



# August 2016

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



OKLAHOMA  
ASSOCIATION OF  
REALTORS®

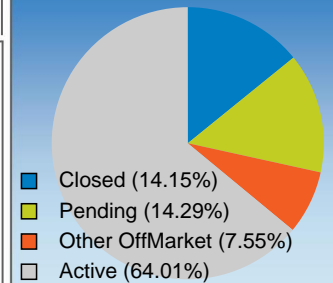
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**Absorption:** Last 12 months, an Average of **3,684** Sales/Month

**Active Inventory** as of August 31, 2016 = **19,349**

	AUGUST		
	2015	2016	+/-%
Closed Listings	4,285	4,278	-0.16%
Pending Listings	4,078	4,319	5.91%
New Listings	6,346	6,480	2.11%
Average List Price	181,298	183,464	1.19%
Average Sale Price	176,596	178,516	1.09%
Average Percent of List Price to Selling Price	97.23%	97.29%	0.06%
Average Days on Market to Sale	61.08	59.93	-1.88%
End of Month Inventory	18,724	19,349	3.34%
Months Supply of Inventory	4.93	5.25	6.46%

## Market Activity



Report Produced on: Sep 14, 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 August 2016 rose **3.34%** to 19,349 existing homes available for sale. Over the last 12 months this area has had an average of 3,684 closed sales per month. This represents an unsold inventory index of **5.25** 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 **1.09%** in August 2016 to \$178,516 versus the previous year at \$176,596.

### Average Days on Market Shortens

The average number of **59.93** days that homes spent on the market before selling decreased by 1.15 days or **1.88%** in August 2016 compared to last year's same month at **61.08** DOM.

### Sales Success for August 2016 is Positive

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

There were 6,480 New Listings in August 2016, up **2.11%** from last year at 6,346. Furthermore, there were 4,278 Closed Listings this month versus last year at 4,285, a **-0.16%** decrease.

Closed versus Listed trends yielded a **66.0%** ratio, down from last year's August 2016 at **67.5%**, a **2.23%** 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

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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](http://okrealtors.com)

For more information, contact:

**Steve Reese - Vice President of Marketing**  
**405-848-9944**  
**steve@okrealtors.com**  
**Or visit: [www.okrealtors.com](http://www.okrealtors.com)**



# Monthly Inventory Analysis

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## August 2016

Closed Sales as of Sep 11, 2016



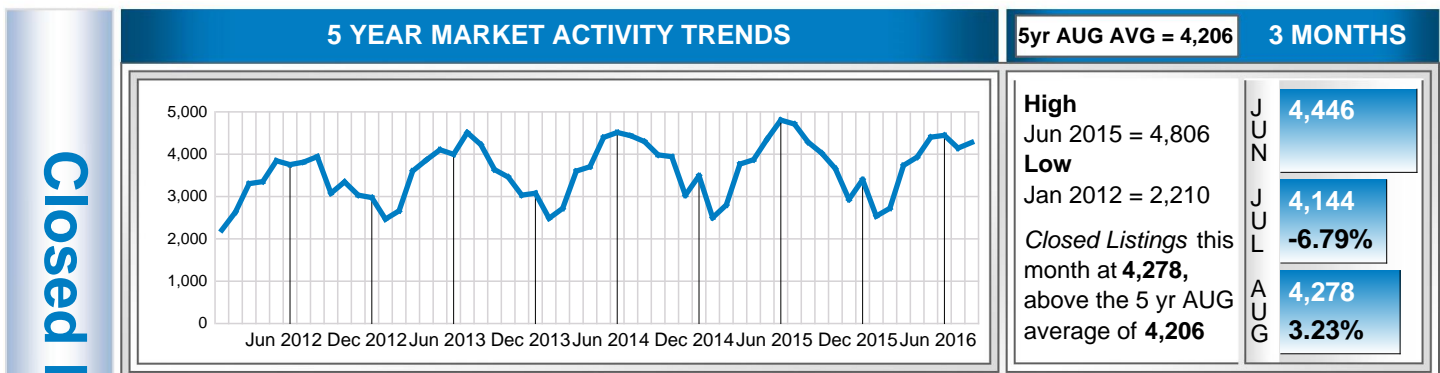
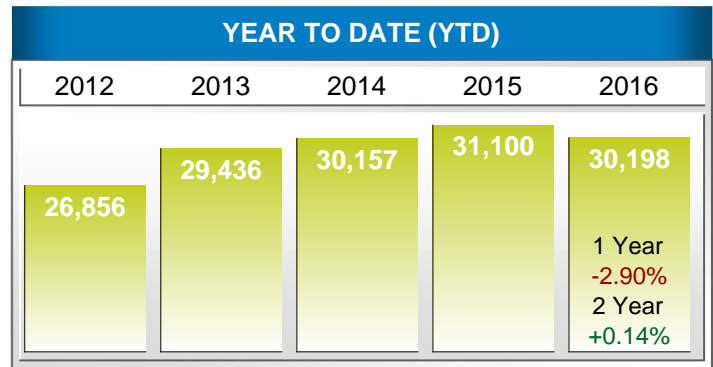
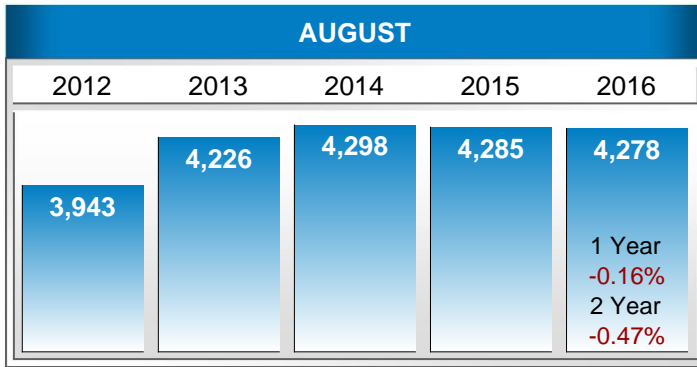
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## Closed Listings

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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	406	9.49%	69.8	155	217	32	2	
\$50,001 - \$75,000	327	7.64%	73.3	91	208	23	5	
\$75,001 - \$125,000	869	20.31%	56.2	143	636	85	5	
\$125,001 - \$175,000	1,045	24.43%	45.7	54	794	189	8	
\$175,001 - \$225,000	621	14.52%	56.3	21	376	217	7	
\$225,001 - \$300,000	514	12.01%	68.6	16	204	266	28	
\$300,001 and up	496	11.59%	75.0	8	124	295	69	
Total Closed Units: 4,278				59.9	488	2559	1107	124
Total Closed Volume: 763,692,138					44.07M	381.26M	284.46M	53.90M
Average Closed Price: \$178,516					\$90,302	\$148,989	\$256,963	\$434,715



# Monthly Inventory Analysis

Data from the  
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## August 2016

Pending Listings as of Sep 11, 2016



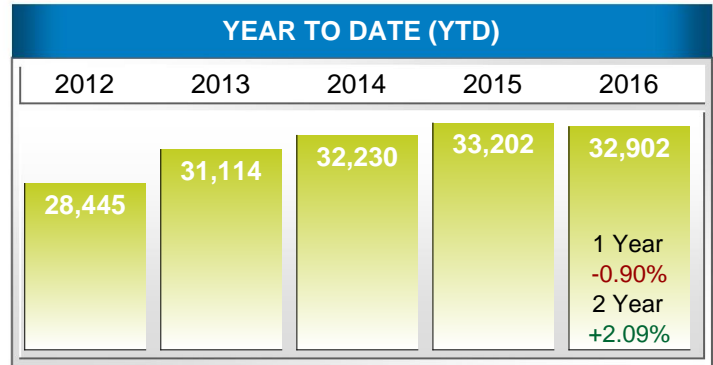
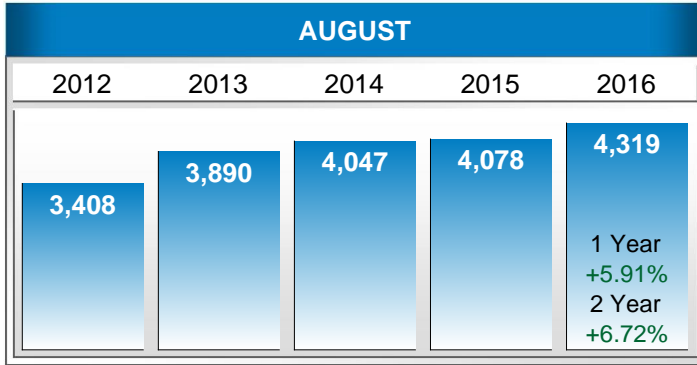
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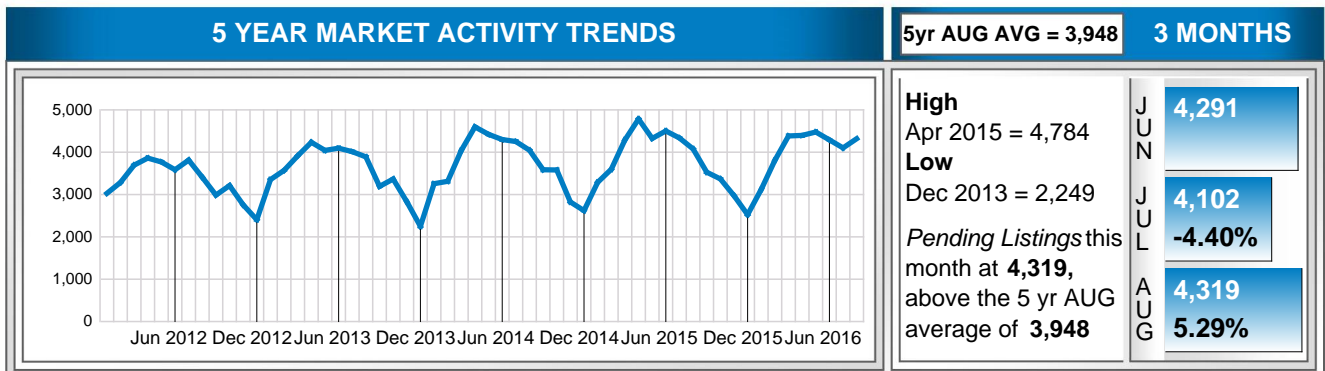
## Pending Listings

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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	432	10.00%	64.9	186	212	27	7			
\$50,001 - \$75,000	311	7.20%	57.0	86	198	25	2			
\$75,001 - \$125,000	860	19.91%	50.0	147	644	64	5			
\$125,001 - \$175,000	1,020	23.62%	46.7	53	793	163	11			
\$175,001 - \$225,000	657	15.21%	57.7	30	369	246	12			
\$225,001 - \$300,000	557	12.90%	69.9	19	214	295	29			
\$300,001 and up	482	11.16%	75.2	18	138	261	65			
Total Pending Units:					4,319	60.2	539	2568	1081	131
Total Pending Volume:					772,812,015		52.32M	389.65M	282.45M	48.40M
Average Listing Price:					\$175,250		\$97,069	\$151,733	\$261,282	\$369,430

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# Monthly Inventory Analysis

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## August 2016

New Listings as of Sep 11, 2016



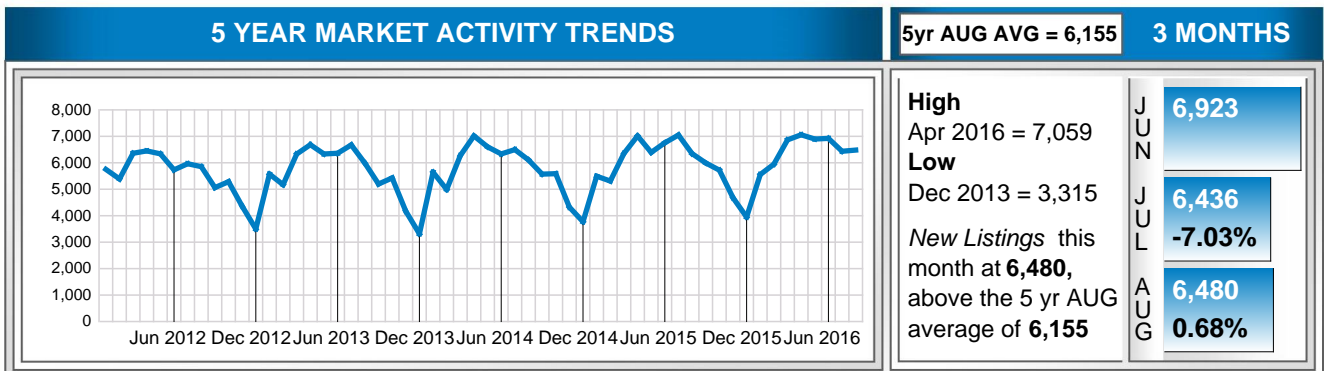
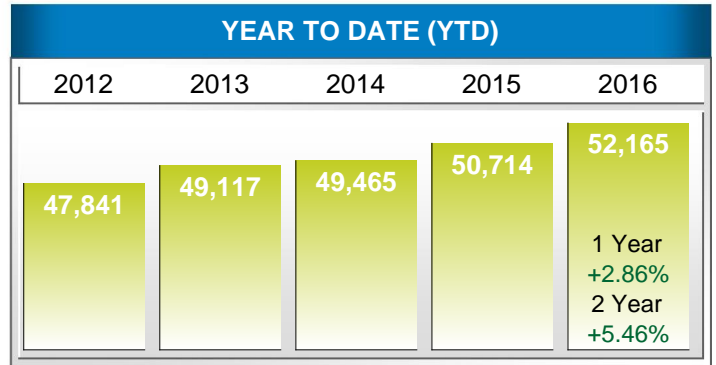
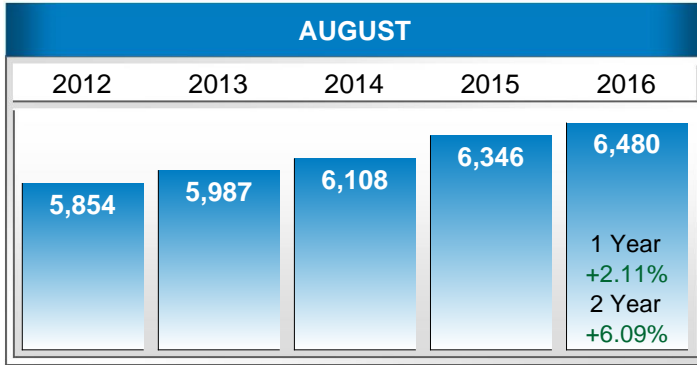
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### New Listings

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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	523	8.07%	236	251	30	6	
\$50,001 - \$75,000	547	8.44%	177	319	46	5	
\$75,001 - \$125,000	1,123	17.33%	217	785	112	9	
\$125,001 - \$175,000	1,405	21.68%	83	1,078	231	13	
\$175,001 - \$250,000	1,322	20.40%	60	741	493	28	
\$250,001 - \$350,000	845	13.04%	24	304	455	62	
\$350,001 and up	715	11.03%	20	163	392	140	
Total New Listed Units:			6,480	817	3,641	1,759	263
Total New Listed Volume:			1,326,388,539	82.96M	602.12M	500.41M	140.89M
Average New Listed Listing Price:			\$175,995	\$101,547	\$165,373	\$284,488	\$535,691



# Monthly Inventory Analysis

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## August 2016

Active Inventory as of Sep 11, 2016



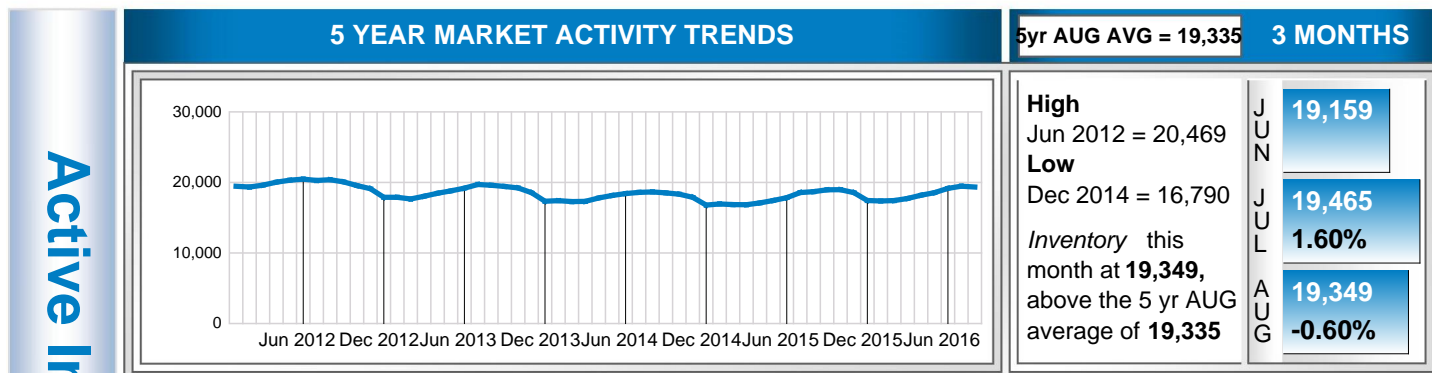
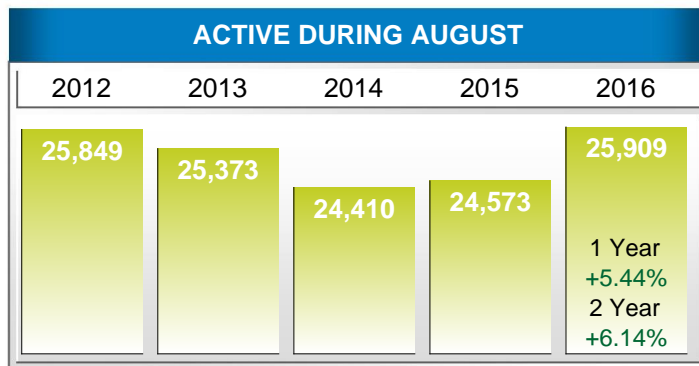
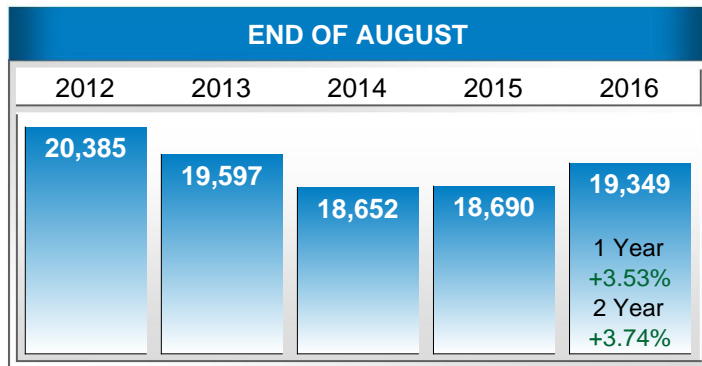
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### Active Inventory

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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	1,532	7.92%	140.2	713	699	111	9	
\$50,001 - \$75,000	1,616	8.35%	118.7	539	927	133	17	
\$75,001 - \$125,000	3,084	15.94%	111.2	568	2,090	377	49	
\$125,001 - \$225,000	5,881	30.39%	96.0	387	3,881	1,503	110	
\$225,001 - \$275,000	1,988	10.27%	88.7	88	943	862	95	
\$275,001 - \$425,000	3,090	15.97%	101.4	125	1,028	1,657	280	
\$425,001 and up	2,158	11.15%	117.9	53	436	1,106	563	
Total Active Inventory by Units:			19,349	106.4	2,473	10,004	5,749	1,123
Total Active Inventory by Volume:			4,677,193,303		279.19M	1.83B	1.87B	695.95M
Average Active Inventory Listing Price:			\$241,728		\$112,894	\$182,812	\$325,831	\$619,725



# Monthly Inventory Analysis

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## August 2016

Active Inventory as of Sep 11, 2016



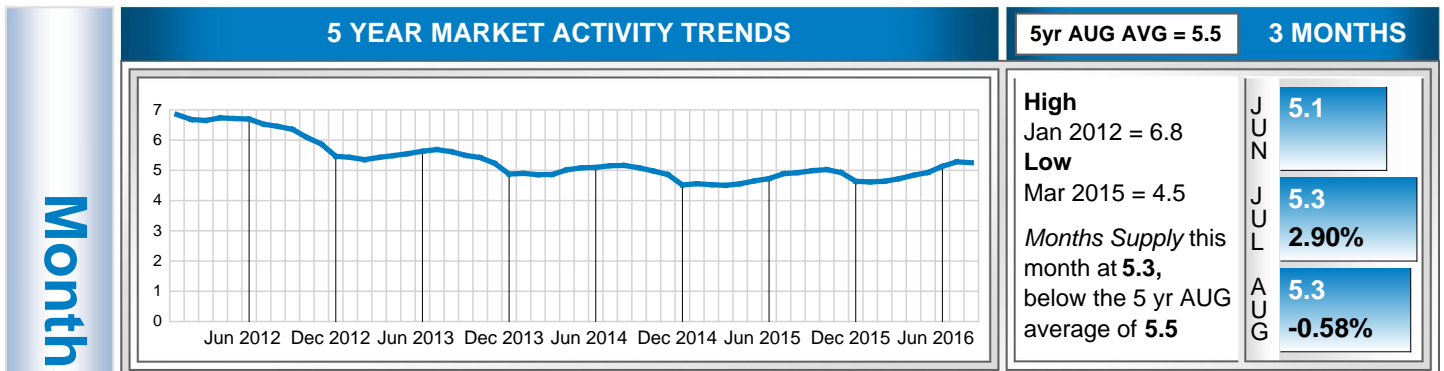
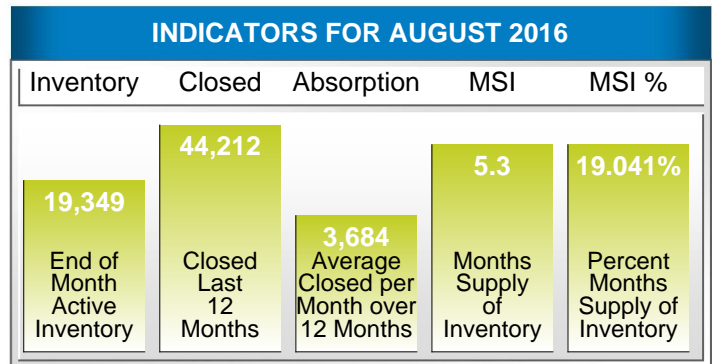
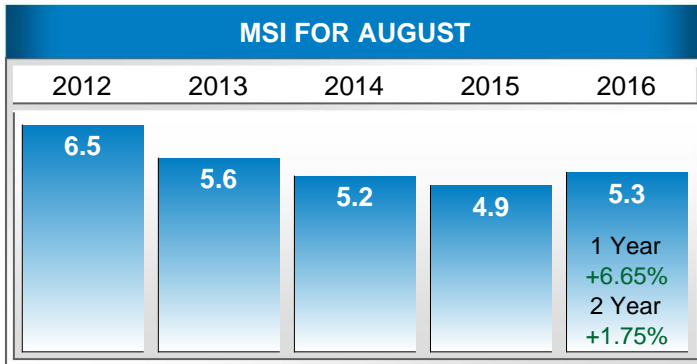
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## Months Supply of Inventory

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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	1,532		7.92%	4.2	4.8	3.8	4.0	3.1
\$50,001 - \$75,000	1,616		8.35%	5.4	6.4	4.8	6.5	6.8
\$75,001 - \$125,000	3,084		15.94%	4.1	4.7	3.7	5.1	9.3
\$125,001 - \$225,000	5,881		30.39%	4.1	5.3	3.9	4.4	5.3
\$225,001 - \$275,000	1,988		10.27%	6.1	9.3	6.6	5.5	6.7
\$275,001 - \$425,000	3,090		15.97%	8.5	14.7	8.7	8.1	8.7
\$425,001 and up	2,158		11.15%	15.7	31.8	16.5	14.3	17.6
MSI:	5.3				5.6	4.5	6.4	10.2
Total Active Inventory:	19,349				2,473	10,004	5,749	1,123



# Monthly Inventory Analysis

Data from the  
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## August 2016

Closed Sales as of Sep 11, 2016



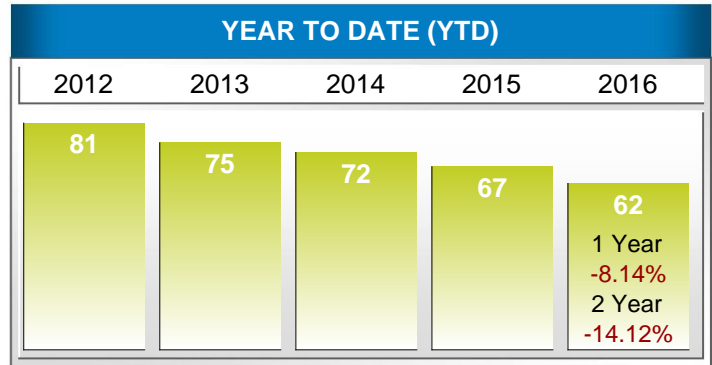
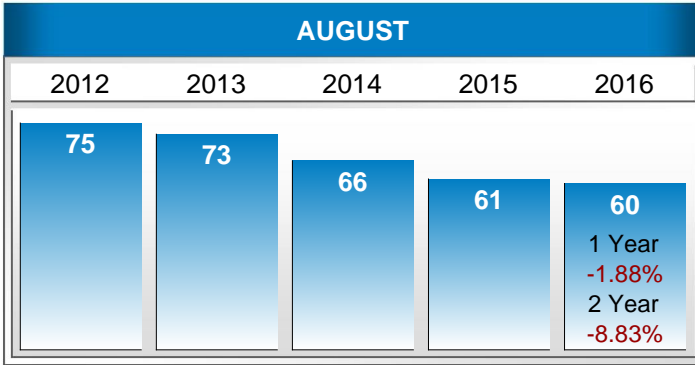
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### Average Days on Market to Sale

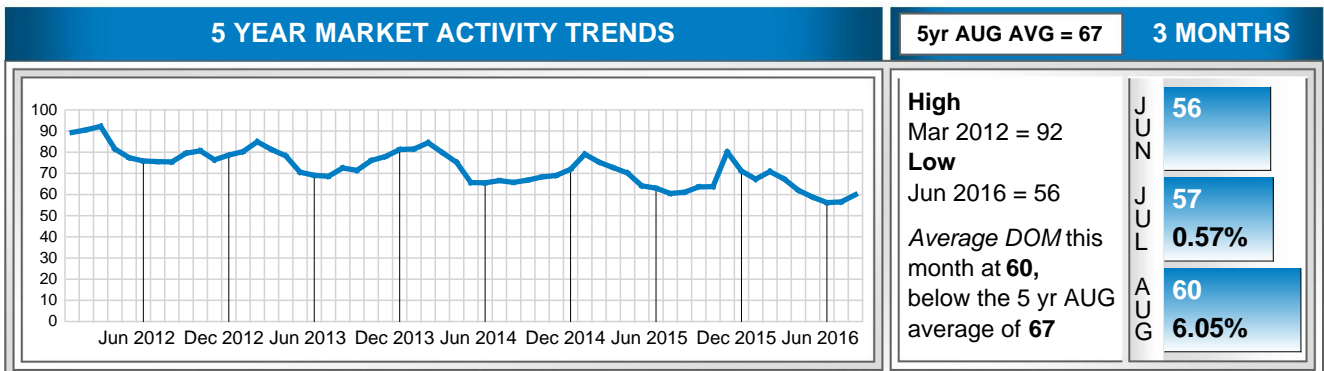
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Average Days on Market

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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	406	9.49%	69.8	72.6	65.3	87.0	67.0
\$50,001 - \$75,000	327	7.64%	73.3	84.7	69.4	62.7	77.6
\$75,001 - \$125,000	869	20.31%	56.2	73.6	52.0	59.4	46.2
\$125,001 - \$175,000	1,045	24.43%	45.7	63.2	42.6	51.8	99.5
\$175,001 - \$225,000	621	14.52%	56.3	71.1	59.9	48.0	73.7
\$225,001 - \$300,000	514	12.01%	68.6	108.4	61.0	70.9	79.6
\$300,001 and up	496	11.59%	75.0	81.0	70.0	73.9	87.8
Average Closed DOM:	59.9			75.4	54.4	63.3	83.5
Total Closed Units:	4,278			488	2559	1107	124
Total Closed Volume:	763,692,138			44.07M	381.26M	284.46M	53.90M



# Monthly Inventory Analysis

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## August 2016

Closed Sales as of Sep 11, 2016



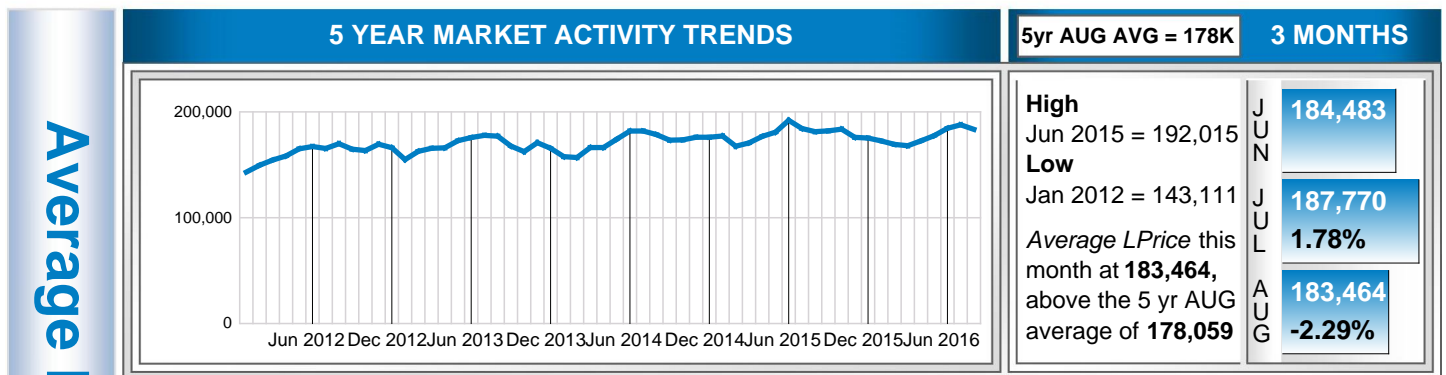
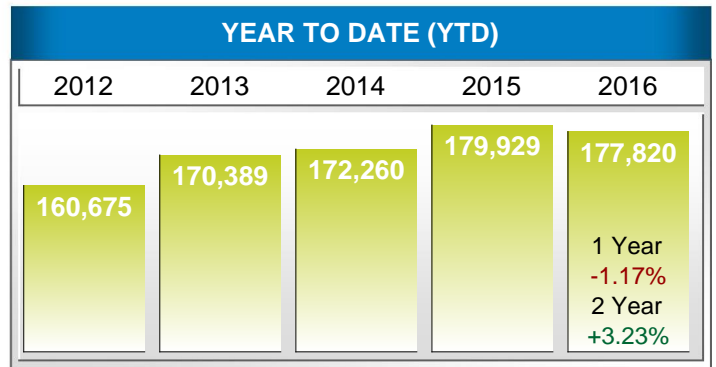
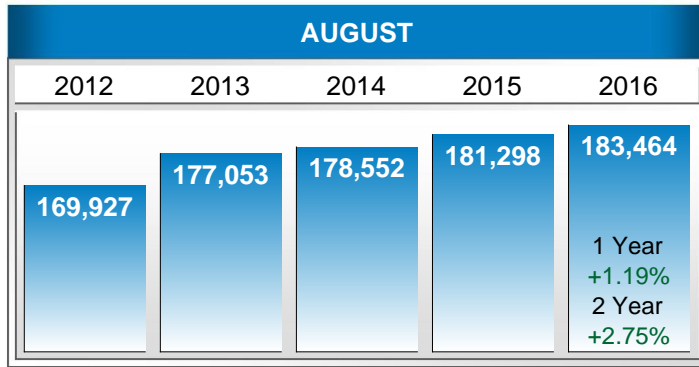
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### Average List Price at Closing

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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	384		8.98%	32,966	32,681	35,948	33,234	42,900
\$50,001 - \$75,000	315		7.36%	64,160	67,749	67,441	63,077	64,906
\$75,001 - \$125,000	842		19.68%	103,112	101,580	106,712	108,409	106,410
\$125,001 - \$175,000	1,052		24.59%	150,524	149,087	151,984	157,531	166,438
\$175,001 - \$225,000	637		14.89%	199,200	209,223	200,677	205,310	209,688
\$225,001 - \$300,000	530		12.39%	261,252	267,106	264,528	266,050	276,775
\$300,001 and up	518		12.11%	466,150	426,988	411,097	454,782	662,705
Average List Price:		\$183,464			\$94,038	\$152,703	\$262,859	\$461,436
Total Closed Units:		4,278			488	2559	1107	124
Total List Volume:		784,860,886			45.89M	390.77M	290.98M	57.22M





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## August 2016

Closed Sales as of Sep 11, 2016



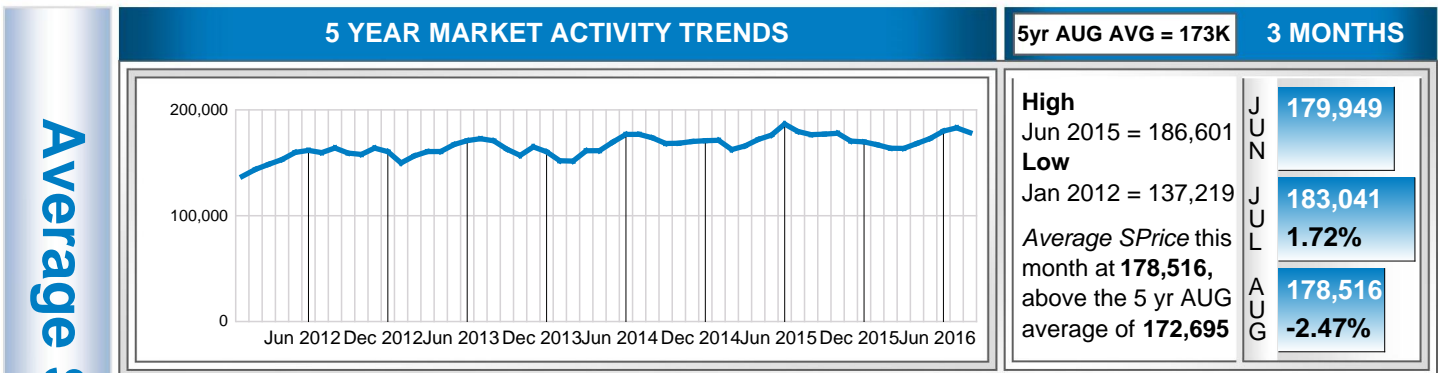
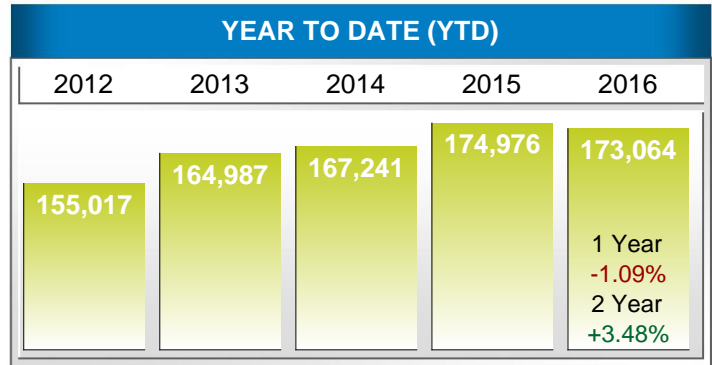
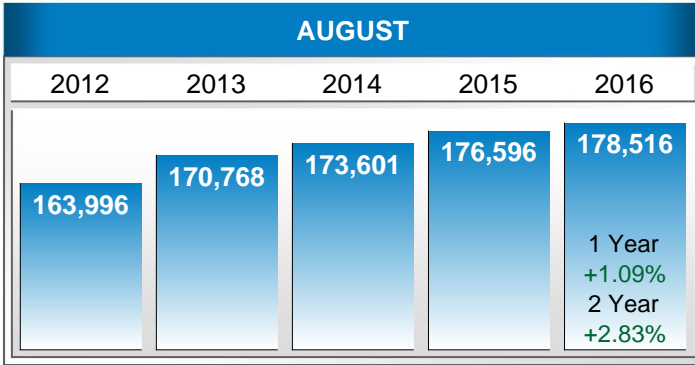
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## Average Sold Price at Closing

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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	406	9.49%	31,132	29,741	32,301	29,237	42,450
\$50,001 - \$75,000	327	7.64%	63,462	63,632	63,535	61,935	64,335
\$75,001 - \$125,000	869	20.31%	102,861	98,523	103,691	104,130	99,800
\$125,001 - \$175,000	1,045	24.43%	150,305	147,132	149,469	154,439	156,981
\$175,001 - \$225,000	621	14.52%	199,072	199,722	196,881	202,636	204,324
\$225,001 - \$300,000	514	12.01%	260,418	259,944	259,170	260,726	266,856
\$300,001 and up	496	11.59%	456,385	409,988	399,302	443,162	620,883
Average Closed Price: \$178,516				\$90,302	\$148,989	\$256,963	\$434,715
Total Closed Units: 4,278				488	2559	1107	124
Total Closed Volume: 763,692,138				44.07M	381.26M	284.46M	53.90M



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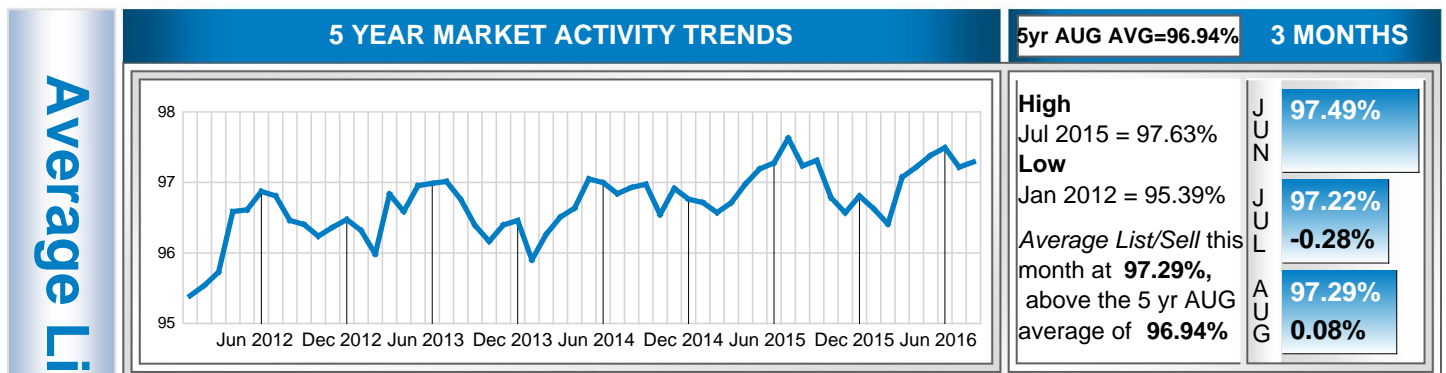
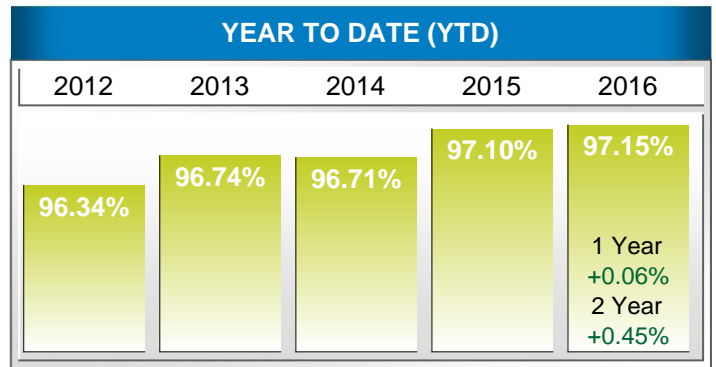
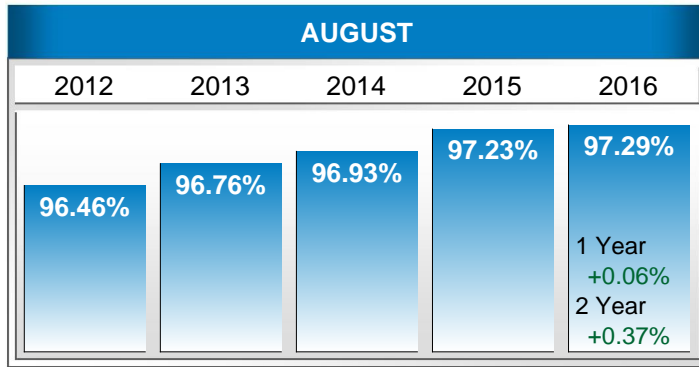
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### Average Percent of List Price to Selling Price

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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	406	9.49%	90.98%	91.29%	90.76%	90.49%	99.10%
\$50,001 - \$75,000	327	7.64%	95.61%	94.53%	95.57%	99.33%	99.86%
\$75,001 - \$125,000	869	20.31%	98.23%	97.64%	98.60%	96.56%	95.01%
\$125,001 - \$175,000	1,045	24.43%	98.42%	98.92%	98.45%	98.34%	94.70%
\$175,001 - \$225,000	621	14.52%	98.31%	95.56%	98.22%	98.76%	97.63%
\$225,001 - \$300,000	514	12.01%	98.02%	97.40%	98.13%	98.12%	96.71%
\$300,001 and up	496	11.59%	97.50%	96.34%	97.49%	97.87%	96.07%
Average List/Sell Ratio: 97.30%				95.06%	97.49%	97.90%	96.37%
Total Closed Units: 4,278				488	2559	1107	124
Total Closed Volume: 763,692,138				44.07M	381.26M	284.46M	53.90M



# Monthly Inventory Analysis

Data from the  
**OKLAHOMA ASSOCIATION OF REALTORS®**

## August 2016

Inventory as of Sep 11, 2016



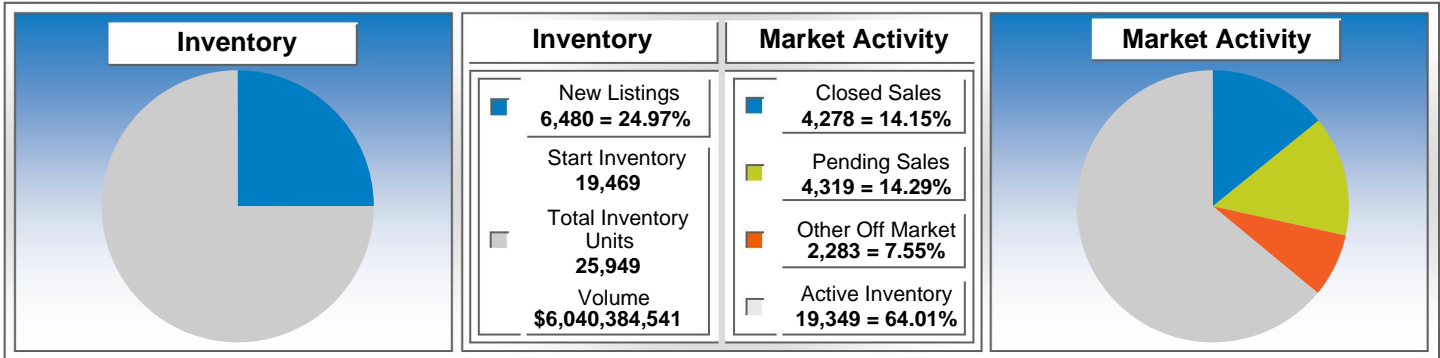
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## Market Summary

Report Produced on: Sep 14, 2016

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



**Absorption:** Last 12 months, an Average of **3,684** Sales/Month

**Active Inventory** as of August 31, 2016 = **19,349**

	AUGUST			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	4,285	4,278	-0.16%	31,100	30,198	-2.90%
Pending Sales	4,078	4,319	5.91%	33,202	32,902	-0.90%
New Listings	6,346	6,480	2.11%	50,714	52,165	2.86%
Average List Price	181,298	183,464	1.19%	179,929	177,820	-1.17%
Average Sale Price	176,596	178,516	1.09%	174,976	173,064	-1.09%
Average Percent of List Price to Selling Price	97.23%	97.29%	0.06%	97.10%	97.15%	0.06%
Average Days on Market to Sale	61.08	59.93	-1.88%	66.99	61.53	-8.14%
Monthly Inventory	18,724	19,349	3.34%	18,724	19,349	3.34%
Months Supply of Inventory	4.93	5.25	6.46%	4.93	5.25	6.46%

