



May 2016

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



OKLAHOMA
ASSOCIATION OF
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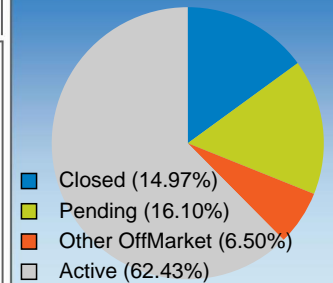
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Absorption: Last 12 months, an Average of **3,594** Sales/Month

Active Inventory as of May 31, 2016 = **17,790**

	MAY		
	2015	2016	+/-%
Closed Listings	4,109	4,266	3.82%
Pending Listings	4,085	4,587	12.29%
New Listings	6,085	6,728	10.57%
Average List Price	181,269	178,582	-1.48%
Average Sale Price	176,616	174,052	-1.45%
Average Percent of List Price to Selling Price	97.20%	97.43%	0.23%
Average Days on Market to Sale	63.15	58.34	-7.62%
End of Month Inventory	16,634	17,790	6.95%
Months Supply of Inventory	4.72	4.95	4.83%

Market Activity



Report Produced on: Jun 16, 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 May 2016 rose **6.95%** to 17,790 existing homes available for sale. Over the last 12 months this area has had an average of 3,594 closed sales per month. This represents an unsold inventory index of **4.95** 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 **1.45%** in May 2016 to \$174,052 versus the previous year at \$176,616.

Average Days on Market Shortens

The average number of **58.34** days that homes spent on the market before selling decreased by 4.81 days or **7.62%** in May 2016 compared to last year's same month at **63.15** DOM.

Sales Success for May 2016 is Positive

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

There were 6,728 New Listings in May 2016, up **10.57%** from last year at 6,085. Furthermore, there were 4,266 Closed Listings this month versus last year at 4,109, a **3.82%** increase.

Closed versus Listed trends yielded a **63.4%** ratio, down from last year's May 2016 at **67.5%**, a **6.10%** 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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405-848-9944
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Or visit: www.okrealtors.com



Monthly Inventory Analysis

Data from the
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May 2016



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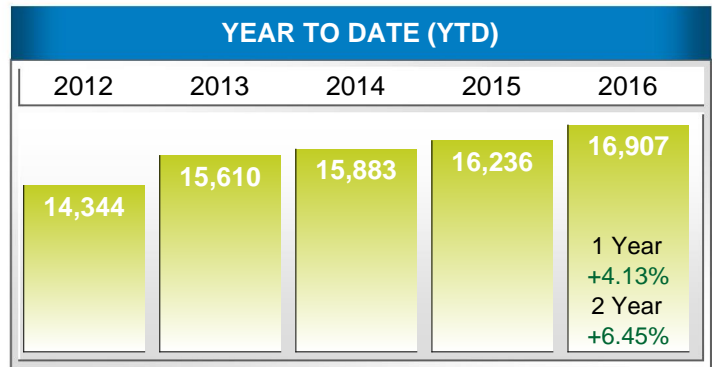
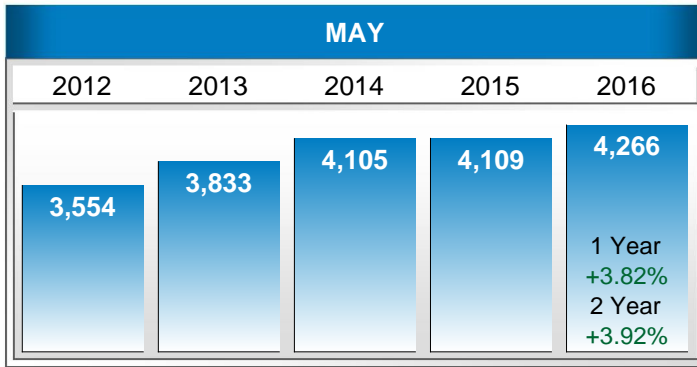
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Closed Sales as of Jun 13, 2016

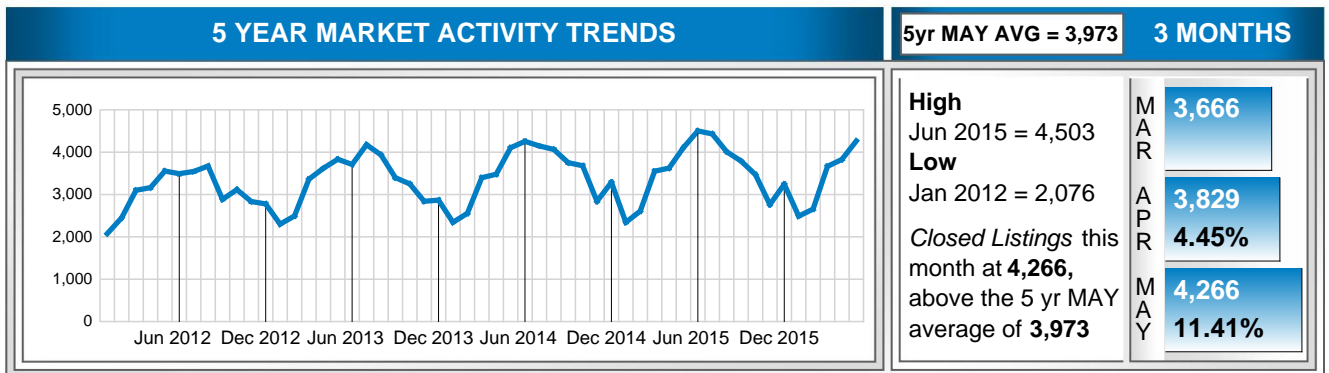
Closed Listings

Report Produced on: Jun 16, 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	327	7.67%	63.9	134	166	22	5
\$50,001 - \$75,000	313	7.34%	69.8	91	196	24	2
\$75,001 - \$125,000	876	20.53%	53.4	141	650	81	4
\$125,001 - \$175,000	1,169	27.40%	51.2	74	893	195	7
\$175,001 - \$200,000	372	8.72%	58.6	11	243	116	2
\$200,001 - \$300,000	772	18.10%	63.4	21	338	381	32
\$300,001 and up	437	10.24%	65.8	7	130	242	58
Total Closed Units:	4,266		58.3	479	2616	1061	110
Total Closed Volume:	742,504,782			44.56M	397.24M	259.33M	41.38M
Average Closed Price:	\$174,052			\$93,019	\$151,851	\$244,416	\$376,198



Monthly Inventory Analysis

Data from the
OKLAHOMA ASSOCIATION OF REALTORS®

May 2016

Pending Listings as of Jun 13, 2016



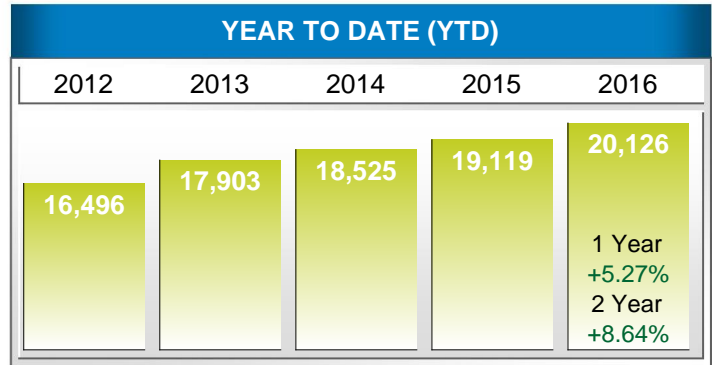
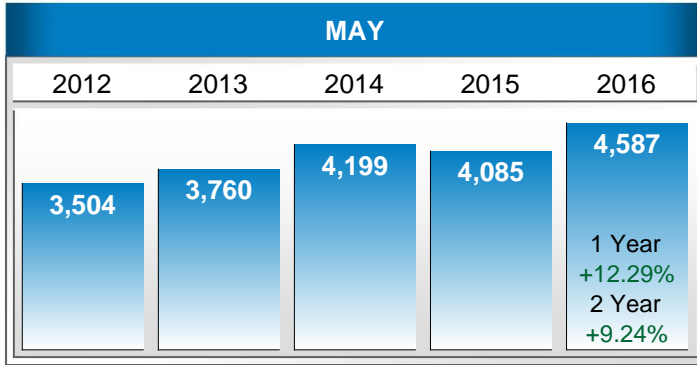
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Pending Listings

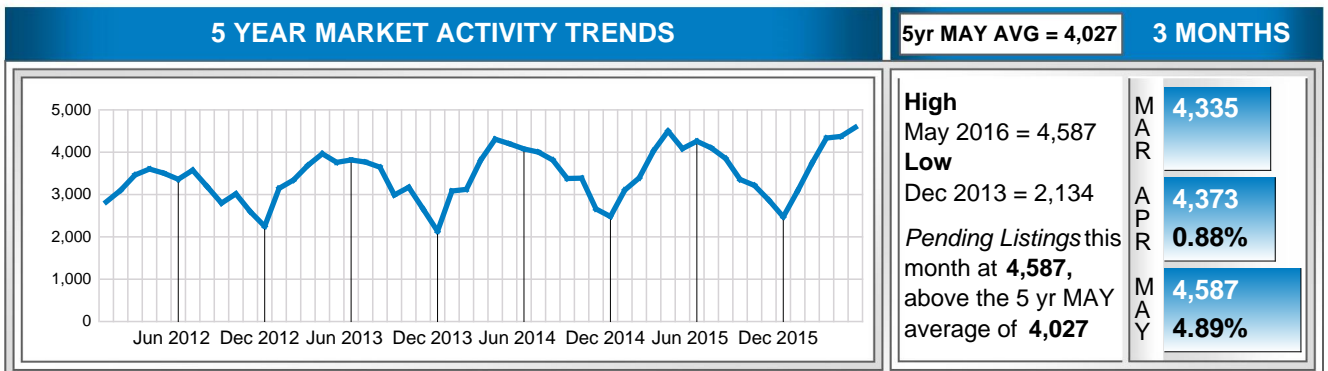
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Area Delimited by Entire OK State MLS - Single-Family Property Type



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	357	7.78%	54.4	151	170	31	5		
\$50,001 - \$75,000	322	7.02%	65.7	102	205	14	1		
\$75,001 - \$125,000	947	20.65%	48.5	158	688	97	4		
\$125,001 - \$175,000	1,135	24.74%	43.6	65	877	180	13		
\$175,001 - \$225,000	697	15.20%	54.4	27	407	251	12		
\$225,001 - \$300,000	598	13.04%	56.0	21	240	307	30		
\$300,001 and up	531	11.58%	65.8	13	155	287	76		
Total Pending Units: 4,587					56.3	537	2742	1167	141
Total Pending Volume: 839,335,948						52.64M	427.04M	300.64M	59.01M
Average Listing Price: \$166,025						\$98,032	\$155,739	\$257,619	\$418,541



Monthly Inventory Analysis

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May 2016

New Listings as of Jun 13, 2016



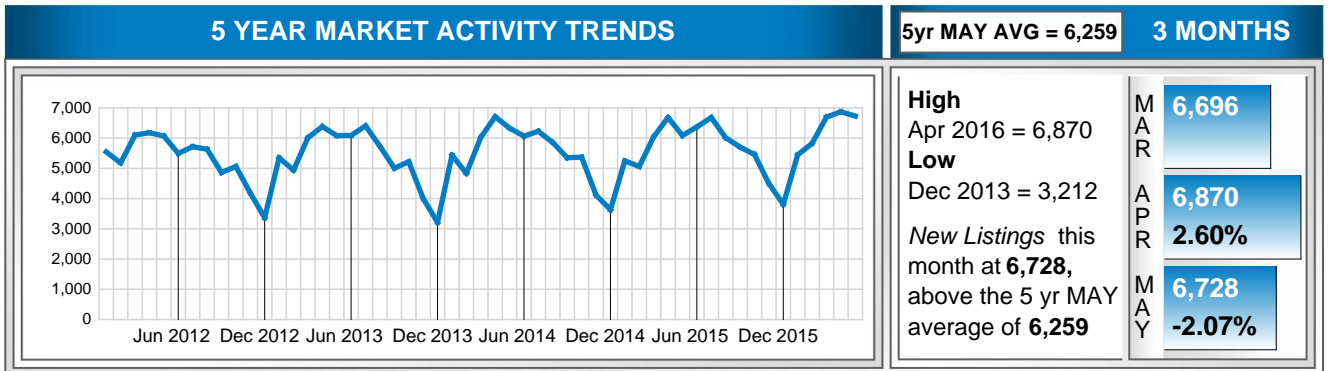
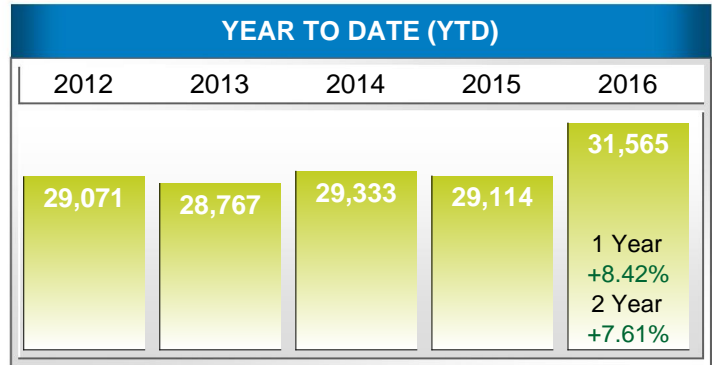
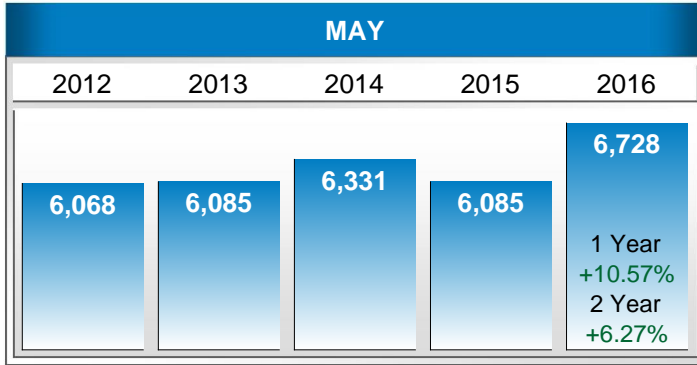
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New Listings

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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	540	8.03%	250	251	37	2	
\$50,001 - \$75,000	490	7.28%	167	280	37	6	
\$75,001 - \$125,000	1,224	18.19%	227	852	131	14	
\$125,001 - \$175,000	1,474	21.91%	92	1,107	262	13	
\$175,001 - \$250,000	1,340	19.92%	55	753	498	34	
\$250,001 - \$375,000	949	14.11%	34	351	495	69	
\$375,001 and up	711	10.57%	14	161	397	139	
Total New Listed Units:			6,728	839	3,755	1,857	277
Total New Listed Volume:			1,403,267,640	84.78M	633.67M	543.43M	141.39M
Average New Listed Listing Price:			\$169,218	\$101,051	\$168,754	\$292,637	\$510,428



Monthly Inventory Analysis

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May 2016

Active Inventory as of Jun 13, 2016



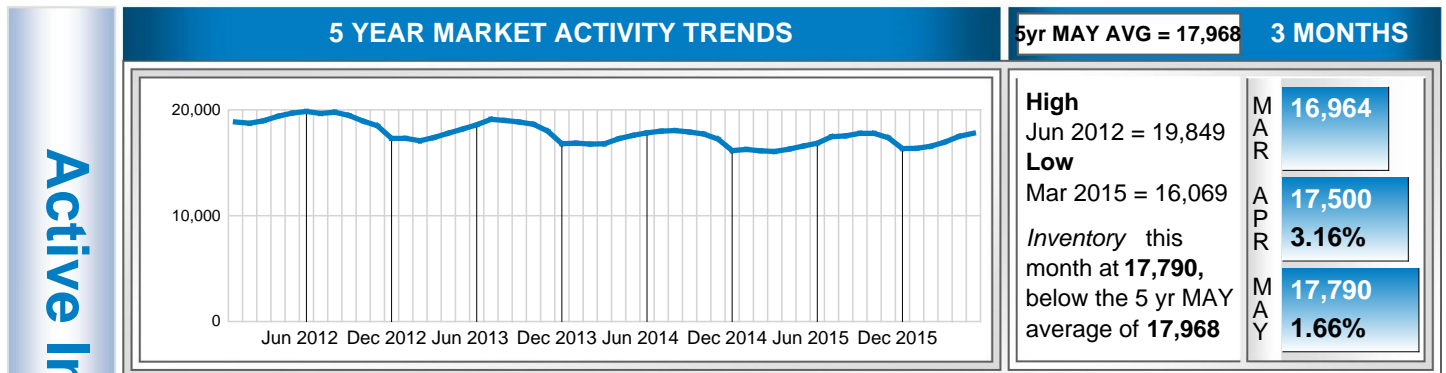
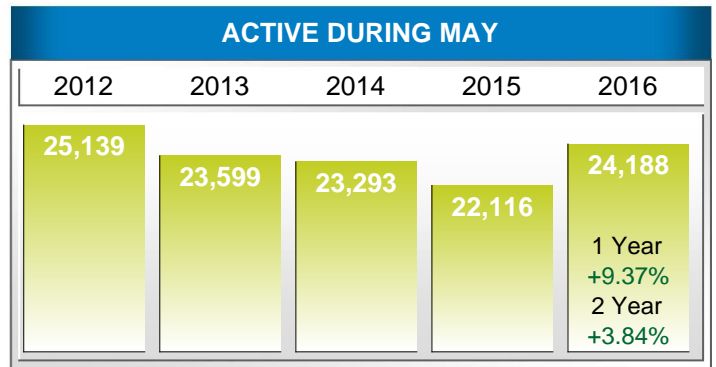
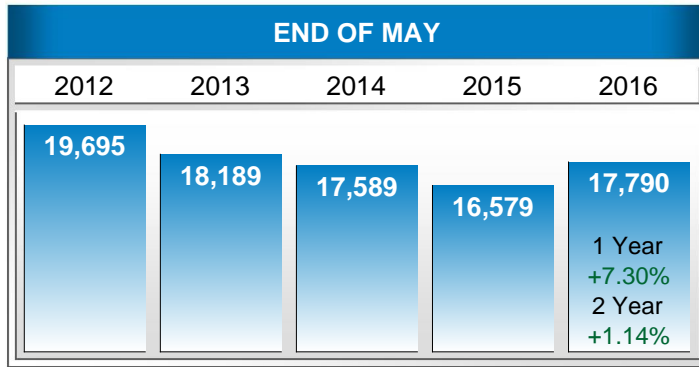
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Active Inventory

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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	1,444	8.12%	124.0	664	659	109	12	
\$50,001 - \$75,000	1,506	8.47%	120.2	507	871	113	15	
\$75,001 - \$125,000	2,803	15.76%	104.9	498	1,931	333	41	
\$125,001 - \$225,000	5,202	29.24%	91.5	368	3,372	1,346	116	
\$225,001 - \$300,000	2,681	15.07%	88.2	106	1,142	1,282	151	
\$300,001 - \$450,000	2,320	13.04%	96.0	100	736	1,236	248	
\$450,001 and up	1,834	10.31%	104.0	46	340	919	529	
Total Active Inventory by Units:			17,790	100.1	2,289	9,051	5,338	1,112
Total Active Inventory by Volume:			4,372,671,455		263.51M	1.66B	1.76B	688.34M
Average Active Inventory Listing Price:			\$245,794		\$115,121	\$183,634	\$329,478	\$619,008



Monthly Inventory Analysis

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May 2016

Active Inventory as of Jun 13, 2016



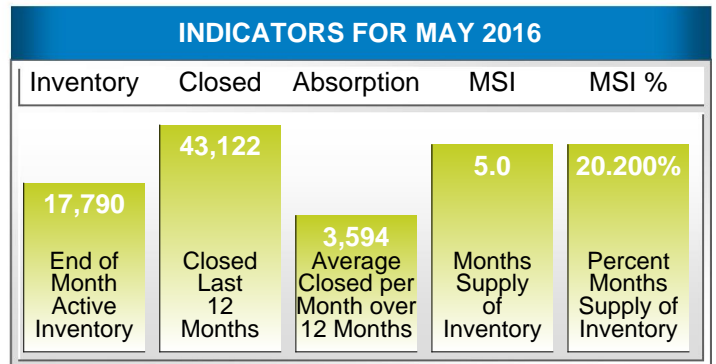
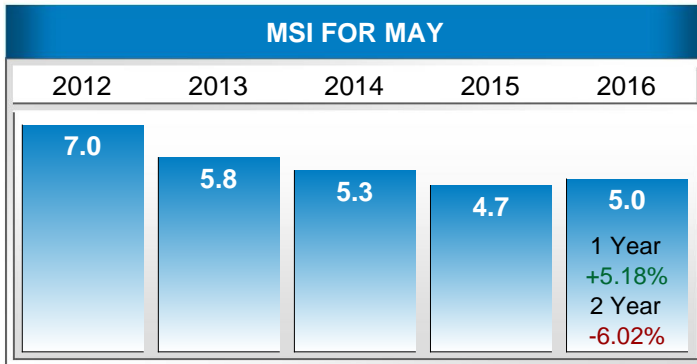
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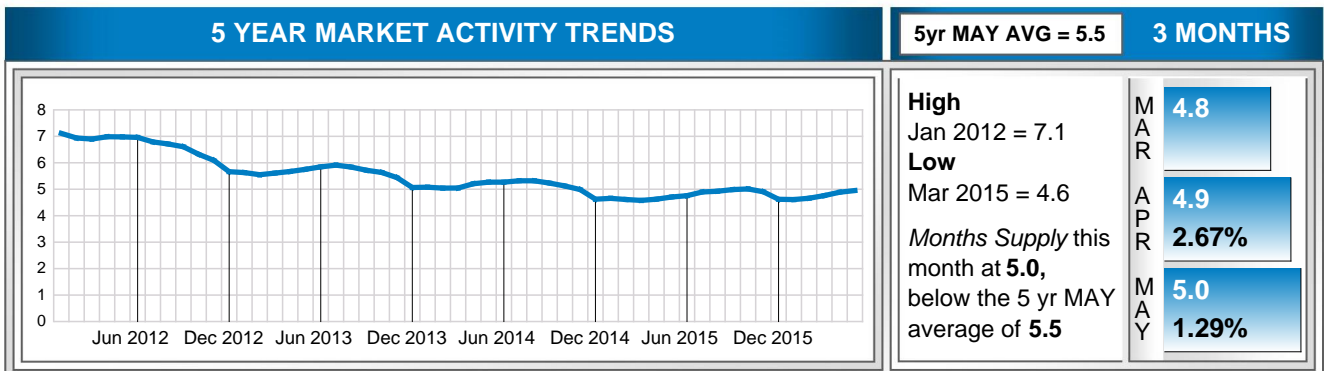
Months Supply of Inventory

Report Produced on: Jun 16, 2016

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



Months Supply



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	1,444		8.12%	4.1	4.7	3.6	4.3	3.8
\$50,001 - \$75,000	1,506		8.47%	5.1	6.3	4.6	5.4	6.0
\$75,001 - \$125,000	2,803		15.76%	3.8	4.4	3.5	4.7	8.2
\$125,001 - \$225,000	5,202		29.24%	3.7	5.3	3.5	4.0	5.2
\$225,001 - \$300,000	2,681		15.07%	6.4	8.9	6.3	6.2	6.8
\$300,001 - \$450,000	2,320		13.04%	8.6	15.0	9.0	8.0	9.3
\$450,001 and up	1,834		10.31%	16.0	42.5	16.0	14.4	18.7
MSI:		5.0			5.4	4.1	6.1	10.1
Total Active Inventory:		17,790			2,289	9,051	5,338	1,112

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Monthly Inventory Analysis

Data from the
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May 2016

Closed Sales as of Jun 13, 2016



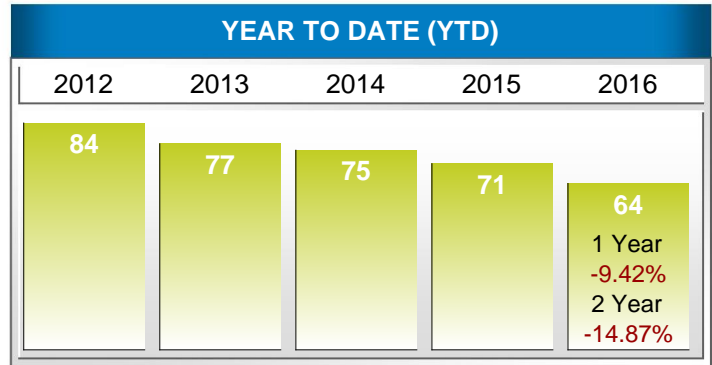
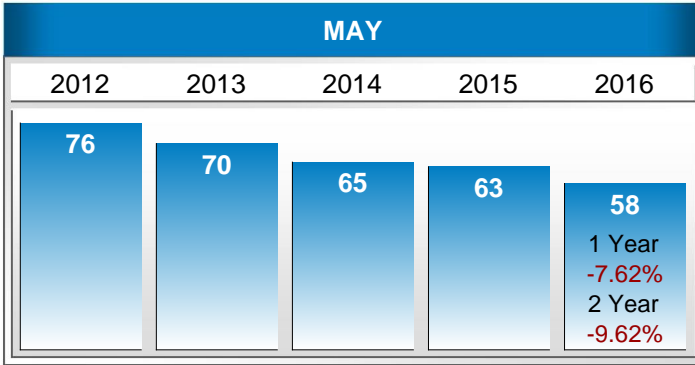
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Average Days on Market to Sale

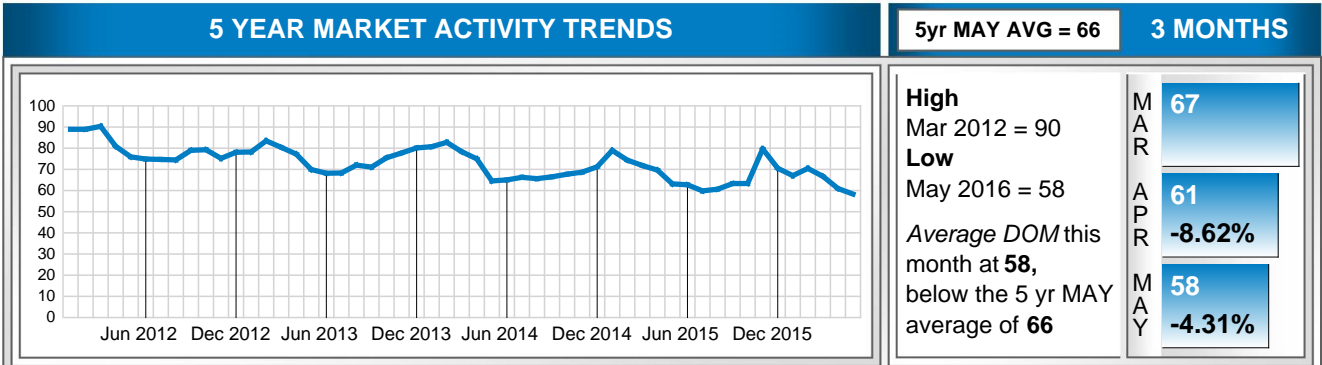
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Area Delimited by Entire OK State MLS - Single-Family Property Type



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	327	7.67%	63.9	71.0	58.1	56.6	99.4
\$50,001 - \$75,000	313	7.34%	69.8	71.6	65.5	77.4	312.0
\$75,001 - \$125,000	876	20.53%	53.4	51.7	48.2	99.3	17.8
\$125,001 - \$175,000	1,169	27.40%	51.2	58.6	48.4	61.2	53.7
\$175,001 - \$200,000	372	8.72%	58.6	118.6	54.0	61.9	86.5
\$200,001 - \$300,000	772	18.10%	63.4	55.6	64.6	61.4	79.7
\$300,001 and up	437	10.24%	65.8	33.1	49.7	71.9	80.7
Average Closed DOM: 58.3				63.4	52.9	67.0	81.5
Total Closed Units: 4,266				479	2616	1061	110
Total Closed Volume: 742,504,782				44.56M	397.24M	259.33M	41.38M



Monthly Inventory Analysis

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OKLAHOMA ASSOCIATION OF REALTORS®

May 2016

Closed Sales as of Jun 13, 2016



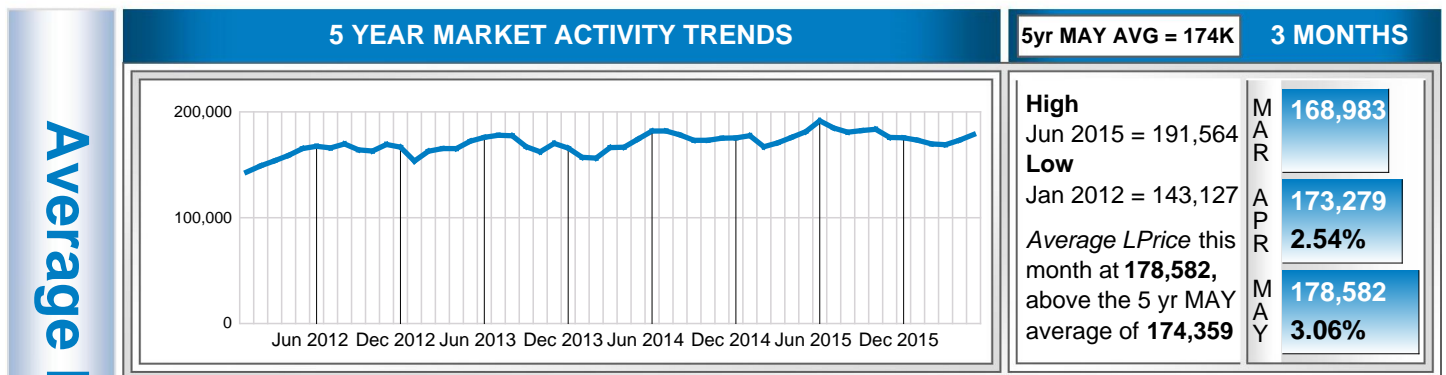
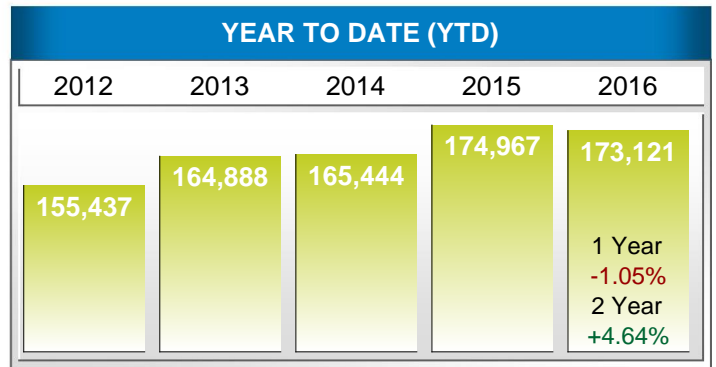
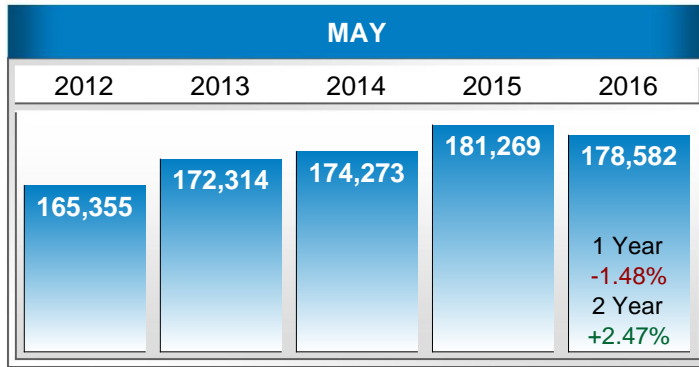
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Average List Price at Closing

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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+
\$50,000 and less	309	7.24%	31,904	32,164	34,977	36,002	27,660
\$50,001 - \$75,000	287	6.73%	65,044	67,283	67,338	74,150	65,250
\$75,001 - \$125,000	879	20.60%	102,842	101,247	105,969	107,118	105,025
\$125,001 - \$175,000	1,159	27.17%	150,274	150,638	151,239	158,100	159,471
\$175,001 - \$200,000	402	9.42%	188,279	197,109	189,997	193,085	187,750
\$200,001 - \$300,000	783	18.35%	246,760	250,229	243,386	250,429	270,303
\$300,001 and up	447	10.48%	447,064	425,929	421,106	439,408	558,551
Average List Price:	\$178,582			\$96,577	\$155,244	\$250,920	\$392,967
Total Closed Units:	4,266			479	2616	1061	110
Total List Volume:	761,830,944			46.26M	406.12M	266.23M	43.23M



Monthly Inventory Analysis

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May 2016

Closed Sales as of Jun 13, 2016



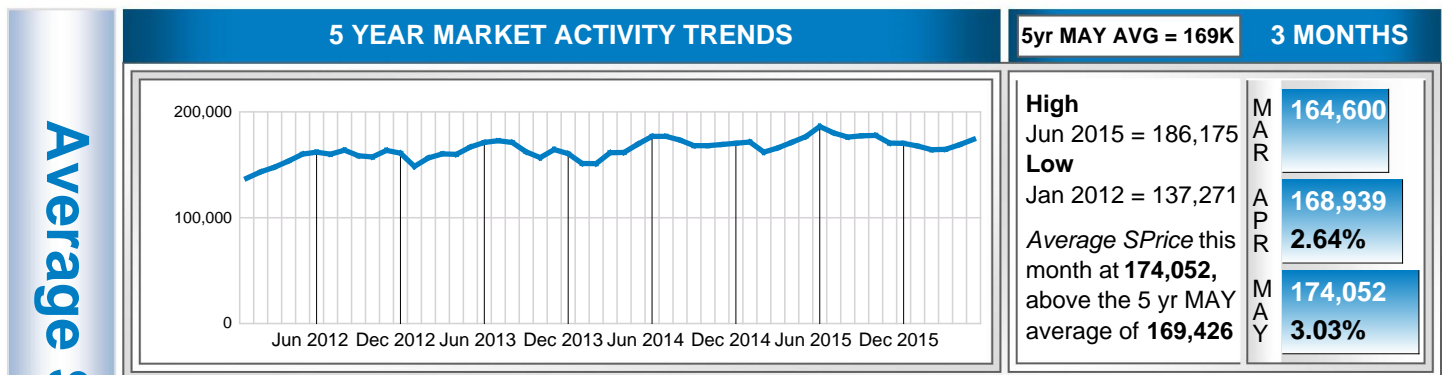
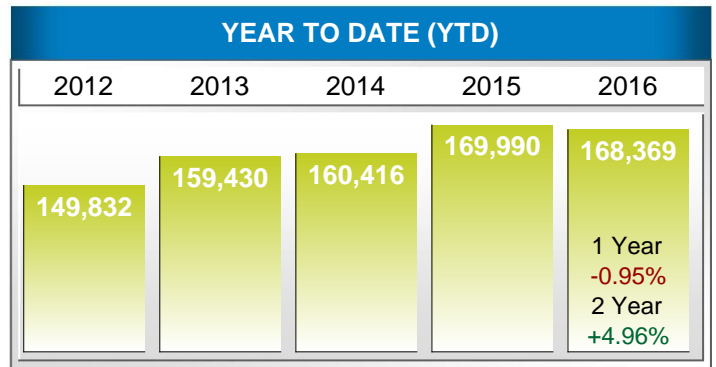
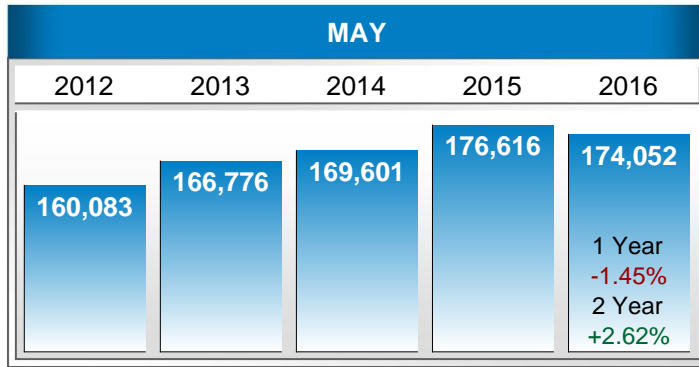
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Average Sold Price at Closing

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



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	327	7.67%	30,575	28,965	31,806	32,333	25,100
\$50,001 - \$75,000	313	7.34%	64,439	63,730	64,550	66,223	64,495
\$75,001 - \$125,000	876	20.53%	102,164	98,703	102,759	103,485	100,675
\$125,001 - \$175,000	1,169	27.40%	149,885	147,110	148,930	155,282	150,643
\$175,001 - \$200,000	372	8.72%	187,270	185,000	186,971	188,129	186,175
\$200,001 - \$300,000	772	18.10%	243,618	243,086	239,161	246,029	262,329
\$300,001 and up	437	10.24%	434,529	418,929	409,621	424,805	532,814
Average Closed Price:	\$174,052			\$93,019	\$151,851	\$244,416	\$376,198
Total Closed Units:	4,266			479	2616	1061	110
Total Closed Volume:	742,504,782			44.56M	397.24M	259.33M	41.38M



Monthly Inventory Analysis

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Closed Sales as of Jun 13, 2016



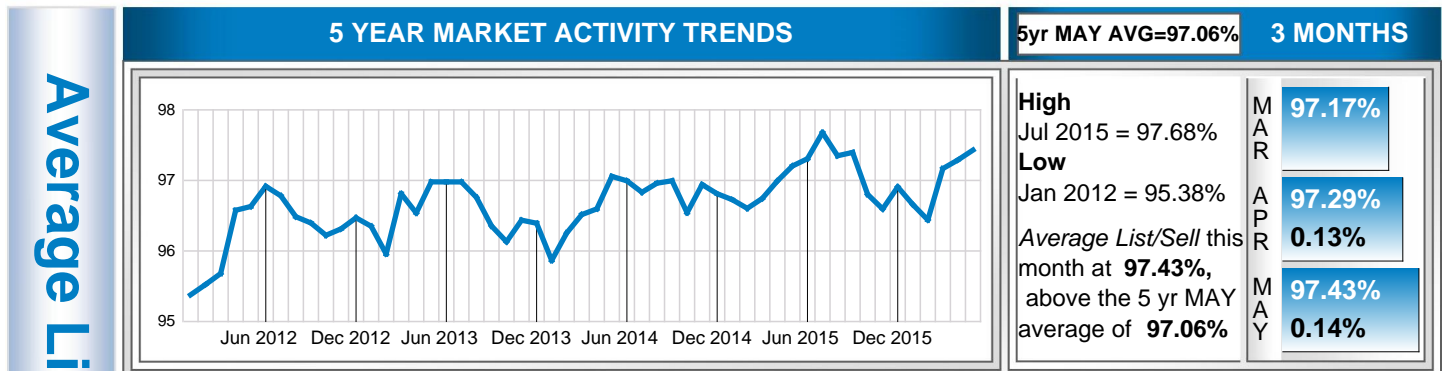
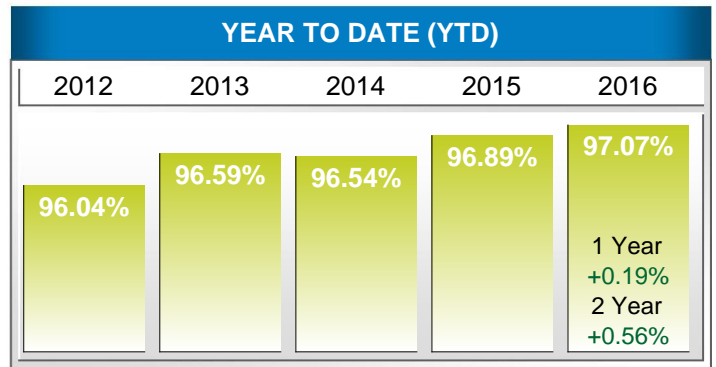
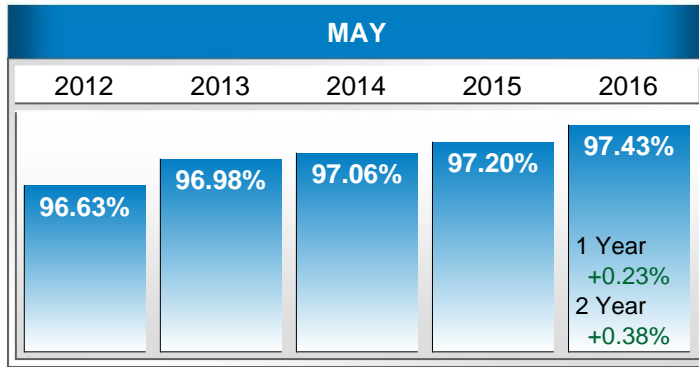
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Average Percent of List Price to Selling Price

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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	327	7.67%	91.36%	91.57%	91.51%	88.90%	91.80%
\$50,001 - \$75,000	313	7.34%	97.26%	95.36%	98.52%	94.02%	98.39%
\$75,001 - \$125,000	876	20.53%	97.22%	97.66%	97.16%	97.01%	95.57%
\$125,001 - \$175,000	1,169	27.40%	98.51%	97.80%	98.63%	98.36%	94.88%
\$175,001 - \$200,000	372	8.72%	98.22%	94.24%	98.55%	97.87%	99.22%
\$200,001 - \$300,000	772	18.10%	98.34%	97.20%	98.50%	98.35%	97.26%
\$300,001 and up	437	10.24%	97.35%	98.28%	97.65%	97.40%	96.34%
Average List/Sell Ratio: 97.40%				95.45%	97.73%	97.69%	96.37%
Total Closed Units: 4,266				479	2616	1061	110
Total Closed Volume: 742,504,782				44.56M	397.24M	259.33M	41.38M



Monthly Inventory Analysis

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May 2016

Inventory as of Jun 13, 2016



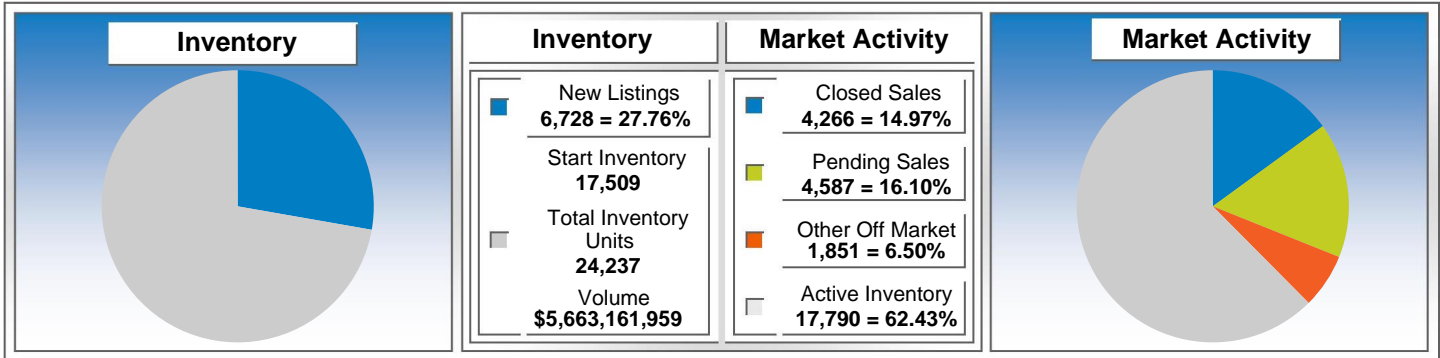
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Market Summary

Report Produced on: Jun 16, 2016

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



Absorption: Last 12 months, an Average of **3,594** Sales/Month

Active Inventory as of May 31, 2016 = **17,790**

	MAY			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	4,109	4,266	3.82%	16,236	16,907	4.13%
Pending Sales	4,085	4,587	12.29%	19,119	20,126	5.27%
New Listings	6,085	6,728	10.57%	29,114	31,565	8.42%
Average List Price	181,269	178,582	-1.48%	174,967	173,121	-1.05%
Average Sale Price	176,616	174,052	-1.45%	169,990	168,369	-0.95%
Average Percent of List Price to Selling Price	97.20%	97.43%	0.23%	96.89%	97.07%	0.19%
Average Days on Market to Sale	63.15	58.34	-7.62%	70.58	63.94	-9.42%
Monthly Inventory	16,634	17,790	6.95%	16,634	17,790	6.95%
Months Supply of Inventory	4.72	4.95	4.83%	4.72	4.95	4.83%

