



December 2019 Residential Sales

Date: January 13, 2020
RE: For immediate Release

The following Real Estate statistics were collected by MLSOK, Inc., for the time frame **November 1 through November 30, 2019**. Below summarizes our regions monthly sales activity. For a full review please see report that follows.

Quick Facts

+6.6%	+ 8.5%	- 2.0%
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.

In 2019 home prices were up again in most markets. Buyer demand continues to be strong but with tepid seller activity still in many locations, total sales are lower than they would normally be in a more balanced market. While up from their recent lows a few months ago, mortgage rates end the year close to three-quarters of a percent lower than a year ago, helping to improve affordability and offset rising home prices.

New Listings increased 23.5 percent for Single Family homes and 32.4 percent for Townhouse-Condo homes. Pending Sales increased 10.1 percent for Single Family homes but decreased 7.1 percent for Townhouse-Condo homes. Inventory decreased 1.6 percent for Single Family homes and 19.3 percent for Townhouse-Condo Homes.

Months' Supply of Inventory Decreases



Month's Supply of Inventory decreased 3.7 percent for Single Family homes but increased 19.2 percent for Townhouse-Condo homes.

Median Sales Price Increases



Median Sales Price increased 8.4 percent to \$180,000 for Single Family homes and 21.5 percent to \$130,000 for Townhouse-Condo homes.

Average Days on Market Decreases



Days on Market decreased 16.4 percent for Single Family homes but increased 8.8 percent for Townhouse-Condo homes.

With low mortgage rates, low unemployment, and continued wage growth, home buyer activity is expected to remain healthy into the new year. New construction has been on the rise in 2019 and is expected to continue into 2020, but many experts note that the country is still not building enough new units to quench demand. It remains to be seen whether existing homeowners will be enticed to sell by higher home prices, which could finally bring the overall housing market into greater balance.



Below you will find copies of the MLS Statistical Reports for

December 2019

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Based on information from MLSOK, Inc for the period **(12/01/2019) through (12/30/2019)**, 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 **December 2019** as compared to **November 2019** and **October 2019**. These statistics are supplied by MLSOK, Inc.

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

	<u>December 2019</u>	<u>November 2019</u>	<u>October 2019</u>
TOTAL CLOSED	1890	1814	1671
TOTAL \$ VOLUME	\$ 394,957,185	\$ 380,656,704	\$ 326,861,088
AVERAGE PRICE	\$ 208,972	\$ 209,844	\$ 195,608
MEDIAN PRICE	\$ 178,900	\$ 178,900	\$ 165,000
% SELLING PRICE TO LIST PRICE	98 %	97 %	97 %
DAYS ON MARKET	46	44	51
NUMBER OF LISTINGS	5578	5916	7010

TOTAL CLOSED	1890
TOTAL \$ VOLUME	\$ 394,957,185
AVERAGE SELLING PRICE	\$ 208,972
% SELLING PRICE TO LIST PRICE	98 %
MEDIAN PRICE	\$ 178,900
AVERAGE DAYS ON MARKET	46
# OF ACTIVE LISTINGS CURRENTLY	5578
TOTAL UNDER CONTRACT (Pending)	1079
AVERAGE VALUE (Pending)	\$ 215,527



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	1292	\$ 252,792,146	2700
February	1560	\$ 307,734,194	3204
March	2068	\$ 426,767,034	3902
April	2081	\$ 425,791,653	5016
May	2624	\$547,844,776	4609
June	2303	\$512,271,118	4323
July	2557	\$538,661,413	4374
August	2383	\$ 501,731,411	4236
September	2049	\$433,256,860	3717
October	2086	\$437,810,043	3494
November	1814	\$380,656,704	3221
December	1890	\$394,957,185	2969

All MLSOK

Entire MLSOK Market Area

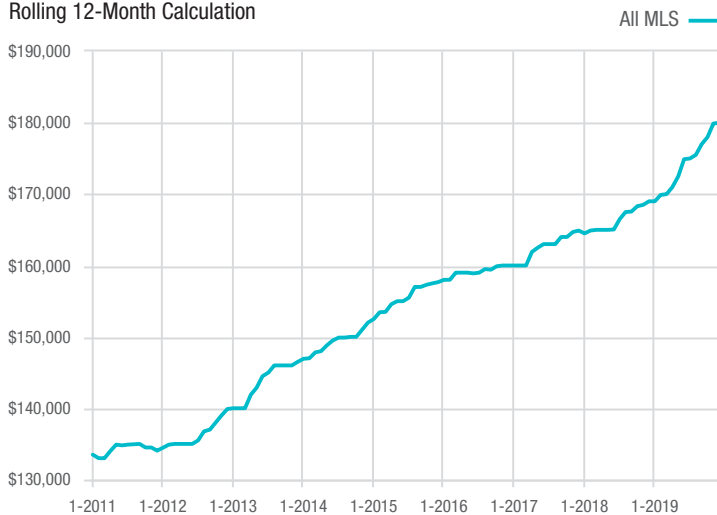
Single Family	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	1,481	1,829	+ 23.5%	28,762	30,334	+ 5.5%
Pending Sales	1,431	1,575	+ 10.1%	23,610	24,866	+ 5.3%
Closed Sales	1,683	1,800	+ 7.0%	23,613	24,409	+ 3.4%
Days on Market Until Sale	55	46	- 16.4%	53	46	- 13.2%
Median Sales Price*	\$166,000	\$180,000	+ 8.4%	\$169,000	\$180,000	+ 6.5%
Average Sales Price*	\$191,105	\$210,177	+ 10.0%	\$199,281	\$211,376	+ 6.1%
Percent of List Price Received*	97.0%	97.7%	+ 0.7%	97.6%	97.8%	+ 0.2%
Inventory of Homes for Sale	5,334	5,417	+ 1.6%	—	—	—
Months Supply of Inventory	2.7	2.6	- 3.7%	—	—	—

Townhouse-Condo	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	37	49	+ 32.4%	783	825	+ 5.4%
Pending Sales	42	39	- 7.1%	636	651	+ 2.4%
Closed Sales	49	47	- 4.1%	645	639	- 0.9%
Days on Market Until Sale	34	37	+ 8.8%	54	48	- 11.1%
Median Sales Price*	\$107,000	\$130,000	+ 21.5%	\$110,600	\$110,000	- 0.5%
Average Sales Price*	\$126,837	\$177,059	+ 39.6%	\$139,655	\$144,584	+ 3.5%
Percent of List Price Received*	96.9%	96.6%	- 0.3%	95.9%	96.2%	+ 0.3%
Inventory of Homes for Sale	140	167	+ 19.3%	—	—	—
Months Supply of Inventory	2.6	3.1	+ 19.2%	—	—	—

* 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.

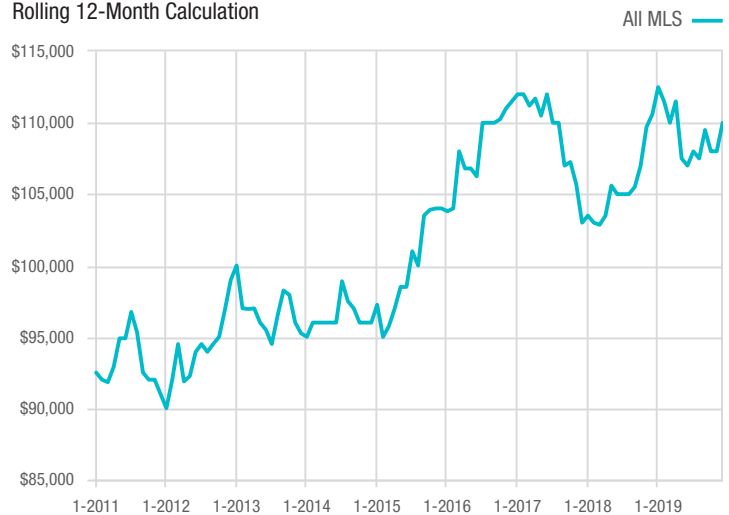
Median Sales Price - Single Family

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.

Monthly Indicators



December 2019

In 2019 home prices were up again in most markets. Buyer demand continues to be strong but with tepid seller activity still in many locations, total sales are lower than they would normally be in a more balanced market. While up from their recent lows a few months ago, mortgage rates end the year close to three-quarters of a percent lower than a year ago, helping to improve affordability and offset rising home prices.

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Quick Facts

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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

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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	12-2018	12-2019	% Change	YTD 2018	YTD 2019	% Change
New Listings		1,481	1,829	+ 23.5%	28,762	30,334	+ 5.5%
Pending Sales		1,431	1,575	+ 10.1%	23,610	24,866	+ 5.3%
Closed Sales		1,683	1,800	+ 7.0%	23,613	24,409	+ 3.4%
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Median Sales Price		\$166,000	\$180,000	+ 8.4%	\$169,000	\$180,000	+ 6.5%
Average Sales Price		\$191,105	\$210,177	+ 10.0%	\$199,281	\$211,376	+ 6.1%
Percent of List Price Received		97.0%	97.7%	+ 0.7%	97.6%	97.8%	+ 0.2%
Housing Affordability Index		171	159	- 7.0%	168	159	- 5.4%
Inventory of Homes for Sale		5,334	5,417	+ 1.6%	—	—	—
Months Supply of Inventory		2.7	2.6	- 3.7%	—	—	—

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.



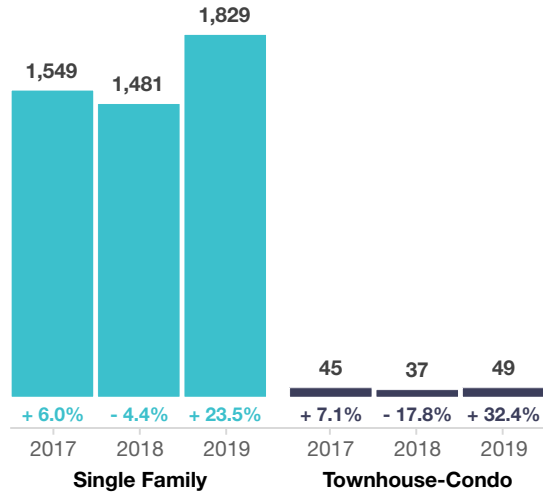
Key Metrics	Historical Sparkbars	12-2018	12-2019	% Change	YTD 2018	YTD 2019	% Change
New Listings		37	49	+ 32.4%	783	825	+ 5.4%
Pending Sales		42	39	- 7.1%	636	651	+ 2.4%
Closed Sales		49	47	- 4.1%	645	639	- 0.9%
Days on Market Until Sale		34	37	+ 8.8%	54	48	- 11.1%
Median Sales Price		\$107,000	\$130,000	+ 21.5%	\$110,600	\$110,000	- 0.5%
Average Sales Price		\$126,837	\$177,059	+ 39.6%	\$139,655	\$144,584	+ 3.5%
Percent of List Price Received		96.9%	96.6%	- 0.3%	95.9%	96.2%	+ 0.3%
Housing Affordability Index		284	233	- 18.0%	275	275	0.0%
Inventory of Homes for Sale		140	167	+ 19.3%	—	—	—
Months Supply of Inventory		2.6	3.1	+ 19.2%	—	—	—

New Listings

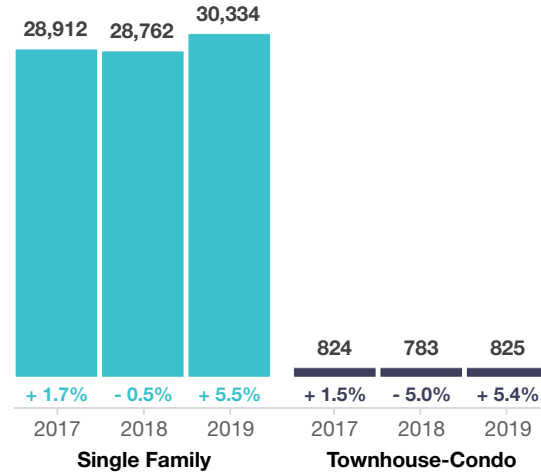
A count of the properties that have been newly listed on the market in a given month.



December

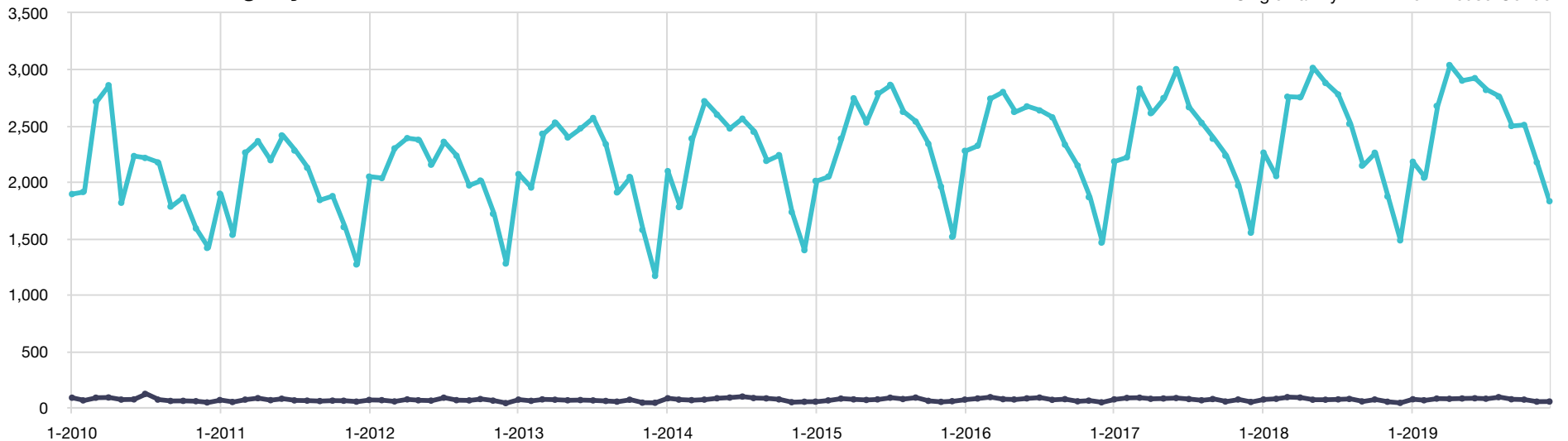


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2019	2,179	-3.6%	69	+3.0%
Feb-2019	2,038	-0.7%	60	-17.8%
Mar-2019	2,675	-3.0%	75	-14.8%
Apr-2019	3,038	+10.4%	73	-13.1%
May-2019	2,900	-3.8%	76	+16.9%
Jun-2019	2,922	+1.5%	78	+20.0%
Jul-2019	2,817	+1.4%	74	+8.8%
Aug-2019	2,759	+9.7%	88	+22.2%
Sep-2019	2,497	+16.4%	69	+38.0%
Oct-2019	2,506	+10.9%	66	-1.5%
Nov-2019	2,174	+16.2%	48	+2.1%
Dec-2019	1,829	+23.5%	49	+32.4%
12-Month Avg	2,528	+5.5%	69	+6.2%

Historical New Listings by Month

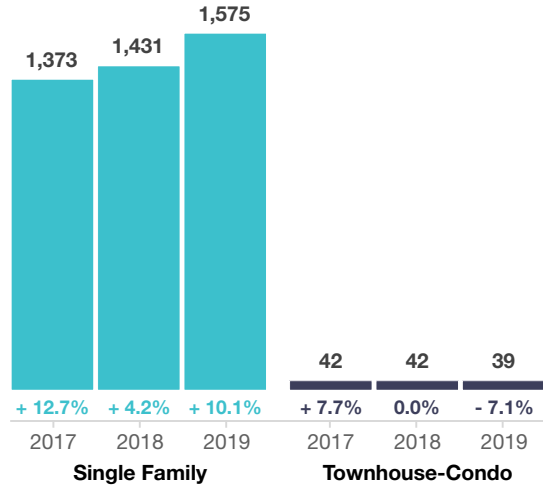


Pending Sales

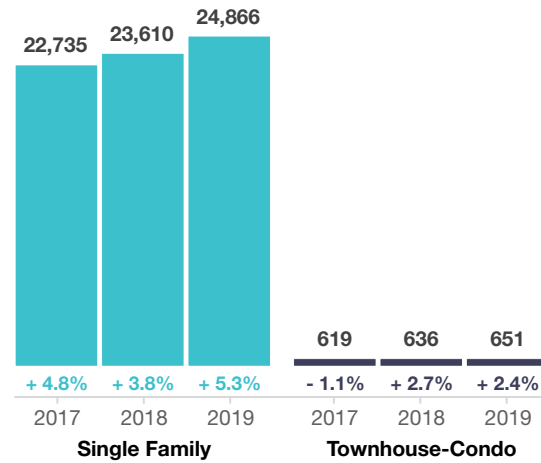
A count of the properties on which offers have been accepted in a given month.



December

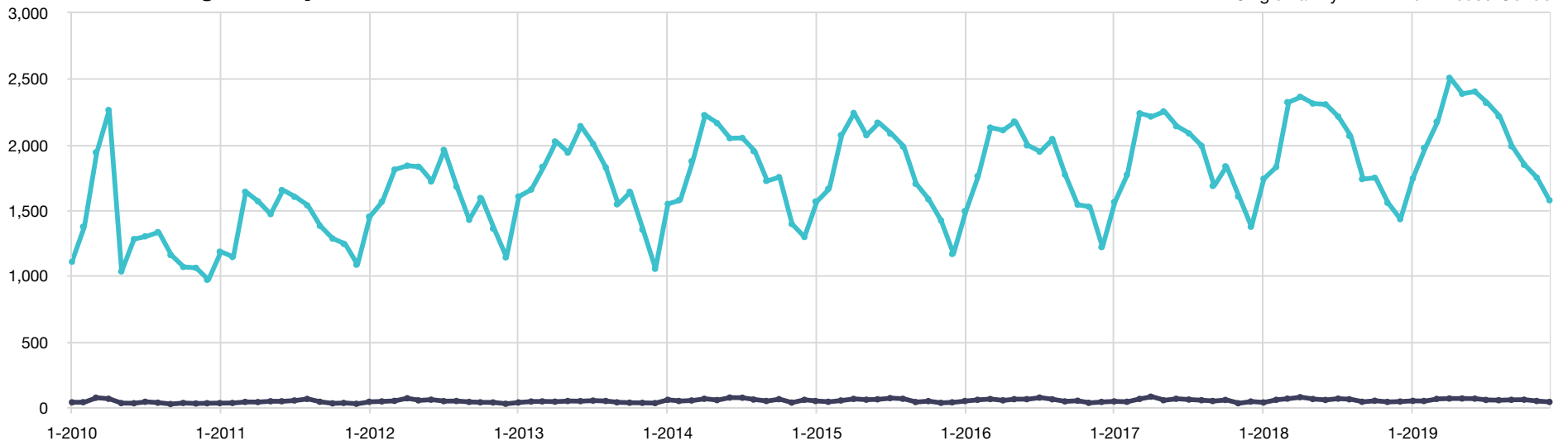


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2019	1,741	+ 0.2%	47	+ 34.3%
Feb-2019	1,973	+ 7.9%	46	- 16.4%
Mar-2019	2,173	- 6.4%	62	- 3.1%
Apr-2019	2,507	+ 6.1%	65	- 13.3%
May-2019	2,386	+ 3.2%	65	+ 6.6%
Jun-2019	2,402	+ 4.2%	64	+ 18.5%
Jul-2019	2,317	+ 4.7%	54	- 15.6%
Aug-2019	2,214	+ 7.2%	52	- 11.9%
Sep-2019	1,986	+ 14.4%	55	+ 37.5%
Oct-2019	1,845	+ 5.7%	56	+ 16.7%
Nov-2019	1,747	+ 12.3%	46	+ 17.9%
Dec-2019	1,575	+ 10.1%	39	- 7.1%
12-Month Avg	2,072	+ 5.3%	54	+ 1.9%

Historical Pending Sales by Month

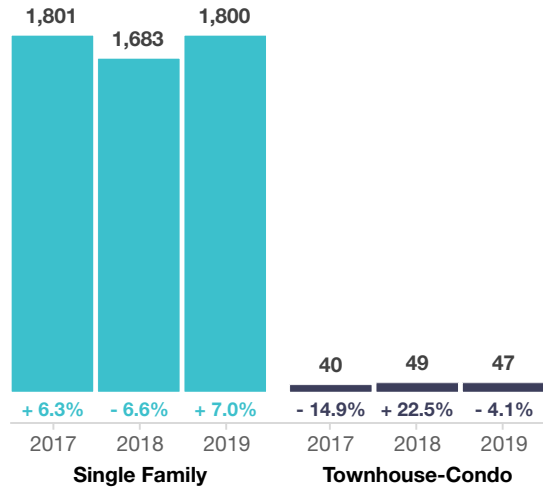


Closed Sales

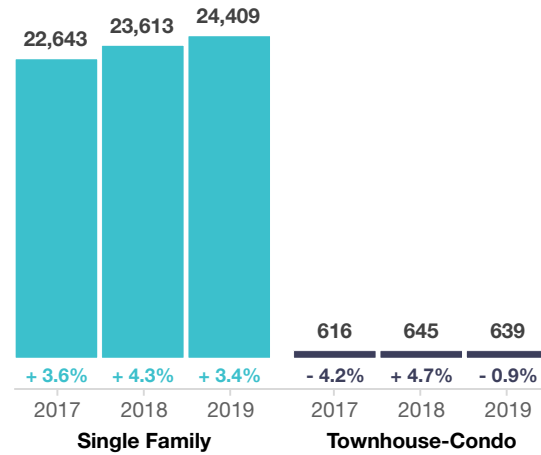
A count of the actual sales that closed in a given month.



December

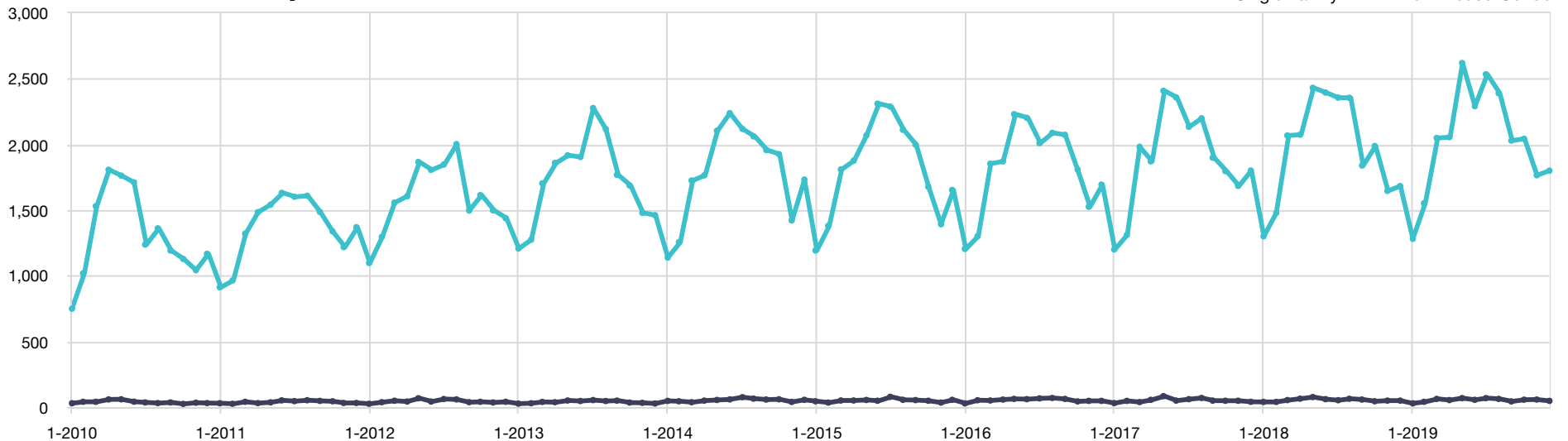


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2019	1,281	- 1.5%	28	- 28.2%
Feb-2019	1,552	+ 5.0%	40	+ 2.6%
Mar-2019	2,049	- 0.9%	62	+ 17.0%
Apr-2019	2,055	- 0.9%	53	- 17.2%
May-2019	2,620	+ 7.8%	68	- 10.5%
Jun-2019	2,291	- 4.3%	55	- 8.3%
Jul-2019	2,534	+ 7.6%	68	+ 30.8%
Aug-2019	2,390	+ 1.5%	62	- 1.6%
Sep-2019	2,029	+ 10.3%	43	- 24.6%
Oct-2019	2,043	+ 2.8%	56	+ 27.3%
Nov-2019	1,765	+ 7.2%	57	+ 16.3%
Dec-2019	1,800	+ 7.0%	47	- 4.1%
12-Month Avg	2,034	+ 3.4%	53	- 1.9%

Historical Closed Sales by Month

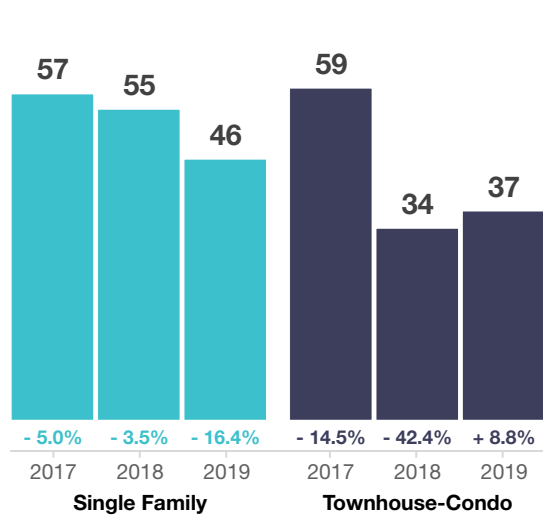


Days on Market Until Sale

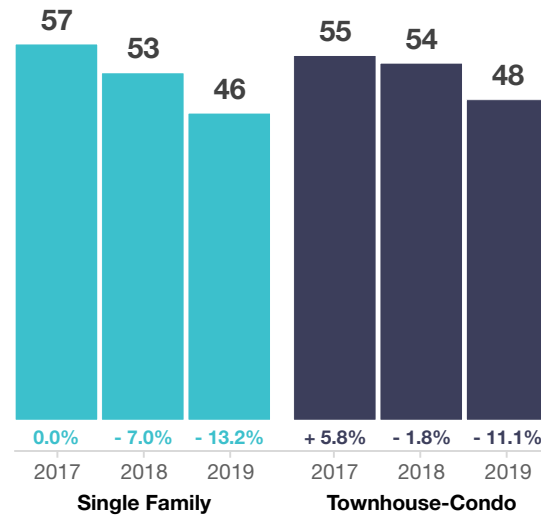
Average number of days between when a property is listed and when an offer is accepted in a given month.



December



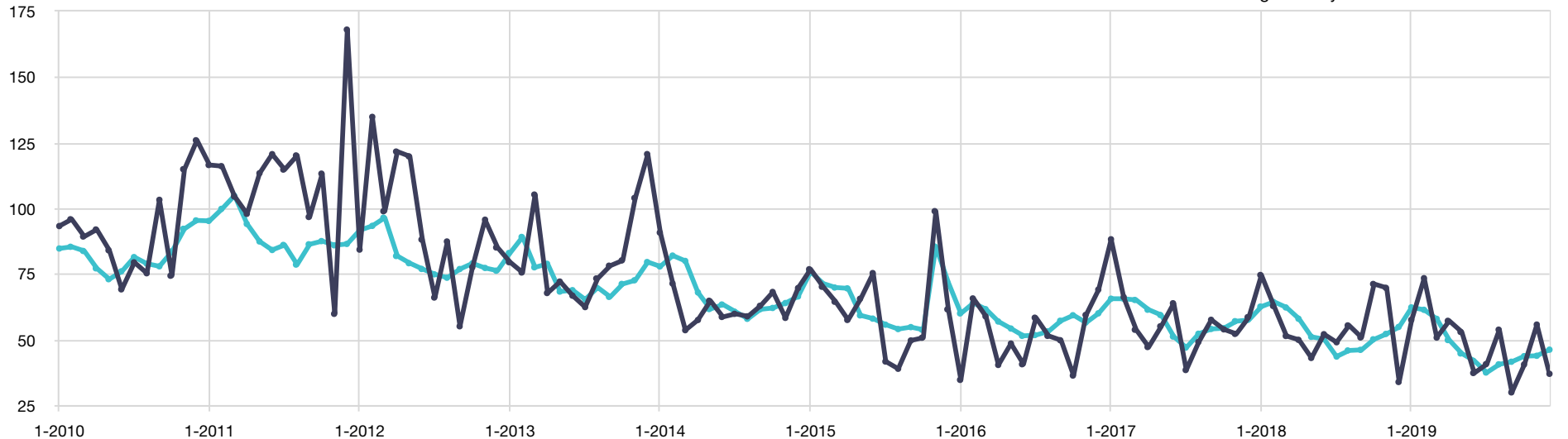
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2019	62	- 1.6%	57	- 24.0%
Feb-2019	61	- 4.7%	73	+ 15.9%
Mar-2019	58	- 6.5%	51	0.0%
Apr-2019	50	- 13.8%	57	+ 14.0%
May-2019	45	- 11.8%	53	+ 23.3%
Jun-2019	42	- 16.0%	37	- 28.8%
Jul-2019	37	- 14.0%	41	- 16.3%
Aug-2019	41	- 10.9%	54	- 1.8%
Sep-2019	42	- 8.7%	30	- 41.2%
Oct-2019	44	- 12.0%	40	- 43.7%
Nov-2019	44	- 15.4%	56	- 20.0%
Dec-2019	46	- 16.4%	37	+ 8.8%
12-Month Avg*	46	- 11.7%	48	- 10.3%

* Days on Market for all properties from January 2019 through December 2019. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

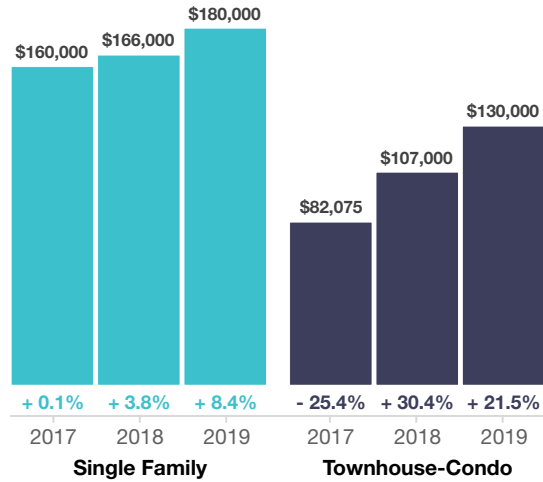


Median Sales Price

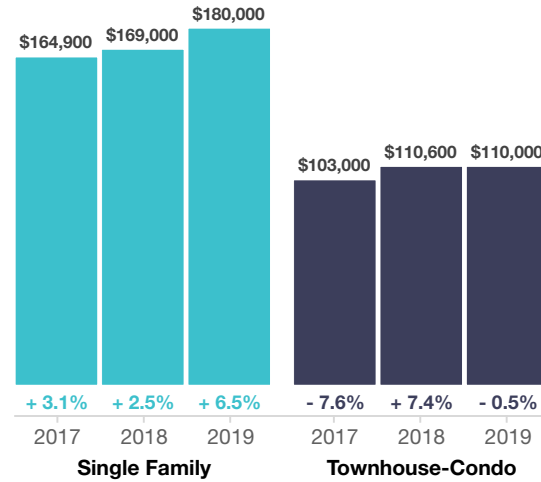
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



December



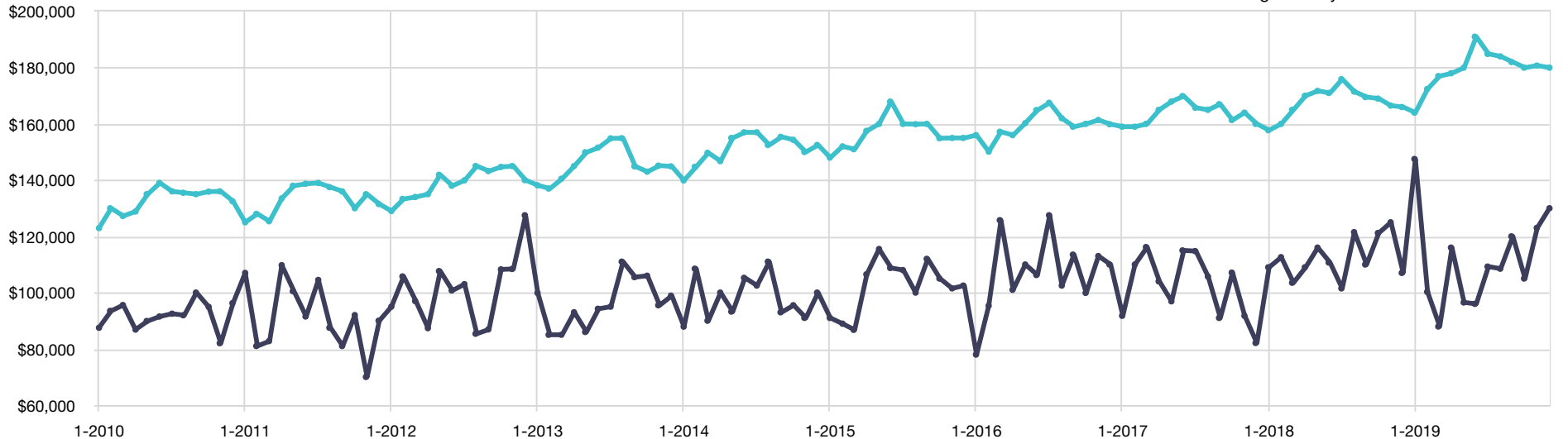
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2019	\$164,000	+ 4.0%	\$147,500	+ 35.3%
Feb-2019	\$172,400	+ 7.8%	\$100,250	- 11.0%
Mar-2019	\$177,000	+ 7.3%	\$87,950	- 15.0%
Apr-2019	\$178,000	+ 4.7%	\$116,000	+ 6.4%
May-2019	\$180,000	+ 4.8%	\$96,500	- 16.8%
Jun-2019	\$191,000	+ 11.7%	\$96,000	- 13.3%
Jul-2019	\$184,900	+ 5.1%	\$109,250	+ 7.6%
Aug-2019	\$184,000	+ 7.3%	\$108,500	- 10.7%
Sep-2019	\$182,000	+ 7.3%	\$120,000	+ 9.1%
Oct-2019	\$180,000	+ 6.5%	\$105,000	- 13.4%
Nov-2019	\$180,739	+ 8.6%	\$123,000	- 1.6%
Dec-2019	\$180,000	+ 8.4%	\$130,000	+ 21.5%
12-Month Avg*	\$180,000	+ 6.5%	\$110,000	- 0.5%

* Median Sales Price for all properties from January 2019 through December 2019. This is not the average of the individual figures above.

Historical Median Sales Price by Month

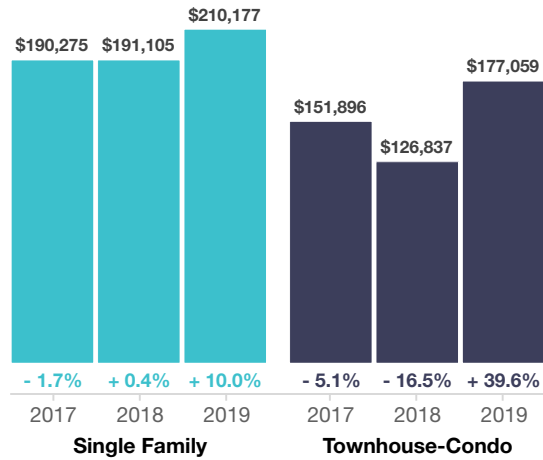


Average Sales Price

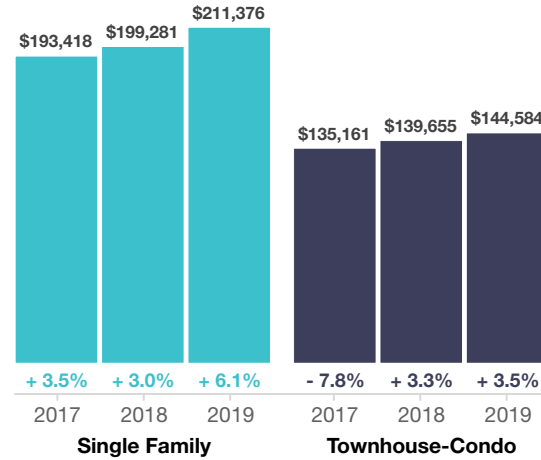
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



December



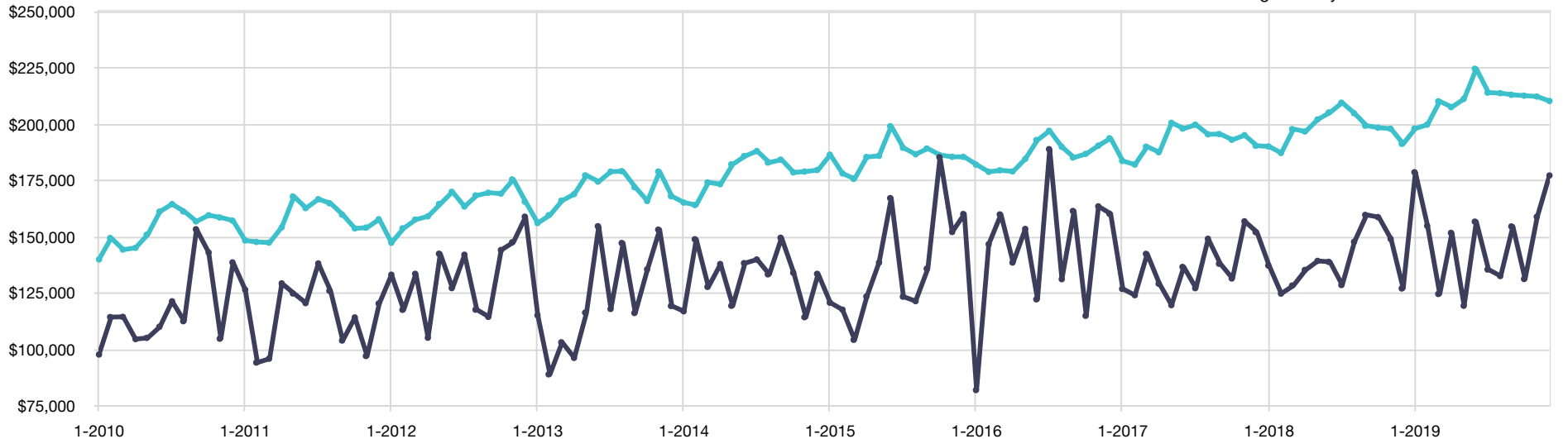
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2019	\$197,938	+ 4.2%	\$178,493	+ 30.3%
Feb-2019	\$199,666	+ 6.7%	\$154,667	+ 24.2%
Mar-2019	\$210,047	+ 6.3%	\$124,390	- 2.9%
Apr-2019	\$207,455	+ 5.5%	\$151,542	+ 12.2%
May-2019	\$211,126	+ 4.5%	\$119,153	- 14.3%
Jun-2019	\$224,515	+ 9.5%	\$156,539	+ 12.9%
Jul-2019	\$213,909	+ 2.1%	\$135,264	+ 5.4%
Aug-2019	\$213,651	+ 4.4%	\$132,353	- 10.3%
Sep-2019	\$212,906	+ 6.9%	\$154,401	- 3.2%
Oct-2019	\$212,545	+ 7.2%	\$131,051	- 17.3%
Nov-2019	\$212,155	+ 7.2%	\$158,688	+ 6.6%
Dec-2019	\$210,177	+ 10.0%	\$177,059	+ 39.6%
12-Month Avg*	\$211,376	+ 6.1%	\$144,584	+ 3.5%

* Avg. Sales Price for all properties from January 2019 through December 2019. This is not the average of the individual figures above.

Historical Average Sales Price by Month

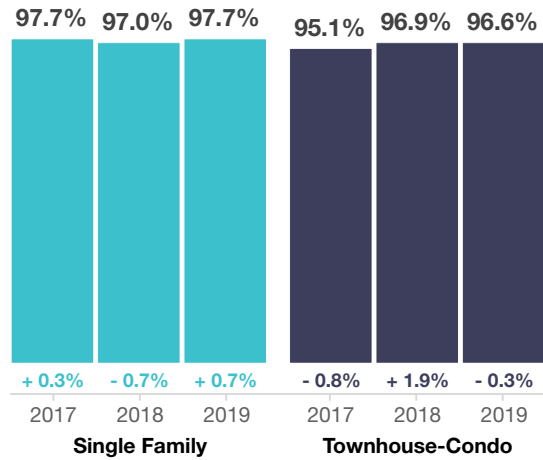


Percent of List Price Received

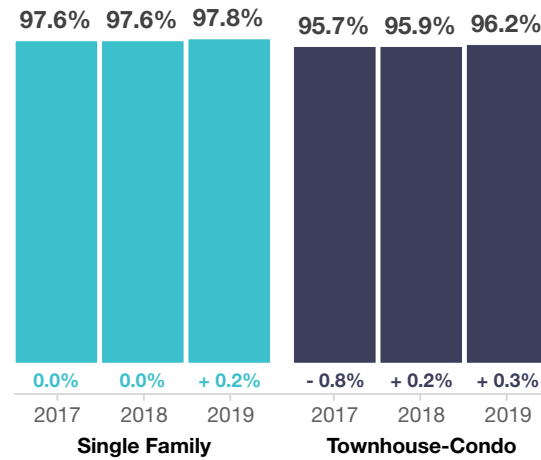
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



December



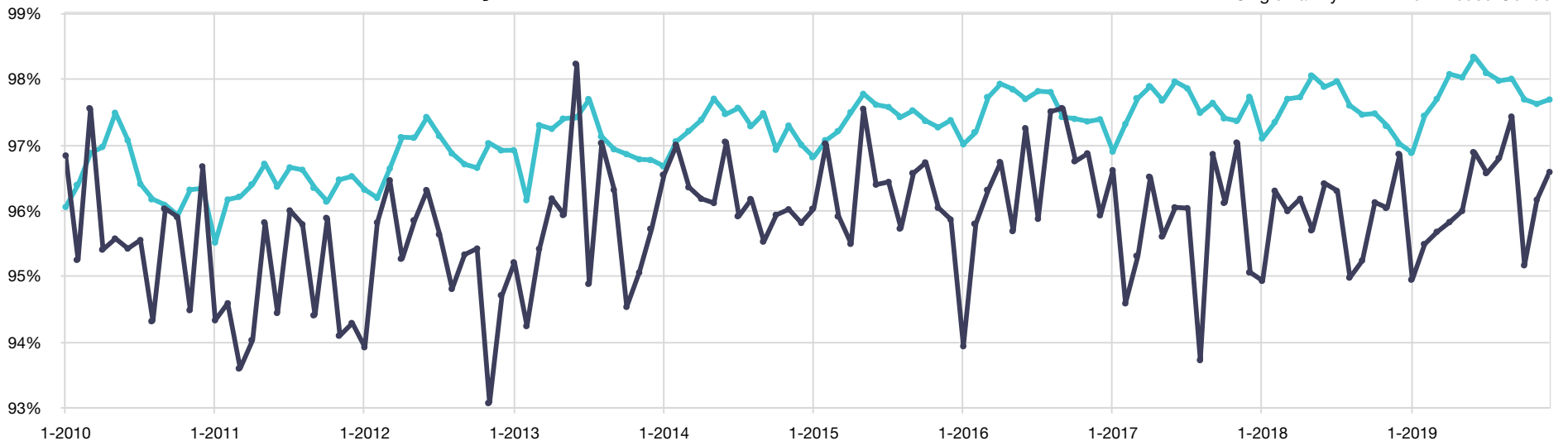
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2019	96.9%	- 0.2%	94.9%	0.0%
Feb-2019	97.4%	+ 0.1%	95.5%	- 0.8%
Mar-2019	97.7%	0.0%	95.7%	- 0.3%
Apr-2019	98.1%	+ 0.4%	95.8%	- 0.4%
May-2019	98.0%	0.0%	96.0%	+ 0.3%
Jun-2019	98.3%	+ 0.4%	96.9%	+ 0.5%
Jul-2019	98.1%	+ 0.1%	96.6%	+ 0.3%
Aug-2019	98.0%	+ 0.4%	96.8%	+ 1.9%
Sep-2019	98.0%	+ 0.5%	97.4%	+ 2.3%
Oct-2019	97.7%	+ 0.2%	95.2%	- 0.9%
Nov-2019	97.6%	+ 0.3%	96.2%	+ 0.2%
Dec-2019	97.7%	+ 0.7%	96.6%	- 0.3%
12-Month Avg*	97.8%	+ 0.3%	96.2%	+ 0.3%

* Pct. of List Price Received for all properties from January 2019 through December 2019. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

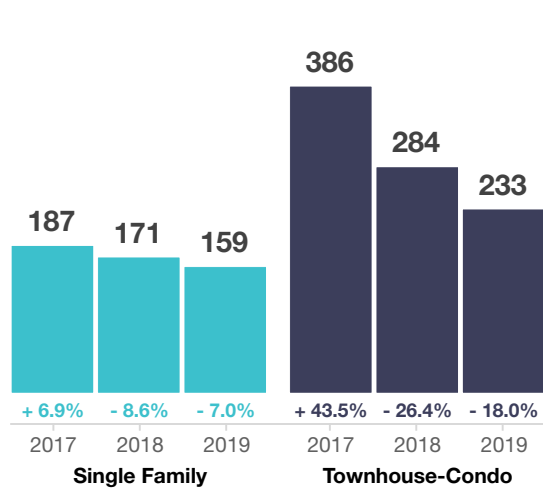


Housing Affordability Index

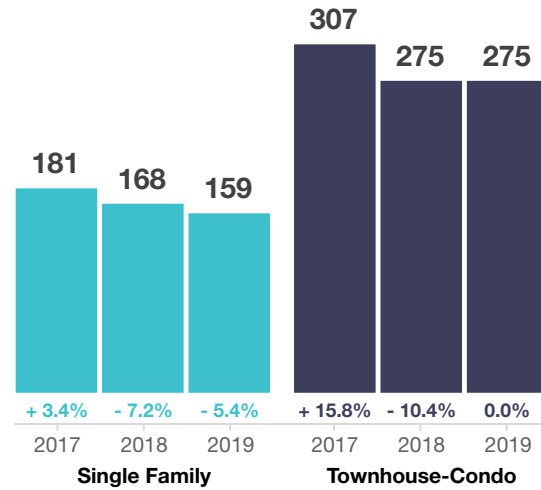
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



December

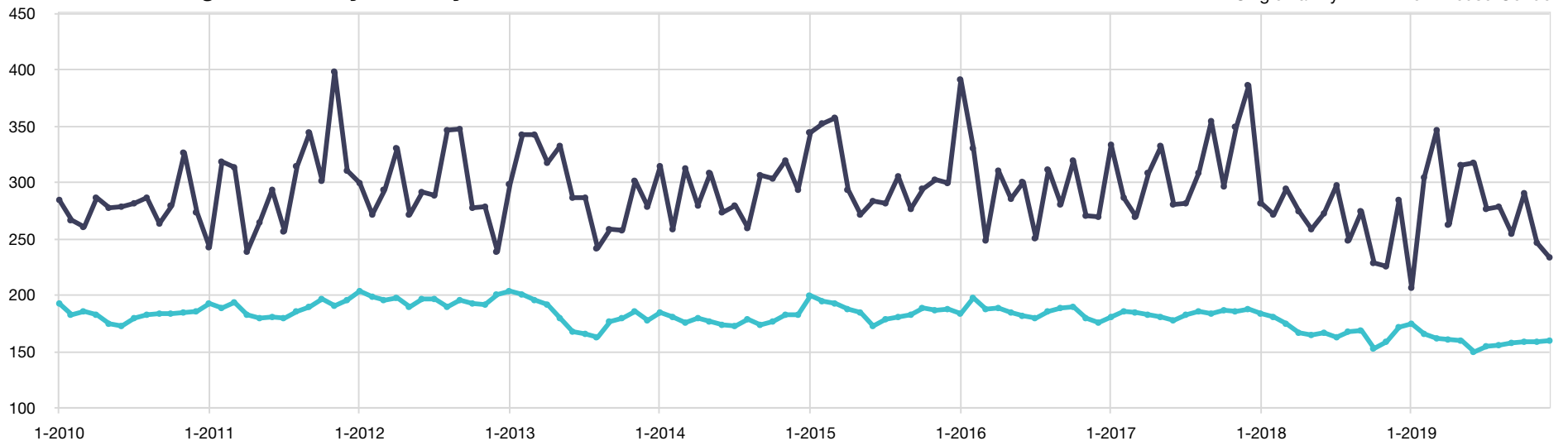


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2019	174	- 4.9%	206	- 26.7%
Feb-2019	165	- 8.3%	304	+ 12.2%
Mar-2019	161	- 7.5%	346	+ 17.7%
Apr-2019	160	- 3.6%	262	- 4.4%
May-2019	159	- 3.0%	315	+ 22.1%
Jun-2019	149	- 10.2%	317	+ 16.5%
Jul-2019	154	- 4.9%	276	- 7.1%
Aug-2019	155	- 7.2%	278	+ 12.1%
Sep-2019	157	- 6.5%	254	- 7.3%
Oct-2019	158	+ 3.9%	290	+ 27.2%
Nov-2019	158	0.0%	246	+ 9.3%
Dec-2019	159	- 7.0%	233	- 18.0%
12-Month Avg	159	- 5.4%	277	+ 3.7%

Historical Housing Affordability Index by Month

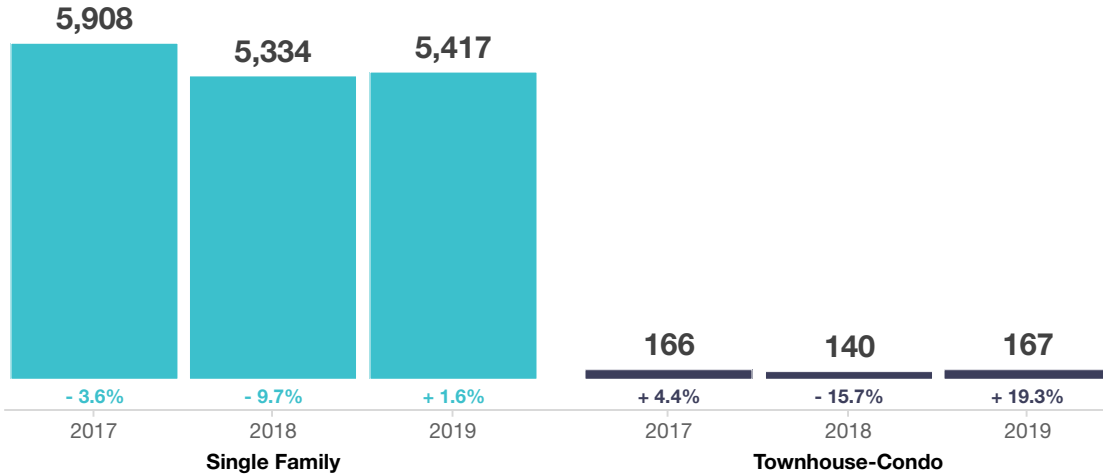


Inventory of Homes for Sale

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

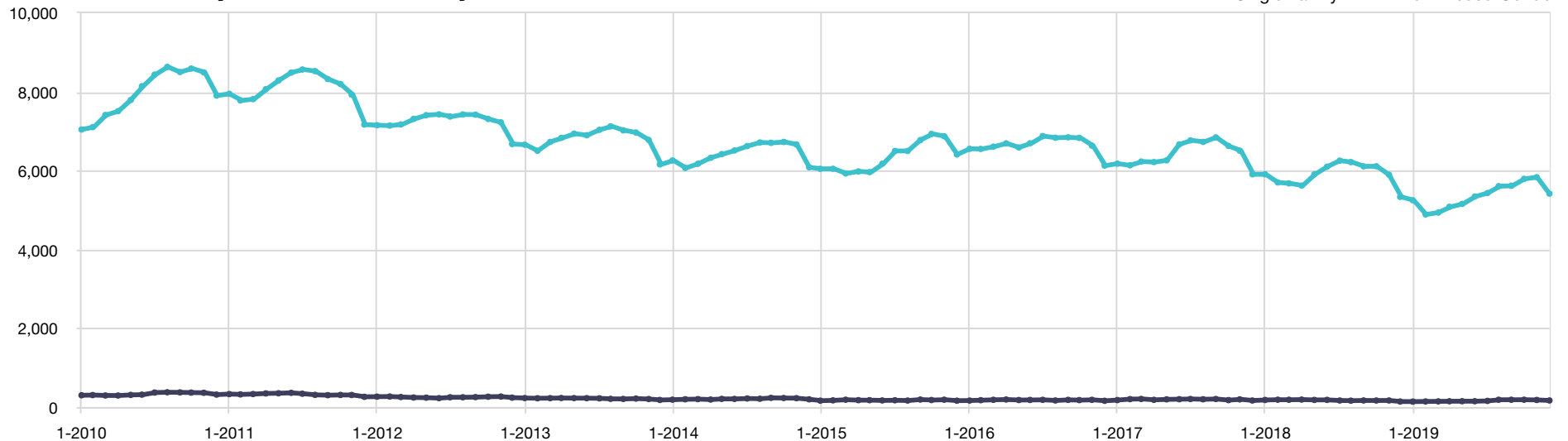


December



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2019	5,248	- 11.2%	138	- 23.3%
Feb-2019	4,889	- 14.2%	142	- 23.7%
Mar-2019	4,936	- 13.1%	144	- 22.2%
Apr-2019	5,083	- 9.6%	147	- 22.2%
May-2019	5,156	- 12.7%	148	- 18.2%
Jun-2019	5,344	- 12.4%	148	- 18.7%
Jul-2019	5,433	- 13.1%	156	- 6.0%
Aug-2019	5,606	- 9.8%	185	+ 14.2%
Sep-2019	5,617	- 8.1%	185	+ 10.8%
Oct-2019	5,793	- 5.2%	186	+ 12.0%
Nov-2019	5,834	- 1.1%	180	+ 7.8%
Dec-2019	5,417	+ 1.6%	167	+ 19.3%
12-Month Avg	5,363	- 9.1%	161	- 6.9%

Historical Inventory of Homes for Sale by Month

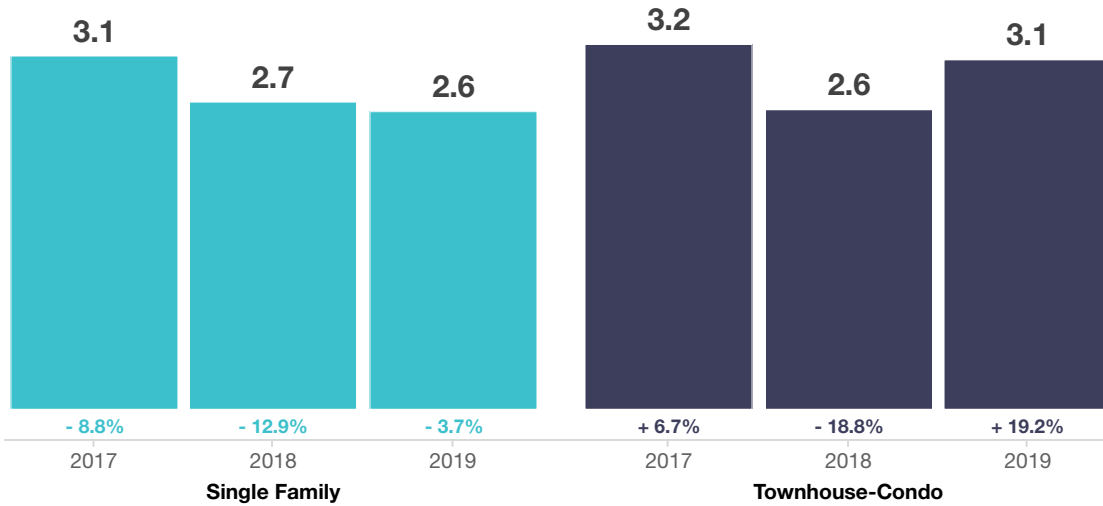


Months Supply of Inventory

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.



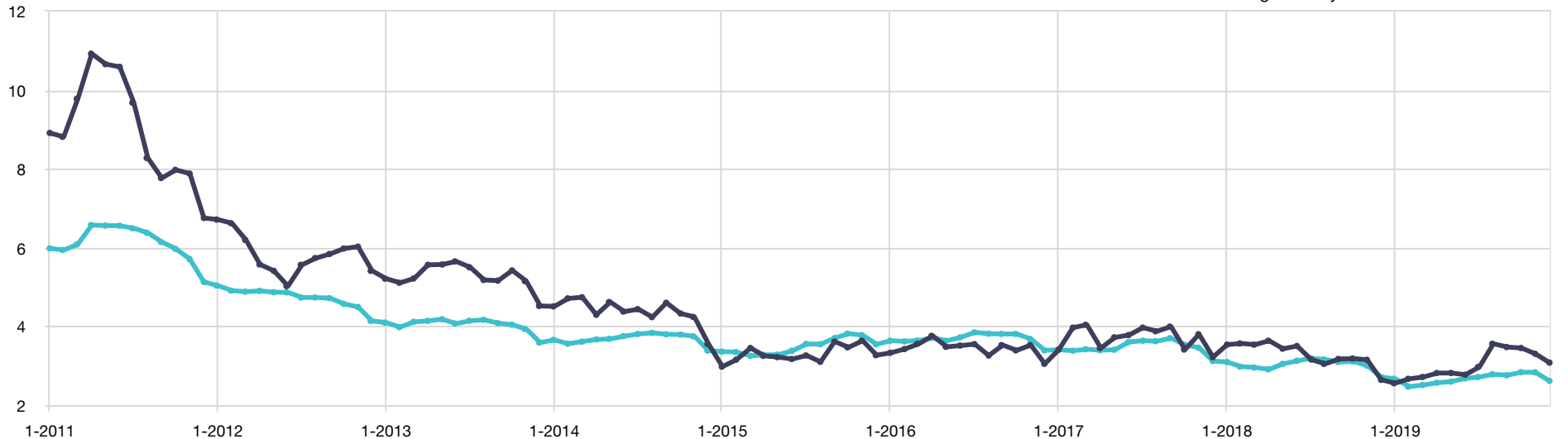
December



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2019	2.7	- 12.9%	2.6	- 25.7%
Feb-2019	2.5	- 16.7%	2.7	- 25.0%
Mar-2019	2.5	- 16.7%	2.7	- 22.9%
Apr-2019	2.6	- 10.3%	2.8	- 22.2%
May-2019	2.6	- 13.3%	2.8	- 17.6%
Jun-2019	2.7	- 12.9%	2.8	- 20.0%
Jul-2019	2.7	- 15.6%	3.0	- 6.3%
Aug-2019	2.8	- 12.5%	3.6	+ 20.0%
Sep-2019	2.8	- 9.7%	3.5	+ 9.4%
Oct-2019	2.8	- 9.7%	3.4	+ 6.3%
Nov-2019	2.8	- 6.7%	3.3	+ 3.1%
Dec-2019	2.6	- 3.7%	3.1	+ 19.2%
12-Month Avg*	2.7	- 11.9%	3.0	- 8.6%

* Months Supply for all properties from January 2019 through December 2019. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



All Properties Overview

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



Key Metrics	Historical Sparkbars	12-2018	12-2019	% Change	YTD 2018	YTD 2019	% Change
New Listings		1,518	1,878	+ 23.7%	29,545	31,159	+ 5.5%
Pending Sales		1,473	1,614	+ 9.6%	24,246	25,517	+ 5.2%
Closed Sales		1,732	1,847	+ 6.6%	24,258	25,048	+ 3.3%
Days on Market Until Sale		54	46	- 14.8%	53	47	- 11.3%
Median Sales Price		\$164,950	\$179,000	+ 8.5%	\$167,000	\$179,000	+ 7.2%
Average Sales Price		\$189,285	\$209,333	+ 10.6%	\$197,693	\$209,670	+ 6.1%
Percent of List Price Received		97.0%	97.7%	+ 0.7%	97.6%	97.8%	+ 0.2%
Housing Affordability Index		172	159	- 7.6%	170	159	- 6.5%
Inventory of Homes for Sale		5,474	5,584	+ 2.0%	—	—	—
Months Supply of Inventory		2.7	2.6	- 3.7%	—	—	—