



# November 2014

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



OKLAHOMA  
ASSOCIATION OF  
REALTORS®

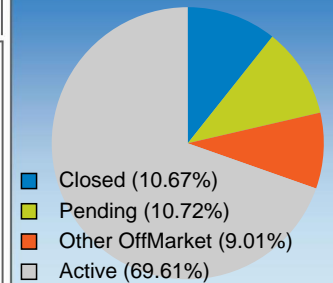
CONNECTING · INFORMING · UNITING

**Absorption:** Last 12 months, an Average of **3,751** Sales/Month

**Active Inventory** as of November 30, 2014 = **19,741**

	NOVEMBER		
	2013	2014	+/-%
Closed Listings	3,133	3,026	-3.42%
Pending Listings	2,918	3,039	4.15%
New Listings	4,414	4,471	1.29%
Average List Price	169,561	175,180	3.31%
Average Sale Price	163,629	169,566	3.63%
Average Percent of List Price to Selling Price	96.22%	96.93%	0.74%
Average Days on Market to Sale	78.58	69.51	-11.54%
End of Month Inventory	22,203	19,741	-11.09%
Months Supply of Inventory	6.08	5.26	-13.40%

## Market Activity



Report Produced on: Dec 12, 2014

# 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 November 2014 decreased **11.09%** to 19,741 existing homes available for sale. Over the last 12 months this area has had an average of 3,751 closed sales per month. This represents an unsold inventory index of **5.26** 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 **3.63%** in November 2014 to \$169,566 versus the previous year at \$163,629.

### Average Days on Market Shortens

The average number of **69.51** days that homes spent on the market before selling decreased by 9.07 days or **11.54%** in November 2014 compared to last year's same month at **78.58** DOM.

### Sales Success for November 2014 is Positive

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

There were 4,471 New Listings in November 2014, up **1.29%** from last year at 4,414. Furthermore, there were 3,026 Closed Listings this month versus last year at 3,133, a **-3.42%** decrease.

Closed versus Listed trends yielded a **67.7%** ratio, down from last year's November 2014 at **71.0%**, a **4.65%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the following months to come.

## What's in this Issue

<b>Closed Listings</b>	<b>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average Percent of List Price to Selling Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</b>

## 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  
**OKLAHOMA ASSOCIATION OF REALTORS®**

## November 2014

Closed Sales as of Dec 11, 2014



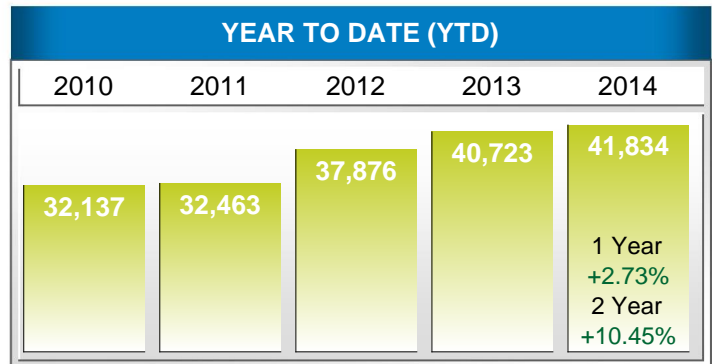
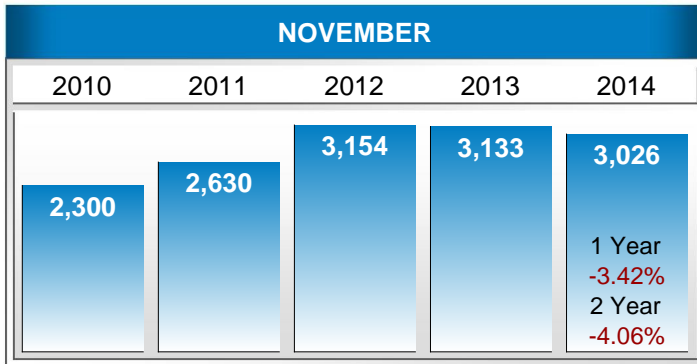
OKLAHOMA  
ASSOCIATION OF  
REALTORS®

CONNECTING . INFORMING . UNITING

## Closed Listings

Report Produced on: Dec 12, 2014

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



Closed Listings

Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR®

### 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	311	10.28%	71.4	152	137	17	5	
\$50,001 - \$75,000	257	8.49%	93.1	82	143	27	5	
\$75,001 - \$100,000	306	10.11%	71.8	69	207	29	1	
\$100,001 - \$150,000	773	25.55%	57.8	121	558	91	3	
\$150,001 - \$200,000	563	18.61%	62.2	68	340	147	8	
\$200,001 - \$300,000	515	17.02%	75.0	79	215	204	17	
\$300,001 and up	301	9.95%	79.5	29	70	163	39	
Total Closed Units: 3,026				69.5	600	1670	678	78
Total Closed Volume: 513,107,489					74.33M	240.98M	167.32M	30.48M
Average Closed Price: \$169,566					\$123,883	\$144,298	\$246,788	\$390,735



# Monthly Inventory Analysis

Data from the  
OKLAHOMA ASSOCIATION OF REALTORS®

## November 2014

Pending Listings as of Dec 11, 2014



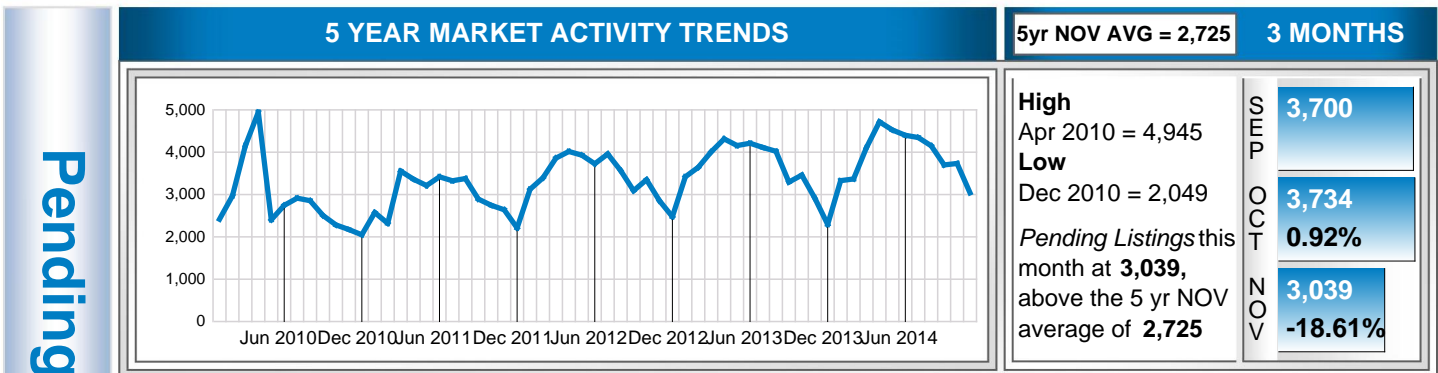
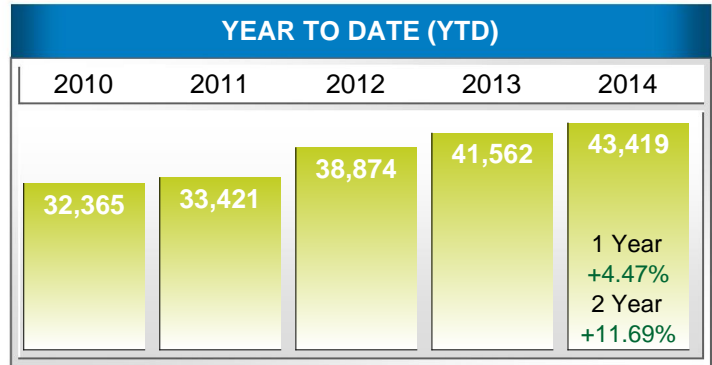
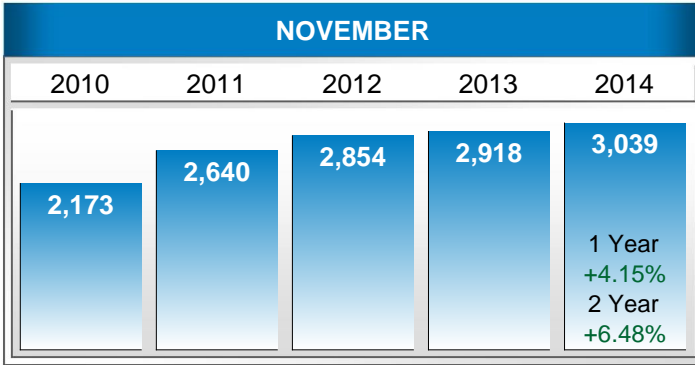
OKLAHOMA  
ASSOCIATION OF  
REALTORS®

CONNECTING · INFORMING · UNITING

## Pending Listings

Report Produced on: Dec 12, 2014

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



Pending Listings

Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR®

### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	85	2.80%	70.9	43	39	3	0
\$25,001 - \$75,000	524	17.24%	75.0	189	294	33	8
\$75,001 - \$100,000	332	10.92%	71.2	71	224	34	3
\$100,001 - \$150,000	749	24.65%	62.2	135	530	76	8
\$150,001 - \$200,000	582	19.15%	63.8	84	336	152	10
\$200,001 - \$300,000	457	15.04%	76.0	61	192	179	25
\$300,001 and up	310	10.20%	69.4	34	85	149	42
Total Pending Units: 3,039				617	1700	626	96
Total Pending Volume: 516,573,820				80.41M	246.22M	155.53M	34.41M
Average Listing Price: \$152,314				\$130,327	\$144,837	\$248,443	\$358,478



# Monthly Inventory Analysis

Data from the  
OKLAHOMA ASSOCIATION OF REALTORS®

## November 2014

New Listings as of Dec 11, 2014



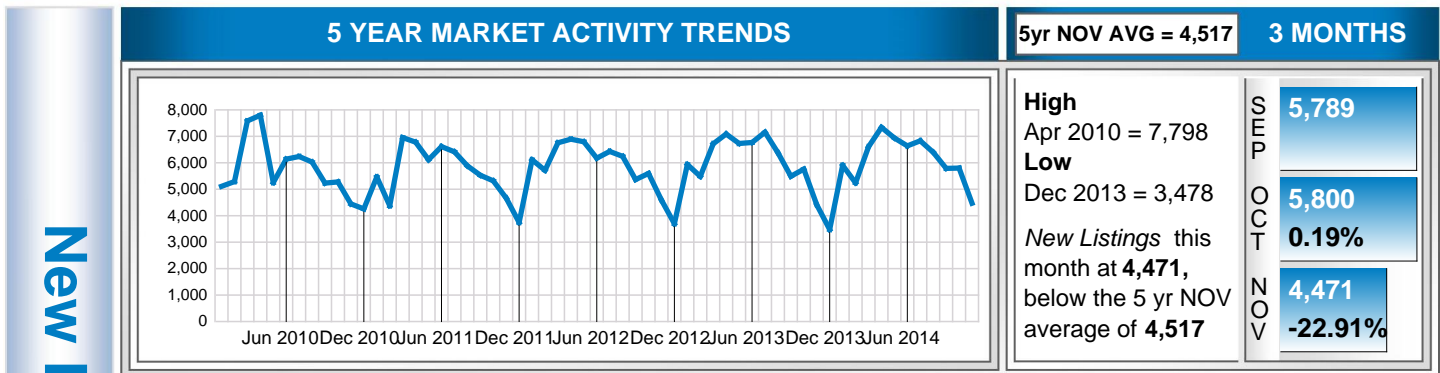
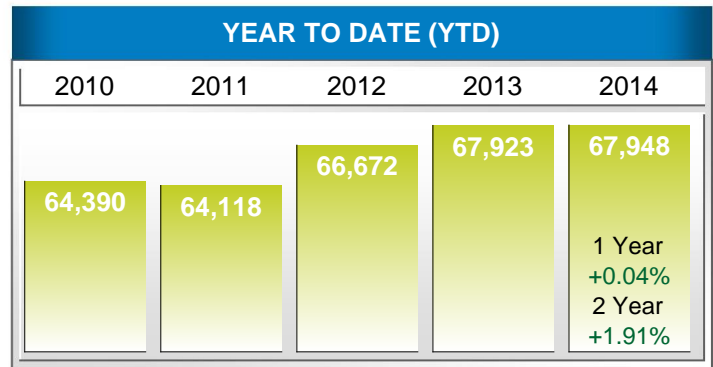
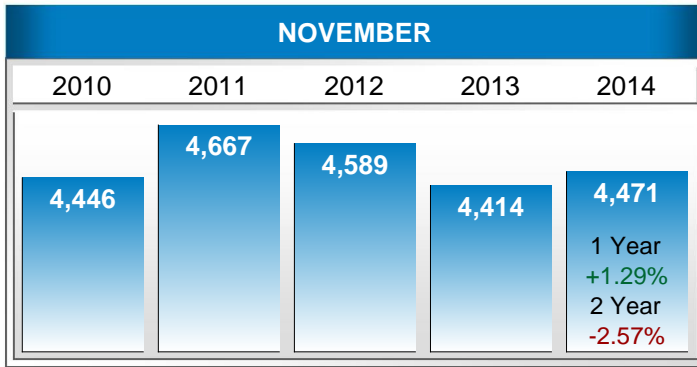
OKLAHOMA  
ASSOCIATION OF  
REALTORS®

CONNECTING · INFORMING · UNITING

### New Listings

Report Produced on: Dec 12, 2014

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



#### 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	369	8.25%	172	172	24	1
\$50,001 - \$75,000	393	8.79%	132	224	32	5
\$75,001 - \$100,000	490	10.96%	149	297	41	3
\$100,001 - \$175,000	1,432	32.03%	244	960	212	16
\$175,001 - \$250,000	793	17.74%	106	395	264	28
\$250,001 - \$350,000	522	11.68%	66	196	225	35
\$350,001 and up	472	10.56%	47	104	232	89
Total New Listed Units:			916	2348	1030	177
Total New Listed Volume:			125.53M	377.12M	286.37M	93.93M
Average New Listed Listing Price:			\$137,044	\$160,612	\$278,034	\$530,668

New Listings

Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR®



# Monthly Inventory Analysis

Data from the  
OKLAHOMA ASSOCIATION OF REALTORS®

## November 2014

Active Inventory as of Dec 11, 2014



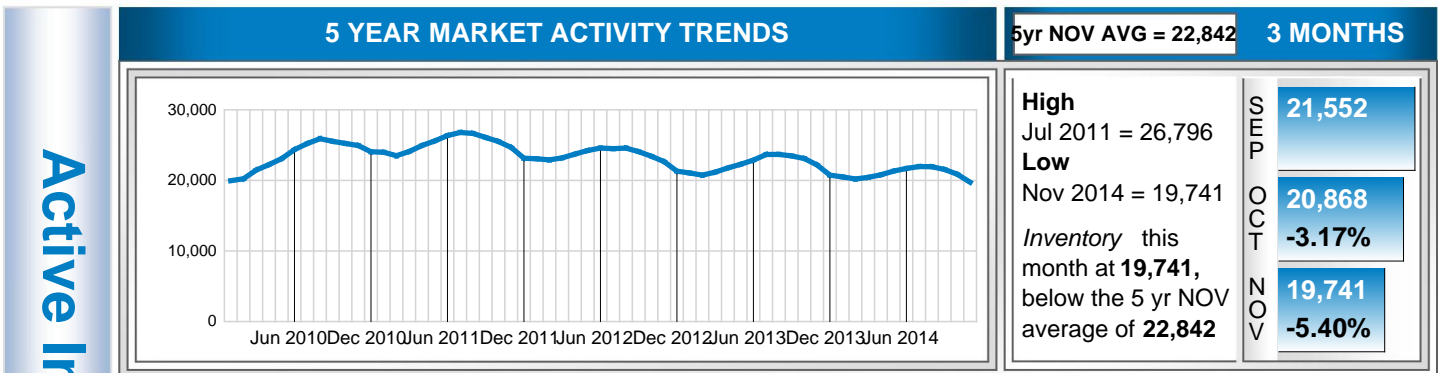
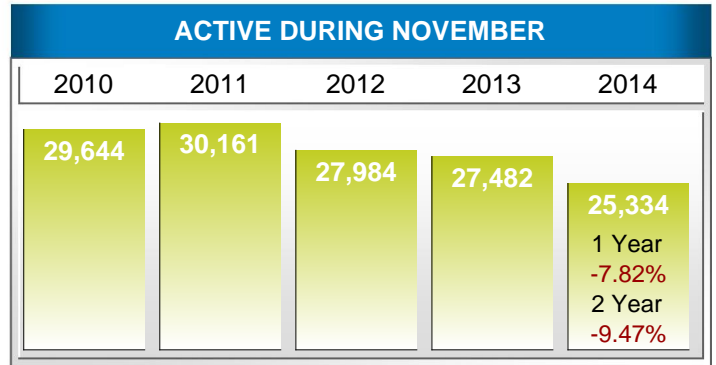
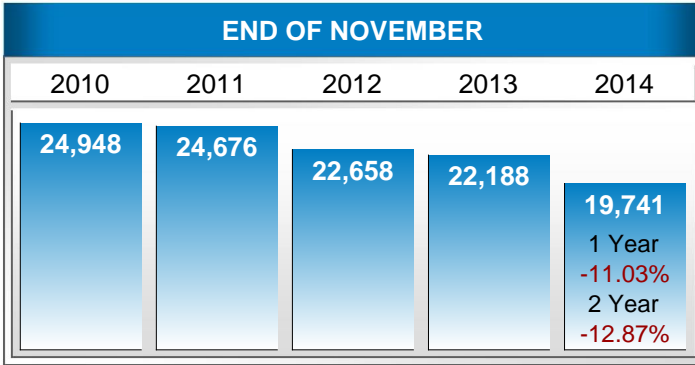
OKLAHOMA  
ASSOCIATION OF  
REALTORS®

CONNECTING · INFORMING · UNITING

## Active Inventory

Report Produced on: Dec 12, 2014

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



Active Inventory

Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR®

### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$50,000 and less	1,725	8.74%	139.7	876	737	98	14		
\$50,001 - \$75,000	2,054	10.40%	130.0	768	1,120	147	19		
\$75,001 - \$100,000	2,213	11.21%	122.8	613	1,370	207	23		
\$100,001 - \$175,000	5,307	26.88%	107.7	994	3,365	862	86		
\$175,001 - \$250,000	3,534	17.90%	114.0	546	1,691	1,183	114		
\$250,001 - \$375,000	2,668	13.52%	116.0	381	894	1,174	219		
\$375,001 and up	2,240	11.35%	125.0	235	416	1,145	444		
Total Active Inventory by Units:				19,741	118.7	4,413	9,593	4,816	919
Total Active Inventory by Volume:				4,226,074,957		650.98M	1.58B	1.47B	517.87M
Average Active Inventory Listing Price:				\$214,076		\$147,515	\$165,155	\$305,833	\$563,517





# Monthly Inventory Analysis

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

## November 2014

Active Inventory as of Dec 11, 2014



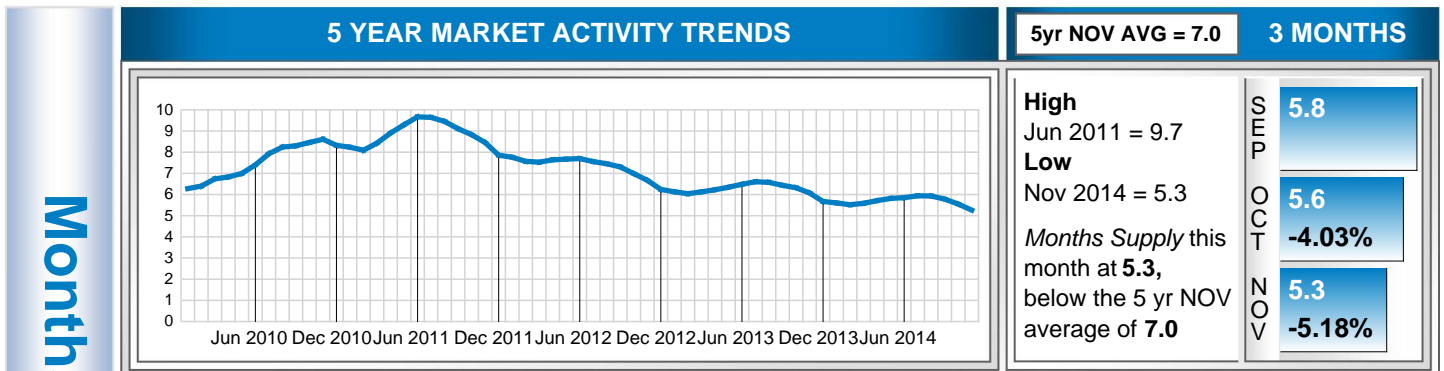
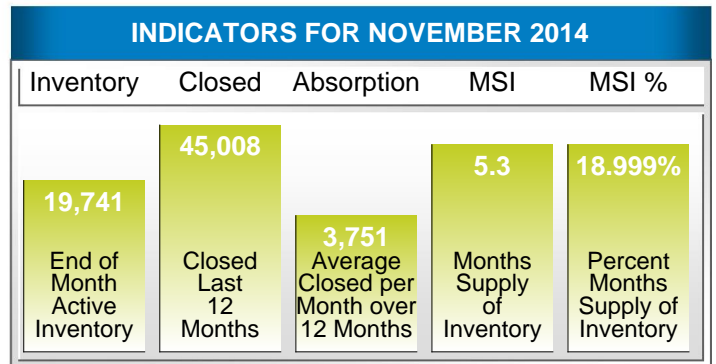
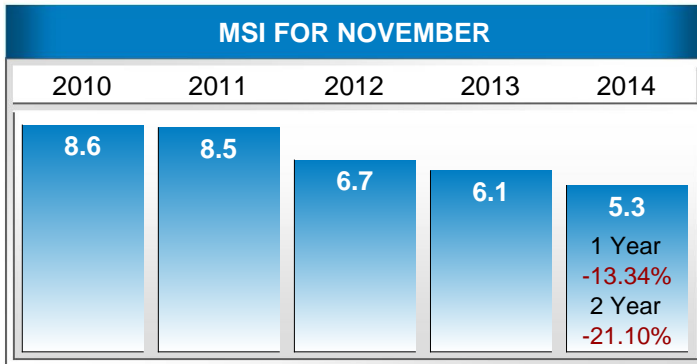
OKLAHOMA  
ASSOCIATION OF  
REALTORS®

CONNECTING · INFORMING · UNITING

## Months Supply of Inventory

Report Produced on: Dec 12, 2014

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



Months Supply

Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR®

### 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	1,725		8.74%	4.1	4.7	3.7	3.4	4.4
\$50,001 - \$75,000	2,054		10.40%	6.5	7.2	6.0	6.4	8.4
\$75,001 - \$100,000	2,213		11.21%	5.6	6.3	5.2	5.9	7.1
\$100,001 - \$175,000	5,307		26.88%	4.0	4.8	3.7	4.2	6.5
\$175,001 - \$250,000	3,534		17.90%	5.2	6.3	5.1	4.9	6.8
\$250,001 - \$375,000	2,668		13.52%	6.5	9.5	7.1	5.5	7.3
\$375,001 and up	2,240		11.35%	11.6	16.6	10.7	10.9	12.5
MSI:	5.3				6.0	4.6	5.7	8.8
Total Active Inventory:	19,741				4,413	9,593	4,816	919



# Monthly Inventory Analysis

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

## November 2014

Closed Sales as of Dec 11, 2014



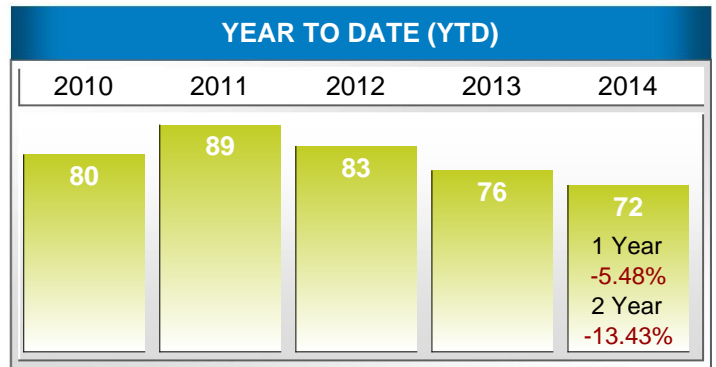
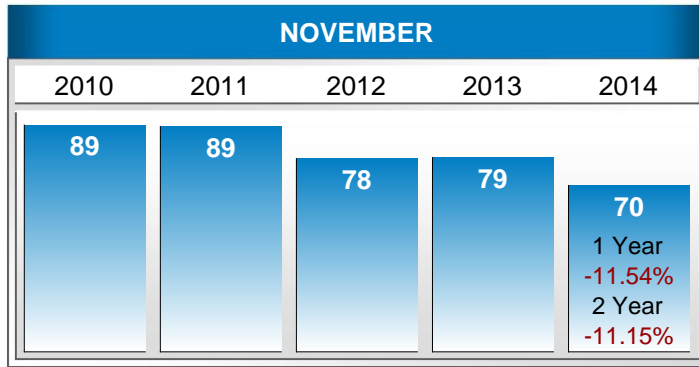
OKLAHOMA  
ASSOCIATION OF  
REALTORS®

CONNECTING · INFORMING · UNITING

### Average Days on Market to Sale

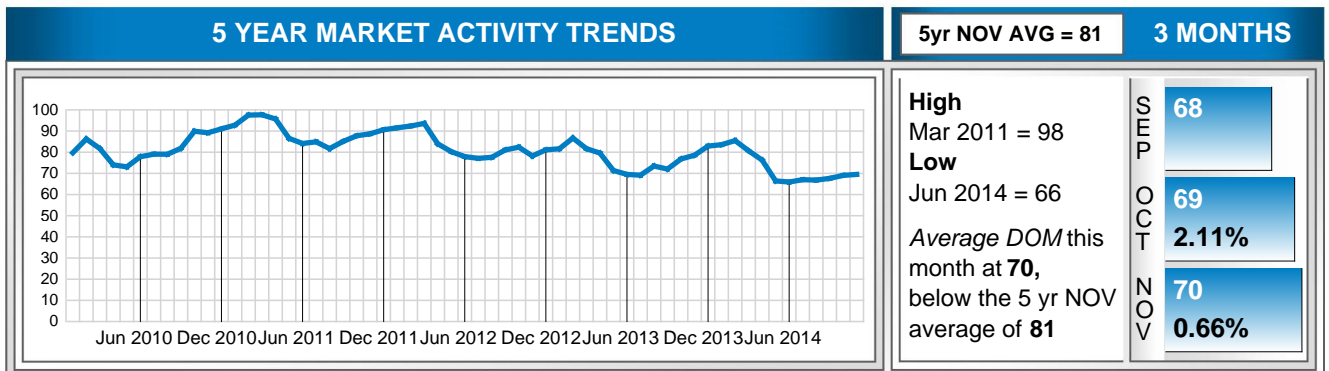
Report Produced on: Dec 12, 2014

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



Average Days on Market

Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR®



#### 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	311	10.28%	71.4	79.0	64.9	42.5	116.4
\$50,001 - \$75,000	257	8.49%	93.1	104.7	89.8	66.7	140.8
\$75,001 - \$100,000	306	10.11%	71.8	85.4	67.1	71.7	103.0
\$100,001 - \$150,000	773	25.55%	57.8	65.2	53.9	71.4	74.0
\$150,001 - \$200,000	563	18.61%	62.2	94.4	58.5	56.0	60.9
\$200,001 - \$300,000	515	17.02%	75.0	99.8	60.6	78.0	105.2
\$300,001 and up	301	9.95%	79.5	94.4	77.1	77.1	82.9
Average Closed DOM: 69.5				85.7	62.3	70.5	91.3
Total Closed Units: 3,026				600	1670	678	78
Total Closed Volume: 513,107,489				74.33M	240.98M	167.32M	30.48M



# Monthly Inventory Analysis

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

## November 2014

Closed Sales as of Dec 11, 2014



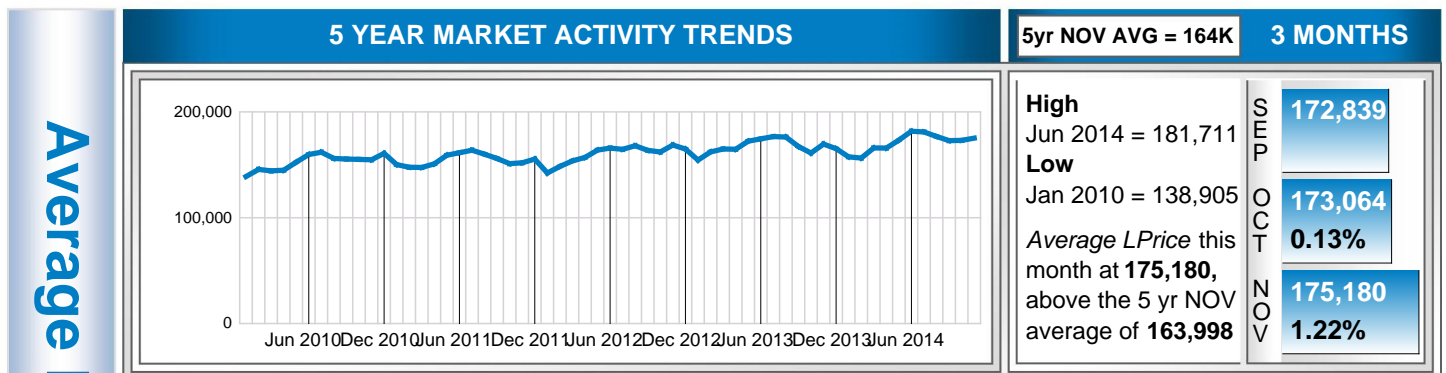
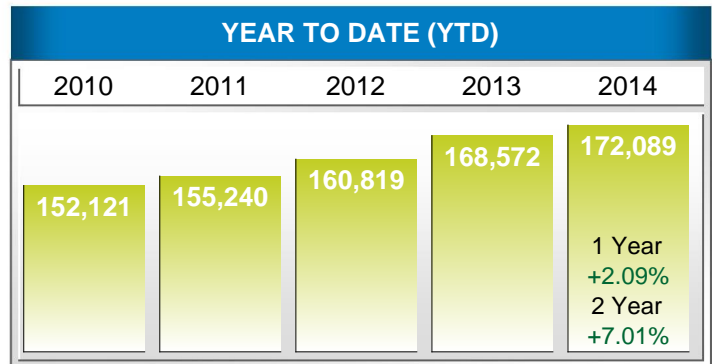
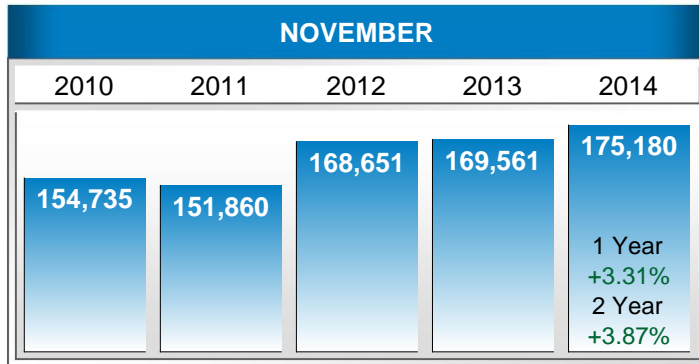
OKLAHOMA  
ASSOCIATION OF  
REALTORS®

CONNECTING · INFORMING · UNITING

### Average List Price at Closing

Report Produced on: Dec 12, 2014

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



Average List Price

Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR®

#### 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	292		9.65%	33,139	35,473	36,152	31,712	39,910
\$50,001 - \$75,000	239		7.90%	64,224	65,830	67,113	68,406	71,740
\$75,001 - \$100,000	300		9.91%	88,758	91,390	92,438	91,436	120,000
\$100,001 - \$150,000	776		25.64%	128,022	130,873	129,913	135,404	144,850
\$150,001 - \$200,000	579		19.13%	175,344	182,224	175,312	182,530	178,675
\$200,001 - \$300,000	531		17.55%	244,059	244,707	242,780	250,337	256,302
\$300,001 and up	309		10.21%	478,894	432,919	426,909	474,048	656,252
Average List Price:	\$175,180				\$128,682	\$148,421	\$254,469	\$416,579
Total Closed Units:	3,026				600	1670	678	78
Total List Volume:	530,095,819				77.21M	247.86M	172.53M	32.49M





# Monthly Inventory Analysis

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

## November 2014

Closed Sales as of Dec 11, 2014



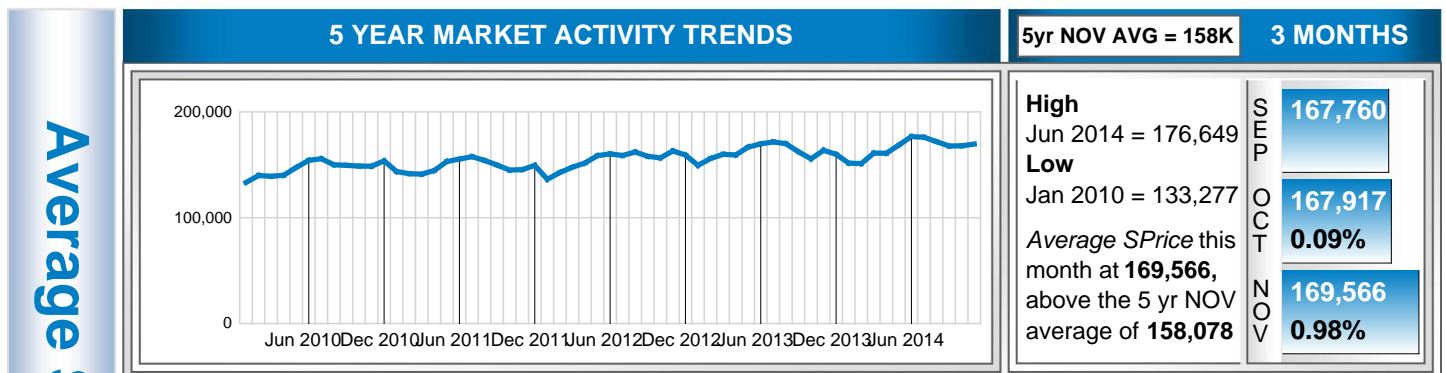
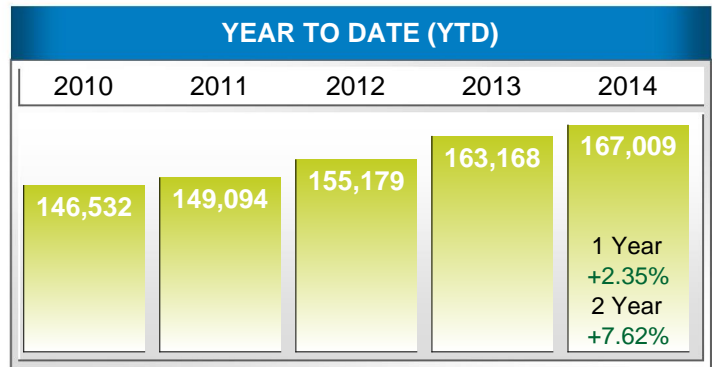
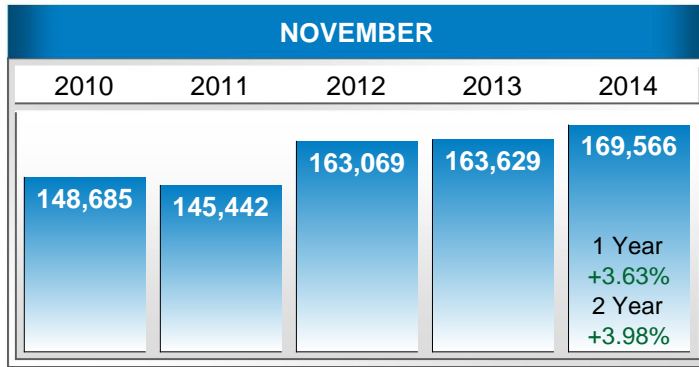
OKLAHOMA  
ASSOCIATION OF  
REALTORS®

CONNECTING · INFORMING · UNITING

## Average Sold Price at Closing

Report Produced on: Dec 12, 2014

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



Average Sold Price

Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR®

### 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	311		10.28%	31,821	31,645	32,256	29,368	33,608
\$50,001 - \$75,000	257		8.49%	63,955	62,769	64,153	65,530	69,220
\$75,001 - \$100,000	306		10.11%	88,280	88,473	88,512	85,761	100,000
\$100,001 - \$150,000	773		25.55%	126,973	125,990	126,475	130,960	138,350
\$150,001 - \$200,000	563		18.61%	173,890	175,964	171,711	178,071	172,050
\$200,001 - \$300,000	515		17.02%	241,526	238,049	238,175	245,646	250,627
\$300,001 and up	301		9.95%	462,874	422,486	412,868	456,203	610,542
Average Closed Price:	\$169,566				\$123,883	\$144,298	\$246,788	\$390,735
Total Closed Units:	3,026				600	1670	678	78
Total Closed Volume:	513,107,489				74.33M	240.98M	167.32M	30.48M



# Monthly Inventory Analysis

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

## November 2014

Closed Sales as of Dec 11, 2014



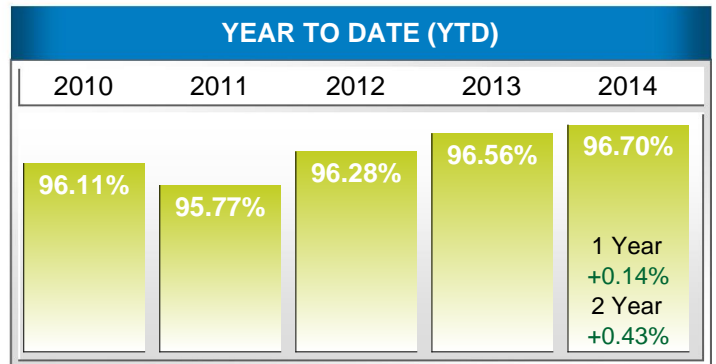
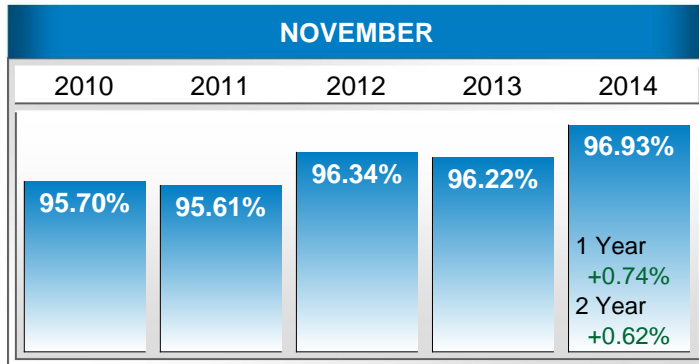
OKLAHOMA  
ASSOCIATION OF  
REALTORS®

CONNECTING . INFORMING . UNITING

### Average Percent of List Price to Selling Price

Report Produced on: Dec 12, 2014

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



Average List/Sell Price

Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR®

#### 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	311	10.28%	90.52%	90.20%	90.52%	94.43%	86.87%
\$50,001 - \$75,000	257	8.49%	98.21%	95.99%	99.41%	97.97%	101.53%
\$75,001 - \$100,000	306	10.11%	97.78%	103.47%	96.31%	95.18%	83.33%
\$100,001 - \$150,000	773	25.55%	97.28%	96.55%	97.52%	96.84%	95.85%
\$150,001 - \$200,000	563	18.61%	97.87%	96.70%	98.15%	97.85%	96.54%
\$200,001 - \$300,000	515	17.02%	98.11%	97.53%	98.25%	98.20%	97.90%
\$300,001 and up	301	9.95%	96.95%	97.43%	97.08%	97.21%	95.29%
Average List/Sell Ratio: 96.90%				95.86%	97.16%	97.47%	95.72%
Total Closed Units: 3,026				600	1670	678	78
Total Closed Volume: 513,107,489				74.33M	240.98M	167.32M	30.48M



# Monthly Inventory Analysis

Data from the  
OKLAHOMA ASSOCIATION OF REALTORS®

## November 2014

Inventory as of Dec 11, 2014



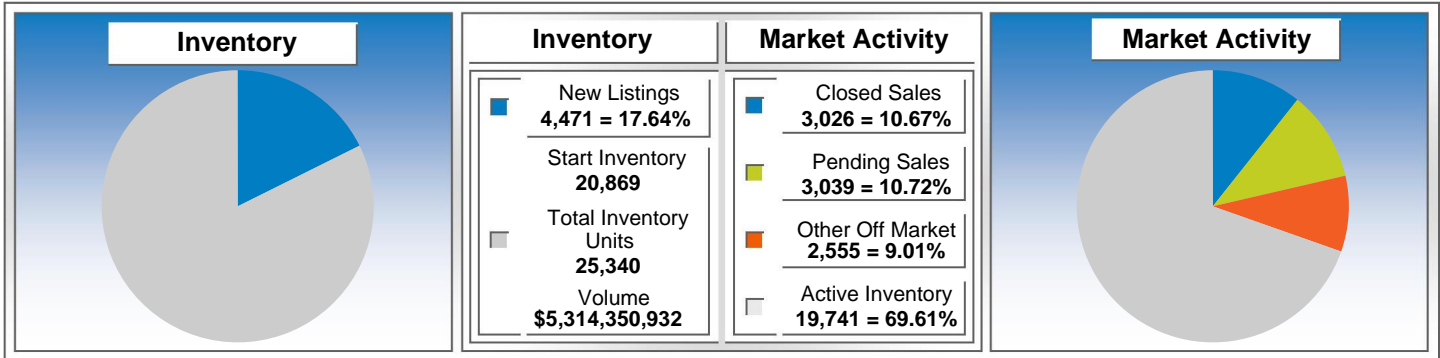
OKLAHOMA  
ASSOCIATION OF  
REALTORS®

CONNECTING · INFORMING · UNITING

### Market Summary

Report Produced on: Dec 12, 2014

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



**Absorption:** Last 12 months, an Average of **3,751** Sales/Month

**Active Inventory** as of November 30, 2014 = **19,741**

	NOVEMBER			Year To Date		
	2013	2014	+/-%	2013	2014	+/-%
Closed Sales	3,133	3,026	-3.42%	40,723	41,834	2.73%
Pending Sales	2,918	3,039	4.15%	41,562	43,419	4.47%
New Listings	4,414	4,471	1.29%	67,923	67,948	0.04%
Average List Price	169,561	175,180	3.31%	168,572	172,089	2.09%
Average Sale Price	163,629	169,566	3.63%	163,168	167,009	2.35%
Average Percent of List Price to Selling Price	96.22%	96.93%	0.74%	96.56%	96.70%	0.14%
Average Days on Market to Sale	78.58	69.51	-11.54%	75.65	71.51	-5.48%
Monthly Inventory	22,203	19,741	-11.09%	22,203	19,741	-11.09%
Months Supply of Inventory	6.08	5.26	-13.40%	6.08	5.26	-13.40%

