



March 2016

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



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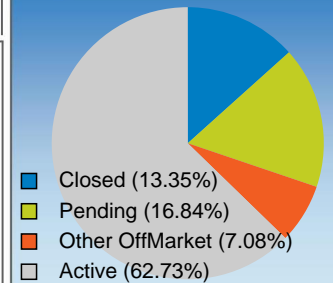
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Absorption: Last 12 months, an Average of **3,516** Sales/Month

Active Inventory as of March 31, 2016 = **16,791**

	MARCH		
	2015	2016	+/-%
Closed Listings	3,546	3,572	0.73%
Pending Listings	4,011	4,508	12.39%
New Listings	6,004	6,639	10.58%
Average List Price	170,632	169,476	-0.68%
Average Sale Price	165,822	165,168	-0.39%
Average Percent of List Price to Selling Price	96.74%	97.24%	0.51%
Average Days on Market to Sale	71.85	66.26	-7.78%
End of Month Inventory	16,102	16,791	4.28%
Months Supply of Inventory	4.59	4.78	4.00%

Market Activity



Report Produced on: Apr 13, 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 March 2016 rose **4.28%** to 16,791 existing homes available for sale. Over the last 12 months this area has had an average of 3,516 closed sales per month. This represents an unsold inventory index of **4.78** 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 **0.39%** in March 2016 to \$165,168 versus the previous year at \$165,822.

Average Days on Market Shortens

The average number of **66.26** days that homes spent on the market before selling decreased by 5.59 days or **7.78%** in March 2016 compared to last year's same month at **71.85** DOM.

Sales Success for March 2016 is Positive

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

There were 6,639 New Listings in March 2016, up **10.58%** from last year at 6,004. Furthermore, there were 3,572 Closed Listings this month versus last year at 3,546, a **0.73%** increase.

Closed versus Listed trends yielded a **53.8%** ratio, down from last year's March 2016 at **59.1%**, a **8.90%** 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:

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Monthly Inventory Analysis

Data from the
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March 2016

Closed Sales as of Apr 12, 2016



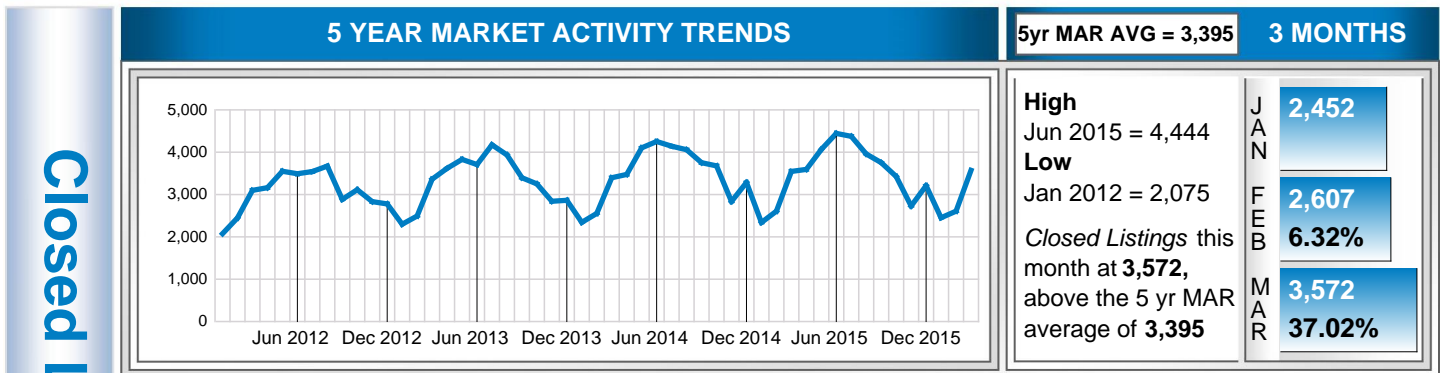
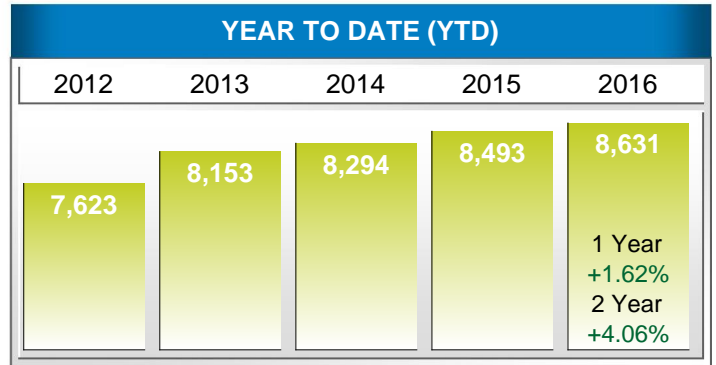
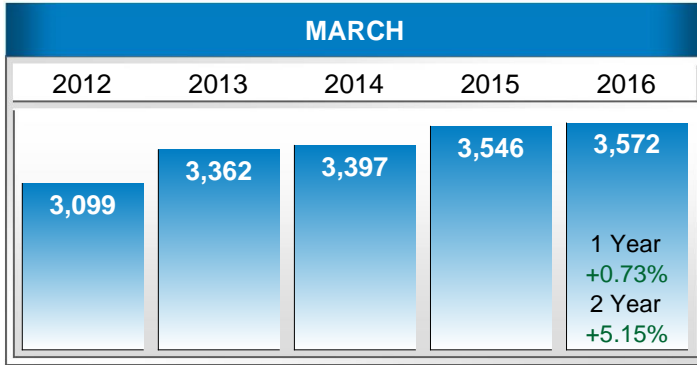
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Closed Listings

Report Produced on: Apr 13, 2016

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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	119	3.33%	79.1	59	52	7	1
\$25,001 - \$75,000	556	15.57%	73.4	179	336	37	4
\$75,001 - \$100,000	344	9.63%	61.9	72	244	27	1
\$100,001 - \$150,000	885	24.78%	56.5	63	709	108	5
\$150,001 - \$200,000	761	21.30%	61.7	43	513	187	18
\$200,001 - \$275,000	472	13.21%	71.2	16	221	217	18
\$275,001 and up	435	12.18%	79.6	10	145	227	53
Total Closed Units:	3,572		66.3	442	2220	810	100
Total Closed Volume:	589,978,334			38.86M	322.49M	193.89M	34.73M
Average Closed Price:	\$165,168			\$87,913	\$145,267	\$239,375	\$347,333



Monthly Inventory Analysis

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March 2016

Pending Listings as of Apr 12, 2016



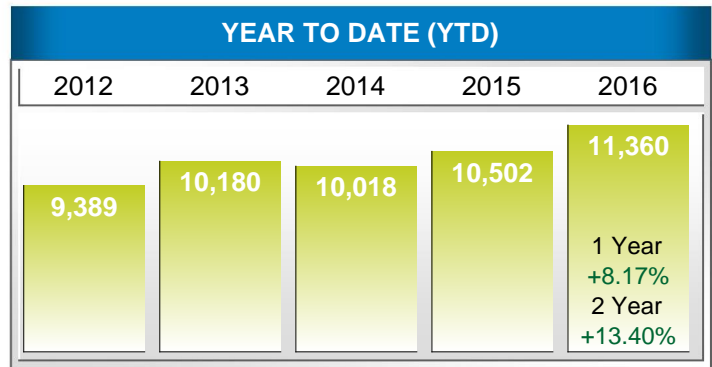
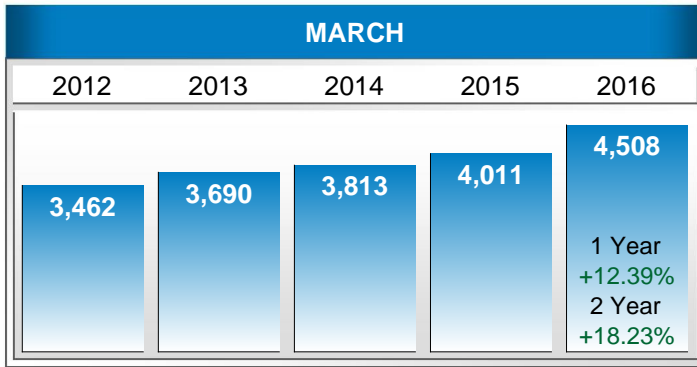
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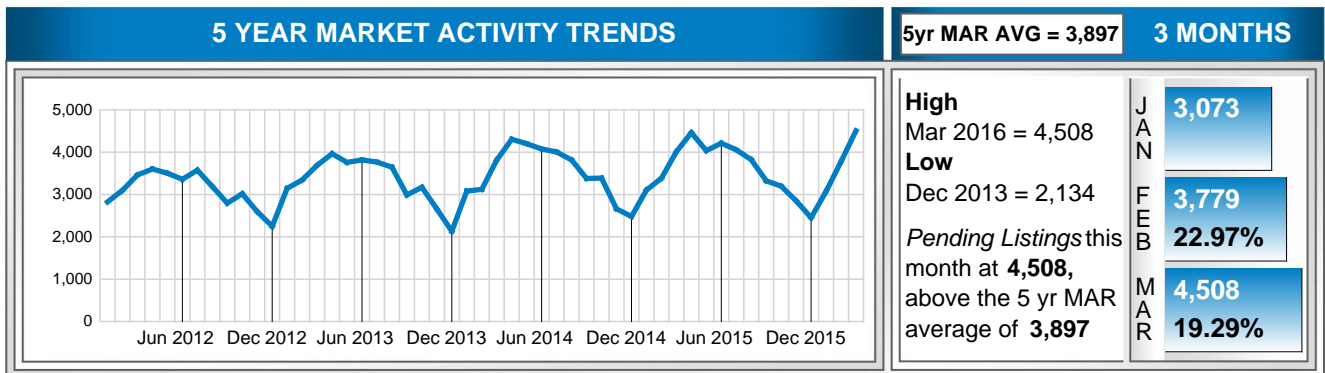
Pending Listings

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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	394		8.74%	63.7	148	205	37	4		
\$50,001 - \$75,000	326		7.23%	63.3	100	199	25	2		
\$75,001 - \$125,000	944		20.94%	52.3	144	705	90	5		
\$125,001 - \$150,000	646		14.33%	50.2	45	515	82	4		
\$150,001 - \$200,000	962		21.34%	55.2	40	655	257	10		
\$200,001 - \$300,000	787		17.46%	61.4	17	366	373	31		
\$300,001 and up	449		9.96%	69.9	9	113	252	75		
Total Pending Units:					4,508	68.5	503	2758	1116	131
Total Pending Volume:					790,274,989		45.91M	414.00M	274.25M	56.13M
Average Listing Price:					\$166,469		\$91,267	\$150,107	\$245,740	\$428,440

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Monthly Inventory Analysis

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March 2016

New Listings as of Apr 12, 2016



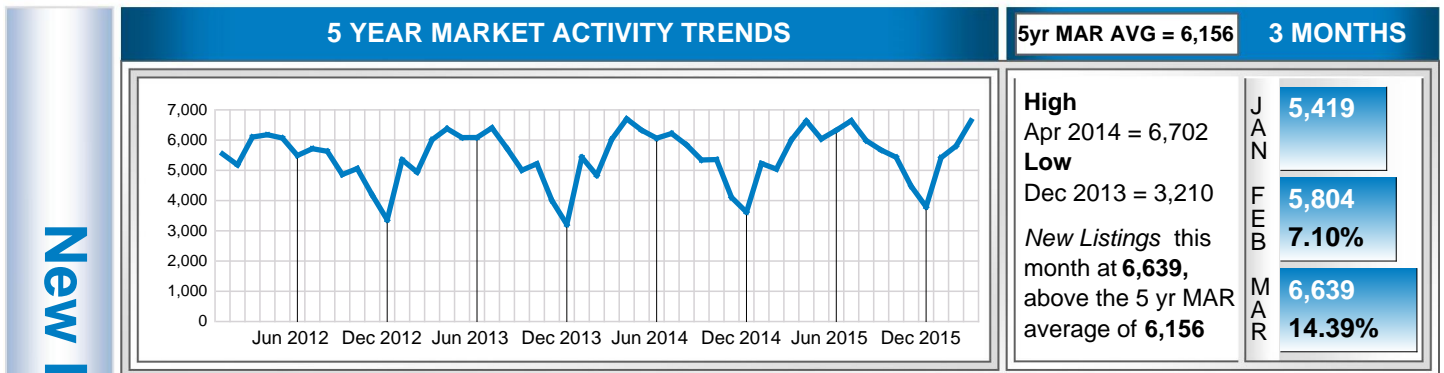
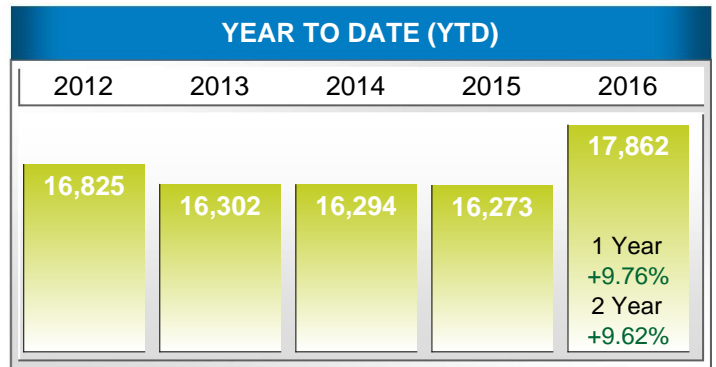
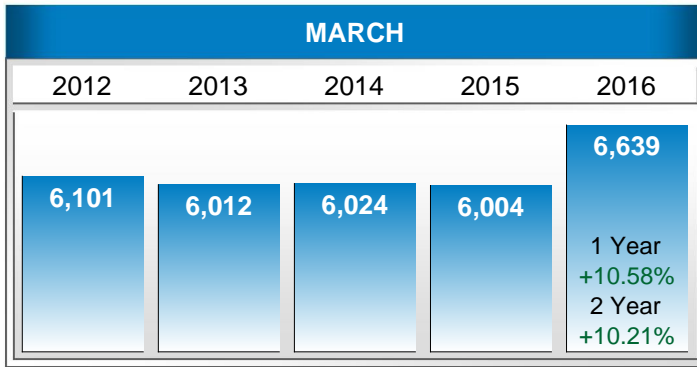
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New Listings

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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	433	6.52%	185	210	33	5	
\$50,001 - \$100,000	1,069	16.10%	277	685	95	12	
\$100,001 - \$125,000	599	9.02%	76	450	67	6	
\$125,001 - \$200,000	1,924	28.98%	117	1,405	381	21	
\$200,001 - \$275,000	1,064	16.03%	38	491	493	42	
\$275,001 - \$375,000	801	12.07%	33	293	416	59	
\$375,001 and up	749	11.28%	19	150	396	184	
Total New Listed Units:			6,639	745	3,684	1,881	329
Total New Listed Volume:			1,509,679,140	85.35M	634.91M	579.59M	209.83M
Average New Listed Listing Price:			\$159,067	\$114,558	\$172,343	\$308,130	\$637,782

New Listings

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Monthly Inventory Analysis

Data from the
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March 2016

Active Inventory as of Apr 12, 2016



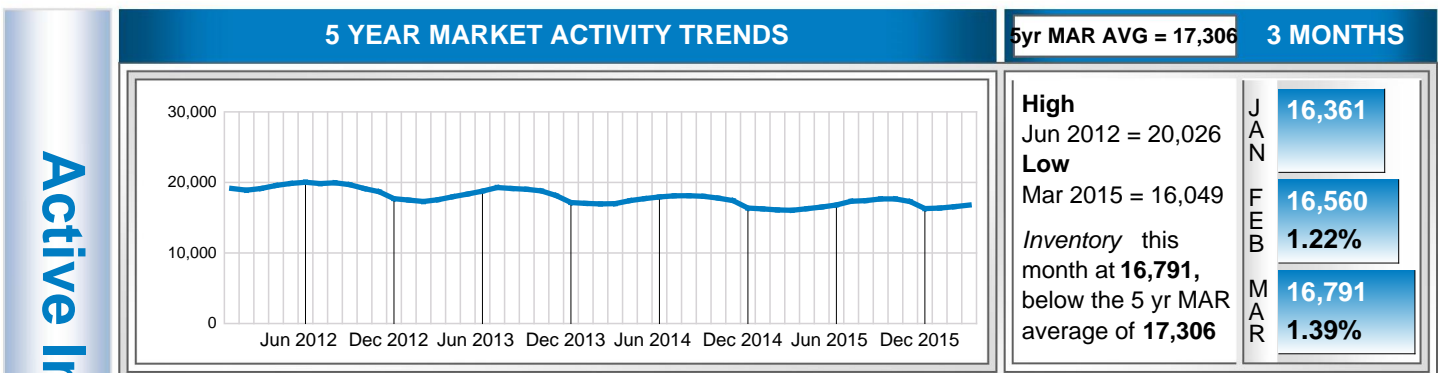
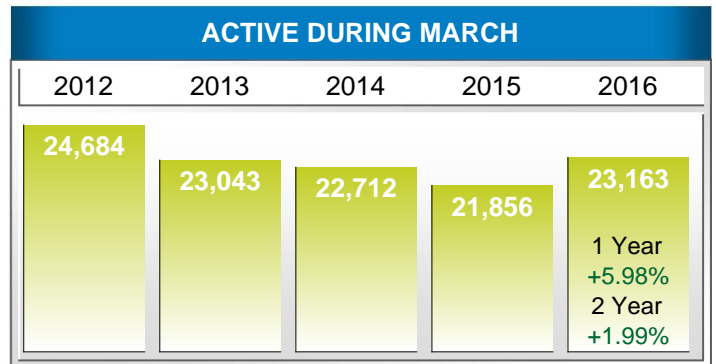
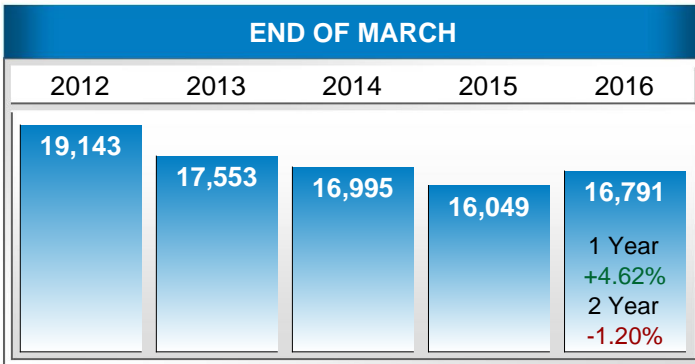
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Active Inventory

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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	1,352	8.05%	132.1	624	624	91	13		
\$50,001 - \$75,000	1,454	8.66%	123.3	484	842	113	15		
\$75,001 - \$125,000	2,777	16.54%	109.1	492	1,901	345	39		
\$125,001 - \$225,000	4,872	29.02%	96.1	366	3,190	1,202	114		
\$225,001 - \$300,000	2,516	14.98%	87.6	104	1,106	1,168	138		
\$300,001 - \$450,000	2,168	12.91%	95.1	88	709	1,162	209		
\$450,001 and up	1,652	9.84%	105.4	45	281	837	489		
Total Active Inventory by Units:				16,791	103.0	2,203	8,653	4,918	1,017
Total Active Inventory by Volume:				4,069,293,273		253.11M	1.56B	1.62B	631.94M
Average Active Inventory Listing Price:				\$242,350		\$114,892	\$180,819	\$329,326	\$621,377



Monthly Inventory Analysis

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March 2016

Active Inventory as of Apr 12, 2016



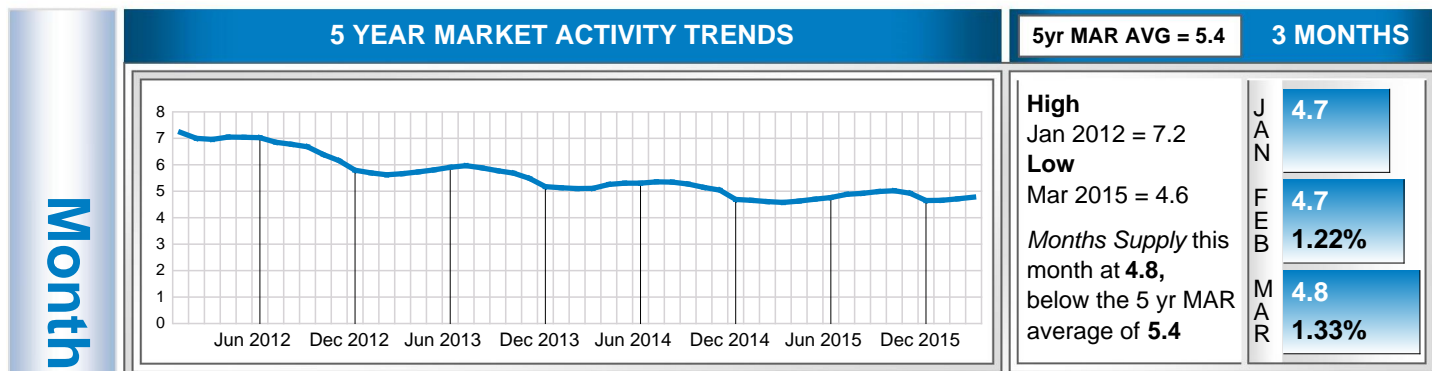
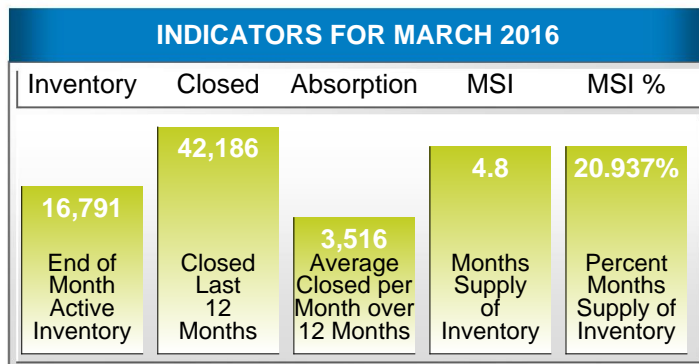
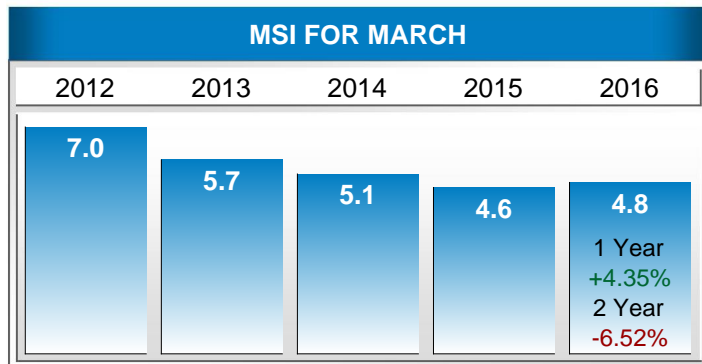
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Months Supply of Inventory

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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	1,352		8.05%	3.9	4.6	3.4	3.6	4.2
\$50,001 - \$75,000	1,454		8.66%	4.9	6.1	4.4	5.5	6.2
\$75,001 - \$125,000	2,777		16.54%	3.9	4.4	3.5	5.1	8.1
\$125,001 - \$225,000	4,872		29.02%	3.6	5.3	3.4	3.7	5.3
\$225,001 - \$300,000	2,516		14.98%	6.1	8.5	6.2	5.8	6.1
\$300,001 - \$450,000	2,168		12.91%	8.0	12.6	8.5	7.5	8.4
\$450,001 and up	1,652		9.84%	14.3	31.8	13.8	12.7	17.5
MSI:		4.8			5.3	4.1	5.7	9.5
Total Active Inventory:		16,791			2,203	8,653	4,918	1,017



Monthly Inventory Analysis

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March 2016



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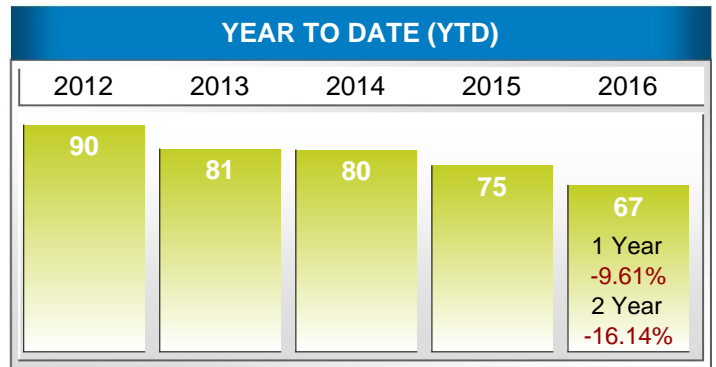
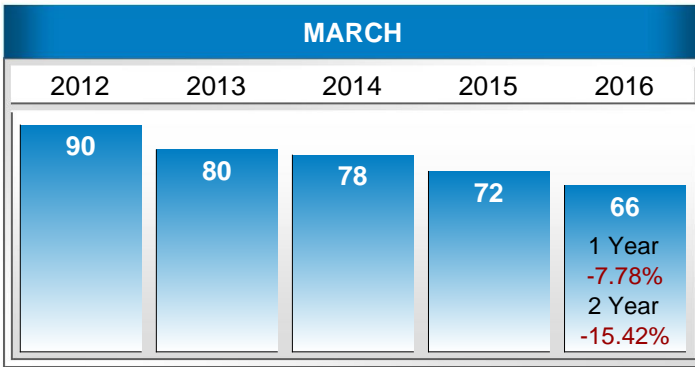
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Closed Sales as of Apr 12, 2016

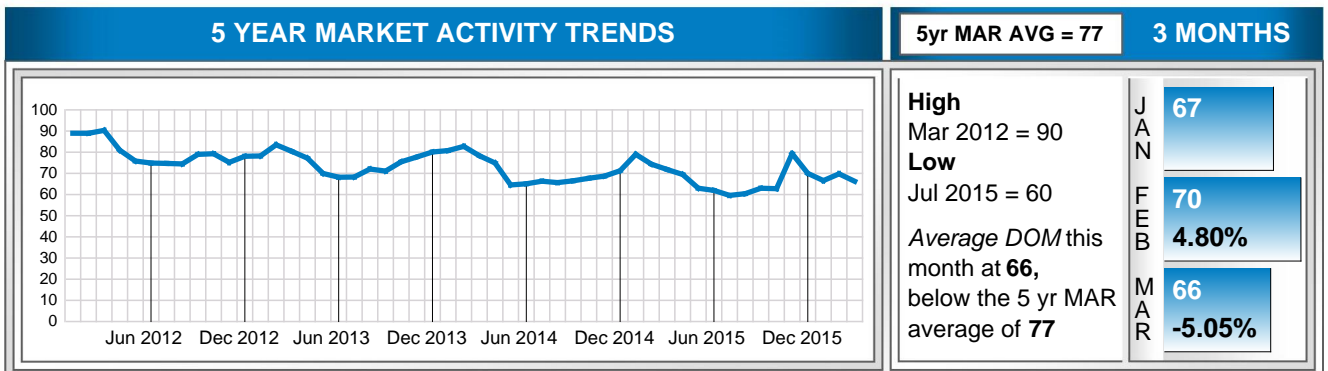
Average Days on Market to Sale

Report Produced on: Apr 13, 2016

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+
\$25,000 and less	119	3.33%	79.1	78.1	82.0	68.9	61.0
\$25,001 - \$75,000	556	15.57%	73.4	81.1	70.2	65.7	63.5
\$75,001 - \$100,000	344	9.63%	61.9	56.4	62.8	68.3	54.0
\$100,001 - \$150,000	885	24.78%	56.5	51.3	55.1	68.5	64.6
\$150,001 - \$200,000	761	21.30%	61.7	67.1	58.9	65.3	90.4
\$200,001 - \$275,000	472	13.21%	71.2	82.6	65.7	74.1	92.2
\$275,001 and up	435	12.18%	79.6	76.1	74.3	81.2	87.8
Average Closed DOM: 66.3				71.0	62.1	72.7	86.3
Total Closed Units: 3,572				442	2220	810	100
Total Closed Volume: 589,978,334				38.86M	322.49M	193.89M	34.73M



Monthly Inventory Analysis

Data from the
OKLAHOMA ASSOCIATION OF REALTORS®

March 2016

Closed Sales as of Apr 12, 2016



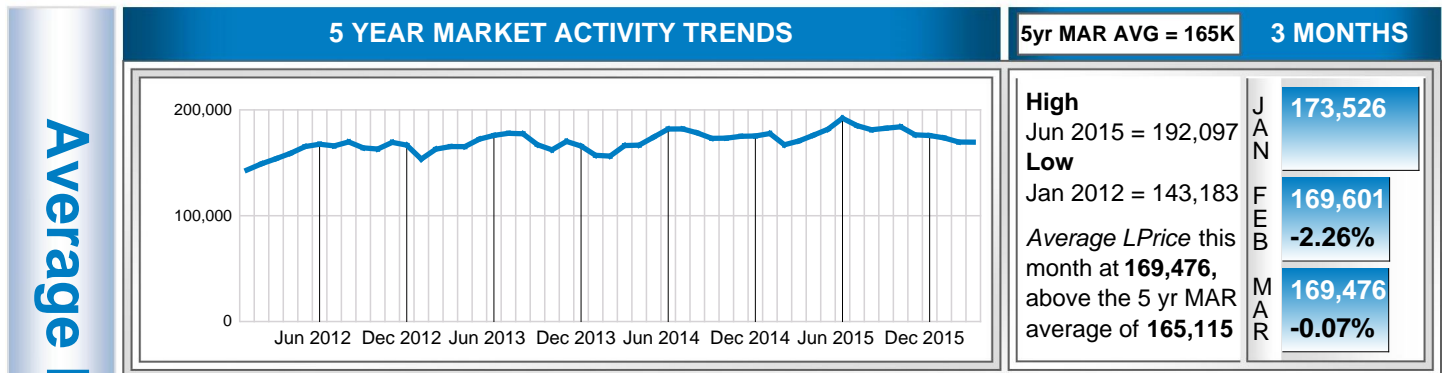
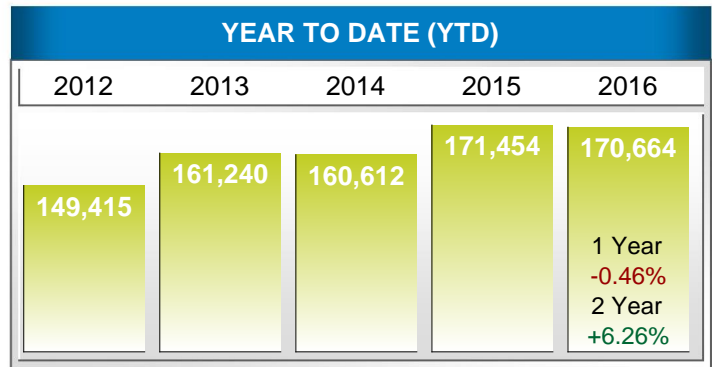
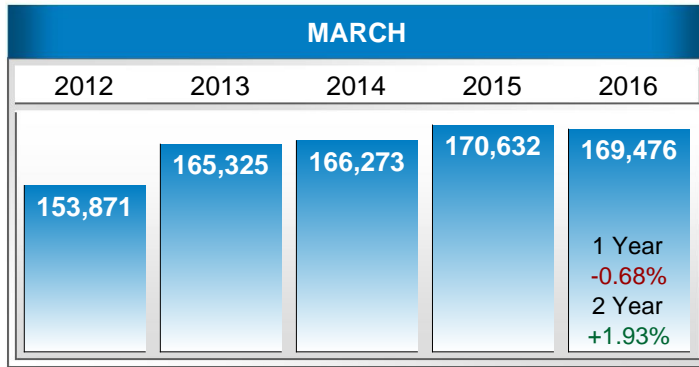
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Average List Price at Closing

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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	103		2.88%	17,564	18,738	21,497	20,514	22,900
\$25,001 - \$75,000	545		15.26%	52,717	53,249	55,981	51,032	52,550
\$75,001 - \$100,000	349		9.77%	89,531	91,376	91,543	93,039	99,900
\$100,001 - \$150,000	865		24.22%	128,757	129,100	130,592	131,641	133,700
\$150,001 - \$200,000	773		21.64%	173,694	176,302	174,412	179,204	184,272
\$200,001 - \$275,000	489		13.69%	236,584	235,488	236,060	241,643	257,972
\$275,001 and up	448		12.54%	406,811	386,680	369,739	413,312	513,240
Average List Price:	\$169,476				\$91,776	\$148,697	\$245,099	\$361,636
Total Closed Units:	3,572				442	2220	810	100
Total List Volume:	605,367,225				40.57M	330.11M	198.53M	36.16M



Monthly Inventory Analysis

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Closed Sales as of Apr 12, 2016



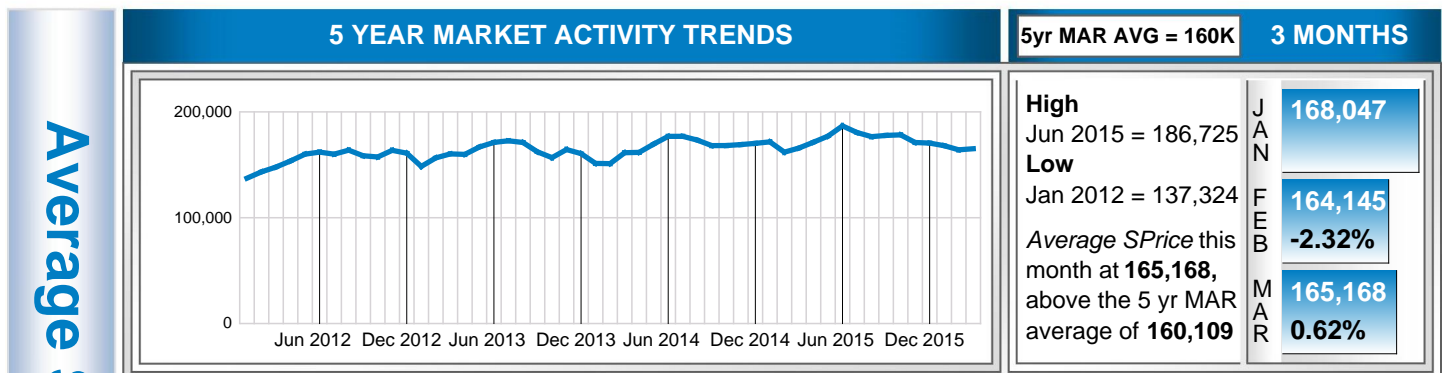
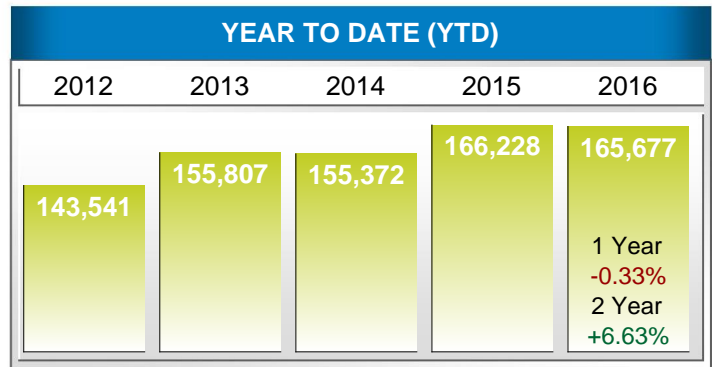
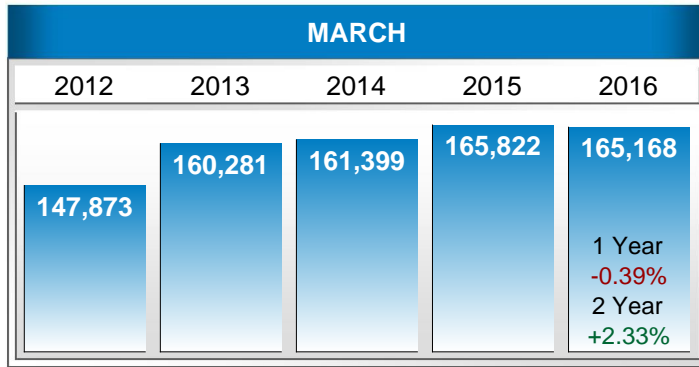
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Average Sold Price at Closing

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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+	
\$25,000 and less	119		3.33%	17,088	16,386	17,962	16,532	17,000	
\$25,001 - \$75,000	556		15.57%	51,836	49,534	53,534	47,922	48,357	
\$75,001 - \$100,000	344		9.63%	88,394	87,751	88,488	89,726	75,900	
\$100,001 - \$150,000	885		24.78%	127,705	127,195	127,688	128,178	126,350	
\$150,001 - \$200,000	761		21.30%	172,665	169,740	171,621	175,890	175,903	
\$200,001 - \$275,000	472		13.21%	234,768	227,847	231,626	237,080	251,642	
\$275,001 and up	435		12.18%	398,825	374,850	360,133	402,650	492,819	
Average Closed Price:					\$165,168	\$87,913	\$145,267	\$239,375	\$347,333
Total Closed Units:					3,572	442	2220	810	100
Total Closed Volume:					589,978,334	38.86M	322.49M	193.89M	34.73M



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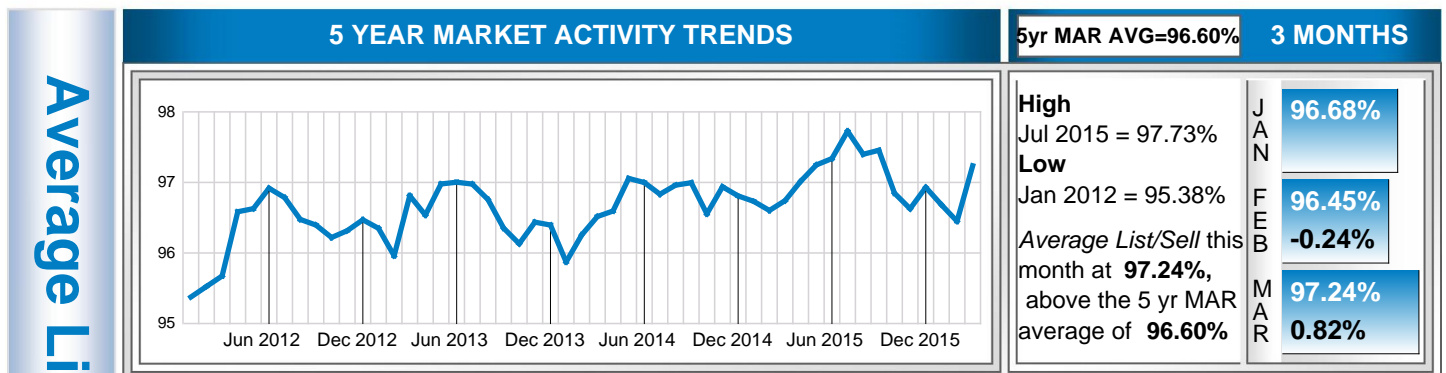
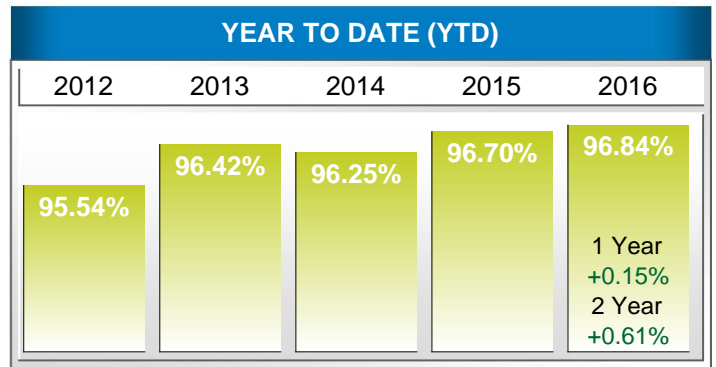
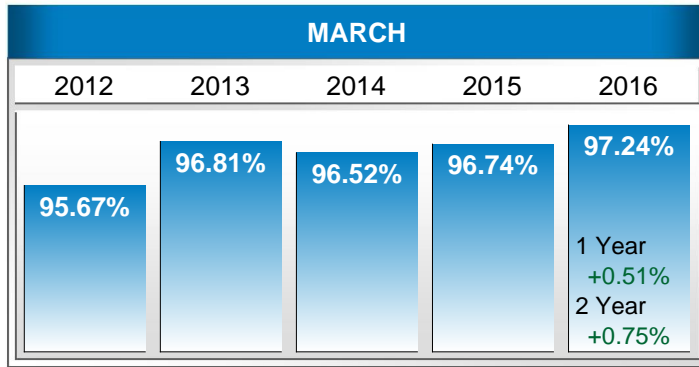
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Closed Sales as of Apr 12, 2016

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	119	3.33%	88.52%	89.80%	87.65%	86.29%	74.24%
\$25,001 - \$75,000	556	15.57%	95.48%	94.05%	96.44%	94.22%	90.93%
\$75,001 - \$100,000	344	9.63%	96.92%	96.39%	97.19%	96.69%	75.98%
\$100,001 - \$150,000	885	24.78%	97.94%	98.73%	97.96%	97.50%	94.94%
\$150,001 - \$200,000	761	21.30%	98.29%	96.51%	98.54%	98.24%	95.89%
\$200,001 - \$275,000	472	13.21%	98.14%	96.84%	98.20%	98.19%	97.79%
\$275,001 and up	435	12.18%	97.86%	97.04%	98.01%	98.02%	96.92%
Average List/Sell Ratio: 97.20%				94.94%	97.57%	97.73%	96.12%
Total Closed Units: 3,572				442	2220	810	100
Total Closed Volume: 589,978,334				38.86M	322.49M	193.89M	34.73M



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March 2016

Inventory as of Apr 12, 2016



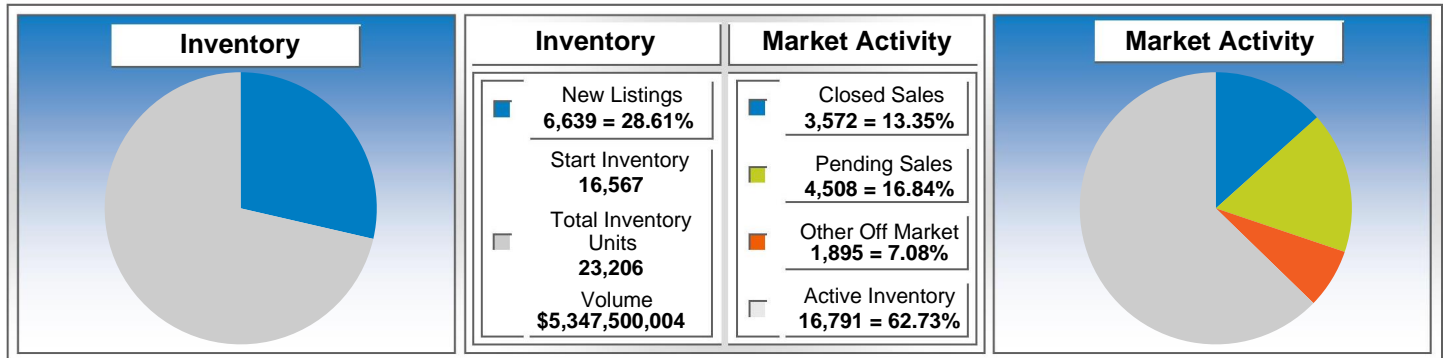
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Market Summary

Report Produced on: Apr 13, 2016

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



Absorption: Last 12 months, an Average of **3,516** Sales/Month

Active Inventory as of March 31, 2016 = **16,791**

	MARCH			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	3,546	3,572	0.73%	8,493	8,631	1.62%
Pending Sales	4,011	4,508	12.39%	10,502	11,360	8.17%
New Listings	6,004	6,639	10.58%	16,273	17,862	9.76%
Average List Price	170,632	169,476	-0.68%	171,454	170,664	-0.46%
Average Sale Price	165,822	165,168	-0.39%	166,228	165,677	-0.33%
Average Percent of List Price to Selling Price	96.74%	97.24%	0.51%	96.70%	96.84%	0.15%
Average Days on Market to Sale	71.85	66.26	-7.78%	74.58	67.41	-9.61%
Monthly Inventory	16,102	16,791	4.28%	16,102	16,791	4.28%
Months Supply of Inventory	4.59	4.78	4.00%	4.59	4.78	4.00%

