



February 2015

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



OKLAHOMA
ASSOCIATION OF
REALTORS®

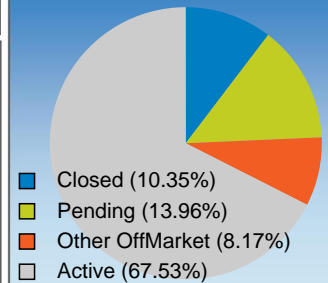
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Absorption: Last 12 months, an Average of **3,787** Sales/Month

Active Inventory as of February 28, 2015 = **17,963**

| | FEBRUARY | | |
|--|----------|---------|---------|
| | 2014 | 2015 | +/-% |
| Closed Listings | 2,768 | 2,753 | -0.54% |
| Pending Listings | 3,365 | 3,713 | 10.34% |
| New Listings | 5,238 | 5,188 | -0.95% |
| Average List Price | 156,194 | 167,769 | 7.41% |
| Average Sale Price | 150,957 | 162,694 | 7.77% |
| Average Percent of List Price to Selling Price | 96.23% | 96.63% | 0.41% |
| Average Days on Market to Sale | 85.41 | 77.20 | -9.62% |
| End of Month Inventory | 20,261 | 17,963 | -11.34% |
| Months Supply of Inventory | 5.53 | 4.74 | -14.28% |

Market Activity



Report Produced on: Mar 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 February 2015 decreased **11.34%** to 17,963 existing homes available for sale. Over the last 12 months this area has had an average of 3,787 closed sales per month. This represents an unsold inventory index of **4.74** 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 **7.77%** in February 2015 to \$162,694 versus the previous year at \$150,957.

Average Days on Market Shortens

The average number of **77.20** days that homes spent on the market before selling decreased by 8.21 days or **9.62%** in February 2015 compared to last year's same month at **85.41** DOM.

Sales Success for February 2015 is Positive

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

There were 5,188 New Listings in February 2015, down **0.95%** from last year at 5,238. Furthermore, there were 2,753 Closed Listings this month versus last year at 2,768, a **-0.54%** decrease.

Closed versus Listed trends yielded a **53.1%** ratio, up from last year's February 2015 at **52.8%**, a **0.42%** upswing. 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:

Steve Reese - Vice President of Marketing
405-848-9944
steve@okrealtors.com
Or visit: www.okrealtors.com



Monthly Inventory Analysis

Data from the
OKLAHOMA ASSOCIATION OF REALTORS®

February 2015

Closed Sales as of Mar 12, 2015



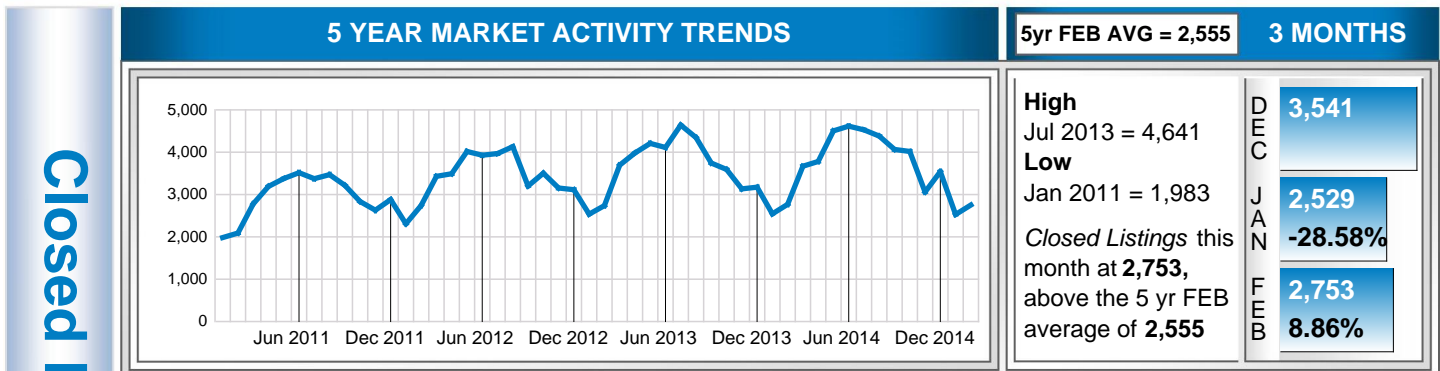
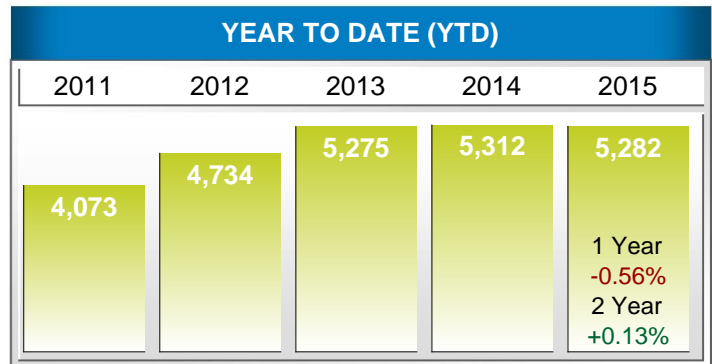
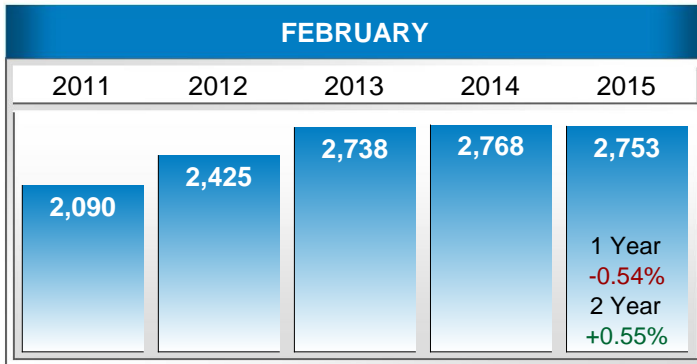
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Closed Listings

Report Produced on: Mar 13, 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+ | |
|--|-----|--------|-------|---------|-----------|-----------|-----------|-----------|
| \$25,000 and less | 102 | 3.71% | 83.8 | 51 | 41 | 10 | 0 | |
| \$25,001 - \$75,000 | 494 | 17.94% | 81.6 | 168 | 285 | 41 | 0 | |
| \$75,001 - \$100,000 | 290 | 10.53% | 80.4 | 60 | 197 | 32 | 1 | |
| \$100,001 - \$150,000 | 655 | 23.79% | 67.5 | 101 | 469 | 82 | 3 | |
| \$150,001 - \$200,000 | 515 | 18.71% | 78.1 | 68 | 316 | 126 | 5 | |
| \$200,001 - \$275,000 | 366 | 13.29% | 80.6 | 39 | 141 | 173 | 13 | |
| \$275,001 and up | 331 | 12.02% | 79.8 | 26 | 83 | 175 | 47 | |
| Total Closed Units: 2,753 | | | | 77.2 | 513 | 1532 | 639 | 69 |
| Total Closed Volume: 447,897,023 | | | | | 57.31M | 208.68M | 149.50M | 32.40M |
| Average Closed Price: \$162,694 | | | | | \$111,716 | \$136,215 | \$233,961 | \$469,626 |



Monthly Inventory Analysis

Data from the
OKLAHOMA ASSOCIATION OF REALTORS®

February 2015

Pending Listings as of Mar 12, 2015



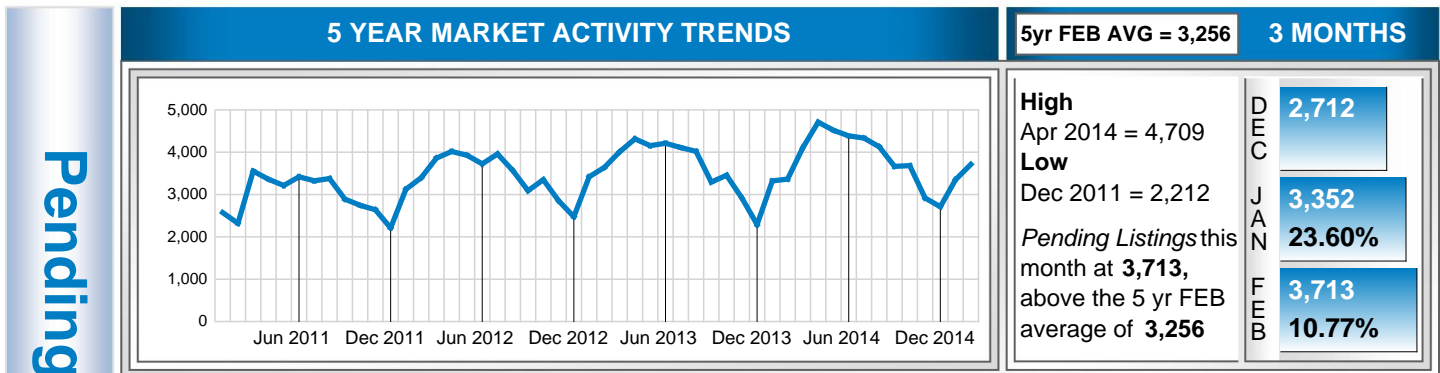
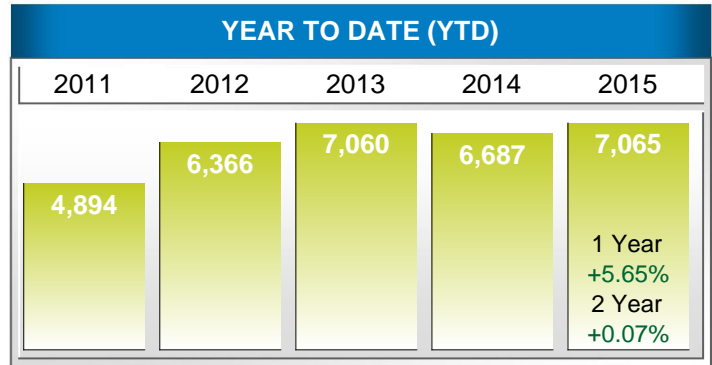
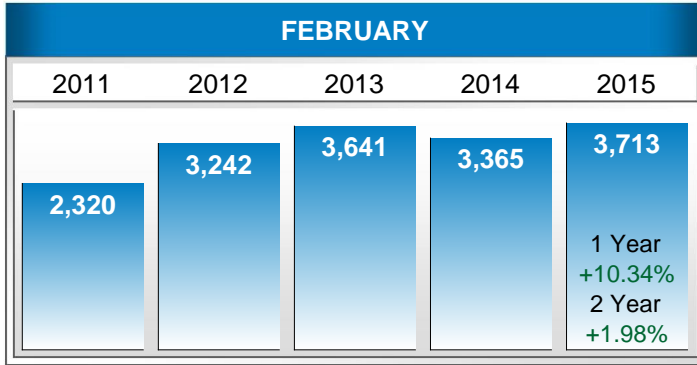
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Pending Listings

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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+ | | |
|---|-----|--|--------|-------|-------------|--------|-----------|-----------|-----------|-----------|
| \$50,000 and less | 383 | | 10.32% | 67.3 | 148 | 195 | 37 | 3 | | |
| \$50,001 - \$75,000 | 275 | | 7.41% | 74.0 | 89 | 162 | 23 | 1 | | |
| \$75,001 - \$100,000 | 410 | | 11.04% | 71.8 | 100 | 273 | 33 | 4 | | |
| \$100,001 - \$150,000 | 910 | | 24.51% | 59.6 | 100 | 704 | 102 | 4 | | |
| \$150,001 - \$200,000 | 744 | | 20.04% | 73.1 | 75 | 475 | 184 | 10 | | |
| \$200,001 - \$300,000 | 620 | | 16.70% | 73.9 | 60 | 258 | 273 | 29 | | |
| \$300,001 and up | 371 | | 9.99% | 75.5 | 22 | 98 | 203 | 48 | | |
| Total Pending Units: | | | | | 3,713 | 71.7 | 594 | 2165 | 855 | 99 |
| Total Pending Volume: | | | | | 644,609,193 | | 69.97M | 315.96M | 221.85M | 36.83M |
| Average Listing Price: | | | | | \$157,509 | | \$117,800 | \$145,939 | \$259,470 | \$372,026 |



Monthly Inventory Analysis

Data from the
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February 2015

New Listings as of Mar 12, 2015



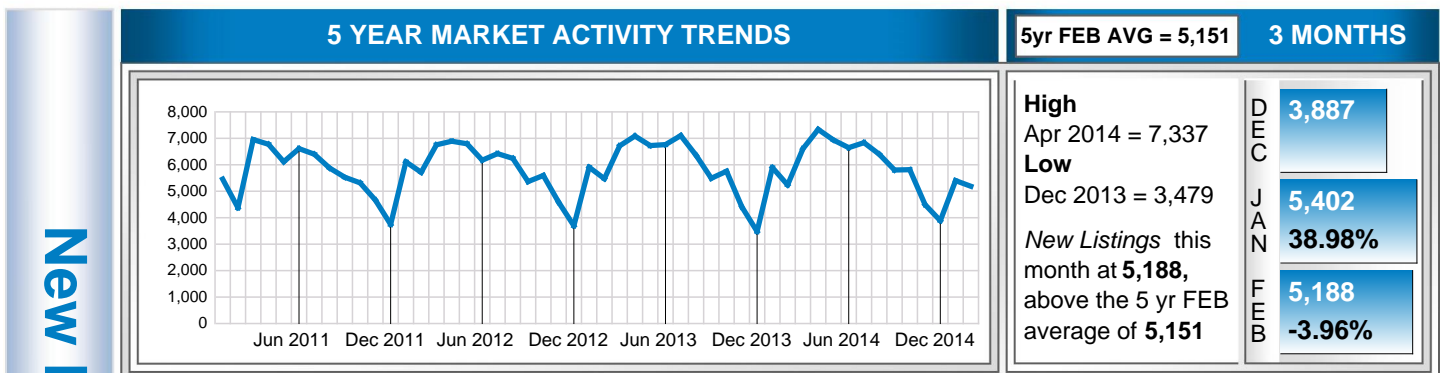
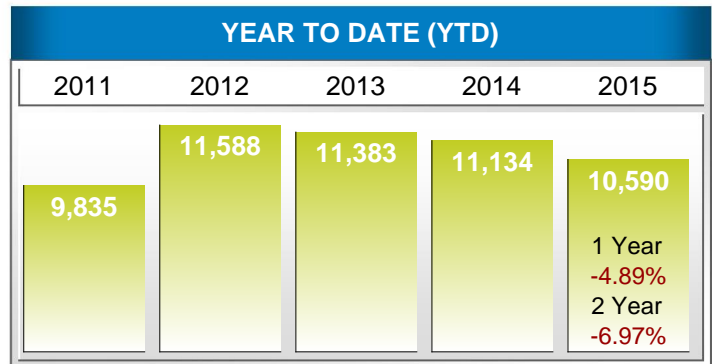
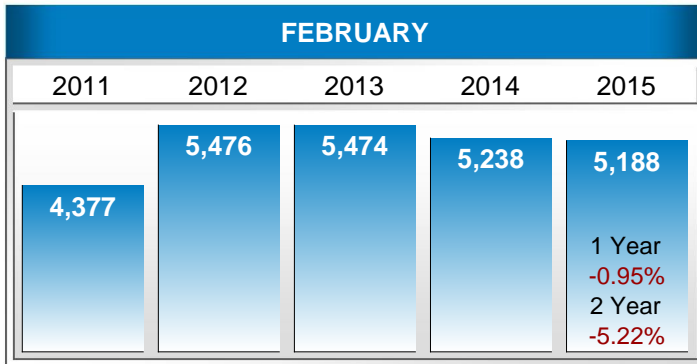
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New Listings

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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+ |
|---|--------------|--------|-----------|-----------|-----------|-----------|
| \$50,000 and less | 496 | 9.56% | 233 | 228 | 27 | 8 |
| \$50,001 - \$75,000 | 479 | 9.23% | 167 | 272 | 34 | 6 |
| \$75,001 - \$125,000 | 988 | 19.04% | 220 | 680 | 83 | 5 |
| \$125,001 - \$175,000 | 1,081 | 20.84% | 117 | 777 | 175 | 12 |
| \$175,001 - \$250,000 | 947 | 18.25% | 59 | 518 | 345 | 25 |
| \$250,001 - \$350,000 | 622 | 11.99% | 30 | 224 | 337 | 31 |
| \$350,001 and up | 575 | 11.08% | 28 | 117 | 312 | 118 |
| Total New Listed Units: | | | 854 | 2816 | 1313 | 205 |
| Total New Listed Volume: | | | 97.95M | 445.57M | 395.27M | 113.41M |
| Average New Listed Listing Price: | | | \$114,695 | \$158,229 | \$301,043 | \$553,227 |

New Listings

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Monthly Inventory Analysis

Data from the
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February 2015

Active Inventory as of Mar 12, 2015



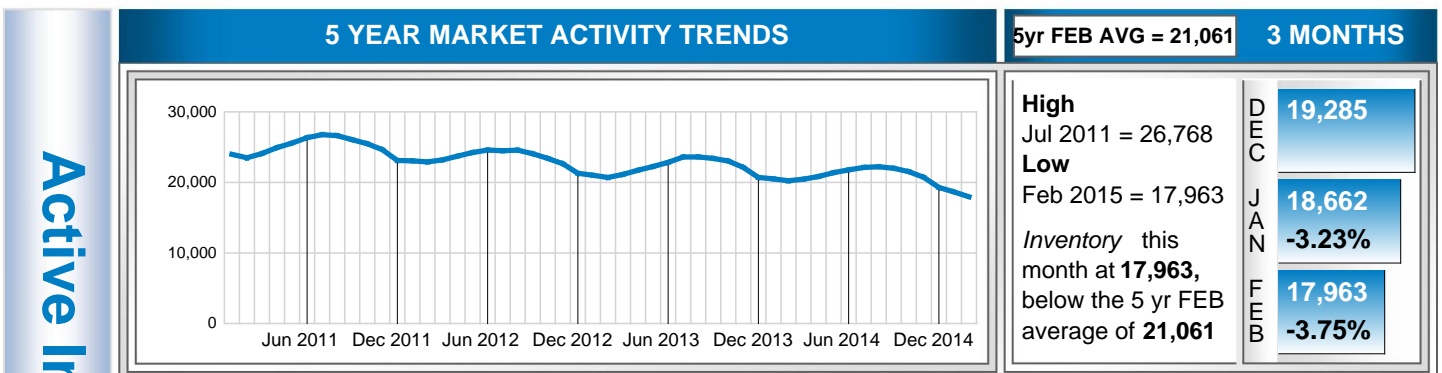
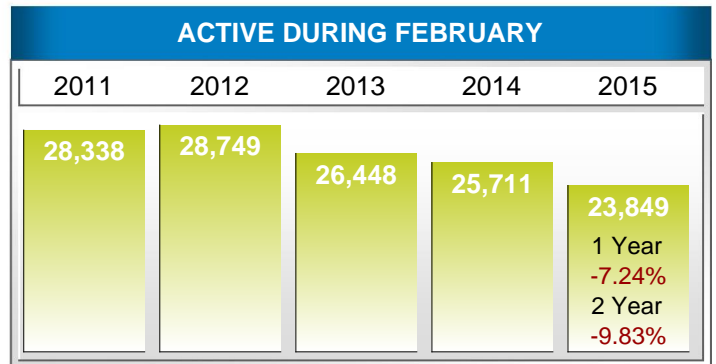
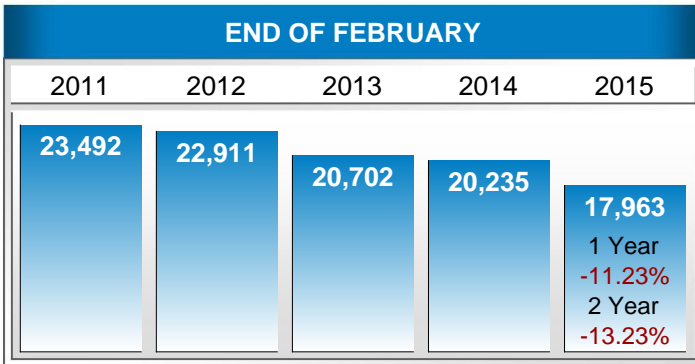
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Active Inventory

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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 | 1,684 | 9.37% | 140.5 | 857 | 721 | 91 | 15 | | |
| \$50,001 - \$75,000 | 1,856 | 10.33% | 129.8 | 677 | 1,026 | 132 | 21 | | |
| \$75,001 - \$100,000 | 1,973 | 10.98% | 128.4 | 575 | 1,203 | 178 | 17 | | |
| \$100,001 - \$175,000 | 4,485 | 24.97% | 113.2 | 841 | 2,862 | 708 | 74 | | |
| \$175,001 - \$275,000 | 3,899 | 21.71% | 116.3 | 520 | 1,827 | 1,422 | 130 | | |
| \$275,001 - \$400,000 | 2,261 | 12.59% | 117.7 | 254 | 726 | 1,075 | 206 | | |
| \$400,001 and up | 1,805 | 10.05% | 126.7 | 144 | 316 | 927 | 418 | | |
| Total Active Inventory by Units: | | | | 17,963 | 121.7 | 3,868 | 8,681 | 4,533 | 881 |
| Total Active Inventory by Volume: | | | | 3,951,763,567 | | 544.06M | 1.46B | 1.42B | 525.07M |
| Average Active Inventory Listing Price: | | | | \$219,995 | | \$140,656 | \$167,958 | \$314,272 | \$595,990 |



Monthly Inventory Analysis

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February 2015

Active Inventory as of Mar 12, 2015



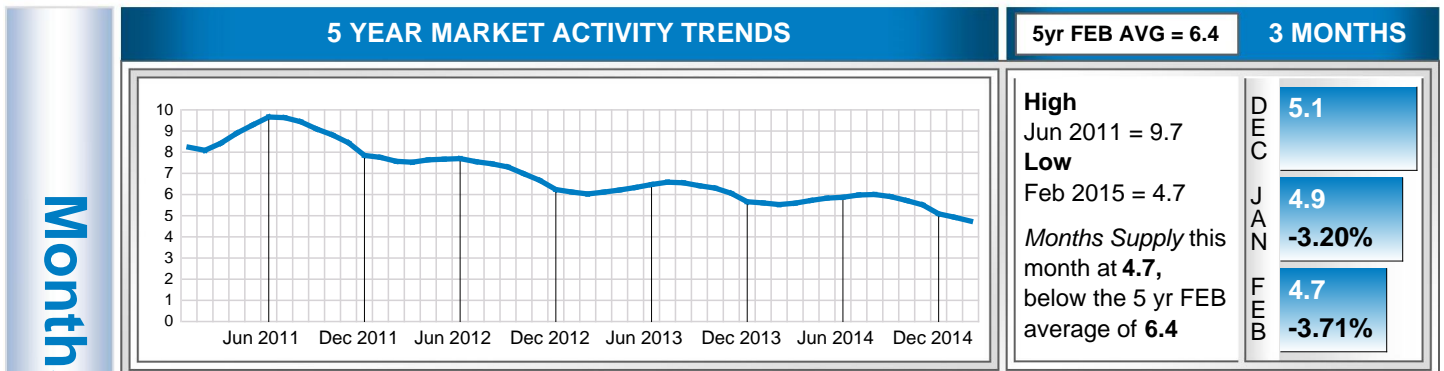
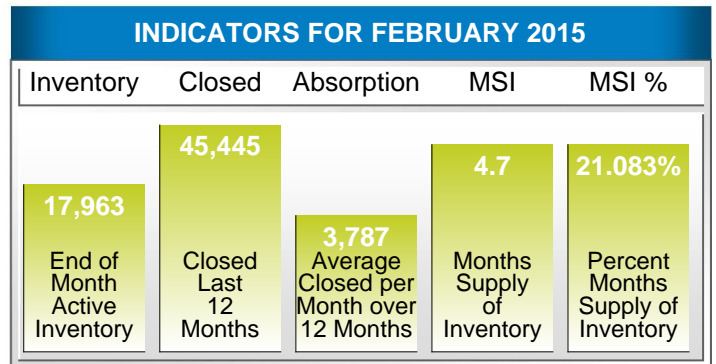
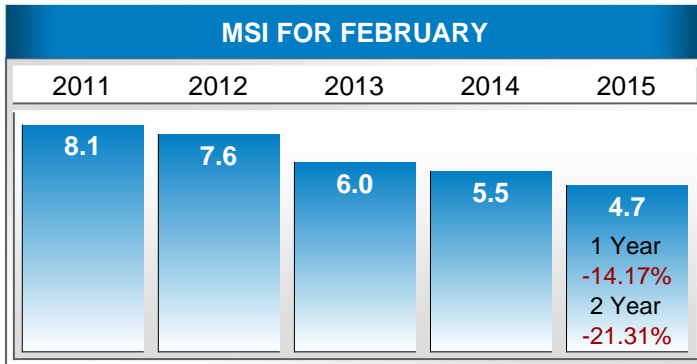
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Months Supply of Inventory

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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 | 1,684 | | 9.37% | 4.1 | 4.8 | 3.6 | 3.3 | 5.8 |
| \$50,001 - \$75,000 | 1,856 | | 10.33% | 5.9 | 6.4 | 5.6 | 6.1 | 9.3 |
| \$75,001 - \$100,000 | 1,973 | | 10.98% | 5.0 | 5.9 | 4.6 | 5.0 | 5.0 |
| \$100,001 - \$175,000 | 4,485 | | 24.97% | 3.3 | 4.0 | 3.1 | 3.5 | 6.1 |
| \$175,001 - \$275,000 | 3,899 | | 21.71% | 4.7 | 5.1 | 4.7 | 4.5 | 5.4 |
| \$275,001 - \$400,000 | 2,261 | | 12.59% | 7.0 | 8.6 | 7.7 | 6.3 | 7.5 |
| \$400,001 and up | 1,805 | | 10.05% | 10.9 | 11.1 | 10.2 | 10.5 | 12.4 |
| MSI: | 4.7 | | | | 5.3 | 4.2 | 5.3 | 8.3 |
| Total Active Inventory: | 17,963 | | | | 3,868 | 8,681 | 4,533 | 881 |



Monthly Inventory Analysis

Data from the
OKLAHOMA ASSOCIATION OF REALTORS®

February 2015

Closed Sales as of Mar 12, 2015



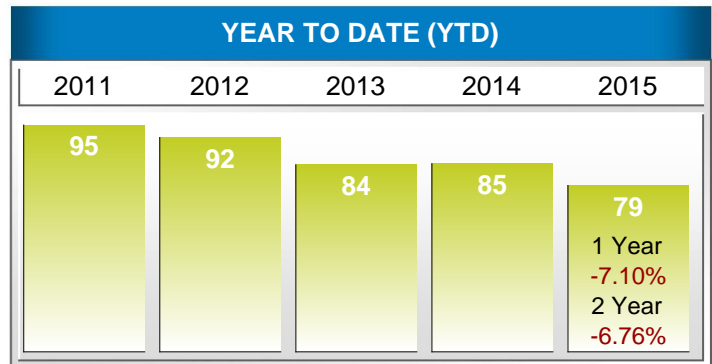
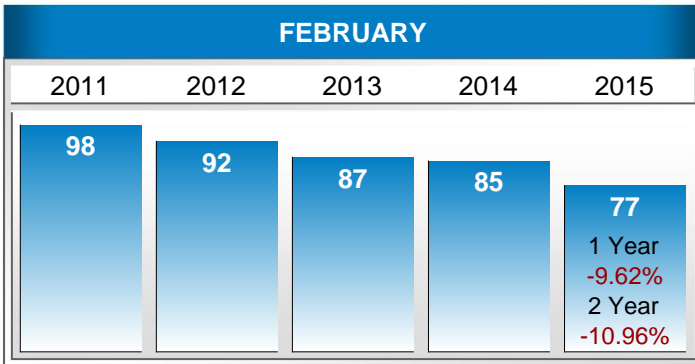
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Average Days on Market to Sale

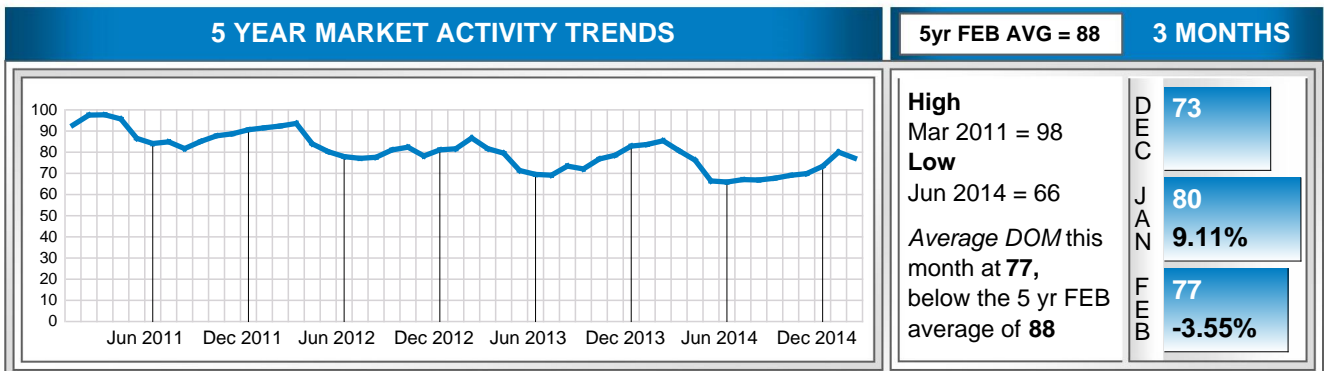
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Area Delimited by Entire OK State MLS - Single-Family Property Type



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+ |
|---|-----|--------|-------|---------|---------|---------|---------|
| \$25,000 and less | 102 | 3.71% | 83.8 | 80.6 | 86.0 | 91.2 | 0.0 |
| \$25,001 - \$75,000 | 494 | 17.94% | 81.6 | 98.4 | 73.1 | 71.2 | 0.0 |
| \$75,001 - \$100,000 | 290 | 10.53% | 80.4 | 101.8 | 71.9 | 94.7 | 1.0 |
| \$100,001 - \$150,000 | 655 | 23.79% | 67.5 | 101.2 | 59.6 | 70.7 | 88.0 |
| \$150,001 - \$200,000 | 515 | 18.71% | 78.1 | 108.6 | 74.9 | 70.1 | 72.2 |
| \$200,001 - \$275,000 | 366 | 13.29% | 80.6 | 99.8 | 67.1 | 86.3 | 94.1 |
| \$275,001 and up | 331 | 12.02% | 79.8 | 124.8 | 68.0 | 80.3 | 73.7 |
| Average Closed DOM: 77.2 | | | | 100.4 | 68.7 | 79.0 | 77.0 |
| Total Closed Units: 2,753 | | | | 513 | 1532 | 639 | 69 |
| Total Closed Volume: 447,897,023 | | | | 57.31M | 208.68M | 149.50M | 32.40M |



Monthly Inventory Analysis

Data from the
OKLAHOMA ASSOCIATION OF REALTORS®

February 2015

Closed Sales as of Mar 12, 2015



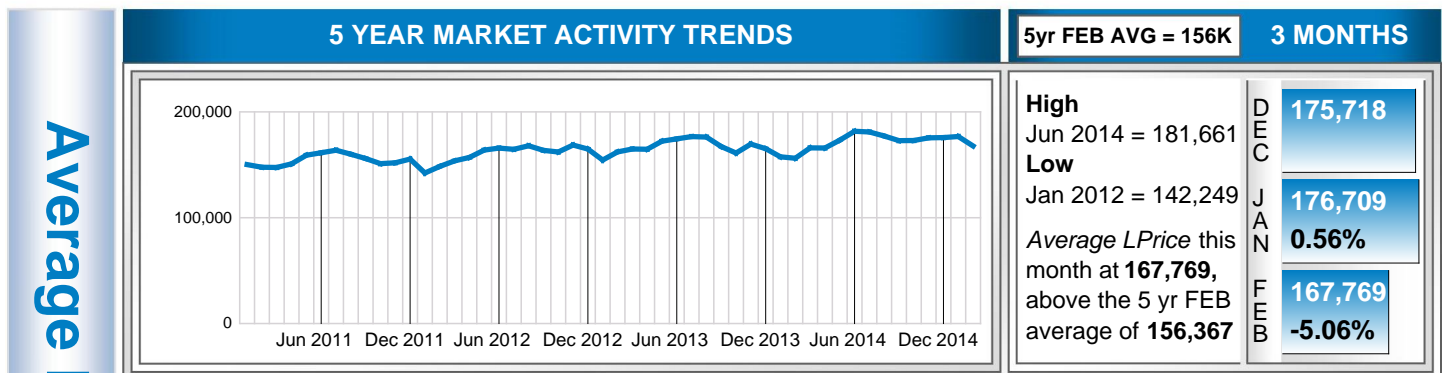
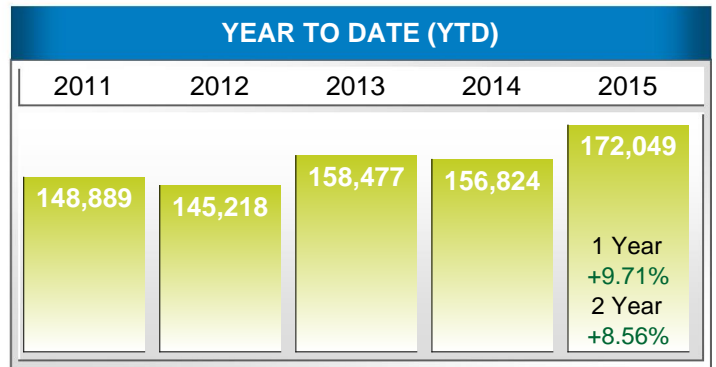
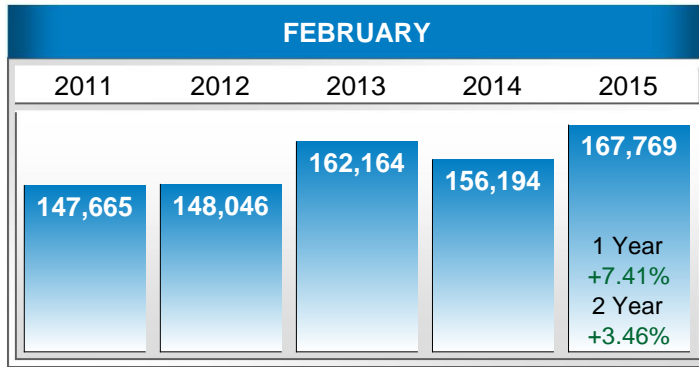
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Average List Price at Closing

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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+ |
|--|-------------|--|--------|---------|-----------|-----------|-----------|-----------|
| \$25,000 and less | 85 | | 3.09% | 17,904 | 20,958 | 19,697 | 23,710 | 0 |
| \$25,001 - \$75,000 | 458 | | 16.64% | 51,814 | 53,894 | 56,832 | 55,640 | 0 |
| \$75,001 - \$100,000 | 311 | | 11.30% | 89,158 | 93,430 | 93,189 | 91,519 | 160,000 |
| \$100,001 - \$150,000 | 657 | | 23.86% | 128,133 | 127,575 | 130,115 | 133,271 | 144,167 |
| \$150,001 - \$200,000 | 533 | | 19.36% | 174,650 | 176,856 | 173,827 | 182,708 | 183,840 |
| \$200,001 - \$275,000 | 360 | | 13.08% | 234,928 | 235,853 | 235,738 | 239,762 | 257,730 |
| \$275,001 and up | 349 | | 12.68% | 421,321 | 376,167 | 361,058 | 413,460 | 630,497 |
| Average List Price: | \$167,769 | | | | \$116,216 | \$140,028 | \$239,797 | \$499,935 |
| Total Closed Units: | 2,753 | | | | 513 | 1532 | 639 | 69 |
| Total List Volume: | 461,867,560 | | | | 59.62M | 214.52M | 153.23M | 34.50M |



Monthly Inventory Analysis

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Closed Sales as of Mar 12, 2015



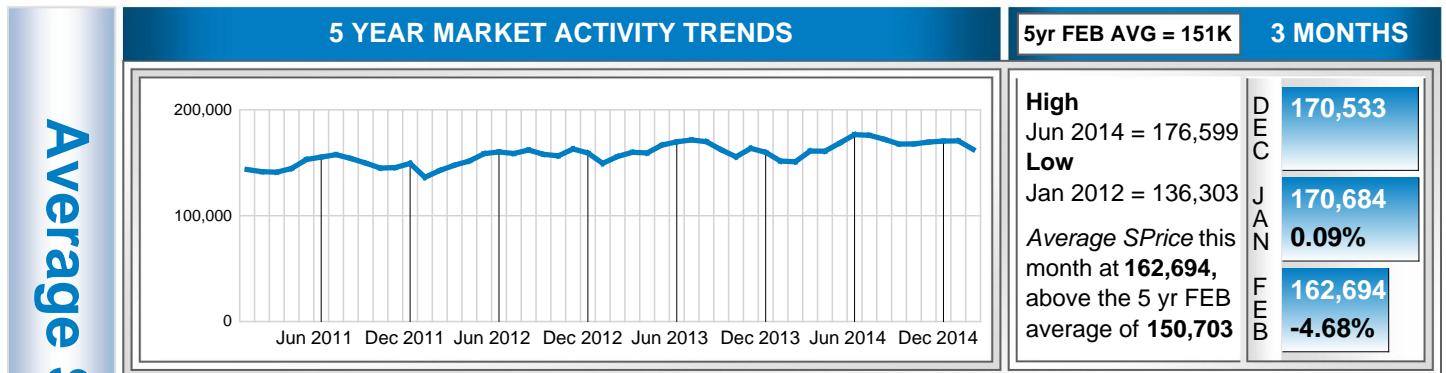
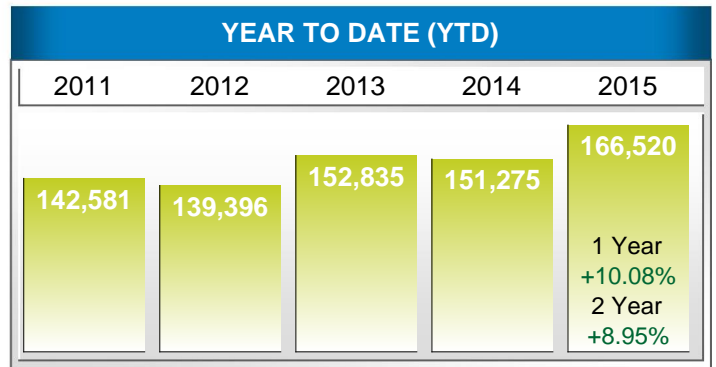
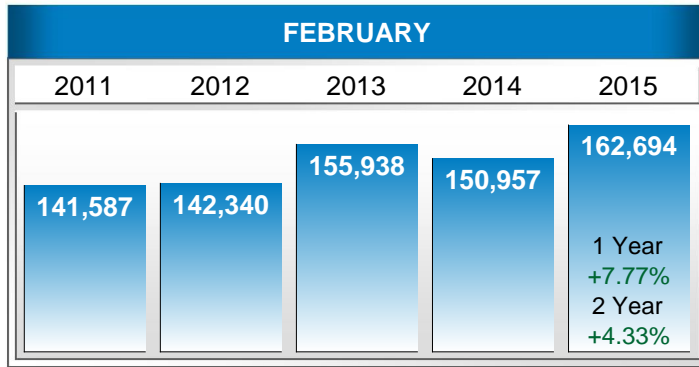
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Average Sold Price at Closing

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



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 | 102 | | 3.71% | 17,058 | 17,082 | 16,795 | 18,016 | 0 | |
| \$25,001 - \$75,000 | 494 | | 17.94% | 51,930 | 49,928 | 53,015 | 52,592 | 0 | |
| \$75,001 - \$100,000 | 290 | | 10.53% | 89,175 | 89,475 | 89,353 | 87,309 | 96,000 | |
| \$100,001 - \$150,000 | 655 | | 23.79% | 126,921 | 123,488 | 127,127 | 129,921 | 128,333 | |
| \$150,001 - \$200,000 | 515 | | 18.71% | 173,037 | 173,331 | 170,501 | 178,863 | 182,480 | |
| \$200,001 - \$275,000 | 366 | | 13.29% | 233,531 | 230,596 | 230,357 | 235,675 | 248,245 | |
| \$275,001 and up | 331 | | 12.02% | 413,664 | 362,708 | 353,017 | 402,334 | 591,140 | |
| Average Closed Price: | | | | | \$162,694 | \$111,716 | \$136,215 | \$233,961 | \$469,626 |
| Total Closed Units: | | | | | 2,753 | 513 | 1532 | 639 | 69 |
| Total Closed Volume: | | | | | 447,897,023 | 57.31M | 208.68M | 149.50M | 32.40M |



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Closed Sales as of Mar 12, 2015



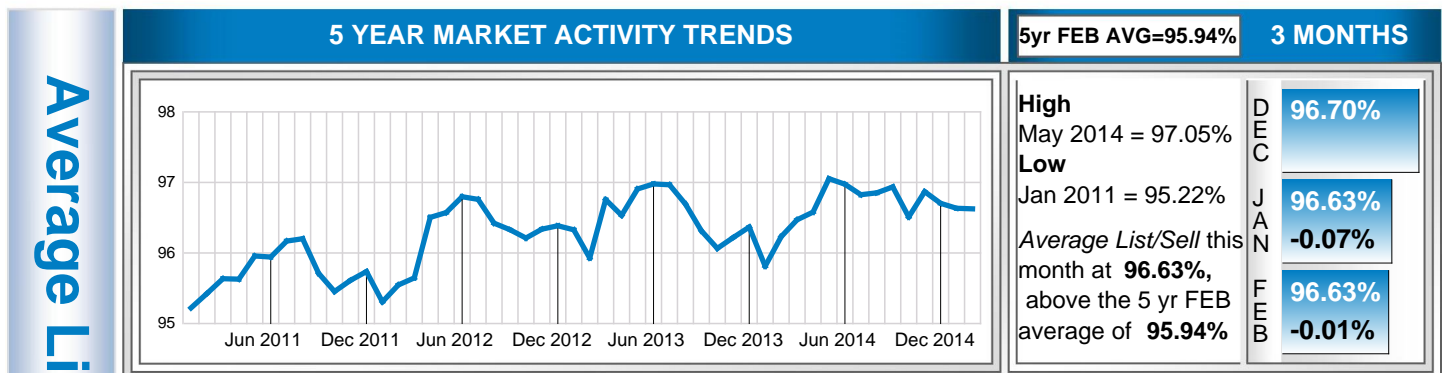
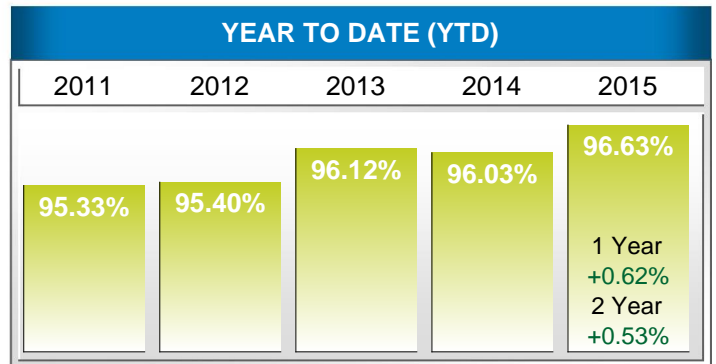
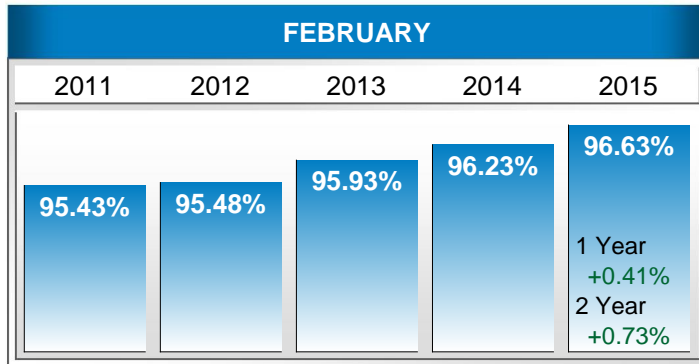
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Average Percent of List Price to Selling Price

Report Produced on: Mar 13, 2015

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+ | |
|--|-----|--------|--------|-------------|--------|---------|---------|--------|
| \$25,000 and less | 102 | 3.71% | 86.25% | 84.22% | 91.07% | 76.77% | 0.00% | |
| \$25,001 - \$75,000 | 494 | 17.94% | 94.16% | 93.08% | 94.51% | 96.13% | 0.00% | |
| \$75,001 - \$100,000 | 290 | 10.53% | 96.33% | 96.02% | 96.67% | 95.94% | 60.00% | |
| \$100,001 - \$150,000 | 655 | 23.79% | 97.80% | 96.97% | 98.05% | 97.71% | 88.70% | |
| \$150,001 - \$200,000 | 515 | 18.71% | 98.14% | 98.13% | 98.17% | 98.01% | 99.44% | |
| \$200,001 - \$275,000 | 366 | 13.29% | 98.10% | 97.90% | 97.93% | 98.39% | 96.61% | |
| \$275,001 and up | 331 | 12.02% | 97.46% | 96.58% | 98.30% | 97.70% | 95.55% | |
| Average List/Sell Ratio: | | | | 96.60% | 94.52% | 97.06% | 97.43% | 95.22% |
| Total Closed Units: | | | | 2,753 | 513 | 1532 | 639 | 69 |
| Total Closed Volume: | | | | 447,897,023 | 57.31M | 208.68M | 149.50M | 32.40M |



Monthly Inventory Analysis

Data from the
OKLAHOMA ASSOCIATION OF REALTORS®

February 2015

Inventory as of Mar 12, 2015



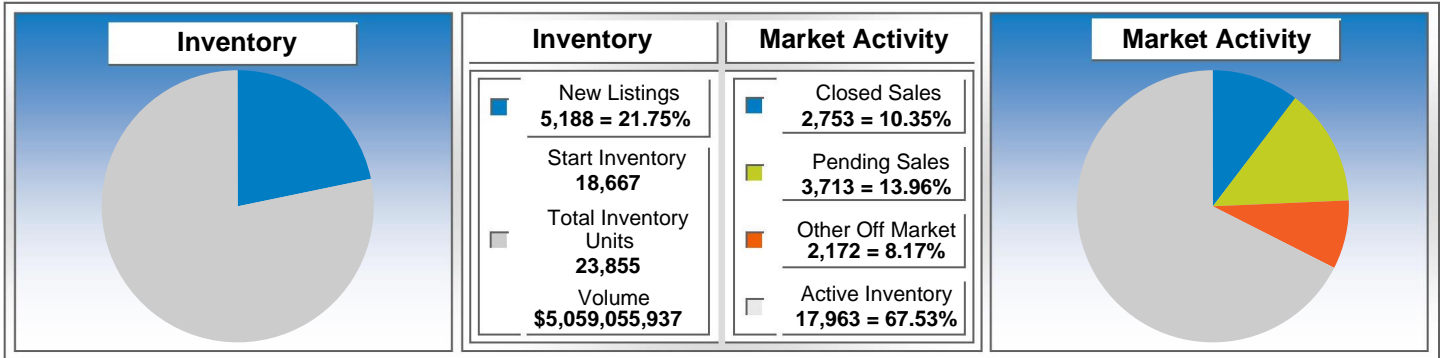
OKLAHOMA
ASSOCIATION OF
REALTORS®

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Market Summary

Report Produced on: Mar 13, 2015

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



Absorption: Last 12 months, an Average of **3,787** Sales/Month

Active Inventory as of February 28, 2015 = **17,963**

| | FEBRUARY | | | Year To Date | | |
|--|----------|---------|---------|--------------|---------|---------|
| | 2014 | 2015 | +/-% | 2014 | 2015 | +/-% |
| Closed Sales | 2,768 | 2,753 | -0.54% | 5,312 | 5,282 | -0.56% |
| Pending Sales | 3,365 | 3,713 | 10.34% | 6,687 | 7,065 | 5.65% |
| New Listings | 5,238 | 5,188 | -0.95% | 11,134 | 10,590 | -4.89% |
| Average List Price | 156,194 | 167,769 | 7.41% | 156,824 | 172,049 | 9.71% |
| Average Sale Price | 150,957 | 162,694 | 7.77% | 151,275 | 166,520 | 10.08% |
| Average Percent of List Price to Selling Price | 96.23% | 96.63% | 0.41% | 96.03% | 96.63% | 0.62% |
| Average Days on Market to Sale | 85.41 | 77.20 | -9.62% | 84.57 | 78.56 | -7.10% |
| Monthly Inventory | 20,261 | 17,963 | -11.34% | 20,261 | 17,963 | -11.34% |
| Months Supply of Inventory | 5.53 | 4.74 | -14.28% | 5.53 | 4.74 | -14.28% |

