



# December 2015

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



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ASSOCIATION OF  
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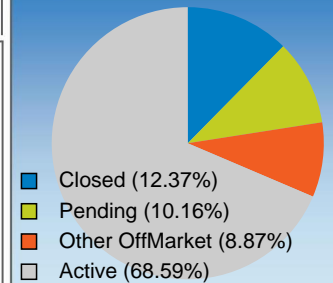
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**Absorption:** Last 12 months, an Average of **3,844** Sales/Month

**Active Inventory** as of December 31, 2015 = **18,548**

	DECEMBER		
	2014	2015	+/-%
Closed Listings	3,616	3,346	-7.47%
Pending Listings	2,730	2,748	0.66%
New Listings	3,931	4,031	2.54%
Average List Price	174,596	175,157	0.32%
Average Sale Price	169,402	169,949	0.32%
Average Percent of List Price to Selling Price	96.67%	96.71%	0.04%
Average Days on Market to Sale	74.56	71.83	-3.66%
End of Month Inventory	18,647	18,548	-0.53%
Months Supply of Inventory	4.84	4.83	-0.41%

## Market Activity



Report Produced on: Jan 12, 2016

# 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 2015 decreased **0.53%** to 18,548 existing homes available for sale. Over the last 12 months this area has had an average of 3,844 closed sales per month. This represents an unsold inventory index of **4.83** 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 **0.32%** in December 2015 to \$169,949 versus the previous year at \$169,402.

### Average Days on Market Shortens

The average number of **71.83** days that homes spent on the market before selling decreased by 2.73 days or **3.66%** in December 2015 compared to last year's same month at **74.56** DOM.

### Sales Success for December 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 4,031 New Listings in December 2015, up **2.54%** from last year at 3,931. Furthermore, there were 3,346 Closed Listings this month versus last year at 3,616, a **-7.47%** decrease.

Closed versus Listed trends yielded a **83.0%** ratio, down from last year's December 2015 at **92.0%**, a **9.76%** downswing. 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](http://okrealtors.com)

For more information, contact:

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



# Monthly Inventory Analysis

Data from the  
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## December 2015

Closed Sales as of Jan 10, 2016



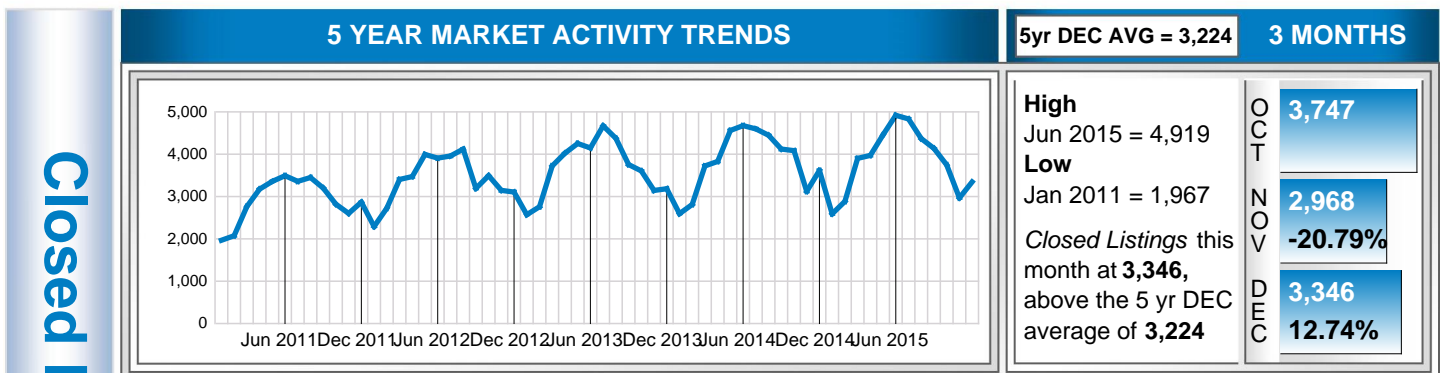
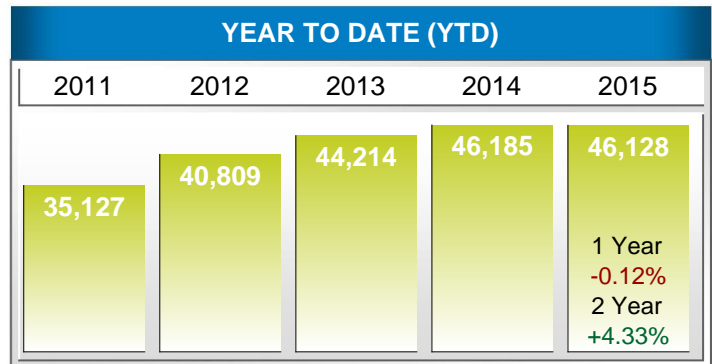
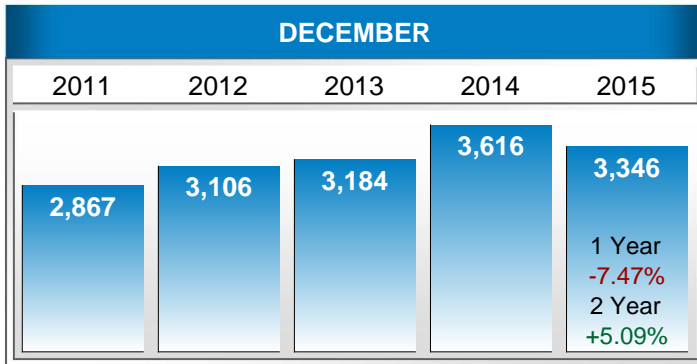
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### Closed Listings

Report Produced on: Jan 12, 2016

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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	120	3.59%	68.6	52	58	8	2	
\$25,001 - \$75,000	526	15.72%	75.1	167	310	42	7	
\$75,001 - \$100,000	336	10.04%	61.5	71	223	38	4	
\$100,001 - \$150,000	828	24.75%	70.4	109	595	113	11	
\$150,001 - \$200,000	613	18.32%	67.9	76	385	144	8	
\$200,001 - \$300,000	587	17.54%	76.3	51	261	252	23	
\$300,001 and up	336	10.04%	80.9	25	80	186	45	
Total Closed Units: 3,346				71.8	551	1912	783	100
Total Closed Volume: 568,650,391					64.25M	276.80M	187.94M	39.66M
Average Closed Price: \$169,949					\$116,612	\$144,770	\$240,022	\$396,600



# Monthly Inventory Analysis

Data from the  
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## December 2015

Pending Listings as of Jan 10, 2016



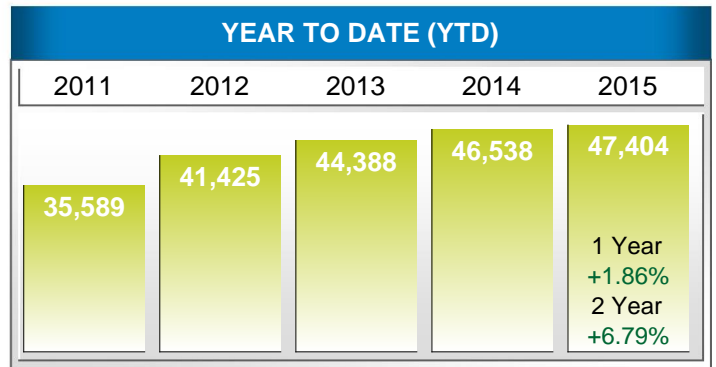
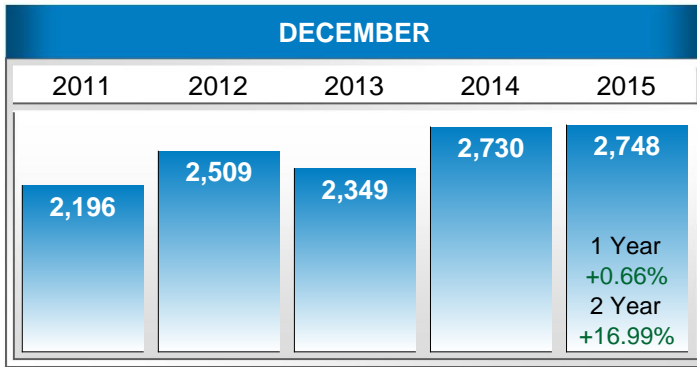
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### Pending Listings

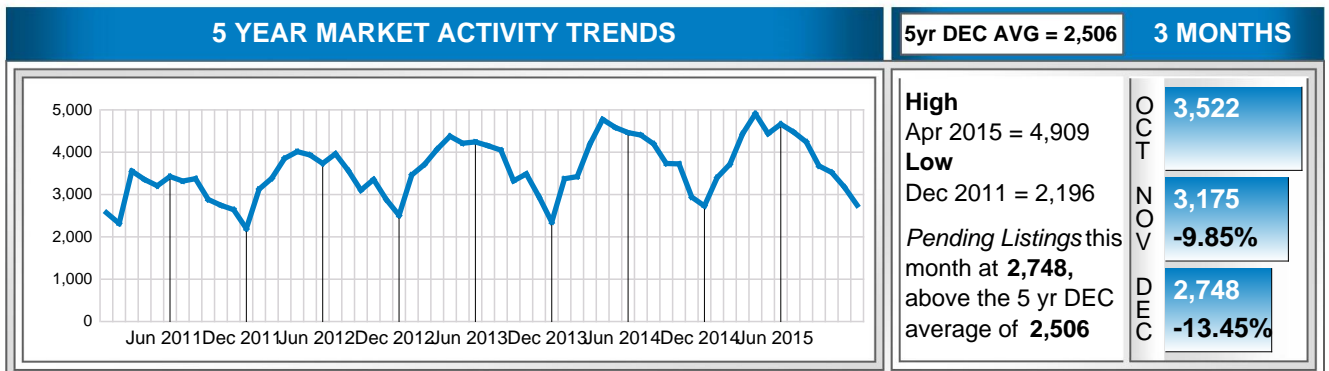
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Pending Listings

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#### 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	105	3.82%	60.7	41	49	8	7	
\$25,001 - \$75,000	495	18.01%	76.6	171	280	41	3	
\$75,001 - \$100,000	280	10.19%	66.4	56	201	20	3	
\$100,001 - \$150,000	659	23.98%	64.0	91	487	73	8	
\$150,001 - \$200,000	465	16.92%	63.2	53	296	112	4	
\$200,001 - \$300,000	438	15.94%	85.3	48	196	179	15	
\$300,001 and up	306	11.14%	76.1	24	72	168	42	
Total Pending Units: 2,748				77.2	484	1581	601	82
Total Pending Volume: 470,445,648					56.33M	225.77M	156.01M	32.33M
Average Listing Price: \$169,213					\$116,387	\$142,803	\$259,585	\$394,295



# Monthly Inventory Analysis

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## December 2015

New Listings as of Jan 10, 2016



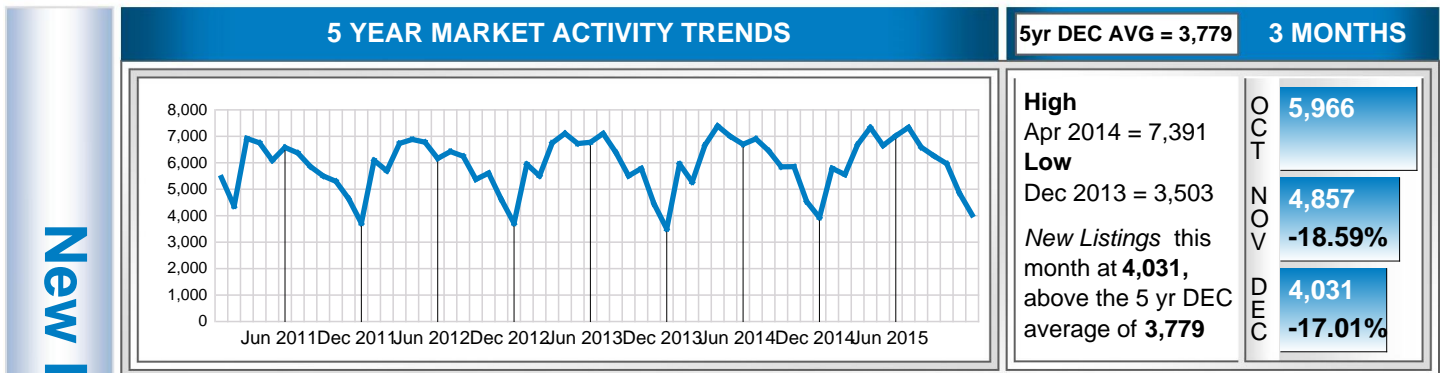
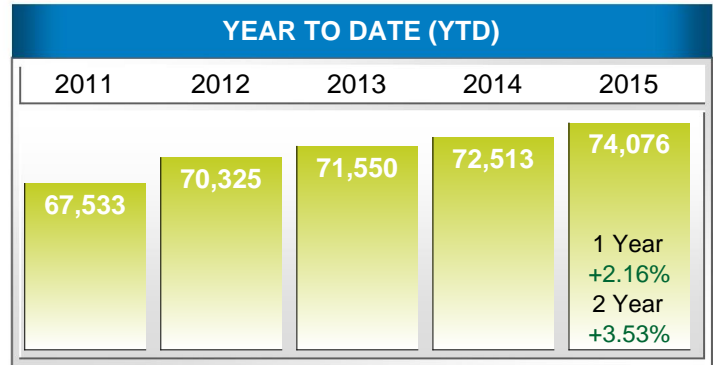
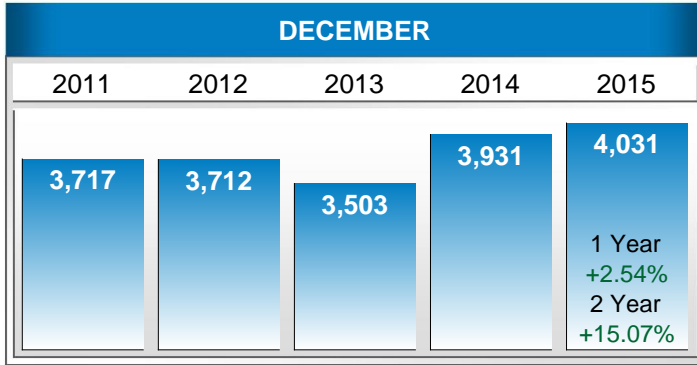
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### New Listings

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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+
\$25,000 and less	121	3.00%	75	37	7	2
\$25,001 - \$75,000	716	17.76%	248	403	59	6
\$75,001 - \$100,000	403	10.00%	100	256	40	7
\$100,001 - \$175,000	1,179	29.25%	151	835	178	15
\$175,001 - \$225,000	531	13.17%	67	309	149	6
\$225,001 - \$350,000	661	16.40%	48	254	326	33
\$350,001 and up	420	10.42%	22	98	213	87
Total New Listed Units:			711	2192	972	156
Total New Listed Volume:			81.16M	345.77M	270.37M	73.95M
Average New Listed Listing Price:			\$114,152	\$157,741	\$278,158	\$474,025



# Monthly Inventory Analysis

Data from the  
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## December 2015

Active Inventory as of Jan 10, 2016



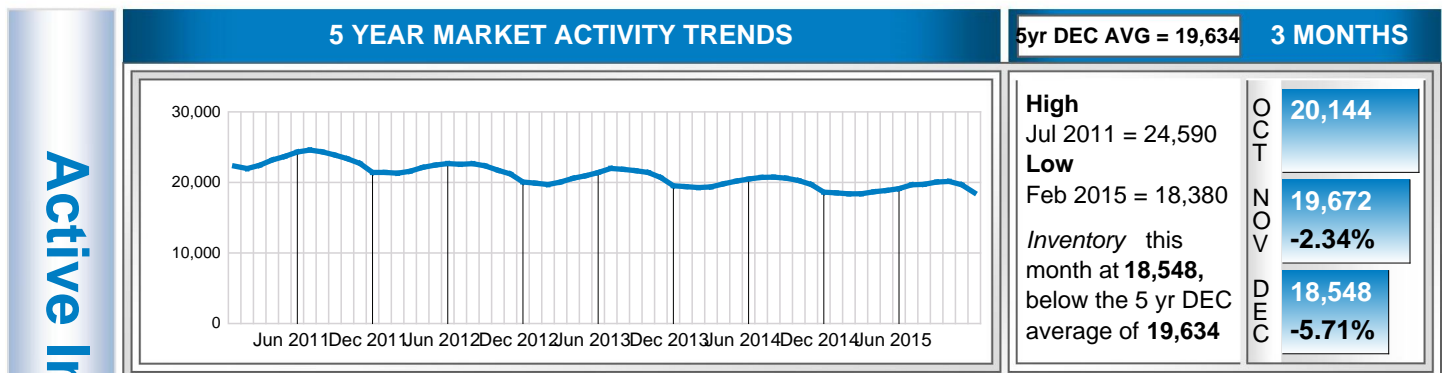
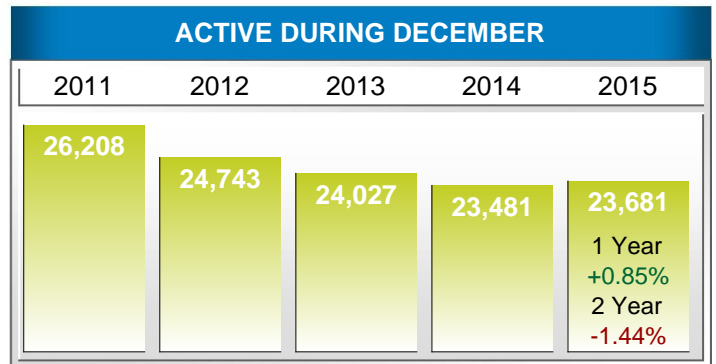
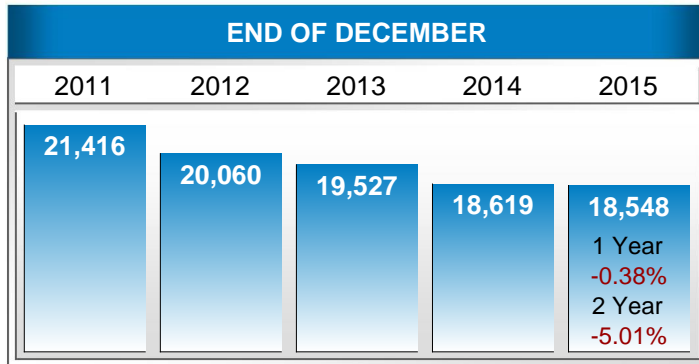
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## Active Inventory

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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	1,672	9.01%	152.9	869	688	106	9
\$50,001 - \$75,000	1,678	9.05%	148.5	663	889	111	15
\$75,001 - \$125,000	3,357	18.10%	130.6	891	2,074	359	33
\$125,001 - \$200,000	4,688	25.27%	119.7	859	2,843	900	86
\$200,001 - \$275,000	2,741	14.78%	115.0	430	1,212	1,008	91
\$275,001 - \$425,000	2,581	13.92%	124.5	317	794	1,231	239
\$425,001 and up	1,831	9.87%	127.9	194	352	838	447
Total Active Inventory by Units:			128.1	4,223	8,852	4,553	920
Total Active Inventory by Volume:		4,169,931,807		639.84M	1.53B	1.45B	549.81M
Average Active Inventory Listing Price:		\$224,818		\$151,512	\$173,315	\$317,614	\$597,624



# Monthly Inventory Analysis

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## December 2015

Active Inventory as of Jan 10, 2016



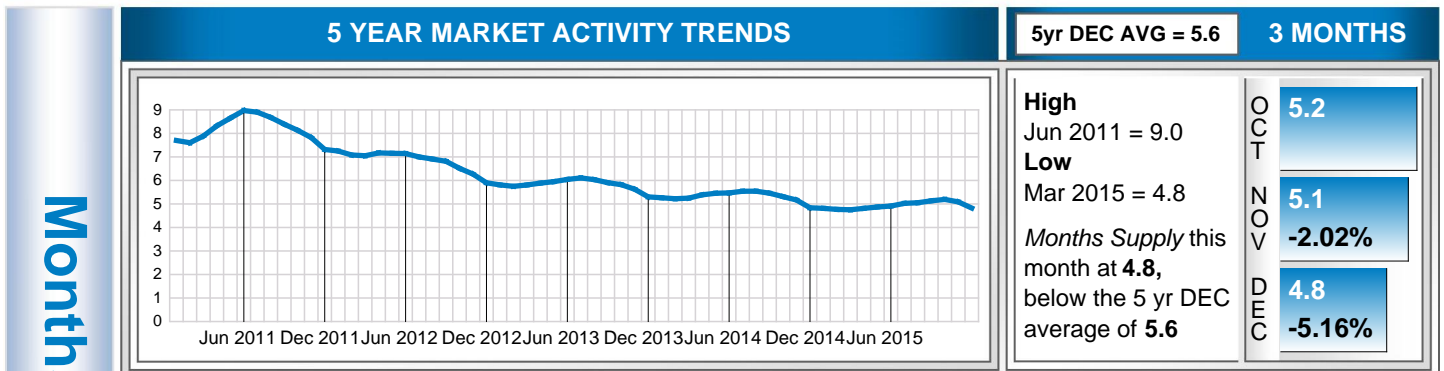
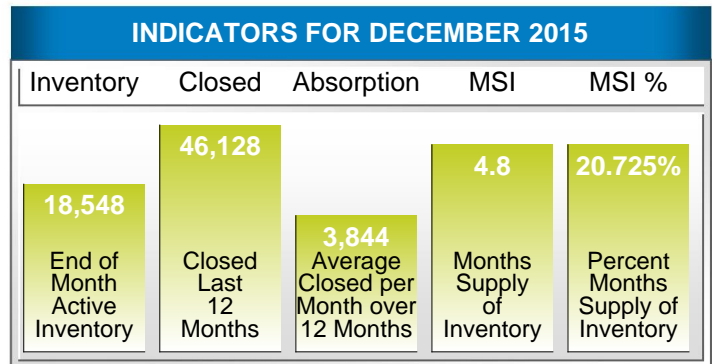
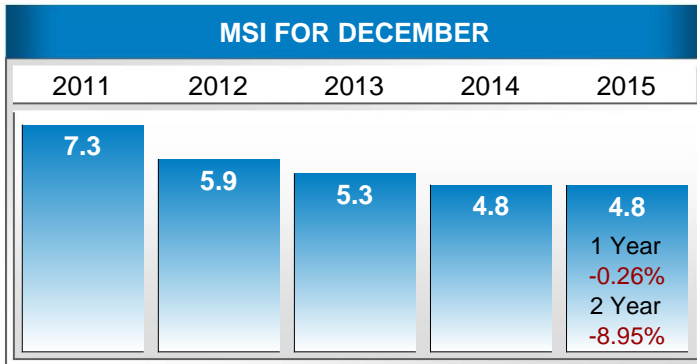
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## Months Supply of Inventory

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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	1,672	9.01%	4.3	5.0	3.7	4.3	2.5
\$50,001 - \$75,000	1,678	9.05%	5.2	6.3	4.6	5.1	5.6
\$75,001 - \$125,000	3,357	18.10%	4.2	4.9	3.8	5.0	6.0
\$125,001 - \$200,000	4,688	25.27%	3.8	5.2	3.5	3.8	5.2
\$200,001 - \$275,000	2,741	14.78%	4.9	6.4	5.1	4.4	4.2
\$275,001 - \$425,000	2,581	13.92%	6.6	8.3	6.6	6.1	7.9
\$425,001 and up	1,831	9.87%	12.4	20.6	14.0	10.3	13.8
MSI:	4.8			5.7	4.2	5.3	8.2
Total Active Inventory:	18,548			4,223	8,852	4,553	920



# Monthly Inventory Analysis

Data from the  
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## December 2015

Closed Sales as of Jan 10, 2016



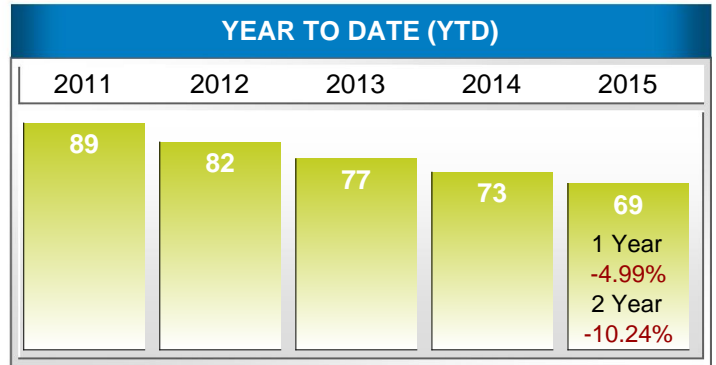
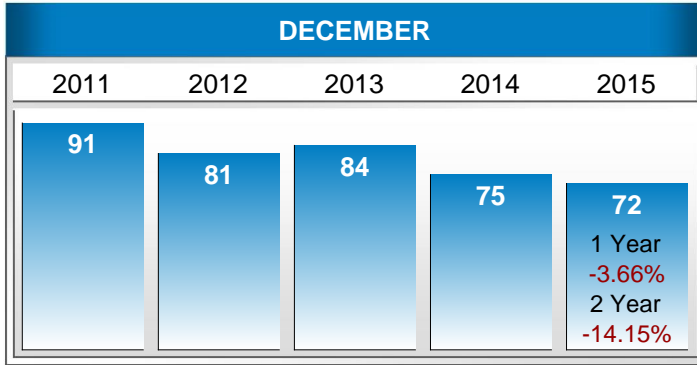
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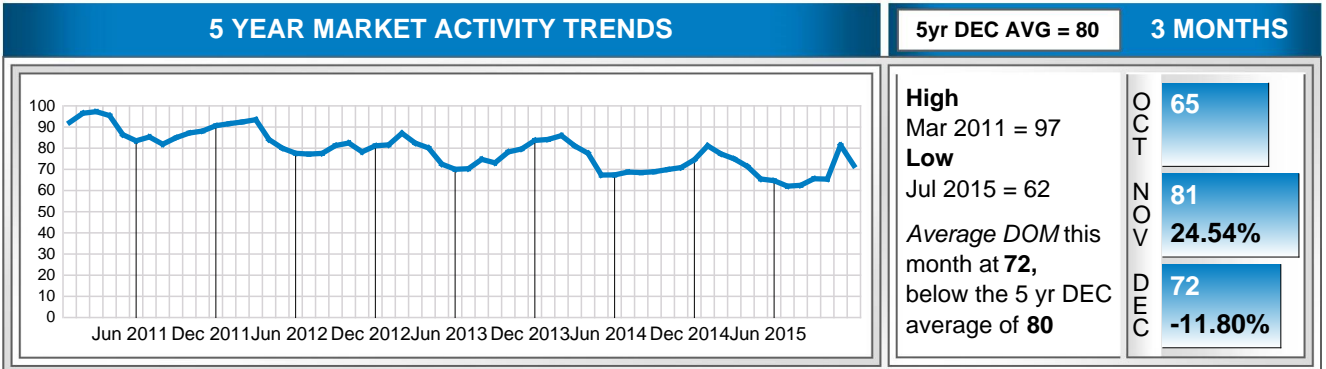
### Average Days on Market to Sale

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



Average Days on Market



#### 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+
\$25,000 and less	120	3.59%	68.6	66.1	73.5	62.8	12.5
\$25,001 - \$75,000	526	15.72%	75.1	77.9	73.5	82.0	39.4
\$75,001 - \$100,000	336	10.04%	61.5	56.8	62.4	67.4	37.8
\$100,001 - \$150,000	828	24.75%	70.4	90.8	64.8	80.3	67.9
\$150,001 - \$200,000	613	18.32%	67.9	79.6	68.9	60.9	38.3
\$200,001 - \$300,000	587	17.54%	76.3	82.2	72.8	78.6	77.8
\$300,001 and up	336	10.04%	80.9	127.4	72.1	77.7	84.3
Average Closed DOM:	71.8			79.5	68.4	74.9	70.9
Total Closed Units:	3,346			551	1912	783	100
Total Closed Volume:	568,650,391			64.25M	276.80M	187.94M	39.66M

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# Monthly Inventory Analysis

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## December 2015

Closed Sales as of Jan 10, 2016



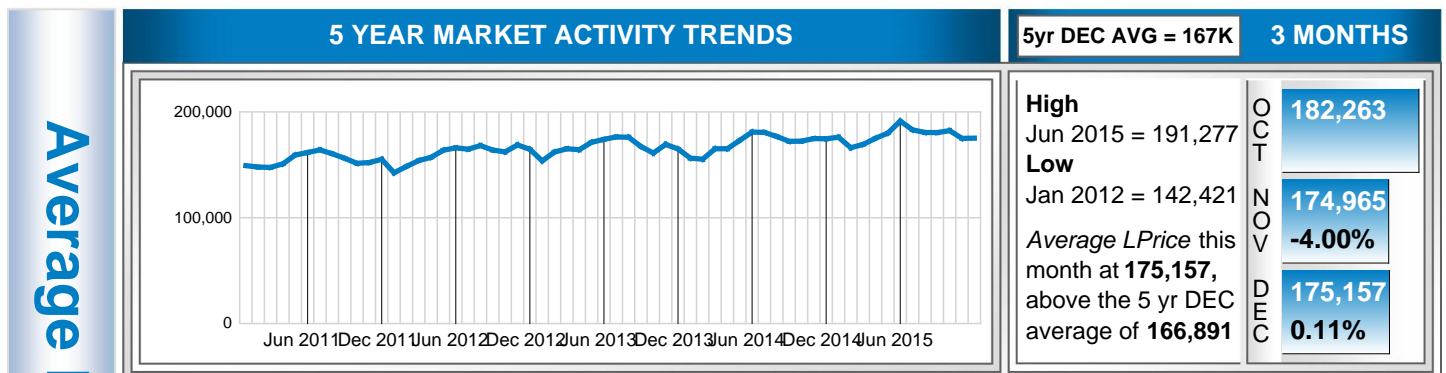
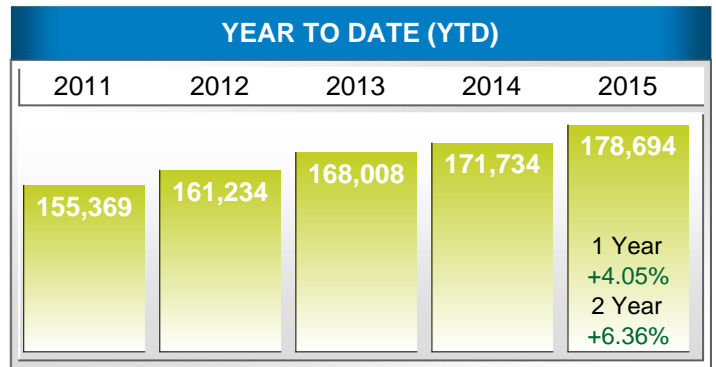
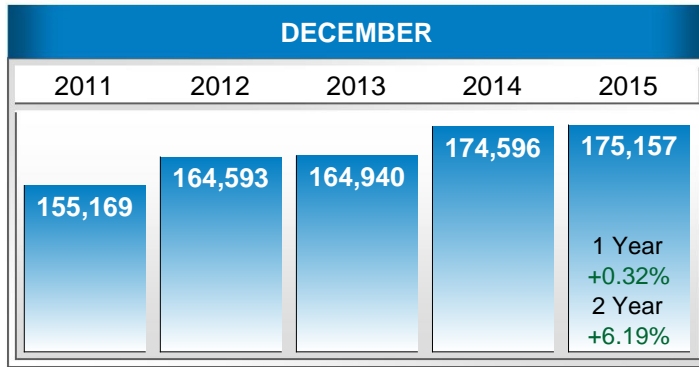
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## Average List Price at Closing

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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+
\$25,000 and less	89		2.66%	18,348	20,747	23,632	25,413	24,000
\$25,001 - \$75,000	527		15.75%	52,765	54,015	57,071	53,267	57,593
\$75,001 - \$100,000	337		10.07%	89,413	91,782	92,127	90,866	86,975
\$100,001 - \$150,000	821		24.54%	129,587	131,585	131,334	132,868	134,673
\$150,001 - \$200,000	629		18.80%	174,644	177,535	174,711	182,168	177,838
\$200,001 - \$300,000	593		17.72%	248,525	243,419	247,600	255,551	262,892
\$300,001 and up	350		10.46%	465,388	412,258	426,458	437,139	723,390
Average List Price:	\$175,157				\$121,909	\$148,407	\$246,292	\$423,022
Total Closed Units:	3,346				551	1912	783	100
Total List Volume:	586,075,003				67.17M	283.75M	192.85M	42.30M





# Monthly Inventory Analysis

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## December 2015

Closed Sales as of Jan 10, 2016



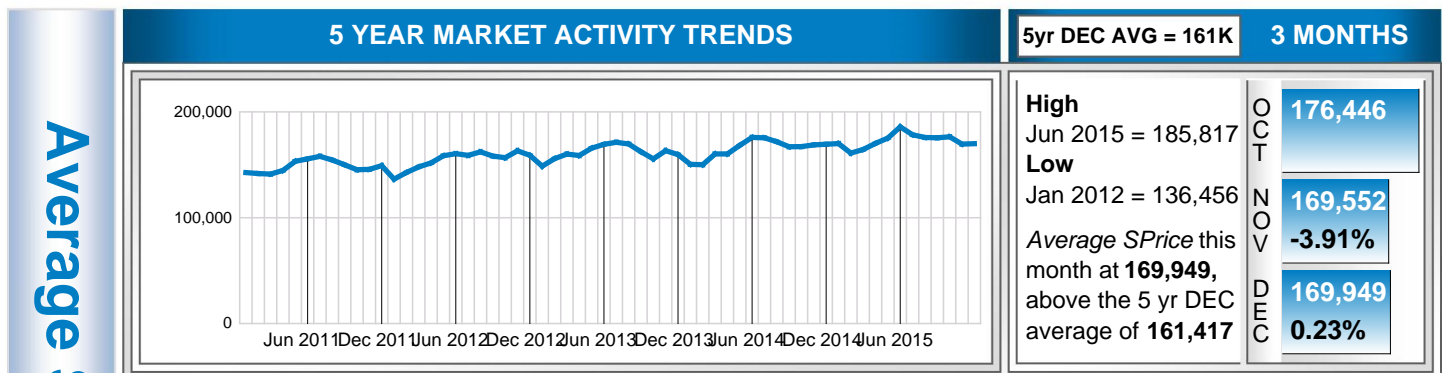
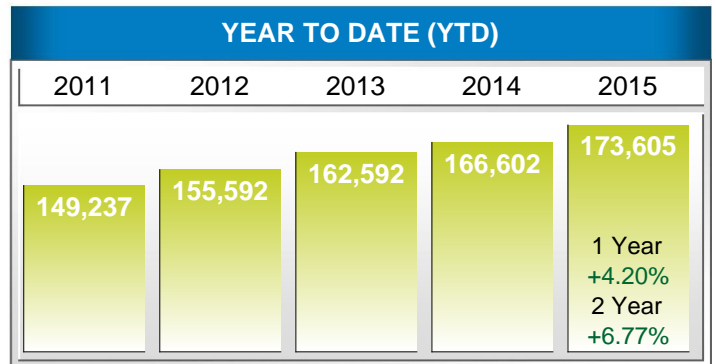
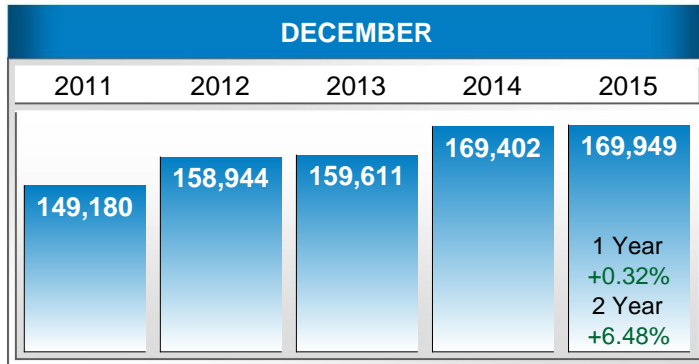
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### Average Sold Price at Closing

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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+
\$25,000 and less	120		3.59%	18,399	17,380	18,900	20,144	23,400
\$25,001 - \$75,000	526		15.72%	51,902	49,286	53,522	50,306	52,117
\$75,001 - \$100,000	336		10.04%	88,706	88,287	88,995	88,057	86,238
\$100,001 - \$150,000	828		24.75%	128,366	126,020	128,529	129,744	128,627
\$150,001 - \$200,000	613		18.32%	173,269	171,746	172,405	176,534	170,563
\$200,001 - \$300,000	587		17.54%	246,292	238,360	243,057	250,225	257,489
\$300,001 and up	336		10.04%	453,162	396,196	412,211	425,692	671,151
Average Closed Price: \$169,949					\$116,612	\$144,770	\$240,022	\$396,600
Total Closed Units: 3,346					551	1912	783	100
Total Closed Volume: 568,650,391					64.25M	276.80M	187.94M	39.66M



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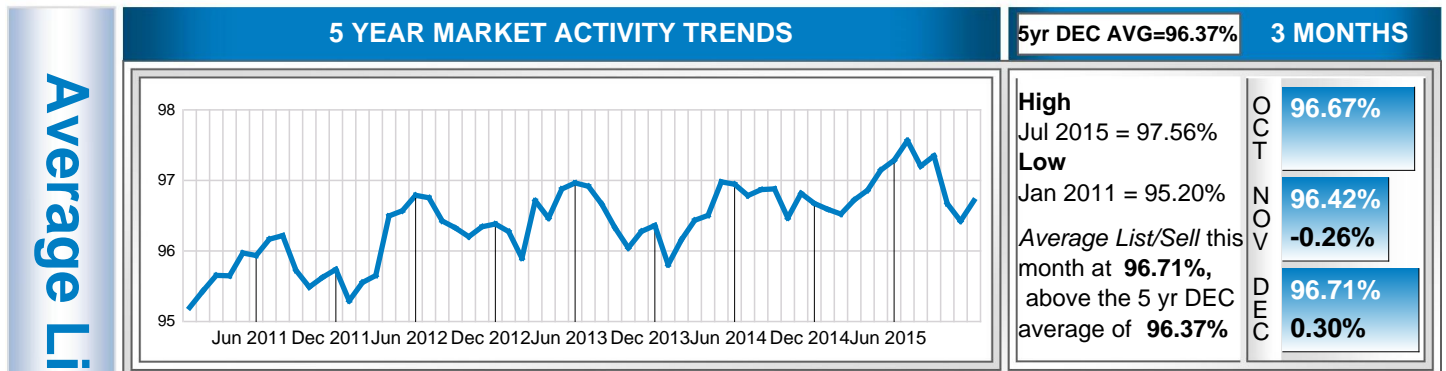
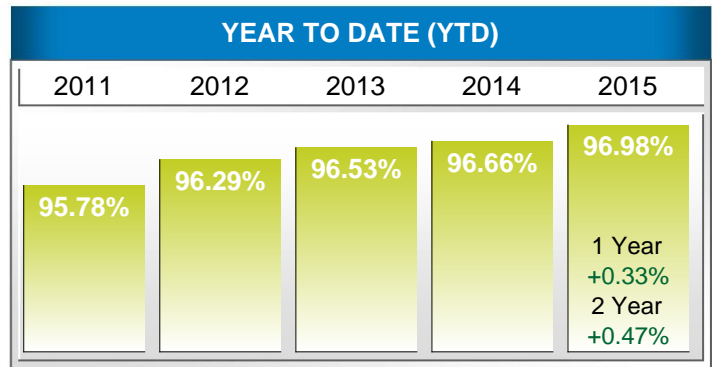
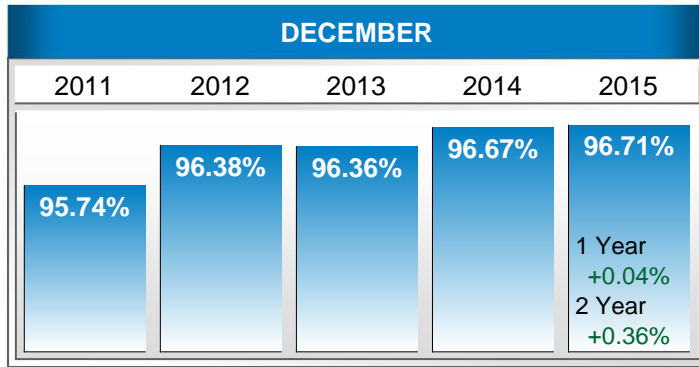
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### Average Percent of List Price to Selling Price

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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	120	3.59%	85.28%	85.95%	84.48%	83.73%	97.60%
\$25,001 - \$75,000	526	15.72%	93.56%	91.58%	94.26%	96.28%	93.41%
\$75,001 - \$100,000	336	10.04%	97.05%	96.94%	96.86%	98.05%	99.88%
\$100,001 - \$150,000	828	24.75%	97.67%	96.02%	97.99%	97.75%	95.58%
\$150,001 - \$200,000	613	18.32%	98.46%	96.90%	99.18%	97.49%	96.22%
\$200,001 - \$300,000	587	17.54%	98.14%	98.05%	98.22%	98.04%	98.55%
\$300,001 and up	336	10.04%	97.36%	96.52%	97.20%	97.96%	95.62%
Average List/Sell Ratio: 96.70%				94.18%	97.08%	97.64%	96.39%
Total Closed Units: 3,346				551	1912	783	100
Total Closed Volume: 568,650,391				64.25M	276.80M	187.94M	39.66M



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Data from the  
OKLAHOMA ASSOCIATION OF REALTORS®

## December 2015

Inventory as of Jan 10, 2016



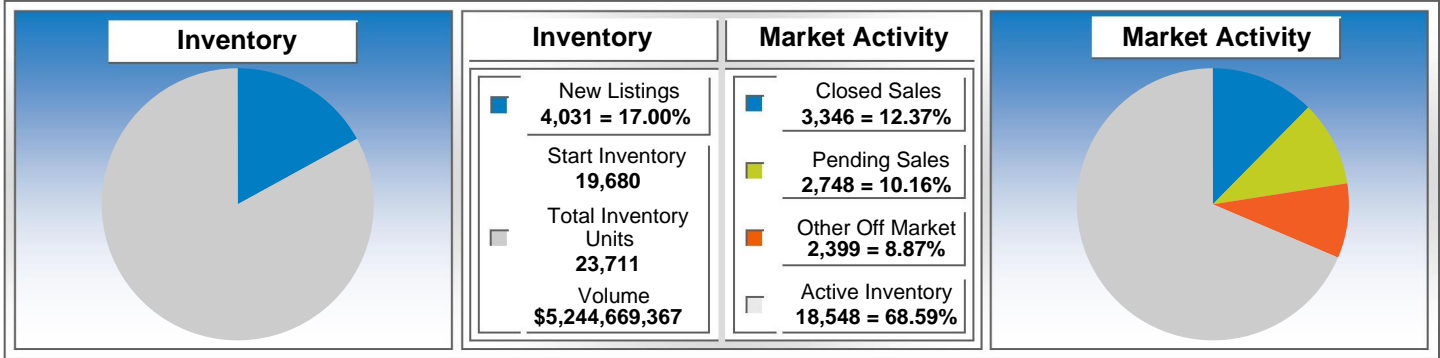
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## Market Summary

Report Produced on: Jan 12, 2016

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



**Absorption:** Last 12 months, an Average of **3,844** Sales/Month

**Active Inventory** as of December 31, 2015 = **18,548**

	DECEMBER			Year To Date		
	2014	2015	+/-%	2014	2015	+/-%
Closed Sales	3,616	3,346	-7.47%	46,185	46,128	-0.12%
Pending Sales	2,730	2,748	0.66%	46,538	47,404	1.86%
New Listings	3,931	4,031	2.54%	72,513	74,076	2.16%
Average List Price	174,596	175,157	0.32%	171,734	178,694	4.05%
Average Sale Price	169,402	169,949	0.32%	166,602	173,605	4.20%
Average Percent of List Price to Selling Price	96.67%	96.71%	0.04%	96.66%	96.98%	0.33%
Average Days on Market to Sale	74.56	71.83	-3.66%	72.80	69.16	-4.99%
Monthly Inventory	18,647	18,548	-0.53%	18,647	18,548	-0.53%
Months Supply of Inventory	4.84	4.83	-0.41%	4.84	4.83	-0.41%

