



# January 2017

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



OKLAHOMA  
ASSOCIATION OF  
REALTORS®

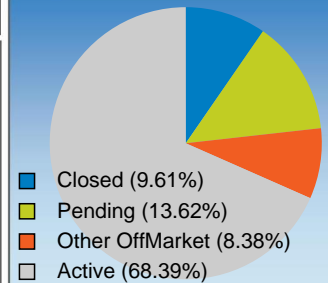
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**Absorption:** Last 12 months, an Average of **3,730** Sales/Month

**Active Inventory** as of January 31, 2017 = **17,600**

	JANUARY		
	2016	2017	+/-%
Closed Listings	2,546	2,472	-2.91%
Pending Listings	3,120	3,506	12.37%
New Listings	5,565	5,821	4.60%
Average List Price	172,363	178,396	3.50%
Average Sale Price	166,845	171,859	3.00%
Average Percent of List Price to Selling Price	96.60%	96.49%	-0.11%
Average Days on Market to Sale	67.34	67.72	0.57%
End of Month Inventory	17,425	17,600	1.00%
Months Supply of Inventory	4.63	4.72	1.95%

## Market Activity



Report Produced on: Feb 13, 2017

# 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 January 2017 rose **1.00%** to 17,600 existing homes available for sale. Over the last 12 months this area has had an average of 3,730 closed sales per month. This represents an unsold inventory index of **4.72** 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 **3.00%** in January 2017 to \$171,859 versus the previous year at \$166,845.

### Average Days on Market Lengthens

The average number of **67.72** days that homes spent on the market before selling increased by 0.38 days or **0.57%** in January 2017 compared to last year's same month at **67.34** DOM.

### Sales Success for January 2017 is Positive

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

There were 5,821 New Listings in January 2017, up **4.60%** from last year at 5,565. Furthermore, there were 2,472 Closed Listings this month versus last year at 2,546, a **-2.91%** decrease.

Closed versus Listed trends yielded a **42.5%** ratio, down from last year's January 2017 at **45.8%**, a **7.18%** 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](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  
**OKLAHOMA ASSOCIATION OF REALTORS®**

## January 2017

Closed Sales as of Feb 10, 2017



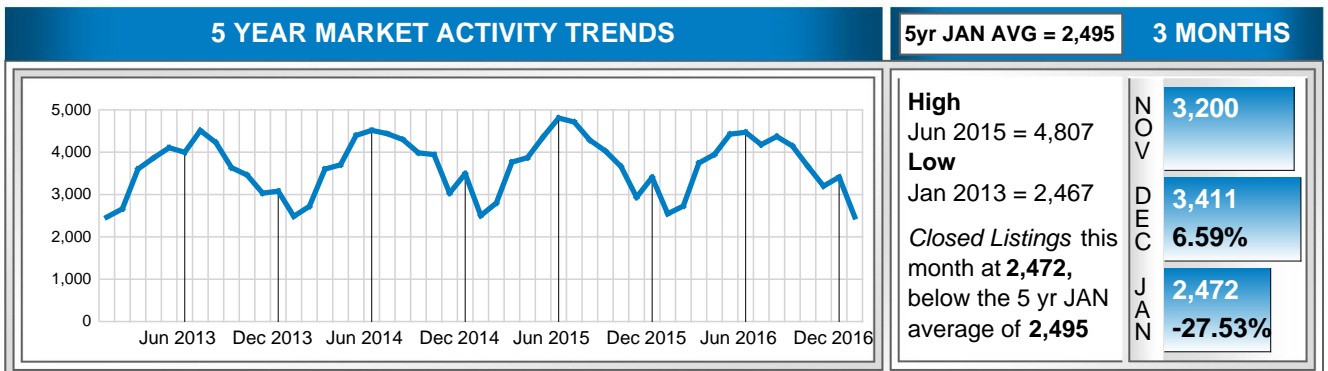
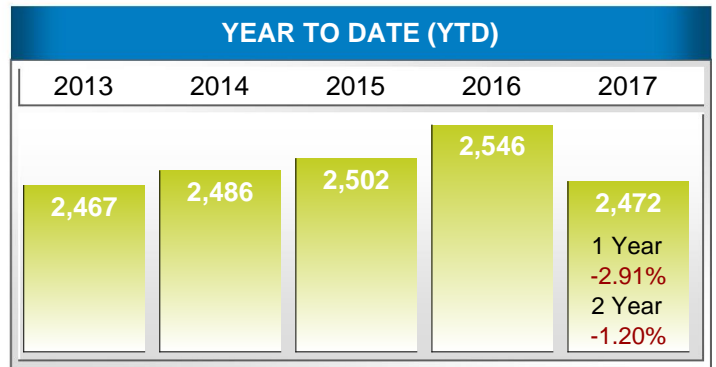
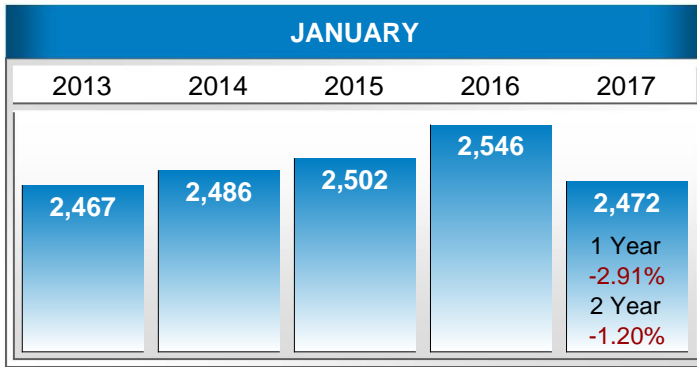
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### Closed Listings

Report Produced on: Feb 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	80	3.24%	50.9	28	39	12	1
\$25,001 - \$75,000	402	16.26%	67.1	133	230	39	0
\$75,001 - \$100,000	235	9.51%	59.9	44	169	21	1
\$100,001 - \$150,000	610	24.68%	58.5	66	459	77	8
\$150,001 - \$200,000	478	19.34%	67.5	23	325	123	7
\$200,001 - \$300,000	413	16.71%	80.2	13	185	194	21
\$300,001 and up	254	10.28%	83.2	11	77	134	32
<b>Total Closed Units:</b>	<b>2,472</b>		<b>67.7</b>	<b>318</b>	<b>1484</b>	<b>600</b>	<b>70</b>
<b>Total Closed Volume:</b>	<b>424,835,746</b>			<b>33.44M</b>	<b>218.86M</b>	<b>144.01M</b>	<b>28.53M</b>
<b>Average Closed Price:</b>	<b>\$171,859</b>			<b>\$105,162</b>	<b>\$147,477</b>	<b>\$240,013</b>	<b>\$407,582</b>



# Monthly Inventory Analysis

Data from the  
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## January 2017

Pending Listings as of Feb 10, 2017



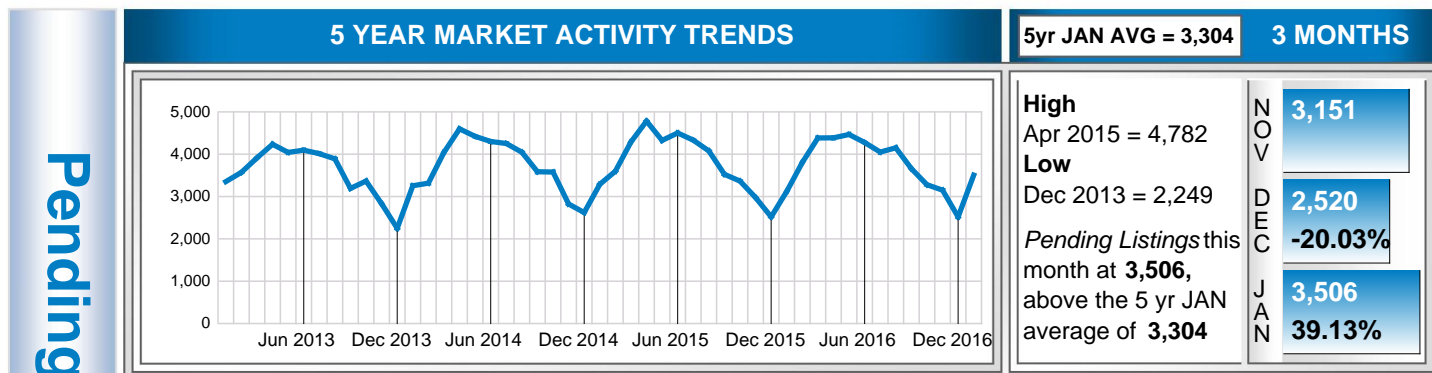
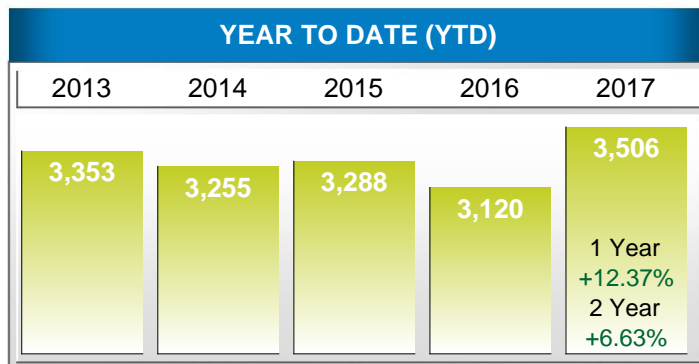
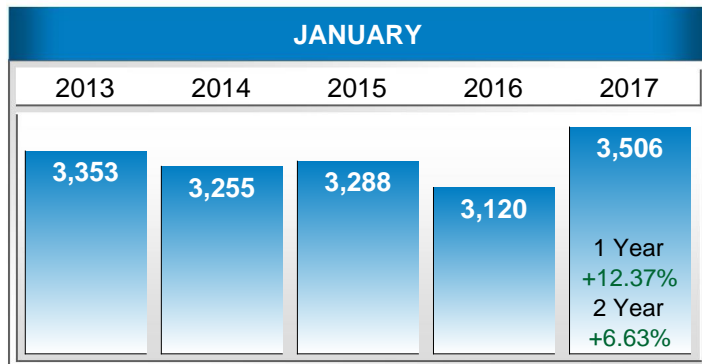
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### Pending Listings

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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	160	4.56%	46.6	44	100	15	1		
\$25,001 - \$75,000	507	14.46%	67.1	170	292	39	6		
\$75,001 - \$100,000	330	9.41%	58.3	75	226	25	4		
\$100,001 - \$175,000	1,184	33.77%	62.5	92	910	171	11		
\$175,001 - \$225,000	513	14.63%	75.4	14	308	179	12		
\$225,001 - \$300,000	428	12.21%	89.1	9	178	214	27		
\$300,001 and up	384	10.95%	69.5	13	111	221	39		
Total Pending Units: 3,506					67.9	417	2125	864	100
Total Pending Volume: 616,721,963						39.49M	317.49M	222.83M	36.91M
Average Listing Price: \$170,928						\$94,700	\$149,407	\$257,901	\$369,147



# Monthly Inventory Analysis

Data from the  
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## January 2017

New Listings as of Feb 10, 2017



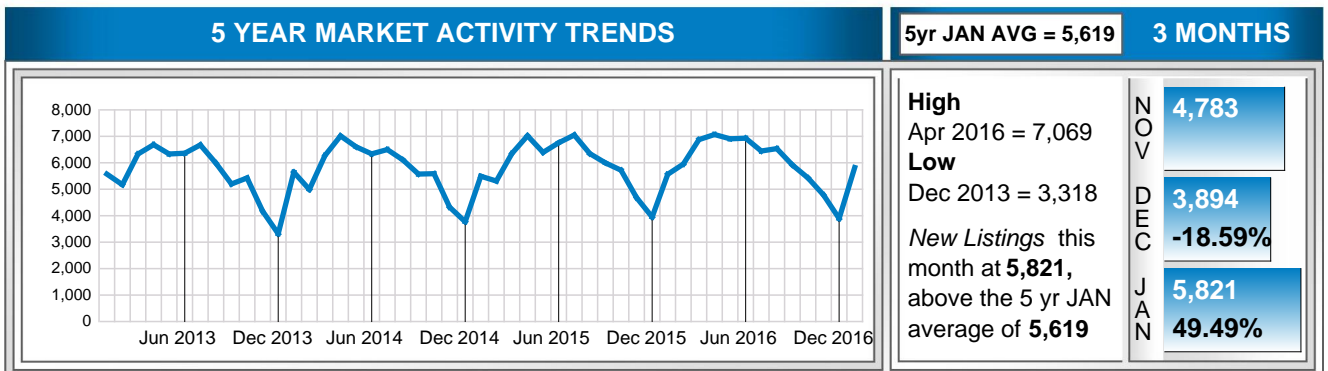
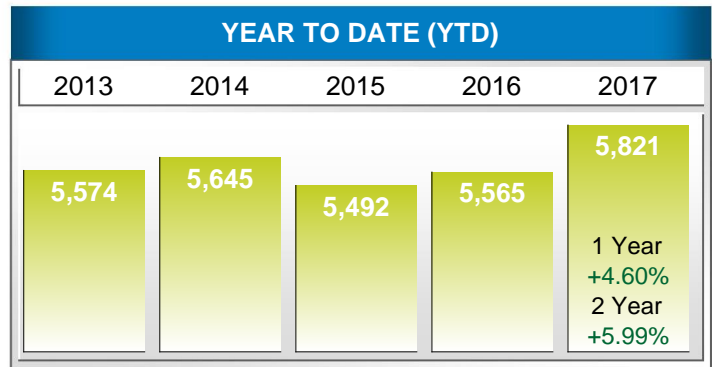
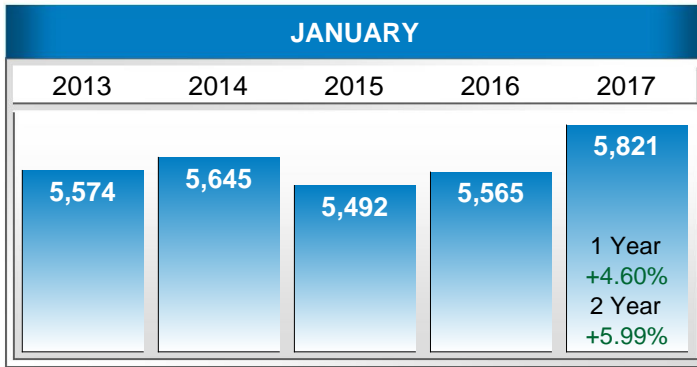
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### New Listings

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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	506	8.69%	221	245	39	1
\$50,001 - \$75,000	462	7.94%	150	275	30	7
\$75,001 - \$125,000	998	17.14%	173	704	112	9
\$125,001 - \$200,000	1,629	27.98%	113	1,154	336	26
\$200,001 - \$275,000	870	14.95%	30	437	376	27
\$275,001 - \$375,000	665	11.42%	14	242	367	42
\$375,001 and up	691	11.87%	21	156	392	122
Total New Listed Units:			722	3213	1652	234
Total New Listed Volume:			75.99M	549.16M	510.06M	123.22M
Average New Listed Listing Price:			\$105,247	\$170,918	\$308,754	\$526,584



# Monthly Inventory Analysis

Data from the  
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## January 2017

Active Inventory as of Feb 10, 2017



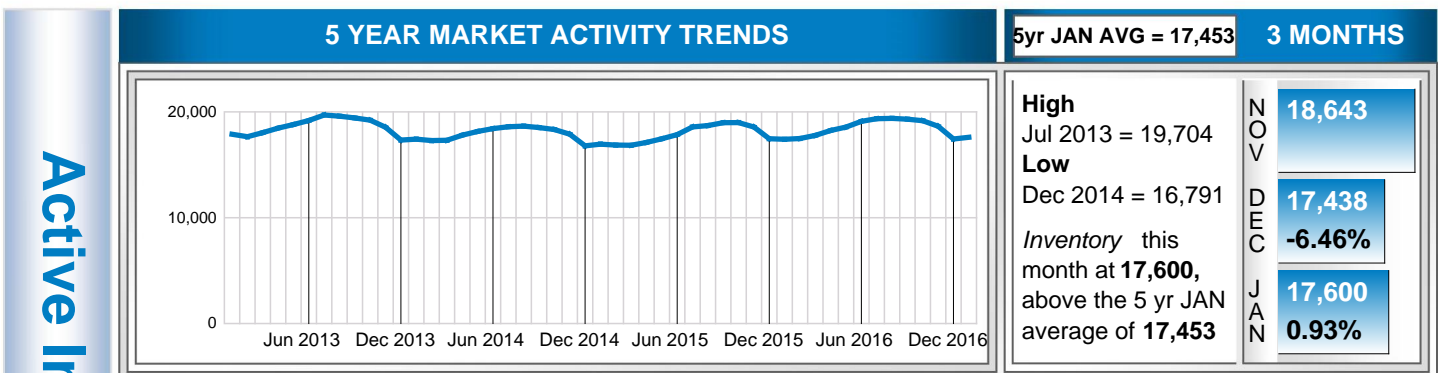
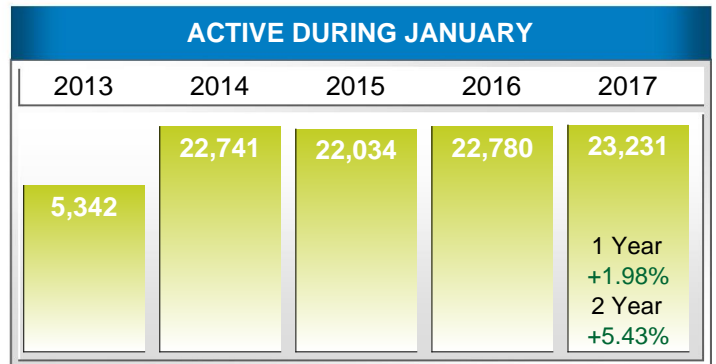
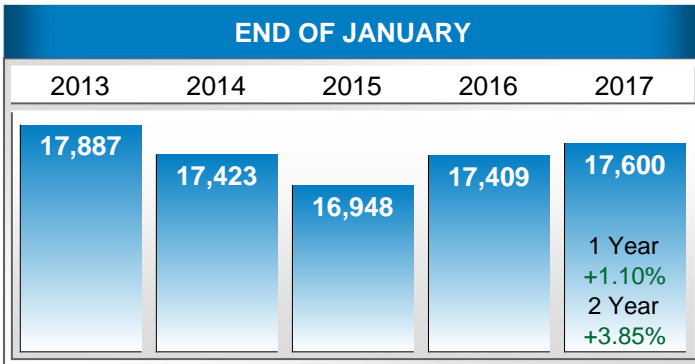
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## Active Inventory

Report Produced on: Feb 13, 2017

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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	1,528	8.68%	159.7	740	667	110	11	
\$50,001 - \$75,000	1,535	8.72%	135.4	484	889	142	20	
\$75,001 - \$125,000	2,761	15.69%	126.6	478	1,905	343	35	
\$125,001 - \$200,000	4,390	24.94%	108.8	368	2,949	981	92	
\$200,001 - \$275,000	2,821	16.03%	106.9	131	1,459	1,125	106	
\$275,001 - \$425,000	2,711	15.40%	111.5	97	940	1,436	238	
\$425,001 and up	1,854	10.53%	127.6	53	379	950	472	
Total Active Inventory by Units:			17,600	120.4	2,351	9,188	5,087	974
Total Active Inventory by Volume:			4,152,161,965		260.75M	1.67B	1.63B	587.46M
Average Active Inventory Listing Price:			\$235,918		\$110,911	\$181,862	\$321,015	\$603,144



# Monthly Inventory Analysis

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## January 2017

Active Inventory as of Feb 10, 2017



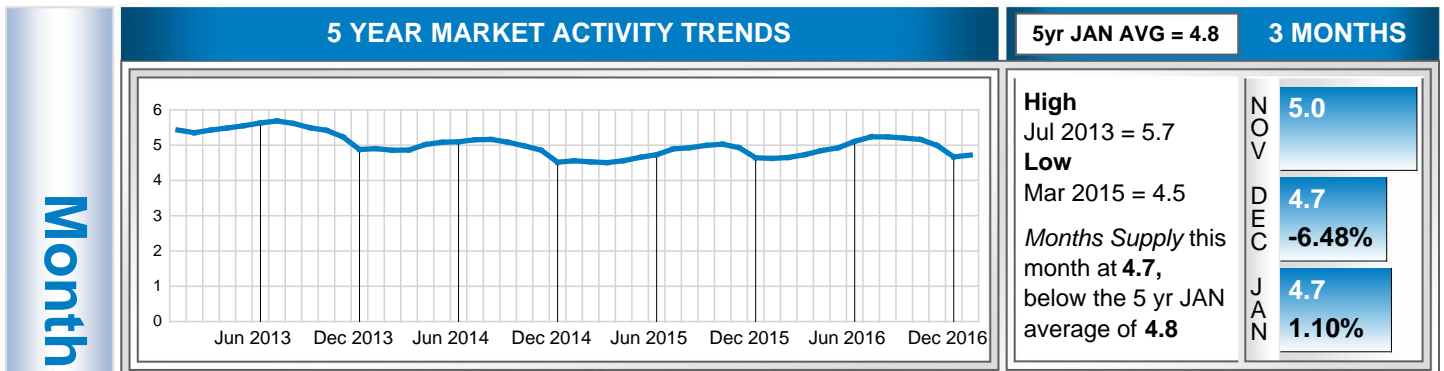
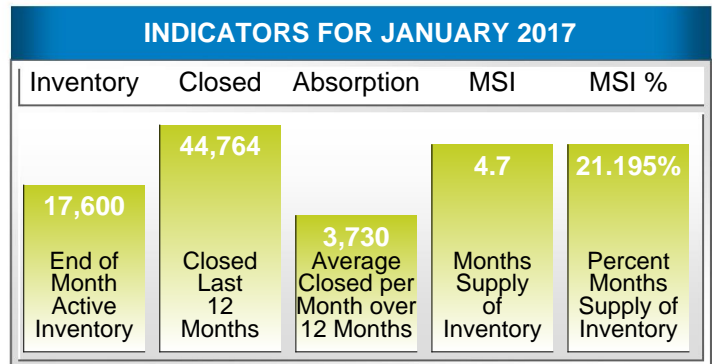
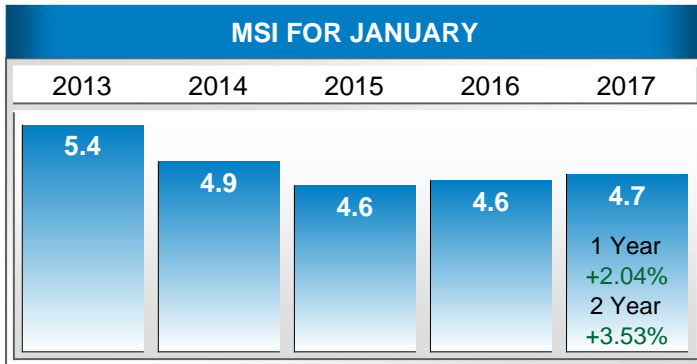
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## Months Supply of Inventory

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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	1,528	8.68%	4.2	5.1	3.6	3.9	2.9
\$50,001 - \$75,000	1,535	8.72%	5.2	5.8	4.8	6.5	8.6
\$75,001 - \$125,000	2,761	15.69%	3.6	4.1	3.4	4.7	6.1
\$125,001 - \$200,000	4,390	24.94%	3.5	5.4	3.2	3.8	6.3
\$200,001 - \$275,000	2,821	16.03%	5.1	7.7	5.6	4.5	5.5
\$275,001 - \$425,000	2,711	15.40%	7.3	10.4	7.7	6.9	6.9
\$425,001 and up	1,854	10.53%	13.0	22.7	13.7	12.0	14.2
MSI:	4.7			5.3	4.1	5.5	8.6
Total Active Inventory:	17,600			2,351	9,188	5,087	974



# Monthly Inventory Analysis

Data from the  
**OKLAHOMA ASSOCIATION OF REALTORS®**

## January 2017

Closed Sales as of Feb 10, 2017



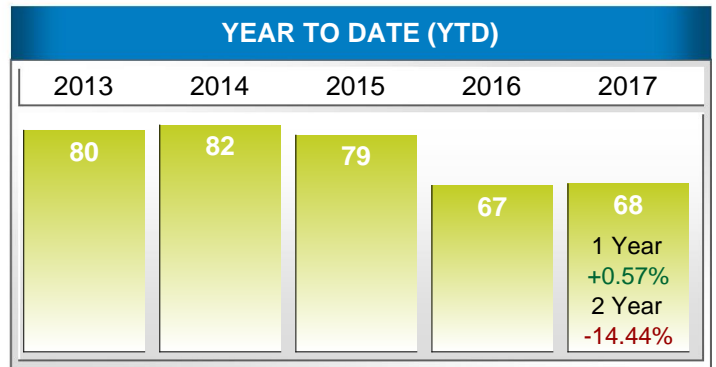
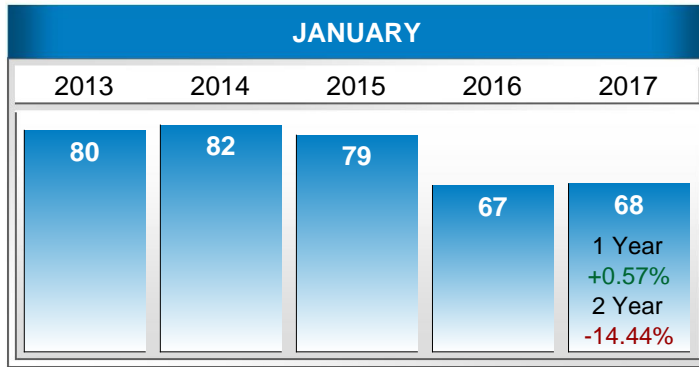
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### Average Days on Market to Sale

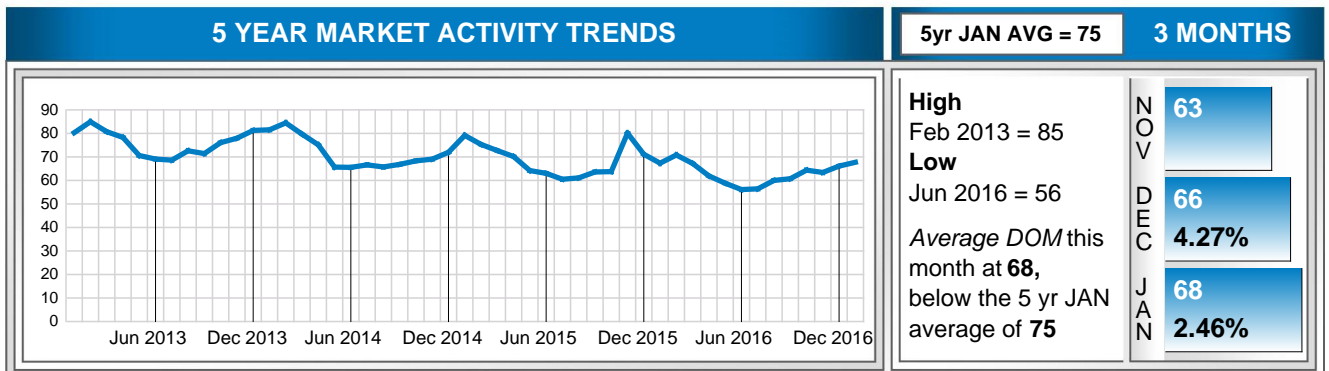
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Average Days on Market

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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	80	3.24%	50.9	69.8	35.9	57.2	36.0
\$25,001 - \$75,000	402	16.26%	67.1	75.3	61.2	73.8	0.0
\$75,001 - \$100,000	235	9.51%	59.9	80.5	55.3	54.4	54.0
\$100,001 - \$150,000	610	24.68%	58.5	55.5	56.8	68.2	90.5
\$150,001 - \$200,000	478	19.34%	67.5	109.2	63.6	70.0	71.4
\$200,001 - \$300,000	413	16.71%	80.2	57.1	72.6	83.9	127.7
\$300,001 and up	254	10.28%	83.2	113.4	83.5	74.6	108.4
Average Closed DOM: 67.7				74.5	61.6	74.7	106.7
Total Closed Units: 2,472				318	1484	600	70
Total Closed Volume: 424,835,746				33.44M	218.86M	144.01M	28.53M



# Monthly Inventory Analysis

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**OKLAHOMA ASSOCIATION OF REALTORS®**

## January 2017

Closed Sales as of Feb 10, 2017



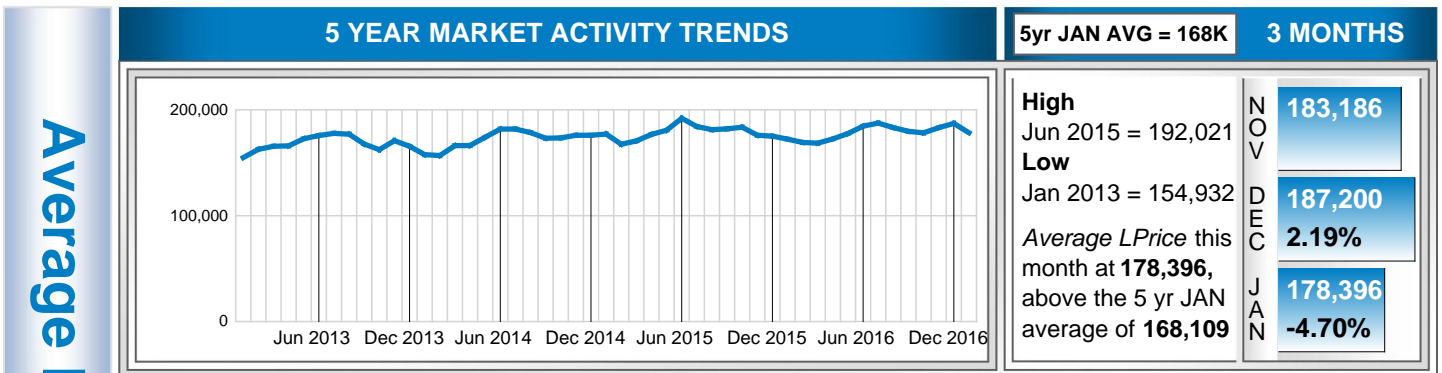
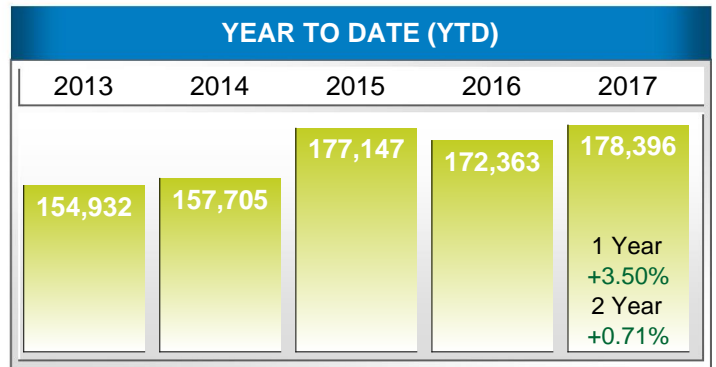
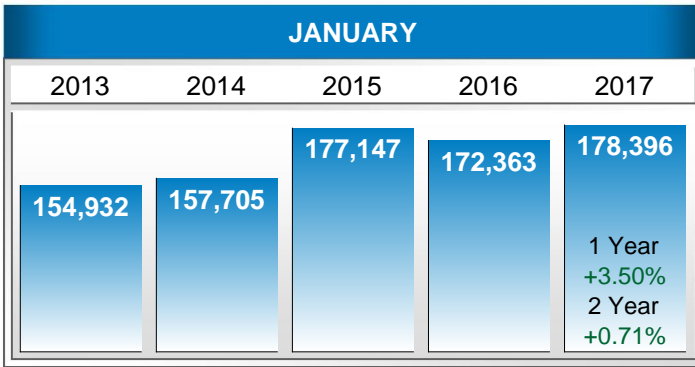
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### Average List Price at Closing

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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	69		2.79%	17,380	20,033	20,382	20,373	22,000
\$25,001 - \$75,000	371		15.01%	52,370	53,051	57,652	58,874	0
\$75,001 - \$100,000	257		10.40%	89,015	92,366	92,471	91,257	87,500
\$100,001 - \$150,000	601		24.31%	128,821	130,738	129,826	134,191	137,550
\$150,001 - \$200,000	486		19.66%	175,204	179,878	176,752	180,512	183,666
\$200,001 - \$300,000	415		16.79%	246,415	236,100	246,691	255,437	261,575
\$300,001 and up	273		11.04%	485,927	813,718	430,063	461,579	708,481
Average List Price:		\$178,396			\$114,676	\$151,934	\$247,332	\$438,001
Total Closed Units:		2,472			318	1484	600	70
Total List Volume:		440,995,586			36.47M	225.47M	148.40M	30.66M





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## January 2017

Closed Sales as of Feb 10, 2017



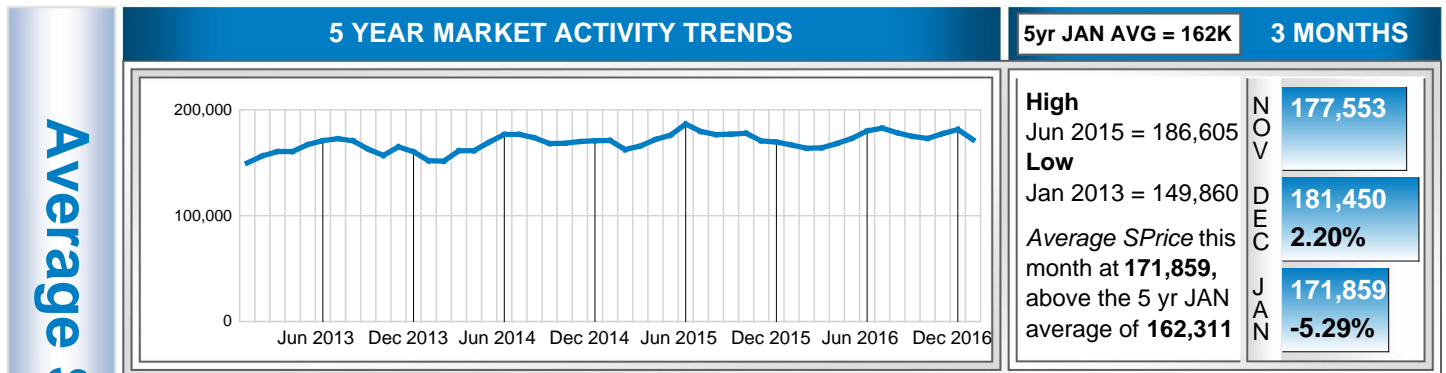
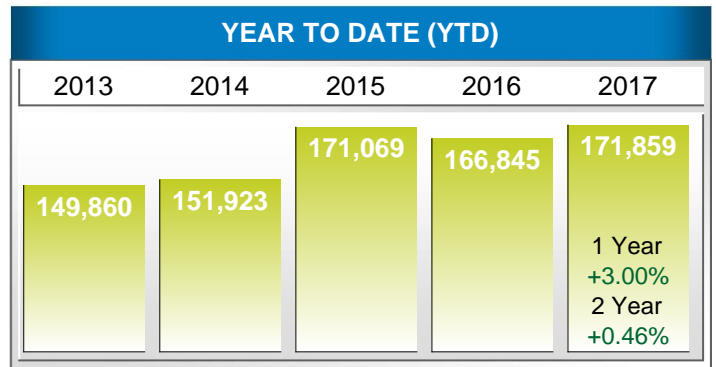
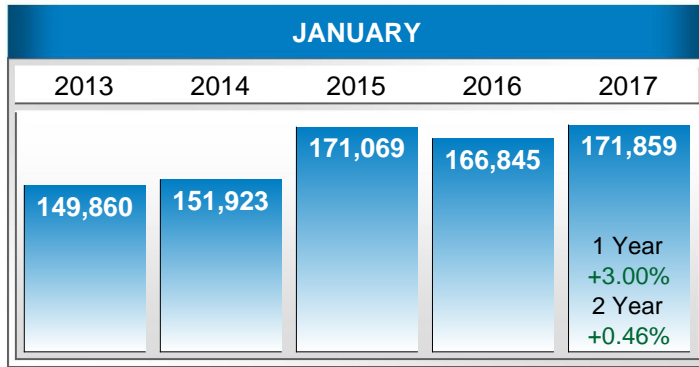
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## Average Sold Price at Closing

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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	80		3.24%	16,086	16,311	15,669	16,757	18,000
\$25,001 - \$75,000	402		16.26%	52,268	49,342	53,605	54,358	0
\$75,001 - \$100,000	235		9.51%	88,176	88,004	88,395	87,286	77,501
\$100,001 - \$150,000	610		24.68%	127,444	125,648	127,308	129,495	130,375
\$150,001 - \$200,000	478		19.34%	173,479	173,202	172,746	175,198	178,209
\$200,001 - \$300,000	413		16.71%	244,593	229,800	240,744	248,415	252,353
\$300,001 and up	254		10.28%	472,972	662,391	413,800	448,811	651,416
Average Closed Price:	\$171,859				\$105,162	\$147,477	\$240,013	\$407,582
Total Closed Units:	2,472				318	1484	600	70
Total Closed Volume:	424,835,746				33.44M	218.86M	144.01M	28.53M



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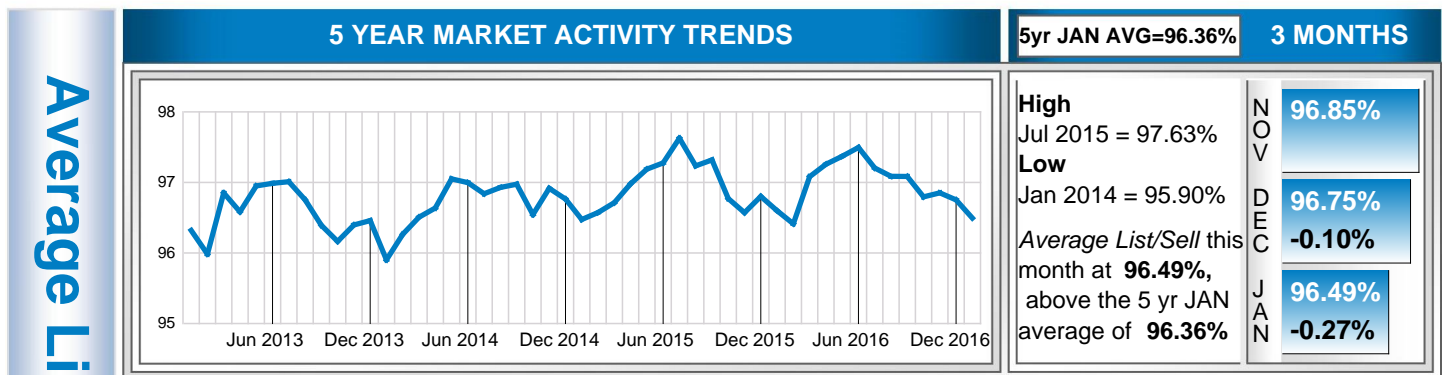
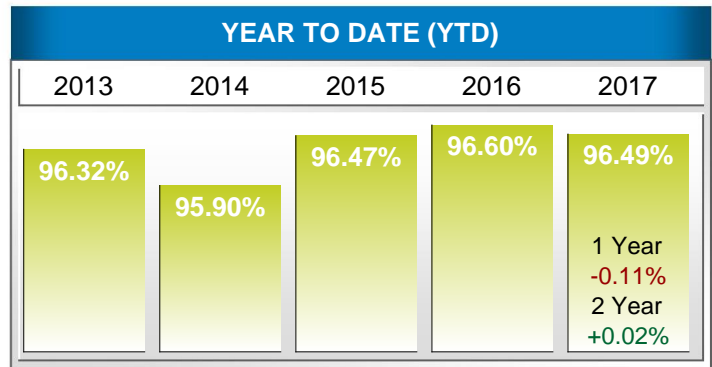
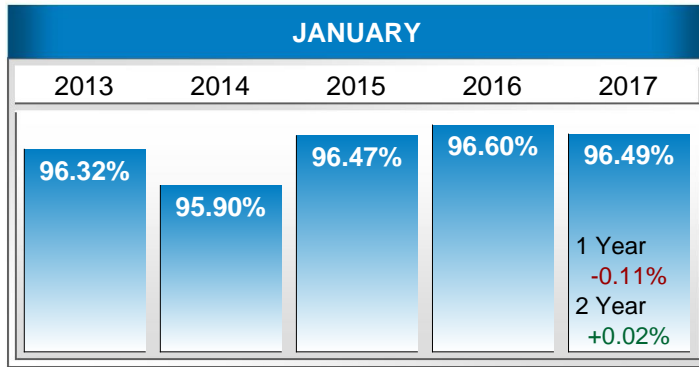
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### Average Percent of List Price to Selling Price

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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	80	3.24%	85.77%	86.19%	85.16%	87.08%	81.82%
\$25,001 - \$75,000	402	16.26%	94.26%	93.89%	93.97%	97.20%	0.00%
\$75,001 - \$100,000	235	9.51%	96.26%	95.63%	96.49%	96.06%	88.57%
\$100,001 - \$150,000	610	24.68%	97.79%	96.23%	98.23%	96.69%	95.52%
\$150,001 - \$200,000	478	19.34%	97.67%	96.42%	97.91%	97.28%	97.57%
\$200,001 - \$300,000	413	16.71%	97.53%	97.34%	97.71%	97.46%	96.70%
\$300,001 and up	254	10.28%	96.64%	90.85%	96.68%	97.65%	94.30%
Average List/Sell Ratio: 96.50%				94.16%	96.81%	97.10%	95.23%
Total Closed Units: 2,472				318	1484	600	70
Total Closed Volume: 424,835,746				33.44M	218.86M	144.01M	28.53M



# Monthly Inventory Analysis

Data from the  
OKLAHOMA ASSOCIATION OF REALTORS®

## January 2017

Inventory as of Feb 10, 2017



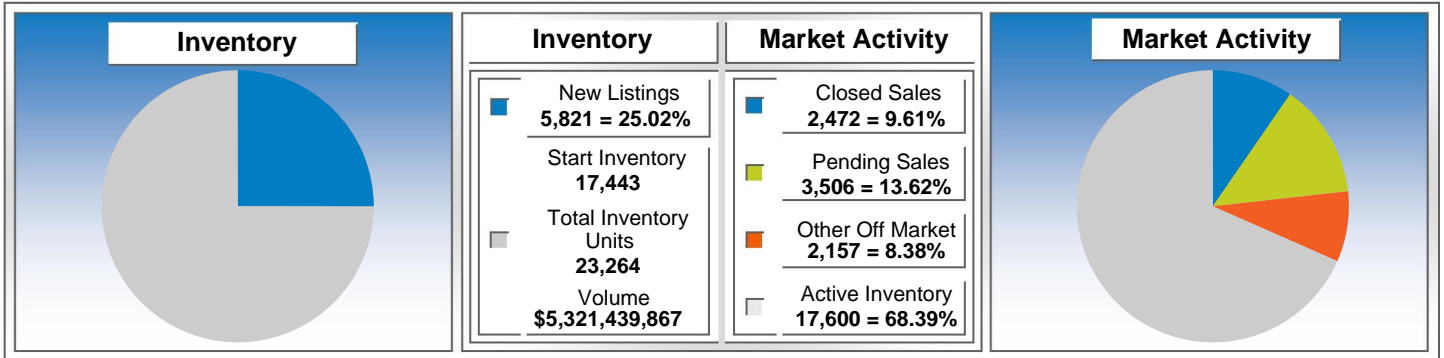
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## Market Summary

Report Produced on: Feb 13, 2017

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



**Absorption:** Last 12 months, an Average of **3,730** Sales/Month

**Active Inventory** as of January 31, 2017 = **17,600**

	JANUARY			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	2,546	2,472	-2.91%	2,546	2,472	-2.91%
Pending Sales	3,120	3,506	12.37%	3,120	3,506	12.37%
New Listings	5,565	5,821	4.60%	5,565	5,821	4.60%
Average List Price	172,363	178,396	3.50%	172,363	178,396	3.50%
Average Sale Price	166,845	171,859	3.00%	166,845	171,859	3.00%
Average Percent of List Price to Selling Price	96.60%	96.49%	-0.11%	96.60%	96.49%	-0.11%
Average Days on Market to Sale	67.34	67.72	0.57%	67.34	67.72	0.57%
Monthly Inventory	17,425	17,600	1.00%	17,425	17,600	1.00%
Months Supply of Inventory	4.63	4.72	1.95%	4.63	4.72	1.95%

