



# December 2014

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



OKLAHOMA  
ASSOCIATION OF  
REALTORS®

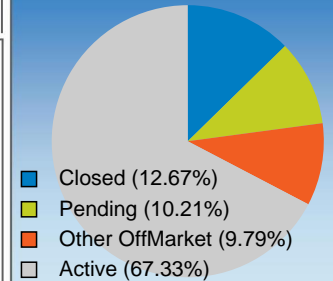
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**Absorption:** Last 12 months, an Average of **3,782** Sales/Month

**Active Inventory** as of December 31, 2014 = **18,579**

	DECEMBER		
	2013	2014	+/-%
Closed Listings	3,174	3,495	10.11%
Pending Listings	2,292	2,818	22.95%
New Listings	3,481	3,878	11.40%
Average List Price	165,217	175,604	6.29%
Average Sale Price	159,885	170,445	6.61%
Average Percent of List Price to Selling Price	96.37%	96.73%	0.37%
Average Days on Market to Sale	82.89	73.06	-11.86%
End of Month Inventory	20,782	18,579	-10.60%
Months Supply of Inventory	5.68	4.91	-13.53%

## Market Activity



Report Produced on: Jan 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 December 2014 decreased **10.60%** to 18,579 existing homes available for sale. Over the last 12 months this area has had an average of 3,782 closed sales per month. This represents an unsold inventory index of **4.91** 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 **6.61%** in December 2014 to \$170,445 versus the previous year at \$159,885.

### Average Days on Market Shortens

The average number of **73.06** days that homes spent on the market before selling decreased by 9.83 days or **11.86%** in December 2014 compared to last year's same month at **82.89** DOM.

### Sales Success for December 2014 is Positive

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

There were 3,878 New Listings in December 2014, up **11.40%** from last year at 3,481. Furthermore, there were 3,495 Closed Listings this month versus last year at 3,174, a **10.11%** increase.

Closed versus Listed trends yielded a **90.1%** ratio, down from last year's December 2014 at **91.2%**, a **1.16%** 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

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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

Data from the  
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## December 2014

Closed Sales as of Jan 12, 2015



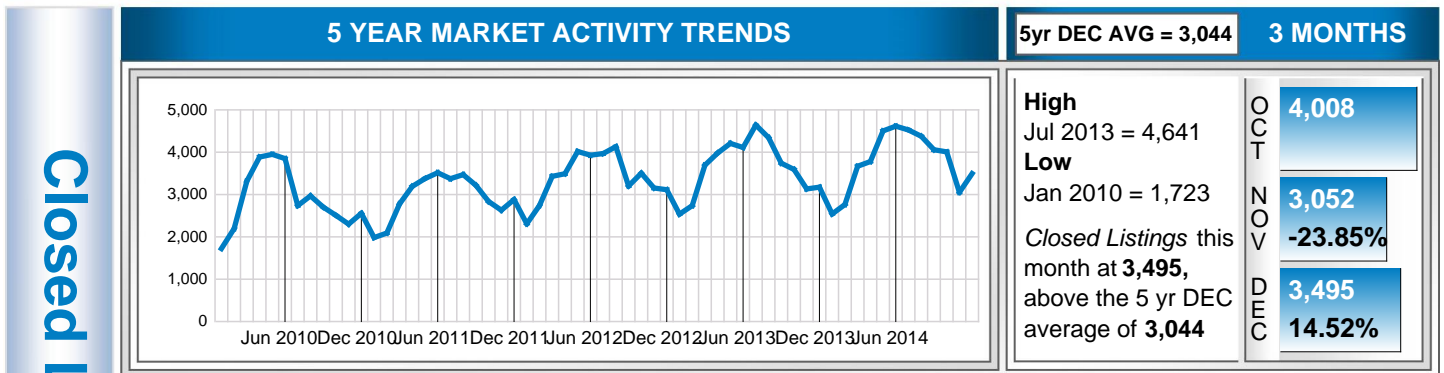
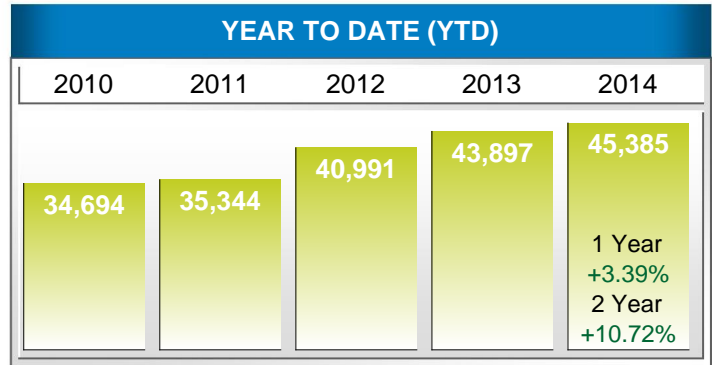
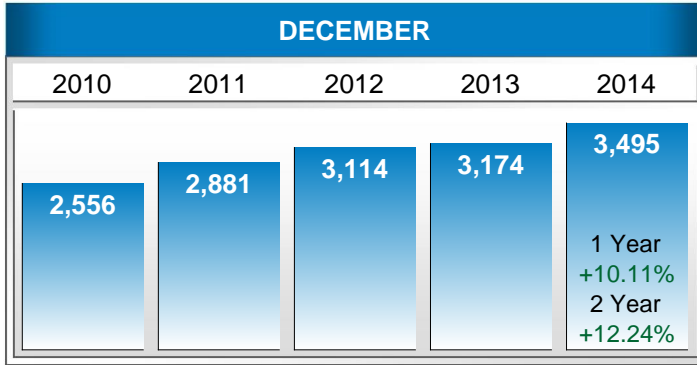
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### Closed Listings

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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+	
\$25,000 and less	117	3.35%	94.2	53	59	5	0	
\$25,001 - \$75,000	578	16.54%	81.8	200	340	33	5	
\$75,001 - \$100,000	369	10.56%	72.1	73	258	35	3	
\$100,001 - \$150,000	818	23.40%	65.0	127	576	110	5	
\$150,001 - \$200,000	681	19.48%	65.0	89	414	171	7	
\$200,001 - \$300,000	578	16.54%	79.0	71	233	247	27	
\$300,001 and up	354	10.13%	77.2	30	86	188	50	
Total Closed Units: 3,495				73.1	643	1966	789	97
Total Closed Volume: 595,706,090					78.63M	277.24M	199.60M	40.23M
Average Closed Price: \$170,445					\$122,291	\$141,018	\$252,978	\$414,765



# Monthly Inventory Analysis

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## December 2014

Pending Listings as of Jan 12, 2015



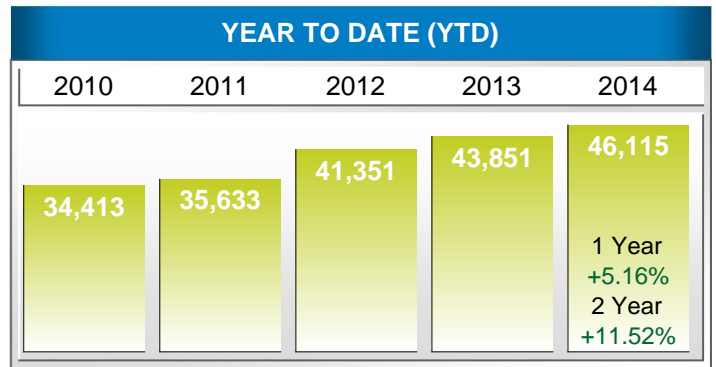
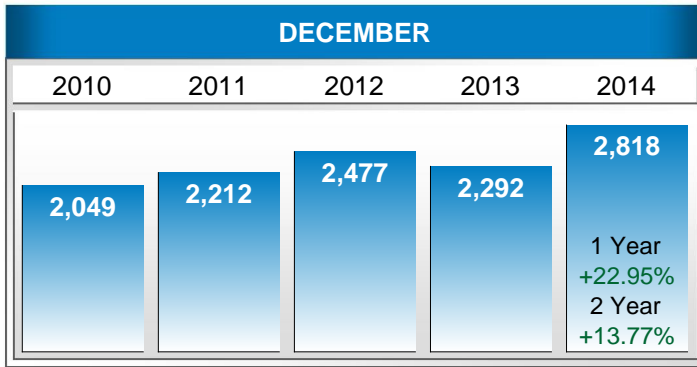
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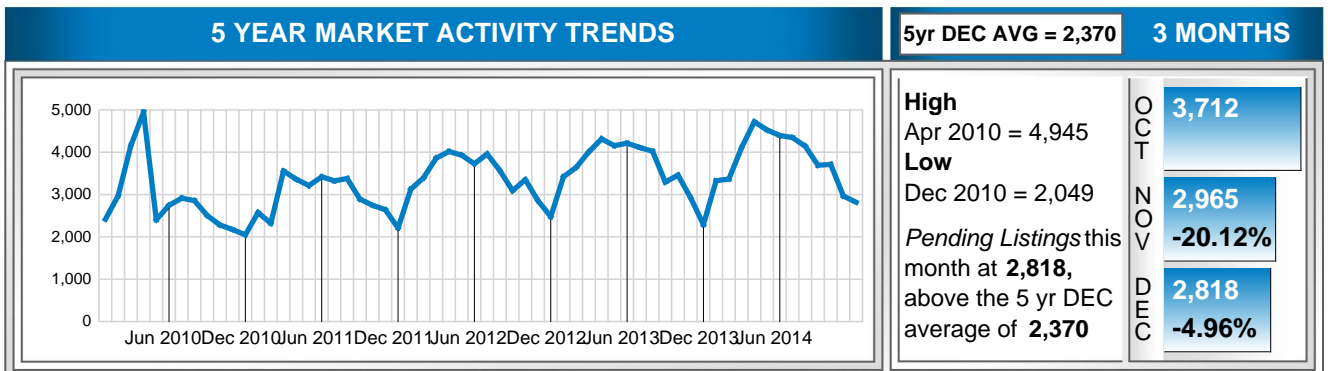
### Pending Listings

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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+	
\$25,000 and less	82	2.91%	63.0	39	40	3	0	
\$25,001 - \$75,000	499	17.71%	82.6	193	274	28	4	
\$75,001 - \$100,000	278	9.87%	78.7	52	200	23	3	
\$100,001 - \$150,000	676	23.99%	65.0	100	492	81	3	
\$150,001 - \$225,000	640	22.71%	76.5	97	360	171	12	
\$225,001 - \$300,000	327	11.60%	95.0	36	128	147	16	
\$300,001 and up	316	11.21%	83.3	29	72	164	51	
Total Pending Units: 2,818				82.4	546	1566	617	89
Total Pending Volume: 493,577,537					66.31M	223.44M	161.37M	42.46M
Average Listing Price: \$169,303					\$121,453	\$142,680	\$261,540	\$477,059

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# Monthly Inventory Analysis

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## December 2014

New Listings as of Jan 12, 2015



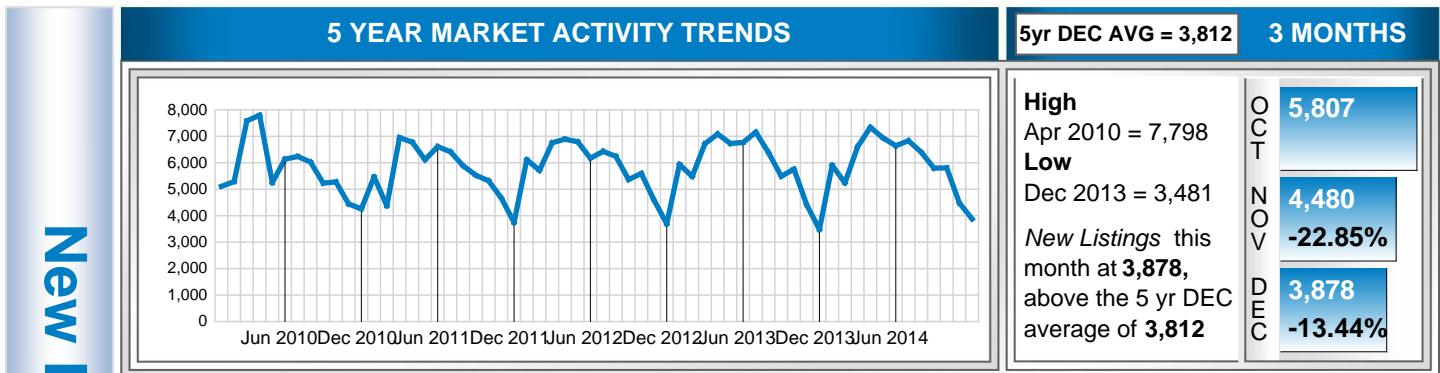
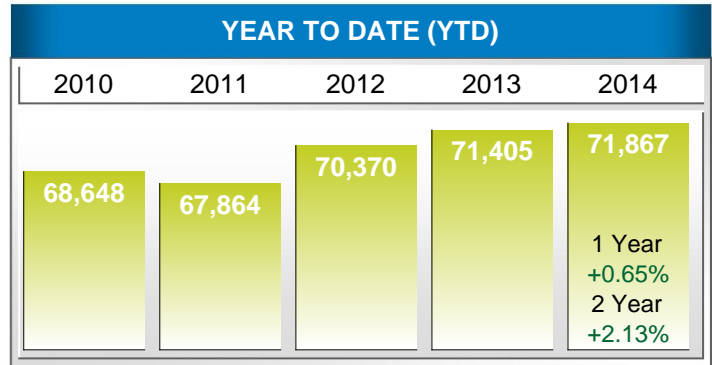
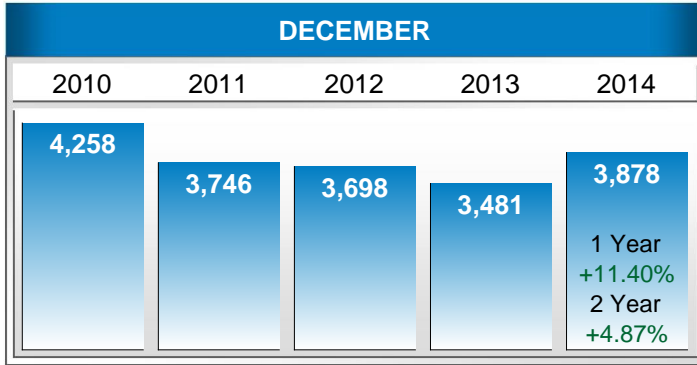
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### New Listings

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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+	
\$25,000 and less	99	2.55%	47	43	6	3	
\$25,001 - \$75,000	671	17.30%	245	382	39	5	
\$75,001 - \$100,000	403	10.39%	85	273	40	5	
\$100,001 - \$175,000	1,128	29.09%	168	755	191	14	
\$175,001 - \$250,000	713	18.39%	76	342	275	20	
\$250,001 - \$350,000	461	11.89%	39	164	220	38	
\$350,001 and up	403	10.39%	26	83	219	75	
Total New Listed Units:			3,878	686	2,042	990	160
Total New Listed Volume:			762,794,513	84.02M	315.08M	281.80M	81.89M
Average New Listed Listing Price:			\$199,757	\$122,480	\$154,300	\$284,649	\$511,812

New Listings

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# Monthly Inventory Analysis

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## December 2014

Active Inventory as of Jan 12, 2015



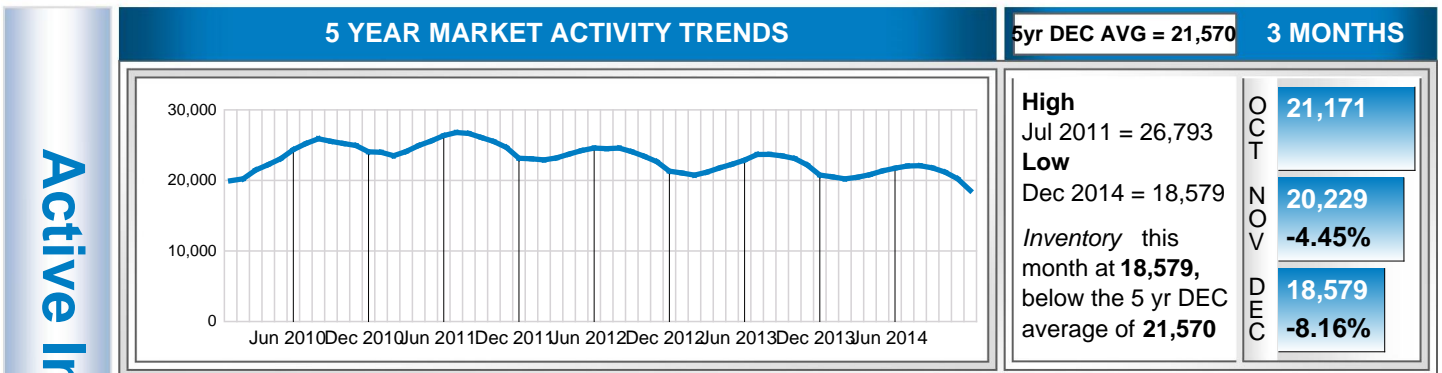
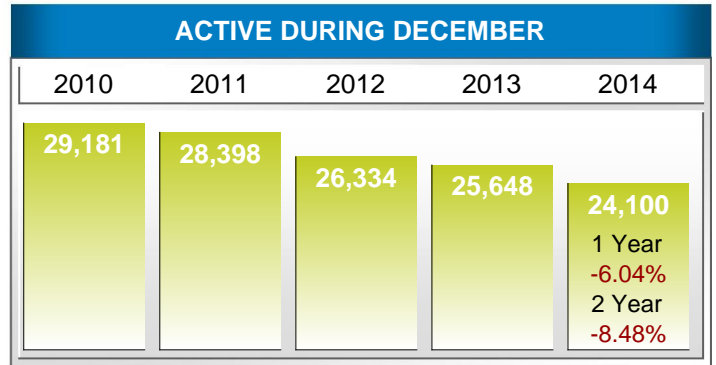
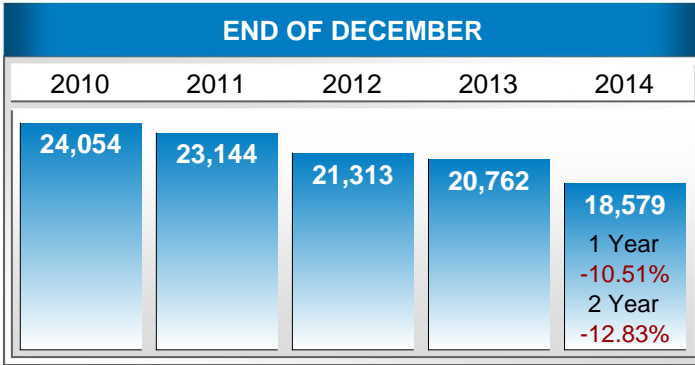
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### Active Inventory

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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	1,669	8.98%	140.8	834	724	95	16		
\$50,001 - \$75,000	1,854	9.98%	141.1	690	1,015	133	16		
\$75,001 - \$100,000	2,097	11.29%	131.0	573	1,304	201	19		
\$100,001 - \$175,000	4,900	26.37%	117.3	915	3,105	801	79		
\$175,001 - \$250,000	3,408	18.34%	121.0	506	1,639	1,148	115		
\$250,001 - \$375,000	2,550	13.73%	121.6	346	873	1,123	208		
\$375,001 and up	2,101	11.31%	131.9	215	393	1,074	419		
Total Active Inventory by Units:				18,579	126.3	4,079	9,053	4,575	872
Total Active Inventory by Volume:				3,997,366,781		599.29M	1.51B	1.39B	499.07M
Average Active Inventory Listing Price:				\$215,155		\$146,921	\$166,420	\$304,351	\$572,331





# Monthly Inventory Analysis

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## December 2014

Active Inventory as of Jan 12, 2015



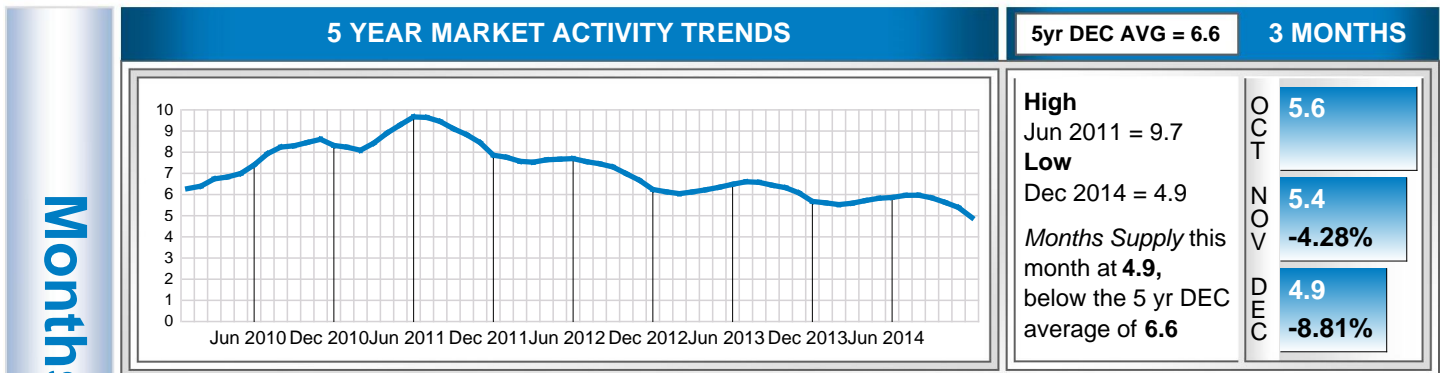
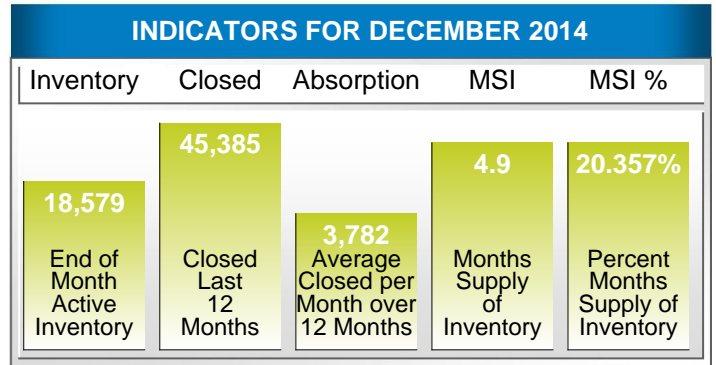
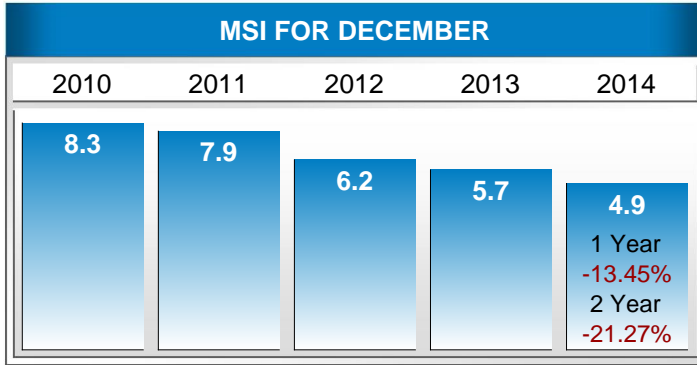
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## Months Supply of Inventory

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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	1,669		8.98%	4.0	4.5	3.5	3.4	5.2
\$50,001 - \$75,000	1,854		9.98%	5.8	6.4	5.5	5.9	7.1
\$75,001 - \$100,000	2,097		11.29%	5.3	6.0	4.9	5.7	5.8
\$100,001 - \$175,000	4,900		26.37%	3.6	4.4	3.4	3.9	6.3
\$175,001 - \$250,000	3,408		18.34%	5.0	5.7	4.8	4.8	6.9
\$250,001 - \$375,000	2,550		13.73%	6.2	8.6	6.8	5.2	7.0
\$375,001 and up	2,101		11.31%	10.6	14.3	9.8	10.1	11.6
MSI:				4.9	5.5	4.3	5.4	8.4
Total Active Inventory:				18,579	4,079	9,053	4,575	872



# Monthly Inventory Analysis

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## December 2014

Closed Sales as of Jan 12, 2015



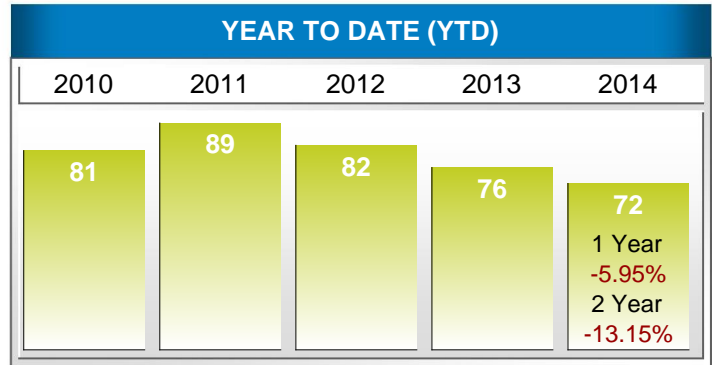
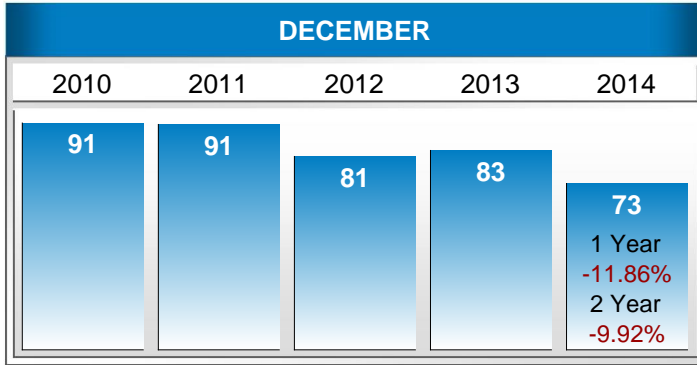
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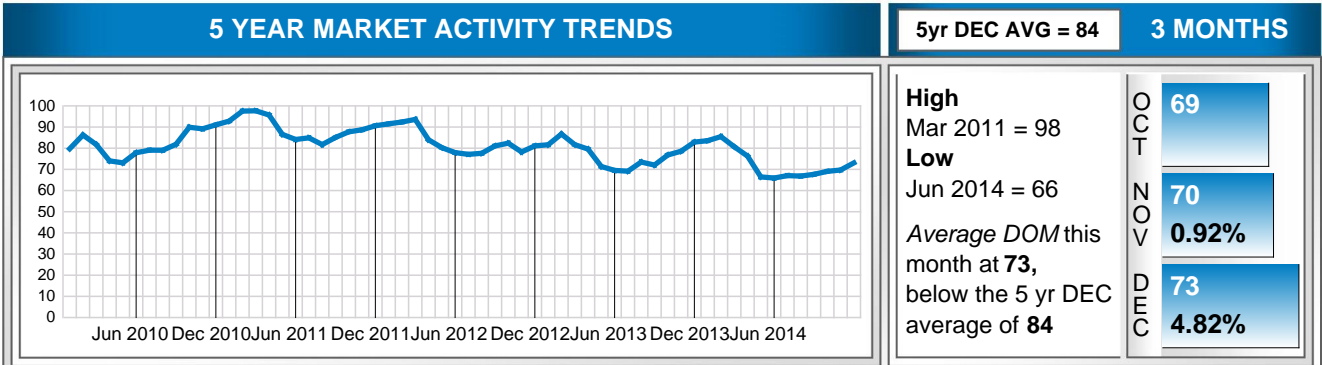
### Average Days on Market to Sale

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Average Days on Market



#### 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+
\$40,000 and less	270	7.73%	83.4	86.4	80.2	86.7	95.0
\$40,001 - \$80,000	507	14.51%	84.9	95.9	81.0	74.8	67.5
\$80,001 - \$110,000	415	11.87%	68.2	85.2	62.5	75.7	38.7
\$110,001 - \$170,000	1,008	28.84%	63.1	74.7	58.6	69.8	112.2
\$170,001 - \$220,000	519	14.85%	70.3	90.1	65.4	70.4	59.0
\$220,001 - \$300,000	422	12.07%	80.8	113.2	69.9	79.3	108.7
\$300,001 and up	354	10.13%	77.2	119.8	72.9	77.1	59.4
Average Closed DOM:	0.0			89.5	66.8	74.9	75.3
Total Closed Units:	3,495			643	1966	789	97
Total Closed Volume:	595,706,090			78.63M	277.24M	199.60M	40.23M

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# Monthly Inventory Analysis

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## December 2014

Closed Sales as of Jan 12, 2015



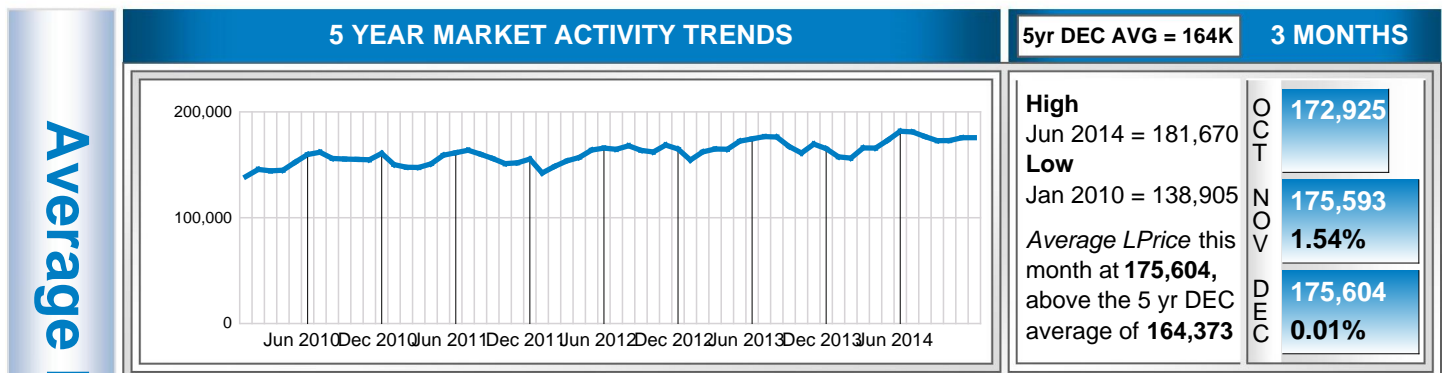
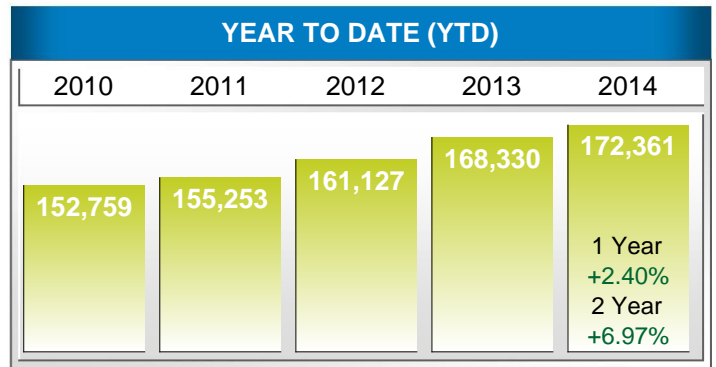
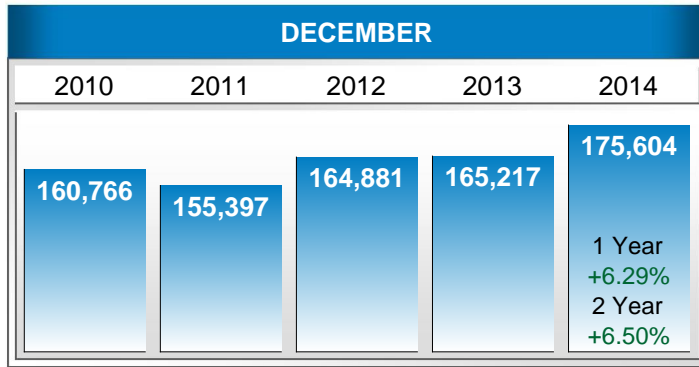
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### Average List Price at Closing

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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+
\$25,000 and less	95	2.72%	16,948	21,176	18,826	21,730	0
\$25,001 - \$75,000	564	16.14%	53,032	54,532	56,947	55,512	52,940
\$75,001 - \$100,000	369	10.56%	88,881	92,568	90,751	93,557	99,600
\$100,001 - \$150,000	811	23.20%	128,466	130,199	129,914	136,526	119,370
\$150,001 - \$200,000	698	19.97%	175,164	178,303	176,676	180,019	185,129
\$200,001 - \$300,000	591	16.91%	246,540	242,212	244,394	255,002	264,003
\$300,001 and up	367	10.50%	483,006	459,076	424,905	483,149	636,216
Average List Price:	\$175,604			\$127,776	\$145,141	\$259,612	\$426,754
Total Closed Units:	3,495			643	1966	789	97
Total List Volume:	613,734,816			82.16M	285.35M	204.83M	41.40M





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## December 2014

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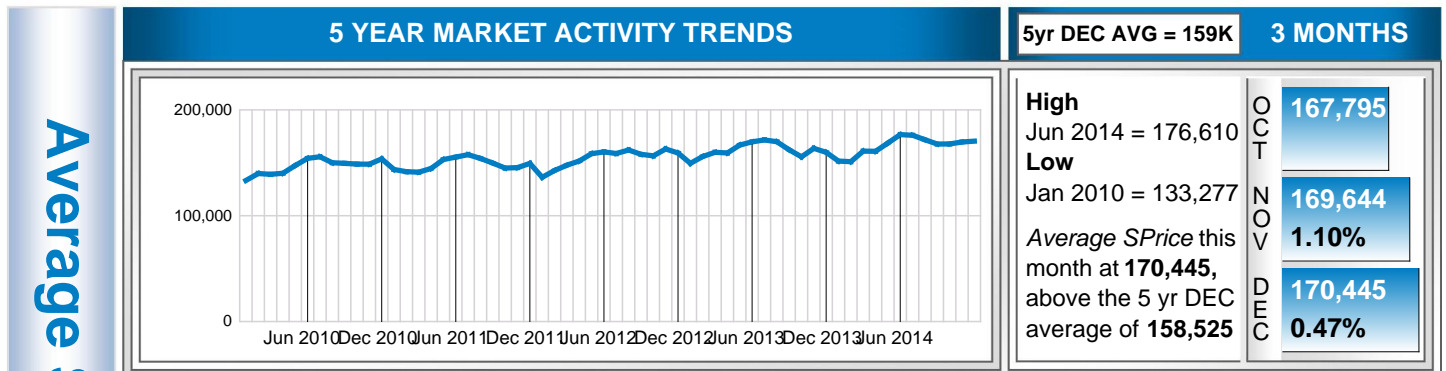
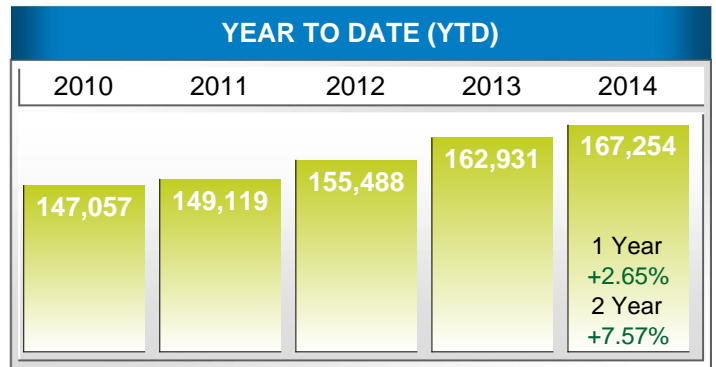
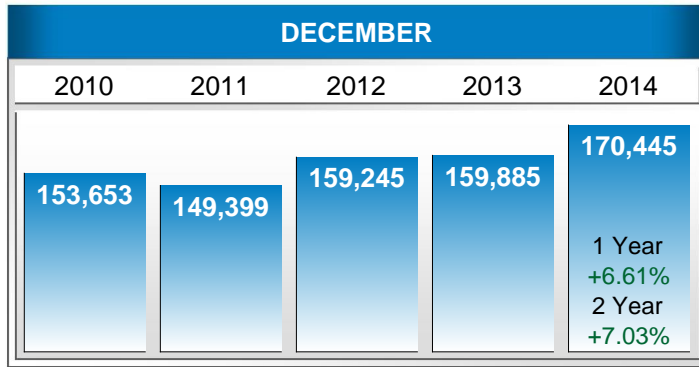
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## Average Sold Price at Closing

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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+	
\$25,000 and less	117		3.35%	16,804	17,364	16,225	17,700	0	
\$25,001 - \$75,000	578		16.54%	51,717	50,404	52,578	51,277	48,600	
\$75,001 - \$100,000	369		10.56%	87,986	88,991	87,677	88,158	88,117	
\$100,001 - \$150,000	818		23.40%	127,155	125,520	126,612	132,407	115,800	
\$150,001 - \$200,000	681		19.48%	173,993	172,785	173,137	176,337	182,643	
\$200,001 - \$300,000	578		16.54%	243,837	234,301	238,711	249,845	258,186	
\$300,001 and up	354		10.13%	474,409	439,374	413,485	469,700	617,927	
Average Closed Price:					\$170,445	\$122,291	\$141,018	\$252,978	\$414,765
Total Closed Units:					3,495	643	1,966	789	97
Total Closed Volume:					595,706,090	78.63M	277.24M	199.60M	40.23M



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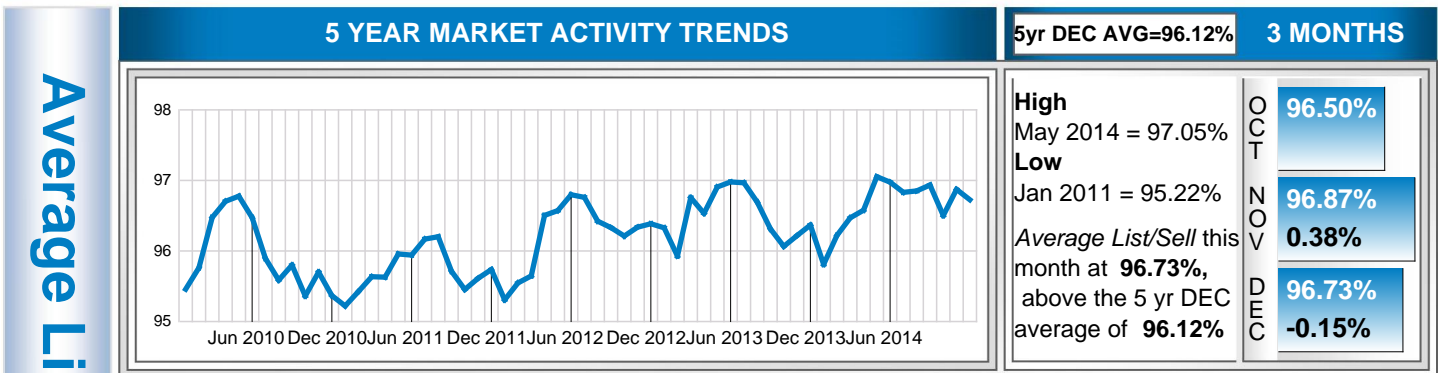
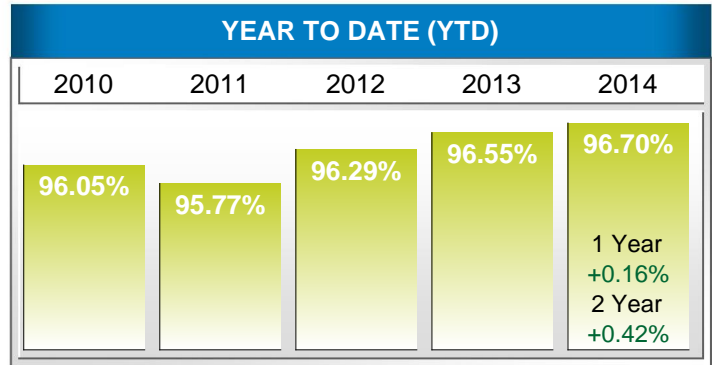
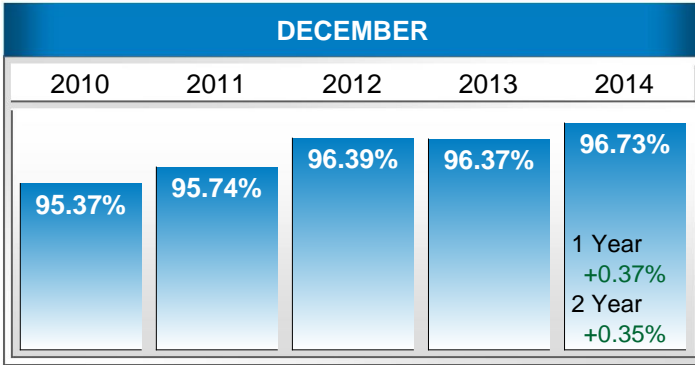
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### Average Percent of List Price to Selling Price

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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+	
\$25,000 and less	117	3.35%	86.59%	83.77%	87.73%	103.13%	0.00%	
\$25,001 \$75,000	578	16.54%	94.53%	95.09%	94.25%	94.34%	91.95%	
\$75,001 \$100,000	369	10.56%	96.69%	96.72%	97.00%	94.63%	93.35%	
\$100,001 \$150,000	818	23.40%	97.50%	96.57%	97.78%	97.12%	97.79%	
\$150,001 \$200,000	681	19.48%	98.01%	97.11%	98.16%	98.10%	98.59%	
\$200,001 \$300,000	578	16.54%	97.87%	97.07%	97.89%	98.09%	97.86%	
\$300,001 and up	354	10.13%	97.55%	95.96%	97.71%	97.86%	97.09%	
Average List/Sell Ratio:				96.70%	95.17%	96.86%	97.62%	97.07%
Total Closed Units:				3,495	643	1966	789	97
Total Closed Volume:				595,706,090	78.63M	277.24M	199.60M	40.23M



# Monthly Inventory Analysis

Data from the  
OKLAHOMA ASSOCIATION OF REALTORS®

## December 2014

Inventory as of Jan 12, 2015



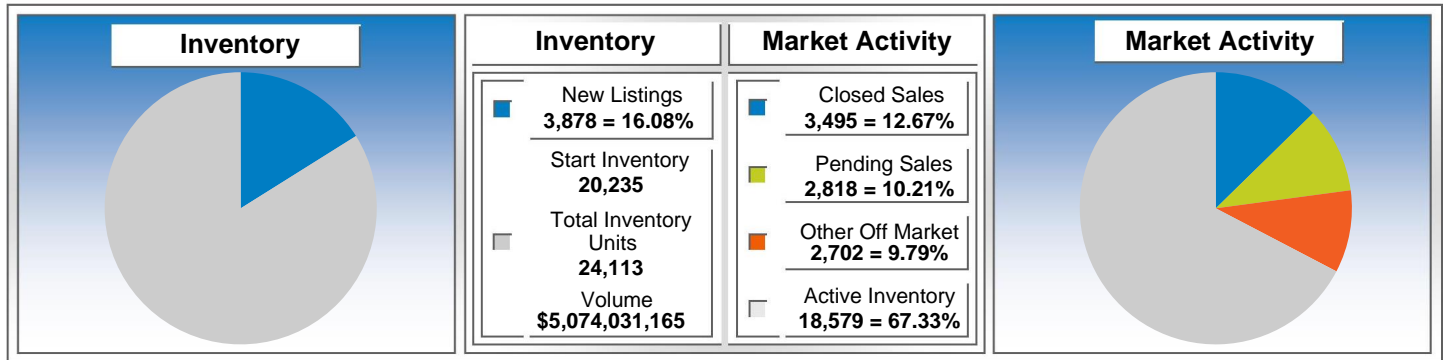
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## Market Summary

Report Produced on: Jan 13, 2015

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



**Absorption:** Last 12 months, an Average of **3,782** Sales/Month

**Active Inventory** as of December 31, 2014 = **18,579**

	DECEMBER			Year To Date		
	2013	2014	+/-%	2013	2014	+/-%
Closed Sales	3,174	3,495	10.11%	43,897	45,385	3.39%
Pending Sales	2,292	2,818	22.95%	43,851	46,115	5.16%
New Listings	3,481	3,878	11.40%	71,405	71,867	0.65%
Average List Price	165,217	175,604	6.29%	168,330	172,361	2.40%
Average Sale Price	159,885	170,445	6.61%	162,931	167,254	2.65%
Average Percent of List Price to Selling Price	96.37%	96.73%	0.37%	96.55%	96.70%	0.16%
Average Days on Market to Sale	82.89	73.06	-11.86%	76.17	71.64	-5.95%
Monthly Inventory	20,782	18,579	-10.60%	20,782	18,579	-10.60%
Months Supply of Inventory	5.68	4.91	-13.53%	5.68	4.91	-13.53%

