



# September 2016

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



OKLAHOMA  
ASSOCIATION OF  
REALTORS®

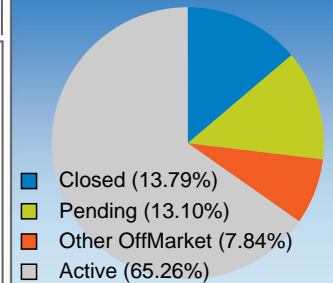
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**Absorption:** Last 12 months, an Average of **3,695** Sales/Month

**Active Inventory** as of September 30, 2016 = **19,191**

	SEPTEMBER		
	2015	2016	+/-%
Closed Listings	4,025	4,056	0.77%
Pending Listings	3,527	3,852	9.21%
New Listings	5,995	5,857	-2.30%
Average List Price	182,054	179,899	-1.18%
Average Sale Price	177,069	175,112	-1.11%
Average Percent of List Price to Selling Price	97.31%	97.05%	-0.27%
Average Days on Market to Sale	63.62	60.59	-4.76%
End of Month Inventory	18,993	19,191	1.04%
Months Supply of Inventory	5.00	5.19	3.88%

## Market Activity



Report Produced on: Oct 11, 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 September 2016 rose **1.04%** to 19,191 existing homes available for sale. Over the last 12 months this area has had an average of 3,695 closed sales per month. This represents an unsold inventory index of **5.19** 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 **1.11%** in September 2016 to \$175,112 versus the previous year at \$177,069.

### Average Days on Market Shortens

The average number of **60.59** days that homes spent on the market before selling decreased by 3.03 days or **4.76%** in September 2016 compared to last year's same month at **63.62** DOM.

### Sales Success for September 2016 is Positive

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

There were 5,857 New Listings in September 2016, down **2.30%** from last year at 5,995. Furthermore, there were 4,056 Closed Listings this month versus last year at 4,025, a **0.77%** increase.

Closed versus Listed trends yielded a **69.3%** ratio, up from last year's September 2016 at **67.1%**, a **3.14%** upswing. 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](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  
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## September 2016

Closed Sales as of Oct 10, 2016



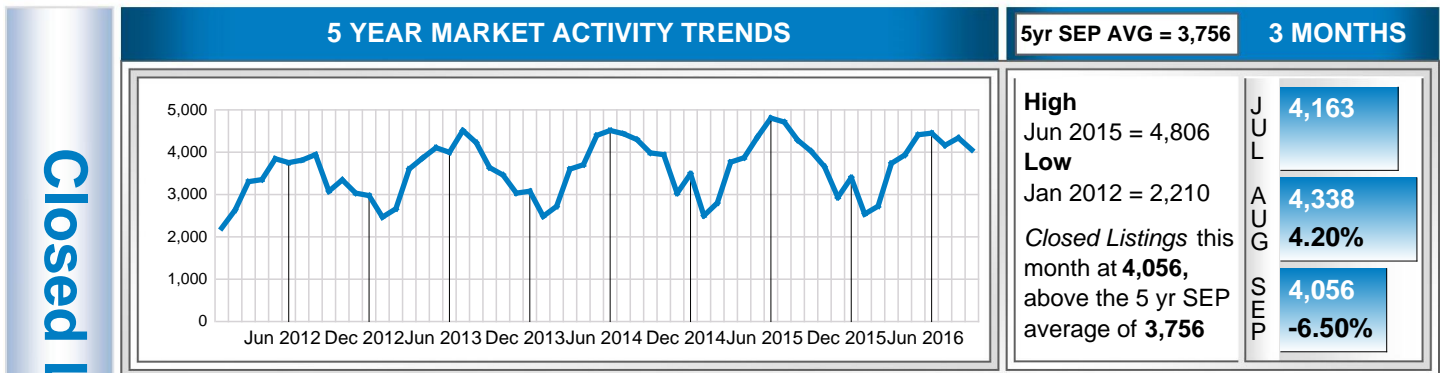
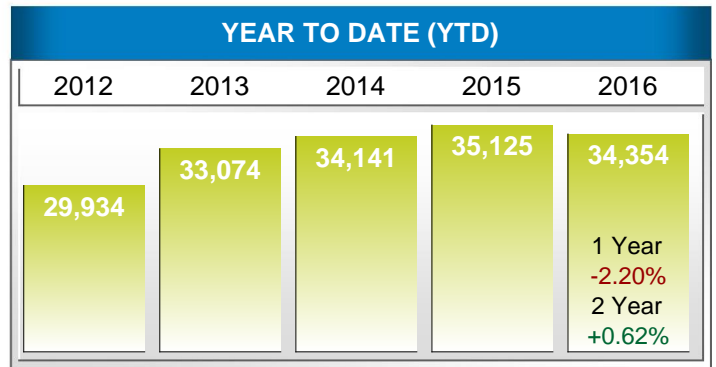
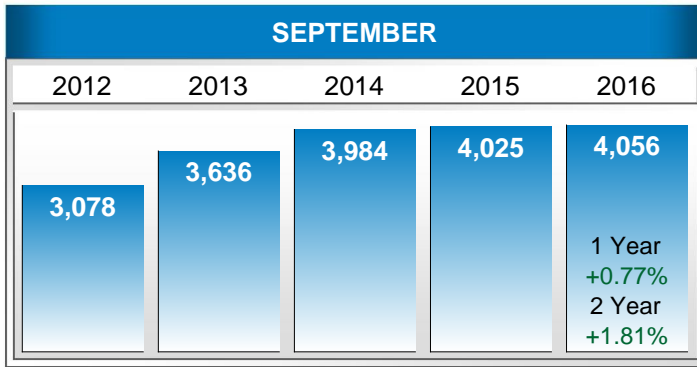
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### Closed Listings

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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	408	10.06%	69.6	169	210	25	4	
\$50,001 - \$75,000	309	7.62%	70.3	94	182	29	4	
\$75,001 - \$125,000	814	20.07%	51.7	143	581	84	6	
\$125,001 - \$175,000	968	23.87%	49.1	55	744	159	10	
\$175,001 - \$225,000	603	14.87%	61.8	23	341	224	15	
\$225,001 - \$300,000	509	12.55%	71.9	16	194	271	28	
\$300,001 and up	445	10.97%	72.2	15	123	242	65	
Total Closed Units: 4,056				60.6	515	2375	1034	132
Total Closed Volume: 710,253,750					47.51M	354.32M	259.83M	48.60M
Average Closed Price: \$175,112					\$92,248	\$149,187	\$251,285	\$368,163



# Monthly Inventory Analysis

Data from the  
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## September 2016

Pending Listings as of Oct 10, 2016



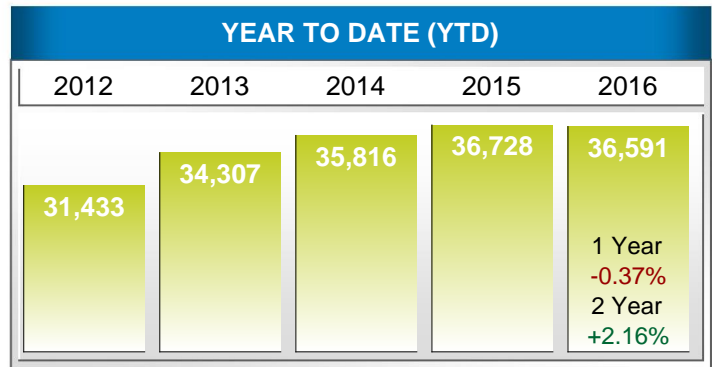
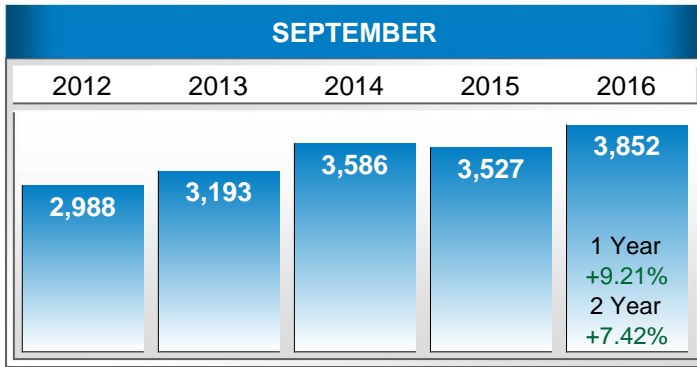
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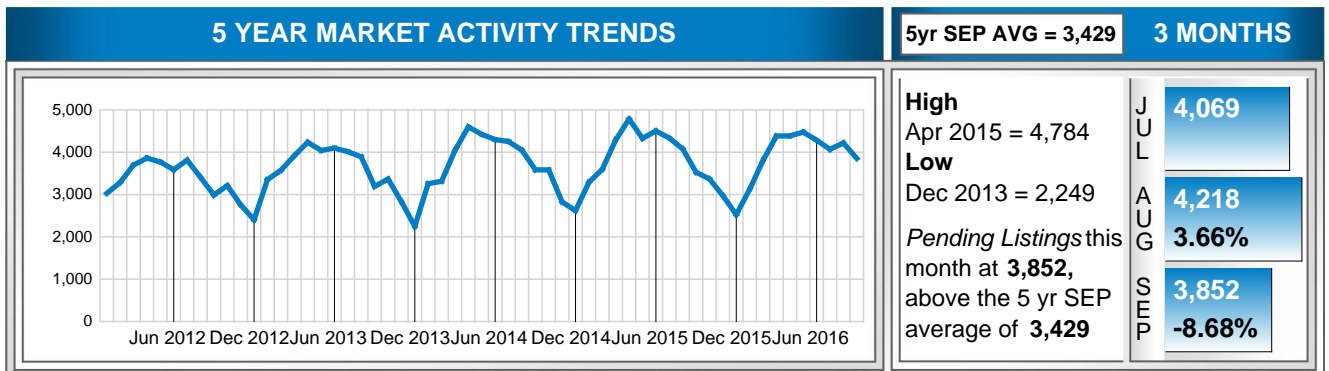
### Pending Listings

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



Pending Listings



#### 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	353	9.16%	64.7	134	186	29	4	
\$50,001 - \$75,000	303	7.87%	70.7	82	193	25	3	
\$75,001 - \$125,000	796	20.66%	55.5	138	574	75	9	
\$125,001 - \$175,000	941	24.43%	49.0	51	736	145	9	
\$175,001 - \$225,000	521	13.53%	61.0	17	301	192	11	
\$225,001 - \$325,000	558	14.49%	68.2	19	235	272	32	
\$325,001 and up	380	9.87%	80.7	9	92	211	68	
Total Pending Units: 3,852				65.3	450	2317	949	136
Total Pending Volume: 709,368,830					42.88M	351.03M	251.08M	64.38M
Average Listing Price: \$177,963					\$95,298	\$151,500	\$264,575	\$473,365

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# Monthly Inventory Analysis

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## September 2016

New Listings as of Oct 10, 2016



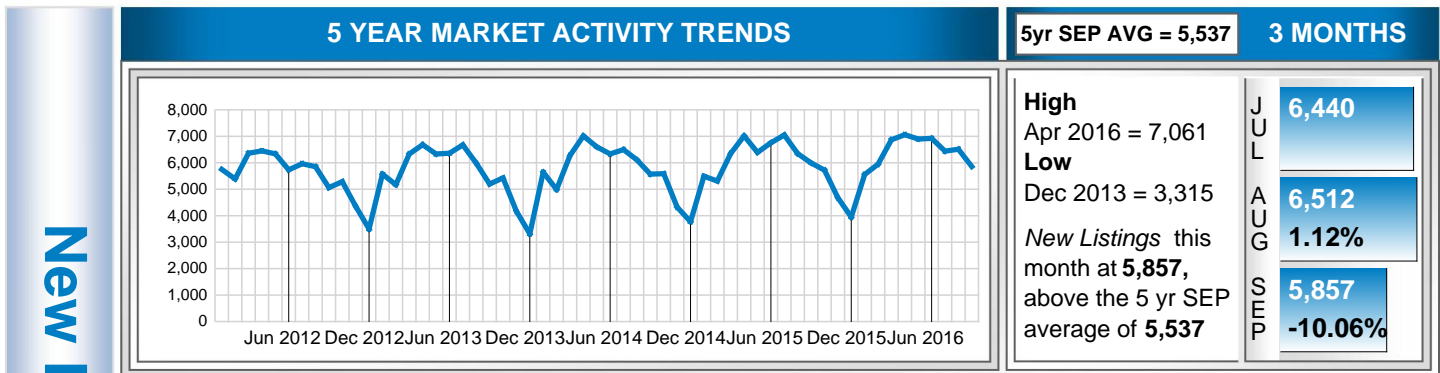
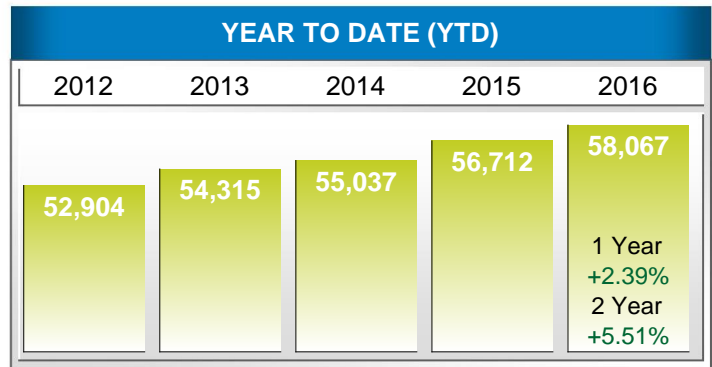
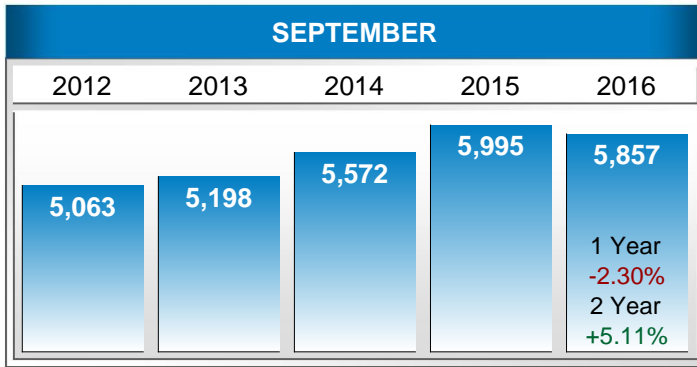
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### New Listings

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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	428	7.31%	186	202	33	7	
\$50,001 - \$75,000	419	7.15%	148	246	22	3	
\$75,001 - \$125,000	1,104	18.85%	173	794	127	10	
\$125,001 - \$175,000	1,245	21.26%	100	927	202	16	
\$175,001 - \$250,000	1,168	19.94%	44	653	443	28	
\$250,001 - \$375,000	850	14.51%	25	326	424	75	
\$375,001 and up	643	10.98%	15	144	338	146	
Total New Listed Units:			5,857	691	3292	1589	285
Total New Listed Volume:			1,268,809,949	71.65M	557.31M	473.28M	166.56M
Average New Listed Listing Price:			\$199,052	\$103,694	\$169,293	\$297,848	\$584,438



# Monthly Inventory Analysis

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## September 2016

Active Inventory as of Oct 10, 2016



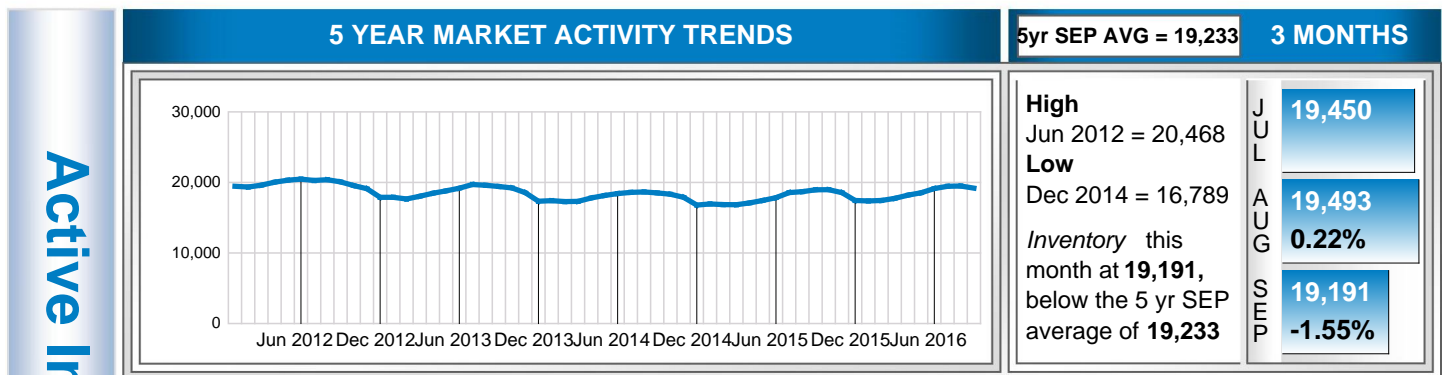
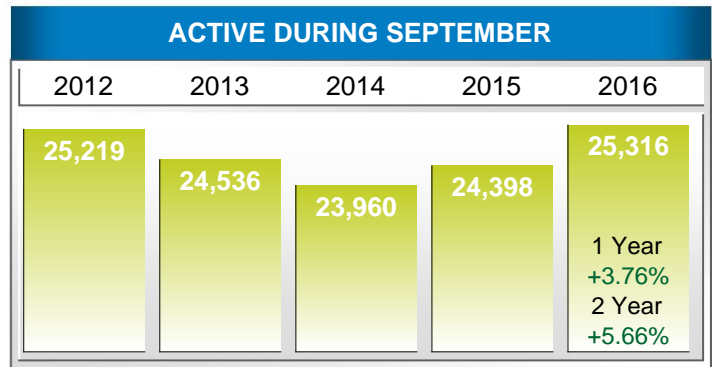
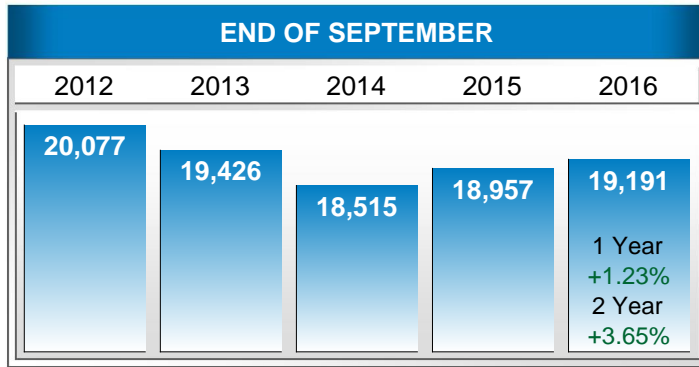
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### Active Inventory

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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	1,508	7.86%	145.7	707	683	108	10		
\$50,001 - \$75,000	1,568	8.17%	122.8	546	884	127	11		
\$75,001 - \$125,000	3,058	15.93%	109.0	534	2,096	385	43		
\$125,001 - \$225,000	5,948	30.99%	98.0	405	3,898	1,523	122		
\$225,001 - \$275,000	1,942	10.12%	93.2	81	939	830	92		
\$275,001 - \$425,000	3,056	15.92%	102.8	117	1,026	1,638	275		
\$425,001 and up	2,111	11.00%	115.8	50	438	1,068	555		
Total Active Inventory by Units:				19,191	107.8	2,440	9,964	5,679	1,108
Total Active Inventory by Volume:				4,625,861,932		272.17M	1.83B	1.85B	675.69M
Average Active Inventory Listing Price:				\$241,043		\$111,544	\$183,957	\$324,890	\$609,832



# Monthly Inventory Analysis

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## September 2016

Active Inventory as of Oct 10, 2016



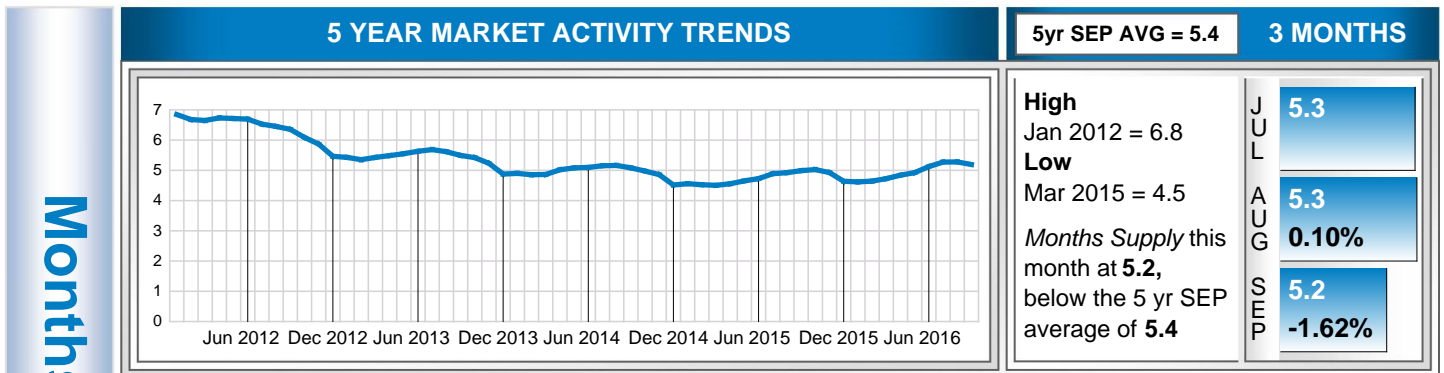
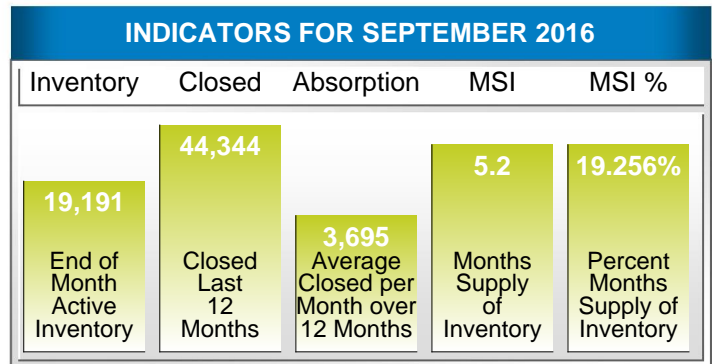
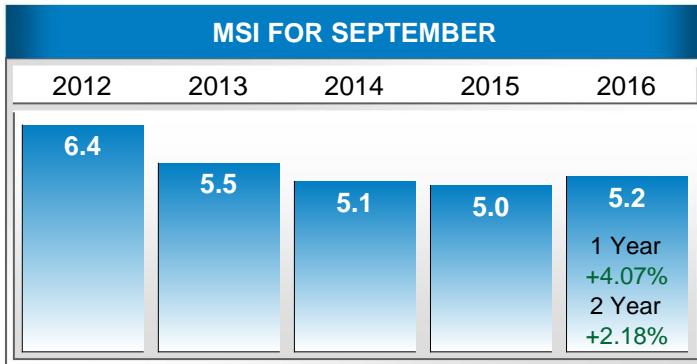
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### Months Supply of Inventory

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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	1,508		7.86%	4.1	4.7	3.6	3.8	3.2
\$50,001 - \$75,000	1,568		8.17%	5.3	6.5	4.7	6.1	4.4
\$75,001 - \$125,000	3,058		15.93%	4.0	4.5	3.7	5.1	7.8
\$125,001 - \$225,000	5,948		30.99%	4.1	5.4	3.9	4.4	6.0
\$225,001 - \$275,000	1,942		10.12%	6.0	8.2	6.6	5.2	6.6
\$275,001 - \$425,000	3,056		15.92%	8.4	13.1	8.6	8.0	8.5
\$425,001 and up	2,111		11.00%	15.4	27.3	17.1	13.9	17.0
MSI:		5.2			5.4	4.5	6.2	10.0
Total Active Inventory:		19,191			2,440	9,964	5,679	1,108



# Monthly Inventory Analysis

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

## September 2016

Closed Sales as of Oct 10, 2016



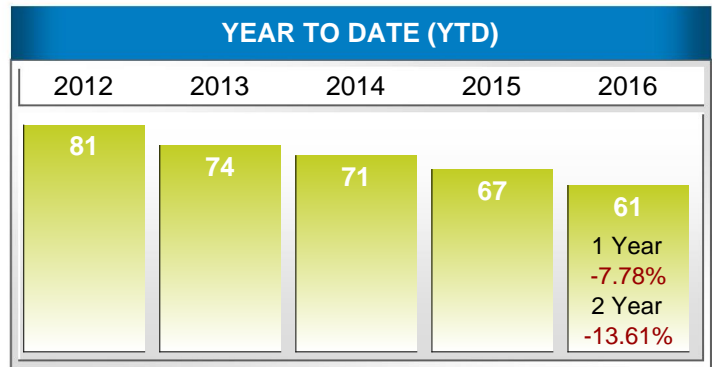
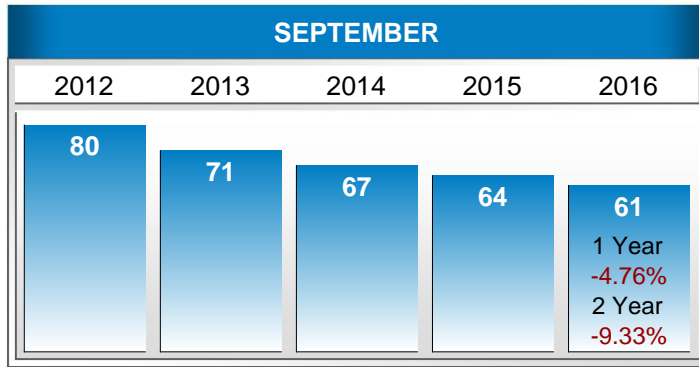
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### Average Days on Market to Sale

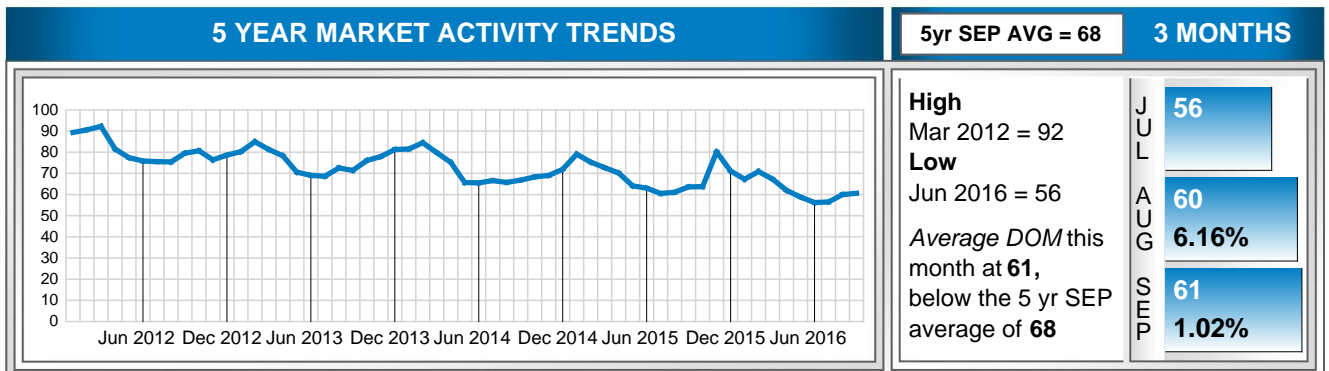
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## Average Days on Market

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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	408	10.06%	69.6	64.8	73.6	61.3	110.0
\$50,001 - \$75,000	309	7.62%	70.3	65.4	67.2	91.2	172.5
\$75,001 - \$125,000	814	20.07%	51.7	54.4	49.0	64.1	77.0
\$125,001 - \$175,000	968	23.87%	49.1	49.9	45.9	61.0	94.1
\$175,001 - \$225,000	603	14.87%	61.8	65.3	61.4	63.2	45.8
\$225,001 - \$300,000	509	12.55%	71.9	102.9	65.1	76.5	56.0
\$300,001 and up	445	10.97%	72.2	56.9	66.2	71.8	88.7
Average Closed DOM: 60.6				61.4	55.6	69.2	80.0
Total Closed Units: 4,056				515	2375	1034	132
Total Closed Volume: 710,253,750				47.51M	354.32M	259.83M	48.60M



# Monthly Inventory Analysis

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## September 2016

Closed Sales as of Oct 10, 2016



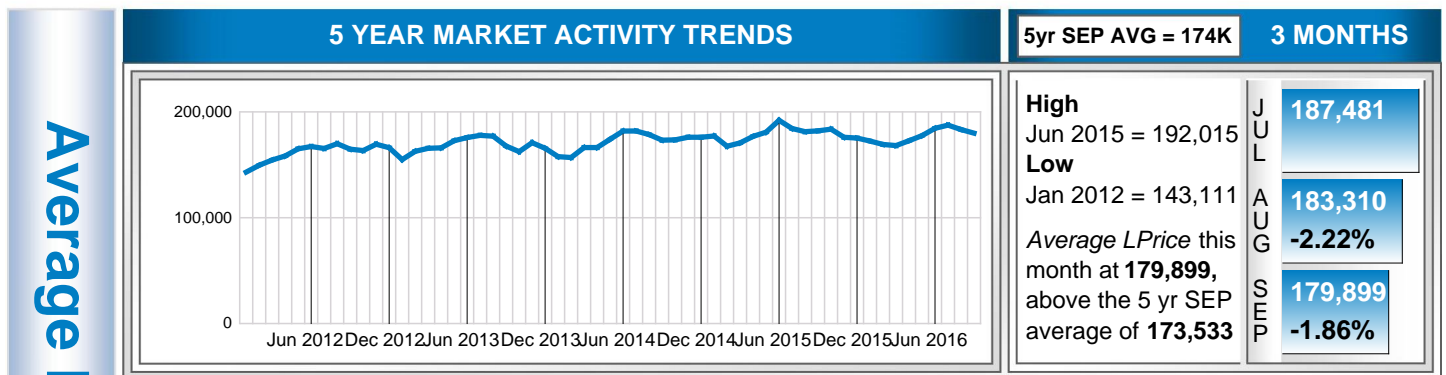
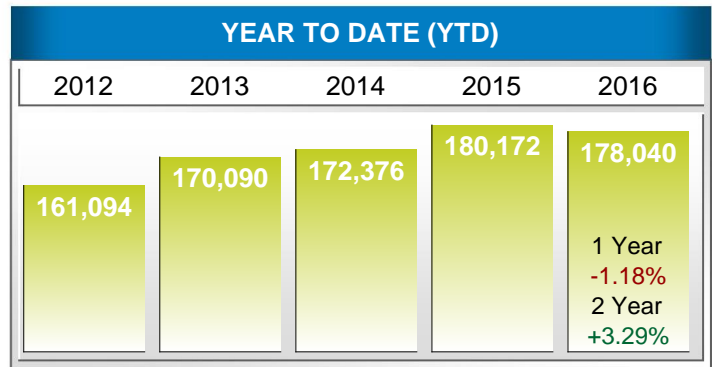
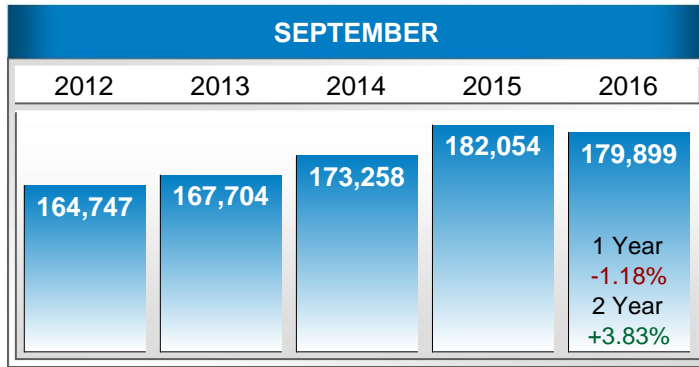
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### Average List Price at Closing

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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	376	9.27%	34,006	34,990	37,221	39,656	32,475
\$50,001 - \$75,000	304	7.50%	65,094	67,442	68,327	68,074	63,325
\$75,001 - \$125,000	809	19.95%	102,511	101,125	105,672	108,432	111,105
\$125,001 - \$175,000	968	23.87%	150,858	148,733	151,882	158,904	161,060
\$175,001 - \$225,000	605	14.92%	198,566	191,587	201,817	201,783	210,564
\$225,001 - \$300,000	535	13.19%	260,357	259,599	260,924	265,933	271,272
\$300,001 and up	459	11.32%	454,704	403,840	401,183	462,358	566,375
Average List Price:	\$179,899			\$96,139	\$153,024	\$257,734	\$380,522
Total Closed Units:	4,056			515	2375	1034	132
Total List Volume:	729,669,983			49.51M	363.43M	266.50M	50.23M





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## September 2016

Closed Sales as of Oct 10, 2016



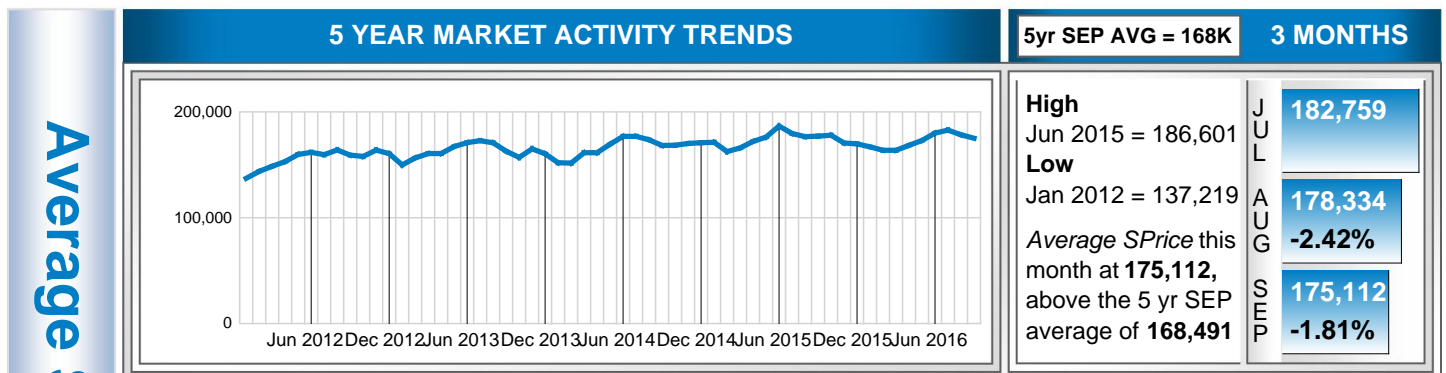
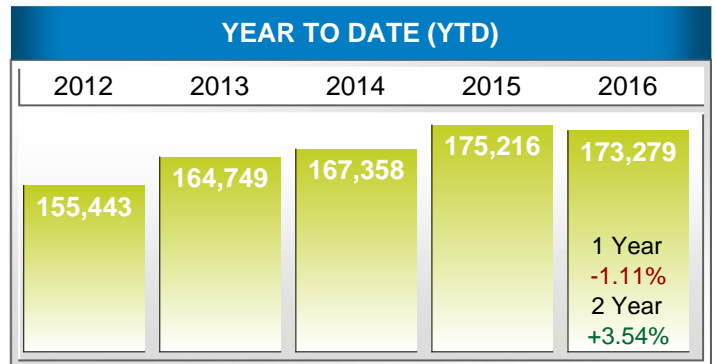
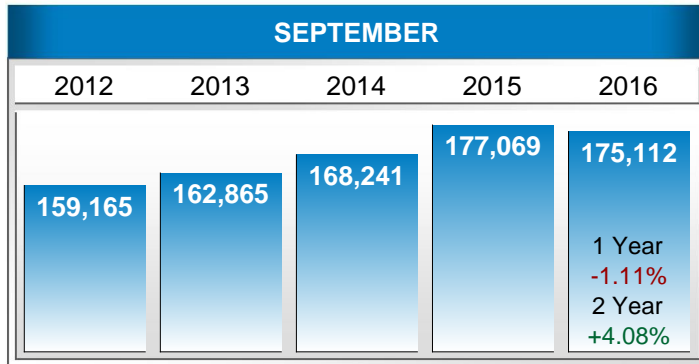
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### Average Sold Price at Closing

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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	408	10.06%	32,040	30,909	32,862	32,989	30,725
\$50,001 - \$75,000	309	7.62%	64,385	63,785	64,863	63,838	60,725
\$75,001 - \$125,000	814	20.07%	102,004	97,801	102,670	104,000	109,809
\$125,001 - \$175,000	968	23.87%	149,833	145,780	149,127	154,401	152,065
\$175,001 - \$225,000	603	14.87%	197,777	196,564	197,309	198,073	205,849
\$225,001 - \$300,000	509	12.55%	259,131	248,421	256,427	260,977	266,113
\$300,001 and up	445	10.97%	445,077	385,960	390,098	449,480	546,358
Average Closed Price: \$175,112				\$92,248	\$149,187	\$251,285	\$368,163
Total Closed Units: 4,056				515	2375	1034	132
Total Closed Volume: 710,253,750				47.51M	354.32M	259.83M	48.60M



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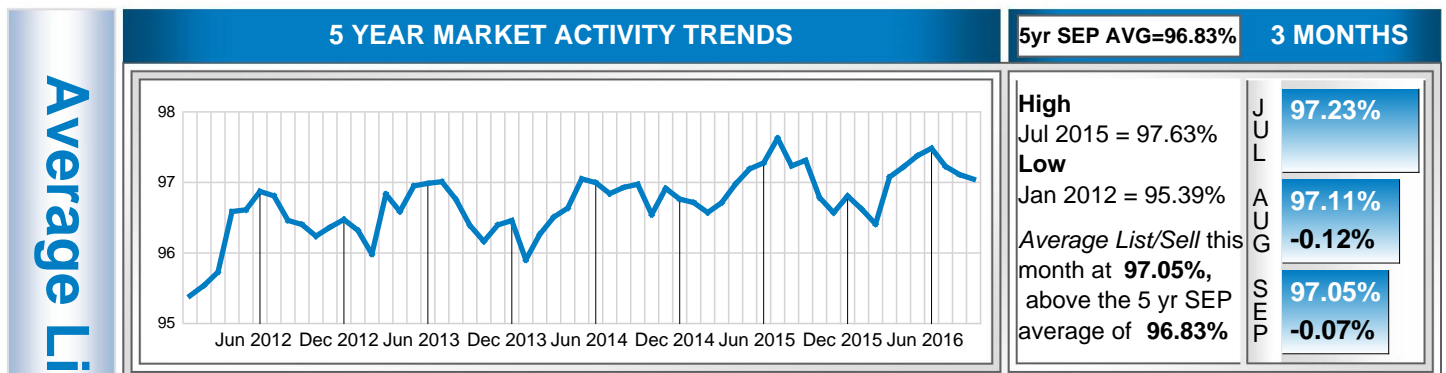
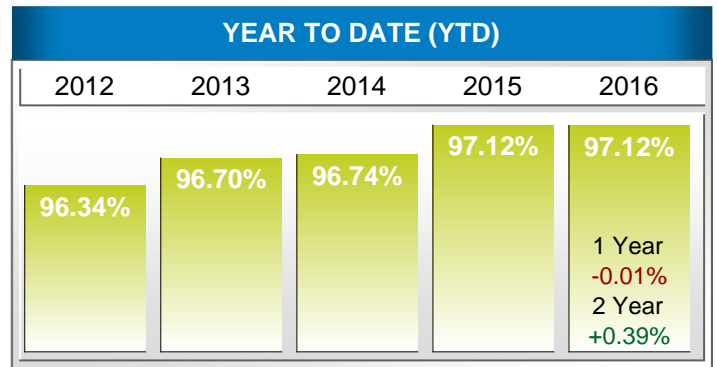
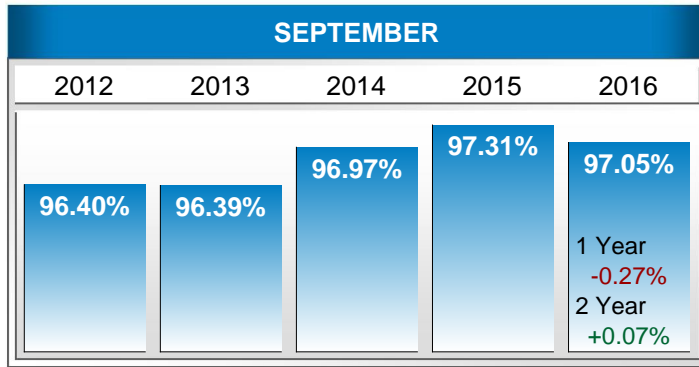
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### Average Percent of List Price to Selling Price

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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	408	10.06%	89.56%	89.07%	90.44%	84.65%	94.88%
\$50,001 - \$75,000	309	7.62%	95.38%	94.98%	95.73%	94.40%	96.08%
\$75,001 - \$125,000	814	20.07%	97.77%	97.47%	97.96%	96.49%	103.43%
\$125,001 - \$175,000	968	23.87%	98.26%	98.32%	98.51%	97.31%	94.92%
\$175,001 - \$225,000	603	14.87%	98.68%	114.89%	97.90%	98.24%	97.95%
\$225,001 - \$300,000	509	12.55%	98.25%	96.01%	98.49%	98.22%	98.12%
\$300,001 and up	445	10.97%	97.51%	95.50%	97.70%	97.74%	96.78%
Average List/Sell Ratio: 97.00%				95.02%	97.32%	97.40%	97.28%
Total Closed Units: 4,056				515	2375	1034	132
Total Closed Volume: 710,253,750				47.51M	354.32M	259.83M	48.60M



# Monthly Inventory Analysis

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

## September 2016

Inventory as of Oct 10, 2016



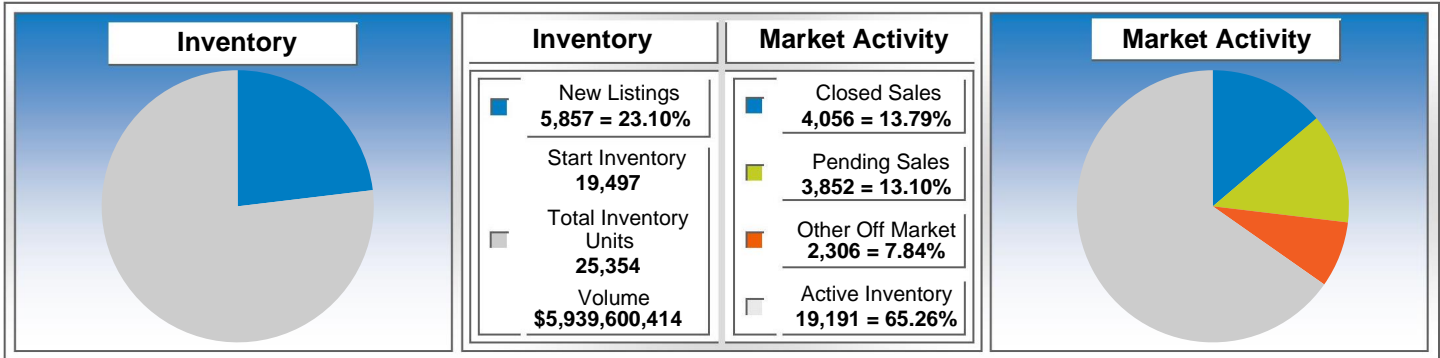
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### Market Summary

Report Produced on: Oct 11, 2016

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



**Absorption:** Last 12 months, an Average of **3,695** Sales/Month

**Active Inventory** as of September 30, 2016 = **19,191**

	SEPTEMBER			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	4,025	4,056	0.77%	35,125	34,354	-2.20%
Pending Sales	3,527	3,852	9.21%	36,728	36,591	-0.37%
New Listings	5,995	5,857	-2.30%	56,712	58,067	2.39%
Average List Price	182,054	179,899	-1.18%	180,172	178,040	-1.18%
Average Sale Price	177,069	175,112	-1.11%	175,216	173,279	-1.11%
Average Percent of List Price to Selling Price	97.31%	97.05%	-0.27%	97.12%	97.12%	-0.01%
Average Days on Market to Sale	63.62	60.59	-4.76%	66.60	61.42	-7.78%
Monthly Inventory	18,993	19,191	1.04%	18,993	19,191	1.04%
Months Supply of Inventory	5.00	5.19	3.88%	5.00	5.19	3.88%

