



August 2015

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



OKLAHOMA
ASSOCIATION OF
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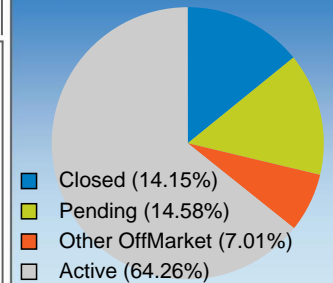
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Absorption: Last 12 months, an Average of **3,834** Sales/Month

Active Inventory as of August 31, 2015 = **19,243**

	AUGUST		
	2014	2015	+/-%
Closed Listings	4,385	4,236	-3.40%
Pending Listings	4,141	4,366	5.43%
New Listings	6,394	6,425	0.48%
Average List Price	177,085	181,358	2.41%
Average Sale Price	172,142	176,635	2.61%
Average Percent of List Price to Selling Price	96.87%	97.10%	0.24%
Average Days on Market to Sale	66.98	60.14	-10.22%
End of Month Inventory	20,450	19,243	-5.90%
Months Supply of Inventory	5.52	5.02	-9.10%

Market Activity



Report Produced on: Sep 14, 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 August 2015 decreased **5.90%** to 19,243 existing homes available for sale. Over the last 12 months this area has had an average of 3,834 closed sales per month. This represents an unsold inventory index of **5.02** 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 **2.61%** in August 2015 to \$176,635 versus the previous year at \$172,142.

Average Days on Market Shortens

The average number of **60.14** days that homes spent on the market before selling decreased by 6.85 days or **10.22%** in August 2015 compared to last year's same month at **66.98** DOM.

Sales Success for August 2015 is Positive

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

There were 6,425 New Listings in August 2015, up **0.48%** from last year at 6,394. Furthermore, there were 4,236 Closed Listings this month versus last year at 4,385, a **-3.40%** decrease.

Closed versus Listed trends yielded a **65.9%** ratio, down from last year's August 2015 at **68.6%**, a **3.86%** downswing. This will certainly create pressure on a decreasing 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
Average Days on Market to Sale	6
Average List Price at Closing	7
Average Sale Price at Closing	8
Average 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.

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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August 2015

Closed Sales as of Sep 12, 2015



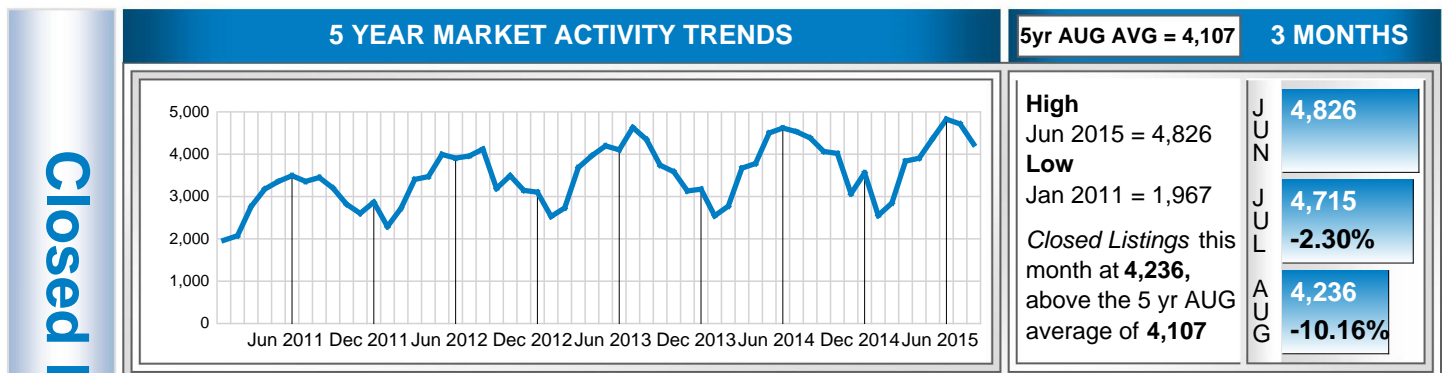
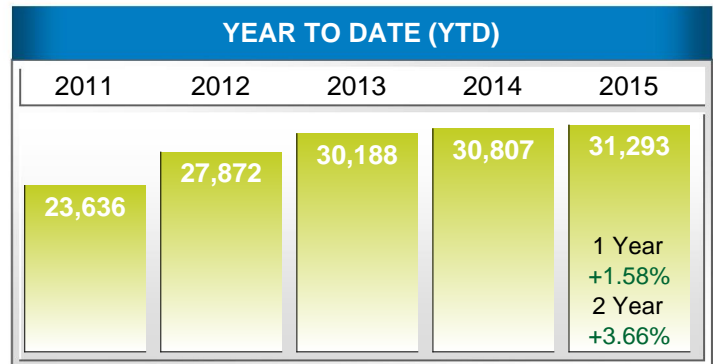
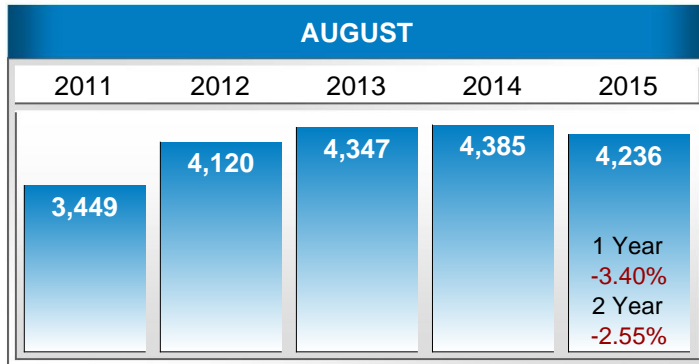
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Closed Listings

Report Produced on: Sep 14, 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	363	8.57%	76.0	143	200	16	4	
\$50,001 - \$75,000	335	7.91%	81.8	108	210	16	1	
\$75,001 - \$125,000	879	20.75%	54.7	200	610	65	4	
\$125,001 - \$175,000	1,050	24.79%	47.1	120	760	153	17	
\$175,001 - \$225,000	614	14.49%	65.0	73	329	204	8	
\$225,001 - \$300,000	517	12.20%	61.9	72	192	218	35	
\$300,001 and up	478	11.28%	63.6	43	118	262	55	
Total Closed Units: 4,236				60.1	759	2419	934	124
Total Closed Volume: 748,227,519					100.94M	358.29M	243.78M	45.22M
Average Closed Price: \$176,635					\$132,988	\$148,114	\$261,004	\$364,702



Monthly Inventory Analysis

Data from the
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August 2015

Pending Listings as of Sep 12, 2015



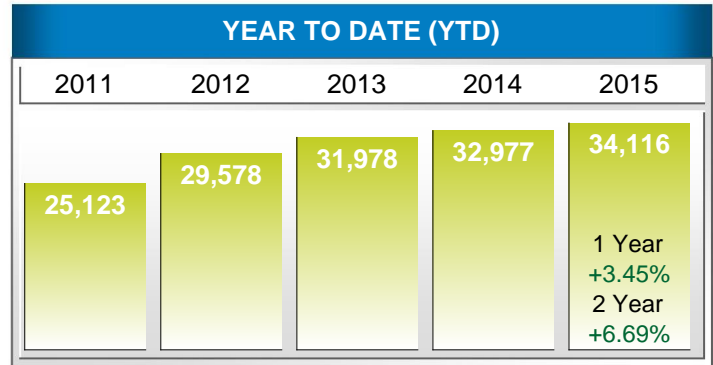
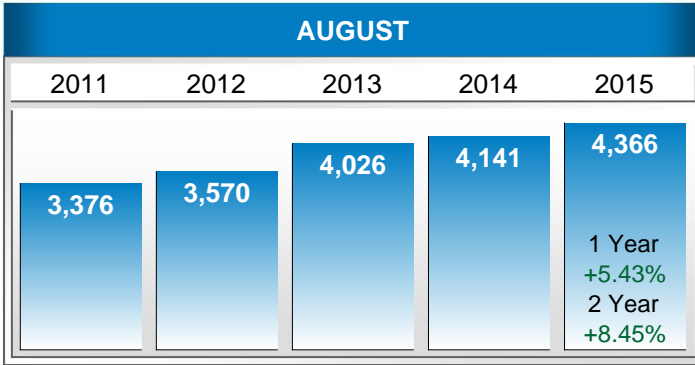
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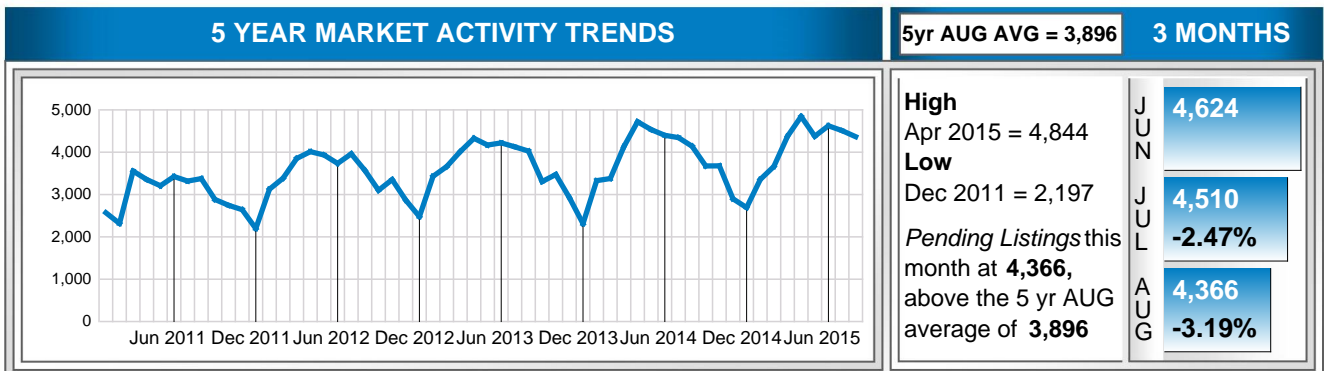
Pending Listings

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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	392		8.98%	69.9	179	186	23	4	
\$50,001 - \$75,000	337		7.72%	65.2	104	217	14	2	
\$75,001 - \$125,000	884		20.25%	52.7	232	587	64	1	
\$125,001 - \$175,000	1,068		24.46%	55.1	152	759	145	12	
\$175,001 - \$225,000	644		14.75%	54.9	81	360	186	17	
\$225,001 - \$300,000	540		12.37%	62.0	66	197	246	31	
\$300,001 and up	501		11.48%	71.3	47	144	246	64	
Total Pending Units: 4,366					61.9	861	2450	924	131
Total Pending Volume: 788,951,572						111.88M	377.00M	242.15M	57.92M
Average Listing Price: \$171,497						\$129,941	\$153,876	\$262,069	\$442,167

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Monthly Inventory Analysis

Data from the
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August 2015

New Listings as of Sep 12, 2015



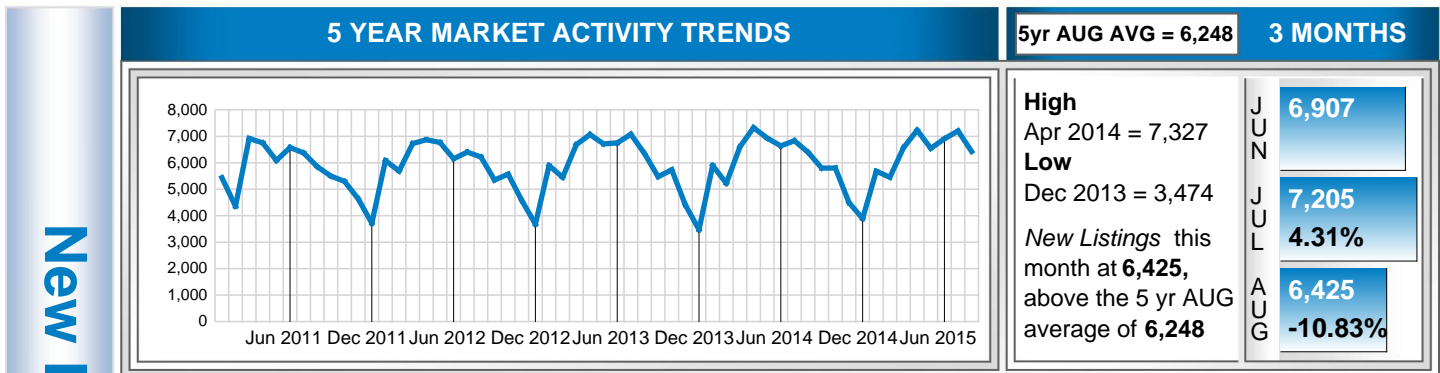
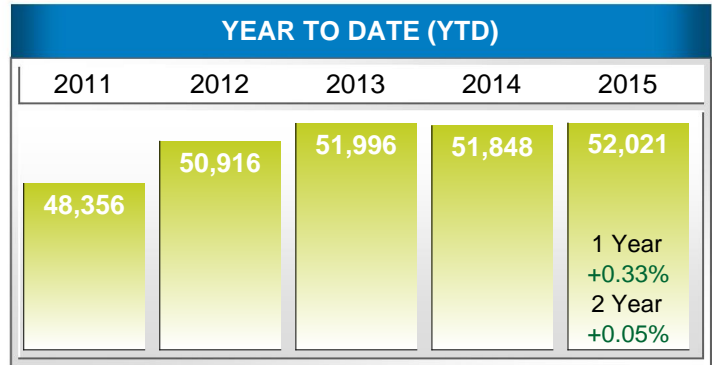
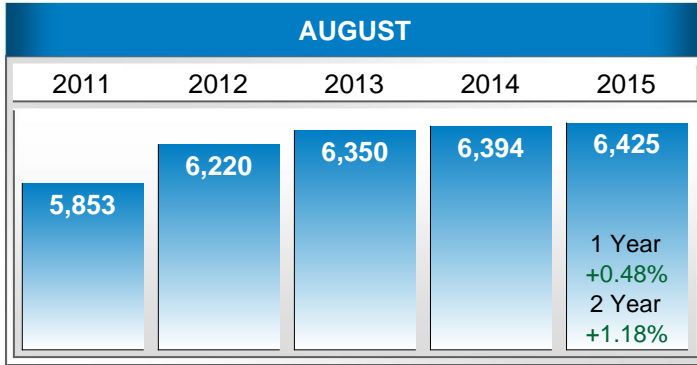
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New Listings

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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	487	7.58%	228	222	33	4
\$50,001 - \$75,000	484	7.53%	186	270	25	3
\$75,001 - \$125,000	1,201	18.69%	294	813	90	4
\$125,001 - \$175,000	1,458	22.69%	234	977	230	17
\$175,001 - \$250,000	1,234	19.21%	159	639	402	34
\$250,001 - \$350,000	835	13.00%	88	316	373	58
\$350,001 and up	726	11.30%	78	141	368	139
Total New Listed Units:			1267	3378	1521	259
Total New Listed Volume:			184.44M	553.57M	450.21M	144.28M
Average New Listed Listing Price:			\$145,575	\$163,874	\$295,998	\$557,069



Monthly Inventory Analysis

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August 2015

Active Inventory as of Sep 12, 2015



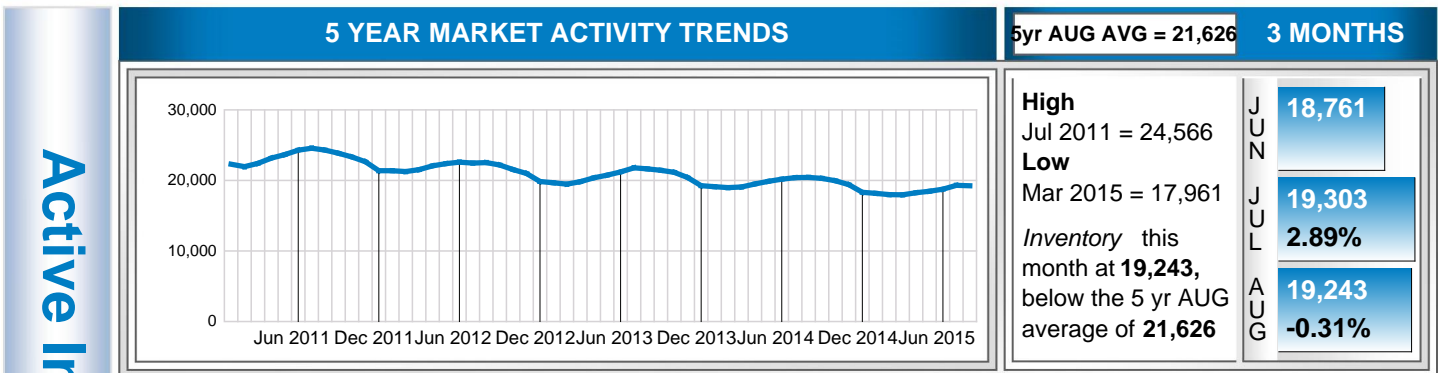
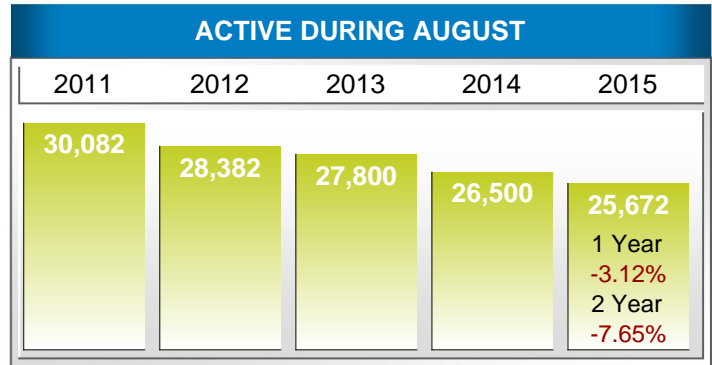
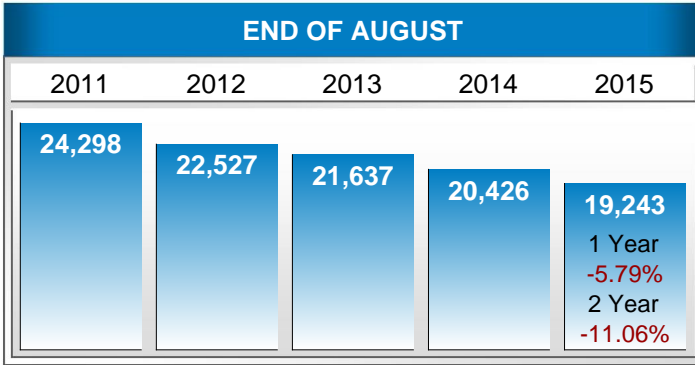
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Active Inventory

Report Produced on: Sep 14, 2015

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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	1,682	8.74%	136.0	883	689	102	8		
\$50,001 - \$75,000	1,755	9.12%	137.3	732	904	111	8		
\$75,001 - \$125,000	3,337	17.34%	110.6	930	2,039	335	33		
\$125,001 - \$200,000	4,938	25.66%	97.2	925	2,918	992	103		
\$200,001 - \$275,000	2,818	14.64%	96.0	436	1,235	1,053	94		
\$275,001 - \$425,000	2,723	14.15%	105.3	352	786	1,316	269		
\$425,001 and up	1,990	10.34%	111.0	204	345	946	495		
Total Active Inventory by Units:				19,243	109.0	4,462	8,916	4,855	1,010
Total Active Inventory by Volume:				4,415,375,930		686.04M	1.56B	1.56B	607.78M
Average Active Inventory Listing Price:				\$229,454		\$153,751	\$174,674	\$322,176	\$601,759



Monthly Inventory Analysis

Data from the
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August 2015

Active Inventory as of Sep 12, 2015



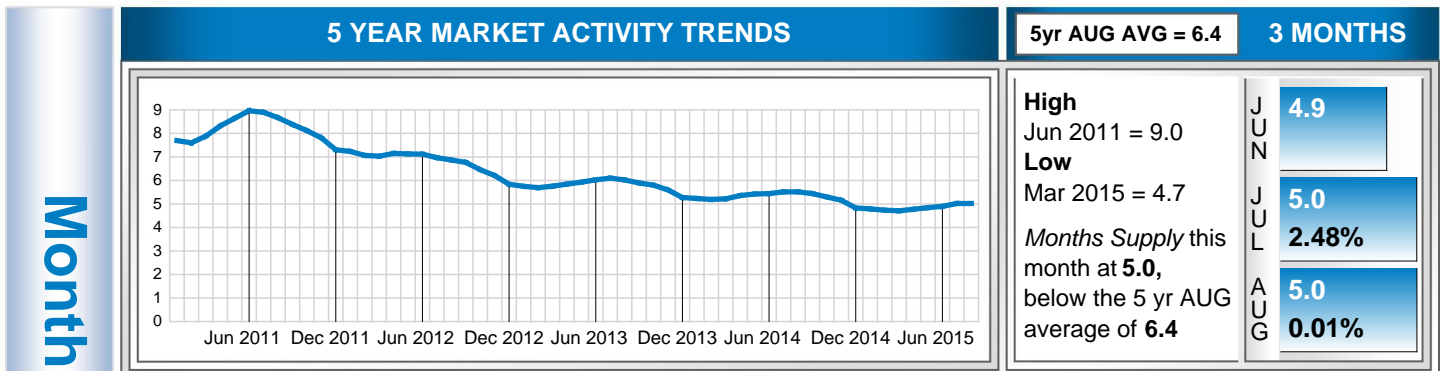
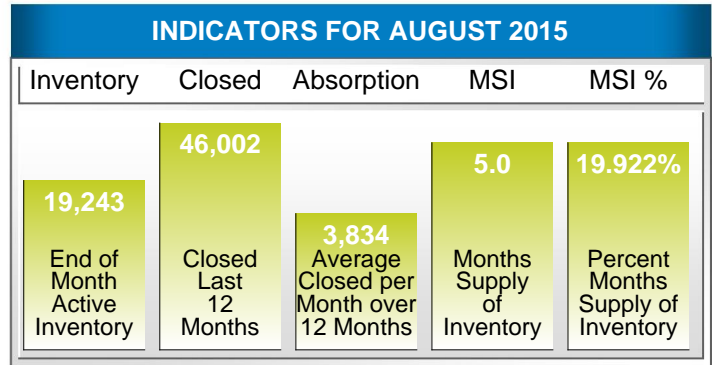
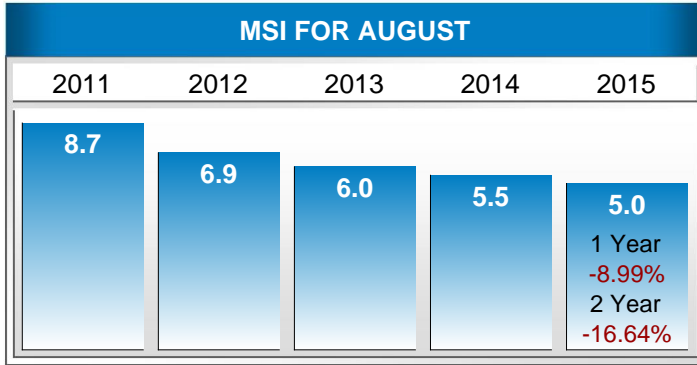
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Months Supply of Inventory

Report Produced on: Sep 14, 2015

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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	1,682	8.74%	4.4	5.2	3.7	4.3	2.5
\$50,001 - \$75,000	1,755	9.12%	5.6	7.1	4.8	5.1	2.9
\$75,001 - \$125,000	3,337	17.34%	4.1	5.3	3.6	4.7	5.8
\$125,001 - \$200,000	4,938	25.66%	4.0	5.4	3.6	4.0	7.3
\$200,001 - \$275,000	2,818	14.64%	5.1	6.3	5.3	4.7	4.5
\$275,001 - \$425,000	2,723	14.15%	7.1	9.2	6.8	6.6	9.1
\$425,001 and up	1,990	10.34%	13.8	20.7	14.4	11.8	16.5
MSI:	5.0			6.0	4.2	5.6	9.5
Total Active Inventory:	19,243			4,462	8,916	4,855	1,010



Monthly Inventory Analysis

Data from the
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August 2015

Closed Sales as of Sep 12, 2015



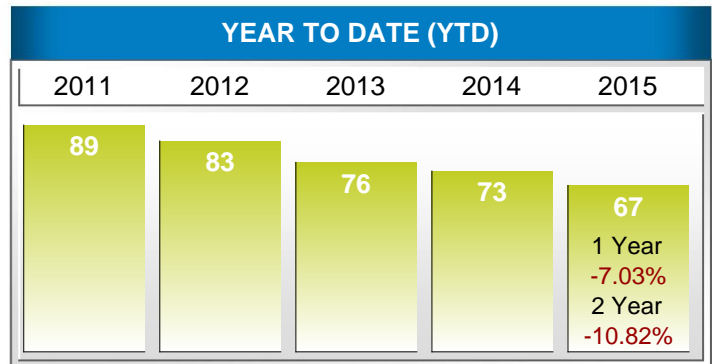
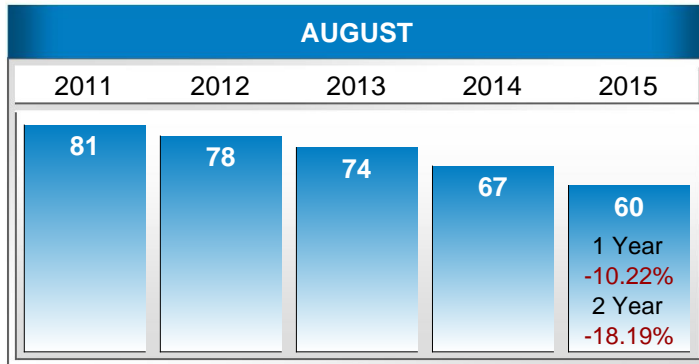
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Average Days on Market to Sale

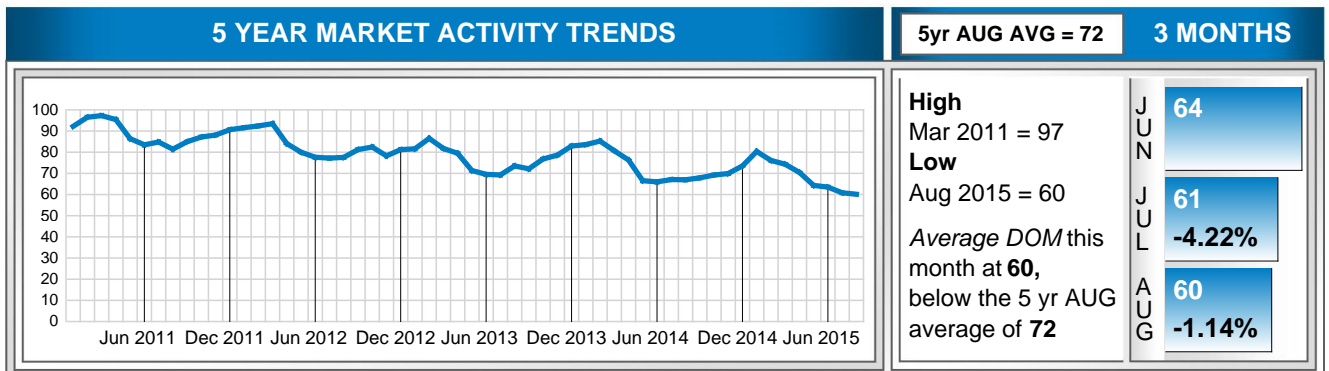
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Area Delimited by Entire OK State MLS - Single-Family Property Type



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	363	8.57%	76.0	78.5	71.1	117.9	57.3
\$50,001 - \$75,000	335	7.91%	81.8	92.3	76.3	82.3	85.0
\$75,001 - \$125,000	879	20.75%	54.7	61.4	48.2	89.6	139.0
\$125,001 - \$175,000	1,050	24.79%	47.1	56.5	43.7	49.9	102.6
\$175,001 - \$225,000	614	14.49%	65.0	65.5	69.6	56.5	84.8
\$225,001 - \$300,000	517	12.20%	61.9	67.7	52.7	69.4	53.4
\$300,001 and up	478	11.28%	63.6	59.1	59.9	66.8	60.3
Average Closed DOM: 60.1				69.1	55.0	65.1	68.4
Total Closed Units: 4,236				759	2419	934	124
Total Closed Volume: 748,227,519				100.94M	358.29M	243.78M	45.22M



Monthly Inventory Analysis

Data from the
OKLAHOMA ASSOCIATION OF REALTORS®

August 2015

Closed Sales as of Sep 12, 2015



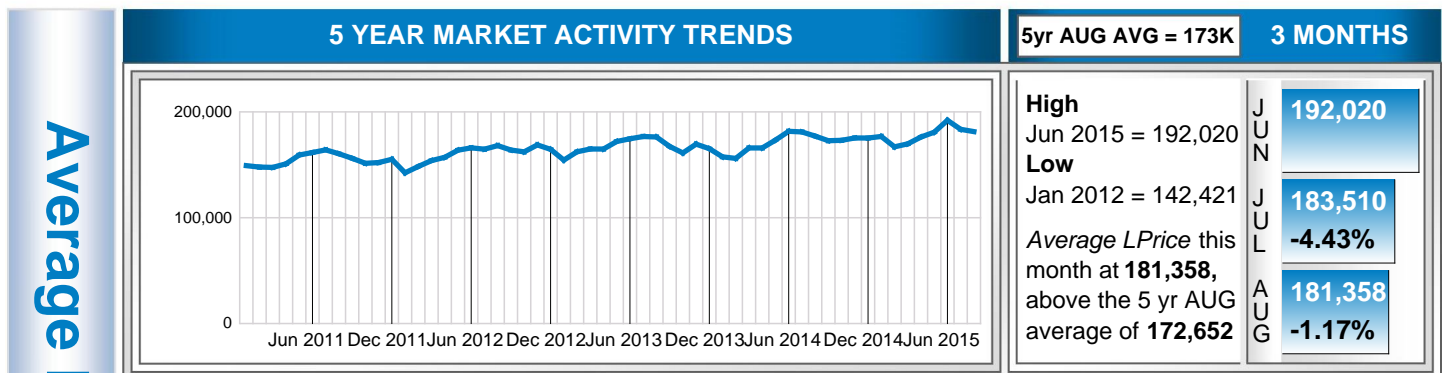
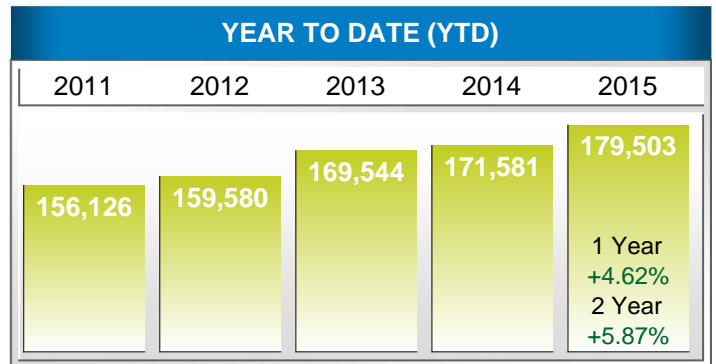
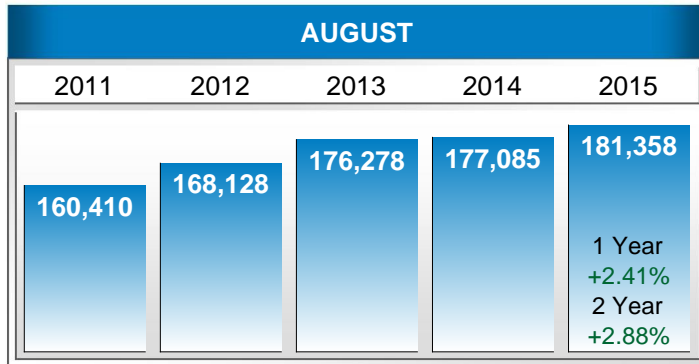
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Average List Price at Closing

Report Produced on: Sep 14, 2015

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	324		7.65%	33,491	35,611	37,251	36,706	19,125
\$50,001 - \$75,000	328		7.74%	64,867	68,827	67,621	72,305	65,000
\$75,001 - \$125,000	862		20.35%	102,447	104,419	105,623	107,826	126,454
\$125,001 - \$175,000	1,064		25.12%	150,645	152,968	151,928	159,451	159,858
\$175,001 - \$225,000	619		14.61%	198,830	203,677	201,032	204,487	230,490
\$225,001 - \$300,000	519		12.25%	263,354	271,887	266,880	270,029	276,444
\$300,001 and up	520		12.28%	437,988	429,211	412,549	439,661	584,613
Average List Price:	\$181,358				\$137,900	\$151,966	\$266,512	\$379,339
Total Closed Units:	4,236				759	2419	934	124
Total List Volume:	768,232,780				104.67M	367.61M	248.92M	47.04M



Monthly Inventory Analysis

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August 2015

Closed Sales as of Sep 12, 2015



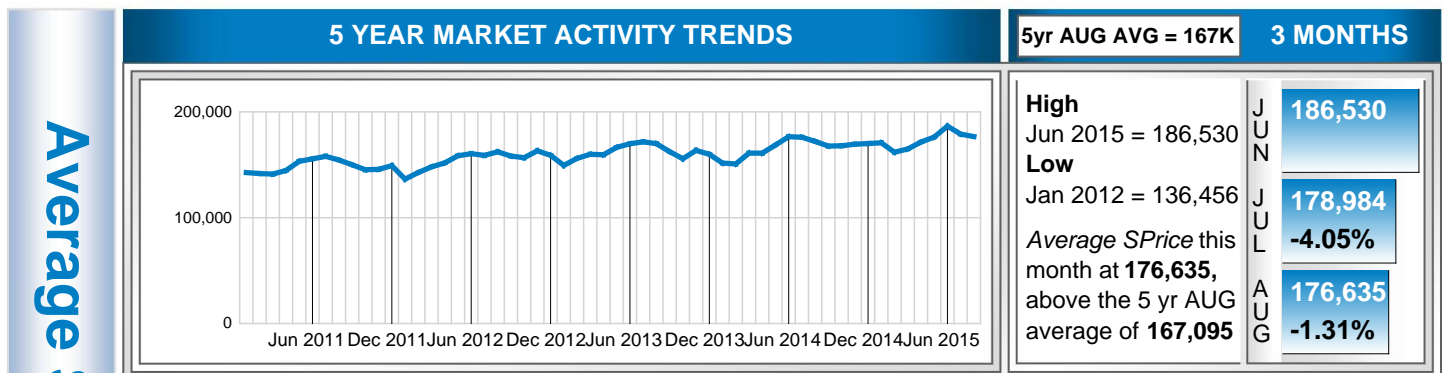
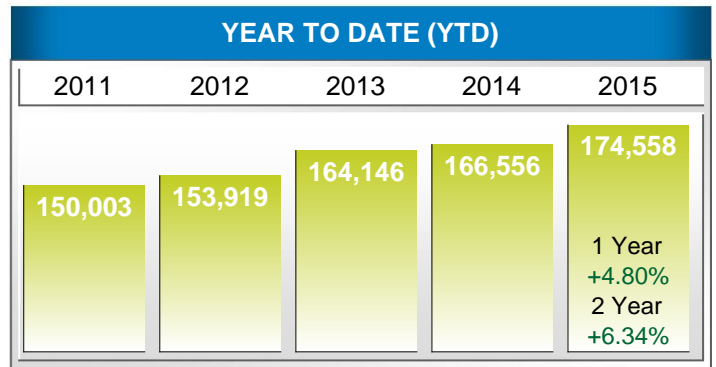
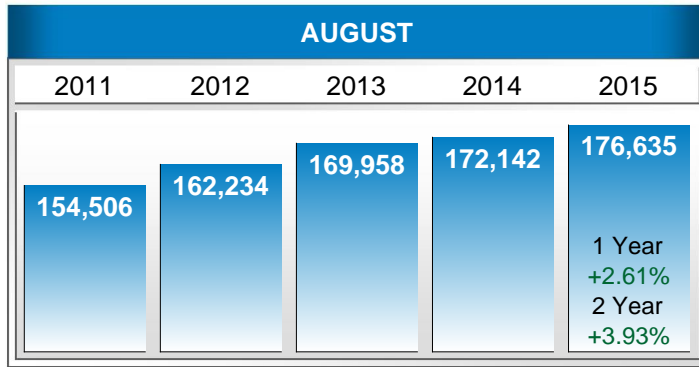
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Average Sold Price at Closing

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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	363	8.57%	32,268	31,164	32,999	33,413	30,625
\$50,001 - \$75,000	335	7.91%	63,907	64,456	63,688	63,473	57,500
\$75,001 - \$125,000	879	20.75%	102,525	100,892	102,766	104,255	119,425
\$125,001 - \$175,000	1,050	24.79%	149,928	148,716	148,949	155,358	153,388
\$175,001 - \$225,000	614	14.49%	198,740	197,971	197,193	200,940	213,328
\$225,001 - \$300,000	517	12.20%	263,444	265,088	260,517	264,631	268,729
\$300,001 and up	478	11.28%	437,936	417,619	402,799	431,298	560,829
Average Closed Price: \$176,635				\$132,988	\$148,114	\$261,004	\$364,702
Total Closed Units: 4,236				759	2419	934	124
Total Closed Volume: 748,227,519				100.94M	358.29M	243.78M	45.22M



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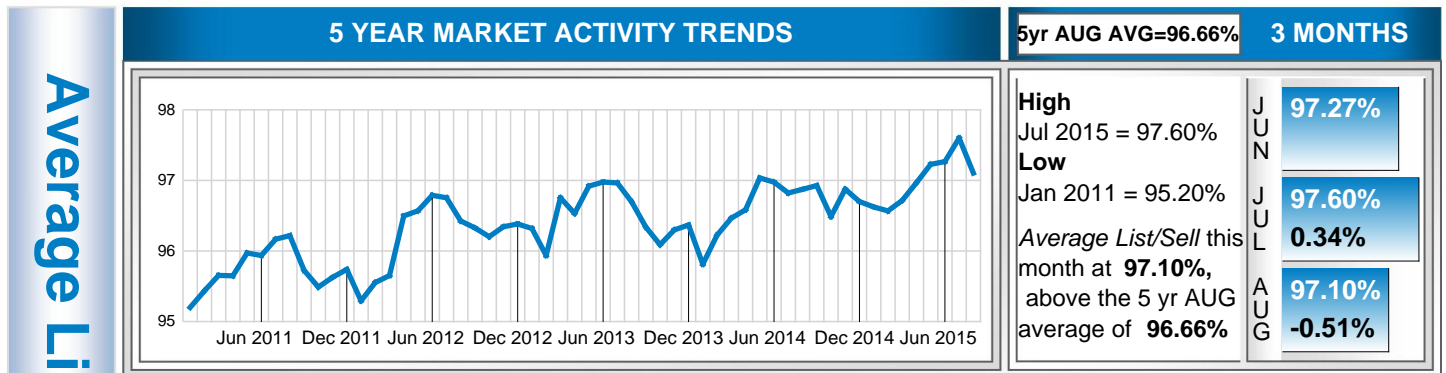
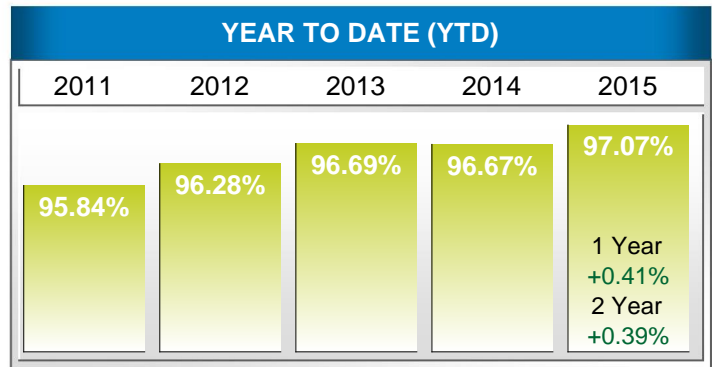
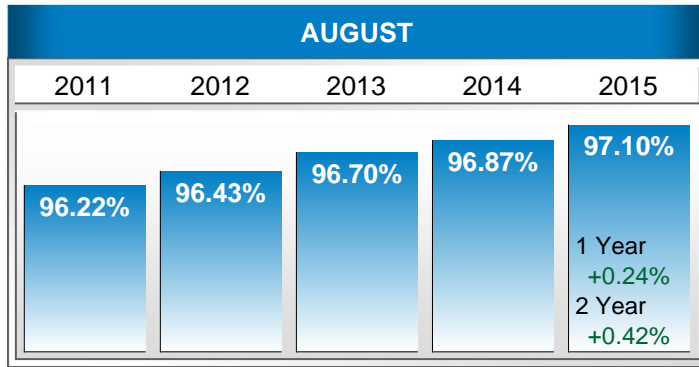
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Average Percent of List Price to Selling Price

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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	363	8.57%	92.19%	89.02%	89.85%	91.26%	326.51%
\$50,001 - \$75,000	335	7.91%	94.52%	94.65%	94.77%	90.80%	88.46%
\$75,001 - \$125,000	879	20.75%	97.40%	97.02%	97.56%	97.17%	94.96%
\$125,001 - \$175,000	1,050	24.79%	97.96%	97.50%	98.17%	97.52%	96.21%
\$175,001 - \$225,000	614	14.49%	98.11%	97.31%	98.22%	98.38%	93.41%
\$225,001 - \$300,000	517	12.20%	97.93%	97.68%	97.88%	98.15%	97.33%
\$300,001 and up	478	11.28%	98.04%	97.15%	98.09%	98.44%	96.72%
Average List/Sell Ratio: 97.10%				95.35%	97.01%	97.87%	103.90%
Total Closed Units: 4,236				759	2419	934	124
Total Closed Volume: 748,227,519				100.94M	358.29M	243.78M	45.22M



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August 2015

Inventory as of Sep 12, 2015



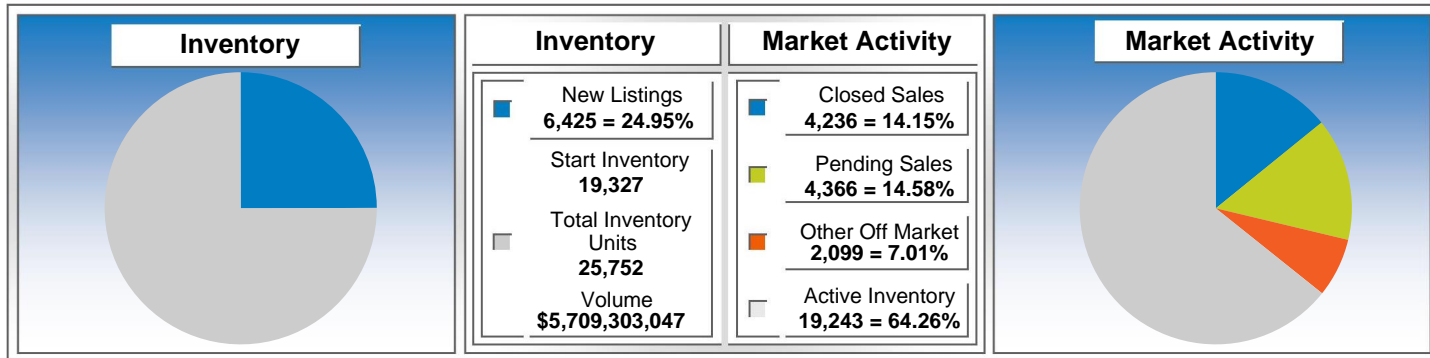
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Market Summary

Report Produced on: Sep 14, 2015

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



Absorption: Last 12 months, an Average of **3,834** Sales/Month

Active Inventory as of August 31, 2015 = **19,243**

	AUGUST			Year To Date		
	2014	2015	+/-%	2014	2015	+/-%
Closed Sales	4,385	4,236	-3.40%	30,807	31,293	1.58%
Pending Sales	4,141	4,366	5.43%	32,977	34,116	3.45%
New Listings	6,394	6,425	0.48%	51,848	52,021	0.33%
Average List Price	177,085	181,358	2.41%	171,581	179,503	4.62%
Average Sale Price	172,142	176,635	2.61%	166,556	174,558	4.80%
Average Percent of List Price to Selling Price	96.87%	97.10%	0.24%	96.67%	97.07%	0.41%
Average Days on Market to Sale	66.98	60.14	-10.22%	72.58	67.47	-7.03%
Monthly Inventory	20,450	19,243	-5.90%	20,450	19,243	-5.90%
Months Supply of Inventory	5.52	5.02	-9.10%	5.52	5.02	-9.10%

