



June 2015

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



OKLAHOMA
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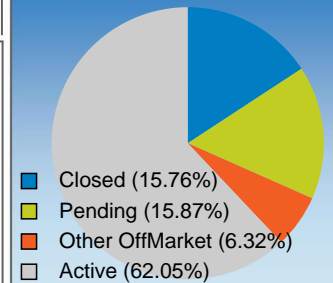
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Absorption: Last 12 months, an Average of **3,832** Sales/Month

Active Inventory as of June 30, 2015 = **18,760**

	JUNE		
	2014	2015	+/-%
Closed Listings	4,638	4,766	2.76%
Pending Listings	4,412	4,797	8.73%
New Listings	6,660	6,864	3.06%
Average List Price	181,590	192,380	5.94%
Average Sale Price	176,507	186,883	5.88%
Average Percent of List Price to Selling Price	96.98%	97.28%	0.32%
Average Days on Market to Sale	66.17	63.29	-4.35%
End of Month Inventory	20,266	18,760	-7.43%
Months Supply of Inventory	5.44	4.90	-10.00%

Market Activity



Report Produced on: Jul 15, 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 June 2015 decreased **7.43%** to 18,760 existing homes available for sale. Over the last 12 months this area has had an average of 3,832 closed sales per month. This represents an unsold inventory index of **4.90** 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 **5.88%** in June 2015 to \$186,883 versus the previous year at \$176,507.

Average Days on Market Shortens

The average number of **63.29** days that homes spent on the market before selling decreased by 2.88 days or **4.35%** in June 2015 compared to last year's same month at **66.17** DOM.

Sales Success for June 2015 is Positive

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

There were 6,864 New Listings in June 2015, up **3.06%** from last year at 6,660. Furthermore, there were 4,766 Closed Listings this month versus last year at 4,638, a **2.76%** increase.

Closed versus Listed trends yielded a **69.4%** ratio, down from last year's June 2015 at **69.6%**, a **0.29%** downswing. 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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June 2015

Closed Sales as of Jul 12, 2015



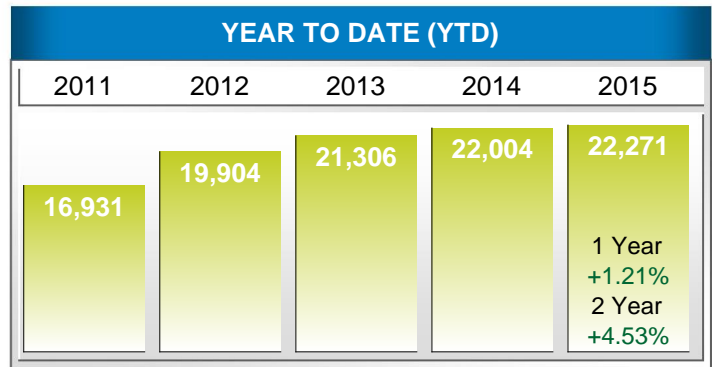
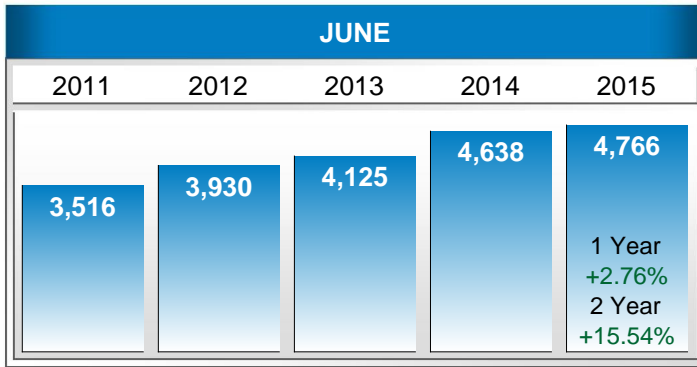
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Closed Listings

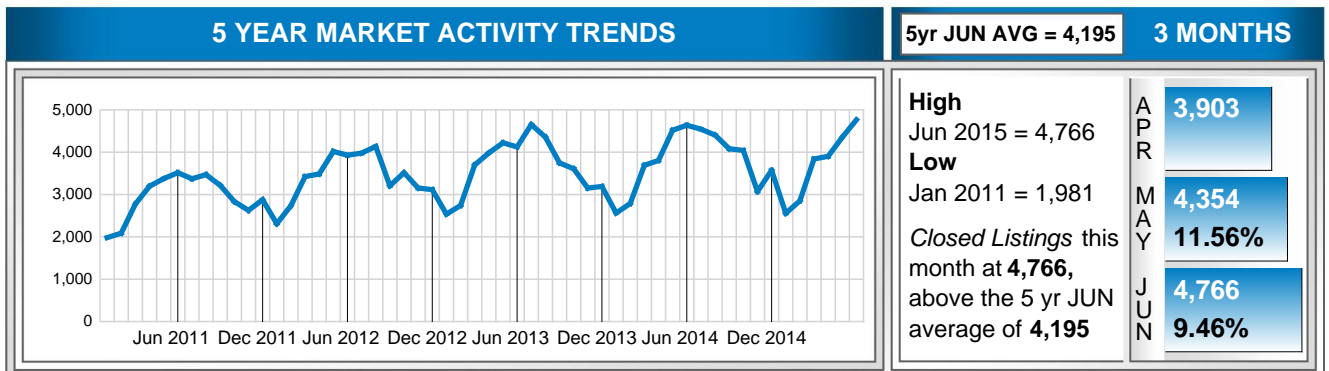
Report Produced on: Jul 15, 2015

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	387	8.12%	85.7	182	182	21	2	
\$50,001 - \$75,000	344	7.22%	84.9	110	205	24	5	
\$75,001 - \$125,000	902	18.93%	53.0	195	632	69	6	
\$125,001 - \$175,000	1,176	24.67%	50.6	164	809	188	15	
\$175,001 - \$225,000	708	14.86%	61.6	89	372	228	19	
\$225,001 - \$325,000	760	15.95%	67.6	96	293	340	31	
\$325,001 and up	489	10.26%	75.5	42	105	267	75	
Total Closed Units: 4,766				63.3	878	2598	1137	153
Total Closed Volume: 890,684,253					117.06M	401.49M	306.77M	65.36M
Average Closed Price: \$186,883					\$133,331	\$154,537	\$269,806	\$427,206



Monthly Inventory Analysis

Data from the
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June 2015

Pending Listings as of Jul 12, 2015



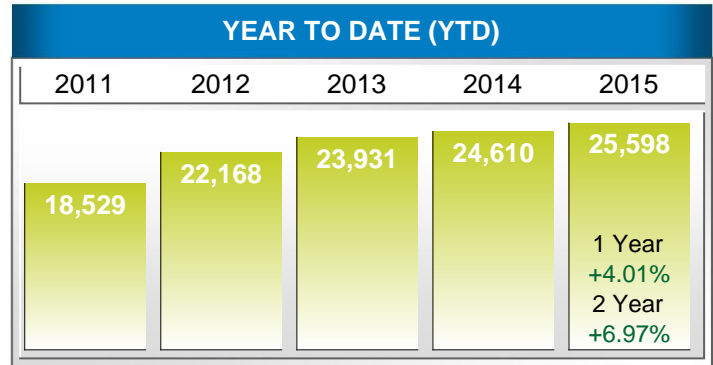
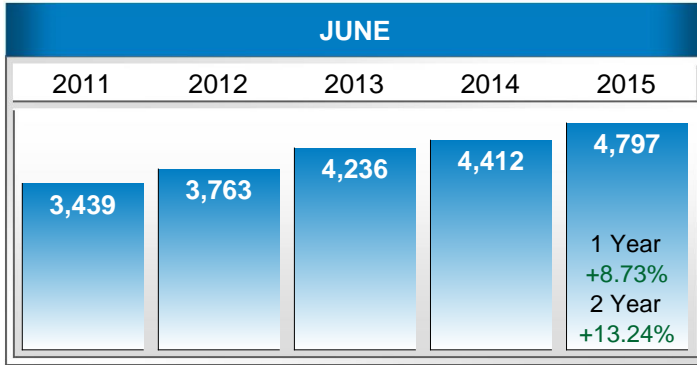
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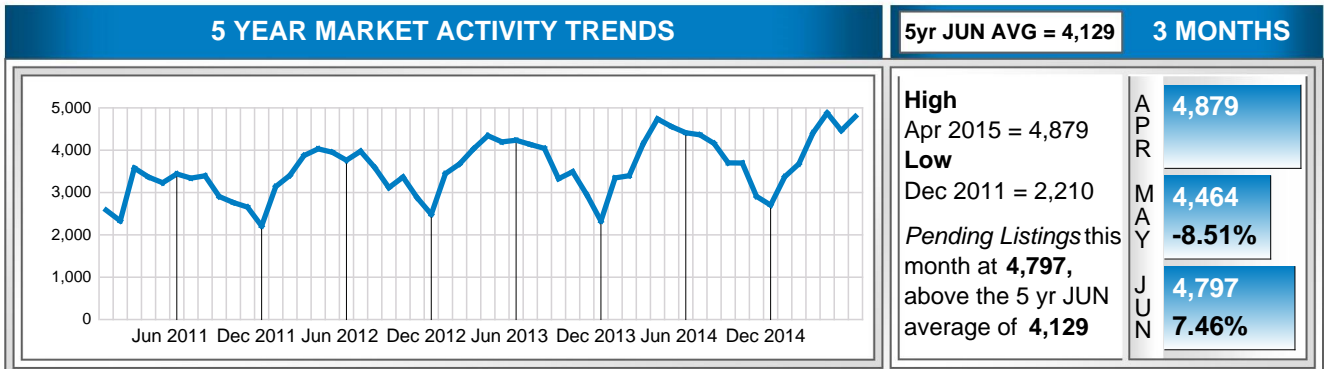
Pending Listings

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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+	
\$50,000 and less	354		7.38%	60.9	165	168	20	1	
\$50,001 - \$75,000	372		7.75%	73.3	137	210	25	0	
\$75,001 - \$125,000	1,010		21.05%	54.3	237	681	85	7	
\$125,001 - \$175,000	1,149		23.95%	47.9	166	794	176	13	
\$175,001 - \$225,000	710		14.80%	61.6	81	372	238	19	
\$225,001 - \$325,000	733		15.28%	62.2	98	293	309	33	
\$325,001 and up	469		9.78%	73.7	36	112	261	60	
Total Pending Units: 4,797					73.1	920	2630	1114	133
Total Pending Volume: 875,711,514						119.43M	407.61M	298.97M	49.71M
Average Listing Price: \$178,820						\$129,814	\$154,985	\$268,372	\$373,725

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Monthly Inventory Analysis

Data from the
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June 2015

New Listings as of Jul 12, 2015



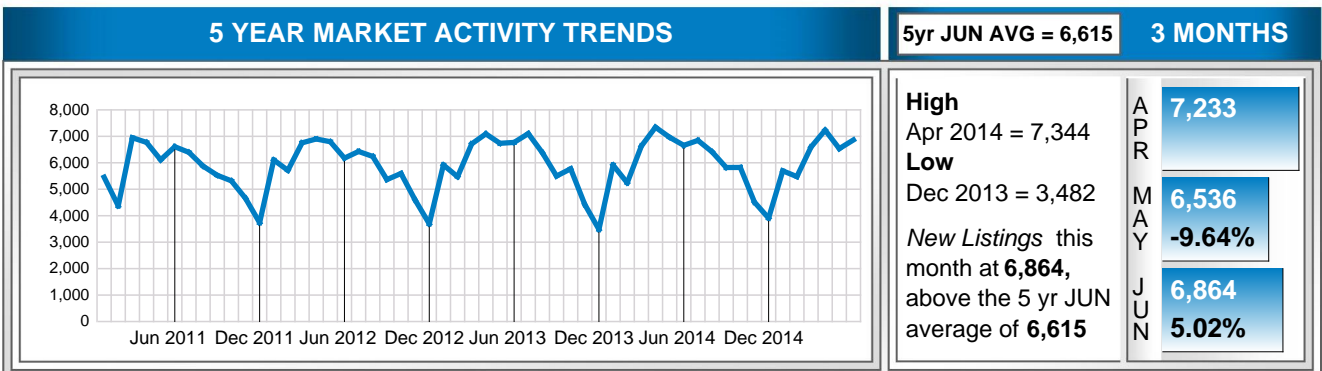
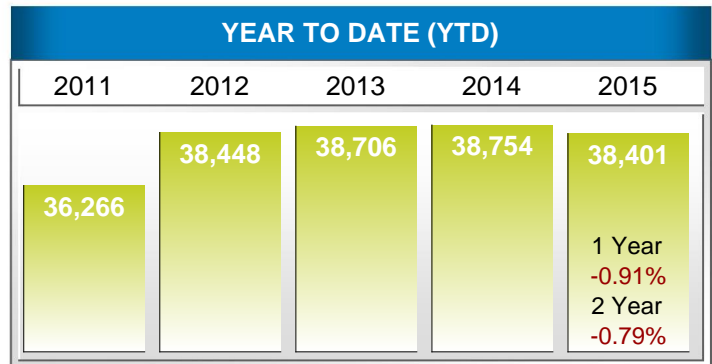
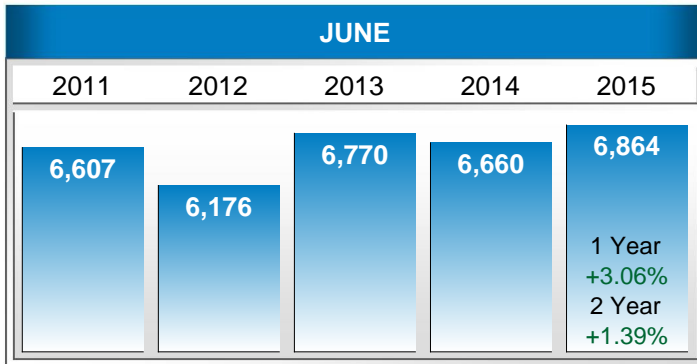
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New Listings

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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	463	6.75%	241	189	30	3	
\$50,001 - \$75,000	537	7.82%	200	293	41	3	
\$75,001 - \$125,000	1,287	18.75%	318	859	102	8	
\$125,001 - \$175,000	1,533	22.33%	238	1,034	241	20	
\$175,001 - \$250,000	1,386	20.19%	168	732	467	19	
\$250,001 - \$375,000	967	14.09%	100	304	486	77	
\$375,001 and up	691	10.07%	64	140	342	145	
Total New Listed Units:			6,864	1,329	3,551	1,709	275
Total New Listed Volume:			1,448,387,072	191.62M	602.92M	506.11M	147.73M
Average New Listed Listing Price:			\$179,247	\$144,182	\$169,790	\$296,145	\$537,216



Monthly Inventory Analysis

Data from the
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June 2015

Active Inventory as of Jul 12, 2015



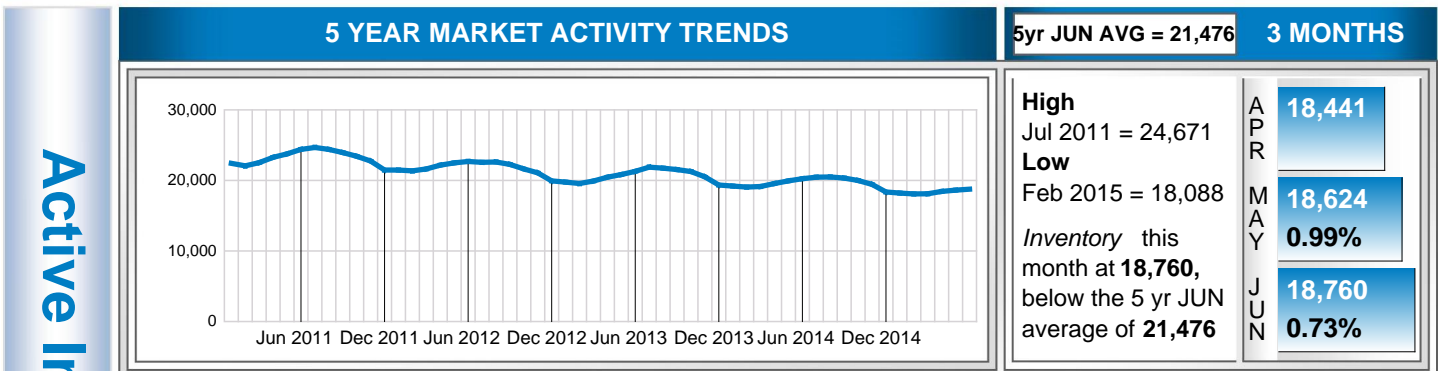
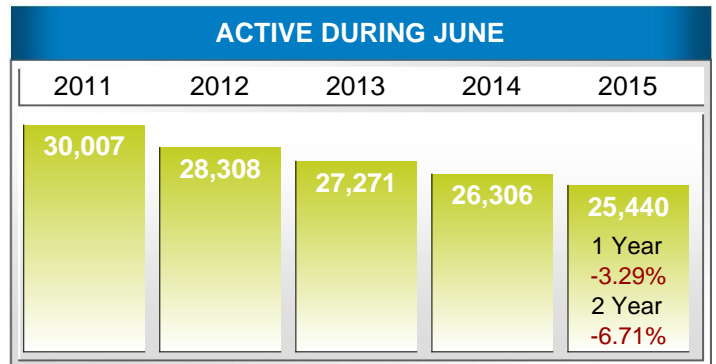
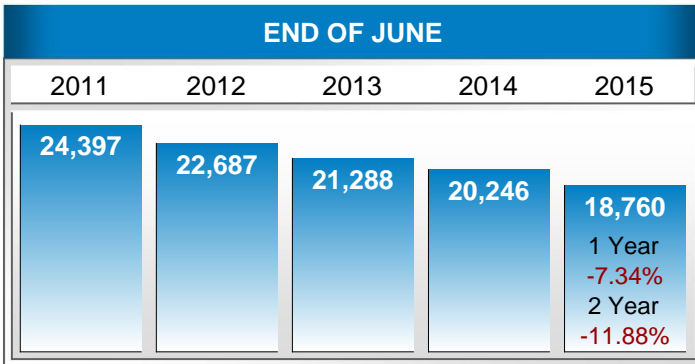
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Active Inventory

Report Produced on: Jul 15, 2015

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	1,602	8.54%	140.3	854	653	86	9		
\$50,001 - \$75,000	1,819	9.70%	134.1	712	971	120	16		
\$75,001 - \$125,000	3,279	17.48%	112.9	945	1,965	339	30		
\$125,001 - \$200,000	4,696	25.03%	97.0	870	2,785	951	90		
\$200,001 - \$275,000	2,727	14.54%	98.3	432	1,167	1,028	100		
\$275,001 - \$425,000	2,696	14.37%	106.7	336	786	1,319	255		
\$425,001 and up	1,941	10.35%	108.6	183	350	928	480		
Total Active Inventory by Units:				18,760	109.8	4,332	8,677	4,771	980
Total Active Inventory by Volume:				4,330,255,401		663.76M	1.53B	1.55B	587.14M
Average Active Inventory Listing Price:				\$230,824		\$153,222	\$176,696	\$324,076	\$599,127



Monthly Inventory Analysis

Data from the
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June 2015

Active Inventory as of Jul 12, 2015



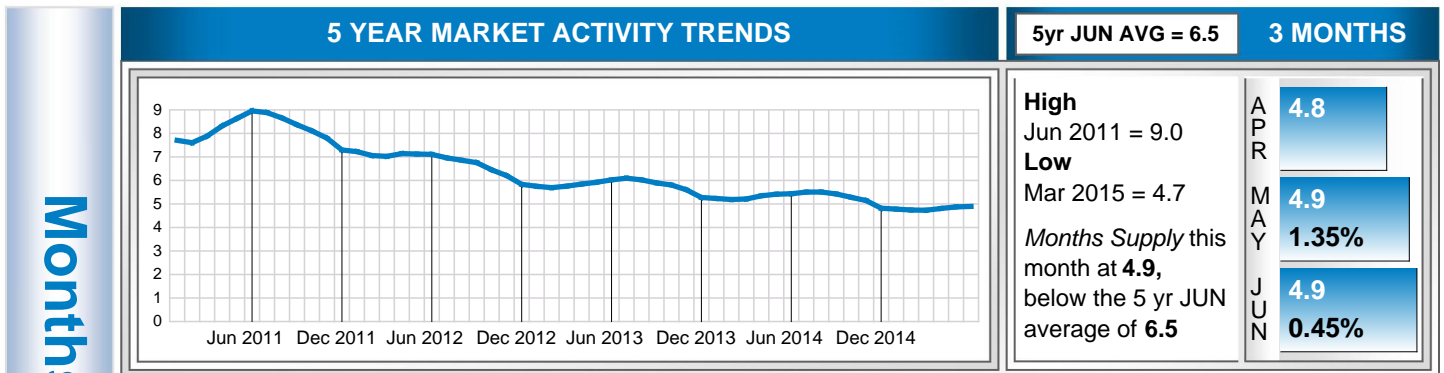
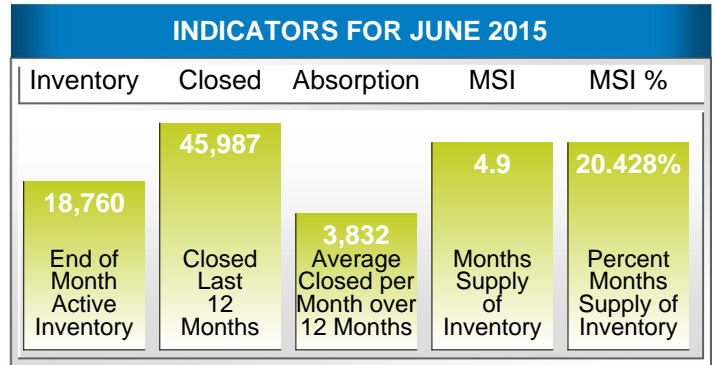
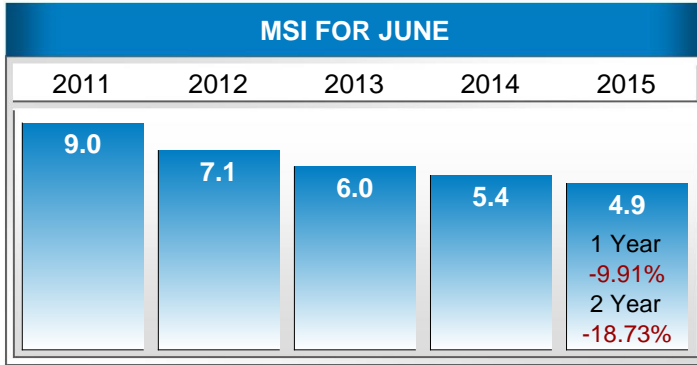
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Months Supply of Inventory

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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	1,602		8.54%	4.1	4.9	3.5	3.5	3.0
\$50,001 - \$75,000	1,819		9.70%	5.8	6.7	5.3	5.4	5.5
\$75,001 - \$125,000	3,279		17.48%	4.0	5.3	3.5	4.6	4.9
\$125,001 - \$200,000	4,696		25.03%	3.8	5.0	3.5	3.8	6.0
\$200,001 - \$275,000	2,727		14.54%	5.0	6.4	5.0	4.5	4.9
\$275,001 - \$425,000	2,696		14.37%	7.3	9.1	7.0	6.9	8.5
\$425,001 and up	1,941		10.35%	13.5	18.1	14.9	11.7	15.7
MSI:	4.9				5.8	4.1	5.5	9.1
Total Active Inventory:	18,760				4,332	8,677	4,771	980



Monthly Inventory Analysis

Data from the
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June 2015

Closed Sales as of Jul 12, 2015



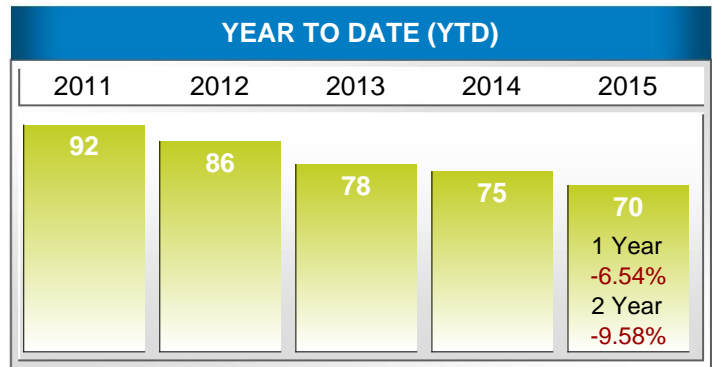
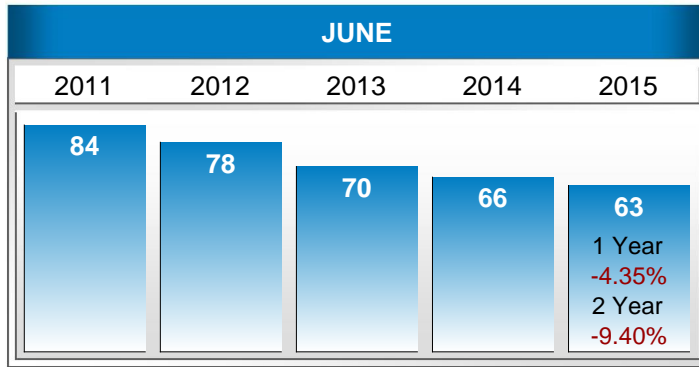
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Average Days on Market to Sale

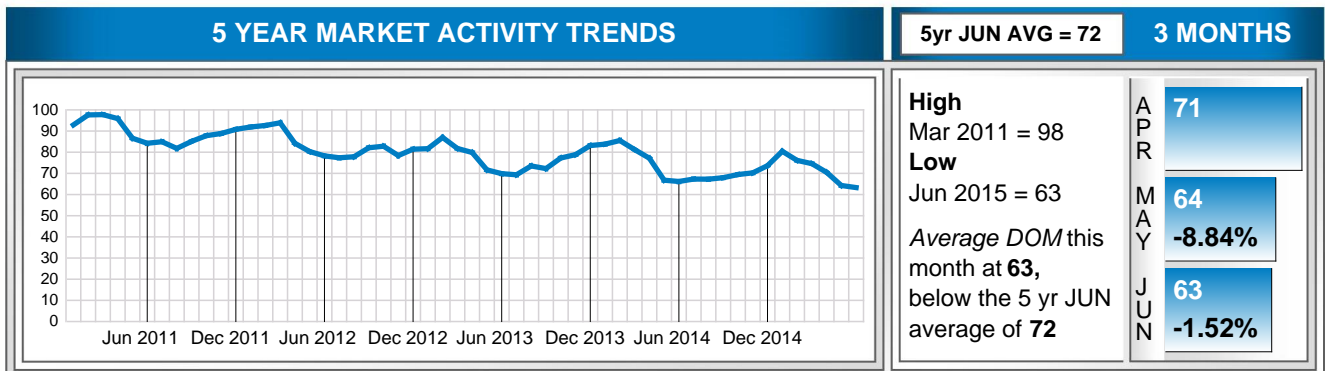
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Area Delimited by Entire OK State MLS - Single-Family Property Type



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+
\$50,000 and less	387	8.12%	85.7	95.9	77.9	71.8	18.5
\$50,001 - \$75,000	344	7.22%	84.9	97.1	81.5	43.5	154.6
\$75,001 - \$125,000	902	18.93%	53.0	55.1	52.1	57.5	29.8
\$125,001 - \$175,000	1,176	24.67%	50.6	61.7	46.4	56.5	81.9
\$175,001 - \$225,000	708	14.86%	61.6	67.3	62.7	58.9	44.9
\$225,001 - \$325,000	760	15.95%	67.6	83.8	62.0	68.1	66.1
\$325,001 and up	489	10.26%	75.5	95.3	76.6	70.6	80.6
Average Closed DOM: 63.3				76.3	58.1	63.8	73.0
Total Closed Units: 4,766				878	2598	1137	153
Total Closed Volume: 890,684,253				117.06M	401.49M	306.77M	65.36M



Monthly Inventory Analysis

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June 2015

Closed Sales as of Jul 12, 2015



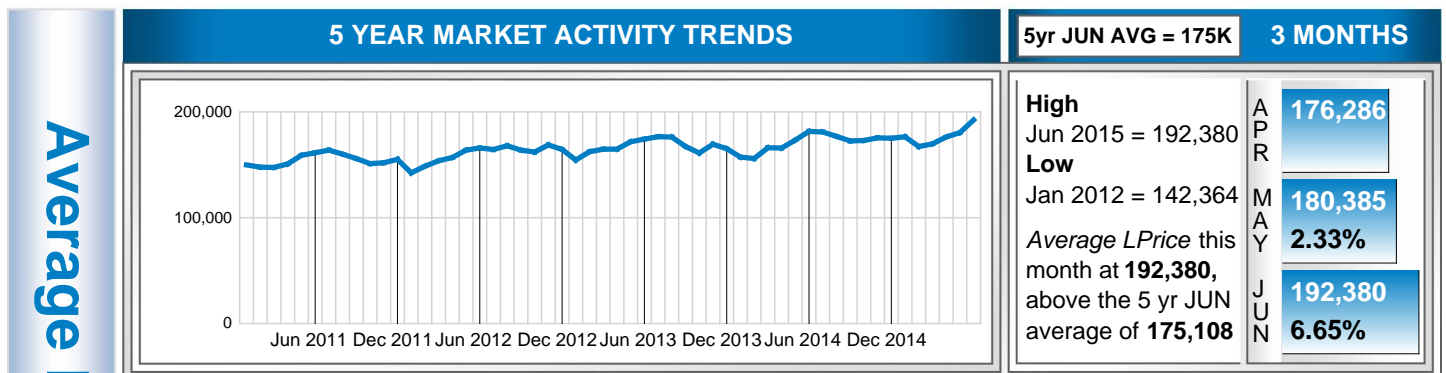
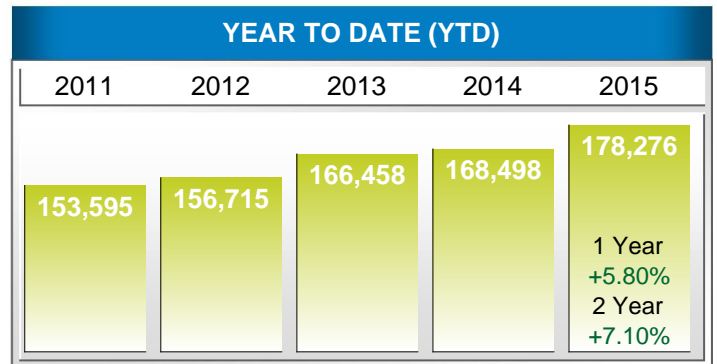
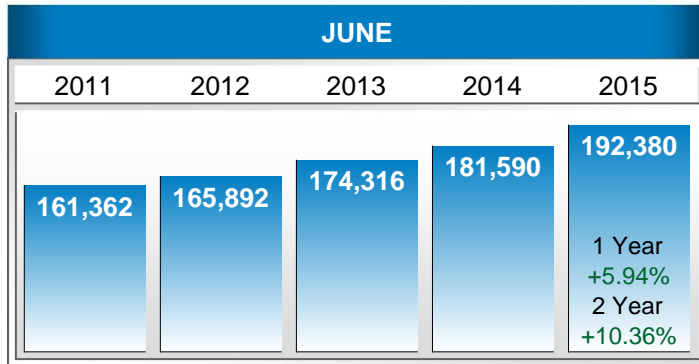
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Average List Price at Closing

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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+
\$50,000 and less	364	7.64%	31,832	32,569	35,327	34,336	13,125
\$50,001 - \$75,000	308	6.46%	65,291	68,493	68,646	72,953	74,340
\$75,001 - \$125,000	904	18.97%	102,897	105,162	105,963	108,231	110,283
\$125,001 - \$175,000	1,177	24.70%	150,407	152,141	151,348	158,982	156,185
\$175,001 - \$225,000	726	15.23%	198,870	203,523	200,001	204,837	207,086
\$225,001 - \$325,000	760	15.95%	269,040	275,406	271,673	274,364	290,567
\$325,001 and up	527	11.06%	505,294	426,724	445,185	507,361	709,432
Average List Price:	\$192,380			\$138,262	\$158,066	\$277,292	\$454,589
Total Closed Units:	4,766			878	2598	1137	153
Total List Volume:	916,883,501			121.39M	410.66M	315.28M	69.55M



Monthly Inventory Analysis

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June 2015

Closed Sales as of Jul 12, 2015



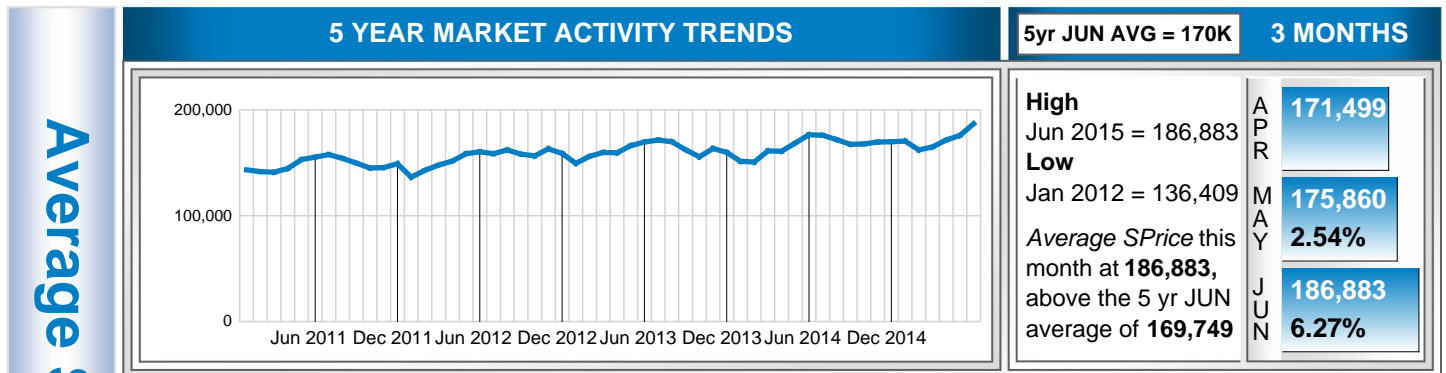
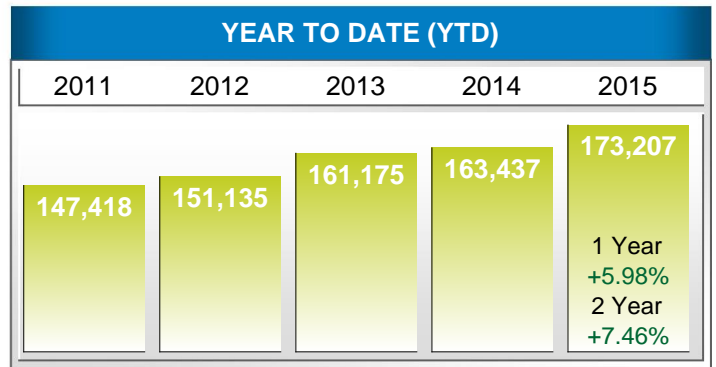
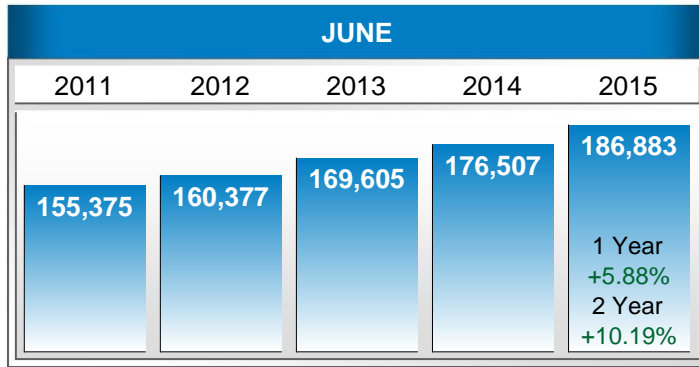
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Average Sold Price at Closing

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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	387	8.12%	30,415	29,262	31,826	29,831	13,125
\$50,001 \$75,000	344	7.22%	64,447	64,268	64,286	66,441	65,380
\$75,001 \$125,000	902	18.93%	102,820	101,642	103,122	102,993	107,250
\$125,001 \$175,000	1,176	24.67%	149,980	148,255	148,913	155,977	151,208
\$175,001 \$225,000	708	14.86%	198,201	198,357	196,471	200,901	198,959
\$225,001 \$325,000	760	15.95%	268,485	266,703	266,200	269,579	283,616
\$325,001 and up	489	10.26%	497,441	411,384	436,091	489,347	660,340
Average Closed Price:	\$186,883			\$133,331	\$154,537	\$269,806	\$427,206
Total Closed Units:	4,766			878	2598	1137	153
Total Closed Volume:	890,684,253			117.06M	401.49M	306.77M	65.36M



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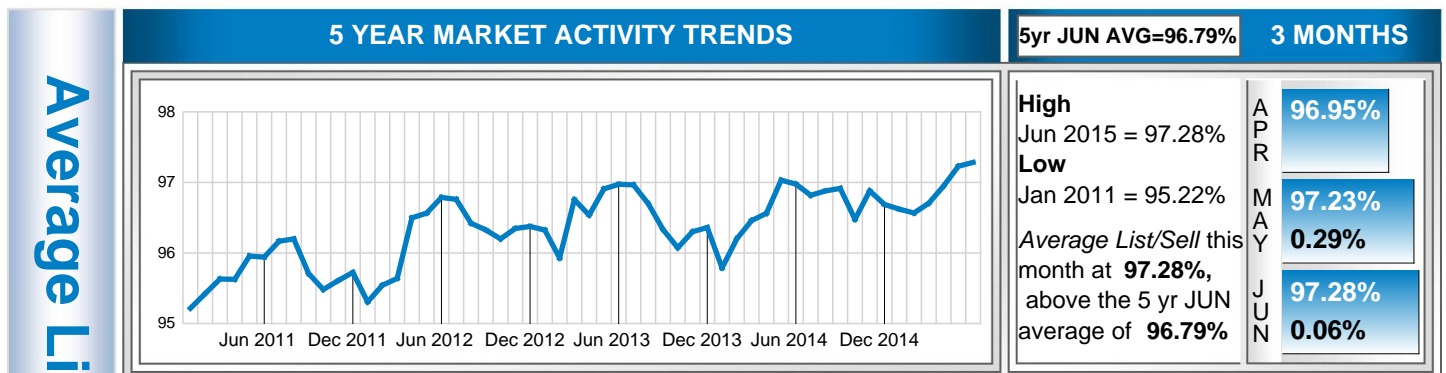
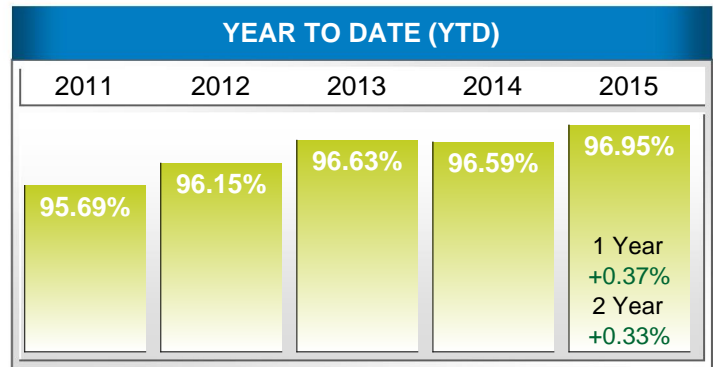
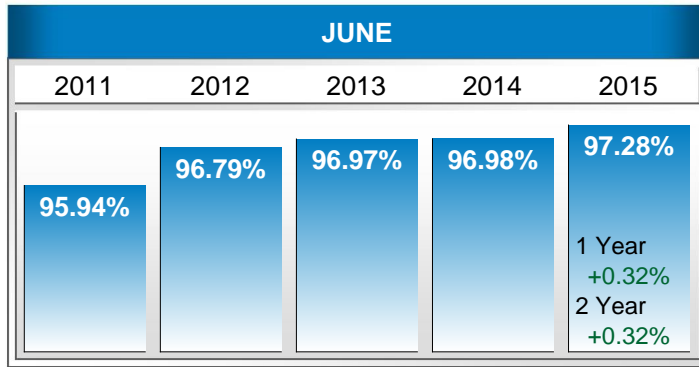
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Average Percent of List Price to Selling Price

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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+
\$50,000 and less	387	8.12%	92.82%	91.44%	94.94%	85.65%	100.00%
\$50,001 - \$75,000	344	7.22%	94.52%	94.42%	94.93%	92.86%	87.93%
\$75,001 - \$125,000	902	18.93%	97.51%	97.79%	97.52%	96.63%	97.74%
\$125,001 - \$175,000	1,176	24.67%	98.32%	97.52%	98.52%	98.25%	97.20%
\$175,001 - \$225,000	708	14.86%	98.16%	97.65%	98.37%	98.17%	96.20%
\$225,001 - \$325,000	760	15.95%	98.10%	97.14%	98.13%	98.38%	97.64%
\$325,001 and up	489	10.26%	97.31%	96.64%	98.22%	97.23%	96.73%
Average List/Sell Ratio: 97.30%				95.86%	97.67%	97.59%	96.69%
Total Closed Units: 4,766				878	2598	1137	153
Total Closed Volume: 890,684,253				117.06M	401.49M	306.77M	65.36M



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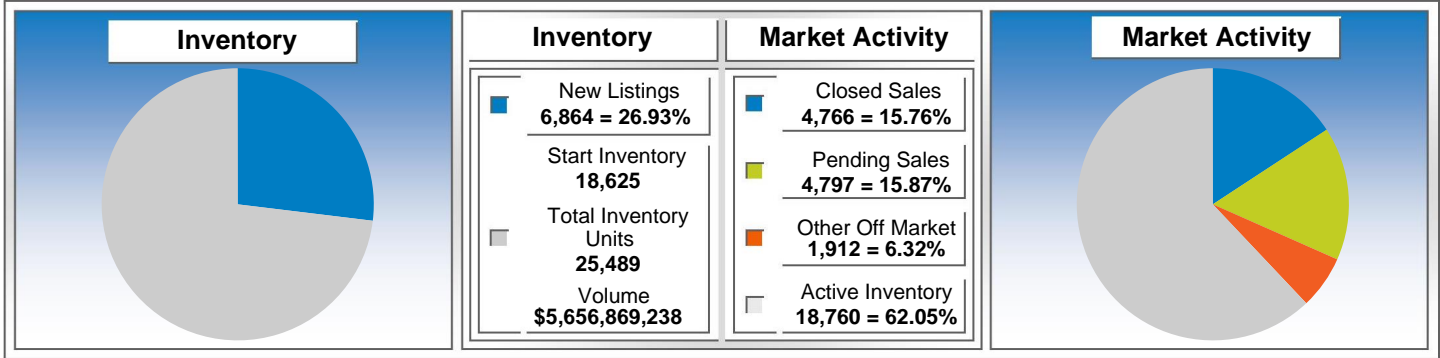
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Market Summary

Report Produced on: Jul 15, 2015

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



Absorption: Last 12 months, an Average of **3,832** Sales/Month

Active Inventory as of June 30, 2015 = **18,760**

	JUNE			Year To Date		
	2014	2015	+/-%	2014	2015	+/-%
Closed Sales	4,638	4,766	2.76%	22,004	22,271	1.21%
Pending Sales	4,412	4,797	8.73%	24,610	25,598	4.01%
New Listings	6,660	6,864	3.06%	38,754	38,401	-0.91%
Average List Price	181,590	192,380	5.94%	168,498	178,276	5.80%
Average Sale Price	176,507	186,883	5.88%	163,437	173,207	5.98%
Average Percent of List Price to Selling Price	96.98%	97.28%	0.32%	96.59%	96.95%	0.37%
Average Days on Market to Sale	66.17	63.29	-4.35%	75.23	70.31	-6.54%
Monthly Inventory	20,266	18,760	-7.43%	20,266	18,760	-7.43%
Months Supply of Inventory	5.44	4.90	-10.00%	5.44	4.90	-10.00%

