



# October 2015

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



OKLAHOMA  
ASSOCIATION OF  
REALTORS®

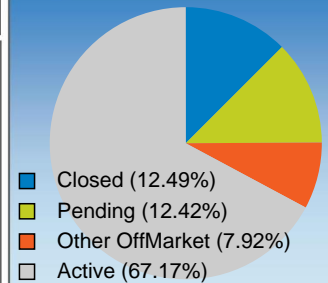
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**Absorption:** Last 12 months, an Average of **3,809** Sales/Month

**Active Inventory** as of October 31, 2015 = **19,397**

	OCTOBER		
	2014	2015	+/-%
Closed Listings	4,020	3,608	-10.25%
Pending Listings	3,675	3,587	-2.39%
New Listings	5,805	5,810	0.09%
Average List Price	173,070	183,728	6.16%
Average Sale Price	167,936	178,029	6.01%
Average Percent of List Price to Selling Price	96.49%	96.81%	0.33%
Average Days on Market to Sale	69.21	63.50	-8.24%
End of Month Inventory	19,982	19,397	-2.93%
Months Supply of Inventory	5.30	5.09	-3.99%

## Market Activity



Report Produced on: Nov 11, 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 October 2015 decreased **2.93%** to 19,397 existing homes available for sale. Over the last 12 months this area has had an average of 3,809 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 **6.01%** in October 2015 to \$178,029 versus the previous year at \$167,936.

### Average Days on Market Shortens

The average number of **63.50** days that homes spent on the market before selling decreased by 5.70 days or **8.24%** in October 2015 compared to last year's same month at **69.21** DOM.

### Sales Success for October 2015 is Positive

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

There were 5,810 New Listings in October 2015, up **0.09%** from last year at 5,805. Furthermore, there were 3,608 Closed Listings this month versus last year at 4,020, a **-10.25%** decrease.

Closed versus Listed trends yielded a **62.1%** ratio, down from last year's October 2015 at **69.3%**, a **10.33%** 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®**

## October 2015

Closed Sales as of Nov 10, 2015



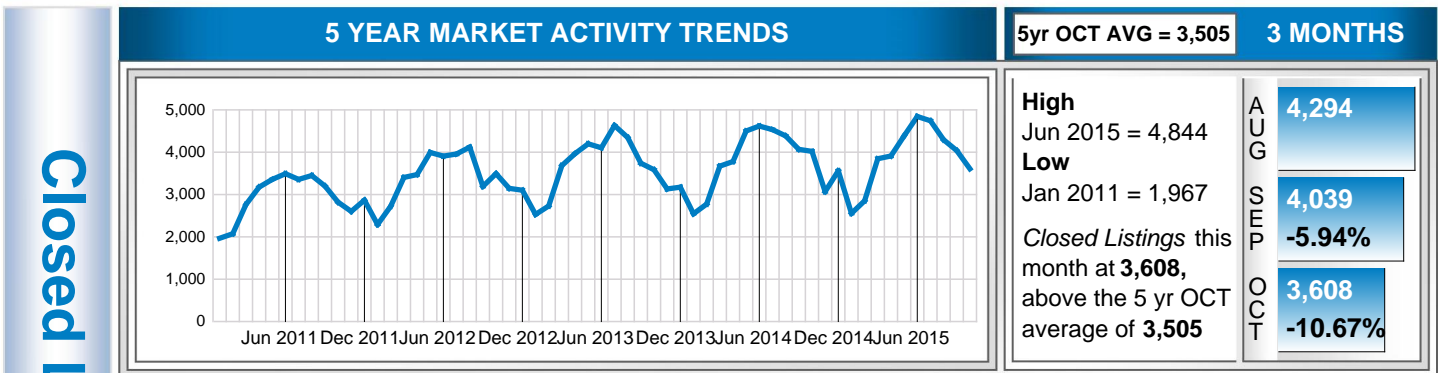
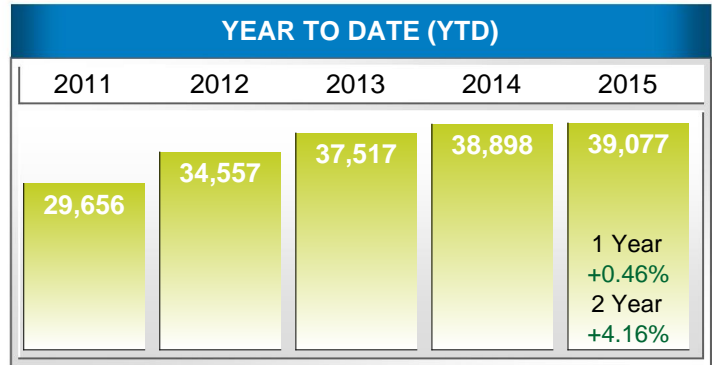
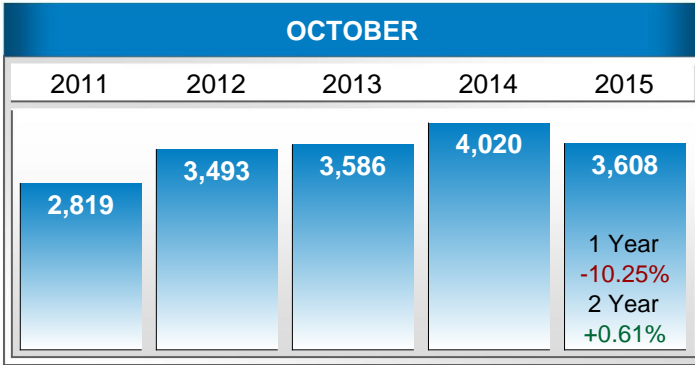
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### Closed Listings

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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	369	10.23%	77.7	184	164	21	0		
\$50,001 - \$75,000	314	8.70%	65.1	103	195	15	1		
\$75,001 - \$100,000	388	10.75%	69.8	111	247	29	1		
\$100,001 - \$150,000	867	24.03%	50.3	137	622	100	8		
\$150,001 - \$225,000	858	23.78%	58.3	106	518	213	21		
\$225,001 - \$300,000	409	11.34%	68.3	43	159	191	16		
\$300,001 and up	403	11.17%	77.8	37	86	210	70		
Total Closed Units:				3,608	63.5	721	1991	779	117
Total Closed Volume:				642,328,188		85.36M	292.21M	213.31M	51.45M
Average Closed Price:				\$178,029		\$118,387	\$146,767	\$273,828	\$439,711



# Monthly Inventory Analysis

Data from the  
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## October 2015

Pending Listings as of Nov 10, 2015



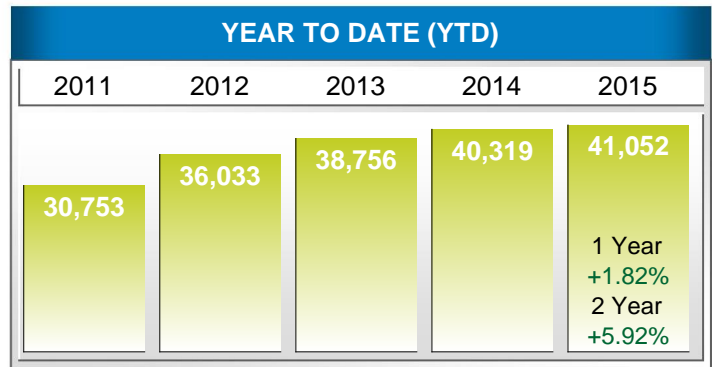
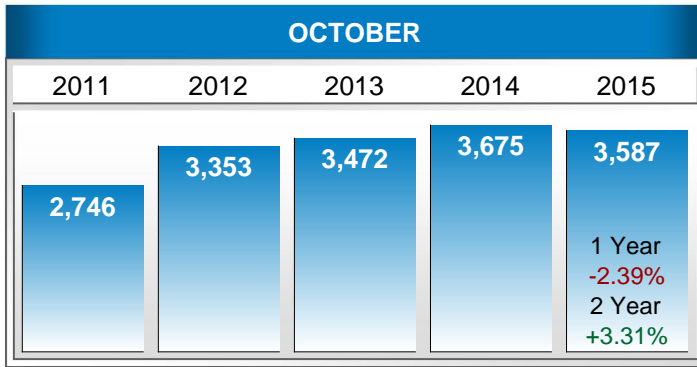
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## Pending Listings

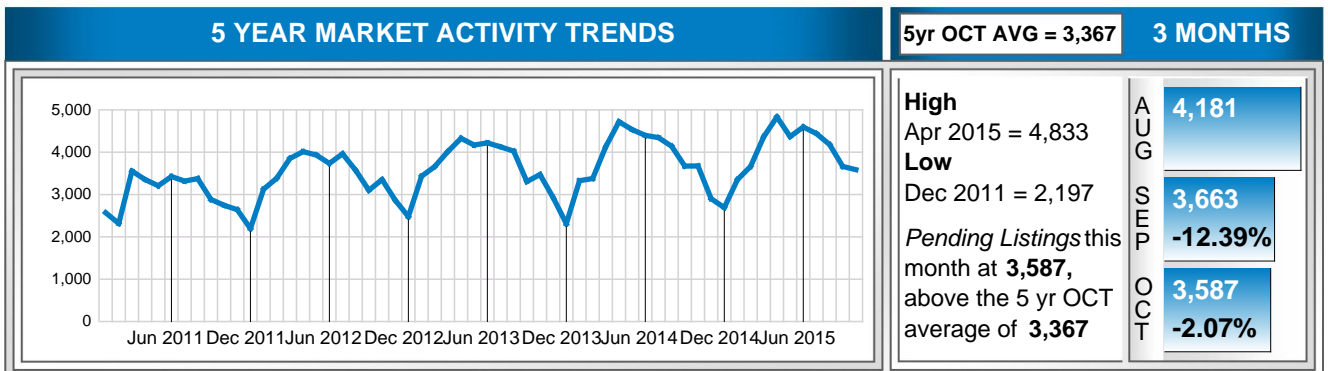
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Pending Listings

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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+	
\$50,000 and less	361		10.06%	72.2	154	179	25	3	
\$50,001 - \$75,000	298		8.31%	67.9	84	190	22	2	
\$75,001 - \$125,000	725		20.21%	54.4	180	462	81	2	
\$125,001 - \$150,000	515		14.36%	56.5	69	360	77	9	
\$150,001 - \$225,000	880		24.53%	60.9	125	499	237	19	
\$225,001 - \$300,000	427		11.90%	63.7	41	185	182	19	
\$300,001 and up	381		10.62%	75.2	25	111	203	42	
<b>Total Pending Units:</b> 3,587					72.8	678	1986	827	96
<b>Total Pending Volume:</b> 637,963,394						81.32M	302.83M	214.44M	39.38M
<b>Average Listing Price:</b> \$180,503						\$119,937	\$152,480	\$259,300	\$410,205



# Monthly Inventory Analysis

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## October 2015

New Listings as of Nov 10, 2015



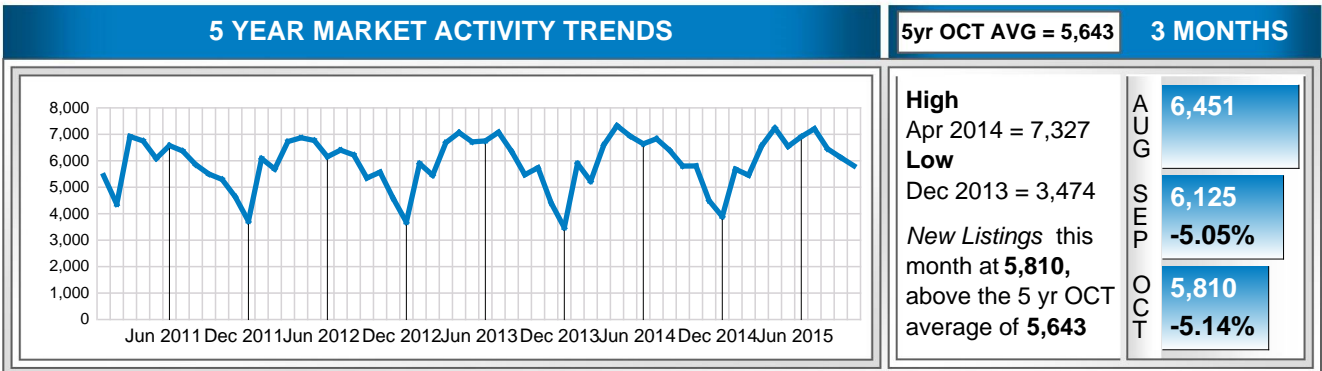
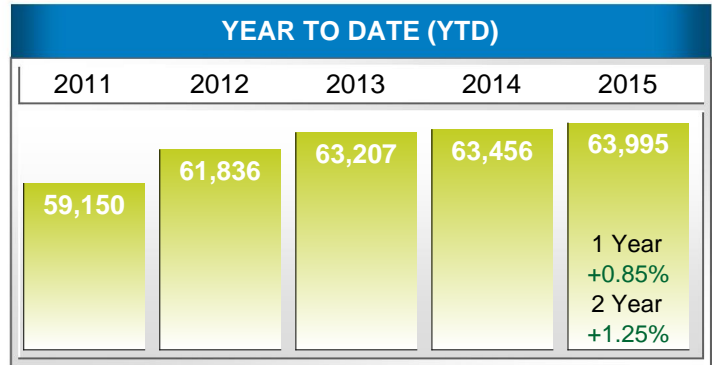
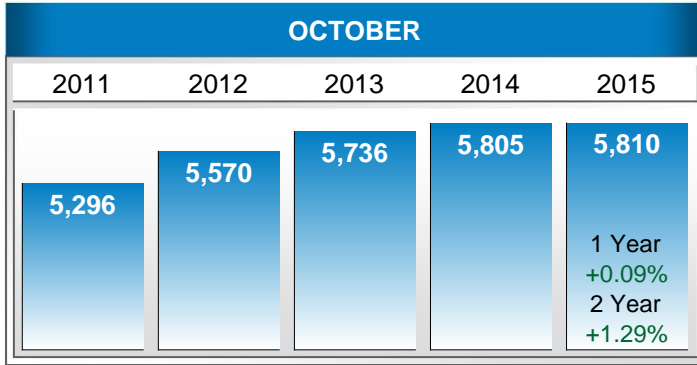
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## New Listings

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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	452	7.78%	220	201	27	4
\$50,001 - \$75,000	448	7.71%	173	236	34	5
\$75,001 - \$125,000	1,145	19.71%	292	753	87	13
\$125,001 - \$175,000	1,178	20.28%	178	805	184	11
\$175,001 - \$275,000	1,293	22.25%	171	639	443	40
\$275,001 - \$375,000	620	10.67%	45	197	326	52
\$375,001 and up	674	11.60%	42	146	359	127
Total New Listed Units:			1121	2977	1460	252
Total New Listed Volume:			150.81M	493.72M	465.30M	129.08M
Average New Listed Listing Price:			\$134,534	\$165,845	\$318,698	\$512,234

New Listings

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# Monthly Inventory Analysis

Data from the  
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## October 2015

Active Inventory as of Nov 10, 2015



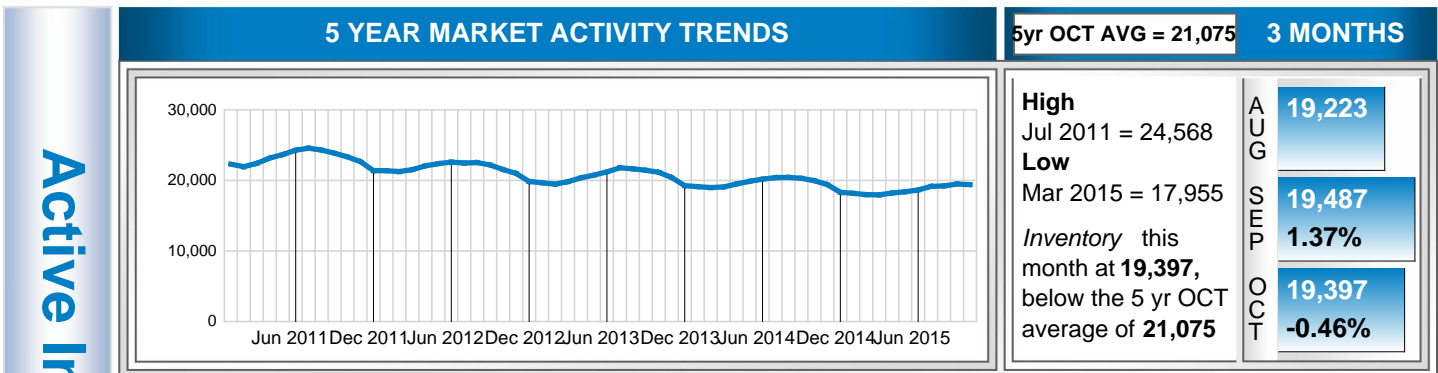
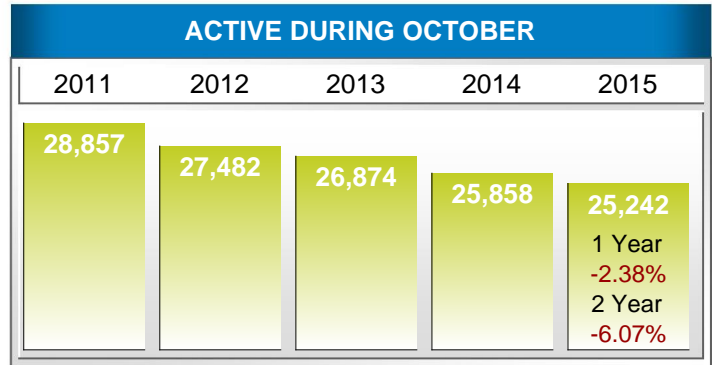
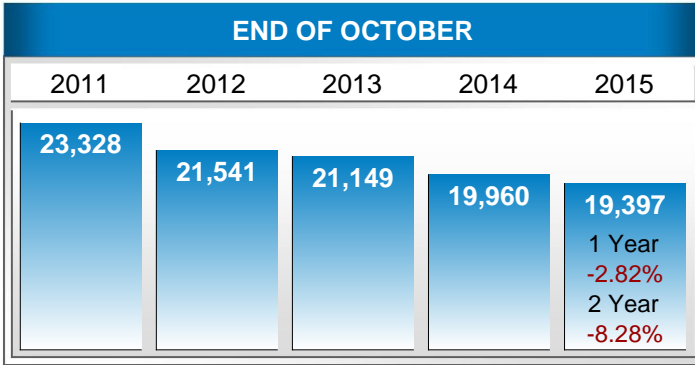
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## Active Inventory

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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	1,651	8.51%	138.9	875	661	105	10		
\$50,001 - \$75,000	1,634	8.42%	141.6	671	856	98	9		
\$75,001 - \$125,000	3,446	17.77%	111.7	916	2,165	325	40		
\$125,001 - \$200,000	4,975	25.65%	103.0	927	2,938	1,022	88		
\$200,001 - \$275,000	2,863	14.76%	100.9	461	1,263	1,045	94		
\$275,001 - \$425,000	2,786	14.36%	105.5	346	826	1,342	272		
\$425,001 and up	2,042	10.53%	111.2	202	384	965	491		
Total Active Inventory by Units:				19,397	111.8	4,398	9,093	4,902	1,004
Total Active Inventory by Volume:				4,484,373,875		683.15M	1.61B	1.59B	608.16M
Average Active Inventory Listing Price:				\$231,189		\$155,332	\$176,756	\$323,505	\$605,734





# Monthly Inventory Analysis

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## October 2015

Active Inventory as of Nov 10, 2015



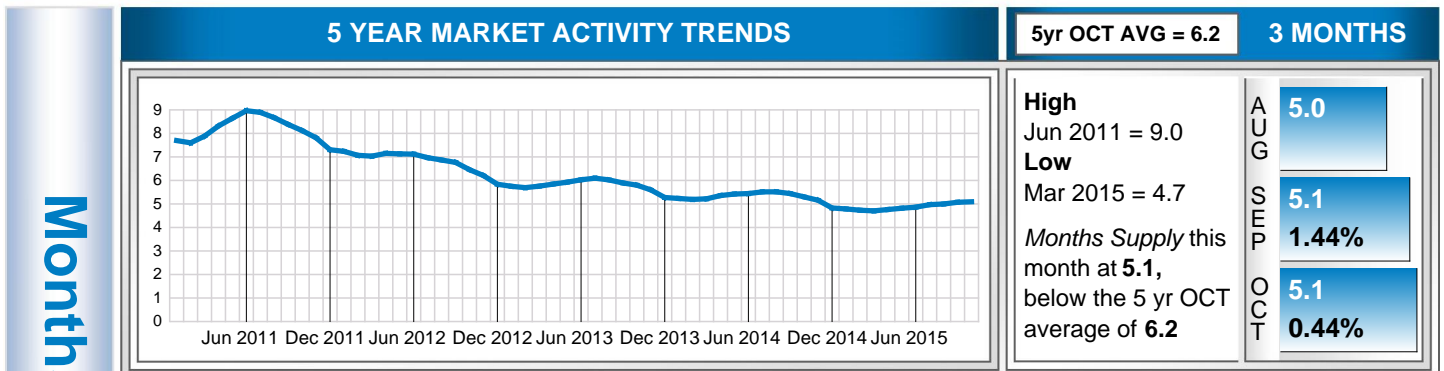
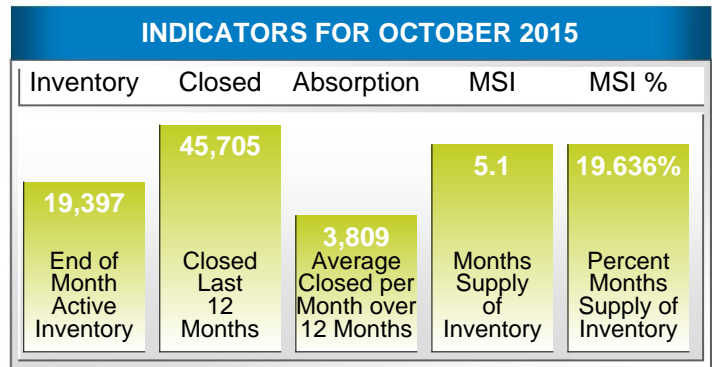
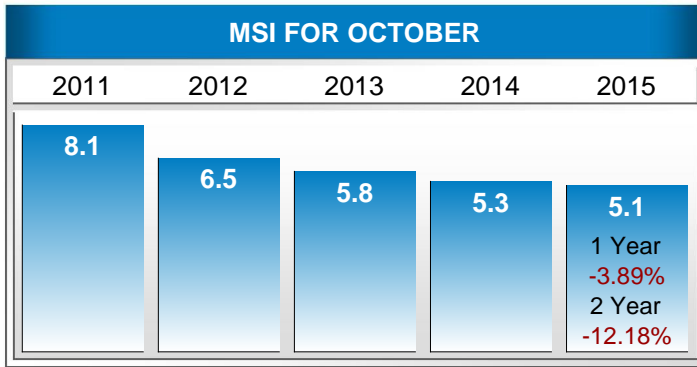
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## Months Supply of Inventory

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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	1,651	8.51%	4.4	5.2	3.7	4.7	3.0
\$50,001 - \$75,000	1,634	8.42%	5.2	6.5	4.6	4.5	3.3
\$75,001 - \$125,000	3,446	17.77%	4.3	5.1	3.9	4.7	7.9
\$125,001 - \$200,000	4,975	25.65%	4.0	5.6	3.6	4.3	5.8
\$200,001 - \$275,000	2,863	14.76%	5.2	6.5	5.4	4.6	4.5
\$275,001 - \$425,000	2,786	14.36%	7.3	8.9	7.2	6.8	9.0
\$425,001 and up	2,042	10.53%	13.8	19.9	15.7	12.0	14.8
MSI:	5.1			6.0	4.3	5.7	9.1
Total Active Inventory:	19,397			4,398	9,093	4,902	1,004



# Monthly Inventory Analysis

Data from the  
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## October 2015

Closed Sales as of Nov 10, 2015



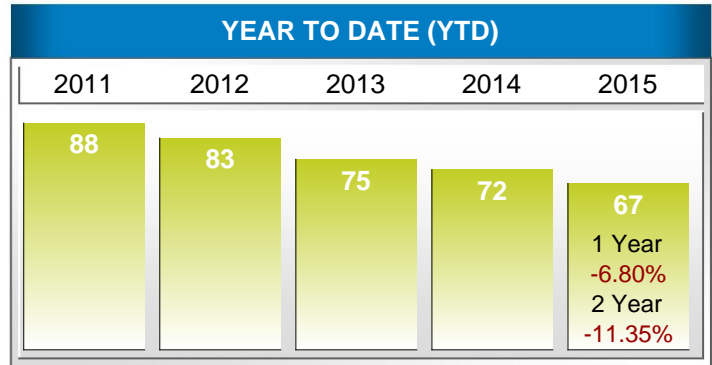
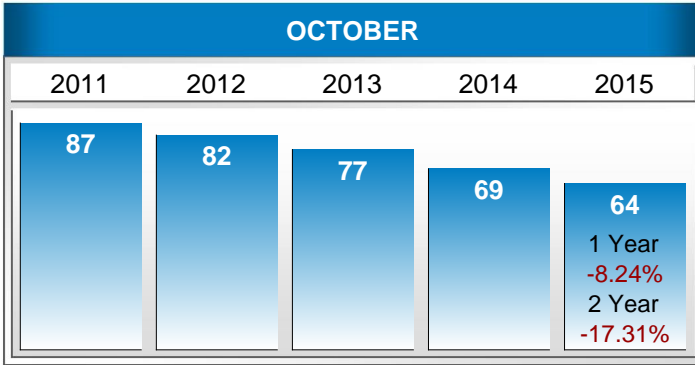
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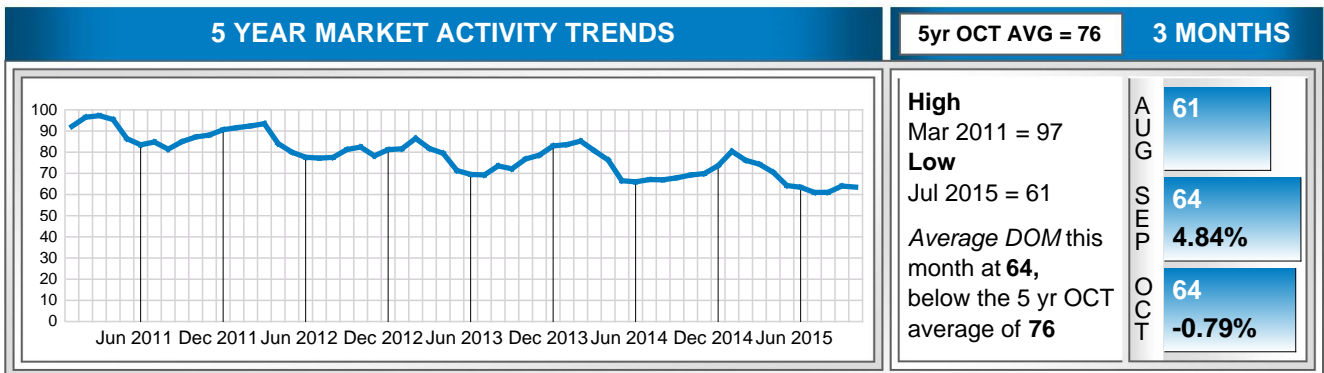
### Average Days on Market to Sale

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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+
\$50,000 and less	369	10.23%	77.7	82.7	73.9	62.4	0.0
\$50,001 - \$75,000	314	8.70%	65.1	73.8	61.6	52.2	55.0
\$75,001 - \$100,000	388	10.75%	69.8	83.7	62.1	82.9	41.0
\$100,001 - \$150,000	867	24.03%	50.3	58.4	47.9	54.7	44.5
\$150,001 - \$225,000	858	23.78%	58.3	68.0	55.5	58.2	80.5
\$225,001 - \$300,000	409	11.34%	68.3	84.0	59.4	72.3	66.5
\$300,001 and up	403	11.17%	77.8	94.4	83.4	71.6	81.0
Average Closed DOM: 63.5				75.5	57.6	65.7	75.8
Total Closed Units: 3,608				721	1991	779	117
Total Closed Volume: 642,328,188				85.36M	292.21M	213.31M	51.45M



# Monthly Inventory Analysis

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

## October 2015

Closed Sales as of Nov 10, 2015



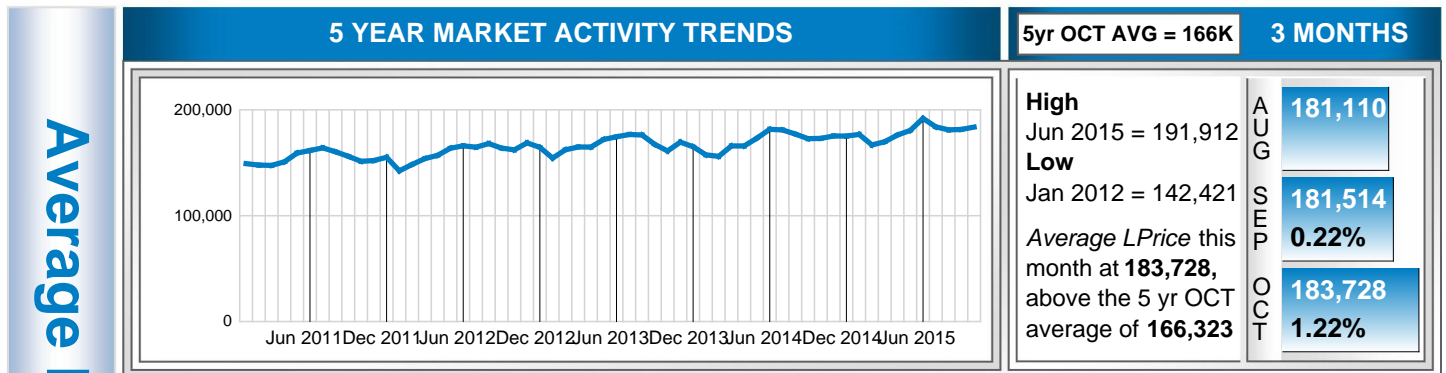
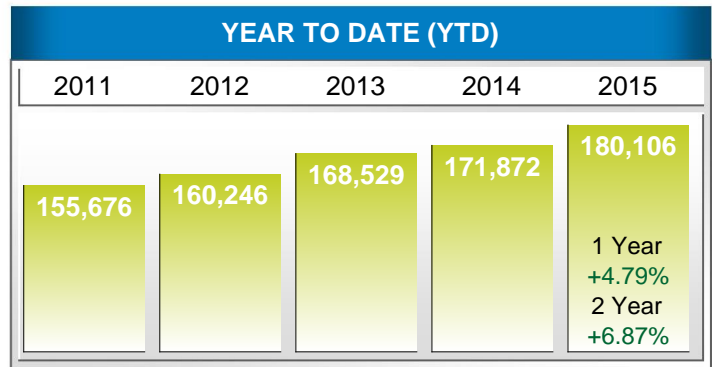
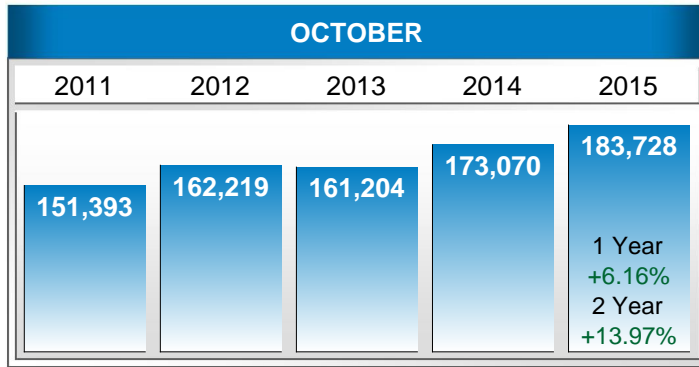
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## Average List Price at Closing

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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+
\$50,000 and less	324		8.98%	35,205	35,392	41,131	42,379	0
\$50,001 - \$75,000	314		8.70%	64,617	67,103	68,246	75,497	62,900
\$75,001 - \$100,000	389		10.78%	88,352	92,000	91,774	95,145	79,000
\$100,001 - \$150,000	872		24.17%	128,129	128,602	130,356	130,884	136,888
\$150,001 - \$225,000	856		23.73%	183,411	186,101	184,189	193,289	200,381
\$225,001 - \$300,000	436		12.08%	259,644	265,139	264,134	263,080	277,542
\$300,001 and up	417		11.56%	515,329	450,685	461,997	522,963	627,061
Average List Price:	\$183,728				\$123,519	\$151,151	\$281,272	\$459,657
Total Closed Units:	3,608				721	1,991	779	117
Total List Volume:	662,890,134				89.06M	300.94M	219.11M	53.78M





# Monthly Inventory Analysis

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## October 2015

Closed Sales as of Nov 10, 2015



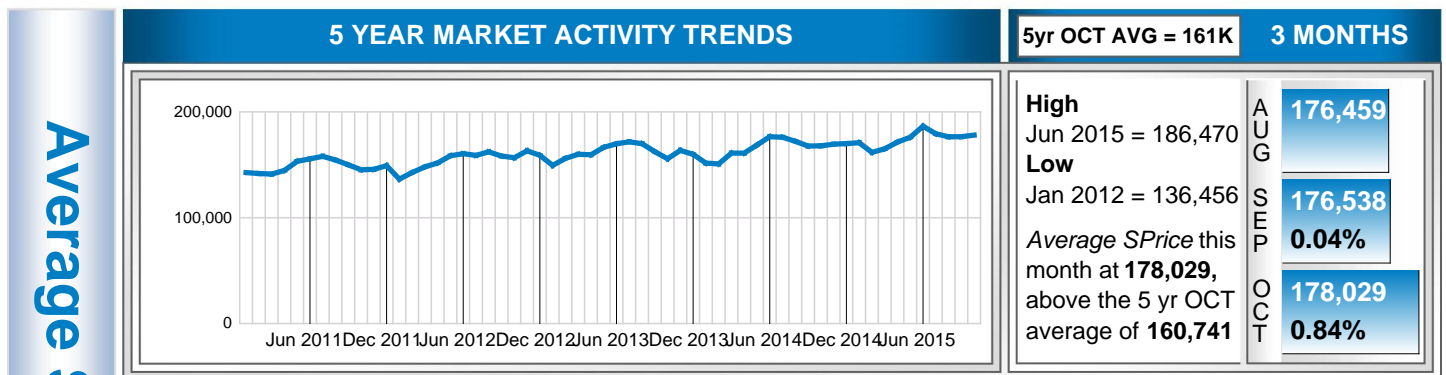
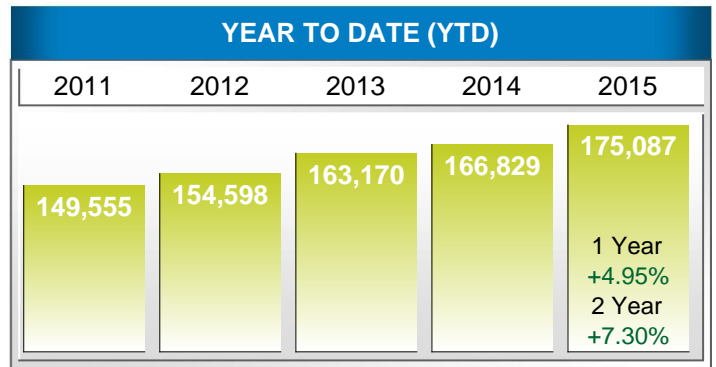
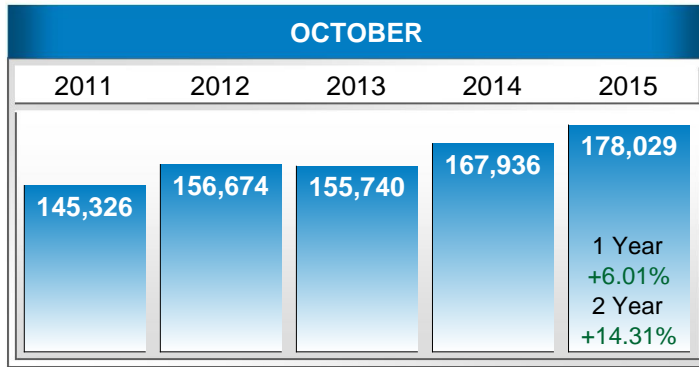
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## Average Sold Price at Closing

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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+
\$50,000 and less	369	10.23%	34,123	31,005	37,520	34,916	0
\$50,001 - \$75,000	314	8.70%	64,317	63,488	64,678	65,854	56,500
\$75,001 - \$100,000	388	10.75%	87,813	87,345	87,754	90,411	79,000
\$100,001 - \$150,000	867	24.03%	127,040	124,232	127,458	128,148	128,719
\$150,001 - \$225,000	858	23.78%	183,349	182,255	180,842	189,162	191,740
\$225,001 - \$300,000	409	11.34%	259,134	257,230	257,984	259,447	271,950
\$300,001 and up	403	11.17%	501,309	432,908	439,511	506,232	598,616
Average Closed Price: \$178,029				\$118,387	\$146,767	\$273,828	\$439,711
Total Closed Units: 3,608				721	1991	779	117
Total Closed Volume: 642,328,188				85.36M	292.21M	213.31M	51.45M



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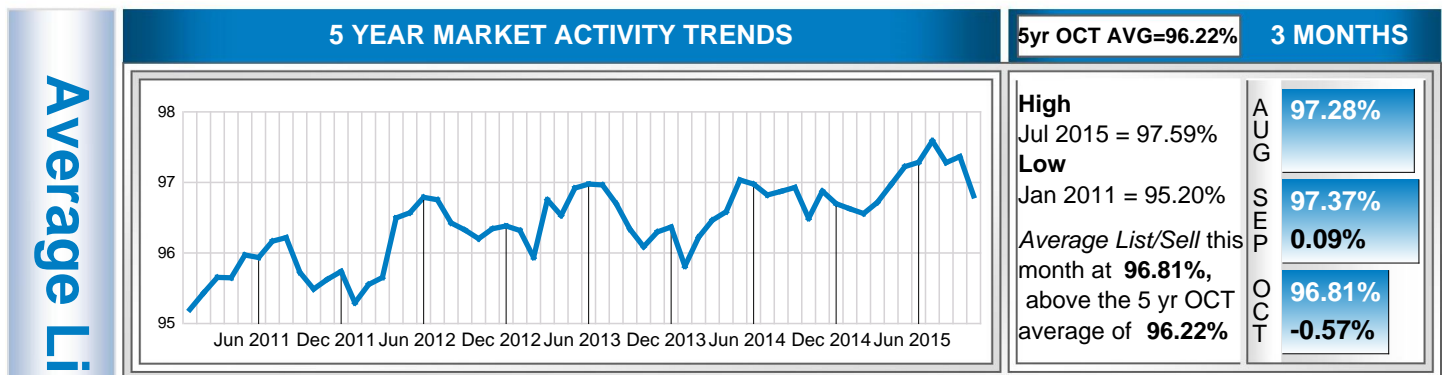
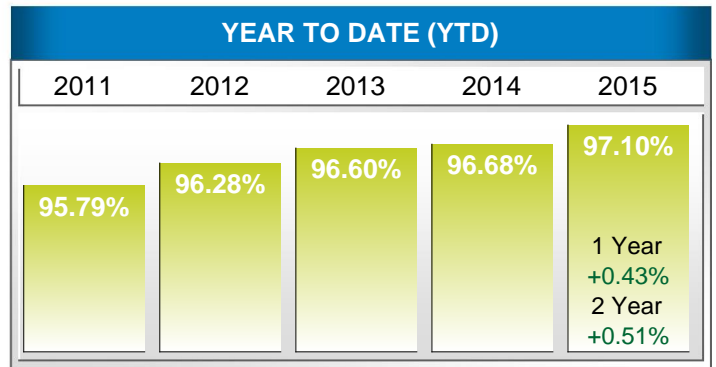
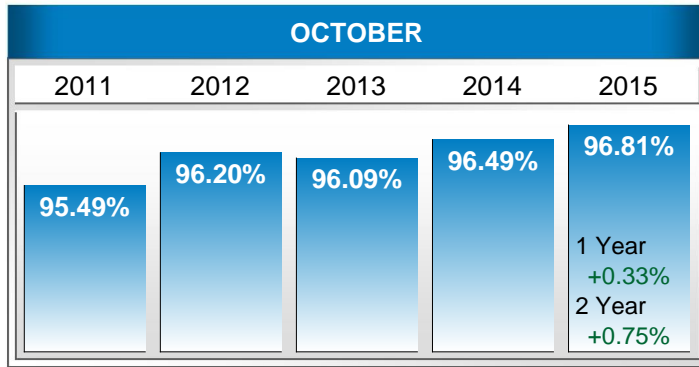
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### Average Percent of List Price to Selling Price

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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	369	10.23%	90.43%	89.16%	92.32%	86.76%	0.00%
\$50,001 - \$75,000	314	8.70%	95.00%	95.02%	95.46%	89.13%	89.83%
\$75,001 - \$100,000	388	10.75%	96.01%	95.83%	96.13%	95.52%	100.00%
\$100,001 - \$150,000	867	24.03%	97.76%	96.76%	97.94%	98.28%	94.49%
\$150,001 - \$225,000	858	23.78%	98.19%	98.13%	98.36%	98.02%	95.99%
\$225,001 - \$300,000	409	11.34%	98.19%	97.31%	97.83%	98.70%	98.06%
\$300,001 and up	403	11.17%	98.46%	96.23%	97.05%	97.57%	104.03%
Average List/Sell Ratio: 96.80%				94.64%	97.07%	97.53%	100.96%
Total Closed Units: 3,608				721	1991	779	117
Total Closed Volume: 642,328,188				85.36M	292.21M	213.31M	51.45M



# Monthly Inventory Analysis

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

## October 2015

Inventory as of Nov 10, 2015



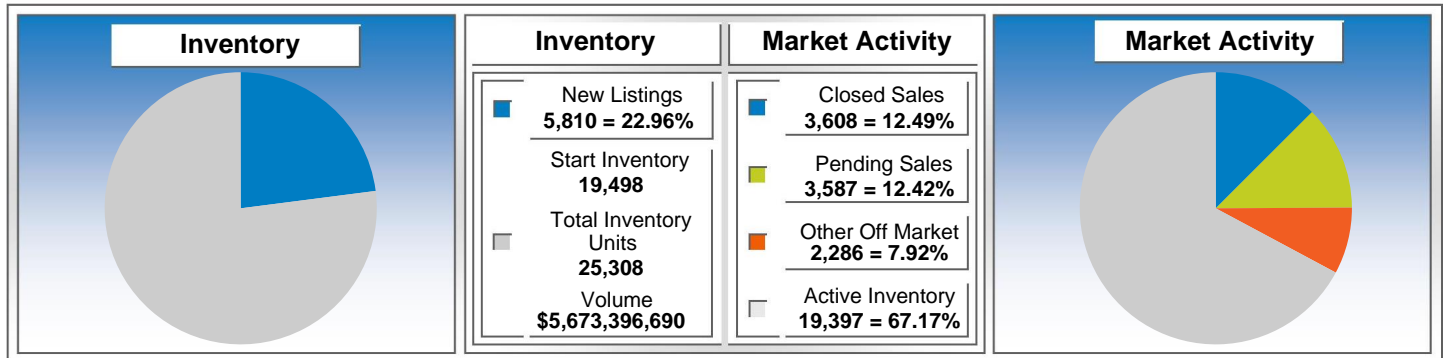
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## Market Summary

Report Produced on: Nov 11, 2015

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



**Absorption:** Last 12 months, an Average of **3,809** Sales/Month

**Active Inventory** as of October 31, 2015 = **19,397**

	OCTOBER			Year To Date		
	2014	2015	+/-%	2014	2015	+/-%
Closed Sales	4,020	3,608	-10.25%	38,898	39,077	0.46%
Pending Sales	3,675	3,587	-2.39%	40,319	41,052	1.82%
New Listings	5,805	5,810	0.09%	63,456	63,995	0.85%
Average List Price	173,070	183,728	6.16%	171,872	180,106	4.79%
Average Sale Price	167,936	178,029	6.01%	166,829	175,087	4.95%
Average Percent of List Price to Selling Price	96.49%	96.81%	0.33%	96.68%	97.10%	0.43%
Average Days on Market to Sale	69.21	63.50	-8.24%	71.74	66.86	-6.80%
Monthly Inventory	19,982	19,397	-2.93%	19,982	19,397	-2.93%
Months Supply of Inventory	5.30	5.09	-3.99%	5.30	5.09	-3.99%

