



# March 2015

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



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ASSOCIATION OF  
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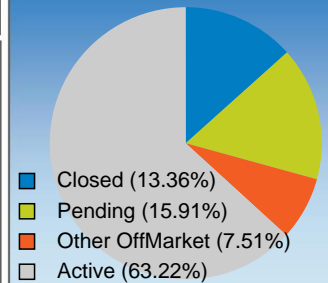
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**Absorption:** Last 12 months, an Average of **3,791** Sales/Month

**Active Inventory** as of March 31, 2015 = **17,507**

	MARCH		
	2014	2015	+/-%
Closed Listings	3,669	3,699	0.82%
Pending Listings	4,133	4,406	6.61%
New Listings	6,602	6,234	-5.57%
Average List Price	166,061	169,728	2.21%
Average Sale Price	161,161	164,839	2.28%
Average Percent of List Price to Selling Price	96.47%	96.68%	0.21%
Average Days on Market to Sale	80.71	75.53	-6.42%
End of Month Inventory	19,148	17,507	-8.57%
Months Supply of Inventory	5.24	4.62	-11.82%

## Market Activity



Report Produced on: Apr 16, 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 March 2015 decreased **8.57%** to 17,507 existing homes available for sale. Over the last 12 months this area has had an average of 3,791 closed sales per month. This represents an unsold inventory index of **4.62** 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 **2.28%** in March 2015 to \$164,839 versus the previous year at \$161,161.

### Average Days on Market Shortens

The average number of **75.53** days that homes spent on the market before selling decreased by 5.18 days or **6.42%** in March 2015 compared to last year's same month at **80.71** DOM.

### Sales Success for March 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 6,234 New Listings in March 2015, down **5.57%** from last year at 6,602. Furthermore, there were 3,699 Closed Listings this month versus last year at 3,669, a **0.82%** increase.

Closed versus Listed trends yielded a **59.3%** ratio, up from last year's March 2015 at **55.6%**, a **6.77%** 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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## March 2015

Closed Sales as of Apr 13, 2015



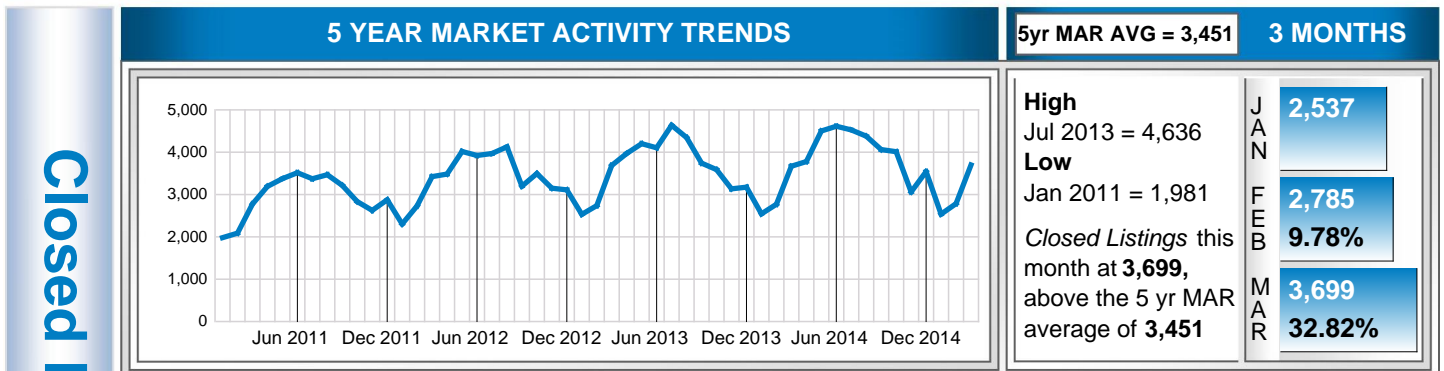
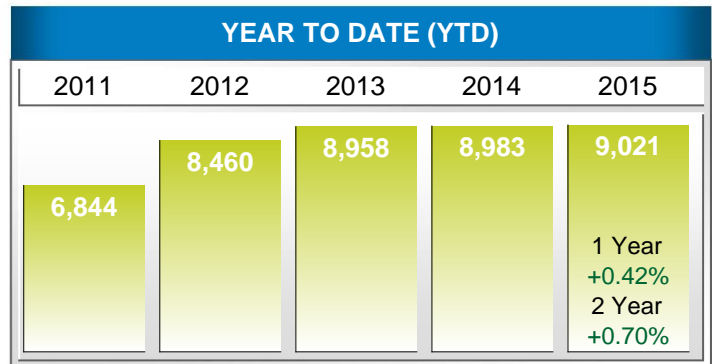
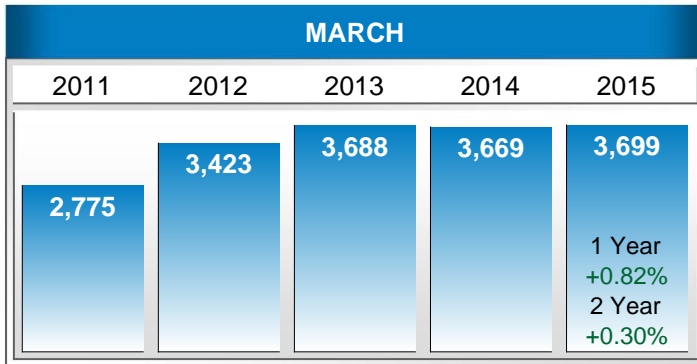
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## Closed Listings

Report Produced on: Apr 16, 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	152	4.11%	82.0	85	56	9	2	
\$25,001 - \$75,000	559	15.11%	81.3	199	313	38	9	
\$75,001 - \$100,000	384	10.38%	81.4	87	259	35	3	
\$100,001 - \$150,000	936	25.30%	65.3	116	698	113	9	
\$150,001 - \$200,000	692	18.71%	79.0	60	456	164	12	
\$200,001 - \$275,000	520	14.06%	74.0	57	211	225	27	
\$275,001 and up	456	12.33%	78.9	29	128	243	56	
Total Closed Units: 3,699				75.5	633	2121	827	118
Total Closed Volume: 609,741,221					68.33M	301.72M	198.51M	41.18M
Average Closed Price: \$164,839					\$107,950	\$142,253	\$240,037	\$348,970



# Monthly Inventory Analysis

Data from the  
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## March 2015

Pending Listings as of Apr 13, 2015



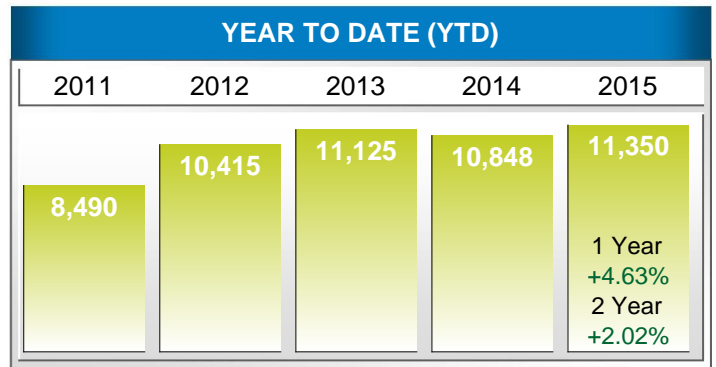
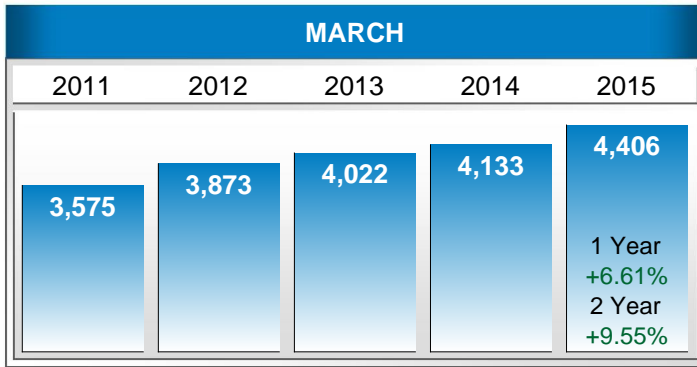
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## Pending Listings

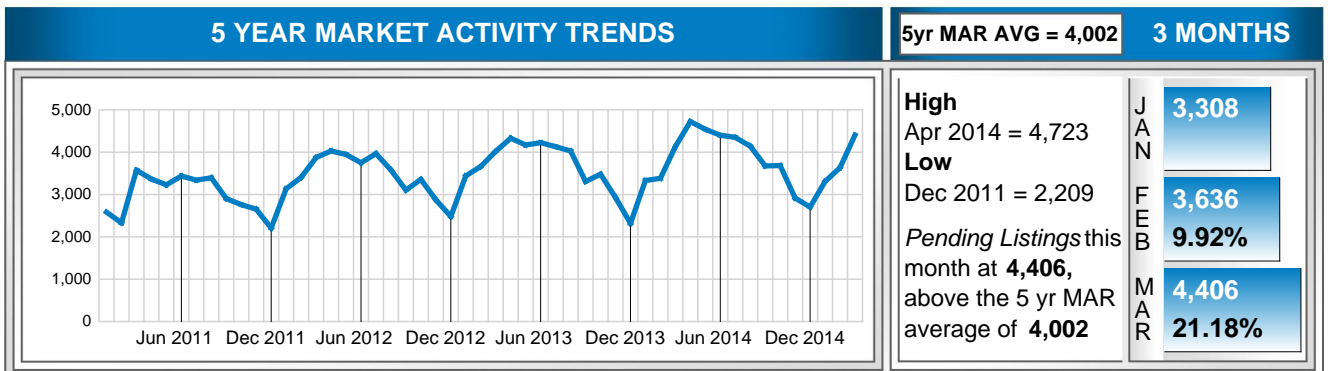
Report Produced on: Apr 16, 2015

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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+		
\$50,000 and less	395	8.97%	69.4	167	197	27	4		
\$50,001 - \$75,000	372	8.44%	69.6	106	237	25	4		
\$75,001 - \$125,000	904	20.52%	64.3	178	632	90	4		
\$125,001 - \$175,000	1,050	23.83%	54.4	99	783	158	10		
\$175,001 - \$225,000	689	15.64%	67.3	67	373	237	12		
\$225,001 - \$300,000	538	12.21%	74.5	44	195	276	23		
\$300,001 and up	458	10.39%	84.6	30	118	255	55		
Total Pending Units:				4,406	72.0	691	2535	1068	112
Total Pending Volume:				775,628,855		81.74M	374.98M	270.25M	48.66M
Average Listing Price:				\$171,108		\$118,298	\$147,920	\$253,044	\$434,438



# Monthly Inventory Analysis

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## March 2015

New Listings as of Apr 13, 2015



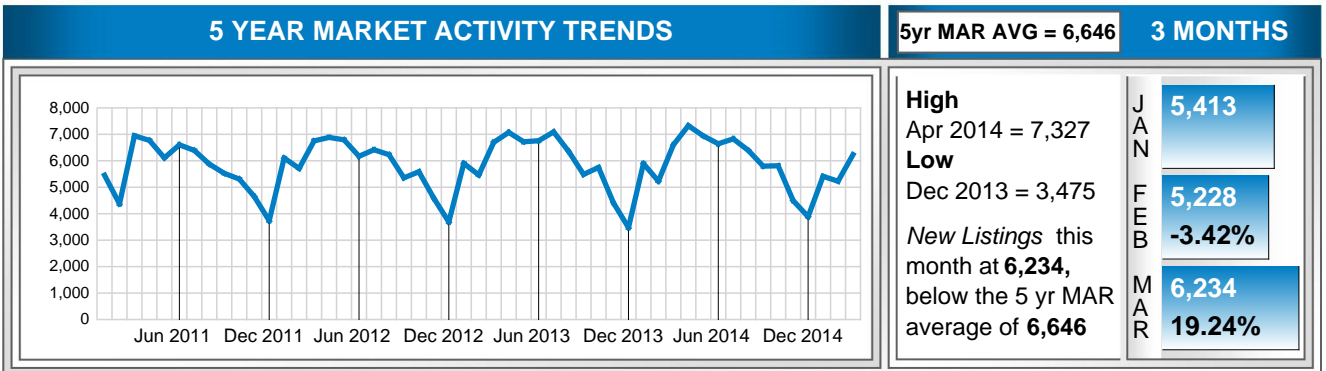
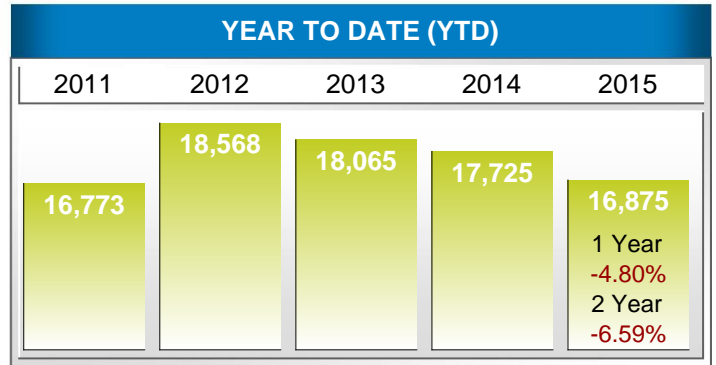
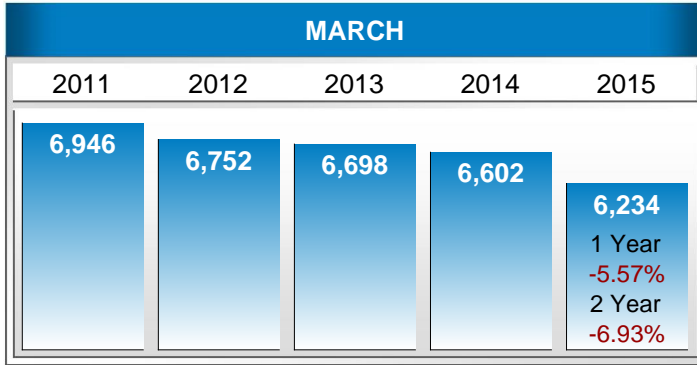
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## New Listings

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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	501	8.04%	245	215	35	6
\$50,001 - \$75,000	489	7.84%	171	289	28	1
\$75,001 - \$125,000	1,180	18.93%	224	844	105	7
\$125,001 - \$175,000	1,344	21.56%	132	960	235	17
\$175,001 - \$250,000	1,236	19.83%	110	664	424	38
\$250,001 - \$350,000	806	12.93%	51	304	396	55
\$350,001 and up	678	10.88%	37	156	357	128
Total New Listed Units:			970	3432	1580	252
Total New Listed Volume:			118.67M	563.84M	457.56M	130.90M
Average New Listed Listing Price:			\$122,342	\$164,289	\$289,596	\$519,443



# Monthly Inventory Analysis

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## March 2015

Active Inventory as of Apr 13, 2015



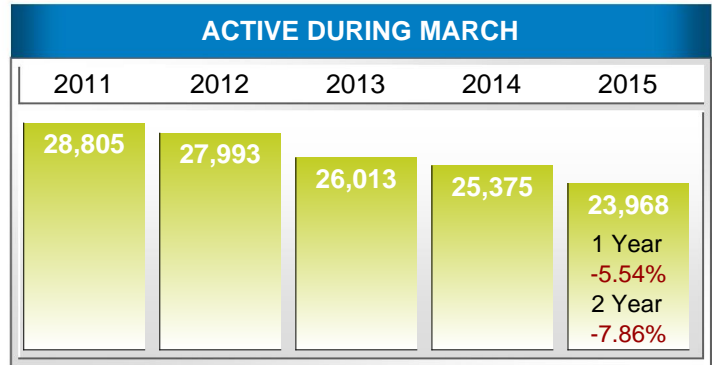
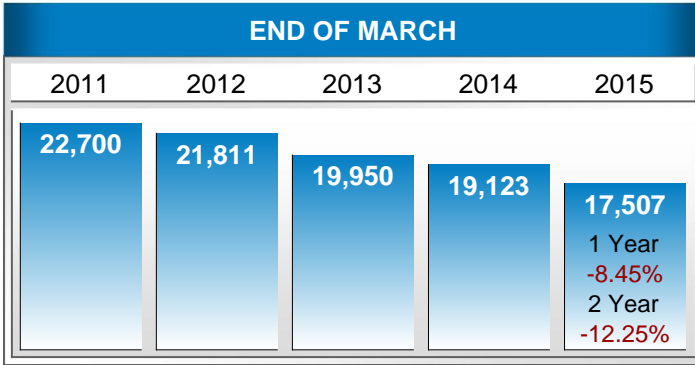
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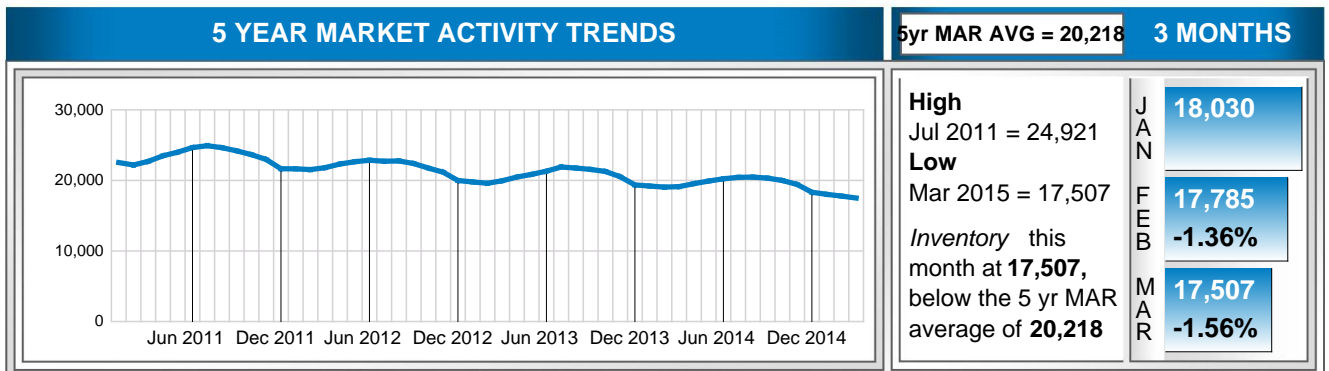
## Active Inventory

Report Produced on: Apr 16, 2015

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Active Inventory



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$50,000 and less	1,622	9.26%	146.4	832	682	91	17		
\$50,001 - \$75,000	1,768	10.10%	136.7	668	967	117	16		
\$75,001 - \$125,000	3,246	18.54%	118.7	825	2,065	322	34		
\$125,001 - \$200,000	4,246	24.25%	114.2	730	2,503	926	87		
\$200,001 - \$275,000	2,511	14.34%	106.9	311	1,118	980	102		
\$275,001 - \$400,000	2,306	13.17%	110.5	249	787	1,064	206		
\$400,001 and up	1,808	10.33%	121.6	138	320	935	415		
Total Active Inventory by Units:				17,507	119.5	3,753	8,442	4,435	877
Total Active Inventory by Volume:				3,900,869,449		527.64M	1.45B	1.41B	512.21M
Average Active Inventory Listing Price:				\$222,818		\$140,592	\$171,323	\$318,986	\$584,052

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# Monthly Inventory Analysis

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## March 2015

Active Inventory as of Apr 13, 2015



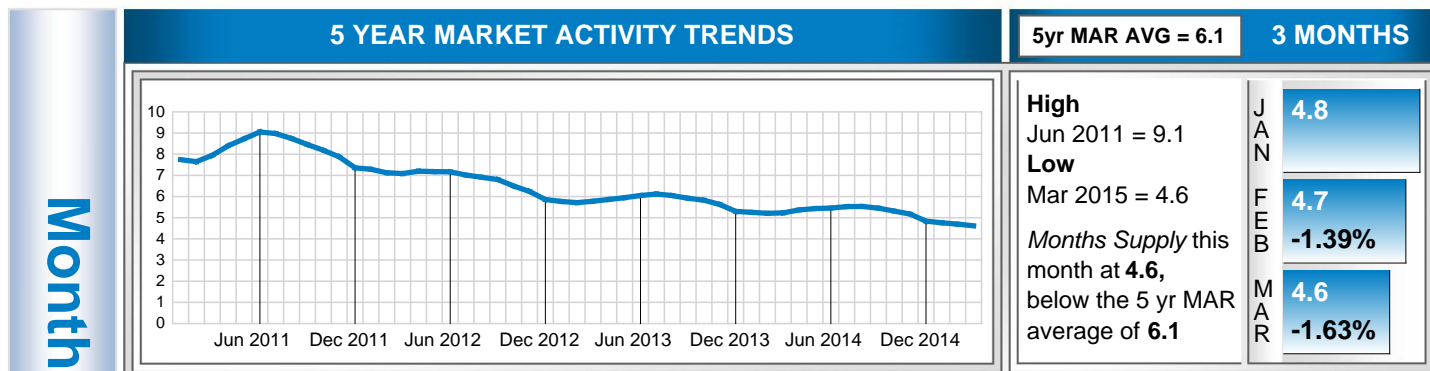
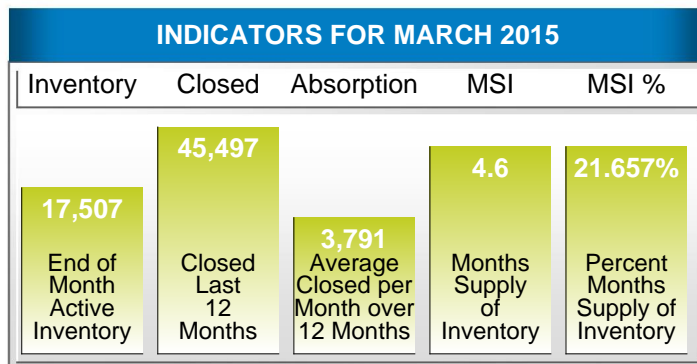
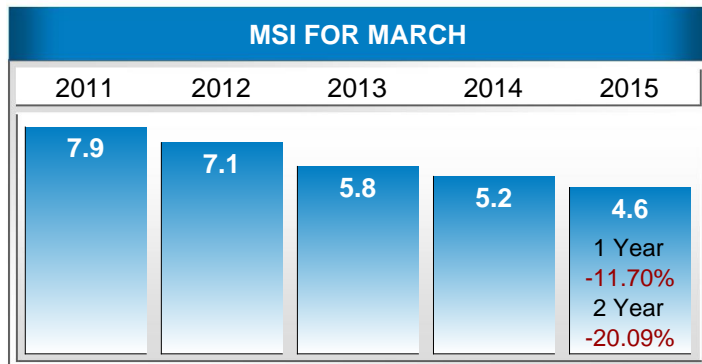
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## Months Supply of Inventory

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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	1,622			9.26%	4.0	4.6	3.5	3.3	5.5
\$50,001 - \$75,000	1,768			10.10%	5.7	6.3	5.3	5.4	6.2
\$75,001 - \$125,000	3,246			18.54%	3.9	4.8	3.6	4.2	5.5
\$125,001 - \$200,000	4,246			24.25%	3.5	4.4	3.2	3.6	6.1
\$200,001 - \$275,000	2,511			14.34%	4.7	4.8	5.0	4.4	5.1
\$275,001 - \$400,000	2,306			13.17%	7.1	8.3	8.2	6.2	7.4
\$400,001 and up	1,808			10.33%	10.9	11.2	10.7	10.4	12.3
MSI:					4.6	5.1	4.0	5.1	8.2
Total Active Inventory:					17,507	3,753	8,442	4,435	877



# Monthly Inventory Analysis

Data from the  
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## March 2015

Closed Sales as of Apr 13, 2015



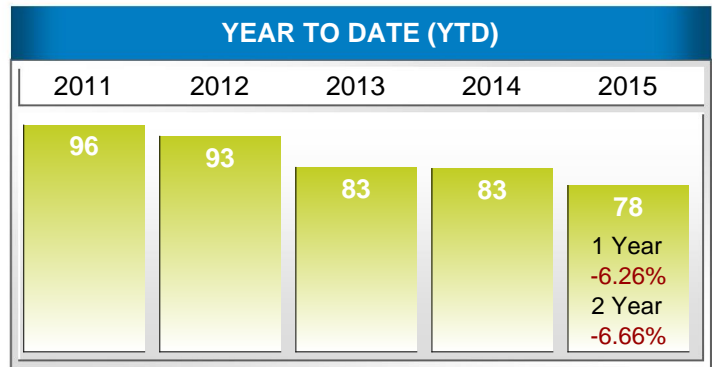
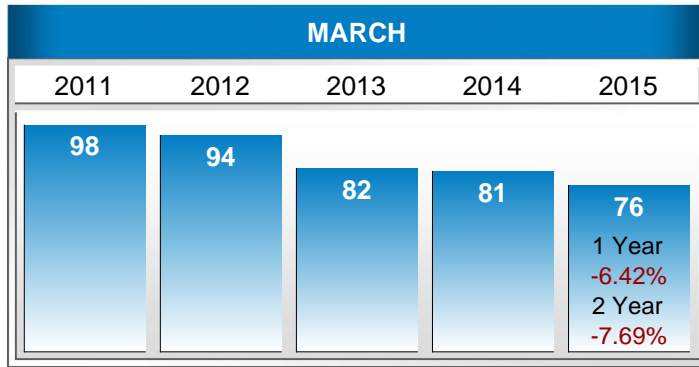
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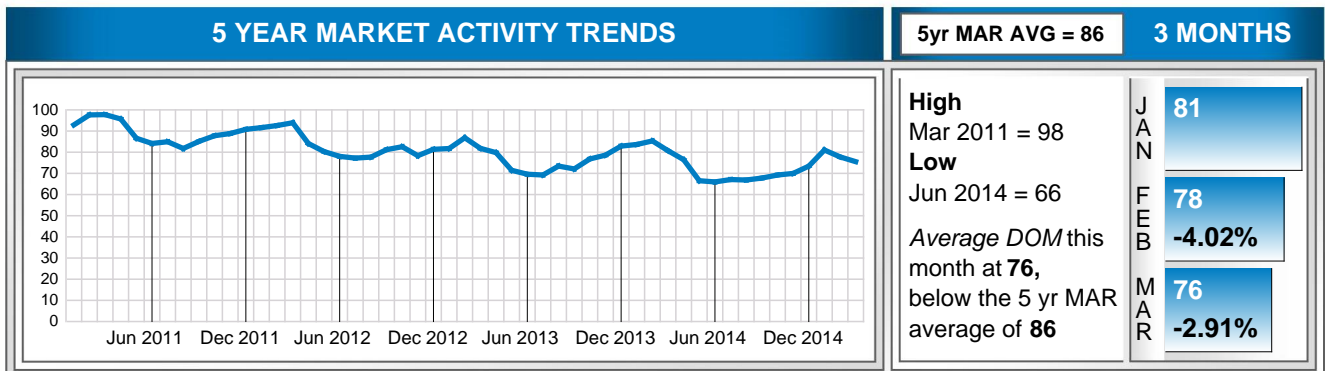
### Average Days on Market to Sale

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



Average Days on Market



#### 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	152	4.11%	82.0	81.0	82.4	94.8	55.0
\$25,001 - \$75,000	559	15.11%	81.3	85.5	77.5	86.3	101.1
\$75,001 - \$100,000	384	10.38%	81.4	79.9	82.6	76.1	75.7
\$100,001 - \$150,000	936	25.30%	65.3	84.0	61.0	71.9	73.0
\$150,001 - \$200,000	692	18.71%	79.0	116.4	74.6	78.3	69.3
\$200,001 - \$275,000	520	14.06%	74.0	98.2	64.5	74.0	97.6
\$275,001 and up	456	12.33%	78.9	110.8	79.8	76.3	71.5
Average Closed DOM: 75.5				89.1	71.0	76.1	79.5
Total Closed Units: 3,699				633	2121	827	118
Total Closed Volume: 609,741,221				68.33M	301.72M	198.51M	41.18M

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# Monthly Inventory Analysis

Data from the  
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## March 2015

Closed Sales as of Apr 13, 2015



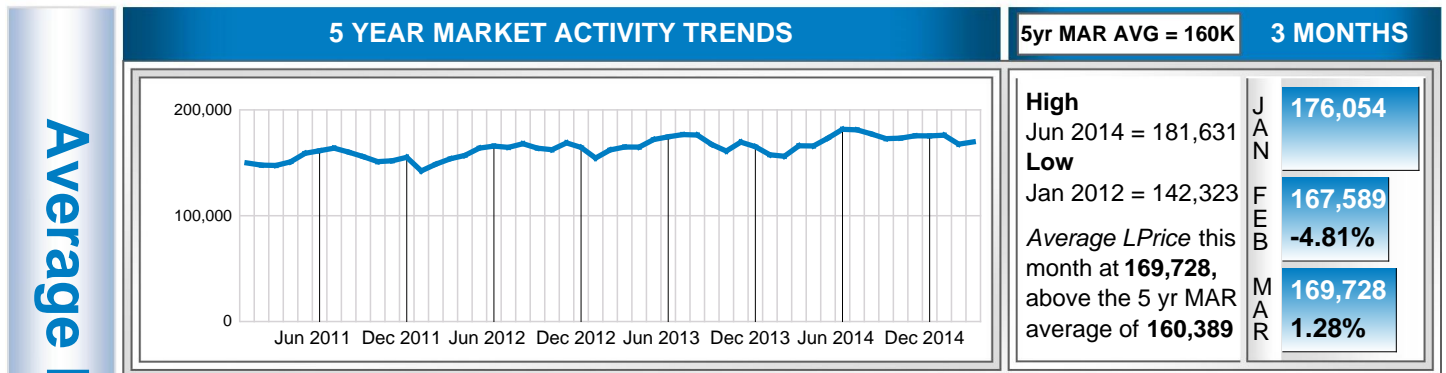
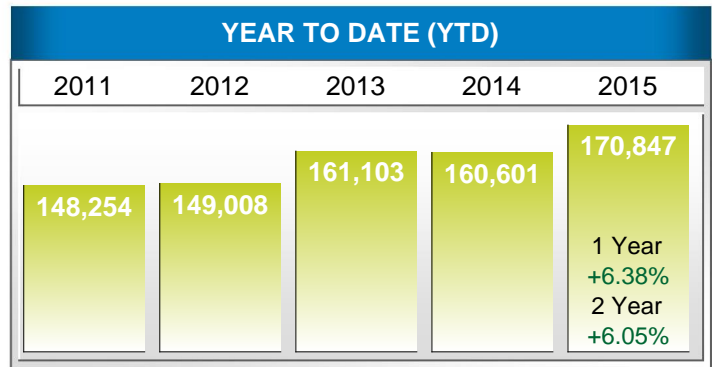
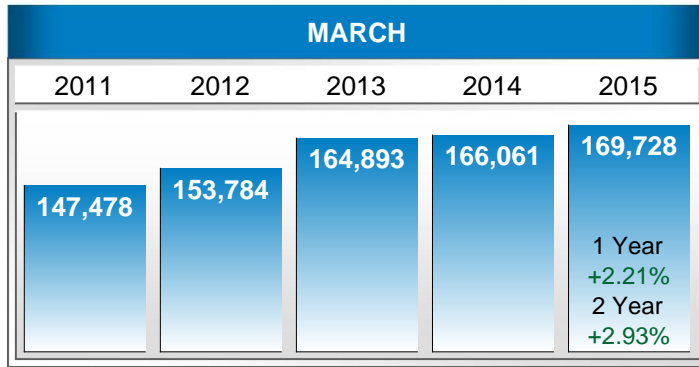
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## Average List Price at Closing

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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	121		3.27%	18,422	20,441	22,323	21,472	29,000
\$25,001 - \$75,000	546		14.76%	51,590	53,616	56,455	53,246	52,156
\$75,001 - \$100,000	391		10.57%	89,180	89,896	93,331	93,015	94,600
\$100,001 - \$150,000	919		24.84%	128,274	131,340	130,147	134,197	127,300
\$150,001 - \$200,000	721		19.49%	173,915	181,137	175,037	179,028	176,832
\$200,001 - \$275,000	522		14.11%	236,570	238,632	236,525	241,394	248,217
\$275,001 and up	479		12.95%	408,748	388,434	361,943	407,593	580,358
Average List Price:	\$169,728				\$112,477	\$146,152	\$245,896	\$366,786
Total Closed Units:	3,699				633	2121	827	118
Total List Volume:	627,822,964				71.20M	309.99M	203.36M	43.28M





# Monthly Inventory Analysis

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## March 2015

Closed Sales as of Apr 13, 2015



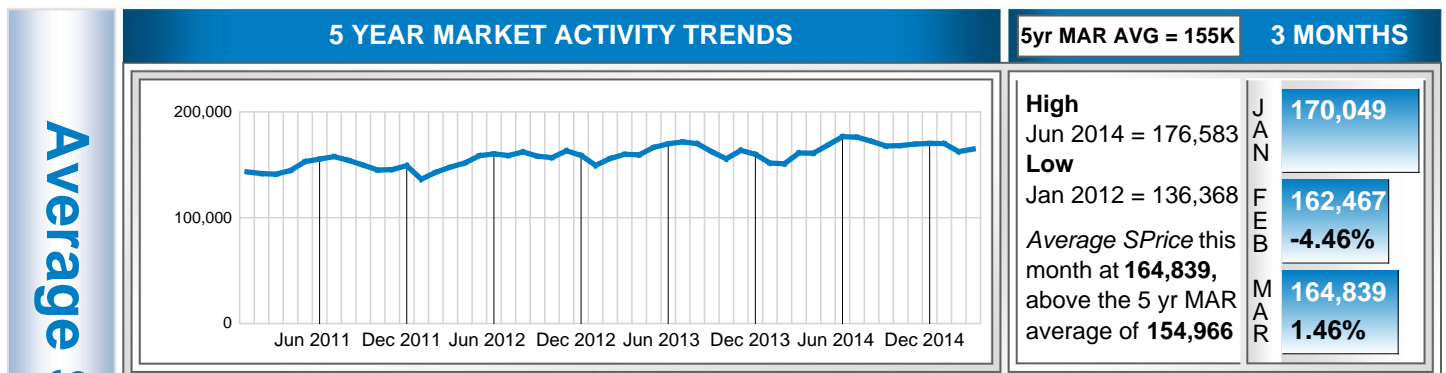
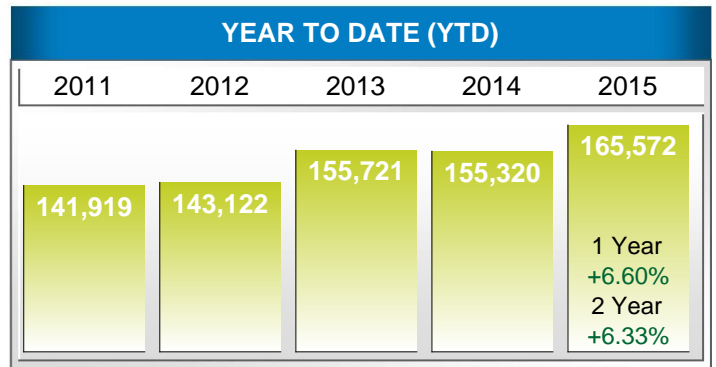
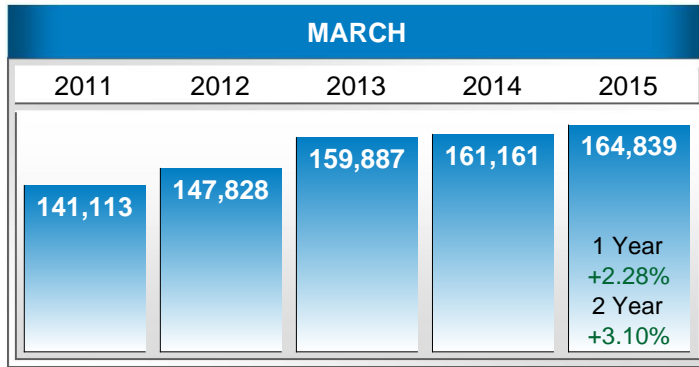
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## Average Sold Price at Closing

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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+
\$25,000 and less	152		4.11%	17,741	17,342	18,637	15,705	18,750
\$25,001 - \$75,000	559		15.11%	51,443	50,165	52,705	48,556	47,989
\$75,001 - \$100,000	384		10.38%	88,294	86,959	88,668	88,704	90,000
\$100,001 - \$150,000	936		25.30%	127,357	126,085	127,252	129,539	124,556
\$150,001 - \$200,000	692		18.71%	173,013	175,869	171,830	175,304	172,417
\$200,001 - \$275,000	520		14.06%	234,782	233,011	231,458	237,410	242,601
\$275,001 and up	456		12.33%	402,116	374,161	353,128	397,592	548,193
Average Closed Price:	\$164,839				\$107,950	\$142,253	\$240,037	\$348,970
Total Closed Units:	3,699				633	2121	827	118
Total Closed Volume:	609,741,221				68.33M	301.72M	198.51M	41.18M



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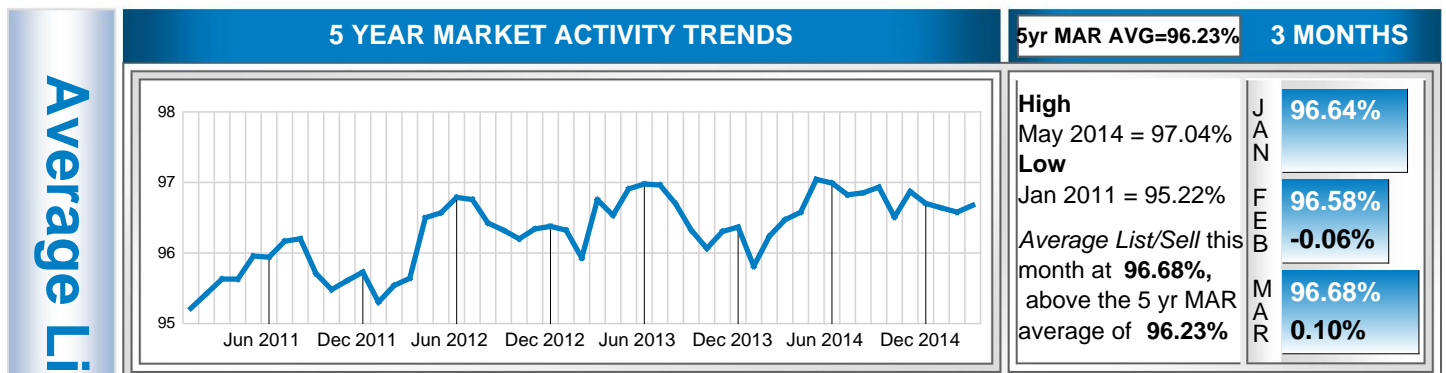
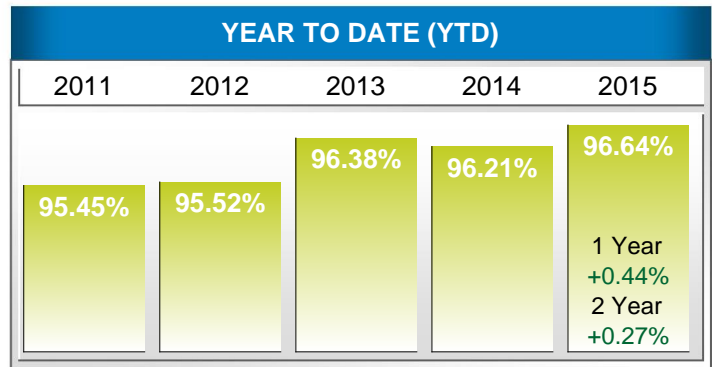
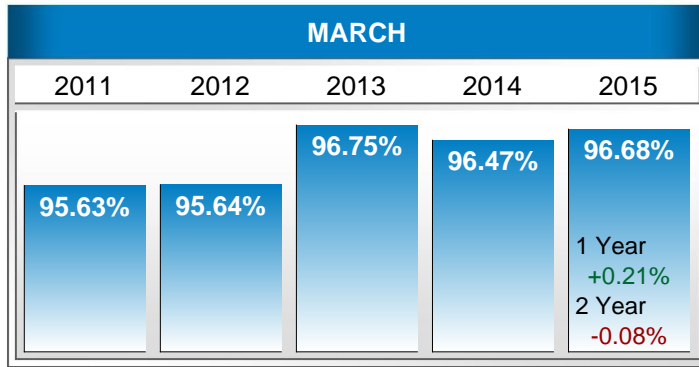
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Closed Sales as of Apr 13, 2015

### 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	152	4.11%	86.20%	87.21%	86.60%	78.53%	66.27%
\$25,001 - \$75,000	559	15.11%	94.16%	94.24%	94.32%	92.82%	92.97%
\$75,001 - \$100,000	384	10.38%	96.03%	97.07%	95.72%	95.67%	96.70%
\$100,001 - \$150,000	936	25.30%	97.58%	96.43%	97.90%	96.71%	98.40%
\$150,001 - \$200,000	692	18.71%	98.24%	98.23%	98.29%	98.16%	97.46%
\$200,001 - \$275,000	520	14.06%	98.18%	97.95%	98.02%	98.44%	97.83%
\$275,001 and up	456	12.33%	97.85%	96.47%	98.22%	98.06%	96.80%
Average List/Sell Ratio: 96.70%				94.90%	96.92%	97.44%	96.41%
Total Closed Units: 3,699				633	2121	827	118
Total Closed Volume: 609,741,221				68.33M	301.72M	198.51M	41.18M



# Monthly Inventory Analysis

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

## March 2015

Inventory as of Apr 13, 2015



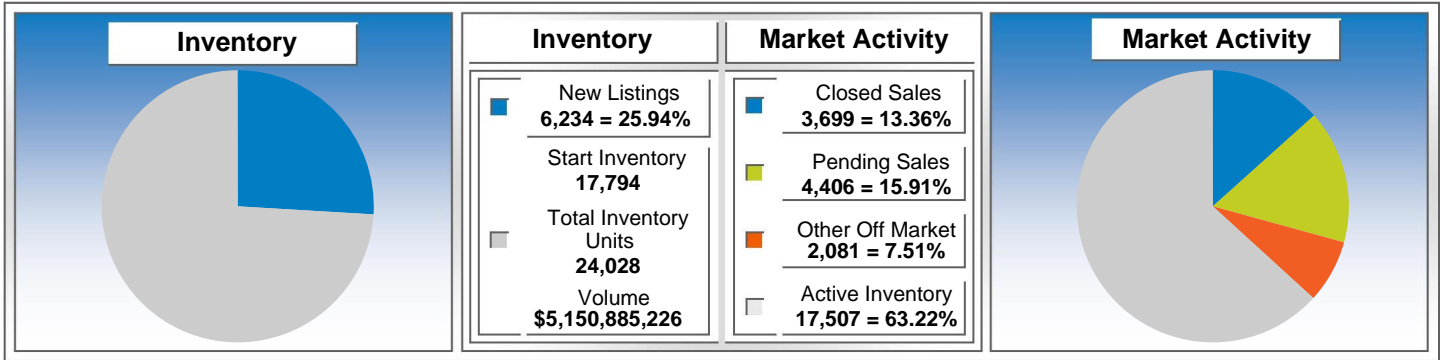
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## Market Summary

Report Produced on: Apr 16, 2015

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



**Absorption:** Last 12 months, an Average of **3,791** Sales/Month

**Active Inventory** as of March 31, 2015 = **17,507**

	MARCH			Year To Date		
	2014	2015	+/-%	2014	2015	+/-%
Closed Sales	3,669	3,699	0.82%	8,983	9,021	0.42%
Pending Sales	4,133	4,406	6.61%	10,848	11,350	4.63%
New Listings	6,602	6,234	-5.57%	17,725	16,875	-4.80%
Average List Price	166,061	169,728	2.21%	160,601	170,847	6.38%
Average Sale Price	161,161	164,839	2.28%	155,320	165,572	6.60%
Average Percent of List Price to Selling Price	96.47%	96.68%	0.21%	96.21%	96.64%	0.44%
Average Days on Market to Sale	80.71	75.53	-6.42%	82.97	77.78	-6.26%
Monthly Inventory	19,148	17,507	-8.57%	19,148	17,507	-8.57%
Months Supply of Inventory	5.24	4.62	-11.82%	5.24	4.62	-11.82%

