



June 2016

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



OKLAHOMA
ASSOCIATION OF
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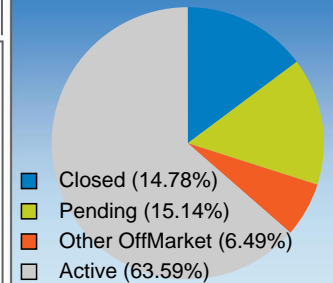
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Absorption: Last 12 months, an Average of **3,579** Sales/Month

Active Inventory as of June 30, 2016 = **18,357**

	JUNE		
	2015	2016	+/-%
Closed Listings	4,503	4,267	-5.24%
Pending Listings	4,259	4,372	2.65%
New Listings	6,370	6,707	5.29%
Average List Price	191,564	185,154	-3.35%
Average Sale Price	186,185	180,641	-2.98%
Average Percent of List Price to Selling Price	97.31%	97.58%	0.28%
Average Days on Market to Sale	62.71	54.89	-12.48%
End of Month Inventory	16,919	18,357	8.50%
Months Supply of Inventory	4.78	5.13	7.41%

Market Activity



Report Produced on: Jul 12, 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 June 2016 rose **8.50%** to 18,357 existing homes available for sale. Over the last 12 months this area has had an average of 3,579 closed sales per month. This represents an unsold inventory index of **5.13** MSI for this period.

Average Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **2.98%** in June 2016 to \$180,641 versus the previous year at \$186,185.

Average Days on Market Shortens

The average number of **54.89** days that homes spent on the market before selling decreased by 7.82 days or **12.48%** in June 2016 compared to last year's same month at **62.71** DOM.

Sales Success for June 2016 is Positive

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

There were 6,707 New Listings in June 2016, up **5.29%** from last year at 6,370. Furthermore, there were 4,267 Closed Listings this month versus last year at 4,503, a **-5.24%** decrease.

Closed versus Listed trends yielded a **63.6%** ratio, down from last year's June 2016 at **70.7%**, a **10.00%** 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
steve@okrealtors.com
Or visit: www.okrealtors.com



Monthly Inventory Analysis

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June 2016

Closed Sales as of Jul 12, 2016



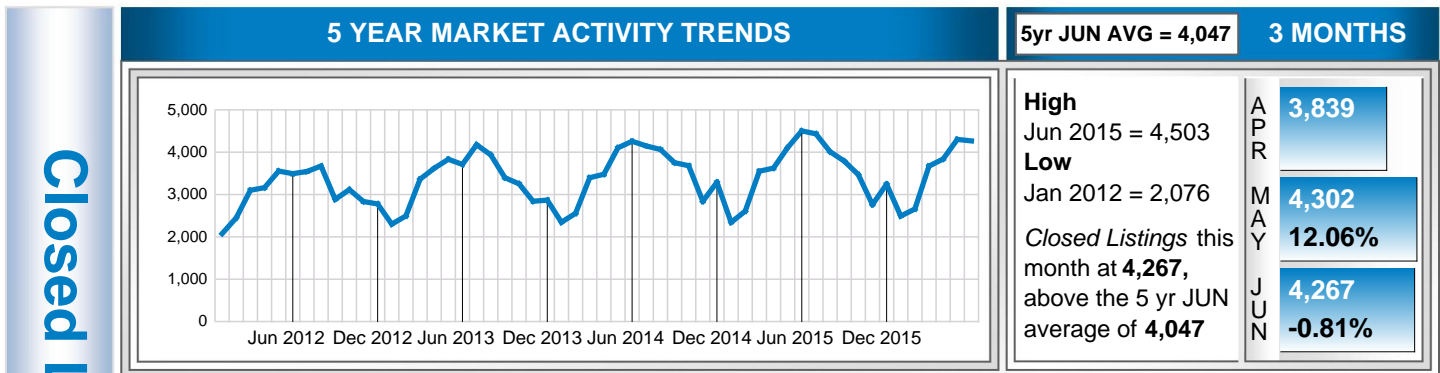
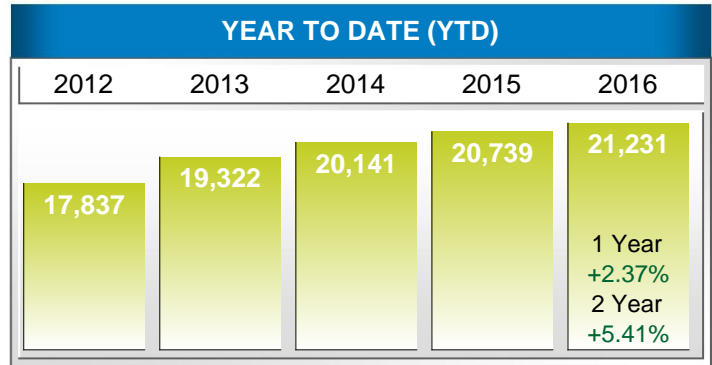
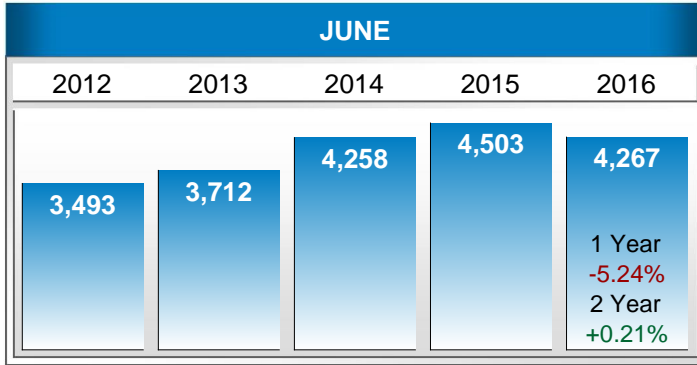
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Closed Listings

Report Produced on: Jul 12, 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	341	7.99%	63.4	145	161	32	3		
\$50,001 - \$75,000	319	7.48%	78.3	91	209	17	2		
\$75,001 - \$125,000	837	19.62%	50.7	132	630	70	5		
\$125,001 - \$175,000	1,090	25.54%	43.3	74	843	162	11		
\$175,001 - \$225,000	627	14.69%	49.3	34	363	223	7		
\$225,001 - \$300,000	569	13.33%	58.2	22	226	290	31		
\$300,001 and up	484	11.34%	70.1	10	137	278	59		
Total Closed Units:				4,267	54.9	508	2569	1072	118
Total Closed Volume:				770,794,225		50.42M	393.80M	280.29M	46.29M
Average Closed Price:				\$180,641		\$99,250	\$153,290	\$261,462	\$392,255



Monthly Inventory Analysis

Data from the
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June 2016

Pending Listings as of Jul 12, 2016



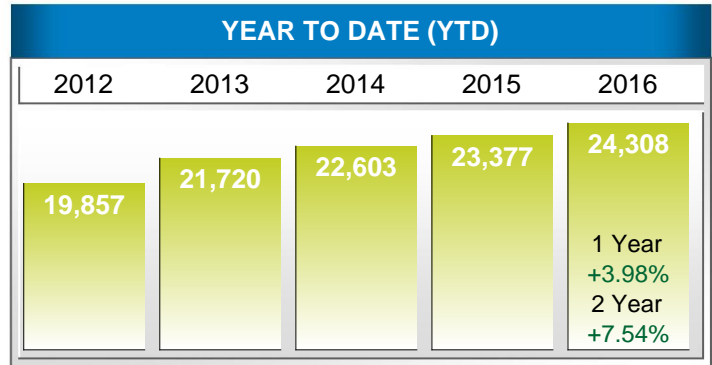
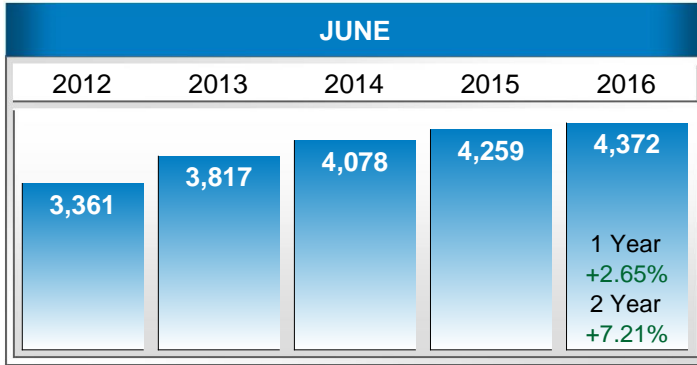
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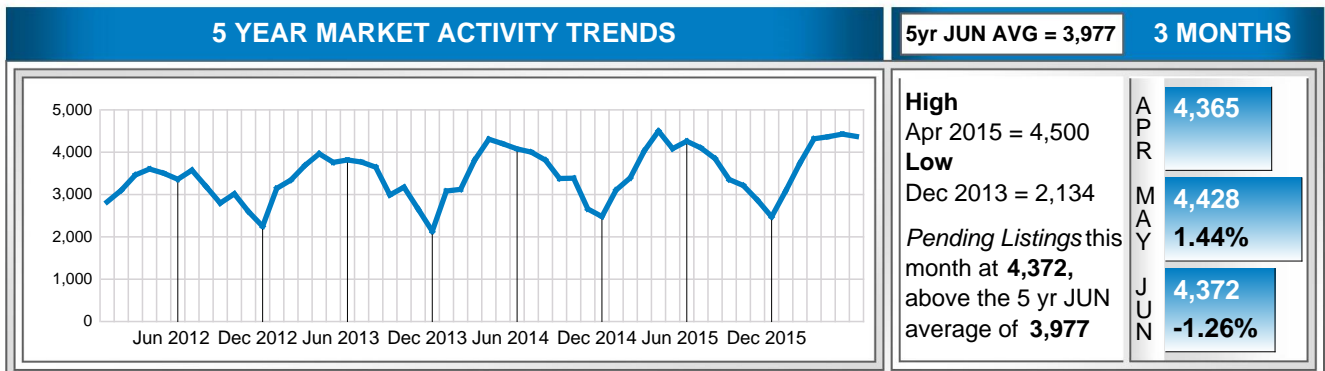
Pending Listings

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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	338	7.73%	64.4	132	172	33	1		
\$50,001 - \$75,000	328	7.50%	60.2	95	206	23	4		
\$75,001 - \$125,000	895	20.47%	47.3	154	642	95	4		
\$125,001 - \$175,000	1,073	24.54%	44.7	57	819	185	12		
\$175,001 - \$225,000	676	15.46%	52.5	29	383	248	16		
\$225,001 - \$300,000	558	12.76%	63.6	22	240	278	18		
\$300,001 and up	504	11.53%	75.3	11	136	285	72		
Total Pending Units: 4,372					58.7	500	2598	1147	127
Total Pending Volume: 803,956,448						51.92M	403.17M	292.00M	56.86M
Average Listing Price: \$173,127						\$103,845	\$155,186	\$254,578	\$447,723

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Monthly Inventory Analysis

Data from the
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June 2016

New Listings as of Jul 12, 2016



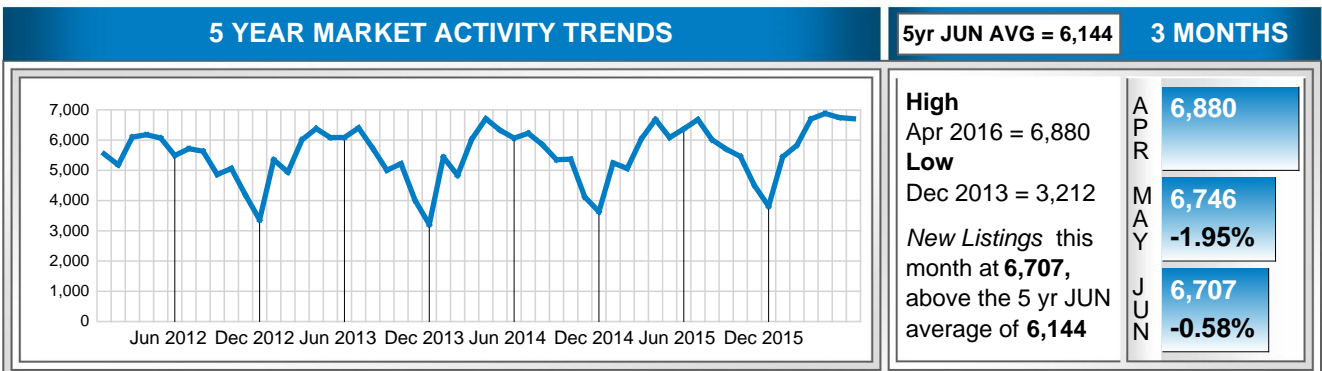
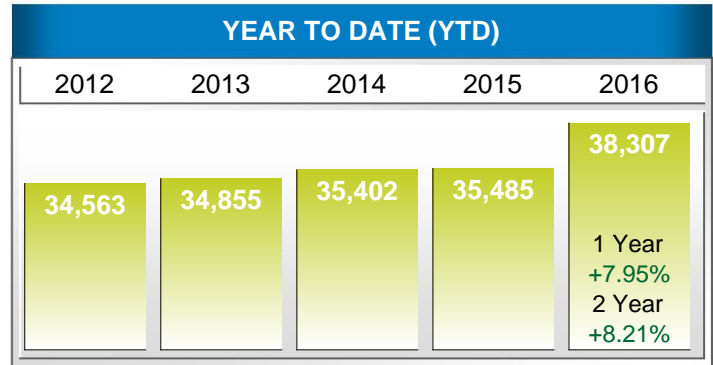
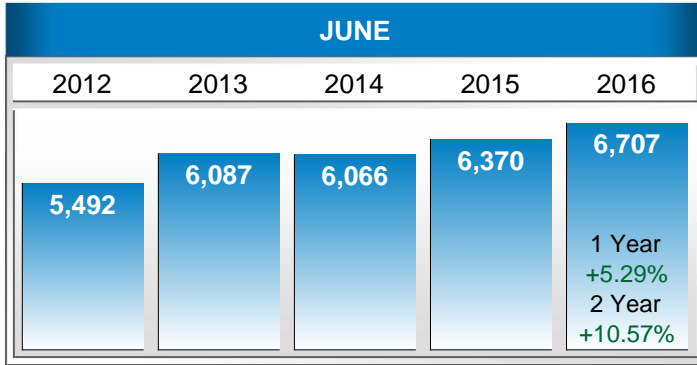
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New Listings

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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	471	7.02%	217	217	34	3	
\$50,001 - \$100,000	1,049	15.64%	286	665	91	7	
\$100,001 - \$125,000	596	8.89%	82	446	64	4	
\$125,001 - \$200,000	2,035	30.34%	115	1,460	432	28	
\$200,001 - \$275,000	1,067	15.91%	40	555	431	41	
\$275,001 - \$375,000	756	11.27%	21	255	405	75	
\$375,001 and up	733	10.93%	22	179	401	131	
Total New Listed Units:			6,707	783	3,777	1,858	289
Total New Listed Volume:			1,464,876,955	88.64M	653.14M	567.61M	155.49M
Average New Listed Listing Price:			\$200,897	\$113,201	\$172,925	\$305,496	\$538,031



Monthly Inventory Analysis

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June 2016

Active Inventory as of Jul 12, 2016



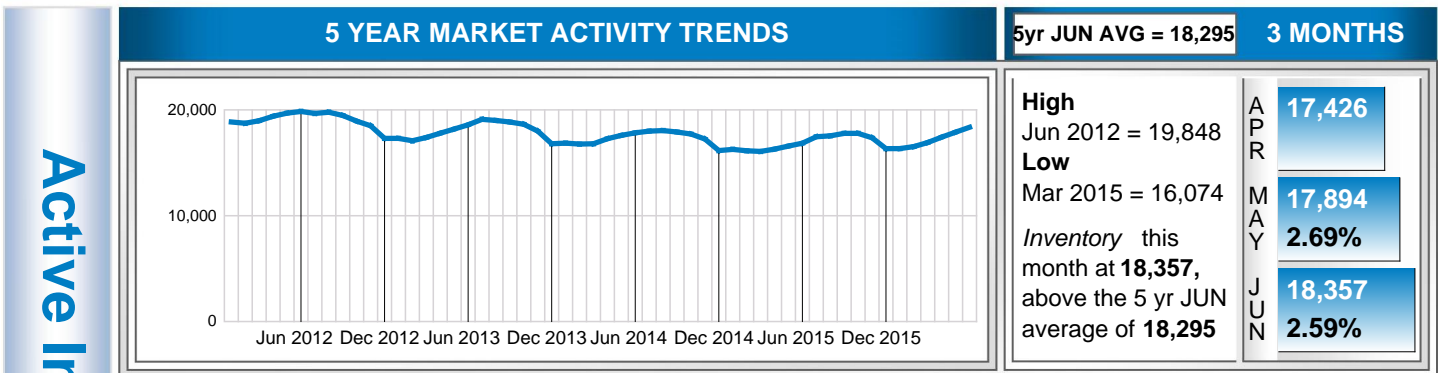
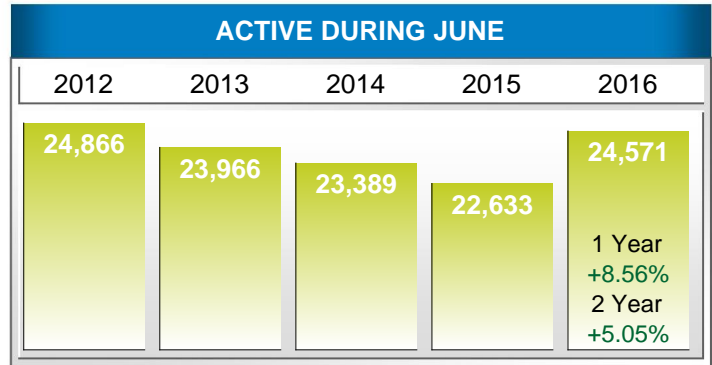
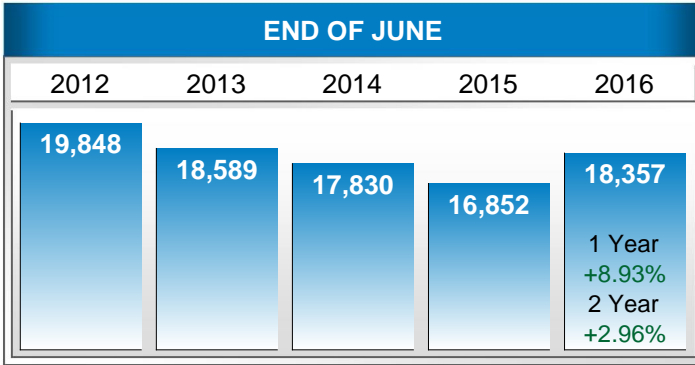
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Active Inventory

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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	1,488	8.11%	123.8	703	669	106	10	
\$50,001 - \$75,000	1,458	7.94%	120.6	500	822	124	12	
\$75,001 - \$125,000	2,879	15.68%	103.1	521	1,982	334	42	
\$125,001 - \$225,000	5,426	29.56%	90.3	371	3,562	1,377	116	
\$225,001 - \$300,000	2,755	15.01%	89.2	105	1,197	1,291	162	
\$300,001 - \$450,000	2,420	13.18%	93.4	105	777	1,277	261	
\$450,001 and up	1,931	10.52%	105.7	44	369	979	539	
Total Active Inventory by Units:			18,357	99.3	2,349	9,378	5,488	1,142
Total Active Inventory by Volume:			4,560,282,650		268.76M	1.74B	1.83B	717.59M
Average Active Inventory Listing Price:			\$248,422		\$114,415	\$185,547	\$334,160	\$628,365



Monthly Inventory Analysis

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June 2016

Active Inventory as of Jul 12, 2016



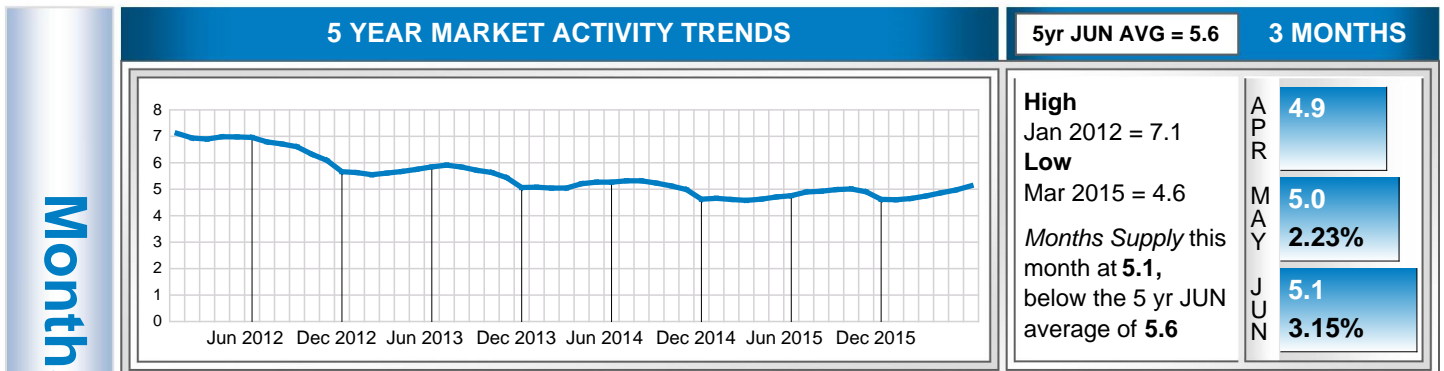
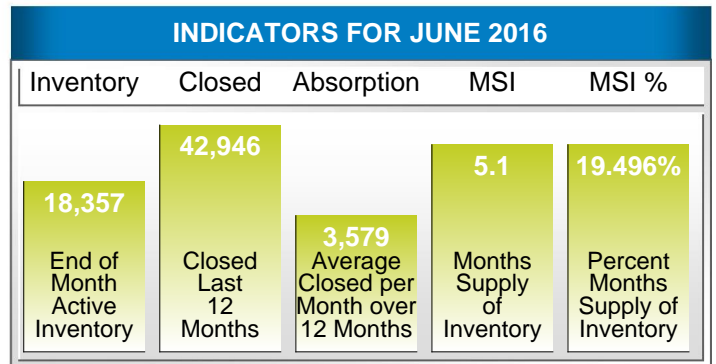
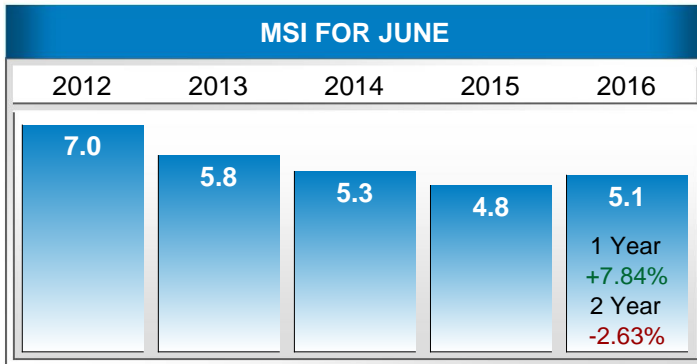
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Months Supply of Inventory

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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	1,488	8.11%	4.2	5.0	3.7	4.1	3.1
\$50,001 - \$75,000	1,458	7.94%	4.9	6.1	4.3	6.1	5.3
\$75,001 - \$125,000	2,879	15.68%	3.9	4.5	3.6	4.7	8.5
\$125,001 - \$225,000	5,426	29.56%	3.9	5.3	3.7	4.2	5.5
\$225,001 - \$300,000	2,755	15.01%	6.5	8.1	6.7	6.3	7.0
\$300,001 - \$450,000	2,420	13.18%	9.1	15.4	9.5	8.4	10.4
\$450,001 and up	1,931	10.52%	17.2	40.6	17.6	15.7	19.5
MSI:	5.1			5.5	4.3	6.3	10.6
Total Active Inventory:	18,357			2,349	9,378	5,488	1,142



Monthly Inventory Analysis

Data from the
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June 2016

Closed Sales as of Jul 12, 2016



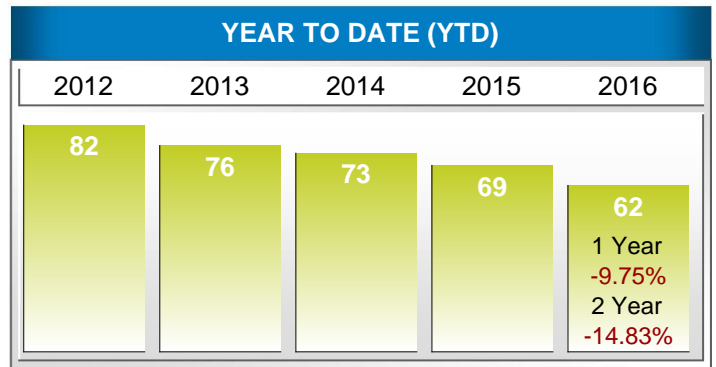
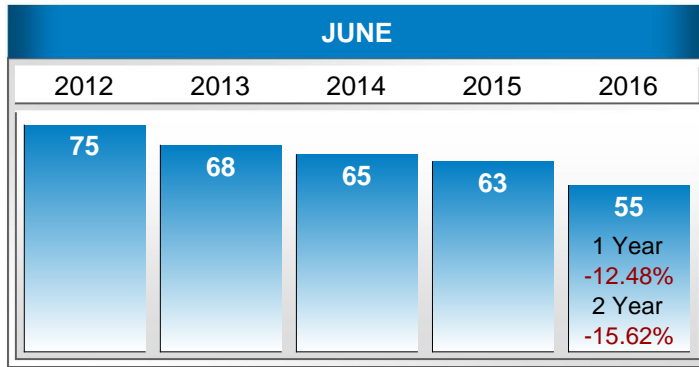
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Average Days on Market to Sale

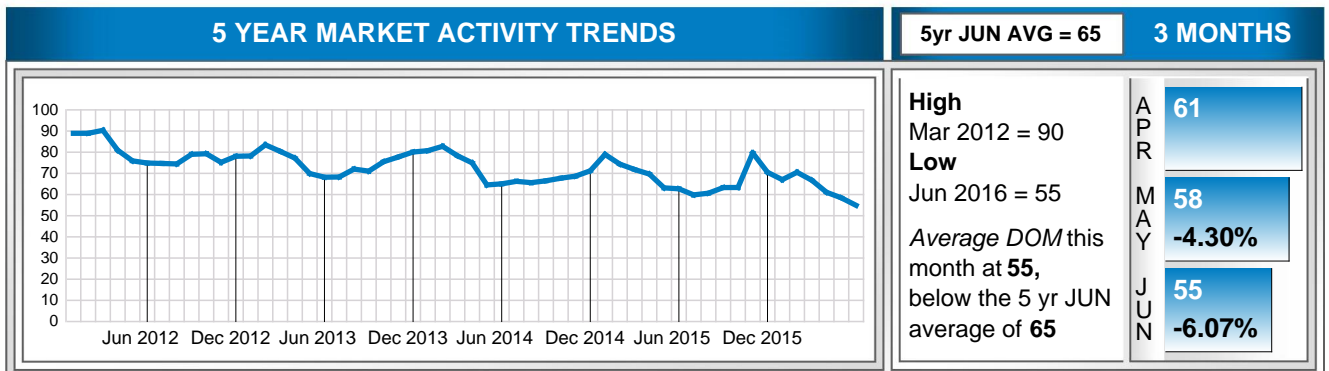
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Average Days on Market

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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+
\$50,000 and less	341	7.99%	63.4	66.9	62.0	52.5	84.7
\$50,001 - \$75,000	319	7.48%	78.3	81.1	77.9	73.1	45.0
\$75,001 - \$125,000	837	19.62%	50.7	56.9	48.8	58.5	22.8
\$125,001 - \$175,000	1,090	25.54%	43.3	56.4	39.5	52.9	106.5
\$175,001 - \$225,000	627	14.69%	49.3	66.7	50.2	45.2	48.7
\$225,001 - \$300,000	569	13.33%	58.2	91.5	54.5	60.1	42.8
\$300,001 and up	484	11.34%	70.1	112.7	72.6	63.1	89.9
Average Closed DOM:	54.9			67.3	50.9	56.6	72.9
Total Closed Units:	4,267			508	2569	1072	118
Total Closed Volume:	770,794,225			50.42M	393.80M	280.29M	46.29M



Monthly Inventory Analysis

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June 2016

Closed Sales as of Jul 12, 2016



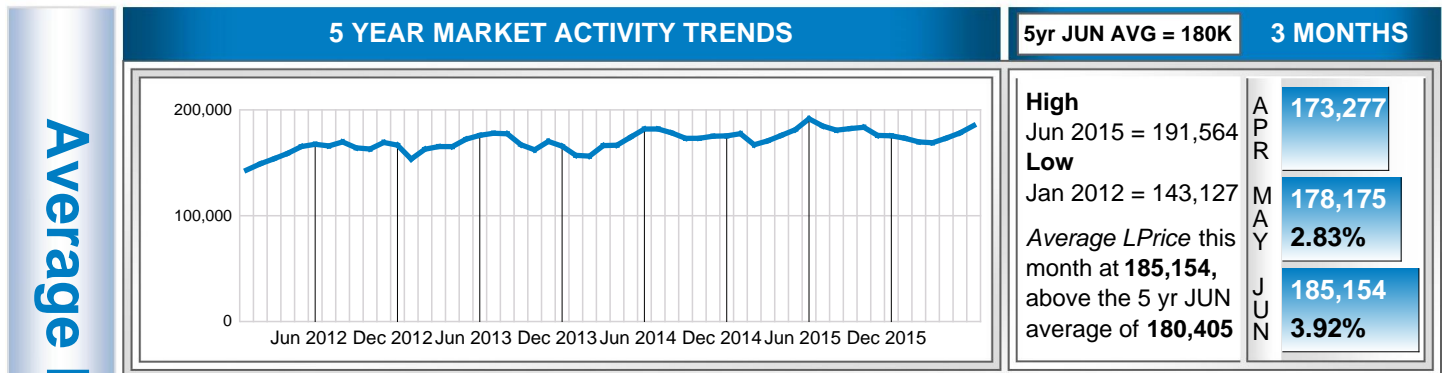
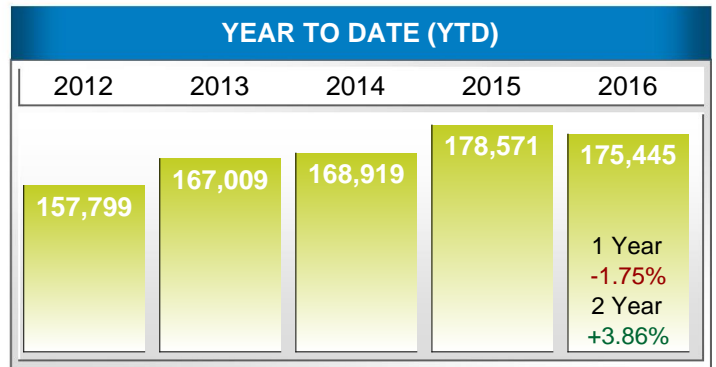
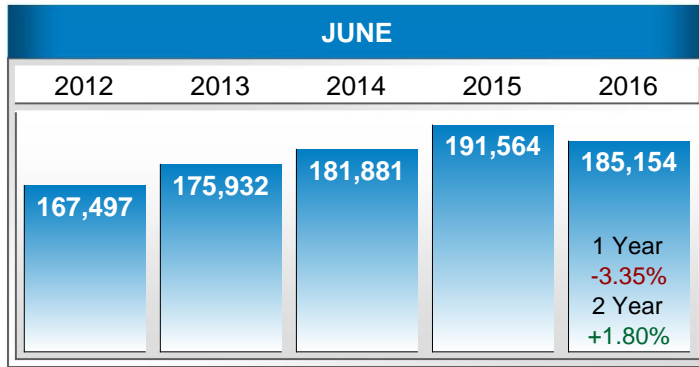
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Average List Price at Closing

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



AVERAGE LIST PRICE 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	306	7.17%	33,321	35,433	36,967	35,471	29,900
\$50,001 - \$75,000	313	7.34%	64,378	66,367	67,417	73,876	73,390
\$75,001 - \$125,000	839	19.66%	102,523	102,258	105,381	106,429	104,540
\$125,001 - \$175,000	1,059	24.82%	150,404	155,657	152,182	156,275	154,972
\$175,001 - \$225,000	662	15.51%	198,270	208,174	200,496	203,064	208,171
\$225,001 - \$300,000	581	13.62%	260,340	269,473	262,481	264,615	272,168
\$300,001 and up	507	11.88%	457,391	383,440	409,702	464,418	600,335
Average List Price:	\$185,154			\$104,399	\$156,851	\$267,059	\$404,899
Total Closed Units:	4,267			508	2569	1072	118
Total List Volume:	790,051,316			53.03M	402.95M	286.29M	47.78M

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June 2016

Closed Sales as of Jul 12, 2016



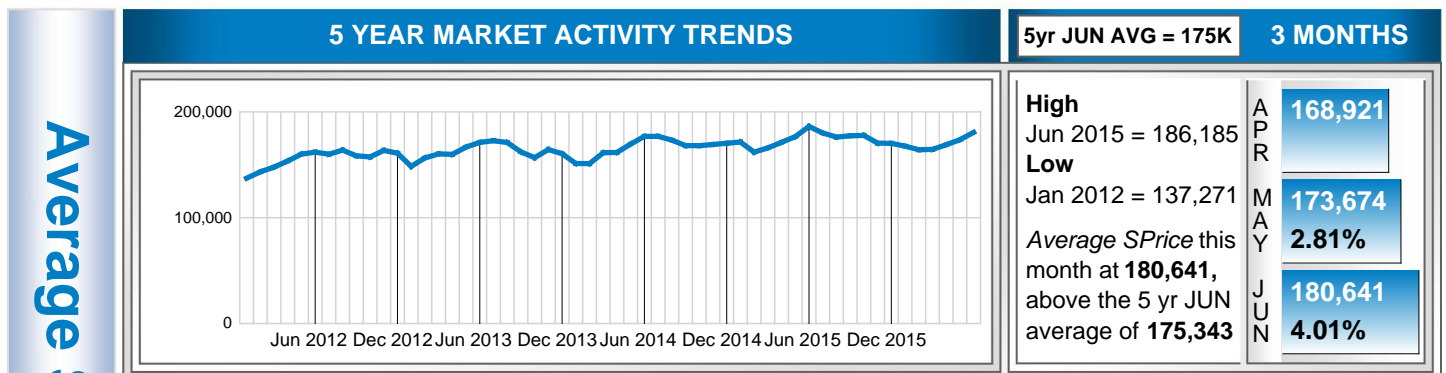
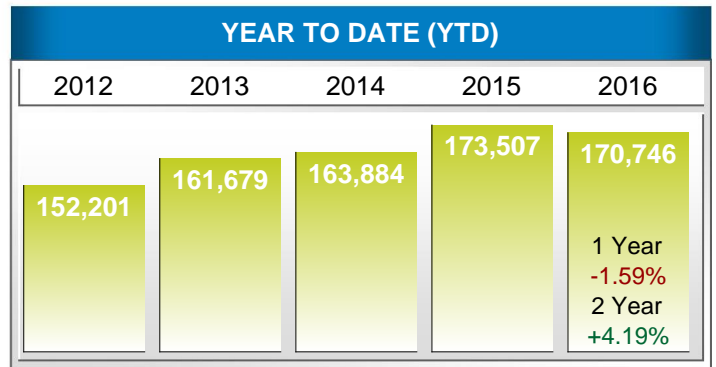
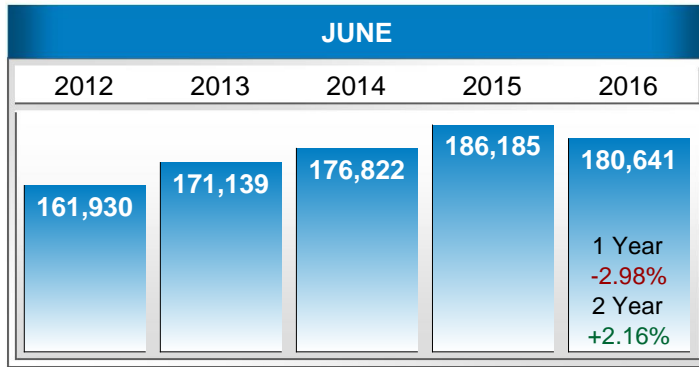
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Average Sold Price at Closing

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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	341	7.99%	32,701	31,461	33,959	32,496	27,335
\$50,001 - \$75,000	319	7.48%	63,564	62,769	63,768	64,494	70,635
\$75,001 - \$125,000	837	19.62%	102,057	99,304	102,556	102,863	100,650
\$125,001 - \$175,000	1,090	25.54%	150,211	149,170	149,596	153,952	149,227
\$175,001 - \$225,000	627	14.69%	198,645	198,096	197,678	200,282	199,329
\$225,001 - \$300,000	569	13.33%	259,219	255,325	257,261	260,346	265,713
\$300,001 and up	484	11.34%	450,760	364,610	396,996	452,689	581,114
Average Closed Price:	\$180,641			\$99,250	\$153,290	\$261,462	\$392,255
Total Closed Units:	4,267			508	2569	1072	118
Total Closed Volume:	770,794,225			50.42M	393.80M	280.29M	46.29M



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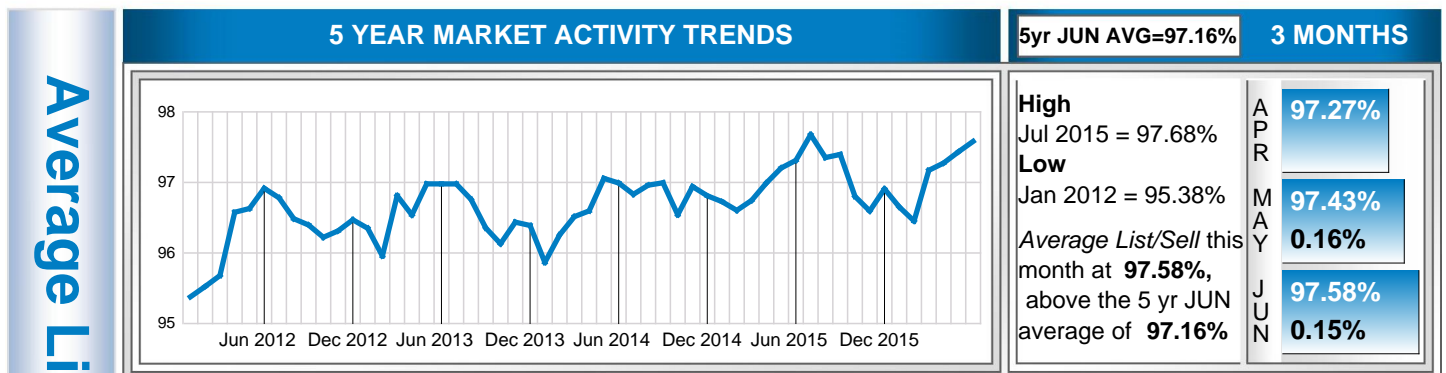
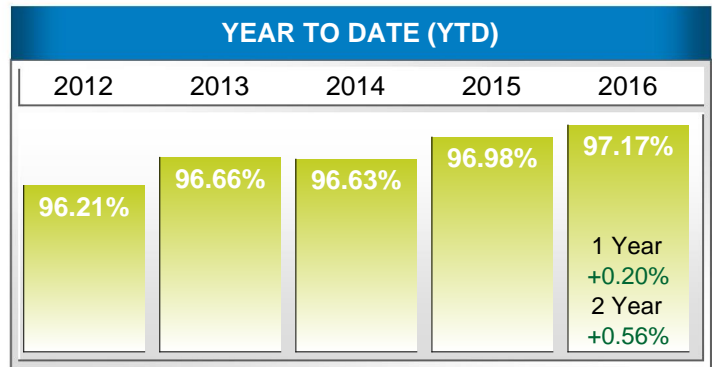
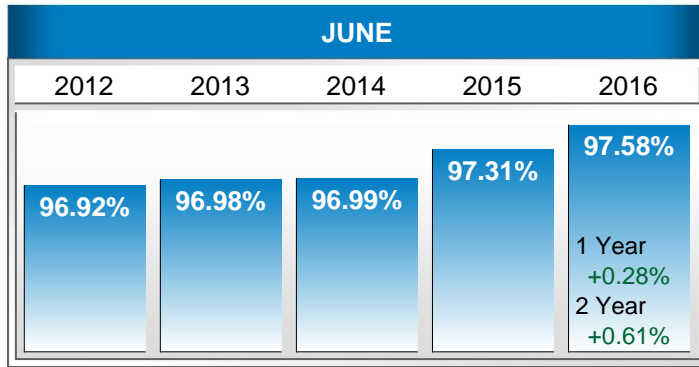
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Average Percent of List Price to Selling Price

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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	341	7.99%	94.59%	90.91%	95.91%	104.78%	93.23%
\$50,001 - \$75,000	319	7.48%	95.54%	94.87%	96.33%	89.25%	96.38%
\$75,001 - \$125,000	837	19.62%	97.45%	97.28%	97.54%	96.98%	96.78%
\$125,001 - \$175,000	1,090	25.54%	98.33%	96.16%	98.42%	98.93%	96.52%
\$175,001 - \$225,000	627	14.69%	98.48%	95.43%	98.67%	98.72%	95.89%
\$225,001 - \$300,000	569	13.33%	98.17%	95.20%	98.17%	98.43%	97.74%
\$300,001 and up	484	11.34%	97.73%	95.54%	97.18%	98.18%	97.28%
Average List/Sell Ratio: 97.60%				94.62%	97.83%	98.45%	97.11%
Total Closed Units: 4,267				508	2569	1072	118
Total Closed Volume: 770,794,225				50.42M	393.80M	280.29M	46.29M



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Inventory as of Jul 12, 2016



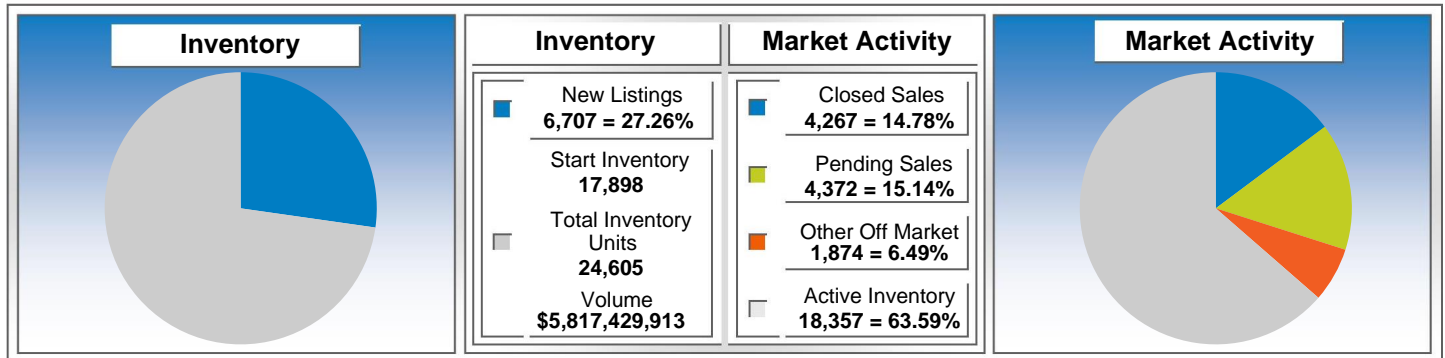
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Market Summary

Report Produced on: Jul 12, 2016

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



Absorption: Last 12 months, an Average of **3,579** Sales/Month

Active Inventory as of June 30, 2016 = **18,357**

	JUNE			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	4,503	4,267	-5.24%	20,739	21,231	2.37%
Pending Sales	4,259	4,372	2.65%	23,377	24,308	3.98%
New Listings	6,370	6,707	5.29%	35,485	38,307	7.95%
Average List Price	191,564	185,154	-3.35%	178,571	175,445	-1.75%
Average Sale Price	186,185	180,641	-2.98%	173,507	170,746	-1.59%
Average Percent of List Price to Selling Price	97.31%	97.58%	0.28%	96.98%	97.17%	0.20%
Average Days on Market to Sale	62.71	54.89	-12.48%	68.87	62.16	-9.75%
Monthly Inventory	16,919	18,357	8.50%	16,919	18,357	8.50%
Months Supply of Inventory	4.78	5.13	7.41%	4.78	5.13	7.41%

