



# November 2015

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



OKLAHOMA  
ASSOCIATION OF  
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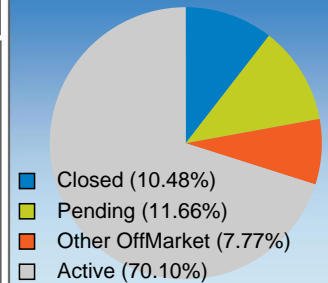
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**Absorption:** Last 12 months, an Average of **3,848** Sales/Month

**Active Inventory** as of November 30, 2015 = **19,570**

	NOVEMBER		
	2014	2015	+/-%
Closed Listings	3,080	2,925	-5.03%
Pending Listings	2,921	3,254	11.40%
New Listings	4,525	4,823	6.59%
Average List Price	175,098	175,550	0.26%
Average Sale Price	169,174	170,088	0.54%
Average Percent of List Price to Selling Price	96.85%	96.44%	-0.42%
Average Days on Market to Sale	70.75	81.56	15.28%
End of Month Inventory	19,697	19,570	-0.64%
Months Supply of Inventory	5.20	5.09	-2.27%

## Market Activity



Report Produced on: Dec 15, 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 November 2015 decreased **0.64%** to 19,570 existing homes available for sale. Over the last 12 months this area has had an average of 3,848 closed sales per month. This represents an unsold inventory index of **5.09** 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 **0.54%** in November 2015 to \$170,088 versus the previous year at \$169,174.

### Average Days on Market Lengthens

The average number of **81.56** days that homes spent on the market before selling increased by 10.81 days or **15.28%** in November 2015 compared to last year's same month at **70.75** DOM.

### Sales Success for November 2015 is Positive

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

There were 4,823 New Listings in November 2015, up **6.59%** from last year at 4,525. Furthermore, there were 2,925 Closed Listings this month versus last year at 3,080, a **-5.03%** decrease.

Closed versus Listed trends yielded a **60.6%** ratio, down from last year's November 2015 at **68.1%**, a **10.90%** downswing. 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  
**OKLAHOMA ASSOCIATION OF REALTORS®**

## November 2015

Closed Sales as of Dec 11, 2015



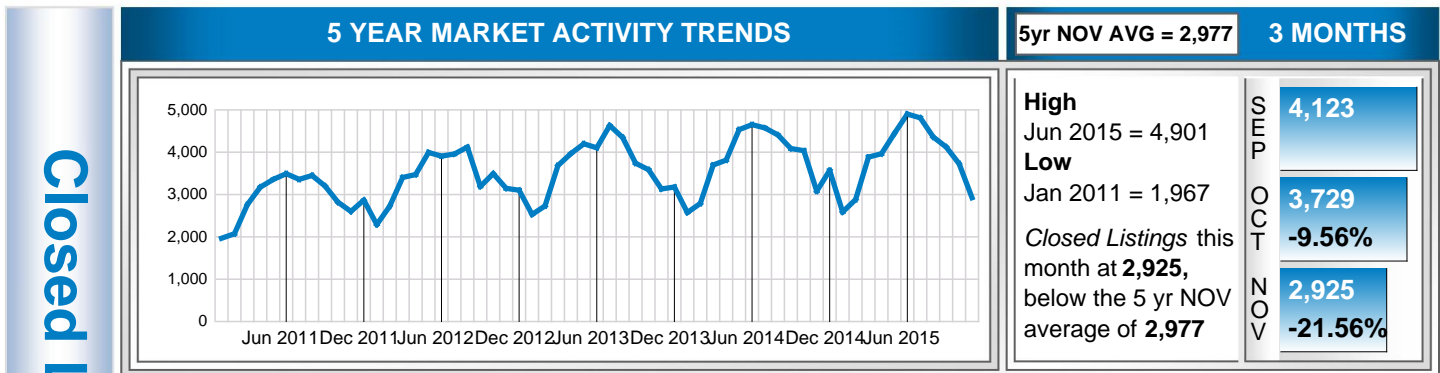
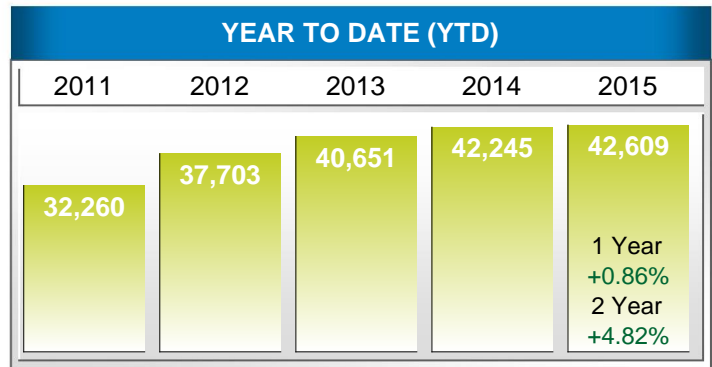
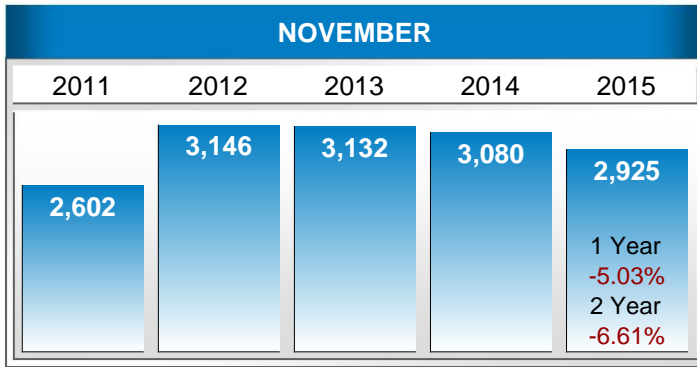
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### Closed Listings

Report Produced on: Dec 15, 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	109	3.73%	77.2	46	59	4	0	
\$25,001 - \$75,000	482	16.48%	87.7	192	247	39	4	
\$75,001 - \$100,000	292	9.98%	84.7	81	188	19	4	
\$100,001 - \$150,000	700	23.93%	71.3	127	483	84	6	
\$150,001 - \$225,000	696	23.79%	78.6	86	382	216	12	
\$225,001 - \$300,000	330	11.28%	87.6	38	144	131	17	
\$300,001 and up	316	10.80%	93.9	21	82	178	35	
Total Closed Units: 2,925				81.6	591	1585	671	78
Total Closed Volume: 497,507,644					66.91M	231.96M	168.45M	30.20M
Average Closed Price: \$170,088					\$113,208	\$146,344	\$251,040	\$387,164



# Monthly Inventory Analysis

Data from the  
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## November 2015

Pending Listings as of Dec 11, 2015



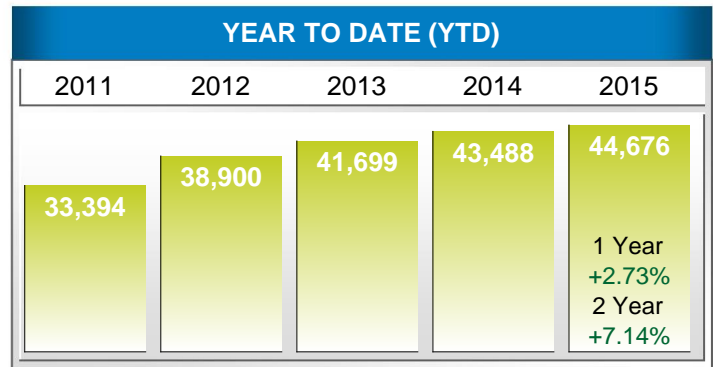
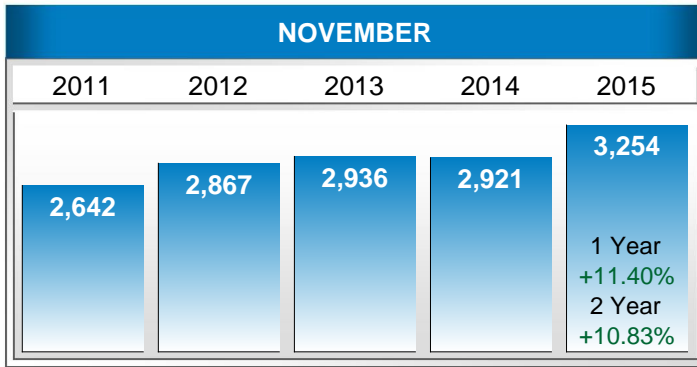
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### Pending Listings

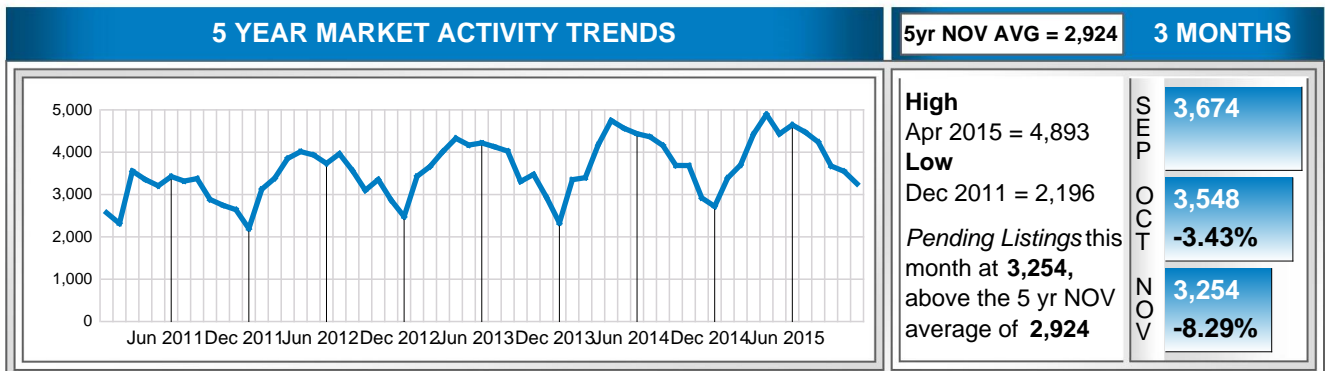
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Pending Listings

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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+	
\$25,000 and less	103	3.17%	60.4	50	43	10	0	
\$25,001 - \$75,000	508	15.61%	69.2	182	280	39	7	
\$75,001 - \$100,000	361	11.09%	62.7	88	237	33	3	
\$100,001 - \$150,000	799	24.55%	58.8	115	571	105	8	
\$150,001 - \$200,000	625	19.21%	60.6	84	377	155	9	
\$200,001 - \$300,000	533	16.38%	62.7	51	236	223	23	
\$300,001 and up	325	9.99%	72.1	23	68	188	46	
Total Pending Units: 3,254				74.9	593	1812	753	96
Total Pending Volume: 560,749,622					68.72M	265.36M	187.59M	39.08M
Average Listing Price: \$175,972					\$115,884	\$146,446	\$249,126	\$407,062



# Monthly Inventory Analysis

Data from the  
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## November 2015

New Listings as of Dec 11, 2015



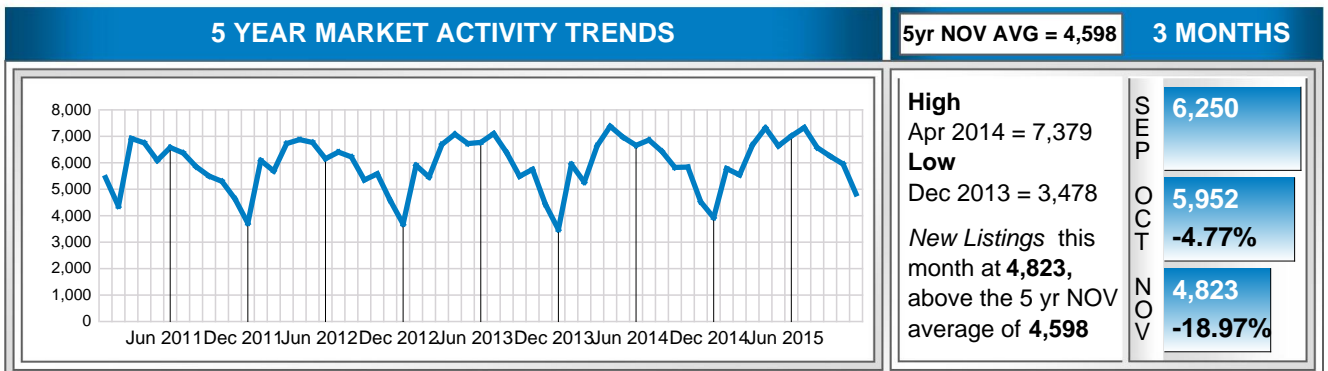
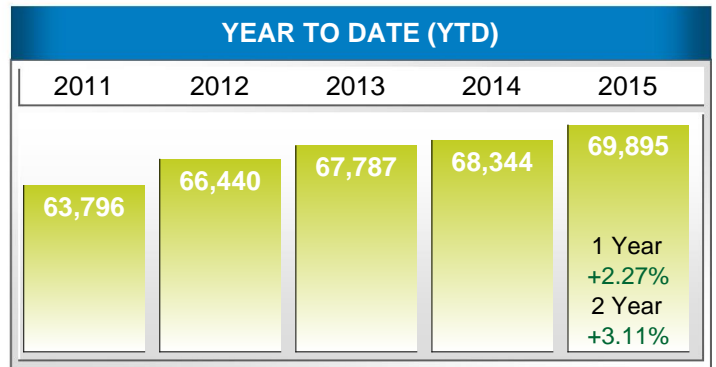
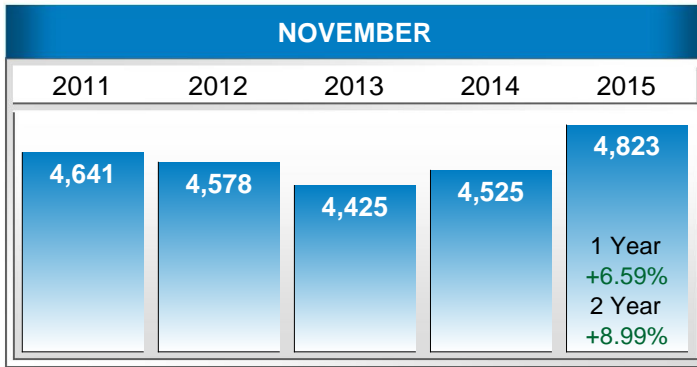
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### New Listings

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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	421	8.73%	182	211	22	6	
\$50,001 - \$75,000	431	8.94%	159	242	28	2	
\$75,001 - \$125,000	884	18.33%	185	602	91	6	
\$125,001 - \$175,000	1,002	20.78%	144	691	157	10	
\$175,001 - \$250,000	961	19.93%	103	524	307	27	
\$250,001 - \$375,000	652	13.52%	60	213	330	49	
\$375,001 and up	472	9.79%	40	91	232	109	
Total New Listed Units:			4,823	873	2,574	1,167	209
Total New Listed Volume:			976,906,631	120.72M	410.29M	340.71M	105.19M
Average New Listed Listing Price:			\$193,119	\$138,283	\$159,397	\$291,954	\$503,289

New Listings

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# Monthly Inventory Analysis

Data from the  
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## November 2015

Active Inventory as of Dec 11, 2015



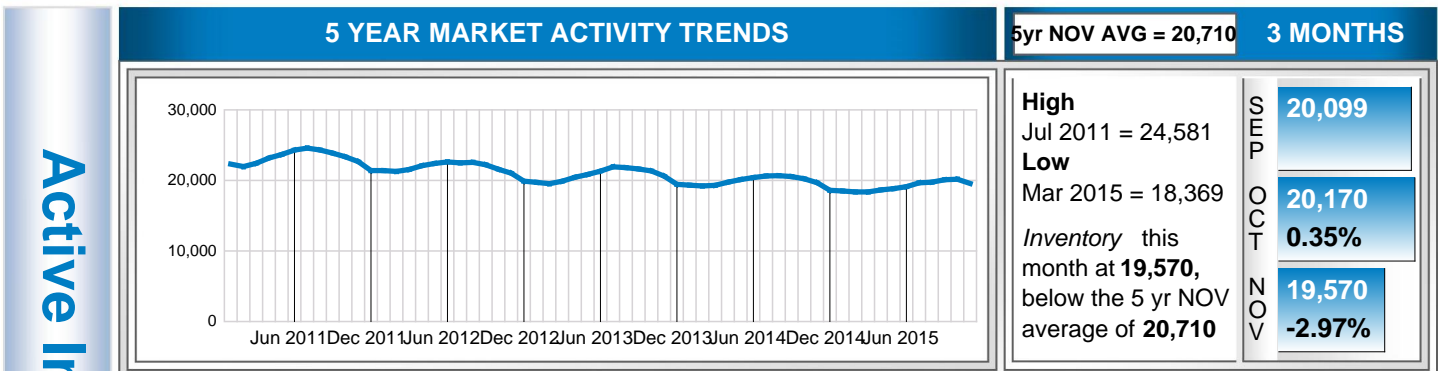
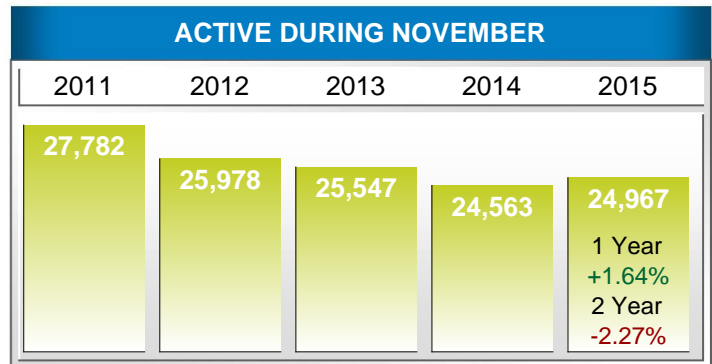
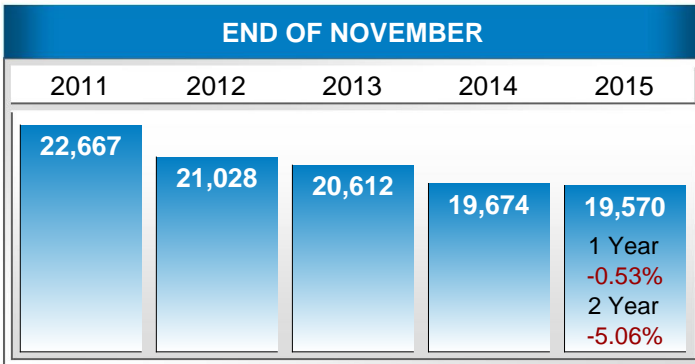
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### Active Inventory

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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	1,672	8.54%	147.7	867	696	96	13		
\$50,001 - \$75,000	1,715	8.76%	148.0	693	902	109	11		
\$75,001 - \$125,000	3,454	17.65%	125.0	897	2,181	340	36		
\$125,001 - \$200,000	5,058	25.85%	112.1	906	3,045	1,017	90		
\$200,001 - \$275,000	2,901	14.82%	110.1	456	1,287	1,067	91		
\$275,001 - \$425,000	2,766	14.13%	116.0	345	836	1,315	270		
\$425,001 and up	2,004	10.24%	118.2	208	374	931	491		
Total Active Inventory by Units:				19,570	121.4	4,372	9,321	4,875	1,002
Total Active Inventory by Volume:				4,473,195,439		676.59M	1.63B	1.56B	600.94M
Average Active Inventory Listing Price:				\$228,574		\$154,756	\$175,387	\$320,182	\$599,739



# Monthly Inventory Analysis

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## November 2015

Active Inventory as of Dec 11, 2015



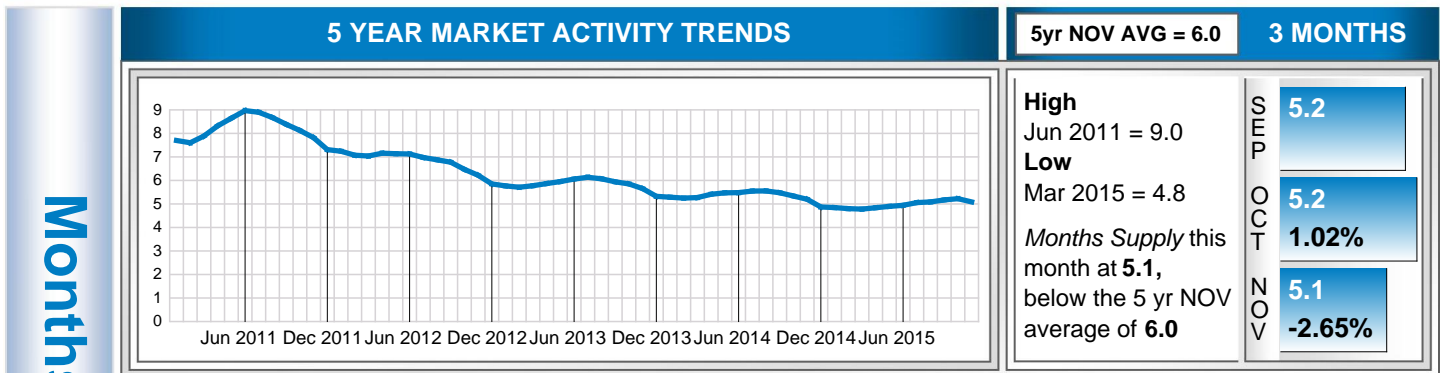
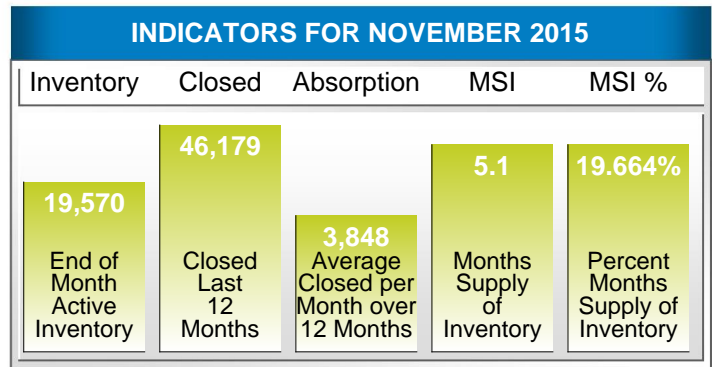
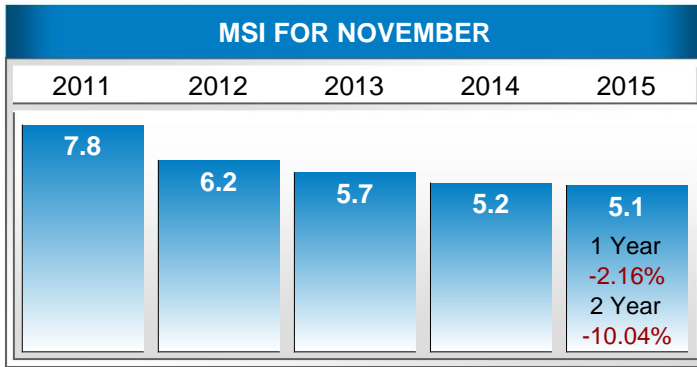
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## Months Supply of Inventory

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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	1,672	8.54%	4.3	5.0	3.7	4.0	4.1
\$50,001 - \$75,000	1,715	8.76%	5.3	6.5	4.7	5.1	4.3
\$75,001 - \$125,000	3,454	17.65%	4.3	5.0	4.0	4.9	6.5
\$125,001 - \$200,000	5,058	25.85%	4.1	5.4	3.7	4.2	5.7
\$200,001 - \$275,000	2,901	14.82%	5.2	6.6	5.5	4.7	4.2
\$275,001 - \$425,000	2,766	14.13%	7.1	8.8	7.0	6.6	8.7
\$425,001 and up	2,004	10.24%	13.4	21.3	14.7	11.3	15.1
MSI:	5.1			5.9	4.4	5.6	8.9
Total Active Inventory:	19,570			4,372	9,321	4,875	1,002



# Monthly Inventory Analysis

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

## November 2015

Closed Sales as of Dec 11, 2015



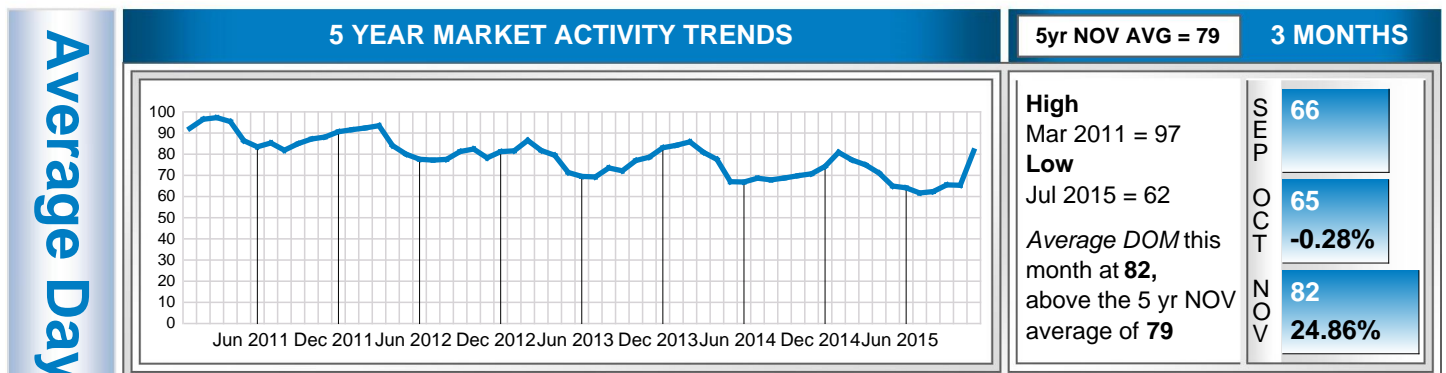
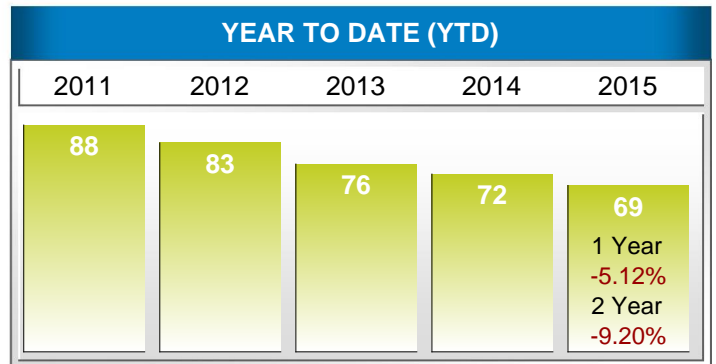
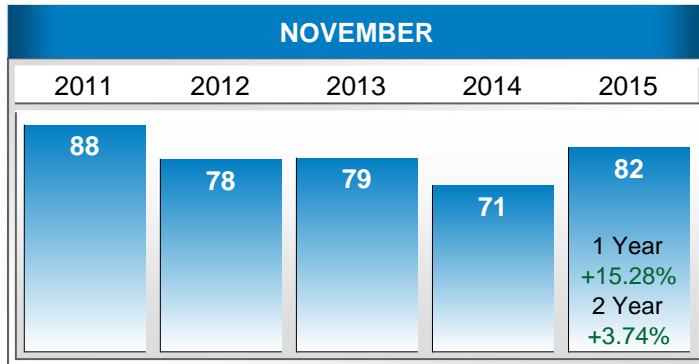
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### Average Days on Market to Sale

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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+
\$25,000 and less	109	3.73%	77.2	77.4	77.9	64.5	0.0
\$25,001 - \$75,000	482	16.48%	87.7	92.1	77.6	128.6	97.8
\$75,001 - \$100,000	292	9.98%	84.7	84.0	76.4	105.1	395.0
\$100,001 - \$150,000	700	23.93%	71.3	74.7	70.3	68.7	112.8
\$150,001 - \$225,000	696	23.79%	78.6	88.9	78.1	75.6	73.1
\$225,001 - \$300,000	330	11.28%	87.6	87.4	85.0	90.6	86.5
\$300,001 and up	316	10.80%	93.9	109.1	100.4	87.4	102.4
Average Closed DOM: 81.6				86.0	77.2	84.6	110.0
Total Closed Units: 2,925				591	1585	671	78
Total Closed Volume: 497,507,644				66.91M	231.96M	168.45M	30.20M



# Monthly Inventory Analysis

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**OKLAHOMA ASSOCIATION OF REALTORS®**

## November 2015

Closed Sales as of Dec 11, 2015



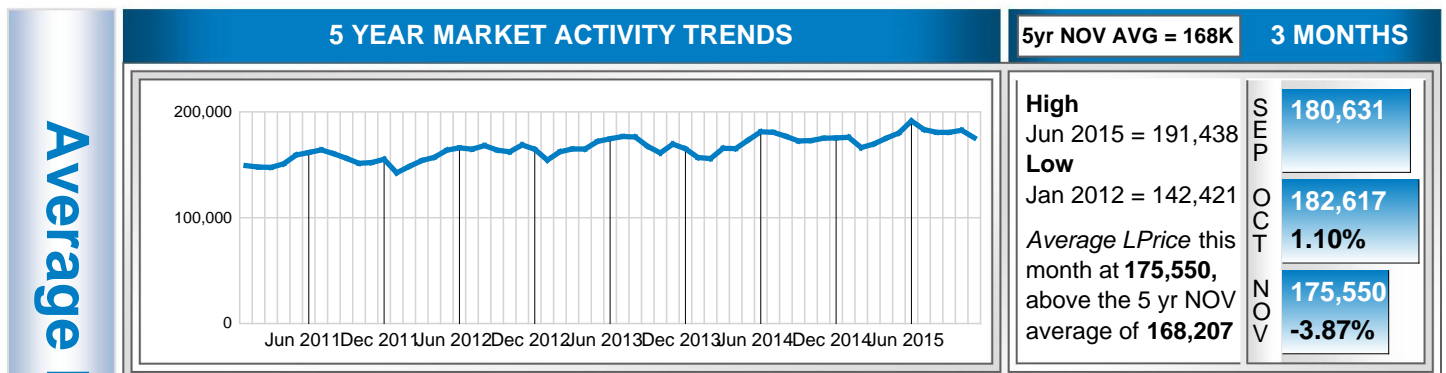
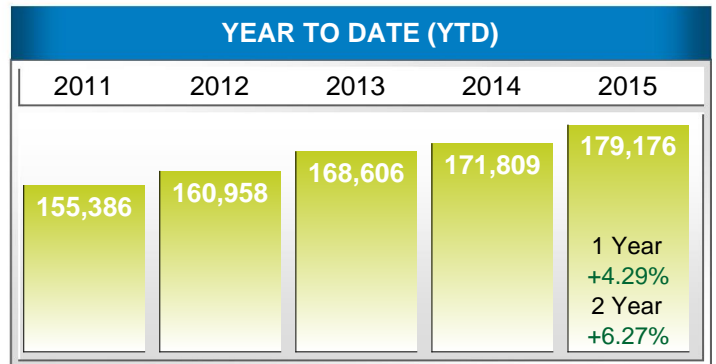
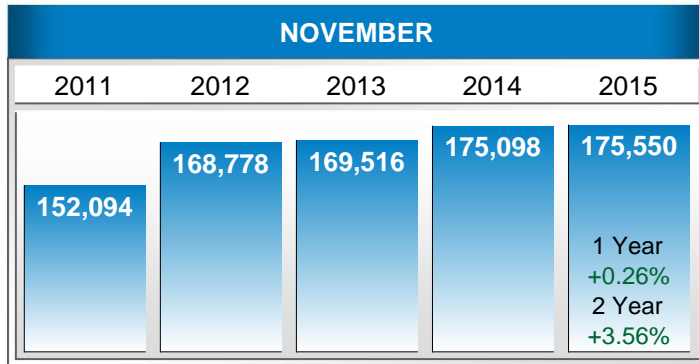
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### Average List Price at Closing

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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	93	3.18%	18,604	22,616	19,415	22,725	0
\$25,001 - \$75,000	470	16.07%	52,164	52,154	57,114	53,873	55,575
\$75,001 - \$100,000	301	10.29%	89,004	91,356	90,756	95,116	91,800
\$100,001 - \$150,000	683	23.35%	129,343	131,444	131,114	132,460	136,183
\$150,001 - \$225,000	702	24.00%	182,841	189,061	182,695	192,281	188,742
\$225,001 - \$300,000	341	11.66%	261,712	266,459	264,735	268,154	267,245
\$300,001 and up	335	11.45%	461,212	393,159	432,758	459,674	652,315
Average List Price:	\$175,550			\$118,085	\$150,814	\$258,731	\$398,022
Total Closed Units:	2,925			591	1585	671	78
Total List Volume:	513,482,771			69.79M	239.04M	173.61M	31.05M





# Monthly Inventory Analysis

Data from the  
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## November 2015

Closed Sales as of Dec 11, 2015



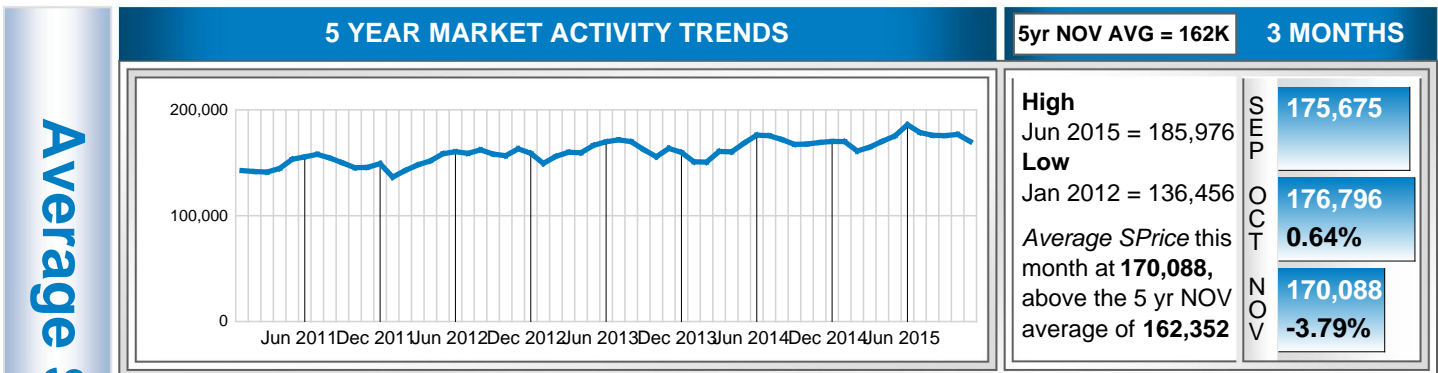
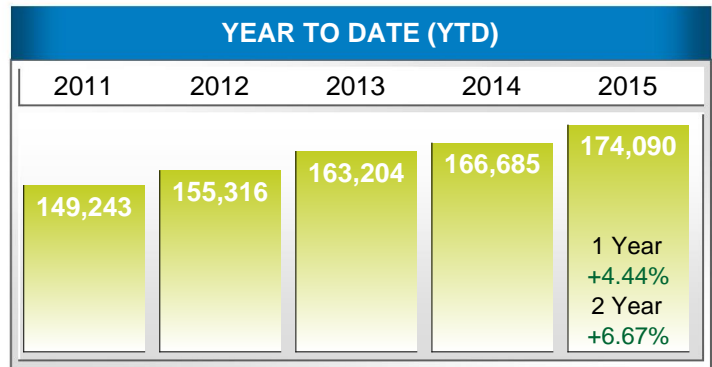
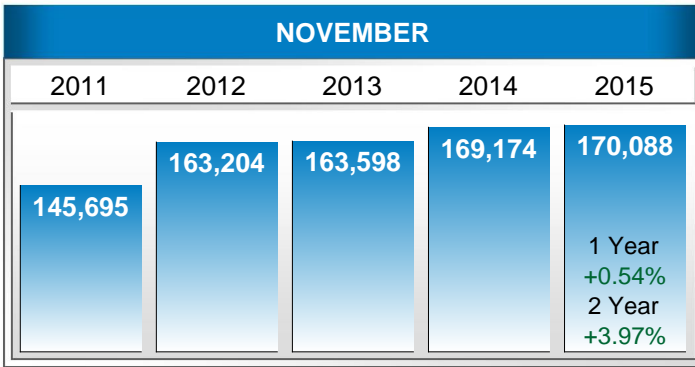
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### Average Sold Price at Closing

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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	109	3.73%	17,401	18,993	16,135	17,750	0
\$25,001 - \$75,000	482	16.48%	50,588	48,158	52,596	49,671	52,144
\$75,001 - \$100,000	292	9.98%	87,484	87,194	87,397	88,495	92,650
\$100,001 - \$150,000	700	23.93%	128,114	127,186	128,107	129,612	127,333
\$150,001 - \$225,000	696	23.79%	182,319	183,651	179,266	187,156	182,867
\$225,001 - \$300,000	330	11.28%	260,151	258,883	258,049	262,733	260,904
\$300,001 and up	316	10.80%	453,350	378,035	415,452	443,972	635,024
Average Closed Price: \$170,088				\$113,208	\$146,344	\$251,040	\$387,164
Total Closed Units: 2,925				591	1585	671	78
Total Closed Volume: 497,507,644				66.91M	231.96M	168.45M	30.20M



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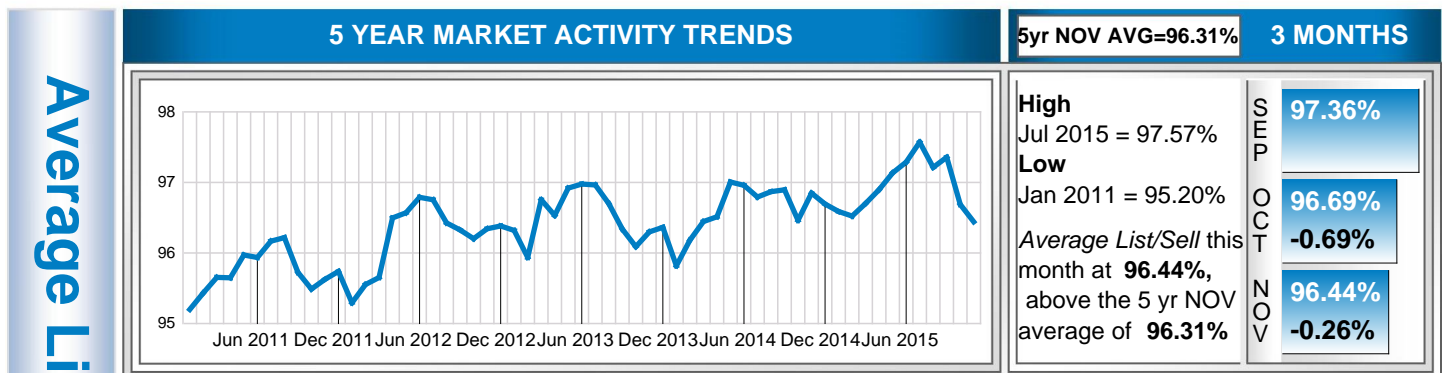
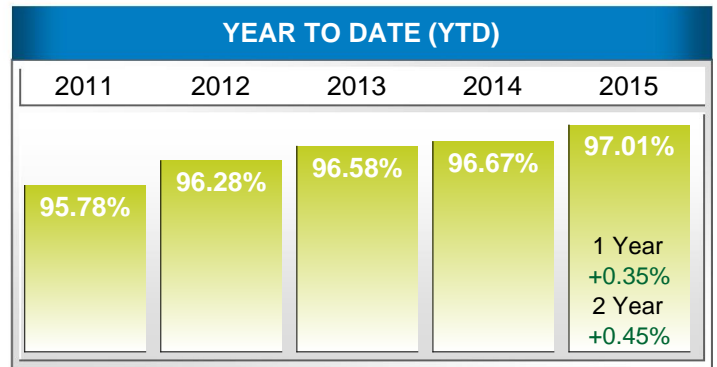
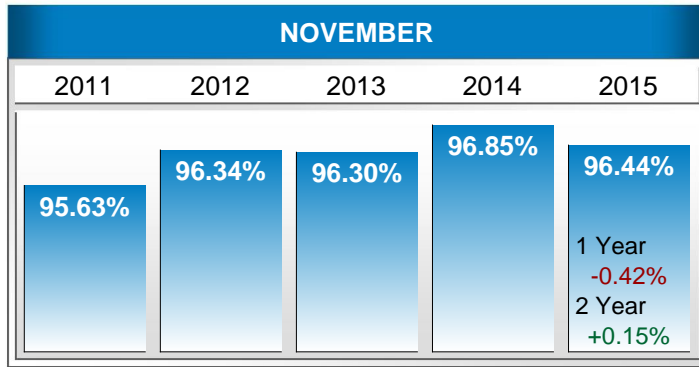
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### Average Percent of List Price to Selling Price

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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+	
\$25,000 and less	109	3.73%	86.08%	84.38%	87.81%	80.20%	0.00%	
\$25,001 - \$75,000	482	16.48%	93.29%	93.30%	93.12%	94.28%	93.60%	
\$75,001 - \$100,000	292	9.98%	96.51%	95.90%	96.94%	93.75%	101.34%	
\$100,001 - \$150,000	700	23.93%	97.70%	96.99%	97.86%	98.12%	93.74%	
\$150,001 - \$225,000	696	23.79%	98.03%	97.30%	98.40%	97.74%	97.07%	
\$225,001 - \$300,000	330	11.28%	97.78%	97.25%	97.68%	98.04%	97.78%	
\$300,001 and up	316	10.80%	97.07%	96.79%	96.69%	97.11%	97.95%	
Average List/Sell Ratio:				96.40%	94.71%	96.69%	97.26%	97.41%
Total Closed Units:				2,925	591	1585	671	78
Total Closed Volume:				497,507,644	66.91M	231.96M	168.45M	30.20M



# Monthly Inventory Analysis

Data from the  
OKLAHOMA ASSOCIATION OF REALTORS®

## November 2015

Inventory as of Dec 11, 2015



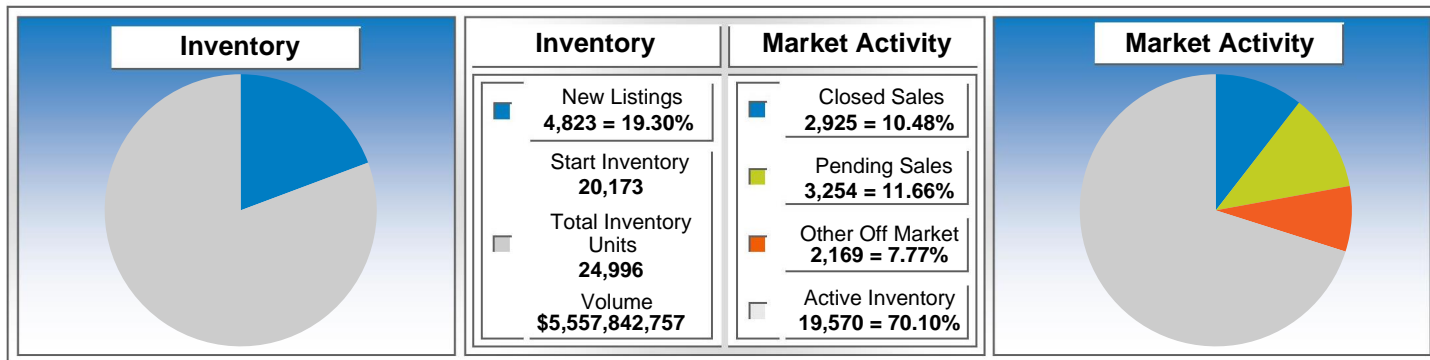
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### Market Summary

Report Produced on: Dec 15, 2015

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



**Absorption:** Last 12 months, an Average of **3,848** Sales/Month

**Active Inventory** as of November 30, 2015 = **19,570**

	NOVEMBER			Year To Date		
	2014	2015	+/-%	2014	2015	+/-%
Closed Sales	3,080	2,925	-5.03%	42,245	42,609	0.86%
Pending Sales	2,921	3,254	11.40%	43,488	44,676	2.73%
New Listings	4,525	4,823	6.59%	68,344	69,895	2.27%
Average List Price	175,098	175,550	0.26%	171,809	179,176	4.29%
Average Sale Price	169,174	170,088	0.54%	166,685	174,090	4.44%
Average Percent of List Price to Selling Price	96.85%	96.44%	-0.42%	96.67%	97.01%	0.35%
Average Days on Market to Sale	70.75	81.56	15.28%	72.44	68.73	-5.12%
Monthly Inventory	19,697	19,570	-0.64%	19,697	19,570	-0.64%
Months Supply of Inventory	5.20	5.09	-2.27%	5.20	5.09	-2.27%

