



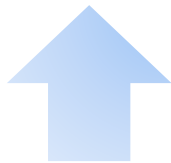
June 2016 Residential Sales

Date: July 7, 2016

RE: For immediate Release

The following Real Estate statistics were collected by MLSOK, Inc. for the time frame **June 1, 2016 to June 30, 2016**. Below summarizes our regions monthly sales activity.

Months' Supply of Inventory (MSI) Increases



The total housing inventory at the end of June 2016 rose **6.17%** to 9,346 existing homes available for sale. Over the last 12 months this area has had an average of 1,860 closed sales per month. This represents an unsold inventory index of **5.02** MSI for this period.

Average Sale Prices Falling



According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **4.18%** in June 2016 to \$188,358 versus the previous year at \$196,581.

Average Days on Market Shortens



The average number of **50.85** days that homes spent on the market before selling decreased by 10.20 days or **16.71%** in June 2016 compared to last year's same month at **61.05** DOM.

Sales Success for April 2016 is Positive



Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month. There were 3318 New Listings in June 2016, up **5.90%** from last year at 3,133. Furthermore, there were 2,216 Closed Listings this month versus last year at 2,305, a **-3.86%** decrease. Closed versus Listed trends yielded a **66.8%** ratio, down from last year's June 2015 at **73.6%**, a **9.22%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the following months to come.



Below you will find copies of the MLS Statistical Reports for

June 2016

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 Section 13 of the MLS Rules and Regulations.

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Based on information from MLSOK, Inc. for the period **(06/01/2016)** through **(06/30/2016)**, 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 **June 2016** as compared to **May 2016** and **June 2015**.



These statistics are supplied by MLSOK Multiple Listing Service and should you have any questions, please send an email to statistics@okcmar.org .

| | <u>June 2016</u> | <u>May 2016</u> | <u>June 2015</u> |
|--------------------------------------|------------------|-----------------|------------------|
| TOTAL CLOSED | 2128 | 2170 | 2180 |
| TOTAL \$ VOLUME | \$407,785,156 | \$400,592,397 | \$436,094,896 |
| AVERAGE PRICE | \$191,628 | \$184,605 | \$200,044 |
| MEDIAN PRICE | \$163,375 | \$160,000 | \$166,749 |
| % SELLING PRICE TO LIST PRICE | 99% | 98% | 98% |
| DAYS ON MARKET | 48 | 53 | 57 |
| NUMBER OF LISTINGS | 7366 | 7113 | 6442 |

| | |
|--|---------------|
| TOTAL CLOSED | 2128 |
| TOTAL \$ VOLUME | \$407,785,156 |
| AVERAGE SELLING PRICE | \$191,628 |
| % SELLING PRICE TO LIST PRICE | 99% |
| MEDIAN PRICE | \$163,375 |
| AVERAGE DAYS ON MARKET | 48 |
| # OF ACTIVE LISTINGS AT MONTH END | 7366 |
| TOTAL UNDER CONTRACT (Pending) | 1875 |
| AVERAGE VALUE (Pending) | \$195,419 |



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 | 1148 | \$207,548,406 | 2631 |
| February | 1244 | \$219,359,809 | 2840 |
| March | 1824 | \$329,233,534 | 3240 |
| April | 1818 | \$324,963,829 | 3829 |
| May | 2170 | \$400,592,397 | 4190 |
| June | 2128 | \$407,785,156 | 4003 |



June 2016

Area Delimited by Entire Oklahoma City MLS

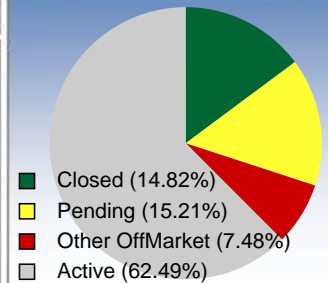


Absorption: Last 12 months, an Average of **1,860** Sales/Month

Active Inventory as of June 30, 2016 = **9,346**

| | JUNE | | |
|---|---------|---------|---------|
| | 2015 | 2016 | +/- % |
| Closed Listings | 2,305 | 2,216 | -3.86% |
| Pending Listings | 2,195 | 2,274 | 3.60% |
| New Listings | 3,133 | 3,318 | 5.90% |
| Median List Price | 166,800 | 163,900 | -1.74% |
| Median Sale Price | 164,900 | 161,000 | -2.37% |
| Median Percent of List Price to Selling Price | 98.88% | 99.05% | 0.17% |
| Median Days on Market to Sale | 25.00 | 22.00 | -12.00% |
| End of Month Inventory | 8,803 | 9,346 | 6.17% |
| Months Supply of Inventory | 4.72 | 5.02 | 6.49% |

Market Activity



Report Produced on: Jul 07, 2016

Monthly Inventory Analysis

Data from the Oklahoma City Metropolitan Association of REALTORS®

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of June 2016 rose **6.17%** to 9,346 existing homes available for sale. Over the last 12 months this area has had an average of 1,860 closed sales per month. This represents an unsold inventory index of **5.02** MSI for this period.

Median Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **2.37%** in June 2016 to \$161,000 versus the previous year at \$164,900.

Median Days on Market Shortens

The median number of **22.00** days that homes spent on the market before selling decreased by 3.00 days or **12.00%** in June 2016 compared to last year's same month at **25.00** DOM.

Sales Success for June 2016 is Positive

Overall, with Median Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 3,318 New Listings in June 2016, up **5.90%** from last year at 3,133. Furthermore, there were 2,216 Closed Listings this month versus last year at 2,305, a **-3.86%** decrease.

Closed versus Listed trends yielded a **66.8%** ratio, down from last year's June 2016 at **73.6%**, a **9.22%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the following months to come.

What's in this Issue

| | |
|--|-----------|
| Closed Listings | 1 |
| Pending Listings | 2 |
| New Listings | 3 |
| Inventory | 4 |
| Months Supply of Inventory | 5 |
| Median Days on Market to Sale | 6 |
| Median List Price at Closing | 7 |
| Median Sale Price at Closing | 8 |
| Median Percent of List Price to Selling Price | 9 |
| Market Summary | 10 |

Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

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Phone: 405-841-5353
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