



February 2016

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



OKLAHOMA
ASSOCIATION OF
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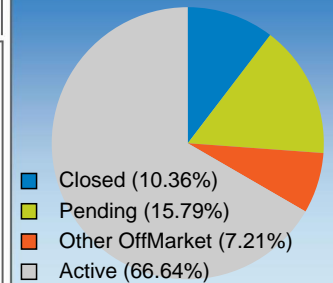
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Absorption: Last 12 months, an Average of **3,547** Sales/Month

Active Inventory as of February 29, 2016 = **16,649**

	FEBRUARY		
	2015	2016	+/-%
Closed Listings	2,638	2,589	-1.86%
Pending Listings	3,418	3,944	15.39%
New Listings	5,089	5,845	14.86%
Average List Price	166,536	168,967	1.46%
Average Sale Price	161,418	163,350	1.20%
Average Percent of List Price to Selling Price	96.58%	96.41%	-0.17%
Average Days on Market to Sale	75.43	70.76	-6.20%
End of Month Inventory	16,454	16,649	1.19%
Months Supply of Inventory	4.66	4.69	0.82%

Market Activity



Report Produced on: Mar 11, 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 February 2016 rose **1.19%** to 16,649 existing homes available for sale. Over the last 12 months this area has had an average of 3,547 closed sales per month. This represents an unsold inventory index of **4.69** 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 **1.20%** in February 2016 to \$163,350 versus the previous year at \$161,418.

Average Days on Market Shortens

The average number of **70.76** days that homes spent on the market before selling decreased by 4.68 days or **6.20%** in February 2016 compared to last year's same month at **75.43** DOM.

Sales Success for February 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 5,845 New Listings in February 2016, up **14.86%** from last year at 5,089. Furthermore, there were 2,589 Closed Listings this month versus last year at 2,638, a **-1.86%** decrease.

Closed versus Listed trends yielded a **44.3%** ratio, down from last year's February 2016 at **51.8%**, a **14.55%** downswing. This will certainly create pressure on an increasing 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

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
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February 2016

Closed Sales as of Mar 10, 2016



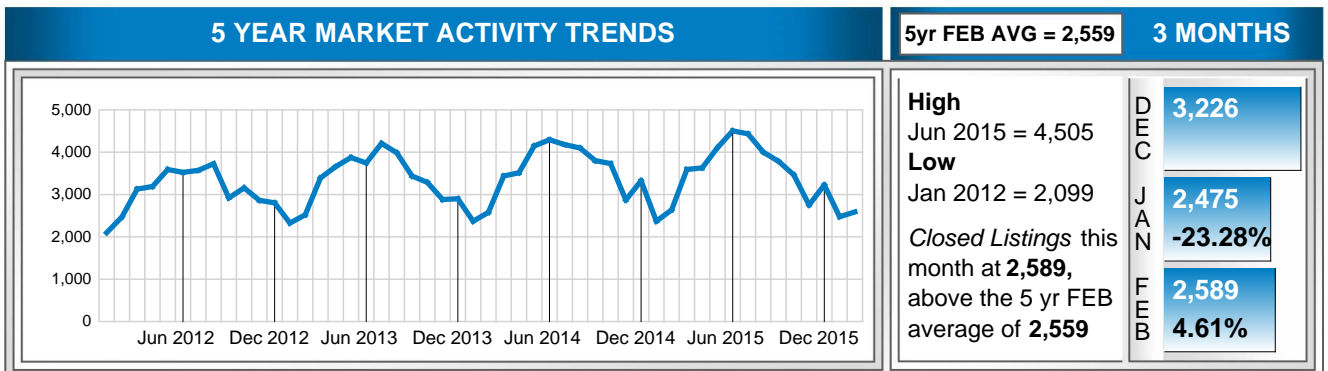
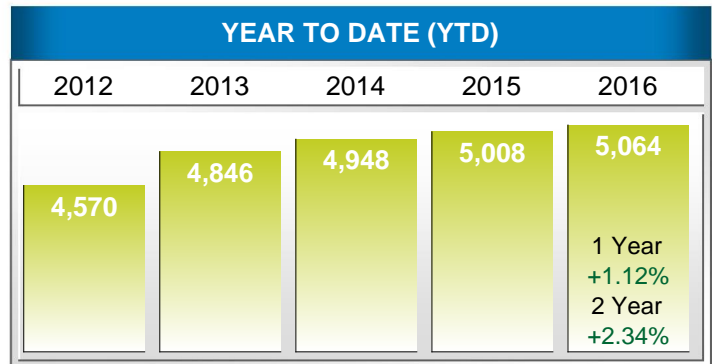
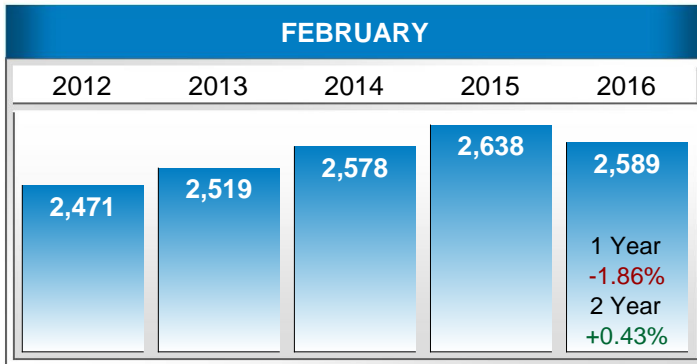
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Closed Listings

Report Produced on: Mar 11, 2016

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	105	4.06%	69.5	48	46	10	1
\$25,001 - \$75,000	463	17.88%	70.8	161	272	26	4
\$75,001 - \$100,000	241	9.31%	72.3	42	173	23	3
\$100,001 - \$150,000	653	25.22%	57.2	58	515	76	4
\$150,001 - \$200,000	482	18.62%	72.0	16	330	132	4
\$200,001 - \$275,000	335	12.94%	87.8	8	180	137	10
\$275,001 and up	310	11.97%	78.2	6	96	166	42
Total Closed Units:	2,589		70.8	339	1612	570	68
Total Closed Volume:	422,912,061			26.84M	229.72M	139.27M	27.08M
Average Closed Price:	\$163,350			\$79,172	\$142,507	\$244,332	\$398,279



Monthly Inventory Analysis

Data from the
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February 2016

Pending Listings as of Mar 10, 2016



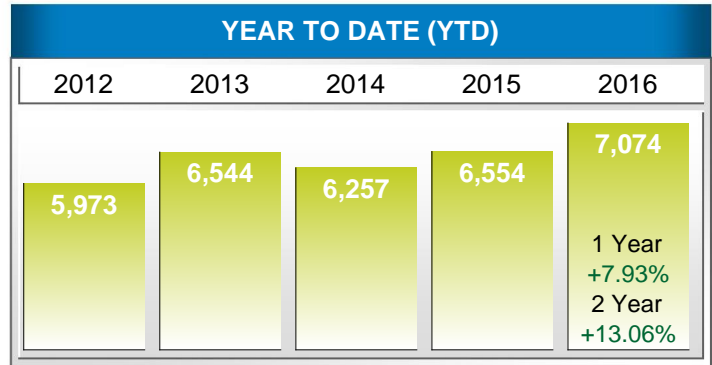
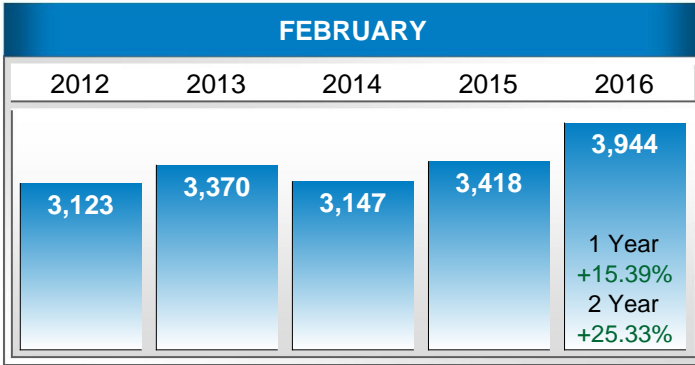
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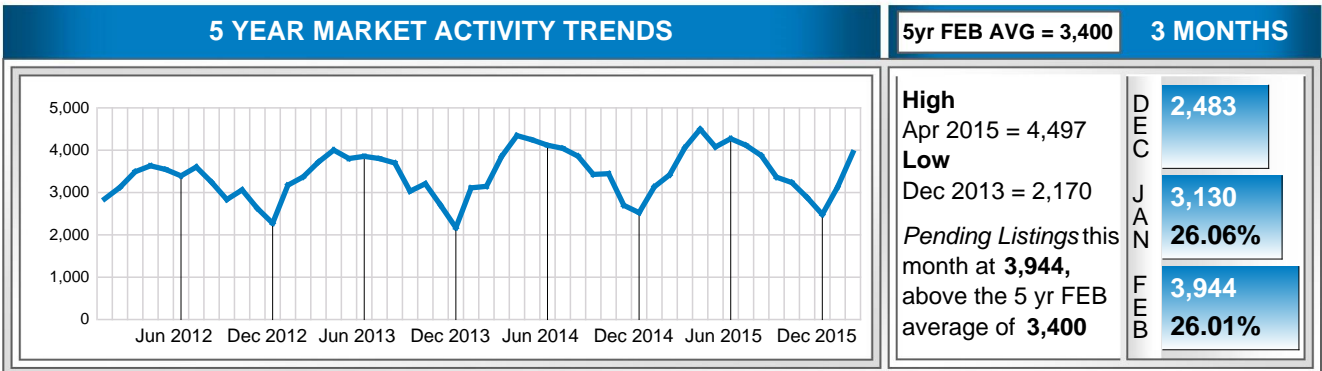
Pending Listings

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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	384	9.74%	74.7	146	199	31	8
\$50,001 - \$75,000	301	7.63%	67.4	80	193	23	5
\$75,001 - \$100,000	404	10.24%	64.7	74	281	47	2
\$100,001 - \$150,000	1,024	25.96%	57.9	76	817	124	7
\$150,001 - \$200,000	824	20.89%	56.0	32	540	237	15
\$200,001 - \$275,000	513	13.01%	71.5	15	246	233	19
\$275,001 and up	494	12.53%	74.4	8	165	254	67
Total Pending Units:	3,944		73.5	431	2441	949	123
Total Pending Volume:	664,817,933			37.73M	359.57M	226.01M	41.50M
Average Listing Price:	\$153,624			\$87,542	\$147,304	\$238,160	\$337,434

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Monthly Inventory Analysis

Data from the
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February 2016

New Listings as of Mar 10, 2016



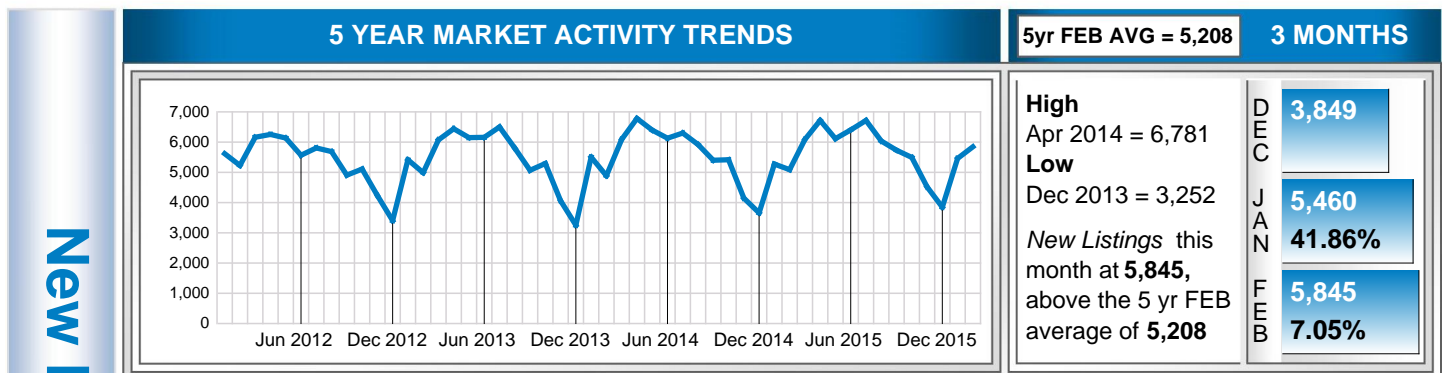
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New Listings

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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	467		7.99%	200	230	31	6	
\$50,001 - \$75,000	432		7.39%	129	270	27	6	
\$75,001 - \$125,000	1,026		17.55%	167	739	112	8	
\$125,001 - \$175,000	1,293		22.12%	84	964	222	23	
\$175,001 - \$250,000	1,151		19.69%	48	672	404	27	
\$250,001 - \$375,000	828		14.17%	31	330	397	70	
\$375,001 and up	648		11.09%	15	126	351	156	
Total New Listed Units:				5,845	674	3331	1544	296
Total New Listed Volume:				1,253,248,277	71.45M	553.63M	457.66M	170.51M
Average New Listed Listing Price:				\$172,944	\$106,011	\$166,204	\$296,409	\$576,063

New Listings

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Monthly Inventory Analysis

Data from the
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February 2016

Active Inventory as of Mar 10, 2016



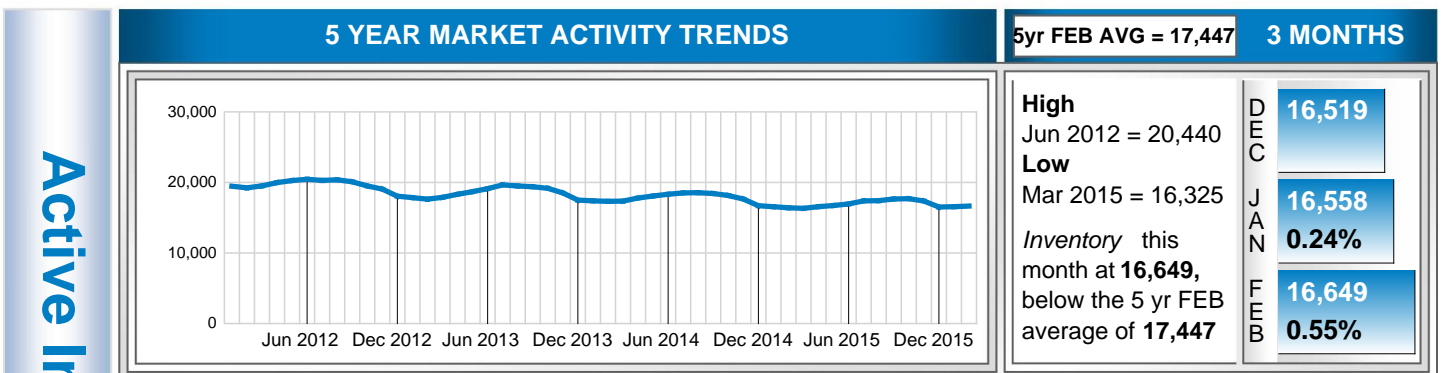
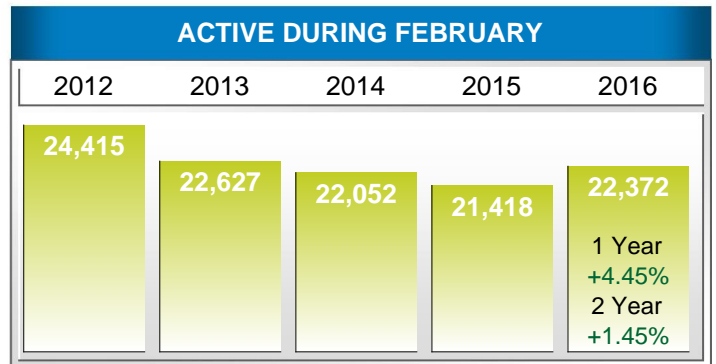
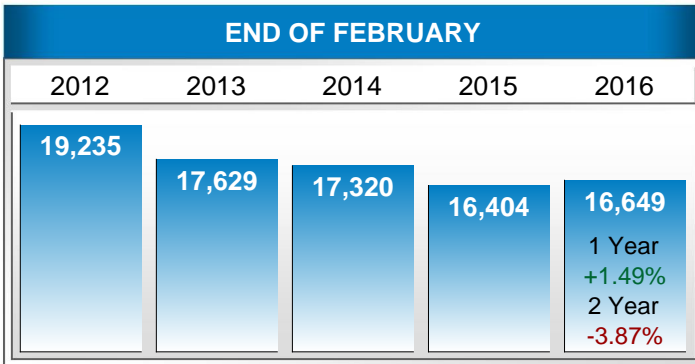
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Active Inventory

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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	1,422	8.54%	132.6	649	662	100	11		
\$50,001 - \$75,000	1,472	8.84%	126.9	468	877	116	11		
\$75,001 - \$125,000	2,885	17.33%	112.3	510	1,996	341	38		
\$125,001 - \$200,000	4,098	24.61%	100.5	326	2,771	914	87		
\$200,001 - \$275,000	2,542	15.27%	92.3	112	1,308	1,021	101		
\$275,001 - \$425,000	2,484	14.92%	100.7	87	837	1,333	227		
\$425,001 and up	1,746	10.49%	110.5	47	339	884	476		
Total Active Inventory by Units:				16,649	107.4	2,199	8,790	4,709	951
Total Active Inventory by Volume:				3,872,512,679		239.65M	1.54B	1.51B	579.37M
Average Active Inventory Listing Price:				\$232,597		\$108,981	\$175,490	\$320,861	\$609,222



Monthly Inventory Analysis

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February 2016

Active Inventory as of Mar 10, 2016



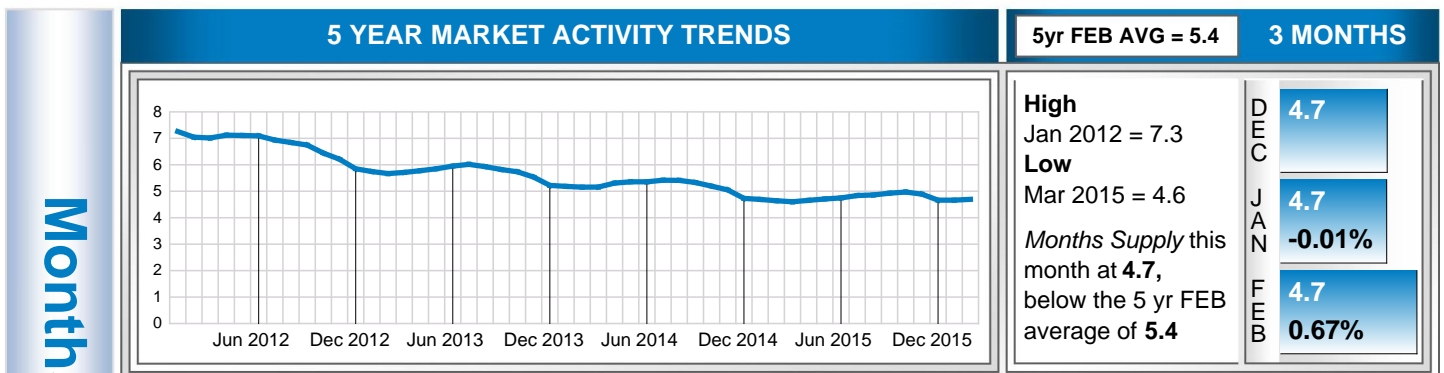
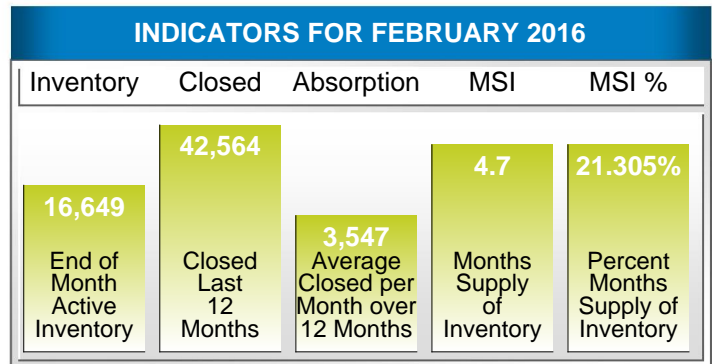
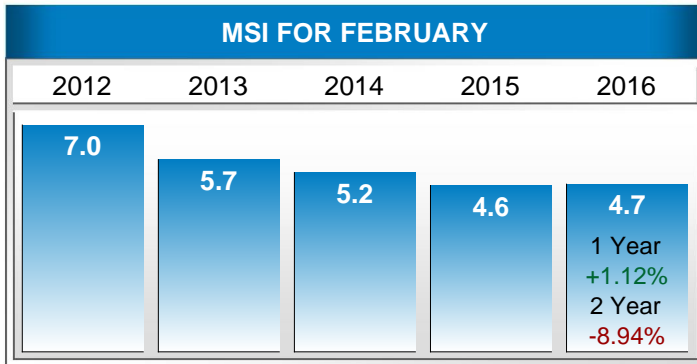
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Months Supply of Inventory

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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	1,422	8.54%	4.0	4.7	3.5	3.9	3.1
\$50,001 - \$75,000	1,472	8.84%	5.0	5.8	4.6	5.5	4.0
\$75,001 - \$125,000	2,885	17.33%	4.0	4.5	3.7	4.9	7.0
\$125,001 - \$200,000	4,098	24.61%	3.5	5.2	3.3	3.8	5.4
\$200,001 - \$275,000	2,542	15.27%	5.0	7.0	5.4	4.5	4.8
\$275,001 - \$425,000	2,484	14.92%	6.9	9.2	7.0	6.7	7.6
\$425,001 and up	1,746	10.49%	12.5	26.9	13.1	10.9	15.3
MSI:			4.7	5.2	4.1	5.4	8.6
Total Active Inventory:			16,649	2,199	8,790	4,709	951



Monthly Inventory Analysis

Data from the
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February 2016

Closed Sales as of Mar 10, 2016



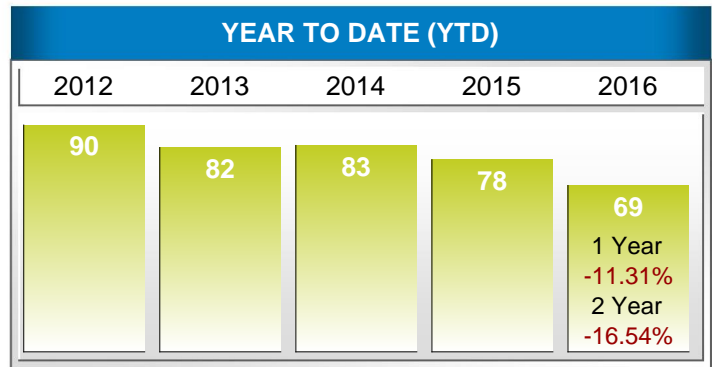
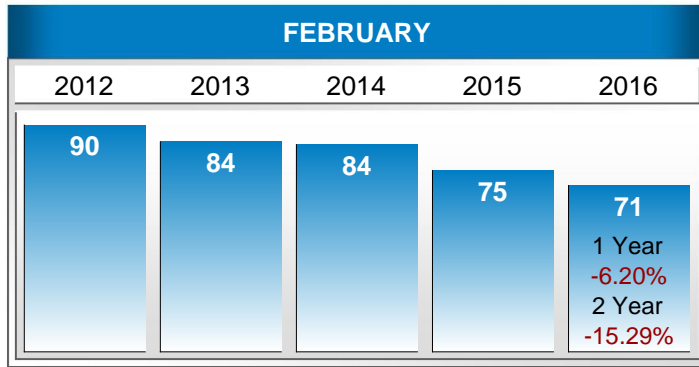
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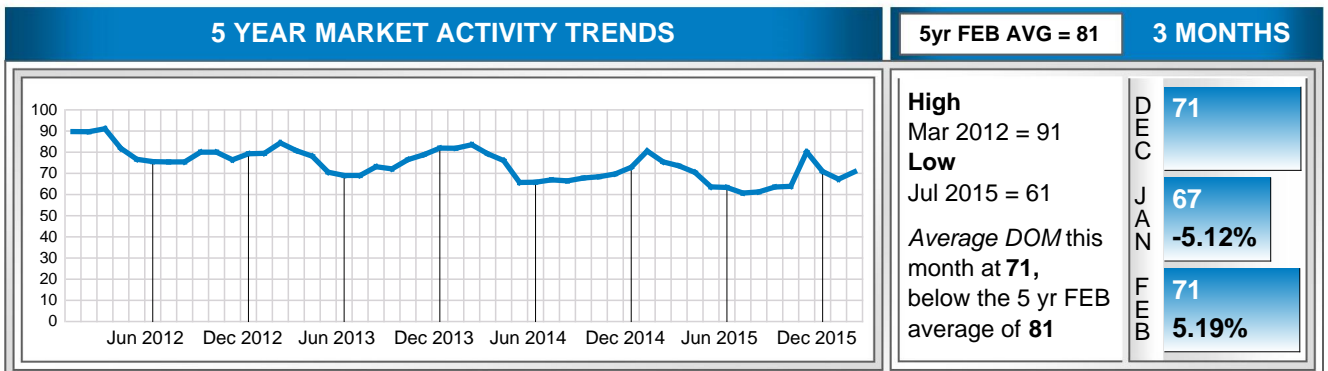
Average Days on Market to Sale

Report Produced on: Mar 11, 2016

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	105	4.06%	69.5	68.6	72.2	67.8	7.0
\$25,001 - \$75,000	463	17.88%	70.8	84.1	64.2	60.2	50.3
\$75,001 - \$100,000	241	9.31%	72.3	85.5	65.6	72.4	272.7
\$100,001 - \$150,000	653	25.22%	57.2	46.2	53.6	89.5	71.5
\$150,001 - \$200,000	482	18.62%	72.0	84.4	69.7	76.8	62.8
\$200,001 - \$275,000	335	12.94%	87.8	113.6	96.3	73.3	113.6
\$275,001 and up	310	11.97%	78.2	106.8	74.1	79.9	76.3
Average Closed DOM:		70.8		76.7	66.5	77.5	86.8
Total Closed Units:		2,589		339	1612	570	68
Total Closed Volume:		422,912,061		26.84M	229.72M	139.27M	27.08M



Monthly Inventory Analysis

Data from the
OKLAHOMA ASSOCIATION OF REALTORS®

February 2016

Closed Sales as of Mar 10, 2016



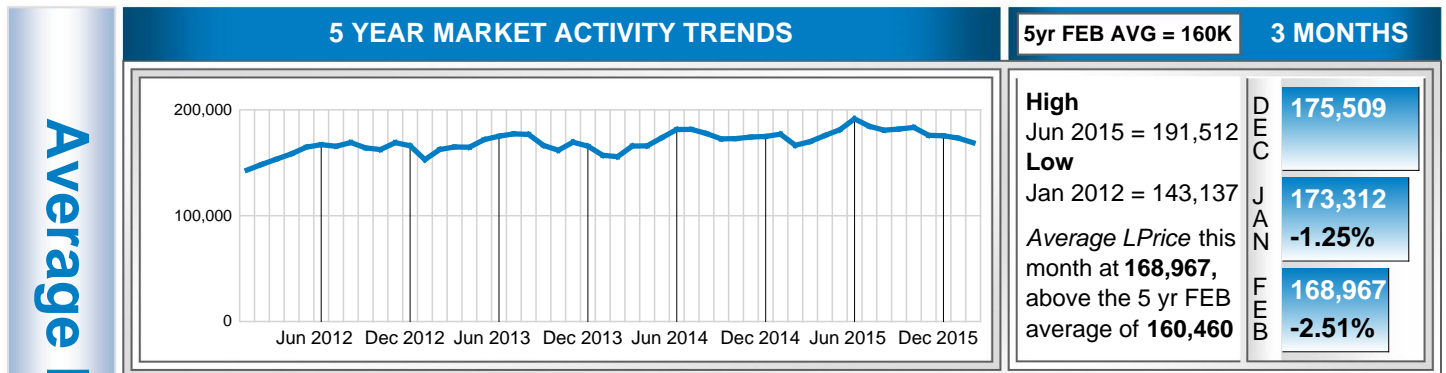
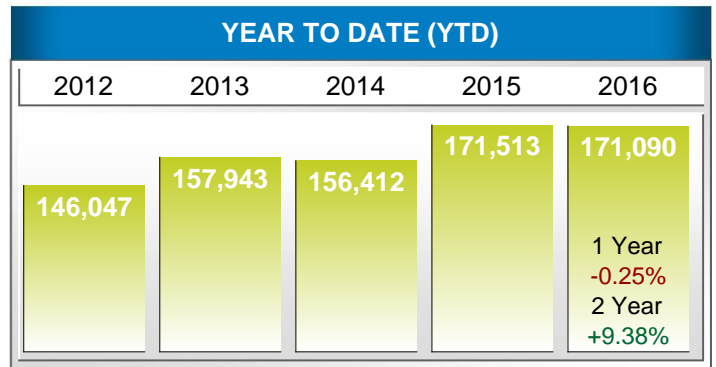
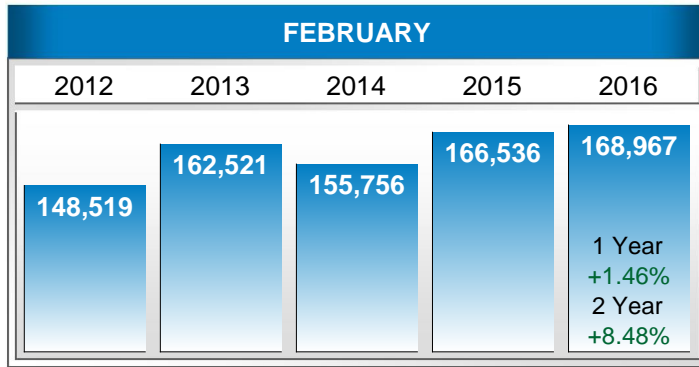
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Average List Price at Closing

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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	86		3.32%	18,317	20,764	20,965	19,645	29,900
\$25,001 - \$75,000	447		17.27%	52,085	53,542	57,211	50,291	48,025
\$75,001 - \$100,000	254		9.81%	88,832	92,381	91,661	90,372	109,600
\$100,001 - \$150,000	648		25.03%	128,898	128,665	130,089	137,832	133,850
\$150,001 - \$200,000	484		18.69%	175,648	185,831	178,160	182,075	159,325
\$200,001 - \$275,000	342		13.21%	234,615	237,287	235,734	241,869	242,169
\$275,001 and up	328		12.67%	430,660	431,450	377,819	439,226	568,473
Average List Price:		\$168,967			\$83,834	\$146,945	\$252,876	\$412,075
Total Closed Units:		2,589			339	1612	570	68
Total List Volume:		437,454,803			28.42M	236.87M	144.14M	28.02M



Monthly Inventory Analysis

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February 2016

Closed Sales as of Mar 10, 2016



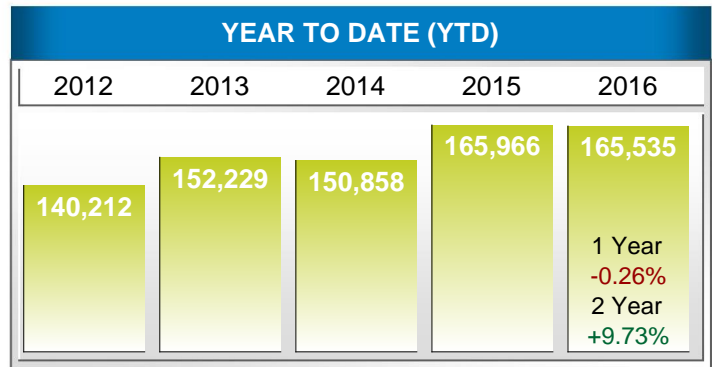
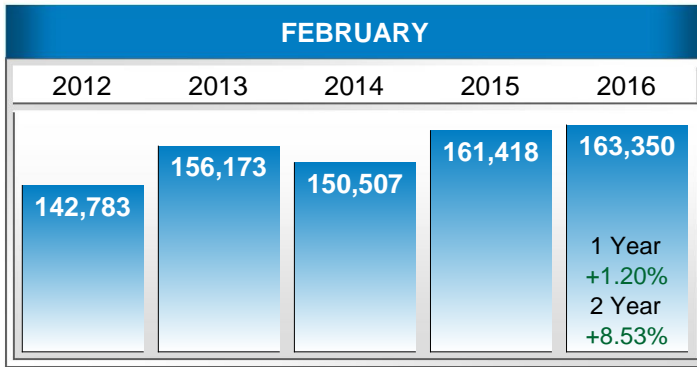
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Average Sold Price at Closing

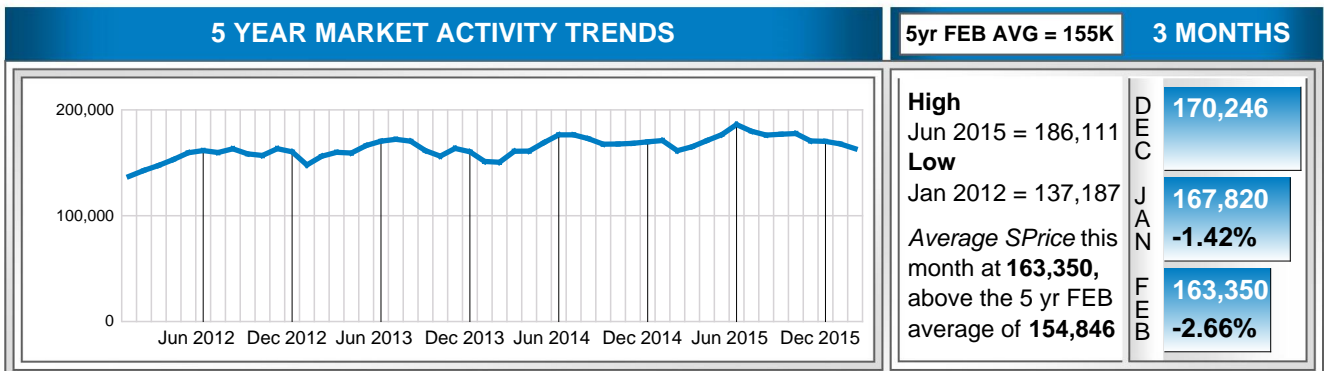
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Area Delimited by Entire OK State MLS - Single-Family Property Type



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	105		4.06%	17,881	17,478	18,251	17,750	21,500
\$25,001 - \$75,000	463		17.88%	51,410	48,985	53,343	47,698	41,682
\$75,001 - \$100,000	241		9.31%	88,031	89,357	87,743	87,740	88,300
\$100,001 - \$150,000	653		25.22%	127,251	124,706	126,838	131,842	130,150
\$150,001 - \$200,000	482		18.62%	174,293	177,863	173,052	176,940	174,975
\$200,001 - \$275,000	335		12.94%	233,026	227,813	230,613	236,317	235,550
\$275,001 and up	310		11.97%	422,093	409,900	367,224	422,181	548,901
Average Closed Price:	\$163,350				\$79,172	\$142,507	\$244,332	\$398,279
Total Closed Units:	2,589				339	1612	570	68
Total Closed Volume:	422,912,061				26.84M	229.72M	139.27M	27.08M



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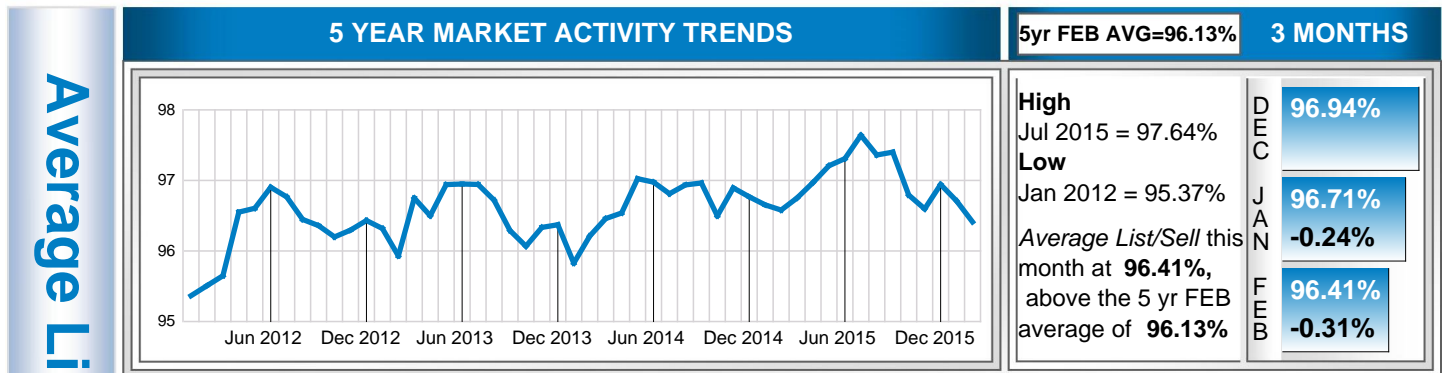
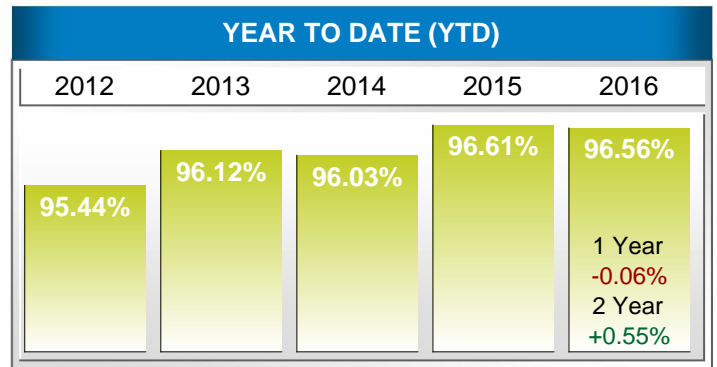
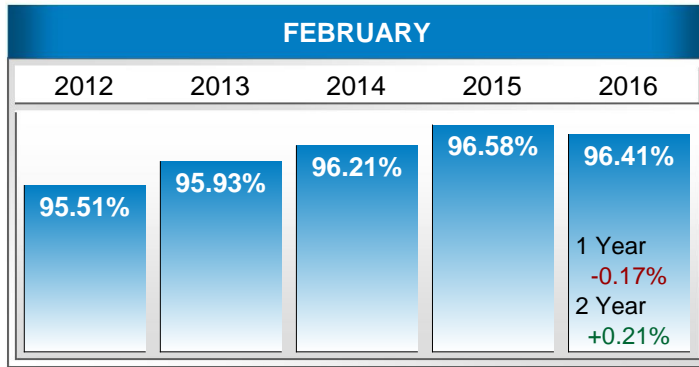
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Average Percent of List Price to Selling Price

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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	105	4.06%	88.80%	86.75%	90.74%	91.41%	71.91%
\$25,001 - \$75,000	463	17.88%	93.70%	92.81%	94.22%	95.23%	84.91%
\$75,001 - \$100,000	241	9.31%	96.38%	97.49%	96.19%	97.49%	83.70%
\$100,001 - \$150,000	653	25.22%	97.37%	97.15%	97.59%	96.05%	97.24%
\$150,001 - \$200,000	482	18.62%	97.87%	95.79%	97.91%	97.45%	116.17%
\$200,001 - \$275,000	335	12.94%	97.85%	96.10%	97.93%	97.89%	97.22%
\$275,001 and up	310	11.97%	97.23%	94.55%	97.32%	97.33%	97.00%
Average List/Sell Ratio: 96.40%				93.52%	96.76%	97.13%	96.51%
Total Closed Units: 2,589				339	1612	570	68
Total Closed Volume: 422,912,061				26.84M	229.72M	139.27M	27.08M



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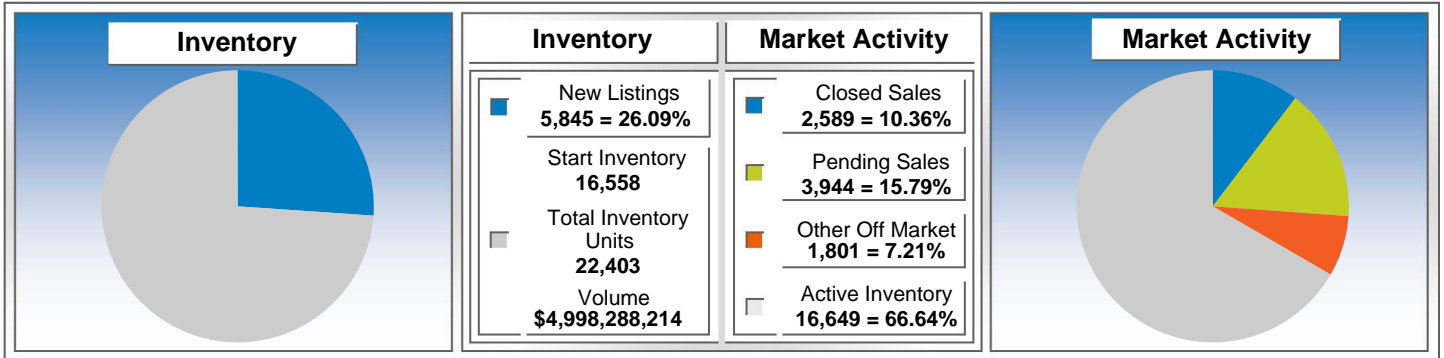
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Market Summary

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Absorption: Last 12 months, an Average of **3,547** Sales/Month

Active Inventory as of February 29, 2016 = **16,649**

	FEBRUARY			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	2,638	2,589	-1.86%	5,008	5,064	1.12%
Pending Sales	3,418	3,944	15.39%	6,554	7,074	7.93%
New Listings	5,089	5,845	14.86%	10,363	11,305	9.09%
Average List Price	166,536	168,967	1.46%	171,513	171,090	-0.25%
Average Sale Price	161,418	163,350	1.20%	165,966	165,535	-0.26%
Average Percent of List Price to Selling Price	96.58%	96.41%	-0.17%	96.61%	96.56%	-0.06%
Average Days on Market to Sale	75.43	70.76	-6.20%	77.86	69.05	-11.31%
Monthly Inventory	16,454	16,649	1.19%	16,454	16,649	1.19%
Months Supply of Inventory	4.66	4.69	0.82%	4.66	4.69	0.82%

