



February 2017

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



OKLAHOMA
ASSOCIATION OF
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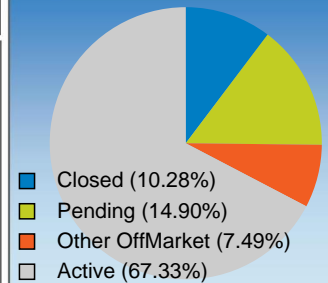
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Absorption: Last 12 months, an Average of **3,757** Sales/Month

Active Inventory as of February 28, 2017 = **17,580**

	FEBRUARY		
	2016	2017	+/-%
Closed Listings	2,431	2,684	10.41%
Pending Listings	3,595	3,891	8.23%
New Listings	5,694	5,692	-0.04%
Average List Price	170,258	175,124	2.86%
Average Sale Price	164,608	170,125	3.35%
Average Percent of List Price to Selling Price	96.37%	96.89%	0.54%
Average Days on Market to Sale	71.24	69.83	-1.98%
End of Month Inventory	17,634	17,580	-0.31%
Months Supply of Inventory	4.72	4.68	-0.91%

Market Activity



Report Produced on: Mar 13, 2017

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 2017 decreased **0.31%** to 17,580 existing homes available for sale. Over the last 12 months this area has had an average of 3,757 closed sales per month. This represents an unsold inventory index of **4.68** 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 **3.35%** in February 2017 to \$170,125 versus the previous year at \$164,608.

Average Days on Market Shortens

The average number of **69.83** days that homes spent on the market before selling decreased by 1.41 days or **1.98%** in February 2017 compared to last year's same month at **71.24** DOM.

Sales Success for February 2017 is Positive

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

There were 5,692 New Listings in February 2017, down **0.04%** from last year at 5,694. Furthermore, there were 2,684 Closed Listings this month versus last year at 2,431, a **10.41%** increase.

Closed versus Listed trends yielded a **47.2%** ratio, up from last year's February 2017 at **42.7%**, a **10.45%** upswing. 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

For more information, contact:

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405-848-9944
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Or visit: www.okrealtors.com



Monthly Inventory Analysis

Data from the
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February 2017

Closed Sales as of Mar 10, 2017



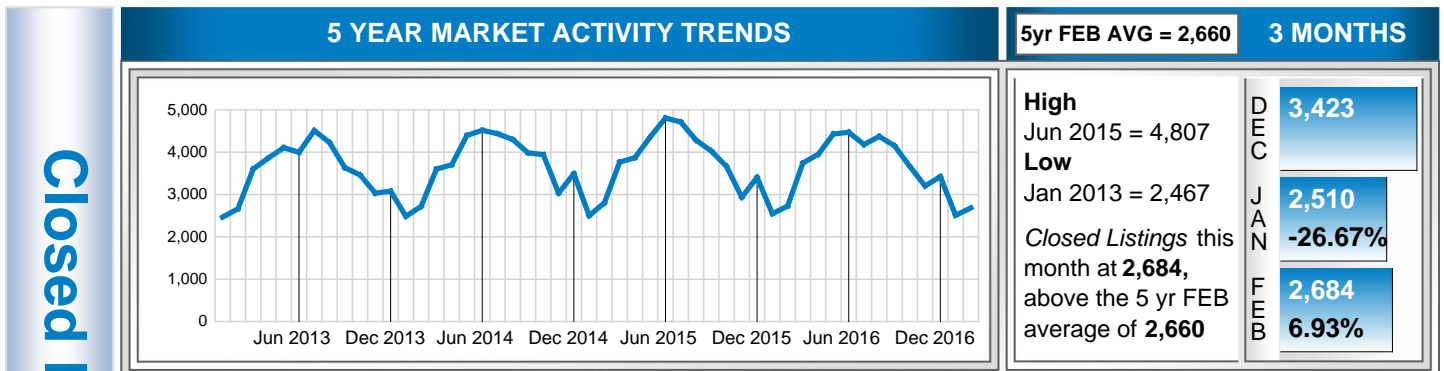
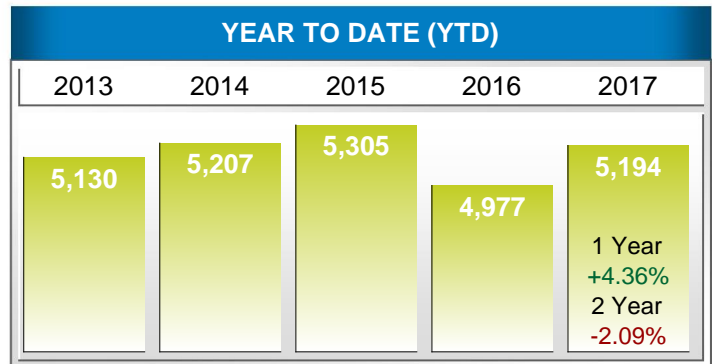
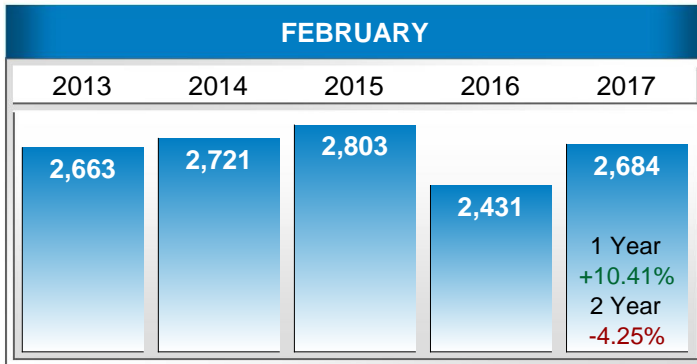
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Closed Listings

Report Produced on: Mar 13, 2017

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	110	4.10%	63.3	47	55	8	0	
\$25,001 - \$75,000	397	14.79%	69.4	126	228	36	7	
\$75,001 - \$100,000	258	9.61%	60.1	57	175	21	5	
\$100,001 - \$150,000	657	24.48%	60.4	72	505	77	3	
\$150,001 - \$200,000	555	20.68%	66.4	19	387	140	9	
\$200,001 - \$300,000	442	16.47%	84.8	13	192	216	21	
\$300,001 and up	265	9.87%	88.3	9	60	161	35	
Total Closed Units:	2,684		69.8	343	1602	659	80	
Total Closed Volume:	456,615,367			30.98M	230.69M	164.07M	30.87M	
Average Closed Price:	\$170,125			\$90,323	\$144,004	\$248,966	\$385,898	



Monthly Inventory Analysis

Data from the
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February 2017

Pending Listings as of Mar 10, 2017



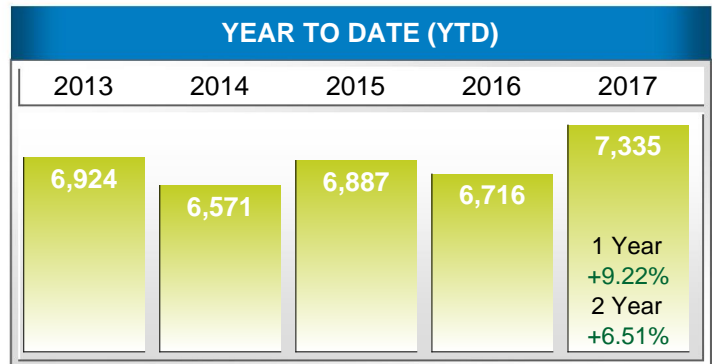
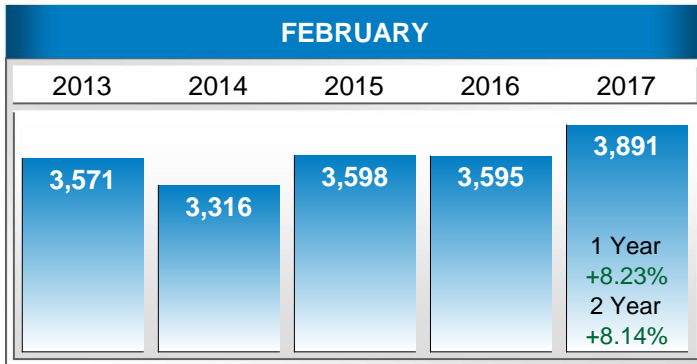
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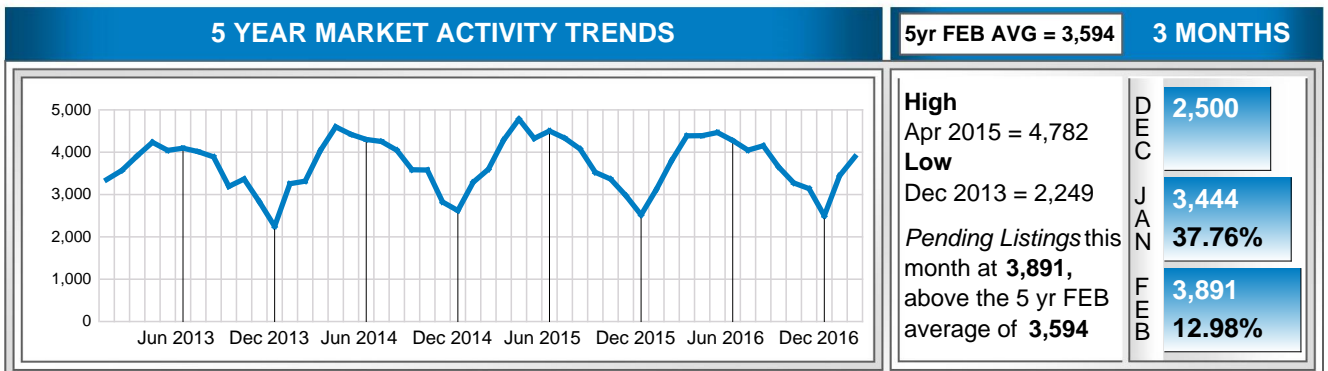
Pending Listings

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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	332	8.53%	64.3	137	151	42	2	
\$50,001 - \$75,000	296	7.61%	69.6	70	201	24	1	
\$75,001 - \$125,000	711	18.27%	51.1	102	529	75	5	
\$125,001 - \$175,000	1,055	27.11%	58.8	79	791	172	13	
\$175,001 - \$225,000	551	14.16%	73.2	30	325	184	12	
\$225,001 - \$300,000	506	13.00%	80.7	16	227	244	19	
\$300,001 and up	440	11.31%	74.8	11	123	248	58	
Total Pending Units: 3,891				61.9	445	2347	989	110
Total Pending Volume: 701,754,433					44.65M	362.04M	252.38M	42.69M
Average Listing Price: \$180,215					\$100,334	\$154,257	\$255,186	\$388,053

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Monthly Inventory Analysis

Data from the
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February 2017

New Listings as of Mar 10, 2017



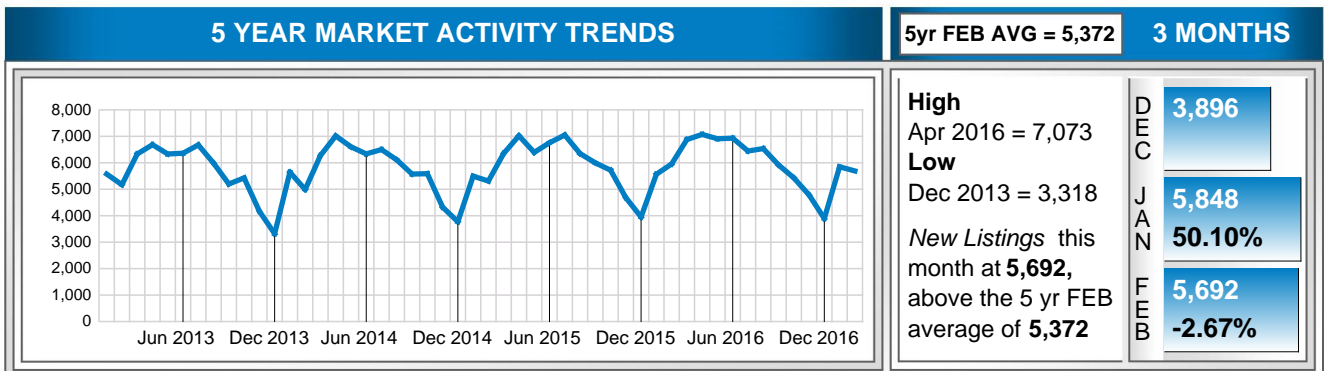
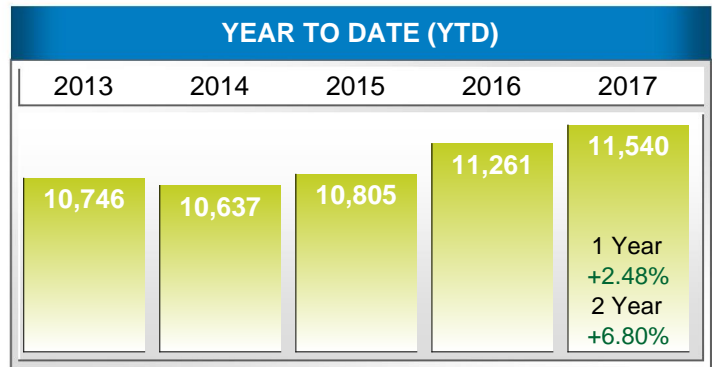
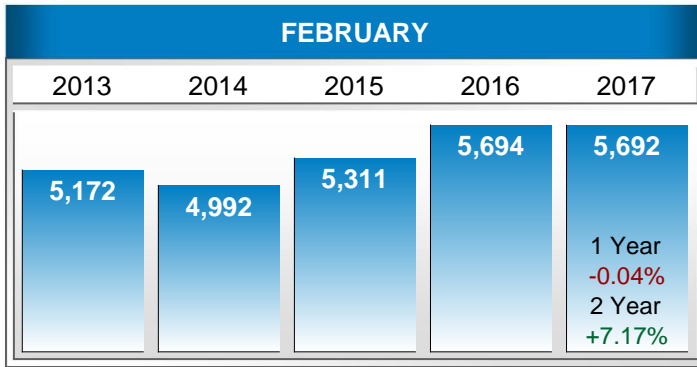
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New Listings

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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	423	7.43%	188	206	27	2
\$50,001 - \$75,000	418	7.34%	134	250	31	3
\$75,001 - \$125,000	968	17.01%	162	697	102	7
\$125,001 - \$200,000	1,697	29.81%	143	1,179	346	29
\$200,001 - \$275,000	839	14.74%	30	414	372	23
\$275,001 - \$375,000	685	12.03%	20	225	392	48
\$375,001 and up	662	11.63%	16	127	369	150
Total New Listed Units:			693	3098	1639	262
Total New Listed Volume:			74.64M	519.00M	498.36M	169.89M
Average New Listed Listing Price:			\$107,704	\$167,528	\$304,065	\$648,440



Monthly Inventory Analysis

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February 2017

Active Inventory as of Mar 10, 2017



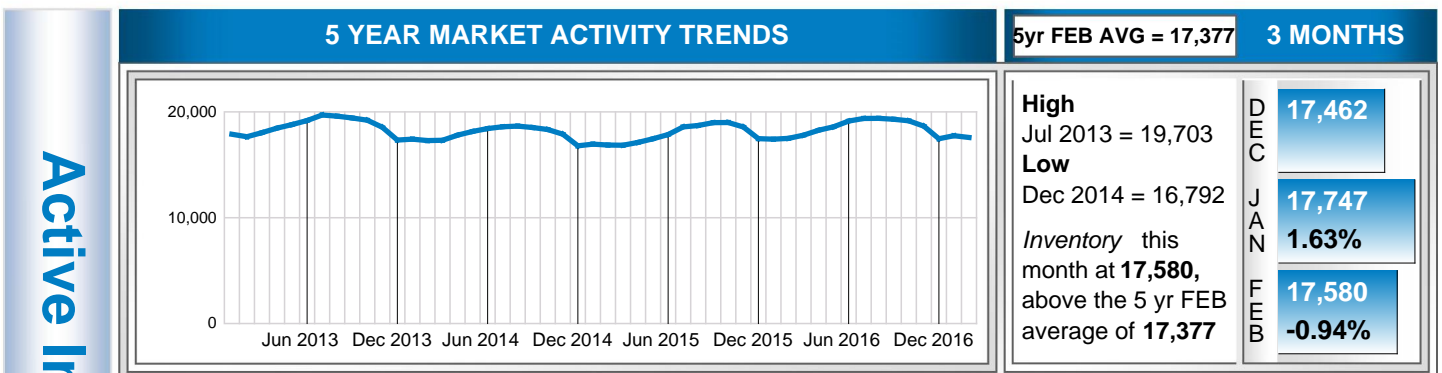
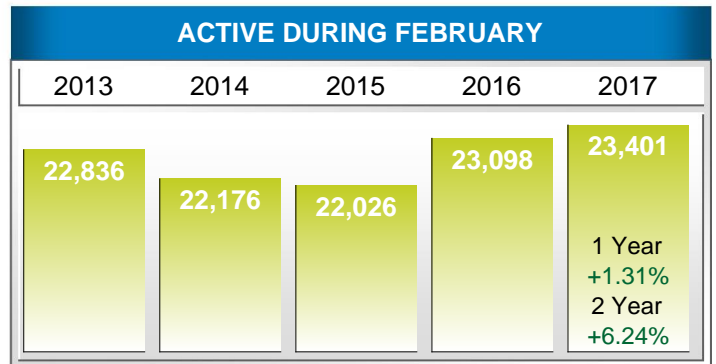
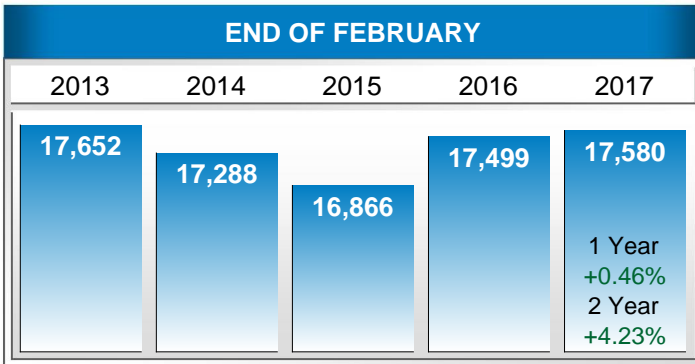
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Active Inventory

Report Produced on: Mar 13, 2017

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	1,496	8.51%	164.2	714	683	90	9		
\$50,001 - \$75,000	1,510	8.59%	136.1	483	874	135	18		
\$75,001 - \$125,000	2,766	15.73%	126.7	489	1,902	338	37		
\$125,001 - \$225,000	5,222	29.70%	105.9	417	3,366	1,324	115		
\$225,001 - \$300,000	2,639	15.01%	104.0	111	1,213	1,183	132		
\$300,001 - \$425,000	2,010	11.43%	107.2	73	623	1,126	188		
\$425,001 and up	1,937	11.02%	120.1	54	379	998	506		
Total Active Inventory by Units:				17,580	118.2	2,341	9,040	5,194	1,005
Total Active Inventory by Volume:				4,223,302,967		263.64M	1.64B	1.69B	626.16M
Average Active Inventory Listing Price:				\$240,233		\$112,617	\$181,720	\$325,522	\$623,044



Monthly Inventory Analysis

Data from the
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February 2017



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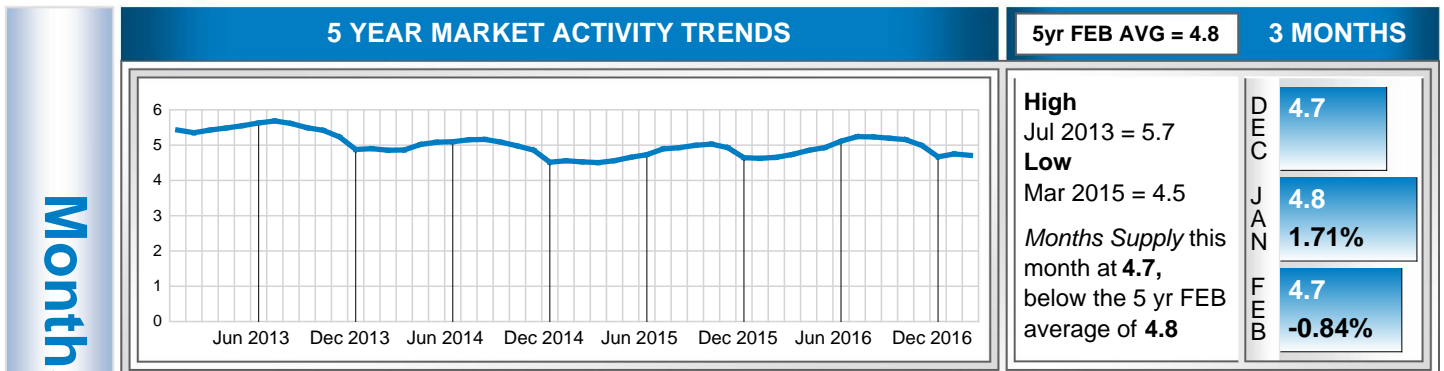
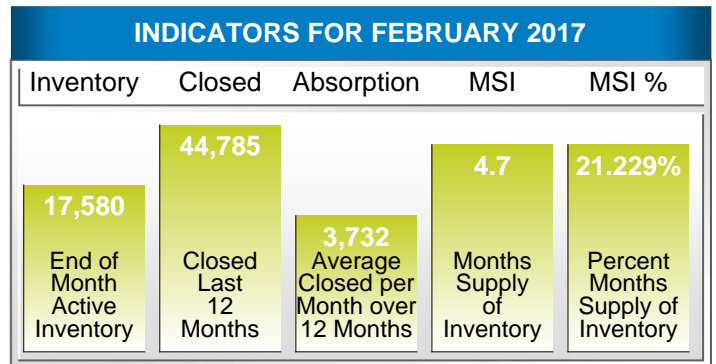
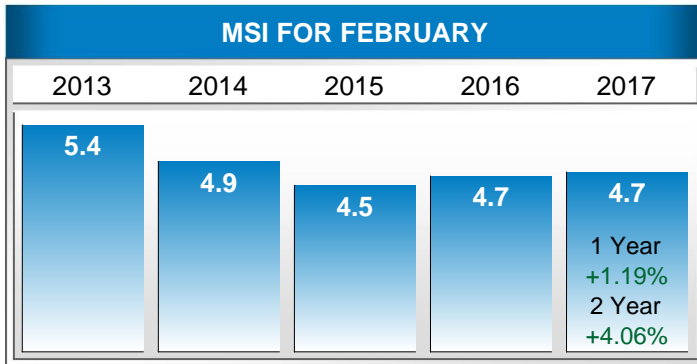
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Active Inventory as of Mar 10, 2017

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	1,496	8.51%	4.2	5.0	3.7	3.1	2.5
\$50,001 - \$75,000	1,510	8.59%	5.2	5.8	4.8	6.1	7.2
\$75,001 - \$125,000	2,766	15.73%	3.7	4.1	3.4	4.6	6.5
\$125,001 - \$225,000	5,222	29.70%	3.5	5.4	3.3	3.8	5.6
\$225,001 - \$300,000	2,639	15.01%	5.8	9.3	6.5	5.1	5.6
\$300,001 - \$425,000	2,010	11.43%	7.8	10.6	7.8	7.8	7.6
\$425,001 and up	1,937	11.02%	13.6	22.3	13.7	12.8	15.0
MSI:			4.7	5.3	4.0	5.6	8.8
Total Active Inventory:			17,580	2,341	9,040	5,194	1,005



Monthly Inventory Analysis

Data from the
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February 2017

Closed Sales as of Mar 10, 2017



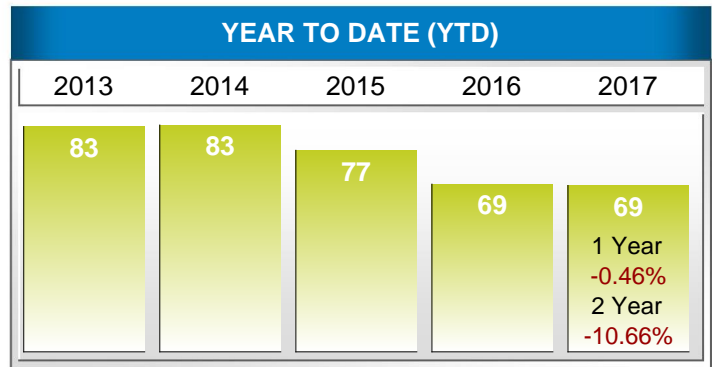
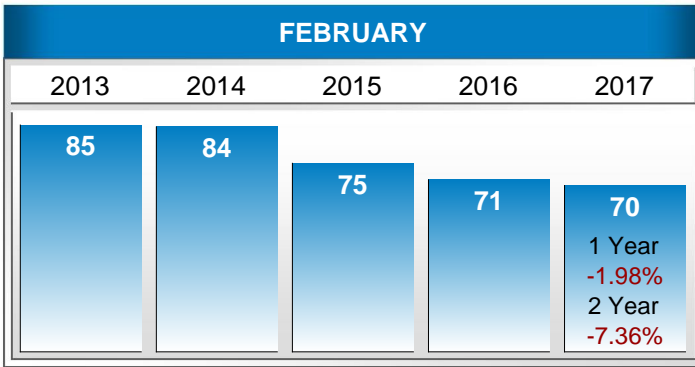
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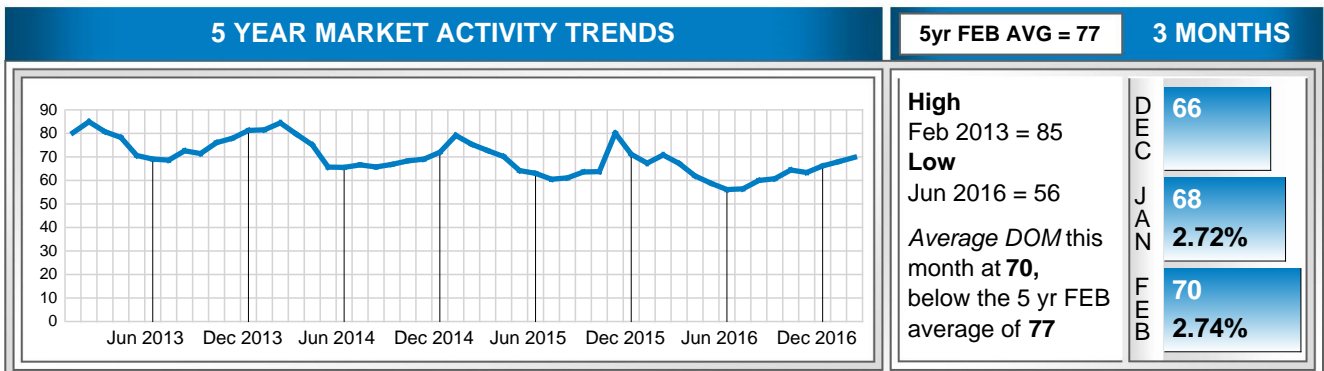
Average Days on Market to Sale

Report Produced on: Mar 13, 2017

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



Average Days on Market
Ready to Buy or Sell Real Estate?
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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	110	4.10%	63.3	56.2	67.9	73.9	0.0
\$25,001 \$75,000	397	14.79%	69.4	79.5	65.0	61.3	70.6
\$75,001 \$100,000	258	9.61%	60.1	73.0	55.5	67.8	42.8
\$100,001 \$150,000	657	24.48%	60.4	66.9	58.9	66.0	12.7
\$150,001 \$200,000	555	20.68%	66.4	87.4	63.6	71.9	57.2
\$200,001 \$300,000	442	16.47%	84.8	108.1	74.9	90.6	102.0
\$300,001 and up	265	9.87%	88.3	93.7	119.7	76.1	89.1
Average Closed DOM: 69.8				74.4	65.0	77.7	81.5
Total Closed Units: 2,684				343	1602	659	80
Total Closed Volume: 456,615,367				30.98M	230.69M	164.07M	30.87M



Monthly Inventory Analysis

Data from the
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February 2017

Closed Sales as of Mar 10, 2017



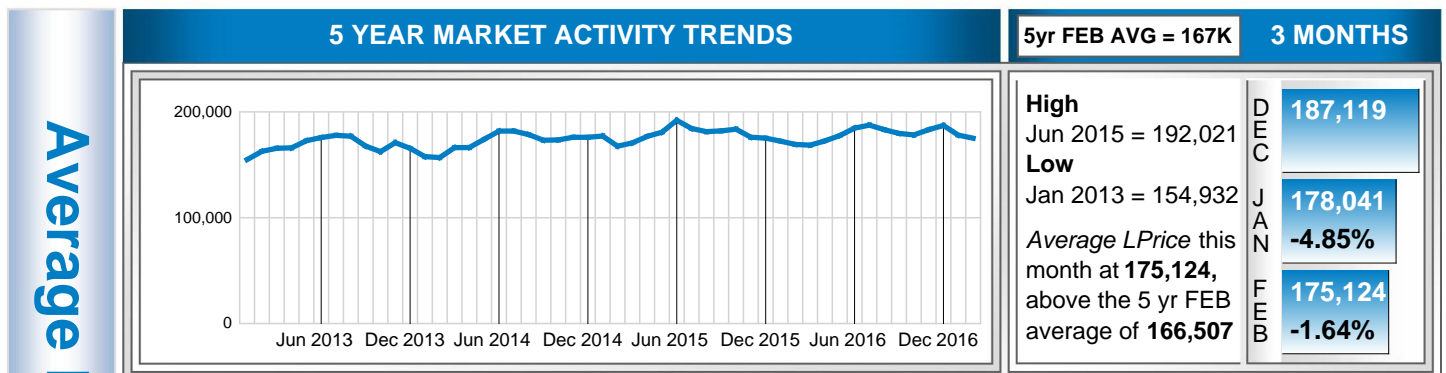
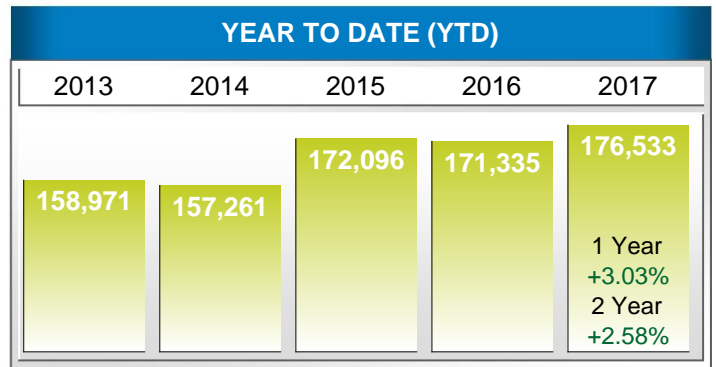
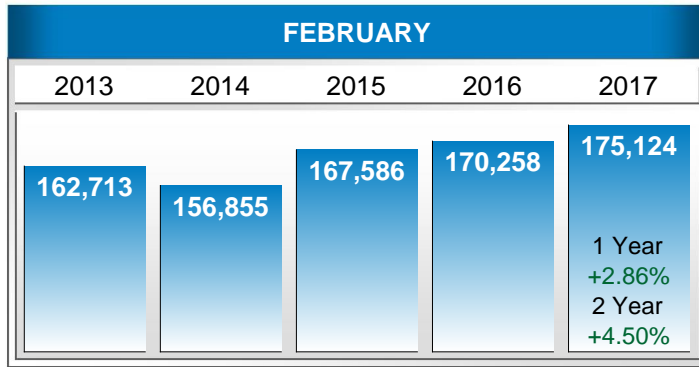
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Average List Price at Closing

Report Produced on: Mar 13, 2017

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	93		3.46%	17,316	19,716	20,182	23,800	0
\$25,001 - \$75,000	396		14.75%	53,156	54,183	56,542	52,702	62,567
\$75,001 - \$100,000	248		9.24%	89,783	91,716	92,995	98,033	90,420
\$100,001 - \$150,000	653		24.33%	129,036	130,847	130,962	132,512	114,267
\$150,001 - \$200,000	567		21.13%	174,925	178,811	176,081	178,715	186,578
\$200,001 - \$300,000	451		16.80%	248,468	260,284	249,699	253,139	259,390
\$300,001 and up	276		10.28%	469,581	422,522	413,408	459,663	666,635
Average List Price:		\$175,124			\$96,170	\$148,128	\$255,013	\$396,144
Total Closed Units:		2,684			343	1602	659	80
Total List Volume:		470,033,099			32.99M	237.30M	168.05M	31.69M



Monthly Inventory Analysis

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February 2017

Closed Sales as of Mar 10, 2017



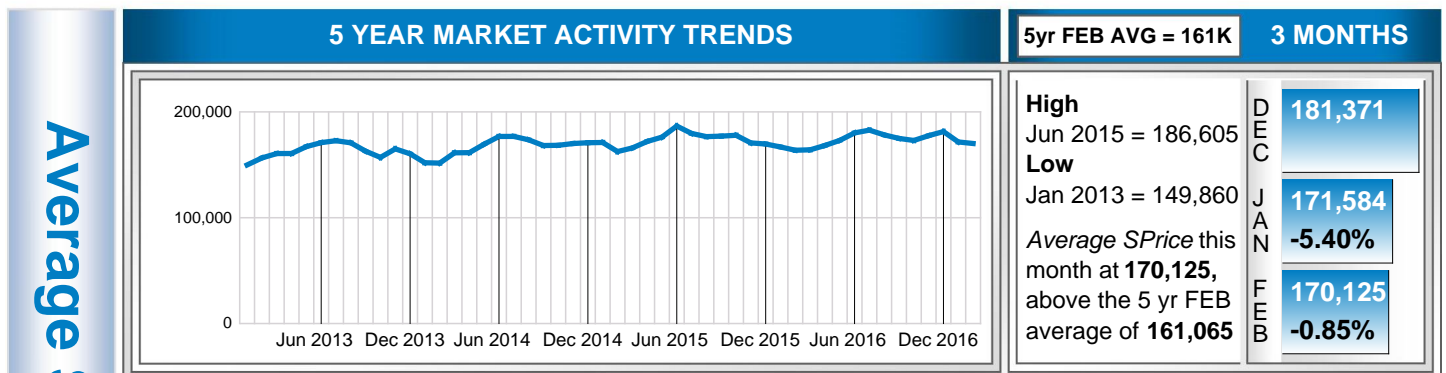
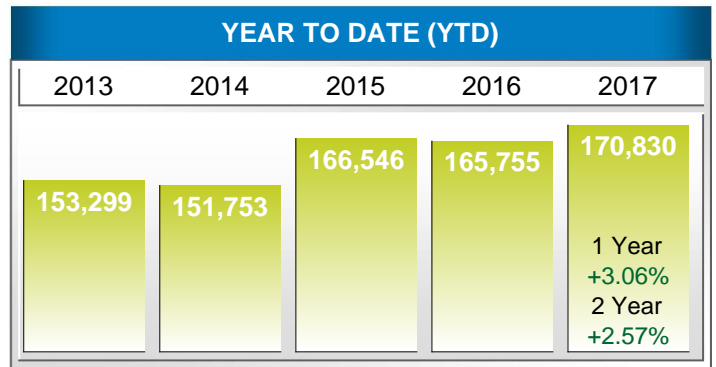
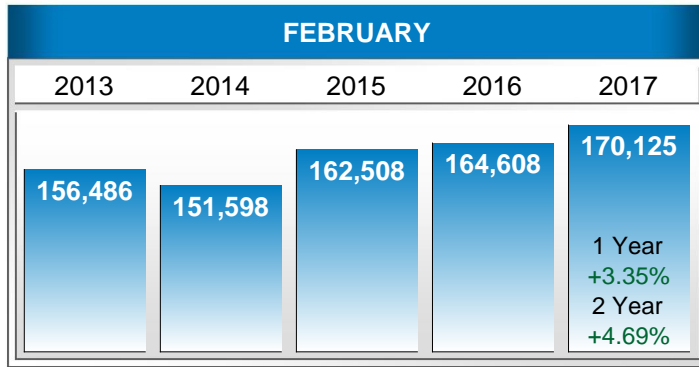
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Average Sold Price at Closing

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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	110		4.10%	17,247	16,701	17,493	18,766	0
\$25,001 - \$75,000	397		14.79%	51,897	49,679	53,343	49,258	58,255
\$75,001 - \$100,000	258		9.61%	88,446	87,551	88,487	90,948	86,700
\$100,001 - \$150,000	657		24.48%	128,002	125,557	128,135	128,820	143,166
\$150,001 - \$200,000	555		20.68%	173,607	173,237	172,693	175,873	178,444
\$200,001 - \$300,000	442		16.47%	246,364	242,258	243,771	248,444	251,226
\$300,001 and up	265		9.87%	460,204	385,000	395,669	447,389	649,124
Average Closed Price:	\$170,125				\$90,323	\$144,004	\$248,966	\$385,898
Total Closed Units:	2,684				343	1602	659	80
Total Closed Volume:	456,615,367				30.98M	230.69M	164.07M	30.87M



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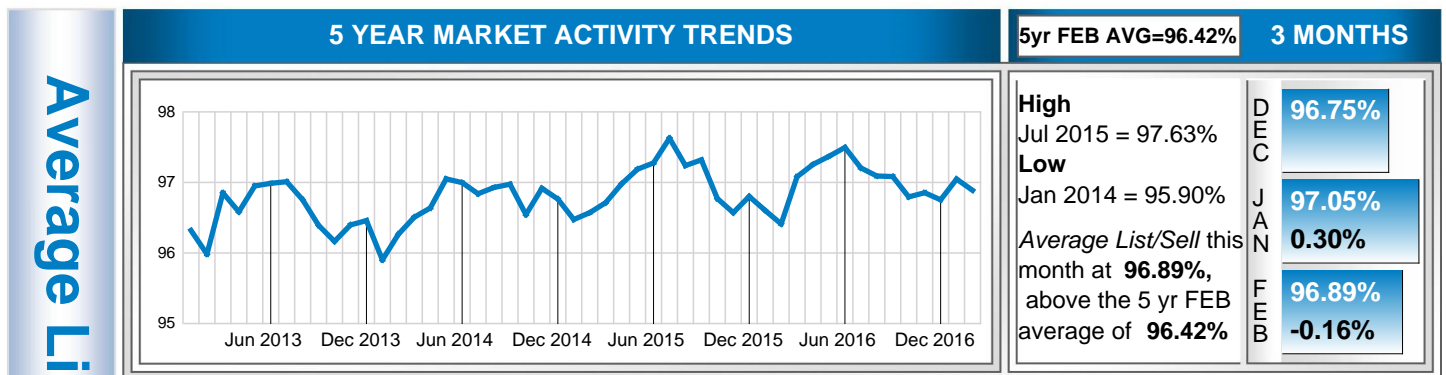
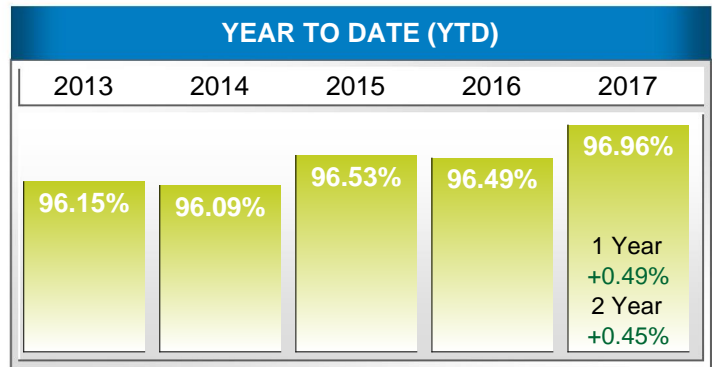
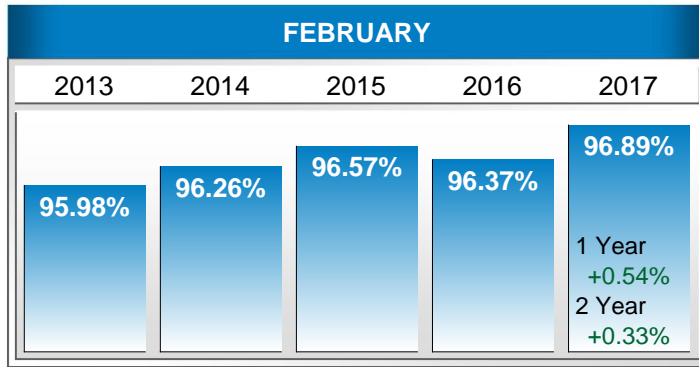
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Average Percent of List Price to Selling Price

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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	110	4.10%	89.28%	88.88%	90.87%	80.79%	0.00%
\$25,001 \$75,000	397	14.79%	94.54%	91.95%	95.87%	95.54%	92.74%
\$75,001 \$100,000	258	9.61%	95.77%	96.58%	95.66%	94.32%	96.65%
\$100,001 \$150,000	657	24.48%	98.06%	96.11%	98.03%	97.78%	157.22%
\$150,001 \$200,000	555	20.68%	98.22%	96.95%	98.22%	98.54%	95.99%
\$200,001 \$300,000	442	16.47%	97.88%	93.53%	97.89%	98.22%	96.93%
\$300,001 and up	265	9.87%	97.30%	91.41%	96.21%	98.02%	97.40%
Average List/Sell Ratio: 96.90%				93.49%	97.18%	97.71%	98.91%
Total Closed Units: 2,684				343	1602	659	80
Total Closed Volume: 456,615,367				30.98M	230.69M	164.07M	30.87M



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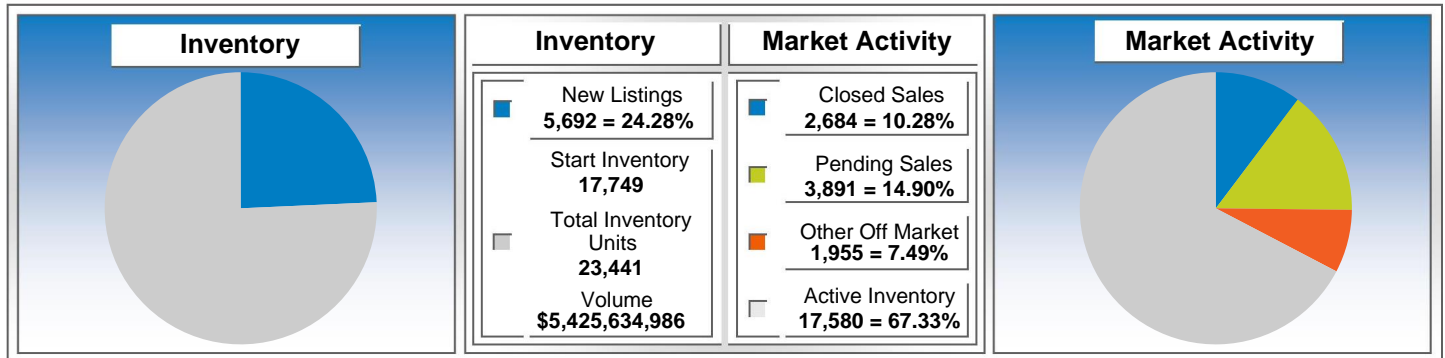
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Market Summary

Report Produced on: Mar 13, 2017

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



Absorption: Last 12 months, an Average of **3,757** Sales/Month

Active Inventory as of February 28, 2017 = **17,580**

	FEBRUARY			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	2,431	2,684	10.41%	4,977	5,194	4.36%
Pending Sales	3,595	3,891	8.23%	6,716	7,335	9.22%
New Listings	5,694	5,692	-0.04%	11,261	11,540	2.48%
Average List Price	170,258	175,124	2.86%	171,335	176,533	3.03%
Average Sale Price	164,608	170,125	3.35%	165,755	170,830	3.06%
Average Percent of List Price to Selling Price	96.37%	96.89%	0.54%	96.49%	96.96%	0.49%
Average Days on Market to Sale	71.24	69.83	-1.98%	69.24	68.93	-0.46%
Monthly Inventory	17,634	17,580	-0.31%	17,634	17,580	-0.31%
Months Supply of Inventory	4.72	4.68	-0.91%	4.72	4.68	-0.91%

