



April 2016

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



OKLAHOMA
ASSOCIATION OF
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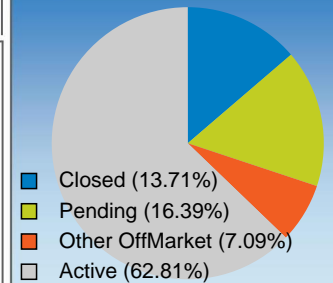
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Absorption: Last 12 months, an Average of **3,571** Sales/Month

Active Inventory as of April 30, 2016 = **17,337**

	APRIL		
	2015	2016	+/-%
Closed Listings	3,624	3,784	4.42%
Pending Listings	4,500	4,523	0.51%
New Listings	6,681	6,845	2.45%
Average List Price	175,983	173,659	-1.32%
Average Sale Price	171,219	169,294	-1.12%
Average Percent of List Price to Selling Price	96.99%	97.31%	0.33%
Average Days on Market to Sale	69.66	60.82	-12.69%
End of Month Inventory	16,332	17,337	6.15%
Months Supply of Inventory	4.64	4.86	4.62%

Market Activity



Report Produced on: May 12, 2016

Monthly Inventory Analysis

Data from the OKLAHOMA ASSOCIATION OF REALTORS®

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of April 2016 rose **6.15%** to 17,337 existing homes available for sale. Over the last 12 months this area has had an average of 3,571 closed sales per month. This represents an unsold inventory index of **4.86** 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 **1.12%** in April 2016 to \$169,294 versus the previous year at \$171,219.

Average Days on Market Shortens

The average number of **60.82** days that homes spent on the market before selling decreased by 8.84 days or **12.69%** in April 2016 compared to last year's same month at **69.66** DOM.

Sales Success for April 2016 is Positive

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

There were 6,845 New Listings in April 2016, up **2.45%** from last year at 6,681. Furthermore, there were 3,784 Closed Listings this month versus last year at 3,624, a **4.42%** increase.

Closed versus Listed trends yielded a **55.3%** ratio, up from last year's April 2016 at **54.2%**, a **1.91%** upswing. This will certainly create pressure on an increasing 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:

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Or visit: www.okrealtors.com



Monthly Inventory Analysis

Data from the
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April 2016

Closed Sales as of May 11, 2016



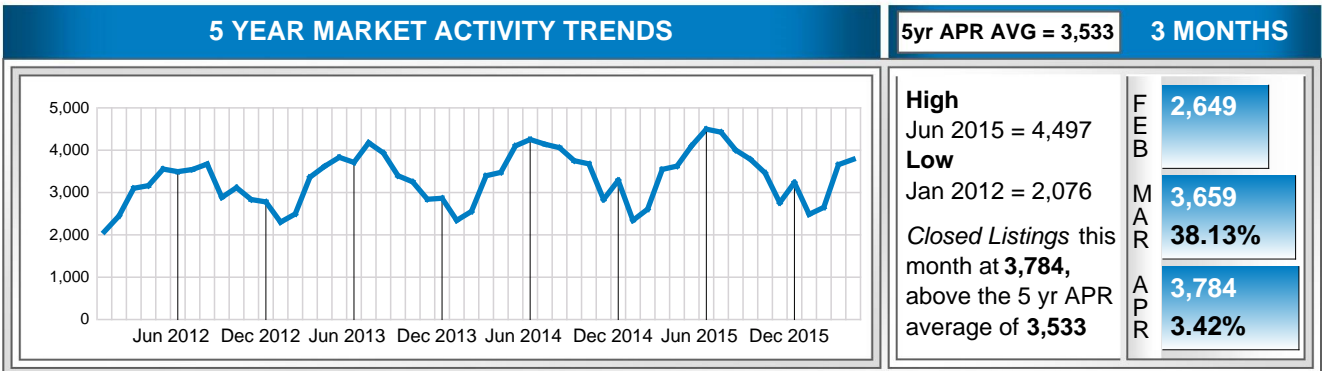
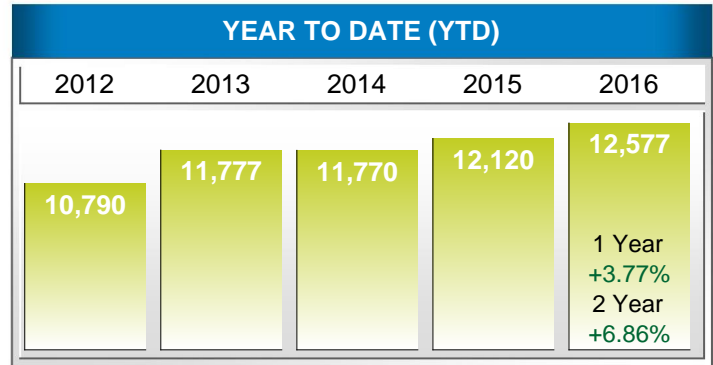
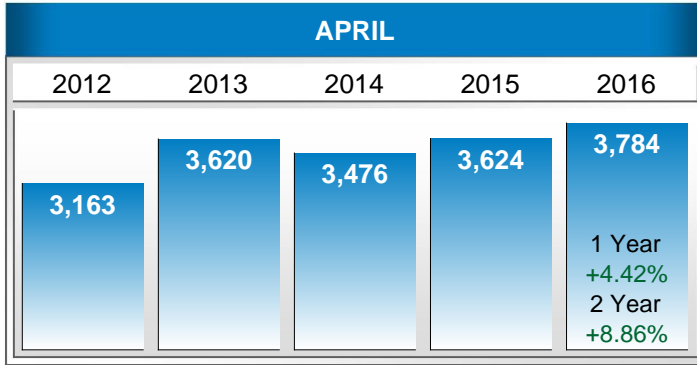
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Closed Listings

Report Produced on: May 12, 2016

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	381	10.07%	70.6	155	191	29	6
\$50,001 - \$75,000	281	7.43%	78.5	83	169	27	2
\$75,001 - \$100,000	378	9.99%	61.0	73	259	42	4
\$100,001 - \$150,000	941	24.87%	52.4	71	753	110	7
\$150,001 - \$200,000	791	20.90%	53.3	30	526	220	15
\$200,001 - \$275,000	560	14.80%	63.7	12	290	238	20
\$275,001 and up	452	11.95%	68.5	8	116	256	72
Total Closed Units:	3,784		60.8	432	2304	922	126
Total Closed Volume:	640,607,615			35.64M	337.42M	220.96M	46.59M
Average Closed Price:	\$169,294			\$82,496	\$146,451	\$239,648	\$369,775



Monthly Inventory Analysis

Data from the
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April 2016

Pending Listings as of May 11, 2016



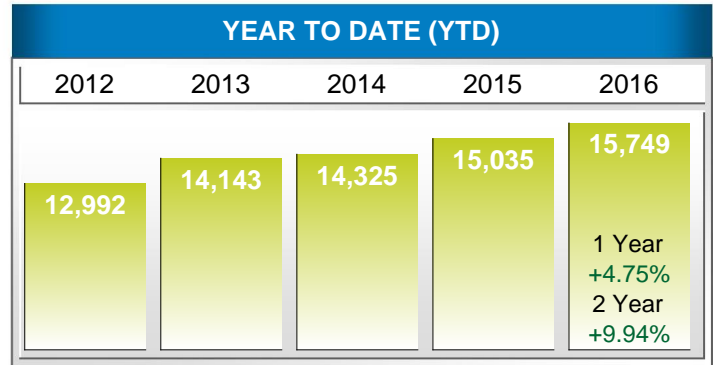
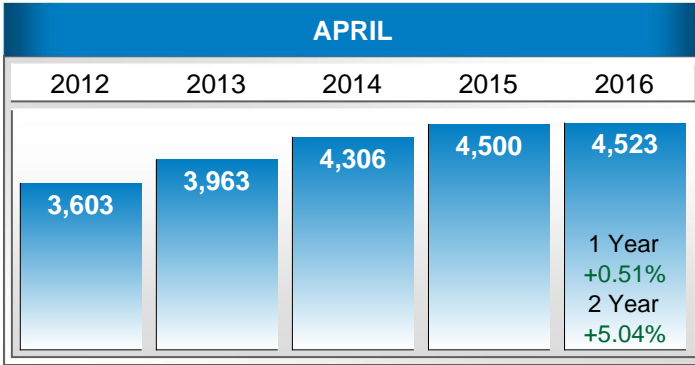
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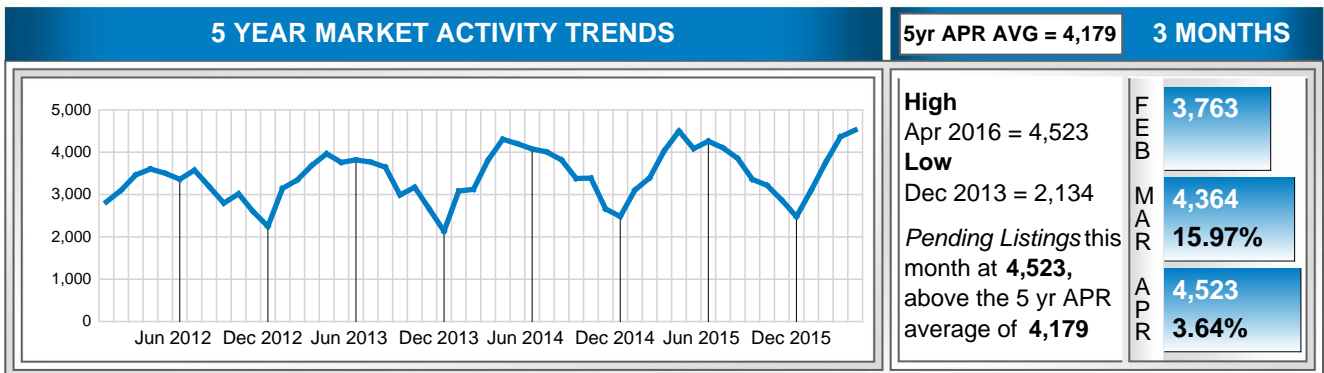
Pending Listings

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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	370	8.18%	60.3	155	182	30	3
\$50,001 - \$75,000	319	7.05%	62.4	89	195	34	1
\$75,001 - \$125,000	949	20.98%	48.1	168	690	80	11
\$125,001 - \$175,000	1,110	24.54%	45.4	70	874	156	10
\$175,001 - \$225,000	704	15.56%	51.0	28	420	244	12
\$225,001 - \$300,000	559	12.36%	62.4	12	237	287	23
\$300,001 and up	512	11.32%	59.0	11	156	275	70
Total Pending Units:	4,523		61.5	533	2754	1106	130
Total Pending Volume:	822,295,263			50.52M	431.05M	283.25M	57.48M
Average Listing Price:	\$169,836			\$94,778	\$156,517	\$256,100	\$442,186

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Monthly Inventory Analysis

Data from the
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April 2016

New Listings as of May 11, 2016



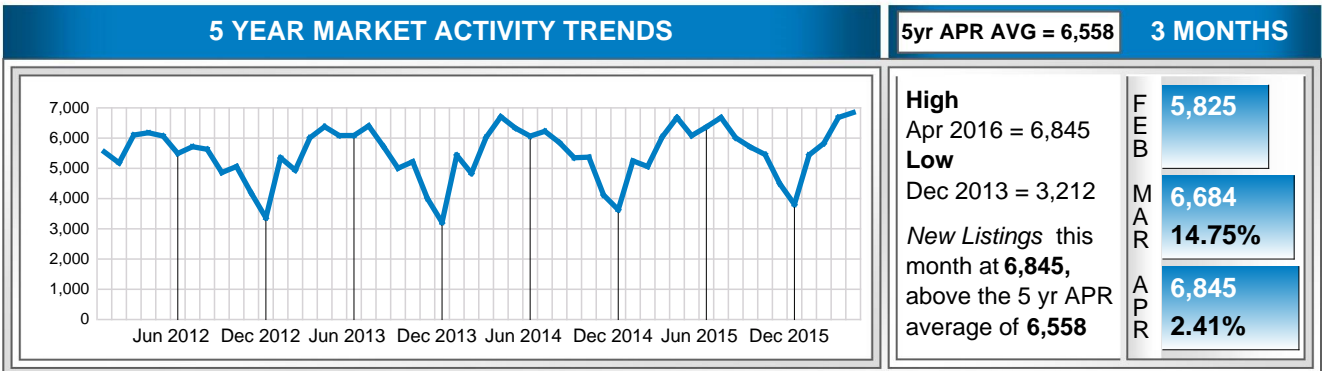
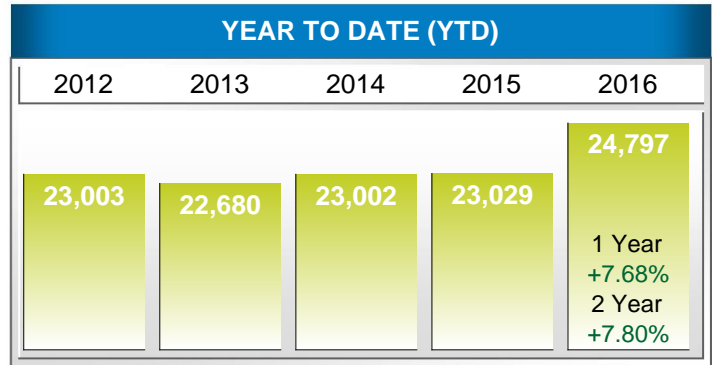
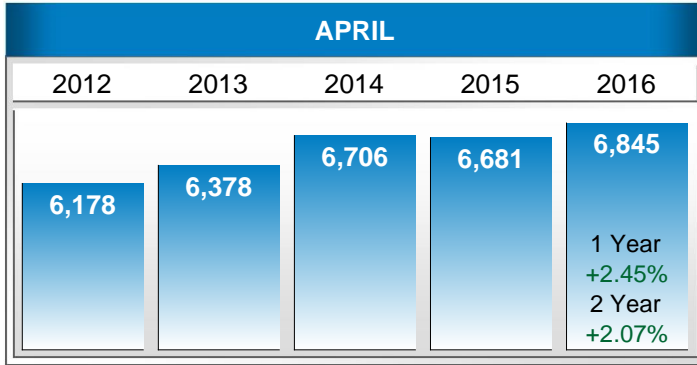
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New Listings

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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	474	6.92%	203	218	49	4
\$50,001 - \$75,000	490	7.16%	165	288	36	1
\$75,001 - \$125,000	1,201	17.55%	224	868	95	14
\$125,001 - \$200,000	2,051	29.96%	126	1,472	419	34
\$200,001 - \$275,000	1,040	15.19%	42	483	477	38
\$275,001 - \$375,000	773	11.29%	18	276	419	60
\$375,001 and up	816	11.92%	14	195	423	184
Total New Listed Units:			792	3800	1918	335
Total New Listed Volume:			81.28M	657.74M	590.49M	187.81M
Average New Listed Listing Price:			\$102,626	\$173,089	\$307,870	\$560,615



Monthly Inventory Analysis

Data from the
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April 2016

Active Inventory as of May 11, 2016



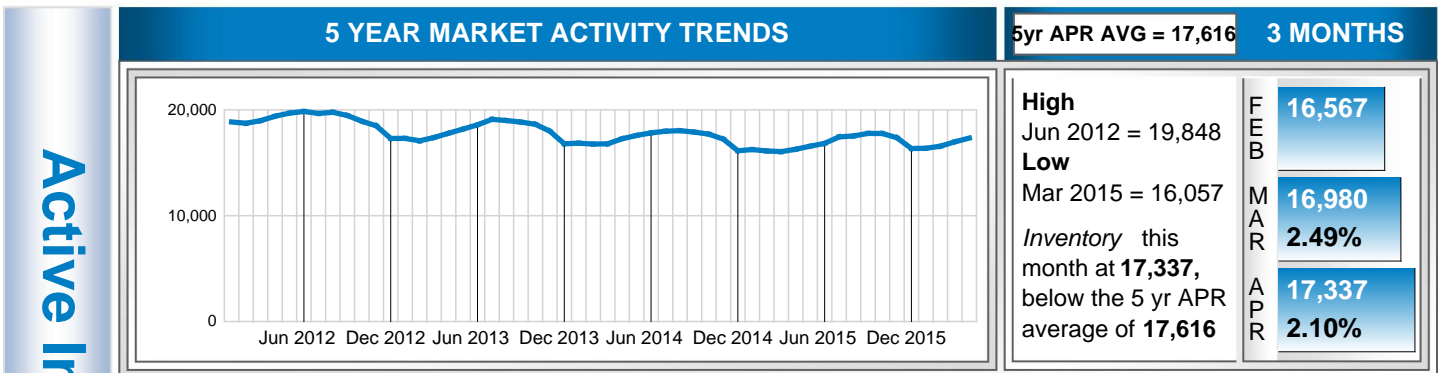
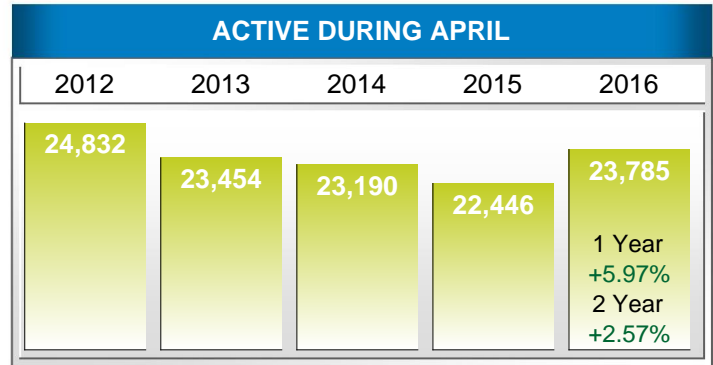
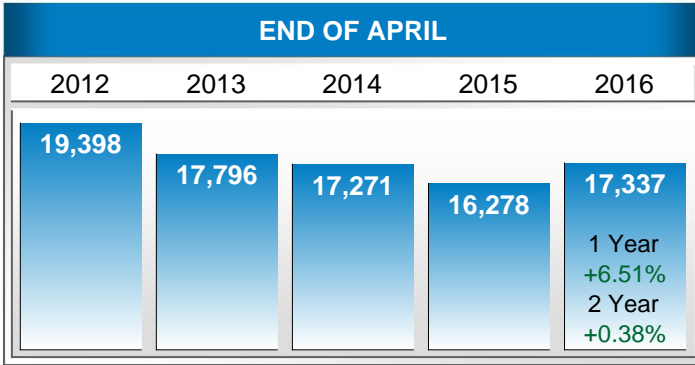
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Active Inventory

Report Produced on: May 12, 2016

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	1,367	7.88%	131.5	622	629	104	12	
\$50,001 - \$75,000	1,488	8.58%	118.4	509	852	114	13	
\$75,001 - \$125,000	2,764	15.94%	106.0	481	1,912	334	37	
\$125,001 - \$225,000	5,006	28.87%	92.9	375	3,239	1,269	123	
\$225,001 - \$300,000	2,663	15.36%	84.1	106	1,152	1,248	157	
\$300,001 - \$450,000	2,263	13.05%	92.4	95	739	1,206	223	
\$450,001 and up	1,786	10.30%	100.3	44	319	891	532	
Total Active Inventory by Units:			17,337	99.6	2,232	8,842	5,166	1,097
Total Active Inventory by Volume:			4,263,007,409		257.29M	1.62B	1.71B	674.35M
Average Active Inventory Listing Price:			\$245,891		\$115,272	\$183,203	\$331,298	\$614,724



Monthly Inventory Analysis

Data from the
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April 2016

Active Inventory as of May 11, 2016



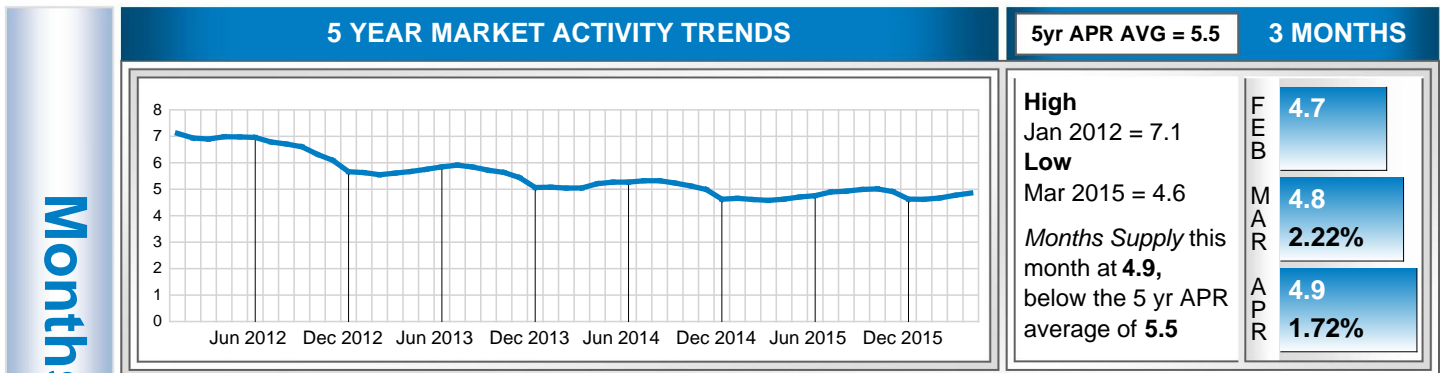
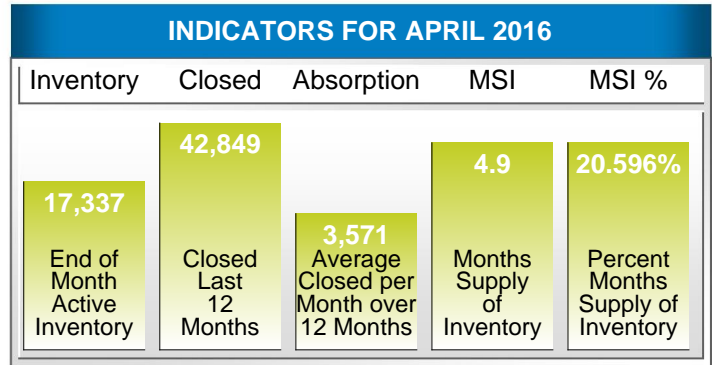
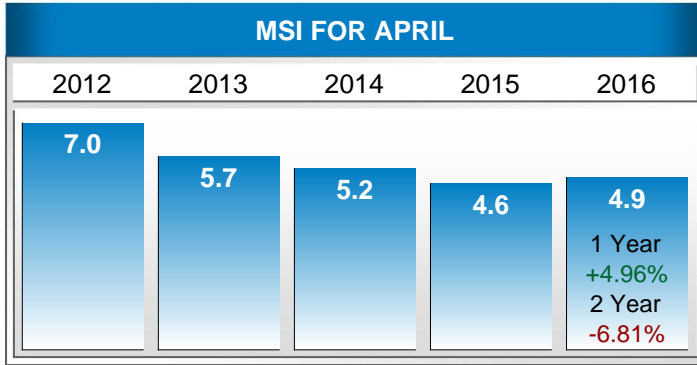
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Months Supply of Inventory

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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	1,367	7.88%	3.8	4.4	3.4	4.1	3.7
\$50,001 - \$75,000	1,488	8.58%	5.0	6.3	4.5	5.4	5.0
\$75,001 - \$125,000	2,764	15.94%	3.8	4.2	3.5	4.7	7.0
\$125,001 - \$225,000	5,006	28.87%	3.6	5.4	3.4	3.9	5.4
\$225,001 - \$300,000	2,663	15.36%	6.3	8.8	6.3	6.2	6.9
\$300,001 - \$450,000	2,263	13.05%	8.4	13.1	9.0	7.8	8.4
\$450,001 and up	1,786	10.30%	15.4	33.0	15.3	13.6	18.7
MSI:	4.9			5.2	4.1	5.9	9.8
Total Active Inventory:	17,337			2,232	8,842	5,166	1,097



Monthly Inventory Analysis

Data from the
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April 2016

Closed Sales as of May 11, 2016



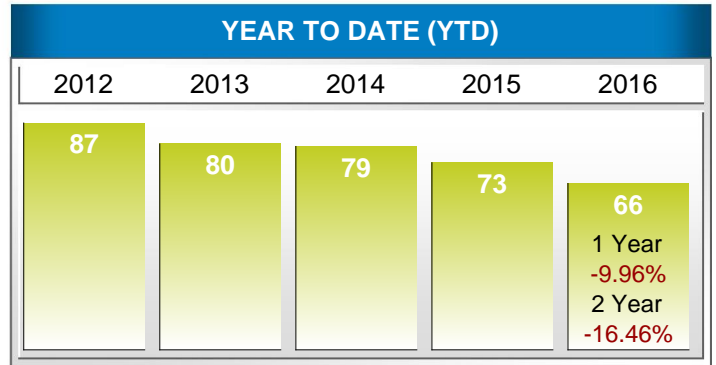
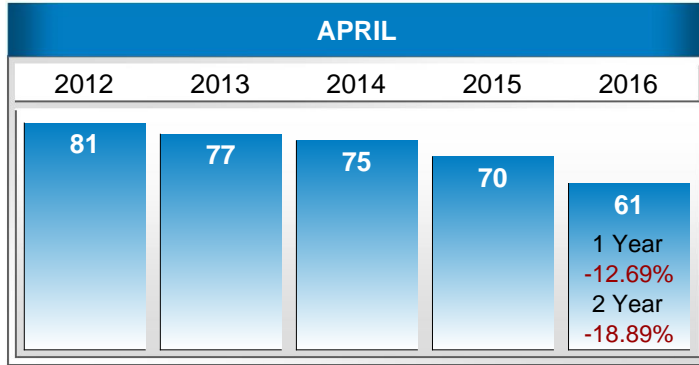
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Average Days on Market to Sale

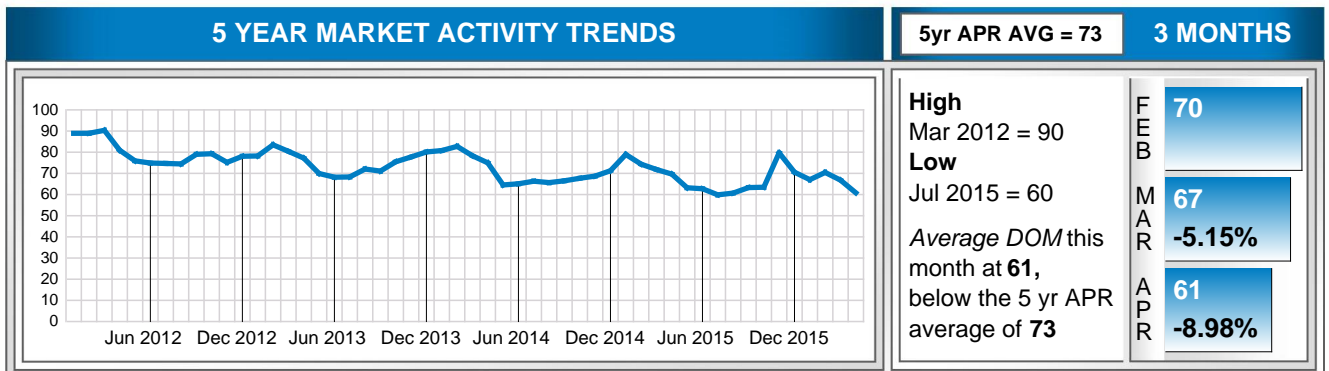
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Area Delimited by Entire OK State MLS - Single-Family Property Type



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	381	10.07%	70.6	76.9	67.7	57.0	63.0
\$50,001 - \$75,000	281	7.43%	78.5	90.7	73.0	71.5	130.5
\$75,001 - \$100,000	378	9.99%	61.0	67.1	57.8	57.0	202.5
\$100,001 - \$150,000	941	24.87%	52.4	50.4	51.6	58.9	48.6
\$150,001 - \$200,000	791	20.90%	53.3	42.4	50.0	61.8	68.0
\$200,001 - \$275,000	560	14.80%	63.7	37.3	67.4	61.6	50.8
\$275,001 and up	452	11.95%	68.5	52.3	64.7	67.0	81.9
Average Closed DOM: 60.8				69.6	57.5	62.8	77.2
Total Closed Units: 3,784				432	2304	922	126
Total Closed Volume: 640,607,615				35.64M	337.42M	220.96M	46.59M



Monthly Inventory Analysis

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April 2016

Closed Sales as of May 11, 2016



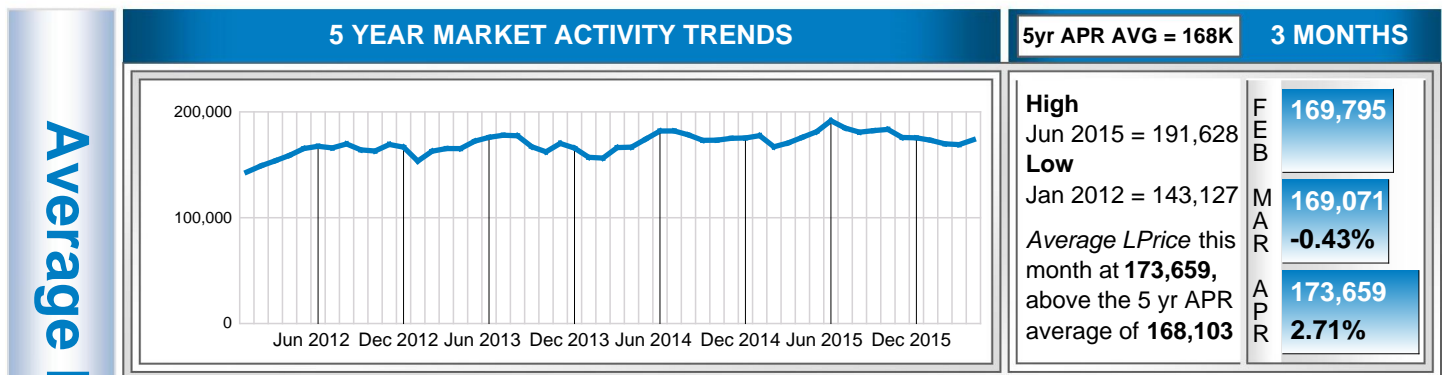
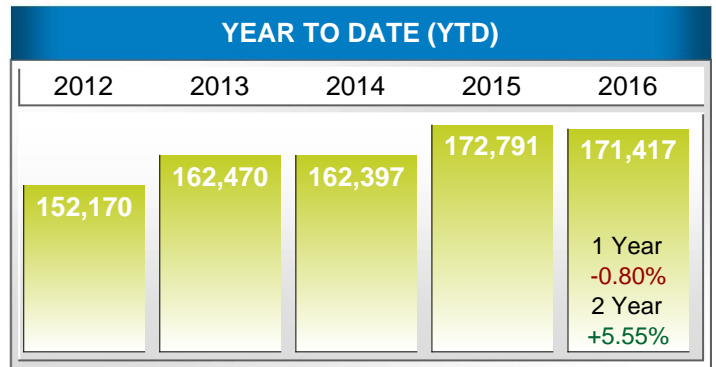
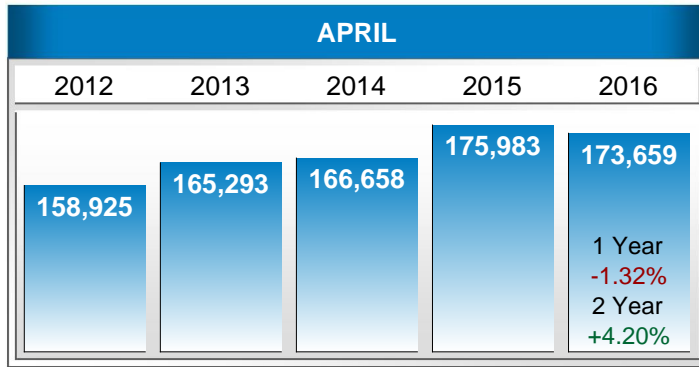
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Average List Price at Closing

Report Produced on: May 12, 2016

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



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	371		9.80%	32,644	33,625	33,836	33,609	41,050
\$50,001 \$75,000	254		6.71%	64,718	66,985	67,015	67,093	68,750
\$75,001 \$100,000	384		10.15%	89,102	89,497	92,987	91,215	87,800
\$100,001 \$150,000	944		24.95%	128,433	127,425	129,779	133,060	129,171
\$150,001 \$200,000	793		20.96%	174,508	176,450	174,528	180,718	189,773
\$200,001 \$275,000	559		14.77%	236,470	238,142	238,697	239,374	241,597
\$275,001 and up	479		12.66%	422,857	360,738	385,175	421,453	545,058
Average List Price:	\$173,659				\$86,549	\$149,870	\$244,983	\$385,412
Total Closed Units:	3,784				432	2304	922	126
Total List Volume:	657,125,919				37.39M	345.30M	225.87M	48.56M



Monthly Inventory Analysis

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April 2016

Closed Sales as of May 11, 2016



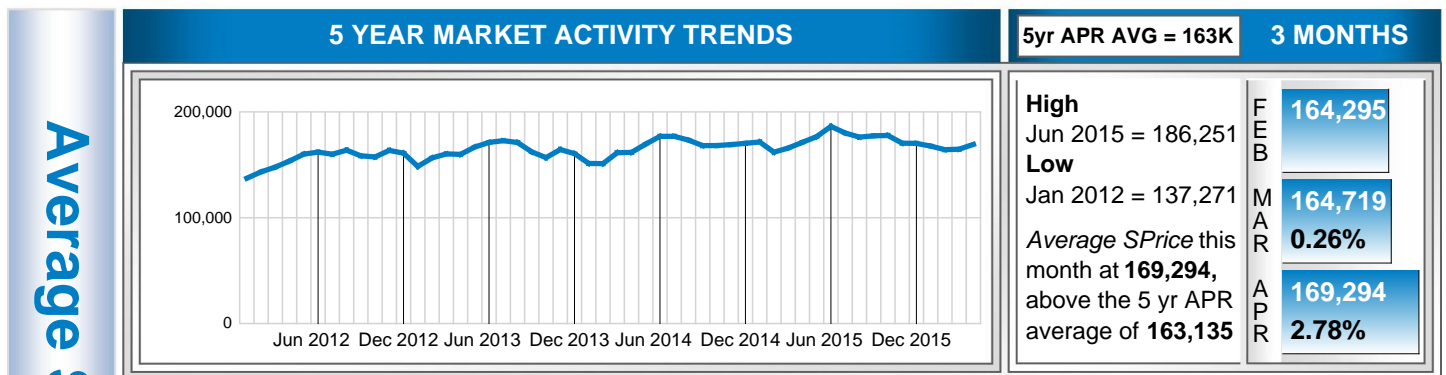
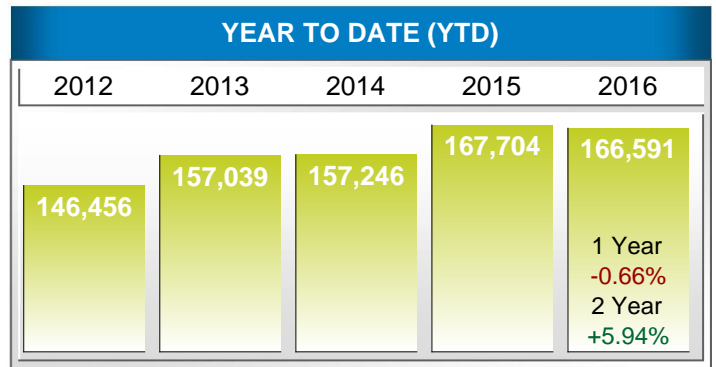
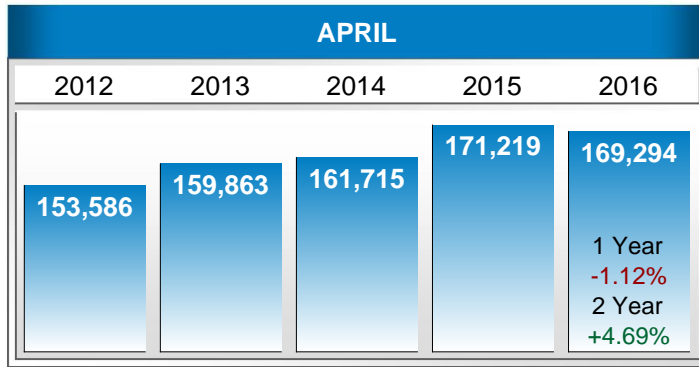
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Average Sold Price at Closing

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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	381	10.07%	30,231	29,217	30,792	30,510	37,200
\$50,001 \$75,000	281	7.43%	63,945	63,621	64,048	64,002	68,000
\$75,001 \$100,000	378	9.99%	88,483	86,012	89,244	88,138	87,911
\$100,001 \$150,000	941	24.87%	127,388	124,853	127,243	130,194	124,629
\$150,001 \$200,000	791	20.90%	173,526	171,309	171,868	177,312	180,587
\$200,001 \$275,000	560	14.80%	235,190	231,742	234,622	235,992	235,964
\$275,001 and up	452	11.95%	417,781	345,698	373,673	410,723	521,948
Average Closed Price:	\$169,294			\$82,496	\$146,451	\$239,648	\$369,775
Total Closed Units:	3,784			432	2304	922	126
Total Closed Volume:	640,607,615			35.64M	337.42M	220.96M	46.59M



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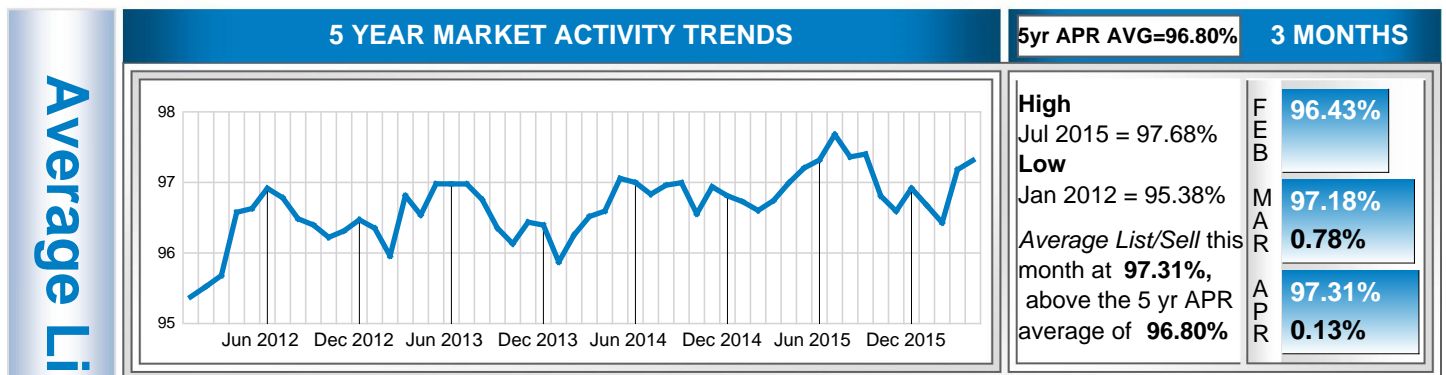
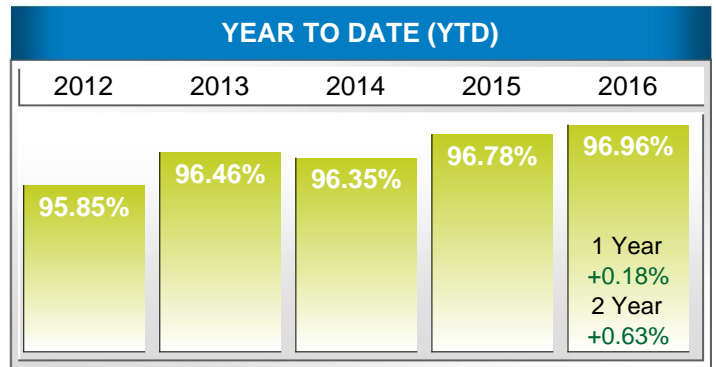
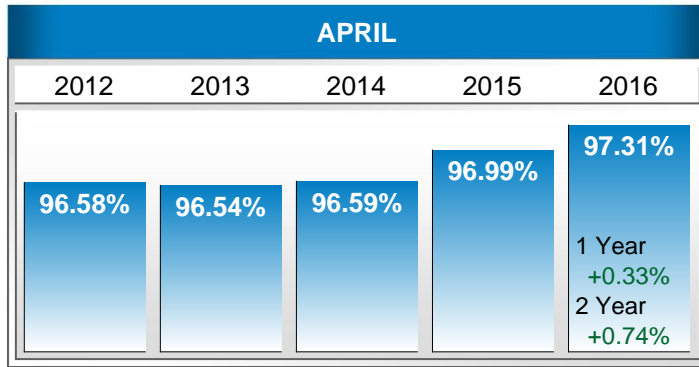
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Average Percent of List Price to Selling Price

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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	381	10.07%	90.83%	89.34%	91.51%	94.45%	90.22%
\$50,001 - \$75,000	281	7.43%	96.31%	95.82%	96.54%	96.21%	98.85%
\$75,001 - \$100,000	378	9.99%	96.72%	96.91%	96.48%	97.54%	100.11%
\$100,001 - \$150,000	941	24.87%	98.30%	99.71%	98.20%	98.23%	96.44%
\$150,001 - \$200,000	791	20.90%	98.46%	97.38%	98.64%	98.35%	95.94%
\$200,001 - \$275,000	560	14.80%	99.04%	97.62%	98.38%	100.02%	97.76%
\$275,001 and up	452	11.95%	97.68%	96.06%	97.36%	98.18%	96.63%
Average List/Sell Ratio: 97.30%				94.48%	97.41%	98.50%	96.56%
Total Closed Units: 3,784				432	2304	922	126
Total Closed Volume: 640,607,615				35.64M	337.42M	220.96M	46.59M



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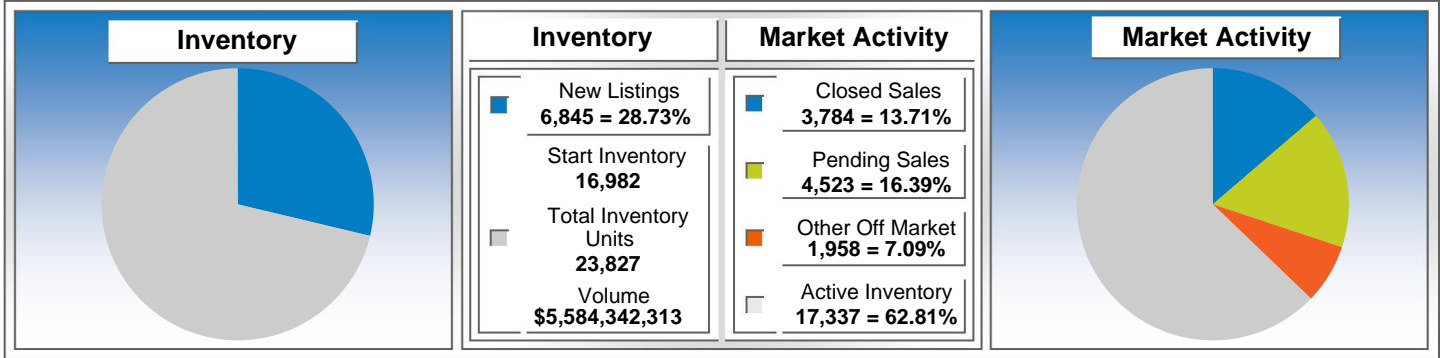
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Market Summary

Report Produced on: May 12, 2016

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



Absorption: Last 12 months, an Average of **3,571** Sales/Month

Active Inventory as of April 30, 2016 = **17,337**

	APRIL			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	3,624	3,784	4.42%	12,120	12,577	3.77%
Pending Sales	4,500	4,523	0.51%	15,035	15,749	4.75%
New Listings	6,681	6,845	2.45%	23,029	24,797	7.68%
Average List Price	175,983	173,659	-1.32%	172,791	171,417	-0.80%
Average Sale Price	171,219	169,294	-1.12%	167,704	166,591	-0.66%
Average Percent of List Price to Selling Price	96.99%	97.31%	0.33%	96.78%	96.96%	0.18%
Average Days on Market to Sale	69.66	60.82	-12.69%	73.09	65.82	-9.96%
Monthly Inventory	16,332	17,337	6.15%	16,332	17,337	6.15%
Months Supply of Inventory	4.64	4.86	4.62%	4.64	4.86	4.62%

