



# March 2017

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



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ASSOCIATION OF  
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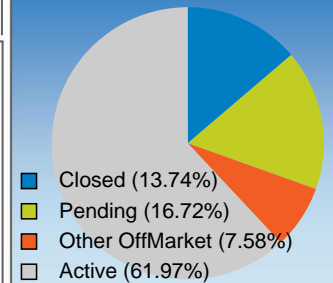
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**Absorption:** Last 12 months, an Average of **3,762** Sales/Month

**Active Inventory** as of March 31, 2017 = **18,150**

	MARCH		
	2016	2017	+/-%
Closed Listings	3,746	4,025	7.45%
Pending Listings	4,384	4,896	11.68%
New Listings	6,880	7,443	8.18%
Average List Price	168,522	181,128	7.48%
Average Sale Price	164,094	176,235	7.40%
Average Percent of List Price to Selling Price	97.08%	97.35%	0.27%
Average Days on Market to Sale	67.21	67.25	0.06%
End of Month Inventory	17,829	18,150	1.80%
Months Supply of Inventory	4.74	4.82	1.68%

## Market Activity



Report Produced on: Apr 11, 2017

# 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 2017 rose **1.80%** to 18,150 existing homes available for sale. Over the last 12 months this area has had an average of 3,762 closed sales per month. This represents an unsold inventory index of **4.82** 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 **7.40%** in March 2017 to \$176,235 versus the previous year at \$164,094.

### Average Days on Market Lengthens

The average number of **67.25** days that homes spent on the market before selling increased by 0.04 days or **0.06%** in March 2017 compared to last year's same month at **67.21** DOM.

### Sales Success for March 2017 is Positive

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

There were 7,443 New Listings in March 2017, up **8.18%** from last year at 6,880. Furthermore, there were 4,025 Closed Listings this month versus last year at 3,746, a **7.45%** increase.

Closed versus Listed trends yielded a **54.1%** ratio, down from last year's March 2017 at **54.4%**, a **0.68%** 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](http://okrealtors.com)

For more information, contact:

**Steve Reese - Vice President of Marketing**  
**405-848-9944**  
**[steve@okrealtors.com](mailto:steve@okrealtors.com)**  
**Or visit: [www.okrealtors.com](http://www.okrealtors.com)**



# Monthly Inventory Analysis

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## March 2017

Closed Sales as of Apr 10, 2017



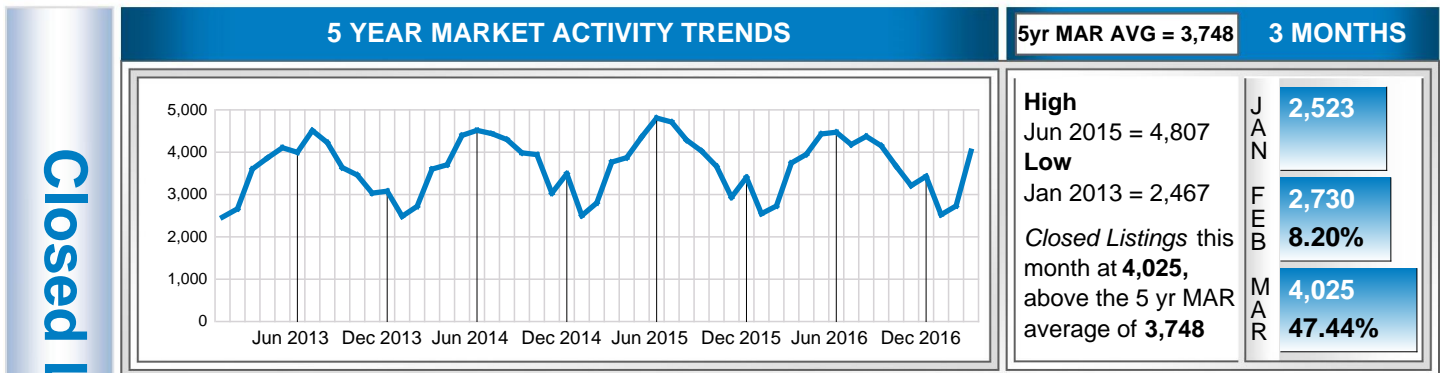
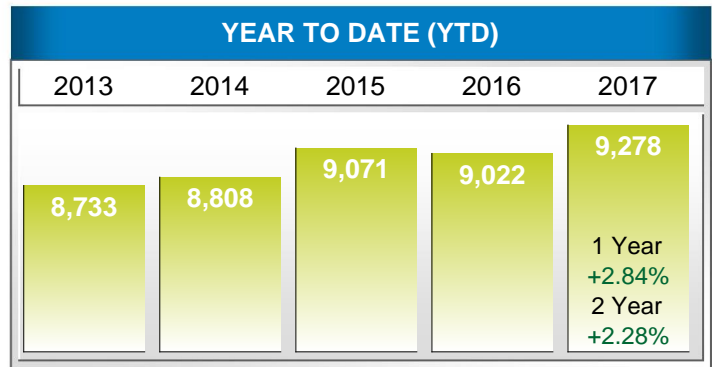
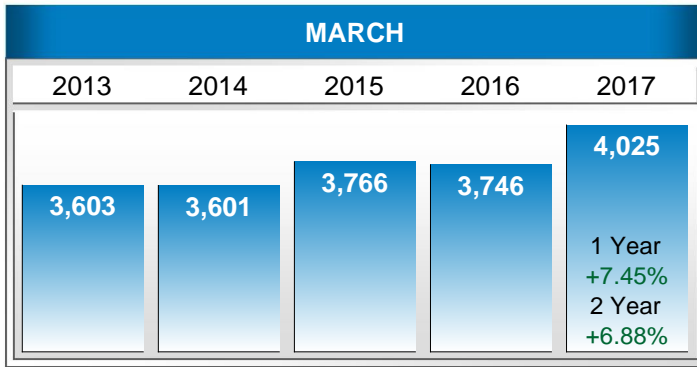
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## Closed Listings

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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+	
\$50,000 and less	367	9.12%	70.3	145	178	42	2	
\$50,001 - \$75,000	317	7.88%	65.6	84	203	26	4	
\$75,001 - \$125,000	786	19.53%	55.6	127	580	74	5	
\$125,001 - \$175,000	1,058	26.29%	59.5	70	808	172	8	
\$175,001 - \$225,000	585	14.53%	71.9	26	323	218	18	
\$225,001 - \$300,000	485	12.05%	86.5	19	223	223	20	
\$300,001 and up	427	10.61%	78.4	10	124	240	53	
Total Closed Units: 4,025				67.3	481	2439	995	110
Total Closed Volume: 709,347,371					47.25M	370.18M	250.08M	41.84M
Average Closed Price: \$176,235					\$98,235	\$151,774	\$251,333	\$380,402



# Monthly Inventory Analysis

Data from the  
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## March 2017

Pending Listings as of Apr 10, 2017



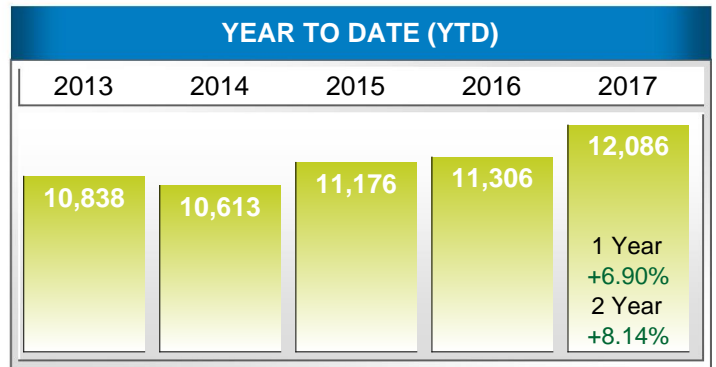
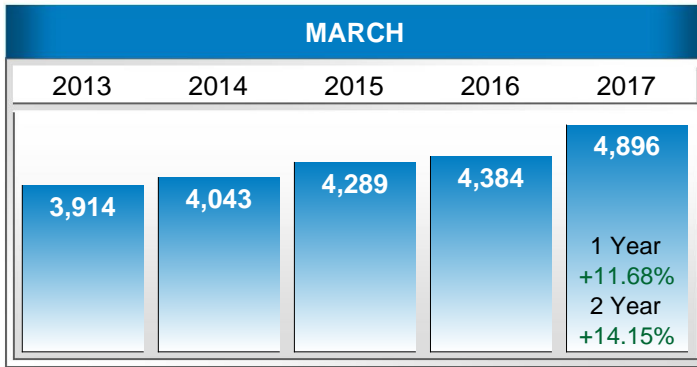
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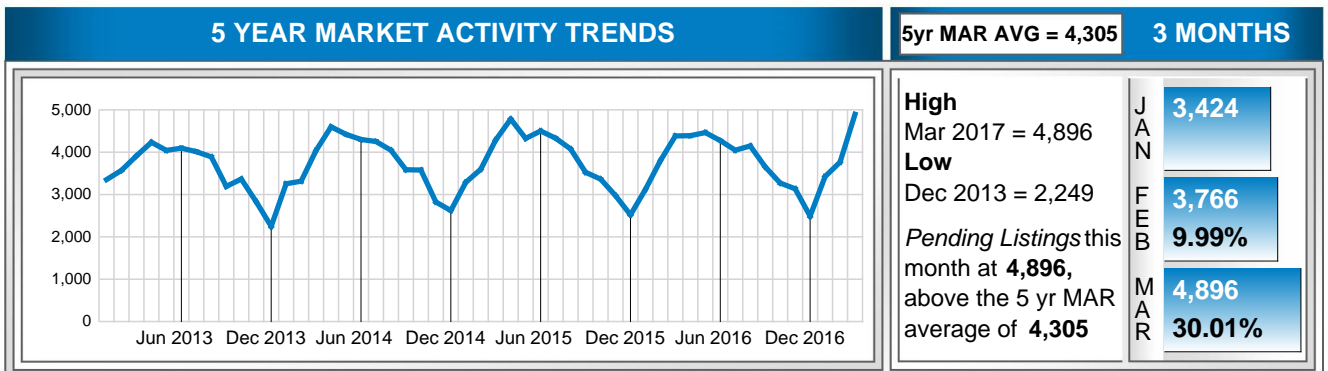
## Pending Listings

Report Produced on: Apr 11, 2017

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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	404	8.25%	70.6	157	216	28	3	
\$50,001 - \$75,000	358	7.31%	65.3	107	222	27	2	
\$75,001 - \$125,000	947	19.34%	52.4	156	690	96	5	
\$125,001 - \$175,000	1,191	24.33%	49.2	72	901	205	13	
\$175,001 - \$225,000	768	15.69%	61.5	32	445	278	13	
\$225,001 - \$325,000	710	14.50%	70.9	20	289	362	39	
\$325,001 and up	518	10.58%	66.5	8	119	315	76	
Total Pending Units: 4,896				63.4	552	2882	1311	151
Total Pending Volume: 922,680,750					54.41M	445.30M	350.25M	72.72M
Average Listing Price: \$183,938					\$98,560	\$154,511	\$267,166	\$481,593

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# Monthly Inventory Analysis

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## March 2017

New Listings as of Apr 10, 2017



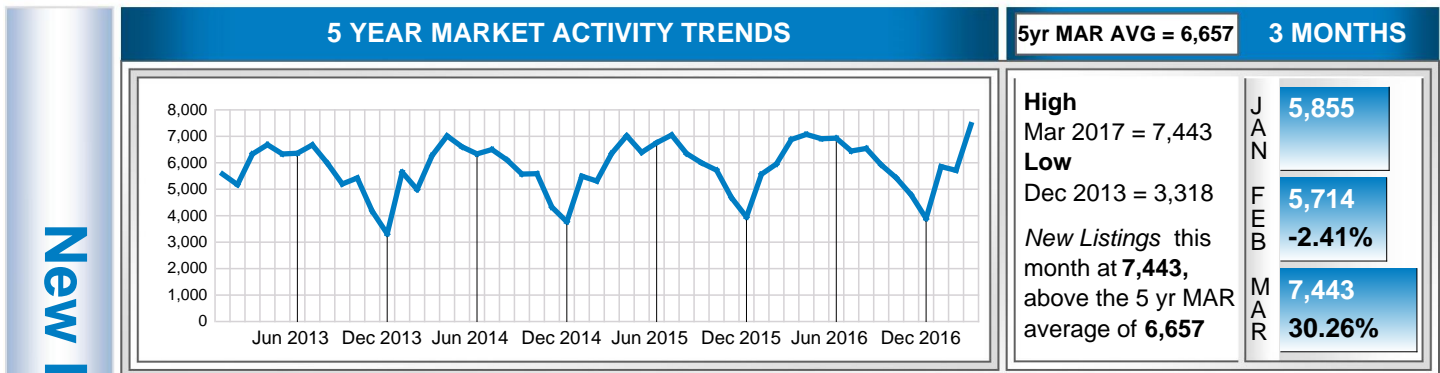
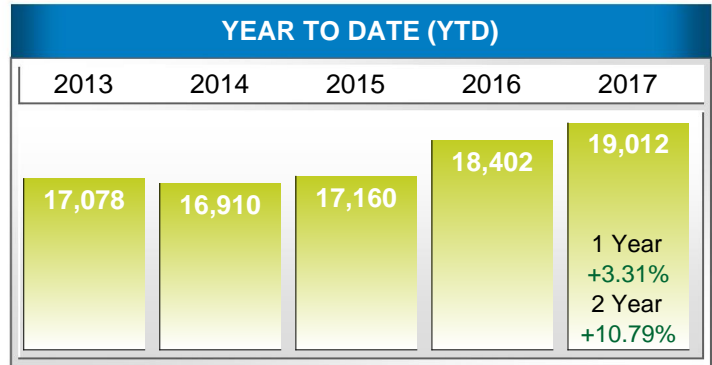
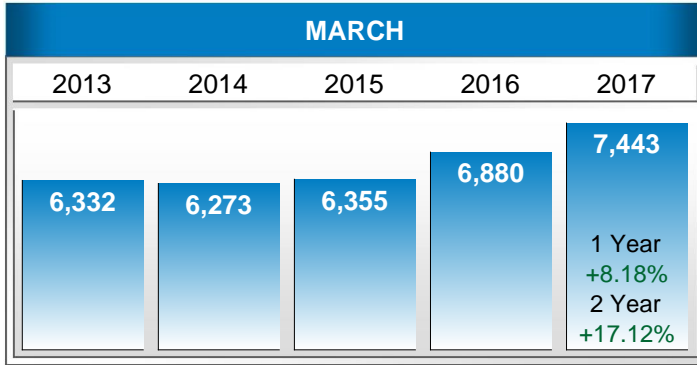
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## New Listings

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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	524	7.04%	222	258	41	3
\$50,001 - \$100,000	1,112	14.94%	325	684	90	13
\$100,001 - \$125,000	651	8.75%	97	471	76	7
\$125,001 - \$200,000	2,160	29.02%	154	1,560	411	35
\$200,001 - \$275,000	1,231	16.54%	43	626	516	46
\$275,001 - \$375,000	880	11.82%	40	327	443	70
\$375,001 and up	885	11.89%	18	180	482	205
Total New Listed Units:			899	4106	2059	379
Total New Listed Volume:			101.09M	718.29M	630.23M	219.00M
Average New Listed Listing Price:			\$112,442	\$174,937	\$306,087	\$577,833

New Listings

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# Monthly Inventory Analysis

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## March 2017

Active Inventory as of Apr 10, 2017



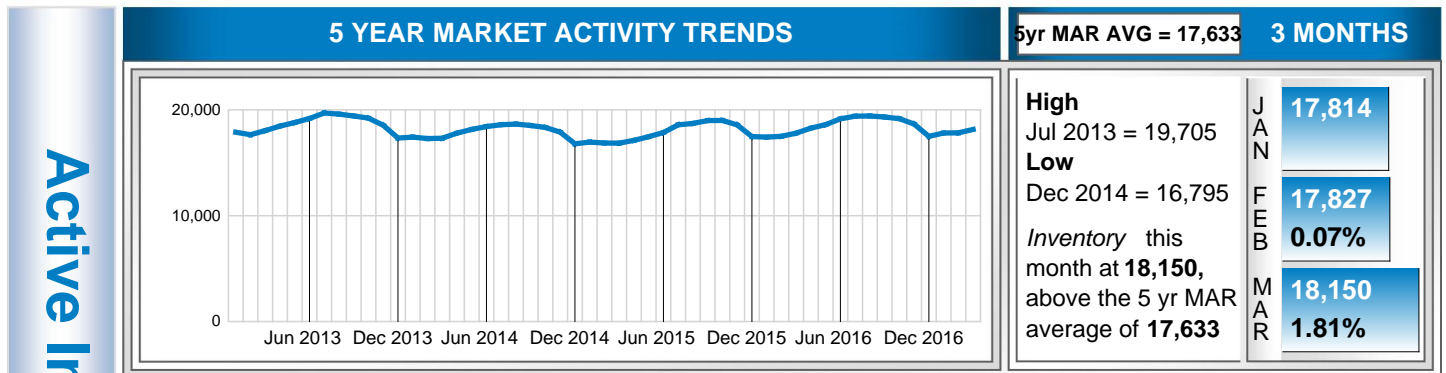
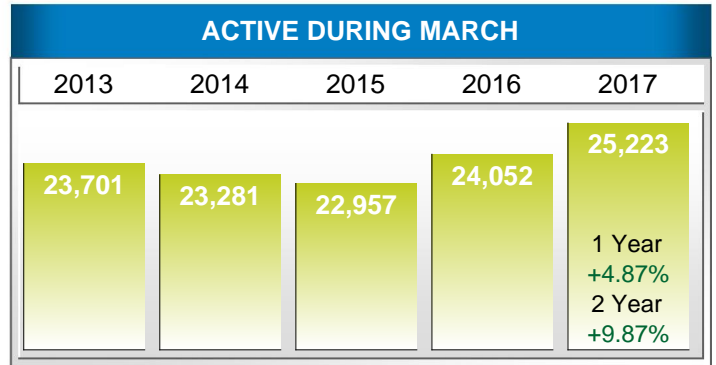
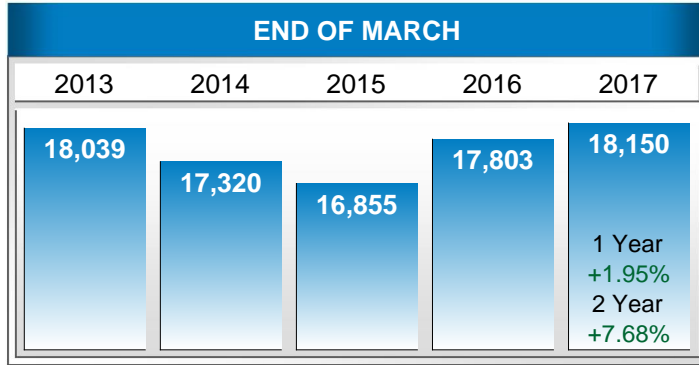
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## Active Inventory

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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	1,474	8.12%	160.1	691	683	92	8		
\$50,001 - \$75,000	1,537	8.47%	133.7	504	872	140	21		
\$75,001 - \$125,000	2,744	15.12%	123.7	521	1,853	330	40		
\$125,001 - \$225,000	5,389	29.69%	99.7	436	3,513	1,321	119		
\$225,001 - \$300,000	2,784	15.34%	96.0	116	1,298	1,223	147		
\$300,001 - \$450,000	2,388	13.16%	100.3	86	710	1,350	242		
\$450,001 and up	1,834	10.10%	112.7	45	351	921	517		
Total Active Inventory by Units:				18,150	111.9	2,399	9,280	5,377	1,094
Total Active Inventory by Volume:				4,440,495,437		274.66M	1.72B	1.77B	685.55M
Average Active Inventory Listing Price:				\$244,655		\$114,491	\$184,835	\$328,253	\$626,643





# Monthly Inventory Analysis

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## March 2017

Active Inventory as of Apr 10, 2017



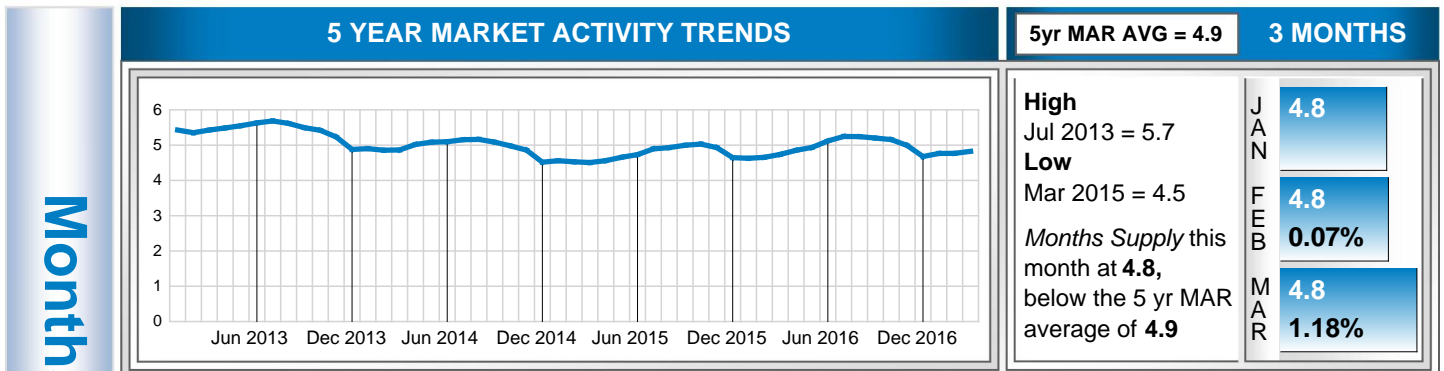
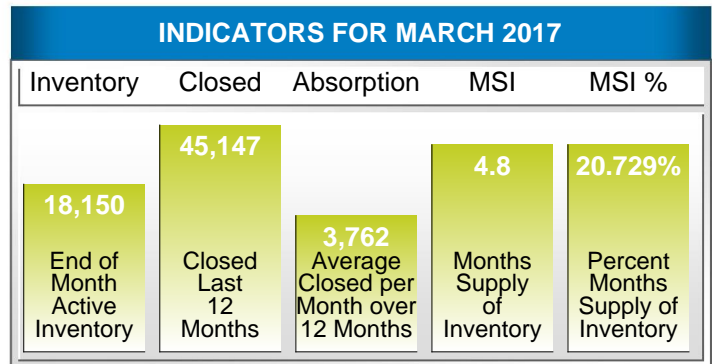
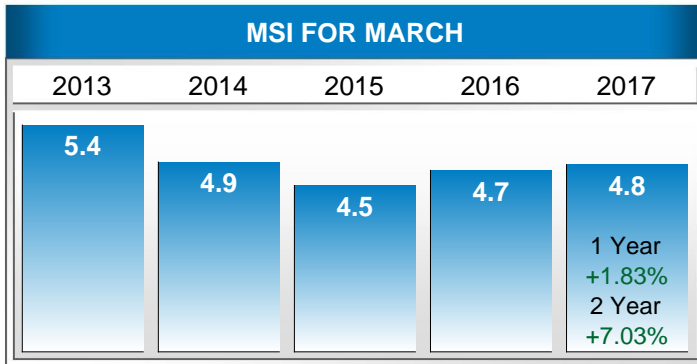
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## Months Supply of Inventory

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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	1,474		8.12%	4.1	4.9	3.8	3.1	2.3
\$50,001 - \$75,000	1,537		8.47%	5.3	6.1	4.8	6.2	7.9
\$75,001 - \$125,000	2,744		15.12%	3.6	4.3	3.3	4.5	6.9
\$125,001 - \$225,000	5,389		29.69%	3.6	5.5	3.4	3.7	5.7
\$225,001 - \$300,000	2,784		15.34%	6.1	9.2	6.8	5.3	6.3
\$300,001 - \$450,000	2,388		13.16%	8.4	12.1	8.2	8.3	8.6
\$450,001 and up	1,834		10.10%	15.2	19.3	15.7	14.0	16.9
MSI:	4.8				5.4	4.1	5.7	9.5
Total Active Inventory:	18,150				2,399	9,280	5,377	1,094



# Monthly Inventory Analysis

Data from the  
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## March 2017

Closed Sales as of Apr 10, 2017



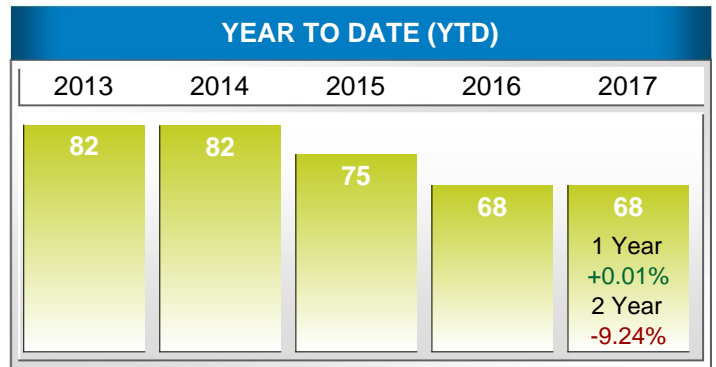
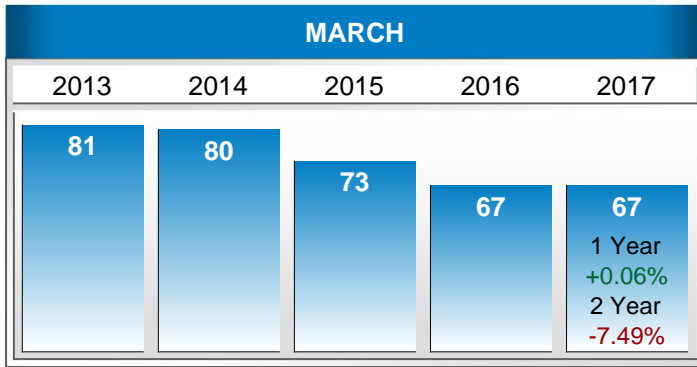
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### Average Days on Market to Sale

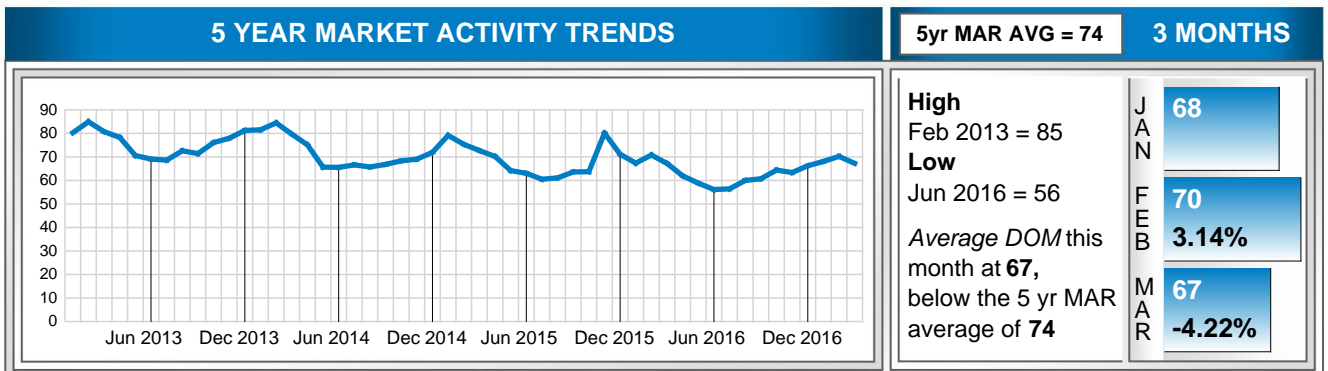
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Average Days on Market

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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	367	9.12%	70.3	81.3	63.0	60.6	119.0
\$50,001 - \$75,000	317	7.88%	65.6	65.6	63.3	75.8	116.3
\$75,001 - \$125,000	786	19.53%	55.6	55.2	56.8	47.8	45.4
\$125,001 - \$175,000	1,058	26.29%	59.5	68.9	56.5	70.3	37.0
\$175,001 - \$225,000	585	14.53%	71.9	82.4	73.5	68.0	73.6
\$225,001 - \$300,000	485	12.05%	86.5	112.3	80.0	88.4	113.2
\$300,001 and up	427	10.61%	78.4	96.6	67.7	82.0	83.8
Average Closed DOM: 67.3				71.5	62.6	74.7	84.1
Total Closed Units: 4,025				481	2439	995	110
Total Closed Volume: 709,347,371				47.25M	370.18M	250.08M	41.84M



# Monthly Inventory Analysis

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## March 2017

Closed Sales as of Apr 10, 2017



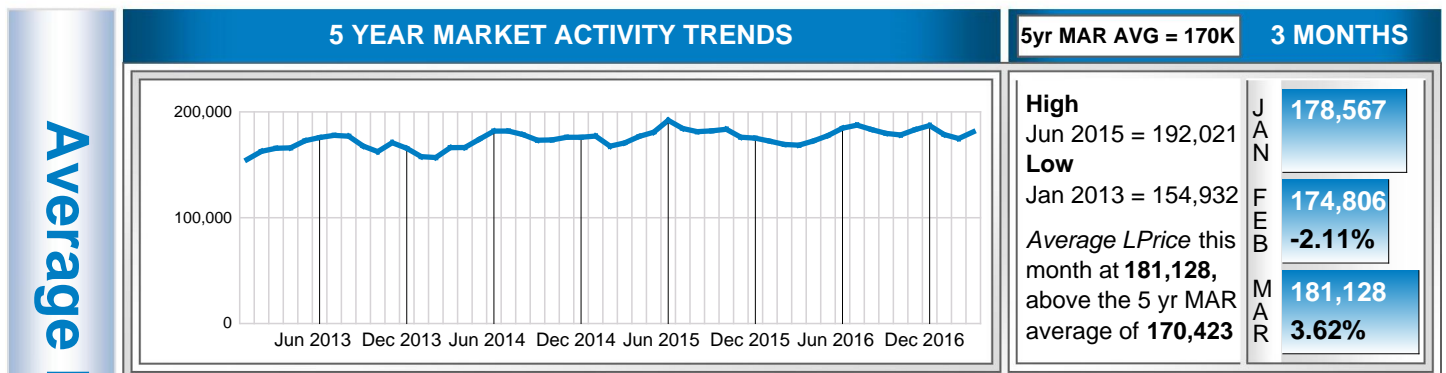
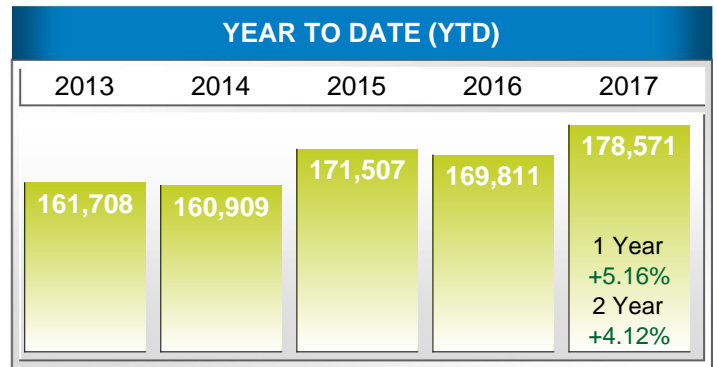
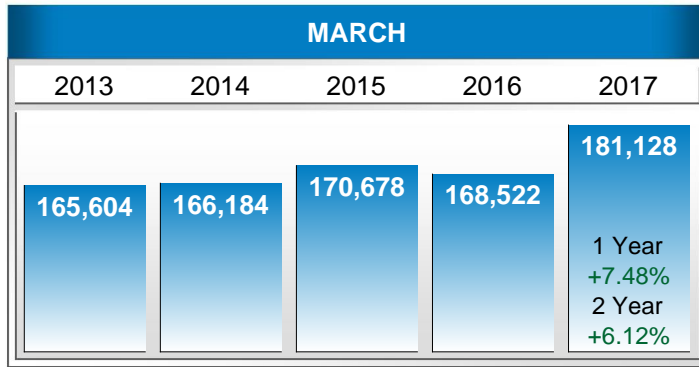
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## Average List Price at Closing

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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+
\$50,000 and less	348		8.65%	32,032	33,417	33,769	33,745	42,800
\$50,001 - \$75,000	294		7.30%	64,706	66,473	67,092	71,883	74,075
\$75,001 - \$125,000	760		18.88%	102,367	100,139	107,067	110,867	113,420
\$125,001 - \$175,000	1,075		26.71%	150,493	148,565	152,173	158,899	156,050
\$175,001 - \$225,000	594		14.76%	198,354	208,114	199,957	203,566	212,892
\$225,001 - \$300,000	506		12.57%	261,089	285,221	261,767	267,602	274,035
\$300,001 and up	448		11.13%	467,317	544,590	414,992	475,686	595,571
Average List Price:		\$181,128			\$103,581	\$155,434	\$258,330	\$391,595
Total Closed Units:		4,025			481	2,439	995	110
Total List Volume:		729,040,532			49.82M	379.10M	257.04M	43.08M





# Monthly Inventory Analysis

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## March 2017

Closed Sales as of Apr 10, 2017



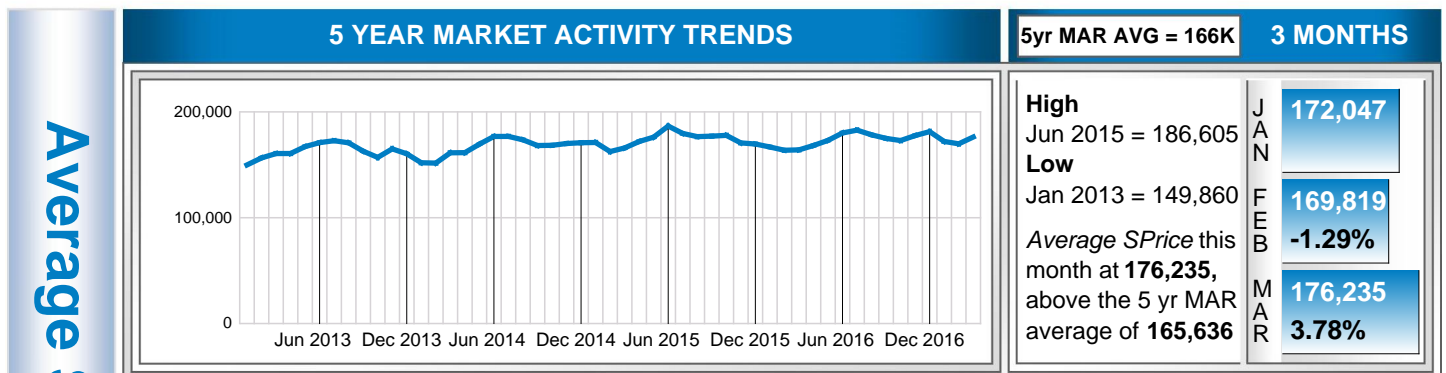
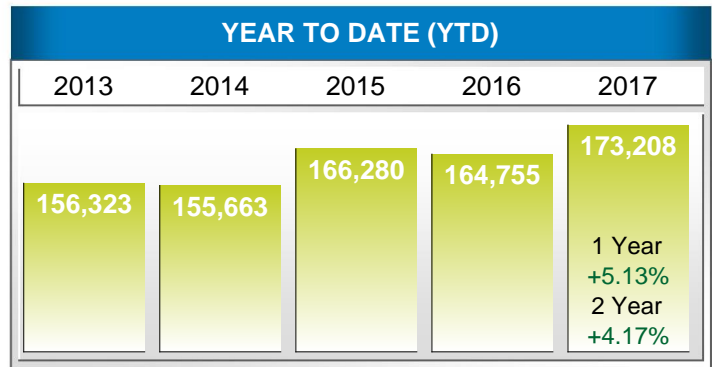
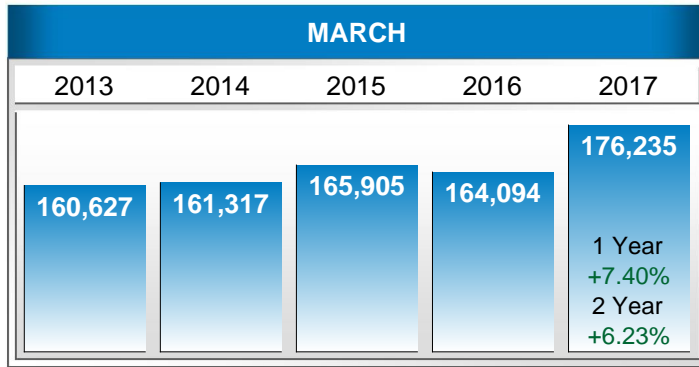
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## Average Sold Price at Closing

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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	367		9.12%	30,684	29,832	30,726	32,919	41,867
\$50,001 - \$75,000	317		7.88%	63,821	62,463	64,086	66,728	60,000
\$75,001 - \$125,000	786		19.53%	102,793	95,775	103,805	106,702	105,917
\$125,001 - \$175,000	1,058		26.29%	150,373	144,451	149,690	155,937	151,500
\$175,001 - \$225,000	585		14.53%	198,074	200,095	196,116	200,181	204,788
\$225,001 - \$300,000	485		12.05%	260,012	265,824	255,849	263,084	266,651
\$300,001 and up	427		10.61%	458,981	515,053	404,360	458,059	580,371
Average Closed Price:	\$176,235				\$98,235	\$151,774	\$251,333	\$380,402
Total Closed Units:	4,025				481	2439	995	110
Total Closed Volume:	709,347,371				47.25M	370.18M	250.08M	41.84M



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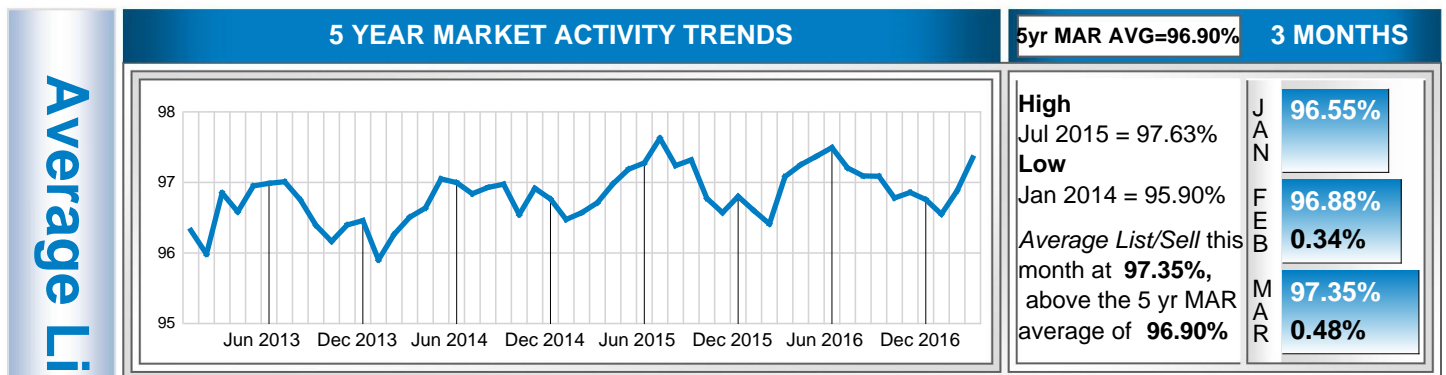
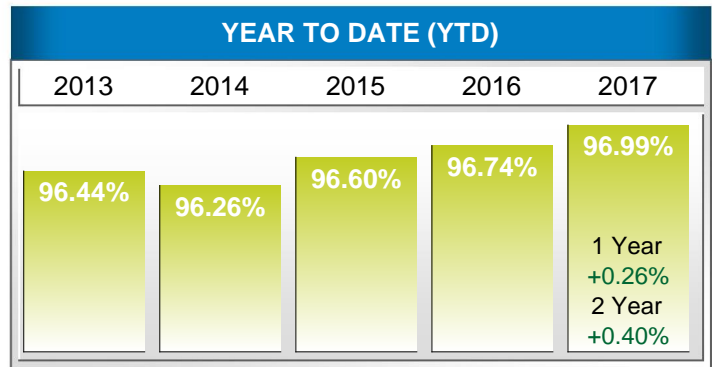
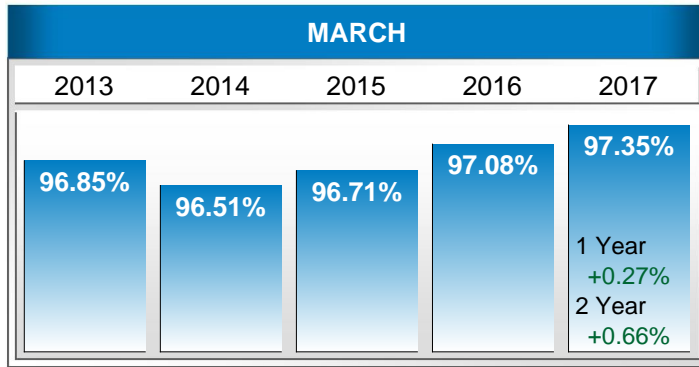
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### Average Percent of List Price to Selling Price

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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	367	9.12%	94.26%	90.27%	94.76%	105.72%	98.02%
\$50,001 - \$75,000	317	7.88%	95.62%	94.57%	96.41%	94.31%	86.08%
\$75,001 - \$125,000	786	19.53%	97.07%	96.55%	97.24%	96.77%	94.21%
\$125,001 - \$175,000	1,058	26.29%	98.39%	97.37%	98.46%	98.51%	97.52%
\$175,001 - \$225,000	585	14.53%	98.20%	96.40%	98.19%	98.56%	96.58%
\$225,001 - \$300,000	485	12.05%	97.92%	93.52%	97.87%	98.39%	97.36%
\$300,001 and up	427	10.61%	97.41%	94.41%	97.59%	97.41%	97.59%
Average List/Sell Ratio: 97.30%				94.26%	97.60%	98.29%	96.82%
Total Closed Units: 4,025				481	2439	995	110
Total Closed Volume: 709,347,371				47.25M	370.18M	250.08M	41.84M



# Monthly Inventory Analysis

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

## March 2017

Inventory as of Apr 10, 2017



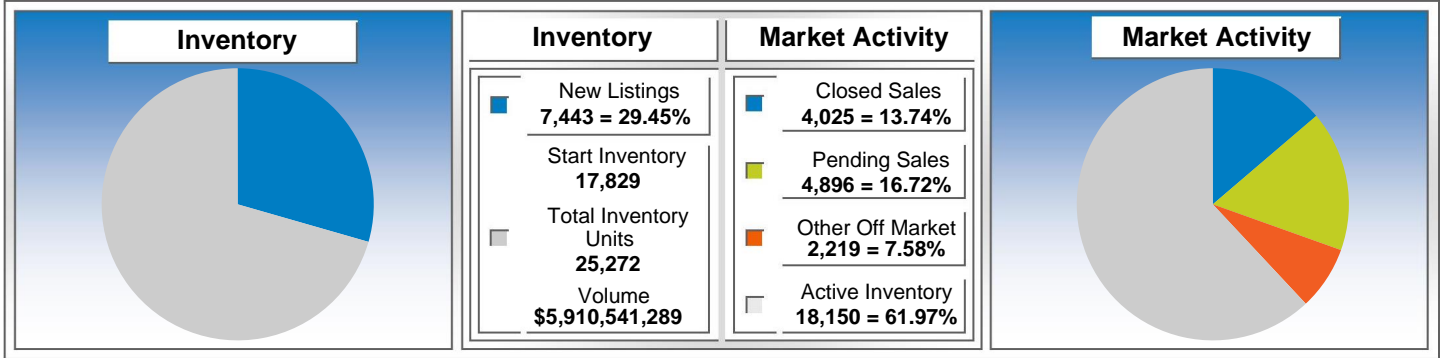
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## Market Summary

Report Produced on: Apr 11, 2017

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



**Absorption:** Last 12 months, an Average of **3,762** Sales/Month

**Active Inventory** as of March 31, 2017 = **18,150**

	MARCH			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	3,746	4,025	7.45%	9,022	9,278	2.84%
Pending Sales	4,384	4,896	11.68%	11,306	12,086	6.90%
New Listings	6,880	7,443	8.18%	18,402	19,012	3.31%
Average List Price	168,522	181,128	7.48%	169,811	178,571	5.16%
Average Sale Price	164,094	176,235	7.40%	164,755	173,208	5.13%
Average Percent of List Price to Selling Price	97.08%	97.35%	0.27%	96.74%	96.99%	0.26%
Average Days on Market to Sale	67.21	67.25	0.06%	68.34	68.35	0.01%
Monthly Inventory	17,829	18,150	1.80%	17,829	18,150	1.80%
Months Supply of Inventory	4.74	4.82	1.68%	4.74	4.82	1.68%

