



July 2016

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



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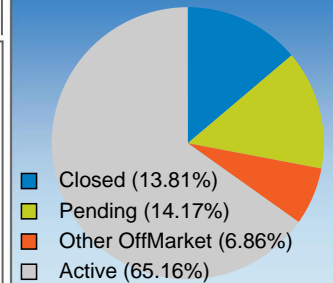
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Absorption: Last 12 months, an Average of **3,678** Sales/Month

Active Inventory as of July 31, 2016 = **19,342**

	JULY		
	2015	2016	+/-%
Closed Listings	4,706	4,100	-12.88%
Pending Listings	4,336	4,206	-3.00%
New Listings	7,047	6,411	-9.03%
Average List Price	184,356	187,951	1.95%
Average Sale Price	179,672	183,226	1.98%
Average Percent of List Price to Selling Price	97.61%	97.26%	-0.36%
Average Days on Market to Sale	60.56	56.38	-6.90%
End of Month Inventory	18,606	19,342	3.96%
Months Supply of Inventory	4.90	5.26	7.23%

Market Activity



Report Produced on: Aug 19, 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 July 2016 rose **3.96%** to 19,342 existing homes available for sale. Over the last 12 months this area has had an average of 3,678 closed sales per month. This represents an unsold inventory index of **5.26** 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 **1.98%** in July 2016 to \$183,226 versus the previous year at \$179,672.

Average Days on Market Shortens

The average number of **56.38** days that homes spent on the market before selling decreased by 4.18 days or **6.90%** in July 2016 compared to last year's same month at **60.56** DOM.

Sales Success for July 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 6,411 New Listings in July 2016, down **9.03%** from last year at 7,047. Furthermore, there were 4,100 Closed Listings this month versus last year at 4,706, a **-12.88%** decrease.

Closed versus Listed trends yielded a **64.0%** ratio, down from last year's July 2016 at **66.8%**, a **4.23%** 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
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Or visit: www.okrealtors.com



Monthly Inventory Analysis

Data from the
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July 2016

Closed Sales as of Aug 11, 2016



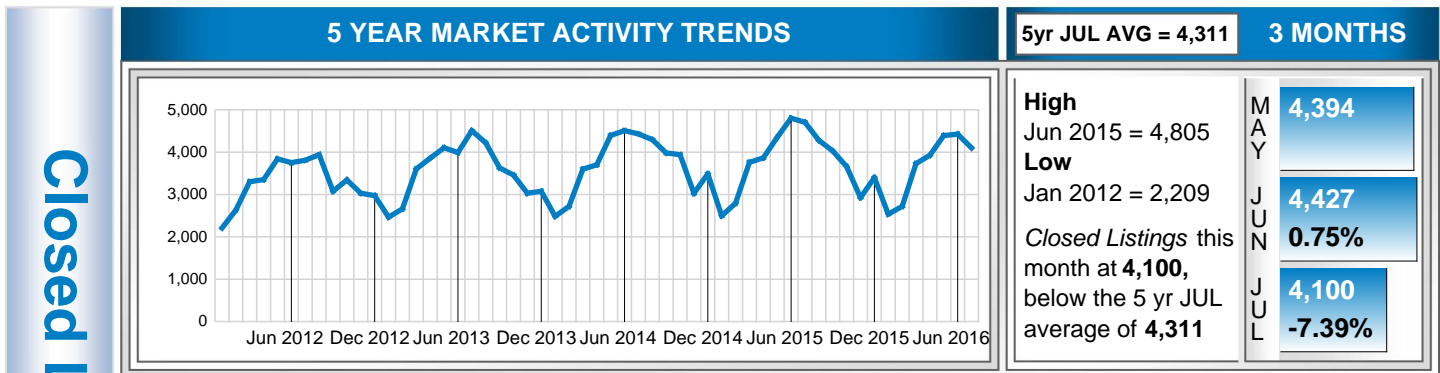
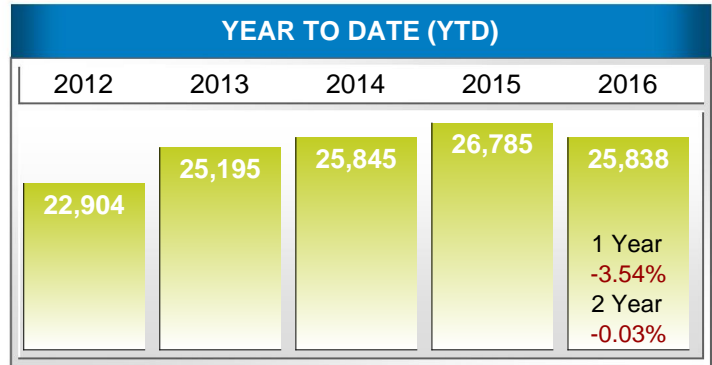
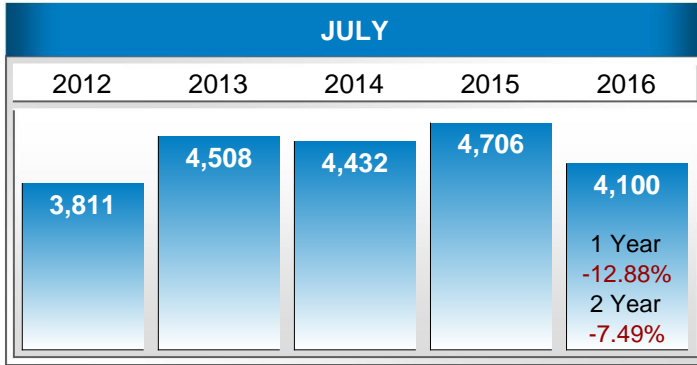
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Closed Listings

Report Produced on: Aug 19, 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+		
\$50,000 and less	323	7.88%	70.1	138	161	23	1		
\$50,001 - \$75,000	290	7.07%	68.7	95	178	16	1		
\$75,001 - \$125,000	801	19.54%	50.5	128	606	63	4		
\$125,001 - \$175,000	1,007	24.56%	44.7	54	773	166	14		
\$175,001 - \$225,000	644	15.71%	56.9	25	366	238	15		
\$225,001 - \$325,000	627	15.29%	61.9	12	260	321	34		
\$325,001 and up	408	9.95%	67.9	7	95	242	64		
Total Closed Units:				4,100	56.4	459	2439	1069	133
Total Closed Volume:				751,225,753		42.56M	377.21M	276.11M	55.34M
Average Closed Price:				\$183,226		\$92,726	\$154,657	\$258,289	\$416,124



Monthly Inventory Analysis

Data from the
OKLAHOMA ASSOCIATION OF REALTORS®

July 2016

Pending Listings as of Aug 11, 2016



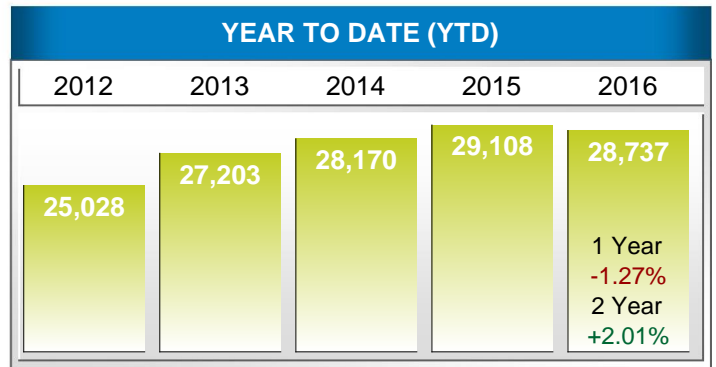
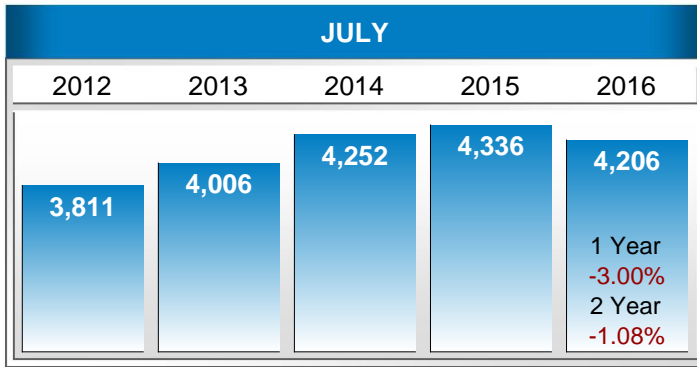
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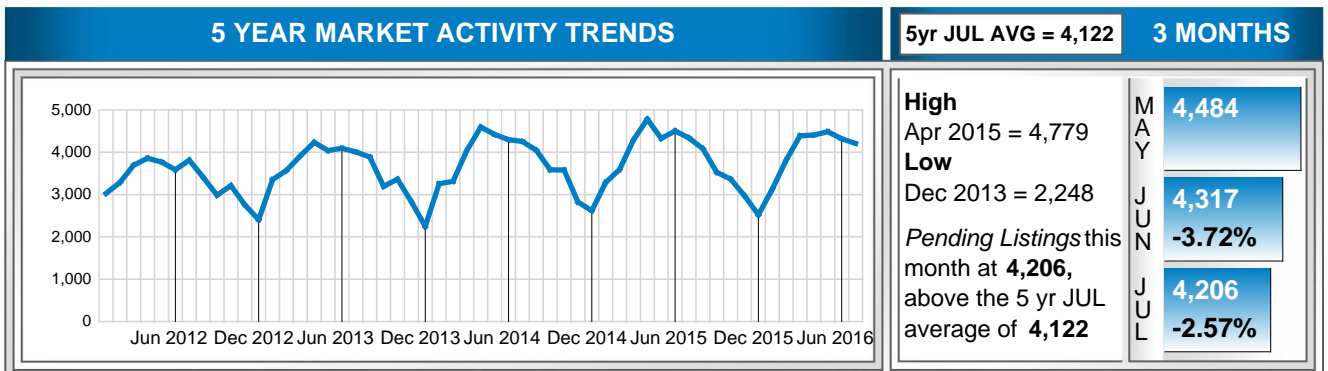
Pending Listings

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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	359	8.54%	61.4	139	190	29	1	
\$50,001 - \$75,000	287	6.82%	63.1	90	172	22	3	
\$75,001 - \$125,000	839	19.95%	51.3	144	607	81	7	
\$125,001 - \$175,000	1,073	25.51%	41.5	57	837	171	8	
\$175,001 - \$225,000	628	14.93%	57.9	22	375	215	16	
\$225,001 - \$325,000	597	14.19%	63.9	10	236	313	38	
\$325,001 and up	423	10.06%	72.9	7	100	258	58	
Total Pending Units: 4,206				55.4	469	2517	1089	131
Total Pending Volume: 766,040,847					42.27M	384.40M	286.63M	52.74M
Average Listing Price: \$172,011					\$90,126	\$152,722	\$263,203	\$402,614

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Monthly Inventory Analysis

Data from the
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July 2016

New Listings as of Aug 11, 2016



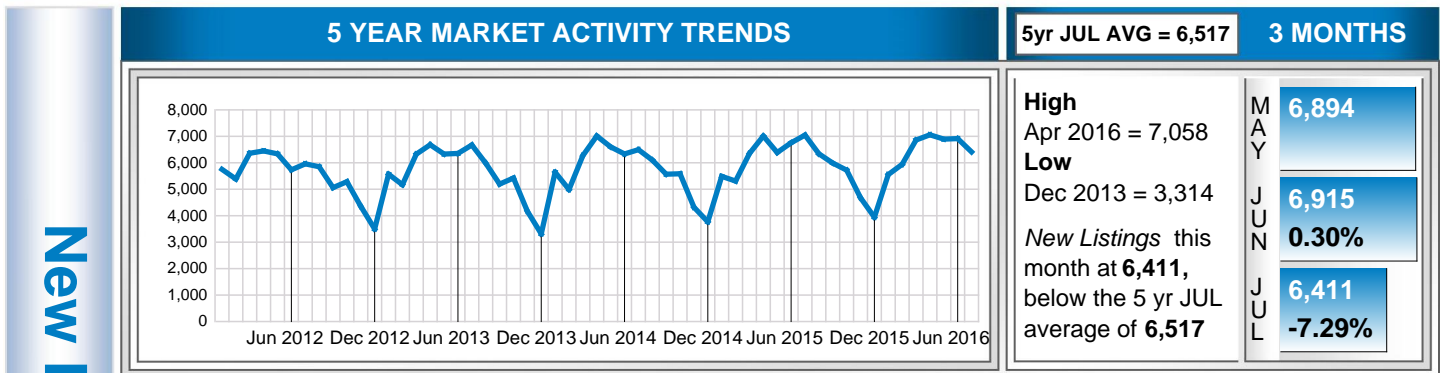
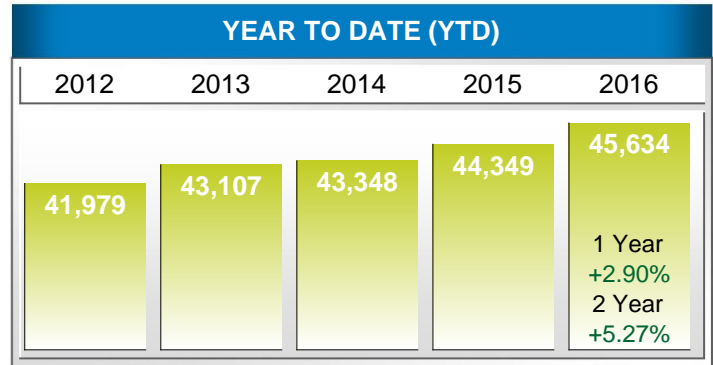
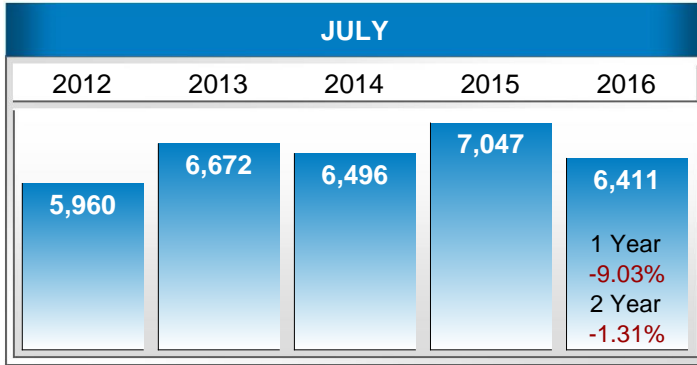
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New Listings

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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	420	6.55%	185	203	30	2
\$50,001 - \$100,000	1,007	15.71%	267	651	81	8
\$100,001 - \$125,000	598	9.33%	83	438	67	10
\$125,001 - \$175,000	1,470	22.93%	100	1,109	252	9
\$175,001 - \$250,000	1,299	20.26%	62	719	483	35
\$250,001 - \$375,000	960	14.97%	30	367	499	64
\$375,001 and up	657	10.25%	17	133	369	138
Total New Listed Units:			744	3620	1781	266
Total New Listed Volume:			81.74M	611.88M	519.23M	137.78M
Average New Listed Listing Price:			\$109,865	\$169,029	\$291,539	\$517,979



Monthly Inventory Analysis

Data from the
OKLAHOMA ASSOCIATION OF REALTORS®
July 2016



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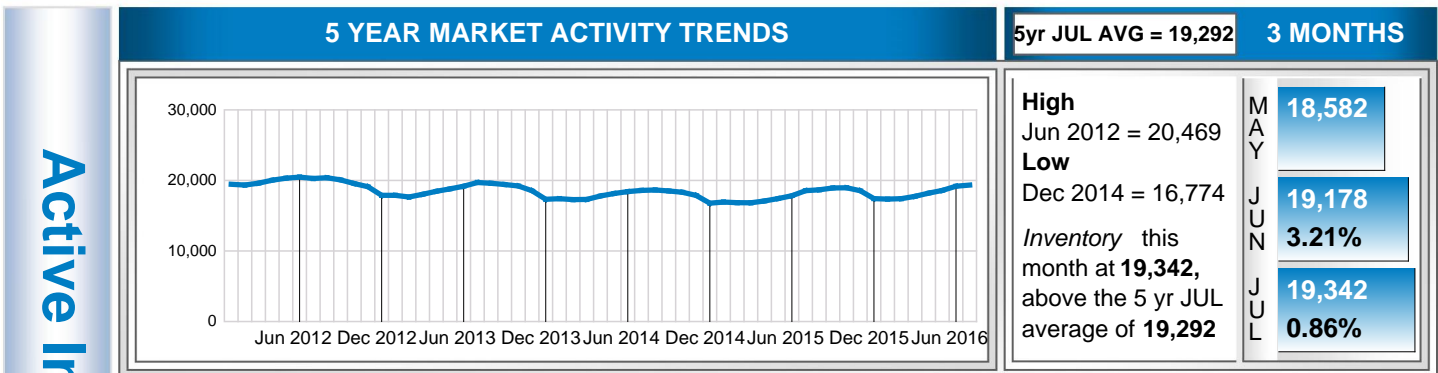
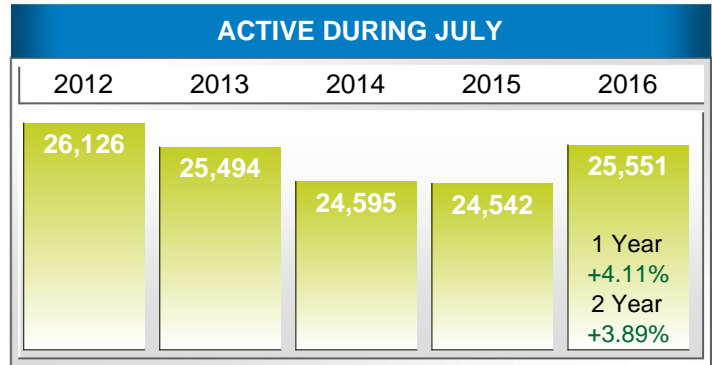
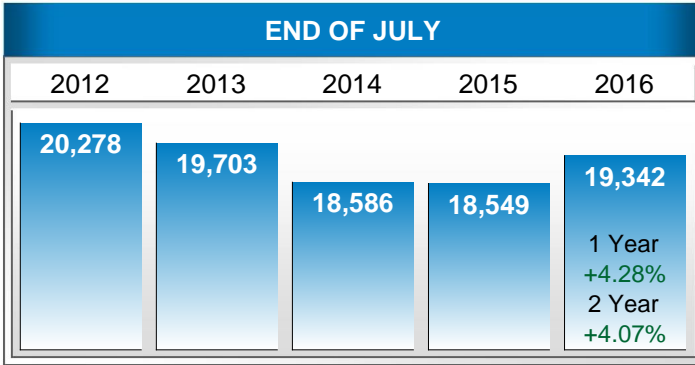
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Active Inventory as of Aug 11, 2016

Active Inventory

Report Produced on: Aug 19, 2016

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	1,555	8.04%	138.5	751	680	113	11		
\$50,001 - \$75,000	1,542	7.97%	126.2	505	894	129	14		
\$75,001 - \$125,000	3,135	16.21%	108.7	574	2,153	362	46		
\$125,001 - \$225,000	5,806	30.02%	94.1	396	3,800	1,492	118		
\$225,001 - \$300,000	2,904	15.01%	93.8	113	1,277	1,337	177		
\$300,001 - \$450,000	2,461	12.72%	98.4	103	760	1,337	261		
\$450,001 and up	1,939	10.02%	113.6	46	381	967	545		
Total Active Inventory by Units:				19,342	105.1	2,488	9,945	5,737	1,172
Total Active Inventory by Volume:				4,726,397,538		280.65M	1.83B	1.89B	728.48M
Average Active Inventory Listing Price:				\$244,359		\$112,800	\$184,109	\$328,796	\$621,571



Monthly Inventory Analysis

Data from the
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July 2016

Active Inventory as of Aug 11, 2016



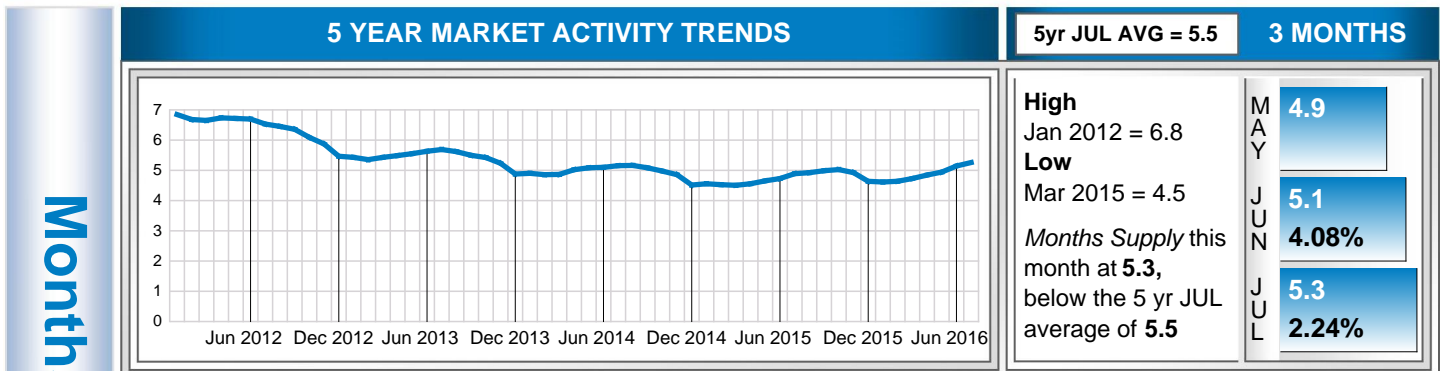
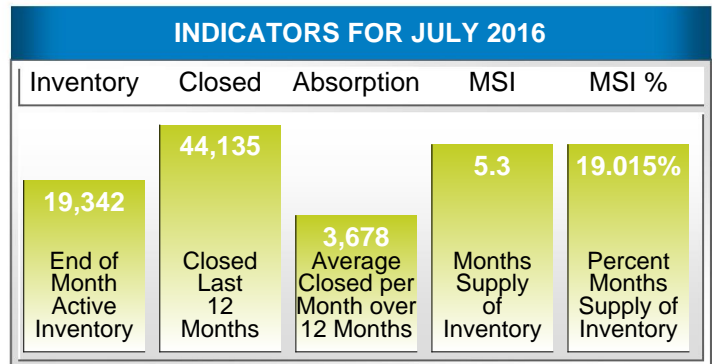
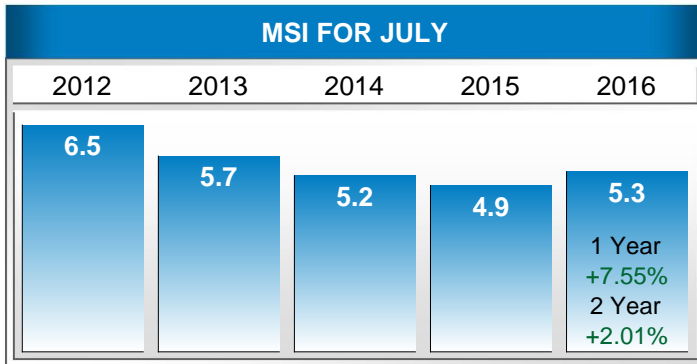
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Months Supply of Inventory

Report Produced on: Aug 19, 2016

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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	1,555	8.04%	4.3	5.2	3.7	4.3	3.6
\$50,001 - \$75,000	1,542	7.97%	5.2	6.0	4.6	6.4	6.5
\$75,001 - \$125,000	3,135	16.21%	4.1	4.8	3.8	5.0	8.9
\$125,001 - \$225,000	5,806	30.02%	4.0	5.5	3.8	4.4	5.4
\$225,001 - \$300,000	2,904	15.01%	6.6	9.0	6.9	6.1	7.7
\$300,001 - \$450,000	2,461	12.72%	8.9	15.6	9.0	8.5	9.9
\$450,001 and up	1,939	10.02%	17.3	42.5	18.5	15.6	19.1
MSI:			5.3	5.7	4.5	6.4	10.6
Total Active Inventory:			19,342	2,488	9,945	5,737	1,172



Monthly Inventory Analysis

Data from the
OKLAHOMA ASSOCIATION OF REALTORS®

July 2016

Closed Sales as of Aug 11, 2016



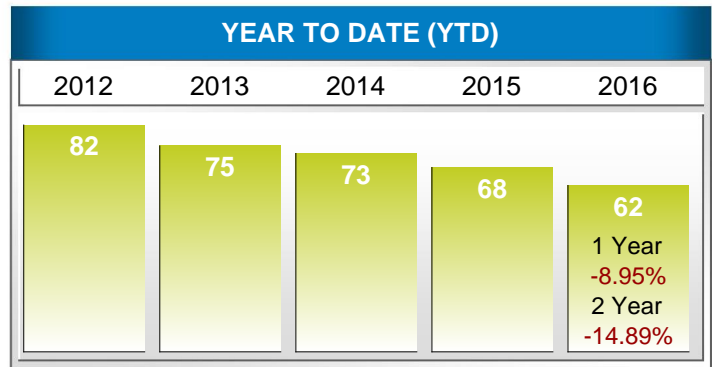
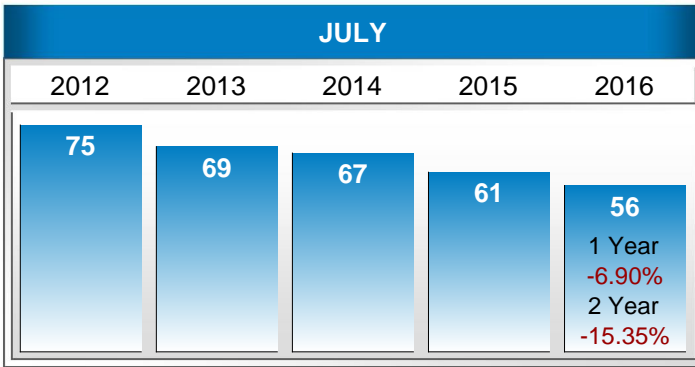
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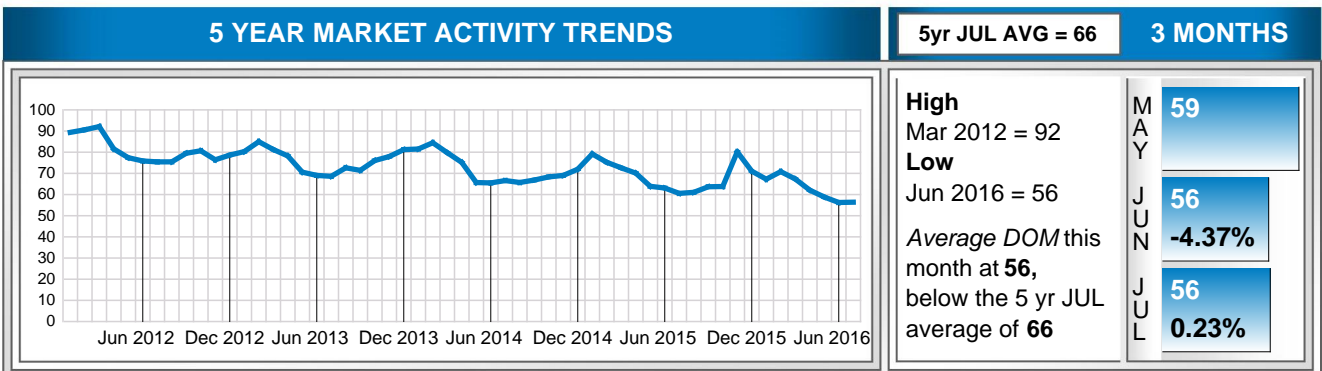
Average Days on Market to Sale

Report Produced on: Aug 19, 2016

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+
\$50,000 and less	323	7.88%	70.1	91.3	55.0	51.8	10.0
\$50,001 - \$75,000	290	7.07%	68.7	85.7	59.4	62.4	212.0
\$75,001 - \$125,000	801	19.54%	50.5	55.2	49.2	49.8	104.3
\$125,001 - \$175,000	1,007	24.56%	44.7	61.0	41.9	50.7	66.3
\$175,001 - \$225,000	644	15.71%	56.9	48.1	55.4	57.5	96.4
\$225,001 - \$325,000	627	15.29%	61.9	96.8	63.6	59.2	61.2
\$325,001 and up	408	9.95%	67.9	163.7	65.2	63.3	78.8
Average Closed DOM: 56.4				75.4	51.1	57.8	76.2
Total Closed Units: 4,100				459	2439	1069	133
Total Closed Volume: 751,225,753				42.56M	377.21M	276.11M	55.34M



Monthly Inventory Analysis

Data from the
OKLAHOMA ASSOCIATION OF REALTORS®

July 2016

Closed Sales as of Aug 11, 2016



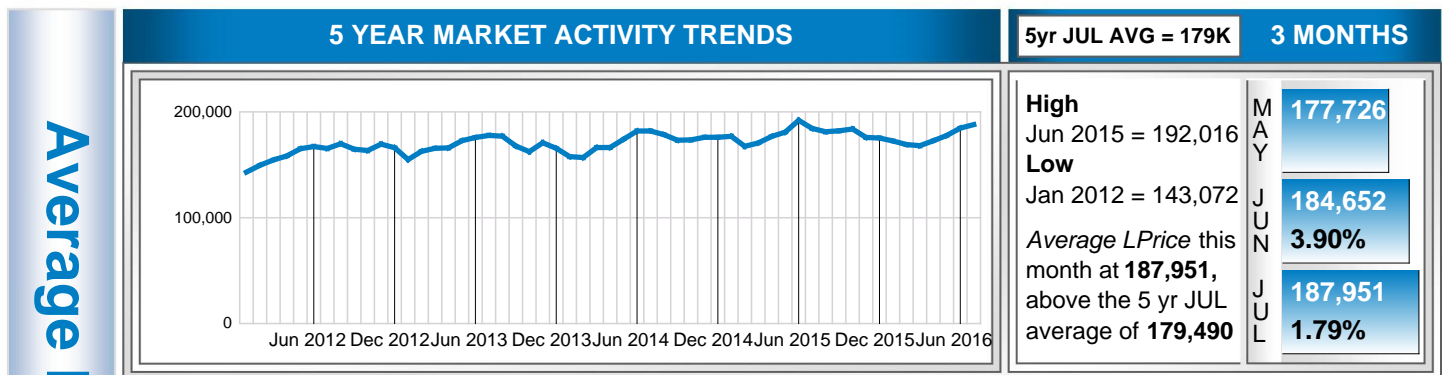
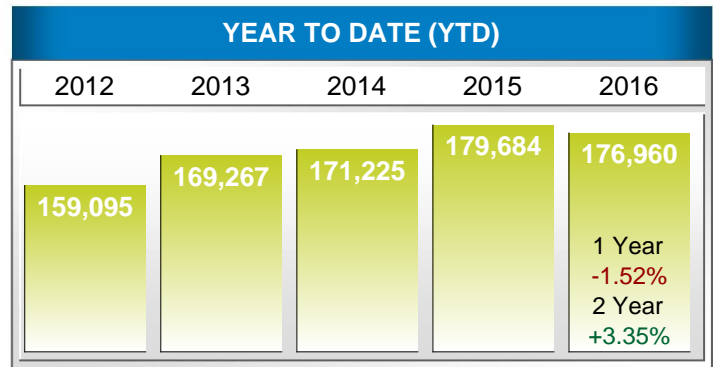
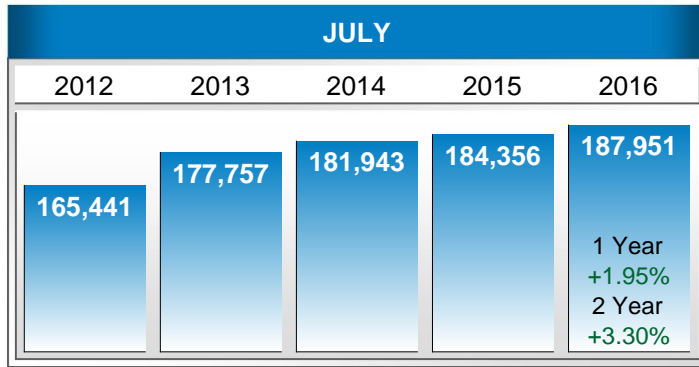
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Average List Price at Closing

Report Produced on: Aug 19, 2016

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+
\$50,000 and less	300		7.32%	32,159	33,319	34,908	33,664	45,000
\$50,001 - \$75,000	274		6.68%	64,652	66,380	67,942	72,363	84,900
\$75,001 - \$125,000	770		18.78%	102,711	104,889	106,669	107,770	109,573
\$125,001 - \$175,000	1,027		25.05%	149,649	154,039	151,620	155,829	152,743
\$175,001 - \$225,000	655		15.98%	199,445	211,604	201,788	203,269	205,800
\$225,001 - \$325,000	647		15.78%	268,161	273,098	270,246	271,929	292,200
\$325,001 and up	427		10.41%	483,185	501,000	455,143	461,003	647,077
Average List Price:		\$187,951			\$97,434	\$158,637	\$263,629	\$429,634
Total Closed Units:		4,100			459	2439	1069	133
Total List Volume:		770,597,058			44.72M	386.91M	281.82M	57.14M



Monthly Inventory Analysis

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July 2016

Closed Sales as of Aug 11, 2016



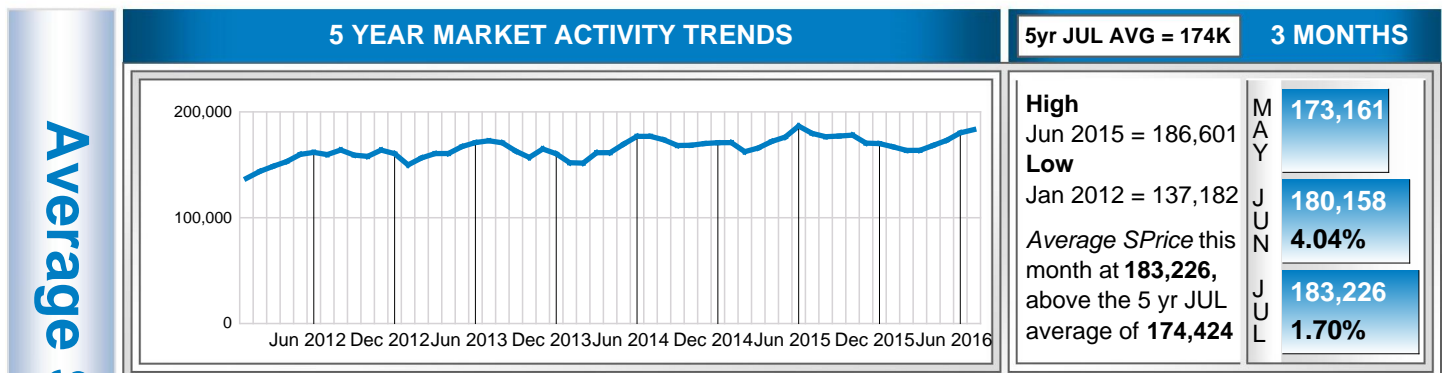
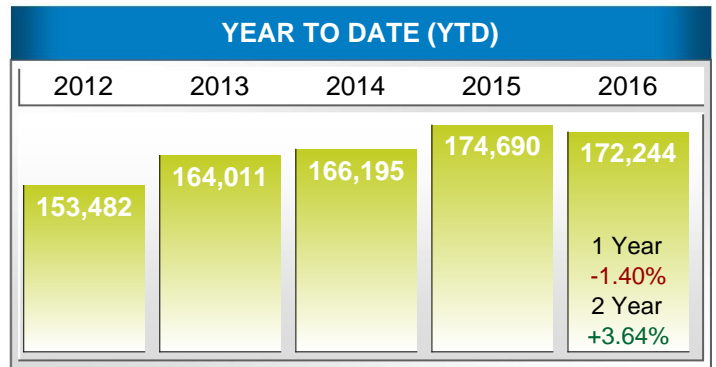
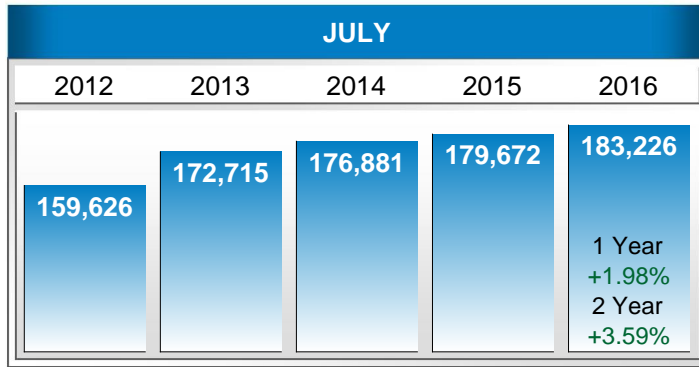
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Average Sold Price at Closing

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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+
\$50,000 and less	323	7.88%	31,201	29,782	32,405	30,990	38,000
\$50,001 - \$75,000	290	7.07%	64,300	62,603	65,027	66,866	55,125
\$75,001 - \$125,000	801	19.54%	102,677	100,173	103,145	103,050	106,098
\$125,001 - \$175,000	1,007	24.56%	149,658	148,599	149,109	152,693	148,086
\$175,001 - \$225,000	644	15.71%	198,954	201,966	198,077	199,574	205,497
\$225,001 - \$325,000	627	15.29%	266,915	275,867	263,573	267,385	284,888
\$325,001 and up	408	9.95%	475,657	471,143	438,159	451,074	624,767
Average Closed Price: \$183,226				\$92,726	\$154,657	\$258,289	\$416,124
Total Closed Units: 4,100				459	2439	1069	133
Total Closed Volume: 751,225,753				42.56M	377.21M	276.11M	55.34M



Monthly Inventory Analysis

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Closed Sales as of Aug 11, 2016



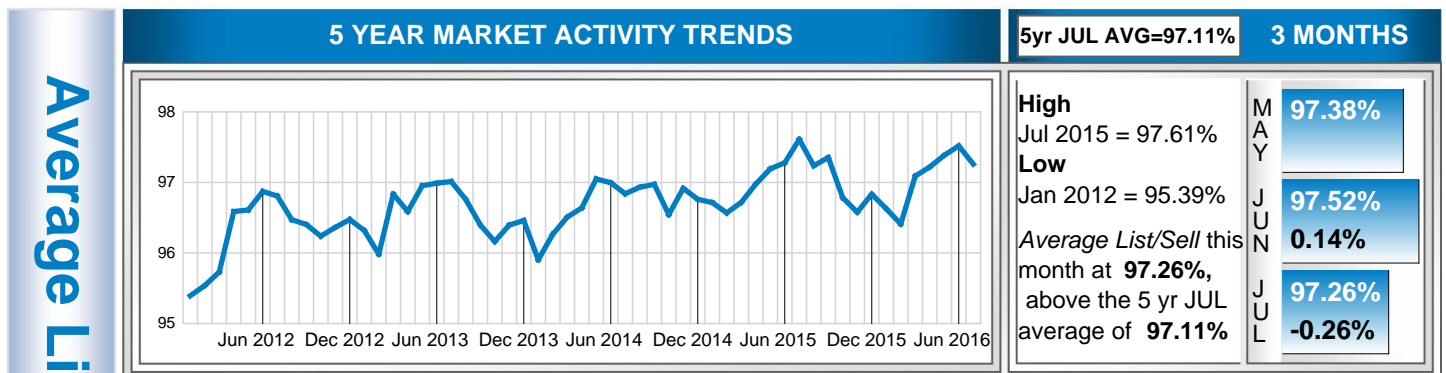
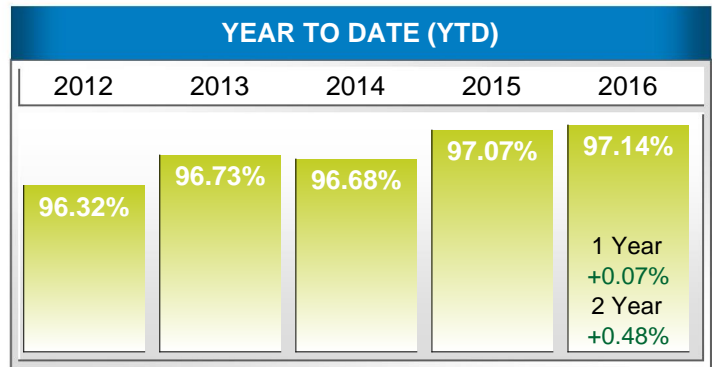
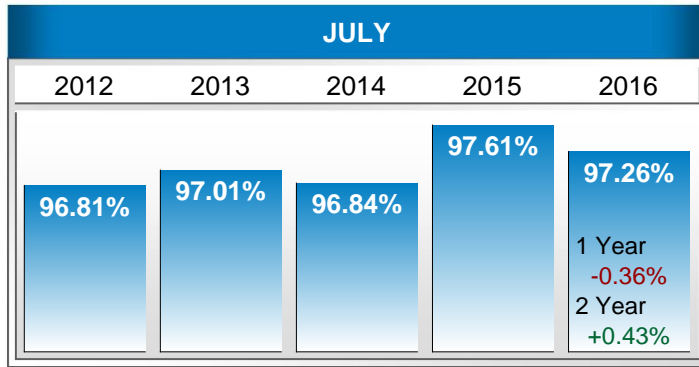
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Average Percent of List Price to Selling Price

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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+
\$50,000 and less	323	7.88%	91.97%	90.14%	93.42%	93.24%	84.44%
\$50,001 - \$75,000	290	7.07%	96.04%	94.75%	96.96%	95.44%	64.93%
\$75,001 - \$125,000	801	19.54%	96.90%	95.82%	97.16%	96.64%	96.83%
\$125,001 - \$175,000	1,007	24.56%	98.28%	96.77%	98.43%	98.16%	97.04%
\$175,001 - \$225,000	644	15.71%	98.22%	95.81%	98.28%	98.28%	99.97%
\$225,001 - \$325,000	627	15.29%	98.21%	104.24%	97.71%	98.44%	97.64%
\$325,001 and up	408	9.95%	97.52%	94.64%	96.66%	98.21%	96.50%
Average List/Sell Ratio: 97.30%				94.20%	97.51%	98.05%	96.92%
Total Closed Units: 4,100				459	2439	1069	133
Total Closed Volume: 751,225,753				42.56M	377.21M	276.11M	55.34M



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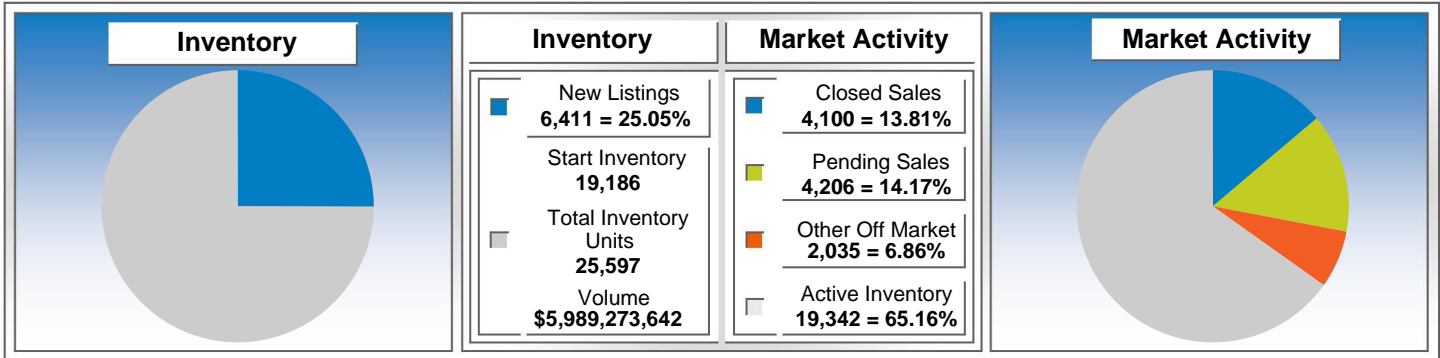
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Inventory as of Aug 11, 2016

Market Summary

Report Produced on: Aug 19, 2016

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



Absorption: Last 12 months, an Average of **3,678** Sales/Month

Active Inventory as of July 31, 2016 = **19,342**

	JULY			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	4,706	4,100	-12.88%	26,785	25,838	-3.54%
Pending Sales	4,336	4,206	-3.00%	29,108	28,737	-1.27%
New Listings	7,047	6,411	-9.03%	44,349	45,634	2.90%
Average List Price	184,356	187,951	1.95%	179,684	176,960	-1.52%
Average Sale Price	179,672	183,226	1.98%	174,690	172,244	-1.40%
Average Percent of List Price to Selling Price	97.61%	97.26%	-0.36%	97.07%	97.14%	0.07%
Average Days on Market to Sale	60.56	56.38	-6.90%	67.89	61.82	-8.95%
Monthly Inventory	18,606	19,342	3.96%	18,606	19,342	3.96%
Months Supply of Inventory	4.90	5.26	7.23%	4.90	5.26	7.23%

