



# September 2015

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



OKLAHOMA  
ASSOCIATION OF  
REALTORS®

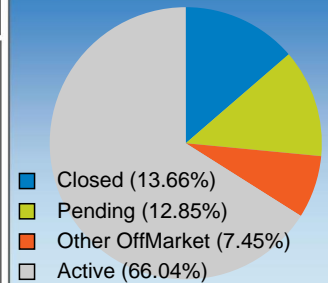
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**Absorption:** Last 12 months, an Average of **3,790** Sales/Month

**Active Inventory** as of September 30, 2015 = **19,135**

	SEPTEMBER		
	2014	2015	+/-%
Closed Listings	4,017	3,959	-1.44%
Pending Listings	3,625	3,724	2.73%
New Listings	5,745	6,041	5.15%
Average List Price	173,268	182,353	5.24%
Average Sale Price	168,205	177,337	5.43%
Average Percent of List Price to Selling Price	96.96%	97.42%	0.47%
Average Days on Market to Sale	66.66	62.93	-5.60%
End of Month Inventory	19,886	19,135	-3.78%
Months Supply of Inventory	5.39	5.05	-6.27%

## Market Activity



Report Produced on: Oct 16, 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 September 2015 decreased **3.78%** to 19,135 existing homes available for sale. Over the last 12 months this area has had an average of 3,790 closed sales per month. This represents an unsold inventory index of **5.05** 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 **5.43%** in September 2015 to \$177,337 versus the previous year at \$168,205.

### Average Days on Market Shortens

The average number of **62.93** days that homes spent on the market before selling decreased by 3.73 days or **5.60%** in September 2015 compared to last year's same month at **66.66** DOM.

### Sales Success for September 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 6,041 New Listings in September 2015, up **5.15%** from last year at 5,745. Furthermore, there were 3,959 Closed Listings this month versus last year at 4,017, a **-1.44%** decrease.

Closed versus Listed trends yielded a **65.5%** ratio, down from last year's September 2015 at **69.9%**, a **6.27%** 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®**

## September 2015

Closed Sales as of Oct 15, 2015



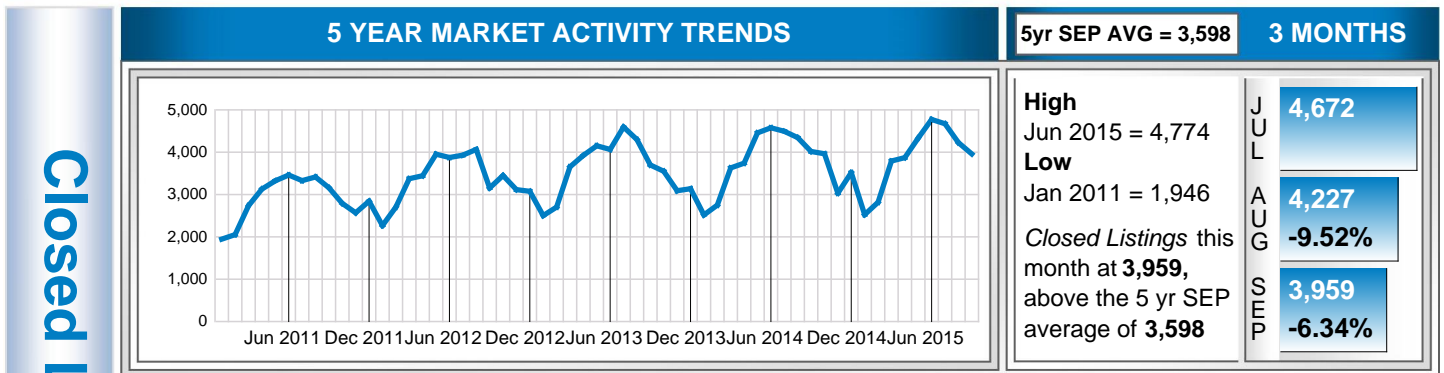
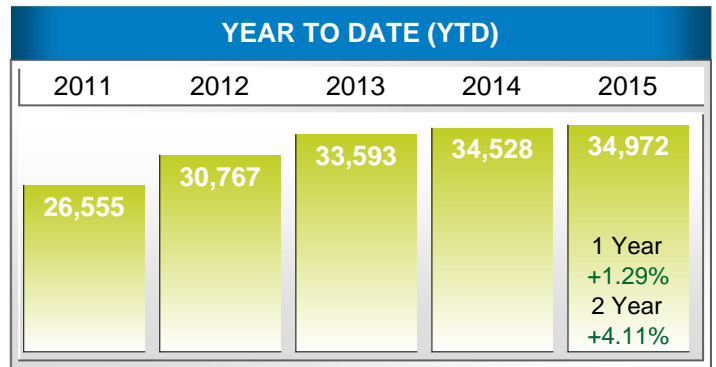
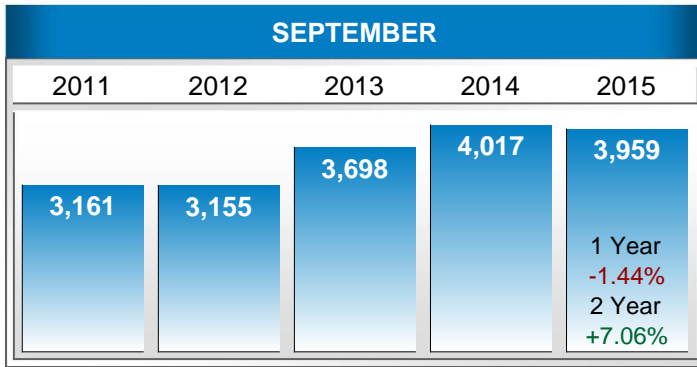
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### Closed Listings

Report Produced on: Oct 16, 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+	
\$50,000 and less	343	8.66%	93.8	163	159	19	2	
\$50,001 - \$75,000	352	8.89%	68.8	116	208	24	4	
\$75,001 - \$125,000	787	19.88%	54.9	218	507	59	3	
\$125,001 - \$175,000	943	23.82%	49.3	123	674	132	14	
\$175,001 - \$225,000	584	14.75%	63.9	80	302	187	15	
\$225,001 - \$300,000	514	12.98%	66.2	54	193	239	28	
\$300,001 and up	436	11.01%	72.8	32	118	233	53	
Total Closed Units: 3,959				62.9	786	2161	893	119
Total Closed Volume: 702,076,694					95.85M	327.78M	235.77M	42.68M
Average Closed Price: \$177,337					\$121,951	\$151,679	\$264,018	\$358,631



# Monthly Inventory Analysis

Data from the  
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## September 2015

Pending Listings as of Oct 15, 2015



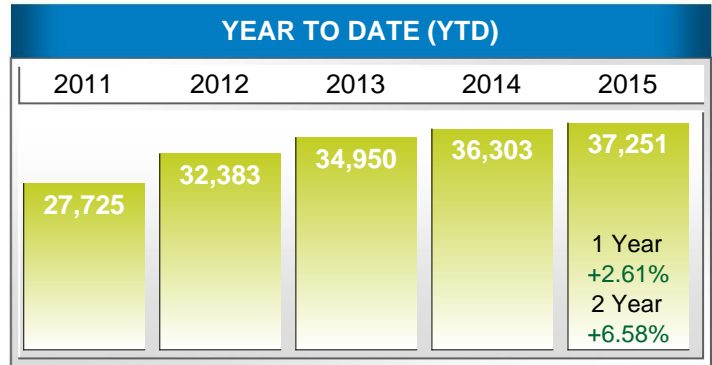
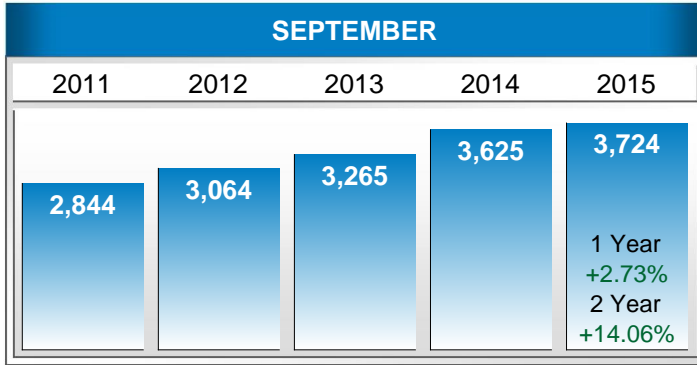
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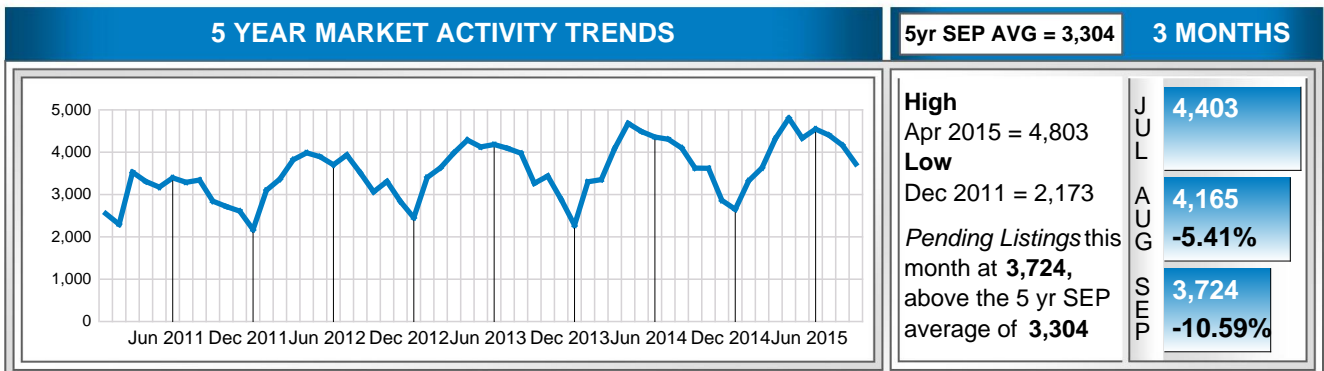
### Pending Listings

Report Produced on: Oct 16, 2015

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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	314	8.43%	70.9	155	136	22	1		
\$50,001 - \$75,000	326	8.75%	66.5	130	175	21	0		
\$75,001 - \$100,000	423	11.36%	63.3	113	270	34	6		
\$100,001 - \$175,000	1,271	34.13%	51.1	195	883	177	16		
\$175,001 - \$225,000	545	14.63%	56.3	62	308	162	13		
\$225,001 - \$300,000	438	11.76%	67.2	47	171	199	21		
\$300,001 and up	407	10.93%	71.6	39	86	212	70		
Total Pending Units: 3,724					61.8	741	2029	827	127
Total Pending Volume: 664,847,558						91.54M	305.23M	214.72M	53.35M
Average Listing Price: \$182,643						\$123,541	\$150,434	\$259,643	\$420,070



# Monthly Inventory Analysis

Data from the  
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## September 2015

New Listings as of Oct 15, 2015



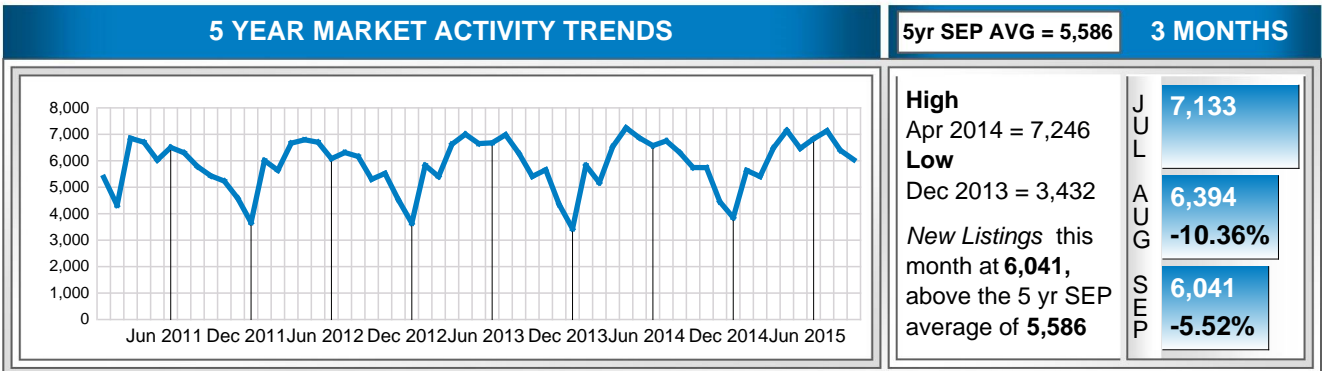
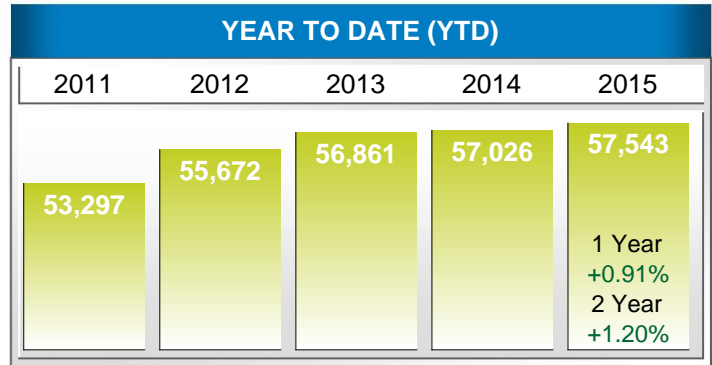
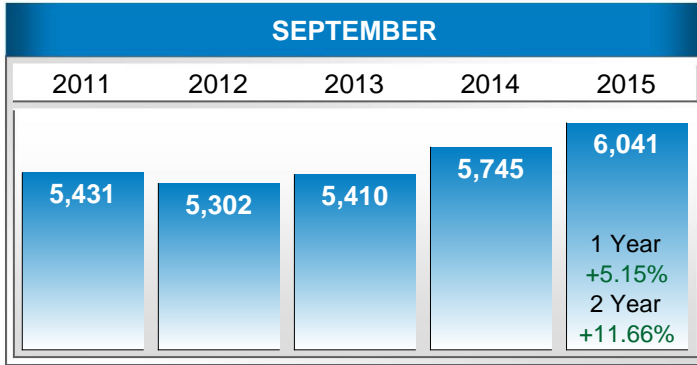
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### New Listings

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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	418	6.92%	201	179	34	4
\$50,001 - \$75,000	463	7.66%	171	256	34	2
\$75,001 - \$125,000	1,122	18.57%	252	753	108	9
\$125,001 - \$175,000	1,310	21.69%	201	884	207	18
\$175,001 - \$250,000	1,234	20.43%	163	646	398	27
\$250,001 - \$375,000	894	14.80%	103	322	420	49
\$375,001 and up	600	9.93%	53	116	312	119
Total New Listed Units:			1,144	3,156	1,513	228
Total New Listed Volume:			169.98M	533.63M	439.94M	131.03M
Average New Listed Listing Price:			\$148,580	\$169,085	\$290,776	\$574,681



# Monthly Inventory Analysis

Data from the  
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## September 2015

Active Inventory as of Oct 15, 2015



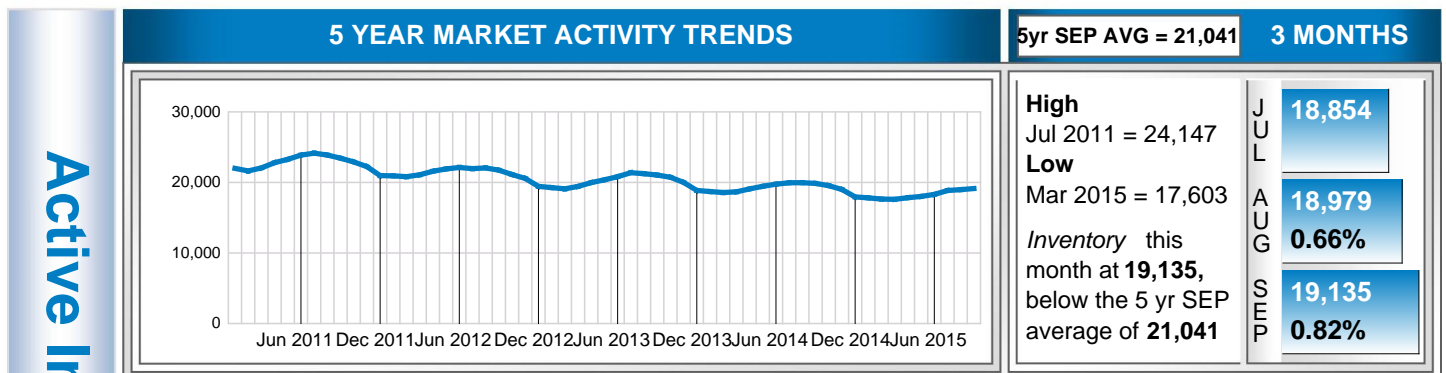
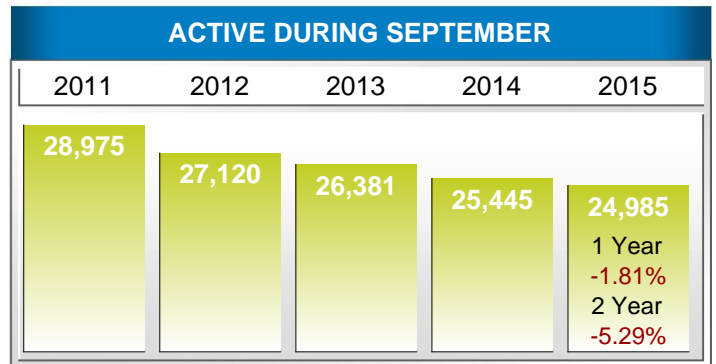
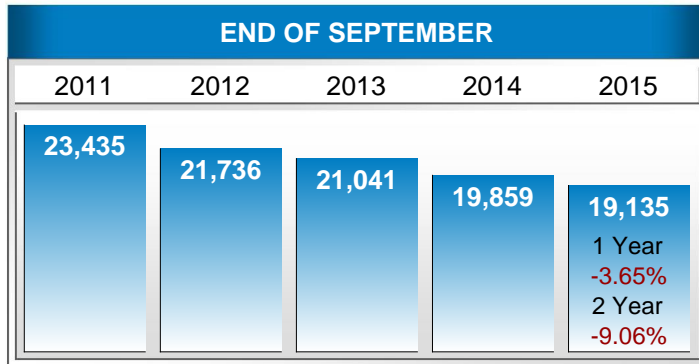
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### Active Inventory

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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	1,658	8.66%	133.5	873	670	106	9		
\$50,001 - \$75,000	1,663	8.69%	136.4	668	881	104	10		
\$75,001 - \$125,000	3,283	17.16%	109.7	906	2,004	342	31		
\$125,001 - \$200,000	4,976	26.00%	96.4	957	2,904	1,019	96		
\$200,001 - \$275,000	2,859	14.94%	94.1	454	1,256	1,057	92		
\$275,001 - \$425,000	2,712	14.17%	104.7	348	807	1,295	262		
\$425,001 and up	1,984	10.37%	111.5	198	357	951	478		
Total Active Inventory by Units:				19,135	107.8	4,404	8,879	4,874	978
Total Active Inventory by Volume:				4,418,793,256		685.57M	1.57B	1.56B	599.73M
Average Active Inventory Listing Price:				\$230,927		\$155,670	\$176,982	\$320,490	\$613,219





# Monthly Inventory Analysis

Data from the  
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## September 2015

Active Inventory as of Oct 15, 2015



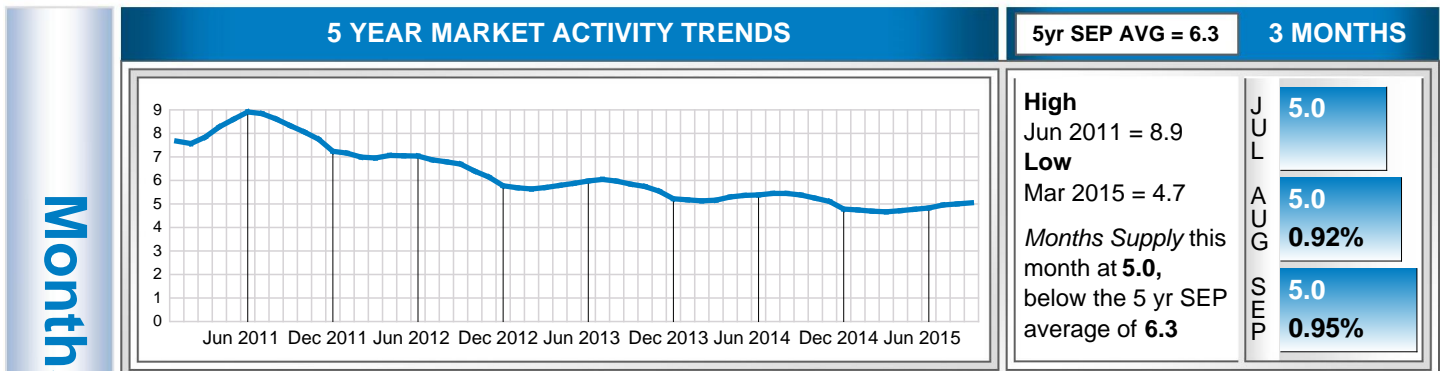
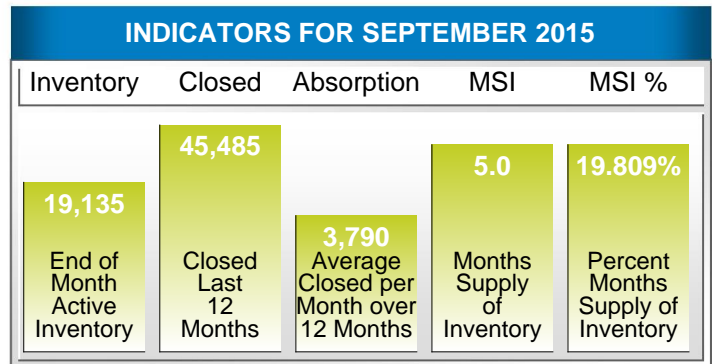
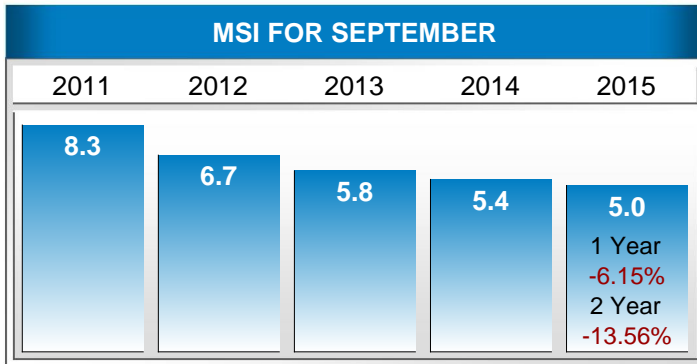
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## Months Supply of Inventory

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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	1,658	8.66%	4.5	5.3	3.7	4.8	2.7
\$50,001 - \$75,000	1,663	8.69%	5.3	6.5	4.7	4.7	4.0
\$75,001 - \$125,000	3,283	17.16%	4.1	5.1	3.7	5.1	6.0
\$125,001 - \$200,000	4,976	26.00%	4.0	5.7	3.6	4.2	6.5
\$200,001 - \$275,000	2,859	14.94%	5.2	6.4	5.4	4.7	4.3
\$275,001 - \$425,000	2,712	14.17%	7.0	9.0	7.0	6.4	8.7
\$425,001 and up	1,984	10.37%	13.7	19.8	14.8	11.9	15.5
MSI:	5.0			6.0	4.3	5.7	9.0
Total Active Inventory:	19,135			4,404	8,879	4,874	978



# Monthly Inventory Analysis

Data from the  
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## September 2015

Closed Sales as of Oct 15, 2015



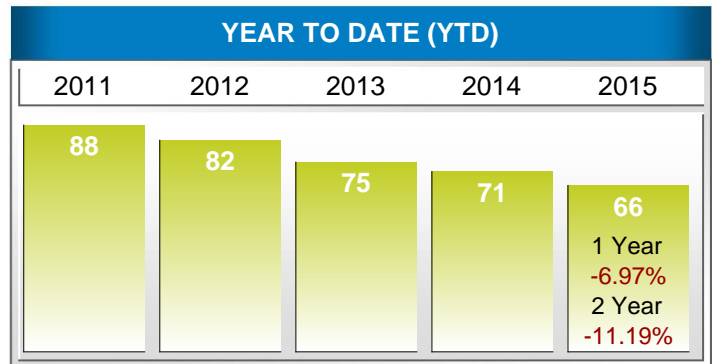
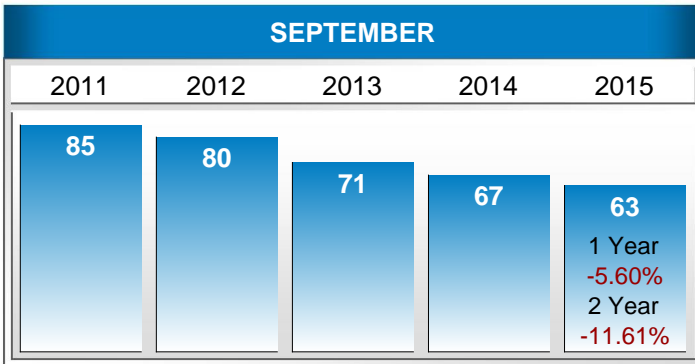
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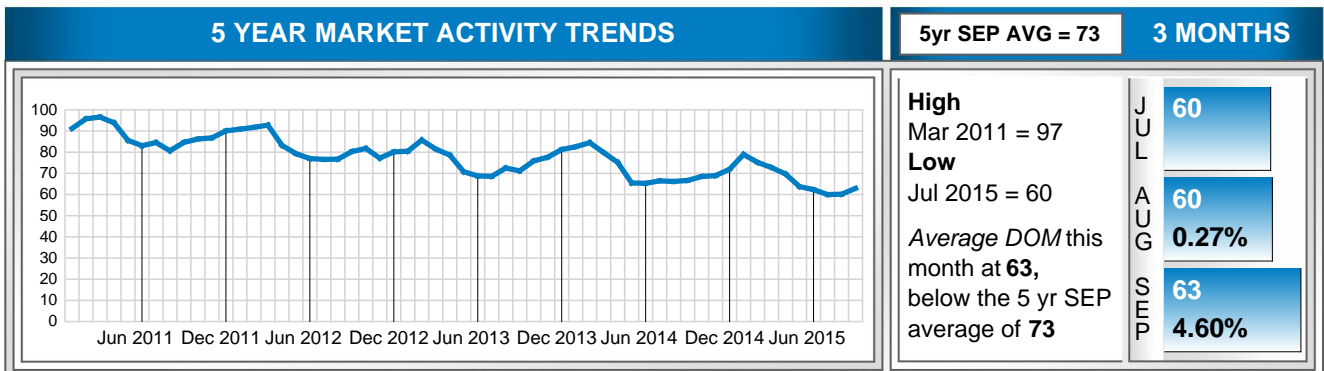
### Average Days on Market to Sale

Report Produced on: Oct 16, 2015

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	343	8.66%	93.8	112.3	79.8	58.1	36.5
\$50,001 - \$75,000	352	8.89%	68.8	72.1	68.0	62.7	50.5
\$75,001 - \$125,000	787	19.88%	54.9	66.9	47.6	69.2	127.3
\$125,001 - \$175,000	943	23.82%	49.3	62.2	46.4	52.0	52.9
\$175,001 - \$225,000	584	14.75%	63.9	84.1	60.8	61.3	50.1
\$225,001 - \$300,000	514	12.98%	66.2	81.3	69.2	60.9	61.3
\$300,001 and up	436	11.01%	72.8	74.8	68.1	73.9	76.9
Average Closed DOM: 62.9				79.4	56.4	63.6	66.7
Total Closed Units: 3,959				786	2161	893	119
Total Closed Volume: 702,076,694				95.85M	327.78M	235.77M	42.68M



# Monthly Inventory Analysis

Data from the  
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## September 2015

Closed Sales as of Oct 15, 2015



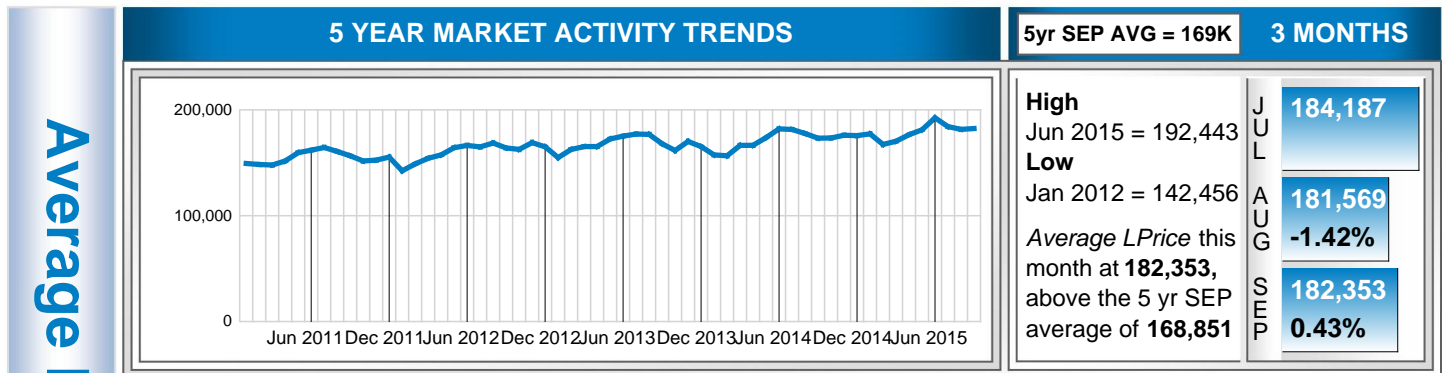
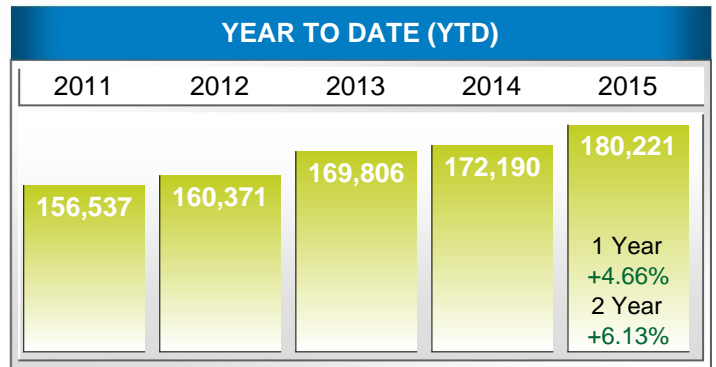
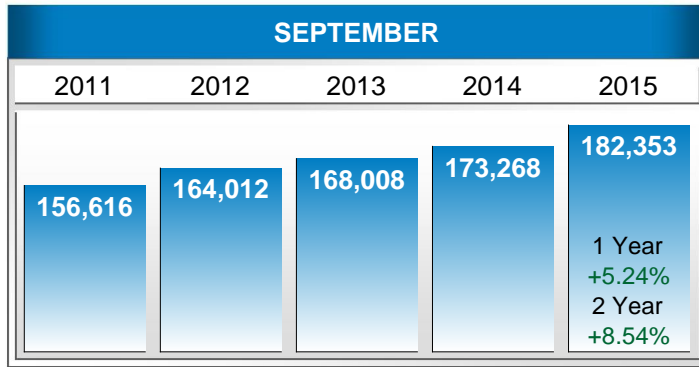
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### Average List Price at Closing

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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	334		8.44%	35,369	34,983	38,215	38,794	42,250
\$50,001 - \$75,000	310		7.83%	64,967	67,235	68,514	66,179	56,313
\$75,001 - \$125,000	785		19.83%	102,989	104,152	106,836	111,589	110,967
\$125,001 - \$175,000	937		23.67%	150,142	154,257	151,190	159,437	162,043
\$175,001 - \$225,000	597		15.08%	198,218	207,636	199,971	205,431	207,253
\$225,001 - \$300,000	545		13.77%	259,652	268,393	256,372	268,443	271,444
\$300,001 and up	451		11.39%	462,543	423,169	419,507	469,039	583,140
Average List Price:	\$182,353				\$127,005	\$155,376	\$270,789	\$374,176
Total Closed Units:	3,959				786	2161	893	119
Total List Volume:	721,935,274				99.83M	335.77M	241.81M	44.53M





# Monthly Inventory Analysis

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## September 2015

Closed Sales as of Oct 15, 2015



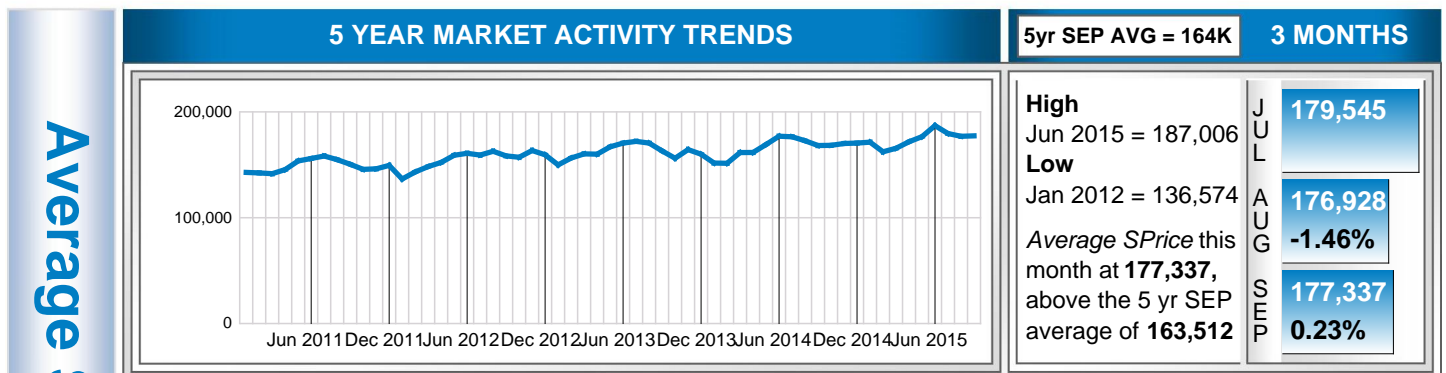
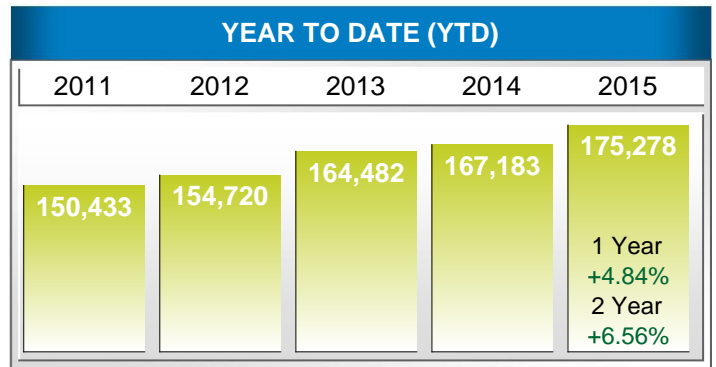
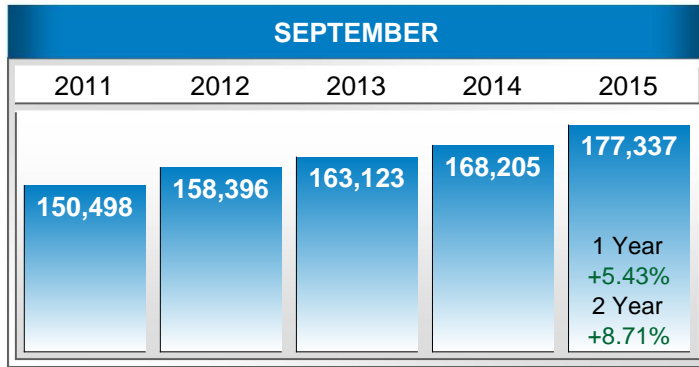
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## Average Sold Price at Closing

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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	343	8.66%	33,102	31,262	34,864	33,802	36,250
\$50,001 - \$75,000	352	8.89%	64,366	63,644	65,059	63,346	55,411
\$75,001 - \$125,000	787	19.88%	102,693	99,528	103,487	107,435	105,333
\$125,001 - \$175,000	943	23.82%	149,905	150,619	148,451	156,043	155,764
\$175,001 - \$225,000	584	14.75%	198,394	200,856	195,814	201,565	197,653
\$225,001 - \$300,000	514	12.98%	258,581	258,407	252,232	262,666	267,797
\$300,001 and up	436	11.01%	452,095	410,303	409,845	455,790	555,153
Average Closed Price: \$177,337				\$121,951	\$151,679	\$264,018	\$358,631
Total Closed Units: 3,959				786	2161	893	119
Total Closed Volume: 702,076,694				95.85M	327.78M	235.77M	42.68M



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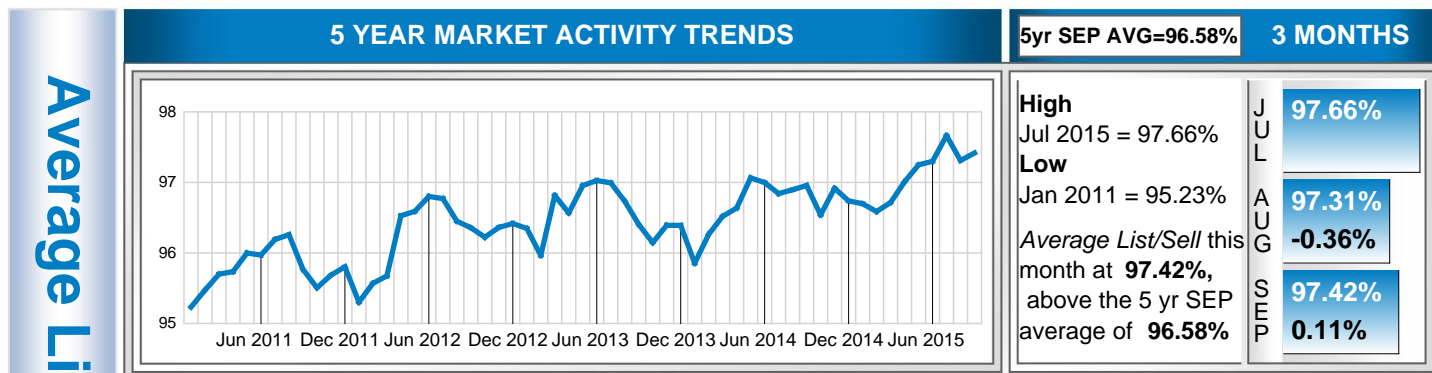
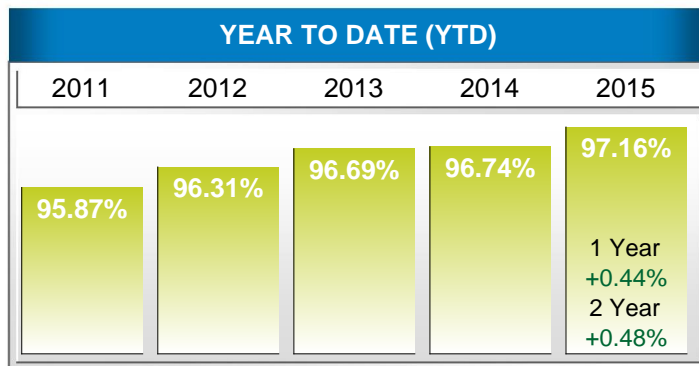
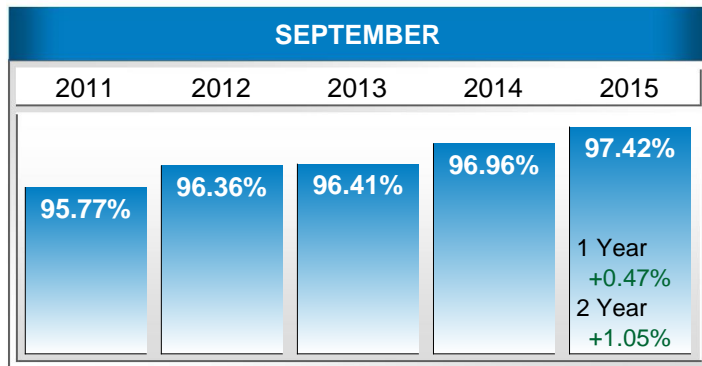
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### Average Percent of List Price to Selling Price

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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	343	8.66%	91.53%	91.35%	92.10%	88.90%	85.20%	
\$50,001 - \$75,000	352	8.89%	97.64%	96.16%	98.37%	97.42%	103.95%	
\$75,001 - \$125,000	787	19.88%	96.82%	95.92%	97.20%	97.00%	95.64%	
\$125,001 - \$175,000	943	23.82%	98.48%	97.80%	98.44%	99.53%	96.08%	
\$175,001 - \$225,000	584	14.75%	97.95%	96.86%	98.19%	98.22%	95.74%	
\$225,001 - \$300,000	514	12.98%	98.08%	96.72%	98.48%	97.99%	98.69%	
\$300,001 and up	436	11.01%	99.15%	97.23%	103.01%	98.00%	96.72%	
Average List/Sell Ratio:				97.40%	95.51%	97.90%	97.99%	97.01%
Total Closed Units:				3,959	786	2161	893	119
Total Closed Volume:				702,076,694	95.85M	327.78M	235.77M	42.68M



# Monthly Inventory Analysis

Data from the  
OKLAHOMA ASSOCIATION OF REALTORS®

## September 2015

Inventory as of Oct 15, 2015



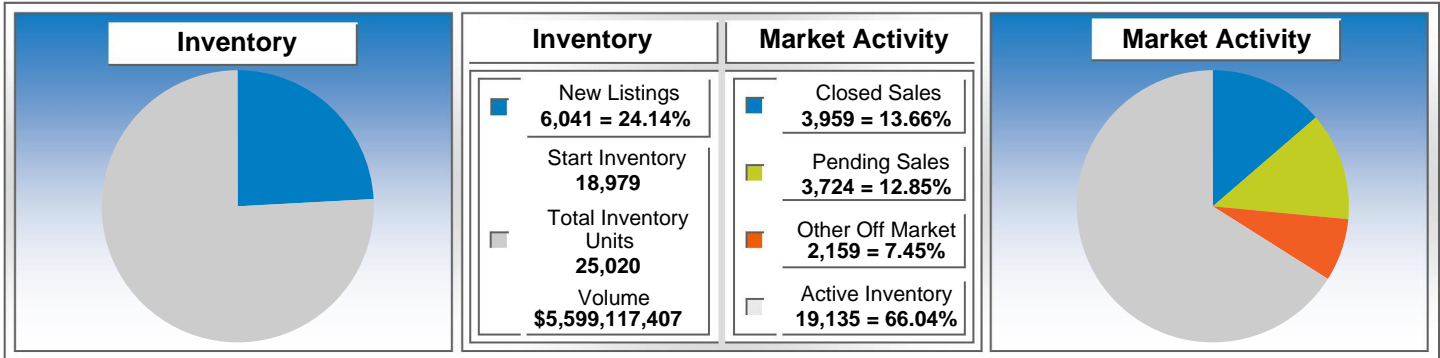
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### Market Summary

Report Produced on: Oct 16, 2015

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



**Absorption:** Last 12 months, an Average of **3,790** Sales/Month

**Active Inventory** as of September 30, 2015 = **19,135**

	SEPTEMBER			Year To Date		
	2014	2015	+/-%	2014	2015	+/-%
Closed Sales	4,017	3,959	-1.44%	34,528	34,972	1.29%
Pending Sales	3,625	3,724	2.73%	36,303	37,251	2.61%
New Listings	5,745	6,041	5.15%	57,026	57,543	0.91%
Average List Price	173,268	182,353	5.24%	172,190	180,221	4.66%
Average Sale Price	168,205	177,337	5.43%	167,183	175,278	4.84%
Average Percent of List Price to Selling Price	96.96%	97.42%	0.47%	96.74%	97.16%	0.44%
Average Days on Market to Sale	66.66	62.93	-5.60%	71.13	66.18	-6.97%
Monthly Inventory	19,886	19,135	-3.78%	19,886	19,135	-3.78%
Months Supply of Inventory	5.39	5.05	-6.27%	5.39	5.05	-6.27%

