



September 2016 Residential Sales

Date: October 7, 2016

RE: For immediate Release

The following Real Estate statistics were collected by MLSOK, Inc., for the time frame **September 1, 2016 to September 30, 2016**. Below summarizes our regions monthly sales activity. For a full review please see report that follows.

Note: You may see a rise in the statistics reflected below due to the inclusion of the Norman, Altus, and Western boards to MLS.

Months' Supply of Inventory (MSI) Decreases



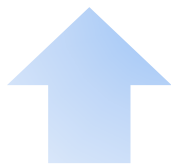
The total housing inventory at the end of September 2016 decreased **5.99%** to 8,419 existing homes available for sale. Over the last 12 months this area has had an average of 1,849 closed sales per month. This represents an unsold inventory index of **4.55** MSI for this period.

Average Sale Prices Going Up



According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **2.85%** in September 2016 to \$182,834 versus the previous year at \$188,199.

Average Days on Market Shortens



The average number of **58.00** days that homes spent on the market before selling increased by 3.41 days or **6.25%** in September 2016 compared to last year's same month at **54.59** DOM

Sales Success for July 2016 is Positive



Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished strong this month. There were 2,760 New Listings in September 2016, down **6.79%** from last year at 2,961. Furthermore, there were 2,051 Closed Listings this month versus last year at 2,153, a **-4.74%** decrease.



Below you will find copies of the MLS Statistical Reports for

September 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 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 the MLSOK.com for the period **(09/01/2016) through (09/30/2016)**, while information is deemed reliable it is not guaranteed.

MLSOK shall have no liability or responsibility for the truth or accuracy of any data or information contained in any advertising or other public representation made or sponsored by a Participant and/or by any of its affiliated Licensees, and each of such Participant and its affiliated Licensees hereby agrees to indemnify MLSOK.com and to hold the MLS harmless from and against any liability, damage, cost and expense arising from or out of any such advertising or other public representation.

Listed below are the monthly Oklahoma City Metropolitan housing statistics for the month of **September 2016** as compared to **August 2016** and **September 2015**.



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

	September 2016	August 2016	September 2015
TOTAL CLOSED	2080	2124	1871
TOTAL \$ VOLUME	\$ 380,960,039	\$ 399,069,157	\$ 356,291,968
AVERAGE PRICE	\$ 183,154	\$ 187,886	\$ 190,429
MEDIAN PRICE	\$ 156,450	\$ 159,900	\$ 160,000
% SELLING PRICE TO LIST PRICE	98 %	98 %	98 %
DAYS ON MARKET	57	53	53
NUMBER OF LISTINGS	8305	8332	6852

TOTAL CLOSED	2080
TOTAL \$ VOLUME	\$ 380,960,039
AVERAGE SELLING PRICE	\$ 183,154
% SELLING PRICE TO LIST PRICE	98 %
MEDIAN PRICE	\$ 156,450
AVERAGE DAYS ON MARKET	57
# OF ACTIVE LISTINGS AT MONTH END	8305
TOTAL UNDER CONTRACT (Pending)	1638
AVERAGE VALUE (Pending)	\$ 190,243



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
July	2038	\$ 399,044,216	3806
August	2124	\$ 399,069,157	3673
September	2080	\$ 380,960,039	3718



September 2016

Area Delimited by Entire Oklahoma City MLS -
Residential Property Type

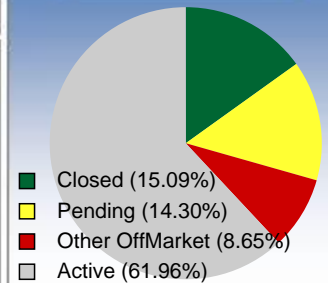


Absorption: Last 12 months, an Average of **1,849** Sales/Month

Active Inventory as of September 30, 2016 = **8,419**

	SEPTEMBER		
	2015	2016	+/- %
Closed Listings	2,153	2,051	-4.74%
Pending Listings	1,773	1,943	9.59%
New Listings	2,961	2,760	-6.79%
Median List Price	160,285	159,900	-0.24%
Median Sale Price	159,000	155,000	-2.52%
Median Percent of List Price to Selling Price	98.68%	98.59%	-0.09%
Median Days on Market to Sale	29.00	33.00	13.79%
End of Month Inventory	8,955	8,419	-5.99%
Months Supply of Inventory	4.44	4.55	2.49%

Market Activity



Report Produced on: Oct 07, 2016

Monthly Inventory Analysis

Data from the Oklahoma City Metropolitan Association of REALTORS®

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2016 decreased **5.99%** to 8,419 existing homes available for sale. Over the last 12 months this area has had an average of 1,849 closed sales per month. This represents an unsold inventory index of **4.55** 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 **2.52%** in September 2016 to \$155,000 versus the previous year at \$159,000.

Median Days on Market Lengthens

The median number of **33.00** days that homes spent on the market before selling increased by 4.00 days or **13.79%** in September 2016 compared to last year's same month at **29.00** DOM.

Sales Success for September 2016 is Positive

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

There were 2,760 New Listings in September 2016, down **6.79%** from last year at 2,961. Furthermore, there were 2,051 Closed Listings this month versus last year at 2,153, a **-4.74%** decrease.

Closed versus Listed trends yielded a **74.3%** ratio, up from last year's September 2016 at **72.7%**, a **2.20%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the following months to come.

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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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