following Real Estate statistics were collected by MLSOK, Inc., for the time frame **October 1, 2017 through October 31, 2017**. Below summarizes our regions monthly sales activity. For a full review please see report that follows.

Quick Facts

0.0% Year-Over-Year Change in Closed Sales All Properties	0.0% Year-Over-Year Change in Median Sales Price All Properties	+ 14.1% Year-Over-Year Change in Homes for Sale All Properties
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This is a research tool provided by MLSOK. Percent changes are calculated using rounded figures.

For residential real estate in 2017, the news has continued to provide a relative sense of calm for both buyers and sellers. The national unemployment rate registered in at 4.1 percent for October 2017, which means that joblessness has not been this low in the U.S. since December 2000. Another positive, mortgage rates have held steady at or near 3.9 percent. Historically, the average rate has been around 6.0 percent. These factors help to keep the pool of potential buyers full, even during the so- called off-season of home sales.

New Listings increased 19.7 percent for Single Family homes and 22.0 percent for Townhouse-Condo homes. Pending Sales increased 31.7 percent for Single Family homes and 18.5 percent for Townhouse-Condo homes. Inventory increased 13.7 percent for Single Family homes and 25.8 percent for Townhouse-Condo homes.

Months' Supply of Inventory Increases



Month's Supply of Inventory increased 5.3 percent for Single Family homes and 20.0 percent for Townhouse-Condo homes.

Median Sales Price Increases



Median Sales Price increased 0.8 percent to \$161,250 for Single Family homes and 4.0 percent to \$103,855 for Townhouse-Condo homes.

Average Days on Market Lengthens



Days on Market decreased 10.2 percent for Single Family homes but increased 40.0 percent for Townhouse-Condo homes.

Although inventory levels are low in many markets, there has largely been enough listing and building activity, or at least conversation about future activity, to maintain a positive attitude about the prospects of buying or selling a home. Low affordability has started to become a recent topic of conversation and is worth watching. But with a healthy economy, level of demand and national unemployment rate, sellers are going to continue to see strong prices for their homes.



Below you will find copies of the MLS Statistical Reports for

October 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 **(10/01/2017) through (10/31/2017)**, 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 **October 2017** as compared to **September 2017** and **October 2016**. These statistics are supplied by MLSOK, Inc.

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

	October 2017	September 2017	October 2016
TOTAL CLOSED	1813	1896	1808
TOTAL \$ VOLUME	\$ 345,173,221	\$ 366,856,457	\$ 332,880,333
AVERAGE PRICE	\$ 190,388	\$ 193,490	\$ 184,115
MEDIAN PRICE	\$ 158,000	\$ 165,000	\$ 158,593
% SELLING PRICE TO LIST PRICE	97 %	98 %	97 %
DAYS ON MARKET	55	54	59
NUMBER OF LISTINGS	7963	8179	8219

TOTAL CLOSED	1813
TOTAL \$ VOLUME	\$ 345,173,221
AVERAGE SELLING PRICE	\$ 190,388
% SELLING PRICE TO LIST PRICE	97 %
MEDIAN PRICE	\$ 158,000
AVERAGE DAYS ON MARKET	55
# OF ACTIVE LISTINGS CURRENTLY	7963
TOTAL UNDER CONTRACT (Pending)	1442
AVERAGE VALUE (Pending)	\$ 205,601



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
October	1813	\$ 345,173,221	3255

All MLSOK

Entire MLSOK Market Area

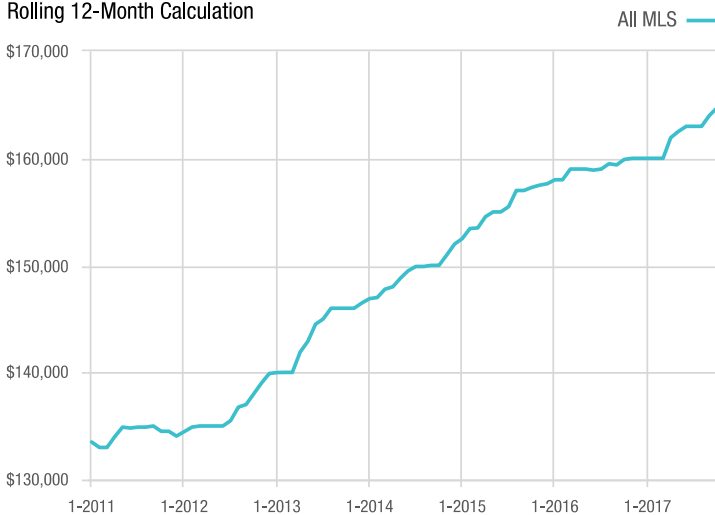
Single Family	October			Year to Date		
	2016	2017	% Change	Thru 10-2016	Thru 10-2017	% Change
New Listings	2,294	2,746	+ 19.7%	26,397	28,529	+ 8.1%
Pending Sales	1,605	2,113	+ 31.7%	19,840	21,295	+ 7.3%
Closed Sales	1,872	1,869	- 0.2%	19,492	20,264	+ 4.0%
Days on Market Until Sale	59	53	- 10.2%	56	56	0.0%
Median Sales Price*	\$160,000	\$161,250	+ 0.8%	\$160,000	\$165,000	+ 3.1%
Average Sales Price*	\$186,444	\$193,044	+ 3.5%	\$185,993	\$193,690	+ 4.1%
Percent of List Price Received*	97.4%	97.4%	0.0%	97.6%	97.6%	0.0%
Inventory of Homes for Sale	7,154	8,141	+ 13.8%	—	—	—
Months Supply of Inventory	3.8	4.0	+ 5.3%	—	—	—

Townhouse-Condo	October			Year to Date		
	2016	2017	% Change	Thru 10-2016	Thru 10-2017	% Change
New Listings	59	72	+ 22.0%	811	900	+ 11.0%
Pending Sales	54	64	+ 18.5%	605	636	+ 5.1%
Closed Sales	49	52	+ 6.1%	598	589	- 1.5%
Days on Market Until Sale	40	56	+ 40.0%	49	56	+ 14.3%
Median Sales Price*	\$99,900	\$103,855	+ 4.0%	\$111,000	\$105,350	- 5.1%
Average Sales Price*	\$114,698	\$122,387	+ 6.7%	\$143,996	\$131,163	- 8.9%
Percent of List Price Received*	96.7%	96.0%	- 0.7%	96.5%	95.6%	- 0.9%
Inventory of Homes for Sale	198	249	+ 25.8%	—	—	—
Months Supply of Inventory	3.5	4.2	+ 20.0%	—	—	—

* 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.

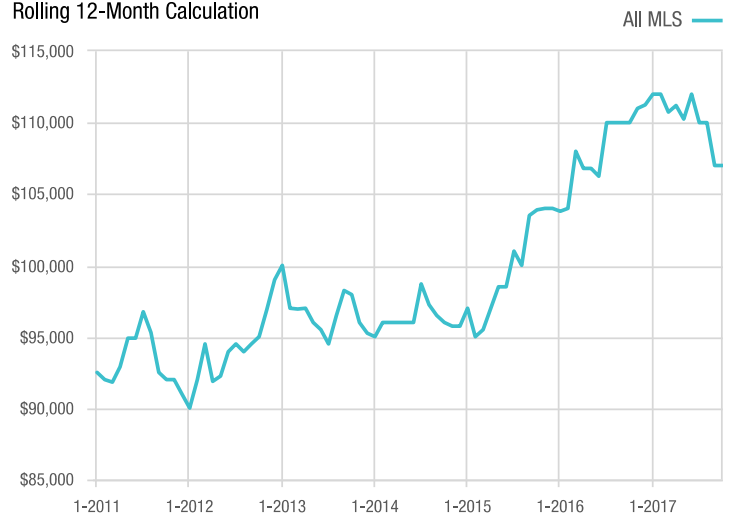
Median Sales Price - Single Family

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.

October 2017

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Quick Facts

0.0%	0.0%	+ 14.1%
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.

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	10-2016	10-2017	% Change	YTD 2016	YTD 2017	% Change
New Listings		2,294	2,746	+ 19.7%	26,397	28,529	+ 8.1%
Pending Sales		1,605	2,113	+ 31.7%	19,840	21,295	+ 7.3%
Closed Sales		1,872	1,869	- 0.2%	19,492	20,264	+ 4.0%
Days on Market Until Sale		59	53	- 10.2%	56	56	0.0%
Median Sales Price		\$160,000	\$161,250	+ 0.8%	\$160,000	\$165,000	+ 3.1%
Average Sales Price		\$186,444	\$193,044	+ 3.5%	\$185,993	\$193,690	+ 4.1%
Percent of List Price Received		97.4%	97.4%	0.0%	97.6%	97.6%	0.0%
Housing Affordability Index		189	181	- 4.2%	189	177	- 6.3%
Inventory of Homes for Sale		7,157	8,141	+ 13.7%	—	—	—
Months Supply of Inventory		3.8	4.0	+ 5.3%	—	—	—

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.



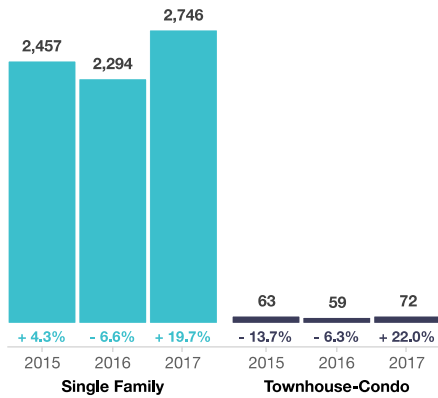
Key Metrics	Historical Sparkbars	10-2016	10-2017	% Change	YTD 2016	YTD 2017	% Change
New Listings		59	72	+ 22.0%	811	900	+ 11.0%
Pending Sales		54	64	+ 18.5%	605	636	+ 5.1%
Closed Sales		49	52	+ 6.1%	598	589	- 1.5%
Days on Market Until Sale		40	56	+ 40.0%	49	56	+ 14.3%
Median Sales Price		\$99,900	\$103,855	+ 4.0%	\$111,000	\$105,350	- 5.1%
Average Sales Price		\$114,698	\$122,387	+ 6.7%	\$143,996	\$131,163	- 8.9%
Percent of List Price Received		96.7%	96.0%	- 0.7%	96.5%	95.6%	- 0.9%
Housing Affordability Index		319	294	- 7.8%	288	290	+ 0.7%
Inventory of Homes for Sale		198	249	+ 25.8%	—	—	—
Months Supply of Inventory		3.5	4.2	+ 20.0%	—	—	—

New Listings

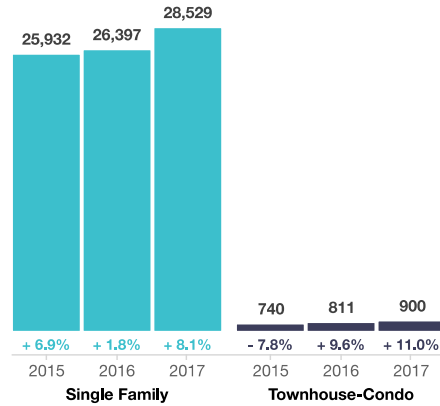
A count of the properties that have been newly listed on the market in a given month.



October

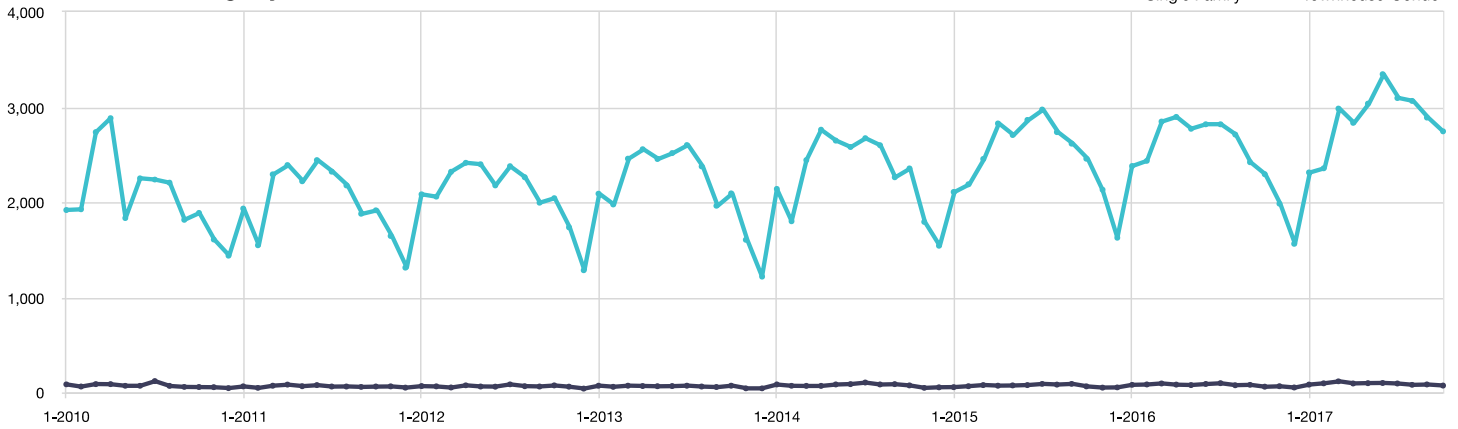


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2016	1,984	- 6.9%	64	+ 28.0%
Dec-2016	1,563	- 3.9%	51	- 1.9%
Jan-2017	2,313	- 2.8%	82	+ 3.8%
Feb-2017	2,357	- 3.2%	95	+ 14.5%
Mar-2017	2,985	+ 4.8%	116	+ 23.4%
Apr-2017	2,834	- 2.2%	94	+ 16.0%
May-2017	3,037	+ 9.5%	97	+ 26.0%
Jun-2017	3,346	+ 18.7%	99	+ 12.5%
Jul-2017	3,096	+ 9.8%	93	- 3.1%
Aug-2017	3,065	+ 13.0%	79	+ 5.3%
Sep-2017	2,890	+ 19.4%	83	+ 5.1%
Oct-2017	2,746	+ 19.7%	72	+ 22.0%
12-Month Avg	2,685	+ 6.8%	85	+ 11.8%

Historical New Listings by Month



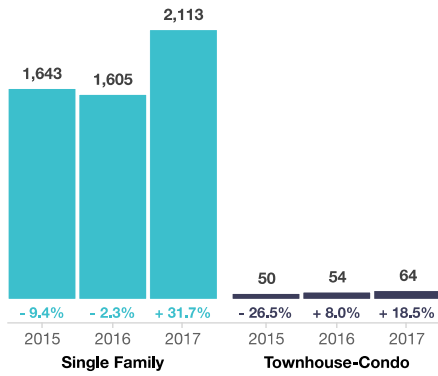
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Pending Sales

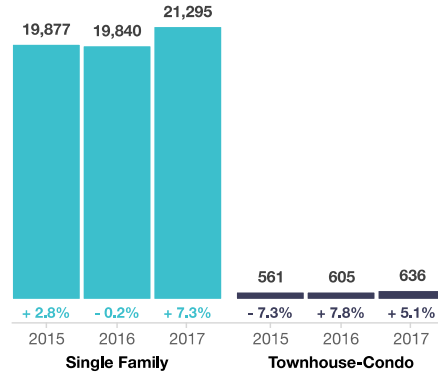
A count of the properties on which offers have been accepted in a given month.



October

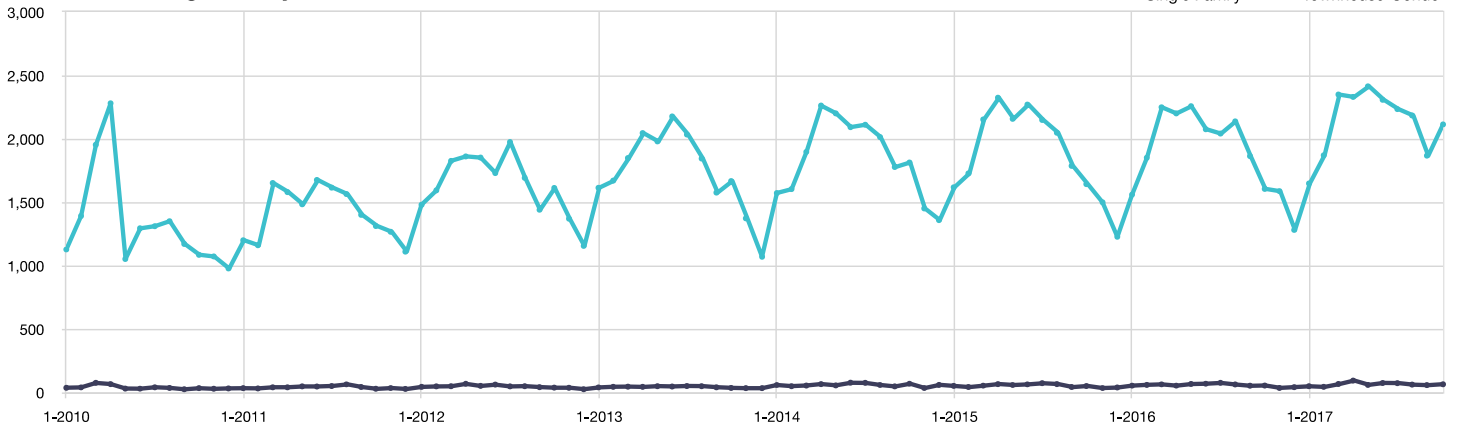


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2016	1,587	+ 5.9%	35	+ 2.9%
Dec-2016	1,281	+ 4.4%	41	+ 7.9%
Jan-2017	1,648	+ 5.6%	48	- 9.4%
Feb-2017	1,870	+ 1.0%	43	- 27.1%
Mar-2017	2,349	+ 4.4%	66	+ 4.8%
Apr-2017	2,330	+ 5.9%	93	+ 75.5%
May-2017	2,414	+ 7.0%	59	- 10.6%
Jun-2017	2,308	+ 11.2%	74	+ 8.8%
Jul-2017	2,234	+ 9.5%	73	- 2.7%
Aug-2017	2,184	+ 2.2%	61	- 1.6%
Sep-2017	1,867	+ 0.2%	57	+ 9.6%
Oct-2017	2,113	+ 31.7%	64	+ 18.5%
12-Month Avg	2,015	+ 7.1%	60	+ 7.1%

Historical Pending Sales by Month



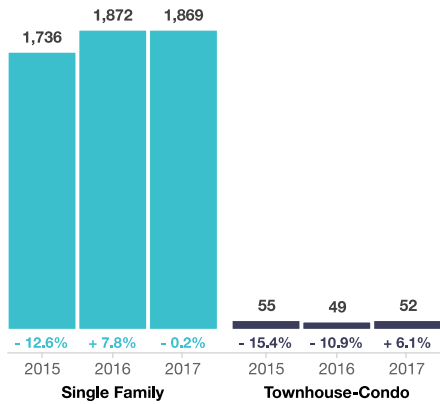
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Closed Sales

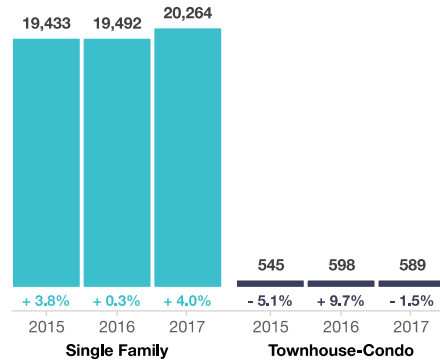
A count of the actual sales that closed in a given month.



October

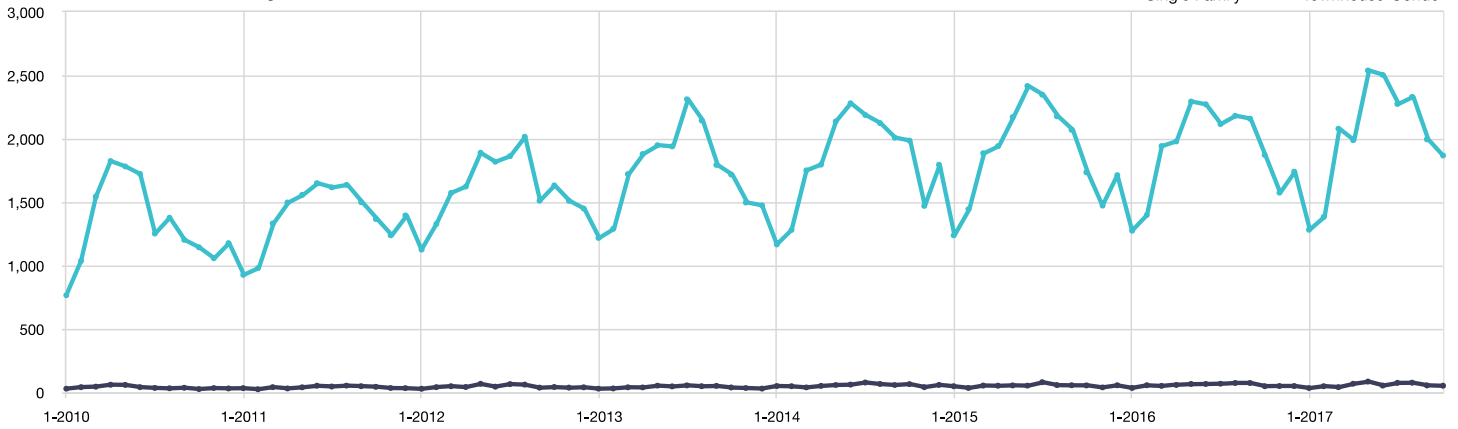


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2016	1,575	+ 6.9%	50	+ 28.2%
Dec-2016	1,741	+ 1.6%	50	- 10.7%
Jan-2017	1,283	+ 0.6%	34	- 2.9%
Feb-2017	1,384	- 1.1%	49	- 12.5%
Mar-2017	2,080	+ 7.1%	41	- 19.6%
Apr-2017	1,989	+ 0.5%	68	+ 15.3%
May-2017	2,539	+ 10.7%	85	+ 28.8%
Jun-2017	2,504	+ 10.2%	54	- 18.2%
Jul-2017	2,275	+ 7.5%	75	+ 10.3%
Aug-2017	2,331	+ 6.8%	76	+ 2.7%
Sep-2017	1,996	- 7.5%	55	- 25.7%
Oct-2017	1,869	- 0.2%	52	+ 6.1%
12-Month Avg	1,964	+ 3.9%	57	- 1.7%

Historical Closed Sales by Month



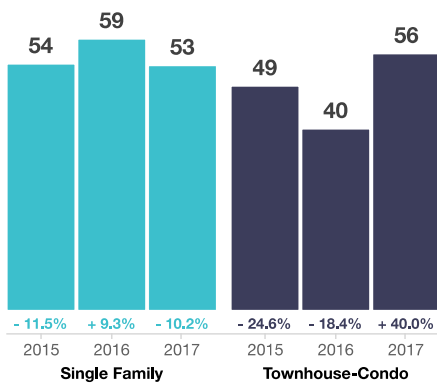
Current as of November 7, 2017. All data from MLSOK. Report © 2017 ShowingTime. | 6

Days on Market Until Sale

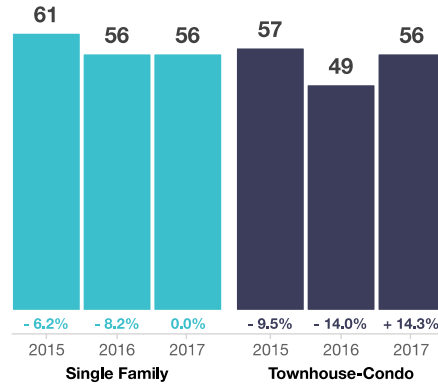
Average number of days between when a property is listed and when an offer is accepted in a given month.



October



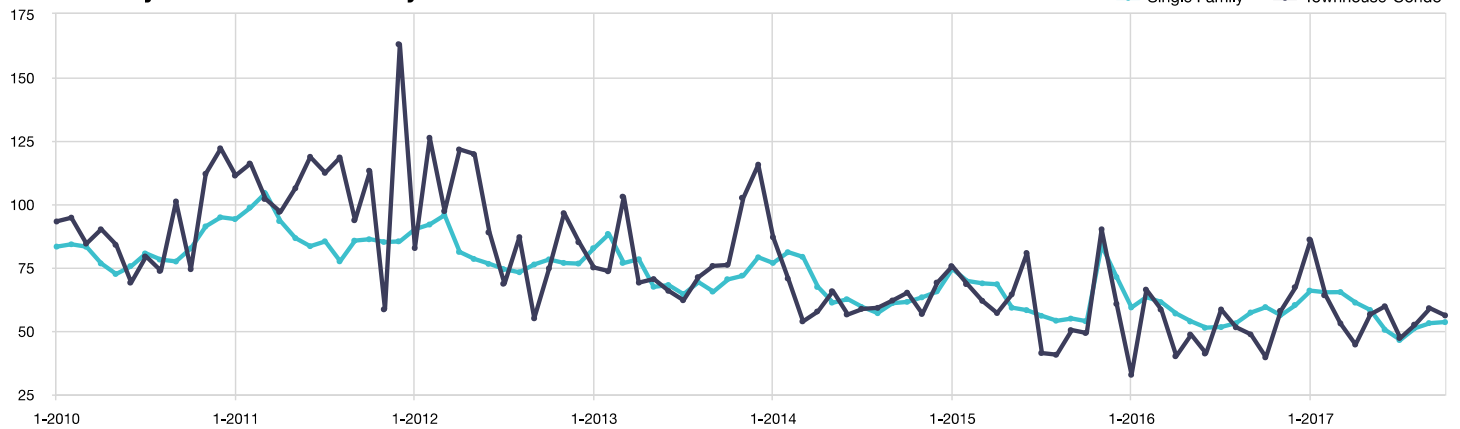
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2016	56	-33.3%	58	-35.6%
Dec-2016	60	-15.5%	67	+9.8%
Jan-2017	66	+11.9%	86	+160.6%
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%	57	+16.3%
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	53	-10.2%	56	+40.0%
12-Month Avg*	56	-4.5%	57	+8.6%

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

Historical Days on Market Until Sale by Month



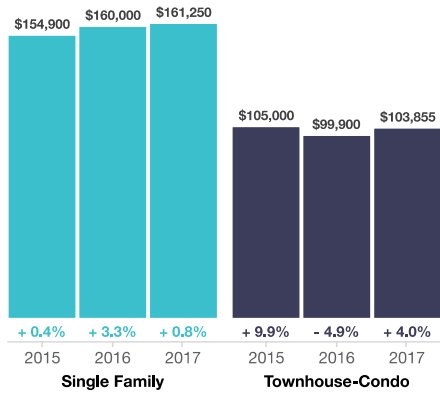
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Median Sales Price

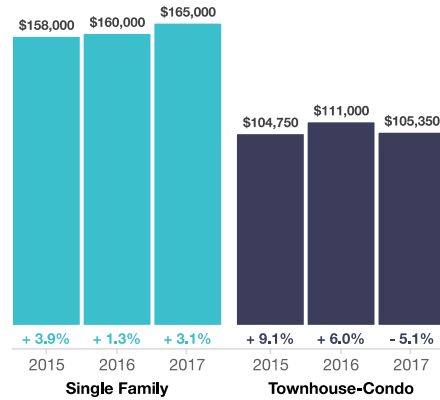
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



October



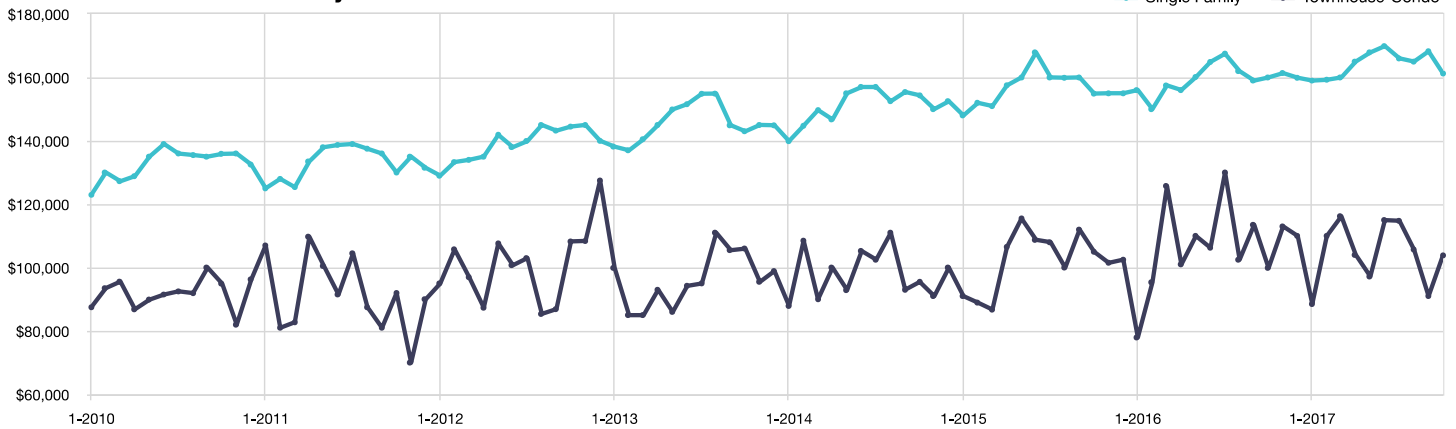
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2016	\$161,387	+ 4.1%	\$113,000	+ 11.3%
Dec-2016	\$159,900	+ 3.2%	\$110,000	+ 7.3%
Jan-2017	\$159,000	+ 1.9%	\$88,500	+ 13.5%
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	\$167,900	+ 4.9%	\$97,200	- 11.6%
Jun-2017	\$169,900	+ 3.0%	\$115,000	+ 8.2%
Jul-2017	\$166,000	- 0.9%	\$114,750	- 11.7%
Aug-2017	\$165,000	+ 1.9%	\$105,700	+ 3.1%
Sep-2017	\$168,250	+ 5.8%	\$91,000	- 19.8%
Oct-2017	\$161,250	+ 0.8%	\$103,855	+ 4.0%
12-Month Avg*	\$164,725	+ 3.0%	\$107,000	- 2.7%

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

Historical Median Sales Price by Month



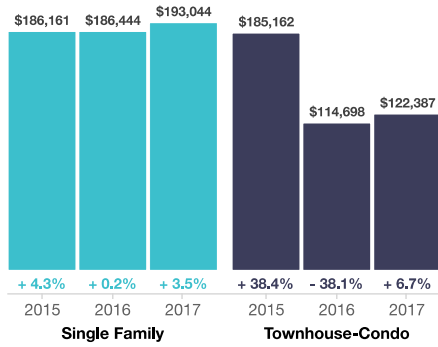
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Average Sales Price

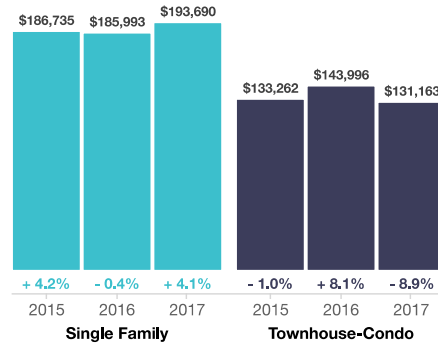
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



October



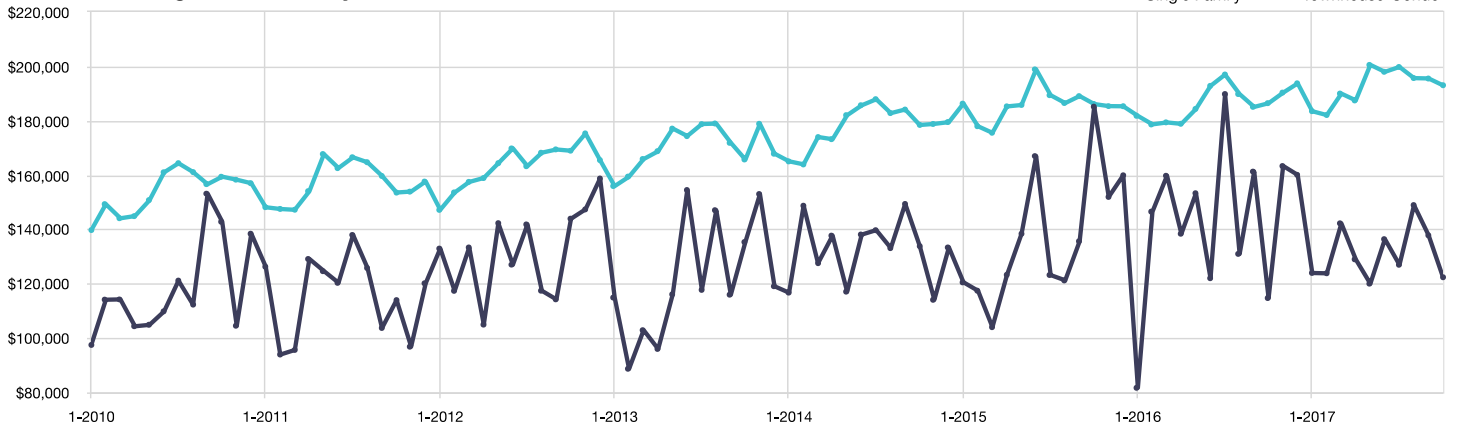
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2016	\$190,344	+ 2.7%	\$163,333	+ 7.5%
Dec-2016	\$193,758	+ 4.5%	\$160,049	+ 0.1%
Jan-2017	\$183,507	+ 0.9%	\$123,943	+ 51.7%
Feb-2017	\$182,093	+ 1.9%	\$123,844	- 15.5%
Mar-2017	\$189,987	+ 5.9%	\$142,217	- 11.0%
Apr-2017	\$187,467	+ 4.8%	\$128,952	- 6.8%
May-2017	\$200,545	+ 8.8%	\$119,993	- 21.7%
Jun-2017	\$198,004	+ 2.7%	\$136,408	+ 11.8%
Jul-2017	\$199,797	+ 1.4%	\$126,966	- 33.1%
Aug-2017	\$195,688	+ 3.1%	\$148,920	+ 13.7%
Sep-2017	\$195,555	+ 5.7%	\$137,826	- 14.5%
Oct-2017	\$193,044	+ 3.5%	\$122,387	+ 6.7%
12-Month Avg*	\$193,466	+ 4.1%	\$135,821	- 6.8%

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

Historical Average Sales Price by Month



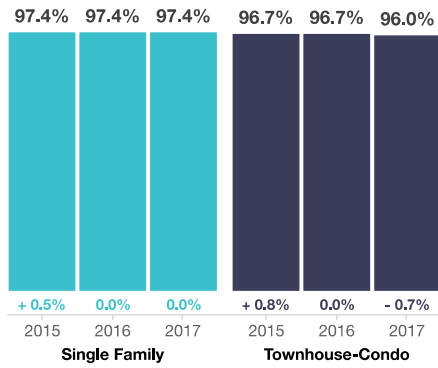
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Percent of List Price Received

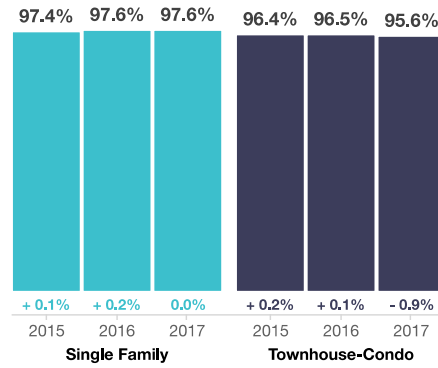
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



October



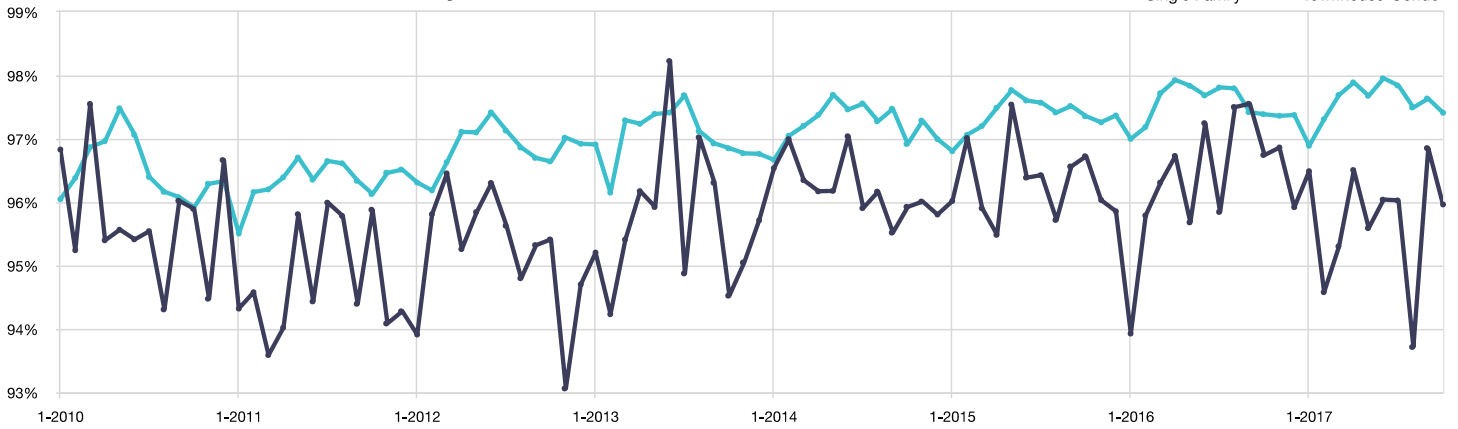
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2016	97.4%	+ 0.1%	96.9%	+ 0.9%
Dec-2016	97.4%	0.0%	95.9%	0.0%
Jan-2017	96.9%	- 0.1%	96.5%	+ 2.8%
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%	+ 0.2%
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%
12-Month Avg*	97.6%	+ 0.0%	95.7%	- 0.7%

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

Historical Percent of List Price Received by Month



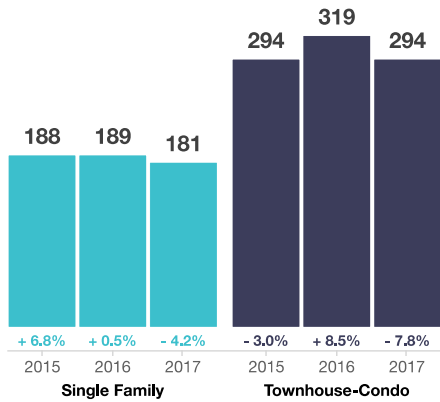
Current as of November 7, 2017. All data from MLSOK. Report © 2017 ShowingTime. | 10

Housing Affordability Index

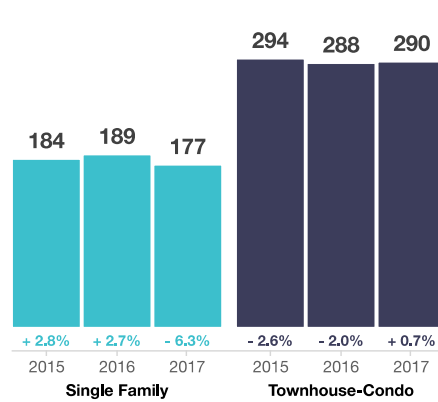
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



October

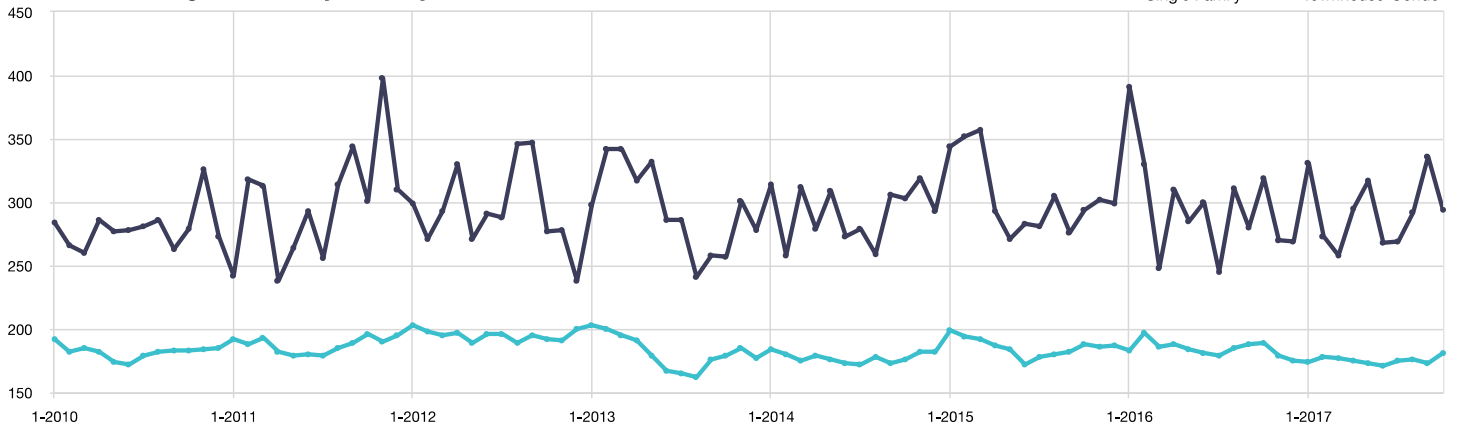


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2016	179	- 3.8%	270	- 10.6%
Dec-2016	175	- 6.4%	269	- 10.0%
Jan-2017	174	- 4.9%	331	- 15.3%
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%	317	+ 11.2%
Jun-2017	171	- 5.5%	268	- 10.7%
Jul-2017	175	- 2.2%	269	+ 9.8%
Aug-2017	176	- 4.9%	292	- 6.1%
Sep-2017	173	- 8.0%	336	+ 20.0%
Oct-2017	181	- 4.2%	294	- 7.8%
12-Month Avg	176	- 5.4%	289	- 4.3%

Historical Housing Affordability Index by Month



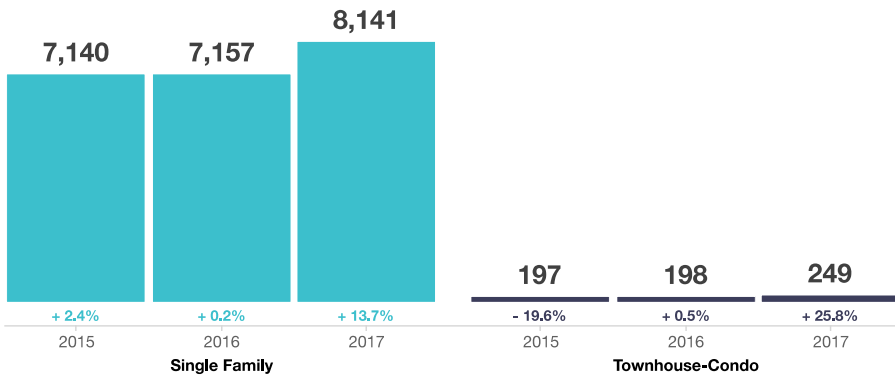
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Inventory of Homes for Sale

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

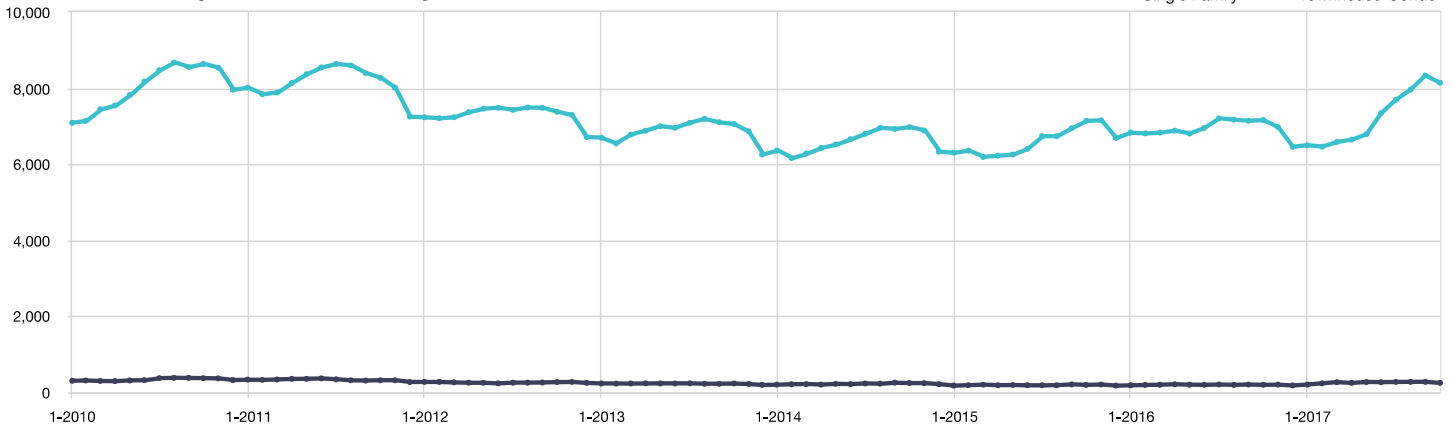


October



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2016	6,978	- 2.5%	203	- 1.5%
Dec-2016	6,456	- 3.5%	181	+ 1.7%
Jan-2017	6,498	- 4.8%	205	+ 10.2%
Feb-2017	6,461	- 5.1%	239	+ 22.6%
Mar-2017	6,586	- 3.6%	267	+ 33.5%
Apr-2017	6,644	- 3.4%	249	+ 16.4%
May-2017	6,787	- 0.3%	272	+ 36.0%
Jun-2017	7,342	+ 5.6%	267	+ 34.2%
Jul-2017	7,694	+ 6.8%	275	+ 32.9%
Aug-2017	7,961	+ 11.0%	276	+ 40.1%
Sep-2017	8,334	+ 16.7%	277	+ 34.5%
Oct-2017	8,141	+ 13.7%	249	+ 25.8%
12-Month Avg	7,157	+ 2.7%	247	+ 24.1%

Historical Inventory of Homes for Sale by Month



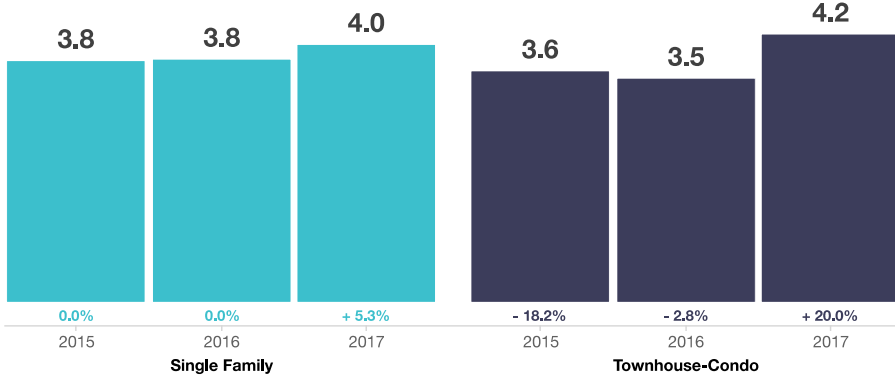
Current as of November 7, 2017. All data from MLSOK. Report © 2017 ShowingTime. | 12

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.



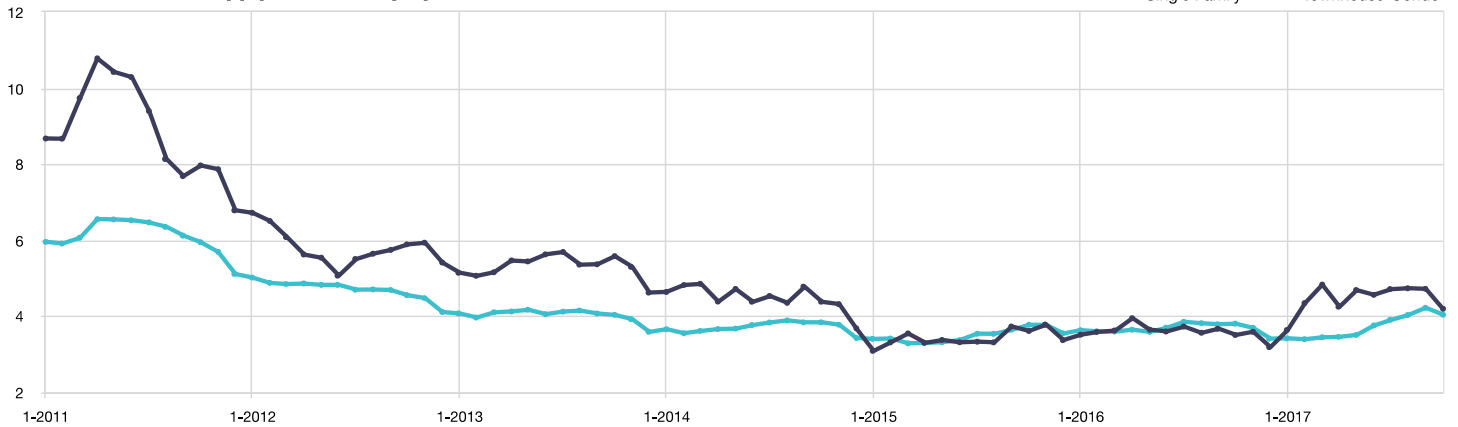
October



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2016	3.7	- 2.6%	3.6	- 5.3%
Dec-2016	3.4	- 5.6%	3.2	- 5.9%
Jan-2017	3.4	- 5.6%	3.6	+ 2.9%
Feb-2017	3.4	- 5.6%	4.3	+ 19.4%
Mar-2017	3.4	- 5.6%	4.8	+ 33.3%
Apr-2017	3.5	- 2.8%	4.3	+ 7.5%
May-2017	3.5	- 2.8%	4.7	+ 30.6%
Jun-2017	3.8	+ 2.7%	4.6	+ 27.8%
Jul-2017	3.9	0.0%	4.7	+ 27.0%
Aug-2017	4.0	+ 5.3%	4.7	+ 30.6%
Sep-2017	4.2	+ 10.5%	4.7	+ 27.0%
Oct-2017	4.0	+ 5.3%	4.2	+ 20.0%
12-Month Avg*	3.7	- 0.5%	4.2	+ 16.8%

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

Historical Months Supply of Inventory by Month



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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	10-2016	10-2017	% Change	YTD 2016	YTD 2017	% Change
New Listings		2,353	2,818	+ 19.8%	27,208	29,429	+ 8.2%
Pending Sales		1,659	2,177	+ 31.2%	20,445	21,931	+ 7.3%
Closed Sales		1,921	1,921	0.0%	20,090	20,853	+ 3.8%
Days on Market Until Sale		59	54	- 8.5%	56	56	0.0%
Median Sales Price		\$159,900	\$159,900	0.0%	\$159,000	\$163,000	+ 2.5%
Average Sales Price		\$184,769	\$191,287	+ 3.5%	\$184,788	\$192,016	+ 3.9%
Percent of List Price Received		97.4%	97.4%	0.0%	97.6%	97.6%	0.0%
Housing Affordability Index		189	182	- 3.7%	190	179	- 5.8%
Inventory of Homes for Sale		7,355	8,390	+ 14.1%	—	—	—
Months Supply of Inventory		3.8	4.0	+ 5.3%	—	—	—