



# January 2015

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



OKLAHOMA  
ASSOCIATION OF  
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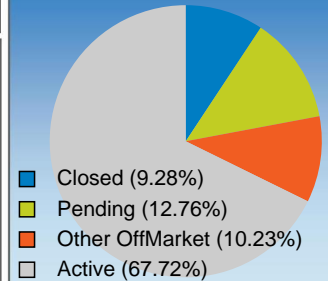
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**Absorption:** Last 12 months, an Average of **3,784** Sales/Month

**Active Inventory** as of January 31, 2015 = **18,212**

	JANUARY		
	2014	2015	+/-%
Closed Listings	2,543	2,497	-1.81%
Pending Listings	3,325	3,433	3.25%
New Listings	5,907	5,383	-8.87%
Average List Price	157,540	176,787	12.22%
Average Sale Price	151,651	170,809	12.63%
Average Percent of List Price to Selling Price	95.81%	96.66%	0.89%
Average Days on Market to Sale	83.57	79.36	-5.04%
End of Month Inventory	20,548	18,212	-11.37%
Months Supply of Inventory	5.62	4.81	-14.31%

## Market Activity



Report Produced on: Feb 11, 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 January 2015 decreased **11.37%** to 18,212 existing homes available for sale. Over the last 12 months this area has had an average of 3,784 closed sales per month. This represents an unsold inventory index of **4.81** 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 **12.63%** in January 2015 to \$170,809 versus the previous year at \$151,651.

### Average Days on Market Shortens

The average number of **79.36** days that homes spent on the market before selling decreased by 4.22 days or **5.04%** in January 2015 compared to last year's same month at **83.57** DOM.

### Sales Success for January 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 5,383 New Listings in January 2015, down **8.87%** from last year at 5,907. Furthermore, there were 2,497 Closed Listings this month versus last year at 2,543, a **-1.81%** decrease.

Closed versus Listed trends yielded a **46.4%** ratio, up from last year's January 2015 at **43.1%**, a **7.75%** 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](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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## January 2015

Closed Sales as of Feb 10, 2015



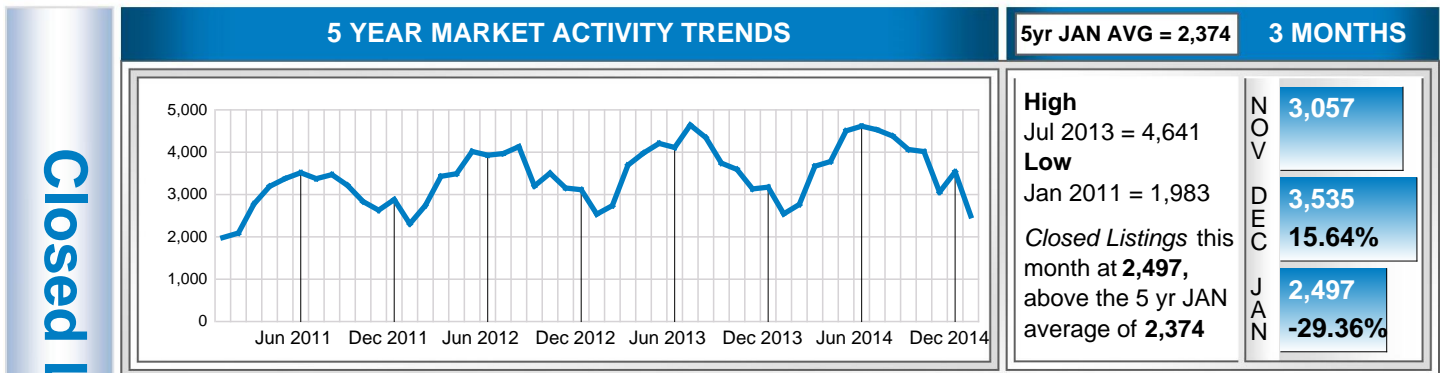
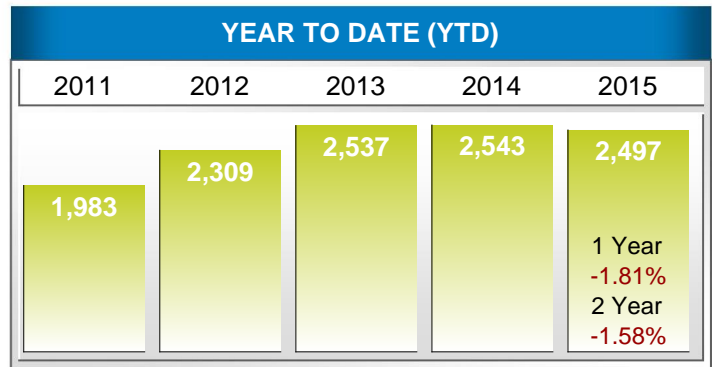
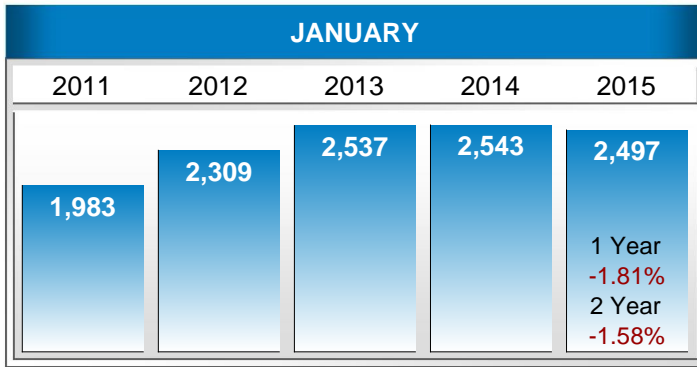
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### Closed Listings

Report Produced on: Feb 11, 2015

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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	92	3.68%	104.8	40	43	7	2	
\$25,001 - \$75,000	442	17.70%	82.9	178	235	25	4	
\$75,001 - \$100,000	278	11.13%	85.8	76	167	31	4	
\$100,001 - \$150,000	609	24.39%	65.7	101	430	68	10	
\$150,001 - \$200,000	401	16.06%	74.7	58	220	116	7	
\$200,001 - \$300,000	413	16.54%	88.3	47	162	179	25	
\$300,001 and up	262	10.49%	82.1	22	60	132	48	
Total Closed Units: 2,497				79.4	522	1317	558	100
Total Closed Volume: 426,510,152					61.03M	186.24M	140.35M	38.89M
Average Closed Price: \$170,809					\$116,922	\$141,410	\$251,517	\$388,938



# Monthly Inventory Analysis

Data from the  
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## January 2015

Pending Listings as of Feb 10, 2015



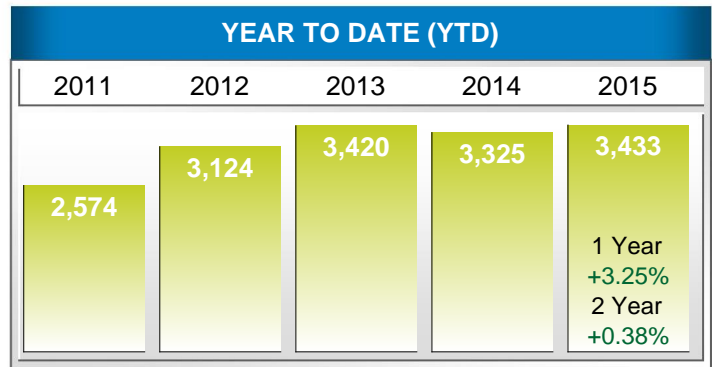
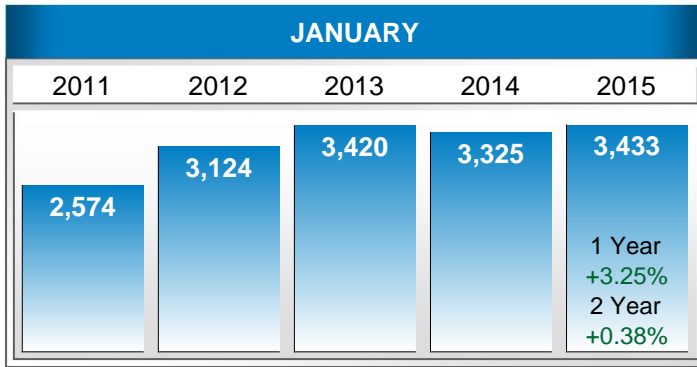
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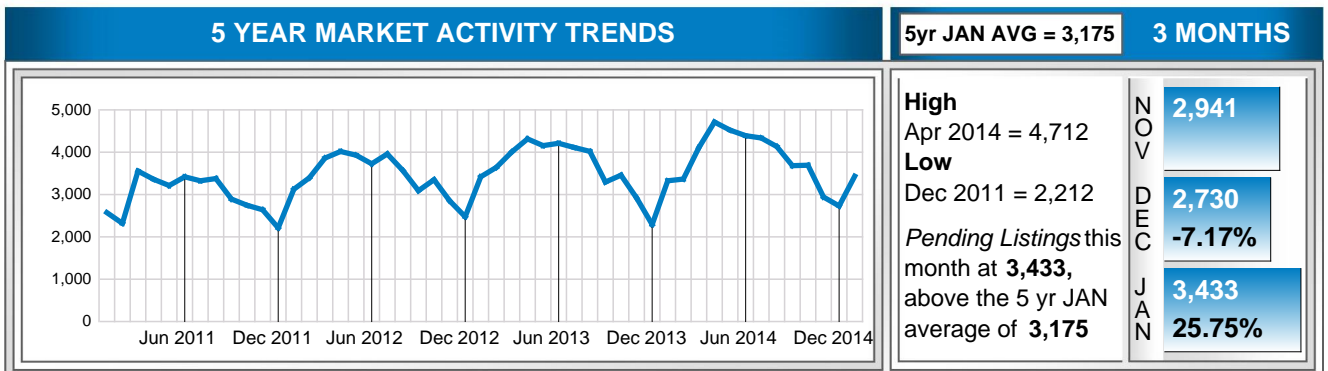
## Pending Listings

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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+	
\$25,000 and less	107	3.12%	80.6	52	50	4	1		
\$25,001 - \$75,000	562	16.37%	80.5	188	315	51	8		
\$75,001 - \$100,000	369	10.75%	81.8	80	237	51	1		
\$100,001 - \$150,000	796	23.19%	64.5	120	568	99	9		
\$150,001 - \$200,000	657	19.14%	77.8	57	407	179	14		
\$200,001 - \$300,000	595	17.33%	82.0	62	213	290	30		
\$300,001 and up	347	10.11%	75.5	17	80	195	55		
Total Pending Units: 3,433					82.9	576	1870	869	118
Total Pending Volume: 595,042,962						64.11M	272.12M	212.35M	46.45M
Average Listing Price: \$191,464						\$111,307	\$145,521	\$244,365	\$393,672

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# Monthly Inventory Analysis

Data from the  
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## January 2015

New Listings as of Feb 10, 2015



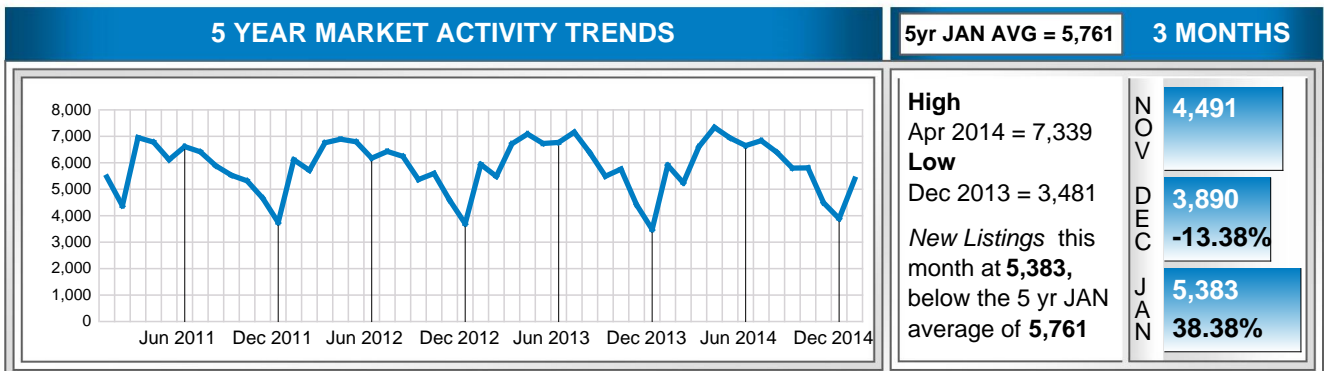
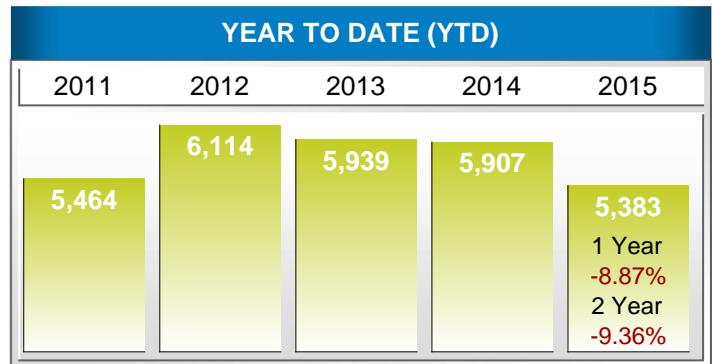
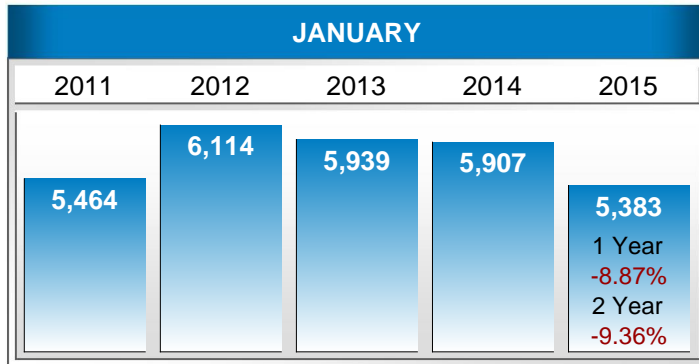
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### New Listings

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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	503	9.34%	232	227	40	4	
\$50,001 - \$75,000	514	9.55%	177	292	40	5	
\$75,001 - \$100,000	552	10.25%	150	343	56	3	
\$100,001 - \$175,000	1,585	29.44%	186	1,143	238	18	
\$175,001 - \$250,000	958	17.80%	82	494	368	14	
\$250,001 - \$375,000	699	12.99%	50	243	346	60	
\$375,001 and up	572	10.63%	19	109	336	108	
Total New Listed Units:			5,383	896	2,851	1,424	212
Total New Listed Volume:			1,090,929,258	102.06M	456.24M	424.91M	107.72M
Average New Listed Listing Price:			\$288,221	\$113,902	\$160,028	\$298,391	\$508,128



# Monthly Inventory Analysis

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## January 2015

Active Inventory as of Feb 10, 2015



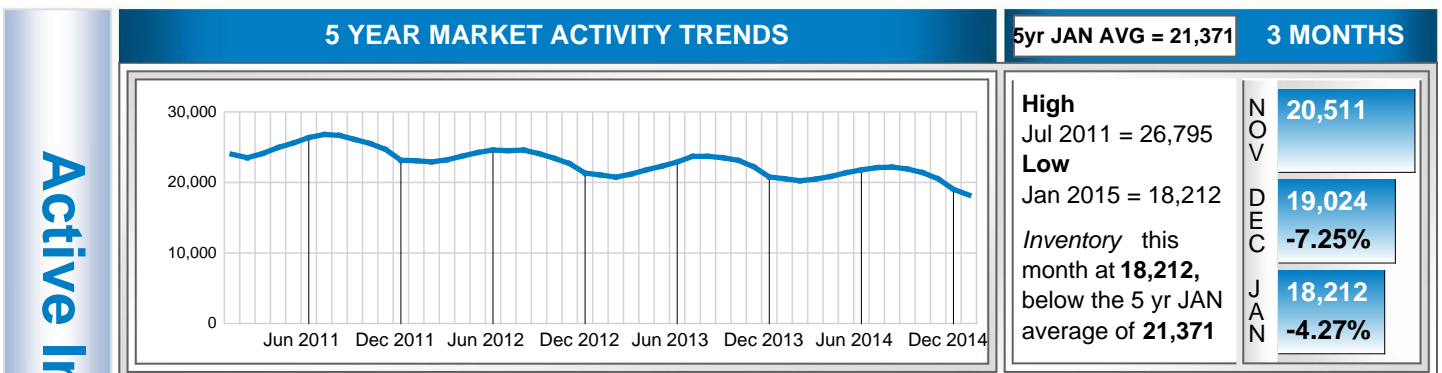
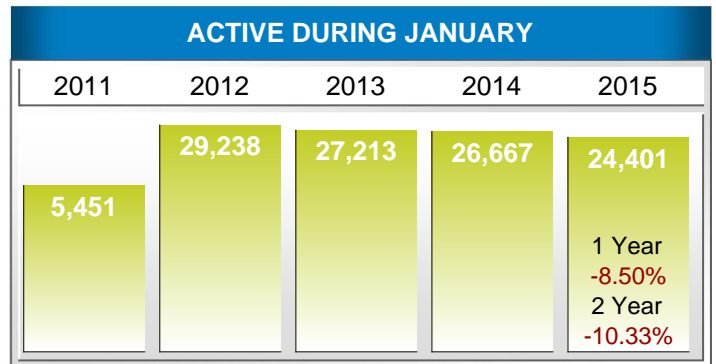
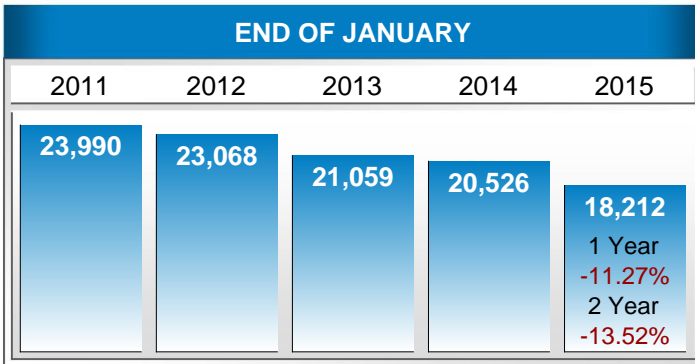
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## Active Inventory

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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	1,668	9.16%	139.2	817	734	106	11
\$50,001 - \$75,000	1,825	10.02%	136.0	685	993	132	15
\$75,001 - \$100,000	2,051	11.26%	128.4	576	1,261	192	22
\$100,001 - \$175,000	4,757	26.12%	114.6	871	3,053	762	71
\$175,001 - \$250,000	3,252	17.86%	118.0	486	1,581	1,089	96
\$250,001 - \$375,000	2,546	13.98%	119.9	323	901	1,120	202
\$375,001 and up	2,113	11.60%	126.5	193	397	1,106	417
Total Active Inventory by Units:			123.3	3,951	8,920	4,507	834
Total Active Inventory by Volume:		3,934,918,709		569.33M	1.48B	1.40B	483.35M
Average Active Inventory Listing Price:		\$216,062		\$144,099	\$166,336	\$310,299	\$579,556





# Monthly Inventory Analysis

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## January 2015

Active Inventory as of Feb 10, 2015



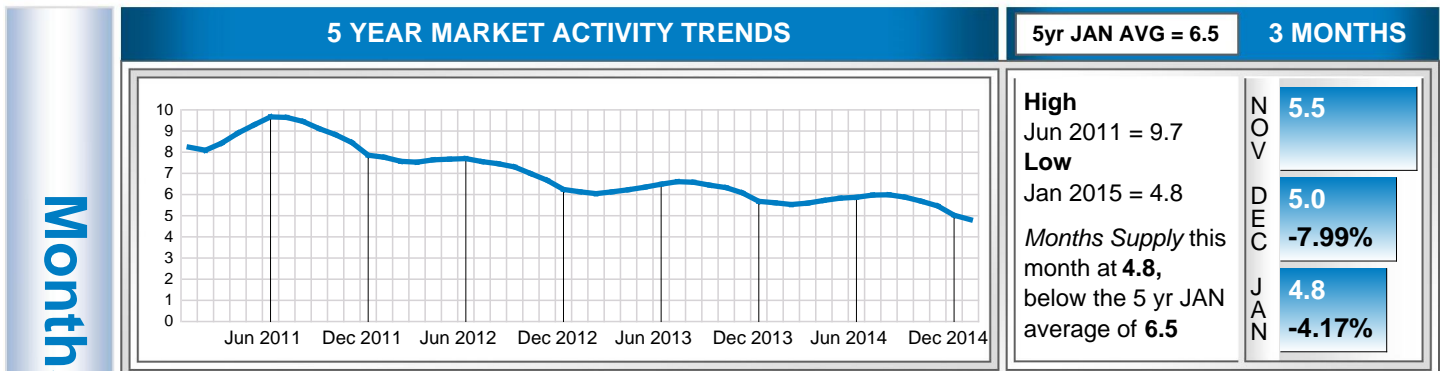
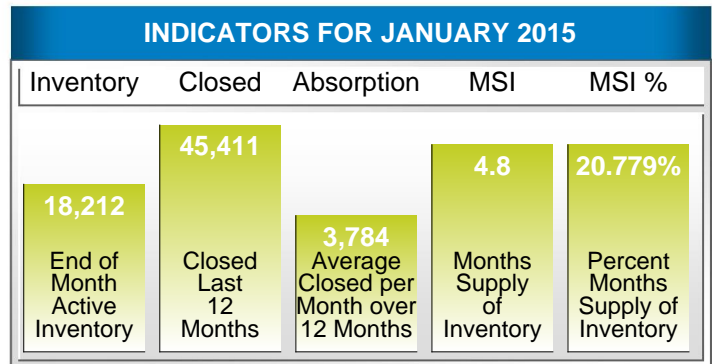
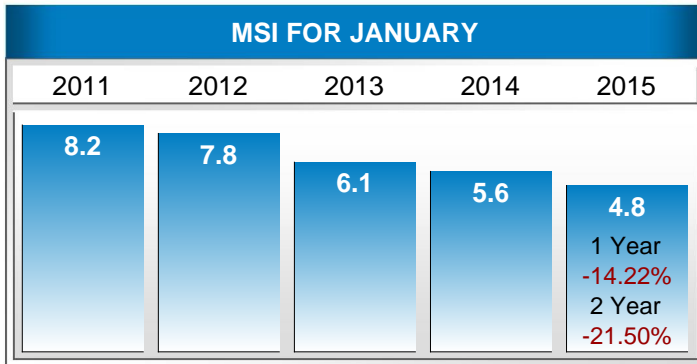
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## Months Supply of Inventory

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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	1,668		9.16%	4.0	4.5	3.6	3.9	3.9
\$50,001 - \$75,000	1,825		10.02%	5.8	6.4	5.4	6.1	6.7
\$75,001 - \$100,000	2,051		11.26%	5.1	5.9	4.8	5.4	6.1
\$100,001 - \$175,000	4,757		26.12%	3.5	4.2	3.3	3.7	5.7
\$175,001 - \$250,000	3,252		17.86%	4.7	5.6	4.7	4.5	5.6
\$250,001 - \$375,000	2,546		13.98%	6.1	7.9	6.9	5.2	6.6
\$375,001 and up	2,113		11.60%	10.4	12.3	9.6	10.1	11.4
MSI:		4.8			5.3	4.3	5.3	7.9
Total Active Inventory:		18,212			3,951	8,920	4,507	834



# Monthly Inventory Analysis

Data from the  
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## January 2015

Closed Sales as of Feb 10, 2015



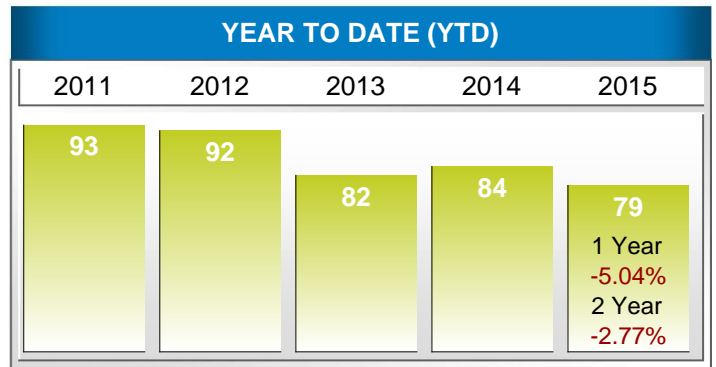
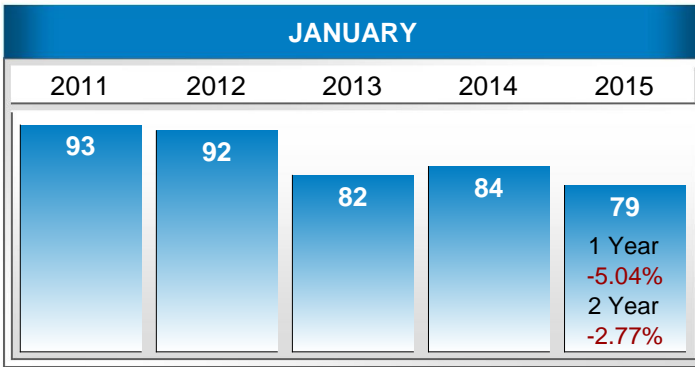
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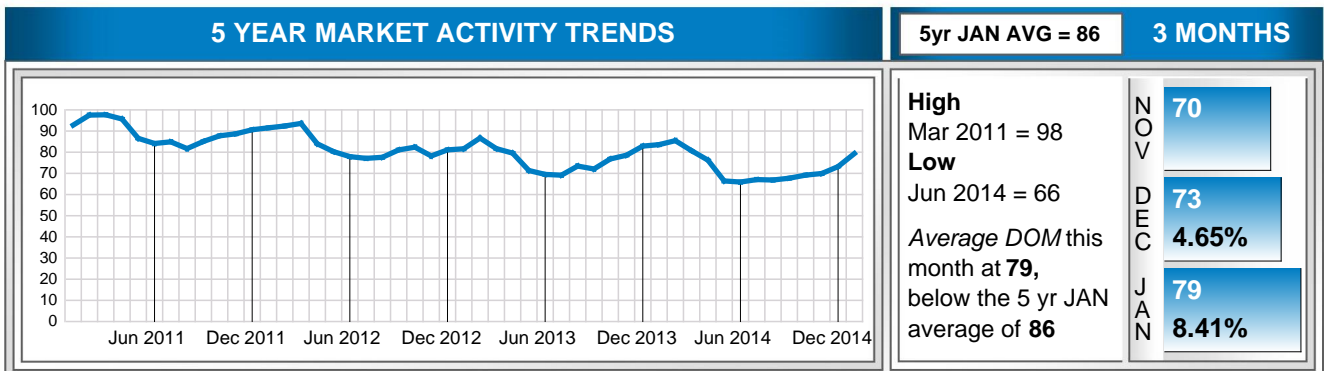
### Average Days on Market to Sale

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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	92	3.68%	104.8	114.9	101.2	60.0	137.5
\$25,001 - \$75,000	442	17.70%	82.9	89.1	78.0	86.6	76.0
\$75,001 - \$100,000	278	11.13%	85.8	101.4	74.3	110.6	78.8
\$100,001 - \$150,000	609	24.39%	65.7	67.3	65.2	67.6	59.1
\$150,001 - \$200,000	401	16.06%	74.7	82.6	77.4	65.9	71.1
\$200,001 - \$300,000	413	16.54%	88.3	102.0	90.8	80.0	106.4
\$300,001 and up	262	10.49%	82.1	139.0	84.0	81.5	55.5
Average Closed DOM: 79.4				91.2	75.9	77.7	73.1
Total Closed Units: 2,497				522	1317	558	100
Total Closed Volume: 426,510,152				61.03M	186.24M	140.35M	38.89M



# Monthly Inventory Analysis

Data from the  
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## January 2015

Closed Sales as of Feb 10, 2015



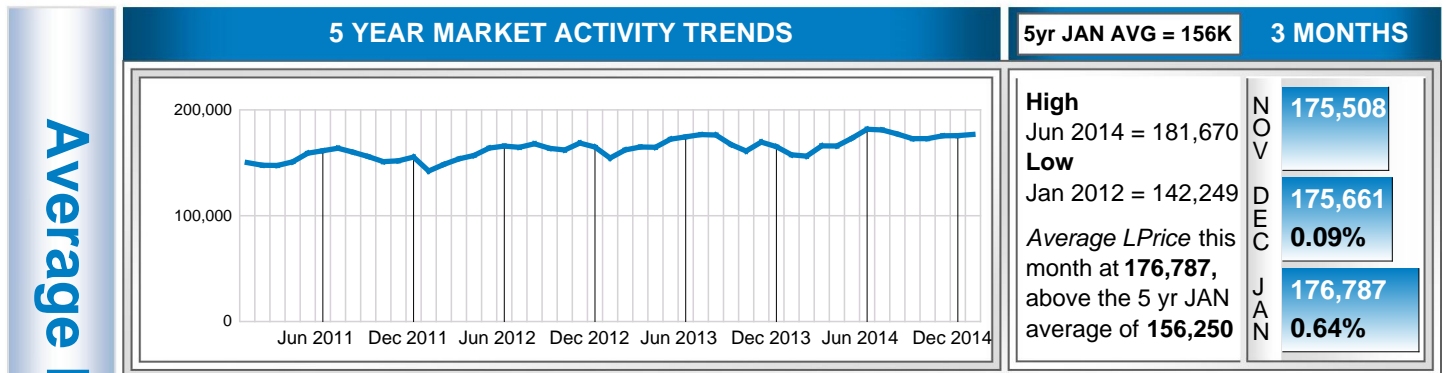
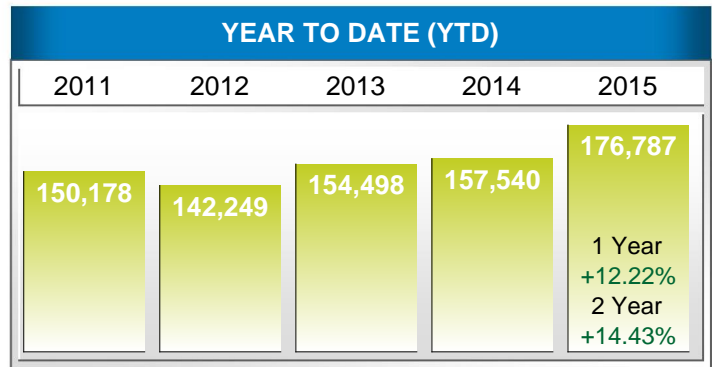
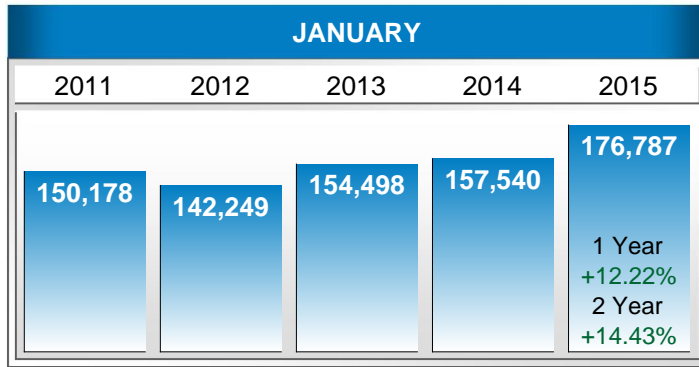
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## Average List Price at Closing

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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	71		2.84%	18,833	22,829	20,445	27,000	20,950
\$25,001 - \$75,000	437		17.50%	52,609	52,724	57,040	62,398	58,475
\$75,001 - \$100,000	278		11.13%	88,598	91,654	92,018	90,135	81,450
\$100,001 - \$150,000	595		23.83%	127,397	130,919	129,333	134,054	130,540
\$150,001 - \$200,000	421		16.86%	173,570	177,202	175,211	179,748	187,643
\$200,001 - \$300,000	420		16.82%	248,248	250,493	249,717	253,321	269,957
\$300,001 and up	275		11.01%	506,693	527,844	486,918	483,543	628,247
Average List Price:		\$176,787			\$122,893	\$146,909	\$257,494	\$401,253
Total Closed Units:		2,497			522	1317	558	100
Total List Volume:		441,436,634			64.15M	193.48M	143.68M	40.13M





# Monthly Inventory Analysis

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## January 2015

Closed Sales as of Feb 10, 2015



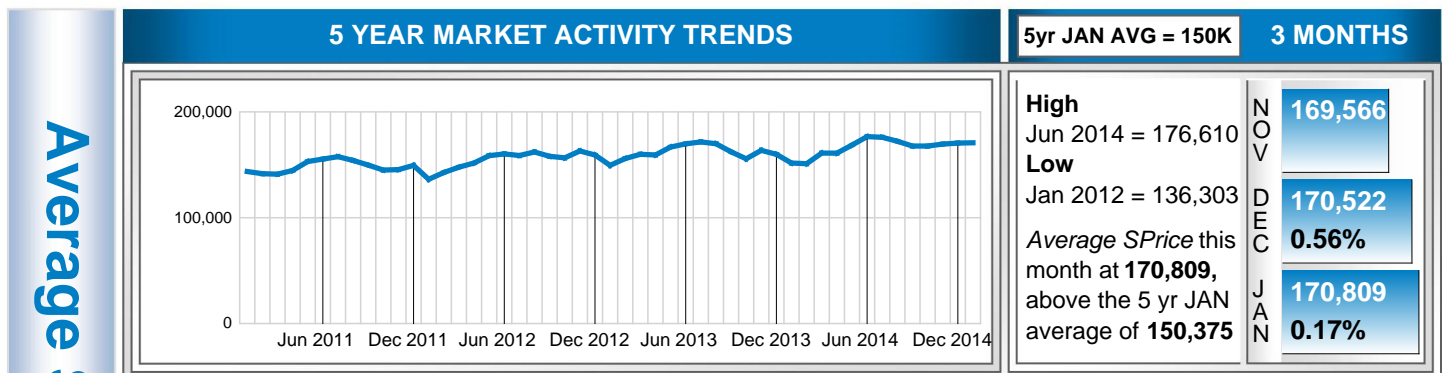
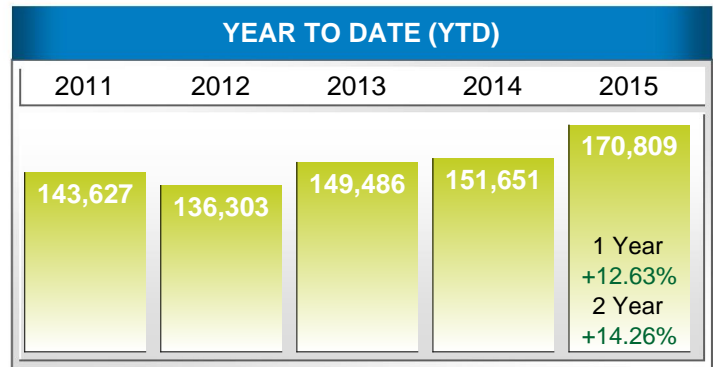
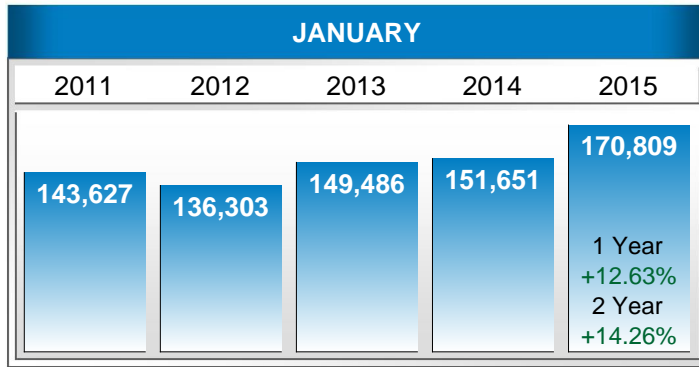
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## Average Sold Price at Closing

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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	92	3.68%	18,387	19,104	17,221	23,043	12,800
\$25,001 - \$75,000	442	17.70%	51,658	48,672	53,228	58,057	52,250
\$75,001 - \$100,000	278	11.13%	87,643	87,062	88,300	86,018	83,830
\$100,001 - \$150,000	609	24.39%	126,014	126,296	125,573	128,904	122,430
\$150,001 - \$200,000	401	16.06%	172,387	170,755	171,066	175,355	178,257
\$200,001 - \$300,000	413	16.54%	246,146	244,969	242,711	247,527	260,731
\$300,001 and up	262	10.49%	496,539	491,614	454,852	474,646	611,115
Average Closed Price: \$170,809				\$116,922	\$141,410	\$251,517	\$388,938
Total Closed Units: 2,497				522	1317	558	100
Total Closed Volume: 426,510,152				61.03M	186.24M	140.35M	38.89M



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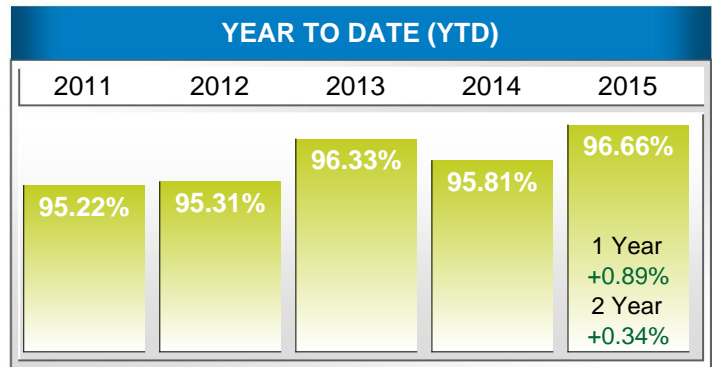
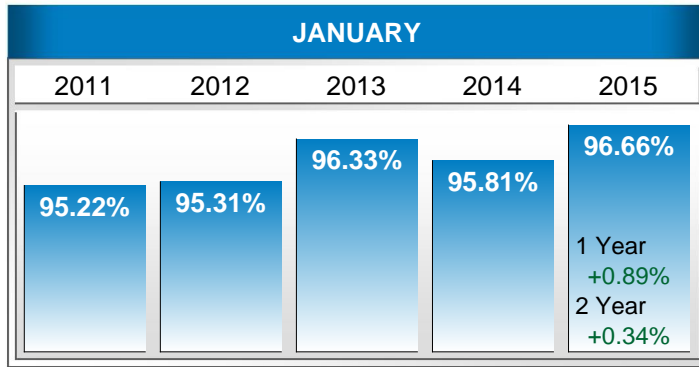
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### Average Percent of List Price to Selling Price

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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	92	3.68%	84.97%	84.13%	86.34%	86.04%	68.65%	
\$25,001 - \$75,000	442	17.70%	94.74%	94.46%	95.18%	93.53%	88.56%	
\$75,001 - \$100,000	278	11.13%	96.31%	95.66%	96.50%	95.97%	103.37%	
\$100,001 - \$150,000	609	24.39%	97.58%	100.02%	97.22%	96.72%	94.30%	
\$150,001 - \$200,000	401	16.06%	97.53%	96.50%	97.80%	97.65%	95.49%	
\$200,001 - \$300,000	413	16.54%	97.67%	97.86%	97.43%	97.97%	96.65%	
\$300,001 and up	262	10.49%	99.32%	94.83%	104.34%	98.30%	97.87%	
Average List/Sell Ratio:				96.70%	95.47%	96.86%	97.37%	96.31%
Total Closed Units:				2,497	522	1317	558	100
Total Closed Volume:				426,510,152	61.03M	186.24M	140.35M	38.89M



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**OKLAHOMA ASSOCIATION OF REALTORS®**

## January 2015

Inventory as of Feb 10, 2015



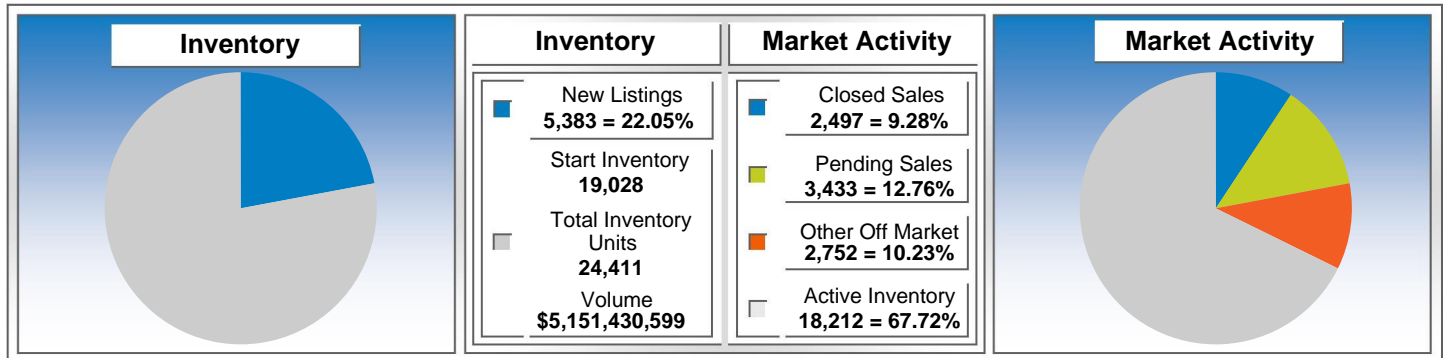
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## Market Summary

Report Produced on: Feb 11, 2015

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



**Absorption:** Last 12 months, an Average of **3,784** Sales/Month

**Active Inventory** as of January 31, 2015 = **18,212**

	JANUARY			Year To Date		
	2014	2015	+/-%	2014	2015	+/-%
Closed Sales	2,543	2,497	-1.81%	2,543	2,497	-1.81%
Pending Sales	3,325	3,433	3.25%	3,325	3,433	3.25%
New Listings	5,907	5,383	-8.87%	5,907	5,383	-8.87%
Average List Price	157,540	176,787	12.22%	157,540	176,787	12.22%
Average Sale Price	151,651	170,809	12.63%	151,651	170,809	12.63%
Average Percent of List Price to Selling Price	95.81%	96.66%	0.89%	95.81%	96.66%	0.89%
Average Days on Market to Sale	83.57	79.36	-5.04%	83.57	79.36	-5.04%
Monthly Inventory	20,548	18,212	-11.37%	20,548	18,212	-11.37%
Months Supply of Inventory	5.62	4.81	-14.31%	5.62	4.81	-14.31%

