



October 2020 Residential Sales

Date: November 18, 2020
RE: For immediate Release

The following Real Estate statistics were collected by MLSOK, Inc., for the time frame **October 1 through October 31, 2020**. Below summarizes our regions monthly sales activity. For a full review please see report that follows.

Quick Facts

+19.8%	+ 15.4%	-29.9%
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.

October continued to be busier than the calendar normally suggests. Buyer activity remains higher than normal for this time of year, while in many segments of the market housing supply remains much lower than one year ago. Multiple offers remain a common occurrence in many areas, keeping housing hot while temperatures continue to fall.

New Listings increased 9.4 percent for Single Family homes but decreased 7.8 percent for Townhouse-Condo homes. Pending Sales increased 35.1 percent for Single Family homes but remained flat for Townhouse-Condo homes. Inventory decreased 30.8 percent for Single Family homes but increased 3.1 percent for Townhouse-Condo Homes.

Months' Supply of Inventory Decreases



Month's Supply of Inventory decreased 38.5 percent for Single Family homes but remained flat for Townhouse-Condo homes.

Median Sales Price Increases



Median Sales Price increased 15.3 percent to \$207,500 for Single Family homes and 26.6 percent to \$132,975 for Townhouse-Condo homes.

Average Days on Market Decreases



Days on Market decreased 22.7 percent for Single Family homes but increased 35.0 percent for Townhouse-Condo homes.

Mortgage rates dropped to new record lows again in October, helping to offset the monthly mortgage payment increases caused by the rise in home prices seen in many segments of the market across the country. While prices often dip a bit in the winter months, continued buyer demand may temper any price retreats this year.



Below you will find copies of the MLS Statistical Reports for

October 2020

PLEASE NOTE

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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 **(10/01/2020) through (10/31/2020)**, while information is deemed reliable it is not guaranteed. Information found in this stats memo is current as of 3:00PM CT on **11/18/2020**.

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Listed below are the monthly Oklahoma City Metropolitan housing statistics for the month of **October 2020** as compared to **September 2020** and **October 2019**. These statistics are supplied by MLSOK, Inc.

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

	<u>October 2020</u>	<u>September 2020</u>	<u>October 2019</u>
TOTAL CLOSED	2535	2684	2086
TOTAL \$ VOLUME	\$ 626,606,793	\$ 640,381,764	\$ 437,810,043
AVERAGE PRICE	\$ 247,182	\$ 238,681	\$ 209,880
MEDIAN PRICE	\$ 205,000	\$ 200,123	\$179,000
% SELLING PRICE TO LIST PRICE	98 %	98 %	97 %
DAYS ON MARKET	34	35	52
NUMBER OF LISTINGS	3670	3944	7366

TOTAL CLOSED	2535
TOTAL \$ VOLUME	\$ 626,606,793
AVERAGE SELLING PRICE	\$ 247,182
% SELLING PRICE TO LIST PRICE	98 %
MEDIAN PRICE	\$ 205,000
AVERAGE DAYS ON MARKET	34
# OF ACTIVE LISTINGS CURRENTLY	3670
TOTAL UNDER CONTRACT (Pending)	1699
AVERAGE VALUE (Pending)	\$ 241,717



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	1441	\$ 285,465,912	3108
February	1675	\$354,625,803	3550
March	2041	\$439,074,346	3824
April	1908	\$412,108,026	3778
May	2013	\$429,954,619	4622
June	2750	\$627,910,056	5425
July	2914	\$678,648,931	5463
August	2768	\$669,988,543	5295
September	2684	\$640,381,764	4920
October	2535	\$629,606,793	4234

All MLSOK

Entire MLSOK Market Area

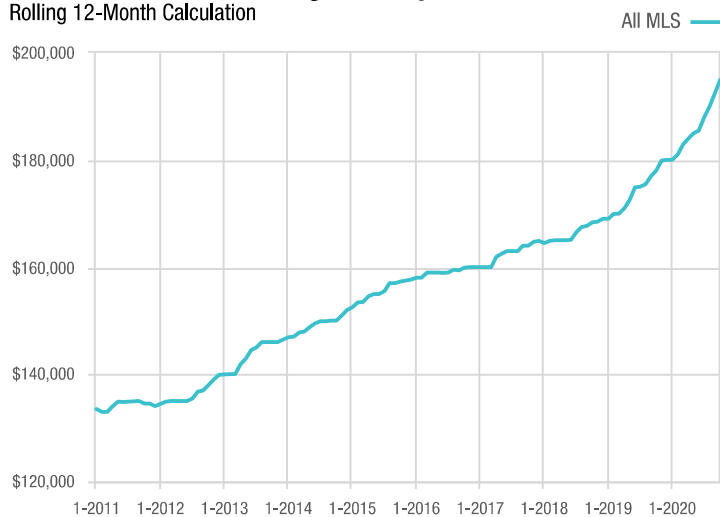
Single Family	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	2,351	2,573	+ 9.4%	25,784	26,846	+ 4.1%
Pending Sales	1,824	2,464	+ 35.1%	21,472	24,392	+ 13.6%
Closed Sales	2,047	2,471	+ 20.7%	20,855	22,607	+ 8.4%
Days on Market Until Sale	44	34	- 22.7%	47	40	- 14.9%
Median Sales Price*	\$180,000	\$207,500	+ 15.3%	\$180,000	\$197,000	+ 9.4%
Average Sales Price*	\$212,491	\$249,120	+ 17.2%	\$211,398	\$229,210	+ 8.4%
Percent of List Price Received*	97.7%	98.6%	+ 0.9%	97.9%	98.5%	+ 0.6%
Inventory of Homes for Sale	5,294	3,665	- 30.8%	—	—	—
Months Supply of Inventory	2.6	1.6	- 38.5%	—	—	—

Townhouse-Condo	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	64	59	- 7.8%	706	674	- 4.5%
Pending Sales	57	57	0.0%	567	561	- 1.1%
Closed Sales	56	48	- 14.3%	537	526	- 2.0%
Days on Market Until Sale	40	54	+ 35.0%	49	45	- 8.2%
Median Sales Price*	\$105,000	\$132,975	+ 26.6%	\$108,000	\$126,250	+ 16.9%
Average Sales Price*	\$131,051	\$182,062	+ 38.9%	\$140,284	\$162,052	+ 15.5%
Percent of List Price Received*	95.2%	97.0%	+ 1.9%	96.2%	96.5%	+ 0.3%
Inventory of Homes for Sale	162	157	- 3.1%	—	—	—
Months Supply of Inventory	3.0	3.0	0.0%	—	—	—

* 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.

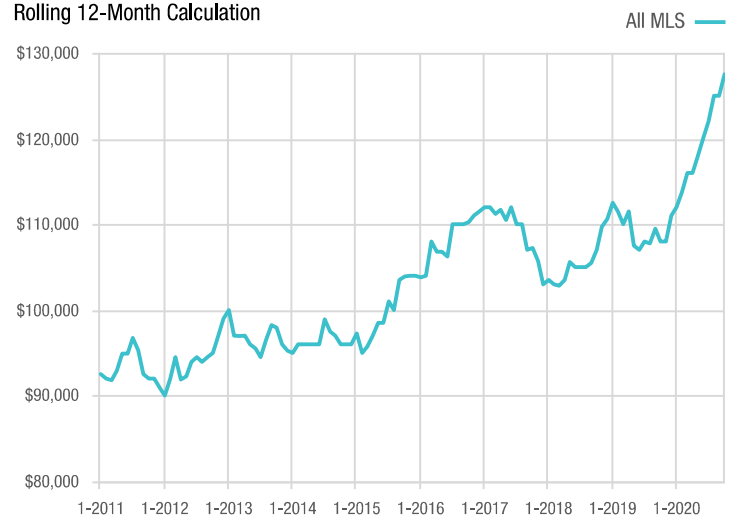
Median Sales Price - Single Family

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.

Monthly Indicators



October 2020

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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	10-2019	10-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		2,351	2,573	+ 9.4%	25,784	26,846	+ 4.1%
Pending Sales		1,824	2,464	+ 35.1%	21,472	24,392	+ 13.6%
Closed Sales		2,047	2,471	+ 20.7%	20,855	22,607	+ 8.4%
Days on Market Until Sale		44	34	- 22.7%	47	40	- 14.9%
Median Sales Price		\$180,000	\$207,500	+ 15.3%	\$180,000	\$197,000	+ 9.4%
Average Sales Price		\$212,491	\$249,120	+ 17.2%	\$211,398	\$229,210	+ 8.4%
Percent of List Price Received		97.7%	98.6%	+ 0.9%	97.9%	98.5%	+ 0.6%
Housing Affordability Index		173	156	- 9.8%	173	164	- 5.2%
Inventory of Homes for Sale		5,294	3,665	- 30.8%	—	—	—
Months Supply of Inventory		2.6	1.6	- 38.5%	—	—	—

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.



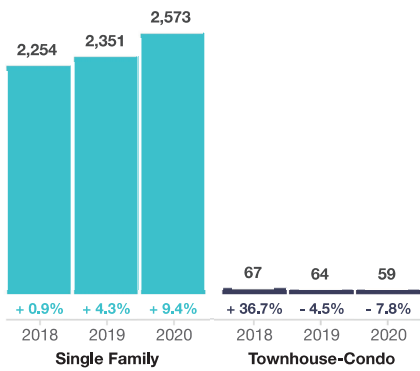
Key Metrics	Historical Sparkbars	10-2019	10-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		64	59	- 7.8%	706	674	- 4.5%
Pending Sales		57	57	0.0%	567	561	- 1.1%
Closed Sales		56	48	- 14.3%	537	526	- 2.0%
Days on Market Until Sale		40	54	+ 35.0%	49	45	- 8.2%
Median Sales Price		\$105,000	\$132,975	+ 26.6%	\$108,000	\$126,250	+ 16.9%
Average Sales Price		\$131,051	\$182,062	+ 38.9%	\$140,284	\$162,052	+ 15.5%
Percent of List Price Received		95.2%	97.0%	+ 1.9%	96.2%	96.5%	+ 0.3%
Housing Affordability Index		318	260	- 18.2%	310	274	- 11.6%
Inventory of Homes for Sale		162	157	- 3.1%	—	—	—
Months Supply of Inventory		3.0	3.0	0.0%	—	—	—

New Listings

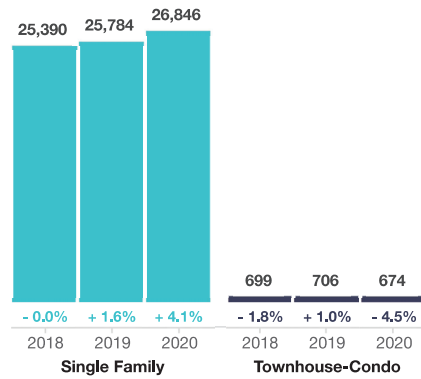
A count of the properties that have been newly listed on the market in a given month.



October

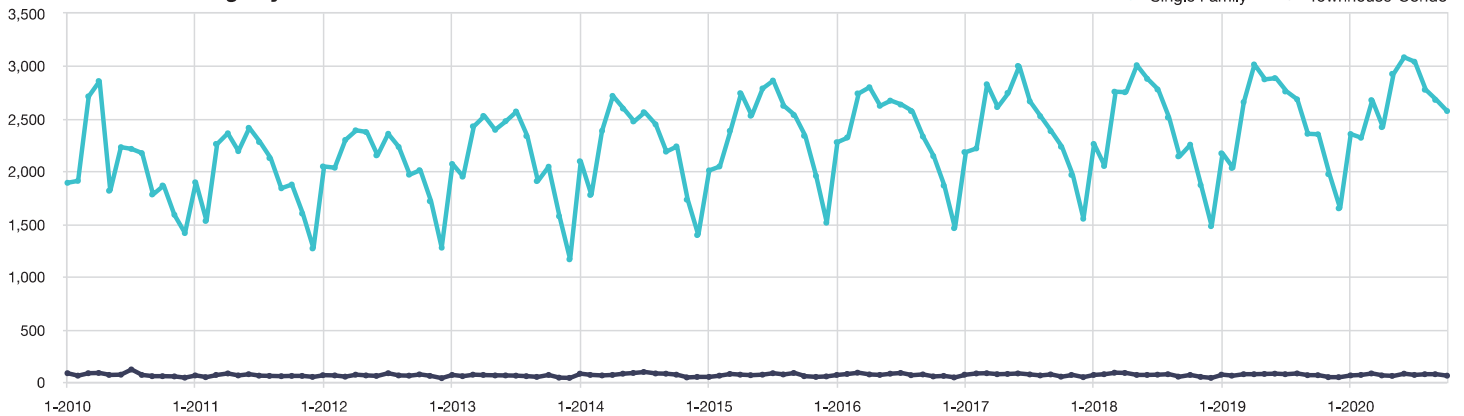


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2019	1,974	+ 5.5%	44	- 4.3%
Dec-2019	1,649	+ 11.5%	45	+ 21.6%
Jan-2020	2,354	+ 8.5%	62	- 8.8%
Feb-2020	2,319	+ 14.1%	65	+ 10.2%
Mar-2020	2,676	+ 0.7%	79	+ 6.8%
Apr-2020	2,420	- 19.7%	61	- 15.3%
May-2020	2,927	+ 1.8%	57	- 24.0%
Jun-2020	3,083	+ 6.8%	78	0.0%
Jul-2020	3,041	+ 10.3%	66	- 8.3%
Aug-2020	2,775	+ 3.4%	73	- 8.8%
Sep-2020	2,678	+ 13.7%	74	+ 15.6%
Oct-2020	2,573	+ 9.4%	59	- 7.8%
12-Month Avg	2,539	+ 4.6%	64	- 3.0%

Historical New Listings by Month

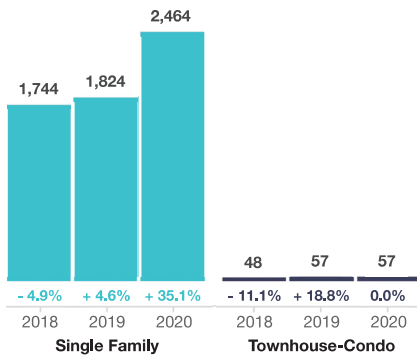


Pending Sales

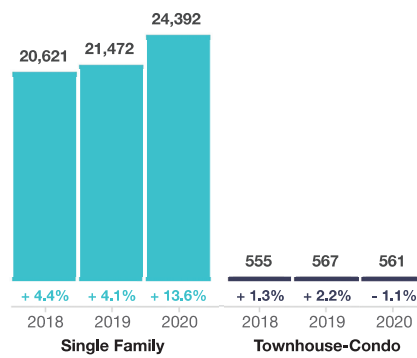
A count of the properties on which offers have been accepted in a given month.



October

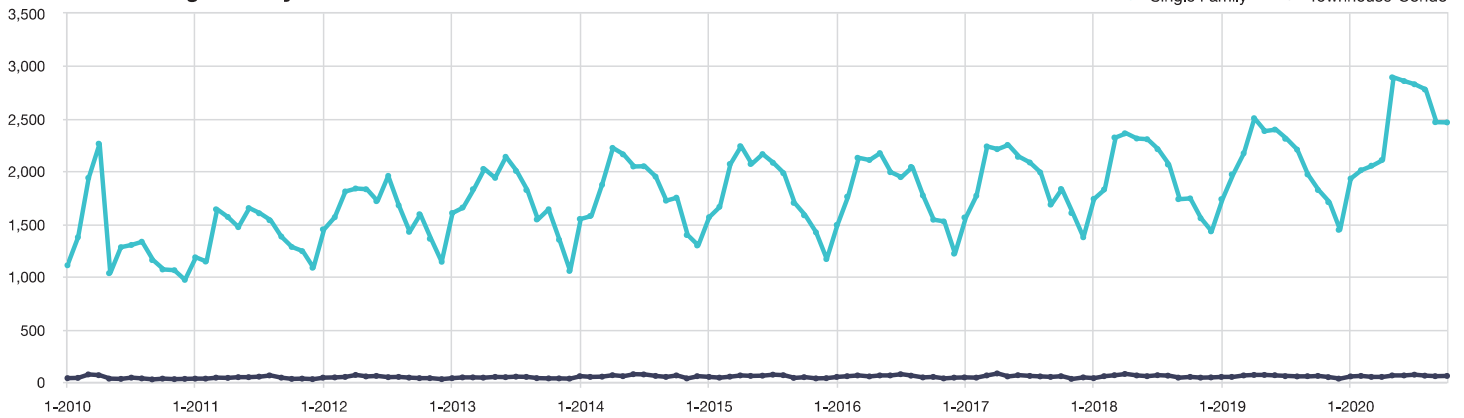


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2019	1,708	+ 9.9%	45	+ 15.4%
Dec-2019	1,444	+ 0.9%	31	- 26.2%
Jan-2020	1,932	+ 11.2%	51	+ 8.5%
Feb-2020	2,012	+ 2.1%	57	+ 23.9%
Mar-2020	2,053	- 5.4%	47	- 24.2%
Apr-2020	2,108	- 15.8%	47	- 27.7%
May-2020	2,893	+ 21.5%	61	- 6.2%
Jun-2020	2,858	+ 19.2%	61	- 4.7%
Jul-2020	2,827	+ 22.4%	69	+ 27.8%
Aug-2020	2,778	+ 25.9%	58	+ 11.5%
Sep-2020	2,467	+ 25.2%	53	- 3.6%
Oct-2020	2,464	+ 35.1%	57	0.0%
12-Month Avg	2,295	+ 12.6%	53	- 1.9%

Historical Pending Sales by Month

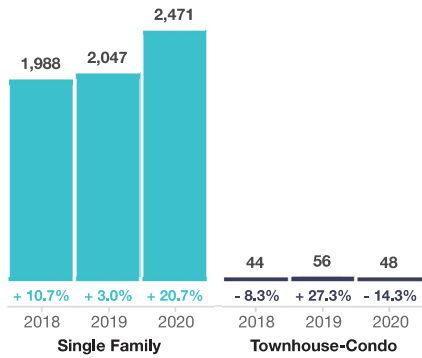


Closed Sales

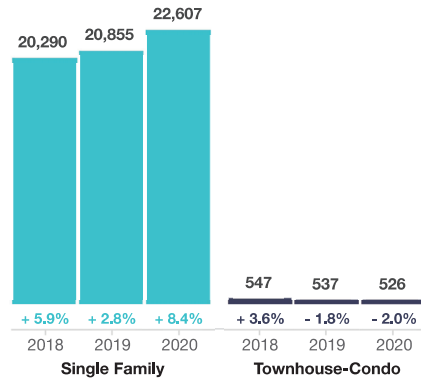
A count of the actual sales that closed in a given month.



October

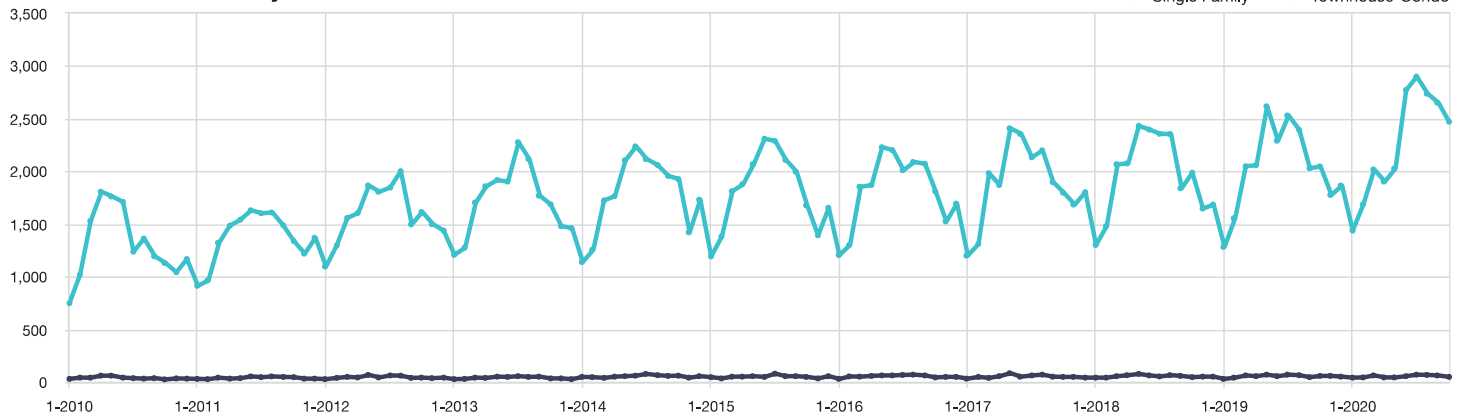


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2019	1,777	+ 7.9%	57	+ 16.3%
Dec-2019	1,865	+ 10.7%	50	+ 2.0%
Jan-2020	1,436	+ 12.1%	39	+ 39.3%
Feb-2020	1,687	+ 8.6%	43	+ 7.5%
Mar-2020	2,018	- 1.5%	60	- 3.2%
Apr-2020	1,902	- 7.5%	42	- 20.8%
May-2020	2,027	- 22.5%	42	- 38.2%
Jun-2020	2,773	+ 21.0%	55	0.0%
Jul-2020	2,900	+ 14.5%	69	+ 1.5%
Aug-2020	2,739	+ 14.4%	66	+ 4.8%
Sep-2020	2,654	+ 30.7%	62	+ 40.9%
Oct-2020	2,471	+ 20.7%	48	- 14.3%
12-Month Avg	2,187	+ 8.5%	53	0.0%

Historical Closed Sales by Month

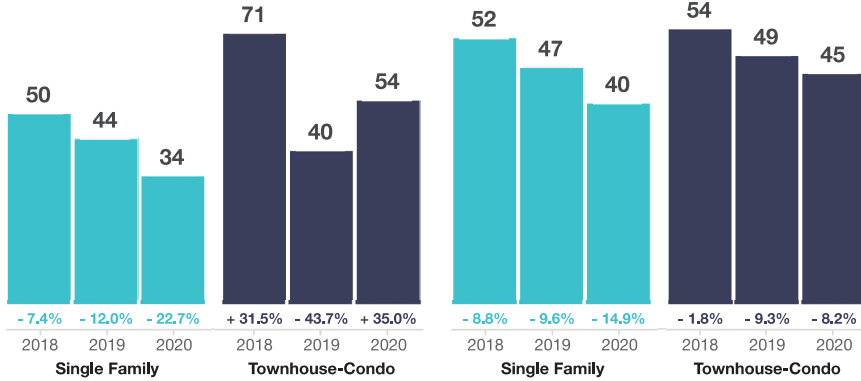


Days on Market Until Sale

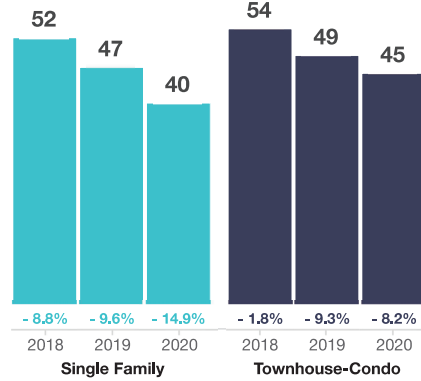
Average number of days between when a property is listed and when an offer is accepted in a given month.



October



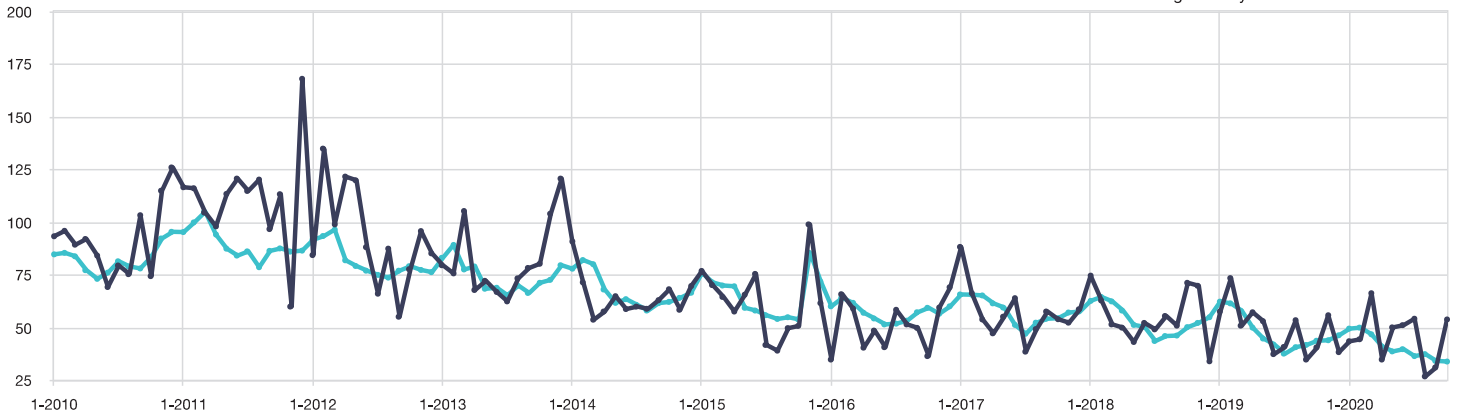
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2019	44	-15.4%	56	-20.0%
Dec-2019	46	-16.4%	38	+11.8%
Jan-2020	49	-21.0%	43	-24.6%
Feb-2020	50	-18.0%	44	-39.7%
Mar-2020	47	-19.0%	66	+29.4%
Apr-2020	41	-18.0%	35	-38.6%
May-2020	38	-15.6%	50	-5.7%
Jun-2020	40	-4.8%	51	+37.8%
Jul-2020	36	-2.7%	54	+31.7%
Aug-2020	37	-9.8%	27	-49.1%
Sep-2020	34	-19.0%	31	-11.4%
Oct-2020	34	-22.7%	54	+35.0%
12-Month Avg*	40	-15.3%	46	-7.2%

* Days on Market for all properties from November 2019 through October 2020. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

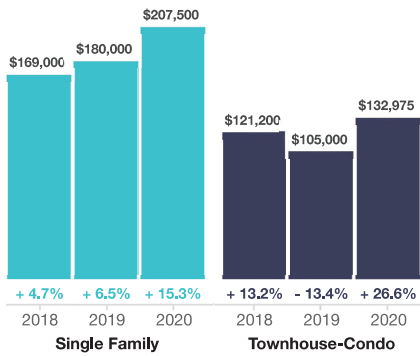


Median Sales Price

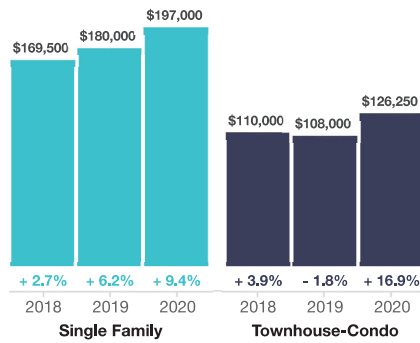
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



October



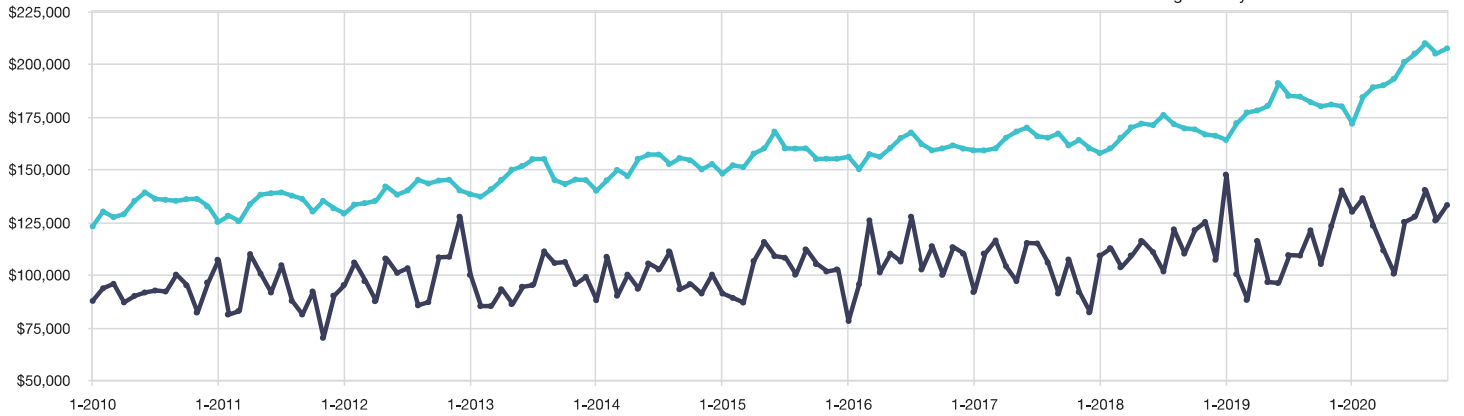
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2019	\$180,739	+ 8.6%	\$123,000	- 1.6%
Dec-2019	\$180,000	+ 8.4%	\$140,000	+ 30.8%
Jan-2020	\$171,665	+ 4.7%	\$129,900	- 11.9%
Feb-2020	\$184,320	+ 7.2%	\$136,300	+ 36.0%
Mar-2020	\$189,000	+ 6.8%	\$123,250	+ 40.1%
Apr-2020	\$189,948	+ 6.7%	\$111,500	- 3.9%
May-2020	\$193,000	+ 7.1%	\$100,500	+ 4.1%
Jun-2020	\$200,950	+ 5.2%	\$125,000	+ 30.2%
Jul-2020	\$205,000	+ 10.9%	\$127,500	+ 16.7%
Aug-2020	\$210,000	+ 13.8%	\$140,250	+ 28.7%
Sep-2020	\$204,950	+ 12.6%	\$125,750	+ 3.9%
Oct-2020	\$207,500	+ 15.3%	\$132,975	+ 26.6%
12-Month Avg*	\$195,000	+ 9.6%	\$127,500	+ 18.1%

* Median Sales Price for all properties from November 2019 through October 2020. This is not the average of the individual figures above.

Historical Median Sales Price by Month

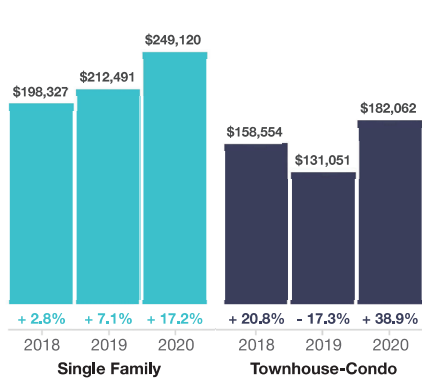


Average Sales Price

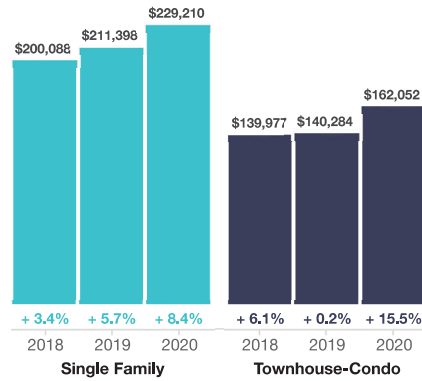
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



October



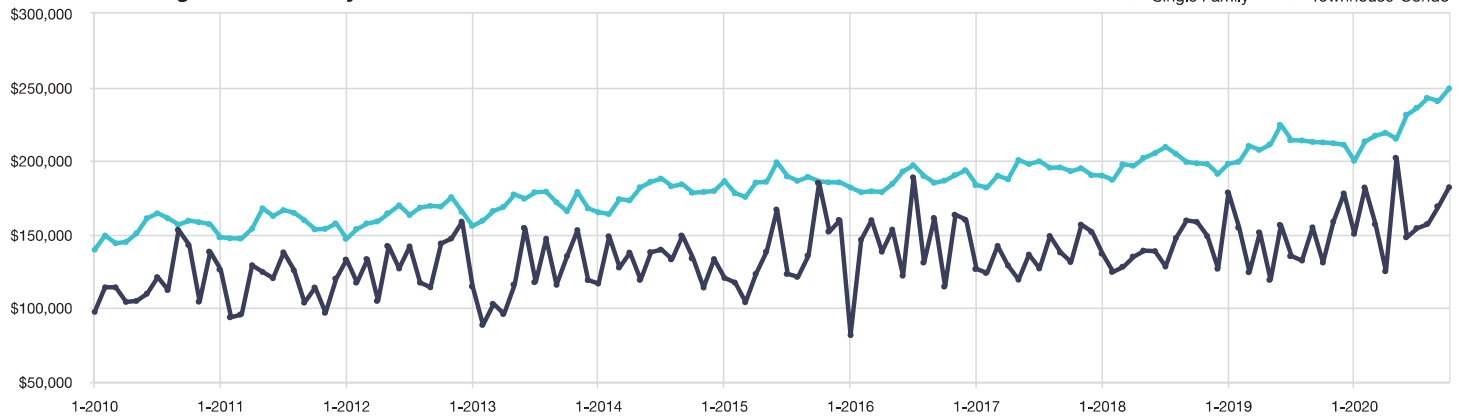
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2019	\$211,980	+ 7.2%	\$158,688	+ 6.6%
Dec-2019	\$211,030	+ 10.4%	\$177,852	+ 40.2%
Jan-2020	\$200,026	+ 1.1%	\$150,424	- 15.7%
Feb-2020	\$213,184	+ 7.0%	\$181,919	+ 17.6%
Mar-2020	\$217,031	+ 3.3%	\$156,973	+ 26.2%
Apr-2020	\$218,941	+ 5.6%	\$125,162	- 17.4%
May-2020	\$215,016	+ 1.8%	\$202,073	+ 69.6%
Jun-2020	\$231,244	+ 3.0%	\$148,112	- 5.4%
Jul-2020	\$236,044	+ 10.3%	\$154,408	+ 14.1%
Aug-2020	\$242,779	+ 13.6%	\$156,989	+ 18.6%
Sep-2020	\$240,507	+ 13.0%	\$169,150	+ 9.3%
Oct-2020	\$249,120	+ 17.2%	\$182,062	+ 38.9%
12-Month Avg*	\$226,752	+ 8.5%	\$162,997	+ 16.5%

* Avg. Sales Price for all properties from November 2019 through October 2020. This is not the average of the individual figures above.

Historical Average Sales Price by Month

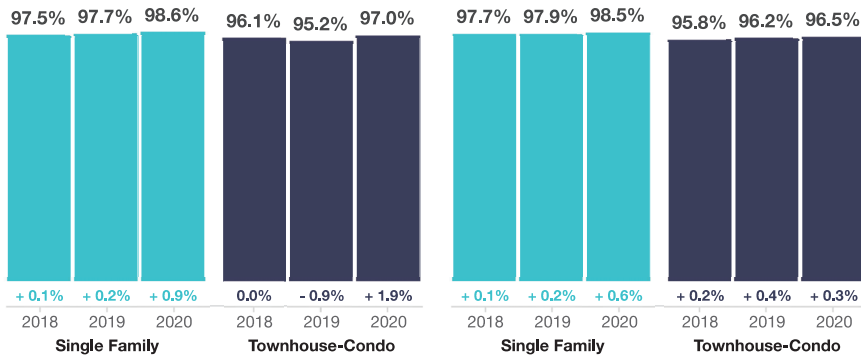


Percent of List Price Received

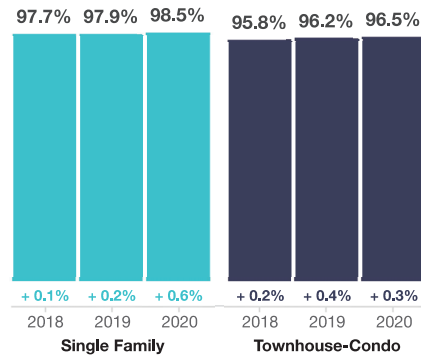
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



October



Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2019	97.6%	+ 0.3%	96.2%	+ 0.2%
Dec-2019	97.7%	+ 0.7%	96.7%	- 0.2%
Jan-2020	97.5%	+ 0.6%	97.1%	+ 2.3%
Feb-2020	97.6%	+ 0.2%	96.0%	+ 0.5%
Mar-2020	98.2%	+ 0.5%	95.1%	- 0.6%
Apr-2020	98.4%	+ 0.3%	96.6%	+ 0.8%
May-2020	98.6%	+ 0.6%	96.4%	+ 0.4%
Jun-2020	98.6%	+ 0.3%	95.6%	- 1.3%
Jul-2020	98.7%	+ 0.6%	97.1%	+ 0.5%
Aug-2020	98.9%	+ 0.9%	96.2%	- 0.6%
Sep-2020	98.8%	+ 0.8%	98.1%	+ 0.2%
Oct-2020	98.6%	+ 0.9%	97.0%	+ 1.9%
12-Month Avg*	98.4%	+ 0.6%	96.5%	+ 0.3%

* Pct. of List Price Received for all properties from November 2019 through October 2020. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

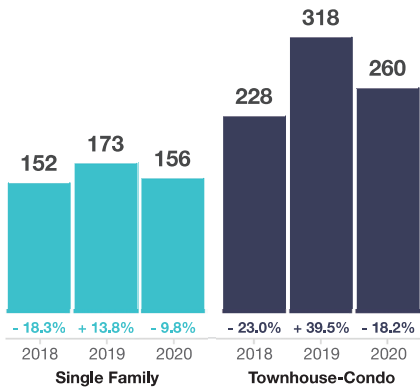


Housing Affordability Index

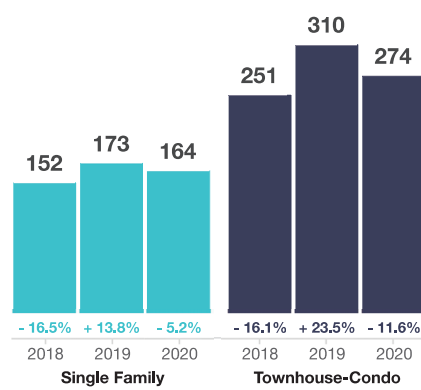
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



October

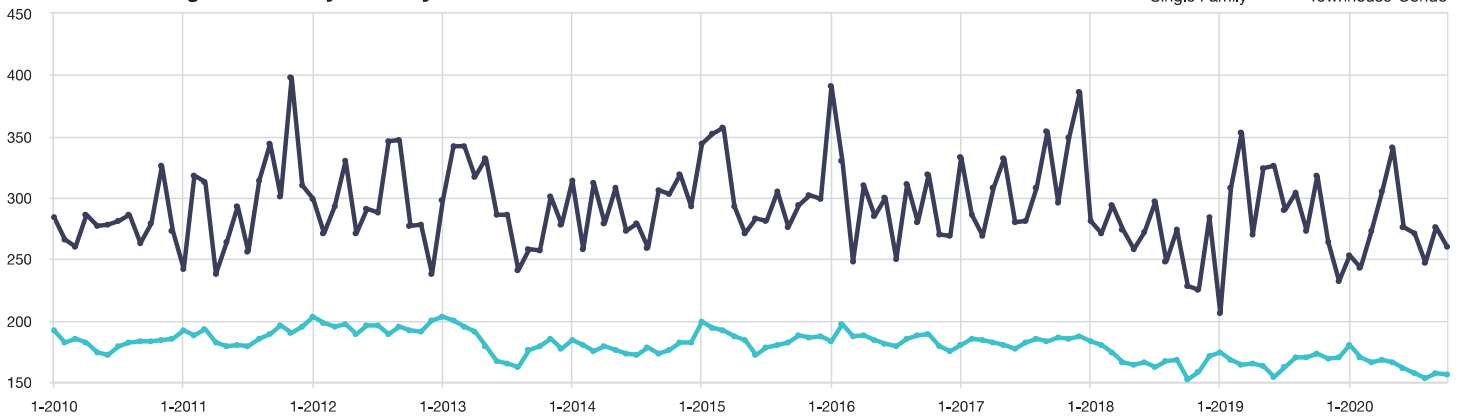


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2019	169	+ 7.0%	264	+ 17.3%
Dec-2019	170	- 0.6%	232	- 18.3%
Jan-2020	180	+ 3.4%	253	+ 22.8%
Feb-2020	170	+ 1.2%	243	- 21.1%
Mar-2020	166	+ 1.2%	273	- 22.7%
Apr-2020	168	+ 1.8%	305	+ 13.0%
May-2020	166	+ 1.8%	341	+ 5.2%
Jun-2020	161	+ 4.5%	276	- 15.3%
Jul-2020	157	- 3.1%	271	- 6.6%
Aug-2020	153	- 10.0%	247	- 18.8%
Sep-2020	157	- 7.6%	276	+ 1.1%
Oct-2020	156	- 9.8%	260	- 18.2%
12-Month Avg	164	- 1.2%	270	- 6.9%

Historical Housing Affordability Index by Month

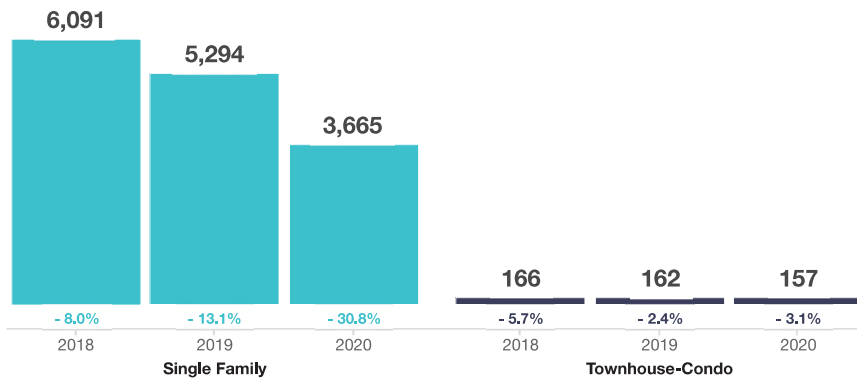


Inventory of Homes for Sale

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

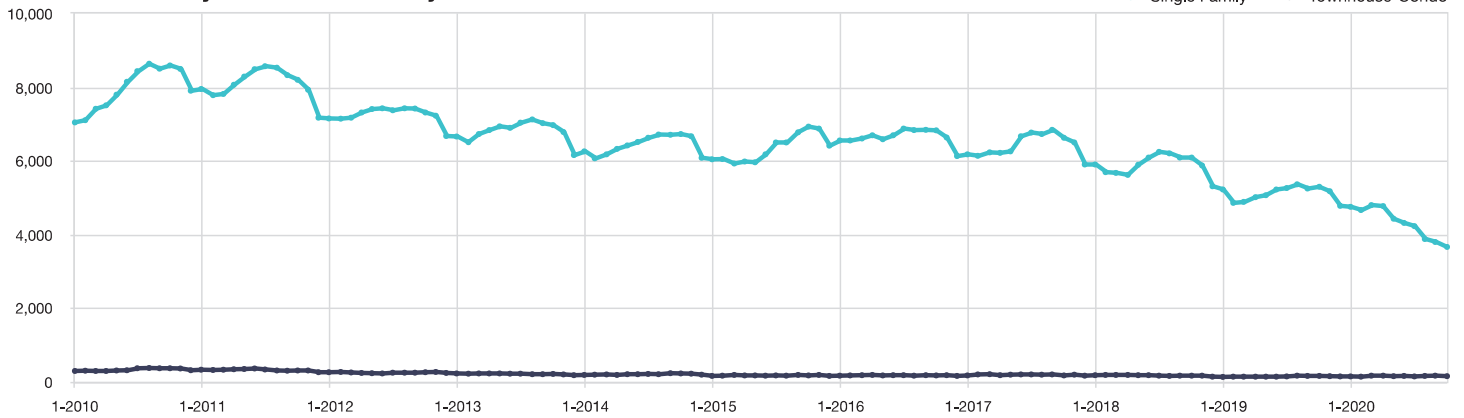


October



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2019	5,176	- 11.9%	153	- 7.8%
Dec-2019	4,777	- 10.1%	146	+ 5.0%
Jan-2020	4,748	- 9.0%	150	+ 10.3%
Feb-2020	4,662	- 4.0%	141	+ 1.4%
Mar-2020	4,800	- 1.8%	165	+ 17.9%
Apr-2020	4,774	- 4.8%	168	+ 18.3%
May-2020	4,430	- 12.6%	155	+ 9.2%
Jun-2020	4,313	- 17.4%	163	+ 14.8%
Jul-2020	4,230	- 19.6%	150	+ 1.4%
Aug-2020	3,875	- 27.8%	159	- 5.9%
Sep-2020	3,794	- 27.7%	168	+ 2.4%
Oct-2020	3,665	- 30.8%	157	- 3.1%
12-Month Avg	4,437	- 15.0%	156	+ 4.7%

Historical Inventory of Homes for Sale by Month

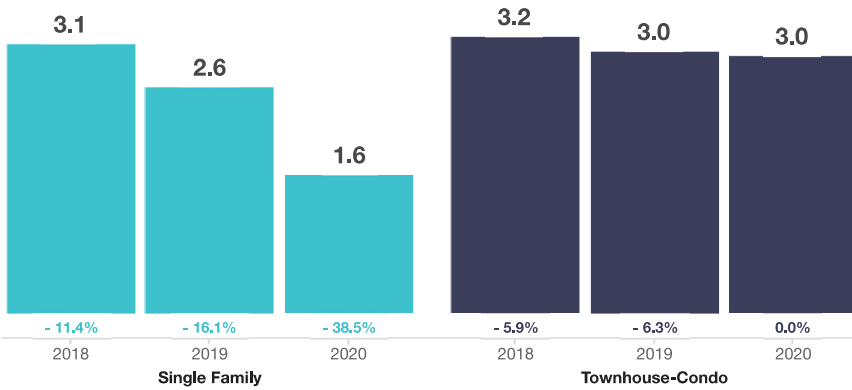


Months Supply of Inventory

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.



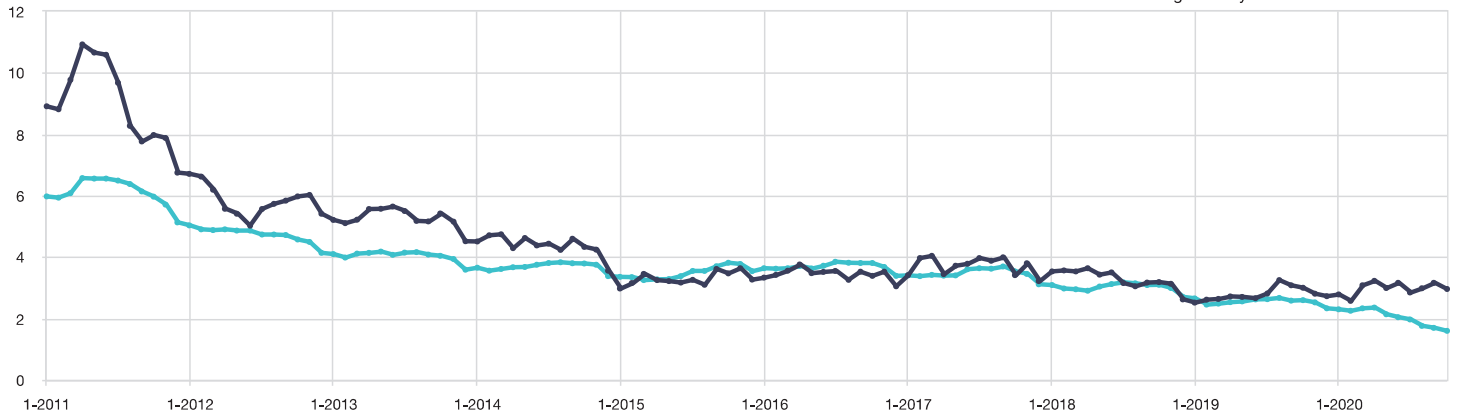
October



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2019	2.5	-16.7%	2.8	-9.7%
Dec-2019	2.3	-14.8%	2.7	+3.8%
Jan-2020	2.3	-14.8%	2.8	+12.0%
Feb-2020	2.3	-8.0%	2.6	0.0%
Mar-2020	2.3	-8.0%	3.1	+19.2%
Apr-2020	2.4	-4.0%	3.2	+18.5%
May-2020	2.1	-19.2%	3.0	+11.1%
Jun-2020	2.0	-23.1%	3.2	+18.5%
Jul-2020	2.0	-23.1%	2.8	0.0%
Aug-2020	1.8	-33.3%	3.0	-9.1%
Sep-2020	1.7	-34.6%	3.2	+3.2%
Oct-2020	1.6	-38.5%	3.0	0.0%
12-Month Avg*	2.1	-19.7%	2.9	+4.6%

* Months Supply for all properties from November 2019 through October 2020. 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	10-2019	10-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		2,415	2,632	+ 9.0%	26,490	27,520	+ 3.9%
Pending Sales		1,881	2,521	+ 34.0%	22,039	24,953	+ 13.2%
Closed Sales		2,103	2,519	+ 19.8%	21,392	23,133	+ 8.1%
Days on Market Until Sale		44	34	- 22.7%	47	40	- 14.9%
Median Sales Price		\$178,939	\$206,450	+ 15.4%	\$179,000	\$195,000	+ 8.9%
Average Sales Price		\$210,322	\$247,841	+ 17.8%	\$209,610	\$227,681	+ 8.6%
Percent of List Price Received		97.6%	98.6%	+ 1.0%	97.8%	98.4%	+ 0.6%
Housing Affordability Index		174	156	- 10.3%	174	165	- 5.2%
Inventory of Homes for Sale		5,456	3,822	- 29.9%	—	—	—
Months Supply of Inventory		2.6	1.6	- 38.5%	—	—	—