



April 2015

Area Delimited by Entire OK State MLS -
Single-Family Property Type



OKLAHOMA
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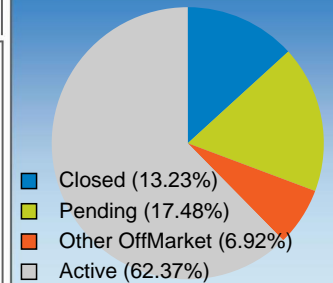
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Absorption: Last 12 months, an Average of **3,757** Sales/Month

Active Inventory as of April 30, 2015 = **17,277**

	APRIL		
	2014	2015	+/-%
Closed Listings	3,753	3,664	-2.37%
Pending Listings	4,688	4,842	3.28%
New Listings	7,253	6,797	-6.29%
Average List Price	166,461	176,446	6.00%
Average Sale Price	161,595	171,631	6.21%
Average Percent of List Price to Selling Price	96.63%	96.98%	0.36%
Average Days on Market to Sale	75.75	71.40	-5.75%
End of Month Inventory	19,121	17,277	-9.64%
Months Supply of Inventory	5.29	4.60	-13.14%

Market Activity



Report Produced on: May 13, 2015

Monthly Inventory Analysis

Data from the OKLAHOMA ASSOCIATION OF REALTORS®

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2015 decreased **9.64%** to 17,277 existing homes available for sale. Over the last 12 months this area has had an average of 3,757 closed sales per month. This represents an unsold inventory index of **4.60** MSI for this period.

Average Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **6.21%** in April 2015 to \$171,631 versus the previous year at \$161,595.

Average Days on Market Shortens

The average number of **71.40** days that homes spent on the market before selling decreased by 4.35 days or **5.75%** in April 2015 compared to last year's same month at **75.75** DOM.

Sales Success for April 2015 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 6,797 New Listings in April 2015, down **6.29%** from last year at 7,253. Furthermore, there were 3,664 Closed Listings this month versus last year at 3,753, a **-2.37%** decrease.

Closed versus Listed trends yielded a **53.9%** ratio, up from last year's April 2015 at **51.7%**, a **4.18%** 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.

Find a REALTOR® at okrealtors.com

For more information, contact:

Steve Reese - Vice President of Marketing
405-848-9944
steve@okrealtors.com
Or visit: www.okrealtors.com



Monthly Inventory Analysis

Data from the
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April 2015

Closed Sales as of May 12, 2015



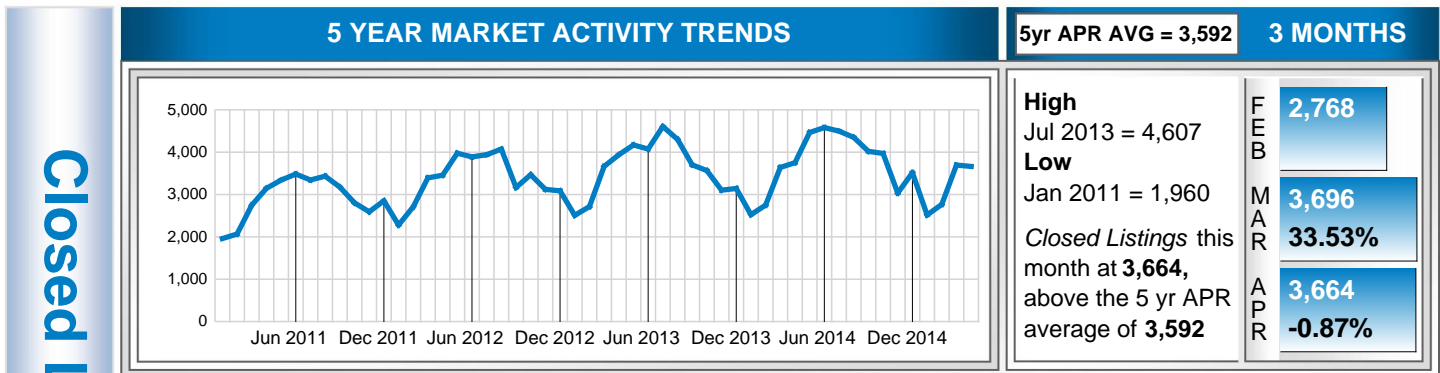
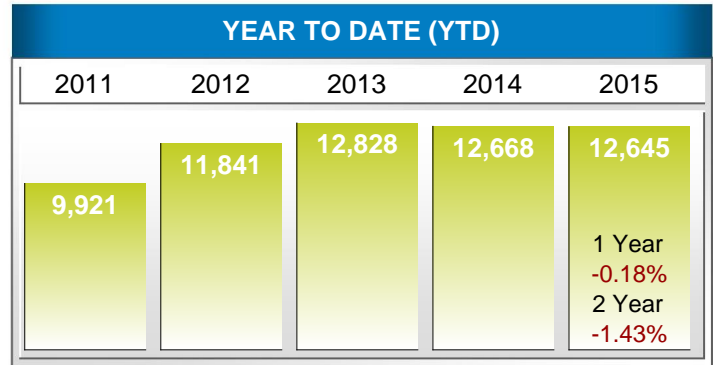
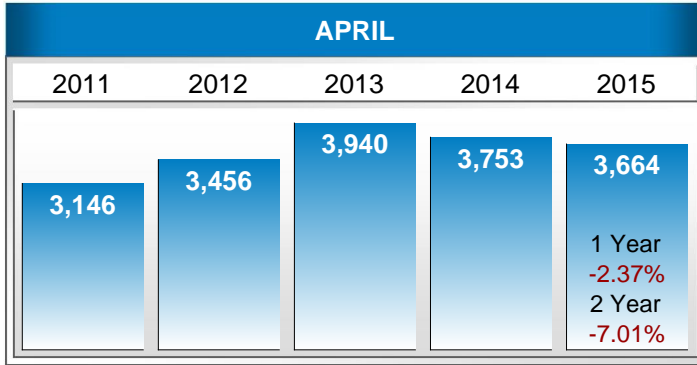
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Closed Listings

Report Produced on: May 13, 2015

Area Delimited by Entire OK State MLS - Single-Family Property Type



Closed Listings

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CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$50,000 and less	369	10.07%	80.3	146	192	28	3	
\$50,001 - \$75,000	340	9.28%	78.3	103	209	25	3	
\$75,001 - \$100,000	374	10.21%	73.4	98	242	32	2	
\$100,001 - \$150,000	850	23.20%	56.6	105	646	94	5	
\$150,001 - \$200,000	726	19.81%	69.2	75	475	171	5	
\$200,001 - \$300,000	622	16.98%	75.7	47	263	284	28	
\$300,001 and up	383	10.45%	84.6	24	98	222	39	
Total Closed Units: 3,664				71.4	598	2125	856	85
Total Closed Volume: 628,854,475					67.50M	309.93M	218.80M	32.62M
Average Closed Price: \$171,631					\$112,883	\$145,851	\$255,606	\$383,738



Monthly Inventory Analysis

Data from the
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April 2015

Pending Listings as of May 12, 2015



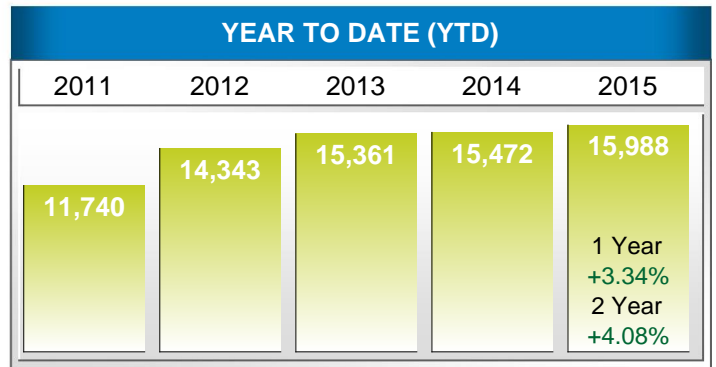
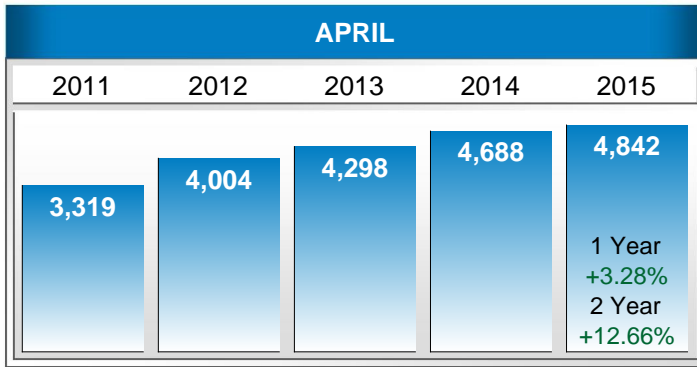
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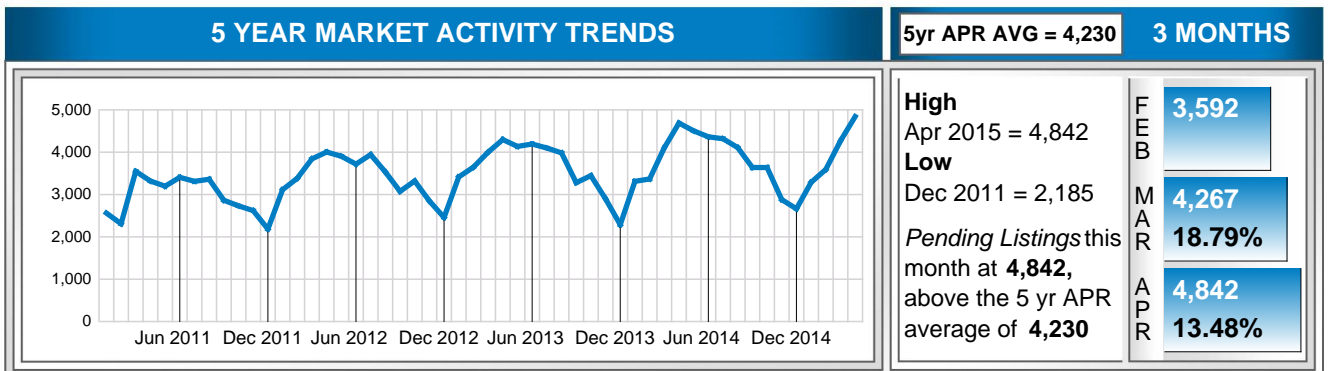
Pending Listings

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Area Delimited by Entire OK State MLS - Single-Family Property Type



Pending Listings



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$50,000 and less	401	8.28%	74.2	181	184	30	6	
\$50,001 - \$75,000	380	7.85%	82.2	125	225	25	5	
\$75,001 - \$125,000	990	20.45%	56.7	200	703	79	8	
\$125,001 - \$175,000	1,233	25.46%	47.7	119	900	200	14	
\$175,001 - \$225,000	681	14.06%	63.5	53	380	237	11	
\$225,001 - \$300,000	591	12.21%	58.7	43	252	264	32	
\$300,001 and up	566	11.69%	69.1	27	158	306	75	
Total Pending Units: 4,842				65.1	748	2802	1141	151
Total Pending Volume: 875,798,156					84.40M	437.14M	293.19M	61.07M
Average Listing Price: \$169,590					\$112,834	\$156,010	\$256,958	\$404,441

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Monthly Inventory Analysis

Data from the
OKLAHOMA ASSOCIATION OF REALTORS®

April 2015

New Listings as of May 12, 2015



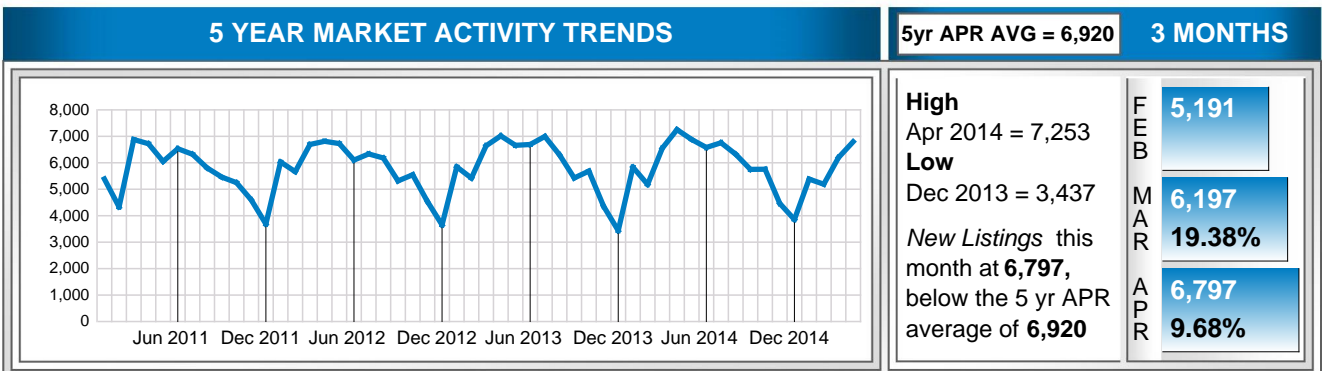
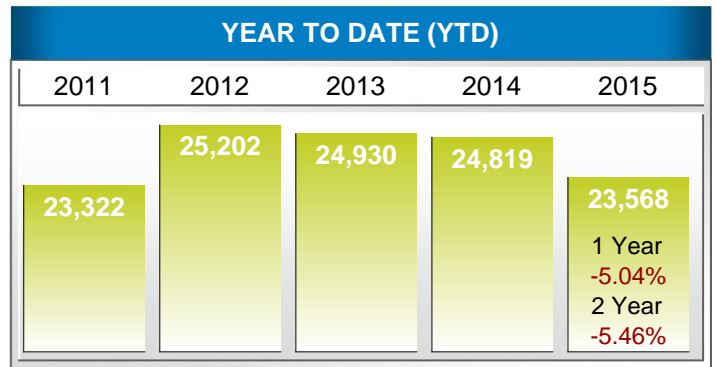
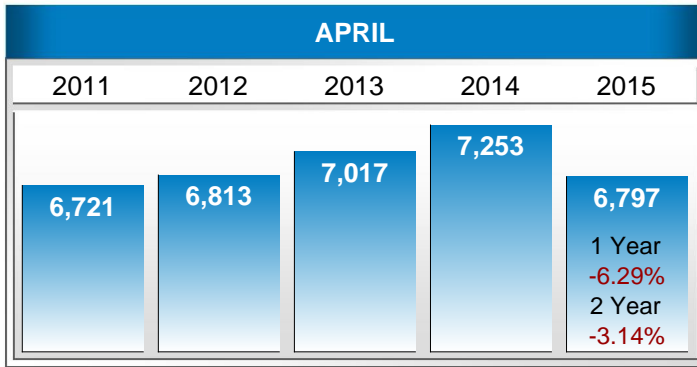
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New Listings

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New Listings

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NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	518	7.62%	249	228	38	3
\$50,001 - \$75,000	520	7.65%	189	295	31	5
\$75,001 - \$125,000	1,281	18.85%	303	847	118	13
\$125,001 - \$175,000	1,507	22.17%	146	1,101	239	21
\$175,001 - \$250,000	1,267	18.64%	112	676	443	36
\$250,001 - \$375,000	966	14.21%	54	342	492	78
\$375,001 and up	738	10.86%	34	133	412	159
Total New Listed Units:			1087	3622	1773	315
Total New Listed Volume:			132.95M	599.25M	542.42M	172.57M
Average New Listed Listing Price:			\$122,305	\$165,447	\$305,934	\$547,832



Monthly Inventory Analysis

Data from the
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April 2015

Active Inventory as of May 12, 2015



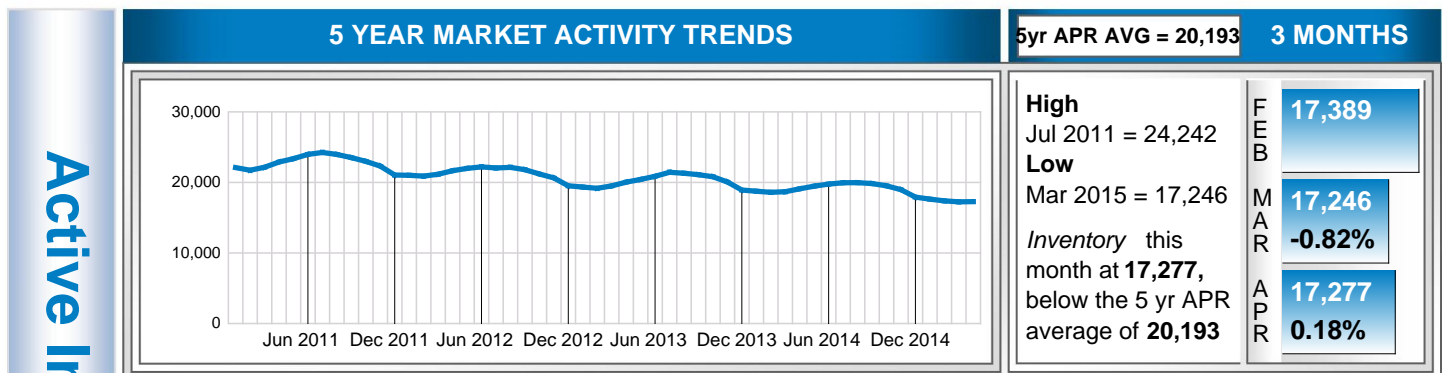
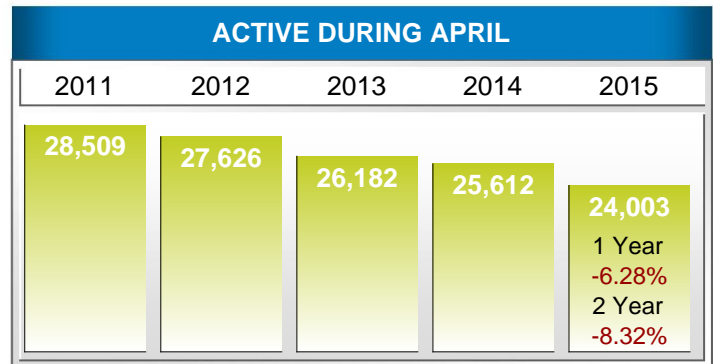
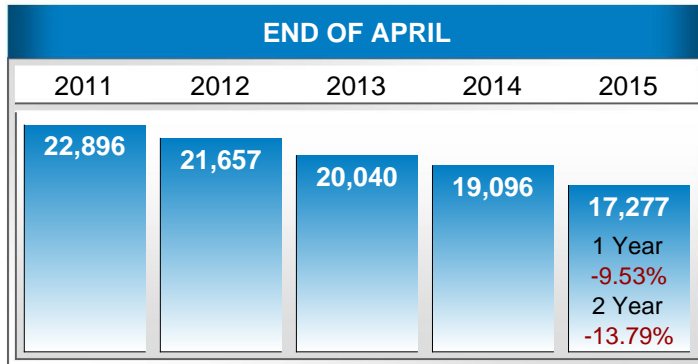
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Active Inventory

Report Produced on: May 13, 2015

Area Delimited by Entire OK State MLS - Single-Family Property Type



Active Inventory

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INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$50,000 and less	1,523	8.82%	132.7	783	640	88	12		
\$50,001 - \$75,000	1,724	9.98%	132.3	663	932	114	15		
\$75,001 - \$125,000	3,148	18.22%	111.4	856	1,927	334	31		
\$125,001 - \$200,000	4,096	23.71%	103.1	694	2,437	877	88		
\$200,001 - \$275,000	2,531	14.65%	99.6	325	1,119	984	103		
\$275,001 - \$425,000	2,497	14.45%	103.6	256	796	1,219	226		
\$425,001 and up	1,758	10.18%	111.7	122	294	897	445		
Total Active Inventory by Units:				17,277	110.6	3,699	8,145	4,513	920
Total Active Inventory by Volume:				3,956,681,577		523.78M	1.42B	1.46B	554.55M
Average Active Inventory Listing Price:				\$229,014		\$141,601	\$173,848	\$324,033	\$602,775



Monthly Inventory Analysis

Data from the
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April 2015

Active Inventory as of May 12, 2015



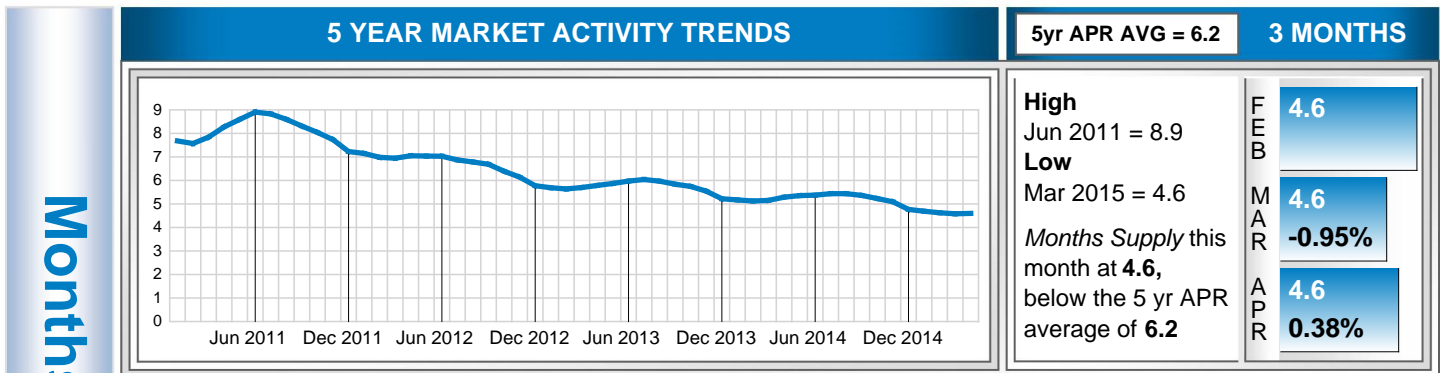
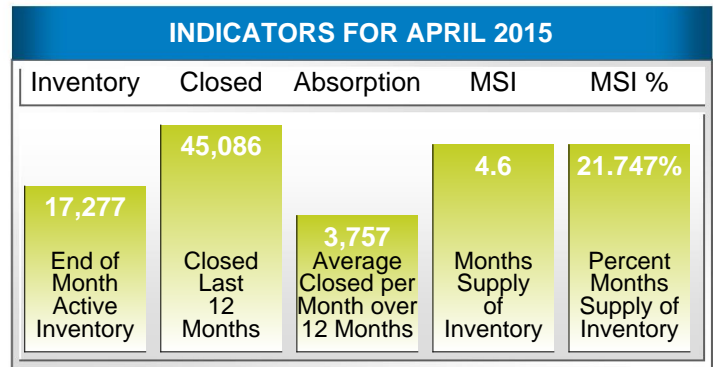
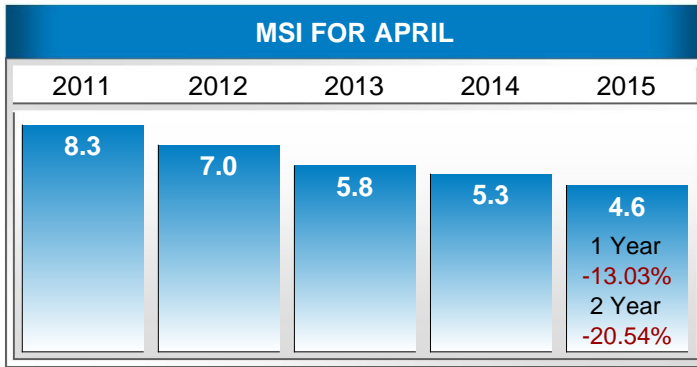
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Months Supply of Inventory

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Area Delimited by Entire OK State MLS - Single-Family Property Type



Months Supply

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MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI			%	MSI	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	1,523		8.82%	3.9	4.6	3.4	3.3	4.1
\$50,001 - \$75,000	1,724		9.98%	5.6	6.4	5.1	5.3	5.8
\$75,001 - \$125,000	3,148		18.22%	3.9	5.0	3.4	4.5	5.3
\$125,001 - \$200,000	4,096		23.71%	3.4	4.2	3.1	3.5	6.3
\$200,001 - \$275,000	2,531		14.65%	4.8	5.2	5.0	4.4	5.1
\$275,001 - \$425,000	2,497		14.45%	7.0	8.0	7.6	6.5	7.6
\$425,001 and up	1,758		10.18%	12.7	12.4	12.8	11.8	15.2
MSI:				4.6	5.2	3.9	5.2	8.8
Total Active Inventory:				17,277	3,699	8,145	4,513	920



Monthly Inventory Analysis

Data from the
OKLAHOMA ASSOCIATION OF REALTORS®

April 2015

Closed Sales as of May 12, 2015



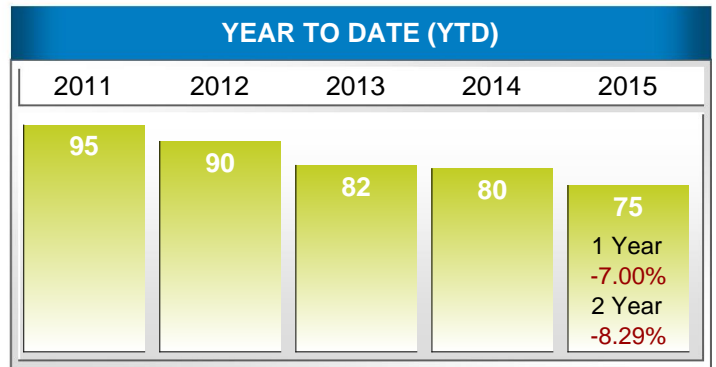
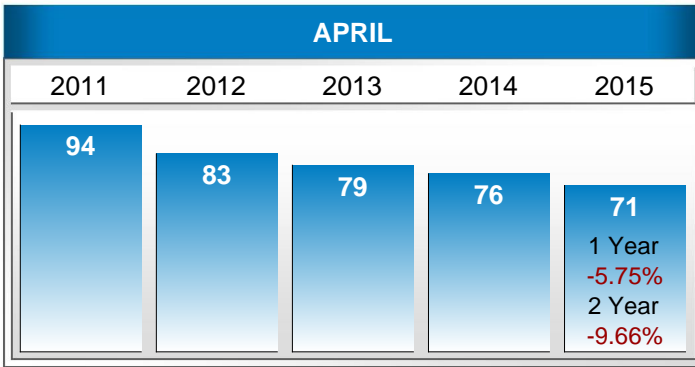
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Average Days on Market to Sale

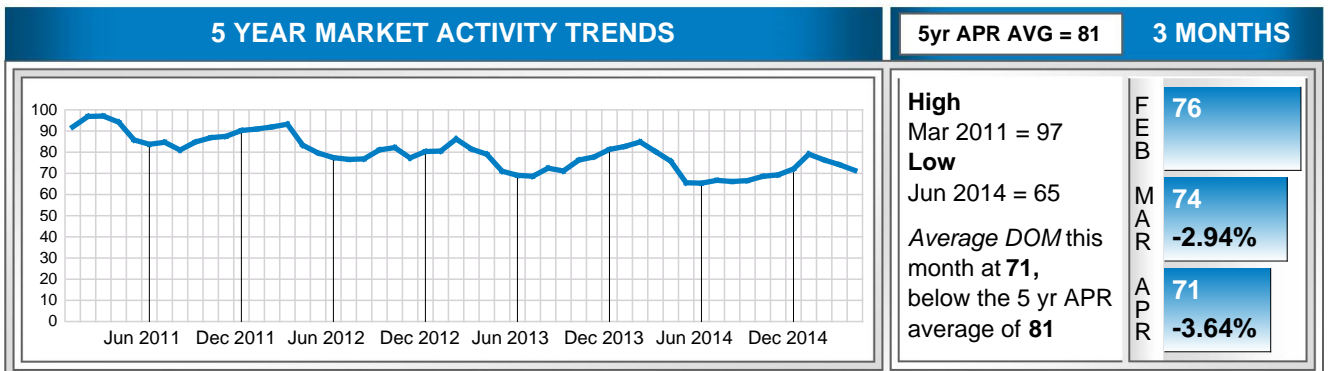
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Area Delimited by Entire OK State MLS - Single-Family Property Type



Average Days on Market

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AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	369	10.07%	80.3	73.6	84.3	92.4	34.0
\$50,001 - \$75,000	340	9.28%	78.3	78.7	70.7	136.8	106.3
\$75,001 - \$100,000	374	10.21%	73.4	78.6	68.2	74.5	426.5
\$100,001 - \$150,000	850	23.20%	56.6	91.0	51.5	52.8	78.0
\$150,001 - \$200,000	726	19.81%	69.2	125.0	58.8	73.1	97.0
\$200,001 - \$300,000	622	16.98%	75.7	102.7	68.6	72.3	131.8
\$300,001 and up	383	10.45%	84.6	142.5	73.8	80.8	97.5
Average Closed DOM: 71.4				89.8	63.0	75.1	113.4
Total Closed Units: 3,664				598	2125	856	85
Total Closed Volume: 628,854,475				67.50M	309.93M	218.80M	32.62M



Monthly Inventory Analysis

Data from the
OKLAHOMA ASSOCIATION OF REALTORS®

April 2015

Closed Sales as of May 12, 2015



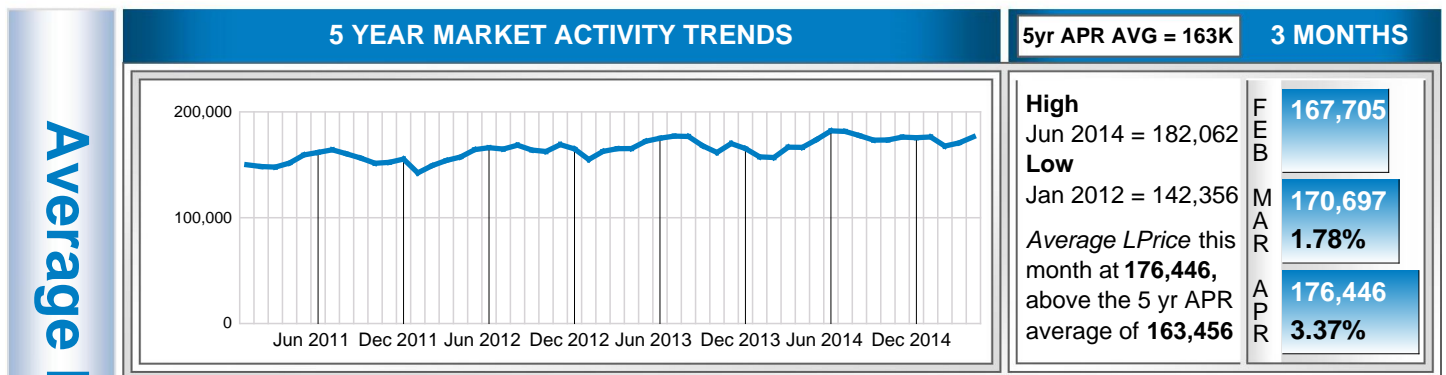
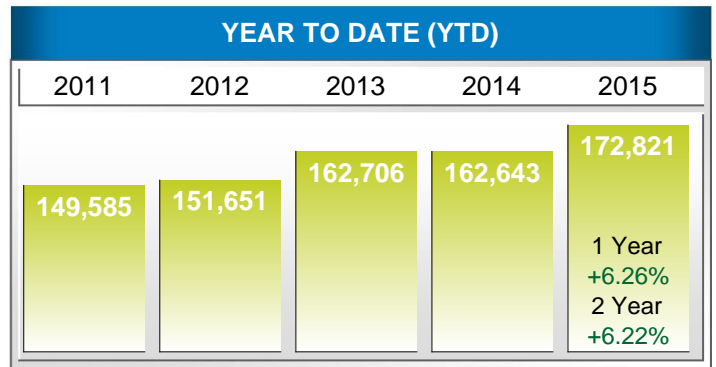
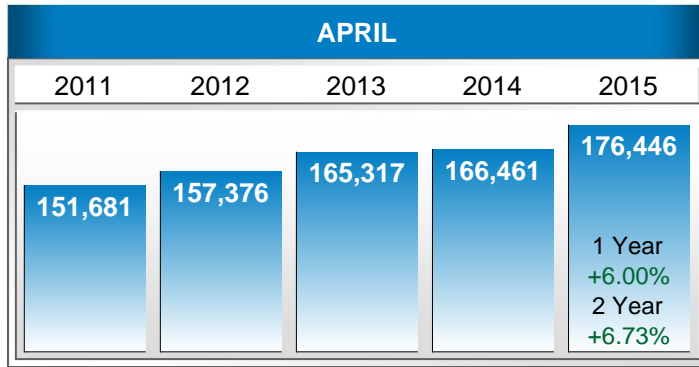
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Average List Price at Closing

Report Produced on: May 13, 2015

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Average List Price

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AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range		%	AVL\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	330	9.01%	33,335	33,028	37,773	39,816	47,667
\$50,001 - \$75,000	338	9.22%	64,297	67,250	66,777	67,974	68,633
\$75,001 - \$100,000	394	10.75%	89,062	90,121	91,840	90,254	81,950
\$100,001 - \$150,000	823	22.46%	128,120	132,460	129,590	132,251	155,420
\$150,001 - \$200,000	756	20.63%	175,229	180,757	175,671	179,398	178,880
\$200,001 - \$300,000	623	17.00%	245,866	249,213	245,395	251,210	254,761
\$300,001 and up	400	10.92%	468,961	453,337	430,905	469,616	635,178
Average List Price:	\$176,446			\$118,125	\$149,346	\$262,160	\$401,054
Total Closed Units:	3,664			598	2125	856	85
Total List Volume:	646,498,307			70.64M	317.36M	224.41M	34.09M



Monthly Inventory Analysis

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April 2015

Closed Sales as of May 12, 2015



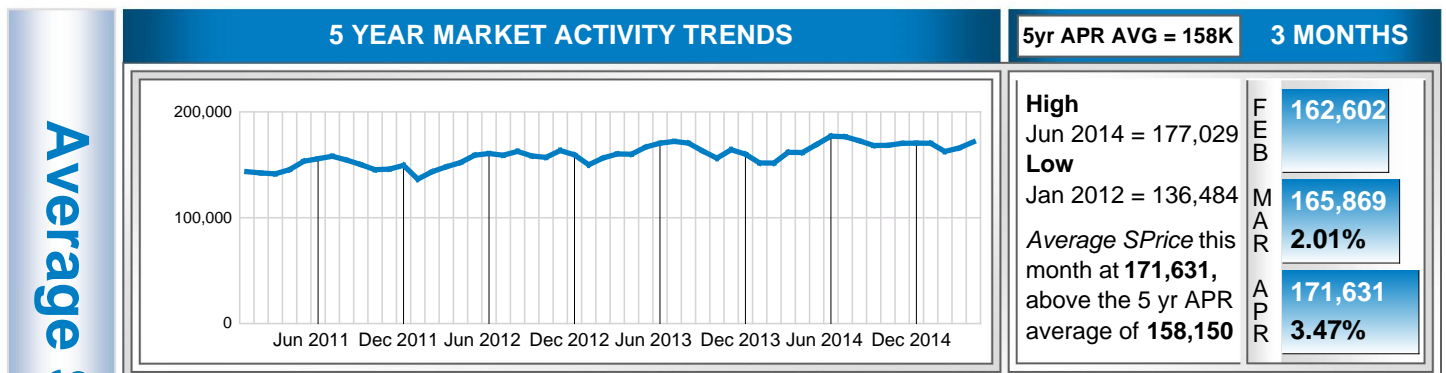
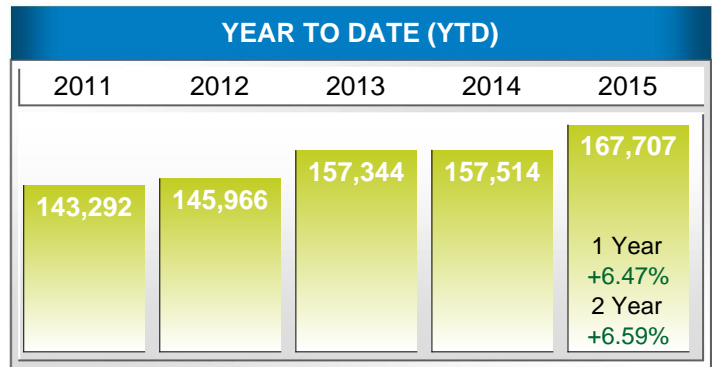
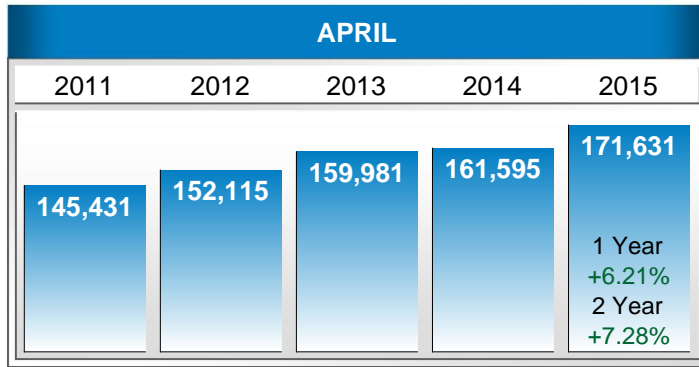
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Average Sold Price at Closing

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Average Sold Price

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AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range			%	AVS\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	369		10.07%	31,978	29,190	33,396	35,843	40,833
\$50,001 - \$75,000	340		9.28%	63,746	62,834	64,278	64,070	55,300
\$75,001 - \$100,000	374		10.21%	88,632	87,087	89,353	88,290	82,500
\$100,001 - \$150,000	850		23.20%	127,253	127,399	127,000	128,446	134,480
\$150,001 - \$200,000	726		19.81%	173,905	176,660	172,697	175,893	179,394
\$200,001 - \$300,000	622		16.98%	243,971	240,911	240,661	246,791	251,585
\$300,001 and up	383		10.45%	459,693	428,608	419,362	455,531	603,860
Average Closed Price: \$171,631					\$112,883	\$145,851	\$255,606	\$383,738
Total Closed Units: 3,664					598	2125	856	85
Total Closed Volume: 628,854,475					67.50M	309.93M	218.80M	32.62M



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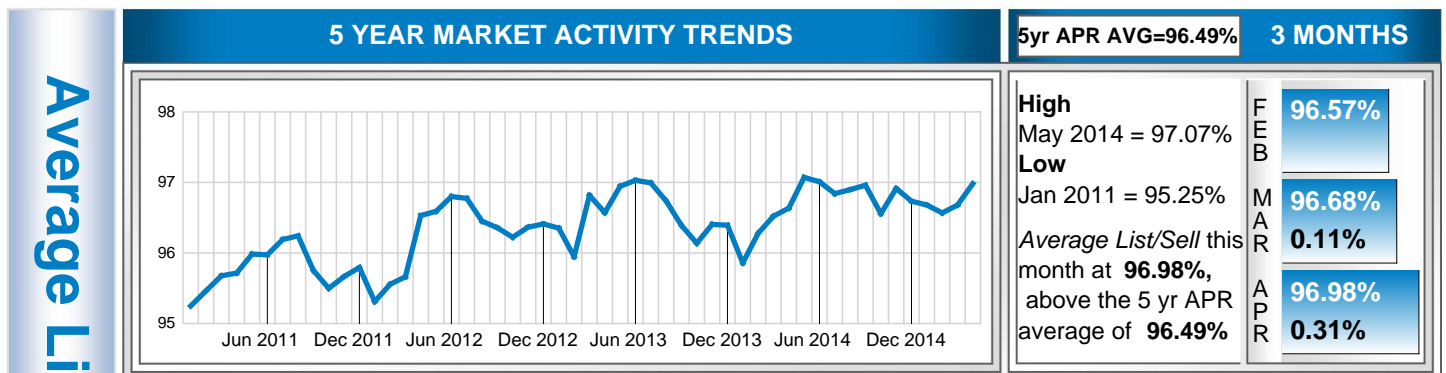
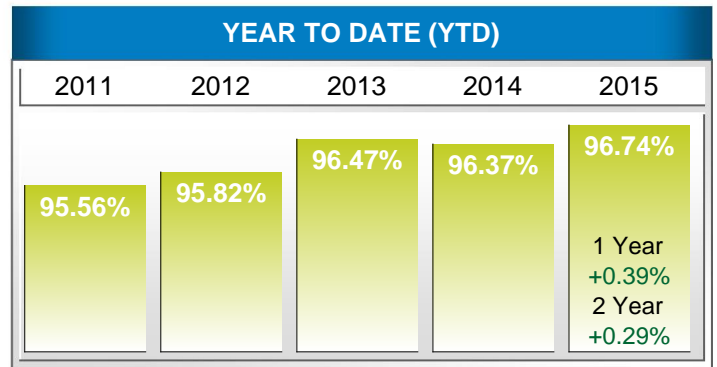
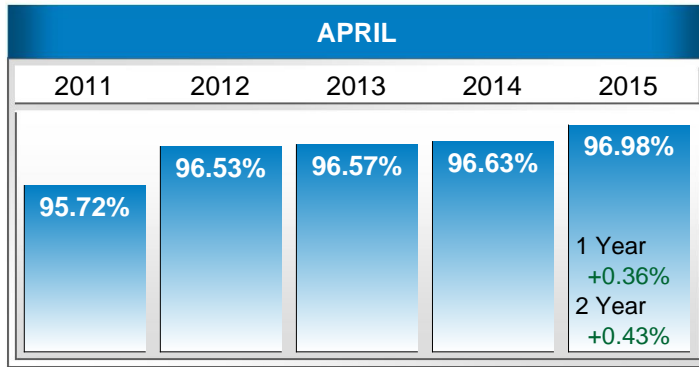
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Average Percent of List Price to Selling Price

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Area Delimited by Entire OK State MLS - Single-Family Property Type



Average List/Sell Price

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AVERAGE L/S% OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average L/S % by Price Range		%	AVL/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$50,000 and less	369	10.07%	90.40%	91.24%	89.58%	92.18%	84.93%	
\$50,001 - \$75,000	340	9.28%	95.80%	94.12%	96.87%	95.45%	82.22%	
\$75,001 - \$100,000	374	10.21%	97.53%	97.00%	97.57%	98.60%	101.09%	
\$100,001 - \$150,000	850	23.20%	97.85%	96.84%	98.13%	97.49%	89.66%	
\$150,001 - \$200,000	726	19.81%	98.28%	97.77%	98.40%	98.12%	100.25%	
\$200,001 - \$300,000	622	16.98%	98.21%	96.99%	98.25%	98.30%	98.93%	
\$300,001 and up	383	10.45%	97.47%	97.08%	97.74%	97.69%	95.73%	
Average List/Sell Ratio:				97.00%	95.17%	97.23%	97.74%	95.96%
Total Closed Units:				3,664	598	2,125	856	85
Total Closed Volume:				628,854,475	67.50M	309.93M	218.80M	32.62M



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April 2015

Inventory as of May 12, 2015



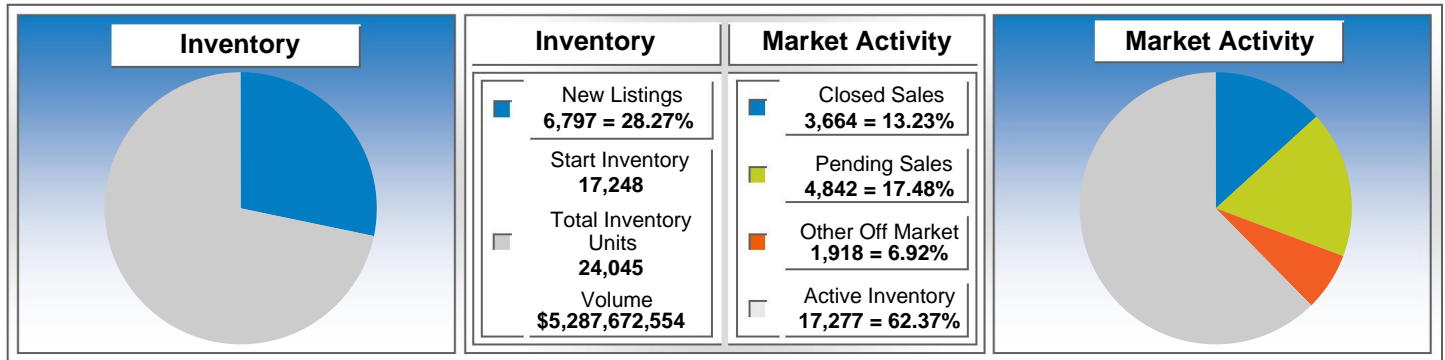
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Market Summary

Report Produced on: May 13, 2015

Area Delimited by Entire OK State MLS - Single-Family Property Type



Absorption: Last 12 months, an Average of **3,757** Sales/Month

Active Inventory as of April 30, 2015 = **17,277**

	APRIL			Year To Date		
	2014	2015	+/-%	2014	2015	+/-%
Closed Sales	3,753	3,664	-2.37%	12,668	12,645	-0.18%
Pending Sales	4,688	4,842	3.28%	15,472	15,988	3.34%
New Listings	7,253	6,797	-6.29%	24,819	23,568	-5.04%
Average List Price	166,461	176,446	6.00%	162,643	172,821	6.26%
Average Sale Price	161,595	171,631	6.21%	157,514	167,707	6.47%
Average Percent of List Price to Selling Price	96.63%	96.98%	0.36%	96.37%	96.74%	0.39%
Average Days on Market to Sale	75.75	71.40	-5.75%	80.42	74.80	-7.00%
Monthly Inventory	19,121	17,277	-9.64%	19,121	17,277	-9.64%
Months Supply of Inventory	5.29	4.60	-13.14%	5.29	4.60	-13.14%

